

Naples Area Market Report



May 2022

The May 2022 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), showed May had the highest number of new listings than any May in the last three years. Brokers who analyzed the May report are pleased with this trend as it will lead to more options for summer buyers. New listings during May pushed the inventory of homes for sale up 58.6 percent to 2,046 properties compared to 1,290 properties in May 2021.

By the end of May, inventory in Naples has nearly doubled since the same time a year ago. Though many of the brokers reviewing the report warn against comparing activity today to activity in the last two years. We had record level sales in 2021. Conversely, during 2020 the country was under pandemic restrictions which caused sales to suffer. Instead, brokers prefer to compare this year's activity to activity in 2019 as it was a balanced year with 7.3 months supply of inventory.

Looking at closed sales, there was a 24.5 percent decrease in May to 1,249 closed sales from 1,654 closed sales in May 2021. However, using 2019's balanced market activity as a comparison, closed sales increased 7 percent month/month and 18 percent year to date/year to date. Demand remains strong despite having three times fewer options in inventory compared to 2019 levels. Today, we have 1.9 months supply of inventory.

Not surprisingly, low supply and high demand are driving price increases in Naples and across the nation. Overall median closed price increased 40.3 percent in May to \$608,000 from \$433,500 in May 2021. Though Naples area brokers point out that this is because sales in the \$300,000 and below market are down 56 percent due to a lack of inventory. Therefore, a huge drop in the number of sales in the lower price categories means the calculation used to determine today's median closed price reflects sales in those price categories where there is more inventory.

Quick Facts

- 24.5%	+ 40.3%	+ 58.6%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 21.9%	+ 27.0%	- 17.8%
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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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	5-2021	5-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,299	1,403	+ 8.0%	7,623	7,124	- 6.5%
Total Sales		1,654	1,249	- 24.5%	7,944	5,366	- 32.5%
Days on Market Until Sale		43	16	- 62.8%	62	20	- 67.7%
Median Closed Price		\$433,500	\$608,000	+ 40.3%	\$420,000	\$575,000	+ 36.9%
Average Closed Price		\$830,315	\$1,139,676	+ 37.3%	\$812,374	\$1,052,480	+ 29.6%
Percent of List Price Received		99.0%	100.1%	+ 1.1%	97.8%	100.6%	+ 2.9%
Pending Listings		1,710	1,084	- 36.3%	10,725	6,925	- 35.4%
Inventory of Homes for Sale		1,290	2,046	+ 58.6%	—	—	—
Months Supply of Inventory		1.0	1.9	+ 90.0%	—	—	—

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	5-2021	5-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		693	728	+ 5.1%	3,766	3,601	- 4.4%
Total Sales		747	591	- 20.9%	3,539	2,617	- 26.1%
Days on Market Until Sale		40	19	- 52.5%	56	25	- 55.4%
Median Closed Price		\$595,000	\$815,000	+ 37.0%	\$569,900	\$740,000	+ 29.8%
Average Closed Price		\$1,125,519	\$1,509,339	+ 34.1%	\$1,148,833	\$1,367,598	+ 19.0%
Percent of List Price Received		99.1%	99.2%	+ 0.1%	98.2%	99.7%	+ 1.5%
Pending Listings		871	541	- 37.9%	4,991	3,356	- 32.8%
Inventory of Homes for Sale		689	1,222	+ 77.4%	—	—	—
Months Supply of Inventory		1.1	2.3	+ 109.1%	—	—	—

Condo Market Overview

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



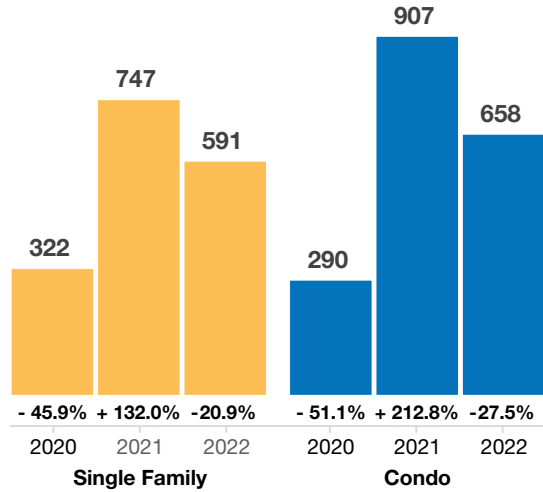
Key Metrics	Historical Sparkbars	5-2021	5-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		606	675	+ 11.4%	3,857	3,523	- 8.7%
Total Sales		907	658	- 27.5%	4,405	2,749	- 37.6%
Days on Market Until Sale		46	13	- 71.7%	66	14	- 78.8%
Median Closed Price		\$327,500	\$483,000	+ 47.5%	\$312,000	\$455,000	+ 45.8%
Average Closed Price		\$587,186	\$807,654	+ 37.5%	\$542,061	\$752,613	+ 38.8%
Percent of List Price Received		98.9%	100.9%	+ 2.0%	97.5%	101.4%	+ 4.0%
Pending Listings		839	543	- 35.3%	5,734	3,569	- 37.8%
Inventory of Homes for Sale		601	824	+ 37.1%	—	—	—
Months Supply of Inventory		0.9	1.5	+ 66.7%	—	—	—

Overall Closed Sales

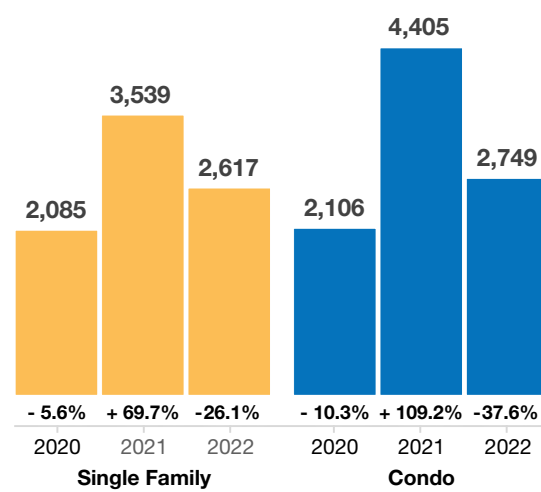
A count of the actual sales that closed in a given month.



May

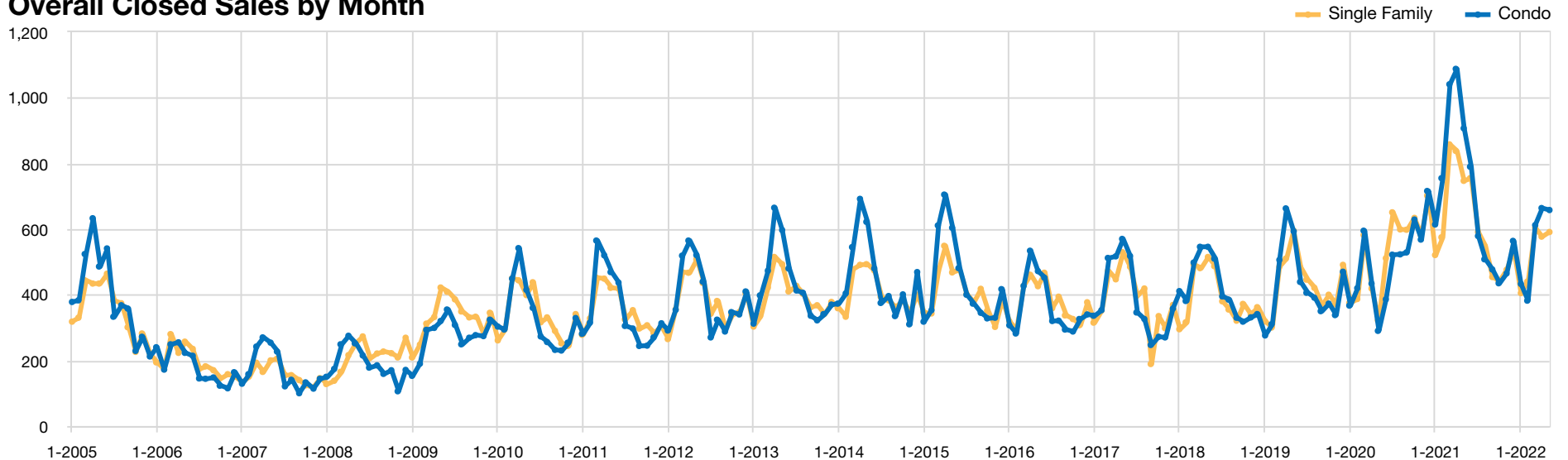


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2021	755	+ 47.7%	790	+ 104.7%
Jul-2021	591	- 9.2%	579	+ 10.9%
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	440	- 23.5%	382	- 49.4%
Mar-2022	604	- 29.6%	612	- 41.2%
Apr-2022	577	- 31.1%	664	- 39.0%
May-2022	591	- 20.9%	658	- 27.5%
12-Month Avg	535	- 17.8%	547	- 20.7%

Overall Closed Sales by Month



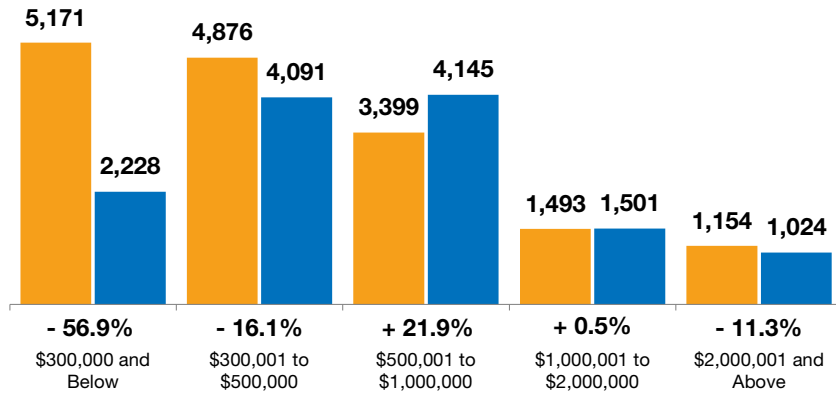
Overall Closed Sales by Price Range

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



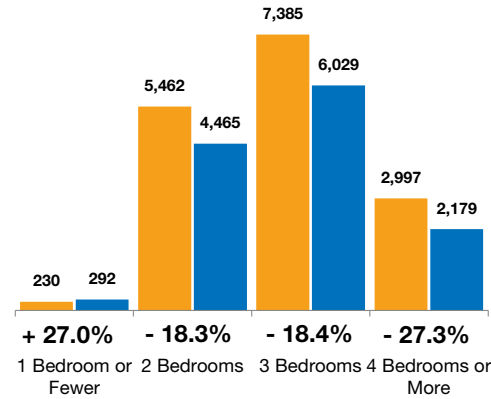
By Price Range

5-2021 5-2022



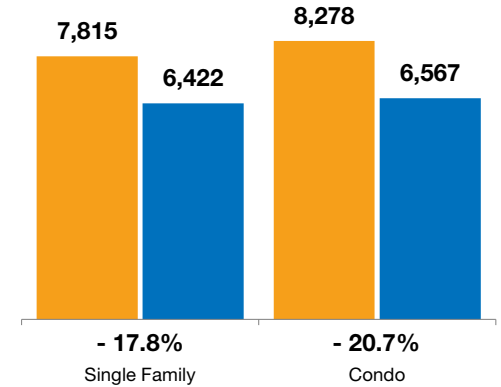
By Bedroom Count

5-2021 5-2022



By Property Type

5-2021 5-2022



All Properties

By Price Range	5-2021	5-2022	Change
\$300,000 and Below	5,171	2,228	- 56.9%
\$300,001 to \$500,000	4,876	4,091	- 16.1%
\$500,001 to \$1,000,000	3,399	4,145	+ 21.9%
\$1,000,001 to \$2,000,000	1,493	1,501	+ 0.5%
\$2,000,001 and Above	1,154	1,024	- 11.3%
All Price Ranges	16,093	12,989	- 19.3%

Single Family

5-2021	5-2022	Change	5-2021	5-2022	Change
931	404	- 56.6%	4240	1824	- 57.0%
2,839	1,594	- 43.9%	2037	2497	+ 22.6%
2,323	2,733	+ 17.6%	1076	1412	+ 31.2%
895	975	+ 8.9%	598	526	- 12.0%
827	716	- 13.4%	327	308	- 5.8%
7,815	6,422	- 17.8%	8,278	6,567	- 20.7%

Condo

By Bedroom Count	5-2021	5-2022	Change
1 Bedroom or Fewer	230	292	+ 27.0%
2 Bedrooms	5,462	4,465	- 18.3%
3 Bedrooms	7,385	6,029	- 18.4%
4 Bedrooms or More	2,997	2,179	- 27.3%
All Bedroom Counts	16,093	12,989	- 19.3%

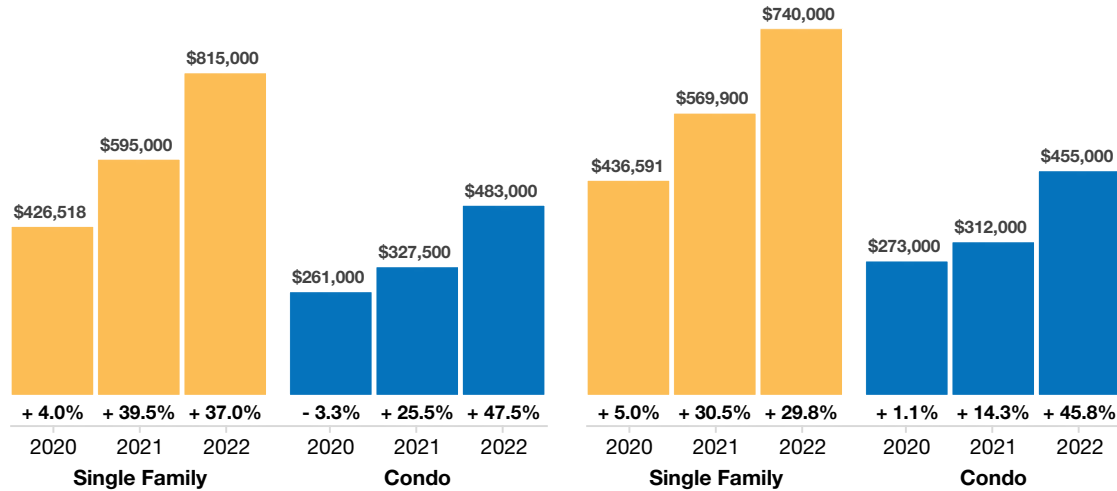
5-2021	5-2022	Change	5-2021	5-2022	Change
24	42	+ 75.0%	206	250	+ 21.4%
754	677	- 10.2%	4,708	3,788	- 19.5%
4,263	3,652	- 14.3%	3,122	2,377	- 23.9%
2,770	2,048	- 26.1%	227	131	- 42.3%
7,815	6,422	- 17.8%	8,278	6,567	- 20.7%

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.



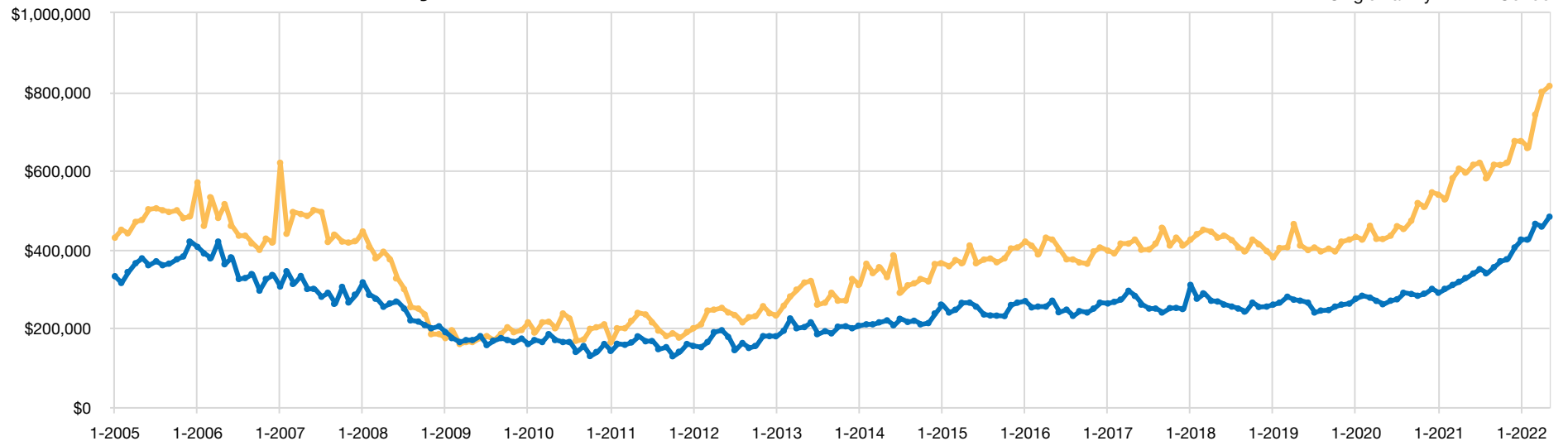
May



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2021	\$615,000	+ 41.4%	\$339,050	+ 25.6%
Jul-2021	\$620,000	+ 35.1%	\$350,000	+ 28.0%
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	\$657,500	+ 24.8%	\$425,000	+ 41.7%
Mar-2022	\$742,450	+ 27.8%	\$465,000	+ 50.0%
Apr-2022	\$800,000	+ 32.2%	\$458,000	+ 44.0%
May-2022	\$815,000	+ 37.0%	\$483,000	+ 47.5%
12-Month Avg*	\$660,000	+ 26.9%	\$400,000	+ 33.8%

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

Overall Median Closed Price by Month

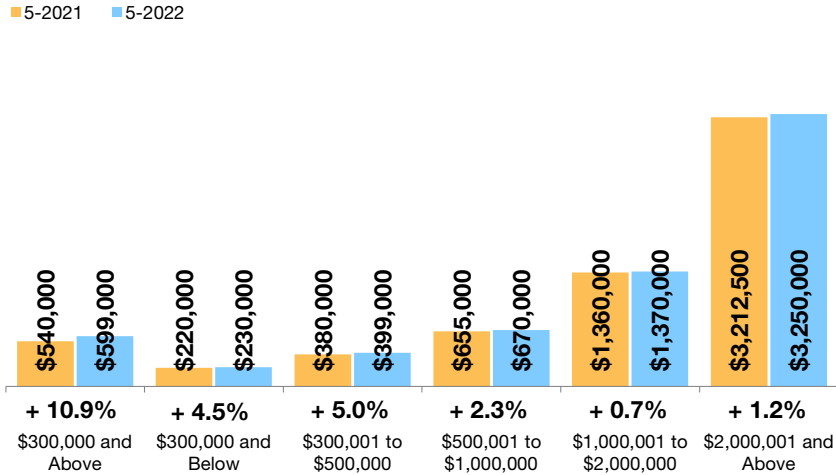


Overall Median Closed Price by Price Range

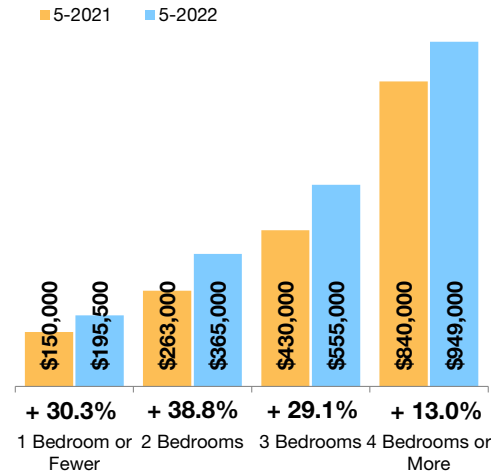
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



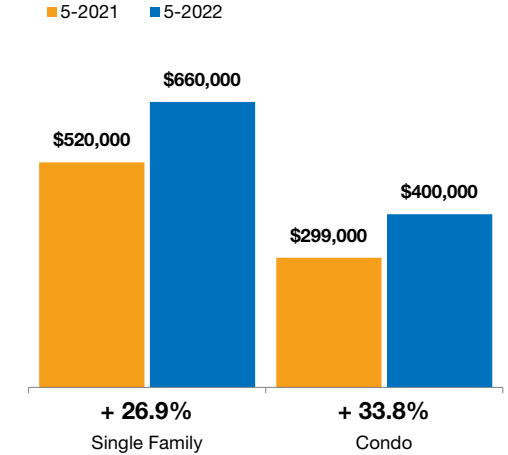
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2021	5-2022	Change
\$300,000 and Above	\$540,000	\$599,000	+ 10.9%
\$300,000 and Below	\$220,000	\$230,000	+ 4.5%
\$300,001 to \$500,000	\$380,000	\$399,000	+ 5.0%
\$500,001 to \$1,000,000	\$655,000	\$670,000	+ 2.3%
\$1,000,001 to \$2,000,000	\$1,360,000	\$1,370,000	+ 0.7%
\$2,000,001 and Above	\$3,212,500	\$3,250,000	+ 1.2%
All Price Ranges	\$399,000	\$515,000	+ 29.1%

Single Family

5-2021	5-2022	Change
\$565,000	\$690,000	+ 22.1%
\$263,000	\$208,900	- 20.6%
\$390,000	\$410,500	+ 5.3%
\$650,000	\$685,000	+ 5.4%
\$1,349,000	\$1,350,000	+ 0.1%
\$3,480,000	\$3,400,000	- 2.3%
\$520,000	\$660,000	+ 26.9%

Condo

5-2021	5-2022	Change
\$492,000	\$480,000	- 2.4%
\$215,000	\$235,000	+ 9.3%
\$365,000	\$385,000	+ 5.5%
\$670,000	\$644,950	- 3.7%
\$1,400,000	\$1,400,000	0.0%
\$2,650,000	\$2,850,000	+ 7.5%
\$299,000	\$400,000	+ 33.8%

By Bedroom Count

By Bedroom Count	5-2021	5-2022	Change
1 Bedroom or Fewer	\$150,000	\$195,500	+ 30.3%
2 Bedrooms	\$263,000	\$365,000	+ 38.8%
3 Bedrooms	\$430,000	\$555,000	+ 29.1%
4 Bedrooms or More	\$840,000	\$949,000	+ 13.0%
All Bedroom Counts	\$399,000	\$515,000	+ 29.1%

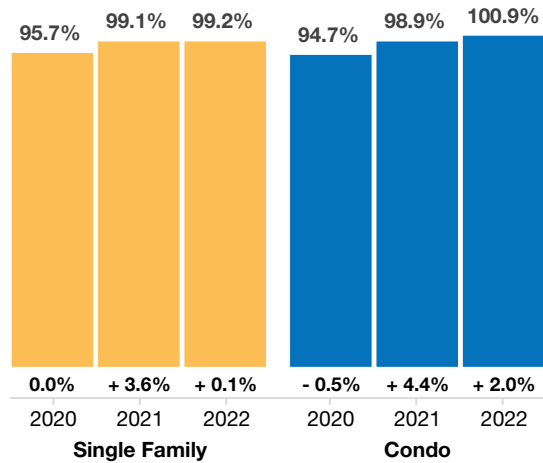
5-2021	5-2022	Change
\$85,000	\$112,000	+ 31.8%
\$330,000	\$430,499	+ 30.5%
\$460,000	\$605,000	+ 31.5%
\$795,380	\$945,000	+ 18.8%
\$520,000	\$660,000	+ 26.9%

Overall Percent of Current List Price Received

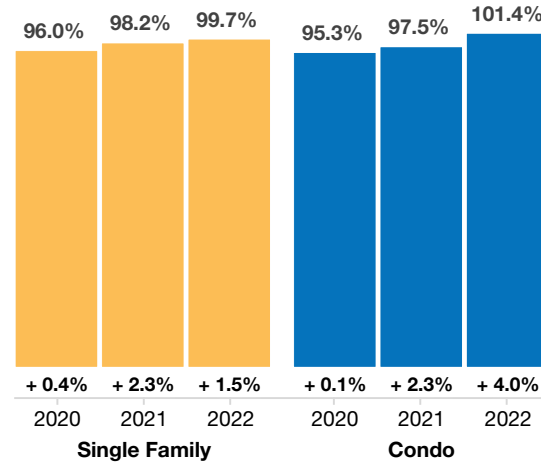
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May



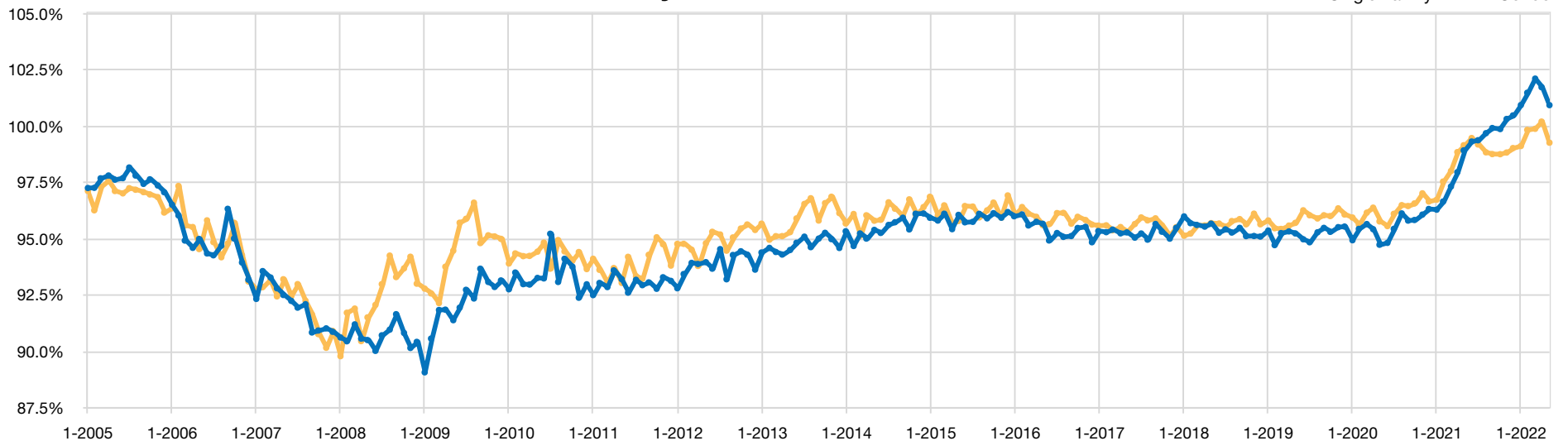
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2021	99.4%	+ 4.1%	99.3%	+ 4.7%
Jul-2021	99.2%	+ 3.2%	99.4%	+ 4.2%
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%
12-Month Avg*	99.3%	+ 2.1%	100.5%	+ 3.9%

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

Overall Percent of Current List Price Received by Month



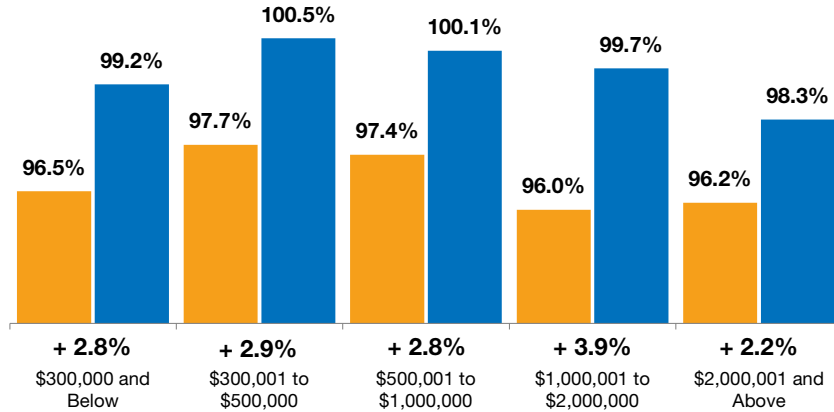
Overall Percent of Current List Price Received by Price Range

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.



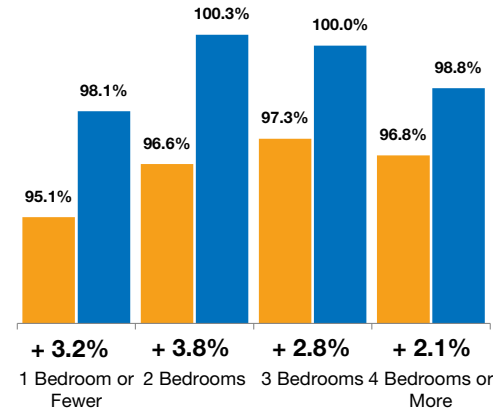
By Price Range

5-2021 5-2022



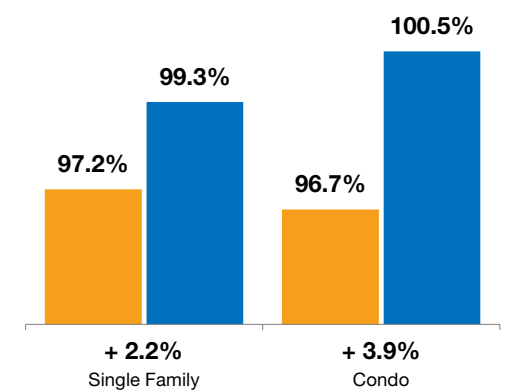
By Bedroom Count

5-2021 5-2022



By Property Type

5-2021 5-2022



All Properties

By Price Range	5-2021	5-2022	Change
\$300,000 and Below	96.5%	99.2%	+ 2.8%
\$300,001 to \$500,000	97.7%	100.5%	+ 2.9%
\$500,001 to \$1,000,000	97.4%	100.1%	+ 2.8%
\$1,000,001 to \$2,000,000	96.0%	99.7%	+ 3.9%
\$2,000,001 and Above	96.2%	98.3%	+ 2.2%
All Price Ranges	97.0%	99.9%	+ 3.0%

Single Family

	5-2021	5-2022	Change
1 Bedroom or Fewer	95.1%	98.1%	+ 3.2%
2 Bedrooms	96.6%	100.3%	+ 3.8%
3 Bedrooms	97.3%	100.0%	+ 2.8%
4 Bedrooms or More	96.8%	98.8%	+ 2.1%
All Bedroom Counts	97.0%	99.9%	+ 3.0%

Condo

	5-2021	5-2022	Change
1 Bedroom or Fewer	92.1%	94.9%	+ 3.0%
2 Bedrooms	96.7%	98.9%	+ 2.3%
3 Bedrooms	97.6%	99.7%	+ 2.2%
4 Bedrooms or More	96.8%	98.8%	+ 2.1%
All Bedroom Counts	97.2%	99.3%	+ 2.2%

By Bedroom Count

	5-2021	5-2022	Change
1 Bedroom or Fewer	95.1%	98.1%	+ 3.2%
2 Bedrooms	96.6%	100.3%	+ 3.8%
3 Bedrooms	97.3%	100.0%	+ 2.8%
4 Bedrooms or More	96.8%	98.8%	+ 2.1%
All Bedroom Counts	97.0%	99.9%	+ 3.0%

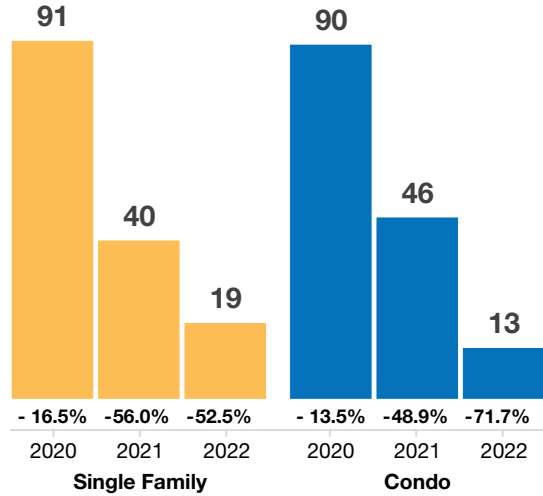
	5-2021	5-2022	Change
Single Family	97.2%	99.3%	+ 2.2%
Condo	96.7%	100.5%	+ 3.9%

Overall Days on Market Until Sale

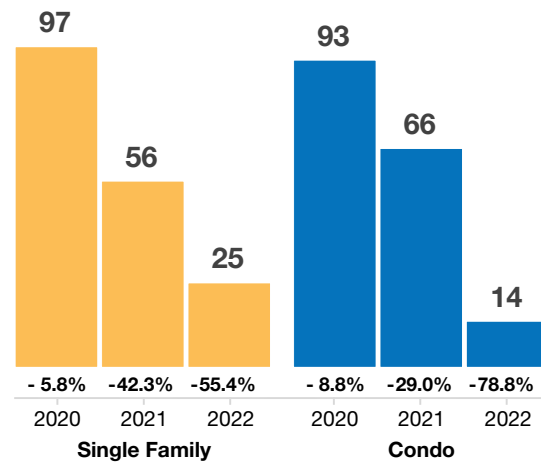
Average number of days between when a property is listed and when an offer is accepted in a given month.



May



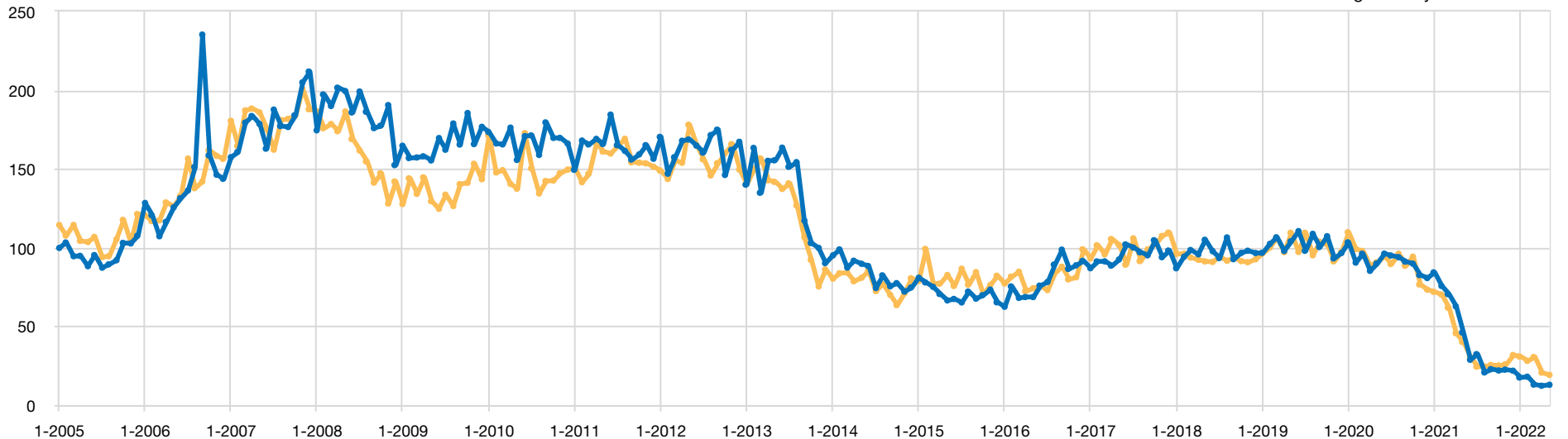
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2021	31	- 67.0%	29	- 69.8%
Jul-2021	24	- 73.3%	32	- 66.3%
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	28	- 60.0%	18	- 76.3%
Mar-2022	31	- 50.0%	13	- 81.4%
Apr-2022	21	- 54.3%	12	- 81.0%
May-2022	19	- 52.5%	13	- 71.7%
12-Month Avg*	26	- 63.9%	20	- 73.5%

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

Overall Days on Market Until Sale by Month



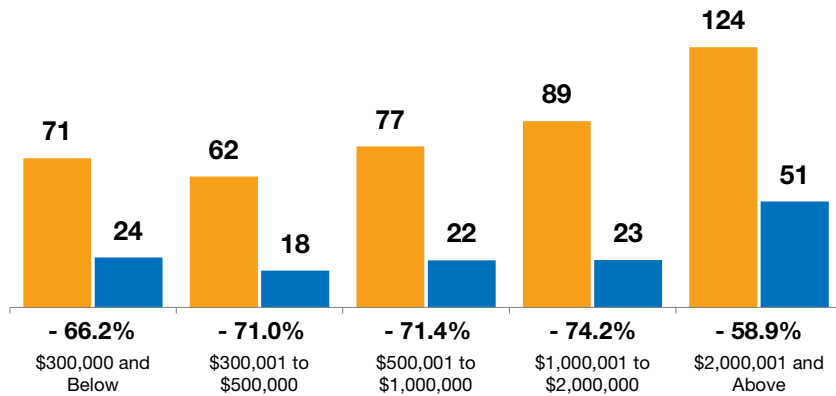
Overall Days on Market Until Sale by Price Range

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



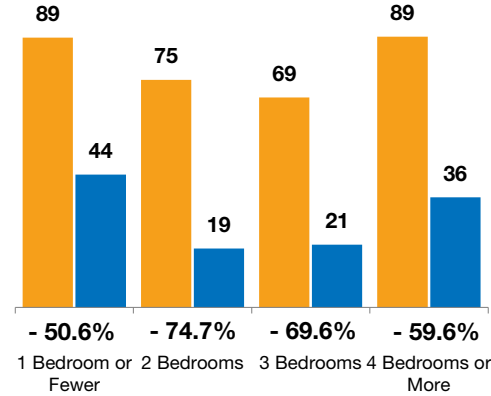
By Price Range

5-2021 5-2022



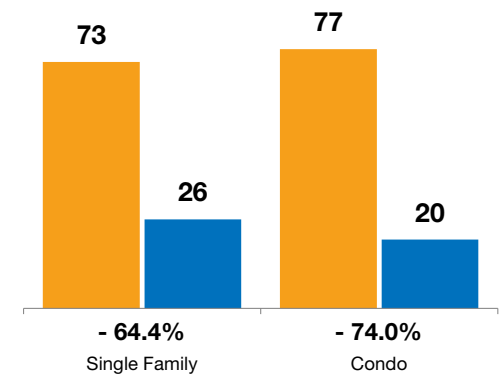
By Bedroom Count

5-2021 5-2022



By Property Type

5-2021 5-2022



All Properties

By Price Range	5-2021	5-2022	Change
\$300,000 and Below	71	24	-66.2%
\$300,001 to \$500,000	62	18	-71.0%
\$500,001 to \$1,000,000	77	22	-71.4%
\$1,000,001 to \$2,000,000	89	23	-74.2%
\$2,000,001 and Above	124	51	-58.9%
All Price Ranges	75	23	-69.3%

Single Family

5-2021	5-2022	Change
68	34	-50.0%
56	22	-60.7%
69	22	-68.1%
87	22	-74.7%
133	54	-59.4%
73	26	-64.4%

Condo

5-2021	5-2022	Change
72	22	-69.4%
71	15	-78.9%
93	23	-75.3%
91	24	-73.6%
101	43	-57.4%
77	20	-74.0%

By Bedroom Count

5-2021	5-2022	Change
89	44	-50.6%
75	19	-74.7%
69	21	-69.6%
89	36	-59.6%
75	23	-69.3%

5-2021	5-2022	Change
200	81	-59.5%
67	25	-62.7%
64	21	-67.2%
87	36	-58.6%
73	26	-64.4%

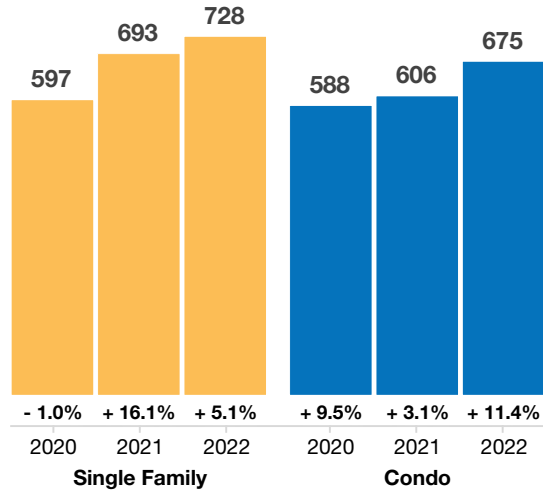
5-2021	5-2022	Change
76	37	-51.1%
76	18	-76.0%
76	20	-73.3%
109	46	-58.0%
77	20	-74.0%

Overall New Listings

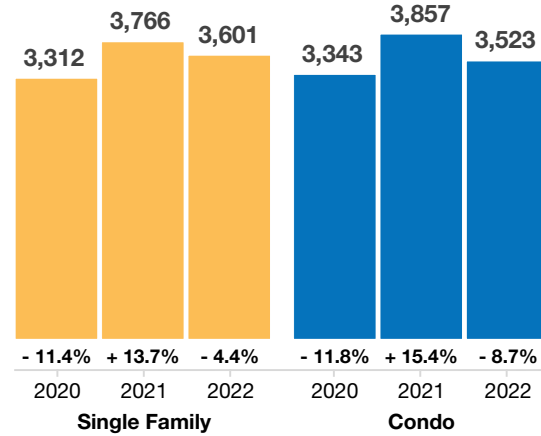
A count of the properties that have been newly listed on the market in a given month.



May

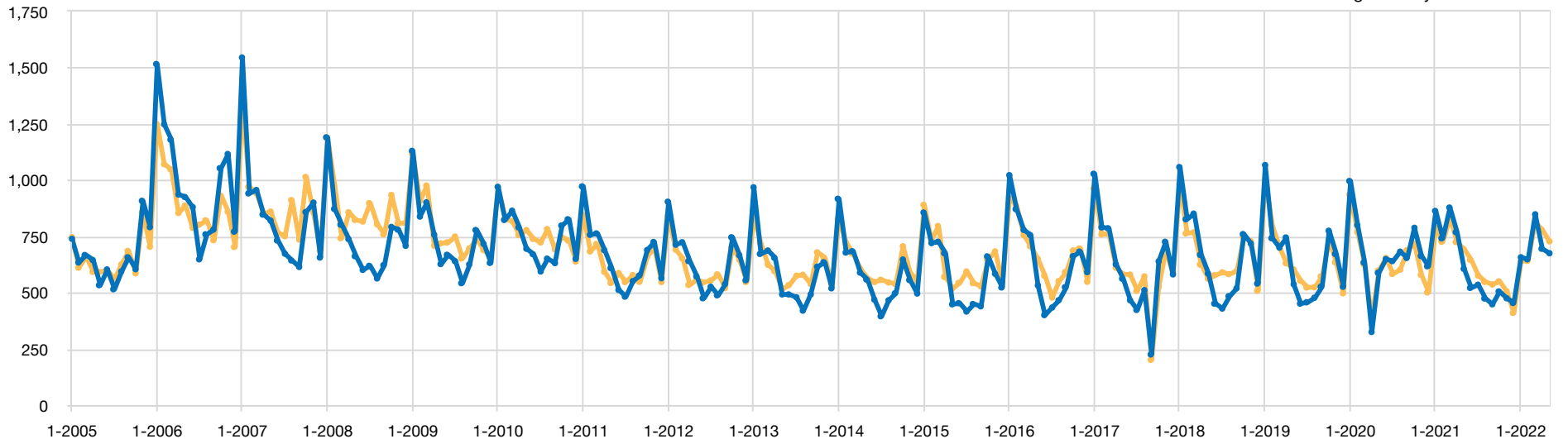


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2021	646	- 1.2%	521	- 19.7%
Jul-2021	576	- 1.2%	535	- 16.4%
Aug-2021	548	- 9.0%	474	- 30.5%
Sep-2021	536	- 22.1%	448	- 31.5%
Oct-2021	550	- 23.4%	505	- 35.9%
Nov-2021	505	- 12.8%	475	- 28.4%
Dec-2021	410	- 18.2%	454	- 26.4%
Jan-2022	640	- 18.9%	657	- 23.9%
Feb-2022	641	- 11.7%	648	- 12.6%
Mar-2022	813	- 2.4%	848	- 3.4%
Apr-2022	779	+ 7.4%	695	- 9.6%
May-2022	728	+ 5.1%	675	+ 11.4%
12-Month Avg	614	- 8.9%	578	- 18.9%

Overall New Listings by Month

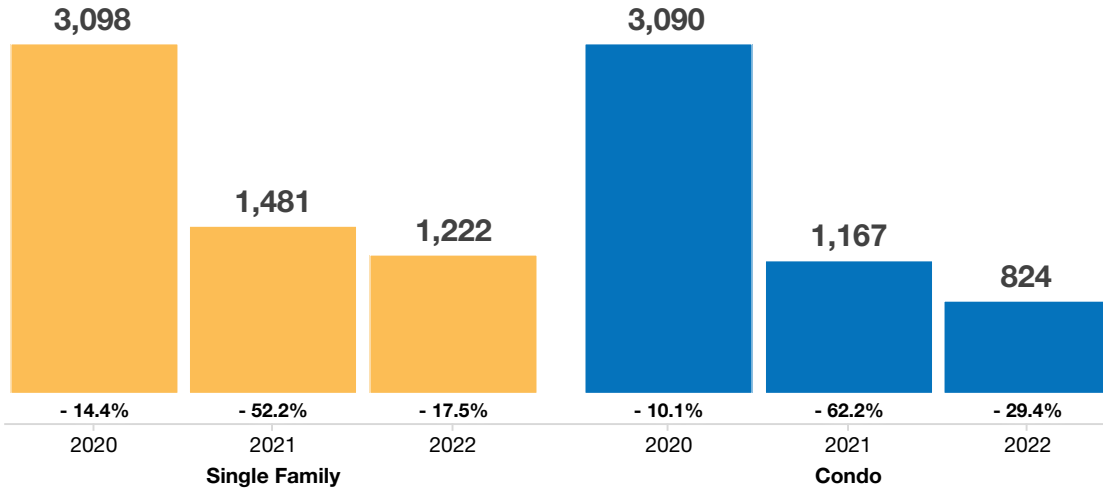


Overall Inventory of Homes for Sale

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

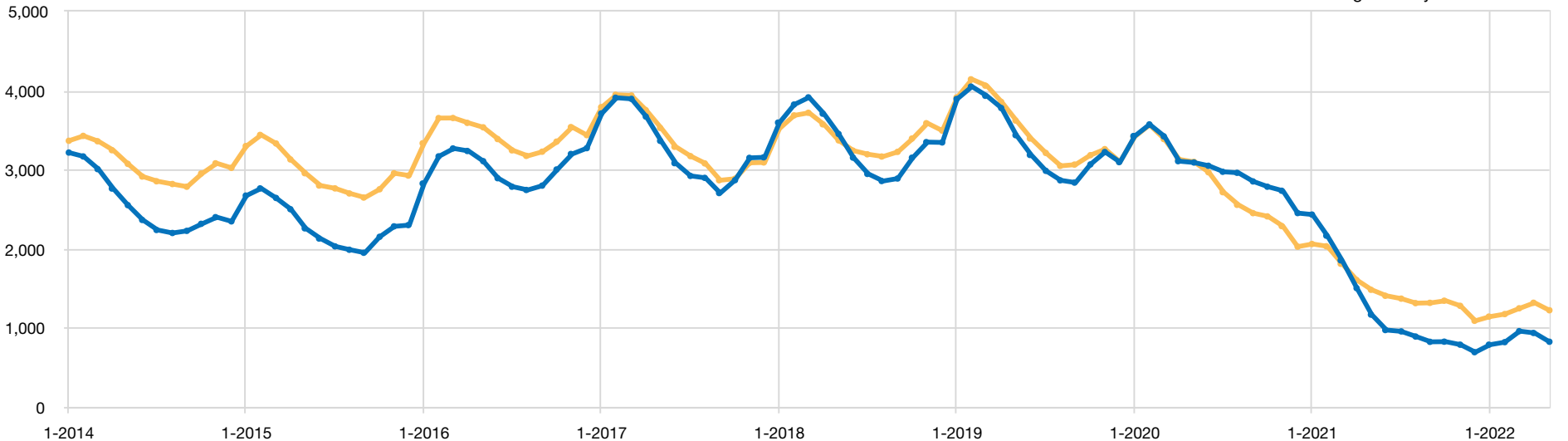


May



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2021	1,405	- 52.6%	972	- 68.1%
Jul-2021	1,369	- 49.6%	955	- 67.9%
Aug-2021	1,312	- 48.6%	890	- 69.9%
Sep-2021	1,316	- 46.3%	823	- 71.1%
Oct-2021	1,343	- 44.3%	825	- 70.4%
Nov-2021	1,278	- 44.1%	787	- 71.2%
Dec-2021	1,089	- 46.2%	692	- 71.8%
Jan-2022	1,142	- 44.6%	787	- 67.6%
Feb-2022	1,174	- 42.2%	819	- 62.2%
Mar-2022	1,247	- 31.1%	958	- 48.3%
Apr-2022	1,317	- 17.9%	935	- 37.7%
May-2022	1,222	- 17.5%	824	- 29.4%
12-Month Avg	1,268	- 42.4%	856	- 64.5%

Overall Inventory of Homes for Sale by Month



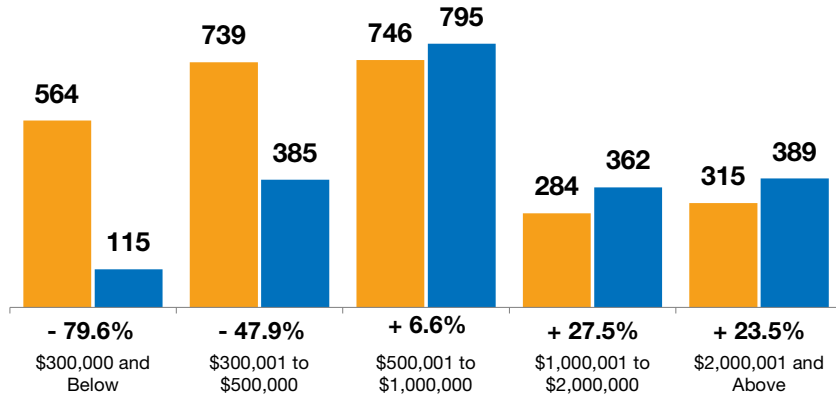
Overall Inventory of Homes for Sale by Price Range

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



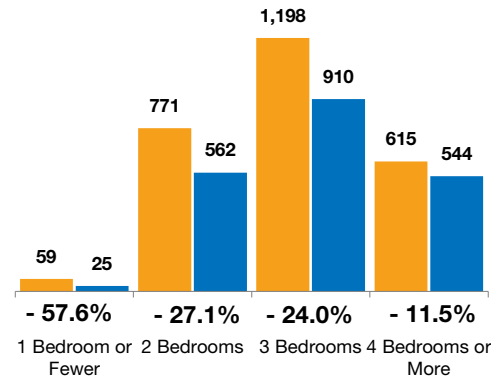
By Price Range

5-2021 5-2022



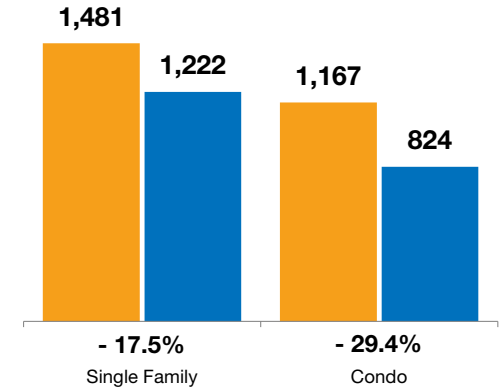
By Bedroom Count

5-2021 5-2022



By Property Type

5-2021 5-2022



All Properties

By Price Range	5-2021	5-2022	Change
\$300,000 and Below	564	115	- 79.6%
\$300,001 to \$500,000	739	385	- 47.9%
\$500,001 to \$1,000,000	746	795	+ 6.6%
\$1,000,001 to \$2,000,000	284	362	+ 27.5%
\$2,000,001 and Above	315	389	+ 23.5%
All Price Ranges	2,648	2,046	- 22.7%

Single Family

5-2021	5-2022	Change
146	25	- 82.9%
398	93	- 76.6%
532	531	- 0.2%
179	274	+ 53.1%
226	299	+ 32.3%
1,481	1,222	- 17.5%

Condo

5-2021	5-2022	Change
418	90	- 78.5%
341	292	- 14.4%
214	264	+ 23.4%
105	88	- 16.2%
89	90	+ 1.1%
1,167	824	- 29.4%

By Bedroom Count

5-2021	5-2022	Change
59	25	- 57.6%
771	562	- 27.1%
1,198	910	- 24.0%
615	544	- 11.5%
2,648	2,046	- 22.7%

5-2021	5-2022	Change
11	2	- 81.8%
130	89	- 31.5%
770	608	- 21.0%
567	523	- 7.8%
1,481	1,222	- 17.5%

5-2021	5-2022	Change
48	23	- 52.1%
641	473	- 26.2%
428	302	- 29.4%
48	21	- 56.3%
1,167	824	- 29.4%

Listing and Sales Summary Report

May 2022



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	May-22	May-21	% Change	May-22	May-21	% Change	May-22	May-21	% Change	May-22	May-21	% Change
Overall Naples Market*	\$608,000	\$433,500	+40.3%	1249	1654	-24.5%	2,046	2,648	-22.7%	16	43	-62.8%
Collier County	\$638,000	\$465,000	+37.2%	1354	1823	-25.7%	2,310	3,011	-23.3%	16	45	-64.4%
Ave Maria	\$459,900	\$379,900	+21.1%	17	23	-26.1%	23	43	-46.5%	20	36	-44.4%
Central Naples	\$427,000	\$295,500	+44.5%	193	236	-18.2%	258	367	-29.7%	15	45	-66.7%
East Naples	\$585,000	\$414,000	+41.3%	268	318	-15.7%	547	610	-10.3%	18	39	-53.8%
Everglades City	\$135,000	--	--	1	0	--	2	9	-77.8%	5	--	--
Immokalee	\$235,000	\$207,900	+13.0%	9	4	+125.0%	7	69	-89.9%	28	75	-62.7%
Immokalee / Ave Maria	\$411,500	\$356,000	+15.6%	26	27	-3.7%	30	112	-73.2%	22	42	-47.6%
Naples	\$622,500	\$440,000	+41.5%	1223	1627	-24.8%	2,018	2,539	-20.5%	16	43	-62.8%
Naples Beach	\$1,377,333	\$1,100,000	+25.2%	228	344	-33.7%	449	586	-23.4%	20	58	-65.5%
North Naples	\$750,000	\$525,000	+42.9%	325	428	-24.1%	476	564	-15.6%	13	33	-60.6%
South Naples	\$450,000	\$289,900	+55.2%	209	301	-30.6%	286	409	-30.1%	13	46	-71.7%
34102	\$1,925,000	\$1,261,250	+52.6%	54	104	-48.1%	173	221	-21.7%	34	58	-41.4%
34103	\$1,200,000	\$1,250,000	-4.0%	79	83	-4.8%	113	165	-31.5%	22	73	-69.9%
34104	\$415,000	\$264,000	+57.2%	91	106	-14.2%	103	155	-33.5%	11	44	-75.0%
34105	\$510,000	\$322,500	+58.1%	74	96	-22.9%	90	133	-32.3%	18	48	-62.5%
34108	\$1,260,000	\$1,000,000	+26.0%	95	157	-39.5%	163	200	-18.5%	11	50	-78.0%
34109	\$729,900	\$500,000	+46.0%	77	129	-40.3%	112	120	-6.7%	12	19	-36.8%
34110	\$866,500	\$542,450	+59.7%	116	138	-15.9%	159	200	-20.5%	13	44	-70.5%
34112	\$367,450	\$229,500	+60.1%	116	154	-24.7%	136	205	-33.7%	13	40	-67.5%
34113	\$599,000	\$362,500	+65.2%	93	147	-36.7%	150	204	-26.5%	14	53	-73.6%
34114	\$702,500	\$465,100	+51.0%	96	155	-38.1%	172	242	-28.9%	15	49	-69.4%
34116	\$407,500	\$325,500	+25.2%	28	34	-17.6%	65	79	-17.7%	20	36	-44.4%
34117	\$502,500	\$400,000	+25.6%	30	37	-18.9%	116	100	+16.0%	25	38	-34.2%
34119	\$745,000	\$525,000	+41.9%	132	161	-18.0%	205	244	-16.0%	12	34	-64.7%
34120	\$549,500	\$388,000	+41.6%	142	126	+12.7%	258	268	-3.7%	19	27	-29.6%
34137	--	--	--	0	0	--	1	0	--	--	--	--
34142	\$411,500	\$356,000	+15.6%	26	27	-3.7%	30	112	-73.2%	22	42	-47.6%

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

Local Market Update – May 2022

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Naples Beach

34102, 34103, 34108

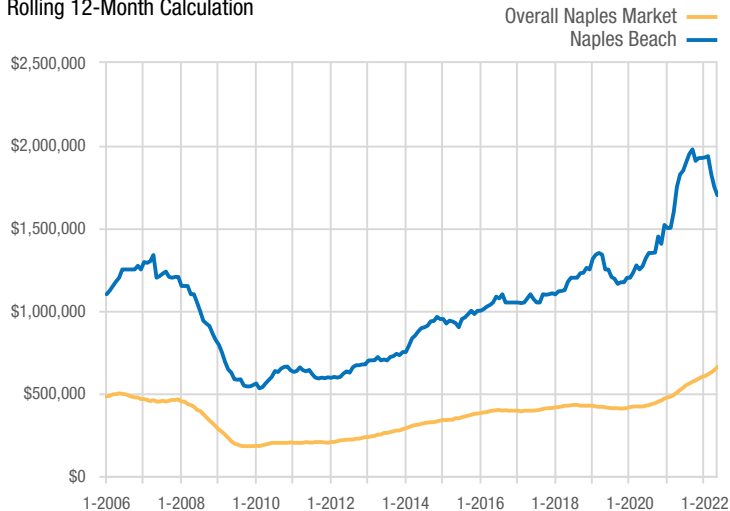
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	91	103	+ 13.2%	610	555	- 9.0%
Total Sales	116	80	- 31.0%	598	344	- 42.5%
Days on Market Until Sale	47	29	- 38.3%	85	40	- 52.9%
Median Closed Price*	\$2,400,000	\$2,600,000	+ 8.3%	\$2,250,000	\$1,979,750	- 12.0%
Average Closed Price*	\$3,133,778	\$4,253,404	+ 35.7%	\$3,248,397	\$4,068,330	+ 25.2%
Percent of List Price Received*	99.1%	99.2%	+ 0.1%	97.7%	99.3%	+ 1.6%
Inventory of Homes for Sale	237	244	+ 3.0%	—	—	—
Months Supply of Inventory	2.3	3.5	+ 52.2%	—	—	—

Condo	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	154	117	- 24.0%	961	792	- 17.6%
Total Sales	228	148	- 35.1%	1,101	641	- 41.8%
Days on Market Until Sale	64	16	- 75.0%	84	19	- 77.4%
Median Closed Price*	\$870,000	\$1,110,875	+ 27.7%	\$799,000	\$1,090,000	+ 36.4%
Average Closed Price*	\$1,296,961	\$1,594,118	+ 22.9%	\$1,173,096	\$1,569,058	+ 33.8%
Percent of List Price Received*	98.2%	100.4%	+ 2.2%	97.0%	100.5%	+ 3.6%
Inventory of Homes for Sale	349	205	- 41.3%	—	—	—
Months Supply of Inventory	2.2	1.7	- 22.7%	—	—	—

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

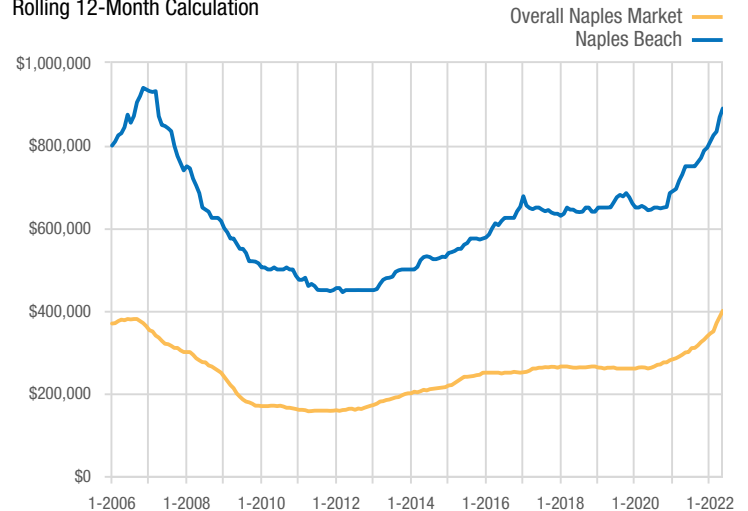
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – May 2022

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North Naples

34109, 34110, 34119

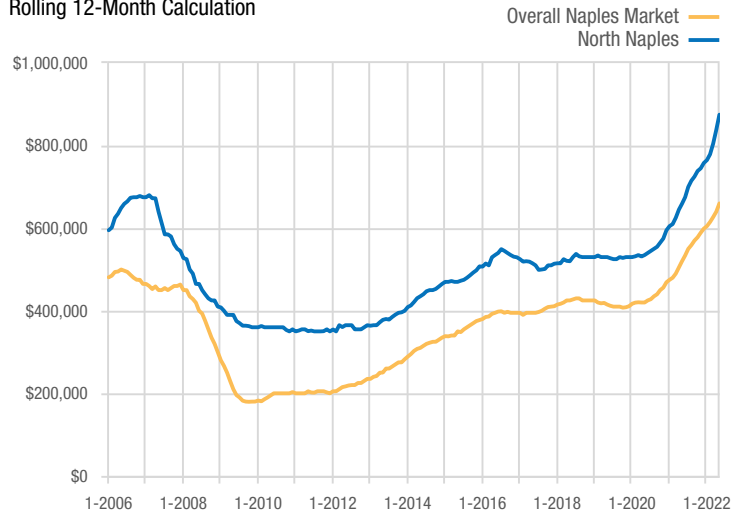
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	171	168	- 1.8%	941	831	- 11.7%
Total Sales	196	145	- 26.0%	868	593	- 31.7%
Days on Market Until Sale	35	15	- 57.1%	50	18	- 64.0%
Median Closed Price*	\$735,000	\$1,150,000	+ 56.5%	\$719,886	\$970,528	+ 34.8%
Average Closed Price*	\$1,081,154	\$1,555,384	+ 43.9%	\$1,010,527	\$1,367,759	+ 35.4%
Percent of List Price Received*	99.5%	100.1%	+ 0.6%	98.3%	100.8%	+ 2.5%
Inventory of Homes for Sale	305	246	- 19.3%	—	—	—
Months Supply of Inventory	1.9	2.0	+ 5.3%	—	—	—

Condo	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	155	202	+ 30.3%	997	954	- 4.3%
Total Sales	232	180	- 22.4%	1,123	734	- 34.6%
Days on Market Until Sale	31	10	- 67.7%	60	11	- 81.7%
Median Closed Price*	\$325,000	\$480,000	+ 47.7%	\$305,870	\$454,750	+ 48.7%
Average Closed Price*	\$472,963	\$793,795	+ 67.8%	\$440,266	\$642,562	+ 45.9%
Percent of List Price Received*	99.5%	101.4%	+ 1.9%	98.0%	102.3%	+ 4.4%
Inventory of Homes for Sale	259	230	- 11.2%	—	—	—
Months Supply of Inventory	1.4	1.6	+ 14.3%	—	—	—

* 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.

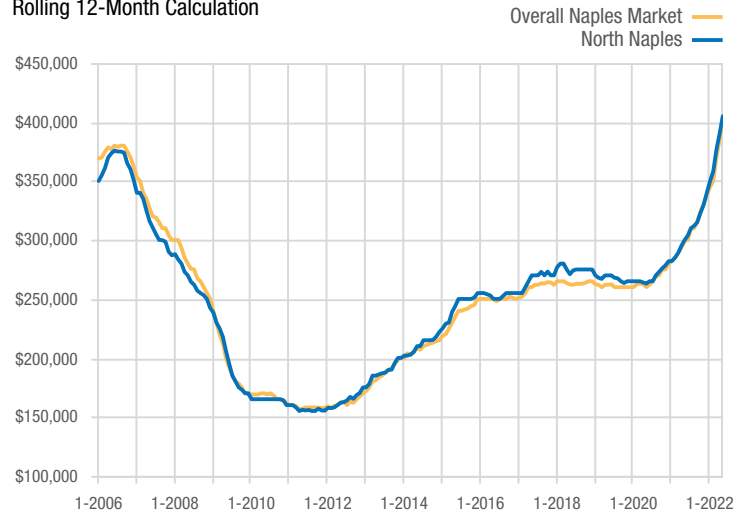
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – May 2022

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Central Naples

34104, 34105, 34116

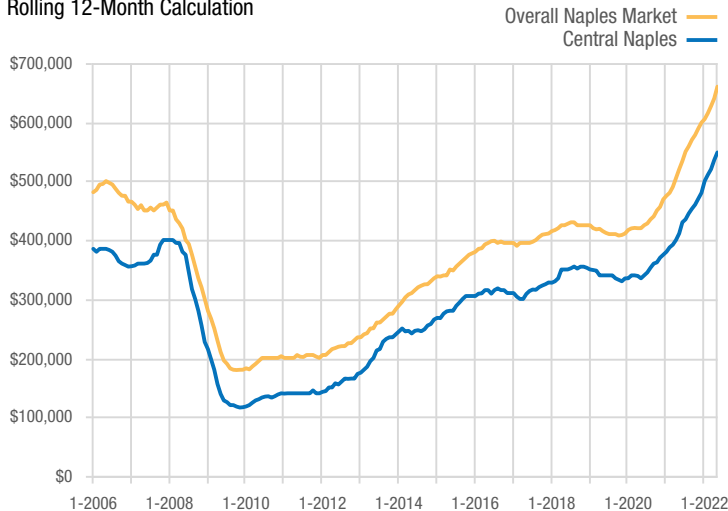
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	101	96	- 5.0%	484	489	+ 1.0%
Total Sales	84	82	- 2.4%	420	393	- 6.4%
Days on Market Until Sale	35	19	- 45.7%	48	21	- 56.3%
Median Closed Price*	\$454,500	\$597,000	+ 31.4%	\$436,625	\$599,000	+ 37.2%
Average Closed Price*	\$797,838	\$1,151,498	+ 44.3%	\$791,723	\$967,099	+ 22.2%
Percent of List Price Received*	98.4%	99.1%	+ 0.7%	98.0%	99.5%	+ 1.5%
Inventory of Homes for Sale	188	146	- 22.3%	—	—	—
Months Supply of Inventory	2.4	1.8	- 25.0%	—	—	—

Condo	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	90	99	+ 10.0%	592	548	- 7.4%
Total Sales	152	111	- 27.0%	690	436	- 36.8%
Days on Market Until Sale	50	13	- 74.0%	63	12	- 81.0%
Median Closed Price*	\$224,000	\$365,000	+ 62.9%	\$212,000	\$340,000	+ 60.4%
Average Closed Price*	\$253,085	\$442,169	+ 74.7%	\$245,407	\$388,636	+ 58.4%
Percent of List Price Received*	98.9%	101.5%	+ 2.6%	97.3%	101.9%	+ 4.7%
Inventory of Homes for Sale	179	112	- 37.4%	—	—	—
Months Supply of Inventory	1.8	1.2	- 33.3%	—	—	—

* 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.

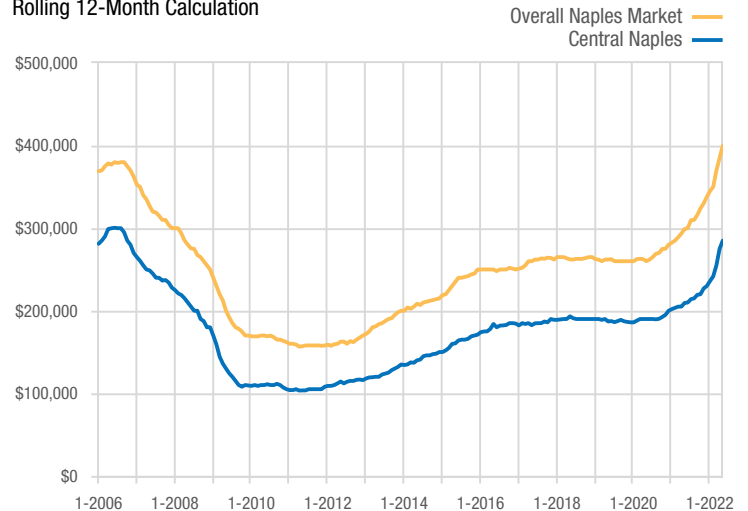
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – May 2022

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South Naples

34112, 34113

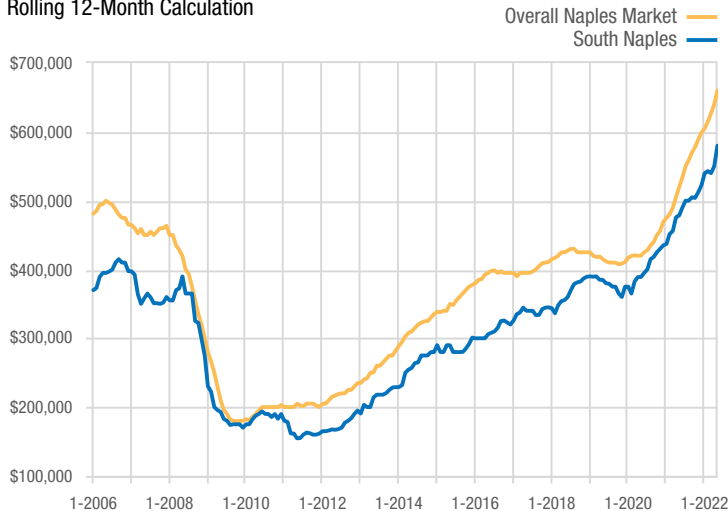
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	78	79	+ 1.3%	495	403	- 18.6%
Total Sales	106	68	- 35.8%	466	282	- 39.5%
Days on Market Until Sale	47	15	- 68.1%	62	22	- 64.5%
Median Closed Price*	\$470,000	\$804,450	+ 71.2%	\$509,500	\$653,500	+ 28.3%
Average Closed Price*	\$647,555	\$1,106,694	+ 70.9%	\$642,535	\$929,546	+ 44.7%
Percent of List Price Received*	98.1%	99.5%	+ 1.4%	97.8%	100.4%	+ 2.7%
Inventory of Homes for Sale	180	130	- 27.8%	—	—	—
Months Supply of Inventory	2.3	2.1	- 8.7%	—	—	—

Condo	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	122	146	+ 19.7%	830	724	- 12.8%
Total Sales	195	141	- 27.7%	971	573	- 41.0%
Days on Market Until Sale	45	12	- 73.3%	65	11	- 83.1%
Median Closed Price*	\$242,000	\$387,200	+ 60.0%	\$247,500	\$377,500	+ 52.5%
Average Closed Price*	\$259,963	\$444,308	+ 70.9%	\$267,744	\$421,449	+ 57.4%
Percent of List Price Received*	98.9%	100.7%	+ 1.8%	97.4%	101.3%	+ 4.0%
Inventory of Homes for Sale	229	156	- 31.9%	—	—	—
Months Supply of Inventory	1.5	1.4	- 6.7%	—	—	—

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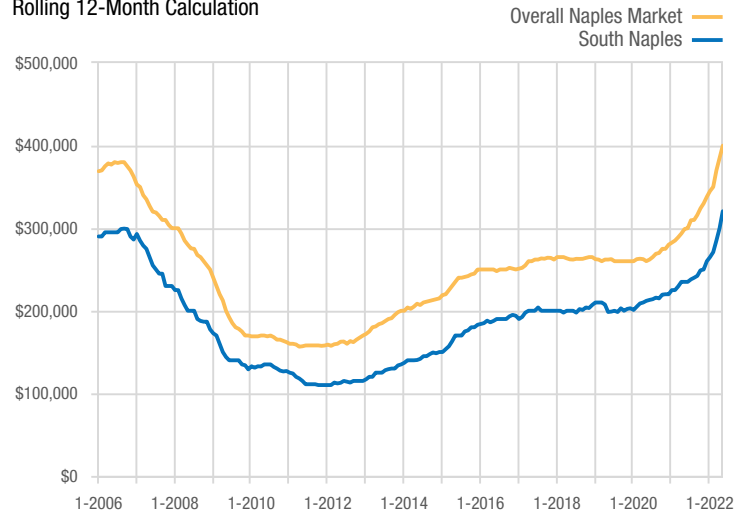
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – May 2022

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East Naples

34114, 34117, 34120, 34137

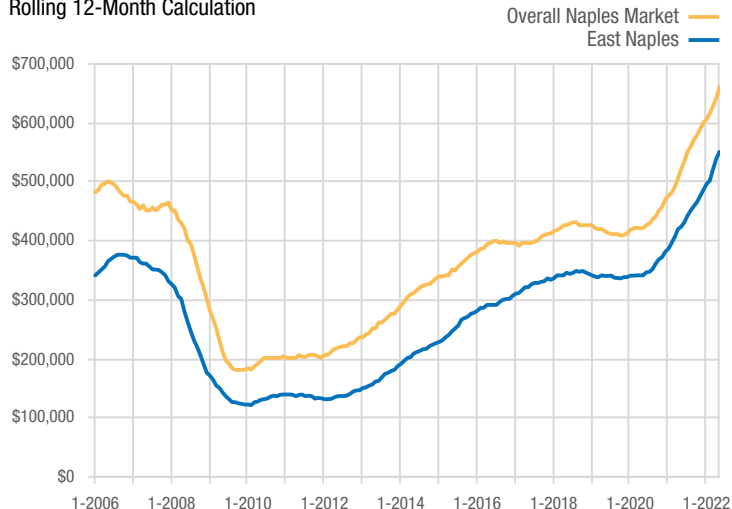
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	213	259	+ 21.6%	1,094	1,216	+ 11.2%
Total Sales	218	192	- 11.9%	1,067	893	- 16.3%
Days on Market Until Sale	40	20	- 50.0%	46	28	- 39.1%
Median Closed Price*	\$474,500	\$625,000	+ 31.7%	\$459,000	\$600,000	+ 30.7%
Average Closed Price*	\$549,347	\$761,794	+ 38.7%	\$536,762	\$765,004	+ 42.5%
Percent of List Price Received*	99.5%	98.7%	- 0.8%	98.4%	98.9%	+ 0.5%
Inventory of Homes for Sale	467	430	- 7.9%	—	—	—
Months Supply of Inventory	2.3	2.5	+ 8.7%	—	—	—

Condo	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	83	107	+ 28.9%	466	484	+ 3.9%
Total Sales	100	76	- 24.0%	507	333	- 34.3%
Days on Market Until Sale	37	14	- 62.2%	48	15	- 68.8%
Median Closed Price*	\$342,500	\$506,000	+ 47.7%	\$330,000	\$490,000	+ 48.5%
Average Closed Price*	\$379,814	\$528,940	+ 39.3%	\$334,795	\$512,165	+ 53.0%
Percent of List Price Received*	98.9%	100.3%	+ 1.4%	98.0%	101.2%	+ 3.3%
Inventory of Homes for Sale	143	117	- 18.2%	—	—	—
Months Supply of Inventory	1.7	1.7	0.0%	—	—	—

* 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.

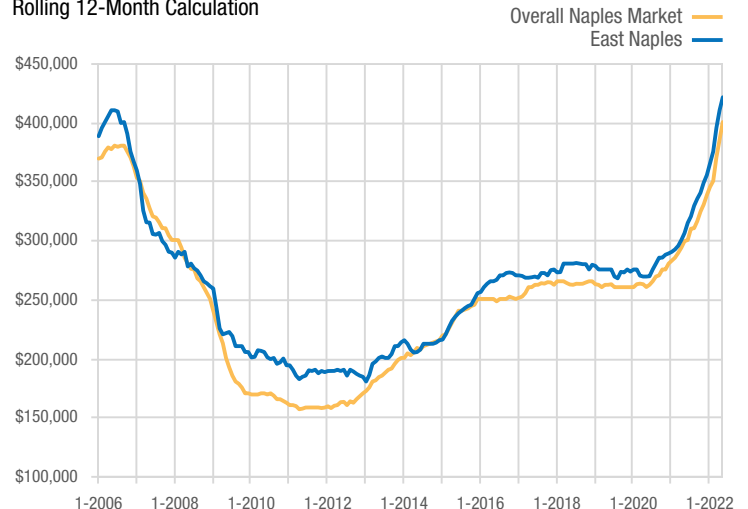
Median Closed Price - Single Family

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 2022

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

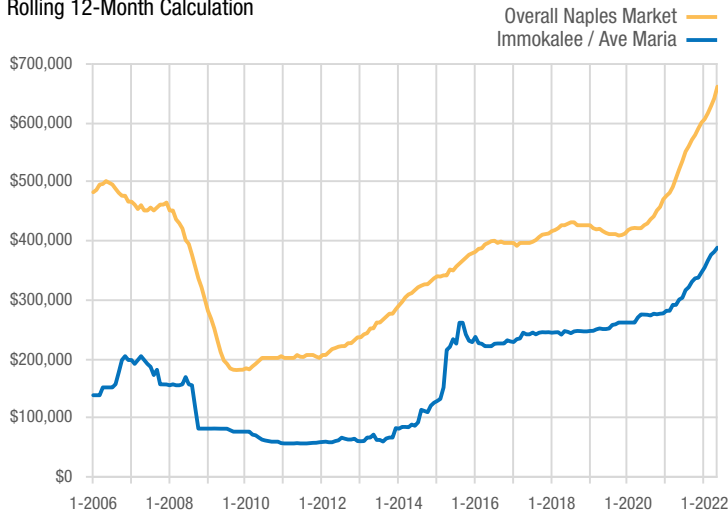
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	39	23	- 41.0%	142	107	- 24.6%
Total Sales	27	24	- 11.1%	120	112	- 6.7%
Days on Market Until Sale	42	22	- 47.6%	60	23	- 61.7%
Median Closed Price*	\$356,000	\$432,500	+ 21.5%	\$317,500	\$410,000	+ 29.1%
Average Closed Price*	\$367,465	\$428,094	+ 16.5%	\$344,750	\$432,754	+ 25.5%
Percent of List Price Received*	99.7%	98.8%	- 0.9%	98.6%	99.5%	+ 0.9%
Inventory of Homes for Sale	104	26	- 75.0%	—	—	—
Months Supply of Inventory	5.2	1.1	- 78.8%	—	—	—

Condo	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	2	4	+ 100.0%	11	21	+ 90.9%
Total Sales	0	2	—	13	32	+ 146.2%
Days on Market Until Sale	—	33	—	65	47	- 27.7%
Median Closed Price*	—	\$347,999	—	\$207,000	\$310,500	+ 50.0%
Average Closed Price*	—	\$347,999	—	\$209,834	\$303,372	+ 44.6%
Percent of List Price Received*	—	102.6%	—	96.5%	100.9%	+ 4.6%
Inventory of Homes for Sale	8	4	- 50.0%	—	—	—
Months Supply of Inventory	2.5	0.8	- 68.0%	—	—	—

* 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.

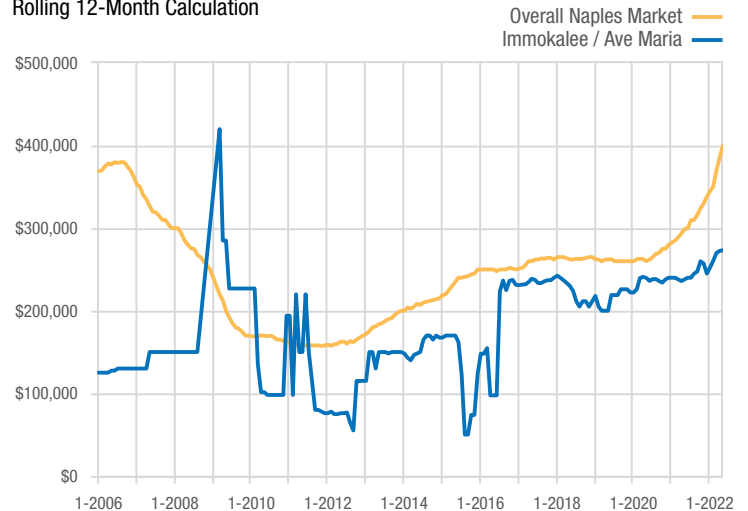
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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