

# Naples Area Market Report



## September 2023

New listings in Naples during September increased 27.3 percent to 937 new listings from 736 new listings in September 2022, making pre-season buyers very happy. According to the September 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), overall inventory continues to inch upward at a steady pace. For September, inventory for the single family home and condominium markets increased 13.2 percent to 2,793 properties from 2,468 properties in September 2022. The report also demonstrated that pre-season homebuying is starting earlier every year as pending sales (homes under contract) in September increased 18.7 percent to 735 pending sales from 619 in September 2022 and 687 in September 2019 (pre-pandemic).

The overall median closed price in September increased 3 percent to \$571,500 from \$555,000 in September 2022. Interestingly, the September report indicated there were 723 price reductions compared to 80 price increases during the month. The combination of new listings plus price reductions on existing inventory made September a great month to purchase a home.

Overall closed sales increased 5.4 percent to 587 closed sales from 557 closed sales in September 2022; but the last six to ten days of September 2022 were spent preparing for a hurricane, so fewer pending sales were able to close by the end of the month. As a result, the hurricane limited the month's potential for closed sales transactions.

While inventory in the \$300,000 and below single-family market is limited to primarily manufactured homes, inventory in the \$5 million and above market nearly doubled in the last year.

## Quick Facts

<b>+ 5.4%</b>	<b>+ 3.0%</b>	<b>+ 13.2%</b>
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
<b>- 2.9%</b>	<b>- 19.1%</b>	<b>- 17.5%</b>
Price Range With the Strongest Sales: \$1,500,001 to \$5,000,000	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	9-2022	9-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		736	<b>937</b>	+ 27.3%	10,953	<b>9,830</b>	- 10.3%
<b>Total Sales</b>		557	<b>587</b>	+ 5.4%	8,297	<b>7,080</b>	- 14.7%
<b>Days on Market Until Sale</b>		40	<b>59</b>	+ 47.5%	23	<b>53</b>	+ 130.4%
<b>Median Closed Price</b>		\$555,000	<b>\$571,500</b>	+ 3.0%	\$575,000	<b>\$600,000</b>	+ 4.3%
<b>Average Closed Price</b>		\$839,155	<b>\$950,583</b>	+ 13.3%	\$1,007,590	<b>\$1,036,874</b>	+ 2.9%
<b>Percent of List Price Received</b>		96.7%	<b>96.1%</b>	- 0.6%	99.6%	<b>96.3%</b>	- 3.3%
<b>Pending Listings</b>		<b>619</b>	<b>735</b>	+ 18.7%	<b>9,984</b>	<b>9,003</b>	- 9.8%
<b>Inventory of Homes for Sale</b>		2,468	<b>2,793</b>	+ 13.2%	—	—	—
<b>Months Supply of Inventory</b>		2.6	<b>3.7</b>	+ 42.3%	—	—	—

# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	9-2022	9-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		402	<b>478</b>	+ 18.9%	5,769	<b>5,062</b>	- 12.3%
<b>Total Sales</b>		277	<b>283</b>	+ 2.2%	4,045	<b>3,565</b>	- 11.9%
<b>Days on Market Until Sale</b>		43	<b>64</b>	+ 48.8%	28	<b>58</b>	+ 107.1%
<b>Median Closed Price</b>		\$685,000	<b>\$765,000</b>	+ 11.7%	\$735,000	<b>\$739,000</b>	+ 0.5%
<b>Average Closed Price</b>		\$992,354	<b>\$1,266,654</b>	+ 27.6%	\$1,295,853	<b>\$1,291,749</b>	- 0.3%
<b>Percent of List Price Received</b>		96.1%	<b>95.8%</b>	- 0.3%	98.8%	<b>96.0%</b>	- 2.8%
<b>Pending Listings</b>		<b>357</b>	<b>371</b>	+ 3.9%	<b>4,930</b>	<b>4,570</b>	- 7.3%
<b>Inventory of Homes for Sale</b>		1,549	<b>1,556</b>	+ 0.5%	—	—	—
<b>Months Supply of Inventory</b>		3.4	<b>4.1</b>	+ 20.6%	—	—	—

# Condo Market Overview

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



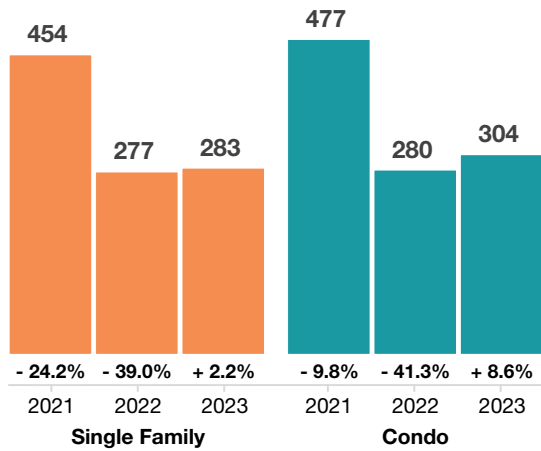
Key Metrics	Historical Sparkbars	9-2022	9-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		334	<b>459</b>	+ 37.4%	5,184	<b>4,768</b>	- 8.0%
<b>Total Sales</b>		280	<b>304</b>	+ 8.6%	4,252	<b>3,515</b>	- 17.3%
<b>Days on Market Until Sale</b>		38	<b>55</b>	+ 44.7%	18	<b>48</b>	+ 166.7%
<b>Median Closed Price</b>		\$443,260	<b>\$465,000</b>	+ 4.9%	\$455,000	<b>\$485,000</b>	+ 6.6%
<b>Average Closed Price</b>		\$687,596	<b>\$656,345</b>	- 4.5%	\$733,433	<b>\$778,519</b>	+ 6.1%
<b>Percent of List Price Received</b>		97.2%	<b>96.3%</b>	- 0.9%	100.3%	<b>96.6%</b>	- 3.7%
<b>Pending Listings</b>		<b>262</b>	<b>364</b>	+ 38.9%	<b>5,054</b>	<b>4,433</b>	- 12.3%
<b>Inventory of Homes for Sale</b>		919	<b>1,237</b>	+ 34.6%	—	—	—
<b>Months Supply of Inventory</b>		1.9	<b>3.3</b>	+ 73.7%	—	—	—

# Overall Closed Sales

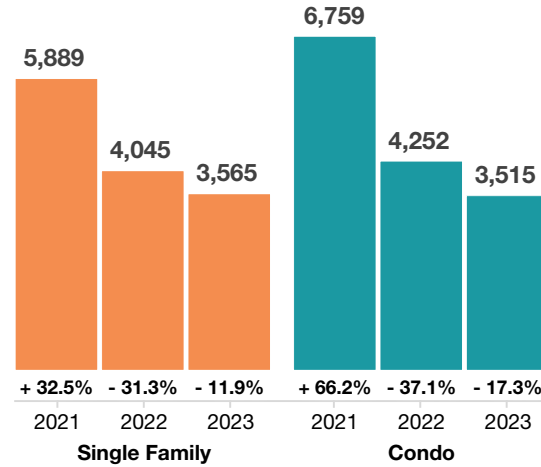
A count of the actual sales that closed in a given month.



## September

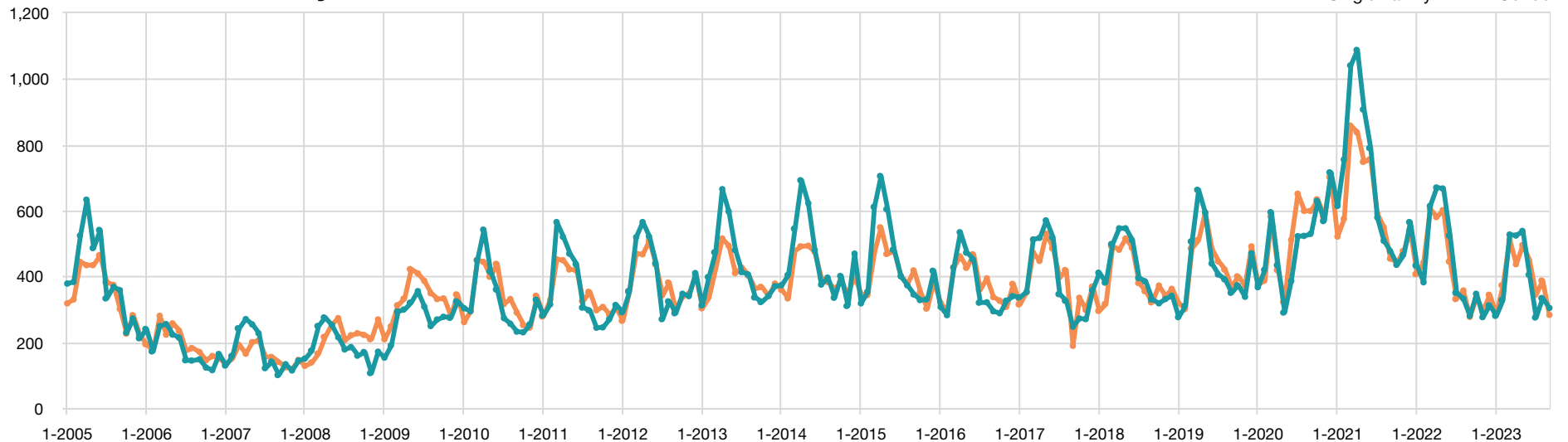


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2022	334	-24.4%	347	-20.2%
Nov-2022	296	-37.9%	276	-40.6%
Dec-2022	344	-36.1%	312	-44.8%
Jan-2023	284	-30.2%	280	-35.3%
Feb-2023	373	-15.6%	328	-14.1%
Mar-2023	512	-15.4%	527	-14.2%
Apr-2023	437	-24.7%	524	-21.8%
May-2023	495	-17.6%	538	-19.3%
Jun-2023	450	+1.1%	405	-22.7%
Jul-2023	344	+3.9%	275	-21.4%
Aug-2023	387	+8.4%	334	+0.6%
<b>Sep-2023</b>	<b>283</b>	<b>+2.2%</b>	<b>304</b>	<b>+8.6%</b>
12-Month Avg	378	-17.6%	371	-22.1%

## Overall Closed Sales by Month

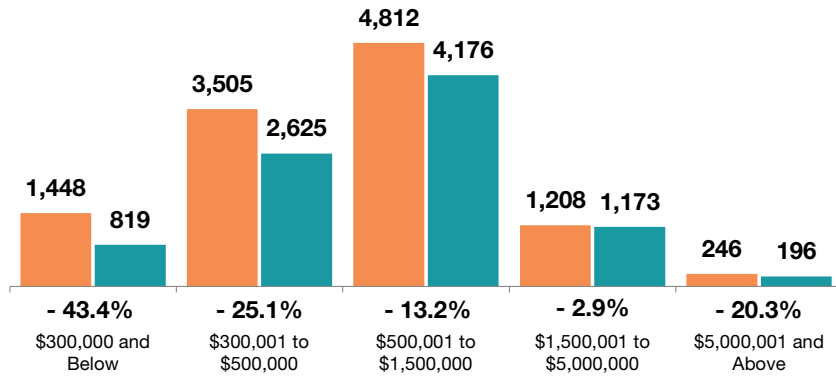


# Overall Closed Sales by Price Range

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

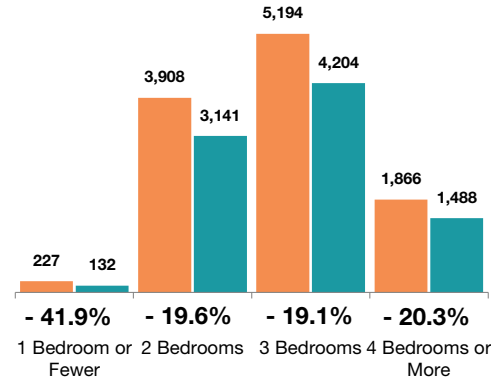
## By Price Range

9-2022 9-2023



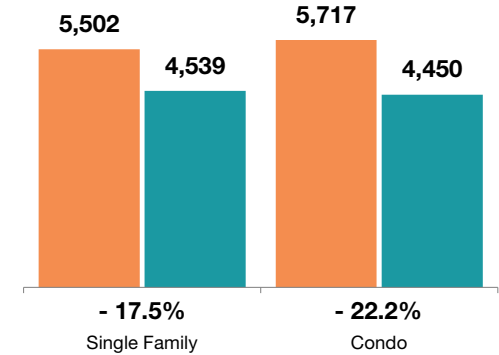
## By Bedroom Count

9-2022 9-2023



## By Property Type

9-2022 9-2023



### All Properties

By Price Range	9-2022	9-2023	Change
\$300,000 and Below	1,448	819	- 43.4%
\$300,001 to \$500,000	3,505	2,625	- 25.1%
\$500,001 to \$1,500,000	4,812	4,176	- 13.2%
\$1,500,001 to \$5,000,000	1,208	1,173	- 2.9%
\$5,000,001 and Above	246	196	- 20.3%
<b>All Price Ranges</b>	<b>11,219</b>	<b>8,989</b>	<b>- 19.9%</b>

### Single Family

By Price Range	9-2022	9-2023	Change
\$300,000 and Below	306	222	- 27.5%
\$300,001 to \$500,000	1,187	815	- 31.3%
\$500,001 to \$1,500,000	3,053	2,564	- 16.0%
\$1,500,001 to \$5,000,000	753	773	+ 2.7%
\$5,000,001 and Above	203	165	- 18.7%
<b>All Price Ranges</b>	<b>5,502</b>	<b>4,539</b>	<b>- 17.5%</b>

### Condo

By Price Range	9-2022	9-2023	Change
\$300,000 and Below	1142	597	- 47.7%
\$300,001 to \$500,000	2318	1810	- 21.9%
\$500,001 to \$1,500,000	1759	1612	- 8.4%
\$1,500,001 to \$5,000,000	455	400	- 12.1%
\$5,000,001 and Above	43	31	- 27.9%
<b>All Price Ranges</b>	<b>5,717</b>	<b>4,450</b>	<b>- 22.2%</b>

## By Bedroom Count

By Bedroom Count	9-2022	9-2023	Change
1 Bedroom or Fewer	227	132	- 41.9%
2 Bedrooms	3,908	3,141	- 19.6%
3 Bedrooms	5,194	4,204	- 19.1%
4 Bedrooms or More	1,866	1,488	- 20.3%
<b>All Bedroom Counts</b>	<b>11,219</b>	<b>8,989</b>	<b>- 19.9%</b>

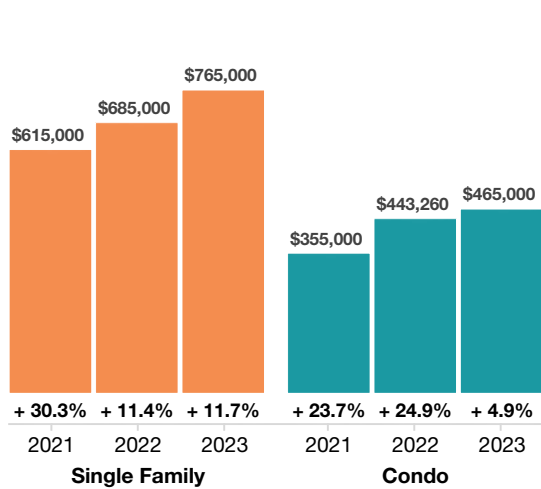
By Bedroom Count	9-2022	9-2023	Change
1 Bedroom or Fewer	34	26	- 23.5%
2 Bedrooms	581	536	- 7.7%
3 Bedrooms	3,133	2,578	- 17.7%
4 Bedrooms or More	1,752	1,392	- 20.5%
<b>All Bedroom Counts</b>	<b>5,502</b>	<b>4,539</b>	<b>- 17.5%</b>

# Overall Median Closed Price

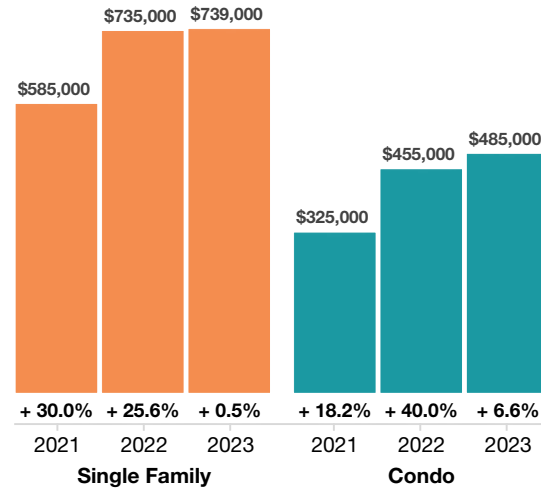
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



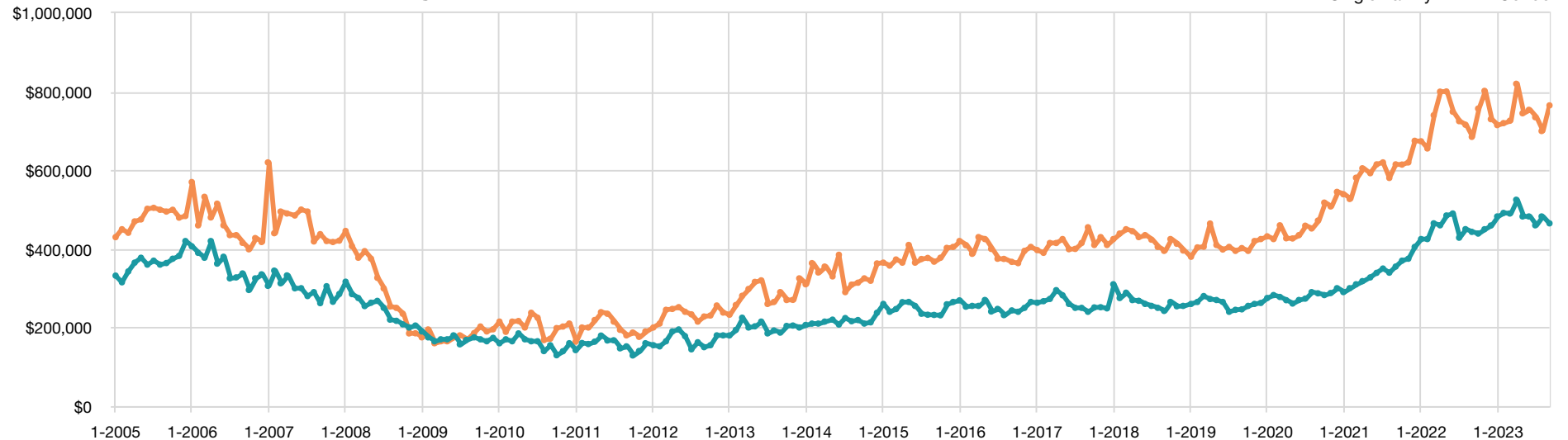
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2022	\$756,953	+ 23.2%	\$439,000	+ 18.6%
Nov-2022	\$802,000	+ 29.4%	\$450,000	+ 20.0%
Dec-2022	\$730,000	+ 8.1%	\$459,500	+ 13.5%
Jan-2023	\$715,000	+ 6.1%	\$482,500	+ 13.5%
Feb-2023	\$720,000	+ 9.8%	\$491,500	+ 15.6%
Mar-2023	\$726,000	- 1.9%	\$490,000	+ 5.4%
Apr-2023	\$820,000	+ 2.5%	\$525,000	+ 14.1%
May-2023	\$745,000	- 6.9%	\$482,500	- 0.5%
Jun-2023	\$753,750	+ 0.6%	\$482,500	- 1.5%
Jul-2023	\$735,000	+ 1.4%	\$460,000	+ 7.4%
Aug-2023	\$699,900	- 2.2%	\$482,500	+ 7.2%
<b>Sep-2023</b>	<b>\$765,000</b>	<b>+ 11.7%</b>	<b>\$465,000</b>	<b>+ 4.9%</b>
12-Month Avg*	\$742,000	+ 6.0%	\$476,543	+ 9.3%

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

## Overall Median Closed Price by Month

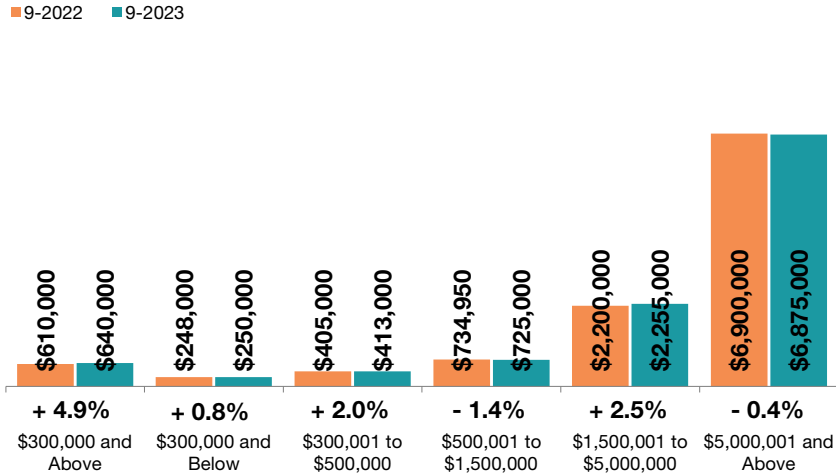


# Overall Median Closed Price by Price Range

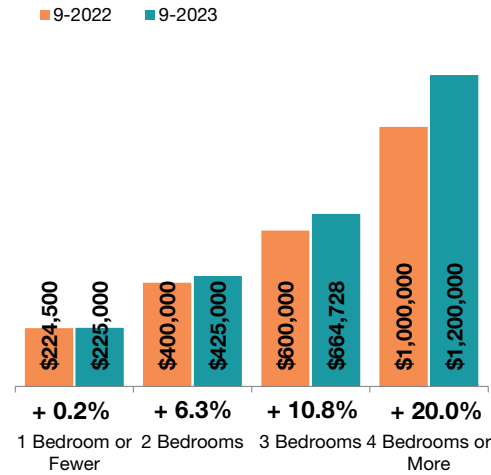


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

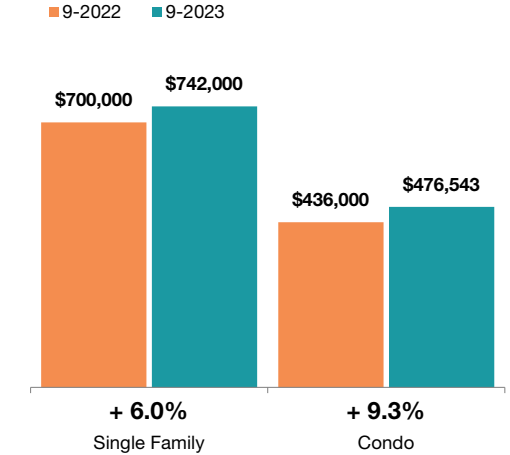
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	9-2022	9-2023	Change
\$300,000 and Above	\$610,000	\$640,000	+ 4.9%
\$300,000 and Below	\$248,000	\$250,000	+ 0.8%
\$300,001 to \$500,000	\$405,000	\$413,000	+ 2.0%
\$500,001 to \$1,500,000	\$734,950	\$725,000	- 1.4%
\$1,500,001 to \$5,000,000	\$2,200,000	\$2,255,000	+ 2.5%
\$5,000,001 and Above	\$6,900,000	\$6,875,000	- 0.4%
<b>All Price Ranges</b>	<b>\$550,000</b>	<b>\$599,000</b>	<b>+ 8.9%</b>

### Single Family

By Price Range	9-2022	9-2023	Change
\$300,000 and Above	\$733,250	\$769,000	+ 4.9%
\$300,000 and Below	\$200,000	\$195,000	- 2.5%
\$300,001 to \$500,000	\$425,000	\$440,000	+ 3.5%
\$500,001 to \$1,500,000	\$750,000	\$750,000	0.0%
\$1,500,001 to \$5,000,000	\$2,201,500	\$2,275,000	+ 3.3%
\$5,000,001 and Above	\$7,062,500	\$6,800,000	- 3.7%
<b>All Price Ranges</b>	<b>\$700,000</b>	<b>\$742,000</b>	<b>+ 6.0%</b>

### Condo

By Price Range	9-2022	9-2023	Change
\$300,000 and Above	\$499,000	\$520,000	+ 4.2%
\$300,000 and Below	\$255,000	\$261,998	+ 2.7%
\$300,001 to \$500,000	\$395,000	\$400,000	+ 1.3%
\$500,001 to \$1,500,000	\$685,000	\$679,738	- 0.8%
\$1,500,001 to \$5,000,000	\$2,200,000	\$2,218,750	+ 0.9%
\$5,000,001 and Above	\$6,050,000	\$7,050,000	+ 16.5%
<b>All Price Ranges</b>	<b>\$436,000</b>	<b>\$476,543</b>	<b>+ 9.3%</b>

## By Bedroom Count

By Bedroom Count	9-2022	9-2023	Change
1 Bedroom or Fewer	\$224,500	\$225,000	+ 0.2%
2 Bedrooms	\$400,000	\$425,000	+ 6.3%
3 Bedrooms	\$600,000	\$664,728	+ 10.8%
4 Bedrooms or More	\$1,000,000	\$1,200,000	+ 20.0%
<b>All Bedroom Counts</b>	<b>\$550,000</b>	<b>\$599,000</b>	<b>+ 8.9%</b>

By Bedroom Count	9-2022	9-2023	Change
1 Bedroom or Fewer	\$114,500	\$152,500	+ 33.2%
2 Bedrooms	\$460,000	\$475,000	+ 3.3%
3 Bedrooms	\$640,000	\$700,000	+ 9.4%
4 Bedrooms or More	\$1,000,000	\$1,165,000	+ 16.5%
<b>All Bedroom Counts</b>	<b>\$700,000</b>	<b>\$742,000</b>	<b>+ 6.0%</b>



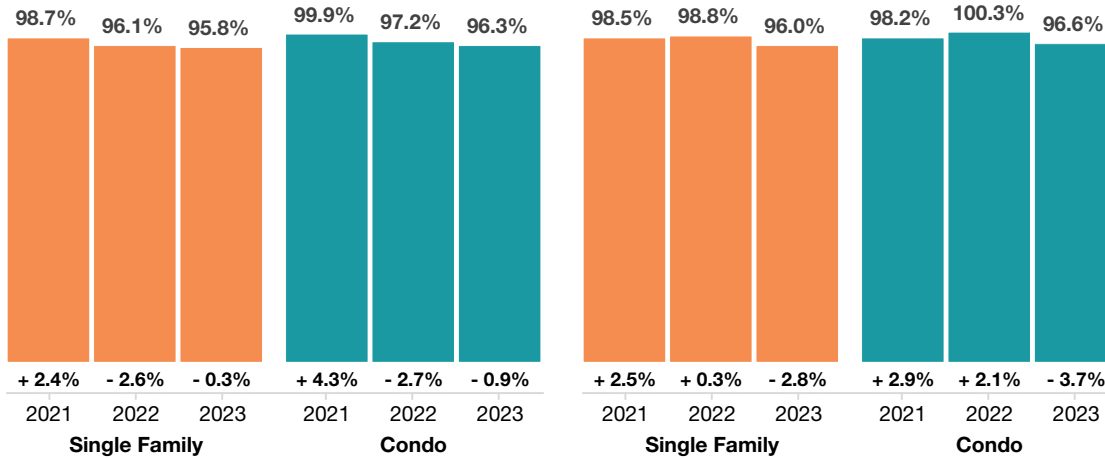
# Overall Percent of Current List Price Received



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.

## September

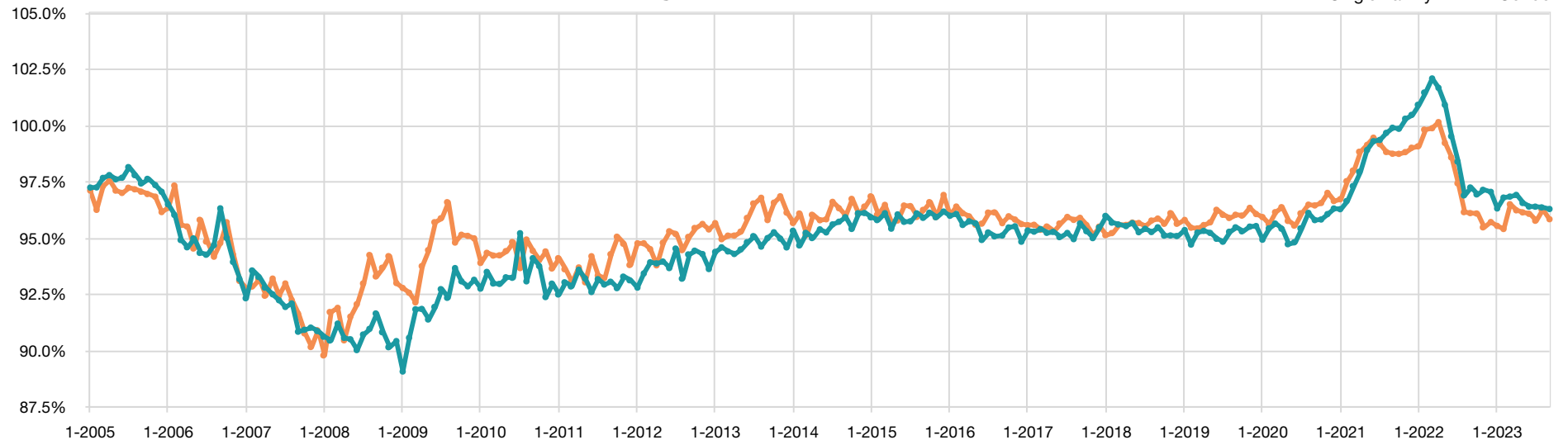
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2022	96.1%	-2.6%	96.9%	-2.9%
Nov-2022	95.5%	-3.3%	97.1%	-3.2%
Dec-2022	95.7%	-3.3%	97.0%	-3.5%
Jan-2023	95.5%	-3.6%	96.3%	-4.6%
Feb-2023	95.4%	-4.4%	96.8%	-4.6%
Mar-2023	96.5%	-3.4%	96.8%	-5.2%
Apr-2023	96.2%	-3.9%	96.9%	-4.7%
May-2023	96.1%	-3.1%	96.5%	-4.4%
Jun-2023	96.1%	-2.5%	96.4%	-3.1%
Jul-2023	95.8%	-1.6%	96.4%	-2.0%
Aug-2023	96.3%	+0.2%	96.3%	-0.6%
<b>Sep-2023</b>	<b>95.8%</b>	<b>-0.3%</b>	<b>96.3%</b>	<b>-0.9%</b>
12-Month Avg*	96.0%	-2.9%	96.7%	-3.6%

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

## Overall Percent of Current List Price Received by Month

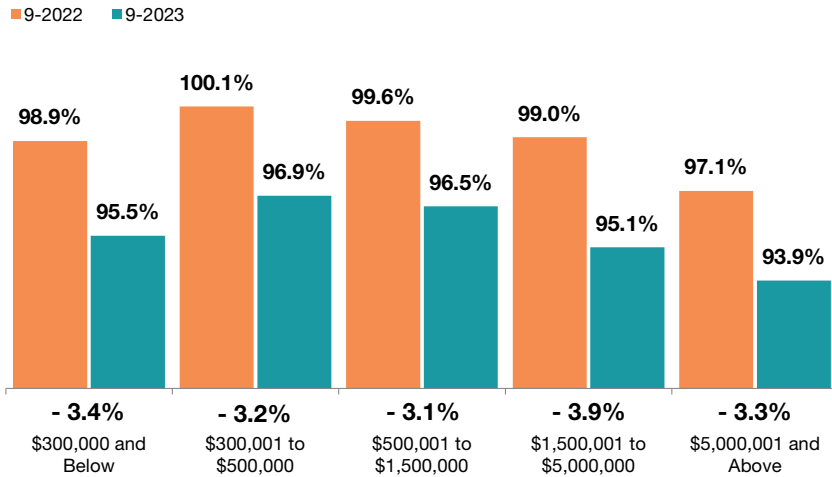


# Overall Percent of Current List Price Received by Price Range

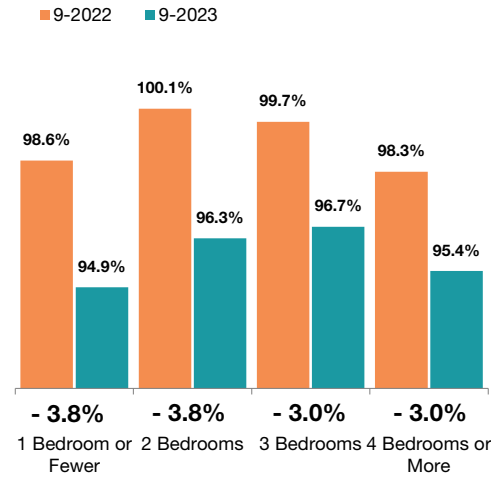


Percentage found when dividing a property's sales price by its last list price, then taking the average of all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

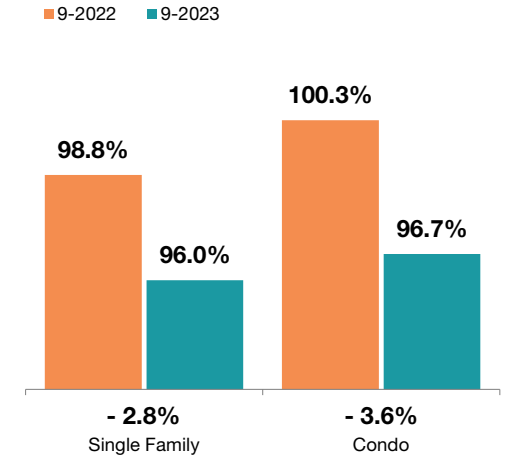
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	9-2022	9-2023	Change
\$300,000 and Below	98.9%	95.5%	- 3.4%
\$300,001 to \$500,000	100.1%	96.9%	- 3.2%
\$500,001 to \$1,500,000	99.6%	96.5%	- 3.1%
\$1,500,001 to \$5,000,000	99.0%	95.1%	- 3.9%
\$5,000,001 and Above	97.1%	93.9%	- 3.3%
<b>All Price Ranges</b>	<b>99.6%</b>	<b>96.3%</b>	<b>- 3.3%</b>

### Single Family

	9-2022	9-2023	Change
1 Bedroom or Fewer	96.5%	94.8%	- 1.8%
2 Bedrooms	99.0%	97.1%	- 1.9%
3 Bedrooms	99.1%	96.3%	- 2.8%
4 Bedrooms or More	98.8%	94.4%	- 4.5%
<b>All Single Family</b>	<b>96.8%</b>	<b>93.7%</b>	<b>- 3.2%</b>

### Condo

	9-2022	9-2023	Change
1 Bedroom or Fewer	99.5%	95.7%	- 3.8%
2 Bedrooms	100.7%	96.9%	- 3.8%
3 Bedrooms	100.5%	96.9%	- 3.6%
4 Bedrooms or More	99.4%	96.4%	- 3.0%
<b>All Condo</b>	<b>98.5%</b>	<b>94.8%</b>	<b>- 3.8%</b>

### By Bedroom Count

	9-2022	9-2023	Change
1 Bedroom or Fewer	98.6%	94.9%	- 3.8%
2 Bedrooms	100.1%	96.3%	- 3.8%
3 Bedrooms	99.7%	96.7%	- 3.0%
4 Bedrooms or More	98.3%	95.4%	- 3.0%
<b>All Bedroom Counts</b>	<b>99.6%</b>	<b>96.3%</b>	<b>- 3.3%</b>

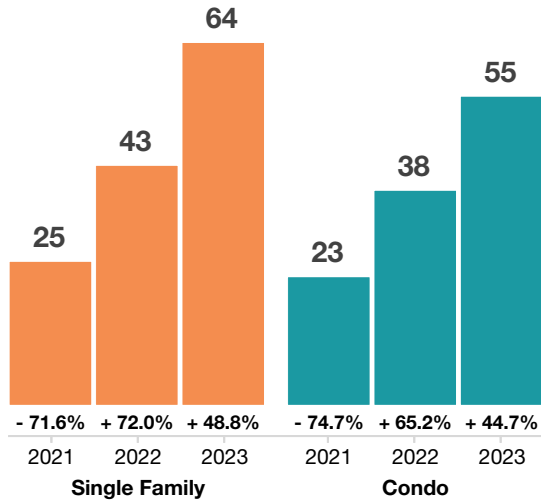
	9-2022	9-2023	Change
1 Bedroom or Fewer	96.2%	92.9%	- 3.4%
2 Bedrooms	98.5%	95.3%	- 3.2%
3 Bedrooms	99.2%	96.5%	- 2.7%
4 Bedrooms or More	98.2%	95.2%	- 3.1%
<b>All Single Family</b>	<b>98.8%</b>	<b>96.0%</b>	<b>- 2.8%</b>

# Overall Days on Market Until Sale

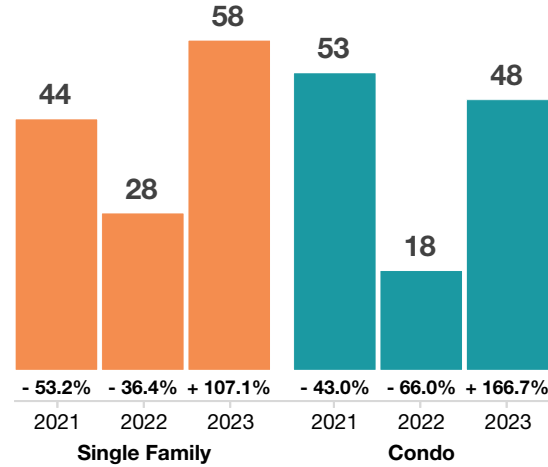
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



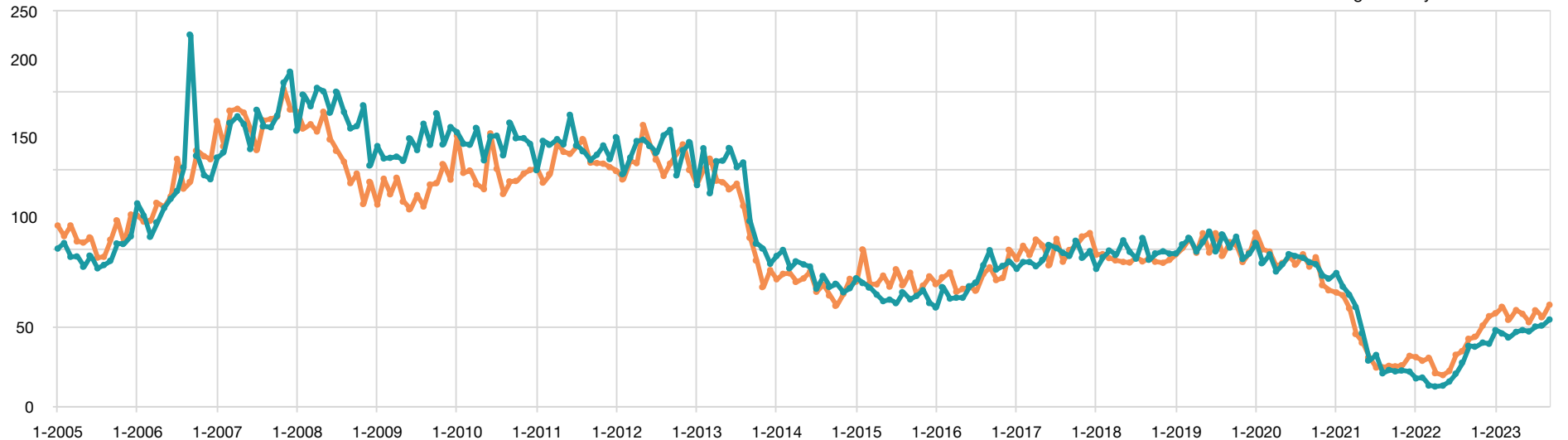
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2022	44	+ 76.0%	38	+ 72.7%
Nov-2022	51	+ 96.2%	40	+ 73.9%
Dec-2022	57	+ 78.1%	39	+ 77.3%
Jan-2023	59	+ 90.3%	48	+ 166.7%
Feb-2023	63	+ 117.2%	46	+ 155.6%
Mar-2023	55	+ 77.4%	43	+ 230.8%
Apr-2023	61	+ 190.5%	47	+ 291.7%
May-2023	58	+ 190.0%	48	+ 269.2%
Jun-2023	53	+ 140.9%	47	+ 213.3%
Jul-2023	61	+ 90.6%	50	+ 150.0%
Aug-2023	56	+ 60.0%	51	+ 88.9%
<b>Sep-2023</b>	<b>64</b>	<b>+ 48.8%</b>	<b>55</b>	<b>+ 44.7%</b>
12-Month Avg*	57	+ 104.2%	46	+ 146.7%

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

## Overall Days on Market Until Sale by Month

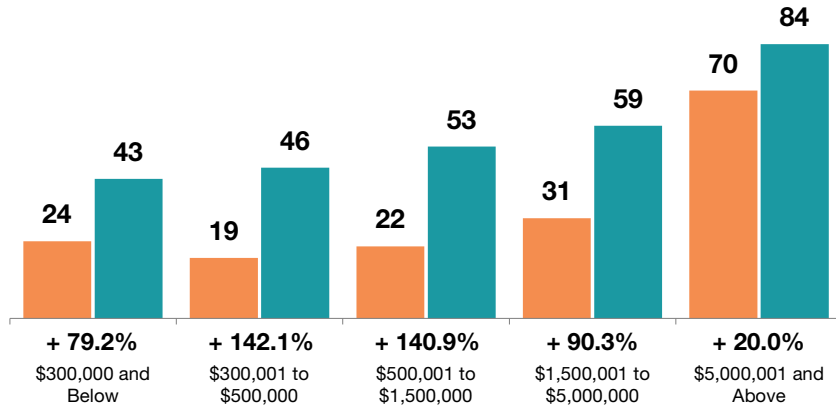


# Overall Days on Market Until Sale by Price Range

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

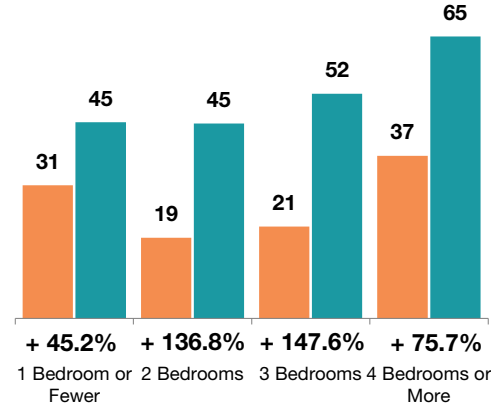
## By Price Range

9-2022 9-2023



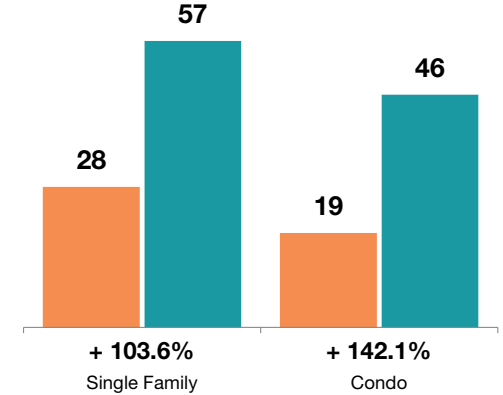
## By Bedroom Count

9-2022 9-2023



## By Property Type

9-2022 9-2023



### All Properties

By Price Range	9-2022	9-2023	Change
\$300,000 and Below	24	43	+ 79.2%
\$300,001 to \$500,000	19	46	+ 142.1%
\$500,001 to \$1,500,000	22	53	+ 140.9%
\$1,500,001 to \$5,000,000	31	59	+ 90.3%
\$5,000,001 and Above	70	84	+ 20.0%
<b>All Price Ranges</b>	<b>23</b>	<b>51</b>	<b>+ 121.7%</b>

### Single Family

	9-2022	9-2023	Change
1 Bedroom or 2 Bedrooms Fewer	31	45	+ 45.2%
3 Bedrooms	25	50	+ 100.0%
4 Bedrooms	24	57	+ 137.5%
4 Bedrooms or More	32	60	+ 87.5%
<b>All Single Family</b>	<b>76</b>	<b>87</b>	<b>+ 14.5%</b>
<b>All Single Family</b>	<b>28</b>	<b>57</b>	<b>+ 103.6%</b>

### Condo

	9-2022	9-2023	Change
1 Bedroom or 2 Bedrooms Fewer	22	42	+ 90.9%
3 Bedrooms	15	45	+ 200.0%
4 Bedrooms	19	46	+ 142.1%
4 Bedrooms or More	28	58	+ 107.1%
<b>All Condo</b>	<b>42</b>	<b>67</b>	<b>+ 59.5%</b>
<b>All Condo</b>	<b>19</b>	<b>46</b>	<b>+ 142.1%</b>

### By Bedroom Count

	9-2022	9-2023	Change
1 Bedroom or Fewer	31	45	+ 45.2%
2 Bedrooms	19	45	+ 136.8%
3 Bedrooms	21	52	+ 147.6%
4 Bedrooms or More	37	65	+ 75.7%
<b>All Bedroom Counts</b>	<b>23</b>	<b>51</b>	<b>+ 121.7%</b>

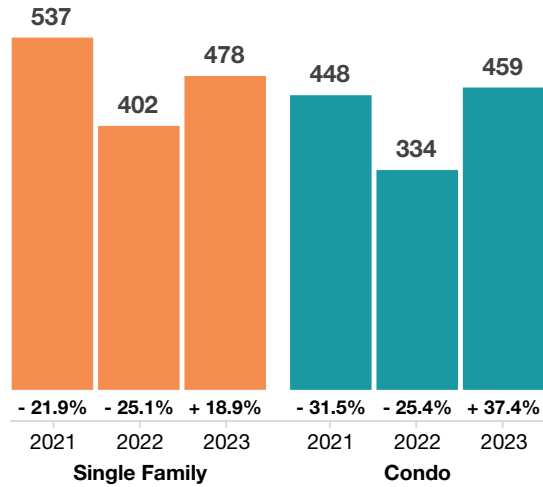
	9-2022	9-2023	Change
1 Bedroom or Fewer	63	44	- 30.2%
2 Bedrooms	23	44	+ 91.3%
3 Bedrooms	23	55	+ 139.1%
4 Bedrooms or More	37	66	+ 78.4%
<b>All Single Family</b>	<b>76</b>	<b>87</b>	<b>+ 14.5%</b>
<b>All Single Family</b>	<b>28</b>	<b>57</b>	<b>+ 103.6%</b>

# Overall New Listings

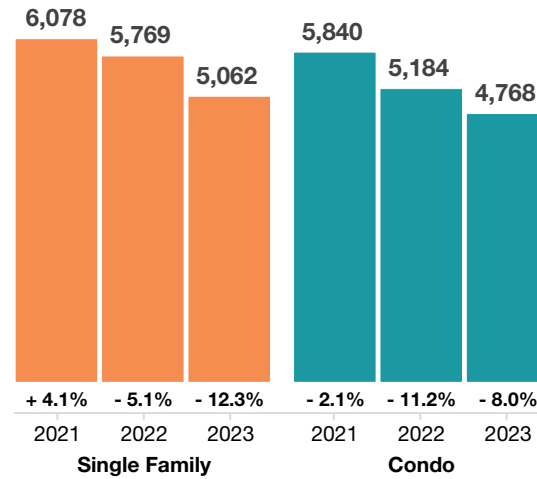
A count of the properties that have been newly listed on the market in a given month.



## September

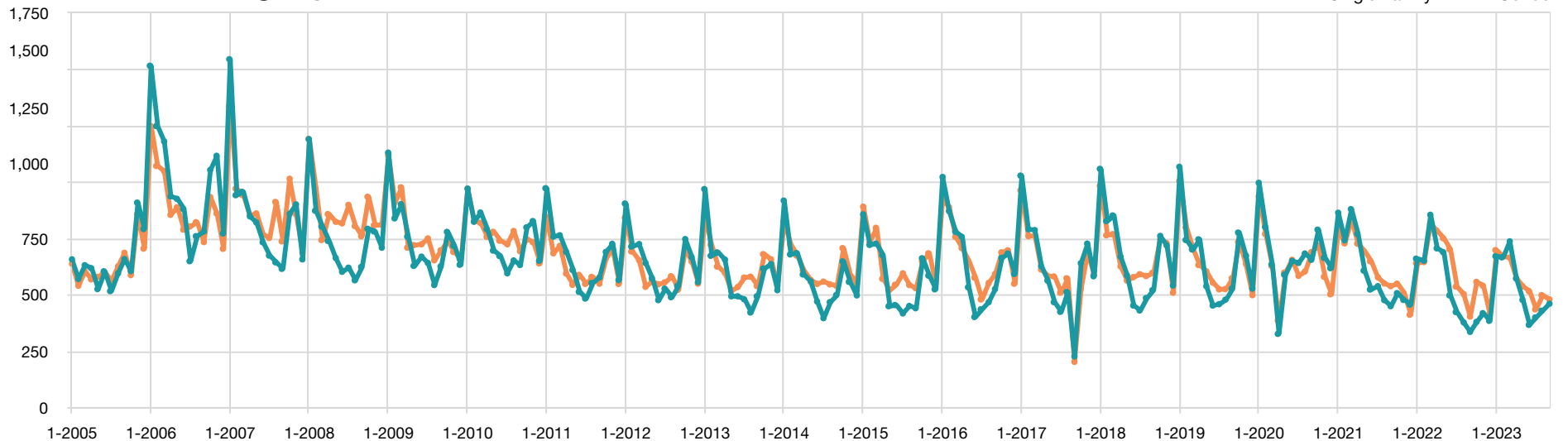


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2022	556	+ 1.5%	378	- 25.3%
Nov-2022	539	+ 6.3%	417	- 12.4%
Dec-2022	412	+ 0.5%	383	- 15.8%
Jan-2023	697	+ 9.1%	670	+ 1.7%
Feb-2023	668	+ 3.7%	665	+ 2.3%
Mar-2023	664	- 18.3%	736	- 13.8%
Apr-2023	573	- 26.8%	571	- 19.0%
May-2023	536	- 28.5%	476	- 30.8%
Jun-2023	515	- 26.5%	365	- 26.4%
Jul-2023	434	- 18.9%	398	- 5.7%
Aug-2023	497	- 1.0%	428	+ 13.8%
<b>Sep-2023</b>	<b>478</b>	<b>+ 18.9%</b>	<b>459</b>	<b>+ 37.4%</b>
12-Month Avg	547	- 9.3%	496	- 10.1%

## Overall New Listings by Month

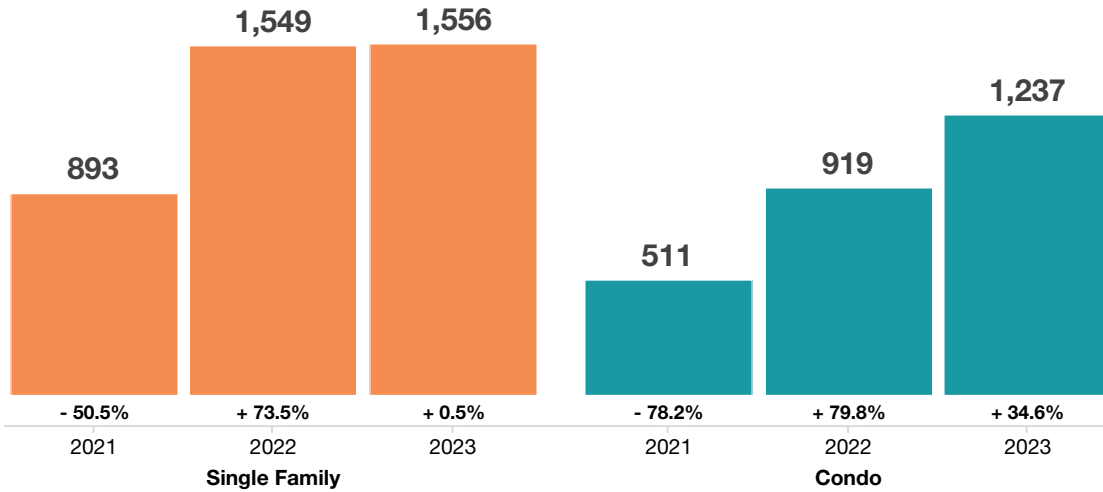


# Overall Inventory of Homes for Sale

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

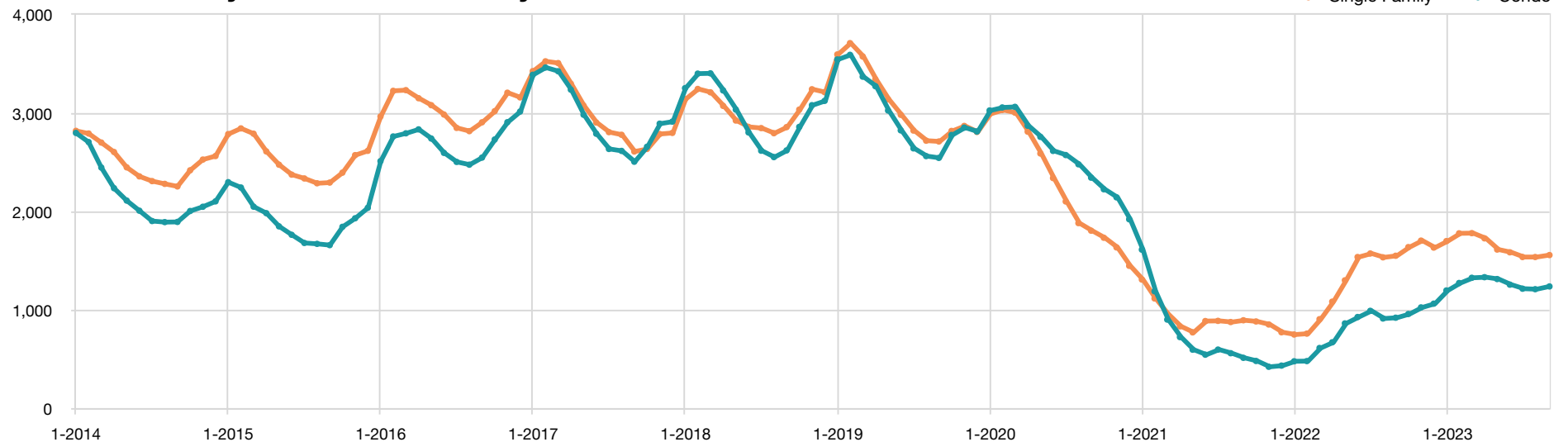


## September



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2022	1,637	+ 85.8%	957	+ 99.8%
Nov-2022	1,703	+ 100.4%	1,024	+ 143.8%
Dec-2022	1,632	+ 111.7%	1,062	+ 145.8%
Jan-2023	1,698	+ 127.0%	1,196	+ 151.3%
Feb-2023	1,777	+ 134.7%	1,272	+ 166.1%
Mar-2023	1,779	+ 96.8%	1,325	+ 116.9%
Apr-2023	1,726	+ 59.5%	1,331	+ 99.0%
May-2023	1,612	+ 24.1%	1,312	+ 52.4%
Jun-2023	1,584	+ 3.1%	1,255	+ 35.5%
Jul-2023	1,536	- 2.3%	1,214	+ 22.8%
Aug-2023	1,536	+ 0.2%	1,209	+ 32.7%
<b>Sep-2023</b>	<b>1,556</b>	<b>+ 0.5%</b>	<b>1,237</b>	<b>+ 34.6%</b>
12-Month Avg	1,648	+ 46.6%	1,200	+ 76.2%

## Overall Inventory of Homes for Sale by Month



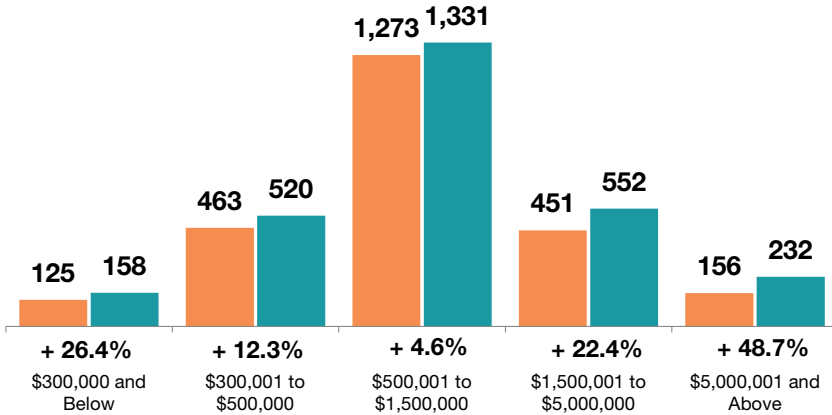
# Overall Inventory of Homes for Sale by Price Range



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

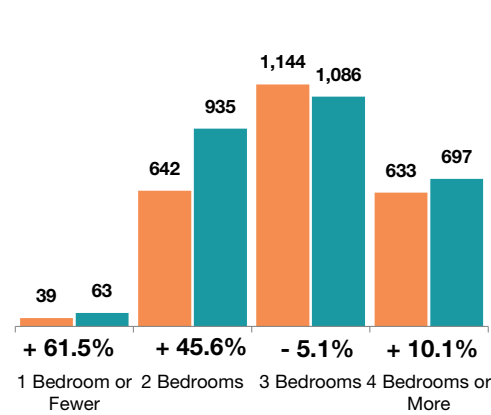
## By Price Range

9-2022 9-2023



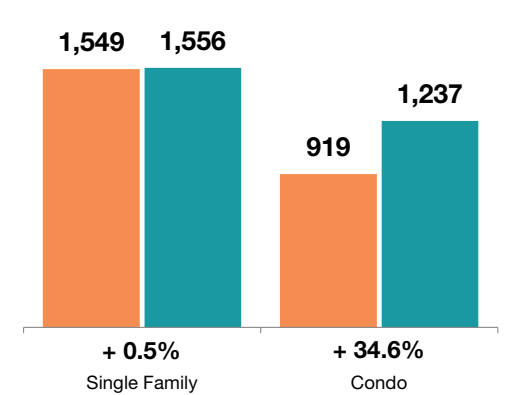
## By Bedroom Count

9-2022 9-2023



## By Property Type

9-2022 9-2023



### All Properties

#### By Price Range

	9-2022	9-2023	Change
\$300,000 and Below	125	158	+ 26.4%
\$300,001 to \$500,000	463	520	+ 12.3%
\$500,001 to \$1,500,000	1,273	1,331	+ 4.6%
\$1,500,001 to \$5,000,000	451	552	+ 22.4%
\$5,000,001 and Above	156	232	+ 48.7%
<b>All Price Ranges</b>	<b>2,468</b>	<b>2,793</b>	<b>+ 13.2%</b>

### Single Family

	9-2022	9-2023	Change
1 Bedroom or Fewer	37	73	+ 97.3%
2 Bedrooms	164	102	- 37.8%
3 Bedrooms	902	810	- 10.2%
4 Bedrooms or More	302	372	+ 23.2%
<b>All Single Family</b>	<b>1,549</b>	<b>1,556</b>	<b>+ 0.5%</b>

### Condo

	9-2022	9-2023	Change
1 Bedroom or Fewer	88	85	- 3.4%
2 Bedrooms	299	418	+ 39.8%
3 Bedrooms	371	521	+ 40.4%
4 Bedrooms or More	149	180	+ 20.8%
<b>All Condo</b>	<b>919</b>	<b>1,237</b>	<b>+ 34.6%</b>

#### By Bedroom Count

	9-2022	9-2023	Change
1 Bedroom or Fewer	39	63	+ 61.5%
2 Bedrooms	642	935	+ 45.6%
3 Bedrooms	1,144	1,086	- 5.1%
4 Bedrooms or More	633	697	+ 10.1%
<b>All Bedroom Counts</b>	<b>2,468</b>	<b>2,793</b>	<b>+ 13.2%</b>

	9-2022	9-2023	Change
1 Bedroom or Fewer	9	15	+ 66.7%
2 Bedrooms	128	210	+ 64.1%
3 Bedrooms	797	672	- 15.7%
4 Bedrooms or More	614	652	+ 6.2%
<b>All Single Family</b>	<b>1,549</b>	<b>1,556</b>	<b>+ 0.5%</b>

	9-2022	9-2023	Change
1 Bedroom or Fewer	30	48	+ 60.0%
2 Bedrooms	514	725	+ 41.1%
3 Bedrooms	347	414	+ 19.3%
4 Bedrooms or More	19	45	+ 136.8%
<b>All Condo</b>	<b>919</b>	<b>1,237</b>	<b>+ 34.6%</b>

# Listing and Sales Summary Report

## September 2023

	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Sep-23	Sep-22	% Change	Sep-23	Sep-22	% Change	Sep-23	Sep-22	% Change	Sep-23	Sep-22	% Change
<b>Overall Naples Market*</b>	<b>\$571,500</b>	<b>\$555,000</b>	<b>+3.0%</b>	<b>587</b>	<b>557</b>	<b>+5.4%</b>	<b>2,793</b>	<b>2,468</b>	<b>+13.2%</b>	<b>59</b>	<b>40</b>	<b>+47.5%</b>
<b>Collier County</b>	<b>\$599,000</b>	<b>\$560,000</b>	<b>+7.0%</b>	<b>651</b>	<b>598</b>	<b>+8.9%</b>	<b>3,218</b>	<b>2,752</b>	<b>+16.9%</b>	<b>63</b>	<b>41</b>	<b>+53.7%</b>
Ave Maria	\$418,000	\$480,000	-12.9%	11	11	0.0%	107	85	+25.9%	86	43	+100.0%
Central Naples	\$430,000	\$380,000	+13.2%	69	79	-12.7%	286	277	+3.2%	39	38	+2.6%
East Naples	\$566,500	\$540,000	+4.9%	158	141	+12.1%	650	719	-9.6%	62	47	+31.9%
Everglades City	--	--	--	0	0	--	8	4	+100.0%	--	--	--
Immokalee	\$289,950	\$152,000	+90.8%	9	1	+800.0%	19	12	+58.3%	92	2	+4,500.0%
Immokalee / Ave Maria	\$358,500	\$475,000	-24.5%	20	12	+66.7%	126	97	+29.9%	89	40	+122.5%
Naples	\$579,000	\$560,000	+3.4%	567	545	+4.0%	2,668	2,373	+12.4%	59	40	+47.5%
Naples Beach	\$1,326,000	\$1,152,500	+15.1%	64	70	-8.6%	754	531	+42.0%	67	40	+67.5%
North Naples	\$625,000	\$602,250	+3.8%	183	162	+13.0%	528	465	+13.5%	58	37	+56.8%
South Naples	\$509,900	\$499,000	+2.2%	93	93	0.0%	449	379	+18.5%	59	39	+51.3%
34102	\$2,300,000	\$1,202,500	+91.3%	21	22	-4.5%	241	187	+28.9%	53	34	+55.9%
34103	\$1,365,000	\$675,000	+102.2%	19	21	-9.5%	212	157	+35.0%	101	57	+77.2%
34104	\$440,000	\$433,000	+1.6%	29	35	-17.1%	114	115	-0.9%	40	39	+2.6%
34105	\$475,000	\$506,160	-6.2%	31	24	+29.2%	117	93	+25.8%	39	21	+85.7%
34108	\$1,115,000	\$1,100,000	+1.4%	24	27	-11.1%	301	187	+61.0%	53	32	+65.6%
34109	\$692,500	\$547,000	+26.6%	55	48	+14.6%	128	96	+33.3%	52	37	+40.5%
34110	\$550,000	\$630,000	-12.7%	58	37	+56.8%	188	157	+19.7%	78	33	+136.4%
34112	\$449,000	\$415,000	+8.2%	45	57	-21.1%	267	196	+36.2%	62	38	+63.2%
34113	\$573,250	\$779,500	-26.5%	48	36	+33.3%	182	183	-0.5%	56	40	+40.0%
34114	\$602,500	\$567,000	+6.3%	54	40	+35.0%	282	220	+28.2%	68	31	+119.4%
34116	\$329,000	\$277,500	+18.6%	9	20	-55.0%	55	69	-20.3%	37	56	-33.9%
34117	\$518,000	\$500,000	+3.6%	17	33	-48.5%	72	130	-44.6%	98	58	+69.0%
34119	\$687,500	\$662,500	+3.8%	70	77	-9.1%	212	212	0.0%	47	38	+23.7%
34120	\$561,500	\$560,000	+0.3%	86	67	+28.4%	295	369	-20.1%	50	51	-2.0%
34137	\$80,000	\$130,000	-38.5%	1	1	0.0%	1	0	--	159	137	+16.1%
34142	\$358,500	\$475,000	-24.5%	20	12	+66.7%	126	97	+29.9%	89	40	+122.5%

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



# Local Market Update – September 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## Naples Beach

34102, 34103, 34108

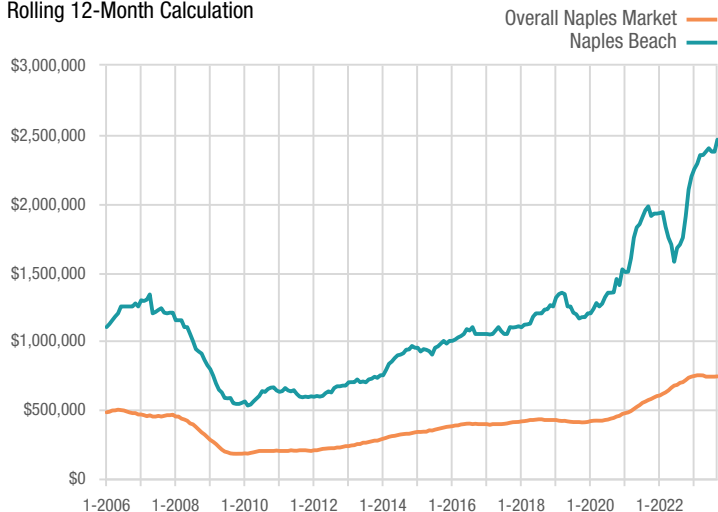
Single Family	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	54	<b>69</b>	+ 27.8%	826	<b>769</b>	- 6.9%
Total Sales	18	<b>17</b>	- 5.6%	495	<b>392</b>	- 20.8%
Days on Market Until Sale	36	<b>73</b>	+ 102.8%	41	<b>81</b>	+ 97.6%
Median Closed Price*	\$899,500	<b>\$3,800,000</b>	+ 322.5%	\$1,960,000	<b>\$2,500,000</b>	+ 27.6%
Average Closed Price*	\$1,864,194	<b>\$4,075,530</b>	+ 118.6%	\$3,852,734	<b>\$3,851,831</b>	- 0.0%
Percent of List Price Received*	94.6%	<b>93.8%</b>	- 0.8%	98.5%	<b>92.8%</b>	- 5.8%
Inventory of Homes for Sale	286	<b>369</b>	+ 29.0%	—	—	—
Months Supply of Inventory	5.0	<b>8.5</b>	+ 70.0%	—	—	—

Condo	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	83	<b>128</b>	+ 54.2%	1,113	<b>1,186</b>	+ 6.6%
Total Sales	52	<b>47</b>	- 9.6%	922	<b>746</b>	- 19.1%
Days on Market Until Sale	41	<b>65</b>	+ 58.5%	22	<b>55</b>	+ 150.0%
Median Closed Price*	\$1,199,500	<b>\$1,150,000</b>	- 4.1%	\$1,040,000	<b>\$1,200,000</b>	+ 15.4%
Average Closed Price*	\$1,667,981	<b>\$1,479,181</b>	- 11.3%	\$1,560,657	<b>\$1,647,225</b>	+ 5.5%
Percent of List Price Received*	96.4%	<b>93.2%</b>	- 3.3%	99.6%	<b>95.2%</b>	- 4.4%
Inventory of Homes for Sale	245	<b>385</b>	+ 57.1%	—	—	—
Months Supply of Inventory	2.4	<b>5.2</b>	+ 116.7%	—	—	—

\* 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.

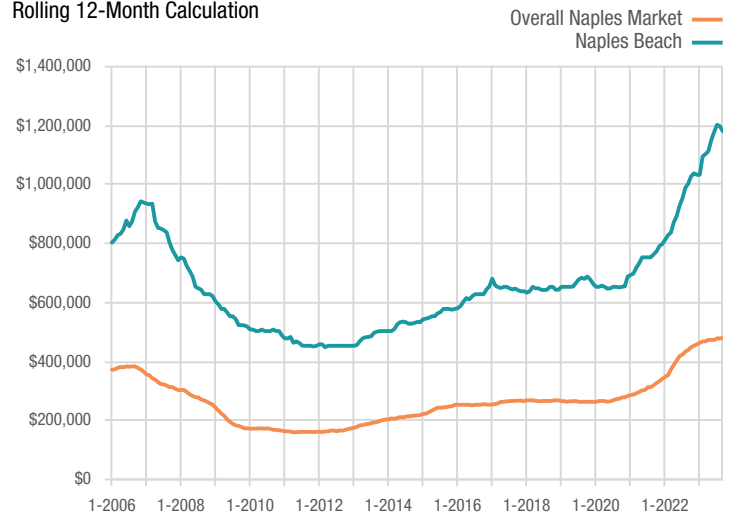
### Median Closed Price - Single Family

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 – September 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## North Naples

34109, 34110, 34119

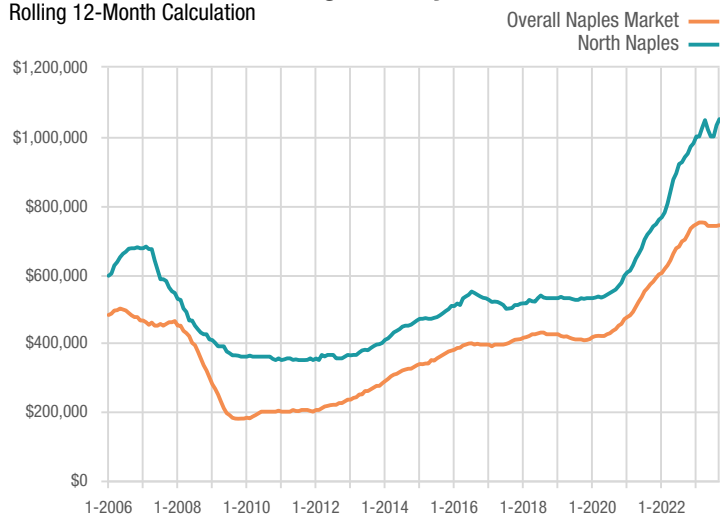
Single Family	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	70	<b>97</b>	+ 38.6%	1,263	<b>1,079</b>	- 14.6%
Total Sales	66	<b>77</b>	+ 16.7%	937	<b>780</b>	- 16.8%
Days on Market Until Sale	43	<b>69</b>	+ 60.5%	22	<b>52</b>	+ 136.4%
Median Closed Price*	\$910,500	<b>\$1,175,000</b>	+ 29.0%	\$964,500	<b>\$1,062,400</b>	+ 10.2%
Average Closed Price*	\$1,401,019	<b>\$1,675,215</b>	+ 19.6%	\$1,355,428	<b>\$1,487,818</b>	+ 9.8%
Percent of List Price Received*	96.0%	<b>95.4%</b>	- 0.6%	99.3%	<b>95.9%</b>	- 3.4%
Inventory of Homes for Sale	265	<b>268</b>	+ 1.1%	—	—	—
Months Supply of Inventory	2.6	<b>3.3</b>	+ 26.9%	—	—	—

Condo	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	88	<b>110</b>	+ 25.0%	1,415	<b>1,224</b>	- 13.5%
Total Sales	96	<b>106</b>	+ 10.4%	1,193	<b>939</b>	- 21.3%
Days on Market Until Sale	32	<b>51</b>	+ 59.4%	15	<b>43</b>	+ 186.7%
Median Closed Price*	\$437,000	<b>\$463,250</b>	+ 6.0%	\$455,000	<b>\$490,000</b>	+ 7.7%
Average Closed Price*	\$523,141	<b>\$576,719</b>	+ 10.2%	\$626,325	<b>\$704,735</b>	+ 12.5%
Percent of List Price Received*	98.0%	<b>97.1%</b>	- 0.9%	100.9%	<b>97.1%</b>	- 3.8%
Inventory of Homes for Sale	200	<b>260</b>	+ 30.0%	—	—	—
Months Supply of Inventory	1.5	<b>2.6</b>	+ 73.3%	—	—	—

\* 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.

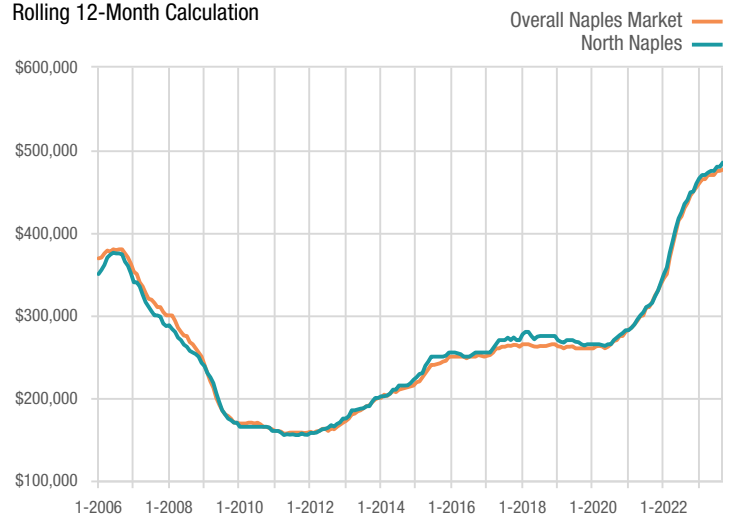
### Median Closed Price - Single Family

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.

## Central Naples

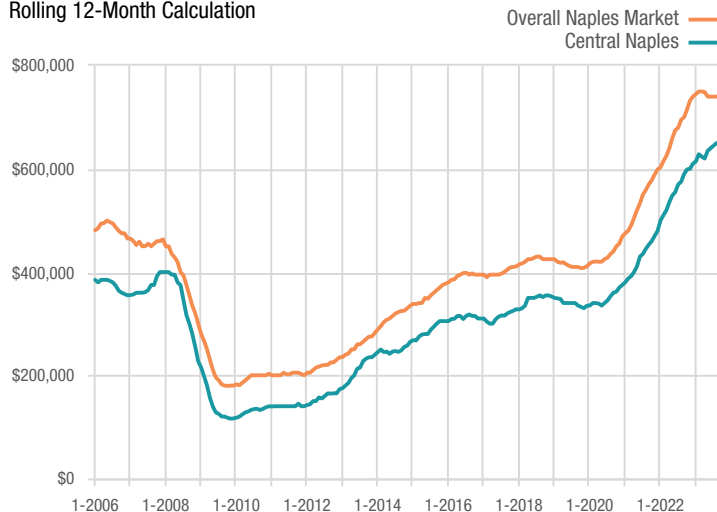
Single Family	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	53	<b>56</b>	+ 5.7%	783	<b>600</b>	- 23.4%
Total Sales	31	<b>26</b>	- 16.1%	585	<b>448</b>	- 23.4%
Days on Market Until Sale	34	<b>45</b>	+ 32.4%	24	<b>44</b>	+ 83.3%
Median Closed Price*	\$616,500	<b>\$637,875</b>	+ 3.5%	\$600,000	<b>\$650,000</b>	+ 8.3%
Average Closed Price*	\$861,594	<b>\$1,457,298</b>	+ 69.1%	\$917,472	<b>\$1,007,750</b>	+ 9.8%
Percent of List Price Received*	95.2%	<b>95.4%</b>	+ 0.2%	98.6%	<b>96.0%</b>	- 2.6%
Inventory of Homes for Sale	171	<b>153</b>	- 10.5%	—	—	—
Months Supply of Inventory	2.5	<b>3.1</b>	+ 24.0%	—	—	—

Condo	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	47	<b>62</b>	+ 31.9%	820	<b>646</b>	- 21.2%
Total Sales	48	<b>43</b>	- 10.4%	681	<b>509</b>	- 25.3%
Days on Market Until Sale	40	<b>36</b>	- 10.0%	16	<b>40</b>	+ 150.0%
Median Closed Price*	\$300,000	<b>\$357,500</b>	+ 19.2%	\$338,000	<b>\$357,500</b>	+ 5.8%
Average Closed Price*	\$364,695	<b>\$397,053</b>	+ 8.9%	\$392,020	<b>\$406,932</b>	+ 3.8%
Percent of List Price Received*	97.3%	<b>97.4%</b>	+ 0.1%	100.4%	<b>96.8%</b>	- 3.6%
Inventory of Homes for Sale	106	<b>133</b>	+ 25.5%	—	—	—
Months Supply of Inventory	1.4	<b>2.3</b>	+ 64.3%	—	—	—

\* 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.

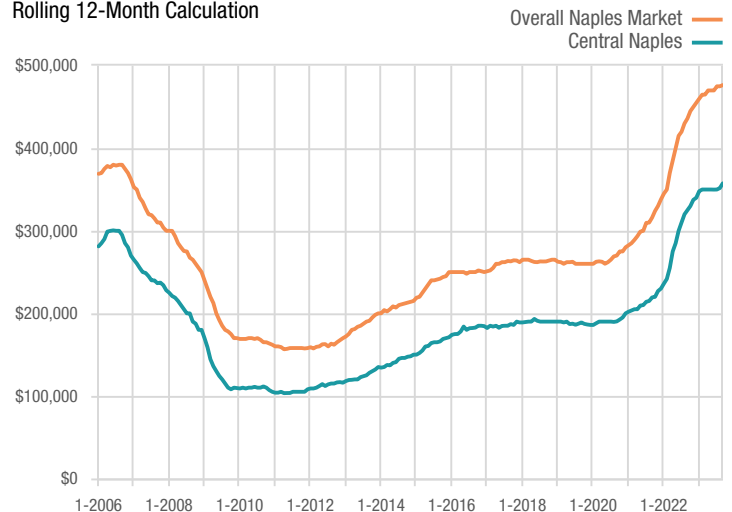
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## South Naples

34112, 34113

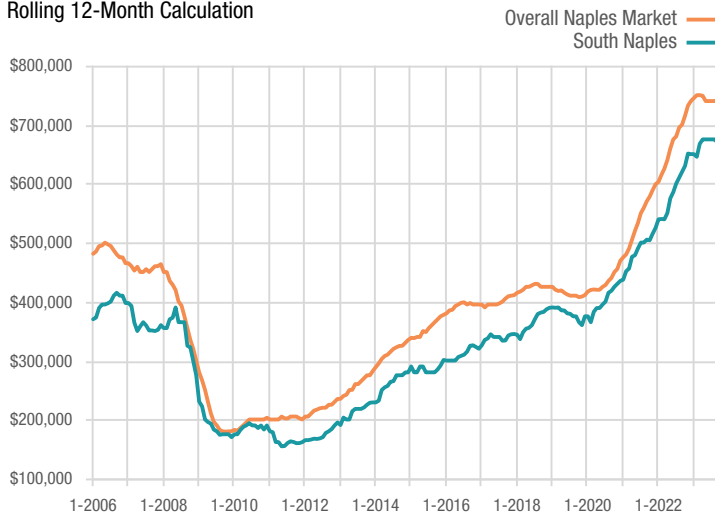
Single Family	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	41	<b>55</b>	+ 34.1%	639	<b>627</b>	- 1.9%
Total Sales	42	<b>37</b>	- 11.9%	462	<b>462</b>	0.0%
Days on Market Until Sale	30	<b>56</b>	+ 86.7%	24	<b>54</b>	+ 125.0%
Median Closed Price*	\$714,500	<b>\$645,000</b>	- 9.7%	\$638,750	<b>\$629,000</b>	- 1.5%
Average Closed Price*	\$984,857	<b>\$817,887</b>	- 17.0%	\$895,722	<b>\$932,966</b>	+ 4.2%
Percent of List Price Received*	94.5%	<b>96.1%</b>	+ 1.7%	98.9%	<b>95.6%</b>	- 3.3%
Inventory of Homes for Sale	174	<b>181</b>	+ 4.0%	—	—	—
Months Supply of Inventory	3.4	<b>3.8</b>	+ 11.8%	—	—	—

Condo	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	60	<b>93</b>	+ 55.0%	1,076	<b>1,015</b>	- 5.7%
Total Sales	51	<b>56</b>	+ 9.8%	874	<b>782</b>	- 10.5%
Days on Market Until Sale	46	<b>61</b>	+ 32.6%	16	<b>49</b>	+ 206.3%
Median Closed Price*	\$360,000	<b>\$444,500</b>	+ 23.5%	\$385,000	<b>\$405,000</b>	+ 5.2%
Average Closed Price*	\$441,098	<b>\$479,708</b>	+ 8.8%	\$430,576	<b>\$458,167</b>	+ 6.4%
Percent of List Price Received*	95.9%	<b>95.7%</b>	- 0.2%	100.3%	<b>96.8%</b>	- 3.5%
Inventory of Homes for Sale	205	<b>268</b>	+ 30.7%	—	—	—
Months Supply of Inventory	2.1	<b>3.2</b>	+ 52.4%	—	—	—

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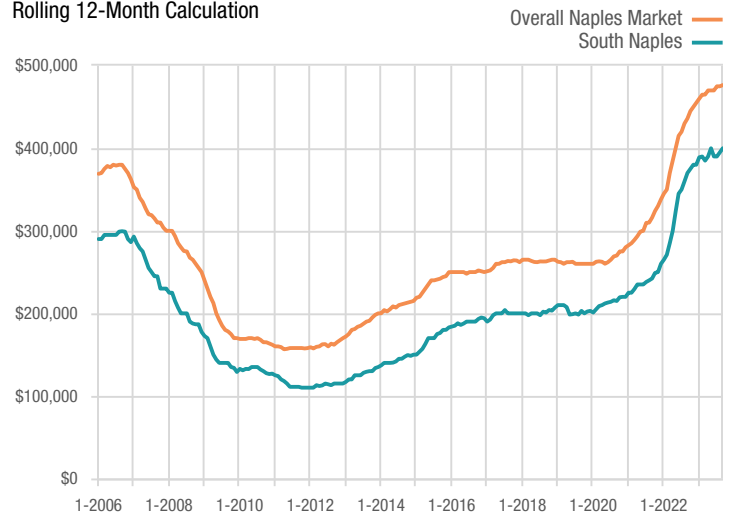
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## East Naples

34114, 34117, 34120, 34137

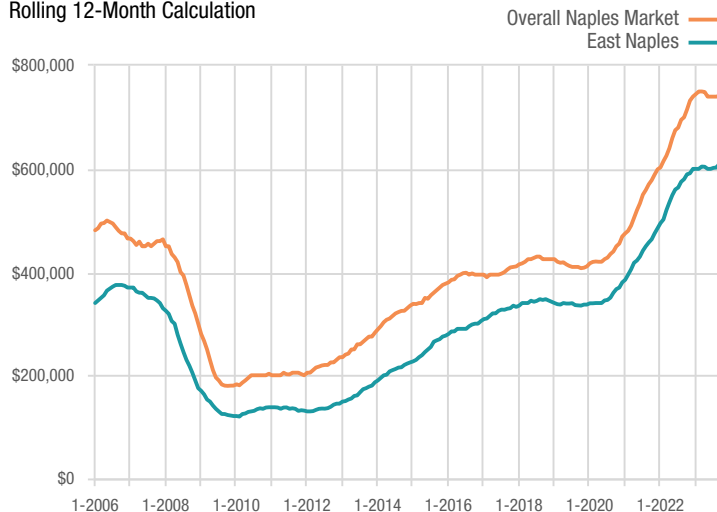
Single Family	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	148	<b>163</b>	+ 10.1%	2,033	<b>1,694</b>	- 16.7%
Total Sales	110	<b>112</b>	+ 1.8%	1,397	<b>1,263</b>	- 9.6%
Days on Market Until Sale	51	<b>64</b>	+ 25.5%	30	<b>63</b>	+ 110.0%
Median Closed Price*	\$562,500	<b>\$625,378</b>	+ 11.2%	\$599,000	<b>\$610,000</b>	+ 1.8%
Average Closed Price*	\$688,729	<b>\$767,220</b>	+ 11.4%	\$745,964	<b>\$748,198</b>	+ 0.3%
Percent of List Price Received*	97.2%	<b>96.4%</b>	- 0.8%	98.6%	<b>97.1%</b>	- 1.5%
Inventory of Homes for Sale	576	<b>483</b>	- 16.1%	—	—	—
Months Supply of Inventory	3.6	<b>3.6</b>	0.0%	—	—	—

Condo	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	47	<b>56</b>	+ 19.1%	710	<b>631</b>	- 11.1%
Total Sales	31	<b>46</b>	+ 48.4%	540	<b>494</b>	- 8.5%
Days on Market Until Sale	33	<b>57</b>	+ 72.7%	18	<b>51</b>	+ 183.3%
Median Closed Price*	\$450,000	<b>\$474,500</b>	+ 5.4%	\$482,500	<b>\$516,055</b>	+ 7.0%
Average Closed Price*	\$479,774	<b>\$500,837</b>	+ 4.4%	\$510,168	<b>\$536,706</b>	+ 5.2%
Percent of List Price Received*	98.5%	<b>97.5%</b>	- 1.0%	100.1%	<b>97.1%</b>	- 3.0%
Inventory of Homes for Sale	143	<b>167</b>	+ 16.8%	—	—	—
Months Supply of Inventory	2.3	<b>3.2</b>	+ 39.1%	—	—	—

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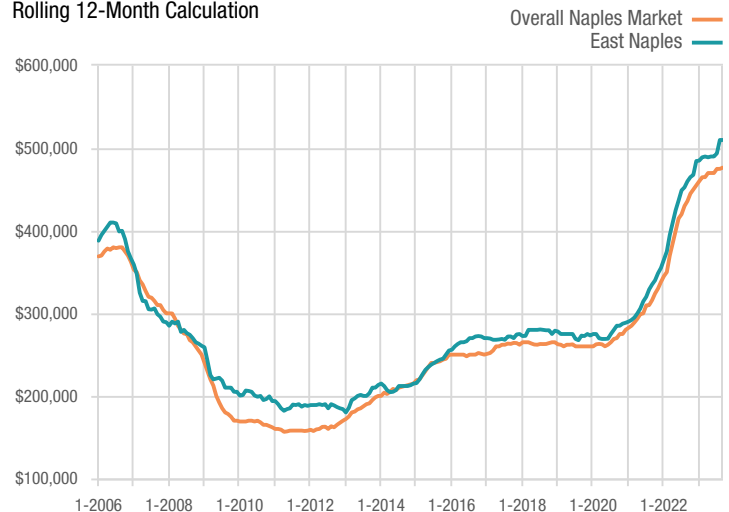
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## Immokalee / Ave Maria

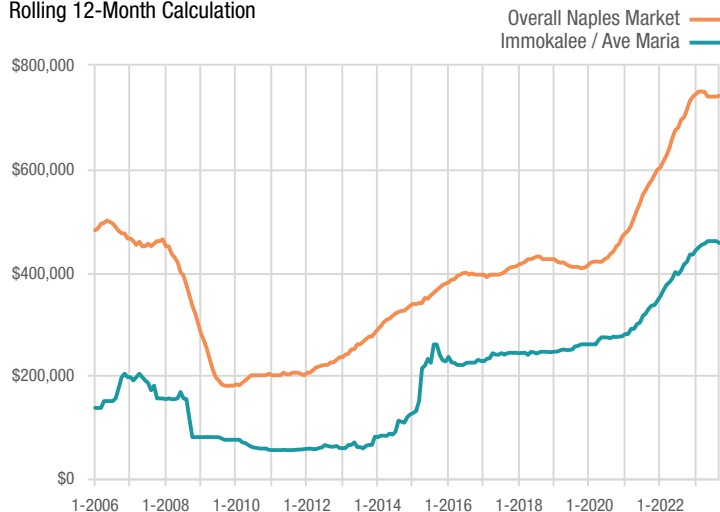
Single Family	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	36	<b>38</b>	+ 5.6%	225	<b>293</b>	+ 30.2%
Total Sales	10	<b>14</b>	+ 40.0%	169	<b>220</b>	+ 30.2%
Days on Market Until Sale	36	<b>81</b>	+ 125.0%	25	<b>54</b>	+ 116.0%
Median Closed Price*	\$515,000	<b>\$391,450</b>	- 24.0%	\$433,000	<b>\$455,000</b>	+ 5.1%
Average Closed Price*	\$502,590	<b>\$436,236</b>	- 13.2%	\$455,868	<b>\$481,081</b>	+ 5.5%
Percent of List Price Received*	97.4%	<b>96.3%</b>	- 1.1%	99.1%	<b>97.1%</b>	- 2.0%
Inventory of Homes for Sale	77	<b>102</b>	+ 32.5%	—	—	—
Months Supply of Inventory	3.9	<b>4.7</b>	+ 20.5%	—	—	—

Condo	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
<b>Key Metrics</b>						
New Listings	9	<b>10</b>	+ 11.1%	50	<b>66</b>	+ 32.0%
Total Sales	2	<b>6</b>	+ 200.0%	42	<b>45</b>	+ 7.1%
Days on Market Until Sale	61	<b>108</b>	+ 77.0%	49	<b>71</b>	+ 44.9%
Median Closed Price*	\$348,000	<b>\$338,450</b>	- 2.7%	\$314,499	<b>\$330,000</b>	+ 4.9%
Average Closed Price*	\$348,000	<b>\$316,650</b>	- 9.0%	\$317,639	<b>\$341,598</b>	+ 7.5%
Percent of List Price Received*	90.4%	<b>92.3%</b>	+ 2.1%	100.0%	<b>96.7%</b>	- 3.3%
Inventory of Homes for Sale	20	<b>24</b>	+ 20.0%	—	—	—
Months Supply of Inventory	3.9	<b>5.6</b>	+ 43.6%	—	—	—

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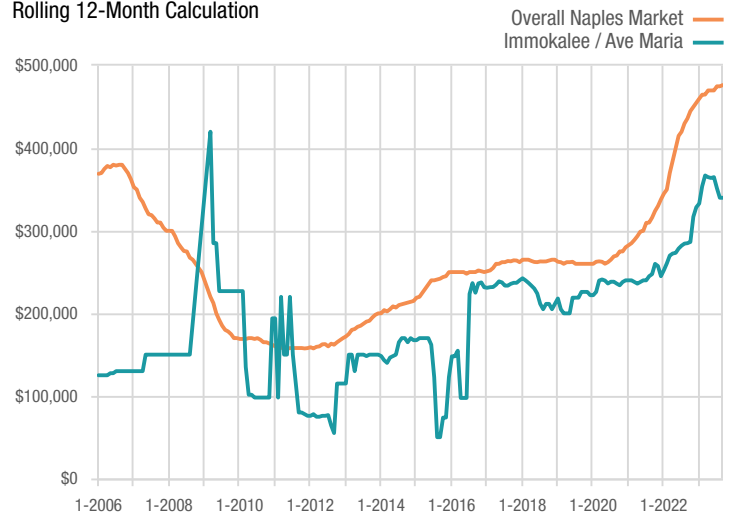
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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