

Monthly Indicators



September 2019

The Naples area housing market enjoyed another 7 percent increase in overall closed home sales for the third month in a row. This trend leads broker analyst Adam Vellano, West Coast Sales Manager, BEX Realty - Florida, to suggest that the consistent uptick in summer home sales illustrates that Collier County is becoming less seasonal.

According to the September 2019 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), showings in September 2019 were up 31 percent over September 2018. This translated into a 13.7 percent increase in pending sales (written contracts) or 823 pending sales in September 2019 compared to 724 pending sales in September 2018. Strong showing activity during the summer resulted in 698 closed sales during September 2019.

“With an average of 17.4 showings per listing, agents stayed busy this summer,” said Jeff Jones, Broker at Keller Williams Naples, which, according to Vellano, means “inventory was coming to the buyer.” Jones noted that 28 percent of the available inventory experienced a price decrease in September.

Broker analysts warn consumers that this market behavior won’t last long as they anticipate inventory to increase before the end of the year. “Decreases in inventory are customary this time of year,” said Phil Wood, President & CEO of John R. Wood Properties. “And increases in inventory preceding winter season are customary too. But the low inventory is not because there was a deficit of buyers. This is apparent in the consistently high number of showings during the summer and better closed sales numbers compared to last year.”

The September report showed median closed prices remained stable during the third quarter (July, August & September). In July, the median closed price was \$326,400. By September, the median closed price had dropped slightly to \$325,000, which is only a .7 percent decrease from September 2018, which reported a median closed price of \$327,408. Interestingly, the median closed price in January 2019 was \$325,000.

With over 500 listings pulled from the MLS in September, it is no surprise that overall inventory for the month fell. However, even though it decreased 17.8 percent to 4,989 homes compared to 6,070 homes in September 2018, inventory for September was higher than August by 72 homes.

Quick Facts

+ 7.2%	- 0.7%	- 17.8%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 8.4%	+ 7.0%	+ 7.5%
Price Range With the Strongest Sales: \$300,001 to \$500,000	Bedroom Count With Strongest Sales: 3 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	9-2018	9-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		1,114	1,050	- 5.7%	11,906	11,482	- 3.6%
Closed Sales		651	698	+ 7.2%	7,641	7,826	+ 2.4%
Days on Market Until Sale		93	102	+ 9.7%	95	103	+ 8.4%
Median Closed Price		\$327,408	\$325,000	- 0.7%	\$340,000	\$331,000	- 2.6%
Average Closed Price		\$555,568	\$499,385	- 10.1%	\$629,242	\$599,619	- 4.7%
Percent of Current List Price Received		95.7%	95.7%	0.0%	95.5%	95.5%	0.0%
Inventory of Homes for Sale		6,070	4,989	- 17.8%	—	—	—
Months Supply of Inventory		7.6	6.1	- 19.7%	—	—	—

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	9-2018	9-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		595	551	- 7.4%	6,041	5,854	- 3.1%
Closed Sales		321	359	+ 11.8%	3,641	3,916	+ 7.6%
Days on Market Until Sale		94	103	+ 9.6%	93	102	+ 9.7%
Median Closed Price		\$395,000	\$405,000	+ 2.5%	\$428,198	\$410,000	- 4.2%
Average Closed Price		\$718,966	\$625,328	- 13.0%	\$809,448	\$761,638	- 5.9%
Percent of Current List Price Received		95.8%	96.0%	+ 0.2%	95.6%	95.8%	+ 0.2%
Inventory of Homes for Sale		3,208	2,567	- 20.0%	—	—	—
Months Supply of Inventory		8.3	6.2	- 25.3%	—	—	—

Condo Market Overview

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



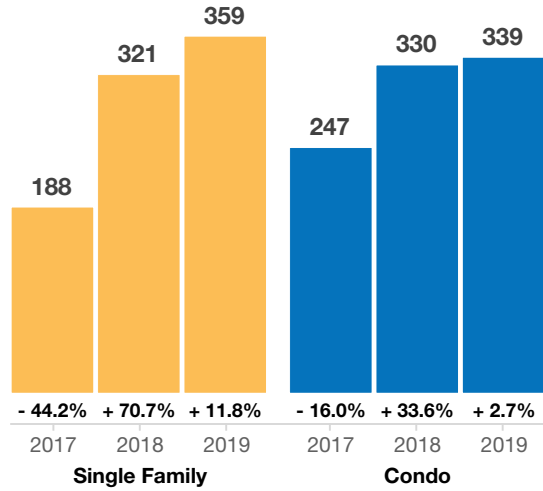
Key Metrics	Historical Sparkbars	9-2018	9-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		519	499	- 3.9%	5,865	5,628	- 4.0%
Closed Sales		330	339	+ 2.7%	4,000	3,910	- 2.3%
Days on Market Until Sale		93	101	+ 8.6%	97	103	+ 6.2%
Median Closed Price		\$242,250	\$245,000	+ 1.1%	\$265,700	\$260,000	- 2.1%
Average Closed Price		\$397,122	\$366,012	- 7.8%	\$465,256	\$437,392	- 6.0%
Percent of Current List Price Received		95.5%	95.3%	- 0.2%	95.5%	95.2%	- 0.3%
Inventory of Homes for Sale		2,862	2,422	- 15.4%	—	—	—
Months Supply of Inventory		7.0	5.9	- 15.7%	—	—	—

Overall Closed Sales

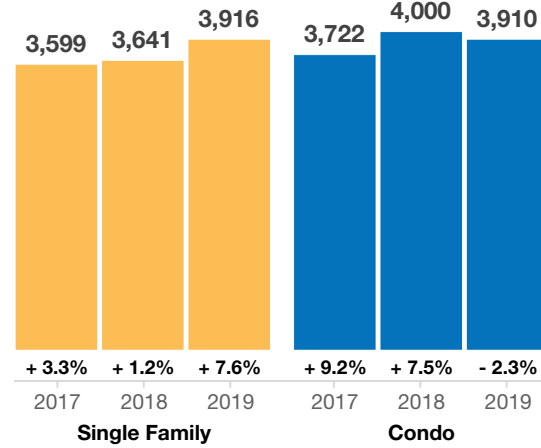
A count of the actual sales that closed in a given month.



September

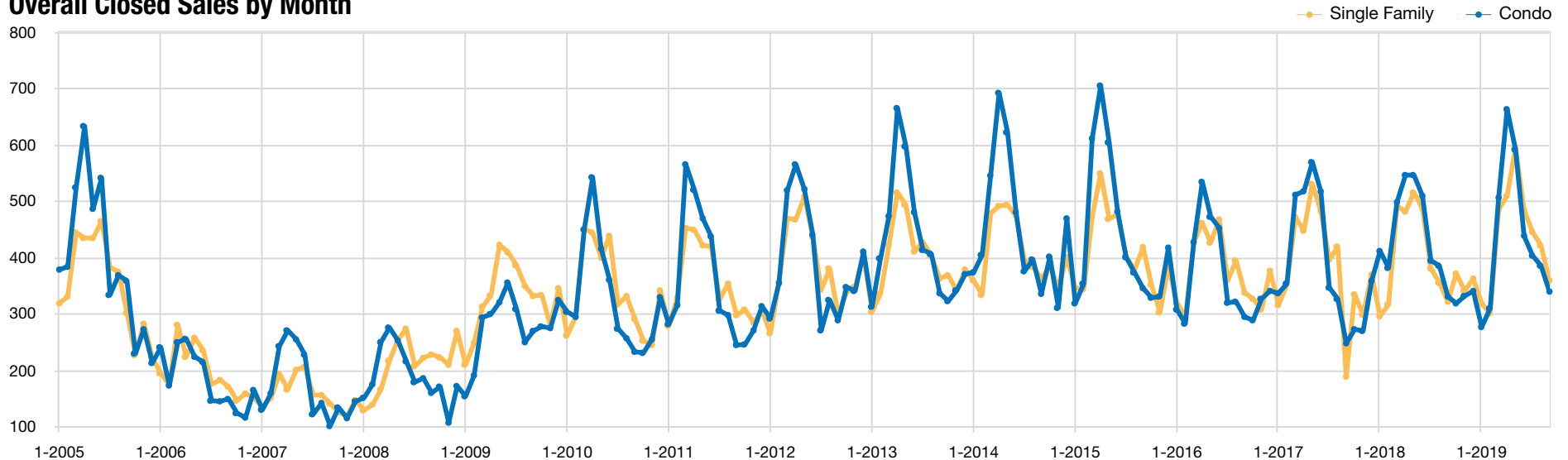


Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	371	+ 11.1%	318	+ 16.9%
Nov-2018	340	+ 14.1%	331	+ 23.0%
Dec-2018	362	- 1.9%	340	- 5.0%
Jan-2019	318	+ 7.8%	276	- 32.8%
Feb-2019	300	- 5.1%	309	- 18.9%
Mar-2019	485	- 1.2%	506	+ 1.6%
Apr-2019	509	+ 5.8%	663	+ 21.4%
May-2019	595	+ 15.5%	591	+ 8.2%
Jun-2019	484	- 0.6%	438	- 13.9%
Jul-2019	445	+ 17.1%	403	+ 2.3%
Aug-2019	421	+ 18.6%	385	0.0%
Sep-2019	359	+ 11.8%	339	+ 2.7%
12-Month Avg	416	+ 7.5%	408	0.0%

Overall Closed Sales by Month



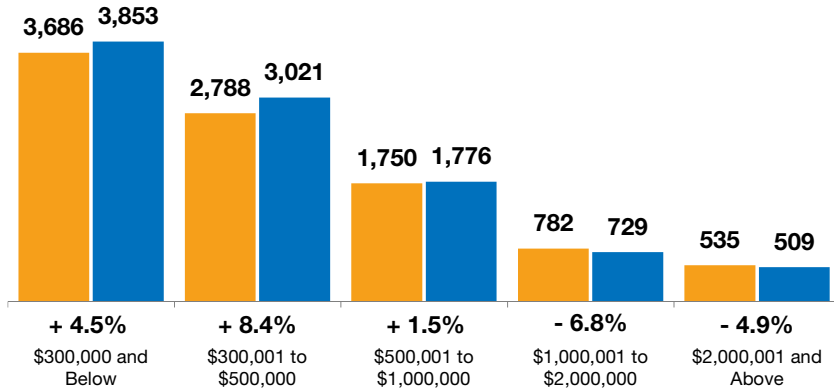
Overall Closed Sales by Price Range

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



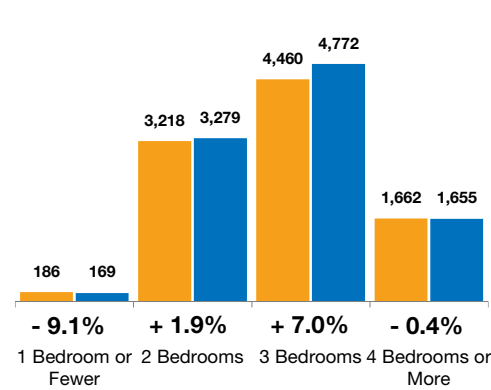
By Price Range

9-2018 9-2019



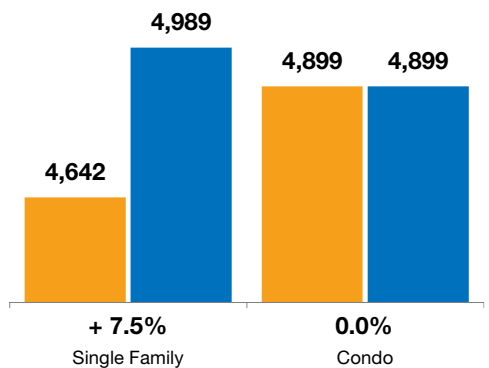
By Bedroom Count

9-2018 9-2019



By Property Type

9-2018 9-2019



All Properties

By Price Range	9-2018	9-2019	Change
\$300,000 and Below	3,686	3,853	+ 4.5%
\$300,001 to \$500,000	2,788	3,021	+ 8.4%
\$500,001 to \$1,000,000	1,750	1,776	+ 1.5%
\$1,000,001 to \$2,000,000	782	729	- 6.8%
\$2,000,001 and Above	535	509	- 4.9%
All Price Ranges	9,541	9,888	+ 3.6%

Single Family

	9-2018	9-2019	Change
1 Bedroom or Fewer	982	1,088	+ 10.8%
2 Bedrooms	1,686	1,892	+ 12.2%
3 Bedrooms	1,168	1,222	+ 4.6%
4 Bedrooms or More	410	429	+ 4.6%
All Single Family	4,642	4,989	+ 7.5%

Condo

	9-2018	9-2019	Change
1 Bedroom or Fewer	2704	2765	+ 2.3%
2 Bedrooms	1102	1129	+ 2.5%
3 Bedrooms	582	554	- 4.8%
4 Bedrooms or More	372	300	- 19.4%
All Condo	4,899	4,899	0.0%

By Bedroom Count

	9-2018	9-2019	Change
1 Bedroom or Fewer	186	169	- 9.1%
2 Bedrooms	3,218	3,279	+ 1.9%
3 Bedrooms	4,460	4,772	+ 7.0%
4 Bedrooms or More	1,662	1,655	- 0.4%
All Bedroom Counts	9,541	9,888	+ 3.6%

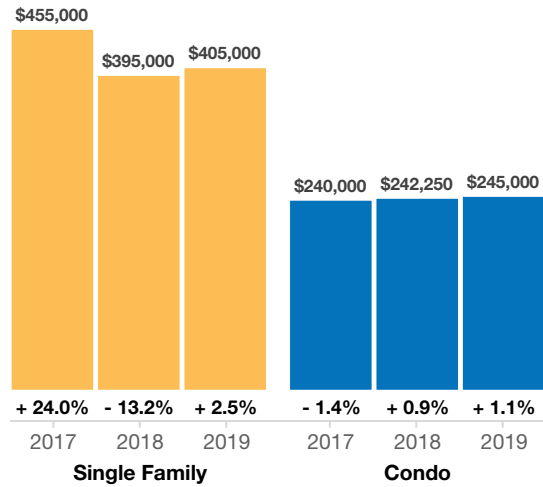
	9-2018	9-2019	Change
1 Bedroom or Fewer	20	24	+ 20.0%
2 Bedrooms	477	495	+ 3.8%
3 Bedrooms	2,638	2,912	+ 10.4%
4 Bedrooms or More	1,506	1,556	+ 3.3%
All Single Family	4,642	4,989	+ 7.5%

Overall Median Closed Price

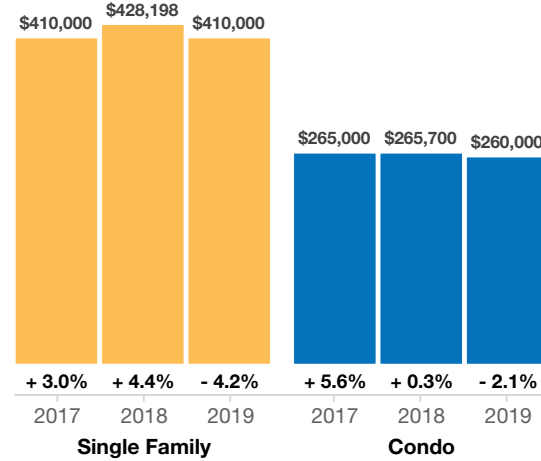
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



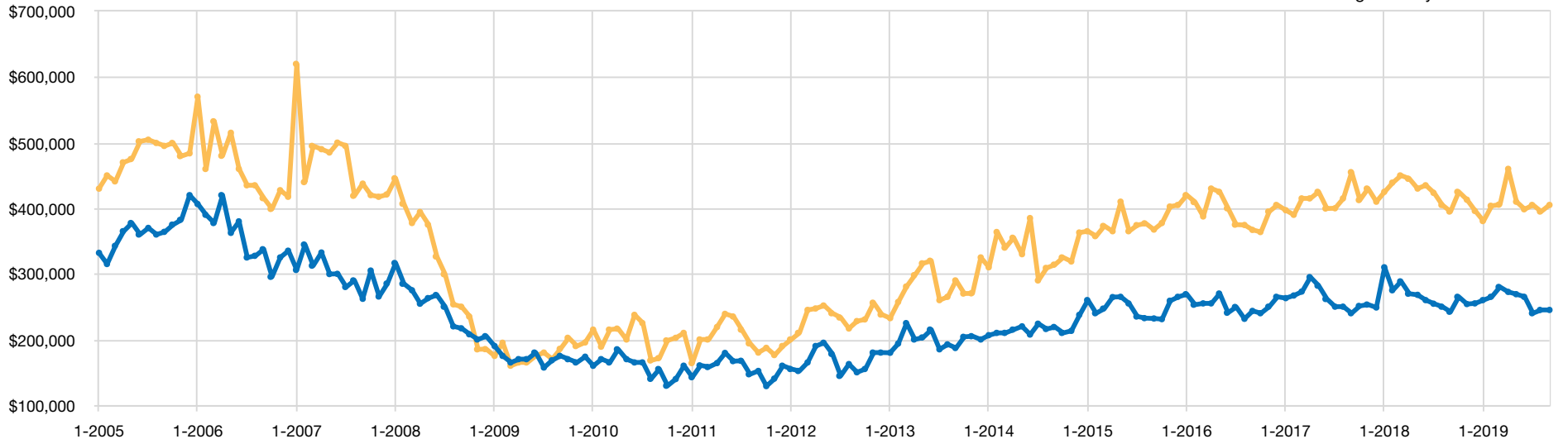
Year-to-Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	\$425,000	+ 3.0%	\$265,000	+ 5.5%
Nov-2018	\$413,000	- 4.0%	\$254,000	+ 0.3%
Dec-2018	\$395,900	- 3.4%	\$255,000	+ 2.5%
Jan-2019	\$380,500	- 10.5%	\$260,000	- 16.1%
Feb-2019	\$403,750	- 8.0%	\$265,000	- 3.6%
Mar-2019	\$405,500	- 9.9%	\$280,000	- 2.9%
Apr-2019	\$460,000	+ 3.4%	\$272,500	+ 1.0%
May-2019	\$410,000	- 4.7%	\$269,000	+ 0.4%
Jun-2019	\$398,450	- 8.4%	\$265,000	+ 1.9%
Jul-2019	\$405,000	- 4.4%	\$240,000	- 5.7%
Aug-2019	\$395,000	- 2.5%	\$245,000	- 2.0%
Sep-2019	\$405,000	+ 2.5%	\$245,000	+ 1.1%
12-Month Avg*	\$410,000	- 3.5%	\$260,000	- 1.1%

* Median Closed Price for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Overall Median Closed Price by Month



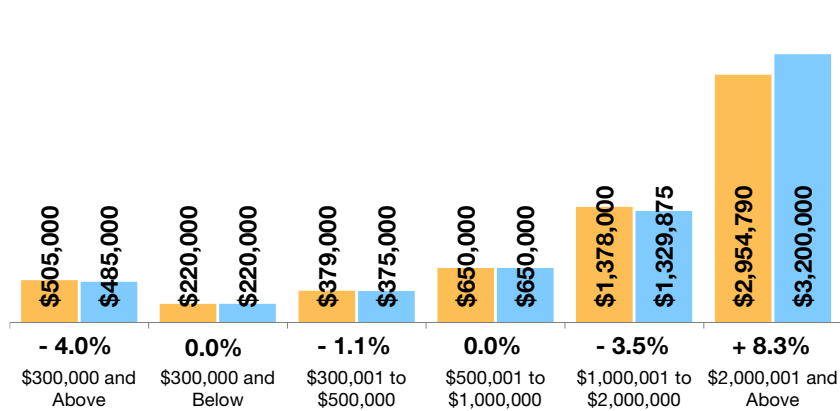
Overall Median Closed Price by Price Range

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



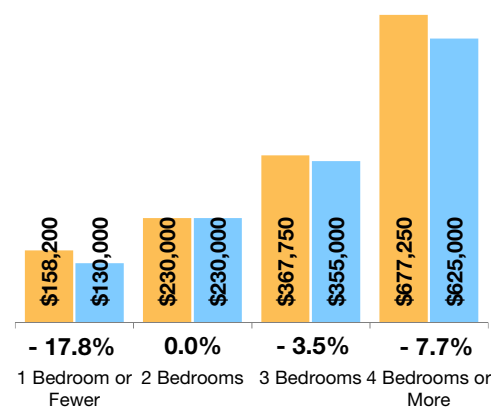
By Price Range

9-2018 9-2019



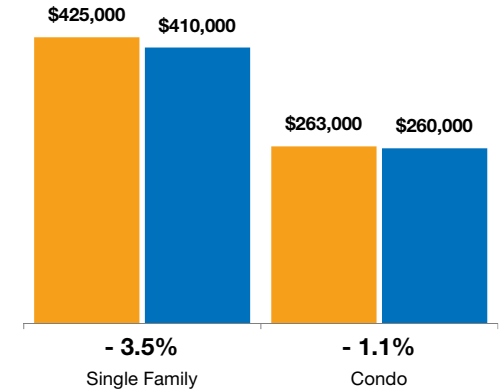
By Bedroom Count

9-2018 9-2019



By Property Type

9-2018 9-2019



All Properties

By Price Range

	9-2018	9-2019	Change
\$300,000 and Above	\$505,000	\$485,000	- 4.0%
\$300,000 and Below	\$220,000	\$220,000	0.0%
\$300,001 to \$500,000	\$379,000	\$375,000	- 1.1%
\$500,001 to \$1,000,000	\$650,000	\$650,000	0.0%
\$1,000,001 to \$2,000,000	\$1,378,000	\$1,329,875	- 3.5%
\$2,000,001 and Above	\$2,954,790	\$3,200,000	+ 8.3%
All Price Ranges	\$337,500	\$330,000	- 2.2%

Single Family

	9-2018	9-2019	Change
\$300,000 and Above	\$505,000	\$487,750	- 3.4%
\$300,000 and Below	\$258,450	\$260,000	+ 0.6%
\$300,001 to \$500,000	\$387,500	\$385,000	- 0.6%
\$500,001 to \$1,000,000	\$642,000	\$646,667	+ 0.7%
\$1,000,001 to \$2,000,000	\$1,320,000	\$1,350,000	+ 2.3%
\$2,000,001 and Above	\$3,230,000	\$3,400,000	+ 5.3%
All Price Ranges	\$425,000	\$410,000	- 3.5%

Condo

	9-2018	9-2019	Change
\$300,000 and Above	\$500,000	\$475,000	- 5.0%
\$300,000 and Below	\$200,000	\$202,000	+ 1.0%
\$300,001 to \$500,000	\$360,000	\$362,500	+ 0.7%
\$500,001 to \$1,000,000	\$685,000	\$658,750	- 3.8%
\$1,000,001 to \$2,000,000	\$1,475,000	\$1,300,000	- 11.9%
\$2,000,001 and Above	\$2,547,500	\$2,800,000	+ 9.9%
All Price Ranges	\$263,000	\$260,000	- 1.1%

By Bedroom Count

	9-2018	9-2019	Change
1 Bedroom or Fewer	\$158,200	\$130,000	- 17.8%
2 Bedrooms	\$230,000	\$230,000	0.0%
3 Bedrooms	\$367,750	\$355,000	- 3.5%
4 Bedrooms or More	\$677,250	\$625,000	- 7.7%
All Bedroom Counts	\$337,500	\$330,000	- 2.2%

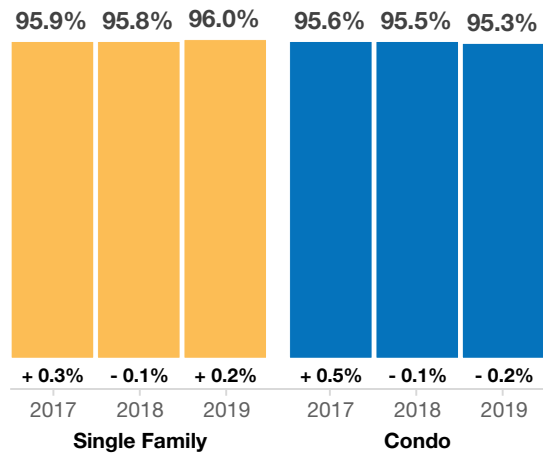
	9-2018	9-2019	Change
1 Bedroom or Fewer	\$86,000	\$84,750	- 1.5%
2 Bedrooms	\$277,900	\$280,000	+ 0.8%
3 Bedrooms	\$387,265	\$375,000	- 3.2%
4 Bedrooms or More	\$648,935	\$625,000	- 3.7%
All Bedroom Counts	\$425,000	\$410,000	- 3.5%

Overall Percent of Current List Price Received

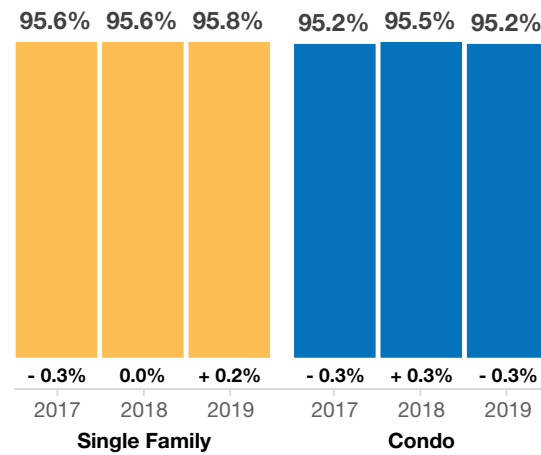
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



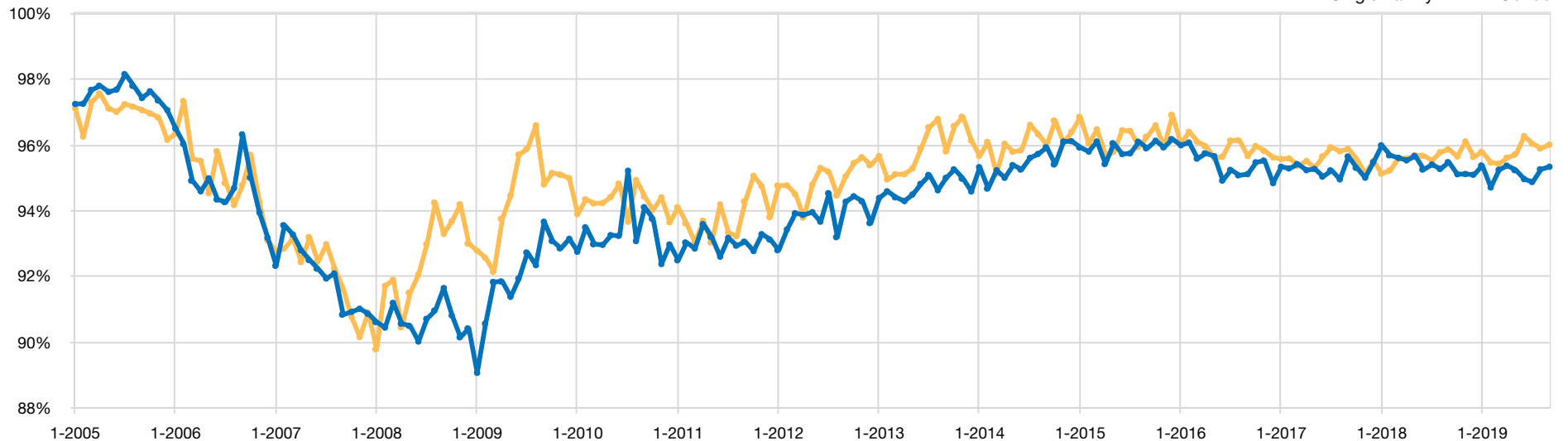
Year-to-Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	95.6%	0.0%	95.1%	-0.2%
Nov-2018	96.1%	+1.1%	95.1%	+0.1%
Dec-2018	95.6%	+0.1%	95.1%	-0.4%
Jan-2019	95.8%	+0.7%	95.4%	-0.6%
Feb-2019	95.5%	+0.3%	94.7%	-1.0%
Mar-2019	95.4%	-0.2%	95.2%	-0.4%
Apr-2019	95.6%	0.0%	95.4%	-0.1%
May-2019	95.7%	0.0%	95.2%	-0.4%
Jun-2019	96.3%	+0.6%	94.9%	-0.3%
Jul-2019	96.0%	+0.5%	94.9%	-0.5%
Aug-2019	95.9%	+0.1%	95.2%	-0.1%
Sep-2019	96.0%	+0.2%	95.3%	-0.2%
12-Month Avg*	95.8%	+0.3%	95.1%	-0.4%

* Pct. of List Price Received for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Overall Percent of Current list Price Received

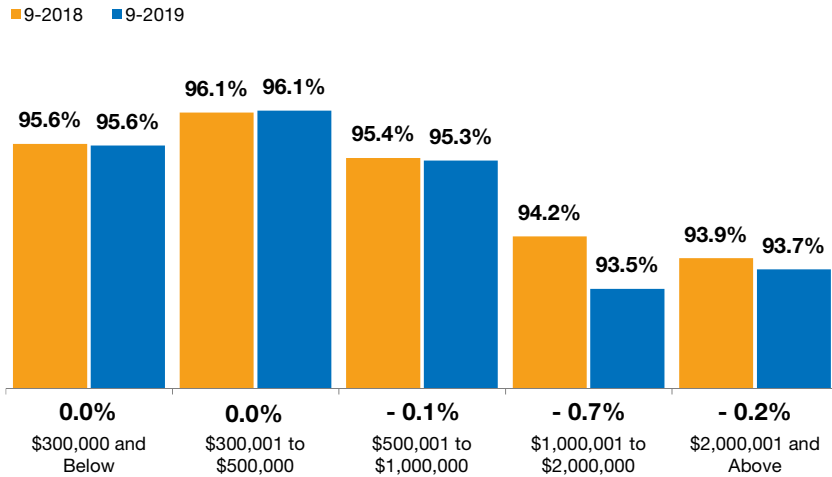


Overall Percent of Current List Price Received by Price Range

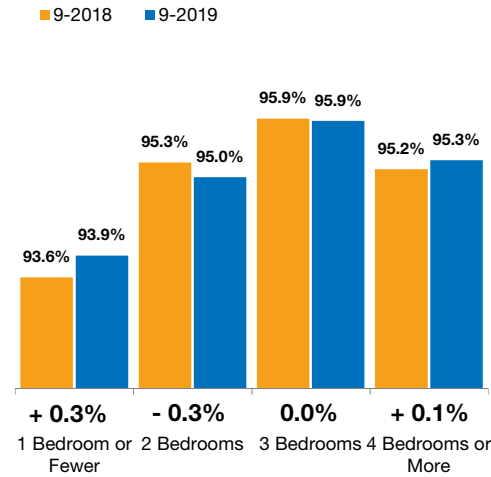
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.



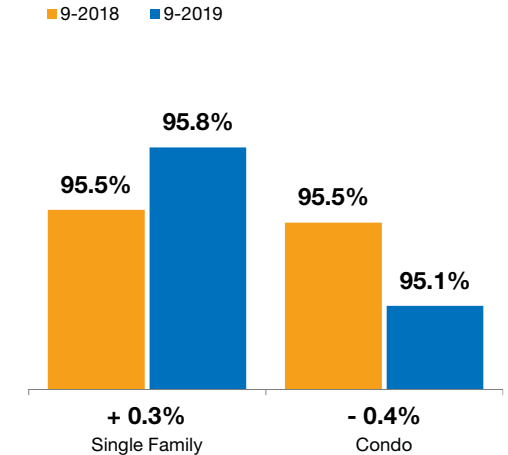
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2018	9-2019	Change
\$300,000 and Below	95.6%	95.6%	0.0%
\$300,001 to \$500,000	96.1%	96.1%	0.0%
\$500,001 to \$1,000,000	95.4%	95.3%	-0.1%
\$1,000,001 to \$2,000,000	94.2%	93.5%	-0.7%
\$2,000,001 and Above	93.9%	93.7%	-0.2%
All Price Ranges	95.5%	95.5%	0.0%

Single Family

	9-2018	9-2019	Change
1 Bedroom or Fewer	93.6%	93.9%	+0.3%
2 Bedrooms	95.3%	95.0%	-0.3%
3 Bedrooms	95.9%	95.9%	0.0%
4 Bedrooms or More	95.2%	95.3%	+0.1%
All Single Family	95.5%	95.8%	+0.3%

Condo

	9-2018	9-2019	Change
Single Family	95.5%	95.8%	+0.3%
Condo	95.5%	95.1%	-0.4%
All Properties	95.5%	95.5%	0.0%

By Bedroom Count

	9-2018	9-2019	Change
1 Bedroom or Fewer	93.6%	93.9%	+0.3%
2 Bedrooms	95.3%	95.0%	-0.3%
3 Bedrooms	95.9%	95.9%	0.0%
4 Bedrooms or More	95.2%	95.3%	+0.1%
All Bedroom Counts	95.5%	95.5%	0.0%

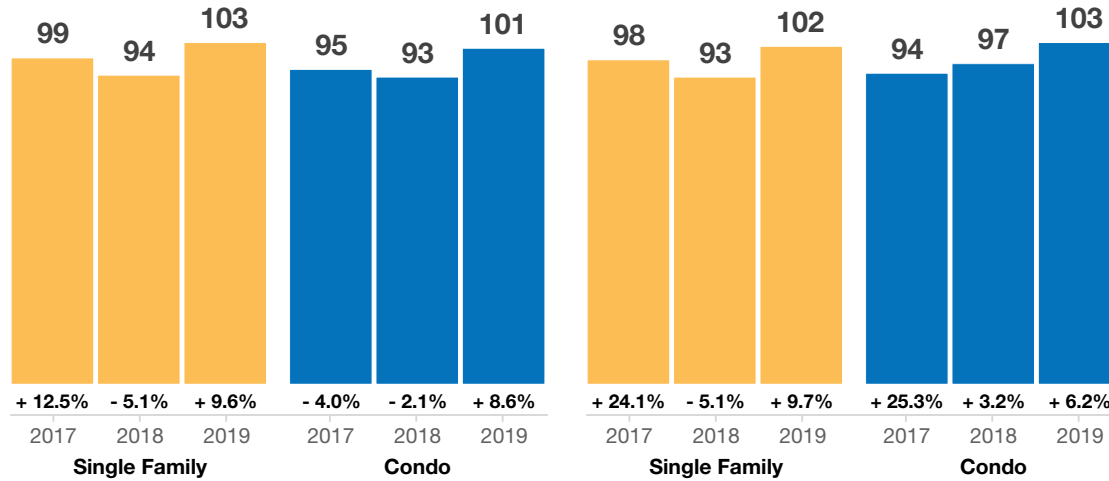
	9-2018	9-2019	Change
1 Bedroom or Fewer	88.0%	91.5%	+4.0%
2 Bedrooms	94.5%	94.6%	+0.1%
3 Bedrooms	96.1%	96.2%	+0.1%
4 Bedrooms or More	94.9%	95.3%	+0.4%
All Single Family	95.5%	95.8%	+0.3%
Single Family	95.5%	95.8%	+0.3%
Condo	95.5%	95.1%	-0.4%
All Properties	95.5%	95.5%	0.0%

Overall Days on Market Until Sale

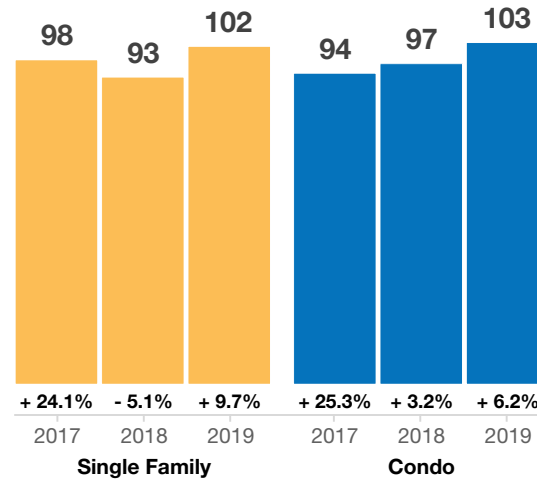
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



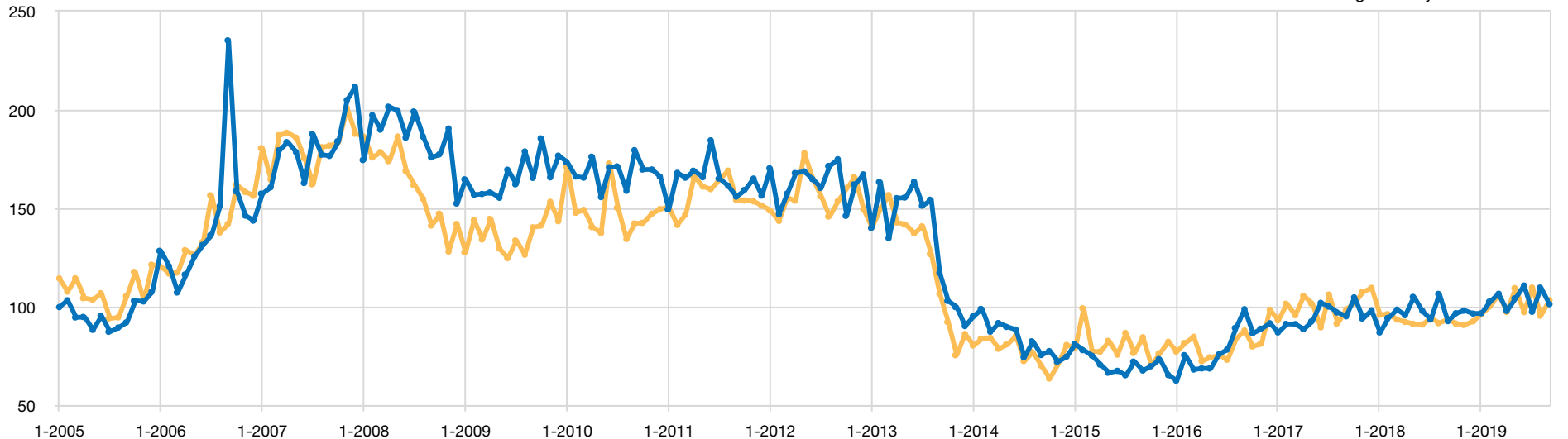
Year-to-Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	91	- 10.8%	97	- 7.6%
Nov-2018	91	- 15.0%	98	+ 4.3%
Dec-2018	93	- 15.5%	96	- 2.0%
Jan-2019	96	0.0%	97	+ 11.5%
Feb-2019	100	+ 4.2%	103	+ 9.6%
Mar-2019	106	+ 14.0%	107	+ 9.2%
Apr-2019	97	+ 5.4%	98	+ 2.1%
May-2019	109	+ 19.8%	104	- 1.0%
Jun-2019	97	+ 6.6%	111	+ 13.3%
Jul-2019	110	+ 17.0%	97	+ 4.3%
Aug-2019	95	+ 3.3%	110	+ 3.8%
Sep-2019	103	+ 9.6%	101	+ 8.6%
12-Month Avg*	100	+ 4.2%	102	+ 4.6%

* Days on Market for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month



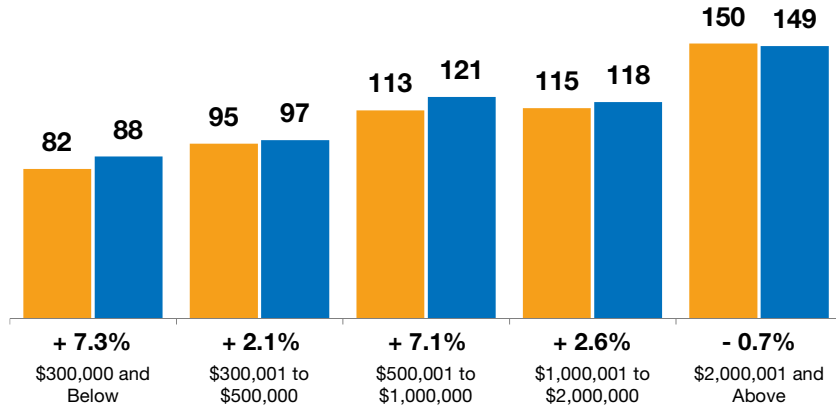
Overall Days on Market Until Sale by Price Range

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



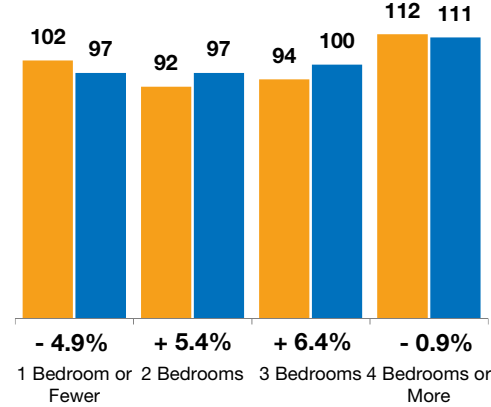
By Price Range

9-2018 9-2019



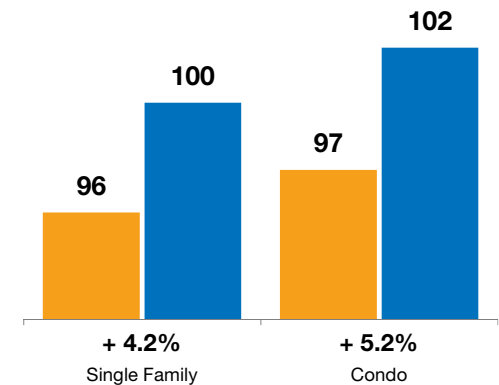
By Bedroom Count

9-2018 9-2019



By Property Type

9-2018 9-2019



All Properties

By Price Range

	9-2018	9-2019	Change
\$300,000 and Below	82	88	+ 7.3%
\$300,001 to \$500,000	95	97	+ 2.1%
\$500,001 to \$1,000,000	113	121	+ 7.1%
\$1,000,001 to \$2,000,000	115	118	+ 2.6%
\$2,000,001 and Above	150	149	- 0.7%
All Price Ranges	97	101	+ 4.1%

Single Family

	9-2018	9-2019	Change
1 Bedroom or 2 Bedrooms Fewer	62	72	+ 16.1%
3 Bedrooms	90	95	+ 5.6%
4 Bedrooms	108	117	+ 8.3%
4 Bedrooms or More	127	120	- 5.5%
All Single Family	163	162	- 0.6%
All Single Family	96	100	+ 4.2%

Condo

	9-2018	9-2019	Change
\$300,000 and Below	89	95	+ 6.7%
\$300,001 to \$500,000	104	102	- 1.9%
\$500,001 to \$1,000,000	123	130	+ 5.7%
\$1,000,001 to \$2,000,000	101	115	+ 13.9%
\$2,000,001 and Above	113	117	+ 3.5%
All Condo	97	102	+ 5.2%

By Bedroom Count

	9-2018	9-2019	Change
1 Bedroom or Fewer	102	97	- 4.9%
2 Bedrooms	92	97	+ 5.4%
3 Bedrooms	94	100	+ 6.4%
4 Bedrooms or More	112	111	- 0.9%
All Bedroom Counts	97	101	+ 4.1%

	9-2018	9-2019	Change
1 Bedroom or Fewer	180	111	- 38.3%
2 Bedrooms	84	86	+ 2.4%
3 Bedrooms	87	96	+ 10.3%
4 Bedrooms or More	114	111	- 2.6%
All Single Family	96	100	+ 4.2%

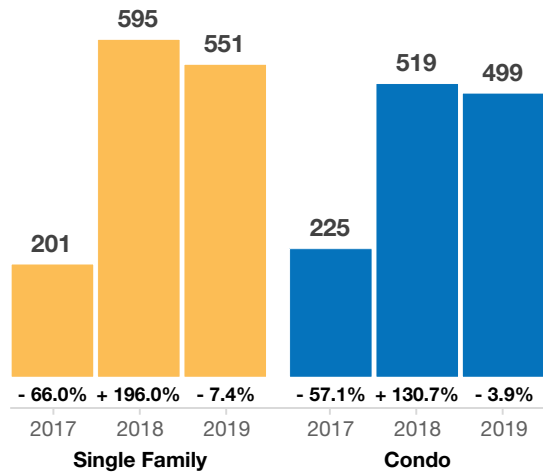
	9-2018	9-2019	Change
\$300,000 and Below	92	95	+ 2.6%
\$300,001 to \$500,000	93	99	+ 6.5%
\$500,001 to \$1,000,000	105	107	+ 1.8%
\$1,000,001 to \$2,000,000	97	109	+ 11.6%
All Condo	97	102	+ 5.2%

Overall New Listings by Month

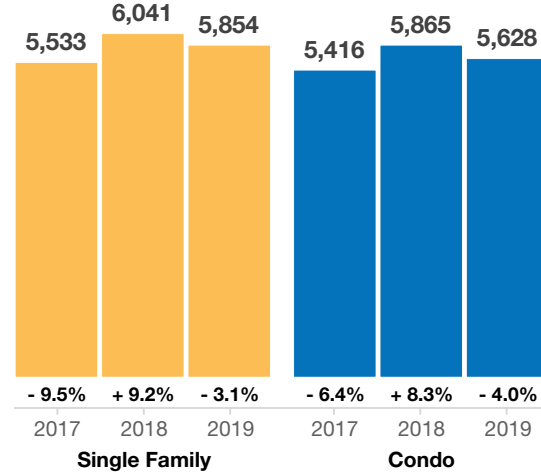
A count of the properties that have been newly listed on the market in a given month.



September

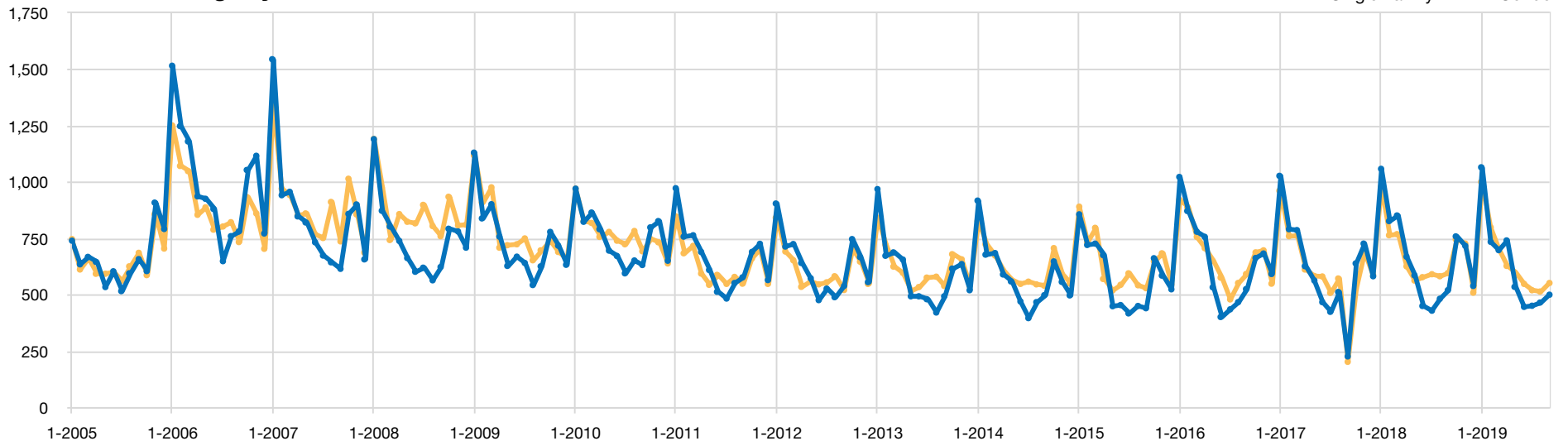


Year-to-Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	745	+ 41.9%	758	+ 18.8%
Nov-2018	726	+ 5.7%	716	- 1.4%
Dec-2018	508	- 13.3%	538	- 7.4%
Jan-2019	1,000	+ 2.0%	1,065	+ 0.7%
Feb-2019	798	+ 4.6%	734	- 11.1%
Mar-2019	701	- 8.7%	697	- 18.1%
Apr-2019	627	+ 0.3%	740	+ 10.8%
May-2019	598	+ 6.4%	534	- 8.7%
Jun-2019	547	- 5.2%	445	- 0.9%
Jul-2019	519	- 12.0%	450	+ 5.1%
Aug-2019	513	- 11.7%	464	- 3.5%
Sep-2019	551	- 7.4%	499	- 3.9%
12-Month Avg	653	0.0%	637	- 2.2%

Overall New Listings by Month

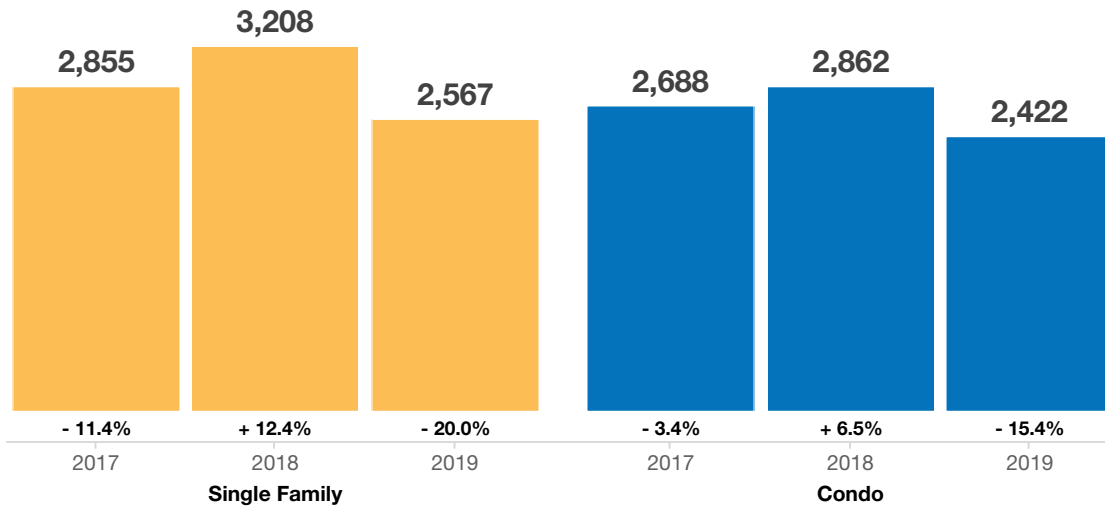


Overall Inventory of Homes for Sale

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

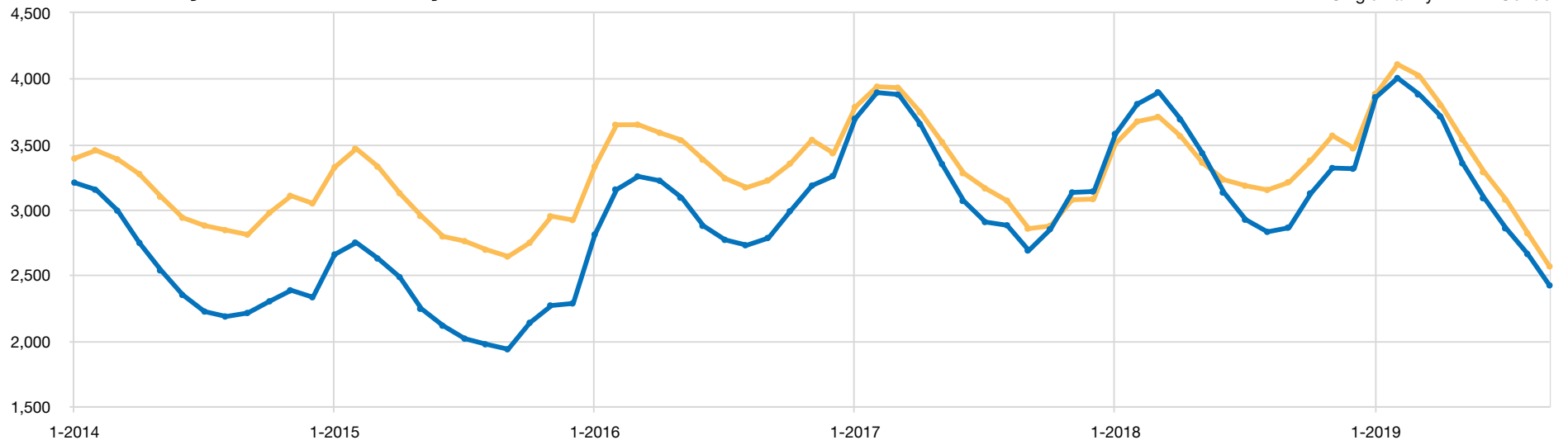


September



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	3,373	+ 17.3%	3,123	+ 9.6%
Nov-2018	3,564	+ 15.9%	3,317	+ 5.9%
Dec-2018	3,467	+ 12.6%	3,312	+ 5.5%
Jan-2019	3,882	+ 10.8%	3,857	+ 7.8%
Feb-2019	4,108	+ 11.9%	4,004	+ 5.2%
Mar-2019	4,022	+ 8.5%	3,879	- 0.4%
Apr-2019	3,799	+ 6.7%	3,711	+ 0.6%
May-2019	3,535	+ 5.3%	3,353	- 2.3%
Jun-2019	3,286	+ 1.8%	3,087	- 1.4%
Jul-2019	3,076	- 3.3%	2,857	- 2.3%
Aug-2019	2,820	- 10.5%	2,661	- 6.0%
Sep-2019	2,567	- 20.0%	2,422	- 15.4%
12-Month Avg	3,458	+ 4.8%	3,299	+ 0.8%

Overall Inventory of Homes for Sale by Month



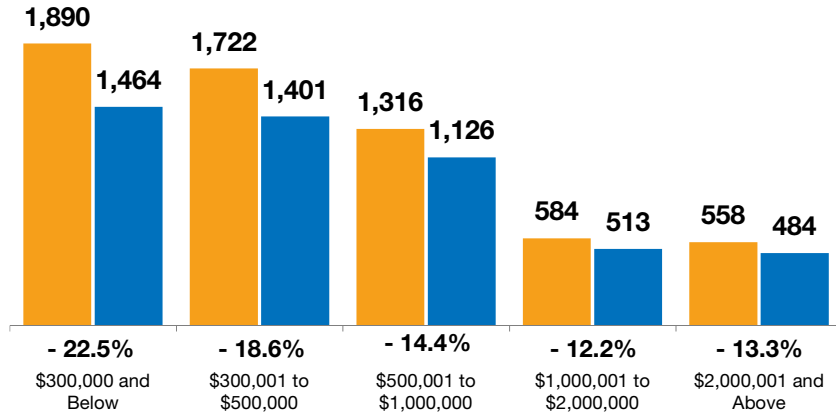
Overall Inventory of Homes for Sale by Price Range

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



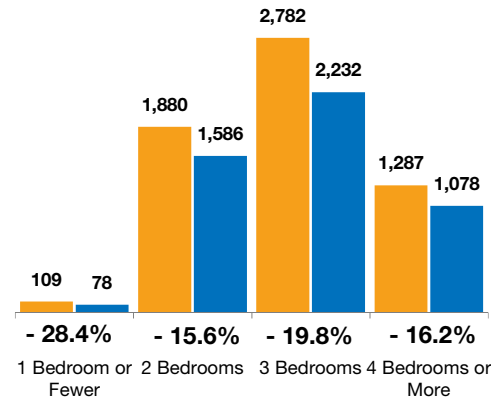
By Price Range

9-2018 9-2019



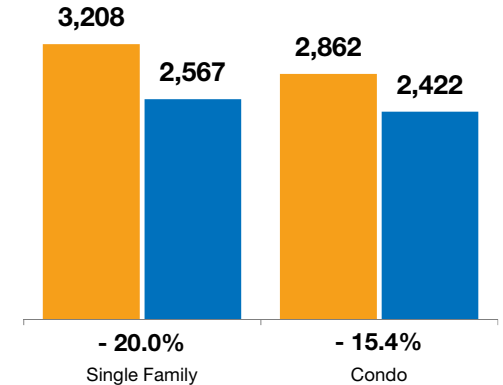
By Bedroom Count

9-2018 9-2019



By Property Type

9-2018 9-2019



All Properties

By Price Range

	9-2018	9-2019	Change
\$300,000 and Below	1,890	1,464	- 22.5%
\$300,001 to \$500,000	1,722	1,401	- 18.6%
\$500,001 to \$1,000,000	1,316	1,126	- 14.4%
\$1,000,001 to \$2,000,000	584	513	- 12.2%
\$2,000,001 and Above	558	484	- 13.3%
All Price Ranges	6,070	4,989	- 17.8%

Single Family

	9-2018	9-2019	Change
1 Bedroom or Fewer	498	302	- 39.4%
2 Bedrooms	1,022	810	- 20.7%
3 Bedrooms	878	746	- 15.0%
4 Bedrooms or More	374	348	- 7.0%
All Single Family	3,208	2,567	- 20.0%

Condo

	9-2018	9-2019	Change
1 Bedroom or Fewer	1392	1162	- 16.5%
2 Bedrooms	700	591	- 15.6%
3 Bedrooms	438	380	- 13.2%
4 Bedrooms or More	210	165	- 21.4%
All Condo	2,862	2,422	- 15.4%

By Bedroom Count

	9-2018	9-2019	Change
1 Bedroom or Fewer	109	78	- 28.4%
2 Bedrooms	1,880	1,586	- 15.6%
3 Bedrooms	2,782	2,232	- 19.8%
4 Bedrooms or More	1,287	1,078	- 16.2%
All Bedroom Counts	6,070	4,989	- 17.8%

	9-2018	9-2019	Change
1 Bedroom or Fewer	26	17	- 34.6%
2 Bedrooms	285	221	- 22.5%
3 Bedrooms	1,688	1,307	- 22.6%
4 Bedrooms or More	1,206	1,020	- 15.4%
All Single Family	3,208	2,567	- 20.0%

	9-2018	9-2019	Change
1 Bedroom or Fewer	83	61	- 26.5%
2 Bedrooms	1,595	1,365	- 14.4%
3 Bedrooms	1,094	927	- 15.3%
4 Bedrooms or More	81	58	- 28.4%
All Condo	2,862	2,422	- 15.4%

Listing and Sales Summary Report

September 2019



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Sep-19	Sep-18	% Change	Sep-19	Sep-18	% Change	Sep-19	Sep-18	% Change	Sep-19	Sep-18	% Change
Overall Naples Market*	\$325,000	\$327,408	-0.7%	698	651	+7.2%	4,989	6,070	-17.8%	102	93	+9.7%
Collier County	\$330,000	\$340,000	-2.9%	748	710	+5.4%	5,582	6,744	-17.2%	104	94	+10.6%
Ave Maria	\$272,909	\$274,919	-0.7%	11	14	-21.4%	84	73	+15.1%	111	92	+20.7%
Central Naples	\$250,450	\$237,950	+5.3%	96	112	-14.3%	640	836	-23.4%	72	89	-19.1%
East Naples	\$325,000	\$296,450	+9.6%	148	140	+5.7%	1,029	1,349	-23.7%	95	80	+18.8%
Everglades City	--	--	--	0	0	--	8	5	+60.0%	--	--	--
Immokalee	\$175,000	\$194,900	-10.2%	3	3	0.0%	18	24	-25.0%	0	148	-100.0%
Immokalee / Ave Maria	\$263,148	\$258,000	+2.0%	14	17	-17.6%	102	96	+6.3%	87	102	-14.7%
Naples	\$326,000	\$333,000	-2.1%	684	634	+7.9%	4,886	5,978	-18.3%	103	93	+10.8%
Naples Beach	\$660,000	\$792,500	-16.7%	97	104	-6.7%	1,076	1,249	-13.9%	127	103	+23.3%
North Naples	\$380,000	\$391,000	-2.8%	212	170	+24.7%	1,307	1,565	-16.5%	100	98	+2.0%
South Naples	\$250,000	\$221,000	+13.1%	131	108	+21.3%	835	975	-14.4%	120	96	+25.0%
34102	\$1,000,000	\$1,090,000	-8.3%	32	20	+60.0%	356	478	-25.5%	183	104	+76.0%
34103	\$660,000	\$700,000	-5.7%	29	39	-25.6%	300	318	-5.7%	107	105	+1.9%
34104	\$233,000	\$198,000	+17.7%	50	46	+8.7%	273	356	-23.3%	84	90	-6.7%
34105	\$225,000	\$246,250	-8.6%	25	38	-34.2%	271	334	-18.9%	75	104	-27.9%
34108	\$447,500	\$805,000	-44.4%	36	45	-20.0%	420	453	-7.3%	95	100	-5.0%
34109	\$370,000	\$352,500	+5.0%	63	41	+53.7%	266	396	-32.8%	93	68	+36.8%
34110	\$389,000	\$427,000	-8.9%	65	49	+32.7%	530	521	+1.7%	112	122	-8.2%
34112	\$211,000	\$173,450	+21.6%	68	54	+25.9%	395	479	-17.5%	111	89	+24.7%
34113	\$295,000	\$292,500	+0.9%	63	54	+16.7%	440	496	-11.3%	129	104	+24.0%
34114	\$342,450	\$322,645	+6.1%	50	58	-13.8%	456	583	-21.8%	116	101	+14.9%
34116	\$269,000	\$277,000	-2.9%	21	28	-25.0%	96	146	-34.2%	41	68	-39.7%
34117	\$316,500	\$291,000	+8.8%	26	20	+30.0%	98	161	-39.1%	82	45	+82.2%
34119	\$399,397	\$395,000	+1.1%	84	80	+5.0%	511	648	-21.1%	95	99	-4.0%
34120	\$309,000	\$295,000	+4.7%	72	62	+16.1%	475	605	-21.5%	86	71	+21.1%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$263,148	\$258,000	+2.0%	14	17	-17.6%	102	96	+6.3%	87	102	-14.7%

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

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Naples Beach

34102, 34103, 34108

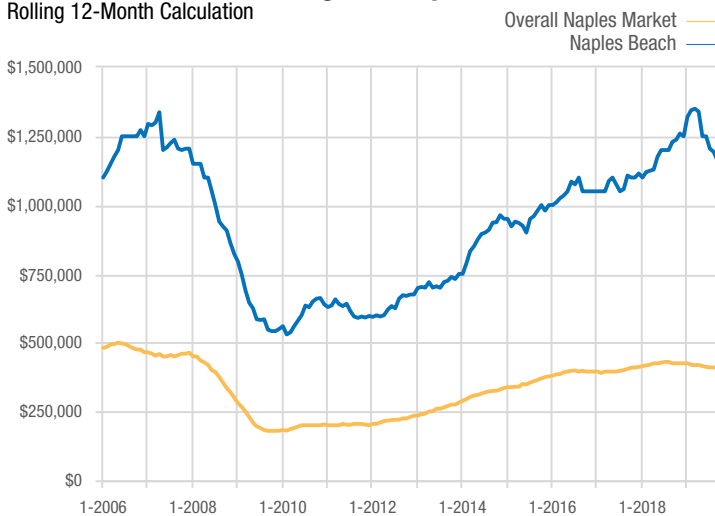
Single Family	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	87	64	- 26.4%	888	829	- 6.6%
Closed Sales	41	41	0.0%	549	568	+ 3.5%
Days on Market Until Sale	102	147	+ 44.1%	108	127	+ 17.6%
Median Closed Price*	\$1,290,000	\$975,000	- 24.4%	\$1,310,000	\$1,167,500	- 10.9%
Average Closed Price*	\$2,116,635	\$1,765,744	- 16.6%	\$2,249,910	\$2,219,620	- 1.3%
Percent of Current List Price Received*	92.9%	92.9%	0.0%	93.8%	93.9%	+ 0.1%
Inventory of Homes for Sale Months	543	435	- 19.9%	—	—	—
Supply of Inventory	9.5	7.6	- 20.0%	—	—	—

Condo	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	115	98	- 14.8%	1,354	1,265	- 6.6%
Closed Sales	63	56	- 11.1%	891	839	- 5.8%
Days on Market Until Sale Median	103	113	+ 9.7%	105	113	+ 7.6%
Closed Price*	\$679,000	\$574,000	- 15.5%	\$650,000	\$695,000	+ 6.9%
Average Closed Price*	\$950,826	\$839,690	- 11.7%	\$917,033	\$1,029,938	+ 12.3%
Percent of Current List Price Received*	94.4%	94.3%	- 0.1%	95.0%	94.4%	- 0.6%
Inventory of Homes for Sale	706	641	- 9.2%	—	—	—
Months Supply of Inventory	8.2	7.5	- 8.5%	—	—	—

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

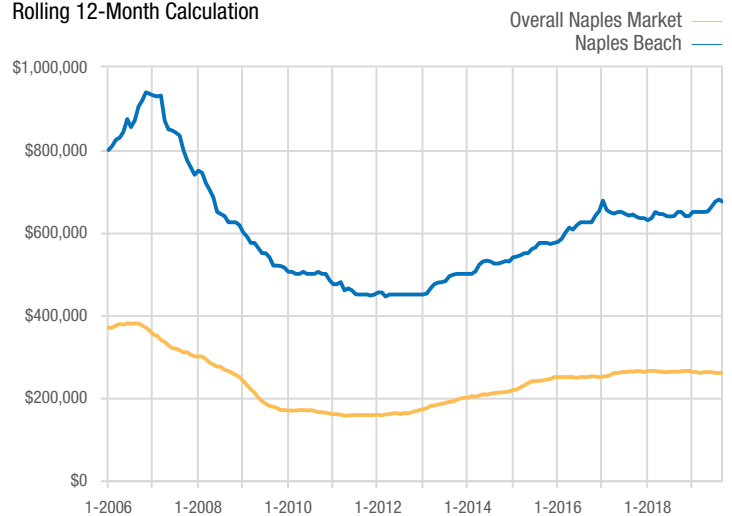
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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.

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North Naples

34109, 34110, 34119

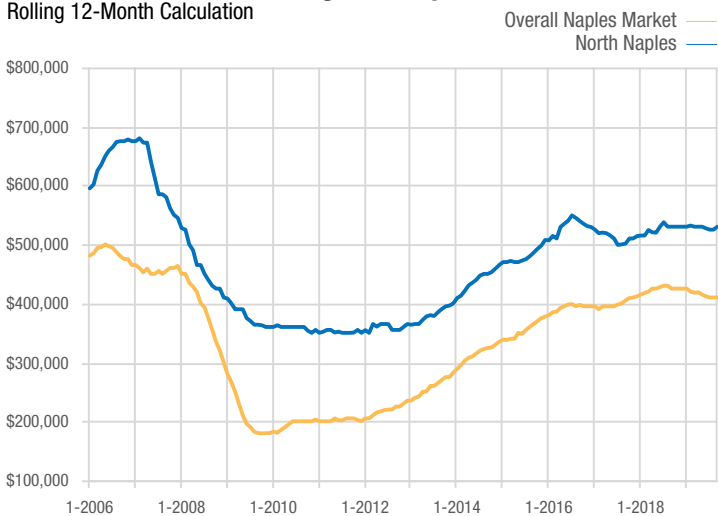
Single Family	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	146	123	- 15.8%	1,595	1,474	- 7.6%
Closed Sales	81	107	+ 32.1%	969	987	+ 1.9%
Days on Market Until Sale	113	100	- 11.5%	102	106	+ 3.9%
Median Closed Price*	\$485,650	\$550,000	+ 13.3%	\$526,500	\$530,000	+ 0.7%
Average Closed Price*	\$799,878	\$650,762	- 18.6%	\$768,174	\$713,368	- 7.1%
Percent of Current List Price Received*	95.1%	95.7%	+ 0.6%	95.0%	95.2%	+ 0.2%
Inventory of Homes for Sale Months	811	660	- 18.6%	—	—	—
Supply of Inventory	8.0	6.2	- 22.5%	—	—	—

Condo	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	141	136	- 3.5%	1,638	1,558	- 4.9%
Closed Sales	89	105	+ 18.0%	1,231	1,074	- 12.8%
Days on Market Until Sale	84	99	+ 17.9%	91	104	+ 14.3%
Median Closed Price*	\$290,000	\$242,500	- 16.4%	\$280,000	\$265,000	- 5.4%
Average Closed Price*	\$374,672	\$332,353	- 11.3%	\$487,135	\$345,882	- 29.0%
Percent of Current List Price Received*	96.1%	95.4%	- 0.7%	96.1%	95.4%	- 0.7%
Inventory of Homes for Sale	754	647	- 14.2%	—	—	—
Months Supply of Inventory	6.0	5.7	- 5.0%	—	—	—

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

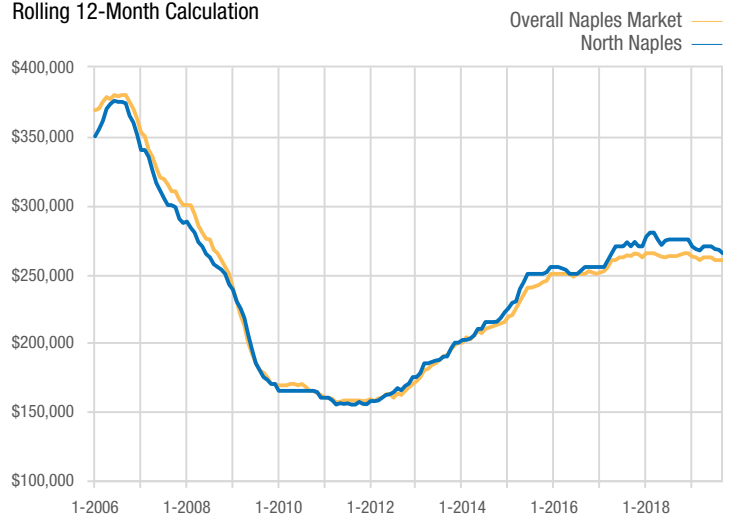
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

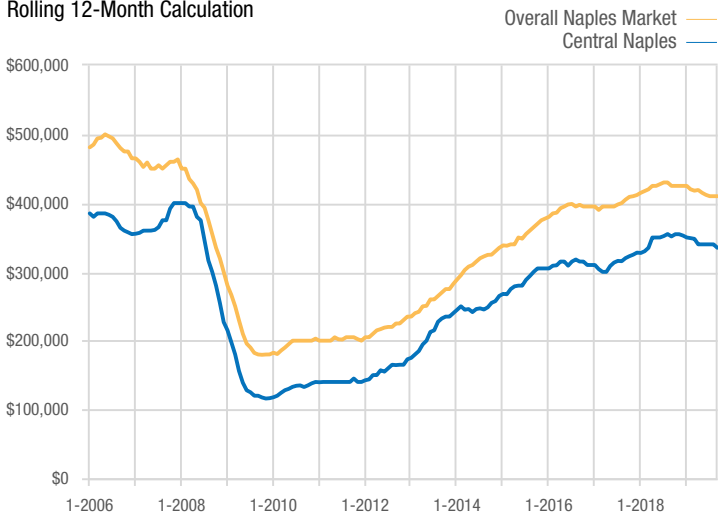
Single Family	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	96	90	- 6.3%	869	840	- 3.3%
Closed Sales	50	44	- 12.0%	522	534	+ 2.3%
Days on Market Until Sale	78	68	- 12.8%	79	88	+ 11.4%
Median Closed Price*	\$348,295	\$307,500	- 11.7%	\$353,000	\$329,900	- 6.5%
Average Closed Price*	\$421,333	\$348,417	- 17.3%	\$588,881	\$503,718	- 14.5%
Percent of Current List Price Received*	96.5%	96.5%	0.0%	96.1%	96.2%	+ 0.1%
Inventory of Homes for Sale	421	350	- 16.9%	—	—	—
Months Supply of Inventory	7.6	6.0	- 21.1%	—	—	—

Condo	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	93	70	- 24.7%	970	810	- 16.5%
Closed Sales	62	52	- 16.1%	667	625	- 6.3%
Days on Market Until Sale	99	75	- 24.2%	89	93	+ 4.5%
Median Closed Price*	\$174,000	\$183,500	+ 5.5%	\$190,000	\$186,500	- 1.8%
Average Closed Price*	\$196,382	\$200,833	+ 2.3%	\$223,697	\$213,211	- 4.7%
Percent of Current List Price Received*	95.6%	95.8%	+ 0.2%	95.4%	95.4%	0.0%
Inventory of Homes for Sale	415	290	- 30.1%	—	—	—
Months Supply of Inventory	6.0	4.3	- 28.3%	—	—	—

* 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.

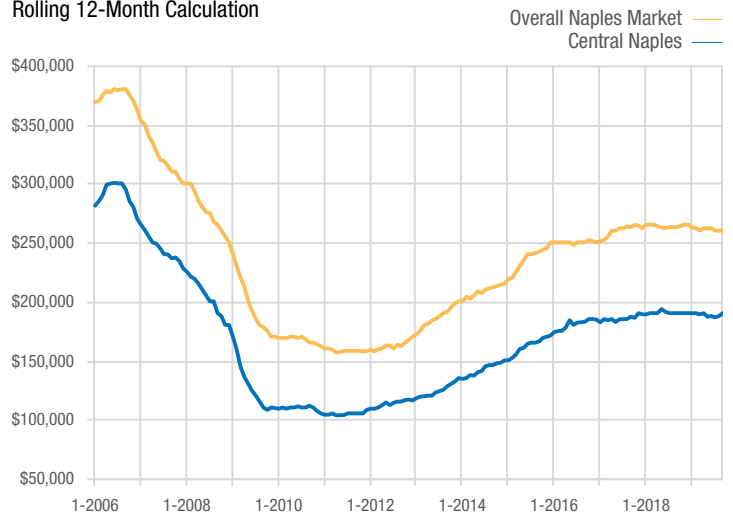
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – September 2019

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South Naples

34112, 34113

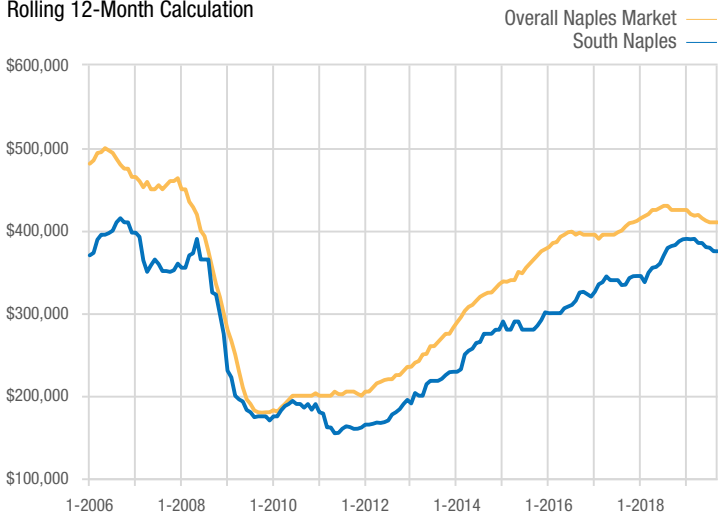
Single Family	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	65	74	+ 13.8%	703	739	+ 5.1%
Closed Sales	33	45	+ 36.4%	422	449	+ 6.4%
Days on Market Until Sale	107	138	+ 29.0%	95	98	+ 3.2%
Median Closed Price*	\$390,000	\$395,000	+ 1.3%	\$389,500	\$365,000	- 6.3%
Average Closed Price*	\$450,924	\$443,676	- 1.6%	\$480,084	\$459,335	- 4.3%
Percent of Current List Price Received*	94.8%	95.1%	+ 0.3%	95.4%	95.3%	- 0.1%
Inventory of Homes for Sale Months	396	296	- 25.3%	—	—	—
Supply of Inventory	8.7	6.3	- 27.6%	—	—	—

Condo	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	109	131	+ 20.2%	1,181	1,306	+ 10.6%
Closed Sales	75	86	+ 14.7%	749	872	+ 16.4%
Days on Market Until Sale	92	110	+ 19.6%	99	99	0.0%
Median Closed Price*	\$174,500	\$213,000	+ 22.1%	\$207,000	\$201,000	- 2.9%
Average Closed Price*	\$206,628	\$238,767	+ 15.6%	\$227,314	\$233,781	+ 2.8%
Percent of Current List Price Received*	95.3%	94.7%	- 0.6%	95.4%	95.0%	- 0.4%
Inventory of Homes for Sale	579	539	- 6.9%	—	—	—
Months Supply of Inventory	7.4	6.0	- 18.9%	—	—	—

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

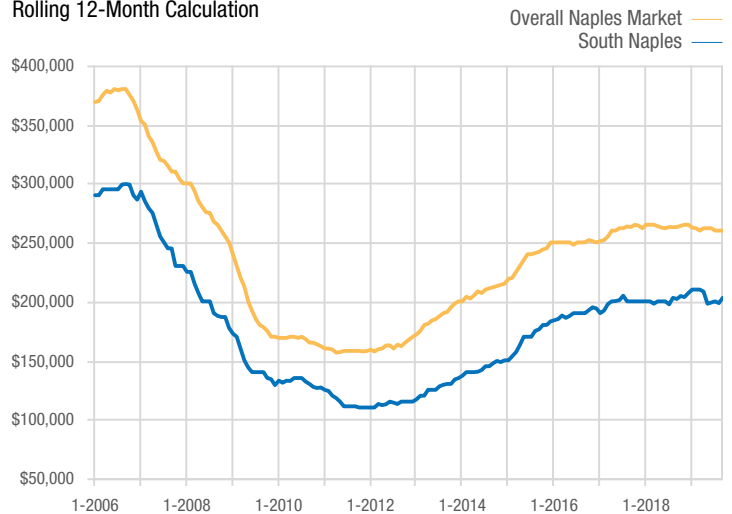
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – September 2019

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East Naples

34114, 34117, 34120, 34137

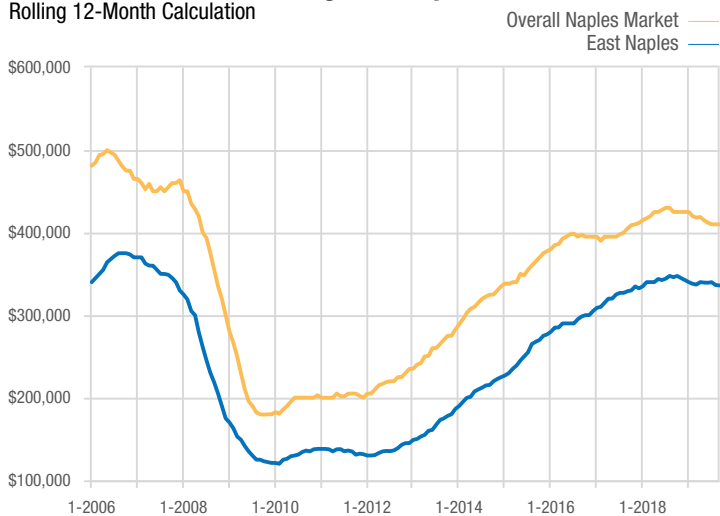
Single Family	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	192	182	- 5.2%	1,790	1,754	- 2.0%
Closed Sales	100	111	+ 11.0%	1,073	1,264	+ 17.8%
Days on Market Until Sale	76	91	+ 19.7%	85	96	+ 12.9%
Median Closed Price*	\$342,450	\$339,900	- 0.7%	\$345,000	\$338,000	- 2.0%
Average Closed Price*	\$388,558	\$396,352	+ 2.0%	\$401,397	\$404,165	+ 0.7%
Percent of Current List Price Received*	97.3%	97.5%	+ 0.2%	96.7%	97.0%	+ 0.3%
Inventory of Homes for Sale	954	732	- 23.3%	—	—	—
Months Supply of Inventory	8.2	5.4	- 34.1%	—	—	—

Condo	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	59	63	+ 6.8%	702	665	- 5.3%
Closed Sales	40	37	- 7.5%	453	486	+ 7.3%
Days on Market Until Sale	88	108	+ 22.7%	108	103	- 4.6%
Median Closed Price*	\$241,625	\$275,000	+ 13.8%	\$279,000	\$269,000	- 3.6%
Average Closed Price*	\$246,827	\$281,534	+ 14.1%	\$271,661	\$276,639	+ 1.8%
Percent of Current List Price Received*	95.7%	97.0%	+ 1.4%	95.7%	95.8%	+ 0.1%
Inventory of Homes for Sale	395	297	- 24.8%	—	—	—
Months Supply of Inventory	8.4	5.8	- 31.0%	—	—	—

* 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.

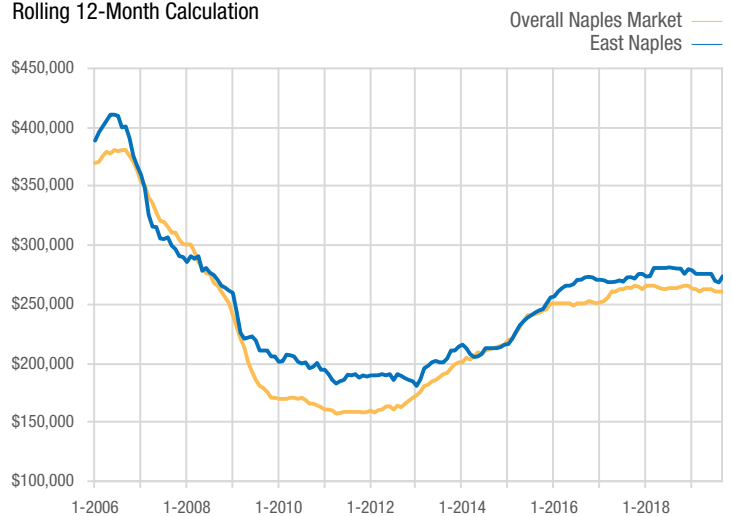
Median Closed Price - Single Family

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 – September 2019

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

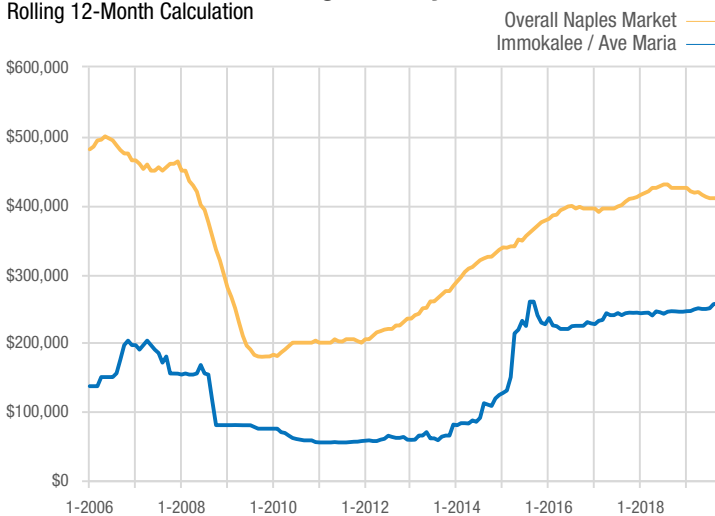
Single Family	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	9	18	+ 100.0%	196	218	+ 11.2%
Closed Sales	16	11	- 31.3%	106	114	+ 7.5%
Days on Market Until Sale	103	89	- 13.6%	75	93	+ 24.0%
Median Closed Price*	\$264,653	\$272,909	+ 3.1%	\$245,750	\$261,000	+ 6.2%
Average Closed Price*	\$280,880	\$288,617	+ 2.8%	\$253,839	\$274,442	+ 8.1%
Percent of Current List Price Received*	98.3%	98.0%	- 0.3%	96.5%	96.9%	+ 0.4%
Inventory of Homes for Sale	83	94	+ 13.3%	—	—	—
Months Supply of Inventory	7.4	7.4	0.0%	—	—	—

Condo	September			Year-to-Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	2	1	- 50.0%	20	24	+ 20.0%
Closed Sales	1	3	+ 200.0%	9	14	+ 55.6%
Days on Market Until Sale	85	79	- 7.1%	142	173	+ 21.8%
Median Closed Price*	\$256,459	\$256,295	- 0.1%	\$205,000	\$222,500	+ 8.5%
Average Closed Price*	\$256,459	\$254,732	- 0.7%	\$195,218	\$217,687	+ 11.5%
Percent of Current List Price Received*	98.8%	100.6%	+ 1.8%	95.3%	98.1%	+ 2.9%
Inventory of Homes for Sale	13	8	- 38.5%	—	—	—
Months Supply of Inventory	10.4	4.2	- 59.6%	—	—	—

* 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.

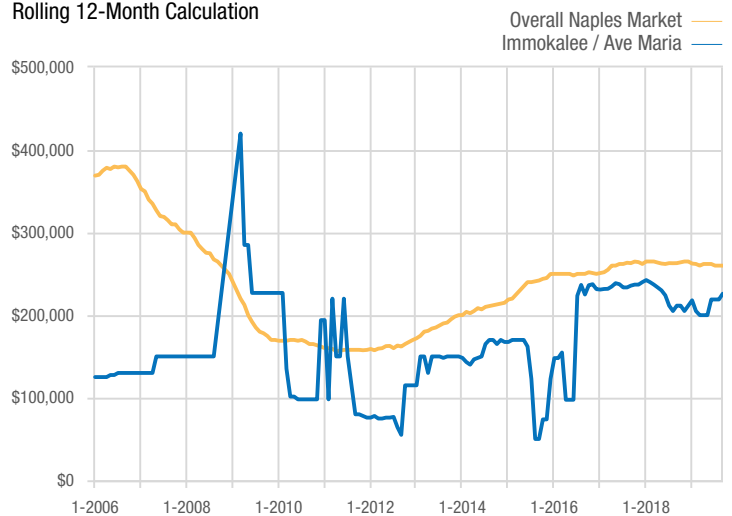
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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