

Naples Area Market Report



December 2022

In the first year after a two-year interruption in normal activity caused by the COVID-19 pandemic, the Naples real estate market is stable in terms of value, but there are not as many homes to choose from, and prices have elevated. As pandemic restrictions loosened in 2022, sellers and buyers pivoted their attention from the housing market to the travel market. As a result, and according to the December 2022 and 2022 Annual Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), overall closed sales in 2022 decreased 34.8 percent to 10,156 properties from 15,570 properties in 2021. And while inventory is beginning to rebound, increasing 106.3 percent to 2,465 properties in December 2022 from 1,195 properties in December 2021, broker analysts reviewing the report are uncertain where and when an influx of inventory will arrive to meet our pre-pandemic levels.

The report showed only 105 homes for sale below \$300,000 in December compared to 1,816 in December 2019. Demand for the Naples lifestyle remained constant in 2022, and low inventory pressed median closed prices upward. The overall median closed price in December 2022 increased 13.9 percent to \$575,000 from \$505,000 in December 2021. Looking back at December 2019, the median closed price was \$344,255; and inventory was double what it is today.

Economic factors like a possible recession, and rising mortgage rates, which are still over six percent, on average, are affecting new listing inventory as well. Demand for homes in 2022 kept REALTORS® busy looking for new listings, which dropped 8.4 percent to 13,577 compared to 14,819 in 2021. Many homeowners, especially those who purchased homes below \$300,000 or at low interest rates, are now unable to afford a change in local address due to the increase in mortgage rates. The number of single-family homes in inventory decreased by 54 homes between November and December 2022, while condominium inventory rose by 44 condominiums during the same time frame. Broker analysts remarked that we are not a traditional market in that we don't rely on people moving internally like other metropolitan areas in the U.S. Because of our location's desirability, there has and will always be a demand for property by people who want a piece of the Naples lifestyle.

Quick Facts

- 42.3%	+ 13.9%	+ 106.3%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
- 9.1%	- 33.3%	- 31.9%
Price Range With the Strongest Sales: \$500,001 to \$1,000,000	Bedroom Count With Strongest Sales: 3 Bedrooms	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.

Current as of January 10, 2023. All data from Southwest Florida MLS. Report © 2023 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	12-2021	12-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		866	765	- 11.7%	14,819	13,577	- 8.4%
Total Sales		1,103	636	- 42.3%	15,570	10,156	- 34.8%
Days on Market Until Sale		27	49	+ 81.5%	44	27	- 38.6%
Median Closed Price		\$505,000	\$575,000	+ 13.9%	\$445,000	\$575,000	+ 29.2%
Average Closed Price		\$962,871	\$1,088,889	+ 13.1%	\$808,269	\$1,010,867	+ 25.1%
Percent of List Price Received		99.8%	96.3%	- 3.5%	98.6%	99.0%	+ 0.4%
Pending Listings		1,038	682	- 34.3%	18,664	12,106	- 35.1%
Inventory of Homes for Sale		1,195	2,465	+ 106.3%	—	—	—
Months Supply of Inventory		0.9	2.9	+ 222.2%	—	—	—

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	12-2021	12-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		410	407	- 0.7%	7,541	7,255	- 3.8%
Total Sales		538	335	- 37.7%	7,346	4,999	- 31.9%
Days on Market Until Sale		32	57	+ 78.1%	41	32	- 22.0%
Median Closed Price		\$675,000	\$735,000	+ 8.9%	\$599,000	\$740,000	+ 23.5%
Average Closed Price		\$1,296,487	\$1,442,951	+ 11.3%	\$1,092,386	\$1,309,948	+ 19.9%
Percent of List Price Received		99.0%	95.7%	- 3.3%	98.6%	98.2%	- 0.4%
Pending Listings		509	386	- 24.2%	8,881	6,076	- 31.6%
Inventory of Homes for Sale		764	1,504	+ 96.9%	—	—	—
Months Supply of Inventory		1.2	3.6	+ 200.0%	—	—	—

Condo Market Overview

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



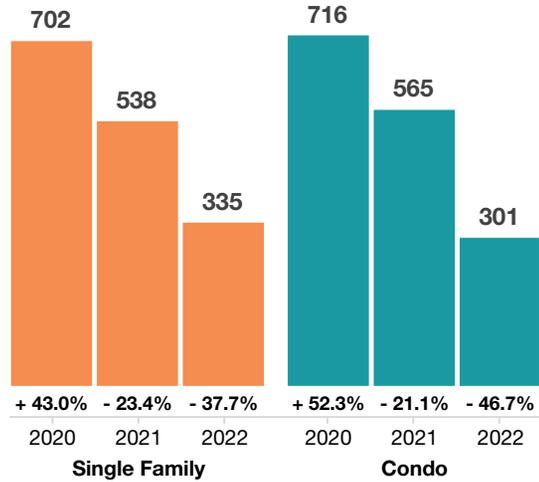
Key Metrics	Historical Sparkbars	12-2021	12-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		456	358	- 21.5%	7,278	6,322	- 13.1%
Total Sales		565	301	- 46.7%	8,224	5,157	- 37.3%
Days on Market Until Sale		22	39	+ 77.3%	47	21	- 55.3%
Median Closed Price		\$405,000	\$455,000	+ 12.3%	\$338,000	\$454,750	+ 34.5%
Average Closed Price		\$645,787	\$694,833	+ 7.6%	\$554,588	\$721,009	+ 30.0%
Percent of List Price Received		100.5%	96.9%	- 3.6%	98.6%	99.7%	+ 1.1%
Pending Listings		529	296	- 44.0%	9,783	6,030	- 38.4%
Inventory of Homes for Sale		431	961	+ 123.0%	—	—	—
Months Supply of Inventory		0.6	2.2	+ 266.7%	—	—	—

Overall Closed Sales

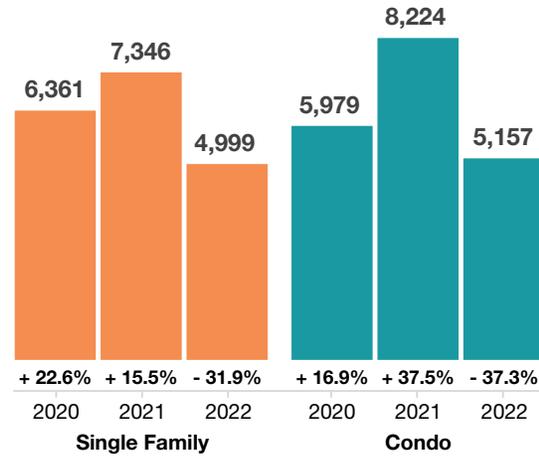
A count of the actual sales that closed in a given month.



December

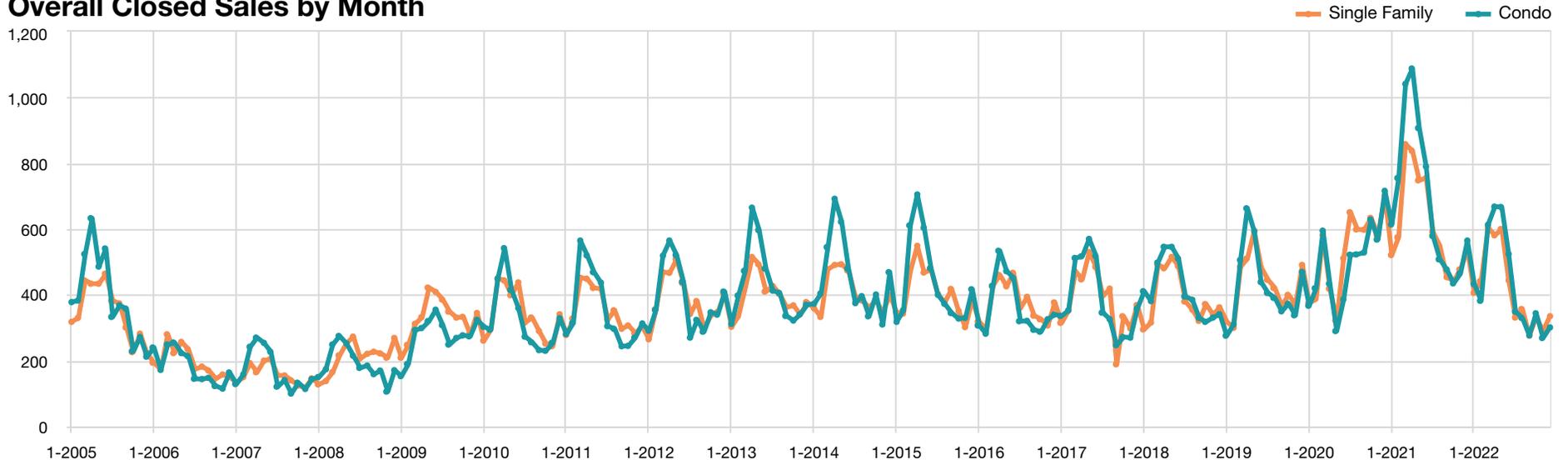


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-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	581	- 30.7%	668	- 38.6%
May-2022	600	- 19.8%	667	- 26.5%
Jun-2022	444	- 41.2%	524	- 33.7%
Jul-2022	331	- 44.0%	349	- 39.7%
Aug-2022	357	- 35.0%	330	- 35.0%
Sep-2022	276	- 39.2%	277	- 41.9%
Oct-2022	332	- 24.9%	344	- 20.9%
Nov-2022	291	- 39.0%	269	- 42.2%
Dec-2022	335	- 37.7%	301	- 46.7%
12-Month Avg	417	- 31.9%	430	- 37.2%

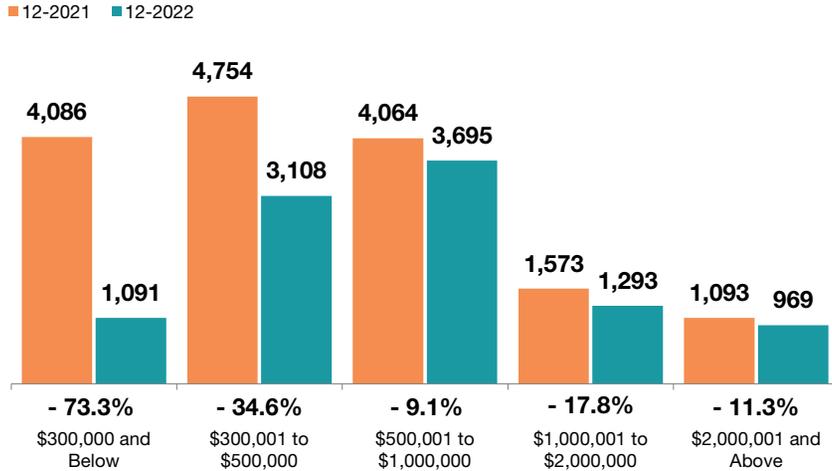
Overall Closed Sales by Month



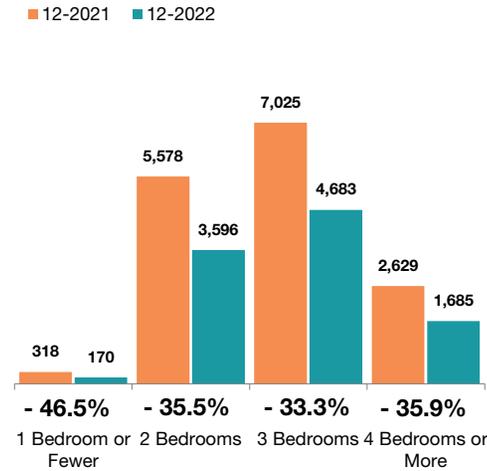
Overall Closed Sales by Price Range

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

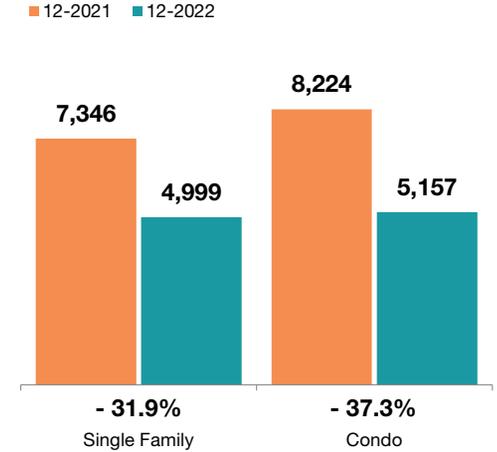
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2021	12-2022	Change
\$300,000 and Below	4,086	1,091	- 73.3%
\$300,001 to \$500,000	4,754	3,108	- 34.6%
\$500,001 to \$1,000,000	4,064	3,695	- 9.1%
\$1,000,001 to \$2,000,000	1,573	1,293	- 17.8%
\$2,000,001 and Above	1,093	969	- 11.3%
All Price Ranges	15,570	10,156	- 34.8%

Single Family

	12-2021	12-2022	Change
1 Bedroom or Fewer	595	237	- 60.2%
2 Bedrooms	2,245	968	- 56.9%
3 Bedrooms	2,732	2,264	- 17.1%
4 Bedrooms or More	982	862	- 12.2%
All Single Family	7,346	4,999	- 31.9%

Condo

	12-2021	12-2022	Change
1 Bedroom or Fewer	3491	854	- 75.5%
2 Bedrooms	2509	2140	- 14.7%
3 Bedrooms	1332	1431	+ 7.4%
4 Bedrooms or More	591	431	- 27.1%
All Condo	8,224	5,157	- 37.3%

By Bedroom Count

	12-2021	12-2022	Change
1 Bedroom or Fewer	318	170	- 46.5%
2 Bedrooms	5,578	3,596	- 35.5%
3 Bedrooms	7,025	4,683	- 33.3%
4 Bedrooms or More	2,629	1,685	- 35.9%
All Bedroom Counts	15,570	10,156	- 34.8%

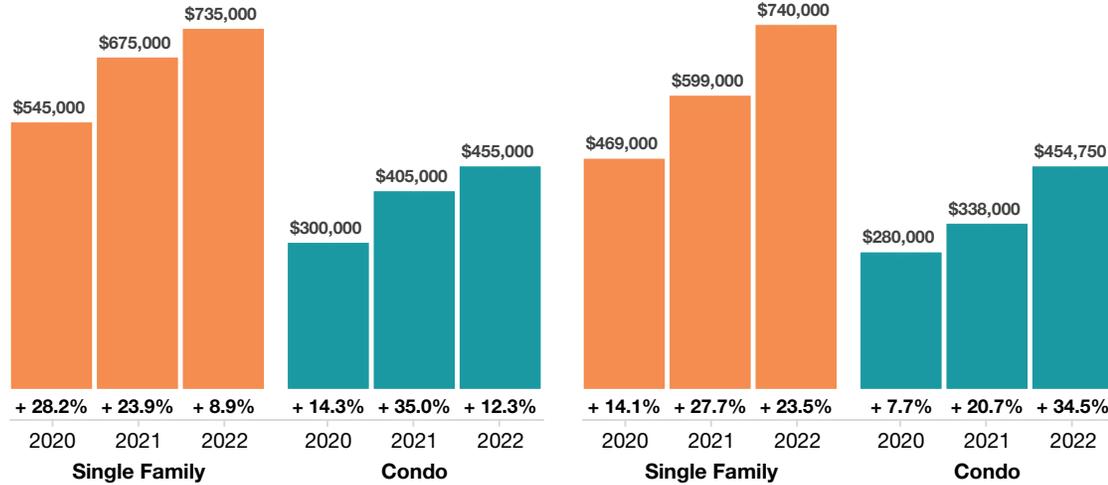
	12-2021	12-2022	Change
1 Bedroom or Fewer	42	24	- 42.9%
2 Bedrooms	806	537	- 33.4%
3 Bedrooms	4,034	2,846	- 29.4%
4 Bedrooms or More	2,461	1,589	- 35.4%
All Single Family	7,346	4,999	- 31.9%

Overall Median Closed Price

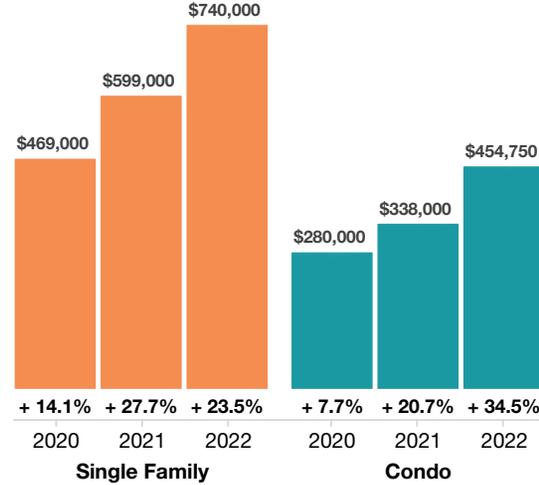
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



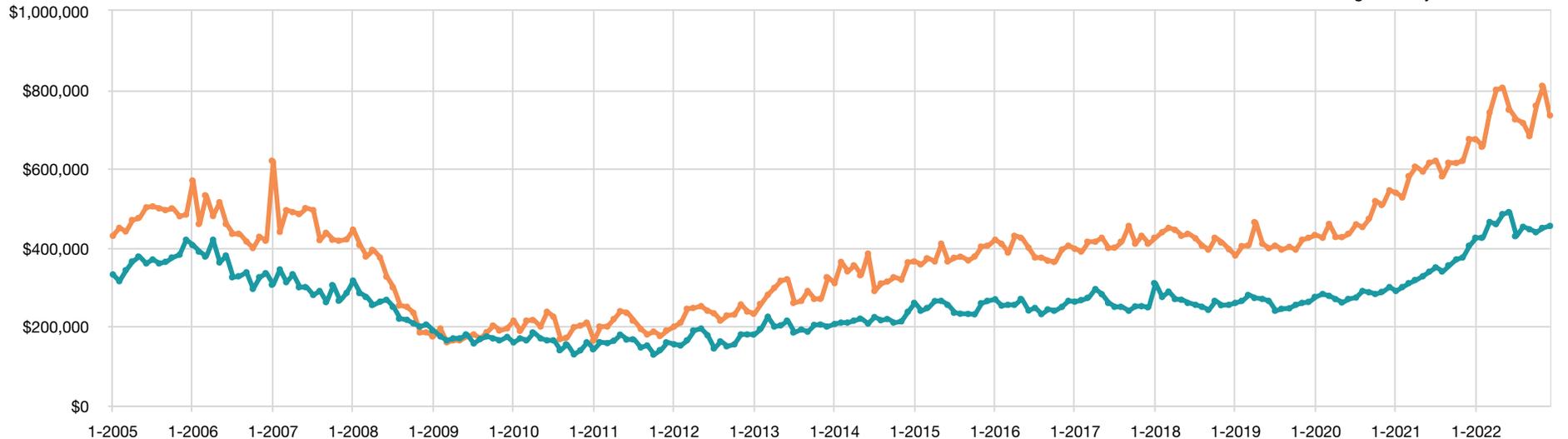
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-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	\$805,250	+ 35.9%	\$485,000	+ 48.1%
Jun-2022	\$749,450	+ 21.9%	\$490,000	+ 44.5%
Jul-2022	\$725,000	+ 16.9%	\$429,000	+ 22.6%
Aug-2022	\$715,835	+ 23.3%	\$452,750	+ 33.4%
Sep-2022	\$682,500	+ 11.0%	\$446,520	+ 25.8%
Oct-2022	\$759,453	+ 23.6%	\$439,000	+ 18.6%
Nov-2022	\$810,000	+ 30.6%	\$449,900	+ 20.0%
Dec-2022	\$735,000	+ 8.9%	\$455,000	+ 12.3%
12-Month Avg*	\$740,000	+ 23.5%	\$454,750	+ 34.5%

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

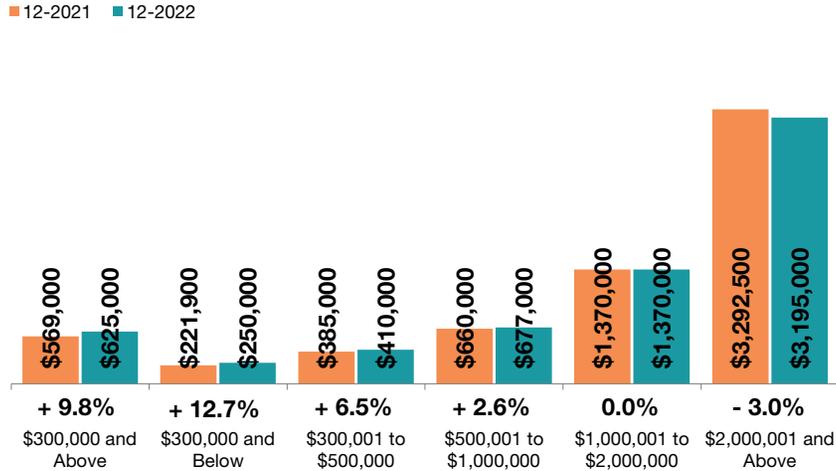
Overall Median Closed Price by Month



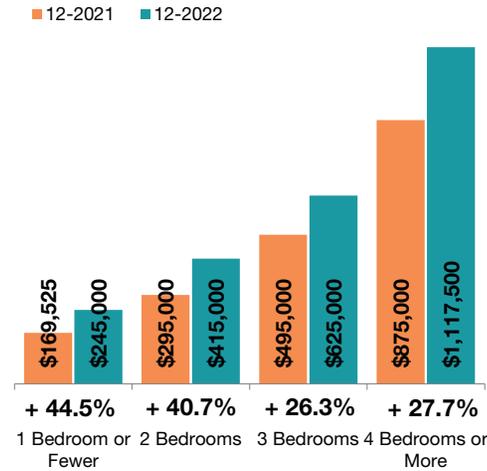
Overall Median Closed Price by Price Range

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

By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2021	12-2022	Change
\$300,000 and Above	\$569,000	\$625,000	+ 9.8%
\$300,000 and Below	\$221,900	\$250,000	+ 12.7%
\$300,001 to \$500,000	\$385,000	\$410,000	+ 6.5%
\$500,001 to \$1,000,000	\$660,000	\$677,000	+ 2.6%
\$1,000,001 to \$2,000,000	\$1,370,000	\$1,370,000	0.0%
\$2,000,001 and Above	\$3,292,500	\$3,195,000	- 3.0%
All Price Ranges	\$445,000	\$575,000	+ 29.2%

Single Family

	12-2021	12-2022	Change
	\$630,000	\$755,000	+ 19.8%
	\$226,950	\$200,000	- 11.9%
	\$400,000	\$430,000	+ 7.5%
	\$664,000	\$700,000	+ 5.4%
	\$1,363,500	\$1,370,000	+ 0.5%
	\$3,475,000	\$3,325,000	- 4.3%
All Single Family	\$599,000	\$740,000	+ 23.5%

Condo

	12-2021	12-2022	Change
	\$475,000	\$500,000	+ 5.3%
	\$220,000	\$260,000	+ 18.2%
	\$375,000	\$400,000	+ 6.7%
	\$650,000	\$632,995	- 2.6%
	\$1,375,000	\$1,371,250	- 0.3%
	\$2,975,000	\$2,850,000	- 4.2%
All Condo	\$338,000	\$454,750	+ 34.5%

By Bedroom Count

	12-2021	12-2022	Change
1 Bedroom or Fewer	\$169,525	\$245,000	+ 44.5%
2 Bedrooms	\$295,000	\$415,000	+ 40.7%
3 Bedrooms	\$495,000	\$625,000	+ 26.3%
4 Bedrooms or More	\$875,000	\$1,117,500	+ 27.7%
All Bedroom Counts	\$445,000	\$575,000	+ 29.2%

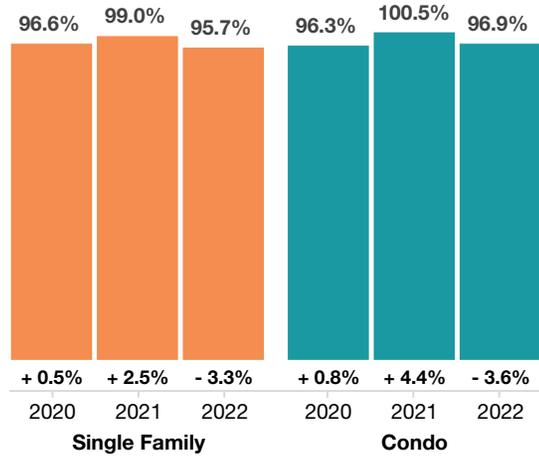
	12-2021	12-2022	Change
	\$93,500	\$117,000	+ 25.1%
	\$380,000	\$485,000	+ 27.6%
	\$540,000	\$670,000	+ 24.1%
	\$874,500	\$1,105,000	+ 26.4%
All Single Family	\$599,000	\$740,000	+ 23.5%
	\$183,000	\$269,900	+ 47.5%
	\$281,000	\$410,000	+ 45.9%
	\$422,500	\$550,000	+ 30.2%
	\$1,484,500	\$1,150,000	- 22.5%
All Condo	\$338,000	\$454,750	+ 34.5%

Overall Percent of Current List Price Received

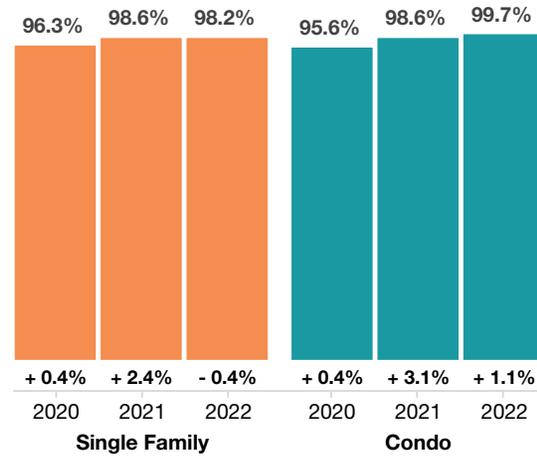


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting seller concessions.

December



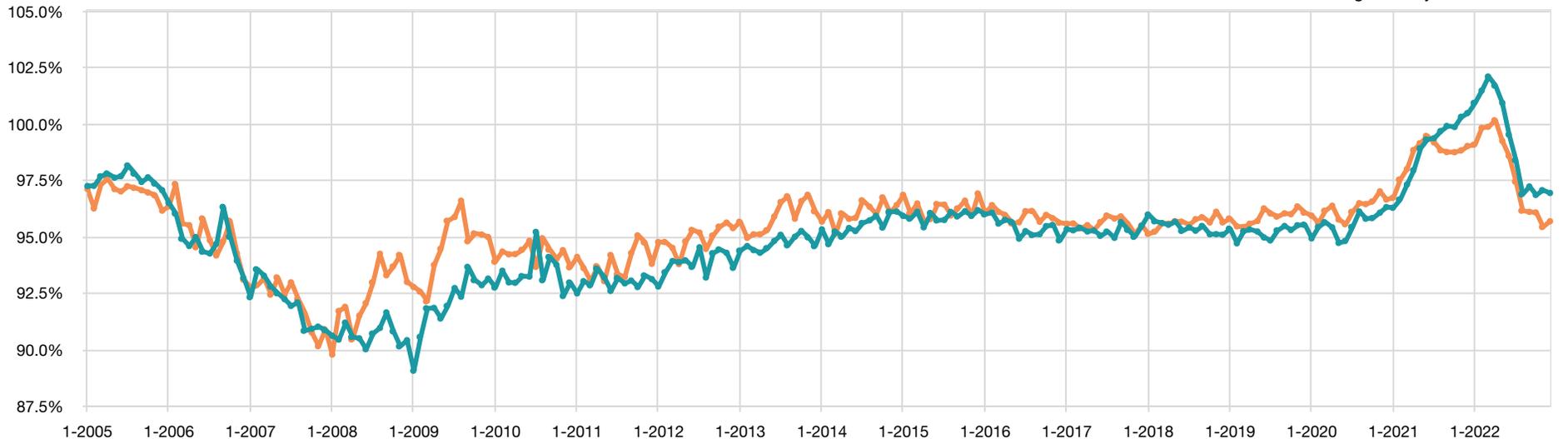
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	100.1%	+ 1.3%	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	96.1%	- 2.7%	96.9%	- 2.8%
Sep-2022	96.1%	- 2.6%	97.2%	- 2.7%
Oct-2022	96.1%	- 2.6%	96.8%	- 3.0%
Nov-2022	95.4%	- 3.4%	97.0%	- 3.3%
Dec-2022	95.7%	- 3.3%	96.9%	- 3.6%
12-Month Avg*	98.2%	- 0.4%	99.7%	+ 1.2%

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

Overall Percent of Current List Price Received by Month

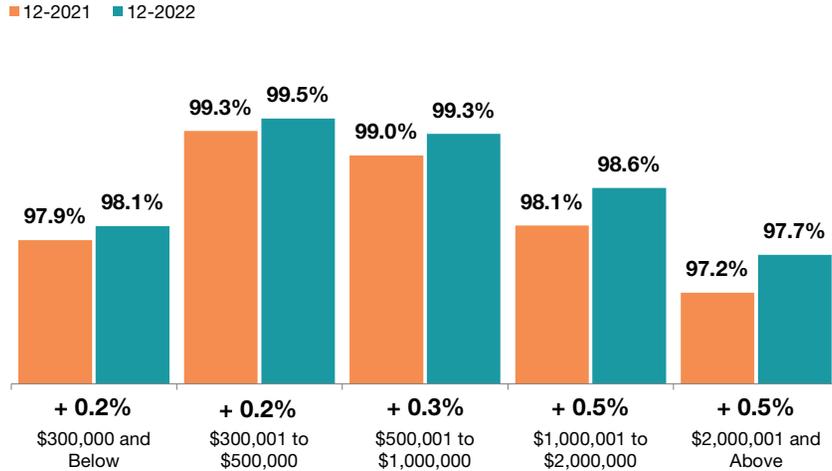


Overall Percent of Current List Price Received by Price Range

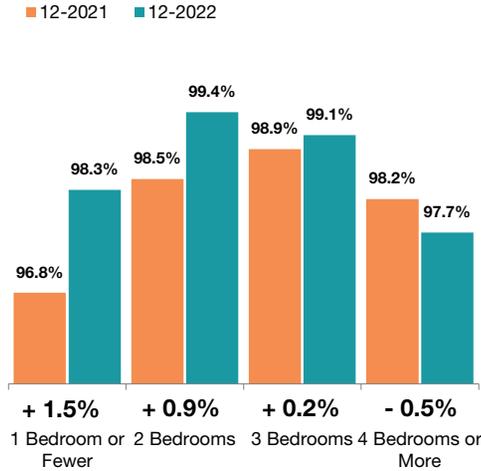


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

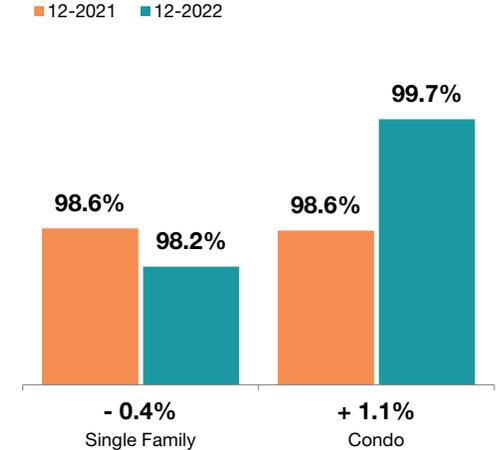
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2021	12-2022	Change
\$300,000 and Below	97.9%	98.1%	+ 0.2%
\$300,001 to \$500,000	99.3%	99.5%	+ 0.2%
\$500,001 to \$1,000,000	99.0%	99.3%	+ 0.3%
\$1,000,001 to \$2,000,000	98.1%	98.6%	+ 0.5%
\$2,000,001 and Above	97.2%	97.7%	+ 0.5%
All Price Ranges	98.6%	99.0%	+ 0.4%

Single Family

By Bedroom Count	12-2021	12-2022	Change
1 Bedroom or Fewer	96.7%	96.0%	- 0.7%
2 Bedrooms	99.1%	98.3%	- 0.8%
3 Bedrooms	99.2%	98.7%	- 0.5%
4 Bedrooms or More	98.2%	97.9%	- 0.3%
All Bedroom Counts	97.1%	97.4%	+ 0.3%
All Single Family	98.6%	98.2%	- 0.4%

Condo

By Price Range	12-2021	12-2022	Change
\$300,000 and Below	98.1%	98.6%	+ 0.5%
\$300,001 to \$500,000	99.5%	100.0%	+ 0.5%
\$500,001 to \$1,000,000	98.6%	100.1%	+ 1.5%
\$1,000,001 to \$2,000,000	97.8%	99.9%	+ 2.1%
\$2,000,001 and Above	97.4%	98.3%	+ 0.9%
All Price Ranges	98.6%	99.7%	+ 1.1%

By Bedroom Count

By Price Range	12-2021	12-2022	Change
\$300,000 and Below	97.9%	98.1%	+ 0.2%
\$300,001 to \$500,000	99.3%	99.5%	+ 0.2%
\$500,001 to \$1,000,000	99.0%	99.3%	+ 0.3%
\$1,000,001 to \$2,000,000	98.1%	98.6%	+ 0.5%
\$2,000,001 and Above	97.2%	97.7%	+ 0.5%
All Price Ranges	98.6%	99.0%	+ 0.4%

By Bedroom Count	12-2021	12-2022	Change
1 Bedroom or Fewer	96.8%	98.3%	+ 1.5%
2 Bedrooms	98.5%	99.4%	+ 0.9%
3 Bedrooms	98.9%	99.1%	+ 0.2%
4 Bedrooms or More	98.2%	97.7%	- 0.5%
All Bedroom Counts	98.6%	99.0%	+ 0.4%

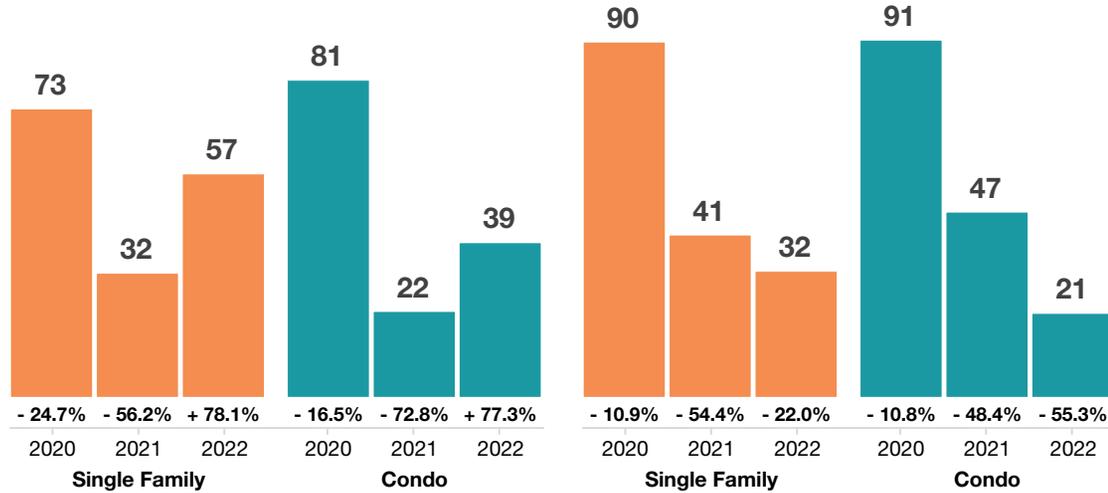
By Property Type	12-2021	12-2022	Change
Single Family	98.6%	98.2%	- 0.4%
Condo	98.6%	99.7%	+ 1.1%
All Property Types	98.6%	99.7%	+ 1.1%

Overall Days on Market Until Sale

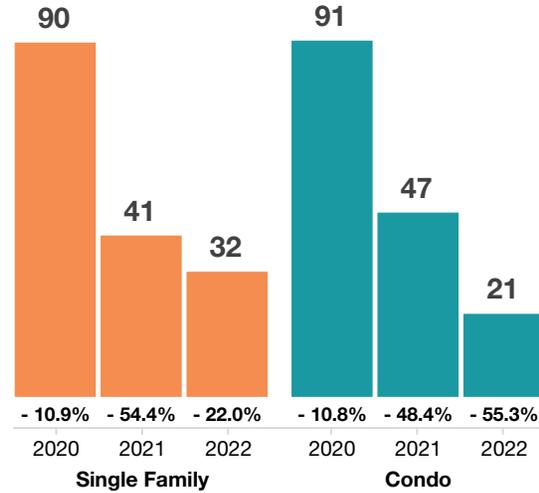
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



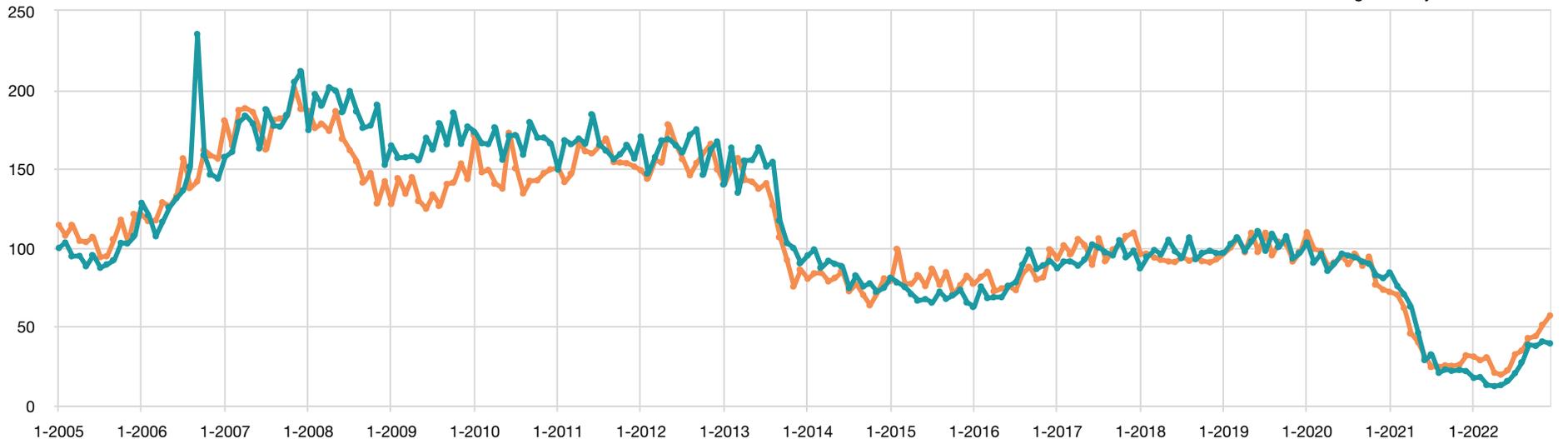
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-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	35	+ 45.8%	27	+ 28.6%
Sep-2022	43	+ 72.0%	38	+ 65.2%
Oct-2022	44	+ 76.0%	38	+ 72.7%
Nov-2022	51	+ 96.2%	41	+ 78.3%
Dec-2022	57	+ 78.1%	39	+ 77.3%
12-Month Avg*	32	- 21.8%	21	- 54.8%

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

Overall Days on Market Until Sale by Month



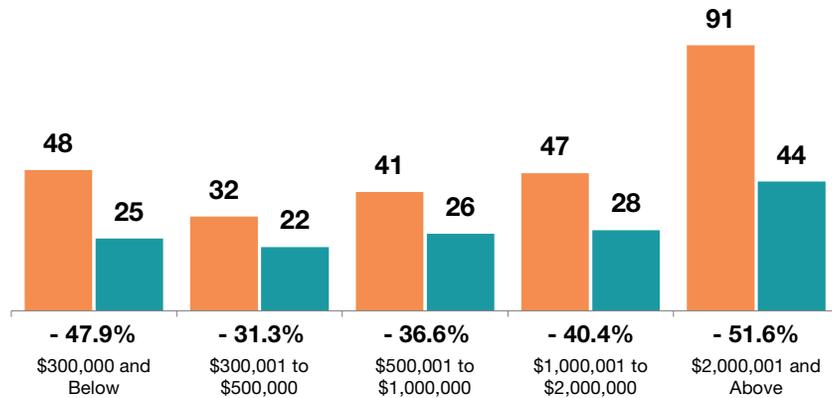
Overall Days on Market Until Sale by Price Range



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

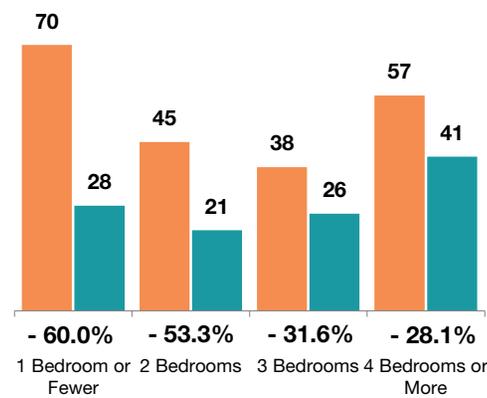
By Price Range

12-2021 12-2022



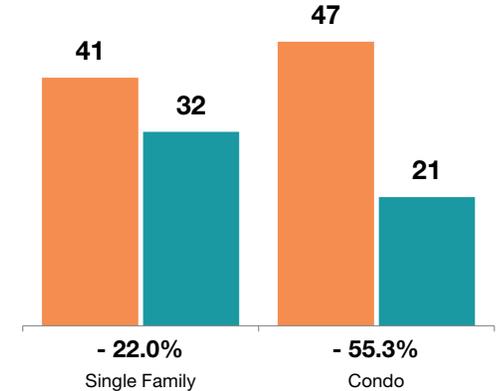
By Bedroom Count

12-2021 12-2022



By Property Type

12-2021 12-2022



All Properties

By Price Range	12-2021	12-2022	Change
\$300,000 and Below	48	25	- 47.9%
\$300,001 to \$500,000	32	22	- 31.3%
\$500,001 to \$1,000,000	41	26	- 36.6%
\$1,000,001 to \$2,000,000	47	28	- 40.4%
\$2,000,001 and Above	91	44	- 51.6%
All Price Ranges	44	27	- 38.6%

Single Family

	12-2021	12-2022	Change
12-2021	55	33	- 40.0%
12-2022	31	28	- 9.7%
Change	32	30	- 6.3%
12-2021	40	29	- 27.5%
12-2022	91	49	- 46.2%
All Price Ranges	41	32	- 22.0%

Condo

	12-2021	12-2022	Change
12-2021	47	22	- 53.2%
12-2022	33	19	- 42.4%
Change	58	21	- 63.8%
12-2021	59	25	- 57.6%
12-2022	92	34	- 63.0%
All Price Ranges	47	21	- 55.3%

By Bedroom Count

	12-2021	12-2022	Change
12-2021	70	28	- 60.0%
12-2022	45	21	- 53.3%
Change	38	26	- 31.6%
12-2021	57	41	- 28.1%
All Bedroom Counts	44	27	- 38.6%

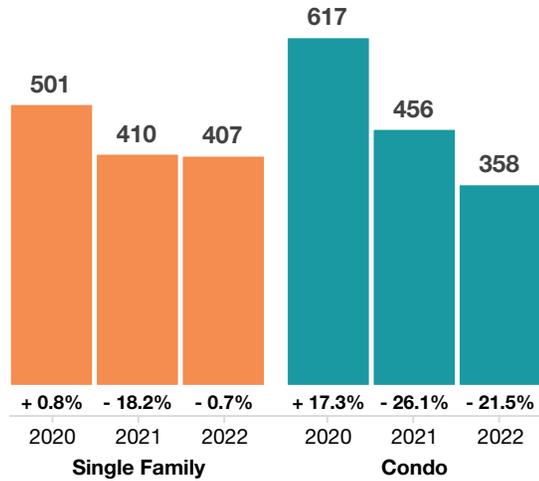
	12-2021	12-2022	Change
12-2021	141	68	- 51.8%
12-2022	43	25	- 41.9%
Change	32	28	- 12.5%
12-2021	54	41	- 24.1%
All Bedroom Counts	41	32	- 22.0%

Overall New Listings

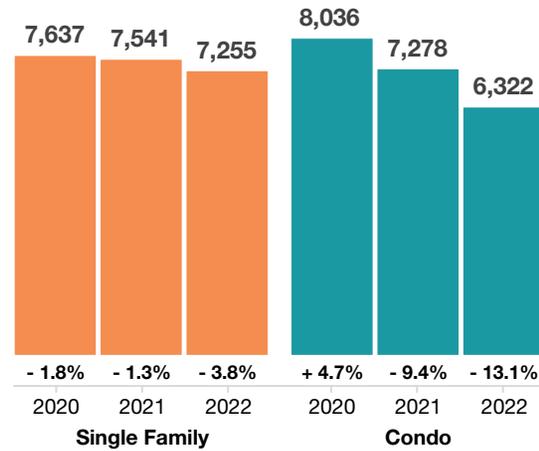
A count of the properties that have been newly listed on the market in a given month.



December

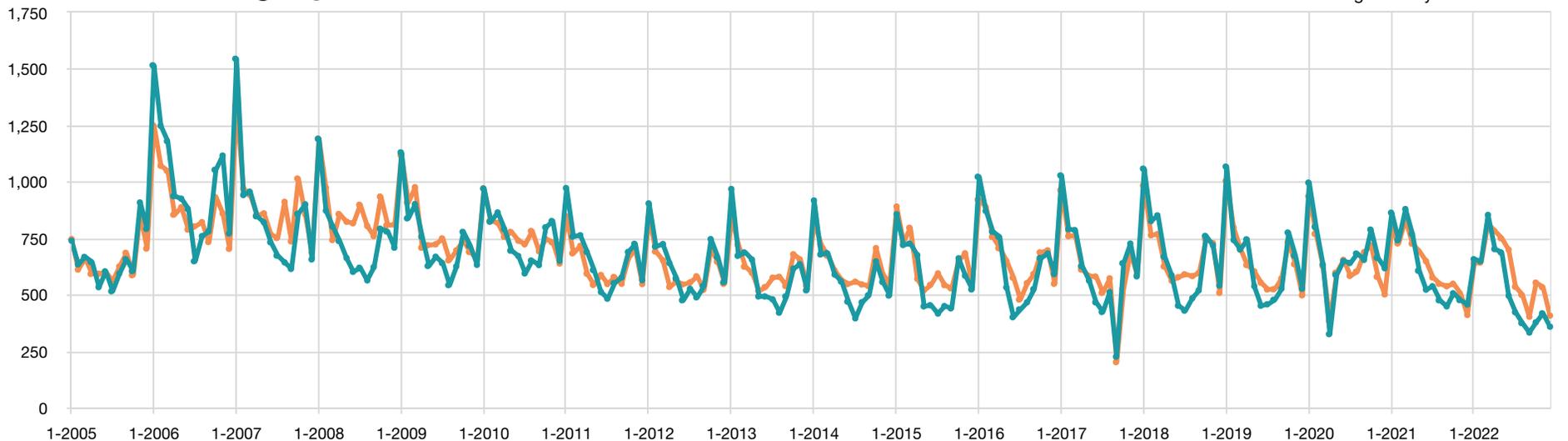


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2022	639	- 19.0%	657	- 23.9%
Feb-2022	642	- 11.7%	648	- 12.6%
Mar-2022	814	- 2.3%	853	- 3.0%
Apr-2022	782	+ 7.7%	702	- 8.7%
May-2022	750	+ 8.2%	687	+ 13.4%
Jun-2022	699	+ 7.9%	495	- 5.2%
Jul-2022	535	- 7.1%	422	- 21.4%
Aug-2022	499	- 8.9%	374	- 21.3%
Sep-2022	402	- 25.1%	332	- 25.9%
Oct-2022	553	+ 0.9%	377	- 25.5%
Nov-2022	533	+ 5.3%	417	- 12.4%
Dec-2022	407	- 0.7%	358	- 21.5%
12-Month Avg	605	- 3.7%	527	- 13.2%

Overall New Listings by Month

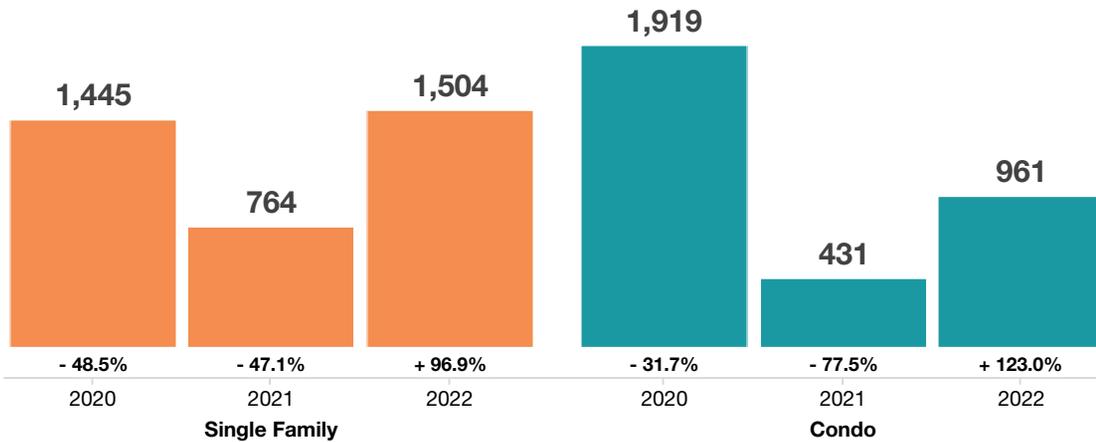


Overall Inventory of Homes for Sale

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

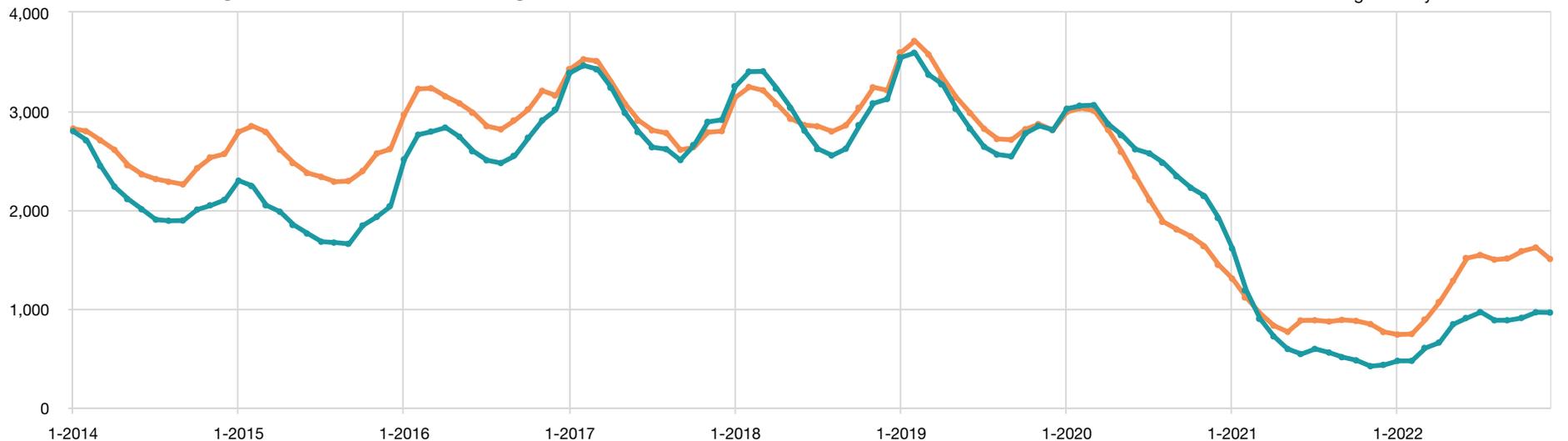


December



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2022	738	- 43.4%	472	- 70.7%
Feb-2022	744	- 33.2%	472	- 60.2%
Mar-2022	890	- 6.7%	603	- 32.9%
Apr-2022	1,067	+ 28.7%	657	- 8.8%
May-2022	1,283	+ 67.5%	843	+ 42.4%
Jun-2022	1,513	+ 71.7%	906	+ 67.5%
Jul-2022	1,544	+ 74.9%	966	+ 62.9%
Aug-2022	1,497	+ 72.1%	883	+ 58.8%
Sep-2022	1,509	+ 70.1%	883	+ 73.5%
Oct-2022	1,583	+ 80.7%	907	+ 90.1%
Nov-2022	1,620	+ 91.9%	964	+ 130.6%
Dec-2022	1,504	+ 96.9%	961	+ 123.0%
12-Month Avg	1,291	+ 41.2%	793	+ 11.5%

Overall Inventory of Homes for Sale by Month



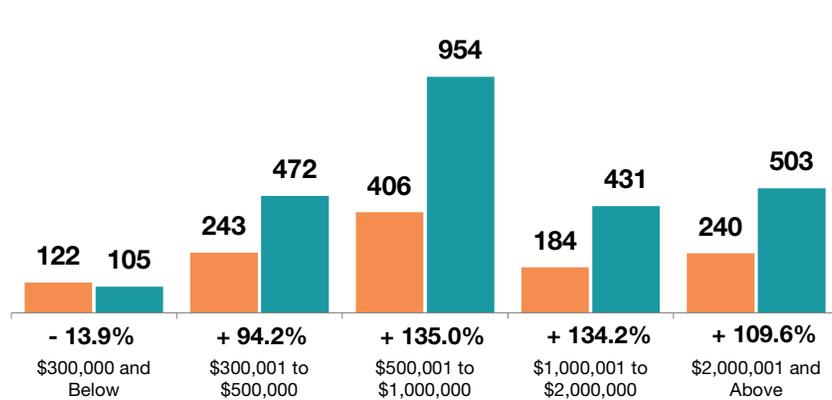
Overall Inventory of Homes for Sale by Price Range



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

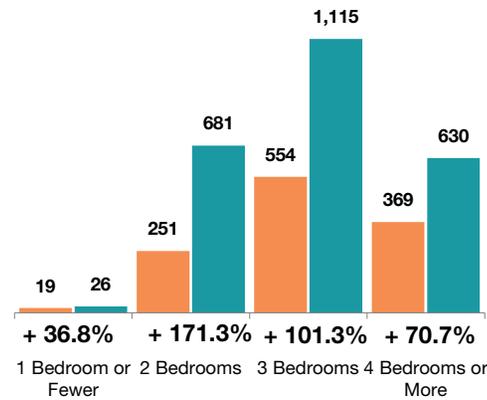
By Price Range

12-2021 12-2022



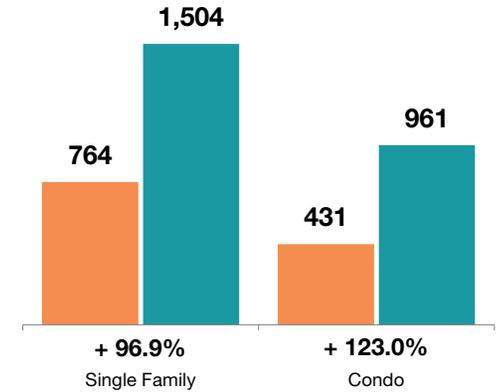
By Bedroom Count

12-2021 12-2022



By Property Type

12-2021 12-2022



All Properties

By Price Range

	12-2021	12-2022	Change
\$300,000 and Below	122	105	- 13.9%
\$300,001 to \$500,000	243	472	+ 94.2%
\$500,001 to \$1,000,000	406	954	+ 135.0%
\$1,000,001 to \$2,000,000	184	431	+ 134.2%
\$2,000,001 and Above	240	503	+ 109.6%
All Price Ranges	1,195	2,465	+ 106.3%

Single Family

	12-2021	12-2022	Change
1 Bedroom or Fewer	40	42	+ 5.0%
2 Bedrooms	137	144	+ 5.1%
3 Bedrooms	304	604	+ 98.7%
4 Bedrooms or More	111	307	+ 176.6%
All Single Family	764	1,504	+ 96.9%

Condo

	12-2021	12-2022	Change
1 Bedroom or Fewer	82	63	- 23.2%
2 Bedrooms	106	328	+ 209.4%
3 Bedrooms	102	350	+ 243.1%
4 Bedrooms or More	73	124	+ 69.9%
All Condo	431	961	+ 123.0%

By Bedroom Count

	12-2021	12-2022	Change
1 Bedroom or Fewer	19	26	+ 36.8%
2 Bedrooms	251	681	+ 171.3%
3 Bedrooms	554	1,115	+ 101.3%
4 Bedrooms or More	369	630	+ 70.7%
All Bedroom Counts	1,195	2,465	+ 106.3%

	12-2021	12-2022	Change
1 Bedroom or Fewer	6	7	+ 16.7%
2 Bedrooms	58	131	+ 125.9%
3 Bedrooms	357	753	+ 110.9%
4 Bedrooms or More	342	608	+ 77.8%
All Single Family	764	1,504	+ 96.9%

	12-2021	12-2022	Change
1 Bedroom or Fewer	13	19	+ 46.2%
2 Bedrooms	193	550	+ 185.0%
3 Bedrooms	197	362	+ 83.8%
4 Bedrooms or More	27	22	- 18.5%
All Condo	431	961	+ 123.0%

Listing and Sales Summary Report

December 2022

	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Dec-22	Dec-21	% Change	Dec-22	Dec-21	% Change	Dec-22	Dec-21	% Change	Dec-22	Dec-21	% Change
Overall Naples Market*	\$575,000	\$505,000	+13.9%	636	1103	-42.3%	2,465	1,195	+106.3%	49	27	+81.5%
Collier County	\$587,500	\$540,000	+8.8%	681	1205	-43.5%	2,815	1,365	+106.2%	50	28	+78.6%
Ave Maria	\$415,000	\$390,000	+6.4%	11	21	-47.6%	80	26	+207.7%	48	37	+29.7%
Central Naples	\$457,500	\$399,000	+14.7%	108	162	-33.3%	243	141	+72.3%	55	25	+120.0%
East Naples	\$554,950	\$485,000	+14.4%	156	289	-46.0%	655	353	+85.6%	50	28	+78.6%
Everglades City	--	\$202,450	--	0	2	-100.0%	7	4	+75.0%	--	94	--
Immokalee	\$329,900	\$359,950	-8.3%	4	4	0.0%	14	8	+75.0%	6	34	-82.4%
Immokalee / Ave Maria	\$392,000	\$390,000	+0.5%	15	25	-40.0%	94	35	+168.6%	37	36	+2.8%
Naples	\$580,000	\$515,000	+12.6%	622	1077	-42.2%	2,370	1,161	+104.1%	49	26	+88.5%
Naples Beach	\$1,955,000	\$1,355,000	+44.3%	110	195	-43.6%	604	314	+92.4%	52	36	+44.4%
North Naples	\$675,250	\$565,000	+19.5%	144	261	-44.8%	473	209	+126.3%	44	19	+131.6%
South Naples	\$439,000	\$395,000	+11.1%	103	171	-39.8%	396	143	+176.9%	45	26	+73.1%
34102	\$2,791,250	\$2,000,000	+39.6%	30	52	-42.3%	210	158	+32.9%	52	67	-22.4%
34103	\$1,374,500	\$1,407,500	-2.3%	42	66	-36.4%	166	76	+118.4%	51	23	+121.7%
34104	\$479,000	\$366,500	+30.7%	47	76	-38.2%	119	37	+221.6%	56	20	+180.0%
34105	\$452,500	\$414,950	+9.0%	44	56	-21.4%	78	43	+81.4%	57	21	+171.4%
34108	\$1,655,000	\$1,050,000	+57.6%	38	77	-50.6%	228	80	+185.0%	55	27	+103.7%
34109	\$690,000	\$525,950	+31.2%	39	66	-40.9%	102	35	+191.4%	49	16	+206.3%
34110	\$660,250	\$485,000	+36.1%	50	89	-43.8%	181	68	+166.2%	45	20	+125.0%
34112	\$369,900	\$342,500	+8.0%	63	82	-23.2%	212	75	+182.7%	41	20	+105.0%
34113	\$589,950	\$440,000	+34.1%	40	89	-55.1%	184	68	+170.6%	51	32	+59.4%
34114	\$587,500	\$565,000	+4.0%	60	117	-48.7%	216	110	+96.4%	40	27	+48.1%
34116	\$439,000	\$420,000	+4.5%	17	30	-43.3%	46	61	-24.6%	45	45	0.0%
34117	\$521,250	\$446,000	+16.9%	20	36	-44.4%	103	72	+43.1%	65	38	+71.1%
34119	\$700,000	\$617,500	+13.4%	55	106	-48.1%	190	106	+79.2%	41	20	+105.0%
34120	\$526,099	\$474,500	+10.9%	76	136	-44.1%	336	171	+96.5%	54	25	+116.0%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$392,000	\$390,000	+0.5%	15	25	-40.0%	94	35	+168.6%	37	36	+2.8%

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

Local Market Update – December 2022

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Naples Beach

34102, 34103, 34108

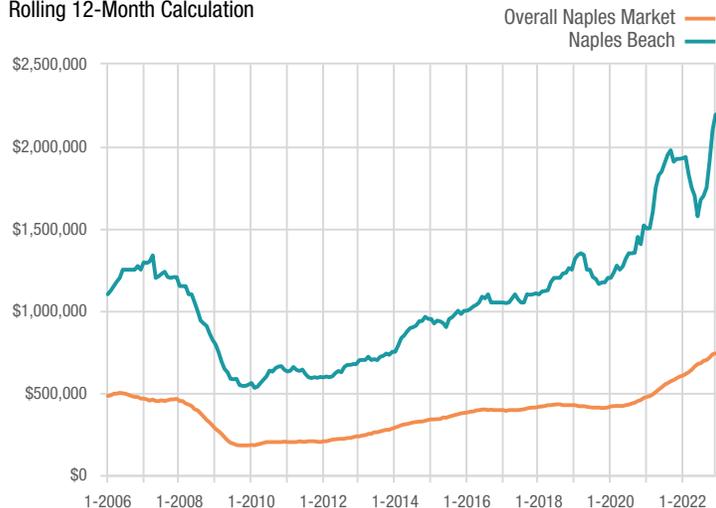
Single Family	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	52	79	+ 51.9%	1,109	1,145	+ 3.2%
Total Sales	79	54	- 31.6%	1,101	625	- 43.2%
Days on Market Until Sale	47	61	+ 29.8%	65	44	- 32.3%
Median Closed Price*	\$2,050,000	\$2,737,517	+ 33.5%	\$1,925,000	\$2,195,000	+ 14.0%
Average Closed Price*	\$4,113,393	\$4,180,556	+ 1.6%	\$3,097,081	\$3,883,723	+ 25.4%
Percent of List Price Received*	98.1%	92.3%	- 5.9%	97.9%	97.2%	- 0.7%
Inventory of Homes for Sale	146	349	+ 139.0%	—	—	—
Months Supply of Inventory	1.6	6.7	+ 318.8%	—	—	—

Condo	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	134	86	- 35.8%	1,693	1,347	- 20.4%
Total Sales	116	56	- 51.7%	1,933	1,067	- 44.8%
Days on Market Until Sale	28	44	+ 57.1%	65	25	- 61.5%
Median Closed Price*	\$990,000	\$937,500	- 5.3%	\$795,000	\$1,035,000	+ 30.2%
Average Closed Price*	\$1,466,758	\$1,552,121	+ 5.8%	\$1,198,884	\$1,562,744	+ 30.3%
Percent of List Price Received*	99.3%	95.4%	- 3.9%	97.7%	99.0%	+ 1.3%
Inventory of Homes for Sale	168	255	+ 51.8%	—	—	—
Months Supply of Inventory	1.0	2.9	+ 190.0%	—	—	—

* 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.

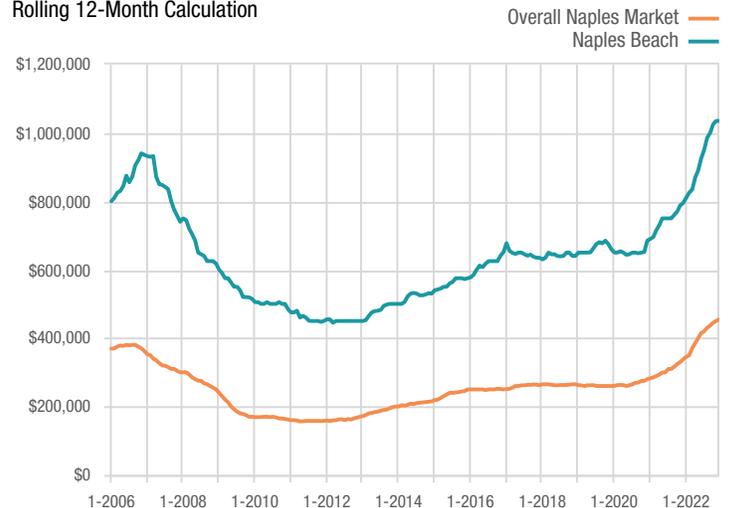
Median Closed Price - Single Family

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.

Local Market Update – December 2022

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North Naples

34109, 34110, 34119

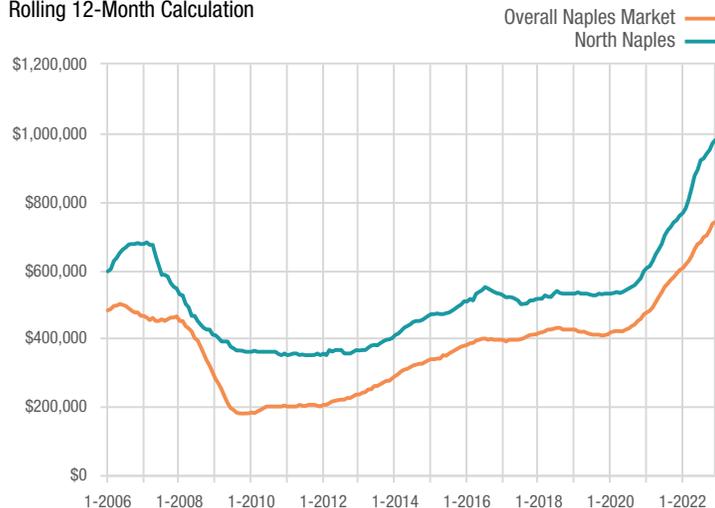
Single Family	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	83	79	- 4.8%	1,738	1,540	- 11.4%
Total Sales	106	64	- 39.6%	1,768	1,135	- 35.8%
Days on Market Until Sale	24	55	+ 129.2%	36	27	- 25.0%
Median Closed Price*	\$865,000	\$1,000,000	+ 15.6%	\$757,950	\$980,000	+ 29.3%
Average Closed Price*	\$1,246,405	\$1,515,058	+ 21.6%	\$1,050,523	\$1,370,390	+ 30.4%
Percent of List Price Received*	99.1%	94.9%	- 4.2%	98.8%	98.6%	- 0.2%
Inventory of Homes for Sale	130	265	+ 103.8%	—	—	—
Months Supply of Inventory	0.9	2.8	+ 211.1%	—	—	—

Condo	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	103	93	- 9.7%	1,887	1,706	- 9.6%
Total Sales	155	80	- 48.4%	2,149	1,441	- 32.9%
Days on Market Until Sale	16	36	+ 125.0%	40	19	- 52.5%
Median Closed Price*	\$392,500	\$462,000	+ 17.7%	\$340,000	\$459,000	+ 35.0%
Average Closed Price*	\$505,394	\$633,595	+ 25.4%	\$461,599	\$622,619	+ 34.9%
Percent of List Price Received*	101.4%	97.4%	- 3.9%	99.2%	100.4%	+ 1.2%
Inventory of Homes for Sale	79	208	+ 163.3%	—	—	—
Months Supply of Inventory	0.4	1.7	+ 325.0%	—	—	—

* 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.

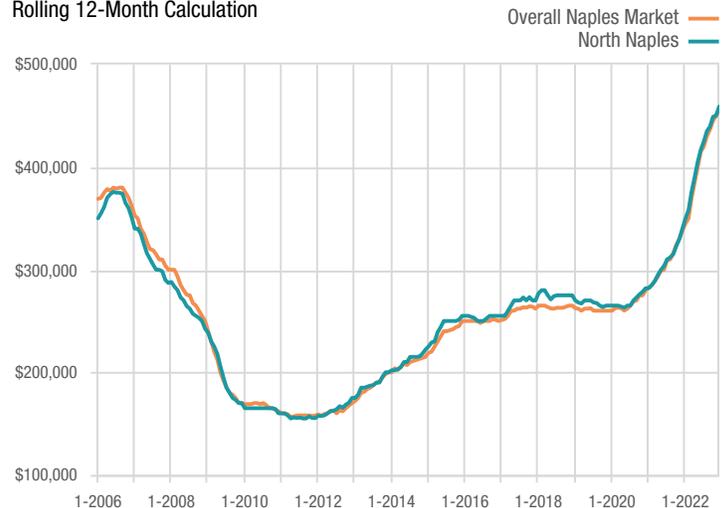
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

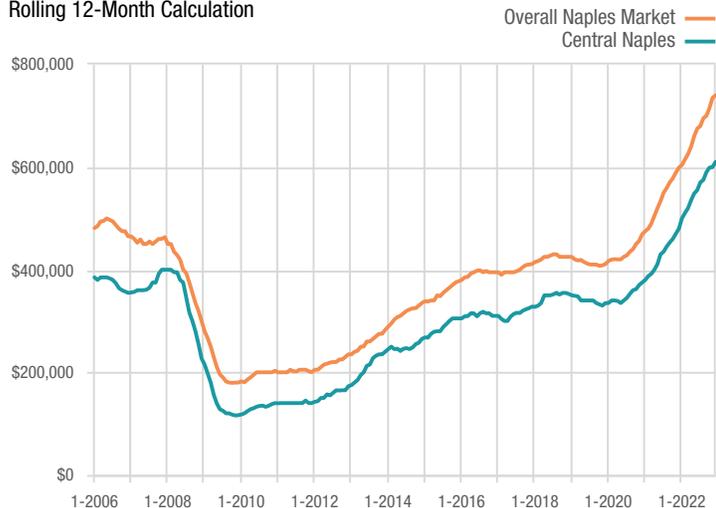
Single Family	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	60	42	- 30.0%	1,075	951	- 11.5%
Total Sales	83	51	- 38.6%	1,001	732	- 26.9%
Days on Market Until Sale	36	62	+ 72.2%	35	29	- 17.1%
Median Closed Price*	\$559,000	\$630,000	+ 12.7%	\$480,000	\$610,000	+ 27.1%
Average Closed Price*	\$771,289	\$844,046	+ 9.4%	\$722,410	\$926,394	+ 28.2%
Percent of List Price Received*	100.5%	95.5%	- 5.0%	98.7%	98.1%	- 0.6%
Inventory of Homes for Sale	96	133	+ 38.5%	—	—	—
Months Supply of Inventory	1.2	2.2	+ 83.3%	—	—	—

Condo	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	58	49	- 15.5%	1,181	1,000	- 15.3%
Total Sales	79	57	- 27.8%	1,333	845	- 36.6%
Days on Market Until Sale	14	48	+ 242.9%	42	21	- 50.0%
Median Closed Price*	\$289,900	\$363,700	+ 25.5%	\$230,000	\$340,000	+ 47.8%
Average Closed Price*	\$362,191	\$369,989	+ 2.2%	\$265,589	\$394,383	+ 48.5%
Percent of List Price Received*	101.0%	96.3%	- 4.7%	98.7%	99.7%	+ 1.0%
Inventory of Homes for Sale	45	110	+ 144.4%	—	—	—
Months Supply of Inventory	0.4	1.6	+ 300.0%	—	—	—

* 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.

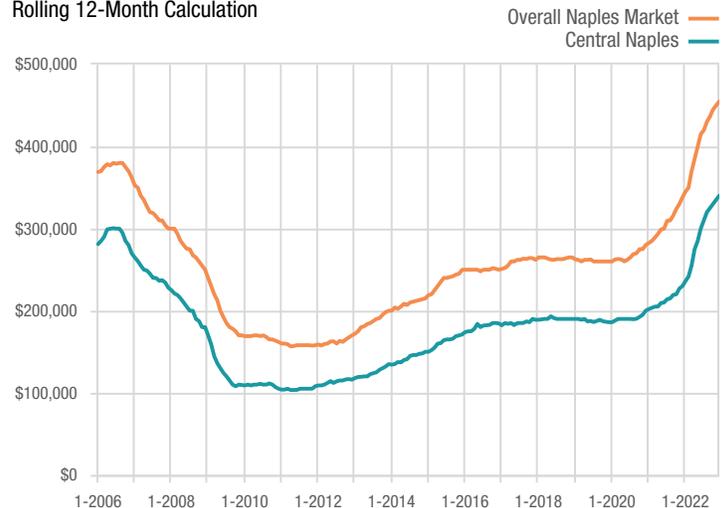
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2022

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South Naples

34112, 34113

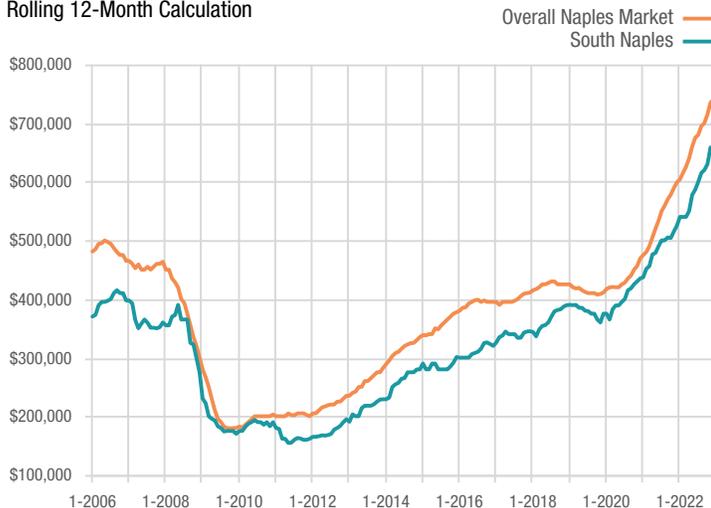
Single Family	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	51	58	+ 13.7%	894	795	- 11.1%
Total Sales	49	43	- 12.2%	911	574	- 37.0%
Days on Market Until Sale	27	58	+ 114.8%	45	30	- 33.3%
Median Closed Price*	\$734,000	\$685,000	- 6.7%	\$525,000	\$650,500	+ 23.9%
Average Closed Price*	\$894,859	\$881,952	- 1.4%	\$682,384	\$895,606	+ 31.2%
Percent of List Price Received*	98.3%	96.2%	- 2.1%	98.3%	98.2%	- 0.1%
Inventory of Homes for Sale	68	166	+ 144.1%	—	—	—
Months Supply of Inventory	0.9	3.5	+ 288.9%	—	—	—

Condo	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	114	86	- 24.6%	1,536	1,348	- 12.2%
Total Sales	122	60	- 50.8%	1,759	1,085	- 38.3%
Days on Market Until Sale	25	35	+ 40.0%	46	20	- 56.5%
Median Closed Price*	\$362,936	\$359,500	- 0.9%	\$260,000	\$378,500	+ 45.6%
Average Closed Price*	\$380,021	\$411,221	+ 8.2%	\$290,245	\$426,378	+ 46.9%
Percent of List Price Received*	100.5%	97.2%	- 3.3%	98.4%	99.6%	+ 1.2%
Inventory of Homes for Sale	75	230	+ 206.7%	—	—	—
Months Supply of Inventory	0.5	2.5	+ 400.0%	—	—	—

* 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.

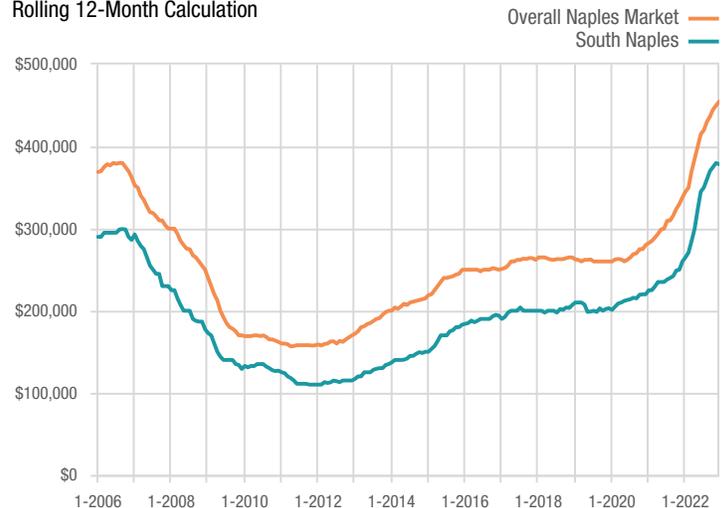
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

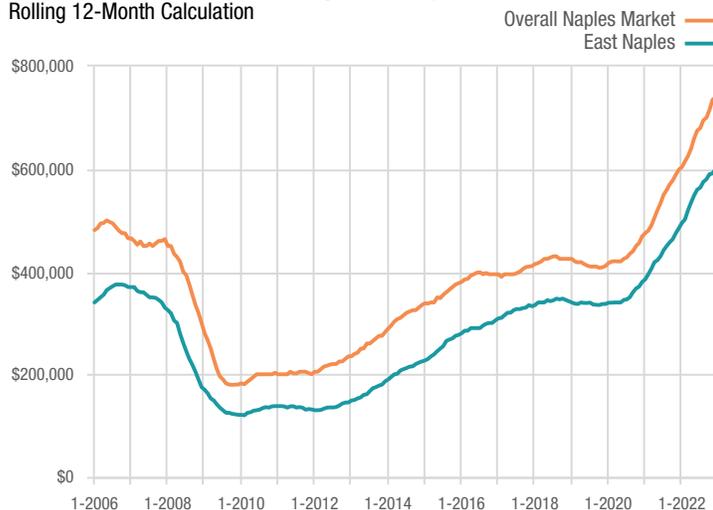
Single Family	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	151	130	- 13.9%	2,437	2,512	+ 3.1%
Total Sales	199	109	- 45.2%	2,272	1,726	- 24.0%
Days on Market Until Sale	31	56	+ 80.6%	35	34	- 2.9%
Median Closed Price*	\$515,000	\$575,000	+ 11.7%	\$485,000	\$600,000	+ 23.7%
Average Closed Price*	\$630,985	\$672,463	+ 6.6%	\$575,439	\$743,059	+ 29.1%
Percent of List Price Received*	98.8%	97.0%	- 1.8%	98.8%	98.3%	- 0.5%
Inventory of Homes for Sale	300	514	+ 71.3%	—	—	—
Months Supply of Inventory	1.6	3.6	+ 125.0%	—	—	—

Condo	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	45	42	- 6.7%	935	864	- 7.6%
Total Sales	90	47	- 47.8%	1,007	671	- 33.4%
Days on Market Until Sale	21	36	+ 71.4%	35	22	- 37.1%
Median Closed Price*	\$410,000	\$530,497	+ 29.4%	\$355,000	\$484,000	+ 36.3%
Average Closed Price*	\$452,024	\$540,228	+ 19.5%	\$374,251	\$509,451	+ 36.1%
Percent of List Price Received*	99.7%	98.3%	- 1.4%	99.0%	99.7%	+ 0.7%
Inventory of Homes for Sale	53	141	+ 166.0%	—	—	—
Months Supply of Inventory	0.6	2.5	+ 316.7%	—	—	—

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

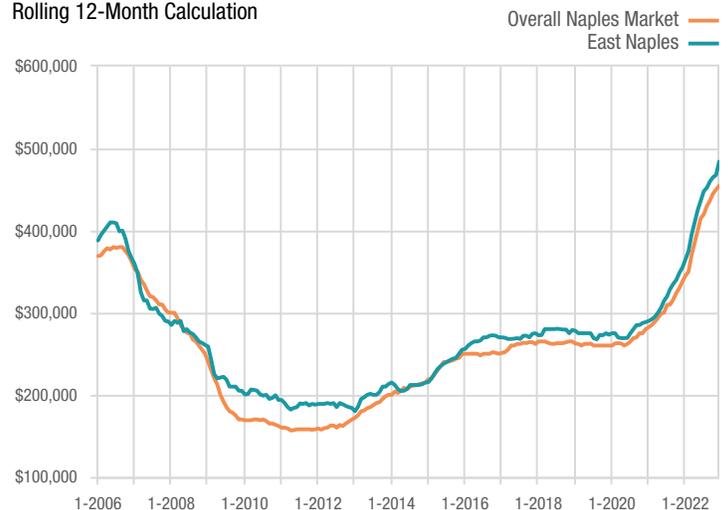
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Immokalee / Ave Maria

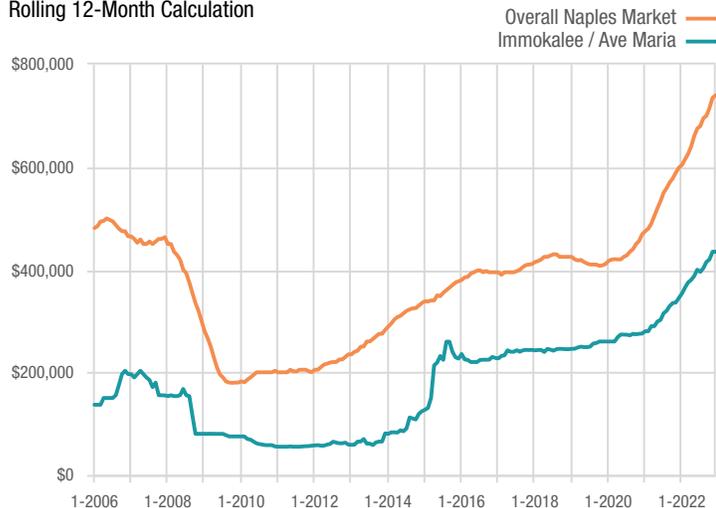
Single Family	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	13	19	+ 46.2%	288	312	+ 8.3%
Total Sales	22	14	- 36.4%	293	207	- 29.4%
Days on Market Until Sale	18	38	+ 111.1%	41	27	- 34.1%
Median Closed Price*	\$402,450	\$403,500	+ 0.3%	\$345,000	\$435,000	+ 26.1%
Average Closed Price*	\$446,320	\$457,572	+ 2.5%	\$371,218	\$464,455	+ 25.1%
Percent of List Price Received*	99.5%	100.5%	+ 1.0%	98.8%	98.8%	0.0%
Inventory of Homes for Sale	24	77	+ 220.8%	—	—	—
Months Supply of Inventory	1.0	4.5	+ 350.0%	—	—	—

Condo	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
Key Metrics						
New Listings	2	2	0.0%	46	57	+ 23.9%
Total Sales	3	1	- 66.7%	43	48	+ 11.6%
Days on Market Until Sale	173	17	- 90.2%	96	47	- 51.0%
Median Closed Price*	\$231,998	\$385,000	+ 65.9%	\$245,000	\$328,499	+ 34.1%
Average Closed Price*	\$243,998	\$385,000	+ 57.8%	\$234,237	\$324,865	+ 38.7%
Percent of List Price Received*	98.8%	96.3%	- 2.5%	98.0%	99.4%	+ 1.4%
Inventory of Homes for Sale	11	17	+ 54.5%	—	—	—
Months Supply of Inventory	2.8	4.3	+ 53.6%	—	—	—

* 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.

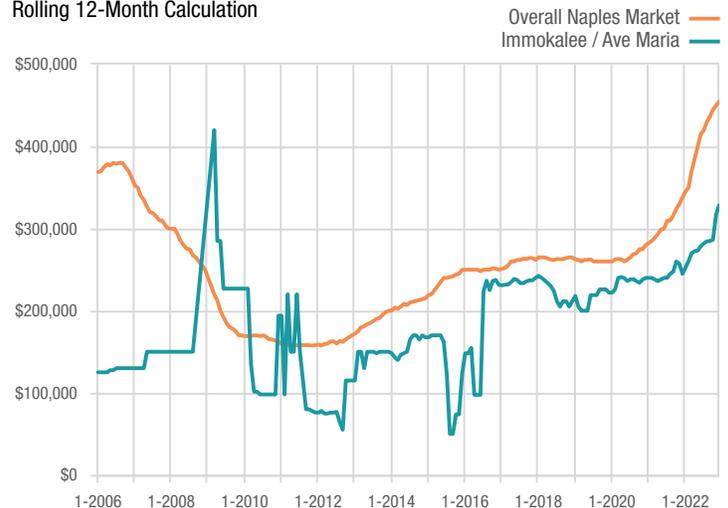
Median Closed Price - Single Family

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.