

Naples Area Market Report



April 2023

The Naples real estate market enjoyed another month of increased home values driven mainly by another month of below typical inventory levels. According to the area's top real estate brokers, resale home inventory in Naples this year will unlikely spike to levels we enjoyed before the pandemic. However, since 2019, the number of new listings each month has remained fairly consistent, with most months enjoying an average of between 1,100 and 1,300 new listings. According to the April 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), overall inventory increased 64.4 percent in April to 2,868 homes for sale from 1,745 homes for sale in April 2022.

In April, new listings decreased 25 percent to 1,116 new listings from 1,488 new listings in April 2022. As a result of slow inventory gains this year, pending and closed sales activity simmered slightly in April compared to March. Pending sales decreased 18.4 percent to 1,123 pending sales from 1,377 pending sales in April 2022, and closed sales in April decreased 24.2 percent to 947 homes from 1,250 homes in April 2022.

The report also showed the area's overall median closed price is not increasing by double-digits each month anymore. In April, the median closed price for single family homes increased 3.1 percent to \$825,000 from \$800,000 in April 2022. But it's a different story in the condominium market, where the median closed price increased 14.3 percent in April to \$526,000 from \$460,000 in April 2022.

Quick Facts

- 24.2%	+ 5.5%	+ 64.4%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
- 6.7%	- 28.0%	- 30.6%
Price Range With the Strongest Sales: \$2,000,001 and Above	Bedroom Count With Strongest Sales: 2 Bedrooms	Property Type With Strongest Sales: Single Family

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

Overall Naples Market

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



Key Metrics	Historical Sparkbars	4-2022	4-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		1,488	1,116	- 25.0%	5,747	5,206	- 9.4%
Total Sales		1,250	947	- 24.2%	4,133	3,242	- 21.6%
Days on Market Until Sale		16	53	+ 231.3%	21	52	+ 147.6%
Median Closed Price		\$595,000	\$627,500	+ 5.5%	\$562,000	\$610,000	+ 8.5%
Average Closed Price		\$1,105,237	\$997,295	- 9.8%	\$1,024,055	\$1,060,523	+ 3.6%
Percent of List Price Received		101.0%	96.6%	- 4.4%	100.7%	96.4%	- 4.3%
Pending Listings		1,377	1,123	- 18.4%	5,841	4,823	- 17.4%
Inventory of Homes for Sale		1,745	2,868	+ 64.4%	—	—	—
Months Supply of Inventory		1.6	3.7	+ 131.3%	—	—	—

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	4-2022	4-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		783	558	- 28.7%	2,879	2,578	- 10.5%
Total Sales		580	431	- 25.7%	2,034	1,593	- 21.7%
Days on Market Until Sale		21	60	+ 185.7%	27	59	+ 118.5%
Median Closed Price		\$800,000	\$825,000	+ 3.1%	\$720,000	\$740,000	+ 2.8%
Average Closed Price		\$1,505,113	\$1,195,344	- 20.6%	\$1,322,776	\$1,308,967	- 1.0%
Percent of List Price Received		100.1%	96.2%	- 3.9%	99.8%	96.0%	- 3.8%
Pending Listings		651	547	- 16.0%	2,815	2,350	- 16.5%
Inventory of Homes for Sale		1,078	1,612	+ 49.5%	—	—	—
Months Supply of Inventory		2.0	4.2	+ 110.0%	—	—	—

Condo Market Overview

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



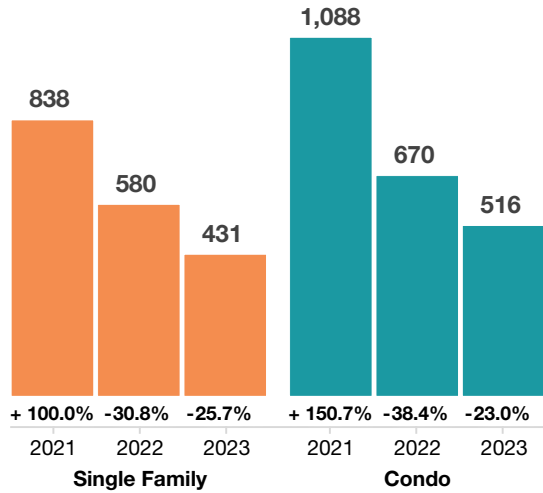
Key Metrics	Historical Sparkbars	4-2022	4-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		705	558	- 20.9%	2,868	2,628	- 8.4%
Total Sales		670	516	- 23.0%	2,099	1,649	- 21.4%
Days on Market Until Sale		12	47	+ 291.7%	15	46	+ 206.7%
Median Closed Price		\$460,000	\$526,000	+ 14.3%	\$449,950	\$500,000	+ 11.1%
Average Closed Price		\$759,075	\$831,870	+ 9.6%	\$734,731	\$820,516	+ 11.7%
Percent of List Price Received		101.7%	96.9%	- 4.7%	101.6%	96.8%	- 4.7%
Pending Listings		726	576	- 20.7%	3,026	2,473	- 18.3%
Inventory of Homes for Sale		667	1,256	+ 88.3%	—	—	—
Months Supply of Inventory		1.2	3.2	+ 166.7%	—	—	—

Overall Closed Sales

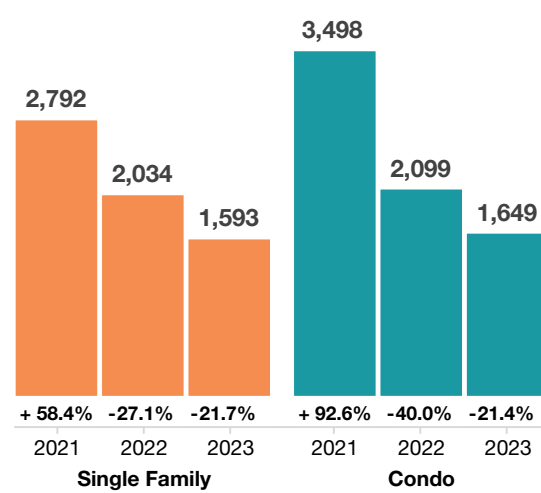
A count of the actual sales that closed in a given month.



April

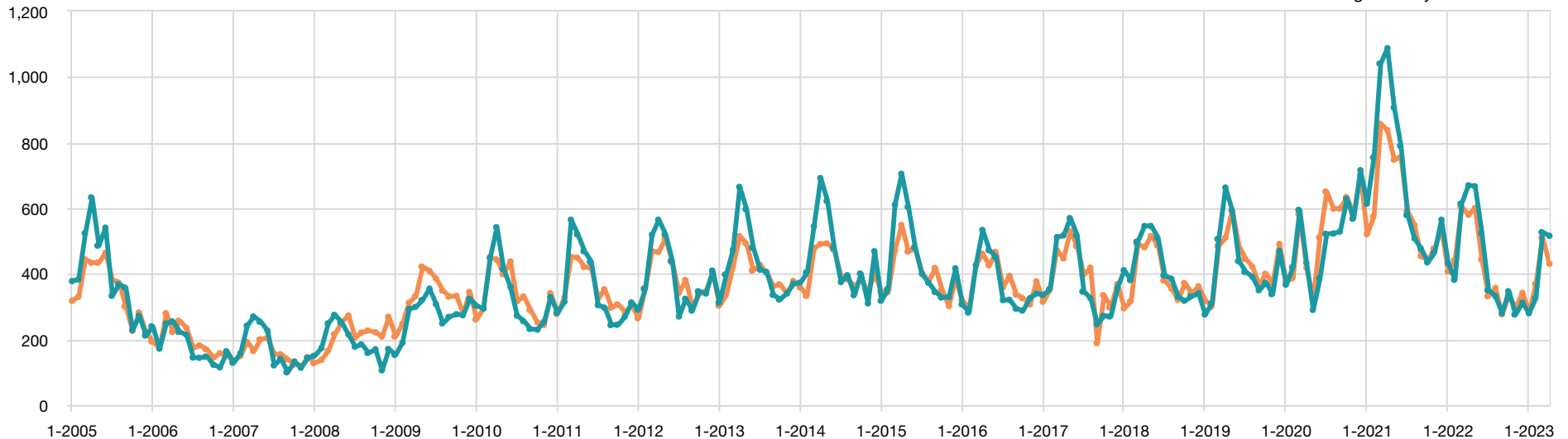


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	600	- 19.8%	667	- 26.5%
Jun-2022	444	- 41.2%	524	- 33.7%
Jul-2022	332	- 43.8%	350	- 39.6%
Aug-2022	357	- 35.0%	332	- 34.6%
Sep-2022	277	- 39.0%	280	- 41.3%
Oct-2022	334	- 24.4%	347	- 20.2%
Nov-2022	296	- 37.9%	276	- 40.6%
Dec-2022	342	- 36.4%	312	- 44.8%
Jan-2023	283	- 30.5%	280	- 35.3%
Feb-2023	369	- 16.5%	326	- 14.7%
Mar-2023	510	- 15.7%	527	- 14.2%
Apr-2023	431	- 25.7%	516	- 23.0%
12-Month Avg	381	- 30.6%	395	- 30.6%

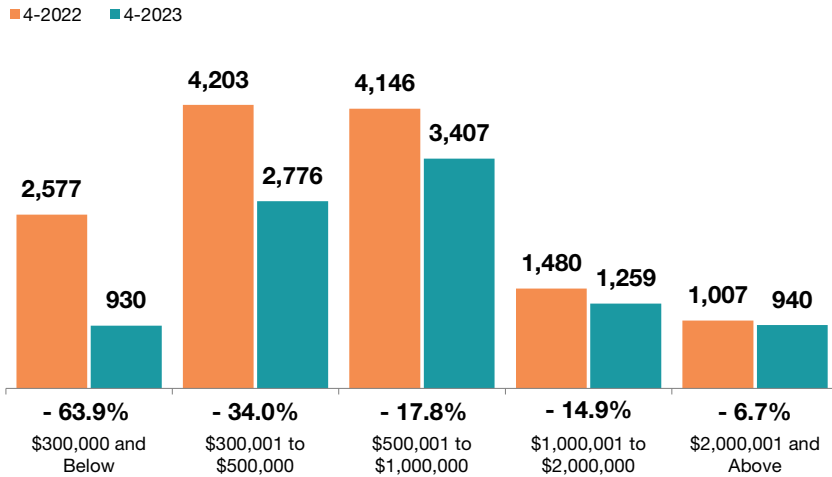
Overall Closed Sales by Month



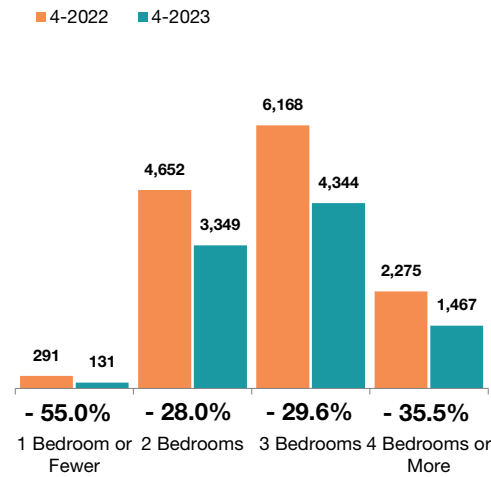
Overall Closed Sales by Price Range

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

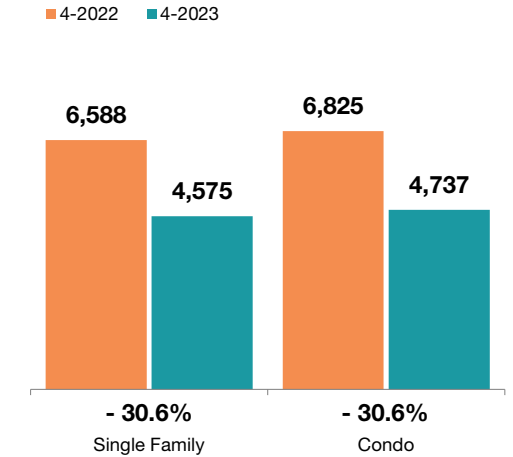
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2022	4-2023	Change
\$300,000 and Below	2,577	930	- 63.9%
\$300,001 to \$500,000	4,203	2,776	- 34.0%
\$500,001 to \$1,000,000	4,146	3,407	- 17.8%
\$1,000,001 to \$2,000,000	1,480	1,259	- 14.9%
\$2,000,001 and Above	1,007	940	- 6.7%
All Price Ranges	13,413	9,312	- 30.6%

Single Family

By Bedroom Count	4-2022	4-2023	Change
1 Bedroom or Fewer	291	131	- 55.0%
2 Bedrooms	4,652	3,349	- 28.0%
3 Bedrooms	6,168	4,344	- 29.6%
4 Bedrooms or More	2,275	1,467	- 35.5%
All Bedroom Counts	13,413	9,312	- 30.6%

Condo

By Price Range	4-2022	4-2023	Change
\$300,000 and Below	439	233	- 46.9%
\$300,001 to \$500,000	1,722	846	- 50.9%
\$500,001 to \$1,000,000	2,768	2,032	- 26.6%
\$1,000,001 to \$2,000,000	951	833	- 12.4%
\$2,000,001 and Above	708	631	- 10.9%
All Price Ranges	6,588	4,575	- 30.6%

By Bedroom Count

By Price Range	4-2022	4-2023	Change
\$300,000 and Below	2138	697	- 67.4%
\$300,001 to \$500,000	2481	1930	- 22.2%
\$500,001 to \$1,000,000	1378	1375	- 0.2%
\$1,000,001 to \$2,000,000	529	426	- 19.5%
\$2,000,001 and Above	299	309	+ 3.3%
All Price Ranges	6,825	4,737	- 30.6%

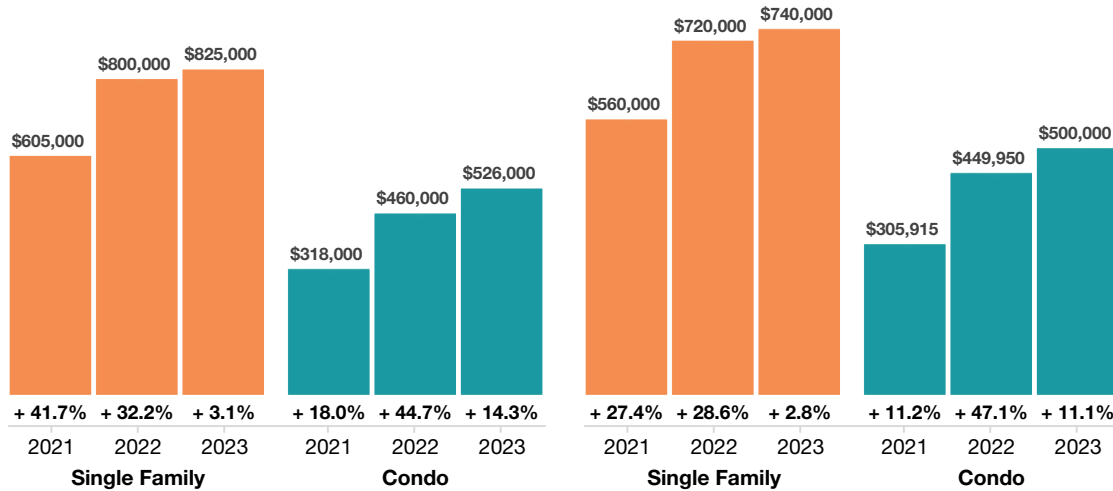
By Bedroom Count	4-2022	4-2023	Change
1 Bedroom or Fewer	45	16	- 64.4%
2 Bedrooms	709	548	- 22.7%
3 Bedrooms	3,698	2,635	- 28.7%
4 Bedrooms or More	2,133	1,372	- 35.7%
All Bedroom Counts	6,588	4,575	- 30.6%

Overall Median Closed Price

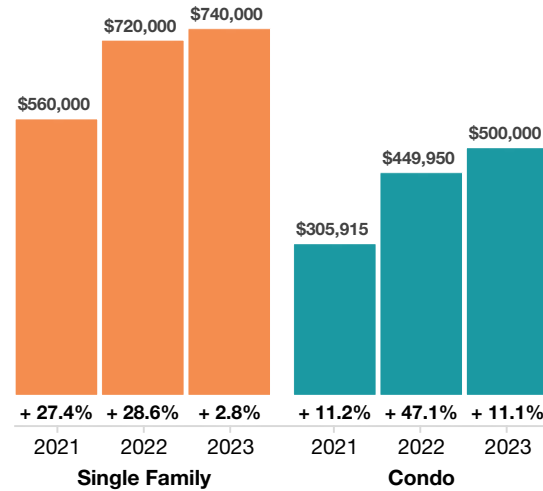
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



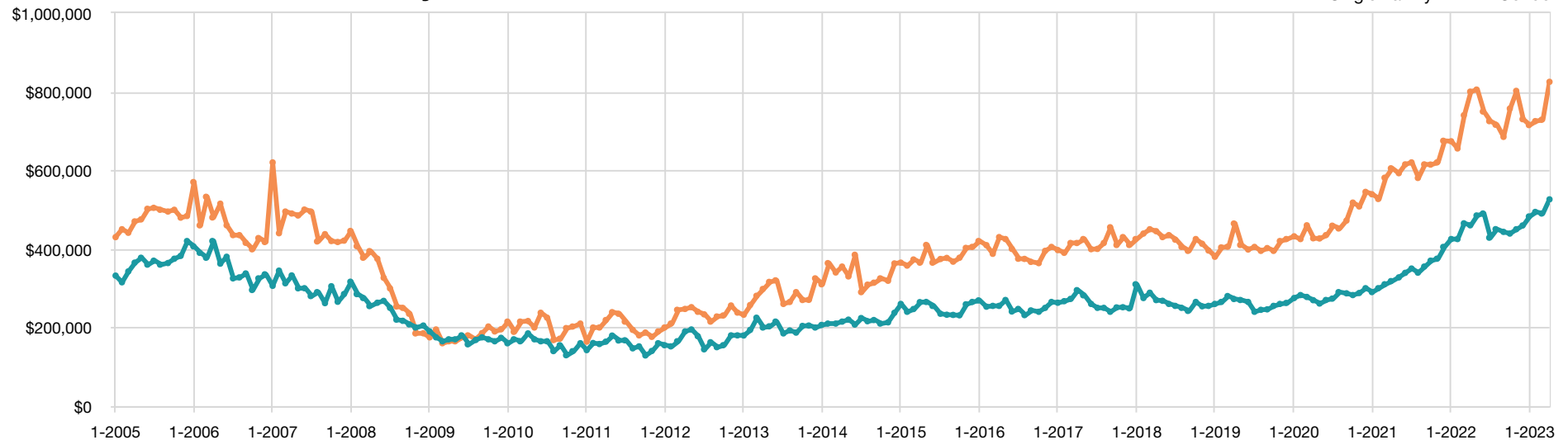
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	\$805,250	+ 35.9%	\$485,000	+ 48.1%
Jun-2022	\$749,450	+ 21.9%	\$490,000	+ 44.5%
Jul-2022	\$725,000	+ 16.9%	\$428,500	+ 22.4%
Aug-2022	\$715,835	+ 23.3%	\$450,195	+ 32.6%
Sep-2022	\$685,000	+ 11.4%	\$443,260	+ 24.9%
Oct-2022	\$756,953	+ 23.2%	\$439,000	+ 18.6%
Nov-2022	\$802,000	+ 29.4%	\$450,000	+ 20.0%
Dec-2022	\$730,000	+ 8.1%	\$459,500	+ 13.5%
Jan-2023	\$715,000	+ 6.1%	\$482,500	+ 13.5%
Feb-2023	\$725,000	+ 10.6%	\$494,000	+ 16.2%
Mar-2023	\$728,500	- 1.6%	\$490,000	+ 5.4%
Apr-2023	\$825,000	+ 3.1%	\$526,000	+ 14.3%
12-Month Avg*	\$749,000	+ 17.0%	\$470,000	+ 22.1%

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

Overall Median Closed Price by Month



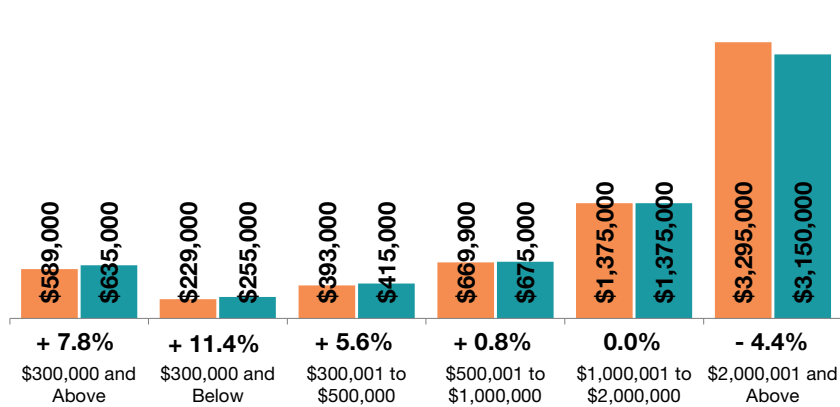
Overall Median Closed Price by Price Range



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

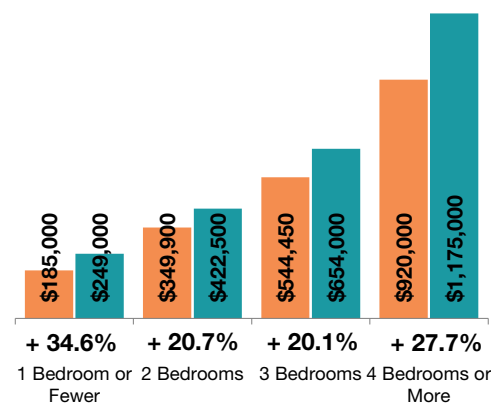
By Price Range

4-2022 4-2023



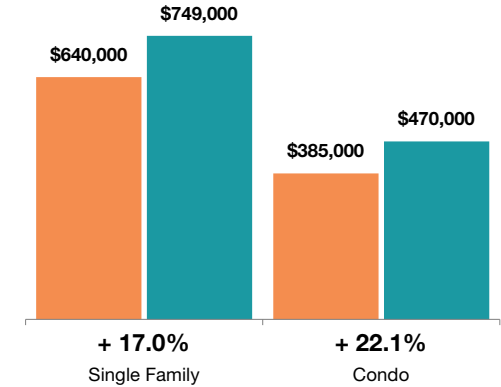
By Bedroom Count

4-2022 4-2023



By Property Type

4-2022 4-2023



All Properties

By Price Range

	4-2022	4-2023	Change
\$300,000 and Above	\$589,000	\$635,000	+ 7.8%
\$300,000 and Below	\$229,000	\$255,000	+ 11.4%
\$300,001 to \$500,000	\$393,000	\$415,000	+ 5.6%
\$500,001 to \$1,000,000	\$669,900	\$675,000	+ 0.8%
\$1,000,001 to \$2,000,000	\$1,375,000	\$1,375,000	0.0%
\$2,000,001 and Above	\$3,295,000	\$3,150,000	- 4.4%
All Price Ranges	\$500,000	\$592,102	+ 18.4%

Single Family

	4-2022	4-2023	Change
1 Bedroom or 2 Bedrooms Fewer	\$185,000	\$249,000	+ 34.6%
2 Bedrooms	\$349,900	\$422,500	+ 20.7%
3 Bedrooms	\$544,450	\$654,000	+ 20.1%
4 Bedrooms or More	\$920,000	\$1,175,000	+ 27.7%
All Single Family	\$640,000	\$749,000	+ 17.0%

Condo

	4-2022	4-2023	Change
1 Bedroom or 2 Bedrooms Fewer	\$218,000	\$265,000	+ 21.6%
2 Bedrooms	\$339,000	\$418,000	+ 23.3%
3 Bedrooms	\$465,000	\$595,000	+ 28.0%
4 Bedrooms or More	\$1,025,000	\$2,500,000	+ 143.9%
All Condo	\$385,000	\$470,000	+ 22.1%

By Bedroom Count

	4-2022	4-2023	Change
1 Bedroom or Fewer	\$185,000	\$249,000	+ 34.6%
2 Bedrooms	\$349,900	\$422,500	+ 20.7%
3 Bedrooms	\$544,450	\$654,000	+ 20.1%
4 Bedrooms or More	\$920,000	\$1,175,000	+ 27.7%
All Bedroom Counts	\$500,000	\$592,102	+ 18.4%

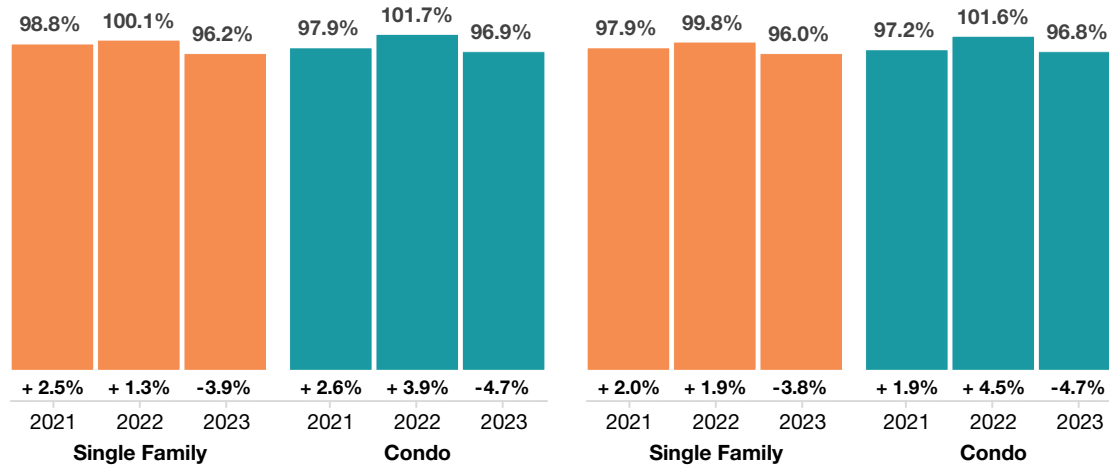
	4-2022	4-2023	Change
1 Bedroom or Fewer	\$105,000	\$117,500	+ 11.9%
2 Bedrooms	\$410,000	\$475,000	+ 15.9%
3 Bedrooms	\$590,000	\$690,000	+ 16.9%
4 Bedrooms or More	\$910,000	\$1,150,000	+ 26.4%
All Single Family	\$640,000	\$749,000	+ 17.0%

Overall Percent of Current List Price Received

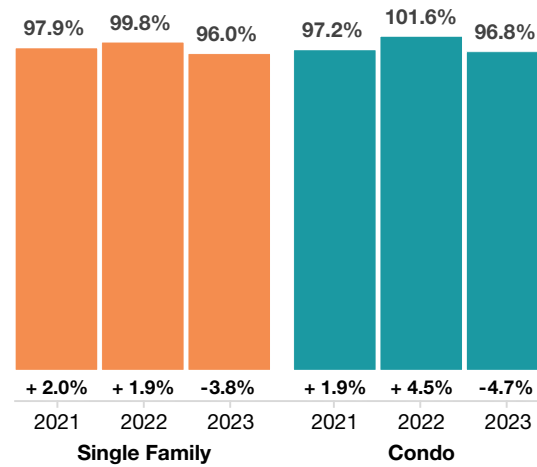


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting seller concessions.

April



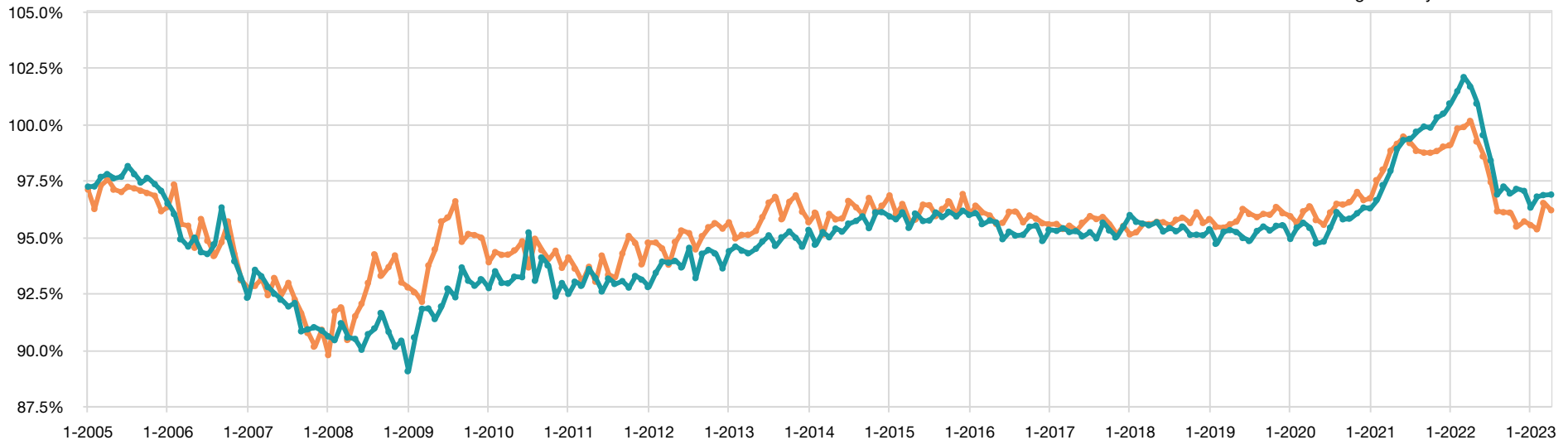
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	99.2%	+ 0.1%	100.9%	+ 2.0%
Jun-2022	98.6%	- 0.8%	99.5%	+ 0.2%
Jul-2022	97.4%	- 1.8%	98.4%	- 1.0%
Aug-2022	96.1%	- 2.7%	96.9%	- 2.8%
Sep-2022	96.1%	- 2.6%	97.2%	- 2.7%
Oct-2022	96.1%	- 2.6%	96.9%	- 2.9%
Nov-2022	95.5%	- 3.3%	97.1%	- 3.2%
Dec-2022	95.7%	- 3.3%	97.0%	- 3.5%
Jan-2023	95.5%	- 3.6%	96.3%	- 4.6%
Feb-2023	95.3%	- 4.5%	96.8%	- 4.6%
Mar-2023	96.5%	- 3.4%	96.9%	- 5.1%
Apr-2023	96.2%	- 3.9%	96.9%	- 4.7%
12-Month Avg*	96.7%	- 2.5%	97.9%	- 2.4%

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

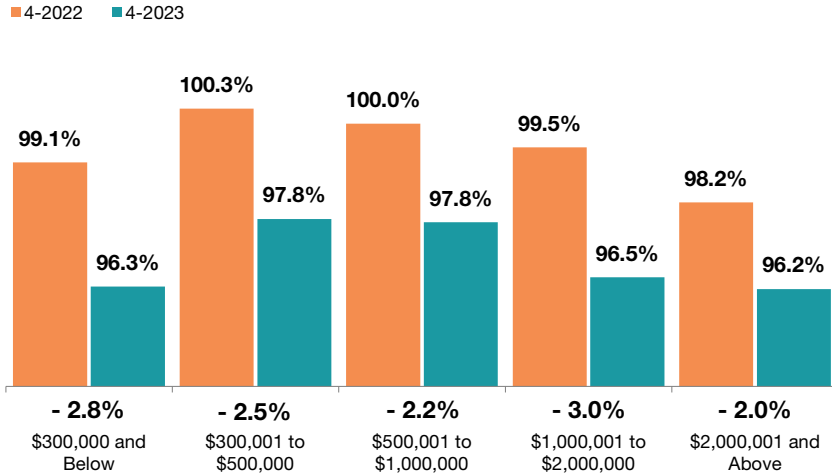
Overall Percent of Current List Price Received by Month



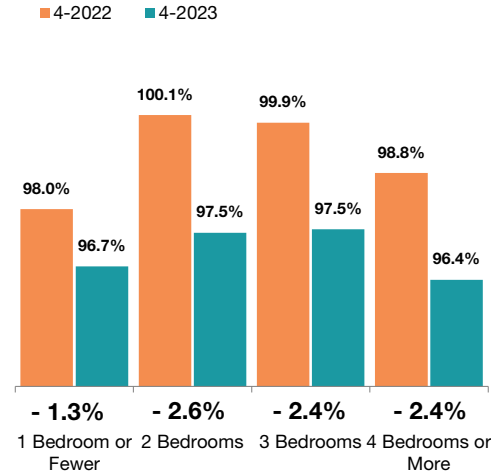
Overall Percent of Current List Price Received by Price Range

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

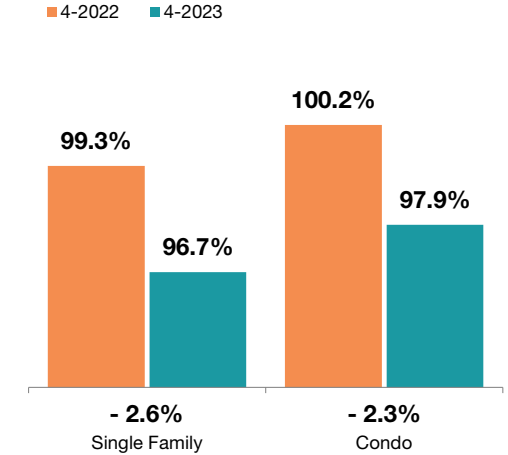
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2022	4-2023	Change
\$300,000 and Below	99.1%	96.3%	- 2.8%
\$300,001 to \$500,000	100.3%	97.8%	- 2.5%
\$500,001 to \$1,000,000	100.0%	97.8%	- 2.2%
\$1,000,001 to \$2,000,000	99.5%	96.5%	- 3.0%
\$2,000,001 and Above	98.2%	96.2%	- 2.0%
All Price Ranges	99.7%	97.3%	- 2.4%

Single Family

	4-2022	4-2023	Change
1 Bedroom or Fewer	96.9%	94.9%	- 2.1%
2 Bedrooms	99.4%	97.3%	- 2.1%
3 Bedrooms	99.8%	97.4%	- 2.4%
4 Bedrooms or More	99.4%	96.1%	- 3.3%
All Single Family	98.2%	95.5%	- 2.7%
All Single Family	99.3%	96.7%	- 2.6%

Condo

	4-2022	4-2023	Change
1 Bedroom or Fewer	99.6%	96.8%	- 2.8%
2 Bedrooms	101.0%	98.0%	- 3.0%
3 Bedrooms	100.5%	98.3%	- 2.2%
4 Bedrooms or More	99.6%	97.3%	- 2.3%
All Condo	98.2%	97.8%	- 0.4%
All Condo	100.2%	97.9%	- 2.3%

By Bedroom Count

	4-2022	4-2023	Change
1 Bedroom or Fewer	98.0%	96.7%	- 1.3%
2 Bedrooms	100.1%	97.5%	- 2.6%
3 Bedrooms	99.9%	97.5%	- 2.4%
4 Bedrooms or More	98.8%	96.4%	- 2.4%
All Bedroom Counts	99.7%	97.3%	- 2.4%

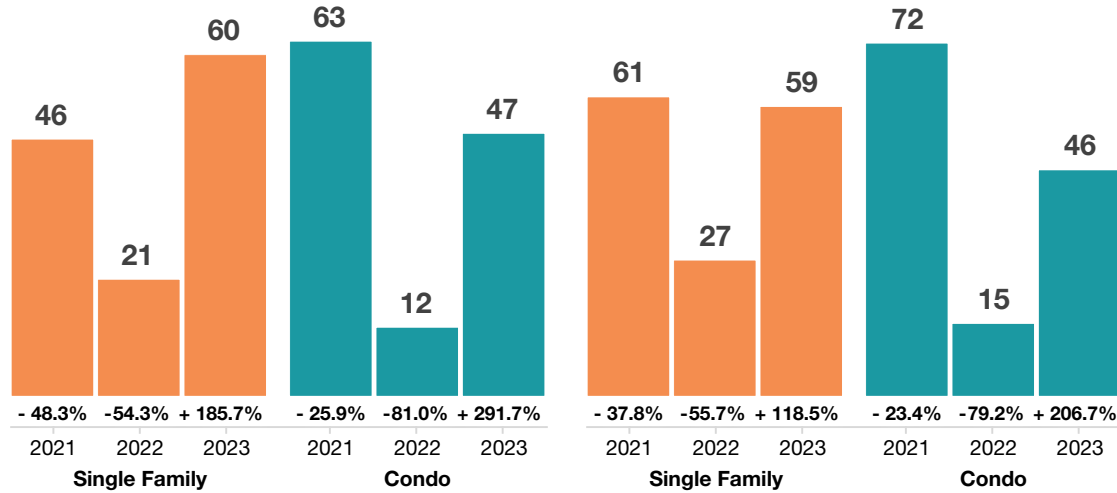
	4-2022	4-2023	Change
1 Bedroom or Fewer	95.0%	93.4%	- 1.7%
2 Bedrooms	98.9%	96.1%	- 2.8%
3 Bedrooms	99.6%	97.2%	- 2.4%
4 Bedrooms or More	98.8%	96.2%	- 2.6%
All Single Family	98.2%	95.5%	- 2.7%
All Single Family	99.3%	96.7%	- 2.6%

Overall Days on Market Until Sale

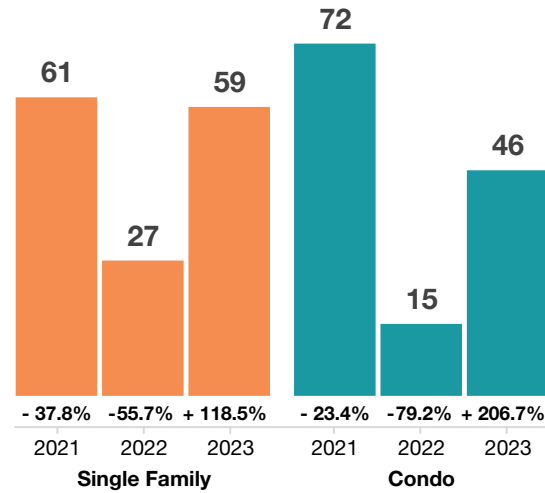
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



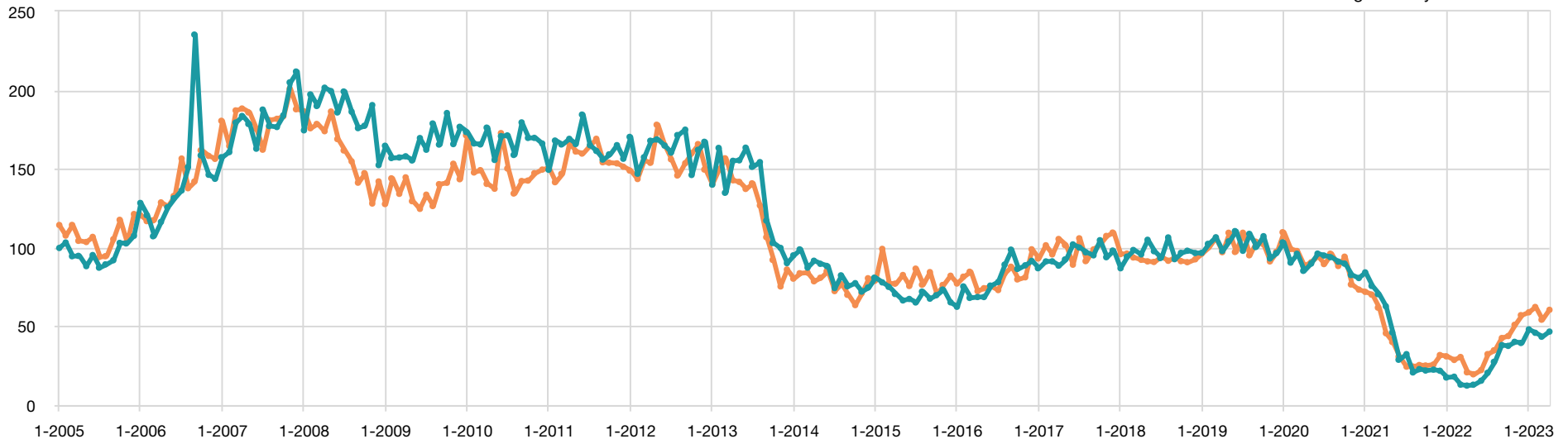
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	20	- 50.0%	13	- 71.7%
Jun-2022	22	- 29.0%	15	- 48.3%
Jul-2022	32	+ 33.3%	20	- 37.5%
Aug-2022	35	+ 45.8%	27	+ 28.6%
Sep-2022	43	+ 72.0%	38	+ 65.2%
Oct-2022	44	+ 76.0%	38	+ 72.7%
Nov-2022	51	+ 96.2%	40	+ 73.9%
Dec-2022	57	+ 78.1%	39	+ 77.3%
Jan-2023	59	+ 90.3%	48	+ 166.7%
Feb-2023	62	+ 113.8%	46	+ 155.6%
Mar-2023	54	+ 74.2%	43	+ 230.8%
Apr-2023	60	+ 185.7%	47	+ 291.7%
12-Month Avg*	44	+ 51.8%	33	+ 33.5%

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

Overall Days on Market Until Sale by Month



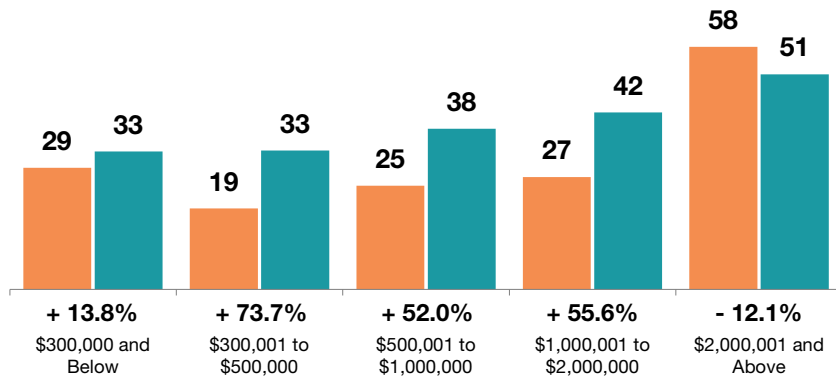
Overall Days on Market Until Sale by Price Range



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

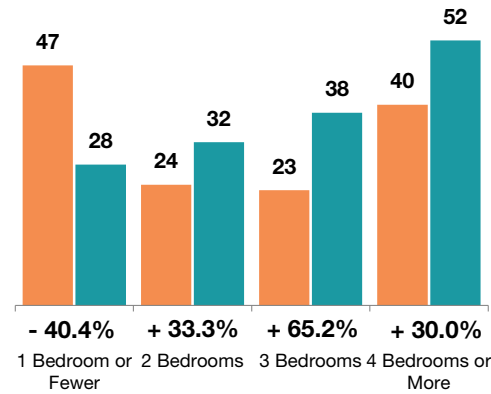
By Price Range

4-2022 4-2023



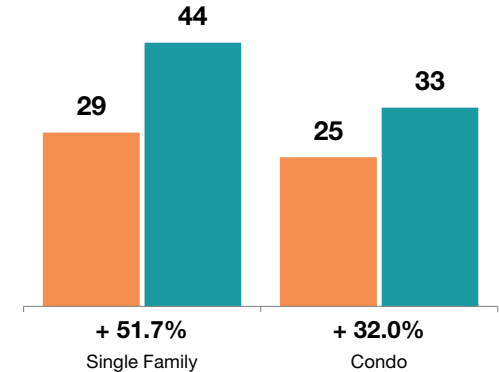
By Bedroom Count

4-2022 4-2023



By Property Type

4-2022 4-2023



All Properties

By Price Range	4-2022	4-2023	Change
\$300,000 and Below	29	33	+ 13.8%
\$300,001 to \$500,000	19	33	+ 73.7%
\$500,001 to \$1,000,000	25	38	+ 52.0%
\$1,000,001 to \$2,000,000	27	42	+ 55.6%
\$2,000,001 and Above	58	51	- 12.1%
All Price Ranges	27	38	+ 40.7%

Single Family

	4-2022	4-2023	Change
1 Bedroom or 2 Bedrooms or Fewer	42	35	- 16.7%
3 Bedrooms	23	39	+ 69.6%
4 Bedrooms or More	23	43	+ 87.0%
All Bedroom Counts	26	43	+ 65.4%
All Property Types	58	56	- 3.4%
All Single Family	29	44	+ 51.7%

Condo

	4-2022	4-2023	Change
Single Family	26	32	+ 23.1%
Condo	17	30	+ 76.5%
All Bedroom Counts	28	32	+ 14.3%
All Property Types	28	41	+ 46.4%
All Price Ranges	56	43	- 23.2%
All Condo	25	33	+ 32.0%

By Bedroom Count

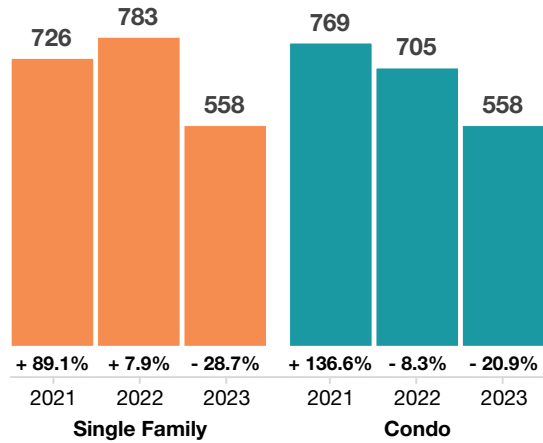
	4-2022	4-2023	Change
1 Bedroom or Fewer	47	28	- 40.4%
2 Bedrooms	24	32	+ 33.3%
3 Bedrooms	23	38	+ 65.2%
4 Bedrooms or More	40	52	+ 30.0%
All Bedroom Counts	27	38	+ 40.7%

	4-2022	4-2023	Change
1 Bedroom or Fewer	96	43	- 55.2%
2 Bedrooms	31	33	+ 6.5%
3 Bedrooms	22	41	+ 86.4%
4 Bedrooms or More	38	53	+ 39.5%
All Bedroom Counts	29	44	+ 51.7%

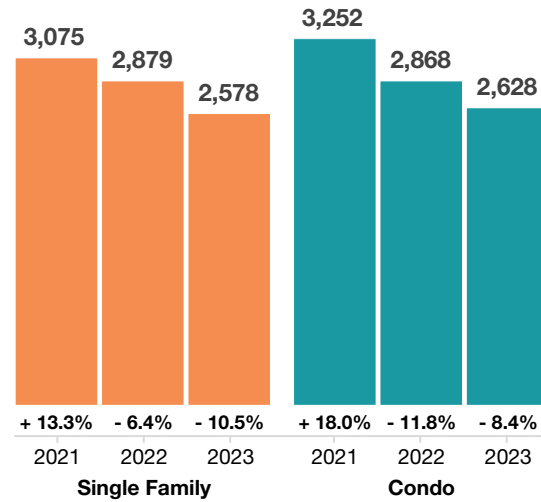
Overall New Listings

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

April

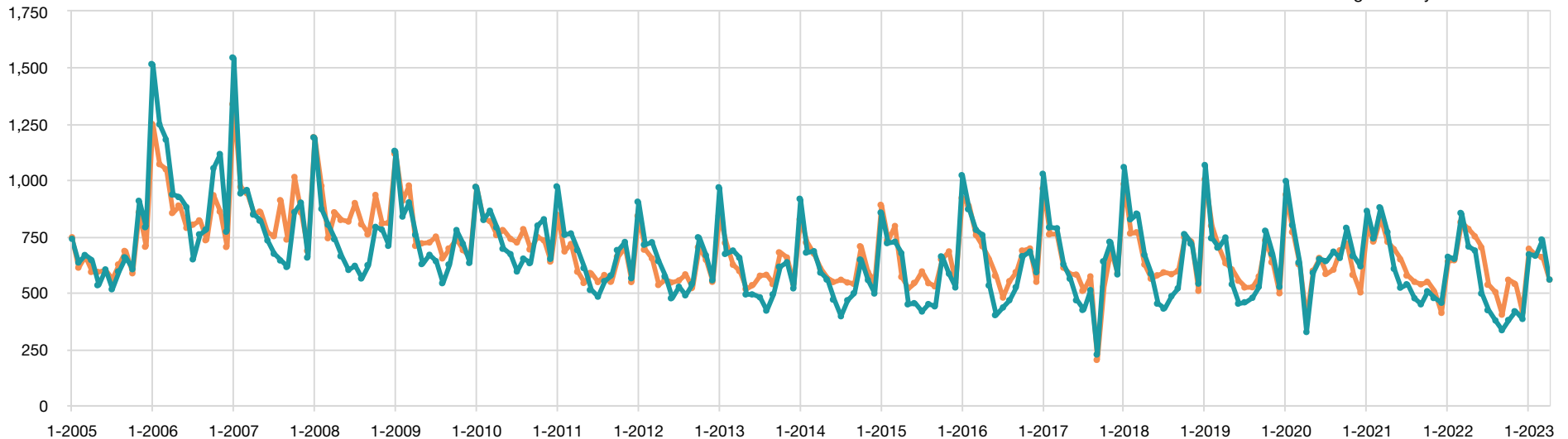


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	750	+ 8.2%	687	+ 13.4%
Jun-2022	701	+ 8.2%	496	- 5.0%
Jul-2022	535	- 7.1%	422	- 21.4%
Aug-2022	502	- 8.4%	376	- 20.8%
Sep-2022	402	- 25.1%	333	- 25.7%
Oct-2022	557	+ 1.6%	378	- 25.3%
Nov-2022	539	+ 6.5%	417	- 12.4%
Dec-2022	413	+ 0.7%	383	- 15.8%
Jan-2023	695	+ 8.8%	670	+ 1.7%
Feb-2023	667	+ 3.6%	664	+ 2.2%
Mar-2023	658	- 19.1%	736	- 13.8%
Apr-2023	558	- 28.7%	558	- 20.9%
12-Month Avg	581	- 5.1%	510	- 11.1%

Overall New Listings by Month

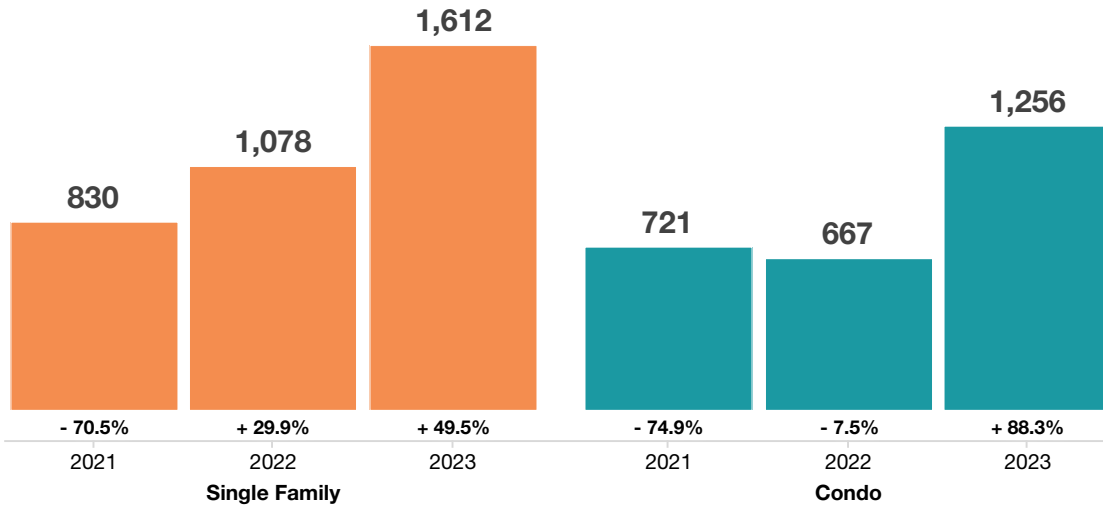


Overall Inventory of Homes for Sale

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

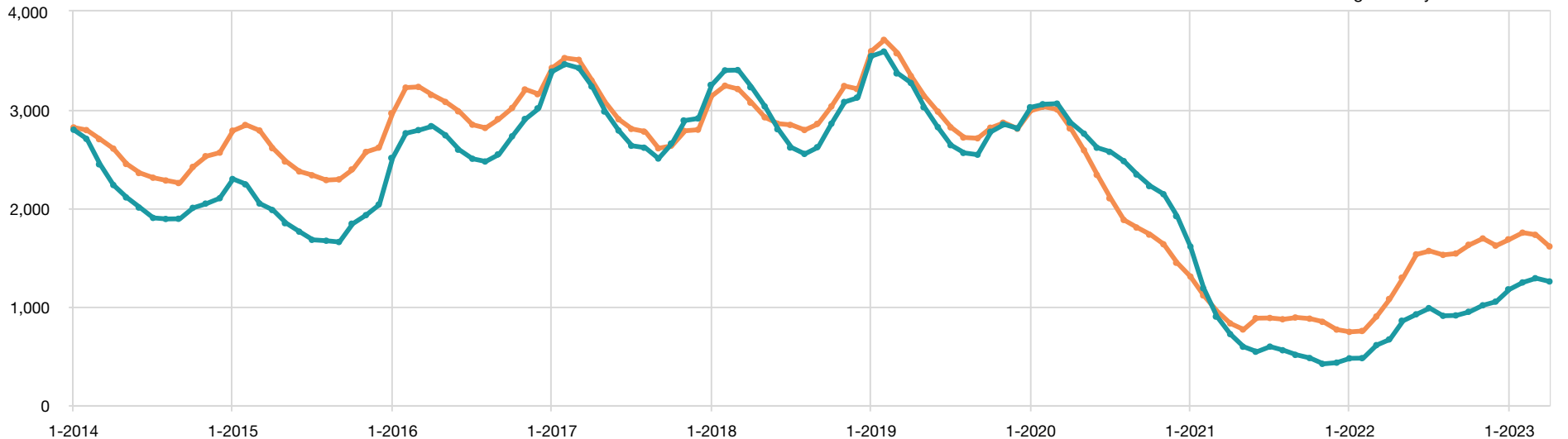


April



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	1,295	+ 68.6%	857	+ 44.5%
Jun-2022	1,531	+ 73.4%	922	+ 70.1%
Jul-2022	1,566	+ 76.9%	985	+ 65.8%
Aug-2022	1,526	+ 75.0%	907	+ 62.8%
Sep-2022	1,540	+ 73.0%	911	+ 78.6%
Oct-2022	1,629	+ 85.5%	948	+ 98.3%
Nov-2022	1,693	+ 100.1%	1,014	+ 142.0%
Dec-2022	1,620	+ 111.2%	1,051	+ 143.9%
Jan-2023	1,684	+ 126.3%	1,176	+ 147.6%
Feb-2023	1,752	+ 132.7%	1,246	+ 161.2%
Mar-2023	1,730	+ 92.2%	1,289	+ 111.7%
Apr-2023	1,612	+ 49.5%	1,256	+ 88.3%
12-Month Avg	1,598	+ 86.9%	1,047	+ 97.9%

Overall Inventory of Homes for Sale by Month



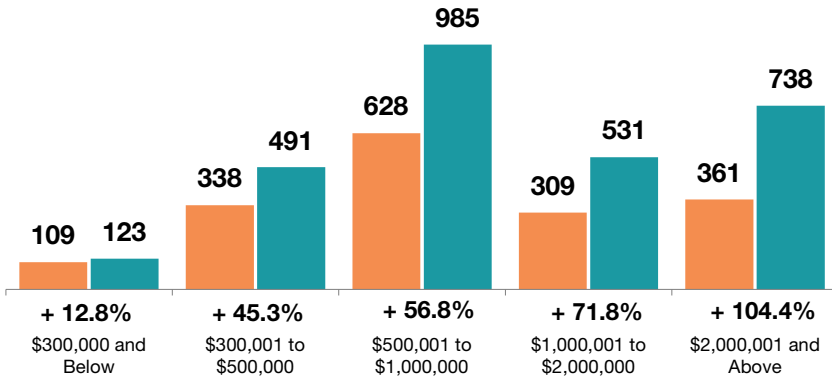
Overall Inventory of Homes for Sale by Price Range



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

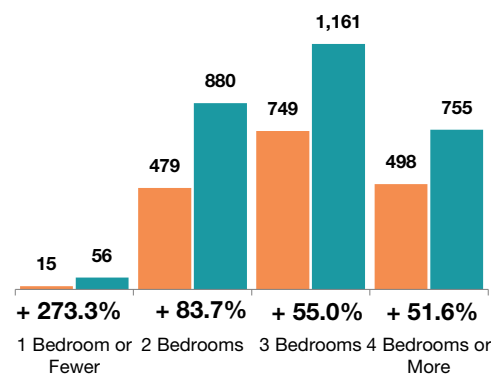
By Price Range

4-2022 4-2023



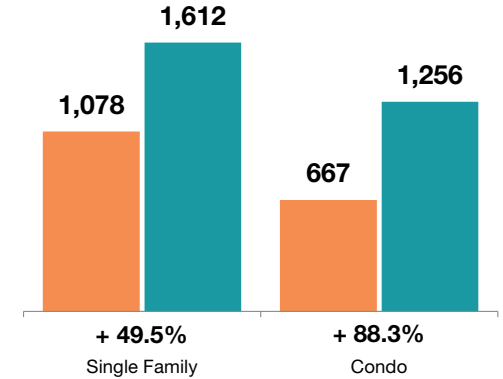
By Bedroom Count

4-2022 4-2023



By Property Type

4-2022 4-2023



All Properties

By Price Range	4-2022	4-2023	Change
\$300,000 and Below	109	123	+ 12.8%
\$300,001 to \$500,000	338	491	+ 45.3%
\$500,001 to \$1,000,000	628	985	+ 56.8%
\$1,000,001 to \$2,000,000	309	531	+ 71.8%
\$2,000,001 and Above	361	738	+ 104.4%
All Price Ranges	1,745	2,868	+ 64.4%

Single Family

	4-2022	4-2023	Change
1 Bedroom or 2 Bedrooms Fewer	30	52	+ 73.3%
3 Bedrooms	432	556	+ 28.7%
4 Bedrooms or More	238	347	+ 45.8%
4 Bedrooms or More	282	565	+ 100.4%
All Single Family	1,078	1,612	+ 49.5%

Condo

	4-2022	4-2023	Change
1 Bedroom or 2 Bedrooms Fewer	79	71	- 10.1%
3 Bedrooms	242	399	+ 64.9%
4 Bedrooms or More	196	429	+ 118.9%
4 Bedrooms or More	71	184	+ 159.2%
4 Bedrooms or More	79	173	+ 119.0%
All Condo	667	1,256	+ 88.3%

By Bedroom Count

	4-2022	4-2023	Change
1 Bedroom or Fewer	15	56	+ 273.3%
2 Bedrooms	479	880	+ 83.7%
3 Bedrooms	749	1,161	+ 55.0%
4 Bedrooms or More	498	755	+ 51.6%
All Bedroom Counts	1,745	2,868	+ 64.4%

	4-2022	4-2023	Change
1 Bedroom or Fewer	3	19	+ 533.3%
2 Bedrooms	82	150	+ 82.9%
3 Bedrooms	518	717	+ 38.4%
4 Bedrooms or More	474	715	+ 50.8%
All Single Family	1,078	1,612	+ 49.5%
1 Bedroom or Fewer	12	37	+ 208.3%
2 Bedrooms	397	730	+ 83.9%
3 Bedrooms	231	444	+ 92.2%
4 Bedrooms or More	24	40	+ 66.7%
All Condo	667	1,256	+ 88.3%

Listing and Sales Summary Report

April 2023



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Apr-23	Apr-22	% Change	Apr-23	Apr-22	% Change	Apr-23	Apr-22	% Change	Apr-23	Apr-22	% Change
Overall Naples Market*	\$627,500	\$595,000	+5.5%	947	1250	-24.2%	2,868	1,745	+64.4%	53	16	+231.3%
Collier County	\$650,000	\$615,000	+5.7%	1045	1362	-23.3%	3,327	1,969	+69.0%	55	18	+205.6%
Ave Maria	\$451,500	\$436,500	+3.4%	20	20	0.0%	78	23	+239.1%	89	43	+107.0%
Central Naples	\$425,000	\$430,000	-1.2%	129	183	-29.5%	280	226	+23.9%	33	13	+153.8%
East Naples	\$599,499	\$578,000	+3.7%	217	288	-24.7%	596	469	+27.1%	73	21	+247.6%
Everglades City	\$300,000	\$280,000	+7.1%	3	1	+200.0%	4	0	--	95	0	--
Immokalee	\$351,900	\$219,150	+60.6%	7	10	-30.0%	17	11	+54.5%	52	0	--
Immokalee / Ave Maria	\$420,000	\$362,000	+16.0%	27	30	-10.0%	95	34	+179.4%	79	29	+172.4%
Naples	\$640,000	\$600,000	+6.7%	919	1219	-24.6%	2,772	1,714	+61.7%	52	16	+225.0%
Naples Beach	\$1,400,000	\$1,291,025	+8.4%	161	232	-30.6%	914	390	+134.4%	61	21	+190.5%
North Naples	\$730,000	\$681,000	+7.2%	227	294	-22.8%	544	366	+48.6%	43	12	+258.3%
South Naples	\$514,556	\$410,000	+25.5%	186	223	-16.6%	439	260	+68.8%	45	12	+275.0%
34102	\$1,975,000	\$1,681,500	+17.5%	48	56	-14.3%	289	148	+95.3%	94	32	+193.8%
34103	\$1,400,000	\$1,350,000	+3.7%	55	61	-9.8%	284	101	+181.2%	50	18	+177.8%
34104	\$360,000	\$412,500	-12.7%	59	89	-33.7%	123	92	+33.7%	27	10	+170.0%
34105	\$725,000	\$580,000	+25.0%	53	60	-11.7%	110	79	+39.2%	40	13	+207.7%
34108	\$979,500	\$1,215,750	-19.4%	58	115	-49.6%	341	141	+141.8%	45	17	+164.7%
34109	\$785,000	\$487,500	+61.0%	55	66	-16.7%	115	72	+59.7%	41	11	+272.7%
34110	\$637,500	\$755,000	-15.6%	92	102	-9.8%	212	118	+79.7%	39	10	+290.0%
34112	\$425,000	\$362,500	+17.2%	103	124	-16.9%	239	132	+81.1%	45	9	+400.0%
34113	\$650,000	\$555,000	+17.1%	83	99	-16.2%	200	128	+56.3%	45	15	+200.0%
34114	\$629,640	\$690,000	-8.7%	109	130	-16.2%	241	139	+73.4%	68	15	+353.3%
34116	\$424,000	\$420,000	+1.0%	17	34	-50.0%	47	55	-14.5%	34	21	+61.9%
34117	\$509,500	\$648,350	-21.4%	24	32	-25.0%	74	113	-34.5%	85	37	+129.7%
34119	\$855,000	\$728,500	+17.4%	80	126	-36.5%	217	176	+23.3%	48	13	+269.2%
34120	\$582,500	\$533,750	+9.1%	84	126	-33.3%	280	216	+29.6%	76	24	+216.7%
34137	--	--	--	0	0	--	1	1	0.0%	--	--	--
34142	\$420,000	\$362,000	+16.0%	27	30	-10.0%	95	34	+179.4%	79	29	+172.4%

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

Local Market Update – April 2023

A Research Tool Provided by Naples Area Board of REALTORS®



Naples Beach

34102, 34103, 34108

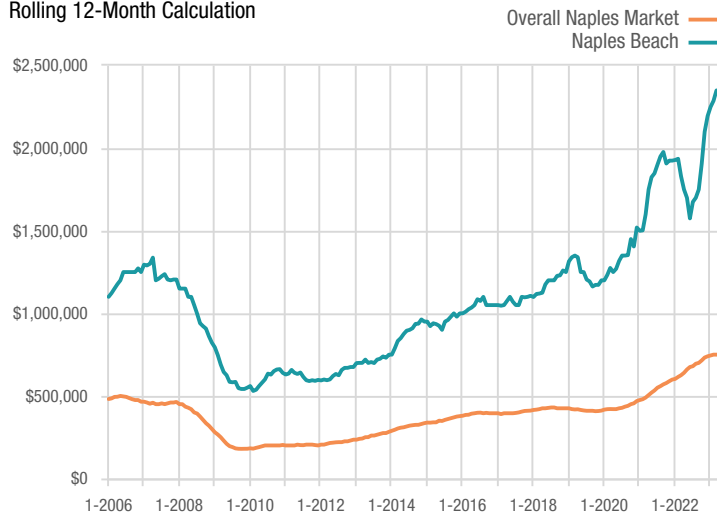
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	119	88	- 26.1%	455	463	+ 1.8%
Total Sales	86	41	- 52.3%	264	185	- 29.9%
Days on Market Until Sale	27	76	+ 181.5%	43	77	+ 79.1%
Median Closed Price*	\$1,860,000	\$1,825,000	- 1.9%	\$1,660,000	\$2,462,000	+ 48.3%
Average Closed Price*	\$4,114,448	\$2,666,512	- 35.2%	\$4,011,819	\$3,886,801	- 3.1%
Percent of List Price Received*	97.9%	93.7%	- 4.3%	99.3%	93.2%	- 6.1%
Inventory of Homes for Sale	231	479	+ 107.4%	—	—	—
Months Supply of Inventory	3.1	10.5	+ 238.7%	—	—	—

Condo	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	148	159	+ 7.4%	665	707	+ 6.3%
Total Sales	146	120	- 17.8%	494	374	- 24.3%
Days on Market Until Sale	17	56	+ 229.4%	21	53	+ 152.4%
Median Closed Price*	\$1,177,500	\$1,325,000	+ 12.5%	\$1,025,000	\$1,250,000	+ 22.0%
Average Closed Price*	\$1,655,748	\$1,682,768	+ 1.6%	\$1,559,790	\$1,655,130	+ 6.1%
Percent of List Price Received*	100.6%	95.8%	- 4.8%	100.5%	95.6%	- 4.9%
Inventory of Homes for Sale	159	435	+ 173.6%	—	—	—
Months Supply of Inventory	1.2	5.5	+ 358.3%	—	—	—

* 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.

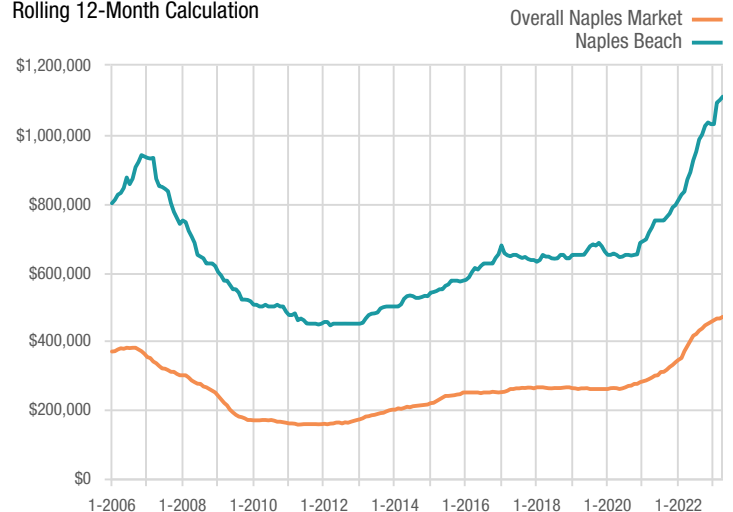
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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.

North Naples

34109, 34110, 34119

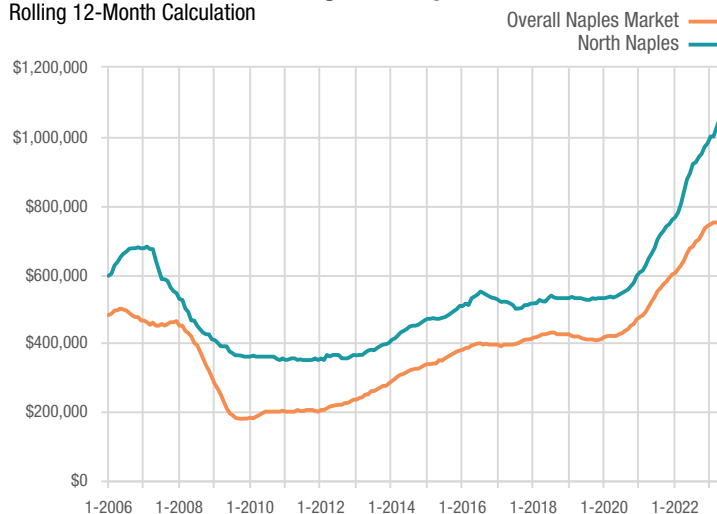
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	196	118	- 39.8%	663	528	- 20.4%
Total Sales	122	96	- 21.3%	447	322	- 28.0%
Days on Market Until Sale	14	44	+ 214.3%	19	51	+ 168.4%
Median Closed Price*	\$1,030,000	\$1,171,200	+ 13.7%	\$935,000	\$1,126,250	+ 20.5%
Average Closed Price*	\$1,502,059	\$1,534,082	+ 2.1%	\$1,308,379	\$1,542,401	+ 17.9%
Percent of List Price Received*	102.2%	95.7%	- 6.4%	101.0%	96.0%	- 5.0%
Inventory of Homes for Sale	203	281	+ 38.4%	—	—	—
Months Supply of Inventory	1.6	3.3	+ 106.3%	—	—	—

Condo	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	196	137	- 30.1%	757	652	- 13.9%
Total Sales	172	131	- 23.8%	555	432	- 22.2%
Days on Market Until Sale	10	42	+ 320.0%	12	40	+ 233.3%
Median Closed Price*	\$465,000	\$505,000	+ 8.6%	\$450,000	\$500,000	+ 11.1%
Average Closed Price*	\$640,761	\$746,281	+ 16.5%	\$593,627	\$784,197	+ 32.1%
Percent of List Price Received*	102.3%	97.6%	- 4.6%	102.6%	97.3%	- 5.2%
Inventory of Homes for Sale	163	263	+ 61.3%	—	—	—
Months Supply of Inventory	1.1	2.4	+ 118.2%	—	—	—

* 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.

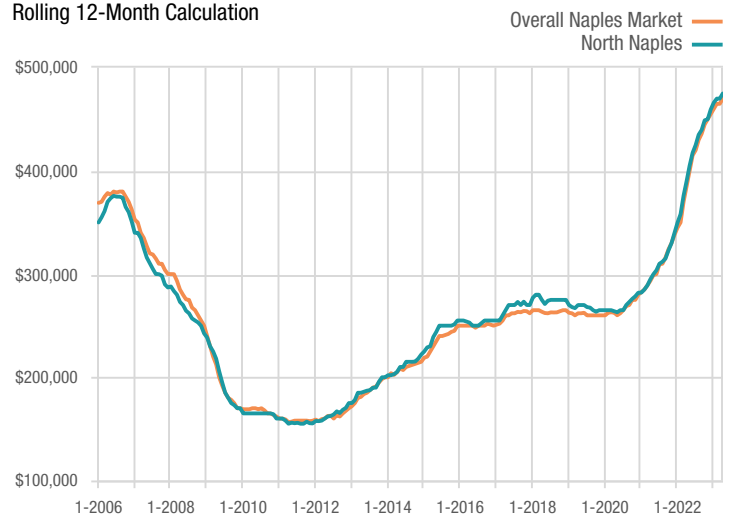
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

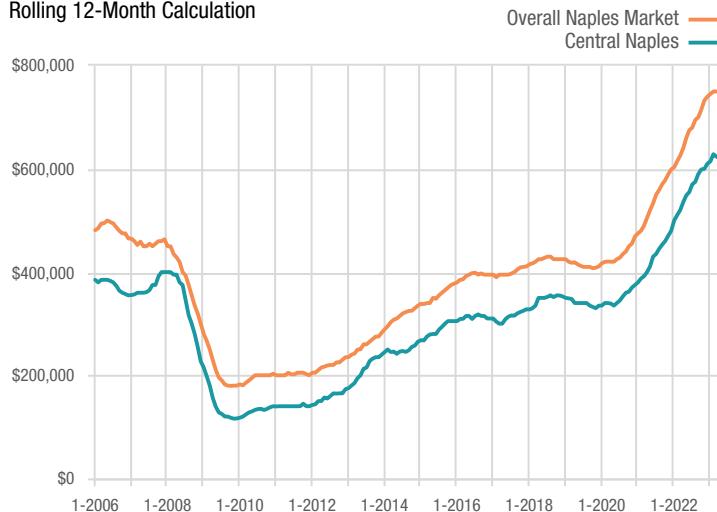
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	106	62	- 41.5%	394	308	- 21.8%
Total Sales	82	55	- 32.9%	311	209	- 32.8%
Days on Market Until Sale	17	32	+ 88.2%	22	42	+ 90.9%
Median Closed Price*	\$667,500	\$712,500	+ 6.7%	\$600,000	\$650,000	+ 8.3%
Average Closed Price*	\$981,463	\$1,164,653	+ 18.7%	\$918,480	\$925,204	+ 0.7%
Percent of List Price Received*	99.9%	96.6%	- 3.3%	99.6%	96.1%	- 3.5%
Inventory of Homes for Sale	125	147	+ 17.6%	—	—	—
Months Supply of Inventory	1.5	2.8	+ 86.7%	—	—	—

Condo	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	106	63	- 40.6%	453	335	- 26.0%
Total Sales	101	74	- 26.7%	326	233	- 28.5%
Days on Market Until Sale	10	34	+ 240.0%	12	37	+ 208.3%
Median Closed Price*	\$349,000	\$351,250	+ 0.6%	\$335,000	\$357,500	+ 6.7%
Average Closed Price*	\$380,281	\$438,980	+ 15.4%	\$370,438	\$428,212	+ 15.6%
Percent of List Price Received*	102.2%	96.9%	- 5.2%	102.0%	96.8%	- 5.1%
Inventory of Homes for Sale	101	133	+ 31.7%	—	—	—
Months Supply of Inventory	1.1	2.1	+ 90.9%	—	—	—

* 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.

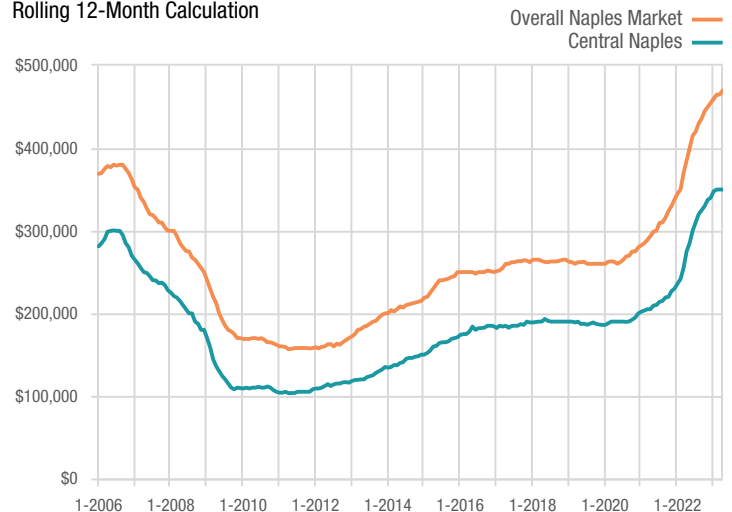
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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South Naples

34112, 34113

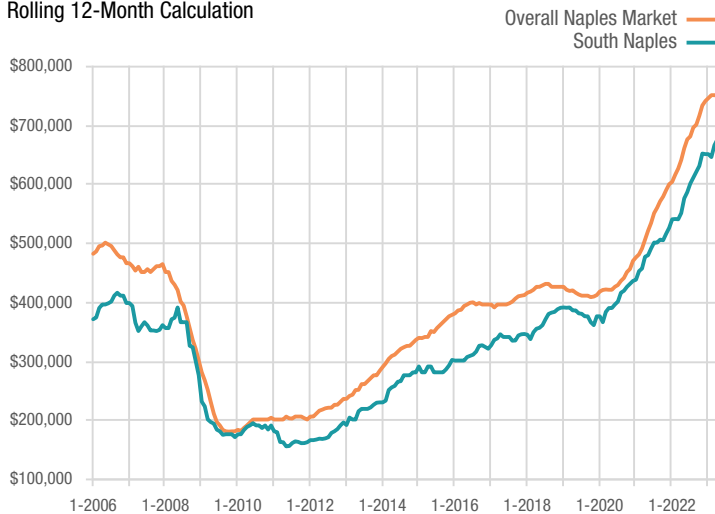
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	97	71	- 26.8%	325	311	- 4.3%
Total Sales	73	64	- 12.3%	217	206	- 5.1%
Days on Market Until Sale	16	49	+ 206.3%	25	55	+ 120.0%
Median Closed Price*	\$725,000	\$850,000	+ 17.2%	\$630,000	\$693,500	+ 10.1%
Average Closed Price*	\$953,353	\$1,047,444	+ 9.9%	\$868,405	\$982,067	+ 13.1%
Percent of List Price Received*	101.9%	95.4%	- 6.4%	100.6%	95.3%	- 5.3%
Inventory of Homes for Sale	118	182	+ 54.2%	—	—	—
Months Supply of Inventory	1.8	3.9	+ 116.7%	—	—	—

Condo	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	152	126	- 17.1%	596	568	- 4.7%
Total Sales	150	122	- 18.7%	434	367	- 15.4%
Days on Market Until Sale	10	43	+ 330.0%	11	48	+ 336.4%
Median Closed Price*	\$382,450	\$450,000	+ 17.7%	\$375,000	\$410,000	+ 9.3%
Average Closed Price*	\$424,082	\$494,167	+ 16.5%	\$413,846	\$461,556	+ 11.5%
Percent of List Price Received*	101.6%	97.1%	- 4.4%	101.5%	96.9%	- 4.5%
Inventory of Homes for Sale	142	257	+ 81.0%	—	—	—
Months Supply of Inventory	1.2	3.0	+ 150.0%	—	—	—

* 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.

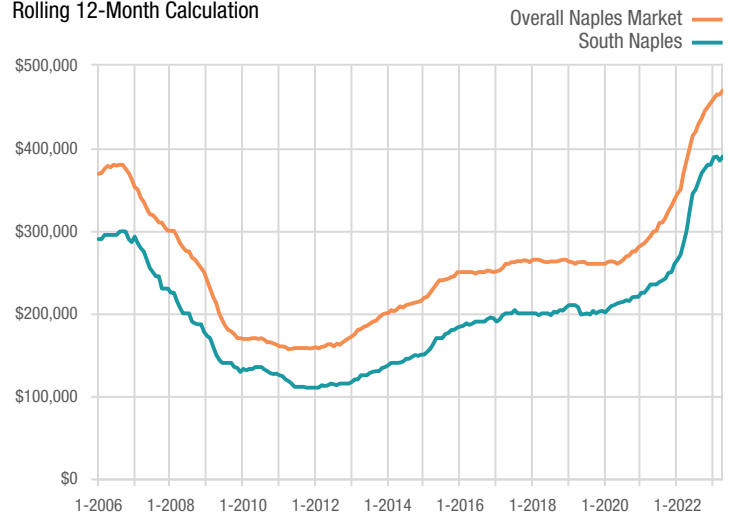
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

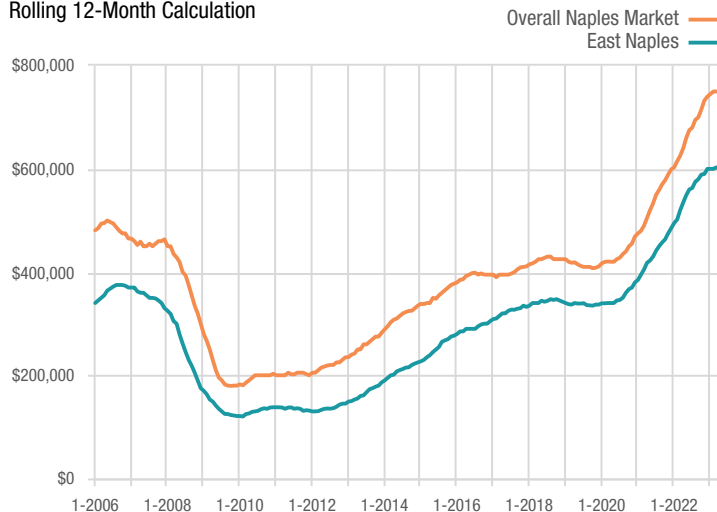
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	242	195	- 19.4%	958	837	- 12.6%
Total Sales	190	152	- 20.0%	706	580	- 17.8%
Days on Market Until Sale	27	81	+ 200.0%	30	64	+ 113.3%
Median Closed Price*	\$655,000	\$632,892	- 3.4%	\$585,000	\$609,950	+ 4.3%
Average Closed Price*	\$922,001	\$771,069	- 16.4%	\$763,581	\$740,624	- 3.0%
Percent of List Price Received*	99.4%	97.2%	- 2.2%	99.0%	96.9%	- 2.1%
Inventory of Homes for Sale	372	451	+ 21.2%	—	—	—
Months Supply of Inventory	2.1	3.4	+ 61.9%	—	—	—

Condo	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	99	66	- 33.3%	380	330	- 13.2%
Total Sales	98	65	- 33.7%	260	228	- 12.3%
Days on Market Until Sale	12	55	+ 358.3%	16	49	+ 206.3%
Median Closed Price*	\$535,500	\$565,000	+ 5.5%	\$493,000	\$520,000	+ 5.5%
Average Closed Price*	\$546,015	\$546,497	+ 0.1%	\$509,602	\$529,337	+ 3.9%
Percent of List Price Received*	101.8%	97.0%	- 4.7%	101.4%	97.3%	- 4.0%
Inventory of Homes for Sale	97	145	+ 49.5%	—	—	—
Months Supply of Inventory	1.4	2.7	+ 92.9%	—	—	—

* 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.

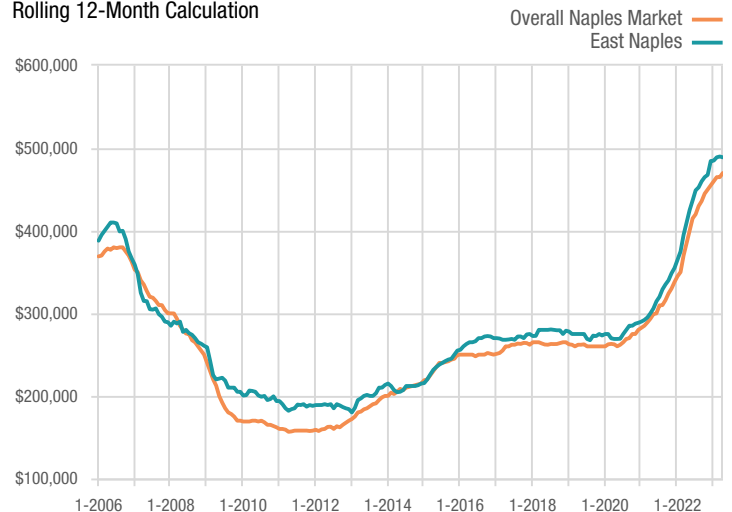
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

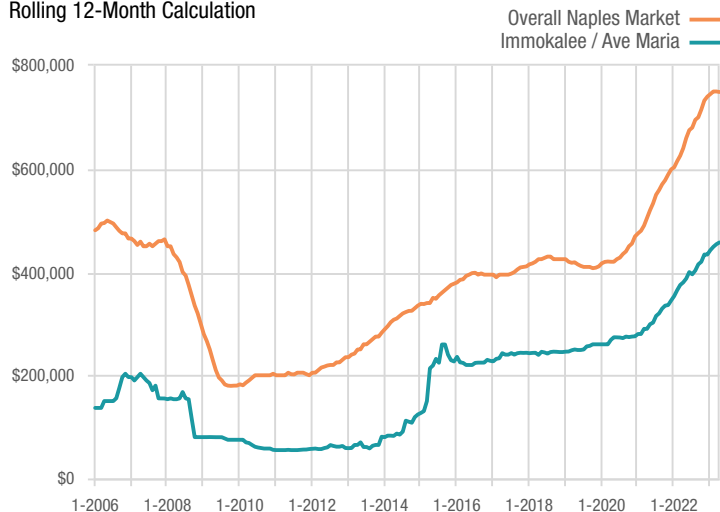
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	23	24	+ 4.3%	84	131	+ 56.0%
Total Sales	27	23	- 14.8%	89	91	+ 2.2%
Days on Market Until Sale	16	66	+ 312.5%	24	57	+ 137.5%
Median Closed Price*	\$359,000	\$425,000	+ 18.4%	\$410,000	\$473,000	+ 15.4%
Average Closed Price*	\$393,219	\$447,816	+ 13.9%	\$435,512	\$486,135	+ 11.6%
Percent of List Price Received*	99.3%	97.1%	- 2.2%	99.7%	96.7%	- 3.0%
Inventory of Homes for Sale	29	72	+ 148.3%	—	—	—
Months Supply of Inventory	1.2	4.1	+ 241.7%	—	—	—

Condo	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	4	7	+ 75.0%	17	36	+ 111.8%
Total Sales	3	4	+ 33.3%	30	15	- 50.0%
Days on Market Until Sale	146	153	+ 4.8%	47	73	+ 55.3%
Median Closed Price*	\$370,000	\$315,000	- 14.9%	\$304,999	\$353,900	+ 16.0%
Average Closed Price*	\$366,667	\$313,601	- 14.5%	\$300,397	\$359,046	+ 19.5%
Percent of List Price Received*	97.3%	93.6%	- 3.8%	100.8%	97.3%	- 3.5%
Inventory of Homes for Sale	5	23	+ 360.0%	—	—	—
Months Supply of Inventory	0.9	8.4	+ 833.3%	—	—	—

* 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.

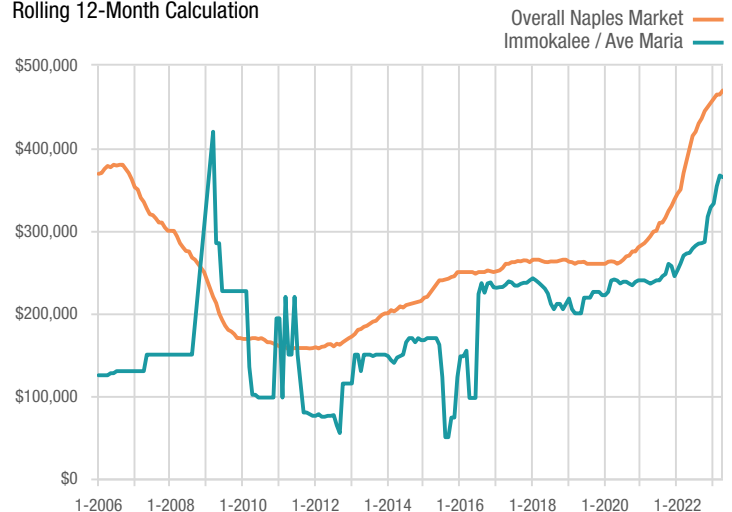
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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.