

Naples Area Market Report



June 2020

According to the June 2020 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), pending sales (homes under contract) increased 61.3 percent compared to June 2019, with single-family homes being the home choice for a majority of buyers. Broker analysts reviewing the report also noted that new listings during June increased 25.8 percent compared to June 2019, which indicates growing consumer confidence for both sellers and buyers leading into the summer Naples real estate market.

The everlasting desirability of the Naples real estate market was undeniable in June, especially in the single-family home market where pending sales increased 83.9 percent to 835 pending sales from 454 pending sales in June 2019. Pending sales of condominiums during June increased 38.7 percent to 634 pending sales from 457 pending sales in June 2019.

While closed sales in May were down nearly 50 percent compared to May 2019, closed sales in June decreased only 4.6 percent to 881 closed sales from 923 closed sales in June 2019. June had the third highest number of showings this year, behind the historically high showing months of January and February. In comparison, there were 36,912 showings in June compared to 42,299 showings in January and 44,137 showings in February.

Before the pandemic, the number of closed sales of single-family homes and condominiums was about equal each month; but the June Market Report revealed a shift in buyer preference to single family homes compared to June 2019, as closed sales of single-family homes increased 2.9 percent to 498, while closed sales in the condominium market decreased 12.8 percent to 383. This trend could be attributed to buyers wanting a larger home with more space to accommodate working from and sheltering at home.

Inventory decreased 27.6 percent to 4,739 homes in June from 6,547 homes in June 2019. The majority of this depletion was reported in the single-family home market, which decreased 34.5 percent, while the condominium market had a decrease in inventory of 20.3 percent. The report also showed the largest drop in inventory occurred in the \$300,000 to \$500,000 single family home market, which decreased 47.7 percent in June compared to June 2019.

As a result of heightened buyer demand, the median closed price increased 8.2 percent to \$357,000 in June from \$330,000 in June 2019. Several brokers who reviewed the report claimed their offices saw multiple offer situations during June. The June market data indicates that now is a good time to sell, as the number of showings and pending sales are increasing, and prices are also rising.

Quick Facts

- 4.6%	+ 8.2%	- 27.6%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 7.9%	+ 10.2%	+ 5.1%
Price Range With the Strongest Sales: \$1,000,001 to \$2,000,000	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	6-2019	6-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,003	1,262	+ 25.8%	8,532	7,863	- 7.8%
Closed Sales		923	881	- 4.6%	5,480	5,059	- 7.7%
Days on Market Until Sale		104	96	- 7.7%	102	95	- 6.9%
Median Closed Price		\$330,000	\$357,000	+ 8.2%	\$339,000	\$350,000	+ 3.2%
Average Closed Price		\$633,517	\$715,737	+ 13.0%	\$635,891	\$656,720	+ 3.3%
Percent of Current List Price Received		95.6%	95.2%	- 0.4%	95.4%	95.5%	+ 0.1%
Pending Listings		911	1,469	+ 61.3%	7,119	7,111	- 0.1%
Inventory of Homes for Sale		6,547	4,739	- 27.6%	—	—	—
Months Supply of Inventory		8.1	5.8	- 28.4%	—	—	—

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	6-201	6-202	% Change	YTD 2019	YTD 2020	% Change
New Listings		552	638	+ 15.6%	4,290	3,921	- 8.6%
Closed Sales		484	498	+ 2.9%	2,693	2,575	- 4.4%
Days on Market Until Sale		97	96	- 1.0%	102	97	- 4.9%
Median Closed Price		\$398,450	\$437,500	+ 9.8%	\$415,000	\$436,591	+ 5.2%
Average Closed Price		\$759,705	\$905,256	+ 19.2%	\$808,831	\$839,963	+ 3.8%
Percent of Current List Price Received		96.2%	95.5%	- 0.7%	95.7%	95.9%	+ 0.2%
Pending Listings		454	835	+ 83.9%	3,510	3,770	+ 7.4%
Inventory of Homes for Sale		3,382	2,215	- 34.5%	—	—	—
Months Supply of Inventory		8.4	5.2	- 38.1%	—	—	—

Condo Market Overview

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



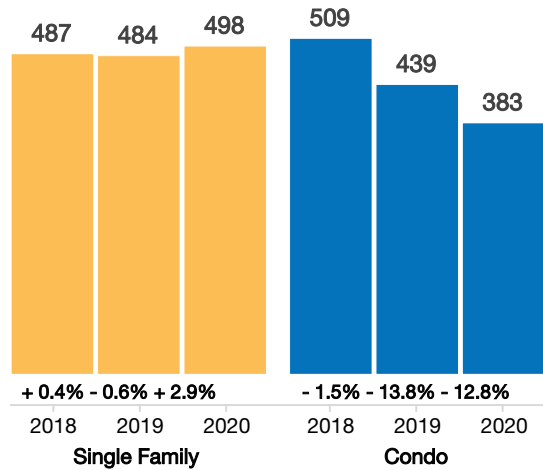
Key Metrics	Historical Sparkbars	6-201	6-202	% Change	YTD 2019	YTD 2020	% Change
New Listings		451	624	+ 38.4%	4,242	3,942	- 7.1%
Closed Sales		439	383	- 12.8%	2,787	2,484	- 10.9%
Days on Market Until Sale		110	96	- 12.7%	103	94	- 8.7%
Median Closed Price		\$265,000	\$270,000	+ 1.9%	\$270,000	\$272,000	+ 0.7%
Average Closed Price		\$494,394	\$469,314	- 5.1%	\$468,845	\$466,758	- 0.4%
Percent of Current List Price Received		95.0%	94.8%	- 0.2%	95.1%	95.2%	+ 0.1%
Pending Listings		457	634	+ 38.7%	3,513	3,569	+ 1.6%
Inventory of Homes for Sale		3,165	2,524	- 20.3%	—	—	—
Months Supply of Inventory		7.8	6.3	- 19.2%	—	—	—

Overall Closed Sales

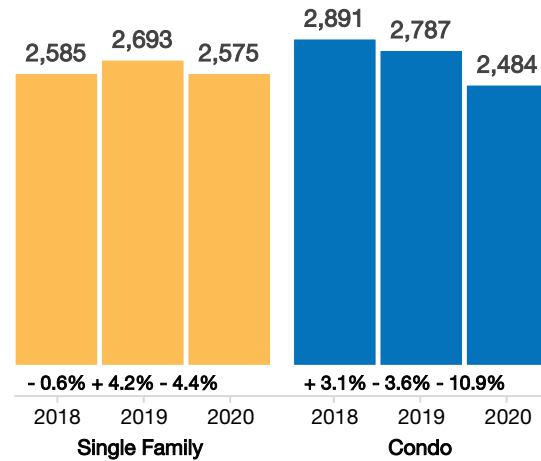
A count of the actual sales that closed in a given month.



June

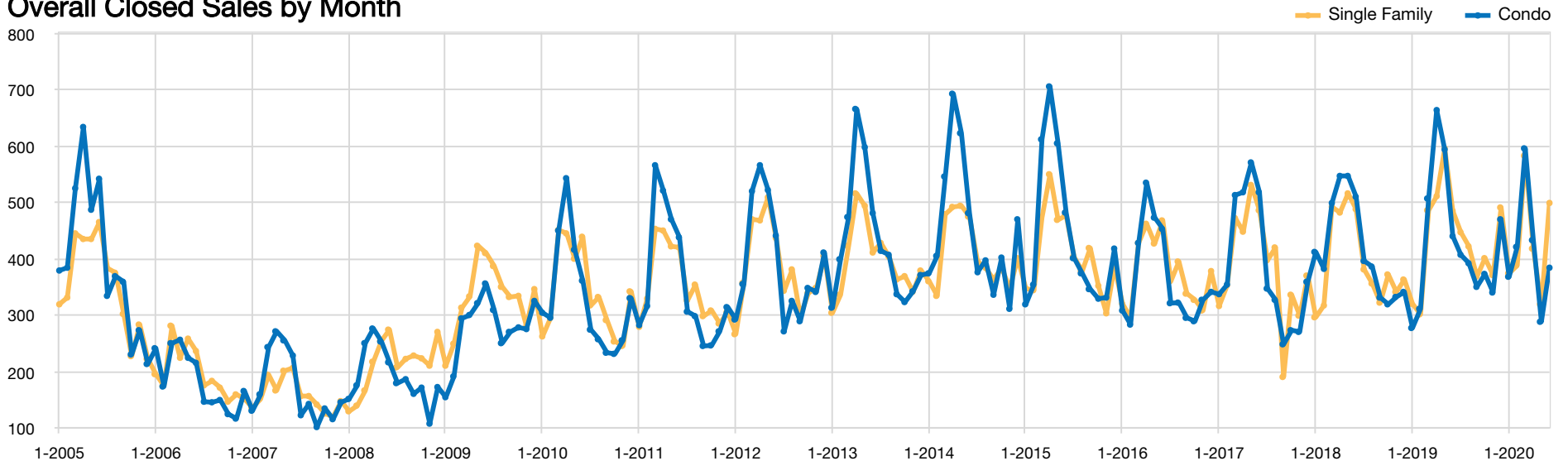


Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	446	+ 17.4%	406	+ 2.8%
Aug-2019	421	+ 18.6%	391	+ 1.6%
Sep-2019	367	+ 14.3%	349	+ 5.8%
Oct-2019	400	+ 7.8%	372	+ 17.0%
Nov-2019	370	+ 8.8%	339	+ 2.4%
Dec-2019	490	+ 35.4%	469	+ 37.9%
Jan-2020	373	+ 16.9%	367	+ 33.0%
Feb-2020	387	+ 29.0%	420	+ 35.5%
Mar-2020	582	+ 20.0%	595	+ 17.6%
Apr-2020	417	- 18.2%	432	- 34.8%
May-2020	318	- 46.6%	287	- 51.6%
Jun-2020	498	+ 2.9%	383	- 12.8%
12-Month Avg	422	+ 5.0%	401	- 1.5%

Overall Closed Sales by Month



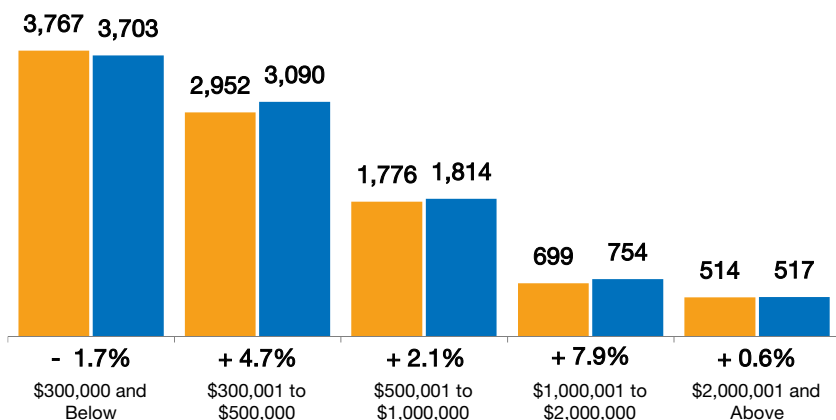
Overall Closed Sales by Price Range

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



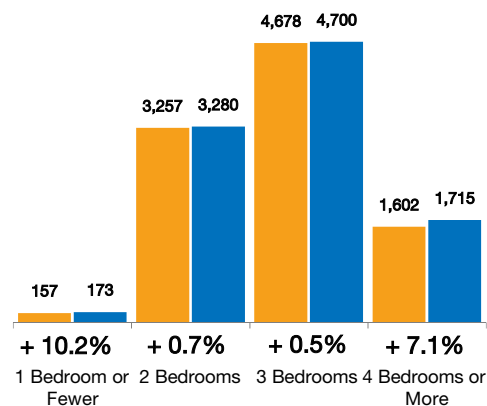
By Price Range

6-2019 6-2020



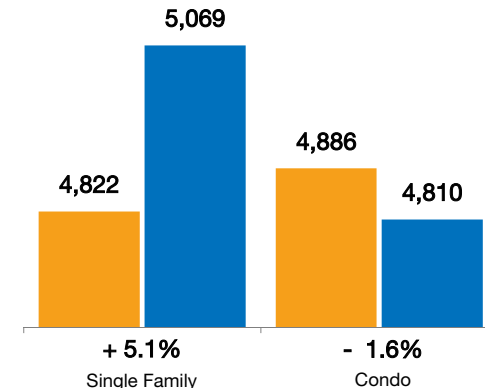
By Bedroom Count

6-2019 6-2020



By Property Type

6-2019 6-2020



All Properties

By Price Range

	6-2019	6-2020	Change
\$300,000 and Below	3,767	3,703	- 1.7%
\$300,001 to \$500,000	2,952	3,090	+ 4.7%
\$500,001 to \$1,000,000	1,776	1,814	+ 2.1%
\$1,000,001 to \$2,000,000	699	754	+ 7.9%
\$2,000,001 and Above	514	517	+ 0.6%
All Price Ranges	9,708	9,879	+ 1.8%

Single Family

6-2019	6-2020	Change
1,056	966	- 8.5%
1,795	2,000	+ 11.4%
1,194	1,240	+ 3.9%
411	475	+ 15.6%
366	387	+ 5.7%
4,822	5,069	+ 5.1%

Condo

	6-2019	6-2020	Change
	2711	2737	+ 1.0%
	1157	1090	- 5.8%
	582	574	- 1.4%
	288	279	- 3.1%
	148	130	- 12.2%
	4,886	4,810	- 1.6%

By Bedroom Count

	6-2019	6-2020	Change
1 Bedroom or Fewer	157	173	+ 10.2%
2 Bedrooms	3,257	3,280	+ 0.7%
3 Bedrooms	4,678	4,700	+ 0.5%
4 Bedrooms or More	1,602	1,715	+ 7.1%
All Bedroom Counts	9,708	9,879	+ 1.8%

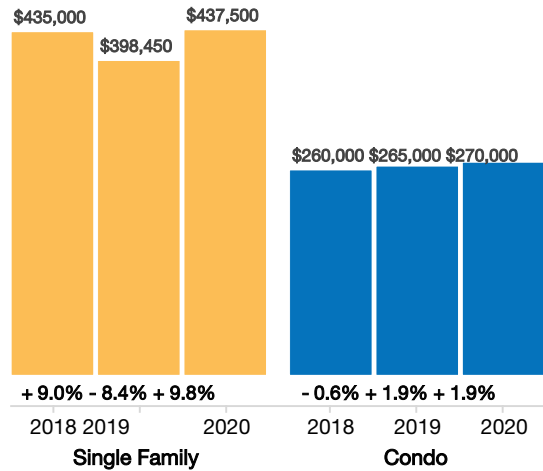
6-2019	6-2020	Change	6-2019	6-2020	Change
21	23	+ 9.5%	136	150	+ 10.3%
487	472	- 3.1%	2,770	2,808	+ 1.4%
2,807	2,936	+ 4.6%	1,871	1,764	- 5.7%
1,506	1,636	+ 8.6%	96	79	- 17.7%
4,822	5,069	+ 5.1%	4,886	4,810	- 1.6%

Overall Median Closed Price

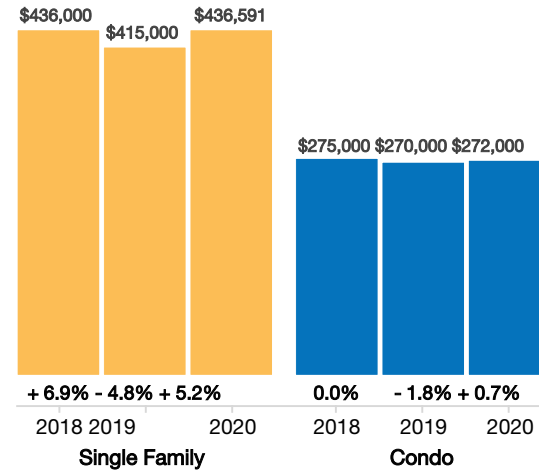
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



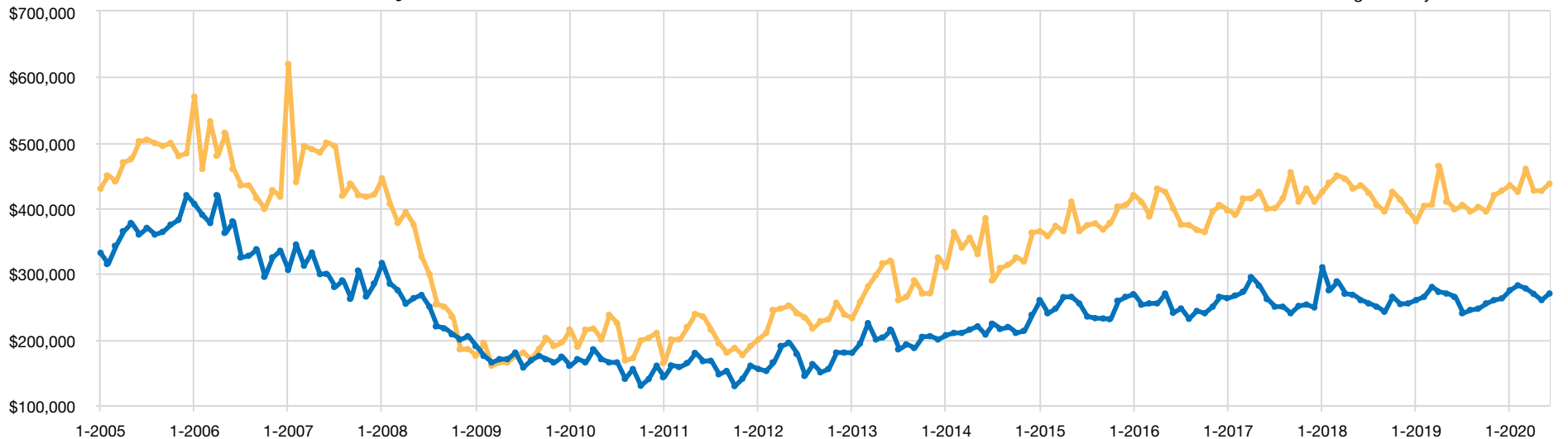
Year-to-Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	\$405,000	- 4.4%	\$240,000	- 5.9%
Aug-2019	\$395,000	- 2.5%	\$245,000	- 2.0%
Sep-2019	\$402,000	+ 1.8%	\$247,000	+ 2.0%
Oct-2019	\$395,000	- 7.1%	\$255,000	- 3.8%
Nov-2019	\$420,000	+ 1.7%	\$260,000	+ 2.4%
Dec-2019	\$427,000	+ 7.9%	\$262,750	+ 3.0%
Jan-2020	\$435,000	+ 14.5%	\$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	\$427,000	- 8.1%	\$269,500	- 1.1%
May-2020	\$426,518	+ 4.0%	\$260,000	- 3.7%
Jun-2020	\$437,500	+ 9.8%	\$270,000	+ 1.9%
12-Month Avg*	\$425,000	+ 3.2%	\$262,500	0.0%

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

Overall Median Closed Price by Month



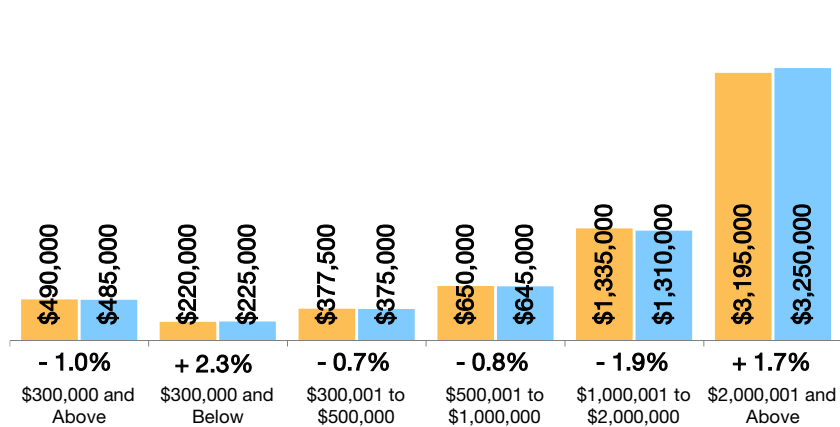
Overall Median Closed Price by Price Range

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



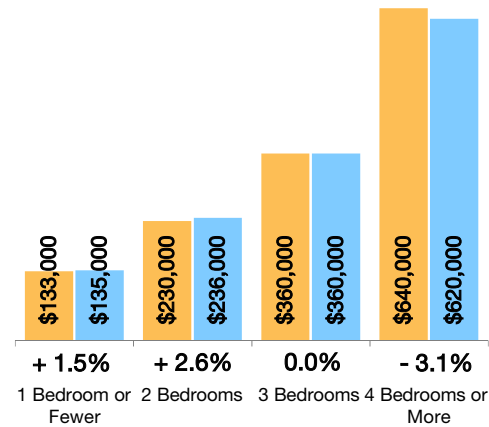
By Price Range

6-2019 6-2020



By Bedroom Count

6-2019 6-2020



By Property Type

6-2019 6-2020



All Properties

By Price Range

	6-2019	6-2020	Change
\$300,000 and Above	\$490,000	\$485,000	- 1.0%
\$300,000 and Below	\$220,000	\$225,000	+ 2.3%
\$300,001 to \$500,000	\$377,500	\$375,000	- 0.7%
\$500,001 to \$1,000,000	\$650,000	\$645,000	- 0.8%
\$1,000,001 to \$2,000,000	\$1,335,000	\$1,310,000	- 1.9%
\$2,000,001 and Above	\$3,195,000	\$3,250,000	+ 1.7%
All Price Ranges	\$333,750	\$337,000	+ 1.0%

Single Family

6-2019	6-2020	Change
\$495,000	\$486,000	- 1.8%
\$260,000	\$265,900	+ 2.3%
\$385,000	\$385,000	0.0%
\$648,500	\$640,000	- 1.3%
\$1,350,000	\$1,325,000	- 1.9%
\$3,350,000	\$3,350,000	0.0%
\$412,000	\$425,000	+ 3.2%

Condo

	6-2019	6-2020	Change
	\$470,000	\$480,000	+ 2.1%
	\$200,000	\$210,000	+ 5.0%
	\$365,000	\$357,000	- 2.2%
	\$675,000	\$660,000	- 2.2%
	\$1,325,000	\$1,300,000	- 1.9%
	\$2,850,000	\$2,925,000	+ 2.6%
	\$262,500	\$262,500	0.0%

By Bedroom Count

	6-2019	6-2020	Change
1 Bedroom or Fewer	\$133,000	\$135,000	+ 1.5%
2 Bedrooms	\$230,000	\$236,000	+ 2.6%
3 Bedrooms	\$360,000	\$360,000	0.0%
4 Bedrooms or More	\$640,000	\$620,000	- 3.1%
All Bedroom Counts	\$333,750	\$337,000	+ 1.0%

6-2019	6-2020	Change	6-2019	6-2020	Change
\$80,000	\$95,000	+ 18.8%	\$140,000	\$144,000	+ 2.9%
\$277,000	\$295,000	+ 6.5%	\$222,000	\$228,000	+ 2.7%
\$375,000	\$387,000	+ 3.2%	\$325,000	\$315,000	- 3.1%
\$635,000	\$610,000	- 3.9%	\$972,500	\$1,990,000	+ 104.6%
\$412,000	\$425,000	+ 3.2%	\$262,500	\$262,500	0.0%

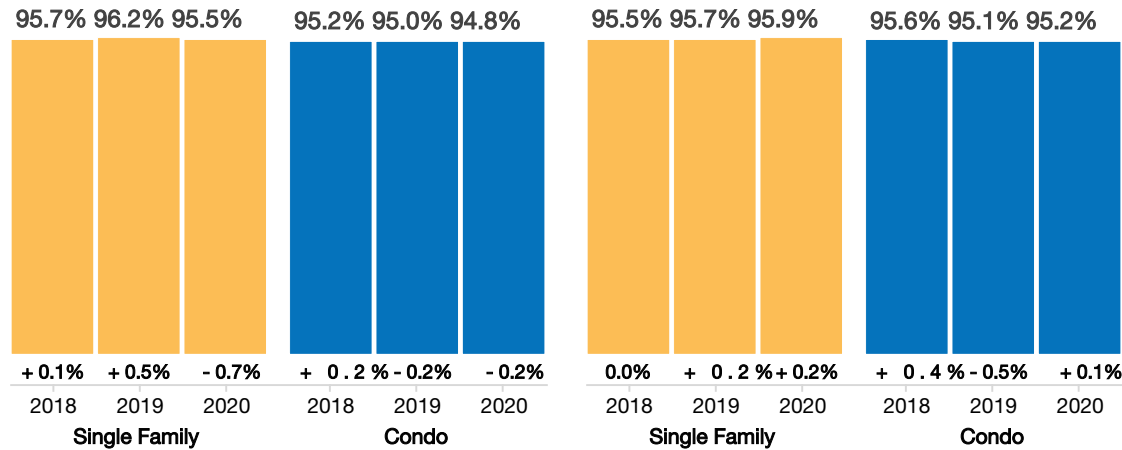
Overall Percent of List Price Received

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.



June

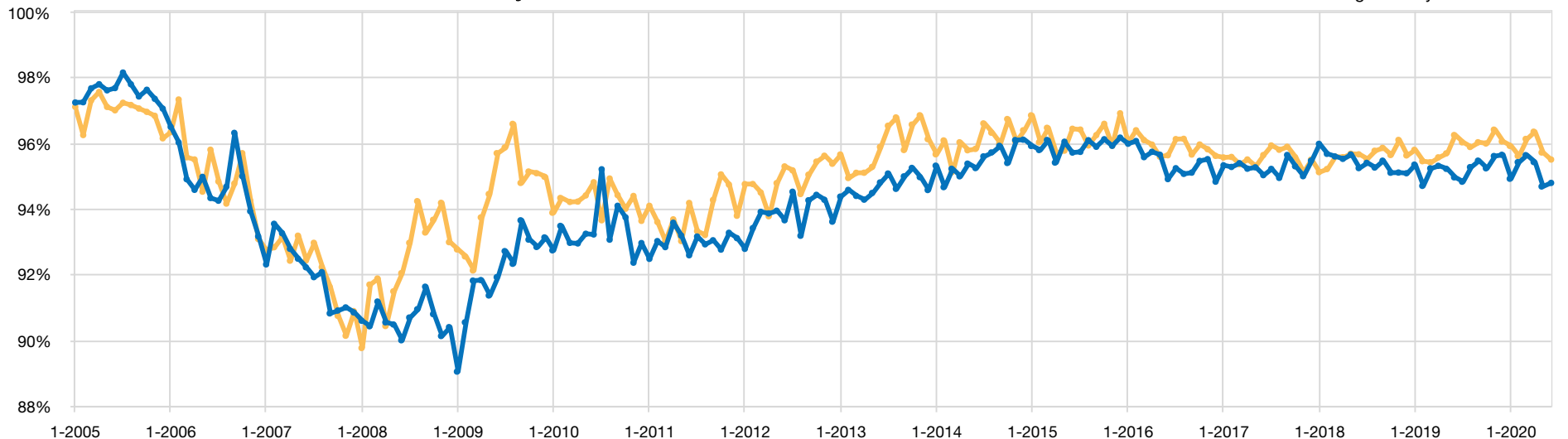
Year-to-Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	96.0%	+ 0.5%	94.8%	- 0.6%
Aug-2019	95.9%	+ 0.1%	95.3%	0.0%
Sep-2019	96.0%	+ 0.2%	95.5%	0.0%
Oct-2019	96.0%	+ 0.4%	95.2%	+ 0.1%
Nov-2019	96.4%	+ 0.3%	95.6%	+ 0.5%
Dec-2019	96.0%	+ 0.4%	95.6%	+ 0.5%
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%
12-Month Avg*	96.0%	+ 0.3%	95.3%	+ 0.1%

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

Overall Percent of List Price Received by Month



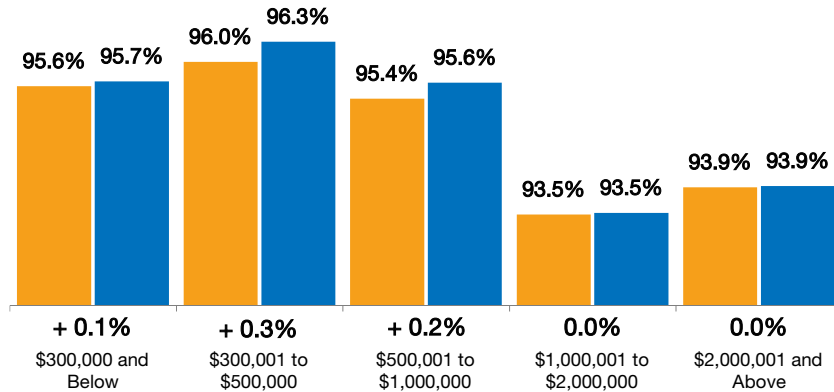
Overall Percent of List Price Received by Price Range

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



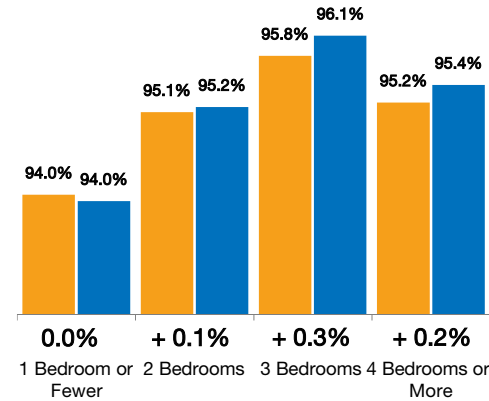
By Price Range

6-2019 6-2020



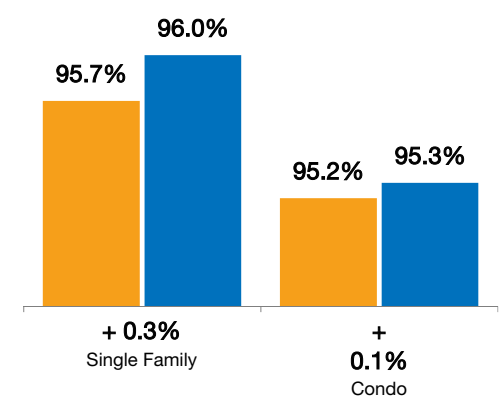
By Bedroom Count

6-2019 6-2020



By Property Type

6-2019 6-2020



All Properties

By Price Range

	6-2019	6-2020	Change
\$300,000 and Below	95.6%	95.7%	+ 0.1%
\$300,001 to \$500,000	96.0%	96.3%	+ 0.3%
\$500,001 to \$1,000,000	95.4%	95.6%	+ 0.2%
\$1,000,001 to \$2,000,000	93.5%	93.5%	0.0%
\$2,000,001 and Above	93.9%	93.9%	0.0%
All Price Ranges	95.4%	95.6%	+ 0.2%

Single Family

	6-2019	6-2020	Change
\$300,000 and Below	96.6%	96.6%	0.0%
\$300,001 to \$500,000	96.2%	96.6%	+ 0.4%
\$500,001 to \$1,000,000	95.5%	95.9%	+ 0.4%
\$1,000,001 to \$2,000,000	93.1%	93.3%	+ 0.2%
\$2,000,001 and Above	93.5%	93.8%	+ 0.3%
All Price Ranges	95.7%	96.0%	+ 0.3%

Condo

	6-2019	6-2020	Change
\$300,000 and Below	95.2%	95.3%	+ 0.1%
\$300,001 to \$500,000	95.6%	95.7%	+ 0.1%
\$500,001 to \$1,000,000	95.2%	95.2%	0.0%
\$1,000,001 to \$2,000,000	94.0%	93.9%	- 0.1%
\$2,000,001 and Above	95.0%	94.5%	- 0.5%
All Price Ranges	95.2%	95.3%	+ 0.1%

By Bedroom Count

	6-2019	6-2020	Change
1 Bedroom or Fewer	94.0%	94.0%	0.0%
2 Bedrooms	95.1%	95.2%	+ 0.1%
3 Bedrooms	95.8%	96.1%	+ 0.3%
4 Bedrooms or More	95.2%	95.4%	+ 0.2%
All Bedroom Counts	95.4%	95.6%	+ 0.2%

	6-2019	6-2020	Change
1 Bedroom or Fewer	90.9%	94.0%	+ 3.4%
2 Bedrooms	94.6%	94.6%	0.0%
3 Bedrooms	96.2%	96.5%	+ 0.3%
4 Bedrooms or More	95.3%	95.4%	+ 0.1%
All Bedroom Counts	95.7%	96.0%	+ 0.3%

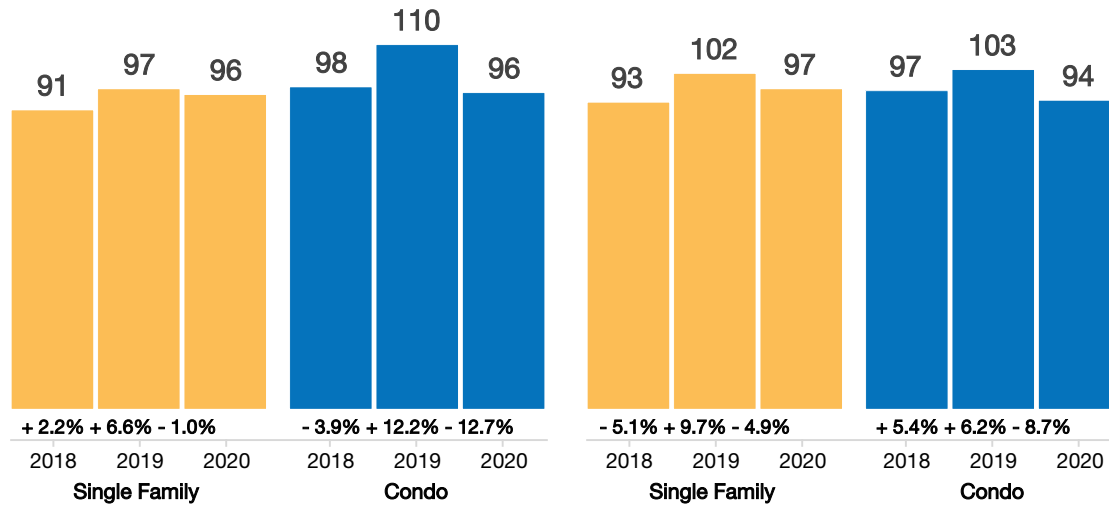
Overall Days on Market Until Sale

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



June

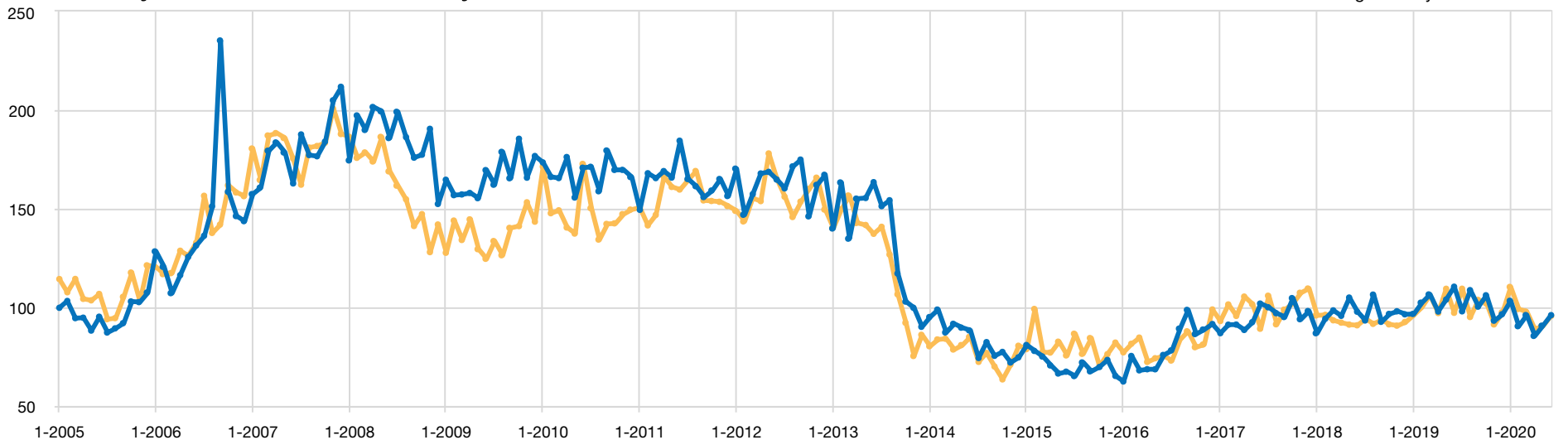
Year-to-Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	109	+ 16.0%	98	+ 5.4%
Aug-2019	95	+ 3.3%	109	+ 2.8%
Sep-2019	104	+ 10.6%	100	+ 7.5%
Oct-2019	102	+ 12.1%	106	+ 9.3%
Nov-2019	91	0.0%	93	- 5.1%
Dec-2019	97	+ 4.3%	96	0.0%
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%	86	- 12.2%
May-2020	91	- 16.5%	91	- 12.5%
Jun-2020	96	- 1.0%	96	- 12.7%
12-Month Avg*	99	+ 1.0%	97	- 3.6%

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

Overall Days on Market Until Sale by Month



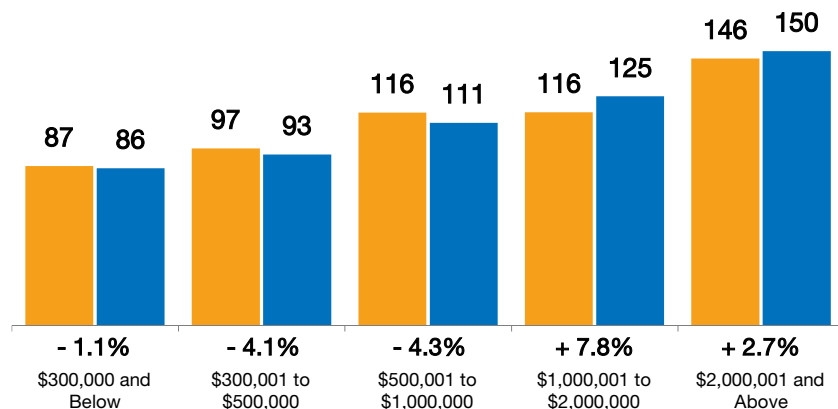
Overall Days on Market Until Sale by Price Range

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



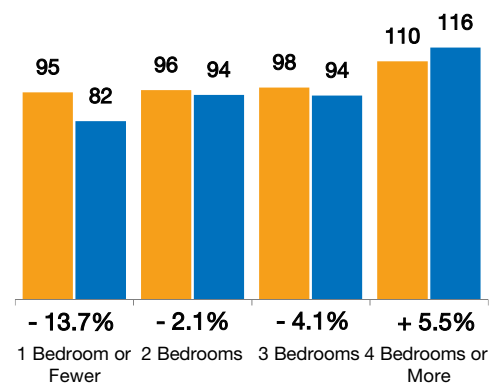
By Price Range

6-2019 6-2020



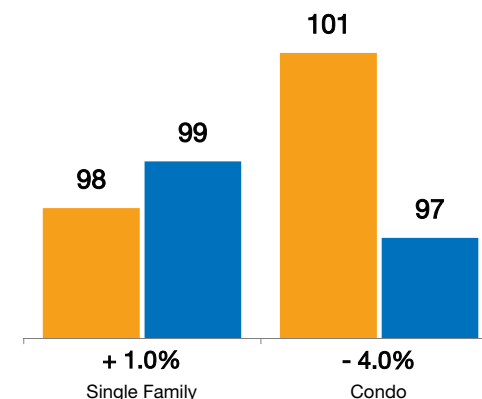
By Bedroom Count

6-2019 6-2020



By Property Type

6-2019 6-2020



All Properties

By Price Range

	6-2019	6-2020	Change
\$300,000 and Below	87	86	- 1.1%
\$300,001 to \$500,000	97	93	- 4.1%
\$500,001 to \$1,000,000	116	111	- 4.3%
\$1,000,001 to \$2,000,000	116	125	+ 7.8%
\$2,000,001 and Above	146	150	+ 2.7%
All Price Ranges	99	98	- 1.0%

Single Family

6-2019	6-2020	Change
70	72	+ 2.9%
94	91	- 3.2%
110	110	0.0%
117	129	+ 10.3%
161	157	- 2.5%
98	99	+ 1.0%

Condo

	6-2019	6-2020	Change
	94	91	- 3.2%
	100	98	- 2.0%
	128	112	- 12.5%
	114	118	+ 3.5%
	109	125	+ 14.7%
	101	97	- 4.0%

By Bedroom Count

	6-2019	6-2020	Change
1 Bedroom or Fewer	95	82	- 13.7%
2 Bedrooms	96	94	- 2.1%
3 Bedrooms	98	94	- 4.1%
4 Bedrooms or More	110	116	+ 5.5%
All Bedroom Counts	99	98	- 1.0%

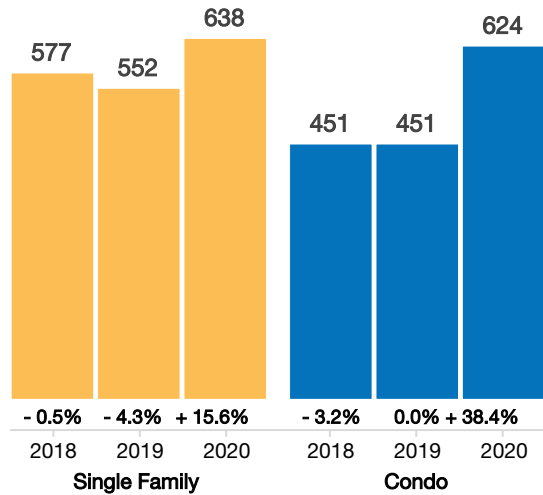
6-2019	6-2020	Change	6-2019	6-2020	Change
106	125	+ 17.9%	94	75	- 19.5%
87	90	+ 3.4%	98	95	- 3.3%
93	90	- 3.2%	105	101	- 3.8%
110	116	+ 5.5%	106	117	+ 9.7%
98	99	+ 1.0%	101	97	- 4.0%

Overall New Listings

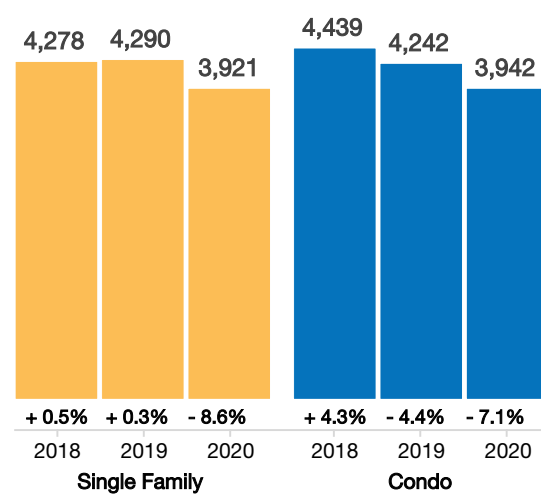
A count of the properties that have been newly listed on the market in a given month.



June

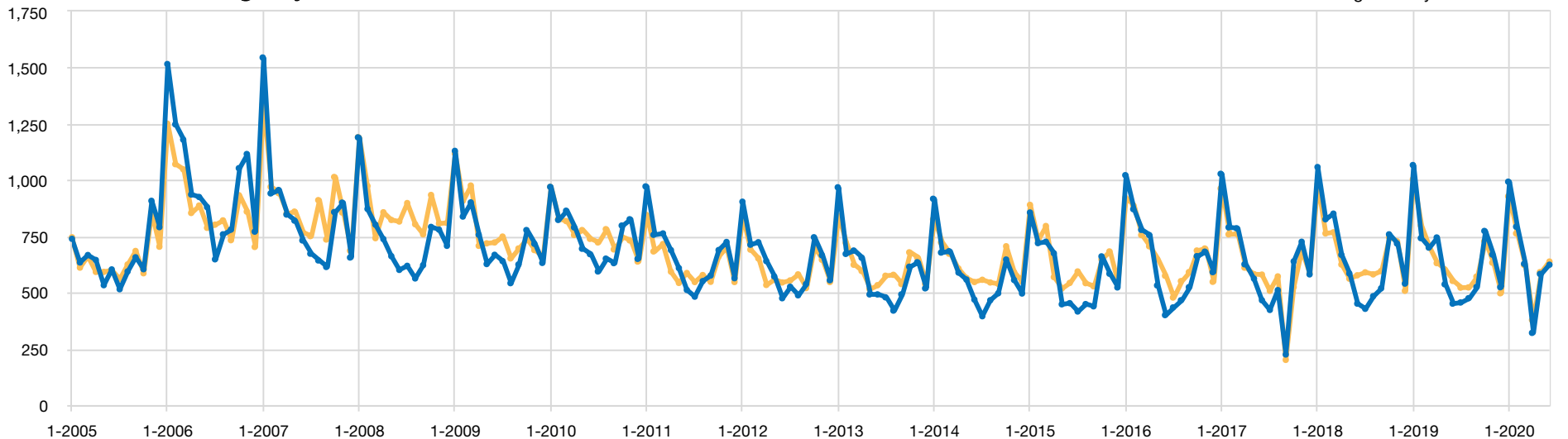


Year-to-Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	522	- 11.5%	456	+ 6.5%
Aug-2019	523	- 10.0%	475	- 1.9%
Sep-2019	571	- 4.2%	525	+ 1.2%
Oct-2019	729	- 2.4%	774	+ 2.0%
Nov-2019	633	- 13.0%	669	- 6.8%
Dec-2019	497	- 2.2%	524	- 3.0%
Jan-2020	928	- 7.6%	993	- 6.9%
Feb-2020	763	- 4.4%	793	+ 6.9%
Mar-2020	623	- 11.3%	628	- 10.3%
Apr-2020	378	- 40.1%	321	- 56.9%
May-2020	591	- 2.0%	583	+ 8.6%
Jun-2020	638	+ 15.6%	624	+ 38.4%
12-Month Avg	616	- 8.1%	614	- 4.2%

Overall New Listings by Month

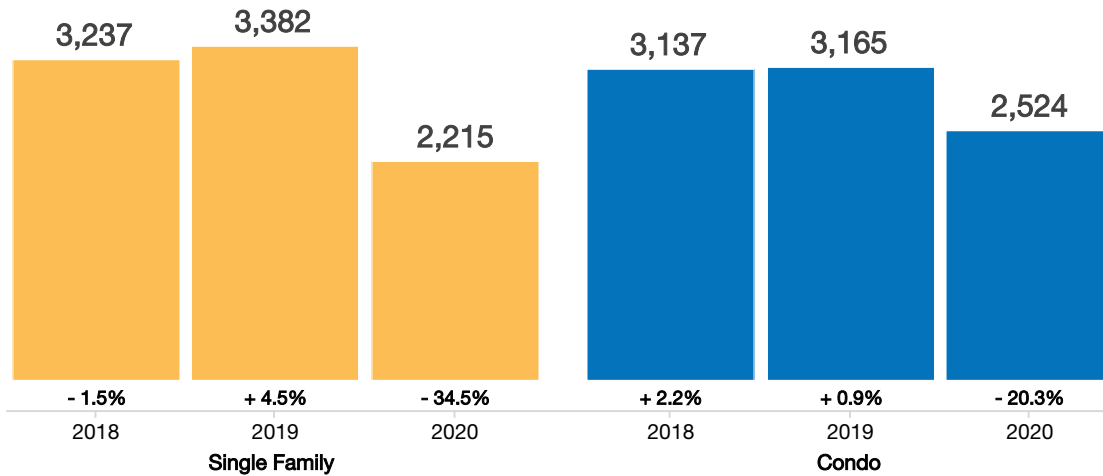


Overall Inventory of Homes for Sale

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

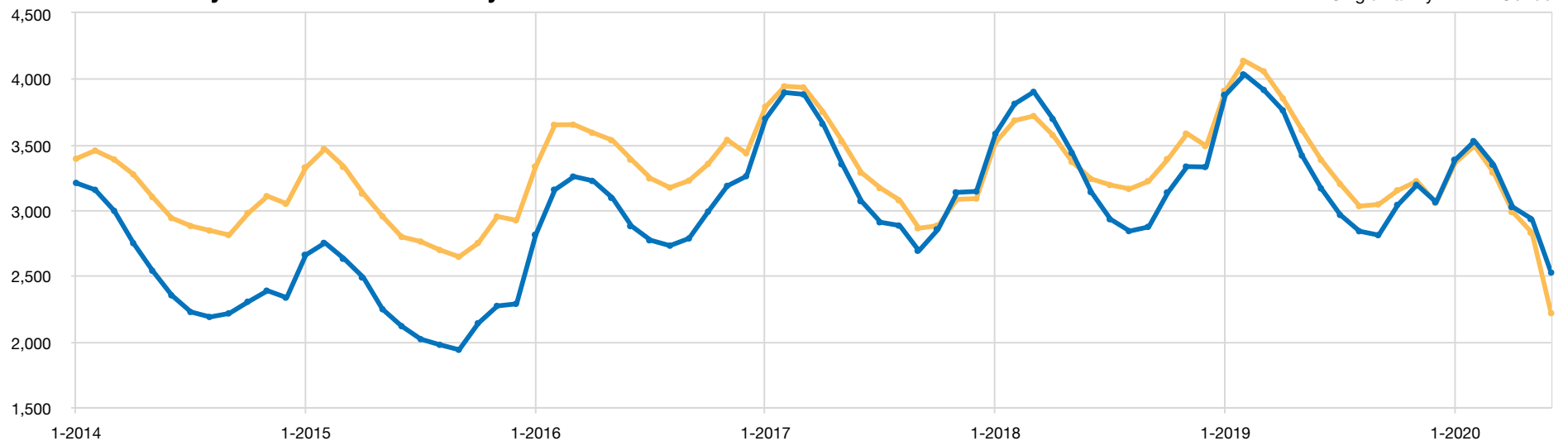


June



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	3,198	+ 0.2%	2,963	+ 1.1%
Aug-2019	3,030	- 4.1%	2,839	- 0.0%
Sep-2019	3,043	- 5.5%	2,809	- 2.2%
Oct-2019	3,150	- 7.0%	3,039	- 3.0%
Nov-2019	3,220	- 10.1%	3,192	- 4.2%
Dec-2019	3,054	- 12.4%	3,060	- 8.1%
Jan-2020	3,361	- 14.0%	3,383	- 12.7%
Feb-2020	3,489	- 15.6%	3,525	- 12.6%
Mar-2020	3,286	- 19.0%	3,346	- 14.5%
Apr-2020	2,985	- 22.5%	3,023	- 19.6%
May-2020	2,828	- 21.6%	2,932	- 14.1%
Jun-2020	2,215	- 34.5%	2,524	- 20.3%
12-Month Avg	3,072	- 14.2%	3,053	- 9.8%

Overall Inventory of Homes for Sale by Month



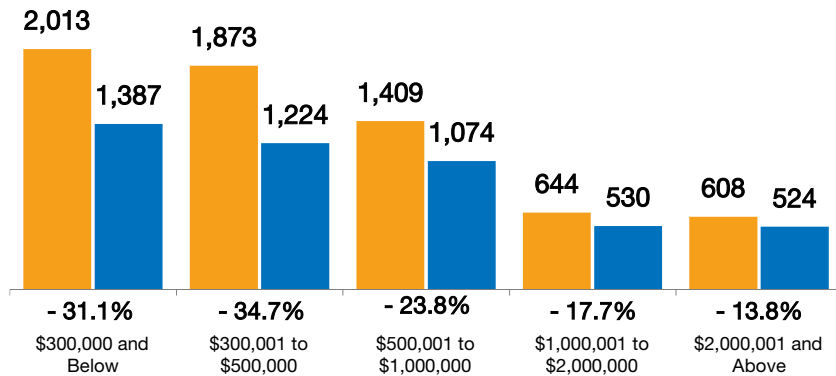
Overall Inventory of Homes for Sale by Price Range

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



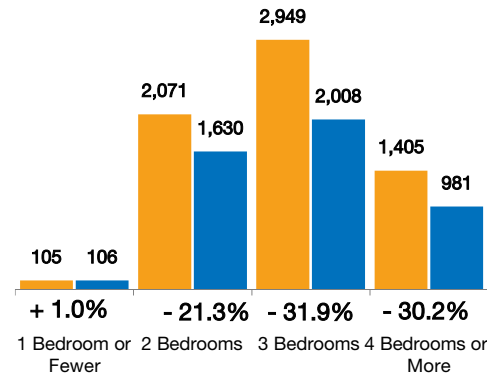
By Price Range

6-2019 6-2020



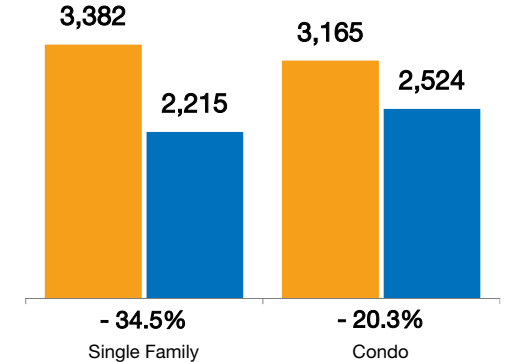
By Bedroom Count

6-2019 6-2020



By Property Type

6-2019 6-2020



All Properties

By Price Range

	6-2019	6-2020	Change
\$300,000 and Below	2,013	1,387	- 31.1%
\$300,001 to \$500,000	1,873	1,224	- 34.7%
\$500,001 to \$1,000,000	1,409	1,074	- 23.8%
\$1,000,001 to \$2,000,000	644	530	- 17.7%
\$2,000,001 and Above	608	524	- 13.8%
All Price Ranges	6,547	4,739	- 27.6%

Single Family

6-2019	6-2020	Change
444	235	- 47.1%
1,133	592	- 47.7%
933	679	- 27.2%
410	321	- 21.7%
462	388	- 16.0%
3,382	2,215	- 34.5%

Condo

	6-2019	6-2020	Change
	1569	1152	- 26.6%
	740	632	- 14.6%
	476	395	- 17.0%
	234	209	- 10.7%
	146	136	- 6.8%
	3,165	2,524	- 20.3%

By Bedroom Count

	6-2019	6-2020	Change
1 Bedroom or Fewer	105	106	+ 1.0%
2 Bedrooms	2,071	1,630	- 21.3%
3 Bedrooms	2,949	2,008	- 31.9%
4 Bedrooms or More	1,405	981	- 30.2%
All Bedroom Counts	6,547	4,739	- 27.6%

6-2019	6-2020	Change
21	24	+ 14.3%
282	223	- 20.9%
1,760	1,060	- 39.8%
1,315	905	- 31.2%
3,382	2,215	- 34.5%

	6-2019	6-2020	Change
	84	82	- 2.4%
	1,789	1,407	- 21.4%
	1,189	927	- 22.0%
	90	76	- 15.6%
	3,165	2,524	- 20.3%

Listing and Sales Summary Report

June 2020



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Jun-20	Jun-19	% Change	Jun-20	Jun-19	% Change	Jun-20	Jun-19	% Change	Jun-20	Jun-19	% Change
Overall Naples Market*	\$357,000	\$330,000	+8.2%	881	923	-4.6%	4,739	6,547	-27.6%	96	104	-7.7%
Collier County	\$373,000	\$344,000	+8.4%	964	998	-3.4%	5,328	7,317	-27.2%	98	106	-7.5%
Ave Maria	\$259,250	\$290,000	-10.6%	10	11	-9.1%	79	108	-26.9%	131	164	-20.1%
Central Naples	\$296,500	\$275,000	+7.8%	128	122	+4.9%	594	855	-30.5%	73	83	-12.0%
East Naples	\$339,900	\$320,018	+6.2%	215	216	-0.5%	864	1,273	-32.1%	88	92	-4.3%
Everglades City	\$178,000	--	--	1	0	--	10	6	+66.7%	74	--	--
Immokalee	\$201,900	\$153,500	+31.5%	3	6	-50.0%	5	28	-82.1%	117	41	+185.4%
Immokalee / Ave Maria	\$241,300	\$250,000	-3.5%	13	17	-23.5%	84	136	-38.2%	128	120	+6.7%
Naples	\$360,000	\$335,000	+7.5%	868	906	-4.2%	4,655	6,410	-27.4%	95	103	-7.8%
Naples Beach	\$1,000,000	\$797,500	+25.4%	163	196	-16.8%	1,179	1,405	-16.1%	118	130	-9.2%
North Naples	\$395,000	\$403,750	-2.2%	226	236	-4.2%	1,175	1,776	-33.8%	109	101	+7.9%
South Naples	\$278,000	\$231,500	+20.1%	136	136	0.0%	843	1,102	-23.5%	79	104	-24.0%
34102	\$1,067,500	\$1,175,000	-9.1%	54	60	-10.0%	396	464	-14.7%	124	154	-19.5%
34103	\$1,000,000	\$1,000,000	0.0%	47	53	-11.3%	360	372	-3.2%	136	122	+11.5%
34104	\$249,000	\$270,000	-7.8%	56	54	+3.7%	274	384	-28.6%	70	85	-17.6%
34105	\$352,500	\$275,000	+28.2%	40	45	-11.1%	254	355	-28.5%	75	92	-18.5%
34108	\$867,500	\$699,000	+24.1%	62	83	-25.3%	423	569	-25.7%	101	118	-14.4%
34109	\$357,000	\$421,000	-15.2%	61	60	+1.7%	270	408	-33.8%	93	107	-13.1%
34110	\$405,000	\$399,000	+1.5%	66	70	-5.7%	480	680	-29.4%	104	106	-1.9%
34112	\$235,000	\$208,375	+12.8%	78	66	+18.2%	413	534	-22.7%	77	101	-23.8%
34113	\$340,450	\$266,500	+27.7%	58	70	-17.1%	430	568	-24.3%	80	106	-24.5%
34114	\$432,500	\$327,500	+32.1%	76	77	-1.3%	438	546	-19.8%	106	112	-5.4%
34116	\$315,000	\$270,000	+16.7%	32	23	+39.1%	66	116	-43.1%	75	58	+29.3%
34117	\$310,000	\$327,500	-5.3%	23	29	-20.7%	72	157	-54.1%	74	71	+4.2%
34119	\$429,000	\$403,750	+6.3%	99	106	-6.6%	424	687	-38.3%	121	95	+27.4%
34120	\$309,950	\$312,500	-0.8%	116	110	+5.5%	354	570	-37.9%	78	84	-7.1%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$241,300	\$250,000	-3.5%	13	17	-23.5%	84	136	-38.2%	128	120	+6.7%

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

Local Market Update – June 2020

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Naples Beach

34102, 34103, 34108

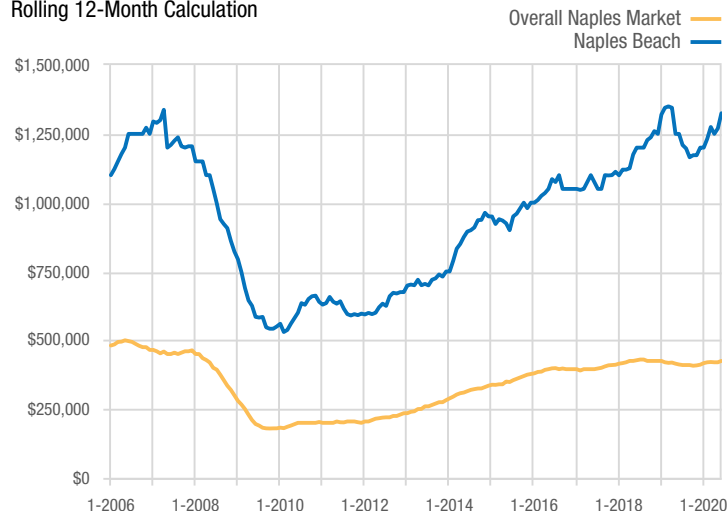
Single Family	June			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	60	103	+ 71.7%	651	615	- 5.5%
Closed Sales	77	72	- 6.5%	415	372	- 10.4%
Days on Market Until Sale	124	123	- 0.8%	124	124	0.0%
Median Closed Price*	\$1,250,000	\$2,000,000	+ 60.0%	\$1,350,000	\$1,775,000	+ 31.5%
Average Closed Price*	\$2,326,631	\$2,888,986	+ 24.2%	\$2,376,399	\$2,526,299	+ 6.3%
Percent of Current List Price Received*	94.9%	93.3%	- 1.7%	94.0%	93.6%	- 0.4%
Inventory of Homes for Sale	595	454	- 23.7%	—	—	—
Months Supply of Inventory	10.8	8.2	- 24.1%	—	—	—

Condo	June			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	99	157	+ 58.6%	992	967	- 2.5%
Closed Sales	119	91	- 23.5%	650	583	- 10.3%
Days on Market Until Sale	134	115	- 14.2%	113	108	- 4.4%
Median Closed Price*	\$650,000	\$655,000	+ 0.8%	\$711,250	\$680,000	- 4.4%
Average Closed Price*	\$1,105,083	\$1,069,302	- 3.2%	\$1,083,808	\$1,024,631	- 5.5%
Percent of Current List Price Received*	93.9%	93.3%	- 0.6%	94.6%	94.3%	- 0.3%
Inventory of Homes for Sale	810	725	- 10.5%	—	—	—
Months Supply of Inventory	9.2	8.6	- 6.5%	—	—	—

* 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.

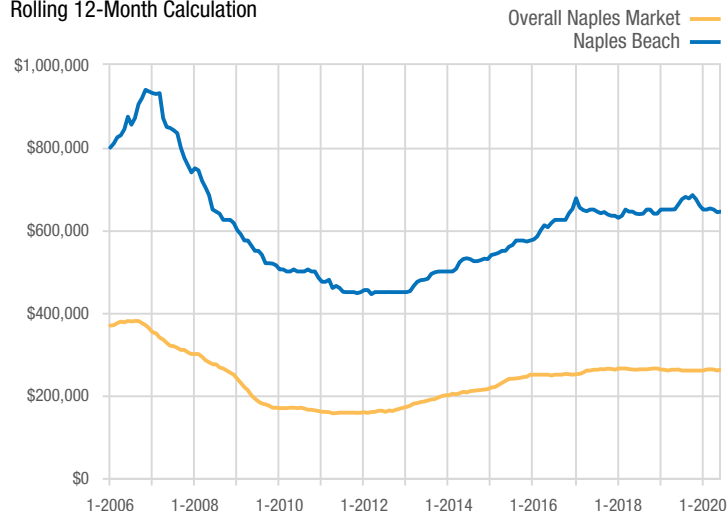
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – June 2020

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North Naples

34109, 34110, 34119

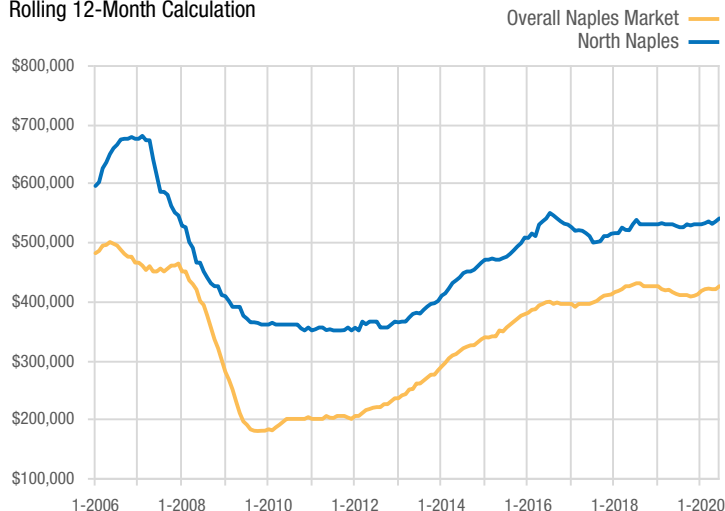
Single Family	June			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	148	188	+ 27.0%	1,099	975	- 11.3%
Closed Sales	118	116	- 1.7%	646	598	- 7.4%
Days on Market Until Sale	100	109	+ 9.0%	103	98	- 4.9%
Median Closed Price*	\$517,450	\$565,000	+ 9.2%	\$535,000	\$555,000	+ 3.7%
Average Closed Price*	\$641,795	\$729,918	+ 13.7%	\$731,857	\$776,516	+ 6.1%
Percent of Current List Price Received*	95.8%	94.7%	- 1.1%	95.2%	95.5%	+ 0.3%
Inventory of Homes for Sale	915	552	- 39.7%	—	—	—
Months Supply of Inventory	9.0	5.2	- 42.2%	—	—	—

Condo	June			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	134	143	+ 6.7%	1,156	1,035	- 10.5%
Closed Sales	118	110	- 6.8%	719	687	- 4.5%
Days on Market Until Sale	102	109	+ 6.9%	105	88	- 16.2%
Median Closed Price*	\$245,000	\$261,250	+ 6.6%	\$270,000	\$270,000	0.0%
Average Closed Price*	\$314,208	\$330,363	+ 5.1%	\$360,401	\$375,615	+ 4.2%
Percent of Current List Price Received*	95.4%	95.3%	- 0.1%	95.4%	95.7%	+ 0.3%
Inventory of Homes for Sale	861	623	- 27.6%	—	—	—
Months Supply of Inventory	7.8	5.4	- 30.8%	—	—	—

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

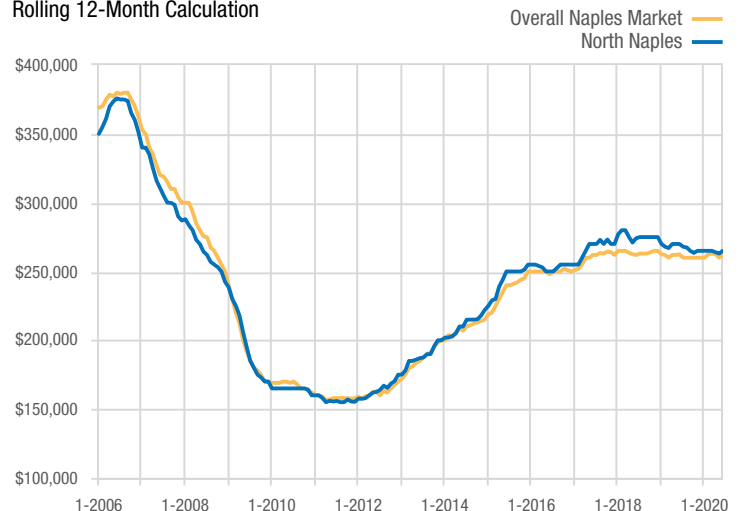
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

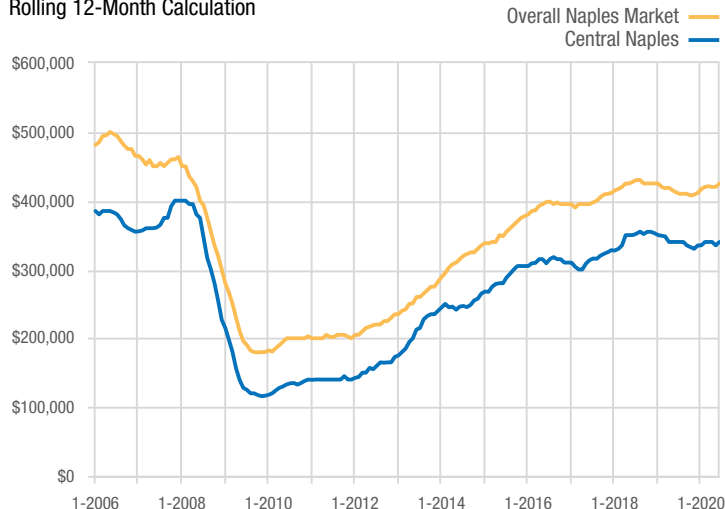
Single Family	June			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	74	69	- 6.8%	604	479	- 20.7%
Closed Sales	63	72	+ 14.3%	383	360	- 6.0%
Days on Market Until Sale	84	77	- 8.3%	88	87	- 1.1%
Median Closed Price*	\$316,000	\$335,000	+ 6.0%	\$329,900	\$351,500	+ 6.5%
Average Closed Price*	\$447,925	\$716,304	+ 59.9%	\$521,413	\$591,855	+ 13.5%
Percent of Current List Price Received*	96.6%	96.9%	+ 0.3%	96.2%	96.0%	- 0.2%
Inventory of Homes for Sale	435	250	- 42.5%	—	—	—
Months Supply of Inventory	7.5	4.3	- 42.7%	—	—	—

Condo	June			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	63	106	+ 68.3%	606	585	- 3.5%
Closed Sales	59	56	- 5.1%	436	352	- 19.3%
Days on Market Until Sale	81	67	- 17.3%	93	78	- 16.1%
Median Closed Price*	\$195,000	\$200,000	+ 2.6%	\$190,000	\$195,000	+ 2.6%
Average Closed Price*	\$221,273	\$212,710	- 3.9%	\$220,227	\$215,792	- 2.0%
Percent of Current List Price Received*	95.3%	95.1%	- 0.2%	95.3%	95.1%	- 0.2%
Inventory of Homes for Sale	420	344	- 18.1%	—	—	—
Months Supply of Inventory	6.1	5.7	- 6.6%	—	—	—

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

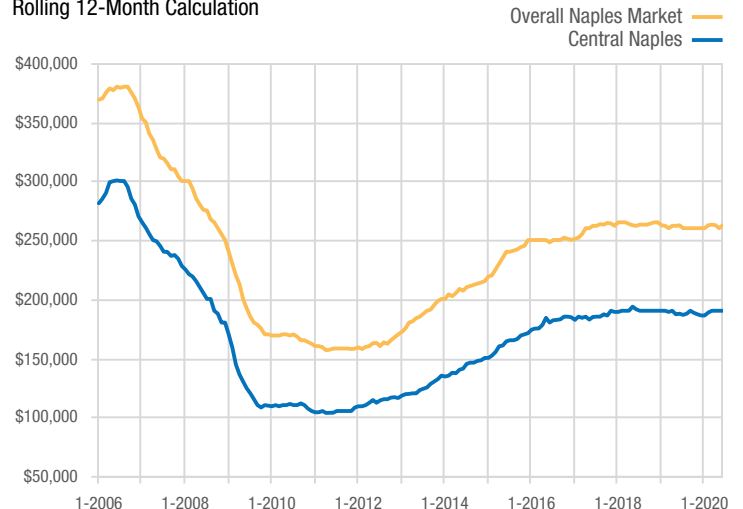
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – June 2020

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South Naples

34112, 34113

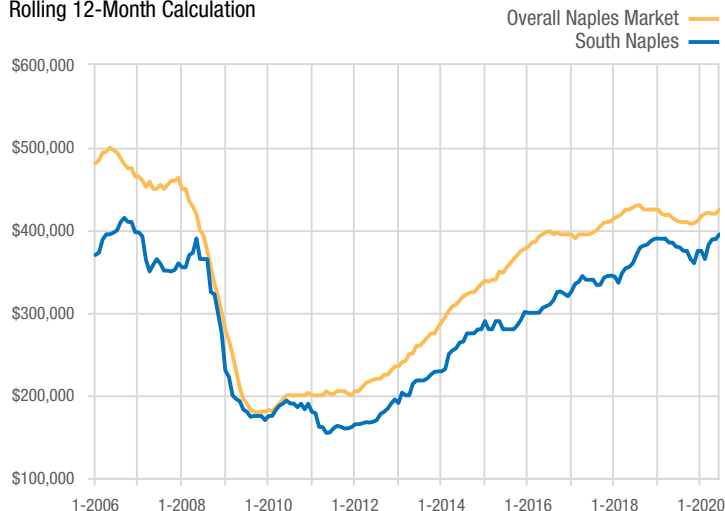
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	79	75	- 5.1%	558	522	- 6.5%
Total Sales	48	57	+ 18.8%	315	294	- 6.7%
Days on Market Until Sale	92	78	- 15.2%	96	91	- 5.2%
Median Closed Price*	\$287,000	\$390,000	+ 35.9%	\$360,000	\$411,000	+ 14.2%
Average Closed Price*	\$339,300	\$480,323	+ 41.6%	\$462,155	\$527,520	+ 14.1%
Percent of List Price Received*	95.8%	93.3%	- 2.6%	95.0%	95.2%	+ 0.2%
Inventory of Homes for Sale	419	321	- 23.4%	—	—	—
Months Supply of Inventory	9.1	6.6	- 27.5%	—	—	—

Condo	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	115	136	+ 18.3%	982	850	- 13.4%
Total Sales	88	79	- 10.2%	618	538	- 12.9%
Days on Market Until Sale	111	79	- 28.8%	99	95	- 4.0%
Median Closed Price*	\$208,375	\$245,000	+ 17.6%	\$204,000	\$225,000	+ 10.3%
Average Closed Price*	\$235,557	\$271,694	+ 15.3%	\$236,156	\$256,810	+ 8.7%
Percent of List Price Received*	95.5%	95.2%	- 0.3%	95.0%	95.3%	+ 0.3%
Inventory of Homes for Sale	683	522	- 23.6%	—	—	—
Months Supply of Inventory	7.8	5.9	- 24.4%	—	—	—

* 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.

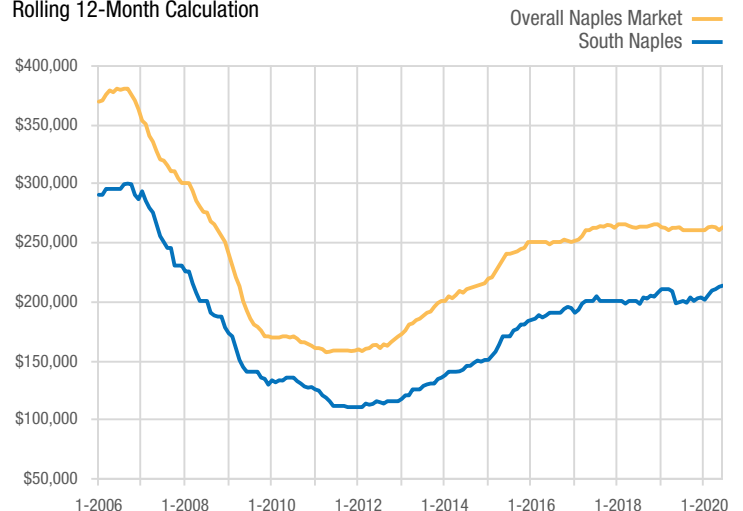
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – June 2020

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East Naples

34114, 34117, 34120, 34137

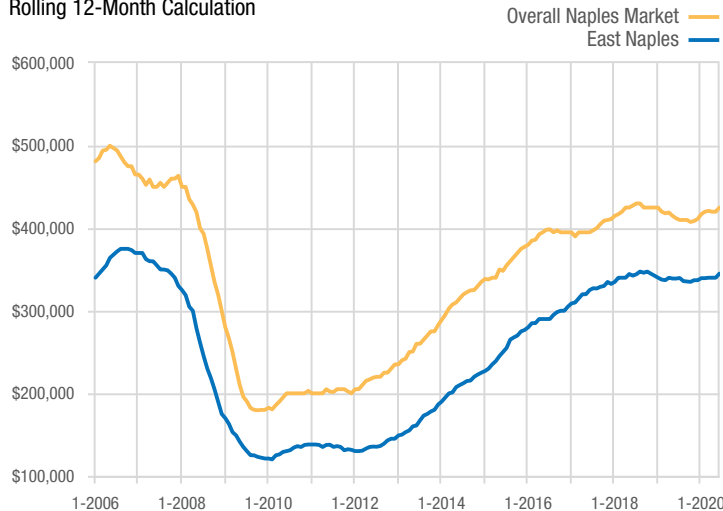
Single Family	June			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	168	183	+ 8.9%	1,232	1,216	- 1.3%
Closed Sales	163	168	+ 3.1%	859	869	+ 1.2%
Days on Market Until Sale	87	87	0.0%	99	91	- 8.1%
Median Closed Price*	\$329,774	\$366,250	+ 11.1%	\$337,500	\$350,000	+ 3.7%
Average Closed Price*	\$393,735	\$449,833	+ 14.2%	\$411,407	\$424,272	+ 3.1%
Percent of Current List Price Received*	97.1%	97.0%	- 0.1%	96.8%	97.2%	+ 0.4%
Inventory of Homes for Sale	901	571	- 36.6%	—	—	—
Months Supply of Inventory	7.1	4.0	- 43.7%	—	—	—

Condo	June			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	38	78	+ 105.3%	486	485	- 0.2%
Closed Sales	53	47	- 11.3%	355	318	- 10.4%
Days on Market Until Sale	109	92	- 15.6%	99	94	- 5.1%
Median Closed Price*	\$272,000	\$275,000	+ 1.1%	\$275,000	\$269,385	- 2.0%
Average Closed Price*	\$266,768	\$270,749	+ 1.5%	\$279,405	\$276,483	- 1.0%
Percent of Current List Price Received*	95.0%	95.2%	+ 0.2%	95.7%	95.9%	+ 0.2%
Inventory of Homes for Sale	372	293	- 21.2%	—	—	—
Months Supply of Inventory	7.3	5.9	- 19.2%	—	—	—

* 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.

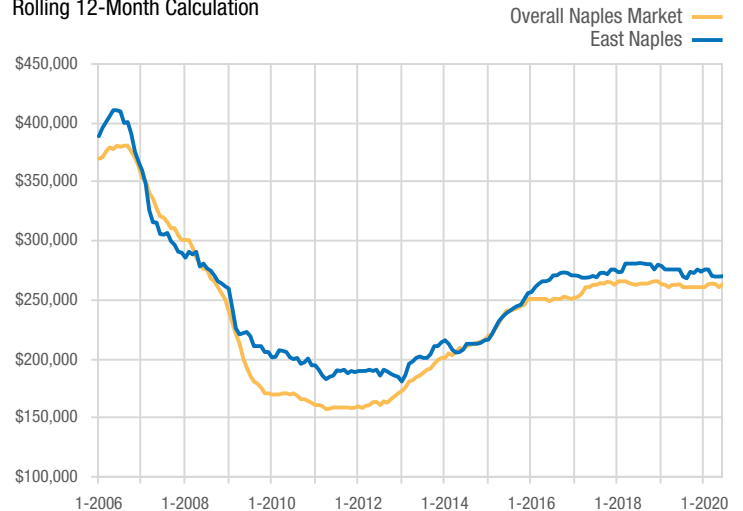
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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 – June 2020

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

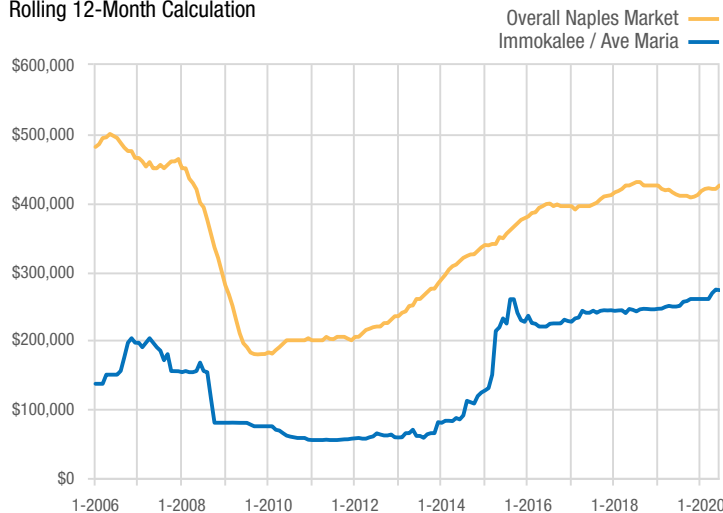
Single Family	June			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	23	20	- 13.0%	146	114	- 21.9%
Total Sales	15	13	- 13.3%	75	82	+ 9.3%
Days on Market Until Sale	122	128	+ 4.9%	94	95	+ 1.1%
Median Closed Price*	\$245,000	\$241,300	- 1.5%	\$255,000	\$275,000	+ 7.8%
Average Closed Price*	\$275,363	\$278,115	+ 1.0%	\$268,290	\$282,736	+ 5.4%
Percent of Current List Price Received*	97.8%	98.0%	+ 0.2%	96.6%	97.4%	+ 0.8%
Inventory of Homes for Sale	117	67	- 42.7%	—	—	—
Months Supply of Inventory	9.1	5.0	- 45.1%	—	—	—

Condo	June			Year-to-Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	2	4	+ 100.0%	20	20	0.0%
Closed Sales	2	0	- 100.0%	9	6	- 33.3%
Days on Market Until Sale	106	—	—	190	78	- 58.9%
Median Closed Price*	\$267,500	—	—	\$219,000	\$260,500	+ 18.9%
Average Closed Price*	\$267,500	—	—	\$212,714	\$252,453	+ 18.7%
Percent of Current List Price Received*	95.5%	—	—	97.8%	97.2%	- 0.6%
Inventory of Homes for Sale	19	17	- 10.5%	—	—	—
Months Supply of Inventory	11.2	8.5	- 24.1%	—	—	—

* 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.

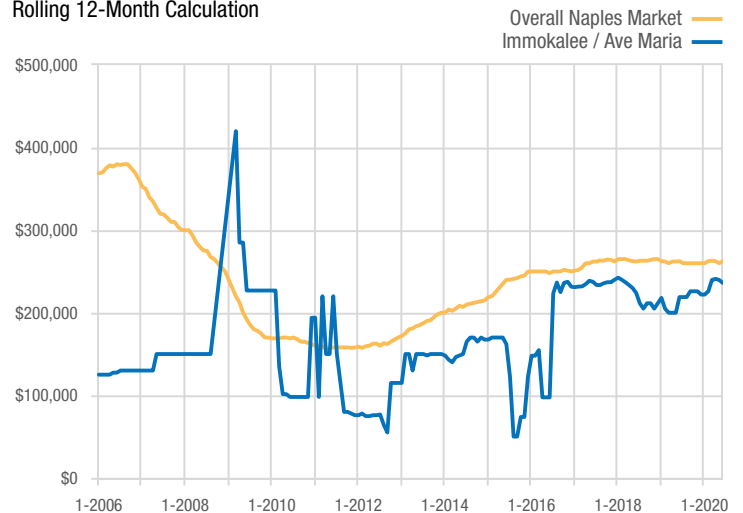
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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.