

Naples Area Market Report



November 2022

According to the November 2022 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), there were 552 overall closed sales in November, which is a 41.4 percent decrease from 942 closed sales recorded in November 2021. The post-pandemic home buying surge that took place when mortgage rates were historically low has ended. Housing inventory in Naples is on the rise but remains low at just 2.8 months of inventory reported in November (a balanced market has a six-month supply of inventory). As expected, the limited inventory environment in Naples is restricting sales and increasing prices. Though broker analysts reviewing the report pointed out that cash sales accounted for 62.3 percent of closed sales in November; it is an indication that the Naples housing market remains a solid investment.

The November report showed inventory rose in all price categories except the \$300,000 and below category, which decreased 14.2 percent from 127 to 109 properties. Overall inventory in November rose 96.8 percent to 2,478 properties from 1,259 properties in November 2021. Comparatively, in November 2019 there were 5,563 properties in inventory, which was split between 2,771 single-family homes and 2,792 condominiums. Today, the inventory is single-family home heavy, which accounts for 63 percent of all homes for sale in Naples. New listings increased 2 percent compared to new listings reported in October, but decreased 5.7 percent to 926 new listings from 982 new listings in November 2021.

There were also more pending sales in November compared to October, but pending sales decreased 32.6 percent in November 2022 to 767 pending sales from 1,138 pending sales in November 2021. November's overall median closed price increased 20.4 percent to \$600,000 from \$498,500 in November 2021. The report also showed sellers are more willing to negotiate again as the overall percent of list price received decreased 3.3 percent compared to last November.

Quick Facts

- 41.4%	+ 20.4%	+ 96.8%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
- 5.8%	- 30.7%	- 30.8%
Price Range With the Strongest Sales: \$500,001 to \$1,000,000	Bedroom Count With Strongest Sales: 3 Bedrooms	Property Type With Strongest Sales: Single Family

Overall Market Overview	2
Single Family Market Overview	3
Condo Market Overview	4
Overall Closed Sales	5-6
Overall Median Closed Price	7-8
Overall Percent of Current List Price Received	9-10
Overall Days on Market until Sale	11-12
Overall New Listings by Month	13
Overall Inventory of Homes for Sale	14-15
Overall Listing and Sales Summary by Area Naples	16
Beach	17
North Naples	18
Central Naples	19
South Naples	20
East Naples	21
Immokalee/Ave Maria	22



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

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	11-2021	11-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		982	926	- 5.7%	13,953	12,779	- 8.4%
Total Sales		942	552	- 41.4%	14,467	9,509	- 34.3%
Days on Market Until Sale		24	46	+ 91.7%	46	25	- 45.7%
Median Closed Price		\$498,500	\$600,000	+ 20.4%	\$439,000	\$575,000	+ 31.0%
Average Closed Price		\$789,857	\$1,047,742	+ 32.6%	\$796,491	\$1,006,027	+ 26.3%
Percent of List Price Received		99.5%	96.2%	- 3.3%	98.5%	99.2%	+ 0.7%
Pending Listings		1,138	767	- 32.6%	17,826	11,424	- 35.9%
Inventory of Homes for Sale		1,259	2,478	+ 96.8%	—	—	—
Months Supply of Inventory		1.0	2.8	+ 180.0%	—	—	—

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	11-2021	11-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		506	522	+ 3.2%	7,131	6,831	- 4.2%
Total Sales		477	286	- 40.0%	6,808	4,656	- 31.6%
Days on Market Until Sale		26	50	+ 92.3%	42	30	- 28.6%
Median Closed Price		\$620,000	\$820,000	+ 32.3%	\$591,612	\$740,000	+ 25.1%
Average Closed Price		\$982,309	\$1,365,748	+ 39.0%	\$1,076,282	\$1,301,416	+ 20.9%
Percent of List Price Received		98.8%	95.4%	- 3.4%	98.6%	98.4%	- 0.2%
Pending Listings		546	395	- 27.7%	8,372	5,690	- 32.0%
Inventory of Homes for Sale		842	1,561	+ 85.4%	—	—	—
Months Supply of Inventory		1.3	3.6	+ 176.9%	—	—	—

Condo Market Overview

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



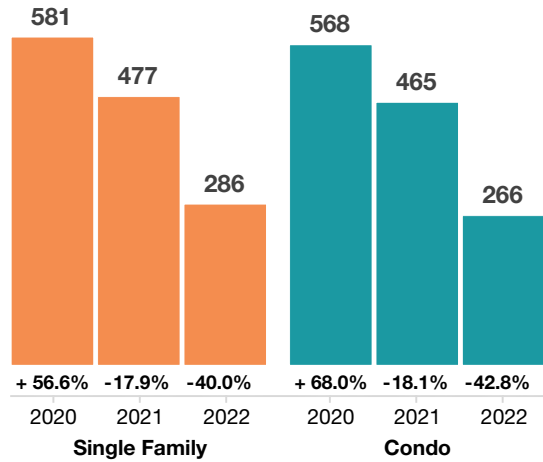
Key Metrics	Historical Sparkbars	11-2021	11-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		476	404	- 15.1%	6,822	5,948	- 12.8%
Total Sales		465	266	- 42.8%	7,659	4,853	- 36.6%
Days on Market Until Sale		23	41	+ 78.3%	49	20	- 59.2%
Median Closed Price		\$375,000	\$448,250	+ 19.5%	\$330,000	\$453,750	+ 37.5%
Average Closed Price		\$592,439	\$705,826	+ 19.1%	\$547,861	\$722,693	+ 31.9%
Percent of List Price Received		100.3%	97.0%	- 3.3%	98.4%	99.9%	+ 1.5%
Pending Listings		592	372	- 37.2%	9,254	5,734	- 38.0%
Inventory of Homes for Sale		417	917	+ 119.9%	—	—	—
Months Supply of Inventory		0.6	2.0	+ 233.3%	—	—	—

Overall Closed Sales

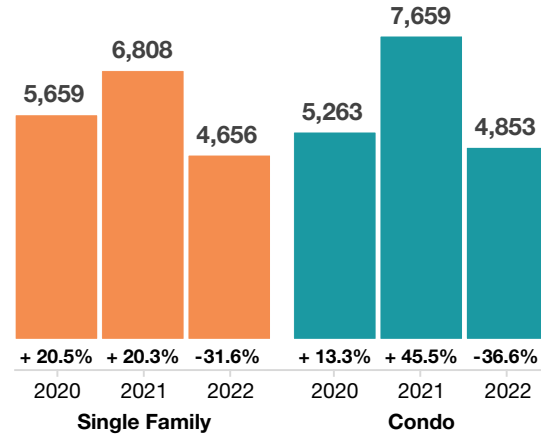
A count of the actual sales that closed in a given month.



November

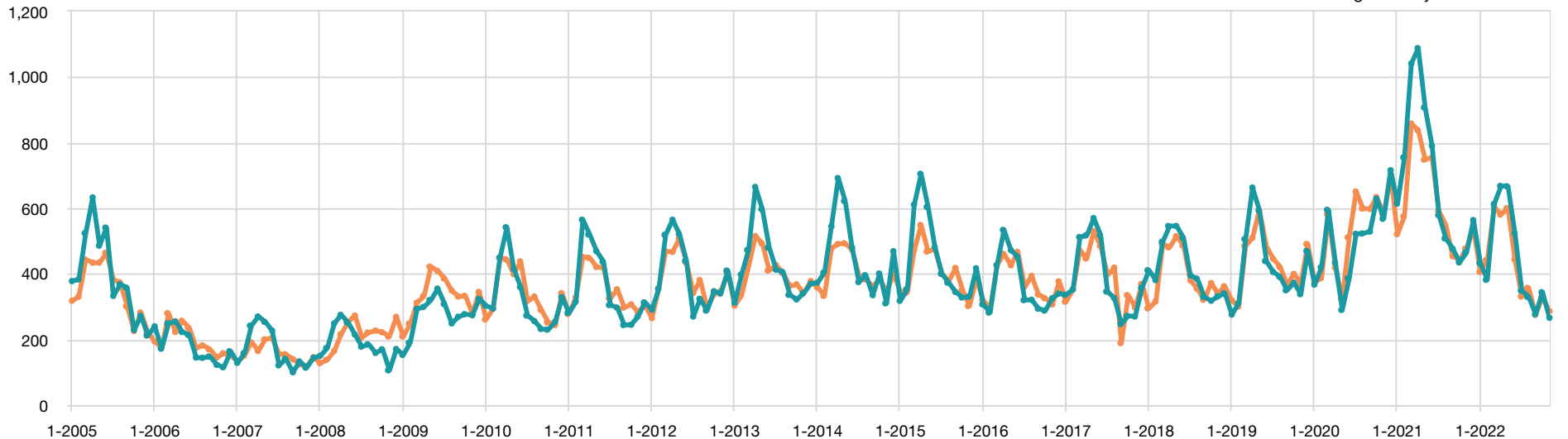


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2021	538	-23.4%	564	-21.2%
Jan-2022	406	-22.1%	433	-29.5%
Feb-2022	442	-23.1%	382	-49.4%
Mar-2022	604	-29.6%	613	-41.1%
Apr-2022	581	-30.7%	668	-38.6%
May-2022	600	-19.8%	667	-26.5%
Jun-2022	444	-41.2%	524	-33.7%
Jul-2022	331	-44.0%	349	-39.7%
Aug-2022	357	-35.0%	330	-35.0%
Sep-2022	275	-39.4%	277	-41.9%
Oct-2022	330	-25.3%	344	-20.9%
Nov-2022	286	-40.0%	266	-42.8%
12-Month Avg	433	-30.8%	451	-35.4%

Overall Closed Sales by Month

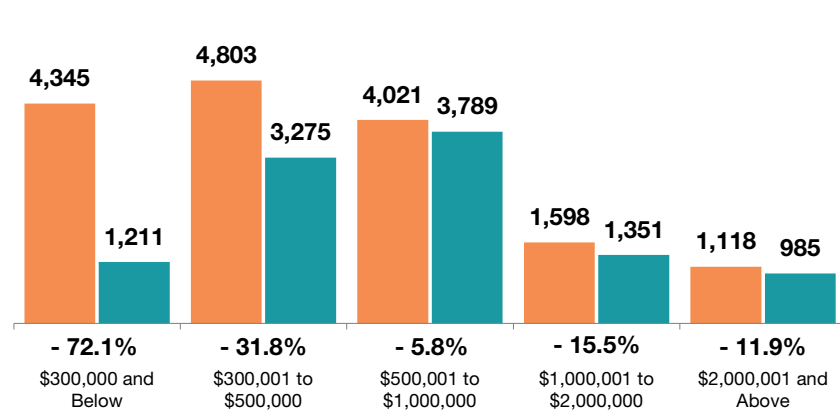


Overall Closed Sales by Price Range

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

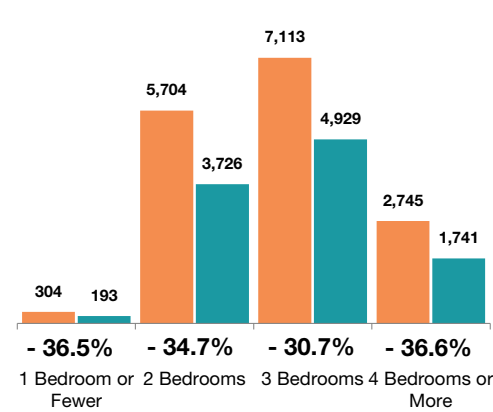
By Price Range

11-2021 11-2022



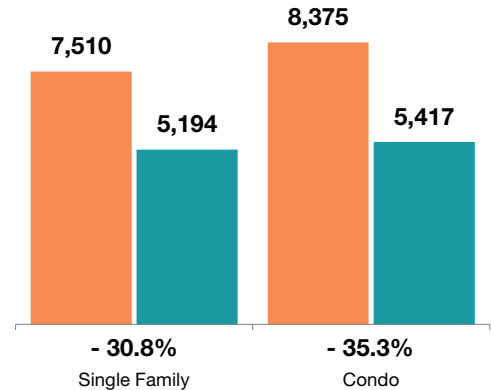
By Bedroom Count

11-2021 11-2022



By Property Type

11-2021 11-2022



All Properties

By Price Range

	11-2021	11-2022	Change
\$300,000 and Below	4,345	1,211	- 72.1%
\$300,001 to \$500,000	4,803	3,275	- 31.8%
\$500,001 to \$1,000,000	4,021	3,789	- 5.8%
\$1,000,001 to \$2,000,000	1,598	1,351	- 15.5%
\$2,000,001 and Above	1,118	985	- 11.9%
All Price Ranges	15,885	10,611	- 33.2%

Single Family

	11-2021	11-2022	Change
1 Bedroom or 2 Bedrooms Fewer	639	254	- 60.3%
3 Bedrooms	2,344	1,042	- 55.5%
4 Bedrooms or More	2,719	2,329	- 14.3%
4 Bedrooms or More	990	893	- 9.8%
4 Bedrooms or More	818	676	- 17.4%
All Single Family	7,510	5,194	- 30.8%

Condo

	11-2021	11-2022	Change
Single Family	3,706	957	- 74.2%
Condo	2,459	2,233	- 9.2%
Condo	1,302	1,460	+ 12.1%
Condo	608	458	- 24.7%
Condo	300	309	+ 3.0%
All Condo	8,375	5,417	- 35.3%

By Bedroom Count

	11-2021	11-2022	Change
1 Bedroom or Fewer	304	193	- 36.5%
2 Bedrooms	5,704	3,726	- 34.7%
3 Bedrooms	7,113	4,929	- 30.7%
4 Bedrooms or More	2,745	1,741	- 36.6%
All Bedroom Counts	15,885	10,611	- 33.2%

	11-2021	11-2022	Change
1 Bedroom or Fewer	40	27	- 32.5%
2 Bedrooms	811	546	- 32.7%
3 Bedrooms	4,083	2,981	- 27.0%
4 Bedrooms or More	2,573	1,638	- 36.3%
All Single Family	7,510	5,194	- 30.8%

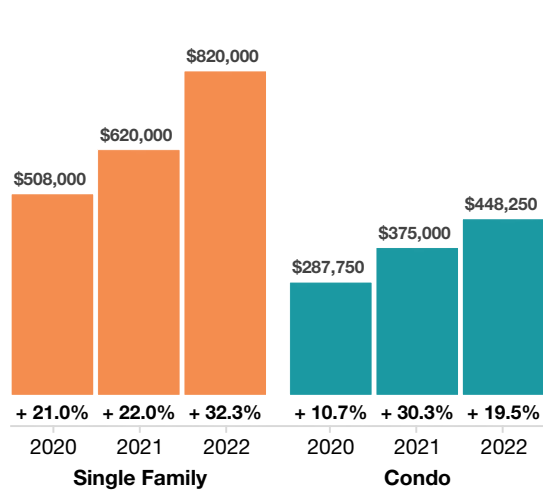
	11-2021	11-2022	Change
Single Family	264	166	- 37.1%
Condo	4,893	3,180	- 35.0%
Condo	3,030	1,948	- 35.7%
Condo	172	103	- 40.1%
All Condo	8,375	5,417	- 35.3%

Overall Median Closed Price

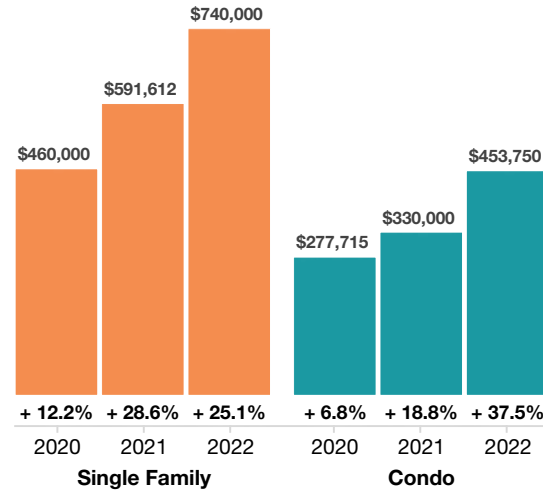
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



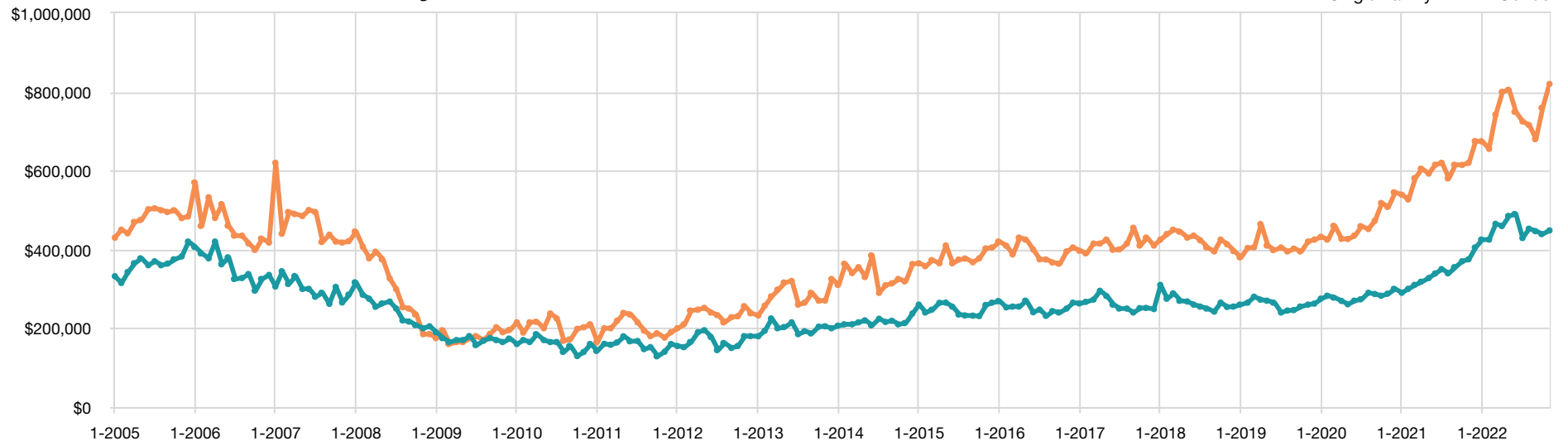
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2021	\$675,000	+ 23.9%	\$405,000	+ 35.0%
Jan-2022	\$674,378	+ 25.1%	\$425,000	+ 46.5%
Feb-2022	\$655,500	+ 24.4%	\$425,000	+ 41.7%
Mar-2022	\$742,450	+ 27.8%	\$465,000	+ 50.0%
Apr-2022	\$800,000	+ 32.2%	\$459,500	+ 44.5%
May-2022	\$805,250	+ 35.9%	\$485,000	+ 48.1%
Jun-2022	\$749,450	+ 21.9%	\$490,000	+ 44.5%
Jul-2022	\$725,000	+ 16.9%	\$429,000	+ 22.6%
Aug-2022	\$715,835	+ 23.3%	\$452,750	+ 33.4%
Sep-2022	\$680,000	+ 10.6%	\$446,520	+ 25.8%
Oct-2022	\$759,453	+ 23.6%	\$439,000	+ 18.6%
Nov-2022	\$820,000	+ 32.3%	\$448,250	+ 19.5%
12-Month Avg*	\$735,000	+ 24.8%	\$450,000	+ 36.4%

* Median Closed Price for all properties from December 2021 through November 2022. This is not the average of the individual figures above.

Overall Median Closed Price by Month

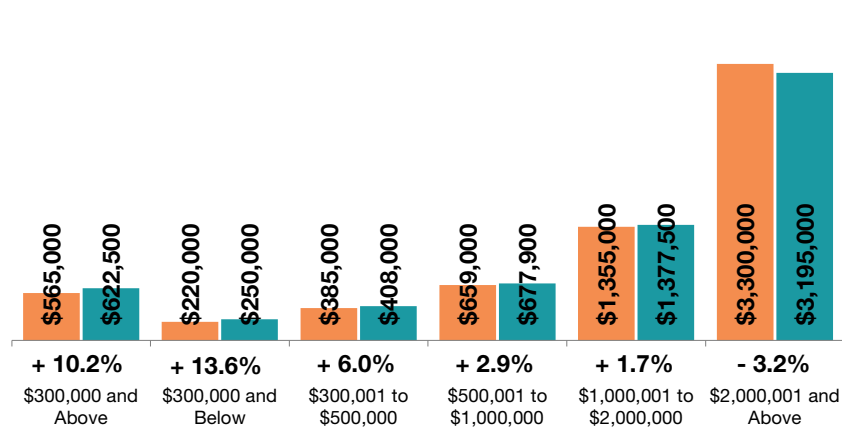


Overall Median Closed Price by Price Range

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

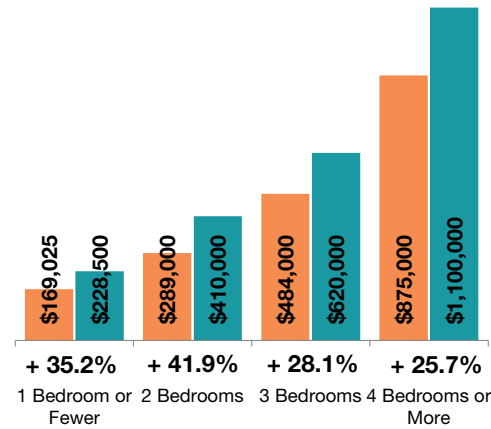
By Price Range

11-2021 11-2022



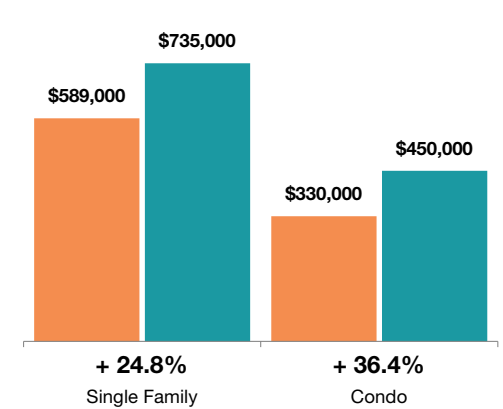
By Bedroom Count

11-2021 11-2022



By Property Type

11-2021 11-2022



All Properties

By Price Range	11-2021	11-2022	Change
\$300,000 and Above	\$565,000	\$622,500	+ 10.2%
\$300,000 and Below	\$220,000	\$250,000	+ 13.6%
\$300,001 to \$500,000	\$385,000	\$408,000	+ 6.0%
\$500,001 to \$1,000,000	\$659,000	\$677,900	+ 2.9%
\$1,000,001 to \$2,000,000	\$1,355,000	\$1,377,500	+ 1.7%
\$2,000,001 and Above	\$3,300,000	\$3,195,000	- 3.2%
All Price Ranges	\$435,000	\$566,271	+ 30.2%

Single Family

	11-2021	11-2022	Change
\$300,000 and Above	\$625,000	\$750,000	+ 20.0%
\$300,000 and Below	\$232,700	\$197,000	- 15.3%
\$300,001 to \$500,000	\$400,000	\$429,900	+ 7.5%
\$500,001 to \$1,000,000	\$660,000	\$700,000	+ 6.1%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,375,500	+ 1.9%
\$2,000,001 and Above	\$3,500,000	\$3,312,500	- 5.4%
All Single Family	\$589,000	\$735,000	+ 24.8%

Condo

	11-2021	11-2022	Change
\$300,000 and Above	\$478,000	\$500,000	+ 4.6%
\$300,000 and Below	\$220,000	\$260,000	+ 18.2%
\$300,001 to \$500,000	\$372,000	\$399,900	+ 7.5%
\$500,001 to \$1,000,000	\$650,000	\$635,000	- 2.3%
\$1,000,001 to \$2,000,000	\$1,372,500	\$1,383,500	+ 0.8%
\$2,000,001 and Above	\$2,995,000	\$2,850,000	- 4.8%
All Condo	\$330,000	\$450,000	+ 36.4%

By Bedroom Count

	11-2021	11-2022	Change
1 Bedroom or Fewer	\$169,025	\$228,500	+ 35.2%
2 Bedrooms	\$289,000	\$410,000	+ 41.9%
3 Bedrooms	\$484,000	\$620,000	+ 28.1%
4 Bedrooms or More	\$875,000	\$1,100,000	+ 25.7%
All Bedroom Counts	\$435,000	\$566,271	+ 30.2%

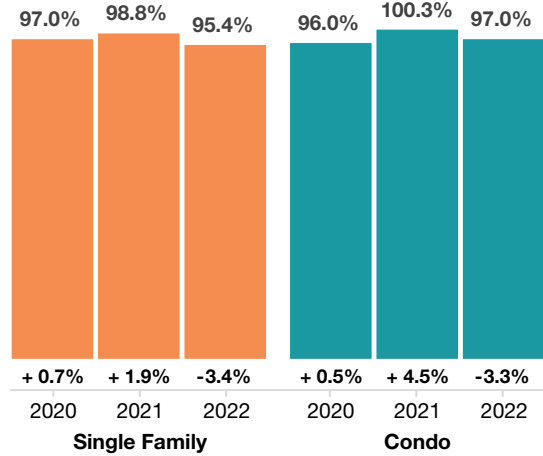
	11-2021	11-2022	Change
1 Bedroom or Fewer	\$93,500	\$115,000	+ 23.0%
2 Bedrooms	\$375,000	\$480,000	+ 28.0%
3 Bedrooms	\$529,000	\$665,000	+ 25.7%
4 Bedrooms or More	\$870,000	\$1,100,000	+ 26.4%
All Single Family	\$589,000	\$735,000	+ 24.8%
1 Bedroom or Fewer	\$181,925	\$259,500	+ 42.6%
2 Bedrooms	\$275,000	\$403,070	+ 46.6%
3 Bedrooms	\$410,072	\$540,500	+ 31.8%
4 Bedrooms or More	\$1,625,000	\$1,175,000	- 27.7%
All Condo	\$330,000	\$450,000	+ 36.4%

Overall Percent of Current List Price Received

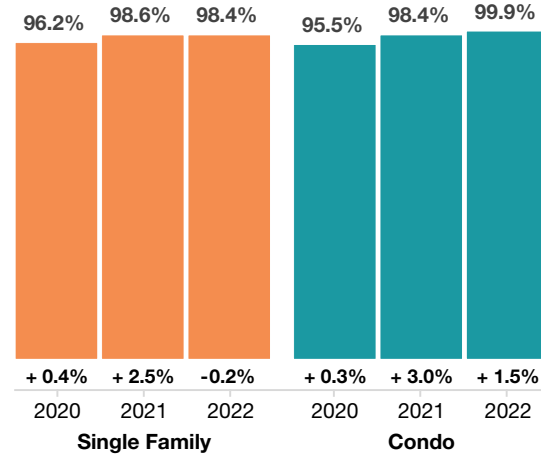


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

November



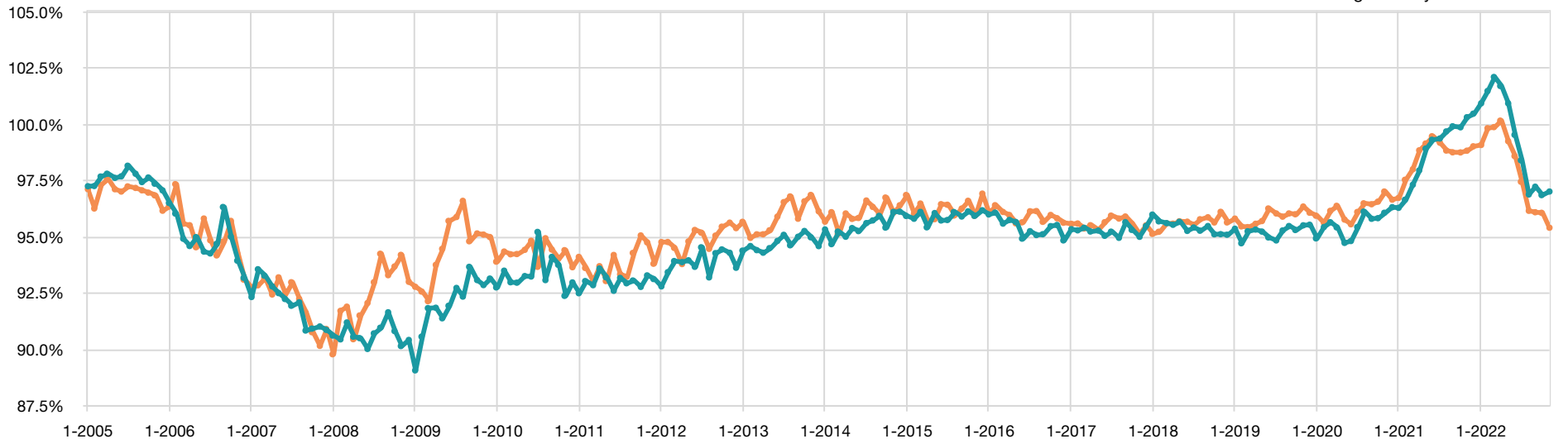
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2021	99.0%	+ 2.5%	100.5%	+ 4.4%
Jan-2022	99.1%	+ 2.5%	100.9%	+ 4.8%
Feb-2022	99.8%	+ 2.4%	101.5%	+ 5.1%
Mar-2022	99.9%	+ 1.9%	102.1%	+ 4.9%
Apr-2022	100.1%	+ 1.3%	101.7%	+ 3.9%
May-2022	99.2%	+ 0.1%	100.9%	+ 2.0%
Jun-2022	98.6%	- 0.8%	99.5%	+ 0.2%
Jul-2022	97.4%	- 1.8%	98.4%	- 1.0%
Aug-2022	96.1%	- 2.7%	96.9%	- 2.8%
Sep-2022	96.1%	- 2.6%	97.2%	- 2.7%
Oct-2022	96.0%	- 2.7%	96.8%	- 3.0%
Nov-2022	95.4%	- 3.4%	97.0%	- 3.3%
12-Month Avg*	98.5%	+ 0.1%	99.9%	+ 1.7%

* Pct. of List Price Received for all properties from December 2021 through November 2022. This is not the average of the individual figures above.

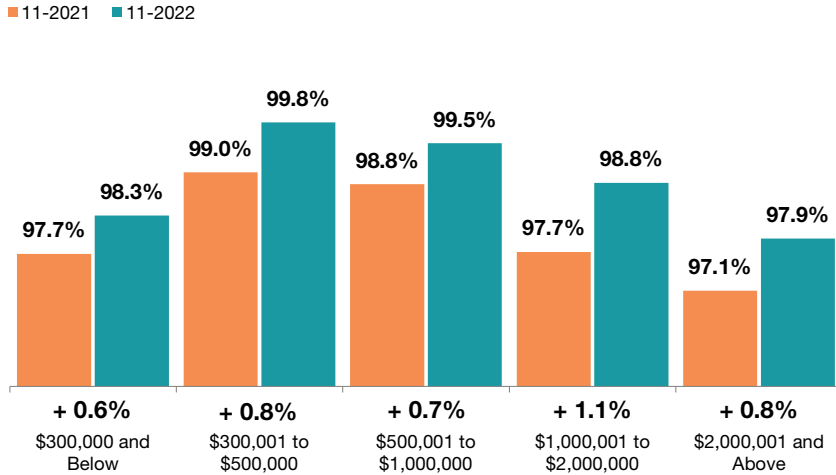
Overall Percent of Current List Price Received by Month



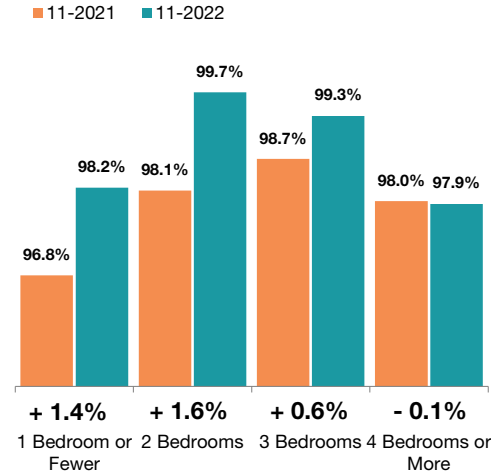
Overall Percent of Current List Price Received by Price Range

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

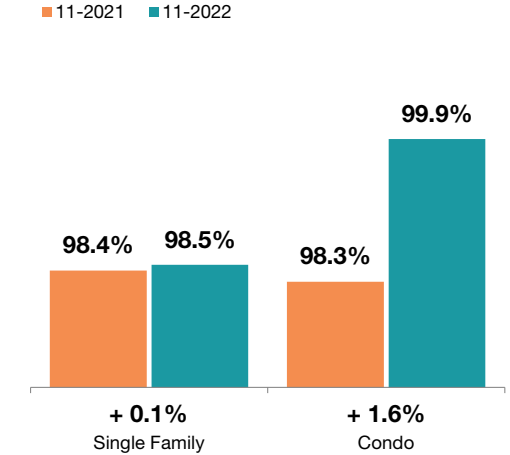
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2021	11-2022	Change
\$300,000 and Below	97.7%	98.3%	+ 0.6%
\$300,001 to \$500,000	99.0%	99.8%	+ 0.8%
\$500,001 to \$1,000,000	98.8%	99.5%	+ 0.7%
\$1,000,001 to \$2,000,000	97.7%	98.8%	+ 1.1%
\$2,000,001 and Above	97.1%	97.9%	+ 0.8%
All Price Ranges	98.3%	99.2%	+ 0.9%

Single Family

11-2021	11-2022	Change
96.7%	95.8%	- 0.9%
98.8%	98.6%	- 0.2%
99.0%	99.0%	0.0%
97.9%	98.2%	+ 0.3%
96.9%	97.6%	+ 0.7%
98.4%	98.5%	+ 0.1%

Condo

11-2021	11-2022	Change
97.8%	99.0%	+ 1.2%
99.2%	100.4%	+ 1.2%
98.3%	100.3%	+ 2.0%
97.4%	100.0%	+ 2.7%
97.4%	98.5%	+ 1.1%
98.3%	99.9%	+ 1.6%

By Bedroom Count

11-2021	11-2022	Change
96.8%	98.2%	+ 1.4%
98.1%	99.7%	+ 1.6%
98.7%	99.3%	+ 0.6%
98.0%	97.9%	- 0.1%
98.3%	99.2%	+ 0.9%

11-2021	11-2022	Change
93.8%	96.5%	+ 2.9%
97.8%	98.1%	+ 0.3%
98.8%	98.9%	+ 0.1%
98.0%	97.9%	- 0.1%
98.4%	98.5%	+ 0.1%

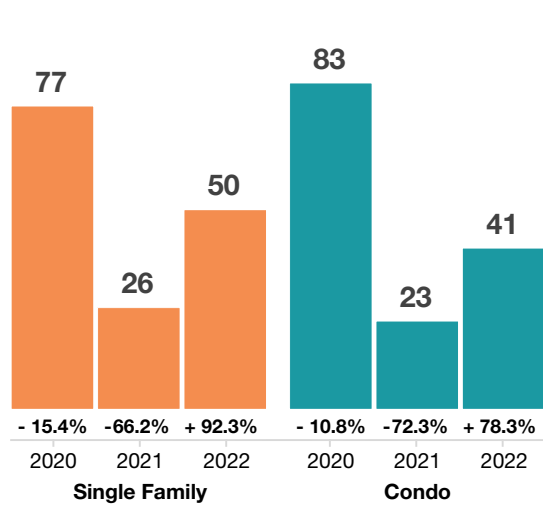
11-2021	11-2022	Change
97.2%	98.5%	+ 1.3%
98.2%	100.0%	+ 1.8%
98.5%	100.1%	+ 1.6%
98.1%	98.5%	+ 0.4%
98.3%	99.9%	+ 1.6%

Overall Days on Market Until Sale

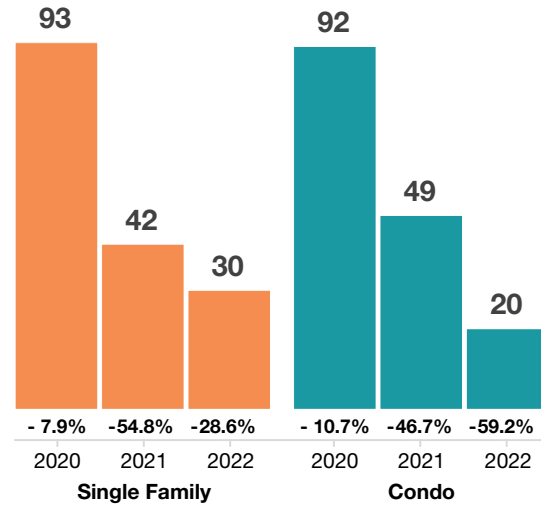
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



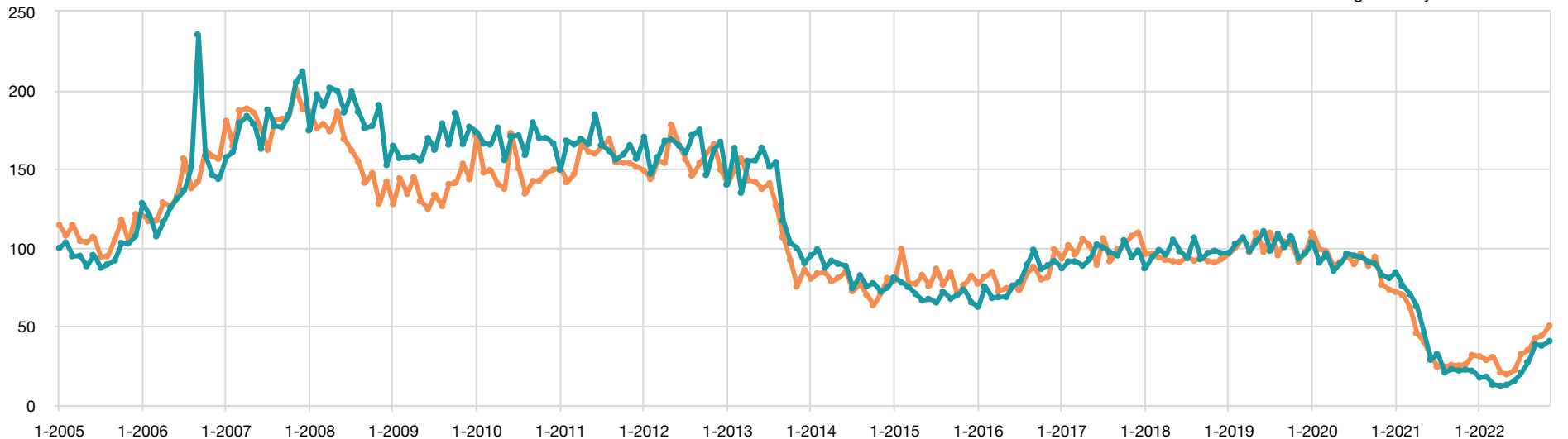
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2021	32	- 56.2%	22	- 72.8%
Jan-2022	31	- 56.9%	18	- 78.6%
Feb-2022	29	- 58.6%	18	- 76.3%
Mar-2022	31	- 50.0%	13	- 81.4%
Apr-2022	21	- 54.3%	12	- 81.0%
May-2022	20	- 50.0%	13	- 71.7%
Jun-2022	22	- 29.0%	15	- 48.3%
Jul-2022	32	+ 33.3%	21	- 34.4%
Aug-2022	35	+ 45.8%	27	+ 28.6%
Sep-2022	43	+ 72.0%	38	+ 65.2%
Oct-2022	44	+ 76.0%	38	+ 72.7%
Nov-2022	50	+ 92.3%	41	+ 78.3%
12-Month Avg*	30	- 32.0%	20	- 60.6%

* Days on Market for all properties from December 2021 through November 2022. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month

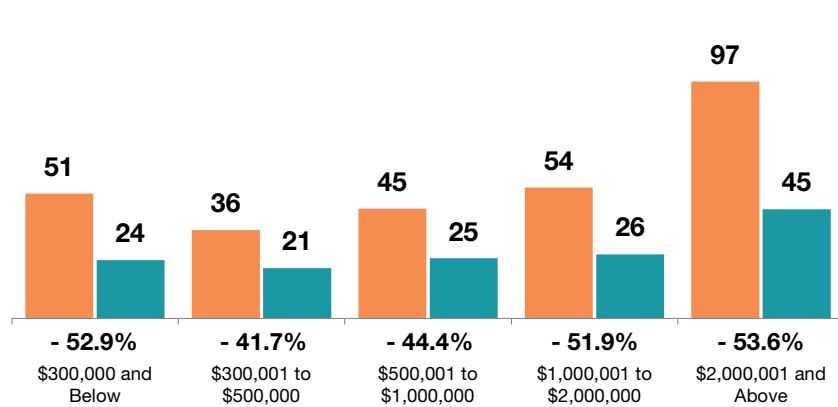


Overall Days on Market Until Sale by Price Range

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

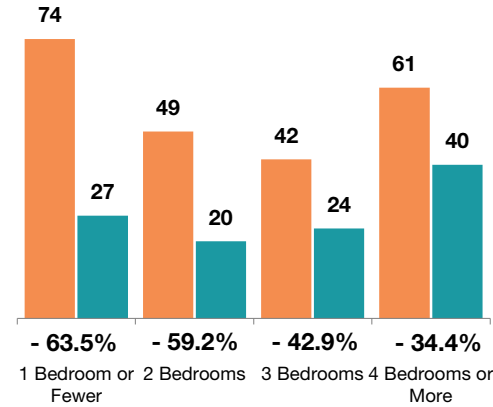
By Price Range

11-2021 11-2022



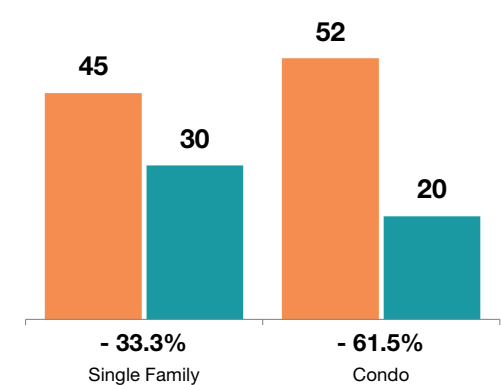
By Bedroom Count

11-2021 11-2022



By Property Type

11-2021 11-2022



All Properties

By Price Range	11-2021	11-2022	Change
\$300,000 and Below	51	24	- 52.9%
\$300,001 to \$500,000	36	21	- 41.7%
\$500,001 to \$1,000,000	45	25	- 44.4%
\$1,000,001 to \$2,000,000	54	26	- 51.9%
\$2,000,001 and Above	97	45	- 53.6%
All Price Ranges	48	25	- 47.9%

Single Family

11-2021	11-2022	Change	11-2021	11-2022	Change
54	33	- 38.9%	50	22	- 56.0%
33	27	- 18.2%	39	17	- 56.4%
36	27	- 25.0%	63	20	- 68.3%
47	27	- 42.6%	64	25	- 60.9%
98	50	- 49.0%	95	34	- 64.2%
45	30	- 33.3%	52	20	- 61.5%

Condo

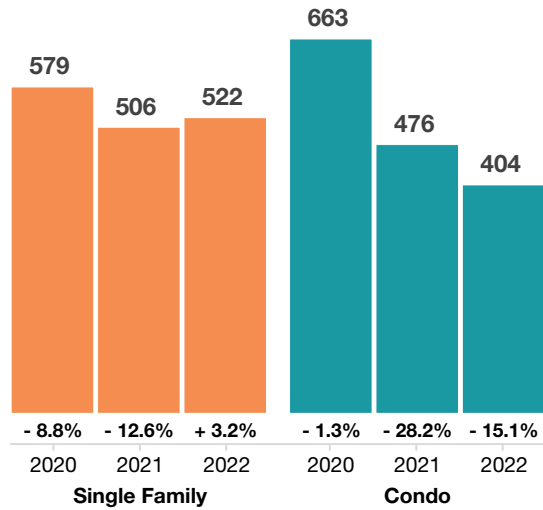
By Bedroom Count	11-2021	11-2022	Change
1 Bedroom or Fewer	74	27	- 63.5%
2 Bedrooms	49	20	- 59.2%
3 Bedrooms	42	24	- 42.9%
4 Bedrooms or More	61	40	- 34.4%
All Bedroom Counts	48	25	- 47.9%

11-2021	11-2022	Change	11-2021	11-2022	Change
151	62	- 58.9%	62	21	- 65.5%
46	24	- 47.8%	50	20	- 60.4%
35	26	- 25.7%	51	20	- 60.7%
58	40	- 31.0%	98	43	- 55.8%
45	30	- 33.3%	52	20	- 61.5%

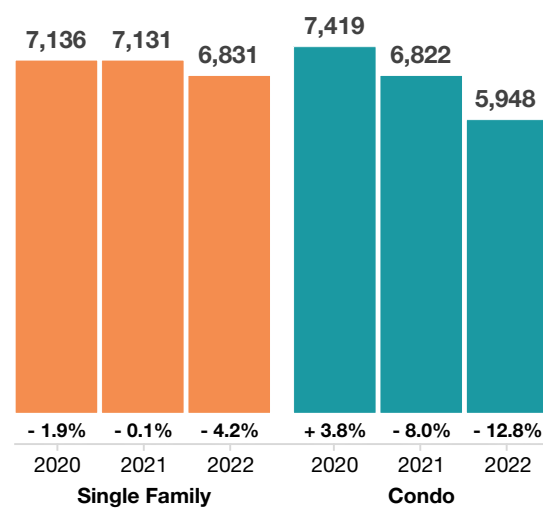
Overall New Listings

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

November

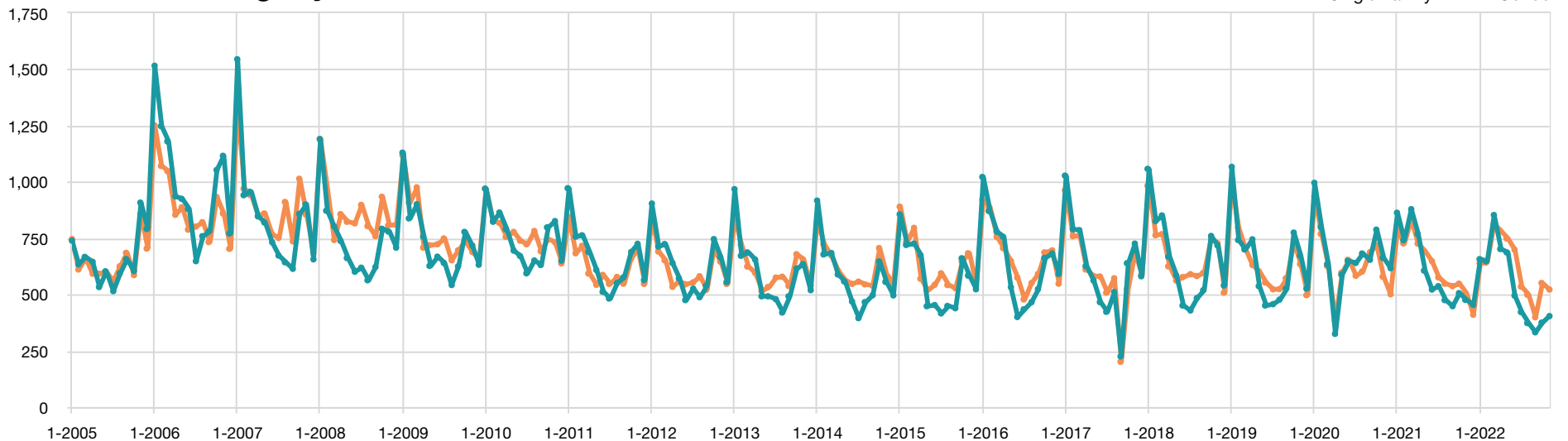


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2021	410	- 18.2%	454	- 26.4%
Jan-2022	639	- 19.0%	657	- 23.9%
Feb-2022	642	- 11.7%	648	- 12.6%
Mar-2022	814	- 2.3%	853	- 3.0%
Apr-2022	782	+ 7.7%	702	- 8.7%
May-2022	749	+ 8.1%	687	+ 13.4%
Jun-2022	699	+ 7.9%	495	- 5.2%
Jul-2022	535	- 7.1%	422	- 21.4%
Aug-2022	499	- 8.9%	373	- 21.5%
Sep-2022	399	- 25.7%	332	- 25.9%
Oct-2022	551	+ 0.5%	375	- 25.9%
Nov-2022	522	+ 3.2%	404	- 15.1%
12-Month Avg	603	- 5.2%	534	- 13.9%

Overall New Listings by Month

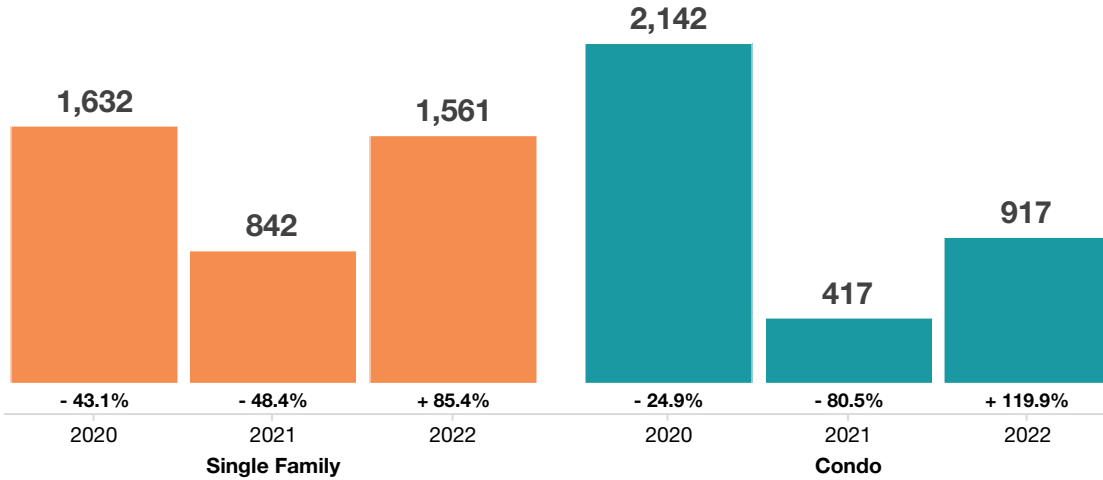


Overall Inventory of Homes for Sale

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

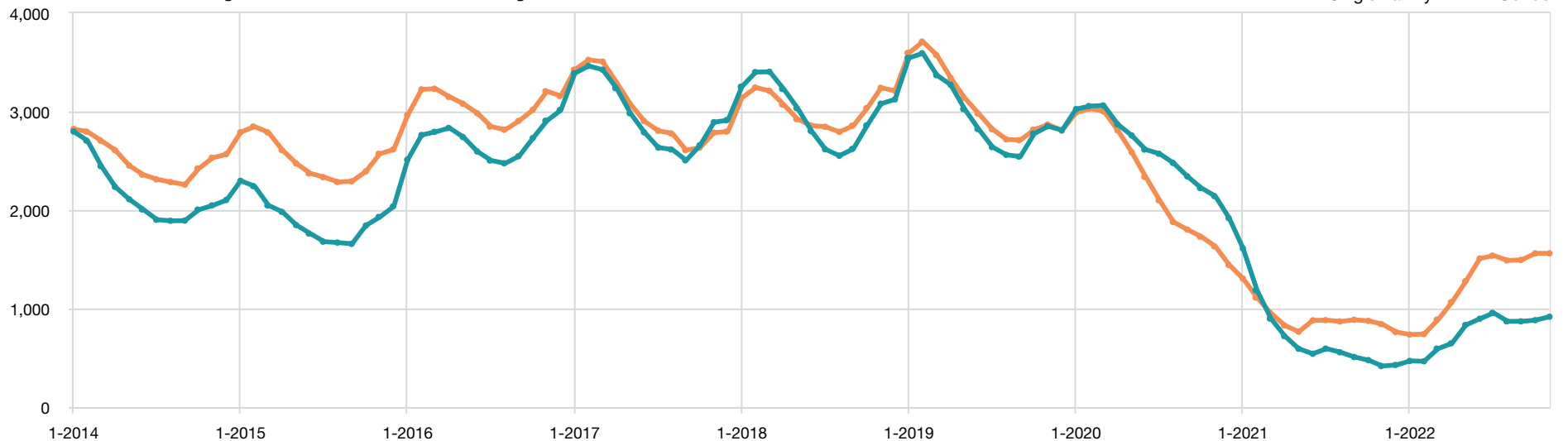


November



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2021	762	- 47.2%	427	- 77.7%
Jan-2022	736	- 43.6%	468	- 70.9%
Feb-2022	741	- 33.4%	465	- 60.8%
Mar-2022	887	- 6.9%	593	- 34.0%
Apr-2022	1,064	+ 28.5%	647	- 10.1%
May-2022	1,278	+ 67.1%	833	+ 40.7%
Jun-2022	1,508	+ 71.4%	896	+ 65.6%
Jul-2022	1,538	+ 74.4%	956	+ 61.2%
Aug-2022	1,489	+ 71.3%	870	+ 56.5%
Sep-2022	1,494	+ 68.6%	870	+ 71.3%
Oct-2022	1,561	+ 78.4%	882	+ 85.3%
Nov-2022	1,561	+ 85.4%	917	+ 119.9%
12-Month Avg	1,218	+ 25.6%	735	- 12.0%

Overall Inventory of Homes for Sale by Month



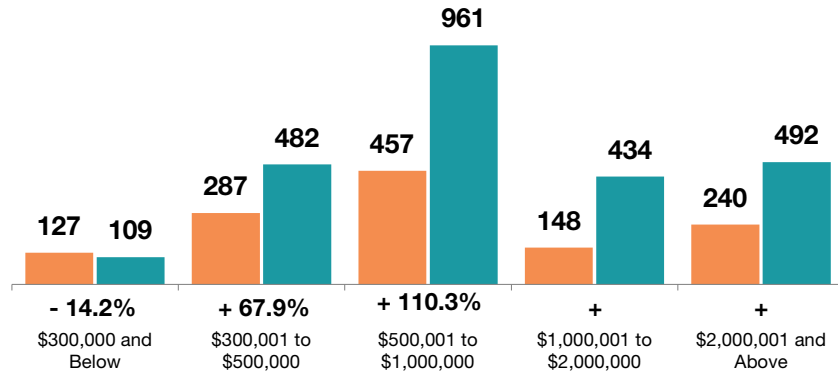
Overall Inventory of Homes for Sale by Price Range



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

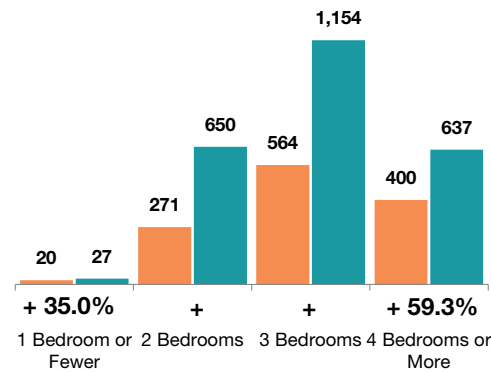
By Price Range

11-2021 11-2022



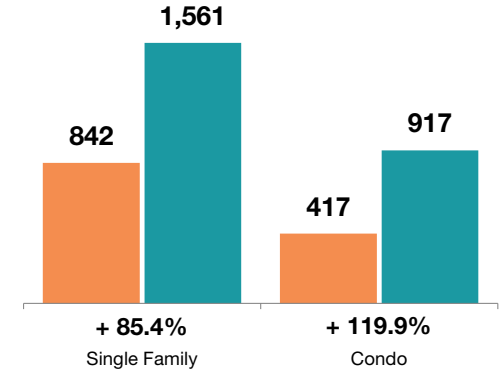
By Bedroom Count

11-2021 11-2022



By Property Type

11-2021 11-2022



All Properties

By Price Range

	11-2021	11-2022	Change
\$300,000 and Below	127	109	- 14.2%
\$300,001 to \$500,000	287	482	+ 67.9%
\$500,001 to \$1,000,000	457	961	+ 110.3%
\$1,000,001 to \$2,000,000	148	434	+ 193.2%
\$2,000,001 and Above	240	492	+ 105.0%
All Price Ranges	1,259	2,478	+ 96.8%

Single Family

	11-2021	11-2022	Change
1 Bedroom or Fewer	40	41	+ 2.5%
2 Bedrooms	160	165	+ 3.1%
3 Bedrooms	366	637	+ 74.0%
4 Bedrooms or More	105	317	+ 201.9%
	171	401	+ 134.5%
All Single Family	842	1,561	+ 85.4%

Condo

	11-2021	11-2022	Change
	87	68	- 21.8%
	127	317	+ 149.6%
	91	324	+ 256.0%
	43	117	+ 172.1%
	69	91	+ 31.9%
All Condo	417	917	+ 119.9%

By Bedroom Count

	11-2021	11-2022	Change
1 Bedroom or Fewer	20	27	+ 35.0%
2 Bedrooms	271	650	+ 139.9%
3 Bedrooms	564	1,154	+ 104.6%
4 Bedrooms or More	400	637	+ 59.3%
All Bedroom Counts	1,259	2,478	+ 96.8%

	11-2021	11-2022	Change
1 Bedroom or Fewer	4	8	+ 100.0%
2 Bedrooms	70	141	+ 101.4%
3 Bedrooms	390	794	+ 103.6%
4 Bedrooms or More	376	616	+ 63.8%
All Single Family	842	1,561	+ 85.4%

	11-2021	11-2022	Change
	16	19	+ 18.8%
	201	509	+ 153.2%
	174	360	+ 106.9%
	24	21	- 12.5%
All Condo	417	917	+ 119.9%

Listing and Sales Summary Report

November 2022

	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Nov-22	Nov-21	% Change	Nov-22	Nov-21	% Change	Nov-22	Nov-21	% Change	Nov-22	Nov-21	% Change
Overall Naples Market*	\$600,000	\$498,500	+20.4%	552	942	-41.4%	2,478	1,259	+96.8%	46	24	+91.7%
Collier County	\$632,201	\$517,000	+22.3%	596	1018	-41.5%	2,797	1,440	+94.2%	48	26	+84.6%
Ave Maria	\$485,000	\$281,997	+72.0%	11	31	-64.5%	83	30	+176.7%	28	65	-56.9%
Central Naples	\$401,250	\$366,500	+9.5%	78	178	-56.2%	248	175	+41.7%	41	22	+86.4%
East Naples	\$550,000	\$499,000	+10.2%	135	203	-33.5%	706	400	+76.5%	46	24	+91.7%
Everglades City	--	--	--	0	0	--	7	4	+75.0%	--	--	--
Immokalee	\$247,500	\$219,900	+12.6%	1	11	-90.9%	23	9	+155.6%	65	2	+3,150.0%
Immokalee / Ave Maria	\$483,728	\$268,998	+79.8%	12	43	-72.1%	106	39	+171.8%	31	47	-34.0%
Naples	\$612,005	\$510,000	+20.0%	540	900	-40.0%	2,374	1,220	+94.6%	46	23	+100.0%
Naples Beach	\$1,750,000	\$937,088	+86.7%	83	156	-46.8%	585	300	+95.0%	59	29	+103.4%
North Naples	\$750,000	\$610,000	+23.0%	139	213	-34.7%	465	219	+112.3%	46	17	+170.6%
South Naples	\$460,000	\$376,000	+22.3%	105	149	-29.5%	368	126	+192.1%	40	25	+60.0%
34102	\$2,225,000	\$2,100,000	+6.0%	23	31	-25.8%	217	130	+66.9%	64	60	+6.7%
34103	\$1,885,000	\$816,000	+131.0%	34	52	-34.6%	158	76	+107.9%	47	22	+113.6%
34104	\$401,000	\$345,000	+16.2%	26	80	-67.5%	114	61	+86.9%	35	25	+40.0%
34105	\$550,000	\$349,900	+57.2%	38	65	-41.5%	82	45	+82.2%	40	19	+110.5%
34108	\$1,498,178	\$856,000	+75.0%	26	73	-64.4%	210	94	+123.4%	71	20	+255.0%
34109	\$765,000	\$605,000	+26.4%	36	62	-41.9%	97	36	+169.4%	38	12	+216.7%
34110	\$765,000	\$507,250	+50.8%	45	52	-13.5%	171	63	+171.4%	45	13	+246.2%
34112	\$400,000	\$319,900	+25.0%	53	77	-31.2%	199	65	+206.2%	30	23	+30.4%
34113	\$484,500	\$427,500	+13.3%	52	72	-27.8%	169	61	+177.0%	50	27	+85.2%
34114	\$555,655	\$519,998	+6.9%	51	78	-34.6%	227	124	+83.1%	46	29	+58.6%
34116	\$341,000	\$440,000	-22.5%	14	33	-57.6%	52	69	-24.6%	54	24	+125.0%
34117	\$495,000	\$448,450	+10.4%	23	20	+15.0%	115	78	+47.4%	32	19	+68.4%
34119	\$717,500	\$680,000	+5.5%	58	99	-41.4%	197	120	+64.2%	52	22	+136.4%
34120	\$555,000	\$510,000	+8.8%	61	105	-41.9%	364	198	+83.8%	51	22	+131.8%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$483,728	\$268,998	+79.8%	12	43	-72.1%	106	39	+171.8%	31	47	-34.0%

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

Local Market Update – November 2022

A Research Tool Provided by Naples Area Board of REALTORS®



Naples Beach

34102, 34103, 34108

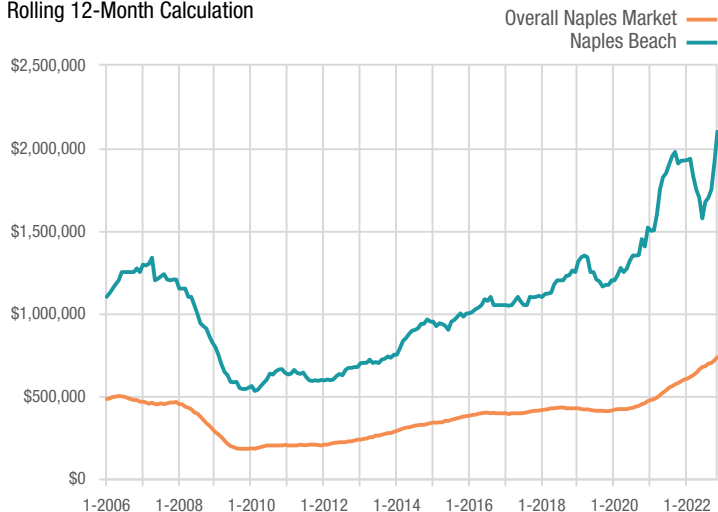
Single Family	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	73	102	+ 39.7%	1,057	1,060	+ 0.3%
Total Sales	61	43	- 29.5%	1,022	571	- 44.1%
Days on Market Until Sale	31	58	+ 87.1%	66	43	- 34.8%
Median Closed Price*	\$849,000	\$2,221,000	+ 161.6%	\$1,900,000	\$2,100,000	+ 10.5%
Average Closed Price*	\$2,445,974	\$3,699,605	+ 51.3%	\$3,019,439	\$3,855,464	+ 27.7%
Percent of List Price Received*	97.6%	91.2%	- 6.6%	97.9%	97.7%	- 0.2%
Inventory of Homes for Sale	154	341	+ 121.4%	—	—	—
Months Supply of Inventory	1.6	6.3	+ 293.8%	—	—	—

Condo	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	121	77	- 36.4%	1,559	1,272	- 18.4%
Total Sales	95	40	- 57.9%	1,817	1,011	- 44.4%
Days on Market Until Sale	27	61	+ 125.9%	67	24	- 64.2%
Median Closed Price*	\$1,010,000	\$1,155,000	+ 14.4%	\$785,000	\$1,049,000	+ 33.6%
Average Closed Price*	\$1,336,077	\$1,755,425	+ 31.4%	\$1,181,783	\$1,563,332	+ 32.3%
Percent of List Price Received*	100.3%	94.7%	- 5.6%	97.6%	99.2%	+ 1.6%
Inventory of Homes for Sale	146	244	+ 67.1%	—	—	—
Months Supply of Inventory	0.9	2.6	+ 188.9%	—	—	—

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

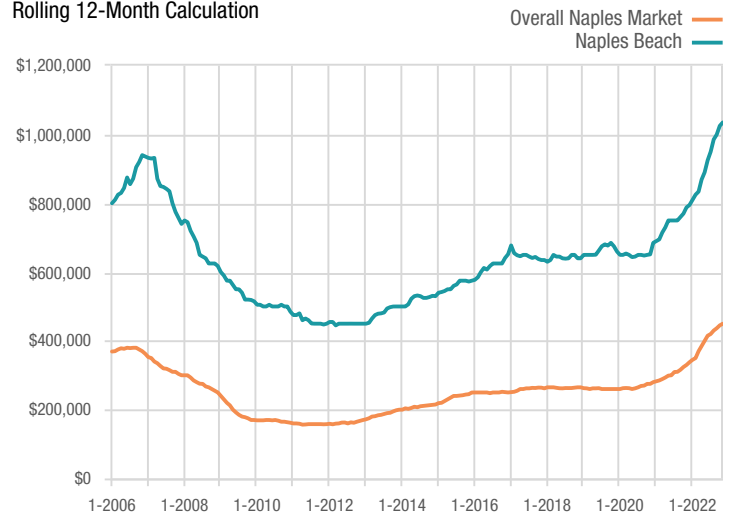
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

North Naples

34109, 34110, 34119

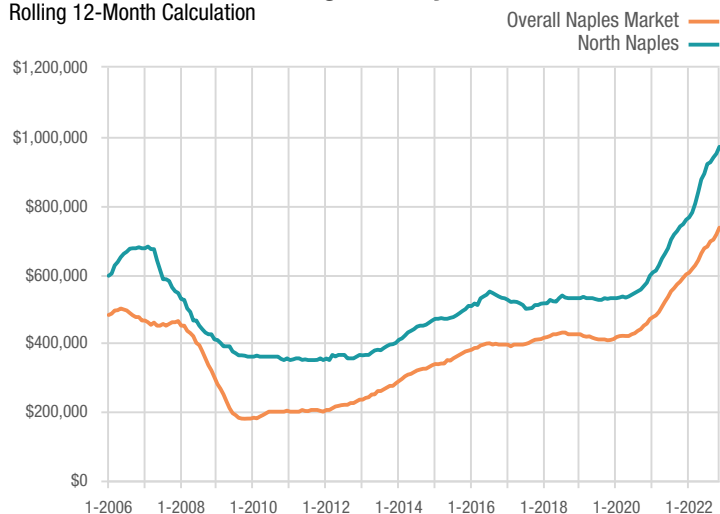
Single Family	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	105	106	+ 1.0%	1,655	1,461	- 11.7%
Total Sales	105	60	- 42.9%	1,662	1,070	- 35.6%
Days on Market Until Sale	23	55	+ 139.1%	37	25	- 32.4%
Median Closed Price*	\$817,500	\$1,100,000	+ 34.6%	\$750,000	\$977,000	+ 30.3%
Average Closed Price*	\$1,137,362	\$1,329,970	+ 16.9%	\$1,038,029	\$1,361,756	+ 31.2%
Percent of List Price Received*	97.9%	95.3%	- 2.7%	98.8%	98.9%	+ 0.1%
Inventory of Homes for Sale	146	272	+ 86.3%	—	—	—
Months Supply of Inventory	1.0	2.8	+ 180.0%	—	—	—

Condo	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	114	108	- 5.3%	1,784	1,610	- 9.8%
Total Sales	108	79	- 26.9%	1,994	1,361	- 31.7%
Days on Market Until Sale	11	39	+ 254.5%	42	18	- 57.1%
Median Closed Price*	\$386,465	\$492,000	+ 27.3%	\$335,000	\$456,000	+ 36.1%
Average Closed Price*	\$541,078	\$677,703	+ 25.3%	\$458,195	\$621,974	+ 35.7%
Percent of List Price Received*	100.7%	97.6%	- 3.1%	99.1%	100.5%	+ 1.4%
Inventory of Homes for Sale	73	193	+ 164.4%	—	—	—
Months Supply of Inventory	0.4	1.5	+ 275.0%	—	—	—

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

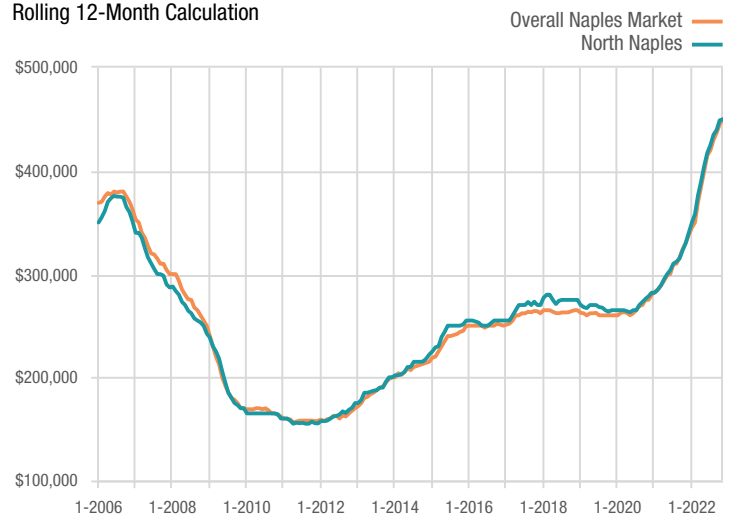
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Central Naples

34104, 34105, 34116

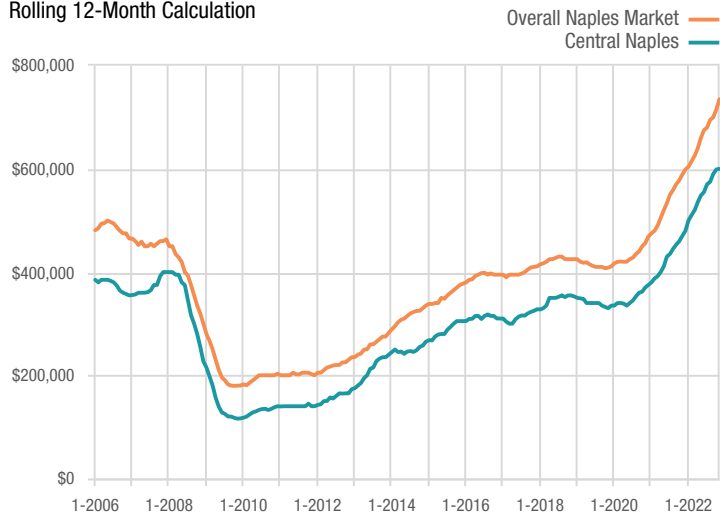
Single Family	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	92	62	- 32.6%	1,015	905	- 10.8%
Total Sales	86	36	- 58.1%	918	678	- 26.1%
Days on Market Until Sale	24	47	+ 95.8%	35	27	- 22.9%
Median Closed Price*	\$562,500	\$682,500	+ 21.3%	\$475,000	\$607,750	+ 27.9%
Average Closed Price*	\$669,248	\$1,140,179	+ 70.4%	\$717,991	\$934,358	+ 30.1%
Percent of List Price Received*	99.3%	97.0%	- 2.3%	98.6%	98.3%	- 0.3%
Inventory of Homes for Sale	118	135	+ 14.4%	—	—	—
Months Supply of Inventory	1.4	2.1	+ 50.0%	—	—	—

Condo	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	74	58	- 21.6%	1,123	949	- 15.5%
Total Sales	92	42	- 54.3%	1,254	788	- 37.2%
Days on Market Until Sale	21	36	+ 71.4%	44	19	- 56.8%
Median Closed Price*	\$270,900	\$337,000	+ 24.4%	\$227,250	\$339,450	+ 49.4%
Average Closed Price*	\$303,377	\$421,805	+ 39.0%	\$259,504	\$396,148	+ 52.7%
Percent of List Price Received*	100.3%	97.2%	- 3.1%	98.6%	100.0%	+ 1.4%
Inventory of Homes for Sale	57	113	+ 98.2%	—	—	—
Months Supply of Inventory	0.5	1.6	+ 220.0%	—	—	—

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

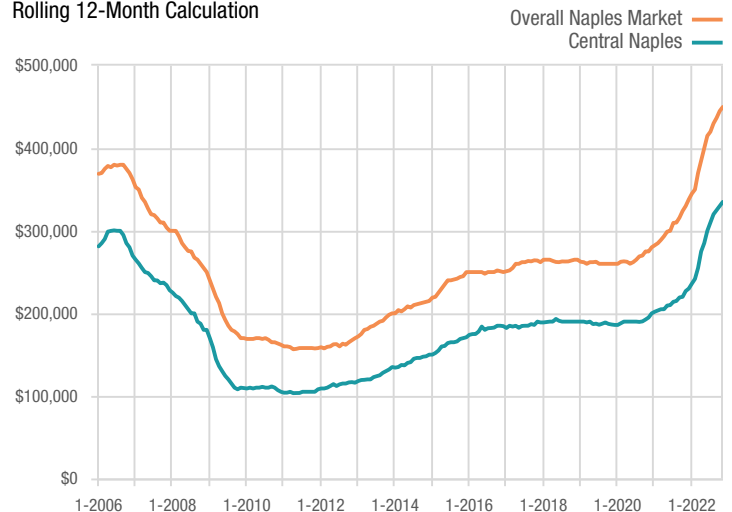
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – November 2022

A Research Tool Provided by Naples Area Board of REALTORS®



South Naples

34112, 34113

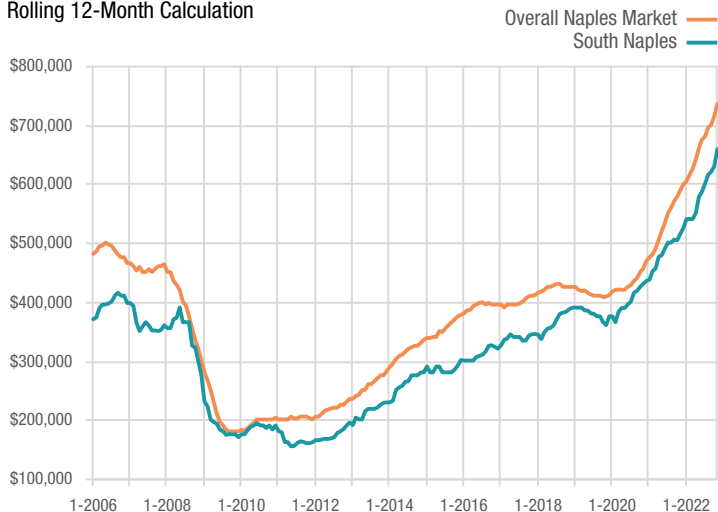
Single Family	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	34	54	+ 58.8%	843	737	- 12.6%
Total Sales	47	36	- 23.4%	862	531	- 38.4%
Days on Market Until Sale	35	50	+ 42.9%	46	27	- 41.3%
Median Closed Price*	\$526,000	\$803,130	+ 52.7%	\$519,850	\$650,000	+ 25.0%
Average Closed Price*	\$624,108	\$859,543	+ 37.7%	\$670,306	\$896,711	+ 33.8%
Percent of List Price Received*	99.7%	95.1%	- 4.6%	98.3%	98.3%	0.0%
Inventory of Homes for Sale	62	163	+ 162.9%	—	—	—
Months Supply of Inventory	0.8	3.4	+ 325.0%	—	—	—

Condo	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	95	93	- 2.1%	1,422	1,244	- 12.5%
Total Sales	102	69	- 32.4%	1,637	1,022	- 37.6%
Days on Market Until Sale	20	35	+ 75.0%	48	19	- 60.4%
Median Closed Price*	\$324,375	\$380,000	+ 17.1%	\$251,000	\$380,000	+ 51.4%
Average Closed Price*	\$354,180	\$408,743	+ 15.4%	\$283,554	\$426,686	+ 50.5%
Percent of List Price Received*	100.5%	96.9%	- 3.6%	98.2%	99.7%	+ 1.5%
Inventory of Homes for Sale	64	205	+ 220.3%	—	—	—
Months Supply of Inventory	0.4	2.2	+ 450.0%	—	—	—

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

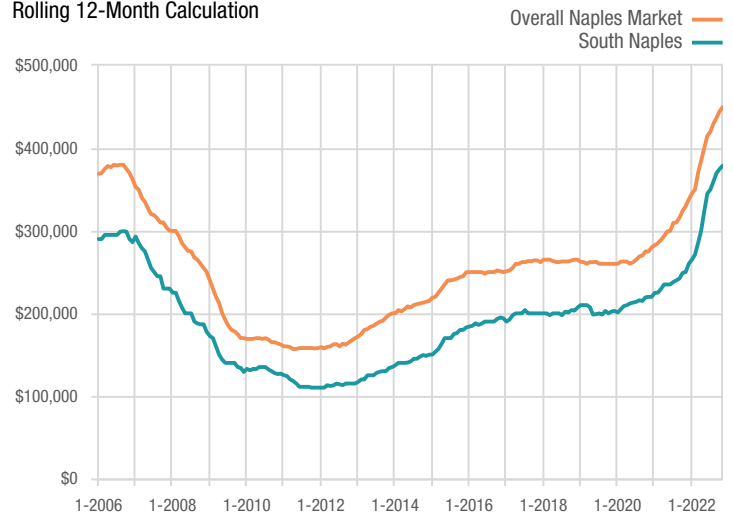
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

East Naples

34114, 34117, 34120, 34137

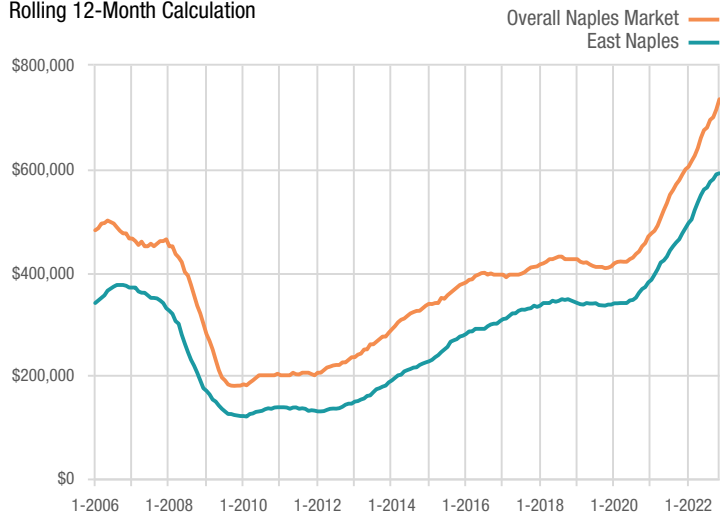
Single Family	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	185	165	- 10.8%	2,286	2,375	+ 3.9%
Total Sales	149	101	- 32.2%	2,073	1,613	- 22.2%
Days on Market Until Sale	26	48	+ 84.6%	35	32	- 8.6%
Median Closed Price*	\$565,000	\$600,000	+ 6.2%	\$484,950	\$600,000	+ 23.7%
Average Closed Price*	\$690,234	\$740,209	+ 7.2%	\$570,104	\$748,027	+ 31.2%
Percent of List Price Received*	99.3%	96.9%	- 2.4%	98.8%	98.4%	- 0.4%
Inventory of Homes for Sale	335	563	+ 68.1%	—	—	—
Months Supply of Inventory	1.8	3.7	+ 105.6%	—	—	—

Condo	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	67	67	0.0%	890	818	- 8.1%
Total Sales	54	34	- 37.0%	917	624	- 32.0%
Days on Market Until Sale	21	40	+ 90.5%	37	20	- 45.9%
Median Closed Price*	\$407,000	\$457,343	+ 12.4%	\$350,001	\$475,543	+ 35.9%
Average Closed Price*	\$421,201	\$507,898	+ 20.6%	\$366,618	\$507,133	+ 38.3%
Percent of List Price Received*	99.6%	98.0%	- 1.6%	98.9%	99.8%	+ 0.9%
Inventory of Homes for Sale	65	143	+ 120.0%	—	—	—
Months Supply of Inventory	0.8	2.4	+ 200.0%	—	—	—

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

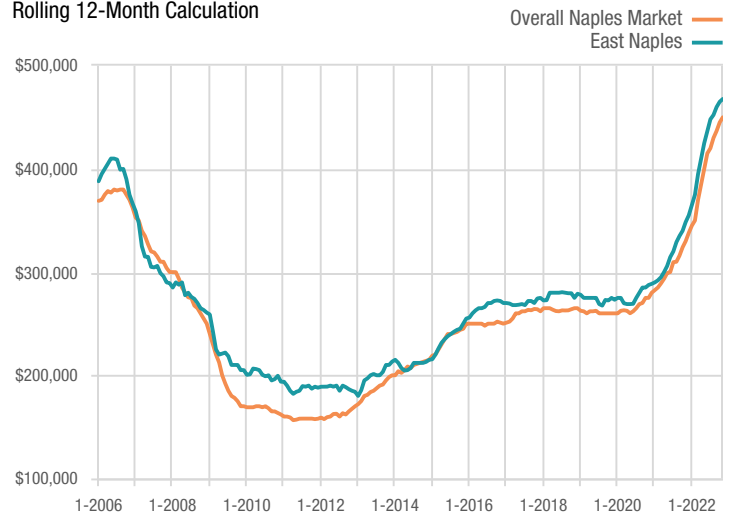
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Immokalee / Ave Maria

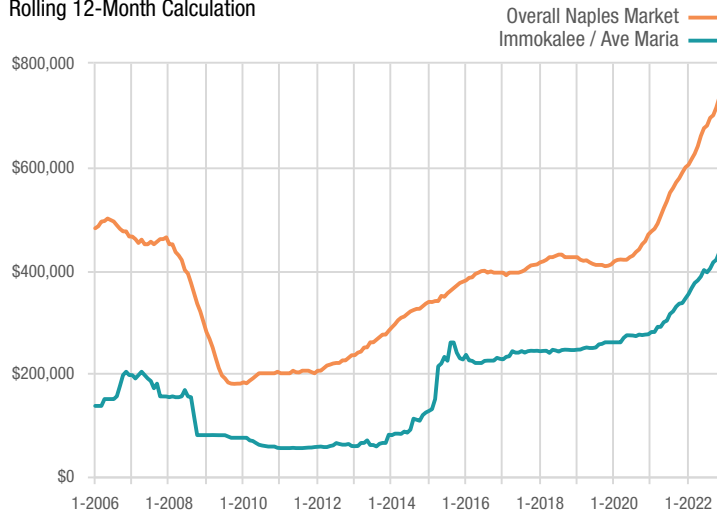
Single Family	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	17	33	+ 94.1%	275	293	+ 6.5%
Total Sales	29	10	- 65.5%	271	193	- 28.8%
Days on Market Until Sale	15	36	+ 140.0%	43	26	- 39.5%
Median Closed Price*	\$338,000	\$517,500	+ 53.1%	\$338,000	\$435,000	+ 28.7%
Average Closed Price*	\$351,756	\$497,150	+ 41.3%	\$365,121	\$464,954	+ 27.3%
Percent of List Price Received*	99.2%	93.9%	- 5.3%	98.7%	98.6%	- 0.1%
Inventory of Homes for Sale	27	87	+ 222.2%	—	—	—
Months Supply of Inventory	1.1	4.9	+ 345.5%	—	—	—

Condo	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	5	1	- 80.0%	44	55	+ 25.0%
Total Sales	14	2	- 85.7%	40	47	+ 17.5%
Days on Market Until Sale	114	3	- 97.4%	90	47	- 47.8%
Median Closed Price*	\$230,498	\$403,226	+ 74.9%	\$252,325	\$323,997	+ 28.4%
Average Closed Price*	\$238,462	\$403,226	+ 69.1%	\$233,505	\$323,585	+ 38.6%
Percent of List Price Received*	98.5%	98.1%	- 0.4%	98.0%	99.5%	+ 1.5%
Inventory of Homes for Sale	12	19	+ 58.3%	—	—	—
Months Supply of Inventory	3.1	4.6	+ 48.4%	—	—	—

* 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.

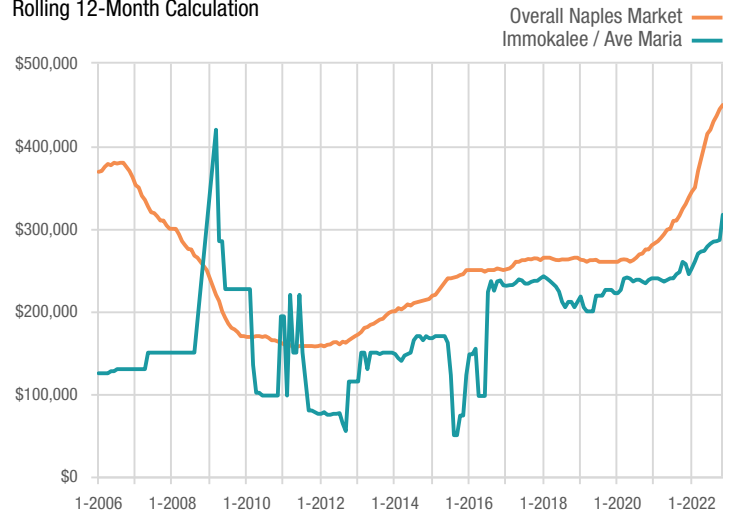
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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.