

Naples Area Market Report

February 2024

The overall median closed price in Naples increased 5 percent to \$625,000 in February from \$595,188 in February 2023, but there were also 2,264 price decreases reported. Brokers contend that price decreases may be one indication that sellers are shifting from aspirational pricing to realistic market pricing. According to the February 2024 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), closed sales decreased 9.3 percent in February despite a 66.6 percent increase in inventory to 5,139 properties from 3,085 properties in February 2023.

February's price decreases demonstrate that REALTORS® are counseling sellers about realistic market pricing. As more new sellers enter the market (up 24.6 percent to 1,668 new listings from 1,336 new listings in February 2023), those sellers with overpriced properties risk missing an opportunity to attract and sell to eager buyers.

Inventory for condominiums increased 104.2 percent in February to 2,614 condominiums from 1,280 condominiums in February 2023.

The February Market Report shows median closed price decreased for condominiums located in the Naples Beach (34102, 34103, 34108); Central Naples (34104, 34105, 34116); and Immokalee/Ave Maria areas. And the area with most closed sales of single family homes in February was East Naples (34114, 34117, 34120 and 34137), which also reported the highest inventory of available properties (1,125).

Quick Facts

- 9.3%	+ 5.0%	+ 66.6%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
- 4.4%	- 10.0%	- 9.4%
Price Range With the Strongest Sales: \$500,001 to \$1,500,000	Bedroom Count With Strongest Sales: 4 Bedrooms or More	Property Type With Strongest Sales: Single Family

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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	2-2023	2-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		1,336	1,668	+ 24.9%	2,715	3,480	+ 28.2%
Total Sales		701	636	- 9.3%	1,265	1,124	- 11.1%
Days on Market Until Sale		55	69	+ 25.5%	54	65	+ 20.4%
Median Closed Price		\$595,188	\$625,000	+ 5.0%	\$600,000	\$620,000	+ 3.3%
Average Closed Price		\$1,101,491	\$1,111,724	+ 0.9%	\$1,146,576	\$1,108,204	- 3.3%
Percent of List Price Received		96.0%	95.8%	- 0.2%	96.0%	95.8%	- 0.2%
Pending Listings		1,231	1,167	- 5.2%	2,323	2,177	- 6.3%
Inventory of Homes for Sale		3,085	5,139	+ 66.6%	—	—	—
Months Supply of Inventory		3.8	7.1	+ 86.8%	—	—	—

Single Family Market Overview

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



Key Metrics	Historical Sparkbars	2-2023	2-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		671	792	+ 18.0%	1,377	1,655	+ 20.2%
Total Sales		373	315	- 15.5%	657	561	- 14.6%
Days on Market Until Sale		63	65	+ 3.2%	61	66	+ 8.2%
Median Closed Price		\$720,000	\$834,000	+ 15.8%	\$715,000	\$789,900	+ 10.5%
Average Closed Price		\$1,355,408	\$1,420,649	+ 4.8%	\$1,445,218	\$1,427,962	- 1.2%
Percent of List Price Received		95.4%	95.8%	+ 0.4%	95.4%	95.7%	+ 0.3%
Pending Listings		591	586	- 0.8%	1,158	1,073	- 7.3%
Inventory of Homes for Sale		1,805	2,525	+ 39.9%	—	—	—
Months Supply of Inventory		4.5	6.9	+ 53.3%	—	—	—

Condo Market Overview

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



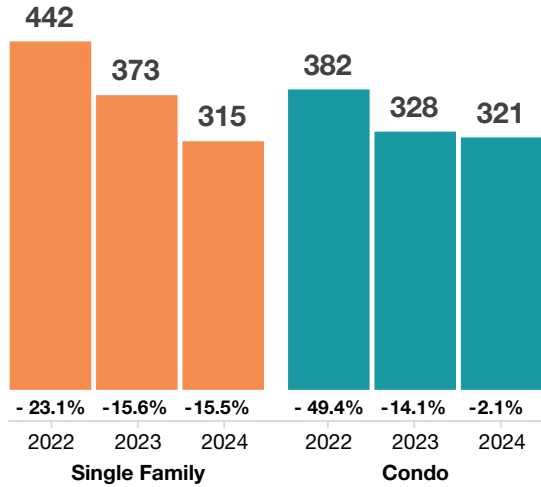
Key Metrics	Historical Sparkbars	2-2023	2-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		665	876	+ 31.7%	1,338	1,825	+ 36.4%
Total Sales		328	321	- 2.1%	608	563	- 7.4%
Days on Market Until Sale		46	72	+ 56.5%	47	65	+ 38.3%
Median Closed Price		\$491,500	\$502,000	+ 2.1%	\$488,500	\$495,000	+ 1.3%
Average Closed Price		\$812,738	\$808,573	- 0.5%	\$823,867	\$789,582	- 4.2%
Percent of List Price Received		96.8%	95.8%	- 1.0%	96.6%	96.0%	- 0.6%
Pending Listings		640	581	- 9.2%	1,165	1,104	- 5.2%
Inventory of Homes for Sale		1,280	2,614	+ 104.2%	—	—	—
Months Supply of Inventory		3.1	7.3	+ 135.5%	—	—	—

Overall Closed Sales

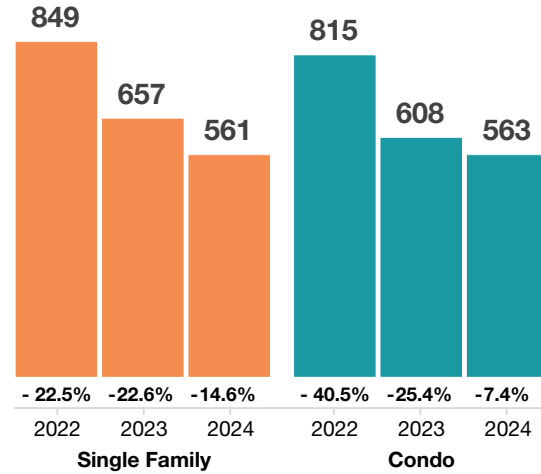
A count of the actual sales that closed in a given month.



February

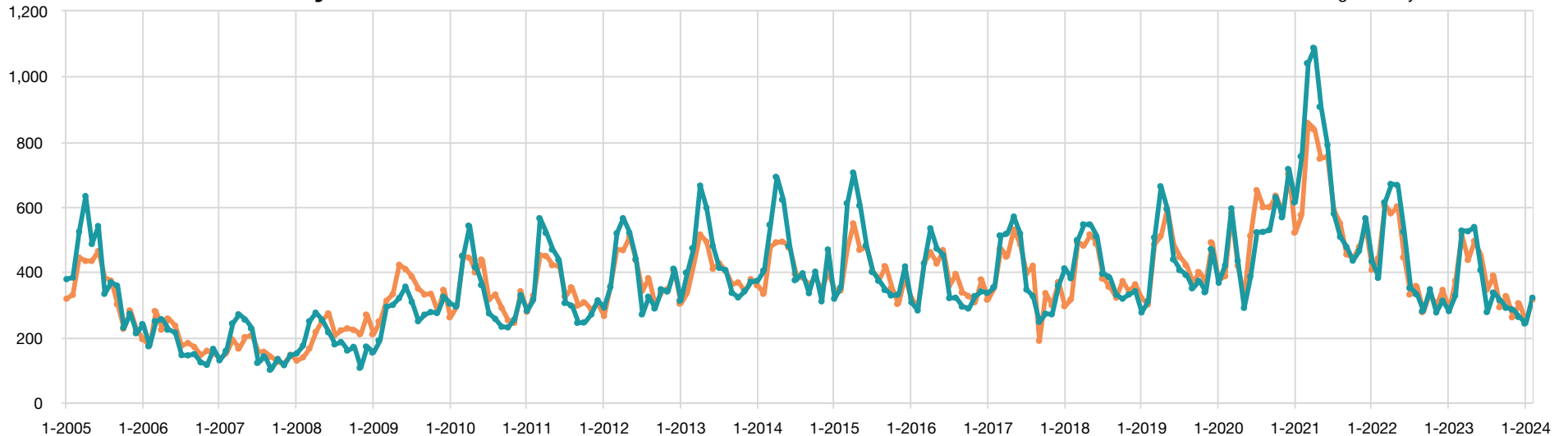


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2023	514	- 15.0%	527	- 14.2%
Apr-2023	437	- 24.7%	525	- 21.6%
May-2023	495	- 17.6%	538	- 19.3%
Jun-2023	451	+ 1.3%	406	- 22.5%
Jul-2023	346	+ 4.5%	277	- 21.1%
Aug-2023	389	+ 9.0%	337	+ 1.5%
Sep-2023	292	+ 5.4%	314	+ 12.1%
Oct-2023	326	- 2.7%	290	- 16.4%
Nov-2023	261	- 11.8%	285	+ 3.3%
Dec-2023	304	- 11.9%	262	- 16.0%
Jan-2024	246	- 13.4%	242	- 13.6%
Feb-2024	315	- 15.5%	321	- 2.1%
12-Month Avg	365	- 9.2%	360	- 13.3%

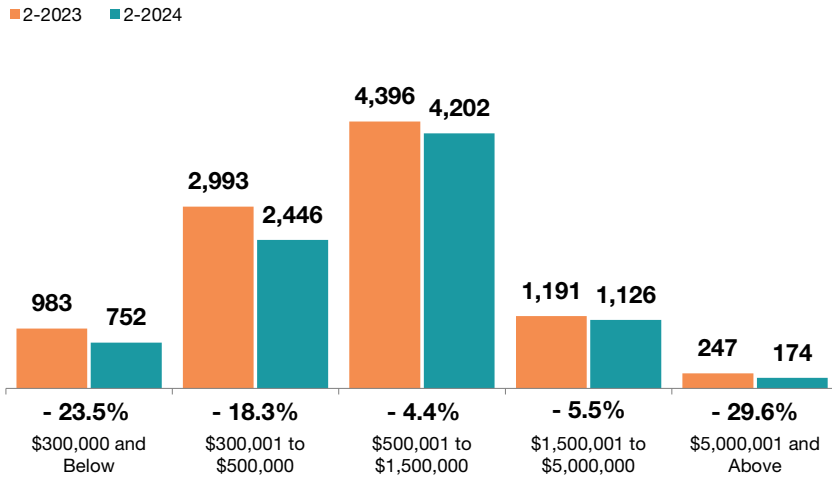
Overall Closed Sales by Month



Overall Closed Price by Price Range

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

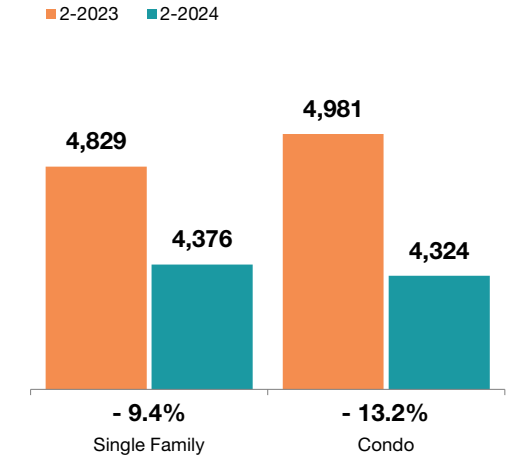
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2023	2-2024	Change
\$300,000 and Below	983	752	- 23.5%
\$300,001 to \$500,000	2,993	2,446	- 18.3%
\$500,001 to \$1,500,000	4,396	4,202	- 4.4%
\$1,500,001 to \$5,000,000	1,191	1,126	- 5.5%
\$5,000,001 and Above	247	174	- 29.6%
All Price Ranges	9,810	8,700	- 11.3%

Single Family

	2-2023	2-2024	Change
1 Bedroom or Fewer	235	209	- 11.1%
2 Bedrooms	909	721	- 20.7%
3 Bedrooms	2,712	2,583	- 4.8%
4 Bedrooms or More	764	720	- 5.8%
All Single Family	4,829	4,376	- 9.4%

Condo

	2-2023	2-2024	Change
1 Bedroom or Fewer	748	543	- 27.4%
2 Bedrooms	2,084	1,725	- 17.2%
3 Bedrooms	1,684	1,619	- 3.9%
4 Bedrooms or More	427	406	- 4.9%
All Condo	4,981	4,324	- 13.2%

By Bedroom Count

	2-2023	2-2024	Change
1 Bedroom or Fewer	155	138	- 11.0%
2 Bedrooms	3,478	3,046	- 12.4%
3 Bedrooms	4,561	4,062	- 10.9%
4 Bedrooms or More	1,593	1,434	- 10.0%
All Bedroom Counts	9,810	8,700	- 11.3%

	2-2023	2-2024	Change
1 Bedroom or Fewer	22	28	+ 27.3%
2 Bedrooms	536	533	- 0.6%
3 Bedrooms	2,774	2,460	- 11.3%
4 Bedrooms or More	1,495	1,349	- 9.8%
All Single Family	4,829	4,376	- 9.4%

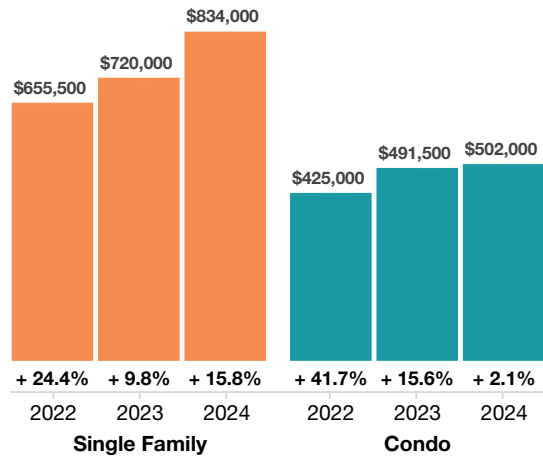
	2-2023	2-2024	Change
1 Bedroom or Fewer	133	110	- 17.3%
2 Bedrooms	2,942	2,513	- 14.6%
3 Bedrooms	1,787	1,602	- 10.4%
4 Bedrooms or More	98	85	- 13.3%
All Condo	4,981	4,324	- 13.2%

Overall Median Closed Price

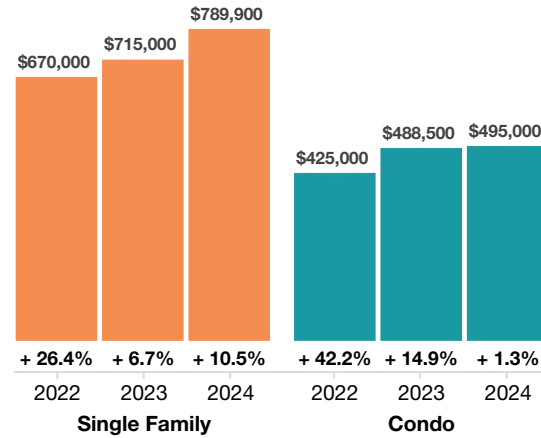
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



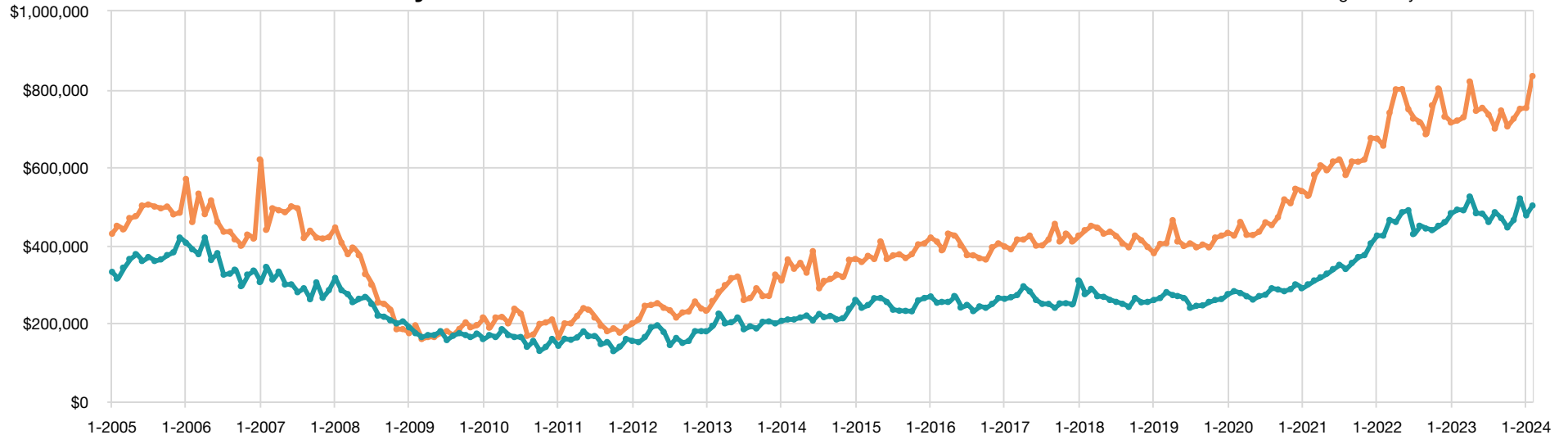
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2023	\$728,500	- 1.6%	\$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%	\$481,250	- 1.8%
Jul-2023	\$735,000	+ 1.4%	\$460,000	+ 7.2%
Aug-2023	\$699,450	- 2.3%	\$485,000	+ 7.7%
Sep-2023	\$745,693	+ 8.9%	\$470,000	+ 6.0%
Oct-2023	\$705,000	- 7.1%	\$446,000	+ 1.6%
Nov-2023	\$725,000	- 9.6%	\$465,000	+ 3.3%
Dec-2023	\$750,000	+ 2.7%	\$520,000	+ 13.2%
Jan-2024	\$752,500	+ 5.2%	\$477,000	- 1.1%
Feb-2024	\$834,000	+ 15.8%	\$502,000	+ 2.1%
12-Month Avg*	\$745,000	- 0.7%	\$485,000	+ 4.3%

* Median Closed Price for all properties from March 2023 through February 2024. This is not the average of the individual figures above.

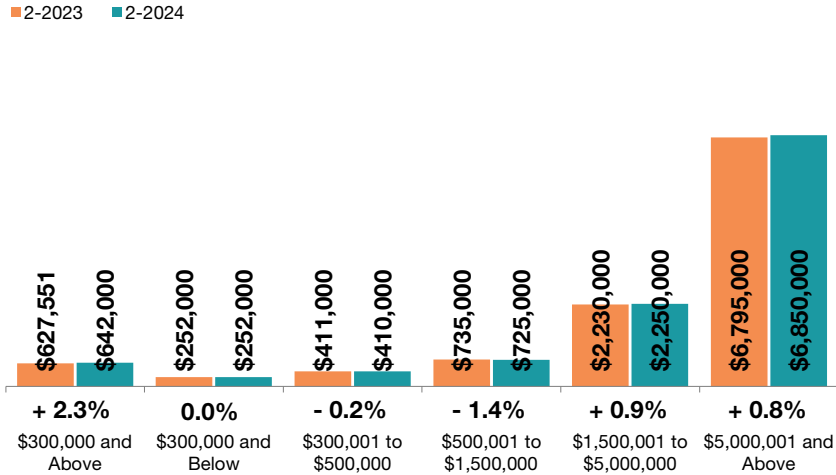
Overall Median Closed Price by Month



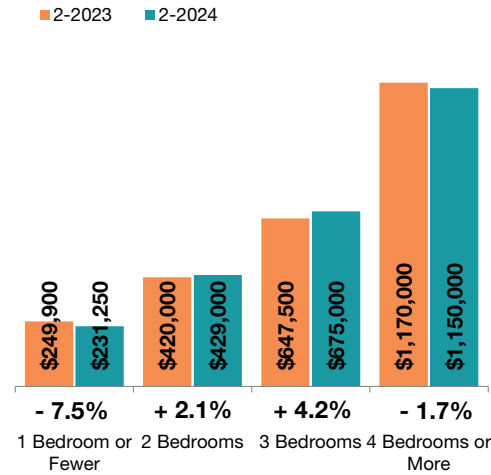
Overall Median Closed Price by Price Range

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

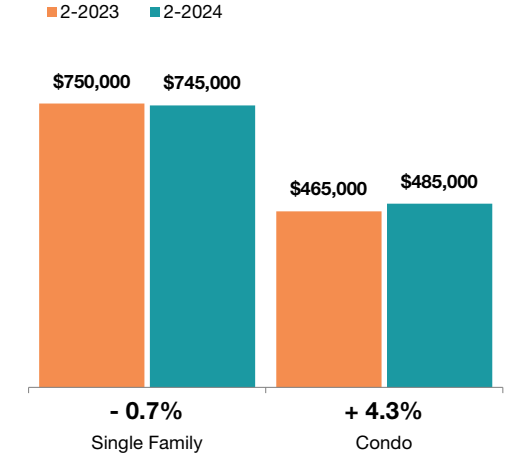
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2023	2-2024	Change
\$300,000 and Above	\$627,551	\$642,000	+ 2.3%
\$300,000 and Below	\$252,000	\$252,000	0.0%
\$300,001 to \$500,000	\$411,000	\$410,000	- 0.2%
\$500,001 to \$1,500,000	\$735,000	\$725,000	- 1.4%
\$1,500,001 to \$5,000,000	\$2,230,000	\$2,250,000	+ 0.9%
\$5,000,001 and Above	\$6,795,000	\$6,850,000	+ 0.8%
All Price Ranges	\$580,000	\$601,672	+ 3.7%

Single Family

	2-2023	2-2024	Change
\$300,000 and Above	\$770,000	\$769,500	- 0.1%
\$300,000 and Below	\$199,000	\$200,000	+ 0.5%
\$300,001 to \$500,000	\$435,000	\$437,000	+ 0.5%
\$500,001 to \$1,500,000	\$765,000	\$750,000	- 2.0%
\$1,500,001 to \$5,000,000	\$2,250,000	\$2,250,000	0.0%
\$5,000,001 and Above	\$6,900,000	\$6,775,000	- 1.8%
All Single Family	\$750,000	\$745,000	- 0.7%

Condo

	2-2023	2-2024	Change
\$300,000 and Above	\$505,000	\$525,000	+ 4.0%
\$300,000 and Below	\$260,000	\$268,000	+ 3.1%
\$300,001 to \$500,000	\$400,000	\$400,000	0.0%
\$500,001 to \$1,500,000	\$675,000	\$685,000	+ 1.5%
\$1,500,001 to \$5,000,000	\$2,200,000	\$2,250,000	+ 2.3%
\$5,000,001 and Above	\$6,200,000	\$7,300,000	+ 17.7%
All Condo	\$465,000	\$485,000	+ 4.3%

By Bedroom Count

	2-2023	2-2024	Change
1 Bedroom or Fewer	\$249,900	\$231,250	- 7.5%
2 Bedrooms	\$420,000	\$429,000	+ 2.1%
3 Bedrooms	\$647,500	\$675,000	+ 4.2%
4 Bedrooms or More	\$1,170,000	\$1,150,000	- 1.7%
All Bedroom Counts	\$580,000	\$601,672	+ 3.7%

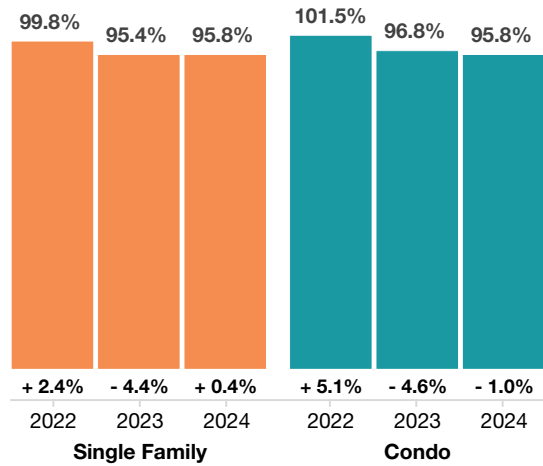
	2-2023	2-2024	Change
1 Bedroom or Fewer	\$145,000	\$148,500	+ 2.4%
2 Bedrooms	\$485,000	\$485,000	0.0%
3 Bedrooms	\$685,000	\$700,000	+ 2.2%
4 Bedrooms or More	\$1,160,000	\$1,122,500	- 3.2%
All Single Family	\$750,000	\$745,000	- 0.7%

Overall Percent of Current List Price Received

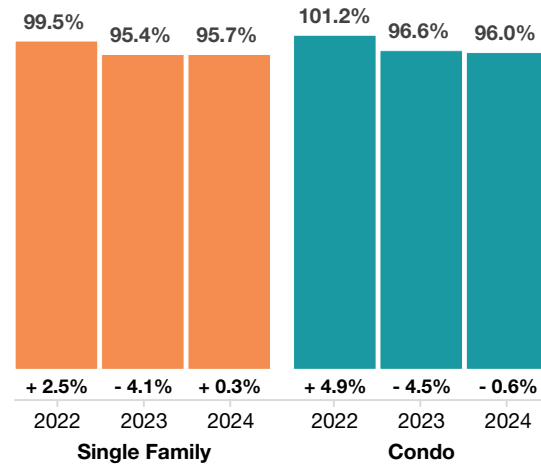


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting seller concessions.

February



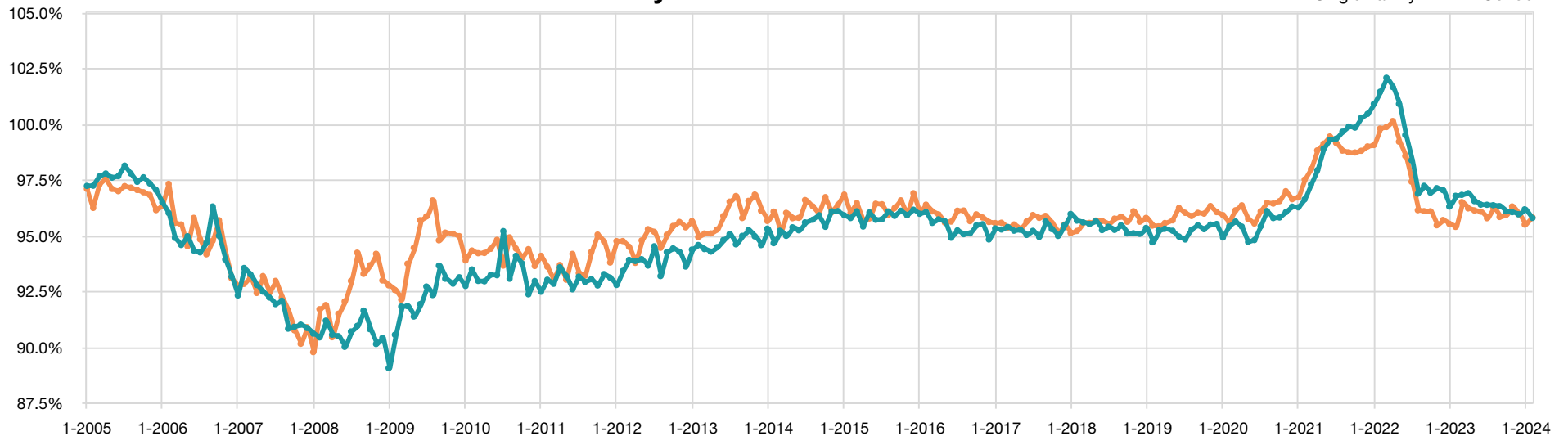
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	95.8%	-0.3%	96.3%	-0.9%
Oct-2023	95.9%	-0.2%	96.1%	-0.8%
Nov-2023	96.3%	+0.8%	96.0%	-1.1%
Dec-2023	96.0%	+0.3%	96.0%	-1.0%
Jan-2024	95.5%	0.0%	96.2%	-0.1%
Feb-2024	95.8%	+0.4%	95.8%	-1.0%
12-Month Avg*	96.1%	-1.6%	96.4%	-2.7%

* Pct. of List Price Received for all properties from March 2023 through February 2024. This is not the average of the individual figures above.

Overall Percent of Current List Price Received by Month



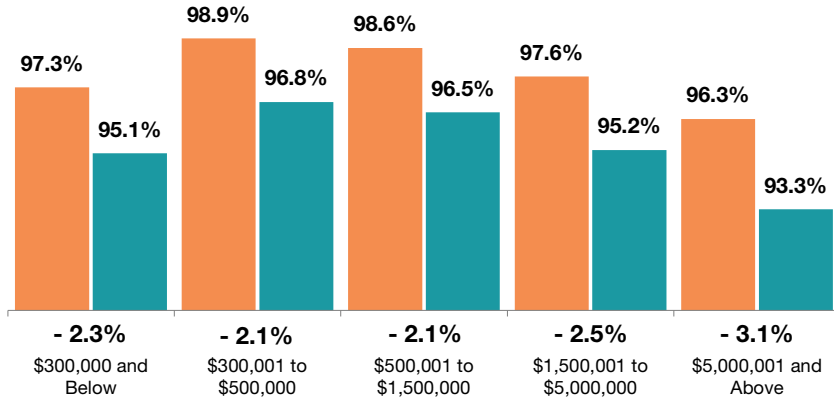
Overall Percent of Current List Price Received by Price Range



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.

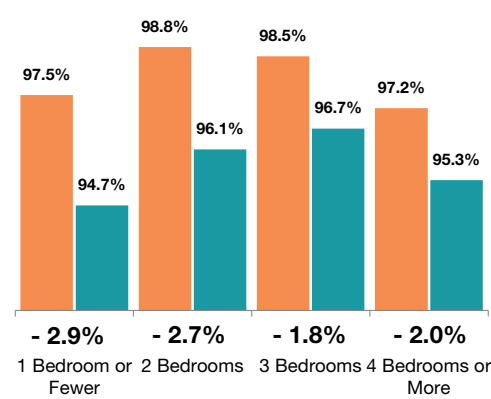
By Price Range

2-2023 2-2024



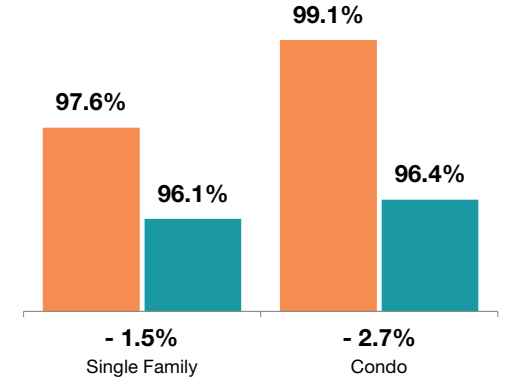
By Bedroom Count

2-2023 2-2024



By Property Type

2-2023 2-2024



All Properties

By Price Range	2-2023	2-2024	Change
\$300,000 and Below	97.3%	95.1%	- 2.3%
\$300,001 to \$500,000	98.9%	96.8%	- 2.1%
\$500,001 to \$1,500,000	98.6%	96.5%	- 2.1%
\$1,500,001 to \$5,000,000	97.6%	95.2%	- 2.5%
\$5,000,001 and Above	96.3%	93.3%	- 3.1%
All Price Ranges	98.4%	96.2%	- 2.2%

Single Family

2-2023	2-2024	Change	2-2023	2-2024	Change
95.4%	94.6%	- 0.8%	97.9%	95.3%	- 2.7%
97.8%	97.2%	- 0.6%	99.3%	96.7%	- 2.6%
98.0%	96.4%	- 1.6%	99.4%	96.6%	- 2.8%
97.0%	94.8%	- 2.3%	98.8%	96.0%	- 2.8%
96.1%	92.9%	- 3.3%	97.0%	95.0%	- 2.1%
97.6%	96.1%	- 1.5%	99.1%	96.4%	- 2.7%

Condo

By Bedroom Count	2-2023	2-2024	Change
1 Bedroom or Fewer	97.5%	94.7%	- 2.9%
2 Bedrooms	98.8%	96.1%	- 2.7%
3 Bedrooms	98.5%	96.7%	- 1.8%
4 Bedrooms or More	97.2%	95.3%	- 2.0%
All Bedroom Counts	98.4%	96.2%	- 2.2%

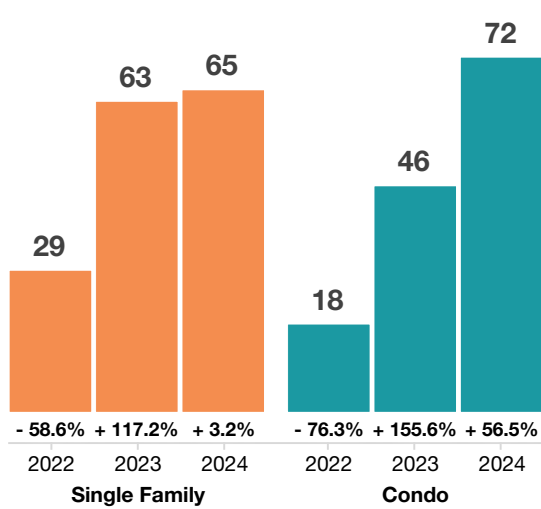
2-2023	2-2024	Change	2-2023	2-2024	Change
95.2%	93.1%	- 2.2%	97.9%	95.1%	- 2.9%
97.0%	95.4%	- 1.6%	99.1%	96.3%	- 2.8%
98.1%	96.7%	- 1.4%	99.3%	96.6%	- 2.7%
97.1%	95.3%	- 1.9%	99.1%	95.9%	- 3.2%
97.6%	96.1%	- 1.5%	99.1%	96.4%	- 2.7%

Overall Days on Market Until Sale

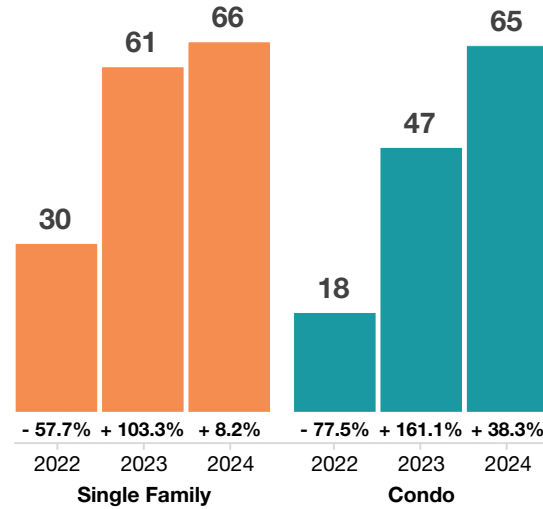
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



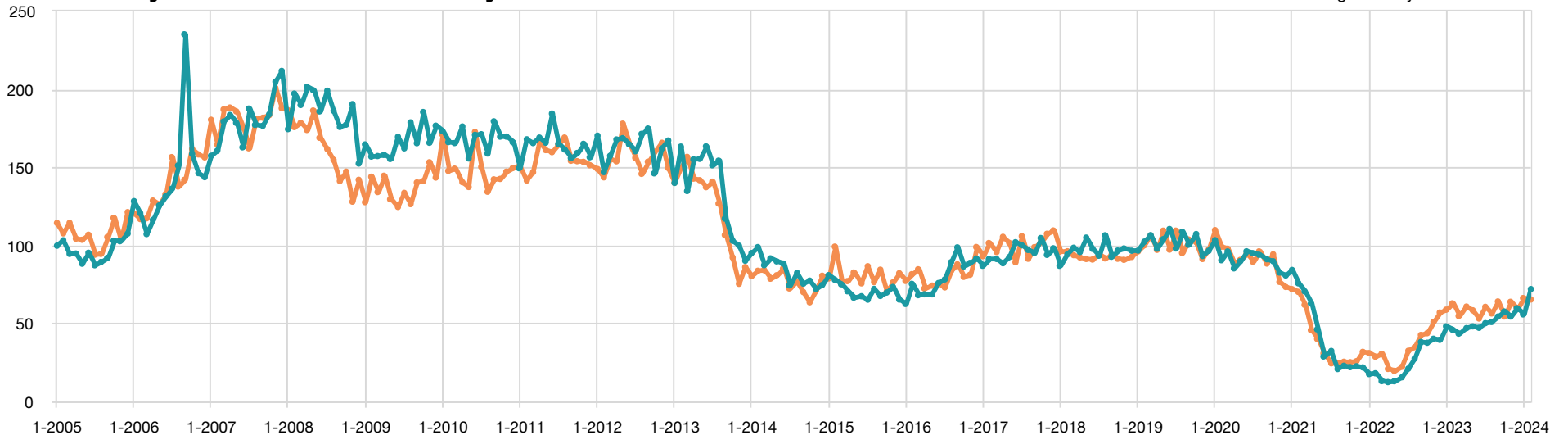
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	+ 138.1%
Aug-2023	56	+ 60.0%	51	+ 88.9%
Sep-2023	64	+ 48.8%	54	+ 42.1%
Oct-2023	54	+ 22.7%	58	+ 52.6%
Nov-2023	64	+ 25.5%	54	+ 35.0%
Dec-2023	59	+ 3.5%	60	+ 53.8%
Jan-2024	66	+ 11.9%	56	+ 16.7%
Feb-2024	65	+ 3.2%	72	+ 56.5%
12-Month Avg*	59	+ 61.4%	52	+ 107.2%

* Days on Market for all properties from March 2023 through February 2024. This is not the average of the individual figures above.

Overall Days on market Until Sale by Month



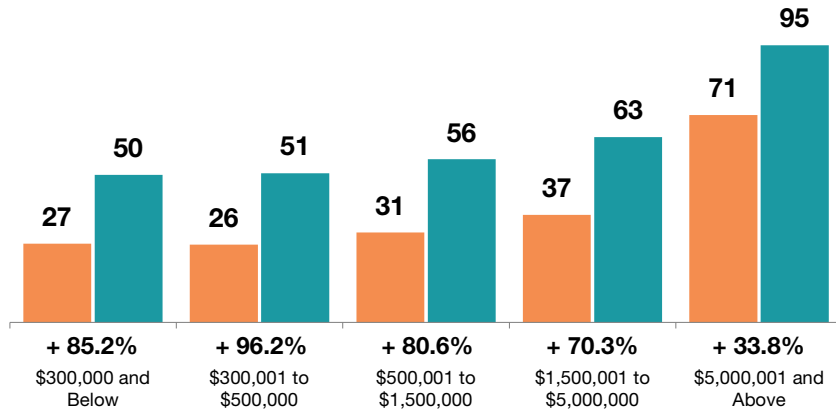
Overall Days on Market Until Sale by Price Range



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

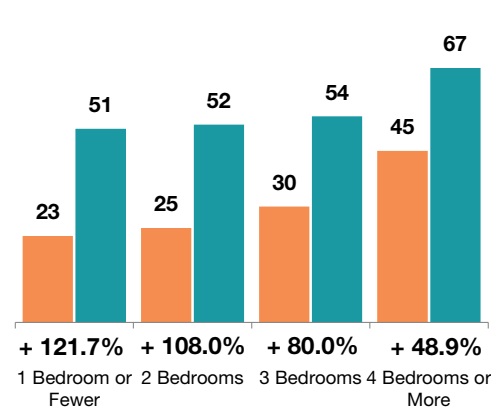
By Price Range

2-2023 2-2024



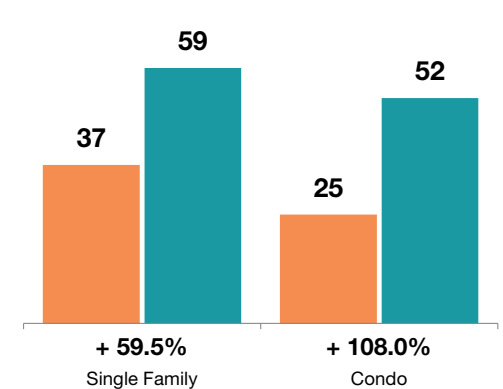
By Bedroom Count

2-2023 2-2024



By Property Type

2-2023 2-2024



All Properties

By Price Range	2-2023	2-2024	Change
\$300,000 and Below	27	50	+ 85.2%
\$300,001 to \$500,000	26	51	+ 96.2%
\$500,001 to \$1,500,000	31	56	+ 80.6%
\$1,500,001 to \$5,000,000	37	63	+ 70.3%
\$5,000,001 and Above	71	95	+ 33.8%
All Price Ranges	31	56	+ 80.6%

Single Family

2-2023	2-2024	Change	2-2023	2-2024	Change
30	54	+ 80.0%	26	49	+ 88.5%
34	51	+ 50.0%	23	51	+ 121.7%
34	58	+ 70.6%	25	51	+ 104.0%
39	64	+ 64.1%	32	62	+ 93.8%
74	93	+ 25.7%	53	99	+ 86.8%
37	59	+ 59.5%	25	52	+ 108.0%

Condo

By Bedroom Count	2-2023	2-2024	Change
1 Bedroom or Fewer	23	51	+ 121.7%
2 Bedrooms	25	52	+ 108.0%
3 Bedrooms	30	54	+ 80.0%
4 Bedrooms or More	45	67	+ 48.9%
All Bedroom Counts	31	56	+ 80.6%

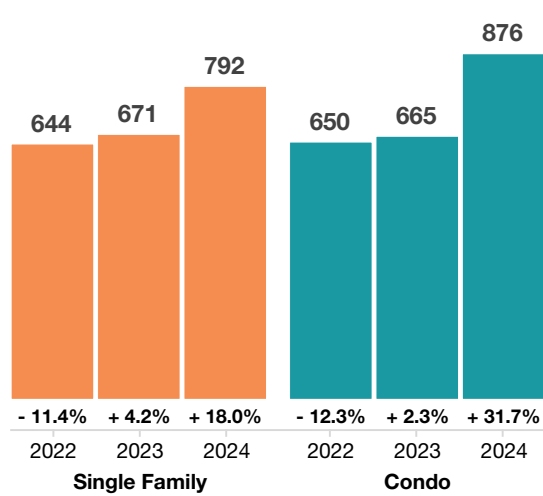
2-2023	2-2024	Change	2-2023	2-2024	Change
30	53	+ 76.7%	22	50	+ 132.9%
27	53	+ 96.3%	24	52	+ 113.2%
33	56	+ 69.7%	26	52	+ 101.6%
46	67	+ 45.7%	36	62	+ 73.3%
37	59	+ 59.5%	25	52	+ 108.0%

Overall New Listings

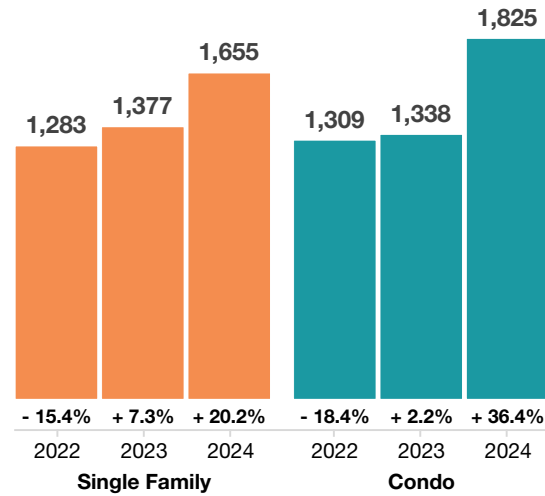
A count of the properties that have been newly listed on the market in a given month.



February

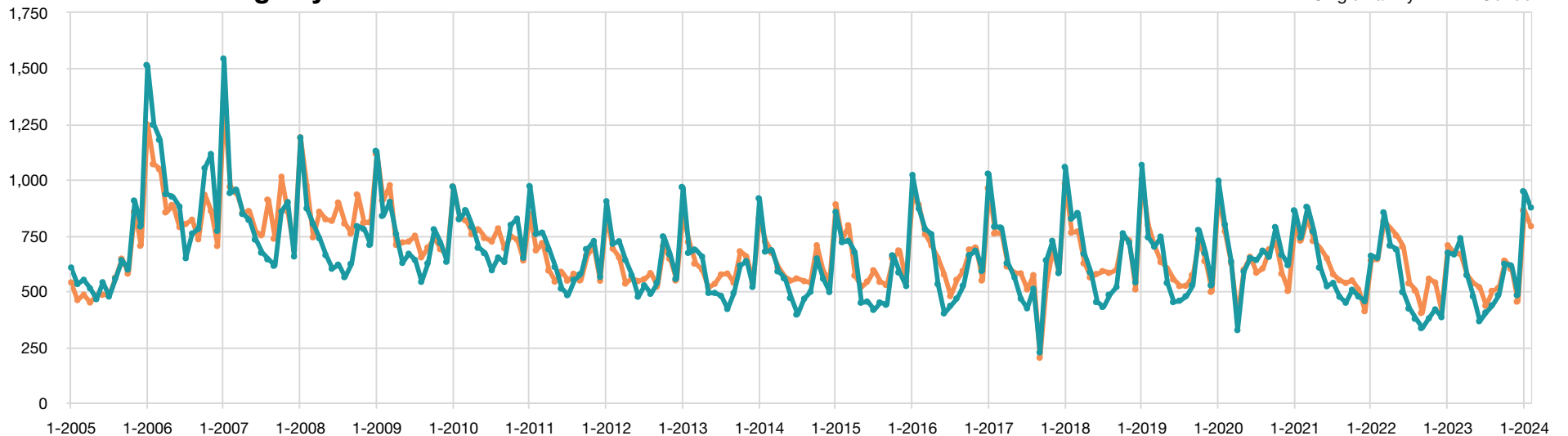


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2023	667	-18.1%	738	-13.6%
Apr-2023	574	-26.7%	572	-18.9%
May-2023	536	-28.5%	477	-30.7%
Jun-2023	518	-26.1%	365	-26.4%
Jul-2023	434	-18.9%	404	-4.3%
Aug-2023	501	-0.4%	436	+16.0%
Sep-2023	514	+27.9%	482	+44.3%
Oct-2023	637	+14.6%	623	+64.8%
Nov-2023	600	+11.3%	616	+47.4%
Dec-2023	453	+9.7%	482	+25.8%
Jan-2024	863	+22.2%	949	+41.0%
Feb-2024	792	+18.0%	876	+31.7%
12-Month Avg	591	-3.7%	585	+9.8%

Overall New Listings by Month

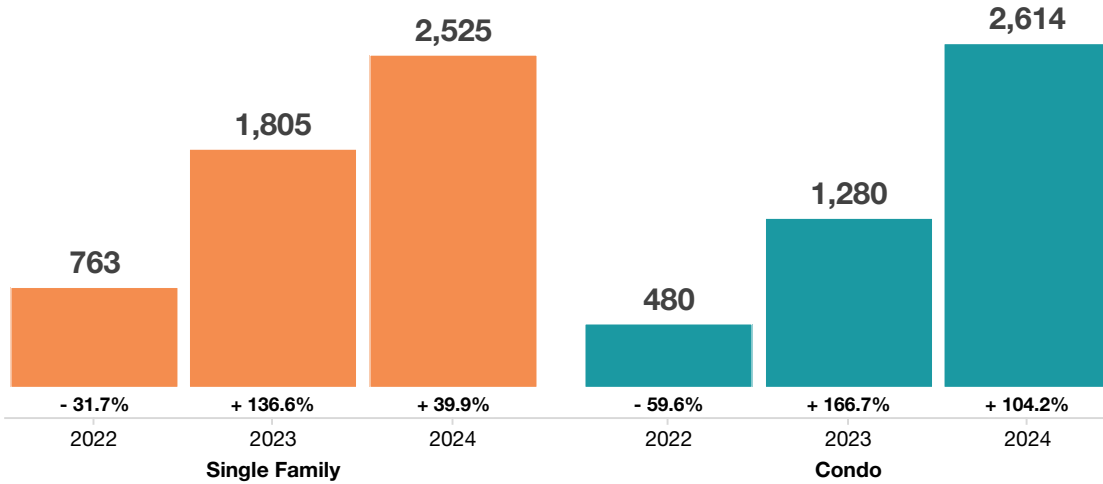


Overall Inventory of Homes for Sale

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

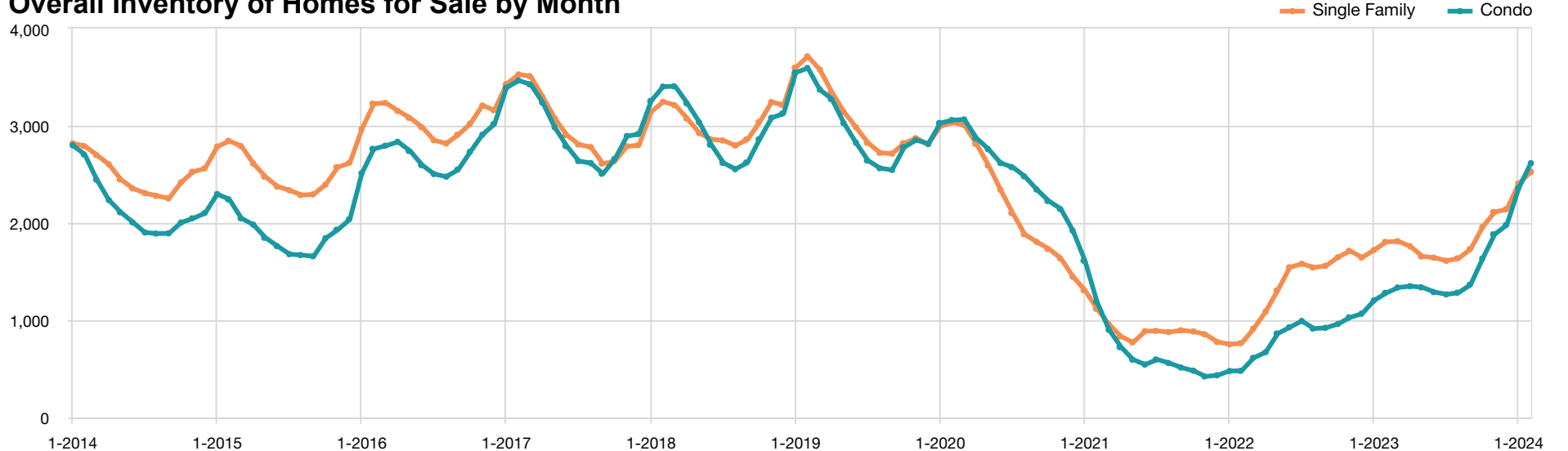


February



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2023	1,812	+ 98.7%	1,336	+ 117.9%
Apr-2023	1,760	+ 61.5%	1,350	+ 101.2%
May-2023	1,656	+ 26.7%	1,338	+ 55.0%
Jun-2023	1,643	+ 6.4%	1,289	+ 38.9%
Jul-2023	1,611	+ 2.0%	1,266	+ 27.6%
Aug-2023	1,636	+ 6.1%	1,283	+ 40.4%
Sep-2023	1,730	+ 11.0%	1,365	+ 48.0%
Oct-2023	1,958	+ 18.8%	1,634	+ 70.0%
Nov-2023	2,113	+ 23.4%	1,883	+ 83.0%
Dec-2023	2,140	+ 30.1%	1,978	+ 85.4%
Jan-2024	2,405	+ 39.7%	2,360	+ 96.0%
Feb-2024	2,525	+ 39.9%	2,614	+ 104.2%
12-Month Avg	1,916	+ 27.2%	1,641	+ 72.0%

Overall Inventory of Homes for Sale by Month



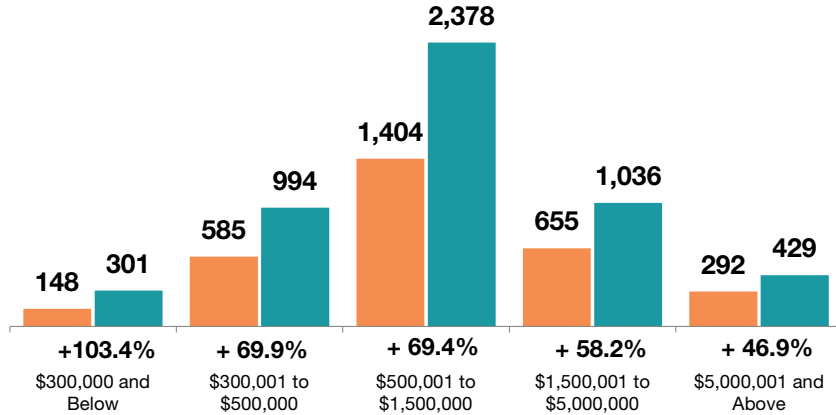
Overall Inventory of Homes for Sale by Price Range



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

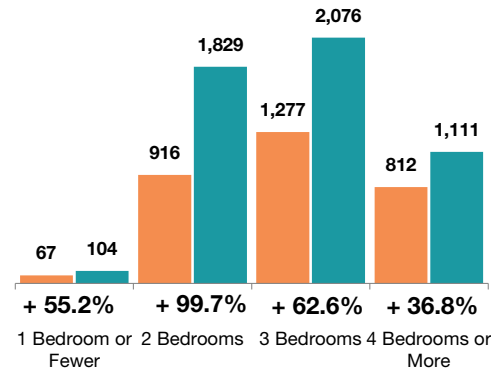
By Price Range

2-2023 2-2024



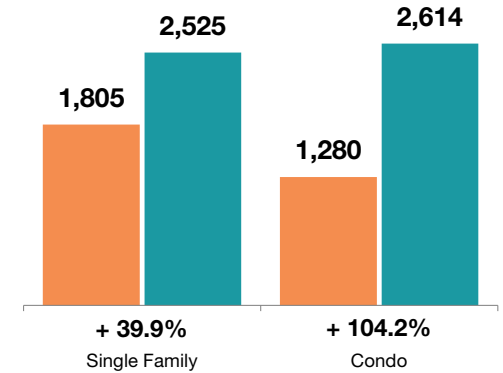
By Bedroom Count

2-2023 2-2024



By Property Type

2-2023 2-2024



All Properties

By Price Range	2-2023	2-2024	Change
\$300,000 and Below	148	301	+103.4%
\$300,001 to \$500,000	585	994	+69.9%
\$500,001 to \$1,500,000	1,404	2,378	+69.4%
\$1,500,001 to \$5,000,000	655	1,036	+58.2%
\$5,000,001 and Above	292	429	+46.9%
All Price Ranges	3,085	5,139	+66.6%

Single Family

	2-2023	2-2024	Change
1 Bedroom or Fewer	65	97	+49.2%
2 Bedrooms	139	126	-9.4%
3 Bedrooms	889	1,319	+48.4%
4 Bedrooms or More	446	629	+41.0%
All Single Family	1,805	2,525	+39.9%

Condo

	2-2023	2-2024	Change
Condo	83	204	+145.8%
Single Family	446	868	+94.6%
3 Bedrooms	515	1,059	+105.6%
4 Bedrooms or More	209	407	+94.7%
All Condo	1,280	2,614	+104.2%

By Bedroom Count

	2-2023	2-2024	Change
1 Bedroom or Fewer	67	104	+55.2%
2 Bedrooms	916	1,829	+99.7%
3 Bedrooms	1,277	2,076	+62.6%
4 Bedrooms or More	812	1,111	+36.8%
All Bedroom Counts	3,085	5,139	+66.6%

	2-2023	2-2024	Change
1 Bedroom or Fewer	21	14	-33.3%
2 Bedrooms	180	291	+61.7%
3 Bedrooms	817	1,164	+42.5%
4 Bedrooms or More	777	1,049	+35.0%
All Single Family	1,805	2,525	+39.9%
Condo	46	90	+95.7%
Single Family	736	1,538	+109.0%
3 Bedrooms	460	912	+98.3%
4 Bedrooms or More	35	62	+77.1%
All Condo	1,280	2,614	+104.2%

Listing and Sales Summary Report

February 2024

	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Feb-24	Feb-23	% Change	Feb-24	Feb-23	% Change	Feb-24	Feb-23	% Change	Feb-24	Feb-23	% Change
Overall Naples Market*	\$625,000	\$595,188	+5.0%	636	701	-9.3%	5,139	3,085	+66.6%	69	55	+25.5%
Collier County	\$670,000	\$600,000	+11.7%	713	758	-5.9%	5,837	3,526	+65.5%	72	54	+33.3%
Ave Maria	\$558,595	\$473,000	+18.1%	24	23	+4.3%	118	97	+21.6%	95	65	+46.2%
Central Naples	\$485,000	\$522,400	-7.2%	89	85	+4.7%	553	309	+79.0%	52	38	+36.8%
East Naples	\$620,000	\$535,000	+15.9%	166	196	-15.3%	1,125	729	+54.3%	75	60	+25.0%
Everglades City	--	\$450,000	--	0	1	-100.0%	11	8	+37.5%	--	101	--
Immokalee	\$202,950	\$351,000	-42.2%	2	5	-60.0%	14	15	-6.7%	48	37	+29.7%
Immokalee / Ave Maria	\$550,095	\$442,500	+24.3%	26	28	-7.1%	132	112	+17.9%	91	60	+51.7%
Naples	\$642,000	\$600,000	+7.0%	611	673	-9.2%	5,008	2,974	+68.4%	68	55	+23.6%
Naples Beach	\$1,425,000	\$1,523,750	-6.5%	101	122	-17.2%	1,441	855	+68.5%	94	66	+42.4%
North Naples	\$721,000	\$684,950	+5.3%	138	160	-13.8%	1,041	615	+69.3%	50	46	+8.7%
South Naples	\$495,000	\$473,750	+4.5%	116	110	+5.5%	847	465	+82.2%	68	58	+17.2%
34102	\$2,585,000	\$2,284,267	+13.2%	28	34	-17.6%	505	281	+79.7%	116	88	+31.8%
34103	\$1,262,500	\$1,287,500	-1.9%	32	44	-27.3%	394	254	+55.1%	89	61	+45.9%
34104	\$405,403	\$449,900	-9.9%	32	47	-31.9%	220	140	+57.1%	49	38	+28.9%
34105	\$610,000	\$717,399	-15.0%	45	28	+60.7%	229	116	+97.4%	51	43	+18.6%
34108	\$1,350,000	\$1,400,000	-3.6%	41	44	-6.8%	542	320	+69.4%	83	55	+50.9%
34109	\$795,000	\$699,700	+13.6%	36	41	-12.2%	234	136	+72.1%	53	35	+51.4%
34110	\$568,500	\$575,000	-1.1%	38	47	-19.1%	412	239	+72.4%	55	49	+12.2%
34112	\$390,000	\$410,000	-4.9%	65	62	+4.8%	464	251	+84.9%	77	40	+92.5%
34113	\$845,000	\$501,000	+68.7%	51	48	+6.3%	383	214	+79.0%	56	81	-30.9%
34114	\$625,000	\$559,900	+11.6%	73	81	-9.9%	553	284	+94.7%	67	51	+31.4%
34116	\$510,000	\$474,000	+7.6%	12	10	+20.0%	104	53	+96.2%	61	28	+117.9%
34117	\$602,500	\$495,000	+21.7%	18	21	-14.3%	107	104	+2.9%	62	100	-38.0%
34119	\$732,500	\$757,500	-3.3%	64	72	-11.1%	395	240	+64.6%	47	50	-6.0%
34120	\$610,000	\$543,397	+12.3%	75	94	-20.2%	464	341	+36.1%	85	59	+44.1%
34137	--	--	--	0	0	--	1	0	--	--	--	--
34142	\$550,095	\$442,500	+24.3%	26	28	-7.1%	132	112	+17.9%	91	60	+51.7%

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

Local Market Update – February 2024

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Naples Beach

34102, 34103, 34108

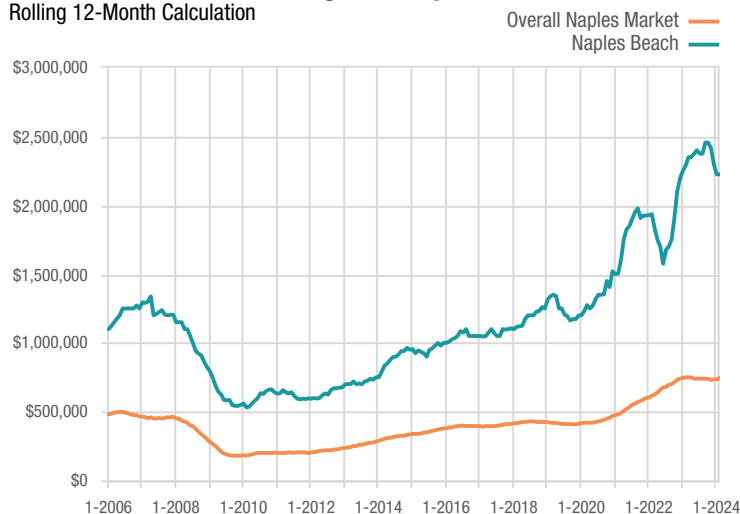
Single Family	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	126	130	+ 3.2%	268	268	0.0%
Total Sales	48	32	- 33.3%	90	57	- 36.7%
Days on Market Until Sale	79	108	+ 36.7%	82	111	+ 35.4%
Median Closed Price*	\$2,484,267	\$2,702,500	+ 8.8%	\$2,775,000	\$2,405,000	- 13.3%
Average Closed Price*	\$4,426,118	\$4,610,938	+ 4.2%	\$4,774,935	\$4,559,772	- 4.5%
Percent of List Price Received*	92.7%	94.4%	+ 1.8%	93.5%	92.6%	- 1.0%
Inventory of Homes for Sale	479	607	+ 26.7%	—	—	—
Months Supply of Inventory	9.4	16.6	+ 76.6%	—	—	—

Condo	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	173	236	+ 36.4%	350	487	+ 39.1%
Total Sales	74	69	- 6.8%	118	120	+ 1.7%
Days on Market Until Sale	58	88	+ 51.7%	53	77	+ 45.3%
Median Closed Price*	\$1,387,500	\$1,195,000	- 13.9%	\$1,242,500	\$1,197,500	- 3.6%
Average Closed Price*	\$1,838,459	\$1,862,312	+ 1.3%	\$1,656,333	\$1,742,810	+ 5.2%
Percent of List Price Received*	95.5%	93.9%	- 1.7%	95.2%	93.9%	- 1.4%
Inventory of Homes for Sale	376	834	+ 121.8%	—	—	—
Months Supply of Inventory	4.6	10.8	+ 134.8%	—	—	—

* 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.

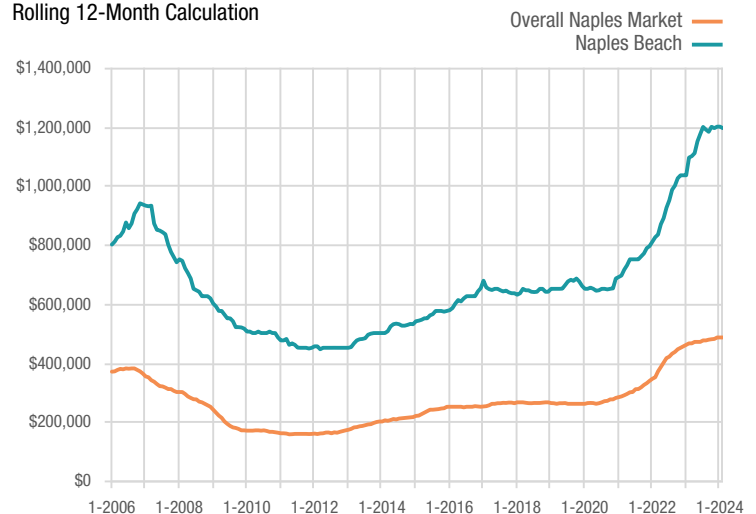
Median Closed Price - Single Family

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 – February 2024

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North Naples

34109, 34110, 34119

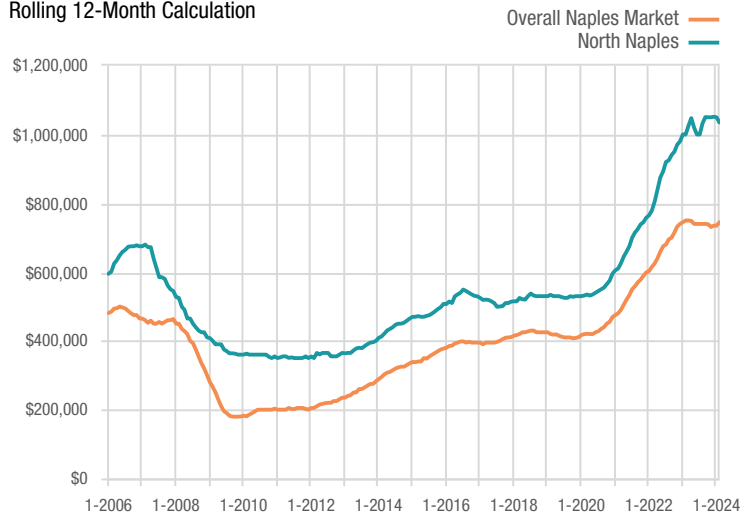
Single Family	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	135	169	+ 25.2%	276	365	+ 32.2%
Total Sales	78	65	- 16.7%	130	120	- 7.7%
Days on Market Until Sale	57	54	- 5.3%	56	53	- 5.4%
Median Closed Price*	\$1,025,000	\$967,250	- 5.6%	\$1,072,500	\$971,125	- 9.5%
Average Closed Price*	\$1,484,468	\$1,580,224	+ 6.5%	\$1,535,057	\$1,463,325	- 4.7%
Percent of List Price Received*	95.6%	95.8%	+ 0.2%	95.4%	95.8%	+ 0.4%
Inventory of Homes for Sale	308	464	+ 50.6%	—	—	—
Months Supply of Inventory	3.4	5.7	+ 67.6%	—	—	—

Condo	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	178	217	+ 21.9%	354	447	+ 26.3%
Total Sales	82	73	- 11.0%	167	141	- 15.6%
Days on Market Until Sale	35	48	+ 37.1%	42	48	+ 14.3%
Median Closed Price*	\$440,000	\$480,000	+ 9.1%	\$500,000	\$500,000	0.0%
Average Closed Price*	\$595,541	\$543,700	- 8.7%	\$914,452	\$616,320	- 32.6%
Percent of List Price Received*	96.7%	96.1%	- 0.6%	96.9%	96.2%	- 0.7%
Inventory of Homes for Sale	307	577	+ 87.9%	—	—	—
Months Supply of Inventory	2.6	6.1	+ 134.6%	—	—	—

* 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.

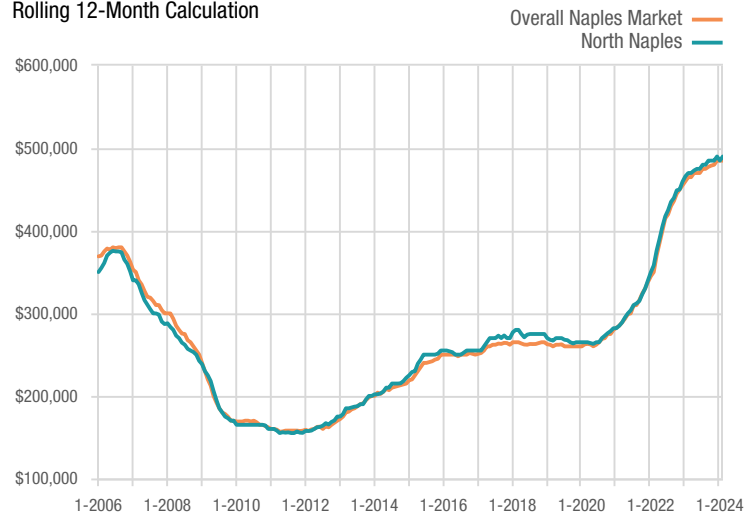
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – February 2024

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Central Naples

34104, 34105, 34116

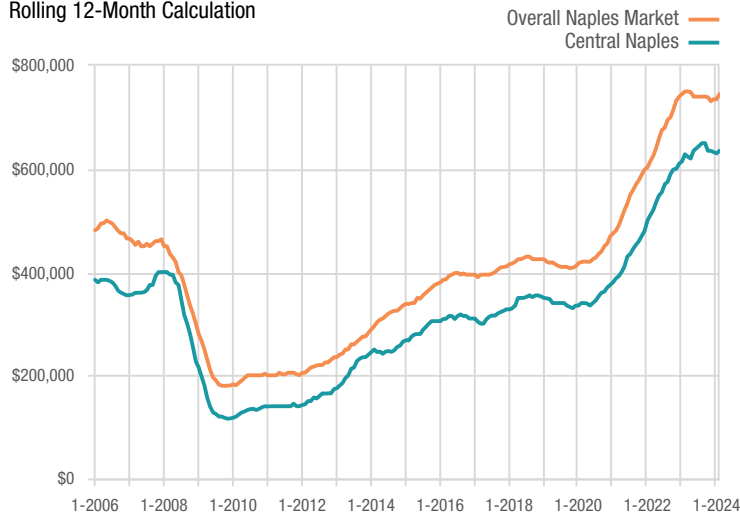
Single Family	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	88	91	+ 3.4%	162	187	+ 15.4%
Total Sales	43	37	- 14.0%	88	61	- 30.7%
Days on Market Until Sale	44	54	+ 22.7%	49	51	+ 4.1%
Median Closed Price*	\$725,000	\$830,000	+ 14.5%	\$655,000	\$721,000	+ 10.1%
Average Closed Price*	\$813,968	\$1,062,511	+ 30.5%	\$799,243	\$1,459,702	+ 82.6%
Percent of List Price Received*	94.7%	95.1%	+ 0.4%	94.9%	95.2%	+ 0.3%
Inventory of Homes for Sale	164	243	+ 48.2%	—	—	—
Months Supply of Inventory	2.9	5.3	+ 82.8%	—	—	—

Condo	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	71	114	+ 60.6%	166	259	+ 56.0%
Total Sales	42	52	+ 23.8%	91	81	- 11.0%
Days on Market Until Sale	33	50	+ 51.5%	35	49	+ 40.0%
Median Closed Price*	\$424,000	\$374,250	- 11.7%	\$372,500	\$373,500	+ 0.3%
Average Closed Price*	\$501,964	\$520,240	+ 3.6%	\$447,563	\$502,720	+ 12.3%
Percent of List Price Received*	97.6%	95.4%	- 2.3%	96.8%	95.8%	- 1.0%
Inventory of Homes for Sale	145	310	+ 113.8%	—	—	—
Months Supply of Inventory	2.1	6.0	+ 185.7%	—	—	—

* 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.

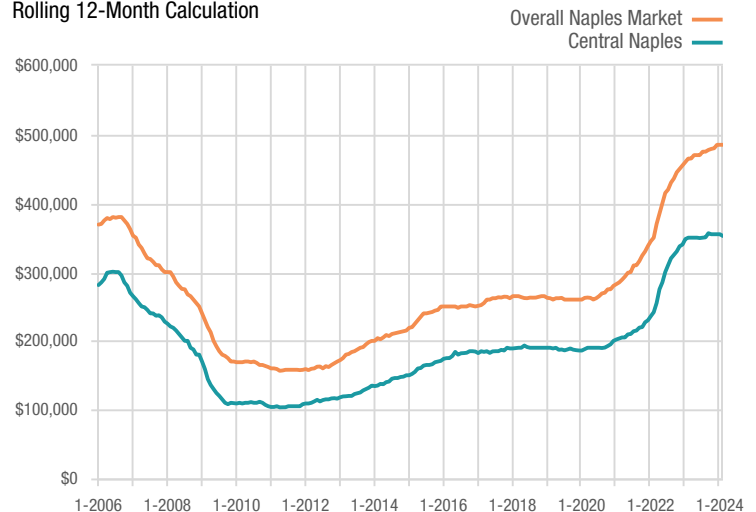
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – February 2024

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South Naples

34112, 34113

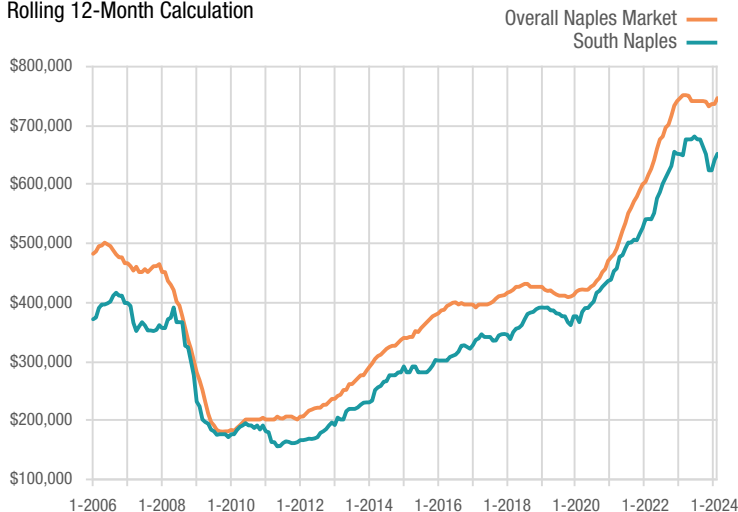
Single Family	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	85	104	+ 22.4%	163	205	+ 25.8%
Total Sales	41	38	- 7.3%	68	64	- 5.9%
Days on Market Until Sale	67	55	- 17.9%	68	51	- 25.0%
Median Closed Price*	\$590,000	\$757,500	+ 28.4%	\$595,000	\$787,500	+ 32.4%
Average Closed Price*	\$809,512	\$1,075,524	+ 32.9%	\$860,500	\$1,124,897	+ 30.7%
Percent of List Price Received*	94.3%	95.4%	+ 1.2%	93.7%	95.1%	+ 1.5%
Inventory of Homes for Sale	204	304	+ 49.0%	—	—	—
Months Supply of Inventory	4.3	6.5	+ 51.2%	—	—	—

Condo	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	147	186	+ 26.5%	266	395	+ 48.5%
Total Sales	69	78	+ 13.0%	136	132	- 2.9%
Days on Market Until Sale	53	74	+ 39.6%	57	70	+ 22.8%
Median Closed Price*	\$410,000	\$423,750	+ 3.4%	\$431,000	\$426,250	- 1.1%
Average Closed Price*	\$426,112	\$507,725	+ 19.2%	\$462,519	\$481,510	+ 4.1%
Percent of List Price Received*	97.3%	96.9%	- 0.4%	96.7%	96.8%	+ 0.1%
Inventory of Homes for Sale	261	543	+ 108.0%	—	—	—
Months Supply of Inventory	3.0	6.6	+ 120.0%	—	—	—

* 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.

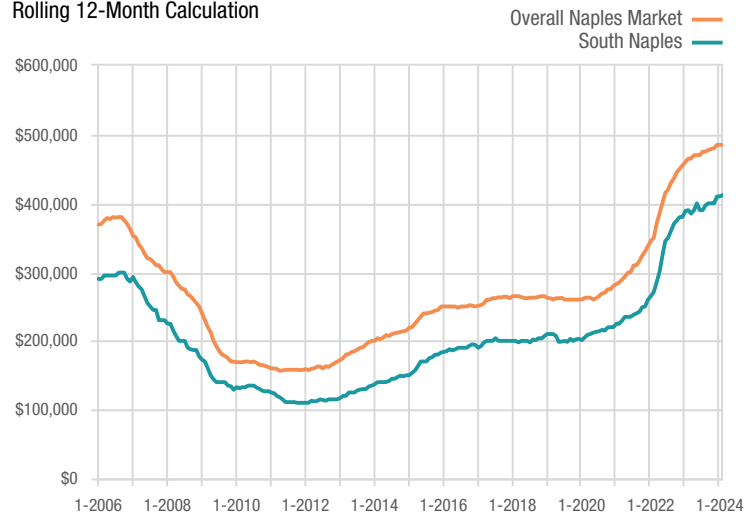
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – February 2024

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East Naples

34114, 34117, 34120, 34137

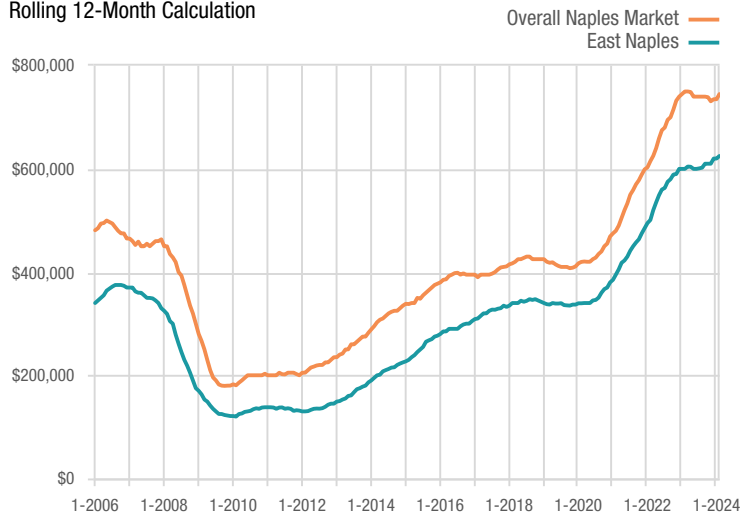
Single Family	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	209	266	+ 27.3%	448	561	+ 25.2%
Total Sales	138	126	- 8.7%	238	226	- 5.0%
Days on Market Until Sale	65	67	+ 3.1%	60	69	+ 15.0%
Median Closed Price*	\$564,948	\$650,000	+ 15.1%	\$599,500	\$649,250	+ 8.3%
Average Closed Price*	\$701,551	\$850,857	+ 21.3%	\$715,471	\$827,209	+ 15.6%
Percent of List Price Received*	96.5%	96.7%	+ 0.2%	96.7%	96.6%	- 0.1%
Inventory of Homes for Sale	563	800	+ 42.1%	—	—	—
Months Supply of Inventory	4.1	6.1	+ 48.8%	—	—	—

Condo	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	83	109	+ 31.3%	181	213	+ 17.7%
Total Sales	58	40	- 31.0%	92	73	- 20.7%
Days on Market Until Sale	47	98	+ 108.5%	44	78	+ 77.3%
Median Closed Price*	\$487,000	\$502,500	+ 3.2%	\$470,000	\$465,000	- 1.1%
Average Closed Price*	\$518,905	\$547,734	+ 5.6%	\$517,529	\$536,564	+ 3.7%
Percent of List Price Received*	97.2%	96.6%	- 0.6%	97.1%	97.4%	+ 0.3%
Inventory of Homes for Sale	166	325	+ 95.8%	—	—	—
Months Supply of Inventory	3.0	6.5	+ 116.7%	—	—	—

* 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.

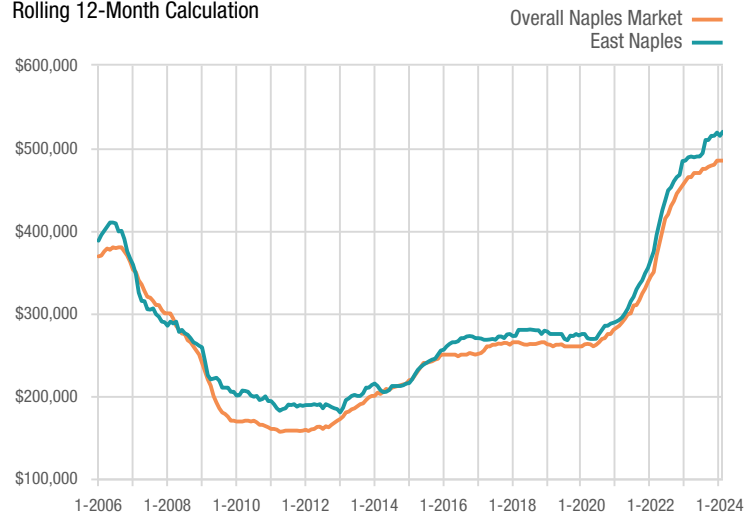
Median Closed Price - Single Family

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

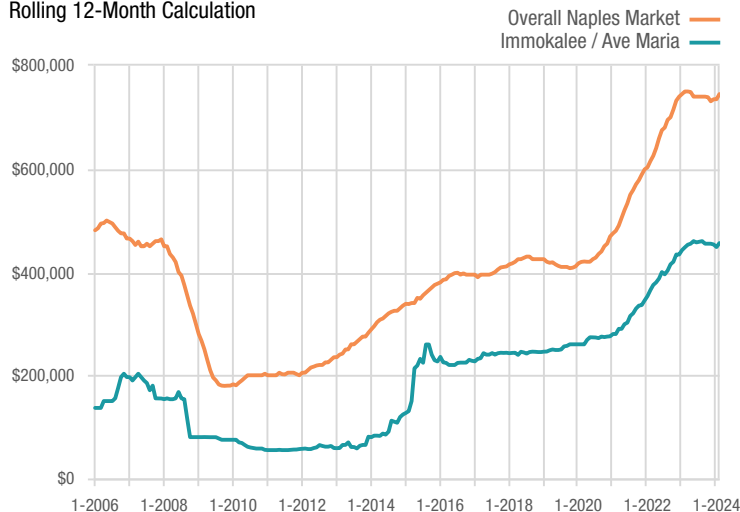
Single Family	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	28	32	+ 14.3%	60	69	+ 15.0%
Total Sales	25	17	- 32.0%	43	33	- 23.3%
Days on Market Until Sale	62	64	+ 3.2%	57	70	+ 22.8%
Median Closed Price*	\$460,000	\$577,500	+ 25.5%	\$500,000	\$562,000	+ 12.4%
Average Closed Price*	\$492,822	\$579,358	+ 17.6%	\$490,157	\$533,215	+ 8.8%
Percent of List Price Received*	96.8%	94.3%	- 2.6%	96.7%	96.1%	- 0.6%
Inventory of Homes for Sale	87	107	+ 23.0%	—	—	—
Months Supply of Inventory	4.8	4.8	0.0%	—	—	—

Condo	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	13	14	+ 7.7%	21	24	+ 14.3%
Total Sales	3	9	+ 200.0%	4	16	+ 300.0%
Days on Market Until Sale	40	143	+ 257.5%	56	99	+ 76.8%
Median Closed Price*	\$365,000	\$312,997	- 14.2%	\$377,500	\$317,998	- 15.8%
Average Closed Price*	\$372,300	\$310,889	- 16.5%	\$376,725	\$315,468	- 16.3%
Percent of List Price Received*	99.4%	96.4%	- 3.0%	99.0%	96.6%	- 2.4%
Inventory of Homes for Sale	25	25	0.0%	—	—	—
Months Supply of Inventory	7.7	4.1	- 46.8%	—	—	—

* 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.

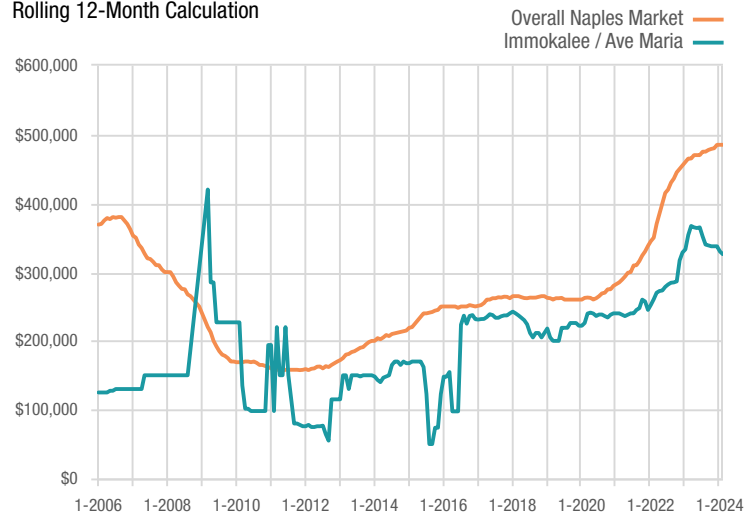
Median Closed Price - Single Family

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.