

# Naples Area Market Report



## June 2023

Broker analysts reviewing the June 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), believe a surge in summer travel contributed to the reduction in home sales in Naples during June. The report showed a 13.6 percent decrease in overall closed sales for the month to 837 closed sales from 969 closed sales in June 2022. Though the dip in closed sales appears temporary and may not linger into July's closed sales data as overall pending sales (homes under contract) in June increased 0.8 percent to 800 pending sales from 794 pending sales, and June's showings increased slightly from showings reported in June 2022. Fortunately, slow sales in June did not impact home prices as the median closed price reported in June increased 0.4 percent to \$602,494 from \$600,000 in June 2022.

The percent of list price received during June decreased 2.9 percent to 96.2 percent from 99.1 percent in June 2022. Brokers say this indicates more price negotiations are taking place.

Overall inventory continues to rise compared to 2022 levels. June had an 8.2 percent increase in overall inventory to 2,659 homes from 2,457 homes. But according to the area's top brokers, this increase was due to low sales for the month and not because of new listings, which decreased 28.2 percent to 860 new listings from 1,198 new listings in June 2022. Experts also point out that we've been through a pandemic and hurricane and still the monthly reports fail to indicate a market correction will happen anytime soon as median and average closed prices continue to hold steady.

## Quick Facts

<b>- 13.6%</b>	<b>+ 0.4%</b>	<b>+ 8.2%</b>
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
<b>- 12.6%</b>	<b>- 26.6%</b>	<b>- 27.0%</b>
Price Range With the Strongest Sales: \$1,500,001 to \$5,000,000	Bedroom Count With Strongest Sales: 2 Bedrooms	Property Type With Strongest Sales: Single Family

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# 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	6-2022	6-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		1,198	<b>860</b>	- 28.2%	8,383	<b>7,099</b>	- 15.3%
<b>Total Sales</b>		969	<b>837</b>	- 13.6%	6,369	<b>5,124</b>	- 19.5%
<b>Days on Market Until Sale</b>		19	<b>50</b>	+ 163.2%	20	<b>52</b>	+ 160.0%
<b>Median Closed Price</b>		\$600,000	<b>\$602,494</b>	+ 0.4%	\$579,450	<b>\$605,000</b>	+ 4.4%
<b>Average Closed Price</b>		\$962,079	<b>\$1,006,172</b>	+ 4.6%	\$1,036,766	<b>\$1,064,570</b>	+ 2.7%
<b>Percent of List Price Received</b>		99.1%	<b>96.2%</b>	- 2.9%	100.3%	<b>96.3%</b>	- 4.0%
<b>Pending Listings</b>		<b>794</b>	<b>800</b>	+ 0.8%	<b>7,719</b>	<b>6,659</b>	- 13.7%
<b>Inventory of Homes for Sale</b>		2,457	<b>2,659</b>	+ 8.2%	—	—	—
<b>Months Supply of Inventory</b>		2.4	<b>3.6</b>	+ 50.0%	—	—	—

# 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	6-2022	6-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		702	<b>502</b>	- 28.5%	4,331	<b>3,629</b>	- 16.2%
<b>Total Sales</b>		445	<b>441</b>	- 0.9%	3,079	<b>2,536</b>	- 17.6%
<b>Days on Market Until Sale</b>		22	<b>52</b>	+ 136.4%	25	<b>58</b>	+ 132.0%
<b>Median Closed Price</b>		\$749,000	<b>\$760,000</b>	+ 1.5%	\$740,000	<b>\$744,033</b>	+ 0.5%
<b>Average Closed Price</b>		\$1,138,256	<b>\$1,212,106</b>	+ 6.5%	\$1,329,852	<b>\$1,324,442</b>	- 0.4%
<b>Percent of List Price Received</b>		98.6%	<b>96.0%</b>	- 2.6%	99.5%	<b>96.0%</b>	- 3.5%
<b>Pending Listings</b>		375	<b>446</b>	+ 18.9%	3,731	<b>3,345</b>	- 10.3%
<b>Inventory of Homes for Sale</b>		1,534	<b>1,478</b>	- 3.7%	—	—	—
<b>Months Supply of Inventory</b>		3.0	<b>4.0</b>	+ 33.3%	—	—	—

# Condo Market Overview



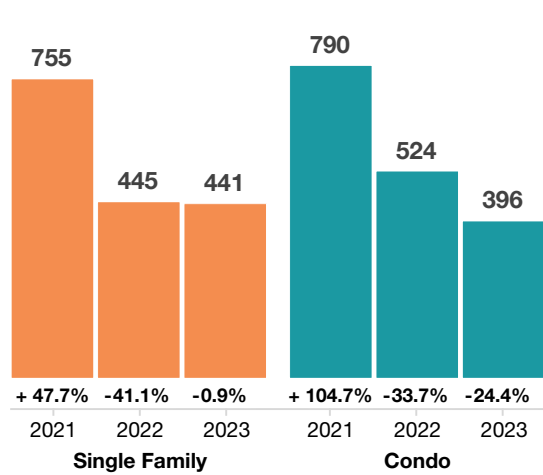
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.

Key Metrics	Historical Sparkbars	6-2022	6-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		496	<b>358</b>	- 27.8%	4,052	<b>3,470</b>	- 14.4%
<b>Total Sales</b>		524	<b>396</b>	- 24.4%	3,290	<b>2,588</b>	- 21.3%
<b>Days on Market Until Sale</b>		15	<b>47</b>	+ 213.3%	14	<b>46</b>	+ 228.6%
<b>Median Closed Price</b>		\$490,000	<b>\$480,000</b>	- 2.0%	\$460,500	<b>\$495,000</b>	+ 7.5%
<b>Average Closed Price</b>		\$812,462	<b>\$776,836</b>	- 4.4%	\$762,573	<b>\$809,920</b>	+ 6.2%
<b>Percent of List Price Received</b>		99.5%	<b>96.3%</b>	- 3.2%	101.1%	<b>96.6%</b>	- 4.5%
<b>Pending Listings</b>		<b>419</b>	<b>354</b>	- 15.5%	<b>3,988</b>	<b>3,314</b>	- 16.9%
<b>Inventory of Homes for Sale</b>		923	<b>1,181</b>	+ 28.0%	—	—	—
<b>Months Supply of Inventory</b>		1.8	<b>3.2</b>	+ 77.8%	—	—	—

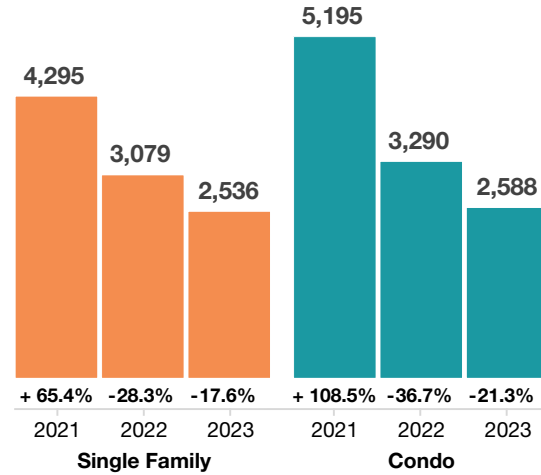
# Overall Closed Sales

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

## June

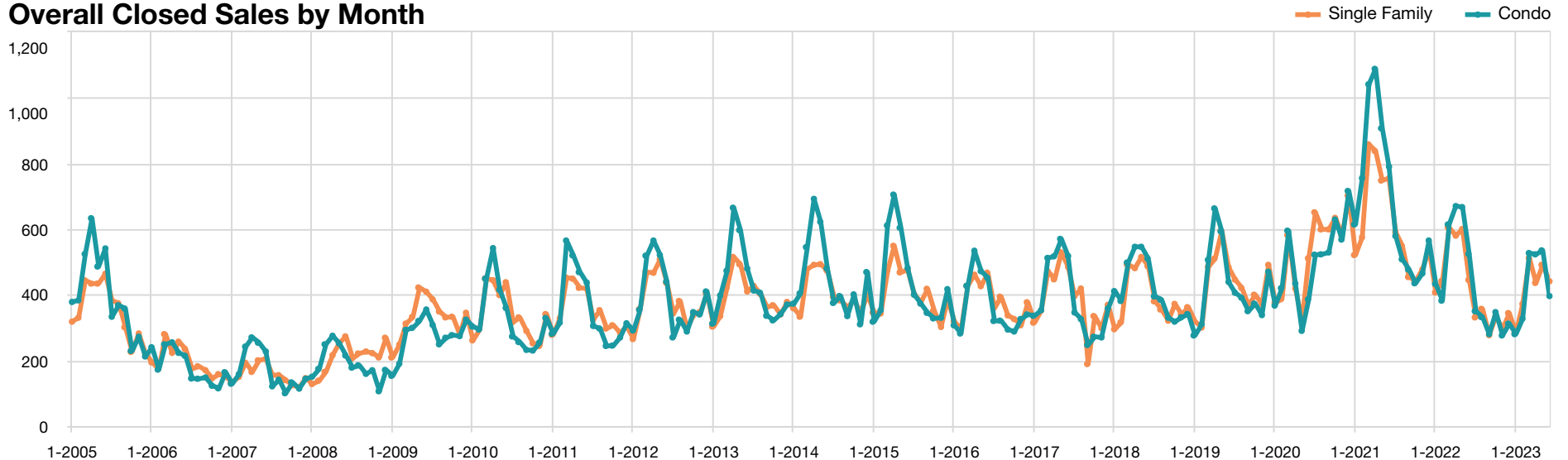


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2022	331	-44.0%	350	-39.6%
Aug-2022	357	-35.0%	332	-34.6%
Sep-2022	277	-39.0%	280	-41.3%
Oct-2022	334	-24.4%	347	-20.2%
Nov-2022	296	-37.9%	276	-40.6%
Dec-2022	344	-36.1%	312	-44.8%
Jan-2023	284	-30.2%	280	-35.3%
Feb-2023	372	-15.8%	327	-14.4%
Mar-2023	512	-15.4%	527	-14.2%
Apr-2023	436	-24.8%	523	-21.9%
May-2023	491	-18.2%	535	-19.8%
<b>Jun-2023</b>	<b>441</b>	<b>-0.9%</b>	<b>396</b>	<b>-24.4%</b>
12-Month Avg	373	-27.0%	374	-29.0%

## Overall Closed Sales by Month

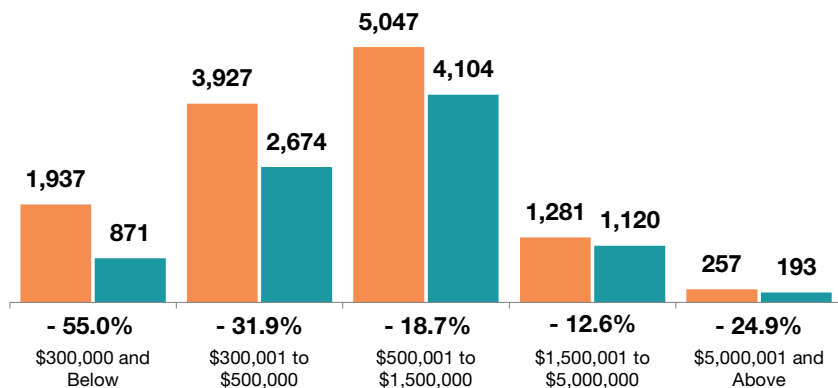


# Overall Closed Sales by Price Range

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

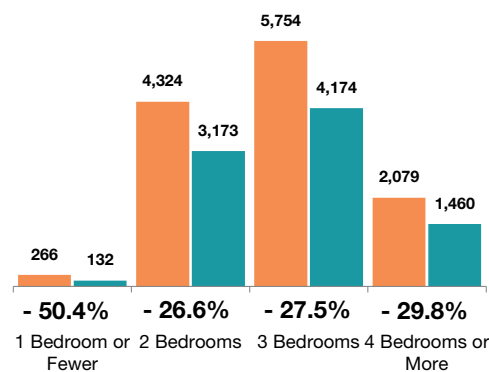
## By Price Range

6-2022 6-2023



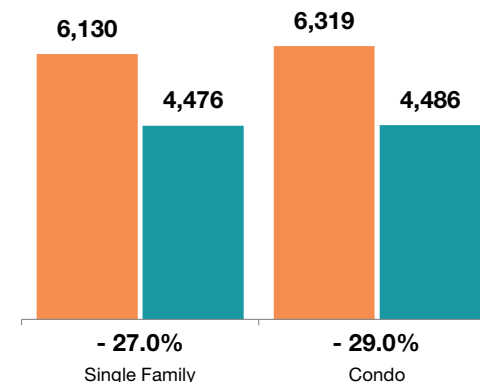
## By Bedroom Count

6-2022 6-2023



## By Property Type

6-2022 6-2023



### All Properties

#### By Price Range

	6-2022	6-2023	Change
\$300,000 and Below	1,937	871	- 55.0%
\$300,001 to \$500,000	3,927	2,674	- 31.9%
\$500,001 to \$1,500,000	5,047	4,104	- 18.7%
\$1,500,001 to \$5,000,000	1,281	1,120	- 12.6%
\$5,000,001 and Above	257	193	- 24.9%
<b>All Price Ranges</b>	<b>12,449</b>	<b>8,962</b>	<b>- 28.0%</b>

### Single Family

	6-2022	6-2023	Change
1 Bedroom or Fewer	376	220	- 41.5%
2 Bedrooms	1,462	826	- 43.5%
3 Bedrooms	3,284	2,533	- 22.9%
4 Bedrooms or More	807	734	- 9.0%
<b>All Single Family</b>	<b>6,130</b>	<b>4,476</b>	<b>- 27.0%</b>

### Condo

	6-2022	6-2023	Change
1 Bedroom or Fewer	1561	651	- 58.3%
2 Bedrooms	2465	1848	- 25.0%
3 Bedrooms	1763	1571	- 10.9%
4 Bedrooms or More	474	386	- 18.6%
<b>All Condo</b>	<b>6,319</b>	<b>4,486</b>	<b>- 29.0%</b>

#### By Bedroom Count

	6-2022	6-2023	Change
1 Bedroom or Fewer	266	132	- 50.4%
2 Bedrooms	4,324	3,173	- 26.6%
3 Bedrooms	5,754	4,174	- 27.5%
4 Bedrooms or More	2,079	1,460	- 29.8%
<b>All Bedroom Counts</b>	<b>12,449</b>	<b>8,962</b>	<b>- 28.0%</b>

	6-2022	6-2023	Change
1 Bedroom or Fewer	38	24	- 36.8%
2 Bedrooms	661	528	- 20.1%
3 Bedrooms	3,482	2,548	- 26.8%
4 Bedrooms or More	1,947	1,370	- 29.6%
<b>All Single Family</b>	<b>6,130</b>	<b>4,476</b>	<b>- 27.0%</b>

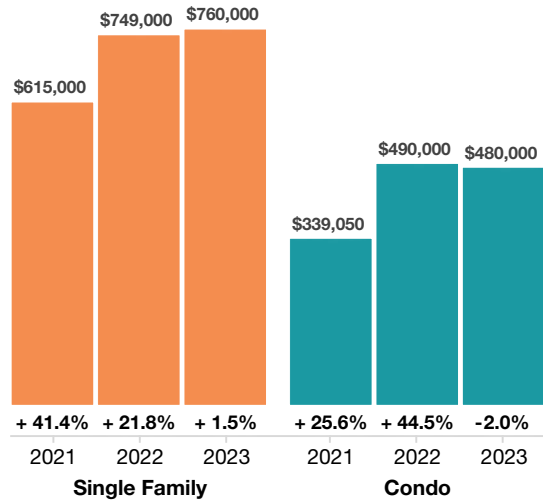
	6-2022	6-2023	Change
1 Bedroom or Fewer	228	108	- 52.6%
2 Bedrooms	3,663	2,645	- 27.8%
3 Bedrooms	2,272	1,626	- 28.4%
4 Bedrooms or More	132	90	- 31.8%
<b>All Condo</b>	<b>6,319</b>	<b>4,486</b>	<b>- 29.0%</b>

# Overall Median Closed Price

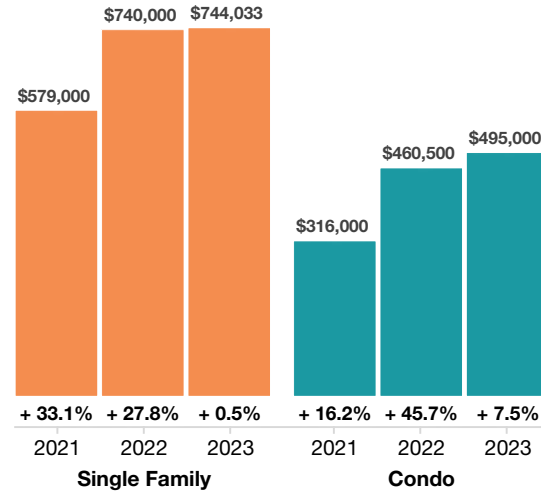
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



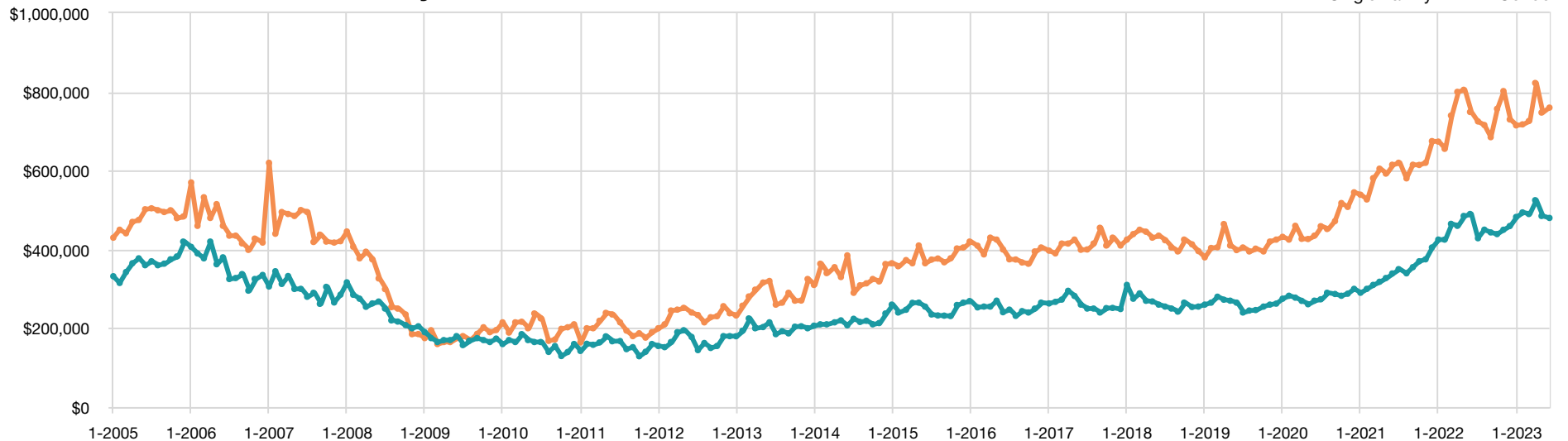
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2022	\$725,000	+ 16.9%	\$428,500	+ 22.4%
Aug-2022	\$715,835	+ 23.3%	\$450,195	+ 32.6%
Sep-2022	\$685,000	+ 11.4%	\$443,260	+ 24.9%
Oct-2022	\$756,953	+ 23.2%	\$439,000	+ 18.6%
Nov-2022	\$802,000	+ 29.4%	\$450,000	+ 20.0%
Dec-2022	\$730,000	+ 8.1%	\$459,500	+ 13.5%
Jan-2023	\$715,000	+ 6.1%	\$482,500	+ 13.5%
Feb-2023	\$717,500	+ 9.5%	\$494,000	+ 16.2%
Mar-2023	\$726,000	- 1.9%	\$490,000	+ 5.4%
Apr-2023	\$822,500	+ 2.8%	\$525,000	+ 14.1%
May-2023	\$747,500	- 7.2%	\$485,000	0.0%
<b>Jun-2023</b>	<b>\$760,000</b>	<b>+ 1.5%</b>	<b>\$480,000</b>	<b>- 2.0%</b>
12-Month Avg*	\$740,000	+ 9.6%	\$470,000	+ 13.3%

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

## Overall Median Closed Price by Month

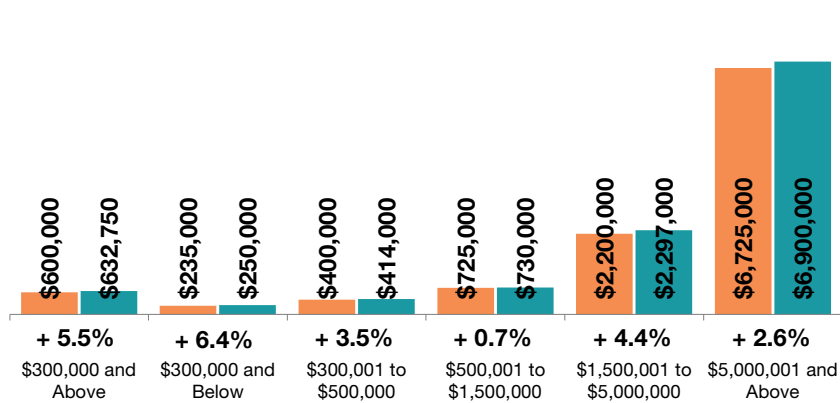


# Overall Median Closed Price by Price Range

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

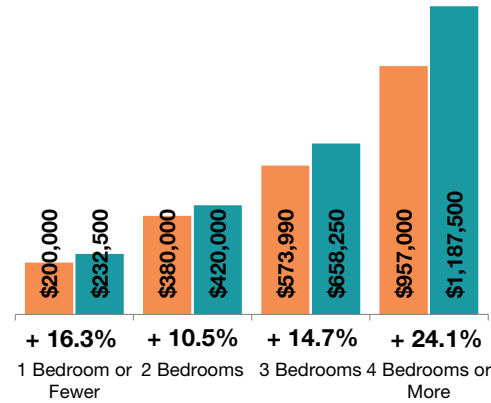
## By Price Range

6-2022 6-2023



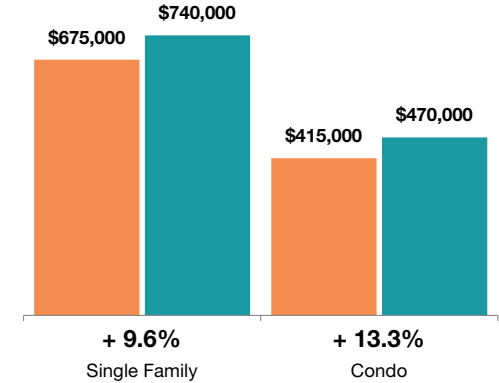
## By Bedroom Count

6-2022 6-2023



## By Property Type

6-2022 6-2023



### All Properties

By Price Range	6-2022	6-2023	Change
\$300,000 and Above	\$600,000	\$632,750	+ 5.5%
\$300,000 and Below	\$235,000	\$250,000	+ 6.4%
\$300,001 to \$500,000	\$400,000	\$414,000	+ 3.5%
\$500,001 to \$1,500,000	\$725,000	\$730,000	+ 0.7%
\$1,500,001 to \$5,000,000	\$2,200,000	\$2,297,000	+ 4.4%
\$5,000,001 and Above	\$6,725,000	\$6,900,000	+ 2.6%
<b>All Price Ranges</b>	<b>\$526,000</b>	<b>\$590,000</b>	<b>+ 12.2%</b>

### Single Family

	6-2022	6-2023	Change
1 Bedroom or 2 Bedrooms Fewer	\$200,000	\$232,500	+ 16.3%
2 Bedrooms	\$380,000	\$420,000	+ 10.5%
3 Bedrooms	\$573,990	\$658,250	+ 14.7%
4 Bedrooms or More	\$957,000	\$1,187,500	+ 24.1%
<b>All Single Family</b>	<b>\$675,000</b>	<b>\$740,000</b>	<b>+ 9.6%</b>

### Condo

	6-2022	6-2023	Change
1 Bedroom or 2 Bedrooms Fewer	\$200,000	\$232,500	+ 16.3%
2 Bedrooms	\$380,000	\$420,000	+ 10.5%
3 Bedrooms	\$573,990	\$658,250	+ 14.7%
4 Bedrooms or More	\$957,000	\$1,187,500	+ 24.1%
<b>All Condo</b>	<b>\$415,000</b>	<b>\$470,000</b>	<b>+ 13.3%</b>

## By Bedroom Count

	6-2022	6-2023	Change
1 Bedroom or Fewer	\$200,000	\$232,500	+ 16.3%
2 Bedrooms	\$380,000	\$420,000	+ 10.5%
3 Bedrooms	\$573,990	\$658,250	+ 14.7%
4 Bedrooms or More	\$957,000	\$1,187,500	+ 24.1%
<b>All Bedroom Counts</b>	<b>\$526,000</b>	<b>\$590,000</b>	<b>+ 12.2%</b>

	6-2022	6-2023	Change
1 Bedroom or Fewer	\$200,000	\$232,500	+ 16.3%
2 Bedrooms	\$380,000	\$420,000	+ 10.5%
3 Bedrooms	\$573,990	\$658,250	+ 14.7%
4 Bedrooms or More	\$957,000	\$1,187,500	+ 24.1%
<b>All Bedroom Counts</b>	<b>\$526,000</b>	<b>\$590,000</b>	<b>+ 12.2%</b>

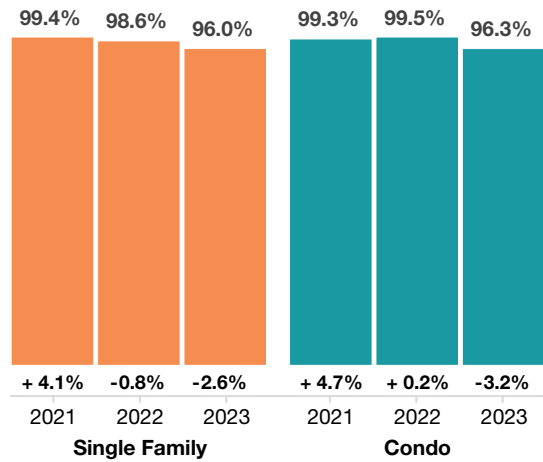


# Overall Percent of Current List Price Received

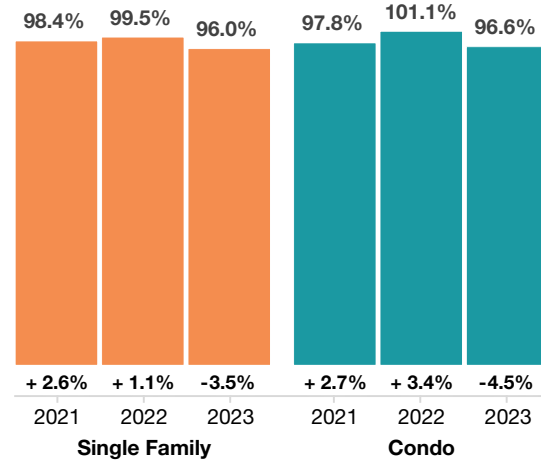


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting concessions.

## June



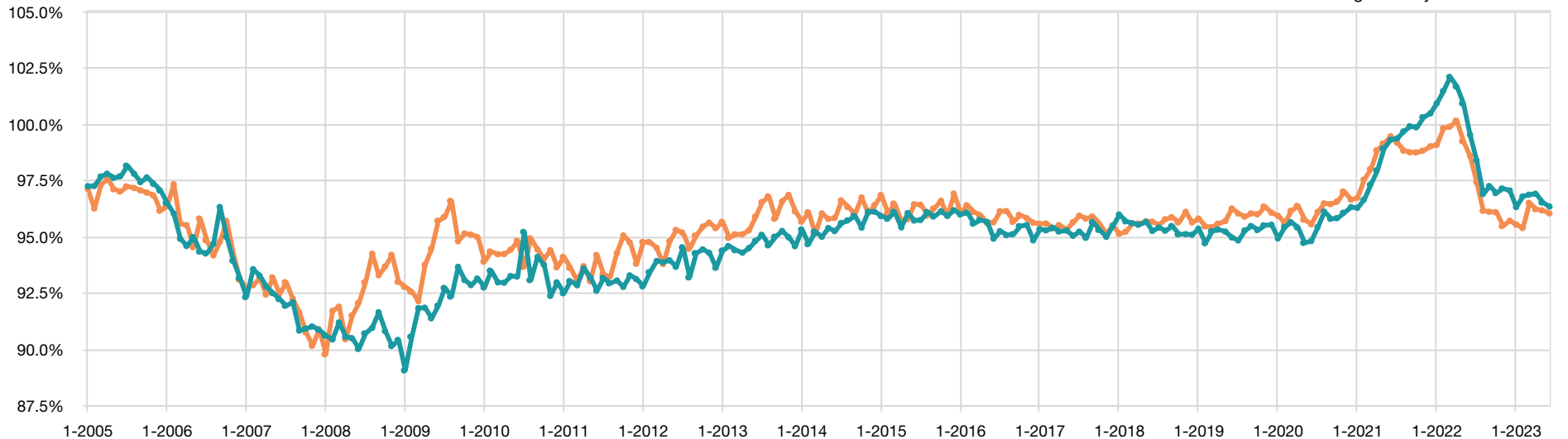
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	95.5%	- 3.3%	97.1%	- 3.2%
Dec-2022	95.7%	- 3.3%	97.0%	- 3.5%
Jan-2023	95.5%	- 3.6%	96.3%	- 4.6%
Feb-2023	95.4%	- 4.4%	96.8%	- 4.6%
Mar-2023	96.5%	- 3.4%	96.9%	- 5.1%
Apr-2023	96.2%	- 3.9%	96.9%	- 4.7%
May-2023	96.2%	- 3.0%	96.5%	- 4.4%
<b>Jun-2023</b>	<b>96.0%</b>	<b>- 2.6%</b>	<b>96.3%</b>	<b>- 3.2%</b>
12-Month Avg*	96.1%	- 3.1%	96.9%	- 3.6%

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

## Overall Percent of Current List Price Received by Month

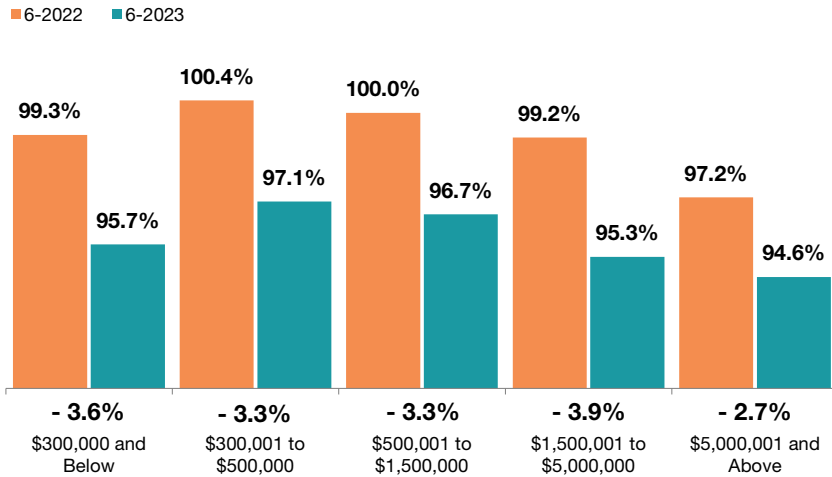


# Overall Percent of Current List Price Received by Price Range

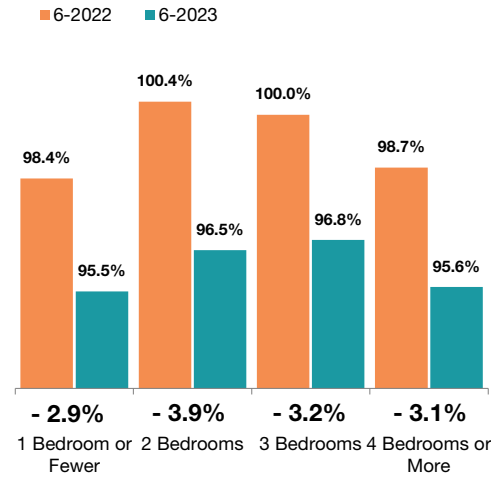


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

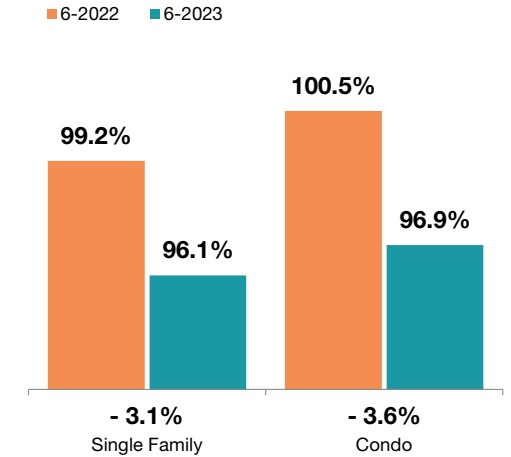
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	6-2022	6-2023	Change
\$300,000 and Below	99.3%	95.7%	- 3.6%
\$300,001 to \$500,000	100.4%	97.1%	- 3.3%
\$500,001 to \$1,500,000	100.0%	96.7%	- 3.3%
\$1,500,001 to \$5,000,000	99.2%	95.3%	- 3.9%
\$5,000,001 and Above	97.2%	94.6%	- 2.7%
<b>All Price Ranges</b>	<b>99.9%</b>	<b>96.5%</b>	<b>- 3.4%</b>

### Single Family

By Price Range	6-2022	6-2023	Change
\$300,000 and Below	96.8%	94.9%	- 2.0%
\$300,001 to \$500,000	99.2%	97.1%	- 2.1%
\$500,001 to \$1,500,000	99.7%	96.3%	- 3.4%
\$1,500,001 to \$5,000,000	99.0%	94.7%	- 4.3%
\$5,000,001 and Above	96.8%	94.6%	- 2.3%
<b>All Price Ranges</b>	<b>99.2%</b>	<b>96.1%</b>	<b>- 3.1%</b>

### Condo

By Price Range	6-2022	6-2023	Change
\$300,000 and Below	99.9%	96.0%	- 3.9%
\$300,001 to \$500,000	101.2%	97.1%	- 4.1%
\$500,001 to \$1,500,000	100.6%	97.2%	- 3.4%
\$1,500,001 to \$5,000,000	99.4%	96.5%	- 2.9%
\$5,000,001 and Above	98.6%	94.9%	- 3.8%
<b>All Price Ranges</b>	<b>100.5%</b>	<b>96.9%</b>	<b>- 3.6%</b>

### By Bedroom Count

By Bedroom Count	6-2022	6-2023	Change
1 Bedroom or Fewer	98.4%	95.5%	- 2.9%
2 Bedrooms	100.4%	96.5%	- 3.9%
3 Bedrooms	100.0%	96.8%	- 3.2%
4 Bedrooms or More	98.7%	95.6%	- 3.1%
<b>All Bedroom Counts</b>	<b>99.9%</b>	<b>96.5%</b>	<b>- 3.4%</b>

By Bedroom Count	6-2022	6-2023	Change
1 Bedroom or Fewer	95.3%	93.9%	- 1.5%
2 Bedrooms	98.8%	95.5%	- 3.3%
3 Bedrooms	99.6%	96.6%	- 3.0%
4 Bedrooms or More	98.6%	95.4%	- 3.2%
<b>All Bedroom Counts</b>	<b>99.2%</b>	<b>96.1%</b>	<b>- 3.1%</b>

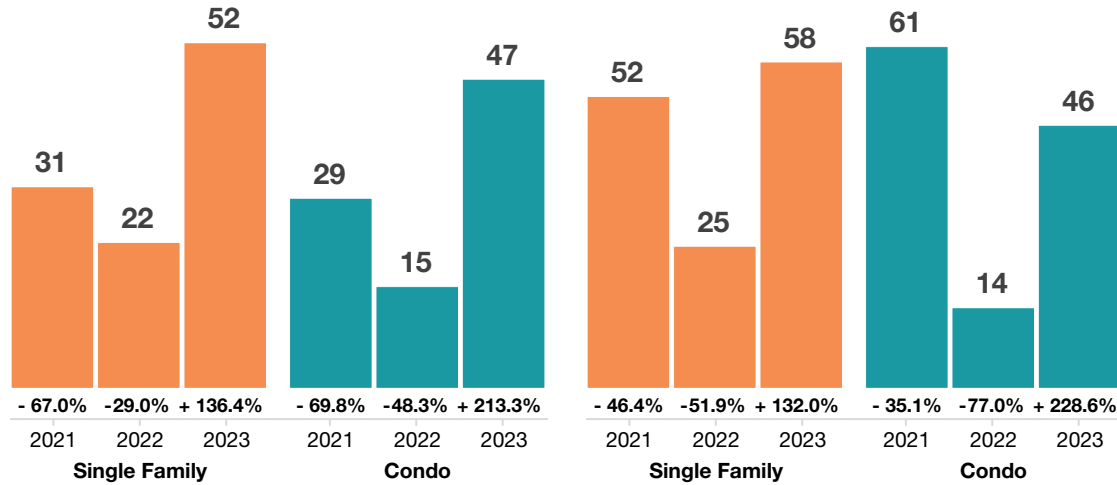
By Bedroom Count	6-2022	6-2023	Change
1 Bedroom or Fewer	98.9%	95.8%	- 3.1%
2 Bedrooms	100.6%	96.8%	- 3.8%
3 Bedrooms	100.6%	97.2%	- 3.4%
4 Bedrooms or More	99.4%	98.2%	- 1.2%
<b>All Bedroom Counts</b>	<b>100.5%</b>	<b>96.9%</b>	<b>- 3.6%</b>

# Overall Days on Market Until Sale

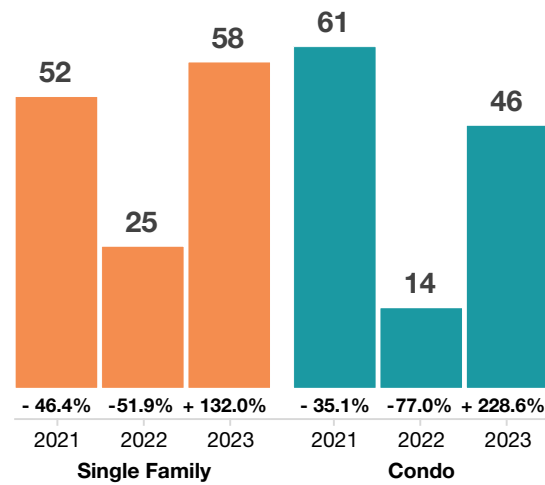
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June



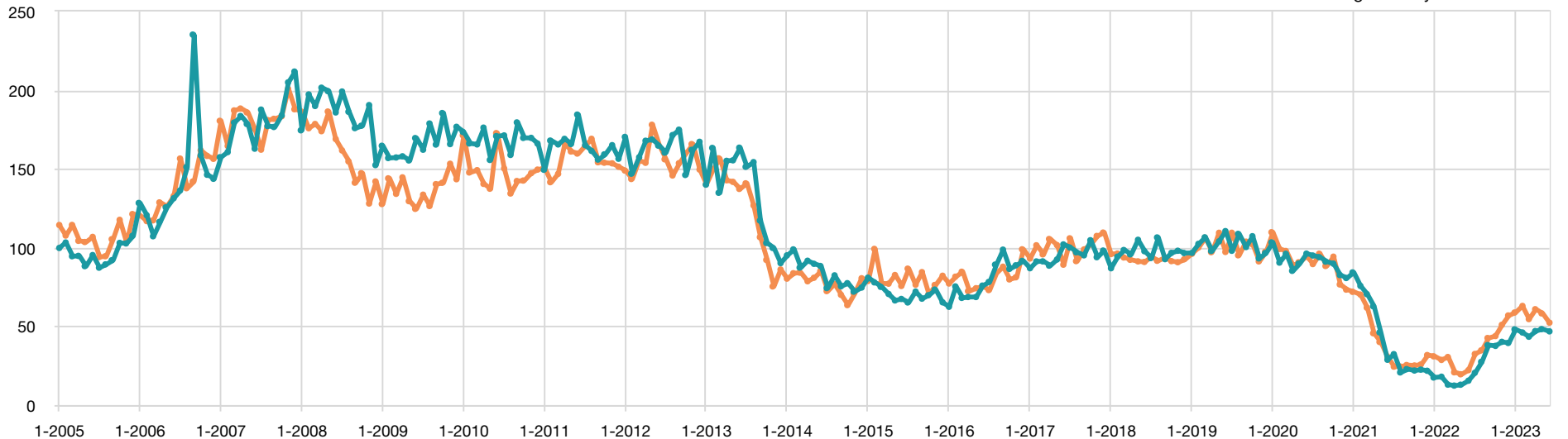
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	63	+ 117.2%	46	+ 155.6%
Mar-2023	55	+ 77.4%	43	+ 230.8%
Apr-2023	61	+ 190.5%	47	+ 291.7%
May-2023	58	+ 190.0%	48	+ 269.2%
<b>Jun-2023</b>	<b>52</b>	<b>+ 136.4%</b>	<b>47</b>	<b>+ 213.3%</b>
12-Month Avg*	52	+ 100.7%	41	+ 115.8%

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

## Overall Days on Market Until Sale by Month

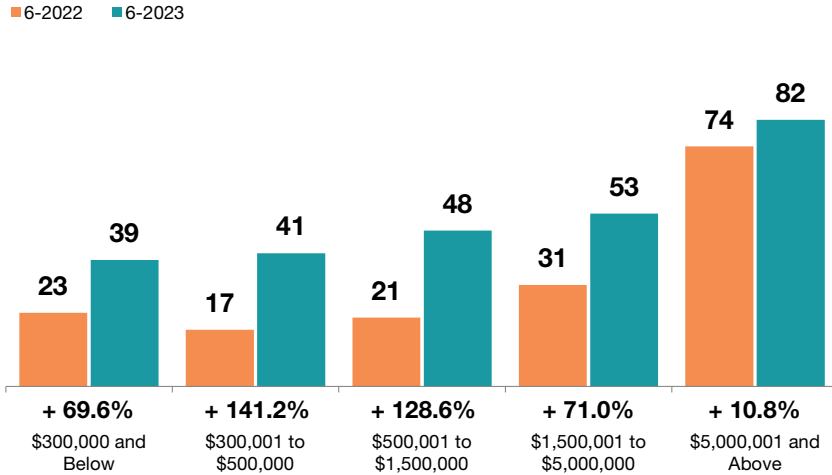


# Overall Days on Market Until Sale by Price Range

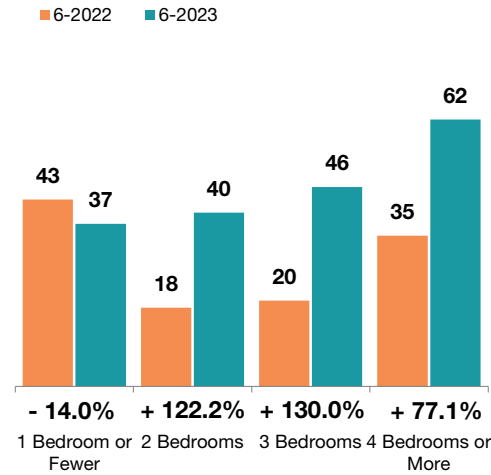


Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.

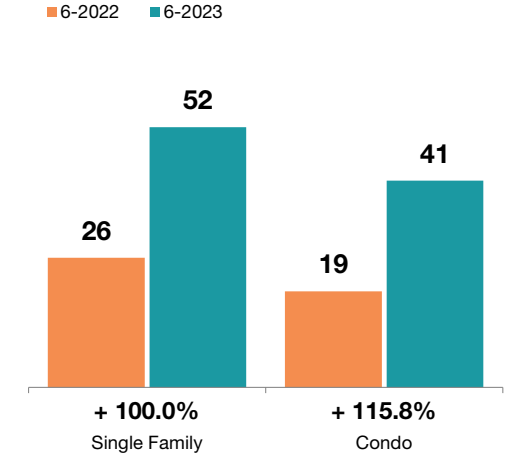
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	6-2022	6-2023	Change
\$300,000 and Below	23	39	+ 69.6%
\$300,001 to \$500,000	17	41	+ 141.2%
\$500,001 to \$1,500,000	21	48	+ 128.6%
\$1,500,001 to \$5,000,000	31	53	+ 71.0%
\$5,000,001 and Above	74	82	+ 10.8%
<b>All Price Ranges</b>	<b>22</b>	<b>46</b>	<b>+ 109.1%</b>

### Single Family

	6-2022	6-2023	Change
1 Bedroom or Fewer	33	39	+ 18.2%
2 Bedrooms	23	46	+ 100.0%
3 Bedrooms	21	52	+ 147.6%
4 Bedrooms or More	33	53	+ 60.6%
<b>All Single Family</b>	<b>77</b>	<b>82</b>	<b>+ 6.5%</b>
<b>All Price Ranges</b>	<b>26</b>	<b>52</b>	<b>+ 100.0%</b>

### Condo

	6-2022	6-2023	Change
1 Bedroom or Fewer	20	39	+ 95.0%
2 Bedrooms	14	39	+ 178.6%
3 Bedrooms	21	41	+ 95.2%
4 Bedrooms or More	29	54	+ 86.2%
<b>All Condo</b>	<b>62</b>	<b>80</b>	<b>+ 29.0%</b>
<b>All Price Ranges</b>	<b>19</b>	<b>41</b>	<b>+ 115.8%</b>

## By Bedroom Count

	6-2022	6-2023	Change
1 Bedroom or Fewer	43	37	- 14.0%
2 Bedrooms	18	40	+ 122.2%
3 Bedrooms	20	46	+ 130.0%
4 Bedrooms or More	35	62	+ 77.1%
<b>All Bedroom Counts</b>	<b>22</b>	<b>46</b>	<b>+ 109.1%</b>

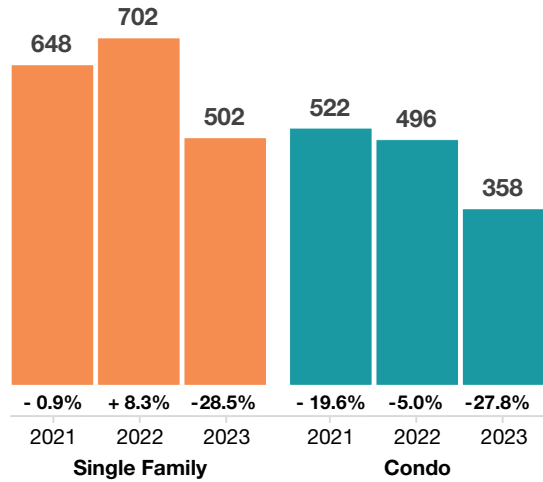
	6-2022	6-2023	Change
1 Bedroom or Fewer	88	38	- 56.8%
2 Bedrooms	23	40	+ 73.9%
3 Bedrooms	21	49	+ 133.3%
4 Bedrooms or More	34	62	+ 82.4%
<b>All Single Family</b>	<b>26</b>	<b>52</b>	<b>+ 100.0%</b>
1 Bedroom or Fewer	36	37	+ 5.1%
2 Bedrooms	17	40	+ 133.1%
3 Bedrooms	18	42	+ 129.0%
4 Bedrooms or More	42	55	+ 29.5%
<b>All Condo</b>	<b>19</b>	<b>41</b>	<b>+ 115.8%</b>

# Overall New Listings

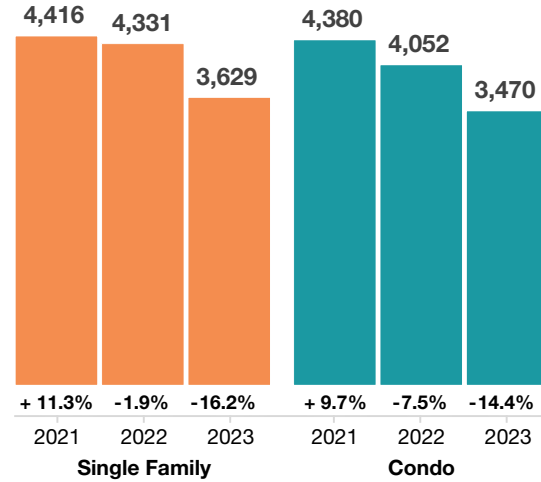
A count of the properties that have been newly listed on the market in a given month.



## June

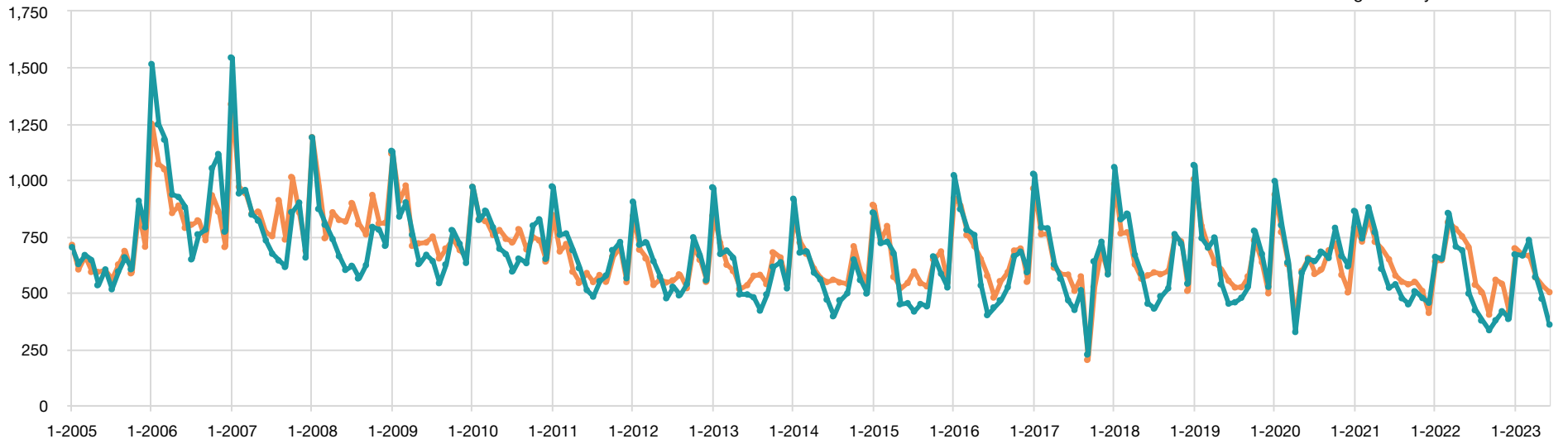


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2022	535	- 7.1%	422	- 21.4%
Aug-2022	502	- 8.4%	376	- 20.8%
Sep-2022	402	- 25.1%	333	- 25.7%
Oct-2022	557	+ 1.6%	377	- 25.5%
Nov-2022	539	+ 6.3%	417	- 12.4%
Dec-2022	412	+ 0.5%	383	- 15.8%
Jan-2023	697	+ 9.1%	670	+ 1.7%
Feb-2023	668	+ 3.7%	665	+ 2.3%
Mar-2023	664	- 18.3%	734	- 14.1%
Apr-2023	568	- 27.5%	570	- 19.1%
May-2023	530	- 29.3%	473	- 31.3%
<b>Jun-2023</b>	<b>502</b>	<b>- 28.5%</b>	<b>358</b>	<b>- 27.8%</b>
12-Month Avg	548	- 11.8%	482	- 16.8%

## Overall New Listings by Month

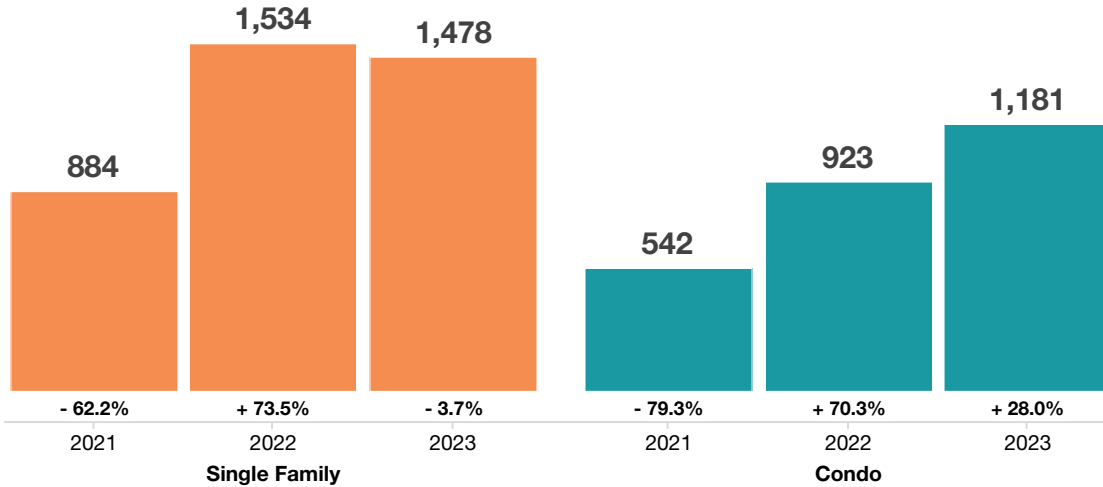


# Overall Inventory of Homes for Sale

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

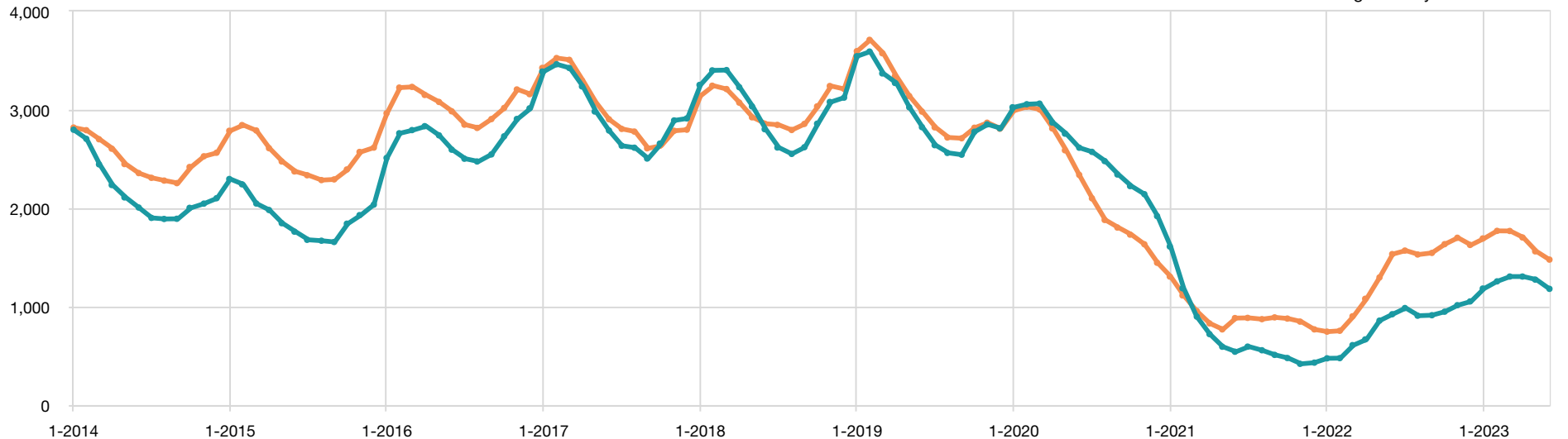


June



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2022	1,570	+ 77.2%	986	+ 66.0%
Aug-2022	1,530	+ 75.3%	908	+ 63.0%
Sep-2022	1,546	+ 73.5%	913	+ 79.0%
Oct-2022	1,635	+ 86.0%	949	+ 98.5%
Nov-2022	1,700	+ 100.5%	1,015	+ 142.2%
Dec-2022	1,627	+ 111.6%	1,053	+ 144.3%
Jan-2023	1,693	+ 126.9%	1,184	+ 149.3%
Feb-2023	1,770	+ 134.4%	1,257	+ 163.5%
Mar-2023	1,769	+ 96.1%	1,306	+ 114.4%
Apr-2023	1,703	+ 57.7%	1,306	+ 95.8%
May-2023	1,562	+ 20.4%	1,275	+ 48.6%
<b>Jun-2023</b>	<b>1,478</b>	<b>- 3.7%</b>	<b>1,181</b>	<b>+ 28.0%</b>
12-Month Avg	1,632	+ 70.9%	1,111	+ 90.6%

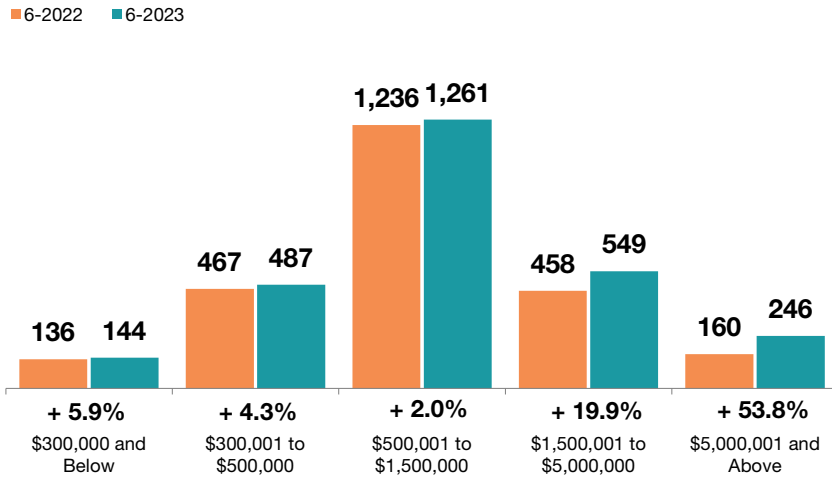
## Overall Inventory of Homes for Sale by Month



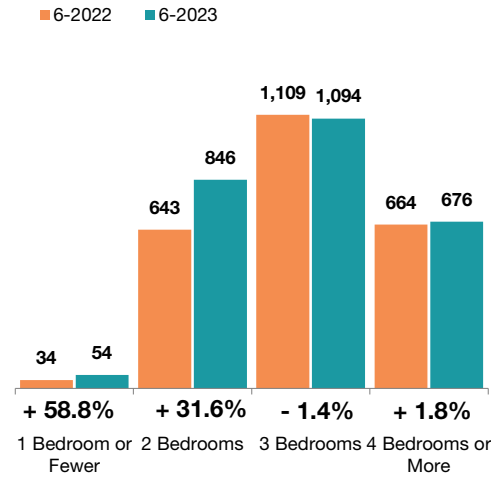
# Overall Inventory of Homes for Sale by Price Range

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

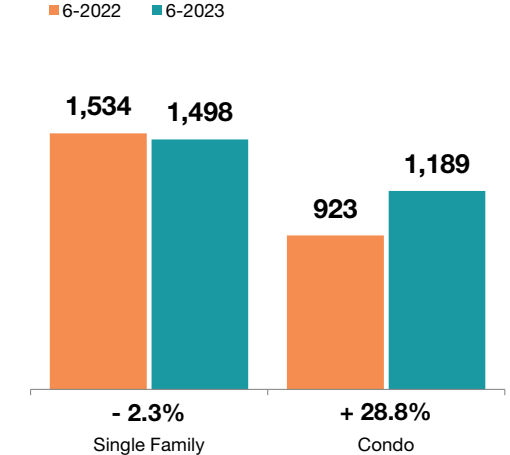
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	6-2022	6-2023	Change
\$300,000 and Below	136	144	+ 5.9%
\$300,001 to \$500,000	467	487	+ 4.3%
\$500,001 to \$1,500,000	1,236	1,261	+ 2.0%
\$1,500,001 to \$5,000,000	458	549	+ 19.9%
\$5,000,001 and Above	160	246	+ 53.8%
<b>All Price Ranges</b>	<b>2,457</b>	<b>2,687</b>	<b>+ 9.4%</b>

### Single Family

6-2022	6-2023	Change
32	64	+ 100.0%
142	101	- 28.9%
887	756	- 14.8%
327	358	+ 9.5%
146	219	+ 50.0%
<b>1,534</b>	<b>1,498</b>	<b>- 2.3%</b>

### Condo

6-2022	6-2023	Change
104	80	- 23.1%
325	386	+ 18.8%
349	505	+ 44.7%
131	191	+ 45.8%
14	27	+ 92.9%
<b>923</b>	<b>1,189</b>	<b>+ 28.8%</b>

### By Bedroom Count

6-2022	6-2023	Change
34	54	+ 58.8%
643	846	+ 31.6%
1,109	1,094	- 1.4%
664	676	+ 1.8%
<b>2,457</b>	<b>2,687</b>	<b>+ 9.4%</b>

6-2022	6-2023	Change
4	13	+ 225.0%
128	156	+ 21.9%
766	679	- 11.4%
635	640	+ 0.8%
<b>1,534</b>	<b>1,498</b>	<b>- 2.3%</b>

6-2022	6-2023	Change
30	41	+ 36.7%
515	690	+ 34.0%
343	415	+ 21.0%
29	36	+ 24.1%
<b>923</b>	<b>1,189</b>	<b>+ 28.8%</b>

# Listing and Sales Summary Report

## June 2023



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Jun-23	Jun-22	% Change	Jun-23	Jun-22	% Change	Jun-23	Jun-22	% Change	Jun-23	Jun-22	% Change
<b>Overall Naples Market*</b>	<b>\$602,494</b>	<b>\$600,000</b>	<b>+0.4%</b>	<b>837</b>	<b>969</b>	<b>-13.6%</b>	<b>2,659</b>	<b>2,457</b>	<b>+8.2%</b>	<b>50</b>	<b>19</b>	<b>+163.2%</b>
<b>Collier County</b>	<b>\$625,000</b>	<b>\$620,000</b>	<b>+0.8%</b>	<b>909</b>	<b>1056</b>	<b>-13.9%</b>	<b>3,132</b>	<b>2,764</b>	<b>+13.3%</b>	<b>51</b>	<b>20</b>	<b>+155.0%</b>
Ave Maria	\$469,985	\$440,000	+6.8%	24	19	+26.3%	70	39	+79.5%	61	30	+103.3%
Central Naples	\$482,500	\$460,000	+4.9%	116	125	-7.2%	274	319	-14.1%	45	14	+221.4%
East Naples	\$603,810	\$602,500	+0.2%	206	224	-8.0%	609	685	-11.1%	50	22	+127.3%
Everglades City	--	\$329,900	--	0	1	-100.0%	8	3	+166.7%	--	15	--
Immokalee	\$346,900	\$265,000	+30.9%	9	3	+200.0%	20	11	+81.8%	17	17	0.0%
Immokalee / Ave Maria	\$421,270	\$437,500	-3.7%	33	22	+50.0%	90	50	+80.0%	49	28	+75.0%
Naples	\$615,000	\$606,269	+1.4%	801	949	-15.6%	2,569	2,408	+6.7%	50	18	+177.8%
Naples Beach	\$1,382,500	\$1,130,000	+22.3%	130	171	-24.0%	753	521	+44.5%	66	25	+164.0%
North Naples	\$740,000	\$603,000	+22.7%	203	253	-19.8%	542	542	0.0%	41	14	+192.9%
South Naples	\$455,000	\$450,500	+1.0%	149	174	-14.4%	391	340	+15.0%	51	16	+218.8%
34102	\$1,737,500	\$1,442,500	+20.5%	35	50	-30.0%	240	179	+34.1%	80	33	+142.4%
34103	\$937,500	\$1,370,000	-31.6%	38	42	-9.5%	235	142	+65.5%	68	28	+142.9%
34104	\$417,500	\$427,500	-2.3%	46	58	-20.7%	113	129	-12.4%	48	11	+336.4%
34105	\$520,000	\$730,000	-28.8%	50	47	+6.4%	116	107	+8.4%	39	12	+225.0%
34108	\$1,350,000	\$1,049,000	+28.7%	57	79	-27.8%	278	200	+39.0%	57	18	+216.7%
34109	\$825,000	\$499,900	+65.0%	47	51	-7.8%	133	124	+7.3%	38	16	+137.5%
34110	\$550,000	\$600,000	-8.3%	73	79	-7.6%	205	167	+22.8%	47	13	+261.5%
34112	\$400,000	\$390,000	+2.6%	79	97	-18.6%	219	177	+23.7%	54	16	+237.5%
34113	\$547,450	\$600,000	-8.8%	70	77	-9.1%	172	163	+5.5%	47	16	+193.8%
34114	\$617,500	\$630,000	-2.0%	86	89	-3.4%	254	212	+19.8%	53	19	+178.9%
34116	\$507,500	\$440,000	+15.3%	20	20	0.0%	45	83	-45.8%	57	29	+96.6%
34117	\$602,000	\$550,000	+9.5%	32	29	+10.3%	88	145	-39.3%	42	31	+35.5%
34119	\$775,000	\$675,000	+14.8%	83	123	-32.5%	204	251	-18.7%	36	15	+140.0%
34120	\$564,500	\$605,000	-6.7%	88	106	-17.0%	266	327	-18.7%	51	21	+142.9%
34137	--	--	--	0	0	--	1	1	0.0%	--	--	--
34142	\$421,270	\$437,500	-3.7%	33	22	+50.0%	90	50	+80.0%	49	28	+75.0%

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



# Local Market Update – May 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## Naples Beach

34102, 34103, 34108

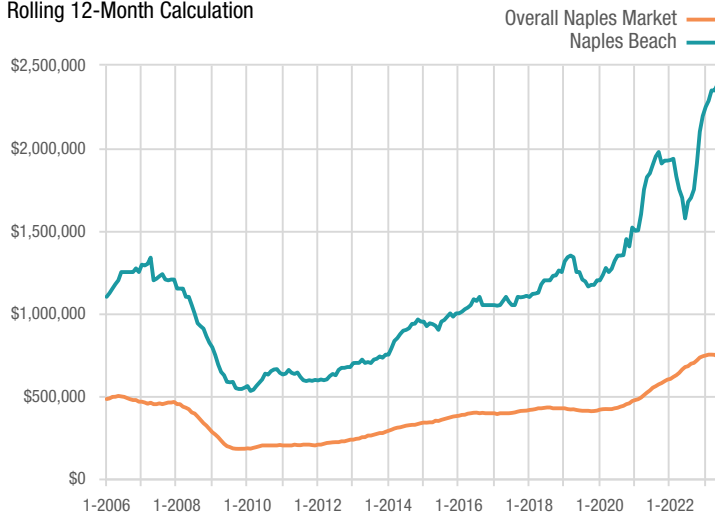
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	112	60	- 46.4%	567	525	- 7.4%
Total Sales	80	63	- 21.3%	344	248	- 27.9%
Days on Market Until Sale	29	84	+ 189.7%	40	79	+ 97.5%
Median Closed Price*	\$2,600,000	<b>\$3,125,000</b>	+ 20.2%	\$1,979,750	<b>\$2,575,000</b>	+ 30.1%
Average Closed Price*	\$4,254,029	<b>\$4,927,605</b>	+ 15.8%	\$4,068,476	<b>\$4,151,199</b>	+ 2.0%
Percent of List Price Received*	99.2%	<b>92.1%</b>	- 7.2%	99.3%	<b>92.9%</b>	- 6.4%
Inventory of Homes for Sale	271	413	+ 52.4%	—	—	—
Months Supply of Inventory	3.8	9.4	+ 147.4%	—	—	—

Condo	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	118	105	- 11.0%	783	813	+ 3.8%
Total Sales	150	126	- 16.0%	644	500	- 22.4%
Days on Market Until Sale	16	53	+ 231.3%	19	53	+ 178.9%
Median Closed Price*	\$1,110,875	<b>\$1,275,000</b>	+ 14.8%	\$1,082,500	<b>\$1,250,000</b>	+ 15.5%
Average Closed Price*	\$1,612,113	<b>\$1,638,637</b>	+ 1.6%	\$1,571,977	<b>\$1,650,973</b>	+ 5.0%
Percent of List Price Received*	100.4%	<b>94.8%</b>	- 5.6%	100.5%	<b>95.4%</b>	- 5.1%
Inventory of Homes for Sale	190	413	+ 117.4%	—	—	—
Months Supply of Inventory	1.5	5.4	+ 260.0%	—	—	—

\* 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.

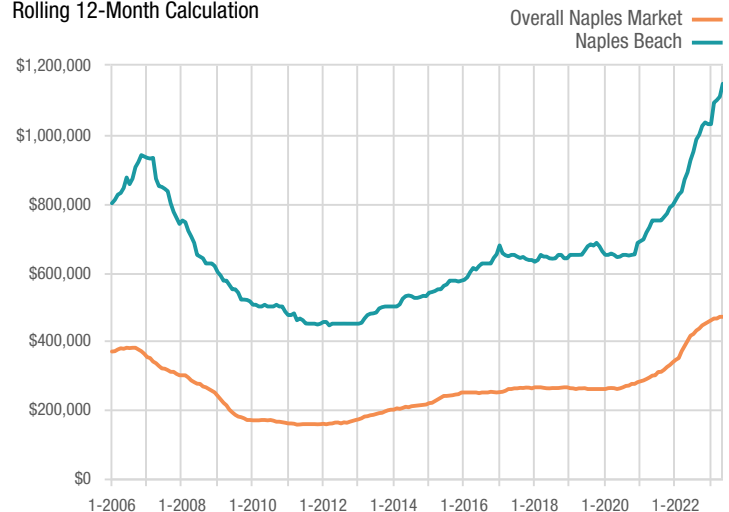
### Median Closed Price - Single Family

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 – May 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## North Naples

34109, 34110, 34119

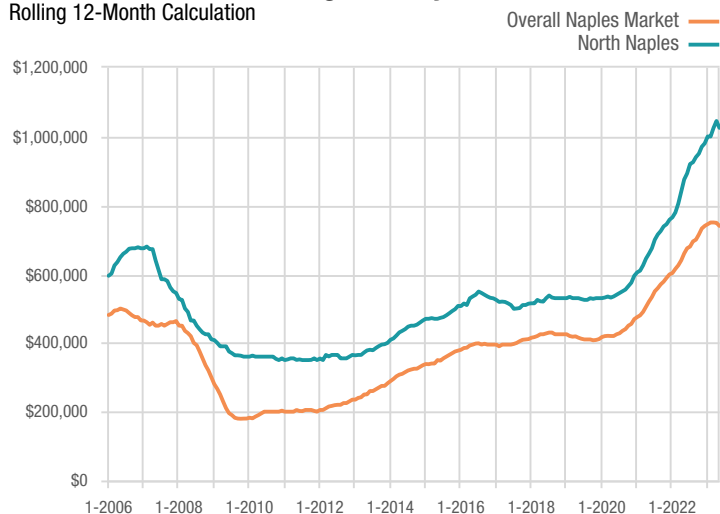
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	171	<b>137</b>	- 19.9%	834	<b>672</b>	- 19.4%
Total Sales	145	<b>107</b>	- 26.2%	592	<b>431</b>	- 27.2%
Days on Market Until Sale	15	<b>49</b>	+ 226.7%	18	<b>50</b>	+ 177.8%
Median Closed Price*	\$1,150,000	<b>\$1,025,000</b>	- 10.9%	\$972,764	<b>\$1,075,000</b>	+ 10.5%
Average Closed Price*	\$1,555,384	<b>\$1,578,530</b>	+ 1.5%	\$1,368,878	<b>\$1,547,113</b>	+ 13.0%
Percent of List Price Received*	100.1%	<b>95.9%</b>	- 4.2%	100.8%	<b>96.0%</b>	- 4.8%
Inventory of Homes for Sale	258	<b>298</b>	+ 15.5%	—	—	—
Months Supply of Inventory	2.1	<b>3.7</b>	+ 76.2%	—	—	—

Condo	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	204	<b>139</b>	- 31.9%	961	<b>793</b>	- 17.5%
Total Sales	182	<b>133</b>	- 26.9%	737	<b>566</b>	- 23.2%
Days on Market Until Sale	11	<b>50</b>	+ 354.5%	11	<b>42</b>	+ 281.8%
Median Closed Price*	\$480,000	<b>\$499,000</b>	+ 4.0%	\$455,000	<b>\$500,000</b>	+ 9.9%
Average Closed Price*	\$790,632	<b>\$726,483</b>	- 8.1%	\$642,277	<b>\$769,983</b>	+ 19.9%
Percent of List Price Received*	101.3%	<b>97.1%</b>	- 4.1%	102.3%	<b>97.2%</b>	- 5.0%
Inventory of Homes for Sale	236	<b>286</b>	+ 21.2%	—	—	—
Months Supply of Inventory	1.6	<b>2.7</b>	+ 68.8%	—	—	—

\* 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.

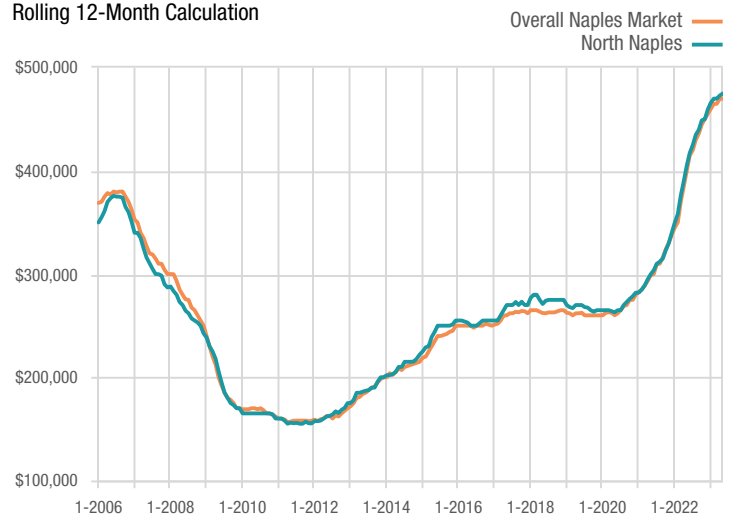
### Median Closed Price - Single Family

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.

## Central Naples

34104, 34105, 34116

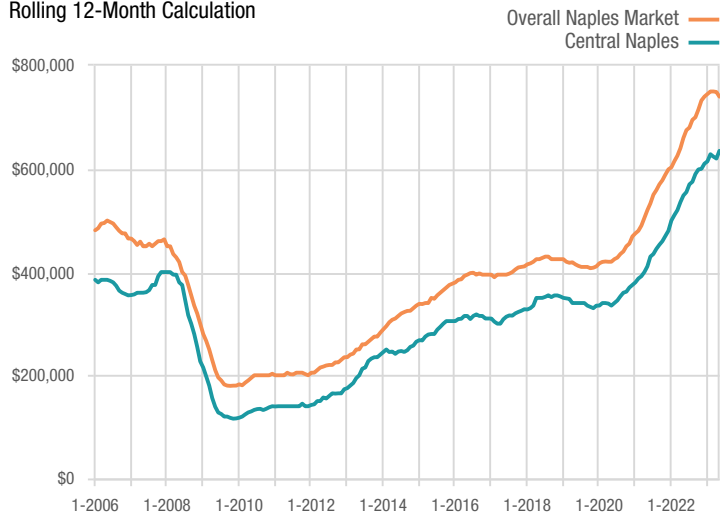
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	100	<b>57</b>	- 43.0%	494	<b>367</b>	- 25.7%
Total Sales	84	<b>60</b>	- 28.6%	395	<b>269</b>	- 31.9%
Days on Market Until Sale	18	<b>47</b>	+ 161.1%	21	<b>43</b>	+ 104.8%
Median Closed Price*	\$597,000	<b>\$757,500</b>	+ 26.9%	\$599,000	<b>\$670,000</b>	+ 11.9%
Average Closed Price*	\$1,139,367	<b>\$975,274</b>	- 14.4%	\$965,453	<b>\$936,372</b>	- 3.0%
Percent of List Price Received*	99.1%	<b>95.5%</b>	- 3.6%	99.5%	<b>96.0%</b>	- 3.5%
Inventory of Homes for Sale	147	<b>135</b>	- 8.2%	—	—	—
Months Supply of Inventory	1.8	<b>2.7</b>	+ 50.0%	—	—	—

Condo	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	104	<b>61</b>	- 41.3%	557	<b>398</b>	- 28.5%
Total Sales	112	<b>76</b>	- 32.1%	438	<b>311</b>	- 29.0%
Days on Market Until Sale	13	<b>45</b>	+ 246.2%	12	<b>39</b>	+ 225.0%
Median Closed Price*	\$365,500	<b>\$350,000</b>	- 4.2%	\$340,000	<b>\$355,000</b>	+ 4.4%
Average Closed Price*	\$443,846	<b>\$393,321</b>	- 11.4%	\$389,209	<b>\$419,440</b>	+ 7.8%
Percent of List Price Received*	101.5%	<b>97.0%</b>	- 4.4%	101.9%	<b>96.8%</b>	- 5.0%
Inventory of Homes for Sale	124	<b>130</b>	+ 4.8%	—	—	—
Months Supply of Inventory	1.4	<b>2.1</b>	+ 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.

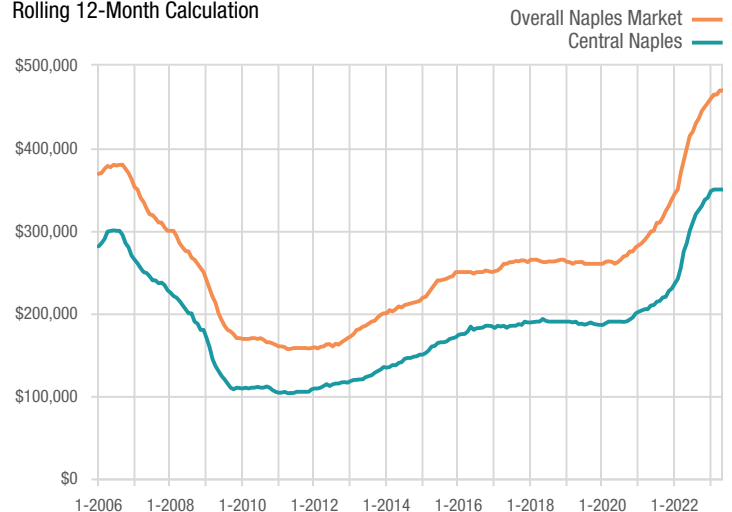
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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 – May 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## South Naples

34112, 34113

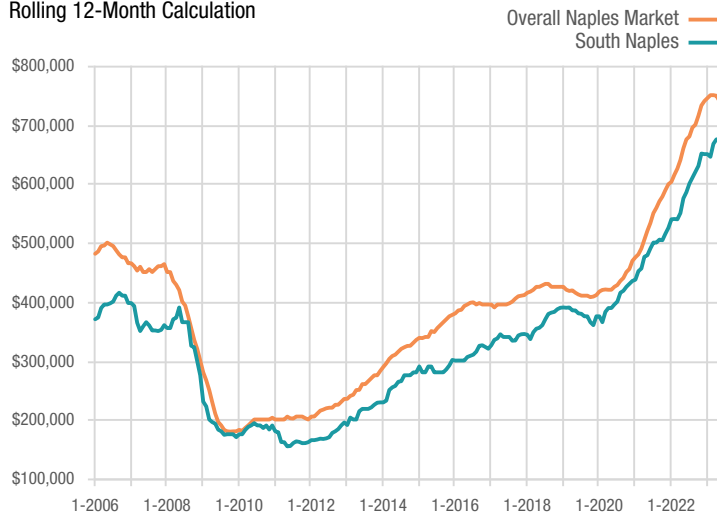
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	83	<b>75</b>	- 9.6%	408	<b>386</b>	- 5.4%
Total Sales	70	<b>61</b>	- 12.9%	287	<b>267</b>	- 7.0%
Days on Market Until Sale	15	<b>51</b>	+ 240.0%	23	<b>54</b>	+ 134.8%
Median Closed Price*	\$804,450	<b>\$710,000</b>	- 11.7%	\$650,000	<b>\$707,000</b>	+ 8.8%
Average Closed Price*	\$1,101,074	<b>\$905,409</b>	- 17.8%	\$925,153	<b>\$964,553</b>	+ 4.3%
Percent of List Price Received*	99.5%	<b>97.4%</b>	- 2.1%	100.4%	<b>95.8%</b>	- 4.6%
Inventory of Homes for Sale	134	<b>164</b>	+ 22.4%	—	—	—
Months Supply of Inventory	2.2	<b>3.5</b>	+ 59.1%	—	—	—

Condo	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	147	<b>91</b>	- 38.1%	743	<b>662</b>	- 10.9%
Total Sales	144	<b>126</b>	- 12.5%	578	<b>497</b>	- 14.0%
Days on Market Until Sale	12	<b>49</b>	+ 308.3%	11	<b>48</b>	+ 336.4%
Median Closed Price*	\$389,850	<b>\$402,750</b>	+ 3.3%	\$378,000	<b>\$405,000</b>	+ 7.1%
Average Closed Price*	\$444,946	<b>\$466,887</b>	+ 4.9%	\$421,608	<b>\$462,231</b>	+ 9.6%
Percent of List Price Received*	100.8%	<b>96.8%</b>	- 4.0%	101.3%	<b>96.9%</b>	- 4.3%
Inventory of Homes for Sale	173	<b>234</b>	+ 35.3%	—	—	—
Months Supply of Inventory	1.5	<b>2.8</b>	+ 86.7%	—	—	—

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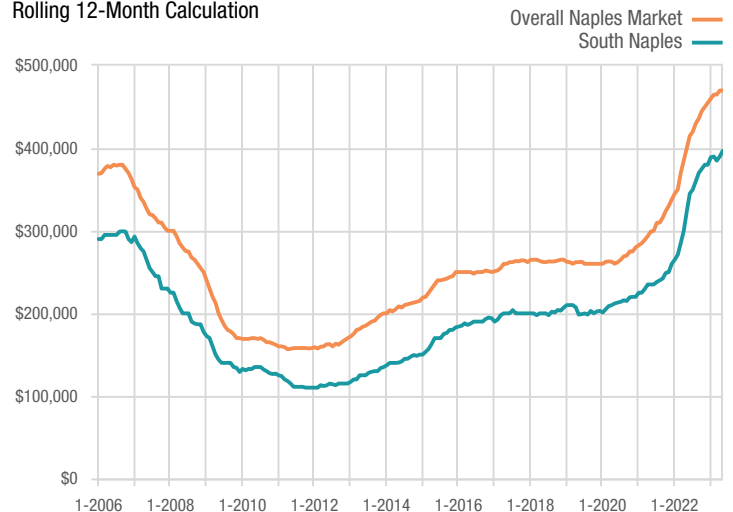
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – May 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## East Naples

34114, 34117, 34120, 34137

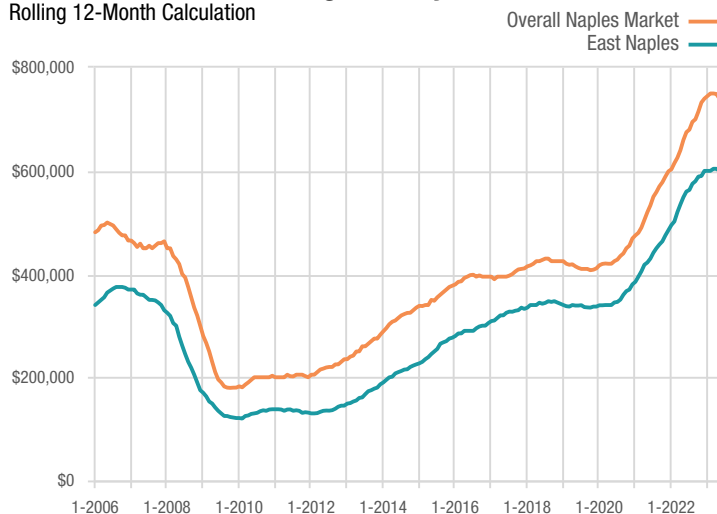
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	261	<b>164</b>	- 37.2%	1,219	<b>1,004</b>	- 17.6%
Total Sales	197	<b>163</b>	- 17.3%	903	<b>748</b>	- 17.2%
Days on Market Until Sale	21	<b>64</b>	+ 204.8%	28	<b>65</b>	+ 132.1%
Median Closed Price*	\$625,000	<b>\$595,244</b>	- 4.8%	\$599,000	<b>\$607,450</b>	+ 1.4%
Average Closed Price*	\$754,515	<b>\$733,562</b>	- 2.8%	\$761,603	<b>\$739,524</b>	- 2.9%
Percent of List Price Received*	98.6%	<b>97.4%</b>	- 1.2%	98.9%	<b>97.0%</b>	- 1.9%
Inventory of Homes for Sale	456	<b>430</b>	- 5.7%	—	—	—
Months Supply of Inventory	2.6	<b>3.3</b>	+ 26.9%	—	—	—

Condo	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	111	<b>67</b>	- 39.6%	491	<b>398</b>	- 18.9%
Total Sales	77	<b>67</b>	- 13.0%	337	<b>296</b>	- 12.2%
Days on Market Until Sale	14	<b>40</b>	+ 185.7%	15	<b>48</b>	+ 220.0%
Median Closed Price*	\$510,000	<b>\$495,000</b>	- 2.9%	\$499,900	<b>\$518,555</b>	+ 3.7%
Average Closed Price*	\$528,759	<b>\$563,317</b>	+ 6.5%	\$513,980	<b>\$537,274</b>	+ 4.5%
Percent of List Price Received*	100.3%	<b>97.4%</b>	- 2.9%	101.1%	<b>97.3%</b>	- 3.8%
Inventory of Homes for Sale	130	<b>148</b>	+ 13.8%	—	—	—
Months Supply of Inventory	1.9	<b>2.8</b>	+ 47.4%	—	—	—

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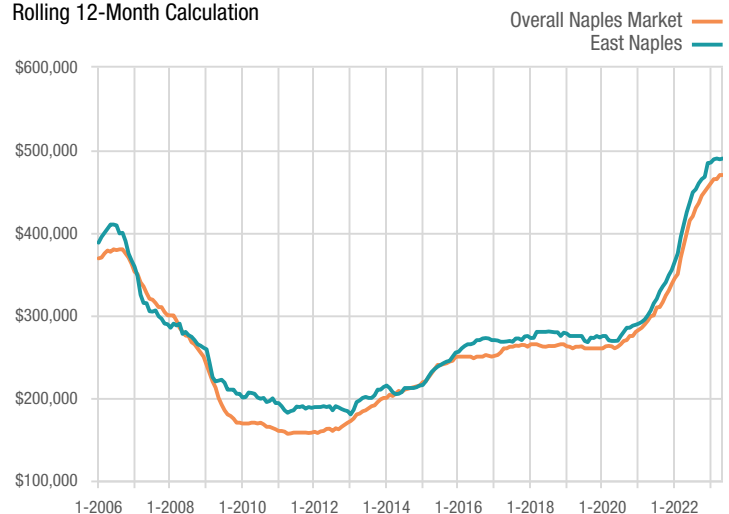
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## Immokalee / Ave Maria

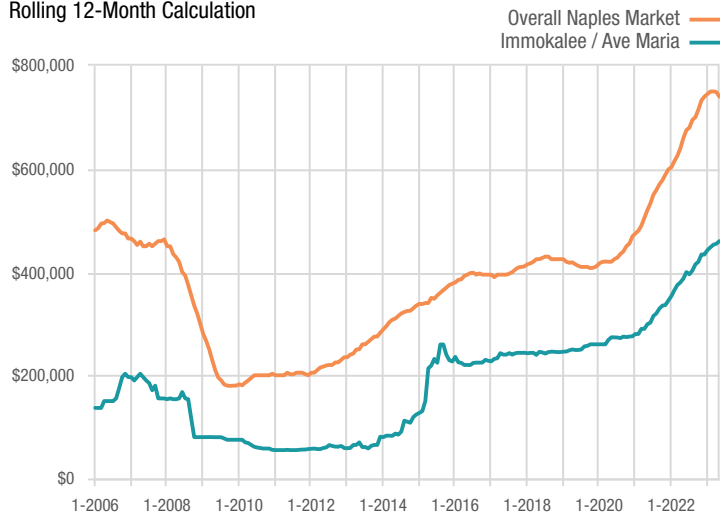
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	23	<b>30</b>	+ 30.4%	107	<b>162</b>	+ 51.4%
Total Sales	24	<b>28</b>	+ 16.7%	113	<b>120</b>	+ 6.2%
Days on Market Until Sale	22	<b>49</b>	+ 122.7%	23	<b>56</b>	+ 143.5%
Median Closed Price*	\$432,500	<b>\$424,950</b>	- 1.7%	\$410,000	<b>\$450,000</b>	+ 9.8%
Average Closed Price*	\$428,094	<b>\$474,094</b>	+ 10.7%	\$433,936	<b>\$482,566</b>	+ 11.2%
Percent of List Price Received*	98.8%	<b>97.0%</b>	- 1.8%	99.5%	<b>96.8%</b>	- 2.7%
Inventory of Homes for Sale	31	<b>74</b>	+ 138.7%	—	—	—
Months Supply of Inventory	1.3	<b>4.1</b>	+ 215.4%	—	—	—

Condo	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
<b>Key Metrics</b>						
New Listings	4	<b>4</b>	0.0%	21	<b>40</b>	+ 90.5%
Total Sales	2	<b>3</b>	+ 50.0%	32	<b>18</b>	- 43.8%
Days on Market Until Sale	33	<b>41</b>	+ 24.2%	47	<b>68</b>	+ 44.7%
Median Closed Price*	\$347,999	<b>\$272,997</b>	- 21.6%	\$310,500	<b>\$341,249</b>	+ 9.9%
Average Closed Price*	\$347,999	<b>\$272,998</b>	- 21.6%	\$303,372	<b>\$344,705</b>	+ 13.6%
Percent of List Price Received*	102.6%	<b>98.9%</b>	- 3.6%	100.9%	<b>97.6%</b>	- 3.3%
Inventory of Homes for Sale	5	<b>24</b>	+ 380.0%	—	—	—
Months Supply of Inventory	1.0	<b>8.5</b>	+ 750.0%	—	—	—

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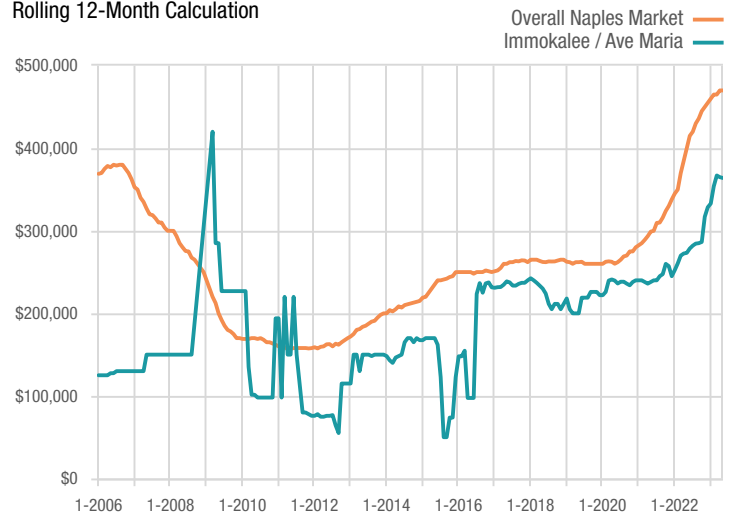
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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