

# Naples Area Market Report



## April 2021

Buyers eager for more home choices were treated to an increase in new listings during April. According to the April 2021 Market Report, released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), there were 1,460 new listings added to the pool of homes for sale in Naples during April. This was a 106.2 percent increase in new listings compared to new listings added during April 2020. Broker analysts reviewing the report warn against evaluating market conditions using month-over-month market data as it will not produce equitable comparisons because the real estate industry experienced reduced productivity levels as a result of mandatory COVID-19 restrictions in the Spring of 2020.

Since January, the Naples area housing market has enjoyed a 14.3 percent increase in new listings compared to new listings during the same time period in 2020. As the statistics reveal, new listings are hitting the market everyday so buyers shouldn't give up searching for a home if they don't find one on their first attempt. Several brokers who review NABOR®'s monthly Market Report say buyers are best served in today's low inventory market environment when they work closely with a REALTOR®. These professionals are trained to help buyers navigate the Naples area housing market using real-time technology that alerts them immediately when new homes that meet their clients' needs become available.

April had 2,037 pending sales (homes under contract) and 1,882 closed sales, which resulted in 1,432 homes remaining in inventory by the end of the month. Closed sales in the \$1 million and \$2 million and above price categories outperformed all other lower priced home categories tracked by NABOR®. Because of increased demand for the Naples lifestyle, the 8-month supply of homes in April 2020 was reduced to a 1.1 month of inventory at the end of April 2021. This substantial loss of inventory is attributed to post-pandemic relocation buying behaviors, a new reality in many Florida communities.

The median closed price in April increased 30.9 percent to \$445,000 from \$340,000 in April 2020. The rise in homeowners' equity during this hot market means everyone who bought a home in the last five or six years is in a good position to make a profit if they choose to sell now.

## Quick Facts

**+ 120.9%**                      **+ 30.9%**                      **- 77.0%**

Change in  
**Total Sales**  
All Properties

Change in  
**Median Closed Price**  
All Properties

Change in  
**Homes for Sale**  
All Properties

**+ 106.3%**

**+ 56.0%**

**+ 47.3%**

Price Range With the  
Strongest Sales:

**\$2,000,001 and Above**

Bedroom Count With  
Strongest Sales:

**4 Bedrooms or More**

Property Type With  
Strongest Sales:

**Condo**

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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	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		708	<b>1,460</b>	+ 106.2%	5,469	<b>6,249</b>	+ 14.3%
<b>Total Sales</b>		852	<b>1,882</b>	+ 120.9%	3,577	<b>6,217</b>	+ 73.8%
<b>Days on Market Until Sale</b>		87	<b>55</b>	- 36.8%	96	<b>67</b>	- 30.2%
<b>Median Closed Price</b>		\$340,000	<b>\$445,000</b>	+ 30.9%	\$350,000	<b>\$417,000</b>	+ 19.1%
<b>Average Closed Price</b>		\$552,765	<b>\$812,346</b>	+ 47.0%	\$651,647	<b>\$812,874</b>	+ 24.7%
<b>Percent of List Price Received</b>		95.9%	<b>98.3%</b>	+ 2.5%	95.7%	<b>97.5%</b>	+ 1.9%
<b>Pending Listings</b>		<b>613</b>	<b>2,037</b>	+ 232.3%	<b>4,475</b>	<b>9,015</b>	+ 101.5%
<b>Inventory of Homes for Sale</b>		6,224	<b>1,432</b>	- 77.0%	—	—	—
<b>Months Supply of Inventory</b>		7.1	<b>1.1</b>	- 84.5%	—	—	—

# 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	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		383	<b>707</b>	+ 84.6%	2,714	<b>3,035</b>	+ 11.8%
<b>Total Sales</b>		419	<b>820</b>	+ 95.7%	1,762	<b>2,757</b>	+ 56.5%
<b>Days on Market Until Sale</b>		89	<b>46</b>	- 48.3%	99	<b>61</b>	- 38.4%
<b>Median Closed Price</b>		\$427,000	<b>\$620,000</b>	+ 45.2%	\$439,750	<b>\$565,000</b>	+ 28.5%
<b>Average Closed Price</b>		\$724,609	<b>\$1,142,811</b>	+ 57.7%	\$837,415	<b>\$1,163,986</b>	+ 39.0%
<b>Percent of List Price Received</b>		96.4%	<b>98.8%</b>	+ 2.5%	96.0%	<b>97.9%</b>	+ 2.0%
<b>Pending Listings</b>		368	<b>933</b>	+ 153.5%	2,264	<b>4,120</b>	+ 82.0%
<b>Inventory of Homes for Sale</b>		3,121	<b>729</b>	- 76.6%	—	—	—
<b>Months Supply of Inventory</b>		7.0	<b>1.2</b>	- 82.9%	—	—	—

# Condo Market Overview

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



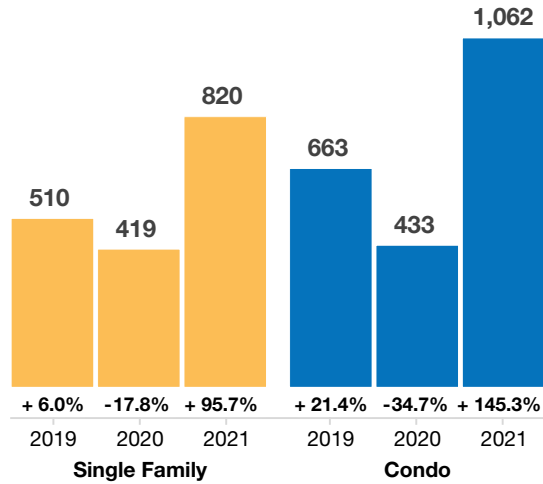
Key Metrics	Historical Sparkbars	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		325	<b>753</b>	+ 131.7%	2,755	<b>3,214</b>	+ 16.7%
<b>Total Sales</b>		433	<b>1,062</b>	+ 145.3%	1,815	<b>3,460</b>	+ 90.6%
<b>Days on Market Until Sale</b>		85	<b>63</b>	- 25.9%	94	<b>72</b>	- 23.4%
<b>Median Closed Price</b>		\$270,000	<b>\$318,000</b>	+ 17.8%	\$275,000	<b>\$306,000</b>	+ 11.3%
<b>Average Closed Price</b>		\$386,873	<b>\$556,944</b>	+ 44.0%	\$471,310	<b>\$533,020</b>	+ 13.1%
<b>Percent of List Price Received</b>		95.4%	<b>97.9%</b>	+ 2.6%	95.4%	<b>97.1%</b>	+ 1.8%
<b>Pending Listings</b>		245	<b>1,104</b>	+ 350.6%	2,211	<b>4,895</b>	+ 121.4%
<b>Inventory of Homes for Sale</b>		3,103	<b>703</b>	- 77.3%	—	—	—
<b>Months Supply of Inventory</b>		7.2	<b>1.1</b>	- 84.7%	—	—	—

# Overall Closed Sales

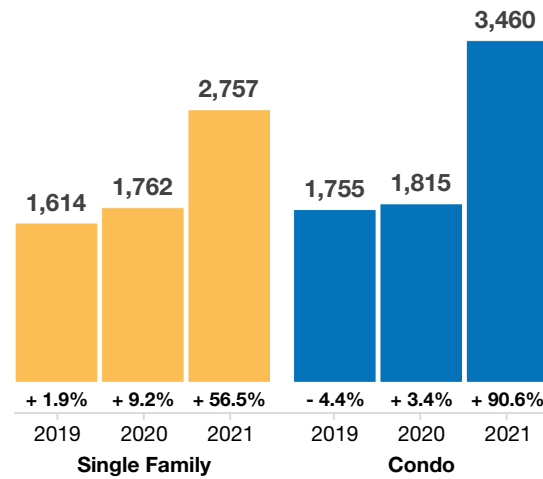
A count of the actual sales that closed in a given month.



## April

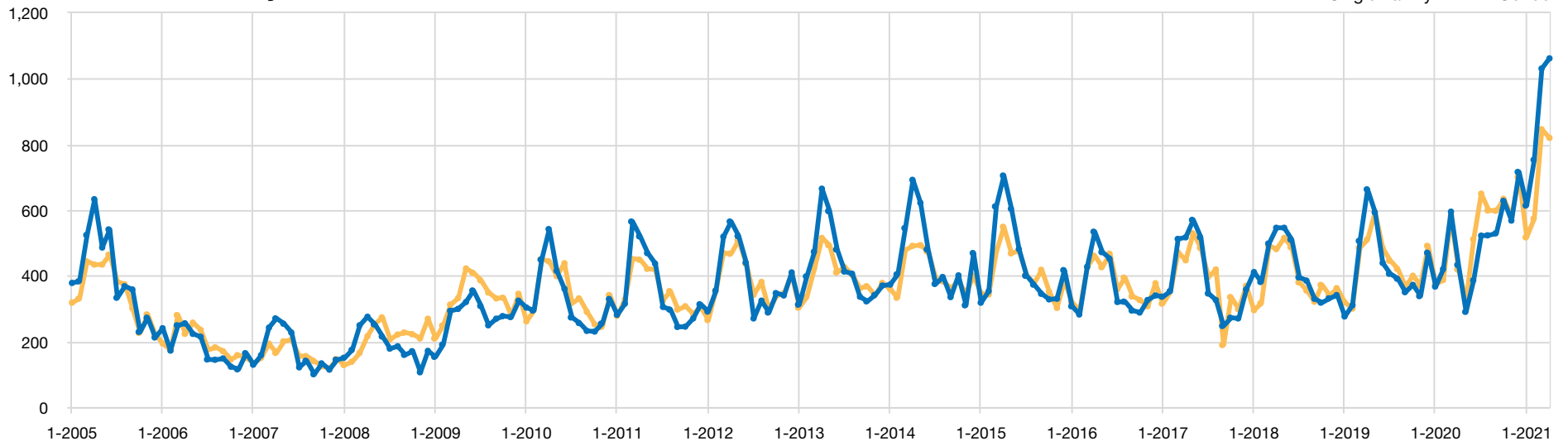


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2020	322	- 45.9%	290	- 51.1%
Jun-2020	511	+ 5.6%	386	- 12.1%
Jul-2020	650	+ 45.7%	522	+ 28.6%
Aug-2020	599	+ 42.3%	523	+ 33.8%
Sep-2020	598	+ 62.9%	529	+ 51.1%
Oct-2020	634	+ 58.5%	628	+ 68.8%
Nov-2020	580	+ 56.3%	568	+ 68.0%
Dec-2020	701	+ 42.8%	716	+ 52.3%
Jan-2021	517	+ 38.2%	614	+ 67.3%
Feb-2021	574	+ 48.3%	753	+ 79.3%
Mar-2021	846	+ 45.4%	1,031	+ 73.3%
<b>Apr-2021</b>	<b>820</b>	<b>+ 95.7%</b>	<b>1,062</b>	<b>+ 145.3%</b>
12-Month Avg	613	+ 37.8%	635	+ 47.3%

## Historical Total Sales by Month



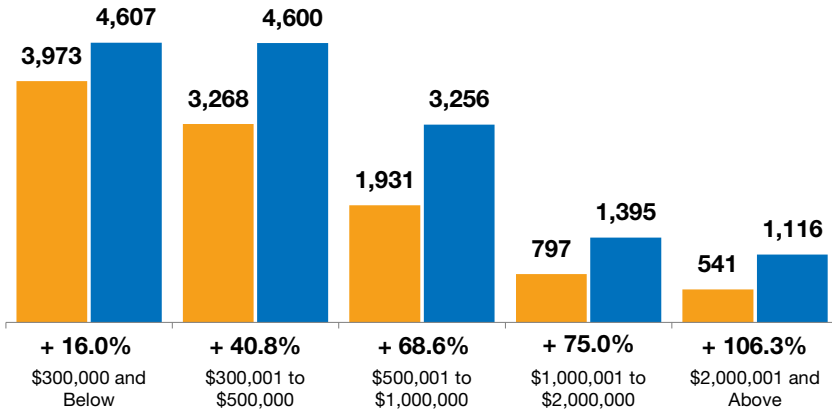
# Overall Closed Sales by Price Range

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



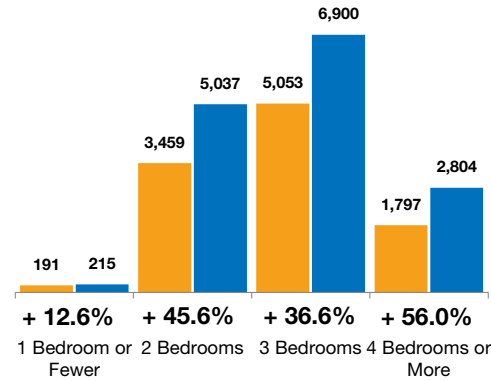
## By Price Range

4-2020 4-2021



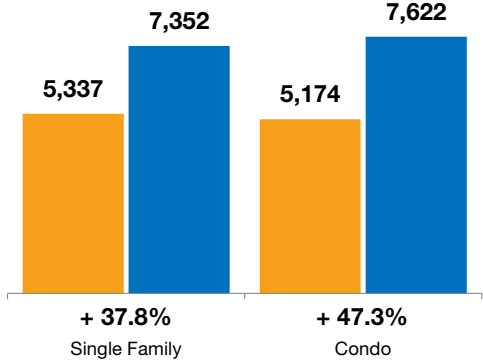
## By Bedroom Count

4-2020 4-2021



## By Property Type

4-2020 4-2021



### All Properties

By Price Range	4-2020	4-2021	Change
\$300,000 and Below	3,973	4,607	+ 16.0%
\$300,001 to \$500,000	3,268	4,600	+ 40.8%
\$500,001 to \$1,000,000	1,931	3,256	+ 68.6%
\$1,000,001 to \$2,000,000	797	1,395	+ 75.0%
\$2,000,001 and Above	541	1,116	+ 106.3%
<b>All Price Ranges</b>	<b>10,511</b>	<b>14,974</b>	<b>+ 42.5%</b>

### Single Family

By Bedroom Count	4-2020	4-2021	Change
1 Bedroom or Fewer	191	215	+ 12.6%
2 Bedrooms	3,459	5,037	+ 45.6%
3 Bedrooms	5,053	6,900	+ 36.6%
4 Bedrooms or More	1,797	2,804	+ 56.0%
<b>All Bedroom Counts</b>	<b>10,511</b>	<b>14,974</b>	<b>+ 42.5%</b>

### Condo

By Price Range	4-2020	4-2021	Change
\$300,000 and Below	1,052	835	- 20.6%
\$300,001 to \$500,000	2,104	2,630	+ 25.0%
\$500,001 to \$1,000,000	1,306	2,258	+ 72.9%
\$1,000,001 to \$2,000,000	486	843	+ 73.5%
\$2,000,001 and Above	388	786	+ 102.6%
<b>All Price Ranges</b>	<b>5,337</b>	<b>7,352</b>	<b>+ 37.8%</b>

## By Bedroom Count

By Price Range	4-2020	4-2021	Change
\$300,000 and Below	2921	3772	+ 29.1%
\$300,001 to \$500,000	1164	1970	+ 69.2%
\$500,001 to \$1,000,000	625	998	+ 59.7%
\$1,000,001 to \$2,000,000	311	552	+ 77.5%
\$2,000,001 and Above	153	330	+ 115.7%
<b>All Price Ranges</b>	<b>5,174</b>	<b>7,622</b>	<b>+ 47.3%</b>

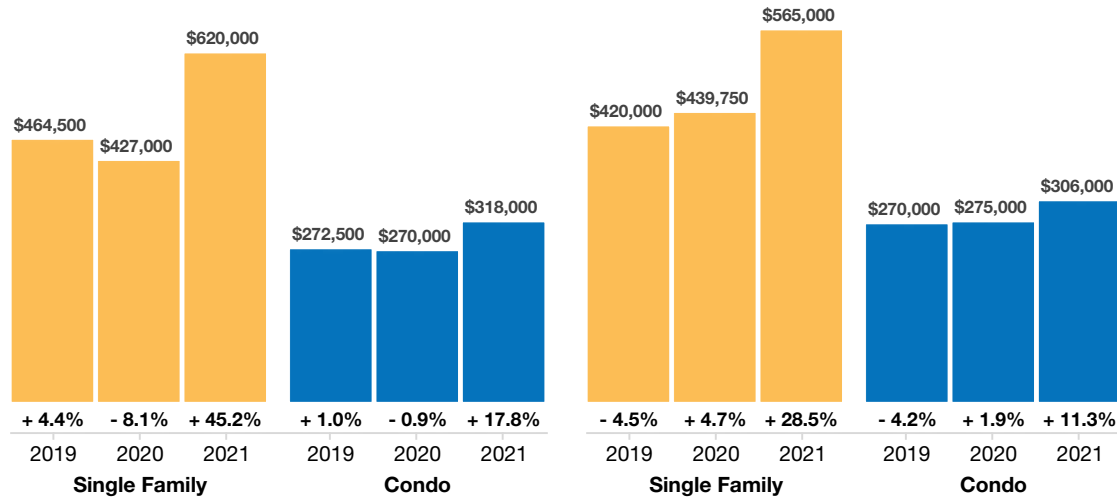
By Bedroom Count	4-2020	4-2021	Change
1 Bedroom or Fewer	26	20	- 23.1%
2 Bedrooms	499	692	+ 38.7%
3 Bedrooms	3,116	4,042	+ 29.7%
4 Bedrooms or More	1,695	2,594	+ 53.0%
<b>All Bedroom Counts</b>	<b>5,337</b>	<b>7,352</b>	<b>+ 37.8%</b>

# Overall Median Closed Price

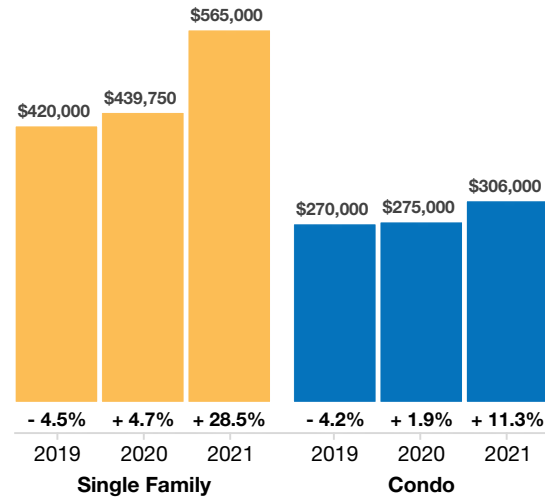
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



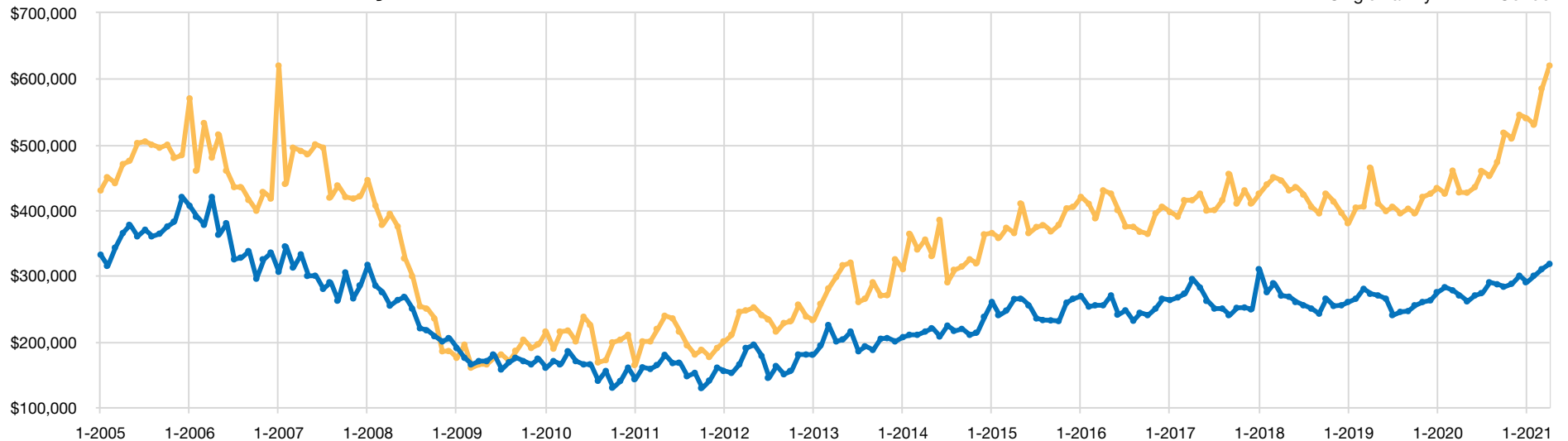
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2020	\$426,518	+ 4.0%	\$261,000	- 3.3%
Jun-2020	\$435,000	+ 9.2%	\$270,000	+ 1.9%
Jul-2020	\$459,500	+ 13.5%	\$273,500	+ 14.0%
Aug-2020	\$452,000	+ 14.4%	\$290,000	+ 18.4%
Sep-2020	\$473,000	+ 17.7%	\$287,000	+ 16.6%
Oct-2020	\$517,750	+ 31.1%	\$283,250	+ 11.1%
Nov-2020	\$509,000	+ 21.2%	\$287,750	+ 10.7%
Dec-2020	\$545,000	+ 28.2%	\$300,000	+ 14.3%
Jan-2021	\$540,000	+ 24.6%	\$290,132	+ 5.5%
Feb-2021	\$530,000	+ 24.7%	\$300,000	+ 6.2%
Mar-2021	\$585,000	+ 27.2%	\$310,000	+ 11.6%
<b>Apr-2021</b>	<b>\$620,000</b>	<b>+ 45.2%</b>	<b>\$318,000</b>	<b>+ 17.8%</b>
12-Month Avg*	\$505,000	+ 20.2%	\$293,526	+ 11.8%

\* Median Closed Price for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Median Closed Price by Month



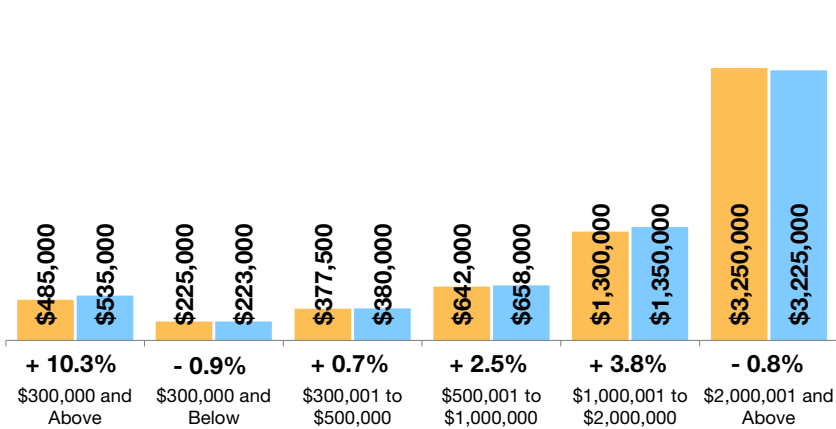
# Overall Median Closed Price by Price Range

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



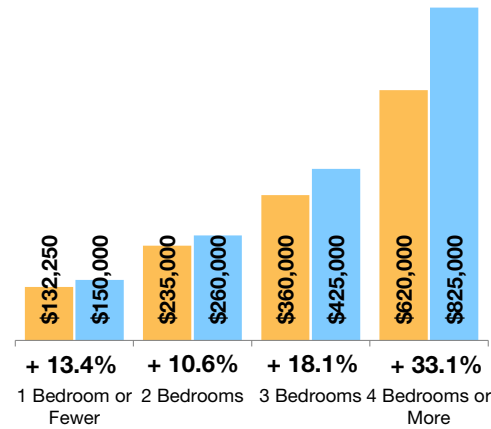
## By Price Range

4-2020 4-2021



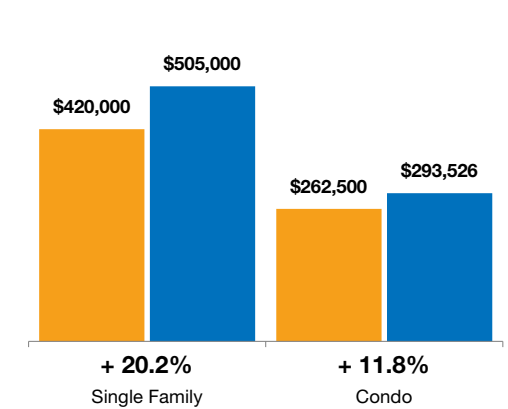
## By Bedroom Count

4-2020 4-2021



## By Property Type

4-2020 4-2021



## All Properties

### By Price Range

	4-2020	4-2021	Change
\$300,000 and Above	\$485,000	\$535,000	+ 10.3%
\$300,000 and Below	\$225,000	\$223,000	- 0.9%
\$300,001 to \$500,000	\$377,500	\$380,000	+ 0.7%
\$500,001 to \$1,000,000	\$642,000	\$658,000	+ 2.5%
\$1,000,001 to \$2,000,000	\$1,300,000	\$1,350,000	+ 3.8%
\$2,000,001 and Above	\$3,250,000	\$3,225,000	- 0.8%
<b>All Price Ranges</b>	<b>\$336,000</b>	<b>\$391,400</b>	<b>+ 16.5%</b>

## Single Family

	4-2020	4-2021	Change
\$300,000 and Above	\$485,000	\$556,250	+ 14.7%
\$300,000 and Below	\$265,000	\$265,000	0.0%
\$300,001 to \$500,000	\$385,000	\$393,810	+ 2.3%
\$500,001 to \$1,000,000	\$639,000	\$650,000	+ 1.7%
\$1,000,001 to \$2,000,000	\$1,322,500	\$1,325,000	+ 0.2%
\$2,000,001 and Above	\$3,385,000	\$3,500,000	+ 3.4%
<b>All Single Family</b>	<b>\$420,000</b>	<b>\$505,000</b>	<b>+ 20.2%</b>

## Condo

	4-2020	4-2021	Change
\$300,000 and Above	\$485,000	\$490,000	+ 1.0%
\$300,000 and Below	\$205,000	\$215,000	+ 4.9%
\$300,001 to \$500,000	\$360,000	\$365,000	+ 1.4%
\$500,001 to \$1,000,000	\$660,000	\$673,750	+ 2.1%
\$1,000,001 to \$2,000,000	\$1,300,000	\$1,411,000	+ 8.5%
\$2,000,001 and Above	\$2,855,000	\$2,600,000	- 8.9%
<b>All Condo</b>	<b>\$262,500</b>	<b>\$293,526</b>	<b>+ 11.8%</b>

### By Bedroom Count

	4-2020	4-2021	Change
1 Bedroom or Fewer	\$132,250	\$150,000	+ 13.4%
2 Bedrooms	\$235,000	\$260,000	+ 10.6%
3 Bedrooms	\$360,000	\$425,000	+ 18.1%
4 Bedrooms or More	\$620,000	\$825,000	+ 33.1%
<b>All Bedroom Counts</b>	<b>\$336,000</b>	<b>\$391,400</b>	<b>+ 16.5%</b>

	4-2020	4-2021	Change
1 Bedroom or Fewer	\$95,000	\$81,000	- 14.7%
2 Bedrooms	\$285,000	\$327,000	+ 14.7%
3 Bedrooms	\$383,000	\$453,000	+ 18.3%
4 Bedrooms or More	\$610,000	\$779,500	+ 27.8%
<b>All Single Family</b>	<b>\$420,000</b>	<b>\$505,000</b>	<b>+ 20.2%</b>

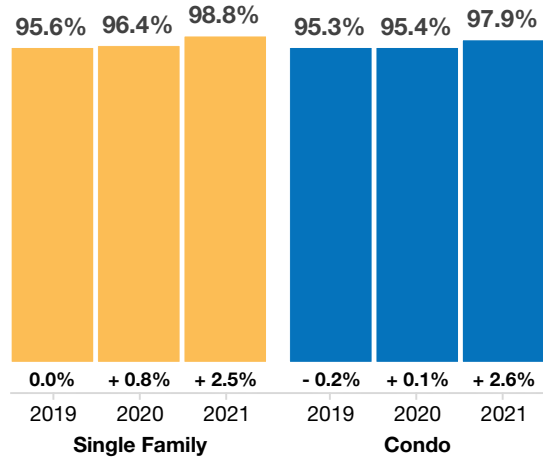


# Overall Percent of List Price Received

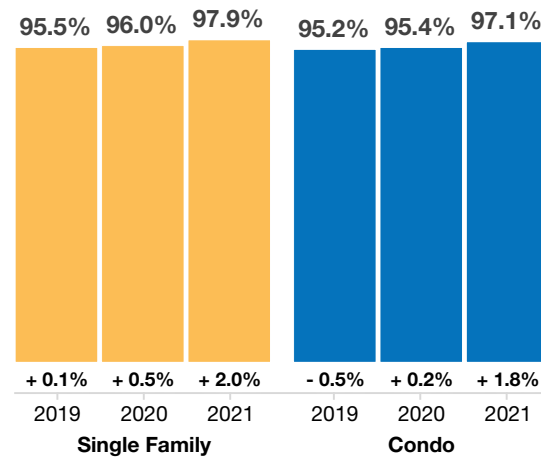
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



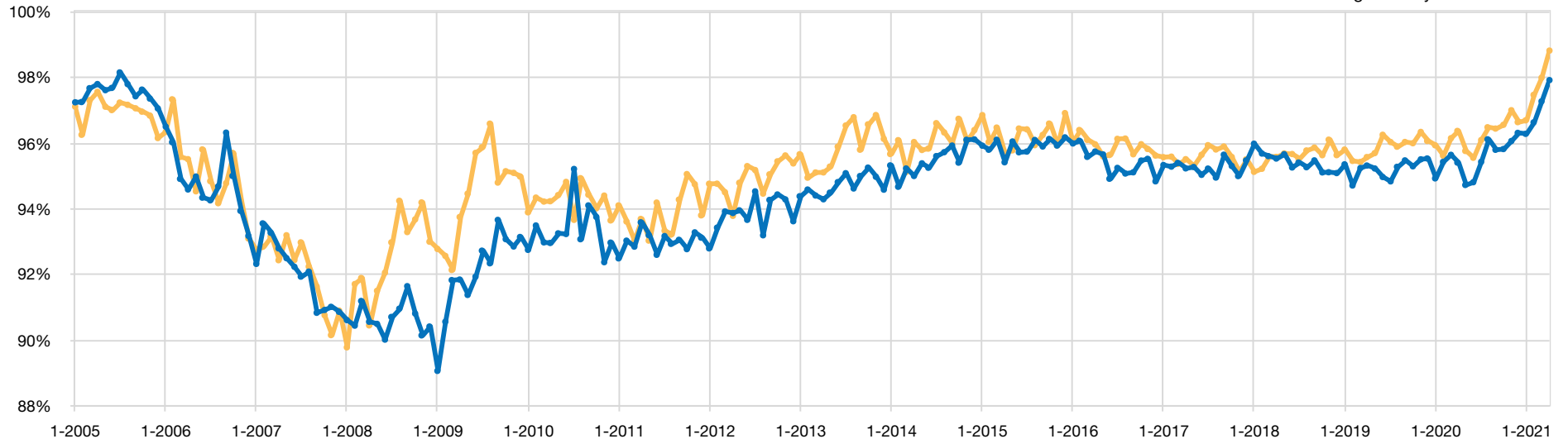
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2020	95.7%	0.0%	94.7%	-0.5%
Jun-2020	95.5%	-0.7%	94.8%	-0.2%
Jul-2020	96.1%	+0.1%	95.4%	+0.6%
Aug-2020	96.5%	+0.6%	96.1%	+0.8%
Sep-2020	96.4%	+0.4%	95.8%	+0.3%
Oct-2020	96.5%	+0.5%	95.8%	+0.5%
Nov-2020	97.0%	+0.7%	96.0%	+0.5%
Dec-2020	96.6%	+0.5%	96.3%	+0.8%
Jan-2021	96.7%	+0.8%	96.3%	+1.5%
Feb-2021	97.5%	+2.0%	96.6%	+1.3%
Mar-2021	98.0%	+2.0%	97.3%	+1.8%
<b>Apr-2021</b>	<b>98.8%</b>	<b>+2.5%</b>	<b>97.9%</b>	<b>+2.6%</b>
12-Month Avg*	96.9%	+0.9%	96.4%	+1.1%

\* Pct. of List Price Received for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



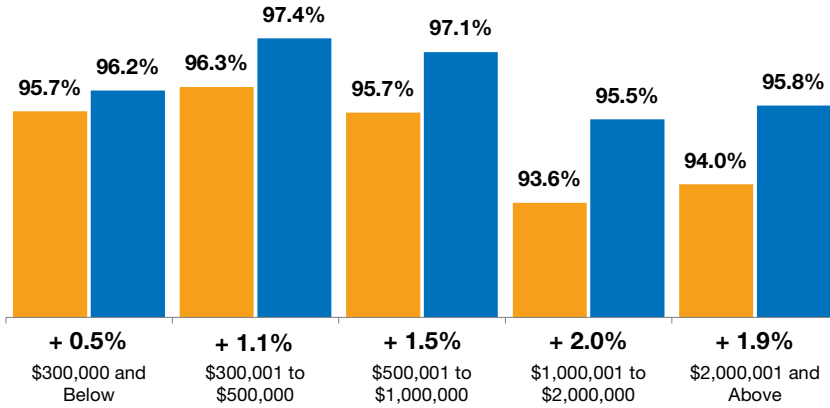
# Overall Percent of List Price Received by Price Range



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.

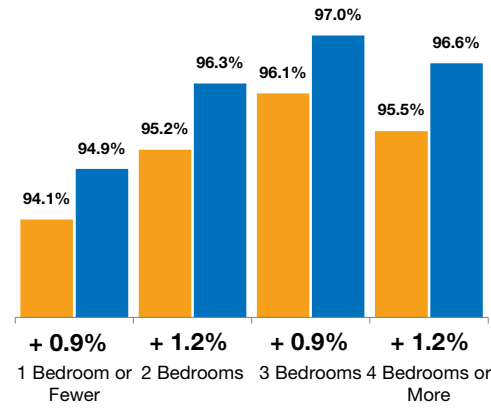
## By Price Range

4-2020 4-2021



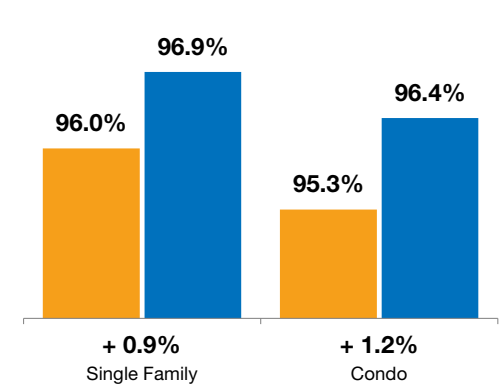
## By Bedroom Count

4-2020 4-2021



## By Property Type

4-2020 4-2021



## All Properties

### By Price Range

	4-2020	4-2021	Change
\$300,000 and Below	95.7%	96.2%	+ 0.5%
\$300,001 to \$500,000	96.3%	97.4%	+ 1.1%
\$500,001 to \$1,000,000	95.7%	97.1%	+ 1.5%
\$1,000,001 to \$2,000,000	93.6%	95.5%	+ 2.0%
\$2,000,001 and Above	94.0%	95.8%	+ 1.9%
<b>All Price Ranges</b>	<b>95.7%</b>	<b>96.6%</b>	<b>+ 0.9%</b>

## Single Family

	4-2020	4-2021	Change
1 Bedroom or Fewer	94.1%	94.9%	+ 0.9%
2 Bedrooms	95.2%	96.3%	+ 1.2%
3 Bedrooms	96.1%	97.0%	+ 0.9%
4 Bedrooms or More	95.5%	96.6%	+ 1.2%
<b>All Bedroom Counts</b>	<b>95.7%</b>	<b>96.6%</b>	<b>+ 0.9%</b>

## Condo

	4-2020	4-2021	Change
1 Bedroom or Fewer	93.1%	91.7%	- 1.5%
2 Bedrooms	94.9%	96.3%	+ 1.5%
3 Bedrooms	96.5%	97.3%	+ 0.8%
4 Bedrooms or More	95.5%	96.5%	+ 1.0%
<b>All Bedroom Counts</b>	<b>96.0%</b>	<b>96.9%</b>	<b>+ 0.9%</b>

### By Bedroom Count

	4-2020	4-2021	Change
1 Bedroom or Fewer	94.1%	94.9%	+ 0.9%
2 Bedrooms	95.2%	96.3%	+ 1.2%
3 Bedrooms	96.1%	97.0%	+ 0.9%
4 Bedrooms or More	95.5%	96.6%	+ 1.2%
<b>All Bedroom Counts</b>	<b>95.7%</b>	<b>96.6%</b>	<b>+ 0.9%</b>

	4-2020	4-2021	Change
1 Bedroom or Fewer	93.1%	91.7%	- 1.5%
2 Bedrooms	94.9%	96.3%	+ 1.5%
3 Bedrooms	96.5%	97.3%	+ 0.8%
4 Bedrooms or More	95.5%	96.5%	+ 1.0%
<b>All Bedroom Counts</b>	<b>96.0%</b>	<b>96.9%</b>	<b>+ 0.9%</b>

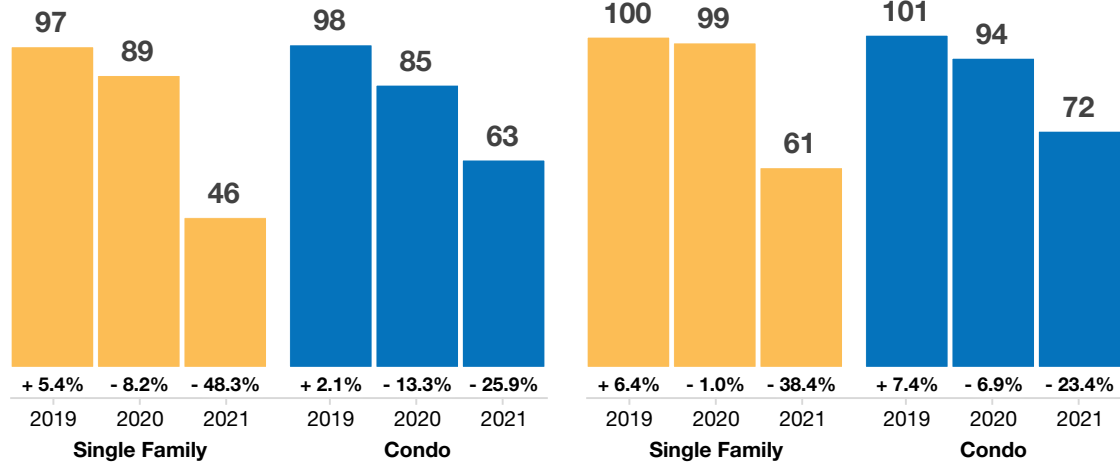
	4-2020	4-2021	Change
Single Family	96.0%	96.9%	+ 0.9%
Condo	95.3%	96.4%	+ 1.2%

# Overall Days on Market Until Sale

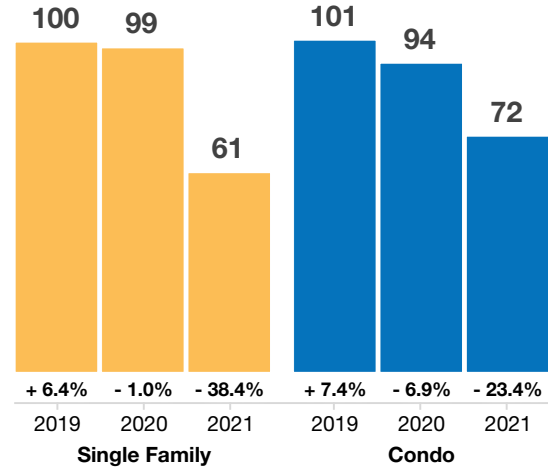
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



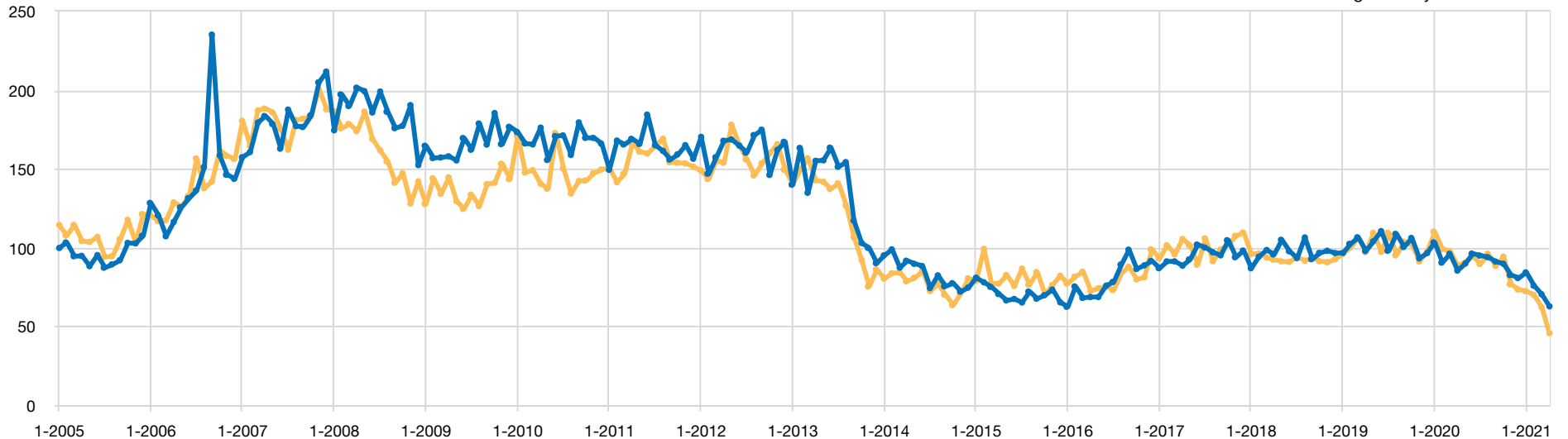
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2020	91	-16.5%	90	-13.5%
Jun-2020	94	-3.1%	96	-12.7%
Jul-2020	90	-17.4%	95	-3.1%
Aug-2020	96	+1.1%	94	-13.8%
Sep-2020	88	-15.4%	91	-9.0%
Oct-2020	94	-7.8%	90	-15.1%
Nov-2020	77	-15.4%	83	-10.8%
Dec-2020	73	-24.7%	81	-16.5%
Jan-2021	72	-34.5%	84	-18.4%
Feb-2021	70	-29.3%	76	-15.6%
Mar-2021	62	-36.7%	70	-27.1%
<b>Apr-2021</b>	<b>46</b>	<b>-48.3%</b>	<b>63</b>	<b>-25.9%</b>
12-Month Avg*	77	-22.7%	81	-18.2%

\* Days on Market for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



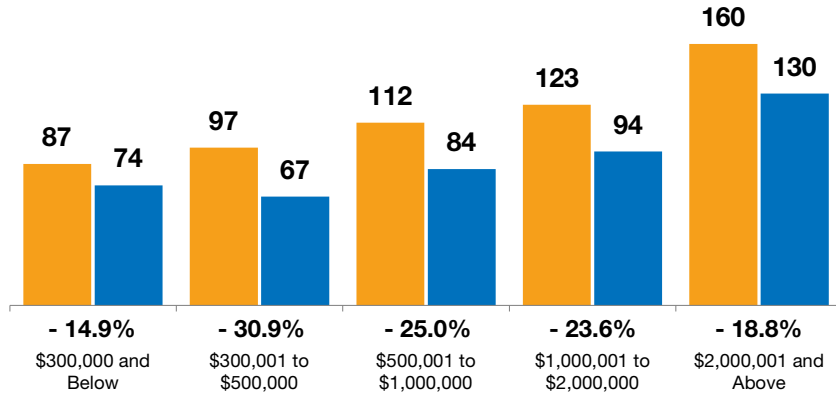
# Overall Days on Market Until Sale

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



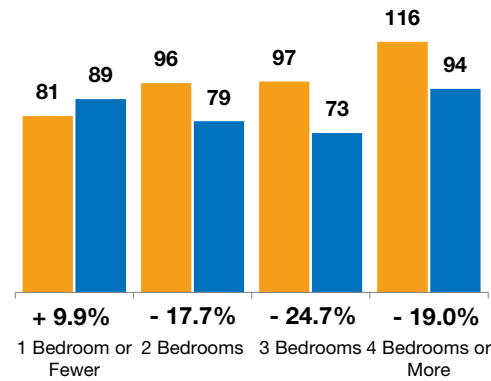
## By Price Range

4-2020 4-2021



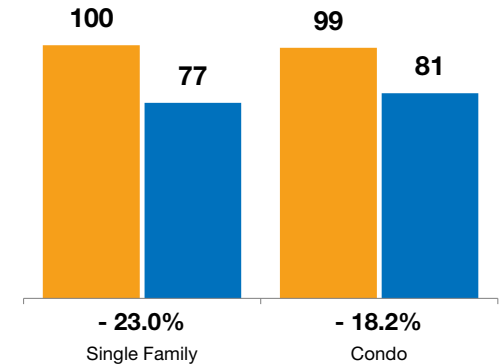
## By Bedroom Count

4-2020 4-2021



## By Property Type

4-2020 4-2021



### All Properties

By Price Range	4-2020	4-2021	Change
\$300,000 and Below	87	74	-14.9%
\$300,001 to \$500,000	97	67	-30.9%
\$500,001 to \$1,000,000	112	84	-25.0%
\$1,000,001 to \$2,000,000	123	94	-23.6%
\$2,000,001 and Above	160	130	-18.8%
<b>All Price Ranges</b>	<b>100</b>	<b>79</b>	<b>-21.0%</b>

### Single Family

4-2020	4-2021	Change	4-2020	4-2021	Change
72	66	-8.3%	92	75	-18.5%
95	60	-36.8%	101	77	-23.8%
111	76	-31.5%	114	100	-12.3%
123	93	-24.4%	123	97	-21.1%
170	142	-16.5%	136	99	-27.2%
<b>100</b>	<b>77</b>	<b>-23.0%</b>	<b>99</b>	<b>81</b>	<b>-18.2%</b>

### Condo

By Bedroom Count	4-2020	4-2021	Change
1 Bedroom or Fewer	81	89	+9.9%
2 Bedrooms	96	79	-17.7%
3 Bedrooms	97	73	-24.7%
4 Bedrooms or More	116	94	-19.0%
<b>All Bedroom Counts</b>	<b>100</b>	<b>79</b>	<b>-21.0%</b>

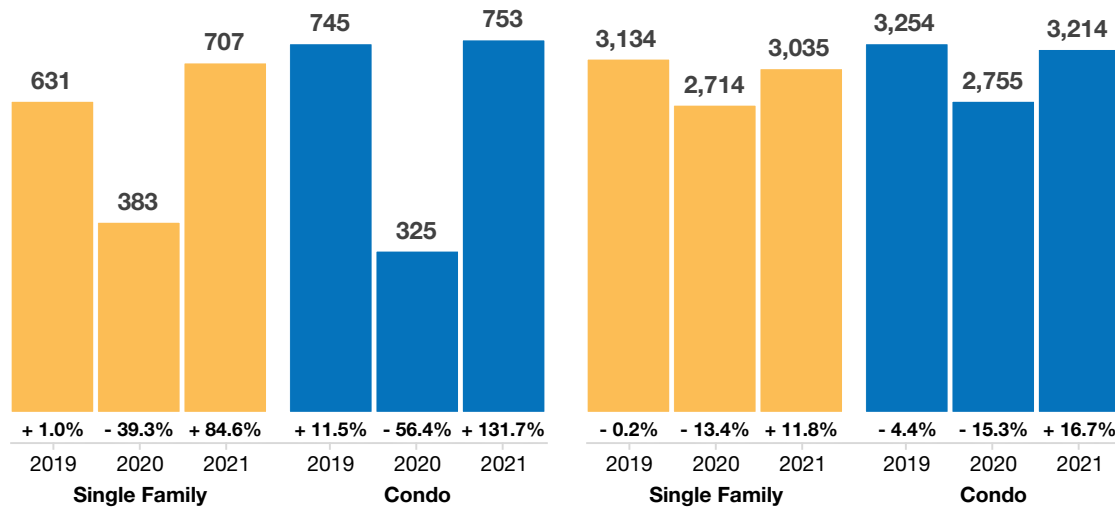
4-2020	4-2021	Change	4-2020	4-2021	Change
117	198	+69.2%	76	78	+3.7%
93	69	-25.8%	97	81	-17.1%
93	68	-26.9%	104	81	-22.1%
116	93	-19.8%	112	101	-9.3%
<b>100</b>	<b>77</b>	<b>-23.0%</b>	<b>99</b>	<b>81</b>	<b>-18.2%</b>

# Overall New Listings

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

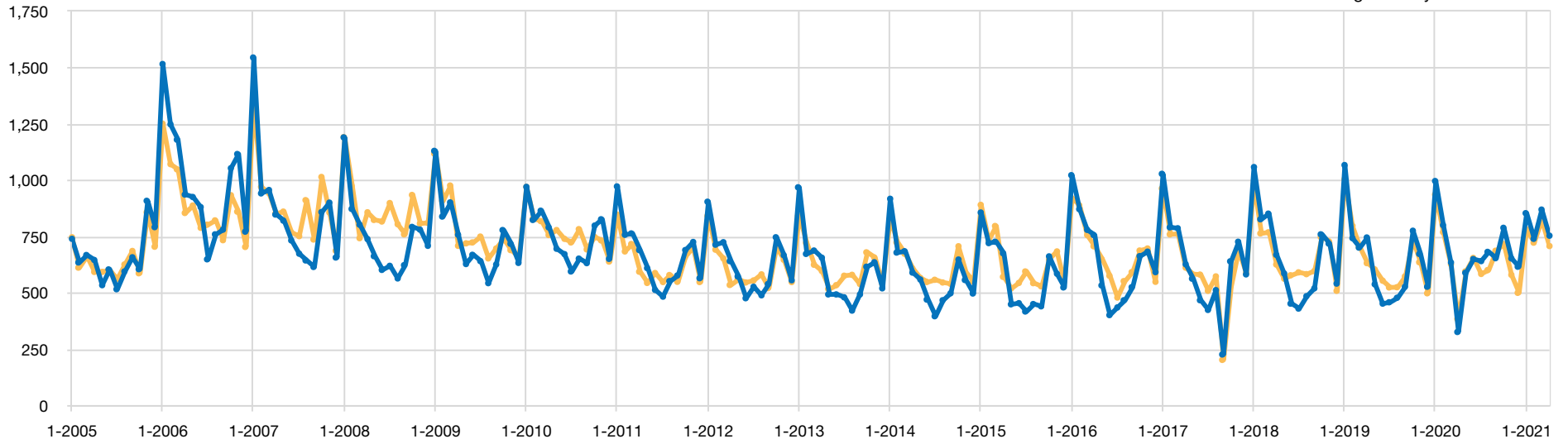


## April



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2020	594	- 1.5%	588	+ 9.5%
Jun-2020	654	+ 18.3%	649	+ 43.9%
Jul-2020	583	+ 11.5%	640	+ 40.0%
Aug-2020	600	+ 14.5%	681	+ 42.8%
Sep-2020	686	+ 19.9%	653	+ 24.1%
Oct-2020	716	- 2.3%	788	+ 1.7%
Nov-2020	579	- 8.8%	652	- 3.0%
Dec-2020	499	+ 0.4%	615	+ 16.9%
Jan-2021	783	- 16.3%	853	- 14.4%
Feb-2021	722	- 6.1%	739	- 7.6%
Mar-2021	823	+ 31.5%	869	+ 37.1%
<b>Apr-2021</b>	<b>707</b>	<b>+ 84.6%</b>	<b>753</b>	<b>+ 131.7%</b>
12-Month Avg	662	+ 8.0%	707	+ 18.2%

## Historical New Listings by Month

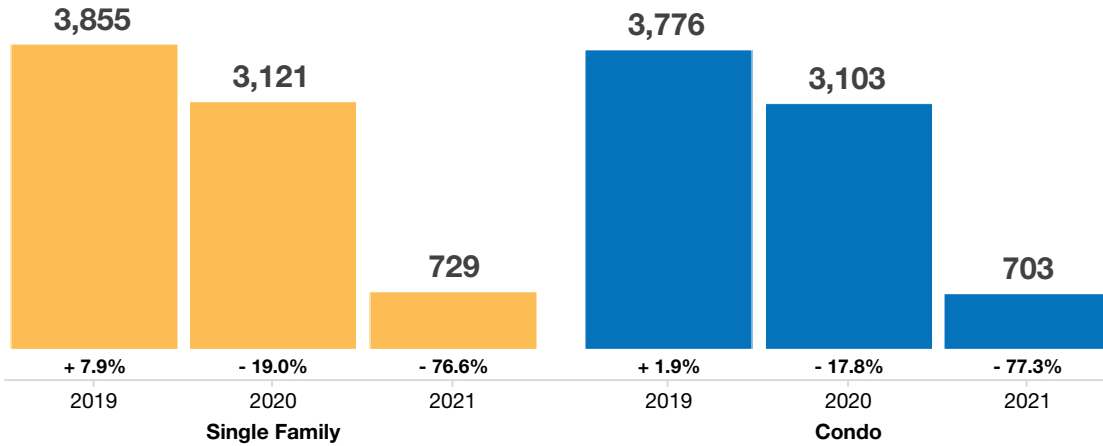


# Overall Inventory of Homes for Sale

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

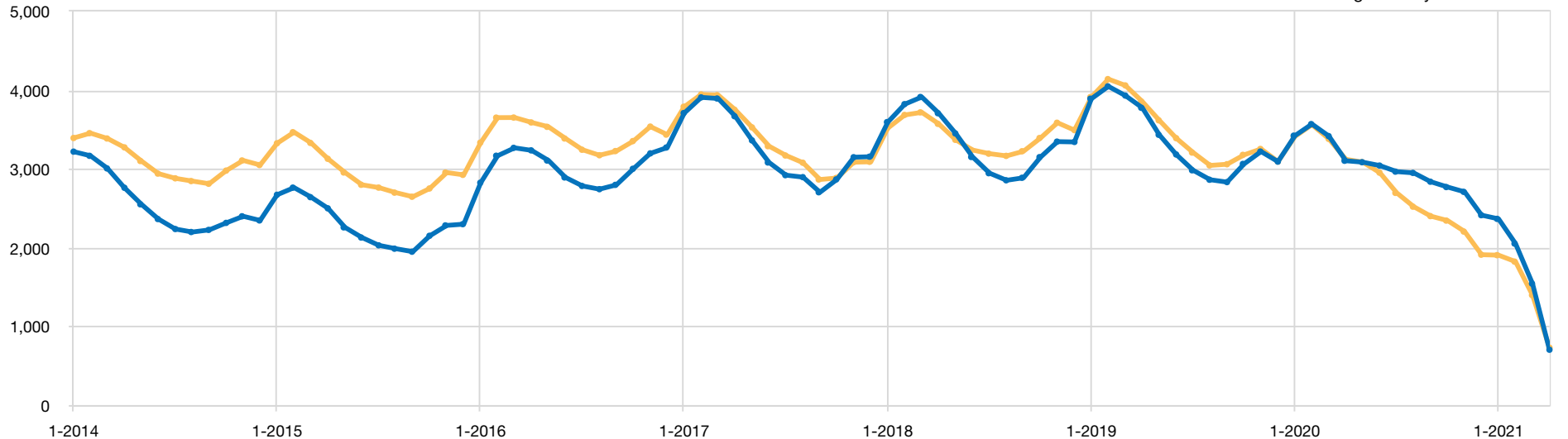


## April



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2020	3,085	- 14.7%	3,085	- 10.1%
Jun-2020	2,952	- 12.9%	3,042	- 4.4%
Jul-2020	2,695	- 16.0%	2,965	- 0.6%
Aug-2020	2,520	- 17.2%	2,949	+ 3.0%
Sep-2020	2,400	- 21.5%	2,837	+ 0.2%
Oct-2020	2,343	- 26.3%	2,769	- 9.6%
Nov-2020	2,204	- 32.2%	2,708	- 15.9%
Dec-2020	1,910	- 38.2%	2,412	- 22.0%
Jan-2021	1,904	- 44.2%	2,365	- 30.9%
Feb-2021	1,822	- 48.8%	2,051	- 42.5%
Mar-2021	1,397	- 58.7%	1,543	- 54.8%
<b>Apr-2021</b>	<b>729</b>	<b>- 76.6%</b>	<b>703</b>	<b>- 77.3%</b>
12-Month Avg	2,163	- 34.0%	2,452	- 22.9%

## Historical Inventory of Homes for Sale by Month



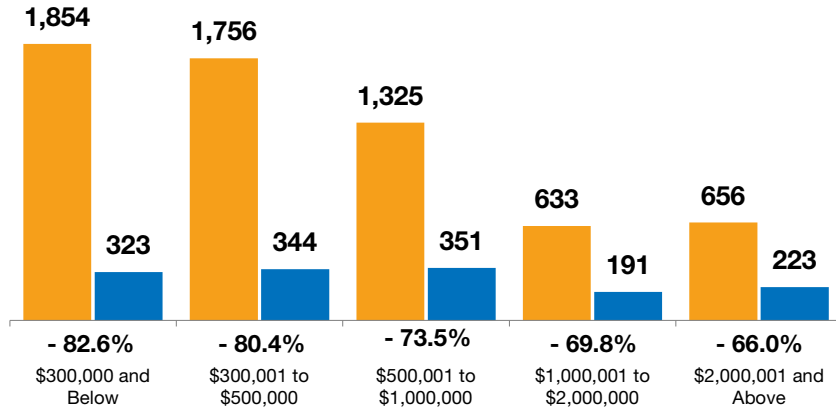
# Overall Inventory of Homes for Sale by Price Range

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



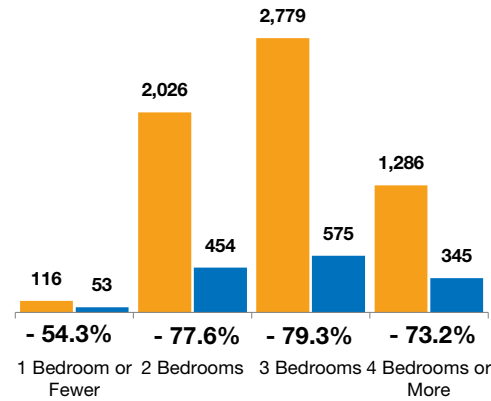
## By Price Range

4-2020 4-2021



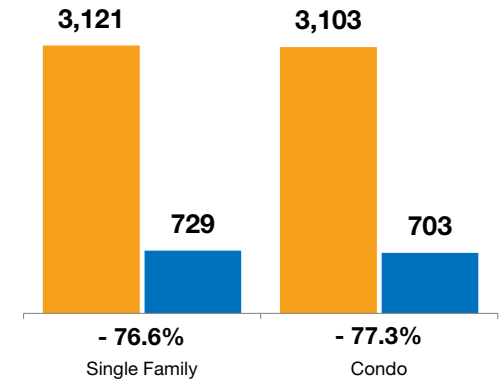
## By Bedroom Count

4-2020 4-2021



## By Property Type

4-2020 4-2021



### All Properties

#### By Price Range

	4-2020	4-2021	Change
\$300,000 and Below	1,854	323	- 82.6%
\$300,001 to \$500,000	1,756	344	- 80.4%
\$500,001 to \$1,000,000	1,325	351	- 73.5%
\$1,000,001 to \$2,000,000	633	191	- 69.8%
\$2,000,001 and Above	656	223	- 66.0%
<b>All Price Ranges</b>	<b>6,224</b>	<b>1,432</b>	<b>- 77.0%</b>

### Single Family

	4-2020	4-2021	Change
1 Bedroom or Fewer	116	53	- 54.3%
2 Bedrooms	2,026	454	- 77.6%
3 Bedrooms	2,779	575	- 79.3%
4 Bedrooms or More	1,286	345	- 73.2%
<b>All Bedroom Counts</b>	<b>6,224</b>	<b>1,432</b>	<b>- 77.0%</b>

### Condo

	4-2020	4-2021	Change
Single Family	3,121	729	- 76.6%
Condo	3,103	703	- 77.3%

#### By Bedroom Count

	4-2020	4-2021	Change
1 Bedroom or Fewer	116	53	- 54.3%
2 Bedrooms	2,026	454	- 77.6%
3 Bedrooms	2,779	575	- 79.3%
4 Bedrooms or More	1,286	345	- 73.2%
<b>All Bedroom Counts</b>	<b>6,224</b>	<b>1,432</b>	<b>- 77.0%</b>

	4-2020	4-2021	Change
Single Family	3,121	729	- 76.6%
Condo	3,103	703	- 77.3%

# Listing and Sales Summary Report

## April 2021



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Apr-21	Apr-20	% Change	Apr-21	Apr-20	% Change	Apr-21	Apr-20	% Change	Apr-21	Apr-20	% Change
<b>Overall Naples Market*</b>	<b>\$445,000</b>	<b>\$340,000</b>	<b>+30.9%</b>	<b>1882</b>	<b>852</b>	<b>+120.9%</b>	<b>1,432</b>	<b>6,224</b>	<b>-77.0%</b>	<b>55</b>	<b>87</b>	<b>-36.8%</b>
<b>Collier County</b>	<b>\$464,900</b>	<b>\$358,000</b>	<b>+29.9%</b>	<b>2096</b>	<b>924</b>	<b>+126.8%</b>	<b>1,652</b>	<b>6,972</b>	<b>-76.3%</b>	<b>57</b>	<b>91</b>	<b>-37.4%</b>
Ave Maria	\$319,000	\$303,500	+5.1%	29	16	+81.3%	23	93	-75.3%	69	104	-33.7%
Central Naples	\$269,000	\$277,500	-3.1%	280	116	+141.4%	163	790	-79.4%	54	82	-34.1%
East Naples	\$425,000	\$329,000	+29.2%	335	209	+60.3%	244	1,242	-80.4%	35	87	-59.8%
Everglades City	\$258,000	\$50,000	+416.0%	1	1	0.0%	7	9	-22.2%	202	39	+417.9%
Immokalee	\$211,450	\$197,900	+6.8%	2	4	-50.0%	10	23	-56.5%	9	53	-83.0%
Immokalee / Ave Maria	\$310,000	\$294,500	+5.3%	31	20	+55.0%	33	116	-71.6%	65	93	-30.1%
Naples	\$450,000	\$345,000	+30.4%	1852	832	+122.6%	1,400	6,111	-77.1%	55	87	-36.8%
Naples Beach	\$1,067,000	\$734,000	+45.4%	406	131	+209.9%	432	1,442	-70.0%	79	96	-17.7%
North Naples	\$520,000	\$390,000	+33.3%	487	243	+100.4%	310	1,570	-80.3%	57	84	-32.1%
South Naples	\$310,000	\$269,900	+14.9%	343	133	+157.9%	250	1,064	-76.5%	45	87	-48.3%
34102	\$1,597,500	\$965,000	+65.5%	128	46	+178.3%	185	486	-61.9%	73	95	-23.2%
34103	\$1,199,000	\$745,000	+60.9%	105	30	+250.0%	111	404	-72.5%	79	85	-7.1%
34104	\$240,000	\$215,000	+11.6%	121	51	+137.3%	64	358	-82.1%	52	84	-38.1%
34105	\$270,000	\$337,500	-20.0%	117	48	+143.8%	70	324	-78.4%	62	89	-30.3%
34108	\$795,000	\$605,000	+31.4%	173	55	+214.5%	136	552	-75.4%	83	103	-19.4%
34109	\$478,000	\$422,500	+13.1%	131	54	+142.6%	80	353	-77.3%	45	85	-47.1%
34110	\$535,000	\$322,500	+65.9%	186	82	+126.8%	114	608	-81.3%	85	91	-6.6%
34112	\$240,000	\$225,000	+6.7%	165	71	+132.4%	118	523	-77.4%	46	66	-30.3%
34113	\$402,500	\$317,500	+26.8%	178	62	+187.1%	132	541	-75.6%	45	111	-59.5%
34114	\$435,000	\$341,000	+27.6%	155	74	+109.5%	106	560	-81.1%	37	104	-64.4%
34116	\$324,950	\$293,000	+10.9%	42	17	+147.1%	29	108	-73.1%	33	55	-40.0%
34117	\$439,000	\$314,000	+39.8%	27	19	+42.1%	43	118	-63.6%	51	55	-7.3%
34119	\$560,000	\$390,000	+43.6%	170	107	+58.9%	116	608	-80.9%	35	77	-54.5%
34120	\$405,000	\$327,450	+23.7%	153	116	+31.9%	95	564	-83.2%	30	81	-63.0%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$310,000	\$294,500	+5.3%	31	20	+55.0%	33	116	-71.6%	65	93	-30.1%

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



# Local Market Update – April 2021

A Research Tool Provided by Naples Area Board of REALTORS®



## Naples Beach

34102, 34103, 34108

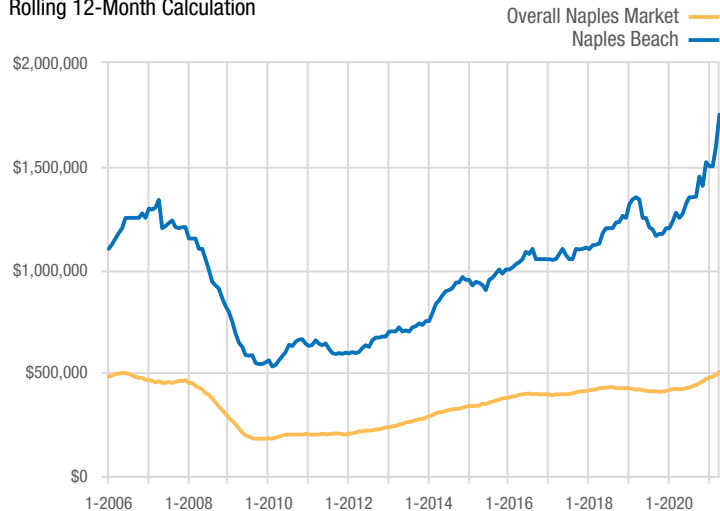
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	61	117	+ 91.8%	430	512	+ 19.1%
Total Sales	43	143	+ 232.6%	260	482	+ 85.4%
Days on Market Until Sale	91	64	- 29.7%	126	93	- 26.2%
Median Closed Price*	\$1,250,000	\$2,500,000	+ 100.0%	\$1,800,000	\$2,200,000	+ 22.2%
Average Closed Price*	\$2,238,993	\$3,076,919	+ 37.4%	\$2,450,847	\$3,274,722	+ 33.6%
Percent of List Price Received*	93.3%	98.3%	+ 5.4%	93.8%	97.3%	+ 3.7%
Inventory of Homes for Sale	600	165	- 72.5%	—	—	—
Months Supply of Inventory	9.9	1.7	- 82.8%	—	—	—

Condo	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	61	185	+ 203.3%	660	801	+ 21.4%
Total Sales	88	263	+ 198.9%	435	872	+ 100.5%
Days on Market Until Sale	99	87	- 12.1%	109	90	- 17.4%
Median Closed Price*	\$637,500	\$800,000	+ 25.5%	\$690,000	\$777,500	+ 12.7%
Average Closed Price*	\$743,988	\$1,199,832	+ 61.3%	\$1,016,681	\$1,141,253	+ 12.3%
Percent of List Price Received*	94.2%	97.7%	+ 3.7%	94.5%	96.7%	+ 2.3%
Inventory of Homes for Sale	842	267	- 68.3%	—	—	—
Months Supply of Inventory	9.0	1.8	- 80.0%	—	—	—

\* 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.

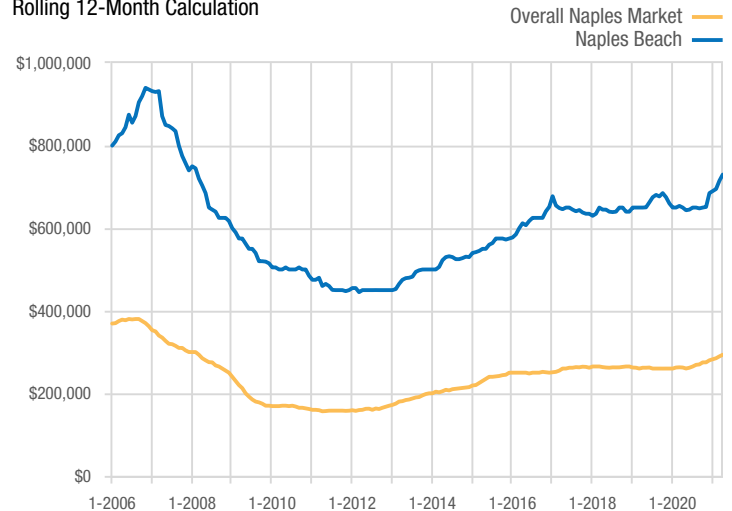
### Median Closed Price - Single Family

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 – April 2021

A Research Tool Provided by Naples Area Board of REALTORS®



## North Naples

34109, 34110, 34119

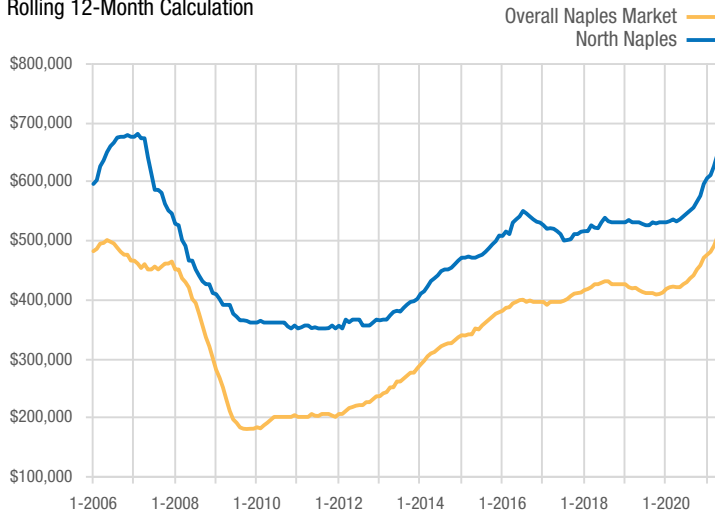
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	76	<b>170</b>	+ 123.7%	644	<b>761</b>	+ 18.2%
Total Sales	107	<b>222</b>	+ 107.5%	407	<b>671</b>	+ 64.9%
Days on Market Until Sale	96	<b>44</b>	- 54.2%	93	<b>54</b>	- 41.9%
Median Closed Price*	\$537,000	<b>\$727,950</b>	+ 35.6%	\$555,000	<b>\$710,000</b>	+ 27.9%
Average Closed Price*	\$747,170	<b>\$1,003,038</b>	+ 34.2%	\$805,951	<b>\$991,130</b>	+ 23.0%
Percent of List Price Received*	95.5%	<b>99.2%</b>	+ 3.9%	95.7%	<b>98.0%</b>	+ 2.4%
Inventory of Homes for Sale	768	<b>166</b>	- 78.4%	—	—	—
Months Supply of Inventory	6.8	<b>1.1</b>	- 83.8%	—	—	—

Condo	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	107	<b>194</b>	+ 81.3%	741	<b>831</b>	+ 12.1%
Total Sales	136	<b>265</b>	+ 94.9%	504	<b>877</b>	+ 74.0%
Days on Market Until Sale	74	<b>68</b>	- 8.1%	82	<b>68</b>	- 17.1%
Median Closed Price*	\$269,500	<b>\$318,000</b>	+ 18.0%	\$270,000	<b>\$300,000</b>	+ 11.1%
Average Closed Price*	\$367,752	<b>\$463,193</b>	+ 26.0%	\$381,934	<b>\$433,815</b>	+ 13.6%
Percent of List Price Received*	95.8%	<b>98.1%</b>	+ 2.4%	95.8%	<b>97.6%</b>	+ 1.9%
Inventory of Homes for Sale	802	<b>144</b>	- 82.0%	—	—	—
Months Supply of Inventory	6.5	<b>0.8</b>	- 87.7%	—	—	—

\* 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.

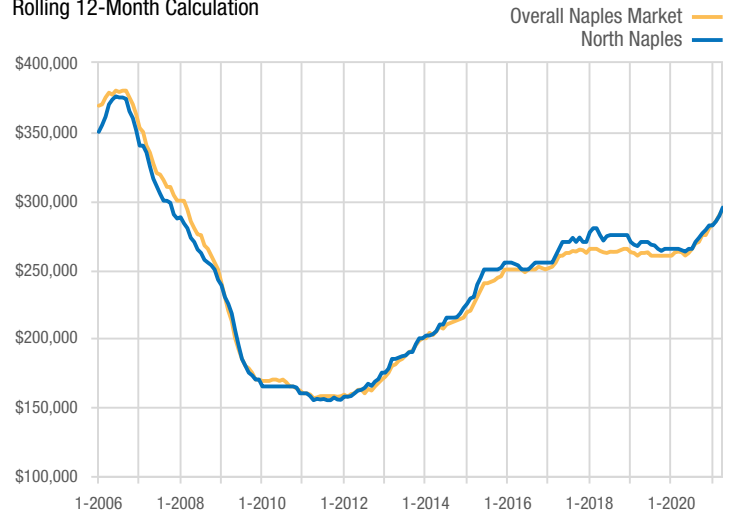
### Median Closed Price - Single Family

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 – April 2021

A Research Tool Provided by Naples Area Board of REALTORS®



## Central Naples

34104, 34105, 34116

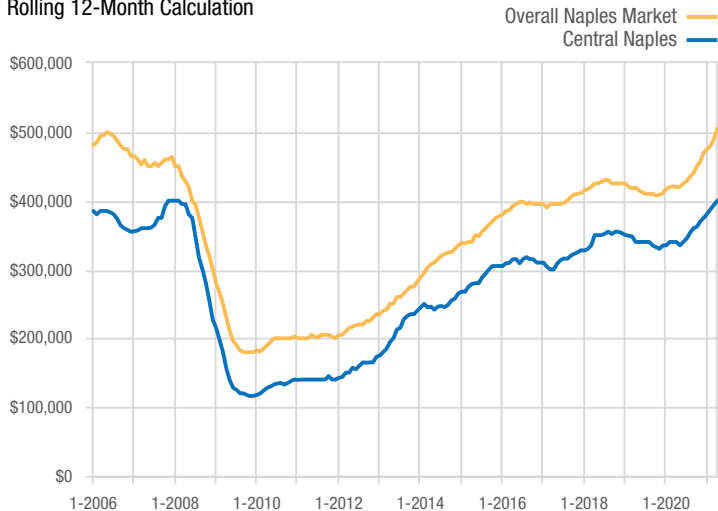
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	48	<b>98</b>	+ 104.2%	350	<b>383</b>	+ 9.4%
Total Sales	54	<b>102</b>	+ 88.9%	244	<b>333</b>	+ 36.5%
Days on Market Until Sale	78	<b>44</b>	- 43.6%	96	<b>52</b>	- 45.8%
Median Closed Price*	\$372,750	<b>\$436,250</b>	+ 17.0%	\$358,950	<b>\$436,000</b>	+ 21.5%
Average Closed Price*	\$671,596	<b>\$663,178</b>	- 1.3%	\$583,455	<b>\$794,647</b>	+ 36.2%
Percent of List Price Received*	95.2%	<b>98.5%</b>	+ 3.5%	95.8%	<b>97.9%</b>	+ 2.2%
Inventory of Homes for Sale	371	<b>79</b>	- 78.7%	—	—	—
Months Supply of Inventory	6.0	<b>1.1</b>	- 81.7%	—	—	—

Condo	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	42	<b>106</b>	+ 152.4%	405	<b>497</b>	+ 22.7%
Total Sales	62	<b>178</b>	+ 187.1%	257	<b>530</b>	+ 106.2%
Days on Market Until Sale	85	<b>59</b>	- 30.6%	82	<b>67</b>	- 18.3%
Median Closed Price*	\$199,000	<b>\$210,000</b>	+ 5.5%	\$195,000	<b>\$210,000</b>	+ 7.7%
Average Closed Price*	\$216,152	<b>\$242,524</b>	+ 12.2%	\$219,301	<b>\$243,023</b>	+ 10.8%
Percent of List Price Received*	95.3%	<b>97.5%</b>	+ 2.3%	95.4%	<b>96.8%</b>	+ 1.5%
Inventory of Homes for Sale	419	<b>84</b>	- 80.0%	—	—	—
Months Supply of Inventory	6.5	<b>0.9</b>	- 86.2%	—	—	—

\* 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.

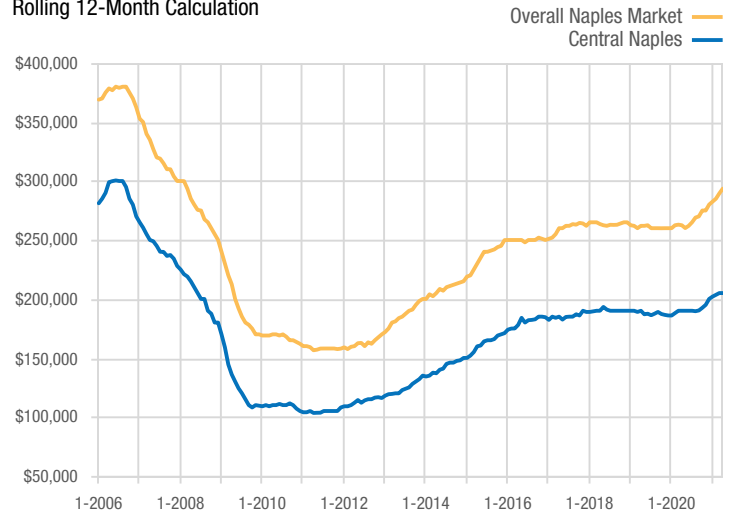
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – April 2021

A Research Tool Provided by Naples Area Board of REALTORS®



## South Naples

34112, 34113

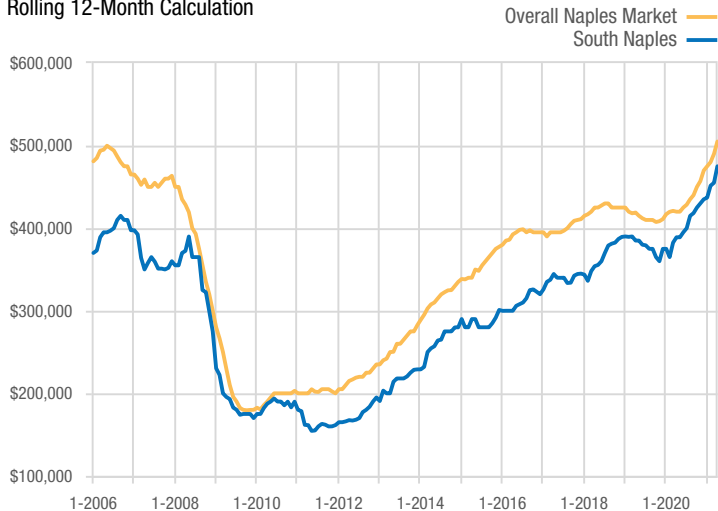
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	50	<b>92</b>	+ 84.0%	384	<b>415</b>	+ 8.1%
Total Sales	40	<b>104</b>	+ 160.0%	200	<b>355</b>	+ 77.5%
Days on Market Until Sale	77	<b>42</b>	- 45.5%	100	<b>66</b>	- 34.0%
Median Closed Price*	\$442,500	<b>\$572,000</b>	+ 29.3%	\$425,000	<b>\$520,000</b>	+ 22.4%
Average Closed Price*	\$569,312	<b>\$651,003</b>	+ 14.3%	\$540,061	<b>\$641,739</b>	+ 18.8%
Percent of List Price Received*	96.2%	<b>99.1%</b>	+ 3.0%	95.8%	<b>97.7%</b>	+ 2.0%
Inventory of Homes for Sale	423	<b>116</b>	- 72.6%	—	—	—
Months Supply of Inventory	8.5	<b>1.6</b>	- 81.2%	—	—	—

Condo	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	68	<b>176</b>	+ 158.8%	594	<b>696</b>	+ 17.2%
Total Sales	93	<b>239</b>	+ 157.0%	395	<b>765</b>	+ 93.7%
Days on Market Until Sale	91	<b>47</b>	- 48.4%	98	<b>70</b>	- 28.6%
Median Closed Price*	\$215,000	<b>\$260,000</b>	+ 20.9%	\$223,250	<b>\$250,000</b>	+ 12.0%
Average Closed Price*	\$250,605	<b>\$285,134</b>	+ 13.8%	\$256,166	<b>\$269,783</b>	+ 5.3%
Percent of List Price Received*	95.3%	<b>98.0%</b>	+ 2.8%	95.4%	<b>97.0%</b>	+ 1.7%
Inventory of Homes for Sale	641	<b>134</b>	- 79.1%	—	—	—
Months Supply of Inventory	6.7	<b>1.0</b>	- 85.1%	—	—	—

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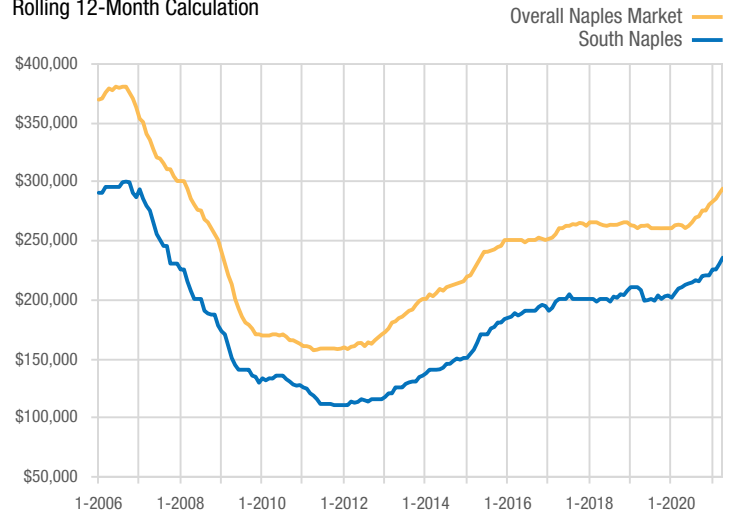
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## East Naples

34114, 34117, 34120, 34137

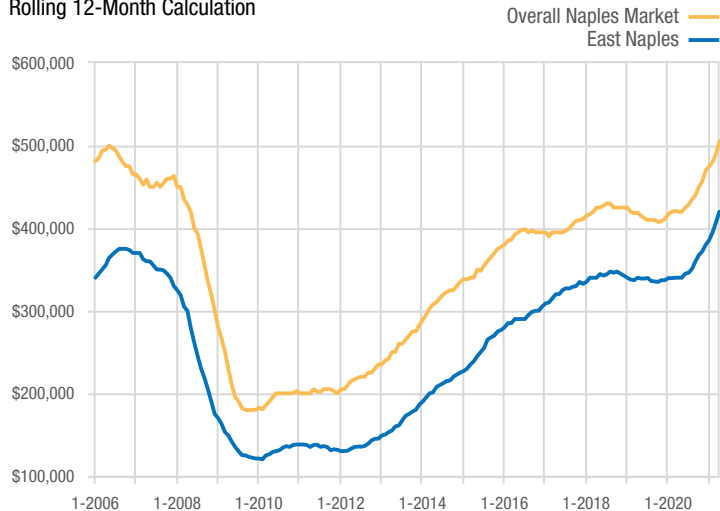
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	140	<b>211</b>	+ 50.7%	833	<b>869</b>	+ 4.3%
Total Sales	156	<b>220</b>	+ 41.0%	591	<b>825</b>	+ 39.6%
Days on Market Until Sale	88	<b>36</b>	- 59.1%	92	<b>48</b>	- 47.8%
Median Closed Price*	\$352,000	<b>\$472,000</b>	+ 34.1%	\$347,000	<b>\$459,900</b>	+ 32.5%
Average Closed Price*	\$412,161	<b>\$582,783</b>	+ 41.4%	\$413,162	<b>\$536,166</b>	+ 29.8%
Percent of List Price Received*	98.0%	<b>98.7%</b>	+ 0.7%	97.2%	<b>98.1%</b>	+ 0.9%
Inventory of Homes for Sale	860	<b>176</b>	- 79.5%	—	—	—
Months Supply of Inventory	5.9	<b>0.9</b>	- 84.7%	—	—	—

Condo	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	44	<b>92</b>	+ 109.1%	343	<b>380</b>	+ 10.8%
Total Sales	53	<b>115</b>	+ 117.0%	219	<b>403</b>	+ 84.0%
Days on Market Until Sale	84	<b>35</b>	- 58.3%	97	<b>51</b>	- 47.4%
Median Closed Price*	\$285,000	<b>\$345,000</b>	+ 21.1%	\$269,269	<b>\$325,000</b>	+ 20.7%
Average Closed Price*	\$284,303	<b>\$357,303</b>	+ 25.7%	\$280,289	<b>\$323,614</b>	+ 15.5%
Percent of List Price Received*	96.7%	<b>98.5%</b>	+ 1.9%	96.0%	<b>97.8%</b>	+ 1.9%
Inventory of Homes for Sale	382	<b>68</b>	- 82.2%	—	—	—
Months Supply of Inventory	7.2	<b>0.8</b>	- 88.9%	—	—	—

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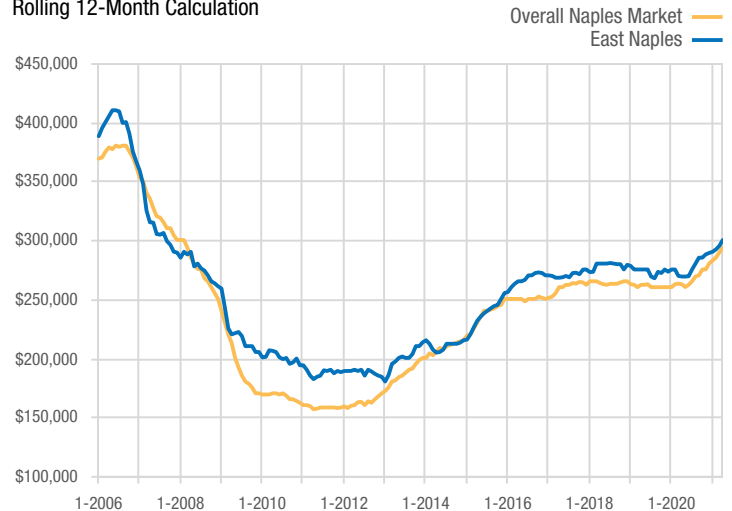
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## Immokalee / Ave Maria

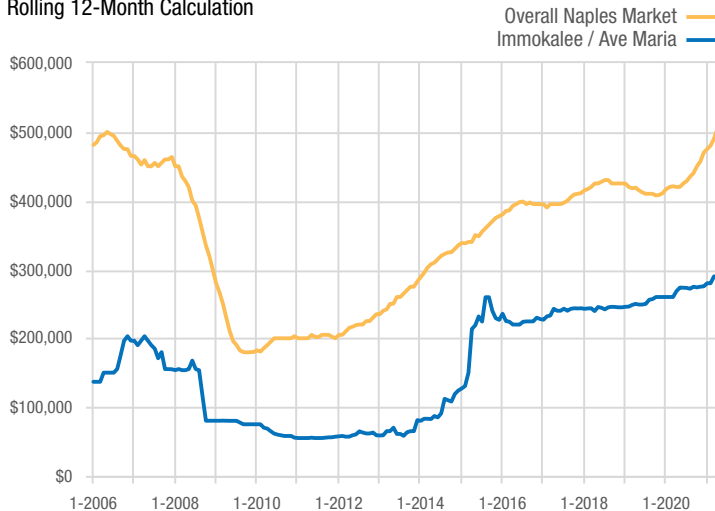
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	8	19	+ 137.5%	73	95	+ 30.1%
Total Sales	19	29	+ 52.6%	60	91	+ 51.7%
Days on Market Until Sale	96	68	- 29.2%	91	67	- 26.4%
Median Closed Price*	\$299,000	<b>\$319,000</b>	+ 6.7%	\$277,500	<b>\$310,000</b>	+ 11.7%
Average Closed Price*	\$292,952	<b>\$374,859</b>	+ 28.0%	\$281,974	<b>\$339,269</b>	+ 20.3%
Percent of List Price Received*	98.2%	<b>99.3%</b>	+ 1.1%	97.8%	<b>98.2%</b>	+ 0.4%
Inventory of Homes for Sale	99	27	- 72.7%	—	—	—
Months Supply of Inventory	7.0	1.5	- 78.6%	—	—	—

Condo	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
<b>Key Metrics</b>						
New Listings	3	0	- 100.0%	12	9	- 25.0%
Total Sales	1	2	+ 100.0%	5	13	+ 160.0%
Days on Market Until Sale	54	18	- 66.7%	74	65	- 12.2%
Median Closed Price*	\$255,000	<b>\$226,000</b>	- 11.4%	\$266,000	<b>\$207,000</b>	- 22.2%
Average Closed Price*	\$255,000	<b>\$226,000</b>	- 11.4%	\$256,143	<b>\$209,834</b>	- 18.1%
Percent of List Price Received*	91.1%	<b>98.8%</b>	+ 8.5%	97.5%	<b>96.5%</b>	- 1.0%
Inventory of Homes for Sale	17	6	- 64.7%	—	—	—
Months Supply of Inventory	8.1	2.0	- 75.3%	—	—	—

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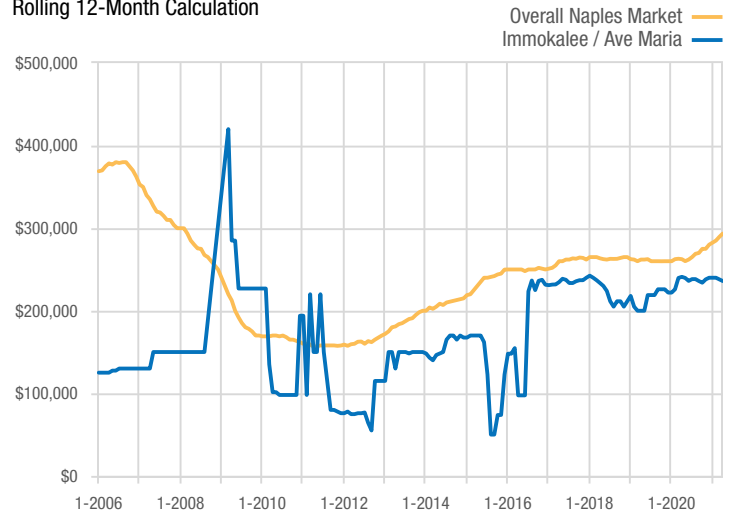
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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