

Naples Area Market Report



November 2019

An increase in traffic on roads and beaches, and in restaurants, hotels, and open houses during November was reflected in a 27 percent increase in overall pending sales (homes under contract), and a 46 percent increase in showings for the month compared to November 2018. Several broker analysts who reviewed the November 2019 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), said they saw a noticeable increase in buyer interest starting back in October. The presence of more eager buyers before our traditional high season has contributed to the depletion of inventory, which decreased 19.4 percent in November to 5,563 properties compared to 6,896 properties in November 2018.

“We currently have a six-month supply of inventory,” said Brenda Fioretti, Managing Broker at Berkshire Hathaway HomeServices Florida Realty, who added that there were price reductions in 28 percent of all homes on the market in November. But according to Budge Huskey, President, Premier Sotheby’s International Realty, “Six months of inventory offers Naples a great advantage when compared to other popular Florida areas like Tampa and Orlando, which currently average two to three months of inventory, as buyers have more options.”

“Naples is not a major business center where demand is driven by significant employment gains,” added Huskey, “yet we continue to enjoy another solid year in real estate sales due to all the unique offerings which make Naples such as special destination to so many around the country.”

Overall closed sales in November increased 2.4 percent, but it was the single-family home market that led the month’s closed sales with a 5.3 percent increase compared to closed sales in the condominium market, which decreased 0.6 percent.

In response to slow sales in the condominium market, Coco Amar, a managing broker at John R. Wood Properties remarked, “We’ve had such huge activity in the condominium market over the last three years, it was bound to slow down a bit.” But despite closed sales of condominiums being tepid in November, the report showed pending sales in the condominium market were up 26 percent compared to an increase in pending sales in the single-family homes market of 28 percent. This substantial increase is a direct result of the early influx of early.

Inventory levels for the single-family and condominium markets were about even in November; with 2,771 properties and 2,792 properties, respectively. Inventory declines during November were highest in the low end of the single-family home market (under \$300,000), which saw a 35.4 percent decline in November. But inventory increased 19.6 percent in the \$2 million and above condominium market.

“With overall inventory down and showings up, now is a great time to put your home on the market,” said Fioretti, who added that her agents were extremely busy in November and she’s anticipating they will be even busier during the upcoming winter season.

Quick Facts

+ 2.4%	+ 0.8%	- 19.3%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 9.2%	+ 4.7%	+ 6.7%
Price Range With the Strongest Sales: \$300,001 to \$500,000	Bedroom Count With Strongest Sales: 3 Bedrooms	Property Type With Strongest Sales: Single Family

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Overall Market Overview

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



Key Metrics	Historical Sparkbars	11-2018	11-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		1,447	1,261	- 12.9%	14,862	14,297	- 3.8%
Closed Sales		671	687	+ 2.4%	9,002	9,299	+ 3.3%
Days on Market Until Sale		94	91	- 3.2%	95	102	+ 7.4%
Median Closed Price		\$330,000	\$332,500	+ 0.8%	\$340,000	\$330,000	- 2.9%
Average Closed Price		\$568,161	\$536,868	- 5.5%	\$618,139	\$589,130	- 4.7%
Percent of Current List Price Received		95.6%	96.0%	+ 0.4%	95.5%	95.5%	0.0%
Pending Listings		792	1006	+ 27.0%	10,841	11,783	+ 8.8%
Inventory of Homes for Sale		6,896	5,563	- 19.3%	—	—	—
Months Supply of Inventory		8.5	6.7	- 21.2%	—	—	—

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	11-2018	11-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		729	613	- 15.9%	7,518	7,222	- 3.9%
Closed Sales		340	358	+ 5.3%	4,352	4,676	+ 7.4%
Days on Market Until Sale		91	91	0.0%	93	101	+ 8.6%
Median Closed Price		\$413,000	\$425,000	+ 2.9%	\$425,000	\$410,000	- 3.5%
Average Closed Price		\$716,408	\$691,413	- 3.5%	\$788,992	\$749,328	- 5.0%
Percent of Current List Price Received		96.1%	96.3%	+ 0.2%	95.6%	95.8%	+ 0.2%
Pending Listings		401	514	+ 28.2%	5311	5898	+ 11.1%
Inventory of Homes for Sale		3,573	2,771	- 22.4%	—	—	—
Months Supply of Inventory		9.1	6.6	- 27.5%	—	—	—

Condo Market Overview

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



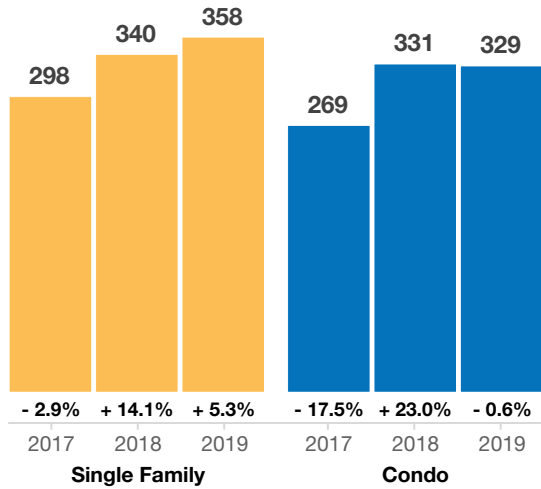
Key Metrics	Historical Sparkbars	11-2018	11-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		718	648	- 9.7%	7,344	7,075	- 3.7%
Closed Sales		331	329	- 0.6%	4,650	4,623	- 0.6%
Days on Market Until Sale		98	91	- 7.1%	97	102	+ 5.2%
Median Closed Price		\$254,000	\$260,000	+ 2.4%	\$265,000	\$260,000	- 1.9%
Average Closed Price		\$415,882	\$368,699	- 11.3%	\$458,237	\$427,131	- 6.8%
Percent of Current List Price Received		95.1%	95.6%	+ 0.5%	95.5%	95.2%	- 0.3%
Pending Listings		391	492	+ 25.8%	5530	5885	+ 6.4%
Inventory of Homes for Sale		3,323	2,792	- 16.0%	—	—	—
Months Supply of Inventory		8.0	6.8	- 15.0%	—	—	—

Overall Closed Sales

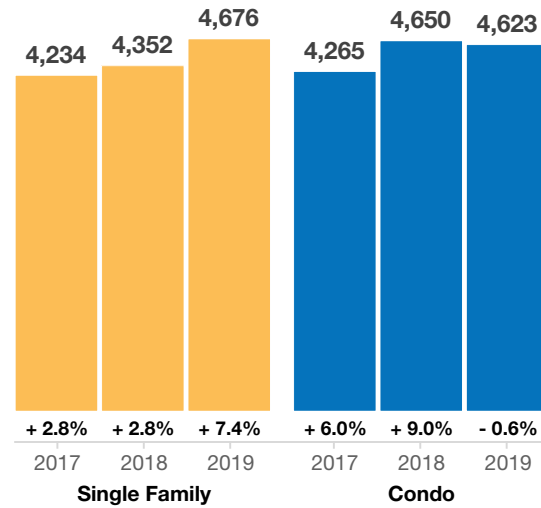
A count of the actual sales that closed in a given month.



November

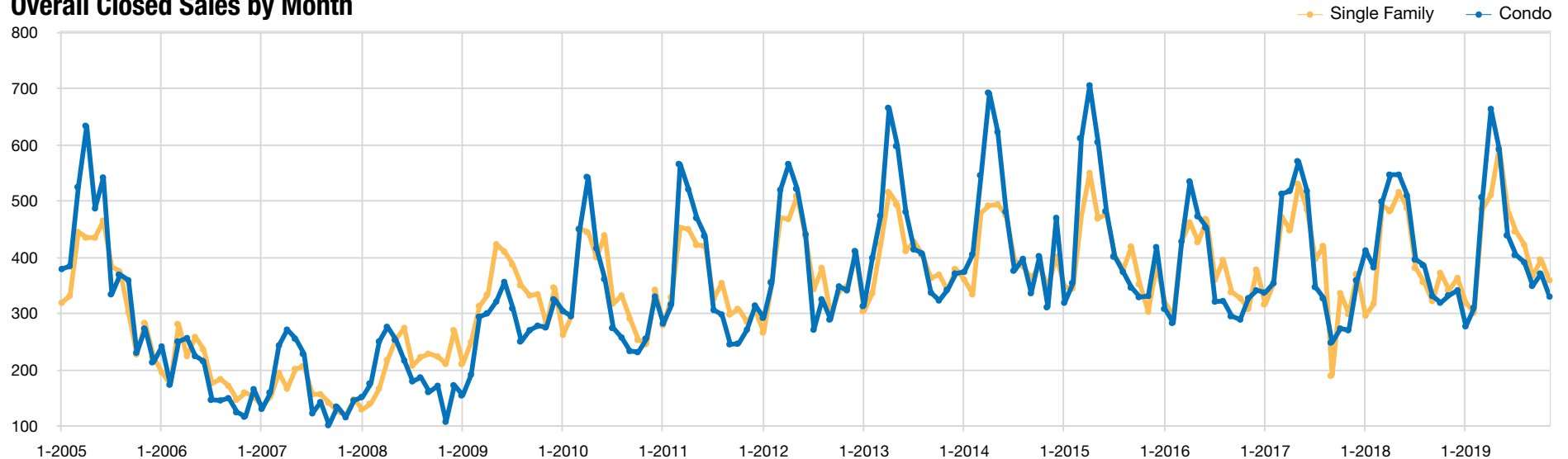


Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2018	362	- 1.9%	340	- 5.0%
Jan-2019	318	+ 7.8%	276	- 32.8%
Feb-2019	300	- 5.1%	309	- 18.9%
Mar-2019	485	- 1.2%	506	+ 1.6%
Apr-2019	510	+ 6.0%	663	+ 21.4%
May-2019	595	+ 15.5%	591	+ 8.2%
Jun-2019	484	- 0.6%	438	- 13.9%
Jul-2019	445	+ 17.1%	403	+ 2.0%
Aug-2019	421	+ 18.6%	390	+ 1.3%
Sep-2019	365	+ 13.7%	348	+ 5.5%
Oct-2019	395	+ 6.5%	370	+ 16.4%
Nov-2019	358	+ 5.3%	329	- 0.6%
12-Month Avg	420	+ 6.9%	414	- 0.7%

Overall Closed Sales by Month



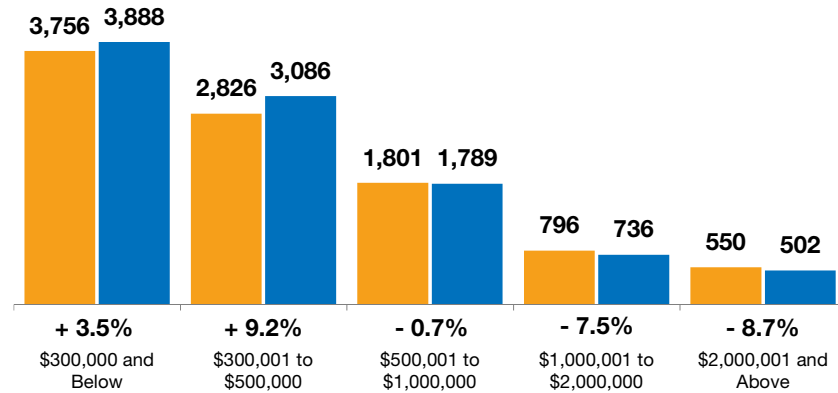
Overall Closed Sales by Price Range

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



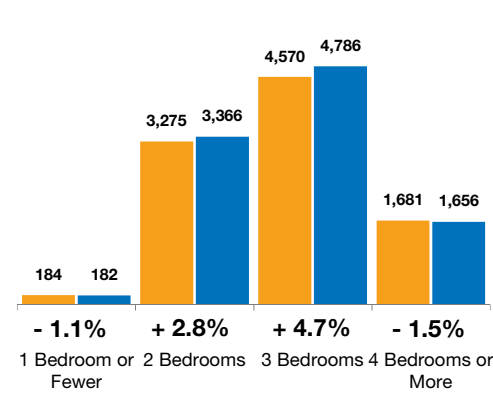
By Price Range

11-2018 11-2019



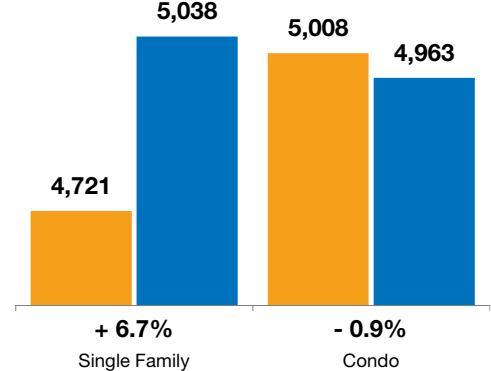
By Bedroom Count

11-2018 11-2019



By Property Type

11-2018 11-2019



All Properties

By Price Range

	11-2018	11-2019	Change
\$300,000 and Below	3,756	3,888	+ 3.5%
\$300,001 to \$500,000	2,826	3,086	+ 9.2%
\$500,001 to \$1,000,000	1,801	1,789	- 0.7%
\$1,000,001 to \$2,000,000	796	736	- 7.5%
\$2,000,001 and Above	550	502	- 8.7%
All Price Ranges	9,729	10,001	+ 2.8%

Single Family

	11-2018	11-2019	Change
1 Bedroom or Fewer	1,005	1,080	+ 7.5%
2 Bedrooms	1,708	1,944	+ 13.8%
3 Bedrooms	1,196	1,217	+ 1.8%
4 Bedrooms or More	412	438	+ 6.3%
All Single Family	4,721	5,038	+ 6.7%

Condo

	11-2018	11-2019	Change
1 Bedroom or Fewer	2751	2808	+ 2.1%
2 Bedrooms	1118	1142	+ 2.1%
3 Bedrooms	605	572	- 5.5%
4 Bedrooms or More	384	298	- 22.4%
All Condo	5,008	4,963	- 0.9%

By Bedroom Count

	11-2018	11-2019	Change
1 Bedroom or Fewer	184	182	- 1.1%
2 Bedrooms	3,275	3,366	+ 2.8%
3 Bedrooms	4,570	4,786	+ 4.7%
4 Bedrooms or More	1,681	1,656	- 1.5%
All Bedroom Counts	9,729	10,001	+ 2.8%

	11-2018	11-2019	Change
1 Bedroom or Fewer	21	24	+ 14.3%
2 Bedrooms	475	512	+ 7.8%
3 Bedrooms	2,705	2,939	+ 8.7%
4 Bedrooms or More	1,519	1,561	+ 2.8%
All Single Family	4,721	5,038	+ 6.7%

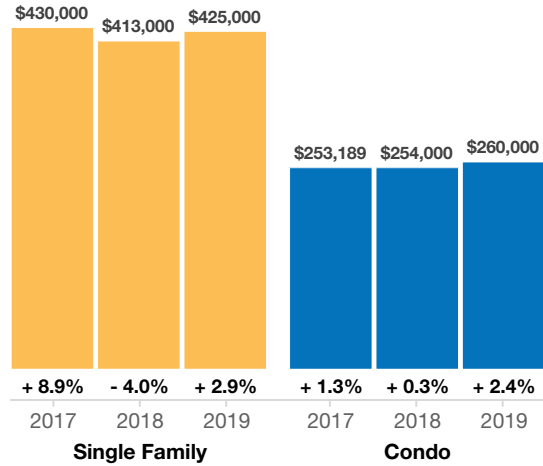
	11-2018	11-2019	Change
1 Bedroom or Fewer	163	158	- 3.1%
2 Bedrooms	2,800	2,854	+ 1.9%
3 Bedrooms	1,865	1,847	- 1.0%
4 Bedrooms or More	162	95	- 41.4%
All Condo	5,008	4,963	- 0.9%

Overall Median Closed Price

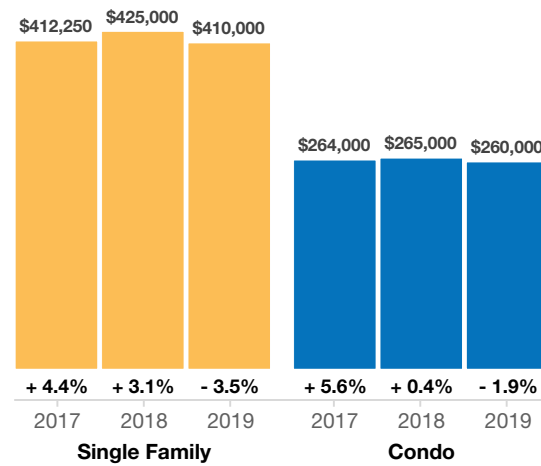
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



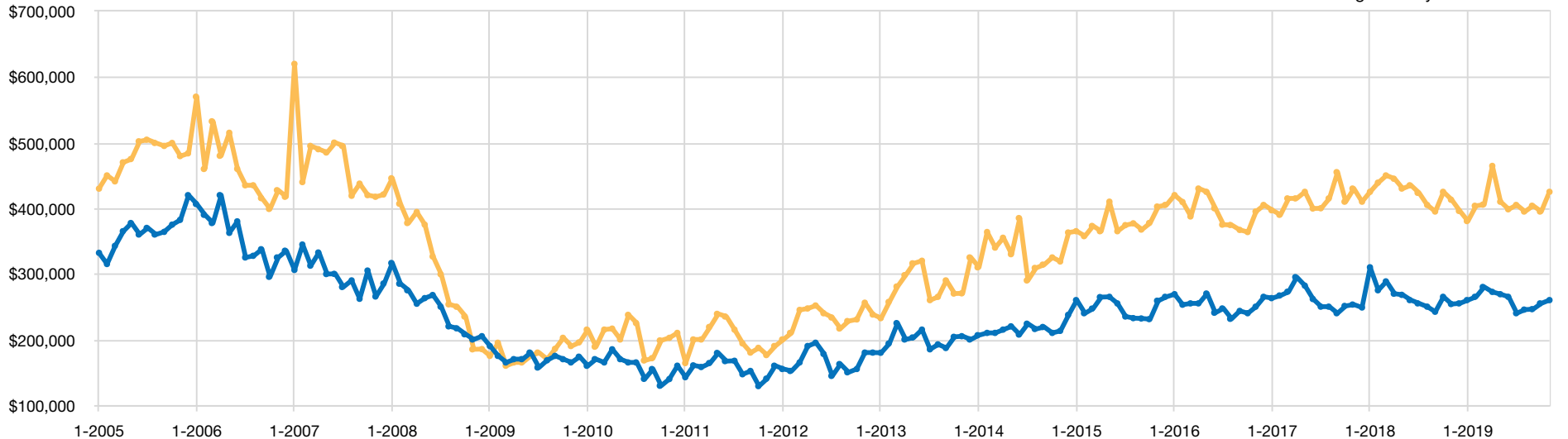
Year-to-Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2018	\$395,900	- 3.4%	\$255,000	+ 2.5%
Jan-2019	\$380,500	- 10.5%	\$260,000	- 16.1%
Feb-2019	\$403,750	- 8.0%	\$265,000	- 3.6%
Mar-2019	\$405,500	- 9.9%	\$280,000	- 2.9%
Apr-2019	\$464,500	+ 4.4%	\$272,500	+ 1.0%
May-2019	\$410,000	- 4.7%	\$269,000	+ 0.4%
Jun-2019	\$398,450	- 8.4%	\$265,000	+ 1.9%
Jul-2019	\$405,000	- 4.4%	\$240,000	- 5.9%
Aug-2019	\$395,000	- 2.5%	\$245,500	- 1.8%
Sep-2019	\$403,795	+ 2.2%	\$246,195	+ 1.6%
Oct-2019	\$395,000	- 7.1%	\$255,000	- 3.8%
Nov-2019	\$425,000	+ 2.9%	\$260,000	+ 2.4%
12-Month Avg*	\$410,000	- 3.5%	\$260,000	- 1.9%

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

Overall Median Closed Price by Month



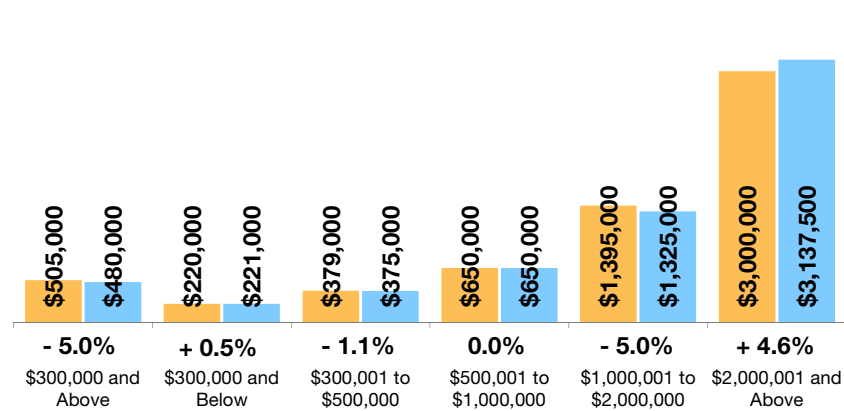
Overall Median Closed Price by Price Range

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



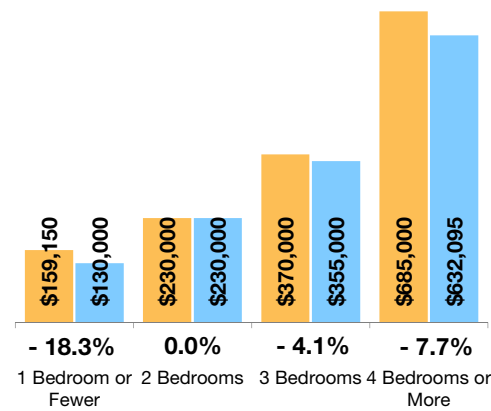
By Price Range

11-2018 11-2019



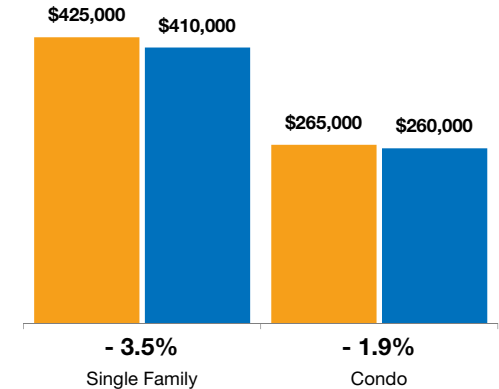
By Bedroom Count

11-2018 11-2019



By Property Type

11-2018 11-2019



All Properties

By Price Range	11-2018	11-2019	Change
\$300,000 and Above	\$505,000	\$480,000	- 5.0%
\$300,000 and Below	\$220,000	\$221,000	+ 0.5%
\$300,001 to \$500,000	\$379,000	\$375,000	- 1.1%
\$500,001 to \$1,000,000	\$650,000	\$650,000	0.0%
\$1,000,001 to \$2,000,000	\$1,395,000	\$1,325,000	- 5.0%
\$2,000,001 and Above	\$3,000,000	\$3,137,500	+ 4.6%
All Price Ranges	\$337,750	\$330,000	- 2.3%

Single Family

11-2018	11-2019	Change	11-2018	11-2019	Change
\$505,000	\$485,000	- 4.0%	\$510,000	\$470,500	- 7.7%
\$259,000	\$260,000	+ 0.4%	\$201,000	\$202,000	+ 0.5%
\$387,500	\$381,400	- 1.6%	\$360,000	\$360,000	0.0%
\$640,000	\$646,127	+ 1.0%	\$683,500	\$660,000	- 3.4%
\$1,343,500	\$1,350,000	+ 0.5%	\$1,470,000	\$1,300,000	- 11.6%
\$3,243,750	\$3,350,000	+ 3.3%	\$2,585,000	\$2,800,000	+ 8.3%
\$425,000	\$410,000	- 3.5%	\$265,000	\$260,000	- 1.9%

Condo

By Bedroom Count	11-2018	11-2019	Change
1 Bedroom or Fewer	\$159,150	\$130,000	- 18.3%
2 Bedrooms	\$230,000	\$230,000	0.0%
3 Bedrooms	\$370,000	\$355,000	- 4.1%
4 Bedrooms or More	\$685,000	\$632,095	- 7.7%
All Bedroom Counts	\$337,750	\$330,000	- 2.3%

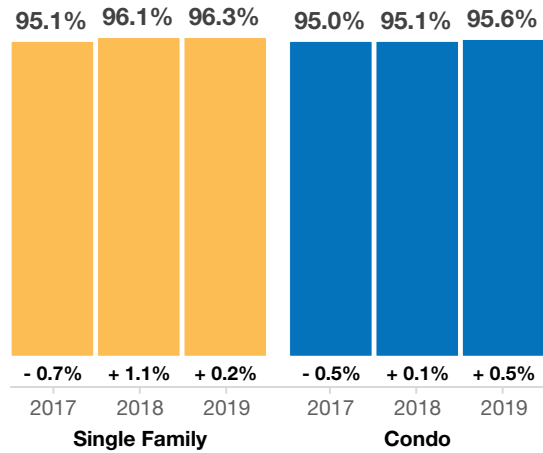
11-2018	11-2019	Change	11-2018	11-2019	Change
\$95,000	\$87,000	- 8.4%	\$165,000	\$133,000	- 19.4%
\$275,000	\$283,745	+ 3.2%	\$223,500	\$224,000	+ 0.2%
\$385,000	\$375,000	- 2.6%	\$328,000	\$320,000	- 2.4%
\$649,000	\$630,000	- 2.9%	\$1,772,500	\$770,000	- 56.6%
\$425,000	\$410,000	- 3.5%	\$265,000	\$260,000	- 1.9%

Overall Percent of Current List Price Received

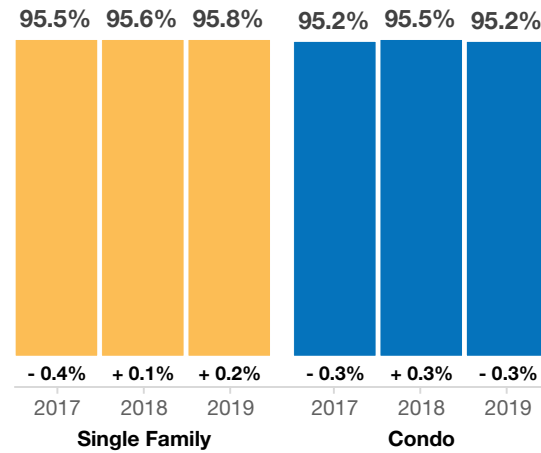
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



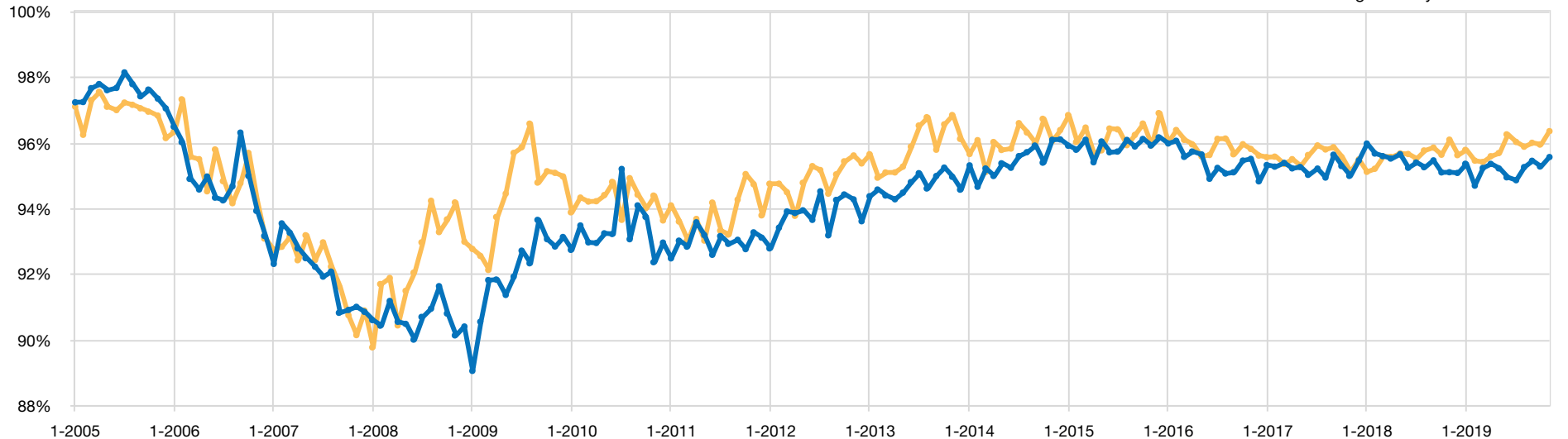
Year-to-Date



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

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

Overall Percent of List Price Received by Month



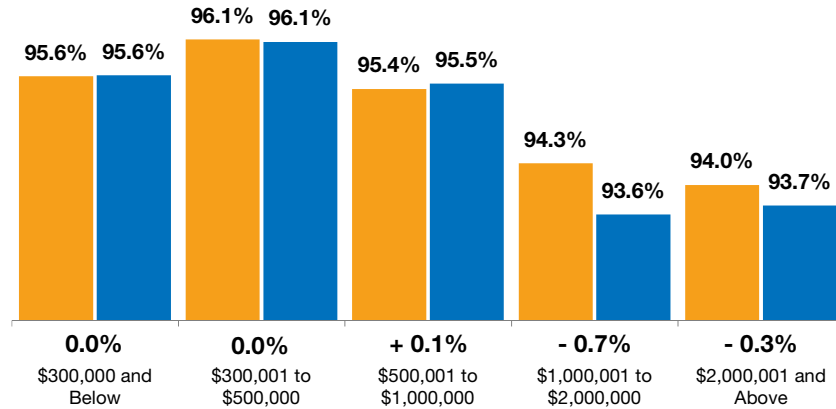
Overall Percent of Current List Price Received by Price Range

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.



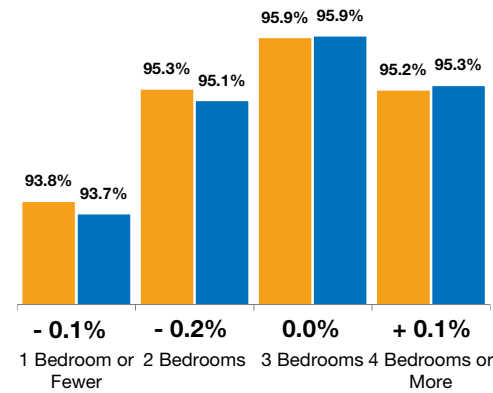
By Price Range

11-2018 11-2019



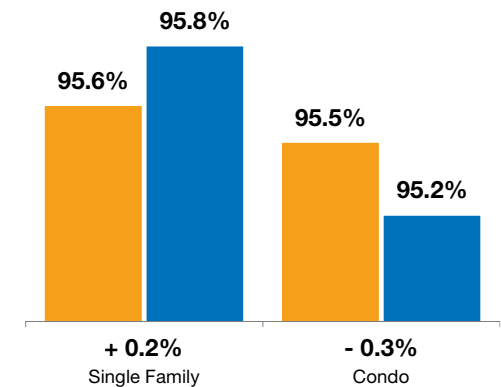
By Bedroom Count

11-2018 11-2019



By Property Type

11-2018 11-2019



All Properties

By Price Range	11-2018	11-2019	Change
\$300,000 and Below	95.6%	95.6%	0.0%
\$300,001 to \$500,000	96.1%	96.1%	0.0%
\$500,001 to \$1,000,000	95.4%	95.5%	+ 0.1%
\$1,000,001 to \$2,000,000	94.3%	93.6%	- 0.7%
\$2,000,001 and Above	94.0%	93.7%	- 0.3%
All Price Ranges	95.5%	95.5%	0.0%

Single Family

11-2018	11-2019	Change	11-2018	11-2019	Change
96.3%	96.7%	+ 0.4%	95.3%	95.1%	- 0.2%
96.3%	96.3%	0.0%	95.9%	95.7%	- 0.2%
95.4%	95.7%	+ 0.3%	95.4%	95.1%	- 0.3%
93.1%	93.2%	+ 0.1%	95.6%	94.2%	- 1.5%
93.5%	93.3%	- 0.2%	95.4%	94.7%	- 0.7%
95.6%	95.8%	+ 0.2%	95.5%	95.2%	- 0.3%

Condo

By Bedroom Count	11-2018	11-2019	Change
1 Bedroom or Fewer	93.8%	93.7%	- 0.1%
2 Bedrooms	95.3%	95.1%	- 0.2%
3 Bedrooms	95.9%	95.9%	0.0%
4 Bedrooms or More	95.2%	95.3%	+ 0.1%
All Bedroom Counts	95.5%	95.5%	0.0%

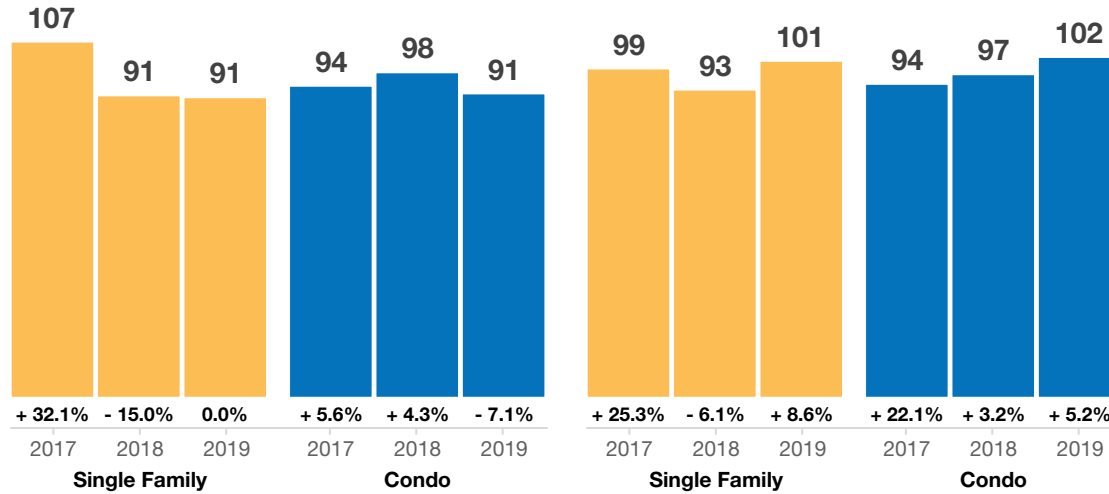
11-2018	11-2019	Change	11-2018	11-2019	Change
88.5%	91.6%	+ 3.5%	94.5%	94.0%	- 0.5%
94.5%	94.8%	+ 0.3%	95.4%	95.2%	- 0.2%
96.2%	96.3%	+ 0.1%	95.6%	95.4%	- 0.2%
95.1%	95.3%	+ 0.2%	97.0%	95.0%	- 2.1%
95.6%	95.8%	+ 0.2%	95.5%	95.2%	- 0.3%

Overall Days on Market Until Sale

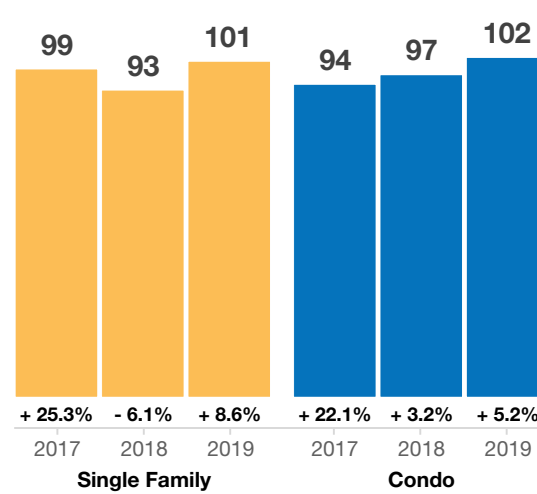
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



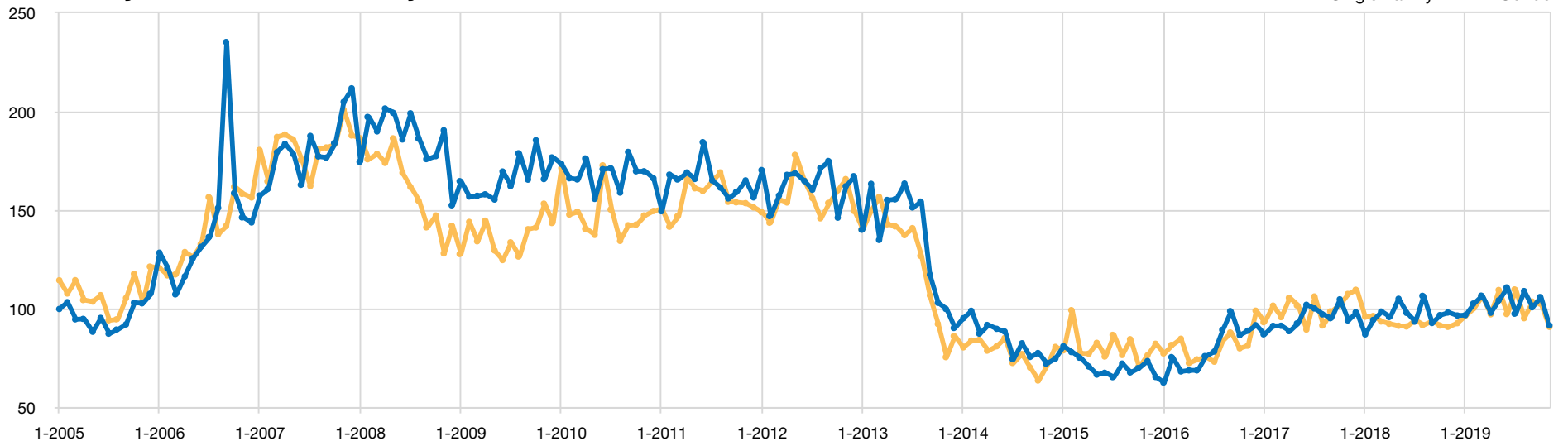
Year-to-Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2018	93	-15.5%	96	-2.0%
Jan-2019	96	0.0%	97	+11.5%
Feb-2019	100	+4.2%	103	+9.6%
Mar-2019	106	+14.0%	107	+9.2%
Apr-2019	97	+5.4%	98	+2.1%
May-2019	109	+19.8%	104	-1.0%
Jun-2019	97	+6.6%	111	+13.3%
Jul-2019	110	+17.0%	97	+4.3%
Aug-2019	95	+3.3%	109	+2.8%
Sep-2019	104	+10.6%	101	+8.6%
Oct-2019	103	+13.2%	106	+9.3%
Nov-2019	91	0.0%	91	-7.1%
12-Month Avg*	101	+7.1%	102	+4.9%

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

Overall Days on Market Until Sale by Month



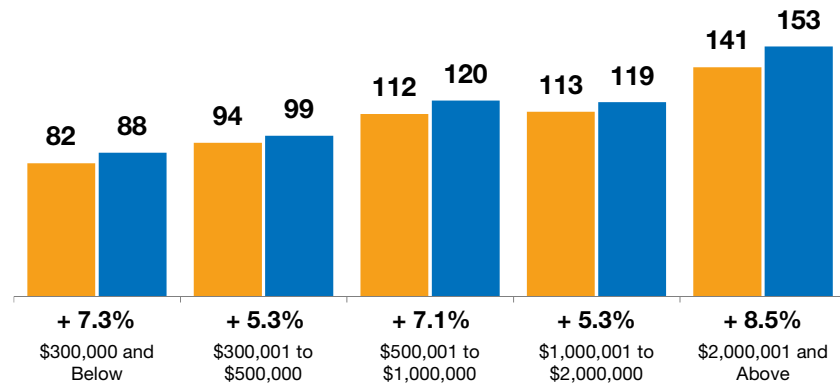
Overall Days on Market Until Sale by Price Range

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



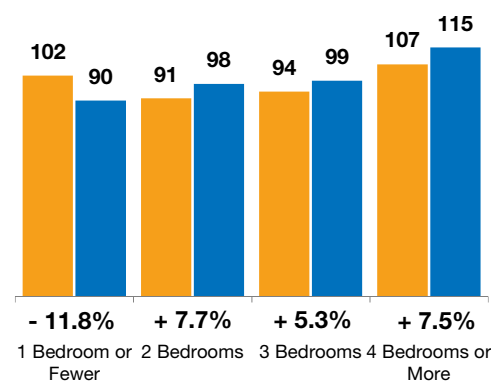
By Price Range

11-2018 11-2019



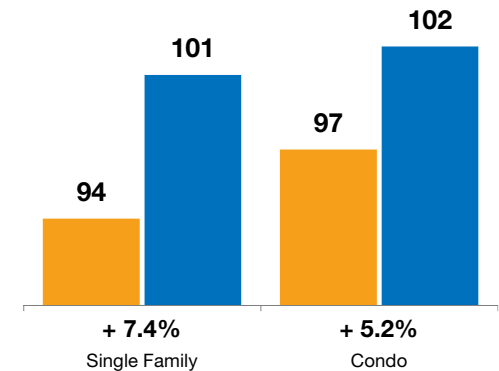
By Bedroom Count

11-2018 11-2019



By Property Type

11-2018 11-2019



All Properties

By Price Range	11-2018	11-2019	Change
\$300,000 and Below	82	88	+ 7.3%
\$300,001 to \$500,000	94	99	+ 5.3%
\$500,001 to \$1,000,000	112	120	+ 7.1%
\$1,000,001 to \$2,000,000	113	119	+ 5.3%
\$2,000,001 and Above	141	153	+ 8.5%
All Price Ranges	96	101	+ 5.2%

Single Family

11-2018	11-2019	Change	11-2018	11-2019	Change
62	72	+ 16.1%	89	95	+ 6.7%
90	96	+ 6.7%	102	103	+ 1.0%
106	116	+ 9.4%	124	129	+ 4.0%
122	121	- 0.8%	103	117	+ 13.6%
154	165	+ 7.1%	105	126	+ 20.0%
94	101	+ 7.4%	97	102	+ 5.2%

Condo

By Bedroom Count	11-2018	11-2019	Change
1 Bedroom or Fewer	102	90	- 11.8%
2 Bedrooms	91	98	+ 7.7%
3 Bedrooms	94	99	+ 5.3%
4 Bedrooms or More	107	115	+ 7.5%
All Bedroom Counts	96	101	+ 5.2%

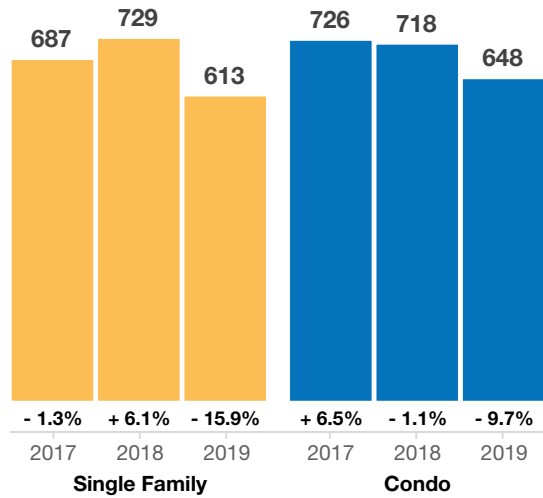
11-2018	11-2019	Change	11-2018	11-2019	Change
165	110	- 33.3%	94	87	- 6.7%
85	86	+ 1.2%	92	100	+ 8.3%
87	95	+ 9.2%	105	106	+ 0.9%
108	115	+ 6.5%	97	105	+ 8.2%
94	101	+ 7.4%	97	102	+ 5.2%

Overall New Listings by Month

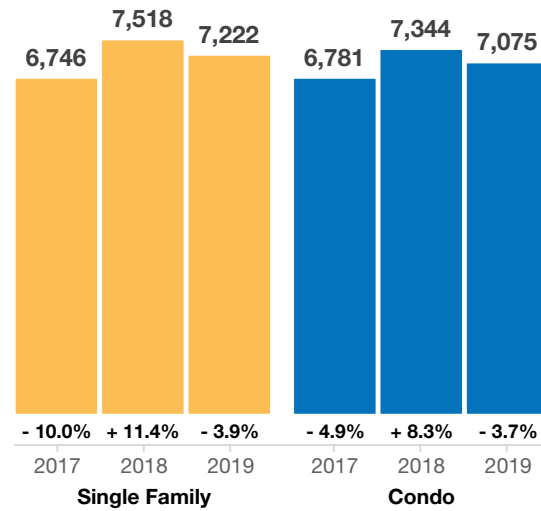
A count of the properties that have been newly listed on the market in a given month.



November

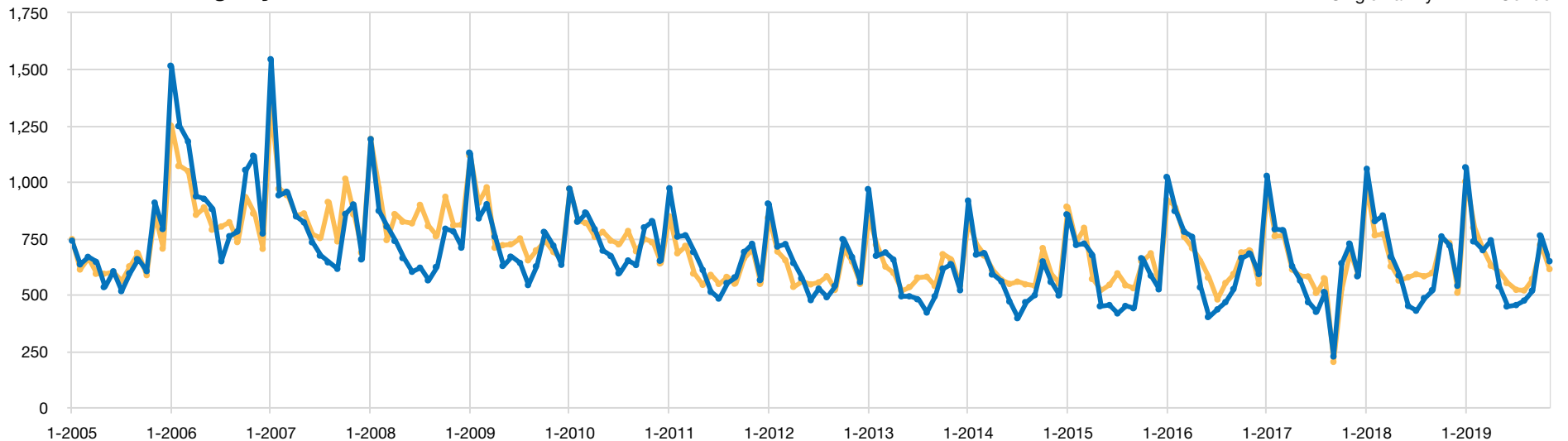


Year-to-Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2018	508	- 13.3%	539	- 7.2%
Jan-2019	1,002	+ 2.2%	1,065	+ 0.7%
Feb-2019	797	+ 4.5%	736	- 10.9%
Mar-2019	702	- 8.6%	697	- 18.1%
Apr-2019	628	+ 0.5%	741	+ 10.9%
May-2019	600	+ 6.8%	536	- 8.4%
Jun-2019	551	- 4.5%	447	- 0.4%
Jul-2019	521	- 11.7%	453	+ 5.8%
Aug-2019	518	- 10.8%	473	- 2.3%
Sep-2019	569	- 4.5%	517	- 0.4%
Oct-2019	721	- 3.5%	762	+ 0.5%
Nov-2019	613	- 15.9%	648	- 9.7%
12-Month Avg	644	- 4.6%	635	- 3.8%

Overall New Listings by Month



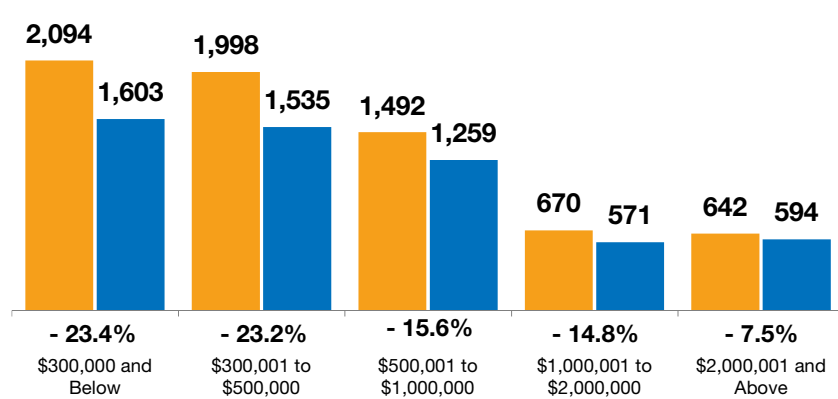
Overall Inventory of Homes for Sale by Price Range

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



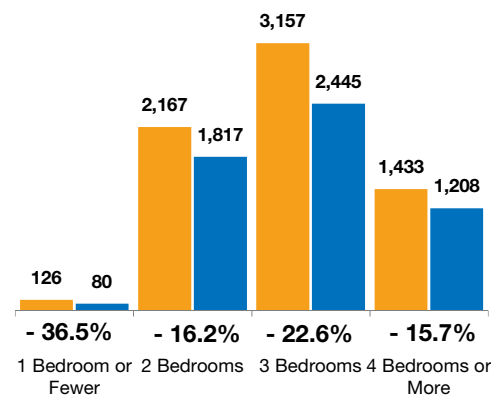
By Price Range

11-2018 11-2019



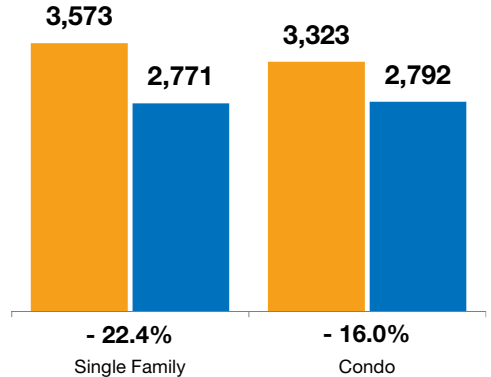
By Bedroom Count

11-2018 11-2019



By Property Type

11-2018 11-2019



All Properties

By Price Range

	11-2018	11-2019	Change
\$300,000 and Below	2,094	1,603	- 23.4%
\$300,001 to \$500,000	1,998	1,535	- 23.2%
\$500,001 to \$1,000,000	1,492	1,259	- 15.6%
\$1,000,001 to \$2,000,000	670	571	- 14.8%
\$2,000,001 and Above	642	594	- 7.5%
All Price Ranges	6,896	5,563	- 19.3%

Single Family

	11-2018	11-2019	Change
1 Bedroom or 2 Bedrooms Fewer	126	80	- 36.5%
2 Bedrooms	2,167	1,817	- 16.2%
3 Bedrooms	3,157	2,445	- 22.6%
4 Bedrooms or More	1,433	1,208	- 15.7%
All Bedroom Counts	6,896	5,563	- 19.3%

Condo

	11-2018	11-2019	Change
Single Family	3,573	2,771	- 22.4%
Condo	3,323	2,792	- 16.0%

By Bedroom Count

	11-2018	11-2019	Change
1 Bedroom or Fewer	126	80	- 36.5%
2 Bedrooms	2,167	1,817	- 16.2%
3 Bedrooms	3,157	2,445	- 22.6%
4 Bedrooms or More	1,433	1,208	- 15.7%
All Bedroom Counts	6,896	5,563	- 19.3%

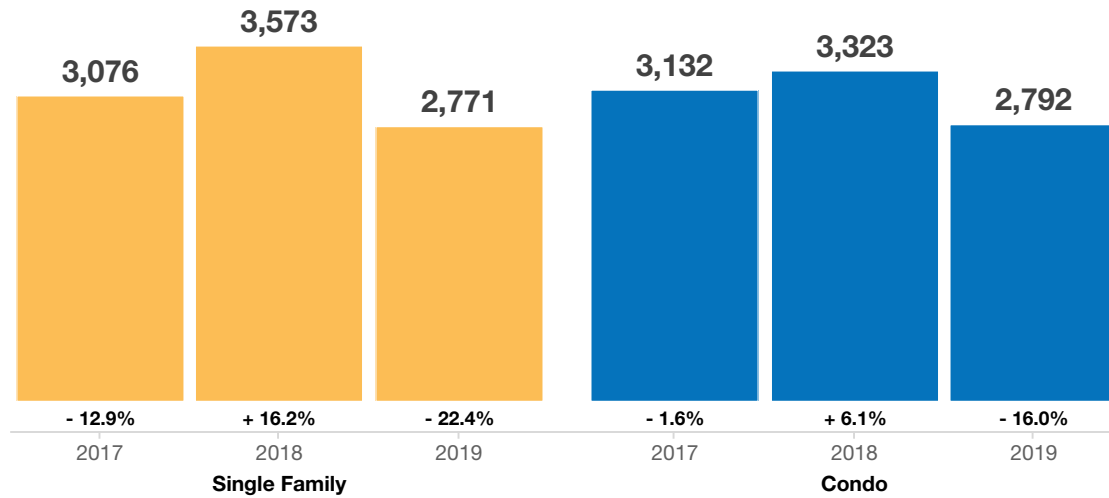
	11-2018	11-2019	Change
Single Family	3,573	2,771	- 22.4%
Condo	3,323	2,792	- 16.0%

Overall Inventory of Homes for Sale

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

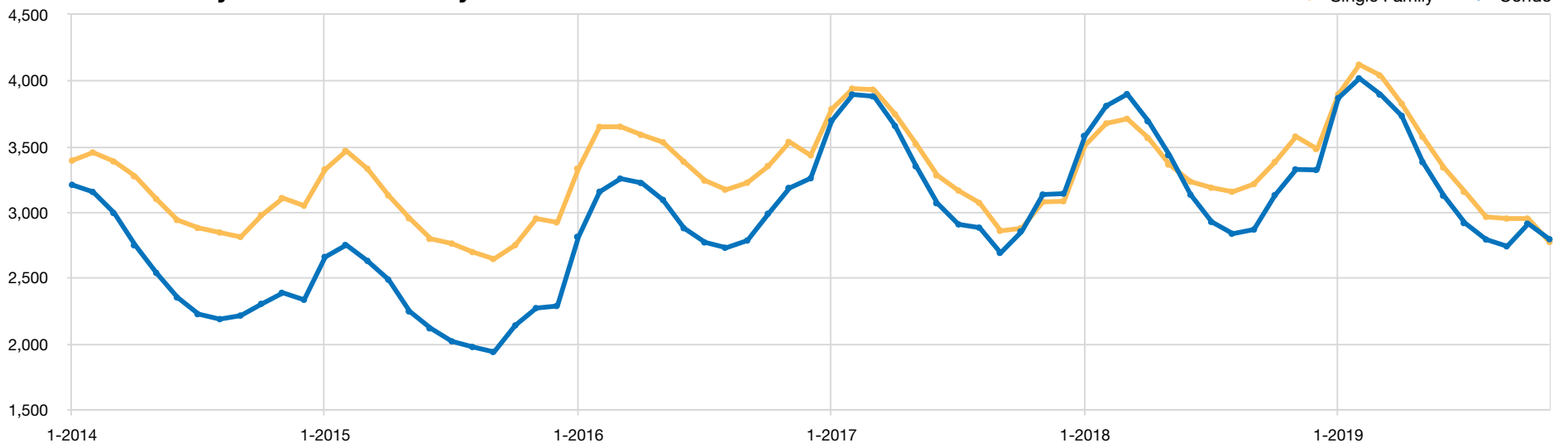


November



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2018	3,478	+ 12.9%	3,319	+ 5.7%
Jan-2019	3,894	+ 11.1%	3,866	+ 8.0%
Feb-2019	4,120	+ 12.2%	4,016	+ 5.5%
Mar-2019	4,038	+ 8.9%	3,893	- 0.1%
Apr-2019	3,823	+ 7.3%	3,731	+ 1.1%
May-2019	3,571	+ 6.3%	3,379	- 1.5%
Jun-2019	3,338	+ 3.3%	3,123	- 0.3%
Jul-2019	3,153	- 1.0%	2,915	- 0.3%
Aug-2019	2,962	- 6.1%	2,790	- 1.6%
Sep-2019	2,949	- 8.2%	2,738	- 4.5%
Oct-2019	2,949	- 12.7%	2,910	- 6.9%
Nov-2019	2,771	- 22.4%	2,792	- 16.0%
12-Month Avg	3,421	+ 1.1%	3,289	- 0.7%

Historical Inventory of Homes for Sale by Month



Listing and Sales Summary Report

November 2019



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Nov-19	Nov-18	% Change	Nov-19	Nov-18	% Change	Nov-19	Nov-18	% Change	Nov-19	Nov-18	% Change
Overall Naples Market*	\$332,500	\$330,000	+0.8%	687	671	+2.4%	5,563	6,896	-19.3%	91	94	-3.2%
Collier County	\$337,000	\$345,000	-2.3%	743	725	+2.5%	6,252	7,660	-18.4%	96	95	+1.1%
Ave Maria	\$267,000	\$315,000	-15.2%	8	7	+14.3%	95	81	+17.3%	90	102	-11.8%
Central Naples	\$268,750	\$256,740	+4.7%	118	116	+1.7%	679	933	-27.2%	82	72	+13.9%
East Naples	\$329,000	\$310,000	+6.1%	165	148	+11.5%	1,115	1,466	-23.9%	84	86	-2.3%
Everglades City	--	--	--	0	0	--	8	6	+33.3%	--	--	--
Immokalee	\$198,200	\$194,975	+1.7%	6	6	0.0%	14	20	-30.0%	25	70	-64.3%
Immokalee / Ave Maria	\$232,800	\$229,000	+1.7%	14	13	+7.7%	109	100	+9.0%	62	87	-28.7%
Naples	\$335,000	\$330,500	+1.4%	673	658	+2.3%	5,453	6,799	-19.8%	92	94	-2.1%
Naples Beach	\$652,000	\$783,750	-16.8%	107	110	-2.7%	1,288	1,496	-13.9%	116	115	+0.9%
North Naples	\$395,000	\$376,500	+4.9%	176	170	+3.5%	1,432	1,784	-19.7%	98	111	-11.7%
South Naples	\$263,750	\$240,200	+9.8%	107	114	-6.1%	940	1,117	-15.8%	79	84	-6.0%
34102	\$1,040,000	\$1,140,000	-8.8%	23	31	-25.8%	430	555	-22.5%	114	131	-13.0%
34103	\$862,500	\$787,500	+9.5%	36	37	-2.7%	372	412	-9.7%	97	106	-8.5%
34104	\$239,000	\$229,000	+4.4%	54	57	-5.3%	325	396	-17.9%	86	71	+21.1%
34105	\$279,900	\$290,000	-3.5%	47	37	+27.0%	269	372	-27.7%	96	75	+28.0%
34108	\$625,000	\$622,500	+0.4%	48	42	+14.3%	486	529	-8.1%	132	112	+17.9%
34109	\$345,000	\$315,000	+9.5%	49	53	-7.5%	300	445	-32.6%	81	113	-28.3%
34110	\$335,000	\$320,750	+4.4%	54	48	+12.5%	592	612	-3.3%	84	93	-9.7%
34112	\$227,050	\$195,000	+16.4%	47	61	-23.0%	452	546	-17.2%	56	76	-26.3%
34113	\$303,250	\$295,000	+2.8%	60	53	+13.2%	488	571	-14.5%	96	94	+2.1%
34114	\$367,500	\$307,000	+19.7%	60	49	+22.4%	516	650	-20.6%	91	93	-2.2%
34116	\$291,000	\$251,240	+15.8%	17	22	-22.7%	85	165	-48.5%	31	67	-53.7%
34117	\$307,000	\$280,000	+9.6%	21	25	-16.0%	100	163	-38.7%	72	42	+71.4%
34119	\$452,500	\$492,900	-8.2%	73	69	+5.8%	540	727	-25.7%	121	121	0.0%
34120	\$315,000	\$330,000	-4.5%	84	74	+13.5%	499	653	-23.6%	83	96	-13.5%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$232,800	\$229,000	+1.7%	14	13	+7.7%	109	100	+9.0%	62	87	-28.7%

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

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Naples Beach

34102, 34103, 34108

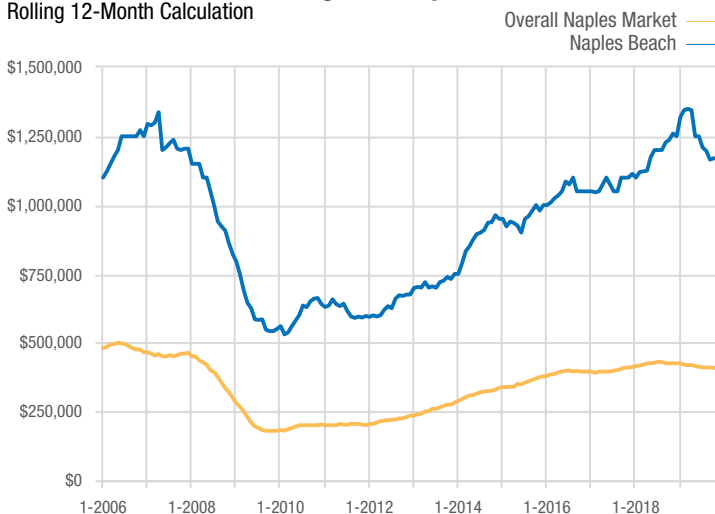
Single Family	November			Year-to-Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	126	92	- 27.0%	1,134	1,044	- 7.9%
Closed Sales	45	39	- 13.3%	640	656	+ 2.5%
Days on Market Until Sale	106	95	- 10.4%	109	127	+ 16.5%
Median Closed Price*	\$1,406,250	\$1,350,000	- 4.0%	\$1,277,500	\$1,190,000	- 6.8%
Average Closed Price*	\$2,269,372	\$1,852,526	- 18.4%	\$2,213,873	\$2,187,109	- 1.2%
Percent of List Price Received*	93.9%	94.7%	+ 0.9%	93.8%	93.9%	+ 0.1%
Inventory of Homes for Sale	647	505	- 21.9%	—	—	—
Months Supply of Inventory	11.3	8.8	- 22.1%	—	—	—

Condo	November			Year-to-Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	174	169	- 2.9%	1,711	1,646	- 3.8%
Closed Sales	65	68	+ 4.6%	1,021	980	- 4.0%
Days on Market Until Sale	121	128	+ 5.8%	105	115	+ 9.5%
Median Closed Price*	\$645,000	\$543,750	- 15.7%	\$640,000	\$675,000	+ 5.5%
Average Closed Price*	\$961,746	\$742,288	- 22.8%	\$916,265	\$997,441	+ 8.9%
Percent of List Price Received*	94.4%	94.8%	+ 0.4%	94.9%	94.5%	- 0.4%
Inventory of Homes for Sale	849	783	- 7.8%	—	—	—
Months Supply of Inventory	9.4	9.0	- 4.3%	—	—	—

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

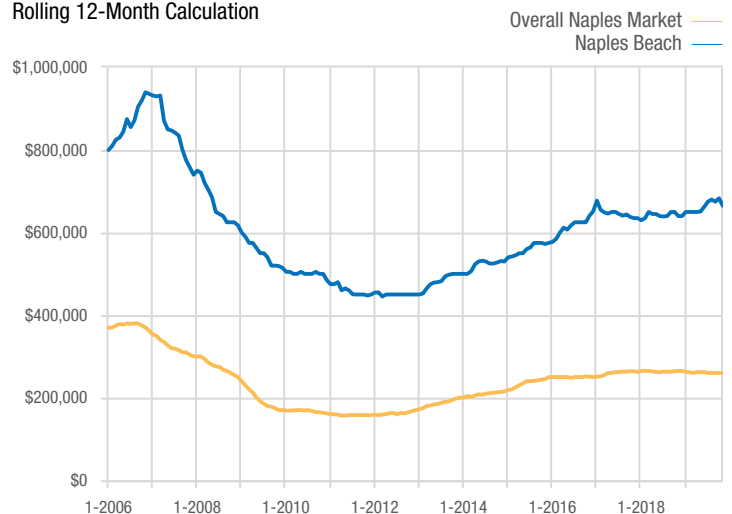
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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North Naples

34109, 34110, 34119

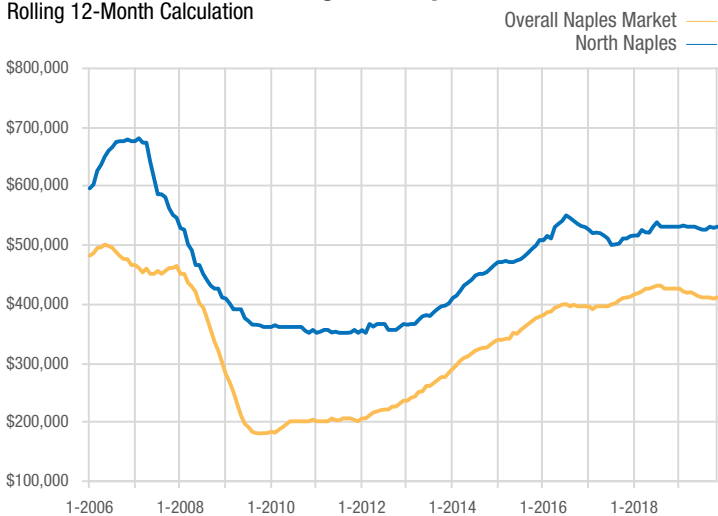
Single Family	November			Year-to-Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	193	162	- 16.1%	1,984	1,829	- 7.8%
Closed Sales	80	83	+ 3.8%	1,151	1,178	+ 2.3%
Days on Market Until Sale	126	119	- 5.6%	105	106	+ 1.0%
Median Closed Price*	\$527,500	\$560,000	+ 6.2%	\$529,500	\$530,000	+ 0.1%
Average Closed Price*	\$646,734	\$685,208	+ 5.9%	\$751,561	\$709,583	- 5.6%
Percent of List Price Received*	96.0%	96.3%	+ 0.3%	95.0%	95.3%	+ 0.3%
Inventory of Homes for Sale	921	713	- 22.6%	—	—	—
Months Supply of Inventory	8.9	6.7	- 24.7%	—	—	—

Condo	November			Year to-Dat-		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	191	177	- 7.3%	2,031	1,951	- 3.9%
Closed Sales	90	93	+ 3.3%	1,419	1,274	- 10.2%
Days on Market Until Sale	98	80	- 18.4%	91	101	+ 11.0%
Median Closed Price*	\$257,000	\$265,000	+ 3.1%	\$275,900	\$265,000	- 4.0%
Average Closed Price*	\$389,605	\$335,976	- 13.8%	\$472,853	\$341,297	- 27.8%
Percent of List Price Received*	95.8%	96.5%	+ 0.7%	96.0%	95.5%	- 0.5%
Inventory of Homes for Sale	863	719	- 16.7%	—	—	—
Months Supply of Inventory	6.7	6.3	- 6.0%	—	—	—

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

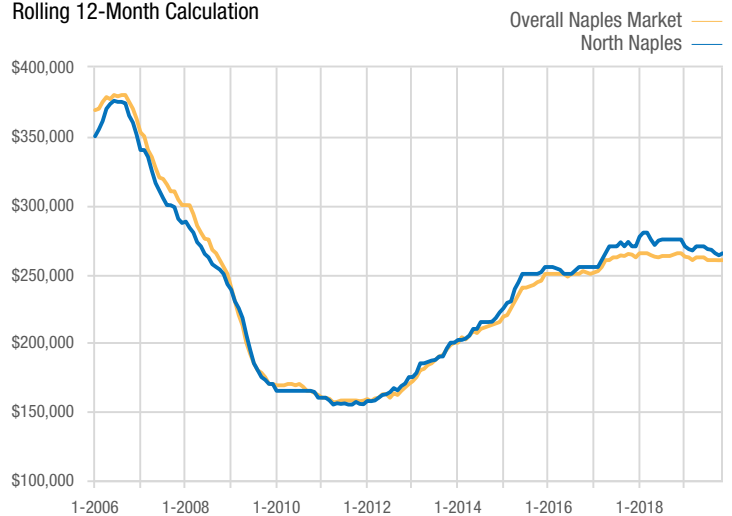
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

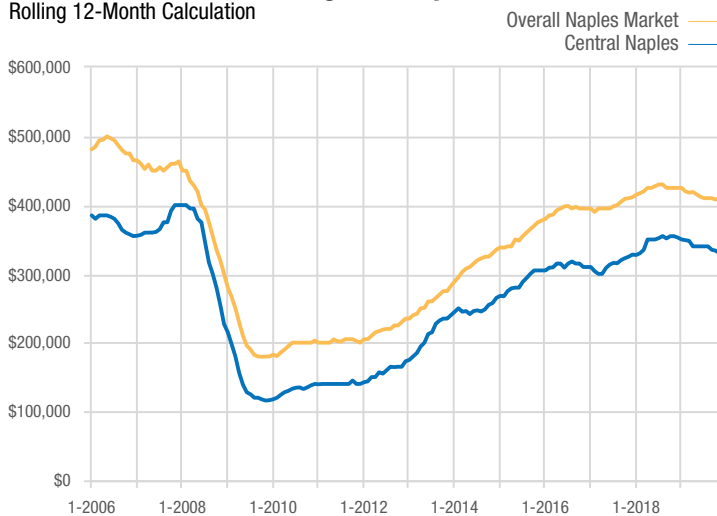
Single Family	November			Year to Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	110	69	- 37.3%	1,067	1,004	- 5.9%
Closed Sales	57	60	+ 5.3%	638	641	+ 0.5%
Days on Market Until Sale	66	91	+ 37.9%	75	88	+ 17.3%
Median Closed Price*	\$375,000	\$353,200	- 5.8%	\$355,000	\$330,000	- 7.0%
Average Closed Price*	\$497,508	\$682,310	+ 37.1%	\$567,994	\$518,448	- 8.7%
Percent of List Price Received*	97.2%	96.0%	- 1.2%	96.3%	96.0%	- 0.3%
Inventory of Homes for Sale	468	348	- 25.6%	—	—	—
Months Supply of Inventory	8.1	6.0	- 25.9%	—	—	—

Condo	November			Year to Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	107	86	- 19.6%	1,183	1,012	- 14.5%
Closed Sales	59	58	- 1.7%	785	735	- 6.4%
Days on Market Until Sale	77	72	- 6.5%	88	92	+ 4.5%
Median Closed Price*	\$191,500	\$181,250	- 5.4%	\$190,000	\$185,900	- 2.2%
Average Closed Price*	\$213,972	\$210,900	- 1.4%	\$224,649	\$212,470	- 5.4%
Percent of List Price Received*	95.6%	95.0%	- 0.6%	95.4%	95.3%	- 0.1%
Inventory of Homes for Sale	465	331	- 28.8%	—	—	—
Months Supply of Inventory	6.7	5.0	- 25.4%	—	—	—

* 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.

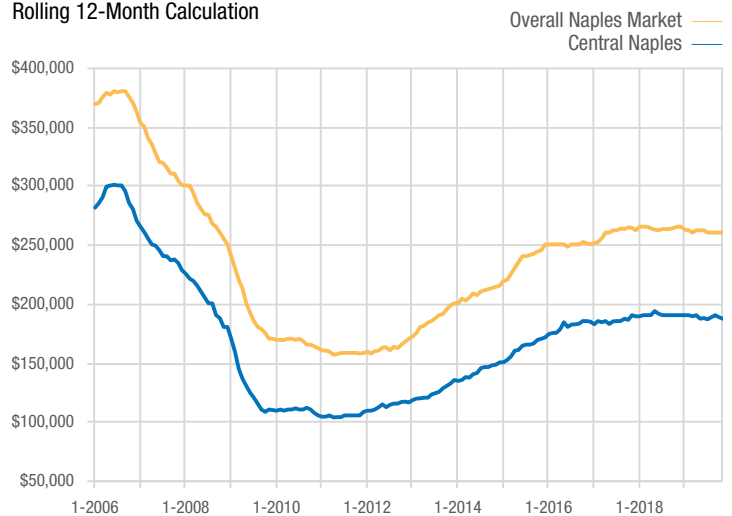
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – November 2019

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South Naples

34112, 34113

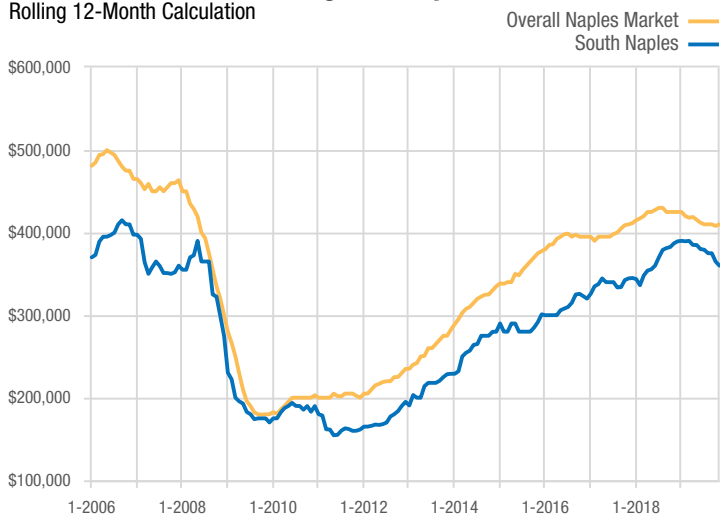
Single Family	November			Year-to-Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	78	63	- 19.2%	880	902	+ 2.5%
Closed Sales	36	44	+ 22.2%	493	538	+ 9.1%
Days on Market Until Sale	89	84	- 5.6%	95	96	+ 1.1%
Median Closed Price*	\$422,500	\$340,000	- 19.5%	\$390,000	\$360,000	- 7.7%
Average Closed Price*	\$473,426	\$520,967	+ 10.0%	\$484,206	\$457,269	- 5.6%
Percent of List Price Received*	94.5%	95.1%	+ 0.6%	95.3%	95.3%	0.0%
Inventory of Homes for Sale	435	332	- 23.7%	—	—	—
Months Supply of Inventory	9.8	6.9	- 29.6%	—	—	—

Condo	November			Year-to-Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	145	129	- 11.0%	1,498	1,600	+ 6.8%
Closed Sales	78	63	- 19.2%	879	1,028	+ 17.0%
Days on Market Until Sale	83	75	- 9.6%	97	97	0.0%
Median Closed Price*	\$189,000	\$192,000	+ 1.6%	\$206,500	\$200,000	- 3.1%
Average Closed Price*	\$214,517	\$220,798	+ 2.9%	\$227,253	\$231,895	+ 2.0%
Percent of List Price Received*	94.7%	95.0%	+ 0.3%	95.3%	95.0%	- 0.3%
Inventory of Homes for Sale	682	608	- 10.9%	—	—	—
Months Supply of Inventory	8.5	6.6	- 22.4%	—	—	—

* 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.

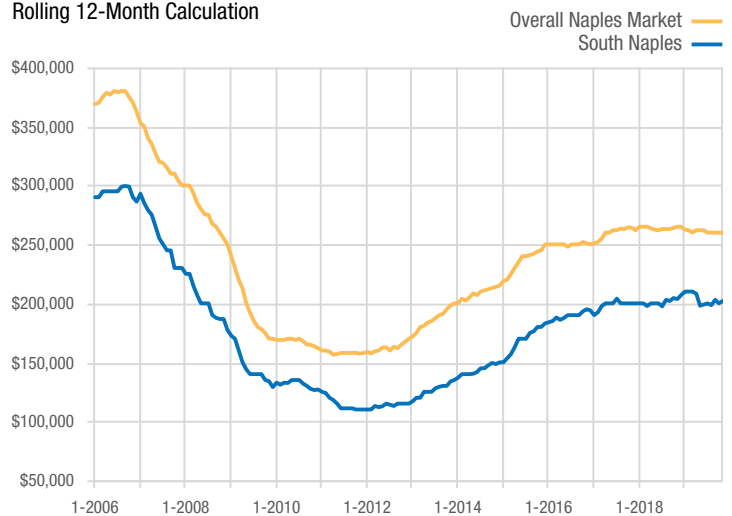
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

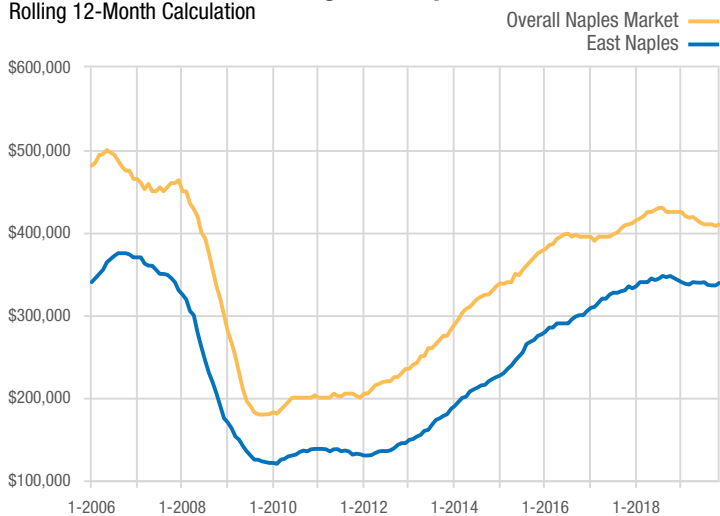
Single Family	November			Year-to-Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	207	198	- 4.3%	2,220	2,168	- 2.3%
Closed Sales	110	121	+ 10.0%	1,299	1,526	+ 17.5%
Days on Market Until Sale	75	76	+ 1.3%	83	95	+ 14.5%
Median Closed Price*	\$332,008	\$365,000	+ 9.9%	\$345,000	\$339,500	- 1.6%
Average Closed Price*	\$374,025	\$427,466	+ 14.3%	\$398,235	\$404,319	+ 1.5%
Percent of List Price Received*	96.7%	97.5%	+ 0.8%	96.7%	97.1%	+ 0.4%
Inventory of Homes for Sale	1,020	775	- 24.0%	—	—	—
Months Supply of Inventory	8.6	5.6	- 34.9%	—	—	—

Condo	November			Year-to-Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	98	84	- 14.3%	894	837	- 6.4%
Closed Sales	38	44	+ 15.8%	535	586	+ 9.5%
Days on Market Until Sale	118	109	- 7.6%	111	104	- 6.3%
Median Closed Price*	\$263,000	\$280,098	+ 6.5%	\$279,000	\$272,500	- 2.3%
Average Closed Price*	\$277,566	\$292,835	+ 5.5%	\$272,469	\$278,959	+ 2.4%
Percent of List Price Received*	94.9%	96.2%	+ 1.4%	95.6%	96.0%	+ 0.4%
Inventory of Homes for Sale	446	340	- 23.8%	—	—	—
Months Supply of Inventory	9.3	6.5	- 30.1%	—	—	—

* 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.

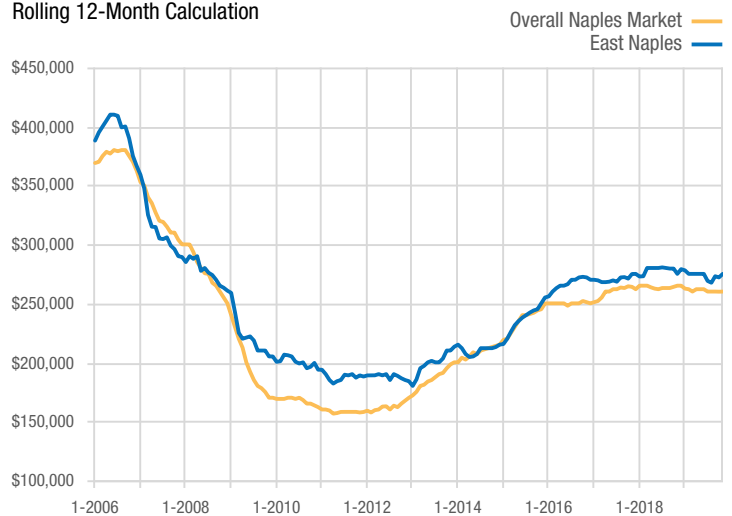
Median Closed Price - Single Family

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 – November 2019

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

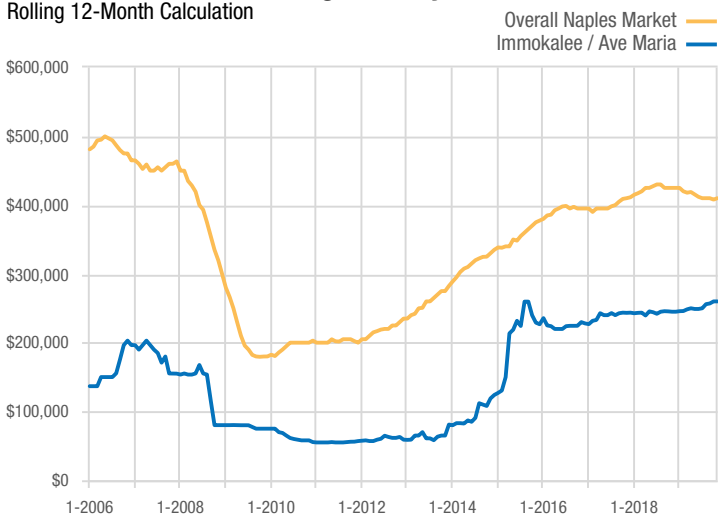
Single Family	November			Year-to-Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	15	29	+ 93.3%	233	275	+ 18.0%
Closed Sales	12	11	- 8.3%	131	137	+ 4.6%
Days on Market Until Sale	73	58	- 20.5%	76	88	+ 15.8%
Median Closed Price*	\$237,000	\$254,000	+ 7.2%	\$245,000	\$260,000	+ 6.1%
Average Closed Price*	\$264,521	\$256,420	- 3.1%	\$254,413	\$274,113	+ 7.7%
Percent of List Price Received*	98.8%	97.4%	- 1.4%	96.8%	97.0%	+ 0.2%
Inventory of Homes for Sale	82	98	+ 19.5%	—	—	—
Months Supply of Inventory	6.9	7.8	+ 13.0%	—	—	—

Condo	November			Year-to-Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
Key Metrics						
New Listings	3	3	0.0%	27	29	+ 7.4%
Closed Sales	1	3	+ 200.0%	11	20	+ 81.8%
Days on Market Until Sale	259	76	- 70.7%	141	153	+ 8.5%
Median Closed Price*	\$175,000	\$218,994	+ 25.1%	\$205,000	\$222,500	+ 8.5%
Average Closed Price*	\$175,000	\$184,531	+ 5.4%	\$201,087	\$214,802	+ 6.8%
Percent of List Price Received*	92.2%	99.0%	+ 7.4%	95.3%	98.5%	+ 3.4%
Inventory of Homes for Sale	18	11	- 38.9%	—	—	—
Months Supply of Inventory	14.7	4.8	- 67.3%	—	—	—

* 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.

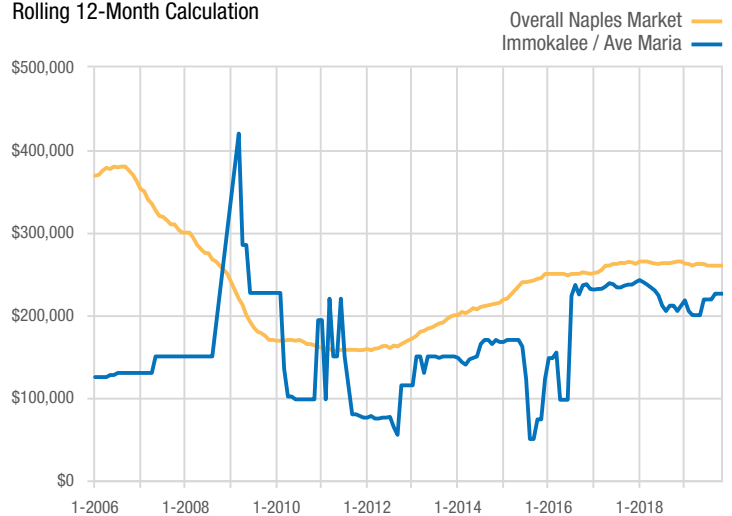
Median Closed Price - Single Family

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.