

Naples Area Market Report



February 2019

Home buyers had many more options to choose from in February as housing market inventory increased 7 percent to 7,442 homes in February 2019 compared to 6,912 in February 2018. In addition to 1,498 new listings added to the Southwest Florida MLS in February, the February 2019 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), also reflected a 4 percent decrease in the overall median closed price to \$335,000 in February 2019 compared to \$350,000 in February 2018.

The February Market Report showed inventory for each home type was about even in February with 3,801 single-family homes available (a 10 percent increase compared to February 2018) and 3,641 condominiums available (a 4 percent increase compared to February 2018).

Unlike many Florida markets, sales of homes in Naples are very geographically influenced. Historically, the closer a property was to the beach, the faster it would sell. But that's not always the case anymore. Days on market were the lowest in the South Naples area (34112, 34113) in February; yet prices for single-family homes in this geographic area decreased 25 percent to \$420,000 in February 2019 from \$560,000 in February 2018.

“Our statistics show that the closed prices of properties that were sold in February averaged 95 to 96 percent of the current list price,” Brenda Fioretti, Managing Broker at Berkshire Hathaway HomeServices Florida Realty. “This shows that once a property is priced to attract buyers, the seller can realize a final closing price within 4 to 5 percent of asking price.”

Fioretti added that “many of the current listed properties are priced in excess of the range that is attracting buyers so sellers often have to reduce their asking price to the point where buyers are interested, looking and ready to make an offer. Pricing a home appropriately from the start helps the seller realize a much shorter marketing time and makes for a smoother transaction.”

Quick Facts

- 14.4%	- 4.3%	+ 12.8%
Change in Overall Closed Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 8.6%	+ 16.0%	+ 3.4%
Price Range with the Strongest Sales: \$300,001 to \$500,000	Bedroom Count with Strongest Sales: 1 Bedroom or Fewer	Property Type with Strongest Sales: Single Family

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Overall Market Overview

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



Naples Area Board of REALTORS®

Key Metrics	Historical Sparkbars	2-2018	2-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		1,252	1,498	+ 19.6%	2,769	3,533	+ 27.6%
Closed Sales		695	595	- 14.4%	1,396	1,183	- 15.3%
Days on Market until Sale		95	102	+ 7.4%	93	99	+ 6.5%
Median Closed Price		\$350,000	\$335,000	- 4.3%	\$356,000	\$332,000	- 6.7%
Percentage of Current List Price Received		95.5%	95.0%	- 0.5%	95.5%	95.3%	- 0.2%
Inventory of Homes for Sale		6,912	7,442	+ 7.7%	—	—	—
Months Supply of Inventory		9.9	12.5	+ 20.4%	—	—	—

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	2-2018	2-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		584	782	+ 33.9%	1,333	1,766	+ 32.5%
Closed Sales		314	291	- 7.3%	608	605	- 0.5%
Days on Market until Sale		97	102	+ 5.2%	96	99	+ 3.1%
Median Closed Price		\$439,000	\$405,000	- 7.7%	\$430,000	\$400,000	- 7.0%
Percentage of Current List Price Received		95.2%	95.4%	+ 0.2%	95.2%	95.6%	+ 0.4%
Inventory of Homes for Sale		3,427	3,664	+ 6.9%	—	—	—
Months Supply of Inventory		10.9	13.0	+ 16.5%	—	—	—

Condo Market Overview

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



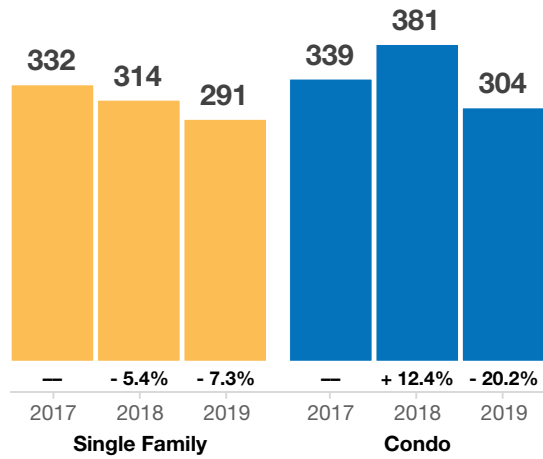
Key Metrics	Historical Sparkbars	2-2018	2-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		668	716	+ 7.2%	1,436	1,767	+ 23.1%
Closed Sales		381	304	- 20.2%	788	578	- 26.6%
Days on Market until Sale		94	102	+ 8.5%	90	99	+ 10.0%
Median Closed Price		\$275,000	\$265,000	- 3.6%	\$295,000	\$263,250	- 10.8%
Percentage of Current List Price Received		95.7%	94.7%	- 1.0%	95.8%	95.0%	- 0.8%
Inventory of Homes for Sale		3,485	3,641	+ 4.5%	—	—	—
Months Supply of Inventory		9.1	11.9	+ 23.7%	—	—	—

Overall Closed Sales

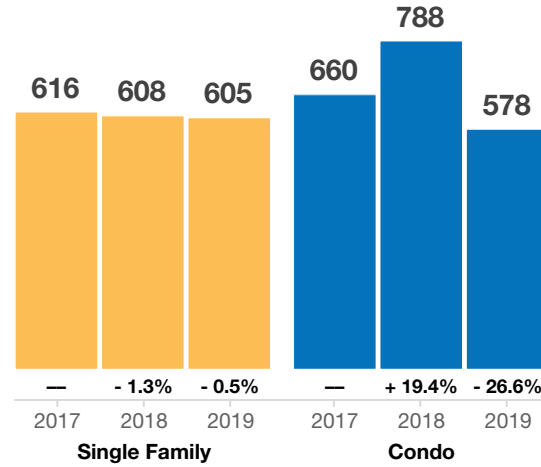
A count of the actual sales that closed in a given month.



February

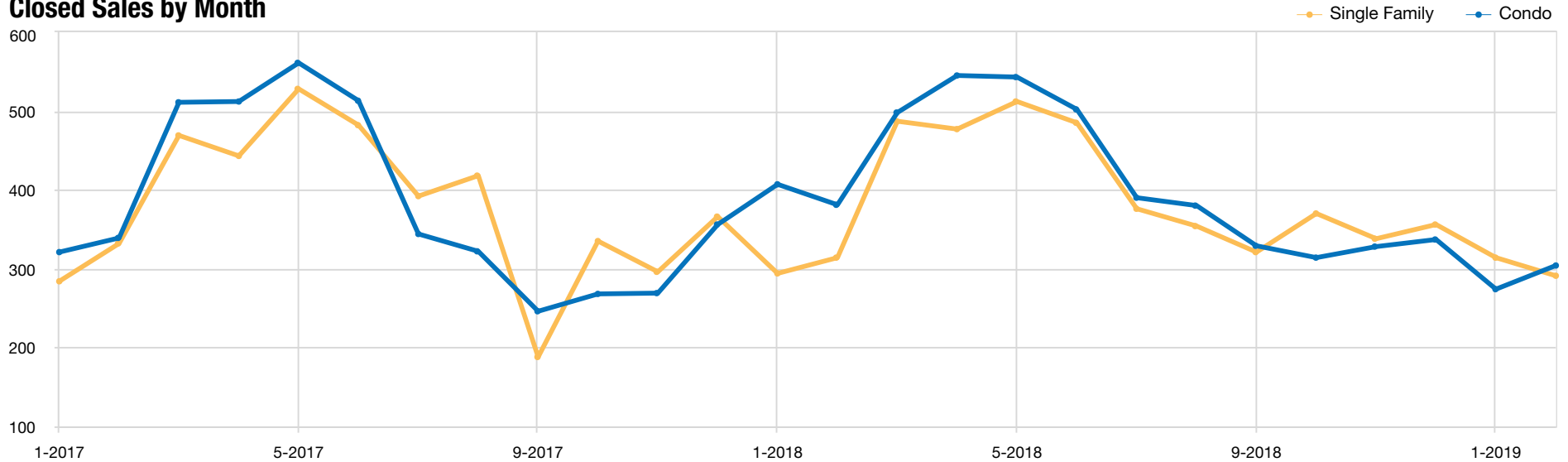


Year-to-Date



Total Sales	Single Family	Year-over-Year Change	Condo	Year-over-Year Change
Mar-2018	487	+ 3.8%	498	- 2.5%
Apr-2018	477	+ 7.7%	545	+ 6.4%
May-2018	512	- 3.0%	543	- 3.2%
Jun-2018	485	+ 0.6%	502	- 2.1%
Jul-2018	376	- 4.1%	390	+ 13.4%
Aug-2018	354	- 15.3%	380	+ 18.0%
Sep-2018	321	+ 70.7%	329	+ 33.7%
Oct-2018	370	+ 10.4%	314	+ 17.2%
Nov-2018	338	+ 14.2%	328	+ 21.9%
Dec-2018	356	- 2.7%	337	- 5.3%
Jan-2019	314	+ 6.8%	274	- 32.7%
Feb-2019	291	- 7.3%	304	- 20.2%
12-Month Avg	390	+ 3.4%	395	+ 1.0%

Closed Sales by Month



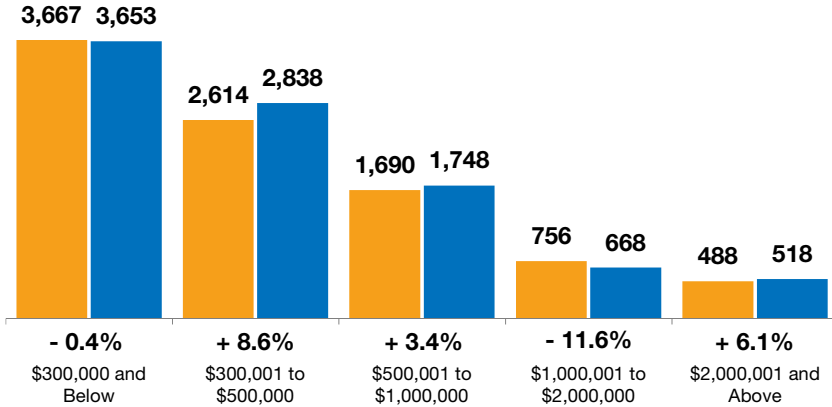
Overall Closed Sales by Price Range

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



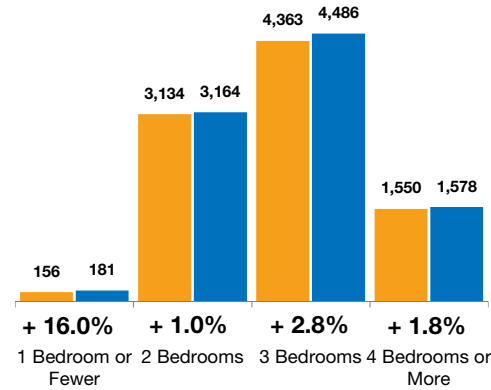
By Price Range

■ 2-2018 ■ 2-2019



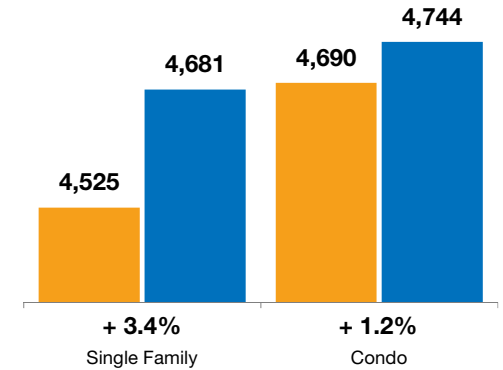
By Bedroom Count

■ 2-2018 ■ 2-2019



By Property Type

■ 2-2018 ■ 2-2019



All Properties

By Price Range	2-2018	2-2019	Change
\$300,000 and Below	3,667	3,653	- 0.4%
\$300,001 to \$500,000	2,614	2,838	+ 8.6%
\$500,001 to \$1,000,000	1,690	1,748	+ 3.4%
\$1,000,001 to \$2,000,000	756	668	- 11.6%
\$2,000,001 and Above	488	518	+ 6.1%
All Price Ranges	9,215	9,425	+ 2.3%

Single Family

	2-2018	2-2019	Change
1 Bedroom or Fewer	1,091	1,014	- 7.1%
2 Bedrooms	1,564	1,725	+ 10.3%
3 Bedrooms	1,133	1,166	+ 2.9%
4 Bedrooms or More	393	385	- 2.0%
All Single Family	4,525	4,681	+ 3.4%

Condo

	2-2018	2-2019	Change
1 Bedroom or Fewer	2576	2639	+ 2.4%
2 Bedrooms	1050	1113	+ 6.0%
3 Bedrooms	557	582	+ 4.5%
4 Bedrooms or More	363	283	- 22.0%
All Condo	4,690	4,744	+ 1.2%

By Bedroom Count

	2-2018	2-2019	Change
1 Bedroom or Fewer	156	181	+ 16.0%
2 Bedrooms	3,134	3,164	+ 1.0%
3 Bedrooms	4,363	4,486	+ 2.8%
4 Bedrooms or More	1,550	1,578	+ 1.8%
All Bedroom Counts	9,215	9,425	+ 2.3%

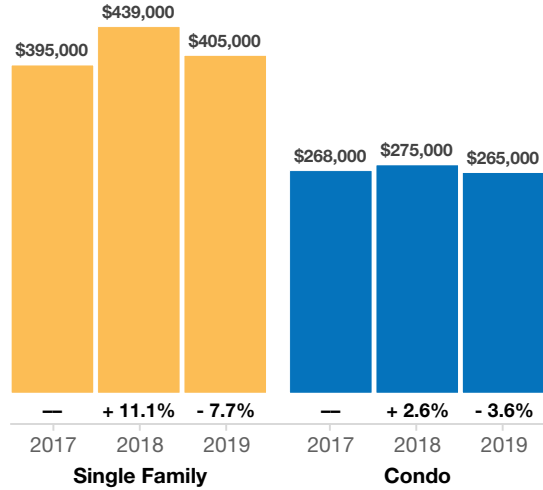
	2-2018	2-2019	Change
1 Bedroom or Fewer	21	25	+ 19.0%
2 Bedrooms	485	460	- 5.2%
3 Bedrooms	2,617	2,706	+ 3.4%
4 Bedrooms or More	1,401	1,489	+ 6.3%
All Single Family	4,525	4,681	+ 3.4%

Overall Median Closed Price

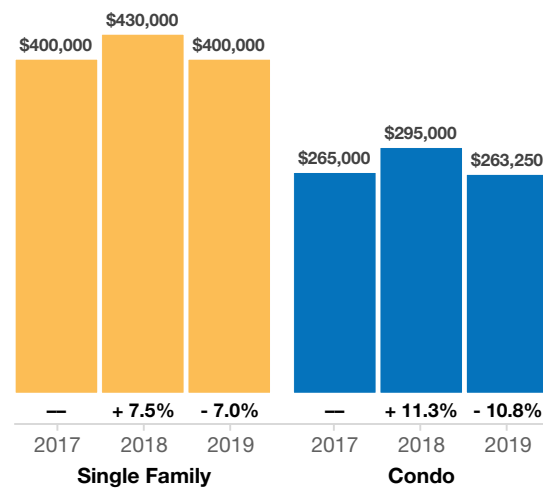
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



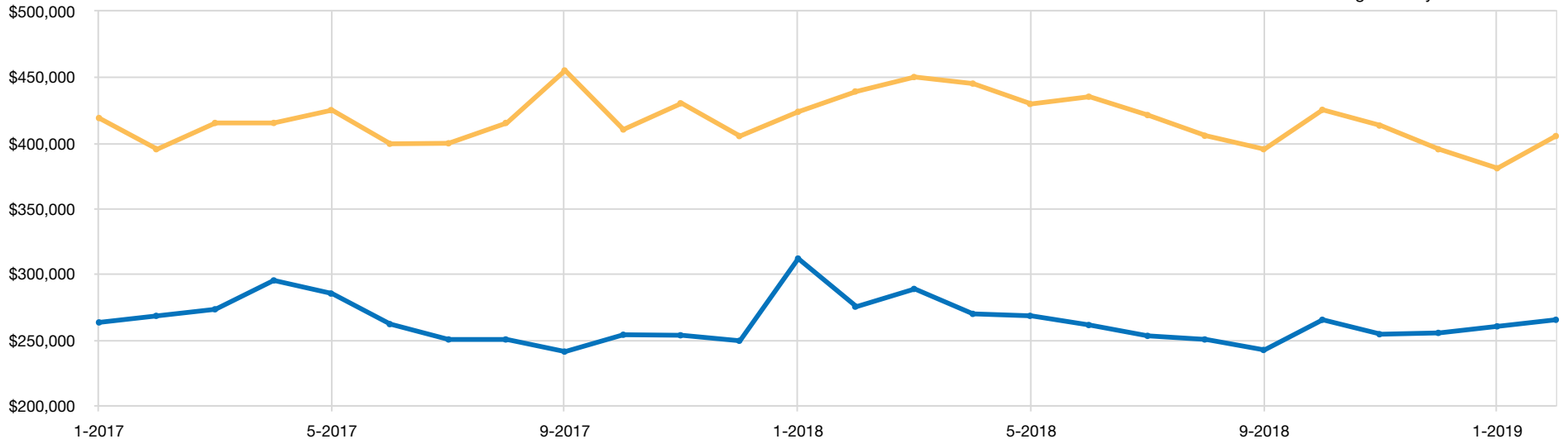
Year-to-Date



Median Closed Price	Single Family	Year-over-Year Change	Condo	Year-over-Year Change
Mar-2018	\$450,000	+ 8.4%	\$288,500	+ 5.7%
Apr-2018	\$445,000	+ 7.2%	\$269,500	- 8.6%
May-2018	\$429,500	+ 1.1%	\$268,000	- 6.0%
Jun-2018	\$435,000	+ 9.0%	\$261,000	- 0.3%
Jul-2018	\$421,000	+ 5.4%	\$252,750	+ 1.1%
Aug-2018	\$405,235	- 2.4%	\$250,000	0.0%
Sep-2018	\$395,000	- 13.2%	\$242,000	+ 0.5%
Oct-2018	\$425,000	+ 3.7%	\$265,000	+ 4.5%
Nov-2018	\$413,000	- 4.0%	\$254,000	+ 0.3%
Dec-2018	\$394,950	- 2.5%	\$255,000	+ 2.4%
Jan-2019	\$380,500	- 10.2%	\$260,000	- 16.6%
Feb-2019	\$405,000	- 7.7%	\$265,000	- 3.6%
12-Month Avg*	\$420,000	+ 1.2%	\$262,000	- 1.1%

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

Median Closed Price by Month



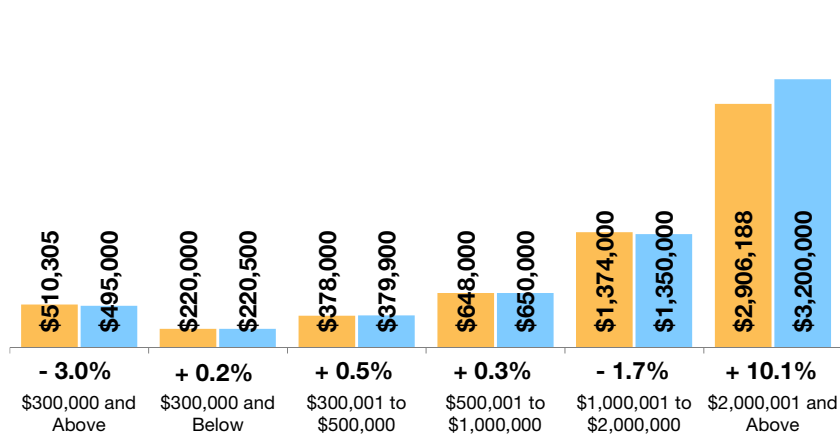
Overall Median Closed Price by Price Range

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



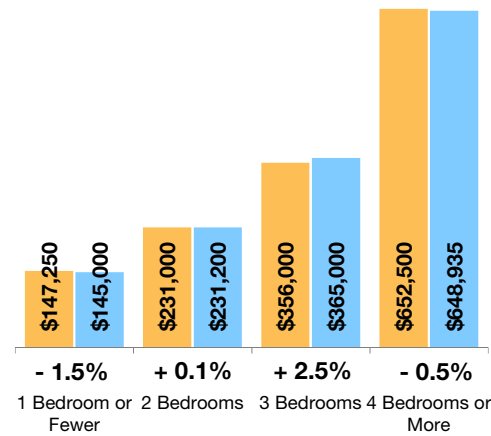
By Price Range

■ 2-2018 ■ 2-2019



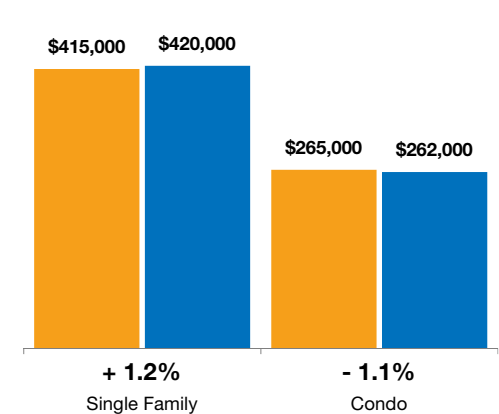
By Bedroom Count

■ 2-2018 ■ 2-2019



By Property Type

■ 2-2018 ■ 2-2019



All Properties

By Price Range

	2-2018	2-2019	Change
\$300,000 and Above	\$510,305	\$495,000	- 3.0%
\$300,000 and Below	\$220,000	\$220,500	+ 0.2%
\$300,001 to \$500,000	\$378,000	\$379,900	+ 0.5%
\$500,001 to \$1,000,000	\$648,000	\$650,000	+ 0.3%
\$1,000,001 to \$2,000,000	\$1,374,000	\$1,350,000	- 1.7%
\$2,000,001 and Above	\$2,906,188	\$3,200,000	+ 10.1%
All Price Ranges	\$331,000	\$335,000	+ 1.2%

Single Family

	2-2018	2-2019	Change
\$300,000 and Above	\$510,000	\$500,000	- 2.0%
\$300,000 and Below	\$250,000	\$260,000	+ 4.0%
\$300,001 to \$500,000	\$389,000	\$387,500	- 0.4%
\$500,001 to \$1,000,000	\$641,500	\$645,000	+ 0.5%
\$1,000,001 to \$2,000,000	\$1,310,000	\$1,350,000	+ 3.1%
\$2,000,001 and Above	\$3,200,000	\$3,350,000	+ 4.7%
All Price Ranges	\$415,000	\$420,000	+ 1.2%

Condo

	2-2018	2-2019	Change
\$300,000 and Above	\$518,000	\$479,000	- 7.5%
\$300,000 and Below	\$201,250	\$204,000	+ 1.4%
\$300,001 to \$500,000	\$360,000	\$360,000	0.0%
\$500,001 to \$1,000,000	\$662,000	\$680,625	+ 2.8%
\$1,000,001 to \$2,000,000	\$1,450,000	\$1,350,000	- 6.9%
\$2,000,001 and Above	\$2,500,000	\$2,835,000	+ 13.4%
All Price Ranges	\$265,000	\$262,000	- 1.1%

By Bedroom Count

	2-2018	2-2019	Change
1 Bedroom or Fewer	\$147,250	\$145,000	- 1.5%
2 Bedrooms	\$231,000	\$231,200	+ 0.1%
3 Bedrooms	\$356,000	\$365,000	+ 2.5%
4 Bedrooms or More	\$652,500	\$648,935	- 0.5%
All Bedroom Counts	\$331,000	\$335,000	+ 1.2%

	2-2018	2-2019	Change
1 Bedroom or Fewer	\$73,500	\$80,000	+ 8.8%
2 Bedrooms	\$285,000	\$275,000	- 3.5%
3 Bedrooms	\$375,000	\$382,550	+ 2.0%
4 Bedrooms or More	\$625,000	\$642,500	+ 2.8%
All Bedroom Counts	\$415,000	\$420,000	+ 1.2%

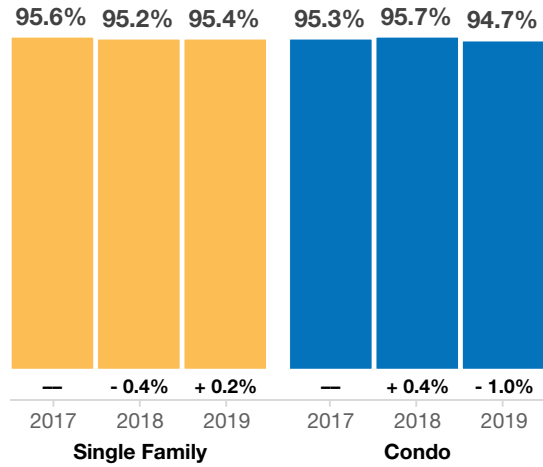
	2-2018	2-2019	Change
1 Bedroom or Fewer	\$158,400	\$150,050	- 5.3%
2 Bedrooms	\$221,000	\$225,000	+ 1.8%
3 Bedrooms	\$325,000	\$325,000	0.0%
4 Bedrooms or More	\$1,665,000	\$1,700,000	+ 2.1%
All Bedroom Counts	\$265,000	\$262,000	- 1.1%

Overall Percent of Current List Price Received

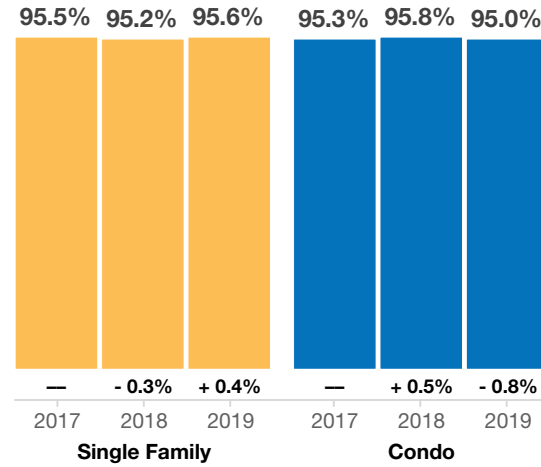
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



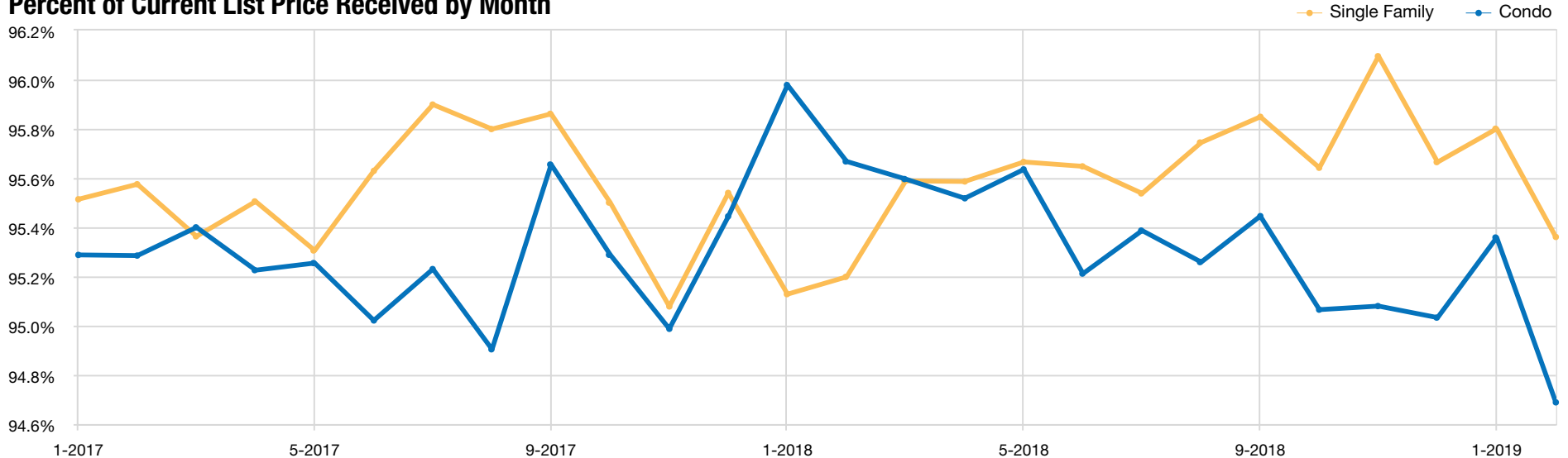
Year-to-Date



Pct. of List Price Received	Single Family	Year-over-Year Change	Condo	Year-over-Year Change
Mar-2018	95.6%	+ 0.2%	95.6%	+ 0.2%
Apr-2018	95.6%	+ 0.1%	95.5%	+ 0.3%
May-2018	95.7%	+ 0.4%	95.6%	+ 0.3%
Jun-2018	95.6%	0.0%	95.2%	+ 0.2%
Jul-2018	95.5%	- 0.4%	95.4%	+ 0.2%
Aug-2018	95.7%	- 0.1%	95.3%	+ 0.4%
Sep-2018	95.8%	- 0.1%	95.4%	- 0.3%
Oct-2018	95.6%	+ 0.1%	95.1%	- 0.2%
Nov-2018	96.1%	+ 1.1%	95.1%	+ 0.1%
Dec-2018	95.7%	+ 0.2%	95.0%	- 0.4%
Jan-2019	95.8%	+ 0.7%	95.4%	- 0.6%
Feb-2019	95.4%	+ 0.2%	94.7%	- 1.0%
12-Month Avg*	95.7%	+ 0.2%	95.3%	0.0%

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

Percent of Current List Price Received by Month

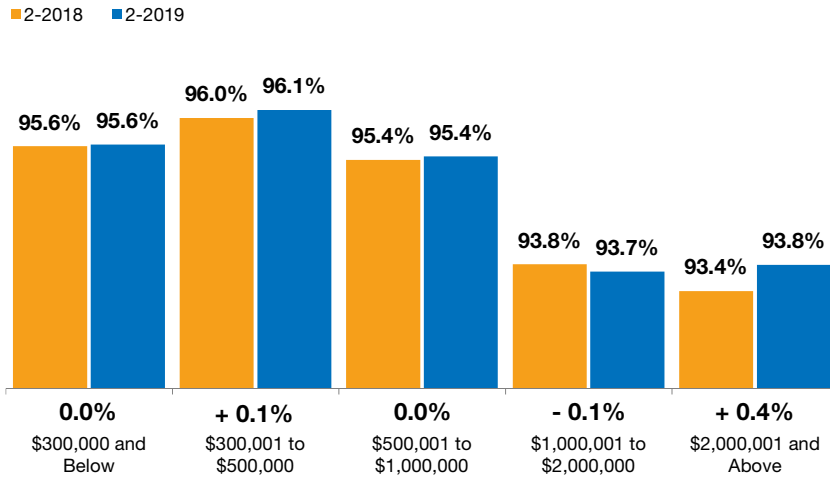


Overall Percent of Current List Price Received by Price Range

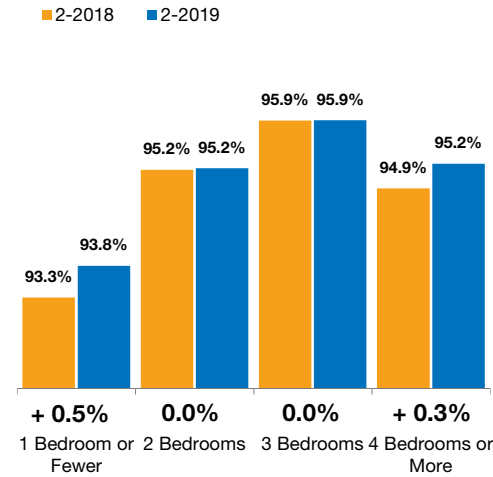
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.



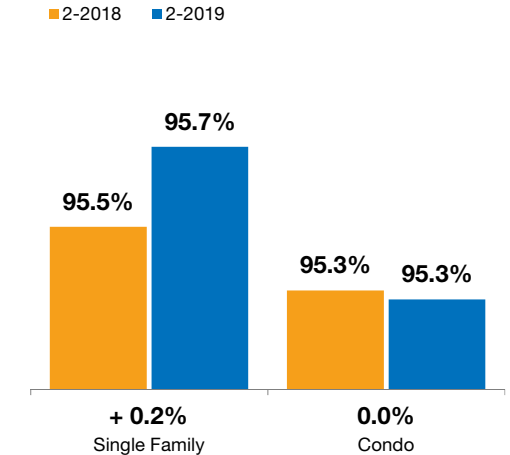
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2018	2-2019	Change
\$300,000 and Below	95.6%	95.6%	0.0%
\$300,001 to \$500,000	96.0%	96.1%	+ 0.1%
\$500,001 to \$1,000,000	95.4%	95.4%	0.0%
\$1,000,001 to \$2,000,000	93.8%	93.7%	- 0.1%
\$2,000,001 and Above	93.4%	93.8%	+ 0.4%
All Price Ranges	95.4%	95.5%	+ 0.1%

Single Family

2-2018	2-2019	Change
96.4%	96.4%	0.0%
96.2%	96.3%	+ 0.1%
95.3%	95.4%	+ 0.1%
92.6%	93.4%	+ 0.9%
92.2%	93.6%	+ 1.5%
95.5%	95.7%	+ 0.2%

Condo

2-2018	2-2019	Change
95.2%	95.3%	+ 0.1%
95.6%	95.8%	+ 0.2%
95.5%	95.4%	- 0.1%
95.1%	94.2%	- 0.9%
96.2%	94.5%	- 1.8%
95.3%	95.3%	0.0%

By Bedroom Count

2-2018	2-2019	Change
93.3%	93.8%	+ 0.5%
95.2%	95.2%	0.0%
95.9%	95.9%	0.0%
94.9%	95.2%	+ 0.3%
95.4%	95.5%	+ 0.1%

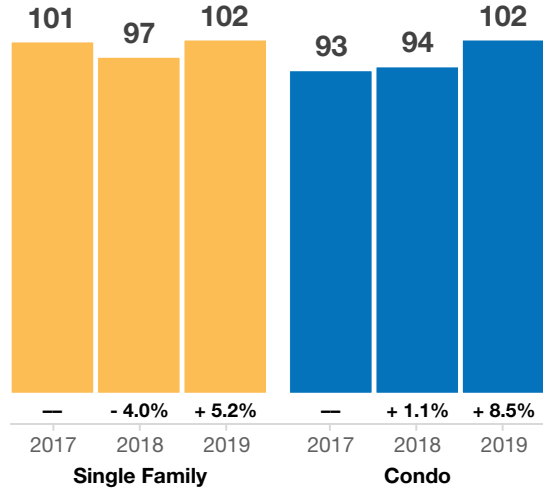
2-2018	2-2019	Change
89.3%	89.5%	+ 0.2%
95.0%	94.5%	- 0.5%
96.1%	96.2%	+ 0.1%
94.7%	95.3%	+ 0.6%
95.5%	95.7%	+ 0.2%

Overall Days on Market until Sale

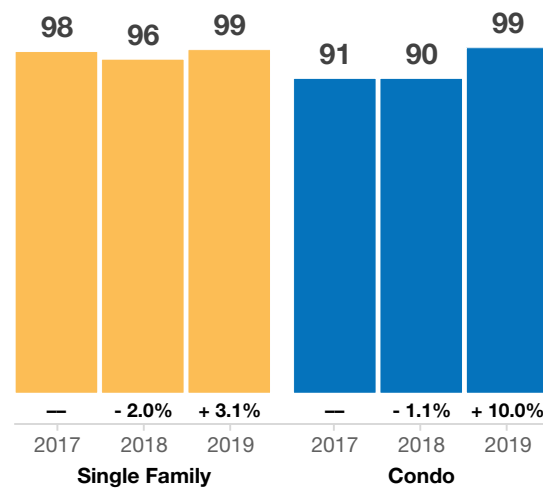
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



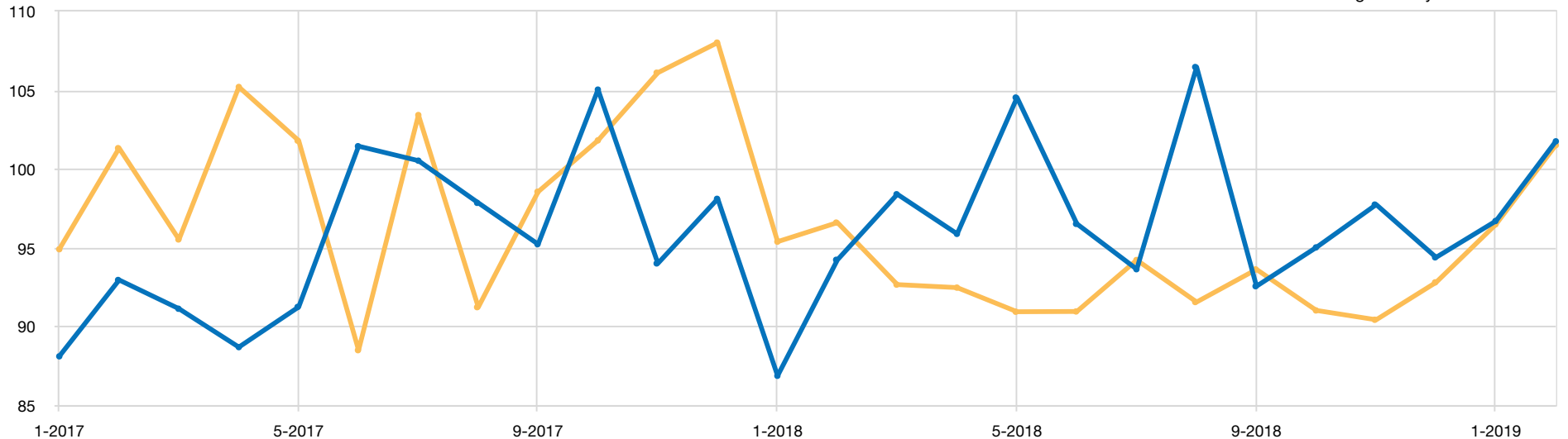
Year-to-Date



Days on Market	Single Family	Year-over-Year Change	Condo	Year-over-Year Change
Mar-2018	93	- 3.1%	98	+ 7.7%
Apr-2018	92	- 12.4%	96	+ 7.9%
May-2018	91	- 10.8%	105	+ 15.4%
Jun-2018	91	+ 3.4%	97	- 4.0%
Jul-2018	94	- 8.7%	94	- 6.9%
Aug-2018	92	+ 1.1%	106	+ 8.2%
Sep-2018	94	- 5.1%	93	- 2.1%
Oct-2018	91	- 10.8%	95	- 9.5%
Nov-2018	90	- 15.1%	98	+ 4.3%
Dec-2018	93	- 13.9%	94	- 4.1%
Jan-2019	96	+ 1.1%	97	+ 11.5%
Feb-2019	102	+ 5.2%	102	+ 8.5%
12-Month Avg*	93	- 6.3%	98	+ 3.5%

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

Days on Market until Sale by Month



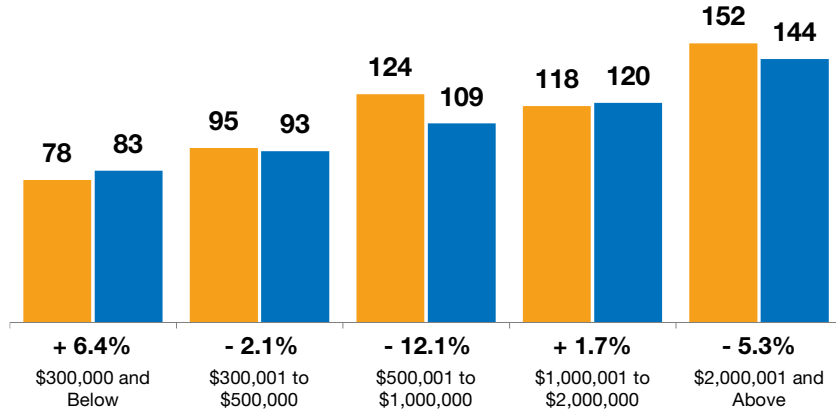
Overall Days on Market until Sale by Price Range

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



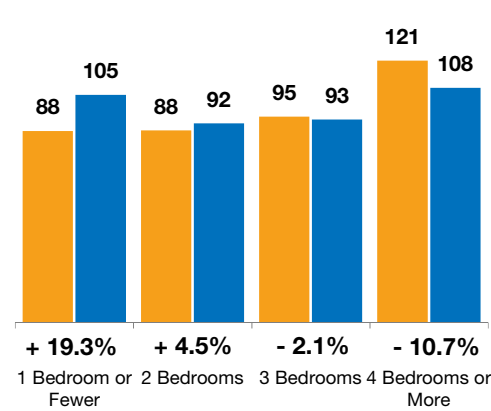
By Price Range

■ 2-2018 ■ 2-2019



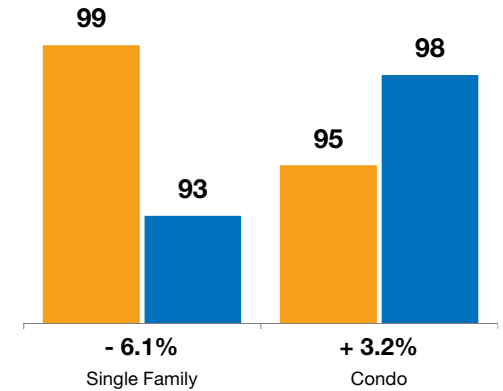
By Bedroom Count

■ 2-2018 ■ 2-2019



By Property Type

■ 2-2018 ■ 2-2019



All Properties

By Price Range	2-2018	2-2019	Change
\$300,000 and Below	78	83	+ 6.4%
\$300,001 to \$500,000	95	93	- 2.1%
\$500,001 to \$1,000,000	124	109	- 12.1%
\$1,000,001 to \$2,000,000	118	120	+ 1.7%
\$2,000,001 and Above	152	144	- 5.3%
All Price Ranges	97	95	- 2.1%

Single Family

2-2018	2-2019	Change	2-2018	2-2019	Change
59	66	+ 11.9%	86	90	+ 4.7%
91	88	- 3.3%	102	103	+ 1.0%
124	102	- 17.7%	126	120	- 4.8%
137	122	- 10.9%	98	116	+ 18.4%
177	152	- 14.1%	95	117	+ 23.2%
99	93	- 6.1%	95	98	+ 3.2%

Condo

By Bedroom Count	2-2018	2-2019	Change
1 Bedroom or Fewer	88	105	+ 19.3%
2 Bedrooms	88	92	+ 4.5%
3 Bedrooms	95	93	- 2.1%
4 Bedrooms or More	121	108	- 10.7%
All Bedroom Counts	97	95	- 2.1%

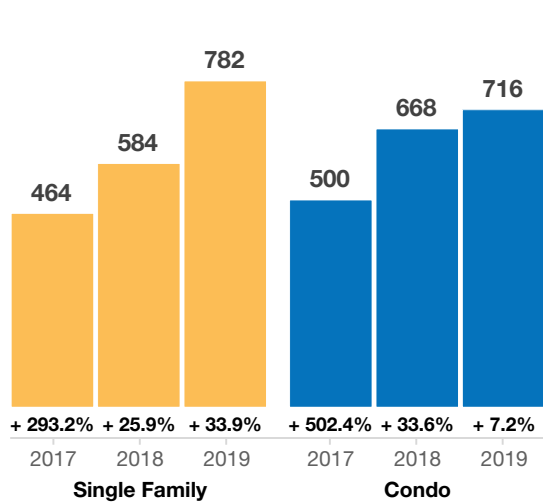
2-2018	2-2019	Change	2-2018	2-2019	Change
87	172	+ 97.7%	88	94	+ 6.7%
83	85	+ 2.4%	89	93	+ 3.7%
89	86	- 3.4%	104	105	+ 0.9%
124	107	- 13.7%	86	133	+ 54.2%
99	93	- 6.1%	95	98	+ 3.2%

Overall New Listings by Month

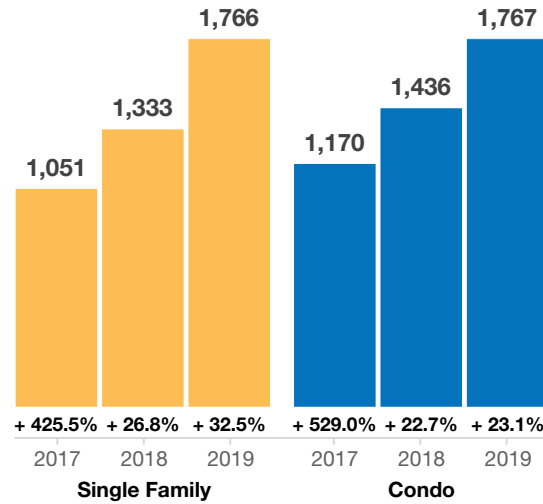
A count of the properties that have been newly listed on the market in a given month.



February

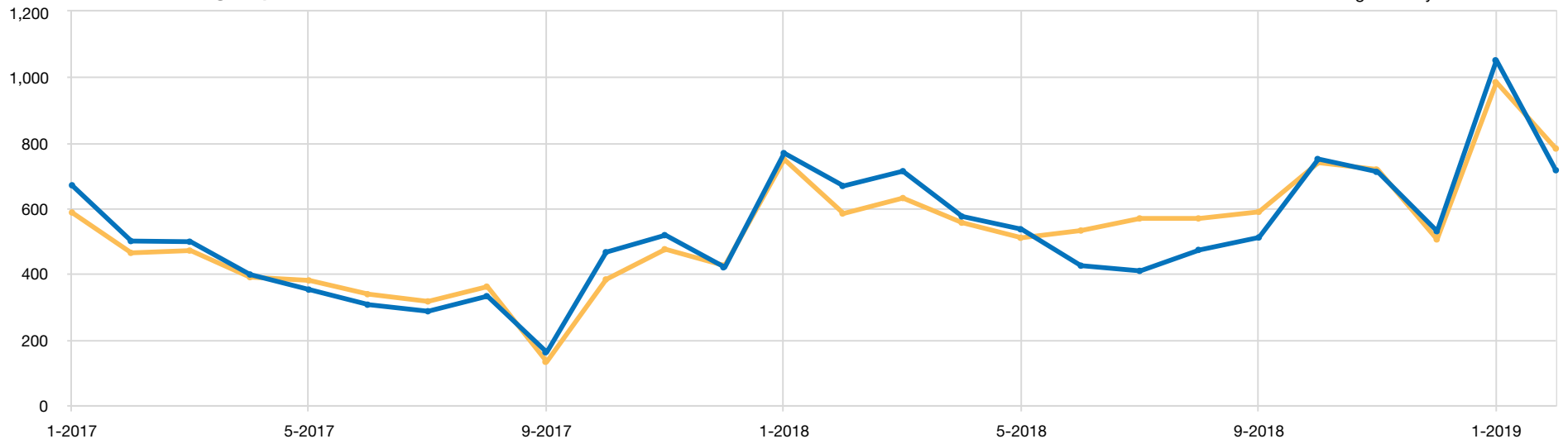


Year-to-Date



New Listings	Single Family	Year-over-Year Change	Condo	Year-over-Year Change
Mar-2018	631	+ 34.0%	713	+ 43.2%
Apr-2018	556	+ 42.6%	575	+ 44.5%
May-2018	510	+ 34.2%	536	+ 52.3%
Jun-2018	532	+ 57.4%	425	+ 38.9%
Jul-2018	569	+ 80.1%	409	+ 43.0%
Aug-2018	569	+ 57.6%	473	+ 42.5%
Sep-2018	589	+ 346.2%	511	+ 217.4%
Oct-2018	739	+ 93.0%	750	+ 60.9%
Nov-2018	718	+ 51.2%	711	+ 37.3%
Dec-2018	505	+ 18.8%	530	+ 26.2%
Jan-2019	984	+ 31.4%	1,051	+ 36.8%
Feb-2019	782	+ 33.9%	716	+ 7.2%
12-Month Avg	640	+ 53.5%	617	+ 43.2%

Overall New Listings by Month



Overall Listing and Sales Summary by Area

February 2019



	Median Closed Price			Closed Sales			Inventory			Average Days On Market		
	Feb-19	Feb-18	% Change	Feb-19	Feb-18	% Change	Feb-19	Feb-18	% Change	Feb-19	Feb-18	% Change
Overall Naples Market**	\$335,000	\$350,000	-4.3%	595	695	-14.4%	7,442	6,912	+12.8%	102	95	+7.4%
Collier County	\$349,500	\$370,000	-5.5%	658	753	-12.6%	8,371	7,809	+6.7%	102	97	+5.2%
Central Naples	\$244,750	\$251,570	-2.7%	92	99	+7.1%	951	941	+1.1%	105	89	+18.0%
East Naples	\$311,000	\$325,000	-4.3%	133	130	+2.3%	1,476	1,353	+8.3%	97	90	+7.8%
Immokalee / Ave Maria	\$266,475	\$267,500	-0.4%	10	9	+11.1%	115	95	+17.4%	127	81	+56.8%
Naples Beach	\$755,000	\$852,000	-4.0%	108	156	-30.8%	1,713	1,472	+14.8%	107	107	+0.0%
North Naples	\$405,000	\$400,000	+1.3%	147	195	-24.6%	1,994	1,940	+2.7%	109	99	+10.1%
South Naples	\$265,000	\$248,500	+6.6%	105	106	-0.9%	1,194	1,111	+6.9%	86	86	0.0%

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

Local Market Update – February 2019

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Naples Beach

34102, 34103, 34108

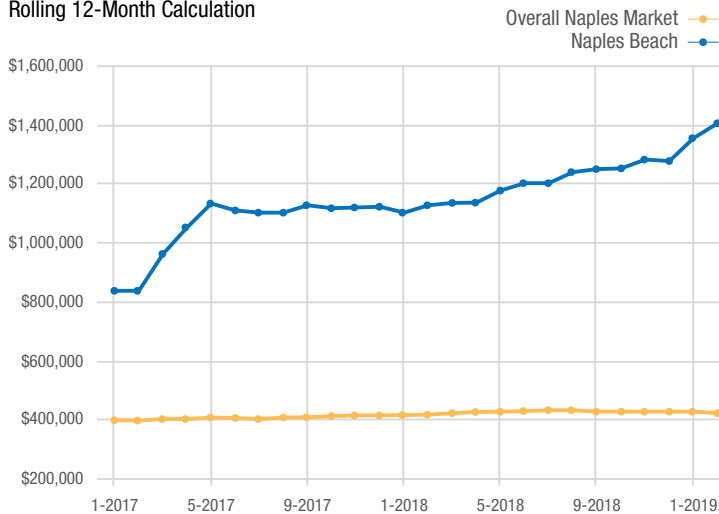
Single Family	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	91	136	+ 49.5%	219	310	+ 41.6%
Closed Sales	70	36	- 48.6%	111	82	- 26.1%
Days on Market Until Sale	104	101	- 2.9%	108	131	+ 21.3%
Median Closed Price*	\$1,305,000	\$1,845,000	+ 41.4%	\$1,175,000	\$1,897,500	+ 61.5%
Average Closed Price*	\$1,992,650	\$2,712,192	+ 36.1%	\$1,804,870	\$2,876,821	+ 59.4%
Percent of Current List Price Received*	93.6%	93.3%	- 0.3%	93.1%	94.2%	+ 1.2%

Condo	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	152	170	+ 11.8%	342	438	+ 28.1%
Closed Sales	86	72	- 16.3%	172	128	- 25.6%
Days on Market Until Sale	109	110	+ 0.9%	105	105	0.0%
Median Closed Price*	\$660,000	\$629,000	- 4.7%	\$721,000	\$786,000	+ 9.0%
Average Closed Price*	\$916,565	\$1,011,788	+ 10.4%	\$961,762	\$1,103,086	+ 14.7%
Percent of Current List Price Received*	95.0%	94.2%	- 0.8%	95.1%	94.6%	+ 0.5%

* 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.

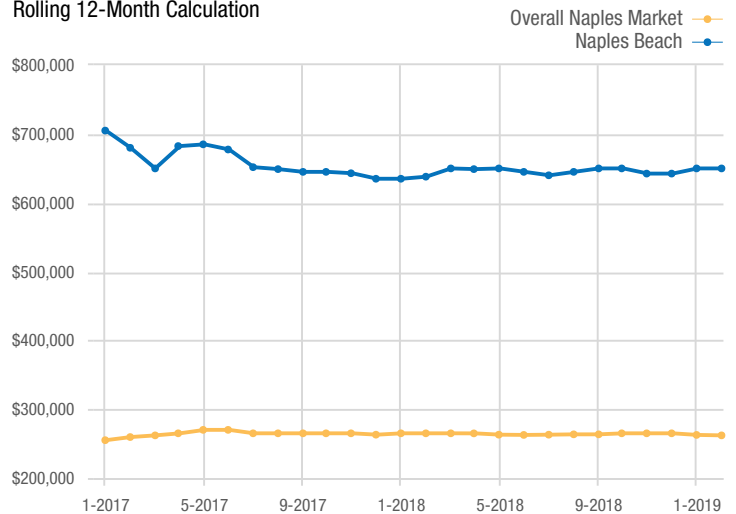
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – February 2019

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North Naples

34109, 34110, 34119

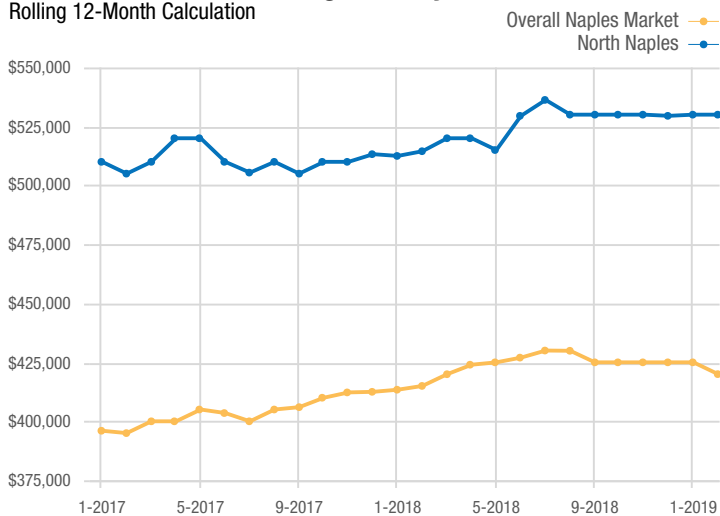
Single Family	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	171	192	+ 12.3%	379	447	+ 17.9%
Closed Sales	71	76	+ 7.0%	141	146	+ 3.5%
Days on Market Until Sale	115	110	- 4.3%	113	99	- 12.4%
Median Closed Price*	\$492,500	\$537,000	+ 9.0%	\$500,000	\$552,500	+ 10.5%
Average Closed Price*	\$660,769	\$770,582	+ 16.6%	\$742,160	\$747,253	+ 0.7%
Percent of Current List Price Received*	95.7%	94.8%	- 0.9%	95.6%	95.1%	- 0.5%

Condo	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	186	183	- 1.6%	407	460	+ 13.0%
Closed Sales	124	71	- 42.7%	279	155	- 44.4%
Days on Market Until Sale	90	109	+ 21.1%	77	109	+ 41.6%
Median Closed Price*	\$309,000	\$280,000	- 9.4%	\$425,000	\$278,000	- 34.6%
Average Closed Price*	\$644,389	\$362,817	- 43.7%	\$885,195	\$362,551	- 59.0%
Percent of Current List Price Received*	96.2%	95.2%	- 1.0%	96.9%	95.2%	- 1.8%

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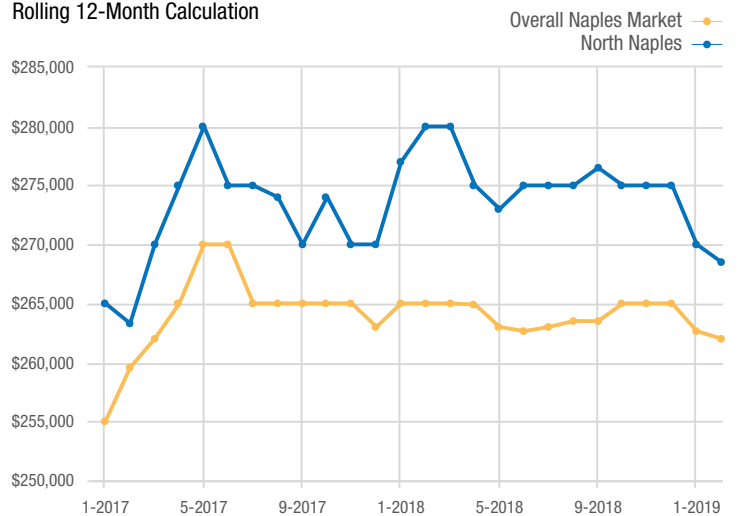
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Central Naples

34104, 34105, 34116

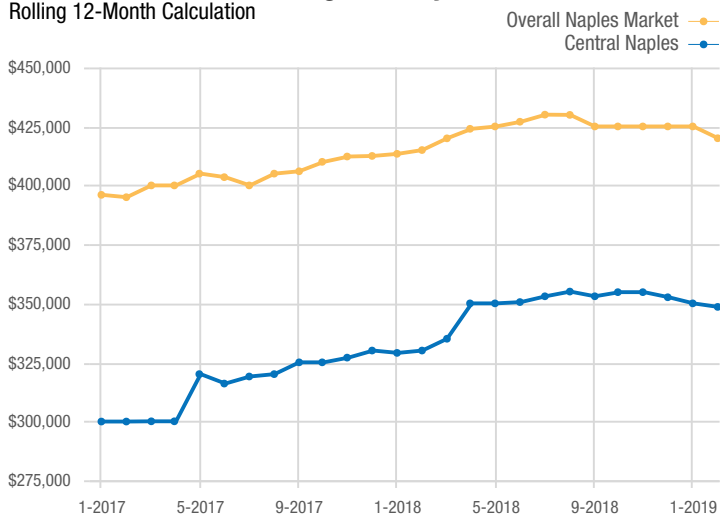
Single Family	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	87	107	+ 23.0%	199	249	+ 25.1%
Closed Sales	49	35	- 28.6%	90	74	- 17.8%
Days on Market Until Sale	93	96	+ 3.2%	85	88	+ 3.5%
Median Closed Price*	\$365,000	\$312,500	- 14.4%	\$322,500	\$305,500	- 5.3%
Average Closed Price*	\$821,690	\$401,551	- 51.1%	\$736,105	\$474,905	- 35.5%
Percent of Current List Price Received*	95.5%	95.9%	+ 0.4%	95.4%	96.2%	+ 0.8%

Condo	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	110	119	+ 8.2%	233	261	+ 12.0%
Closed Sales	50	57	+ 14.0%	111	104	- 6.3%
Days on Market Until Sale	84	111	+ 32.1%	80	111	+ 38.8%
Median Closed Price*	\$200,000	\$184,000	- 8.0%	\$184,000	\$180,000	+ 2.2%
Average Closed Price*	\$203,802	\$211,375	+ 3.7%	\$231,494	\$215,968	+ 6.7%
Percent of Current List Price Received*	95.3%	94.5%	- 0.8%	95.1%	94.9%	+ 0.2%

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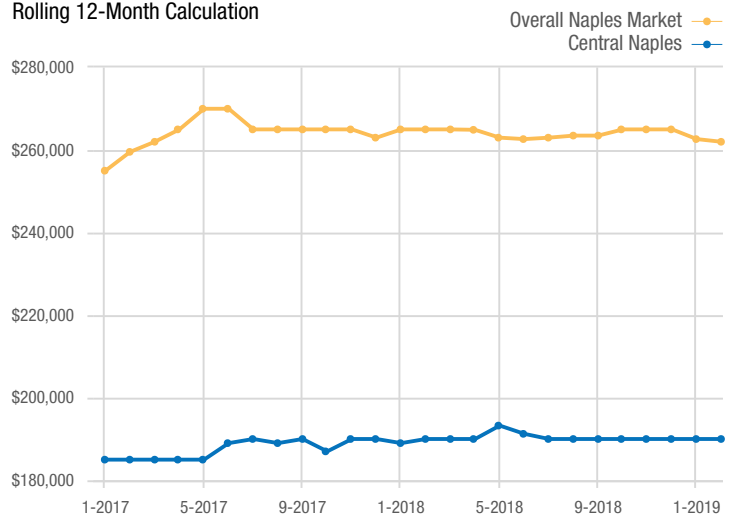
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – February 2019

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South Naples

34112, 34113

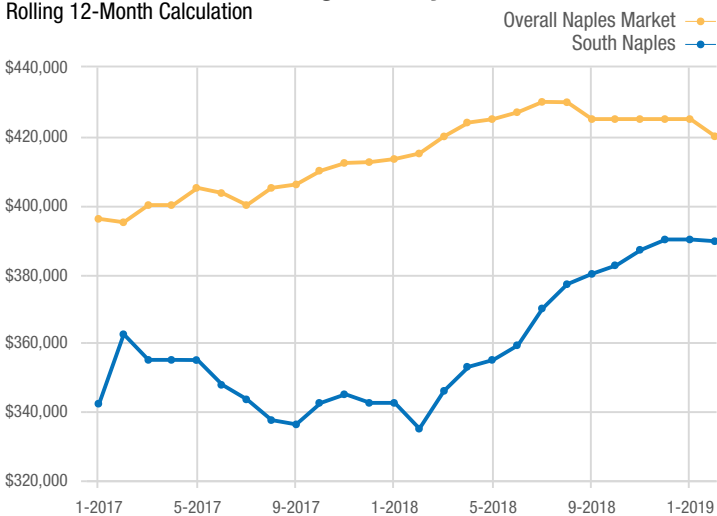
Single Family	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	58	87	+ 50.0%	148	229	+ 54.7%
Closed Sales	25	37	+ 48.0%	60	79	+ 31.7%
Days on Market Until Sale	97	84	- 13.4%	94	94	0.0%
Median Closed Price*	\$560,000	\$420,000	- 25.0%	\$426,000	\$390,000	+ 8.5%
Average Closed Price*	\$559,278	\$508,614	- 9.1%	\$491,129	\$460,698	+ 6.2%
Percent of Current List Price Received*	94.4%	94.3%	- 0.1%	95.2%	94.2%	+ 1.1%

Condo	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	124	141	+ 13.7%	286	389	+ 36.0%
Closed Sales	81	68	- 16.0%	147	127	- 13.6%
Days on Market Until Sale	82	87	+ 6.1%	97	79	- 18.6%
Median Closed Price*	\$220,000	\$215,000	- 2.3%	\$203,000	\$215,000	+ 5.9%
Average Closed Price*	\$246,337	\$229,792	- 6.7%	\$230,815	\$235,780	+ 2.2%
Percent of Current List Price Received*	95.6%	95.0%	- 0.6%	95.2%	95.2%	0.0%

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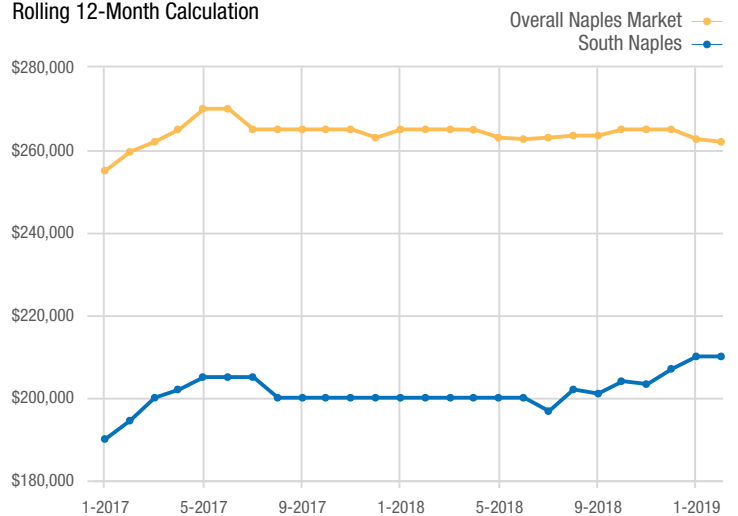
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

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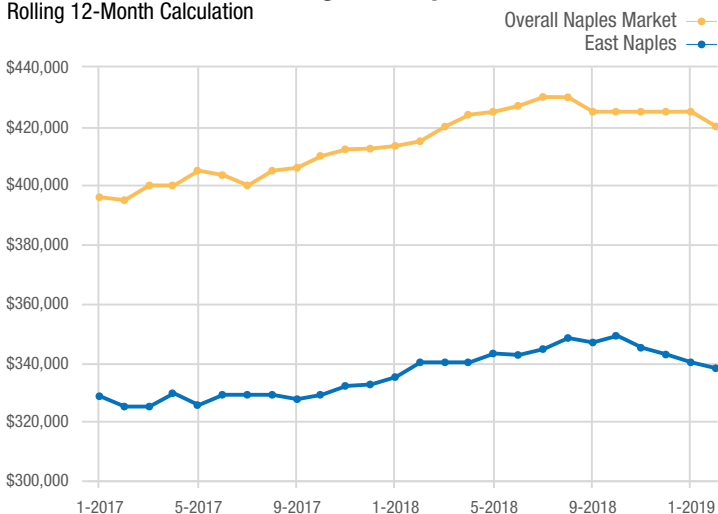
Single Family	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	157	235	+ 49.7%	346	482	+ 39.3%
Closed Sales	90	99	+ 10.0%	189	206	+ 9.0%
Days on Market Until Sale	80	103	+ 28.8%	84	94	+ 11.9%
Median Closed Price*	\$347,500	\$338,000	- 2.7%	\$350,000	\$325,000	- 7.1%
Average Closed Price*	\$391,550	\$389,350	- 0.6%	\$393,738	\$391,064	- 0.7%
Percent of Current List Price Received*	96.0%	96.3%	+ 0.3%	96.0%	96.6%	+ 0.6%

Condo	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	92	100	+ 8.7%	164	215	+ 31.1%
Closed Sales	40	34	- 15.0%	78	62	- 20.5%
Days on Market Until Sale	113	80	- 29.2%	108	84	- 22.2%
Median Closed Price*	\$280,000	\$257,500	- 8.0%	\$266,250	\$245,000	- 8.0%
Average Closed Price*	\$270,232	\$278,530	+ 3.1%	\$261,415	\$270,099	+ 3.3%
Percent of Current List Price Received*	96.0%	94.0%	- 2.1%	95.6%	95.0%	- 0.6%

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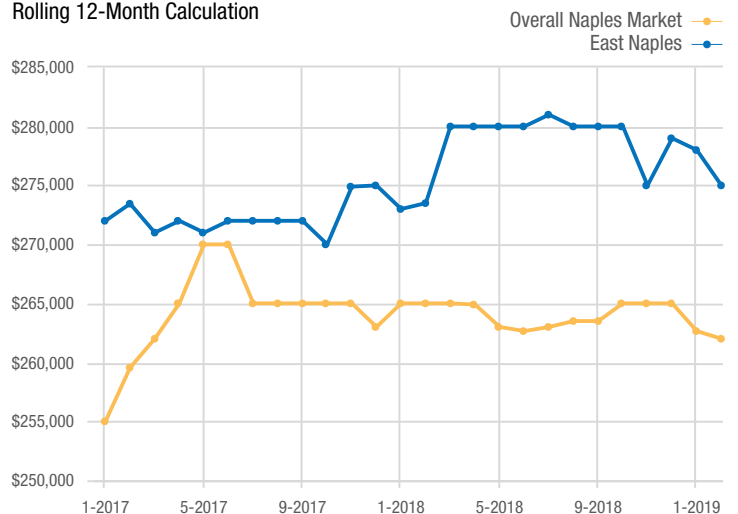
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – February 2019

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Immokalee / Ave Maria

Naples Area Board of REALTORS®

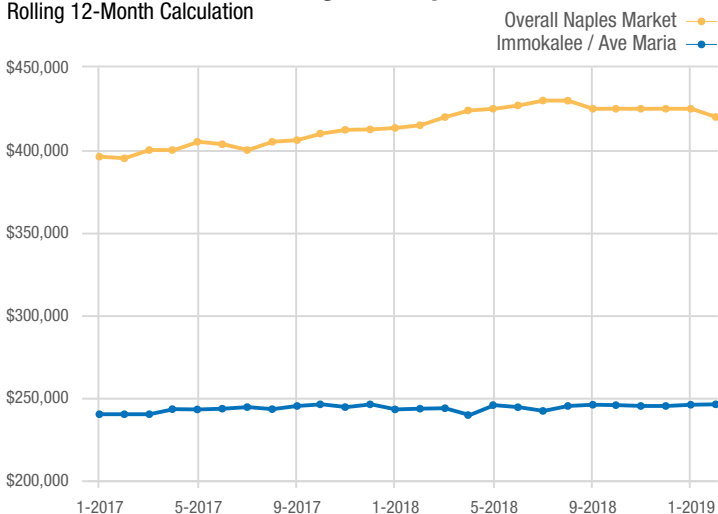
Single Family	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	20	25	+ 25.0%	42	49	+ 16.7%
Closed Sales	9	8	- 11.1%	17	18	+ 5.9%
Days on Market Until Sale	81	116	+ 43.2%	81	70	- 13.6%
Median Closed Price*	\$267,500	\$283,725	+ 6.1%	\$208,000	\$266,475	+ 28.1%
Average Closed Price*	\$260,945	\$298,486	+ 14.4%	\$220,877	\$274,004	+ 24.1%
Percent of Current List Price Received*	96.6%	100.2%	+ 3.7%	94.3%	97.8%	+ 3.7%

Condo	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	4	3	- 25.0%	4	4	0.0%
Closed Sales	0	2	—	1	2	+ 100.0%
Days on Market Until Sale	—	170	—	5	170	+ 3,300.0%
Median Closed Price*	—	\$172,265	—	\$75,000	\$172,265	+ 129.7%
Average Closed Price*	—	\$172,265	—	\$75,000	\$172,265	+ 129.7%
Percent of List Price Received*	—	100.0%	—	100.0%	100.0%	0.0%

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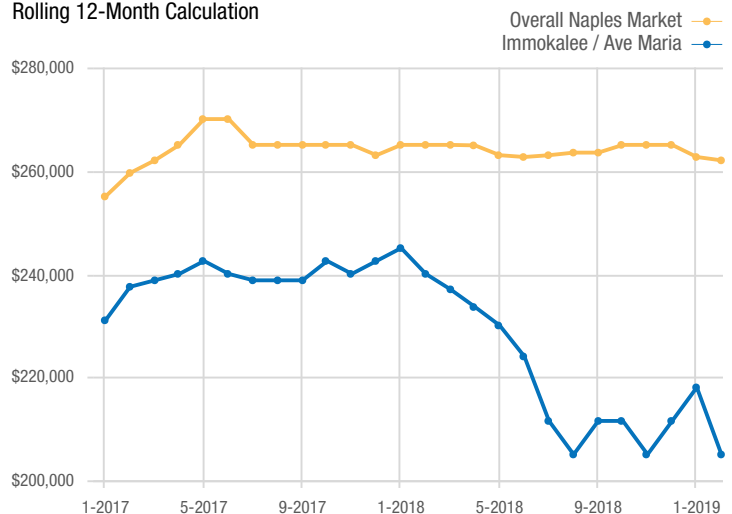
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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