

Monthly Indicators



September 2025

Pending and closed sales in September – a month that historically trails behind in activity – saw remarkable increases, leaving broker analysts reviewing the September 2025 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), very optimistic. Pending sales activity helps brokers forecast market momentum and it increased 21.1 percent in September to 753 pending sales from 622 pending sales in September 2024. In fact, monthly pending sales activity since May has outpaced pending sales activity compared to the same months in 2024; but this year is the first time September pending sales outpaced September pending sales in 2019 (pre-pandemic). Brokers point to the lack of storm activity this year as one reason for increased sales. The sales momentum, and increase in showings, is closing the gap in the overall months of inventory, which decreased from 13.1 months of inventory in January to 7.1 months of inventory in September for the greater Naples real estate market.

The median closed price during September decreased 6.3 percent to \$550,000 from \$586,780 in September 2024. Though this is still far above the median closed price during September 2019, \$325,000. Closed sales in September increased 10.7 percent to 602 closed sales from 544 closed sales in September 2024. Monthly closed sales activity since June outperformed the same months in 2024. Overall inventory increased 3 percent in September to 4,804 properties from 4,666 properties in September 2024. New listings have lagged in recent months – decreasing 11.5 percent in September to 972 new listings from 1,098 new listings in September 2024.

Quick Facts

+ 10.7%	- 6.3%	+ 3.0%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 45.2%	+ 5.0%	+ 64.9
Price Range with Strongest Sales \$300,000 & Below	Bedroom Count With Strongest Sales 4 Bedrooms or more	Property Type With Strongest Sales Condos

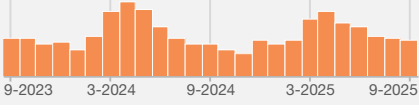
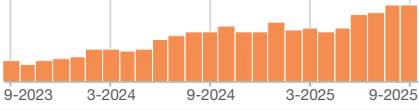
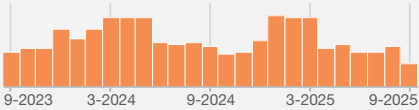
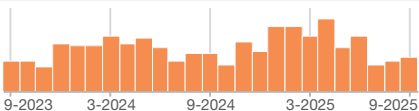
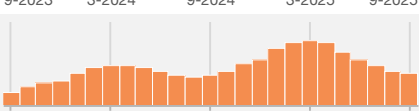
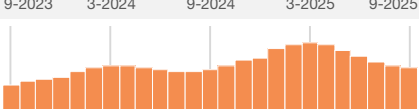
Overall Market Overview	2
Single Family Market Overview	3
Condo Market Overview	4
Overall Closed Sales	5-6
Overall Median Closed Price	7-8
Overall Percent of Current List Price Received	9-10
Overall Days on Market until Sale	11- 12
Overall New Listings by Month	13
Overall Inventory of Homes for Sale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



This report covers residential real estate activity in Collier County, excluding Marco Island. Percent changes are calculated using rounded figures.

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	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,098	972	- 11.5%	11,518	11,698	+ 1.6%
Total Sales		544	602	+ 10.7%	6,427	6,281	- 2.3%
Days on Market Until Sale		83	107	+ 28.9%	72	93	+ 29.2%
Median Closed Price		\$586,780	\$550,000	- 6.3%	\$617,000	\$600,000	- 2.8%
Average Closed Price		\$1,014,191	\$977,640	- 3.6%	\$1,096,313	\$1,156,151	+ 5.5%
Percent of List Price Received		95.1%	93.9%	- 1.3%	95.5%	94.3%	- 1.3%
Pending Listings		622	753	+21.1%	8,200	7,828	- 4.5%
Inventory of Homes for Sale		4,666	4,804	+ 3.0%	—	—	—
Months Supply of Inventory		6.9	7.4	+ 7.2%	—	—	—

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	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		532	485	- 8.8%	5,808	5,896	+ 1.5%
Total Sales		287	321	+ 11.8%	3,241	3,303	+ 1.9%
Days on Market Until Sale		80	100	+ 25.0%	71	92	+ 29.6%
Median Closed Price		\$725,000	\$715,000	- 1.4%	\$755,000	\$735,000	- 2.6%
Average Closed Price		\$1,297,395	\$1,227,444	- 5.4%	\$1,374,675	\$1,521,422	+ 10.7%
Percent of List Price Received		95.3%	94.3%	- 1.0%	95.5%	94.5%	- 1.0%
Pending Listings		337	398	+15.3%	4,185	4,242	+1.3%
Inventory of Homes for Sale		2,357	2,345	- 0.5%	—	—	—
Months Supply of Inventory		6.8	6.8	0.0%	—	—	—

Condo Market Overview

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



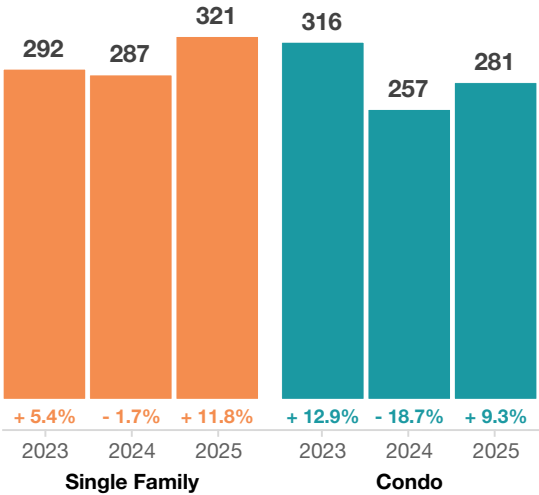
Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		566	487	- 14.0%	5,710	5,802	+ 1.6%
Total Sales		257	281	+ 9.3%	3,186	2,978	- 6.5%
Days on Market Until Sale		85	116	+ 36.5%	73	95	+ 30.1%
Median Closed Price		\$450,000	\$410,000	- 8.9%	\$500,000	\$450,000	- 10.0%
Average Closed Price		\$697,929	\$692,276	- 0.8%	\$813,144	\$751,016	- 7.6%
Percent of List Price Received		94.8%	93.5%	- 1.4%	95.5%	94.1%	- 1.5%
Pending Listings		285	355	+ 6.9%	4,015	3,586	- 12.0%
Inventory of Homes for Sale		2,309	2,459	+ 6.5%	—	—	—
Months Supply of Inventory		6.9	8.0	+ 15.9%	—	—	—

Overall Closed Sales

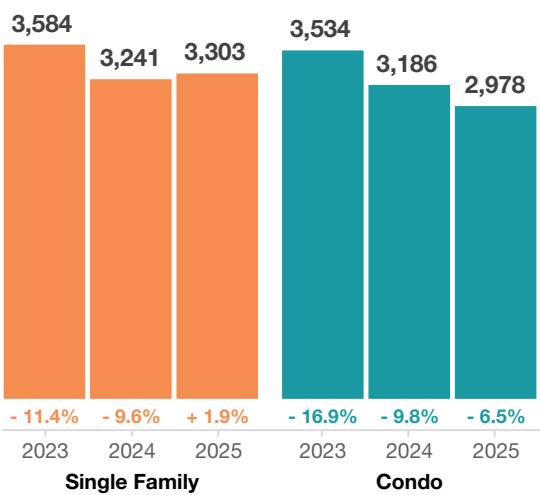
A count of the actual sales that closed in a given month.



September

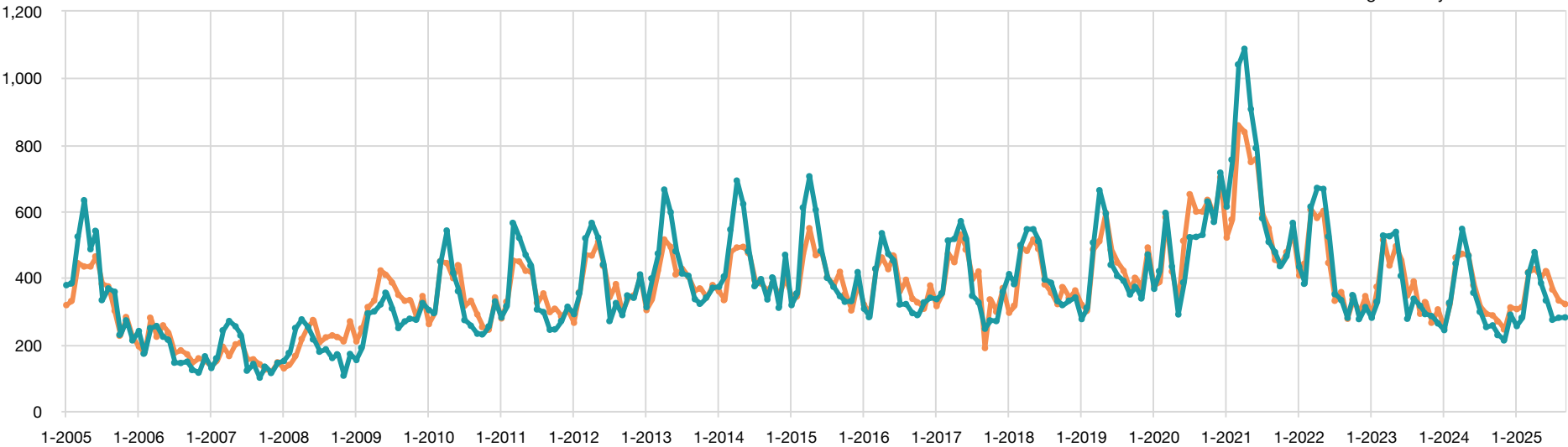


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2024	269	- 17.7%	228	- 21.6%
Nov-2024	245	- 7.5%	212	- 25.6%
Dec-2024	311	+ 2.0%	289	+ 9.9%
Jan-2025	306	+ 22.9%	255	+ 4.9%
Feb-2025	312	- 2.5%	280	- 13.8%
Mar-2025	417	- 9.5%	415	- 6.3%
Apr-2025	426	- 9.7%	477	- 12.8%
May-2025	404	- 13.7%	384	- 17.6%
Jun-2025	420	+ 11.1%	332	- 6.5%
Jul-2025	365	+ 16.2%	274	- 8.1%
Aug-2025	332	+ 13.7%	280	+ 11.1%
Sep-2025	321	+ 11.8%	281	+ 9.3%
12-Month Avg	344	- 0.3%	309	- 7.8%

Historical Total Sales by Month

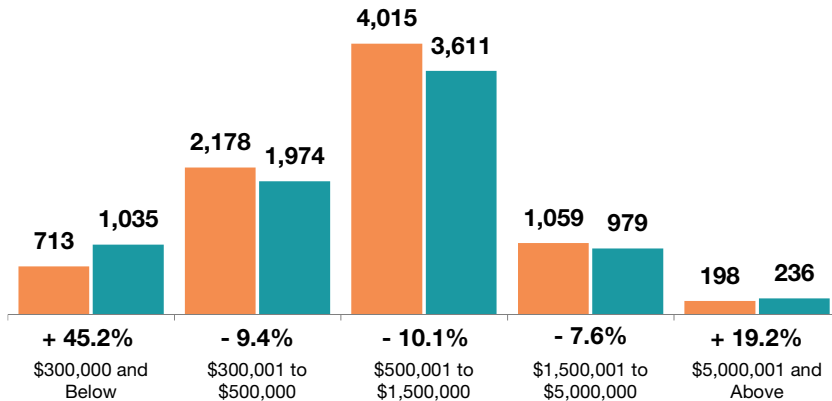


Overall Closed Sales by Price Range

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

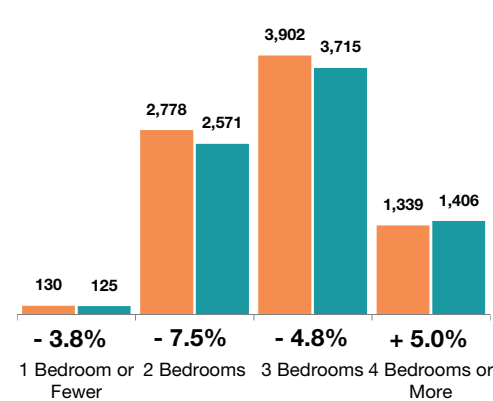
By Price Range

9-2024 9-2025



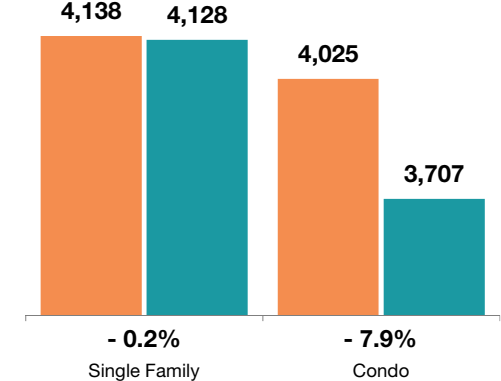
By Bedroom Count

9-2024 9-2025



By Property Type

9-2024 9-2025



All Properties

By Price Range

	9-2024	9-2025	Change
\$300,000 and Below	713	1,035	+ 45.2%
\$300,001 to \$500,000	2,178	1,974	- 9.4%
\$500,001 to \$1,500,000	4,015	3,611	- 10.1%
\$1,500,001 to \$5,000,000	1,059	979	- 7.6%
\$5,000,001 and Above	198	236	+ 19.2%
All Price Ranges	8,163	7,835	- 4.0%

Single Family

	9-2024	9-2025	Change
1 Bedroom or Fewer	186	166	- 10.8%
2 Bedrooms	637	687	+ 7.8%
3 Bedrooms	2,506	2,410	- 3.8%
4 Bedrooms or More	653	671	+ 2.8%
	156	194	+ 24.4%
All Single Family	4,138	4,128	- 0.2%

Condo

	9-2024	9-2025	Change
1 Bedroom or Fewer	527	869	+ 64.9%
2 Bedrooms	1541	1287	- 16.5%
3 Bedrooms	1509	1201	- 20.4%
4 Bedrooms or More	406	308	- 24.1%
	42	42	0.0%
All Condo	4,025	3,707	- 7.9%

By Bedroom Count

	9-2024	9-2025	Change
1 Bedroom or Fewer	130	125	- 3.8%
2 Bedrooms	2,778	2,571	- 7.5%
3 Bedrooms	3,902	3,715	- 4.8%
4 Bedrooms or More	1,339	1,406	+ 5.0%
All Bedroom Counts	8,163	7,835	- 4.0%

	9-2024	9-2025	Change
1 Bedroom or Fewer	27	33	+ 22.2%
2 Bedrooms	494	412	- 16.6%
3 Bedrooms	2,349	2,342	- 0.3%
4 Bedrooms or More	1,265	1,338	+ 5.8%
All Single Family	4,138	4,128	- 0.2%

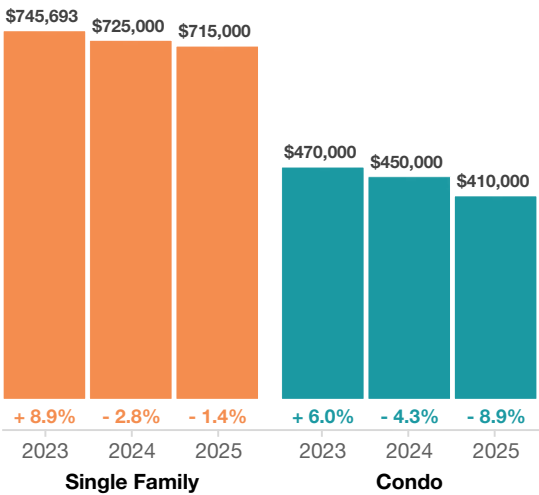
	9-2024	9-2025	Change
1 Bedroom or Fewer	103	92	- 10.7%
2 Bedrooms	2,284	2,159	- 5.5%
3 Bedrooms	1,553	1,373	- 11.6%
4 Bedrooms or More	74	68	- 8.1%
All Condo	4,025	3,707	- 7.9%

Overall Median Closed Price

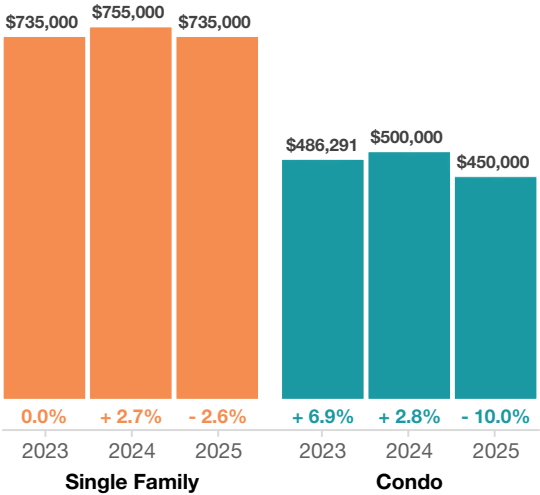
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



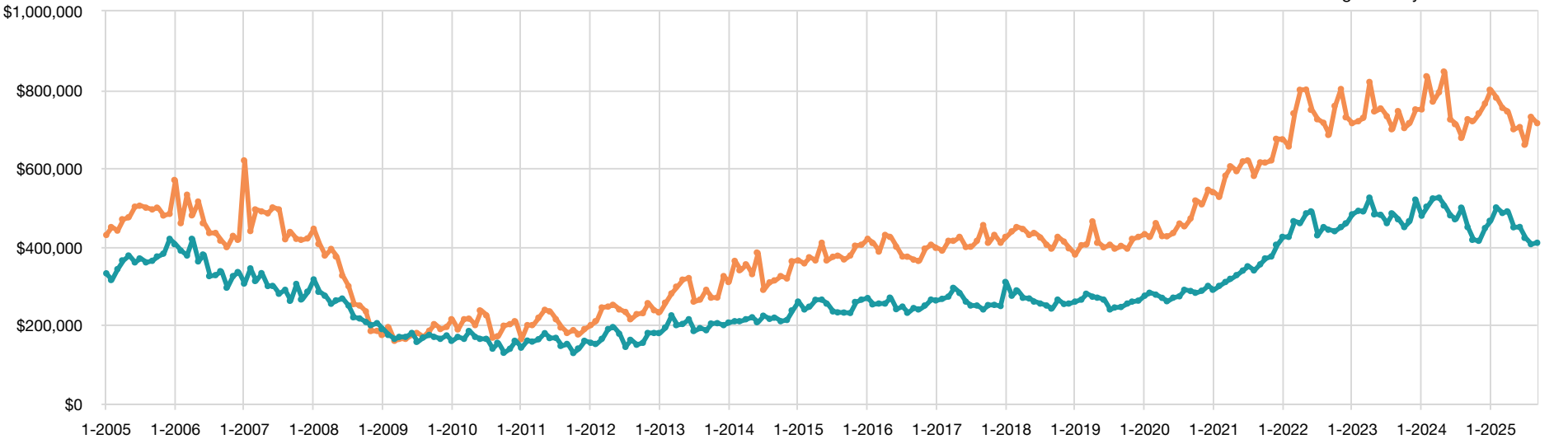
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2024	\$720,000	+ 2.5%	\$417,500	- 7.2%
Nov-2024	\$740,000	+ 3.5%	\$415,000	- 10.8%
Dec-2024	\$765,000	+ 2.0%	\$447,500	- 13.9%
Jan-2025	\$800,000	+ 6.7%	\$466,000	- 2.7%
Feb-2025	\$780,000	- 6.5%	\$500,000	- 0.4%
Mar-2025	\$754,000	- 2.1%	\$486,000	- 7.1%
Apr-2025	\$745,000	- 6.1%	\$490,000	- 6.7%
May-2025	\$699,500	- 17.4%	\$449,500	- 11.0%
Jun-2025	\$705,000	- 2.7%	\$450,225	- 6.2%
Jul-2025	\$660,000	- 7.4%	\$422,500	- 10.1%
Aug-2025	\$731,000	+ 7.9%	\$406,500	- 18.6%
Sep-2025	\$715,000	- 1.4%	\$410,000	- 8.9%
12-Month Avg*	\$737,000	- 1.7%	\$450,000	- 9.1%

* Median Closed Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Median Closed Price by Month

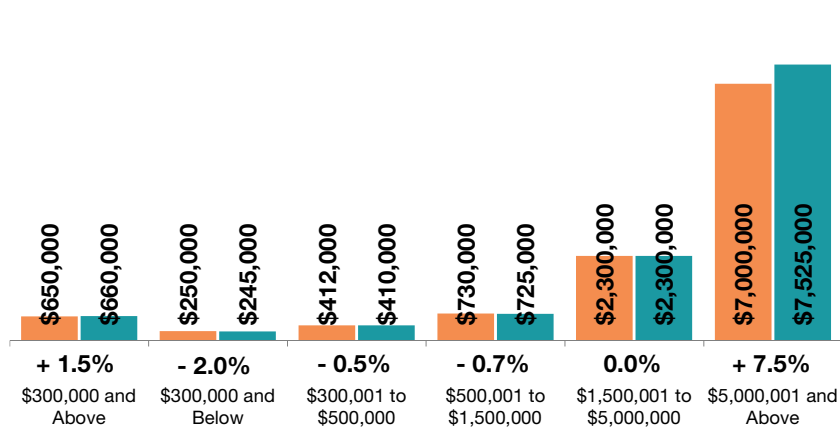


Overall Median Closed Sales by Price Range

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

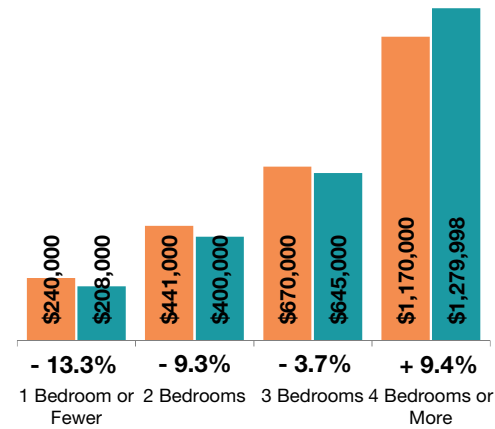
By Price Range

9-2024 9-2025



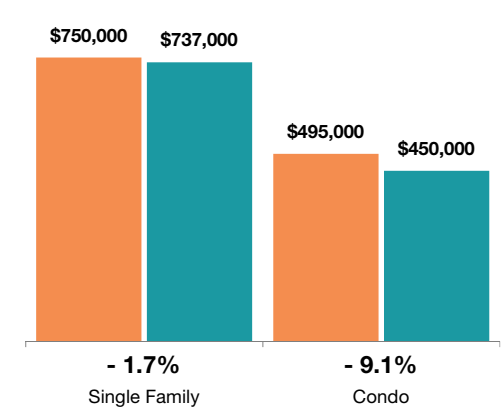
By Bedroom Count

9-2024 9-2025



By Property Type

9-2024 9-2025



All Properties

By Price Range

	9-2024	9-2025	Change
\$300,000 and Above	\$650,000	\$660,000	+ 1.5%
\$300,000 and Below	\$250,000	\$245,000	- 2.0%
\$300,001 to \$500,000	\$412,000	\$410,000	- 0.5%
\$500,001 to \$1,500,000	\$730,000	\$725,000	- 0.7%
\$1,500,001 to \$5,000,000	\$2,300,000	\$2,300,000	0.0%
\$5,000,001 and Above	\$7,000,000	\$7,525,000	+ 7.5%
All Price Ranges	\$610,998	\$600,000	- 1.8%

Single Family

9-2024	9-2025	Change
\$770,000	\$750,000	- 2.6%
\$190,000	\$196,000	+ 3.2%
\$440,000	\$438,000	- 0.5%
\$750,000	\$735,000	- 2.0%
\$2,300,000	\$2,350,000	+ 2.2%
\$7,500,000	\$8,237,500	+ 9.8%
\$750,000	\$737,000	- 1.7%

Condo

	9-2024	9-2025	Change
	\$535,000	\$526,000	- 1.7%
	\$265,000	\$250,000	- 5.7%
	\$400,000	\$398,000	- 0.5%
	\$685,000	\$700,000	+ 2.2%
	\$2,275,000	\$2,212,500	- 2.7%
	\$6,025,000	\$6,512,500	+ 8.1%
	\$495,000	\$450,000	- 9.1%

By Bedroom Count

	9-2024	9-2025	Change
1 Bedroom or Fewer	\$240,000	\$208,000	- 13.3%
2 Bedrooms	\$441,000	\$400,000	- 9.3%
3 Bedrooms	\$670,000	\$645,000	- 3.7%
4 Bedrooms or More	\$1,170,000	\$1,279,998	+ 9.4%
All Bedroom Counts	\$610,998	\$600,000	- 1.8%

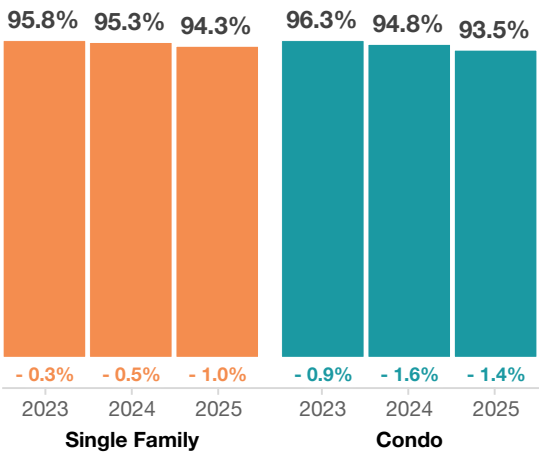
9-2024	9-2025	Change
\$155,000	\$132,000	- 14.8%
\$480,000	\$485,000	+ 1.0%
\$690,000	\$665,000	- 3.6%
\$1,150,000	\$1,250,000	+ 8.7%
\$750,000	\$737,000	- 1.7%

	9-2024	9-2025	Change
	\$272,500	\$229,000	- 16.0%
	\$435,000	\$385,000	- 11.5%
	\$615,000	\$594,480	- 3.3%
	\$3,645,000	\$2,625,000	- 28.0%
	\$495,000	\$450,000	- 9.1%

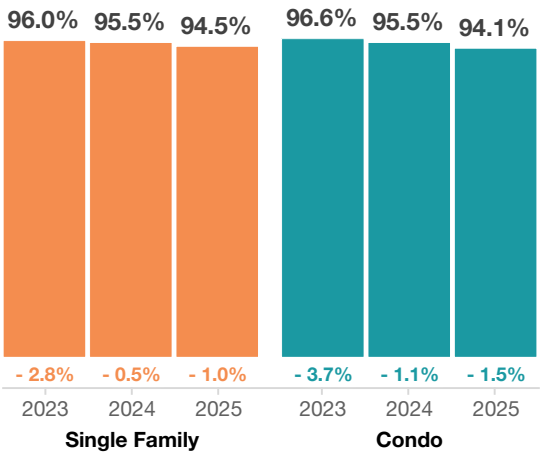
Overall Percent of List Price Received

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.**

September



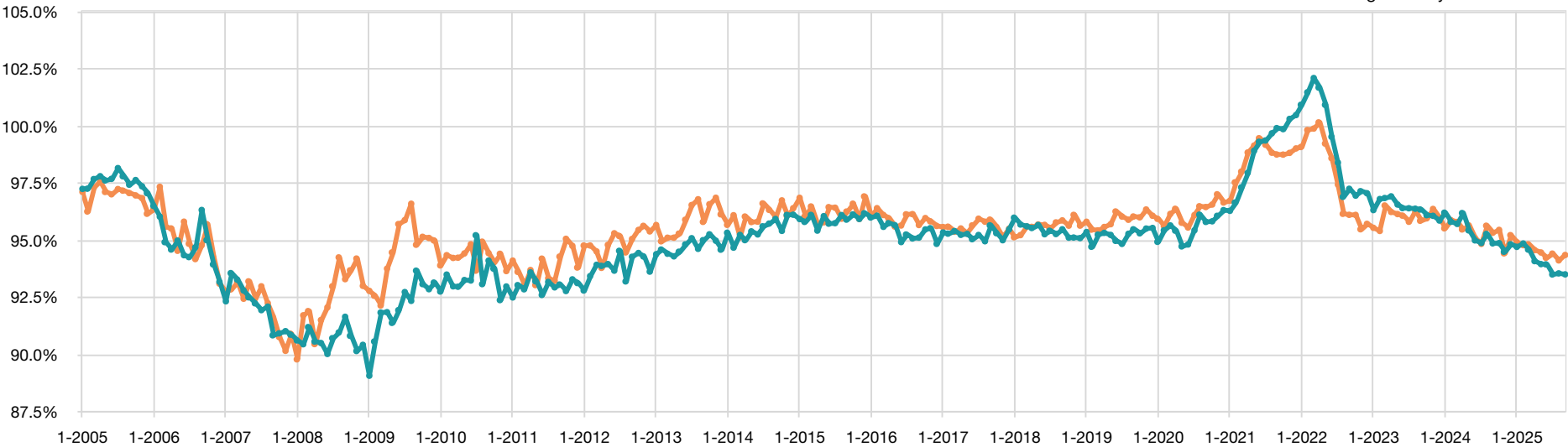
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2024	95.4%	- 0.5%	94.9%	- 1.2%
Nov-2024	94.4%	- 2.1%	94.5%	- 1.6%
Dec-2024	95.2%	- 0.8%	94.8%	- 1.0%
Jan-2025	94.9%	- 0.6%	94.7%	- 1.6%
Feb-2025	94.8%	- 1.1%	94.8%	- 1.0%
Mar-2025	94.8%	- 1.0%	94.6%	- 1.1%
Apr-2025	94.5%	- 1.0%	94.1%	- 2.2%
May-2025	94.4%	- 1.3%	93.9%	- 1.6%
Jun-2025	94.2%	- 0.9%	93.9%	- 1.2%
Jul-2025	94.4%	- 0.4%	93.5%	- 1.5%
Aug-2025	94.1%	- 1.6%	93.5%	- 1.9%
Sep-2025	94.3%	- 1.0%	93.5%	- 1.4%
12-Month Avg*	94.6%	- 1.0%	94.2%	- 1.5%

* Pct. of List Price Received for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

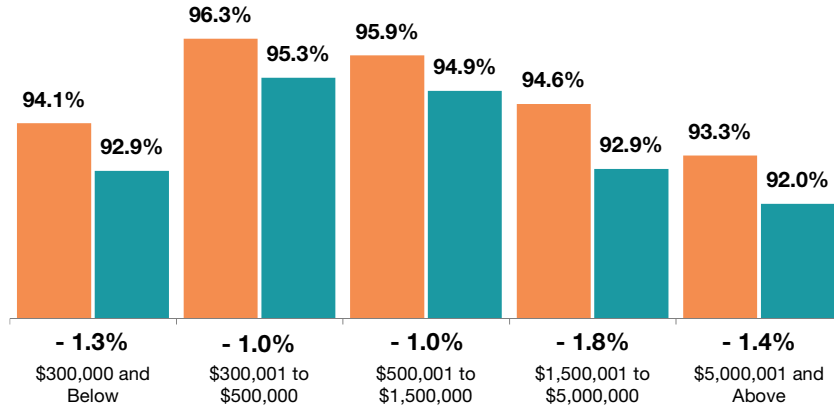


Overall Percent of List Price Received by Price Range

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.**

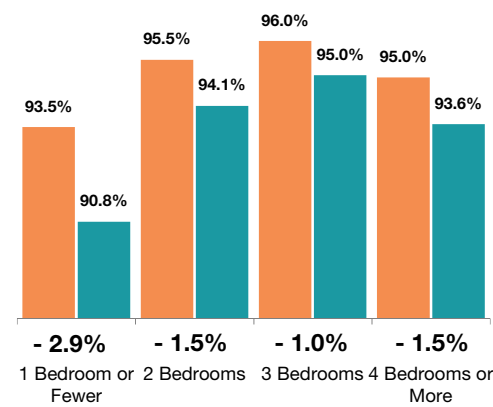
By Price Range

9-2024 9-2025



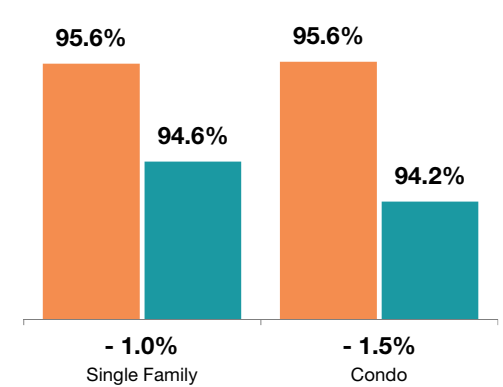
By Bedroom Count

9-2024 9-2025



By Property Type

9-2024 9-2025



All Properties

By Price Range

	9-2024	9-2025	Change
\$300,000 and Below	94.1%	92.9%	- 1.3%
\$300,001 to \$500,000	96.3%	95.3%	- 1.0%
\$500,001 to \$1,500,000	95.9%	94.9%	- 1.0%
\$1,500,001 to \$5,000,000	94.6%	92.9%	- 1.8%
\$5,000,001 and Above	93.3%	92.0%	- 1.4%
All Price Ranges	95.6%	94.4%	- 1.3%

Single Family

	9-2024	9-2025	Change
1 Bedroom or Fewer	93.0%	91.2%	- 1.9%
2 Bedrooms	97.0%	96.1%	- 0.9%
3 Bedrooms	95.9%	95.2%	- 0.7%
4 Bedrooms or More	94.4%	92.7%	- 1.8%
	92.9%	91.8%	- 1.2%
All Single Family	95.6%	94.6%	- 1.0%

Condo

	9-2024	9-2025	Change
Single Family	94.5%	93.2%	- 1.4%
2 Bedrooms	96.0%	94.9%	- 1.1%
3 Bedrooms	95.8%	94.5%	- 1.4%
4 Bedrooms or More	94.9%	93.3%	- 1.7%
	94.5%	93.1%	- 1.5%
All Condo	95.6%	94.2%	- 1.5%

By Bedroom Count

	9-2024	9-2025	Change
1 Bedroom or Fewer	93.5%	90.8%	- 2.9%
2 Bedrooms	95.5%	94.1%	- 1.5%
3 Bedrooms	96.0%	95.0%	- 1.0%
4 Bedrooms or More	95.0%	93.6%	- 1.5%
All Bedroom Counts	95.6%	94.4%	- 1.3%

	9-2024	9-2025	Change
1 Bedroom or Fewer	91.3%	89.5%	- 2.0%
2 Bedrooms	94.8%	94.1%	- 0.7%
3 Bedrooms	96.2%	95.3%	- 0.9%
4 Bedrooms or More	94.9%	93.7%	- 1.3%
All Single Family	95.6%	94.6%	- 1.0%

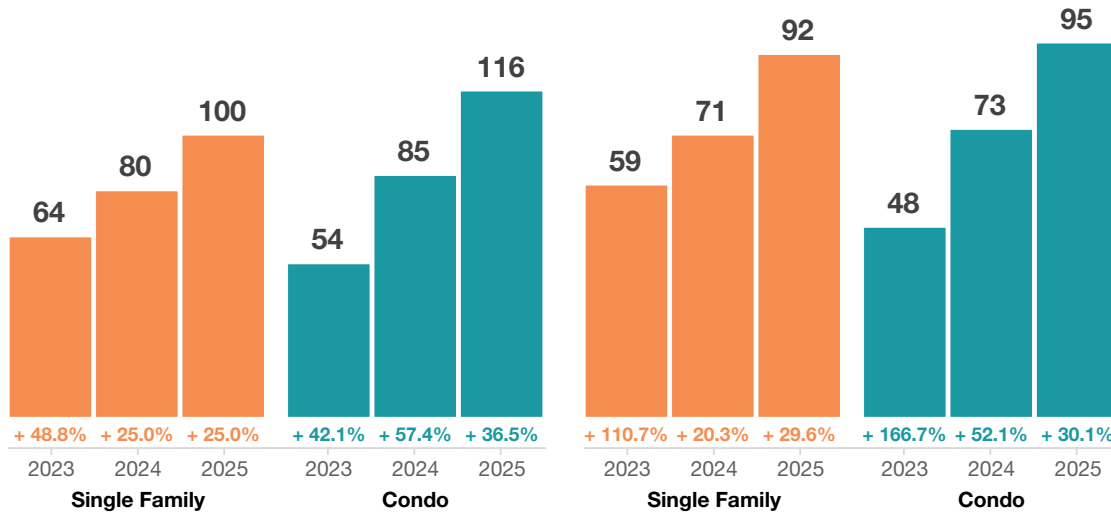
	9-2024	9-2025	Change
Single Family	94.1%	91.3%	- 3.0%
2 Bedrooms	95.6%	94.1%	- 1.6%
3 Bedrooms	95.8%	94.5%	- 1.4%
4 Bedrooms or More	95.3%	92.6%	- 2.8%
All Condo	95.6%	94.2%	- 1.5%

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.

September

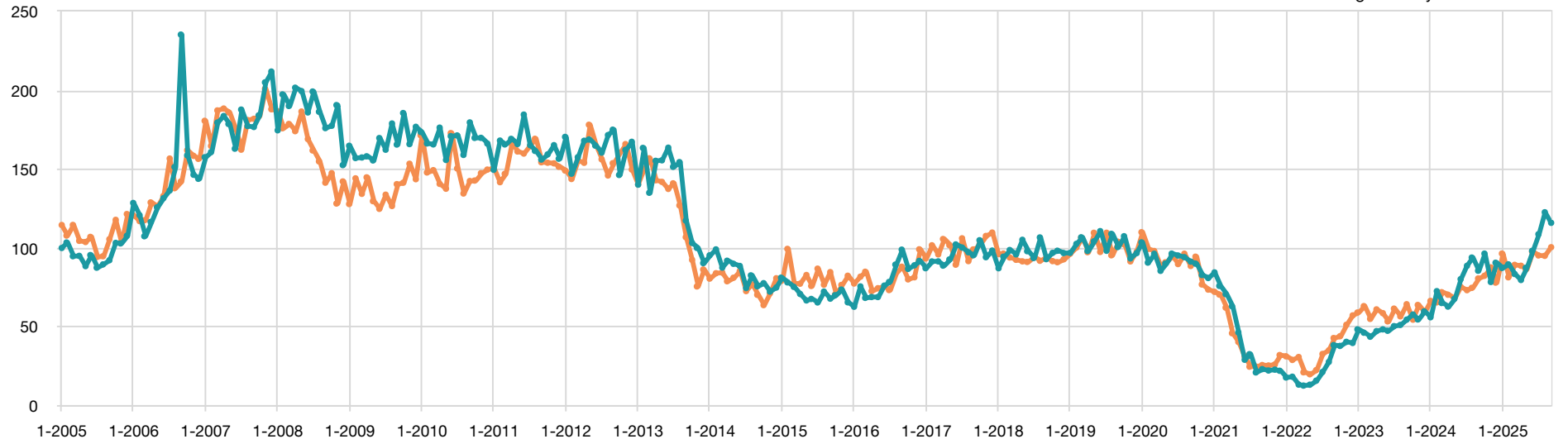
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2024	82	+ 51.9%	96	+ 68.4%
Nov-2024	87	+ 35.9%	78	+ 44.4%
Dec-2024	78	+ 32.2%	90	+ 52.5%
Jan-2025	96	+ 45.5%	87	+ 55.4%
Feb-2025	81	+ 24.6%	89	+ 23.6%
Mar-2025	89	+ 23.6%	83	+ 27.7%
Apr-2025	88	+ 25.7%	79	+ 25.4%
May-2025	86	+ 26.5%	87	+ 29.9%
Jun-2025	97	+ 29.3%	98	+ 22.5%
Jul-2025	95	+ 30.1%	109	+ 23.9%
Aug-2025	95	+ 28.4%	122	+ 29.8%
Sep-2025	100	+ 25.0%	116	+ 36.5%
12-Month Avg*	90	+ 31.1%	94	+ 34.7%

* Days on Market for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

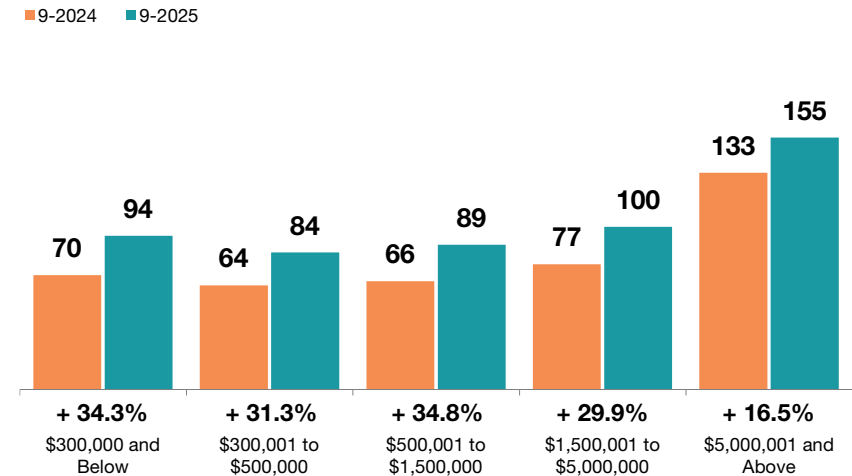
Historical Days on Market Until Sale by Month



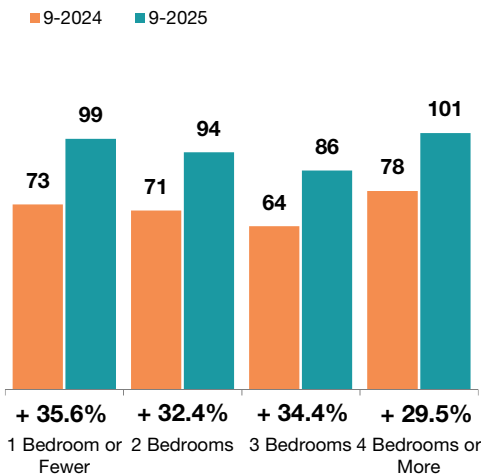
Overall Days on Market Until Sale by Price Range

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

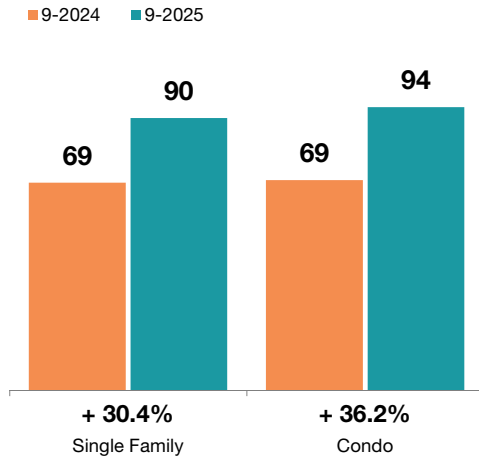
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2024	9-2025	Change
\$300,000 and Below	70	94	+ 34.3%
\$300,001 to \$500,000	64	84	+ 31.3%
\$500,001 to \$1,500,000	66	89	+ 34.8%
\$1,500,001 to \$5,000,000	77	100	+ 29.9%
\$5,000,001 and Above	133	155	+ 16.5%
All Price Ranges	69	92	+ 33.3%

Single Family

9-2024	9-2025	Change
72	80	+ 11.1%
56	72	+ 28.6%
66	89	+ 34.8%
76	93	+ 22.4%
128	167	+ 30.5%
69	90	+ 30.4%

Condo

9-2024	9-2025	Change
69	97	+ 40.6%
67	91	+ 35.8%
67	89	+ 32.8%
79	114	+ 44.3%
152	100	- 34.2%
69	94	+ 36.2%

By Bedroom Count

	9-2024	9-2025	Change
1 Bedroom or Fewer	73	99	+ 35.6%
2 Bedrooms	71	94	+ 32.4%
3 Bedrooms	64	86	+ 34.4%
4 Bedrooms or More	78	101	+ 29.5%
All Bedroom Counts	69	92	+ 33.3%

9-2024	9-2025	Change
84	87	+ 3.6%
72	87	+ 20.8%
63	84	+ 33.3%
78	101	+ 29.5%
69	90	+ 30.4%

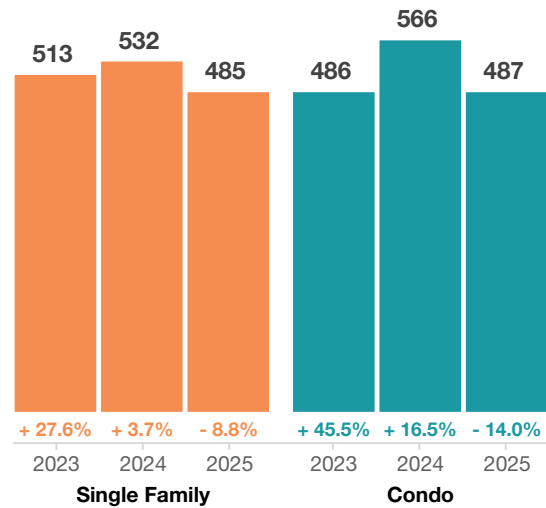
9-2024	9-2025	Change
70	103	+ 47.0%
70	95	+ 35.1%
67	90	+ 34.4%
88	108	+ 22.3%
69	94	+ 36.2%

Overall New Listings

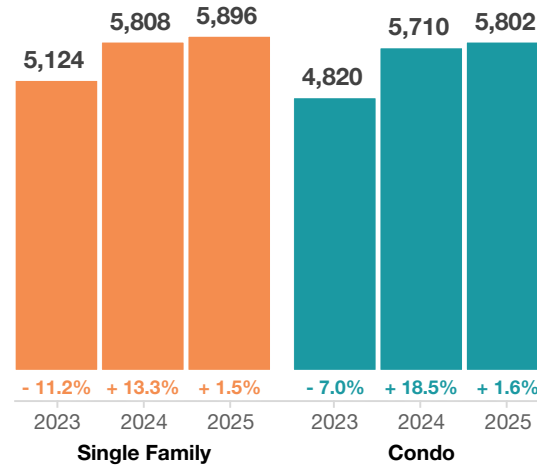
A count of the properties that have been newly listed on the market in a given month.



September

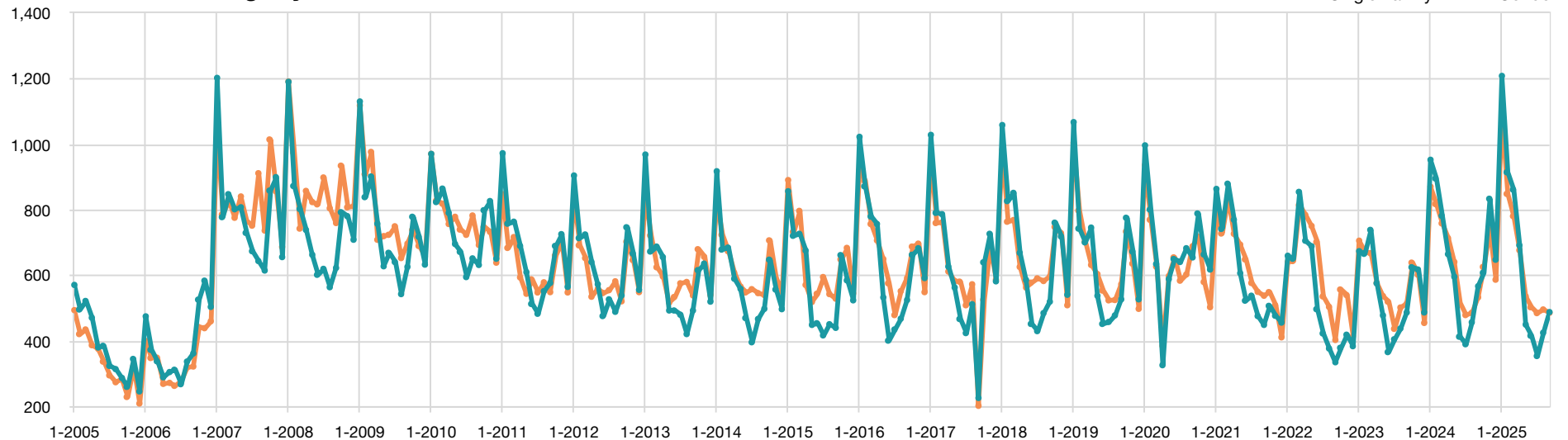


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2024	625	- 2.0%	607	- 2.7%
Nov-2024	739	+ 23.0%	833	+ 35.0%
Dec-2024	586	+ 29.1%	647	+ 33.1%
Jan-2025	1,091	+ 25.4%	1,208	+ 26.9%
Feb-2025	848	+ 3.8%	914	+ 2.1%
Mar-2025	780	+ 2.9%	861	+ 10.2%
Apr-2025	676	- 5.2%	691	+ 4.1%
May-2025	535	- 16.4%	449	- 24.5%
Jun-2025	502	- 2.5%	415	+ 0.7%
Jul-2025	484	+ 1.3%	353	- 9.3%
Aug-2025	495	+ 2.1%	424	- 7.0%
Sep-2025	485	- 8.8%	487	- 14.0%
12-Month Avg	654	+ 4.6%	657	+ 6.0%

Historical New Listings by Month

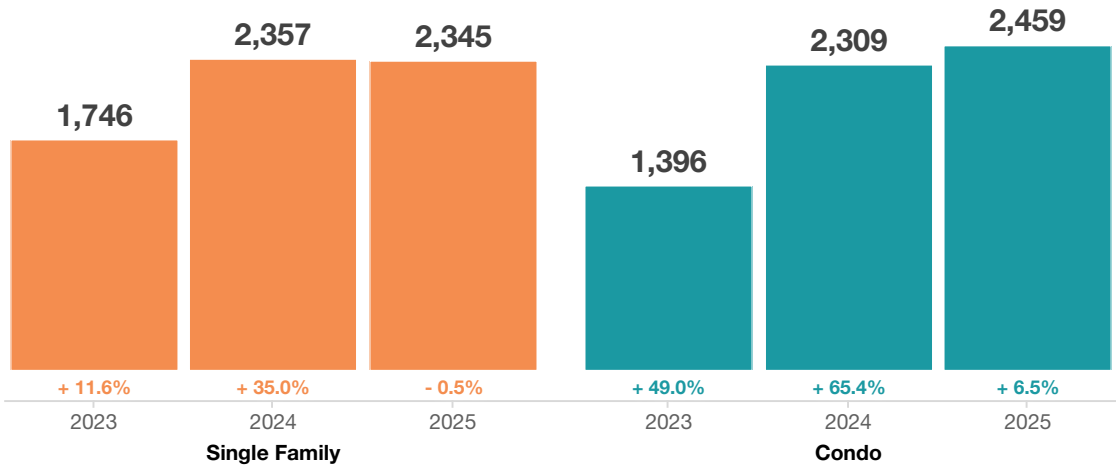


Overall Inventory of Homes for Sale



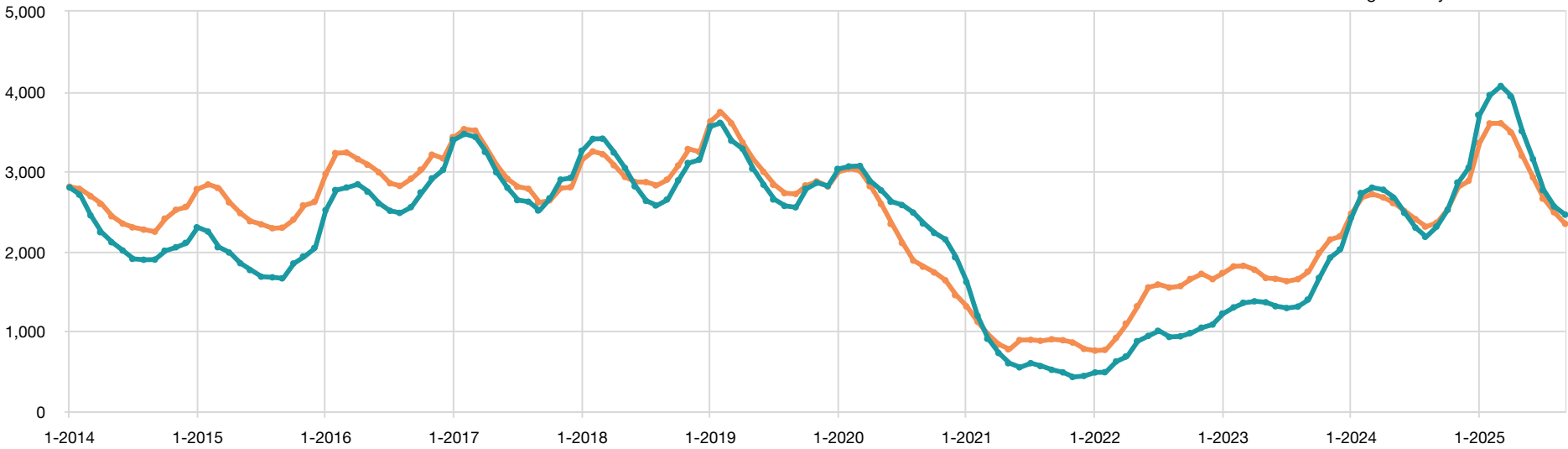
The number of properties available for sale in active status at the end of a given month.

September



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2024	2,525	+ 27.6%	2,519	+ 51.0%
Nov-2024	2,801	+ 30.4%	2,861	+ 49.0%
Dec-2024	2,883	+ 31.8%	3,048	+ 50.6%
Jan-2025	3,355	+ 35.7%	3,707	+ 53.1%
Feb-2025	3,601	+ 34.7%	3,955	+ 44.9%
Mar-2025	3,603	+ 32.7%	4,069	+ 45.5%
Apr-2025	3,489	+ 30.4%	3,940	+ 42.2%
May-2025	3,197	+ 22.8%	3,505	+ 31.1%
Jun-2025	2,926	+ 16.8%	3,154	+ 27.1%
Jul-2025	2,660	+ 10.7%	2,767	+ 20.5%
Aug-2025	2,489	+ 7.8%	2,562	+ 17.4%
Sep-2025	2,345	- 0.5%	2,459	+ 6.5%
12-Month Avg	2,990	+ 23.6%	3,212	+ 36.3%

Historical Inventory of Homes for Sale by Month

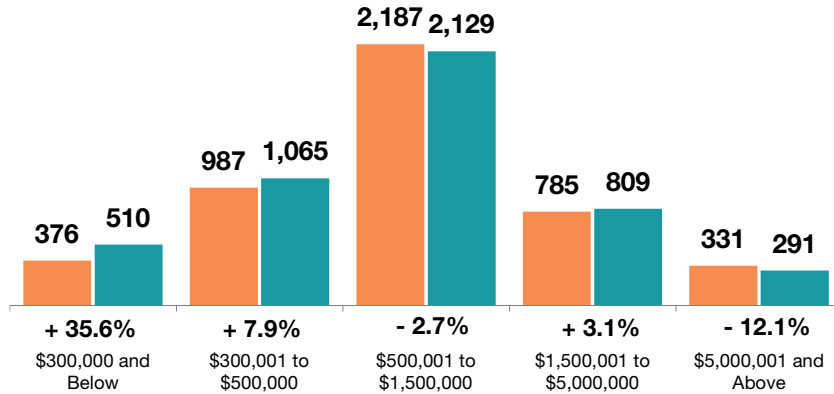


Overall Inventory of Homes for Sale by Price Range

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

By Price Range

9-2024 9-2025



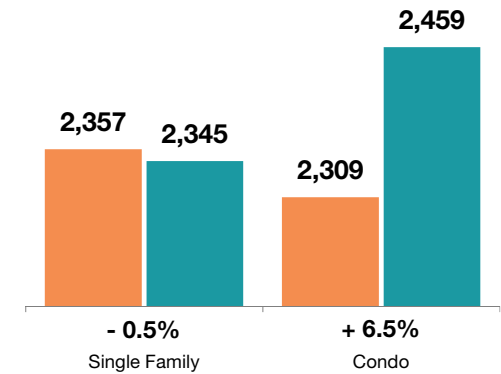
By Bedroom Count

9-2024 9-2025



By Property Type

9-2024 9-2025



All Properties

By Price Range

	9-2024	9-2025	Change
\$300,000 and Below	376	510	+ 35.6%
\$300,001 to \$500,000	987	1,065	+ 7.9%
\$500,001 to \$1,500,000	2,187	2,129	- 2.7%
\$1,500,001 to \$5,000,000	785	809	+ 3.1%
\$5,000,001 and Above	331	291	- 12.1%
All Price Ranges	4,666	4,804	+ 3.0%

Single Family

	9-2024	9-2025	Change
1 Bedroom or Fewer	85	109	+ 28.2%
2 Bedrooms	175	226	+ 29.1%
3 Bedrooms	1,328	1,262	- 5.0%
4 Bedrooms or More	498	510	+ 2.4%
	271	238	- 12.2%
All Single Family	2,357	2,345	- 0.5%

Condo

	9-2024	9-2025	Change
1 Bedroom or Fewer	291	401	+ 37.8%
2 Bedrooms	812	839	+ 3.3%
3 Bedrooms	859	867	+ 0.9%
4 Bedrooms or More	287	299	+ 4.2%
	60	53	- 11.7%
All Condo	2,309	2,459	+ 6.5%

By Bedroom Count

	9-2024	9-2025	Change
1 Bedroom or Fewer	110	96	- 12.7%
2 Bedrooms	1,552	1,660	+ 7.0%
3 Bedrooms	1,984	2,012	+ 1.4%
4 Bedrooms or More	1,006	1,023	+ 1.7%
All Bedroom Counts	4,666	4,804	+ 3.0%

	9-2024	9-2025	Change
1 Bedroom or Fewer	23	17	- 26.1%
2 Bedrooms	230	266	+ 15.7%
3 Bedrooms	1,158	1,108	- 4.3%
4 Bedrooms or More	941	951	+ 1.1%
All Single Family	2,357	2,345	- 0.5%

	9-2024	9-2025	Change
1 Bedroom or Fewer	87	79	- 9.2%
2 Bedrooms	1,322	1,394	+ 5.4%
3 Bedrooms	826	904	+ 9.4%
4 Bedrooms or More	65	72	+ 10.8%
All Condo	2,309	2,459	+ 6.5%

Listing and Sales Summary Report

September 2025

	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change	Sep-25	Sep-24	% Change
Overall Naples Market*	\$550,000	\$586,780	-6.3%	602	544	+10.7%	4,804	4,666	+3.0%	107	83	+28.9%
Collier County	\$587,500	\$590,000	-0.4%	669	572	+17.0%	5,381	5,224	+3.0%	110	86	+27.9%
Ave Maria	\$399,259	\$530,000	-24.7%	22	17	+29.4%	196	181	+8.3%	105	69	+52.2%
Central Naples	\$390,000	\$420,000	-7.1%	93	75	+24.0%	545	539	+1.1%	104	75	+38.7%
East Naples	\$540,000	\$599,200	-9.9%	156	164	-4.9%	1,187	1,102	+7.7%	94	85	+10.6%
Everglades City	--	--	--	0	0	--	9	9	0.0%	--	--	--
Immokalee	\$349,900	\$335,400	+4.3%	5	4	+25.0%	5	32	-84.4%	117	105	+11.4%
Immokalee / Ave Maria	\$390,000	\$465,000	-16.1%	27	21	+28.6%	202	213	-5.2%	107	76	+40.8%
Naples	\$570,000	\$590,000	-3.4%	575	522	+10.2%	4,598	4,450	+3.3%	107	83	+28.9%
Naples Beach	\$1,297,500	\$1,495,000	-13.2%	95	71	+33.8%	1,078	1,080	-0.2%	141	100	+41.0%
North Naples	\$660,000	\$677,450	-2.6%	158	142	+11.3%	1,004	984	+2.0%	97	78	+24.4%
South Naples	\$420,000	\$430,000	-2.3%	73	71	+2.8%	788	748	+5.3%	121	80	+51.3%
34102	\$1,792,500	\$1,945,000	-7.8%	30	28	+7.1%	356	366	-2.7%	151	77	+96.1%
34103	\$1,589,000	\$1,026,250	+54.8%	23	16	+43.8%	313	310	+1.0%	170	140	+21.4%
34104	\$369,000	\$339,000	+8.8%	53	31	+71.0%	237	239	-0.8%	97	68	+42.6%
34105	\$415,000	\$491,000	-15.5%	25	28	-10.7%	220	215	+2.3%	110	88	+25.0%
34108	\$1,170,000	\$1,555,000	-24.8%	42	27	+55.6%	409	404	+1.2%	119	100	+19.0%
34109	\$570,000	\$530,000	+7.5%	39	38	+2.6%	240	237	+1.3%	100	76	+31.6%
34110	\$593,750	\$649,000	-8.5%	48	41	+17.1%	361	376	-4.0%	126	84	+50.0%
34112	\$375,000	\$397,250	-5.6%	38	42	-9.5%	456	417	+9.4%	102	80	+27.5%
34113	\$505,000	\$530,000	-4.7%	35	29	+20.7%	332	331	+0.3%	141	81	+74.1%
34114	\$557,950	\$599,750	-7.0%	54	60	-10.0%	511	484	+5.6%	115	88	+30.7%
34116	\$450,000	\$437,500	+2.9%	15	16	-6.3%	88	85	+3.5%	117	65	+80.0%
34117	\$549,000	\$577,500	-4.9%	24	18	+33.3%	140	141	-0.7%	66	48	+37.5%
34119	\$720,000	\$740,000	-2.7%	71	63	+12.7%	403	371	+8.6%	76	76	0.0%
34120	\$531,000	\$593,950	-10.6%	78	86	-9.3%	533	476	+12.0%	88	90	-2.2%
34137	--	--	--	0	0	--	3	1	+200.0%	--	--	--
34142	\$390,000	\$465,000	-16.1%	27	21	+28.6%	202	213	-5.2%	107	76	+40.8%

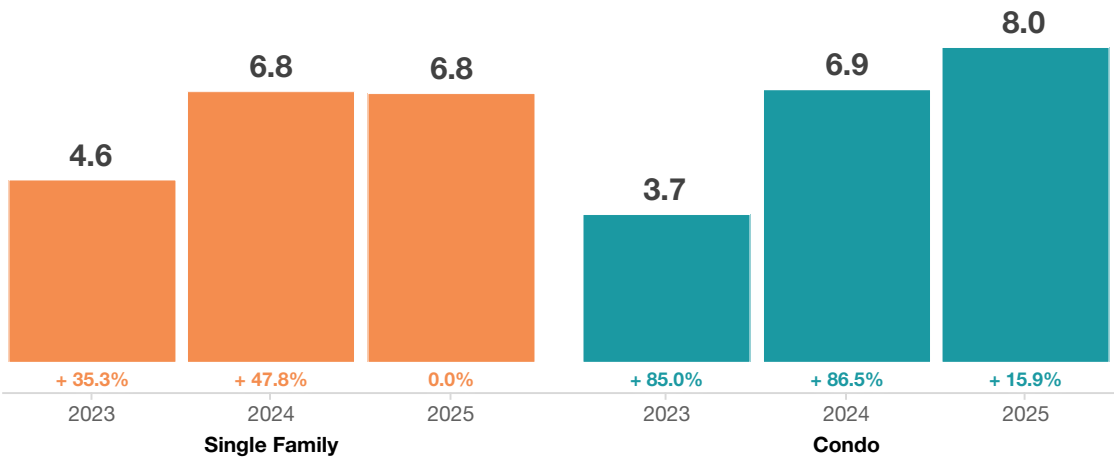
* Overall Naples Market is defined as Collier County, excluding Marco Island.

Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



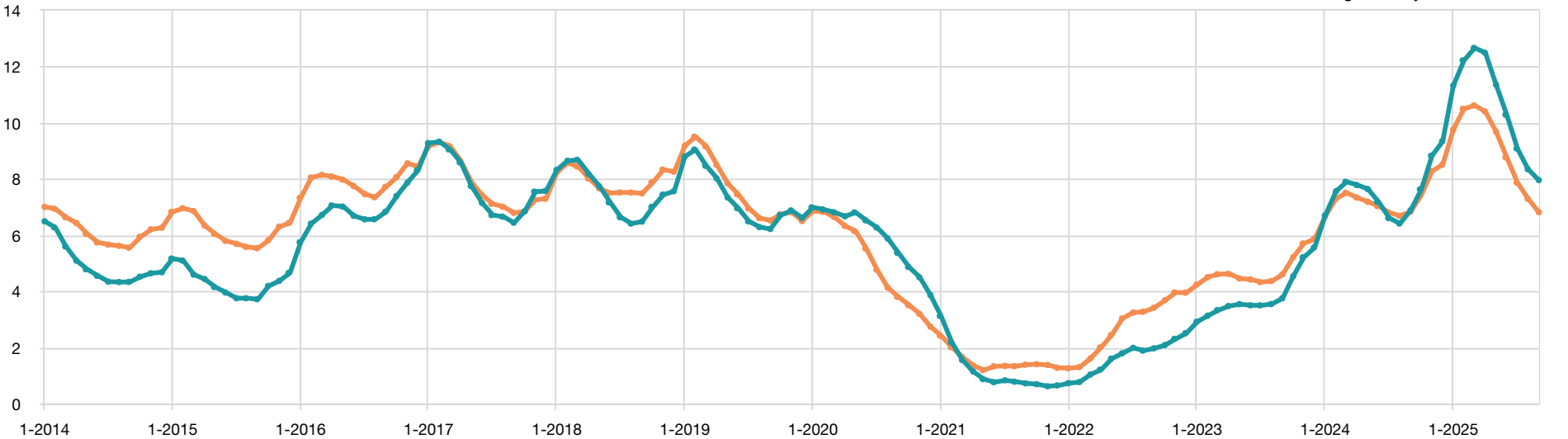
September



Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2024	7.4	+ 42.3%	7.6	+ 68.9%
Nov-2024	8.3	+ 45.6%	8.8	+ 69.2%
Dec-2024	8.5	+ 44.1%	9.3	+ 66.1%
Jan-2025	9.8	+ 46.3%	11.3	+ 68.7%
Feb-2025	10.5	+ 43.8%	12.2	+ 60.5%
Mar-2025	10.6	+ 41.3%	12.7	+ 60.8%
Apr-2025	10.4	+ 42.5%	12.5	+ 60.3%
May-2025	9.7	+ 34.7%	11.4	+ 50.0%
Jun-2025	8.8	+ 25.7%	10.3	+ 43.1%
Jul-2025	7.9	+ 16.2%	9.1	+ 37.9%
Aug-2025	7.3	+ 9.0%	8.3	+ 29.7%
Sep-2025	6.8	0.0%	8.0	+ 15.9%
12-Month Avg*	8.8	+ 32.2%	10.1	+ 52.0%

* Months Supply for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

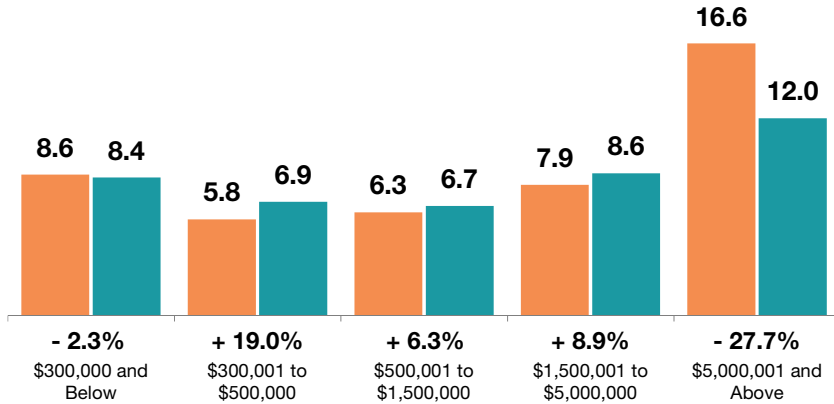


Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, divided by the average monthly sales from the last 12 months. **Based on one month of activity.**

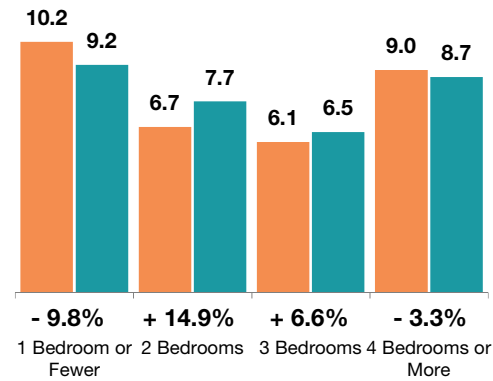
By Price Range

9-2024 9-2025



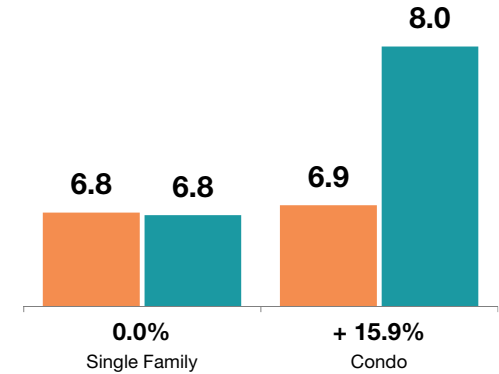
By Bedroom Count

9-2024 9-2025



By Property Type

9-2024 9-2025



All Properties

By Price Range

	9-2024	9-2025	Change
\$300,000 and Below	8.6	8.4	- 2.3%
\$300,001 to \$500,000	5.8	6.9	+ 19.0%
\$500,001 to \$1,500,000	6.3	6.7	+ 6.3%
\$1,500,001 to \$5,000,000	7.9	8.6	+ 8.9%
\$5,000,001 and Above	16.6	12.0	- 27.7%
All Price Ranges	6.9	7.4	+ 7.2%

Single Family

	9-2024	9-2025	Change
1 Bedroom or Fewer	5.7	8.8	+ 54.4%
2 Bedrooms	4.1	5.3	+ 29.3%
3 Bedrooms	6.3	6.1	- 3.2%
4 Bedrooms or More	8.1	8.0	- 1.2%
All Single Family	17.5	12.3	- 29.7%
All Single Family	6.8	6.8	0.0%

Condo

	9-2024	9-2025	Change
1 Bedroom or Fewer	10.0	8.3	- 17.0%
2 Bedrooms	6.4	7.5	+ 17.2%
3 Bedrooms	6.2	7.6	+ 22.6%
4 Bedrooms or More	7.8	10.1	+ 29.5%
All Condo	12.2	11.0	- 9.8%
All Condo	6.9	8.0	+ 15.9%

By Bedroom Count

	9-2024	9-2025	Change
1 Bedroom or Fewer	10.2	9.2	- 9.8%
2 Bedrooms	6.7	7.7	+ 14.9%
3 Bedrooms	6.1	6.5	+ 6.6%
4 Bedrooms or More	9.0	8.7	- 3.3%
All Bedroom Counts	6.9	7.4	+ 7.2%

	9-2024	9-2025	Change
1 Bedroom or Fewer	9.4	5.2	- 44.7%
2 Bedrooms	5.6	7.7	+ 37.5%
3 Bedrooms	5.9	5.7	- 3.4%
4 Bedrooms or More	8.9	8.5	- 4.5%
All Single Family	6.8	6.8	0.0%

	9-2024	9-2025	Change
1 Bedroom or Fewer	10.1	10.3	+ 2.0%
2 Bedrooms	6.9	7.7	+ 11.6%
3 Bedrooms	6.4	7.9	+ 23.4%
4 Bedrooms or More	10.5	12.7	+ 21.0%
All Condo	6.9	8.0	+ 15.9%

Naples Beach

34102, 34103, 34108

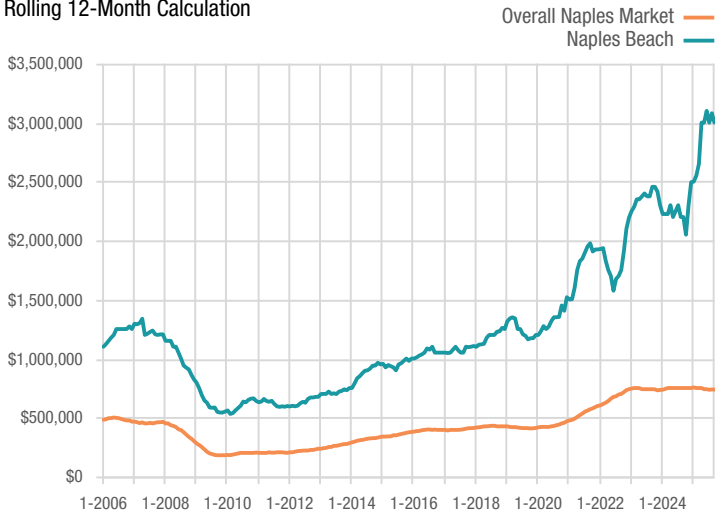
Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	71	62	- 12.7%	793	852	+ 7.4%
Total Sales	24	37	+ 54.2%	337	416	+ 23.4%
Days on Market Until Sale	145	161	+ 11.0%	116	140	+ 20.7%
Median Closed Price*	\$3,400,000	\$1,850,000	- 45.6%	\$2,375,000	\$3,000,000	+ 26.3%
Average Closed Price*	\$5,707,183	\$3,834,653	- 32.8%	\$4,366,757	\$5,321,382	+ 21.9%
Percent of List Price Received*	92.9%	91.0%	- 2.0%	92.7%	91.6%	- 1.2%
Inventory of Homes for Sale	477	440	- 7.8%	—	—	—
Months Supply of Inventory	13.8	10.7	- 22.5%	—	—	—

Condo	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	127	95	- 25.2%	1,330	1,402	+ 5.4%
Total Sales	47	58	+ 23.4%	726	685	- 5.6%
Days on Market Until Sale	77	129	+ 67.5%	91	107	+ 17.6%
Median Closed Price*	\$1,000,000	\$1,170,000	+ 17.0%	\$1,180,000	\$1,135,000	- 3.8%
Average Closed Price*	\$1,442,696	\$1,602,241	+ 11.1%	\$1,679,331	\$1,625,408	- 3.2%
Percent of List Price Received*	93.8%	91.7%	- 2.2%	94.0%	92.4%	- 1.7%
Inventory of Homes for Sale	603	638	+ 5.8%	—	—	—
Months Supply of Inventory	8.1	9.4	+ 16.0%	—	—	—

* 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.

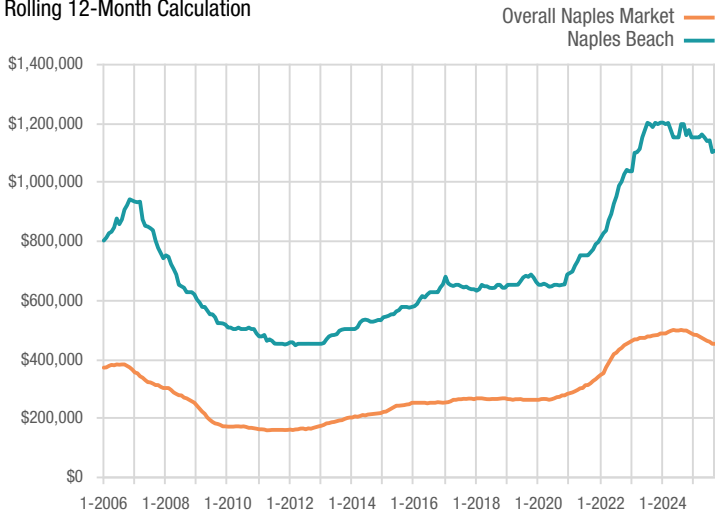
Median Closed Price - Single Family

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 – September 2025

A Research Tool Provided by Naples Area Board of REALTORS®



North Naples

34109, 34110, 34119

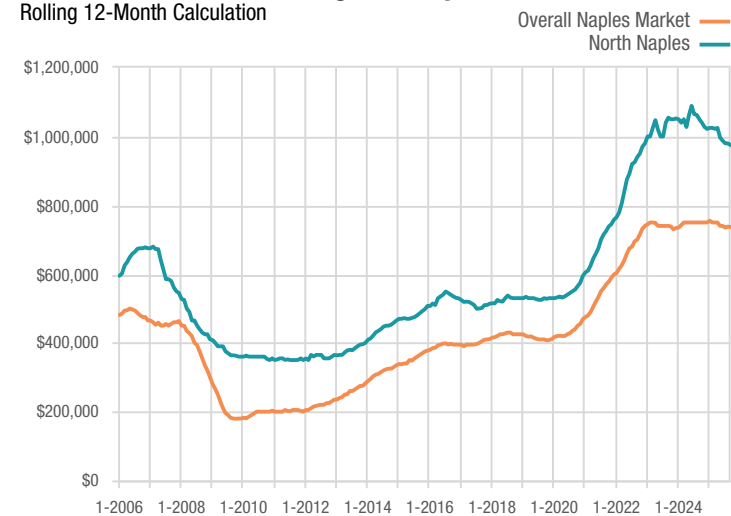
Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	103	98	- 4.9%	1,242	1,188	- 4.3%
Total Sales	66	86	+ 30.3%	695	706	+ 1.6%
Days on Market Until Sale	77	85	+ 10.4%	60	85	+ 41.7%
Median Closed Price*	\$981,500	\$912,500	- 7.0%	\$1,050,000	\$972,500	- 7.4%
Average Closed Price*	\$1,351,413	\$1,193,434	- 11.7%	\$1,513,636	\$1,428,437	- 5.6%
Percent of List Price Received*	94.2%	94.3%	+ 0.1%	95.1%	94.2%	- 0.9%
Inventory of Homes for Sale	433	409	- 5.5%	—	—	—
Months Supply of Inventory	5.7	5.4	- 5.3%	—	—	—

Condo	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	140	125	- 10.7%	1,469	1,447	- 1.5%
Total Sales	76	72	- 5.3%	887	786	- 11.4%
Days on Market Until Sale	79	110	+ 39.2%	64	91	+ 42.2%
Median Closed Price*	\$437,500	\$430,000	- 1.7%	\$500,000	\$450,000	- 10.0%
Average Closed Price*	\$675,437	\$577,618	- 14.5%	\$697,832	\$619,535	- 11.2%
Percent of List Price Received*	95.5%	94.1%	- 1.5%	95.9%	94.6%	- 1.4%
Inventory of Homes for Sale	551	595	+ 8.0%	—	—	—
Months Supply of Inventory	6.0	7.3	+ 21.7%	—	—	—

* 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.

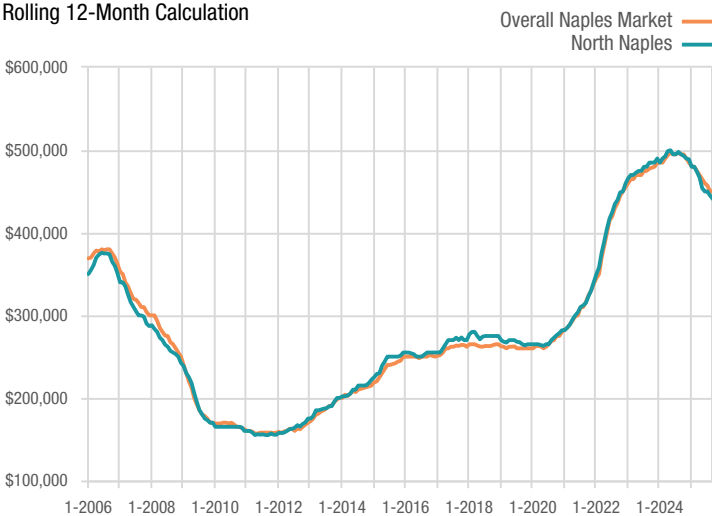
Median Closed Price - Single Family

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.

Central Naples

34104, 34105, 34116

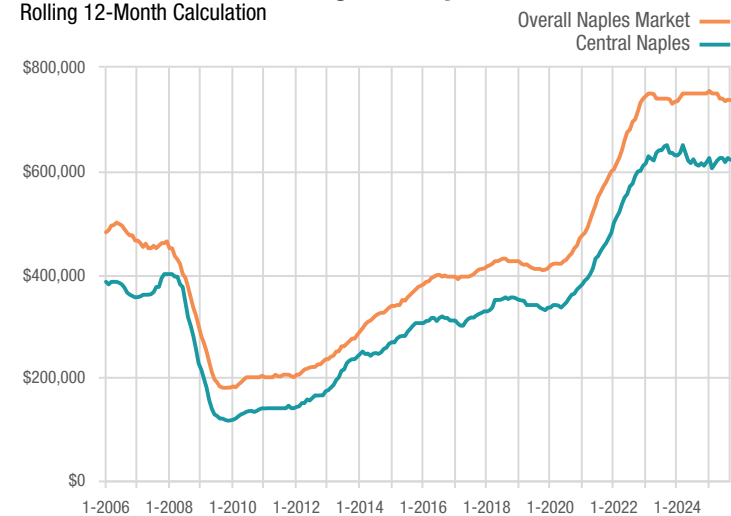
Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	47	51	+ 8.5%	632	652	+ 3.2%
Total Sales	33	39	+ 18.2%	410	409	- 0.2%
Days on Market Until Sale	63	93	+ 47.6%	63	76	+ 20.6%
Median Closed Price*	\$589,900	\$550,000	- 6.8%	\$616,000	\$620,000	+ 0.6%
Average Closed Price*	\$790,388	\$753,115	- 4.7%	\$1,100,703	\$971,551	- 11.7%
Percent of List Price Received*	95.4%	94.9%	- 0.5%	95.7%	95.2%	- 0.5%
Inventory of Homes for Sale	220	218	- 0.9%	—	—	—
Months Supply of Inventory	4.9	5.1	+ 4.1%	—	—	—

Condo	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	88	74	- 15.9%	841	789	- 6.2%
Total Sales	42	54	+ 28.6%	450	442	- 1.8%
Days on Market Until Sale	84	111	+ 32.1%	57	81	+ 42.1%
Median Closed Price*	\$325,000	\$285,000	- 12.3%	\$350,000	\$302,500	- 13.6%
Average Closed Price*	\$376,781	\$387,160	+ 2.8%	\$433,240	\$377,779	- 12.8%
Percent of List Price Received*	94.0%	93.4%	- 0.6%	95.6%	94.3%	- 1.4%
Inventory of Homes for Sale	319	327	+ 2.5%	—	—	—
Months Supply of Inventory	6.8	7.0	+ 2.9%	—	—	—

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

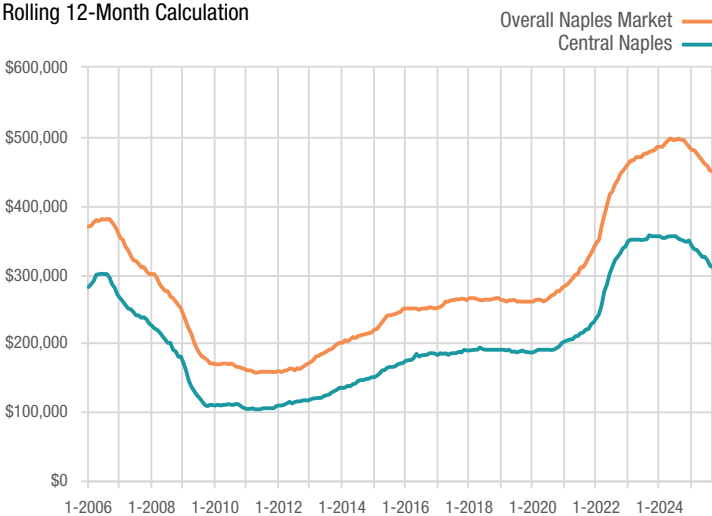
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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.

South Naples

34112, 34113

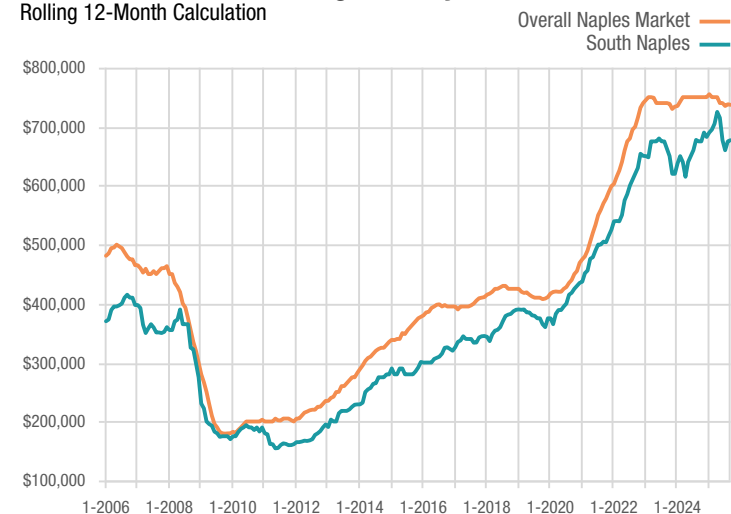
Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	58	56	- 3.4%	710	735	+ 3.5%
Total Sales	18	23	+ 27.8%	373	377	+ 1.1%
Days on Market Until Sale	59	119	+ 101.7%	64	86	+ 34.4%
Median Closed Price*	\$547,500	\$750,000	+ 37.0%	\$710,000	\$680,000	- 4.2%
Average Closed Price*	\$753,611	\$780,273	+ 3.5%	\$1,037,525	\$973,690	- 6.2%
Percent of List Price Received*	96.2%	92.5%	- 3.8%	94.8%	93.1%	- 1.8%
Inventory of Homes for Sale	266	277	+ 4.1%	—	—	—
Months Supply of Inventory	6.7	7.0	+ 4.5%	—	—	—

Condo	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	122	106	- 13.1%	1,249	1,288	+ 3.1%
Total Sales	53	50	- 5.7%	667	647	- 3.0%
Days on Market Until Sale	88	121	+ 37.5%	70	93	+ 32.9%
Median Closed Price*	\$399,500	\$380,000	- 4.9%	\$420,000	\$385,000	- 8.3%
Average Closed Price*	\$450,051	\$392,928	- 12.7%	\$479,826	\$440,803	- 8.1%
Percent of List Price Received*	94.9%	93.9%	- 1.1%	96.0%	94.4%	- 1.7%
Inventory of Homes for Sale	482	511	+ 6.0%	—	—	—
Months Supply of Inventory	6.6	7.5	+ 13.6%	—	—	—

* 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.

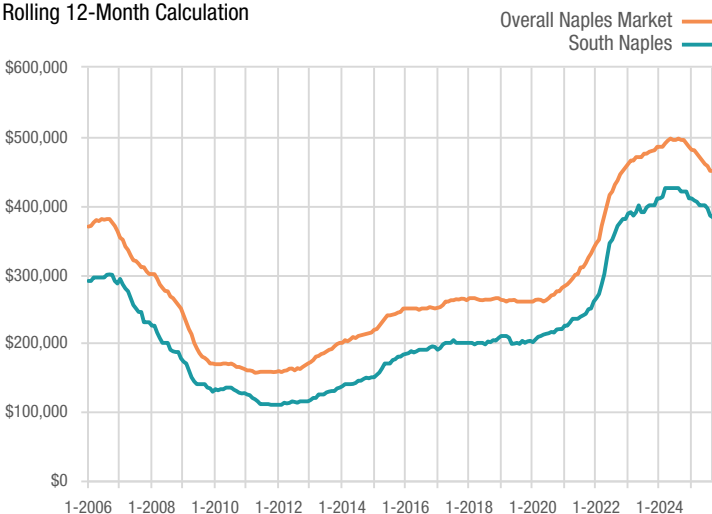
Median Closed Price - Single Family

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.

East Naples

34114, 34117, 34120, 34137

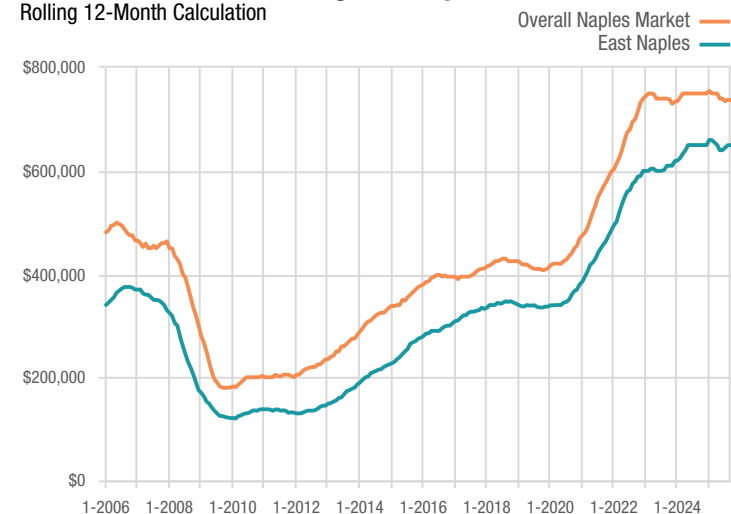
Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	211	182	- 13.7%	2,097	2,088	- 0.4%
Total Sales	129	115	- 10.9%	1,251	1,186	- 5.2%
Days on Market Until Sale	78	90	+ 15.4%	69	87	+ 26.1%
Median Closed Price*	\$635,000	\$639,900	+ 0.8%	\$650,000	\$645,000	- 0.8%
Average Closed Price*	\$755,405	\$795,021	+ 5.2%	\$804,753	\$789,602	- 1.9%
Percent of List Price Received*	96.1%	95.3%	- 0.8%	96.4%	95.7%	- 0.7%
Inventory of Homes for Sale	805	848	+ 5.3%	—	—	—
Months Supply of Inventory	6.1	6.9	+ 13.1%	—	—	—

Condo	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	80	78	- 2.5%	710	746	+ 5.1%
Total Sales	35	41	+ 17.1%	404	344	- 14.9%
Days on Market Until Sale	110	103	- 6.4%	81	99	+ 22.2%
Median Closed Price*	\$523,695	\$418,000	- 20.2%	\$515,000	\$452,750	- 12.1%
Average Closed Price*	\$543,897	\$431,289	- 20.7%	\$544,108	\$470,874	- 13.5%
Percent of List Price Received*	96.0%	94.1%	- 2.0%	96.4%	95.0%	- 1.5%
Inventory of Homes for Sale	297	339	+ 14.1%	—	—	—
Months Supply of Inventory	6.8	9.1	+ 33.8%	—	—	—

* 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.

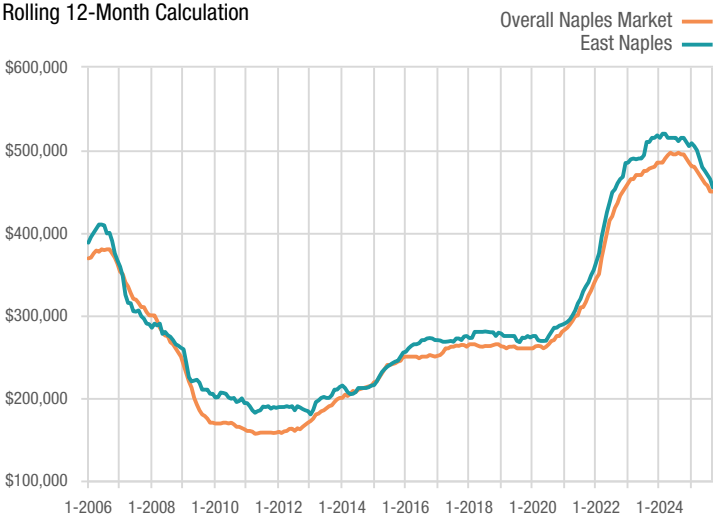
Median Closed Price - Single Family

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.

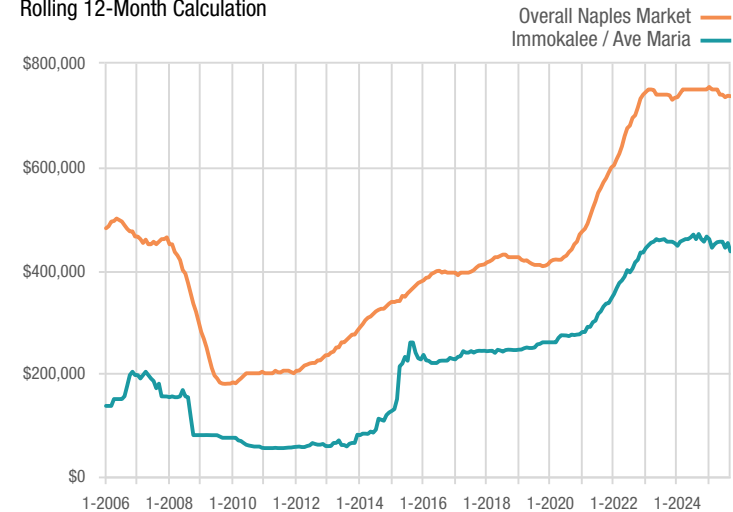
Immokalee / Ave Maria

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	42	36	- 14.3%	334	381	+ 14.1%
Total Sales	17	21	+ 23.5%	175	209	+ 19.4%
Days on Market Until Sale	80	100	+ 25.0%	81	87	+ 7.4%
Median Closed Price*	\$530,000	\$399,900	- 24.5%	\$480,000	\$450,000	- 6.3%
Average Closed Price*	\$534,800	\$511,753	- 4.3%	\$495,532	\$488,855	- 1.3%
Percent of List Price Received*	95.8%	96.0%	+ 0.2%	96.6%	95.5%	- 1.1%
Inventory of Homes for Sale	156	153	- 1.9%	—	—	—
Months Supply of Inventory	8.0	7.0	- 12.5%	—	—	—

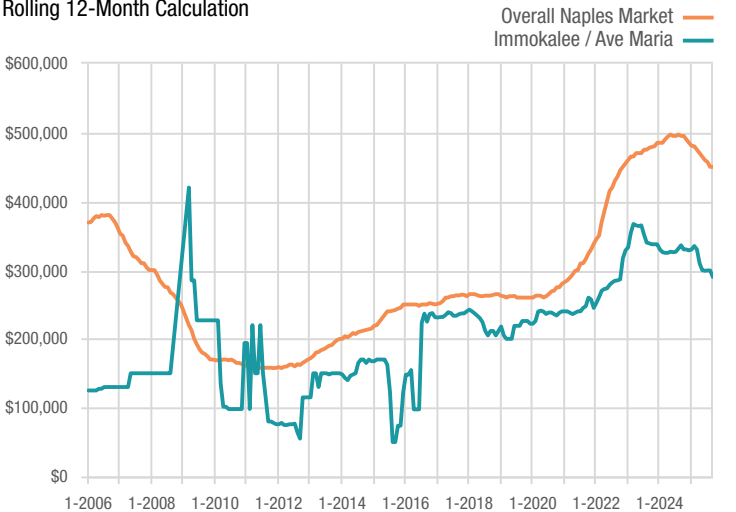
Condo	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	9	9	0.0%	111	130	+ 17.1%
Total Sales	4	6	+ 50.0%	52	74	+ 42.3%
Days on Market Until Sale	62	133	+ 114.5%	71	91	+ 28.2%
Median Closed Price*	\$375,000	\$260,000	- 30.7%	\$331,249	\$281,000	- 15.2%
Average Closed Price*	\$378,500	\$295,867	- 21.8%	\$340,106	\$297,421	- 12.6%
Percent of List Price Received*	94.0%	97.2%	+ 3.4%	95.7%	94.6%	- 1.1%
Inventory of Homes for Sale	57	49	- 14.0%	—	—	—
Months Supply of Inventory	10.2	6.7	- 34.3%	—	—	—

* 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.