

Naples Area Market Report



November 2020

According to the November 2020 Market Report, released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), the Naples real estate market continues to see an upward trend in both showings and closed sales. In November 2020, there were 36,508 showings, which represents a 43 percent increase over the same period in 2019. Closed sales for the overall market increased 58.8 percent to 1,126 closed sales in November 2020, up from 709 closed sales in November 2019.

The sustained market demand is placing pressure on real estate pricing, with notable increases in median and average closed prices of homes when comparing month over month statistics. At \$669,409 the year-to-date average closed sales price in November 2020 reflects a more accurate and modest growth with a 12.7 percent increase over November 2019 year-to-date average closed sales price of \$594,065.

It is important to understand the difference between the “average” price of a home and the “median” price of a home. The “average” price is calculated by adding all the closed prices for homes sold in a specific area within a specified time frame and dividing that total by the number of properties sold. The “median” price is the price in the middle of a data set where exactly half the houses are priced for less and half are priced for more. It’s important to remember that the average price may be skewed due to outliers in the data (if a property sold for a price far higher or lower than typical).

Broker analysts agree there are multiple driving forces influencing buyers. In addition to buyers coming from out of state, local homeowners are taking advantage of low interest rates and upgrading to more spacious homes and condominiums within their existing communities. Homes priced over \$2,000,000 saw the strongest increase in sales, with a 51.6 percent increase in November 2020 over the same time period in 2019.

Collier County continues to be among the most desirable locations in the state. Regardless of the availability of the COVID-19 vaccine, employees are being encouraged to work remotely. Although the area’s traditional seasonal patterns have been disrupted, winter residents are continuing to arrive in the Naples area market. This is a strong indication of consumer confidence in Southwest Florida.

Quick Facts

+ 51.6%	+ 44.1%	+ 20.8%
Price Range With the Strongest Sales: \$2,000,001 and Above	Property Type With Strongest Pending: Condos	Property Type With Strongest Sales: Single Family
+ 58.8%	+ 15.8%	- 43.3%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
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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	11-2019	11-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,306	1,199	- 8.2%	14,425	14,453	+ 0.2%
Closed Sales		709	1,126	+ 58.8%	9,342	10,871	+ 16.4%
Days on Market Until Sale		92	79	- 14.1%	102	92	- 9.8%
Median Closed Price		\$330,000	\$382,250	+ 15.8%	\$330,000	\$368,500	+ 11.7%
Average Closed Price		\$531,346	\$684,015	+ 28.7%	\$594,065	\$669,409	+ 12.7%
Percent of Current List Price Received		95.9%	96.5%	+ 0.6%	95.5%	95.9%	+ 0.4%
Pending Listings		1,017	1,466	+ 44.1%	11,809	14,719	+ 25.6%
Inventory of Homes for Sale		6,452	3,658	- 43.3%	—	—	—
Months Supply of Inventory		7.7	3.7	- 51.9%	—	—	—

Single Family Market Overview

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

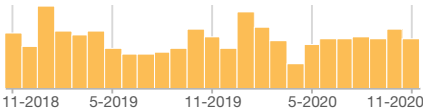
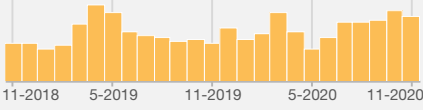
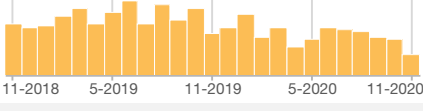
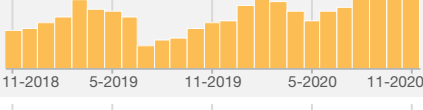
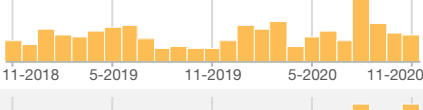
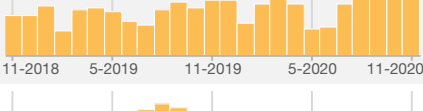
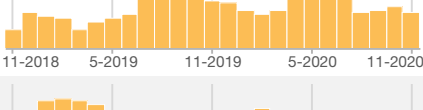
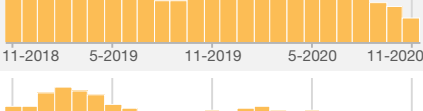
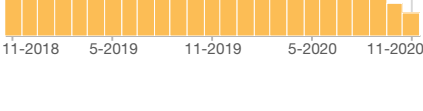


Key Metrics	Historical Sparkbars	11-2019	11-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		635	559	- 12.0%	7,277	7,088	- 2.6%
Closed Sales		371	567	+ 52.8%	4,698	5,624	+ 19.7%
Days on Market Until Sale		91	77	- 15.4%	101	93	- 7.9%
Median Closed Price		\$420,000	\$510,000	+ 21.4%	\$410,000	\$460,000	+ 12.2%
Average Closed Price		\$679,914	\$922,551	+ 35.7%	\$750,842	\$842,957	+ 12.3%
Percent of Current List Price Received		96.3%	97.0%	+ 0.7%	95.8%	96.2%	+ 0.4%
Pending Listings		522	723	+ 38.5%	5,921	7,837	+ 32.4%
Inventory of Homes for Sale		3,249	1,563	- 51.9%	—	—	—
Months Supply of Inventory		7.7	3.1	- 59.7%	—	—	—

Condo Market Overview

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



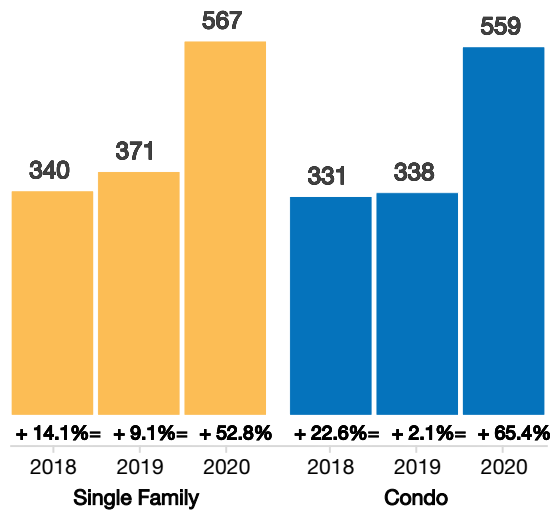
Key Metrics	Historical Sparkbars	11-2019	11-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		671	640	- 4.6%	7,148	7,365	+ 3.0%
Closed Sales		338	559	+ 65.4%	4,644	5,247	+ 13.0%
Days on Market Until Sale		93	81	- 12.9%	102	92	- 9.8%
Median Closed Price		\$260,000	\$287,500	+ 10.6%	\$260,000	\$277,875	+ 6.9%
Average Closed Price		\$368,273	\$442,065	+ 20.0%	\$435,498	\$483,420	+ 11.0%
Percent of Current List Price Received		95.5%	96.1%	+ 0.6%	95.2%	95.5%	+ 0.3%
Pending Listings		495	743	+ 50.1%	5,888	7,225	+ 22.7%
Inventory of Homes for Sale		3,203	2,095	- 34.6%	—	—	—
Months Supply of Inventory		7.7	4.4	- 42.9%	—	—	—

Overall Closed Sales

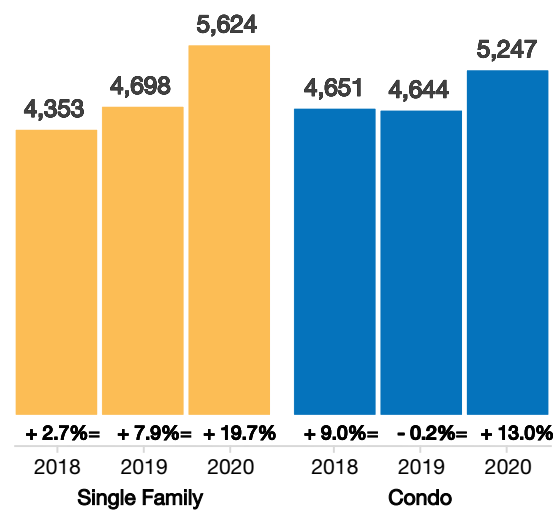
A count of the actual sales that closed in a given month.



November

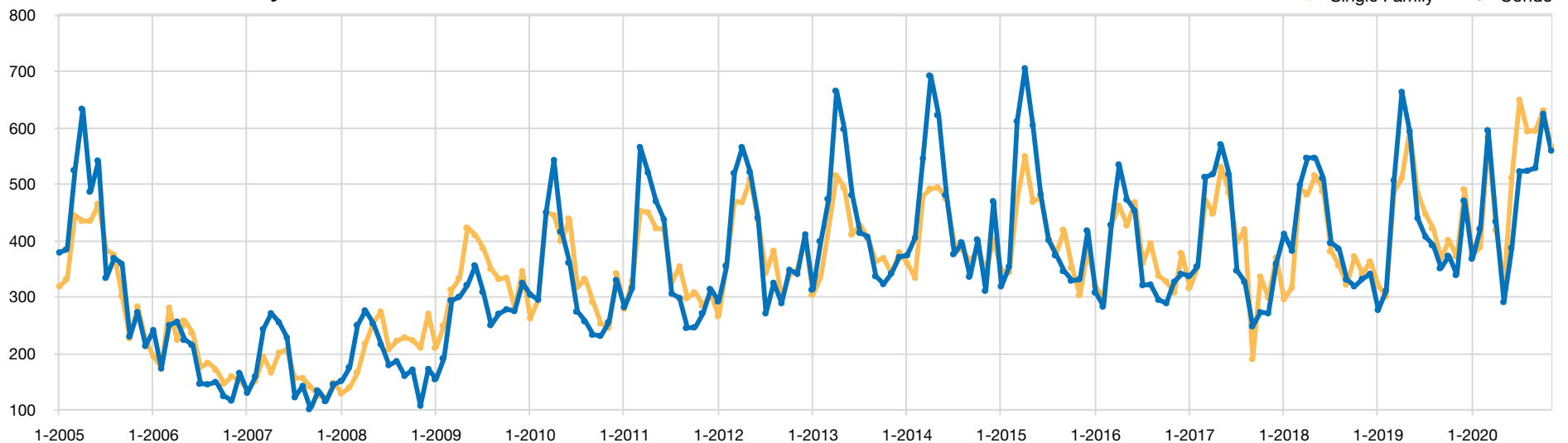


Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	490	+ 35.4%	470	+ 38.2%
Jan-2020	374	+ 17.2%	367	+ 33.0%
Feb-2020	387	+ 29.0%	420	+ 35.5%
Mar-2020	582	+ 20.0%	595	+ 17.6%
Apr-2020	418	- 18.0%	433	- 34.7%
May-2020	319	- 46.4%	290	- 51.1%
Jun-2020	511	+ 5.6%	386	- 12.1%
Jul-2020	649	+ 45.5%	522	+ 28.6%
Aug-2020	593	+ 40.9%	523	+ 33.8%
Sep-2020	594	+ 61.9%	528	+ 50.9%
Oct-2020	630	+ 57.5%	624	+ 67.7%
Nov-2020	567	+ 52.8%	559	+ 65.4%
12-Month Avg	510	+ 20.9%	476	+ 14.7%

Overall Total Sales by Month



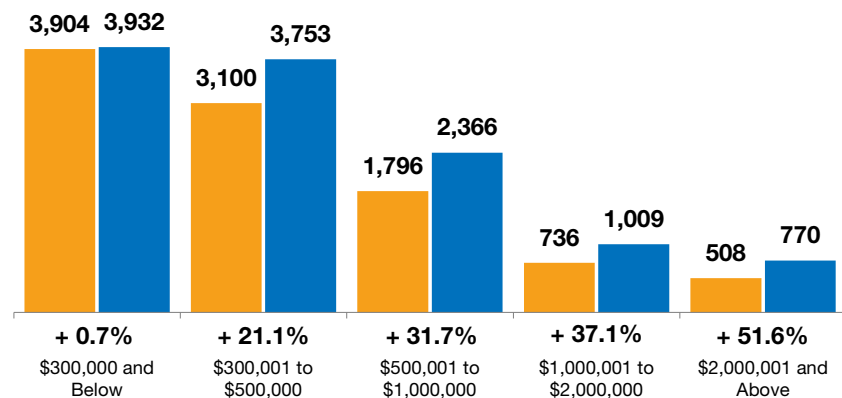
Overall Closed Sales by Price Range

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



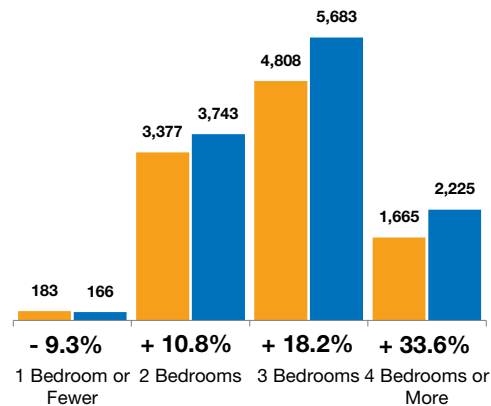
By Price Range

11-2019 11-2020



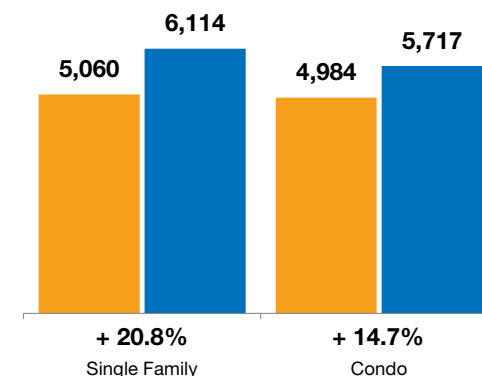
By Bedroom Count

11-2019 11-2020



By Property Type

11-2019 11-2020



All Properties

By Price Range

	11-2019	11-2020	Change
\$300,000 and Below	3,904	3,932	+ 0.7%
\$300,001 to \$500,000	3,100	3,753	+ 21.1%
\$500,001 to \$1,000,000	1,796	2,366	+ 31.7%
\$1,000,001 to \$2,000,000	736	1,009	+ 37.1%
\$2,000,001 and Above	508	770	+ 51.6%
All Price Ranges	10,044	11,831	+ 17.8%

Single Family

11-2019	11-2020	Change
1,089	913	- 16.2%
1,953	2,345	+ 20.1%
1,220	1,685	+ 38.1%
438	633	+ 44.5%
360	537	+ 49.2%
5,060	6,114	+ 20.8%

Condo

	11-2019	11-2020	Change
	2815	3019	+ 7.2%
	1147	1408	+ 22.8%
	576	681	+ 18.2%
	298	376	+ 26.2%
	148	233	+ 57.4%
	4,984	5,717	+ 14.7%

By Bedroom Count

	11-2019	11-2020	Change
1 Bedroom or Fewer	183	166	- 9.3%
2 Bedrooms	3,377	3,743	+ 10.8%
3 Bedrooms	4,808	5,683	+ 18.2%
4 Bedrooms or More	1,665	2,225	+ 33.6%
All Bedroom Counts	10,044	11,831	+ 17.8%

11-2019	11-2020	Change
24	20	- 16.7%
512	543	+ 6.1%
2,957	3,481	+ 17.7%
1,565	2,067	+ 32.1%
5,060	6,114	+ 20.8%

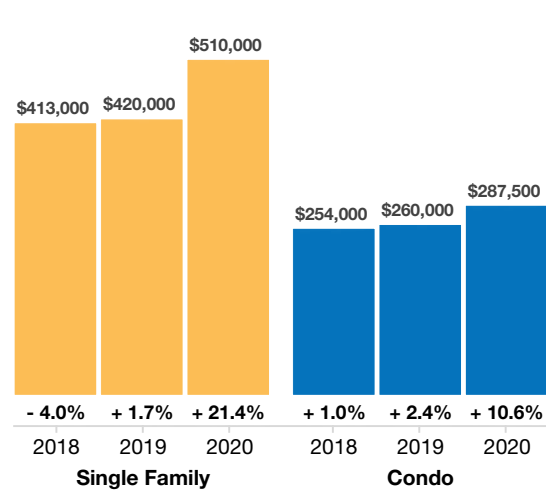
	11-2019	11-2020	Change
	159	146	- 8.2%
	2,865	3,200	+ 11.7%
	1,851	2,202	+ 19.0%
	100	158	+ 58.0%
	4,984	5,717	+ 14.7%

Overall Median Closed Price

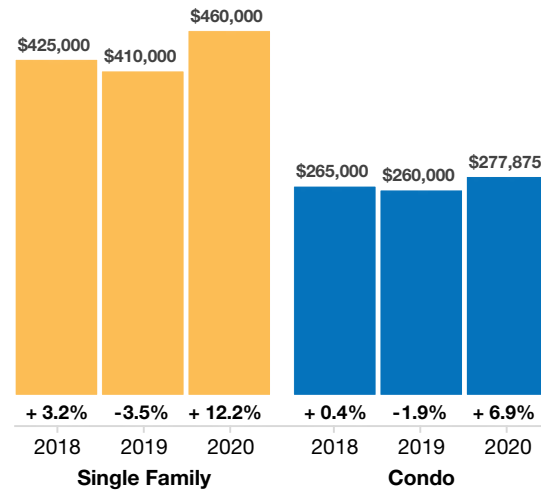
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



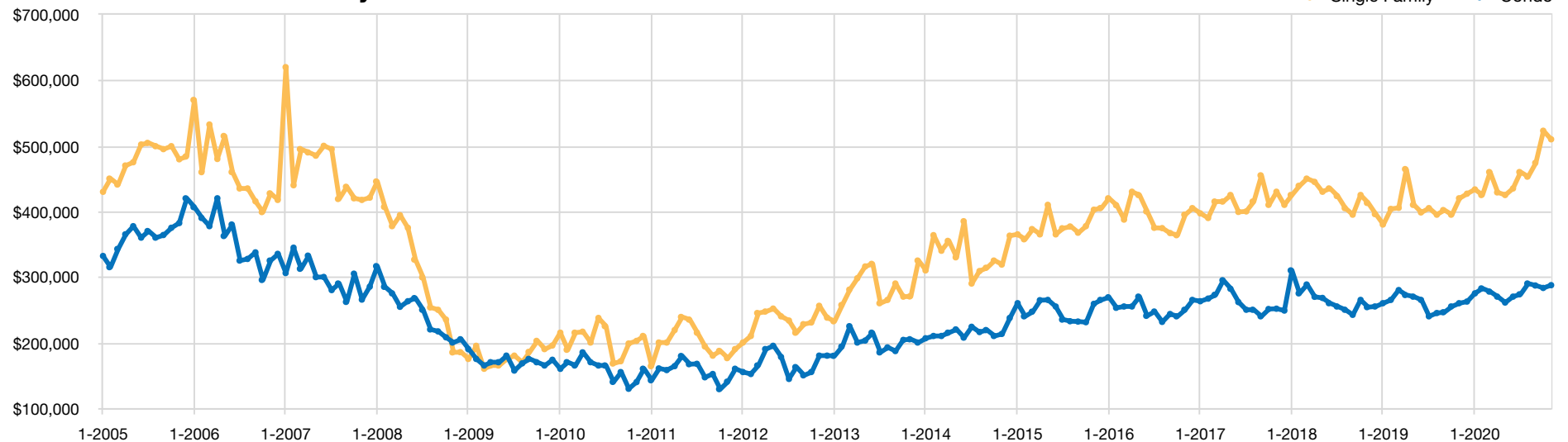
Year-to-Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	\$427,000	+ 7.9%	\$262,500	+ 2.9%
Jan-2020	\$433,500	+ 14.1%	\$275,000	+ 5.8%
Feb-2020	\$425,000	+ 5.3%	\$282,500	+ 6.6%
Mar-2020	\$460,000	+ 13.4%	\$277,715	- 0.8%
Apr-2020	\$429,000	- 7.6%	\$270,000	- 0.9%
May-2020	\$425,000	+ 3.7%	\$261,000	- 3.3%
Jun-2020	\$435,000	+ 9.2%	\$270,000	+ 1.9%
Jul-2020	\$460,000	+ 13.6%	\$273,500	+ 14.0%
Aug-2020	\$453,000	+ 14.7%	\$290,000	+ 18.4%
Sep-2020	\$474,000	+ 17.9%	\$287,000	+ 16.6%
Oct-2020	\$523,000	+ 32.4%	\$283,250	+ 11.1%
Nov-2020	\$510,000	+ 21.4%	\$287,500	+ 10.6%
12-Month Avg*	\$459,000	+ 12.4%	\$275,000	+ 5.8%

* Median Closed Price for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

Overall Median Closed Price by Month



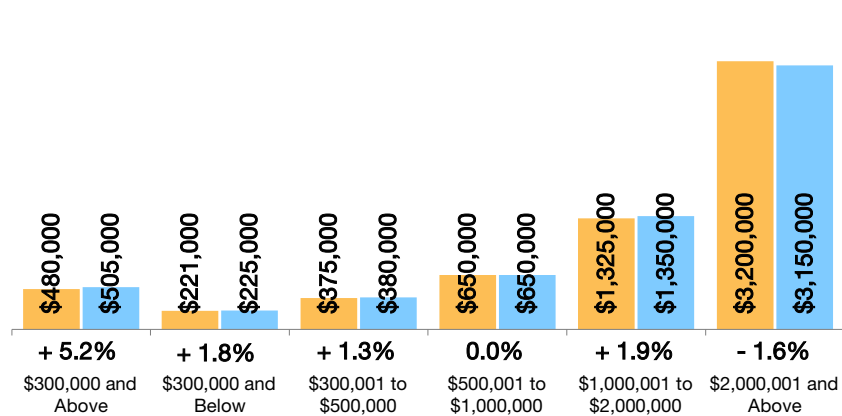
Overall Median Closed Price by Price Range

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



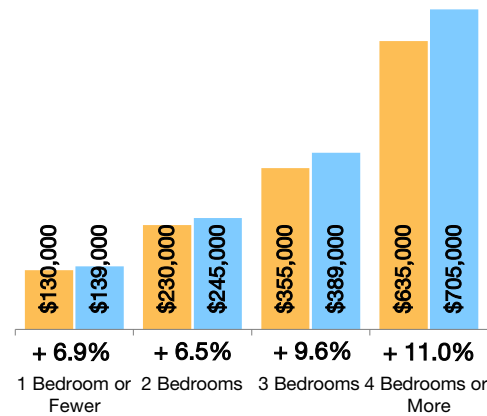
By Price Range

11-2019 11-2020



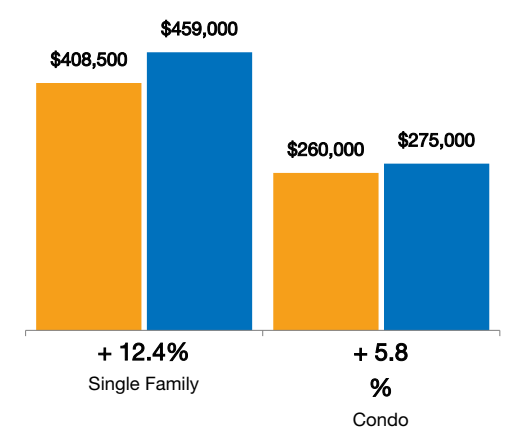
By Bedroom Count

11-2019 11-2020



By Property Type

11-2019 11-2020



All Properties

By Price Range

	11-2019	11-2020	Change
\$300,000 and Above	\$480,000	\$505,000	+ 5.2%
\$300,000 and Below	\$221,000	\$225,000	+ 1.8%
\$300,001 to \$500,000	\$375,000	\$380,000	+ 1.3%
\$500,001 to \$1,000,000	\$650,000	\$650,000	0.0%
\$1,000,001 to \$2,000,000	\$1,325,000	\$1,350,000	+ 1.9%
\$2,000,001 and Above	\$3,200,000	\$3,150,000	- 1.6%
All Price Ranges	\$330,000	\$365,000	+ 10.6%

Single Family

	11-2019	11-2020	Change
\$485,000	\$485,000	\$515,000	+ 6.2%
\$260,000	\$260,000	\$270,000	+ 3.8%
\$381,000	\$381,000	\$389,000	+ 2.1%
\$646,000	\$646,000	\$640,000	- 0.9%
\$1,350,000	\$1,350,000	\$1,310,000	- 3.0%
\$3,350,000	\$3,350,000	\$3,400,000	+ 1.5%
All Single Family	\$408,500	\$459,000	+ 12.4%

Condo

	11-2019	11-2020	Change
\$475,000	\$475,000	\$484,500	+ 2.0%
\$202,000	\$202,000	\$211,250	+ 4.6%
\$360,000	\$360,000	\$360,000	0.0%
\$660,000	\$660,000	\$680,000	+ 3.0%
\$1,300,000	\$1,300,000	\$1,410,000	+ 8.5%
\$2,800,000	\$2,800,000	\$2,500,000	- 10.7%
All Condo	\$260,000	\$275,000	+ 5.8%

By Bedroom Count

	11-2019	11-2020	Change
1 Bedroom or Fewer	\$130,000	\$139,000	+ 6.9%
2 Bedrooms	\$230,000	\$245,000	+ 6.5%
3 Bedrooms	\$355,000	\$389,000	+ 9.6%
4 Bedrooms or More	\$635,000	\$705,000	+ 11.0%
All Bedroom Counts	\$330,000	\$365,000	+ 10.6%

	11-2019	11-2020	Change
\$87,000	\$87,000	\$88,750	+ 2.0%
\$283,745	\$283,745	\$303,000	+ 6.8%
\$375,000	\$375,000	\$420,000	+ 12.0%
\$630,000	\$630,000	\$660,000	+ 4.8%
All Single Family	\$408,500	\$459,000	+ 12.4%
\$133,000	\$133,000	\$163,000	+ 22.6%
\$224,000	\$224,000	\$235,000	+ 4.9%
\$320,000	\$320,000	\$330,000	+ 3.1%
\$860,500	\$860,500	\$2,125,000	+ 146.9%
All Condo	\$260,000	\$275,000	+ 5.8%

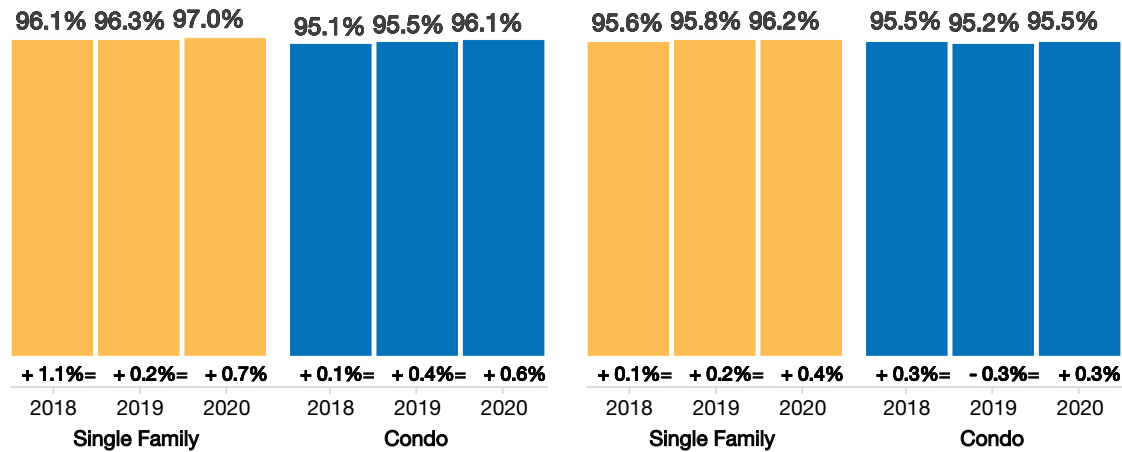
Overall Percent of Current List Price Received

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.



November

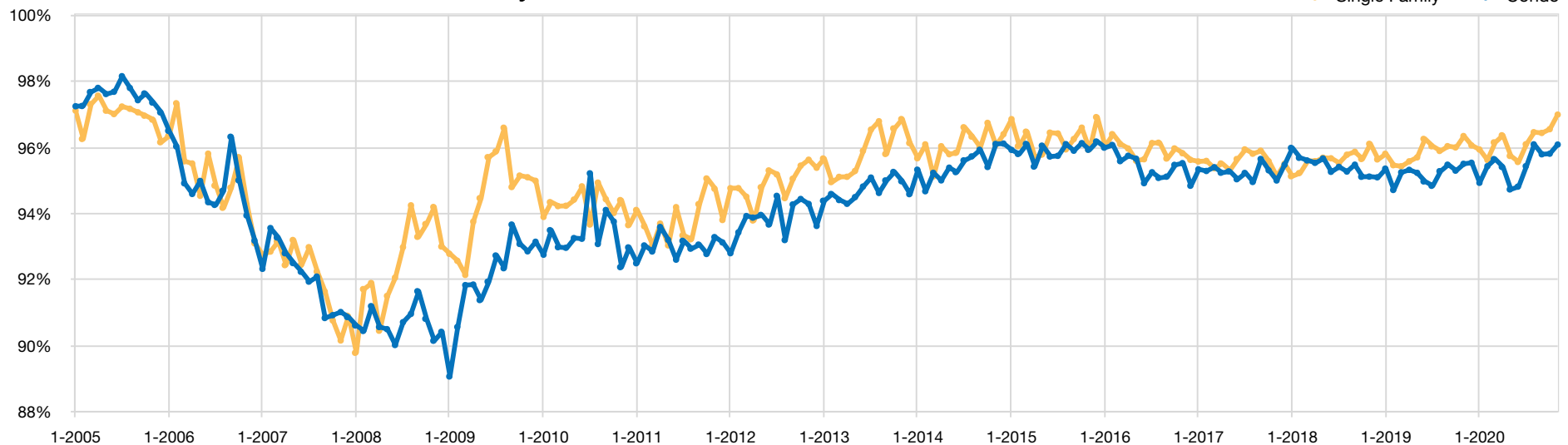
Year-to-Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	96.0%	+ 0.4%	95.5%	+ 0.4%
Jan-2020	95.9%	+ 0.1%	94.9%	- 0.4%
Feb-2020	95.6%	+ 0.2%	95.4%	+ 0.7%
Mar-2020	96.1%	+ 0.7%	95.6%	+ 0.4%
Apr-2020	96.3%	+ 0.7%	95.4%	+ 0.1%
May-2020	95.7%	0.0%	94.7%	- 0.5%
Jun-2020	95.5%	- 0.7%	94.8%	- 0.2%
Jul-2020	96.1%	+ 0.1%	95.4%	+ 0.6%
Aug-2020	96.4%	+ 0.5%	96.1%	+ 0.8%
Sep-2020	96.4%	+ 0.4%	95.8%	+ 0.3%
Oct-2020	96.5%	+ 0.5%	95.8%	+ 0.5%
Nov-2020	97.0%	+ 0.7%	96.1%	+ 0.6%
12-Month Avg*	96.2%	+ 0.4%	95.5%	+ 0.4%

* Pct. of List Price Received for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

Overall Percent of List Price Received by Month



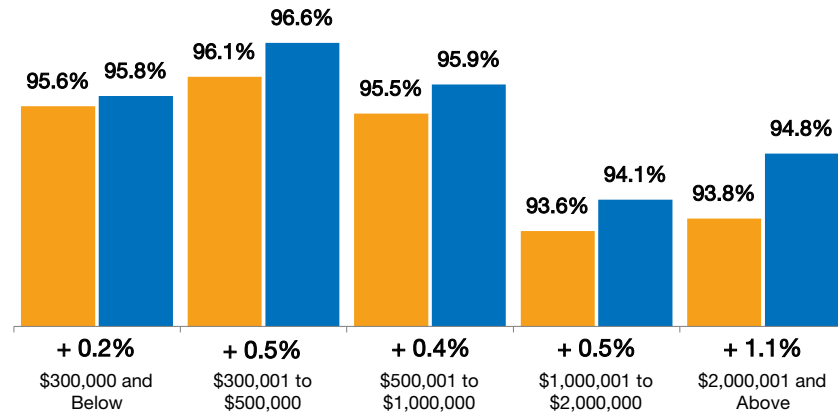
Overall Percent of Current List Price Received by Price Range

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.



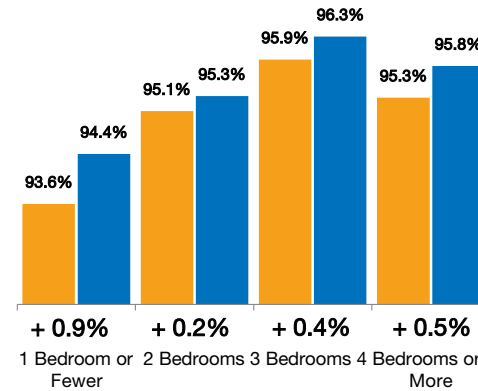
By Price Range

11-2019 11-2020



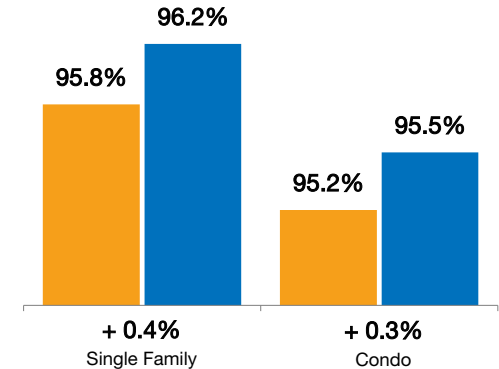
By Bedroom Count

11-2019 11-2020



By Property Type

11-2019 11-2020



All Properties

By Price Range

	11-2019	11-2020	Change
\$300,000 and Below	95.6%	95.8%	+ 0.2%
\$300,001 to \$500,000	96.1%	96.6%	+ 0.5%
\$500,001 to \$1,000,000	95.5%	95.9%	+ 0.4%
\$1,000,001 to \$2,000,000	93.6%	94.1%	+ 0.5%
\$2,000,001 and Above	93.8%	94.8%	+ 1.1%
All Price Ranges	95.5%	95.9%	+ 0.4%

Single Family

	11-2019	11-2020	Change
\$300,000 and Below	96.7%	96.6%	- 0.1%
\$300,001 to \$500,000	96.3%	97.0%	+ 0.7%
\$500,001 to \$1,000,000	95.7%	96.2%	+ 0.5%
\$1,000,001 to \$2,000,000	93.2%	93.6%	+ 0.4%
\$2,000,001 and Above	93.3%	94.2%	+ 1.0%
All Price Ranges	95.8%	96.2%	+ 0.4%

Condo

	11-2019	11-2020	Change
\$300,000 and Below	95.1%	95.5%	+ 0.4%
\$300,001 to \$500,000	95.6%	95.9%	+ 0.3%
\$500,001 to \$1,000,000	95.1%	95.2%	+ 0.1%
\$1,000,001 to \$2,000,000	94.2%	94.9%	+ 0.7%
\$2,000,001 and Above	94.9%	96.4%	+ 1.6%
All Price Ranges	95.2%	95.5%	+ 0.3%

By Bedroom Count

	11-2019	11-2020	Change
1 Bedroom or Fewer	93.6%	94.4%	+ 0.9%
2 Bedrooms	95.1%	95.3%	+ 0.2%
3 Bedrooms	95.9%	96.3%	+ 0.4%
4 Bedrooms or More	95.3%	95.8%	+ 0.5%
All Bedroom Counts	95.5%	95.9%	+ 0.4%

	11-2019	11-2020	Change
1 Bedroom or Fewer	91.6%	92.5%	+ 1.0%
2 Bedrooms	94.8%	95.3%	+ 0.5%
3 Bedrooms	96.3%	96.7%	+ 0.4%
4 Bedrooms or More	95.3%	95.7%	+ 0.4%
All Bedroom Counts	95.8%	96.2%	+ 0.4%

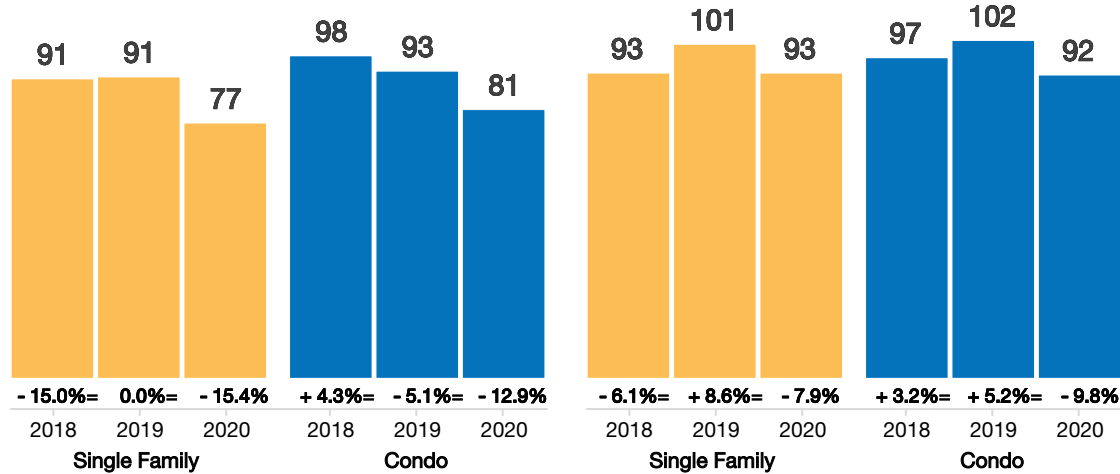
	11-2019	11-2020	Change
1 Bedroom or Fewer	93.9%	94.7%	+ 0.9%
2 Bedrooms	95.1%	95.4%	+ 0.3%
3 Bedrooms	95.3%	95.7%	+ 0.4%
4 Bedrooms or More	95.2%	97.4%	+ 2.3%
All Bedroom Counts	95.2%	95.5%	+ 0.3%

Overall Days on Market Until Sale

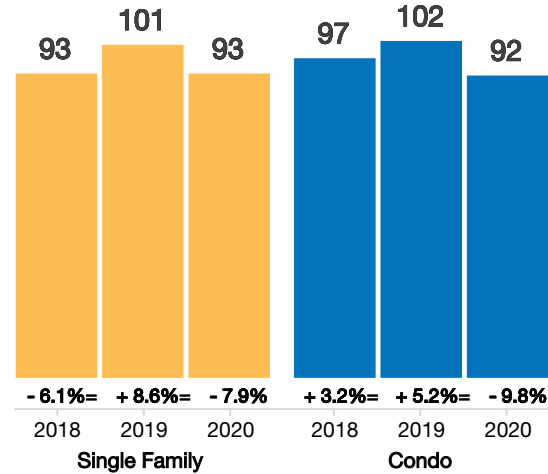
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



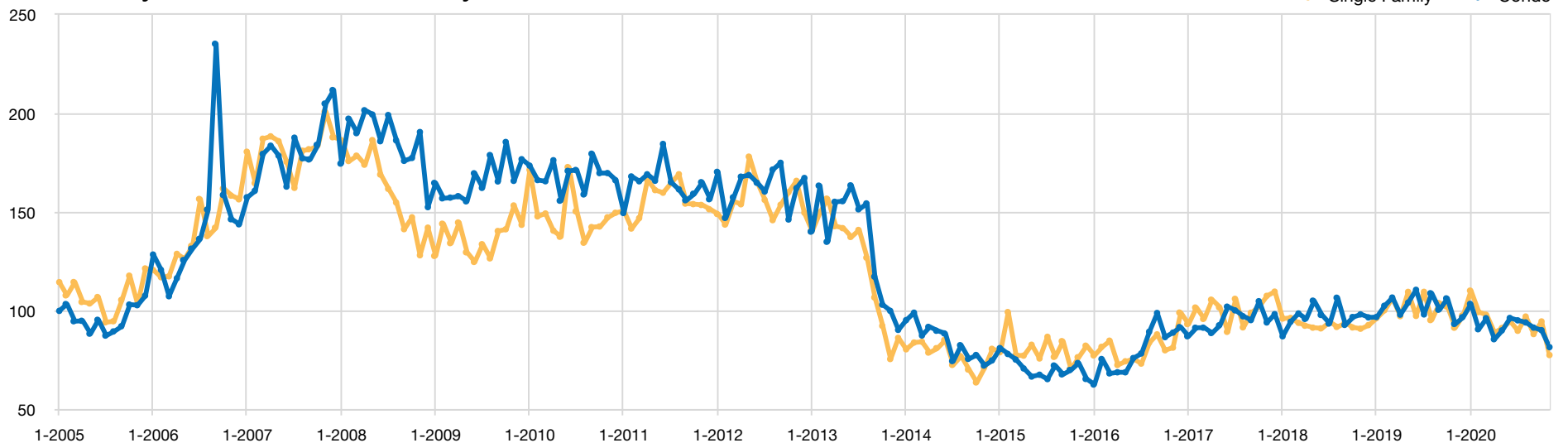
Year-to-Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	97	+ 4.3%	97	+ 1.0%
Jan-2020	110	+ 14.6%	103	+ 6.2%
Feb-2020	99	- 1.0%	90	- 11.8%
Mar-2020	98	- 7.5%	96	- 10.3%
Apr-2020	89	- 8.2%	85	- 13.3%
May-2020	91	- 16.5%	90	- 13.5%
Jun-2020	94	- 3.1%	96	- 12.7%
Jul-2020	90	- 17.4%	95	- 3.1%
Aug-2020	97	+ 2.1%	94	- 13.8%
Sep-2020	88	- 15.4%	91	- 9.0%
Oct-2020	94	- 7.8%	90	- 15.1%
Nov-2020	77	- 15.4%	81	- 12.9%
12-Month Avg*	93	- 7.3%	92	- 9.6%

* Days on Market for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month



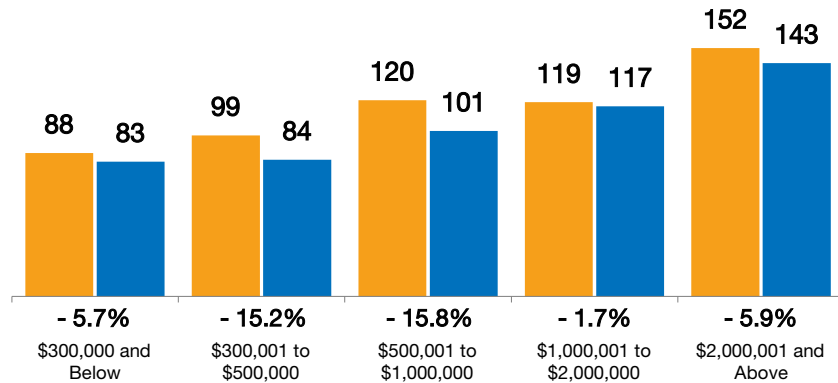
Overall Days on Market Until Sale by Price Range

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



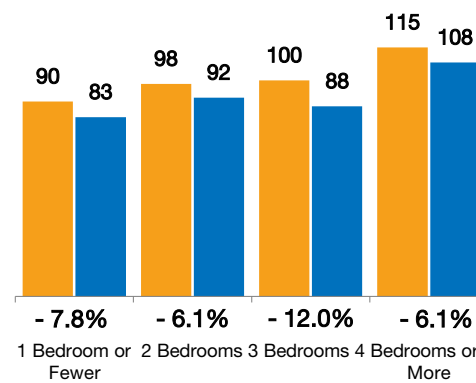
By Price Range

■ 11-2019 ■ 11-2020



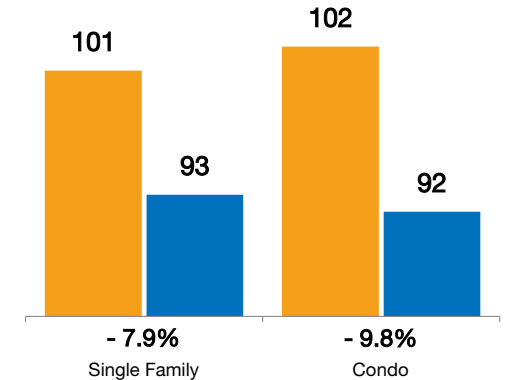
By Bedroom Count

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range

	11-2019	11-2020	Change
\$300,000 and Below	88	83	- 5.7%
\$300,001 to \$500,000	99	84	- 15.2%
\$500,001 to \$1,000,000	120	101	- 15.8%
\$1,000,001 to \$2,000,000	119	117	- 1.7%
\$2,000,001 and Above	152	143	- 5.9%
All Price Ranges	101	93	- 7.9%

Single Family

	11-2019	11-2020	Change
	72	72	0.0%
	96	79	- 17.7%
	116	98	- 15.5%
	121	121	0.0%
	164	163	- 0.6%
All Single Family	101	93	- 7.9%

Condo

	11-2019	11-2020	Change
	95	86	- 9.5%
	103	94	- 8.7%
	129	111	- 14.0%
	117	109	- 6.8%
	124	94	- 24.2%
All Condo	102	92	- 9.8%

By Bedroom Count

	11-2019	11-2020	Change
1 Bedroom or Fewer	90	83	- 7.8%
2 Bedrooms	98	92	- 6.1%
3 Bedrooms	100	88	- 12.0%
4 Bedrooms or More	115	108	- 6.1%
All Bedroom Counts	101	93	- 7.9%

	11-2019	11-2020	Change
	110	135	+ 22.7%
	86	86	0.0%
	95	85	- 10.5%
	115	108	- 6.1%
All Single Family	101	93	- 7.9%

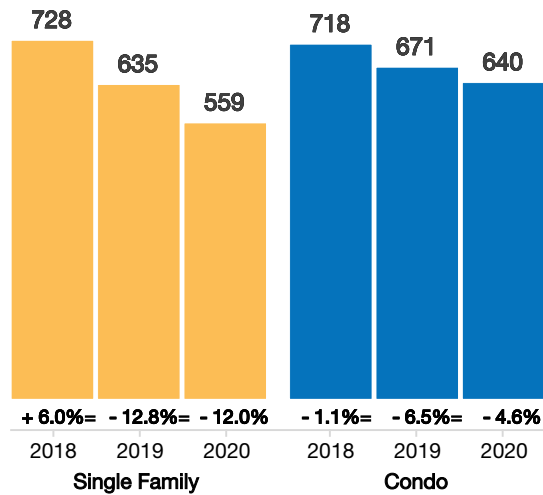
	11-2019	11-2020	Change
	87	75	- 13.1%
	100	92	- 7.5%
	106	92	- 13.4%
	104	100	- 3.7%
All Condo	102	92	- 9.8%

Overall New Listings

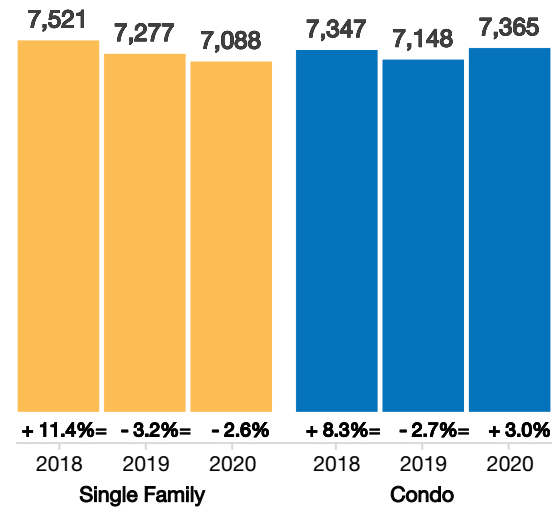
A count of the properties that have been newly listed on the market in a given month.



November

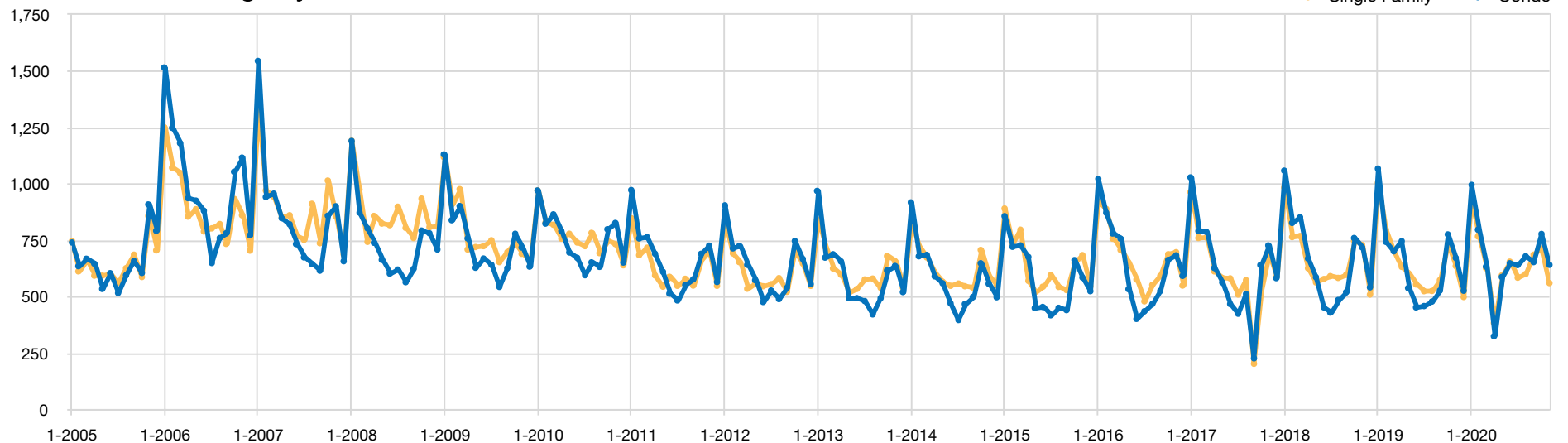


Year-to-Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	497	- 2.2%	525	- 2.8%
Jan-2020	930	- 7.4%	995	- 6.7%
Feb-2020	766	- 3.9%	796	+ 7.3%
Mar-2020	625	- 11.0%	632	- 9.7%
Apr-2020	382	- 39.5%	323	- 56.6%
May-2020	593	- 1.7%	586	+ 9.1%
Jun-2020	654	+ 18.3%	647	+ 43.5%
Jul-2020	583	+ 11.5%	639	+ 39.8%
Aug-2020	599	+ 14.3%	678	+ 42.1%
Sep-2020	685	+ 19.8%	652	+ 24.0%
Oct-2020	712	- 2.9%	777	+ 0.3%
Nov-2020	559	- 12.0%	640	- 4.6%
12-Month Avg	632	- 2.6%	658	+ 2.7%

Overall New Listings by Month

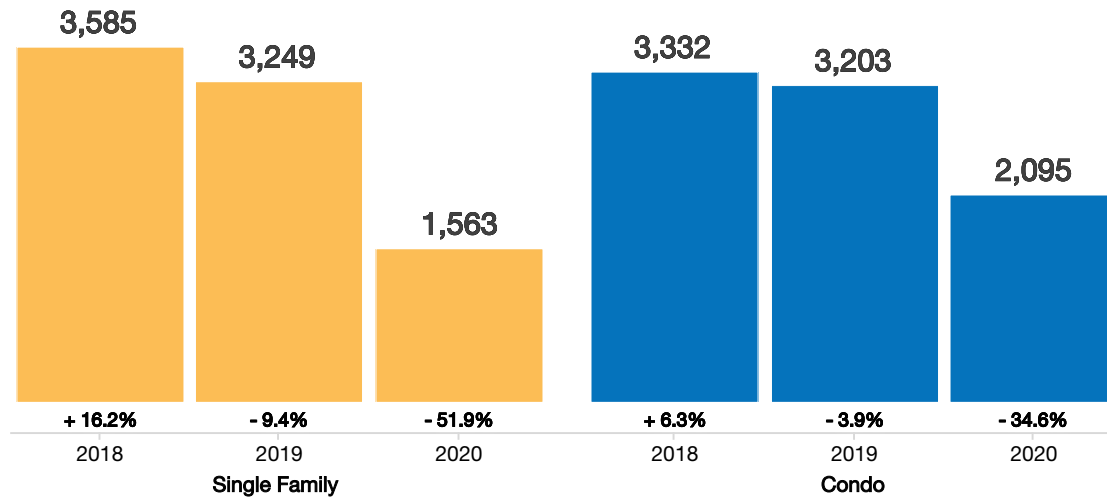


Overall Inventory of Homes for Sale

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

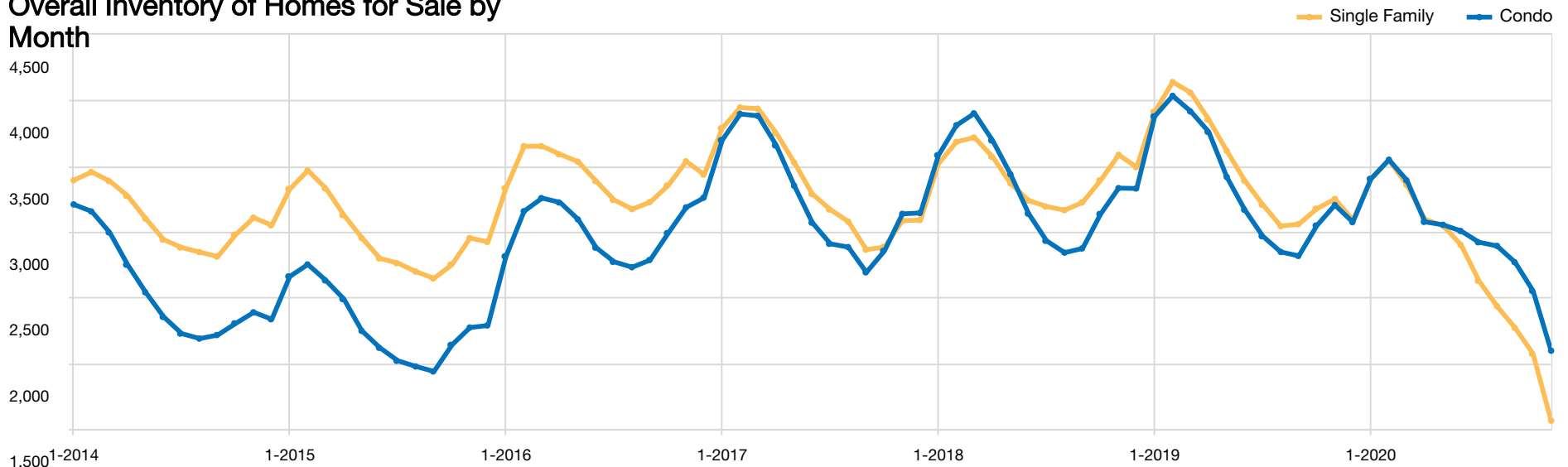


November



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2019	3,089	- 11.5%	3,073	- 7.7%
Jan-2020	3,400	- 13.1%	3,402	- 12.3%
Feb-2020	3,544	- 14.4%	3,548	- 12.0%
Mar-2020	3,357	- 17.3%	3,391	- 13.4%
Apr-2020	3,094	- 19.7%	3,075	- 18.2%
May-2020	3,046	- 15.8%	3,053	- 10.7%
Jun-2020	2,901	- 14.4%	3,006	- 5.1%
Jul-2020	2,626	- 18.1%	2,920	- 1.6%
Aug-2020	2,433	- 20.0%	2,892	+ 1.6%
Sep-2020	2,269	- 25.8%	2,768	- 1.7%
Oct-2020	2,071	- 34.8%	2,550	- 16.3%
Nov-2020	1,563	- 51.9%	2,095	- 34.6%
12-Month Avg	2,783	- 20.8%	2,981	- 11.4%

Overall Inventory of Homes for Sale by Month



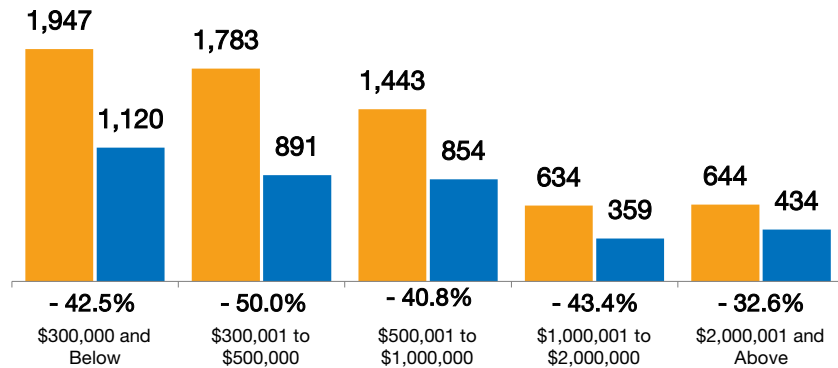
Overall Inventory of Homes for Sale by Price Range

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



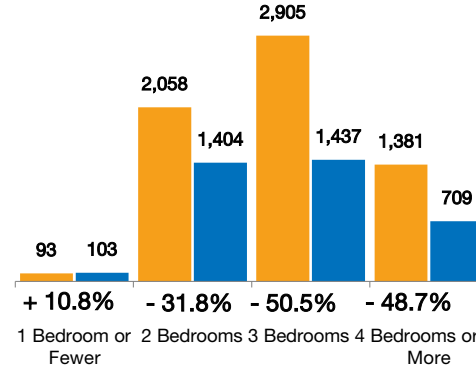
By Price Range

11-2019 11-2020



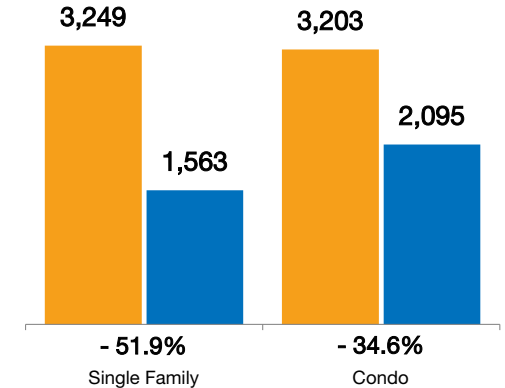
By Bedroom Count

11-2019 11-2020



By Property Type

11-2019 11-2020



All Properties

By Price Range

	11-2019	11-2020	Change
\$300,000 and Below	1,947	1,120	- 42.5%
\$300,001 to \$500,000	1,783	891	- 50.0%
\$500,001 to \$1,000,000	1,443	854	- 40.8%
\$1,000,001 to \$2,000,000	634	359	- 43.4%
\$2,000,001 and Above	644	434	- 32.6%
All Price Ranges	6,452	3,658	- 43.3%

Single Family

11-2019	11-2020	Change
434	159	- 63.4%
1,008	425	- 57.8%
943	486	- 48.5%
405	188	- 53.6%
458	305	- 33.4%
3,249	1,563	- 51.9%

Condo

11-2019	11-2020	Change
1513	961	- 36.5%
775	466	- 39.9%
500	368	- 26.4%
229	171	- 25.3%
186	129	- 30.6%
3,203	2,095	- 34.6%

By Bedroom Count

	11-2019	11-2020	Change
1 Bedroom or Fewer	93	103	+ 10.8%
2 Bedrooms	2,058	1,404	- 31.8%
3 Bedrooms	2,905	1,437	- 50.5%
4 Bedrooms or More	1,381	709	- 48.7%
All Bedroom Counts	6,452	3,658	- 43.3%

11-2019	11-2020	Change
21	23	+ 9.5%
267	173	- 35.2%
1,668	722	- 56.7%
1,288	645	- 49.9%
3,249	1,563	- 51.9%

11-2019	11-2020	Change
72	80	+ 11.1%
1,791	1,231	- 31.3%
1,237	927	- 25.1%
93	64	- 31.2%
3,203	2,095	- 34.6%

Listing and Sales Summary Report

November 2020



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Nov-20	Nov-19	% Change	Nov-20	Nov-19	% Change	Nov-20	Nov-19	% Change	Nov-20	Nov-19	% Change
Overall Naples Market*	\$382,250	\$330,000	+15.8%	1126	709	+58.8%	3,658	6,452	-43.3%	79	92	-14.1%
Collier County	\$410,000	\$335,000	+22.4%	1253	765	+63.8%	4,131	7,240	-42.9%	81	97	-16.5%
Ave Maria	\$292,500	\$267,000	+9.6%	17	8	+112.5%	81	108	-25.0%	52	90	-42.2%
Central Naples	\$313,000	\$268,500	+16.6%	153	121	+26.4%	497	806	-38.3%	78	81	-3.7%
East Naples	\$367,000	\$327,000	+12.2%	256	172	+48.8%	642	1,322	-51.4%	69	84	-17.9%
Everglades City	--	--	--	0	0	--	7	8	-12.5%	--	--	--
Immokalee	\$149,000	\$198,200	-24.8%	3	6	-50.0%	11	37	-70.3%	206	25	+724.0%
Immokalee / Ave Maria	\$283,750	\$232,800	+21.9%	20	14	+42.9%	92	145	-36.6%	75	62	+21.0%
Naples	\$385,948	\$335,000	+15.2%	1106	695	+59.1%	3,566	6,309	-43.5%	79	93	-15.1%
Naples Beach	\$782,500	\$653,500	+19.7%	192	108	+77.8%	949	1,450	-34.6%	111	115	-3.5%
North Naples	\$440,000	\$402,500	+9.3%	321	182	+76.4%	831	1,671	-50.3%	70	104	-32.7%
South Naples	\$295,000	\$265,875	+11.0%	184	112	+64.3%	647	1,058	-38.8%	80	80	0.0%
34102	\$860,000	\$1,040,000	-17.3%	59	23	+156.5%	325	472	-31.1%	122	114	+7.0%
34103	\$1,302,500	\$850,000	+53.2%	46	37	+24.3%	289	428	-32.5%	112	94	+19.1%
34104	\$276,500	\$238,000	+16.2%	62	55	+12.7%	204	378	-46.0%	68	84	-19.0%
34105	\$405,000	\$279,900	+44.7%	61	47	+29.8%	241	311	-22.5%	113	96	+17.7%
34108	\$560,000	\$625,000	-10.4%	87	48	+81.3%	334	550	-39.3%	102	132	-22.7%
34109	\$392,000	\$345,000	+13.6%	80	51	+56.9%	210	362	-42.0%	60	91	-34.1%
34110	\$459,000	\$335,000	+37.0%	114	54	+111.1%	361	677	-46.7%	85	84	+1.2%
34112	\$220,000	\$231,025	-4.8%	93	50	+86.0%	328	506	-35.2%	81	58	+39.7%
34113	\$360,000	\$303,250	+18.7%	91	62	+46.8%	319	552	-42.2%	79	98	-19.4%
34114	\$410,000	\$367,500	+11.6%	107	62	+72.6%	324	585	-44.6%	102	89	+14.6%
34116	\$317,500	\$290,000	+9.5%	30	19	+57.9%	52	117	-55.6%	28	33	-15.2%
34117	\$345,000	\$307,000	+12.4%	31	21	+47.6%	62	134	-53.7%	44	72	-38.9%
34119	\$461,000	\$455,000	+1.3%	127	77	+64.9%	260	631	-58.8%	62	127	-51.2%
34120	\$359,050	\$315,000	+14.0%	118	89	+32.6%	256	603	-57.5%	46	82	-43.9%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$283,750	\$232,800	+21.9%	20	14	+42.9%	92	145	-36.6%	75	62	+21.0%

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

Local Market Update – November 2020

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Naples Beach

34102, 34103, 34108

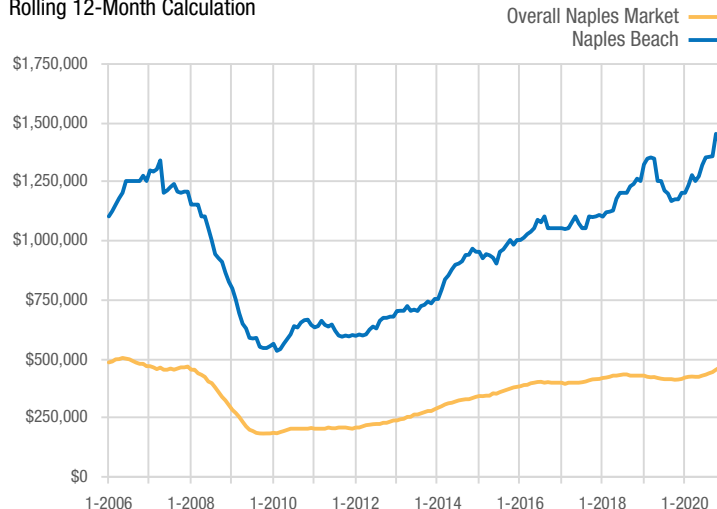
Single Family	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	95	89	- 6.3%	1,056	1,101	+ 4.3%
Closed Sales	39	80	+ 105.1%	657	829	+ 26.2%
Days on Market Until Sale	95	106	+ 11.6%	127	125	- 1.6%
Median Closed Price*	\$1,350,000	\$1,297,500	- 3.9%	\$1,200,000	\$1,455,000	+ 21.3%
Average Closed Price*	\$1,852,526	\$2,413,610	+ 30.3%	\$2,208,971	\$2,334,097	+ 5.7%
Percent of Current List Price Received*	94.7%	96.2%	+ 1.6%	93.9%	94.1%	+ 0.2%
Inventory of Homes for Sale	569	343	- 39.7%	—	—	—
Months Supply of Inventory	10.0	4.7	- 53.0%	—	—	—

Condo	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	177	163	- 7.9%	1,670	1,718	+ 2.9%
Closed Sales	69	112	+ 62.3%	990	1,138	+ 14.9%
Days on Market Until Sale	127	114	- 10.2%	115	112	- 2.6%
Median Closed Price*	\$557,500	\$596,250	+ 7.0%	\$676,000	\$660,000	- 2.4%
Average Closed Price*	\$742,385	\$903,363	+ 21.7%	\$1,032,275	\$986,138	- 4.5%
Percent of Current List Price Received*	94.8%	95.3%	+ 0.5%	94.5%	94.6%	+ 0.1%
Inventory of Homes for Sale	881	606	- 31.2%	—	—	—
Months Supply of Inventory	10.1	5.9	- 41.6%	—	—	—

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

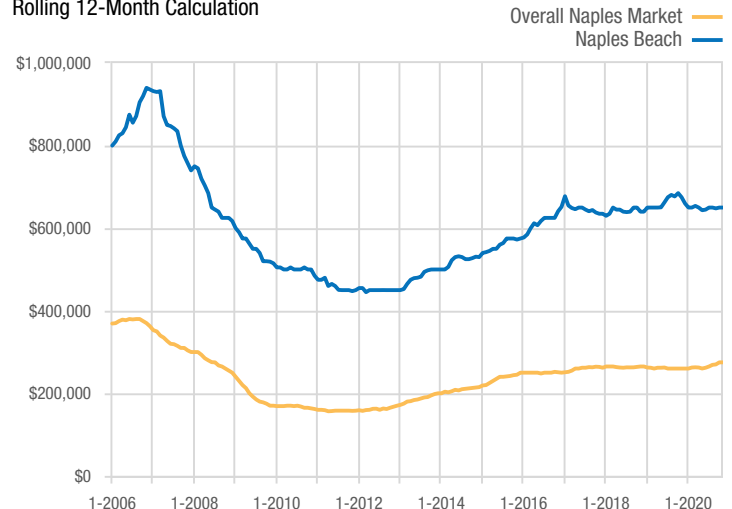
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – November 2020

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North Naples

34109, 34110, 34119

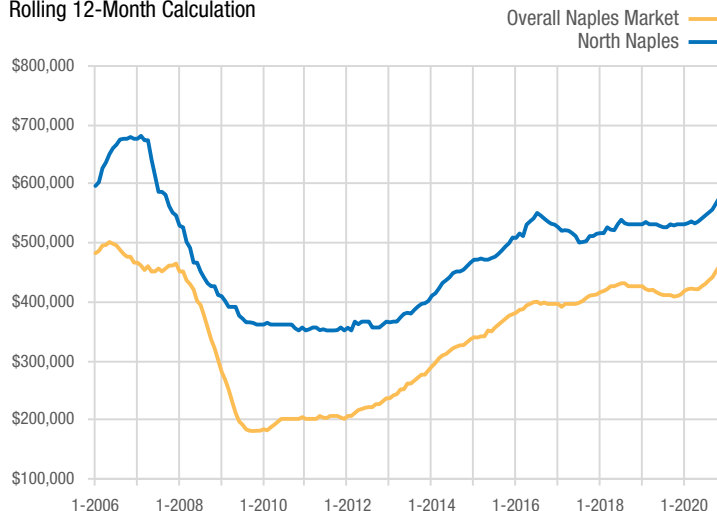
Single Family	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	171	139	- 18.7%	1,850	1,701	- 8.1%
Closed Sales	87	146	+ 67.8%	1,182	1,404	+ 18.8%
Days on Market Until Sale	123	75	- 39.0%	106	88	- 17.0%
Median Closed Price*	\$560,000	\$728,500	+ 30.1%	\$530,000	\$586,250	+ 10.6%
Average Closed Price*	\$678,090	\$958,240	+ 41.3%	\$708,935	\$810,014	+ 14.3%
Percent of Current List Price Received*	96.4%	96.3%	- 0.1%	95.3%	95.9%	+ 0.6%
Inventory of Homes for Sale	832	340	- 59.1%	—	—	—
Months Supply of Inventory	7.8	2.7	- 65.4%	—	—	—

Condo	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	185	156	- 15.7%	1,974	2,010	+ 1.8%
Closed Sales	95	175	+ 84.2%	1,276	1,542	+ 20.8%
Days on Market Until Sale	87	66	- 24.1%	102	85	- 16.7%
Median Closed Price*	\$265,000	\$285,000	+ 7.5%	\$265,000	\$280,000	+ 5.7%
Average Closed Price*	\$335,299	\$414,484	+ 23.6%	\$341,285	\$497,091	+ 45.7%
Percent of Current List Price Received*	96.1%	96.8%	+ 0.7%	95.5%	96.1%	+ 0.6%
Inventory of Homes for Sale	839	491	- 41.5%	—	—	—
Months Supply of Inventory	7.3	3.5	- 52.1%	—	—	—

* 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.

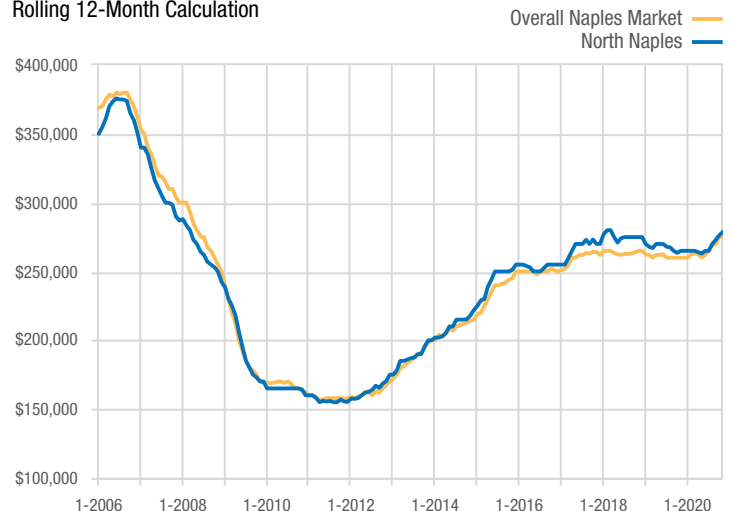
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – November 2020

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Central Naples

34104, 34105, 34116

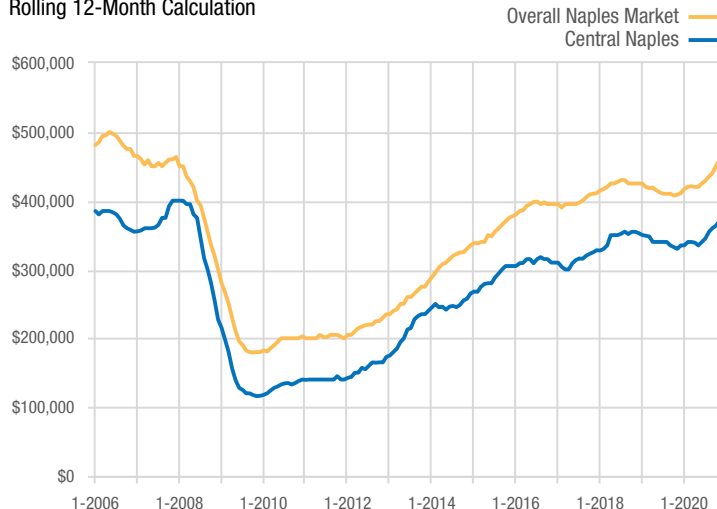
Single Family	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	71	65	- 8.5%	1,008	862	- 14.5%
Closed Sales	63	77	+ 22.2%	645	725	+ 12.4%
Days on Market Until Sale	89	79	- 11.2%	88	89	+ 1.1%
Median Closed Price*	\$335,000	\$442,000	+ 31.9%	\$330,000	\$370,000	+ 12.1%
Average Closed Price*	\$661,113	\$768,863	+ 16.3%	\$516,840	\$605,641	+ 17.2%
Percent of Current List Price Received*	95.6%	97.0%	+ 1.5%	96.0%	96.3%	+ 0.3%
Inventory of Homes for Sale	409	173	- 57.7%	—	—	—
Months Supply of Inventory	7.0	2.6	- 62.9%	—	—	—

Condo	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	90	102	+ 13.3%	1,021	1,118	+ 9.5%
Closed Sales	58	76	+ 31.0%	738	721	- 2.3%
Days on Market Until Sale	72	78	+ 8.3%	92	79	- 14.1%
Median Closed Price*	\$181,250	\$198,500	+ 9.5%	\$185,950	\$195,000	+ 4.9%
Average Closed Price*	\$210,900	\$246,871	+ 17.1%	\$213,018	\$219,545	+ 3.1%
Percent of Current List Price Received*	95.0%	96.2%	+ 1.3%	95.2%	95.3%	+ 0.1%
Inventory of Homes for Sale	397	324	- 18.4%	—	—	—
Months Supply of Inventory	6.0	4.9	- 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.

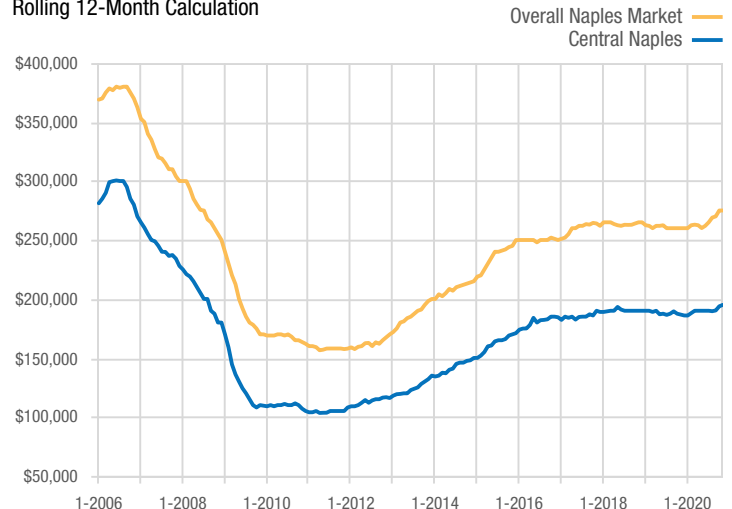
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – November 2020

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South Naples

34112, 34113

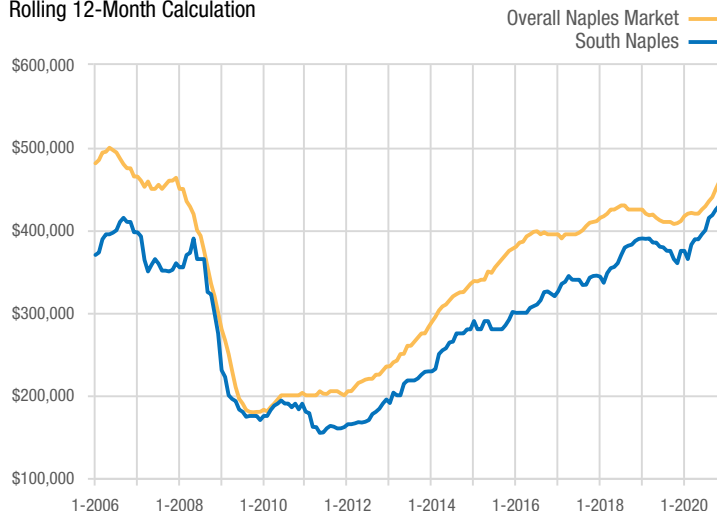
Single Family	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	64	72	+ 12.5%	905	897	- 0.9%
Closed Sales	45	69	+ 53.3%	540	644	+ 19.3%
Days on Market Until Sale	84	79	- 6.0%	96	91	- 5.2%
Median Closed Price*	\$337,000	\$450,000	+ 33.5%	\$360,000	\$429,950	+ 19.4%
Average Closed Price*	\$516,390	\$534,418	+ 3.5%	\$456,647	\$554,205	+ 21.4%
Percent of Current List Price Received*	95.1%	96.8%	+ 1.8%	95.3%	95.8%	+ 0.5%
Inventory of Homes for Sale	372	210	- 43.5%	—	—	—
Months Supply of Inventory	7.7	3.6	- 53.2%	—	—	—

Condo	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	130	124	- 4.6%	1,612	1,569	- 2.7%
Closed Sales	67	115	+ 71.6%	1,032	1,133	+ 9.8%
Days on Market Until Sale	77	80	+ 3.9%	97	89	- 8.2%
Median Closed Price*	\$199,900	\$222,500	+ 11.3%	\$200,000	\$220,000	+ 10.0%
Average Closed Price*	\$223,362	\$262,297	+ 17.4%	\$231,864	\$251,552	+ 8.5%
Percent of Current List Price Received*	95.1%	95.5%	+ 0.4%	94.9%	95.4%	+ 0.5%
Inventory of Homes for Sale	686	437	- 36.3%	—	—	—
Months Supply of Inventory	7.4	4.2	- 43.2%	—	—	—

* 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.

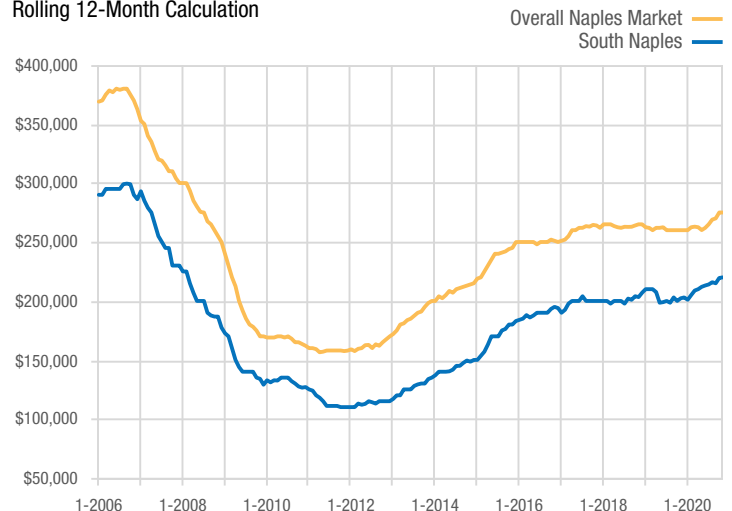
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

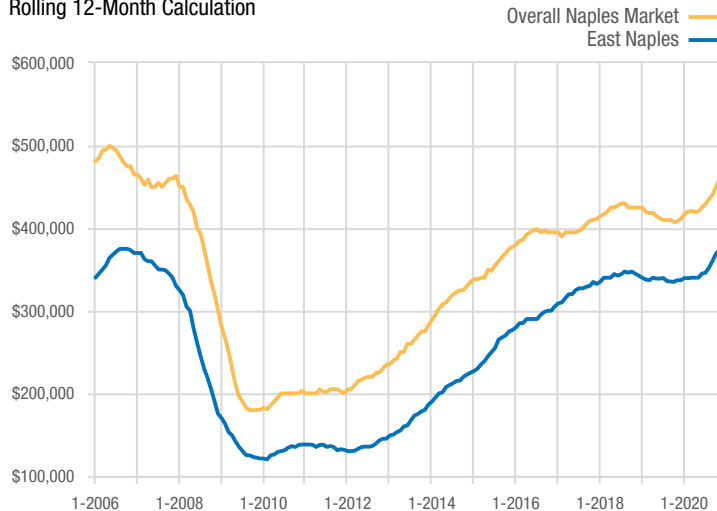
Single Family	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	205	164	- 20.0%	2,182	2,272	+ 4.1%
Closed Sales	126	177	+ 40.5%	1,537	1,849	+ 20.3%
Days on Market Until Sale	76	65	- 14.5%	95	85	- 10.5%
Median Closed Price*	\$352,659	\$434,900	+ 23.3%	\$339,000	\$377,750	+ 11.4%
Average Closed Price*	\$422,995	\$502,232	+ 18.7%	\$403,611	\$445,487	+ 10.4%
Percent of Current List Price Received*	97.5%	97.9%	+ 0.4%	97.1%	97.4%	+ 0.3%
Inventory of Homes for Sale	934	427	- 54.3%	—	—	—
Months Supply of Inventory	6.7	2.6	- 61.2%	—	—	—

Condo	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	86	91	+ 5.8%	841	903	+ 7.4%
Closed Sales	46	79	+ 71.7%	588	690	+ 17.3%
Days on Market Until Sale	106	76	- 28.3%	104	90	- 13.5%
Median Closed Price*	\$282,598	\$303,000	+ 7.2%	\$274,000	\$289,495	+ 5.7%
Average Closed Price*	\$296,681	\$303,723	+ 2.4%	\$279,307	\$288,038	+ 3.1%
Percent of Current List Price Received*	96.3%	96.3%	0.0%	96.0%	96.3%	+ 0.3%
Inventory of Homes for Sale	388	215	- 44.6%	—	—	—
Months Supply of Inventory	7.4	3.5	- 52.7%	—	—	—

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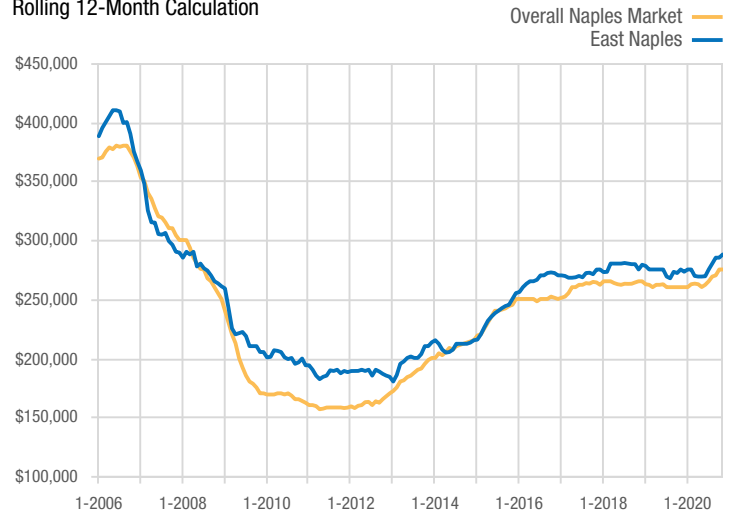
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Immokalee / Ave Maria

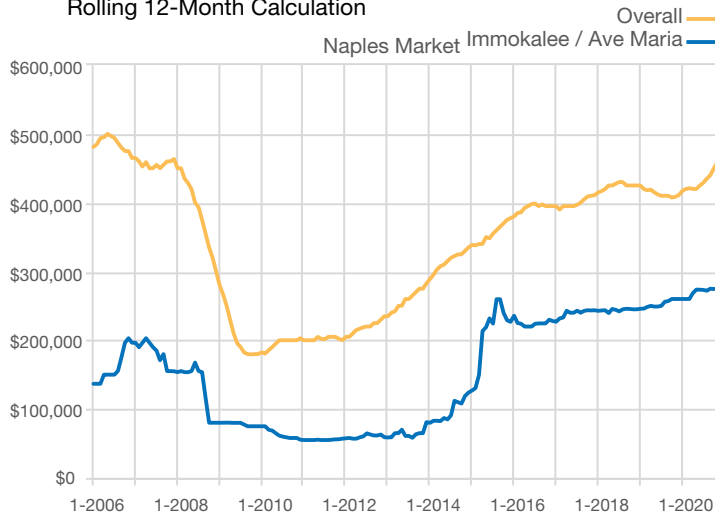
Single Family	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	29	30	+ 3.4%	276	255	- 7.6%
Closed Sales	11	18	+ 63.6%	137	173	+ 26.3%
Days on Market Until Sale	58	80	+ 37.9%	88	92	+ 4.5%
Median Closed Price*	\$254,000	\$286,500	+ 12.8%	\$260,000	\$275,000	+ 5.8%
Average Closed Price*	\$256,420	\$284,557	+ 11.0%	\$274,113	\$285,545	+ 4.2%
Percent of Current List Price Received*	97.4%	96.9%	- 0.5%	97.0%	97.3%	+ 0.3%
Inventory of Homes for Sale	133	70	- 47.4%	—	—	—
Months Supply of Inventory	10.6	4.4	- 58.5%	—	—	—

Condo	November			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	3	4	+ 33.3%	30	47	+ 56.7%
Closed Sales	3	2	- 33.3%	20	23	+ 15.0%
Days on Market Until Sale	76	31	- 59.2%	153	136	- 11.1%
Median Closed Price*	\$218,994	\$241,250	+ 10.2%	\$222,500	\$240,000	+ 7.9%
Average Closed Price*	\$184,531	\$241,250	+ 30.7%	\$214,802	\$227,057	+ 5.7%
Percent of Current List Price Received*	99.0%	93.1%	- 6.0%	98.5%	96.0%	- 2.5%
Inventory of Homes for Sale	12	22	+ 83.3%	—	—	—
Months Supply of Inventory	5.2	8.3	+ 59.6%	—	—	—

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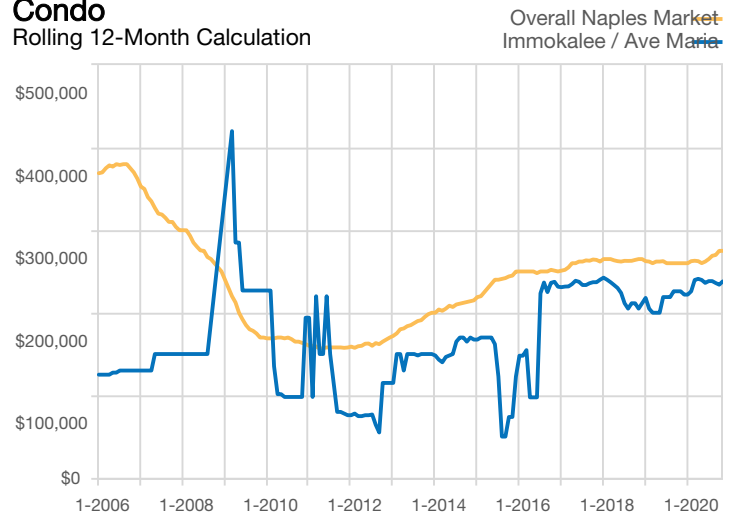
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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