

# Naples Area Market Report



## November 2023

Overall inventory of homes in Naples for November increased 38.8 percent to 3,795 properties from 2,734 properties in November 2022. Buyers have not enjoyed a level of choice since September 2020. The month also included 1,080 price decreases resulting in a 3.3 percent decrease in overall median closed price. According to the November 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), data showed the housing market is poised to enjoy healthy winter sales, but it will depend on whether sellers continue to price their homes to sell and whether buyers feel the investment is right.

The November Report showed 1,080 price decreases, the highest in six months. Price deceleration may be happening in parts of Naples as the overall median closed price dropped to \$580,000 from \$600,000 in November 2022. As such, November was one of four months this year that reported a decrease in median closed prices. In fact, year-over-year price decreases have not been reported since 2019.

Pending sales (homes under contract) in November decreased 13.8 percent to 661 pending sales from 767 pending sales in November 2022. Closed sales also decreased by 6.1 percent to 537 closed sales from 572 closed sales. Responding to this data, broker analysts reviewing the November report wonder if the Federal Reserve's promise to lower rates in 2024 may be keeping some buyers on the fence.

## Quick Facts

<b>- 6.1%</b>	<b>- 3.3%</b>	<b>+ 38.8%</b>
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
<b>- 7.7%</b>	<b>- 15.6%</b>	<b>- 13.7%</b>
Price Range With the Strongest Sales: \$1,500,001 to \$5,000,000	Bedroom Count With Strongest Sales: 4 Bedrooms or More	Property Type With Strongest Sales: Single Family

Overall Market Overview	2
Single Family Market Overview	3
Condo Market Overview	4
Overall Closed Sales	5-6
Overall Median Closed Price	7-8
Overall Percent of Current List Price Received	9-10
Overall Days on Market until Sale	11-12
Overall New Listings by Month	13
Overall Inventory of Homes for Sale	14-15
Overall Listing and Sales Summary by Area Naples	16
Beach	17
North Naples	18
Central Naples	19
South Naples	20
East Naples	21
Immokalee/Ave Maria	22



This report covers Collier County, excluding San Marco Island. Percent changes are calculated using rounded figures.

Current as of December 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	11-2022	11-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		957	<b>1,174</b>	+ 22.7%	12,845	<b>12,325</b>	- 4.0%
<b>Total Sales</b>		572	<b>537</b>	- 6.1%	9,550	<b>8,255</b>	- 13.6%
<b>Days on Market Until Sale</b>		46	<b>59</b>	+ 28.3%	25	<b>54</b>	+ 116.0%
<b>Median Closed Price</b>		\$600,000	<b>\$580,000</b>	- 3.3%	\$575,000	<b>\$600,000</b>	+ 4.3%
<b>Average Closed Price</b>		\$1,031,511	<b>\$874,674</b>	- 15.2%	\$1,004,222	<b>\$1,017,246</b>	+ 1.3%
<b>Percent of List Price Received</b>		96.3%	<b>96.2%</b>	- 0.1%	99.2%	<b>96.3%</b>	- 2.9%
<b>Pending Listings</b>		<b>767</b>	<b>661</b>	- 13.8%	<b>11,424</b>	<b>10,329</b>	- 9.6%
<b>Inventory of Homes for Sale</b>		2,734	<b>3,795</b>	+ 38.8%	—	—	—
<b>Months Supply of Inventory</b>		3.1	<b>5.1</b>	+ 64.5%	—	—	—

# 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	11-2022	11-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		539	<b>587</b>	+ 8.9%	6,865	<b>6,317</b>	- 8.0%
<b>Total Sales</b>		296	<b>253</b>	- 14.5%	4,675	<b>4,154</b>	- 11.1%
<b>Days on Market Until Sale</b>		51	<b>65</b>	+ 27.5%	30	<b>59</b>	+ 96.7%
<b>Median Closed Price</b>		\$802,000	<b>\$725,000</b>	- 9.6%	\$740,000	<b>\$733,000</b>	- 0.9%
<b>Average Closed Price</b>		\$1,337,982	<b>\$1,034,344</b>	- 22.7%	\$1,298,613	<b>\$1,259,785</b>	- 3.0%
<b>Percent of List Price Received</b>		95.5%	<b>96.3%</b>	+ 0.8%	98.4%	<b>96.0%</b>	- 2.4%
<b>Pending Listings</b>		<b>395</b>	<b>352</b>	- 10.9%	<b>5,690</b>	<b>5,262</b>	- 7.5%
<b>Inventory of Homes for Sale</b>		1,708	<b>2,005</b>	+ 17.4%	—	—	—
<b>Months Supply of Inventory</b>		3.9	<b>5.3</b>	+ 35.9%	—	—	—

# Condo Market Overview

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



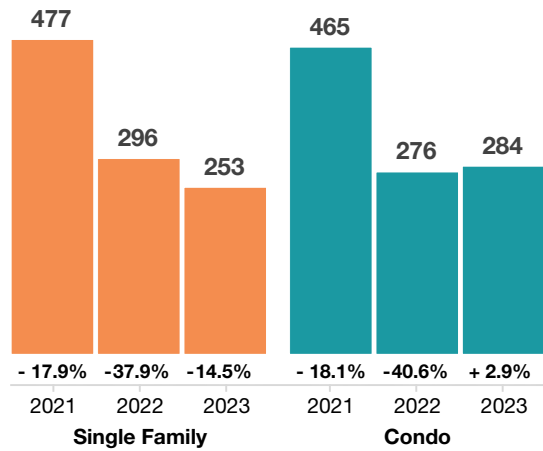
Key Metrics	Historical Sparkbars	11-2022	11-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		418	<b>587</b>	+ 40.4%	5,980	<b>6,008</b>	+ 0.5%
<b>Total Sales</b>		276	<b>284</b>	+ 2.9%	4,875	<b>4,101</b>	- 15.9%
<b>Days on Market Until Sale</b>		40	<b>54</b>	+ 35.0%	20	<b>49</b>	+ 145.0%
<b>Median Closed Price</b>		\$450,000	<b>\$465,000</b>	+ 3.3%	\$454,268	<b>\$480,000</b>	+ 5.7%
<b>Average Closed Price</b>		\$702,832	<b>\$732,433</b>	+ 4.2%	\$721,971	<b>\$771,749</b>	+ 6.9%
<b>Percent of List Price Received</b>		97.1%	<b>96.0%</b>	- 1.1%	99.9%	<b>96.5%</b>	- 3.4%
<b>Pending Listings</b>		<b>372</b>	<b>309</b>	- 16.9%	<b>5,734</b>	<b>5,148</b>	- 10.2%
<b>Inventory of Homes for Sale</b>		1,026	<b>1,790</b>	+ 74.5%	—	—	—
<b>Months Supply of Inventory</b>		2.3	<b>4.9</b>	+ 113.0%	—	—	—

# Overall Closed Sales

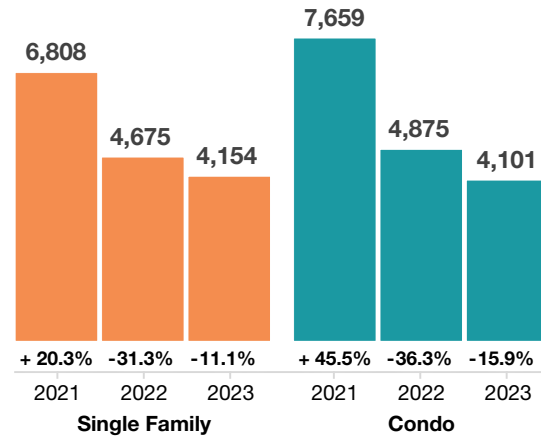
A count of the actual sales that closed in a given month.



## November

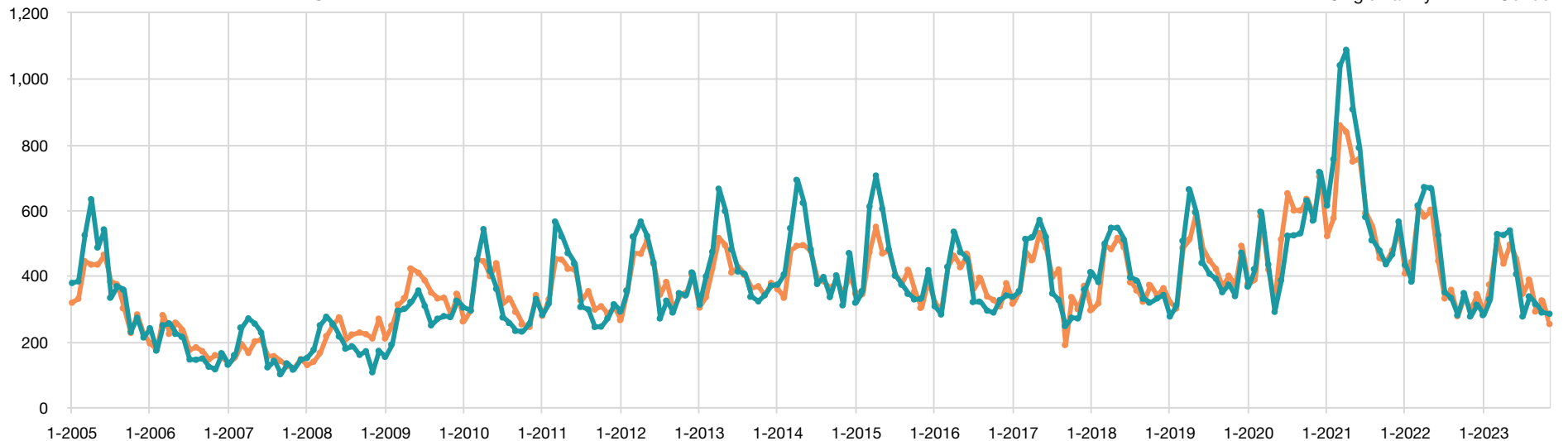


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2022	344	-36.1%	312	-44.8%
Jan-2023	284	-30.2%	280	-35.3%
Feb-2023	373	-15.6%	328	-14.1%
Mar-2023	512	-15.4%	527	-14.2%
Apr-2023	437	-24.7%	524	-21.8%
May-2023	495	-17.6%	538	-19.3%
Jun-2023	451	+1.3%	405	-22.7%
Jul-2023	345	+4.2%	276	-21.1%
Aug-2023	388	+8.7%	337	+1.5%
Sep-2023	291	+5.1%	314	+12.1%
Oct-2023	325	-2.7%	288	-17.0%
<b>Nov-2023</b>	<b>253</b>	<b>-14.5%</b>	<b>284</b>	<b>+2.9%</b>
12-Month Avg	375	-13.6%	368	-18.8%

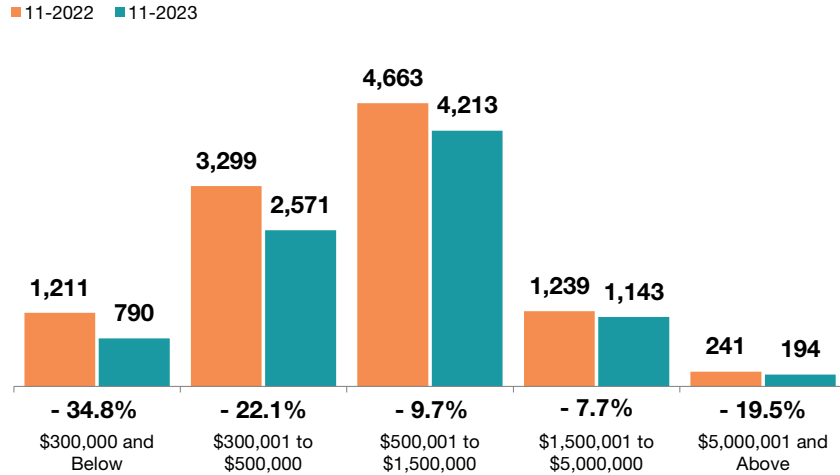
## Overall Closed Sales by Month



# 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.

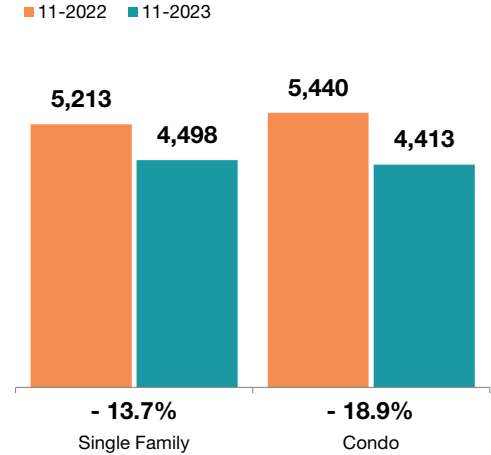
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	11-2022	11-2023	Change
\$300,000 and Below	1,211	790	- 34.8%
\$300,001 to \$500,000	3,299	2,571	- 22.1%
\$500,001 to \$1,500,000	4,663	4,213	- 9.7%
\$1,500,001 to \$5,000,000	1,239	1,143	- 7.7%
\$5,000,001 and Above	241	194	- 19.5%
<b>All Price Ranges</b>	<b>10,653</b>	<b>8,911</b>	<b>- 16.4%</b>

### Single Family

	11-2022	11-2023	Change
1 Bedroom or 2 Bedrooms Fewer	254	224	- 11.8%
3 Bedrooms	1,053	779	- 26.0%
4 Bedrooms or More	2,917	2,609	- 10.6%
4 Bedrooms or More	788	724	- 8.1%
4 Bedrooms or More	201	162	- 19.4%
<b>All Single Family</b>	<b>5,213</b>	<b>4,498</b>	<b>- 13.7%</b>

### Condo

	11-2022	11-2023	Change
1 Bedroom or 2 Bedrooms Fewer	957	566	- 40.9%
3 Bedrooms	2,246	1,792	- 20.2%
4 Bedrooms or More	1,746	1,604	- 8.1%
4 Bedrooms or More	451	419	- 7.1%
4 Bedrooms or More	40	32	- 20.0%
<b>All Condo</b>	<b>5,440</b>	<b>4,413</b>	<b>- 18.9%</b>

## By Bedroom Count

	11-2022	11-2023	Change
1 Bedroom or Fewer	193	133	- 31.1%
2 Bedrooms	3,732	3,110	- 16.7%
3 Bedrooms	4,955	4,163	- 16.0%
4 Bedrooms or More	1,751	1,478	- 15.6%
<b>All Bedroom Counts</b>	<b>10,653</b>	<b>8,911</b>	<b>- 16.4%</b>

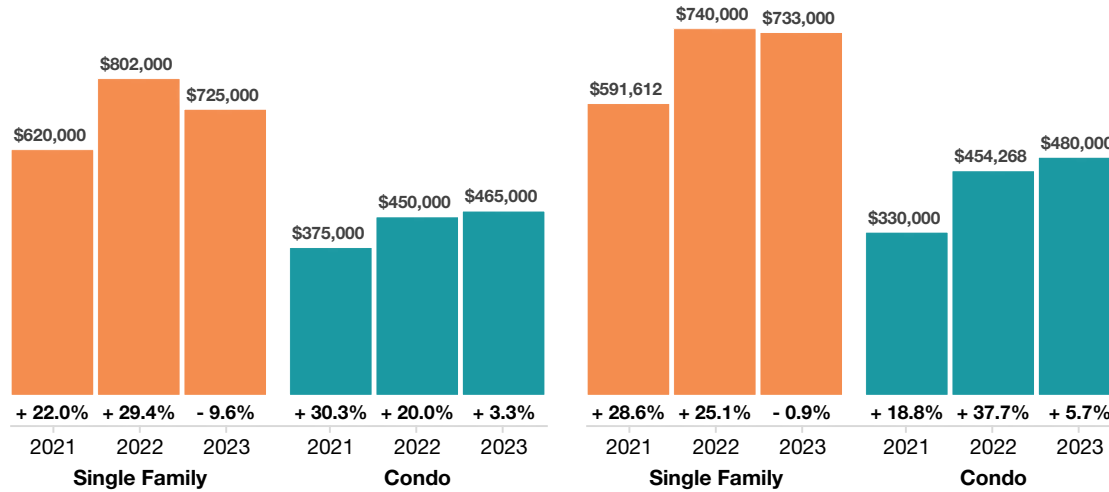
	11-2022	11-2023	Change
1 Bedroom or Fewer	27	25	- 7.4%
2 Bedrooms	545	551	+ 1.1%
3 Bedrooms	2,993	2,529	- 15.5%
4 Bedrooms or More	1,646	1,386	- 15.8%
4 Bedrooms or More	105	92	- 12.4%
<b>All Single Family</b>	<b>5,213</b>	<b>4,498</b>	<b>- 13.7%</b>

# Overall Median Closed Price

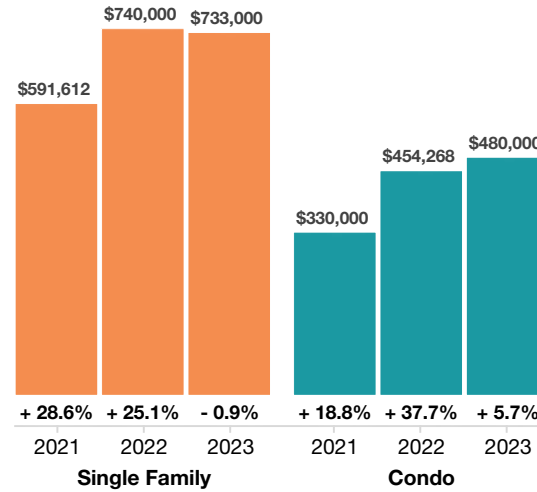
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



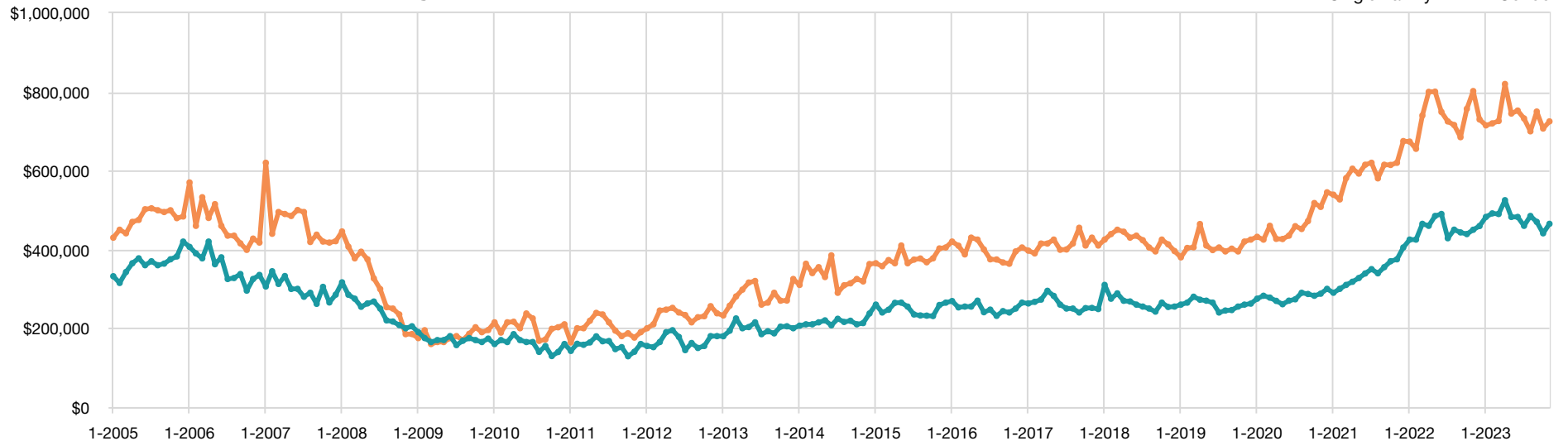
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2022	\$730,000	+ 8.1%	\$459,500	+ 13.5%
Jan-2023	\$715,000	+ 6.1%	\$482,500	+ 13.5%
Feb-2023	\$720,000	+ 9.8%	\$491,500	+ 15.6%
Mar-2023	\$726,000	- 1.9%	\$490,000	+ 5.4%
Apr-2023	\$820,000	+ 2.5%	\$525,000	+ 14.1%
May-2023	\$745,000	- 6.9%	\$482,500	- 0.5%
Jun-2023	\$752,500	+ 0.5%	\$482,500	- 1.5%
Jul-2023	\$732,500	+ 1.0%	\$460,000	+ 7.4%
Aug-2023	\$699,900	- 2.2%	\$485,000	+ 7.7%
Sep-2023	\$750,000	+ 9.5%	\$470,000	+ 6.0%
Oct-2023	\$707,000	- 6.6%	\$441,000	+ 0.5%
<b>Nov-2023</b>	<b>\$725,000</b>	<b>- 9.6%</b>	<b>\$465,000</b>	<b>+ 3.3%</b>
12-Month Avg*	\$730,000	- 0.3%	\$480,000	+ 6.7%

\* Median Closed Price for all properties from December 2022 through November 2023. This is not the average of the individual figures above.

## Overall Median Closed Price by Month

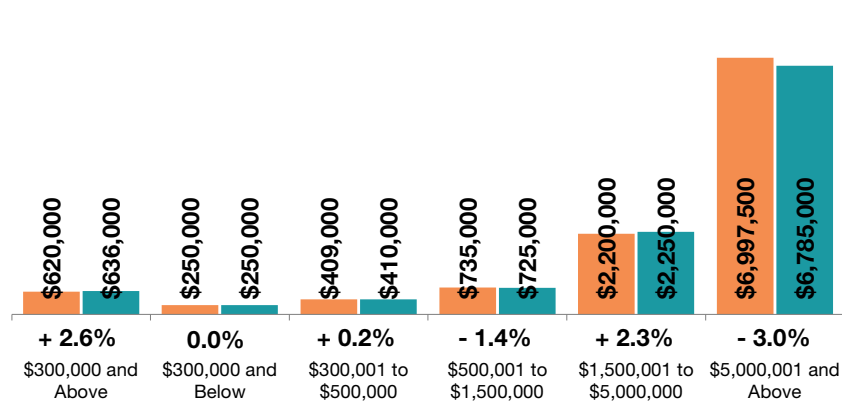


# Overall Median Closed Price by Price Range

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

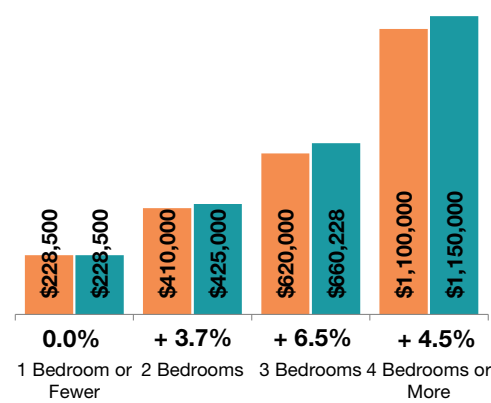
## By Price Range

11-2022 11-2023



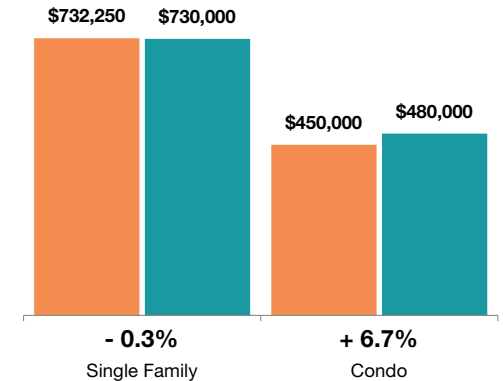
## By Bedroom Count

11-2022 11-2023



## By Property Type

11-2022 11-2023



## All Properties

### By Price Range

	11-2022	11-2023	Change
\$300,000 and Above	\$620,000	\$636,000	+ 2.6%
\$300,000 and Below	\$250,000	\$250,000	0.0%
\$300,001 to \$500,000	\$409,000	\$410,000	+ 0.2%
\$500,001 to \$1,500,000	\$735,000	\$725,000	- 1.4%
\$1,500,001 to \$5,000,000	\$2,200,000	\$2,250,000	+ 2.3%
\$5,000,001 and Above	\$6,997,500	\$6,785,000	- 3.0%
<b>All Price Ranges</b>	<b>\$565,661</b>	<b>\$599,250</b>	<b>+ 5.9%</b>

## Single Family

	11-2022	11-2023	Change
\$300,000 and Above	\$750,000	\$755,000	+ 0.7%
\$300,000 and Below	\$197,000	\$200,000	+ 1.5%
\$300,001 to \$500,000	\$430,000	\$435,000	+ 1.2%
\$500,001 to \$1,500,000	\$755,000	\$749,000	- 0.8%
\$1,500,001 to \$5,000,000	\$2,205,000	\$2,275,000	+ 3.2%
\$5,000,001 and Above	\$7,150,000	\$6,750,000	- 5.6%
<b>All Single Family</b>	<b>\$732,250</b>	<b>\$730,000</b>	<b>- 0.3%</b>

## Condo

	11-2022	11-2023	Change
\$300,000 and Above	\$500,000	\$525,000	+ 5.0%
\$300,000 and Below	\$260,000	\$265,000	+ 1.9%
\$300,001 to \$500,000	\$399,900	\$400,000	+ 0.0%
\$500,001 to \$1,500,000	\$676,427	\$685,000	+ 1.3%
\$1,500,001 to \$5,000,000	\$2,200,000	\$2,200,000	0.0%
\$5,000,001 and Above	\$6,200,000	\$7,050,000	+ 13.7%
<b>All Condo</b>	<b>\$450,000</b>	<b>\$480,000</b>	<b>+ 6.7%</b>

### By Bedroom Count

	11-2022	11-2023	Change
1 Bedroom or Fewer	\$228,500	\$228,500	0.0%
2 Bedrooms	\$410,000	\$425,000	+ 3.7%
3 Bedrooms	\$620,000	\$660,228	+ 6.5%
4 Bedrooms or More	\$1,100,000	\$1,150,000	+ 4.5%
<b>All Bedroom Counts</b>	<b>\$565,661</b>	<b>\$599,250</b>	<b>+ 5.9%</b>

	11-2022	11-2023	Change
1 Bedroom or Fewer	\$115,000	\$150,000	+ 30.4%
2 Bedrooms	\$480,000	\$485,000	+ 1.0%
3 Bedrooms	\$665,000	\$690,000	+ 3.8%
4 Bedrooms or More	\$1,100,000	\$1,100,000	0.0%
<b>All Single Family</b>	<b>\$732,250</b>	<b>\$730,000</b>	<b>- 0.3%</b>

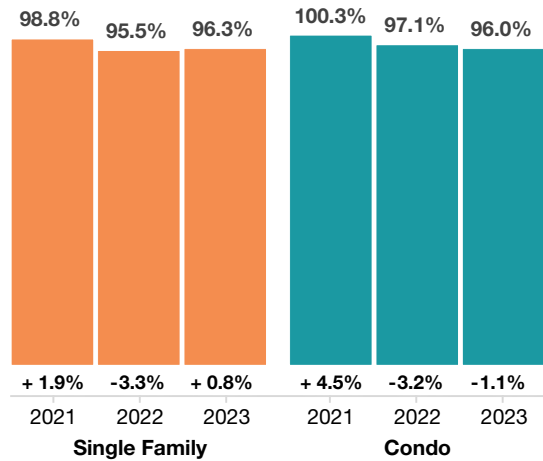


# Overall Percent of Current List Price Received

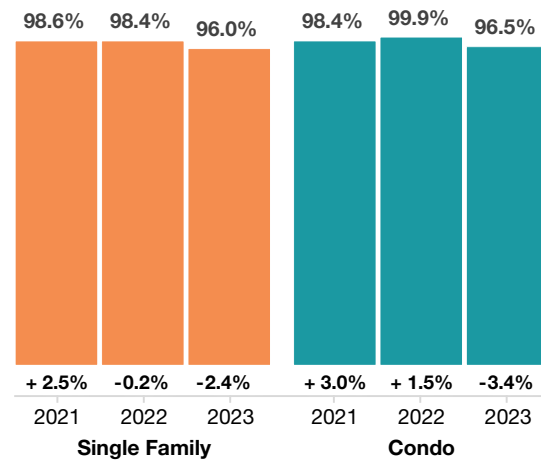


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting concessions.

## November



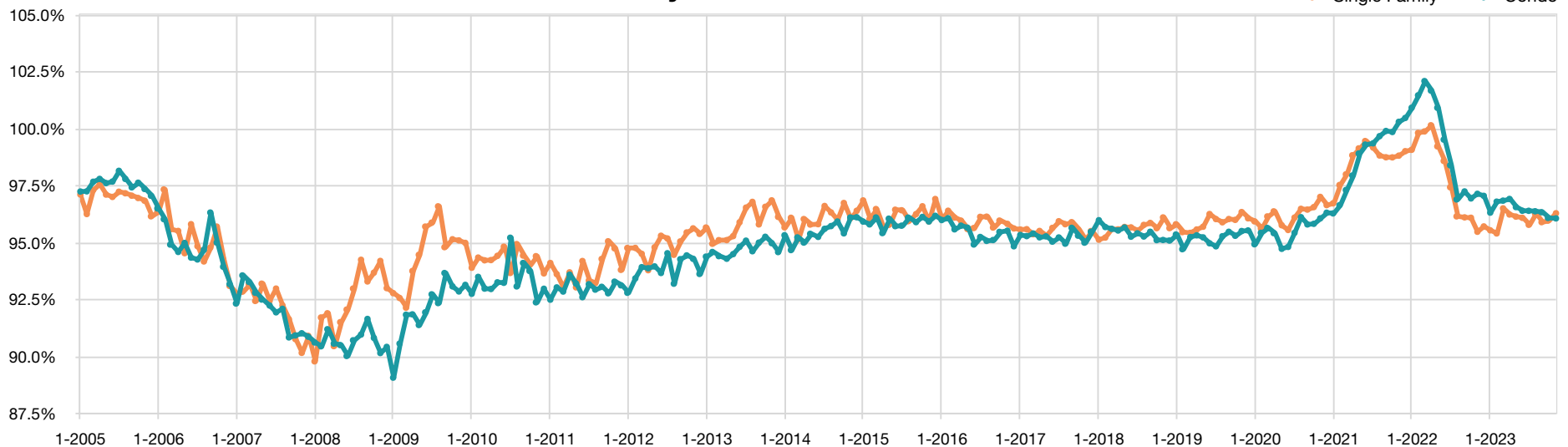
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2022	95.7%	-3.3%	97.0%	-3.5%
Jan-2023	95.5%	-3.6%	96.3%	-4.6%
Feb-2023	95.4%	-4.4%	96.8%	-4.6%
Mar-2023	96.5%	-3.4%	96.8%	-5.2%
Apr-2023	96.2%	-3.9%	96.9%	-4.7%
May-2023	96.1%	-3.1%	96.5%	-4.4%
Jun-2023	96.1%	-2.5%	96.4%	-3.1%
Jul-2023	95.8%	-1.6%	96.4%	-2.0%
Aug-2023	96.3%	+0.2%	96.4%	-0.5%
Sep-2023	95.9%	-0.2%	96.3%	-0.9%
Oct-2023	96.0%	-0.1%	96.1%	-0.8%
<b>Nov-2023</b>	<b>96.3%</b>	<b>+0.8%</b>	<b>96.0%</b>	<b>-1.1%</b>
12-Month Avg*	96.0%	-2.5%	96.5%	-3.4%

\* Pct. of List Price Received for all properties from December 2022 through November 2023. This is not the average of the individual figures above.

## Overall Percent of Current List Price Received by Month



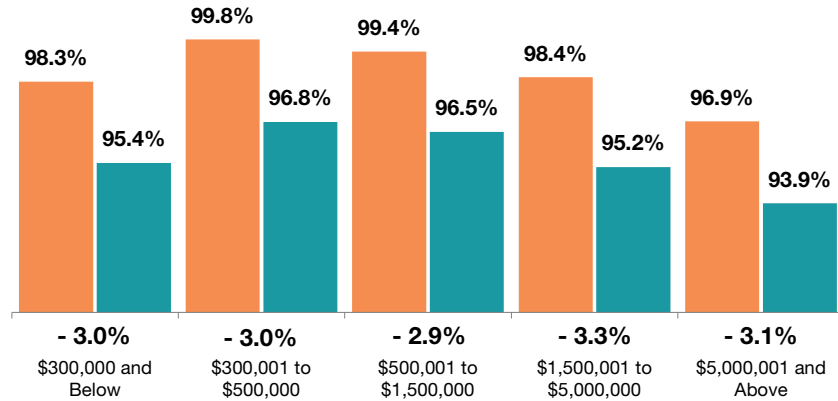
# Overall Percent of Current List Price Received by Price Range



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

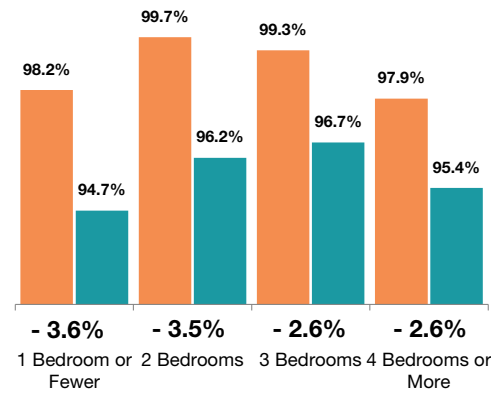
## By Price Range

11-2022 11-2023



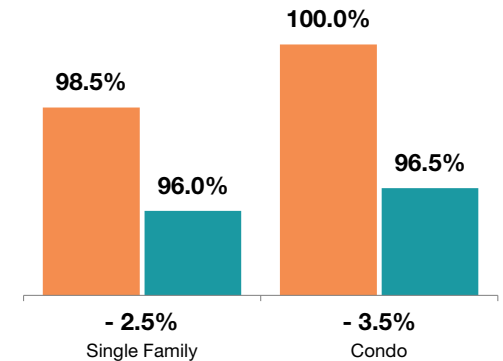
## By Bedroom Count

11-2022 11-2023



## By Property Type

11-2022 11-2023



### All Properties

By Price Range	11-2022	11-2023	Change
\$300,000 and Below	98.3%	95.4%	- 3.0%
\$300,001 to \$500,000	99.8%	96.8%	- 3.0%
\$500,001 to \$1,500,000	99.4%	96.5%	- 2.9%
\$1,500,001 to \$5,000,000	98.4%	95.2%	- 3.3%
\$5,000,001 and Above	96.9%	93.9%	- 3.1%
<b>All Price Ranges</b>	<b>99.2%</b>	<b>96.3%</b>	<b>- 2.9%</b>

### Single Family

11-2022	11-2023	Change	11-2022	11-2023	Change
95.8%	95.0%	- 0.8%	99.0%	95.5%	- 3.5%
98.6%	97.1%	- 1.5%	100.4%	96.7%	- 3.7%
98.8%	96.3%	- 2.5%	100.2%	96.7%	- 3.5%
98.1%	94.5%	- 3.7%	99.1%	96.4%	- 2.7%
96.7%	93.7%	- 3.1%	98.0%	95.1%	- 3.0%
<b>98.5%</b>	<b>96.0%</b>	<b>- 2.5%</b>	<b>100.0%</b>	<b>96.5%</b>	<b>- 3.5%</b>

### Condo

## By Bedroom Count

11-2022	11-2023	Change
98.2%	94.7%	- 3.6%
99.7%	96.2%	- 3.5%
99.3%	96.7%	- 2.6%
97.9%	95.4%	- 2.6%
<b>99.2%</b>	<b>96.3%</b>	<b>- 2.9%</b>

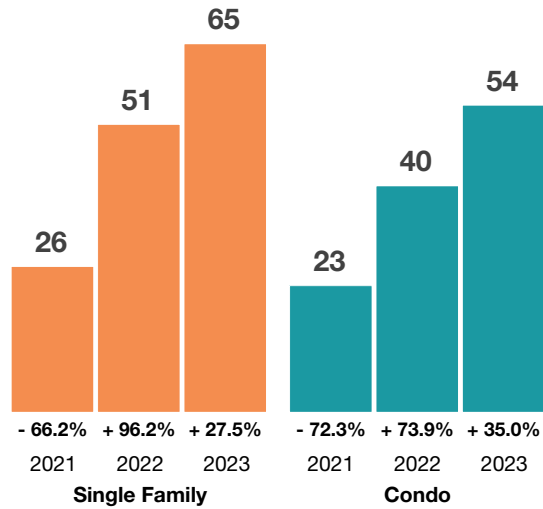
11-2022	11-2023	Change	11-2022	11-2023	Change
96.5%	92.7%	- 3.9%	98.5%	95.2%	- 3.4%
98.1%	95.3%	- 2.9%	100.0%	96.4%	- 3.6%
98.9%	96.6%	- 2.3%	100.1%	96.8%	- 3.3%
97.9%	95.2%	- 2.8%	98.8%	97.1%	- 1.7%
<b>98.5%</b>	<b>96.0%</b>	<b>- 2.5%</b>	<b>100.0%</b>	<b>96.5%</b>	<b>- 3.5%</b>

# Overall Days on Market Until Sale

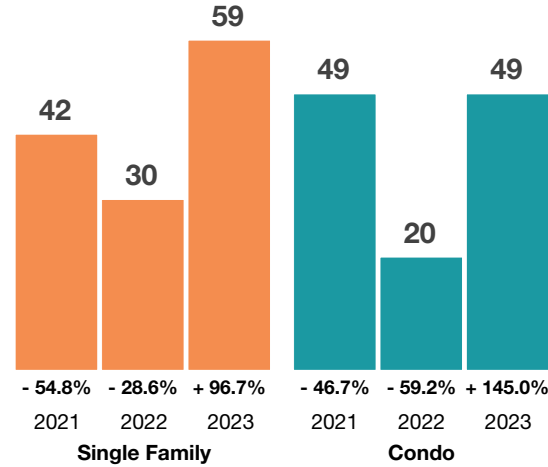
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



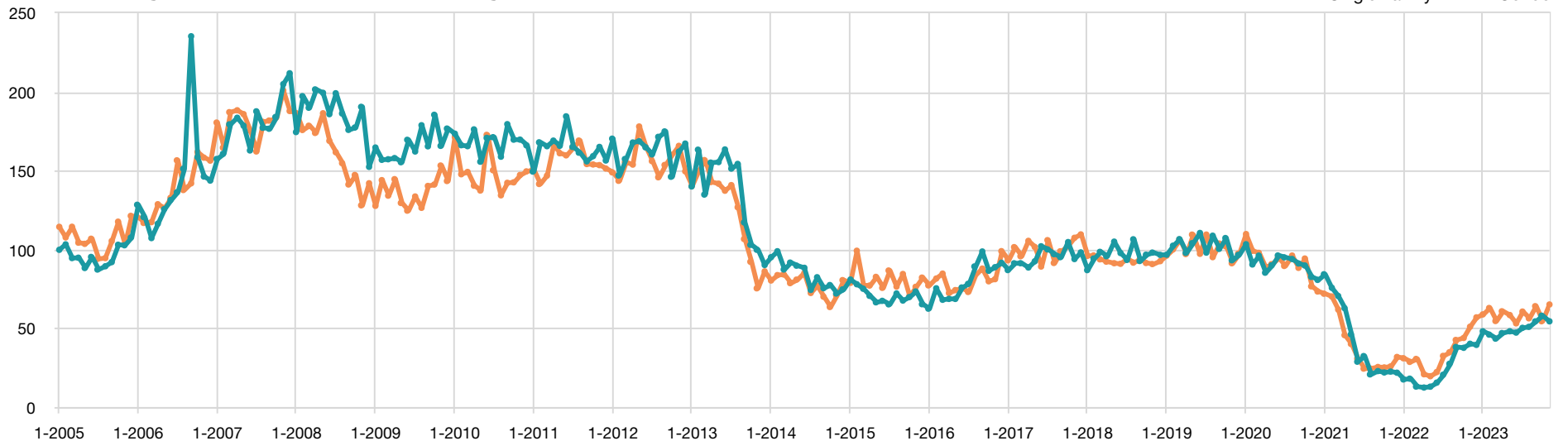
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2022	57	+ 78.1%	39	+ 77.3%
Jan-2023	59	+ 90.3%	48	+ 166.7%
Feb-2023	63	+ 117.2%	46	+ 155.6%
Mar-2023	55	+ 77.4%	43	+ 230.8%
Apr-2023	61	+ 190.5%	47	+ 291.7%
May-2023	58	+ 190.0%	48	+ 269.2%
Jun-2023	53	+ 140.9%	47	+ 213.3%
Jul-2023	61	+ 90.6%	50	+ 150.0%
Aug-2023	56	+ 60.0%	51	+ 88.9%
Sep-2023	64	+ 48.8%	54	+ 42.1%
Oct-2023	54	+ 22.7%	58	+ 52.6%
<b>Nov-2023</b>	<b>65</b>	<b>+ 27.5%</b>	<b>54</b>	<b>+ 35.0%</b>
12-Month Avg*	58	+ 91.2%	48	+ 137.5%

\* Days on Market for all properties from December 2022 through November 2023. This is not the average of the individual figures above.

## Overall Days on Market Until Sale by Month

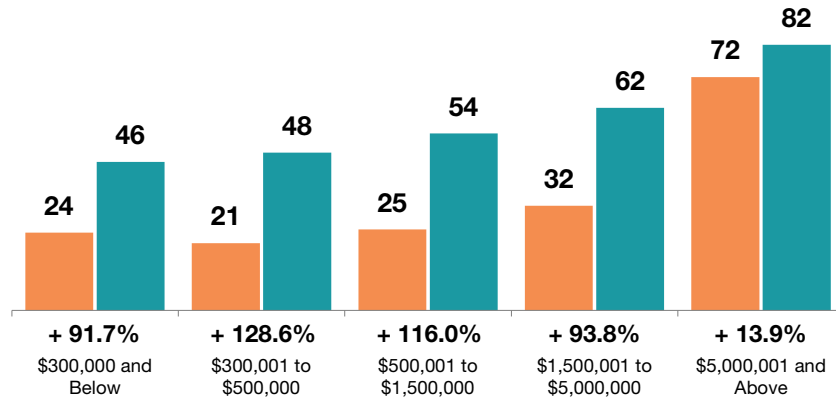


# Overall Days on Market Until Sale by Price Range

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

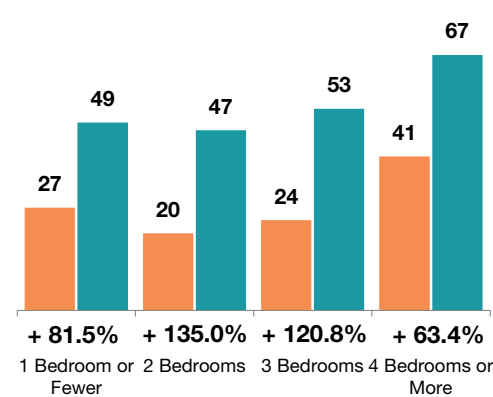
## By Price Range

11-2022 11-2023



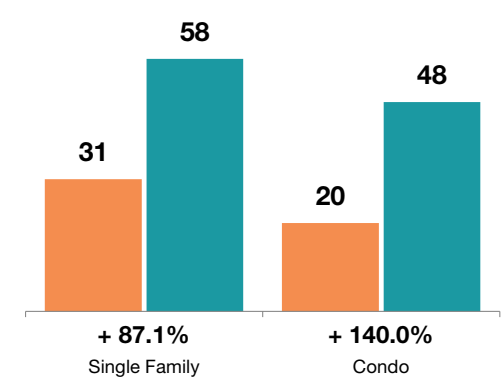
## By Bedroom Count

11-2022 11-2023



## By Property Type

11-2022 11-2023



### All Properties

#### By Price Range

	11-2022	11-2023	Change
\$300,000 and Below	24	46	+ 91.7%
\$300,001 to \$500,000	21	48	+ 128.6%
\$500,001 to \$1,500,000	25	54	+ 116.0%
\$1,500,001 to \$5,000,000	32	62	+ 93.8%
\$5,000,001 and Above	72	82	+ 13.9%
<b>All Price Ranges</b>	<b>25</b>	<b>53</b>	<b>+ 112.0%</b>

### Single Family

	11-2022	11-2023	Change
1 Bedroom or Fewer	33	49	+ 48.5%
2 Bedrooms	27	52	+ 92.6%
3 Bedrooms	27	58	+ 114.8%
4 Bedrooms or More	34	63	+ 85.3%
<b>All Single Family</b>	<b>31</b>	<b>58</b>	<b>+ 87.1%</b>

### Condo

	11-2022	11-2023	Change
Single Family	22	44	+ 100.0%
2 Bedrooms	17	47	+ 176.5%
3 Bedrooms	21	48	+ 128.6%
4 Bedrooms or More	29	61	+ 110.3%
<b>All Condo</b>	<b>20</b>	<b>48</b>	<b>+ 140.0%</b>

#### By Bedroom Count

	11-2022	11-2023	Change
1 Bedroom or Fewer	27	49	+ 81.5%
2 Bedrooms	20	47	+ 135.0%
3 Bedrooms	24	53	+ 120.8%
4 Bedrooms or More	41	67	+ 63.4%
<b>All Bedroom Counts</b>	<b>25</b>	<b>53</b>	<b>+ 112.0%</b>

	11-2022	11-2023	Change
1 Bedroom or Fewer	62	51	- 17.7%
2 Bedrooms	24	49	+ 104.2%
3 Bedrooms	26	55	+ 111.5%
4 Bedrooms or More	40	68	+ 70.0%
<b>All Single Family</b>	<b>31</b>	<b>58</b>	<b>+ 87.1%</b>

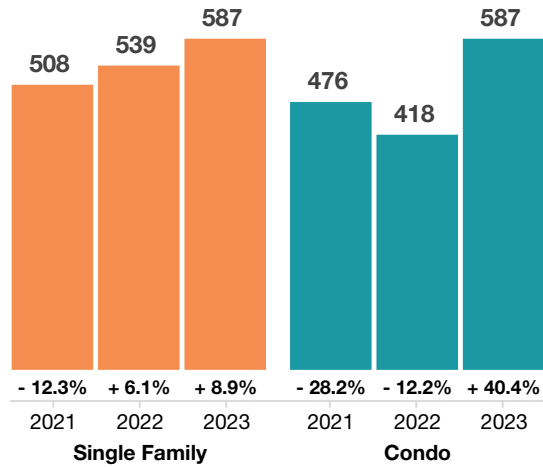
	11-2022	11-2023	Change
Single Family	21	49	+ 129.4%
2 Bedrooms	20	47	+ 139.1%
3 Bedrooms	20	50	+ 148.3%
4 Bedrooms or More	43	51	+ 17.8%
<b>All Condo</b>	<b>20</b>	<b>48</b>	<b>+ 140.0%</b>

# Overall New Listings

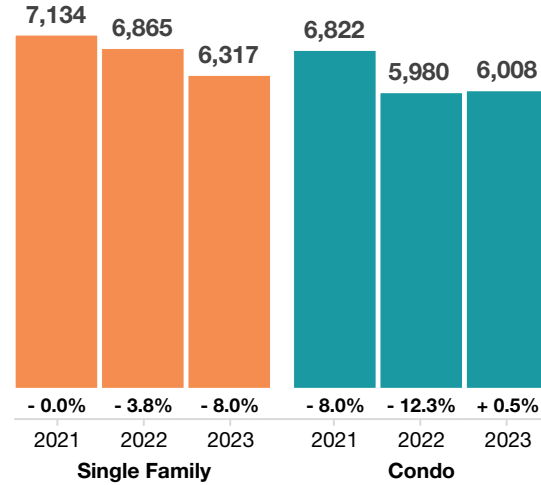
A count of the properties that have been newly listed on the market in a given month.



## November

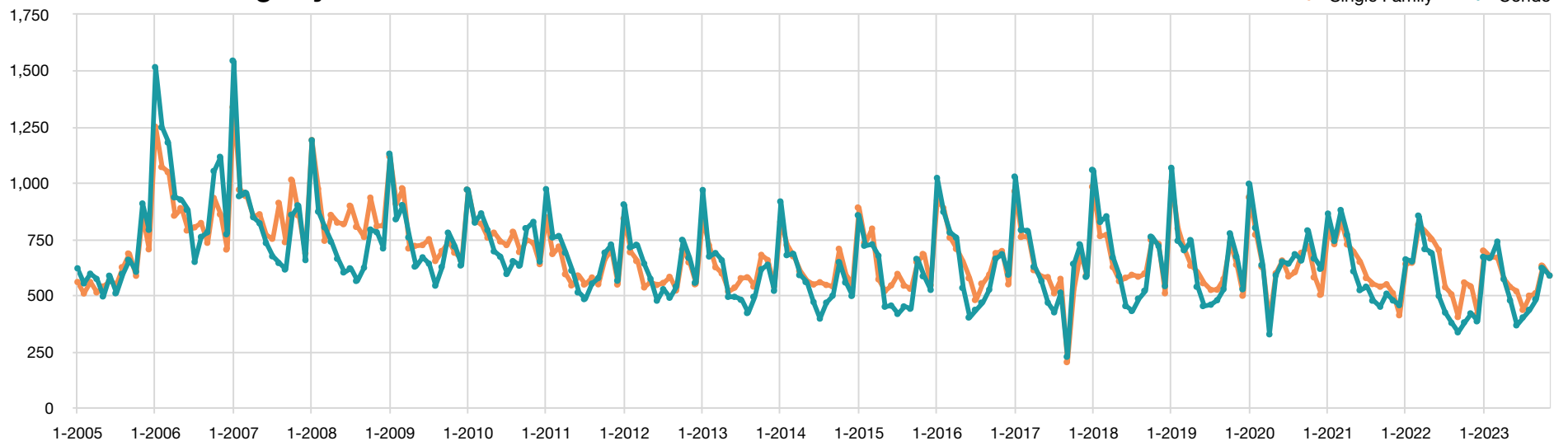


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2022	413	+ 0.7%	383	- 15.8%
Jan-2023	698	+ 9.2%	670	+ 1.7%
Feb-2023	669	+ 3.9%	665	+ 2.3%
Mar-2023	667	- 18.0%	738	- 13.6%
Apr-2023	573	- 26.8%	571	- 19.0%
May-2023	536	- 28.5%	476	- 30.8%
Jun-2023	517	- 26.2%	365	- 26.4%
Jul-2023	434	- 18.9%	400	- 5.2%
Aug-2023	497	- 1.2%	434	+ 15.4%
Sep-2023	508	+ 26.4%	481	+ 44.0%
Oct-2023	631	+ 13.5%	621	+ 64.3%
<b>Nov-2023</b>	<b>587</b>	<b>+ 8.9%</b>	<b>587</b>	<b>+ 40.4%</b>
12-Month Avg	561	- 7.4%	533	- 0.6%

## Overall New Listings by Month

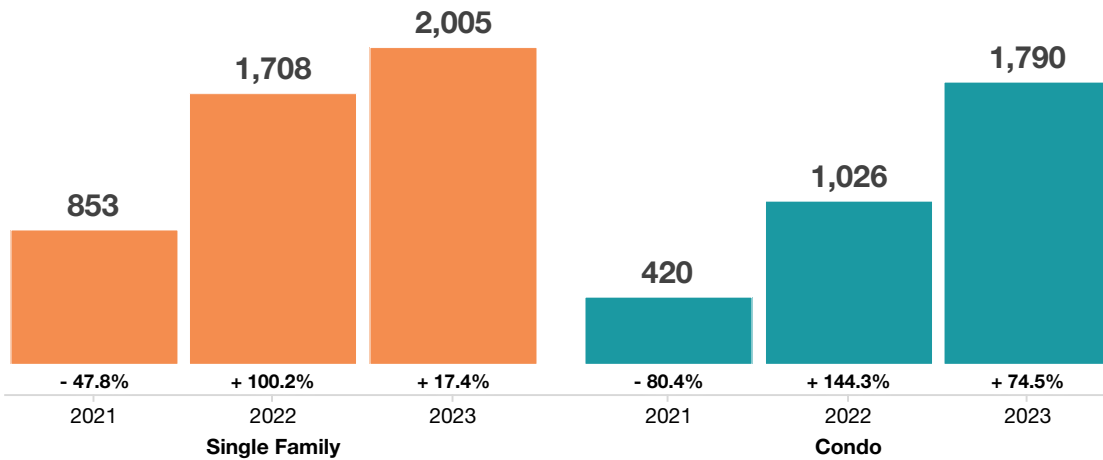


# Overall Inventory of Homes for Sale

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

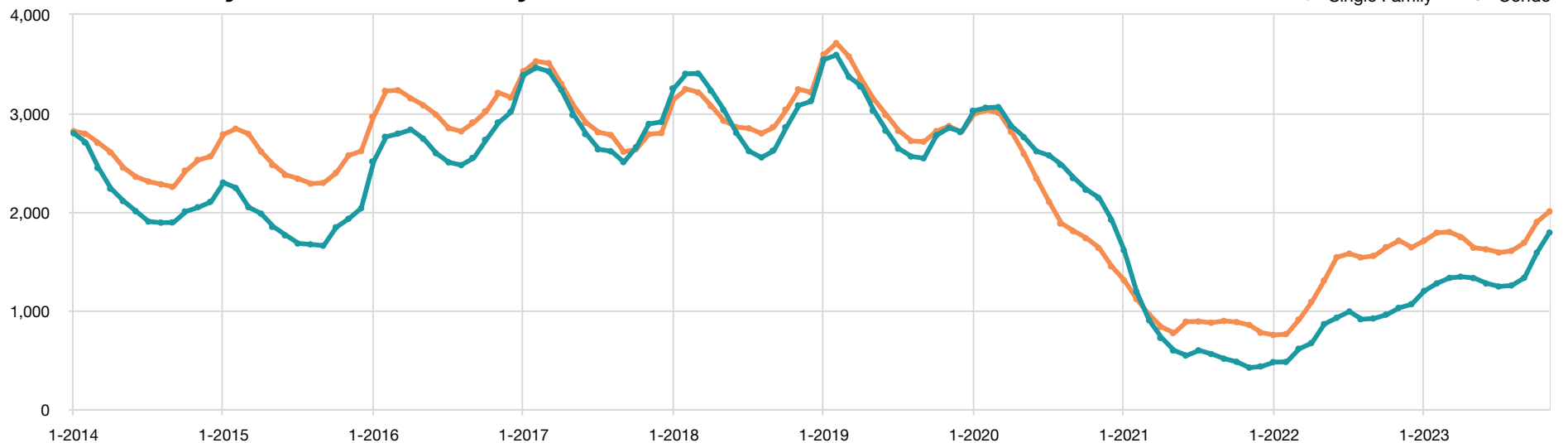


## November



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2022	1,640	+ 111.9%	1,064	+ 146.3%
Jan-2023	1,708	+ 127.4%	1,198	+ 151.7%
Feb-2023	1,789	+ 135.4%	1,274	+ 166.5%
Mar-2023	1,796	+ 97.8%	1,330	+ 117.7%
Apr-2023	1,744	+ 60.6%	1,342	+ 100.6%
May-2023	1,636	+ 25.6%	1,328	+ 54.2%
Jun-2023	1,620	+ 5.2%	1,274	+ 37.6%
Jul-2023	1,588	+ 0.8%	1,243	+ 25.7%
Aug-2023	1,605	+ 4.4%	1,254	+ 37.7%
Sep-2023	1,687	+ 8.6%	1,331	+ 44.8%
Oct-2023	1,897	+ 15.5%	1,586	+ 65.6%
<b>Nov-2023</b>	<b>2,005</b>	<b>+ 17.4%</b>	<b>1,790</b>	<b>+ 74.5%</b>
12-Month Avg	1,726	+ 36.8%	1,335	+ 73.2%

## Overall Inventory of Homes for Sale by Month

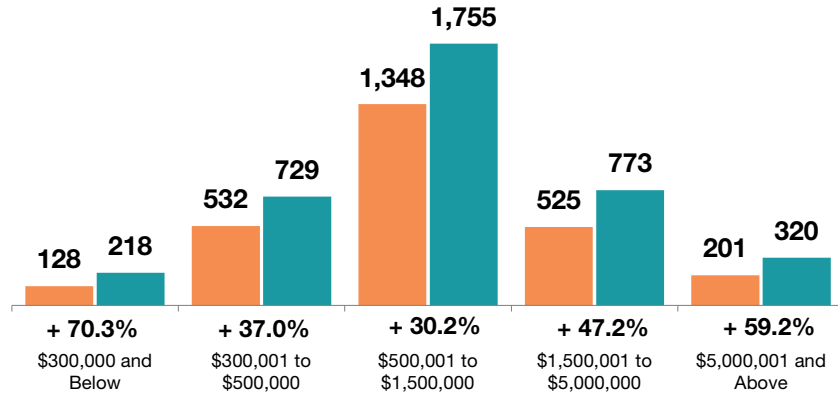


# Overall Inventory of Homes for Sale by Price Range

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

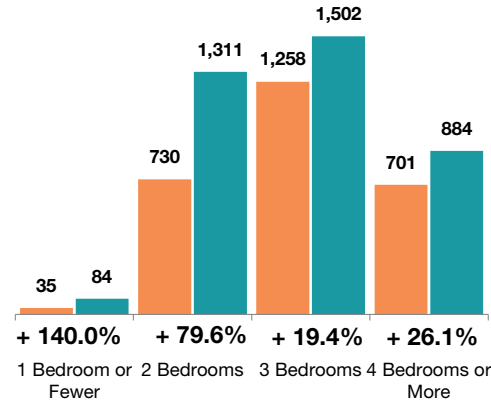
## By Price Range

11-2022 11-2023



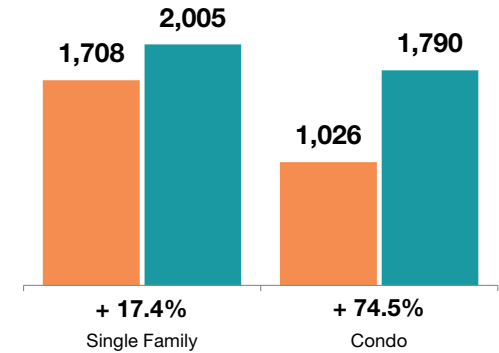
## By Bedroom Count

11-2022 11-2023



## By Property Type

11-2022 11-2023



### All Properties

By Price Range	11-2022	11-2023	Change
\$300,000 and Below	128	218	+ 70.3%
\$300,001 to \$500,000	532	729	+ 37.0%
\$500,001 to \$1,500,000	1,348	1,755	+ 30.2%
\$1,500,001 to \$5,000,000	525	773	+ 47.2%
\$5,000,001 and Above	201	320	+ 59.2%
<b>All Price Ranges</b>	<b>2,734</b>	<b>3,795</b>	<b>+ 38.8%</b>

### Single Family

	11-2022	11-2023	Change
1 Bedroom or 2 Bedrooms Fewer	51	88	+ 72.5%
3 Bedrooms	186	136	- 26.9%
4 Bedrooms or More	912	1,008	+ 10.5%
	372	502	+ 34.9%
	187	271	+ 44.9%
<b>All Single Family</b>	<b>1,708</b>	<b>2,005</b>	<b>+ 17.4%</b>

### Condo

	11-2022	11-2023	Change
	77	130	+ 68.8%
	346	593	+ 71.4%
	436	747	+ 71.3%
	153	271	+ 77.1%
	14	49	+ 250.0%
<b>All Condo</b>	<b>1,026</b>	<b>1,790</b>	<b>+ 74.5%</b>

### By Bedroom Count

	11-2022	11-2023	Change
1 Bedroom or Fewer	35	84	+ 140.0%
2 Bedrooms	730	1,311	+ 79.6%
3 Bedrooms	1,258	1,502	+ 19.4%
4 Bedrooms or More	701	884	+ 26.1%
<b>All Bedroom Counts</b>	<b>2,734</b>	<b>3,795</b>	<b>+ 38.8%</b>

	11-2022	11-2023	Change
1 Bedroom or Fewer	8	21	+ 162.5%
2 Bedrooms	156	250	+ 60.3%
3 Bedrooms	863	894	+ 3.6%
4 Bedrooms or More	679	834	+ 22.8%
<b>All Single Family</b>	<b>1,708</b>	<b>2,005</b>	<b>+ 17.4%</b>
<b>All Condo</b>	<b>1,026</b>	<b>1,790</b>	<b>+ 74.5%</b>

# Listing and Sales Summary Report

## November 2023



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Nov-23	Nov-22	% Change	Nov-23	Nov-22	% Change	Nov-23	Nov-22	% Change	Nov-23	Nov-22	% Change
<b>Overall Naples Market*</b>	<b>\$580,000</b>	<b>\$600,000</b>	<b>-3.3%</b>	<b>537</b>	<b>572</b>	<b>-6.1%</b>	<b>3,795</b>	<b>2,734</b>	<b>+38.8%</b>	<b>59</b>	<b>46</b>	<b>+28.3%</b>
<b>Collier County</b>	<b>\$590,000</b>	<b>\$625,610</b>	<b>-5.7%</b>	<b>584</b>	<b>616</b>	<b>-5.2%</b>	<b>4,334</b>	<b>3,073</b>	<b>+41.0%</b>	<b>62</b>	<b>48</b>	<b>+29.2%</b>
Ave Maria	\$424,000	\$483,728	-12.3%	23	12	+91.7%	111	90	+23.3%	82	33	+148.5%
Central Naples	\$430,000	\$412,000	+4.4%	73	81	-9.9%	408	285	+43.2%	42	40	+5.0%
East Naples	\$562,600	\$550,000	+2.3%	127	142	-10.6%	850	774	+9.8%	64	47	+36.2%
Everglades City	\$365,000	--	--	1	0	--	9	8	+12.5%	77	--	--
Immokalee	\$362,900	\$247,500	+46.6%	8	1	+700.0%	16	27	-40.7%	62	65	-4.6%
Immokalee / Ave Maria	\$375,000	\$482,455	-22.3%	31	13	+138.5%	127	117	+8.5%	77	36	+113.9%
Naples	\$590,000	\$609,650	-3.2%	507	559	-9.3%	3,667	2,619	+40.0%	58	46	+26.1%
Naples Beach	\$1,160,000	\$1,750,000	-33.7%	75	84	-10.7%	1,079	641	+68.3%	83	59	+40.7%
North Naples	\$757,500	\$747,250	+1.4%	138	140	-1.4%	734	501	+46.5%	51	46	+10.9%
South Naples	\$448,000	\$469,750	-4.6%	93	112	-17.0%	597	416	+43.5%	54	39	+38.5%
34102	\$2,035,000	\$2,225,000	-8.5%	24	23	+4.3%	350	231	+51.5%	69	64	+7.8%
34103	\$800,000	\$1,885,000	-57.6%	21	34	-38.2%	301	177	+70.1%	86	47	+83.0%
34104	\$427,500	\$402,000	+6.3%	30	27	+11.1%	160	131	+22.1%	41	35	+17.1%
34105	\$382,000	\$533,581	-28.4%	29	39	-25.6%	169	95	+77.9%	43	39	+10.3%
34108	\$1,155,000	\$1,471,356	-21.5%	30	27	+11.1%	428	233	+83.7%	93	70	+32.9%
34109	\$669,000	\$765,000	-12.5%	32	36	-11.1%	166	109	+52.3%	61	38	+60.5%
34110	\$907,500	\$747,500	+21.4%	39	46	-15.2%	281	182	+54.4%	59	44	+34.1%
34112	\$403,000	\$410,000	-1.7%	53	56	-5.4%	342	223	+53.4%	57	29	+96.6%
34113	\$588,660	\$512,500	+14.9%	40	56	-28.6%	255	193	+32.1%	51	48	+6.3%
34114	\$577,500	\$576,577	+0.2%	45	52	-13.5%	376	249	+51.0%	70	45	+55.6%
34116	\$551,250	\$343,000	+60.7%	14	15	-6.7%	79	59	+33.9%	39	53	-26.4%
34117	\$527,250	\$487,500	+8.2%	18	24	-25.0%	93	125	-25.6%	74	34	+117.6%
34119	\$750,000	\$717,500	+4.5%	67	58	+15.5%	287	210	+36.7%	42	52	-19.2%
34120	\$558,800	\$550,000	+1.6%	64	66	-3.0%	379	400	-5.3%	57	54	+5.6%
34137	--	--	--	0	0	--	2	0	--	--	--	--
34142	\$375,000	\$482,455	-22.3%	31	13	+138.5%	127	117	+8.5%	77	36	+113.9%

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



# Local Market Update – November 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## Naples Beach

34102, 34103, 34108

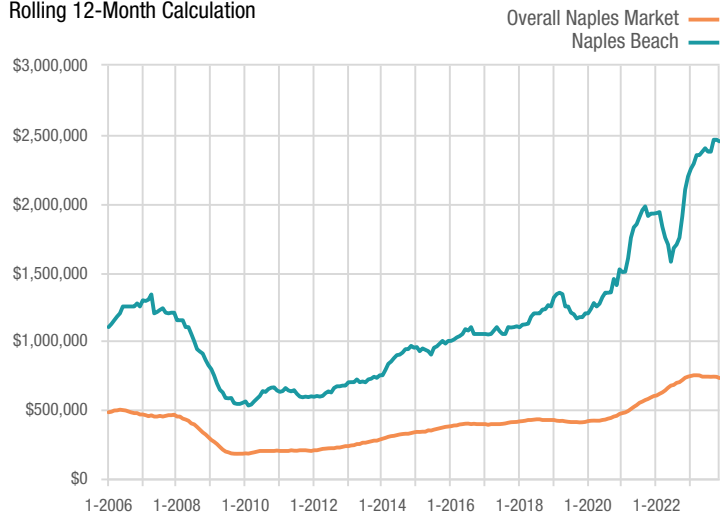
Single Family	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	107	<b>102</b>	- 4.7%	1,070	<b>977</b>	- 8.7%
Total Sales	43	<b>25</b>	- 41.9%	572	<b>439</b>	- 23.3%
Days on Market Until Sale	58	<b>96</b>	+ 65.5%	43	<b>82</b>	+ 90.7%
Median Closed Price*	\$2,221,000	<b>\$1,650,000</b>	- 25.7%	\$2,100,000	<b>\$2,405,000</b>	+ 14.5%
Average Closed Price*	\$3,699,605	<b>\$2,123,424</b>	- 42.6%	\$3,850,453	<b>\$3,734,838</b>	- 3.0%
Percent of List Price Received*	91.2%	<b>93.4%</b>	+ 2.4%	97.7%	<b>92.8%</b>	- 5.0%
Inventory of Homes for Sale	370	<b>485</b>	+ 31.1%	—	—	—
Months Supply of Inventory	6.8	<b>11.8</b>	+ 73.5%	—	—	—

Condo	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	81	<b>165</b>	+ 103.7%	1,267	<b>1,551</b>	+ 22.4%
Total Sales	41	<b>50</b>	+ 22.0%	1,012	<b>862</b>	- 14.8%
Days on Market Until Sale	61	<b>77</b>	+ 26.2%	24	<b>57</b>	+ 137.5%
Median Closed Price*	\$1,100,000	<b>\$1,125,000</b>	+ 2.3%	\$1,047,000	<b>\$1,200,000</b>	+ 14.6%
Average Closed Price*	\$1,736,976	<b>\$1,439,825</b>	- 17.1%	\$1,562,774	<b>\$1,634,051</b>	+ 4.6%
Percent of List Price Received*	95.1%	<b>95.4%</b>	+ 0.3%	99.2%	<b>95.2%</b>	- 4.0%
Inventory of Homes for Sale	271	<b>594</b>	+ 119.2%	—	—	—
Months Supply of Inventory	2.9	<b>7.8</b>	+ 169.0%	—	—	—

\* 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.

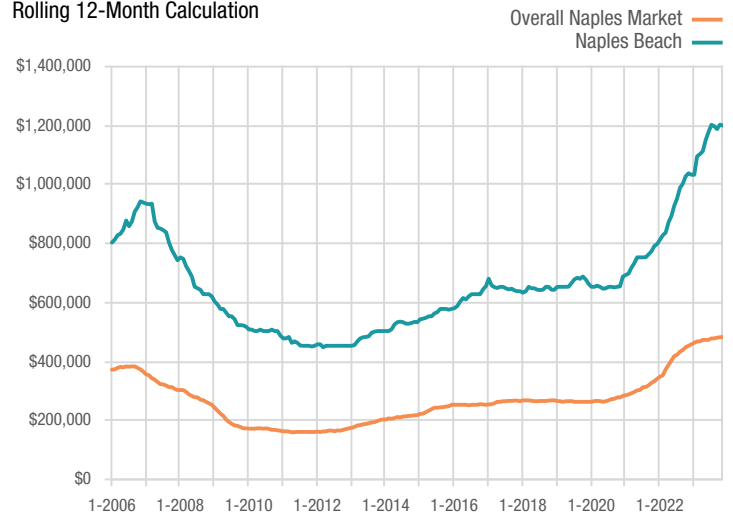
### Median Closed Price - Single Family

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 – November 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## North Naples

34109, 34110, 34119

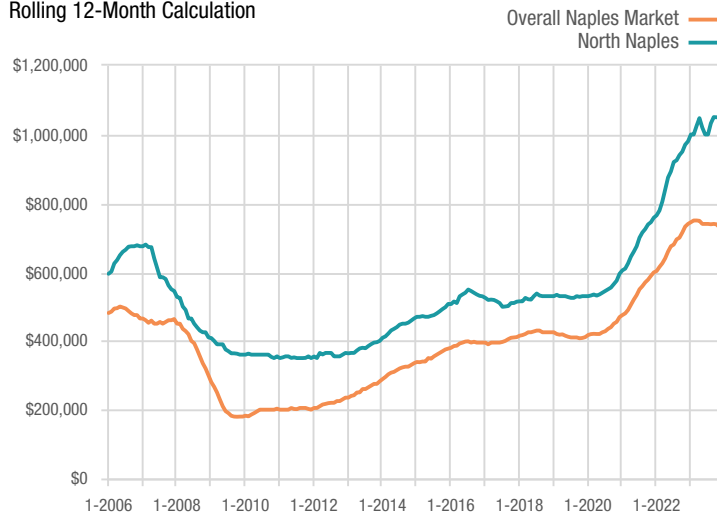
Single Family	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	107	<b>125</b>	+ 16.8%	1,462	<b>1,357</b>	- 7.2%
Total Sales	60	<b>62</b>	+ 3.3%	1,070	<b>920</b>	- 14.0%
Days on Market Until Sale	55	<b>57</b>	+ 3.6%	25	<b>53</b>	+ 112.0%
Median Closed Price*	\$1,100,000	<b>\$1,000,000</b>	- 9.1%	\$979,500	<b>\$1,050,000</b>	+ 7.2%
Average Closed Price*	\$1,329,970	<b>\$1,481,637</b>	+ 11.4%	\$1,362,358	<b>\$1,475,067</b>	+ 8.3%
Percent of List Price Received*	95.3%	<b>96.2%</b>	+ 0.9%	98.9%	<b>95.9%</b>	- 3.0%
Inventory of Homes for Sale	287	<b>359</b>	+ 25.1%	—	—	—
Months Supply of Inventory	2.9	<b>4.4</b>	+ 51.7%	—	—	—

Condo	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	110	<b>136</b>	+ 23.6%	1,615	<b>1,524</b>	- 5.6%
Total Sales	80	<b>76</b>	- 5.0%	1,365	<b>1,097</b>	- 19.6%
Days on Market Until Sale	39	<b>47</b>	+ 20.5%	18	<b>44</b>	+ 144.4%
Median Closed Price*	\$493,500	<b>\$480,000</b>	- 2.7%	\$456,000	<b>\$490,000</b>	+ 7.5%
Average Closed Price*	\$675,419	<b>\$762,250</b>	+ 12.9%	\$621,654	<b>\$697,765</b>	+ 12.2%
Percent of List Price Received*	97.6%	<b>96.1%</b>	- 1.5%	100.5%	<b>96.9%</b>	- 3.6%
Inventory of Homes for Sale	214	<b>375</b>	+ 75.2%	—	—	—
Months Supply of Inventory	1.7	<b>3.8</b>	+ 123.5%	—	—	—

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

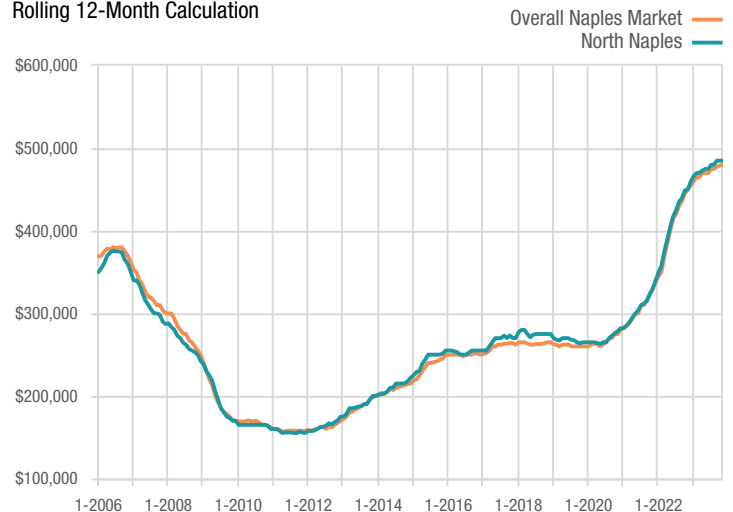
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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

# Local Market Update – November 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## Central Naples

34104, 34105, 34116

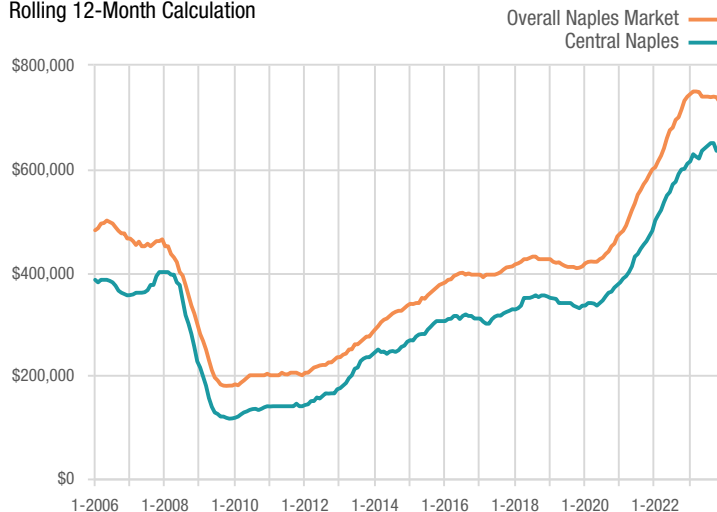
Single Family	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	65	<b>66</b>	+ 1.5%	910	<b>758</b>	- 16.7%
Total Sales	38	<b>27</b>	- 28.9%	682	<b>525</b>	- 23.0%
Days on Market Until Sale	46	<b>49</b>	+ 6.5%	27	<b>45</b>	+ 66.7%
Median Closed Price*	\$664,950	<b>\$670,000</b>	+ 0.8%	\$603,750	<b>\$640,000</b>	+ 6.0%
Average Closed Price*	\$1,109,378	<b>\$991,441</b>	- 10.6%	\$931,912	<b>\$985,259</b>	+ 5.7%
Percent of List Price Received*	97.0%	<b>97.3%</b>	+ 0.3%	98.3%	<b>96.1%</b>	- 2.2%
Inventory of Homes for Sale	161	<b>204</b>	+ 26.7%	—	—	—
Months Supply of Inventory	2.5	<b>4.3</b>	+ 72.0%	—	—	—

Condo	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	59	<b>83</b>	+ 40.7%	954	<b>808</b>	- 15.3%
Total Sales	43	<b>46</b>	+ 7.0%	796	<b>596</b>	- 25.1%
Days on Market Until Sale	35	<b>37</b>	+ 5.7%	19	<b>40</b>	+ 110.5%
Median Closed Price*	\$339,000	<b>\$332,500</b>	- 1.9%	\$340,000	<b>\$353,750</b>	+ 4.0%
Average Closed Price*	\$424,404	<b>\$422,515</b>	- 0.4%	\$396,954	<b>\$404,673</b>	+ 1.9%
Percent of List Price Received*	97.2%	<b>96.2%</b>	- 1.0%	100.0%	<b>96.7%</b>	- 3.3%
Inventory of Homes for Sale	124	<b>204</b>	+ 64.5%	—	—	—
Months Supply of Inventory	1.7	<b>3.7</b>	+ 117.6%	—	—	—

\* 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.

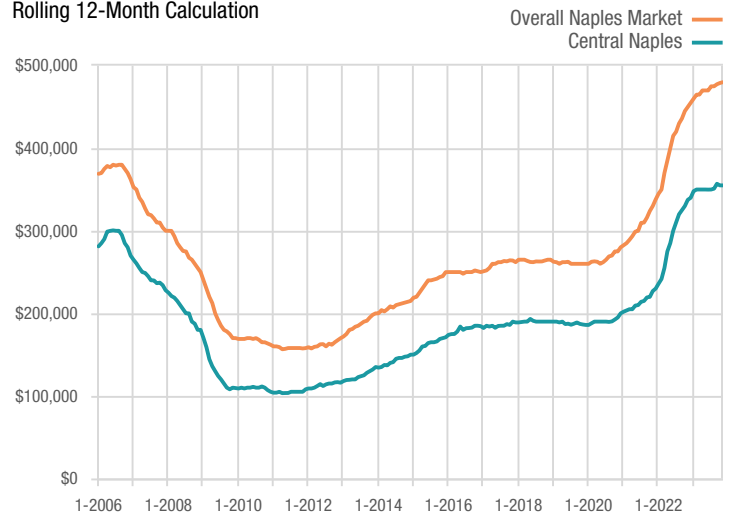
### Median Closed Price - Single Family

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.

# Local Market Update – November 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## South Naples

34112, 34113

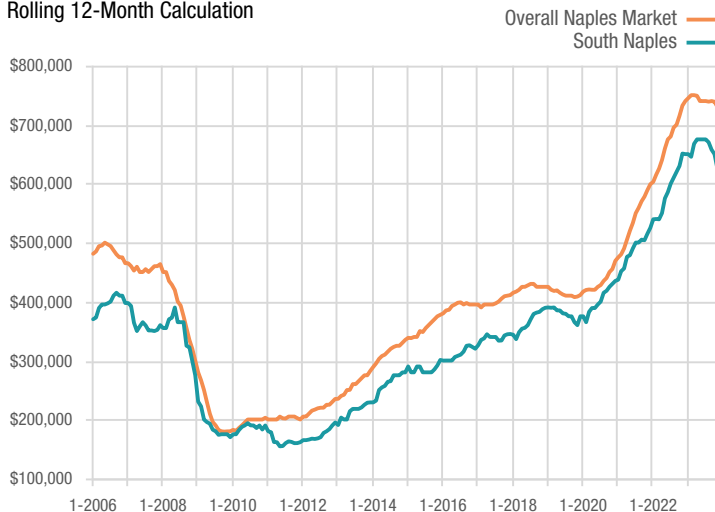
Single Family	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	54	<b>69</b>	+ 27.8%	742	<b>765</b>	+ 3.1%
Total Sales	37	<b>31</b>	- 16.2%	534	<b>537</b>	+ 0.6%
Days on Market Until Sale	49	<b>62</b>	+ 26.5%	27	<b>54</b>	+ 100.0%
Median Closed Price*	\$777,260	<b>\$580,000</b>	- 25.4%	\$650,000	<b>\$620,000</b>	- 4.6%
Average Closed Price*	\$846,582	<b>\$657,992</b>	- 22.3%	\$894,310	<b>\$912,871</b>	+ 2.1%
Percent of List Price Received*	95.3%	<b>94.0%</b>	- 1.4%	98.4%	<b>95.5%</b>	- 2.9%
Inventory of Homes for Sale	180	<b>222</b>	+ 23.3%	—	—	—
Months Supply of Inventory	3.7	<b>4.6</b>	+ 24.3%	—	—	—

Condo	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	96	<b>134</b>	+ 39.6%	1,265	<b>1,275</b>	+ 0.8%
Total Sales	75	<b>62</b>	- 17.3%	1,029	<b>916</b>	- 11.0%
Days on Market Until Sale	34	<b>50</b>	+ 47.1%	19	<b>50</b>	+ 163.2%
Median Closed Price*	\$400,000	<b>\$427,000</b>	+ 6.8%	\$380,000	<b>\$405,000</b>	+ 6.6%
Average Closed Price*	\$426,704	<b>\$561,539</b>	+ 31.6%	\$427,960	<b>\$463,685</b>	+ 8.3%
Percent of List Price Received*	97.2%	<b>96.1%</b>	- 1.1%	99.8%	<b>96.8%</b>	- 3.0%
Inventory of Homes for Sale	236	<b>375</b>	+ 58.9%	—	—	—
Months Supply of Inventory	2.5	<b>4.6</b>	+ 84.0%	—	—	—

\* 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.

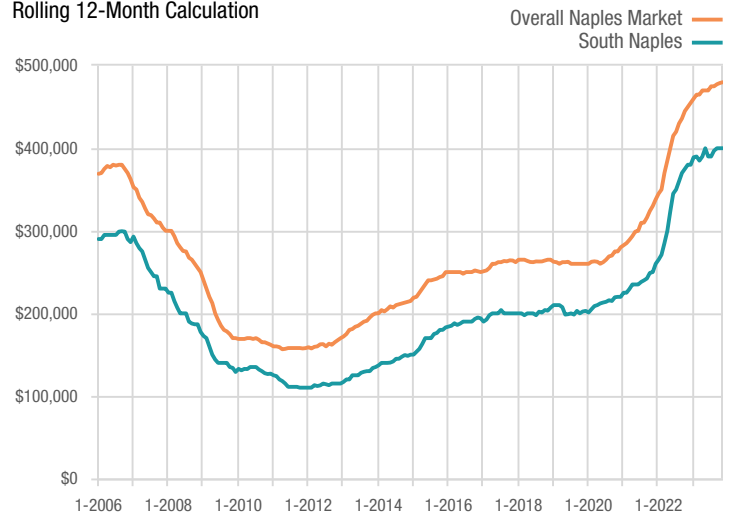
### Median Closed Price - Single Family

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 – November 2023

A Research Tool Provided by Naples Area Board of REALTORS®



## East Naples

34114, 34117, 34120, 34137

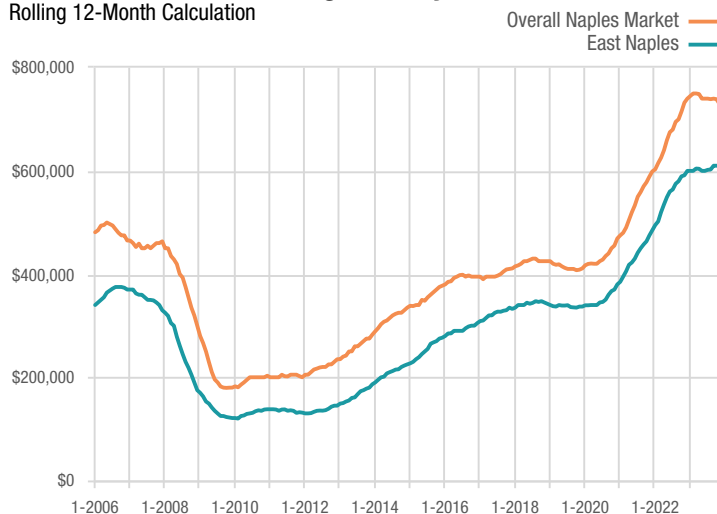
Single Family	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	173	<b>196</b>	+ 13.3%	2,388	<b>2,103</b>	- 11.9%
Total Sales	107	<b>85</b>	- 20.6%	1,623	<b>1,473</b>	- 9.2%
Days on Market Until Sale	50	<b>66</b>	+ 32.0%	33	<b>62</b>	+ 87.9%
Median Closed Price*	\$600,000	<b>\$595,000</b>	- 0.8%	\$600,000	<b>\$615,000</b>	+ 2.5%
Average Closed Price*	\$731,684	<b>\$690,798</b>	- 5.6%	\$747,169	<b>\$748,260</b>	+ 0.1%
Percent of List Price Received*	96.9%	<b>97.6%</b>	+ 0.7%	98.4%	<b>97.1%</b>	- 1.3%
Inventory of Homes for Sale	613	<b>634</b>	+ 3.4%	—	—	—
Months Supply of Inventory	4.0	<b>4.8</b>	+ 20.0%	—	—	—

Condo	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	71	<b>64</b>	- 9.9%	824	<b>769</b>	- 6.7%
Total Sales	35	<b>42</b>	+ 20.0%	626	<b>570</b>	- 8.9%
Days on Market Until Sale	41	<b>61</b>	+ 48.8%	21	<b>52</b>	+ 147.6%
Median Closed Price*	\$450,000	<b>\$500,000</b>	+ 11.1%	\$475,543	<b>\$515,000</b>	+ 8.3%
Average Closed Price*	\$504,958	<b>\$503,465</b>	- 0.3%	\$507,470	<b>\$534,223</b>	+ 5.3%
Percent of List Price Received*	98.0%	<b>96.4%</b>	- 1.6%	99.8%	<b>97.0%</b>	- 2.8%
Inventory of Homes for Sale	161	<b>216</b>	+ 34.2%	—	—	—
Months Supply of Inventory	2.7	<b>4.2</b>	+ 55.6%	—	—	—

\* 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.

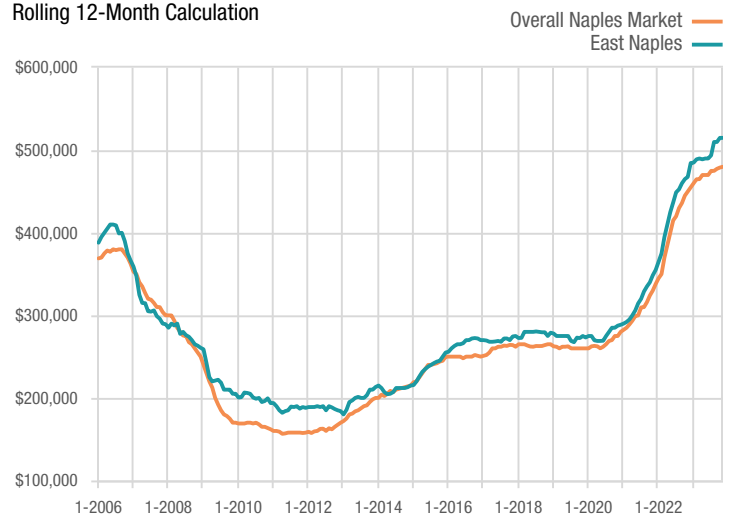
### Median Closed Price - Single Family

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.

## Immokalee / Ave Maria

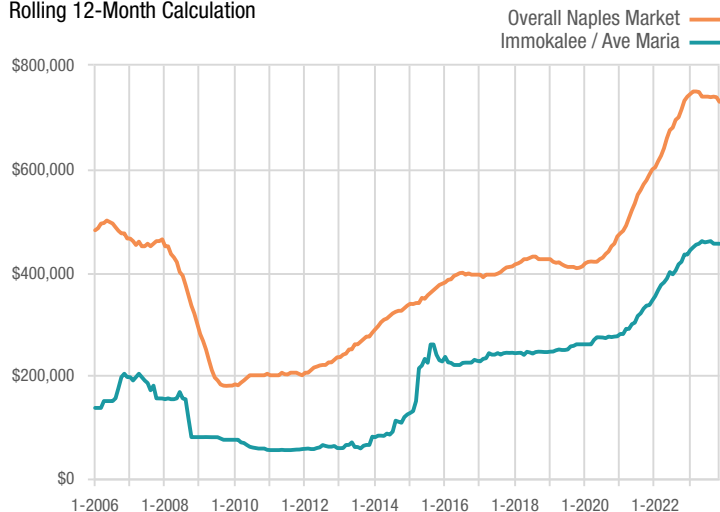
Single Family	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	33	<b>29</b>	- 12.1%	293	<b>357</b>	+ 21.8%
Total Sales	11	<b>23</b>	+ 109.1%	194	<b>260</b>	+ 34.0%
Days on Market Until Sale	41	<b>75</b>	+ 82.9%	27	<b>57</b>	+ 111.1%
Median Closed Price*	\$485,000	<b>\$424,000</b>	- 12.6%	\$435,000	<b>\$455,000</b>	+ 4.6%
Average Closed Price*	\$490,136	<b>\$472,064</b>	- 3.7%	\$464,722	<b>\$480,886</b>	+ 3.5%
Percent of List Price Received*	94.3%	<b>96.7%</b>	+ 2.5%	98.6%	<b>97.1%</b>	- 1.5%
Inventory of Homes for Sale	97	<b>101</b>	+ 4.1%	—	—	—
Months Supply of Inventory	5.4	<b>4.4</b>	- 18.5%	—	—	—

Condo	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	1	<b>5</b>	+ 400.0%	55	<b>81</b>	+ 47.3%
Total Sales	2	<b>8</b>	+ 300.0%	47	<b>60</b>	+ 27.7%
Days on Market Until Sale	3	<b>84</b>	+ 2,700.0%	47	<b>79</b>	+ 68.1%
Median Closed Price*	\$403,226	<b>\$333,499</b>	- 17.3%	\$323,997	<b>\$333,750</b>	+ 3.0%
Average Closed Price*	\$403,226	<b>\$336,499</b>	- 16.5%	\$323,585	<b>\$341,897</b>	+ 5.7%
Percent of List Price Received*	98.1%	<b>96.0%</b>	- 2.1%	99.5%	<b>96.6%</b>	- 2.9%
Inventory of Homes for Sale	20	<b>26</b>	+ 30.0%	—	—	—
Months Supply of Inventory	4.8	<b>5.1</b>	+ 6.3%	—	—	—

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

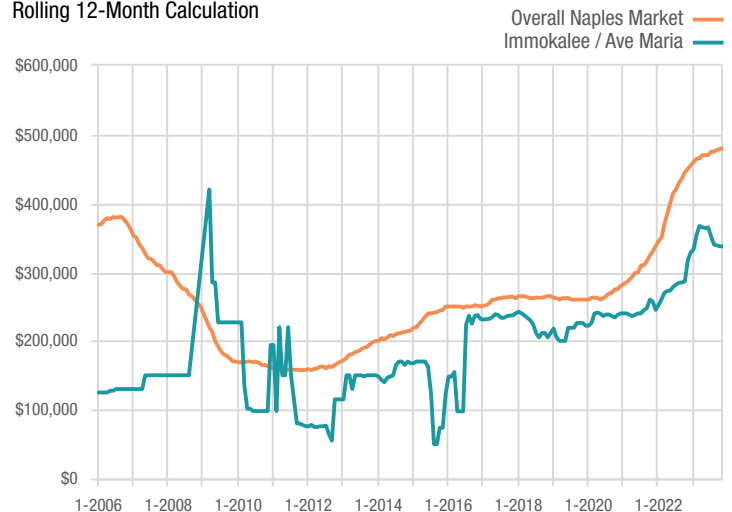
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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