

Naples Area Market Report



November 2021

Pre-season buyers descended on the Naples real estate market in November pushing the area's overall inventory down 76.1 percent to 1,198 homes from 5,006 homes in November 2020. Demand for the Naples lifestyle during November also influenced the median closed price which increased 31.3 percent to \$499,000 from \$380,000 in November 2020. Broker analysts reviewing the November 2021 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), predict buyer demand to continue as homeowners in Northern states seek lifestyles with fewer COVID-19 restrictions and international buyers seek investments in the U.S. real estate market.

REALTORS® across the Naples area are working harder than ever to find homes for clients as indicated by the 31,291 showings in November and 70 percent decrease in days on the market to 24 days until pending from 80 days.

Although the overall median closed price continued to rise due to a tight inventory in November, it should be noted that – in the last 12-months ending November 2021 – 57 percent of closed sales in Naples were for homes priced below \$500,000.

New listings in November fell 22.9 percent to 958 homes from 1,242 in November 2020. The lack of inventory will become a challenge for REALTORS® in 2022 as demand is expected to remain steady with no inventory surplus expected. New-home builders are facing similar obstacles with lack of building supplies in the area. As such, a backlog of newly constructed homes likely means we won't see new home inventory rise to assist with demand anytime soon either.

As demand continues to outpace supply, REALTORS® should expect to work harder in 2022 to stay on top of new listings because they'll need to guide clients through the negotiation process in hours not days.

If you're a buyer and expect to find a home that fits your needs without a REALTOR®, you're going to be looking for a long time. New listings today barely make the MLS without already having a contract. An experienced agent knows the market well and will help you maneuver and negotiate fast. Working with a REALTOR® is equally important for sellers because REALTORS® have the experience and resources necessary to find greater opportunities in an open market. There are enough people looking for homes in Naples today that will pay full-list price if they know it is priced right.

Quick Facts

- 20.8%	+ 31.3%	- 76.1%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 69.2%	+ 84.9%	+ 45.6%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$500,001 to \$1,000,000	1 Bedroom or Fewer	Condo

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Overall Market Overview

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



Key Metrics	Historical Sparkbars	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,242	958	- 22.9%	14,554	13,894	- 4.5%
Total Sales		1,149	910	- 20.8%	10,921	14,410	+ 31.9%
Days on Market Until Sale		80	24	- 70.0%	92	46	- 50.0%
Median Closed Price		\$380,000	\$499,000	+ 31.3%	\$367,000	\$439,000	+ 19.6%
Average Closed Price		\$677,953	\$785,664	+ 15.9%	\$668,461	\$796,673	+ 19.2%
Percent of List Price Received		96.5%	99.6%	+ 3.2%	95.9%	98.5%	+ 2.7%
Pending Listings		1,466	1,138	- 22.4%	14,719	17,626	+ 19.7%
Inventory of Homes for Sale		5,006	1,198	- 76.1%	—	—	—
Months Supply of Inventory		5.1	0.9	- 82.4%	—	—	—

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	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		579	492	- 15.0%	7,135	7,105	- 0.4%
Total Sales		581	463	- 20.3%	5,658	6,776	+ 19.8%
Days on Market Until Sale		77	26	- 66.2%	93	42	- 54.8%
Median Closed Price		\$508,000	\$622,000	+ 22.4%	\$460,000	\$595,000	+ 29.3%
Average Closed Price		\$910,223	\$970,280	+ 6.6%	\$840,089	\$1,077,351	+ 28.2%
Percent of List Price Received		97.0%	98.8%	+ 1.9%	96.2%	98.6%	+ 2.5%
Pending Listings		723	546	- 24.5%	7,837	8,372	+ 6.8%
Inventory of Homes for Sale		2,275	788	- 65.4%	—	—	—
Months Supply of Inventory		4.4	1.3	- 70.5%	—	—	—

Condo Market Overview

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



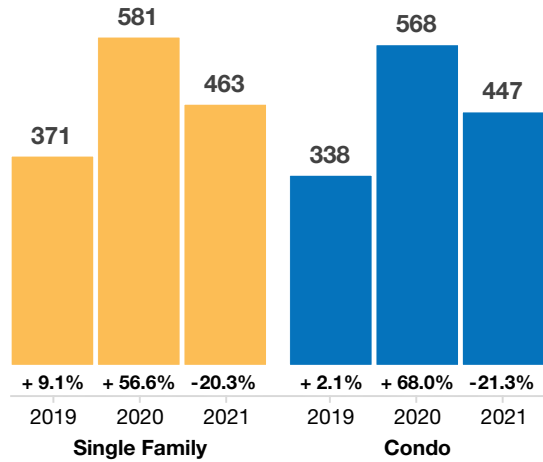
Key Metrics	Historical Sparkbars	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		663	466	- 29.7%	7,419	6,789	- 8.5%
Total Sales		568	447	- 21.3%	5,263	7,634	+ 45.1%
Days on Market Until Sale		83	22	- 73.5%	92	49	- 46.7%
Median Closed Price		\$287,750	\$375,000	+ 30.3%	\$277,715	\$330,000	+ 18.8%
Average Closed Price		\$440,367	\$594,441	+ 35.0%	\$483,946	\$547,579	+ 13.1%
Percent of List Price Received		96.0%	100.5%	+ 4.7%	95.5%	98.4%	+ 3.0%
Pending Listings		743	592	- 20.3%	7,225	9,254	+ 28.1%
Inventory of Homes for Sale		2,731	410	- 85.0%	—	—	—
Months Supply of Inventory		5.7	0.6	- 89.5%	—	—	—

Overall Closed Sales

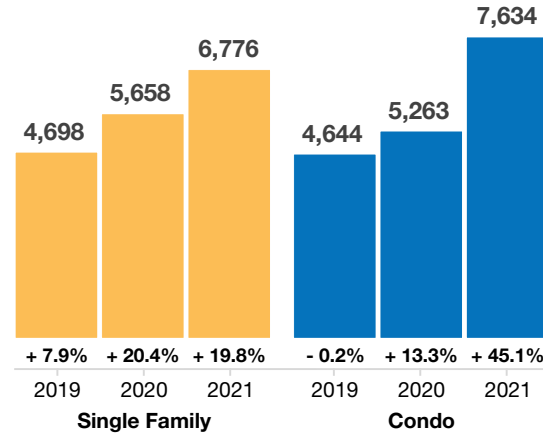
A count of the actual sales that closed in a given month.



November

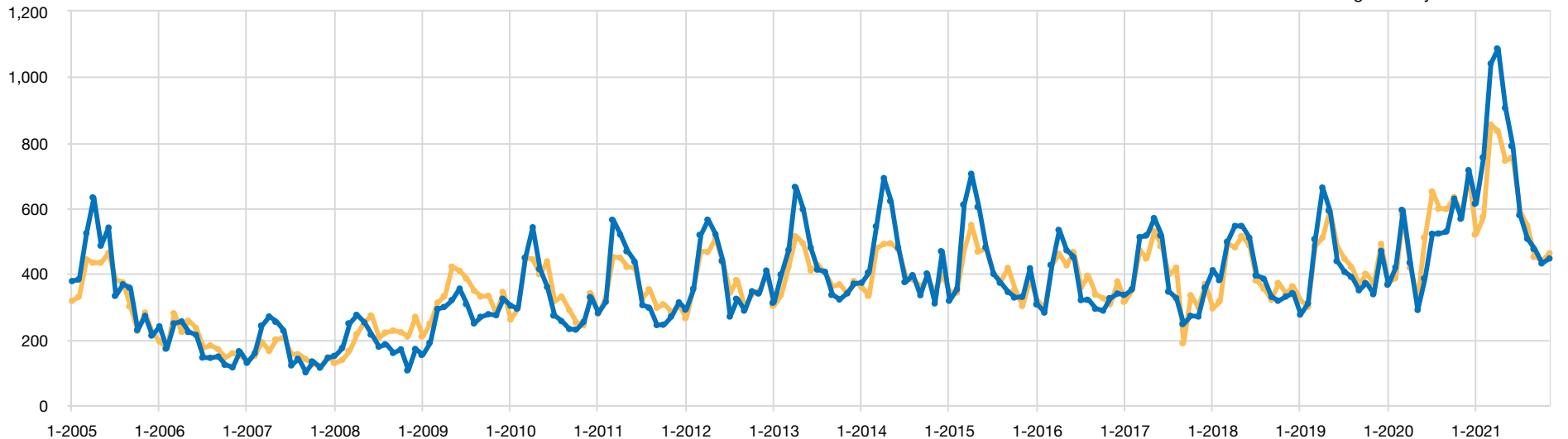


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2020	702	+ 43.0%	716	+ 52.3%
Jan-2021	520	+ 39.0%	614	+ 67.3%
Feb-2021	574	+ 48.3%	755	+ 79.8%
Mar-2021	855	+ 46.9%	1,041	+ 75.0%
Apr-2021	836	+ 99.5%	1,087	+ 150.5%
May-2021	745	+ 131.4%	906	+ 212.4%
Jun-2021	754	+ 47.6%	790	+ 104.7%
Jul-2021	590	- 9.4%	579	+ 10.9%
Aug-2021	547	- 8.7%	507	- 3.1%
Sep-2021	452	- 24.4%	476	- 10.0%
Oct-2021	440	- 30.6%	432	- 31.3%
Nov-2021	463	- 20.3%	447	- 21.3%
12-Month Avg	623	+ 21.7%	696	+ 45.6%

Overall Closed Sales by Month



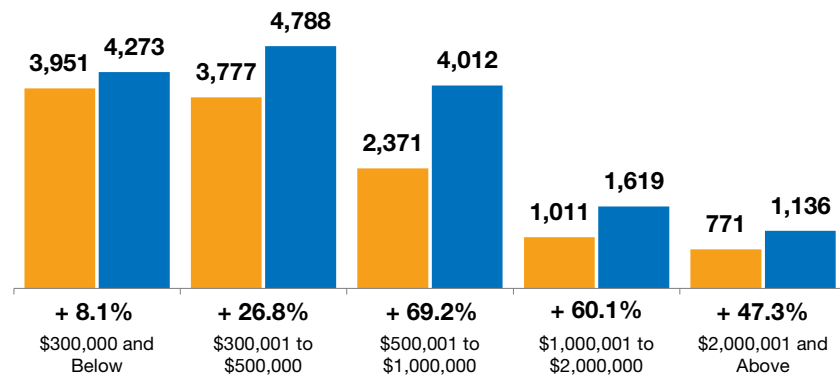
Overall Closed Sales by Price Range

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



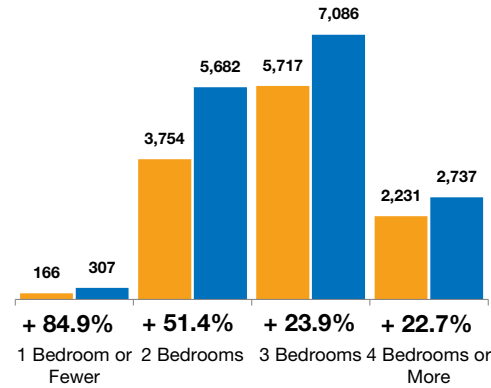
By Price Range

11-2020 11-2021



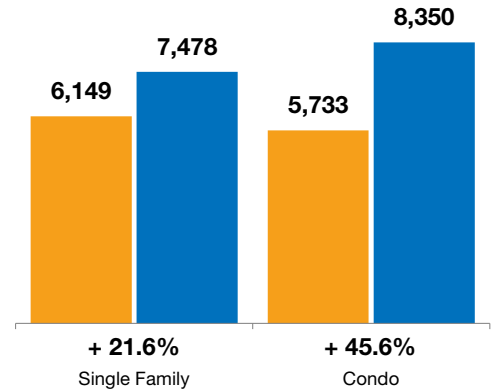
By Bedroom Count

11-2020 11-2021



By Property Type

11-2020 11-2021



All Properties

By Price Range

	11-2020	11-2021	Change
\$300,000 and Below	3,951	4,273	+ 8.1%
\$300,001 to \$500,000	3,777	4,788	+ 26.8%
\$500,001 to \$1,000,000	2,371	4,012	+ 69.2%
\$1,000,001 to \$2,000,000	1,011	1,619	+ 60.1%
\$2,000,001 and Above	771	1,136	+ 47.3%
All Price Ranges	11,882	15,828	+ 33.2%

Single Family

	11-2020	11-2021	Change
1 Bedroom or 2 Bedrooms Fewer	922	621	- 32.6%
2 Bedrooms	2,365	2,322	- 1.8%
3 Bedrooms	1,690	2,710	+ 60.4%
4 Bedrooms or More	634	1,007	+ 58.8%
Condo	537	818	+ 52.3%
All Single Family	6,149	7,478	+ 21.6%

Condo

	11-2020	11-2021	Change
Single Family	3029	3652	+ 20.6%
Condo	1412	2466	+ 74.6%
1 Bedroom or 2 Bedrooms Fewer	681	1302	+ 91.2%
2 Bedrooms	377	612	+ 62.3%
3 Bedrooms	234	318	+ 35.9%
All Condo	5,733	8,350	+ 45.6%

By Bedroom Count

	11-2020	11-2021	Change
1 Bedroom or Fewer	166	307	+ 84.9%
2 Bedrooms	3,754	5,682	+ 51.4%
3 Bedrooms	5,717	7,086	+ 23.9%
4 Bedrooms or More	2,231	2,737	+ 22.7%
All Bedroom Counts	11,882	15,828	+ 33.2%

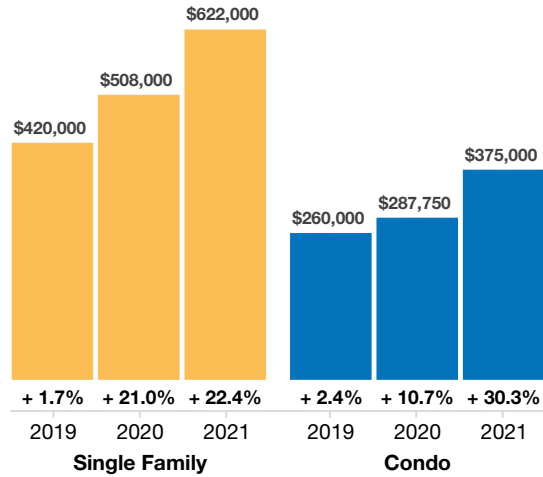
	11-2020	11-2021	Change
1 Bedroom or Fewer	20	40	+ 100.0%
2 Bedrooms	547	807	+ 47.5%
3 Bedrooms	3,506	4,063	+ 15.9%
4 Bedrooms or More	2,073	2,565	+ 23.7%
All Single Family	6,149	7,478	+ 21.6%

Overall Median Closed Price

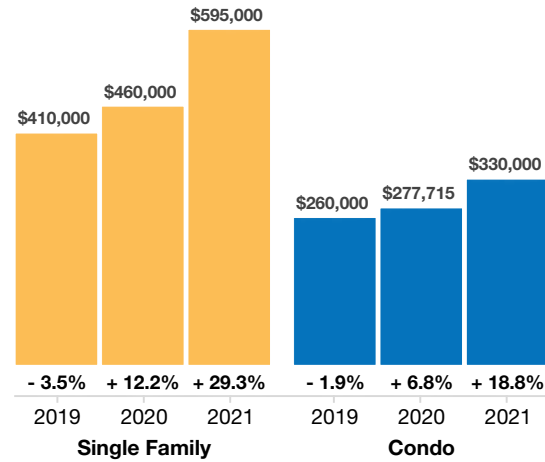
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



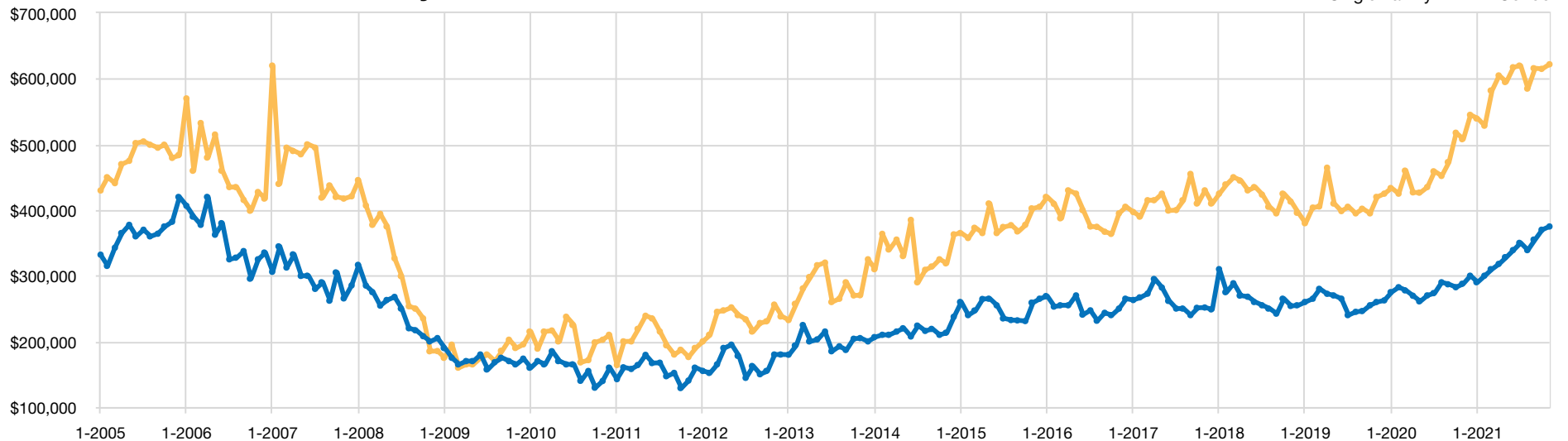
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2020	\$545,000	+ 28.2%	\$300,000	+ 14.3%
Jan-2021	\$539,500	+ 24.5%	\$290,132	+ 5.5%
Feb-2021	\$528,500	+ 24.4%	\$300,000	+ 6.2%
Mar-2021	\$582,060	+ 26.5%	\$310,000	+ 11.6%
Apr-2021	\$605,000	+ 41.7%	\$318,000	+ 18.0%
May-2021	\$595,000	+ 39.5%	\$328,250	+ 25.8%
Jun-2021	\$617,500	+ 42.0%	\$339,050	+ 25.6%
Jul-2021	\$620,000	+ 35.1%	\$350,000	+ 28.0%
Aug-2021	\$585,000	+ 29.4%	\$339,000	+ 16.9%
Sep-2021	\$616,000	+ 30.2%	\$355,000	+ 23.7%
Oct-2021	\$615,000	+ 18.8%	\$370,000	+ 31.0%
Nov-2021	\$622,000	+ 22.4%	\$375,000	+ 30.3%
12-Month Avg*	\$590,000	+ 29.1%	\$330,000	+ 20.0%

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

Overall Median Closed Price by Month



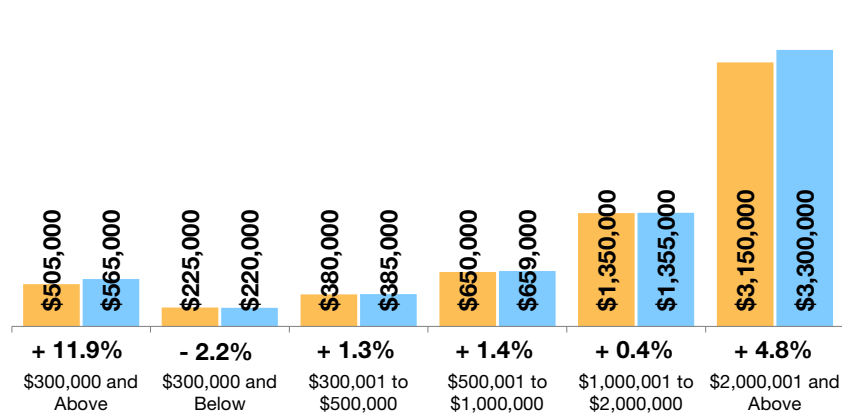
Overall Median Closed Price by Price Range

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



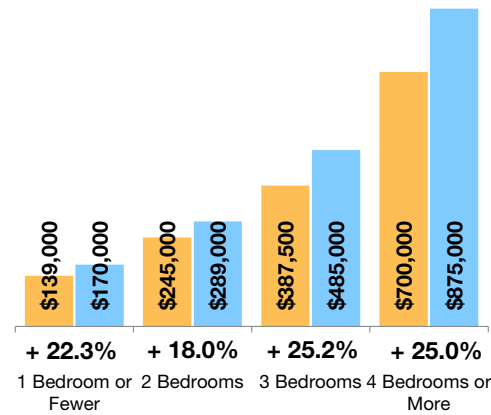
By Price Range

11-2020 11-2021



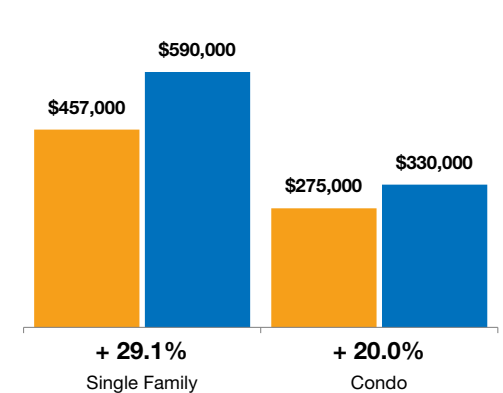
By Bedroom Count

11-2020 11-2021



By Property Type

11-2020 11-2021



All Properties

By Price Range

	11-2020	11-2021	Change
\$300,000 and Above	\$505,000	\$565,000	+ 11.9%
\$300,000 and Below	\$225,000	\$220,000	- 2.2%
\$300,001 to \$500,000	\$380,000	\$385,000	+ 1.3%
\$500,001 to \$1,000,000	\$650,000	\$659,000	+ 1.4%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,355,000	+ 0.4%
\$2,000,001 and Above	\$3,150,000	\$3,300,000	+ 4.8%
All Price Ranges	\$365,000	\$435,000	+ 19.2%

Single Family

	11-2020	11-2021	Change
1 Bedroom or Fewer	\$139,000	\$170,000	+ 22.3%
2 Bedrooms	\$245,000	\$289,000	+ 18.0%
3 Bedrooms	\$387,500	\$485,000	+ 25.2%
4 Bedrooms or More	\$700,000	\$875,000	+ 25.0%
All Single Family	\$457,000	\$590,000	+ 29.1%

Condo

	11-2020	11-2021	Change
Single Family	\$457,000	\$590,000	+ 29.1%
Condo	\$275,000	\$330,000	+ 20.0%

By Bedroom Count

	11-2020	11-2021	Change
1 Bedroom or Fewer	\$139,000	\$170,000	+ 22.3%
2 Bedrooms	\$245,000	\$289,000	+ 18.0%
3 Bedrooms	\$387,500	\$485,000	+ 25.2%
4 Bedrooms or More	\$700,000	\$875,000	+ 25.0%
All Bedroom Counts	\$365,000	\$435,000	+ 19.2%

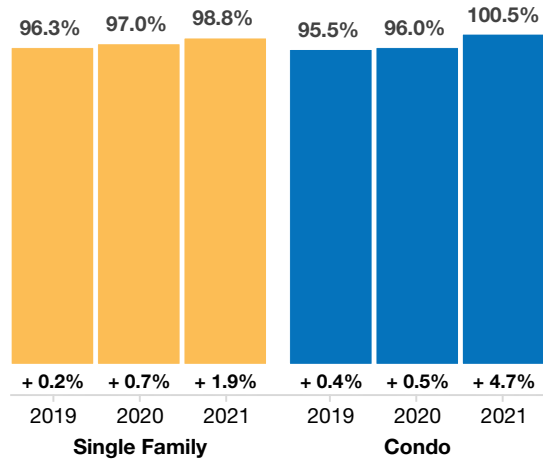
	11-2020	11-2021	Change
1 Bedroom or Fewer	\$88,750	\$93,500	+ 5.4%
2 Bedrooms	\$301,000	\$375,000	+ 24.6%
3 Bedrooms	\$420,000	\$529,950	+ 26.2%
4 Bedrooms or More	\$657,367	\$870,000	+ 32.3%
All Single Family	\$457,000	\$590,000	+ 29.1%
Single Family	\$457,000	\$590,000	+ 29.1%
Condo	\$275,000	\$330,000	+ 20.0%

Overall Percent of Current List Price Received

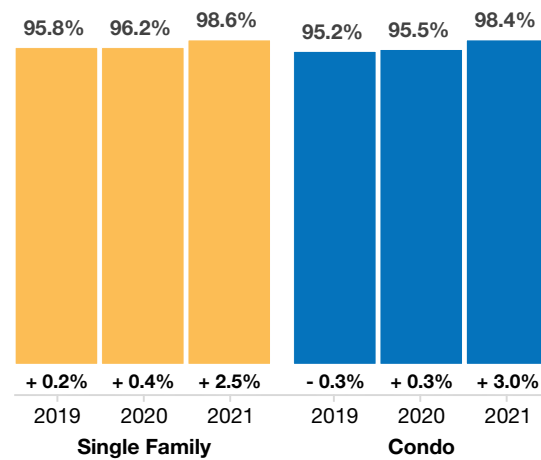
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



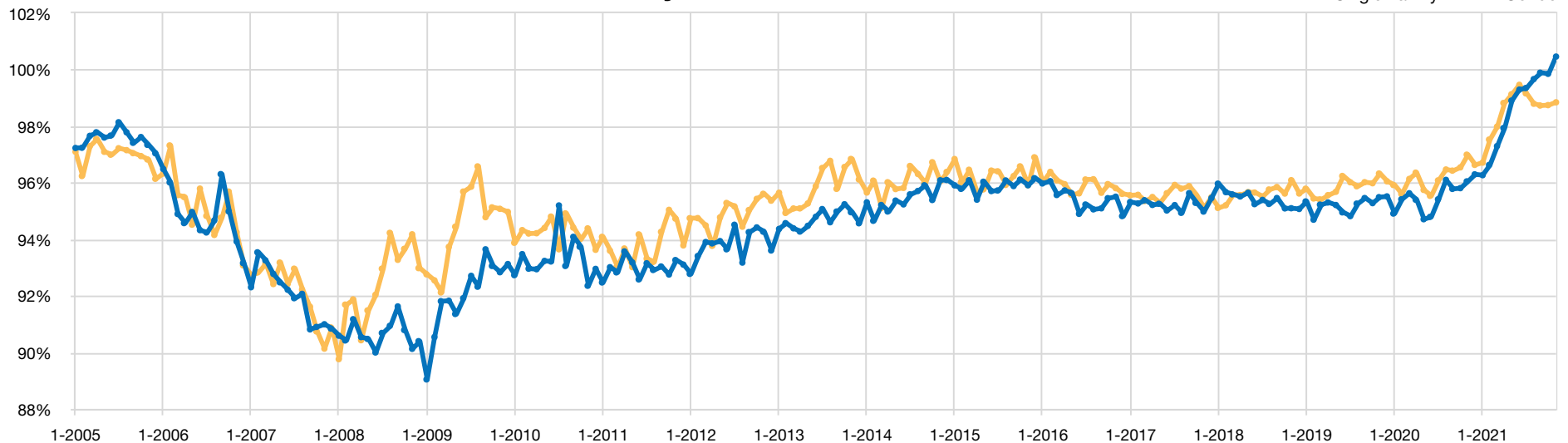
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2020	96.6%	+ 0.5%	96.3%	+ 0.8%
Jan-2021	96.7%	+ 0.8%	96.3%	+ 1.5%
Feb-2021	97.5%	+ 2.0%	96.6%	+ 1.3%
Mar-2021	98.0%	+ 2.0%	97.3%	+ 1.8%
Apr-2021	98.8%	+ 2.5%	97.9%	+ 2.6%
May-2021	99.1%	+ 3.6%	98.9%	+ 4.4%
Jun-2021	99.5%	+ 4.2%	99.3%	+ 4.7%
Jul-2021	99.2%	+ 3.2%	99.4%	+ 4.2%
Aug-2021	98.8%	+ 2.4%	99.7%	+ 3.7%
Sep-2021	98.7%	+ 2.4%	99.9%	+ 4.3%
Oct-2021	98.7%	+ 2.3%	99.9%	+ 4.3%
Nov-2021	98.8%	+ 1.9%	100.5%	+ 4.7%
12-Month Avg*	98.4%	+ 2.3%	98.3%	+ 2.8%

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

Overall Percent of Current List Price Received by Month



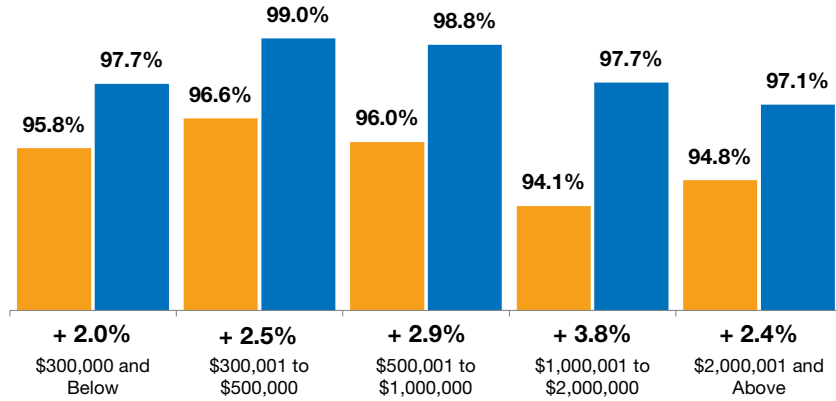
Overall Percent of Current List Price Received by Price Range

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.



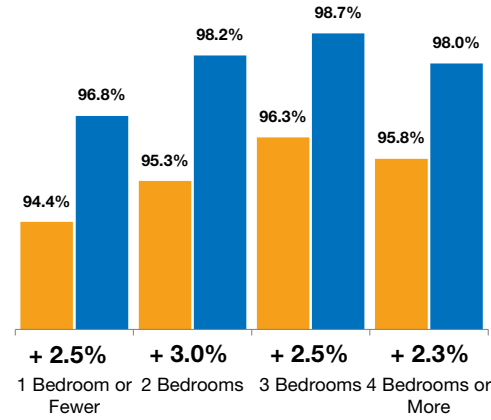
By Price Range

11-2020 11-2021



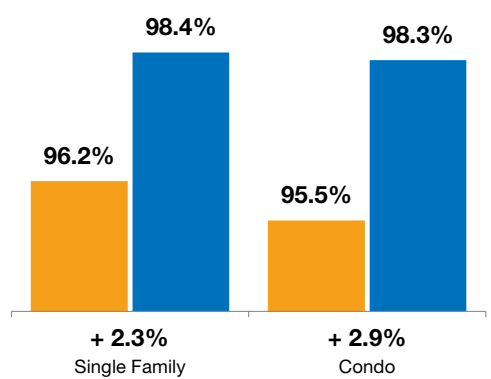
By Bedroom Count

11-2020 11-2021



By Property Type

11-2020 11-2021



All Properties

By Price Range

	11-2020	11-2021	Change
\$300,000 and Below	95.8%	97.7%	+ 2.0%
\$300,001 to \$500,000	96.6%	99.0%	+ 2.5%
\$500,001 to \$1,000,000	96.0%	98.8%	+ 2.9%
\$1,000,001 to \$2,000,000	94.1%	97.7%	+ 3.8%
\$2,000,001 and Above	94.8%	97.1%	+ 2.4%
All Price Ranges	95.9%	98.3%	+ 2.5%

Single Family

	11-2020	11-2021	Change
1 Bedroom or Fewer	96.7%	96.7%	0.0%
2 Bedrooms	97.0%	98.8%	+ 1.9%
3 Bedrooms	96.2%	99.0%	+ 2.9%
4 Bedrooms or More	93.6%	97.9%	+ 4.6%
	94.2%	96.9%	+ 2.9%
All Single Family	96.2%	98.4%	+ 2.3%

Condo

	11-2020	11-2021	Change
1 Bedroom or Fewer	95.5%	97.8%	+ 2.4%
2 Bedrooms	95.9%	99.2%	+ 3.4%
3 Bedrooms	95.2%	98.3%	+ 3.3%
4 Bedrooms or More	94.9%	97.4%	+ 2.6%
	96.5%	97.4%	+ 0.9%
All Condo	95.5%	98.3%	+ 2.9%

By Bedroom Count

	11-2020	11-2021	Change
1 Bedroom or Fewer	94.4%	96.8%	+ 2.5%
2 Bedrooms	95.3%	98.2%	+ 3.0%
3 Bedrooms	96.3%	98.7%	+ 2.5%
4 Bedrooms or More	95.8%	98.0%	+ 2.3%
All Bedroom Counts	95.9%	98.3%	+ 2.5%

	11-2020	11-2021	Change
1 Bedroom or Fewer	92.5%	93.8%	+ 1.4%
2 Bedrooms	95.3%	97.9%	+ 2.7%
3 Bedrooms	96.7%	98.8%	+ 2.2%
4 Bedrooms or More	95.7%	98.0%	+ 2.4%
All Single Family	96.2%	98.4%	+ 2.3%

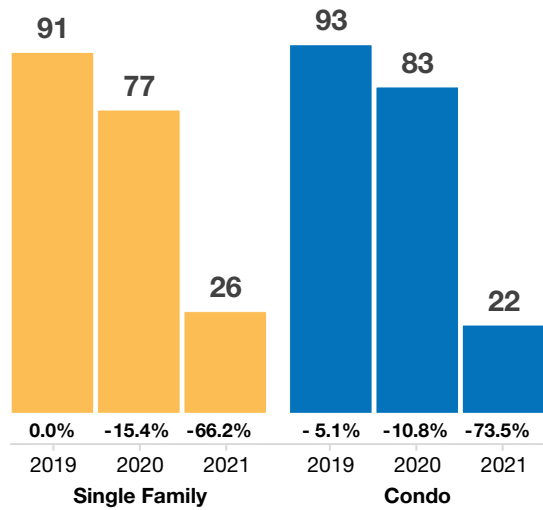
	11-2020	11-2021	Change
1 Bedroom or Fewer	94.7%	97.3%	+ 2.7%
2 Bedrooms	95.3%	98.2%	+ 3.0%
3 Bedrooms	95.7%	98.5%	+ 2.9%
4 Bedrooms or More	97.4%	98.1%	+ 0.7%
All Condo	95.5%	98.3%	+ 2.9%

Overall Days on Market Until Sale

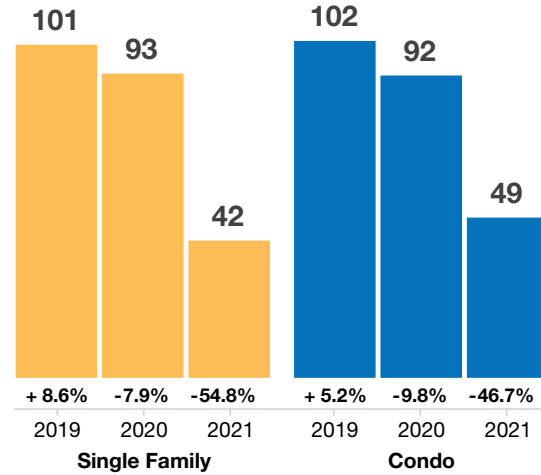
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



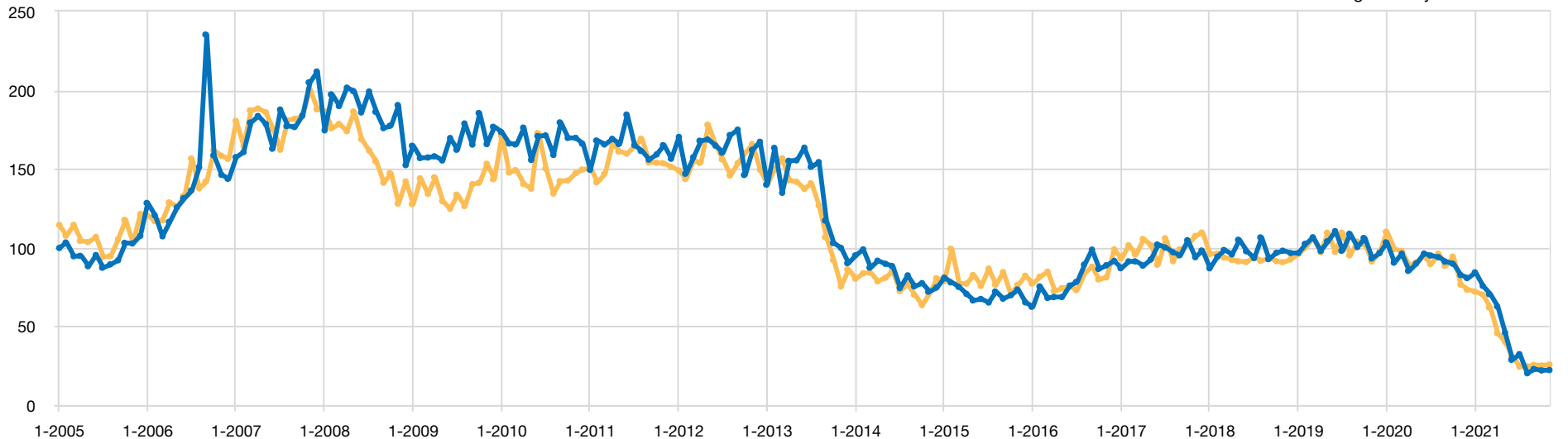
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2020	73	- 24.7%	81	- 16.5%
Jan-2021	72	- 34.5%	84	- 18.4%
Feb-2021	70	- 29.3%	76	- 15.6%
Mar-2021	62	- 36.7%	70	- 27.1%
Apr-2021	46	- 48.3%	63	- 25.9%
May-2021	40	- 56.0%	46	- 48.9%
Jun-2021	31	- 67.0%	29	- 69.8%
Jul-2021	24	- 73.3%	32	- 66.3%
Aug-2021	25	- 74.0%	20	- 78.7%
Sep-2021	26	- 70.5%	23	- 74.7%
Oct-2021	25	- 73.4%	22	- 75.6%
Nov-2021	26	- 66.2%	22	- 73.5%
12-Month Avg*	45	- 51.8%	52	- 43.9%

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

Overall Days on Market Until Sale by Month



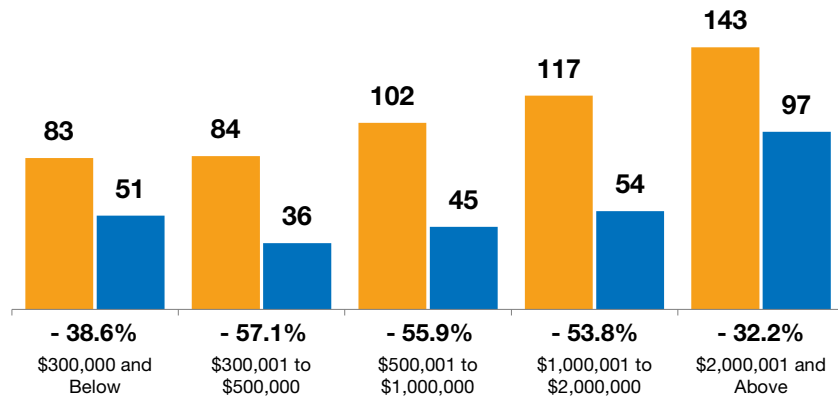
Overall Days on Market Until Sale by Price Range

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



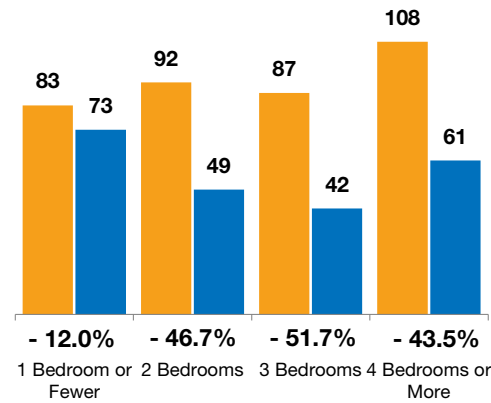
By Price Range

11-2020 11-2021



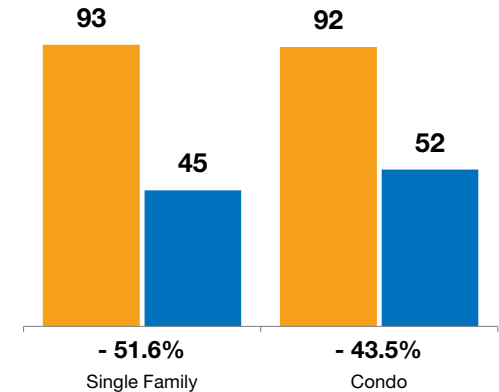
By Bedroom Count

11-2020 11-2021



By Property Type

11-2020 11-2021



All Properties

By Price Range	11-2020	11-2021	Change
\$300,000 and Below	83	51	-38.6%
\$300,001 to \$500,000	84	36	-57.1%
\$500,001 to \$1,000,000	102	45	-55.9%
\$1,000,001 to \$2,000,000	117	54	-53.8%
\$2,000,001 and Above	143	97	-32.2%
All Price Ranges	93	48	-48.4%

Single Family

11-2020	11-2021	Change	11-2020	11-2021	Change
72	54	-25.0%	86	51	-40.7%
78	33	-57.7%	94	39	-58.5%
98	36	-63.3%	111	63	-43.2%
121	47	-61.2%	109	64	-41.3%
163	98	-39.9%	94	94	0.0%
93	45	-51.6%	92	52	-43.5%

Condo

By Bedroom Count	11-2020	11-2021	Change
1 Bedroom or Fewer	83	73	-12.0%
2 Bedrooms	92	49	-46.7%
3 Bedrooms	87	42	-51.7%
4 Bedrooms or More	108	61	-43.5%
All Bedroom Counts	93	48	-48.4%

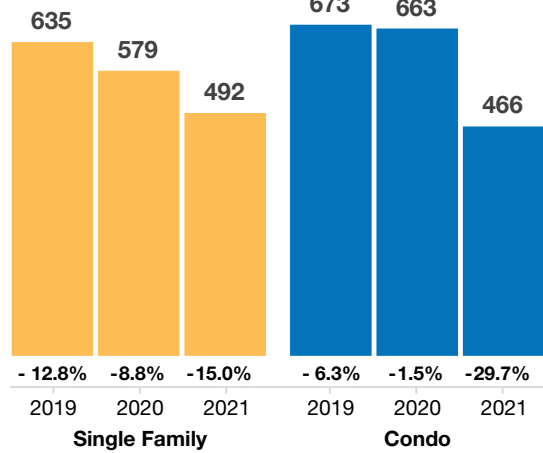
11-2020	11-2021	Change	11-2020	11-2021	Change
135	151	+11.9%	75	61	-18.6%
86	46	-46.5%	93	50	-46.2%
85	35	-58.8%	92	51	-44.6%
108	58	-46.3%	100	98	-2.7%
93	45	-51.6%	92	52	-43.5%

Overall New Listings

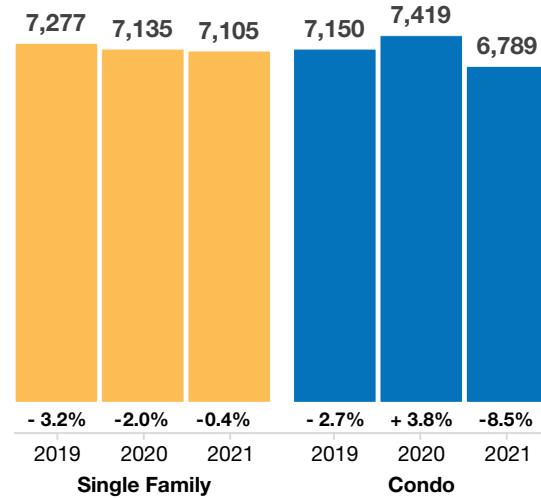
A count of the properties that have been newly listed on the market in a given month.



November

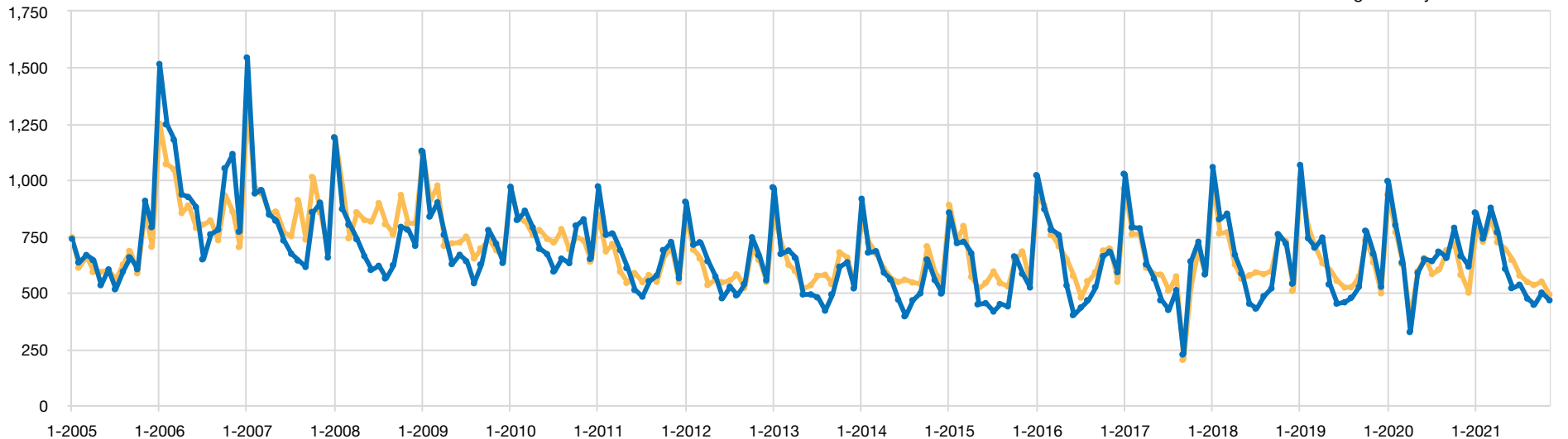


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2020	500	+ 0.6%	616	+ 17.1%
Jan-2021	786	- 16.0%	856	- 14.1%
Feb-2021	726	- 5.6%	740	- 7.5%
Mar-2021	832	+ 32.9%	877	+ 38.3%
Apr-2021	724	+ 88.5%	769	+ 136.6%
May-2021	693	+ 16.3%	606	+ 3.1%
Jun-2021	646	- 1.2%	520	- 19.9%
Jul-2021	576	- 1.2%	535	- 16.4%
Aug-2021	547	- 9.1%	474	- 30.5%
Sep-2021	534	- 22.4%	446	- 31.8%
Oct-2021	549	- 23.5%	500	- 36.5%
Nov-2021	492	- 15.0%	466	- 29.7%
12-Month Avg	634	- 0.3%	617	- 6.8%

Overall New Listings by Month

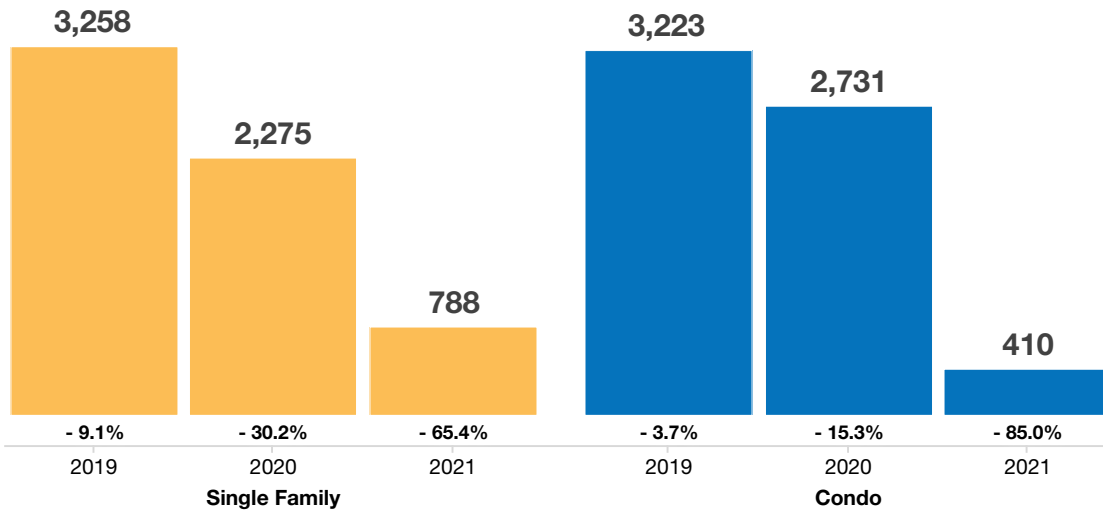


Overall Inventory of Homes for Sale

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

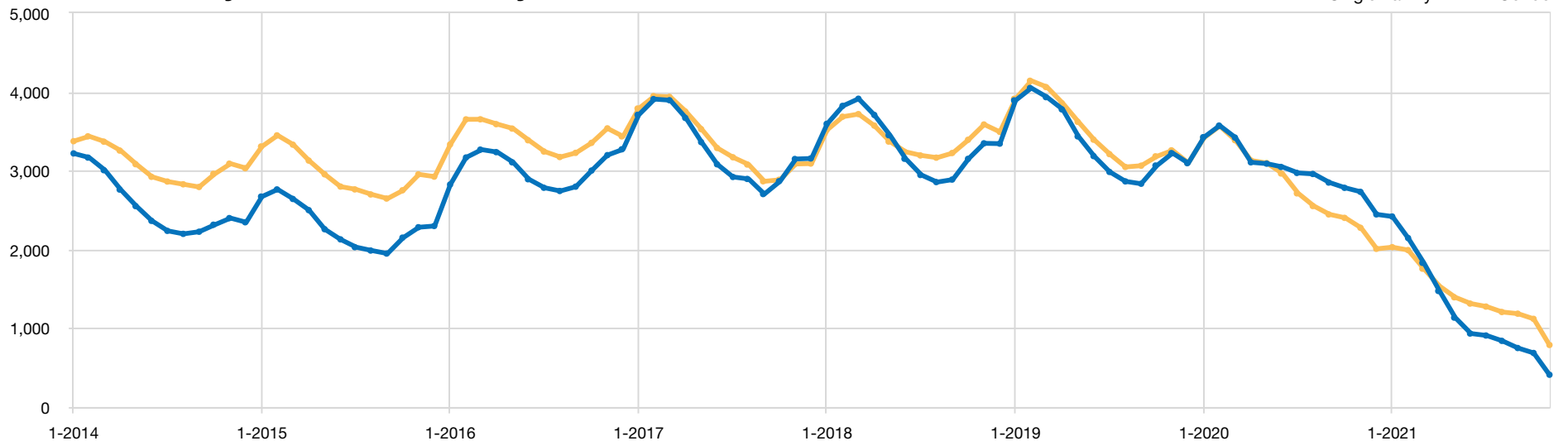


November



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2020	2,008	- 35.2%	2,445	- 21.0%
Jan-2021	2,029	- 40.6%	2,418	- 29.4%
Feb-2021	1,992	- 44.1%	2,145	- 39.9%
Mar-2021	1,756	- 48.2%	1,830	- 46.5%
Apr-2021	1,535	- 50.9%	1,473	- 52.6%
May-2021	1,393	- 55.0%	1,135	- 63.3%
Jun-2021	1,313	- 55.7%	933	- 69.4%
Jul-2021	1,275	- 53.0%	908	- 69.4%
Aug-2021	1,206	- 52.7%	840	- 71.6%
Sep-2021	1,185	- 51.5%	749	- 73.7%
Oct-2021	1,119	- 53.4%	686	- 75.3%
Nov-2021	788	- 65.4%	410	- 85.0%
12-Month Avg	1,467	- 49.8%	1,331	- 56.9%

Overall Inventory of Homes for Sale by Month



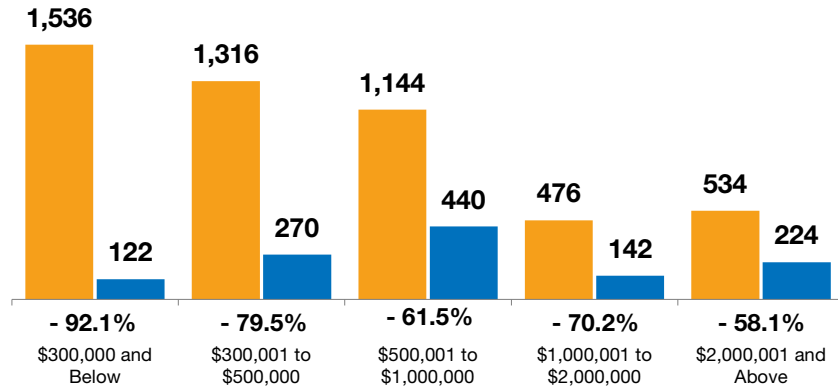
Overall Inventory of Homes for Sale by Price Range

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



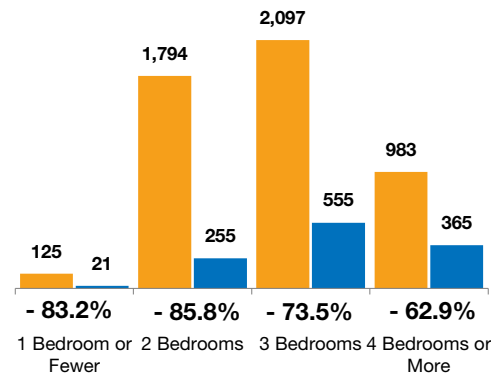
By Price Range

11-2020 11-2021



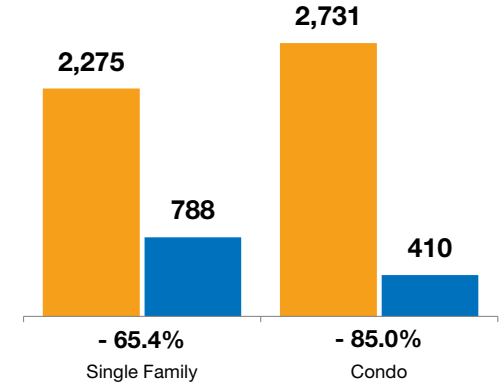
By Bedroom Count

11-2020 11-2021



By Property Type

11-2020 11-2021



All Properties

By Price Range

	11-2020	11-2021	Change
\$300,000 and Below	1,536	122	- 92.1%
\$300,001 to \$500,000	1,316	270	- 79.5%
\$500,001 to \$1,000,000	1,144	440	- 61.5%
\$1,000,001 to \$2,000,000	476	142	- 70.2%
\$2,000,001 and Above	534	224	- 58.1%
All Price Ranges	5,006	1,198	- 76.1%

Single Family

	11-2020	11-2021	Change
1 Bedroom or 2 Bedrooms Fewer	262	36	- 86.3%
2 Bedrooms	691	152	- 78.0%
3 Bedrooms	691	350	- 49.3%
4 Bedrooms or More	262	96	- 63.4%
All Single Family	2,275	788	- 65.4%

Condo

	11-2020	11-2021	Change
11-2020	1274	86	- 93.2%
11-2021	625	118	- 81.1%
Change	453	90	- 80.1%
11-2020	214	46	- 78.5%
11-2021	165	70	- 57.6%
All Condo	2,731	410	- 85.0%

By Bedroom Count

	11-2020	11-2021	Change
1 Bedroom or Fewer	125	21	- 83.2%
2 Bedrooms	1,794	255	- 85.8%
3 Bedrooms	2,097	555	- 73.5%
4 Bedrooms or More	983	365	- 62.9%
All Bedroom Counts	5,006	1,198	- 76.1%

	11-2020	11-2021	Change
11-2020	23	3	- 87.0%
11-2021	215	65	- 69.8%
Change	1,137	377	- 66.8%
11-2020	900	342	- 62.0%
11-2021	83	23	- 72.3%
All Condo	2,731	410	- 85.0%

Listing and Sales Summary Report

November 2021



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Nov-21	Nov-20	% Change	Nov-21	Nov-20	% Change	Nov-21	Nov-20	% Change	Nov-21	Nov-20	% Change
Overall Naples Market*	\$499,000	\$380,000	+31.3%	910	1149	-20.8%	1,198	5,006	-76.1%	24	80	-70.0%
Collier County	\$521,500	\$404,000	+29.1%	985	1279	-23.0%	1,382	5,629	-75.4%	25	81	-69.1%
Ave Maria	\$334,000	\$292,500	+14.2%	26	17	+52.9%	23	98	-76.5%	75	52	+44.2%
Central Naples	\$365,000	\$311,500	+17.2%	171	154	+11.0%	167	665	-74.9%	22	78	-71.8%
East Naples	\$499,000	\$364,450	+36.9%	197	270	-27.0%	389	953	-59.2%	25	68	-63.2%
Everglades City	--	--	--	0	0	--	4	7	-42.9%	--	--	--
Immokalee	\$219,900	\$149,000	+47.6%	11	3	+266.7%	7	43	-83.7%	2	206	-99.0%
Immokalee / Ave Maria	\$273,749	\$283,750	-3.5%	38	20	+90.0%	30	141	-78.7%	52	75	-30.7%
Naples	\$510,000	\$385,000	+32.5%	873	1129	-22.7%	1,169	4,868	-76.0%	23	80	-71.3%
Naples Beach	\$950,000	\$782,500	+21.4%	149	192	-22.4%	281	1,211	-76.8%	28	111	-74.8%
North Naples	\$607,500	\$439,500	+38.2%	212	326	-35.0%	202	1,159	-82.6%	17	72	-76.4%
South Naples	\$375,000	\$295,000	+27.1%	143	187	-23.5%	129	877	-85.3%	25	80	-68.8%
34102	\$1,825,000	\$860,000	+112.2%	28	59	-52.5%	123	412	-70.1%	54	122	-55.7%
34103	\$951,000	\$1,302,500	-27.0%	50	46	+8.7%	76	362	-79.0%	23	112	-79.5%
34104	\$350,000	\$275,000	+27.3%	80	63	+27.0%	60	277	-78.3%	25	68	-63.2%
34105	\$350,000	\$405,000	-13.6%	63	61	+3.3%	42	299	-86.0%	19	113	-83.2%
34108	\$856,000	\$560,000	+52.9%	71	87	-18.4%	82	437	-81.2%	21	102	-79.4%
34109	\$605,000	\$392,000	+54.3%	62	80	-22.5%	39	287	-86.4%	12	60	-80.0%
34110	\$507,250	\$465,000	+9.1%	52	117	-55.6%	67	477	-86.0%	13	87	-85.1%
34112	\$316,875	\$220,000	+44.0%	72	95	-24.2%	68	436	-84.4%	23	81	-71.6%
34113	\$430,000	\$350,000	+22.9%	71	92	-22.8%	61	441	-86.2%	27	78	-65.4%
34114	\$519,998	\$415,000	+25.3%	78	110	-29.1%	125	425	-70.6%	29	101	-71.3%
34116	\$402,500	\$317,500	+26.8%	28	30	-6.7%	65	89	-27.0%	22	28	-21.4%
34117	\$448,450	\$345,000	+30.0%	20	35	-42.9%	75	123	-39.0%	19	43	-55.8%
34119	\$677,500	\$460,000	+47.3%	98	129	-24.0%	96	395	-75.7%	22	67	-67.2%
34120	\$515,000	\$350,000	+47.1%	99	125	-20.8%	189	405	-53.3%	22	45	-51.1%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$273,749	\$283,750	-3.5%	38	20	+90.0%	30	141	-78.7%	52	75	-30.7%

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

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Naples Beach

34102, 34103, 34108

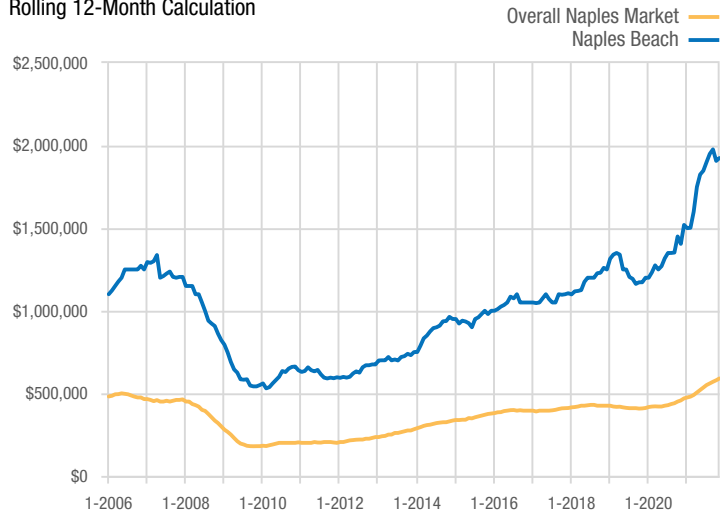
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	92	68	- 26.1%	1,108	1,050	- 5.2%
Total Sales	80	58	- 27.5%	830	1,018	+ 22.7%
Days on Market Until Sale	106	32	- 69.8%	125	67	- 46.4%
Median Closed Price*	\$1,297,500	\$849,500	- 34.5%	\$1,450,000	\$1,900,000	+ 31.0%
Average Closed Price*	\$2,413,610	\$2,375,274	- 1.6%	\$2,332,186	\$3,017,904	+ 29.4%
Percent of List Price Received*	96.2%	98.3%	+ 2.2%	94.1%	97.9%	+ 4.0%
Inventory of Homes for Sale	427	138	- 67.7%	—	—	—
Months Supply of Inventory	5.8	1.4	- 75.9%	—	—	—

Condo	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	173	118	- 31.8%	1,744	1,552	- 11.0%
Total Sales	112	91	- 18.8%	1,139	1,811	+ 59.0%
Days on Market Until Sale	114	25	- 78.1%	112	67	- 40.2%
Median Closed Price*	\$596,250	\$1,010,000	+ 69.4%	\$660,000	\$785,000	+ 18.9%
Average Closed Price*	\$903,363	\$1,338,488	+ 48.2%	\$990,716	\$1,180,570	+ 19.2%
Percent of List Price Received*	95.3%	100.4%	+ 5.4%	94.6%	97.6%	+ 3.2%
Inventory of Homes for Sale	784	143	- 81.8%	—	—	—
Months Supply of Inventory	7.7	0.9	- 88.3%	—	—	—

* 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.

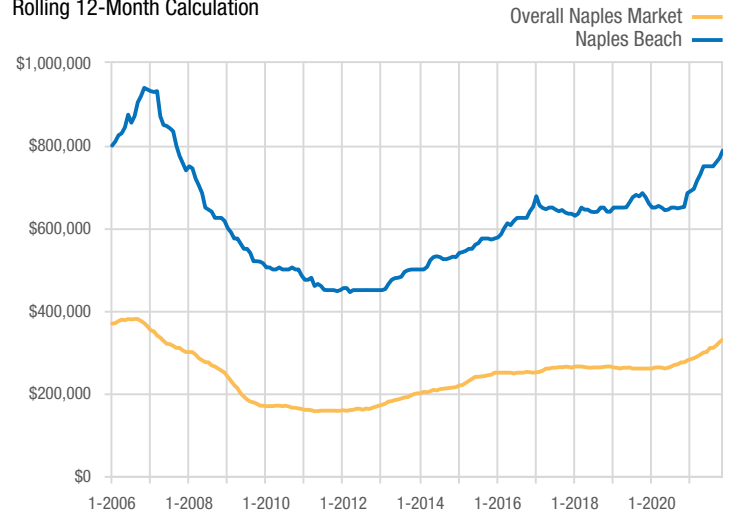
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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North Naples

34109, 34110, 34119

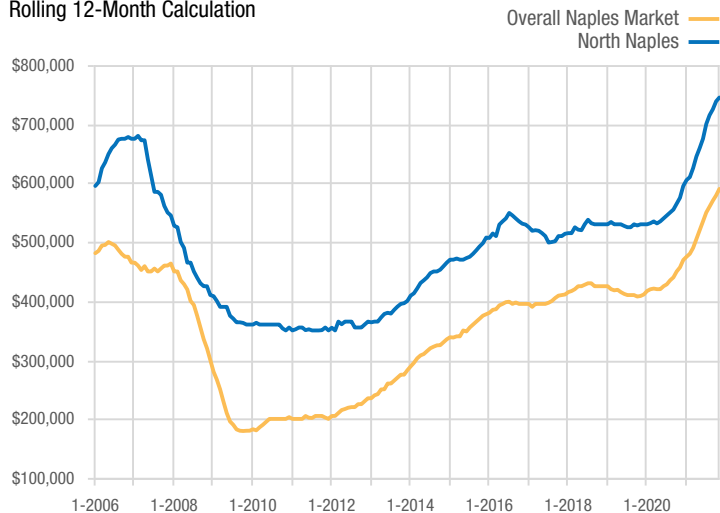
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	147	98	- 33.3%	1,719	1,642	- 4.5%
Total Sales	147	104	- 29.3%	1,406	1,661	+ 18.1%
Days on Market Until Sale	75	23	- 69.3%	88	37	- 58.0%
Median Closed Price*	\$725,000	\$811,250	+ 11.9%	\$585,000	\$750,000	+ 28.2%
Average Closed Price*	\$954,885	\$1,133,394	+ 18.7%	\$809,417	\$1,037,721	+ 28.2%
Percent of List Price Received*	96.3%	97.9%	+ 1.7%	95.9%	98.8%	+ 3.0%
Inventory of Homes for Sale	498	126	- 74.7%	—	—	—
Months Supply of Inventory	3.9	0.8	- 79.5%	—	—	—

Condo	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	161	111	- 31.1%	2,022	1,774	- 12.3%
Total Sales	179	108	- 39.7%	1,547	1,994	+ 28.9%
Days on Market Until Sale	70	11	- 84.3%	86	42	- 51.2%
Median Closed Price*	\$285,000	\$386,465	+ 35.6%	\$280,000	\$335,000	+ 19.6%
Average Closed Price*	\$414,631	\$541,078	+ 30.5%	\$496,695	\$458,195	- 7.8%
Percent of List Price Received*	96.7%	100.7%	+ 4.1%	96.1%	99.1%	+ 3.1%
Inventory of Homes for Sale	661	76	- 88.5%	—	—	—
Months Supply of Inventory	4.7	0.4	- 91.5%	—	—	—

* 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.

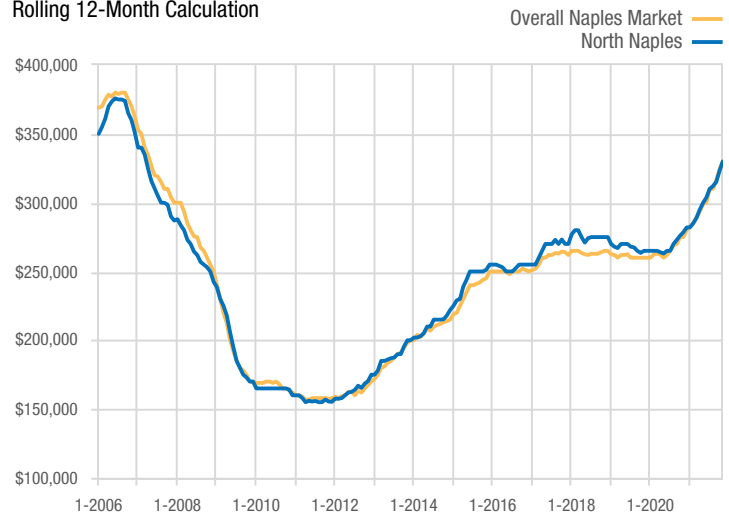
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

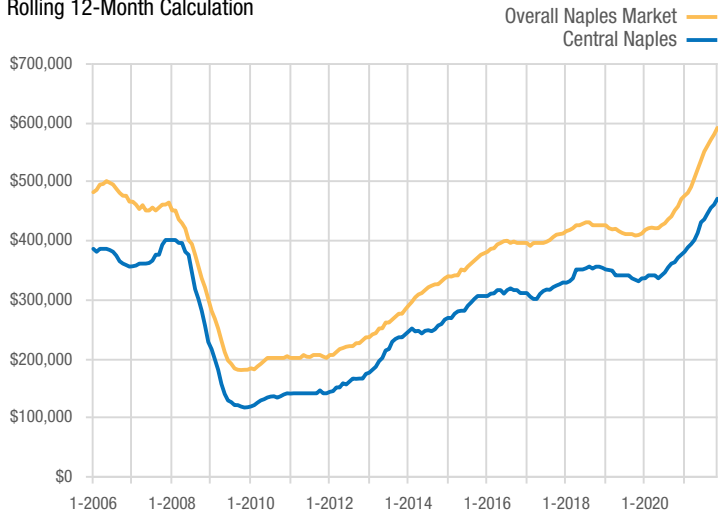
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	68	92	+ 35.3%	867	1,013	+ 16.8%
Total Sales	77	81	+ 5.2%	726	911	+ 25.5%
Days on Market Until Sale	79	24	- 69.6%	89	35	- 60.7%
Median Closed Price*	\$442,000	\$590,000	+ 33.5%	\$370,000	\$475,000	+ 28.4%
Average Closed Price*	\$768,863	\$676,856	- 12.0%	\$605,254	\$719,737	+ 18.9%
Percent of List Price Received*	97.0%	99.0%	+ 2.1%	96.3%	98.5%	+ 2.3%
Inventory of Homes for Sale	264	115	- 56.4%	—	—	—
Months Supply of Inventory	3.9	1.4	- 64.1%	—	—	—

Condo	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	105	73	- 30.5%	1,123	1,118	- 0.4%
Total Sales	77	90	+ 16.9%	723	1,250	+ 72.9%
Days on Market Until Sale	77	21	- 72.7%	79	43	- 45.6%
Median Closed Price*	\$199,000	\$273,250	+ 37.3%	\$195,000	\$227,250	+ 16.5%
Average Closed Price*	\$246,457	\$306,386	+ 24.3%	\$219,498	\$259,659	+ 18.3%
Percent of List Price Received*	96.2%	100.8%	+ 4.8%	95.3%	98.6%	+ 3.5%
Inventory of Homes for Sale	401	52	- 87.0%	—	—	—
Months Supply of Inventory	6.1	0.5	- 91.8%	—	—	—

* 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.

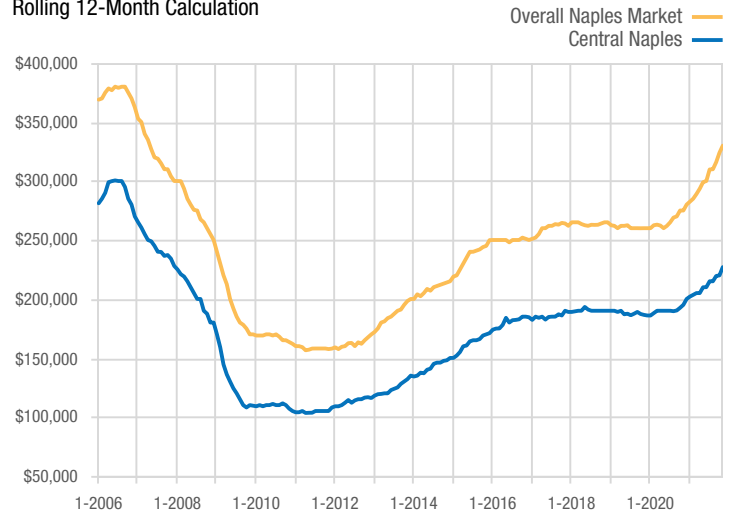
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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South Naples

34112, 34113

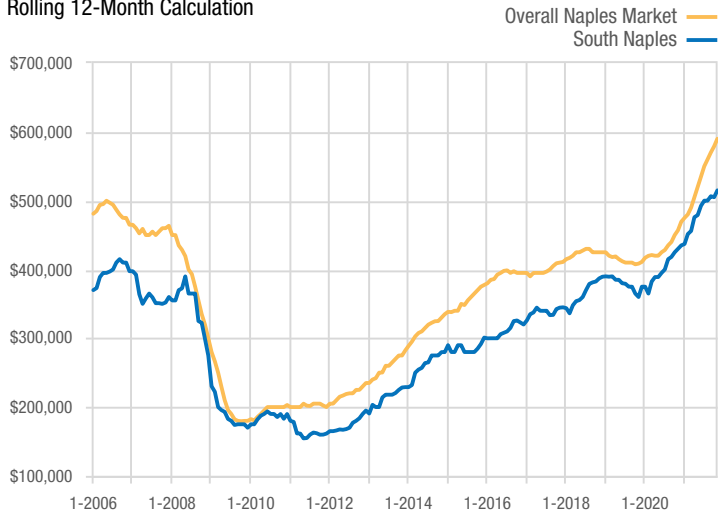
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	73	34	- 53.4%	903	842	- 6.8%
Total Sales	69	45	- 34.8%	646	858	+ 32.8%
Days on Market Until Sale	79	35	- 55.7%	91	46	- 49.5%
Median Closed Price*	\$450,000	\$526,000	+ 16.9%	\$429,950	\$520,000	+ 20.9%
Average Closed Price*	\$534,418	\$636,468	+ 19.1%	\$553,902	\$671,872	+ 21.3%
Percent of List Price Received*	96.8%	99.9%	+ 3.2%	95.8%	98.3%	+ 2.6%
Inventory of Homes for Sale	303	59	- 80.5%	—	—	—
Months Supply of Inventory	5.1	0.8	- 84.3%	—	—	—

Condo	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	126	92	- 27.0%	1,575	1,417	- 10.0%
Total Sales	118	98	- 16.9%	1,136	1,632	+ 43.7%
Days on Market Until Sale	80	20	- 75.0%	89	48	- 46.1%
Median Closed Price*	\$223,750	\$316,875	+ 41.6%	\$220,000	\$251,000	+ 14.1%
Average Closed Price*	\$262,870	\$349,465	+ 32.9%	\$251,640	\$282,920	+ 12.4%
Percent of List Price Received*	95.5%	100.5%	+ 5.2%	95.4%	98.2%	+ 2.9%
Inventory of Homes for Sale	574	70	- 87.8%	—	—	—
Months Supply of Inventory	5.5	0.5	- 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.

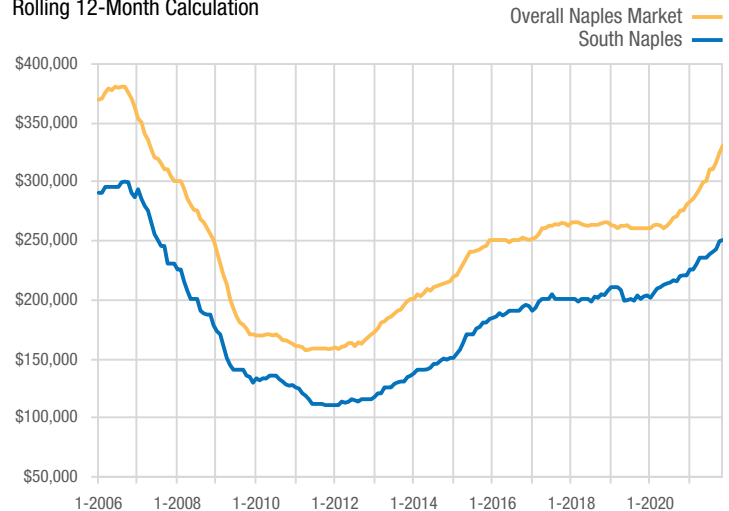
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

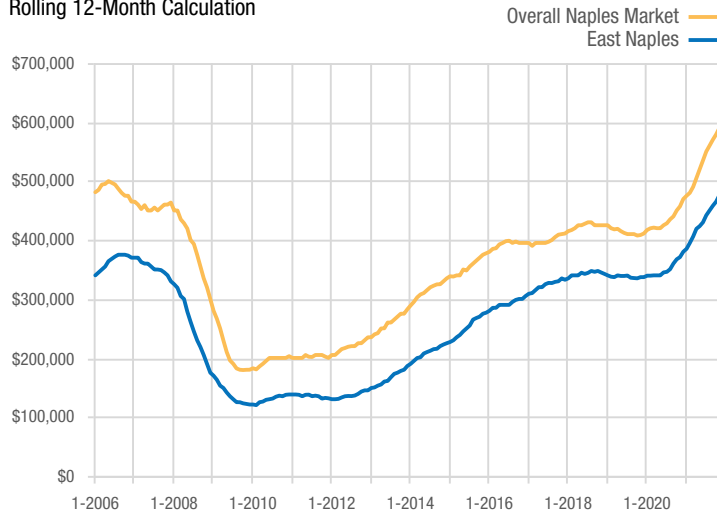
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	169	183	+ 8.3%	2,283	2,284	+ 0.0%
Total Sales	190	147	- 22.6%	1,877	2,058	+ 9.6%
Days on Market Until Sale	64	25	- 60.9%	84	35	- 58.3%
Median Closed Price*	\$425,000	\$565,000	+ 32.9%	\$375,000	\$485,000	+ 29.3%
Average Closed Price*	\$495,702	\$681,655	+ 37.5%	\$444,339	\$569,929	+ 28.3%
Percent of List Price Received*	97.9%	99.2%	+ 1.3%	97.4%	98.8%	+ 1.4%
Inventory of Homes for Sale	667	325	- 51.3%	—	—	—
Months Supply of Inventory	4.0	1.7	- 57.5%	—	—	—

Condo	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	94	67	- 28.7%	908	885	- 2.5%
Total Sales	80	50	- 37.5%	695	911	+ 31.1%
Days on Market Until Sale	76	22	- 71.1%	90	37	- 58.9%
Median Closed Price*	\$301,500	\$402,500	+ 33.5%	\$289,000	\$350,000	+ 21.1%
Average Closed Price*	\$303,183	\$424,050	+ 39.9%	\$287,647	\$366,423	+ 27.4%
Percent of List Price Received*	96.2%	99.6%	+ 3.5%	96.3%	98.9%	+ 2.7%
Inventory of Homes for Sale	286	64	- 77.6%	—	—	—
Months Supply of Inventory	4.6	0.8	- 82.6%	—	—	—

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

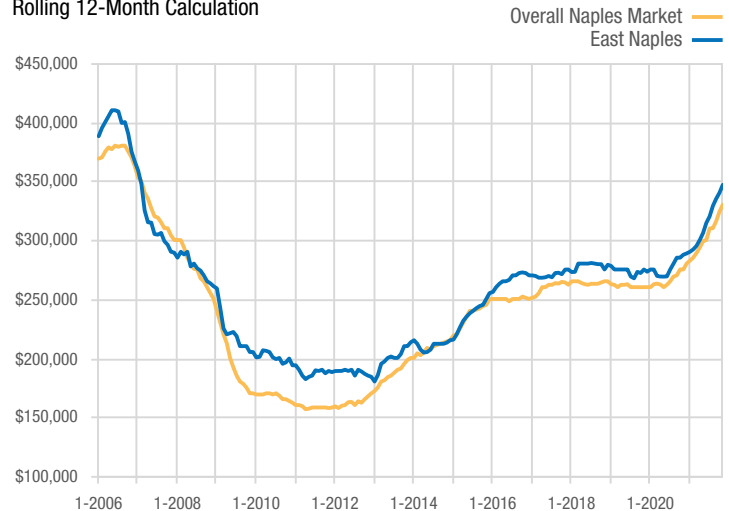
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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 2021

A Research Tool Provided by Naples Area Board of REALTORS®



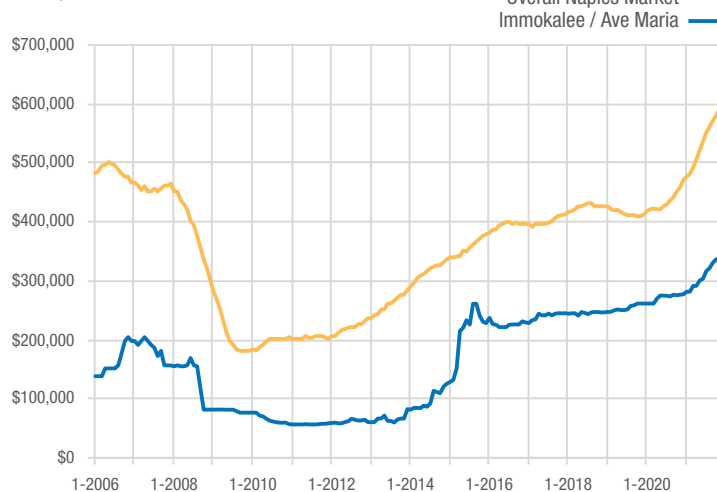
Immokalee / Ave Maria

Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	30	17	- 43.3%	255	274	+ 7.5%
Total Sales	18	28	+ 55.6%	173	270	+ 56.1%
Days on Market Until Sale	80	15	- 81.3%	92	43	- 53.3%
Median Closed Price*	\$286,500	\$339,000	+ 18.3%	\$275,000	\$338,950	+ 23.3%
Average Closed Price*	\$284,557	\$354,675	+ 24.6%	\$285,021	\$365,474	+ 28.2%
Percent of List Price Received*	96.9%	99.2%	+ 2.4%	97.3%	98.7%	+ 1.4%
Inventory of Homes for Sale	116	25	- 78.4%	—	—	—
Months Supply of Inventory	7.3	1.0	- 86.3%	—	—	—

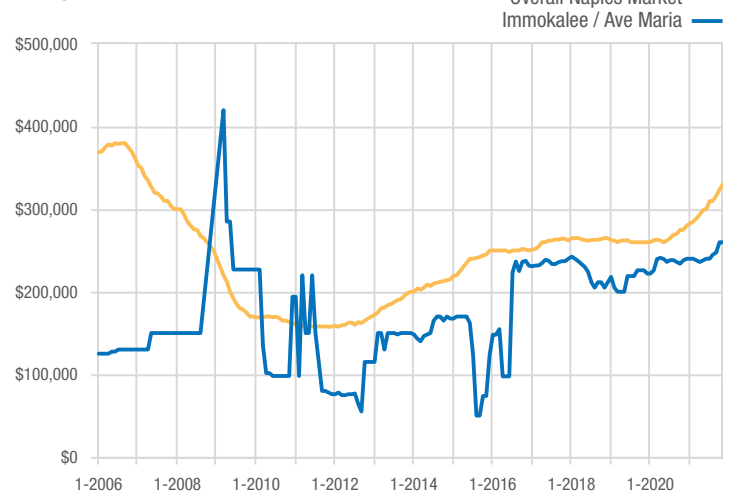
Condo	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	4	5	+ 25.0%	47	43	- 8.5%
Total Sales	2	10	+ 400.0%	23	36	+ 56.5%
Days on Market Until Sale	31	155	+ 400.0%	136	99	- 27.2%
Median Closed Price*	\$241,250	\$245,998	+ 2.0%	\$240,000	\$259,950	+ 8.3%
Average Closed Price*	\$241,250	\$245,148	+ 1.6%	\$227,057	\$234,811	+ 3.4%
Percent of List Price Received*	93.1%	99.1%	+ 6.4%	96.0%	98.1%	+ 2.2%
Inventory of Homes for Sale	25	5	- 80.0%	—	—	—
Months Supply of Inventory	9.4	1.4	- 85.1%	—	—	—

* 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



Median Closed Price - Condo



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.