

# Naples Area Market Report



## January 2022

A 34.5 percent increase in new listings sparked 19,277 more showings during January compared to new listings and showings reported in December 2021. While an increase in new listings demonstrates a solid start for the real estate market this year, low inventory continues to harness the market's potential. As a result of tight inventory, January sales activity could not meet the level of sales activity reported in January 2021. Historically, month to month sales activity during season ascends through April. But according to broker analysts reviewing the January 2022 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), a 74.9 percent decrease in inventory for January to 1,122 homes from 4,474 homes in January 2021 will not provide the same level of sales transactions that occurred last season.

As expected at the start of season, there was an increase in new listings during January compared to December, so buyers could explore an inventory that included 1,272 new listings. Those new listings translated to a 32 percent increase in pending sales to 1,373 pending sales during January compared to 1,038 pending sales reported in December.

The overall median closed price increased 39 percent in January to \$549,000 from \$395,000 in January 2021. With less than a one-month supply of homes, closed sales during January could not realize the level of activity it experienced a year ago and decreased 27.9 percent to 818 closed sales from 1,134 closed sales in January 2021. Pending sales – which reflect the number of new homes under contract – decreased 37.9 percent to 1,373 from 2,210 in January 2021.

Broker analysts reviewing the report agree that buyer demand is not likely to slow down anytime soon because homes in Naples are still much more affordable than homes in other parts of the country like California, New York and Chicago. Naples continues to be a unique area of the world where buyers are willing to pay to be here.

## Quick Facts

<b>- 27.9%</b>	<b>+ 39.0%</b>	<b>- 74.9%</b>
Change in <b>Total Sales</b> All Properties	Change in <b>Median Closed Price</b> All Properties	Change in <b>Homes for Sale</b> All Properties
<b>+ 71.2%</b>	<b>+ 84.4%</b>	<b>+ 28.9%</b>
Price Range With the Strongest Sales: \$500,001 to \$1,000,000	Bedroom Count With Strongest Sales: 1 Bedroom or Fewer	Property Type With Strongest Sales: Condo

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<b>Immokalee/Ave Maria</b>	<b>22</b>



# Overall Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		1,649	<b>1,272</b>	- 22.9%	1,649	<b>1,272</b>	- 22.9%
<b>Total Sales</b>		1,134	<b>818</b>	- 27.9%	1,134	<b>818</b>	- 27.9%
<b>Days on Market Until Sale</b>		79	<b>24</b>	- 69.6%	79	<b>24</b>	- 69.6%
<b>Median Closed Price</b>		\$395,000	<b>\$549,000</b>	+ 39.0%	\$395,000	<b>\$549,000</b>	+ 39.0%
<b>Average Closed Price</b>		\$782,501	<b>\$970,752</b>	+ 24.1%	\$782,501	<b>\$970,752</b>	+ 24.1%
<b>Percent of List Price Received</b>		96.5%	<b>100.1%</b>	+ 3.7%	96.5%	<b>100.1%</b>	+ 3.7%
<b>Pending Listings</b>		<b>2,210</b>	<b>1,373</b>	- 37.9%	<b>2,210</b>	<b>1,373</b>	- 37.9%
<b>Inventory of Homes for Sale</b>		4,474	<b>1,122</b>	- 74.9%	—	—	—
<b>Months Supply of Inventory</b>		4.2	<b>0.9</b>	- 78.6%	—	—	—

# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		789	<b>627</b>	- 20.5%	789	<b>627</b>	- 20.5%
<b>Total Sales</b>		520	<b>397</b>	- 23.7%	520	<b>397</b>	- 23.7%
<b>Days on Market Until Sale</b>		72	<b>31</b>	- 56.9%	72	<b>31</b>	- 56.9%
<b>Median Closed Price</b>		\$539,500	<b>\$675,000</b>	+ 25.1%	\$539,500	<b>\$675,000</b>	+ 25.1%
<b>Average Closed Price</b>		\$1,157,476	<b>\$1,252,028</b>	+ 8.2%	\$1,157,476	<b>\$1,252,028</b>	+ 8.2%
<b>Percent of List Price Received</b>		96.7%	<b>99.1%</b>	+ 2.5%	96.7%	<b>99.1%</b>	+ 2.5%
<b>Pending Listings</b>		<b>1,027</b>	<b>701</b>	- 31.7%	<b>1,027</b>	<b>701</b>	- 31.7%
<b>Inventory of Homes for Sale</b>		2,047	<b>684</b>	- 66.6%	—	—	—
<b>Months Supply of Inventory</b>		3.8	<b>1.1</b>	- 71.1%	—	—	—

# Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



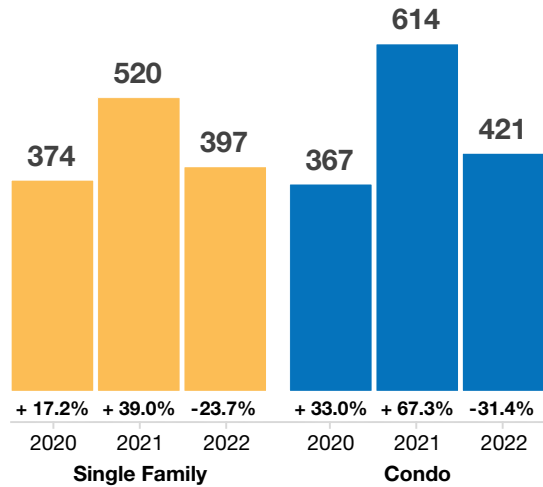
Key Metrics	Historical Sparkbars	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		860	<b>645</b>	- 25.0%	860	<b>645</b>	- 25.0%
<b>Total Sales</b>		614	<b>421</b>	- 31.4%	614	<b>421</b>	- 31.4%
<b>Days on Market Until Sale</b>		84	<b>17</b>	- 79.8%	84	<b>17</b>	- 79.8%
<b>Median Closed Price</b>		\$290,132	<b>\$427,000</b>	+ 47.2%	\$290,132	<b>\$427,000</b>	+ 47.2%
<b>Average Closed Price</b>		\$464,933	<b>\$706,847</b>	+ 52.0%	\$464,933	<b>\$706,847</b>	+ 52.0%
<b>Percent of List Price Received</b>		96.3%	<b>101.0%</b>	+ 4.9%	96.3%	<b>101.0%</b>	+ 4.9%
<b>Pending Listings</b>		<b>1,183</b>	<b>672</b>	- 43.2%	<b>1,183</b>	<b>672</b>	- 43.2%
<b>Inventory of Homes for Sale</b>		2,427	<b>438</b>	- 82.0%	—	—	—
<b>Months Supply of Inventory</b>		4.7	<b>0.7</b>	- 85.1%	—	—	—

# Overall Closed Sales

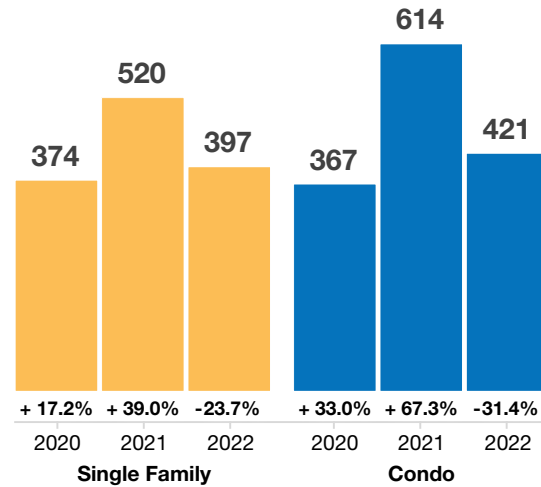
A count of the actual sales that closed in a given month.



## January

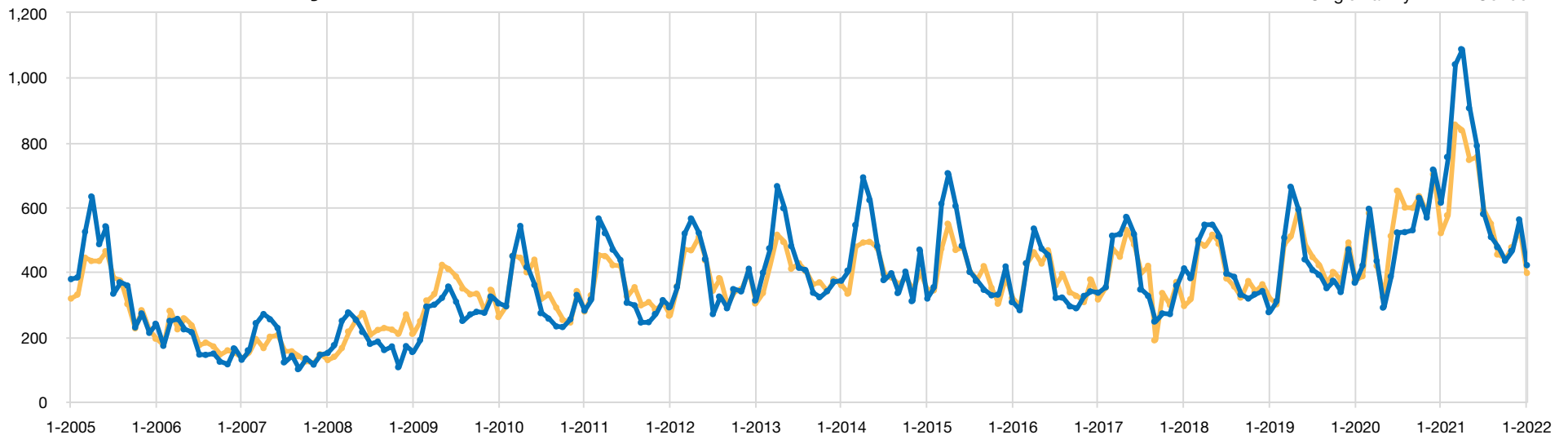


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2021	575	+ 48.6%	755	+ 79.8%
Mar-2021	855	+ 46.9%	1,041	+ 75.0%
Apr-2021	838	+ 100.0%	1,088	+ 150.7%
May-2021	746	+ 131.7%	906	+ 212.4%
Jun-2021	755	+ 47.7%	790	+ 104.7%
Jul-2021	591	- 9.2%	579	+ 10.9%
Aug-2021	549	- 8.3%	508	- 2.9%
Sep-2021	454	- 24.1%	477	- 9.8%
Oct-2021	441	- 30.4%	435	- 30.8%
Nov-2021	476	- 18.1%	465	- 18.1%
Dec-2021	533	- 24.1%	562	- 21.5%
<b>Jan-2022</b>	<b>397</b>	<b>- 23.7%</b>	<b>421</b>	<b>- 31.4%</b>
12-Month Avg	601	+ 10.9%	669	+ 28.9%

## Overall Closed Sales by Month

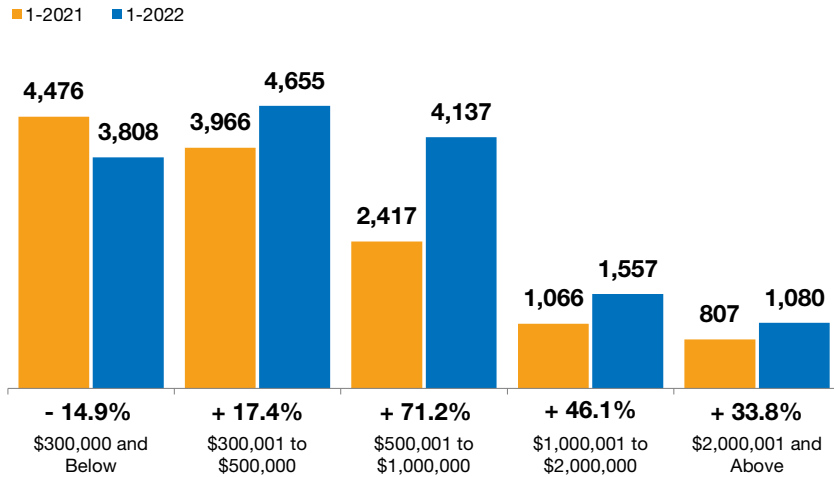


# Overall Closed Sales by Price Range

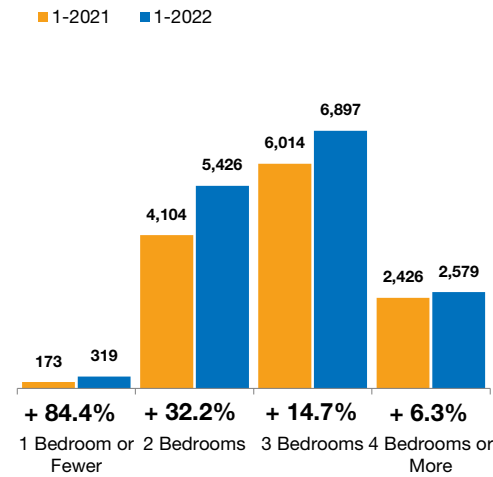
A count of the actual sales that closed in a given month. Based on a rolling 12-month total.



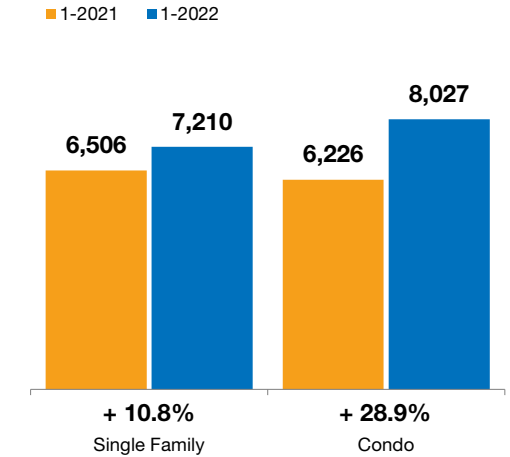
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	1-2021	1-2022	Change
\$300,000 and Below	4,476	3,808	- 14.9%
\$300,001 to \$500,000	3,966	4,655	+ 17.4%
\$500,001 to \$1,000,000	2,417	4,137	+ 71.2%
\$1,000,001 to \$2,000,000	1,066	1,557	+ 46.1%
\$2,000,001 and Above	807	1,080	+ 33.8%
<b>All Price Ranges</b>	<b>12,732</b>	<b>15,237</b>	<b>+ 19.7%</b>

### Single Family

	1-2021	1-2022	Change
1 Bedroom or Fewer	1,017	547	- 46.2%
2 Bedrooms	2,534	2,144	- 15.4%
3 Bedrooms	1,711	2,785	+ 62.8%
4 Bedrooms or More	662	962	+ 45.3%
<b>All Single Family</b>	<b>6,506</b>	<b>7,210</b>	<b>+ 10.8%</b>

### Condo

	1-2021	1-2022	Change
1 Bedroom or Fewer	3459	3261	- 5.7%
2 Bedrooms	1432	2511	+ 75.3%
3 Bedrooms	706	1352	+ 91.5%
4 Bedrooms or More	404	595	+ 47.3%
<b>All Condo</b>	<b>6,226</b>	<b>8,027</b>	<b>+ 28.9%</b>

### By Bedroom Count

	1-2021	1-2022	Change
1 Bedroom or Fewer	173	319	+ 84.4%
2 Bedrooms	4,104	5,426	+ 32.2%
3 Bedrooms	6,014	6,897	+ 14.7%
4 Bedrooms or More	2,426	2,579	+ 6.3%
<b>All Bedroom Counts</b>	<b>12,732</b>	<b>15,237</b>	<b>+ 19.7%</b>

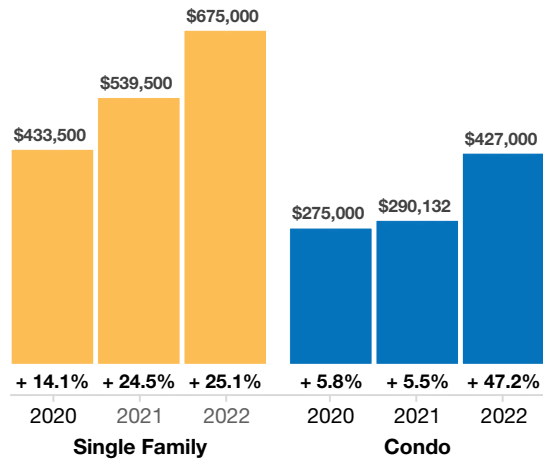
	1-2021	1-2022	Change
1 Bedroom or Fewer	19	41	+ 115.8%
2 Bedrooms	593	788	+ 32.9%
3 Bedrooms	3,637	3,966	+ 9.0%
4 Bedrooms or More	2,254	2,411	+ 7.0%
<b>All Single Family</b>	<b>6,506</b>	<b>7,210</b>	<b>+ 10.8%</b>

# Overall Median Closed Price

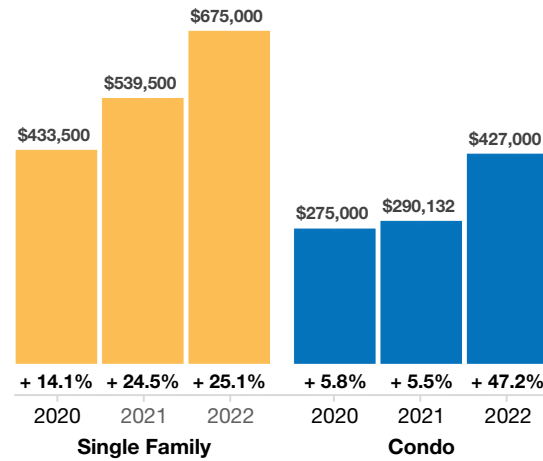
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



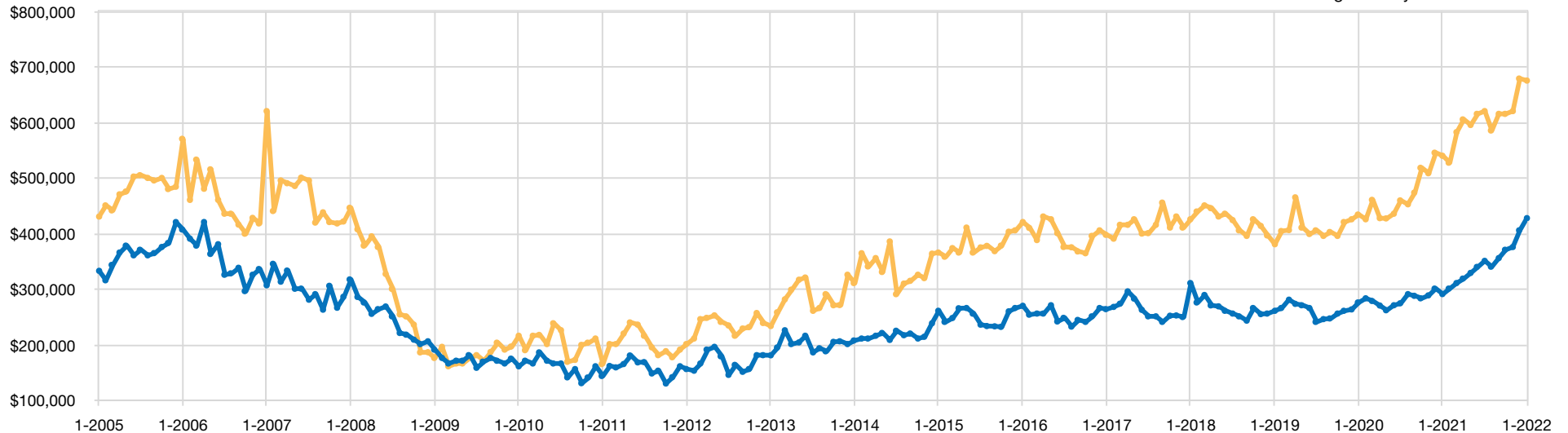
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2021	\$527,000	+ 24.0%	\$300,000	+ 6.2%
Mar-2021	\$582,060	+ 26.5%	\$310,000	+ 11.6%
Apr-2021	\$605,000	+ 41.7%	\$318,000	+ 18.0%
May-2021	\$595,000	+ 39.5%	\$328,250	+ 25.8%
Jun-2021	\$615,000	+ 41.4%	\$339,050	+ 25.6%
Jul-2021	\$620,000	+ 35.1%	\$350,000	+ 28.0%
Aug-2021	\$585,000	+ 29.4%	\$339,500	+ 17.1%
Sep-2021	\$615,000	+ 30.0%	\$355,000	+ 23.7%
Oct-2021	\$615,000	+ 18.8%	\$370,000	+ 31.0%
Nov-2021	\$620,000	+ 22.0%	\$375,000	+ 30.3%
Dec-2021	\$678,669	+ 24.5%	\$405,000	+ 35.0%
<b>Jan-2022</b>	<b>\$675,000</b>	<b>+ 25.1%</b>	<b>\$427,000</b>	<b>+ 47.2%</b>
12-Month Avg*	\$605,000	+ 27.4%	\$345,000	+ 22.1%

\* Median Closed Price for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Overall Median Closed Price by Month



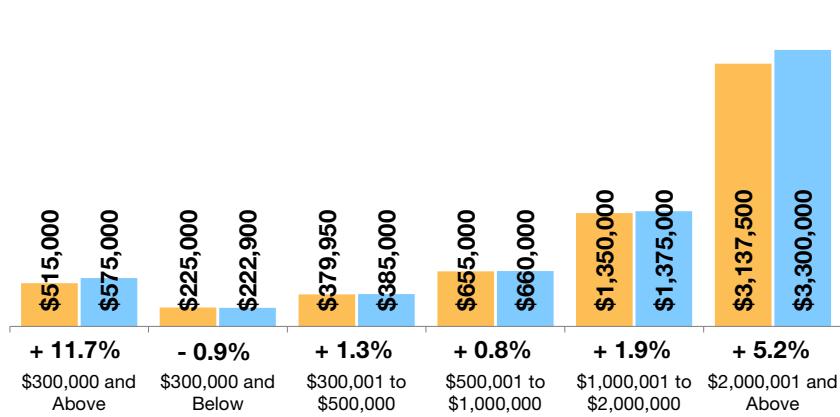
# Overall Median Closed Price by Price Range

Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



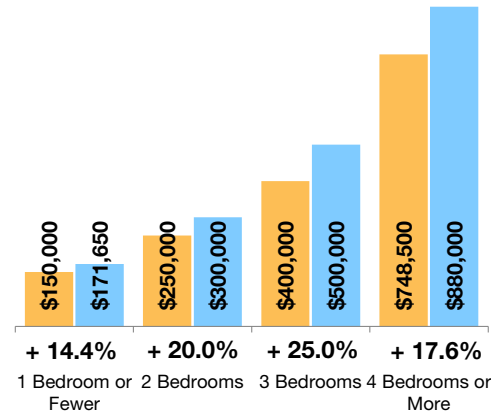
## By Price Range

1-2021 1-2022



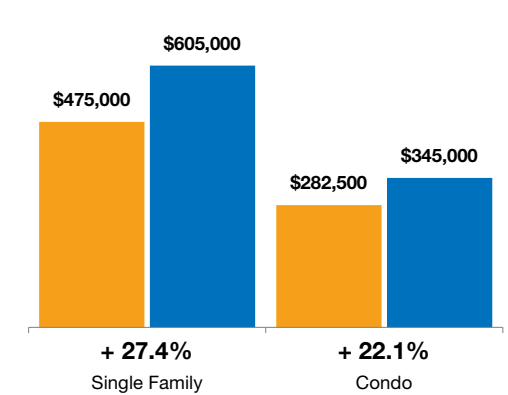
## By Bedroom Count

1-2021 1-2022



## By Property Type

1-2021 1-2022



## All Properties

### By Price Range

	1-2021	1-2022	Change
\$300,000 and Above	\$515,000	\$575,000	+ 11.7%
\$300,000 and Below	\$225,000	\$222,900	- 0.9%
\$300,001 to \$500,000	\$379,950	\$385,000	+ 1.3%
\$500,001 to \$1,000,000	\$655,000	\$660,000	+ 0.8%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,375,000	+ 1.9%
\$2,000,001 and Above	\$3,137,500	\$3,300,000	+ 5.2%
<b>All Price Ranges</b>	<b>\$375,000</b>	<b>\$453,445</b>	<b>+ 20.9%</b>

## Single Family

	1-2021	1-2022	Change
\$300,000 and Above	\$528,000	\$639,000	+ 21.0%
\$300,000 and Below	\$270,000	\$219,900	- 18.6%
\$300,001 to \$500,000	\$390,000	\$400,000	+ 2.6%
\$500,001 to \$1,000,000	\$648,000	\$666,666	+ 2.9%
\$1,000,001 to \$2,000,000	\$1,325,000	\$1,370,000	+ 3.4%
\$2,000,001 and Above	\$3,390,000	\$3,500,000	+ 3.2%
<b>All Price Ranges</b>	<b>\$475,000</b>	<b>\$605,000</b>	<b>+ 27.4%</b>

## Condo

	1-2021	1-2022	Change
\$300,000 and Above	\$480,000	\$479,000	- 0.2%
\$300,000 and Below	\$214,950	\$224,000	+ 4.2%
\$300,001 to \$500,000	\$362,273	\$375,000	+ 3.5%
\$500,001 to \$1,000,000	\$690,000	\$650,000	- 5.8%
\$1,000,001 to \$2,000,000	\$1,425,000	\$1,375,000	- 3.5%
\$2,000,001 and Above	\$2,500,000	\$2,962,500	+ 18.5%
<b>All Price Ranges</b>	<b>\$282,500</b>	<b>\$345,000</b>	<b>+ 22.1%</b>

### By Bedroom Count

	1-2021	1-2022	Change
1 Bedroom or Fewer	\$150,000	\$171,650	+ 14.4%
2 Bedrooms	\$250,000	\$300,000	+ 20.0%
3 Bedrooms	\$400,000	\$500,000	+ 25.0%
4 Bedrooms or More	\$748,500	\$880,000	+ 17.6%
<b>All Bedroom Counts</b>	<b>\$375,000</b>	<b>\$453,445</b>	<b>+ 20.9%</b>

	1-2021	1-2022	Change
1 Bedroom or Fewer	\$93,000	\$94,500	+ 1.6%
2 Bedrooms	\$310,000	\$390,000	+ 25.8%
3 Bedrooms	\$430,000	\$550,000	+ 27.9%
4 Bedrooms or More	\$700,000	\$875,000	+ 25.0%
<b>All Bedroom Counts</b>	<b>\$475,000</b>	<b>\$605,000</b>	<b>+ 27.4%</b>

	1-2021	1-2022	Change
1 Bedroom or Fewer	\$165,000	\$190,000	+ 15.2%
2 Bedrooms	\$240,000	\$291,000	+ 21.3%
3 Bedrooms	\$340,000	\$429,000	+ 26.2%
4 Bedrooms or More	\$2,075,000	\$1,429,500	- 31.1%
<b>All Bedroom Counts</b>	<b>\$282,500</b>	<b>\$345,000</b>	<b>+ 22.1%</b>

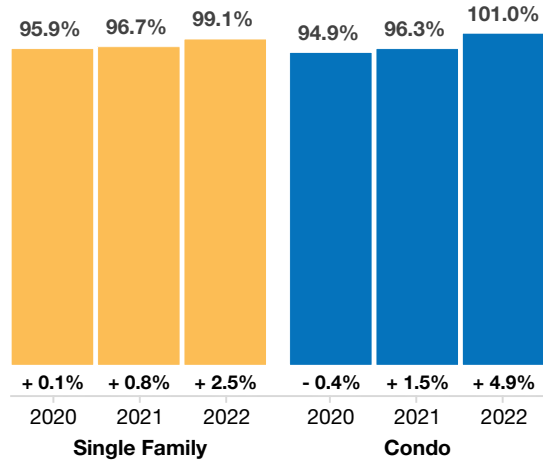


# Overall Percent of Current List Price Received

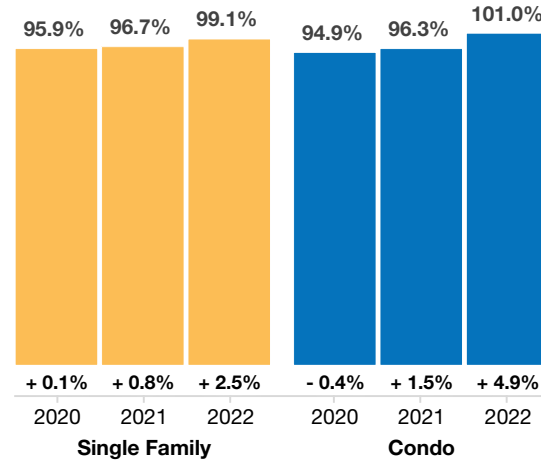
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



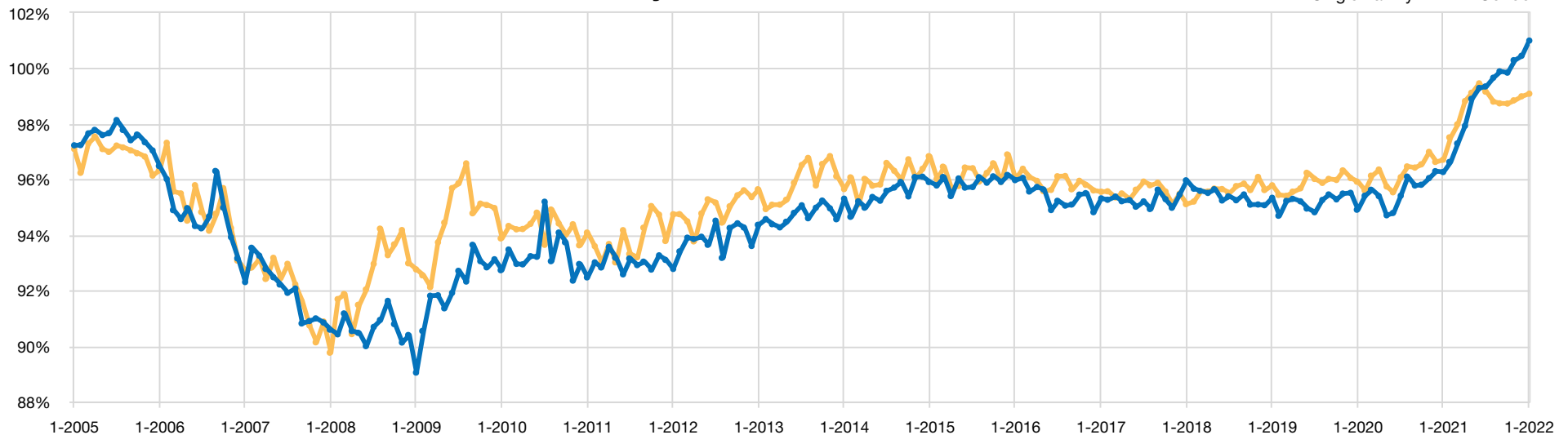
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2021	97.5%	+ 2.0%	96.6%	+ 1.3%
Mar-2021	98.0%	+ 2.0%	97.3%	+ 1.8%
Apr-2021	98.8%	+ 2.5%	97.9%	+ 2.6%
May-2021	99.1%	+ 3.6%	98.9%	+ 4.4%
Jun-2021	99.5%	+ 4.2%	99.3%	+ 4.7%
Jul-2021	99.2%	+ 3.2%	99.4%	+ 4.2%
Aug-2021	98.8%	+ 2.4%	99.7%	+ 3.7%
Sep-2021	98.7%	+ 2.4%	99.9%	+ 4.3%
Oct-2021	98.7%	+ 2.3%	99.8%	+ 4.2%
Nov-2021	98.8%	+ 1.9%	100.3%	+ 4.5%
Dec-2021	99.0%	+ 2.5%	100.5%	+ 4.4%
<b>Jan-2022</b>	<b>99.1%</b>	<b>+ 2.5%</b>	<b>101.0%</b>	<b>+ 4.9%</b>
12-Month Avg*	98.8%	+ 2.5%	98.9%	+ 3.3%

\* Pct. of List Price Received for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Overall Percent of Current List Price Received by Month

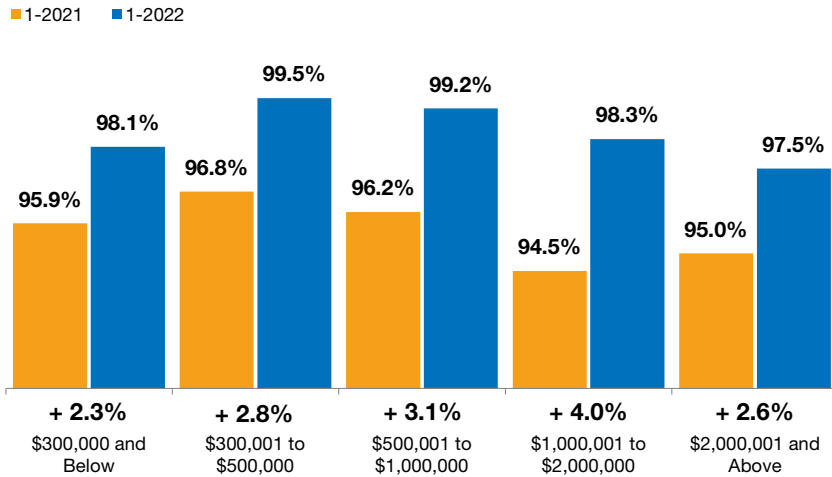


# Overall Percent of Current List Price Received by Price Range

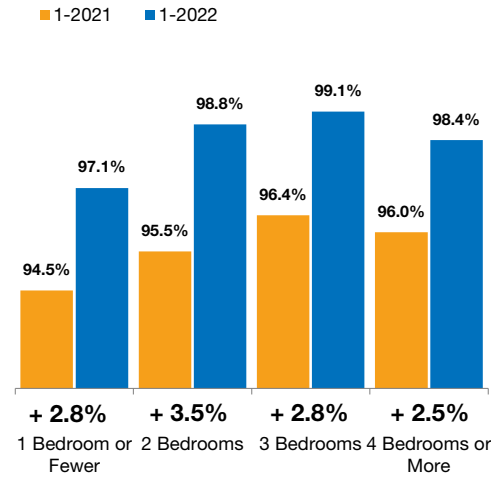
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



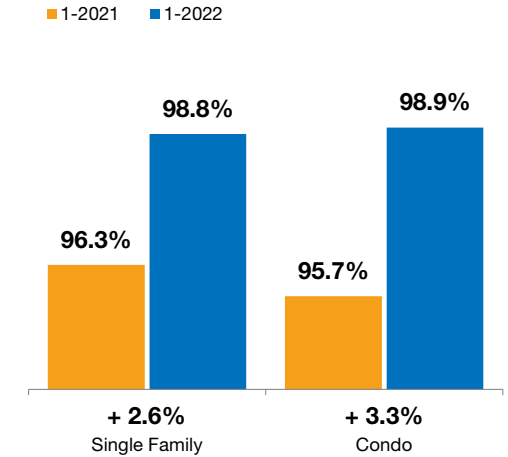
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	1-2021	1-2022	Change
\$300,000 and Below	95.9%	98.1%	+ 2.3%
\$300,001 to \$500,000	96.8%	99.5%	+ 2.8%
\$500,001 to \$1,000,000	96.2%	99.2%	+ 3.1%
\$1,000,001 to \$2,000,000	94.5%	98.3%	+ 4.0%
\$2,000,001 and Above	95.0%	97.5%	+ 2.6%
<b>All Price Ranges</b>	<b>96.0%</b>	<b>98.8%</b>	<b>+ 2.9%</b>

### Single Family

	1-2021	1-2022	Change
1 Bedroom or Fewer	94.5%	97.1%	+ 2.8%
2 Bedrooms	95.5%	98.8%	+ 3.5%
3 Bedrooms	96.4%	99.1%	+ 2.8%
4 Bedrooms or More	96.0%	98.4%	+ 2.5%
<b>All Single Family</b>	<b>96.3%</b>	<b>98.8%</b>	<b>+ 2.6%</b>

### Condo

	1-2021	1-2022	Change
1 Bedroom or Fewer	94.5%	97.1%	+ 2.8%
2 Bedrooms	95.5%	98.8%	+ 3.5%
3 Bedrooms	96.4%	99.1%	+ 2.8%
4 Bedrooms or More	96.0%	98.4%	+ 2.5%
<b>All Condo</b>	<b>95.7%</b>	<b>98.9%</b>	<b>+ 3.3%</b>

## By Bedroom Count

	1-2021	1-2022	Change
1 Bedroom or Fewer	94.5%	97.1%	+ 2.8%
2 Bedrooms	95.5%	98.8%	+ 3.5%
3 Bedrooms	96.4%	99.1%	+ 2.8%
4 Bedrooms or More	96.0%	98.4%	+ 2.5%
<b>All Bedroom Counts</b>	<b>96.0%</b>	<b>98.8%</b>	<b>+ 2.9%</b>

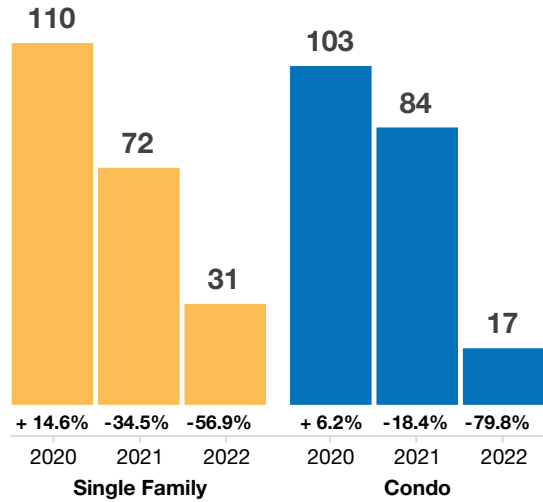
	1-2021	1-2022	Change
1 Bedroom or Fewer	92.2%	93.9%	+ 1.8%
2 Bedrooms	95.3%	98.3%	+ 3.1%
3 Bedrooms	96.8%	99.1%	+ 2.4%
4 Bedrooms or More	95.9%	98.4%	+ 2.6%
<b>All Single Family</b>	<b>96.3%</b>	<b>98.8%</b>	<b>+ 2.6%</b>
1 Bedroom or Fewer	94.5%	97.1%	+ 2.8%
2 Bedrooms	95.5%	98.8%	+ 3.5%
3 Bedrooms	96.4%	99.1%	+ 2.8%
4 Bedrooms or More	96.0%	98.4%	+ 2.5%
<b>All Condo</b>	<b>95.7%</b>	<b>98.9%</b>	<b>+ 3.3%</b>

# Overall Days on Market Until Sale

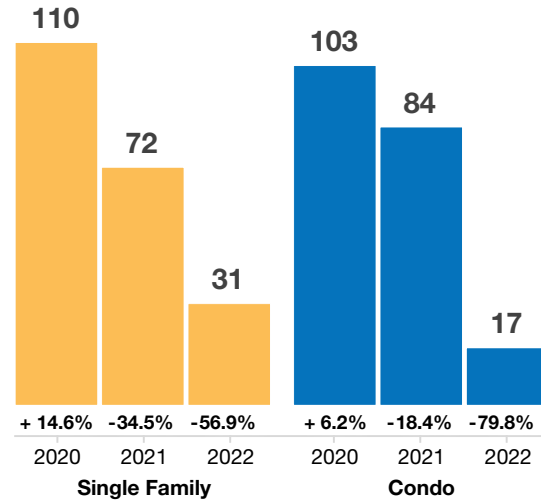
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



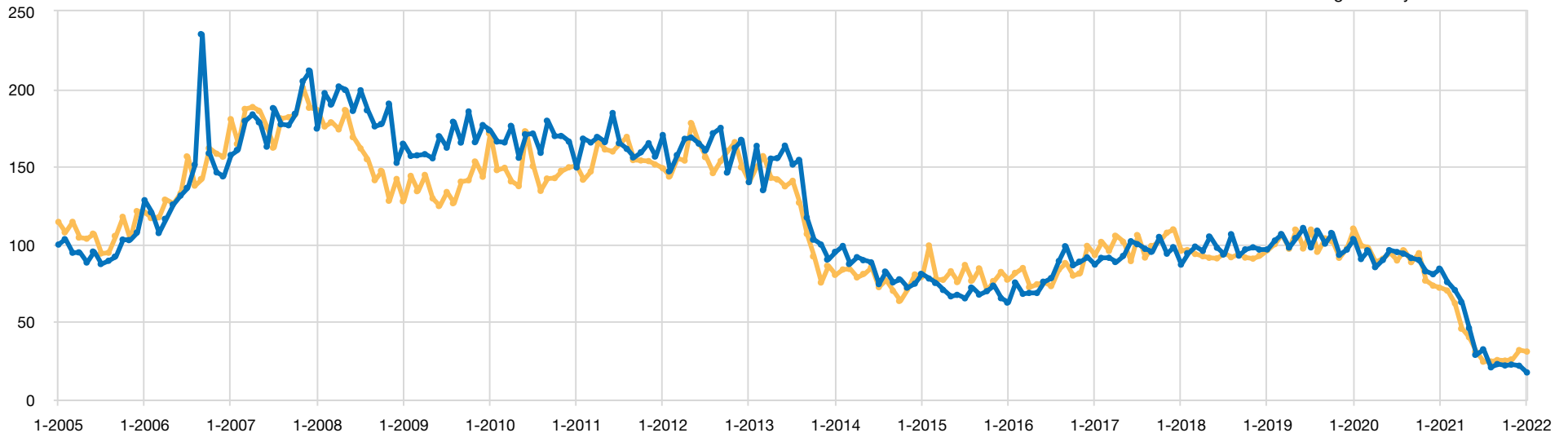
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2021	70	-29.3%	76	-15.6%
Mar-2021	62	-36.7%	70	-27.1%
Apr-2021	46	-48.3%	63	-25.9%
May-2021	40	-56.0%	46	-48.9%
Jun-2021	31	-67.0%	29	-69.8%
Jul-2021	24	-73.3%	32	-66.3%
Aug-2021	24	-75.0%	21	-77.7%
Sep-2021	25	-71.6%	23	-74.7%
Oct-2021	25	-73.4%	22	-75.6%
Nov-2021	26	-66.2%	23	-72.3%
Dec-2021	32	-56.2%	22	-72.8%
<b>Jan-2022</b>	<b>31</b>	<b>-56.9%</b>	<b>17</b>	<b>-79.8%</b>
12-Month Avg*	38	-56.3%	43	-52.1%

\* Days on Market for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Overall Days on Market Until Sale by Month



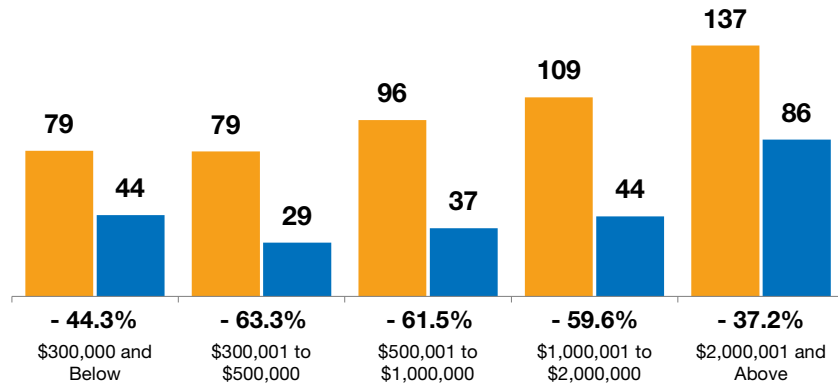
# Overall Days on Market Until Sale by Price Range

Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



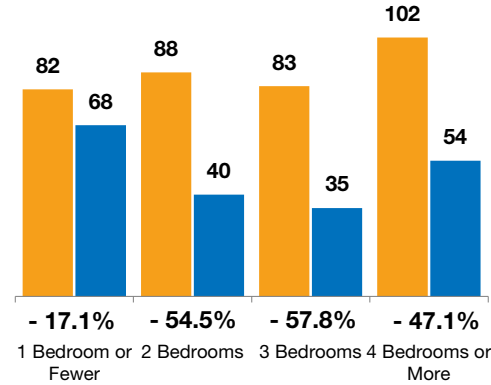
## By Price Range

1-2021 1-2022



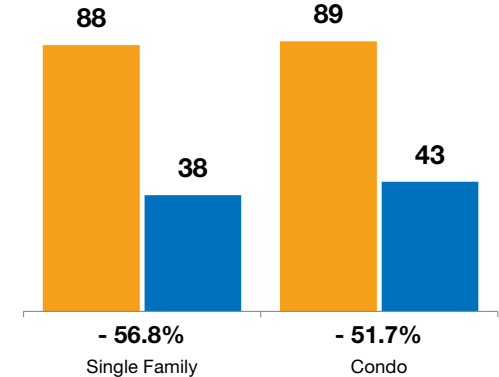
## By Bedroom Count

1-2021 1-2022



## By Property Type

1-2021 1-2022



### All Properties

By Price Range	1-2021	1-2022	Change
\$300,000 and Below	79	44	- 44.3%
\$300,001 to \$500,000	79	29	- 63.3%
\$500,001 to \$1,000,000	96	37	- 61.5%
\$1,000,001 to \$2,000,000	109	44	- 59.6%
\$2,000,001 and Above	137	86	- 37.2%
<b>All Price Ranges</b>	<b>89</b>	<b>41</b>	<b>- 53.9%</b>

### Single Family

	1-2021	1-2022	Change
1 Bedroom or 2 Bedrooms Fewer	69	53	- 23.2%
3 Bedrooms	72	29	- 59.7%
4 Bedrooms	92	30	- 67.4%
4 Bedrooms or More	112	37	- 67.0%
<b>All Single Family</b>	<b>153</b>	<b>85</b>	<b>- 44.4%</b>

### Condo

	1-2021	1-2022	Change
1 Bedroom or 2 Bedrooms Fewer	82	43	- 47.6%
3 Bedrooms	91	30	- 67.0%
4 Bedrooms	107	52	- 51.4%
4 Bedrooms or More	104	54	- 48.1%
<b>All Condo</b>	<b>95</b>	<b>86</b>	<b>- 9.5%</b>

## By Bedroom Count

	1-2021	1-2022	Change
1 Bedroom or Fewer	82	68	- 17.1%
2 Bedrooms	88	40	- 54.5%
3 Bedrooms	83	35	- 57.8%
4 Bedrooms or More	102	54	- 47.1%
<b>All Bedroom Counts</b>	<b>89</b>	<b>41</b>	<b>- 53.9%</b>

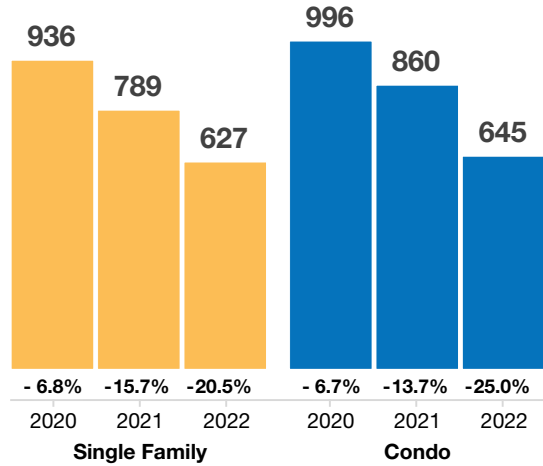
	1-2021	1-2022	Change
1 Bedroom or Fewer	135	148	+ 9.6%
2 Bedrooms	81	39	- 51.9%
3 Bedrooms	79	30	- 62.0%
4 Bedrooms or More	103	51	- 50.5%
<b>All Single Family</b>	<b>88</b>	<b>38</b>	<b>- 56.8%</b>

# Overall New Listings

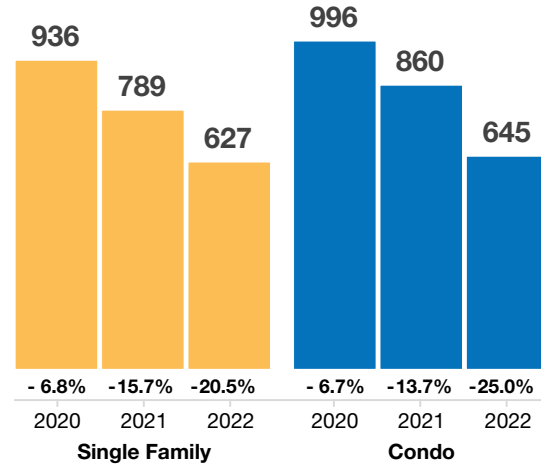
A count of the properties that have been newly listed on the market in a given month.



## January

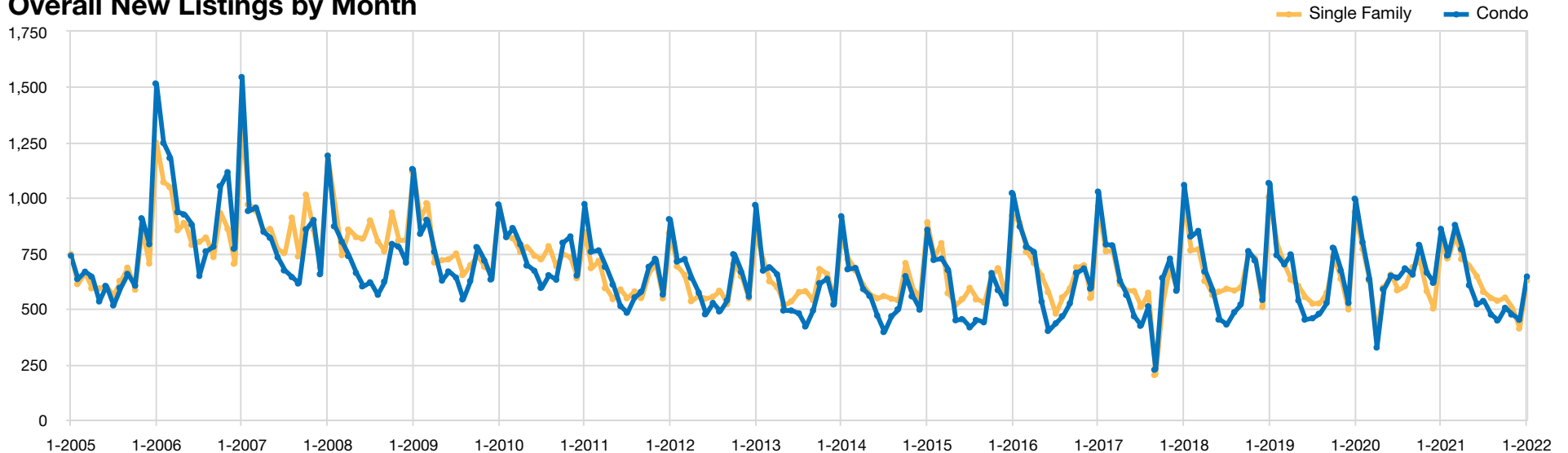


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2021	727	- 5.5%	740	- 7.5%
Mar-2021	832	+ 32.9%	878	+ 38.5%
Apr-2021	724	+ 88.5%	769	+ 136.6%
May-2021	693	+ 16.3%	606	+ 3.1%
Jun-2021	646	- 1.2%	520	- 19.9%
Jul-2021	576	- 1.2%	535	- 16.4%
Aug-2021	548	- 9.0%	474	- 30.5%
Sep-2021	536	- 22.1%	447	- 31.7%
Oct-2021	550	- 23.4%	504	- 36.0%
Nov-2021	504	- 13.0%	474	- 28.5%
Dec-2021	411	- 18.0%	450	- 27.1%
<b>Jan-2022</b>	<b>627</b>	<b>- 20.5%</b>	<b>645</b>	<b>- 25.0%</b>
12-Month Avg	615	- 1.4%	587	- 10.8%

## Overall New Listings by Month

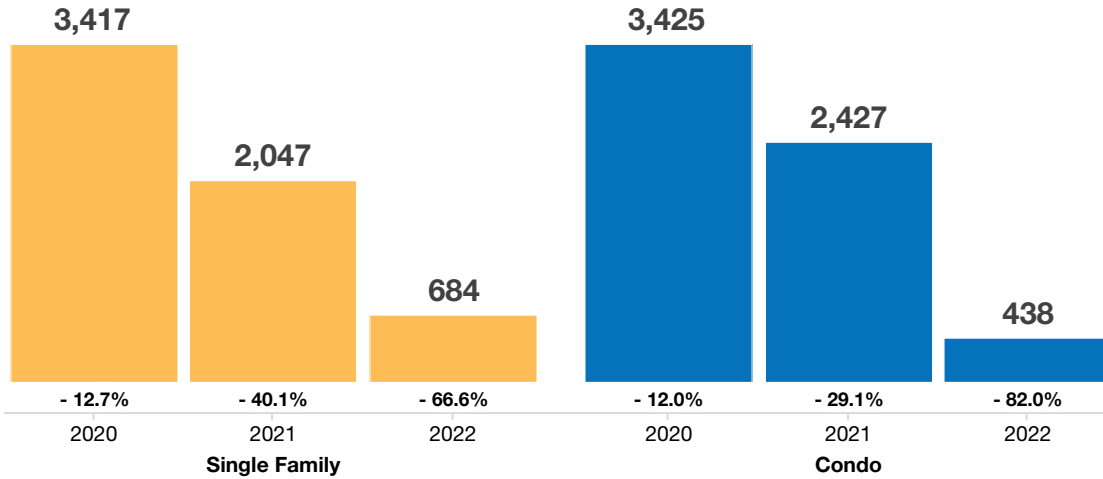


# Overall Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

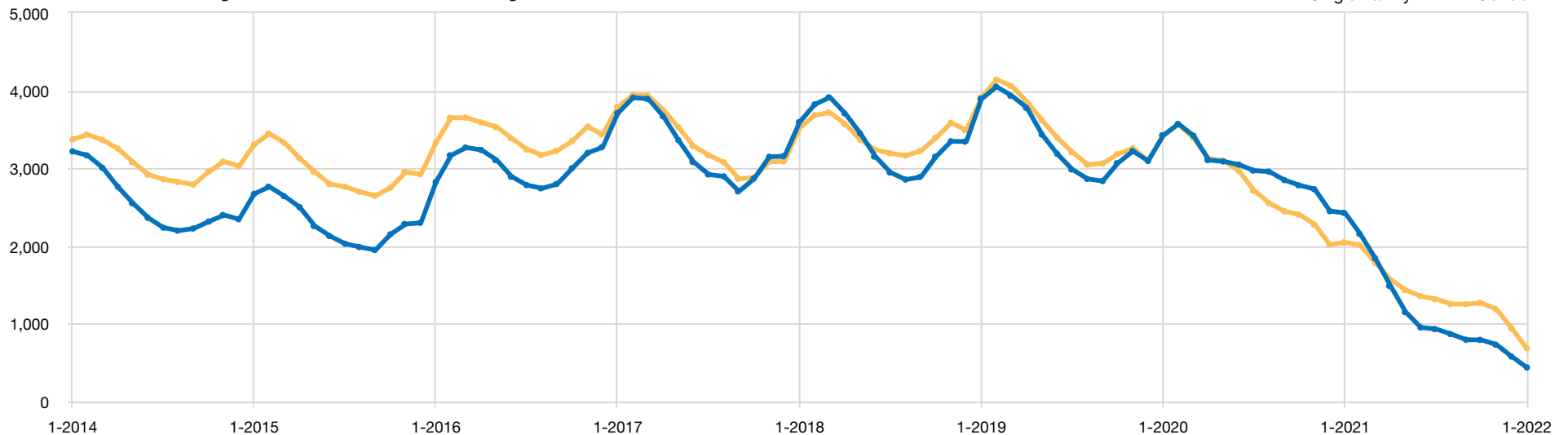


## January



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2021	2,013	- 43.6%	2,156	- 39.6%
Mar-2021	1,785	- 47.3%	1,842	- 46.1%
Apr-2021	1,571	- 49.8%	1,488	- 52.1%
May-2021	1,434	- 53.7%	1,151	- 62.7%
Jun-2021	1,355	- 54.3%	953	- 68.7%
Jul-2021	1,317	- 51.5%	933	- 68.6%
Aug-2021	1,256	- 50.8%	868	- 70.7%
Sep-2021	1,252	- 48.9%	795	- 72.1%
Oct-2021	1,269	- 47.2%	793	- 71.5%
Nov-2021	1,188	- 47.8%	731	- 73.2%
Dec-2021	942	- 53.3%	579	- 76.4%
<b>Jan-2022</b>	<b>684</b>	<b>- 66.6%</b>	<b>438</b>	<b>- 82.0%</b>
12-Month Avg	1,339	- 50.7%	1,061	- 64.0%

## Overall Inventory of Homes for Sale by Month



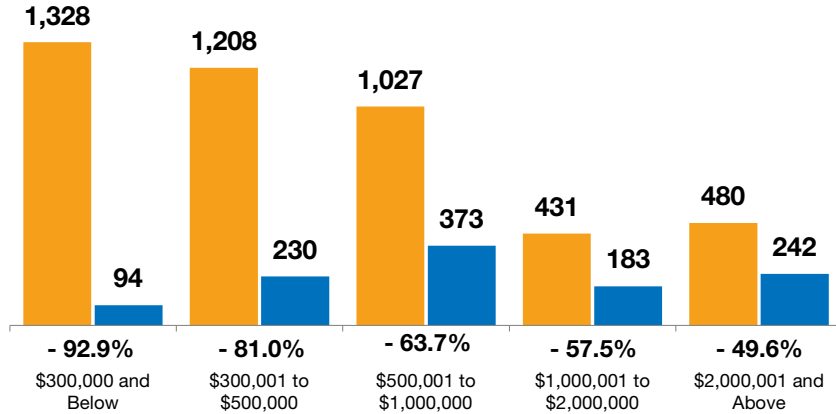
# Overall Inventory of Homes for Sale by Price Range

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



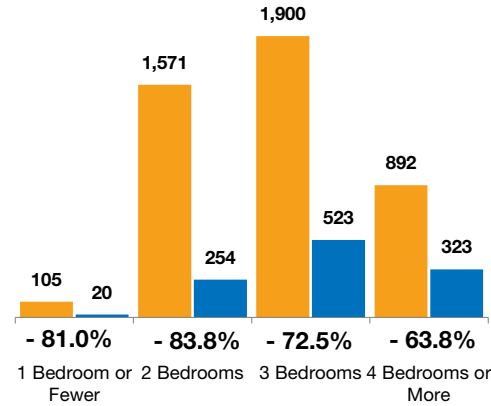
## By Price Range

1-2021 1-2022



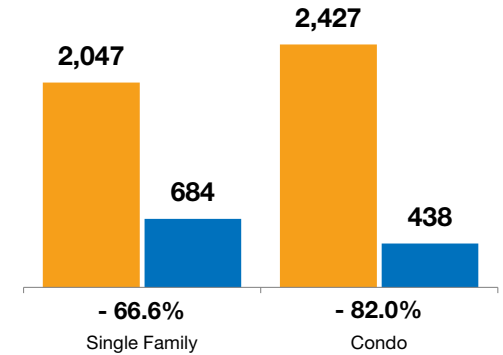
## By Bedroom Count

1-2021 1-2022



## By Property Type

1-2021 1-2022



### All Properties

By Price Range	1-2021	1-2022	Change
\$300,000 and Below	1,328	94	- 92.9%
\$300,001 to \$500,000	1,208	230	- 81.0%
\$500,001 to \$1,000,000	1,027	373	- 63.7%
\$1,000,001 to \$2,000,000	431	183	- 57.5%
\$2,000,001 and Above	480	242	- 49.6%
<b>All Price Ranges</b>	<b>4,474</b>	<b>1,122</b>	<b>- 74.9%</b>

### Single Family

1-2021	1-2022	Change	1-2021	1-2022	Change
232	29	- 87.5%	1096	65	- 94.1%
629	106	- 83.1%	579	124	- 78.6%
620	271	- 56.3%	407	102	- 74.9%
238	105	- 55.9%	193	78	- 59.6%
328	173	- 47.3%	152	69	- 54.6%
<b>2,047</b>	<b>684</b>	<b>- 66.6%</b>	<b>2,427</b>	<b>438</b>	<b>- 82.0%</b>

### Condo

By Bedroom Count	1-2021	1-2022	Change
1 Bedroom or Fewer	105	20	- 81.0%
2 Bedrooms	1,571	254	- 83.8%
3 Bedrooms	1,900	523	- 72.5%
4 Bedrooms or More	892	323	- 63.8%
<b>All Bedroom Counts</b>	<b>4,474</b>	<b>1,122</b>	<b>- 74.9%</b>

1-2021	1-2022	Change	1-2021	1-2022	Change
19	4	- 78.9%	86	16	- 81.4%
199	54	- 72.9%	1,372	200	- 85.4%
1,017	325	- 68.0%	883	198	- 77.6%
812	301	- 62.9%	80	22	- 72.5%
<b>2,047</b>	<b>684</b>	<b>- 66.6%</b>	<b>2,427</b>	<b>438</b>	<b>- 82.0%</b>

# Listing and Sales Summary Report

## January 2022



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Jan-22	Jan-21	% Change	Jan-22	Jan-21	% Change	Jan-22	Jan-21	% Change	Jan-22	Jan-21	% Change
<b>Overall Naples Market**</b>	<b>\$549,000</b>	<b>\$395,000</b>	<b>+39.0%</b>	<b>818</b>	<b>1134</b>	<b>-27.9%</b>	<b>1,122</b>	<b>4,474</b>	<b>-74.9%</b>	<b>24</b>	<b>79</b>	<b>-69.6%</b>
<b>Collier County</b>	<b>\$580,000</b>	<b>\$416,140</b>	<b>+39.4%</b>	<b>903</b>	<b>1263</b>	<b>-28.5%</b>	<b>1,265</b>	<b>4,990</b>	<b>-74.6%</b>	<b>26</b>	<b>81</b>	<b>-67.9%</b>
Ave Maria	\$423,000	\$282,295	+49.8%	22	16	+37.5%	20	88	-77.3%	41	58	-29.3%
Central Naples	\$405,000	\$282,500	+43.4%	130	153	-15.0%	151	623	-75.8%	15	64	-76.6%
East Naples	\$549,500	\$377,500	+45.6%	182	223	-18.4%	287	946	-69.7%	31	61	-49.2%
Everglades City	--	--	--	0	0	--	3	8	-62.5%	--	--	--
Immokalee	\$239,900	\$91,450	+162.3%	3	2	+50.0%	7	50	-86.0%	0	111	-100.0%
Immokalee / Ave Maria	\$415,000	\$274,500	+51.2%	25	18	+38.9%	27	138	-80.4%	36	64	-43.8%
Naples	\$550,000	\$400,000	+37.5%	793	1116	-28.9%	1,095	4,341	-74.8%	24	79	-69.6%
Naples Beach	\$1,099,500	\$850,000	+29.4%	158	235	-32.8%	306	1,028	-70.2%	37	102	-63.7%
North Naples	\$585,000	\$468,750	+24.8%	192	290	-33.8%	203	988	-79.5%	16	78	-79.5%
South Naples	\$400,000	\$285,500	+40.1%	131	215	-39.1%	148	751	-80.3%	17	85	-80.0%
34102	\$1,320,500	\$1,350,000	-2.2%	42	63	-33.3%	153	374	-59.1%	65	94	-30.9%
34103	\$1,650,000	\$819,500	+101.3%	46	78	-41.0%	68	294	-76.9%	29	102	-71.6%
34104	\$337,500	\$230,000	+46.7%	56	63	-11.1%	55	252	-78.2%	14	67	-79.1%
34105	\$505,000	\$407,500	+23.9%	47	62	-24.2%	46	277	-83.4%	13	58	-77.6%
34108	\$869,500	\$804,500	+8.1%	70	94	-25.5%	85	360	-76.4%	24	108	-77.8%
34109	\$525,000	\$425,000	+23.5%	57	77	-26.0%	45	241	-81.3%	11	88	-87.5%
34110	\$464,750	\$441,000	+5.4%	52	100	-48.0%	65	403	-83.9%	15	94	-84.0%
34112	\$312,000	\$245,000	+27.3%	69	115	-40.0%	85	379	-77.6%	16	89	-82.0%
34113	\$567,500	\$349,250	+62.5%	62	100	-38.0%	63	372	-83.1%	18	81	-77.8%
34114	\$589,950	\$375,805	+57.0%	70	93	-24.7%	80	429	-81.4%	41	73	-43.8%
34116	\$415,000	\$304,500	+36.3%	27	28	-3.6%	50	94	-46.8%	22	71	-69.0%
34117	\$476,250	\$403,000	+18.2%	30	26	+15.4%	58	122	-52.5%	29	49	-40.8%
34119	\$635,000	\$520,000	+22.1%	83	113	-26.5%	93	344	-73.0%	21	56	-62.5%
34120	\$559,950	\$380,000	+47.4%	82	104	-21.2%	149	395	-62.3%	23	52	-55.8%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$415,000	\$274,500	+51.2%	25	18	+38.9%	27	138	-80.4%	36	64	-43.8%

\* Overall Naples Market is defined as Collier County, excluding Marco Island.



# Local Market Update – January 2022

A Research Tool Provided by Naples Area Board of REALTORS®



## Naples Beach

34102, 34103, 34108

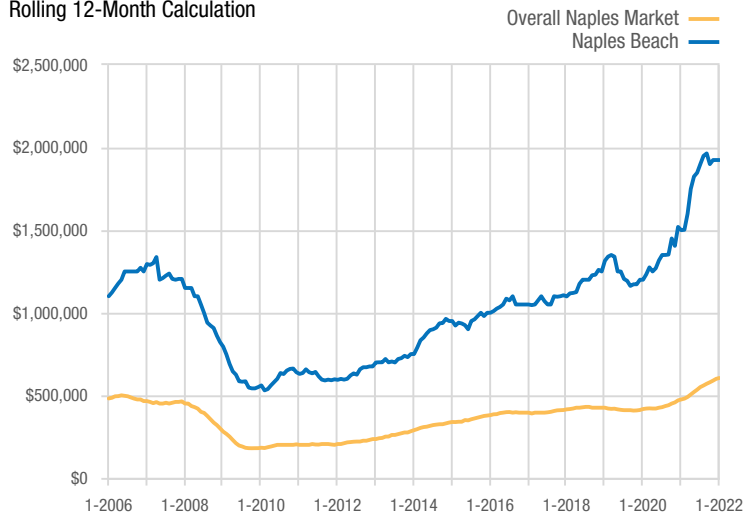
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	125	<b>88</b>	- 29.6%	125	<b>88</b>	- 29.6%
Total Sales	93	<b>48</b>	- 48.4%	93	<b>48</b>	- 48.4%
Days on Market Until Sale	110	<b>68</b>	- 38.2%	110	<b>68</b>	- 38.2%
Median Closed Price*	\$1,525,000	<b>\$987,500</b>	- 35.2%	\$1,525,000	<b>\$987,500</b>	- 35.2%
Average Closed Price*	\$3,116,970	<b>\$4,400,170</b>	+ 41.2%	\$3,116,970	<b>\$4,400,170</b>	+ 41.2%
Percent of List Price Received*	95.4%	<b>99.3%</b>	+ 4.1%	95.4%	<b>99.3%</b>	+ 4.1%
Inventory of Homes for Sale	336	<b>137</b>	- 59.2%	—	—	—
Months Supply of Inventory	4.1	<b>1.6</b>	- 61.0%	—	—	—

Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	193	<b>168</b>	- 13.0%	193	<b>168</b>	- 13.0%
Total Sales	142	<b>110</b>	- 22.5%	142	<b>110</b>	- 22.5%
Days on Market Until Sale	97	<b>23</b>	- 76.3%	97	<b>23</b>	- 76.3%
Median Closed Price*	\$757,500	<b>\$1,100,500</b>	+ 45.3%	\$757,500	<b>\$1,100,500</b>	+ 45.3%
Average Closed Price*	\$991,542	<b>\$1,514,949</b>	+ 52.8%	\$991,542	<b>\$1,514,949</b>	+ 52.8%
Percent of List Price Received*	95.9%	<b>100.5%</b>	+ 4.8%	95.9%	<b>100.5%</b>	+ 4.8%
Inventory of Homes for Sale	692	<b>169</b>	- 75.6%	—	—	—
Months Supply of Inventory	6.0	<b>1.1</b>	- 81.7%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

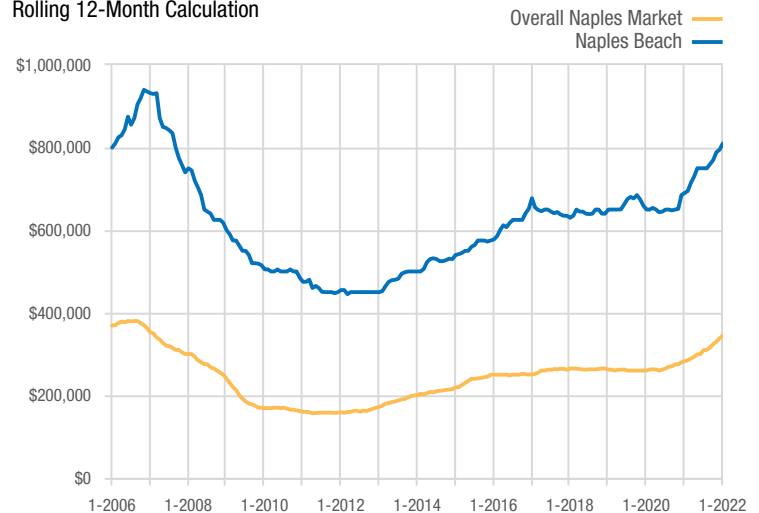
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – January 2022

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## North Naples

34109, 34110, 34119

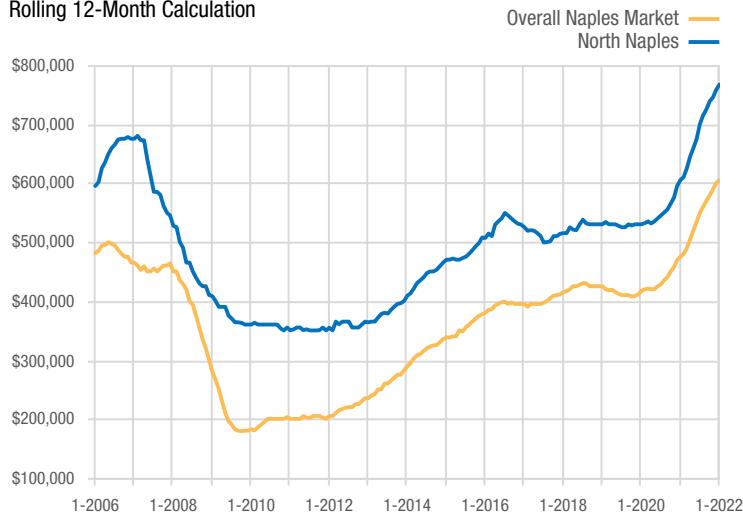
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	188	<b>134</b>	- 28.7%	188	<b>134</b>	- 28.7%
Total Sales	128	<b>90</b>	- 29.7%	128	<b>90</b>	- 29.7%
Days on Market Until Sale	60	<b>20</b>	- 66.7%	60	<b>20</b>	- 66.7%
Median Closed Price*	\$707,663	<b>\$821,000</b>	+ 16.0%	\$707,663	<b>\$821,000</b>	+ 16.0%
Average Closed Price*	\$1,040,856	<b>\$1,126,847</b>	+ 8.3%	\$1,040,856	<b>\$1,126,847</b>	+ 8.3%
Percent of List Price Received*	96.8%	<b>99.9%</b>	+ 3.2%	96.8%	<b>99.9%</b>	+ 3.2%
Inventory of Homes for Sale	430	<b>121</b>	- 71.9%	—	—	—
Months Supply of Inventory	3.1	<b>0.8</b>	- 74.2%	—	—	—

Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	225	<b>170</b>	- 24.4%	225	<b>170</b>	- 24.4%
Total Sales	162	<b>102</b>	- 37.0%	162	<b>102</b>	- 37.0%
Days on Market Until Sale	91	<b>13</b>	- 85.7%	91	<b>13</b>	- 85.7%
Median Closed Price*	\$277,500	<b>\$425,000</b>	+ 53.2%	\$277,500	<b>\$425,000</b>	+ 53.2%
Average Closed Price*	\$388,126	<b>\$478,956</b>	+ 23.4%	\$388,126	<b>\$478,956</b>	+ 23.4%
Percent of List Price Received*	96.4%	<b>102.1%</b>	+ 5.9%	96.4%	<b>102.1%</b>	+ 5.9%
Inventory of Homes for Sale	558	<b>82</b>	- 85.3%	—	—	—
Months Supply of Inventory	3.7	<b>0.5</b>	- 86.5%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

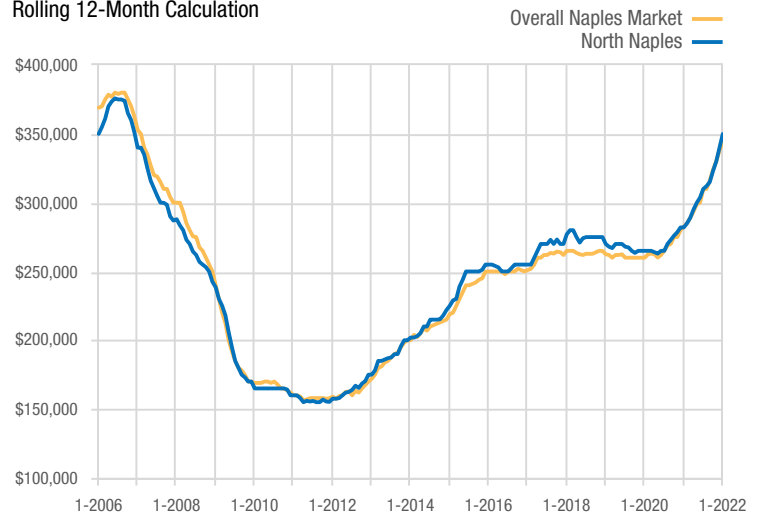
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – January 2022

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## Central Naples

34104, 34105, 34116

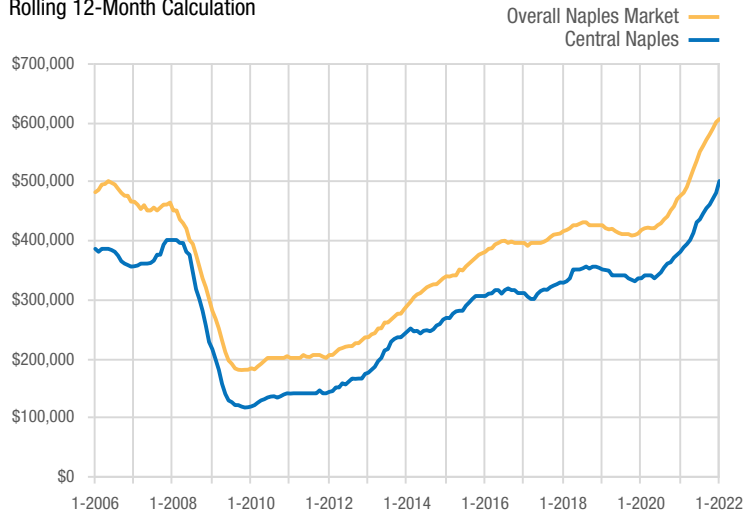
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	93	88	- 5.4%	93	88	- 5.4%
Total Sales	65	65	0.0%	65	65	0.0%
Days on Market Until Sale	62	18	- 71.0%	62	18	- 71.0%
Median Closed Price*	\$425,000	<b>\$530,000</b>	+ 24.7%	\$425,000	<b>\$530,000</b>	+ 24.7%
Average Closed Price*	\$874,890	<b>\$825,722</b>	- 5.6%	\$874,890	<b>\$825,722</b>	- 5.6%
Percent of List Price Received*	97.2%	<b>99.2%</b>	+ 2.1%	97.2%	<b>99.2%</b>	+ 2.1%
Inventory of Homes for Sale	238	87	- 63.4%	—	—	—
Months Supply of Inventory	3.5	1.0	- 71.4%	—	—	—

Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	145	105	- 27.6%	145	105	- 27.6%
Total Sales	88	65	- 26.1%	88	65	- 26.1%
Days on Market Until Sale	66	13	- 80.3%	66	13	- 80.3%
Median Closed Price*	\$219,750	<b>\$295,000</b>	+ 34.2%	\$219,750	<b>\$295,000</b>	+ 34.2%
Average Closed Price*	\$251,488	<b>\$344,242</b>	+ 36.9%	\$251,488	<b>\$344,242</b>	+ 36.9%
Percent of List Price Received*	96.3%	<b>100.2%</b>	+ 4.0%	96.3%	<b>100.2%</b>	+ 4.0%
Inventory of Homes for Sale	385	64	- 83.4%	—	—	—
Months Supply of Inventory	5.4	0.6	- 88.9%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

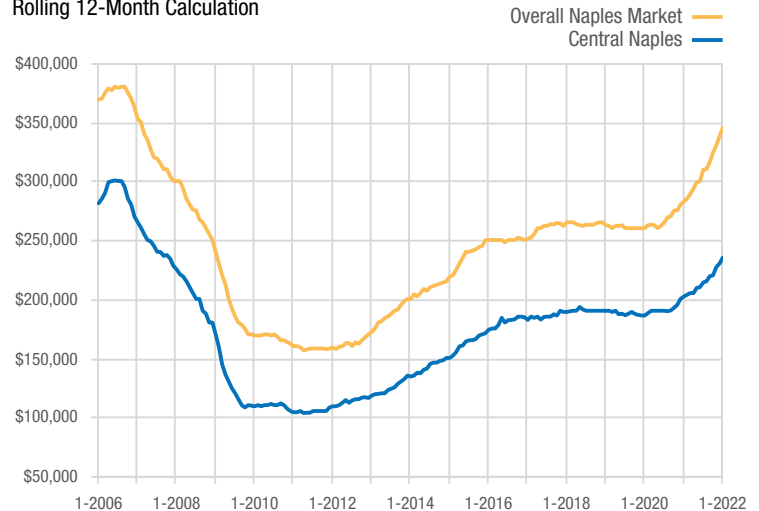
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – January 2022

A Research Tool Provided by Naples Area Board of REALTORS®



## South Naples

34112, 34113

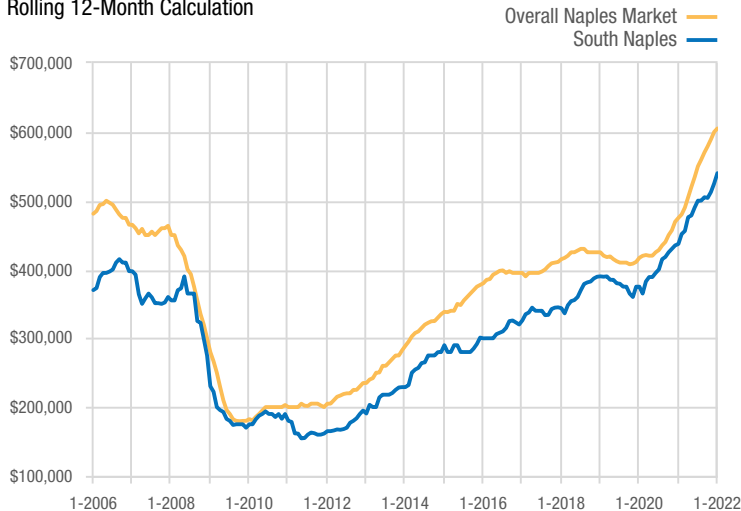
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	106	65	- 38.7%	106	65	- 38.7%
Total Sales	74	40	- 45.9%	74	40	- 45.9%
Days on Market Until Sale	81	32	- 60.5%	81	32	- 60.5%
Median Closed Price*	\$437,950	<b>\$719,500</b>	+ 64.3%	\$437,950	<b>\$719,500</b>	+ 64.3%
Average Closed Price*	\$589,844	<b>\$886,097</b>	+ 50.2%	\$589,844	<b>\$886,097</b>	+ 50.2%
Percent of List Price Received*	96.6%	<b>99.9%</b>	+ 3.4%	96.6%	<b>99.9%</b>	+ 3.4%
Inventory of Homes for Sale	249	63	- 74.7%	—	—	—
Months Supply of Inventory	3.9	0.9	- 76.9%	—	—	—

Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	191	117	- 38.7%	191	117	- 38.7%
Total Sales	141	91	- 35.5%	141	91	- 35.5%
Days on Market Until Sale	87	11	- 87.4%	87	11	- 87.4%
Median Closed Price*	\$240,000	<b>\$350,000</b>	+ 45.8%	\$240,000	<b>\$350,000</b>	+ 45.8%
Average Closed Price*	\$254,251	<b>\$382,499</b>	+ 50.4%	\$254,251	<b>\$382,499</b>	+ 50.4%
Percent of List Price Received*	96.2%	<b>101.4%</b>	+ 5.4%	96.2%	<b>101.4%</b>	+ 5.4%
Inventory of Homes for Sale	502	85	- 83.1%	—	—	—
Months Supply of Inventory	4.4	0.6	- 86.4%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

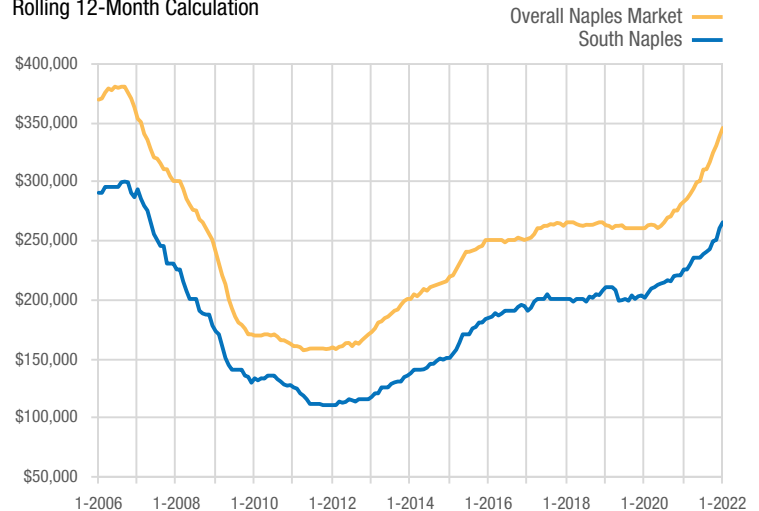
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – January 2022

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## East Naples

34114, 34117, 34120, 34137

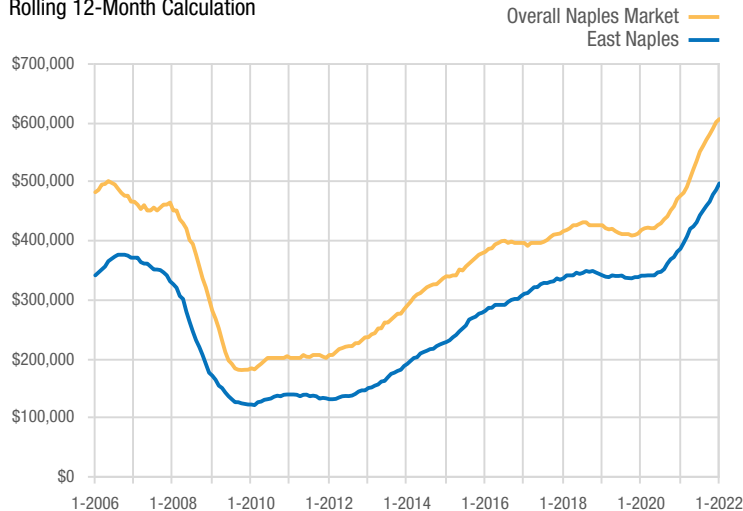
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	248	<b>231</b>	- 6.9%	248	<b>231</b>	- 6.9%
Total Sales	145	<b>131</b>	- 9.7%	145	<b>131</b>	- 9.7%
Days on Market Until Sale	60	<b>32</b>	- 46.7%	60	<b>32</b>	- 46.7%
Median Closed Price*	\$447,707	<b>\$624,000</b>	+ 39.4%	\$447,707	<b>\$624,000</b>	+ 39.4%
Average Closed Price*	\$509,552	<b>\$694,599</b>	+ 36.3%	\$509,552	<b>\$694,599</b>	+ 36.3%
Percent of List Price Received*	97.1%	<b>98.1%</b>	+ 1.0%	97.1%	<b>98.1%</b>	+ 1.0%
Inventory of Homes for Sale	675	<b>252</b>	- 62.7%	—	—	—
Months Supply of Inventory	3.8	<b>1.3</b>	- 65.8%	—	—	—

Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	102	<b>80</b>	- 21.6%	102	<b>80</b>	- 21.6%
Total Sales	78	<b>51</b>	- 34.6%	78	<b>51</b>	- 34.6%
Days on Market Until Sale	61	<b>26</b>	- 57.4%	61	<b>26</b>	- 57.4%
Median Closed Price*	\$292,632	<b>\$425,000</b>	+ 45.2%	\$292,632	<b>\$425,000</b>	+ 45.2%
Average Closed Price*	\$299,570	<b>\$475,890</b>	+ 58.9%	\$299,570	<b>\$475,890</b>	+ 58.9%
Percent of List Price Received*	96.9%	<b>99.8%</b>	+ 3.0%	96.9%	<b>99.8%</b>	+ 3.0%
Inventory of Homes for Sale	271	<b>35</b>	- 87.1%	—	—	—
Months Supply of Inventory	4.0	<b>0.4</b>	- 90.0%	—	—	—

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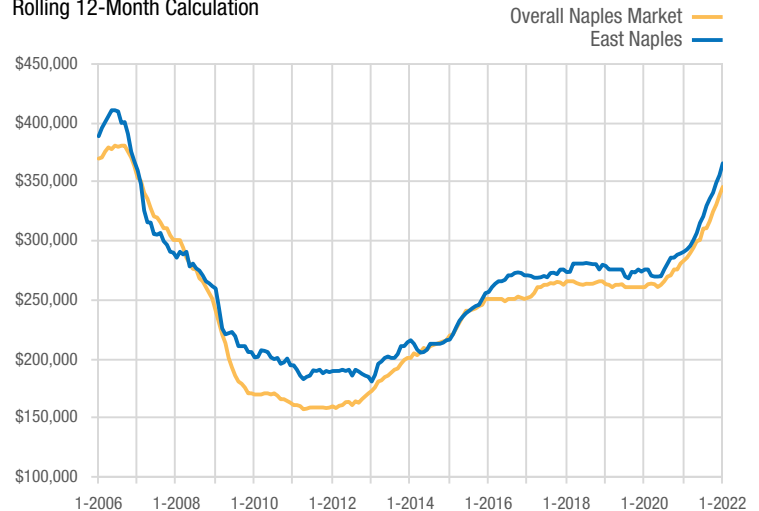
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – January 2022

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## Immokalee / Ave Maria

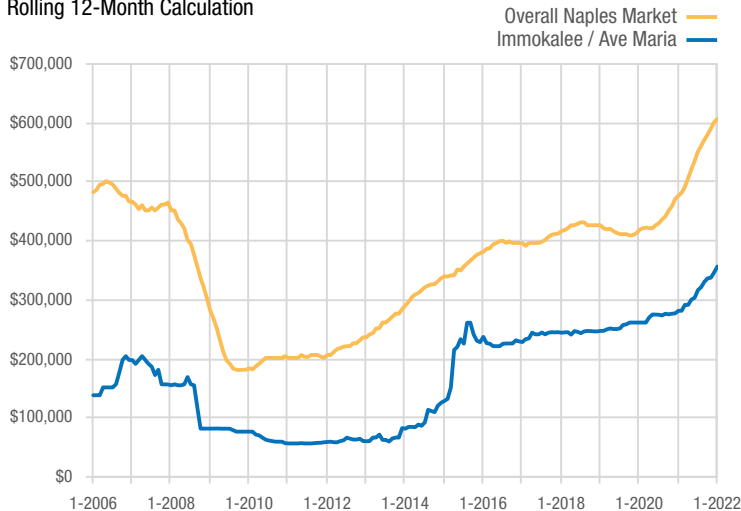
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	29	21	- 27.6%	29	21	- 27.6%
Total Sales	15	23	+ 53.3%	15	23	+ 53.3%
Days on Market Until Sale	60	24	- 60.0%	60	24	- 60.0%
Median Closed Price*	\$284,589	<b>\$420,000</b>	+ 47.6%	\$284,589	<b>\$420,000</b>	+ 47.6%
Average Closed Price*	\$291,893	<b>\$461,680</b>	+ 58.2%	\$291,893	<b>\$461,680</b>	+ 58.2%
Percent of List Price Received*	97.9%	<b>99.5%</b>	+ 1.6%	97.9%	<b>99.5%</b>	+ 1.6%
Inventory of Homes for Sale	119	24	- 79.8%	—	—	—
Months Supply of Inventory	7.6	1.0	- 86.8%	—	—	—

Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	4	5	+ 25.0%	4	5	+ 25.0%
Total Sales	3	2	- 33.3%	3	2	- 33.3%
Days on Market Until Sale	86	171	+ 98.8%	86	171	+ 98.8%
Median Closed Price*	\$93,000	<b>\$315,499</b>	+ 239.2%	\$93,000	<b>\$315,499</b>	+ 239.2%
Average Closed Price*	\$148,967	<b>\$315,499</b>	+ 111.8%	\$148,967	<b>\$315,499</b>	+ 111.8%
Percent of List Price Received*	96.6%	<b>104.9%</b>	+ 8.6%	96.6%	<b>104.9%</b>	+ 8.6%
Inventory of Homes for Sale	19	3	- 84.2%	—	—	—
Months Supply of Inventory	6.8	0.8	- 88.2%	—	—	—

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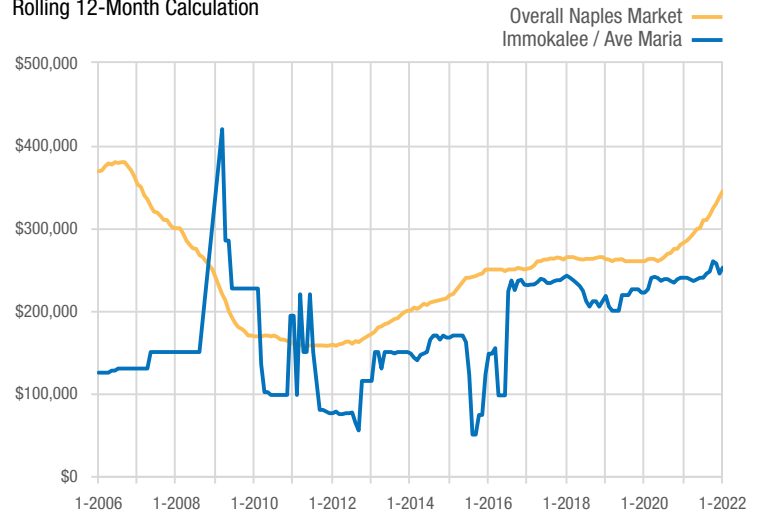
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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