

Naples Area Market Report



January 2023

Evidence of growing confidence in the Naples real estate market revealed itself in January as a wave of new sellers entered the market during the month. New listings in January rose 74.5 percent compared to December 2022, and 3.2 percent to 1,338 new listings from 1,297 new listings a year ago according to the January 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island). But the rise in home options during January did not stymie home values as median closed prices rose 11.1 percent to \$600,000 from \$540,000 in January 2022.

Closed sales in January decreased 33.8 percent to 555 homes from 839 homes in January 2022. But the spike in new listings is a promising turn of events as they pushed inventory in January up 122.7 percent to 2,699 properties from 1,212 properties in January 2022. Broker analysts reviewing the report are optimistic and say it potentially could result in a better-than-expected winter home buying season.

Pending sales in January were remarkably higher than pending sales not only in December (682), but also compared to January 2019 (660) and January 2020 (892). Though compared to last January's phenomenal sales activity, pending sales this January decreased 20.5 percent to 1,092 pending sales from 1,373 pending sales in January 2022.

Showings decreased 20 percent compared to January 2022, but nearly doubled compared to December's reported showings. Of course, another factor contributing to increased contracts (pending sales) during January were the 1,092 price decreases reported for the month, which brought the overall percent of current list price value down to 95.8 percent, a 4.2 percent decrease from 100 percent in January 2022.

Quick Facts

- 33.8%	+ 11.1%	+ 122.7%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
- 9.4%	- 33.8%	- 32.6%
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	1-2022	1-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		1,297	1,338	+ 3.2%	1,297	1,338	+ 3.2%
Total Sales		839	555	- 33.8%	839	555	- 33.8%
Days on Market Until Sale		24	54	+ 125.0%	24	54	+ 125.0%
Median Closed Price		\$540,000	\$600,000	+ 11.1%	\$540,000	\$600,000	+ 11.1%
Average Closed Price		\$956,010	\$1,210,175	+ 26.6%	\$956,010	\$1,210,175	+ 26.6%
Percent of List Price Received		100.0%	95.8%	- 4.2%	100.0%	95.8%	- 4.2%
Pending Listings		1,373	1,092	- 20.5%	1,373	1,092	- 20.5%
Inventory of Homes for Sale		1,212	2,699	+ 122.7%	—	—	—
Months Supply of Inventory		1.0	3.3	+ 230.0%	—	—	—

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	1-2022	1-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		639	679	+ 6.3%	639	679	+ 6.3%
Total Sales		406	275	- 32.3%	406	275	- 32.3%
Days on Market Until Sale		31	59	+ 90.3%	31	59	+ 90.3%
Median Closed Price		\$674,378	\$715,000	+ 6.0%	\$674,378	\$715,000	+ 6.0%
Average Closed Price		\$1,233,627	\$1,590,232	+ 28.9%	\$1,233,627	\$1,590,232	+ 28.9%
Percent of List Price Received		99.1%	95.4%	- 3.7%	99.1%	95.4%	- 3.7%
Pending Listings		701	567	- 19.1%	701	567	- 19.1%
Inventory of Homes for Sale		739	1,596	+ 116.0%	—	—	—
Months Supply of Inventory		1.2	3.9	+ 225.0%	—	—	—

Condo Market Overview

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



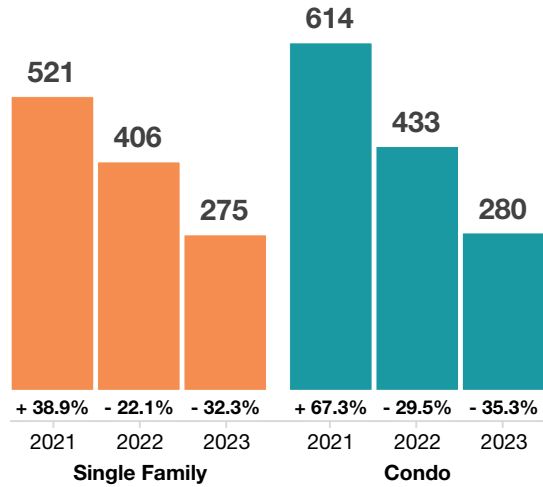
Key Metrics	Historical Sparkbars	1-2022	1-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		658	659	+ 0.2%	658	659	+ 0.2%
Total Sales		433	280	- 35.3%	433	280	- 35.3%
Days on Market Until Sale		18	48	+ 166.7%	18	48	+ 166.7%
Median Closed Price		\$425,000	\$482,500	+ 13.5%	\$425,000	\$482,500	+ 13.5%
Average Closed Price		\$696,987	\$836,904	+ 20.1%	\$696,987	\$836,904	+ 20.1%
Percent of List Price Received		100.9%	96.3%	- 4.6%	100.9%	96.3%	- 4.6%
Pending Listnigs		672	525	- 21.9%	672	525	- 21.9%
Inventory of Homes for Sale		473	1,103	+ 133.2%	—	—	—
Months Supply of Inventory		0.7	2.6	+ 271.4%	—	—	—

Overall Closed Sales

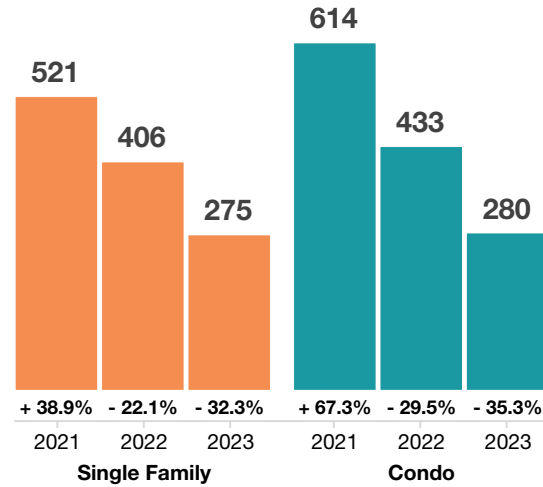
A count of the actual sales that closed in a given month.



January

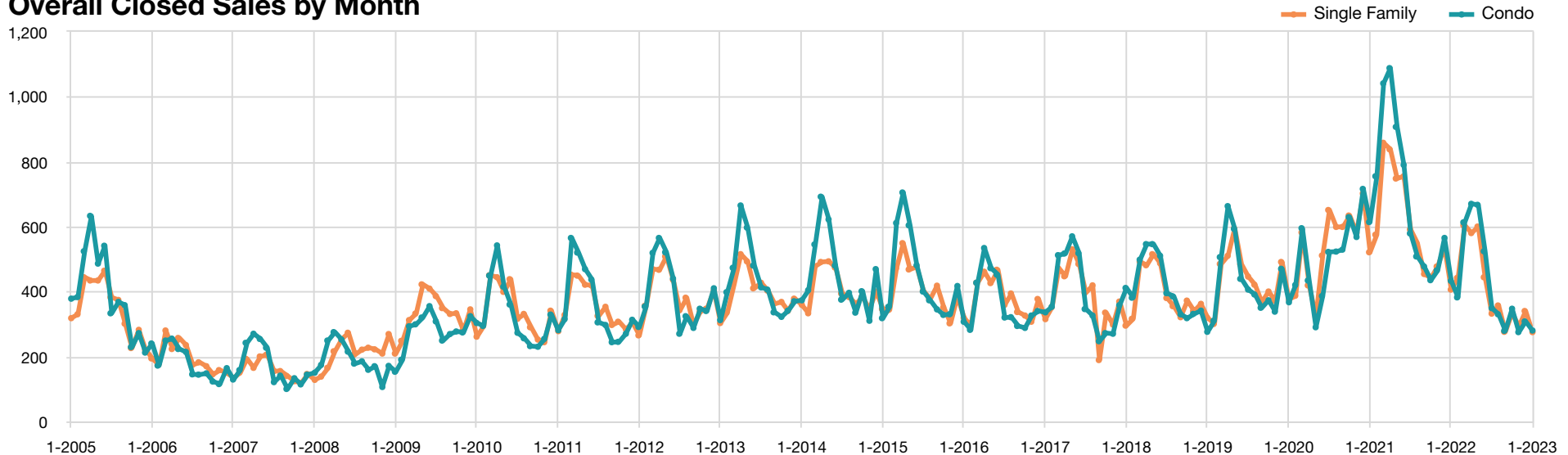


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2022	442	- 23.1%	382	- 49.4%
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%	349	- 39.7%
Aug-2022	357	- 35.0%	330	- 35.0%
Sep-2022	276	- 39.2%	279	- 41.5%
Oct-2022	334	- 24.4%	347	- 20.2%
Nov-2022	293	- 38.6%	275	- 40.9%
Dec-2022	340	- 36.8%	308	- 45.5%
Jan-2023	275	- 32.3%	280	- 35.3%
12-Month Avg	406	- 32.7%	419	- 37.5%

Overall Closed Sales by Month

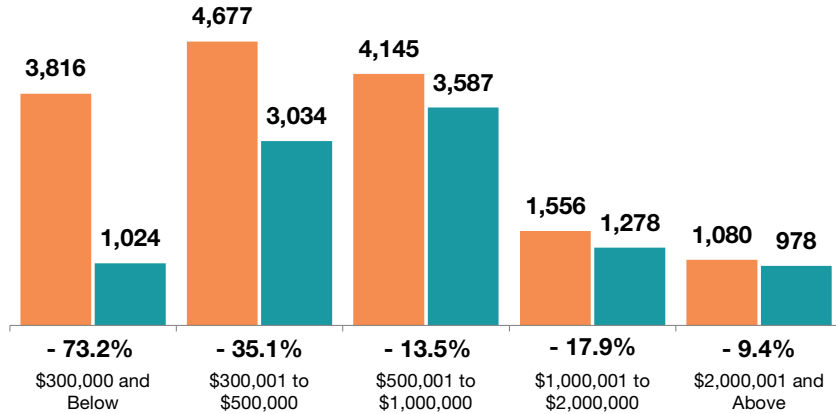


Overall Closed Sales by Price Range

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

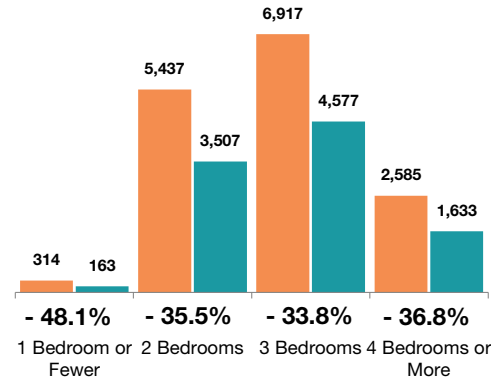
By Price Range

1-2022 1-2023



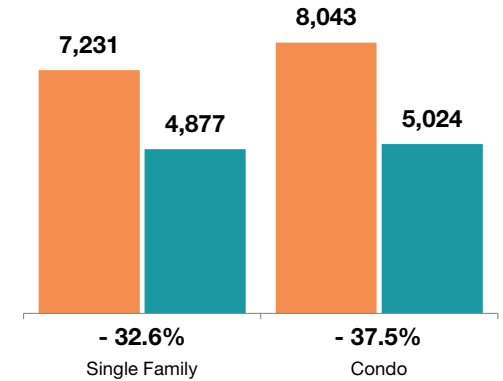
By Bedroom Count

1-2022 1-2023



By Property Type

1-2022 1-2023



All Properties

By Price Range	1-2022	1-2023	Change
\$300,000 and Below	3,816	1,024	- 73.2%
\$300,001 to \$500,000	4,677	3,034	- 35.1%
\$500,001 to \$1,000,000	4,145	3,587	- 13.5%
\$1,000,001 to \$2,000,000	1,556	1,278	- 17.9%
\$2,000,001 and Above	1,080	978	- 9.4%
All Price Ranges	15,274	9,901	- 35.2%

Single Family

1-2022	1-2023	Change
549	233	- 57.6%
2,157	936	- 56.6%
2,792	2,177	- 22.0%
961	856	- 10.9%
772	675	- 12.6%
7,231	4,877	- 32.6%

Condo

1-2022	1-2023	Change
3267	791	- 75.8%
2520	2098	- 16.7%
1353	1410	+ 4.2%
595	422	- 29.1%
308	303	- 1.6%
8,043	5,024	- 37.5%

By Bedroom Count

1-2022	1-2023	Change
314	163	- 48.1%
5,437	3,507	- 35.5%
6,917	4,577	- 33.8%
2,585	1,633	- 36.8%
15,274	9,901	- 35.2%

1-2022	1-2023	Change
41	23	- 43.9%
787	528	- 32.9%
3,982	2,793	- 29.9%
2,417	1,531	- 36.7%
7,231	4,877	- 32.6%

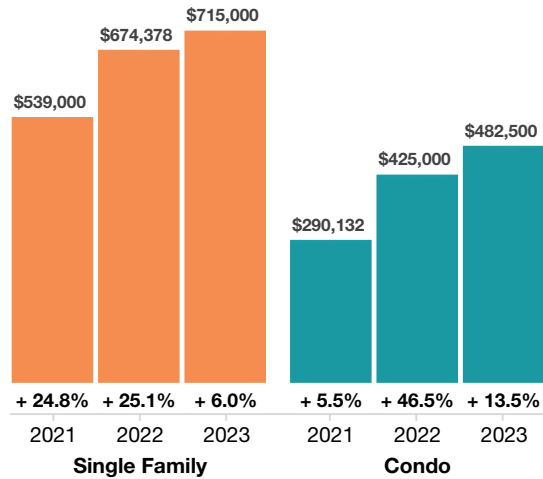
1-2022	1-2023	Change
273	140	- 48.7%
4,650	2,979	- 35.9%
2,935	1,784	- 39.2%
168	102	- 39.3%
8,043	5,024	- 37.5%

Overall Median Closed Price

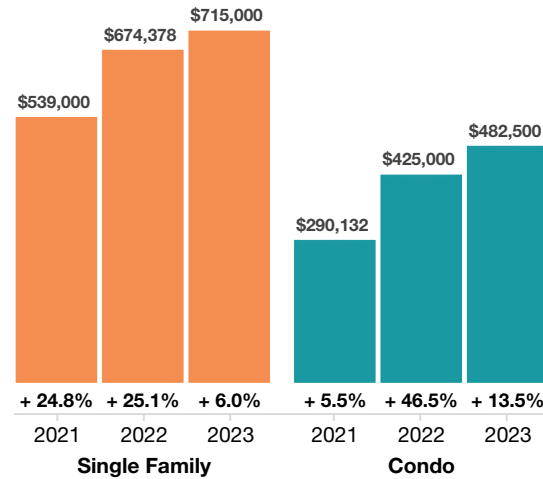
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



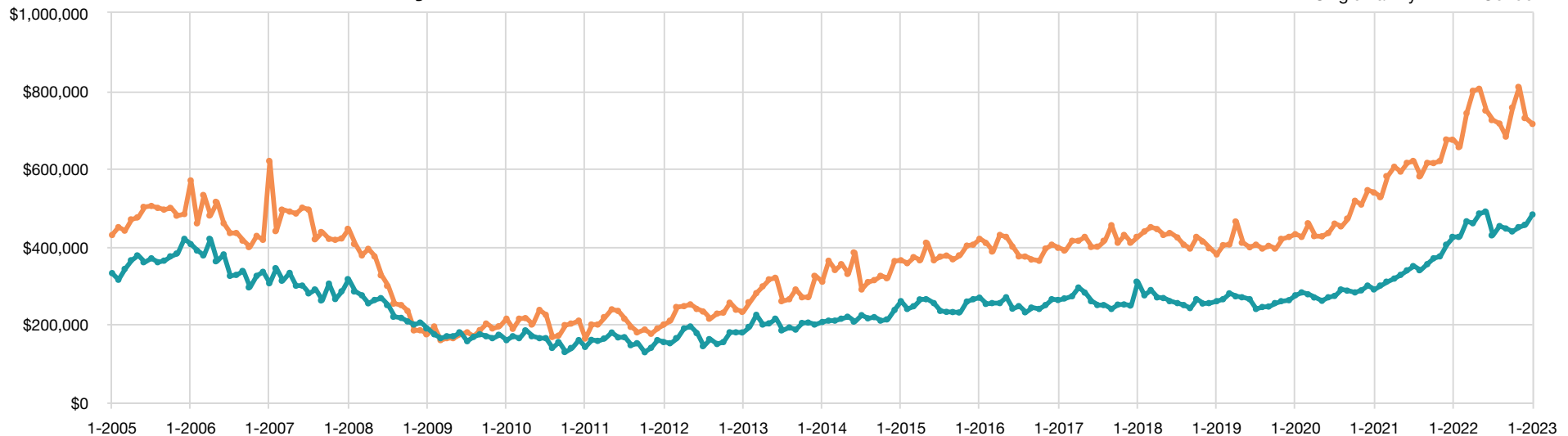
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2022	\$655,500	+ 24.4%	\$425,000	+ 41.7%
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%	\$429,000	+ 22.6%
Aug-2022	\$715,835	+ 23.3%	\$452,750	+ 33.4%
Sep-2022	\$682,500	+ 11.0%	\$446,520	+ 25.8%
Oct-2022	\$756,953	+ 23.2%	\$439,000	+ 18.6%
Nov-2022	\$810,000	+ 30.6%	\$450,000	+ 20.0%
Dec-2022	\$730,000	+ 8.1%	\$455,993	+ 12.6%
Jan-2023	\$715,000	+ 6.0%	\$482,500	+ 13.5%
12-Month Avg*	\$745,000	+ 23.3%	\$460,000	+ 33.3%

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

Overall Median Closed Price by Month

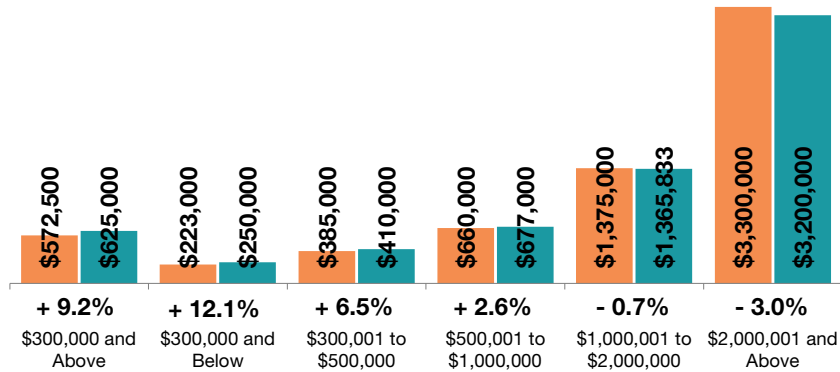


Overall Median Closed Price by Price Range

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

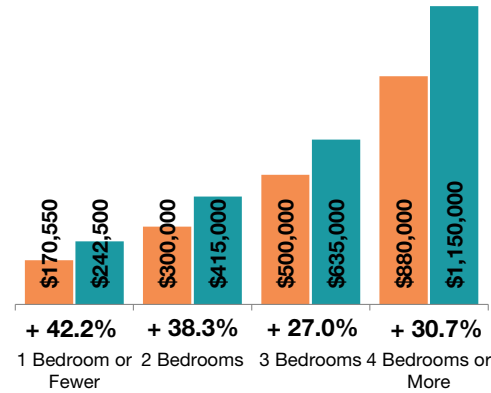
By Price Range

1-2022 1-2023



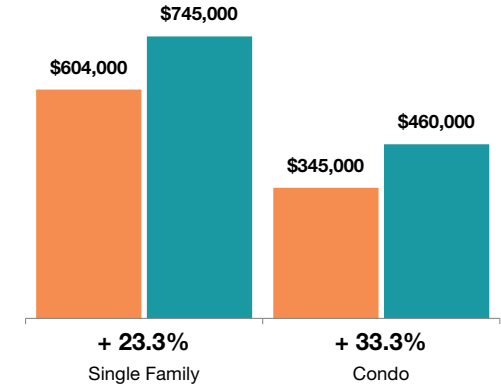
By Bedroom Count

1-2022 1-2023



By Property Type

1-2022 1-2023



All Properties

By Price Range

	1-2022	1-2023	Change
\$300,000 and Above	\$572,500	\$625,000	+ 9.2%
\$300,000 and Below	\$223,000	\$250,000	+ 12.1%
\$300,001 to \$500,000	\$385,000	\$410,000	+ 6.5%
\$500,001 to \$1,000,000	\$660,000	\$677,000	+ 2.6%
\$1,000,001 to \$2,000,000	\$1,375,000	\$1,365,833	- 0.7%
\$2,000,001 and Above	\$3,300,000	\$3,200,000	- 3.0%
All Price Ranges	\$452,000	\$579,000	+ 28.1%

Single Family

	1-2022	1-2023	Change
1 Bedroom or 2 Bedrooms Fewer	\$170,550	\$242,500	+ 42.2%
3 Bedrooms	\$300,000	\$415,000	+ 38.3%
4 Bedrooms	\$500,000	\$635,000	+ 27.0%
4 Bedrooms or More	\$880,000	\$1,150,000	+ 30.7%
All Single Family	\$604,000	\$745,000	+ 23.3%

Condo

	1-2022	1-2023	Change
1 Bedroom or 2 Bedrooms Fewer	\$170,550	\$242,500	+ 42.2%
3 Bedrooms	\$300,000	\$415,000	+ 38.3%
4 Bedrooms	\$500,000	\$635,000	+ 27.0%
4 Bedrooms or More	\$880,000	\$1,150,000	+ 30.7%
All Condo	\$345,000	\$460,000	+ 33.3%

By Bedroom Count

	1-2022	1-2023	Change
1 Bedroom or Fewer	\$170,550	\$242,500	+ 42.2%
2 Bedrooms	\$300,000	\$415,000	+ 38.3%
3 Bedrooms	\$500,000	\$635,000	+ 27.0%
4 Bedrooms or More	\$880,000	\$1,150,000	+ 30.7%
All Bedroom Counts	\$452,000	\$579,000	+ 28.1%

	1-2022	1-2023	Change
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All Single Family	\$604,000	\$745,000	+ 23.3%

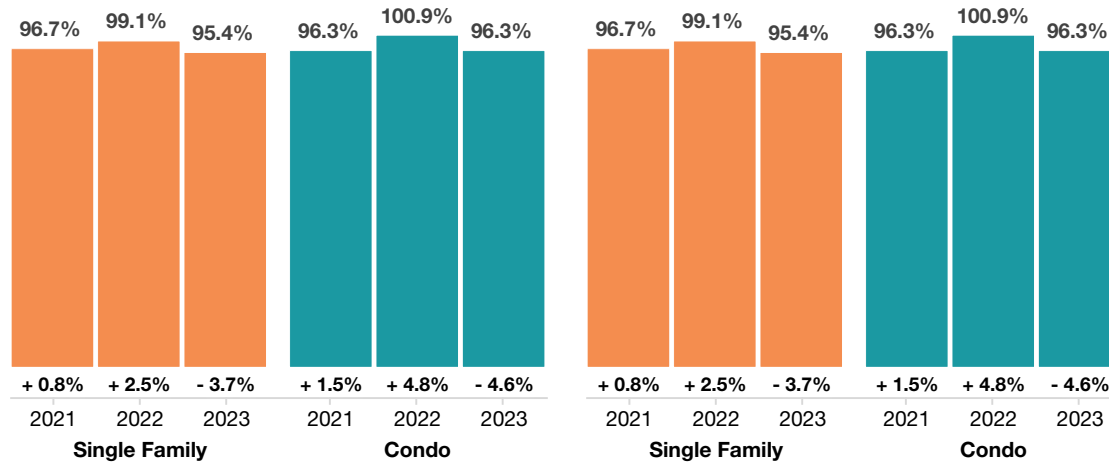
	1-2022	1-2023	Change
1 Bedroom or Fewer	\$170,550	\$242,500	+ 42.2%
2 Bedrooms	\$300,000	\$415,000	+ 38.3%
3 Bedrooms	\$500,000	\$635,000	+ 27.0%
4 Bedrooms or More	\$880,000	\$1,150,000	+ 30.7%
All Condo	\$345,000	\$460,000	+ 33.3%

Overall Percent of Current List Price Received

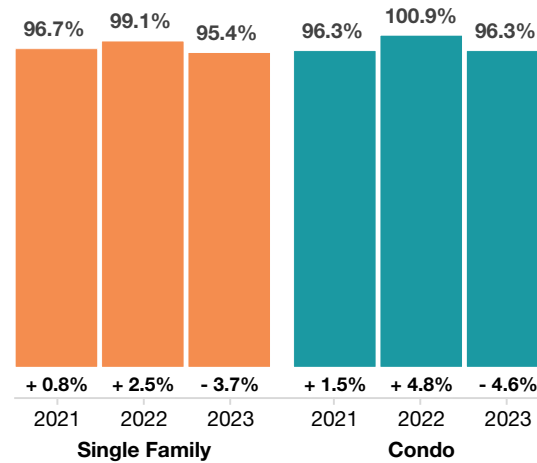


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January



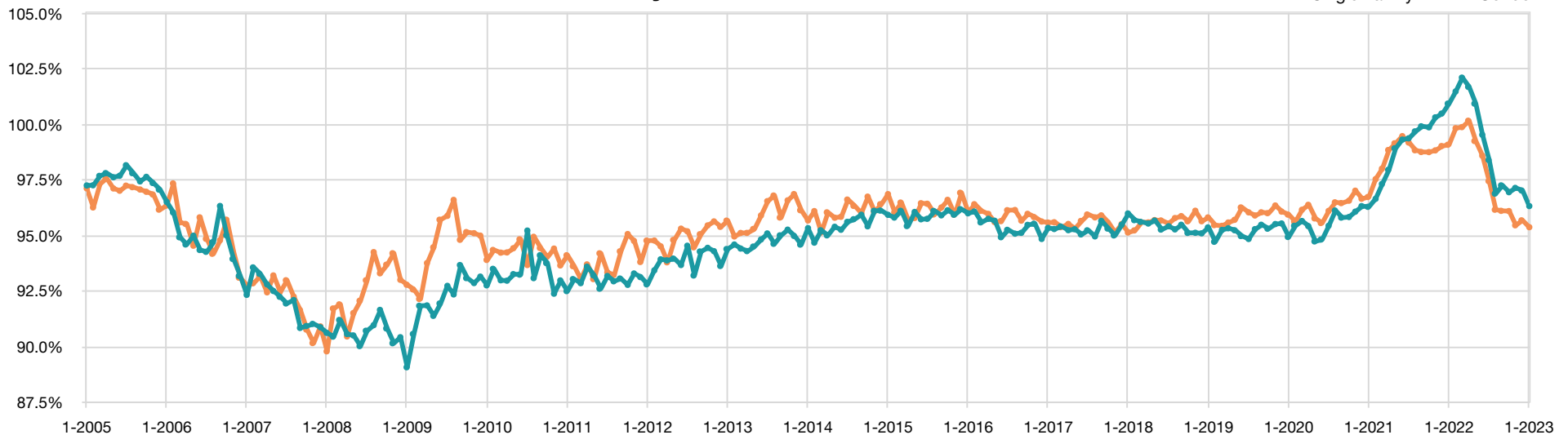
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2022	99.8%	+ 2.4%	101.5%	+ 5.1%
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	95.4%	- 3.7%	96.3%	- 4.6%
12-Month Avg*	98.0%	- 0.8%	99.4%	+ 0.6%

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

Overall Percent of Current List Price Received by Month



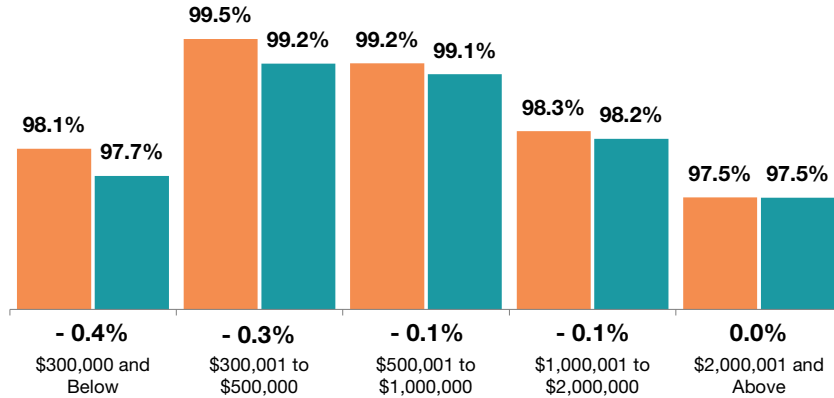
Overall Percent of Current List Price Received by Price Range



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.

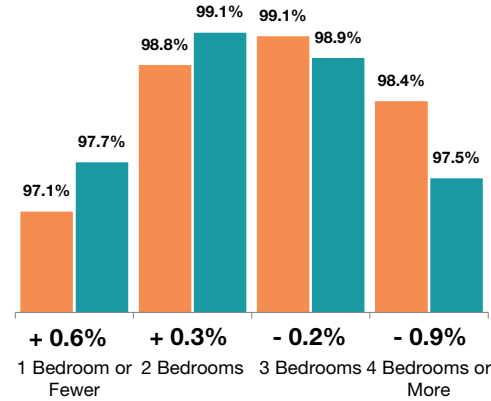
By Price Range

1-2022 1-2023



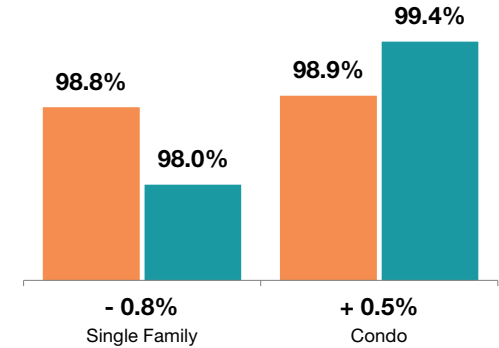
By Bedroom Count

1-2022 1-2023



By Property Type

1-2022 1-2023



All Properties

By Price Range	1-2022	1-2023	Change
\$300,000 and Below	98.1%	97.7%	-0.4%
\$300,001 to \$500,000	99.5%	99.2%	-0.3%
\$500,001 to \$1,000,000	99.2%	99.1%	-0.1%
\$1,000,001 to \$2,000,000	98.3%	98.2%	-0.1%
\$2,000,001 and Above	97.5%	97.5%	0.0%
All Price Ranges	98.8%	98.7%	-0.1%

Single Family

	1-2022	1-2023	Change
1 Bedroom or Fewer	96.6%	96.0%	-0.6%
2 Bedrooms	99.2%	98.1%	-1.1%
3 Bedrooms	99.3%	98.6%	-0.7%
4 Bedrooms or More	98.5%	97.7%	-0.8%
All Single Family	97.4%	97.0%	-0.4%
All Single Family	98.8%	98.0%	-0.8%

Condo

	1-2022	1-2023	Change
Single Family	98.4%	98.3%	-0.1%
Condo	99.8%	99.7%	-0.1%
Condo	99.0%	99.9%	+0.9%
Condo	98.1%	99.4%	+1.3%
Condo	97.7%	98.5%	+0.8%
All Condo	98.9%	99.4%	+0.5%

By Bedroom Count

	1-2022	1-2023	Change
1 Bedroom or Fewer	97.1%	97.7%	+0.6%
2 Bedrooms	98.8%	99.1%	+0.3%
3 Bedrooms	99.1%	98.9%	-0.2%
4 Bedrooms or More	98.4%	97.5%	-0.9%
All Bedroom Counts	98.8%	98.7%	-0.1%

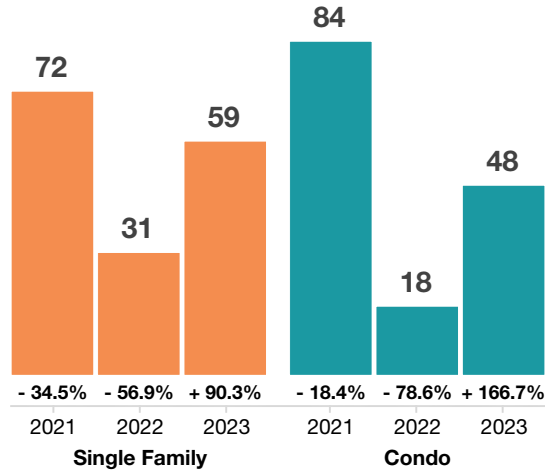
	1-2022	1-2023	Change
1 Bedroom or Fewer	93.9%	95.4%	+1.6%
2 Bedrooms	98.3%	97.6%	-0.7%
3 Bedrooms	99.1%	98.4%	-0.7%
4 Bedrooms or More	98.4%	97.4%	-1.0%
All Single Family	98.8%	98.0%	-0.8%
Single Family	97.6%	98.1%	+0.5%
Single Family	98.9%	99.4%	+0.5%
Single Family	99.1%	99.6%	+0.5%
Single Family	98.4%	99.0%	+0.6%
All Condo	98.9%	99.4%	+0.5%

Overall Days on Market Until Sale

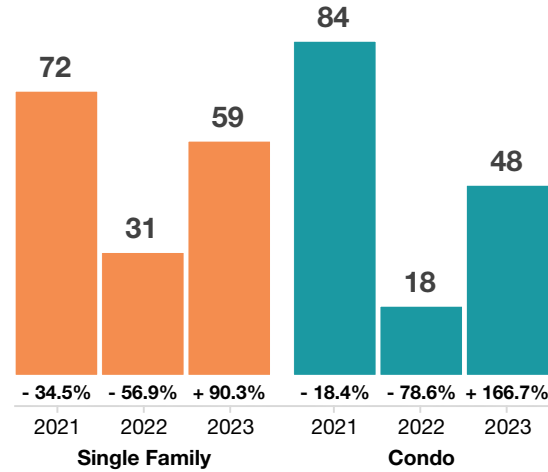
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



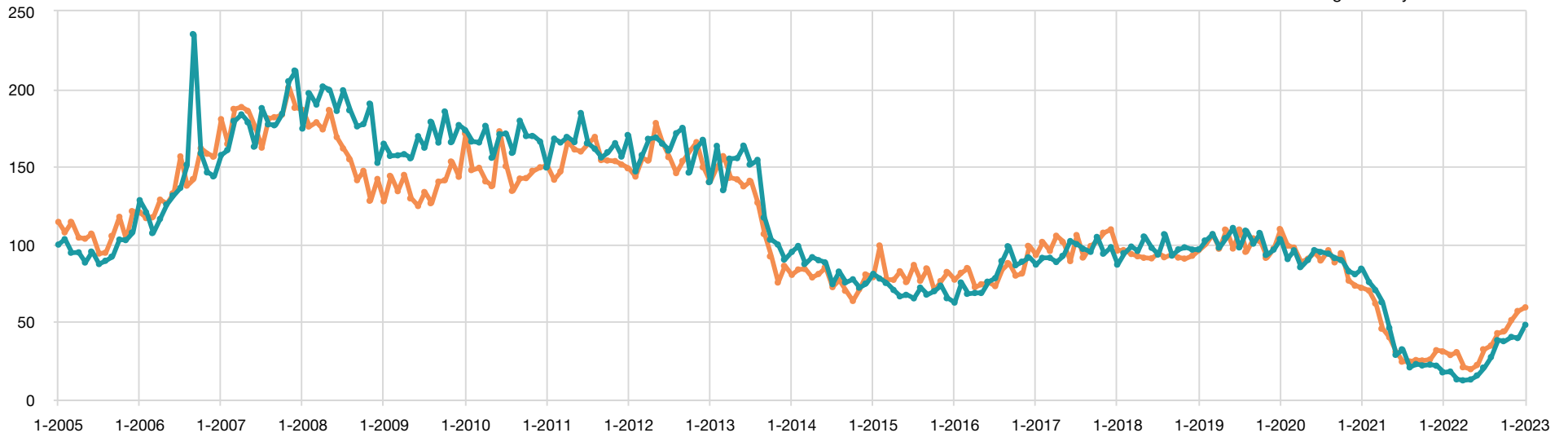
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2022	29	- 58.6%	18	- 76.3%
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%	21	- 34.4%
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%	40	+ 81.8%
Jan-2023	59	+ 90.3%	48	+ 166.7%
12-Month Avg*	34	- 11.7%	23	- 45.7%

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

Overall Days on Market Until Sale by Month

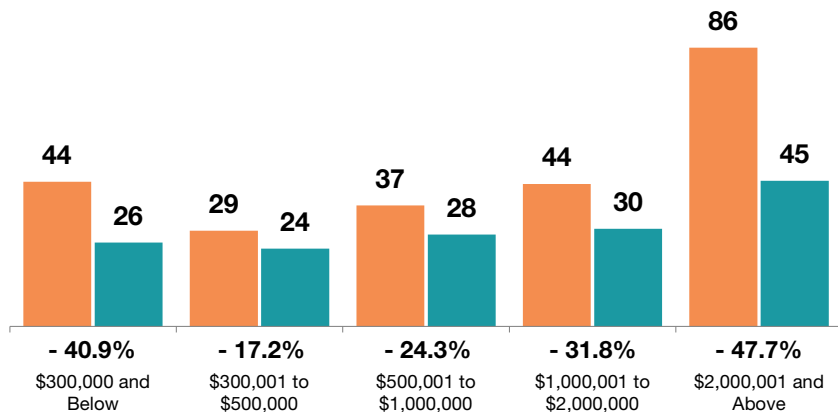


Overall Days on Market Until Sale by Price Range

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

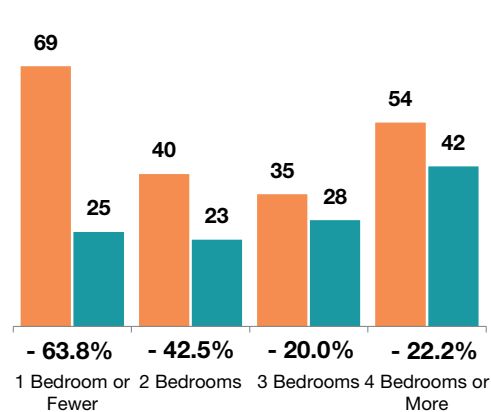
By Price Range

1-2022 1-2023



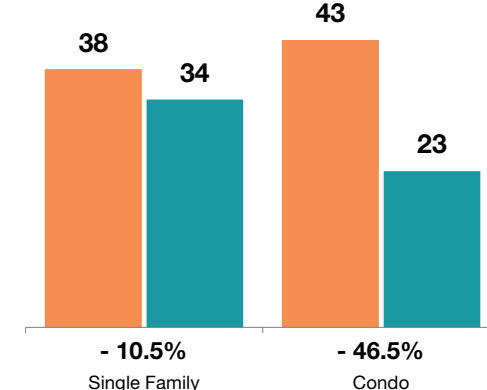
By Bedroom Count

1-2022 1-2023



By Property Type

1-2022 1-2023



All Properties

By Price Range

	1-2022	1-2023	Change
\$300,000 and Below	44	26	- 40.9%
\$300,001 to \$500,000	29	24	- 17.2%
\$500,001 to \$1,000,000	37	28	- 24.3%
\$1,000,001 to \$2,000,000	44	30	- 31.8%
\$2,000,001 and Above	86	45	- 47.7%
All Price Ranges	41	28	- 31.7%

Single Family

	1-2022	1-2023	Change
1-2022	53	31	- 41.5%
1-2023	29	30	+ 3.4%
Change	30	32	+ 6.7%
1-2022	37	31	- 16.2%
1-2023	85	49	- 42.4%
Change	38	34	- 10.5%

Condo

	1-2022	1-2023	Change
1-2022	43	24	- 44.2%
1-2023	30	21	- 30.0%
Change	52	23	- 55.8%
1-2022	54	27	- 50.0%
1-2023	86	34	- 60.5%
Change	43	23	- 46.5%

By Bedroom Count

	1-2022	1-2023	Change
1 Bedroom or Fewer	69	25	- 63.8%
2 Bedrooms	40	23	- 42.5%
3 Bedrooms	35	28	- 20.0%
4 Bedrooms or More	54	42	- 22.2%
All Bedroom Counts	41	28	- 31.7%

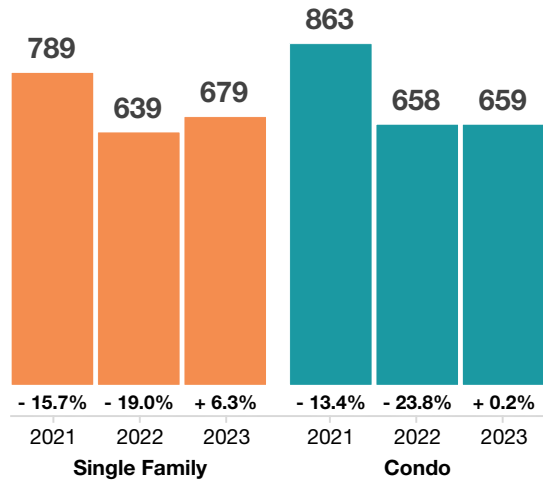
	1-2022	1-2023	Change
1-2022	148	39	- 73.6%
1-2023	39	25	- 35.9%
Change	30	31	+ 3.3%
1-2022	51	42	- 17.6%
1-2023	96	37	- 61.2%
Change	38	34	- 10.5%
1-2022	57	23	- 60.2%
1-2023	40	22	- 44.4%
Change	42	24	- 43.2%
1-2022	96	37	- 61.2%
1-2023	43	23	- 46.5%

Overall New Listings

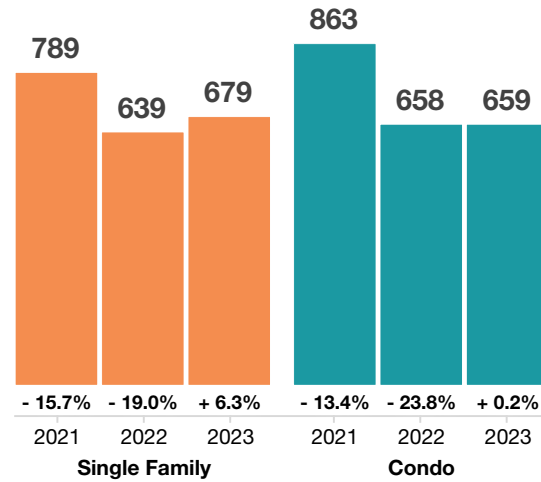
A count of the properties that have been newly listed on the market in a given month.



January

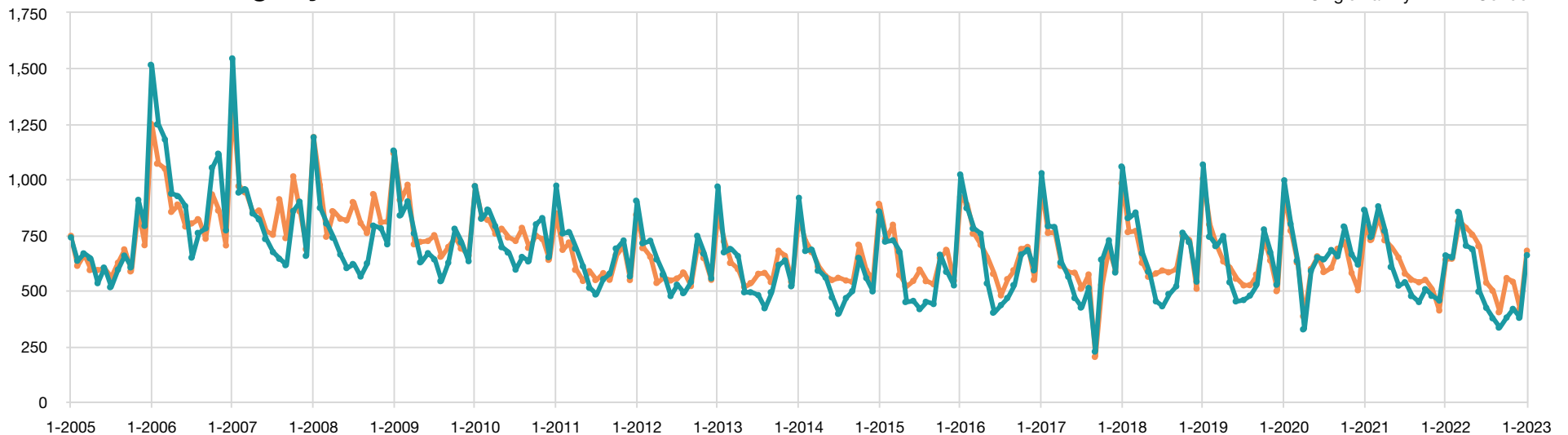


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2022	643	- 11.6%	649	- 12.4%
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	499	- 8.9%	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	414	+ 1.0%	377	- 17.1%
Jan-2023	679	+ 6.3%	659	+ 0.2%
12-Month Avg	609	- 1.1%	529	- 10.2%

Overall New Listings by Month

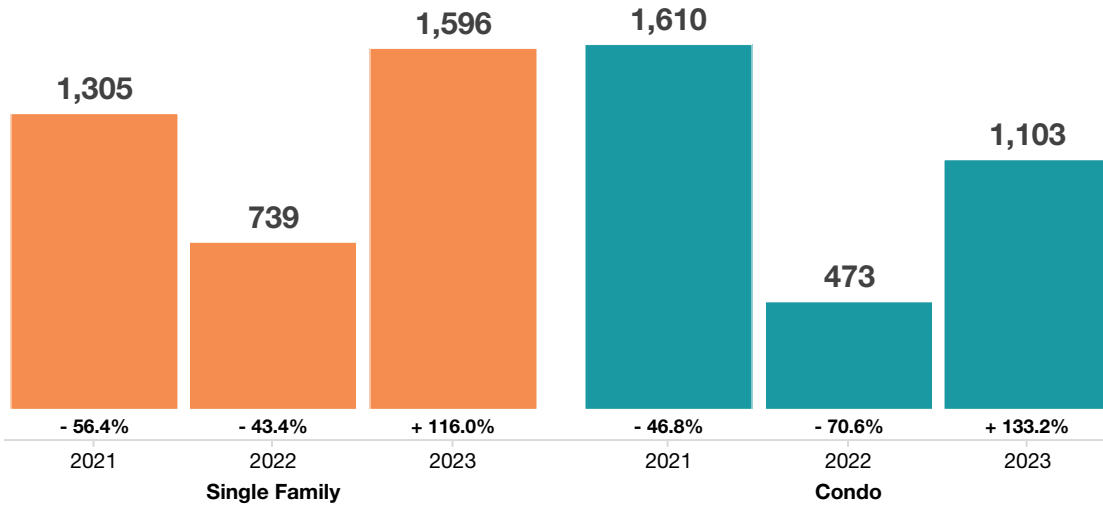


Overall Inventory of Homes for Sale

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

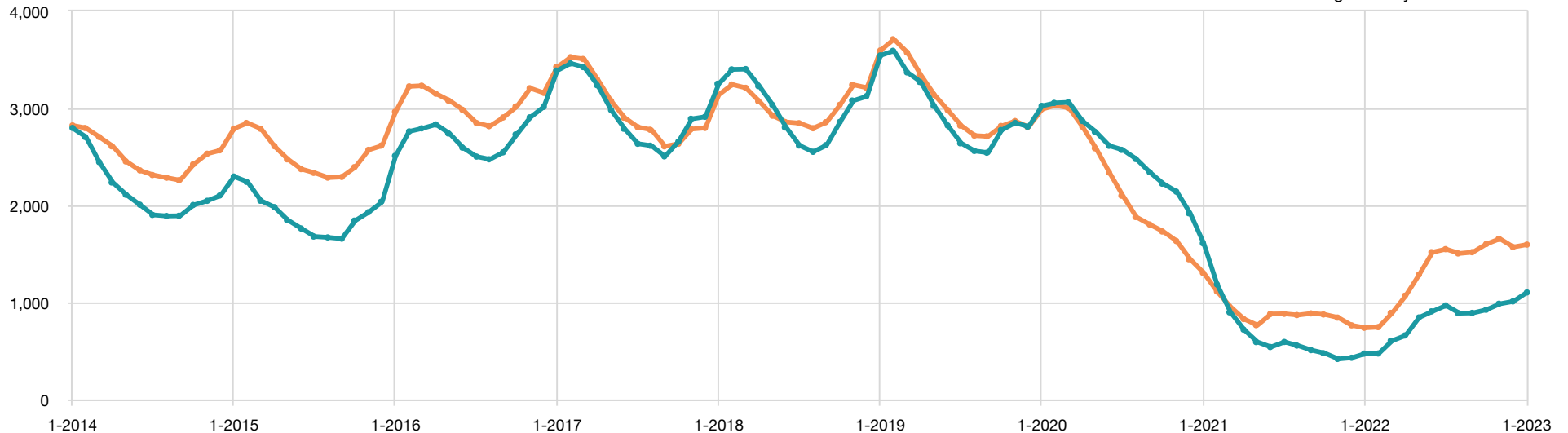


January



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2022	746	- 33.0%	474	- 60.0%
Mar-2022	892	- 6.5%	606	- 32.5%
Apr-2022	1,069	+ 29.0%	660	- 8.3%
May-2022	1,286	+ 67.9%	845	+ 42.7%
Jun-2022	1,518	+ 72.3%	908	+ 67.8%
Jul-2022	1,549	+ 75.4%	969	+ 63.4%
Aug-2022	1,505	+ 73.0%	889	+ 59.9%
Sep-2022	1,518	+ 71.1%	892	+ 75.2%
Oct-2022	1,602	+ 82.9%	925	+ 93.9%
Nov-2022	1,656	+ 96.2%	986	+ 135.9%
Dec-2022	1,571	+ 105.6%	1,011	+ 135.1%
Jan-2023	1,596	+ 116.0%	1,103	+ 133.2%
12-Month Avg	1,376	+ 58.7%	856	+ 39.0%

Overall Inventory of Homes for Sale by Month

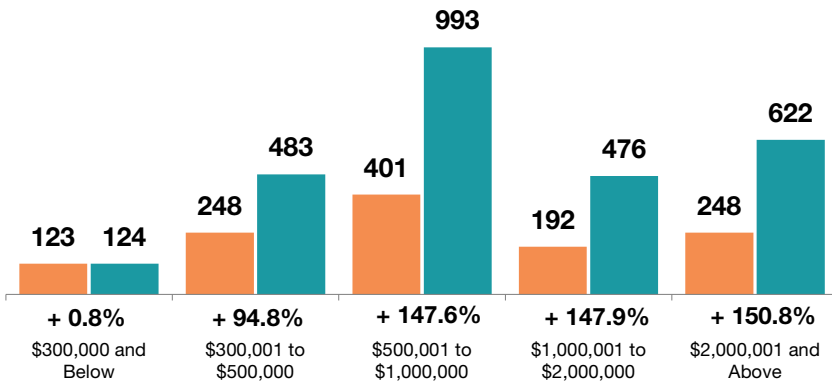


Overall Inventory of Homes for Sale by Price Range

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

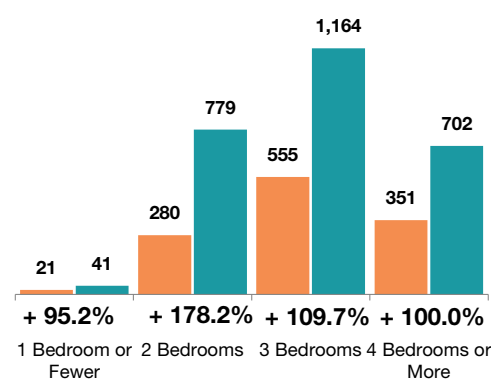
By Price Range

1-2022 1-2023



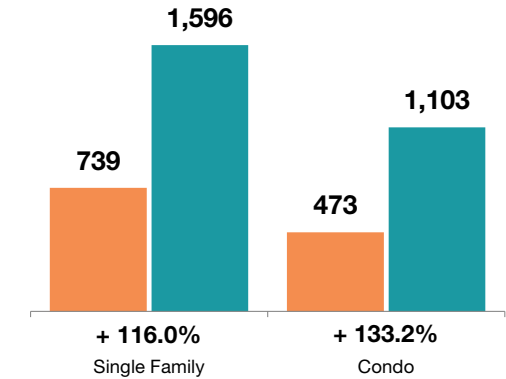
By Bedroom Count

1-2022 1-2023



By Property Type

1-2022 1-2023



All Properties

By Price Range

	1-2022	1-2023	Change
\$300,000 and Below	123	124	+ 0.8%
\$300,001 to \$500,000	248	483	+ 94.8%
\$500,001 to \$1,000,000	401	993	+ 147.6%
\$1,000,001 to \$2,000,000	192	476	+ 147.9%
\$2,000,001 and Above	248	622	+ 150.8%
All Price Ranges	1,212	2,699	+ 122.7%

Single Family

	1-2022	1-2023	Change
1 Bedroom or Fewer	39	51	+ 30.8%
2 Bedrooms	115	124	+ 7.8%
3 Bedrooms	291	606	+ 108.2%
4 Bedrooms or More	110	319	+ 190.0%
All Single Family	739	1,596	+ 116.0%

Condo

	1-2022	1-2023	Change
1 Bedroom or Fewer	84	73	- 13.1%
2 Bedrooms	133	359	+ 169.9%
3 Bedrooms	110	387	+ 251.8%
4 Bedrooms or More	82	157	+ 91.5%
All Condo	473	1,103	+ 133.2%

By Bedroom Count

	1-2022	1-2023	Change
1 Bedroom or Fewer	21	41	+ 95.2%
2 Bedrooms	280	779	+ 178.2%
3 Bedrooms	555	1,164	+ 109.7%
4 Bedrooms or More	351	702	+ 100.0%
All Bedroom Counts	1,212	2,699	+ 122.7%

	1-2022	1-2023	Change
1 Bedroom or Fewer	8	12	+ 50.0%
2 Bedrooms	55	150	+ 172.7%
3 Bedrooms	347	755	+ 117.6%
4 Bedrooms or More	328	671	+ 104.6%
All Single Family	739	1,596	+ 116.0%

	1-2022	1-2023	Change
1 Bedroom or Fewer	13	29	+ 123.1%
2 Bedrooms	225	629	+ 179.6%
3 Bedrooms	208	409	+ 96.6%
4 Bedrooms or More	23	31	+ 34.8%
All Condo	473	1,103	+ 133.2%

Listing and Sales Summary Report

January 2023

	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Jan-23	Jan-22	% Change	Jan-23	Jan-22	% Change	Jan-23	Jan-22	% Change	Jan-23	Jan-22	% Change
Overall Naples Market*	\$600,000	\$540,000	+11.1%	555	839	-33.8%	2,699	1,212	+122.7%	54	24	+125.0%
Collier County	\$629,250	\$565,000	+11.4%	594	925	-35.8%	3,107	1,359	+128.6%	53	26	+103.8%
Ave Maria	\$518,596	\$423,000	+22.6%	13	22	-40.9%	81	25	+224.0%	57	41	+39.0%
Central Naples	\$397,500	\$399,000	-0.4%	94	133	-29.3%	271	163	+66.3%	46	15	+206.7%
East Naples	\$600,000	\$549,000	+9.3%	132	189	-30.2%	672	321	+109.3%	48	30	+60.0%
Everglades City	--	--	--	0	0	--	8	3	+166.7%	--	--	--
Immokalee	\$329,900	\$237,900	+38.7%	5	4	+25.0%	11	11	0.0%	48	0	--
Immokalee / Ave Maria	\$511,798	\$410,000	+24.8%	18	26	-30.8%	92	36	+155.6%	55	35	+57.1%
Naples	\$625,000	\$549,000	+13.8%	537	813	-33.9%	2,606	1,176	+121.6%	54	24	+125.0%
Naples Beach	\$1,550,000	\$1,099,500	+41.0%	85	158	-46.2%	729	312	+133.7%	63	37	+70.3%
North Naples	\$795,000	\$575,000	+38.3%	133	194	-31.4%	518	225	+130.2%	51	16	+218.8%
South Naples	\$500,000	\$400,000	+25.0%	93	139	-33.1%	417	155	+169.0%	64	19	+236.8%
34102	\$2,125,000	\$1,320,500	+60.9%	33	42	-21.4%	244	153	+59.5%	75	65	+15.4%
34103	\$2,187,500	\$1,650,000	+32.6%	20	46	-56.5%	212	66	+221.2%	57	29	+96.6%
34104	\$355,000	\$333,500	+6.4%	45	58	-22.4%	125	56	+123.2%	37	14	+164.3%
34105	\$460,000	\$505,000	-8.9%	34	47	-27.7%	105	53	+98.1%	41	13	+215.4%
34108	\$1,197,500	\$869,500	+37.7%	32	70	-54.3%	273	93	+193.5%	55	24	+129.2%
34109	\$662,500	\$525,000	+26.2%	36	57	-36.8%	102	49	+108.2%	44	11	+300.0%
34110	\$1,610,000	\$462,000	+248.5%	53	53	0.0%	227	71	+219.7%	51	15	+240.0%
34112	\$410,000	\$320,000	+28.1%	45	74	-39.2%	227	88	+158.0%	44	18	+144.4%
34113	\$560,000	\$549,000	+2.0%	48	65	-26.2%	190	67	+183.6%	82	20	+310.0%
34114	\$600,000	\$588,205	+2.0%	54	72	-25.0%	260	94	+176.6%	42	41	+2.4%
34116	\$380,000	\$412,500	-7.9%	15	28	-46.4%	41	54	-24.1%	82	22	+272.7%
34117	\$530,000	\$475,000	+11.6%	11	31	-64.5%	99	63	+57.1%	62	30	+106.7%
34119	\$762,500	\$633,000	+20.5%	44	84	-47.6%	189	105	+80.0%	57	20	+185.0%
34120	\$600,000	\$549,500	+9.2%	67	86	-22.1%	313	164	+90.9%	51	22	+131.8%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$511,798	\$410,000	+24.8%	18	26	-30.8%	92	36	+155.6%	55	35	+57.1%

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

Local Market Update – January 2023

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Naples Beach

34102, 34103, 34108

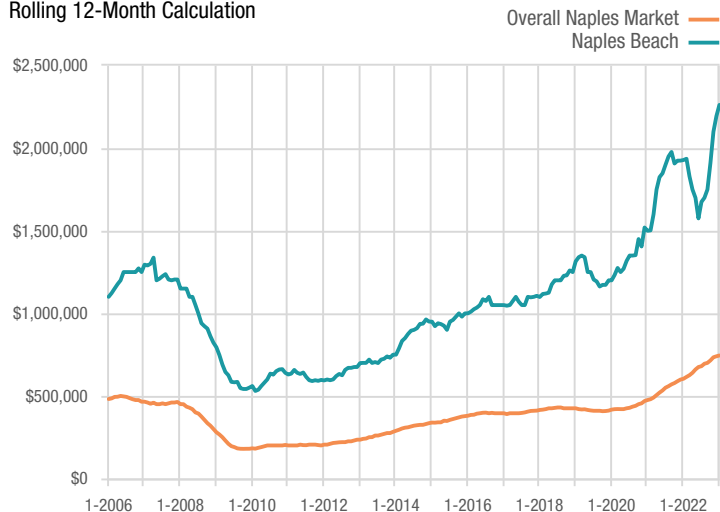
Single Family	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	90	136	+ 51.1%	90	136	+ 51.1%
Total Sales	48	41	- 14.6%	48	41	- 14.6%
Days on Market Until Sale	68	83	+ 22.1%	68	83	+ 22.1%
Median Closed Price*	\$987,500	\$4,000,000	+ 305.1%	\$987,500	\$4,000,000	+ 305.1%
Average Closed Price*	\$4,400,170	\$5,283,793	+ 20.1%	\$4,400,170	\$5,283,793	+ 20.1%
Percent of List Price Received*	99.3%	94.4%	- 4.9%	99.3%	94.4%	- 4.9%
Inventory of Homes for Sale	147	422	+ 187.1%	—	—	—
Months Supply of Inventory	1.7	8.2	+ 382.4%	—	—	—

Condo	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	168	172	+ 2.4%	168	172	+ 2.4%
Total Sales	110	44	- 60.0%	110	44	- 60.0%
Days on Market Until Sale	23	44	+ 91.3%	23	44	+ 91.3%
Median Closed Price*	\$1,100,500	\$1,087,500	- 1.2%	\$1,100,500	\$1,087,500	- 1.2%
Average Closed Price*	\$1,514,949	\$1,350,030	- 10.9%	\$1,514,949	\$1,350,030	- 10.9%
Percent of List Price Received*	100.5%	94.7%	- 5.8%	100.5%	94.7%	- 5.8%
Inventory of Homes for Sale	165	307	+ 86.1%	—	—	—
Months Supply of Inventory	1.0	3.7	+ 270.0%	—	—	—

* 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.

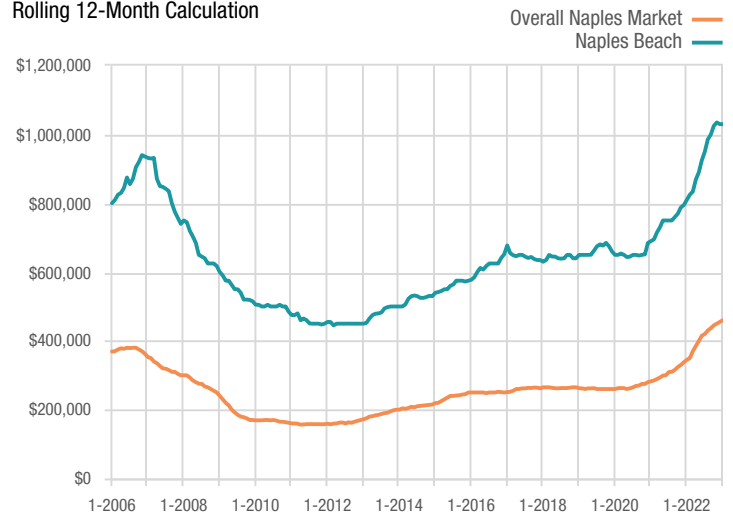
Median Closed Price - Single Family

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.

Local Market Update – January 2023

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North Naples

34109, 34110, 34119

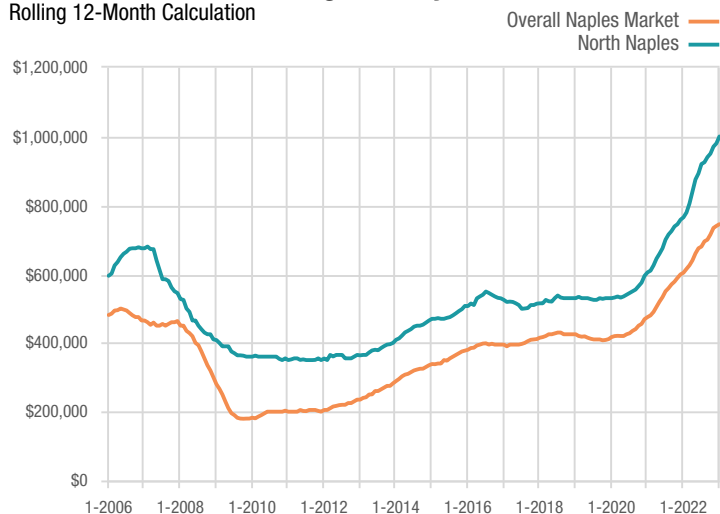
Single Family	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	136	132	- 2.9%	136	132	- 2.9%
Total Sales	91	48	- 47.3%	91	48	- 47.3%
Days on Market Until Sale	20	55	+ 175.0%	20	55	+ 175.0%
Median Closed Price*	\$820,000	\$1,183,750	+ 44.4%	\$820,000	\$1,183,750	+ 44.4%
Average Closed Price*	\$1,119,541	\$1,675,136	+ 49.6%	\$1,119,541	\$1,675,136	+ 49.6%
Percent of List Price Received*	99.9%	94.7%	- 5.2%	99.9%	94.7%	- 5.2%
Inventory of Homes for Sale	128	269	+ 110.2%	—	—	—
Months Supply of Inventory	0.9	3.0	+ 233.3%	—	—	—

Condo	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	178	173	- 2.8%	178	173	- 2.8%
Total Sales	103	85	- 17.5%	103	85	- 17.5%
Days on Market Until Sale	13	49	+ 276.9%	13	49	+ 276.9%
Median Closed Price*	\$425,000	\$555,000	+ 30.6%	\$425,000	\$555,000	+ 30.6%
Average Closed Price*	\$476,927	\$1,222,106	+ 156.2%	\$476,927	\$1,222,106	+ 156.2%
Percent of List Price Received*	102.1%	97.2%	- 4.8%	102.1%	97.2%	- 4.8%
Inventory of Homes for Sale	97	249	+ 156.7%	—	—	—
Months Supply of Inventory	0.6	2.1	+ 250.0%	—	—	—

* 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.

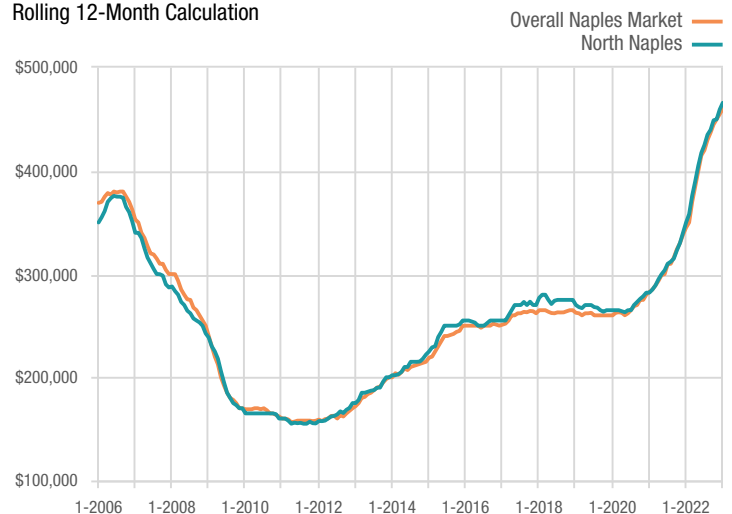
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

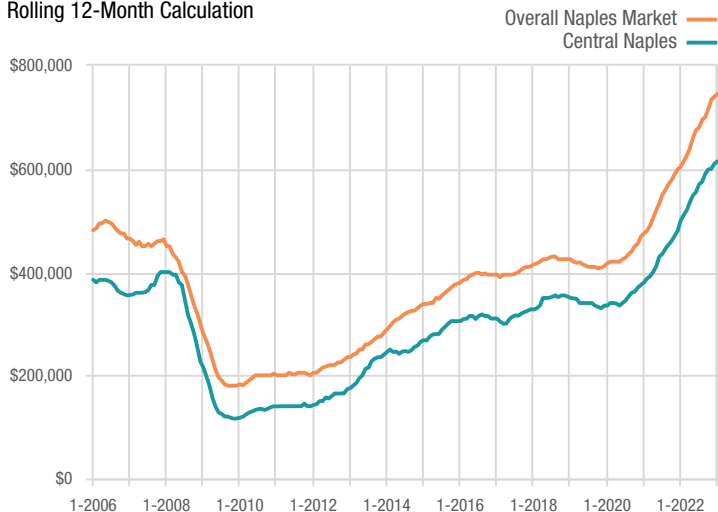
Single Family	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	93	71	- 23.7%	93	71	- 23.7%
Total Sales	66	45	- 31.8%	66	45	- 31.8%
Days on Market Until Sale	18	55	+ 205.6%	18	55	+ 205.6%
Median Closed Price*	\$529,500	\$614,000	+ 16.0%	\$529,500	\$614,000	+ 16.0%
Average Closed Price*	\$819,058	\$785,173	- 4.1%	\$819,058	\$785,173	- 4.1%
Percent of List Price Received*	99.2%	95.1%	- 4.1%	99.2%	95.1%	- 4.1%
Inventory of Homes for Sale	93	132	+ 41.9%	—	—	—
Months Supply of Inventory	1.1	2.2	+ 100.0%	—	—	—

Condo	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	108	93	- 13.9%	108	93	- 13.9%
Total Sales	67	49	- 26.9%	67	49	- 26.9%
Days on Market Until Sale	13	37	+ 184.6%	13	37	+ 184.6%
Median Closed Price*	\$295,000	\$349,900	+ 18.6%	\$295,000	\$349,900	+ 18.6%
Average Closed Price*	\$342,054	\$400,935	+ 17.2%	\$342,054	\$400,935	+ 17.2%
Percent of List Price Received*	100.1%	96.2%	- 3.9%	100.1%	96.2%	- 3.9%
Inventory of Homes for Sale	70	139	+ 98.6%	—	—	—
Months Supply of Inventory	0.6	2.0	+ 233.3%	—	—	—

* 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.

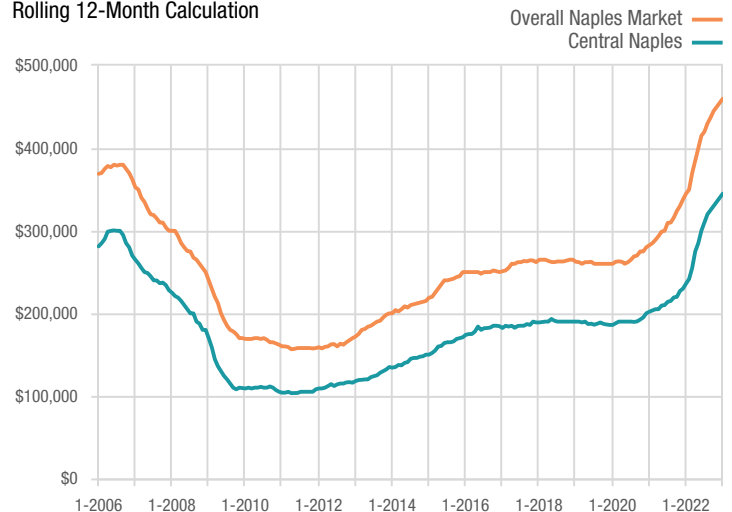
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – January 2023

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South Naples

34112, 34113

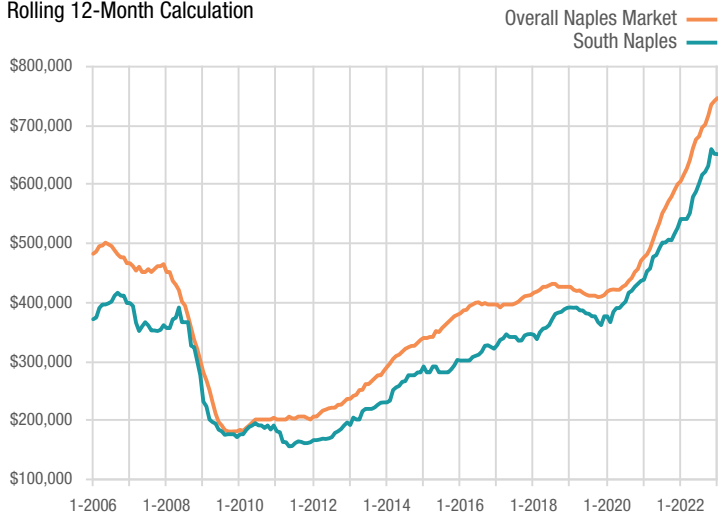
Single Family	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	67	76	+ 13.4%	67	76	+ 13.4%
Total Sales	44	26	- 40.9%	44	26	- 40.9%
Days on Market Until Sale	35	71	+ 102.9%	35	71	+ 102.9%
Median Closed Price*	\$670,488	\$600,000	- 10.5%	\$670,488	\$600,000	- 10.5%
Average Closed Price*	\$843,225	\$958,538	+ 13.7%	\$843,225	\$958,538	+ 13.7%
Percent of List Price Received*	99.5%	92.8%	- 6.7%	99.5%	92.8%	- 6.7%
Inventory of Homes for Sale	69	180	+ 160.9%	—	—	—
Months Supply of Inventory	0.9	3.9	+ 333.3%	—	—	—

Condo	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	118	117	- 0.8%	118	117	- 0.8%
Total Sales	95	67	- 29.5%	95	67	- 29.5%
Days on Market Until Sale	11	61	+ 454.5%	11	61	+ 454.5%
Median Closed Price*	\$350,000	\$442,500	+ 26.4%	\$350,000	\$442,500	+ 26.4%
Average Closed Price*	\$381,246	\$500,012	+ 31.2%	\$381,246	\$500,012	+ 31.2%
Percent of List Price Received*	101.2%	95.9%	- 5.2%	101.2%	95.9%	- 5.2%
Inventory of Homes for Sale	86	237	+ 175.6%	—	—	—
Months Supply of Inventory	0.6	2.7	+ 350.0%	—	—	—

* 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.

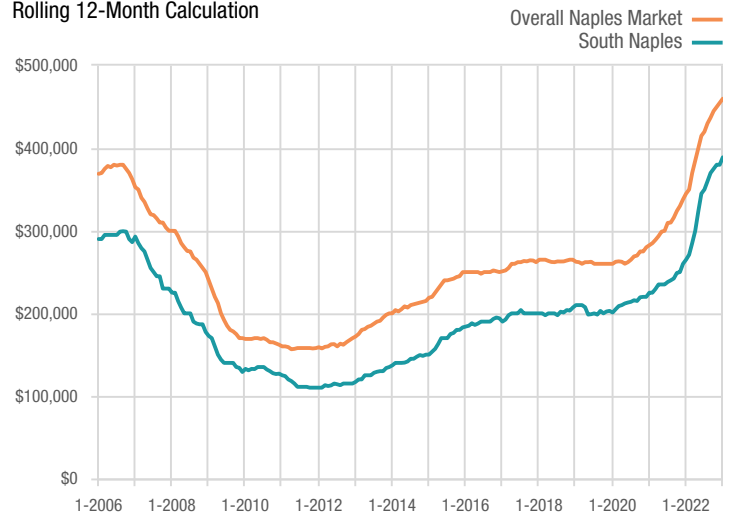
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – January 2023

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East Naples

34114, 34117, 34120, 34137

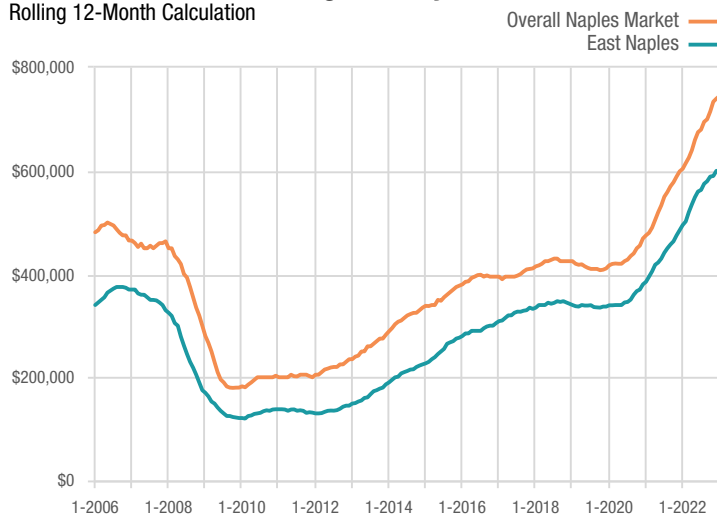
Single Family	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	232	236	+ 1.7%	232	236	+ 1.7%
Total Sales	133	98	- 26.3%	133	98	- 26.3%
Days on Market Until Sale	32	52	+ 62.5%	32	52	+ 62.5%
Median Closed Price*	\$620,000	\$630,000	+ 1.6%	\$620,000	\$630,000	+ 1.6%
Average Closed Price*	\$692,368	\$734,567	+ 6.1%	\$692,368	\$734,567	+ 6.1%
Percent of List Price Received*	98.1%	96.8%	- 1.3%	98.1%	96.8%	- 1.3%
Inventory of Homes for Sale	274	518	+ 89.1%	—	—	—
Months Supply of Inventory	1.5	3.7	+ 146.7%	—	—	—

Condo	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	81	96	+ 18.5%	81	96	+ 18.5%
Total Sales	56	34	- 39.3%	56	34	- 39.3%
Days on Market Until Sale	26	38	+ 46.2%	26	38	+ 46.2%
Median Closed Price*	\$422,500	\$440,450	+ 4.2%	\$422,500	\$440,450	+ 4.2%
Average Closed Price*	\$468,934	\$515,181	+ 9.9%	\$468,934	\$515,181	+ 9.9%
Percent of List Price Received*	99.7%	96.9%	- 2.8%	99.7%	96.9%	- 2.8%
Inventory of Homes for Sale	47	154	+ 227.7%	—	—	—
Months Supply of Inventory	0.6	2.8	+ 366.7%	—	—	—

* 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.

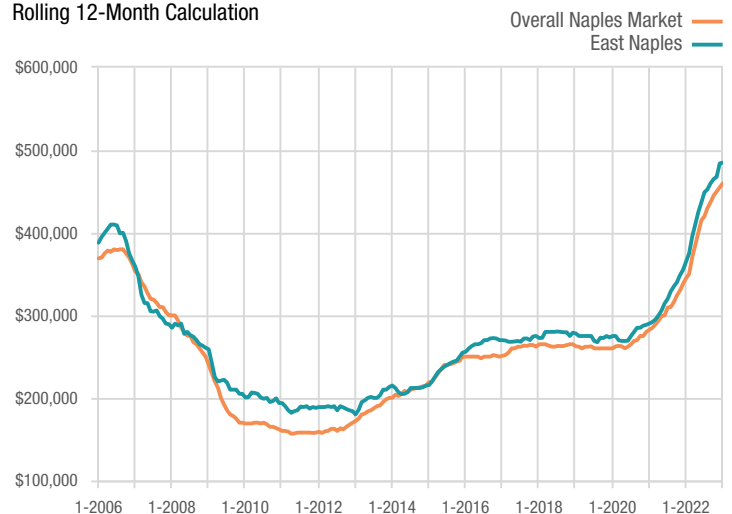
Median Closed Price - Single Family

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.

Immokalee / Ave Maria

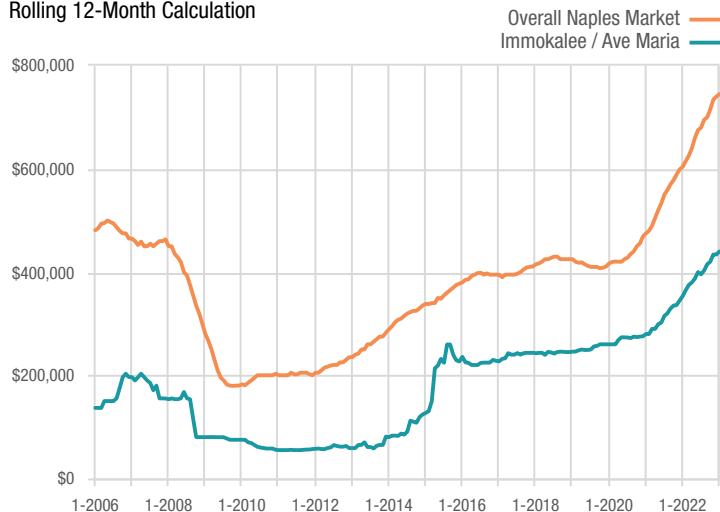
Single Family	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	21	28	+ 33.3%	21	28	+ 33.3%
Total Sales	24	17	- 29.2%	24	17	- 29.2%
Days on Market Until Sale	23	52	+ 126.1%	23	52	+ 126.1%
Median Closed Price*	\$417,500	\$518,596	+ 24.2%	\$417,500	\$518,596	+ 24.2%
Average Closed Price*	\$452,273	\$472,317	+ 4.4%	\$452,273	\$472,317	+ 4.4%
Percent of List Price Received*	99.5%	95.5%	- 4.0%	99.5%	95.5%	- 4.0%
Inventory of Homes for Sale	28	75	+ 167.9%	—	—	—
Months Supply of Inventory	1.1	4.5	+ 309.1%	—	—	—

Condo	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
Key Metrics						
New Listings	5	8	+ 60.0%	5	8	+ 60.0%
Total Sales	2	1	- 50.0%	2	1	- 50.0%
Days on Market Until Sale	171	102	- 40.4%	171	102	- 40.4%
Median Closed Price*	\$315,499	\$390,000	+ 23.6%	\$315,499	\$390,000	+ 23.6%
Average Closed Price*	\$315,499	\$390,000	+ 23.6%	\$315,499	\$390,000	+ 23.6%
Percent of List Price Received*	104.9%	98.0%	- 6.6%	104.9%	98.0%	- 6.6%
Inventory of Homes for Sale	8	17	+ 112.5%	—	—	—
Months Supply of Inventory	2.1	4.3	+ 104.8%	—	—	—

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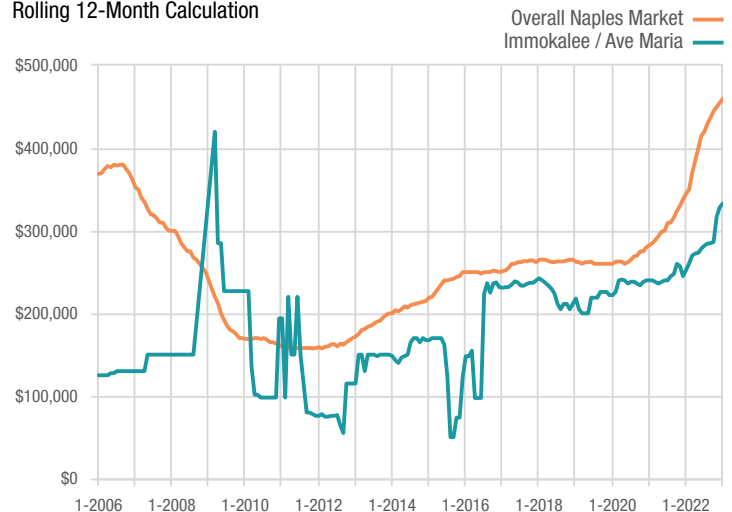
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – January 2023

A Research Tool Provided by Naples Area Board of REALTORS®



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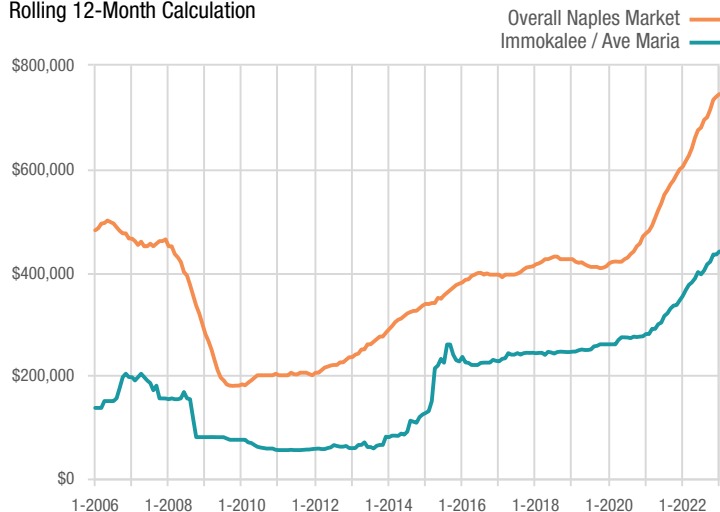
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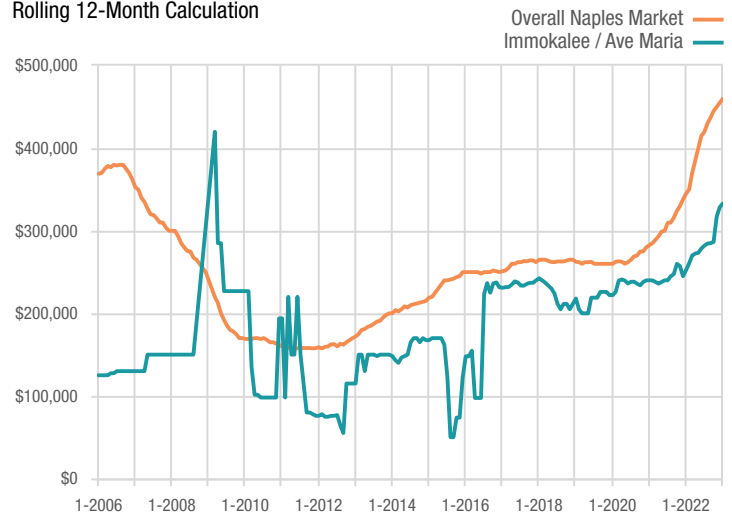
Median Closed Price - Single Family

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