

Naples Area Market Report

May 2020



REALTORS® kept busy in May as pent-up demand for homebuying resulted in a remarkable spike in buyer interest. As a result, showings in May increased 244 percent compared to showings in April. As remarkable, showings in May outpaced showings a year ago, which increased 5.5 percent compared to May 2019. According to the May 2020 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), broker analysts reviewing the report found the data reflected the everlasting desirability of the Naples real estate market, even during the COVID-19 outbreak.

“Despite the restrictions of social distancing, with many REALTORS® conducting virtual open home tours and adopting electronic signings and virtual closings, 599 buyers purchased homes in Naples last month. REALTORS® and brokerages adapted to the challenges at hand → and will continue in the future – to ensure the real estate industry is a leading factor in our country’s economic recovery,” remarked NABOR® President Lauren Melo, PA, Licensed Real Estate Broker with Florida’s Realty Specialists.

According to broker analysts, buyers poured into the market in May. The report shows pending sales in May increased 90 percent compared to pending sales in April.

Prices held stable, in spite of the outlying issues, with the year-to-date median closed price up a modest 2.3 percent. The report also showed only 103 price increases during May out of the 5,116 properties in inventory, and there were fewer price reductions in May than reported in April. Heightened buyer demand was also evident in the number of Days on Market for May as reflected in a decrease of 15 percent to 91 days on market compared to May 2019, which reported 107 days on market.

Overall inventory during May decreased 27.2 percent to 5,116 homes from 7,023 homes in May 2019. However, while there was a 4 percent decrease in new listings of single-family homes in May, there was a 6.5 percent increase in new listings of condominiums.

Historically, some sellers in Naples take their homes off the market after season, and May inventory and pending sales activity always reflected this behavior. However, COVID-19 left many sellers uncertain about the real estate market. With quarantine recommendations in place, fewer sellers listed homes during May. Despite an inventory drop, pent-up demand unleashed a new set of buyers in May, which changed history. May’s pending sales activity, a measure of signed contracts and not closings, increase 90 percent compared to April 2020, despite tight supply. The May report reflected a 6.2-months’ supply of properties in Naples.

Even if a second surge of coronavirus cases emerges that force new restrictions, REALTORS® and the public have become very adept at using technology like virtual showings and electronic closings, which can help overcome the challenges that might affect home sales activity in Naples.

Quick Facts

- 49.6%

Change in
Total Sales
All Properties

+ 5.4%

Price Range With the
Strongest Sales:
\$1,000,001 to \$2,000,000

- 6.1%

Change in
Median Closed Price
All Properties

+ 5.5%

Bedroom Count With
Strongest Sales:
1 Bedroom or Fewer

- 27.2%

Change in
Homes for Sale
All Properties

+ 4.7%

Property Type With
Strongest Sales:
Single Family

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



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

Overall Market Overview

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



Key Metrics	Historical Sparkbars	5-2019	5-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,140	1,151	+ 1.0%	7,529	6,572	- 12.7%
Closed Sales		1,188	599	- 49.6%	4,556	4,171	- 8.5%
Days on Market Until Sale		107	91	- 15.0%	102	95	- 6.9%
Median Closed Price		\$354,450	\$333,000	- 6.1%	\$340,000	\$347,750	+ 2.3%
Average Closed Price		\$627,392	\$601,893	- 4.1%	\$636,449	\$644,525	+ 1.3%
Percent of Current List Price Received		95.4%	95.2%	- 0.2%	95.4%	95.6%	+ 0.2%
Pending Listings		1,218	1,167	- 4.2%	6,208	5,642	- 9.1%
Inventory of Homes for Sale		7,023	5,116	- 27.2%	—	—	—
Months Supply of Inventory		8.6	6.2	- 27.9%	—	—	—

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	5-201	5-202	% Change	YTD 2019	YTD 2020	% Change
New Listings		603	579	- 4.0%	3,738	3,270	- 12.5%
Closed Sales		595	314	- 47.2%	2,208	2,072	- 6.2%
Days on Market Until Sale		109	90	- 17.4%	103	97	- 5.8%
Median Closed Price		\$410,000	\$425,000	+ 3.7%	\$416,420	\$435,000	+ 4.5%
Average Closed Price		\$764,928	\$750,574	- 1.9%	\$819,840	\$824,929	+ 0.6%
Percent of Current List Price Received		95.7%	95.8%	+ 0.1%	95.6%	96.0%	+ 0.4%
Pending Listings		625	671	+ 7.4%	3,056	2,935	- 4.0%
Inventory of Homes for Sale		3,608	2,461	- 31.8%	—	—	—
Months Supply of Inventory		9.0	5.8	- 35.6%	—	—	—

Condo Market Overview

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



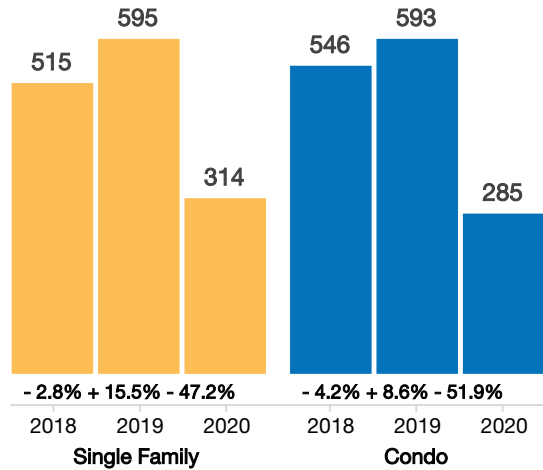
Key Metrics	Historical Sparkbars	5-201	5-202	% Change	YTD 2019	YTD 2020	% Change
New Listings		537	572	+ 6.5%	3,791	3,302	- 12.9%
Closed Sales		593	285	- 51.9%	2,348	2,099	- 10.6%
Days on Market Until Sale		104	91	- 12.5%	102	93	- 8.8%
Median Closed Price		\$270,000	\$260,000	- 3.7%	\$270,000	\$273,000	+ 1.1%
Average Closed Price		\$489,392	\$438,083	- 10.5%	\$464,071	\$466,445	+ 0.5%
Percent of Current List Price Received		95.2%	94.7%	- 0.5%	95.2%	95.3%	+ 0.1%
Pending Listings		593	496	- 16.4%	3,152	2,707	- 14.1%
Inventory of Homes for Sale		3,415	2,655	- 22.3%	—	—	—
Months Supply of Inventory		8.3	6.6	- 20.5%	—	—	—

Overall Closed Sales

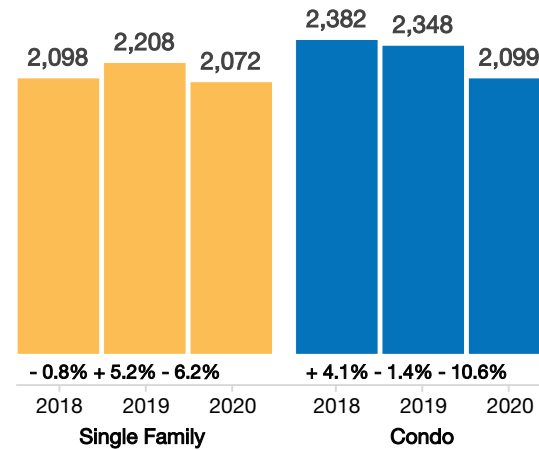
A count of the actual sales that closed in a given month.



May

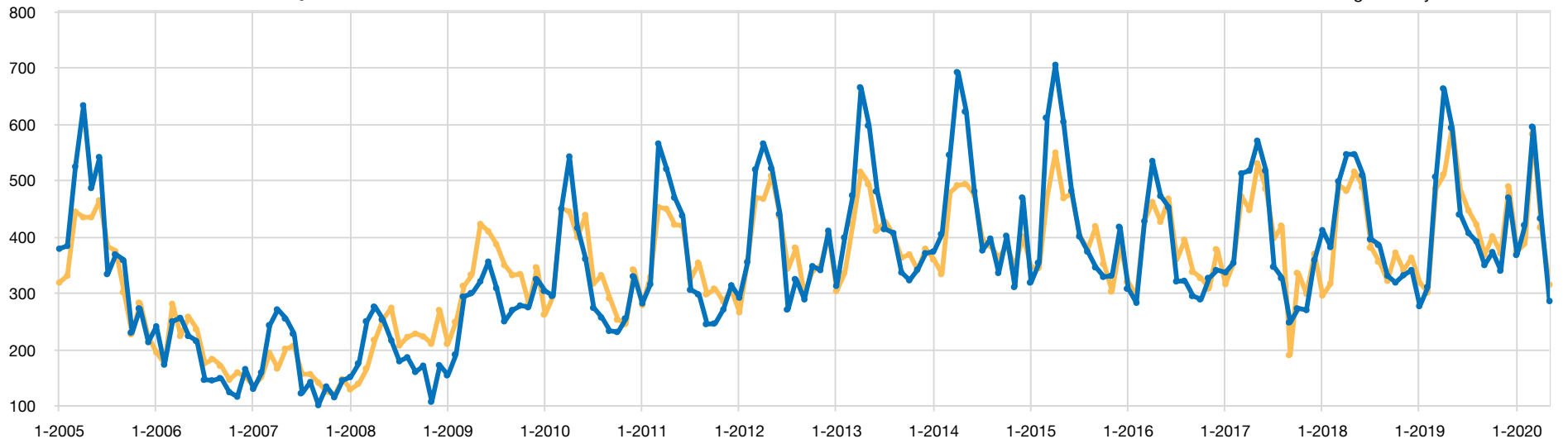


Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2019	484	- 0.6%	439	- 13.8%
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	489	+ 35.1%	469	+ 37.9%
Jan-2020	373	+ 17.3%	367	+ 33.0%
Feb-2020	387	+ 29.0%	420	+ 35.5%
Mar-2020	582	+ 20.0%	595	+ 17.6%
Apr-2020	416	- 18.4%	432	- 34.8%
May-2020	314	- 47.2%	285	- 51.9%
12-Month Avg	421	+ 4.7%	405	- 1.9%

Overall Closed Sales by Month



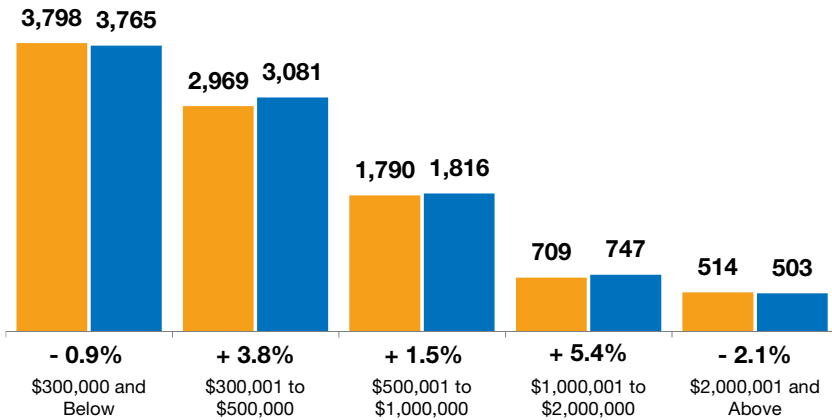
Overall Closed Sales by Price Range

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



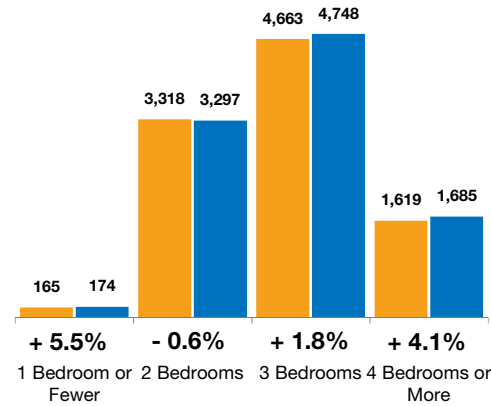
By Price Range

5-2019 5-2020



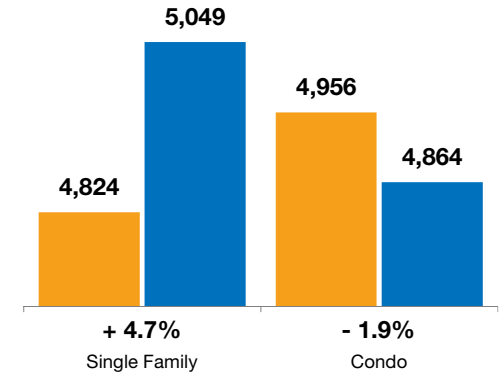
By Bedroom Count

5-2019 5-2020



By Property Type

5-2019 5-2020



All Properties

By Price Range	5-2019	5-2020	Change
\$300,000 and Below	3,798	3,765	- 0.9%
\$300,001 to \$500,000	2,969	3,081	+ 3.8%
\$500,001 to \$1,000,000	1,790	1,816	+ 1.5%
\$1,000,001 to \$2,000,000	709	747	+ 5.4%
\$2,000,001 and Above	514	503	- 2.1%
All Price Ranges	9,780	9,913	+ 1.4%

Single Family

5-2019	5-2020	Change
1,047	994	- 5.1%
1,788	1,988	+ 11.2%
1,187	1,240	+ 4.5%
428	458	+ 7.0%
374	368	- 1.6%
4,824	5,049	+ 4.7%

Condo

5-2019	5-2020	Change
2,751	2,771	+ 0.7%
1,181	1,093	- 7.5%
603	576	- 4.5%
281	289	+ 2.8%
140	135	- 3.6%
4,956	4,864	- 1.9%

By Bedroom Count

5-2019	5-2020	Change
165	174	+ 5.5%
3,318	3,297	- 0.6%
4,663	4,748	+ 1.8%
1,619	1,685	+ 4.1%
9,780	9,913	+ 1.4%

5-2019	5-2020	Change
21	24	+ 14.3%
493	472	- 4.3%
2,780	2,954	+ 6.3%
1,529	1,598	+ 4.5%
4,824	5,049	+ 4.7%

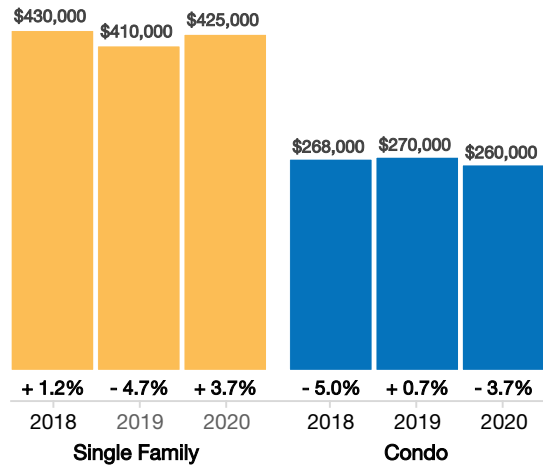
5-2019	5-2020	Change
144	150	+ 4.2%
2,825	2,825	0.0%
1,883	1,794	- 4.7%
90	87	- 3.3%
4,956	4,864	- 1.9%

Median Closed Price

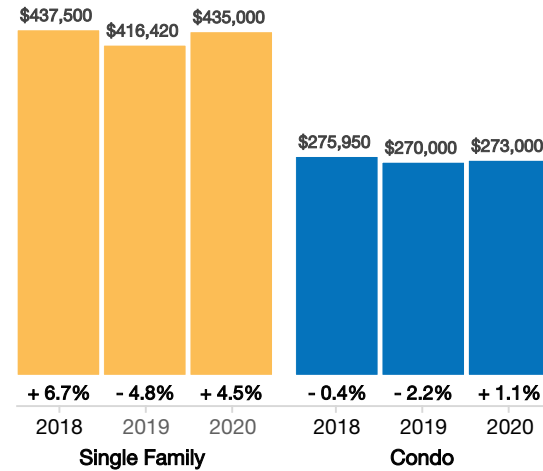
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



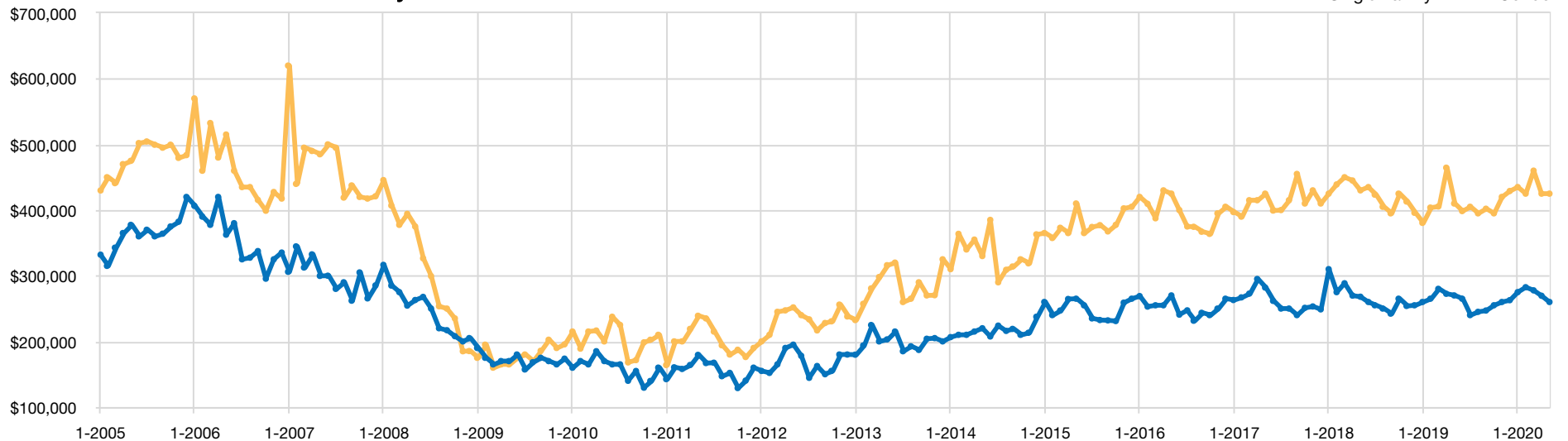
Year-to-Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2019	\$398,450	- 8.4%	\$265,000	+ 1.9%
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	\$429,000	+ 8.4%	\$262,750	+ 3.0%
Jan-2020	\$435,000	+ 14.3%	\$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	\$425,000	- 8.5%	\$269,500	- 1.1%
May-2020	\$425,000	+ 3.7%	\$260,000	- 3.7%
12-Month Avg*	\$420,000	+ 1.1%	\$260,000	- 0.8%

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

Overall Median Closed Price by Month



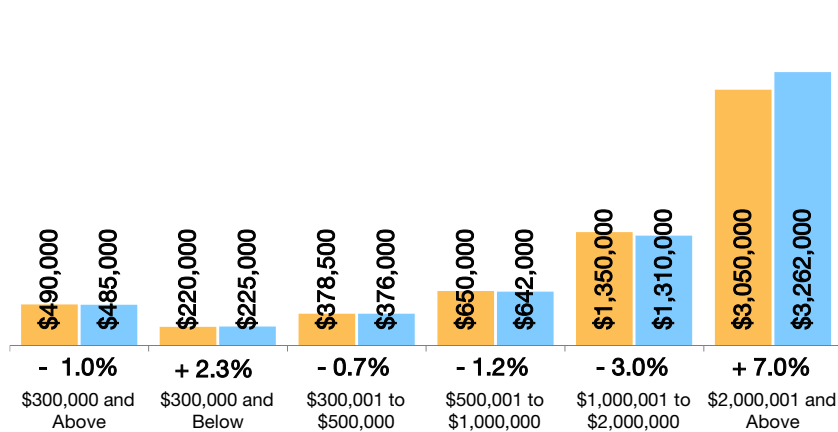
Overall Median Closed Price by Price Range

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



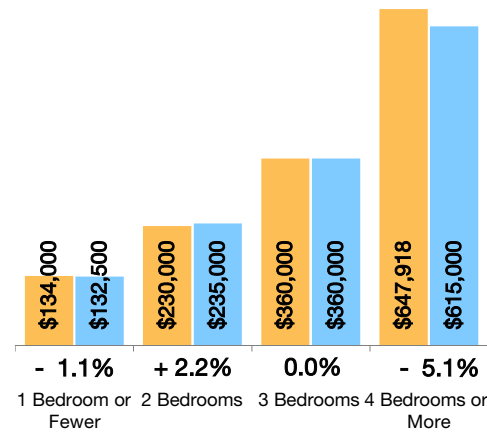
By Price Range

5-2019 5-2020



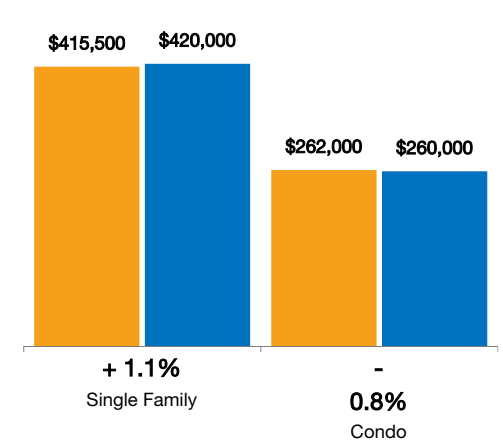
By Bedroom Count

5-2019 5-2020



By Property Type

5-2019 5-2020



All Properties

By Price Range

	5-2019	5-2020	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	\$378,500	\$376,000	- 0.7%
\$500,001 to \$1,000,000	\$650,000	\$642,000	- 1.2%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,310,000	- 3.0%
\$2,000,001 and Above	\$3,050,000	\$3,262,000	+ 7.0%
All Price Ranges	\$334,000	\$335,000	+ 0.3%

Single Family

	5-2019	5-2020	Change
\$300,000 and Above	\$495,000	\$485,000	- 2.0%
\$300,000 and Below	\$260,000	\$265,000	+ 1.9%
\$300,001 to \$500,000	\$385,000	\$385,000	0.0%
\$500,001 to \$1,000,000	\$650,000	\$639,000	- 1.7%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,325,000	- 1.9%
\$2,000,001 and Above	\$3,250,000	\$3,385,000	+ 4.2%
All Price Ranges	\$415,500	\$420,000	+ 1.1%

Condo

	5-2019	5-2020	Change
\$300,000 and Above	\$470,000	\$483,500	+ 2.9%
\$300,000 and Below	\$200,000	\$208,000	+ 4.0%
\$300,001 to \$500,000	\$365,000	\$359,000	- 1.6%
\$500,001 to \$1,000,000	\$675,000	\$660,000	- 2.2%
\$1,000,001 to \$2,000,000	\$1,330,000	\$1,300,000	- 2.3%
\$2,000,001 and Above	\$2,862,500	\$2,895,000	+ 1.1%
All Price Ranges	\$262,000	\$260,000	- 0.8%

By Bedroom Count

	5-2019	5-2020	Change
1 Bedroom or Fewer	\$134,000	\$132,500	- 1.1%
2 Bedrooms	\$230,000	\$235,000	+ 2.2%
3 Bedrooms	\$360,000	\$360,000	0.0%
4 Bedrooms or More	\$647,918	\$615,000	- 5.1%
All Bedroom Counts	\$334,000	\$335,000	+ 0.3%

	5-2019	5-2020	Change
1 Bedroom or Fewer	\$80,000	\$95,000	+ 18.8%
2 Bedrooms	\$280,000	\$290,500	+ 3.8%
3 Bedrooms	\$379,000	\$384,000	+ 1.3%
4 Bedrooms or More	\$645,000	\$602,000	- 6.7%
All Bedroom Counts	\$415,500	\$420,000	+ 1.1%

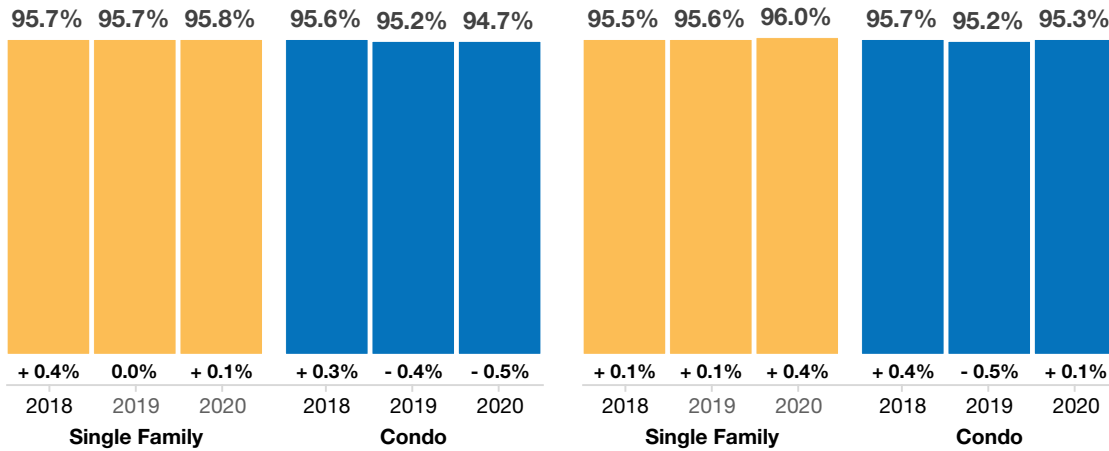
Overall Percent of Current List Price Received



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.

May

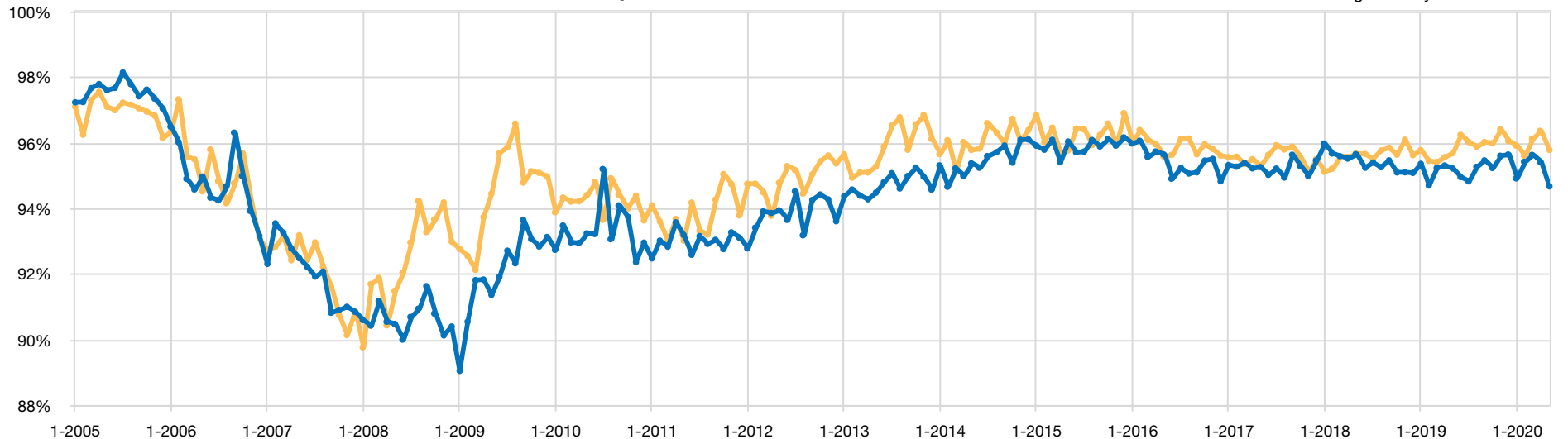
Year-to-Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2019	96.2%	+ 0.5%	95.0%	- 0.2%
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	96.1%	+ 0.5%	95.6%	+ 0.5%
Jan-2020	95.9%	+ 0.1%	94.9%	- 0.5%
Feb-2020	95.6%	+ 0.2%	95.4%	+ 0.7%
Mar-2020	96.1%	+ 0.7%	95.6%	+ 0.4%
Apr-2020	96.4%	+ 0.8%	95.4%	+ 0.1%
May-2020	95.8%	+ 0.1%	94.7%	- 0.5%
12-Month Avg*	96.0%	+ 0.4%	95.3%	+ 0.1%

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

Overall Percent of Current List Price Received by Month



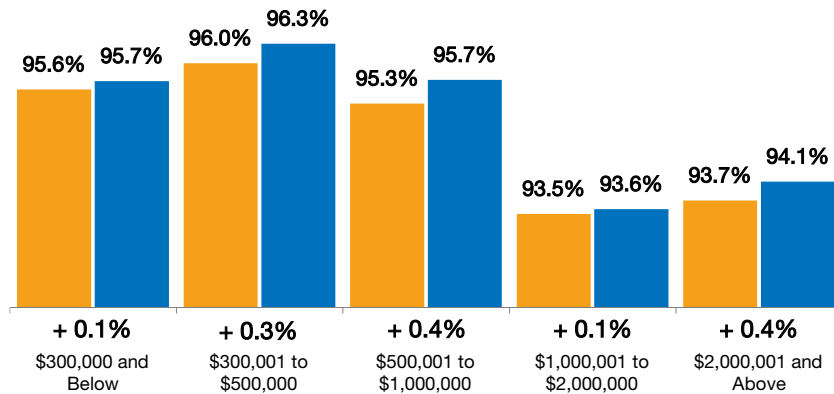
Percent of Current List Price Received by Price Range

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.



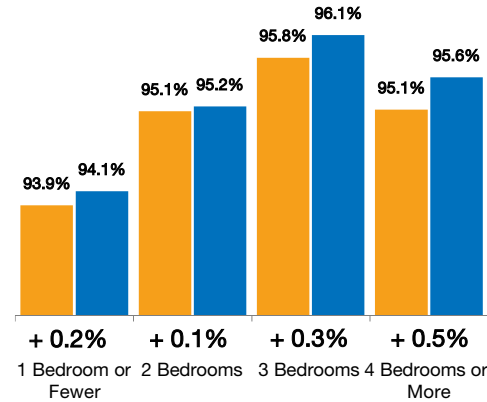
By Price Range

■ 5-2019 ■ 5-2020



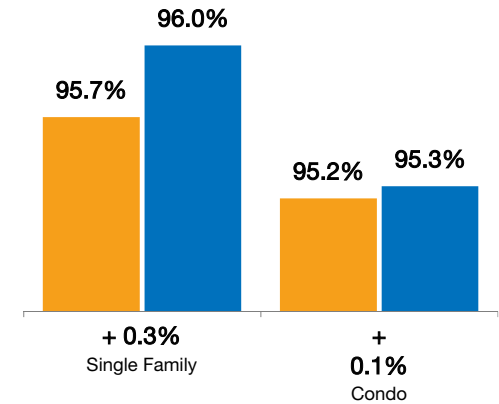
By Bedroom Count

■ 5-2019 ■ 5-2020



By Property Type

■ 5-2019 ■ 5-2020



All Properties

By Price Range

	5-2019	5-2020	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	95.3%	95.7%	+ 0.4%
\$1,000,001 to \$2,000,000	93.5%	93.6%	+ 0.1%
\$2,000,001 and Above	93.7%	94.1%	+ 0.4%
All Price Ranges	95.4%	95.7%	+ 0.3%

Single Family

	5-2019	5-2020	Change
1 Bedroom or Fewer	93.9%	94.1%	+ 0.2%
2 Bedrooms	95.1%	95.2%	+ 0.1%
3 Bedrooms	95.8%	96.1%	+ 0.3%
4 Bedrooms or More	95.1%	95.6%	+ 0.5%
All Bedroom Counts	95.4%	95.7%	+ 0.3%

Condo

	5-2019	5-2020	Change
Single Family	95.7%	96.0%	+ 0.3%
Condo	95.2%	95.3%	+ 0.1%

By Bedroom Count

	5-2019	5-2020	Change
1 Bedroom or Fewer	93.9%	94.1%	+ 0.2%
2 Bedrooms	95.1%	95.2%	+ 0.1%
3 Bedrooms	95.8%	96.1%	+ 0.3%
4 Bedrooms or More	95.1%	95.6%	+ 0.5%
All Bedroom Counts	95.4%	95.7%	+ 0.3%

	5-2019	5-2020	Change
1 Bedroom or Fewer	91.2%	93.8%	+ 2.9%
2 Bedrooms	94.6%	94.8%	+ 0.2%
3 Bedrooms	96.2%	96.5%	+ 0.3%
4 Bedrooms or More	95.2%	95.5%	+ 0.3%
All Bedroom Counts	95.7%	96.0%	+ 0.3%

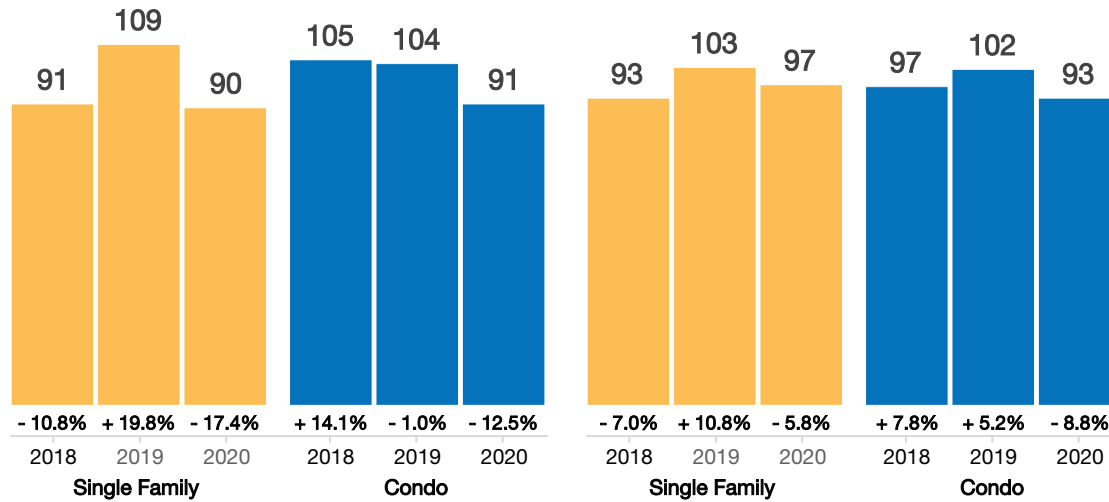
	5-2019	5-2020	Change
Single Family	95.7%	96.0%	+ 0.3%
Condo	95.2%	95.3%	+ 0.1%

Overall Days on Market Until Sale

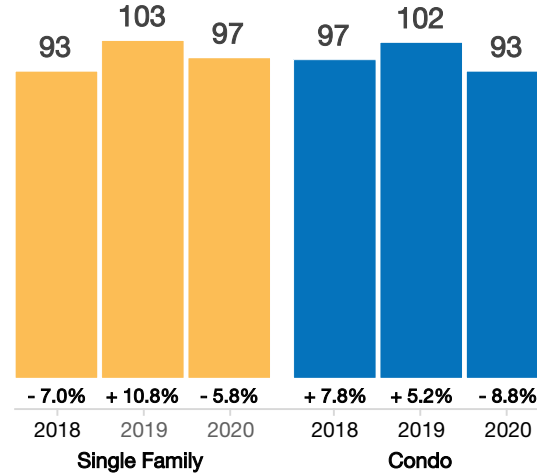
Average number of days between when a property is listed and when an offer is accepted in a given month.



May



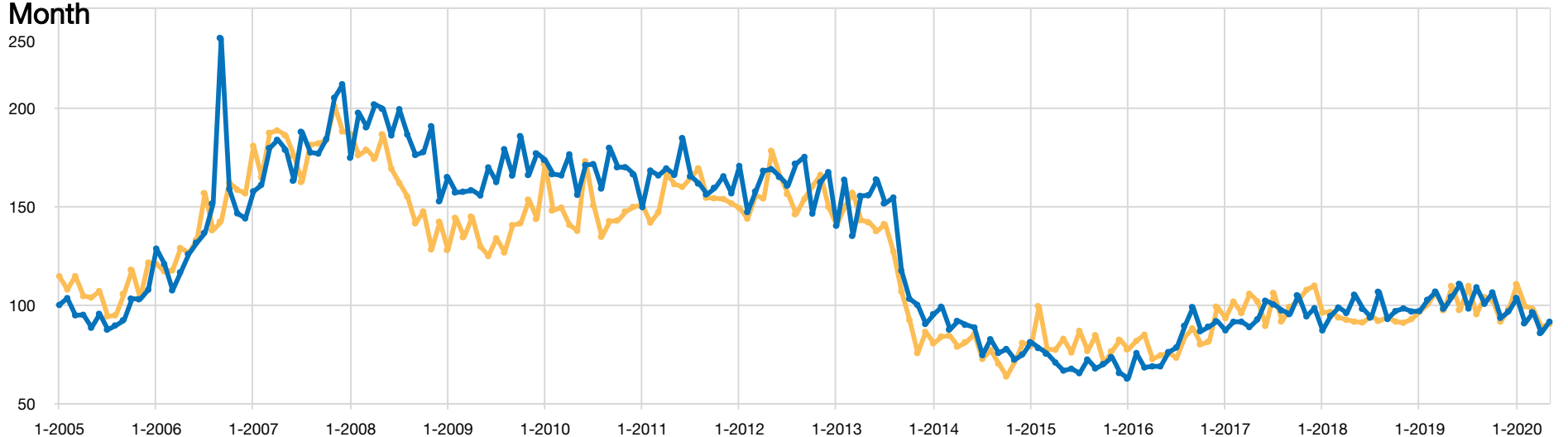
Year-to-Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2019	97	+ 6.6%	110	+ 12.2%
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	+	106	+ 9.3%
Nov-2019	91	12.1%	93	- 5.1%
Dec-2019	98	+5.4%	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	90	- 17.4%	91	- 12.5%
12-Month Avg*	99	+ 1.7%	98	- 1.2%

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

Overall Days on Market Until Sale by Month



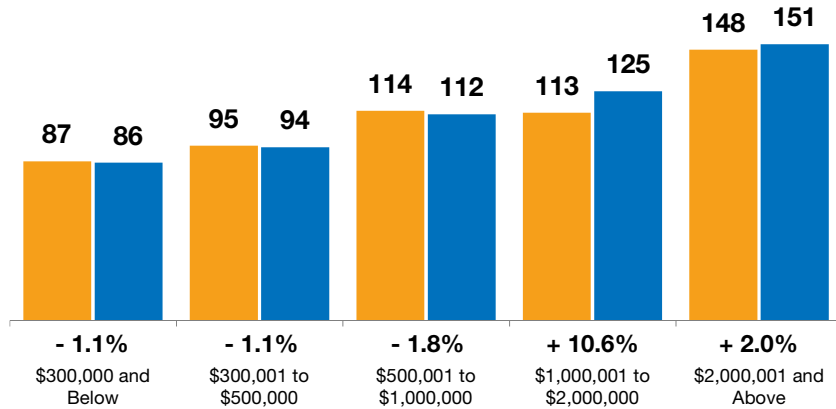
Overall Days on Market Until Sale by Price Range

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



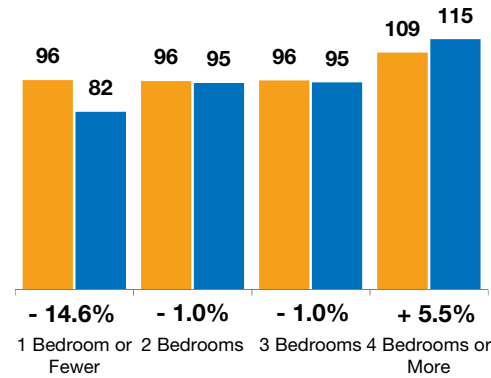
By Price Range

5-2019 5-2020



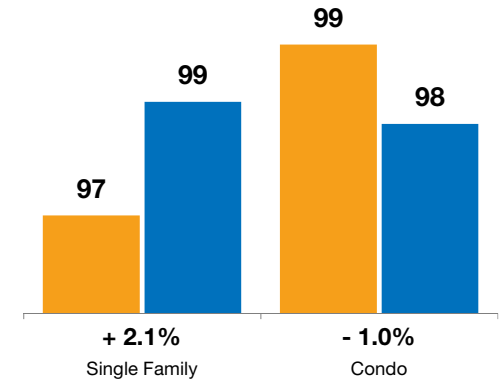
By Bedroom Count

5-2019 5-2020



By Property Type

5-2019 5-2020



All Properties

By Price Range	5-2019	5-2020	Change
\$300,000 and Below	87	86	- 1.1%
\$300,001 to \$500,000	95	94	- 1.1%
\$500,001 to \$1,000,000	114	112	- 1.8%
\$1,000,001 to \$2,000,000	113	125	+ 10.6%
\$2,000,001 and Above	148	151	+ 2.0%
All Price Ranges	98	98	0.0%

Single Family

	5-2019	5-2020	Change
1 Bedroom or Fewer	71	70	- 1.4%
3 Bedrooms	93	93	0.0%
4 Bedrooms or More	109	111	+ 1.8%
	116	125	+ 7.8%
	160	162	+ 1.3%
All Single Family	97	99	+ 2.1%

Condo

	5-2019	5-2020	Change
Single Family	93	92	- 1.1%
Condo	100	98	- 2.0%
	125	116	- 7.2%
	109	124	+ 13.8%
	115	117	+ 1.7%
All Condo	99	98	- 1.0%

By Bedroom Count

	5-2019	5-2020	Change
1 Bedroom or Fewer	96	82	- 14.6%
2 Bedrooms	96	95	- 1.0%
3 Bedrooms	96	95	- 1.0%
4 Bedrooms or More	109	115	+ 5.5%
All Bedroom Counts	98	98	0.0%

	5-2019	5-2020	Change
1 Bedroom or Fewer	111	121	+ 9.0%
2 Bedrooms	89	88	- 1.1%
3 Bedrooms	92	91	- 1.1%
4 Bedrooms or More	109	116	+ 6.4%
All Single Family	97	99	+ 2.1%

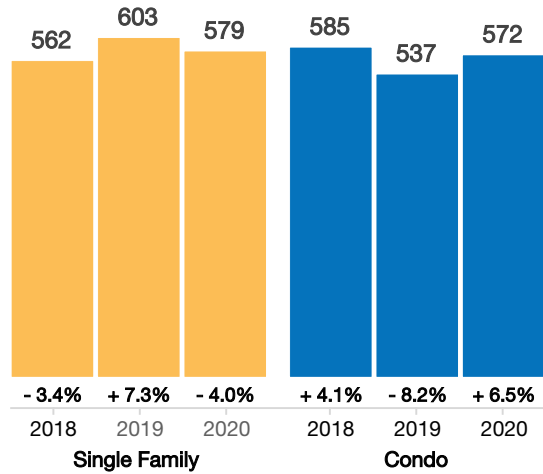
	5-2019	5-2020	Change
Single Family	94	76	- 19.6%
Condo	97	96	- 1.1%
	103	103	0.0%
	113	104	- 7.5%
All Condo	99	98	- 1.0%

Overall New Listings

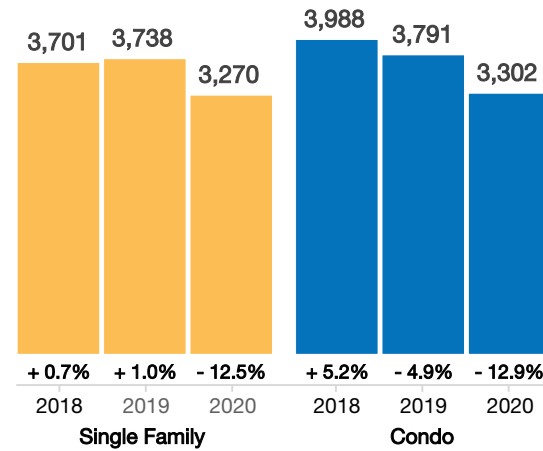
A count of the properties that have been newly listed on the market in a given month.



May

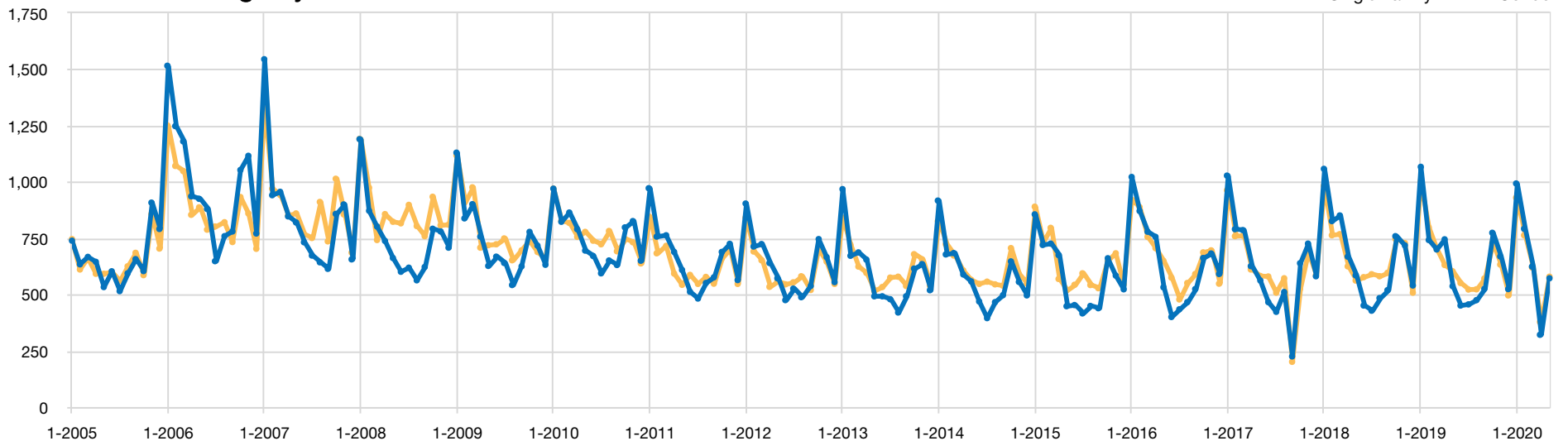


Year-to-Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2019	551	- 4.5%	451	0.0%
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	496	- 2.4%	524	- 3.0%
Jan-2020	930	- 7.4%	993	- 6.9%
Feb-2020	763	- 4.4%	792	+ 6.7%
Mar-2020	620	- 11.7%	624	- 10.9%
Apr-2020	378	- 40.1%	321	- 56.9%
May-2020	579	- 4.0%	572	+ 6.5%
12-Month Avg	608	- 9.5%	598	- 6.7%

Overall New Listings by Month

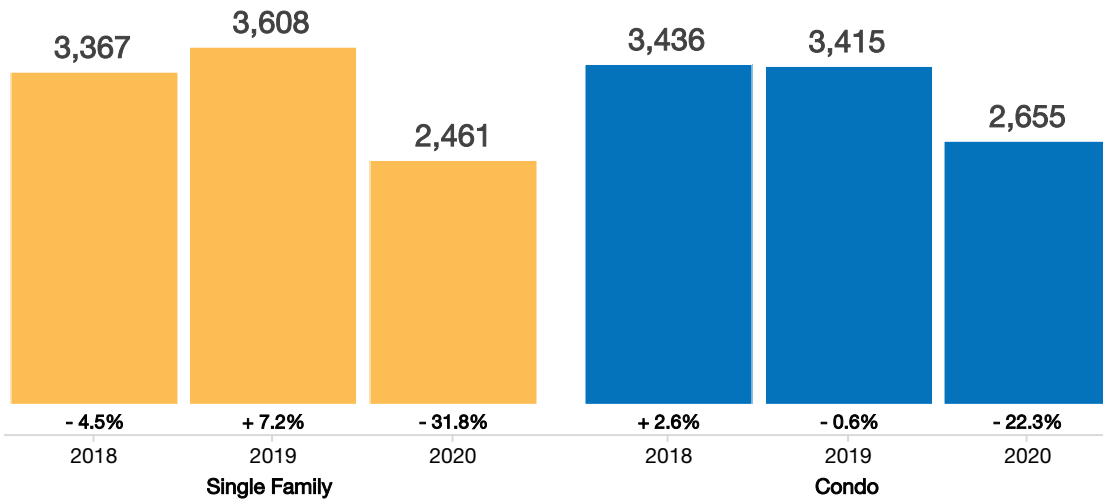


Overall Inventory of Homes for Sale

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

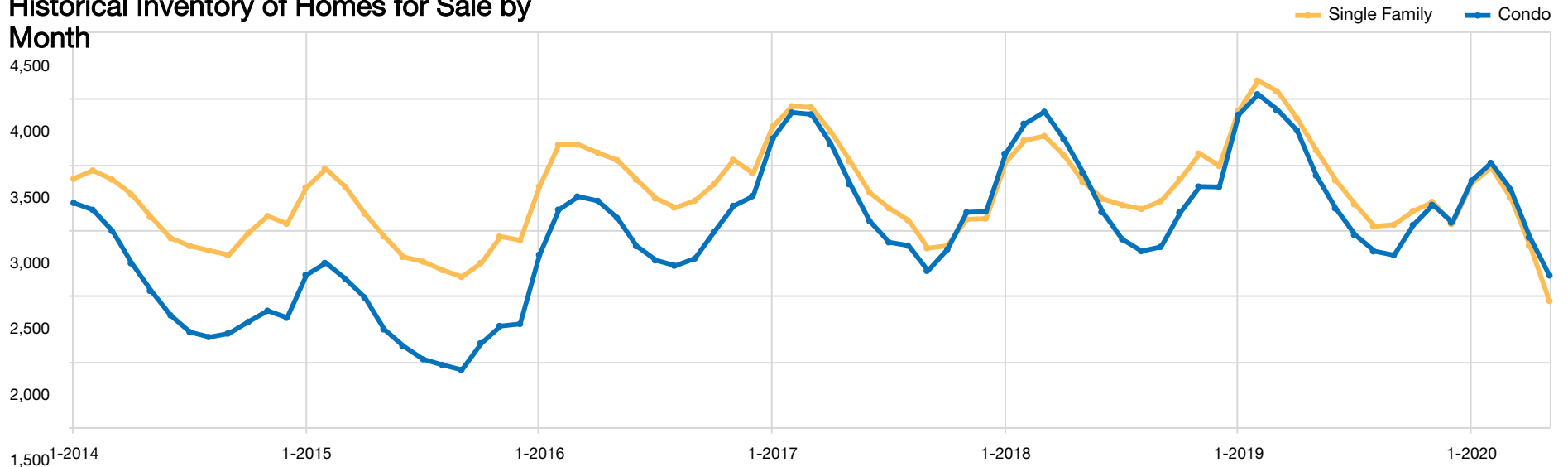


May



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2019	3,380	+ 4.4%	3,165	+ 0.9%
Jul-2019	3,196	+ 0.2%	2,963	+ 1.1%
Aug-2019	3,028	- 4.2%	2,839	- 0.0%
Sep-2019	3,041	- 5.6%	2,809	- 2.2%
Oct-2019	3,145	- 7.2%	3,039	- 3.0%
Nov-2019	3,214	- 10.3%	3,192	- 4.2%
Dec-2019	3,046	- 12.7%	3,058	- 8.1%
Jan-2020	3,355	- 14.2%	3,376	- 12.9%
Feb-2020	3,476	- 16.0%	3,511	- 12.9%
Mar-2020	3,248	- 19.9%	3,312	- 15.4%
Apr-2020	2,881	- 25.2%	2,944	- 21.7%
May-2020	2,461	- 31.8%	2,655	- 22.3%
12-Month Avg	3,123	- 12.5%	3,072	- 9.1%

Historical Inventory of Homes for Sale by Month



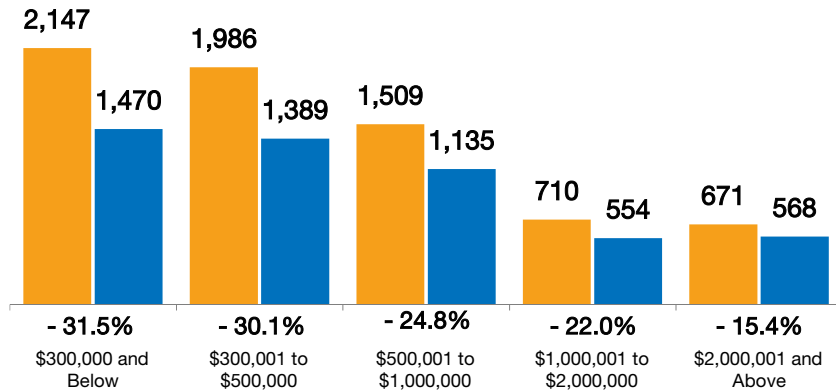
Overall Inventory of Homes for Sale by Price Range

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



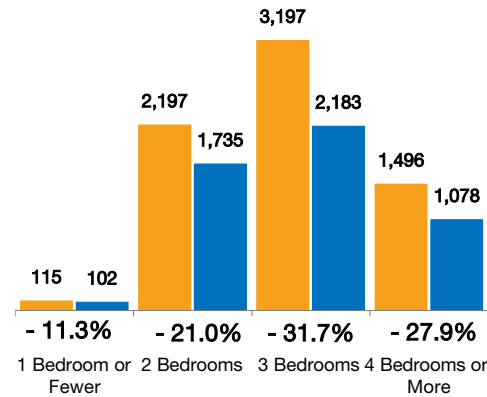
By Price Range

■ 5-2019 ■ 5-2020



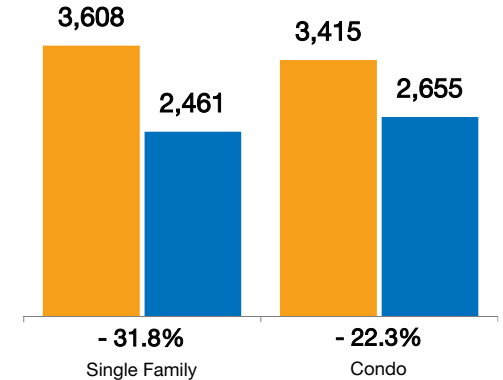
By Bedroom Count

■ 5-2019 ■ 5-2020



By Property Type

■ 5-2019 ■ 5-2020



All Properties

By Price Range

	5-2019	5-2020	Change
\$300,000 and Below	2,147	1,470	- 31.5%
\$300,001 to \$500,000	1,986	1,389	- 30.1%
\$500,001 to \$1,000,000	1,509	1,135	- 24.8%
\$1,000,001 to \$2,000,000	710	554	- 22.0%
\$2,000,001 and Above	671	568	- 15.4%
All Price Ranges	7,023	5,116	- 27.2%

Single Family

	5-2019	5-2020	Change
1 Bedroom or Fewer	470	260	- 44.7%
2 Bedrooms	1,196	705	- 41.1%
3 Bedrooms	984	727	- 26.1%
4 Bedrooms or More	443	346	- 21.9%
	515	423	- 17.9%
All Single Family	3,608	2,461	- 31.8%

Condo

	5-2019	5-2020	Change
Condo	1677	1210	- 27.8%
	790	684	- 13.4%
	525	408	- 22.3%
	267	208	- 22.1%
	156	145	- 7.1%
All Condo	3,415	2,655	- 22.3%

By Bedroom Count

	5-2019	5-2020	Change
1 Bedroom or Fewer	115	102	- 11.3%
2 Bedrooms	2,197	1,735	- 21.0%
3 Bedrooms	3,197	2,183	- 31.7%
4 Bedrooms or More	1,496	1,078	- 27.9%
All Bedroom Counts	7,023	5,116	- 27.2%

	5-2019	5-2020	Change
1 Bedroom or Fewer	24	24	0.0%
2 Bedrooms	297	224	- 24.6%
3 Bedrooms	1,886	1,211	- 35.8%
4 Bedrooms or More	1,397	998	- 28.6%
	99	80	- 19.2%
All Single Family	3,608	2,461	- 31.8%

Listing and Sales Summary Report May 2020



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	May-20	May-19	% Change	May-20	May-19	% Change	May-20	May-19	% Change	May-20	May-19	% Change
Overall Naples Market*	\$333,000	\$354,450	-6.1%	599	1188	-49.6%	5,116	7,023	-27.2%	91	107	-15.0%
Collier County	\$345,000	\$365,000	-5.5%	650	1291	-49.7%	5,757	7,848	-26.6%	96	107	-10.3%
Ave Maria	\$276,000	\$305,000	-9.5%	9	9	0.0%	84	110	-23.6%	79	89	-11.2%
Central Naples	\$275,000	\$264,250	+4.1%	83	170	-51.2%	620	911	-31.9%	58	89	-34.8%
East Naples	\$319,000	\$321,875	-0.9%	161	256	-37.1%	979	1,372	-28.6%	92	106	-13.2%
Everglades City	--	\$91,000	--	0	1	-100.0%	8	6	+33.3%	--	39	--
Immokalee	\$250,000	\$186,900	+33.8%	1	7	-85.7%	5	28	-82.1%	76	33	+130.3%
Immokalee / Ave Maria	\$275,500	\$263,500	+4.6%	10	16	-37.5%	89	138	-35.5%	79	65	+21.5%
Naples	\$336,450	\$355,000	-5.2%	590	1172	-49.7%	5,028	6,885	-27.0%	91	107	-15.0%
Naples Beach	\$760,313	\$845,000	-10.0%	96	239	-59.8%	1,264	1,562	-19.1%	99	127	-22.0%
North Naples	\$415,000	\$398,950	+4.0%	149	302	-50.7%	1,281	1,900	-32.6%	106	100	+6.0%
South Naples	\$262,500	\$242,500	+8.2%	100	205	-51.2%	883	1,140	-22.5%	86	112	-23.2%
34102	\$885,000	\$1,200,000	-26.3%	32	79	-59.5%	425	515	-17.5%	152	159	-4.4%
34103	\$535,748	\$845,000	-36.6%	24	77	-68.8%	361	430	-16.0%	73	110	-33.6%
34104	\$250,000	\$250,000	0.0%	36	88	-59.1%	281	410	-31.5%	64	86	-25.6%
34105	\$265,000	\$286,000	-7.3%	28	50	-44.0%	270	384	-29.7%	54	100	-46.0%
34108	\$712,500	\$695,000	+2.5%	40	83	-51.8%	478	617	-22.5%	73	113	-35.4%
34109	\$425,000	\$383,500	+10.8%	46	92	-50.0%	286	438	-34.7%	80	99	-19.2%
34110	\$423,000	\$387,800	+9.1%	34	91	-62.6%	521	722	-27.8%	111	109	+1.8%
34112	\$228,000	\$183,500	+24.3%	55	104	-47.1%	419	548	-23.5%	84	97	-13.4%
34113	\$325,000	\$326,900	-0.6%	45	101	-55.4%	464	592	-21.6%	89	127	-29.9%
34114	\$325,000	\$349,990	-7.1%	57	115	-50.4%	480	595	-19.3%	102	120	-15.0%
34116	\$289,900	\$283,750	+2.2%	19	32	-40.6%	69	117	-41.0%	52	83	-37.3%
34117	\$346,000	\$320,000	+8.1%	13	20	-35.0%	73	172	-57.6%	65	63	+3.2%
34119	\$393,000	\$415,000	-5.3%	68	119	-42.9%	473	739	-36.0%	122	93	+31.2%
34120	\$300,000	\$308,000	-2.6%	91	121	-24.8%	426	605	-29.6%	90	101	-10.9%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$275,500	\$263,500	+4.6%	10	16	-37.5%	89	138	-35.5%	79	65	+21.5%

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

Local Market Update – May 2020

A Research Tool Provided by Naples Area Board of REALTORS®



Naples Beach

34102, 34103, 34108

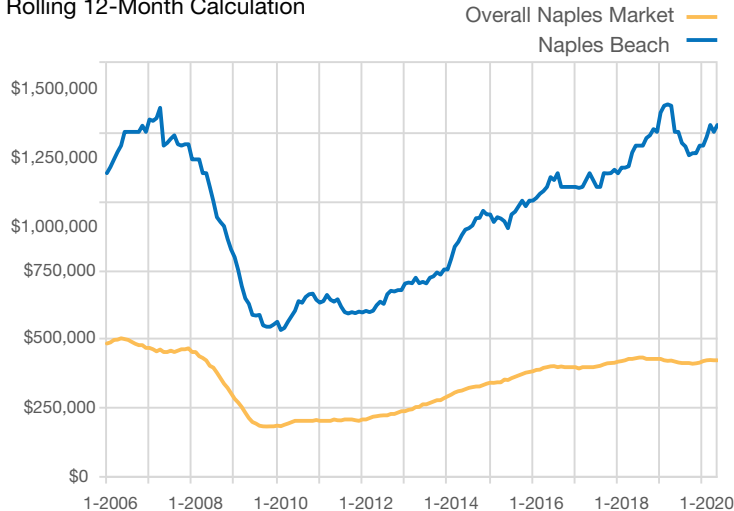
Single Family Key Metrics	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	70	88	+ 25.7%	591	511	- 13.5%
Closed Sales	94	39	- 58.5%	338	299	-
Days on Market Until Sale	141	107	- 24.1%	124	124	11.5%
Median Closed Price*	\$1,132,500	\$1,350,000	+ 19.2%	\$1,355,000	\$1,662,500	+ 22.7%
Average Closed Price*	\$2,232,505	\$2,396,298	+ 7.3%	\$2,387,736	\$2,443,540	+ 2.3%
Percent of Current List Price Received*	93.6%	93.2%	- 0.4%	93.8%	93.7%	- 0.1%
Inventory of Homes for Sale	658	510	- 22.5%	-	-	-
Months Supply of Inventory	11.9	9.1	- 23.5%	-	-	-

Condo Key Metrics	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	114	148	+ 29.8%	893	805	- 9.9%
Closed Sales	145	57	- 60.7%	531	492	- 7.3%
Days on Market Until Sale	118	93	- 21.2%	108	107	- 0.9%
Median Closed Price*	\$710,000	\$610,000	- 14.1%	\$735,000	\$685,000	- 6.8%
Average Closed Price*	\$1,138,274	\$1,014,070	- 10.9%	\$1,079,041	\$1,016,368	- 5.8%
Percent of Current List Price Received*	94.9%	94.3%	- 0.6%	94.8%	94.4%	- 0.4%
Inventory of Homes for Sale	904	754	- 16.6%	-	-	-
Months Supply of Inventory	10.4	8.7	- 16.3%	-	-	-

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

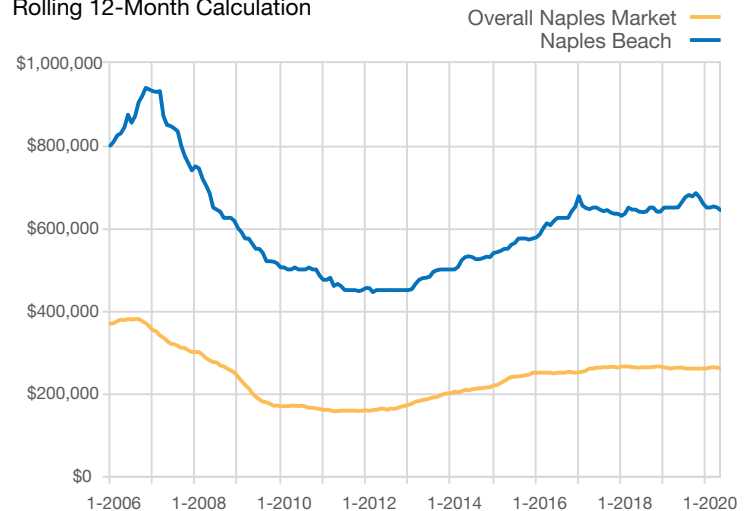
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – May 2020

A Research Tool Provided by Naples Area Board of REALTORS®



North Naples

34109, 34110, 34119

Single Family	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
Key Metrics						
New Listings	145	148	+ 2.1%	951	784	- 17.6%
Closed Sales	155	76	- 51.0%	528	482	- 8.7%
Days on Market Until Sale	104	108	+ 3.8%	104	95	- 8.7%
Median Closed Price*	\$525,000	\$557,500	+ 6.2%	\$537,500	\$555,000	+ 3.3%
Average Closed Price*	\$684,708	\$690,381	+ 0.8%	\$751,984	\$787,813	+ 4.8%
Percent of Current List Price Received*	95.0%	95.5%	+ 0.5%	95.1%	95.7%	+ 0.6%
Inventory of Homes for Sale	984	602	- 38.8%	-	-	-
Months Supply of Inventory	9.5	5.7	- 40.0%	-	-	-

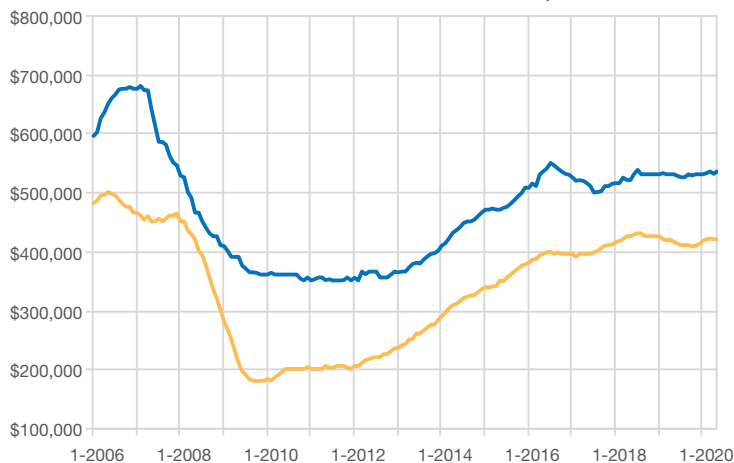
Condo	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
Key Metrics						
New Listings	156	151	- 3.2%	1,022	887	- 13.2%
Closed Sales	147	73	- 50.3%	601	576	- 4.2%
Days on Market Until Sale	95	103	+ 8.4%	105	84	- 20.0%
Median Closed Price*	\$275,000	\$275,000	0.0%	\$276,500	\$270,000	- 2.4%
Average Closed Price*	\$354,826	\$412,916	+ 16.4%	\$369,471	\$384,440	+ 4.1%
Percent of Current List Price Received*	95.4%	94.6%	- 0.8%	95.4%	95.7%	+ 0.3%
Inventory of Homes for Sale	916	679	- 25.9%	-	-	-
Months Supply of Inventory	8.0	5.8	- 27.5%	-	-	-

* 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

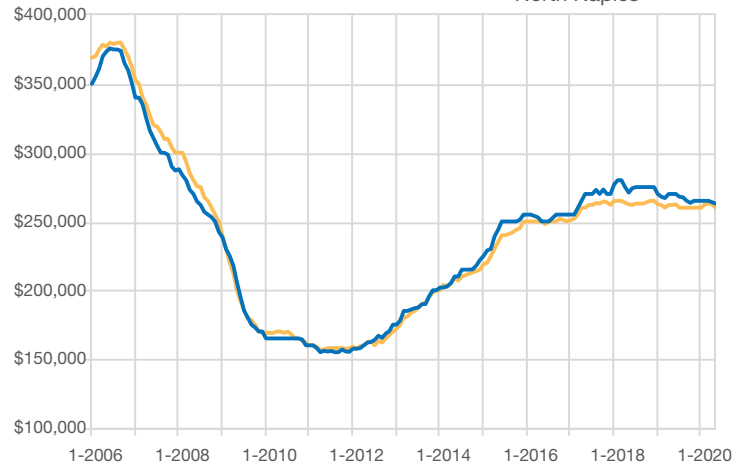
Overall Naples Market —
North Naples —



Median Closed Price - Condo

Rolling 12-Month Calculation

Overall Naples Market —
North Naples —



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 – May 2020

A Research Tool Provided by Naples Area Board of REALTORS®



Central Naples

34104, 34105, 34116

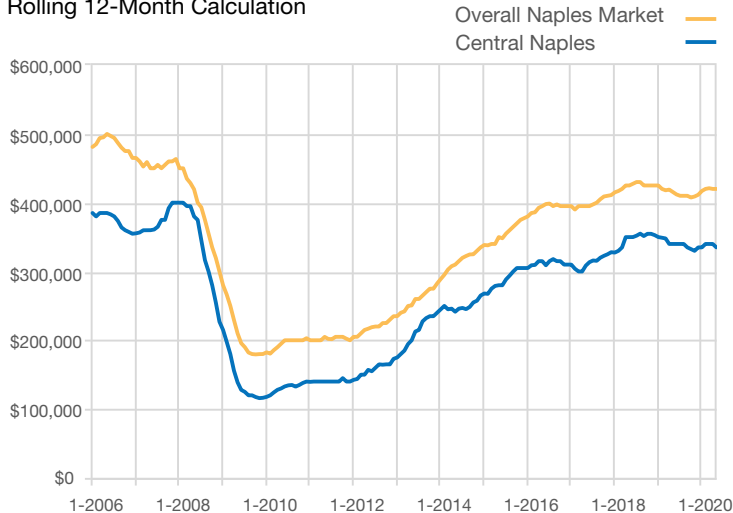
Single Family	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
Key Metrics						
New Listings	103	59	- 42.7%	530	408	- 23.0%
Closed Sales	90	44	- 51.1%	320	288	- 10.0%
Days on Market Until Sale	93	53	- 43.0%	89	90	+ 1.1%
Median Closed Price*	\$333,450	\$329,300	- 1.2%	\$340,000	\$353,500	+ 4.0%
Average Closed Price*	\$364,774	\$434,796	+ 19.2%	\$535,881	\$560,743	+ 4.6%
Percent of Current List Price Received*	96.3%	95.5%	- 0.8%	96.1%	95.7%	- 0.4%
Inventory of Homes for Sale	452	279	- 38.3%	-	-	-
Months Supply of Inventory	7.8	4.8	- 38.5%	-	-	-

Condo	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
Key Metrics						
New Listings	72	76	+ 5.6%	543	474	- 12.7%
Closed Sales	80	39	- 51.3%	377	296	- 21.5%
Days on Market Until Sale	85	64	- 24.7%	95	79	- 16.8%
Median Closed Price*	\$185,500	\$178,500	- 3.8%	\$185,000	\$192,500	+ 4.1%
Average Closed Price*	\$213,167	\$197,183	- 7.5%	\$220,063	\$216,377	- 1.7%
Percent of Current List Price Received*	95.5%	93.6%	- 2.0%	95.3%	95.1%	- 0.2%
Inventory of Homes for Sale	459	341	- 25.7%	-	-	-
Months Supply of Inventory	6.3	5.6	- 11.1%	-	-	-

* 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.

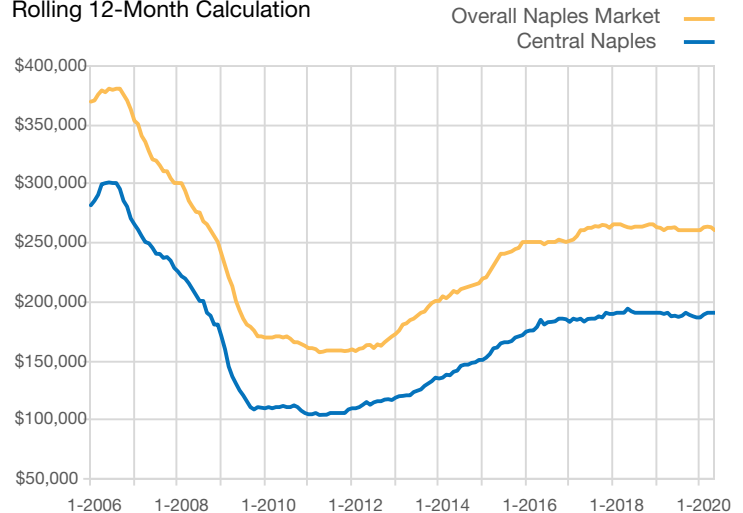
Median Closed Price - Single Family

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.

Local Market Update – May 2020

A Research Tool Provided by Naples Area Board of REALTORS®



South Naples

34112, 34113

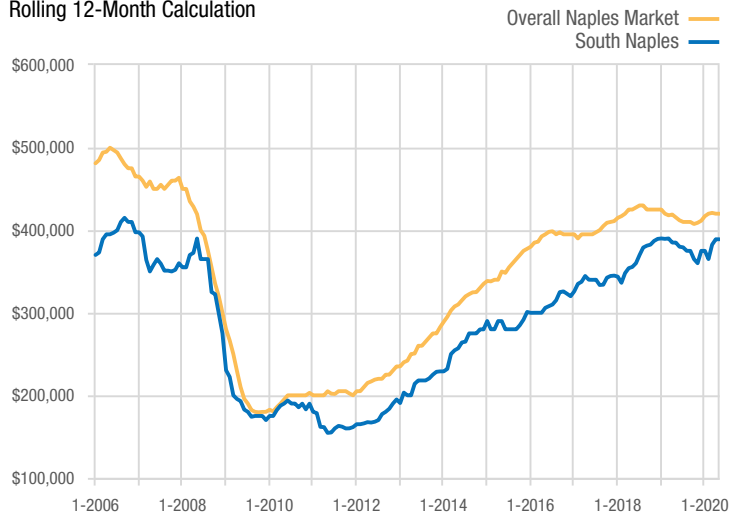
Single Family	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
Key Metrics						
New Listings	73	63	- 13.7%	479	443	- 7.5%
Closed Sales	63	37	- 41.3%	267	237	- 11.2%
Days on Market Until Sale	107	63	- 41.1%	97	94	- 3.1%
Median Closed Price*	\$365,000	\$360,000	- 1.4%	\$380,000	\$420,000	+ 10.5%
Average Closed Price*	\$489,258	\$532,441	+ 8.8%	\$484,241	\$538,871	+ 11.3%
Percent of Current List Price Received*	95.5%	95.2%	- 0.3%	94.9%	95.7%	+ 0.8%
Inventory of Homes for Sale	423	340	- 19.6%	—	—	—
Months Supply of Inventory	9.0	7.1	- 21.1%	—	—	—

Condo	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
Key Metrics						
New Listings	122	125	+ 2.5%	867	713	- 17.8%
Closed Sales	142	63	- 55.6%	530	458	- 13.6%
Days on Market Until Sale	113	99	- 12.4%	97	98	+ 1.0%
Median Closed Price*	\$185,250	\$198,000	+ 6.9%	\$202,500	\$222,000	+ 9.6%
Average Closed Price*	\$232,063	\$240,822	+ 3.8%	\$236,269	\$254,051	+ 7.5%
Percent of Current List Price Received*	94.8%	94.5%	- 0.3%	94.9%	95.3%	+ 0.4%
Inventory of Homes for Sale	717	543	- 24.3%	—	—	—
Months Supply of Inventory	8.3	6.1	- 26.5%	—	—	—

* 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.

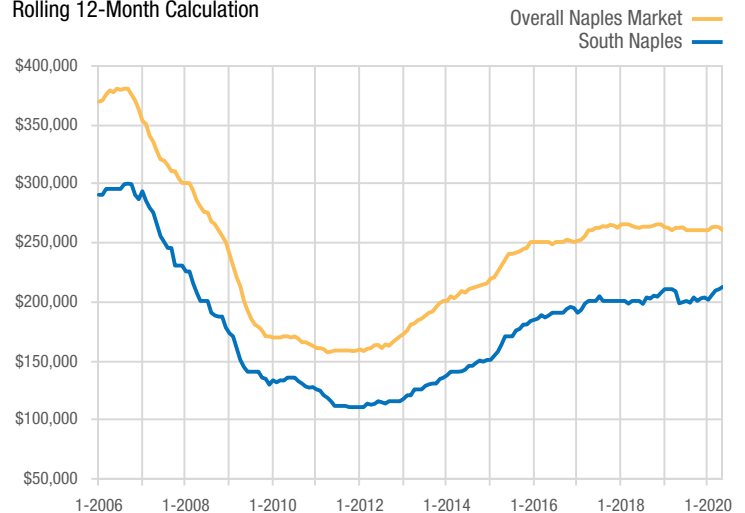
Median Closed Price - Single Family

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 – May 2020

A Research Tool Provided by Naples Area Board of REALTORS®



East Naples

34114, 34117, 34120, 34137

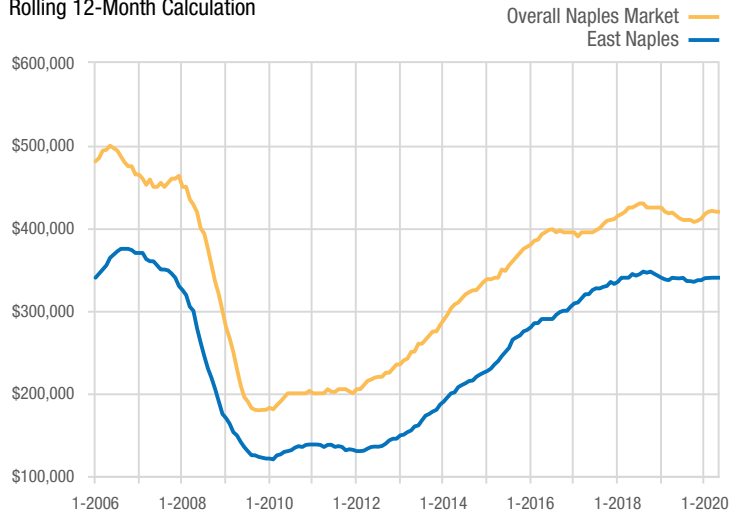
Single Family	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
Key Metrics						
New Listings	190	200	+ 5.3%	1,064	1,030	- 3.2%
Closed Sales	177	109	- 38.4%	695	697	+ 0.3%
Days on Market Until Sale	110	97	- 11.8%	101	93	- 7.9%
Median Closed Price*	\$355,000	\$360,000	+ 1.4%	\$340,000	\$348,000	+ 2.4%
Average Closed Price*	\$403,402	\$442,878	+ 9.8%	\$415,732	\$417,997	+ 0.5%
Percent of Current List Price Received*	97.2%	97.3%	+ 0.1%	96.8%	97.3%	+ 0.5%
Inventory of Homes for Sale	972	660	- 32.1%	—	—	—
Months Supply of Inventory	7.7	4.7	- 39.0%	—	—	—

Condo	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
Key Metrics						
New Listings	64	68	+ 6.3%	448	407	- 9.2%
Closed Sales	79	52	- 34.2%	302	271	- 10.3%
Days on Market Until Sale	98	83	- 15.3%	98	95	- 3.1%
Median Closed Price*	\$260,000	\$263,998	+ 1.5%	\$275,000	\$269,000	- 2.2%
Average Closed Price*	\$291,064	\$265,632	- 8.7%	\$281,623	\$277,477	- 1.5%
Percent of Current List Price Received*	96.0%	96.0%	0.0%	95.9%	96.0%	+ 0.1%
Inventory of Homes for Sale	400	319	- 20.3%	—	—	—
Months Supply of Inventory	7.8	6.3	- 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.

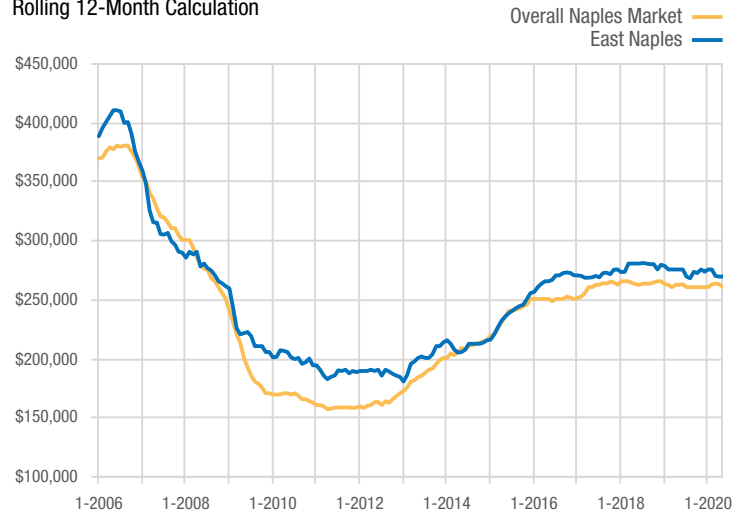
Median Closed Price - Single Family

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 – May 2020

A Research Tool Provided by Naples Area Board of REALTORS®



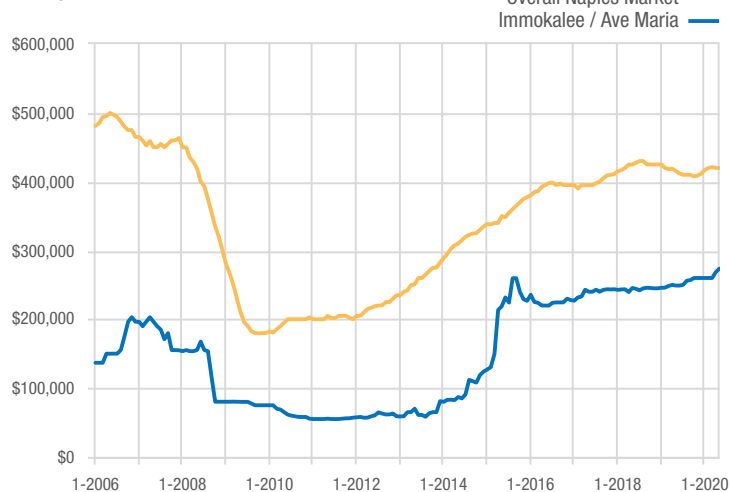
Immokalee / Ave Maria

Single Family	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
Key Metrics						
New Listings	22	21	- 4.5%	123	94	- 23.6%
Closed Sales	16	9	- 43.8%	60	69	+ 15.0%
Days on Market Until Sale	65	77	+ 18.5%	86	89	+ 3.5%
Median Closed Price*	\$263,500	\$276,000	+ 4.7%	\$258,500	\$276,000	+ 6.8%
Average Closed Price*	\$255,768	\$294,489	+ 15.1%	\$266,522	\$283,607	+ 6.4%
Percent of Current List Price Received*	95.4%	94.4%	- 1.0%	96.3%	97.3%	+ 1.0%
Inventory of Homes for Sale	119	70	- 41.2%	—	—	—
Months Supply of Inventory	9.5	5.2	- 45.3%	—	—	—

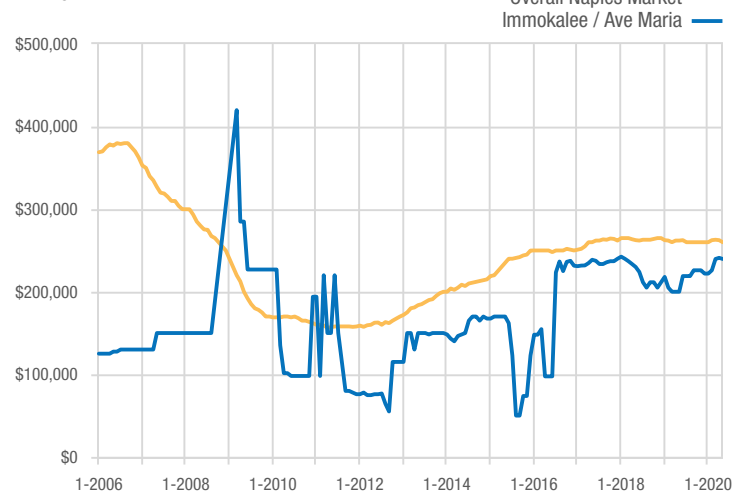
Condo	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
Key Metrics						
New Listings	9	4	- 55.6%	18	16	- 11.1%
Closed Sales	0	1	—	7	6	- 14.3%
Days on Market Until Sale	—	95	—	213	78	- 63.4%
Median Closed Price*	—	\$234,000	—	\$200,000	\$260,500	+ 30.3%
Average Closed Price*	—	\$234,000	—	\$197,061	\$252,453	+ 28.1%
Percent of Current List Price Received*	—	96.0%	—	98.4%	97.2%	- 1.2%
Inventory of Homes for Sale	19	19	0.0%	—	—	—
Months Supply of Inventory	11.4	9.5	- 16.7%	—	—	—

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

Median Closed Price - Single Family



Median Closed Price - Condo



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.