

Naples Area Market Report



February 2023

Buyers looking for homes in Naples during February were met with more choices as overall inventory increased 131.4 percent to 2,835 properties from 1,225 properties in February 2022. Broker analysts reviewing the February 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), attribute some of the rise in inventory to Hurricane Ian as many sellers were forced to address and remedy damage caused by the storm before the property was ready to welcome buyers. February's overall median closed price is the same as January's median close price of \$600,000.

The gap in sales activity year over year continues to close thanks to continued confidence in the Naples real estate market. Overall pending sales in February decreased 16.8 percent to 1,241 pending sales from 1,480 pending sales in February 2022. Overall closed sales during February decreased 17.2 percent to 682 closed sales from 824 closed sales in February 2022. And showings decreased 15 percent in February to 36,574 showings from 43,032 showings in February 2022. The majority of home sales in Naples during February were cash sales [62.1 percent in February].

The report's pending sales data reflected several sales contracts that were cancelled numerous times during the month. This rise in contract cancellation rates in February is an indication that sellers need to either fix the problems found during inspections or become more agreeable to negotiate on the price. Brokers also think consumer sentiment over the financial market's uncertainty could benefit the Naples area housing market as more individuals and investors may turn to real estate as a more secure place to invest their wealth.

Quick Facts

- 17.2%	+ 9.1%	+ 131.4%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
- 7.8%	- 32.3%	- 32.3%
Price Range With the Strongest Sales: \$2,000,001 and Above	Bedroom Count With Strongest Sales: 3 Bedrooms	Property Type With Strongest Sales: Single Family

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Overall Naples Market

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



Key Metrics	Historical Sparkbars	2-2022	2-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		1,294	1,303	+ 0.7%	2,592	2,661	+ 2.7%
Total Sales		824	682	- 17.2%	1,663	1,242	- 25.3%
Days on Market Until Sale		24	55	+ 129.2%	24	54	+ 125.0%
Median Closed Price		\$550,000	\$600,000	+ 9.1%	\$547,000	\$600,000	+ 9.7%
Average Closed Price		\$975,628	\$1,118,693	+ 14.7%	\$965,736	\$1,157,465	+ 19.9%
Percent of List Price Received		100.6%	96.0%	- 4.6%	100.3%	95.9%	- 4.4%
Pending Listings		1,480	1,231	- 16.8%	2,853	2,323	- 18.6%
Inventory of Homes for Sale		1,225	2,835	+ 131.4%	—	—	—
Months Supply of Inventory		1.0	3.5	+ 250.0%	—	—	—

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	2-2022	2-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		644	648	+ 0.6%	1,283	1,337	+ 4.2%
Total Sales		442	365	- 17.4%	848	645	- 23.9%
Days on Market Until Sale		29	62	+ 113.8%	30	61	+ 103.3%
Median Closed Price		\$655,500	\$725,000	+ 10.6%	\$670,000	\$715,000	+ 6.7%
Average Closed Price		\$1,152,918	\$1,372,022	+ 19.0%	\$1,191,460	\$1,459,035	+ 22.5%
Percent of List Price Received		99.8%	95.3%	- 4.5%	99.5%	95.3%	- 4.2%
Pending Listings		712	591	- 17.0%	1,413	1,158	- 18.0%
Inventory of Homes for Sale		749	1,649	+ 120.2%	—	—	—
Months Supply of Inventory		1.3	4.1	+ 215.4%	—	—	—

Condo Market Overview

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



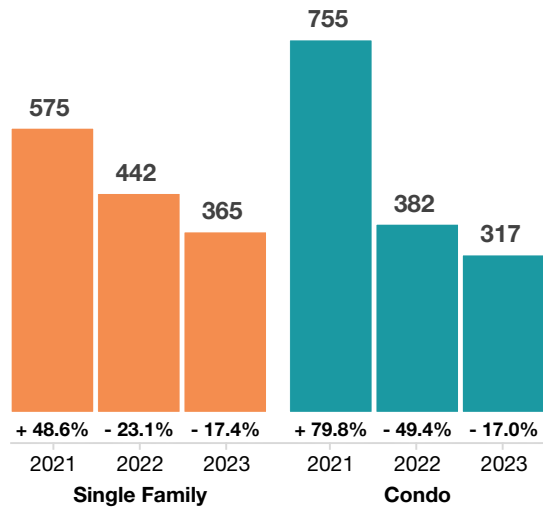
Key Metrics	Historical Sparkbars	2-2022	2-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		650	655	+ 0.8%	1,309	1,324	+ 1.1%
Total Sales		382	317	- 17.0%	815	597	- 26.7%
Days on Market Until Sale		18	46	+ 155.6%	18	47	+ 161.1%
Median Closed Price		\$425,000	\$495,000	+ 16.5%	\$425,000	\$494,000	+ 16.2%
Average Closed Price		\$769,952	\$827,005	+ 7.4%	\$731,139	\$831,648	+ 13.7%
Percent of List Price Received		101.5%	96.8%	- 4.6%	101.2%	96.6%	- 4.5%
Pending Listings		768	640	- 16.7%	1,440	1,165	- 19.1%
Inventory of Homes for Sale		476	1,186	+ 149.2%	—	—	—
Months Supply of Inventory		0.7	2.9	+ 314.3%	—	—	—

Overall Closed Sales

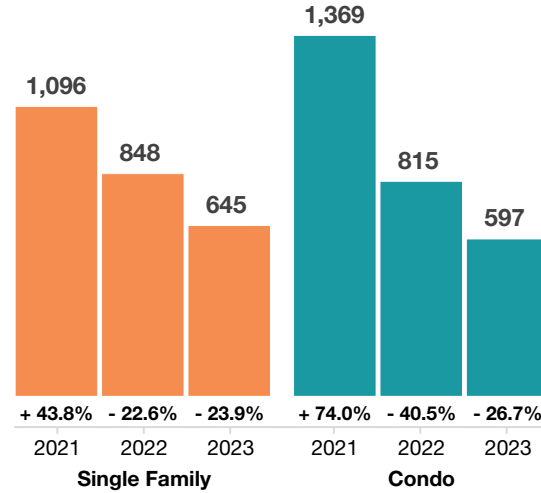
A count of the actual sales that closed in a given month.



February

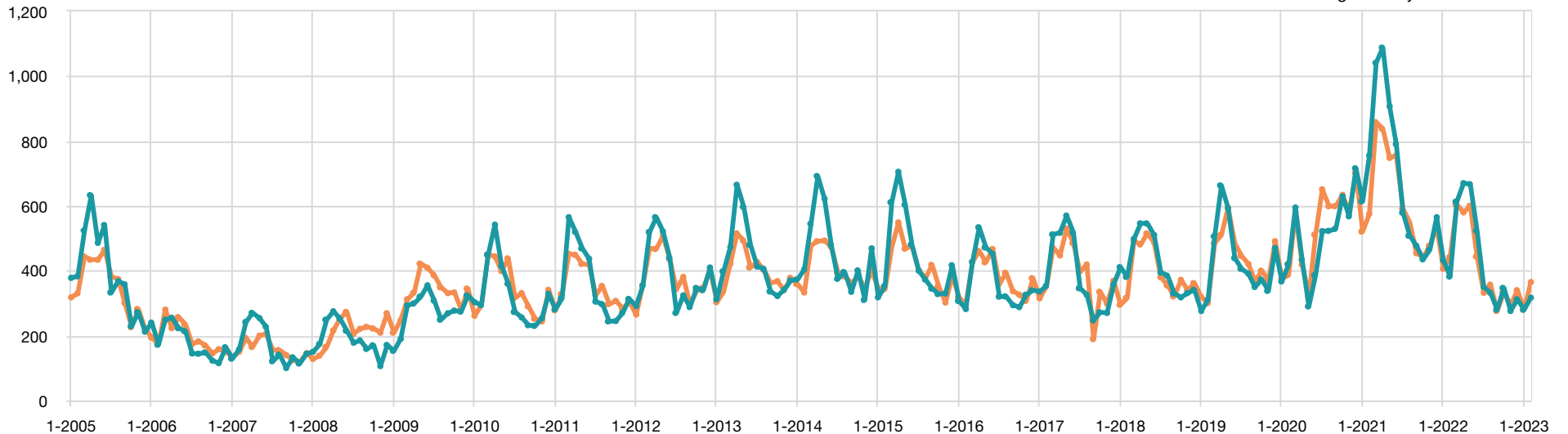


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2022	604	- 29.6%	613	- 41.1%
Apr-2022	580	- 30.8%	670	- 38.4%
May-2022	600	- 19.8%	667	- 26.5%
Jun-2022	444	- 41.2%	524	- 33.7%
Jul-2022	332	- 43.8%	350	- 39.6%
Aug-2022	357	- 35.0%	332	- 34.6%
Sep-2022	276	- 39.2%	280	- 41.3%
Oct-2022	334	- 24.4%	347	- 20.2%
Nov-2022	295	- 38.2%	276	- 40.6%
Dec-2022	340	- 36.8%	312	- 44.8%
Jan-2023	280	- 31.0%	280	- 35.3%
Feb-2023	365	- 17.4%	317	- 17.0%
12-Month Avg	401	- 32.3%	414	- 35.2%

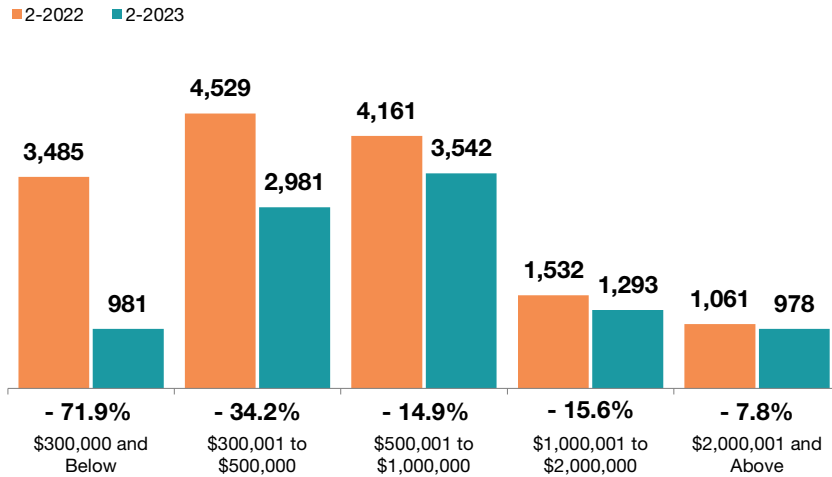
Overall Closed Sales by Month



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.

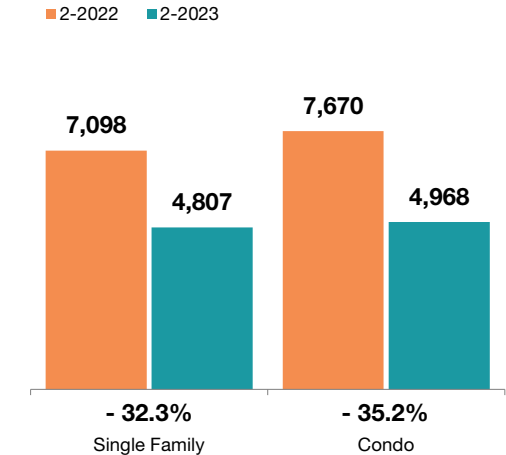
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2022	2-2023	Change
\$300,000 and Below	3,485	981	- 71.9%
\$300,001 to \$500,000	4,529	2,981	- 34.2%
\$500,001 to \$1,000,000	4,161	3,542	- 14.9%
\$1,000,001 to \$2,000,000	1,532	1,293	- 15.6%
\$2,000,001 and Above	1,061	978	- 7.8%
All Price Ranges	14,768	9,775	- 33.8%

Single Family

2-2022	2-2023	Change
514	235	- 54.3%
2,058	904	- 56.1%
2,809	2,129	- 24.2%
962	863	- 10.3%
755	676	- 10.5%
7,098	4,807	- 32.3%

Condo

2-2022	2-2023	Change
2971	746	- 74.9%
2471	2077	- 15.9%
1352	1413	+ 4.5%
570	430	- 24.6%
306	302	- 1.3%
7,670	4,968	- 35.2%

By Bedroom Count

2-2022	2-2023	Change
303	155	- 48.8%
5,216	3,474	- 33.4%
6,697	4,532	- 32.3%
2,532	1,591	- 37.2%
14,768	9,775	- 33.8%

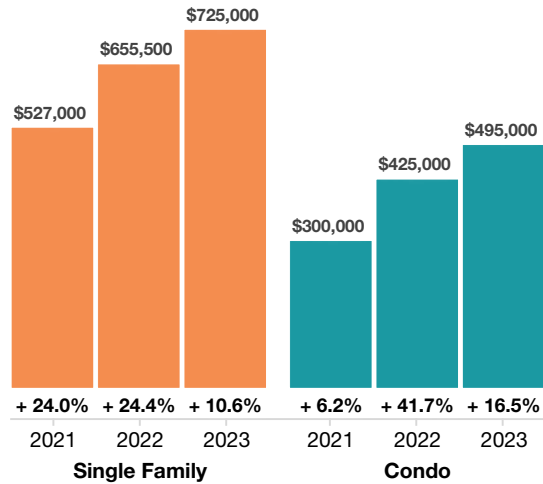
2-2022	2-2023	Change
39	22	- 43.6%
778	535	- 31.2%
3,909	2,755	- 29.5%
2,369	1,493	- 37.0%
7,098	4,807	- 32.3%

Overall Median Closed Price

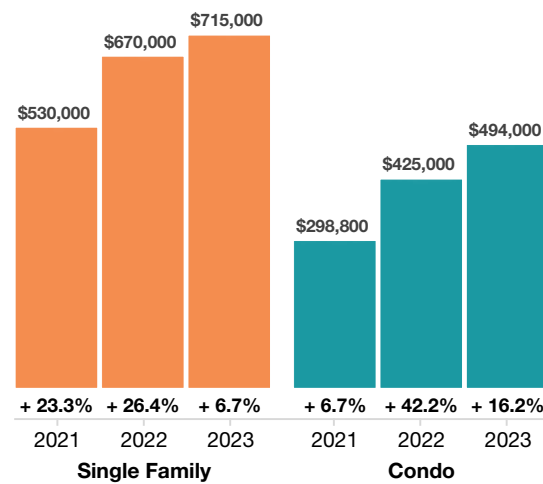
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



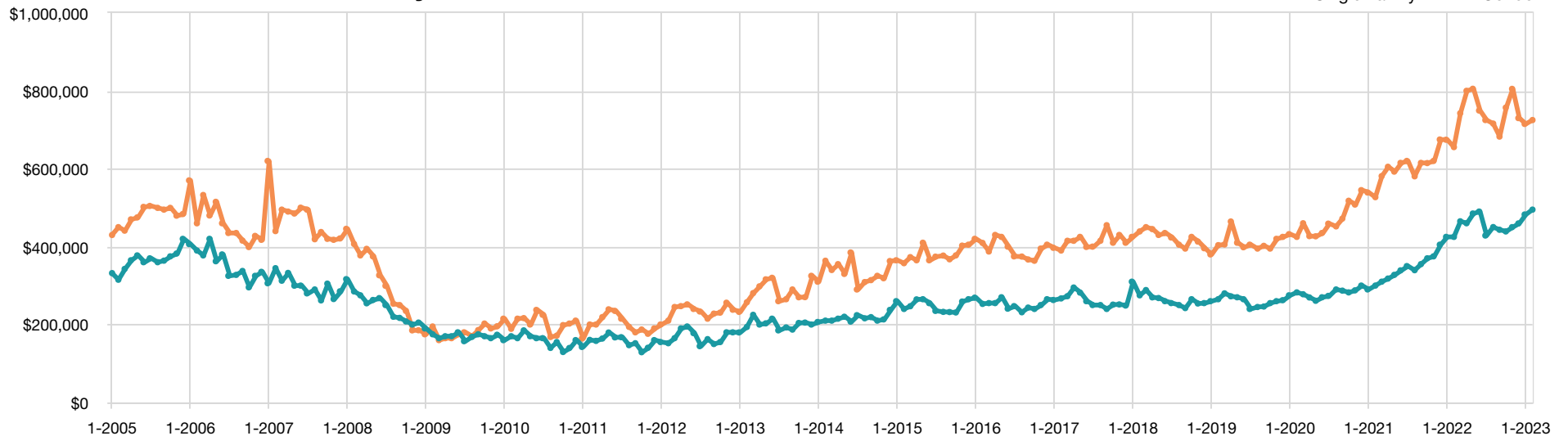
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2022	\$742,450	+ 27.8%	\$465,000	+ 50.0%
Apr-2022	\$800,000	+ 32.2%	\$460,000	+ 44.7%
May-2022	\$805,250	+ 35.9%	\$485,000	+ 48.1%
Jun-2022	\$749,450	+ 21.9%	\$490,000	+ 44.5%
Jul-2022	\$725,000	+ 16.9%	\$428,500	+ 22.4%
Aug-2022	\$715,835	+ 23.3%	\$450,195	+ 32.6%
Sep-2022	\$682,500	+ 11.0%	\$443,260	+ 24.9%
Oct-2022	\$756,953	+ 23.2%	\$439,000	+ 18.6%
Nov-2022	\$805,000	+ 29.8%	\$450,000	+ 20.0%
Dec-2022	\$730,000	+ 8.1%	\$459,500	+ 13.5%
Jan-2023	\$715,000	+ 6.0%	\$482,500	+ 13.5%
Feb-2023	\$725,000	+ 10.6%	\$495,000	+ 16.5%
12-Month Avg*	\$750,000	+ 22.0%	\$465,000	+ 32.9%

* Median Closed Price for all properties from March 2022 through February 2023. This is not the average of the individual figures above.

Overall Median Closed Price by Month



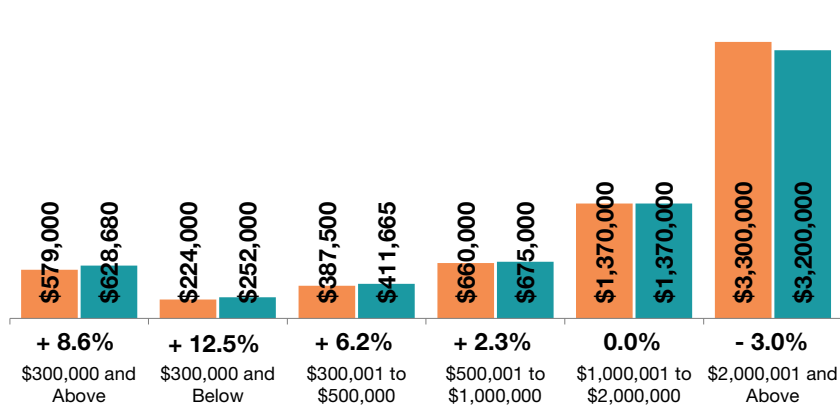
Overall Median Closed Price by Price Range



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

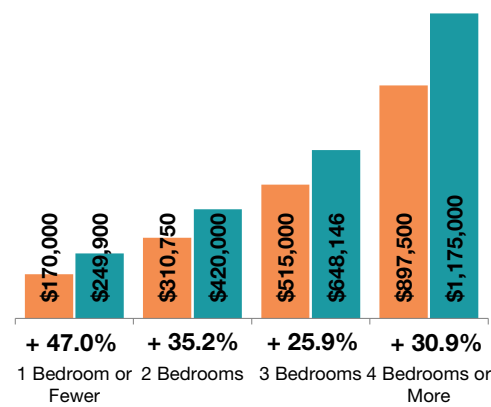
By Price Range

2-2022 2-2023



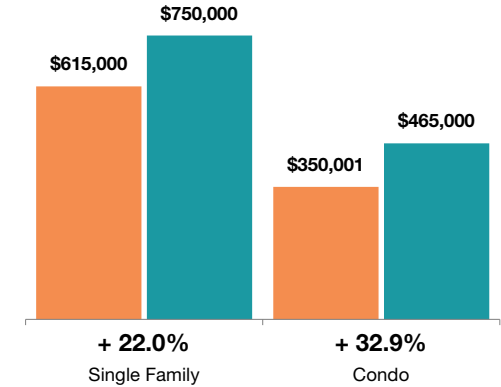
By Bedroom Count

2-2022 2-2023



By Property Type

2-2022 2-2023



All Properties

By Price Range	2-2022	2-2023	Change
\$300,000 and Above	\$579,000	\$628,680	+ 8.6%
\$300,000 and Below	\$224,000	\$252,000	+ 12.5%
\$300,001 to \$500,000	\$387,500	\$411,665	+ 6.2%
\$500,001 to \$1,000,000	\$660,000	\$675,000	+ 2.3%
\$1,000,001 to \$2,000,000	\$1,370,000	\$1,370,000	0.0%
\$2,000,001 and Above	\$3,300,000	\$3,200,000	- 3.0%
All Price Ranges	\$465,000	\$580,000	+ 24.7%

Single Family

	2-2022	2-2023	Change
\$300,000 and Above	\$645,000	\$771,270	+ 19.6%
\$300,000 and Below	\$215,900	\$199,000	- 7.8%
\$300,001 to \$500,000	\$400,000	\$435,000	+ 8.7%
\$500,001 to \$1,000,000	\$670,000	\$704,000	+ 5.1%
\$1,000,001 to \$2,000,000	\$1,365,000	\$1,370,000	+ 0.4%
\$2,000,001 and Above	\$3,500,000	\$3,352,000	- 4.2%
All Single Family	\$615,000	\$750,000	+ 22.0%

Condo

	2-2022	2-2023	Change
\$300,000 and Above	\$479,100	\$505,000	+ 5.4%
\$300,000 and Below	\$225,000	\$260,250	+ 15.7%
\$300,001 to \$500,000	\$376,500	\$400,000	+ 6.2%
\$500,001 to \$1,000,000	\$650,000	\$630,000	- 3.1%
\$1,000,001 to \$2,000,000	\$1,372,500	\$1,370,125	- 0.2%
\$2,000,001 and Above	\$2,900,000	\$2,850,000	- 1.7%
All Condo	\$350,001	\$465,000	+ 32.9%

By Bedroom Count

	2-2022	2-2023	Change
1 Bedroom or Fewer	\$170,000	\$249,900	+ 47.0%
2 Bedrooms	\$310,750	\$420,000	+ 35.2%
3 Bedrooms	\$515,000	\$648,146	+ 25.9%
4 Bedrooms or More	\$897,500	\$1,175,000	+ 30.9%
All Bedroom Counts	\$465,000	\$580,000	+ 24.7%

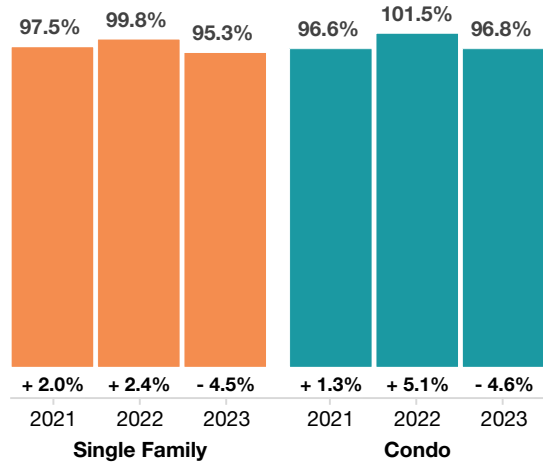
	2-2022	2-2023	Change
1 Bedroom or Fewer	\$99,500	\$145,000	+ 45.7%
2 Bedrooms	\$395,000	\$485,000	+ 22.8%
3 Bedrooms	\$555,000	\$685,000	+ 23.4%
4 Bedrooms or More	\$889,000	\$1,160,100	+ 30.5%
All Bedroom Counts	\$615,000	\$750,000	+ 22.0%

Overall Percent of Current List Price Received

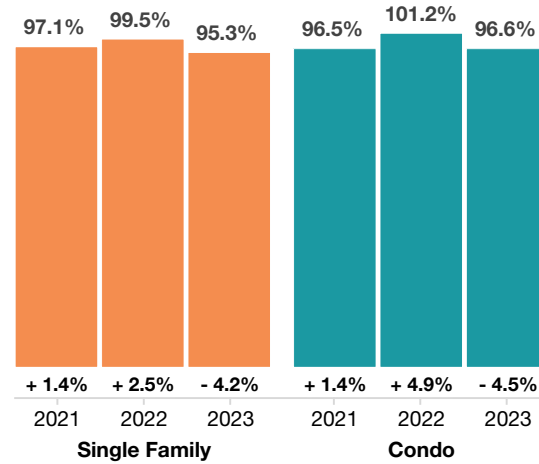


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

February



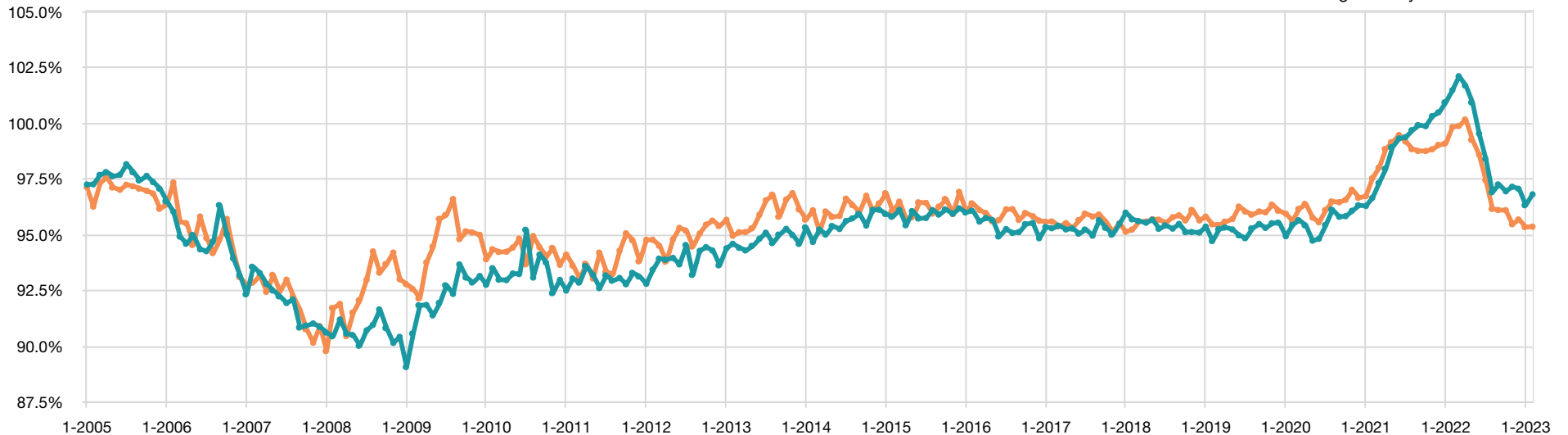
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2022	99.9%	+ 1.9%	102.1%	+ 4.9%
Apr-2022	100.1%	+ 1.3%	101.7%	+ 3.9%
May-2022	99.2%	+ 0.1%	100.9%	+ 2.0%
Jun-2022	98.6%	- 0.8%	99.5%	+ 0.2%
Jul-2022	97.4%	- 1.8%	98.4%	- 1.0%
Aug-2022	96.1%	- 2.7%	96.9%	- 2.8%
Sep-2022	96.1%	- 2.6%	97.2%	- 2.7%
Oct-2022	96.1%	- 2.6%	96.9%	- 2.9%
Nov-2022	95.4%	- 3.4%	97.1%	- 3.2%
Dec-2022	95.7%	- 3.3%	97.0%	- 3.5%
Jan-2023	95.3%	- 3.8%	96.3%	- 4.6%
Feb-2023	95.3%	- 4.5%	96.8%	- 4.6%
12-Month Avg*	97.6%	- 1.3%	99.1%	- 0.1%

* Pct. of List Price Received for all properties from March 2022 through February 2023. This is not the average of the individual figures above.

Overall Percent of Current List Price Received by Month

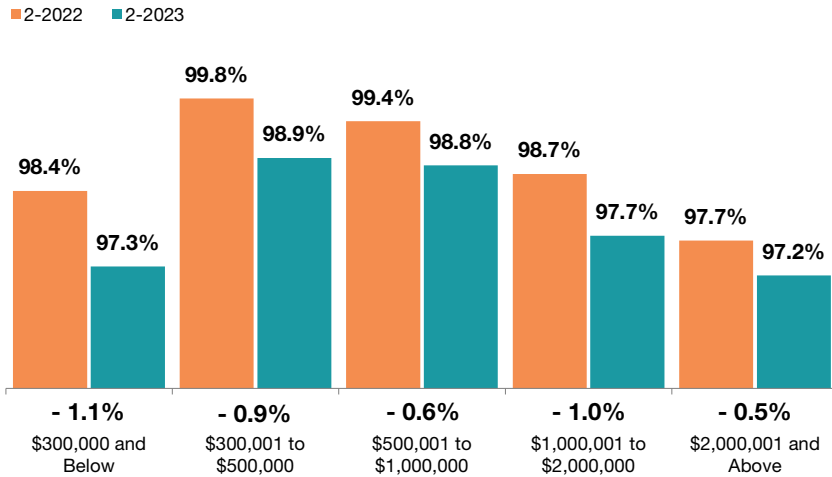


Overall Percent of Current List Price Received by Price Range

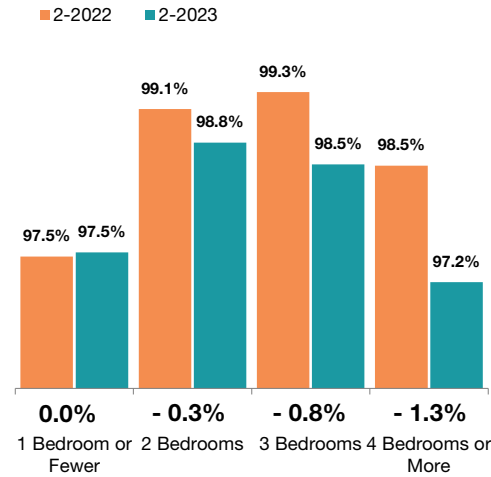


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

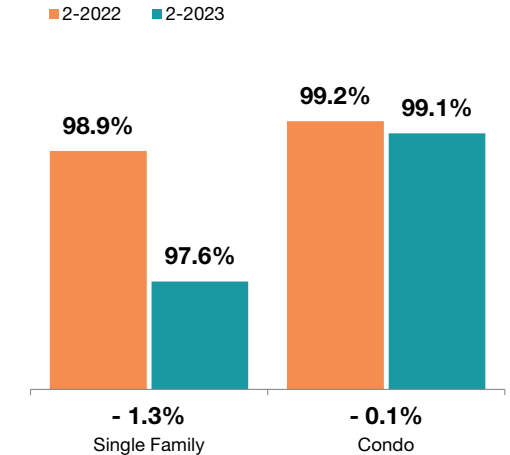
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2022	2-2023	Change
\$300,000 and Below	98.4%	97.3%	- 1.1%
\$300,001 to \$500,000	99.8%	98.9%	- 0.9%
\$500,001 to \$1,000,000	99.4%	98.8%	- 0.6%
\$1,000,001 to \$2,000,000	98.7%	97.7%	- 1.0%
\$2,000,001 and Above	97.7%	97.2%	- 0.5%
All Price Ranges	99.1%	98.4%	- 0.7%

Single Family

	2-2022	2-2023	Change
1 Bedroom or Fewer	96.6%	95.4%	- 1.2%
2 Bedrooms	99.3%	97.8%	- 1.5%
3 Bedrooms	99.5%	98.2%	- 1.3%
4 Bedrooms or More	98.8%	97.2%	- 1.6%
All Single Family	98.9%	97.6%	- 1.3%

Condo

	2-2022	2-2023	Change
1 Bedroom or Fewer	98.7%	97.9%	- 0.8%
2 Bedrooms	100.2%	99.4%	- 0.8%
3 Bedrooms	99.3%	99.6%	+ 0.3%
4 Bedrooms or More	98.5%	98.9%	+ 0.4%
All Condo	99.2%	99.1%	- 0.1%

By Bedroom Count

	2-2022	2-2023	Change
1 Bedroom or Fewer	97.5%	97.5%	0.0%
2 Bedrooms	99.1%	98.8%	- 0.3%
3 Bedrooms	99.3%	98.5%	- 0.8%
4 Bedrooms or More	98.5%	97.2%	- 1.3%
All Bedroom Counts	99.1%	98.4%	- 0.7%

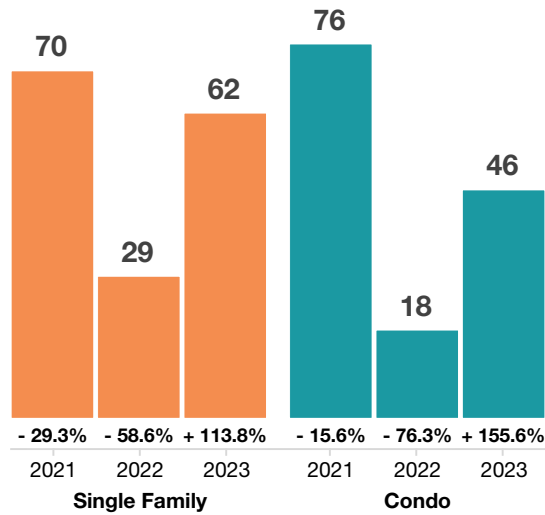
	2-2022	2-2023	Change
1 Bedroom or Fewer	94.3%	95.2%	+ 1.0%
2 Bedrooms	98.5%	97.0%	- 1.5%
3 Bedrooms	99.3%	98.0%	- 1.3%
4 Bedrooms or More	98.5%	97.1%	- 1.4%
All Single Family	98.9%	97.6%	- 1.3%

Overall Days on Market Until Sale

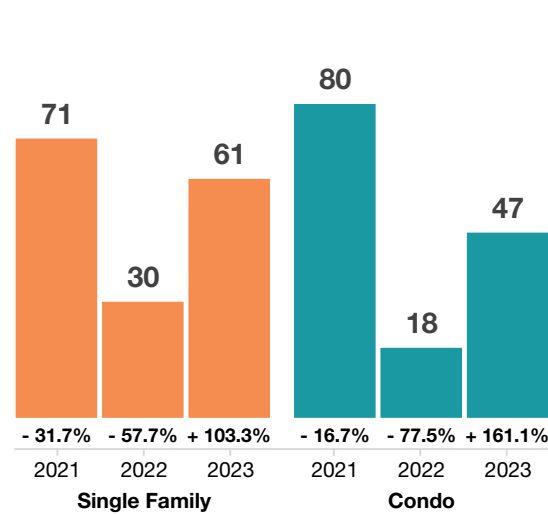
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



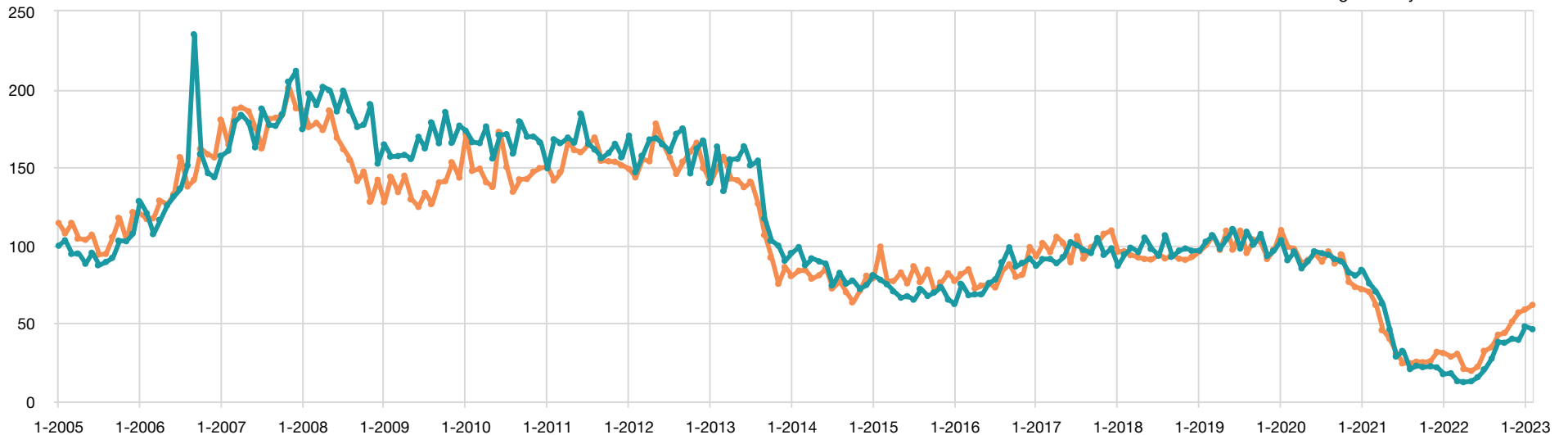
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2022	31	- 50.0%	13	- 81.4%
Apr-2022	21	- 54.3%	12	- 81.0%
May-2022	20	- 50.0%	13	- 71.7%
Jun-2022	22	- 29.0%	15	- 48.3%
Jul-2022	32	+ 33.3%	20	- 37.5%
Aug-2022	35	+ 45.8%	27	+ 28.6%
Sep-2022	43	+ 72.0%	38	+ 65.2%
Oct-2022	44	+ 76.0%	38	+ 72.7%
Nov-2022	51	+ 96.2%	40	+ 73.9%
Dec-2022	57	+ 78.1%	39	+ 77.3%
Jan-2023	59	+ 90.3%	48	+ 166.7%
Feb-2023	62	+ 113.8%	46	+ 155.6%
12-Month Avg*	36	+ 3.6%	25	- 34.4%

* Days on Market for all properties from March 2022 through February 2023. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month

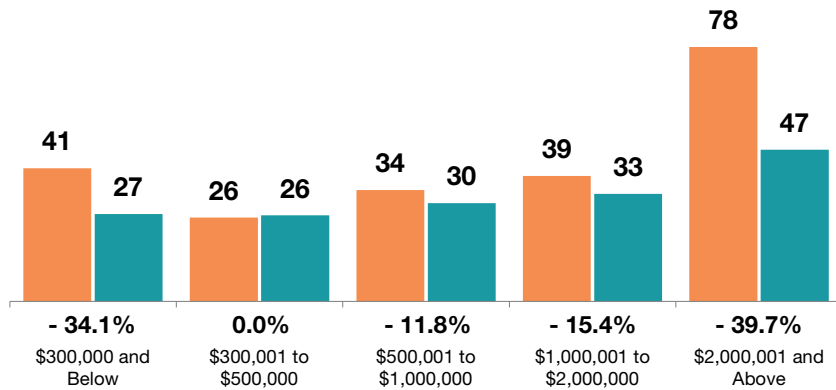


Overall Days on Market Until Sale by Price Range

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

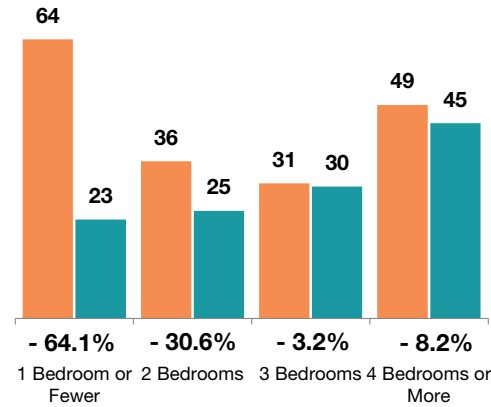
By Price Range

2-2022 2-2023



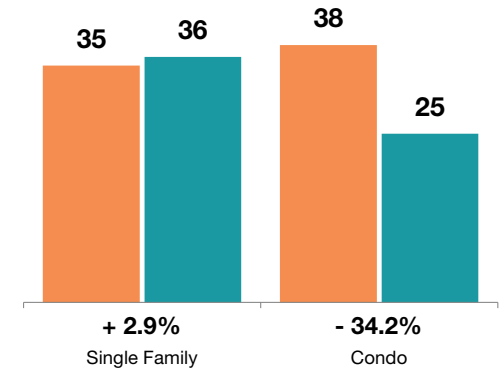
By Bedroom Count

2-2022 2-2023



By Property Type

2-2022 2-2023



All Properties

By Price Range	2-2022	2-2023	Change
\$300,000 and Below	41	27	- 34.1%
\$300,001 to \$500,000	26	26	0.0%
\$500,001 to \$1,000,000	34	30	- 11.8%
\$1,000,001 to \$2,000,000	39	33	- 15.4%
\$2,000,001 and Above	78	47	- 39.7%
All Price Ranges	37	31	- 16.2%

Single Family

2-2022	2-2023	Change	2-2022	2-2023	Change
52	30	- 42.3%	39	26	- 33.3%
26	34	+ 30.8%	25	23	- 8.0%
28	34	+ 21.4%	47	24	- 48.9%
33	34	+ 3.0%	48	31	- 35.4%
77	52	- 32.5%	81	34	- 58.0%
35	36	+ 2.9%	38	25	- 34.2%

Condo

By Bedroom Count	2-2022	2-2023	Change
1 Bedroom or Fewer	64	23	- 64.1%
2 Bedrooms	36	25	- 30.6%
3 Bedrooms	31	30	- 3.2%
4 Bedrooms or More	49	45	- 8.2%
All Bedroom Counts	37	31	- 16.2%

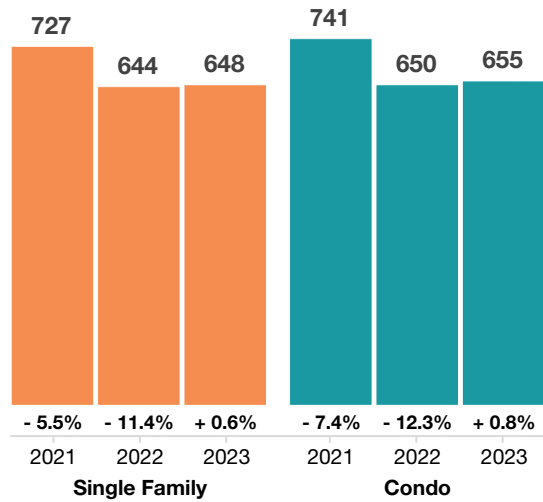
2-2022	2-2023	Change	2-2022	2-2023	Change
144	30	- 79.2%	52	22	- 58.9%
36	27	- 25.0%	36	24	- 33.1%
27	33	+ 22.2%	37	26	- 30.0%
46	46	0.0%	90	36	- 60.2%
35	36	+ 2.9%	38	25	- 34.2%

Overall New Listings

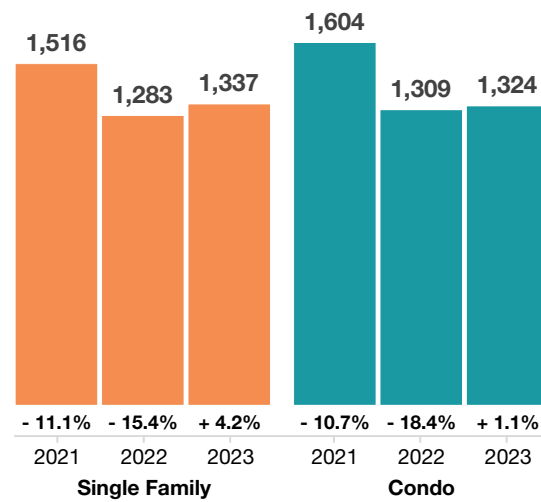
A count of the properties that have been newly listed on the market in a given month.



February

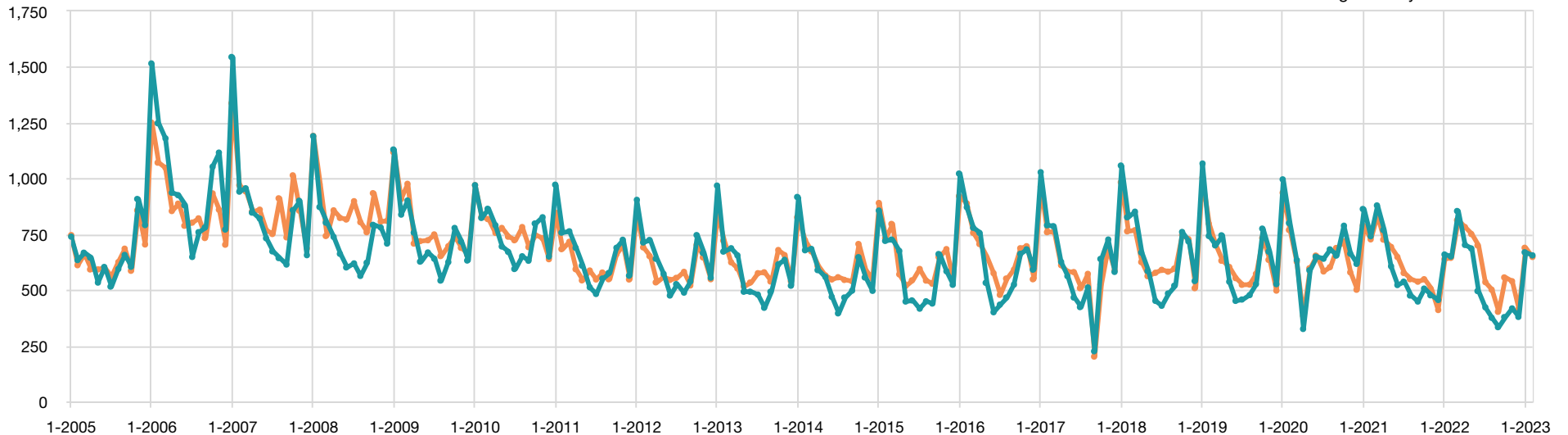


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2022	813	-2.4%	854	-2.8%
Apr-2022	782	+7.7%	702	-8.7%
May-2022	751	+8.4%	686	+13.2%
Jun-2022	700	+8.0%	495	-5.2%
Jul-2022	535	-7.1%	422	-21.4%
Aug-2022	501	-8.6%	375	-21.1%
Sep-2022	402	-25.1%	333	-25.7%
Oct-2022	556	+1.5%	378	-25.3%
Nov-2022	539	+6.5%	417	-12.4%
Dec-2022	413	+0.7%	379	-16.7%
Jan-2023	689	+7.8%	669	+1.5%
Feb-2023	648	+0.6%	655	+0.8%
12-Month Avg	611	+0.3%	530	-8.9%

Overall New Listings by Month

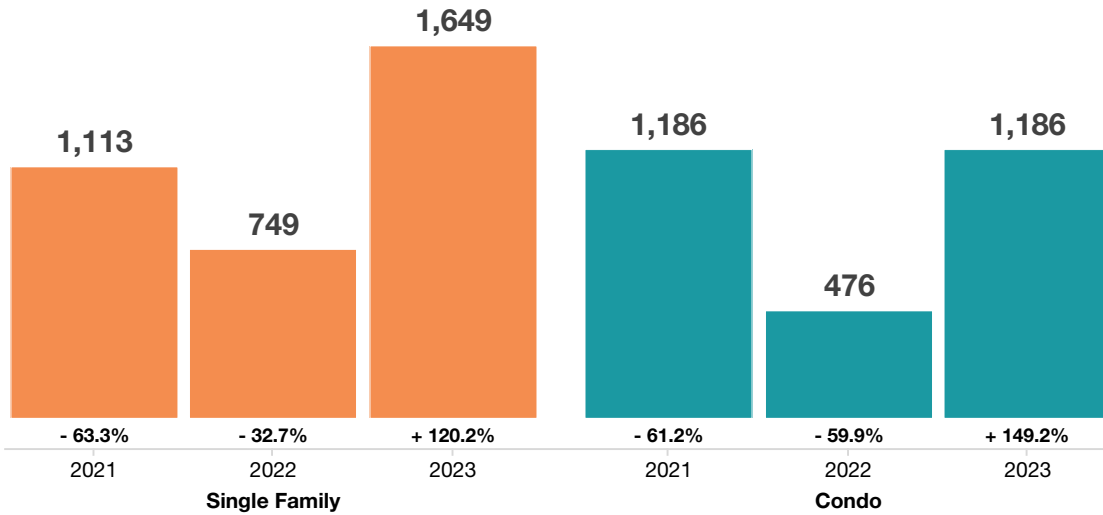


Overall Inventory of Homes for Sale

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

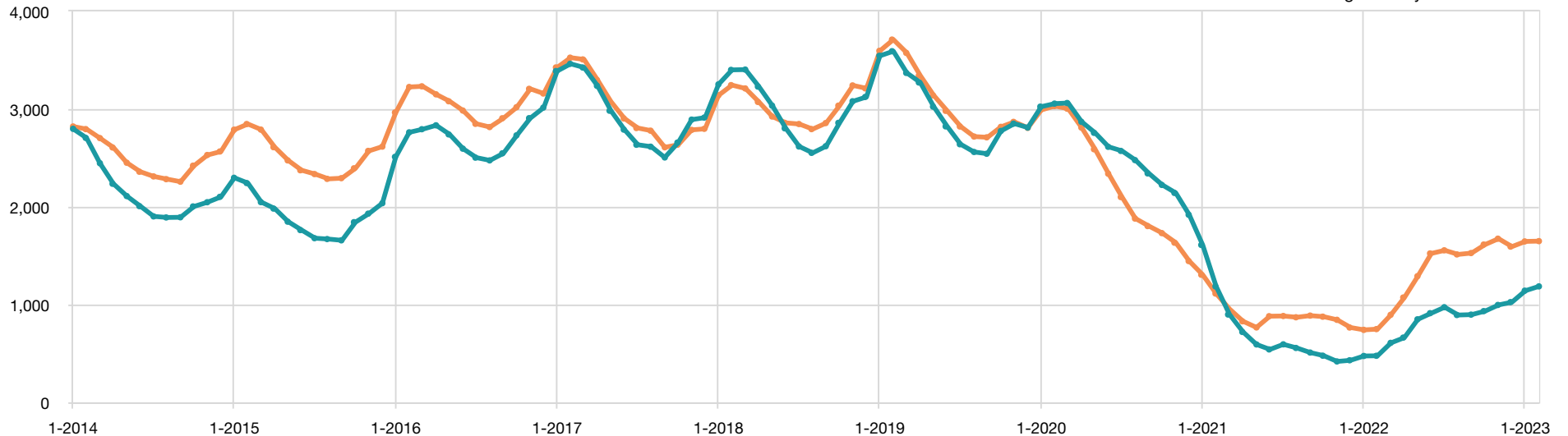


February



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2022	895	- 6.2%	608	- 32.3%
Apr-2022	1,072	+ 29.3%	662	- 8.1%
May-2022	1,290	+ 68.4%	849	+ 43.4%
Jun-2022	1,523	+ 72.9%	912	+ 68.6%
Jul-2022	1,555	+ 76.1%	973	+ 64.1%
Aug-2022	1,513	+ 73.9%	893	+ 60.6%
Sep-2022	1,527	+ 72.2%	897	+ 76.2%
Oct-2022	1,614	+ 84.2%	933	+ 95.6%
Nov-2022	1,674	+ 98.3%	996	+ 138.3%
Dec-2022	1,593	+ 108.2%	1,025	+ 138.4%
Jan-2023	1,646	+ 122.1%	1,142	+ 140.9%
Feb-2023	1,649	+ 120.2%	1,186	+ 149.2%
12-Month Avg	1,463	+ 74.8%	923	+ 65.7%

Overall Inventory of Homes for Sale by Month

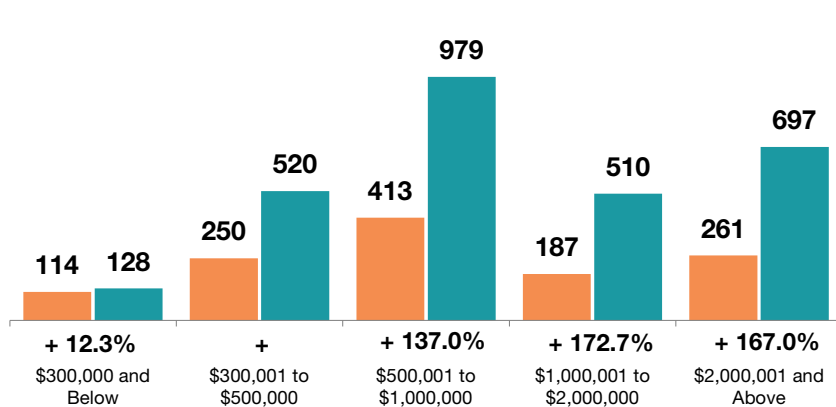


Overall Inventory of Homes for Sale by Price Range

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

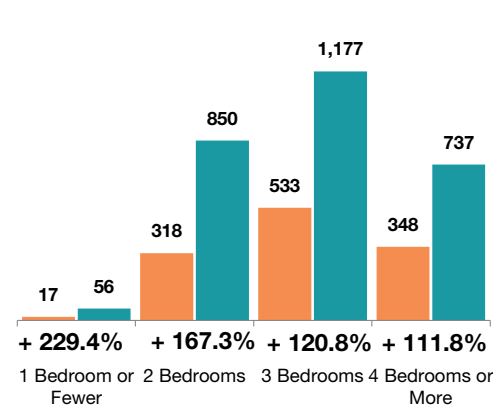
By Price Range

2-2022 2-2023



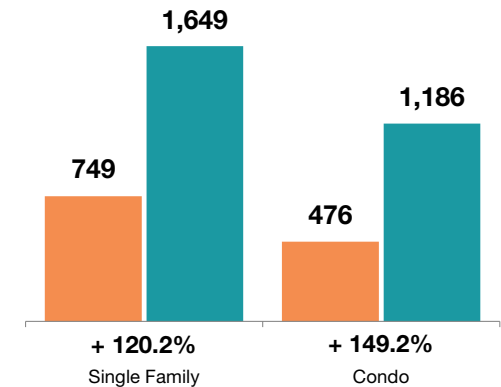
By Bedroom Count

2-2022 2-2023



By Property Type

2-2022 2-2023



All Properties

By Price Range

	2-2022	2-2023	Change
\$300,000 and Below	114	128	+ 12.3%
\$300,001 to \$500,000	250	520	+ 108.0%
\$500,001 to \$1,000,000	413	979	+ 137.0%
\$1,000,001 to \$2,000,000	187	510	+ 172.7%
\$2,000,001 and Above	261	697	+ 167.0%
All Price Ranges	1,225	2,835	+ 131.4%

Single Family

	2-2022	2-2023	Change
1 Bedroom or Fewer	7	16	+ 128.6%
2 Bedrooms	53	166	+ 213.2%
3 Bedrooms	356	752	+ 111.2%
4 Bedrooms or More	332	704	+ 112.0%
All Single Family	749	1,649	+ 120.2%

Condo

	2-2022	2-2023	Change
1 Bedroom or Fewer	10	40	+ 300.0%
2 Bedrooms	265	684	+ 158.1%
3 Bedrooms	177	425	+ 140.1%
4 Bedrooms or More	16	33	+ 106.3%
All Condo	476	1,186	+ 149.2%

By Bedroom Count

	2-2022	2-2023	Change
1 Bedroom or Fewer	17	56	+ 229.4%
2 Bedrooms	318	850	+ 167.3%
3 Bedrooms	533	1,177	+ 120.8%
4 Bedrooms or More	348	737	+ 111.8%
All Bedroom Counts	1,225	2,835	+ 131.4%

	2-2022	2-2023	Change
1 Bedroom or Fewer	7	16	+ 128.6%
2 Bedrooms	53	166	+ 213.2%
3 Bedrooms	356	752	+ 111.2%
4 Bedrooms or More	332	704	+ 112.0%
All Single Family	749	1,649	+ 120.2%

Listing and Sales Summary Report

February 2023

	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Feb-23	Feb-22	% Change	Feb-23	Feb-22	% Change	Feb-23	Feb-22	% Change	Feb-23	Feb-22	% Change
Overall Naples Market*	\$600,000	\$550,000	+9.1%	682	824	-17.2%	2,835	1,225	+131.4%	55	24	+129.2%
Collier County	\$605,000	\$563,950	+7.3%	738	893	-17.4%	3,260	1,373	+137.4%	53	25	+112.0%
Ave Maria	\$486,500	\$319,000	+52.5%	22	21	+4.8%	89	18	+394.4%	64	34	+88.2%
Central Naples	\$525,700	\$435,000	+20.9%	82	141	-41.8%	277	172	+61.0%	38	19	+100.0%
East Naples	\$535,000	\$533,650	+0.3%	191	214	-10.7%	662	333	+98.8%	59	31	+90.3%
Everglades City	\$450,000	\$231,500	+94.4%	1	2	-50.0%	7	3	+133.3%	101	65	+55.4%
Immokalee	\$351,000	--	--	5	0	--	6	12	-50.0%	37	--	--
Immokalee / Ave Maria	\$460,000	\$319,000	+44.2%	27	21	+28.6%	95	30	+216.7%	59	34	+73.5%
Naples	\$600,000	\$555,000	+8.1%	655	803	-18.4%	2,740	1,197	+128.9%	54	23	+134.8%
Naples Beach	\$1,523,750	\$926,000	+64.6%	122	154	-20.8%	809	307	+163.5%	66	32	+106.3%
North Naples	\$699,700	\$650,000	+7.6%	153	183	-16.4%	570	217	+162.7%	45	15	+200.0%
South Naples	\$475,000	\$405,000	+17.3%	107	111	-3.6%	422	166	+154.2%	57	17	+235.3%
34102	\$2,284,267	\$1,096,303	+108.4%	34	52	-34.6%	265	141	+87.9%	88	52	+69.2%
34103	\$1,287,500	\$950,000	+35.5%	44	49	-10.2%	236	83	+184.3%	61	31	+96.8%
34104	\$449,900	\$410,000	+9.7%	45	62	-27.4%	131	66	+98.5%	38	18	+111.1%
34105	\$717,399	\$597,400	+20.1%	28	49	-42.9%	102	51	+100.0%	43	9	+377.8%
34108	\$1,400,000	\$833,000	+68.1%	44	53	-17.0%	308	83	+271.1%	55	13	+323.1%
34109	\$713,350	\$695,750	+2.5%	40	42	-4.8%	120	53	+126.4%	35	9	+288.9%
34110	\$600,000	\$675,000	-11.1%	44	65	-32.3%	231	69	+234.8%	49	18	+172.2%
34112	\$410,000	\$311,000	+31.8%	62	60	+3.3%	226	98	+130.6%	40	16	+150.0%
34113	\$503,000	\$600,000	-16.2%	45	51	-11.8%	196	68	+188.2%	80	19	+321.1%
34114	\$554,950	\$653,000	-15.0%	80	72	+11.1%	261	89	+193.3%	51	29	+75.9%
34116	\$499,000	\$427,750	+16.7%	9	30	-70.0%	44	55	-20.0%	27	37	-27.0%
34117	\$495,000	\$470,000	+5.3%	19	39	-51.3%	95	80	+18.8%	91	51	+78.4%
34119	\$775,000	\$622,500	+24.5%	69	76	-9.2%	219	95	+130.5%	49	16	+206.3%
34120	\$546,897	\$515,000	+6.2%	92	103	-10.7%	306	164	+86.6%	60	24	+150.0%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$460,000	\$319,000	+44.2%	27	21	+28.6%	95	30	+216.7%	59	34	+73.5%

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

Local Market Update – February 2023

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Naples Beach

34102, 34103, 34108

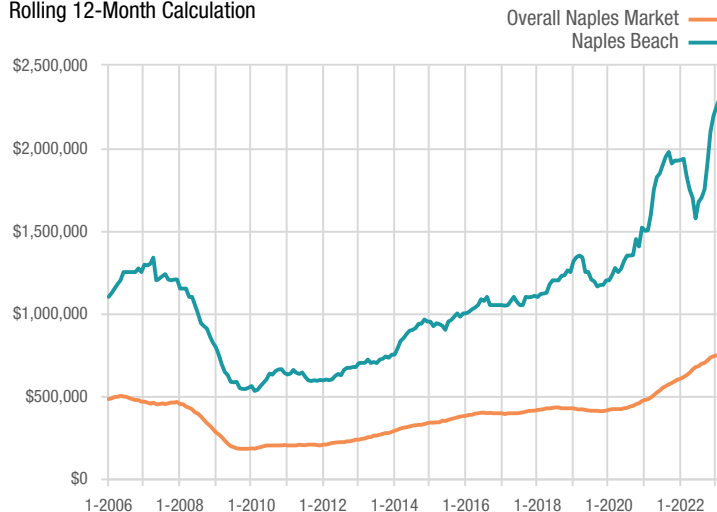
Single Family	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	112	121	+ 8.0%	202	262	+ 29.7%
Total Sales	54	48	- 11.1%	102	90	- 11.8%
Days on Market Until Sale	35	79	+ 125.7%	51	82	+ 60.8%
Median Closed Price*	\$926,000	\$2,484,267	+ 168.3%	\$926,000	\$2,775,000	+ 199.7%
Average Closed Price*	\$3,436,367	\$4,426,118	+ 28.8%	\$3,879,716	\$4,774,935	+ 23.1%
Percent of List Price Received*	99.8%	92.7%	- 7.1%	99.5%	93.5%	- 6.0%
Inventory of Homes for Sale	171	456	+ 166.7%	—	—	—
Months Supply of Inventory	2.0	8.9	+ 345.0%	—	—	—

Condo	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	143	171	+ 19.6%	311	347	+ 11.6%
Total Sales	100	74	- 26.0%	210	118	- 43.8%
Days on Market Until Sale	30	58	+ 93.3%	26	53	+ 103.8%
Median Closed Price*	\$930,000	\$1,387,500	+ 49.2%	\$996,250	\$1,242,500	+ 24.7%
Average Closed Price*	\$1,662,363	\$1,838,459	+ 10.6%	\$1,585,146	\$1,656,333	+ 4.5%
Percent of List Price Received*	100.2%	95.5%	- 4.7%	100.4%	95.2%	- 5.2%
Inventory of Homes for Sale	136	353	+ 159.6%	—	—	—
Months Supply of Inventory	0.9	4.3	+ 377.8%	—	—	—

* 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.

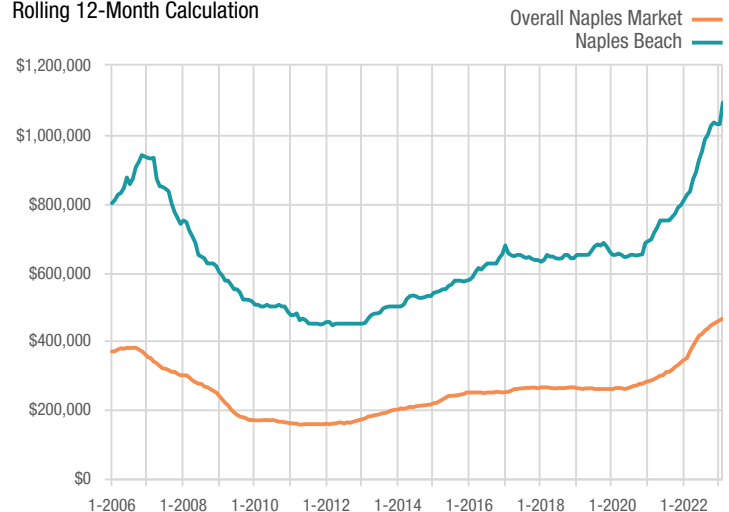
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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 – February 2023

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North Naples

34109, 34110, 34119

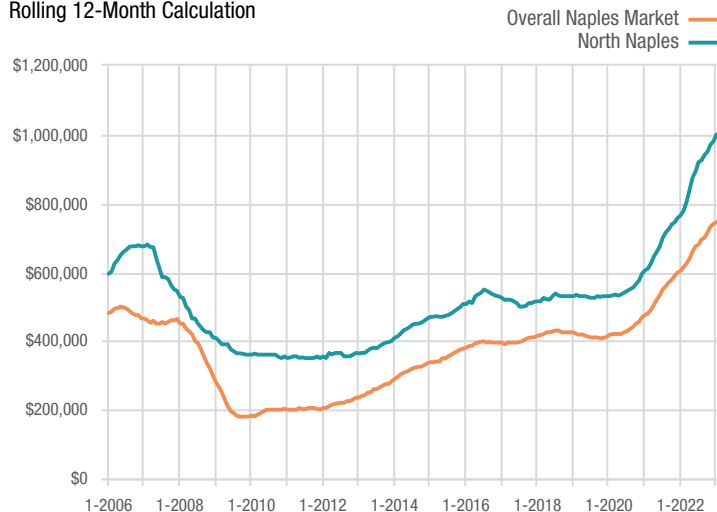
Single Family	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	143	131	- 8.4%	279	267	- 4.3%
Total Sales	84	78	- 7.1%	175	128	- 26.9%
Days on Market Until Sale	20	55	+ 175.0%	20	54	+ 170.0%
Median Closed Price*	\$965,000	\$1,025,000	+ 6.2%	\$878,000	\$1,072,500	+ 22.2%
Average Closed Price*	\$1,240,178	\$1,481,455	+ 19.5%	\$1,177,447	\$1,541,524	+ 30.9%
Percent of List Price Received*	101.7%	95.6%	- 6.0%	100.8%	95.2%	- 5.6%
Inventory of Homes for Sale	112	287	+ 156.3%	—	—	—
Months Supply of Inventory	0.8	3.2	+ 300.0%	—	—	—

Condo	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	177	171	- 3.4%	356	346	- 2.8%
Total Sales	99	75	- 24.2%	202	160	- 20.8%
Days on Market Until Sale	11	35	+ 218.2%	12	43	+ 258.3%
Median Closed Price*	\$405,000	\$440,000	+ 8.6%	\$415,000	\$500,000	+ 20.5%
Average Closed Price*	\$550,917	\$609,407	+ 10.6%	\$513,190	\$934,903	+ 82.2%
Percent of List Price Received*	102.2%	96.6%	- 5.5%	102.2%	96.9%	- 5.2%
Inventory of Homes for Sale	105	283	+ 169.5%	—	—	—
Months Supply of Inventory	0.6	2.4	+ 300.0%	—	—	—

* 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.

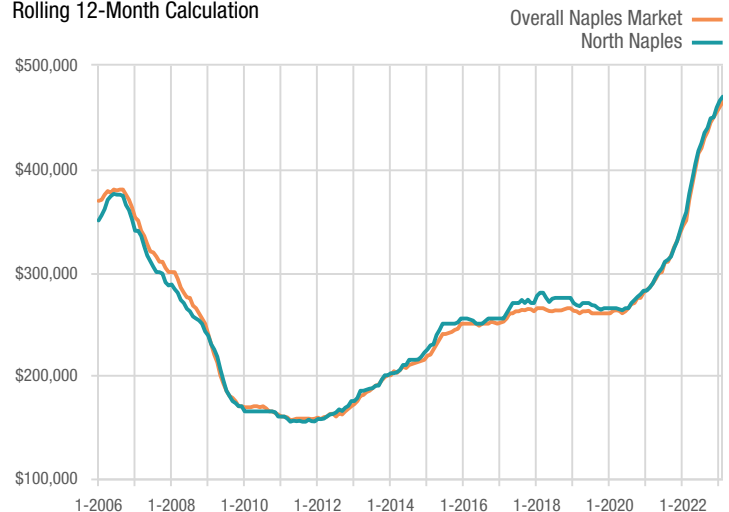
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

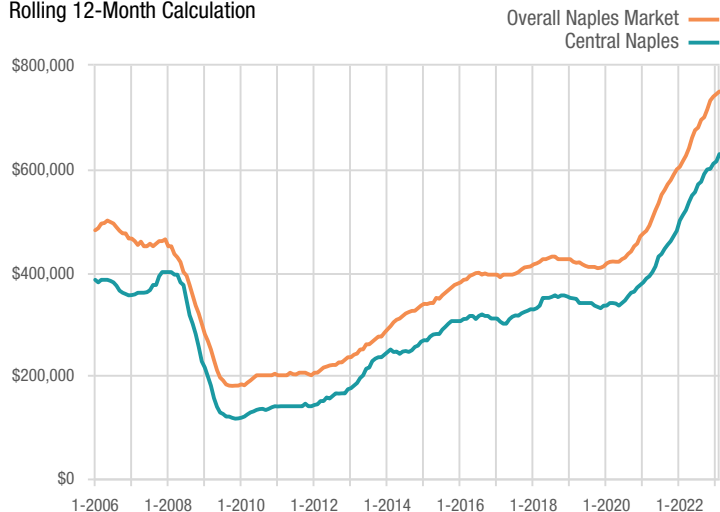
Single Family	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	100	83	- 17.0%	193	156	- 19.2%
Total Sales	80	42	- 47.5%	146	87	- 40.4%
Days on Market Until Sale	24	44	+ 83.3%	21	49	+ 133.3%
Median Closed Price*	\$570,000	\$737,000	+ 29.3%	\$559,500	\$660,000	+ 18.0%
Average Closed Price*	\$842,769	\$823,824	- 2.2%	\$832,050	\$803,832	- 3.4%
Percent of List Price Received*	100.2%	94.6%	- 5.6%	99.8%	94.9%	- 4.9%
Inventory of Homes for Sale	95	142	+ 49.5%	—	—	—
Months Supply of Inventory	1.1	2.5	+ 127.3%	—	—	—

Condo	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	103	71	- 31.1%	211	166	- 21.3%
Total Sales	61	40	- 34.4%	128	89	- 30.5%
Days on Market Until Sale	13	33	+ 153.8%	13	35	+ 169.2%
Median Closed Price*	\$336,000	\$424,000	+ 26.2%	\$300,000	\$372,500	+ 24.2%
Average Closed Price*	\$364,640	\$504,099	+ 38.2%	\$352,817	\$447,301	+ 26.8%
Percent of List Price Received*	102.8%	97.6%	- 5.1%	101.4%	96.8%	- 4.5%
Inventory of Homes for Sale	77	135	+ 75.3%	—	—	—
Months Supply of Inventory	0.7	2.0	+ 185.7%	—	—	—

* 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.

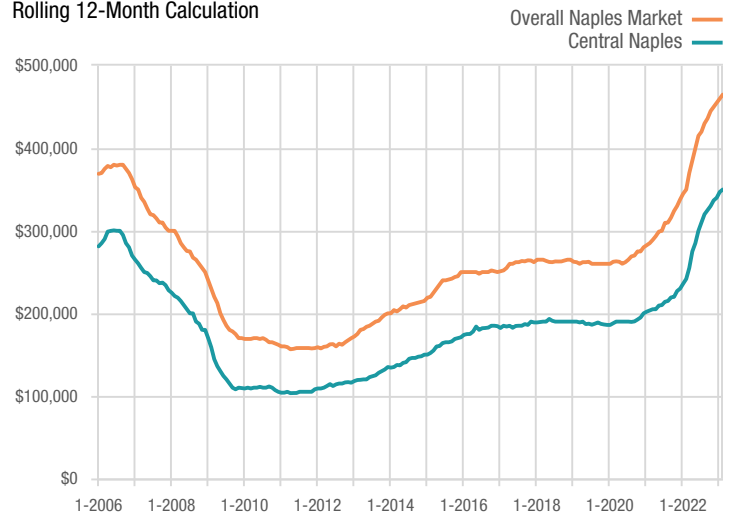
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – February 2023

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South Naples

34112, 34113

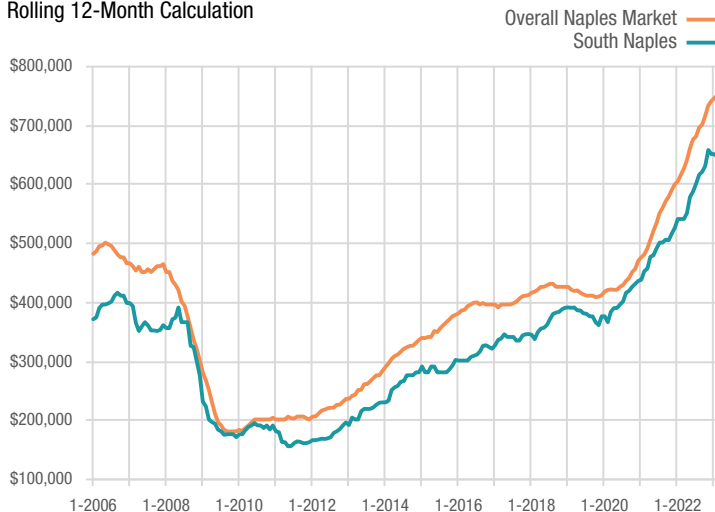
Single Family	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	65	84	+ 29.2%	132	160	+ 21.2%
Total Sales	37	40	+ 8.1%	81	67	- 17.3%
Days on Market Until Sale	26	64	+ 146.2%	31	66	+ 112.9%
Median Closed Price*	\$600,000	\$567,500	- 5.4%	\$650,000	\$590,000	- 9.2%
Average Closed Price*	\$820,481	\$810,500	- 1.2%	\$832,836	\$861,851	+ 3.5%
Percent of List Price Received*	100.5%	94.3%	- 6.2%	99.9%	93.7%	- 6.2%
Inventory of Homes for Sale	73	184	+ 152.1%	—	—	—
Months Supply of Inventory	1.0	3.9	+ 290.0%	—	—	—

Condo	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	138	145	+ 5.1%	256	264	+ 3.1%
Total Sales	74	67	- 9.5%	169	134	- 20.7%
Days on Market Until Sale	13	53	+ 307.7%	12	57	+ 375.0%
Median Closed Price*	\$345,000	\$410,000	+ 18.8%	\$349,500	\$433,500	+ 24.0%
Average Closed Price*	\$405,600	\$433,310	+ 6.8%	\$391,829	\$466,661	+ 19.1%
Percent of List Price Received*	101.5%	97.4%	- 4.0%	101.4%	96.7%	- 4.6%
Inventory of Homes for Sale	93	238	+ 155.9%	—	—	—
Months Supply of Inventory	0.7	2.7	+ 285.7%	—	—	—

* 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.

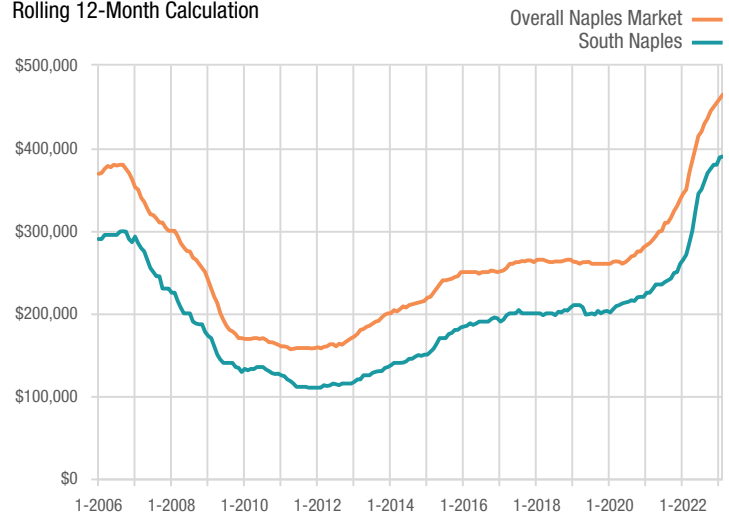
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

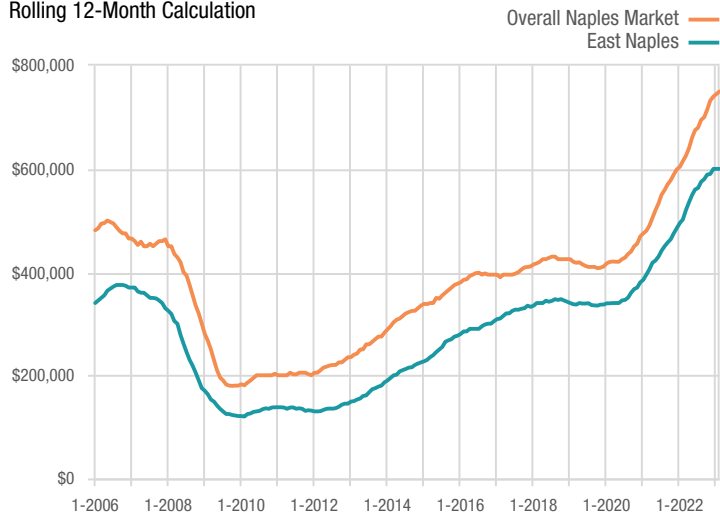
Single Family	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	207	203	- 1.9%	439	438	- 0.2%
Total Sales	177	133	- 24.9%	310	232	- 25.2%
Days on Market Until Sale	34	65	+ 91.2%	33	59	+ 78.8%
Median Closed Price*	\$555,000	\$569,996	+ 2.7%	\$574,500	\$600,000	+ 4.4%
Average Closed Price*	\$662,811	\$705,523	+ 6.4%	\$675,492	\$717,182	+ 6.2%
Percent of List Price Received*	98.6%	96.4%	- 2.2%	98.4%	96.6%	- 1.8%
Inventory of Homes for Sale	273	508	+ 86.1%	—	—	—
Months Supply of Inventory	1.5	3.7	+ 146.7%	—	—	—

Condo	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	82	84	+ 2.4%	163	180	+ 10.4%
Total Sales	37	58	+ 56.8%	93	92	- 1.1%
Days on Market Until Sale	17	47	+ 176.5%	23	44	+ 91.3%
Median Closed Price*	\$440,000	\$487,000	+ 10.7%	\$425,000	\$470,000	+ 10.6%
Average Closed Price*	\$476,097	\$518,905	+ 9.0%	\$471,784	\$517,529	+ 9.7%
Percent of List Price Received*	100.9%	97.2%	- 3.7%	100.2%	97.1%	- 3.1%
Inventory of Homes for Sale	60	154	+ 156.7%	—	—	—
Months Supply of Inventory	0.8	2.7	+ 237.5%	—	—	—

* 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.

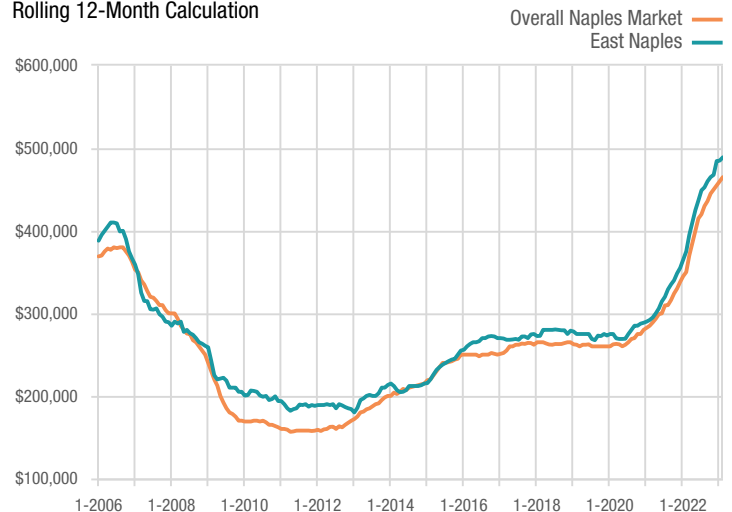
Median Closed Price - Single Family

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.

Immokalee / Ave Maria

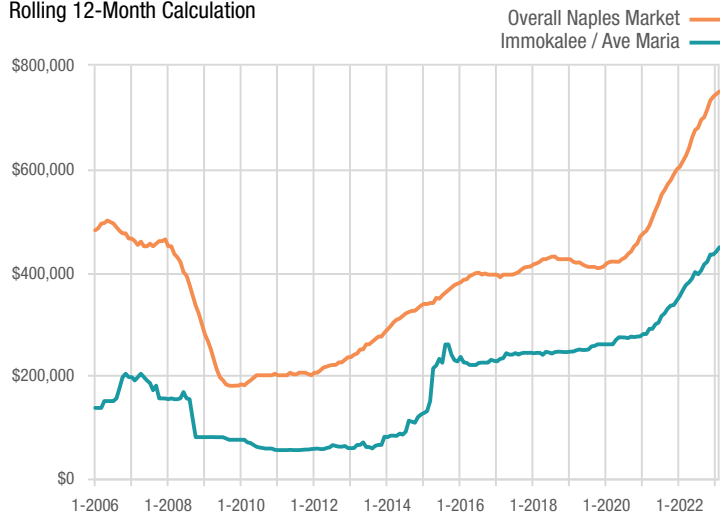
Single Family	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	17	26	+ 52.9%	38	54	+ 42.1%
Total Sales	10	24	+ 140.0%	34	41	+ 20.6%
Days on Market Until Sale	30	62	+ 106.7%	25	58	+ 132.0%
Median Closed Price*	\$427,500	\$466,500	+ 9.1%	\$417,500	\$500,000	+ 19.8%
Average Closed Price*	\$475,434	\$496,898	+ 4.5%	\$459,085	\$486,706	+ 6.0%
Percent of List Price Received*	99.4%	96.7%	- 2.7%	99.5%	96.2%	- 3.3%
Inventory of Homes for Sale	25	72	+ 188.0%	—	—	—
Months Supply of Inventory	1.0	4.0	+ 300.0%	—	—	—

Condo	February			Year to Date		
	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
Key Metrics						
New Listings	7	13	+ 85.7%	12	21	+ 75.0%
Total Sales	11	3	- 72.7%	13	4	- 69.2%
Days on Market Until Sale	38	40	+ 5.3%	58	56	- 3.4%
Median Closed Price*	\$283,997	\$365,000	+ 28.5%	\$283,997	\$377,500	+ 32.9%
Average Closed Price*	\$282,453	\$372,300	+ 31.8%	\$287,537	\$376,725	+ 31.0%
Percent of List Price Received*	100.0%	99.4%	- 0.6%	100.8%	99.0%	- 1.8%
Inventory of Homes for Sale	5	23	+ 360.0%	—	—	—
Months Supply of Inventory	1.1	7.1	+ 545.5%	—	—	—

* 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.

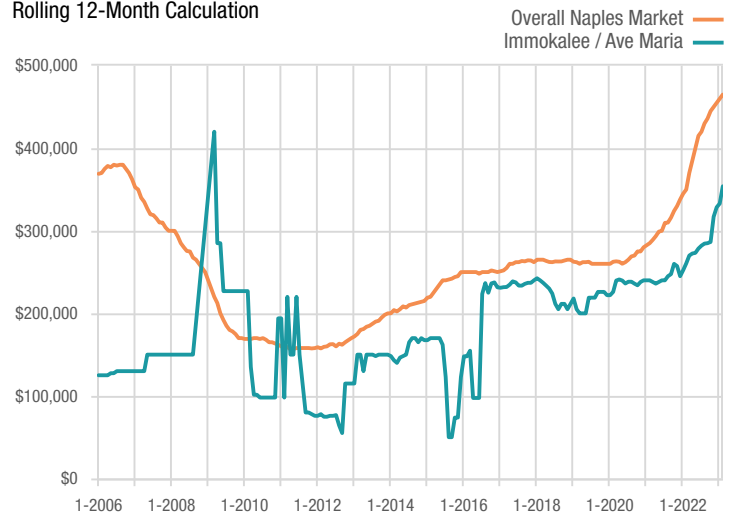
Median Closed Price - Single Family

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.