

# Naples Area Market Report



## December 2023

According to the December 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 increased 45.9 percent to 3,949 properties from 2,706 properties in December 2022. The report showed consistent monthly increases in inventory during the year, which means more options for buyers in 2024; especially in the condominium market, which reported a 78.7 percent increase in inventory. However, according to broker analysts reviewing the December report, the housing market faced several challenges in 2023: rising interest rates, rising insurance rates, and rising inflation. Brokers also point to increased personal travel in 2023 as another reason home sales lagged in 2023. As a result, closed sales in 2023 decreased 13.6 percent to 8,816 closed sales from 10,206 closed sales in 2022.

Despite the challenges, there were seven months in 2023 when new listings increased more than new listings reported in comparative months in 2022. For December, new listings increased 12.1 percent to 892 new listings from 796 new listings in December 2022. Interestingly, unlike other industries that experience a reduction in price when supply increases, the Naples area housing market enjoyed a 9.7 percent increase in overall median closed price in December to \$631,000 from \$575,000 in December 2022. In comparison, according to the National Association of Realtors, the median existing-home price in the U.S. increased 4.4 percent in December to \$382,000 from \$366,000 in December 2022.

The Immokalee/Ave Maria area was the only geographic area tracked by NABOR® that reported an increase in single family home closed sales (+34.1 percent). Conversely, the report indicated a 24.8 percent decrease in closed sales for single family homes nearest the beach. Rapid market advancement stopped in early 2022. On average, it takes 12 to 24 months for the market to readjust. What we are seeing now are more sellers accepting that this phase is over. And that's why there was a 29.6 percent increase in the number of price decreases reported in 2023.

## Quick Facts

<b>- 16.0%</b>	<b>+ 9.7%</b>	<b>+ 45.9%</b>
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
<b>- 4.1%</b>	<b>- 12.3%</b>	<b>- 11.1%</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

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.

Current as of January 10, 2024. All data from Southwest Florida MLS. Report © 2024 ShowingTime.

# 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	12-2022	12-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		796	<b>892</b>	+ 12.1%	13,641	<b>13,267</b>	- 2.7%
<b>Total Sales</b>		656	<b>551</b>	- 16.0%	10,206	<b>8,816</b>	- 13.6%
<b>Days on Market Until Sale</b>		49	<b>59</b>	+ 20.4%	27	<b>54</b>	+ 100.0%
<b>Median Closed Price</b>		\$575,000	<b>\$631,000</b>	+ 9.7%	\$575,000	<b>\$600,000</b>	+ 4.3%
<b>Average Closed Price</b>		\$1,073,125	<b>\$1,130,900</b>	+ 5.4%	\$1,008,652	<b>\$1,023,836</b>	+ 1.5%
<b>Percent of List Price Received</b>		96.3%	<b>95.9%</b>	- 0.4%	99.0%	<b>96.2%</b>	- 2.8%
<b>Pending Listings</b>		<b>682</b>	<b>583</b>	- 14.5%	<b>12,106</b>	<b>10,912</b>	- 9.9%
<b>Inventory of Homes for Sale</b>		2,706	<b>3,949</b>	+ 45.9%	—	—	—
<b>Months Supply of Inventory</b>		3.2	<b>5.4</b>	+ 68.8%	—	—	—

# 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	12-2022	12-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		413	<b>429</b>	+ 3.9%	7,278	<b>6,767</b>	- 7.0%
<b>Total Sales</b>		344	<b>300</b>	- 12.8%	5,019	<b>4,461</b>	- 11.1%
<b>Days on Market Until Sale</b>		57	<b>59</b>	+ 3.5%	32	<b>58</b>	+ 81.3%
<b>Median Closed Price</b>		\$730,000	<b>\$750,000</b>	+ 2.7%	\$740,000	<b>\$735,000</b>	- 0.7%
<b>Average Closed Price</b>		\$1,421,411	<b>\$1,339,543</b>	- 5.8%	\$1,307,033	<b>\$1,264,076</b>	- 3.3%
<b>Percent of List Price Received</b>		95.7%	<b>96.0%</b>	+ 0.3%	98.2%	<b>96.0%</b>	- 2.2%
<b>Pending Listings</b>		<b>386</b>	<b>296</b>	- 23.3%	<b>6,076</b>	<b>5,558</b>	- 8.5%
<b>Inventory of Homes for Sale</b>		1,640	<b>2,044</b>	+ 24.6%	—	—	—
<b>Months Supply of Inventory</b>		3.9	<b>5.5</b>	+ 41.0%	—	—	—

# Condo Market Overview



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

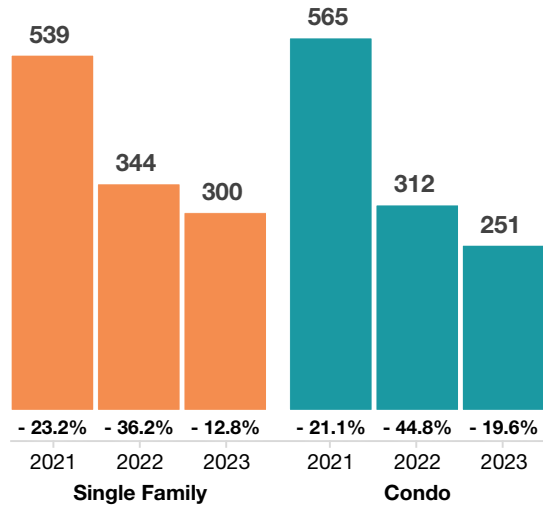
Key Metrics	Historical Sparkbars	12-2022	12-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		383	463	+ 20.9%	6,363	6,500	+ 2.2%
<b>Total Sales</b>		312	251	- 19.6%	5,187	4,355	- 16.0%
<b>Days on Market Until Sale</b>		39	59	+ 51.3%	21	50	+ 138.1%
<b>Median Closed Price</b>		\$459,500	\$525,000	+ 14.3%	\$455,000	\$485,000	+ 6.6%
<b>Average Closed Price</b>		\$689,118	\$881,525	+ 27.9%	\$719,995	\$777,913	+ 8.0%
<b>Percent of List Price Received</b>		97.0%	95.9%	- 1.1%	99.7%	96.5%	- 3.2%
<b>Pending Listings</b>		296	287	- 3.0%	6,030	5,354	- 11.2%
<b>Inventory of Homes for Sale</b>		1,066	1,905	+ 78.7%	—	—	—
<b>Months Supply of Inventory</b>		2.5	5.2	+ 108.0%	—	—	—

# Overall Closed Sales

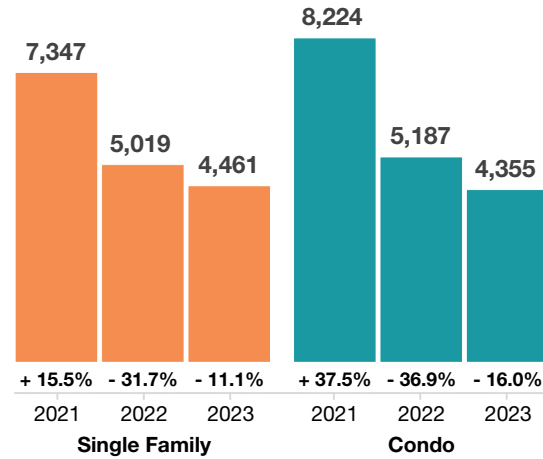
A count of the actual sales that closed in a given month.



## December

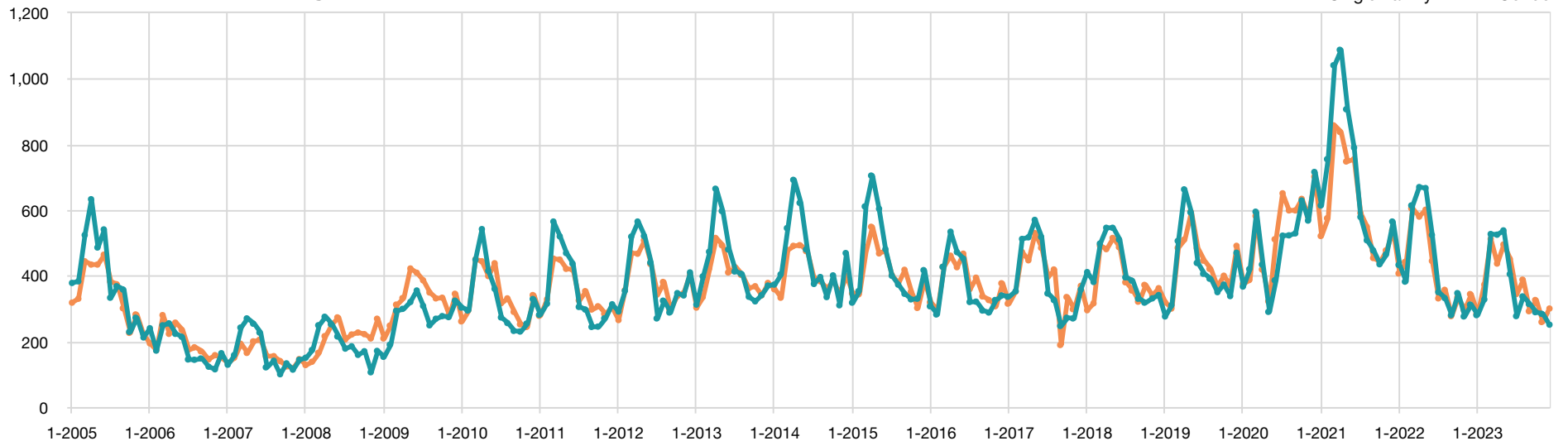


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%	525	- 21.6%
May-2023	495	- 17.6%	538	- 19.3%
Jun-2023	451	+ 1.3%	405	- 22.7%
Jul-2023	344	+ 3.9%	277	- 20.9%
Aug-2023	388	+ 8.7%	337	+ 1.5%
Sep-2023	292	+ 5.4%	314	+ 12.1%
Oct-2023	326	- 2.4%	289	- 16.7%
Nov-2023	259	- 12.5%	284	+ 2.9%
<b>Dec-2023</b>	<b>300</b>	<b>- 12.8%</b>	<b>251</b>	<b>- 19.6%</b>
12-Month Avg	372	- 11.0%	363	- 16.0%

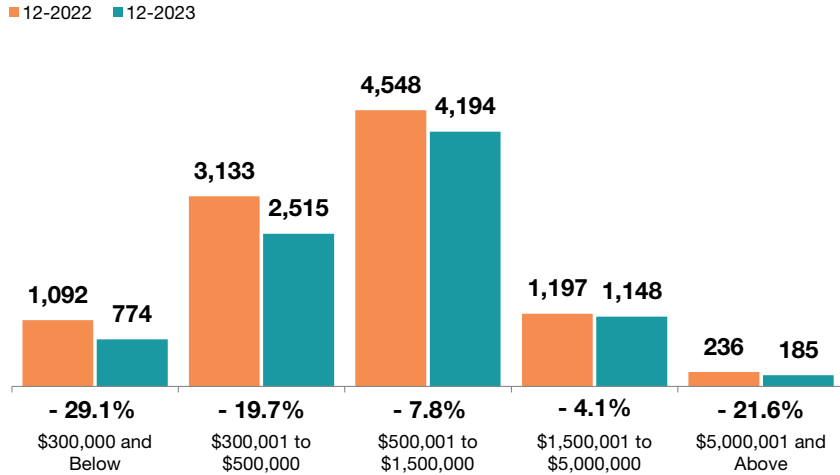
## Overall Closed Sales by Month



# 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.

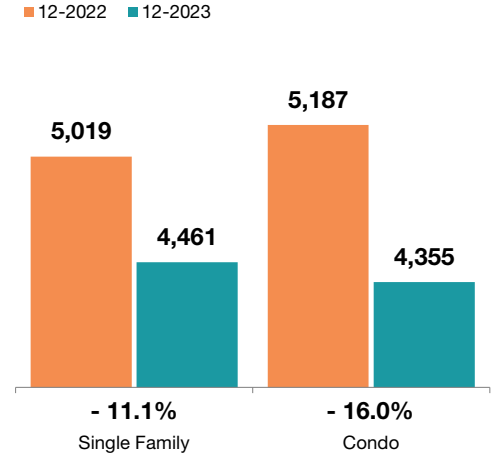
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	12-2022	12-2023	Change
\$300,000 and Below	1,092	774	- 29.1%
\$300,001 to \$500,000	3,133	2,515	- 19.7%
\$500,001 to \$1,500,000	4,548	4,194	- 7.8%
\$1,500,001 to \$5,000,000	1,197	1,148	- 4.1%
\$5,000,001 and Above	236	185	- 21.6%
<b>All Price Ranges</b>	<b>10,206</b>	<b>8,816</b>	<b>- 13.6%</b>

### Single Family

12-2022	12-2023	Change
237	227	- 4.2%
978	770	- 21.3%
2,838	2,587	- 8.8%
766	724	- 5.5%
200	153	- 23.5%
<b>5,019</b>	<b>4,461</b>	<b>- 11.1%</b>

### Condo

12-2022	12-2023	Change
855	547	- 36.0%
2155	1745	- 19.0%
1710	1607	- 6.0%
431	424	- 1.6%
36	32	- 11.1%
<b>5,187</b>	<b>4,355</b>	<b>- 16.0%</b>

## By Bedroom Count

By Bedroom Count	12-2022	12-2023	Change
1 Bedroom or Fewer	170	141	- 17.1%
2 Bedrooms	3,605	3,056	- 15.2%
3 Bedrooms	4,718	4,136	- 12.3%
4 Bedrooms or More	1,691	1,459	- 13.7%
<b>All Bedroom Counts</b>	<b>10,206</b>	<b>8,816</b>	<b>- 13.6%</b>

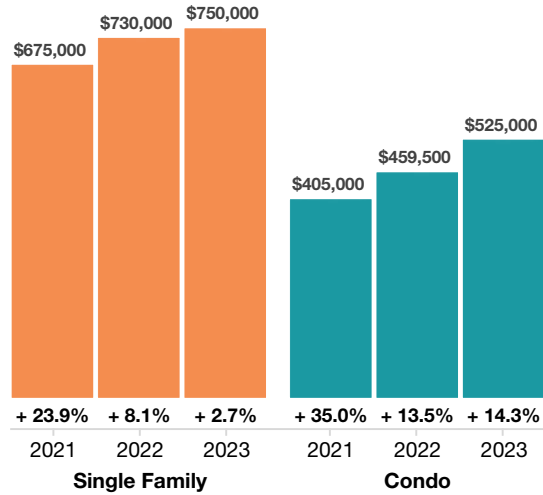
12-2022	12-2023	Change	12-2022	12-2023	Change
24	29	+ 20.8%	146	112	- 23.3%
537	547	+ 1.9%	3,068	2,509	- 18.2%
2,863	2,508	- 12.4%	1,855	1,628	- 12.2%
1,592	1,371	- 13.9%	99	88	- 11.1%
<b>5,019</b>	<b>4,461</b>	<b>- 11.1%</b>	<b>5,187</b>	<b>4,355</b>	<b>- 16.0%</b>

# Overall Median Closed Price

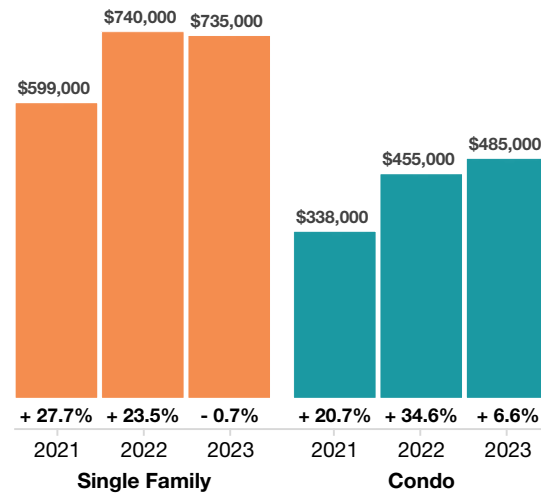
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



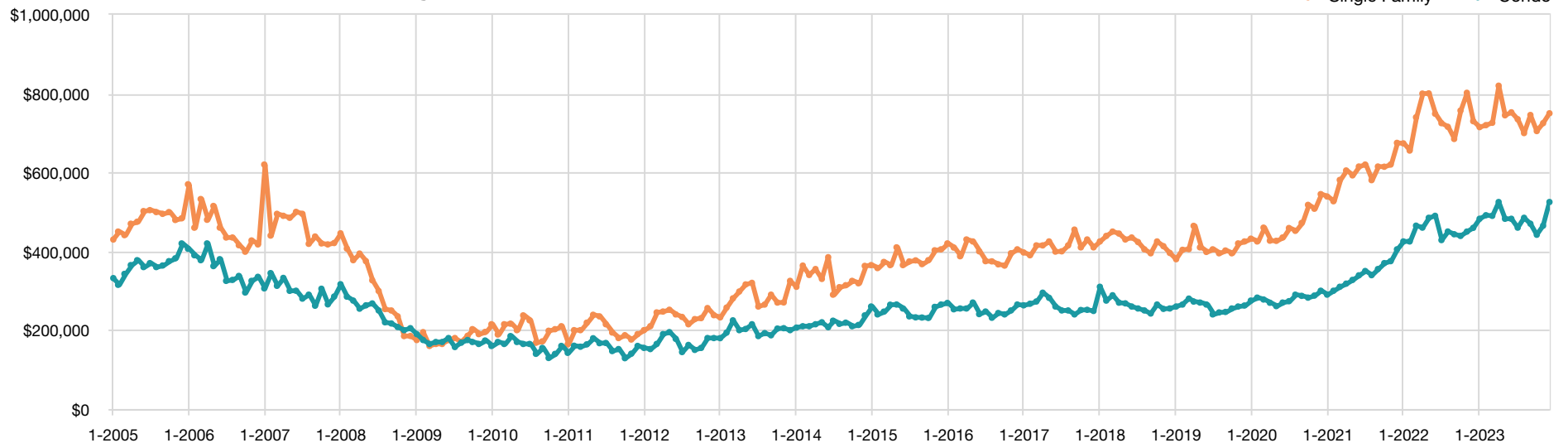
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	\$752,500	+ 0.5%	\$482,500	- 1.5%
Jul-2023	\$735,000	+ 1.4%	\$460,000	+ 7.4%
Aug-2023	\$699,900	- 2.2%	\$485,000	+ 7.7%
Sep-2023	\$745,693	+ 8.9%	\$470,000	+ 6.0%
Oct-2023	\$705,000	- 6.9%	\$442,000	+ 0.7%
Nov-2023	\$725,000	- 9.6%	\$465,000	+ 3.3%
<b>Dec-2023</b>	<b>\$750,000</b>	<b>+ 2.7%</b>	<b>\$525,000</b>	<b>+ 14.3%</b>
12-Month Avg*	\$735,000	- 0.7%	\$485,000	+ 6.6%

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

## Overall Median Closed Price by Month

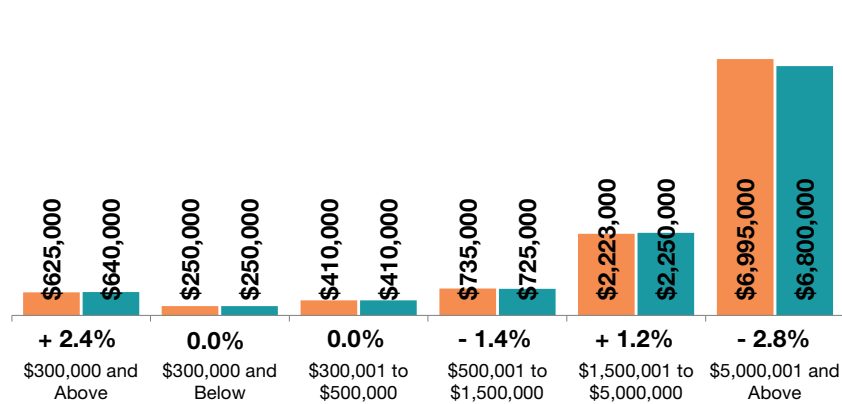


# Overall Median Closed Price by Price Range

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

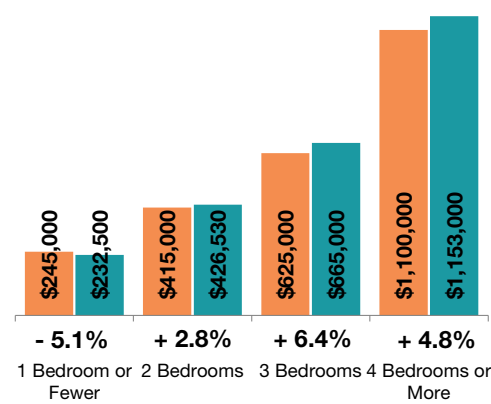
## By Price Range

12-2022 12-2023



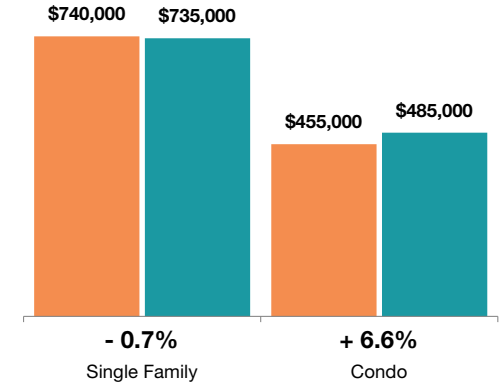
## By Bedroom Count

12-2022 12-2023



## By Property Type

12-2022 12-2023



### All Properties

By Price Range	12-2022	12-2023	Change
\$300,000 and Above	\$625,000	\$640,000	+ 2.4%
\$300,000 and Below	\$250,000	\$250,000	0.0%
\$300,001 to \$500,000	\$410,000	\$410,000	0.0%
\$500,001 to \$1,500,000	\$735,000	\$725,000	- 1.4%
\$1,500,001 to \$5,000,000	\$2,223,000	\$2,250,000	+ 1.2%
\$5,000,001 and Above	\$6,995,000	\$6,800,000	- 2.8%
<b>All Price Ranges</b>	<b>\$575,000</b>	<b>\$600,000</b>	<b>+ 4.3%</b>

### Single Family

	12-2022	12-2023	Change
	\$755,000	\$756,178	+ 0.2%
	\$200,000	\$199,500	- 0.2%
	\$430,000	\$434,950	+ 1.2%
	\$757,750	\$750,000	- 1.0%
	\$2,250,000	\$2,275,000	+ 1.1%
	\$7,000,000	\$6,775,000	- 3.2%
<b>All Single Family</b>	<b>\$740,000</b>	<b>\$735,000</b>	<b>- 0.7%</b>

### Condo

	12-2022	12-2023	Change
	\$500,000	\$525,808	+ 5.2%
	\$260,000	\$265,000	+ 1.9%
	\$400,000	\$400,000	0.0%
	\$675,000	\$689,000	+ 2.1%
	\$2,200,000	\$2,200,000	0.0%
	\$6,650,000	\$7,050,000	+ 6.0%
<b>All Condo</b>	<b>\$455,000</b>	<b>\$485,000</b>	<b>+ 6.6%</b>

## By Bedroom Count

	12-2022	12-2023	Change
1 Bedroom or Fewer	\$245,000	\$232,500	- 5.1%
2 Bedrooms	\$415,000	\$426,530	+ 2.8%
3 Bedrooms	\$625,000	\$665,000	+ 6.4%
4 Bedrooms or More	\$1,100,000	\$1,153,000	+ 4.8%
<b>All Bedroom Counts</b>	<b>\$575,000</b>	<b>\$600,000</b>	<b>+ 4.3%</b>

	12-2022	12-2023	Change
	\$117,000	\$155,000	+ 32.5%
	\$485,000	\$480,000	- 1.0%
	\$670,000	\$695,000	+ 3.7%
	\$1,100,000	\$1,125,000	+ 2.3%
	\$1,050,000	\$2,892,530	+ 175.5%
<b>All Single Family</b>	<b>\$740,000</b>	<b>\$735,000</b>	<b>- 0.7%</b>

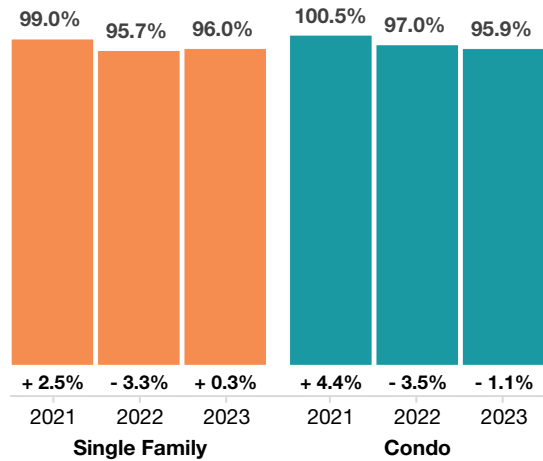


# Overall Percent of Current List Price Received

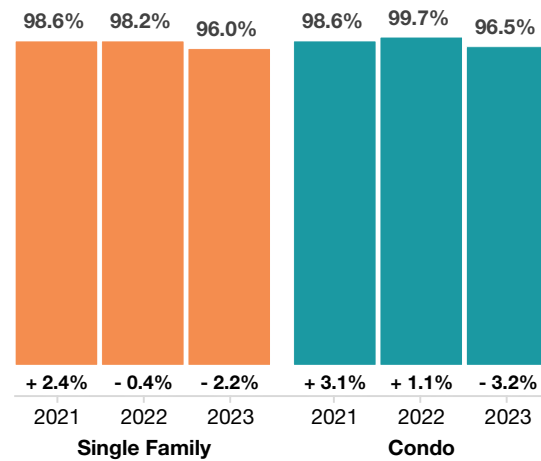


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## December



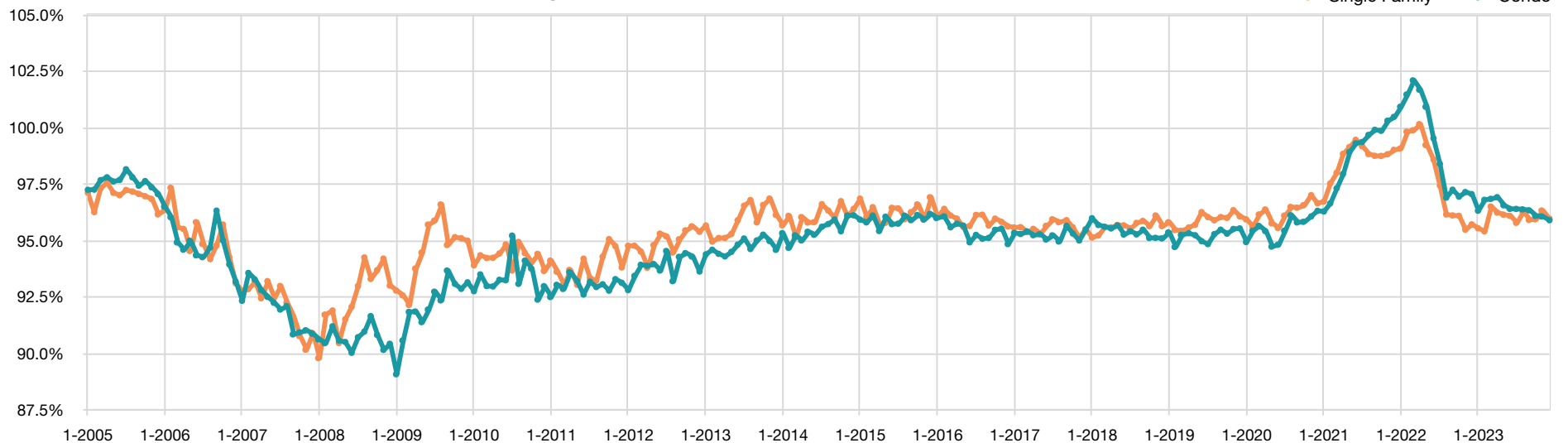
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%	96.4%	-0.5%
Sep-2023	95.9%	-0.2%	96.3%	-0.9%
Oct-2023	95.9%	-0.2%	96.1%	-0.8%
Nov-2023	96.3%	+0.8%	96.0%	-1.1%
<b>Dec-2023</b>	<b>96.0%</b>	<b>+0.3%</b>	<b>95.9%</b>	<b>-1.1%</b>
12-Month Avg*	96.0%	-2.2%	96.5%	-3.3%

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

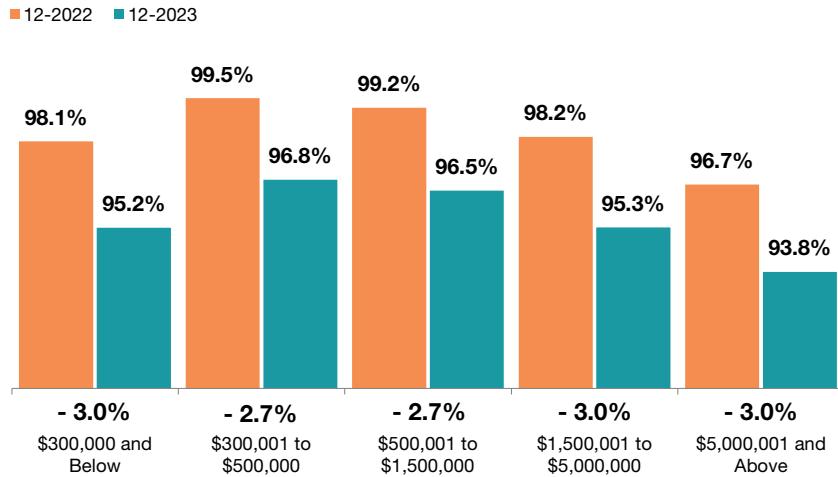
## Overall Percent of List Price Received by Month



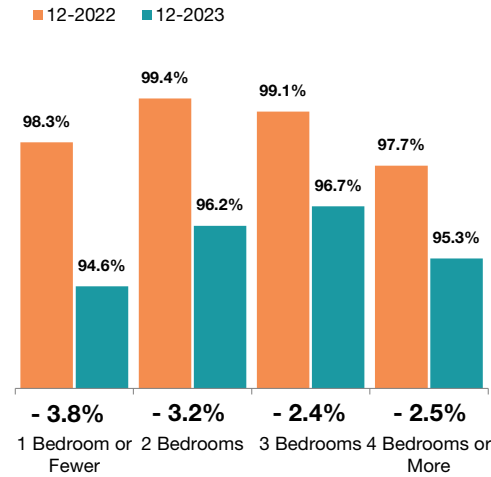
# Overall Percent of Current List Price by Price Range

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.

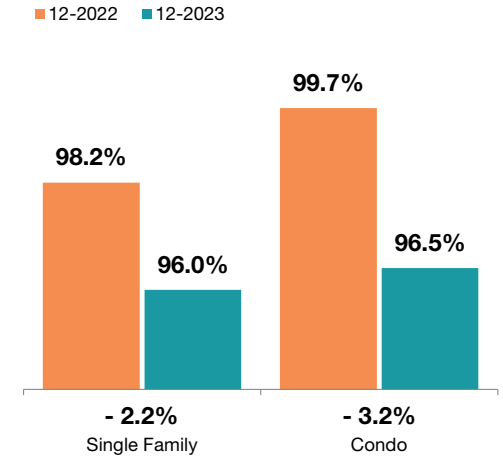
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	12-2022	12-2023	Change
\$300,000 and Below	98.1%	95.2%	- 3.0%
\$300,001 to \$500,000	99.5%	96.8%	- 2.7%
\$500,001 to \$1,500,000	99.2%	96.5%	- 2.7%
\$1,500,001 to \$5,000,000	98.2%	95.3%	- 3.0%
\$5,000,001 and Above	96.7%	93.8%	- 3.0%
<b>All Price Ranges</b>	<b>99.0%</b>	<b>96.2%</b>	<b>- 2.8%</b>

### Single Family

	12-2022	12-2023	Change
1 Bedroom or Fewer	96.0%	94.6%	- 1.5%
2 Bedrooms	98.3%	97.1%	- 1.2%
3 Bedrooms	98.6%	96.4%	- 2.2%
4 Bedrooms or More	97.8%	94.6%	- 3.3%
<b>All Single Family</b>	<b>98.2%</b>	<b>96.0%</b>	<b>- 2.2%</b>

### Condo

	12-2022	12-2023	Change
Single Family	98.6%	95.5%	- 3.1%
Condo	100.0%	96.7%	- 3.3%
Condo	100.1%	96.6%	- 3.5%
Condo	98.9%	96.3%	- 2.6%
Condo	98.0%	95.2%	- 2.9%
<b>All Condo</b>	<b>99.7%</b>	<b>96.5%</b>	<b>- 3.2%</b>

## By Bedroom Count

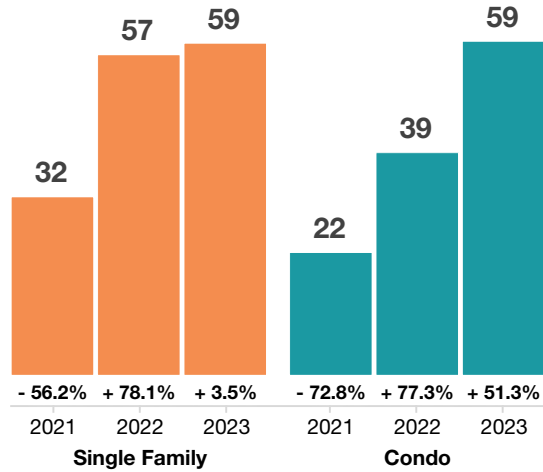
	12-2022	12-2023	Change
1 Bedroom or Fewer	98.3%	94.6%	- 3.8%
2 Bedrooms	99.4%	96.2%	- 3.2%
3 Bedrooms	99.1%	96.7%	- 2.4%
4 Bedrooms or More	97.7%	95.3%	- 2.5%
<b>All Bedroom Counts</b>	<b>99.0%</b>	<b>96.2%</b>	<b>- 2.8%</b>

	12-2022	12-2023	Change
1 Bedroom or Fewer	96.2%	92.4%	- 4.0%
2 Bedrooms	97.7%	95.2%	- 2.6%
3 Bedrooms	98.6%	96.7%	- 1.9%
4 Bedrooms or More	97.6%	95.2%	- 2.5%
<b>All Single Family</b>	<b>98.2%</b>	<b>96.0%</b>	<b>- 2.2%</b>

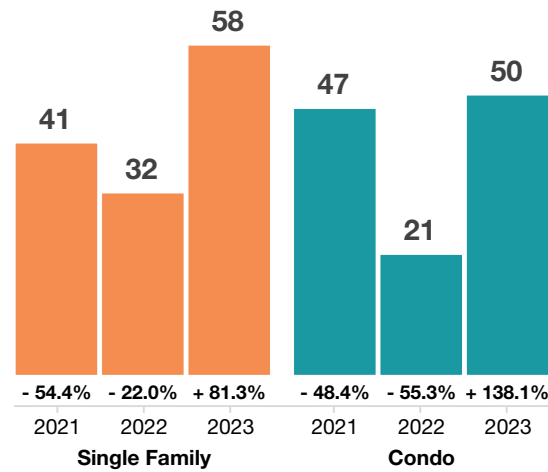
# Overall Days on Market Until Sale

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

## December



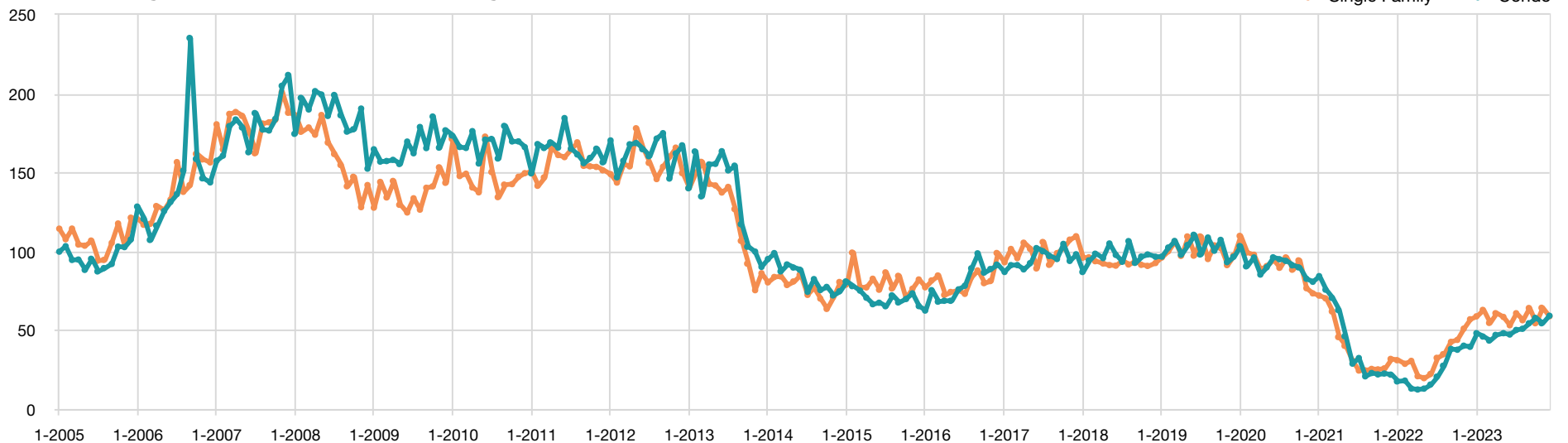
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%
Sep-2023	64	+ 48.8%	54	+ 42.1%
Oct-2023	54	+ 22.7%	58	+ 52.6%
Nov-2023	64	+ 25.5%	54	+ 35.0%
<b>Dec-2023</b>	<b>59</b>	<b>+ 3.5%</b>	<b>59</b>	<b>+ 51.3%</b>
12-Month Avg*	58	+ 81.5%	50	+ 132.3%

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

## Overall Days on Market Until Sale by Month

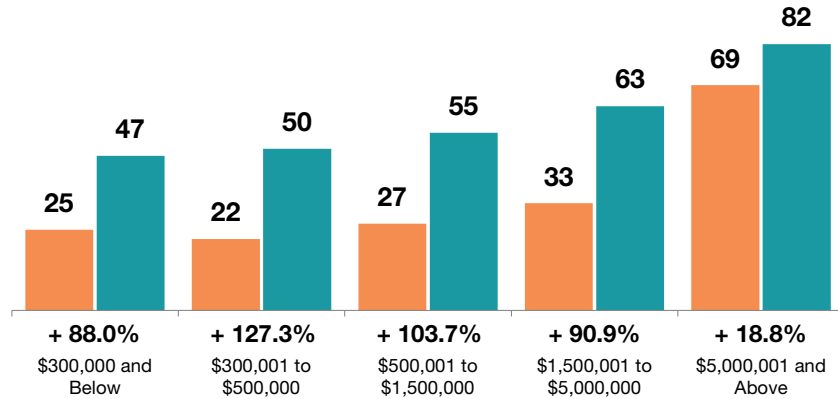


# Overall Days on Market Until Sale by Price Range

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

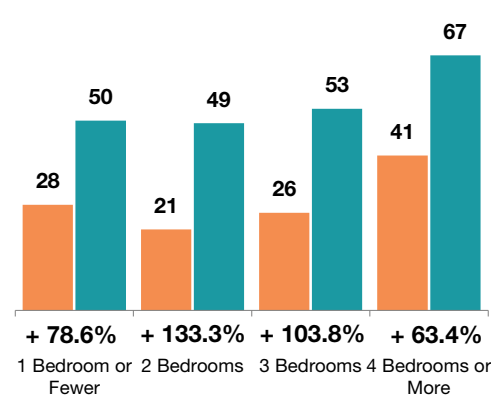
## By Price Range

12-2022 12-2023



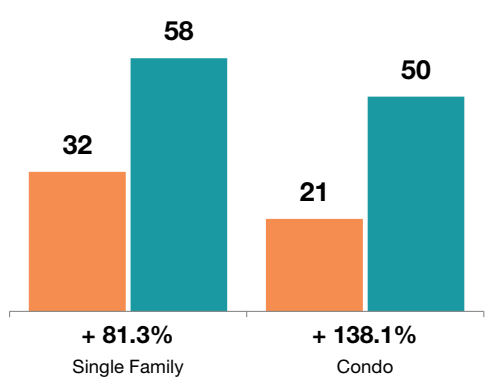
## By Bedroom Count

12-2022 12-2023



## By Property Type

12-2022 12-2023



## All Properties

### By Price Range

	12-2022	12-2023	Change
\$300,000 and Below	25	47	+ 88.0%
\$300,001 to \$500,000	22	50	+ 127.3%
\$500,001 to \$1,500,000	27	55	+ 103.7%
\$1,500,001 to \$5,000,000	33	63	+ 90.9%
\$5,000,001 and Above	69	82	+ 18.8%
<b>All Price Ranges</b>	<b>27</b>	<b>54</b>	<b>+ 100.0%</b>

## Single Family

	12-2022	12-2023	Change
1 Bedroom or Fewer	33	51	+ 54.5%
2 Bedrooms	29	52	+ 79.3%
3 Bedrooms	30	58	+ 93.3%
4 Bedrooms or More	35	63	+ 80.0%
<b>All Single Family</b>	<b>32</b>	<b>58</b>	<b>+ 81.3%</b>

## Condo

	12-2022	12-2023	Change
1 Bedroom or Fewer	22	46	+ 109.1%
2 Bedrooms	19	48	+ 152.6%
3 Bedrooms	21	49	+ 133.3%
4 Bedrooms or More	30	61	+ 103.3%
<b>All Condo</b>	<b>21</b>	<b>50</b>	<b>+ 138.1%</b>

### By Bedroom Count

	12-2022	12-2023	Change
1 Bedroom or Fewer	28	50	+ 78.6%
2 Bedrooms	21	49	+ 133.3%
3 Bedrooms	26	53	+ 103.8%
4 Bedrooms or More	41	67	+ 63.4%
<b>All Bedroom Counts</b>	<b>27</b>	<b>54</b>	<b>+ 100.0%</b>

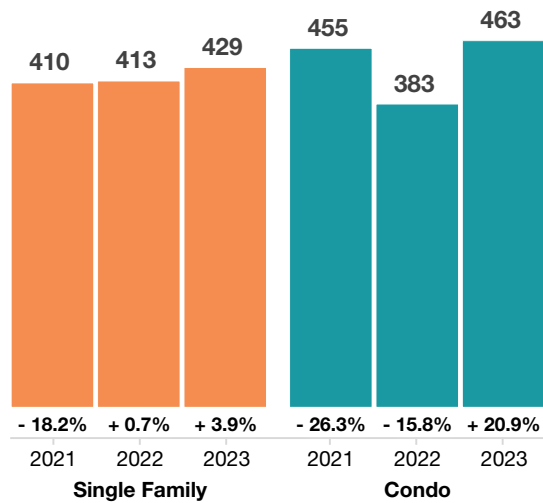
	12-2022	12-2023	Change
1 Bedroom or Fewer	68	52	- 23.5%
2 Bedrooms	25	51	+ 104.0%
3 Bedrooms	28	55	+ 96.4%
4 Bedrooms or More	41	68	+ 65.9%
<b>All Single Family</b>	<b>32</b>	<b>58</b>	<b>+ 81.3%</b>

	12-2022	12-2023	Change
1 Bedroom or Fewer	21	49	+ 133.0%
2 Bedrooms	21	49	+ 136.7%
3 Bedrooms	22	50	+ 134.0%
4 Bedrooms or More	40	51	+ 28.3%
<b>All Condo</b>	<b>21</b>	<b>50</b>	<b>+ 138.1%</b>

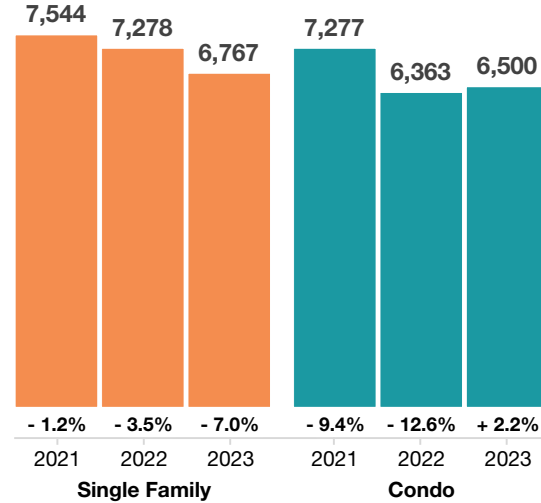
# Overall New Listings

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

## December

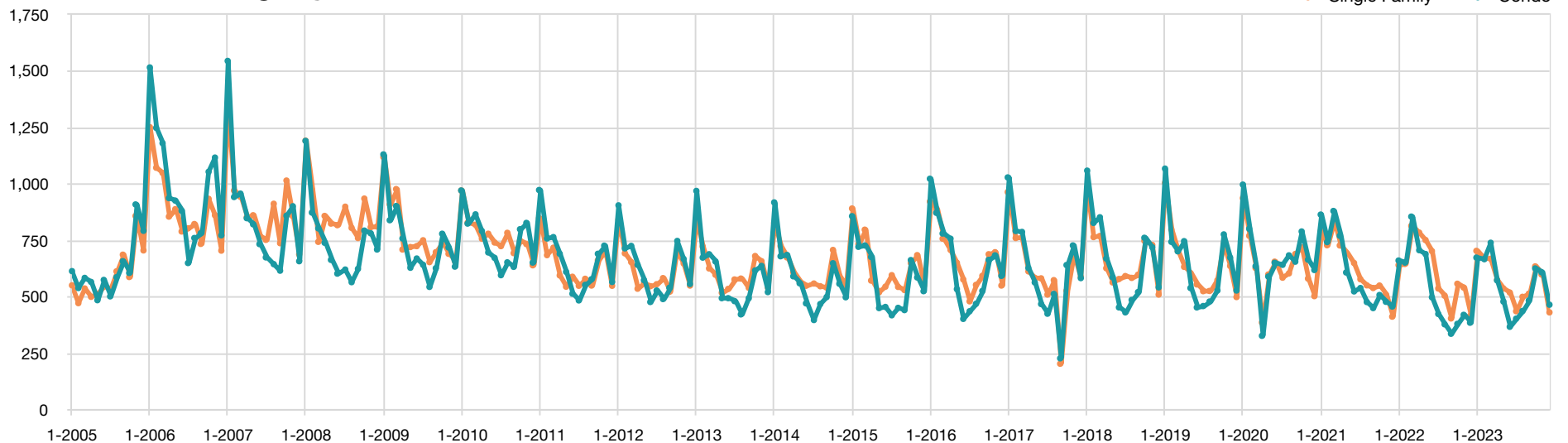


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2023	702	+ 9.9%	672	+ 2.0%
Feb-2023	669	+ 3.9%	665	+ 2.3%
Mar-2023	667	- 18.0%	738	- 13.6%
Apr-2023	574	- 26.7%	571	- 19.0%
May-2023	535	- 28.7%	477	- 30.7%
Jun-2023	517	- 26.2%	365	- 26.4%
Jul-2023	434	- 18.9%	401	- 5.0%
Aug-2023	498	- 1.0%	435	+ 15.7%
Sep-2023	512	+ 27.4%	482	+ 44.3%
Oct-2023	633	+ 13.8%	624	+ 65.1%
Nov-2023	597	+ 10.8%	607	+ 45.2%
<b>Dec-2023</b>	<b>429</b>	<b>+ 3.9%</b>	<b>463</b>	<b>+ 20.9%</b>
12-Month Avg	564	- 7.1%	542	+ 2.3%

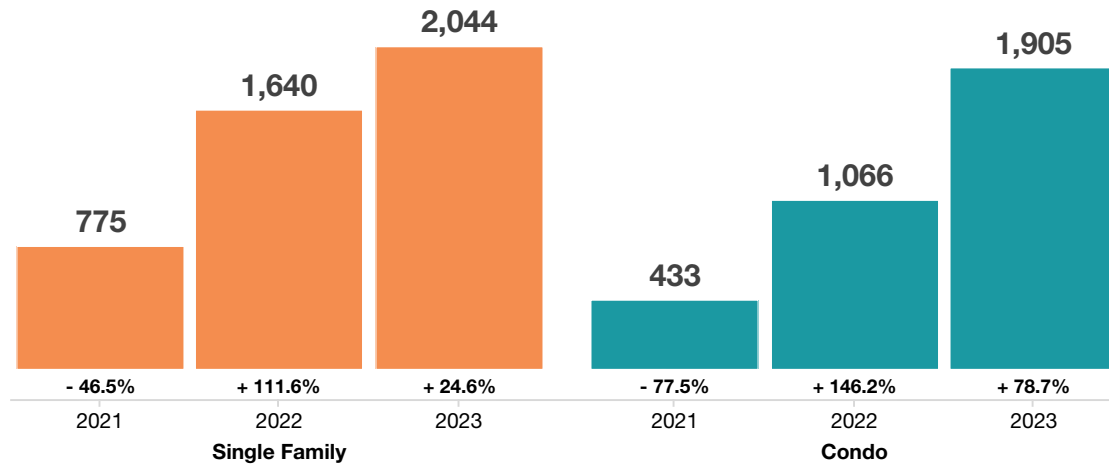
## Overall New Listings by Month



# Overall Inventory of Homes for Sale

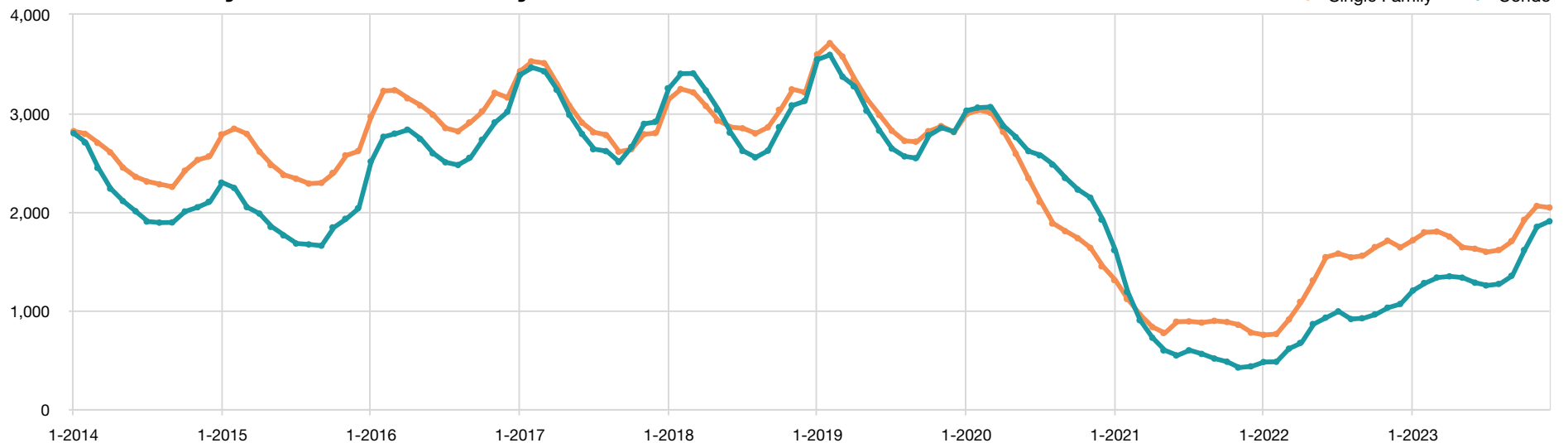
The number of properties available for sale in active status at the end of a given month.

## December



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2023	1,712	+ 127.7%	1,202	+ 152.0%
Feb-2023	1,793	+ 135.6%	1,278	+ 166.8%
Mar-2023	1,800	+ 98.0%	1,334	+ 118.0%
Apr-2023	1,748	+ 60.8%	1,346	+ 100.9%
May-2023	1,641	+ 25.8%	1,333	+ 54.6%
Jun-2023	1,626	+ 5.5%	1,282	+ 38.3%
Jul-2023	1,594	+ 1.1%	1,254	+ 26.5%
Aug-2023	1,613	+ 4.8%	1,269	+ 39.0%
Sep-2023	1,703	+ 9.5%	1,351	+ 46.7%
Oct-2023	1,920	+ 16.9%	1,613	+ 68.0%
Nov-2023	2,060	+ 20.6%	1,848	+ 79.8%
<b>Dec-2023</b>	<b>2,044</b>	<b>+ 24.6%</b>	<b>1,905</b>	<b>+ 78.7%</b>
12-Month Avg	1,771	+ 32.7%	1,418	+ 71.7%

## Overall Inventory of Homes for Sale by Month

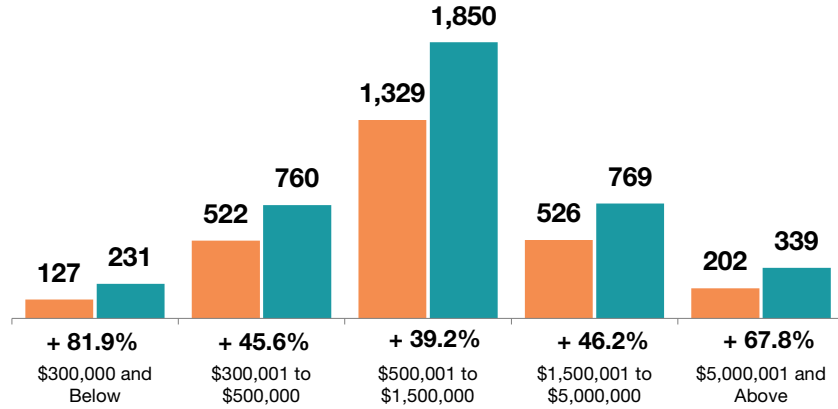


# Overall Inventory of Homes for Sale by Price Range

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

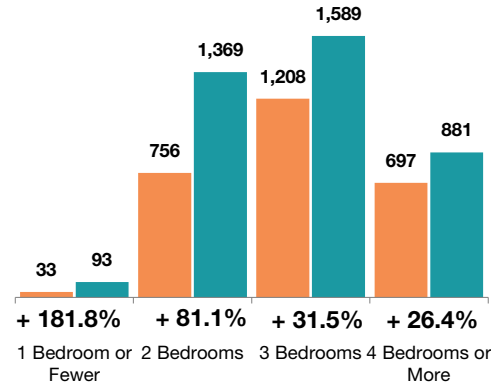
## By Price Range

12-2022 12-2023



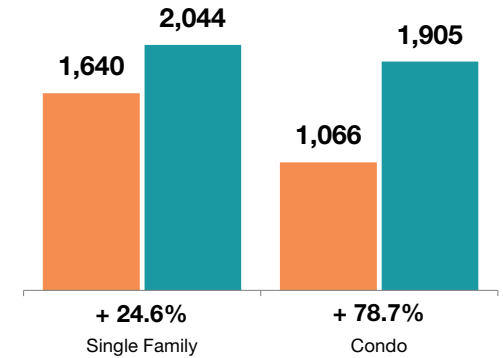
## By Bedroom Count

12-2022 12-2023



## By Property Type

12-2022 12-2023



### All Properties

By Price Range	12-2022	12-2023	Change
\$300,000 and Below	127	231	+ 81.9%
\$300,001 to \$500,000	522	760	+ 45.6%
\$500,001 to \$1,500,000	1,329	1,850	+ 39.2%
\$1,500,001 to \$5,000,000	526	769	+ 46.2%
\$5,000,001 and Above	202	339	+ 67.8%
<b>All Price Ranges</b>	<b>2,706</b>	<b>3,949</b>	<b>+ 45.9%</b>

### Single Family

12-2022	12-2023	Change	12-2022	12-2023	Change
54	82	+ 51.9%	73	149	+ 104.1%
165	140	- 15.2%	357	620	+ 73.7%
864	1,037	+ 20.0%	465	813	+ 74.8%
368	502	+ 36.4%	158	267	+ 69.0%
189	283	+ 49.7%	13	56	+ 330.8%
<b>1,640</b>	<b>2,044</b>	<b>+ 24.6%</b>	<b>1,066</b>	<b>1,905</b>	<b>+ 78.7%</b>

### Condo

By Bedroom Count	12-2022	12-2023	Change
1 Bedroom or Fewer	33	93	+ 181.8%
2 Bedrooms	756	1,369	+ 81.1%
3 Bedrooms	1,208	1,589	+ 31.5%
4 Bedrooms or More	697	881	+ 26.4%
<b>All Bedroom Counts</b>	<b>2,706</b>	<b>3,949</b>	<b>+ 45.9%</b>

12-2022	12-2023	Change	12-2022	12-2023	Change
7	22	+ 214.3%	26	71	+ 173.1%
146	244	+ 67.1%	610	1,125	+ 84.4%
808	942	+ 16.6%	400	647	+ 61.8%
675	829	+ 22.8%	22	52	+ 136.4%
<b>1,640</b>	<b>2,044</b>	<b>+ 24.6%</b>	<b>1,066</b>	<b>1,905</b>	<b>+ 78.7%</b>

# Listing and Sales Summary Report

## December 2023



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Dec-23	Dec-22	% Change	Dec-23	Dec-22	% Change	Dec-23	Dec-22	% Change	Dec-23	Dec-22	% Change
<b>Overall Naples Market*</b>	<b>\$631,000</b>	<b>\$575,000</b>	<b>+9.7%</b>	<b>551</b>	<b>656</b>	<b>-16.0%</b>	<b>3,949</b>	<b>2,706</b>	<b>+45.9%</b>	<b>59</b>	<b>49</b>	<b>+20.4%</b>
<b>Collier County</b>	<b>\$655,000</b>	<b>\$587,500</b>	<b>+11.5%</b>	<b>609</b>	<b>701</b>	<b>-13.1%</b>	<b>4,504</b>	<b>3,081</b>	<b>+46.2%</b>	<b>63</b>	<b>50</b>	<b>+26.0%</b>
Ave Maria	\$520,000	\$415,000	+25.3%	9	11	-18.2%	107	86	+24.4%	43	48	-10.4%
Central Naples	\$490,000	\$460,000	+6.5%	76	112	-32.1%	434	268	+61.9%	48	53	-9.4%
East Naples	\$615,000	\$559,900	+9.8%	149	165	-9.7%	888	718	+23.7%	61	50	+22.0%
Everglades City	--	--	--	0	0	--	9	9	0.0%	--	--	--
Immokalee	\$347,900	\$329,900	+5.5%	10	4	+150.0%	14	23	-39.1%	80	6	+1,233.3%
Immokalee / Ave Maria	\$375,000	\$392,000	-4.3%	19	15	+26.7%	121	109	+11.0%	62	37	+67.6%
Naples	\$650,000	\$580,000	+12.1%	533	642	-17.0%	3,829	2,597	+47.4%	59	49	+20.4%
Naples Beach	\$1,568,750	\$1,955,000	-19.8%	88	110	-20.0%	1,124	668	+68.3%	71	52	+36.5%
North Naples	\$777,500	\$660,500	+17.7%	126	145	-13.1%	758	508	+49.2%	50	45	+11.1%
South Naples	\$485,000	\$450,000	+7.8%	93	109	-14.7%	624	435	+43.4%	64	44	+45.5%
34102	\$2,285,000	\$2,791,250	-18.1%	28	30	-6.7%	377	231	+63.2%	68	52	+30.8%
34103	\$1,489,500	\$1,374,500	+8.4%	30	42	-28.6%	310	187	+65.8%	80	51	+56.9%
34104	\$385,000	\$474,500	-18.9%	29	48	-39.6%	171	125	+36.8%	53	56	-5.4%
34105	\$650,000	\$460,000	+41.3%	29	47	-38.3%	180	90	+100.0%	48	53	-9.4%
34108	\$1,137,500	\$1,655,000	-31.3%	30	38	-21.1%	437	250	+74.8%	64	55	+16.4%
34109	\$900,000	\$690,000	+30.4%	35	39	-10.3%	159	111	+43.2%	44	49	-10.2%
34110	\$750,000	\$660,250	+13.6%	49	50	-2.0%	311	195	+59.5%	64	45	+42.2%
34112	\$420,000	\$375,000	+12.0%	49	67	-26.9%	343	231	+48.5%	61	41	+48.8%
34113	\$572,000	\$589,950	-3.0%	44	42	+4.8%	281	204	+37.7%	68	50	+36.0%
34114	\$685,000	\$590,000	+16.1%	65	61	+6.6%	398	240	+65.8%	66	39	+69.2%
34116	\$482,000	\$439,000	+9.8%	18	17	+5.9%	83	53	+56.6%	43	45	-4.4%
34117	\$559,500	\$521,250	+7.3%	18	20	-10.0%	97	113	-14.2%	41	65	-36.9%
34119	\$752,500	\$662,500	+13.6%	42	56	-25.0%	288	202	+42.6%	40	42	-4.8%
34120	\$572,250	\$535,849	+6.8%	66	84	-21.4%	392	365	+7.4%	62	55	+12.7%
34137	--	--	--	0	0	--	1	0	--	--	--	--
34142	\$375,000	\$392,000	-4.3%	19	15	+26.7%	121	109	+11.0%	62	37	+67.6%

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



## Naples Beach

34102, 34103, 34108

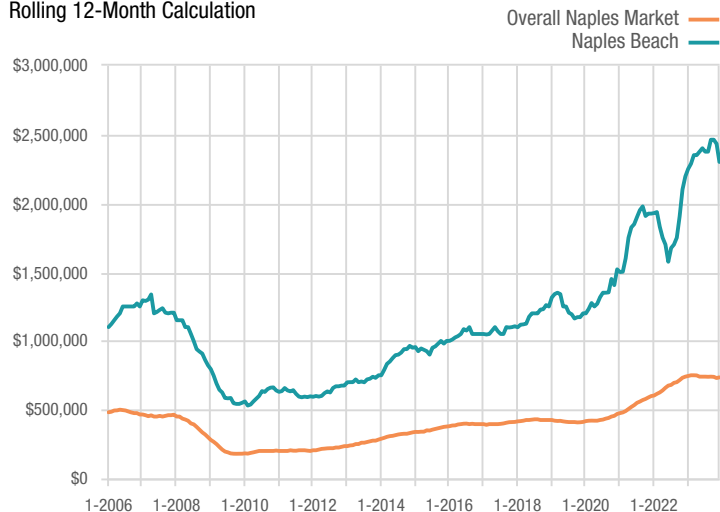
Single Family	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	81	73	- 9.9%	1,151	1,053	- 8.5%
Total Sales	54	31	- 42.6%	626	471	- 24.8%
Days on Market Until Sale	61	86	+ 41.0%	44	82	+ 86.4%
Median Closed Price*	\$2,737,517	\$1,750,000	- 36.1%	\$2,195,000	\$2,300,000	+ 4.8%
Average Closed Price*	\$4,180,556	\$2,806,242	- 32.9%	\$3,879,020	\$3,668,074	- 5.4%
Percent of List Price Received*	92.3%	92.8%	+ 0.5%	97.2%	92.8%	- 4.5%
Inventory of Homes for Sale	378	498	+ 31.7%	—	—	—
Months Supply of Inventory	7.2	12.7	+ 76.4%	—	—	—

Condo	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	91	119	+ 30.8%	1,358	1,676	+ 23.4%
Total Sales	56	57	+ 1.8%	1,068	919	- 14.0%
Days on Market Until Sale	44	62	+ 40.9%	25	57	+ 128.0%
Median Closed Price*	\$937,500	\$1,200,000	+ 28.0%	\$1,030,000	\$1,200,000	+ 16.5%
Average Closed Price*	\$1,552,121	\$1,952,580	+ 25.8%	\$1,562,216	\$1,653,807	+ 5.9%
Percent of List Price Received*	95.4%	94.8%	- 0.6%	99.0%	95.2%	- 3.8%
Inventory of Homes for Sale	290	626	+ 115.9%	—	—	—
Months Supply of Inventory	3.3	8.2	+ 148.5%	—	—	—

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

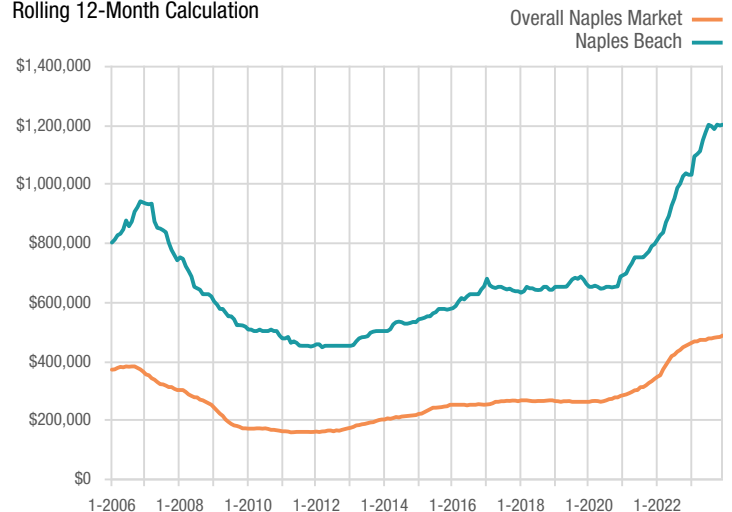
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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 – December 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## North Naples

34109, 34110, 34119

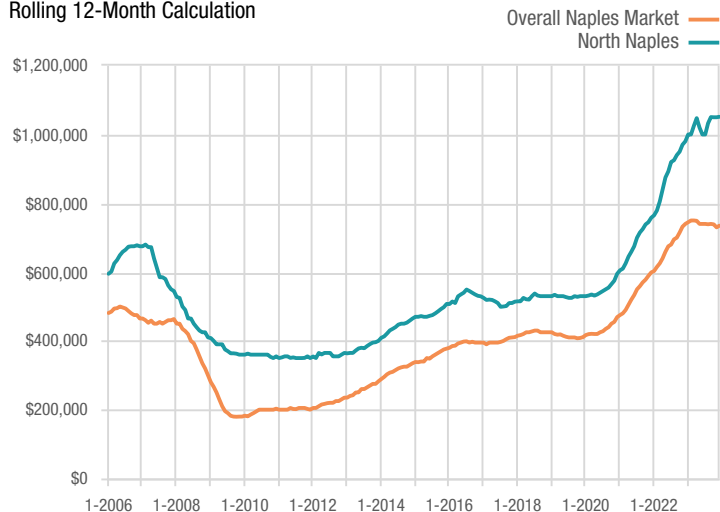
Single Family	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	78	<b>69</b>	- 11.5%	1,540	<b>1,427</b>	- 7.3%
Total Sales	64	<b>70</b>	+ 9.4%	1,134	<b>990</b>	- 12.7%
Days on Market Until Sale	55	<b>54</b>	- 1.8%	27	<b>53</b>	+ 96.3%
Median Closed Price*	\$1,000,000	<b>\$1,175,000</b>	+ 17.5%	\$980,000	<b>\$1,051,500</b>	+ 7.3%
Average Closed Price*	\$1,515,058	<b>\$1,819,606</b>	+ 20.1%	\$1,370,976	<b>\$1,499,429</b>	+ 9.4%
Percent of List Price Received*	94.9%	<b>94.5%</b>	- 0.4%	98.6%	<b>95.8%</b>	- 2.8%
Inventory of Homes for Sale	276	<b>343</b>	+ 24.3%	—	—	—
Months Supply of Inventory	2.9	<b>4.2</b>	+ 44.8%	—	—	—

Condo	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	105	<b>117</b>	+ 11.4%	1,720	<b>1,652</b>	- 4.0%
Total Sales	81	<b>56</b>	- 30.9%	1,446	<b>1,153</b>	- 20.3%
Days on Market Until Sale	37	<b>45</b>	+ 21.6%	19	<b>44</b>	+ 131.6%
Median Closed Price*	\$460,000	<b>\$475,500</b>	+ 3.4%	\$459,450	<b>\$490,000</b>	+ 6.6%
Average Closed Price*	\$630,094	<b>\$700,170</b>	+ 11.1%	\$622,127	<b>\$697,881</b>	+ 12.2%
Percent of List Price Received*	97.4%	<b>96.0%</b>	- 1.4%	100.4%	<b>96.9%</b>	- 3.5%
Inventory of Homes for Sale	232	<b>415</b>	+ 78.9%	—	—	—
Months Supply of Inventory	1.9	<b>4.3</b>	+ 126.3%	—	—	—

\* 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.

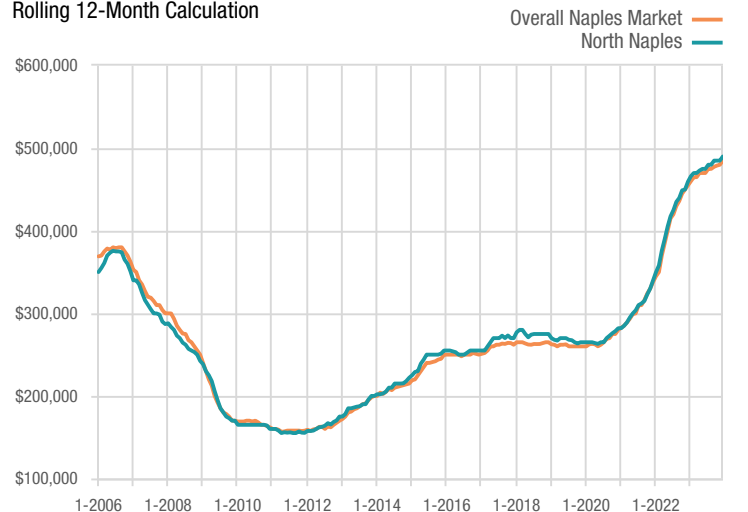
### Median Closed Price - Single Family

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.

# Local Market Update – December 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## Central Naples

34104, 34105, 34116

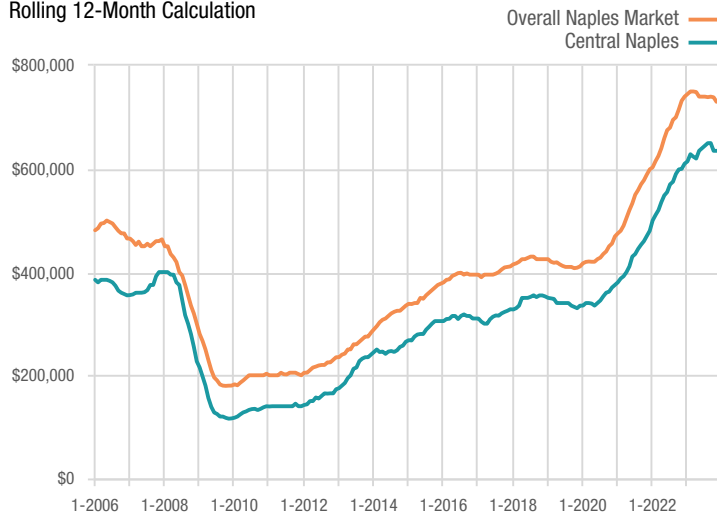
Single Family	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	43	<b>51</b>	+ 18.6%	953	<b>814</b>	- 14.6%
Total Sales	51	<b>47</b>	- 7.8%	733	<b>573</b>	- 21.8%
Days on Market Until Sale	62	<b>39</b>	- 37.1%	29	<b>45</b>	+ 55.2%
Median Closed Price*	\$630,000	<b>\$610,000</b>	- 3.2%	\$610,000	<b>\$635,000</b>	+ 4.1%
Average Closed Price*	\$844,046	<b>\$1,304,443</b>	+ 54.5%	\$925,798	<b>\$1,010,332</b>	+ 9.1%
Percent of List Price Received*	95.5%	<b>97.1%</b>	+ 1.7%	98.1%	<b>96.2%</b>	- 1.9%
Inventory of Homes for Sale	148	<b>216</b>	+ 45.9%	—	—	—
Months Supply of Inventory	2.4	<b>4.5</b>	+ 87.5%	—	—	—

Condo	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	50	<b>60</b>	+ 20.0%	1,004	<b>870</b>	- 13.3%
Total Sales	61	<b>29</b>	- 52.5%	857	<b>626</b>	- 27.0%
Days on Market Until Sale	46	<b>63</b>	+ 37.0%	21	<b>41</b>	+ 95.2%
Median Closed Price*	\$364,000	<b>\$370,000</b>	+ 1.6%	\$340,000	<b>\$355,000</b>	+ 4.4%
Average Closed Price*	\$374,994	<b>\$439,666</b>	+ 17.2%	\$395,391	<b>\$406,110</b>	+ 2.7%
Percent of List Price Received*	96.5%	<b>95.0%</b>	- 1.6%	99.8%	<b>96.6%</b>	- 3.2%
Inventory of Homes for Sale	120	<b>218</b>	+ 81.7%	—	—	—
Months Supply of Inventory	1.7	<b>4.2</b>	+ 147.1%	—	—	—

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

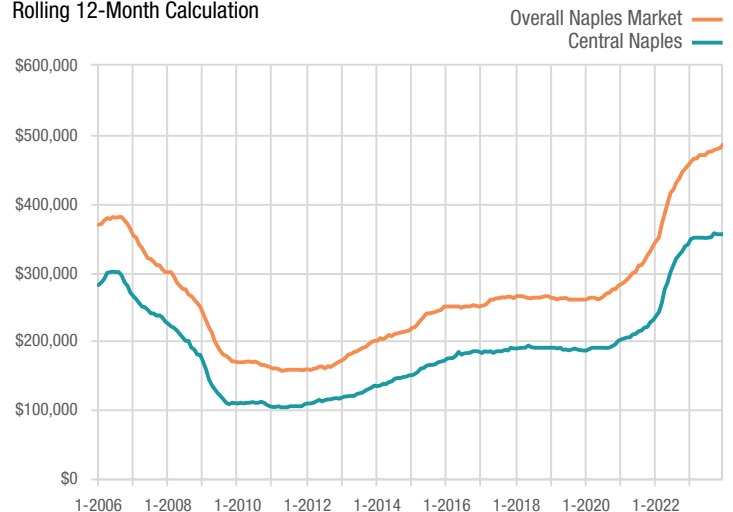
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – December 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## South Naples

34112, 34113

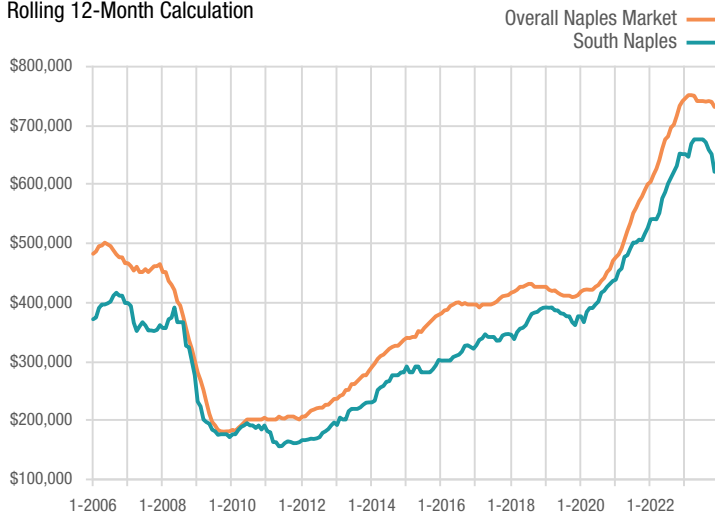
Single Family	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	57	<b>49</b>	- 14.0%	799	<b>818</b>	+ 2.4%
Total Sales	44	<b>25</b>	- 43.2%	578	<b>564</b>	- 2.4%
Days on Market Until Sale	57	<b>69</b>	+ 21.1%	29	<b>54</b>	+ 86.2%
Median Closed Price*	\$692,500	<b>\$735,000</b>	+ 6.1%	\$650,000	<b>\$622,500</b>	- 4.2%
Average Closed Price*	\$882,085	<b>\$1,102,021</b>	+ 24.9%	\$893,380	<b>\$919,077</b>	+ 2.9%
Percent of List Price Received*	96.2%	<b>96.6%</b>	+ 0.4%	98.2%	<b>95.5%</b>	- 2.7%
Inventory of Homes for Sale	184	<b>228</b>	+ 23.9%	—	—	—
Months Supply of Inventory	3.8	<b>4.9</b>	+ 28.9%	—	—	—

Condo	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	90	<b>106</b>	+ 17.8%	1,355	<b>1,387</b>	+ 2.4%
Total Sales	65	<b>68</b>	+ 4.6%	1,094	<b>984</b>	- 10.1%
Days on Market Until Sale	35	<b>62</b>	+ 77.1%	20	<b>50</b>	+ 150.0%
Median Closed Price*	\$370,000	<b>\$471,500</b>	+ 27.4%	\$380,000	<b>\$410,000</b>	+ 7.9%
Average Closed Price*	\$426,999	<b>\$518,747</b>	+ 21.5%	\$427,903	<b>\$467,490</b>	+ 9.3%
Percent of List Price Received*	97.5%	<b>96.5%</b>	- 1.0%	99.6%	<b>96.7%</b>	- 2.9%
Inventory of Homes for Sale	251	<b>396</b>	+ 57.8%	—	—	—
Months Supply of Inventory	2.8	<b>4.8</b>	+ 71.4%	—	—	—

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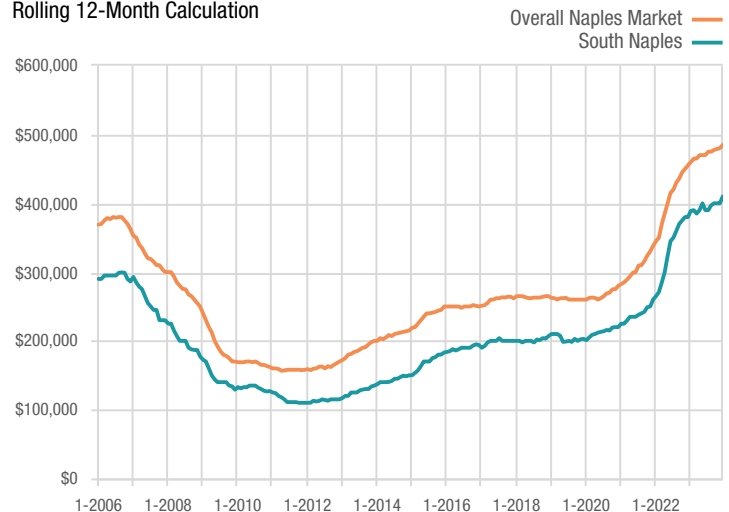
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## East Naples

34114, 34117, 34120, 34137

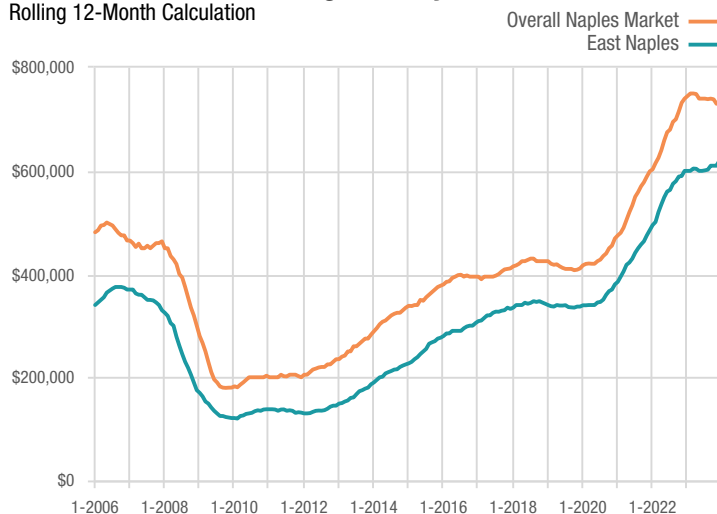
Single Family	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	135	<b>159</b>	+ 17.8%	2,523	<b>2,268</b>	- 10.1%
Total Sales	117	<b>109</b>	- 6.8%	1,740	<b>1,584</b>	- 9.0%
Days on Market Until Sale	56	<b>59</b>	+ 5.4%	34	<b>62</b>	+ 82.4%
Median Closed Price*	\$575,000	<b>\$678,000</b>	+ 17.9%	\$600,000	<b>\$620,000</b>	+ 3.3%
Average Closed Price*	\$666,560	<b>\$836,096</b>	+ 25.4%	\$741,749	<b>\$754,120</b>	+ 1.7%
Percent of List Price Received*	97.0%	<b>96.7%</b>	- 0.3%	98.3%	<b>97.1%</b>	- 1.2%
Inventory of Homes for Sale	564	<b>657</b>	+ 16.5%	—	—	—
Months Supply of Inventory	3.9	<b>5.0</b>	+ 28.2%	—	—	—

Condo	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	45	<b>60</b>	+ 33.3%	869	<b>833</b>	- 4.1%
Total Sales	48	<b>40</b>	- 16.7%	674	<b>612</b>	- 9.2%
Days on Market Until Sale	37	<b>67</b>	+ 81.1%	22	<b>53</b>	+ 140.9%
Median Closed Price*	\$531,235	<b>\$538,750</b>	+ 1.4%	\$484,500	<b>\$518,055</b>	+ 6.9%
Average Closed Price*	\$542,369	<b>\$559,780</b>	+ 3.2%	\$509,955	<b>\$536,304</b>	+ 5.2%
Percent of List Price Received*	98.4%	<b>96.9%</b>	- 1.5%	99.7%	<b>97.0%</b>	- 2.7%
Inventory of Homes for Sale	154	<b>231</b>	+ 50.0%	—	—	—
Months Supply of Inventory	2.7	<b>4.5</b>	+ 66.7%	—	—	—

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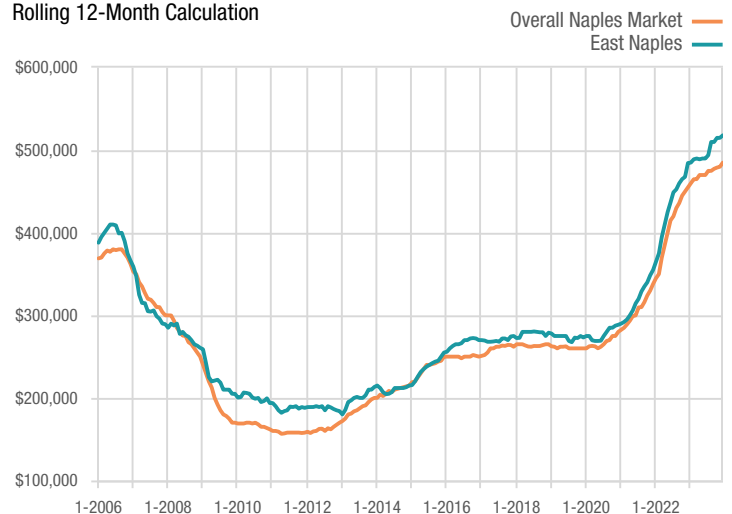
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## Immokalee / Ave Maria

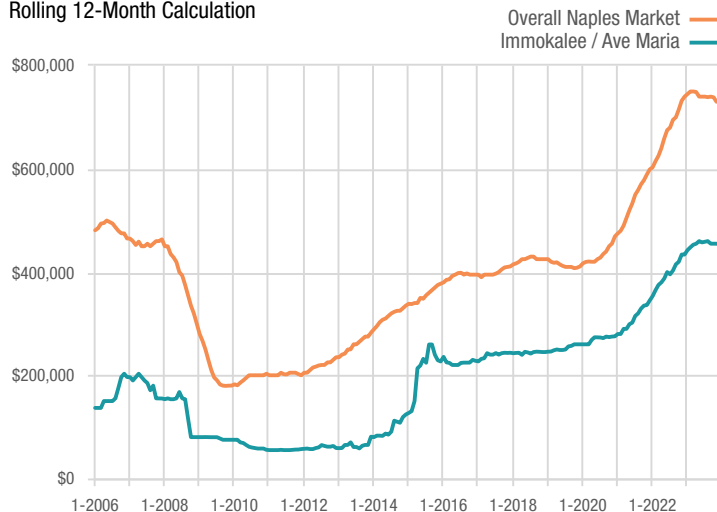
Single Family	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	19	28	+ 47.4%	312	387	+ 24.0%
Total Sales	14	18	+ 28.6%	208	279	+ 34.1%
Days on Market Until Sale	38	66	+ 73.7%	27	57	+ 111.1%
Median Closed Price*	\$403,500	<b>\$376,450</b>	- 6.7%	\$434,000	<b>\$453,450</b>	+ 4.5%
Average Closed Price*	\$457,572	<b>\$416,844</b>	- 8.9%	\$464,241	<b>\$477,901</b>	+ 2.9%
Percent of List Price Received*	100.5%	<b>98.8%</b>	- 1.7%	98.8%	<b>97.2%</b>	- 1.6%
Inventory of Homes for Sale	90	102	+ 13.3%	—	—	—
Months Supply of Inventory	5.2	4.4	- 15.4%	—	—	—

Condo	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	2	1	- 50.0%	57	82	+ 43.9%
Total Sales	1	1	0.0%	48	61	+ 27.1%
Days on Market Until Sale	17	0	- 100.0%	47	78	+ 66.0%
Median Closed Price*	\$385,000	<b>\$340,000</b>	- 11.7%	\$328,499	<b>\$337,500</b>	+ 2.7%
Average Closed Price*	\$385,000	<b>\$340,000</b>	- 11.7%	\$324,865	<b>\$341,866</b>	+ 5.2%
Percent of List Price Received*	96.3%	<b>95.8%</b>	- 0.5%	99.4%	<b>96.6%</b>	- 2.8%
Inventory of Homes for Sale	19	19	0.0%	—	—	—
Months Supply of Inventory	4.8	3.7	- 22.9%	—	—	—

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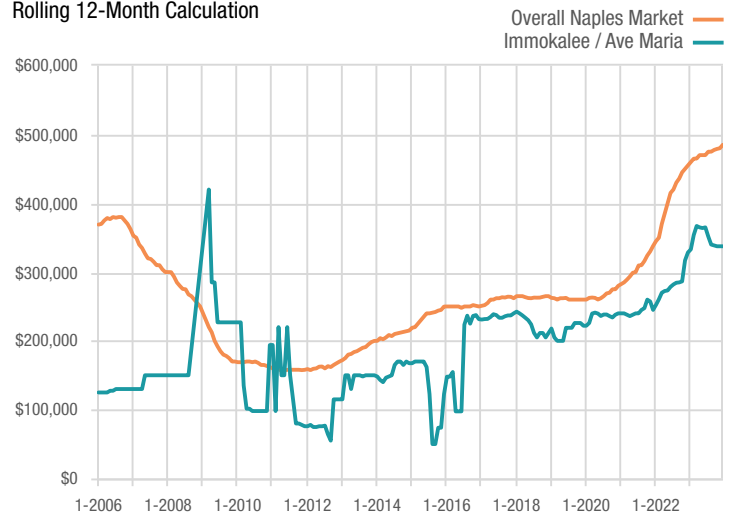
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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