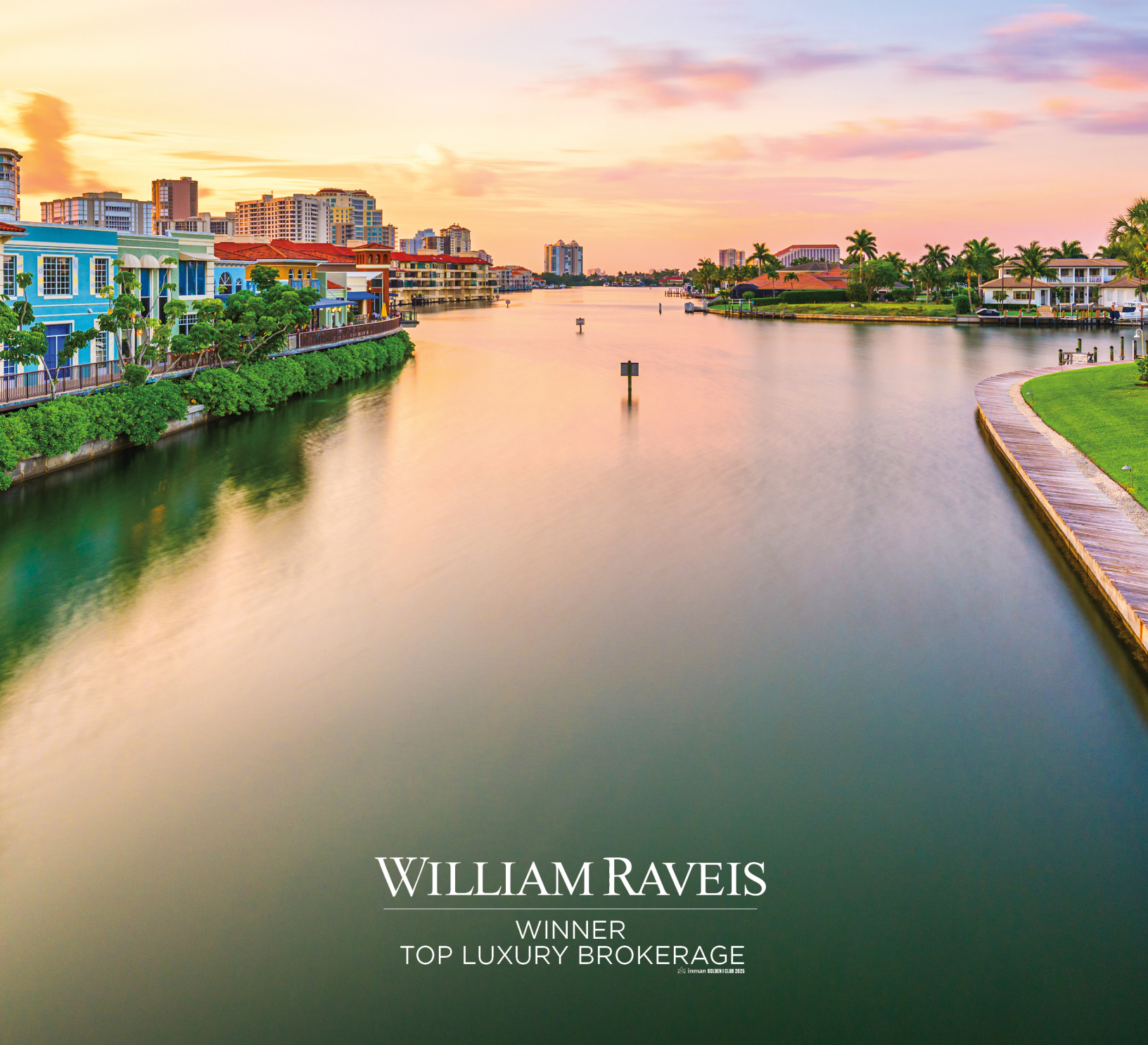


NAPLES & BONITA SPRINGS

LUXURY PROPERTIES MARKET REPORT
MARCH 2026



WILLIAM RAVEIS

WINNER
TOP LUXURY BROKERAGE

by Encompass GOLDEN GLOBE 2025

NAPLES & BONITA SPRINGS

Single-Family Properties

CLOSED SALES

- The number of closed sales in the 12 months ending March 31st, 2026 for the Naples and Bonita Springs Area increased 10% year-over-year (6,349 vs 5,796).
- There were 109 closed sales priced above two million in March 2026 compared to 79 in March 2025; a 38% increase. During the 12 months ending March 31st, 2026, sales in this category increased 19% over the same time period in 2025 (843 vs 710 units).

NEW LISTINGS / INVENTORY

- During the 12 months ending March 31st, 2026, a total of 10,145 new listings were added to the market, this is an 8% decrease vs the same time period 12 months ending March 31st, 2025.
- Available inventory as of March 31st, 2026 consisted of 4,855 units, a decrease of 15% vs the same time period in 2025. Current inventory represents 9 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$1,286,368, a 3% increase vs the same time period in 2025.
- The median sales price for the area in March 2026 decreased 2% to \$718,480 vs March 2025.

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NAPLES & BONITA SPRINGS

Condominiums

CLOSED SALES

- The number of closed sales in the 12 months ending March 31st, 2026 for the Naples and Bonita Springs Area increased 5% year-over-year (4,334 vs 4,128).
- There were 49 closed sales priced above two million in March 2026 compared to 35 in March 2025; a 40% increase. During the 12 months ending March 31st, 2026, sales in this category decreased 28% over the same time period in 2025 (312 vs 433 units).

NEW LISTINGS / INVENTORY

- During the 12 months ending March 31st, 2026, a total of 8,071 new listings were added to the market, a 7% decrease vs the same time period 12 months ending March 31st, 2025.
- Available inventory as of March 31st, 2026 consisted of 4,634 units, a decrease of 10% vs the same time period in 2025. Current inventory represents 13 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$735,120, a 10% decrease vs the same time period in 2025.
- The median sales price for the area in March 2026 decreased 11% to \$420,000 vs March 2025.

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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 March 31st, 2026 for the luxury market from Port Royal to Bonita Beach Road Area increased 29% year-over-year (411 vs 319).

NEW LISTINGS / INVENTORY

- During the 12 months ending March 31st, 2026, a total of 754 new listings were added to the market, a decrease of 17% compared to the same time period 12 months ending March 31st, 2025.
- Available inventory as of March 31st, 2026 consisted of 449 units, a 20% decrease vs the same time period in 2025 (449 vs 562). Current inventory represents 13 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$5,845,172 an increase of 1% vs the same time period in 2025.
- The median sales price for the area in March 2026 was \$4,000,000, no change vs March 2025.

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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 March 31st, 2026 for the luxury market from Port Royal to Bonita Beach Road Area decreased 14% year-over-year (509 vs 595).

NEW LISTINGS / INVENTORY

- During the 12 months ending March 31st, 2026, a total of 1,006 new listings were added to the market, a decrease of 19% vs the same time period 12 months ending March 31st, 2025.
- Available inventory as of March 31st, 2026 consisted of 354 units, a 13% decrease vs the same time period in 2025 (354 vs 407). Current inventory represents 8 months of supply based on current absorption rates.



AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$2,507,889 decreasing 10% vs the same time period in 2025.
- The median sales price for the area in March 2026 increased 7% to \$2,000,000 vs March 2025.

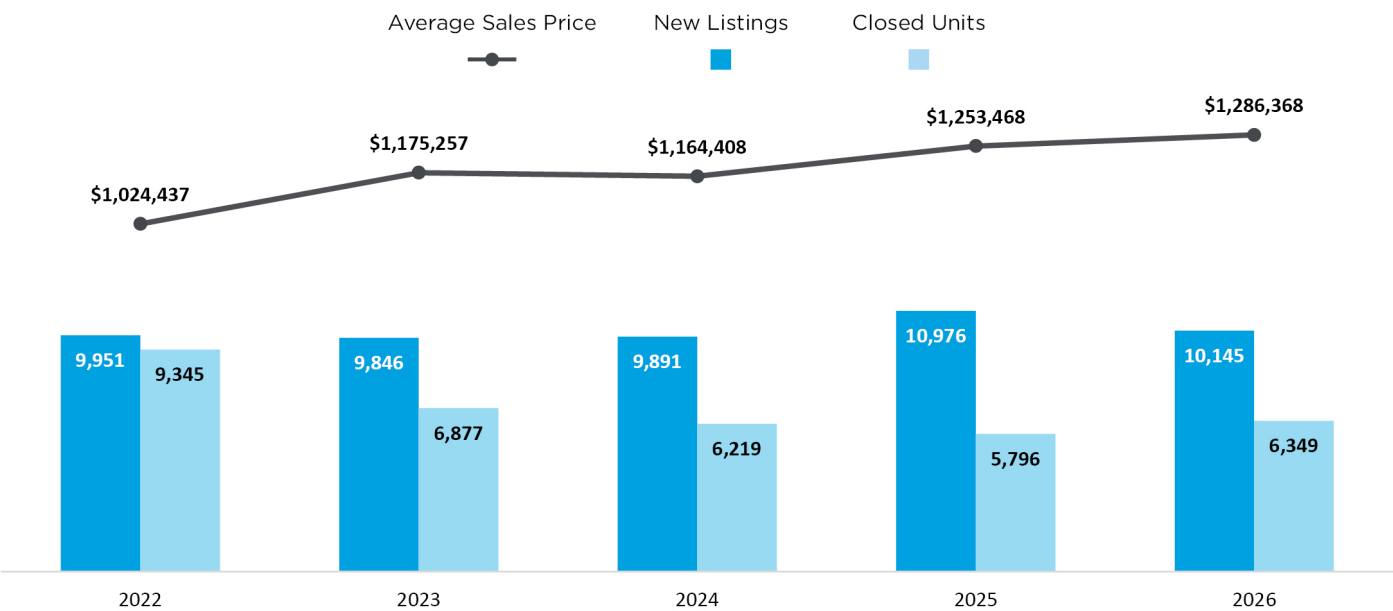
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*Source of this market data: Southwest Florida MLS © 2026. Accuracy of this information is reliable but not guaranteed. Anyone who chooses to use this information to make market decisions should have this data independently verified.

NAPLES & BONITA SPRINGS

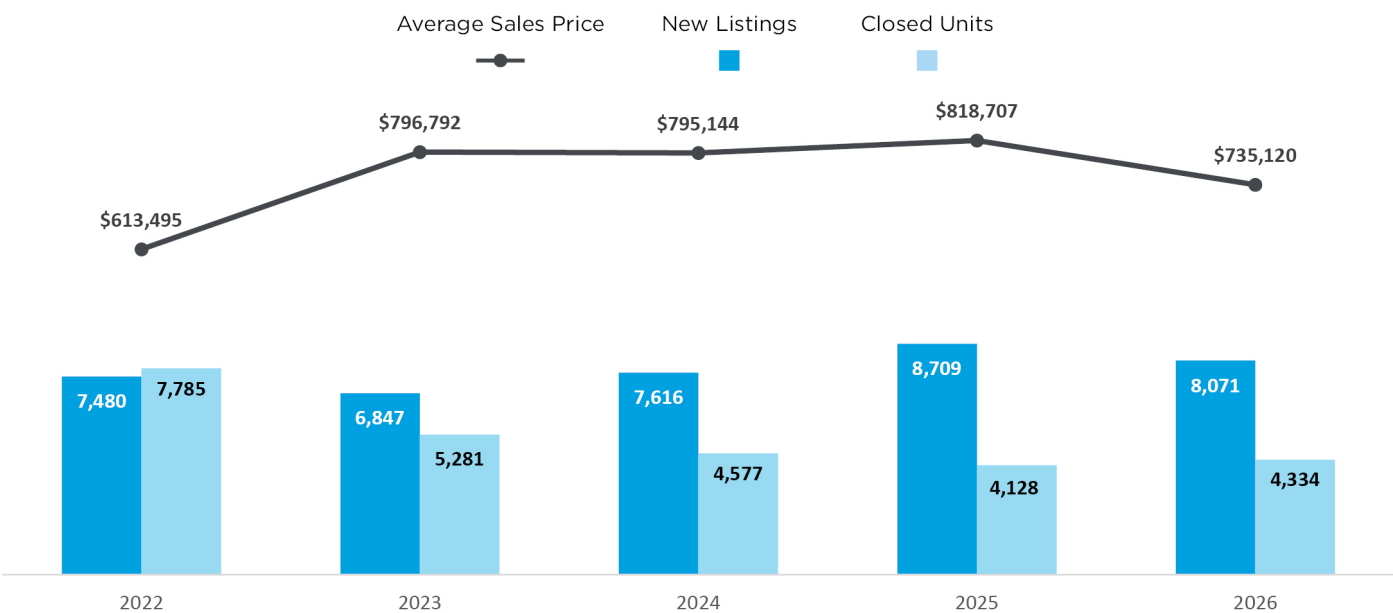
YEAR-OVER-YEAR MARKET TRENDS

Single-Family Properties



YEAR-OVER-YEAR MARKET TRENDS

Condominium Properties



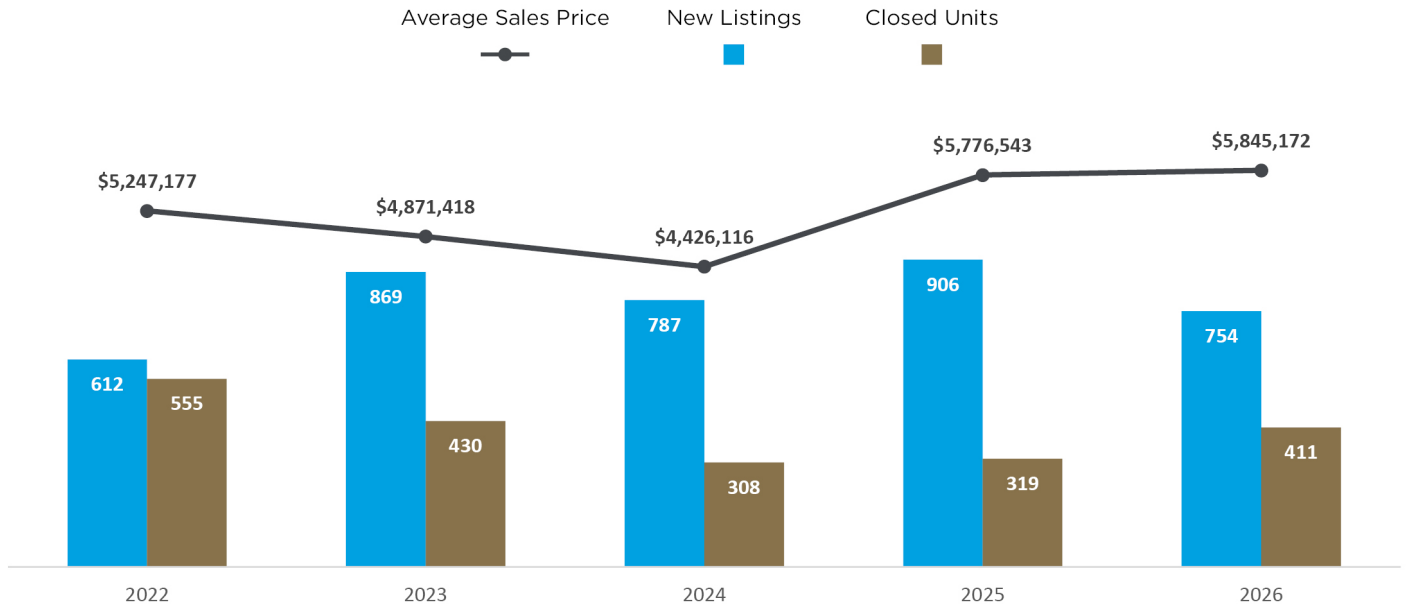
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PORT ROYAL TO BONITA BEACH ROAD AREA

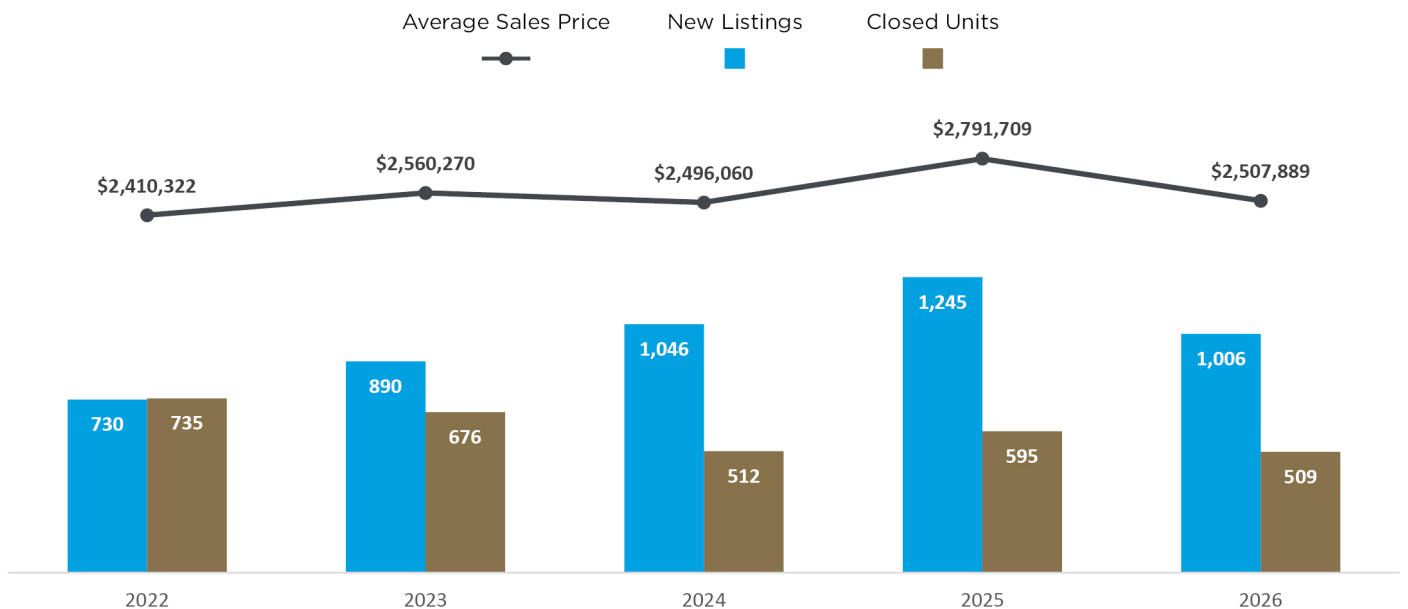
YEAR-OVER-YEAR MARKET TRENDS

Single-Family Properties



YEAR-OVER-YEAR MARKET TRENDS

Condominium Properties



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COMMUNITY SNAPSHOT REPORT

Single-Family Properties

12 MONTHS ENDING MARCH, 2026

Neighborhood	Inventory	% Change	Closed Sales	% Change	Months Of Supply	% Change	Average Sales Price	% Change
Aqualane Shores	33	3%	28	47%	14.1	-30%	\$8,831,429	-25%
Bonita Bay	32	-29%	79	-18%	4.9	-14%	\$1,735,089	-21%
Collier's Reserve	11	57%	10	-29%	13.2	120%	\$2,595,000	-5%
Fiddler's Creek	57	16%	81	21%	8.4	-4%	\$1,609,638	0%
Grey Oaks	17	-15%	34	-26%	6.0	15%	\$4,343,088	-9%
Isles of Collier Preserve	57	-5%	93	-8%	7.4	3%	\$1,524,227	-7%
Kensington	6	50%	20	54%	3.6	-3%	\$1,882,200	18%
Lely Resort	69	10%	117	41%	7.1	-22%	\$1,114,117	-13%
Marco Island	200	-41%	421	13%	5.7	-48%	\$1,952,188	-4%
Mediterra	19	-27%	29	7%	7.9	-32%	\$3,605,776	-20%
Monterey	8	0%	18	-5%	5.3	6%	\$1,625,694	7%
Naples Park	113	-11%	113	-7%	12.0	-4%	\$948,326	-6%
Naples Reserve	35	-26%	68	19%	6.2	-38%	\$896,905	-25%
Olde Naples	68	-3%	64	68%	12.8	-42%	\$6,311,602	-12%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	105	-4%	108	32%	11.7	-27%	\$5,101,333	-1%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	30	7%	26	37%	13.8	-22%	\$7,651,308	-1%
Pelican Bay	38	-21%	76	43%	6.0	-45%	\$3,489,642	-14%
Pelican Landing	21	-9%	62	27%	4.1	-28%	\$1,140,303	-10%
Pelican Marsh	21	62%	39	63%	6.5	-1%	\$2,055,955	2%
Pine Ridge	32	7%	22	-4%	17.5	12%	\$6,892,275	4%
Port Royal	26	-30%	27	23%	11.6	-43%	\$25,769,444	46%
Quail Creek	13	0%	24	85%	6.5	-46%	\$2,591,229	4%
Quail West	22	0%	40	21%	6.6	-18%	\$4,380,091	-4%
Royal Harbor	29	12%	25	56%	13.9	-29%	\$4,466,230	-19%
Talis Park	9	50%	6	-40%	18.0	150%	\$4,118,333	-15%
The Colony At Pelican Landing	5	0%	5	-38%	12.0	60%	\$1,470,000	-35%
Tiburon	4	100%	7	75%	6.9	14%	\$3,752,857	38%
Vanderbilt Beach	43	27%	26	44%	19.8	-12%	\$4,394,038	16%
Vineyards	26	8%	67	20%	4.7	-10%	\$1,311,269	0%

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COMMUNITY SNAPSHOT REPORT

Condominiums

12 MONTHS ENDING MARCH, 2026

Neighborhood	Inventory	% Change	Closed Sales	% Change	Months Of Supply	% Change	Average Sales Price	% Change
Bonita Bay	87	-7%	116	18%	9.0	-22%	\$1,042,866	-21%
Fiddler's Creek	64	23%	65	38%	11.8	-11%	\$636,407	-11%
Grey Oaks	2	-33%	9	-10%	2.7	-26%	\$1,872,222	-10%
Isles of Collier Preserve	8	14%	7	-36%	13.7	80%	\$830,000	-11%
Kensington	5	-17%	24	41%	2.5	-41%	\$718,354	-17%
Lely Resort	99	15%	105	3%	11.3	12%	\$503,126	-8%
Marco Island	353	-23%	416	3%	10.2	-25%	\$869,018	-6%
Mediterra	11	-8%	20	43%	6.6	-36%	\$1,310,500	-18%
Olde Naples	102	17%	75	-23%	16.3	52%	\$1,307,914	-24%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	335	19%	306	26%	13.1	-6%	\$1,667,361	-18%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	271	27%	240	32%	13.6	-4%	\$1,944,656	-23%
Pelican Bay	173	4%	237	9%	8.8	-4%	\$1,969,880	-8%
Pelican Landing	33	0%	58	57%	6.8	-36%	\$506,207	-5%
Pelican Marsh	30	25%	49	-17%	7.3	51%	\$740,847	-7%
The Dunes of Naples	27	-7%	27	-7%	12.0	0%	\$1,517,778	-16%
Talis Park	20	11%	17	-37%	14.1	77%	\$1,507,794	1%
Tiburon	23	21%	20	18%	13.8	3%	\$1,527,250	17%
Vanderbilt Beach	86	19%	68	12%	15.2	7%	\$1,641,176	15%
Vineyards	64	33%	73	18%	10.5	13%	\$628,723	-8%

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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
AQUALANE SHORES <i>City of Naples</i>	•			•				\$\$\$
BONITA BAY <i>Bonita Springs</i>	•	•	90		•	•	•	\$\$
COLLIER'S RESERVE <i>North Naples</i>	•		18		•	•	•	\$\$\$
GREY OAKS <i>South Naples & City of Naples</i>	•	•	54		•	•	•	\$\$\$
ISLE OF COLLIER PRESERVE <i>South Naples</i>	•	•		•	•	•	•	\$\$
KENSINGTON <i>South Naples</i>	•	•	18		•	•	•	\$\$
LELY RESORT <i>South Naples</i>	•	•	54		•	•	•	\$
MEDITERRA <i>North Naples</i>	•	•	36		•	•	•	\$\$\$
MONTEREY <i>North Naples</i>	•				•	•	•	\$\$
MOORINGS & COQUINA SANDS <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
NAPLES PARK <i>North Naples</i>	●							\$\$
NAPLES RESERVE <i>South Naples</i>	●	●		●	●	●	●	\$
OLD NAPLES <i>City of Naples</i>	●	●						\$\$\$
PARK SHORE <i>City of Naples</i>	●	●		●				\$\$\$
PELICAN BAY <i>North Naples</i>	●	●	27		●	●	●	\$\$\$
PELICAN LANDING <i>Bonita Springs</i>	●	●	36	●	●	●	●	\$
PELICAN MARSH <i>North Naples</i>	●	●	18		●	●	●	\$\$
PINE RIDGE <i>North Naples</i>	●	●						\$\$\$
PORT ROYAL <i>City of Naples</i>	●			●	●	●		\$\$\$
QUAIL CREEK <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
QUAIL WEST <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
ROYAL HARBOR <i>City of Naples</i>	●			●				\$\$\$
THE COLONY AT PELICAN LANDING <i>Bonita Springs</i>	●	●	18	●	●	●	●	\$\$
THE DUNES OF NAPLES <i>North Naples</i>		●			●	●	●	\$\$\$
TIBURON GOLF CLUB <i>North Naples</i>	●	●	36		●	●	●	\$\$
VANDERBILT BEACH AREA <i>North Naples</i>	●	●		●		●	●	\$\$\$
VINEYARDS <i>North Naples</i>	●	●	36		●	●	●	\$

*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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