

Naples Area Market Report



March 2024

Positive shifts and trends in the Naples area housing market during March continued to attract buyers and sellers. The March 2024 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), reported a 67.6 percent increase in inventory to 5,283 properties from 3,153 properties in March 2023. While home prices continue to appreciate steadily, up 6 percent in March to \$649,000 from \$612,000 in March 2023, there were also 2,667 price decreases during March, the highest number of decreased reported in over five years. According to broker analysts, these decreases are not placing downward pressure on prices; they are an indication that sellers are taking steps to stay competitive.

Closed sales in March decreased 14.2 percent to 893 from 1,041 closed sales in March 2023. Despite rising home prices and an increase in insurance rates, cash offers on homes have surged. The report shows 63 percent of transactions reported in March were cash sales. Naples has a very high cash market.

The enduring appeal of Naples to the affluent home buyer, coupled with lower luxury home prices in the Naples area compared to other luxury markets and the steady growth in Naples area property values is driving sales now more than ever. There were 32 homes sold in the \$5 million and above price range and 126 homes sold in the \$1.5 to \$5 million price range in March 2024.

Closed sales of single-family homes in East Naples (east of Collier Boulevard or 34114, 34117, 34120, 34137) continues to outpace single-family home closed sales reported in all other areas in Naples.

Quick Facts

- 14.2%	+ 6.0%	+ 67.6%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
- 3.4%	+ 5.5%	- 8.8%
Price Range With the Strongest Sales: \$500,001 to \$1,500,000	Bedroom Count With Strongest Sales: 1 Bedroom or Fewer	Property Type With Strongest Sales: Single Family

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This report covers Collier County, excluding San Marco Island. Percent changes are calculated using rounded figures.

Current as of April 10, 2024. All data from Southwest Florida MLS. Report © 2024 ShowingTime Plus, LLC.

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	3-2023	3-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		1,406	1,501	+ 6.8%	4,121	5,013	+ 21.6%
Total Sales		1,041	893	- 14.2%	2,306	2,023	- 12.3%
Days on Market Until Sale		49	68	+ 38.8%	52	67	+ 28.8%
Median Closed Price		\$612,000	\$649,000	+ 6.0%	\$600,000	\$632,500	+ 5.4%
Average Closed Price		\$1,008,704	\$1,197,666	+ 18.7%	\$1,084,337	\$1,146,221	+ 5.7%
Percent of List Price Received		96.7%	95.7%	- 1.0%	96.3%	95.8%	- 0.5%
Pending Listings		1,377	1,300	- 5.6%	3,700	3,477	- 6.0%
Inventory of Homes for Sale		3,153	5,283	+ 67.6%	—	—	—
Months Supply of Inventory		3.9	7.4	+ 89.7%	—	—	—

Overall 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	3-2023	3-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		667	741	+ 11.1%	2,044	2,415	+ 18.2%
Total Sales		514	454	- 11.7%	1,171	1,017	- 13.2%
Days on Market Until Sale		55	71	+ 29.1%	58	68	+ 17.2%
Median Closed Price		\$728,500	\$768,750	+ 5.5%	\$725,000	\$780,000	+ 7.6%
Average Closed Price		\$1,219,624	\$1,493,657	+ 22.5%	\$1,346,195	\$1,456,004	+ 8.2%
Percent of List Price Received		96.5%	95.7%	- 0.8%	95.9%	95.7%	- 0.2%
Pending Listings		645	637	- 1.2%	1,803	1,710	- 5.2%
Inventory of Homes for Sale		1,813	2,591	+ 42.9%	—	—	—
Months Supply of Inventory		4.6	7.2	+ 56.5%	—	—	—

Overall Condo Market Overview

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



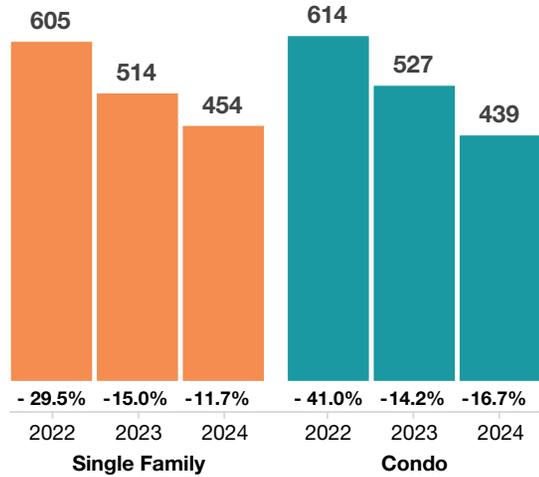
Key Metrics	Historical Sparkbars	3-2023	3-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		739	760	+ 2.8%	2,077	2,598	+ 25.1%
Total Sales		527	439	- 16.7%	1,135	1,006	- 11.4%
Days on Market Until Sale		43	65	+ 51.2%	45	65	+ 44.4%
Median Closed Price		\$490,000	\$525,000	+ 7.1%	\$490,000	\$506,000	+ 3.3%
Average Closed Price		\$802,988	\$891,562	+ 11.0%	\$814,172	\$833,052	+ 2.3%
Percent of List Price Received		96.8%	95.7%	- 1.1%	96.7%	95.8%	- 0.9%
Pending Listings		732	663	- 9.4%	1,897	1,767	- 6.9%
Inventory of Homes for Sale		1,340	2,692	+ 100.9%	—	—	—
Months Supply of Inventory		3.3	7.6	+ 130.3%	—	—	—

Overall Closed Sales

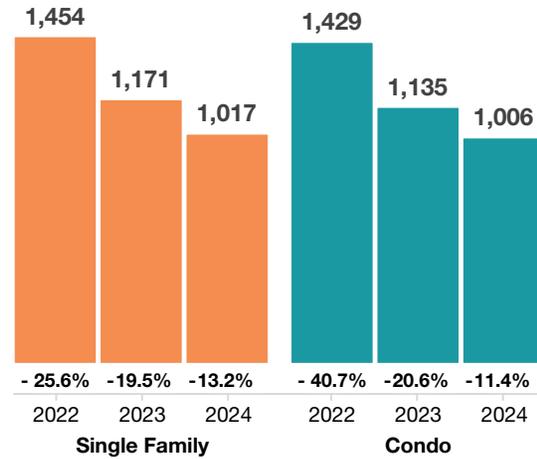
A count of the actual sales that closed in a given month.



March

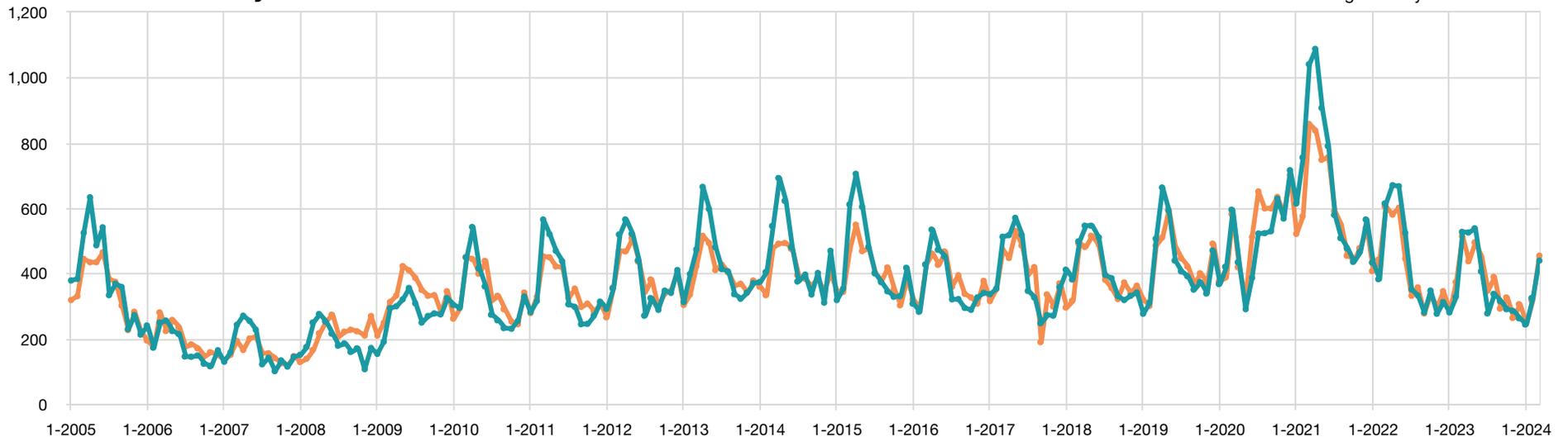


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2023	437	- 24.7%	525	- 21.6%
May-2023	495	- 17.6%	538	- 19.3%
Jun-2023	451	+ 1.3%	406	- 22.5%
Jul-2023	346	+ 4.5%	277	- 21.1%
Aug-2023	389	+ 9.0%	337	+ 1.5%
Sep-2023	292	+ 5.4%	315	+ 12.5%
Oct-2023	326	- 2.7%	290	- 16.4%
Nov-2023	263	- 11.1%	285	+ 3.3%
Dec-2023	305	- 11.6%	262	- 16.0%
Jan-2024	246	- 13.4%	243	- 13.2%
Feb-2024	317	- 15.0%	324	- 1.2%
Mar-2024	454	- 11.7%	439	- 16.7%
12-Month Avg	360	- 8.9%	353	- 13.5%

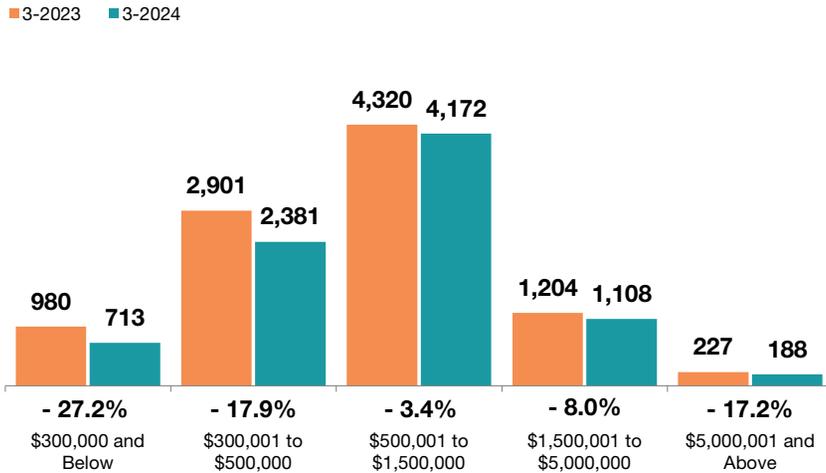
Overall Total Sales by Month



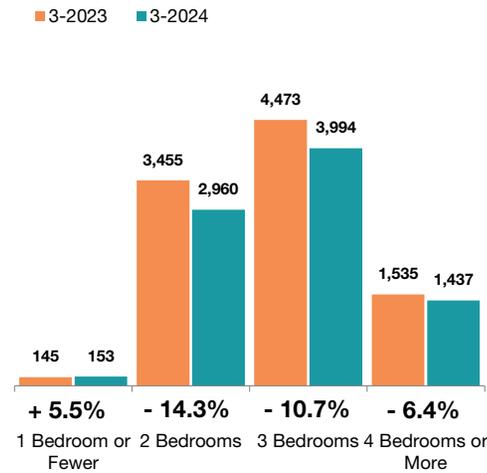
Overall Closed Sales by Price Range

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

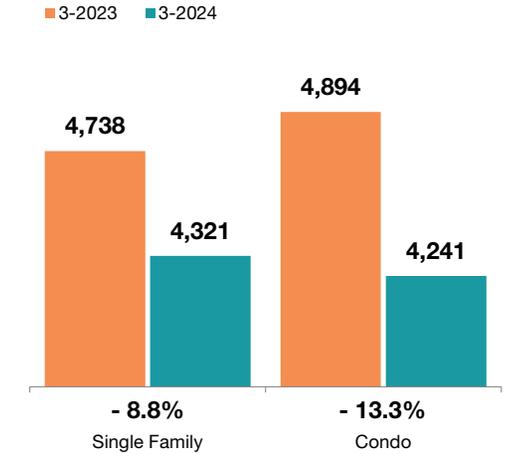
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2023	3-2024	Change
\$300,000 and Below	980	713	- 27.2%
\$300,001 to \$500,000	2,901	2,381	- 17.9%
\$500,001 to \$1,500,000	4,320	4,172	- 3.4%
\$1,500,001 to \$5,000,000	1,204	1,108	- 8.0%
\$5,000,001 and Above	227	188	- 17.2%
All Price Ranges	9,632	8,562	- 11.1%

Single Family

By Bedroom Count	3-2023	3-2024	Change
1 Bedroom or Fewer	145	153	+ 5.5%
2 Bedrooms	3,455	2,960	- 14.3%
3 Bedrooms	4,473	3,994	- 10.7%
4 Bedrooms or More	1,535	1,437	- 6.4%
All Bedroom Counts	9,632	8,562	- 11.1%

Condo

By Price Range	3-2023	3-2024	Change
\$300,000 and Below	243	199	- 18.1%
\$300,001 to \$500,000	879	693	- 21.2%
\$500,001 to \$1,500,000	2,649	2,563	- 3.2%
\$1,500,001 to \$5,000,000	779	711	- 8.7%
\$5,000,001 and Above	188	155	- 17.6%
All Price Ranges	4,738	4,321	- 8.8%

By Bedroom Count

By Price Range	3-2023	3-2024	Change
\$300,000 and Below	737	514	- 30.3%
\$300,001 to \$500,000	2,022	1,688	- 16.5%
\$500,001 to \$1,500,000	1,671	1,609	- 3.7%
\$1,500,001 to \$5,000,000	425	397	- 6.6%
\$5,000,001 and Above	39	33	- 15.4%
All Price Ranges	4,894	4,241	- 13.3%

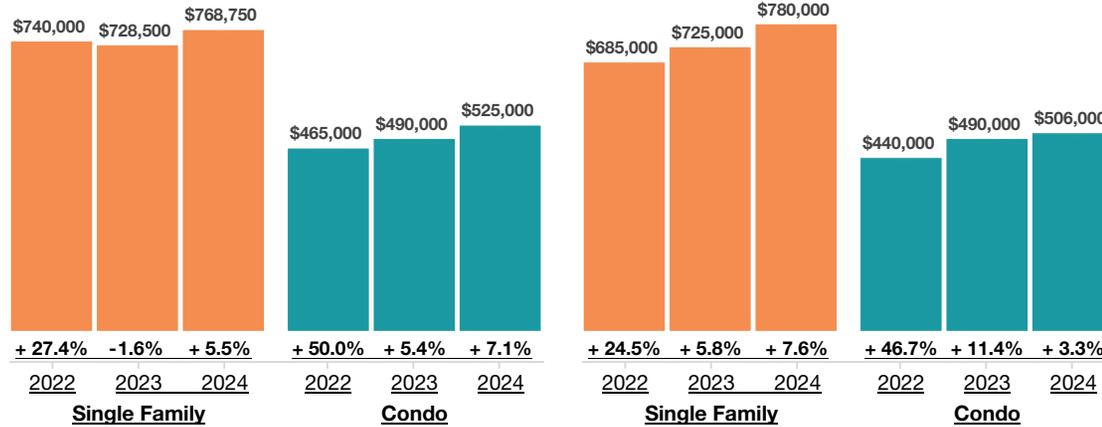
By Bedroom Count	3-2023	3-2024	Change
1 Bedroom or Fewer	20	34	+ 70.0%
2 Bedrooms	553	524	- 5.2%
3 Bedrooms	2,718	2,408	- 11.4%
4 Bedrooms or More	1,444	1,349	- 6.6%
All Bedroom Counts	4,738	4,321	- 8.8%

Overall Median Closed Price

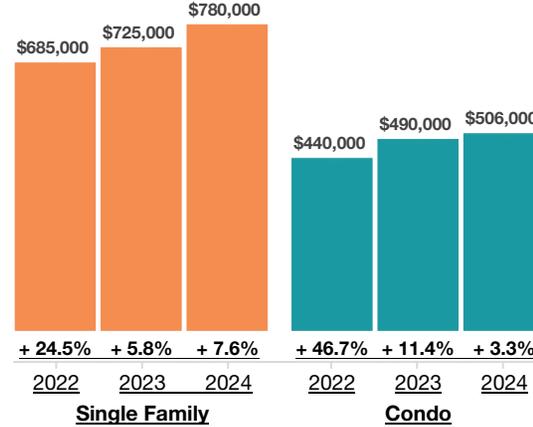
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



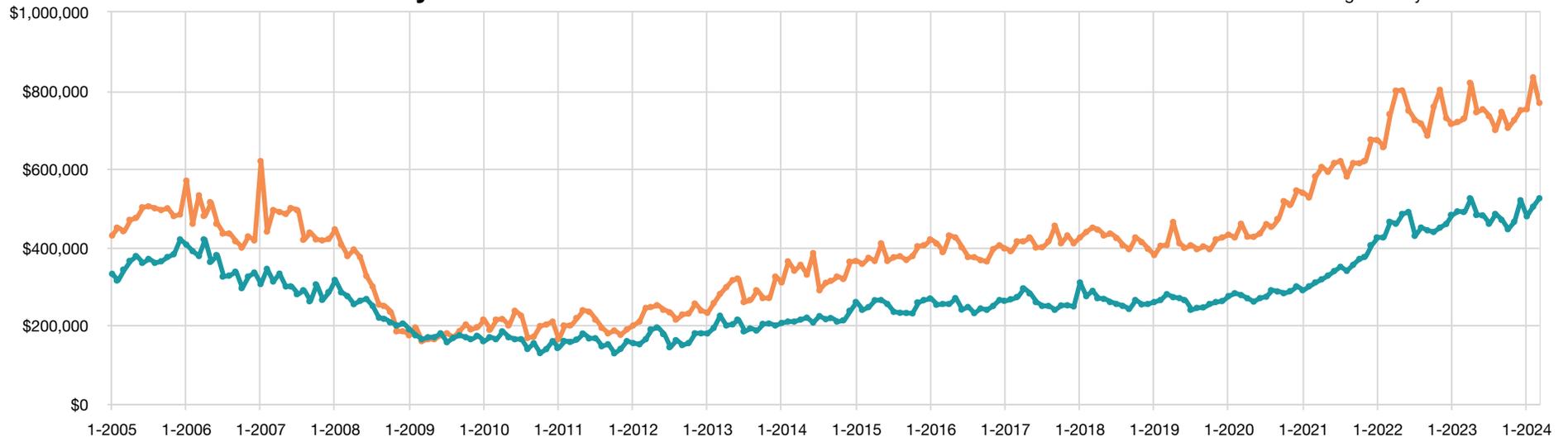
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2023	\$820,000	+ 2.5%	\$525,000	+ 14.1%
May-2023	\$745,000	- 6.9%	\$482,500	- 0.5%
Jun-2023	\$752,500	+ 0.5%	\$481,250	- 1.8%
Jul-2023	\$735,000	+ 1.4%	\$460,000	+ 7.2%
Aug-2023	\$699,450	- 2.3%	\$485,000	+ 7.7%
Sep-2023	\$745,693	+ 8.9%	\$470,000	+ 6.0%
Oct-2023	\$705,000	- 7.1%	\$446,000	+ 1.6%
Nov-2023	\$725,000	- 9.6%	\$465,000	+ 3.3%
Dec-2023	\$750,000	+ 2.7%	\$520,000	+ 13.2%
Jan-2024	\$752,500	+ 5.2%	\$479,000	- 0.7%
Feb-2024	\$834,000	+ 15.8%	\$503,500	+ 2.4%
Mar-2024	\$768,750	+ 5.5%	\$525,000	+ 7.1%
12-Month Avg*	\$750,000	0.0%	\$490,000	+ 5.4%

* Median Closed Price for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

Overall Median Closed Price by Month

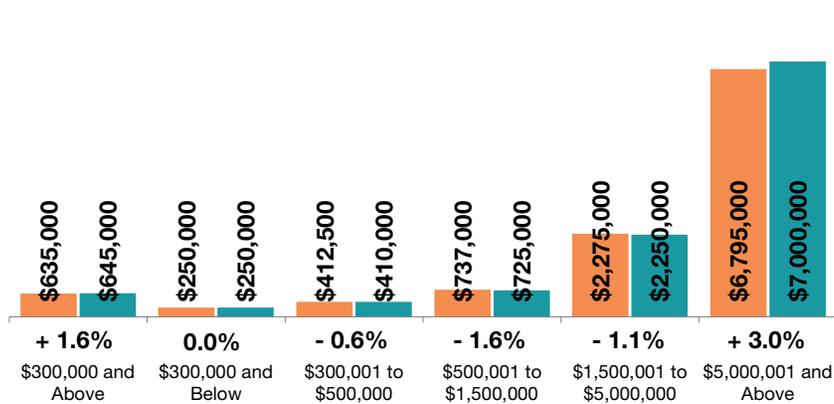


Overall Median Closed Price by Price Range

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

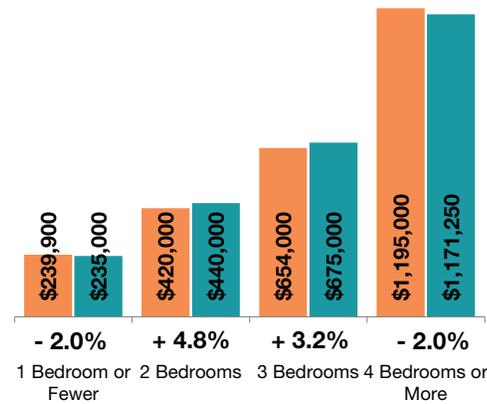
By Price Range

3-2023 3-2024



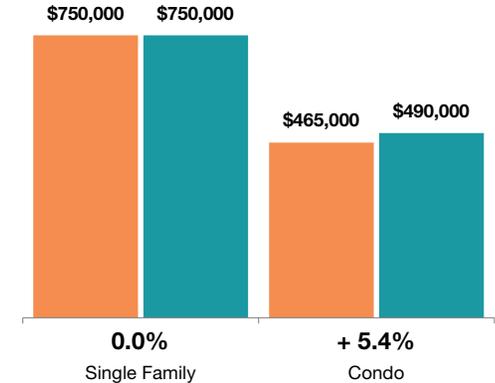
By Bedroom Count

3-2023 3-2024



By Property Type

3-2023 3-2024



All Properties

By Price Range

	3-2023	3-2024	Change
\$300,000 and Above	\$635,000	\$645,000	+ 1.6%
\$300,000 and Below	\$250,000	\$250,000	0.0%
\$300,001 to \$500,000	\$412,500	\$410,000	- 0.6%
\$500,001 to \$1,500,000	\$737,000	\$725,000	- 1.6%
\$1,500,001 to \$5,000,000	\$2,275,000	\$2,250,000	- 1.1%
\$5,000,001 and Above	\$6,795,000	\$7,000,000	+ 3.0%
All Price Ranges	\$589,000	\$607,000	+ 3.1%

Single Family

	3-2023	3-2024	Change
\$775,000	\$775,000	\$775,000	0.0%
\$200,000	\$195,000	\$195,000	- 2.5%
\$435,000	\$435,000	\$435,000	0.0%
\$760,000	\$750,000	\$750,000	- 1.3%
\$2,285,000	\$2,225,000	\$2,225,000	- 2.6%
\$6,900,000	\$6,900,000	\$6,900,000	0.0%
\$750,000	\$750,000	\$750,000	0.0%

Condo

	3-2023	3-2024	Change
\$510,000	\$527,000	\$527,000	+ 3.3%
\$260,000	\$267,500	\$267,500	+ 2.9%
\$400,000	\$400,000	\$400,000	0.0%
\$680,000	\$680,000	\$680,000	0.0%
\$2,236,000	\$2,295,000	\$2,295,000	+ 2.6%
\$6,050,000	\$7,300,000	\$7,300,000	+ 20.7%
\$465,000	\$490,000	\$490,000	+ 5.4%

By Bedroom Count

	3-2023	3-2024	Change
1 Bedroom or Fewer	\$239,900	\$235,000	- 2.0%
2 Bedrooms	\$420,000	\$440,000	+ 4.8%
3 Bedrooms	\$654,000	\$675,000	+ 3.2%
4 Bedrooms or More	\$1,195,000	\$1,171,250	- 2.0%
All Bedroom Counts	\$589,000	\$607,000	+ 3.1%

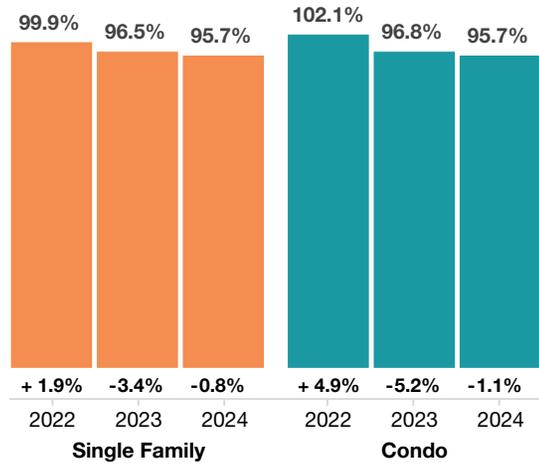
	3-2023	3-2024	Change
\$132,500	\$155,500	\$155,500	+ 17.4%
\$470,000	\$499,000	\$499,000	+ 6.2%
\$695,000	\$704,950	\$704,950	+ 1.4%
\$1,178,361	\$1,150,000	\$1,150,000	- 2.4%
\$750,000	\$750,000	\$750,000	0.0%

Overall Percent of Current List Price Received

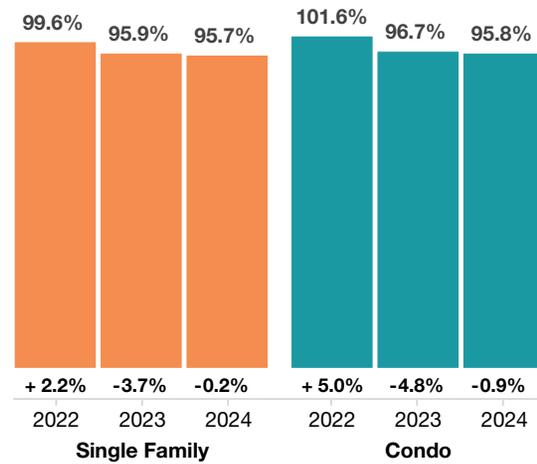


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting concessions.

March



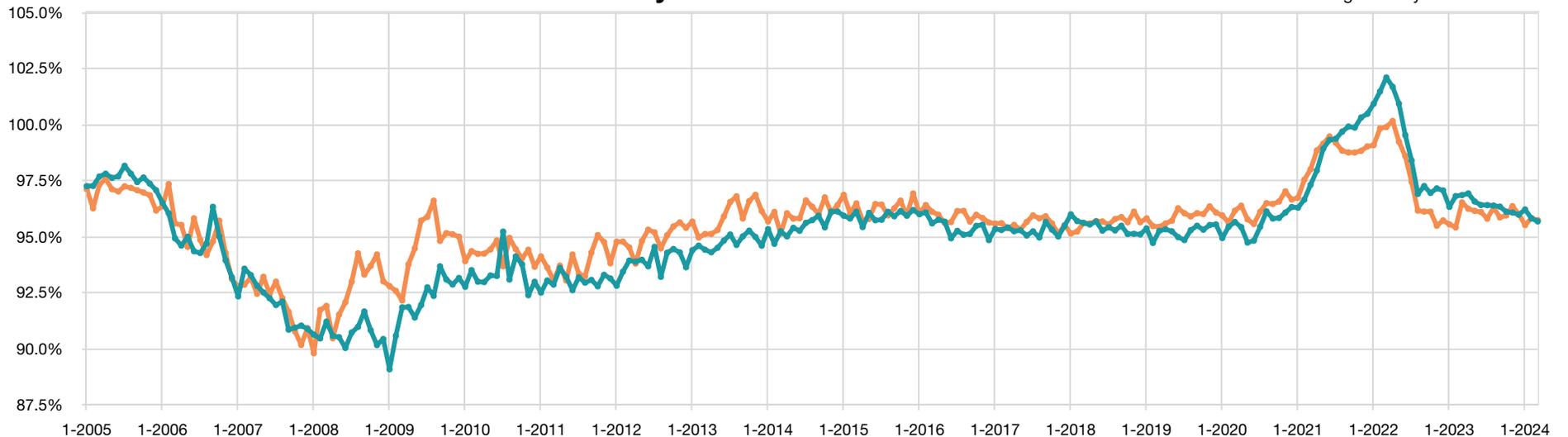
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2023	96.2%	-3.9%	96.9%	-4.7%
May-2023	96.1%	-3.1%	96.5%	-4.4%
Jun-2023	96.1%	-2.5%	96.4%	-3.1%
Jul-2023	95.8%	-1.6%	96.4%	-2.0%
Aug-2023	96.3%	+0.2%	96.4%	-0.5%
Sep-2023	95.8%	-0.3%	96.3%	-0.9%
Oct-2023	95.9%	-0.2%	96.1%	-0.8%
Nov-2023	96.3%	+0.8%	96.0%	-1.1%
Dec-2023	96.0%	+0.3%	96.0%	-1.0%
Jan-2024	95.5%	0.0%	96.2%	-0.1%
Feb-2024	95.8%	+0.4%	95.8%	-1.0%
Mar-2024	95.7%	-0.8%	95.7%	-1.1%
12-Month Avg*	96.0%	-1.3%	96.3%	-2.3%

* Pct. of List Price Received for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

Overall Percent of Current List Price Received by Month

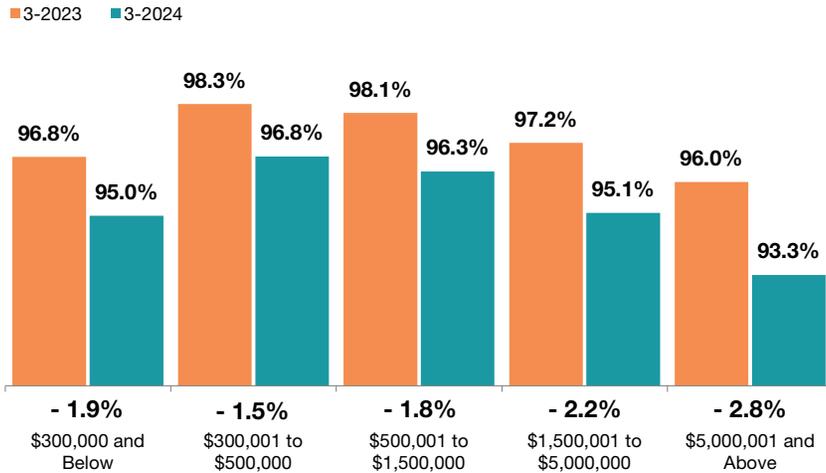


Overall Percent of Current List Price Received by Price Range

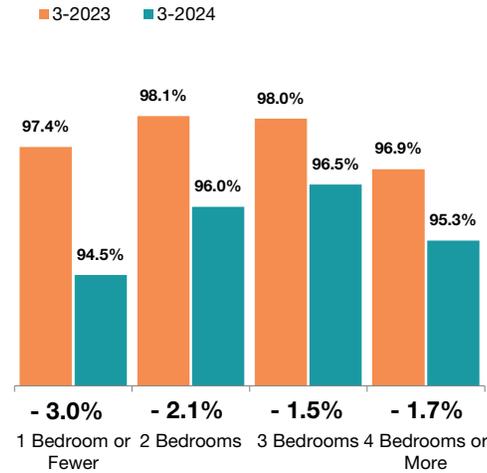


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a 3-month average.

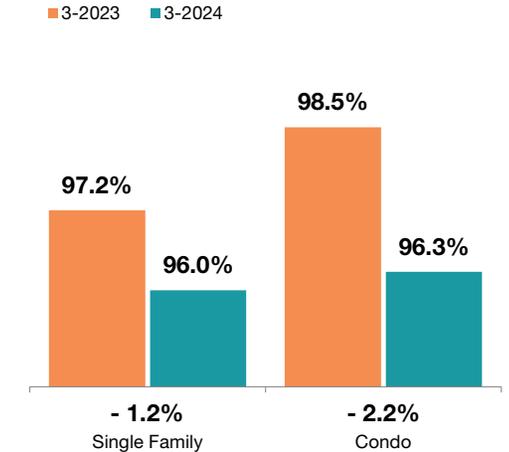
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2023	3-2024	Change
\$300,000 and Below	96.8%	95.0%	-1.9%
\$300,001 to \$500,000	98.3%	96.8%	-1.5%
\$500,001 to \$1,500,000	98.1%	96.3%	-1.8%
\$1,500,001 to \$5,000,000	97.2%	95.1%	-2.2%
\$5,000,001 and Above	96.0%	93.3%	-2.8%
All Price Ranges	97.8%	96.1%	-1.7%

Single Family

	3-2023	3-2024	Change
1 Bedroom or Fewer	95.1%	94.1%	-1.1%
2 Bedrooms	97.5%	97.3%	-0.2%
3 Bedrooms	97.6%	96.3%	-1.3%
4 Bedrooms or More	96.5%	94.7%	-1.9%
4 Bedrooms or More	95.8%	93.0%	-2.9%
All Single Family	97.2%	96.0%	-1.2%

Condo

	3-2023	3-2024	Change
1 Bedroom or Fewer	97.3%	95.4%	-2.0%
2 Bedrooms	98.7%	96.5%	-2.2%
3 Bedrooms	98.8%	96.4%	-2.4%
4 Bedrooms or More	98.4%	95.9%	-2.5%
4 Bedrooms or More	97.0%	94.7%	-2.4%
All Condo	98.5%	96.3%	-2.2%

By Bedroom Count

	3-2023	3-2024	Change
1 Bedroom or Fewer	97.4%	94.5%	-3.0%
2 Bedrooms	98.1%	96.0%	-2.1%
3 Bedrooms	98.0%	96.5%	-1.5%
4 Bedrooms or More	96.9%	95.3%	-1.7%
All Bedroom Counts	97.8%	96.1%	-1.7%

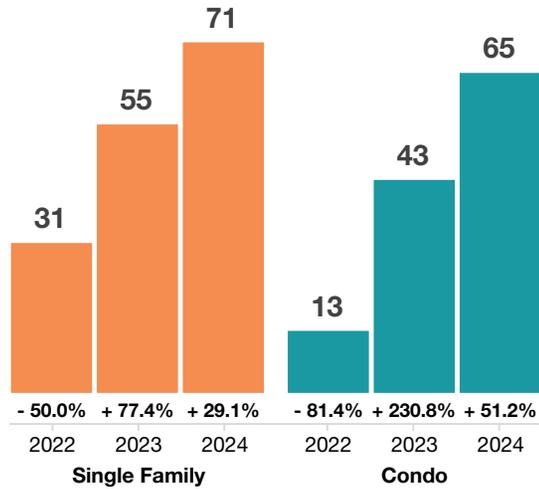
	3-2023	3-2024	Change
1 Bedroom or Fewer	95.1%	93.1%	-2.1%
2 Bedrooms	96.4%	95.3%	-1.1%
3 Bedrooms	97.6%	96.6%	-1.0%
4 Bedrooms or More	96.7%	95.3%	-1.4%
All Single Family	97.2%	96.0%	-1.2%

Overall Days on Market Until Sale

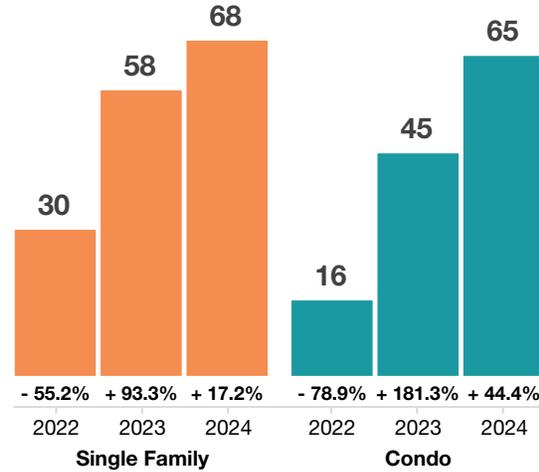
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



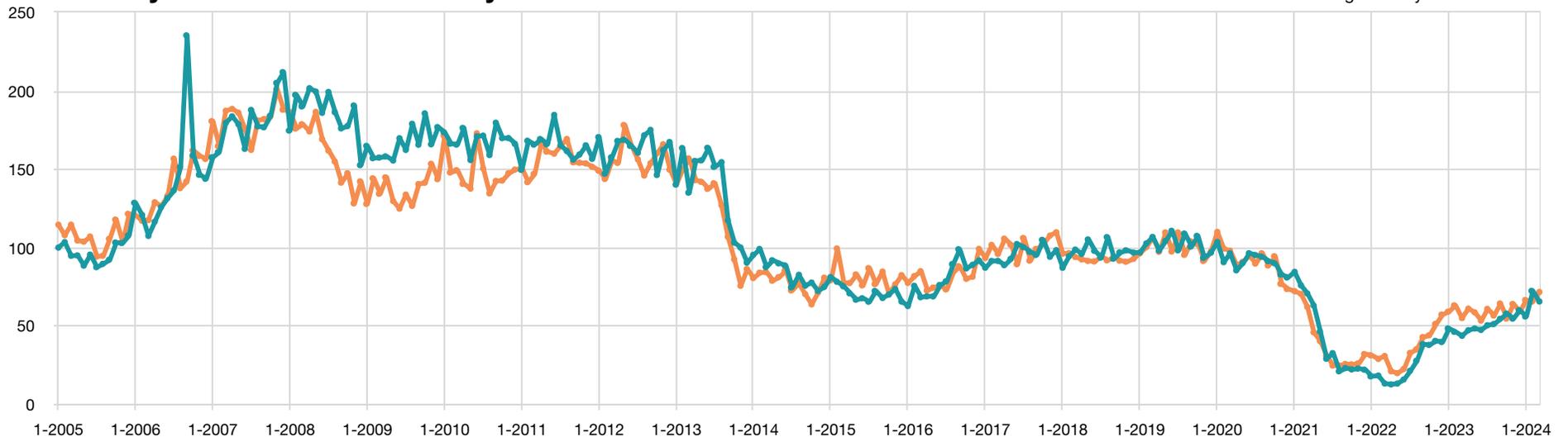
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2023	61	+ 190.5%	47	+ 291.7%
May-2023	58	+ 190.0%	48	+ 269.2%
Jun-2023	53	+ 140.9%	47	+ 213.3%
Jul-2023	61	+ 90.6%	50	+ 138.1%
Aug-2023	56	+ 60.0%	51	+ 88.9%
Sep-2023	64	+ 48.8%	54	+ 42.1%
Oct-2023	54	+ 22.7%	58	+ 52.6%
Nov-2023	64	+ 25.5%	54	+ 35.0%
Dec-2023	59	+ 3.5%	60	+ 53.8%
Jan-2024	66	+ 11.9%	56	+ 16.7%
Feb-2024	65	+ 3.2%	72	+ 56.5%
Mar-2024	71	+ 29.1%	65	+ 51.2%
12-Month Avg*	61	+ 54.7%	55	+ 90.5%

* Days on Market for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month

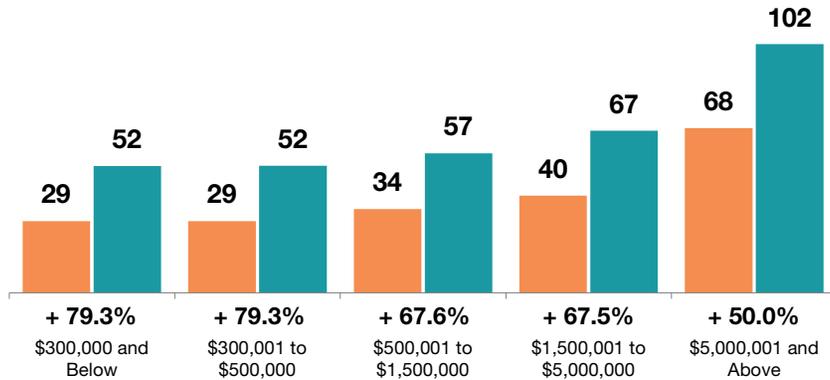


Overall Days on Market Until Sale by Price Range

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

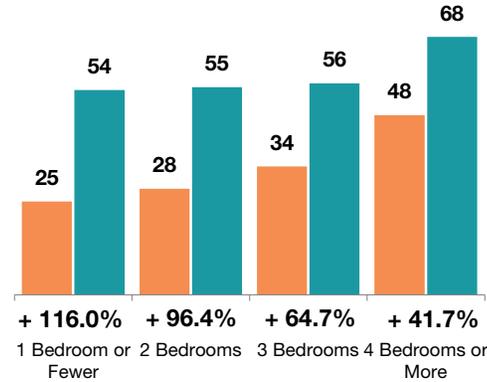
By Price Range

3-2023 3-2024



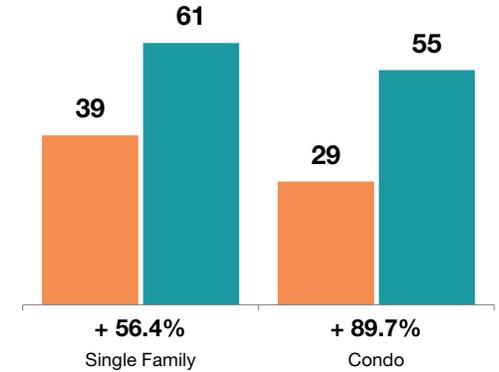
By Bedroom Count

3-2023 3-2024



By Property Type

3-2023 3-2024



All Properties

By Price Range	3-2023	3-2024	Change
\$300,000 and Below	29	52	+ 79.3%
\$300,001 to \$500,000	29	52	+ 79.3%
\$500,001 to \$1,500,000	34	57	+ 67.6%
\$1,500,001 to \$5,000,000	40	67	+ 67.5%
\$5,000,001 and Above	68	102	+ 50.0%
All Price Ranges	34	58	+ 70.6%

Single Family

3-2023	3-2024	Change
29	60	+ 106.9%
37	51	+ 37.8%
38	59	+ 55.3%
42	68	+ 61.9%
69	98	+ 42.0%
39	61	+ 56.4%

Condo

3-2023	3-2024	Change
30	49	+ 63.3%
26	53	+ 103.8%
28	54	+ 92.9%
37	64	+ 73.0%
59	122	+ 106.8%
29	55	+ 89.7%

By Bedroom Count

3-2023	3-2024	Change
25	54	+ 116.0%
28	55	+ 96.4%
34	56	+ 64.7%
48	68	+ 41.7%
34	58	+ 70.6%

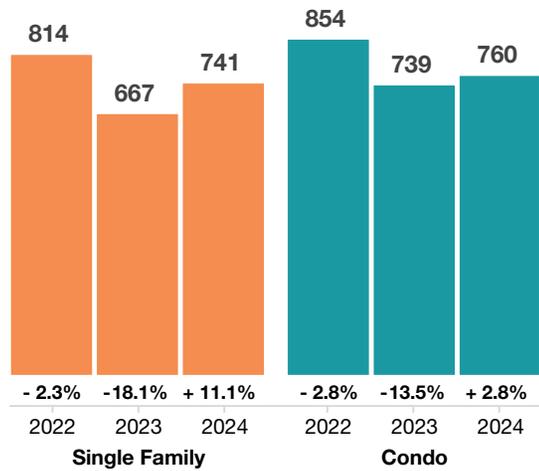
3-2023	3-2024	Change
28	52	+ 85.7%
30	58	+ 93.3%
37	57	+ 54.1%
48	68	+ 41.7%
39	61	+ 56.4%

Overall New Listings

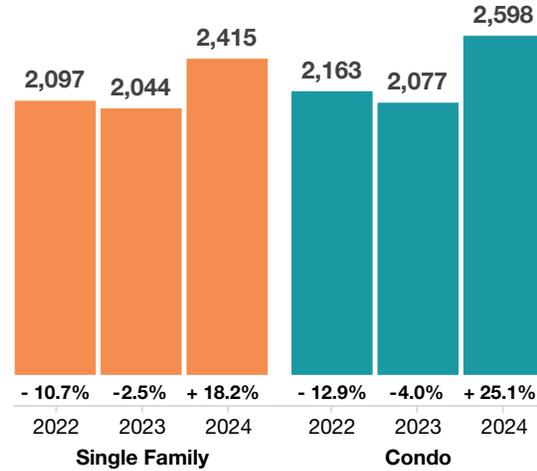
A count of the properties that have been newly listed on the market in a given month.



March

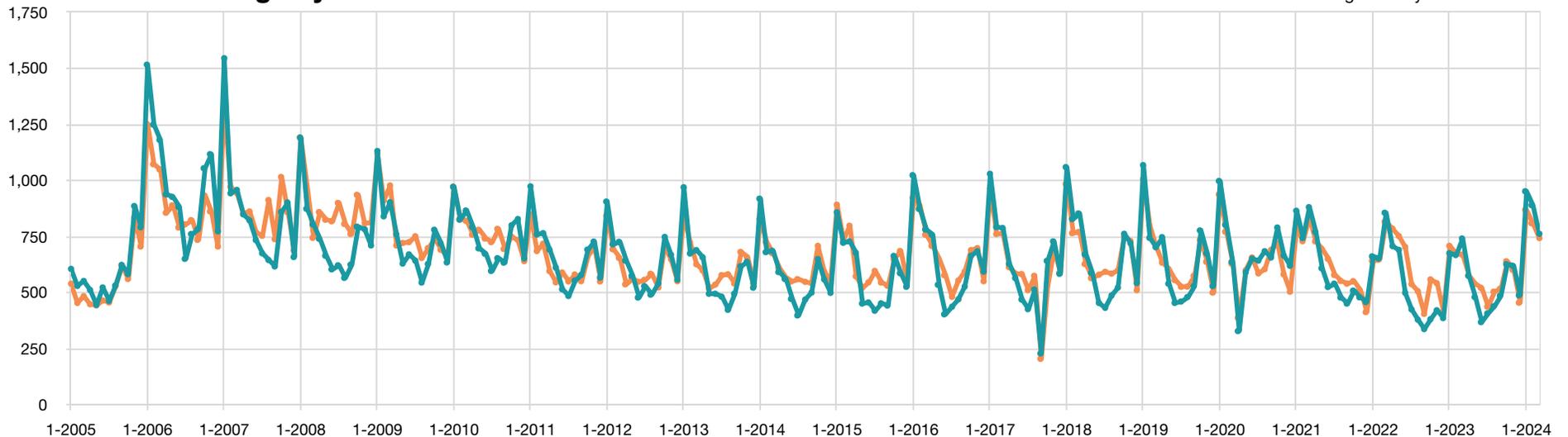


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2023	574	- 26.7%	572	- 18.9%
May-2023	536	- 28.5%	477	- 30.7%
Jun-2023	518	- 26.1%	365	- 26.4%
Jul-2023	434	- 18.9%	404	- 4.3%
Aug-2023	501	- 0.4%	436	+ 16.0%
Sep-2023	514	+ 27.9%	483	+ 44.6%
Oct-2023	637	+ 14.6%	624	+ 65.1%
Nov-2023	599	+ 11.1%	617	+ 47.6%
Dec-2023	452	+ 9.4%	485	+ 26.6%
Jan-2024	867	+ 22.8%	950	+ 41.2%
Feb-2024	807	+ 20.3%	888	+ 33.5%
Mar-2024	741	+ 11.1%	760	+ 2.8%
12-Month Avg	598	- 0.7%	588	+ 12.4%

Overall New Listings by Month

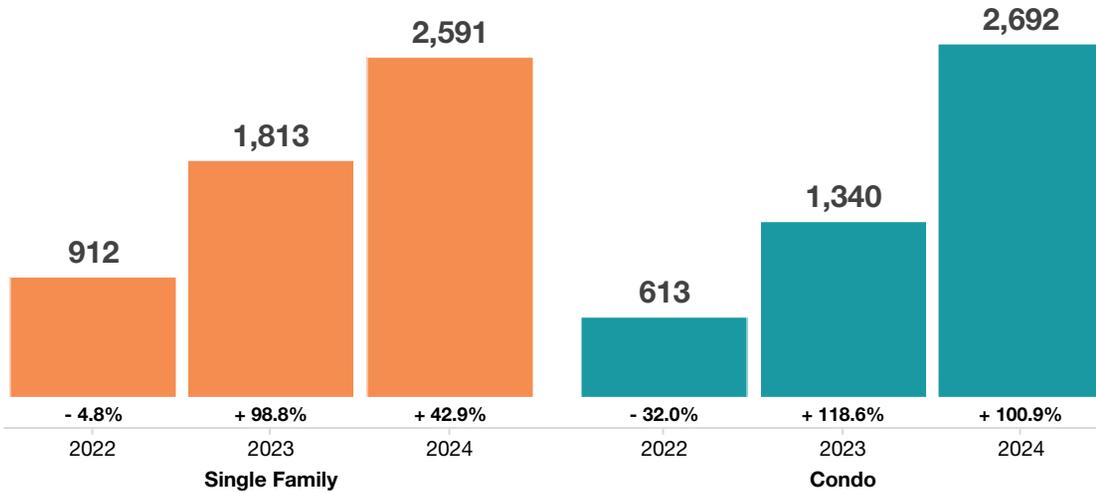


Overall Inventory of Homes for Sale

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

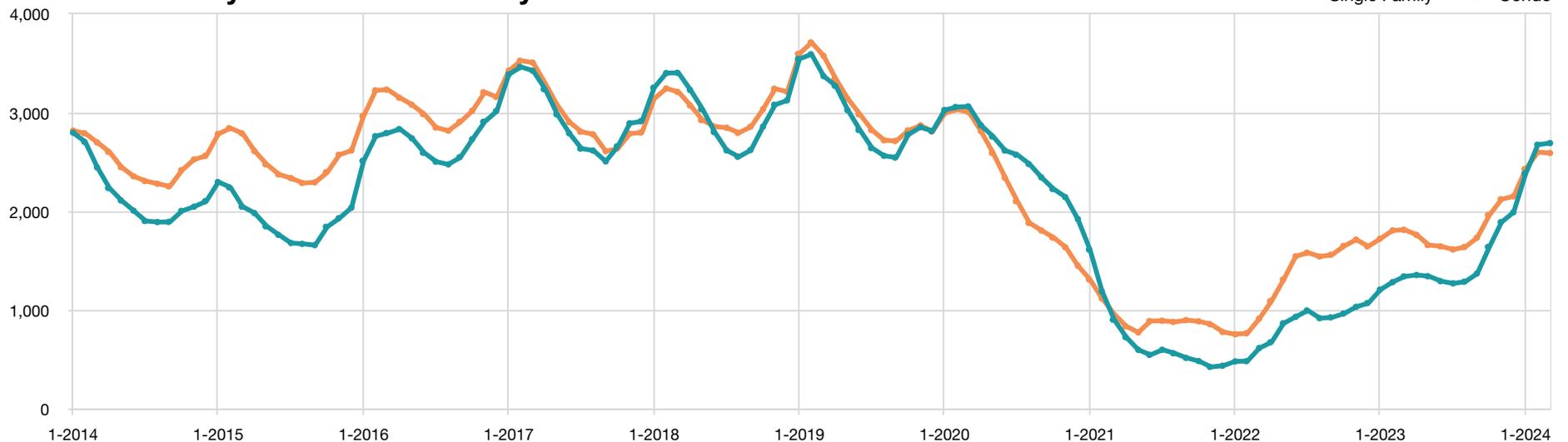


March



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2023	1,761	+ 61.6%	1,354	+ 101.5%
May-2023	1,658	+ 26.9%	1,342	+ 55.3%
Jun-2023	1,645	+ 6.5%	1,292	+ 38.9%
Jul-2023	1,613	+ 2.1%	1,269	+ 27.7%
Aug-2023	1,638	+ 6.2%	1,286	+ 40.4%
Sep-2023	1,733	+ 11.2%	1,369	+ 48.2%
Oct-2023	1,962	+ 19.1%	1,639	+ 70.2%
Nov-2023	2,122	+ 23.9%	1,890	+ 83.3%
Dec-2023	2,152	+ 30.8%	1,991	+ 86.2%
Jan-2024	2,428	+ 40.9%	2,383	+ 97.6%
Feb-2024	2,600	+ 44.0%	2,675	+ 108.7%
Mar-2024	2,591	+ 42.9%	2,692	+ 100.9%
12-Month Avg	1,992	+ 26.0%	1,765	+ 73.7%

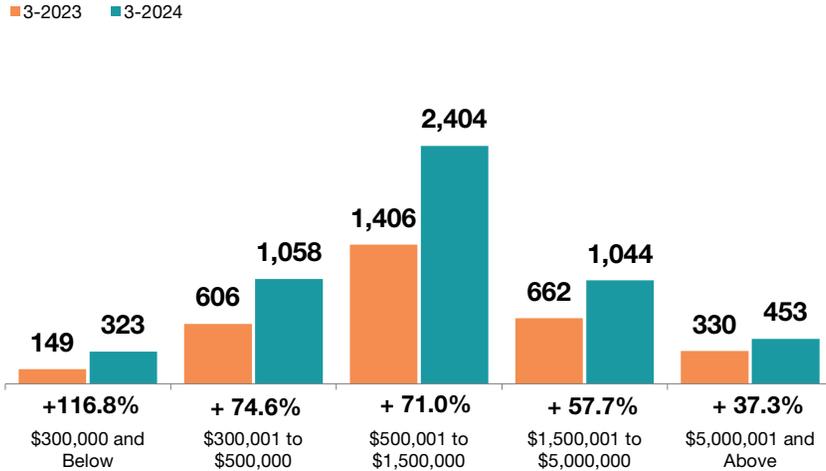
Overall Inventory of Homes for Sale by Month



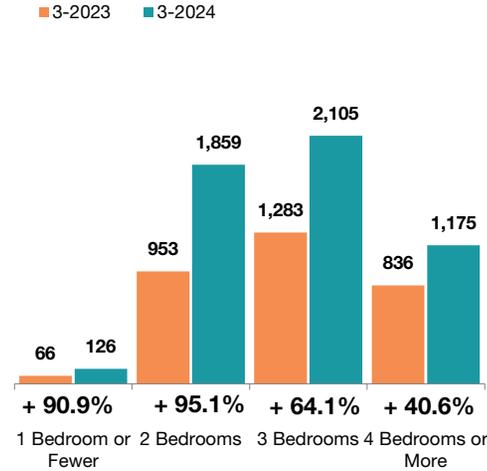
Overall Inventory of Homes for Sale by Price Range

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

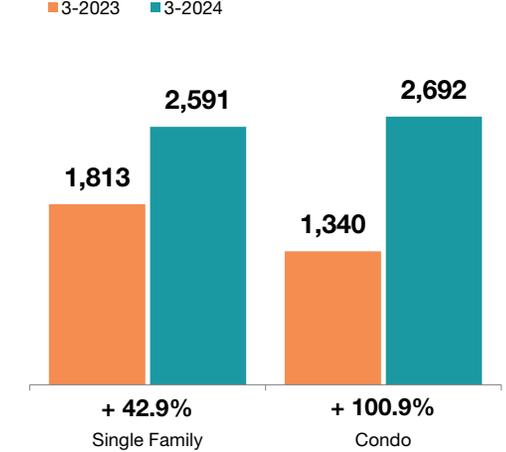
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2023	3-2024	Change
\$300,000 and Below	149	323	+116.8%
\$300,001 to \$500,000	606	1,058	+74.6%
\$500,001 to \$1,500,000	1,406	2,404	+71.0%
\$1,500,001 to \$5,000,000	662	1,044	+57.7%
\$5,000,001 and Above	330	453	+37.3%
All Price Ranges	3,153	5,283	+67.6%

Single Family

By Bedroom Count	3-2023	3-2024	Change
1 Bedroom or Fewer	66	126	+90.9%
2 Bedrooms	953	1,859	+95.1%
3 Bedrooms	1,283	2,105	+64.1%
4 Bedrooms or More	836	1,175	+40.6%
All Bedroom Counts	3,153	5,283	+67.6%

Condo

3-2023	3-2024	Change
82	215	+162.2%
454	916	+101.8%
562	1061	+88.8%
210	418	+99.0%
32	82	+156.3%
1,340	2,692	+100.9%

By Bedroom Count

By Bedroom Count	3-2023	3-2024	Change
1 Bedroom or Fewer	66	126	+90.9%
2 Bedrooms	953	1,859	+95.1%
3 Bedrooms	1,283	2,105	+64.1%
4 Bedrooms or More	836	1,175	+40.6%
All Bedroom Counts	3,153	5,283	+67.6%

3-2023	3-2024	Change
21	29	+38.1%
177	293	+65.5%
809	1,152	+42.4%
795	1,110	+39.6%
1,813	2,591	+42.9%

Listing and Sales Summary Report

March 2024



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Mar-24	Mar-23	% Change	Mar-24	Mar-23	% Change	Mar-24	Mar-23	% Change	Mar-24	Mar-23	% Change
Overall Naples Market**	\$649,000	\$612,000	+6.0%	893	1041	-14.2%	5,283	3,153	+67.6%	68	49	+38.8%
Collier County	\$665,000	\$632,409	+5.2%	986	1137	-13.3%	5,988	3,606	+66.1%	70	51	+37.3%
Ave Maria	\$499,950	\$457,000	+9.4%	22	28	-21.4%	131	91	+44.0%	82	43	+90.7%
Central Naples	\$475,000	\$409,500	+16.0%	131	134	-2.2%	565	317	+78.2%	47	42	+11.9%
East Naples	\$631,703	\$582,000	+8.5%	206	265	-22.3%	1,114	696	+60.1%	71	57	+24.6%
Everglades City	--	\$690,000	--	0	1	-100.0%	11	6	+83.3%	--	38	--
Immokalee	\$325,000	\$380,000	-14.5%	7	5	+40.0%	21	27	-22.2%	49	77	-36.4%
Immokalee / Ave Maria	\$425,000	\$425,000	0.0%	29	33	-12.1%	153	118	+29.7%	74	48	+54.2%
Naples	\$660,000	\$618,500	+6.7%	864	1008	-14.3%	5,130	3,037	+68.9%	68	49	+38.8%
Naples Beach	\$1,450,000	\$1,325,000	+9.4%	161	190	-15.3%	1,484	925	+60.4%	98	55	+78.2%
North Naples	\$679,000	\$678,000	+0.1%	234	232	+0.9%	1,094	611	+79.1%	62	41	+51.2%
South Naples	\$480,000	\$450,000	+6.7%	132	187	-29.4%	873	486	+79.6%	60	46	+30.4%
34102	\$2,600,000	\$1,215,000	+114.0%	43	52	-17.3%	513	295	+73.9%	101	66	+53.0%
34103	\$1,450,000	\$1,500,000	-3.3%	50	57	-12.3%	422	290	+45.5%	107	53	+101.9%
34104	\$415,000	\$365,000	+13.7%	51	56	-8.9%	227	140	+62.1%	49	33	+48.5%
34105	\$620,000	\$528,500	+17.3%	56	50	+12.0%	242	123	+96.7%	45	36	+25.0%
34108	\$1,230,000	\$1,400,000	-12.1%	68	81	-16.0%	549	340	+61.5%	90	50	+80.0%
34109	\$678,000	\$617,000	+9.9%	61	56	+8.9%	248	123	+101.6%	67	43	+55.8%
34110	\$645,000	\$675,000	-4.4%	81	85	-4.7%	429	239	+79.5%	72	39	+84.6%
34112	\$407,000	\$377,500	+7.8%	75	106	-29.2%	478	273	+75.1%	64	39	+64.1%
34113	\$649,000	\$599,900	+8.2%	57	81	-29.6%	395	213	+85.4%	55	55	0.0%
34114	\$620,000	\$612,500	+1.2%	79	110	-28.2%	534	269	+98.5%	68	47	+44.7%
34116	\$448,000	\$474,250	-5.5%	24	28	-14.3%	96	54	+77.8%	50	70	-28.6%
34117	\$592,000	\$505,000	+17.2%	32	33	-3.0%	109	104	+4.8%	76	50	+52.0%
34119	\$744,950	\$700,000	+6.4%	92	91	+1.1%	417	249	+67.5%	50	42	+19.0%
34120	\$660,000	\$585,450	+12.7%	95	122	-22.1%	470	323	+45.5%	71	68	+4.4%
34137	--	--	--	0	0	--	1	0	--	--	--	--
34142	\$425,000	\$425,000	0.0%	29	33	-12.1%	153	118	+29.7%	74	48	+54.2%

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

Local Market Update – March 2024

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Naples Beach

34102, 34103, 34108

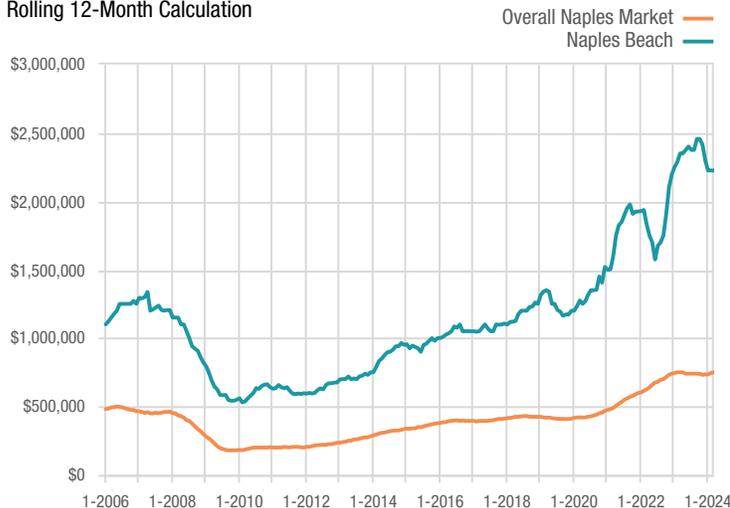
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	110	109	- 0.9%	378	381	+ 0.8%
Total Sales	54	52	- 3.7%	144	109	- 24.3%
Days on Market Until Sale	70	110	+ 57.1%	77	110	+ 42.9%
Median Closed Price*	\$2,433,500	\$2,507,500	+ 3.0%	\$2,602,500	\$2,415,000	- 7.2%
Average Closed Price*	\$3,333,093	\$4,768,630	+ 43.1%	\$4,234,244	\$4,659,410	+ 10.0%
Percent of List Price Received*	92.3%	92.1%	- 0.2%	93.0%	92.3%	- 0.8%
Inventory of Homes for Sale	509	625	+ 22.8%	—	—	—
Months Supply of Inventory	10.3	17.2	+ 67.0%	—	—	—

Condo	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	201	188	- 6.5%	551	680	+ 23.4%
Total Sales	136	109	- 19.9%	254	230	- 9.4%
Days on Market Until Sale	49	93	+ 89.8%	51	84	+ 64.7%
Median Closed Price*	\$1,227,500	\$1,260,000	+ 2.6%	\$1,232,500	\$1,200,000	- 2.6%
Average Closed Price*	\$1,629,699	\$1,875,755	+ 15.1%	\$1,642,072	\$1,800,845	+ 9.7%
Percent of List Price Received*	95.7%	94.1%	- 1.7%	95.5%	94.0%	- 1.6%
Inventory of Homes for Sale	416	859	+ 106.5%	—	—	—
Months Supply of Inventory	5.1	11.5	+ 125.5%	—	—	—

* 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.

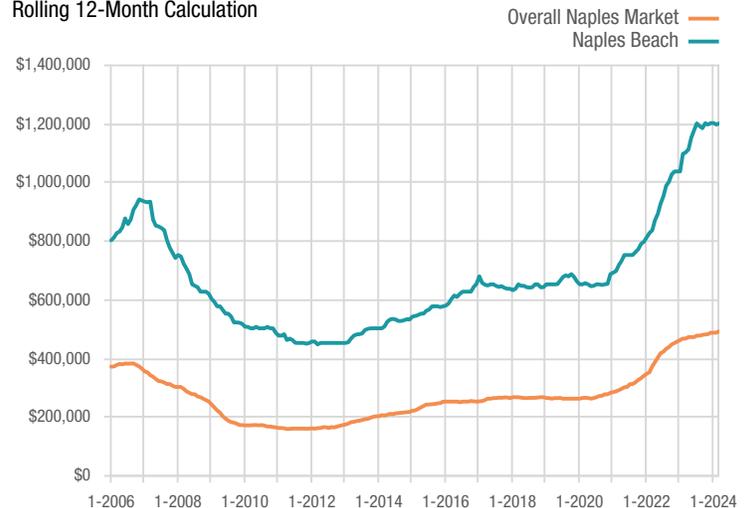
Median Closed Price - Single Family

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 – March 2024

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North Naples

34109, 34110, 34119

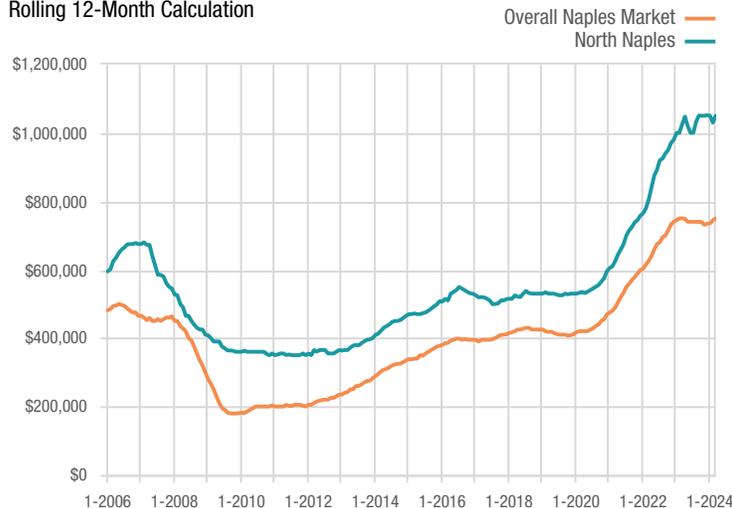
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	141	164	+ 16.3%	417	537	+ 28.8%
Total Sales	98	104	+ 6.1%	228	225	- 1.3%
Days on Market Until Sale	51	63	+ 23.5%	54	58	+ 7.4%
Median Closed Price*	\$995,000	\$1,100,000	+ 10.6%	\$1,054,500	\$995,000	- 5.6%
Average Closed Price*	\$1,541,568	\$1,642,852	+ 6.6%	\$1,537,856	\$1,543,613	+ 0.4%
Percent of List Price Received*	97.0%	95.6%	- 1.4%	96.1%	95.7%	- 0.4%
Inventory of Homes for Sale	312	502	+ 60.9%	—	—	—
Months Supply of Inventory	3.6	6.1	+ 69.4%	—	—	—

Condo	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	164	186	+ 13.4%	518	638	+ 23.2%
Total Sales	134	130	- 3.0%	301	271	- 10.0%
Days on Market Until Sale	34	60	+ 76.5%	39	54	+ 38.5%
Median Closed Price*	\$500,000	\$537,500	+ 7.5%	\$500,000	\$514,000	+ 2.8%
Average Closed Price*	\$658,409	\$666,573	+ 1.2%	\$800,466	\$640,427	- 20.0%
Percent of List Price Received*	97.4%	95.7%	- 1.7%	97.1%	96.0%	- 1.1%
Inventory of Homes for Sale	299	592	+ 98.0%	—	—	—
Months Supply of Inventory	2.6	6.3	+ 142.3%	—	—	—

* 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.

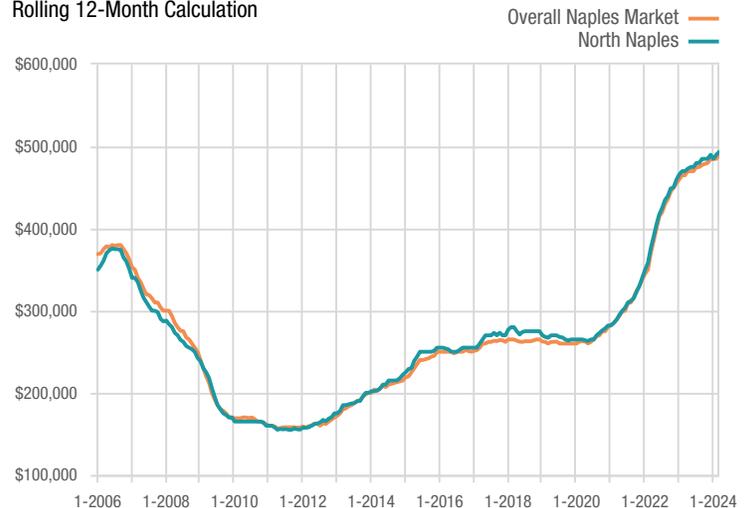
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

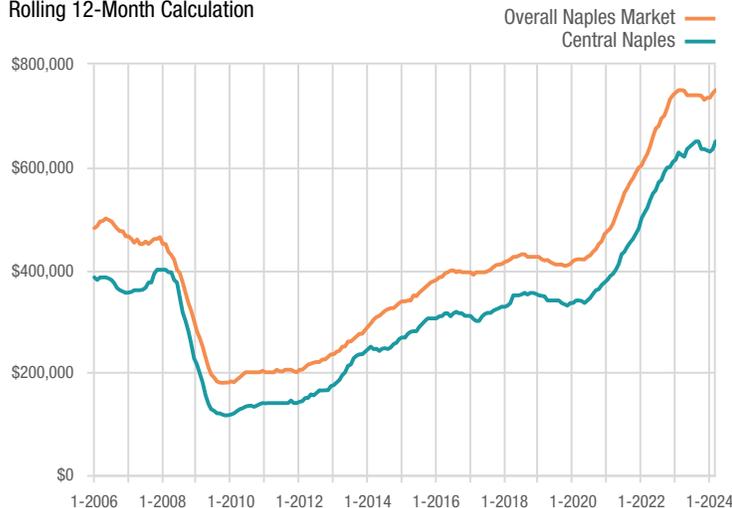
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	87	91	+ 4.6%	249	279	+ 12.0%
Total Sales	66	65	- 1.5%	154	126	- 18.2%
Days on Market Until Sale	41	63	+ 53.7%	46	57	+ 23.9%
Median Closed Price*	\$582,500	\$665,000	+ 14.2%	\$614,500	\$675,000	+ 9.8%
Average Closed Price*	\$893,611	\$1,019,445	+ 14.1%	\$839,687	\$1,232,585	+ 46.8%
Percent of List Price Received*	97.3%	95.6%	- 1.7%	95.9%	95.4%	- 0.5%
Inventory of Homes for Sale	171	245	+ 43.3%	—	—	—
Months Supply of Inventory	3.1	5.4	+ 74.2%	—	—	—

Condo	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	105	96	- 8.6%	271	356	+ 31.4%
Total Sales	68	66	- 2.9%	159	147	- 7.5%
Days on Market Until Sale	42	32	- 23.8%	38	42	+ 10.5%
Median Closed Price*	\$340,000	\$352,000	+ 3.5%	\$360,000	\$362,500	+ 0.7%
Average Closed Price*	\$390,596	\$431,209	+ 10.4%	\$423,200	\$470,613	+ 11.2%
Percent of List Price Received*	96.6%	96.3%	- 0.3%	96.7%	96.0%	- 0.7%
Inventory of Homes for Sale	146	320	+ 119.2%	—	—	—
Months Supply of Inventory	2.2	6.3	+ 186.4%	—	—	—

* 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.

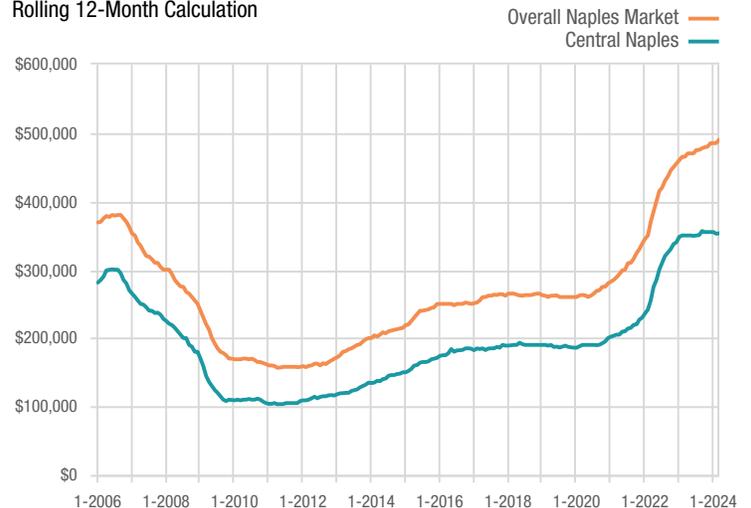
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – March 2024

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South Naples

34112, 34113

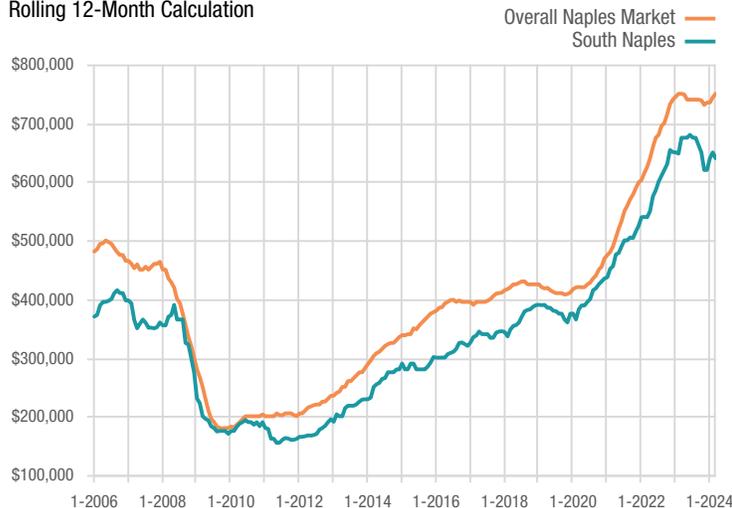
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	78	90	+ 15.4%	241	295	+ 22.4%
Total Sales	76	48	- 36.8%	144	112	- 22.2%
Days on Market Until Sale	50	58	+ 16.0%	59	54	- 8.5%
Median Closed Price*	\$825,000	\$670,000	- 18.8%	\$646,000	\$717,500	+ 11.1%
Average Closed Price*	\$1,037,624	\$1,085,906	+ 4.7%	\$953,982	\$1,108,187	+ 16.2%
Percent of List Price Received*	96.7%	95.4%	- 1.3%	95.3%	95.2%	- 0.1%
Inventory of Homes for Sale	189	302	+ 59.8%	—	—	—
Months Supply of Inventory	3.9	6.7	+ 71.8%	—	—	—

Condo	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	177	183	+ 3.4%	443	578	+ 30.5%
Total Sales	111	84	- 24.3%	247	217	- 12.1%
Days on Market Until Sale	43	62	+ 44.2%	51	67	+ 31.4%
Median Closed Price*	\$355,000	\$448,500	+ 26.3%	\$382,450	\$439,000	+ 14.8%
Average Closed Price*	\$419,551	\$529,118	+ 26.1%	\$443,209	\$500,369	+ 12.9%
Percent of List Price Received*	96.9%	96.5%	- 0.4%	96.8%	96.7%	- 0.1%
Inventory of Homes for Sale	297	571	+ 92.3%	—	—	—
Months Supply of Inventory	3.4	7.1	+ 108.8%	—	—	—

* 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.

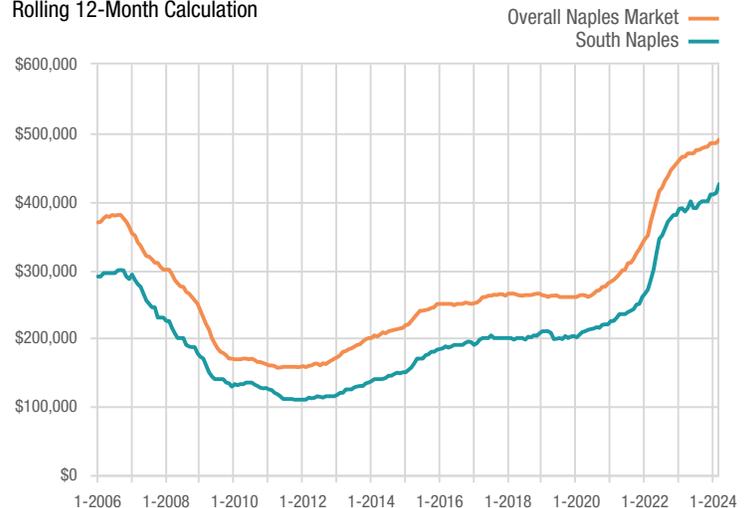
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – March 2024

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East Naples

34114, 34117, 34120, 34137

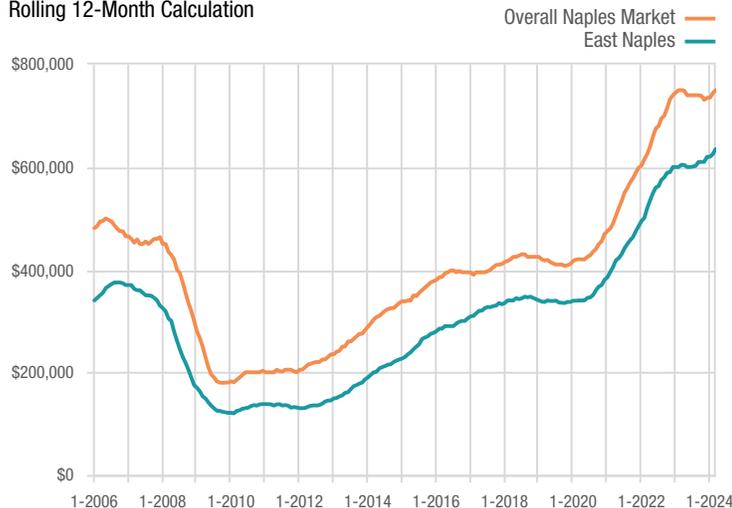
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	204	249	+ 22.1%	652	816	+ 25.2%
Total Sales	194	163	- 16.0%	432	390	- 9.7%
Days on Market Until Sale	59	70	+ 18.6%	59	69	+ 16.9%
Median Closed Price*	\$615,500	\$685,000	+ 11.3%	\$600,000	\$654,925	+ 9.2%
Average Closed Price*	\$746,038	\$799,084	+ 7.1%	\$729,198	\$815,107	+ 11.8%
Percent of List Price Received*	97.1%	96.9%	- 0.2%	96.9%	96.7%	- 0.2%
Inventory of Homes for Sale	536	791	+ 47.6%	—	—	—
Months Supply of Inventory	3.9	6.1	+ 56.4%	—	—	—

Condo	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	84	93	+ 10.7%	265	308	+ 16.2%
Total Sales	71	43	- 39.4%	163	118	- 27.6%
Days on Market Until Sale	51	74	+ 45.1%	47	77	+ 63.8%
Median Closed Price*	\$555,000	\$565,000	+ 1.8%	\$494,000	\$500,000	+ 1.2%
Average Closed Price*	\$528,927	\$584,309	+ 10.5%	\$522,493	\$552,877	+ 5.8%
Percent of List Price Received*	97.8%	96.6%	- 1.2%	97.4%	97.1%	- 0.3%
Inventory of Homes for Sale	160	323	+ 101.9%	—	—	—
Months Supply of Inventory	2.8	6.8	+ 142.9%	—	—	—

* 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.

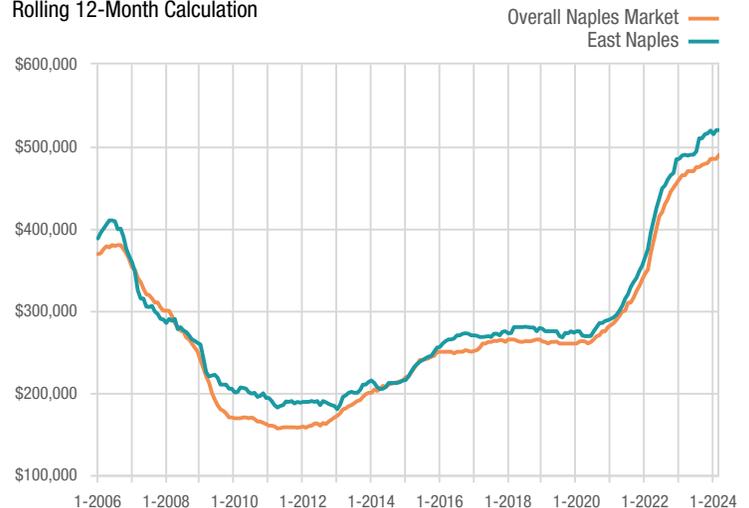
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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.

Immokalee / Ave Maria

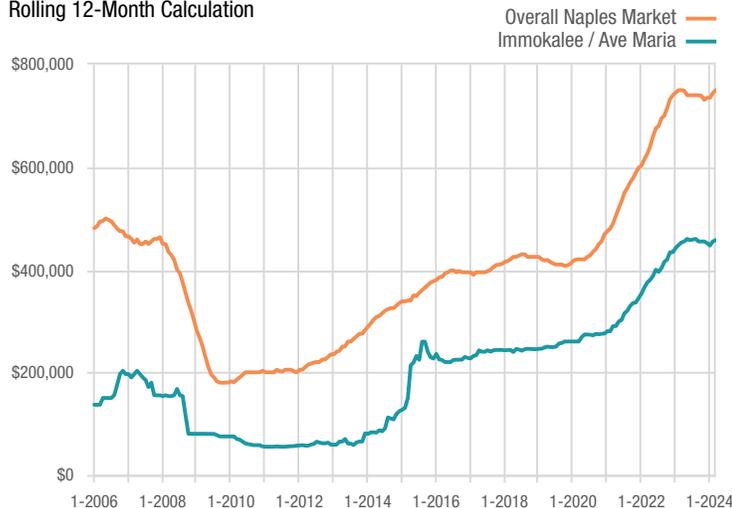
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	47	38	- 19.1%	107	107	0.0%
Total Sales	26	22	- 15.4%	69	55	- 20.3%
Days on Market Until Sale	51	88	+ 72.5%	55	77	+ 40.0%
Median Closed Price*	\$474,500	\$499,950	+ 5.4%	\$475,000	\$540,000	+ 13.7%
Average Closed Price*	\$509,877	\$484,394	- 5.0%	\$497,588	\$513,687	+ 3.2%
Percent of List Price Received*	96.5%	97.4%	+ 0.9%	96.6%	96.6%	0.0%
Inventory of Homes for Sale	96	126	+ 31.3%	—	—	—
Months Supply of Inventory	5.4	5.7	+ 5.6%	—	—	—

Condo	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	8	14	+ 75.0%	29	38	+ 31.0%
Total Sales	7	7	0.0%	11	23	+ 109.1%
Days on Market Until Sale	37	31	- 16.2%	44	78	+ 77.3%
Median Closed Price*	\$344,997	\$340,000	- 1.4%	\$365,000	\$322,998	- 11.5%
Average Closed Price*	\$374,913	\$321,857	- 14.2%	\$375,572	\$317,413	- 15.5%
Percent of List Price Received*	98.4%	96.6%	- 1.8%	98.6%	96.6%	- 2.0%
Inventory of Homes for Sale	22	27	+ 22.7%	—	—	—
Months Supply of Inventory	8.3	4.4	- 47.0%	—	—	—

* 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.

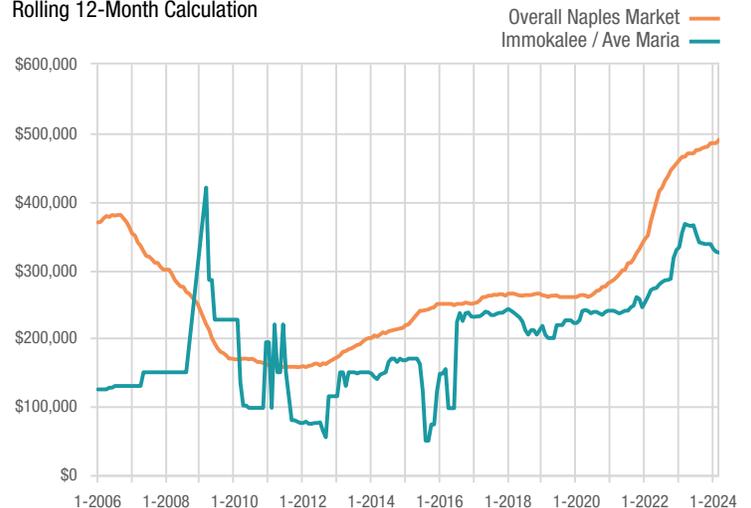
Median Closed Price - Single Family

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.