

Naples Area Market Report



July 2022

Naples housing market experts reviewing the July 2022 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), confirm the data reflected familiar activity levels akin to prepandemic summer months. Historically, closed sales in Naples during summer months trend around 800 sales a month. But during the last two years, summer sales were well above 1,000 closed sales a month. This July, overall closed sales decreased 43.4 percent to 662 closed sales from 1,170 closed sales in July 2021. For perspective, in July 2018 and 2019, there were 774 and 829 closed sales, respectively. The current level of activity is what market experts expected in a postpandemic summer and consider it a sign that we are on a path back to a balanced market.

Additional indications in the July report that support this shift is the number of pending sales. As such, overall pending sales decreased 33.8 percent to 751 pending sales from 1,135 pending sales in July 2021. The tempering of closed and pending sales, which began in June, is producing one very welcome result: an increase in inventory. In July, inventory rose 87.6 percent to 2,429 properties from 1,295 properties in July 2021 (there were 5,200 properties in inventory during July 2019).

Starting in the fall of 2020 and continuing into this past spring, the Naples housing market experienced remarkable sales activity that was fueled by a frenzy of home buying by those seeking the ideal Naples lifestyle.

However, as pandemic pandemonium diminished, broker analysts predicted a slow but gradual return to a balanced market would occur in Naples.

Market experts reviewing the July report say buyers should not expect home values to drop dramatically. While year over year price growth is trimming, demand is still high, and inventory is still not at prepandemic 2019 levels. The median closed price in July increased 16 percent to \$545,000 from \$469,950 in July 2021; it decreased 9.8 percent from \$604,000 in June.

Quick Facts

- 43.4%	+ 16.0%	+ 87.6%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 3.6%	- 9.4%	- 26.8%
Price Range With the Strongest Sales: \$500,001 to \$1,000,000	Bedroom Count With Strongest Sales: 1 Bedroom or Fewer	Property Type With Strongest Sales: Single Family

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This report covers Collier County, excluding San Marco Island. Percent changes are calculated using rounded figures. This report includes late-entry user data that was not captured and reported in previous monthly reports. Deviations in statistical data occur when information is added to the Southwest Florida MLS (a dynamic database) after NABOR® releases its monthly Market Reports. For consistency, pages 1-4 reflect data as it was originally released. The remaining pages of the report reflect data that includes late entry information.

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	7-2021	7-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,113	944	- 15.2%	9,908	9,285	- 6.3%
Total Sales		1,170	662	- 43.4%	10,659	7,015	- 34.2%
Days on Market Until Sale		28	26	- 7.1%	54	20	- 63.0%
Median Closed Price		\$469,950	\$545,000	+ 16.0%	\$430,000	\$575,000	+ 33.7%
Average Closed Price		\$856,153	\$924,687	+ 8.0%	\$811,127	\$1,027,471	+ 26.7%
Percent of List Price Received		99.3%	97.9%	- 1.4%	98.2%	100.1%	+ 1.9%
Pending Listings		1,135	751	- 33.8%	13,116	8,470	- 35.4%
Inventory of Homes for Sale		1,295	2,429	+ 87.6%	—	—	—
Months Supply of Inventory		0.9	2.4	+ 166.7%	—	—	—

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	7-2021	7-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		576	530	- 8.0%	4,991	4,842	- 3.0%
Total Sales		591	324	- 45.2%	4,885	3,394	- 30.5%
Days on Market Until Sale		24	32	+ 33.3%	48	26	- 45.8%
Median Closed Price		\$620,000	\$730,000	+ 17.7%	\$585,000	\$740,000	+ 26.5%
Average Closed Price		\$1,124,282	\$1,273,897	+ 13.3%	\$1,125,043	\$1,326,847	+ 17.9%
Percent of List Price Received		99.2%	97.4%	- 1.8%	98.5%	99.3%	+ 0.8%
Pending Listings		589	383	- 35.0%	6,127	4,114	- 32.9%
Inventory of Homes for Sale		772	1,498	+ 94.0%	—	—	—
Months Supply of Inventory		1.2	3.1	+ 158.3%	—	—	—

Condo Market Overview

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



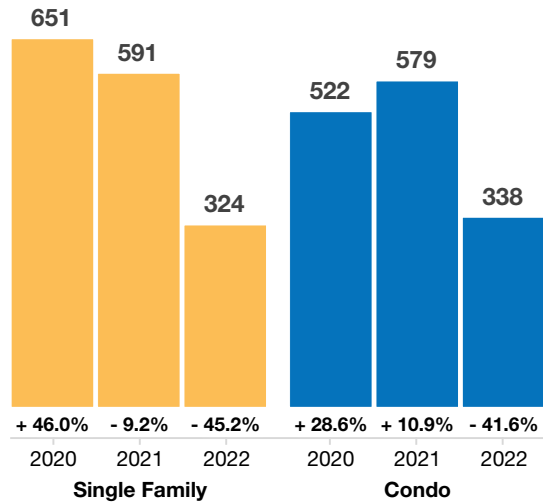
Key Metrics	Historical Sparkbars	7-2021	7-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		537	414	- 22.9%	4,917	4,443	- 9.6%
Total Sales		579	338	- 41.6%	5,774	3,621	- 37.3%
Days on Market Until Sale		32	20	- 37.5%	58	15	- 74.1%
Median Closed Price		\$350,000	\$426,500	+ 21.9%	\$320,000	\$460,000	+ 43.8%
Average Closed Price		\$582,467	\$589,941	+ 1.3%	\$545,544	\$746,950	+ 36.9%
Percent of List Price Received		99.4%	98.3%	- 1.1%	98.0%	100.9%	+ 3.0%
Pending Listings		546	368	- 32.6%	6,989	4,356	- 37.7%
Inventory of Homes for Sale		523	931	+ 78.0%	—	—	—
Months Supply of Inventory		0.7	1.8	+ 157.1%	—	—	—

Overall Closed Sales

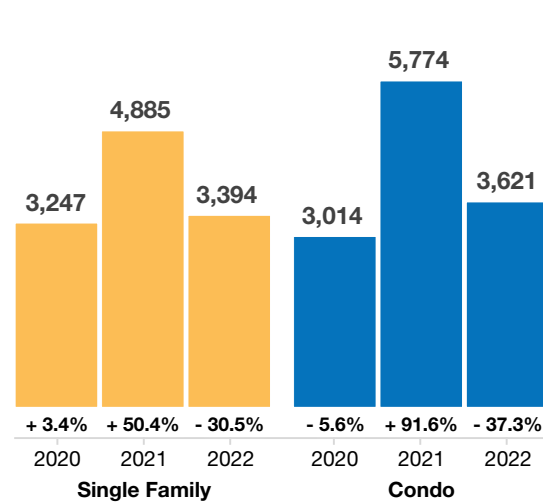
A count of the actual sales that closed in a given month.



July

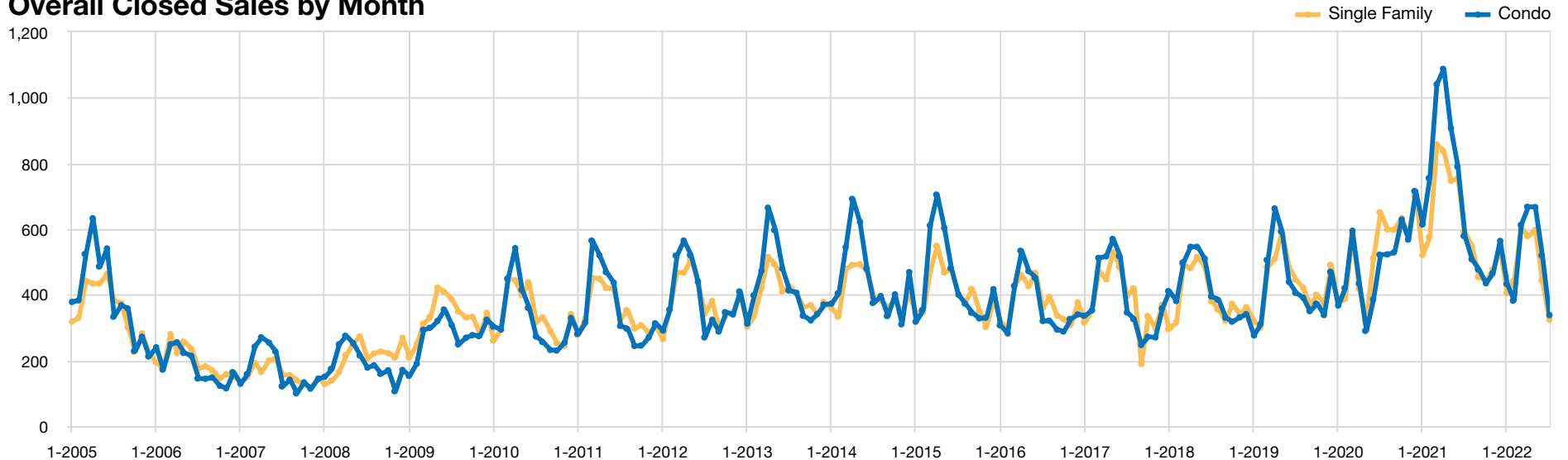


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Aug-2021	549	- 8.3%	508	- 2.9%
Sep-2021	454	- 24.1%	477	- 9.8%
Oct-2021	442	- 30.3%	435	- 30.8%
Nov-2021	476	- 18.1%	465	- 18.1%
Dec-2021	538	- 23.4%	564	- 21.2%
Jan-2022	405	- 22.3%	433	- 29.5%
Feb-2022	442	- 23.1%	382	- 49.4%
Mar-2022	604	- 29.6%	613	- 41.1%
Apr-2022	578	- 31.0%	668	- 38.6%
May-2022	598	- 19.9%	667	- 26.5%
Jun-2022	443	- 41.3%	520	- 34.2%
Jul-2022	324	- 45.2%	338	- 41.6%
12-Month Avg	488	- 26.8%	506	- 30.5%

Overall Closed Sales by Month



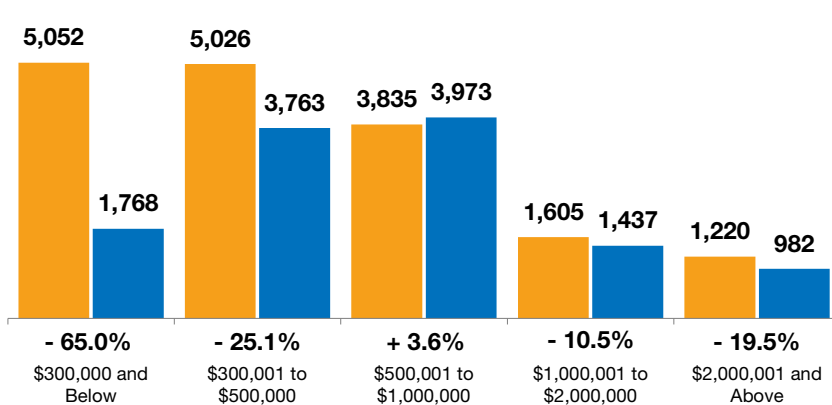
Overall Closed Sales by Price Range

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



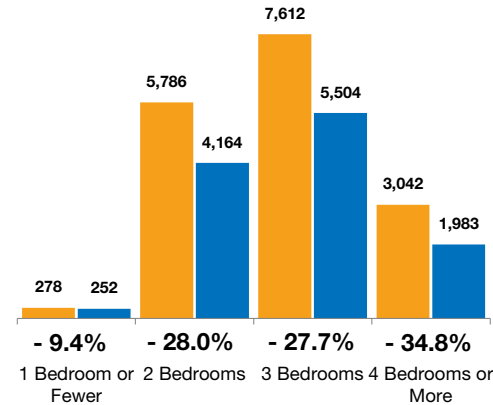
By Price Range

7-2021 7-2022



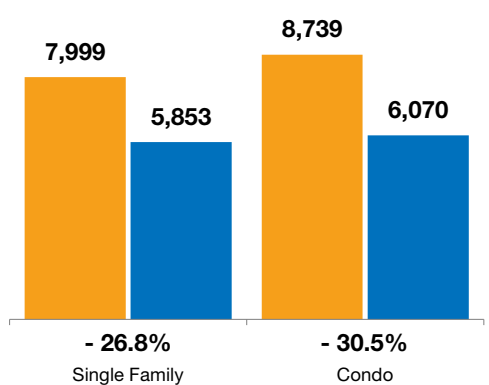
By Bedroom Count

7-2021 7-2022



By Property Type

7-2021 7-2022



All Properties

By Price Range	7-2021	7-2022	Change
\$300,000 and Below	5,052	1,768	- 65.0%
\$300,001 to \$500,000	5,026	3,763	- 25.1%
\$500,001 to \$1,000,000	3,835	3,973	+ 3.6%
\$1,000,001 to \$2,000,000	1,605	1,437	- 10.5%
\$2,000,001 and Above	1,220	982	- 19.5%
All Price Ranges	16,738	11,923	- 28.8%

Single Family

	7-2021	7-2022	Change
1 Bedroom or Fewer	278	252	- 9.4%
2 Bedrooms	5,786	4,164	- 28.0%
3 Bedrooms	7,612	5,504	- 27.7%
4 Bedrooms or More	3,042	1,983	- 34.8%
All Single Family	7,999	5,853	- 26.8%

Condo

	7-2021	7-2022	Change
1 Bedroom or Fewer	29	38	+ 31.0%
2 Bedrooms	822	620	- 24.6%
3 Bedrooms	4,343	3,333	- 23.3%
4 Bedrooms or More	2,801	1,860	- 33.6%
All Condo	8,739	6,070	- 30.5%

By Bedroom Count

	7-2021	7-2022	Change
1 Bedroom or Fewer	278	252	- 9.4%
2 Bedrooms	5,786	4,164	- 28.0%
3 Bedrooms	7,612	5,504	- 27.7%
4 Bedrooms or More	3,042	1,983	- 34.8%
All Bedroom Counts	16,738	11,923	- 28.8%

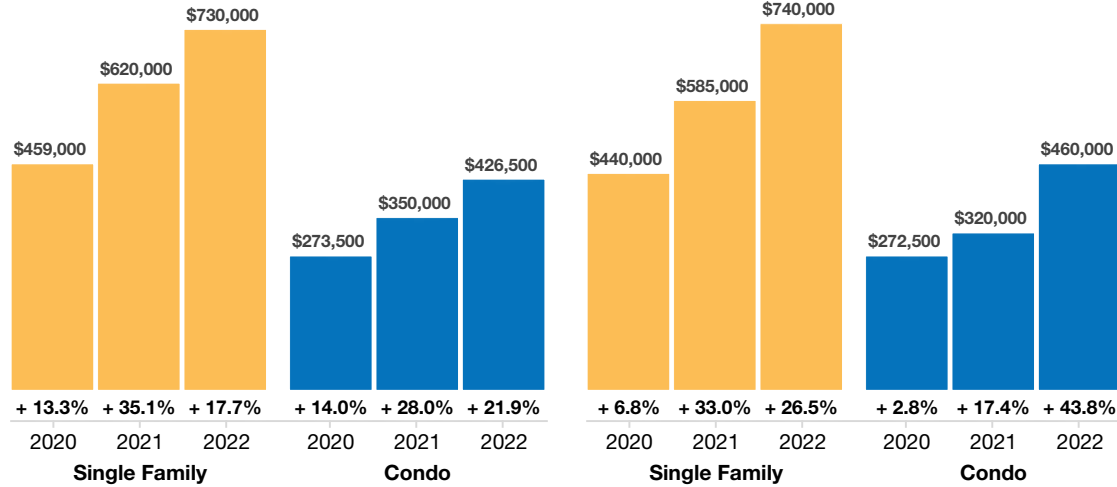
	7-2021	7-2022	Change
1 Bedroom or Fewer	29	38	+ 31.0%
2 Bedrooms	822	620	- 24.6%
3 Bedrooms	4,343	3,333	- 23.3%
4 Bedrooms or More	2,801	1,860	- 33.6%
All Bedroom Counts	7,999	5,853	- 26.8%

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.



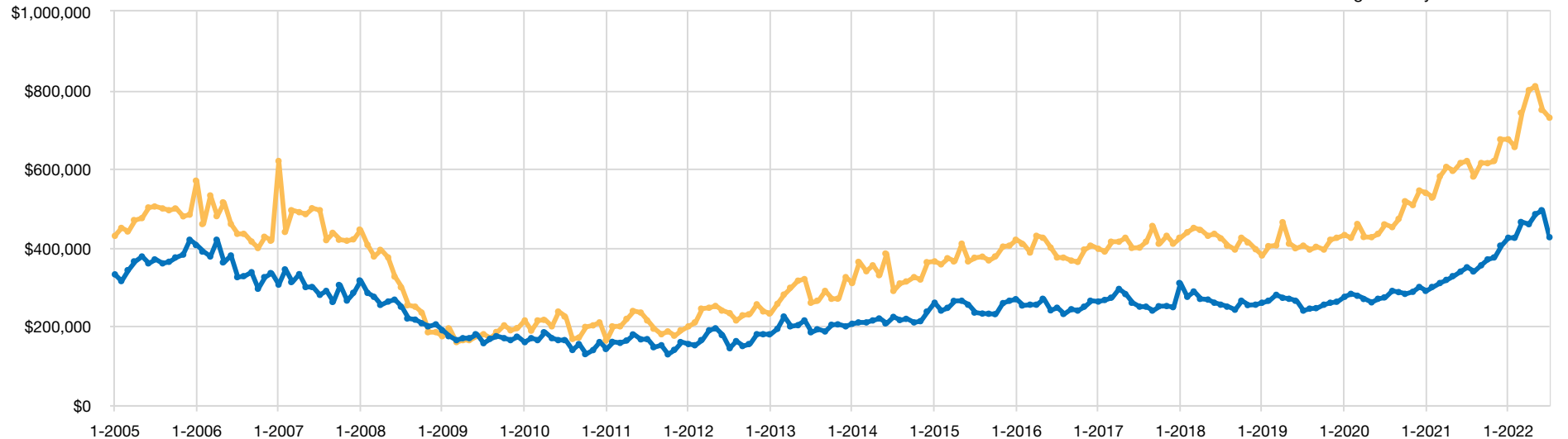
July



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Aug-2021	\$580,500	+ 28.4%	\$339,500	+ 17.1%
Sep-2021	\$615,000	+ 30.0%	\$355,000	+ 23.7%
Oct-2021	\$614,500	+ 18.7%	\$370,000	+ 31.0%
Nov-2021	\$620,000	+ 22.0%	\$375,000	+ 30.3%
Dec-2021	\$675,000	+ 23.9%	\$405,000	+ 35.0%
Jan-2022	\$675,000	+ 25.2%	\$425,000	+ 46.5%
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%	\$459,500	+ 44.5%
May-2022	\$810,000	+ 36.1%	\$485,000	+ 48.1%
Jun-2022	\$749,900	+ 21.9%	\$495,000	+ 46.0%
Jul-2022	\$730,000	+ 17.7%	\$426,500	+ 21.9%
12-Month Avg*	\$680,000	+ 23.7%	\$420,000	+ 35.7%

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

Overall Median Closed Price by Month



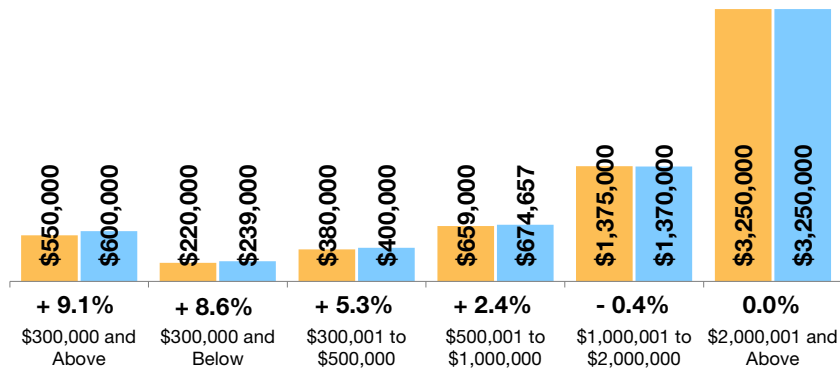
Overall Median Closed Price by Price Range

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



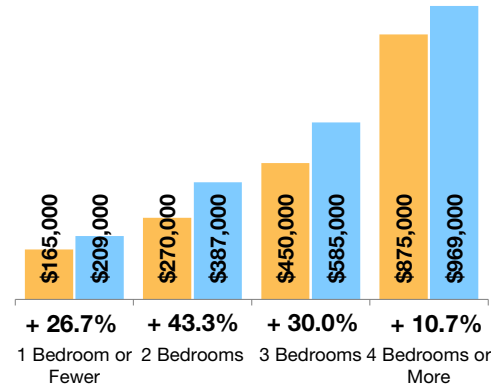
By Price Range

7-2021 7-2022



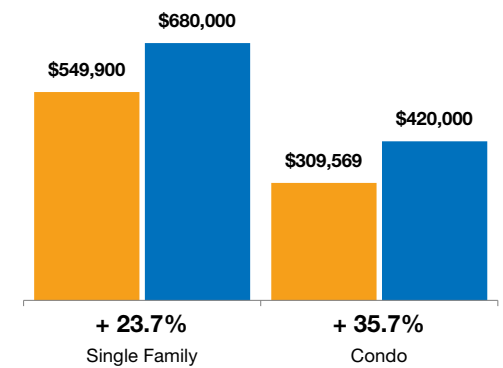
By Bedroom Count

7-2021 7-2022



By Property Type

7-2021 7-2022



All Properties

By Price Range	7-2021	7-2022	Change
\$300,000 and Above	\$550,000	\$600,000	+ 9.1%
\$300,000 and Below	\$220,000	\$239,000	+ 8.6%
\$300,001 to \$500,000	\$380,000	\$400,000	+ 5.3%
\$500,001 to \$1,000,000	\$659,000	\$674,657	+ 2.4%
\$1,000,001 to \$2,000,000	\$1,375,000	\$1,370,000	- 0.4%
\$2,000,001 and Above	\$3,250,000	\$3,250,000	0.0%
All Price Ranges	\$415,000	\$533,000	+ 28.4%

Single Family

7-2021	7-2022	Change
\$590,000	\$705,000	+ 19.5%
\$255,000	\$204,400	- 19.8%
\$395,000	\$420,000	+ 6.3%
\$655,950	\$690,000	+ 5.2%
\$1,350,000	\$1,350,000	0.0%
\$3,500,000	\$3,400,000	- 2.9%
\$549,900	\$680,000	+ 23.7%

Condo

7-2021	7-2022	Change
\$490,000	\$488,780	- 0.2%
\$215,000	\$245,000	+ 14.0%
\$369,000	\$390,000	+ 5.7%
\$661,900	\$639,900	- 3.3%
\$1,400,000	\$1,400,000	0.0%
\$2,700,000	\$2,875,000	+ 6.5%
\$309,569	\$420,000	+ 35.7%

By Bedroom Count

7-2021	7-2022	Change
\$165,000	\$209,000	+ 26.7%
\$270,000	\$387,000	+ 43.3%
\$450,000	\$585,000	+ 30.0%
\$875,000	\$969,000	+ 10.7%
\$415,000	\$533,000	+ 28.4%

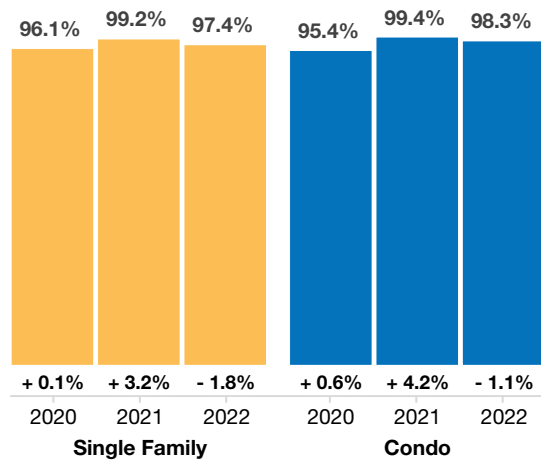
7-2021	7-2022	Change
\$85,000	\$114,500	+ 34.7%
\$350,000	\$444,948	+ 27.1%
\$489,000	\$624,000	+ 27.6%
\$845,000	\$965,000	+ 14.2%
\$549,900	\$680,000	+ 23.7%

Overall Percent of Current List Price Received

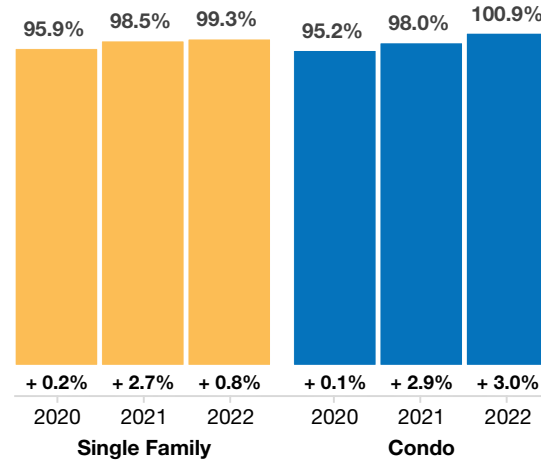
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



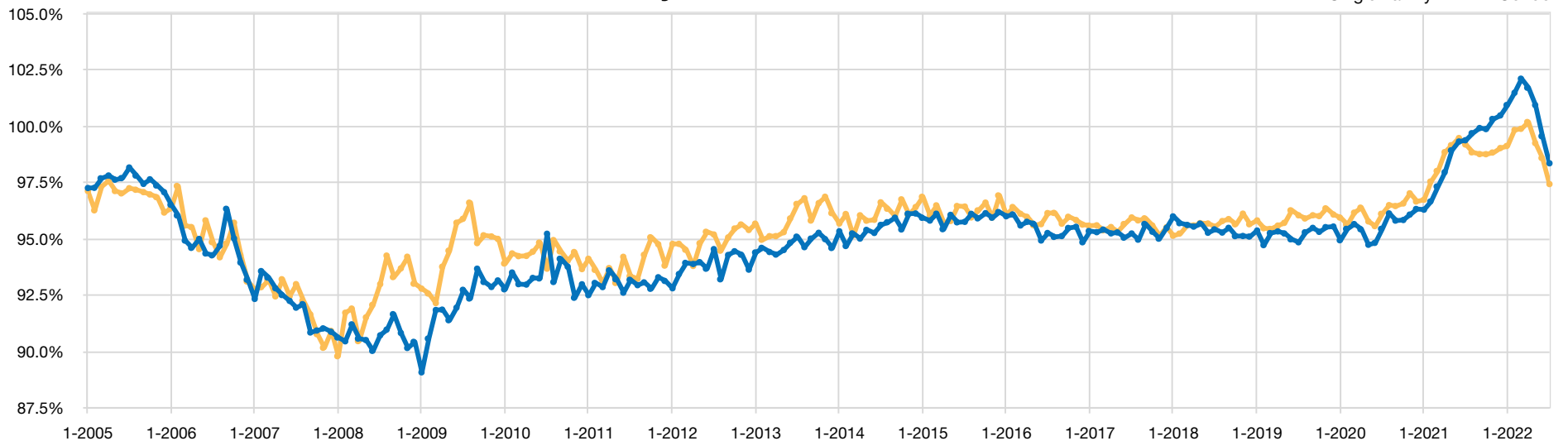
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Aug-2021	98.8%	+ 2.4%	99.7%	+ 3.7%
Sep-2021	98.7%	+ 2.4%	99.9%	+ 4.3%
Oct-2021	98.7%	+ 2.3%	99.8%	+ 4.2%
Nov-2021	98.8%	+ 1.9%	100.3%	+ 4.5%
Dec-2021	99.0%	+ 2.5%	100.5%	+ 4.4%
Jan-2022	99.1%	+ 2.5%	100.9%	+ 4.8%
Feb-2022	99.8%	+ 2.4%	101.5%	+ 5.1%
Mar-2022	99.9%	+ 1.9%	102.1%	+ 4.9%
Apr-2022	100.2%	+ 1.4%	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%	98.3%	- 1.1%
12-Month Avg*	99.1%	+ 1.4%	100.5%	+ 3.3%

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

Overall Percent of Current List Price Received by Month

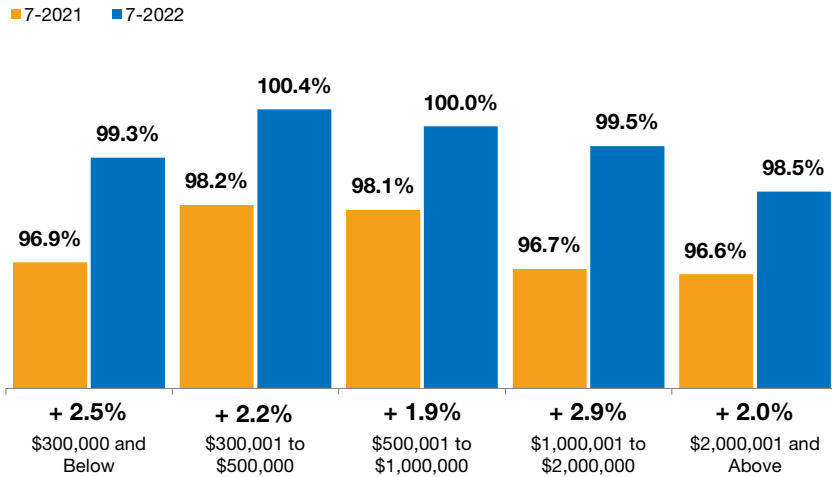


Overall Percent of Current List Price Received by Price Range

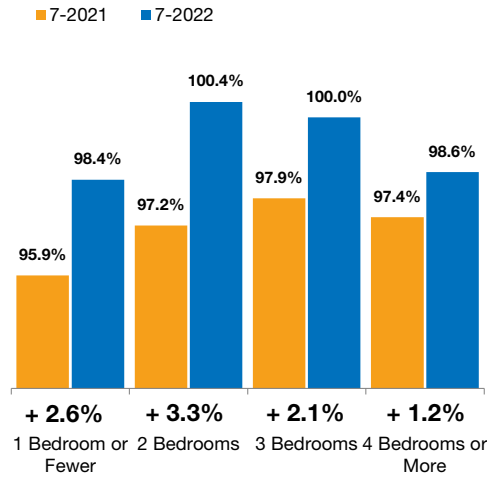


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

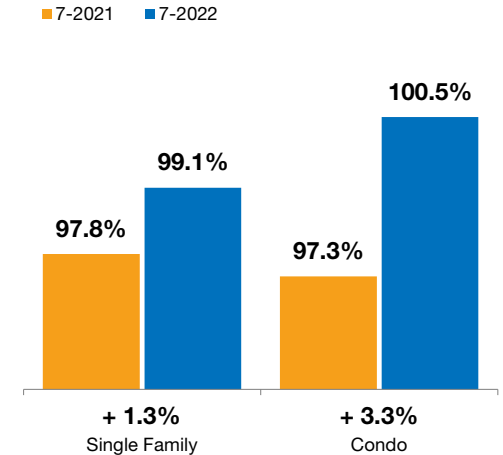
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2021	7-2022	Change
\$300,000 and Below	96.9%	99.3%	+ 2.5%
\$300,001 to \$500,000	98.2%	100.4%	+ 2.2%
\$500,001 to \$1,000,000	98.1%	100.0%	+ 1.9%
\$1,000,001 to \$2,000,000	96.7%	99.5%	+ 2.9%
\$2,000,001 and Above	96.6%	98.5%	+ 2.0%
All Price Ranges	97.5%	99.8%	+ 2.4%

Single Family

	7-2021	7-2022	Change
	96.8%	97.0%	+ 0.2%
	98.3%	99.1%	+ 0.8%
	98.3%	99.6%	+ 1.3%
	96.7%	99.1%	+ 2.5%
	96.4%	98.3%	+ 2.0%
All Single Family	97.8%	99.1%	+ 1.3%

Condo

	7-2021	7-2022	Change
	96.9%	99.8%	+ 3.0%
	98.1%	101.1%	+ 3.1%
	97.6%	100.7%	+ 3.2%
	96.8%	100.4%	+ 3.7%
	97.2%	99.0%	+ 1.9%
All Condo	97.3%	100.5%	+ 3.3%

By Bedroom Count

	7-2021	7-2022	Change
1 Bedroom or Fewer	95.9%	98.4%	+ 2.6%
2 Bedrooms	97.2%	100.4%	+ 3.3%
3 Bedrooms	97.9%	100.0%	+ 2.1%
4 Bedrooms or More	97.4%	98.6%	+ 1.2%
All Bedroom Counts	97.5%	99.8%	+ 2.4%

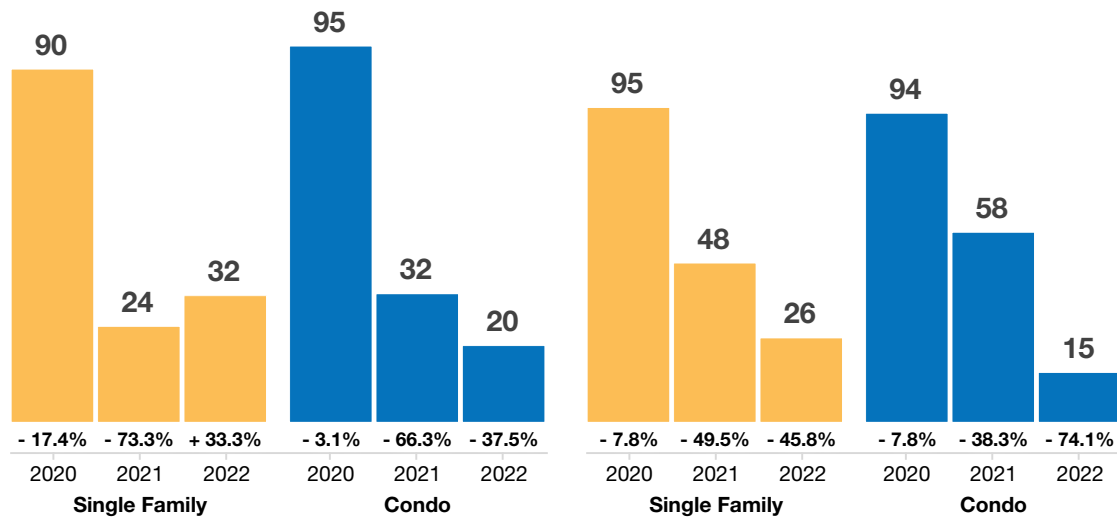
	7-2021	7-2022	Change
	92.5%	95.5%	+ 3.2%
	97.2%	98.9%	+ 1.7%
	98.2%	99.5%	+ 1.3%
	97.3%	98.5%	+ 1.2%
All Single Family	97.8%	99.1%	+ 1.3%

Overall Days on Market Until Sale

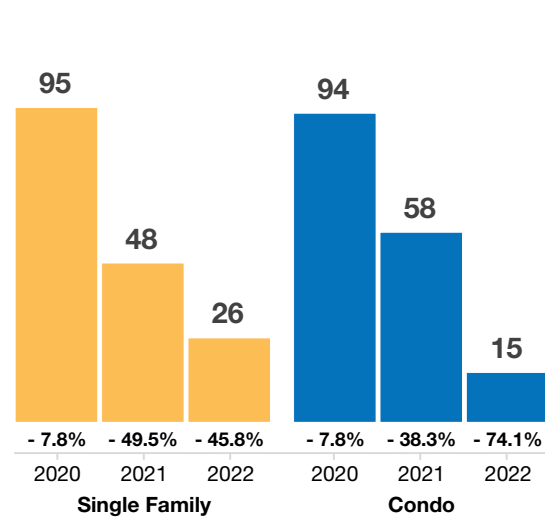
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



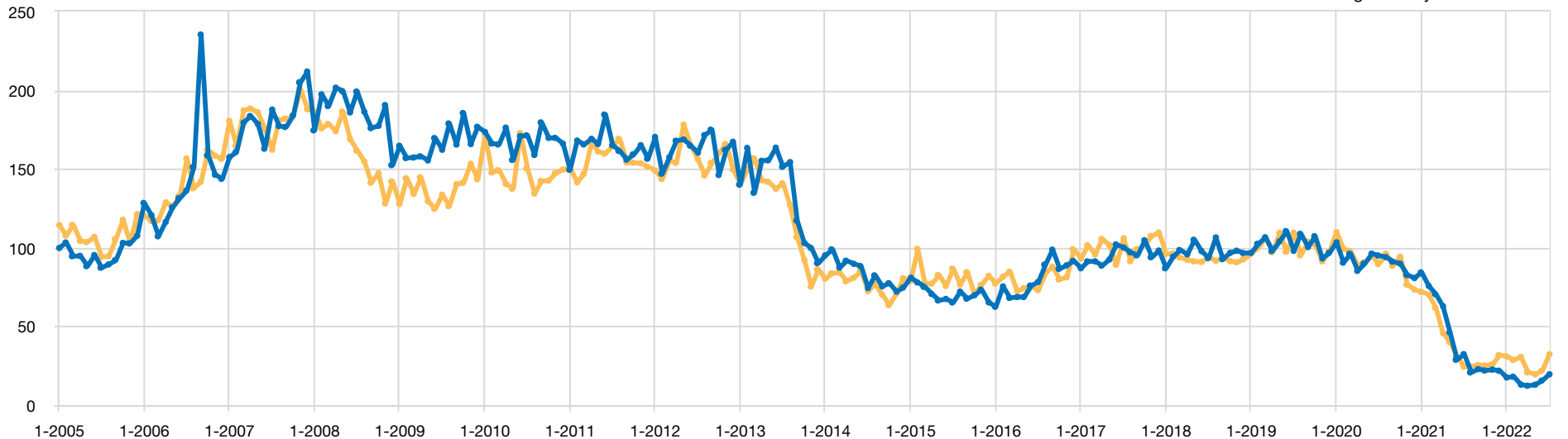
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Aug-2021	24	-75.0%	21	-77.7%
Sep-2021	25	-71.6%	23	-74.7%
Oct-2021	25	-73.4%	22	-75.6%
Nov-2021	26	-66.2%	23	-72.3%
Dec-2021	32	-56.2%	22	-72.8%
Jan-2022	31	-56.9%	18	-78.6%
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%	16	-44.8%
Jul-2022	32	+33.3%	20	-37.5%
12-Month Avg*	26	-58.5%	18	-73.8%

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

Overall Days on Market Until Sale by Month



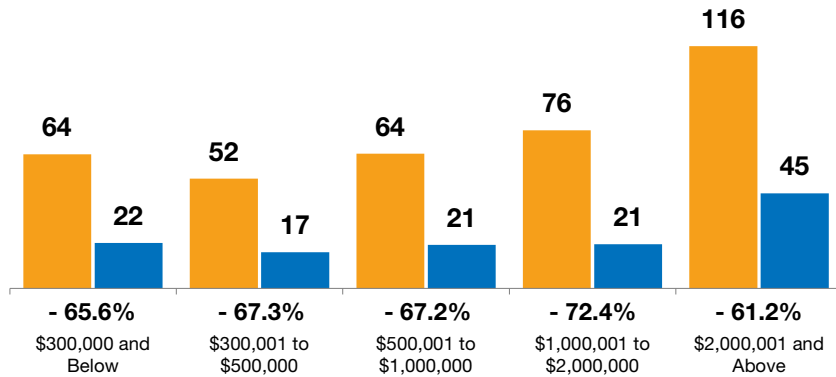
Overall Days on Market Until Sale by Price Range

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



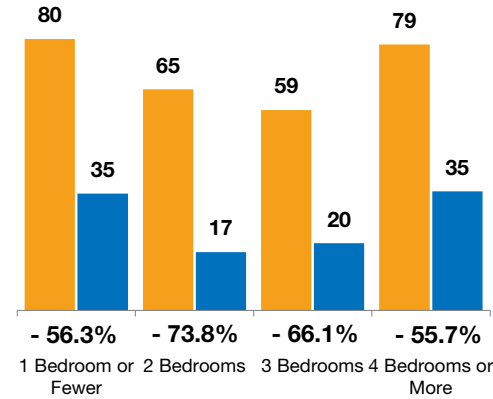
By Price Range

7-2021 7-2022



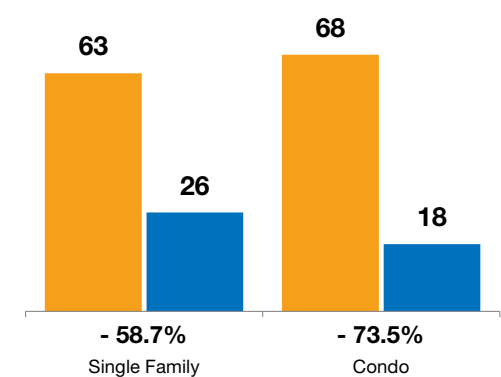
By Bedroom Count

7-2021 7-2022



By Property Type

7-2021 7-2022



All Properties

By Price Range	7-2021	7-2022	Change
\$300,000 and Below	64	22	- 65.6%
\$300,001 to \$500,000	52	17	- 67.3%
\$500,001 to \$1,000,000	64	21	- 67.2%
\$1,000,001 to \$2,000,000	76	21	- 72.4%
\$2,000,001 and Above	116	45	- 61.2%
All Price Ranges	65	22	- 66.2%

Single Family

7-2021	7-2022	Change	7-2021	7-2022	Change
64	31	- 51.6%	64	19	- 70.3%
47	24	- 48.9%	59	14	- 76.3%
56	22	- 60.7%	82	18	- 78.0%
71	21	- 70.4%	82	21	- 74.4%
124	50	- 59.7%	96	36	- 62.5%
63	26	- 58.7%	68	18	- 73.5%

Condo

By Bedroom Count	7-2021	7-2022	Change
1 Bedroom or Fewer	80	35	- 56.3%
2 Bedrooms	65	17	- 73.8%
3 Bedrooms	59	20	- 66.1%
4 Bedrooms or More	79	35	- 55.7%
All Bedroom Counts	65	22	- 66.2%

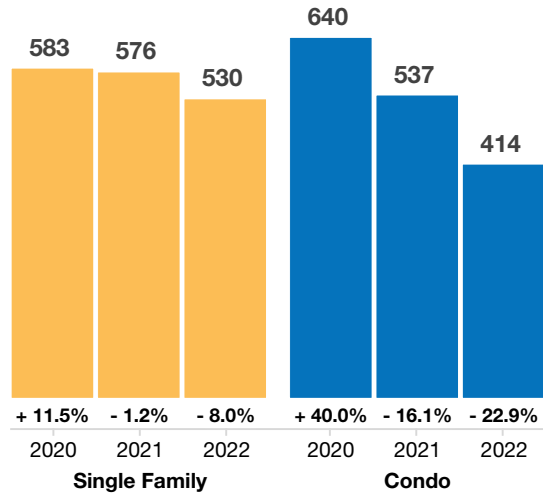
7-2021	7-2022	Change	7-2021	7-2022	Change
175	81	- 53.7%	70	26	- 62.1%
60	22	- 63.3%	66	16	- 75.5%
54	21	- 61.1%	67	18	- 73.6%
77	35	- 54.5%	99	44	- 55.6%
63	26	- 58.7%	68	18	- 73.5%

Overall New Listings

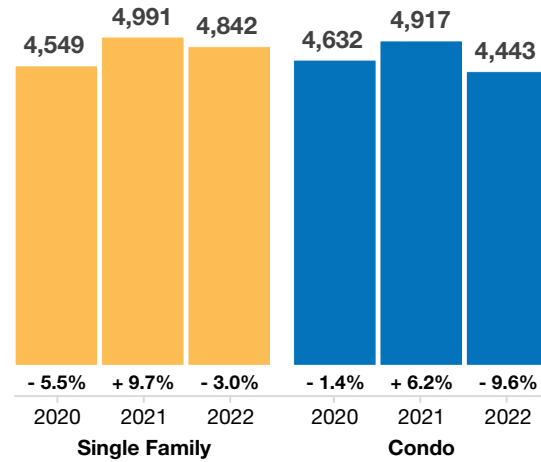
A count of the properties that have been newly listed on the market in a given month.



July

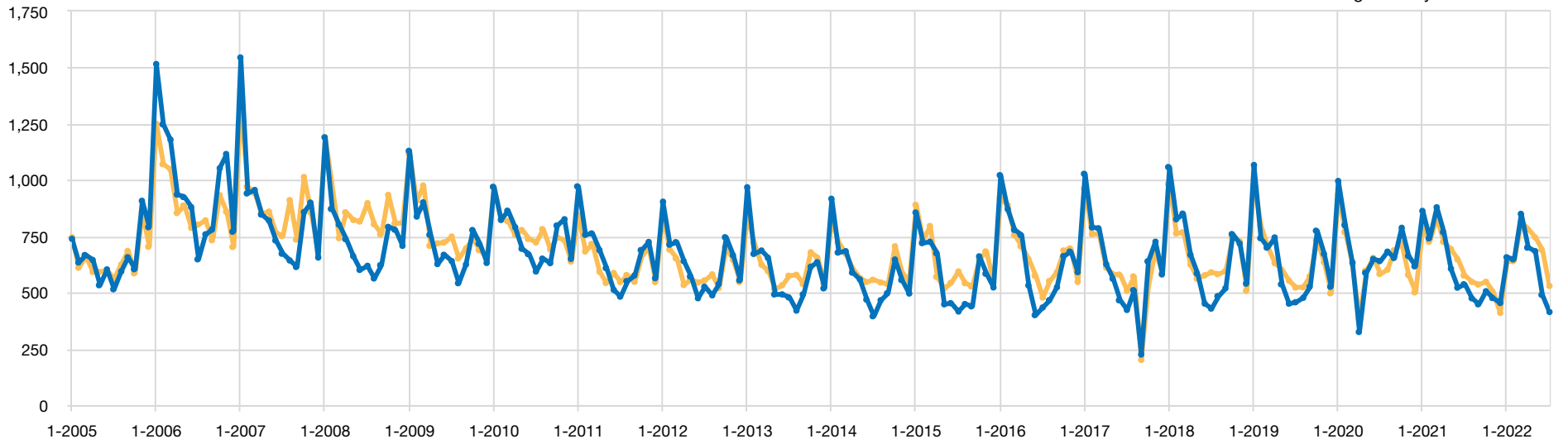


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Aug-2021	548	- 9.0%	475	- 30.4%
Sep-2021	536	- 22.1%	448	- 31.5%
Oct-2021	548	- 23.7%	506	- 35.8%
Nov-2021	505	- 12.8%	476	- 28.2%
Dec-2021	410	- 18.2%	454	- 26.4%
Jan-2022	639	- 19.0%	657	- 23.9%
Feb-2022	640	- 11.8%	648	- 12.6%
Mar-2022	814	- 2.3%	850	- 3.3%
Apr-2022	783	+ 7.9%	700	- 9.0%
May-2022	745	+ 7.5%	684	+ 12.9%
Jun-2022	691	+ 6.6%	490	- 6.1%
Jul-2022	530	- 8.0%	414	- 22.9%
12-Month Avg	616	- 8.5%	567	- 18.2%

Overall New Listings by Month

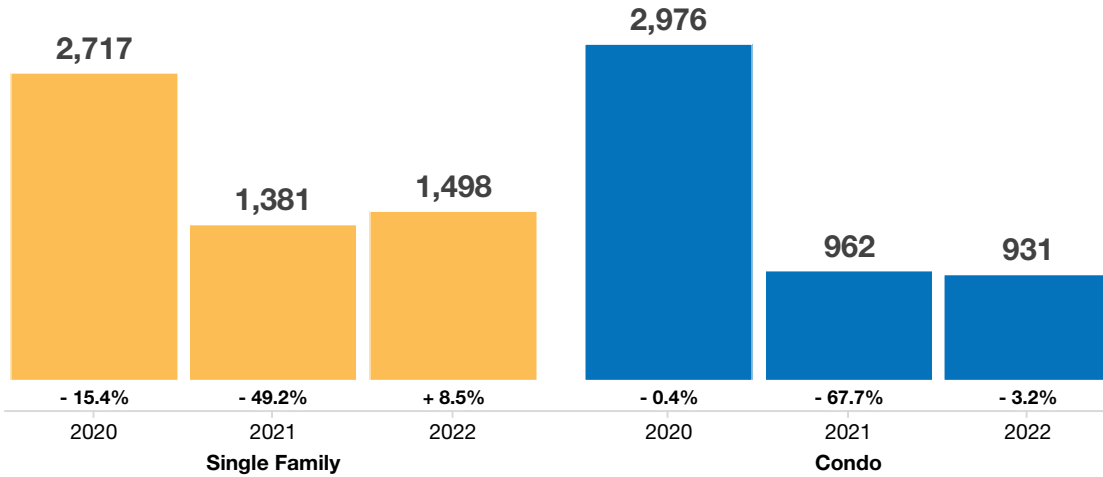


Overall Inventory of Homes for Sale

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

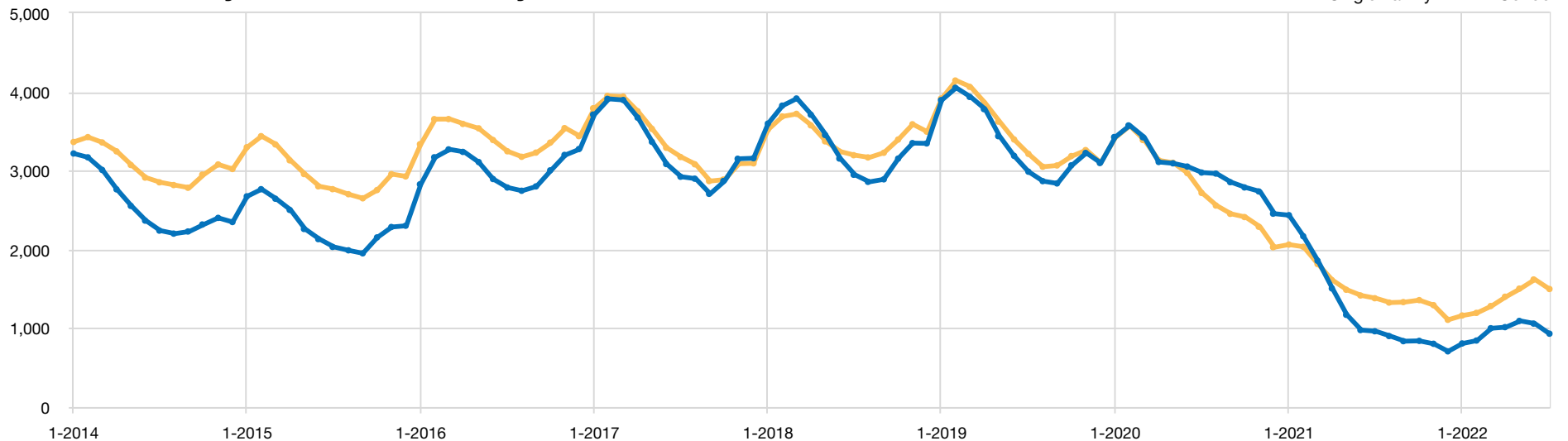


July



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Aug-2021	1,326	- 48.1%	901	- 69.6%
Sep-2021	1,332	- 45.7%	836	- 70.7%
Oct-2021	1,357	- 43.7%	840	- 69.9%
Nov-2021	1,293	- 43.5%	803	- 70.7%
Dec-2021	1,107	- 45.4%	707	- 71.2%
Jan-2022	1,162	- 43.6%	807	- 66.9%
Feb-2022	1,195	- 41.2%	844	- 61.1%
Mar-2022	1,282	- 29.4%	1,000	- 46.1%
Apr-2022	1,400	- 13.1%	1,014	- 32.7%
May-2022	1,503	+ 0.9%	1,093	- 6.7%
Jun-2022	1,619	+ 14.3%	1,059	+ 8.4%
Jul-2022	1,498	+ 8.5%	931	- 3.2%
12-Month Avg	1,340	- 31.7%	903	- 56.4%

Overall Inventory of Homes for Sale by Month



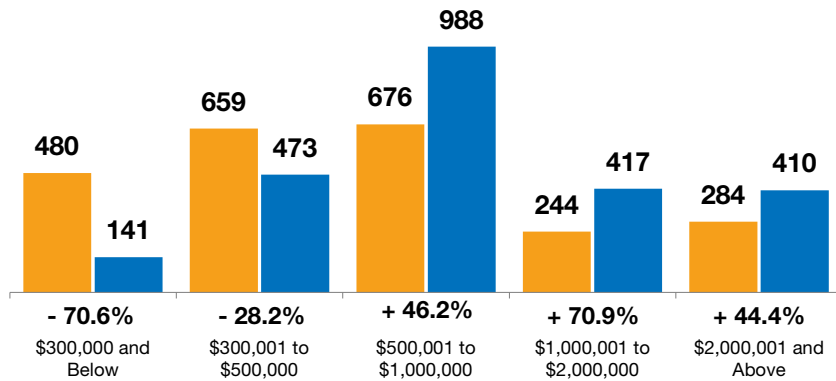
Overall Inventory of Homes for Sale by Price Range

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



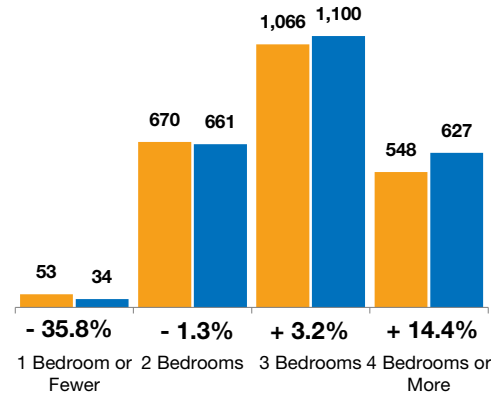
By Price Range

7-2021 7-2022



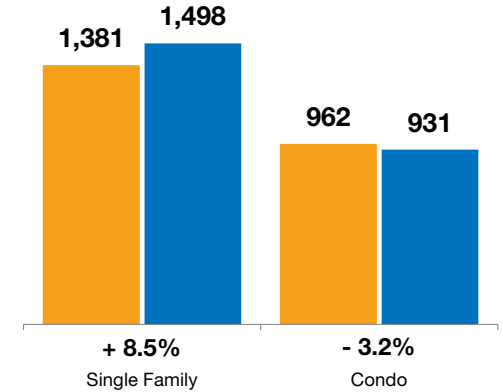
By Bedroom Count

7-2021 7-2022



By Property Type

7-2021 7-2022



All Properties

By Price Range	7-2021	7-2022	Change
\$300,000 and Below	480	141	- 70.6%
\$300,001 to \$500,000	659	473	- 28.2%
\$500,001 to \$1,000,000	676	988	+ 46.2%
\$1,000,001 to \$2,000,000	244	417	+ 70.9%
\$2,000,001 and Above	284	410	+ 44.4%
All Price Ranges	2,343	2,429	+ 3.7%

Single Family

	7-2021	7-2022	Change
1 Bedroom or Fewer	141	34	- 75.9%
2 Bedrooms	346	134	- 61.3%
3 Bedrooms	513	691	+ 34.7%
4 Bedrooms or More	167	317	+ 89.8%
All Single Family	1,381	1,498	+ 8.5%

Condo

	7-2021	7-2022	Change
1 Bedroom or Fewer	339	107	- 68.4%
2 Bedrooms	313	339	+ 8.3%
3 Bedrooms	163	297	+ 82.2%
4 Bedrooms or More	77	100	+ 29.9%
All Condo	962	931	- 3.2%

By Bedroom Count

	7-2021	7-2022	Change
1 Bedroom or Fewer	53	34	- 35.8%
2 Bedrooms	670	661	- 1.3%
3 Bedrooms	1,066	1,100	+ 3.2%
4 Bedrooms or More	548	627	+ 14.4%
All Bedroom Counts	2,343	2,429	+ 3.7%

	7-2021	7-2022	Change
1 Bedroom or Fewer	13	5	- 61.5%
2 Bedrooms	131	132	+ 0.8%
3 Bedrooms	714	751	+ 5.2%
4 Bedrooms or More	521	609	+ 16.9%
All Single Family	1,381	1,498	+ 8.5%

Listing and Sales Summary Report

July 2022



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Jul-22	Jul-21	% Change	Jul-22	Jul-21	% Change	Jul-22	Jul-21	% Change	Jul-22	Jul-21	% Change
Overall Naples Market*	\$545,000	\$469,950	+16.0%	662	1170	-43.4%	2,429	2,343	+3.7%	26	28	-7.1%
Collier County	\$550,000	\$500,000	+10.0%	700	1294	-45.9%	2,712	2,621	+3.5%	26	29	-10.3%
Ave Maria	\$417,150	\$475,000	-12.2%	13	21	-38.1%	46	55	-16.4%	26	63	-58.7%
Central Naples	\$410,000	\$349,950	+17.2%	119	180	-33.9%	330	355	-7.0%	24	21	+14.3%
East Naples	\$549,900	\$470,000	+17.0%	169	245	-31.0%	696	596	+16.8%	25	20	+25.0%
Everglades City	--	\$538,750	--	0	2	-100.0%	4	8	-50.0%	--	290	--
Immokalee	\$280,000	\$222,900	+25.6%	3	5	-40.0%	10	63	-84.1%	13	17	-23.5%
Immokalee / Ave Maria	\$392,600	\$422,500	-7.1%	16	26	-38.5%	56	118	-52.5%	24	54	-55.6%
Naples	\$549,900	\$470,000	+17.0%	646	1145	-43.6%	2,374	2,228	+6.6%	26	28	-7.1%
Naples Beach	\$952,000	\$820,000	+16.1%	85	232	-63.4%	493	467	+5.6%	40	53	-24.5%
North Naples	\$672,500	\$540,000	+24.5%	174	299	-41.8%	504	464	+8.6%	23	17	+35.3%
South Naples	\$429,000	\$338,250	+26.8%	99	188	-47.3%	350	343	+2.0%	23	30	-23.3%
34102	\$1,190,000	\$950,000	+25.3%	34	65	-47.7%	170	177	-4.0%	48	101	-52.5%
34103	\$649,950	\$685,500	-5.2%	20	59	-66.1%	138	120	+15.0%	21	36	-41.7%
34104	\$407,000	\$316,750	+28.5%	45	82	-45.1%	144	153	-5.9%	20	16	+25.0%
34105	\$428,000	\$445,000	-3.8%	47	65	-27.7%	106	129	-17.8%	23	25	-8.0%
34108	\$975,000	\$815,000	+19.6%	31	108	-71.3%	185	170	+8.8%	43	33	+30.3%
34109	\$770,000	\$545,000	+41.3%	39	70	-44.3%	119	113	+5.3%	19	16	+18.8%
34110	\$508,000	\$500,000	+1.6%	64	93	-31.2%	145	154	-5.8%	24	21	+14.3%
34112	\$365,500	\$265,900	+37.5%	65	97	-33.0%	181	181	0.0%	21	41	-48.8%
34113	\$563,500	\$390,000	+44.5%	34	91	-62.6%	169	162	+4.3%	27	19	+42.1%
34114	\$560,000	\$535,000	+4.7%	58	91	-36.3%	205	219	-6.4%	22	27	-18.5%
34116	\$420,000	\$345,000	+21.7%	27	33	-18.2%	80	73	+9.6%	31	24	+29.2%
34117	\$548,450	\$469,500	+16.8%	24	26	-7.7%	151	108	+39.8%	28	21	+33.3%
34119	\$800,000	\$597,500	+33.9%	71	136	-47.8%	240	197	+21.8%	25	14	+78.6%
34120	\$549,900	\$427,500	+28.6%	87	128	-32.0%	339	269	+26.0%	25	15	+66.7%
34137	--	--	--	0	0	--	1	0	--	--	--	--
34142	\$392,600	\$422,500	-7.1%	16	26	-38.5%	56	118	-52.5%	24	54	-55.6%

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

Local Market Update – July 2022

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Naples Beach

34102, 34103, 34108

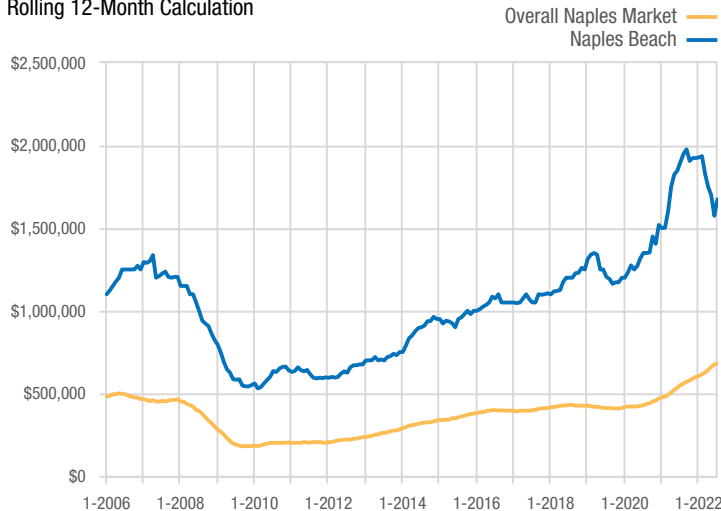
Single Family	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	77	63	- 18.2%	773	715	- 7.5%
Total Sales	92	34	- 63.0%	781	431	- 44.8%
Days on Market Until Sale	40	64	+ 60.0%	75	41	- 45.3%
Median Closed Price*	\$1,747,500	\$3,000,000	+ 71.7%	\$2,200,000	\$1,999,500	- 9.1%
Average Closed Price*	\$3,188,258	\$4,329,938	+ 35.8%	\$3,207,836	\$3,929,463	+ 22.5%
Percent of List Price Received*	98.1%	98.1%	0.0%	97.9%	98.9%	+ 1.0%
Inventory of Homes for Sale	225	273	+ 21.3%	—	—	—
Months Supply of Inventory	2.1	4.4	+ 109.5%	—	—	—

Condo	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	93	74	- 20.4%	1,150	969	- 15.7%
Total Sales	140	51	- 63.6%	1,444	813	- 43.7%
Days on Market Until Sale	61	24	- 60.7%	76	20	- 73.7%
Median Closed Price*	\$727,000	\$825,000	+ 13.5%	\$775,000	\$1,000,000	+ 29.0%
Average Closed Price*	\$1,205,003	\$1,197,851	- 0.6%	\$1,159,976	\$1,570,147	+ 35.4%
Percent of List Price Received*	97.9%	98.0%	+ 0.1%	97.3%	100.1%	+ 2.9%
Inventory of Homes for Sale	242	220	- 9.1%	—	—	—
Months Supply of Inventory	1.4	2.0	+ 42.9%	—	—	—

* 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.

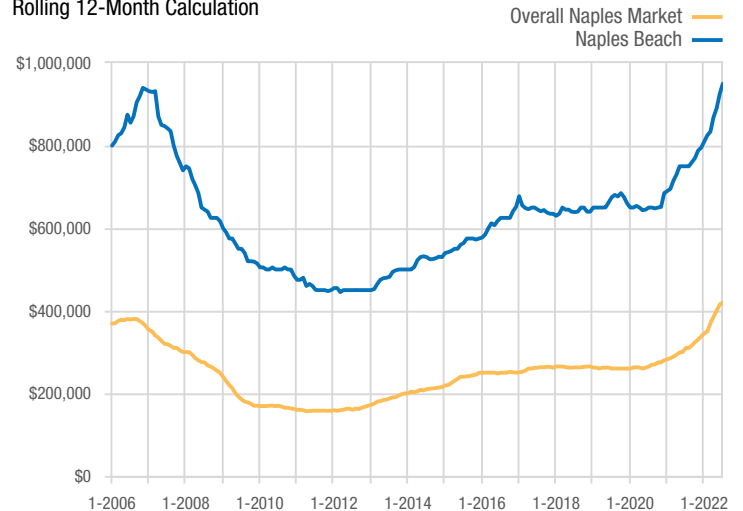
Median Closed Price - Single Family

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.

Local Market Update – July 2022

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North Naples

34109, 34110, 34119

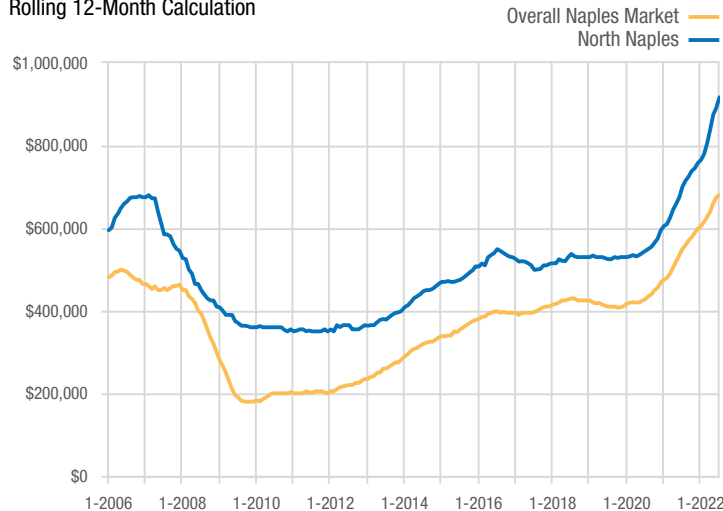
Single Family	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	132	110	- 16.7%	1,213	1,091	- 10.1%
Total Sales	145	81	- 44.1%	1,208	774	- 35.9%
Days on Market Until Sale	16	30	+ 87.5%	43	19	- 55.8%
Median Closed Price*	\$743,560	\$1,000,000	+ 34.5%	\$732,500	\$977,000	+ 33.4%
Average Closed Price*	\$1,006,366	\$1,344,809	+ 33.6%	\$1,018,140	\$1,358,371	+ 33.4%
Percent of List Price Received*	100.0%	96.6%	- 3.4%	98.8%	100.0%	+ 1.2%
Inventory of Homes for Sale	265	271	+ 2.3%	—	—	—
Months Supply of Inventory	1.6	2.4	+ 50.0%	—	—	—

Condo	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	133	109	- 18.0%	1,282	1,211	- 5.5%
Total Sales	154	93	- 39.6%	1,472	981	- 33.4%
Days on Market Until Sale	18	18	0.0%	50	12	- 76.0%
Median Closed Price*	\$370,500	\$435,000	+ 17.4%	\$317,500	\$455,000	+ 43.3%
Average Closed Price*	\$511,659	\$593,996	+ 16.1%	\$452,116	\$638,787	+ 41.3%
Percent of List Price Received*	99.8%	98.9%	- 0.9%	98.5%	101.6%	+ 3.1%
Inventory of Homes for Sale	199	233	+ 17.1%	—	—	—
Months Supply of Inventory	1.0	1.7	+ 70.0%	—	—	—

* 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.

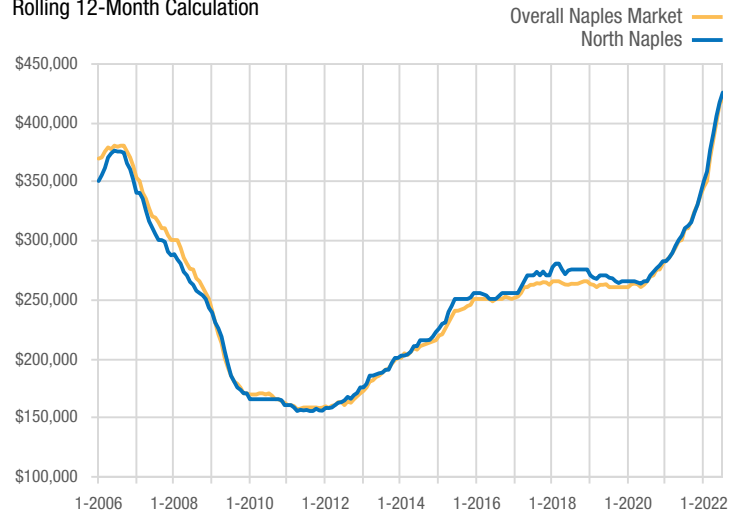
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Central Naples

34104, 34105, 34116

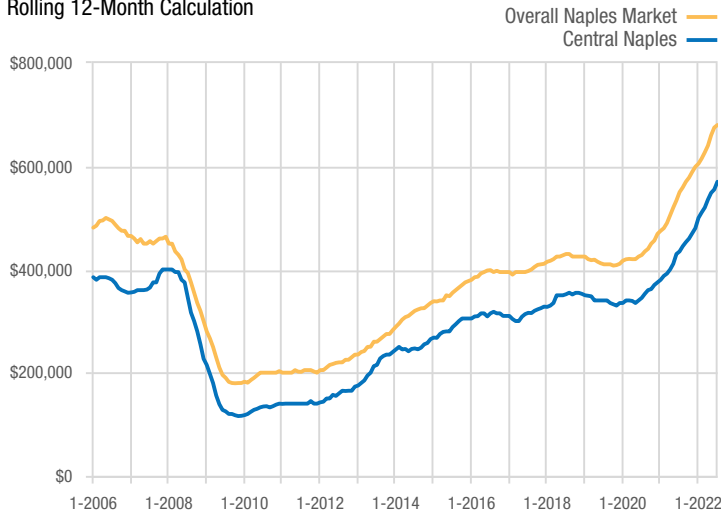
Single Family	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	83	64	- 22.9%	670	652	- 2.7%
Total Sales	84	48	- 42.9%	622	501	- 19.5%
Days on Market Until Sale	21	31	+ 47.6%	42	22	- 47.6%
Median Closed Price*	\$462,500	\$595,000	+ 28.6%	\$459,000	\$599,000	+ 30.5%
Average Closed Price*	\$618,339	\$829,702	+ 34.2%	\$746,777	\$942,016	+ 26.1%
Percent of List Price Received*	99.2%	97.4%	- 1.8%	98.4%	99.2%	+ 0.8%
Inventory of Homes for Sale	181	184	+ 1.7%	—	—	—
Months Supply of Inventory	2.2	2.5	+ 13.6%	—	—	—

Condo	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	104	76	- 26.9%	802	717	- 10.6%
Total Sales	96	71	- 26.0%	920	574	- 37.6%
Days on Market Until Sale	20	18	- 10.0%	53	13	- 75.5%
Median Closed Price*	\$240,000	\$322,500	+ 34.4%	\$218,000	\$340,000	+ 56.0%
Average Closed Price*	\$276,965	\$373,346	+ 34.8%	\$251,458	\$395,845	+ 57.4%
Percent of List Price Received*	100.3%	97.6%	- 2.7%	97.9%	101.0%	+ 3.2%
Inventory of Homes for Sale	174	146	- 16.1%	—	—	—
Months Supply of Inventory	1.6	1.8	+ 12.5%	—	—	—

* 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.

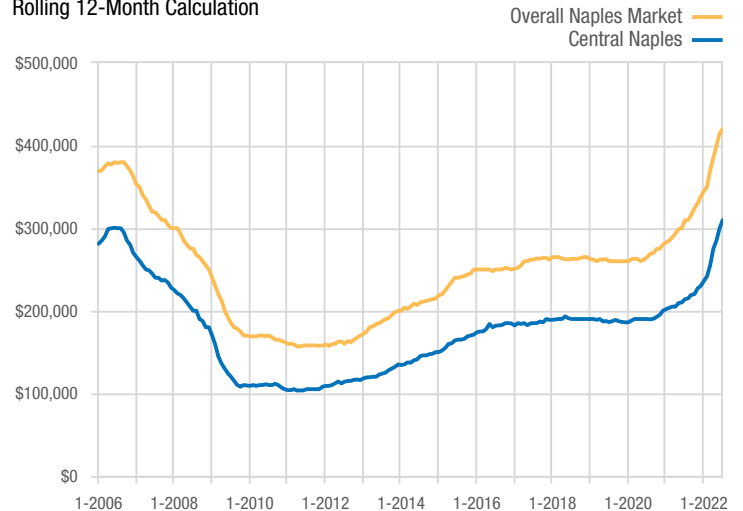
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – July 2022

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South Naples

34112, 34113

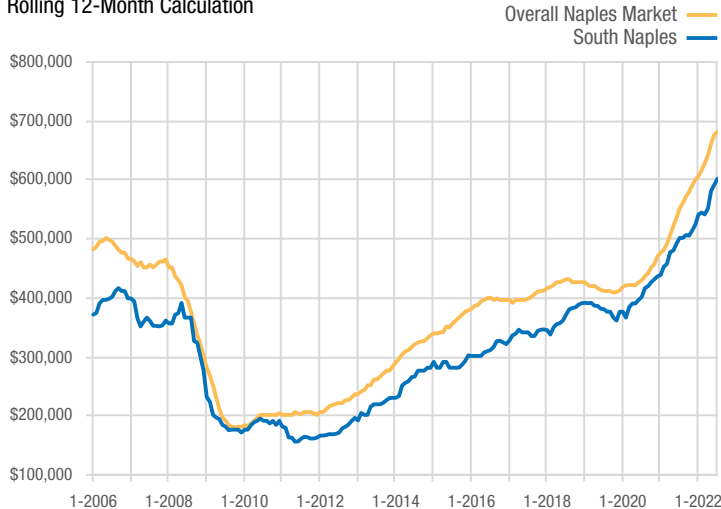
Single Family	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	64	58	- 9.4%	645	542	- 16.0%
Total Sales	65	34	- 47.7%	649	377	- 41.9%
Days on Market Until Sale	23	31	+ 34.8%	51	23	- 54.9%
Median Closed Price*	\$520,000	\$588,000	+ 13.1%	\$520,000	\$646,000	+ 24.2%
Average Closed Price*	\$754,648	\$849,438	+ 12.6%	\$668,891	\$902,082	+ 34.9%
Percent of List Price Received*	98.2%	94.8%	- 3.5%	98.1%	99.6%	+ 1.5%
Inventory of Homes for Sale	144	156	+ 8.3%	—	—	—
Months Supply of Inventory	1.7	2.9	+ 70.6%	—	—	—

Condo	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	123	97	- 21.1%	1,048	908	- 13.4%
Total Sales	123	65	- 47.2%	1,244	756	- 39.2%
Days on Market Until Sale	34	19	- 44.1%	58	12	- 79.3%
Median Closed Price*	\$279,000	\$379,900	+ 36.2%	\$247,250	\$385,000	+ 55.7%
Average Closed Price*	\$307,115	\$412,059	+ 34.2%	\$271,449	\$429,195	+ 58.1%
Percent of List Price Received*	98.8%	99.1%	+ 0.3%	97.7%	100.8%	+ 3.2%
Inventory of Homes for Sale	199	194	- 2.5%	—	—	—
Months Supply of Inventory	1.3	1.8	+ 38.5%	—	—	—

* 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.

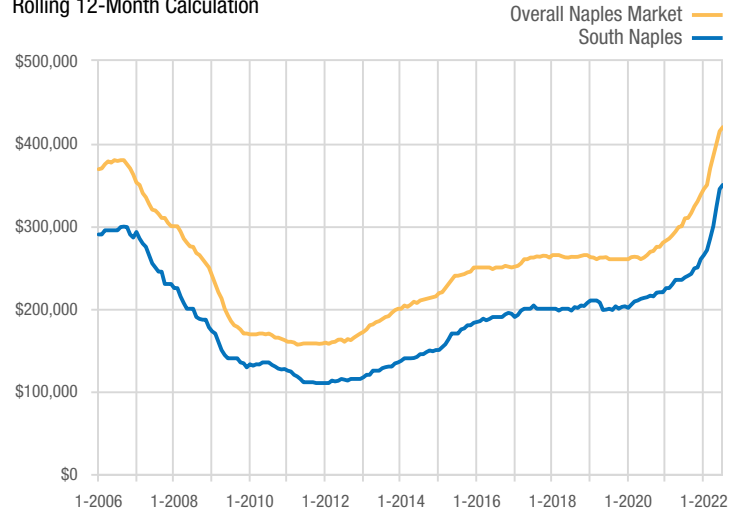
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – July 2022

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East Naples

34114, 34117, 34120, 34137

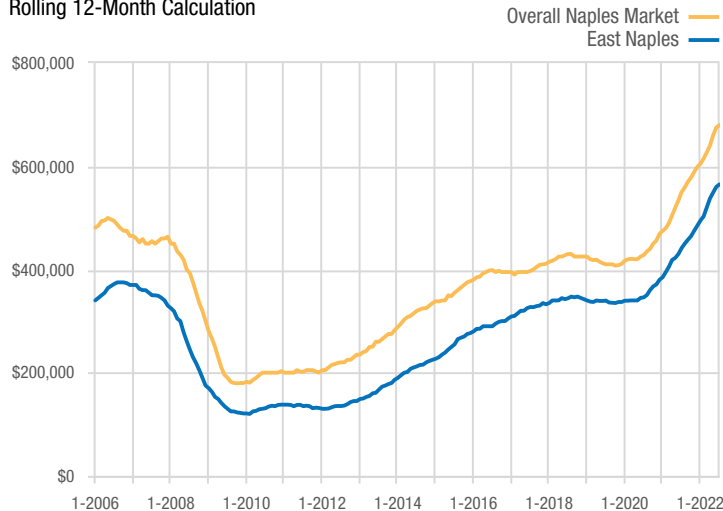
Single Family	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	197	207	+ 5.1%	1,493	1,678	+ 12.4%
Total Sales	182	115	- 36.8%	1,449	1,167	- 19.5%
Days on Market Until Sale	22	27	+ 22.7%	40	27	- 32.5%
Median Closed Price*	\$537,500	\$575,000	+ 7.0%	\$465,000	\$600,000	+ 29.0%
Average Closed Price*	\$625,935	\$716,641	+ 14.5%	\$551,083	\$760,557	+ 38.0%
Percent of List Price Received*	99.5%	98.4%	- 1.1%	98.7%	98.9%	+ 0.2%
Inventory of Homes for Sale	463	571	+ 23.3%	—	—	—
Months Supply of Inventory	2.3	3.4	+ 47.8%	—	—	—

Condo	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	75	52	- 30.7%	612	601	- 1.8%
Total Sales	63	54	- 14.3%	676	459	- 32.1%
Days on Market Until Sale	17	19	+ 11.8%	41	16	- 61.0%
Median Closed Price*	\$355,000	\$496,500	+ 39.9%	\$337,740	\$496,000	+ 46.9%
Average Closed Price*	\$393,612	\$523,036	+ 32.9%	\$349,994	\$517,509	+ 47.9%
Percent of List Price Received*	101.0%	97.8%	- 3.2%	98.7%	100.5%	+ 1.8%
Inventory of Homes for Sale	133	125	- 6.0%	—	—	—
Months Supply of Inventory	1.5	1.9	+ 26.7%	—	—	—

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

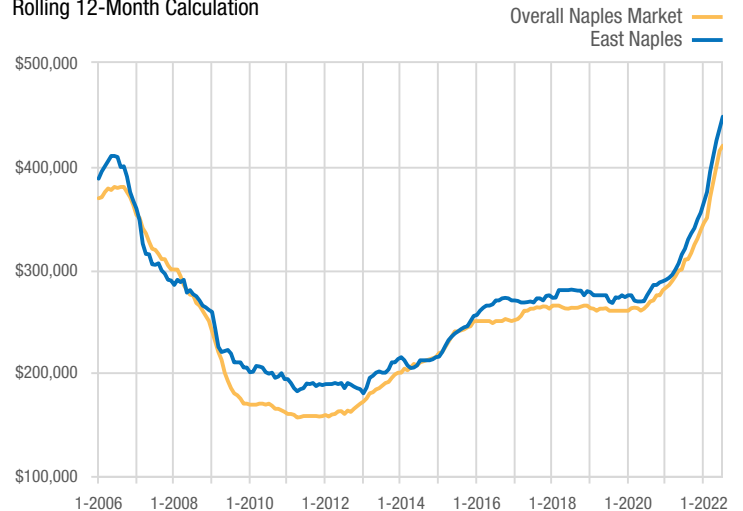
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – July 2022

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

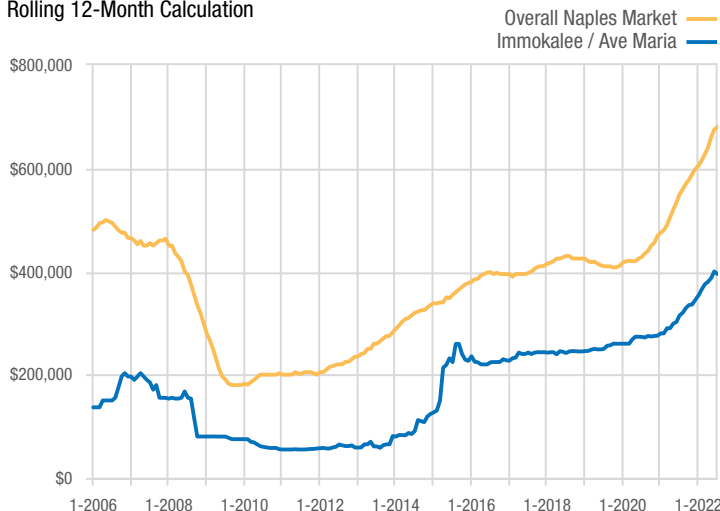
Single Family	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	23	28	+ 21.7%	197	164	- 16.8%
Total Sales	23	12	- 47.8%	176	144	- 18.2%
Days on Market Until Sale	54	19	- 64.8%	55	22	- 60.0%
Median Closed Price*	\$429,900	\$407,600	- 5.2%	\$327,728	\$420,000	+ 28.2%
Average Closed Price*	\$447,609	\$456,246	+ 1.9%	\$360,676	\$444,046	+ 23.1%
Percent of List Price Received*	97.8%	98.3%	+ 0.5%	98.6%	99.3%	+ 0.7%
Inventory of Homes for Sale	103	43	- 58.3%	—	—	—
Months Supply of Inventory	4.6	2.0	- 56.5%	—	—	—

Condo	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	9	6	- 33.3%	23	37	+ 60.9%
Total Sales	3	4	+ 33.3%	18	38	+ 111.1%
Days on Market Until Sale	55	39	- 29.1%	84	50	- 40.5%
Median Closed Price*	\$259,649	\$373,221	+ 43.7%	\$244,732	\$313,998	+ 28.3%
Average Closed Price*	\$197,100	\$383,148	+ 94.4%	\$212,741	\$315,417	+ 48.3%
Percent of List Price Received*	98.7%	97.8%	- 0.9%	97.3%	100.7%	+ 3.5%
Inventory of Homes for Sale	15	13	- 13.3%	—	—	—
Months Supply of Inventory	5.0	2.5	- 50.0%	—	—	—

* 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.

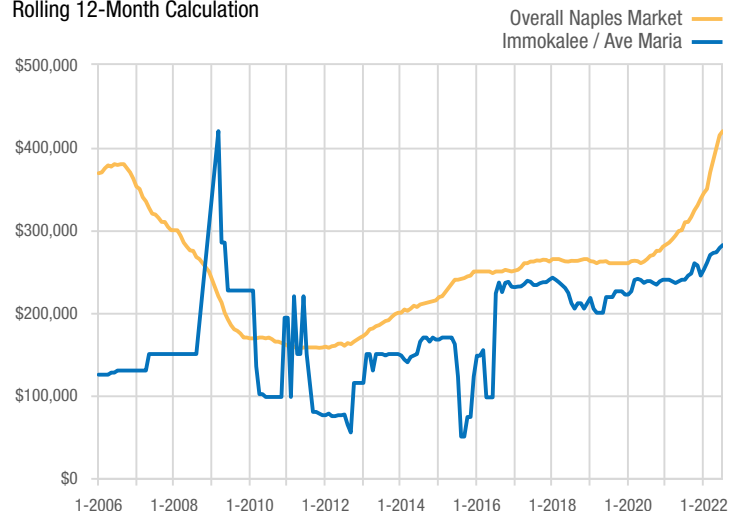
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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