

Naples Area Market Report



October 2022

Speculation that home sales in October would drop dramatically in Collier County following Hurricane Ian was proven inaccurate as closed and pending sales for the month increased 23.7 and 8.7 percent, respectively, compared to closed and pending sales reported in September, according to the October 2022 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island). And even though 525 listings were either terminated, expired or withdrawn from the Southwest Florida MLS during October, overall inventory for the month increased 72.7 percent to 2,325 properties from 1,346 properties in October 2021.

Compared to 2021 which was a standout year for real estate in Collier County, closed sales in October decreased 24.5 percent to 662 closed sales from 877 closed sales in October 2021. Pending sales (homes under contract) also decreased 43.3 percent to 673 pending sales from 1,186 pending sales in October 2021.

According to NABOR®'s statistics, October's overall median closed price held fast at \$555,000, the same as was reported in September. But compared to October 2021, the overall median closed price increased 23.3 percent from \$450,000. Interestingly, the statistics showed a 1.6 percent decrease in median closed price for condominiums between September and October.

There was a 26.1 percent increase in new listings in October compared to September, which broker analysts say is typical this time of year. Overall new listings in October decreased 13.9 percent to 908 from 1,054 in October 2021, but new listings for single family homes soared in October and were just 10 properties shy of the 548 new listings reported in October 2021. Preseason buyers will be pleased to find many more options than last year.

Quick Facts

- 24.5%	+ 23.3%	+ 72.7%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
- 1.8%	- 30.4%	- 29.4%
Price Range With the Strongest Sales: \$500,001 to \$1,000,000	Bedroom Count With Strongest Sales: 1 Bedroom or Fewer	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	10-2021	10-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,054	908	- 13.9%	12,971	11,824	- 8.8%
Total Sales		877	662	- 24.5%	13,525	8,942	- 33.9%
Days on Market Until Sale		24	41	+ 70.8%	47	24	- 48.9%
Median Closed Price		\$450,000	\$555,000	+ 23.3%	\$435,000	\$574,000	+ 32.0%
Average Closed Price		\$761,337	\$949,079	+ 24.7%	\$796,953	\$1,004,184	+ 26.0%
Percent of List Price Received		99.3%	96.4%	- 2.9%	98.4%	99.3%	+ 0.9%
Pending Listings		1,186	673	- 43.3%	16,488	10,657	- 35.4%
Inventory of Homes for Sale		1,346	2,325	+ 72.7%	—	—	—
Months Supply of Inventory		1.0	2.5	+ 150.0%	—	—	—

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	10-2021	10-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		548	538	- 1.8%	6,625	6,297	- 5.0%
Total Sales		442	323	- 26.9%	6,331	4,362	- 31.1%
Days on Market Until Sale		25	44	+ 76.0%	43	29	- 32.6%
Median Closed Price		\$614,500	\$760,000	+ 23.7%	\$589,000	\$739,950	+ 25.6%
Average Closed Price		\$977,364	\$1,318,364	+ 34.9%	\$1,083,364	\$1,298,453	+ 19.9%
Percent of List Price Received		98.7%	95.9%	- 2.8%	98.5%	98.6%	+ 0.1%
Pending Listings		594	365	- 38.6%	7,826	5,295	- 32.3%
Inventory of Homes for Sale		874	1,502	+ 71.9%	—	—	—
Months Supply of Inventory		1.4	3.4	+ 142.9%	—	—	—

Condo Market Overview

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

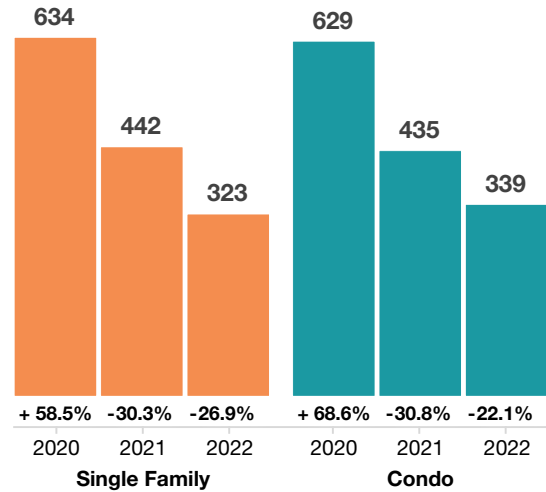


Key Metrics	Historical Sparkbars	10-2021	10-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		506	370	- 26.9%	6,346	5,527	- 12.9%
Total Sales		435	339	- 22.1%	7,194	4,580	- 36.3%
Days on Market Until Sale		22	38	+ 72.7%	51	19	- 62.7%
Median Closed Price		\$370,000	\$439,000	+ 18.6%	\$329,364	\$455,000	+ 38.1%
Average Closed Price		\$541,833	\$597,223	+ 10.2%	\$544,979	\$723,990	+ 32.8%
Percent of List Price Received		99.8%	96.8%	- 3.0%	98.3%	100.1%	+ 1.8%
Pending Listings		592	308	- 48.0%	8,662	5,362	- 38.1%
Inventory of Homes for Sale		472	823	+ 74.4%	—	—	—
Months Supply of Inventory		0.7	1.8	+ 157.1%	—	—	—

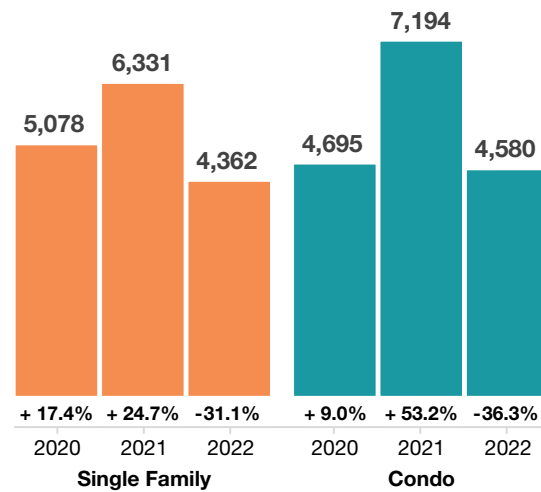
Overall Closed Sales

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

October

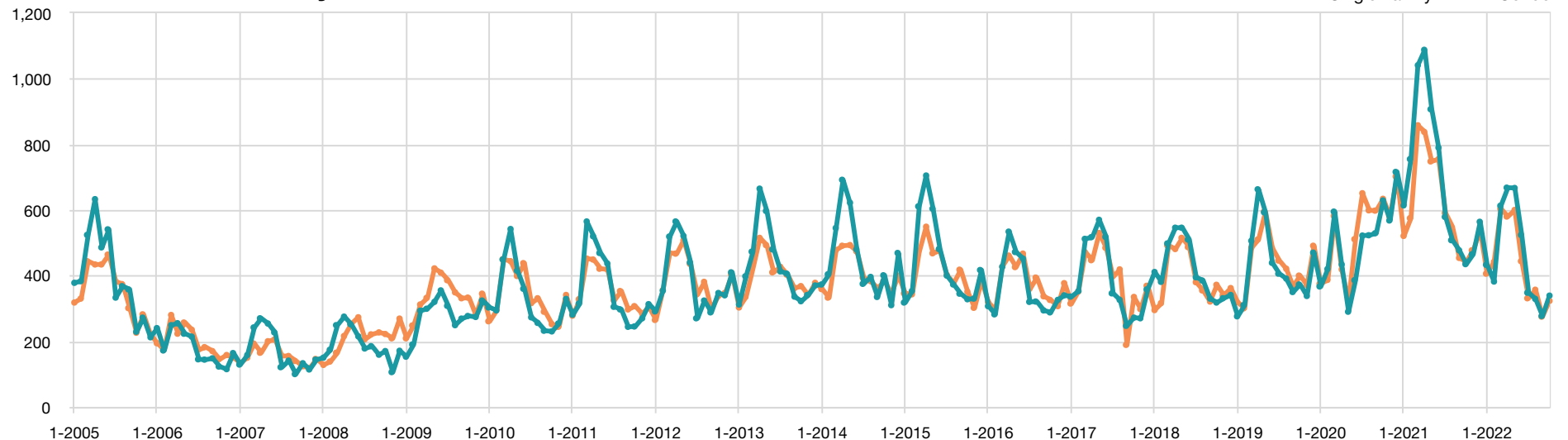


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2021	477	- 17.9%	465	- 18.1%
Dec-2021	538	- 23.4%	564	- 21.2%
Jan-2022	406	- 22.1%	433	- 29.5%
Feb-2022	442	- 23.1%	382	- 49.4%
Mar-2022	604	- 29.6%	613	- 41.1%
Apr-2022	580	- 30.8%	668	- 38.6%
May-2022	600	- 19.8%	667	- 26.5%
Jun-2022	444	- 41.2%	524	- 33.7%
Jul-2022	331	- 44.0%	348	- 39.9%
Aug-2022	357	- 35.0%	329	- 35.2%
Sep-2022	275	- 39.4%	277	- 41.9%
Oct-2022	323	- 26.9%	339	- 22.1%
12-Month Avg	448	- 29.4%	467	- 33.9%

Overall Closed Sales by Month

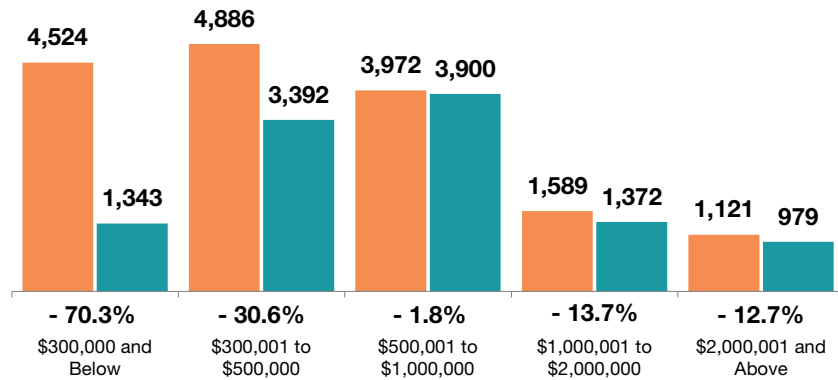


Overall Closed Sales by Price Range

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

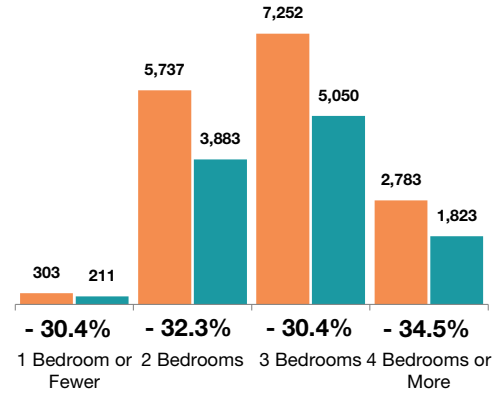
By Price Range

10-2021 10-2022



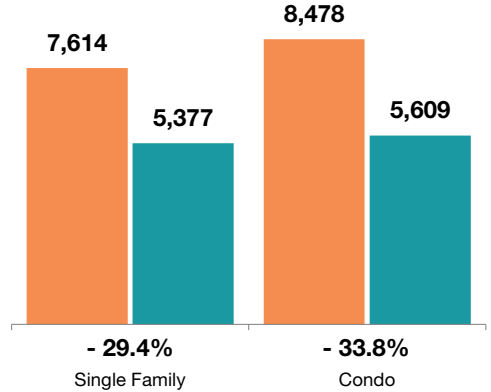
By Bedroom Count

10-2021 10-2022



By Property Type

10-2021 10-2022



All Properties

By Price Range

	10-2021	10-2022	Change
\$300,000 and Below	4,524	1,343	- 70.3%
\$300,001 to \$500,000	4,886	3,392	- 30.6%
\$500,001 to \$1,000,000	3,972	3,900	- 1.8%
\$1,000,001 to \$2,000,000	1,589	1,372	- 13.7%
\$2,000,001 and Above	1,121	979	- 12.7%
All Price Ranges	16,092	10,986	- 31.7%

Single Family

	10-2021	10-2022	Change
1 Bedroom or Fewer	658	280	- 57.4%
2 Bedrooms	2,461	1,104	- 55.1%
3 Bedrooms	2,675	2,431	- 9.1%
4 Bedrooms or More	994	892	- 10.3%
	826	670	- 18.9%
All Single Family	7,614	5,377	- 29.4%

Condo

	10-2021	10-2022	Change
1 Bedroom or Fewer	3866	1063	- 72.5%
2 Bedrooms	2425	2288	- 5.6%
3 Bedrooms	1297	1469	+ 13.3%
4 Bedrooms or More	595	480	- 19.3%
	295	309	+ 4.7%
All Condo	8,478	5,609	- 33.8%

By Bedroom Count

	10-2021	10-2022	Change
1 Bedroom or Fewer	303	211	- 30.4%
2 Bedrooms	5,737	3,883	- 32.3%
3 Bedrooms	7,252	5,050	- 30.4%
4 Bedrooms or More	2,783	1,823	- 34.5%
All Bedroom Counts	16,092	10,986	- 31.7%

	10-2021	10-2022	Change
1 Bedroom or Fewer	35	30	- 14.3%
2 Bedrooms	824	571	- 30.7%
3 Bedrooms	4,140	3,061	- 26.1%
4 Bedrooms or More	2,612	1,714	- 34.4%
All Single Family	7,614	5,377	- 29.4%

	10-2021	10-2022	Change
1 Bedroom or Fewer	268	181	- 32.5%
2 Bedrooms	4,913	3,312	- 32.6%
3 Bedrooms	3,112	1,989	- 36.1%
4 Bedrooms or More	171	109	- 36.3%
All Condo	8,478	5,609	- 33.8%

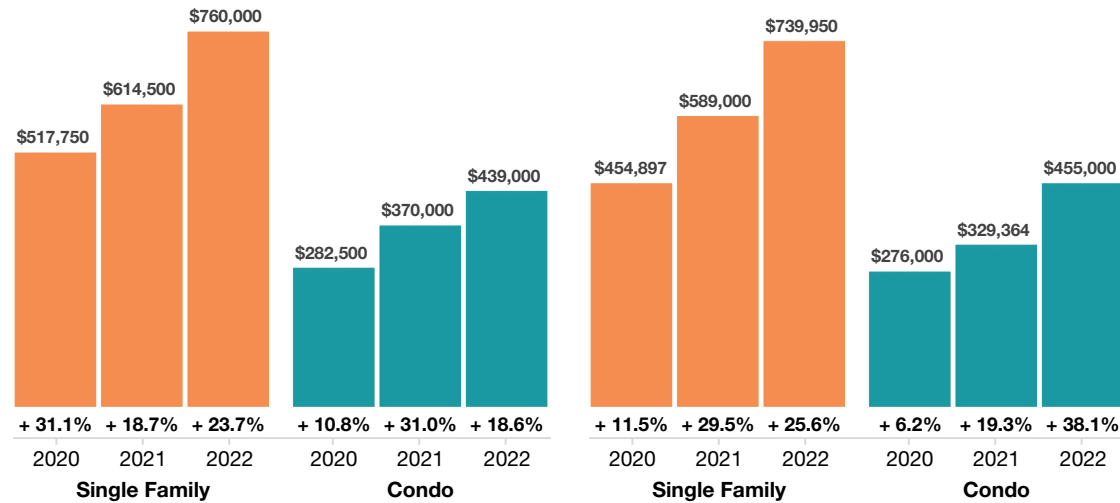
Overall Median Closed Price

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



October

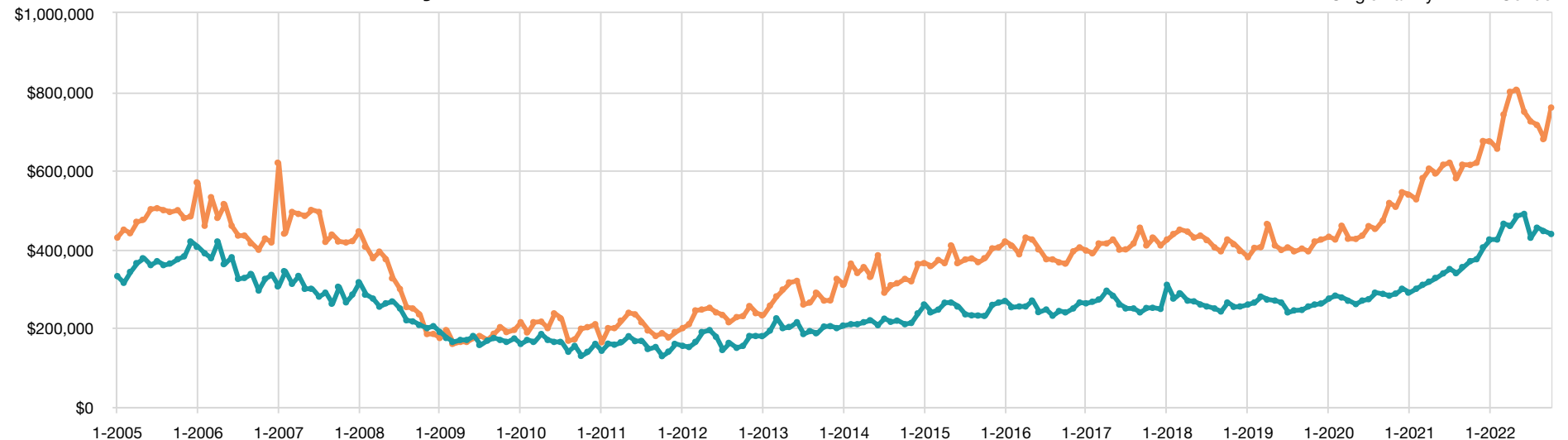
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2021	\$620,000	+ 22.0%	\$375,000	+ 30.3%
Dec-2021	\$675,000	+ 23.9%	\$405,000	+ 35.0%
Jan-2022	\$674,378	+ 25.1%	\$425,000	+ 46.5%
Feb-2022	\$655,500	+ 24.4%	\$425,000	+ 41.7%
Mar-2022	\$742,450	+ 27.8%	\$465,000	+ 50.0%
Apr-2022	\$800,000	+ 32.2%	\$459,500	+ 44.5%
May-2022	\$805,250	+ 35.9%	\$485,000	+ 48.1%
Jun-2022	\$749,450	+ 21.9%	\$490,000	+ 44.5%
Jul-2022	\$725,000	+ 16.9%	\$429,500	+ 22.7%
Aug-2022	\$715,835	+ 23.3%	\$455,000	+ 34.0%
Sep-2022	\$680,000	+ 10.6%	\$446,520	+ 25.8%
Oct-2022	\$760,000	+ 23.7%	\$439,000	+ 18.6%
12-Month Avg*	\$715,000	+ 23.7%	\$445,000	+ 37.3%

* Median Closed Price for all properties from November 2021 through October 2022. This is not the average of the individual figures above.

Overall Median Closed Price by Month

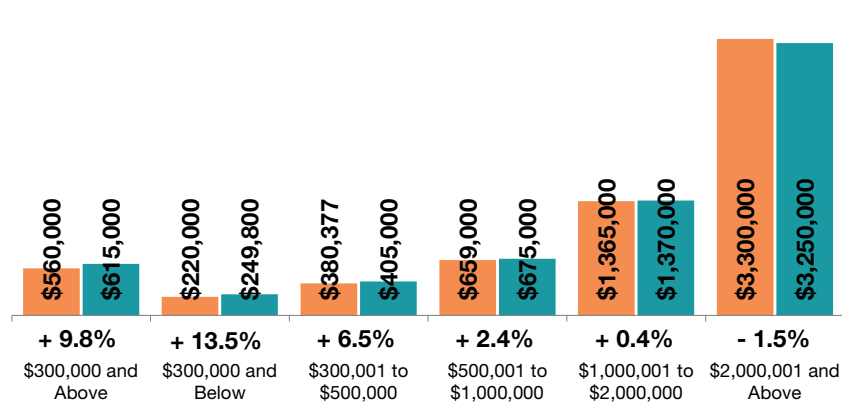


Overall Median Closed Price by Price Range

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

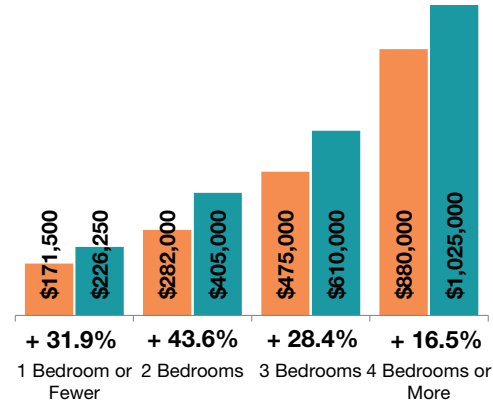
By Price Range

10-2021 10-2022



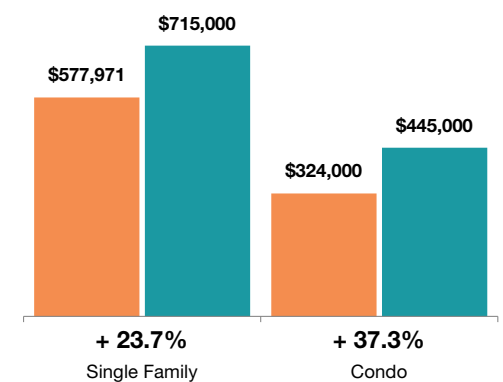
By Bedroom Count

10-2021 10-2022



By Property Type

10-2021 10-2022



All Properties

By Price Range

	10-2021	10-2022	Change
\$300,000 and Above	\$560,000	\$615,000	+ 9.8%
\$300,000 and Below	\$220,000	\$249,800	+ 13.5%
\$300,001 to \$500,000	\$380,377	\$405,000	+ 6.5%
\$500,001 to \$1,000,000	\$659,000	\$675,000	+ 2.4%
\$1,000,001 to \$2,000,000	\$1,365,000	\$1,370,000	+ 0.4%
\$2,000,001 and Above	\$3,300,000	\$3,250,000	- 1.5%
All Price Ranges	\$429,000	\$559,000	+ 30.3%

Single Family

	10-2021	10-2022	Change
\$620,000	\$620,000	\$740,000	+ 19.4%
\$239,000	\$239,000	\$200,000	- 16.3%
\$399,000	\$399,000	\$428,000	+ 7.3%
\$660,000	\$660,000	\$700,000	+ 6.1%
\$1,350,000	\$1,350,000	\$1,354,000	+ 0.3%
\$3,500,000	\$3,500,000	\$3,400,000	- 2.9%
All Single Family	\$577,971	\$715,000	+ 23.7%

Condo

	10-2021	10-2022	Change
\$479,000	\$479,000	\$500,000	+ 4.4%
\$219,700	\$219,700	\$257,000	+ 17.0%
\$370,000	\$370,000	\$397,875	+ 7.5%
\$650,000	\$650,000	\$635,000	- 2.3%
\$1,379,000	\$1,379,000	\$1,383,500	+ 0.3%
\$2,995,000	\$2,995,000	\$2,850,000	- 4.8%
All Condo	\$324,000	\$445,000	+ 37.3%

By Bedroom Count

	10-2021	10-2022	Change
1 Bedroom or Fewer	\$171,500	\$226,250	+ 31.9%
2 Bedrooms	\$282,000	\$405,000	+ 43.6%
3 Bedrooms	\$475,000	\$610,000	+ 28.4%
4 Bedrooms or More	\$880,000	\$1,025,000	+ 16.5%
All Bedroom Counts	\$429,000	\$559,000	+ 30.3%

	10-2021	10-2022	Change
\$90,000	\$90,000	\$117,000	+ 30.0%
\$375,000	\$375,000	\$472,000	+ 25.9%
\$520,000	\$520,000	\$650,000	+ 25.0%
\$875,000	\$875,000	\$1,020,500	+ 16.6%
All Single Family	\$577,971	\$715,000	+ 23.7%
	10-2021	10-2022	Change
\$186,500	\$186,500	\$259,750	+ 39.3%
\$270,000	\$270,000	\$400,000	+ 48.1%
\$400,000	\$400,000	\$530,000	+ 32.5%
\$1,695,000	\$1,695,000	\$1,175,000	- 30.7%
All Condo	\$324,000	\$445,000	+ 37.3%

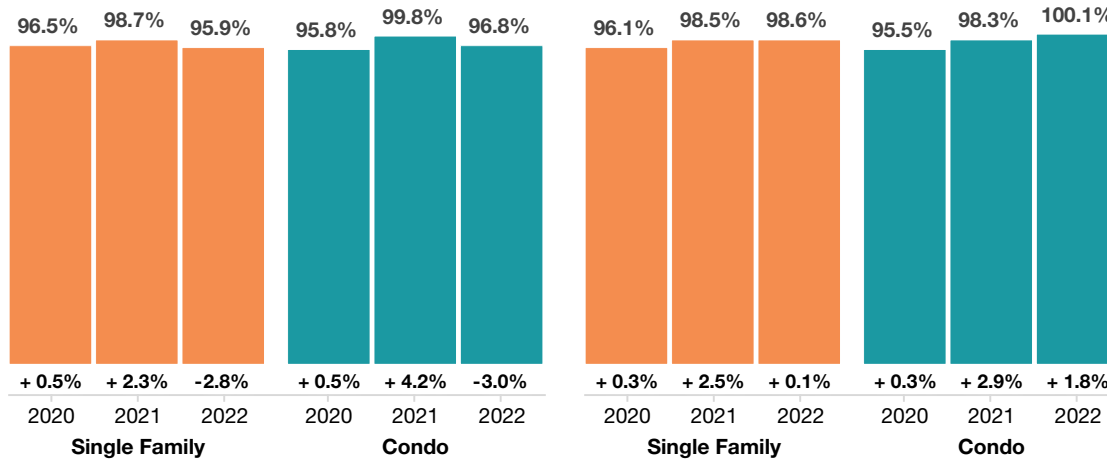
Overall Percent of Current List Price Received

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 for seller concessions.



October

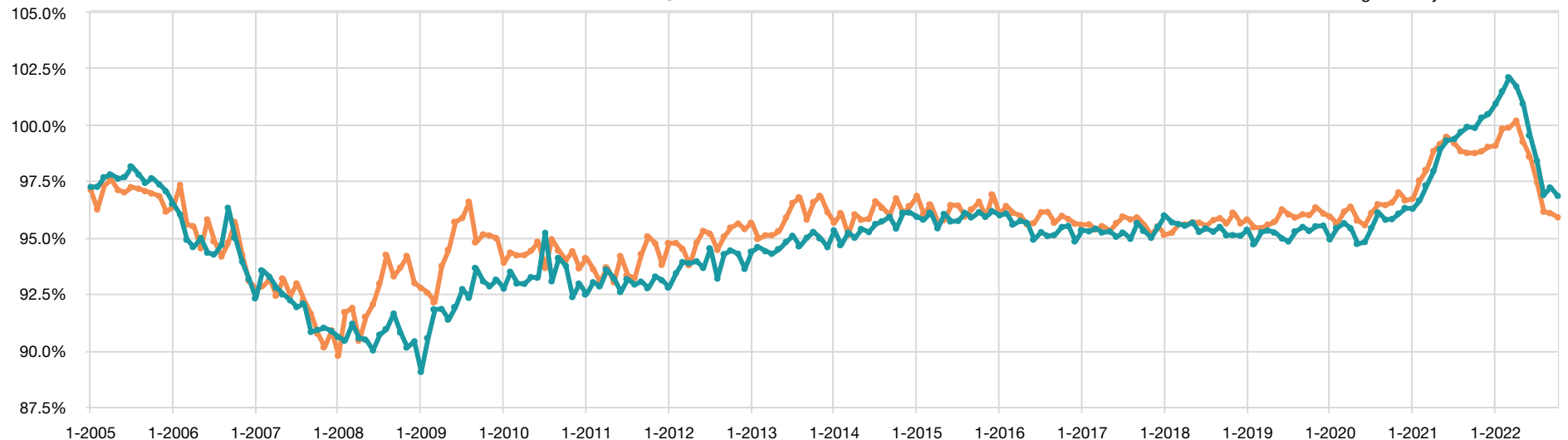
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2021	98.8%	+ 1.9%	100.3%	+ 4.5%
Dec-2021	99.0%	+ 2.5%	100.5%	+ 4.4%
Jan-2022	99.1%	+ 2.5%	100.9%	+ 4.8%
Feb-2022	99.8%	+ 2.4%	101.5%	+ 5.1%
Mar-2022	99.9%	+ 1.9%	102.1%	+ 4.9%
Apr-2022	100.2%	+ 1.4%	101.7%	+ 3.9%
May-2022	99.2%	+ 0.1%	100.9%	+ 2.0%
Jun-2022	98.6%	- 0.8%	99.5%	+ 0.2%
Jul-2022	97.4%	- 1.8%	98.4%	- 1.0%
Aug-2022	96.1%	- 2.7%	96.9%	- 2.8%
Sep-2022	96.1%	- 2.6%	97.2%	- 2.7%
Oct-2022	95.9%	- 2.8%	96.8%	- 3.0%
12-Month Avg*	98.6%	+ 0.4%	100.1%	+ 2.2%

* Pct. of List Price Received for all properties from November 2021 through October 2022. This is not the average of the individual figures above.

Overall Percent of Current List Price Received by Month

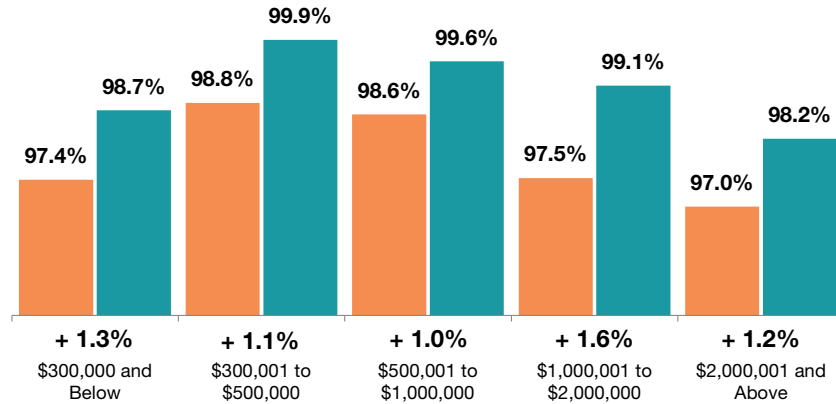


Overall Percent of Current List Price Received by Price Range

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

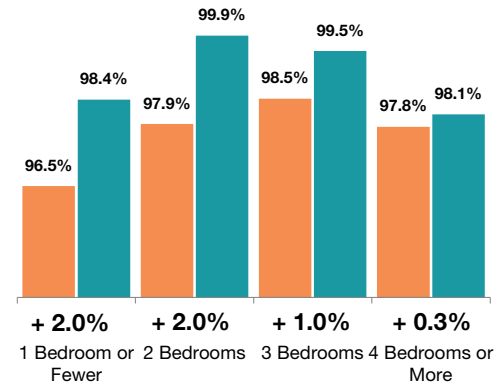
By Price Range

10-2021 10-2022



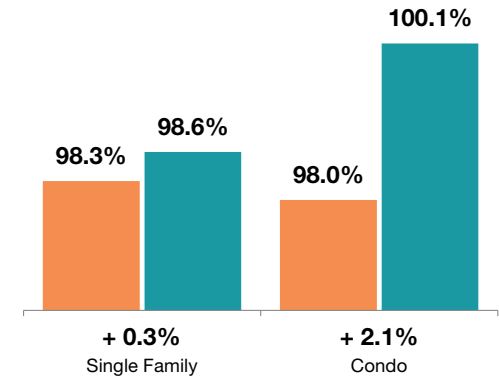
By Bedroom Count

10-2021 10-2022



By Property Type

10-2021 10-2022



All Properties

By Price Range

	10-2021	10-2022	Change
\$300,000 and Below	97.4%	98.7%	+ 1.3%
\$300,001 to \$500,000	98.8%	99.9%	+ 1.1%
\$500,001 to \$1,000,000	98.6%	99.6%	+ 1.0%
\$1,000,001 to \$2,000,000	97.5%	99.1%	+ 1.6%
\$2,000,001 and Above	97.0%	98.2%	+ 1.2%
All Price Ranges	98.1%	99.4%	+ 1.3%

Single Family

	10-2021	10-2022	Change
1 Bedroom or Fewer	96.6%	96.4%	- 0.2%
2 Bedrooms	98.7%	98.7%	0.0%
3 Bedrooms	98.9%	99.1%	+ 0.2%
4 Bedrooms or More	97.6%	98.6%	+ 1.0%
	96.8%	97.9%	+ 1.1%
All Single Family	98.3%	98.6%	+ 0.3%

Condo

	10-2021	10-2022	Change
Single Family	97.6%	99.3%	+ 1.7%
Condo	98.9%	100.5%	+ 1.6%
	98.0%	100.4%	+ 2.4%
	97.2%	100.1%	+ 3.0%
	97.3%	98.8%	+ 1.5%
All Condo	98.0%	100.1%	+ 2.1%

By Bedroom Count

	10-2021	10-2022	Change
1 Bedroom or Fewer	96.5%	98.4%	+ 2.0%
2 Bedrooms	97.9%	99.9%	+ 2.0%
3 Bedrooms	98.5%	99.5%	+ 1.0%
4 Bedrooms or More	97.8%	98.1%	+ 0.3%
All Bedroom Counts	98.1%	99.4%	+ 1.3%

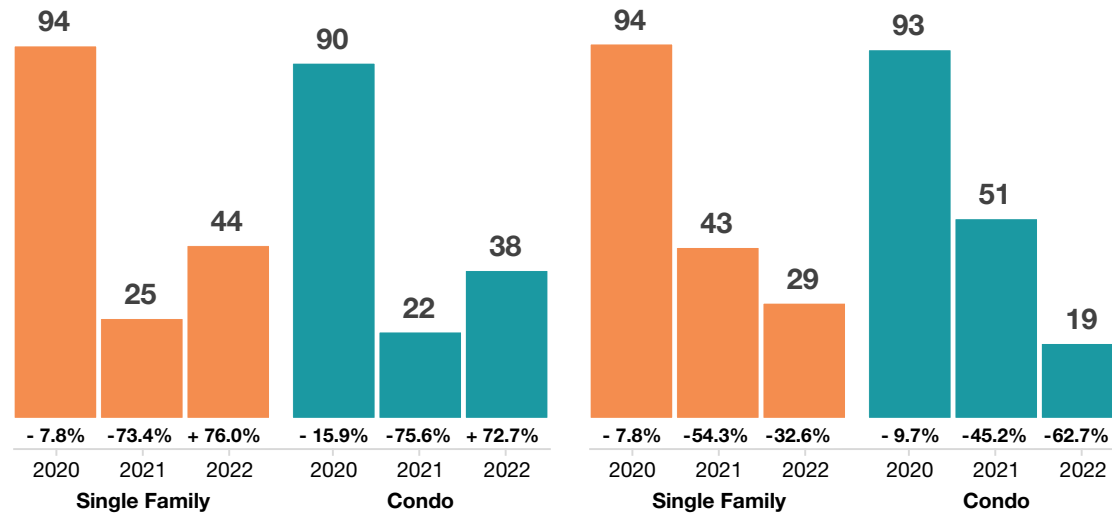
	10-2021	10-2022	Change
1 Bedroom or Fewer	93.3%	96.5%	+ 3.4%
2 Bedrooms	97.7%	98.3%	+ 0.6%
3 Bedrooms	98.7%	99.0%	+ 0.3%
4 Bedrooms or More	97.8%	98.1%	+ 0.3%
All Single Family	98.3%	98.6%	+ 0.3%

	10-2021	10-2022	Change
Single Family	96.9%	98.8%	+ 2.0%
Condo	97.9%	100.1%	+ 2.2%
	98.2%	100.3%	+ 2.1%
	97.7%	98.9%	+ 1.2%
All Condo	98.0%	100.1%	+ 2.1%

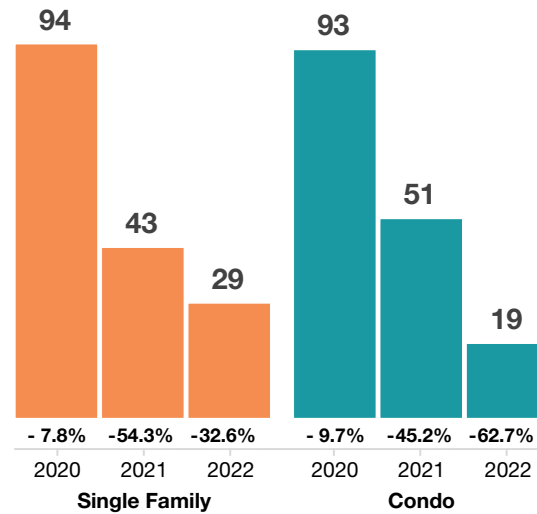
Overall Days on Market Until Sale

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

October



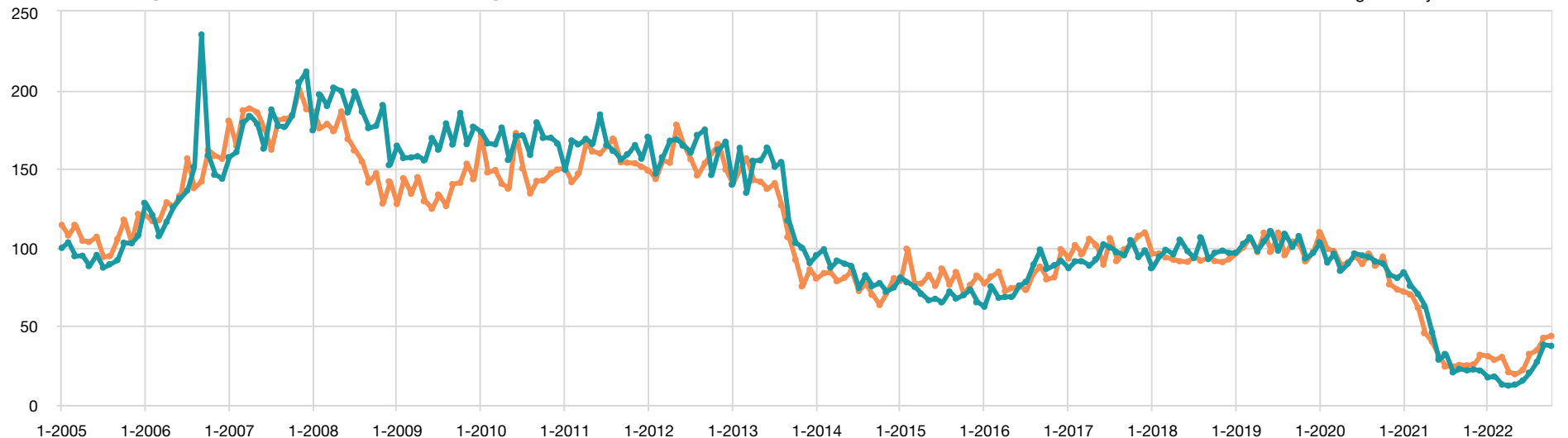
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2021	26	- 66.2%	23	- 72.3%
Dec-2021	32	- 56.2%	22	- 72.8%
Jan-2022	31	- 56.9%	18	- 78.6%
Feb-2022	29	- 58.6%	18	- 76.3%
Mar-2022	31	- 50.0%	13	- 81.4%
Apr-2022	21	- 54.3%	12	- 81.0%
May-2022	20	- 50.0%	13	- 71.7%
Jun-2022	22	- 29.0%	15	- 48.3%
Jul-2022	32	+ 33.3%	21	- 34.4%
Aug-2022	35	+ 45.8%	27	+ 28.6%
Sep-2022	43	+ 72.0%	38	+ 65.2%
Oct-2022	44	+ 76.0%	38	+ 72.7%
12-Month Avg*	29	- 40.2%	20	- 64.7%

* Days on Market for all properties from November 2021 through October 2022. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month

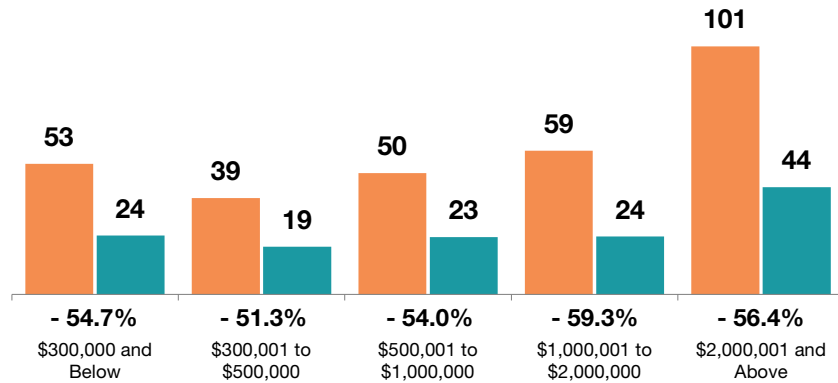


Overall Days on Market Until Sale by Price Range

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

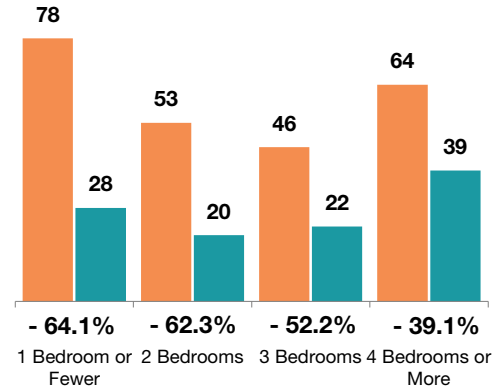
By Price Range

10-2021 10-2022



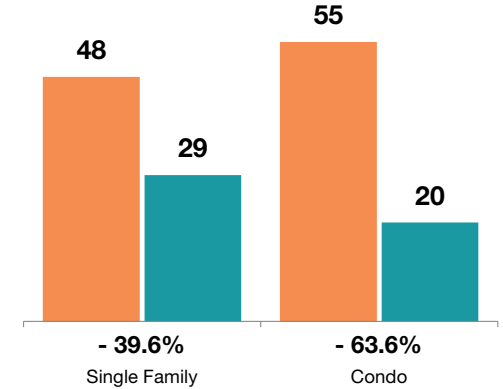
By Bedroom Count

10-2021 10-2022



By Property Type

10-2021 10-2022



All Properties

By Price Range

	10-2021	10-2022	Change
\$300,000 and Below	53	24	- 54.7%
\$300,001 to \$500,000	39	19	- 51.3%
\$500,001 to \$1,000,000	50	23	- 54.0%
\$1,000,001 to \$2,000,000	59	24	- 59.3%
\$2,000,001 and Above	101	44	- 56.4%
All Price Ranges	52	24	- 53.8%

Single Family

	10-2021	10-2022	Change
1 Bedroom or Fewer	57	31	- 45.6%
2 Bedrooms	35	26	- 25.7%
3 Bedrooms	41	26	- 36.6%
4 Bedrooms or More	53	24	- 54.7%
All Single Family	103	49	- 52.4%
All Single Family	48	29	- 39.6%

Condo

	10-2021	10-2022	Change
1 Bedroom or Fewer	53	22	- 58.5%
2 Bedrooms	44	16	- 63.6%
3 Bedrooms	68	19	- 72.1%
4 Bedrooms or More	69	23	- 66.7%
All Condo	97	33	- 66.0%
All Condo	55	20	- 63.6%

By Bedroom Count

	10-2021	10-2022	Change
1 Bedroom or Fewer	78	28	- 64.1%
2 Bedrooms	53	20	- 62.3%
3 Bedrooms	46	22	- 52.2%
4 Bedrooms or More	64	39	- 39.1%
All Bedroom Counts	52	24	- 53.8%

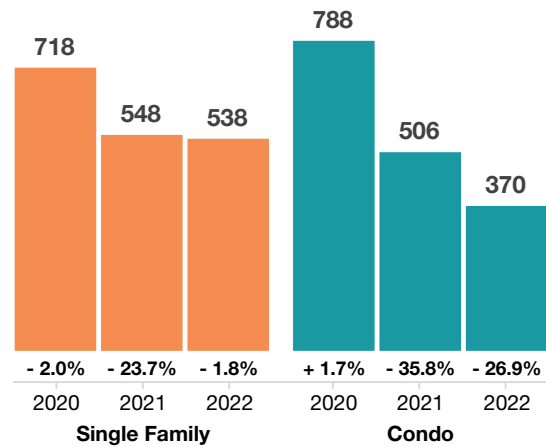
	10-2021	10-2022	Change
1 Bedroom or Fewer	168	61	- 63.7%
2 Bedrooms	49	23	- 53.1%
3 Bedrooms	39	24	- 38.5%
4 Bedrooms or More	62	39	- 37.1%
All Single Family	48	29	- 39.6%

	10-2021	10-2022	Change
1 Bedroom or Fewer	67	22	- 66.8%
2 Bedrooms	54	19	- 64.5%
3 Bedrooms	55	19	- 65.1%
4 Bedrooms or More	102	41	- 59.6%
All Condo	55	20	- 63.6%

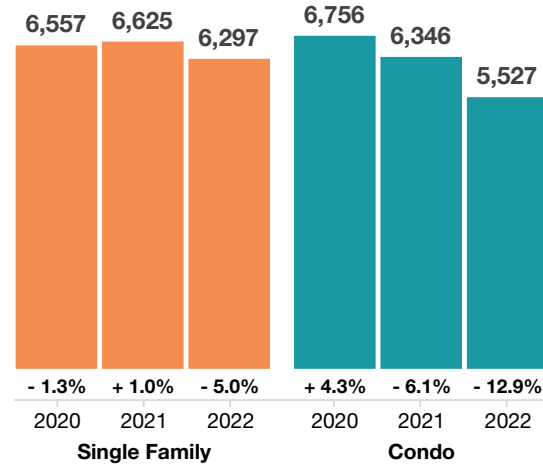
Overall New Listings

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

October

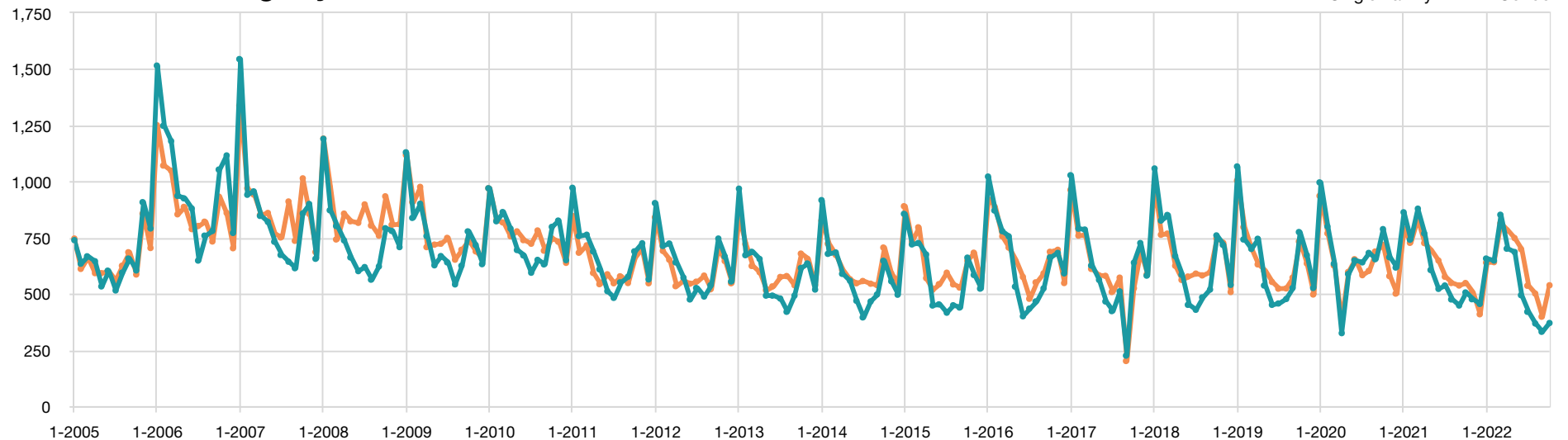


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2021	506	- 12.6%	476	- 28.2%
Dec-2021	409	- 18.4%	455	- 26.3%
Jan-2022	639	- 19.0%	657	- 23.9%
Feb-2022	641	- 11.8%	648	- 12.6%
Mar-2022	814	- 2.3%	852	- 3.1%
Apr-2022	783	+ 7.9%	701	- 8.8%
May-2022	748	+ 7.9%	686	+ 13.2%
Jun-2022	699	+ 7.9%	494	- 5.4%
Jul-2022	536	- 6.9%	420	- 21.8%
Aug-2022	501	- 8.6%	368	- 22.5%
Sep-2022	398	- 25.9%	331	- 26.1%
Oct-2022	538	- 1.8%	370	- 26.9%
12-Month Avg	601	- 6.4%	538	- 15.4%

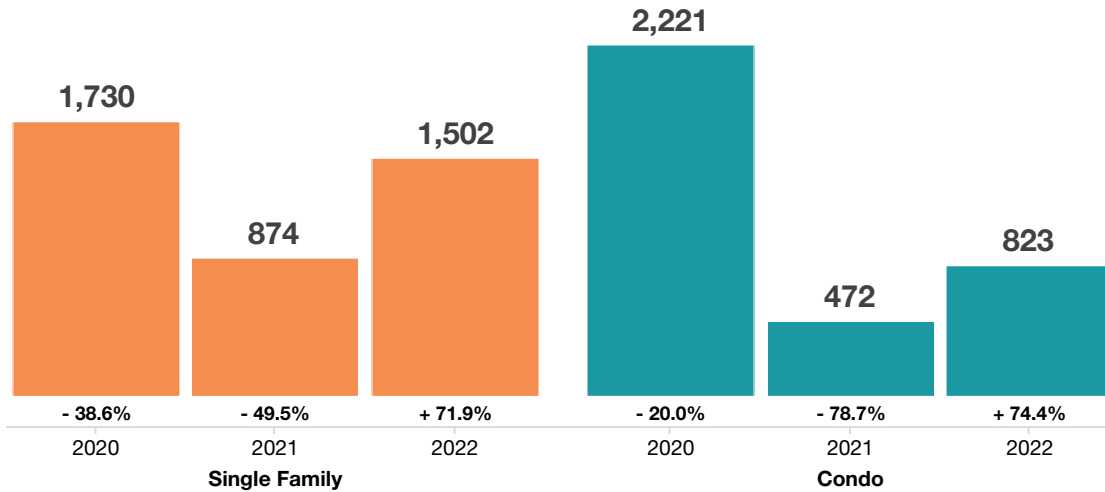
Overall New Listings by Month



Overall Inventory of Homes for Sale

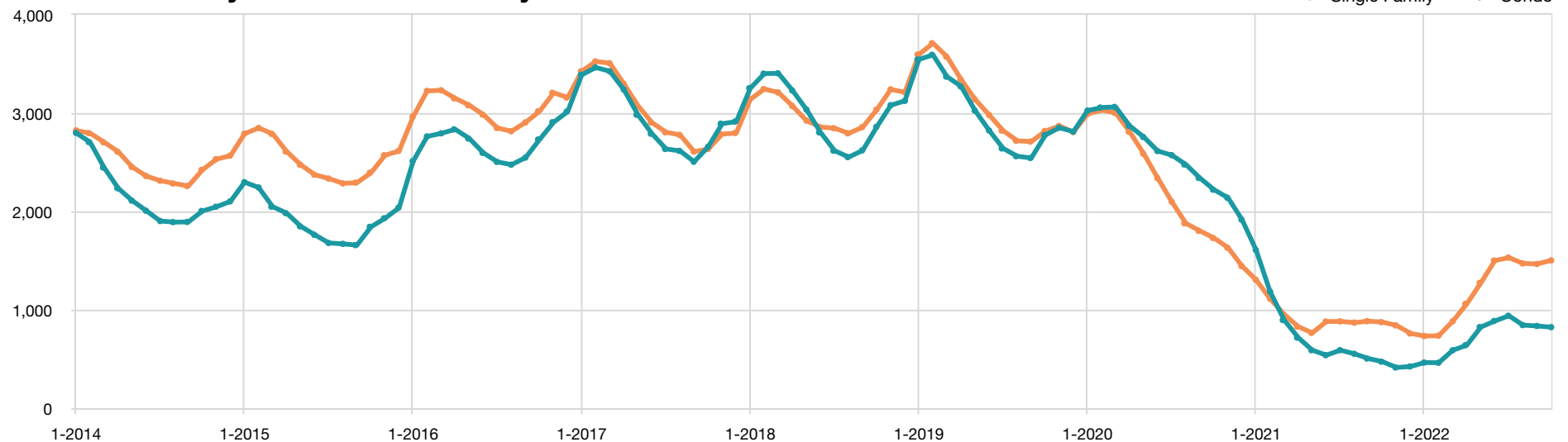
The number of properties available for sale in active status at the end of a given month.

October



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2021	841	- 48.5%	413	- 80.7%
Dec-2021	759	- 47.4%	423	- 77.9%
Jan-2022	733	- 43.8%	463	- 71.2%
Feb-2022	736	- 33.8%	461	- 61.0%
Mar-2022	883	- 7.3%	588	- 34.3%
Apr-2022	1,060	+ 28.0%	640	- 10.7%
May-2022	1,273	+ 66.4%	824	+ 39.9%
Jun-2022	1,500	+ 70.5%	886	+ 64.7%
Jul-2022	1,530	+ 73.5%	939	+ 59.4%
Aug-2022	1,471	+ 69.3%	844	+ 52.9%
Sep-2022	1,465	+ 65.7%	835	+ 65.7%
Oct-2022	1,502	+ 71.9%	823	+ 74.4%
12-Month Avg	1,146	+ 10.6%	678	- 30.5%

Overall Inventory of Homes for Sale by Month

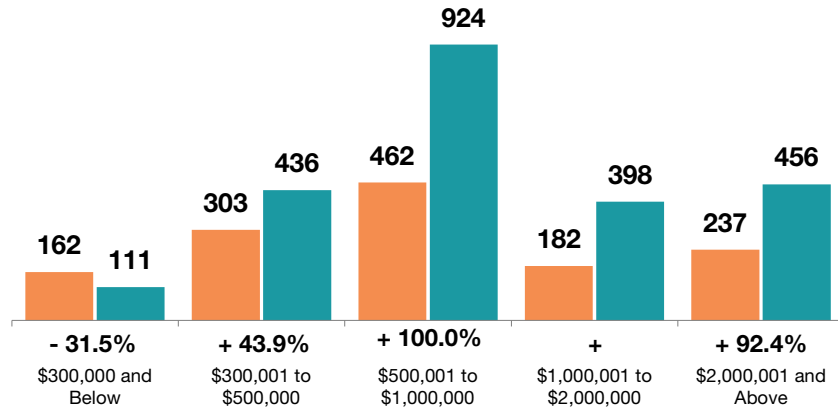


Overall Inventory of Homes for Sale by Price Range

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

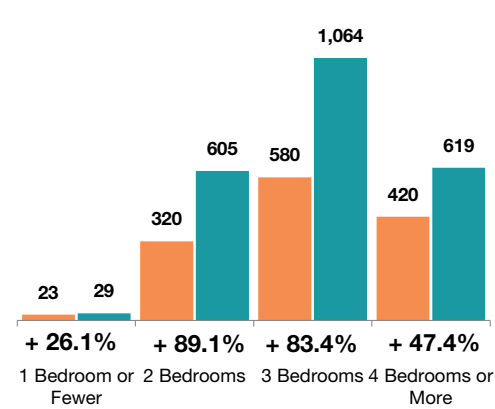
By Price Range

10-2021 10-2022



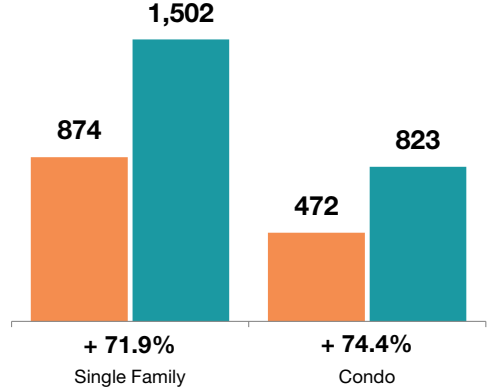
By Bedroom Count

10-2021 10-2022



By Property Type

10-2021 10-2022



All Properties

By Price Range

	10-2021	10-2022	Change
\$300,000 and Below	162	111	- 31.5%
\$300,001 to \$500,000	303	436	+ 43.9%
\$500,001 to \$1,000,000	462	924	+ 100.0%
\$1,000,001 to \$2,000,000	182	398	+ 118.7%
\$2,000,001 and Above	237	456	+ 92.4%
All Price Ranges	1,346	2,325	+ 72.7%

Single Family

10-2021	10-2022	Change
45	36	- 20.0%
156	151	- 3.2%
362	647	+ 78.7%
130	303	+ 133.1%
181	365	+ 101.7%
874	1,502	+ 71.9%

Condo

	10-2021	10-2022	Change
	117	75	- 35.9%
	147	285	+ 93.9%
	100	277	+ 177.0%
	52	95	+ 82.7%
	56	91	+ 62.5%
	472	823	+ 74.4%

By Bedroom Count

	10-2021	10-2022	Change
1 Bedroom or Fewer	23	29	+ 26.1%
2 Bedrooms	320	605	+ 89.1%
3 Bedrooms	580	1,064	+ 83.4%
4 Bedrooms or More	420	619	+ 47.4%
All Bedroom Counts	1,346	2,325	+ 72.7%

10-2021	10-2022	Change
5	8	+ 60.0%
78	144	+ 84.6%
397	752	+ 89.4%
392	596	+ 52.0%
874	1,502	+ 71.9%

	10-2021	10-2022	Change
	18	21	+ 16.7%
	242	461	+ 90.5%
	183	312	+ 70.5%
	28	23	- 17.9%
	472	823	+ 74.4%

Listing and Sales Summary Report

October 2022

	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Oct-22	Oct-21	% Change	Oct-22	Oct-21	% Change	Oct-22	Oct-21	% Change	Oct-22	Oct-21	% Change
Overall Naples Market*	\$555,000	\$450,000	+23.3%	662	877	-24.5%	2,325	1,346	+72.7%	41	24	+70.8%
Collier County	\$570,000	\$472,250	+20.7%	715	954	-25.1%	2,597	1,550	+67.5%	42	24	+75.0%
Ave Maria	\$488,165	\$410,000	+19.1%	16	19	-15.8%	81	40	+102.5%	38	20	+90.0%
Central Naples	\$407,500	\$345,000	+18.1%	126	118	+6.8%	250	191	+30.9%	41	16	+156.3%
East Naples	\$597,000	\$472,500	+26.3%	162	208	-22.1%	688	403	+70.7%	40	23	+73.9%
Everglades City	--	\$337,000	--	0	1	-100.0%	5	4	+25.0%	--	26	--
Immokalee	\$290,000	\$223,900	+29.5%	1	3	-66.7%	22	10	+120.0%	20	0	--
Immokalee / Ave Maria	\$480,000	\$366,000	+31.1%	17	22	-22.7%	103	50	+106.0%	37	17	+117.6%
Naples	\$559,950	\$450,000	+24.4%	646	854	-24.4%	2,225	1,296	+71.7%	41	24	+70.8%
Naples Beach	\$1,397,500	\$785,500	+77.9%	82	150	-45.3%	536	298	+79.9%	46	36	+27.8%
North Naples	\$610,000	\$529,000	+15.3%	162	235	-31.1%	415	236	+75.8%	38	22	+72.7%
South Naples	\$415,000	\$345,000	+20.3%	113	144	-21.5%	333	168	+98.2%	41	22	+86.4%
34102	\$1,743,000	\$1,100,000	+58.5%	22	38	-42.1%	193	137	+40.9%	64	46	+39.1%
34103	\$2,600,000	\$617,500	+321.1%	17	36	-52.8%	158	72	+119.4%	47	49	-4.1%
34104	\$375,000	\$317,500	+18.1%	61	50	+22.0%	110	65	+69.2%	37	21	+76.2%
34105	\$547,500	\$370,000	+48.0%	42	38	+10.5%	85	58	+46.6%	46	15	+206.7%
34108	\$1,085,000	\$763,000	+42.2%	43	76	-43.4%	185	89	+107.9%	36	24	+50.0%
34109	\$675,000	\$440,000	+53.4%	31	58	-46.6%	89	48	+85.4%	37	13	+184.6%
34110	\$537,500	\$565,000	-4.9%	44	74	-40.5%	134	67	+100.0%	42	32	+31.3%
34112	\$375,000	\$285,500	+31.3%	74	82	-9.8%	184	78	+135.9%	34	22	+54.5%
34113	\$550,000	\$400,500	+37.3%	39	62	-37.1%	149	90	+65.6%	54	21	+157.1%
34114	\$610,000	\$540,000	+13.0%	59	67	-11.9%	211	131	+61.1%	40	27	+48.1%
34116	\$450,000	\$352,500	+27.7%	23	30	-23.3%	55	68	-19.1%	42	12	+250.0%
34117	\$602,000	\$433,450	+38.9%	25	38	-34.2%	125	76	+64.5%	38	20	+90.0%
34119	\$610,000	\$575,000	+6.1%	87	103	-15.5%	192	121	+58.7%	36	19	+89.5%
34120	\$576,500	\$479,000	+20.4%	78	103	-24.3%	352	196	+79.6%	41	21	+95.2%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$480,000	\$366,000	+31.1%	17	22	-22.7%	103	50	+106.0%	37	17	+117.6%

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

Local Market Update – October 2022

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Naples Beach

34102, 34103, 34108

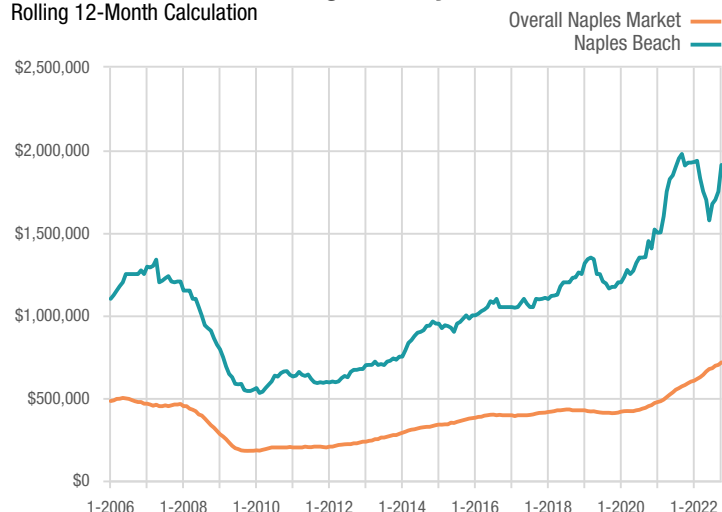
Single Family	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	83	133	+ 60.2%	984	955	- 2.9%
Total Sales	57	34	- 40.4%	961	528	- 45.1%
Days on Market Until Sale	41	51	+ 24.4%	69	42	- 39.1%
Median Closed Price*	\$950,000	\$2,550,000	+ 168.4%	\$1,936,250	\$1,999,750	+ 3.3%
Average Closed Price*	\$2,608,464	\$4,008,151	+ 53.7%	\$3,055,878	\$3,868,206	+ 26.6%
Percent of List Price Received*	99.0%	94.5%	- 4.5%	97.9%	98.2%	+ 0.3%
Inventory of Homes for Sale	162	313	+ 93.2%	—	—	—
Months Supply of Inventory	1.7	5.6	+ 229.4%	—	—	—

Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	104	73	- 29.8%	1,438	1,192	- 17.1%
Total Sales	93	48	- 48.4%	1,722	970	- 43.7%
Days on Market Until Sale	33	42	+ 27.3%	69	23	- 66.7%
Median Closed Price*	\$700,000	\$970,000	+ 38.6%	\$775,000	\$1,035,000	+ 33.5%
Average Closed Price*	\$1,063,539	\$1,467,094	+ 37.9%	\$1,173,271	\$1,556,058	+ 32.6%
Percent of List Price Received*	98.8%	94.8%	- 4.0%	97.5%	99.4%	+ 1.9%
Inventory of Homes for Sale	136	223	+ 64.0%	—	—	—
Months Supply of Inventory	0.8	2.3	+ 187.5%	—	—	—

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

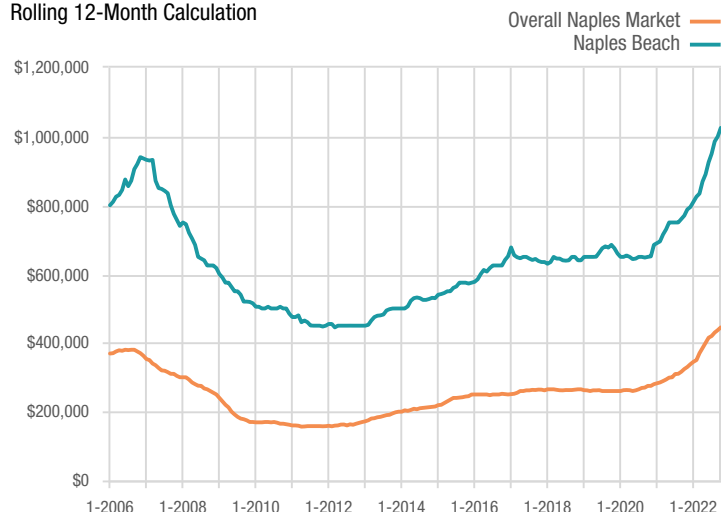
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – October 2022

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North Naples

34109, 34110, 34119

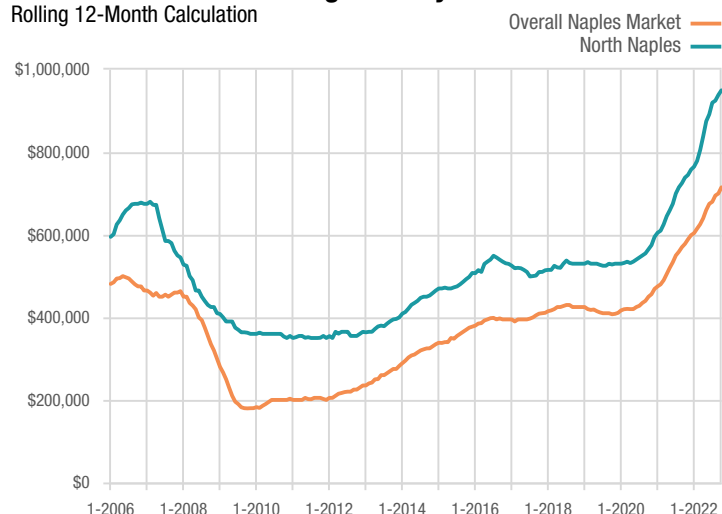
Single Family	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	109	87	- 20.2%	1,550	1,352	- 12.8%
Total Sales	99	71	- 28.3%	1,557	1,009	- 35.2%
Days on Market Until Sale	22	42	+ 90.9%	38	23	- 39.5%
Median Closed Price*	\$857,000	\$1,075,000	+ 25.4%	\$750,000	\$970,000	+ 29.3%
Average Closed Price*	\$1,150,056	\$1,493,935	+ 29.9%	\$1,031,331	\$1,364,530	+ 32.3%
Percent of List Price Received*	98.8%	95.7%	- 3.1%	98.8%	99.1%	+ 0.3%
Inventory of Homes for Sale	140	246	+ 75.7%	—	—	—
Months Supply of Inventory	0.9	2.4	+ 166.7%	—	—	—

Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	137	88	- 35.8%	1,670	1,498	- 10.3%
Total Sales	136	91	- 33.1%	1,886	1,280	- 32.1%
Days on Market Until Sale	22	35	+ 59.1%	44	16	- 63.6%
Median Closed Price*	\$380,000	\$460,000	+ 21.1%	\$330,000	\$455,000	+ 37.9%
Average Closed Price*	\$492,818	\$515,735	+ 4.7%	\$453,449	\$618,936	+ 36.5%
Percent of List Price Received*	100.3%	97.6%	- 2.7%	99.0%	100.7%	+ 1.7%
Inventory of Homes for Sale	96	169	+ 76.0%	—	—	—
Months Supply of Inventory	0.5	1.3	+ 160.0%	—	—	—

* 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.

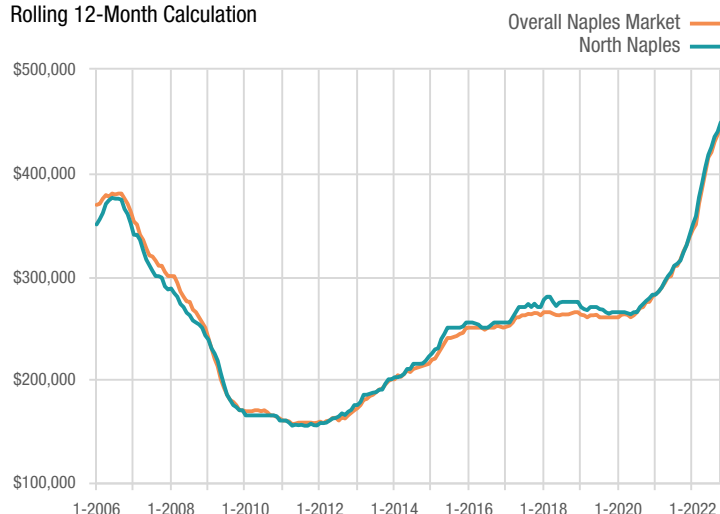
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – October 2022

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Central Naples

34104, 34105, 34116

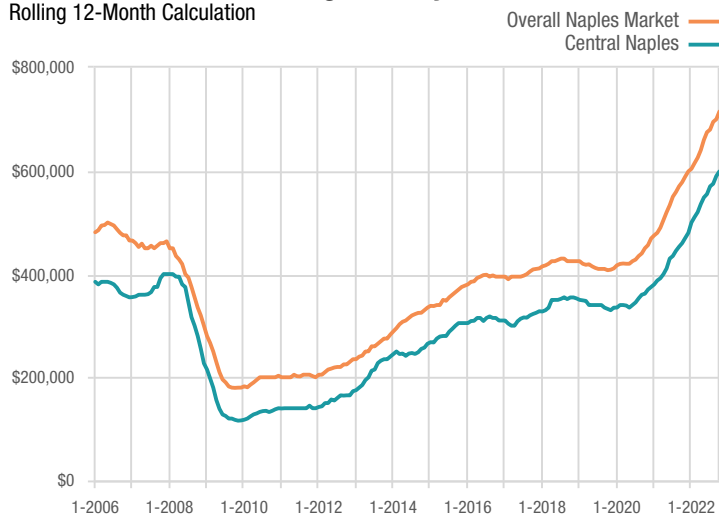
Single Family	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	92	60	- 34.8%	923	841	- 8.9%
Total Sales	55	57	+ 3.6%	832	642	- 22.8%
Days on Market Until Sale	22	43	+ 95.5%	36	26	- 27.8%
Median Closed Price*	\$450,000	\$639,000	+ 42.0%	\$463,000	\$600,000	+ 29.6%
Average Closed Price*	\$517,465	\$977,672	+ 88.9%	\$723,029	\$922,817	+ 27.6%
Percent of List Price Received*	98.8%	95.6%	- 3.2%	98.5%	98.3%	- 0.2%
Inventory of Homes for Sale	125	140	+ 12.0%	—	—	—
Months Supply of Inventory	1.5	2.1	+ 40.0%	—	—	—

Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	81	72	- 11.1%	1,049	887	- 15.4%
Total Sales	63	69	+ 9.5%	1,162	744	- 36.0%
Days on Market Until Sale	11	40	+ 263.6%	45	18	- 60.0%
Median Closed Price*	\$285,000	\$362,500	+ 27.2%	\$222,950	\$339,950	+ 52.5%
Average Closed Price*	\$302,357	\$423,926	+ 40.2%	\$256,030	\$394,857	+ 54.2%
Percent of List Price Received*	100.7%	97.7%	- 3.0%	98.4%	100.2%	+ 1.8%
Inventory of Homes for Sale	66	110	+ 66.7%	—	—	—
Months Supply of Inventory	0.6	1.4	+ 133.3%	—	—	—

* 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.

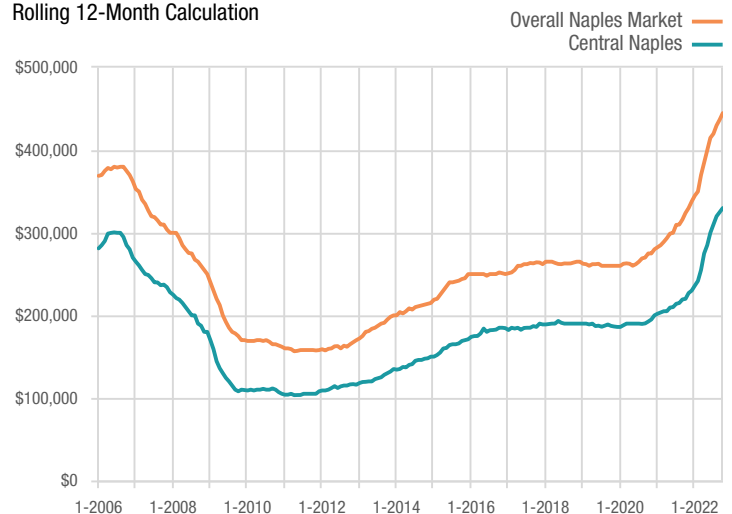
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – October 2022

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South Naples

34112, 34113

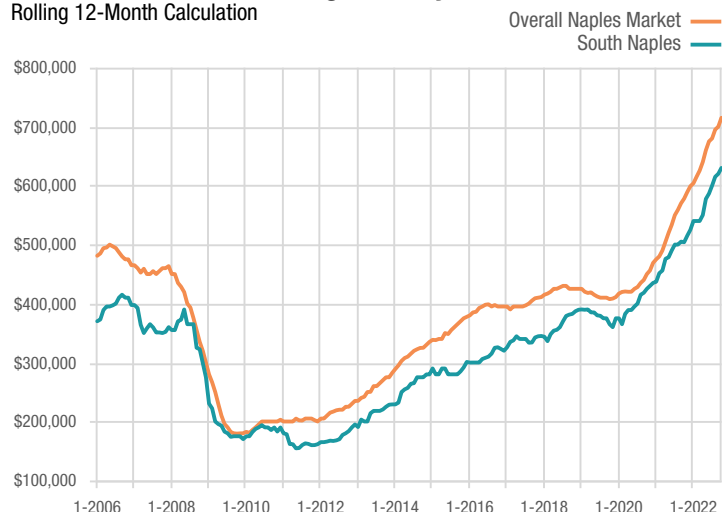
Single Family	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	47	45	- 4.3%	809	680	- 15.9%
Total Sales	55	34	- 38.2%	815	494	- 39.4%
Days on Market Until Sale	34	49	+ 44.1%	47	26	- 44.7%
Median Closed Price*	\$435,000	\$714,825	+ 64.3%	\$519,700	\$648,000	+ 24.7%
Average Closed Price*	\$618,865	\$935,571	+ 51.2%	\$672,970	\$900,010	+ 33.7%
Percent of List Price Received*	97.8%	94.8%	- 3.1%	98.2%	98.6%	+ 0.4%
Inventory of Homes for Sale	80	153	+ 91.3%	—	—	—
Months Supply of Inventory	1.0	3.1	+ 210.0%	—	—	—

Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	88	91	+ 3.4%	1,327	1,149	- 13.4%
Total Sales	89	79	- 11.2%	1,535	953	- 37.9%
Days on Market Until Sale	14	37	+ 164.3%	49	17	- 65.3%
Median Closed Price*	\$285,000	\$350,000	+ 22.8%	\$250,000	\$380,000	+ 52.0%
Average Closed Price*	\$324,251	\$399,372	+ 23.2%	\$278,861	\$427,986	+ 53.5%
Percent of List Price Received*	100.4%	96.4%	- 4.0%	98.1%	100.0%	+ 1.9%
Inventory of Homes for Sale	88	180	+ 104.5%	—	—	—
Months Supply of Inventory	0.6	1.8	+ 200.0%	—	—	—

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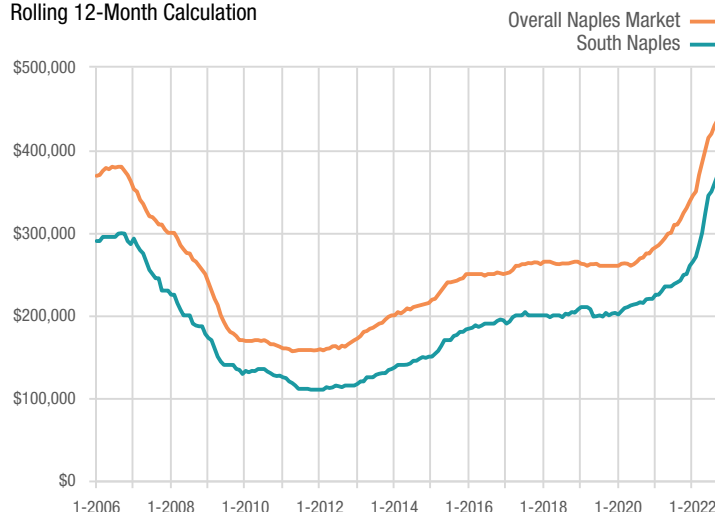
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – October 2022

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East Naples

34114, 34117, 34120, 34137

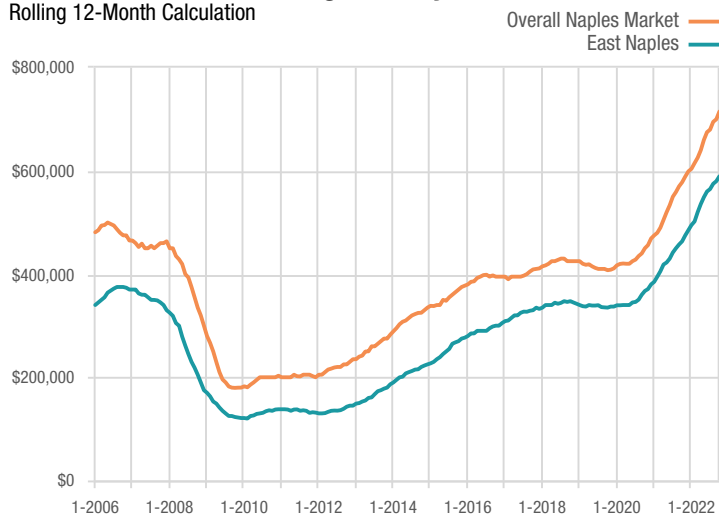
Single Family	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	198	178	- 10.1%	2,101	2,210	+ 5.2%
Total Sales	156	113	- 27.6%	1,924	1,506	- 21.7%
Days on Market Until Sale	20	43	+ 115.0%	36	31	- 13.9%
Median Closed Price*	\$522,500	\$674,990	+ 29.2%	\$475,000	\$600,000	+ 26.3%
Average Closed Price*	\$632,218	\$780,754	+ 23.5%	\$560,796	\$748,972	+ 33.6%
Percent of List Price Received*	98.8%	96.8%	- 2.0%	98.8%	98.5%	- 0.3%
Inventory of Homes for Sale	335	565	+ 68.7%	—	—	—
Months Supply of Inventory	1.7	3.7	+ 117.6%	—	—	—

Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	85	42	- 50.6%	823	747	- 9.2%
Total Sales	52	49	- 5.8%	863	588	- 31.9%
Days on Market Until Sale	30	35	+ 16.7%	38	19	- 50.0%
Median Closed Price*	\$389,223	\$449,900	+ 15.6%	\$350,000	\$477,000	+ 36.3%
Average Closed Price*	\$408,544	\$474,364	+ 16.1%	\$363,202	\$506,658	+ 39.5%
Percent of List Price Received*	98.8%	97.2%	- 1.6%	98.9%	99.9%	+ 1.0%
Inventory of Homes for Sale	68	123	+ 80.9%	—	—	—
Months Supply of Inventory	0.8	2.0	+ 150.0%	—	—	—

* 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.

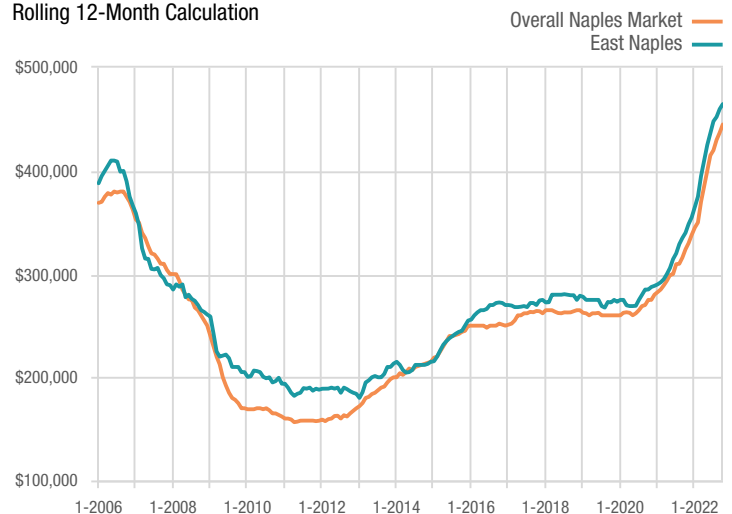
Median Closed Price - Single Family

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 – October 2022

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

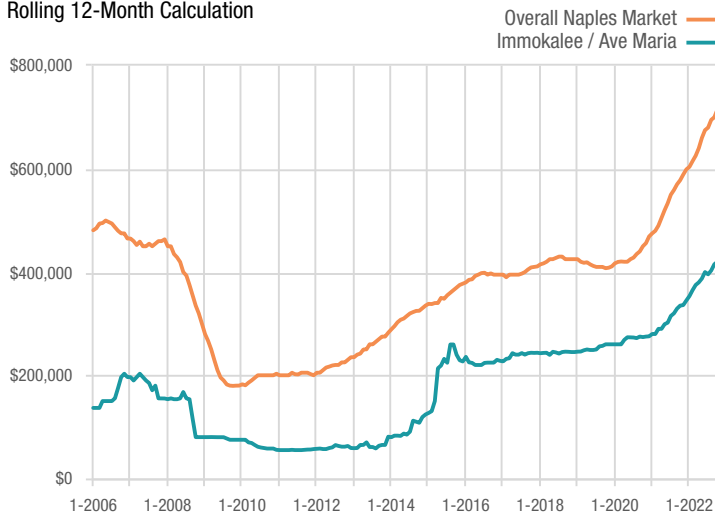
Single Family	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	19	35	+ 84.2%	258	259	+ 0.4%
Total Sales	20	14	- 30.0%	242	183	- 24.4%
Days on Market Until Sale	18	35	+ 94.4%	46	26	- 43.5%
Median Closed Price*	\$395,000	\$519,260	+ 31.5%	\$337,950	\$435,000	+ 28.7%
Average Closed Price*	\$416,639	\$551,642	+ 32.4%	\$366,723	\$463,195	+ 26.3%
Percent of List Price Received*	99.1%	96.9%	- 2.2%	98.7%	98.9%	+ 0.2%
Inventory of Homes for Sale	32	85	+ 165.6%	—	—	—
Months Supply of Inventory	1.4	4.4	+ 214.3%	—	—	—

Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	11	4	- 63.6%	39	54	+ 38.5%
Total Sales	2	3	+ 50.0%	26	45	+ 73.1%
Days on Market Until Sale	4	45	+ 1,025.0%	77	49	- 36.4%
Median Closed Price*	\$307,000	\$351,725	+ 14.6%	\$259,950	\$319,000	+ 22.7%
Average Closed Price*	\$307,000	\$353,730	+ 15.2%	\$230,835	\$320,045	+ 38.6%
Percent of List Price Received*	99.5%	93.4%	- 6.1%	97.7%	99.6%	+ 1.9%
Inventory of Homes for Sale	18	18	0.0%	—	—	—
Months Supply of Inventory	6.6	3.5	- 47.0%	—	—	—

* 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.

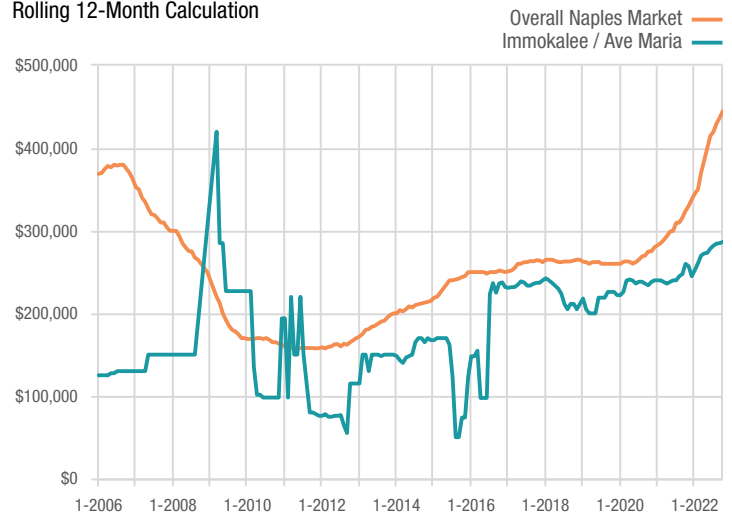
Median Closed Price - Single Family

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.