

Naples Area Market Report

November 2024

A 23 percent increase in new listings during November was a welcome addition to the Naples housing market's overall inventory, which rose 32.4 percent to 5,368 properties from 4,052 properties in November 2023. Sellers entering the market in November were met with eager buyers as overall pending sales for the month increased for the first time in five years. Broker analysts reviewing the November 2024 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), are optimistic that this shift demonstrates not only the resiliency of the Naples housing market, but also its renowned desirability.

Overall median closed price decreased 1.7 percent to \$575,000 from \$585,000 in November 2023. This decrease was fueled by the condominium market, which reported a median closed price decrease of 10.8 percent. Alternately, the single-family home market's median closed price in November increased 2.8 percent.

Overall pending sales increased 10.7 percent in November to 732 pending sales from 661 pending sales in November 2023. Overall closed sales decreased 18.4 percent in November to 448 closed sales from 549 closed sales in November 2023. Days on market increased 40.7 percent to 83 days from 59 days in November 2023. Incidentally, days on market during November 2019 was 92 days.

Quick Facts

- 18.4%	- 1.7%	+ 32.4%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 5.6%	+ 1.5%	- 10.5%
Price Range With the Strongest Sales: \$5,000,001 and Above	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	11-2023	11-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		1,218	1,498	+ 23.0%	12,422	14,195	+ 14.3%
Total Sales		549	448	- 18.4%	8,285	7,359	- 11.2%
Days on Market Until Sale		59	83	+ 40.7%	54	74	+ 37.0%
Median Closed Price		\$585,000	\$575,000	- 1.7%	\$600,000	\$610,000	+ 1.7%
Average Closed Price		\$871,532	\$1,153,341	+ 32.3%	\$1,016,387	\$1,087,116	+ 7.0%
Percent of List Price Received		96.2%	94.4%	- 1.9%	96.3%	95.4%	- 0.9%
Pending Listings		661	732	+ 10.7%	10,329	9,464	+ 8.4%
Inventory of Homes for Sale		4,053	5,368	+ 32.4%	—	—	—
Months Supply of Inventory		5.4	8.1	+ 50.0%	—	—	—

Single Family Market Overview

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



Key Metrics	Historical Sparkbars	11-2023	11-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		601	709	+ 18.0%	6,362	7,120	+ 11.9%
Total Sales		264	239	- 9.5%	4,175	3,741	- 10.4%
Days on Market Until Sale		64	87	+ 35.9%	59	73	+ 23.7%
Median Closed Price		\$720,000	\$740,000	+ 2.8%	\$731,000	\$750,000	+ 2.6%
Average Closed Price		\$1,022,009	\$1,490,256	+ 45.8%	\$1,257,904	\$1,365,093	+ 8.5%
Percent of List Price Received		96.3%	94.3%	- 2.1%	96.0%	95.4%	- 0.6%
Pending Listings		352	384	+ 9.1%	5,262	4,855	- 7.7%
Inventory of Homes for Sale		2,144	2,662	+ 24.2%	—	—	—
Months Supply of Inventory		5.7	7.9	+ 38.6%	—	—	—

Condo Market Overview

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



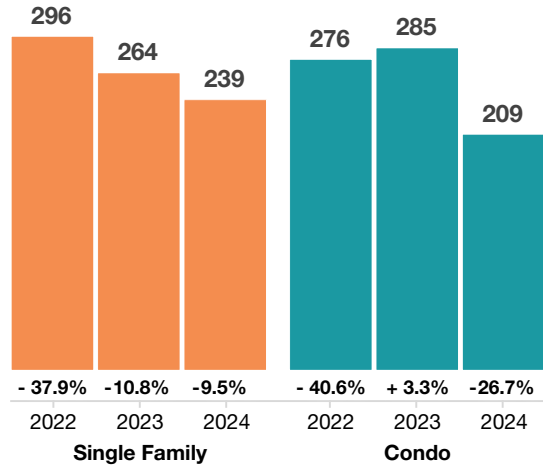
Key Metrics	Historical Sparkbars	11-2023	11-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		617	789	+ 27.9%	6,060	7,075	+ 16.7%
Total Sales		285	209	- 26.7%	4,110	3,618	- 12.0%
Days on Market Until Sale		54	77	+ 42.6%	49	74	+ 51.0%
Median Closed Price		\$465,000	\$415,000	- 10.8%	\$480,000	\$490,000	+ 2.1%
Average Closed Price		\$732,143	\$768,065	+ 4.9%	\$771,227	\$799,688	+ 3.7%
Percent of List Price Received		96.0%	94.4%	- 1.7%	96.5%	95.4%	- 1.1%
Pending Listings		309	348	+ 12.6%	5,148	4,609	- 10.5%
Inventory of Homes for Sale		1,909	2,706	+ 41.7%	—	—	—
Months Supply of Inventory		5.2	8.4	+ 61.5%	—	—	—

Overall Closed Sales

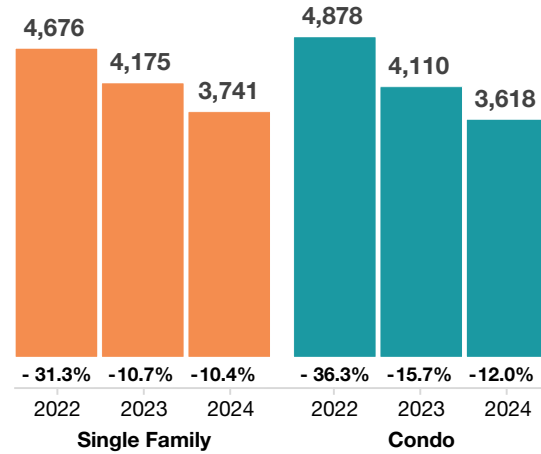
A count of the actual sales that closed in a given month.



November

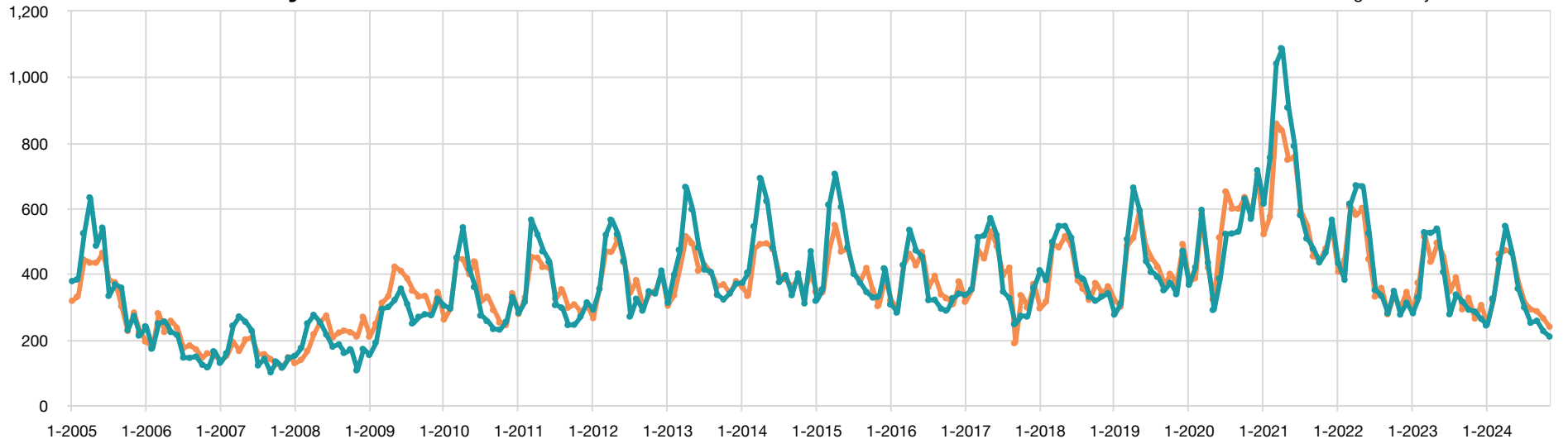


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2023	305	- 11.6%	263	- 15.7%
Jan-2024	248	- 12.7%	243	- 13.2%
Feb-2024	320	- 14.2%	325	- 0.9%
Mar-2024	461	- 10.3%	443	- 15.9%
Apr-2024	472	+ 8.0%	546	+ 4.0%
May-2024	467	- 5.7%	465	- 13.6%
Jun-2024	377	- 16.8%	355	- 12.6%
Jul-2024	314	- 9.5%	298	+ 7.6%
Aug-2024	292	- 24.9%	251	- 25.5%
Sep-2024	286	- 2.1%	257	- 18.7%
Oct-2024	265	- 19.0%	226	- 22.3%
Nov-2024	239	- 9.5%	209	- 26.7%
12-Month Avg	337	- 10.6%	323	- 12.5%

Overall Total Sales by Month

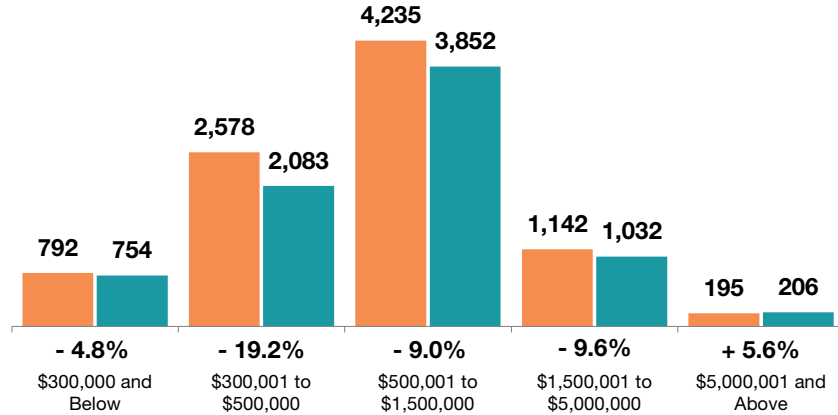


Overall Closed Sales by Price Range

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

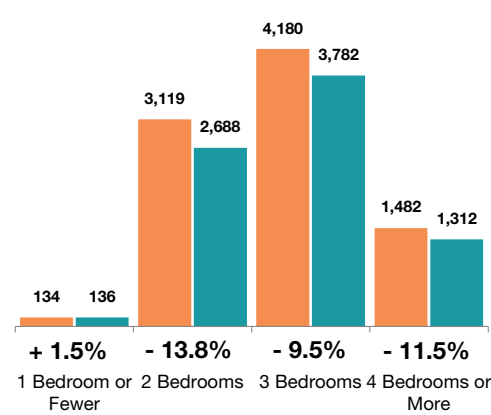
By Price Range

11-2023 11-2024



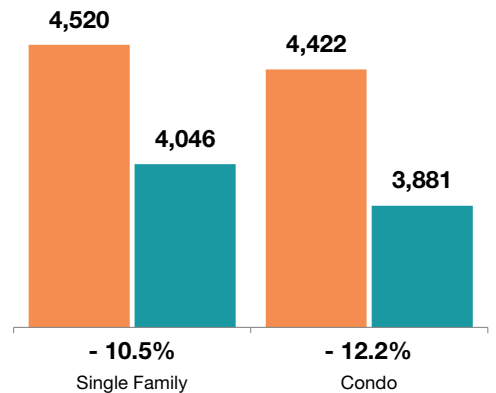
By Bedroom Count

11-2023 11-2024



By Property Type

11-2023 11-2024



All Properties

By Price Range	11-2023	11-2024	Change
\$300,000 and Below	792	754	- 4.8%
\$300,001 to \$500,000	2,578	2,083	- 19.2%
\$500,001 to \$1,500,000	4,235	3,852	- 9.0%
\$1,500,001 to \$5,000,000	1,142	1,032	- 9.6%
\$5,000,001 and Above	195	206	+ 5.6%
All Price Ranges	8,942	7,927	- 11.4%

Single Family

	11-2023	11-2024	Change
11-2023	225	182	- 19.1%
11-2024	783	638	- 18.5%
Change	2,626	2,408	- 8.3%
11-2023	723	657	- 9.1%
11-2024	163	161	- 1.2%
All Price Ranges	4,520	4,046	- 10.5%

Condo

	11-2023	11-2024	Change
11-2023	567	572	+ 0.9%
11-2024	1795	1445	- 19.5%
Change	1609	1444	- 10.3%
11-2023	419	375	- 10.5%
11-2024	32	45	+ 40.6%
All Price Ranges	4,422	3,881	- 12.2%

By Bedroom Count

	11-2023	11-2024	Change
11-2023	134	136	+ 1.5%
11-2024	3,119	2,688	- 13.8%
Change	4,180	3,782	- 9.5%
11-2023	1,482	1,312	- 11.5%
All Bedroom Counts	8,942	7,927	- 11.4%

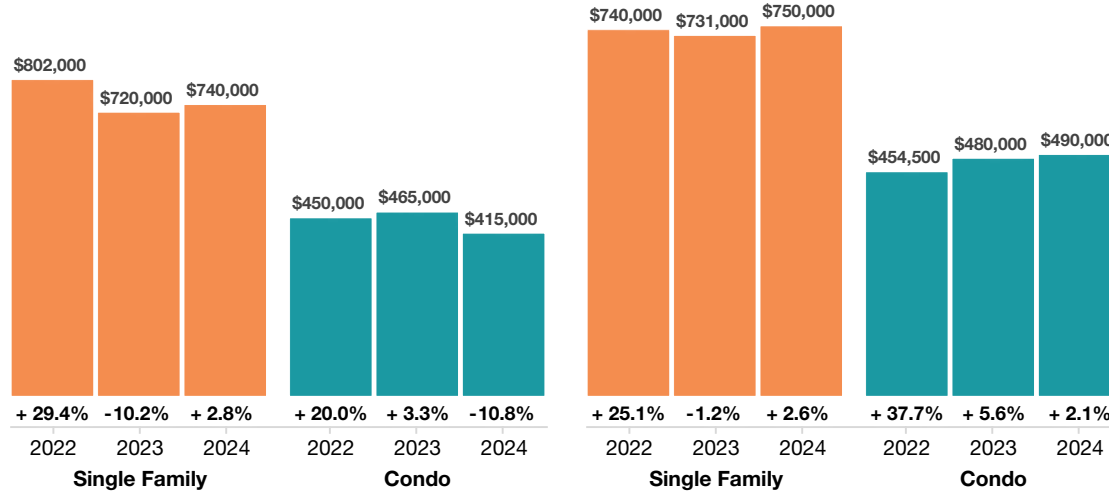
	11-2023	11-2024	Change
11-2023	25	28	+ 12.0%
11-2024	555	466	- 16.0%
Change	2,543	2,312	- 9.1%
11-2023	1,390	1,238	- 10.9%
11-2024	92	74	- 19.6%
All Bedroom Counts	4,520	4,046	- 10.5%

Overall Median Closed Price

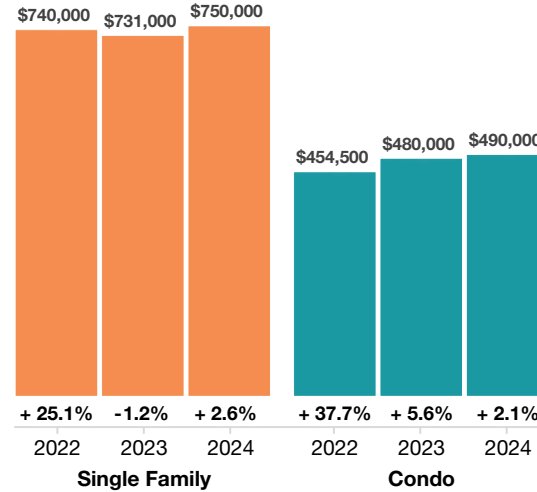
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



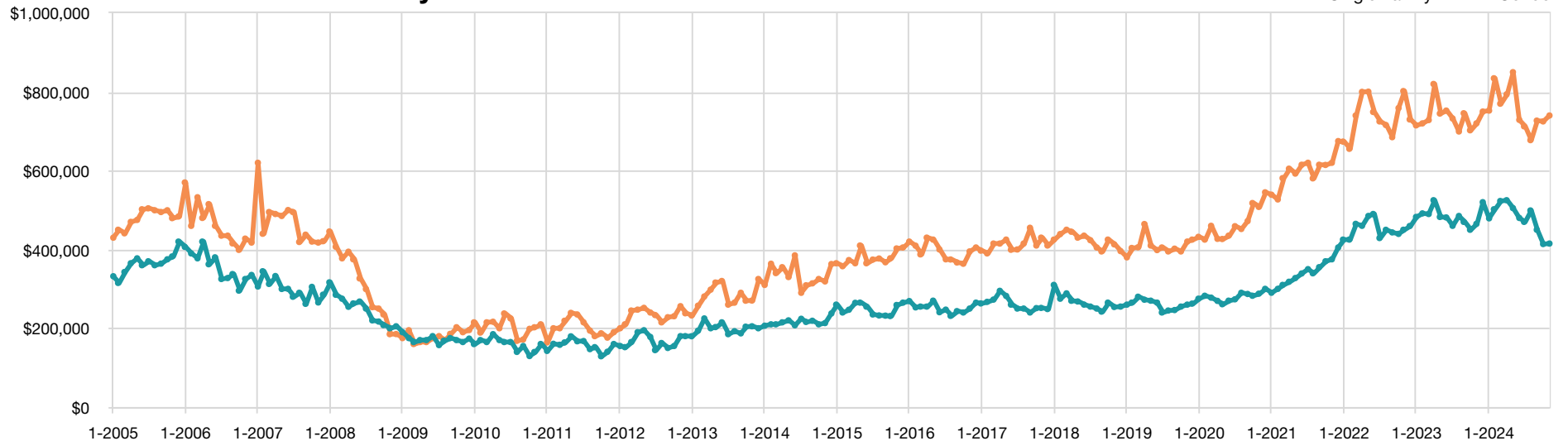
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2023	\$750,000	+ 2.7%	\$520,000	+ 13.2%
Jan-2024	\$752,500	+ 5.2%	\$479,000	- 0.7%
Feb-2024	\$834,500	+ 15.9%	\$502,000	+ 2.1%
Mar-2024	\$770,000	+ 5.7%	\$523,000	+ 6.7%
Apr-2024	\$793,750	- 3.2%	\$525,000	0.0%
May-2024	\$850,000	+ 14.1%	\$505,000	+ 4.7%
Jun-2024	\$729,000	- 3.1%	\$480,000	- 0.3%
Jul-2024	\$712,500	- 2.7%	\$470,000	+ 2.2%
Aug-2024	\$677,500	- 3.1%	\$499,000	+ 2.9%
Sep-2024	\$727,000	- 2.5%	\$450,000	- 4.3%
Oct-2024	\$725,000	+ 3.2%	\$413,750	- 8.1%
Nov-2024	\$740,000	+ 2.8%	\$415,000	- 10.8%
12-Month Avg*	\$750,000	+ 2.7%	\$490,000	+ 2.1%

* Median Closed Price for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

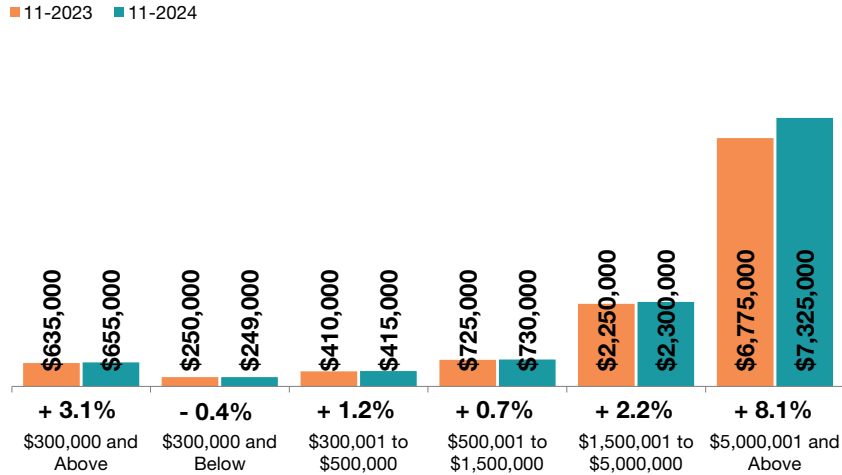
Overall Median Closed Price by Month



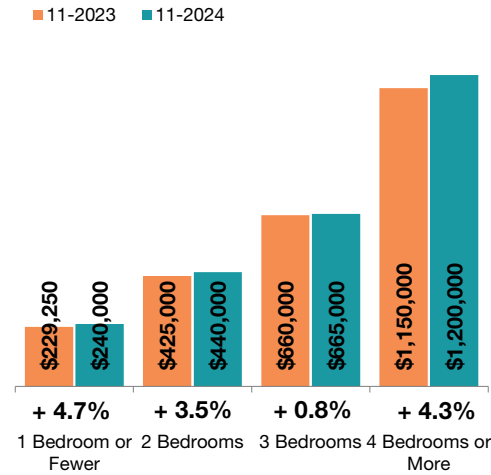
Overall Median Closed Price by Price Range

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

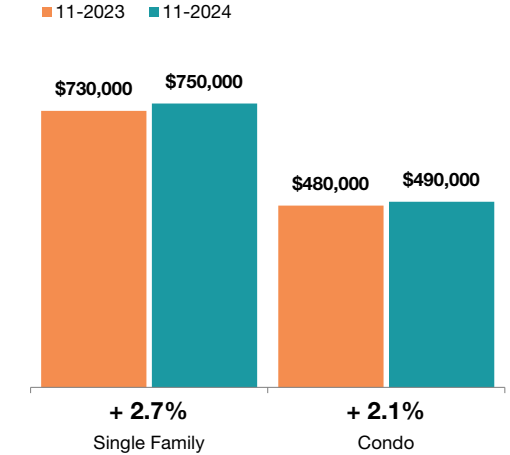
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2023	11-2024	Change
\$300,000 and Above	\$635,000	\$655,000	+ 3.1%
\$300,000 and Below	\$250,000	\$249,000	- 0.4%
\$300,001 to \$500,000	\$410,000	\$415,000	+ 1.2%
\$500,001 to \$1,500,000	\$725,000	\$730,000	+ 0.7%
\$1,500,001 to \$5,000,000	\$2,250,000	\$2,300,000	+ 2.2%
\$5,000,001 and Above	\$6,775,000	\$7,325,000	+ 8.1%
All Price Ranges	\$599,000	\$612,000	+ 2.2%

Single Family

	11-2023	11-2024	Change
11-2023	\$754,890	\$775,000	+ 2.7%
11-2024	\$200,000	\$189,000	- 5.5%
2 Bedrooms	\$435,000	\$440,000	+ 1.1%
3 Bedrooms	\$749,000	\$750,000	+ 0.1%
4 Bedrooms or More	\$2,275,000	\$2,300,000	+ 1.1%
All Single Family	\$6,750,000	\$7,500,000	+ 11.1%

Condo

	11-2023	11-2024	Change
11-2023	\$525,000	\$537,500	+ 2.4%
11-2024	\$265,000	\$262,250	- 1.0%
2 Bedrooms	\$400,000	\$400,000	0.0%
3 Bedrooms	\$685,000	\$685,000	0.0%
4 Bedrooms or More	\$2,200,000	\$2,300,000	+ 4.5%
All Condo	\$7,050,000	\$6,095,000	- 13.5%

By Bedroom Count

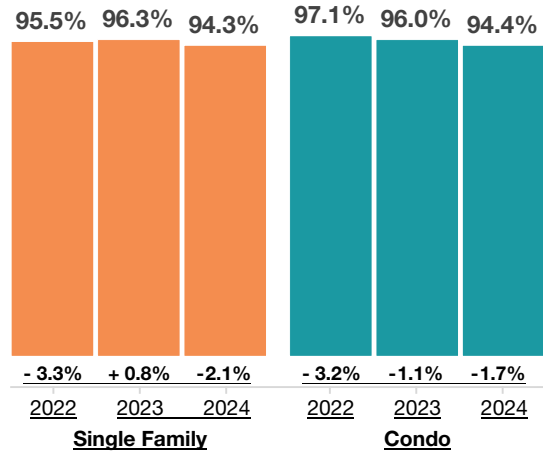
	11-2023	11-2024	Change
11-2023	\$229,250	\$240,000	+ 4.7%
11-2024	\$425,000	\$440,000	+ 3.5%
2 Bedrooms	\$660,000	\$665,000	+ 0.8%
3 Bedrooms	\$1,150,000	\$1,200,000	+ 4.3%
All Bedroom Counts	\$599,000	\$612,000	+ 2.2%

	11-2023	11-2024	Change
11-2023	\$150,000	\$150,500	+ 0.3%
11-2024	\$485,000	\$480,000	- 1.0%
2 Bedrooms	\$690,000	\$694,000	+ 0.6%
3 Bedrooms	\$1,100,000	\$1,200,000	+ 9.1%
All Single Family	\$730,000	\$750,000	+ 2.7%

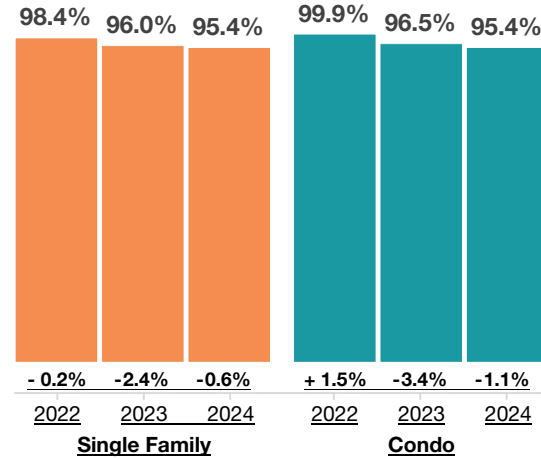
Overall Percent of List Price Received

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.

November



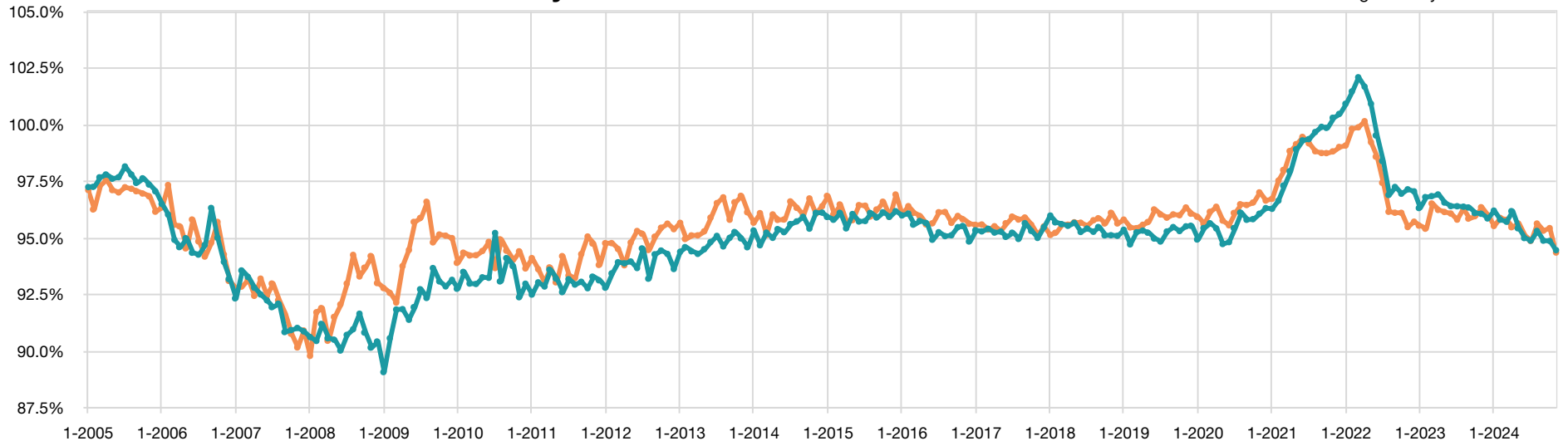
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2023	96.0%	+ 0.3%	95.8%	- 1.2%
Jan-2024	95.5%	0.0%	96.2%	- 0.1%
Feb-2024	95.9%	+ 0.5%	95.8%	- 1.0%
Mar-2024	95.8%	- 0.7%	95.7%	- 1.1%
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%	94.8%	- 1.4%
Nov-2024	94.3%	- 2.1%	94.4%	- 1.7%
12-Month Avg*	95.4%	- 0.6%	95.4%	- 1.1%

* Pct. of List Price Received for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

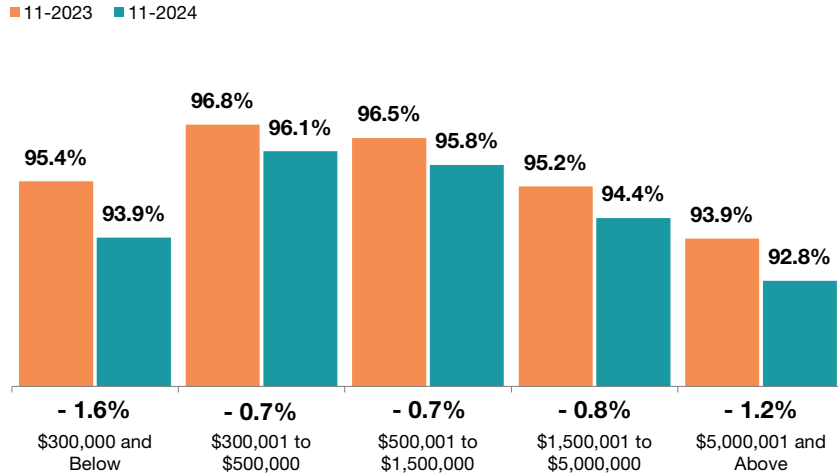
Overall Percent of List Price Received by Month



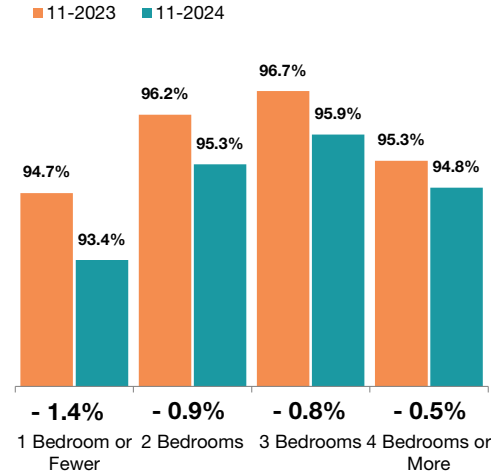
Overall Percent of List Price Received by Price Range

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.

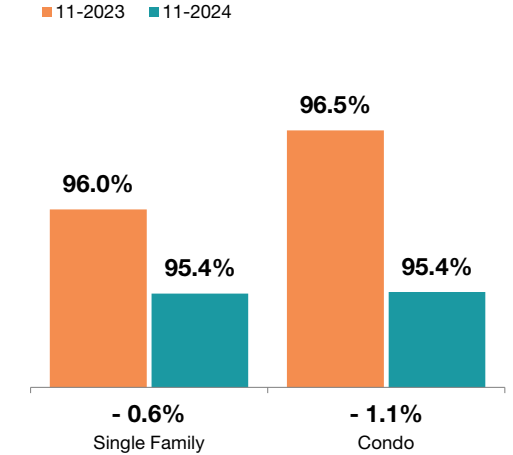
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2023	11-2024	Change
\$300,000 and Below	95.4%	93.9%	-1.6%
\$300,001 to \$500,000	96.8%	96.1%	-0.7%
\$500,001 to \$1,500,000	96.5%	95.8%	-0.7%
\$1,500,001 to \$5,000,000	95.2%	94.4%	-0.8%
\$5,000,001 and Above	93.9%	92.8%	-1.2%
All Price Ranges	96.3%	95.4%	-0.9%

Single Family

	11-2023	11-2024	Change
1 Bedroom or Fewer	94.9%	92.8%	-2.2%
2 Bedrooms	97.1%	96.9%	-0.2%
3 Bedrooms	96.3%	95.8%	-0.5%
4 Bedrooms or More	94.5%	94.2%	-0.3%
All Single Family	96.0%	95.4%	-0.6%

Condo

	11-2023	11-2024	Change
Single Family	95.5%	94.2%	-1.4%
Condo	96.7%	95.8%	-0.9%
3 Bedrooms	96.7%	95.8%	-0.9%
4 Bedrooms or More	96.4%	94.7%	-1.8%
All Condo	96.5%	95.4%	-1.1%

By Bedroom Count

	11-2023	11-2024	Change
1 Bedroom or Fewer	94.7%	93.4%	-1.4%
2 Bedrooms	96.2%	95.3%	-0.9%
3 Bedrooms	96.7%	95.9%	-0.8%
4 Bedrooms or More	95.3%	94.8%	-0.5%
All Bedroom Counts	96.3%	95.4%	-0.9%

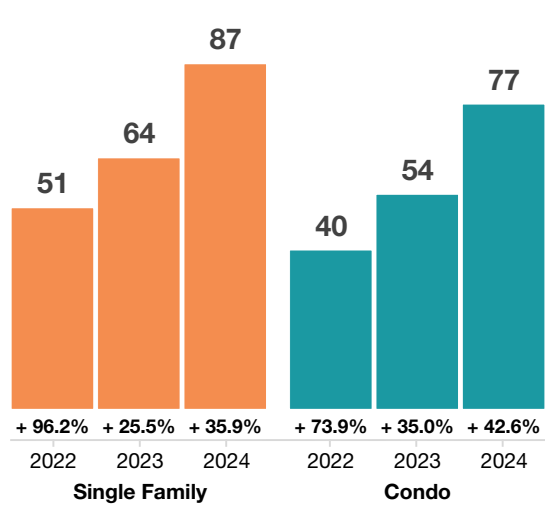
	11-2023	11-2024	Change
1 Bedroom or Fewer	92.7%	90.9%	-1.9%
2 Bedrooms	95.3%	94.7%	-0.6%
3 Bedrooms	96.6%	96.0%	-0.6%
4 Bedrooms or More	95.2%	94.8%	-0.4%
All Single Family	96.0%	95.4%	-0.6%
Single Family	95.2%	94.1%	-1.2%
Condo	96.4%	95.4%	-1.0%
3 Bedrooms	96.8%	95.7%	-1.1%
4 Bedrooms or More	97.1%	95.0%	-2.2%
All Condo	96.5%	95.4%	-1.1%

Overall Days on Market Until Sale

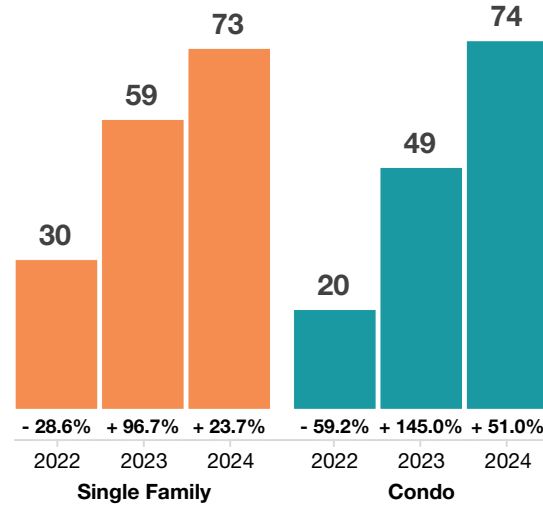
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



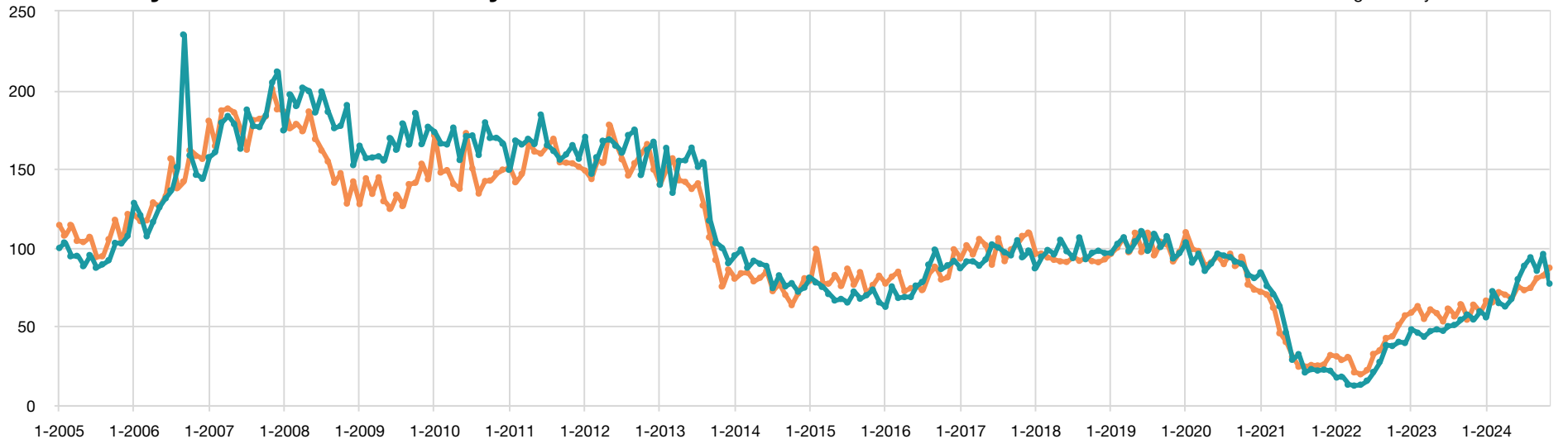
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2023	59	+ 3.5%	59	+ 51.3%
Jan-2024	66	+ 11.9%	56	+ 16.7%
Feb-2024	65	+ 3.2%	72	+ 56.5%
Mar-2024	72	+ 30.9%	65	+ 51.2%
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	81	+ 26.6%	85	+ 57.4%
Oct-2024	82	+ 51.9%	96	+ 68.4%
Nov-2024	87	+ 35.9%	77	+ 42.6%
12-Month Avg*	72	+ 23.5%	73	+ 51.9%

* Days on Market for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month

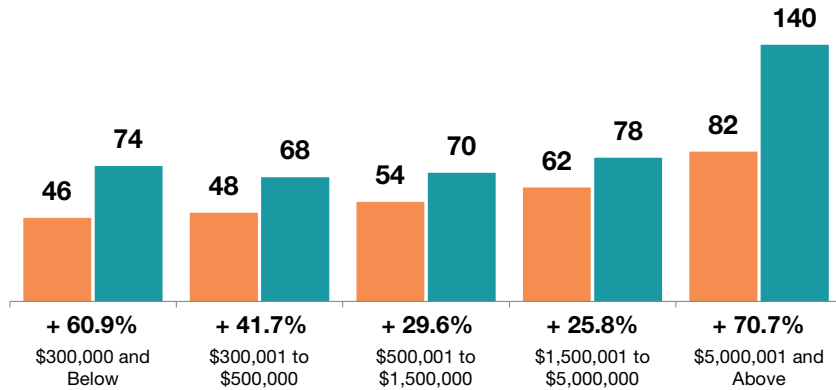


Overall Days on Market Until Sale

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

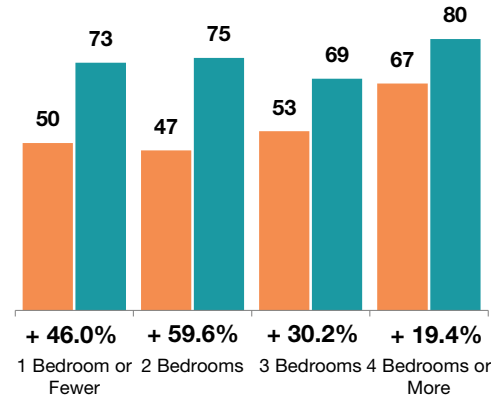
By Price Range

11-2023 11-2024



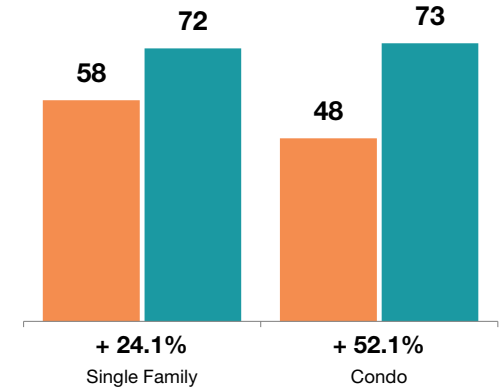
By Bedroom Count

11-2023 11-2024



By Property Type

11-2023 11-2024



All Properties

By Price Range	11-2023	11-2024	Change
\$300,000 and Below	46	74	+ 60.9%
\$300,001 to \$500,000	48	68	+ 41.7%
\$500,001 to \$1,500,000	54	70	+ 29.6%
\$1,500,001 to \$5,000,000	62	78	+ 25.8%
\$5,000,001 and Above	82	140	+ 70.7%
All Price Ranges	53	73	+ 37.7%

Single Family

	11-2023	11-2024	Change
	49	72	+ 46.9%
	51	60	+ 17.6%
	58	70	+ 20.7%
	63	75	+ 19.0%
	85	135	+ 58.8%
All Single Family	58	72	+ 24.1%

Condo

	11-2023	11-2024	Change
	44	74	+ 68.2%
	47	71	+ 51.1%
	48	70	+ 45.8%
	61	85	+ 39.3%
	63	159	+ 152.4%
All Condo	48	73	+ 52.1%

By Bedroom Count

	11-2023	11-2024	Change
1 Bedroom or Fewer	50	73	+ 46.0%
2 Bedrooms	47	75	+ 59.6%
3 Bedrooms	53	69	+ 30.2%
4 Bedrooms or More	67	80	+ 19.4%
All Bedroom Counts	53	73	+ 37.7%

	11-2023	11-2024	Change
	51	79	+ 54.9%
	49	77	+ 57.1%
	55	67	+ 21.8%
	68	79	+ 16.2%
All Single Family	58	72	+ 24.1%

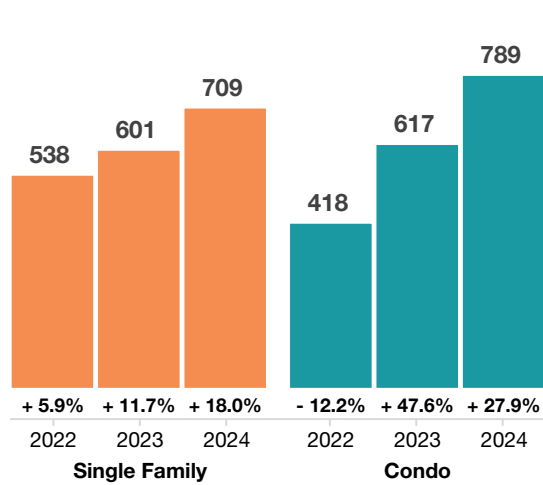
	11-2023	11-2024	Change
	49	72	+ 46.1%
	47	74	+ 58.0%
	50	71	+ 42.4%
	51	102	+ 100.6%
All Condo	48	73	+ 52.1%

Overall New Listings

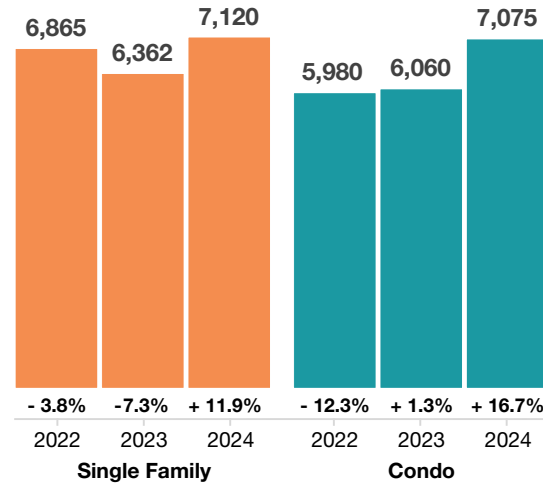
A count of the properties that have been newly listed on the market in a given month.



November

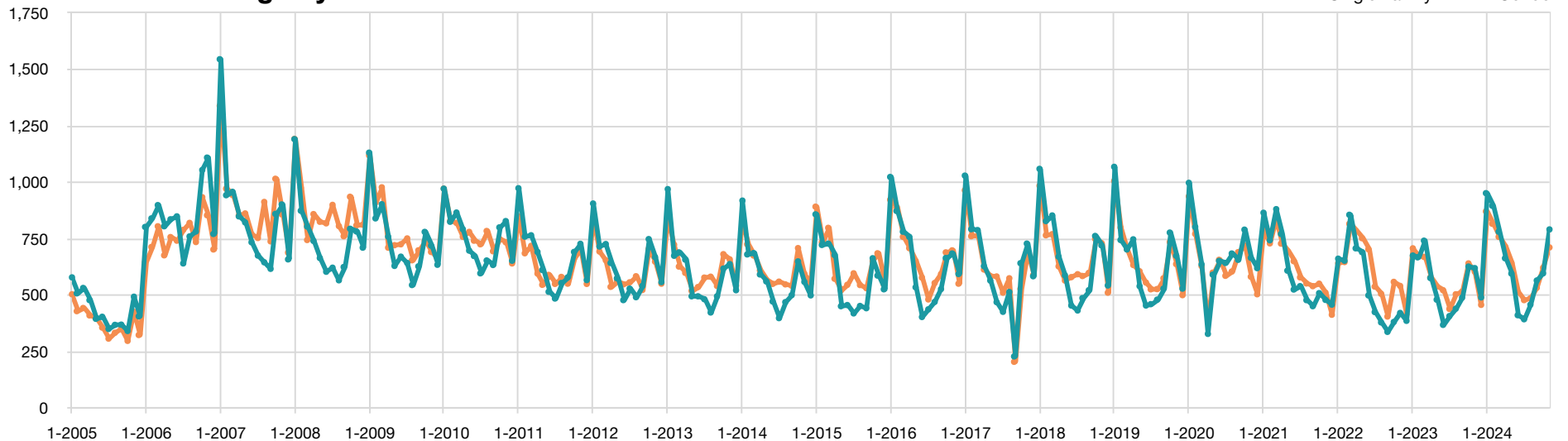


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2023	454	+ 9.9%	487	+ 27.2%
Jan-2024	869	+ 23.3%	950	+ 41.2%
Feb-2024	814	+ 21.5%	894	+ 34.4%
Mar-2024	756	+ 13.3%	779	+ 5.4%
Apr-2024	713	+ 23.8%	661	+ 15.4%
May-2024	640	+ 19.4%	593	+ 24.3%
Jun-2024	512	- 1.3%	408	+ 11.8%
Jul-2024	475	+ 8.9%	390	- 3.5%
Aug-2024	483	- 3.6%	455	+ 4.1%
Sep-2024	530	+ 3.3%	562	+ 15.6%
Oct-2024	619	- 3.0%	594	- 4.8%
Nov-2024	709	+ 18.0%	789	+ 27.9%
12-Month Avg	631	+ 11.7%	630	+ 17.3%

Overall New Listings by Month

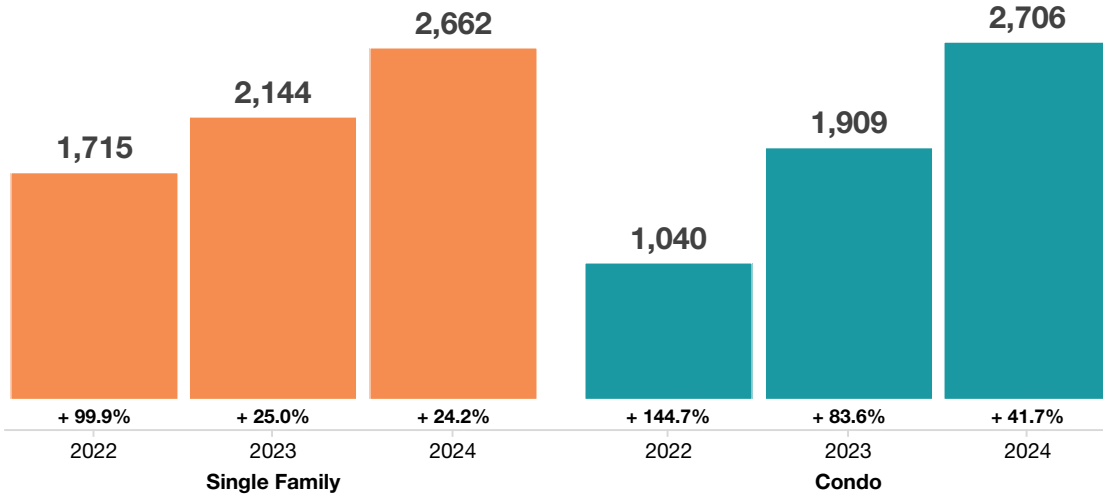


Overall Inventory of Homes for Sale

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

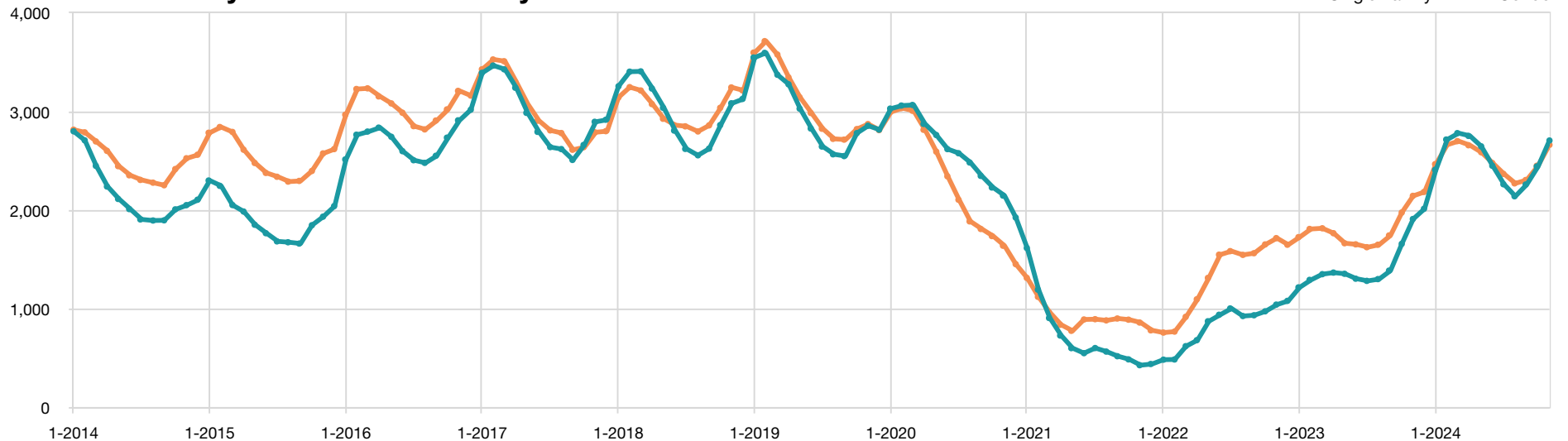


November



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2023	2,184	+ 32.5%	2,013	+ 86.7%
Jan-2024	2,466	+ 43.0%	2,409	+ 98.3%
Feb-2024	2,663	+ 47.3%	2,716	+ 110.4%
Mar-2024	2,700	+ 48.8%	2,781	+ 106.2%
Apr-2024	2,658	+ 50.6%	2,753	+ 101.7%
May-2024	2,587	+ 55.6%	2,647	+ 95.6%
Jun-2024	2,478	+ 50.0%	2,450	+ 88.0%
Jul-2024	2,367	+ 45.8%	2,262	+ 76.6%
Aug-2024	2,271	+ 37.8%	2,140	+ 64.7%
Sep-2024	2,305	+ 32.3%	2,259	+ 63.1%
Oct-2024	2,450	+ 24.1%	2,442	+ 47.4%
Nov-2024	2,662	+ 24.2%	2,706	+ 41.7%
12-Month Avg	2,483	+ 40.5%	2,465	+ 79.4%

Overall Inventory of Homes for Sale by Month

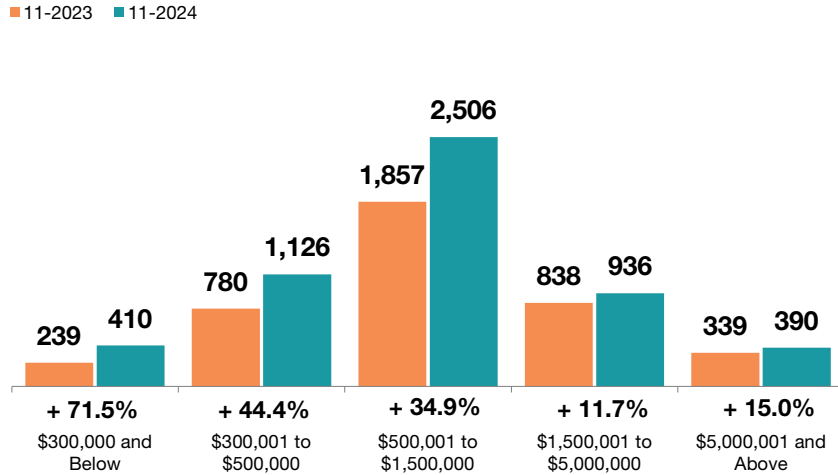


Overall Inventory of Homes for Sale by Price Range

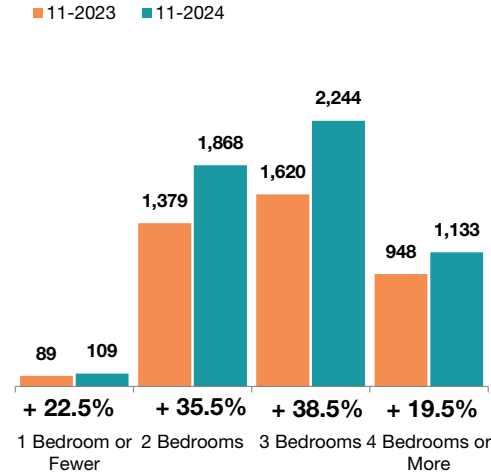


The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

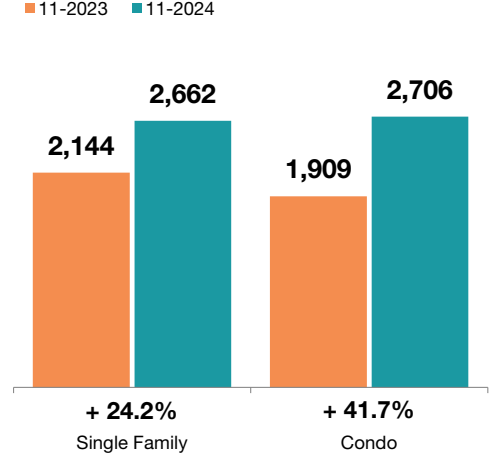
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2023	11-2024	Change
\$300,000 and Below	239	410	+ 71.5%
\$300,001 to \$500,000	780	1,126	+ 44.4%
\$500,001 to \$1,500,000	1,857	2,506	+ 34.9%
\$1,500,001 to \$5,000,000	838	936	+ 11.7%
\$5,000,001 and Above	339	390	+ 15.0%
All Price Ranges	4,053	5,368	+ 32.4%

Single Family

	11-2023	11-2024	Change
1 Bedroom or Fewer	97	99	+ 2.1%
2 Bedrooms	149	188	+ 26.2%
3 Bedrooms	1,067	1,474	+ 38.1%
4 Bedrooms or More	548	571	+ 4.2%
All Single Family	2,144	2,662	+ 24.2%

Condo

	11-2023	11-2024	Change
1 Bedroom or Fewer	142	311	+ 119.0%
2 Bedrooms	631	938	+ 48.7%
3 Bedrooms	790	1032	+ 30.6%
4 Bedrooms or More	290	365	+ 25.9%
All Condo	1,909	2,706	+ 41.7%

By Bedroom Count

	11-2023	11-2024	Change
1 Bedroom or Fewer	89	109	+ 22.5%
2 Bedrooms	1,379	1,868	+ 35.5%
3 Bedrooms	1,620	2,244	+ 38.5%
4 Bedrooms or More	948	1,133	+ 19.5%
All Bedroom Counts	4,053	5,368	+ 32.4%

	11-2023	11-2024	Change
1 Bedroom or Fewer	23	28	+ 21.7%
2 Bedrooms	264	278	+ 5.3%
3 Bedrooms	965	1,288	+ 33.5%
4 Bedrooms or More	884	1,064	+ 20.4%
All Single Family	2,144	2,662	+ 24.2%

Listing and Sales Summary Report

November 2024



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Nov-24	Nov-23	% Change	Nov-24	Nov-23	% Change	Nov-24	Nov-23	% Change	Nov-24	Nov-23	% Change
Overall Naples Market*	\$575,000	\$585,000	-1.7%	448	549	-18.4%	5,368	4,053	+32.4%	83	59	+40.7%
Collier County	\$580,000	\$590,000	-1.7%	473	596	-20.6%	6,014	4,615	+30.3%	85	61	+39.3%
Ave Maria	\$432,990	\$424,000	+2.1%	17	24	-29.2%	168	117	+43.6%	144	79	+82.3%
Central Naples	\$417,000	\$425,000	-1.9%	65	74	-12.2%	612	447	+36.9%	66	41	+61.0%
East Naples	\$605,000	\$570,000	+6.1%	116	133	-12.8%	1,273	909	+40.0%	76	63	+20.6%
Everglades City	--	\$365,000	--	0	1	-100.0%	7	9	-22.2%	--	77	--
Immokalee	\$318,900	\$362,900	-12.1%	9	8	+12.5%	22	18	+22.2%	142	62	+129.0%
Immokalee / Ave Maria	\$369,450	\$385,000	-4.0%	26	32	-18.8%	190	135	+40.7%	143	75	+90.7%
Naples	\$585,000	\$590,000	-0.8%	421	518	-18.7%	5,176	3,917	+32.1%	79	58	+36.2%
Naples Beach	\$1,635,000	\$1,155,000	+41.6%	58	76	-23.7%	1,284	1,140	+12.6%	126	83	+51.8%
North Naples	\$695,000	\$757,500	-8.3%	102	138	-26.1%	1,108	787	+40.8%	77	51	+51.0%
South Naples	\$505,000	\$448,500	+12.6%	81	96	-15.6%	901	635	+41.9%	62	54	+14.8%
34102	\$1,875,000	\$2,035,000	-7.9%	26	24	+8.3%	430	370	+16.2%	125	69	+81.2%
34103	\$1,870,000	\$850,000	+120.0%	18	22	-18.2%	368	320	+15.0%	105	84	+25.0%
34104	\$345,250	\$427,500	-19.2%	28	30	-6.7%	291	183	+59.0%	66	41	+61.0%
34105	\$573,750	\$382,000	+50.2%	22	29	-24.1%	239	179	+33.5%	65	43	+51.2%
34108	\$1,287,500	\$1,155,000	+11.5%	14	30	-53.3%	486	450	+8.0%	156	93	+67.7%
34109	\$660,000	\$669,000	-1.3%	30	32	-6.3%	266	173	+53.8%	81	61	+32.8%
34110	\$742,500	\$907,500	-18.2%	30	39	-23.1%	419	301	+39.2%	97	59	+64.4%
34112	\$360,000	\$403,000	-10.7%	40	55	-27.3%	492	356	+38.2%	64	56	+14.3%
34113	\$870,000	\$590,000	+47.5%	41	41	0.0%	409	279	+46.6%	60	51	+17.6%
34114	\$560,910	\$583,750	-3.9%	32	46	-30.4%	576	394	+46.2%	81	69	+17.4%
34116	\$428,900	\$530,000	-19.1%	15	15	0.0%	82	85	-3.5%	67	37	+81.1%
34117	\$610,000	\$551,250	+10.7%	15	20	-25.0%	155	105	+47.6%	83	72	+15.3%
34119	\$705,000	\$750,000	-6.0%	42	67	-37.3%	423	313	+35.1%	59	42	+40.5%
34120	\$625,000	\$562,600	+11.1%	69	67	+3.0%	541	408	+32.6%	72	56	+28.6%
34137	--	--	--	0	0	--	1	2	-50.0%	--	--	--
34142	\$369,450	\$385,000	-4.0%	26	32	-18.8%	190	135	+40.7%	143	75	+90.7%

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

Local Market Update – November 2024

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Naples Beach

34102, 34103, 34108

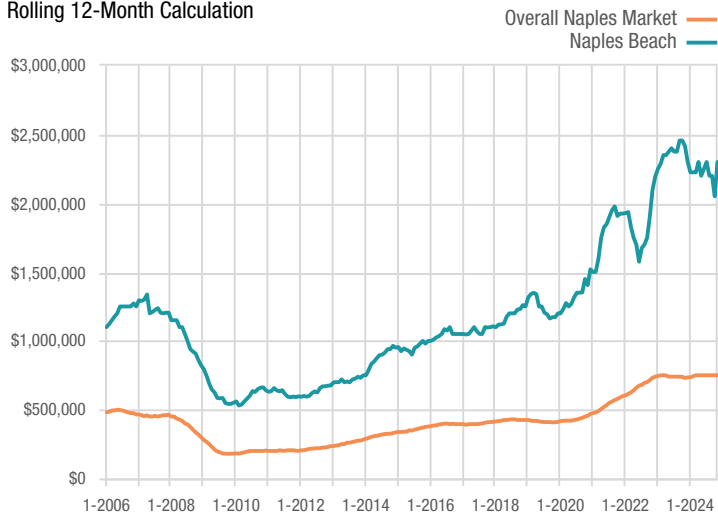
Single Family	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	104	127	+ 22.1%	981	1,011	+ 3.1%
Total Sales	26	22	- 15.4%	441	379	- 14.1%
Days on Market Until Sale	93	128	+ 37.6%	82	115	+ 40.2%
Median Closed Price*	\$1,440,000	\$3,350,000	+ 132.6%	\$2,375,000	\$2,360,000	- 0.6%
Average Closed Price*	\$2,083,119	\$6,607,023	+ 217.2%	\$3,722,017	\$4,415,730	+ 18.6%
Percent of List Price Received*	93.2%	90.4%	- 3.0%	92.8%	92.6%	- 0.2%
Inventory of Homes for Sale	511	549	+ 7.4%	—	—	—
Months Supply of Inventory	12.4	16.1	+ 29.8%	—	—	—

Condo	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	171	212	+ 24.0%	1,565	1,690	+ 8.0%
Total Sales	50	36	- 28.0%	863	805	- 6.7%
Days on Market Until Sale	77	125	+ 62.3%	57	95	+ 66.7%
Median Closed Price*	\$1,125,000	\$1,162,500	+ 3.3%	\$1,200,000	\$1,155,000	- 3.8%
Average Closed Price*	\$1,439,825	\$2,291,417	+ 59.1%	\$1,632,609	\$1,697,441	+ 4.0%
Percent of List Price Received*	95.4%	90.3%	- 5.3%	95.2%	93.8%	- 1.5%
Inventory of Homes for Sale	629	735	+ 16.9%	—	—	—
Months Supply of Inventory	8.2	10.2	+ 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.

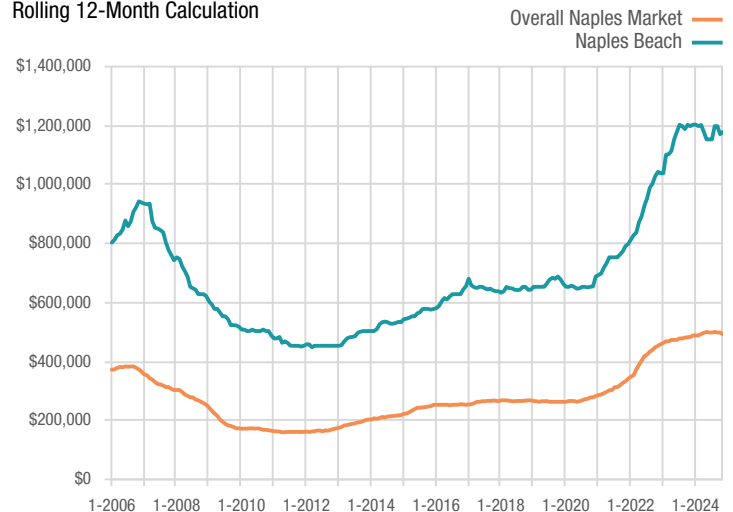
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – November 2024

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North Naples

34109, 34110, 34119

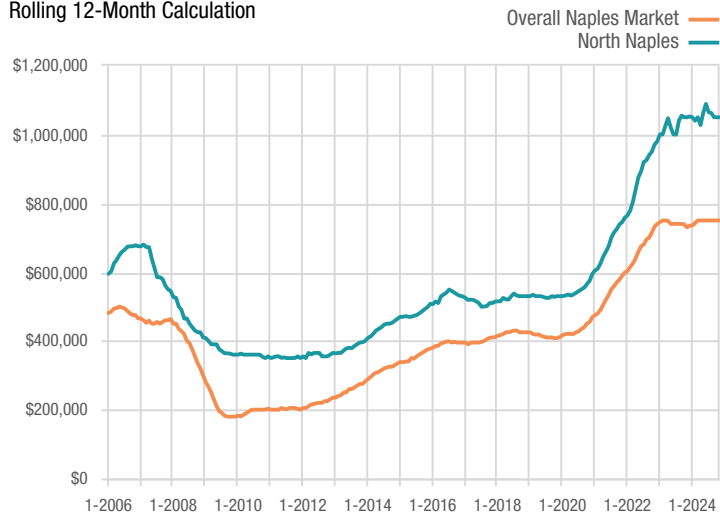
Single Family	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	131	142	+ 8.4%	1,369	1,502	+ 9.7%
Total Sales	62	53	- 14.5%	921	809	- 12.2%
Days on Market Until Sale	57	73	+ 28.1%	53	62	+ 17.0%
Median Closed Price*	\$1,000,000	\$1,022,500	+ 2.3%	\$1,050,000	\$1,025,000	- 2.4%
Average Closed Price*	\$1,481,637	\$1,431,446	- 3.4%	\$1,479,166	\$1,501,493	+ 1.5%
Percent of List Price Received*	96.2%	93.6%	- 2.7%	95.9%	94.9%	- 1.0%
Inventory of Homes for Sale	381	480	+ 26.0%	—	—	—
Months Supply of Inventory	4.6	6.6	+ 43.5%	—	—	—

Condo	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	147	166	+ 12.9%	1,540	1,787	+ 16.0%
Total Sales	76	49	- 35.5%	1,098	990	- 9.8%
Days on Market Until Sale	47	81	+ 72.3%	44	66	+ 50.0%
Median Closed Price*	\$480,000	\$435,000	- 9.4%	\$490,000	\$490,000	0.0%
Average Closed Price*	\$762,250	\$492,029	- 35.5%	\$697,603	\$675,561	- 3.2%
Percent of List Price Received*	96.1%	95.3%	- 0.8%	96.9%	95.8%	- 1.1%
Inventory of Homes for Sale	406	628	+ 54.7%	—	—	—
Months Supply of Inventory	4.1	7.2	+ 75.6%	—	—	—

* 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.

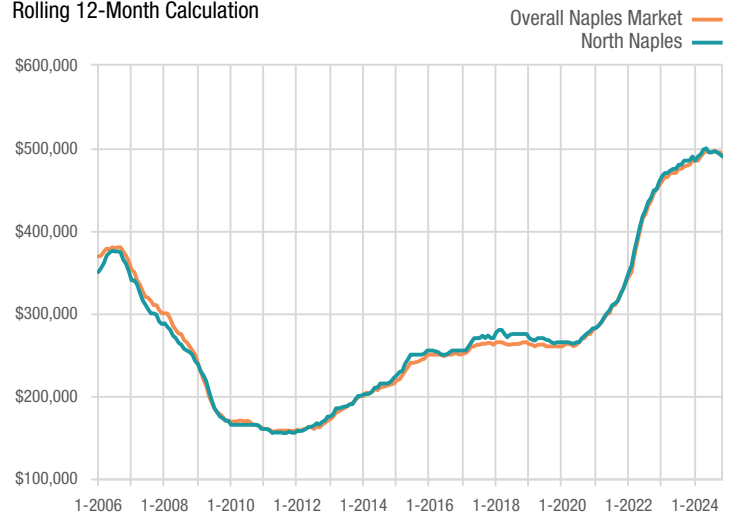
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – November 2024

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Central Naples

34104, 34105, 34116

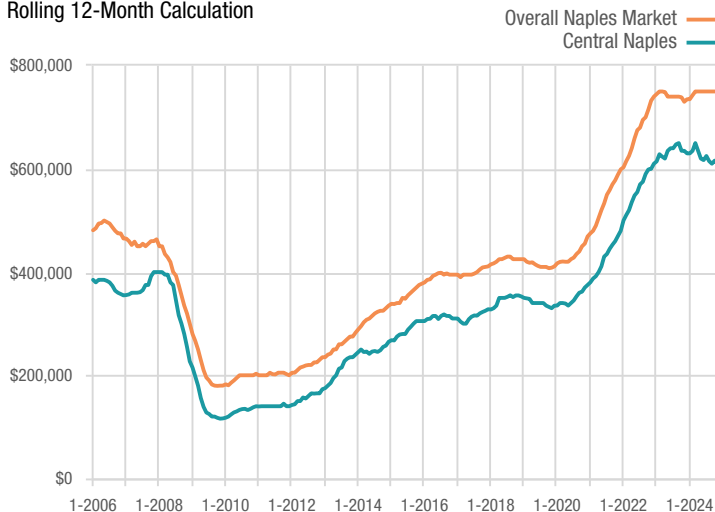
Single Family	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	67	82	+ 22.4%	764	785	+ 2.7%
Total Sales	28	26	- 7.1%	527	474	- 10.1%
Days on Market Until Sale	48	72	+ 50.0%	46	64	+ 39.1%
Median Closed Price*	\$664,500	\$612,000	- 7.9%	\$635,000	\$612,500	- 3.5%
Average Closed Price*	\$968,532	\$907,765	- 6.3%	\$983,302	\$1,094,890	+ 11.3%
Percent of List Price Received*	97.2%	93.6%	- 3.7%	96.1%	95.6%	- 0.5%
Inventory of Homes for Sale	218	252	+ 15.6%	—	—	—
Months Supply of Inventory	4.5	5.8	+ 28.9%	—	—	—

Condo	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	86	117	+ 36.0%	821	1,038	+ 26.4%
Total Sales	46	39	- 15.2%	597	518	- 13.2%
Days on Market Until Sale	37	63	+ 70.3%	40	59	+ 47.5%
Median Closed Price*	\$332,500	\$322,500	- 3.0%	\$352,500	\$345,000	- 2.1%
Average Closed Price*	\$422,515	\$351,628	- 16.8%	\$404,480	\$422,358	+ 4.4%
Percent of List Price Received*	96.2%	95.7%	- 0.5%	96.7%	95.6%	- 1.1%
Inventory of Homes for Sale	229	360	+ 57.2%	—	—	—
Months Supply of Inventory	4.2	7.9	+ 88.1%	—	—	—

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

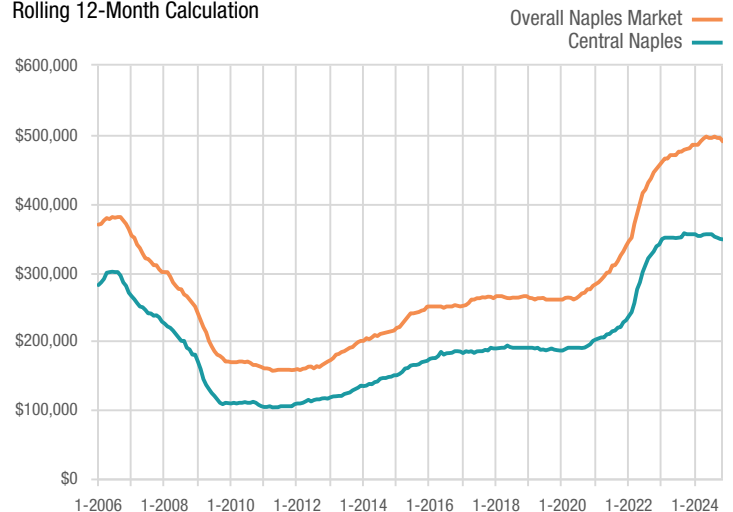
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – November 2024

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South Naples

34112, 34113

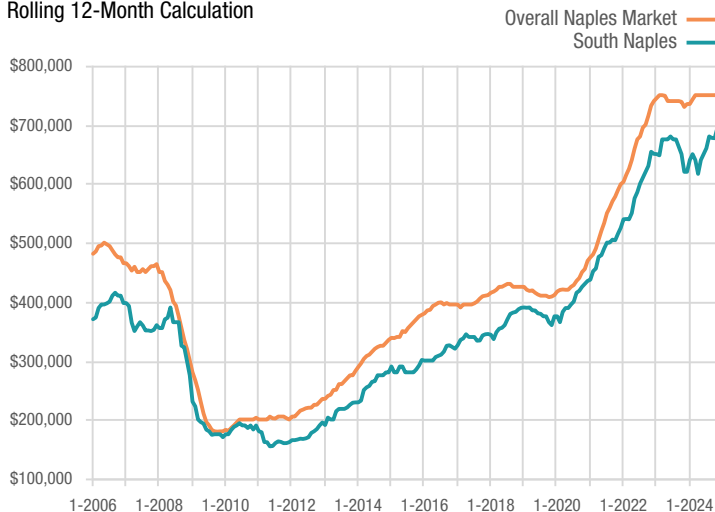
Single Family	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	72	77	+ 6.9%	774	875	+ 13.0%
Total Sales	34	32	- 5.9%	545	435	- 20.2%
Days on Market Until Sale	61	71	+ 16.4%	54	66	+ 22.2%
Median Closed Price*	\$546,000	\$820,000	+ 50.2%	\$620,000	\$690,000	+ 11.3%
Average Closed Price*	\$644,257	\$1,077,138	+ 67.2%	\$908,362	\$1,029,674	+ 13.4%
Percent of List Price Received*	94.4%	93.6%	- 0.8%	95.5%	94.8%	- 0.7%
Inventory of Homes for Sale	244	322	+ 32.0%	—	—	—
Months Supply of Inventory	5.0	8.4	+ 68.0%	—	—	—

Condo	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	139	175	+ 25.9%	1,276	1,544	+ 21.0%
Total Sales	62	49	- 21.0%	916	783	- 14.5%
Days on Market Until Sale	50	56	+ 12.0%	50	70	+ 40.0%
Median Closed Price*	\$427,000	\$350,000	- 18.0%	\$405,000	\$410,000	+ 1.2%
Average Closed Price*	\$561,539	\$489,049	- 12.9%	\$463,685	\$475,157	+ 2.5%
Percent of List Price Received*	96.1%	95.3%	- 0.8%	96.8%	95.9%	- 0.9%
Inventory of Homes for Sale	391	579	+ 48.1%	—	—	—
Months Supply of Inventory	4.8	8.1	+ 68.8%	—	—	—

* 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.

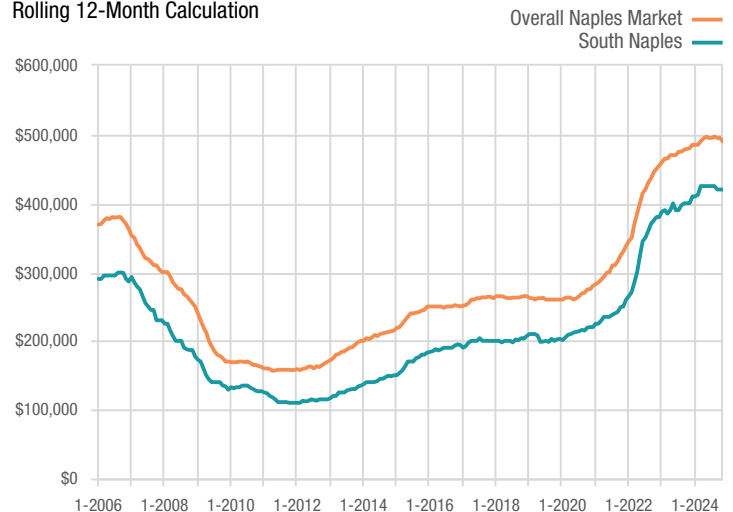
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – November 2024

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East Naples

34114, 34117, 34120, 34137

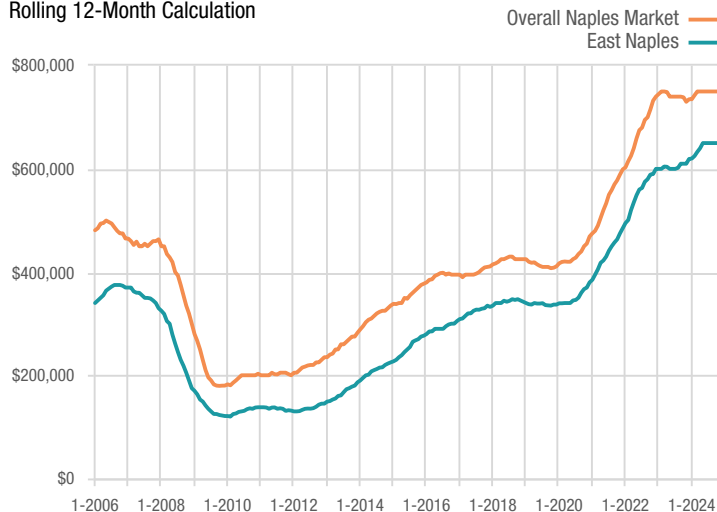
Single Family	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	198	247	+ 24.7%	2,115	2,558	+ 20.9%
Total Sales	90	85	- 5.6%	1,480	1,435	- 3.0%
Days on Market Until Sale	64	79	+ 23.4%	62	71	+ 14.5%
Median Closed Price*	\$595,000	\$680,000	+ 14.3%	\$615,000	\$650,000	+ 5.7%
Average Closed Price*	\$701,141	\$793,239	+ 13.1%	\$748,068	\$801,134	+ 7.1%
Percent of List Price Received*	97.6%	96.2%	- 1.4%	97.1%	96.4%	- 0.7%
Inventory of Homes for Sale	682	925	+ 35.6%	—	—	—
Months Supply of Inventory	5.1	7.2	+ 41.2%	—	—	—

Condo	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	69	108	+ 56.5%	777	888	+ 14.3%
Total Sales	43	31	- 27.9%	576	461	- 20.0%
Days on Market Until Sale	61	67	+ 9.8%	52	82	+ 57.7%
Median Closed Price*	\$500,000	\$440,000	- 12.0%	\$515,000	\$509,000	- 1.2%
Average Closed Price*	\$506,872	\$481,609	- 5.0%	\$534,915	\$535,682	+ 0.1%
Percent of List Price Received*	96.4%	95.2%	- 1.2%	97.0%	96.3%	- 0.7%
Inventory of Homes for Sale	227	348	+ 53.3%	—	—	—
Months Supply of Inventory	4.4	8.3	+ 88.6%	—	—	—

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

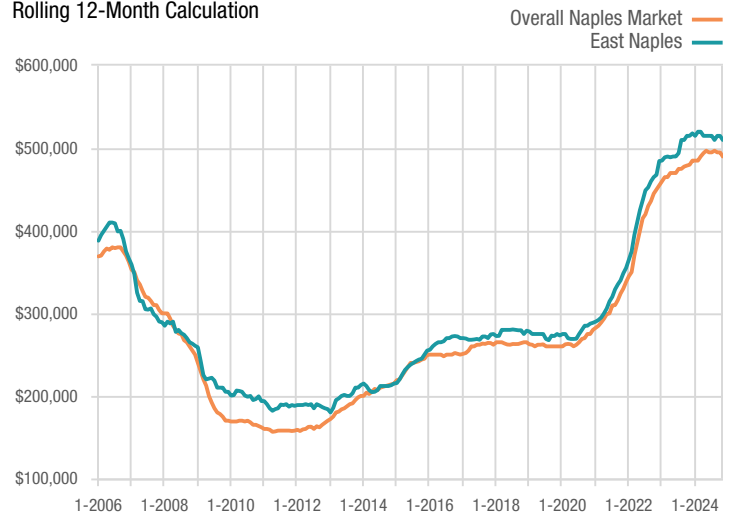
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Immokalee / Ave Maria

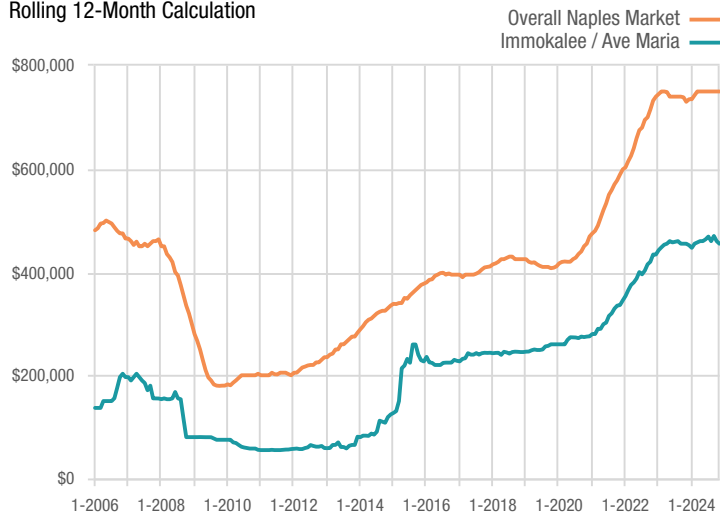
Single Family	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	29	34	+ 17.2%	359	389	+ 8.4%
Total Sales	24	21	- 12.5%	261	209	- 19.9%
Days on Market Until Sale	71	159	+ 123.9%	56	91	+ 62.5%
Median Closed Price*	\$424,000	\$385,000	- 9.2%	\$456,250	\$470,000	+ 3.0%
Average Closed Price*	\$485,891	\$450,219	- 7.3%	\$482,128	\$488,175	+ 1.3%
Percent of List Price Received*	97.3%	94.8%	- 2.6%	97.1%	96.4%	- 0.7%
Inventory of Homes for Sale	108	134	+ 24.1%	—	—	—
Months Supply of Inventory	4.7	7.1	+ 51.1%	—	—	—

Condo	November			Year to Date		
	2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	5	11	+ 120.0%	81	128	+ 58.0%
Total Sales	8	5	- 37.5%	60	61	+ 1.7%
Days on Market Until Sale	84	77	- 8.3%	79	71	- 10.1%
Median Closed Price*	\$333,499	\$263,500	- 21.0%	\$333,750	\$330,000	- 1.1%
Average Closed Price*	\$336,499	\$263,690	- 21.6%	\$341,897	\$331,945	- 2.9%
Percent of List Price Received*	96.0%	92.4%	- 3.8%	96.6%	95.2%	- 1.4%
Inventory of Homes for Sale	27	56	+ 107.4%	—	—	—
Months Supply of Inventory	5.3	10.8	+ 103.8%	—	—	—

* 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.

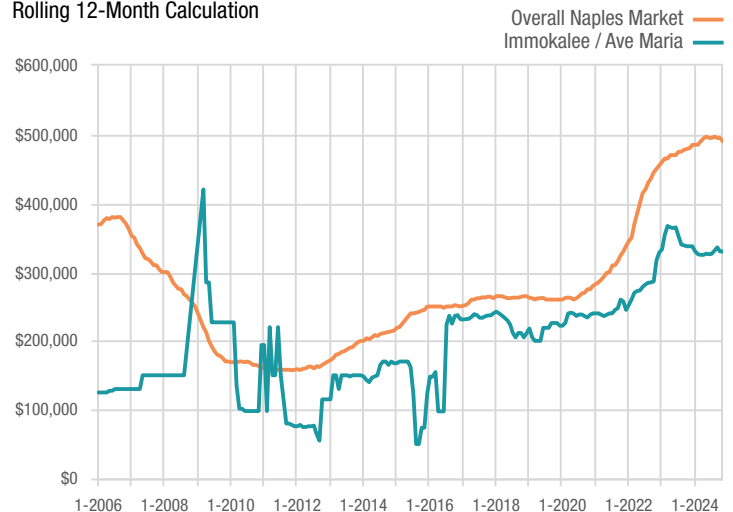
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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.