



# NAPLES & BONITA SPRINGS

LUXURY PROPERTIES MARKET REPORT  
SEPTEMBER 2023

WILLIAM RAVEIS

# NAPLES & BONITA SPRINGS

## *Single-Family Properties*

### CLOSED SALES

- The number of closed sales in the 12 months ending September 30, 2023 for the Naples and Bonita Springs Area decreased 17% year-over-year (6,430 vs 7,788).
- There were 42 closed sales priced above two million in September 2023 compared to 33 in September 2022; a 27% increase. During the 12 months ending September 30, 2023, sales in this category decreased 8% over the same time period in 2022 (751 vs 813 units).

### NEW LISTINGS / INVENTORY

- During the 12 months ending September 30, 2023, a total of 8,878 new listings were added to the market, this is an 11% decrease vs the same time period 12 months ending September 30, 2022.
- Available inventory as of September 30, 2023 consisted of 2,649 units, a decrease of 2% vs the same time period in 2022. Current inventory represents 7 months of supply based on current absorption rates.

### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$1,176,230, a 5% increase vs the same time period in 2022.
- The median sales price for the area in September 2023 increased 11% to \$715,500 vs September 2022.

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# NAPLES & BONITA SPRINGS

## *Condominiums*

### CLOSED SALES

- The number of closed sales in the 12 months ending September 30, 2023 for the Naples and Bonita Springs Area decreased 21% year-over-year (4,785 vs 6,093).
- There were 9 closed sales priced above two million in September 2023 compared to 16 in September 2022; a 44% decrease. During the 12 months ending September 30, 2023, sales in this category increased 19% over the same time period in 2022 (429 vs 360 units).

### NEW LISTINGS / INVENTORY

- During the 12 months ending September 30, 2023, a total of 6,449 new listings were added to the market, a 9% decrease vs the same time period 12 months ending September, 2022.
- Available inventory as of September 30, 2023 consisted of 1,936 units, an increase of 18% vs the same time period in 2022. Current inventory represents 6 months of supply based on current absorption rates.



### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$804,957, a 16% increase vs the same time period in 2022.
- The median sales price for the area in September 2023 increased 7% to \$445,000 vs September 2022.

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# PORT ROYAL TO BONITA BEACH ROAD AREA

## *Single-Family Properties*

LUXURY MARKET \$1M+ (WEST OF 41)

### CLOSED SALES

- The number of closed sales in the 12 months ending September 30, 2023 for the luxury market from Port Royal to Bonita Beach Road Area decreased 11% year-over-year (386 vs 433).

### NEW LISTINGS / INVENTORY

- During the 12 months ending September 30, 2023, a total of 837 new listings were added to the market, an increase of 26% compared to the same time period 12 months ending September 30, 2022.
- Available inventory as of September 30, 2023 consisted of 316 units, a 27% increase vs the same time period in 2022 (316 vs 249). Current inventory represents 14 months of supply based on current absorption rates.

### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$4,664,330 a decrease of 13% vs the same time period in 2022.
- The median sales price for the area in September 2023 increased 60% to \$3,512,500 vs September 2022.

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# PORT ROYAL TO BONITA BEACH ROAD AREA

## *Condominiums*

LUXURY MARKET \$1M+ (WEST OF 41)

### CLOSED SALES

- The number of closed sales in the 12 months ending September 30, 2023 for the luxury market from Port Royal to Bonita Beach Road Area decreased 4% year-over-year (617 vs 640).

### NEW LISTINGS / INVENTORY

- During the 12 months ending September 30, 2023, a total of 953 new listings were added to the market, an increase of 28% vs the same time period 12 months ending September 30, 2022.
- Available inventory as of September 30, 2023 consisted of 326 units, a 54% increase vs the same time period in 2022 (326 vs 212). Current inventory represents 14 months of supply based on current absorption rates.

### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$2,464,502, decreasing 1% vs the same time period in 2022.
- The median sales price for the area in September 2023 decreased 10% to \$1,572,500 vs September 2022.

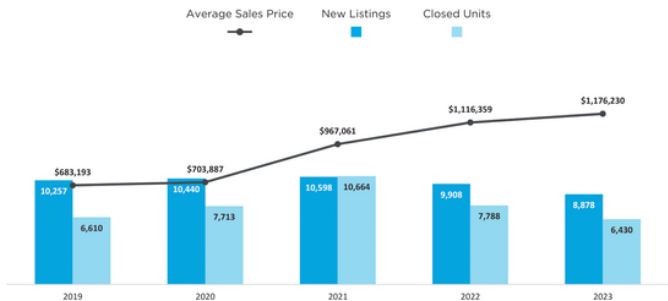


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# NAPLES & BONITA SPRINGS

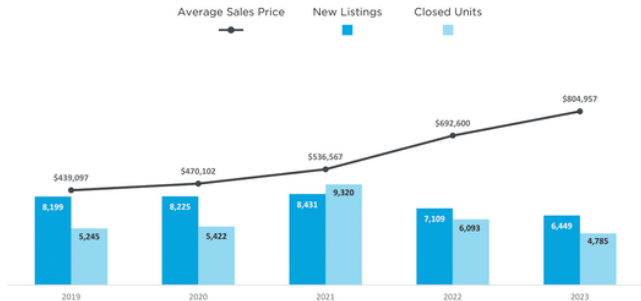
## YEAR-OVER-YEAR MARKET TRENDS

### Single-Family Properties



## YEAR-OVER-YEAR MARKET TRENDS

### Condominium Properties



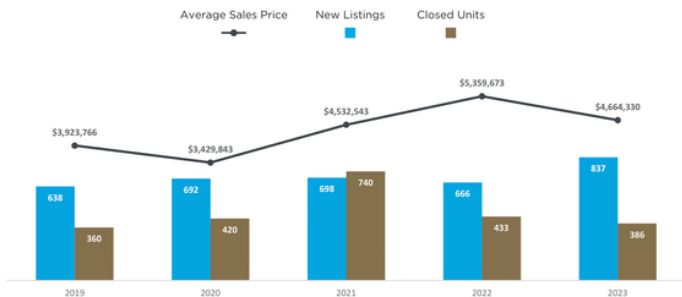
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# PORT ROYAL TO BONITA BEACH ROAD AREA

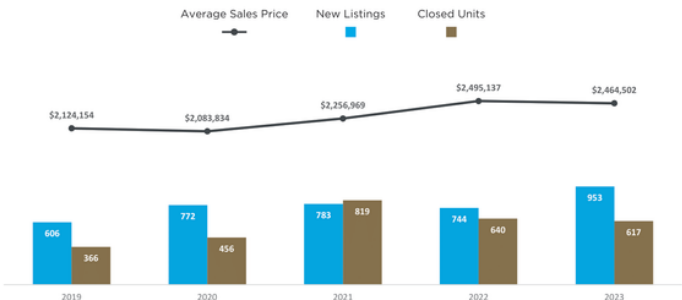
## YEAR-OVER-YEAR MARKET TRENDS

### Single-Family Properties



## YEAR-OVER-YEAR MARKET TRENDS

### Condominium Properties



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# COMMUNITY SNAPSHOT REPORT

## Single-Family Properties

Neighborhood	Active Listings	% Change	Closed Past 12 Months	% Change	Months Of Supply	% Change	Average Closed Price	% Change
Aqualane Shores	22	47%	13	-32%	11.1	164%	\$9,522,885	6%
Bonita Bay	11	38%	46	-4%	3.3	230%	\$2,198,234	1%
Collier's Reserve	2	0%	12	0%	1.8	157%	\$2,598,333	21%
Grey Oaks	11	-21%	40	14%	3.8	81%	\$4,186,512	-13%
Isles of Collier Preserve	13	-7%	50	32%	6.5	333%	\$2,114,363	-5%
Kensington	2	100%	19	19%	1.0	67%	\$1,685,079	45%
Lely Resort	15	-53%	95	-4%	2.6	53%	\$1,359,058	6%
Mediterra	6	-60%	33	-25%	4.0	122%	\$3,702,479	11%
Monterey	1	-67%	17	0%	2.2	144%	\$1,459,559	13%
Naples Park	92	20%	112	-50%	7.4	208%	\$1,088,951	16%
Naples Reserve	17	21%	58	-12%	4.5	246%	\$1,344,231	12%
Olde Naples	29	45%	49	-13%	8.1	146%	\$7,254,163	-2%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	48	7%	93	22%	7.9	84%	\$3,678,442	-12%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	22	0%	29	4%	11.3	88%	\$4,929,228	-28%
Pelican Bay	20	150%	37	-3%	6.0	300%	\$3,977,317	-15%
Pelican Landing	10	150%	40	-13%	2.1	110%	\$1,391,538	-1%
Pelican Marsh	10	67%	32	-11%	3.0	233%	\$2,104,266	3%
Pine Ridge	19	19%	25	9%	6.7	40%	\$6,066,080	26%
Port Royal	24	71%	20	-20%	10.7	215%	\$17,437,500	-11%
Quail Creek	8	-27%	17	-41%	3.1	55%	\$2,341,400	11%
Quail West	11	-8%	32	-30%	5.2	206%	\$4,574,471	19%
Royal Harbor	16	33%	21	-16%	7.8	105%	\$4,253,525	-19%
The Colony At Pelican Landing	2	-	9	29%	0.9	200%	\$2,540,556	10%
Tiburon	5	400%	7	-22%	3.1	417%	\$4,205,714	44%
Vanderbilt Beach	22	47%	14	-39%	13.3	329%	\$3,707,143	-6%
Vineyards	9	-18%	66	14%	1.8	13%	\$1,295,280	11%

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# COMMUNITY SNAPSHOT REPORT

## Condominiums

Neighborhood	Active Listings	% Change	Closed Past 12 Months	% Change	Months Of Supply	% Change	Average Closed Price	% Change
Bonita Bay	35	84%	116	-24%	3.6	260%	\$2,007,581	69%
Grey Oaks	3	-	8	-47%	0.5	-17%	\$2,233,625	26%
Isles of Collier Preserve	12	100%	47	18%	3.6	227%	\$865,810	-10%
Kensington	2	-	16	-6%	1.5	150%	\$791,844	11%
Lely Resort	25	-14%	128	-35%	2.8	211%	\$569,723	11%
Mediterra	4	-33%	9	-59%	2.3	92%	\$1,641,111	38%
Olde Naples	42	24%	95	-29%	4.7	135%	\$1,784,024	18%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	38	58%	73	-22%	6.1	336%	\$662,058	4%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	95	79%	186	-35%	5.2	300%	\$2,317,773	4%
Pelican Bay	75	114%	248	-18%	3.4	325%	\$1,918,006	7%
Pelican Landing	7	250%	59	4%	1.7	183%	\$589,729	11%
Pelican Marsh	9	50%	65	3%	1.5	114%	\$801,277	8%
The Dunes of Naples	2	100%	6	-73%	1.7	325%	\$369,083	0%
Tiburon	3	-50%	27	-10%	2.6	189%	\$1,520,889	30%
Vanderbilt Beach	46	100%	41	-63%	8.0	471%	\$1,459,973	8%
Vineyards	12	-29%	81	-28%	1.9	90%	\$694,951	17%

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# SOUTHWEST FLORIDA COMMUNITY GUIDE

- *City of Naples*
- *North Naples (North of Pine Ridge Road)*
- *South Naples (South of Pine Ridge Road)*
- *Bonita Springs*

## KEY

### GOLF COURSE

18 holes	18
27 holes	27
36 holes	36
54 holes	54
90 holes	90

### PRICE RANGE

Dominant price less than \$1M	\$
Dominant price \$1M to \$2M	\$\$
Dominant price over \$2M	\$\$\$

Neighborhood	Single-Family	Condominium	Golf Course	Boating*	Clubhouse	Tennis	Gated**	Price Range
<b>AQUALANE SHORES</b> <i>City of Naples</i>	•			•				\$\$\$
<b>BONITA BAY</b> <i>Bonita Springs</i>	•	•	90		•	•	•	\$\$
<b>COLLIER'S RESERVE</b> <i>North Naples</i>	•		18		•	•	•	\$\$\$
<b>GREY OAKS</b> <i>South Naples &amp; City of Naples</i>	•	•	54		•	•	•	\$\$\$
<b>ISLE OF COLLIER PRESERVE</b> <i>South Naples</i>	•	•		•	•	•	•	\$\$
<b>KENSINGTON</b> <i>South Naples</i>	•	•	18		•	•	•	\$\$
<b>LELY RESORT</b> <i>South Naples</i>	•	•	54		•	•	•	\$
<b>MEDITERRA</b> <i>North Naples</i>	•	•	36		•	•	•	\$\$\$
<b>MONTEREY</b> <i>North Naples</i>	•				•	•	•	\$\$
<b>MOORINGS &amp; COQUINA SANDS</b> <i>City of Naples</i>	•	•	18		•	•		\$\$\$

\*Many properties are boating oriented (have a dock or has a community dock/marina). \*\*May or may not be manned by a security guard.

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Neighborhood	Single-Family	Condominium	Golf Course	Boating*	Clubhouse	Tennis	Gated**	Price Range
<b>NAPLES PARK</b> <i>North Naples</i>	●							\$\$
<b>NAPLES RESERVE</b> <i>South Naples</i>	●	●		●	●	●	●	\$
<b>OLD NAPLES</b> <i>City of Naples</i>	●	●						\$\$\$
<b>PARK SHORE</b> <i>City of Naples</i>	●	●		●				\$\$\$
<b>PELICAN BAY</b> <i>North Naples</i>	●	●	27		●	●	●	\$\$\$
<b>PELICAN LANDING</b> <i>Bonita Springs</i>	●	●	36	●	●	●	●	\$
<b>PELICAN MARSH</b> <i>North Naples</i>	●	●	18		●	●	●	\$\$
<b>PINE RIDGE</b> <i>North Naples</i>	●	●						\$\$\$
<b>PORT ROYAL</b> <i>City of Naples</i>	●			●	●	●		\$\$\$
<b>QUAIL CREEK</b> <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
<b>QUAIL WEST</b> <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
<b>ROYAL HARBOR</b> <i>City of Naples</i>	●			●				\$\$\$
<b>THE COLONY AT PELICAN LANDING</b> <i>Bonita Springs</i>	●	●	18	●	●	●	●	\$\$
<b>THE DUNES OF NAPLES</b> <i>North Naples</i>		●			●	●	●	\$\$\$
<b>TIBURON GOLF CLUB</b> <i>North Naples</i>	●	●	36		●	●	●	\$\$
<b>VANDERBILT BEACH AREA</b> <i>North Naples</i>	●	●		●		●	●	\$\$\$
<b>VINEYARDS</b> <i>North Naples</i>	●	●	36		●	●	●	\$

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