

Naples Area Market Report

March 2025

Brokers reviewing the March 2025 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), agree that the Naples area housing market has become a buyer's market – where the supply exceeds the demand – as reflected in a 36.1 percent increase in overall inventory to 7,483 properties from 5,500 properties in March 2024. Overall closed sales decreased 9.3 percent in March to 820 closed sales from 904 closed sales in March 2024, putting pressure on sellers to drop prices before season ends. Even with 3,305 price decreases reported during March – the highest on record – overall pending sales decreased 7.3 percent to 1,212 pending sales from 1,300 pending sales in March 2024.

Inventory levels finally exceeded pre-Covid levels in March – 7,483 properties vs. 6,829 properties in March 2019. With more options for buyers to consider, days on market for March increased 26.5 percent to 86 days from 68 days in March 2024. Plus, the 5.1 percent increase in new listings during March to 1,617 new listings from 1,538 new listings in March 2024 has pushed our market to 11.4 months of inventory compared to 7.7 months of inventory in March 2024.

The median closed price barely changed compared to last March, a .1 percent increase to \$650,000 from \$649,450 in March 2024. It decreased 2.4 percent compared to February's median closed price of \$666,250. The median closed price of single-family homes reported no change in price year over year, \$770,000. But the median closed price of condominiums decreased 7.1 percent to \$486,000 from \$523,000 in March 2024.

This is good news for buyers as there are more choices, less competition and better terms to be negotiated.

Quick Facts

- 9.3%	+ 0.1%	+ 36.1%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 22.2%	- 5.1%	- 6.6 %
Price Range with Strongest Sales \$5,000,001 & Above	Bedroom Count With Strongest Sales 1 Bedrooms	Property Type With Strongest Sales Single Family

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Overall Naples Market

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



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,538	1,617	+ 5.1%	5,072	5,663	+ 11.7%
Total Sales		904	820	- 9.3%	2,041	1,969	- 3.5%
Days on Market Until Sale		68	86	+ 26.5%	67	88	+ 31.3%
Median Closed Price		\$649,450	\$650,000	+ 0.1%	\$632,500	\$650,000	+ 2.8%
Average Closed Price		\$1,194,711	\$1,220,337	+ 2.1%	\$1,143,966	\$1,271,595	+ 11.2%
Percent of List Price Received		95.7%	94.7%	- 1.0%	95.8%	94.7%	- 1.1%
Pending Listings		1,300	1,212	-7.3%	3,477	2,814	- 19.1%
Inventory of Homes for Sale		5,500	7,483	+ 36.1%	—	—	—
Months Supply of Inventory		7.7	11.4	+ 48.1%	—	—	—

Single Family Market Overview

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



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		758	767	+ 1.2%	2,445	2,704	+ 10.6%
Total Sales		461	407	- 11.7%	1,030	1,021	- 0.9%
Days on Market Until Sale		72	89	+ 23.6%	68	89	+ 30.9%
Median Closed Price		\$770,000	\$770,000	0.0%	\$780,000	\$785,000	+ 0.6%
Average Closed Price		\$1,490,020	\$1,638,001	+ 9.9%	\$1,451,174	\$1,682,014	+ 15.9%
Percent of List Price Received		95.8%	94.8%	- 1.0%	95.7%	94.8%	- 0.9%
Pending Listings		637	613	-3.9%	1,710	1,254	-36.4%
Inventory of Homes for Sale		2,713	3,504	+ 29.2%	—	—	—
Months Supply of Inventory		7.5	10.4	+ 38.7%	—	—	—

Condo Market Overview

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



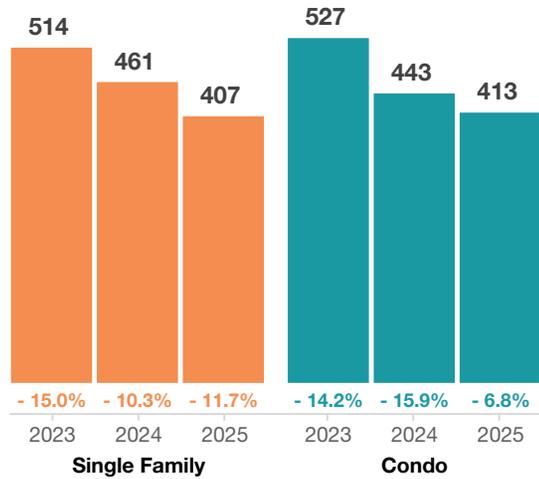
Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		780	850	+ 9.0%	2,627	2,959	+ 12.6%
Total Sales		443	413	- 6.8%	1,011	948	- 6.2%
Days on Market Until Sale		65	83	+ 27.7%	65	86	+ 32.3%
Median Closed Price		\$523,000	\$486,000	- 7.1%	\$505,000	\$480,000	- 5.0%
Average Closed Price		\$887,404	\$808,741	- 8.9%	\$830,983	\$829,571	- 0.2%
Percent of List Price Received		95.7%	94.6%	- 1.1%	95.8%	94.7%	- 1.1%
Pending Listings		663	599	-10.7%	1,767	1,155	-52.0%
Inventory of Homes for Sale		2,787	3,979	+ 42.8%	—	—	—
Months Supply of Inventory		7.9	12.4	+ 57.0%	—	—	—

Overall Closed Sales

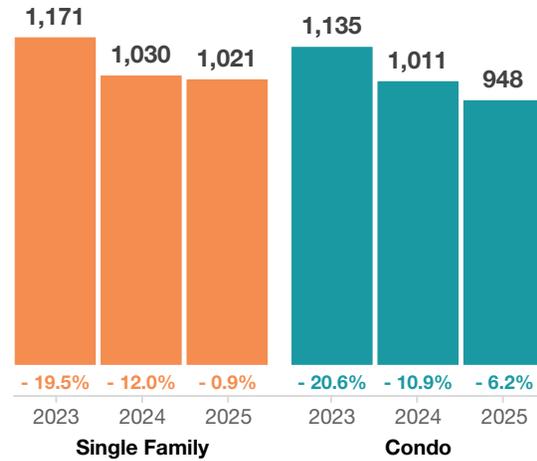
A count of the actual sales that closed in a given month.



March

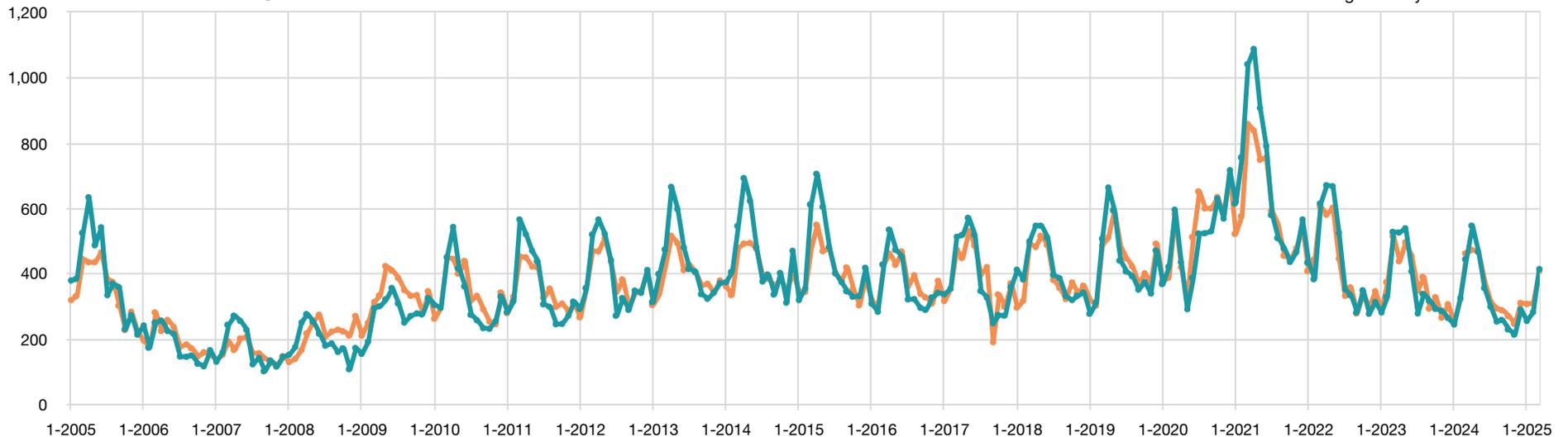


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2024	472	+ 8.0%	546	+ 4.0%
May-2024	467	- 5.7%	466	- 13.4%
Jun-2024	378	- 16.6%	355	- 12.6%
Jul-2024	314	- 9.5%	298	+ 7.6%
Aug-2024	292	- 24.9%	252	- 25.2%
Sep-2024	287	- 1.7%	257	- 18.7%
Oct-2024	269	- 17.7%	228	- 21.6%
Nov-2024	245	- 7.2%	212	- 25.6%
Dec-2024	309	+ 1.3%	289	+ 9.9%
Jan-2025	306	+ 22.9%	254	+ 4.5%
Feb-2025	308	- 3.8%	281	- 13.5%
Mar-2025	407	- 11.7%	413	- 6.8%
12-Month Avg	338	- 6.6%	321	- 9.3%

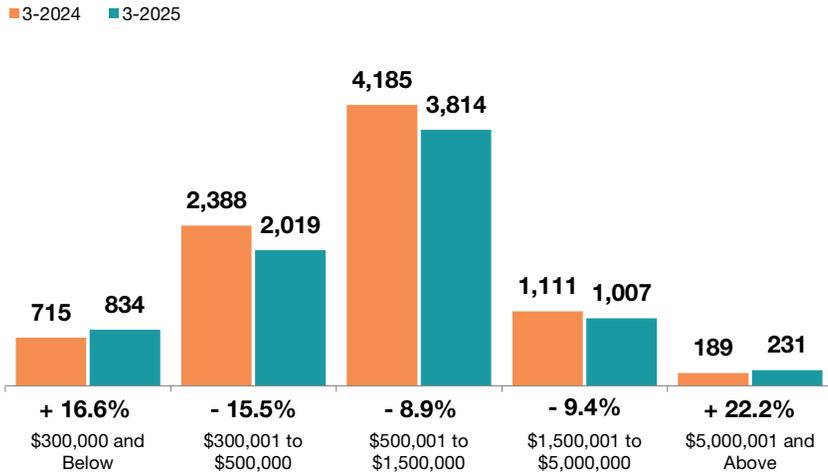
Historical Total Sales by Month



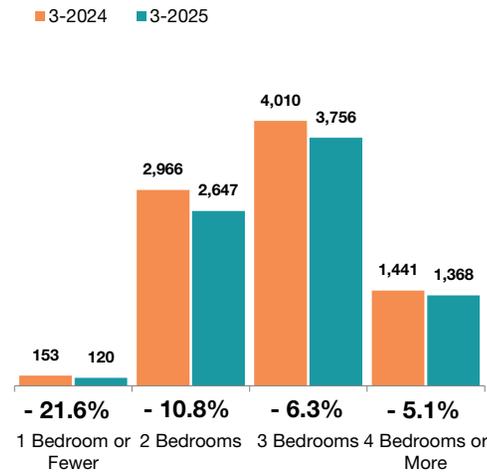
Total Sales

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

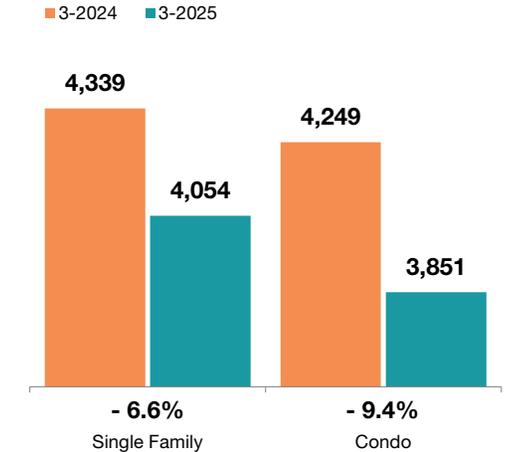
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2024	3-2025	Change
\$300,000 and Below	715	834	+ 16.6%
\$300,001 to \$500,000	2,388	2,019	- 15.5%
\$500,001 to \$1,500,000	4,185	3,814	- 8.9%
\$1,500,001 to \$5,000,000	1,111	1,007	- 9.4%
\$5,000,001 and Above	189	231	+ 22.2%
All Price Ranges	8,588	7,905	- 8.0%

Single Family

	3-2024	3-2025	Change
1 Bedroom or Fewer	200	163	- 18.5%
2 Bedrooms	695	627	- 9.8%
3 Bedrooms	2,575	2,434	- 5.5%
4 Bedrooms or More	713	650	- 8.8%
All Single Family	4,339	4,054	- 6.6%

Condo

	3-2024	3-2025	Change
1 Bedroom or Fewer	515	671	+ 30.3%
2 Bedrooms	1,693	1,392	- 17.8%
3 Bedrooms	1,610	1,380	- 14.3%
4 Bedrooms or More	398	357	- 10.3%
All Condo	4,249	3,851	- 9.4%

By Bedroom Count

	3-2024	3-2025	Change
1 Bedroom or Fewer	153	120	- 21.6%
2 Bedrooms	2,966	2,647	- 10.8%
3 Bedrooms	4,010	3,756	- 6.3%
4 Bedrooms or More	1,441	1,368	- 5.1%
All Bedroom Counts	8,588	7,905	- 8.0%

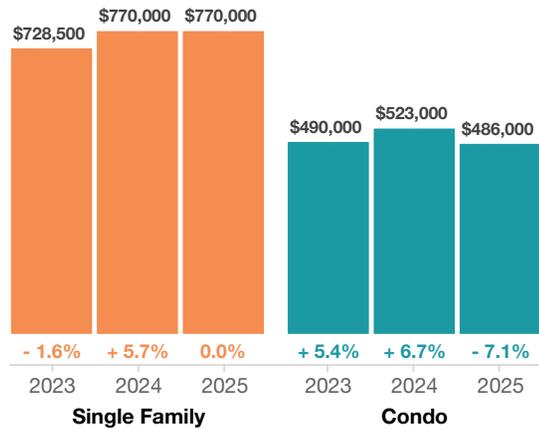
	3-2024	3-2025	Change
1 Bedroom or Fewer	34	26	- 23.5%
2 Bedrooms	525	450	- 14.3%
3 Bedrooms	2,422	2,279	- 5.9%
4 Bedrooms or More	1,352	1,298	- 4.0%
All Single Family	4,339	4,054	- 6.6%

Overall Median Closed Price

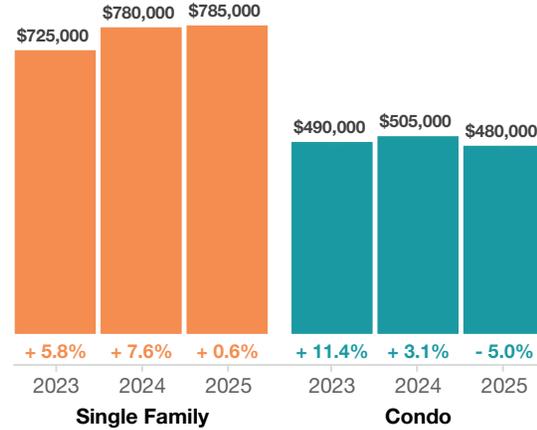
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



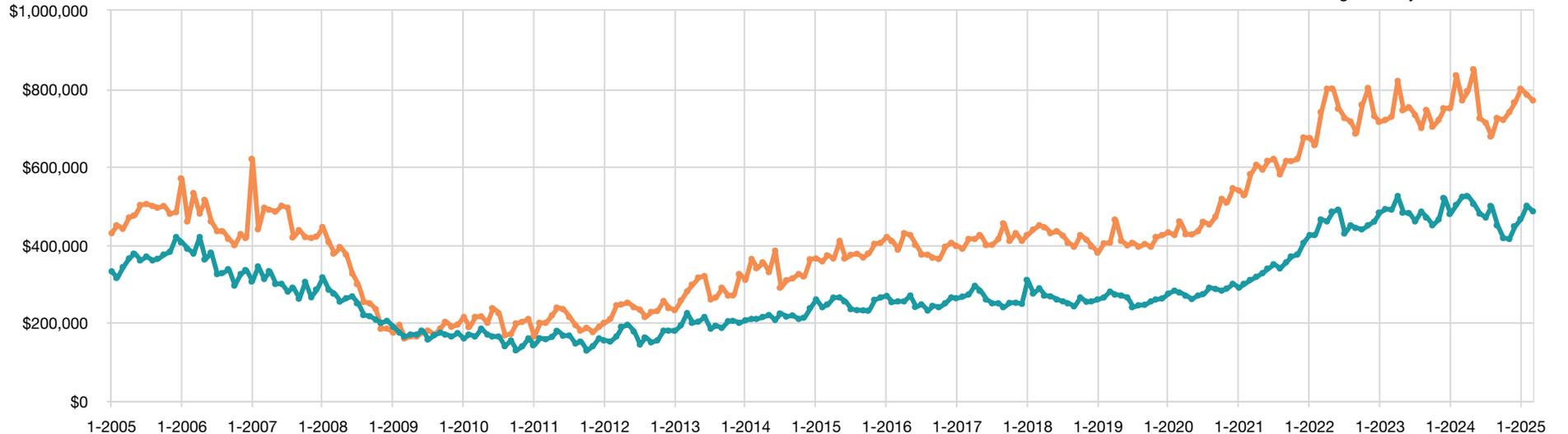
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2024	\$793,750	- 3.2%	\$525,000	0.0%
May-2024	\$850,000	+ 14.1%	\$505,000	+ 4.7%
Jun-2024	\$724,500	- 3.7%	\$480,000	- 0.3%
Jul-2024	\$712,500	- 2.7%	\$470,000	+ 2.2%
Aug-2024	\$677,500	- 3.1%	\$499,500	+ 3.0%
Sep-2024	\$725,000	- 2.8%	\$450,000	- 4.3%
Oct-2024	\$720,000	+ 2.5%	\$417,500	- 7.2%
Nov-2024	\$740,000	+ 2.8%	\$415,000	- 10.8%
Dec-2024	\$765,000	+ 2.0%	\$447,500	- 13.9%
Jan-2025	\$800,000	+ 6.7%	\$466,000	- 2.7%
Feb-2025	\$785,000	- 5.9%	\$500,000	- 0.4%
Mar-2025	\$770,000	0.0%	\$486,000	- 7.1%
12-Month Avg*	\$750,000	0.0%	\$475,000	- 3.1%

* Median Closed Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Median Closed Price by Month

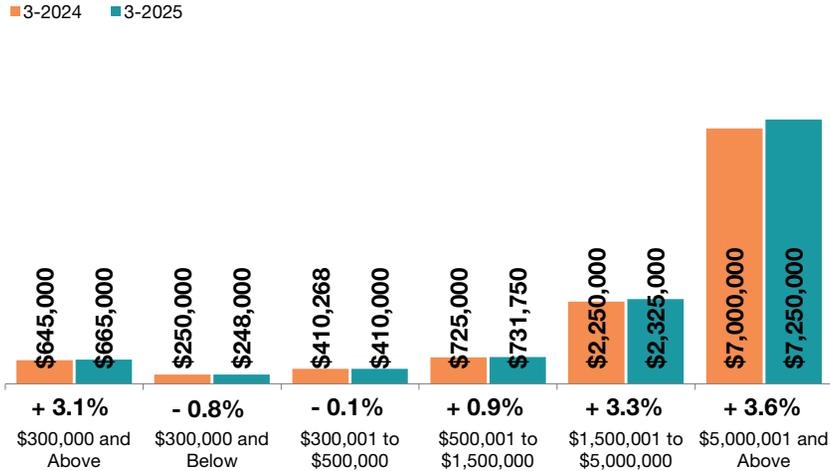


Overall Median Closed Price by Price Range

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



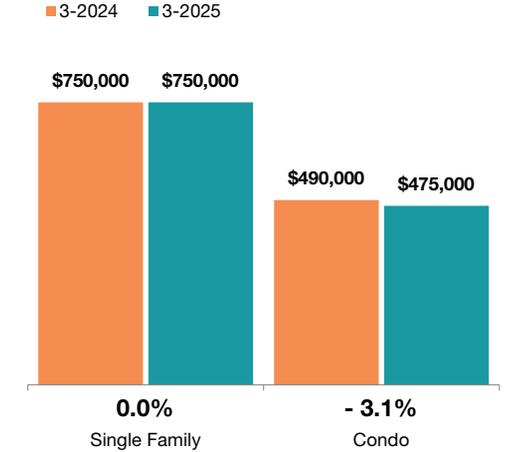
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2024	3-2025	Change
\$300,000 and Above	\$645,000	\$665,000	+ 3.1%
\$300,000 and Below	\$250,000	\$248,000	- 0.8%
\$300,001 to \$500,000	\$410,268	\$410,000	- 0.1%
\$500,001 to \$1,500,000	\$725,000	\$731,750	+ 0.9%
\$1,500,001 to \$5,000,000	\$2,250,000	\$2,325,000	+ 3.3%
\$5,000,001 and Above	\$7,000,000	\$7,250,000	+ 3.6%
All Price Ranges	\$607,000	\$617,000	+ 1.6%

Single Family

	3-2024	3-2025	Change
\$300,000 and Above	\$775,000	\$775,000	0.0%
\$300,000 and Below	\$197,500	\$190,000	- 3.8%
\$300,001 to \$500,000	\$435,000	\$440,000	+ 1.1%
\$500,001 to \$1,500,000	\$750,000	\$750,000	0.0%
\$1,500,001 to \$5,000,000	\$2,225,000	\$2,400,000	+ 7.9%
\$5,000,001 and Above	\$6,900,000	\$8,000,000	+ 15.9%
All Single Family	\$750,000	\$750,000	0.0%

Condo

	3-2024	3-2025	Change
\$300,000 and Above	\$527,000	\$537,500	+ 2.0%
\$300,000 and Below	\$267,500	\$257,500	- 3.7%
\$300,001 to \$500,000	\$400,000	\$395,000	- 1.3%
\$500,001 to \$1,500,000	\$680,000	\$695,000	+ 2.2%
\$1,500,001 to \$5,000,000	\$2,285,000	\$2,250,000	- 1.5%
\$5,000,001 and Above	\$7,300,000	\$6,200,000	- 15.1%
All Condo	\$490,000	\$475,000	- 3.1%

By Bedroom Count

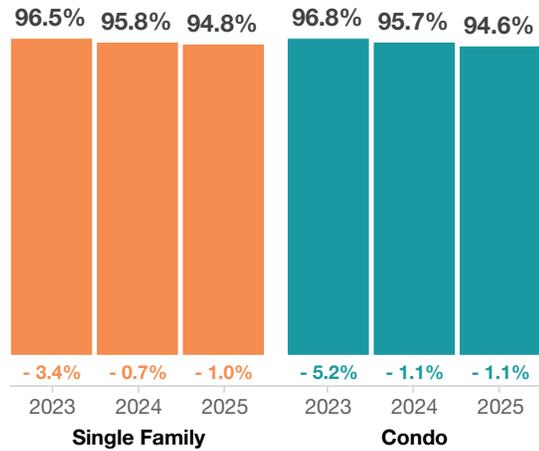
	3-2024	3-2025	Change
1 Bedroom or Fewer	\$235,000	\$217,000	- 7.7%
2 Bedrooms	\$440,000	\$425,000	- 3.4%
3 Bedrooms	\$675,000	\$660,000	- 2.2%
4 Bedrooms or More	\$1,177,250	\$1,200,000	+ 1.9%
All Bedroom Counts	\$607,000	\$617,000	+ 1.6%

	3-2024	3-2025	Change
1 Bedroom or Fewer	\$155,500	\$124,850	- 19.7%
2 Bedrooms	\$497,000	\$479,500	- 3.5%
3 Bedrooms	\$702,500	\$689,000	- 1.9%
4 Bedrooms or More	\$1,150,000	\$1,196,389	+ 4.0%
All Bedroom Counts	\$750,000	\$750,000	0.0%

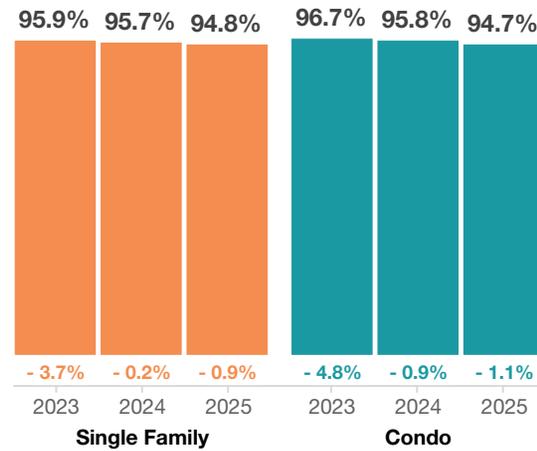
Overall Percent of Current List Price Received

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.

March



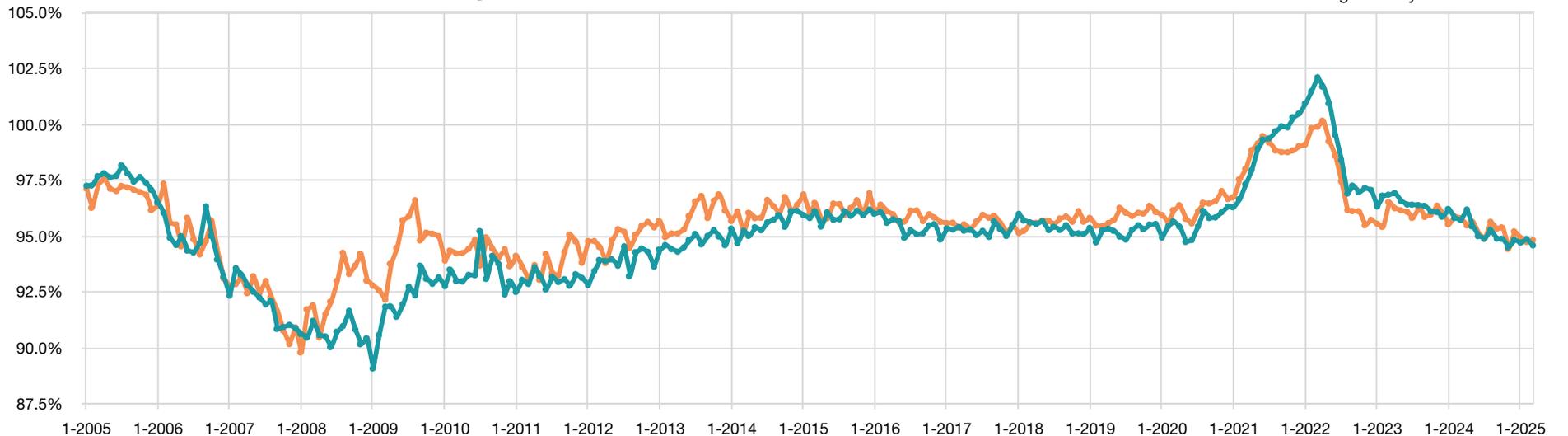
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2024	95.5%	- 0.7%	96.2%	- 0.7%
May-2024	95.6%	- 0.5%	95.4%	- 1.1%
Jun-2024	95.1%	- 1.0%	95.0%	- 1.5%
Jul-2024	94.8%	- 1.0%	94.9%	- 1.6%
Aug-2024	95.6%	- 0.7%	95.3%	- 1.1%
Sep-2024	95.3%	- 0.5%	94.9%	- 1.5%
Oct-2024	95.4%	- 0.5%	94.9%	- 1.2%
Nov-2024	94.4%	- 2.0%	94.5%	- 1.6%
Dec-2024	95.2%	- 0.8%	94.8%	- 1.0%
Jan-2025	94.9%	- 0.6%	94.7%	- 1.6%
Feb-2025	94.7%	- 1.3%	94.8%	- 1.0%
Mar-2025	94.8%	- 1.0%	94.6%	- 1.1%
12-Month Avg*	95.1%	- 0.9%	95.1%	- 1.2%

* Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

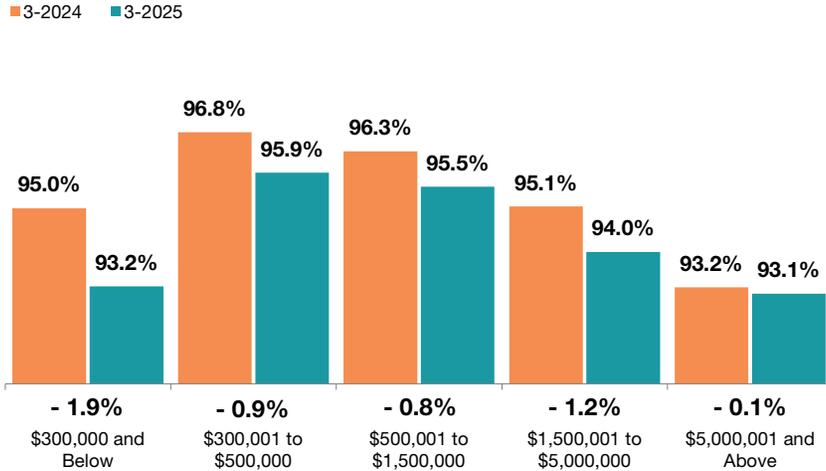
Historical Percent of List Price Received by Month



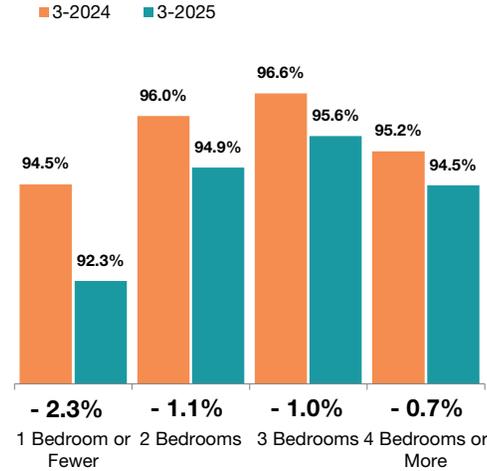
Percent of List Price Received

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

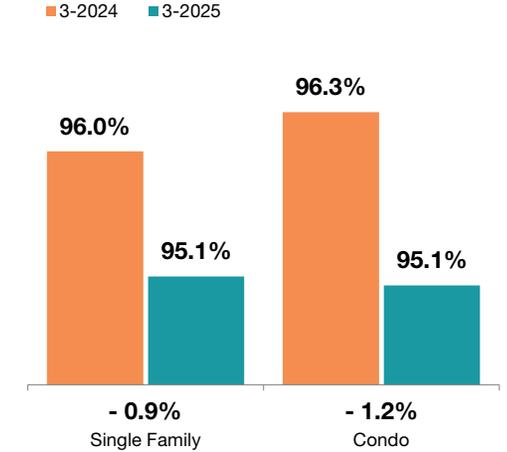
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2024	3-2025	Change
\$300,000 and Below	95.0%	93.2%	- 1.9%
\$300,001 to \$500,000	96.8%	95.9%	- 0.9%
\$500,001 to \$1,500,000	96.3%	95.5%	- 0.8%
\$1,500,001 to \$5,000,000	95.1%	94.0%	- 1.2%
\$5,000,001 and Above	93.2%	93.1%	- 0.1%
All Price Ranges	96.1%	95.1%	- 1.0%

Single Family

	3-2024	3-2025	Change
1 Bedroom or Fewer	94.1%	91.9%	- 2.3%
3 Bedrooms	97.3%	96.6%	- 0.7%
4 Bedrooms or More	96.3%	95.6%	- 0.7%
4 Bedrooms or More	94.7%	93.6%	- 1.2%
4 Bedrooms or More	92.9%	92.7%	- 0.2%
All Single Family	96.0%	95.1%	- 0.9%

Condo

	3-2024	3-2025	Change
Single Family	95.4%	93.6%	- 1.9%
3 Bedrooms	96.5%	95.5%	- 1.0%
4 Bedrooms or More	96.4%	95.5%	- 0.9%
4 Bedrooms or More	95.8%	94.7%	- 1.1%
4 Bedrooms or More	94.7%	94.4%	- 0.3%
All Condo	96.3%	95.1%	- 1.2%

By Bedroom Count

	3-2024	3-2025	Change
1 Bedroom or Fewer	94.5%	92.3%	- 2.3%
2 Bedrooms	96.0%	94.9%	- 1.1%
3 Bedrooms	96.6%	95.6%	- 1.0%
4 Bedrooms or More	95.2%	94.5%	- 0.7%
All Bedroom Counts	96.1%	95.1%	- 1.0%

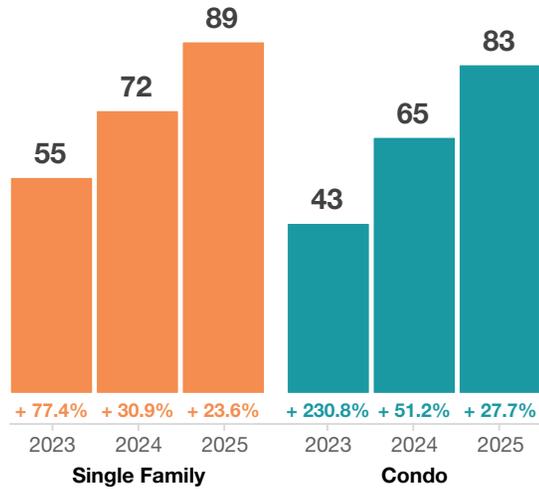
	3-2024	3-2025	Change
1 Bedroom or Fewer	93.1%	89.1%	- 4.3%
2 Bedrooms	95.3%	94.5%	- 0.8%
3 Bedrooms	96.6%	95.7%	- 0.9%
4 Bedrooms or More	95.3%	94.4%	- 0.9%
4 Bedrooms or More	95.2%	95.5%	+ 0.3%
All Single Family	96.0%	95.1%	- 0.9%

Overall Days on Market Until Sale

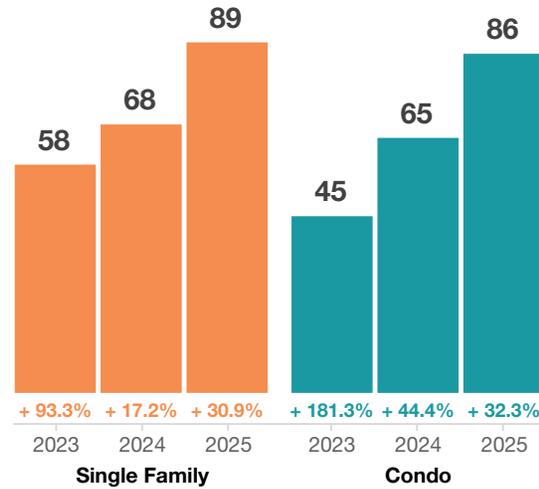
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



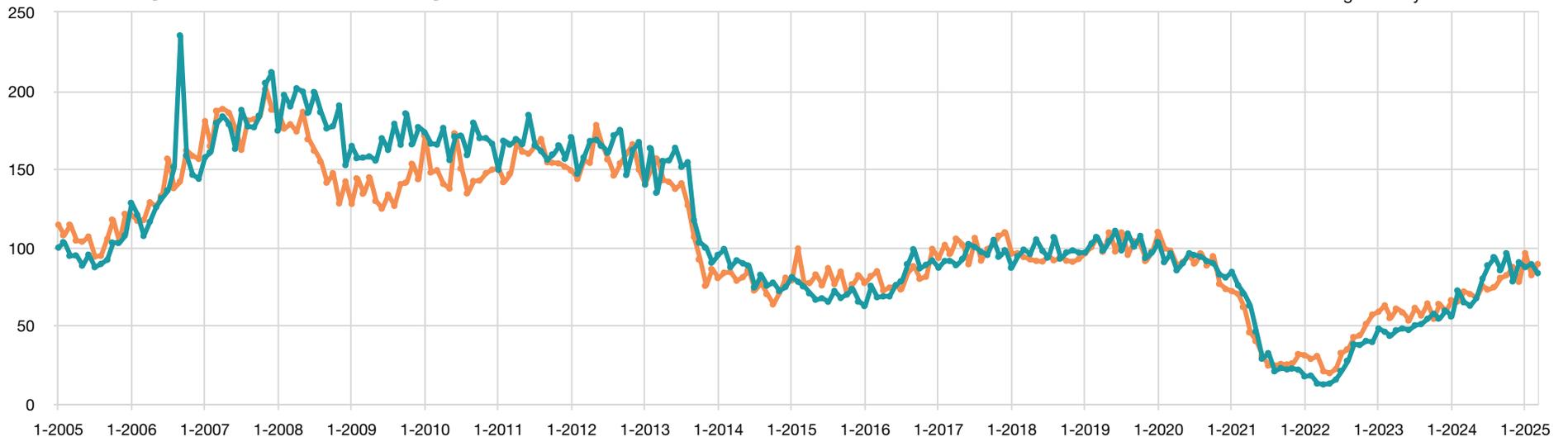
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2024	70	+ 14.8%	63	+ 34.0%
May-2024	68	+ 17.2%	67	+ 39.6%
Jun-2024	75	+ 41.5%	80	+ 70.2%
Jul-2024	73	+ 19.7%	88	+ 76.0%
Aug-2024	74	+ 32.1%	94	+ 84.3%
Sep-2024	80	+ 25.0%	85	+ 57.4%
Oct-2024	82	+ 51.9%	96	+ 68.4%
Nov-2024	87	+ 35.9%	78	+ 44.4%
Dec-2024	78	+ 32.2%	90	+ 52.5%
Jan-2025	96	+ 45.5%	87	+ 55.4%
Feb-2025	82	+ 26.2%	89	+ 23.6%
Mar-2025	89	+ 23.6%	83	+ 27.7%
12-Month Avg*	79	+ 29.3%	81	+ 48.8%

* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

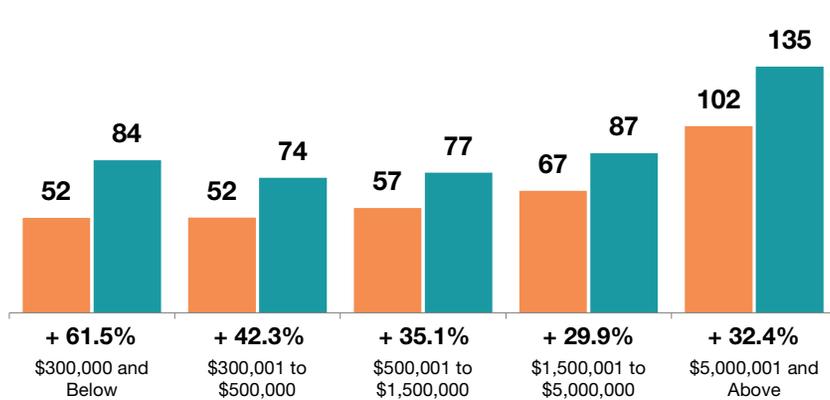


Days on Market Until Sale

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

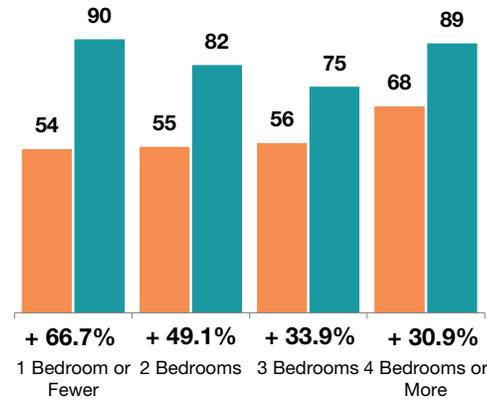
By Price Range

3-2024 3-2025



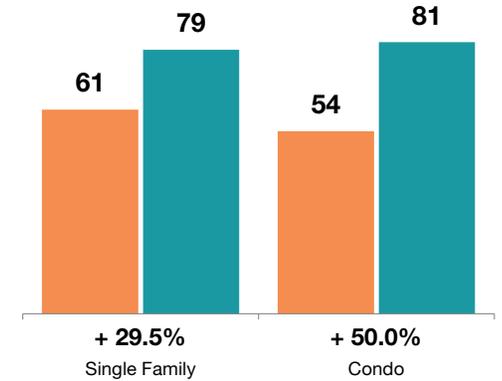
By Bedroom Count

3-2024 3-2025



By Property Type

3-2024 3-2025



All Properties

By Price Range

	3-2024	3-2025	Change
\$300,000 and Below	52	84	+ 61.5%
\$300,001 to \$500,000	52	74	+ 42.3%
\$500,001 to \$1,500,000	57	77	+ 35.1%
\$1,500,001 to \$5,000,000	67	87	+ 29.9%
\$5,000,001 and Above	102	135	+ 32.4%
All Price Ranges	58	80	+ 37.9%

Single Family

	3-2024	3-2025	Change
1 Bedroom or Fewer	59	82	+ 39.0%
2 Bedrooms	51	63	+ 23.5%
3 Bedrooms	60	77	+ 28.3%
4 Bedrooms or More	68	82	+ 20.6%
All Single Family	61	79	+ 29.5%

Condo

	3-2024	3-2025	Change
1 Bedroom or Fewer	49	84	+ 71.4%
2 Bedrooms	53	79	+ 49.1%
3 Bedrooms	54	76	+ 40.7%
4 Bedrooms or More	64	97	+ 51.6%
All Condo	54	81	+ 50.0%

By Bedroom Count

	3-2024	3-2025	Change
1 Bedroom or Fewer	54	90	+ 66.7%
2 Bedrooms	55	82	+ 49.1%
3 Bedrooms	56	75	+ 33.9%
4 Bedrooms or More	68	89	+ 30.9%
All Bedroom Counts	58	80	+ 37.9%

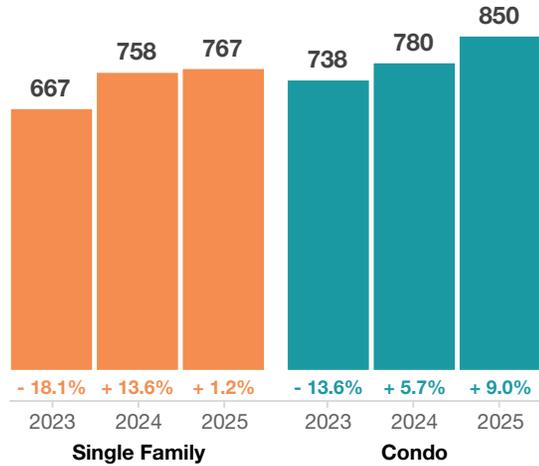
	3-2024	3-2025	Change
1 Bedroom or Fewer	52	90	+ 73.1%
2 Bedrooms	58	83	+ 43.1%
3 Bedrooms	57	72	+ 26.3%
4 Bedrooms or More	68	88	+ 29.4%
All Single Family	61	79	+ 29.5%

	3-2024	3-2025	Change
1 Bedroom or Fewer	55	91	+ 65.4%
2 Bedrooms	54	82	+ 51.1%
3 Bedrooms	54	79	+ 45.4%
4 Bedrooms or More	68	102	+ 51.3%
All Condo	54	81	+ 50.0%

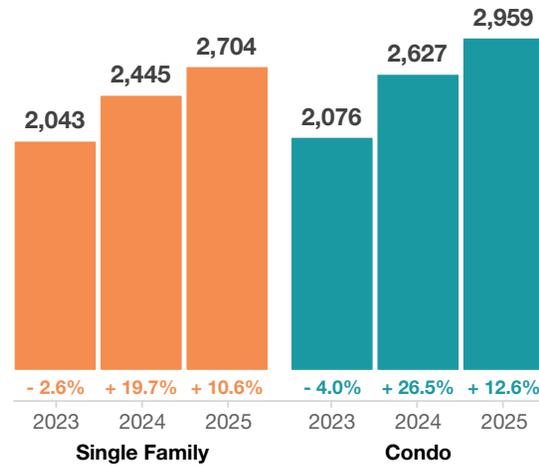
Overall New Listings

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

March

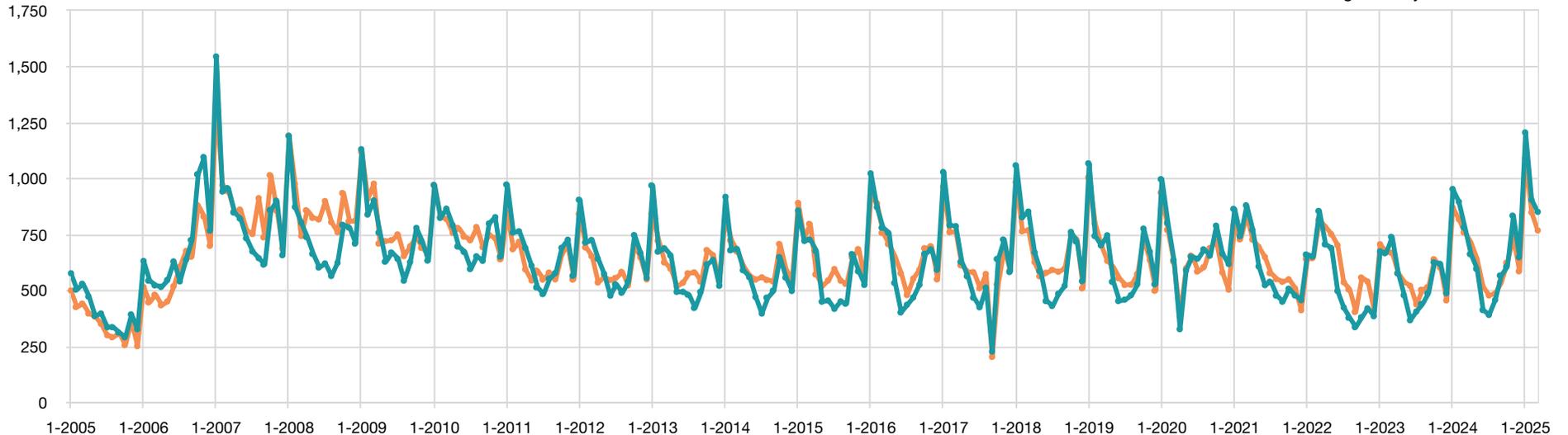


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2024	713	+ 23.8%	661	+ 15.0%
May-2024	639	+ 19.2%	595	+ 24.7%
Jun-2024	515	- 0.8%	411	+ 12.6%
Jul-2024	476	+ 9.2%	389	- 3.7%
Aug-2024	485	- 3.2%	456	+ 4.3%
Sep-2024	533	+ 3.9%	565	+ 16.3%
Oct-2024	622	- 2.5%	605	- 3.0%
Nov-2024	737	+ 22.6%	833	+ 35.0%
Dec-2024	584	+ 28.6%	647	+ 33.1%
Jan-2025	1,089	+ 25.2%	1,205	+ 26.6%
Feb-2025	848	+ 3.8%	904	+ 1.0%
Mar-2025	767	+ 1.2%	850	+ 9.0%
12-Month Avg	667	+ 10.8%	677	+ 14.4%

Historical New Listings by Month

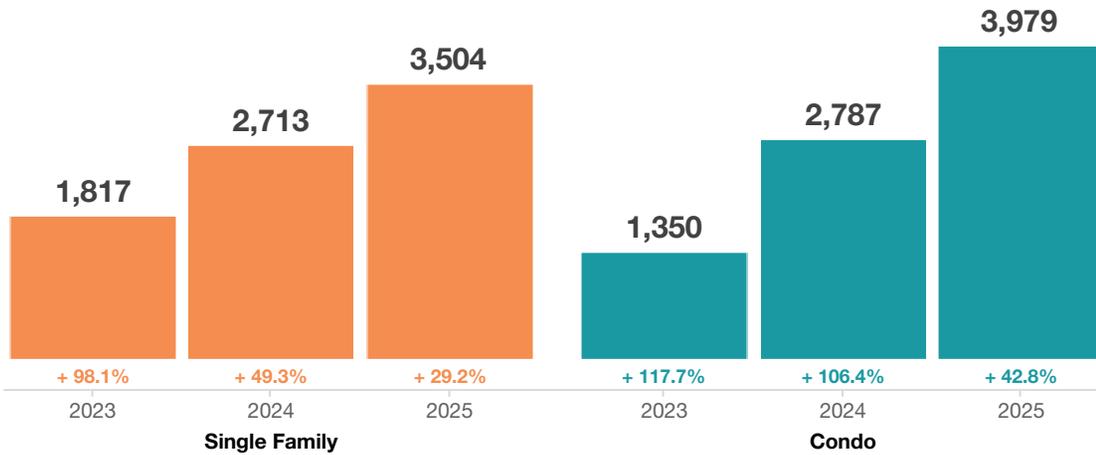


Overall Inventory of Homes for Sale

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

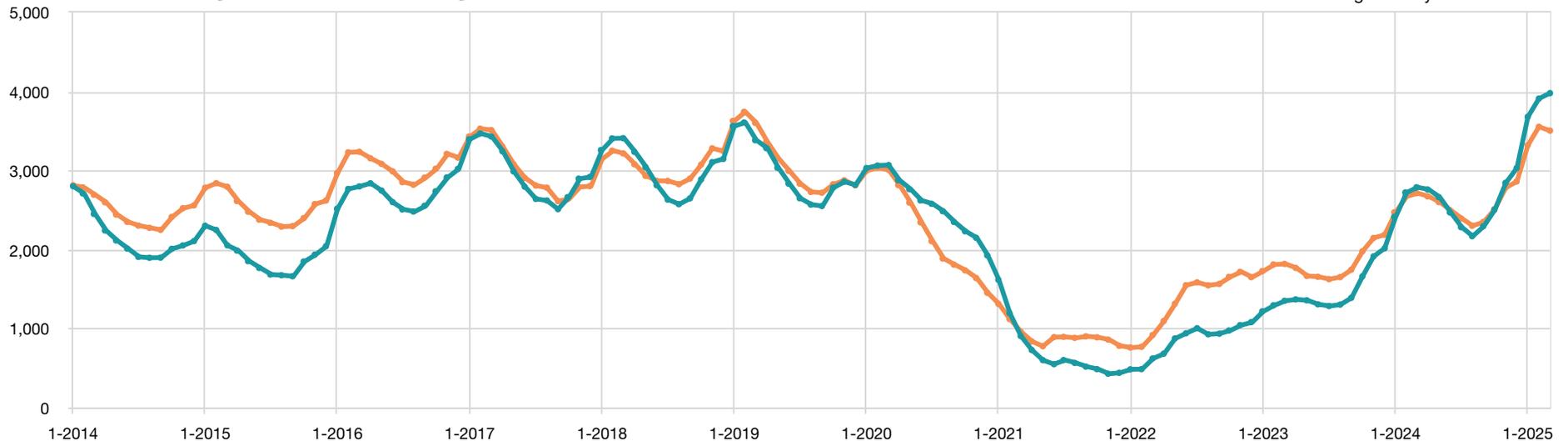


March



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2024	2,672	+ 51.2%	2,759	+ 101.7%
May-2024	2,600	+ 56.2%	2,662	+ 96.3%
Jun-2024	2,497	+ 51.0%	2,469	+ 89.1%
Jul-2024	2,393	+ 47.3%	2,282	+ 77.7%
Aug-2024	2,300	+ 39.4%	2,168	+ 66.5%
Sep-2024	2,348	+ 34.6%	2,294	+ 65.3%
Oct-2024	2,511	+ 27.0%	2,502	+ 50.7%
Nov-2024	2,783	+ 29.7%	2,843	+ 48.7%
Dec-2024	2,860	+ 30.8%	3,030	+ 50.4%
Jan-2025	3,320	+ 34.4%	3,679	+ 52.5%
Feb-2025	3,553	+ 33.0%	3,910	+ 43.7%
Mar-2025	3,504	+ 29.2%	3,979	+ 42.8%
12-Month Avg	2,778	+ 37.4%	2,881	+ 60.7%

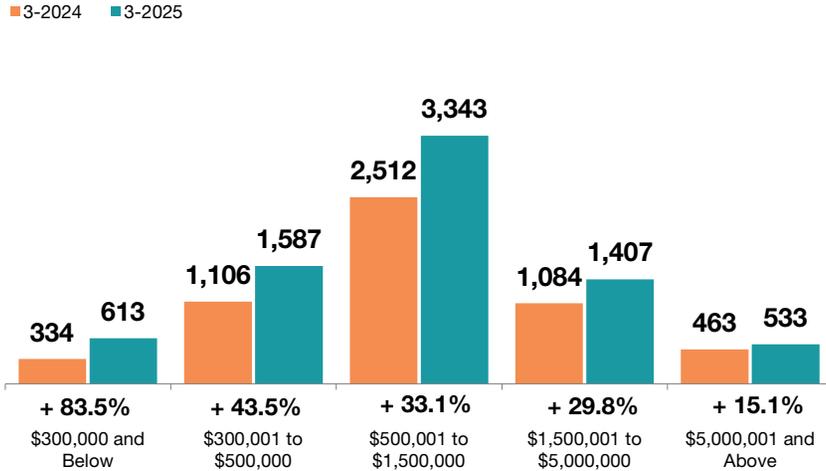
Historical Inventory of Homes for Sale by Month



Inventory of Homes for Sale

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

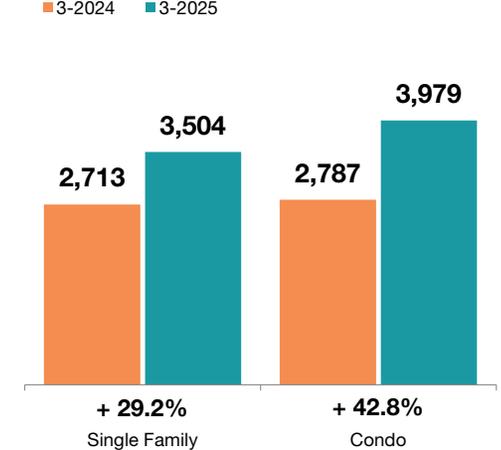
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2024	3-2025	Change
\$300,000 and Below	334	613	+ 83.5%
\$300,001 to \$500,000	1,106	1,587	+ 43.5%
\$500,001 to \$1,500,000	2,512	3,343	+ 33.1%
\$1,500,001 to \$5,000,000	1,084	1,407	+ 29.8%
\$5,000,001 and Above	463	533	+ 15.1%
All Price Ranges	5,500	7,483	+ 36.1%

Single Family

By Price Range	3-2024	3-2025	Change
\$300,000 and Below	113	133	+ 17.7%
\$300,001 to \$500,000	158	255	+ 61.4%
\$500,001 to \$1,500,000	1,413	1,833	+ 29.7%
\$1,500,001 to \$5,000,000	650	849	+ 30.6%
\$5,000,001 and Above	378	434	+ 14.8%
All Price Ranges	2,713	3,504	+ 29.2%

Condo

By Price Range	3-2024	3-2025	Change
\$300,000 and Below	221	480	+ 117.2%
\$300,001 to \$500,000	948	1332	+ 40.5%
\$500,001 to \$1,500,000	1099	1510	+ 37.4%
\$1,500,001 to \$5,000,000	434	558	+ 28.6%
\$5,000,001 and Above	85	99	+ 16.5%
All Price Ranges	2,787	3,979	+ 42.8%

By Bedroom Count

By Bedroom Count	3-2024	3-2025	Change
1 Bedroom or Fewer	127	151	+ 18.9%
2 Bedrooms	1,917	2,701	+ 40.9%
3 Bedrooms	2,198	3,068	+ 39.6%
4 Bedrooms or More	1,241	1,548	+ 24.7%
All Bedroom Counts	5,500	7,483	+ 36.1%

By Bedroom Count	3-2024	3-2025	Change
1 Bedroom or Fewer	30	33	+ 10.0%
2 Bedrooms	303	363	+ 19.8%
3 Bedrooms	1,204	1,671	+ 38.8%
4 Bedrooms or More	1,169	1,434	+ 22.7%
All Bedroom Counts	2,713	3,504	+ 29.2%

By Bedroom Count	3-2024	3-2025	Change
1 Bedroom or Fewer	97	118	+ 21.6%
2 Bedrooms	1,614	2,338	+ 44.9%
3 Bedrooms	994	1,397	+ 40.5%
4 Bedrooms or More	72	114	+ 58.3%
All Bedroom Counts	2,787	3,979	+ 42.8%

Listing and Sales Summary Report

March 2025



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Mar-25	Mar-24	% Change	Mar-25	Mar-24	% Change	Mar-25	Mar-24	% Change	Mar-25	Mar-24	% Change
Overall Naples Market**	\$650,000	\$649,450	+0.1%	820	904	-9.3%	7,483	5,500	+36.1%	86	68	+26.5%
Collier County	\$662,000	\$665,000	-0.5%	903	997	-9.4%	8,405	6,227	+35.0%	88	70	+25.7%
Ave Maria	\$475,000	\$499,950	-5.0%	37	22	+68.2%	192	140	+37.1%	78	82	-4.9%
Central Naples	\$543,750	\$477,450	+13.9%	108	134	-19.4%	857	604	+41.9%	72	47	+53.2%
East Naples	\$612,500	\$630,453	-2.8%	172	210	-18.1%	1,599	1,176	+36.0%	101	70	+44.3%
Everglades City	--	--	--	0	0	--	11	11	0.0%	--	--	--
Immokalee	\$320,000	\$325,000	-1.5%	3	7	-57.1%	21	23	-8.7%	32	49	-34.7%
Immokalee / Ave Maria	\$424,995	\$425,000	-0.0%	40	29	+37.9%	213	164	+29.9%	74	74	0.0%
Naples	\$660,000	\$660,000	0.0%	780	875	-10.9%	7,263	5,336	+36.1%	87	68	+27.9%
Naples Beach	\$1,532,500	\$1,450,000	+5.7%	144	162	-11.1%	1,979	1,525	+29.8%	101	98	+3.1%
North Naples	\$715,000	\$679,000	+5.3%	209	236	-11.4%	1,508	1,133	+33.1%	83	61	+36.1%
South Naples	\$500,000	\$480,000	+4.2%	147	133	+10.5%	1,327	898	+47.8%	74	62	+19.4%
34102	\$2,700,000	\$2,425,000	+11.3%	45	44	+2.3%	679	526	+29.1%	134	99	+35.4%
34103	\$1,946,875	\$1,450,000	+34.3%	34	50	-32.0%	581	434	+33.9%	100	107	-6.5%
34104	\$441,000	\$417,500	+5.6%	50	52	-3.8%	392	248	+58.1%	68	48	+41.7%
34105	\$725,000	\$675,000	+7.4%	39	57	-31.6%	349	253	+37.9%	77	46	+67.4%
34108	\$1,135,000	\$1,230,000	-7.7%	65	68	-4.4%	719	565	+27.3%	79	90	-12.2%
34109	\$575,000	\$678,000	-15.2%	63	61	+3.3%	348	256	+35.9%	69	67	+3.0%
34110	\$730,000	\$635,000	+15.0%	75	82	-8.5%	611	446	+37.0%	94	71	+32.4%
34112	\$429,000	\$407,000	+5.4%	83	75	+10.7%	692	489	+41.5%	68	64	+6.3%
34113	\$637,500	\$664,500	-4.1%	64	58	+10.3%	635	409	+55.3%	82	59	+39.0%
34114	\$602,998	\$620,000	-2.7%	68	79	-13.9%	778	547	+42.2%	101	68	+48.5%
34116	\$510,000	\$446,000	+14.3%	19	25	-24.0%	116	103	+12.6%	70	49	+42.9%
34117	\$617,500	\$592,000	+4.3%	20	32	-37.5%	141	121	+16.5%	77	76	+1.3%
34119	\$815,000	\$750,000	+8.7%	71	93	-23.7%	549	431	+27.4%	83	49	+69.4%
34120	\$627,500	\$660,000	-4.9%	84	99	-15.2%	678	507	+33.7%	106	70	+51.4%
34137	--	--	--	0	0	--	2	1	+100.0%	--	--	--
34142	\$424,995	\$425,000	-0.0%	40	29	+37.9%	213	164	+29.9%	74	74	0.0%

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

Local Market Update – March 2025

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Naples Beach

34102, 34103, 34108

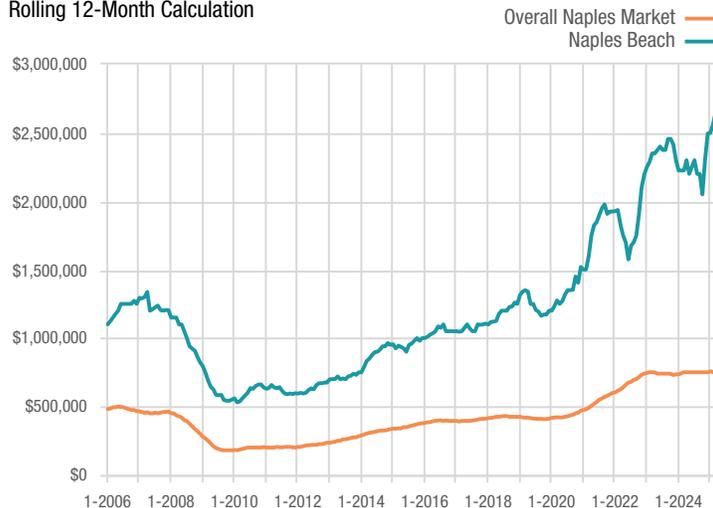
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	113	89	- 21.2%	389	457	+ 17.5%
Total Sales	52	51	- 1.9%	109	142	+ 30.3%
Days on Market Until Sale	110	132	+ 20.0%	110	126	+ 14.5%
Median Closed Price*	\$2,507,500	\$3,425,000	+ 36.6%	\$2,415,000	\$3,250,000	+ 34.6%
Average Closed Price*	\$4,768,630	\$5,405,514	+ 13.4%	\$4,659,410	\$5,353,807	+ 14.9%
Percent of List Price Received*	92.1%	91.6%	- 0.5%	92.3%	92.7%	+ 0.4%
Inventory of Homes for Sale	642	774	+ 20.6%	—	—	—
Months Supply of Inventory	17.6	20.8	+ 18.2%	—	—	—

Condo	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	192	213	+ 10.9%	684	812	+ 18.7%
Total Sales	110	93	- 15.5%	231	220	- 4.8%
Days on Market Until Sale	92	84	- 8.7%	84	91	+ 8.3%
Median Closed Price*	\$1,230,000	\$1,200,000	- 2.4%	\$1,200,000	\$1,187,500	- 1.0%
Average Closed Price*	\$1,866,239	\$1,735,212	- 7.0%	\$1,796,638	\$1,829,213	+ 1.8%
Percent of List Price Received*	94.1%	93.7%	- 0.4%	94.0%	93.6%	- 0.4%
Inventory of Homes for Sale	883	1,205	+ 36.5%	—	—	—
Months Supply of Inventory	11.8	17.1	+ 44.9%	—	—	—

* 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.

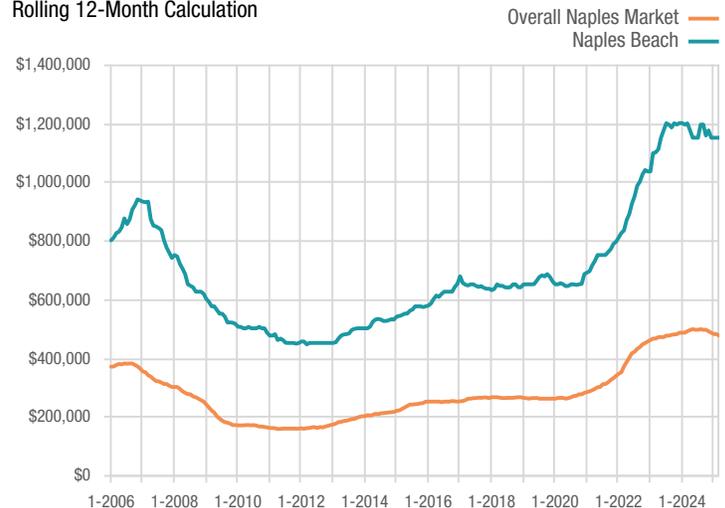
Median Closed Price - Single Family

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 – March 2025

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North Naples

34109, 34110, 34119

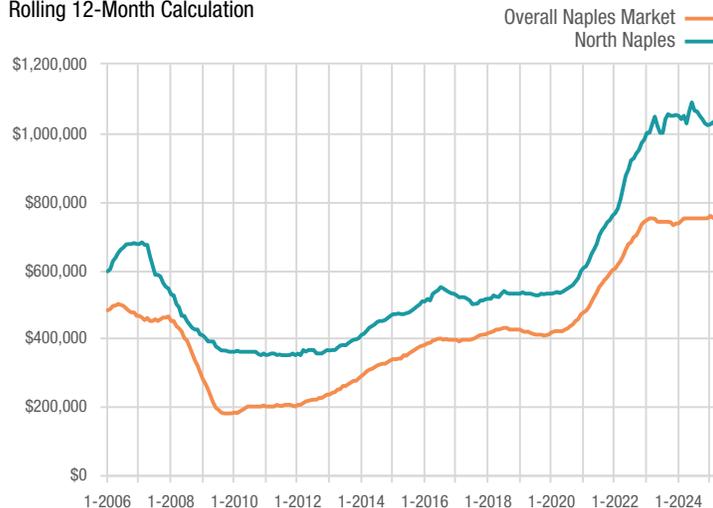
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	164	173	+ 5.5%	539	562	+ 4.3%
Total Sales	105	86	- 18.1%	227	230	+ 1.3%
Days on Market Until Sale	63	89	+ 41.3%	57	83	+ 45.6%
Median Closed Price*	\$1,100,000	\$982,500	- 10.7%	\$995,000	\$1,000,000	+ 0.5%
Average Closed Price*	\$1,636,015	\$1,593,472	- 2.6%	\$1,539,595	\$1,537,994	- 0.1%
Percent of List Price Received*	95.6%	94.0%	- 1.7%	95.8%	94.3%	- 1.6%
Inventory of Homes for Sale	516	652	+ 26.4%	—	—	—
Months Supply of Inventory	6.3	8.7	+ 38.1%	—	—	—

Condo	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	190	196	+ 3.2%	644	703	+ 9.2%
Total Sales	131	123	- 6.1%	272	267	- 1.8%
Days on Market Until Sale	60	78	+ 30.0%	54	81	+ 50.0%
Median Closed Price*	\$535,000	\$477,500	- 10.7%	\$512,000	\$475,000	- 7.2%
Average Closed Price*	\$663,851	\$664,998	+ 0.2%	\$639,212	\$663,813	+ 3.8%
Percent of List Price Received*	95.8%	95.0%	- 0.8%	96.0%	95.5%	- 0.5%
Inventory of Homes for Sale	617	856	+ 38.7%	—	—	—
Months Supply of Inventory	6.6	9.6	+ 45.5%	—	—	—

* 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.

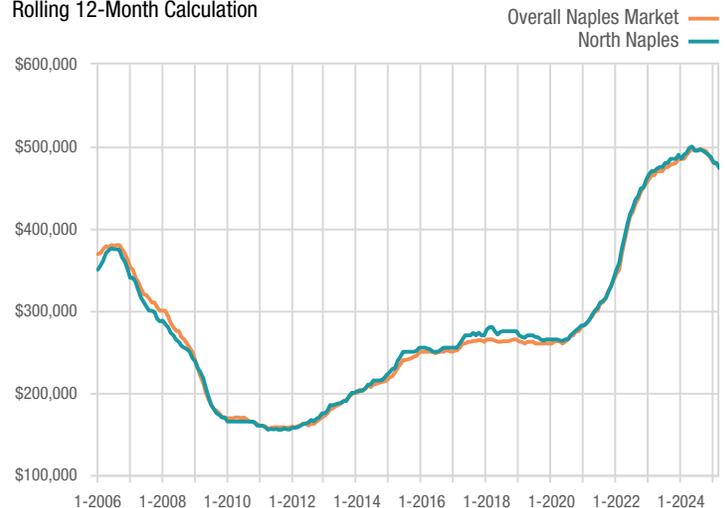
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – March 2025

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Central Naples

34104, 34105, 34116

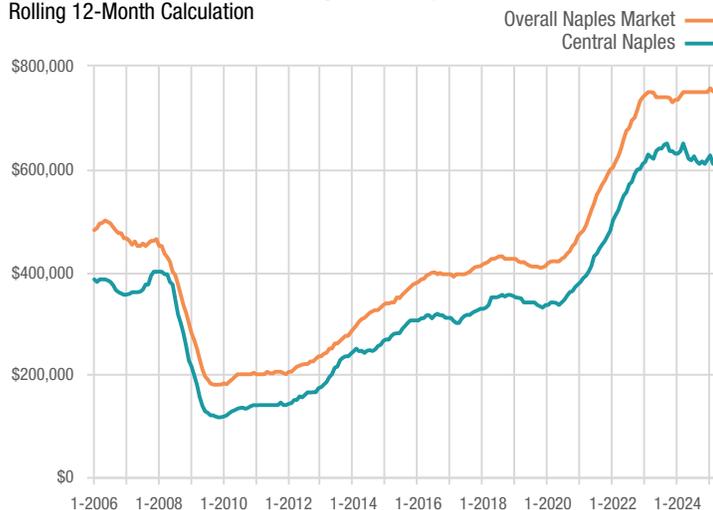
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	92	83	- 9.8%	279	294	+ 5.4%
Total Sales	67	60	- 10.4%	128	137	+ 7.0%
Days on Market Until Sale	63	75	+ 19.0%	57	82	+ 43.9%
Median Closed Price*	\$670,000	\$675,000	+ 0.7%	\$675,000	\$649,000	- 3.9%
Average Closed Price*	\$1,024,163	\$1,182,529	+ 15.5%	\$1,231,724	\$1,125,151	- 8.7%
Percent of List Price Received*	95.8%	95.6%	- 0.2%	95.5%	95.7%	+ 0.2%
Inventory of Homes for Sale	258	335	+ 29.8%	—	—	—
Months Supply of Inventory	5.6	7.8	+ 39.3%	—	—	—

Condo	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	102	121	+ 18.6%	363	388	+ 6.9%
Total Sales	67	48	- 28.4%	149	119	- 20.1%
Days on Market Until Sale	32	67	+ 109.4%	42	74	+ 76.2%
Median Closed Price*	\$351,500	\$324,900	- 7.6%	\$360,000	\$312,500	- 13.2%
Average Closed Price*	\$428,131	\$427,877	- 0.1%	\$468,155	\$402,938	- 13.9%
Percent of List Price Received*	96.4%	95.1%	- 1.3%	96.1%	94.7%	- 1.5%
Inventory of Homes for Sale	346	522	+ 50.9%	—	—	—
Months Supply of Inventory	6.7	11.7	+ 74.6%	—	—	—

* 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.

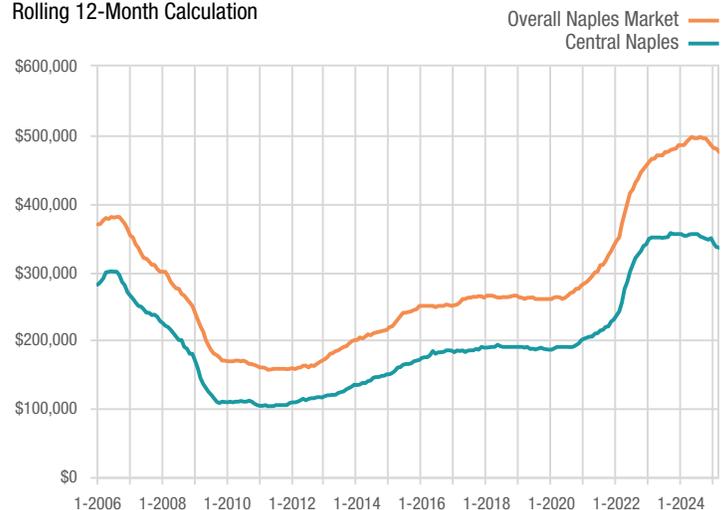
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – March 2025

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South Naples

34112, 34113

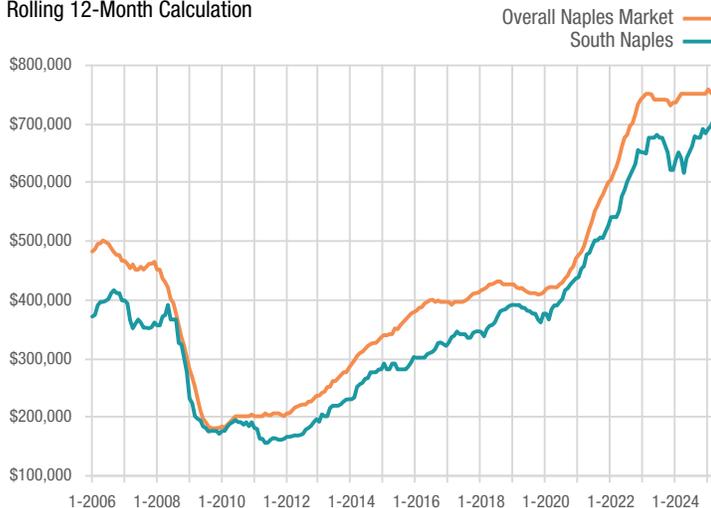
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	92	104	+ 13.0%	302	387	+ 28.1%
Total Sales	49	52	+ 6.1%	114	115	+ 0.9%
Days on Market Until Sale	62	69	+ 11.3%	56	78	+ 39.3%
Median Closed Price*	\$680,000	\$702,500	+ 3.3%	\$717,500	\$765,000	+ 6.6%
Average Closed Price*	\$1,124,505	\$1,147,123	+ 2.0%	\$1,116,922	\$1,111,603	- 0.5%
Percent of List Price Received*	95.5%	94.4%	- 1.2%	95.3%	94.0%	- 1.4%
Inventory of Homes for Sale	318	474	+ 49.1%	—	—	—
Months Supply of Inventory	7.1	12.0	+ 69.0%	—	—	—

Condo	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	186	208	+ 11.8%	584	667	+ 14.2%
Total Sales	84	95	+ 13.1%	217	212	- 2.3%
Days on Market Until Sale	62	78	+ 25.8%	67	86	+ 28.4%
Median Closed Price*	\$448,500	\$425,000	- 5.2%	\$439,000	\$422,500	- 3.8%
Average Closed Price*	\$529,118	\$491,758	- 7.1%	\$500,369	\$476,077	- 4.9%
Percent of List Price Received*	96.5%	94.5%	- 2.1%	96.7%	94.4%	- 2.4%
Inventory of Homes for Sale	580	853	+ 47.1%	—	—	—
Months Supply of Inventory	7.3	12.2	+ 67.1%	—	—	—

* 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.

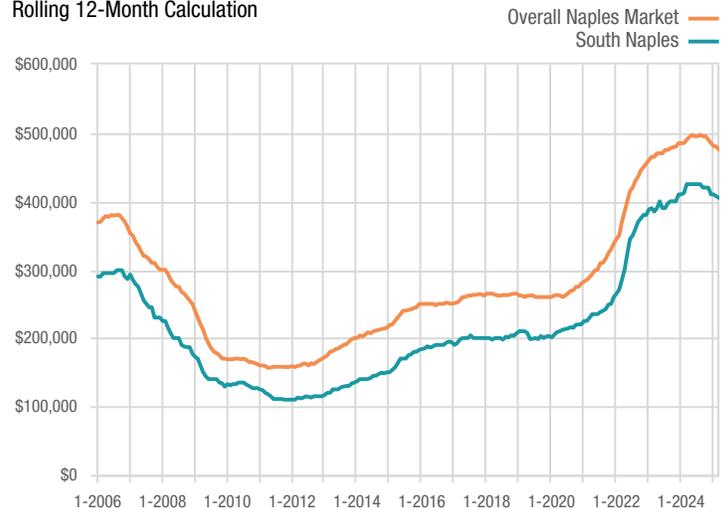
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – March 2025

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East Naples

34114, 34117, 34120, 34137

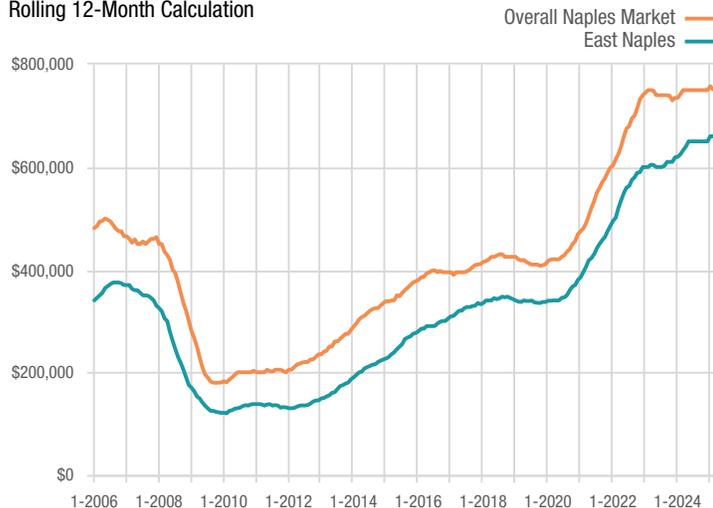
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	257	275	+ 7.0%	826	868	+ 5.1%
Total Sales	166	131	- 21.1%	397	341	- 14.1%
Days on Market Until Sale	70	95	+ 35.7%	69	89	+ 29.0%
Median Closed Price*	\$683,000	\$680,000	- 0.4%	\$650,850	\$689,900	+ 6.0%
Average Closed Price*	\$799,834	\$826,298	+ 3.3%	\$816,381	\$856,607	+ 4.9%
Percent of List Price Received*	96.9%	96.3%	- 0.6%	96.8%	95.9%	- 0.9%
Inventory of Homes for Sale	844	1,109	+ 31.4%	—	—	—
Months Supply of Inventory	6.5	8.9	+ 36.9%	—	—	—

Condo	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	95	96	+ 1.1%	313	341	+ 8.9%
Total Sales	44	41	- 6.8%	119	106	- 10.9%
Days on Market Until Sale	72	118	+ 63.9%	76	98	+ 28.9%
Median Closed Price*	\$560,000	\$440,000	- 21.4%	\$499,999	\$462,500	- 7.5%
Average Closed Price*	\$579,211	\$475,105	- 18.0%	\$551,256	\$473,551	- 14.1%
Percent of List Price Received*	96.7%	94.3%	- 2.5%	97.1%	95.2%	- 2.0%
Inventory of Homes for Sale	332	490	+ 47.6%	—	—	—
Months Supply of Inventory	6.9	12.0	+ 73.9%	—	—	—

* 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.

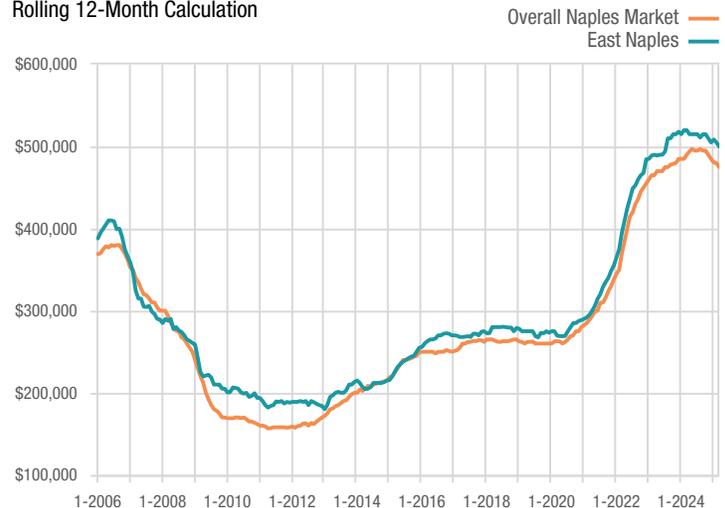
Median Closed Price - Single Family

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.

Immokalee / Ave Maria

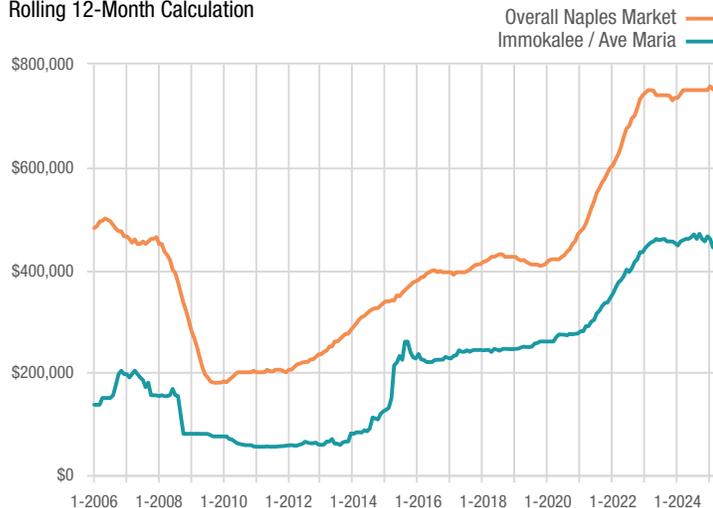
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	40	43	+ 7.5%	110	136	+ 23.6%
Total Sales	22	27	+ 22.7%	55	56	+ 1.8%
Days on Market Until Sale	88	52	- 40.9%	77	63	- 18.2%
Median Closed Price*	\$499,950	\$515,000	+ 3.0%	\$540,000	\$506,250	- 6.3%
Average Closed Price*	\$484,394	\$559,240	+ 15.5%	\$513,687	\$522,754	+ 1.8%
Percent of List Price Received*	97.4%	95.0%	- 2.5%	96.6%	94.9%	- 1.8%
Inventory of Homes for Sale	135	160	+ 18.5%	—	—	—
Months Supply of Inventory	6.1	8.3	+ 36.1%	—	—	—

Condo	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	15	16	+ 6.7%	39	48	+ 23.1%
Total Sales	7	13	+ 85.7%	23	24	+ 4.3%
Days on Market Until Sale	31	122	+ 293.5%	78	118	+ 51.3%
Median Closed Price*	\$340,000	\$309,990	- 8.8%	\$322,998	\$309,995	- 4.0%
Average Closed Price*	\$321,857	\$315,838	- 1.9%	\$317,413	\$320,568	+ 1.0%
Percent of List Price Received*	96.6%	95.8%	- 0.8%	96.6%	95.6%	- 1.0%
Inventory of Homes for Sale	29	53	+ 82.8%	—	—	—
Months Supply of Inventory	4.8	9.5	+ 97.9%	—	—	—

* 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.

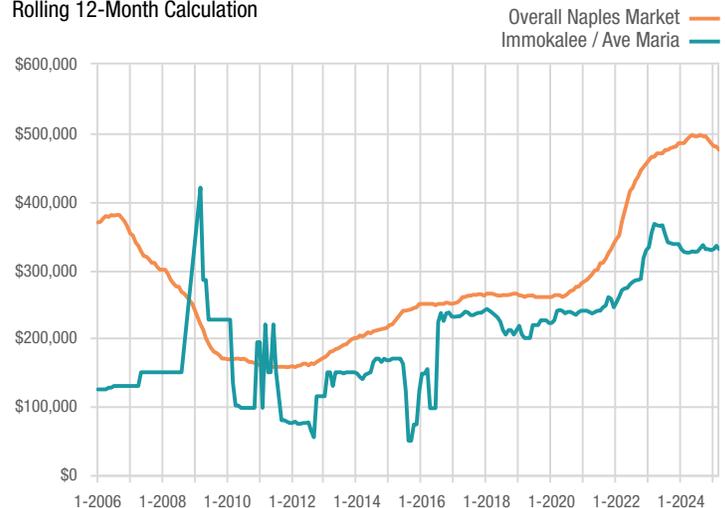
Median Closed Price - Single Family

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.