

Naples Area Market Report



October 2023

Real estate brokers reviewing the October 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), were encouraged to see a 31.8 percent increase in new listings to 1,231 new listings from 934 new listings in October 2022. The report also showed the median closed price of homes in Naples during October increased 4.5 percent to \$580,000 from \$555,000 in October 2022. According to broker analysts, these two factors indicate rumors of an extreme market correction were false. They also illustrate renewed seller confidence, which will be good news for buyers seeking more options in the coming months.

Pent up consumer travel during the summer distracted attention away from home sales as the report showed both pending sales (homes under contract) and closed sales activity were lower than pre-pandemic levels reported for an October. This can be traced to lower showing activity during the recent summer compared to summer 2022 levels. As such, overall pending sales in October decreased 1.2 percent to 665 pending sales from 673 pending sales; and overall closed sales in October decreased 12.8 percent to 594 closed sales from 681 closed sales in October 2022.

Sales of luxury properties continue to drive the metrics for the real estate market in Naples. The average closed price— of all properties – year to date – in Naples is over \$1 million. Compared to last October, there are now 275 homes for sale in the \$5 million and above price category, a 55.4 percent increase.

Higher days on the market also contributed to lower sales in October. In the summer of 2022, days on market were below 20 days. Whereas, this past summer, days on market were over 50 days. For October, days on market increased 36.6 percent in October to 56 days from 41 days. Given this data, brokers anticipate healthy pending and closed sales activity in the coming months as showings during October increased 14 percent to 21,180 showings from 18,654 in October 2022.

The good news for buyers is that the percent of list price received has decreased 2.7 percent and 3.5 percent in the single-family and condominium market over the past 12 months, respectively. There were also 1,004 price reductions in October, basically a third of all homes for sale. If inventory continues to rise at its current pace, there will likely be more opportunities for buyers to negotiate.

Quick Facts

- 12.8%	+ 4.5%	+ 29.6%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
- 5.5%	- 17.1%	- 16.0%
Price Range With the Strongest Sales: \$1,500,001 to \$5,000,000	Bedroom Count With Strongest Sales: 3 Bedrooms	Property Type With Strongest Sales: Single Family

Overall Market Overview	2
Single Family Market Overview	3
Condo Market Overview	4
Overall Closed Sales	5-6
Overall Median Closed Price	7-8
Overall Percent of Current List Price Received	9-10
Overall Days on Market until Sale	11-12
Overall New Listings by Month	13
Overall Inventory of Homes for Sale	14-15
Overall Listing and Sales Summary by Area Naples	16
Beach	17
North Naples	18
Central Naples	19
South Naples	20
East Naples	21
Immokalee/Ave Maria	22



This report covers Collier County, excluding San Marco Island. Percent changes are calculated using rounded figures.

Current as of November 10, 2023. All data from Southwest Florida MLS. Report © 2023 ShowingTime.

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	10-2022	10-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		934	1,231	+ 31.8%	11,887	11,118	- 6.5%
Total Sales		681	594	- 12.8%	8,978	7,692	- 14.3%
Days on Market Until Sale		41	56	+ 36.6%	24	53	+ 120.8%
Median Closed Price		\$555,000	\$580,000	+ 4.5%	\$571,000	\$600,000	+ 5.1%
Average Closed Price		\$940,277	\$918,810	- 2.3%	\$1,002,483	\$1,026,438	+ 2.4%
Percent of List Price Received		96.5%	96.0%	- 0.5%	99.3%	96.3%	- 3.0%
Pending Sales		673	665	- 1.2%	10,657	9,668	- 9.3%
Inventory of Homes for Sale		2,597	3,367	+ 29.6%	—	—	—
Months Supply of Inventory		2.8	4.5	+ 60.7%	—	—	—

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	10-2022	10-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		556	619	+ 11.3%	6,325	5,711	- 9.7%
Total Sales		334	318	- 4.8%	4,379	3,890	- 11.2%
Days on Market Until Sale		44	54	+ 22.7%	29	58	+ 100.0%
Median Closed Price		\$756,953	\$705,000	- 6.9%	\$738,650	\$735,000	- 0.5%
Average Closed Price		\$1,297,139	\$1,109,815	- 14.4%	\$1,295,951	\$1,275,542	- 1.6%
Percent of List Price Received		96.1%	96.0%	- 0.1%	98.6%	96.0%	- 2.6%
Pending Listings		365	340	- 6.8%	5,295	4,910	- 7.3%
Inventory of Homes for Sale		1,640	1,833	+ 11.8%	—	—	—
Months Supply of Inventory		3.6	4.9	+ 36.1%	—	—	—

Condo Market Overview

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



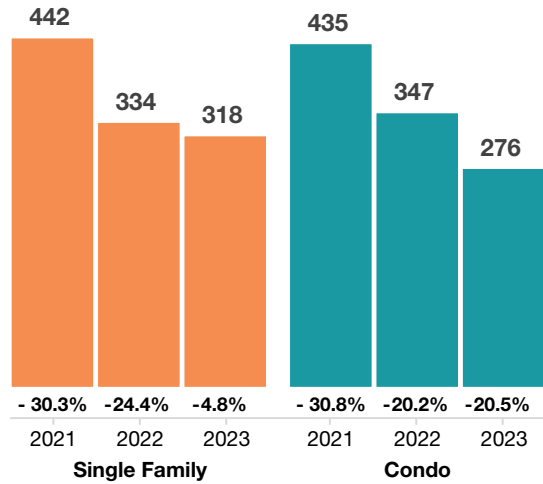
Key Metrics	Historical Sparkbars	10-2022	10-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		378	612	+ 61.9%	5,562	5,407	- 2.8%
Total Sales		347	276	- 20.5%	4,599	3,802	- 17.3%
Days on Market Until Sale		38	58	+ 52.6%	19	49	+ 157.9%
Median Closed Price		\$439,000	\$439,500	+ 0.1%	\$455,000	\$480,000	+ 5.5%
Average Closed Price		\$596,785	\$699,431	+ 17.2%	\$723,120	\$771,765	+ 6.7%
Percent of List Price Received		96.9%	96.0%	- 0.9%	100.1%	96.5%	- 3.6%
Pending Listings		308	325	+ 5.5%	5,362	4,758	- 11.3%
Inventory of Homes for Sale		957	1,534	+ 60.3%	—	—	—
Months Supply of Inventory		2.0	4.2	+ 110.0%	—	—	—

Overall Closed Sales

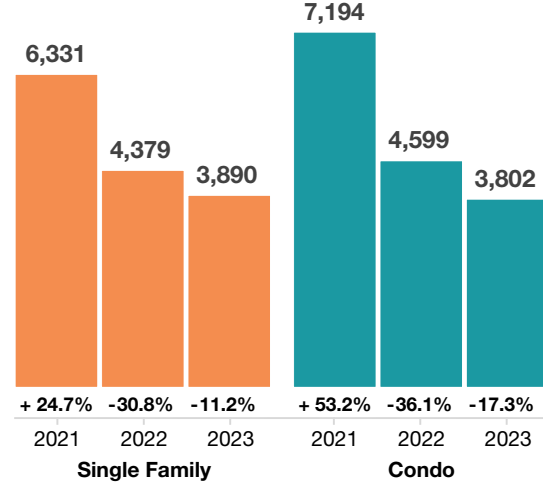
A count of the actual sales that closed in a given month.



October

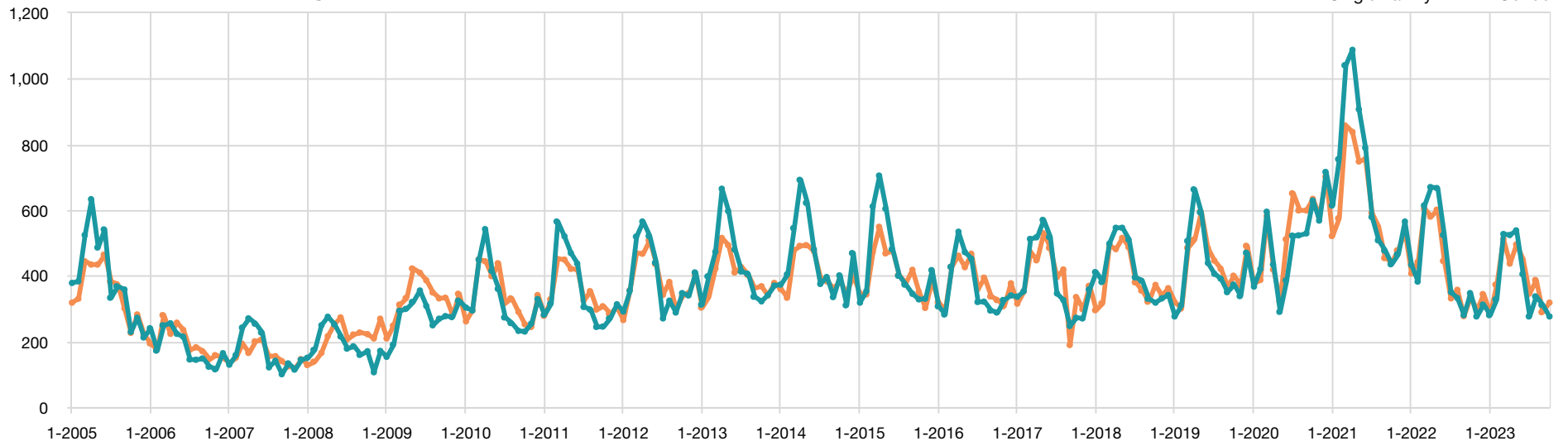


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	373	- 15.6%	328	- 14.1%
Mar-2023	512	- 15.4%	527	- 14.2%
Apr-2023	437	- 24.7%	524	- 21.8%
May-2023	495	- 17.6%	538	- 19.3%
Jun-2023	450	+ 1.1%	405	- 22.7%
Jul-2023	345	+ 4.2%	276	- 21.1%
Aug-2023	387	+ 8.4%	337	+ 1.5%
Sep-2023	289	+ 4.3%	311	+ 11.1%
Oct-2023	318	- 4.8%	276	- 20.5%
12-Month Avg	378	- 16.0%	366	- 22.0%

Overall Closed Sales by Month

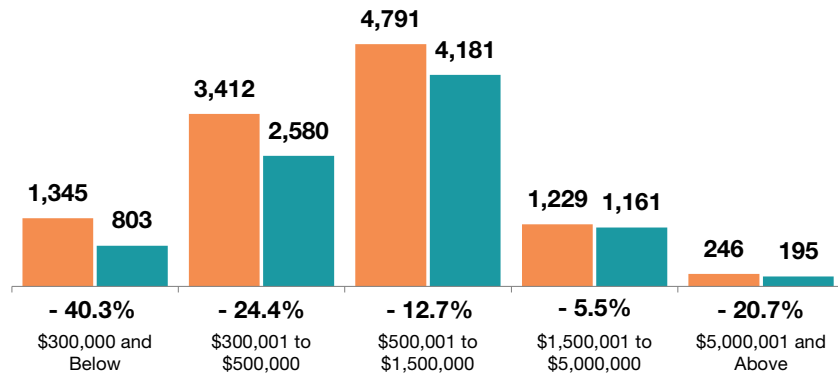


Overall Closed Sales by Price Range

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

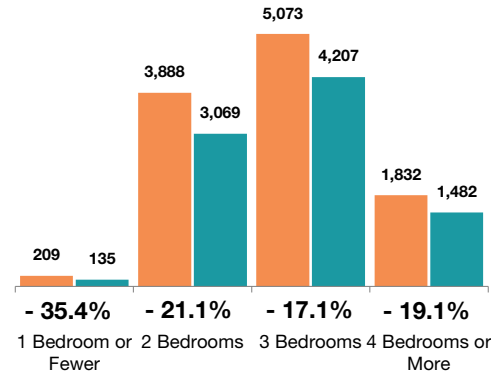
By Price Range

10-2022 10-2023



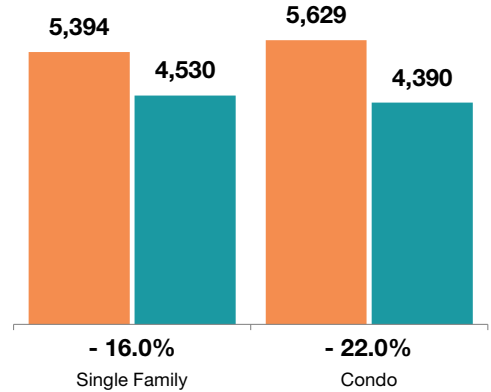
By Bedroom Count

10-2022 10-2023



By Property Type

10-2022 10-2023



All Properties

By Price Range	10-2022	10-2023	Change
\$300,000 and Below	1,345	803	- 40.3%
\$300,001 to \$500,000	3,412	2,580	- 24.4%
\$500,001 to \$1,500,000	4,791	4,181	- 12.7%
\$1,500,001 to \$5,000,000	1,229	1,161	- 5.5%
\$5,000,001 and Above	246	195	- 20.7%
All Price Ranges	11,023	8,920	- 19.1%

Single Family

	10-2022	10-2023	Change
1 Bedroom or Fewer	281	225	- 19.9%
2 Bedrooms	1,111	796	- 28.4%
3 Bedrooms	3,028	2,588	- 14.5%
4 Bedrooms or More	769	759	- 1.3%
All Single Family	5,394	4,530	- 16.0%

Condo

	10-2022	10-2023	Change
1 Bedroom or Fewer	1064	578	- 45.7%
2 Bedrooms	2301	1784	- 22.5%
3 Bedrooms	1763	1593	- 9.6%
4 Bedrooms or More	460	402	- 12.6%
All Condo	5,629	4,390	- 22.0%

By Bedroom Count

	10-2022	10-2023	Change
1 Bedroom or Fewer	209	135	- 35.4%
2 Bedrooms	3,888	3,069	- 21.1%
3 Bedrooms	5,073	4,207	- 17.1%
4 Bedrooms or More	1,832	1,482	- 19.1%
All Bedroom Counts	11,023	8,920	- 19.1%

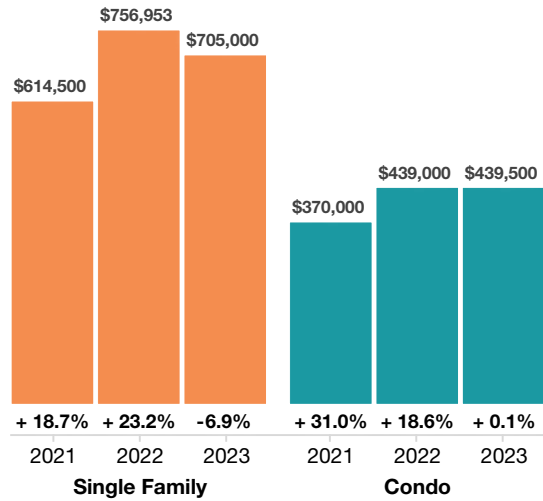
	10-2022	10-2023	Change
1 Bedroom or Fewer	30	27	- 10.0%
2 Bedrooms	570	531	- 6.8%
3 Bedrooms	3,072	2,574	- 16.2%
4 Bedrooms or More	1,721	1,390	- 19.2%
All Single Family	5,394	4,530	- 16.0%

Overall Median Closed Price

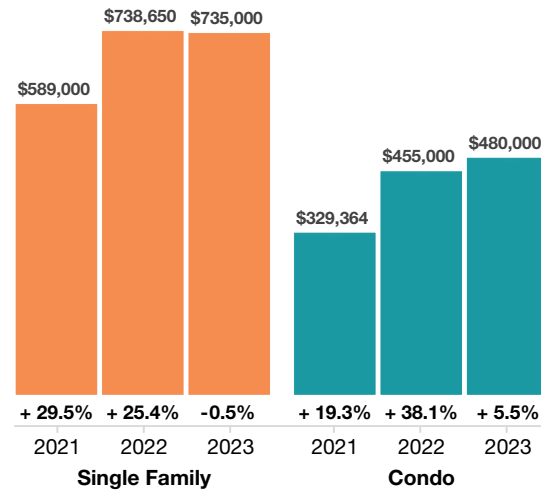
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



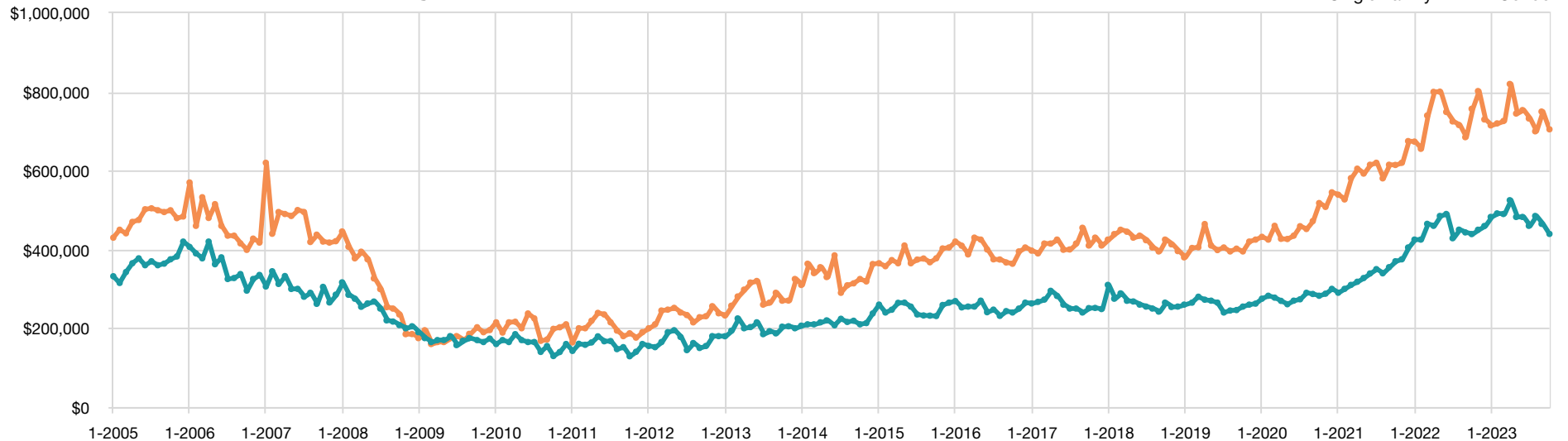
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	\$720,000	+ 9.8%	\$491,500	+ 15.6%
Mar-2023	\$726,000	- 1.9%	\$490,000	+ 5.4%
Apr-2023	\$820,000	+ 2.5%	\$525,000	+ 14.1%
May-2023	\$745,000	- 6.9%	\$482,500	- 0.5%
Jun-2023	\$753,750	+ 0.6%	\$482,500	- 1.5%
Jul-2023	\$732,500	+ 1.0%	\$460,000	+ 7.4%
Aug-2023	\$699,900	- 2.2%	\$485,000	+ 7.7%
Sep-2023	\$750,000	+ 9.5%	\$465,000	+ 4.9%
Oct-2023	\$705,000	- 6.9%	\$439,500	+ 0.1%
12-Month Avg*	\$739,000	+ 3.4%	\$477,750	+ 7.4%

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

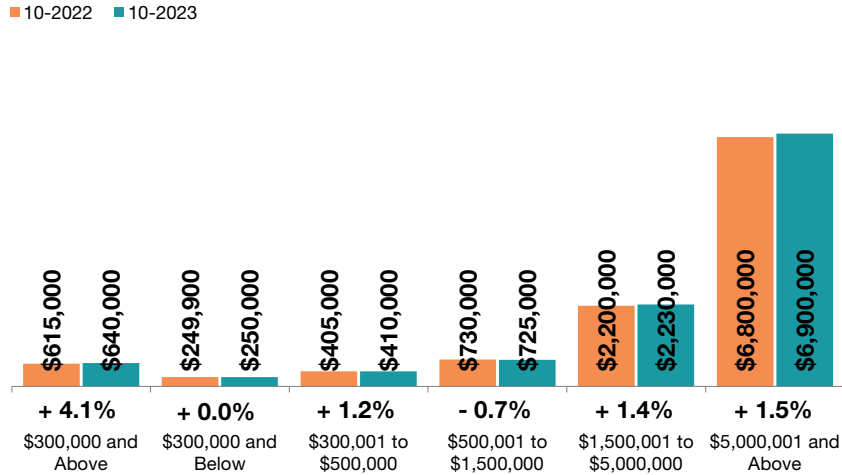
Overall Median Closed Price by Month



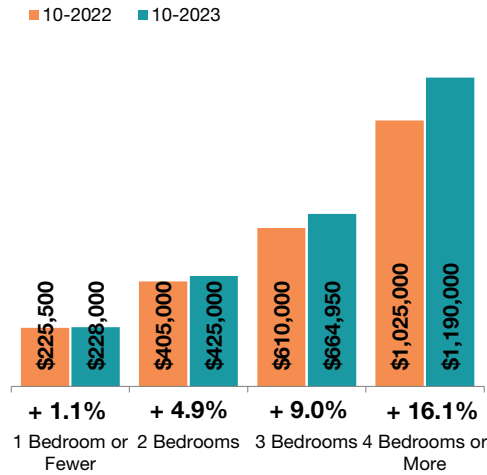
Overall Median Closed Price by Price Range

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

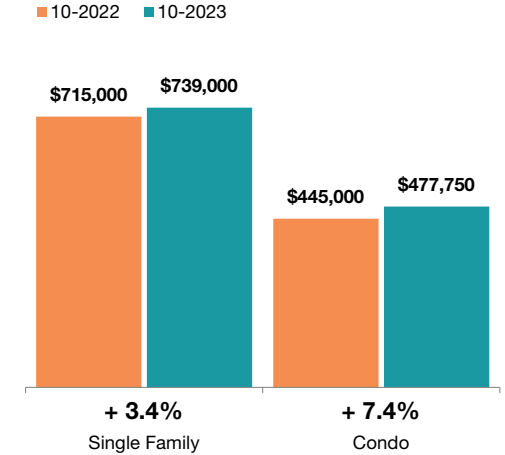
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2022	10-2023	Change
\$300,000 and Above	\$615,000	\$640,000	+ 4.1%
\$300,000 and Below	\$249,900	\$250,000	+ 0.0%
\$300,001 to \$500,000	\$405,000	\$410,000	+ 1.2%
\$500,001 to \$1,500,000	\$730,000	\$725,000	- 0.7%
\$1,500,001 to \$5,000,000	\$2,200,000	\$2,230,000	+ 1.4%
\$5,000,001 and Above	\$6,800,000	\$6,900,000	+ 1.5%
All Price Ranges	\$557,000	\$600,000	+ 7.7%

Single Family

10-2022	10-2023	Change	10-2022	10-2023	Change
\$740,000	\$761,000	+ 2.8%	\$500,000	\$525,000	+ 5.0%
\$200,000	\$199,000	- 0.5%	\$257,000	\$262,500	+ 2.1%
\$429,000	\$439,950	+ 2.6%	\$397,750	\$400,000	+ 0.6%
\$750,000	\$750,000	0.0%	\$675,000	\$689,900	+ 2.2%
\$2,250,000	\$2,255,000	+ 0.2%	\$2,200,000	\$2,200,000	0.0%
\$6,997,500	\$6,825,000	- 2.5%	\$6,050,000	\$7,050,000	+ 16.5%
\$715,000	\$739,000	+ 3.4%	\$445,000	\$477,750	+ 7.4%

Condo

By Bedroom Count	10-2022	10-2023	Change
1 Bedroom or Fewer	\$225,500	\$228,000	+ 1.1%
2 Bedrooms	\$405,000	\$425,000	+ 4.9%
3 Bedrooms	\$610,000	\$664,950	+ 9.0%
4 Bedrooms or More	\$1,025,000	\$1,190,000	+ 16.1%
All Bedroom Counts	\$557,000	\$600,000	+ 7.7%

10-2022	10-2023	Change	10-2022	10-2023	Change
\$117,000	\$150,000	+ 28.2%	\$257,250	\$237,450	- 7.7%
\$471,000	\$480,000	+ 1.9%	\$400,000	\$420,000	+ 5.0%
\$650,000	\$699,000	+ 7.5%	\$529,500	\$620,000	+ 17.1%
\$1,015,000	\$1,150,000	+ 13.3%	\$1,175,000	\$2,612,500	+ 122.3%
\$715,000	\$739,000	+ 3.4%	\$445,000	\$477,750	+ 7.4%

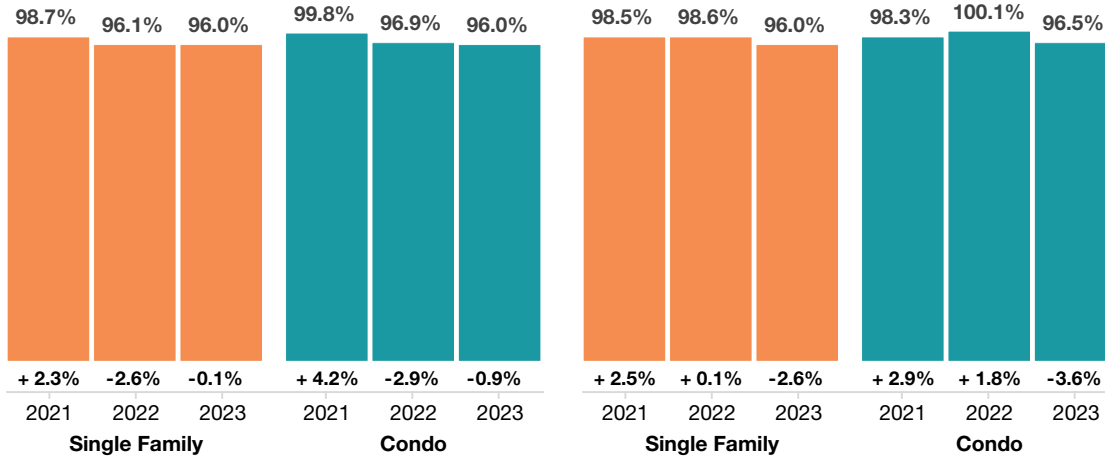
Overall Percent of Current List Price Received



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 seller concessions.

October

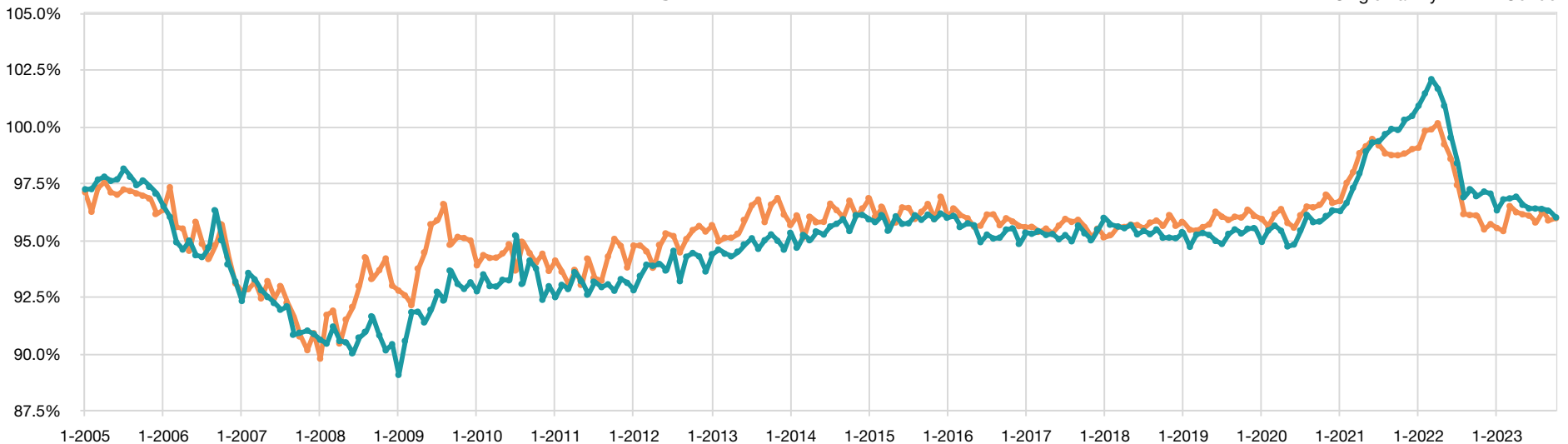
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%	96.8%	-5.2%
Apr-2023	96.2%	-3.9%	96.9%	-4.7%
May-2023	96.1%	-3.1%	96.5%	-4.4%
Jun-2023	96.1%	-2.5%	96.4%	-3.1%
Jul-2023	95.8%	-1.6%	96.4%	-2.0%
Aug-2023	96.3%	+0.2%	96.4%	-0.5%
Sep-2023	95.9%	-0.2%	96.3%	-0.9%
Oct-2023	96.0%	-0.1%	96.0%	-0.9%
12-Month Avg*	95.9%	-2.7%	96.6%	-3.5%

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

Overall Percent of Current List Price Received by Month



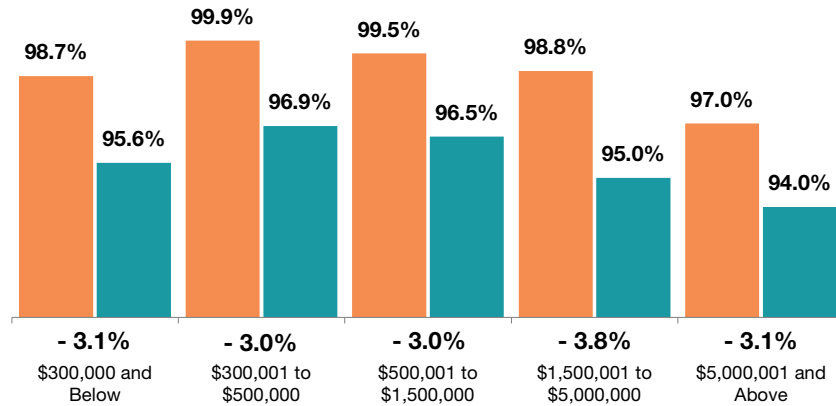
Overall Percent of Current List Price Received by Price Range



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.

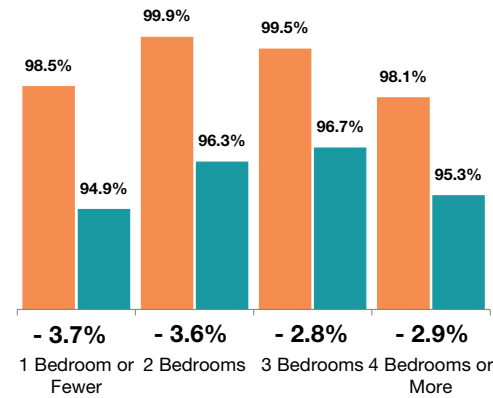
By Price Range

10-2022 10-2023



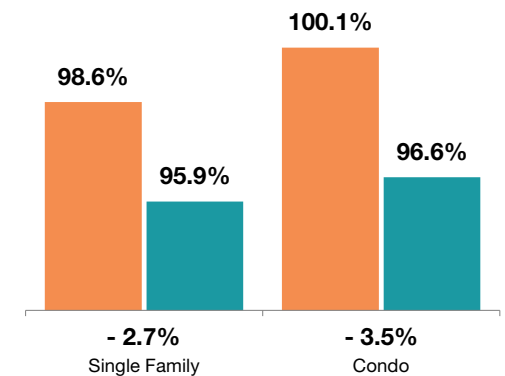
By Bedroom Count

10-2022 10-2023



By Property Type

10-2022 10-2023



All Properties

By Price Range	10-2022	10-2023	Change
\$300,000 and Below	98.7%	95.6%	- 3.1%
\$300,001 to \$500,000	99.9%	96.9%	- 3.0%
\$500,001 to \$1,500,000	99.5%	96.5%	- 3.0%
\$1,500,001 to \$5,000,000	98.8%	95.0%	- 3.8%
\$5,000,001 and Above	97.0%	94.0%	- 3.1%
All Price Ranges	99.4%	96.3%	- 3.1%

Single Family

	10-2022	10-2023	Change
1 Bedroom or 2 Bedrooms Fewer	96.4%	95.1%	- 1.3%
3 Bedrooms	98.7%	97.0%	- 1.7%
4 Bedrooms	99.0%	96.3%	- 2.7%
4 Bedrooms or More	98.6%	94.3%	- 4.4%
	96.7%	93.8%	- 3.0%
All Single Family	98.6%	95.9%	- 2.7%

Condo

	10-2022	10-2023	Change
Single Family	99.3%	95.7%	- 3.6%
Condo	100.5%	96.8%	- 3.7%
	100.3%	96.8%	- 3.5%
	99.3%	96.3%	- 3.0%
	98.4%	95.0%	- 3.5%
All Condo	100.1%	96.6%	- 3.5%

By Bedroom Count

	10-2022	10-2023	Change
1 Bedroom or Fewer	98.5%	94.9%	- 3.7%
2 Bedrooms	99.9%	96.3%	- 3.6%
3 Bedrooms	99.5%	96.7%	- 2.8%
4 Bedrooms or More	98.1%	95.3%	- 2.9%
All Bedroom Counts	99.4%	96.3%	- 3.1%

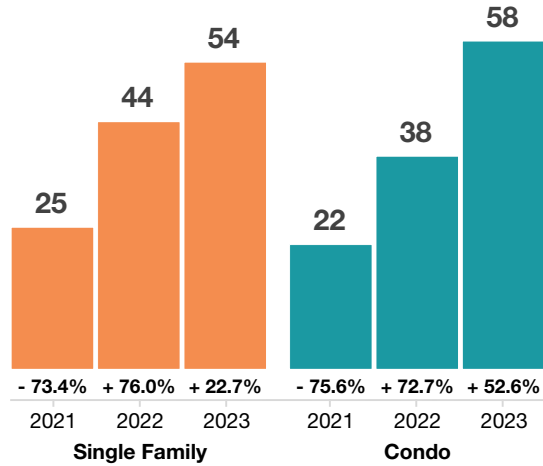
	10-2022	10-2023	Change
1 Bedroom or Fewer	96.5%	93.0%	- 3.6%
2 Bedrooms	98.3%	95.2%	- 3.2%
3 Bedrooms	99.1%	96.6%	- 2.5%
4 Bedrooms or More	98.1%	95.2%	- 3.0%
All Single Family	98.6%	95.9%	- 2.7%
Single Family	98.8%	95.4%	- 3.4%
Condo	100.1%	96.5%	- 3.6%
	100.3%	96.8%	- 3.5%
	99.1%	97.3%	- 1.8%
All Condo	100.1%	96.6%	- 3.5%

Overall Days on Market Until Sale

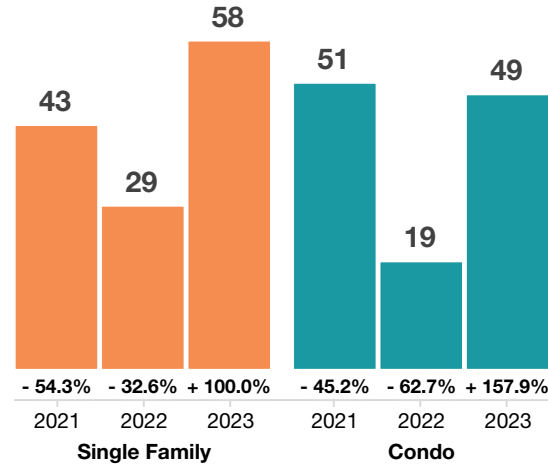
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



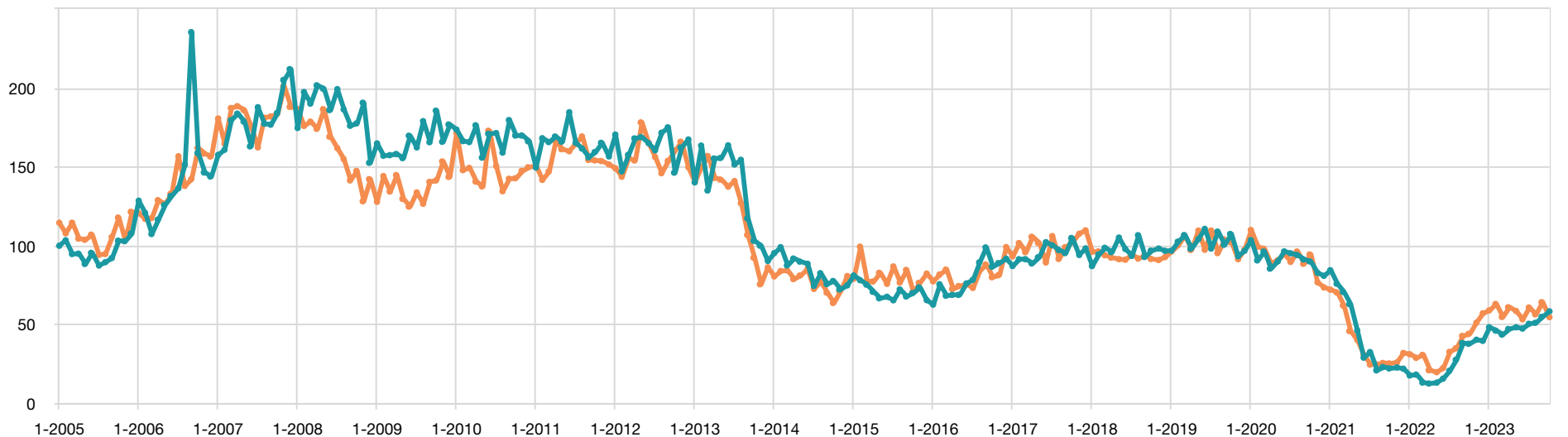
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%
Jun-2023	53	+ 140.9%	47	+ 213.3%
Jul-2023	61	+ 90.6%	50	+ 150.0%
Aug-2023	56	+ 60.0%	51	+ 88.9%
Sep-2023	64	+ 48.8%	55	+ 44.7%
Oct-2023	54	+ 22.7%	58	+ 52.6%
12-Month Avg*	58	+ 98.4%	47	+ 142.5%

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

Overall Days on Market Until Sale by Month

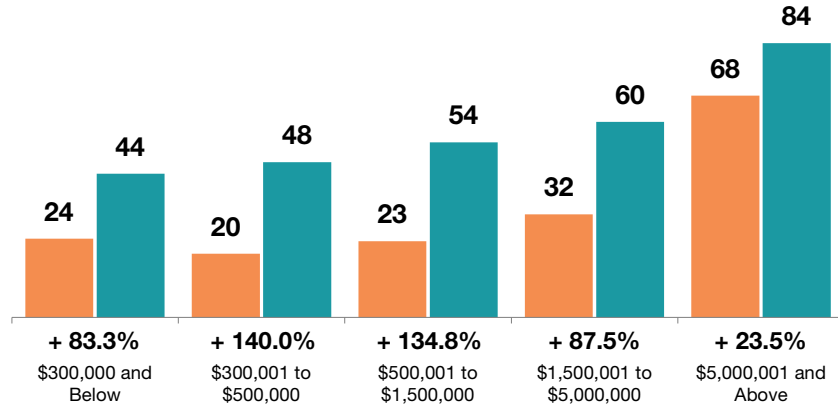


Overall Days on Market Until Sale by Price Range

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

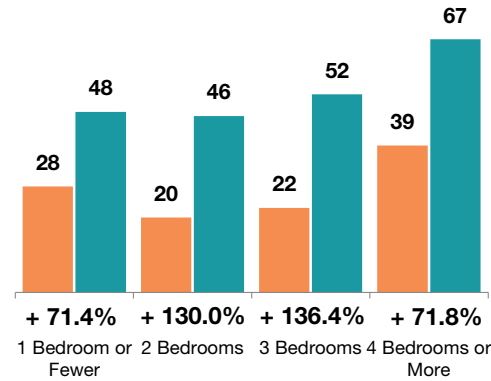
By Price Range

10-2022 10-2023



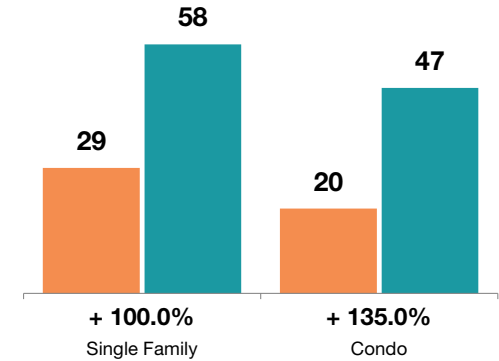
By Bedroom Count

10-2022 10-2023



By Property Type

10-2022 10-2023



All Properties

By Price Range	10-2022	10-2023	Change
\$300,000 and Below	24	44	+ 83.3%
\$300,001 to \$500,000	20	48	+ 140.0%
\$500,001 to \$1,500,000	23	54	+ 134.8%
\$1,500,001 to \$5,000,000	32	60	+ 87.5%
\$5,000,001 and Above	68	84	+ 23.5%
All Price Ranges	24	53	+ 120.8%

Single Family

	10-2022	10-2023	Change
10-2022	31	47	+ 51.6%
10-2023	26	51	+ 96.2%
10-2022	26	58	+ 123.1%
10-2023	33	60	+ 81.8%
10-2022	73	88	+ 20.5%
All Single Family	29	58	+ 100.0%

Condo

	10-2022	10-2023	Change
10-2022	22	43	+ 95.5%
10-2023	16	46	+ 187.5%
10-2022	19	47	+ 147.4%
10-2023	29	60	+ 106.9%
10-2022	42	65	+ 54.8%
All Condo	20	47	+ 135.0%

By Bedroom Count

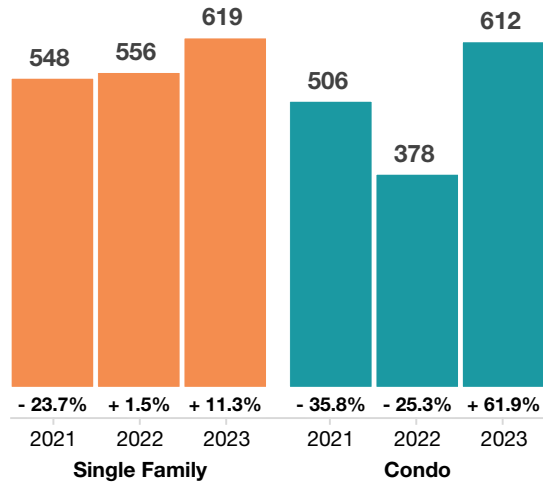
	10-2022	10-2023	Change
1 Bedroom or Fewer	28	48	+ 71.4%
2 Bedrooms	20	46	+ 130.0%
3 Bedrooms	22	52	+ 136.4%
4 Bedrooms or More	39	67	+ 71.8%
All Bedroom Counts	24	53	+ 120.8%

	10-2022	10-2023	Change
10-2022	61	49	- 19.7%
10-2023	23	47	+ 104.3%
10-2022	24	54	+ 125.0%
10-2023	39	68	+ 74.4%
All Single Family	29	58	+ 100.0%
10-2022	22	47	+ 111.7%
10-2023	19	46	+ 143.7%
10-2022	19	49	+ 156.3%
10-2023	41	53	+ 29.2%
All Condo	20	47	+ 135.0%

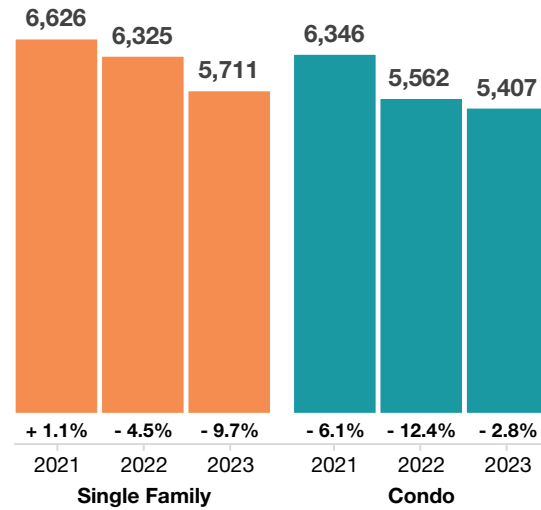
Overall New Listings

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

October

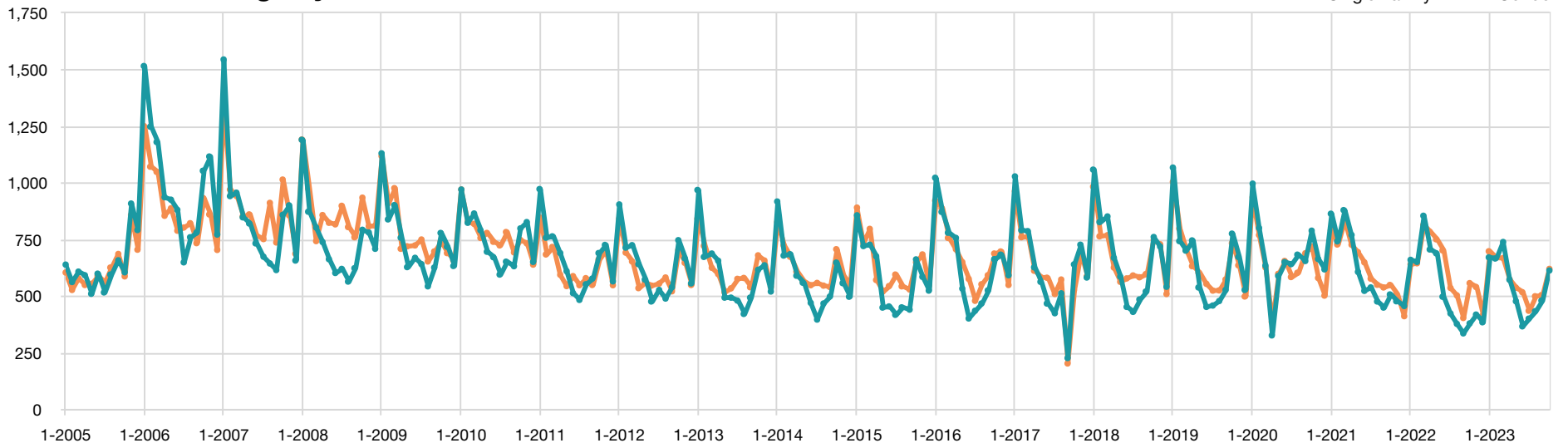


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	667	- 18.0%	738	- 13.6%
Apr-2023	573	- 26.8%	571	- 19.0%
May-2023	536	- 28.5%	476	- 30.8%
Jun-2023	516	- 26.4%	365	- 26.4%
Jul-2023	434	- 18.9%	399	- 5.5%
Aug-2023	498	- 0.8%	432	+ 14.9%
Sep-2023	503	+ 25.1%	479	+ 43.4%
Oct-2023	619	+ 11.3%	612	+ 61.9%
12-Month Avg	555	- 8.1%	517	- 4.4%

Overall New Listings by Month

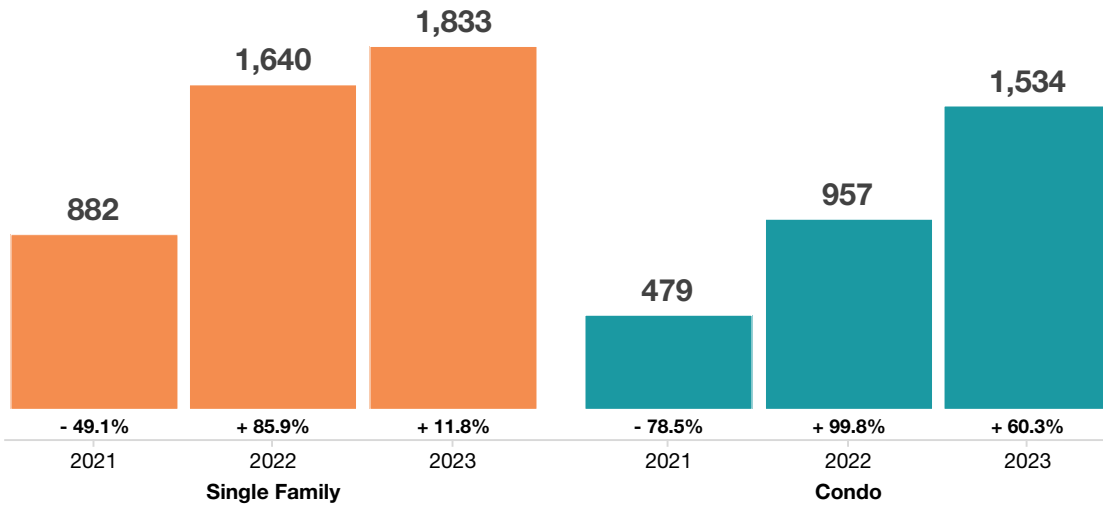


Overall Inventory of Homes for Sale

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

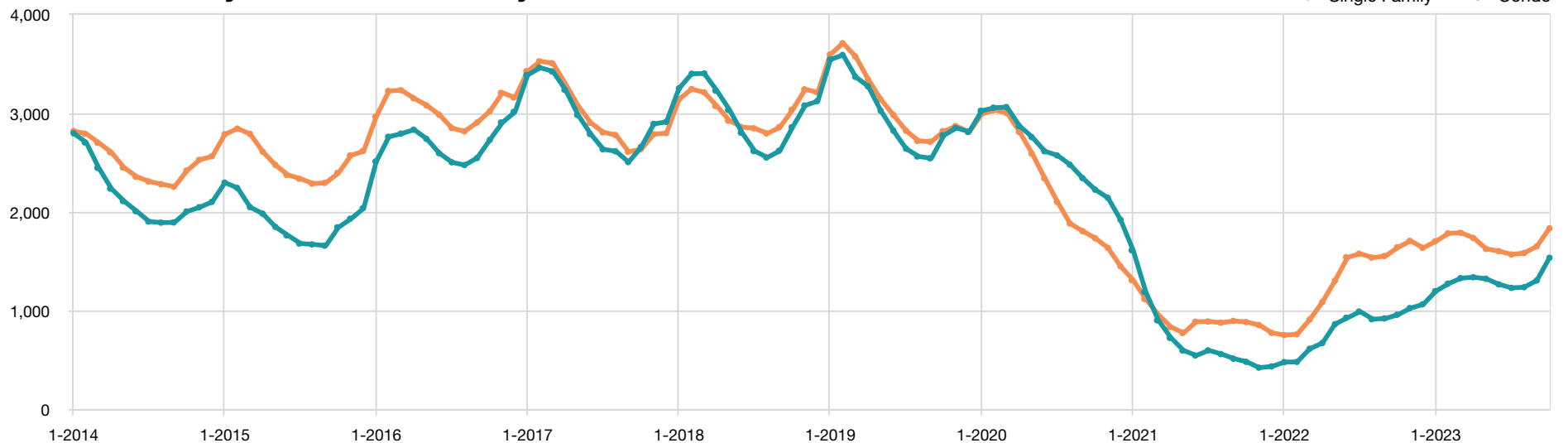


October



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2022	1,706	+ 100.2%	1,024	+ 143.8%
Dec-2022	1,635	+ 111.5%	1,062	+ 145.8%
Jan-2023	1,702	+ 126.9%	1,196	+ 151.3%
Feb-2023	1,782	+ 134.8%	1,272	+ 166.1%
Mar-2023	1,788	+ 97.1%	1,328	+ 117.3%
Apr-2023	1,735	+ 59.9%	1,337	+ 99.9%
May-2023	1,624	+ 24.7%	1,321	+ 53.4%
Jun-2023	1,602	+ 4.1%	1,265	+ 36.6%
Jul-2023	1,568	- 0.4%	1,229	+ 24.3%
Aug-2023	1,583	+ 3.1%	1,236	+ 35.7%
Sep-2023	1,650	+ 6.3%	1,304	+ 41.9%
Oct-2023	1,833	+ 11.8%	1,534	+ 60.3%
12-Month Avg	1,684	+ 41.6%	1,259	+ 74.6%

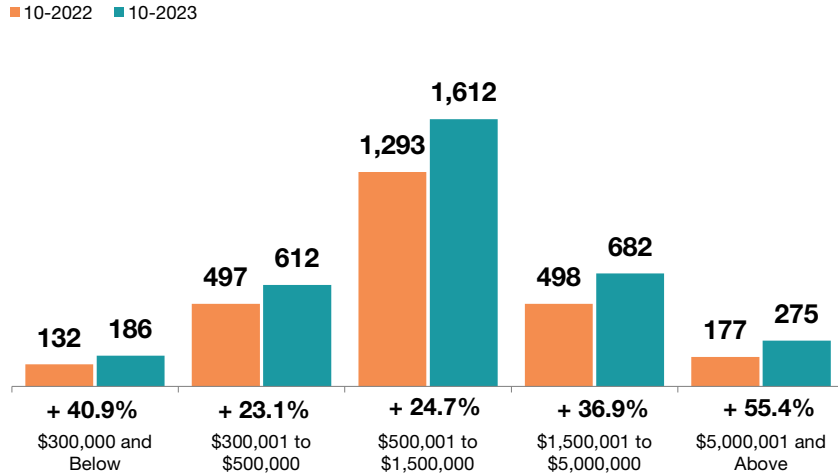
Overall Inventory of Homes for Sale by Month



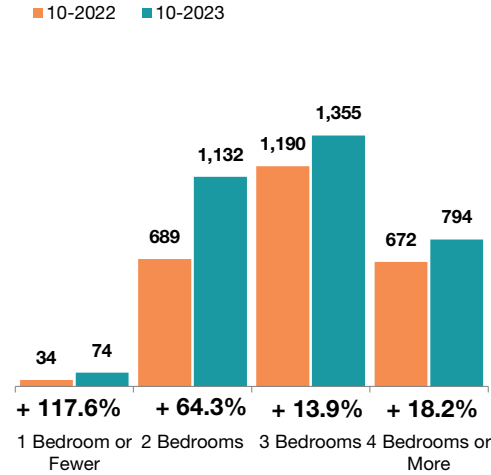
Overall Inventory of Homes for Sale by Price Range

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

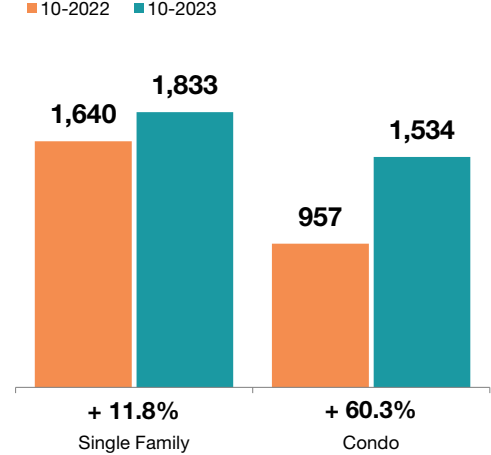
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2022	10-2023	Change
\$300,000 and Below	132	186	+ 40.9%
\$300,001 to \$500,000	497	612	+ 23.1%
\$500,001 to \$1,500,000	1,293	1,612	+ 24.7%
\$1,500,001 to \$5,000,000	498	682	+ 36.9%
\$5,000,001 and Above	177	275	+ 55.4%
All Price Ranges	2,597	3,367	+ 29.6%

Single Family

	10-2022	10-2023	Change
1 Bedroom or Fewer	43	79	+ 83.7%
2 Bedrooms	174	126	- 27.6%
3 Bedrooms	907	949	+ 4.6%
4 Bedrooms or More	352	447	+ 27.0%
All Single Family	1,640	1,833	+ 11.8%

Condo

	10-2022	10-2023	Change
1 Bedroom or Fewer	89	107	+ 20.2%
2 Bedrooms	323	486	+ 50.5%
3 Bedrooms	386	663	+ 71.8%
4 Bedrooms or More	146	235	+ 61.0%
All Condo	957	1,534	+ 60.3%

By Bedroom Count

	10-2022	10-2023	Change
1 Bedroom or Fewer	34	74	+ 117.6%
2 Bedrooms	689	1,132	+ 64.3%
3 Bedrooms	1,190	1,355	+ 13.9%
4 Bedrooms or More	672	794	+ 18.2%
All Bedroom Counts	2,597	3,367	+ 29.6%

	10-2022	10-2023	Change
1 Bedroom or Fewer	8	17	+ 112.5%
2 Bedrooms	154	236	+ 53.2%
3 Bedrooms	827	829	+ 0.2%
4 Bedrooms or More	648	743	+ 14.7%
All Single Family	1,640	1,833	+ 11.8%

Listing and Sales Summary Report

October 2023



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Oct-23	Oct-22	% Change	Oct-23	Oct-22	% Change	Oct-23	Oct-22	% Change	Oct-23	Oct-22	% Change
Overall Naples Market*	\$580,000	\$555,000	+4.5%	594	681	-12.8%	3,367	2,597	+29.6%	56	41	+36.6%
Collier County	\$600,000	\$570,000	+5.3%	646	734	-12.0%	3,832	2,888	+32.7%	60	42	+42.9%
Ave Maria	\$477,600	\$488,165	-2.2%	16	16	0.0%	120	90	+33.3%	95	38	+150.0%
Central Naples	\$435,000	\$410,000	+6.1%	85	131	-35.1%	362	289	+25.3%	44	42	+4.8%
East Naples	\$623,820	\$599,500	+4.1%	149	170	-12.4%	771	750	+2.8%	55	41	+34.1%
Everglades City	--	--	--	0	0	--	9	6	+50.0%	--	--	--
Immokalee	\$365,450	\$290,000	+26.0%	6	1	+500.0%	17	24	-29.2%	70	20	+250.0%
Immokalee / Ave Maria	\$461,000	\$480,000	-4.0%	22	17	+29.4%	137	114	+20.2%	88	37	+137.8%
Naples	\$599,995	\$559,900	+7.2%	572	665	-14.0%	3,230	2,486	+29.9%	55	41	+34.1%
Naples Beach	\$1,295,000	\$1,395,000	-7.2%	75	83	-9.6%	923	594	+55.4%	72	46	+56.5%
North Naples	\$750,000	\$610,000	+23.0%	156	165	-5.5%	658	459	+43.4%	55	38	+44.7%
South Naples	\$450,000	\$417,500	+7.8%	107	115	-7.0%	516	391	+32.0%	50	40	+25.0%
34102	\$850,000	\$1,700,000	-50.0%	21	23	-8.7%	285	214	+33.2%	104	64	+62.5%
34103	\$1,430,000	\$2,600,000	-45.0%	25	17	+47.1%	258	172	+50.0%	80	47	+70.2%
34104	\$372,500	\$375,000	-0.7%	38	63	-39.7%	135	122	+10.7%	48	40	+20.0%
34105	\$500,000	\$547,500	-8.7%	25	44	-43.2%	150	103	+45.6%	28	46	-39.1%
34108	\$1,350,000	\$1,085,000	+24.4%	29	43	-32.6%	380	208	+82.7%	42	36	+16.7%
34109	\$816,250	\$650,000	+25.6%	34	32	+6.3%	143	104	+37.5%	55	37	+48.6%
34110	\$750,000	\$537,500	+39.5%	49	46	+6.5%	257	150	+71.3%	50	41	+22.0%
34112	\$385,000	\$375,000	+2.7%	61	75	-18.7%	301	214	+40.7%	52	33	+57.6%
34113	\$550,000	\$552,450	-0.4%	46	40	+15.0%	215	177	+21.5%	48	52	-7.7%
34114	\$628,785	\$620,000	+1.4%	45	62	-27.4%	343	234	+46.6%	76	43	+76.7%
34116	\$517,500	\$457,500	+13.1%	22	24	-8.3%	77	64	+20.3%	56	42	+33.3%
34117	\$679,500	\$602,000	+12.9%	24	25	-4.0%	74	130	-43.1%	40	38	+5.3%
34119	\$680,000	\$610,000	+11.5%	73	87	-16.1%	258	205	+25.9%	59	36	+63.9%
34120	\$599,000	\$575,000	+4.2%	80	83	-3.6%	353	386	-8.5%	48	40	+20.0%
34137	--	--	--	0	0	--	1	0	--	--	--	--
34142	\$461,000	\$480,000	-4.0%	22	17	+29.4%	137	114	+20.2%	88	37	+137.8%

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

Local Market Update – October 2023

A Research Tool Provided by Naples Area Board of REALTORS®



Naples Beach

34102, 34103, 34108

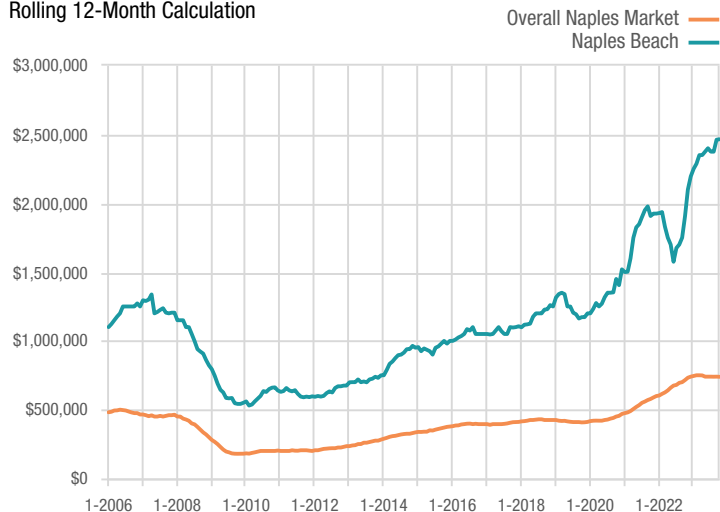
Single Family	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	136	94	- 30.9%	962	866	- 10.0%
Total Sales	34	21	- 38.2%	529	413	- 21.9%
Days on Market Until Sale	51	84	+ 64.7%	42	81	+ 92.9%
Median Closed Price*	\$2,550,000	\$2,550,000	0.0%	\$1,999,500	\$2,500,000	+ 25.0%
Average Closed Price*	\$4,008,151	\$3,540,035	- 11.7%	\$3,862,761	\$3,835,977	- 0.7%
Percent of List Price Received*	94.5%	91.8%	- 2.9%	98.2%	92.7%	- 5.6%
Inventory of Homes for Sale	340	427	+ 25.6%	—	—	—
Months Supply of Inventory	6.1	10.0	+ 63.9%	—	—	—

Condo	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	73	183	+ 150.7%	1,186	1,380	+ 16.4%
Total Sales	49	54	+ 10.2%	971	800	- 17.6%
Days on Market Until Sale	43	67	+ 55.8%	23	56	+ 143.5%
Median Closed Price*	\$965,000	\$1,197,500	+ 24.1%	\$1,035,000	\$1,200,000	+ 15.9%
Average Closed Price*	\$1,456,847	\$1,595,545	+ 9.5%	\$1,555,419	\$1,643,736	+ 5.7%
Percent of List Price Received*	94.9%	94.2%	- 0.7%	99.3%	95.1%	- 4.2%
Inventory of Homes for Sale	254	496	+ 95.3%	—	—	—
Months Supply of Inventory	2.6	6.6	+ 153.8%	—	—	—

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

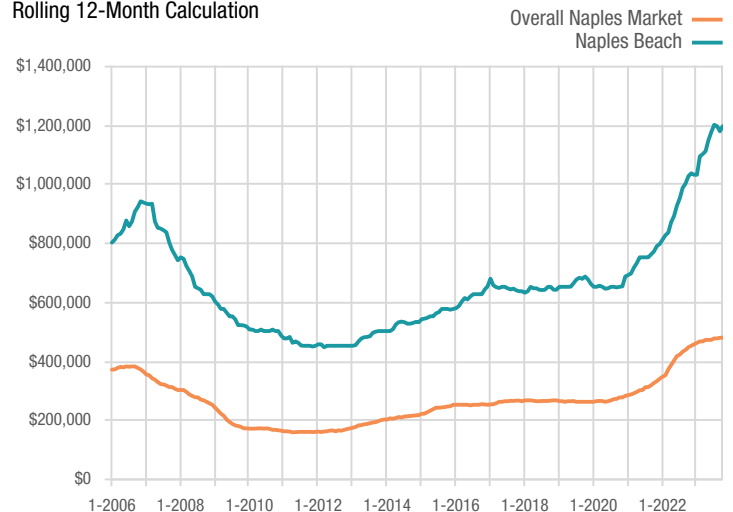
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – October 2023

A Research Tool Provided by Naples Area Board of REALTORS®



North Naples

34109, 34110, 34119

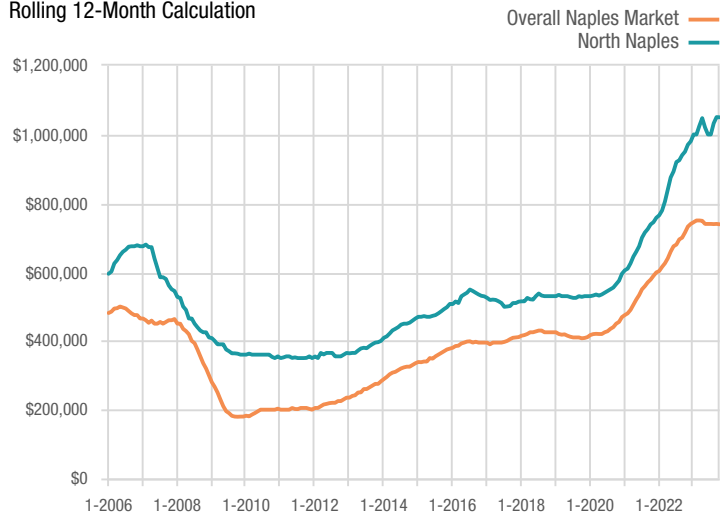
Single Family	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	92	139	+ 51.1%	1,355	1,228	- 9.4%
Total Sales	73	77	+ 5.5%	1,010	857	- 15.1%
Days on Market Until Sale	42	51	+ 21.4%	23	52	+ 126.1%
Median Closed Price*	\$1,075,000	\$985,000	- 8.4%	\$970,264	\$1,050,000	+ 8.2%
Average Closed Price*	\$1,477,937	\$1,351,135	- 8.6%	\$1,364,283	\$1,475,537	+ 8.2%
Percent of List Price Received*	95.7%	95.5%	- 0.2%	99.1%	95.8%	- 3.3%
Inventory of Homes for Sale	264	329	+ 24.6%	—	—	—
Months Supply of Inventory	2.6	4.0	+ 53.8%	—	—	—

Condo	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	90	156	+ 73.3%	1,505	1,385	- 8.0%
Total Sales	92	79	- 14.1%	1,285	1,020	- 20.6%
Days on Market Until Sale	35	60	+ 71.4%	16	44	+ 175.0%
Median Closed Price*	\$457,500	\$465,000	+ 1.6%	\$455,000	\$490,000	+ 7.7%
Average Closed Price*	\$514,336	\$566,240	+ 10.1%	\$618,307	\$693,399	+ 12.1%
Percent of List Price Received*	97.6%	96.1%	- 1.5%	100.7%	97.0%	- 3.7%
Inventory of Homes for Sale	195	329	+ 68.7%	—	—	—
Months Supply of Inventory	1.5	3.3	+ 120.0%	—	—	—

* 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.

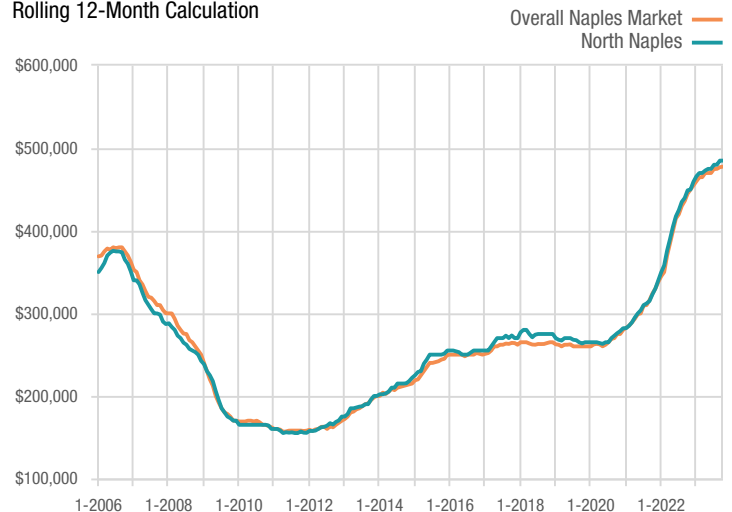
Median Closed Price - Single Family

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 – October 2023

A Research Tool Provided by Naples Area Board of REALTORS®



Central Naples

34104, 34105, 34116

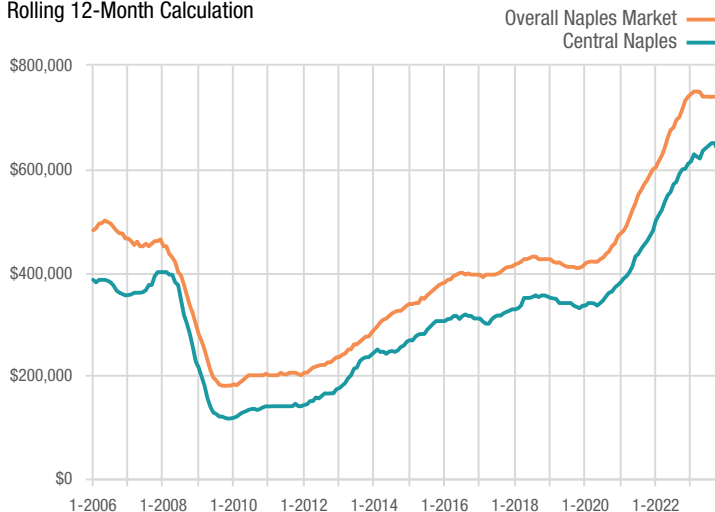
Single Family	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	62	85	+ 37.1%	845	690	- 18.3%
Total Sales	59	49	- 16.9%	644	497	- 22.8%
Days on Market Until Sale	43	51	+ 18.6%	26	45	+ 73.1%
Median Closed Price*	\$600,000	\$550,000	- 8.3%	\$600,000	\$635,000	+ 5.8%
Average Closed Price*	\$960,785	\$784,904	- 18.3%	\$921,440	\$985,779	+ 7.0%
Percent of List Price Received*	95.7%	96.3%	+ 0.6%	98.3%	96.1%	- 2.2%
Inventory of Homes for Sale	162	194	+ 19.8%	—	—	—
Months Supply of Inventory	2.4	4.0	+ 66.7%	—	—	—

Condo	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	75	74	- 1.3%	895	724	- 19.1%
Total Sales	72	36	- 50.0%	753	549	- 27.1%
Days on Market Until Sale	42	35	- 16.7%	18	40	+ 122.2%
Median Closed Price*	\$363,250	\$349,500	- 3.8%	\$340,000	\$355,000	+ 4.4%
Average Closed Price*	\$427,224	\$353,636	- 17.2%	\$395,386	\$403,324	+ 2.0%
Percent of List Price Received*	97.9%	96.4%	- 1.5%	100.2%	96.8%	- 3.4%
Inventory of Homes for Sale	127	168	+ 32.3%	—	—	—
Months Supply of Inventory	1.6	3.1	+ 93.8%	—	—	—

* 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.

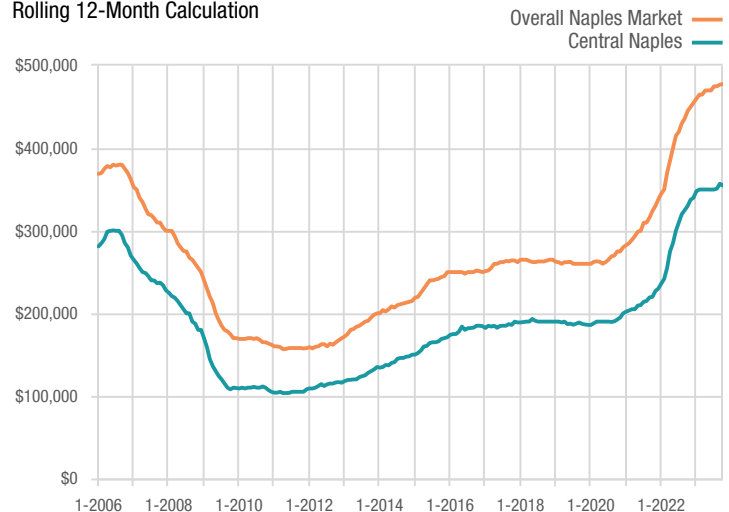
Median Closed Price - Single Family

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.

South Naples

34112, 34113

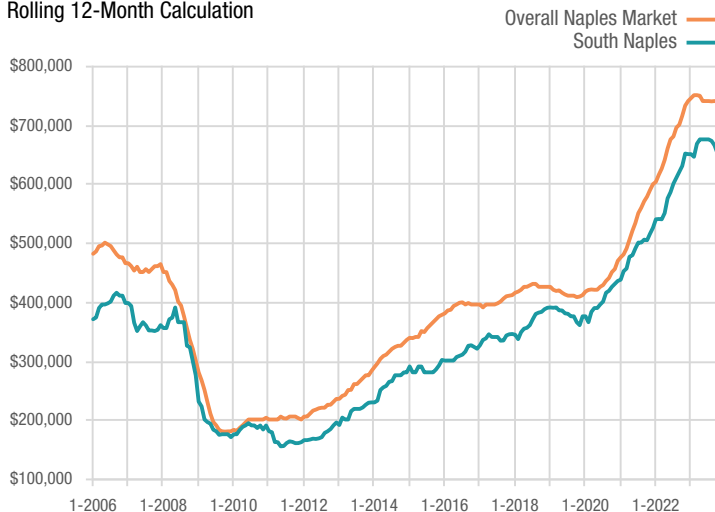
Single Family	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	49	67	+ 36.7%	688	695	+ 1.0%
Total Sales	35	40	+ 14.3%	497	503	+ 1.2%
Days on Market Until Sale	47	48	+ 2.1%	26	53	+ 103.8%
Median Closed Price*	\$714,650	\$650,000	- 9.0%	\$645,000	\$630,000	- 2.3%
Average Closed Price*	\$926,126	\$916,323	- 1.1%	\$897,863	\$930,543	+ 3.6%
Percent of List Price Received*	95.0%	95.0%	0.0%	98.6%	95.5%	- 3.1%
Inventory of Homes for Sale	175	199	+ 13.7%	—	—	—
Months Supply of Inventory	3.5	4.1	+ 17.1%	—	—	—

Condo	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	93	120	+ 29.0%	1,169	1,139	- 2.6%
Total Sales	80	67	- 16.3%	954	853	- 10.6%
Days on Market Until Sale	37	52	+ 40.5%	17	49	+ 188.2%
Median Closed Price*	\$350,000	\$368,000	+ 5.1%	\$380,000	\$400,000	+ 5.3%
Average Closed Price*	\$400,588	\$431,406	+ 7.7%	\$428,059	\$456,489	+ 6.6%
Percent of List Price Received*	96.4%	96.7%	+ 0.3%	100.0%	96.8%	- 3.2%
Inventory of Homes for Sale	216	317	+ 46.8%	—	—	—
Months Supply of Inventory	2.2	3.8	+ 72.7%	—	—	—

* 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.

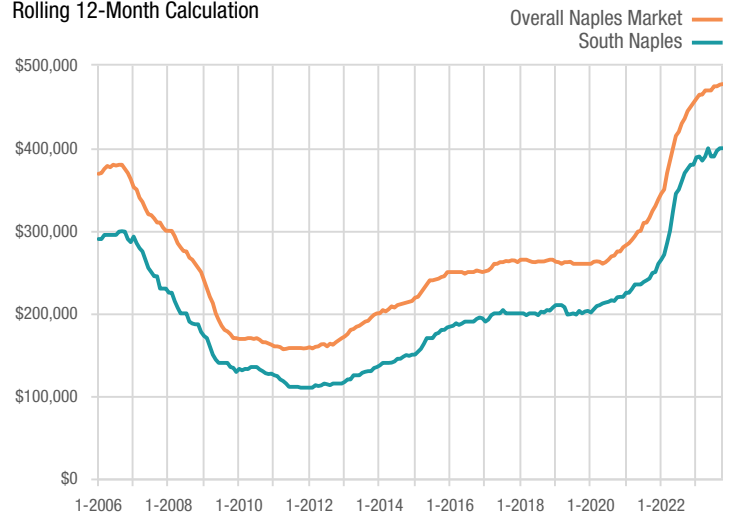
Median Closed Price - Single Family

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 – October 2023

A Research Tool Provided by Naples Area Board of REALTORS®



East Naples

34114, 34117, 34120, 34137

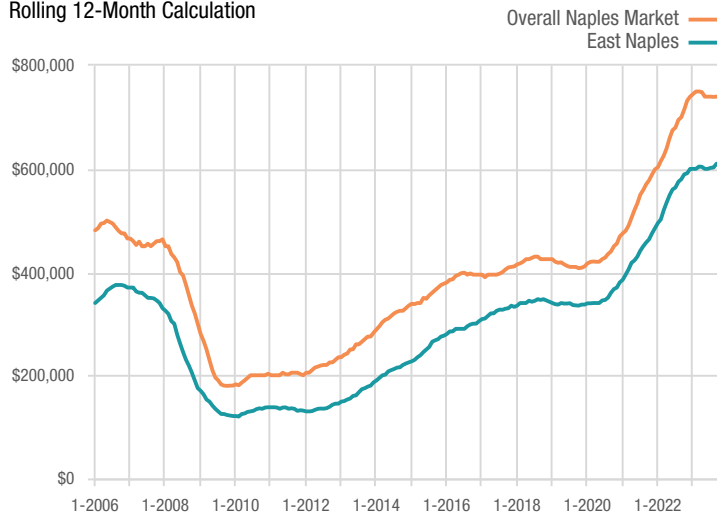
Single Family	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	182	200	+ 9.9%	2,215	1,904	- 14.0%
Total Sales	119	115	- 3.4%	1,516	1,384	- 8.7%
Days on Market Until Sale	44	52	+ 18.2%	31	62	+ 100.0%
Median Closed Price*	\$674,990	\$650,000	- 3.7%	\$600,000	\$615,000	+ 2.5%
Average Closed Price*	\$775,246	\$793,069	+ 2.3%	\$748,262	\$751,067	+ 0.4%
Percent of List Price Received*	97.2%	97.1%	- 0.1%	98.5%	97.1%	- 1.4%
Inventory of Homes for Sale	607	574	- 5.4%	—	—	—
Months Supply of Inventory	3.9	4.3	+ 10.3%	—	—	—

Condo	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	43	70	+ 62.8%	753	704	- 6.5%
Total Sales	51	34	- 33.3%	591	528	- 10.7%
Days on Market Until Sale	33	66	+ 100.0%	19	52	+ 173.7%
Median Closed Price*	\$454,035	\$472,500	+ 4.1%	\$480,000	\$515,000	+ 7.3%
Average Closed Price*	\$480,622	\$536,134	+ 11.6%	\$507,619	\$536,670	+ 5.7%
Percent of List Price Received*	97.3%	96.7%	- 0.6%	99.9%	97.1%	- 2.8%
Inventory of Homes for Sale	143	197	+ 37.8%	—	—	—
Months Supply of Inventory	2.3	3.9	+ 69.6%	—	—	—

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

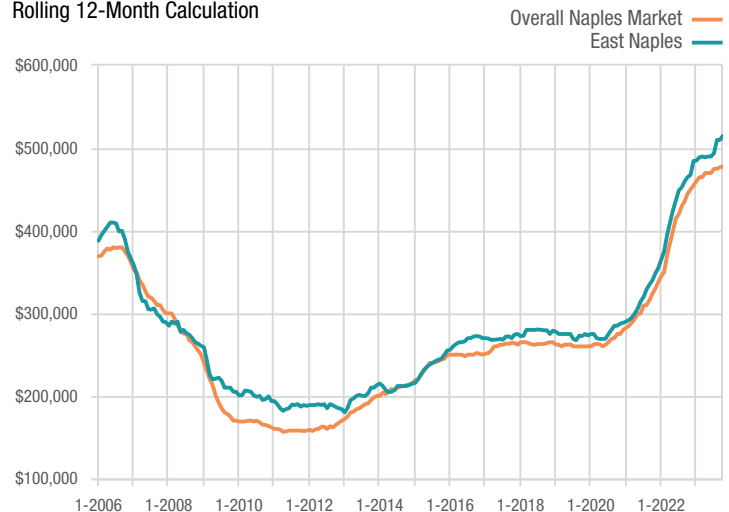
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Immokalee / Ave Maria

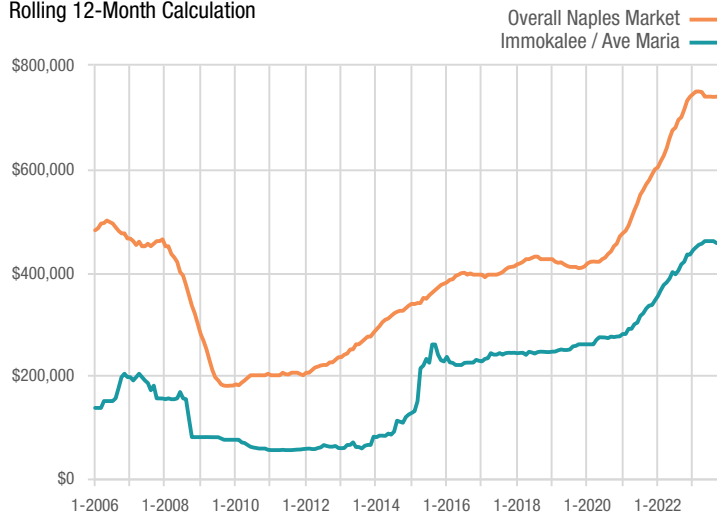
Single Family	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	35	34	- 2.9%	260	328	+ 26.2%
Total Sales	14	16	+ 14.3%	183	236	+ 29.0%
Days on Market Until Sale	35	74	+ 111.4%	26	55	+ 111.5%
Median Closed Price*	\$519,260	\$477,650	- 8.0%	\$435,000	\$457,500	+ 5.2%
Average Closed Price*	\$551,642	\$494,386	- 10.4%	\$463,195	\$481,987	+ 4.1%
Percent of List Price Received*	96.9%	96.9%	0.0%	98.9%	97.1%	- 1.8%
Inventory of Homes for Sale	92	110	+ 19.6%	—	—	—
Months Supply of Inventory	4.7	5.1	+ 8.5%	—	—	—

Condo	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	4	9	+ 125.0%	54	75	+ 38.9%
Total Sales	3	6	+ 100.0%	45	52	+ 15.6%
Days on Market Until Sale	45	126	+ 180.0%	49	78	+ 59.2%
Median Closed Price*	\$351,725	\$373,499	+ 6.2%	\$319,000	\$333,750	+ 4.6%
Average Closed Price*	\$353,730	\$381,149	+ 7.8%	\$320,045	\$342,727	+ 7.1%
Percent of List Price Received*	93.4%	96.5%	+ 3.3%	99.6%	96.7%	- 2.9%
Inventory of Homes for Sale	22	27	+ 22.7%	—	—	—
Months Supply of Inventory	4.3	5.9	+ 37.2%	—	—	—

* 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.

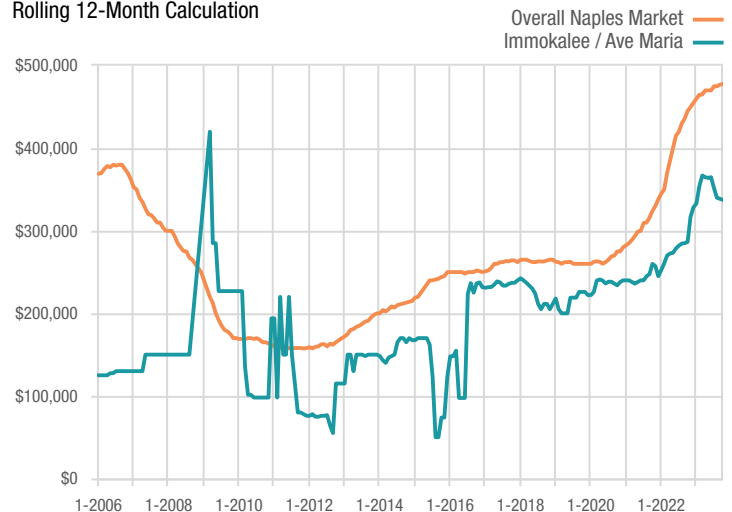
Median Closed Price - Single Family

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.