

Naples Area Market Report



August 2019

Closed sales of homes in Collier County increased 7.4 percent in August, but overall inventory fell 17.8 percent to 4,917 properties compared to 5,980 in August 2018, according to the August 2019 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island). This reduction in inventory – which included 616 homes that were either terminated, expired or withdrawn from the Southwest Florida MLS in August – resulted in a six-month supply of inventory for Collier County at the end of August.

The August ShowingTime report indicated that local REALTORS® scheduled 16,878 appointments during August. This is an increase of 16 percent compared to showings in August 2018. On average, a home in the Naples area is shown 16 times before it secures a contract.

Broker analysts reviewing the August Report are leery of sales activity next year as sellers will face market uncertainty brought on by a presidential election. In the third quarter of 2016 – right before the last presidential election – overall closed sales in Collier County decreased 14 percent compared to closed sales during the third quarter of 2015.

The \$300,000 to \$500,000 price category led closed sales in August with a 10.1 percent increase followed by closed sales of properties under \$300,000, which increased 6.5 percent. Closed sales of homes between \$1,000,000 and \$2,000,000 decreased 5.7 percent. Sales of single-family homes were up almost 10 percent in August. And despite the reduced inventory overall, new listings coming on the market were up 4 percent in August and builder inventory is up as well.

The median closed price in August decreased just 0.2 percent to \$317,918, which is only \$582 lower than the median closed price in August 2018 (\$318,500). In fact, price increases have only been reported in two of the last 12 months (October 2018, 3.7%; and April 2019, 3.4%). The August Report showed median closed prices for homes below \$300,000 and homes between \$1 million and \$2 million decreased 4 percent in August, while homes between \$300,000 and \$1 million showed no change in median closed prices.

Quick Facts

+ 7.4%	- 0.2%	- 17.8%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 10.1%	+ 8.9%	+ 9.6%
Price Range With the Strongest Sales: \$300,001 to \$500,000	Bedroom Count With Strongest Sales: 3 Bedrooms	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	8-2018	8-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		1,064	938	- 11.8%	10,798	10,386	- 3.8%
Closed Sales		741	796	+ 7.4%	6,992	7,112	+ 1.7%
Days on Market Until Sale		99	103	+ 4.0%	95	103	+ 8.4%
Median Closed Price		\$318,500	\$317,918	- 0.2%	\$340,000	\$334,000	- 1.8%
Average Closed Price		\$497,594	\$514,202	+ 3.3%	\$635,949	\$609,947	- 4.1%
Percent of Current List Price Received		95.5%	95.6%	+ 0.1%	95.5%	95.4%	- 0.1%
Inventory of Homes for Sale		5,980	4,917	- 17.8%	—	—	—
Months Supply of Inventory		7.7	6.0	- 22.1%	—	—	—

Single Family Market Overview

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



Key Metrics	Historical Sparkbars	8-2018	8-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		583	494	- 15.3%	5,448	5,277	- 3.1%
Closed Sales		356	417	+ 17.1%	3,320	3,550	+ 6.9%
Days on Market Until Sale		91	96	+ 5.5%	93	102	+ 9.7%
Median Closed Price		\$405,000	\$399,000	- 1.5%	\$430,000	\$410,000	- 4.7%
Average Closed Price		\$643,153	\$641,834	- 0.2%	\$818,182	\$776,281	- 5.1%
Percent of Current List Price Received		95.7%	95.9%	+ 0.2%	95.5%	95.8%	+ 0.3%
Inventory of Homes for Sale		3,147	2,523	- 19.8%	—	—	—
Months Supply of Inventory		8.4	6.1	- 27.4%	—	—	—

Condo Market Overview

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



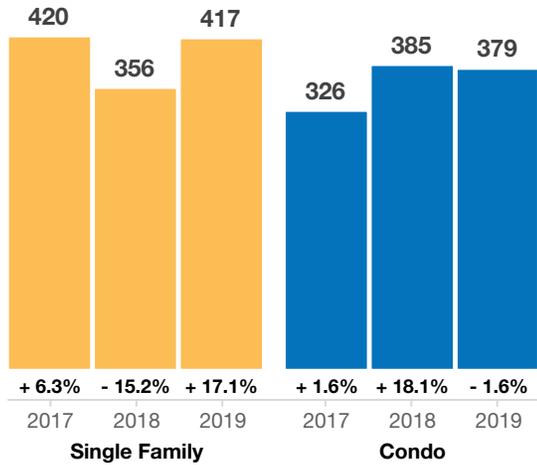
Key Metrics	Historical Sparkbars	8-2018	8-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		481	444	- 7.7%	5,350	5,109	- 4.5%
Closed Sales		385	379	- 1.6%	3,672	3,562	- 3.0%
Days on Market Until Sale		106	110	+ 3.8%	97	103	+ 6.2%
Median Closed Price		\$250,000	\$245,000	- 2.0%	\$269,000	\$262,750	- 2.3%
Average Closed Price		\$362,998	\$373,773	+ 3.0%	\$471,184	\$444,219	- 5.7%
Percent of Current List Price Received		95.3%	95.3%	0.0%	95.5%	95.1%	- 0.4%
Inventory of Homes for Sale		2,833	2,394	- 15.5%	—	—	—
Months Supply of Inventory		7.1	5.9	- 16.9%	—	—	—

Overall Closed Sales

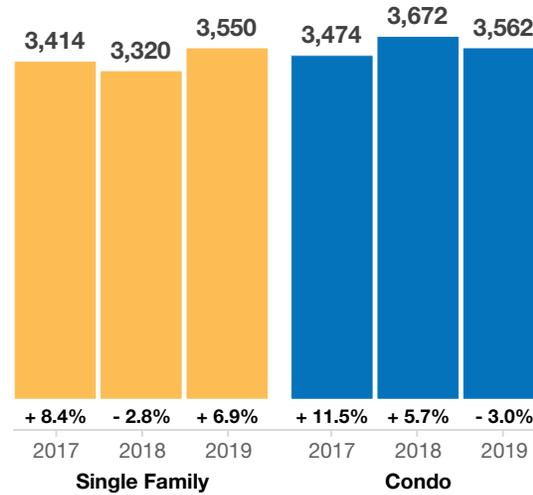
A count of the actual sales that closed in a given month.



August

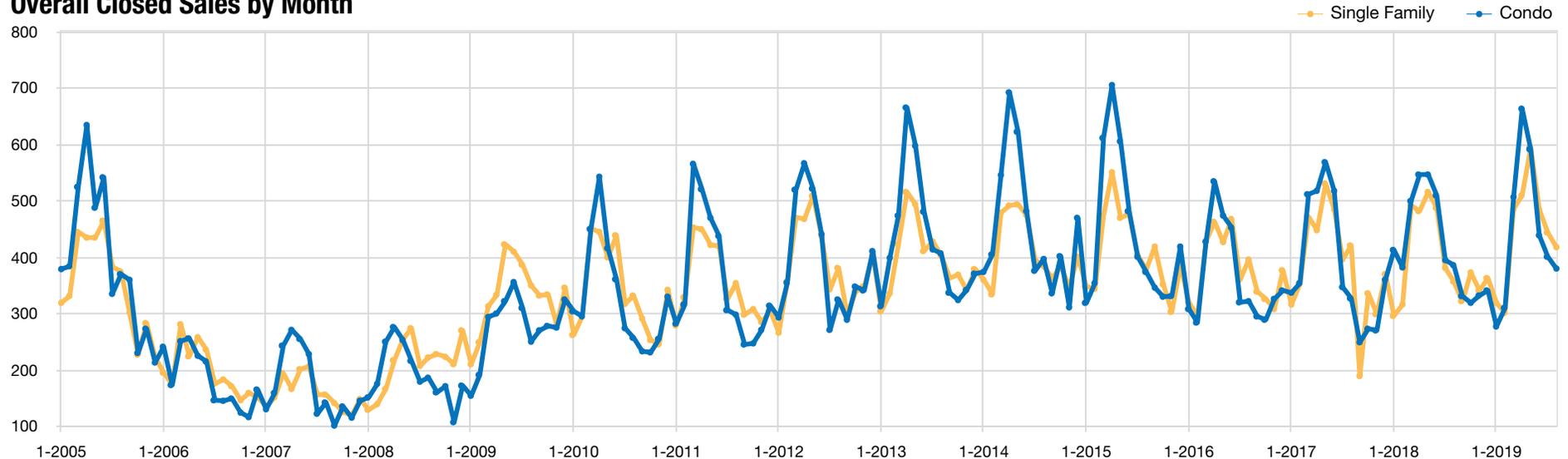


Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2018	321	+ 70.7%	330	+ 33.1%
Oct-2018	372	+ 11.0%	318	+ 16.9%
Nov-2018	340	+ 14.1%	331	+ 23.0%
Dec-2018	362	- 1.9%	340	- 5.3%
Jan-2019	318	+ 7.8%	276	- 33.0%
Feb-2019	300	- 4.8%	309	- 18.9%
Mar-2019	485	- 1.2%	506	+ 1.4%
Apr-2019	509	+ 5.8%	663	+ 21.4%
May-2019	594	+ 15.3%	591	+ 8.2%
Jun-2019	484	- 0.6%	438	- 13.9%
Jul-2019	443	+ 16.6%	400	+ 1.5%
Aug-2019	417	+ 17.1%	379	- 1.6%
12-Month Avg	412	+ 9.6%	407	+ 1.2%

Overall Closed Sales by Month



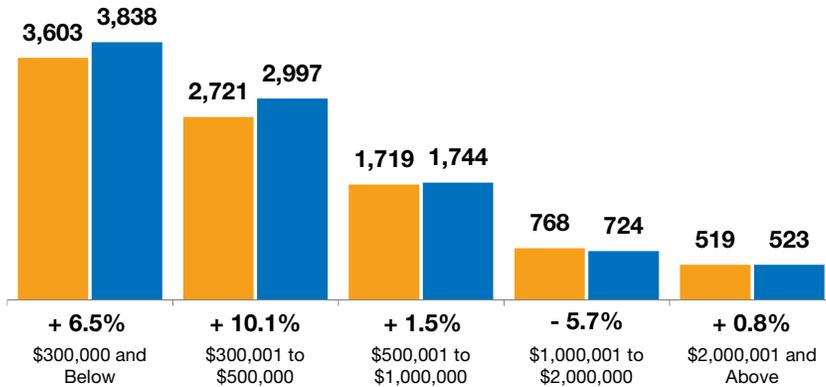
Overall Closed Sales by Price Range

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



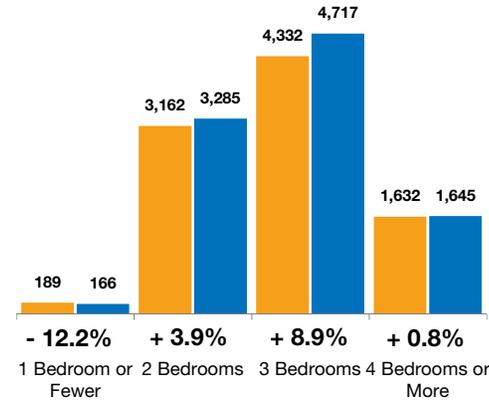
By Price Range

8-2018 8-2019



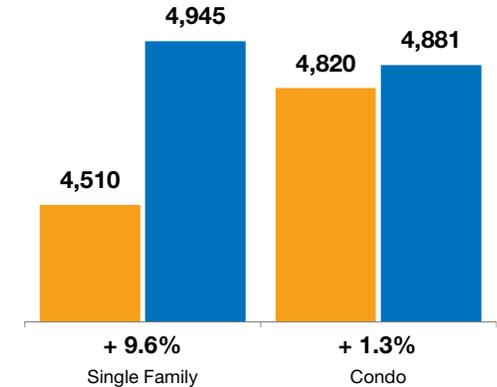
By Bedroom Count

8-2018 8-2019



By Property Type

8-2018 8-2019



All Properties

By Price Range

	8-2018	8-2019	Change
\$300,000 and Below	3,603	3,838	+ 6.5%
\$300,001 to \$500,000	2,721	2,997	+ 10.1%
\$500,001 to \$1,000,000	1,719	1,744	+ 1.5%
\$1,000,001 to \$2,000,000	768	724	- 5.7%
\$2,000,001 and Above	519	523	+ 0.8%
All Price Ranges	9,330	9,826	+ 5.3%

Single Family

	8-2018	8-2019	Change
1 Bedroom or Fewer	930	1,085	+ 16.7%
2 Bedrooms	1,636	1,877	+ 14.7%
3 Bedrooms	1,157	1,185	+ 2.4%
4 Bedrooms or More	407	427	+ 4.9%
All Single Family	4,510	4,945	+ 9.6%

Condo

	8-2018	8-2019	Change
1 Bedroom or Fewer	2673	2753	+ 3.0%
2 Bedrooms	1085	1120	+ 3.2%
3 Bedrooms	562	559	- 0.5%
4 Bedrooms or More	361	297	- 17.7%
All Condo	4,820	4,881	+ 1.3%

By Bedroom Count

	8-2018	8-2019	Change
1 Bedroom or Fewer	189	166	- 12.2%
2 Bedrooms	3,162	3,285	+ 3.9%
3 Bedrooms	4,332	4,717	+ 8.9%
4 Bedrooms or More	1,632	1,645	+ 0.8%
All Bedroom Counts	9,330	9,826	+ 5.3%

	8-2018	8-2019	Change
1 Bedroom or Fewer	20	23	+ 15.0%
2 Bedrooms	463	494	+ 6.7%
3 Bedrooms	2,554	2,880	+ 12.8%
4 Bedrooms or More	1,472	1,546	+ 5.0%
All Single Family	4,510	4,945	+ 9.6%

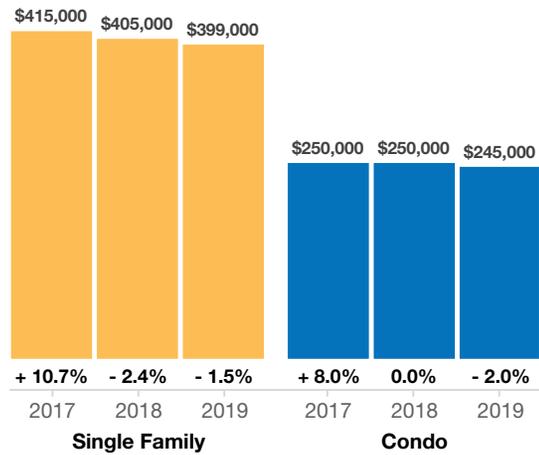
	8-2018	8-2019	Change
1 Bedroom or Fewer	169	143	- 15.4%
2 Bedrooms	2,699	2,791	+ 3.4%
3 Bedrooms	1,778	1,837	+ 3.3%
4 Bedrooms or More	160	99	- 38.1%
All Condo	4,820	4,881	+ 1.3%

Overall Median Closed Price

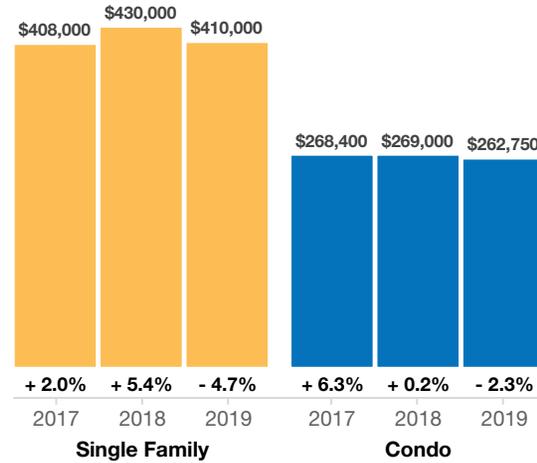
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



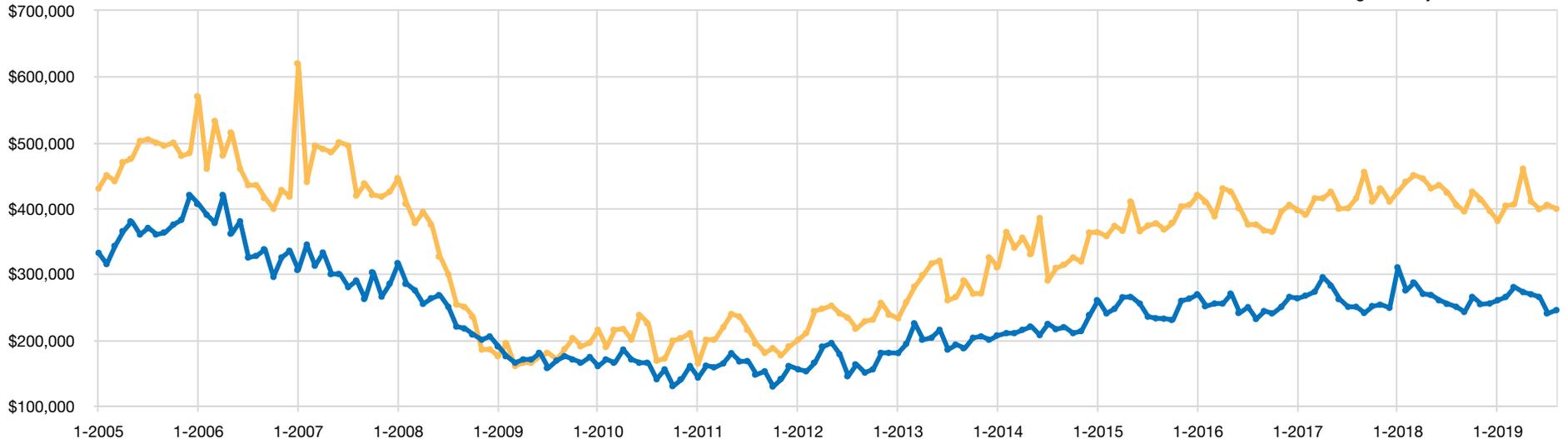
Year-to-Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2018	\$395,000	- 13.2%	\$242,250	+ 0.6%
Oct-2018	\$425,000	+ 3.7%	\$265,000	+ 5.5%
Nov-2018	\$413,000	- 4.0%	\$254,000	+ 0.3%
Dec-2018	\$395,900	- 3.4%	\$255,000	+ 2.6%
Jan-2019	\$380,500	- 10.5%	\$260,000	- 16.1%
Feb-2019	\$403,750	- 8.2%	\$265,000	- 3.6%
Mar-2019	\$405,500	- 9.9%	\$280,000	- 2.4%
Apr-2019	\$460,000	+ 3.4%	\$272,500	+ 1.0%
May-2019	\$410,000	- 4.7%	\$269,000	+ 0.4%
Jun-2019	\$398,450	- 8.4%	\$265,000	+ 1.9%
Jul-2019	\$405,000	- 4.4%	\$240,000	- 5.7%
Aug-2019	\$399,000	- 1.5%	\$245,000	- 2.0%
12-Month Avg*	\$410,000	- 4.7%	\$260,000	- 1.0%

* Median Closed Price for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Overall Median Closed Price by Month



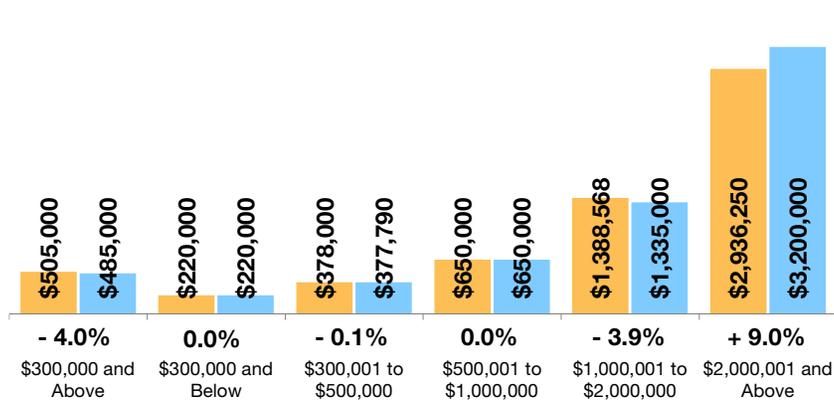
Overall Median Closed Price by Price Range

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



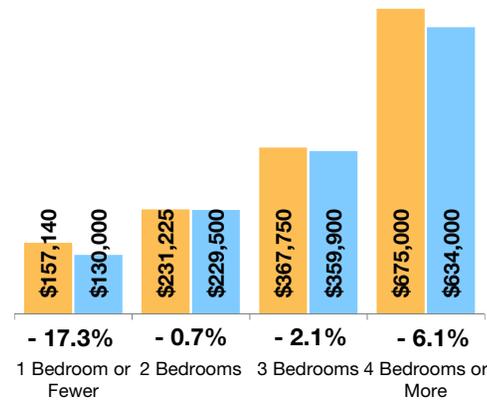
By Price Range

8-2018 8-2019



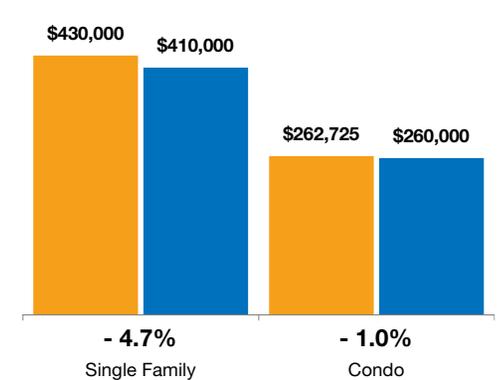
By Bedroom Count

8-2018 8-2019



By Property Type

8-2018 8-2019



All Properties

By Price Range	8-2018	8-2019	Change
\$300,000 and Above	\$505,000	\$485,000	- 4.0%
\$300,000 and Below	\$220,000	\$220,000	0.0%
\$300,001 to \$500,000	\$378,000	\$377,790	- 0.1%
\$500,001 to \$1,000,000	\$650,000	\$650,000	0.0%
\$1,000,001 to \$2,000,000	\$1,388,568	\$1,335,000	- 3.9%
\$2,000,001 and Above	\$2,936,250	\$3,200,000	+ 9.0%
All Price Ranges	\$336,000	\$332,500	- 1.0%

Single Family

8-2018	8-2019	Change	8-2018	8-2019	Change
\$505,000	\$488,000	- 3.4%	\$500,000	\$475,000	- 5.0%
\$257,000	\$260,000	+ 1.2%	\$202,500	\$200,000	- 1.2%
\$388,000	\$385,000	- 0.8%	\$360,000	\$365,000	+ 1.4%
\$642,000	\$649,000	+ 1.1%	\$680,000	\$660,000	- 2.9%
\$1,340,000	\$1,350,000	+ 0.7%	\$1,475,000	\$1,323,750	- 10.3%
\$3,250,000	\$3,350,000	+ 3.1%	\$2,547,500	\$2,825,000	+ 10.9%
\$430,000	\$410,000	- 4.7%	\$262,725	\$260,000	- 1.0%

Condo

By Bedroom Count	8-2018	8-2019	Change
1 Bedroom or Fewer	\$157,140	\$130,000	- 17.3%
2 Bedrooms	\$231,225	\$229,500	- 0.7%
3 Bedrooms	\$367,750	\$359,900	- 2.1%
4 Bedrooms or More	\$675,000	\$634,000	- 6.1%
All Bedroom Counts	\$336,000	\$332,500	- 1.0%

8-2018	8-2019	Change	8-2018	8-2019	Change
\$86,000	\$84,500	- 1.7%	\$160,000	\$135,000	- 15.6%
\$280,000	\$278,245	- 0.6%	\$222,000	\$220,000	- 0.9%
\$390,000	\$375,000	- 3.8%	\$320,000	\$325,000	+ 1.6%
\$645,000	\$630,000	- 2.3%	\$1,750,000	\$765,000	- 56.3%
\$430,000	\$410,000	- 4.7%	\$262,725	\$260,000	- 1.0%

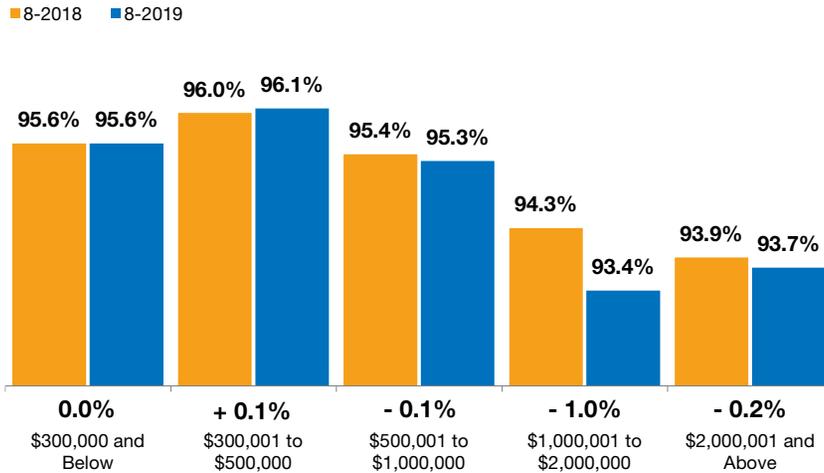


Overall Percent of Current List Price Received by Price Range

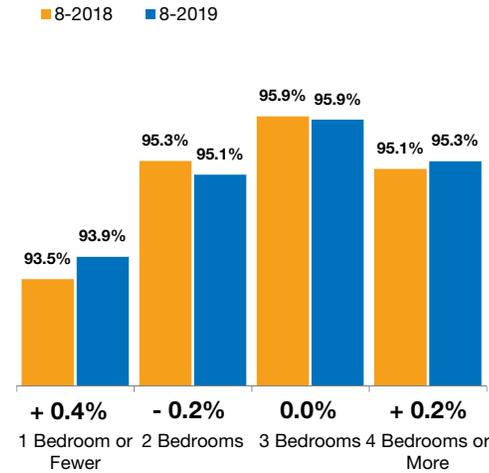
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.



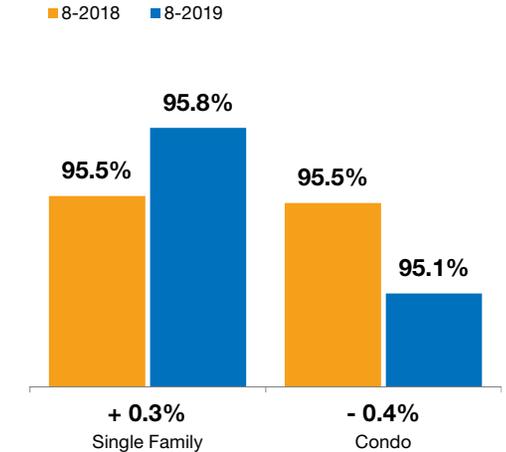
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2018	8-2019	Change
\$300,000 and Below	95.6%	95.6%	0.0%
\$300,001 to \$500,000	96.0%	96.1%	+ 0.1%
\$500,001 to \$1,000,000	95.4%	95.3%	- 0.1%
\$1,000,001 to \$2,000,000	94.3%	93.4%	- 1.0%
\$2,000,001 and Above	93.9%	93.7%	- 0.2%
All Price Ranges	95.5%	95.5%	0.0%

Single Family

8-2018	8-2019	Change
96.2%	96.6%	+ 0.4%
96.2%	96.3%	+ 0.1%
95.4%	95.5%	+ 0.1%
93.0%	93.1%	+ 0.1%
93.2%	93.5%	+ 0.3%
95.5%	95.8%	+ 0.3%

Condo

8-2018	8-2019	Change
95.4%	95.1%	- 0.3%
95.8%	95.7%	- 0.1%
95.4%	95.0%	- 0.4%
95.8%	93.8%	- 2.1%
95.9%	94.4%	- 1.6%
95.5%	95.1%	- 0.4%

By Bedroom Count

8-2018	8-2019	Change
93.5%	93.9%	+ 0.4%
95.3%	95.1%	- 0.2%
95.9%	95.9%	0.0%
95.1%	95.3%	+ 0.2%
95.5%	95.5%	0.0%

8-2018	8-2019	Change
88.0%	91.4%	+ 3.9%
94.5%	94.6%	+ 0.1%
96.1%	96.3%	+ 0.2%
94.9%	95.3%	+ 0.4%
95.5%	95.8%	+ 0.3%

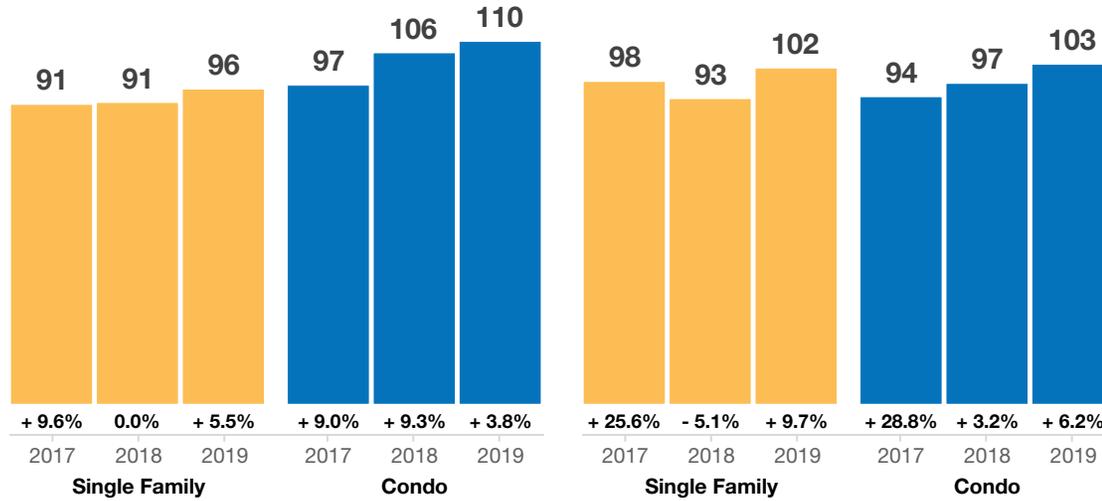
8-2018	8-2019	Change
94.2%	94.3%	+ 0.1%
95.4%	95.2%	- 0.2%
95.6%	95.3%	- 0.3%
97.4%	94.4%	- 3.1%
95.5%	95.1%	- 0.4%

Overall Days on Market Until Sale

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



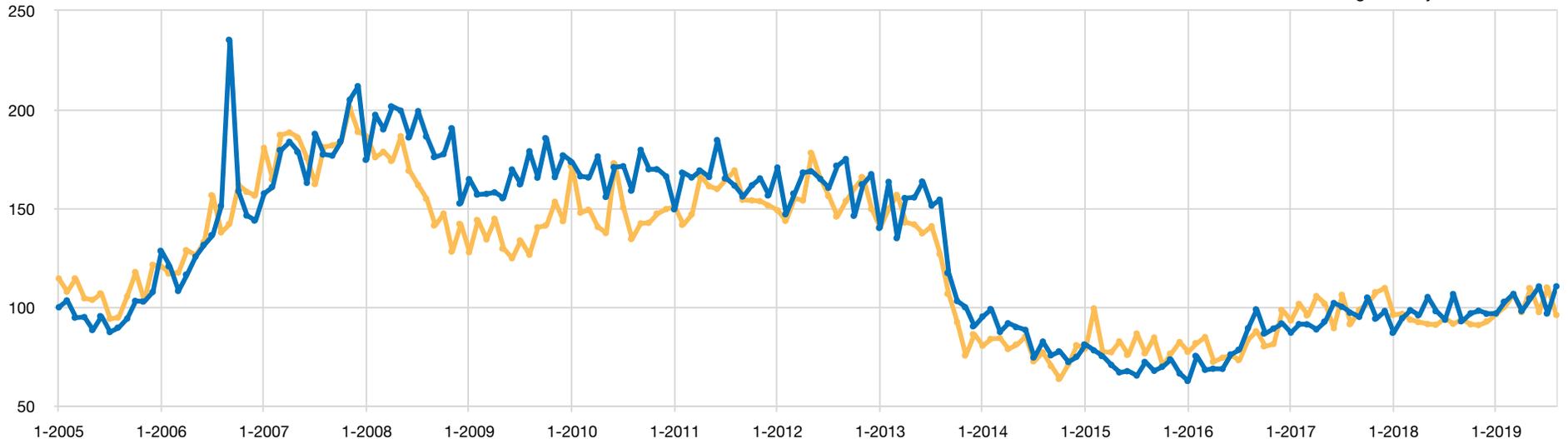
August



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2018	94	- 5.1%	93	- 2.1%
Oct-2018	91	- 10.8%	97	- 7.6%
Nov-2018	91	- 15.0%	98	+ 4.3%
Dec-2018	93	- 15.5%	96	- 2.0%
Jan-2019	96	0.0%	97	+ 11.5%
Feb-2019	100	+ 4.2%	103	+ 9.6%
Mar-2019	106	+ 14.0%	107	+ 9.2%
Apr-2019	97	+ 5.4%	98	+ 2.1%
May-2019	110	+ 20.9%	104	- 1.0%
Jun-2019	97	+ 6.6%	110	+ 12.2%
Jul-2019	110	+ 17.0%	97	+ 4.3%
Aug-2019	96	+ 5.5%	110	+ 3.8%
12-Month Avg*	99	+ 3.2%	101	+ 3.7%

* Days on Market for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month



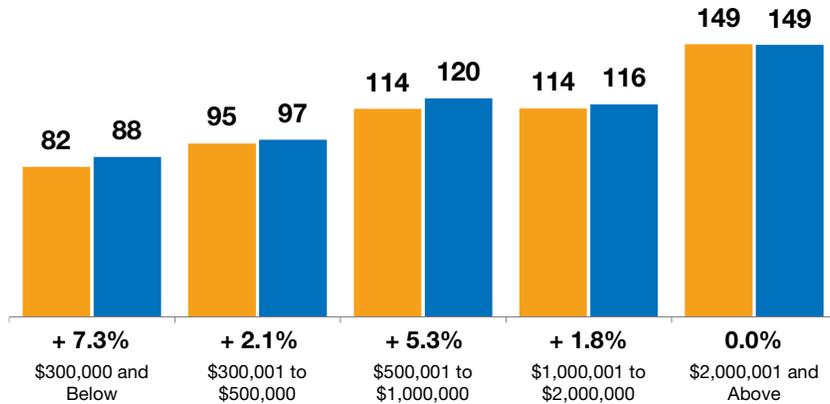
Overall Days on Market Until Sale by Price Range

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



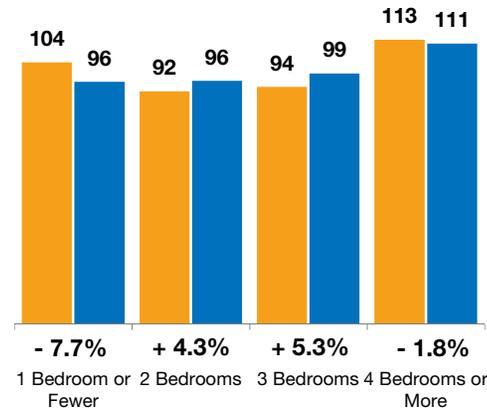
By Price Range

8-2018 8-2019



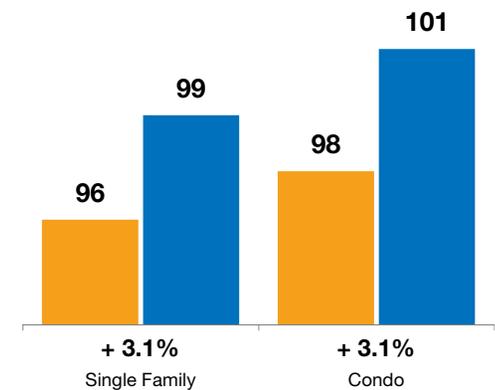
By Bedroom Count

8-2018 8-2019



By Property Type

8-2018 8-2019



All Properties

By Price Range

	8-2018	8-2019	Change
\$300,000 and Below	82	88	+ 7.3%
\$300,001 to \$500,000	95	97	+ 2.1%
\$500,001 to \$1,000,000	114	120	+ 5.3%
\$1,000,001 to \$2,000,000	114	116	+ 1.8%
\$2,000,001 and Above	149	149	0.0%
All Price Ranges	97	100	+ 3.1%

Single Family

	8-2018	8-2019	Change
1 Bedroom or 2 Bedrooms Fewer	63	72	+ 14.3%
3 Bedrooms	89	95	+ 6.7%
4 Bedrooms or More	109	115	+ 5.5%
4 Bedrooms or More	126	118	- 6.3%
4 Bedrooms or More	163	161	- 1.2%
All Single Family	96	99	+ 3.1%

Condo

	8-2018	8-2019	Change
1 Bedroom or 2 Bedrooms Fewer	90	94	+ 4.4%
3 Bedrooms	105	101	- 3.8%
4 Bedrooms or More	123	130	+ 5.7%
4 Bedrooms or More	100	114	+ 14.0%
4 Bedrooms or More	111	120	+ 8.1%
All Condo	98	101	+ 3.1%

By Bedroom Count

	8-2018	8-2019	Change
1 Bedroom or Fewer	104	96	- 7.7%
2 Bedrooms	92	96	+ 4.3%
3 Bedrooms	94	99	+ 5.3%
4 Bedrooms or More	113	111	- 1.8%
All Bedroom Counts	97	100	+ 3.1%

	8-2018	8-2019	Change
1 Bedroom or Fewer	180	114	- 36.7%
2 Bedrooms	85	86	+ 1.2%
3 Bedrooms	87	95	+ 9.2%
4 Bedrooms or More	114	111	- 2.6%
All Single Family	96	99	+ 3.1%

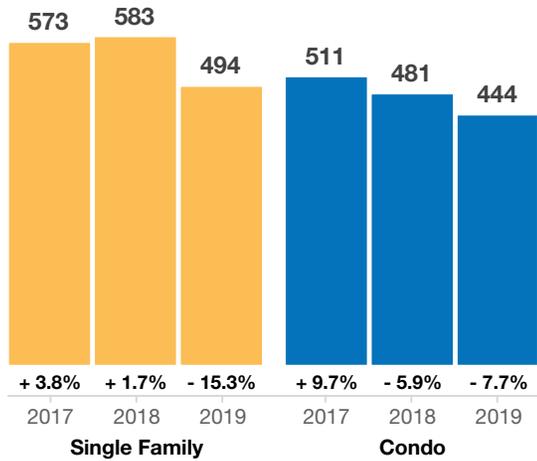
	8-2018	8-2019	Change
1 Bedroom or Fewer	95	93	- 1.4%
2 Bedrooms	93	98	+ 5.1%
3 Bedrooms	104	106	+ 1.9%
4 Bedrooms or More	98	107	+ 9.7%
All Condo	98	101	+ 3.1%

Overall New Listings by Month

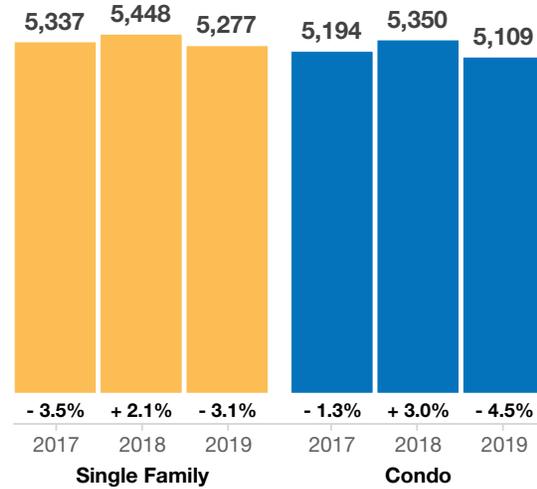
A count of the properties that have been newly listed on the market in a given month.



August

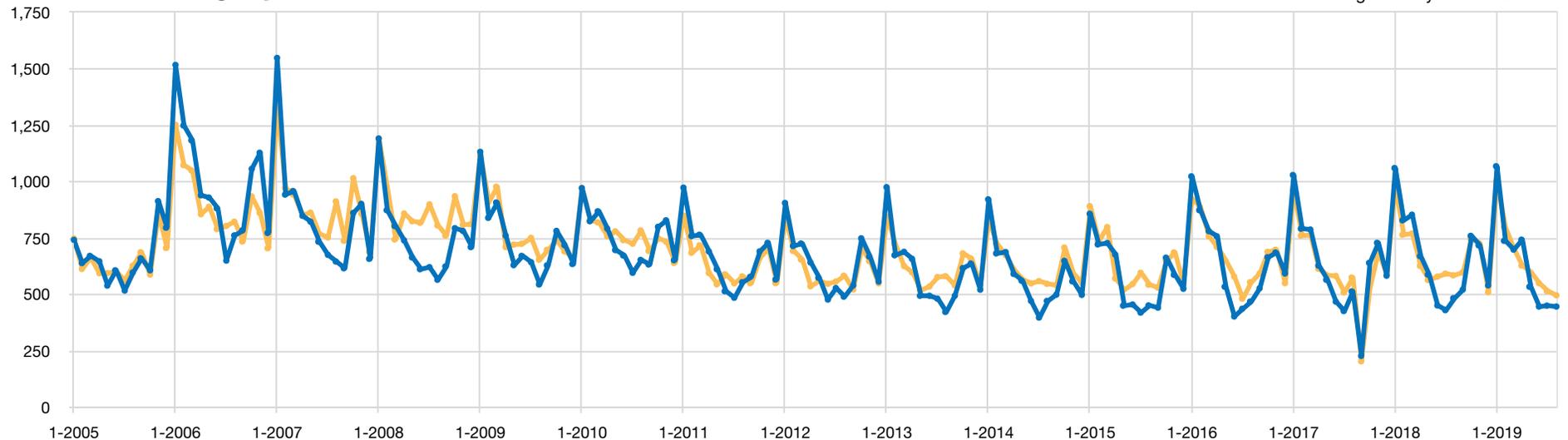


Year-to-Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2018	596	+ 196.5%	519	+ 130.7%
Oct-2018	744	+ 41.7%	758	+ 18.8%
Nov-2018	726	+ 5.7%	716	- 1.5%
Dec-2018	508	- 13.3%	538	- 7.4%
Jan-2019	1,000	+ 2.0%	1,067	+ 0.8%
Feb-2019	797	+ 4.5%	736	- 11.0%
Mar-2019	701	- 8.7%	697	- 18.2%
Apr-2019	626	+ 0.2%	741	+ 10.9%
May-2019	598	+ 6.4%	532	- 9.2%
Jun-2019	548	- 5.0%	444	- 1.1%
Jul-2019	513	- 13.1%	448	+ 4.7%
Aug-2019	494	- 15.3%	444	- 7.7%
12-Month Avg	654	+ 5.3%	637	+ 1.6%

Overall New Listings by Month

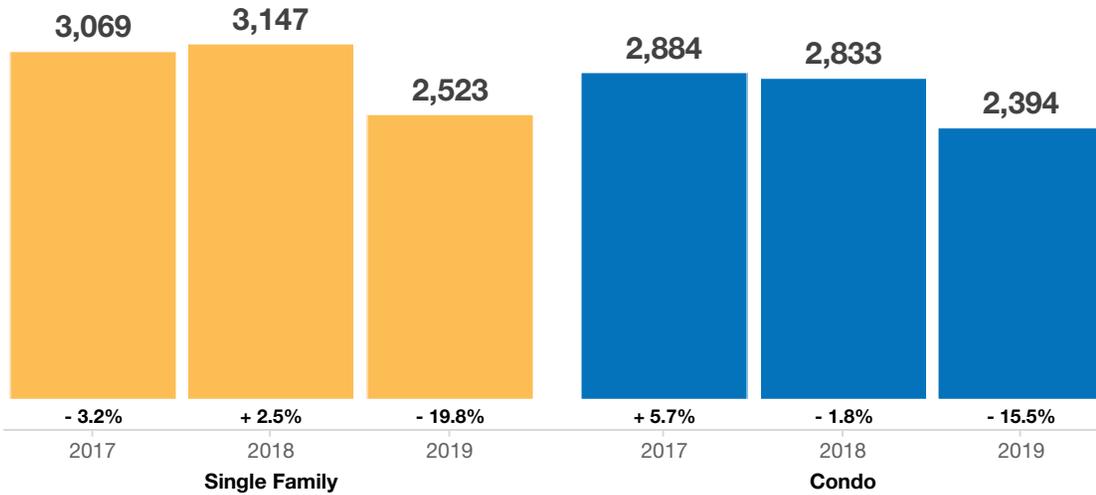


Overall Inventory of Homes for Sale

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

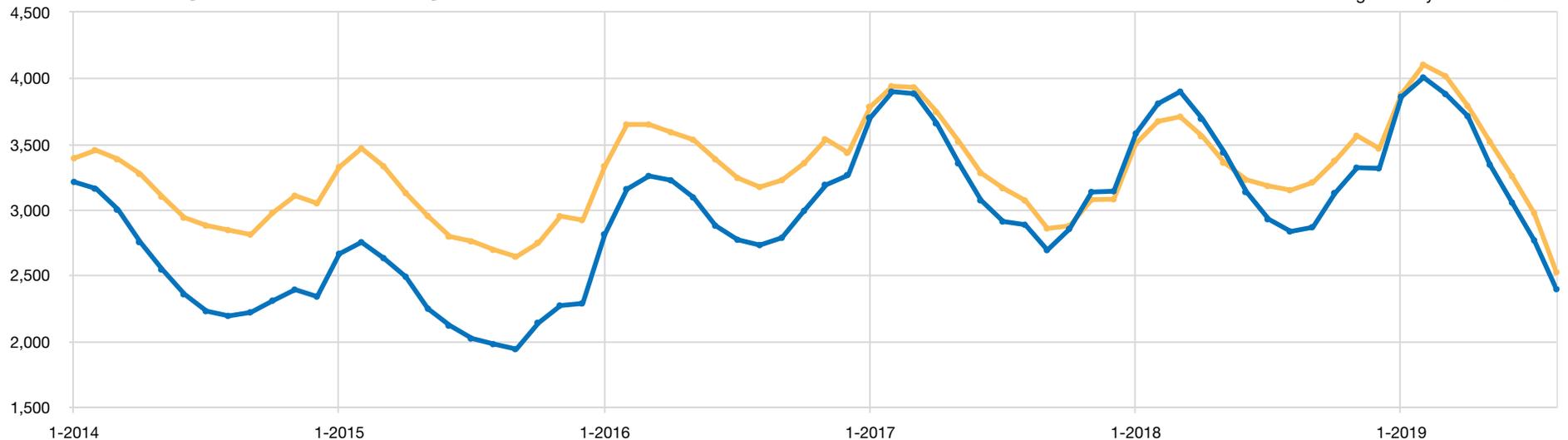


August



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2018	3,206	+ 12.3%	2,865	+ 6.5%
Oct-2018	3,370	+ 17.2%	3,125	+ 9.6%
Nov-2018	3,561	+ 15.8%	3,318	+ 5.9%
Dec-2018	3,464	+ 12.5%	3,313	+ 5.5%
Jan-2019	3,878	+ 10.7%	3,858	+ 7.8%
Feb-2019	4,102	+ 11.7%	4,005	+ 5.2%
Mar-2019	4,015	+ 8.3%	3,879	- 0.5%
Apr-2019	3,788	+ 6.5%	3,711	+ 0.5%
May-2019	3,516	+ 4.8%	3,341	- 2.7%
Jun-2019	3,254	+ 0.9%	3,053	- 2.6%
Jul-2019	2,972	- 6.5%	2,765	- 5.5%
Aug-2019	2,523	- 19.8%	2,394	- 15.5%
12-Month Avg	3,471	+ 6.2%	3,302	+ 1.3%

Overall Inventory of Homes for Sale by Month



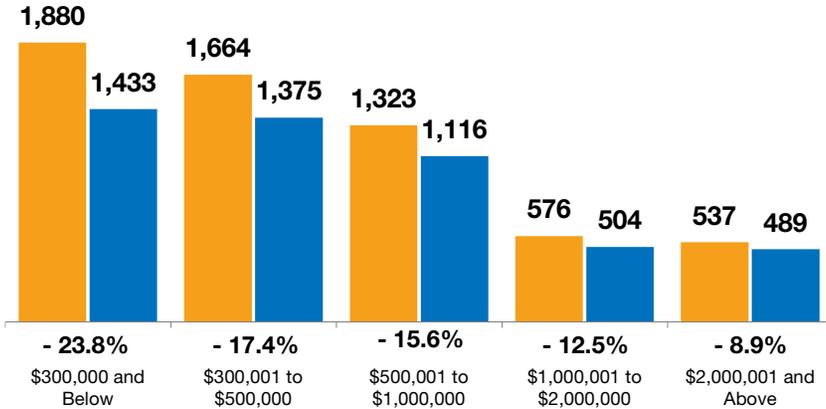
Overall Inventory of Homes for Sale by Price Range

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



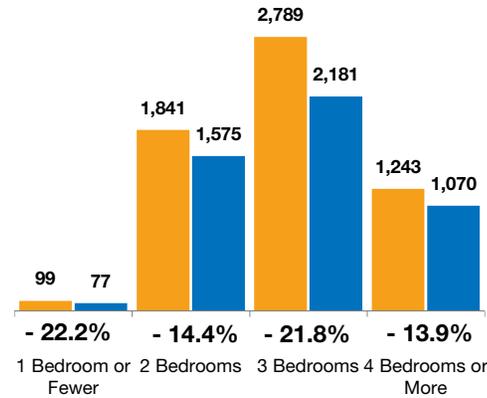
By Price Range

8-2018 8-2019



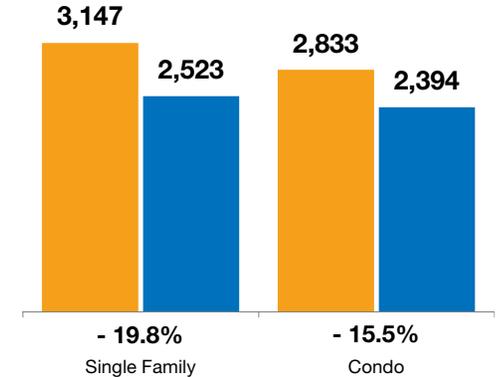
By Bedroom Count

8-2018 8-2019



By Property Type

8-2018 8-2019



All Properties

By Price Range

	8-2018	8-2019	Change
\$300,000 and Below	1,880	1,433	- 23.8%
\$300,001 to \$500,000	1,664	1,375	- 17.4%
\$500,001 to \$1,000,000	1,323	1,116	- 15.6%
\$1,000,001 to \$2,000,000	576	504	- 12.5%
\$2,000,001 and Above	537	489	- 8.9%
All Price Ranges	5,980	4,917	- 17.8%

Single Family

	8-2018	8-2019	Change
1 Bedroom or Fewer	99	77	- 22.2%
2 Bedrooms	1,841	1,575	- 14.4%
3 Bedrooms	2,789	2,181	- 21.8%
4 Bedrooms or More	1,243	1,070	- 13.9%
All Single Family	3,147	2,523	- 19.8%

Condo

	8-2018	8-2019	Change
1 Bedroom or Fewer	74	62	- 16.2%
2 Bedrooms	1,568	1,352	- 13.8%
3 Bedrooms	1,104	927	- 16.0%
4 Bedrooms or More	81	66	- 18.5%
All Condo	2,833	2,394	- 15.5%

By Bedroom Count

	8-2018	8-2019	Change
1 Bedroom or Fewer	99	77	- 22.2%
2 Bedrooms	1,841	1,575	- 14.4%
3 Bedrooms	2,789	2,181	- 21.8%
4 Bedrooms or More	1,243	1,070	- 13.9%
All Bedroom Counts	5,980	4,917	- 17.8%

	8-2018	8-2019	Change
1 Bedroom or Fewer	25	15	- 40.0%
2 Bedrooms	273	223	- 18.3%
3 Bedrooms	1,685	1,278	- 24.2%
4 Bedrooms or More	1,162	1,004	- 13.6%
All Single Family	3,147	2,523	- 19.8%

Listing and Sales Summary Report

August 2019



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Aug-19	Aug-18	% Change	Aug-19	Aug-18	% Change	Aug-19	Aug-18	% Change	Aug-19	Aug-18	% Change
Overall Naples Market*	\$317,918	\$318,500	-0.2%	796	741	+7.4%	4,917	5,980	-17.8%	103	99	+4.0%
Collier County	\$330,000	\$329,000	+0.3%	873	805	+8.4%	5,494	6,653	-17.4%	104	103	+1.0%
Ave Maria	\$285,000	\$254,325	+12.1%	15	14	+7.1%	88	86	+2.3%	98	79	+24.1%
Central Naples	\$267,500	\$258,500	+3.5%	114	130	-12.3%	602	812	-25.9%	96	94	+2.1%
East Naples	\$310,000	\$324,250	-4.4%	186	152	+22.4%	984	1,323	-25.6%	93	99	-6.1%
Everglades City	--	--	--	0	0	--	6	4	+50.0%	--	--	--
Immokalee	\$216,900	\$184,400	+17.6%	1	4	-75.0%	21	26	-19.2%	0	20	-100.0%
Immokalee / Ave Maria	\$281,500	\$245,000	+14.9%	16	17	-5.9%	109	111	-1.8%	92	66	+39.4%
Naples	\$318,000	\$320,000	-0.6%	780	724	+7.7%	4,807	5,871	-18.1%	103	100	+3.0%
Naples Beach	\$646,000	\$675,000	-4.3%	105	103	+1.9%	1,097	1,218	-9.9%	126	104	+21.2%
North Naples	\$350,500	\$353,250	-0.8%	242	218	+11.0%	1,319	1,549	-14.8%	113	101	+11.9%
South Naples	\$248,000	\$257,000	-3.5%	133	121	+9.9%	806	967	-16.6%	86	103	-16.5%
34102	\$737,500	\$765,000	-3.6%	28	24	+16.7%	361	455	-20.7%	205	95	+115.8%
34103	\$699,500	\$485,000	+44.2%	31	29	+6.9%	297	320	-7.2%	92	117	-21.4%
34104	\$255,000	\$231,500	+10.2%	61	56	+8.9%	256	336	-23.8%	86	98	-12.2%
34105	\$260,000	\$244,835	+6.2%	33	54	-38.9%	267	334	-20.1%	118	103	+14.6%
34108	\$582,500	\$738,750	-21.2%	46	50	-8.0%	439	443	-0.9%	103	100	+3.0%
34109	\$310,000	\$320,000	-3.1%	57	49	+16.3%	283	381	-25.7%	131	95	+37.9%
34110	\$322,000	\$380,000	-15.3%	82	71	+15.5%	522	513	+1.8%	107	116	-7.8%
34112	\$202,500	\$215,000	-5.8%	73	65	+12.3%	367	469	-21.7%	89	83	+7.2%
34113	\$341,000	\$306,500	+11.3%	60	56	+7.1%	439	498	-11.8%	83	126	-34.1%
34114	\$315,918	\$350,500	-9.9%	70	60	+16.7%	445	597	-25.5%	128	130	-1.5%
34116	\$295,000	\$279,000	+5.7%	20	20	0.0%	79	142	-44.4%	88	57	+54.4%
34117	\$299,000	\$350,000	-14.6%	37	17	+117.6%	98	155	-36.8%	48	64	-25.0%
34119	\$395,000	\$342,500	+15.3%	103	98	+5.1%	514	655	-21.5%	109	93	+17.2%
34120	\$310,000	\$302,500	+2.5%	79	75	+5.3%	441	571	-22.8%	83	83	0.0%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$281,500	\$245,000	+14.9%	16	17	-5.9%	109	111	-1.8%	92	66	+39.4%

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

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Naples Beach

34102, 34103, 34108

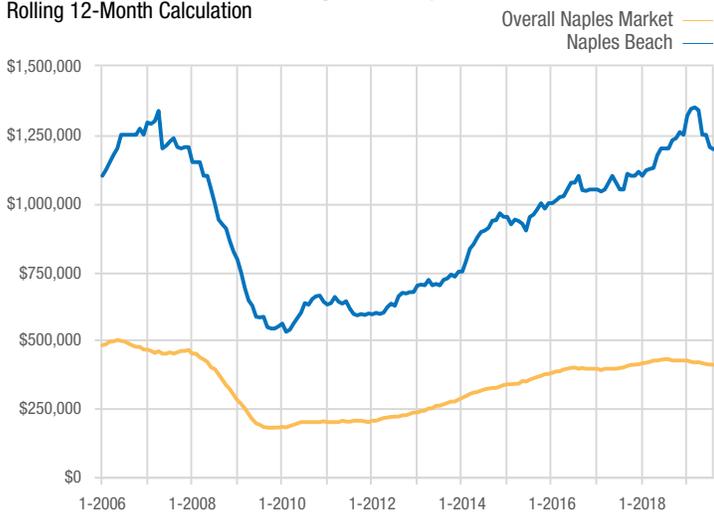
Single Family	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	72	48	- 33.3%	801	762	- 4.9%
Closed Sales	39	44	+ 12.8%	508	526	+ 3.5%
Days on Market Until Sale	101	140	+ 38.6%	108	126	+ 16.7%
Median Closed Price*	\$950,000	\$608,000	- 36.0%	\$1,315,000	\$1,200,000	- 8.7%
Average Closed Price*	\$1,936,551	\$1,761,108	- 9.1%	\$2,260,667	\$2,258,891	- 0.1%
Percent of Current List Price Received*	94.2%	93.0%	- 1.3%	93.9%	94.0%	+ 0.1%
Inventory of Homes for Sale Months	525	445	- 15.2%	—	—	—
Supply of Inventory	9.4	7.8	- 17.0%	—	—	—

Condo	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	114	84	- 26.3%	1,241	1,164	- 6.2%
Closed Sales	64	61	- 4.7%	829	781	- 5.8%
Days on Market Until Sale	106	117	+ 10.4%	105	113	+ 7.6%
Median Closed Price*	\$528,750	\$660,000	+ 24.8%	\$650,000	\$705,000	+ 8.5%
Average Closed Price*	\$755,610	\$962,982	+ 27.4%	\$913,390	\$1,043,322	+ 14.2%
Percent of Current List Price Received*	94.9%	94.1%	- 0.8%	95.0%	94.4%	- 0.6%
Inventory of Homes for Sale Months	693	652	- 5.9%	—	—	—
Supply of Inventory	8.1	7.6	- 6.2%	—	—	—

* 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.

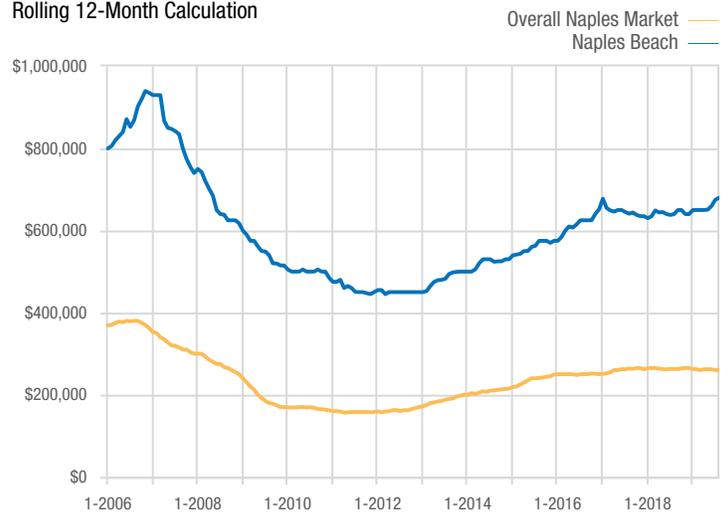
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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North Naples

34109, 34110, 34119

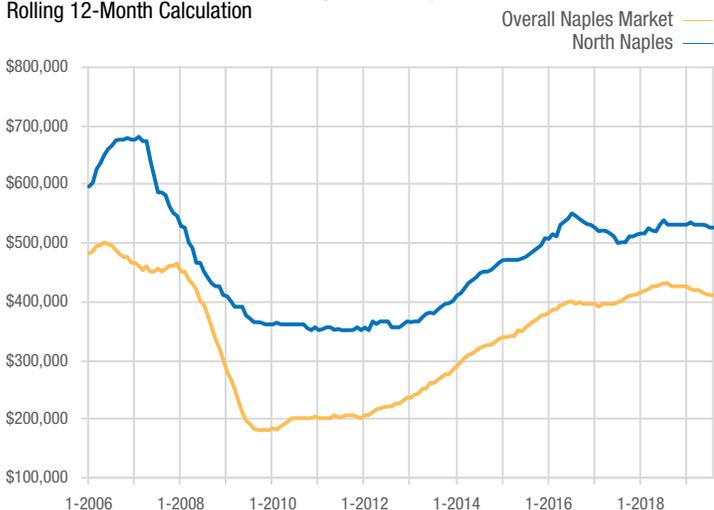
Single Family	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	118	120	+ 1.7%	1,449	1,346	- 7.1%
Closed Sales	96	111	+ 15.6%	888	878	- 1.1%
Days on Market Until Sale	96	109	+ 13.5%	101	106	+ 5.0%
Median Closed Price*	\$462,500	\$500,000	+ 8.1%	\$530,000	\$526,000	- 0.8%
Average Closed Price*	\$612,143	\$707,058	+ 15.5%	\$765,317	\$721,628	- 5.7%
Percent of Current List Price Received*	95.2%	95.2%	0.0%	95.0%	95.1%	+ 0.1%
Inventory of Homes for Sale	813	679	- 16.5%	—	—	—
Months Supply of Inventory	8.2	6.6	- 19.5%	—	—	—

Condo	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	136	134	- 1.5%	1,497	1,415	- 5.5%
Total Sales	122	131	+ 7.4%	1,142	968	- 15.2%
Days on Market Until Sale	104	117	+ 12.5%	91	104	+ 14.3%
Median Closed Price*	\$256,700	\$252,500	- 1.6%	\$280,000	\$268,000	- 4.3%
Average Closed Price*	\$352,945	\$314,910	- 10.8%	\$495,899	\$347,564	- 29.9%
Percent of Current List Price Received*	95.2%	95.5%	+ 0.3%	96.0%	95.4%	- 0.6%
Inventory of Homes for Sale	736	640	- 13.0%	—	—	—
Months Supply of Inventory	5.8	5.7	- 1.7%	—	—	—

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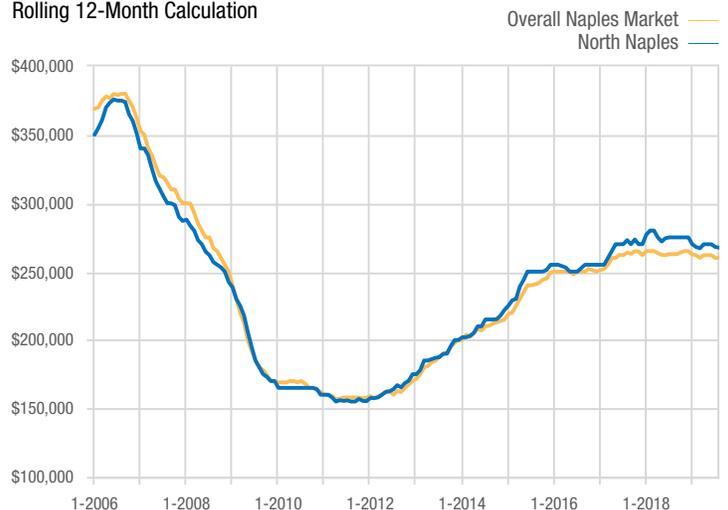
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

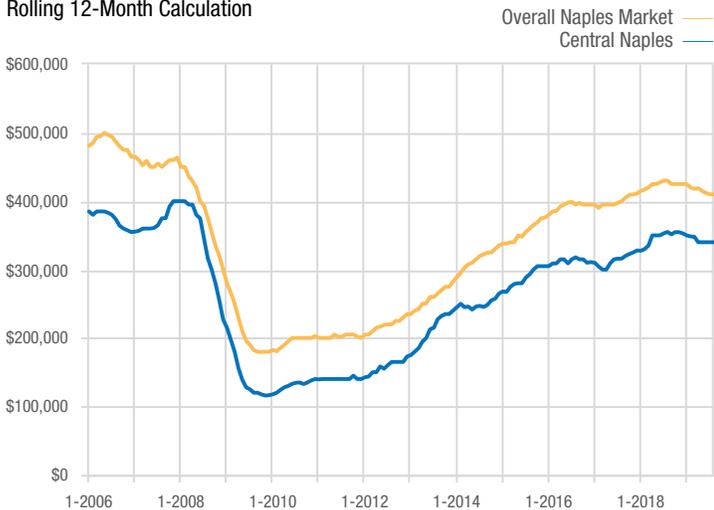
Single Family	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	93	74	- 20.4%	774	745	- 3.7%
Closed Sales	53	54	+ 1.9%	472	491	+ 4.0%
Days on Market Until Sale	86	93	+ 8.1%	79	90	+ 13.9%
Median Closed Price*	\$360,000	\$333,750	- 7.3%	\$353,750	\$330,000	- 6.7%
Average Closed Price*	\$505,619	\$518,015	+ 2.5%	\$606,726	\$517,220	- 14.8%
Percent of List Price Received*	96.5%	95.8%	- 0.7%	96.0%	96.1%	+ 0.1%
Inventory of Homes for Sale Months	400	319	- 20.3%	—	—	—
Supply of Inventory	7.4	5.4	- 27.0%	—	—	—

Condo	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	69	69	0.0%	877	734	- 16.3%
Closed Sales	77	60	- 22.1%	606	571	- 5.8%
Days on Market Until Sale	99	98	- 1.0%	88	94	+ 6.8%
Median Closed Price*	\$185,000	\$200,000	+ 8.1%	\$190,750	\$187,000	- 2.0%
Average Closed Price*	\$241,712	\$200,799	- 16.9%	\$226,437	\$214,428	- 5.3%
Percent of Current List Price Received*	95.7%	95.4%	- 0.3%	95.4%	95.3%	- 0.1%
Inventory of Homes for Sale Months	412	283	- 31.3%	—	—	—
Supply of Inventory	6.1	4.2	- 31.1%	—	—	—

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

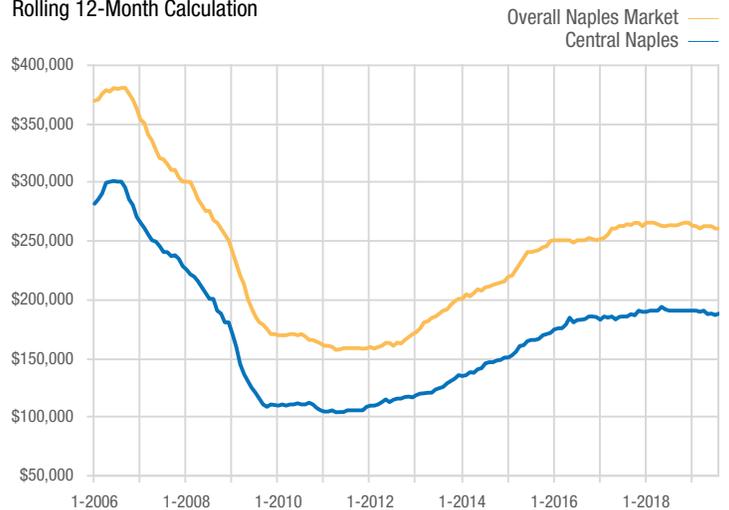
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – August 2019

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South Naples

34112, 34113

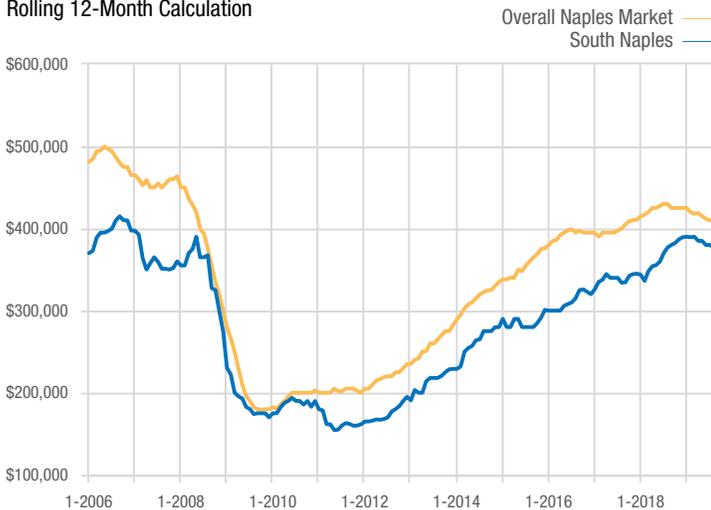
Single Family	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	64	52	- 18.8%	638	661	+ 3.6%
Closed Sales	48	52	+ 8.3%	389	402	+ 3.3%
Days on Market Until Sale	109	76	- 30.3%	94	94	0.0%
Median Closed Price*	\$390,000	\$386,250	- 1.0%	\$389,000	\$363,500	- 6.6%
Average Closed Price*	\$409,306	\$477,778	+ 16.7%	\$482,558	\$461,980	- 4.3%
Percent of Current List Price Received*	94.9%	96.4%	+ 1.6%	95.4%	95.3%	- 0.1%
Inventory of Homes for Sale Months	388	293	- 24.5%	—	—	—
Supply of Inventory	8.8	6.4	- 27.3%	—	—	—

Condo	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	103	97	- 5.8%	1,073	1,175	+ 9.5%
Closed Sales	73	81	+ 11.0%	674	783	+ 16.2%
Days on Market Until Sale	99	93	- 6.1%	100	97	- 3.0%
Median Closed Price*	\$201,000	\$180,000	- 10.4%	\$210,000	\$200,000	- 4.8%
Average Closed Price*	\$223,625	\$210,316	- 6.0%	\$229,616	\$233,139	+ 1.5%
Percent of Current List Price Received*	95.1%	95.1%	0.0%	95.4%	95.0%	- 0.4%
Inventory of Homes for Sale Months	579	513	- 11.4%	—	—	—
Supply of Inventory	7.7	5.8	- 24.7%	—	—	—

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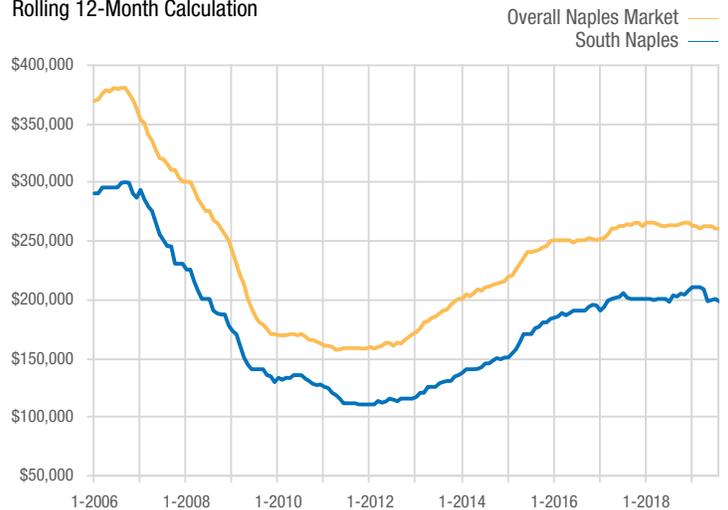
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

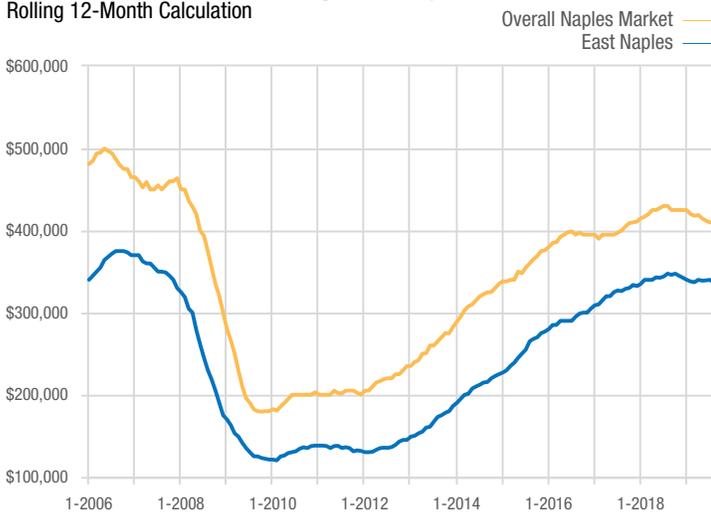
Single Family	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	219	173	- 21.0%	1,599	1,566	- 2.1%
Closed Sales	104	141	+ 35.6%	973	1,150	+ 18.2%
Days on Market Until Sale	81	82	+ 1.2%	86	97	+ 12.8%
Median Closed Price*	\$361,000	\$326,000	- 9.7%	\$345,000	\$338,000	- 2.0%
Average Closed Price*	\$424,665	\$383,360	- 9.7%	\$402,716	\$405,110	+ 0.6%
Percent of Current List Price Received*	96.9%	97.0%	+ 0.1%	96.6%	97.0%	+ 0.4%
Inventory of Homes for Sale Months	922	691	- 25.1%	—	—	—
Supply of Inventory	8.2	5.2	- 36.6%	—	—	—

Condo	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	59	58	- 1.7%	644	599	- 7.0%
Closed Sales	48	45	- 6.3%	413	448	+ 8.5%
Days on Market Until Sale	138	128	- 7.2%	109	102	- 6.4%
Median Closed Price*	\$276,250	\$268,000	- 3.0%	\$280,000	\$269,000	- 3.9%
Average Closed Price*	\$276,240	\$275,426	- 0.3%	\$274,066	\$276,256	+ 0.8%
Percent of Current List Price Received*	95.2%	96.2%	+ 1.1%	95.7%	95.7%	0.0%
Inventory of Homes for Sale Months	401	293	- 26.9%	—	—	—
Supply of Inventory	8.7	5.7	- 34.5%	—	—	—

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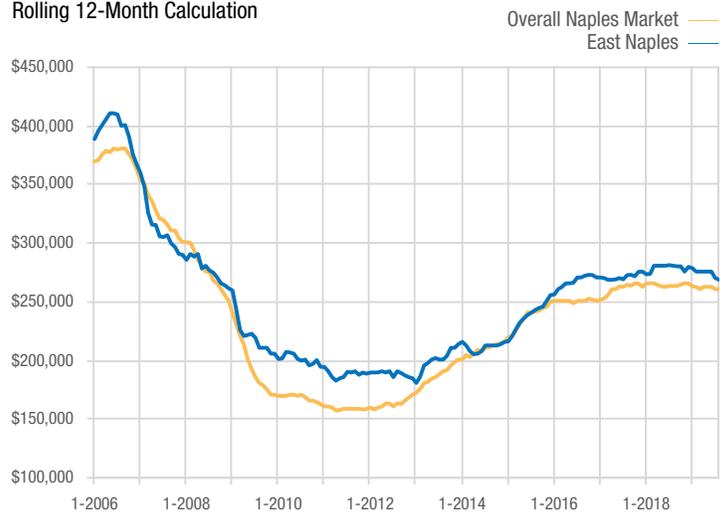
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Immokalee / Ave Maria

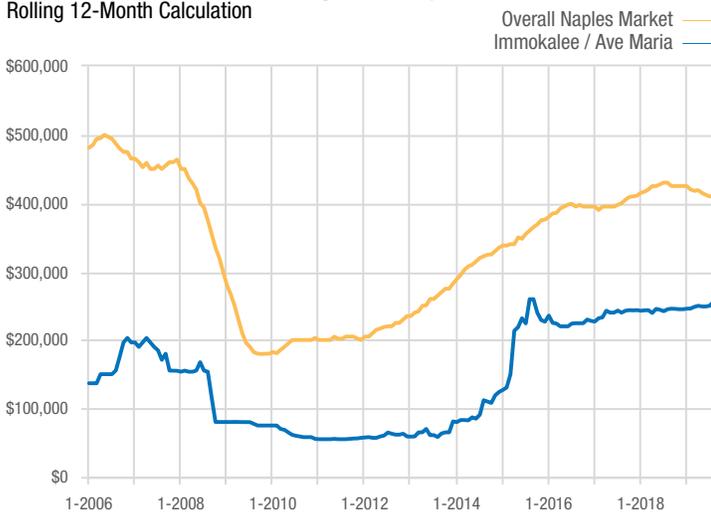
Single Family	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	17	27	+ 58.8%	187	197	+ 5.3%
Closed Sales	16	15	- 6.3%	90	103	+ 14.4%
Days on Market Until Sale	69	88	+ 27.5%	70	94	+ 34.3%
Median Closed Price*	\$247,500	\$285,000	+ 15.2%	\$244,875	\$260,000	+ 6.2%
Average Closed Price*	\$253,850	\$320,113	+ 26.1%	\$249,032	\$272,928	+ 9.6%
Percent of Current List Price Received*	95.5%	97.0%	+ 1.6%	96.1%	96.8%	+ 0.7%
Inventory of Homes for Sale Months	99	96	- 3.0%	—	—	—
Supply of Inventory	10.0	7.3	- 27.0%	—	—	—

Condo	August			Year-to-Date		
	2018	2019	% Change	Thru 8-2018	Thru 8-2019	% Change
Key Metrics						
New Listings	0	2	—	18	22	+ 22.2%
Closed Sales	1	1	0.0%	8	11	+ 37.5%
Days on Market Until Sale	7	155	+ 2,114.3%	149	199	+ 33.6%
Median Closed Price*	\$140,000	\$187,000	+ 33.6%	\$202,500	\$200,000	- 1.2%
Average Closed Price*	\$140,000	\$187,000	+ 33.6%	\$187,563	\$207,584	+ 10.7%
Percent of Current List Price Received*	100.0%	96.3%	- 3.7%	94.8%	97.5%	+ 2.8%
Inventory of Homes for Sale Months	12	13	+ 8.3%	—	—	—
Supply of Inventory	9.3	7.6	- 18.3%	—	—	—

* 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.

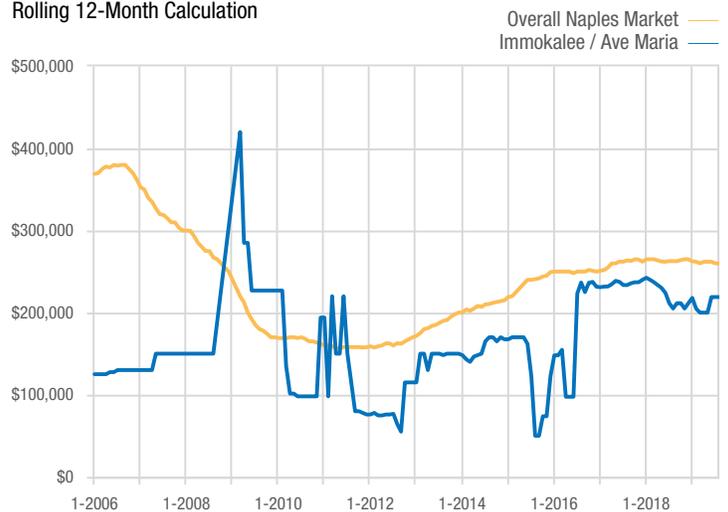
Median Closed Price - Single Family

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.