

Naples Area Market Report



August 2022

Indications that the Naples area housing market is transitioning to a balanced market became more evident during August as both inventory and days on the market increased. According to the August 2022 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 71.3 percent to 2,140 properties from 1,249 properties in August 2021. Of the homes on the market during August, 35.8 percent of them (766) experienced a price decrease and the overall list price received for the month slipped slightly to 96.4 percent from 99.2 percent in August 2021. Broker analysts say these factors are attributed to seller and buyer behaviors that resemble a healthy market environment.

While overall closed sales for August decreased 36.7 percent to 669 from 1,057 in August 2021, it increased 5.6 percent compared to July's closed sales. Historically, closed sales and pending sales (homes under contract) in August do not outperform July's closed and pending sales. But this year is different. Pending sales in August increased 19.2% compared to July. There were 850 new listings in August, a 16.9 percent decrease compared to 1,023 in August 2021. Buyers should be aware that new listings don't just come from new sellers entering the market, but also from existing inventory where the home's list price was decreased or from sales that were pending but fell through and went back on the market.

The overall median closed price continued to increase in August, up 30.7 percent to \$575,000 from \$440,000 in August 2021. Broker analysts say we should expect the median closed price to continue to stay high as long as the high-end market continues to stay very active. All three economists who spoke at NABOR®'s recent Economic Summit agreed on this message to buyers: "Don't wait for prices or interest rates to go down."

Quick Facts

- 36.7%	+ 30.7%	+ 50.7%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 0.4%	- 20.0%	- 28.8%
Price Range With the Strongest Sales: \$500,001 to \$1,000,000	Bedroom Count With Strongest Sales: 1 Bedroom or Fewer	Property Type With Strongest Sales: Single Family

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This report covers Collier County, excluding San Marco Island. Percent changes are calculated using rounded figures. This report includes late-entry user data that was not captured and reported in previous monthly reports. Deviations in statistical data occur when information is added to the Southwest Florida MLS (a dynamic database) after NABOR® releases its monthly Market Reports. For consistency, pages 1-4 reflect data as it was originally released. The remaining pages of the report reflect data that includes late entry information.

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	8-2021	8-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,023	850	- 16.9%	10,931	10,157	- 7.1%
Total Sales		1,057	669	- 36.7%	11,717	7,705	- 34.2%
Days on Market Until Sale		23	31	+ 34.8%	51	21	- 58.8%
Median Closed Price		\$440,000	\$575,000	+ 30.7%	\$430,000	\$575,000	+ 33.7%
Average Closed Price		\$737,015	\$975,350	+ 32.3%	\$804,416	\$1,021,933	+ 27.0%
Percent of List Price Received		99.2%	96.4%	- 2.8%	98.3%	99.8%	+ 1.5%
Pending Listings		1,101	895	- 18.7%	14,217	9,365	- 34.1%
Inventory of Homes for Sale		1,249	2,140	+ 71.3%	—	—	—
Months Supply of Inventory		0.9	2.2	+ 144.4%	—	—	—

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	8-2021	8-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		548	488	- 10.9%	5,539	5,340	- 3.6%
Total Sales		549	345	- 37.2%	5,435	3,747	- 31.1%
Days on Market Until Sale		24	34	+ 41.7%	46	27	- 41.3%
Median Closed Price		\$580,500	\$725,000	+ 24.9%	\$585,000	\$740,000	+ 26.5%
Average Closed Price		\$931,232	\$1,292,460	+ 38.8%	\$1,105,374	\$1,322,326	+ 19.6%
Percent of List Price Received		98.8%	95.9%	- 2.9%	98.5%	99.0%	+ 0.5%
Pending Listings		552	459	- 16.8%	6,679	4,573	- 31.5%
Inventory of Homes for Sale		742	1,363	+ 83.7%	—	—	—
Months Supply of Inventory		1.1	2.9	+ 163.6%	—	—	—

Condo Market Overview

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



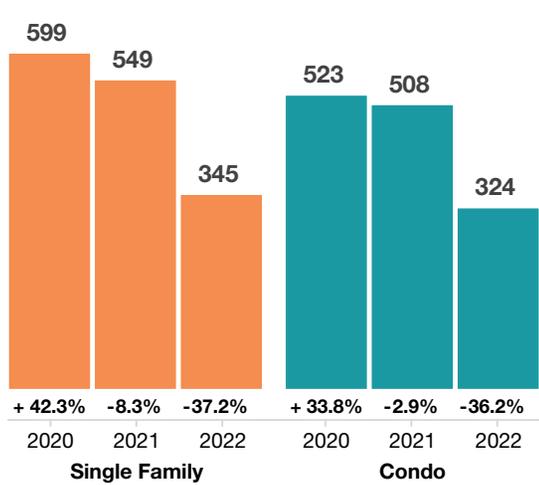
Key Metrics	Historical Sparkbars	8-2021	8-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		475	362	- 23.8%	5,392	4,817	- 10.7%
Total Sales		508	324	- 36.2%	6,282	3,958	- 37.0%
Days on Market Until Sale		21	27	+ 28.6%	55	16	- 70.9%
Median Closed Price		\$339,500	\$455,000	+ 34.0%	\$324,000	\$459,000	+ 41.7%
Average Closed Price		\$527,505	\$637,687	+ 20.9%	\$544,085	\$737,633	+ 35.6%
Percent of List Price Received		99.7%	96.8%	- 2.9%	98.1%	100.5%	+ 2.4%
Pending Listings		549	436	- 20.6%	7,538	4,792	- 36.4%
Inventory of Homes for Sale		507	777	+ 53.3%	—	—	—
Months Supply of Inventory		0.7	1.6	+ 128.6%	—	—	—

Overall Closed Sales

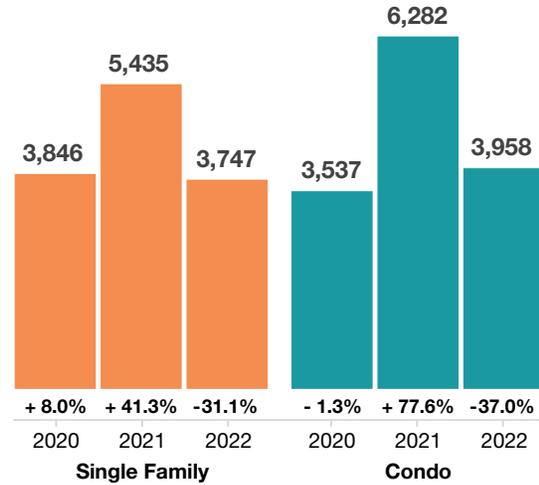
A count of the actual sales that closed in a given month.



August

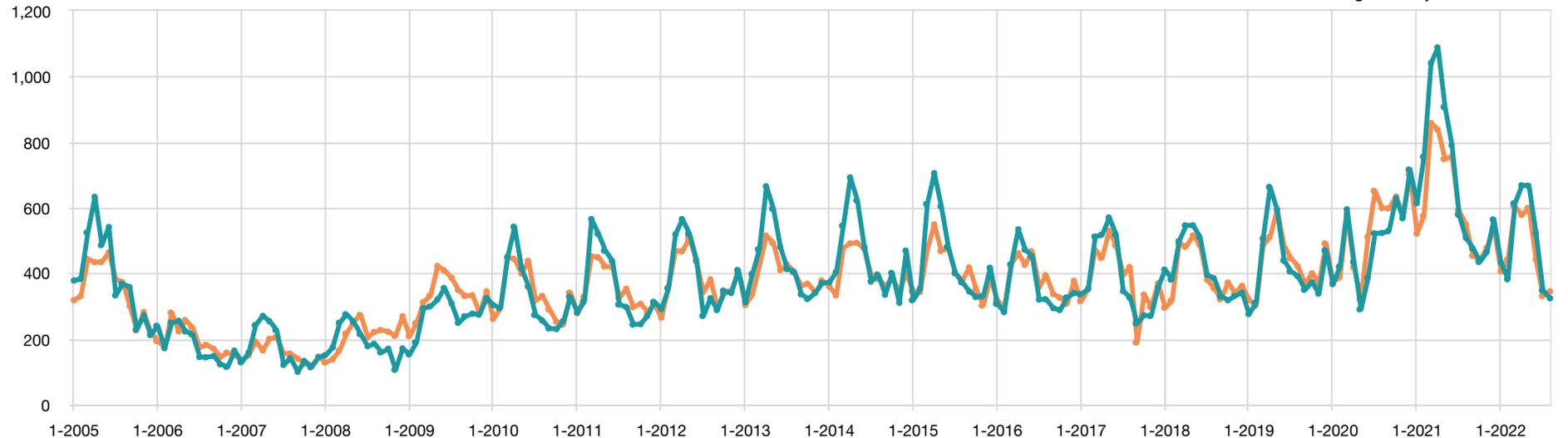


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2021	454	- 24.1%	477	- 9.8%
Oct-2021	442	- 30.3%	435	- 30.8%
Nov-2021	477	- 17.9%	465	- 18.1%
Dec-2021	538	- 23.4%	564	- 21.2%
Jan-2022	406	- 22.1%	433	- 29.5%
Feb-2022	442	- 23.1%	382	- 49.4%
Mar-2022	604	- 29.6%	613	- 41.1%
Apr-2022	578	- 31.0%	668	- 38.6%
May-2022	599	- 19.9%	667	- 26.5%
Jun-2022	442	- 41.5%	523	- 33.8%
Jul-2022	331	- 44.0%	348	- 39.9%
Aug-2022	345	- 37.2%	324	- 36.2%
12-Month Avg	472	- 28.8%	492	- 32.3%

Overall Closed Sales by Month

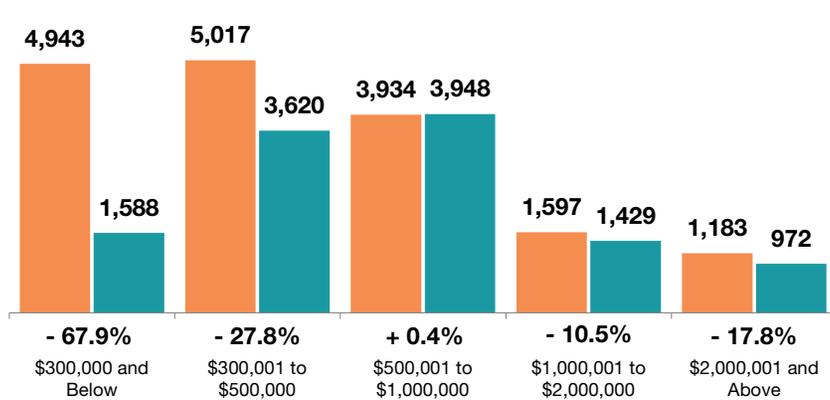


Overall Closed Sales by Price Range

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

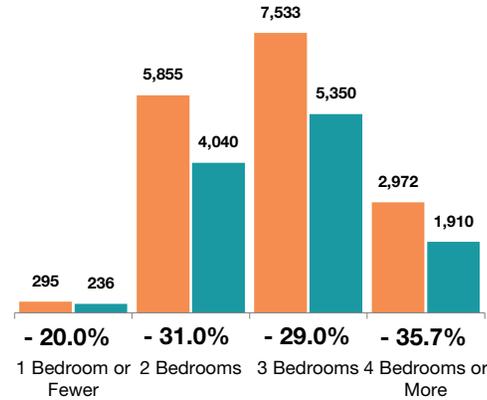
By Price Range

8-2021 8-2022



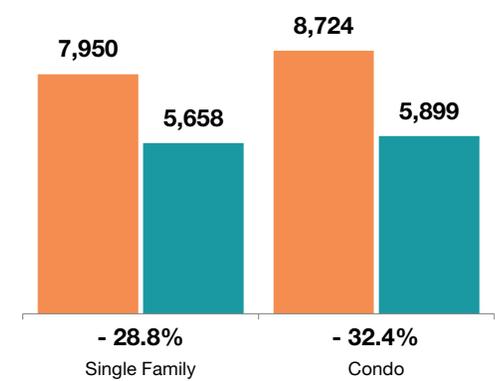
By Bedroom Count

8-2021 8-2022



By Property Type

8-2021 8-2022



All Properties

By Price Range	8-2021	8-2022	Change
\$300,000 and Below	4,943	1,588	- 67.9%
\$300,001 to \$500,000	5,017	3,620	- 27.8%
\$500,001 to \$1,000,000	3,934	3,948	+ 0.4%
\$1,000,001 to \$2,000,000	1,597	1,429	- 10.5%
\$2,000,001 and Above	1,183	972	- 17.8%
All Price Ranges	16,674	11,557	- 30.7%

Single Family

	8-2021	8-2022	Change
1 Bedroom or Fewer	764	328	- 57.1%
2 Bedrooms	2,657	1,243	- 53.2%
3 Bedrooms	2,669	2,494	- 6.6%
4 Bedrooms or More	991	932	- 6.0%
All Single Family	7,950	5,658	- 28.8%

Condo

	8-2021	8-2022	Change
1 Bedroom or Fewer	4179	1260	- 69.8%
2 Bedrooms	2360	2377	+ 0.7%
3 Bedrooms	1265	1454	+ 14.9%
4 Bedrooms or More	606	497	- 18.0%
All Condo	8,724	5,899	- 32.4%

By Bedroom Count

	8-2021	8-2022	Change
1 Bedroom or Fewer	295	236	- 20.0%
2 Bedrooms	5,855	4,040	- 31.0%
3 Bedrooms	7,533	5,350	- 29.0%
4 Bedrooms or More	2,972	1,910	- 35.7%
All Bedroom Counts	16,674	11,557	- 30.7%

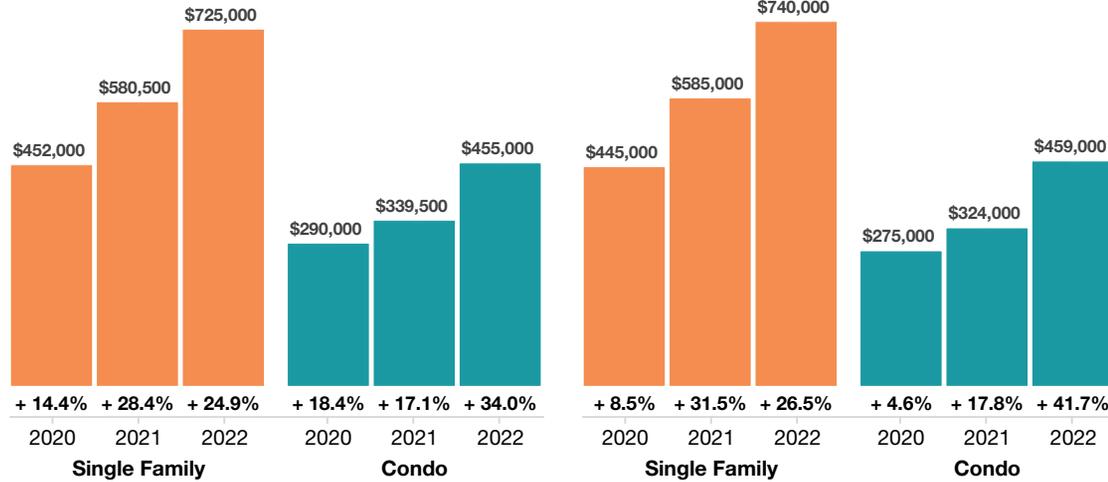
	8-2021	8-2022	Change
1 Bedroom or Fewer	31	35	+ 12.9%
2 Bedrooms	835	604	- 27.7%
3 Bedrooms	4,301	3,223	- 25.1%
4 Bedrooms or More	2,779	1,794	- 35.4%
All Single Family	7,950	5,658	- 28.8%

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.



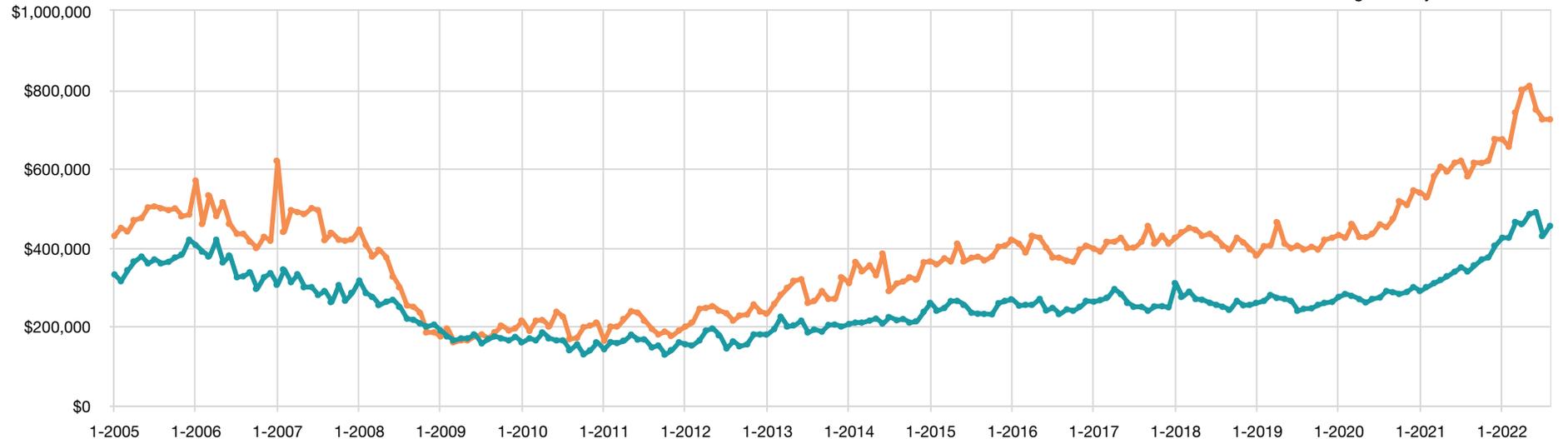
August



Year to Date

Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2021	\$615,000	+ 30.0%	\$355,000	+ 23.7%
Oct-2021	\$614,500	+ 18.7%	\$370,000	+ 31.0%
Nov-2021	\$620,000	+ 22.0%	\$375,000	+ 30.3%
Dec-2021	\$675,000	+ 23.9%	\$405,000	+ 35.0%
Jan-2022	\$674,378	+ 25.1%	\$425,000	+ 46.5%
Feb-2022	\$655,500	+ 24.4%	\$425,000	+ 41.7%
Mar-2022	\$742,450	+ 27.8%	\$465,000	+ 50.0%
Apr-2022	\$800,000	+ 32.2%	\$459,500	+ 44.5%
May-2022	\$810,000	+ 36.7%	\$485,000	+ 48.1%
Jun-2022	\$749,950	+ 21.9%	\$490,000	+ 44.5%
Jul-2022	\$725,000	+ 16.9%	\$429,500	+ 22.7%
Aug-2022	\$725,000	+ 24.9%	\$455,000	+ 34.0%
12-Month Avg*	\$696,950	+ 24.7%	\$430,000	+ 38.7%

Overall Median Closed Price by Month

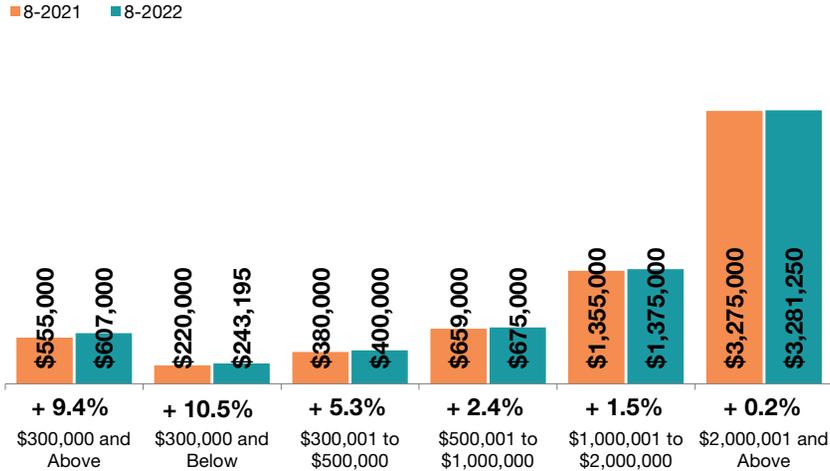


* Median Closed Price for all properties from September 2021 through August 2022. This is not the average of the individual figures above.

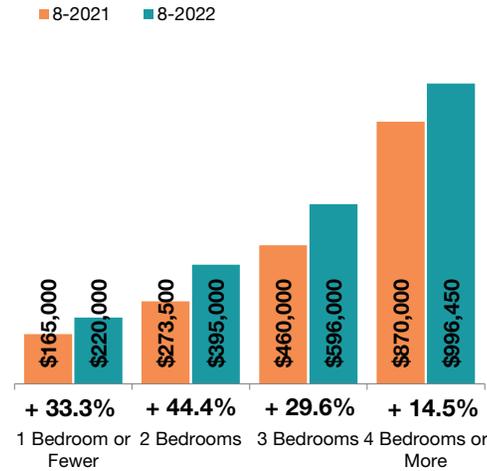
Overall Median Closed Price by Price Range

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	8-2021	8-2022	Change
\$300,000 and Above	\$555,000	\$607,000	+ 9.4%
\$300,000 and Below	\$220,000	\$243,195	+ 10.5%
\$300,001 to \$500,000	\$380,000	\$400,000	+ 5.3%
\$500,001 to \$1,000,000	\$659,000	\$675,000	+ 2.4%
\$1,000,001 to \$2,000,000	\$1,355,000	\$1,375,000	+ 1.5%
\$2,000,001 and Above	\$3,275,000	\$3,281,250	+ 0.2%
All Price Ranges	\$420,000	\$545,000	+ 29.8%

Single Family

	8-2021	8-2022	Change
1 Bedroom or 2 Bedrooms Fewer	\$165,000	\$220,000	+ 33.3%
2 Bedrooms	\$273,500	\$395,000	+ 44.4%
3 Bedrooms	\$460,000	\$596,000	+ 29.6%
4 Bedrooms or More	\$870,000	\$996,450	+ 14.5%
All Single Family	\$559,000	\$696,950	+ 24.7%

Condo

	8-2021	8-2022	Change
1 Bedroom or 2 Bedrooms Fewer	\$175,000	\$257,250	+ 47.0%
2 Bedrooms	\$263,250	\$390,000	+ 48.1%
3 Bedrooms	\$389,900	\$510,000	+ 30.8%
4 Bedrooms or More	\$1,975,000	\$1,050,000	- 46.8%
All Condo	\$310,000	\$430,000	+ 38.7%

By Bedroom Count

	8-2021	8-2022	Change
1 Bedroom or Fewer	\$165,000	\$220,000	+ 33.3%
2 Bedrooms	\$273,500	\$395,000	+ 44.4%
3 Bedrooms	\$460,000	\$596,000	+ 29.6%
4 Bedrooms or More	\$870,000	\$996,450	+ 14.5%
All Bedroom Counts	\$420,000	\$545,000	+ 29.8%

	8-2021	8-2022	Change
1 Bedroom or Fewer	\$85,000	\$114,000	+ 34.1%
2 Bedrooms	\$359,000	\$450,000	+ 25.3%
3 Bedrooms	\$499,353	\$635,000	+ 27.2%
4 Bedrooms or More	\$850,000	\$995,000	+ 17.1%
All Bedroom Counts	\$559,000	\$696,950	+ 24.7%

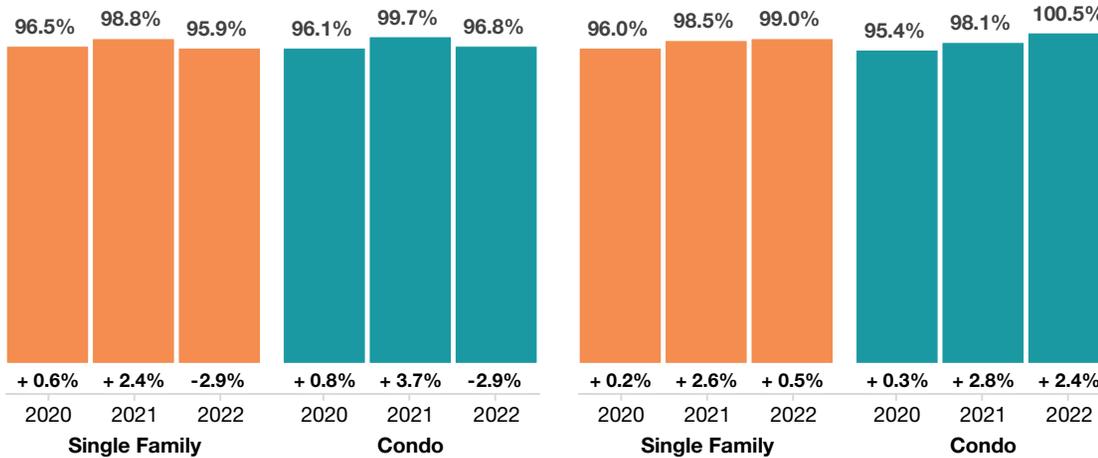
Overall Percent of Current List Price Received



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.

August

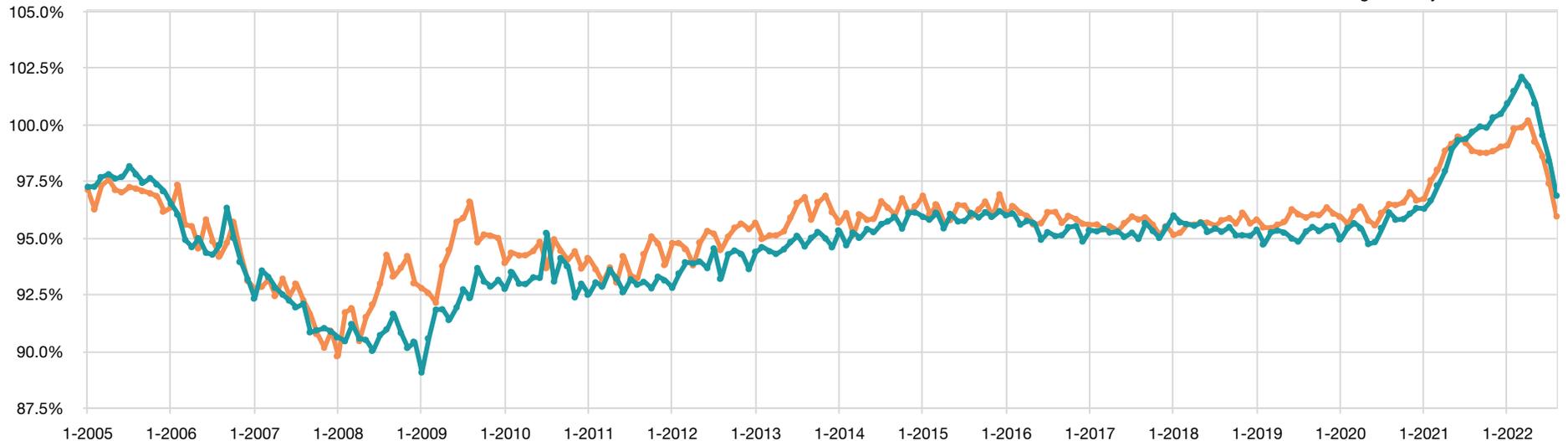
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2021	98.7%	+ 2.4%	99.9%	+ 4.3%
Oct-2021	98.7%	+ 2.3%	99.8%	+ 4.2%
Nov-2021	98.8%	+ 1.9%	100.3%	+ 4.5%
Dec-2021	99.0%	+ 2.5%	100.5%	+ 4.4%
Jan-2022	99.1%	+ 2.5%	100.9%	+ 4.8%
Feb-2022	99.8%	+ 2.4%	101.5%	+ 5.1%
Mar-2022	99.9%	+ 1.9%	102.1%	+ 4.9%
Apr-2022	100.2%	+ 1.4%	101.7%	+ 3.9%
May-2022	99.2%	+ 0.1%	100.9%	+ 2.0%
Jun-2022	98.6%	- 0.8%	99.5%	+ 0.2%
Jul-2022	97.4%	- 1.8%	98.4%	- 1.0%
Aug-2022	95.9%	- 2.9%	96.8%	- 2.9%
12-Month Avg*	98.9%	+ 1.0%	100.4%	+ 3.0%

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

Overall Percent of Current List Price Received by Month

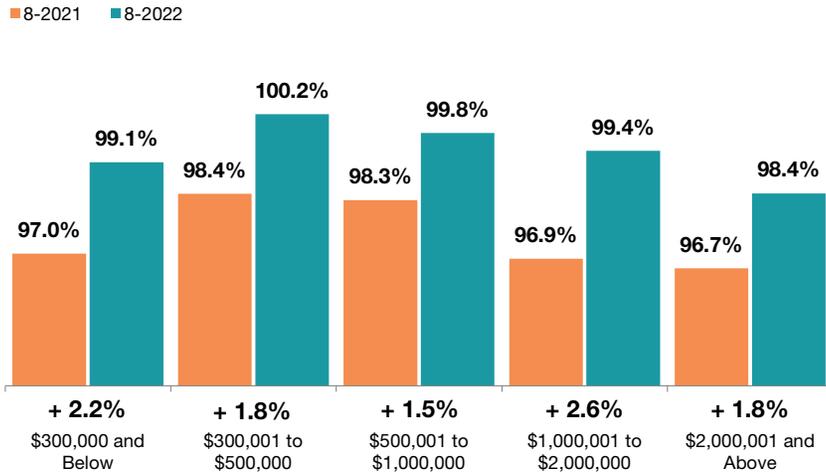


Overall Percent of Current List Price Received by Price Range

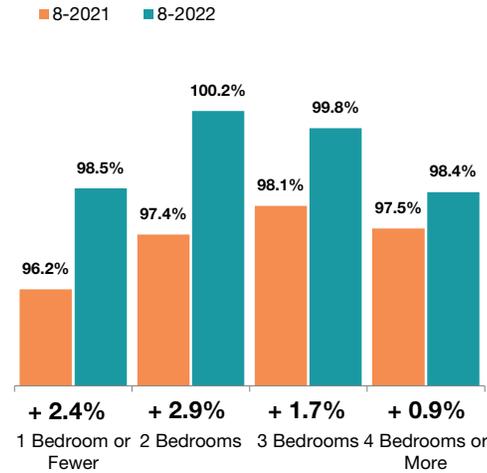


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

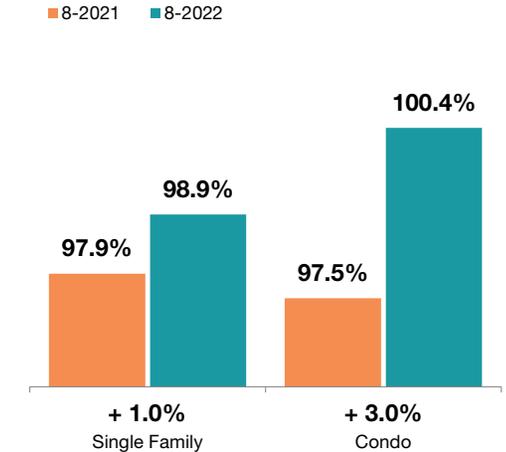
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2021	8-2022	Change
\$300,000 and Below	97.0%	99.1%	+ 2.2%
\$300,001 to \$500,000	98.4%	100.2%	+ 1.8%
\$500,001 to \$1,000,000	98.3%	99.8%	+ 1.5%
\$1,000,001 to \$2,000,000	96.9%	99.4%	+ 2.6%
\$2,000,001 and Above	96.7%	98.4%	+ 1.8%
All Price Ranges	97.7%	99.7%	+ 2.0%

Single Family

	8-2021	8-2022	Change
1 Bedroom or Fewer	96.6%	96.9%	+ 0.3%
2 Bedrooms	98.5%	99.0%	+ 0.5%
3 Bedrooms	98.6%	99.4%	+ 0.8%
4 Bedrooms or More	97.0%	99.0%	+ 2.1%
All Single Family	97.9%	98.9%	+ 1.0%

Condo

	8-2021	8-2022	Change
Single Family	97.1%	99.7%	+ 2.7%
Condo	98.4%	100.9%	+ 2.5%
3 Bedrooms	97.7%	100.6%	+ 3.0%
4 Bedrooms or More	96.8%	100.2%	+ 3.5%
All Condo	97.2%	99.0%	+ 1.9%
All Property Types	97.5%	100.4%	+ 3.0%

By Bedroom Count

	8-2021	8-2022	Change
1 Bedroom or Fewer	96.2%	98.5%	+ 2.4%
2 Bedrooms	97.4%	100.2%	+ 2.9%
3 Bedrooms	98.1%	99.8%	+ 1.7%
4 Bedrooms or More	97.5%	98.4%	+ 0.9%
All Bedroom Counts	97.7%	99.7%	+ 2.0%

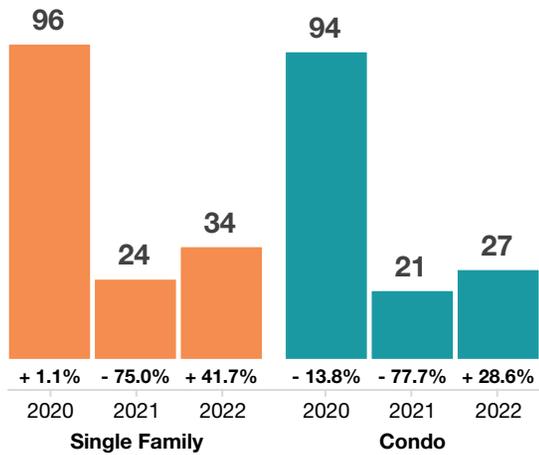
	8-2021	8-2022	Change
1 Bedroom or Fewer	92.6%	96.0%	+ 3.7%
2 Bedrooms	97.4%	98.7%	+ 1.3%
3 Bedrooms	98.3%	99.3%	+ 1.0%
4 Bedrooms or More	97.5%	98.3%	+ 0.8%
All Single Family	97.9%	98.9%	+ 1.0%
Single Family	96.6%	98.9%	+ 2.4%
Condo	97.4%	100.5%	+ 3.2%
3 Bedrooms	97.7%	100.5%	+ 2.9%
4 Bedrooms or More	97.5%	99.3%	+ 1.8%
All Condo	97.5%	100.4%	+ 3.0%

Overall Days on Market Until Sale

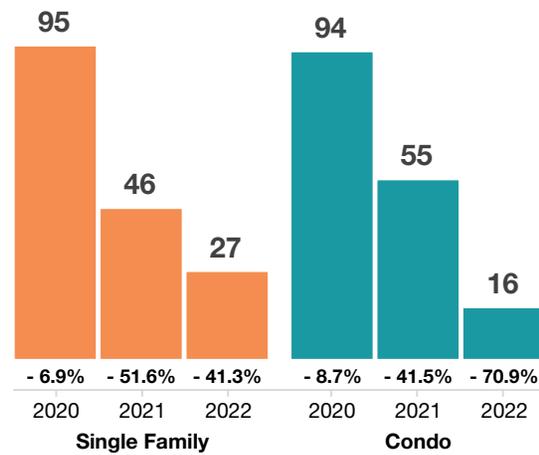
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



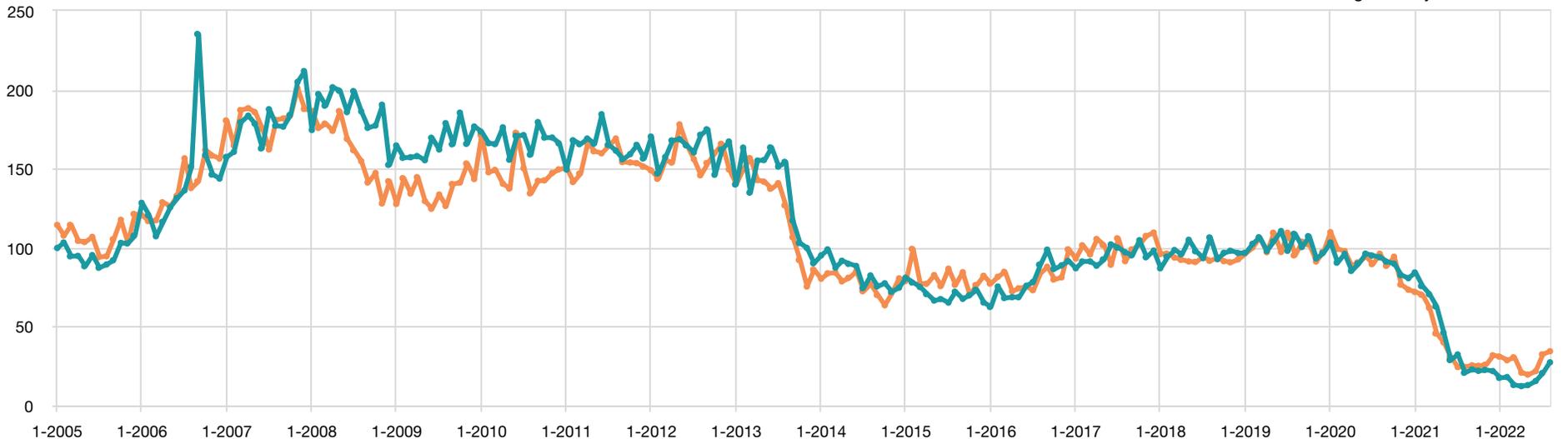
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2021	25	-71.6%	23	-74.7%
Oct-2021	25	-73.4%	22	-75.6%
Nov-2021	26	-66.2%	23	-72.3%
Dec-2021	32	-56.2%	22	-72.8%
Jan-2022	31	-56.9%	18	-78.6%
Feb-2022	29	-58.6%	18	-76.3%
Mar-2022	31	-50.0%	13	-81.4%
Apr-2022	21	-54.3%	12	-81.0%
May-2022	20	-50.0%	13	-71.7%
Jun-2022	22	-29.0%	15	-48.3%
Jul-2022	32	+33.3%	21	-34.4%
Aug-2022	34	+41.7%	27	+28.6%
12-Month Avg*	27	-53.6%	18	-71.5%

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

Overall Days on Market Until Sale by Month

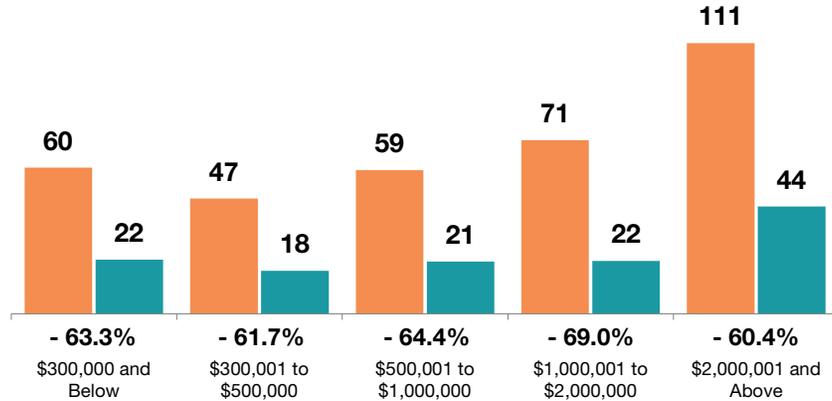


Overall Days on Market Until Sale by Price Range

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

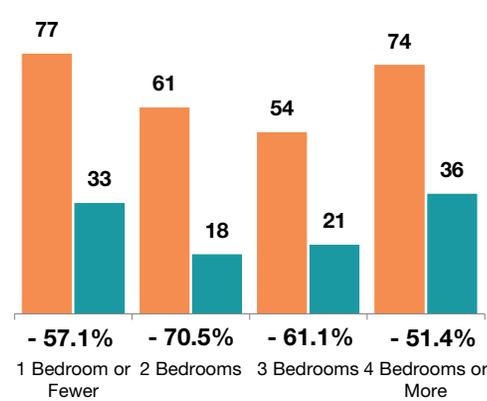
By Price Range

8-2021 8-2022



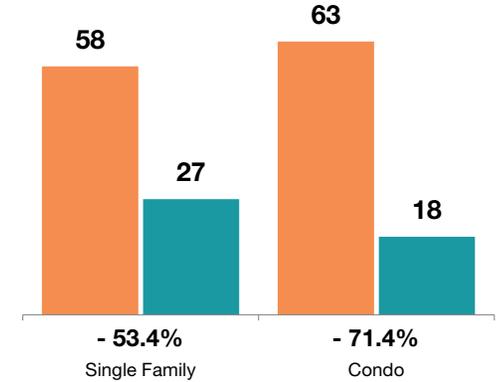
By Bedroom Count

8-2021 8-2022



By Property Type

8-2021 8-2022



All Properties

By Price Range	8-2021	8-2022	Change
\$300,000 and Below	60	22	- 63.3%
\$300,001 to \$500,000	47	18	- 61.7%
\$500,001 to \$1,000,000	59	21	- 64.4%
\$1,000,001 to \$2,000,000	71	22	- 69.0%
\$2,000,001 and Above	111	44	- 60.4%
All Price Ranges	61	22	- 63.9%

Single Family

	8-2021	8-2022	Change
1 Bedroom or Fewer	61	30	- 50.8%
2 Bedrooms	42	25	- 40.5%
3 Bedrooms	50	23	- 54.0%
4 Bedrooms or More	67	22	- 67.2%
All Single Family	116	49	- 57.8%
All Single Family	58	27	- 53.4%

Condo

	8-2021	8-2022	Change
Single Family	60	20	- 66.7%
Condo	54	14	- 74.1%
Condo	78	18	- 76.9%
Condo	79	22	- 72.2%
Condo	97	34	- 64.9%
All Condo	63	18	- 71.4%

By Bedroom Count

	8-2021	8-2022	Change
1 Bedroom or Fewer	77	33	- 57.1%
2 Bedrooms	61	18	- 70.5%
3 Bedrooms	54	21	- 61.1%
4 Bedrooms or More	74	36	- 51.4%
All Bedroom Counts	61	22	- 63.9%

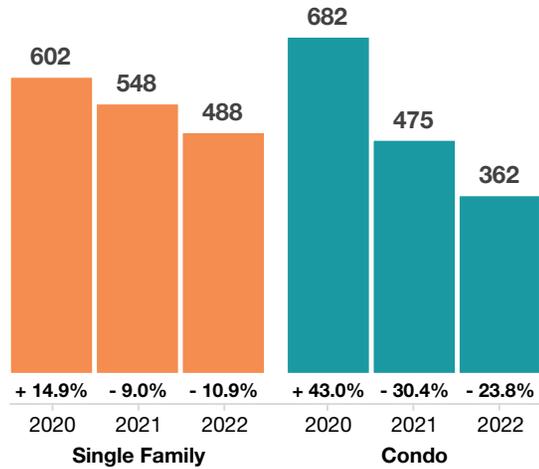
	8-2021	8-2022	Change
1 Bedroom or Fewer	177	70	- 60.5%
2 Bedrooms	57	23	- 59.6%
3 Bedrooms	48	22	- 54.2%
4 Bedrooms or More	72	36	- 50.0%
All Single Family	58	27	- 53.4%

	8-2021	8-2022	Change
Single Family	66	27	- 59.8%
Condo	62	17	- 73.0%
Condo	62	18	- 70.9%
Condo	106	38	- 63.8%
All Condo	63	18	- 71.4%

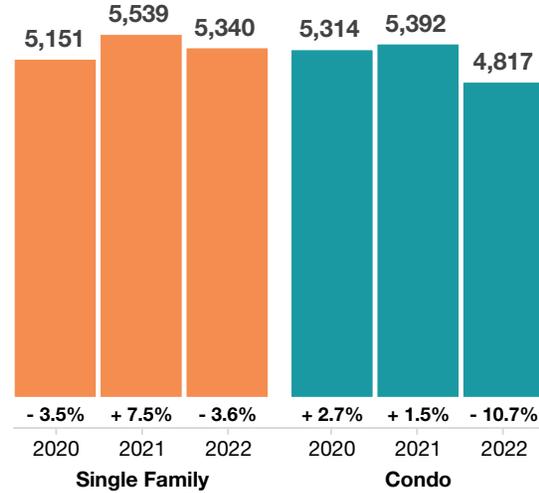
Overall New Listings

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

August

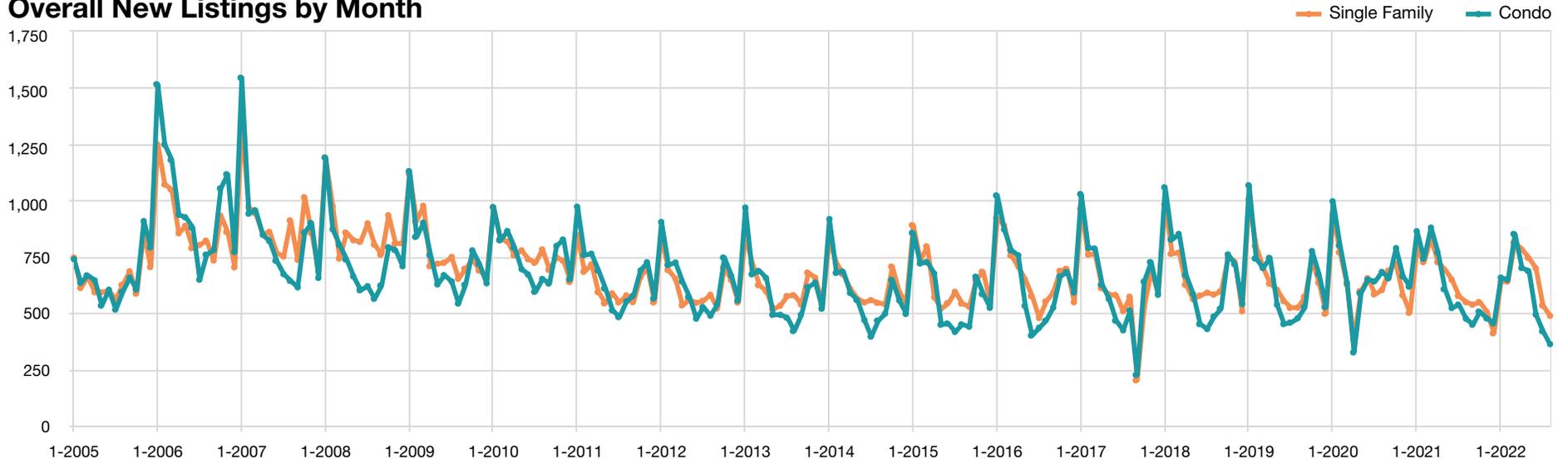


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2021	537	- 21.9%	448	- 31.5%
Oct-2021	548	- 23.7%	506	- 35.8%
Nov-2021	505	- 12.8%	476	- 28.2%
Dec-2021	410	- 18.2%	454	- 26.4%
Jan-2022	639	- 19.0%	657	- 23.9%
Feb-2022	640	- 11.8%	648	- 12.6%
Mar-2022	813	- 2.4%	851	- 3.2%
Apr-2022	783	+ 7.9%	700	- 9.0%
May-2022	745	+ 7.5%	687	+ 13.4%
Jun-2022	698	+ 7.7%	493	- 5.6%
Jul-2022	534	- 7.3%	419	- 22.0%
Aug-2022	488	- 10.9%	362	- 23.8%
12-Month Avg	612	- 8.5%	558	- 17.5%

Overall New Listings by Month

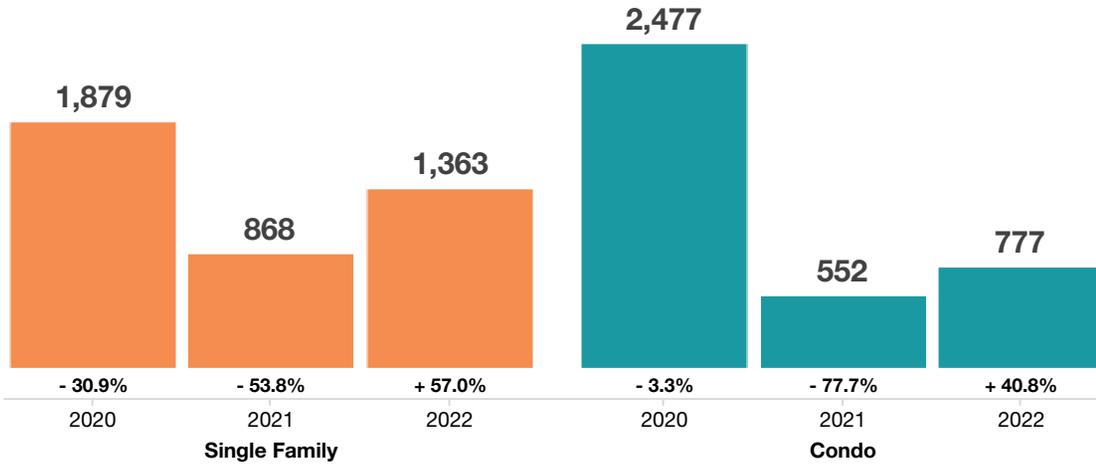


Overall Inventory of Homes for Sale

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

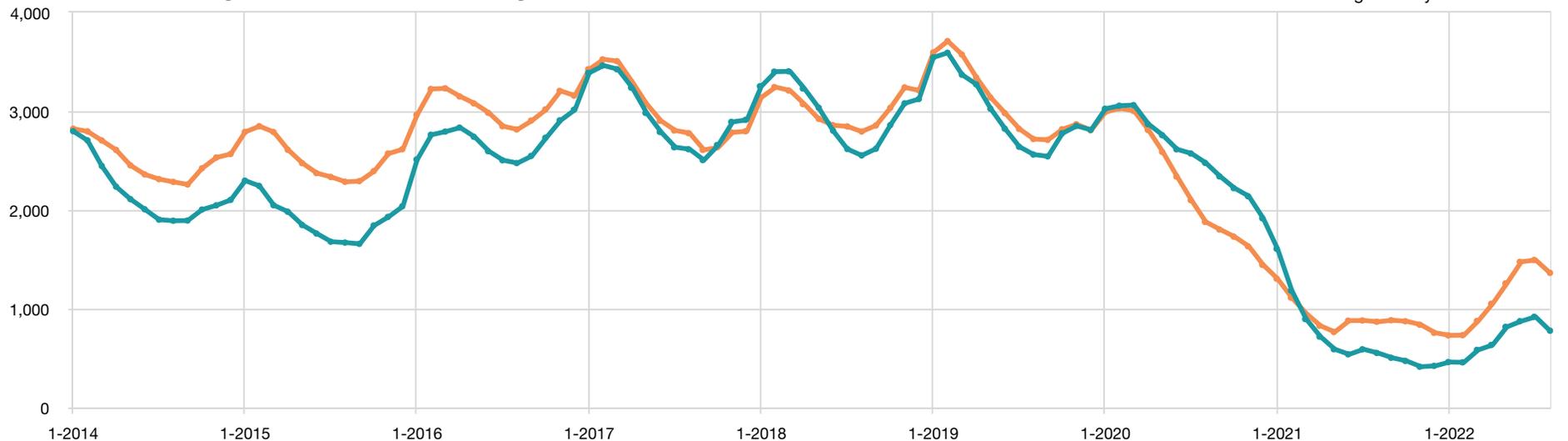


August



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2021	883	- 51.0%	503	- 78.5%
Oct-2021	873	- 49.5%	471	- 78.8%
Nov-2021	838	- 48.7%	413	- 80.7%
Dec-2021	756	- 47.6%	421	- 78.0%
Jan-2022	730	- 44.0%	460	- 71.4%
Feb-2022	732	- 34.2%	457	- 61.4%
Mar-2022	876	- 8.1%	583	- 34.9%
Apr-2022	1,050	+ 27.0%	633	- 11.7%
May-2022	1,257	+ 64.5%	816	+ 38.5%
Jun-2022	1,475	+ 67.8%	874	+ 62.5%
Jul-2022	1,494	+ 69.6%	918	+ 55.9%
Aug-2022	1,363	+ 57.0%	777	+ 40.8%
12-Month Avg	1,027	- 13.2%	611	- 52.0%

Overall Inventory of Homes for Sale by Month

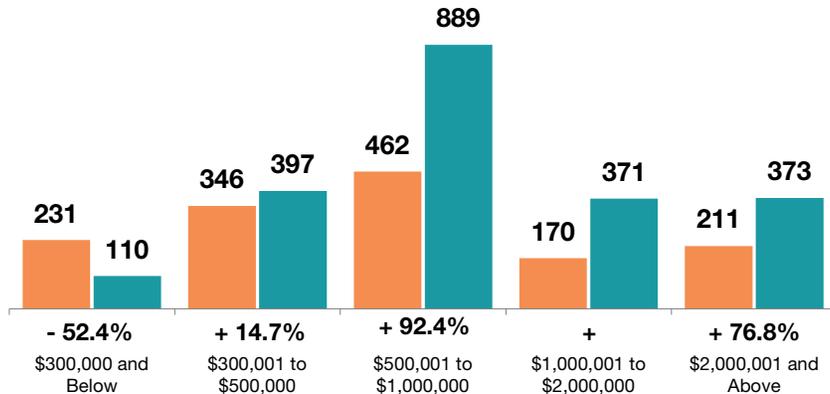


Overall Inventory of Homes for Sale by Price Range

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

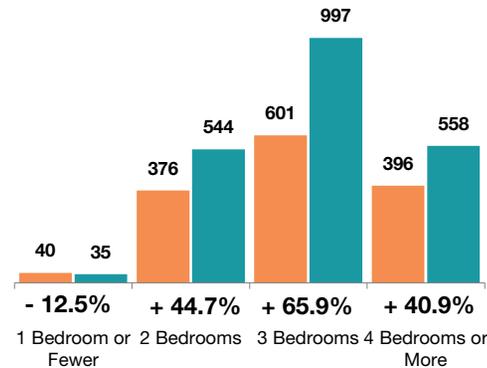
By Price Range

8-2021 8-2022



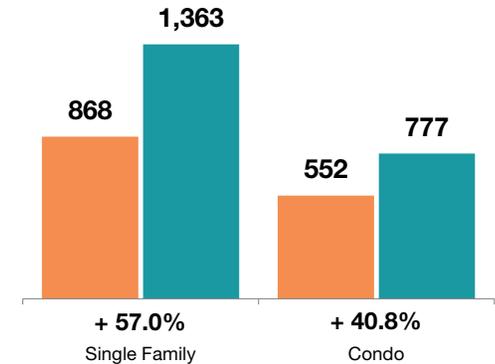
By Bedroom Count

8-2021 8-2022



By Property Type

8-2021 8-2022



All Properties

By Price Range

	8-2021	8-2022	Change
\$300,000 and Below	231	110	- 52.4%
\$300,001 to \$500,000	346	397	+ 14.7%
\$500,001 to \$1,000,000	462	889	+ 92.4%
\$1,000,001 to \$2,000,000	170	371	+ 118.2%
\$2,000,001 and Above	211	373	+ 76.8%
All Price Ranges	1,420	2,140	+ 50.7%

Single Family

	8-2021	8-2022	Change
1 Bedroom or 2 Bedrooms Fewer	69	31	- 55.1%
3 Bedrooms	171	120	- 29.8%
4 Bedrooms or More	348	631	+ 81.3%
4 Bedrooms or More	115	285	+ 147.8%
4 Bedrooms or More	165	296	+ 79.4%
All Single Family	868	1,363	+ 57.0%

Condo

	8-2021	8-2022	Change
1 Bedroom or 2 Bedrooms Fewer	162	79	- 51.2%
3 Bedrooms	175	277	+ 58.3%
4 Bedrooms or More	114	258	+ 126.3%
4 Bedrooms or More	55	86	+ 56.4%
4 Bedrooms or More	46	77	+ 67.4%
All Condo	552	777	+ 40.8%

By Bedroom Count

	8-2021	8-2022	Change
1 Bedroom or Fewer	40	35	- 12.5%
2 Bedrooms	376	544	+ 44.7%
3 Bedrooms	601	997	+ 65.9%
4 Bedrooms or More	396	558	+ 40.9%
All Bedroom Counts	1,420	2,140	+ 50.7%

	8-2021	8-2022	Change
1 Bedroom or Fewer	12	7	- 41.7%
2 Bedrooms	84	103	+ 22.6%
3 Bedrooms	393	714	+ 81.7%
4 Bedrooms or More	377	538	+ 42.7%
All Single Family	868	1,363	+ 57.0%

	8-2021	8-2022	Change
1 Bedroom or Fewer	28	28	0.0%
2 Bedrooms	292	441	+ 51.0%
3 Bedrooms	208	283	+ 36.1%
4 Bedrooms or More	19	20	+ 5.3%
All Condo	552	777	+ 40.8%

Listing and Sales Summary Report

August 2022

	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Aug-22	Aug-21	% Change	Aug-22	Aug-21	% Change	Aug-22	Aug-21	% Change	Aug-22	Aug-21	% Change
Overall Naples Market*	\$575,000	\$440,000	+30.7%	669	1057	-36.7%	2,140	1,420	+50.7%	31	23	+34.8%
Collier County	\$600,000	\$450,000	+33.3%	733	1129	-35.1%	2,402	1,627	+47.6%	33	23	+43.5%
Ave Maria	\$448,000	\$396,000	+13.1%	13	23	-43.5%	46	38	+21.1%	36	18	+100.0%
Central Naples	\$449,000	\$317,500	+41.4%	103	172	-40.1%	256	197	+29.9%	32	18	+77.8%
East Naples	\$529,500	\$439,750	+20.4%	148	240	-38.3%	646	402	+60.7%	36	26	+38.5%
Everglades City	\$237,500	--	--	2	0	--	2	7	-71.4%	37	--	--
Immokalee	\$190,467	\$222,900	-14.6%	2	7	-71.4%	10	15	-33.3%	125	70	+78.6%
Immokalee / Ave Maria	\$439,900	\$367,450	+19.7%	15	30	-50.0%	56	53	+5.7%	48	30	+60.0%
Naples	\$575,000	\$445,000	+29.2%	654	1026	-36.3%	2,087	1,369	+52.4%	31	22	+40.9%
Naples Beach	\$1,175,000	\$802,000	+46.5%	98	155	-36.8%	443	320	+38.4%	34	38	-10.5%
North Naples	\$640,000	\$499,000	+28.3%	203	291	-30.2%	423	242	+74.8%	25	19	+31.6%
South Naples	\$432,500	\$359,900	+20.2%	102	169	-39.6%	316	206	+53.4%	29	13	+123.1%
34102	\$1,825,000	\$1,200,000	+52.1%	40	41	-2.4%	156	131	+19.1%	34	55	-38.2%
34103	\$900,000	\$600,000	+50.0%	27	46	-41.3%	123	82	+50.0%	36	45	-20.0%
34104	\$441,139	\$284,000	+55.3%	50	73	-31.5%	98	75	+30.7%	29	23	+26.1%
34105	\$525,000	\$317,500	+65.4%	31	70	-55.7%	83	64	+29.7%	38	14	+171.4%
34108	\$1,200,000	\$800,000	+50.0%	31	68	-54.4%	164	107	+53.3%	33	23	+43.5%
34109	\$570,000	\$430,000	+32.6%	49	69	-29.0%	92	53	+73.6%	26	17	+52.9%
34110	\$682,500	\$500,000	+36.5%	66	99	-33.3%	126	74	+70.3%	28	21	+33.3%
34112	\$305,000	\$299,750	+1.8%	57	86	-33.7%	162	101	+60.4%	31	13	+138.5%
34113	\$575,000	\$398,000	+44.5%	45	83	-45.8%	154	105	+46.7%	27	13	+107.7%
34114	\$475,000	\$479,500	-0.9%	54	92	-41.3%	190	149	+27.5%	32	37	-13.5%
34116	\$415,500	\$334,900	+24.1%	22	29	-24.1%	75	58	+29.3%	31	14	+121.4%
34117	\$507,500	\$415,000	+22.3%	24	33	-27.3%	121	64	+89.1%	36	21	+71.4%
34119	\$653,889	\$558,000	+17.2%	88	123	-28.5%	205	115	+78.3%	23	19	+21.1%
34120	\$562,500	\$429,000	+31.1%	70	115	-39.1%	335	189	+77.2%	39	19	+105.3%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$439,900	\$367,450	+19.7%	15	30	-50.0%	56	53	+5.7%	48	30	+60.0%

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

Local Market Update – August 2022

A Research Tool Provided by Naples Area Board of REALTORS®



Naples Beach

34102, 34103, 34108

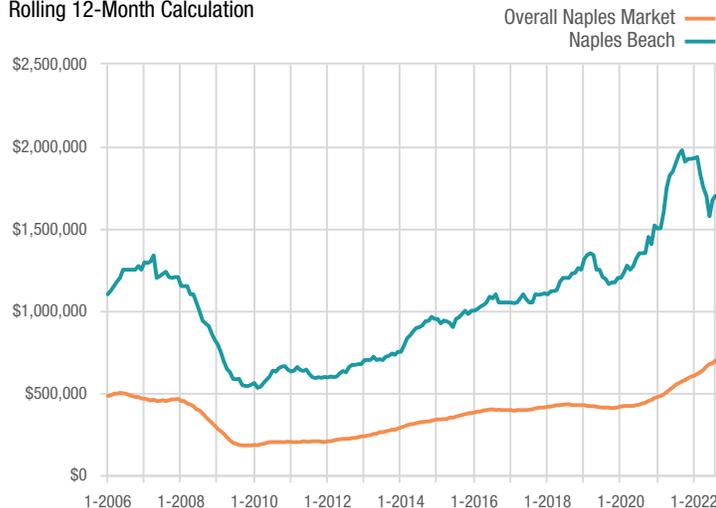
Single Family	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	68	49	- 27.9%	841	766	- 8.9%
Total Sales	58	46	- 20.7%	839	477	- 43.1%
Days on Market Until Sale	44	41	- 6.8%	73	41	- 43.8%
Median Closed Price*	\$1,180,000	\$2,300,000	+ 94.9%	\$2,128,690	\$1,999,999	- 6.0%
Average Closed Price*	\$2,674,717	\$3,914,191	+ 46.3%	\$3,171,574	\$3,927,984	+ 23.8%
Percent of List Price Received*	96.9%	95.7%	- 1.2%	97.8%	98.6%	+ 0.8%
Inventory of Homes for Sale	160	246	+ 53.8%	—	—	—
Months Supply of Inventory	1.6	4.0	+ 150.0%	—	—	—

Condo	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	93	61	- 34.4%	1,243	1,032	- 17.0%
Total Sales	97	52	- 46.4%	1,541	869	- 43.6%
Days on Market Until Sale	34	28	- 17.6%	73	21	- 71.2%
Median Closed Price*	\$775,000	\$1,125,000	+ 45.2%	\$775,000	\$1,022,500	+ 31.9%
Average Closed Price*	\$1,296,196	\$1,356,863	+ 4.7%	\$1,168,551	\$1,555,289	+ 33.1%
Percent of List Price Received*	98.3%	95.1%	- 3.3%	97.3%	99.8%	+ 2.6%
Inventory of Homes for Sale	160	197	+ 23.1%	—	—	—
Months Supply of Inventory	0.9	1.9	+ 111.1%	—	—	—

* 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.

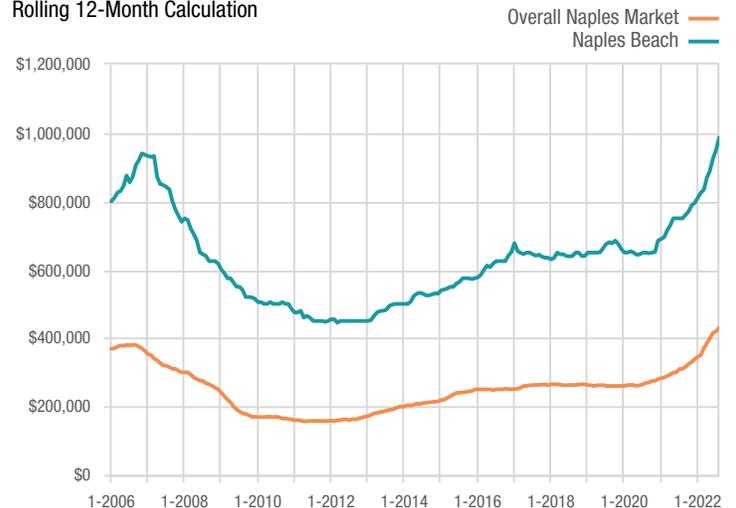
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

North Naples

34109, 34110, 34119

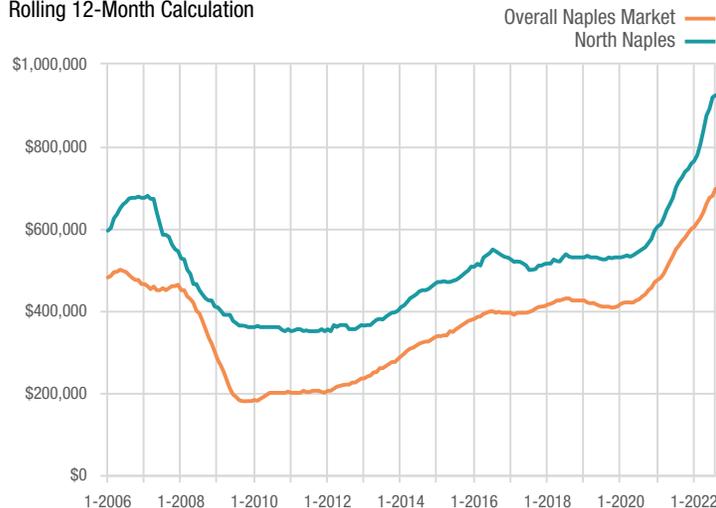
Single Family	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	112	99	- 11.6%	1,325	1,190	- 10.2%
Total Sales	146	95	- 34.9%	1,354	870	- 35.7%
Days on Market Until Sale	23	26	+ 13.0%	40	20	- 50.0%
Median Closed Price*	\$800,000	\$899,000	+ 12.4%	\$736,500	\$964,750	+ 31.0%
Average Closed Price*	\$1,040,832	\$1,301,628	+ 25.1%	\$1,020,587	\$1,351,792	+ 32.5%
Percent of List Price Received*	99.2%	96.4%	- 2.8%	98.8%	99.6%	+ 0.8%
Inventory of Homes for Sale	138	252	+ 82.6%	—	—	—
Months Supply of Inventory	0.8	2.4	+ 200.0%	—	—	—

Condo	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	131	104	- 20.6%	1,413	1,319	- 6.7%
Total Sales	145	108	- 25.5%	1,617	1,093	- 32.4%
Days on Market Until Sale	16	24	+ 50.0%	47	13	- 72.3%
Median Closed Price*	\$345,000	\$460,000	+ 33.3%	\$320,000	\$456,000	+ 42.5%
Average Closed Price*	\$408,160	\$619,851	+ 51.9%	\$448,174	\$636,062	+ 41.9%
Percent of List Price Received*	100.4%	97.1%	- 3.3%	98.7%	101.2%	+ 2.5%
Inventory of Homes for Sale	104	171	+ 64.4%	—	—	—
Months Supply of Inventory	0.5	1.3	+ 160.0%	—	—	—

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

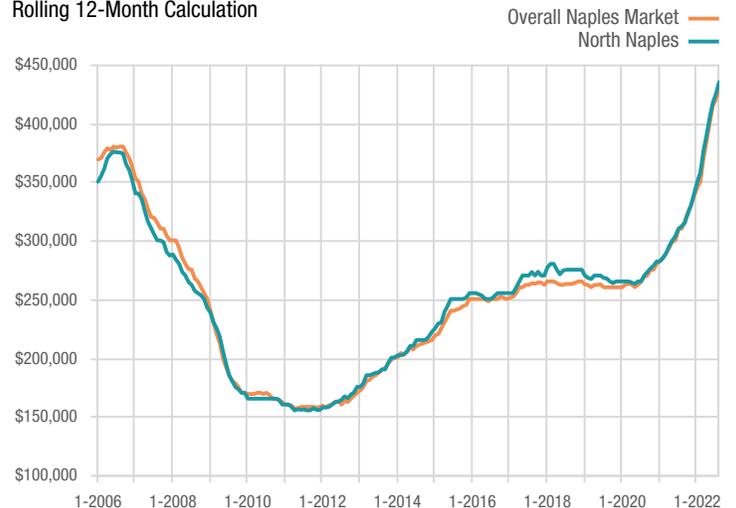
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Central Naples

34104, 34105, 34116

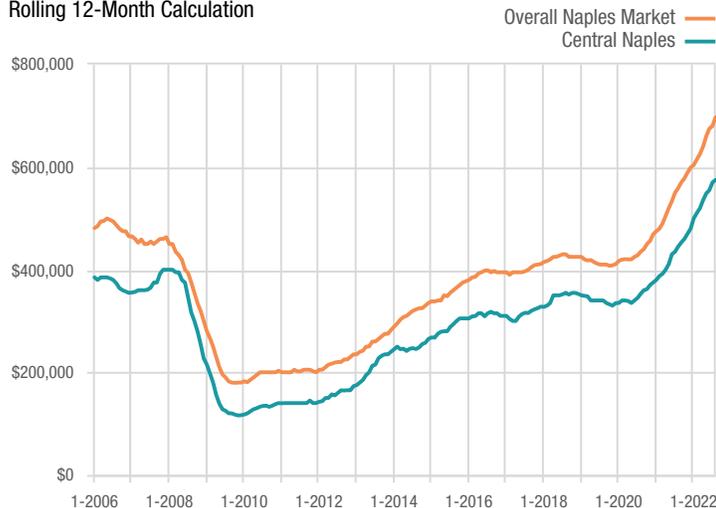
Single Family	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	83	66	- 20.5%	753	724	- 3.9%
Total Sales	81	50	- 38.3%	703	553	- 21.3%
Days on Market Until Sale	19	36	+ 89.5%	39	23	- 41.0%
Median Closed Price*	\$555,000	\$630,000	+ 13.5%	\$465,000	\$600,000	+ 29.0%
Average Closed Price*	\$744,519	\$728,032	- 2.2%	\$746,517	\$920,889	+ 23.4%
Percent of List Price Received*	98.7%	95.0%	- 3.7%	98.4%	98.8%	+ 0.4%
Inventory of Homes for Sale	110	157	+ 42.7%	—	—	—
Months Supply of Inventory	1.3	2.2	+ 69.2%	—	—	—

Condo	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	77	51	- 33.8%	879	768	- 12.6%
Total Sales	91	53	- 41.8%	1,011	628	- 37.9%
Days on Market Until Sale	16	28	+ 75.0%	50	14	- 72.0%
Median Closed Price*	\$228,000	\$355,000	+ 55.7%	\$220,000	\$340,000	+ 54.5%
Average Closed Price*	\$243,662	\$374,973	+ 53.9%	\$250,757	\$394,069	+ 57.2%
Percent of List Price Received*	100.0%	96.6%	- 3.4%	98.1%	100.7%	+ 2.7%
Inventory of Homes for Sale	87	99	+ 13.8%	—	—	—
Months Supply of Inventory	0.8	1.3	+ 62.5%	—	—	—

* 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.

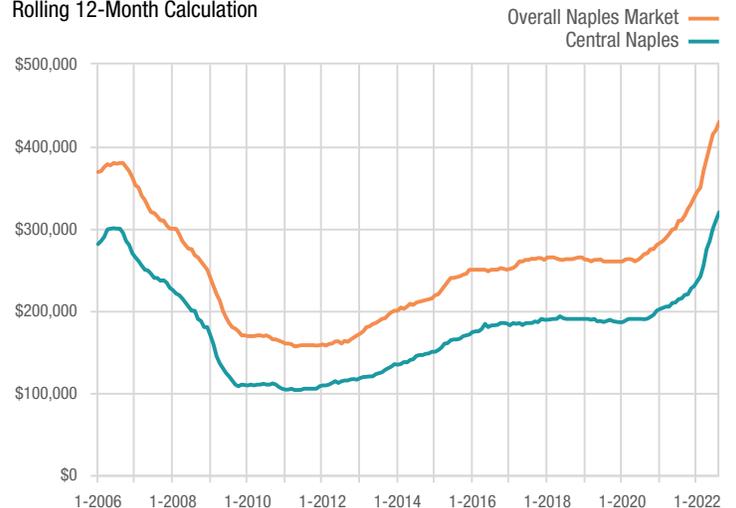
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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South Naples

34112, 34113

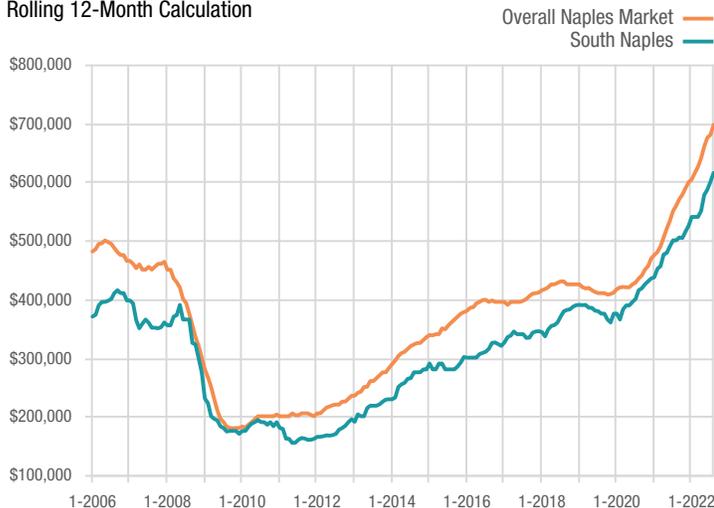
Single Family	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	61	51	- 16.4%	706	593	- 16.0%
Total Sales	65	37	- 43.1%	714	416	- 41.7%
Days on Market Until Sale	17	30	+ 76.5%	48	23	- 52.1%
Median Closed Price*	\$509,000	\$615,000	+ 20.8%	\$520,000	\$642,500	+ 23.6%
Average Closed Price*	\$636,168	\$790,573	+ 24.3%	\$665,912	\$890,132	+ 33.7%
Percent of List Price Received*	99.3%	94.6%	- 4.7%	98.3%	99.1%	+ 0.8%
Inventory of Homes for Sale	99	141	+ 42.4%	—	—	—
Months Supply of Inventory	1.2	2.8	+ 133.3%	—	—	—

Condo	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	100	87	- 13.0%	1,148	998	- 13.1%
Total Sales	104	65	- 37.5%	1,348	822	- 39.0%
Days on Market Until Sale	11	29	+ 163.6%	54	14	- 74.1%
Median Closed Price*	\$275,000	\$385,000	+ 40.0%	\$249,000	\$385,000	+ 54.6%
Average Closed Price*	\$308,838	\$436,853	+ 41.5%	\$274,334	\$429,753	+ 56.7%
Percent of List Price Received*	99.8%	97.3%	- 2.5%	97.9%	100.5%	+ 2.7%
Inventory of Homes for Sale	107	175	+ 63.6%	—	—	—
Months Supply of Inventory	0.7	1.7	+ 142.9%	—	—	—

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

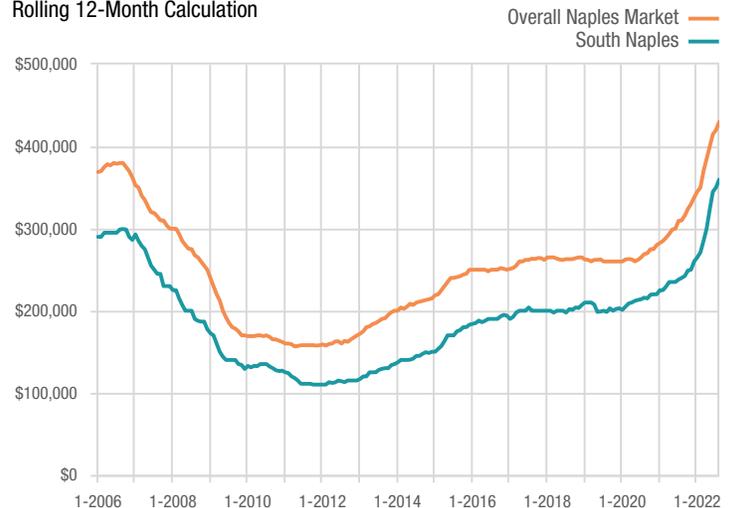
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – August 2022

A Research Tool Provided by Naples Area Board of REALTORS®



East Naples

34114, 34117, 34120, 34137

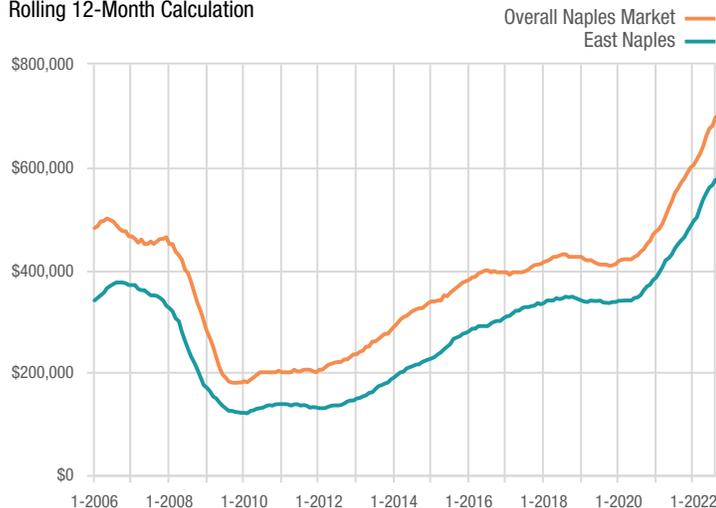
Single Family	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	201	198	- 1.5%	1,694	1,878	+ 10.9%
Total Sales	172	103	- 40.1%	1,622	1,273	- 21.5%
Days on Market Until Sale	26	38	+ 46.2%	38	28	- 26.3%
Median Closed Price*	\$458,950	\$590,000	+ 28.6%	\$465,000	\$600,000	+ 29.0%
Average Closed Price*	\$547,340	\$670,211	+ 22.4%	\$550,622	\$753,547	+ 36.9%
Percent of List Price Received*	98.9%	96.3%	- 2.6%	98.7%	98.7%	0.0%
Inventory of Homes for Sale	320	521	+ 62.8%	—	—	—
Months Supply of Inventory	1.6	3.3	+ 106.3%	—	—	—

Condo	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	70	55	- 21.4%	682	659	- 3.4%
Total Sales	68	45	- 33.8%	744	507	- 31.9%
Days on Market Until Sale	28	30	+ 7.1%	40	17	- 57.5%
Median Closed Price*	\$408,750	\$456,835	+ 11.8%	\$340,000	\$485,000	+ 42.6%
Average Closed Price*	\$412,512	\$456,750	+ 10.7%	\$355,708	\$511,786	+ 43.9%
Percent of List Price Received*	99.5%	97.8%	- 1.7%	98.7%	100.2%	+ 1.5%
Inventory of Homes for Sale	82	125	+ 52.4%	—	—	—
Months Supply of Inventory	0.9	1.9	+ 111.1%	—	—	—

* 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.

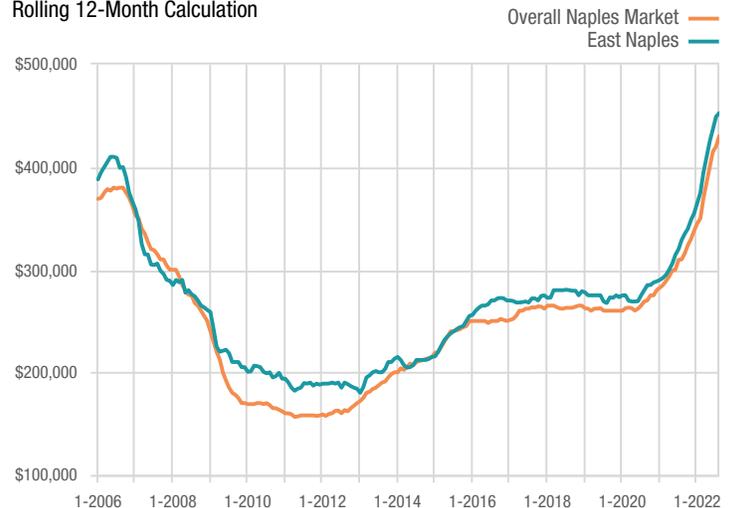
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Immokalee / Ave Maria

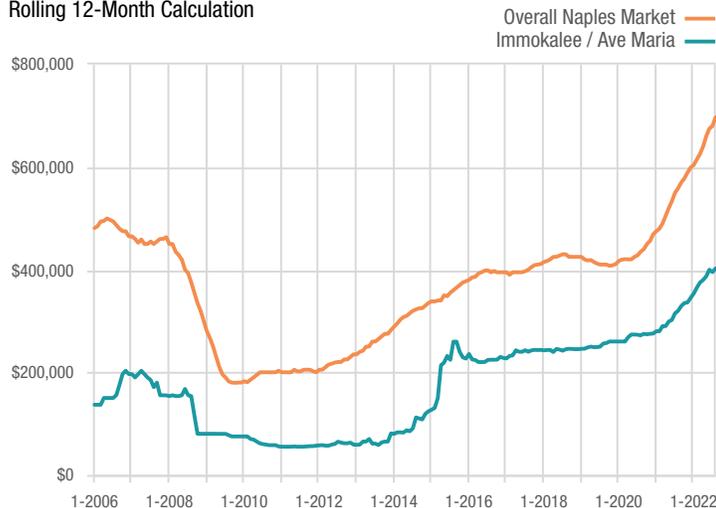
Single Family	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	23	25	+ 8.7%	220	189	- 14.1%
Total Sales	27	14	- 48.1%	203	158	- 22.2%
Days on Market Until Sale	16	47	+ 193.8%	50	24	- 52.0%
Median Closed Price*	\$387,000	\$443,950	+ 14.7%	\$334,900	\$427,950	+ 27.8%
Average Closed Price*	\$373,895	\$536,202	+ 43.4%	\$362,434	\$452,211	+ 24.8%
Percent of List Price Received*	99.7%	97.6%	- 2.1%	98.7%	99.2%	+ 0.5%
Inventory of Homes for Sale	41	46	+ 12.2%	—	—	—
Months Supply of Inventory	1.8	2.2	+ 22.2%	—	—	—

Condo	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	4	4	0.0%	27	41	+ 51.9%
Total Sales	3	1	- 66.7%	21	39	+ 85.7%
Days on Market Until Sale	150	65	- 56.7%	94	50	- 46.8%
Median Closed Price*	\$266,000	\$287,000	+ 7.9%	\$245,000	\$313,997	+ 28.2%
Average Closed Price*	\$238,333	\$287,000	+ 20.4%	\$216,397	\$314,689	+ 45.4%
Percent of List Price Received*	96.6%	95.7%	- 0.9%	97.2%	100.5%	+ 3.4%
Inventory of Homes for Sale	12	10	- 16.7%	—	—	—
Months Supply of Inventory	4.3	2.0	- 53.5%	—	—	—

* 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.

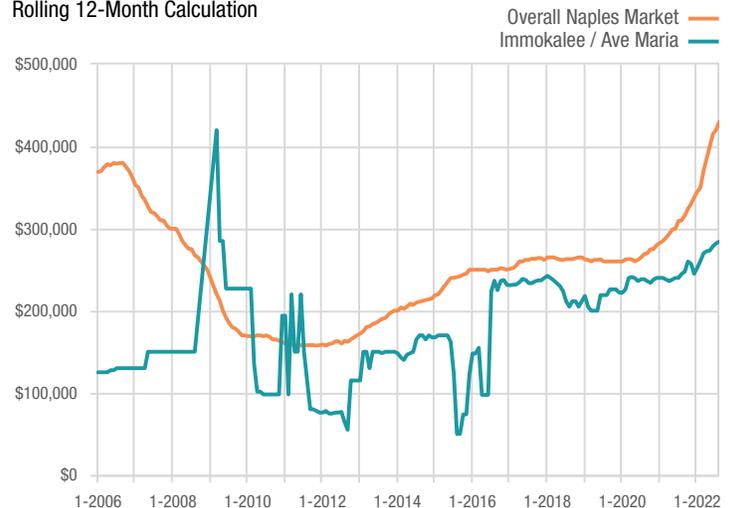
Median Closed Price - Single Family

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.