

Monthly Indicators



October 2025

Increased foot traffic at open houses in October was a positive sign indicating the Naples housing market is building momentum as it approaches snowbird season. Buyers are responding to improved affordability. Broker analysts reviewing the October 2025 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), were concerned that reduced activity in the first quarter of the year – due to consumer uncertainty caused by tariffs – would linger for months; but the October report revealed not only market resilience, but a return to a balanced housing market. A balanced housing market occurs when the supply of homes for sale meets the demand from buyers, resulting in stable prices and a fair negotiating environment for both parties. Signs of improved consumer confidence in October were obvious in the 27.2 percent increase in new listings to 1,566 new listings from 1,231 new listings in October 2024, as well as the 48.5 percent increase in pending sales (homes under contract) to 790 pending sales from 532 pending sales in October 2024.

The overall median closed price in October increased .9 percent to \$575,000 from \$570,000 in October 2024. In comparison, the median closed price in October 2019 (pre-pandemic) was \$329,790. However, there were 1,161 price decreases in October, which shows a continued cooling trend by sellers.

Quick Facts

+ 33.4%	+ 0.9%	+ 6.7%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 43.6%	+9.5%	+ 60.8
Price Range with Strongest Sales	Bedroom Count With Strongest Sales	Property Type With Strongest Sales
\$300,000 & Below	4 Bedrooms or more	Condos

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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	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,231	1,566	+ 27.2%	12,750	13,323	+ 4.5%
Total Sales		497	663	+ 33.4%	6,924	6,955	+ 0.4%
Days on Market Until Sale		89	107	+ 20.2%	73	95	+ 30.1%
Median Closed Price		\$570,000	\$575,000	+ 0.9%	\$615,000	\$600,000	- 2.4%
Average Closed Price		\$898,628	\$1,007,014	+ 12.1%	\$1,082,123	\$1,141,182	+ 5.5%
Percent of List Price Received		95.2%	94.0%	- 1.3%	95.5%	94.3%	- 1.3%
Pending Listings		532	790	+48.5%	8,732	8,618	- 1.3%
Inventory of Homes for Sale		5,046	5,386	+ 6.7%	—	—	—
Months Supply of Inventory		7.5	8.1	+ 8.0%	—	—	—

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	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		624	702	+ 12.5%	6,433	6,620	+ 2.9%
Total Sales		269	360	+ 33.8%	3,510	3,668	+ 4.5%
Days on Market Until Sale		82	106	+ 29.3%	72	93	+ 29.2%
Median Closed Price		\$720,000	\$700,000	- 2.8%	\$750,000	\$730,000	- 2.7%
Average Closed Price		\$1,113,918	\$1,335,481	+ 19.9%	\$1,354,691	\$1,502,613	+ 10.9%
Percent of List Price Received		95.4%	94.1%	- 1.4%	95.5%	94.5%	- 1.0%
Pending Listings		286	419	+46.8%	4,471	4,661	+4.2%
Inventory of Homes for Sale		2,527	2,493	- 1.3%	—	—	—
Months Supply of Inventory		7.4	7.1	- 4.1%	—	—	—

Condo Market Overview

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



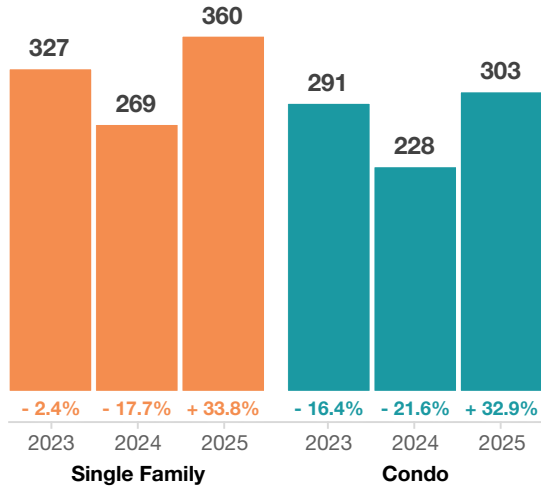
Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		607	864	+ 42.3%	6,317	6,703	+ 6.1%
Total Sales		228	303	+ 32.9%	3,414	3,287	- 3.7%
Days on Market Until Sale		96	110	+ 14.6%	74	96	+ 29.7%
Median Closed Price		\$417,500	\$420,000	+ 0.6%	\$495,000	\$450,000	- 9.1%
Average Closed Price		\$644,624	\$616,756	- 4.3%	\$801,890	\$737,858	- 8.0%
Percent of List Price Received		94.9%	93.8%	- 1.2%	95.5%	94.0%	- 1.6%
Pending Listings		285	371	+30.2%	4,261	3,957	- 7.1%
Inventory of Homes for Sale		2,519	2,893	+ 14.8%	—	—	—
Months Supply of Inventory		7.6	9.2	+ 21.1%	—	—	—

Overall Closed Sales

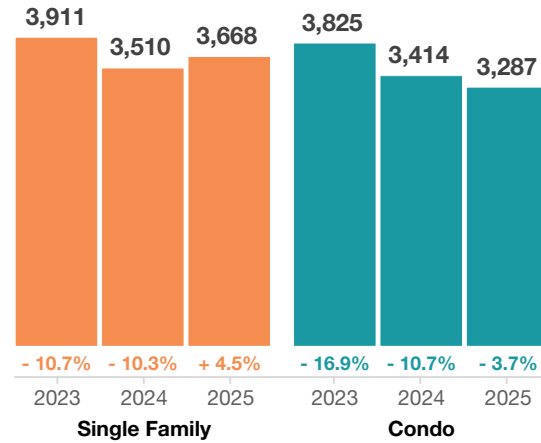
A count of the actual sales that closed in a given month.



October

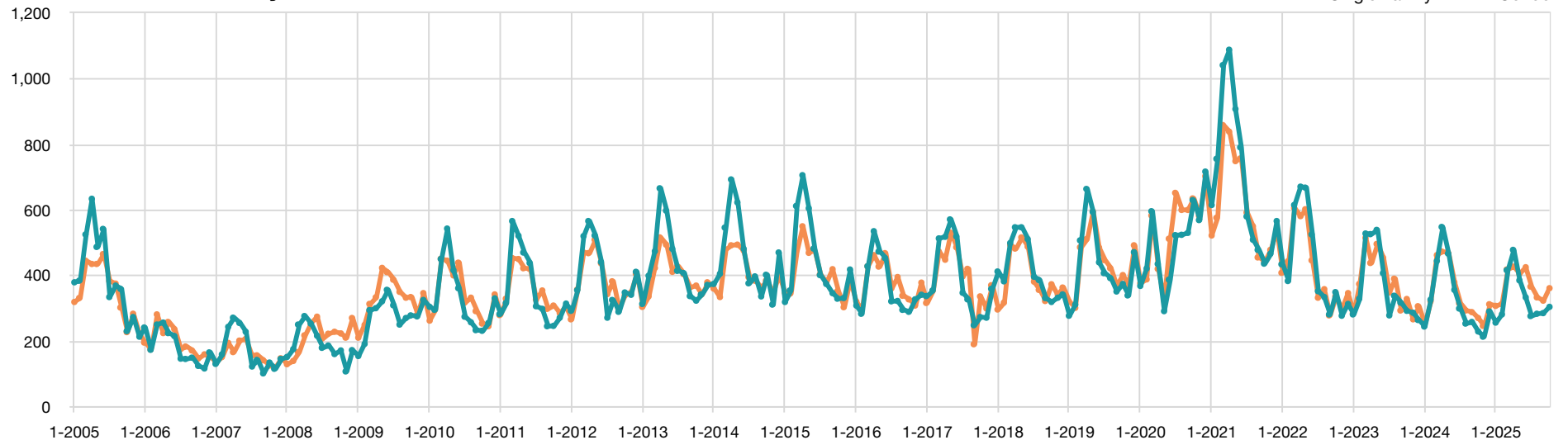


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2024	245	-7.5%	212	-25.6%
Dec-2024	311	+2.0%	289	+9.9%
Jan-2025	306	+22.9%	255	+4.9%
Feb-2025	312	-2.5%	280	-13.8%
Mar-2025	417	-9.5%	415	-6.3%
Apr-2025	426	-9.7%	477	-12.8%
May-2025	404	-13.7%	384	-17.6%
Jun-2025	424	+12.2%	332	-6.5%
Jul-2025	365	+16.2%	275	-7.7%
Aug-2025	332	+13.7%	282	+11.9%
Sep-2025	322	+12.2%	284	+10.5%
Oct-2025	360	+33.8%	303	+32.9%
12-Month Avg	352	+3.5%	316	-4.2%

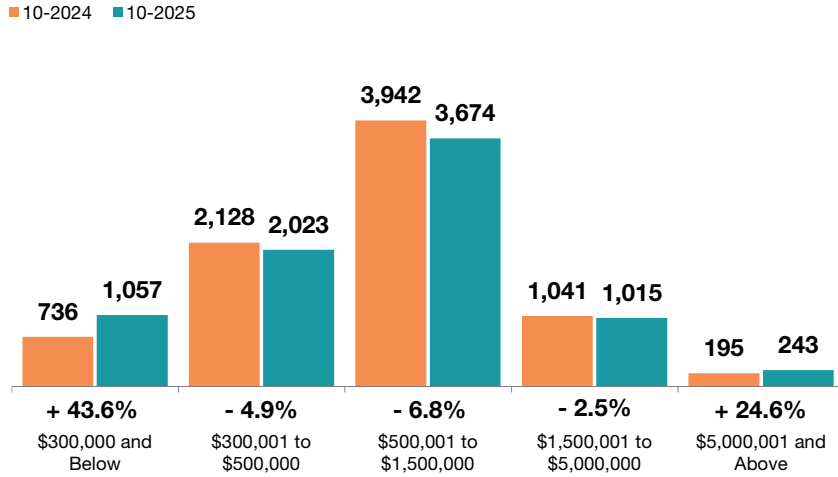
Historical Total Sales by Month



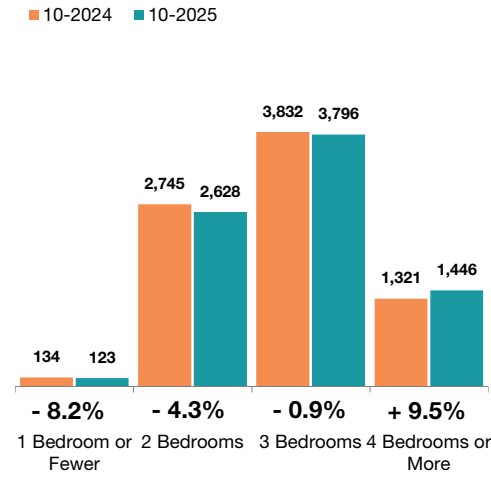
Overall Closed Sales by Price Range

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

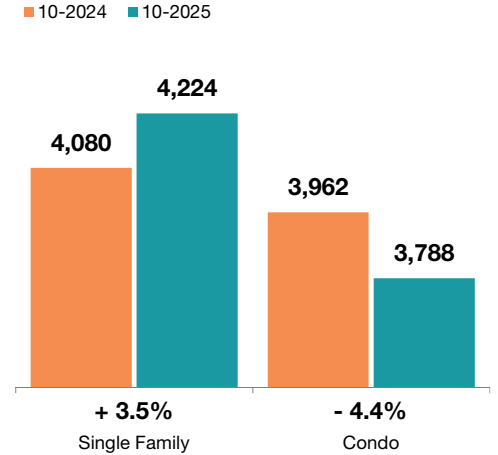
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2024	10-2025	Change
\$300,000 and Below	736	1,057	+ 43.6%
\$300,001 to \$500,000	2,128	2,023	- 4.9%
\$500,001 to \$1,500,000	3,942	3,674	- 6.8%
\$1,500,001 to \$5,000,000	1,041	1,015	- 2.5%
\$5,000,001 and Above	195	243	+ 24.6%
All Price Ranges	8,042	8,012	- 0.4%

Single Family

By Bedroom Count	10-2024	10-2025	Change
1 Bedroom or Fewer	134	123	- 8.2%
2 Bedrooms	2,745	2,628	- 4.3%
3 Bedrooms	3,832	3,796	- 0.9%
4 Bedrooms or More	1,321	1,446	+ 9.5%
All Bedroom Counts	8,042	8,012	- 0.4%

Condo

By Price Range	10-2024	10-2025	Change
\$300,000 and Below	553	889	+ 60.8%
\$300,001 to \$500,000	1,488	1,320	- 11.3%
\$500,001 to \$1,500,000	1,486	1,226	- 17.5%
\$1,500,001 to \$5,000,000	394	310	- 21.3%
\$5,000,001 and Above	41	43	+ 4.9%
All Price Ranges	3,962	3,788	- 4.4%

By Bedroom Count

By Price Range	10-2024	10-2025	Change
1 Bedroom or Fewer	134	123	- 8.2%
2 Bedrooms	2,745	2,628	- 4.3%
3 Bedrooms	3,832	3,796	- 0.9%
4 Bedrooms or More	1,321	1,446	+ 9.5%
All Bedroom Counts	8,042	8,012	- 0.4%

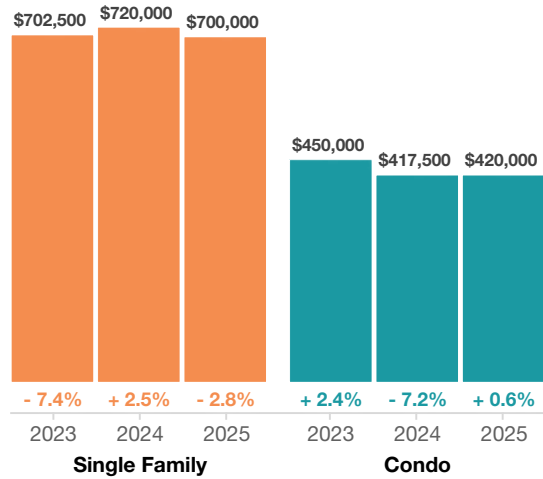
By Bedroom Count	10-2024	10-2025	Change
1 Bedroom or Fewer	28	34	+ 21.4%
2 Bedrooms	482	424	- 12.0%
3 Bedrooms	2,323	2,384	+ 2.6%
4 Bedrooms or More	1,245	1,379	+ 10.8%
All Bedroom Counts	4,080	4,224	+ 3.5%

Overall Median Closed Price

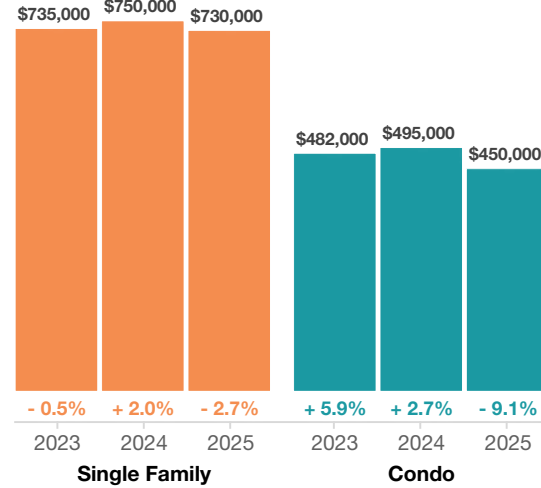


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

October



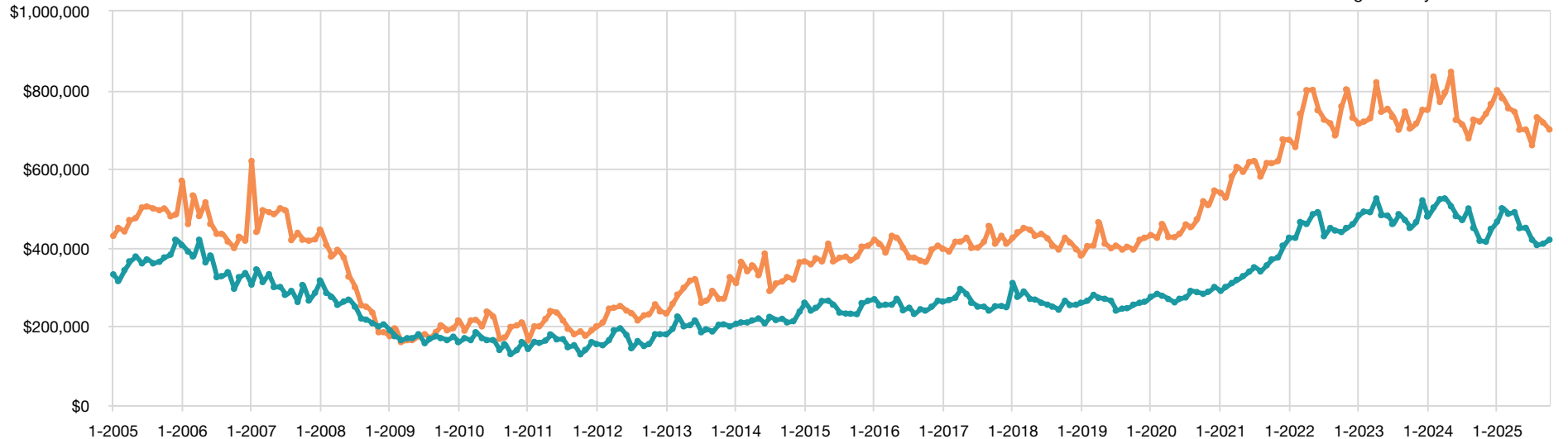
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2024	\$740,000	+ 3.5%	\$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	\$780,000	- 6.5%	\$500,000	- 0.4%
Mar-2025	\$754,000	- 2.1%	\$486,000	- 7.1%
Apr-2025	\$745,000	- 6.1%	\$490,000	- 6.7%
May-2025	\$699,500	- 17.4%	\$449,500	- 11.0%
Jun-2025	\$700,000	- 3.4%	\$450,225	- 6.2%
Jul-2025	\$660,000	- 7.4%	\$420,000	- 10.6%
Aug-2025	\$731,000	+ 7.9%	\$406,500	- 18.6%
Sep-2025	\$717,500	- 1.0%	\$410,000	- 8.9%
Oct-2025	\$700,000	- 2.8%	\$420,000	+ 0.6%
12-Month Avg*	\$735,000	- 2.0%	\$450,000	- 9.1%

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

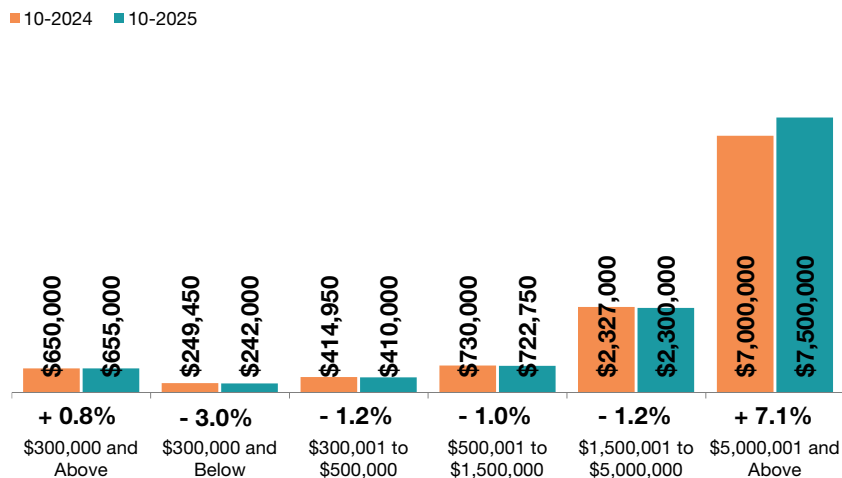
Historical Median Closed Price by Month



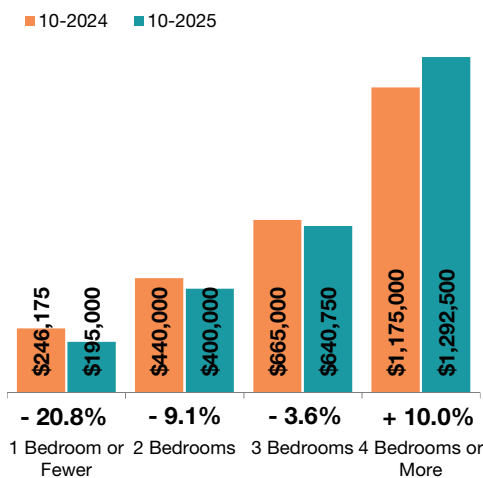
Overall Median Closed Sales by Price Range

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

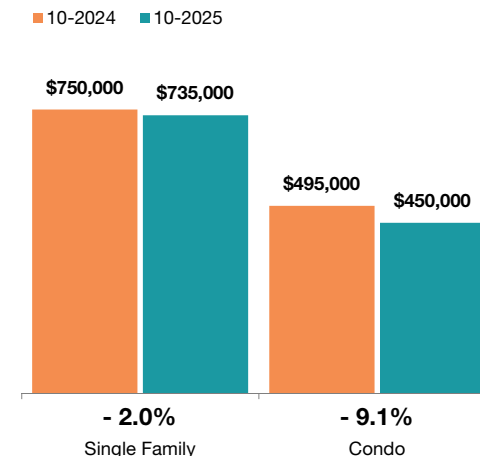
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2024	10-2025	Change
\$300,000 and Above	\$650,000	\$655,000	+ 0.8%
\$300,000 and Below	\$249,450	\$242,000	- 3.0%
\$300,001 to \$500,000	\$414,950	\$410,000	- 1.2%
\$500,001 to \$1,500,000	\$730,000	\$722,750	- 1.0%
\$1,500,001 to \$5,000,000	\$2,327,000	\$2,300,000	- 1.2%
\$5,000,001 and Above	\$7,000,000	\$7,500,000	+ 7.1%
All Price Ranges	\$610,000	\$600,000	- 1.6%

Single Family

	10-2024	10-2025	Change
\$300,000 and Above	\$774,000	\$750,000	- 3.1%
\$300,000 and Below	\$189,000	\$196,000	+ 3.7%
\$300,001 to \$500,000	\$439,800	\$438,000	- 0.4%
\$500,001 to \$1,500,000	\$750,000	\$730,000	- 2.7%
\$1,500,001 to \$5,000,000	\$2,350,000	\$2,325,000	- 1.1%
\$5,000,001 and Above	\$7,450,000	\$8,100,000	+ 8.7%
All Price Ranges	\$750,000	\$735,000	- 2.0%

Condo

	10-2024	10-2025	Change
\$300,000 and Above	\$537,500	\$525,000	- 2.3%
\$300,000 and Below	\$265,000	\$250,000	- 5.7%
\$300,001 to \$500,000	\$400,000	\$395,500	- 1.1%
\$500,001 to \$1,500,000	\$680,000	\$700,000	+ 2.9%
\$1,500,001 to \$5,000,000	\$2,300,000	\$2,200,000	- 4.3%
\$5,000,001 and Above	\$6,000,000	\$6,525,000	+ 8.7%
All Price Ranges	\$495,000	\$450,000	- 9.1%

By Bedroom Count

	10-2024	10-2025	Change
1 Bedroom or Fewer	\$246,175	\$195,000	- 20.8%
2 Bedrooms	\$440,000	\$400,000	- 9.1%
3 Bedrooms	\$665,000	\$640,750	- 3.6%
4 Bedrooms or More	\$1,175,000	\$1,292,500	+ 10.0%
All Bedroom Counts	\$610,000	\$600,000	- 1.6%

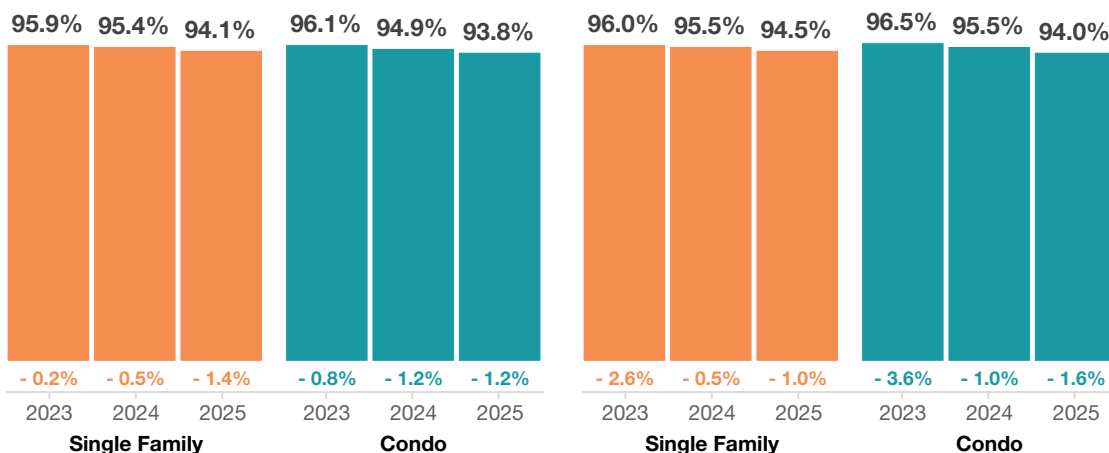
	10-2024	10-2025	Change
1 Bedroom or Fewer	\$150,500	\$130,850	- 13.1%
2 Bedrooms	\$480,000	\$485,000	+ 1.0%
3 Bedrooms	\$690,000	\$660,000	- 4.3%
4 Bedrooms or More	\$1,160,000	\$1,260,000	+ 8.6%
All Bedroom Counts	\$750,000	\$735,000	- 2.0%

Overall 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.**

October

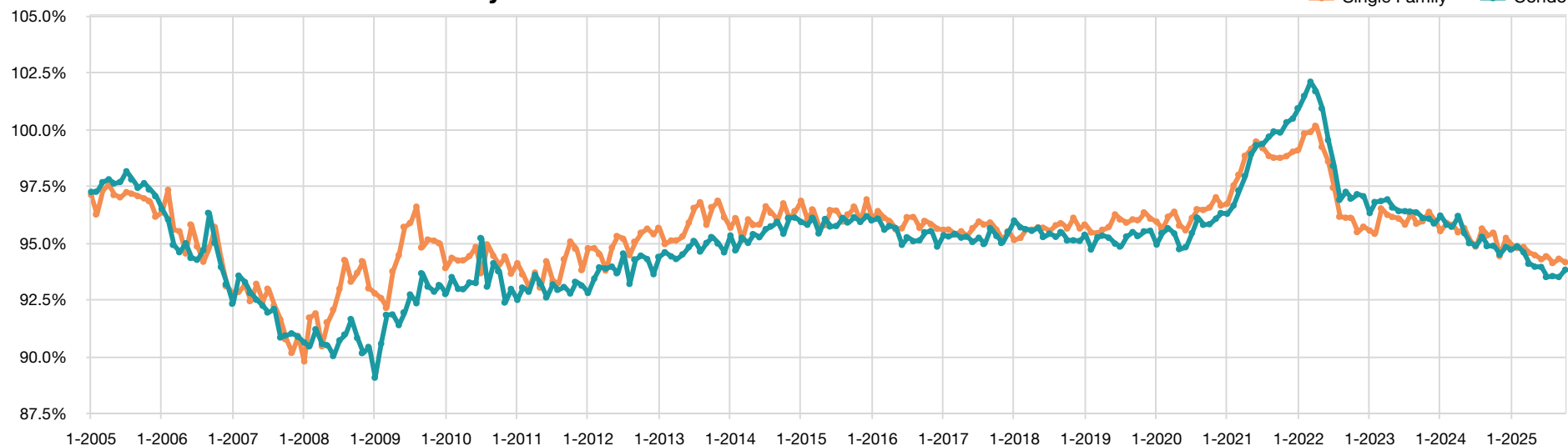
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2024	94.4%	- 2.1%	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	94.8%	- 1.1%	94.8%	- 1.0%
Mar-2025	94.8%	- 1.0%	94.6%	- 1.1%
Apr-2025	94.5%	- 1.0%	94.1%	- 2.2%
May-2025	94.4%	- 1.3%	93.9%	- 1.6%
Jun-2025	94.3%	- 0.8%	93.9%	- 1.2%
Jul-2025	94.4%	- 0.4%	93.5%	- 1.5%
Aug-2025	94.1%	- 1.6%	93.5%	- 1.9%
Sep-2025	94.3%	- 1.0%	93.5%	- 1.4%
Oct-2025	94.1%	- 1.4%	93.8%	- 1.2%
12-Month Avg*	94.5%	- 1.1%	94.1%	- 1.5%

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

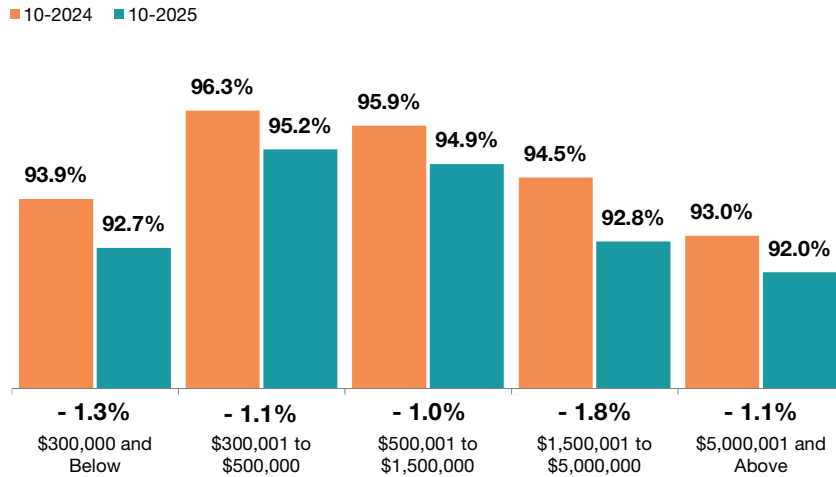
Historical Percent of List Price Received by Month



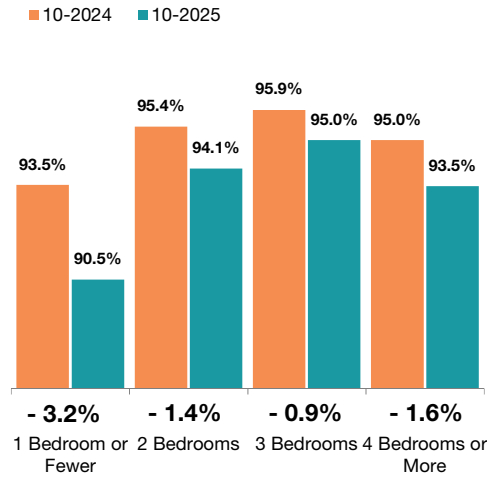
Overall Percent of List Price Received by Price Range

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.

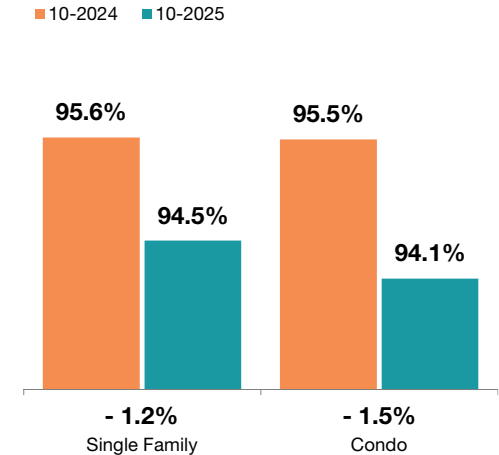
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2024	10-2025	Change
\$300,000 and Below	93.9%	92.7%	- 1.3%
\$300,001 to \$500,000	96.3%	95.2%	- 1.1%
\$500,001 to \$1,500,000	95.9%	94.9%	- 1.0%
\$1,500,001 to \$5,000,000	94.5%	92.8%	- 1.8%
\$5,000,001 and Above	93.0%	92.0%	- 1.1%
All Price Ranges	95.6%	94.3%	- 1.4%

Single Family

	10-2024	10-2025	Change
1 Bedroom or Fewer	92.8%	90.9%	- 2.0%
2 Bedrooms	97.0%	96.0%	- 1.0%
3 Bedrooms	95.9%	95.1%	- 0.8%
4 Bedrooms or More	94.3%	92.7%	- 1.7%
All Single Family	95.6%	94.5%	- 1.2%

Condo

	10-2024	10-2025	Change
1 Bedroom or Fewer	94.3%	93.0%	- 1.4%
2 Bedrooms	95.9%	94.8%	- 1.1%
3 Bedrooms	95.8%	94.4%	- 1.5%
4 Bedrooms or More	94.9%	93.3%	- 1.7%
All Condo	95.5%	94.1%	- 1.5%

By Bedroom Count

	10-2024	10-2025	Change
1 Bedroom or Fewer	93.5%	90.5%	- 3.2%
2 Bedrooms	95.4%	94.1%	- 1.4%
3 Bedrooms	95.9%	95.0%	- 0.9%
4 Bedrooms or More	95.0%	93.5%	- 1.6%
All Bedroom Counts	95.6%	94.3%	- 1.4%

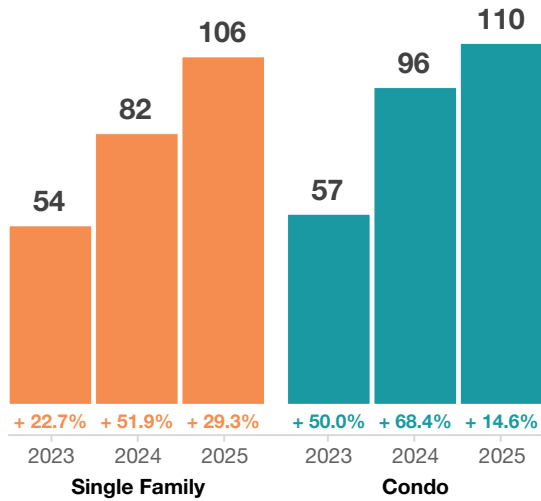
	10-2024	10-2025	Change
1 Bedroom or Fewer	90.9%	89.6%	- 1.4%
2 Bedrooms	94.9%	94.0%	- 0.9%
3 Bedrooms	96.1%	95.2%	- 0.9%
4 Bedrooms or More	94.9%	93.5%	- 1.5%
All Single Family	95.6%	94.5%	- 1.2%

Overall Days on Market Until Sale

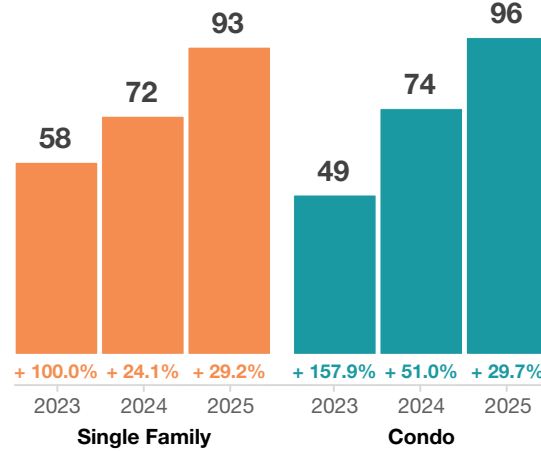
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



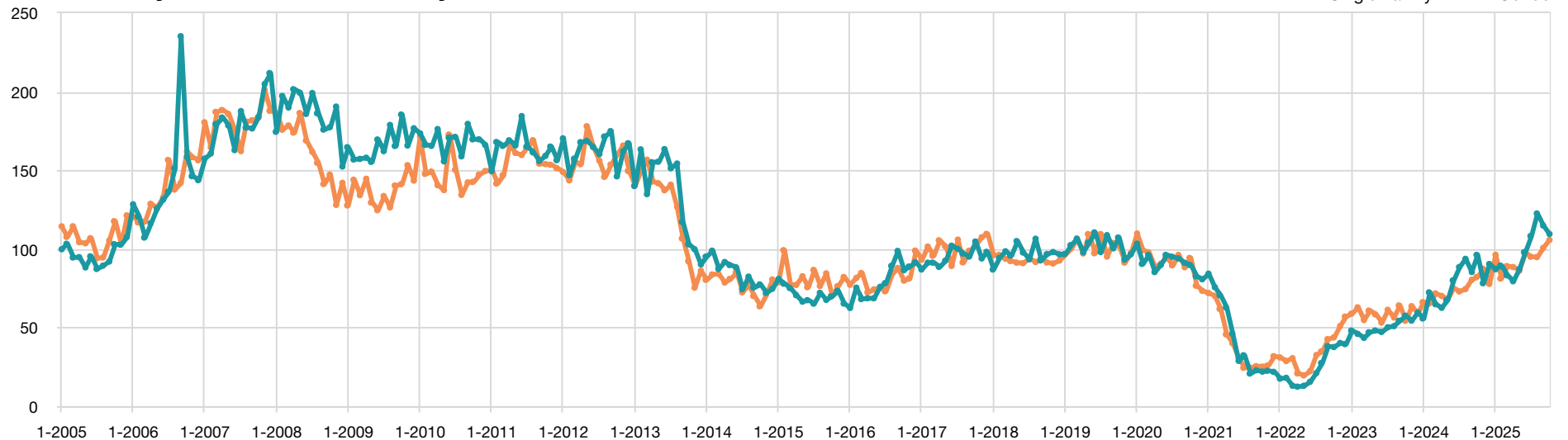
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	81	+ 24.6%	89	+ 23.6%
Mar-2025	89	+ 23.6%	83	+ 27.7%
Apr-2025	88	+ 25.7%	79	+ 25.4%
May-2025	86	+ 26.5%	87	+ 29.9%
Jun-2025	98	+ 30.7%	98	+ 22.5%
Jul-2025	95	+ 30.1%	108	+ 22.7%
Aug-2025	95	+ 28.4%	123	+ 30.9%
Sep-2025	101	+ 26.3%	115	+ 35.3%
Oct-2025	106	+ 29.3%	110	+ 14.6%
12-Month Avg*	92	+ 30.0%	95	+ 31.7%

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

Historical Days on Market Until Sale by Month

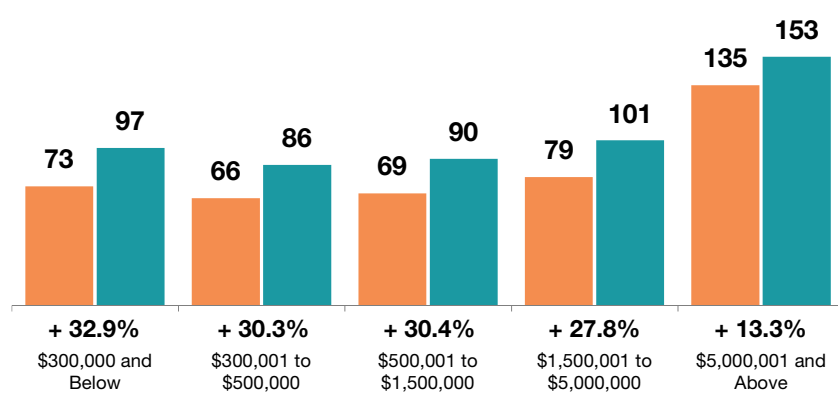


Overall Days on Market Until Sale by Price Range

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

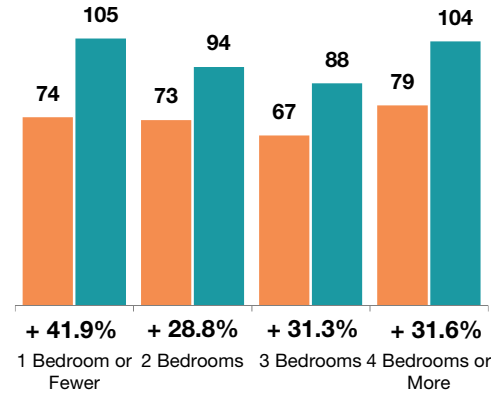
By Price Range

10-2024 10-2025



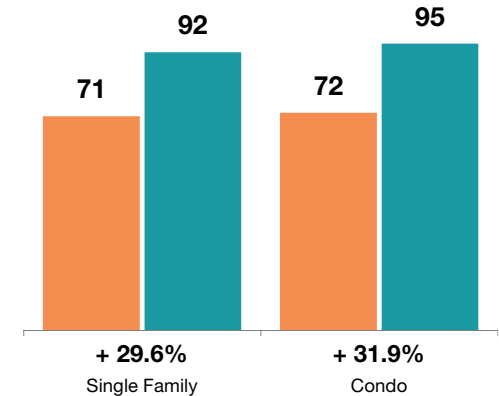
By Bedroom Count

10-2024 10-2025



By Property Type

10-2024 10-2025



All Properties

By Price Range	10-2024	10-2025	Change
\$300,000 and Below	73	97	+ 32.9%
\$300,001 to \$500,000	66	86	+ 30.3%
\$500,001 to \$1,500,000	69	90	+ 30.4%
\$1,500,001 to \$5,000,000	79	101	+ 27.8%
\$5,000,001 and Above	135	153	+ 13.3%
All Price Ranges	71	93	+ 31.0%

Single Family

10-2024	10-2025	Change	10-2024	10-2025	Change
73	83	+ 13.7%	73	99	+ 35.6%
58	74	+ 27.6%	69	92	+ 33.3%
69	90	+ 30.4%	69	89	+ 29.0%
76	97	+ 27.6%	83	112	+ 34.9%
130	164	+ 26.2%	154	100	- 35.1%
71	92	+ 29.6%	72	95	+ 31.9%

Condo

By Bedroom Count	10-2024	10-2025	Change
1 Bedroom or Fewer	74	105	+ 41.9%
2 Bedrooms	73	94	+ 28.8%
3 Bedrooms	67	88	+ 31.3%
4 Bedrooms or More	79	104	+ 31.6%
All Bedroom Counts	71	93	+ 31.0%

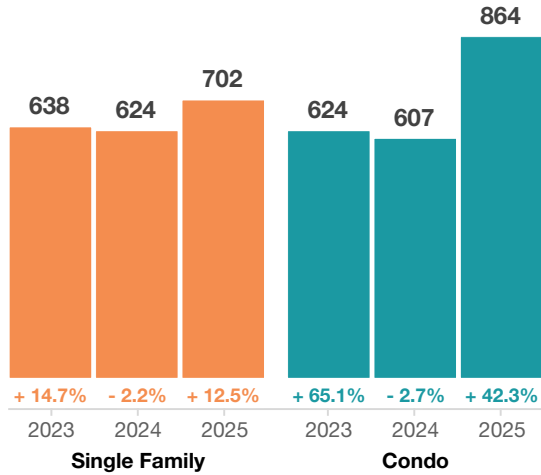
10-2024	10-2025	Change	10-2024	10-2025	Change
79	96	+ 21.5%	73	109	+ 49.7%
73	89	+ 21.9%	73	95	+ 30.0%
66	85	+ 28.8%	69	92	+ 34.0%
78	104	+ 33.3%	91	108	+ 17.7%
71	92	+ 29.6%	72	95	+ 31.9%

Overall New Listings

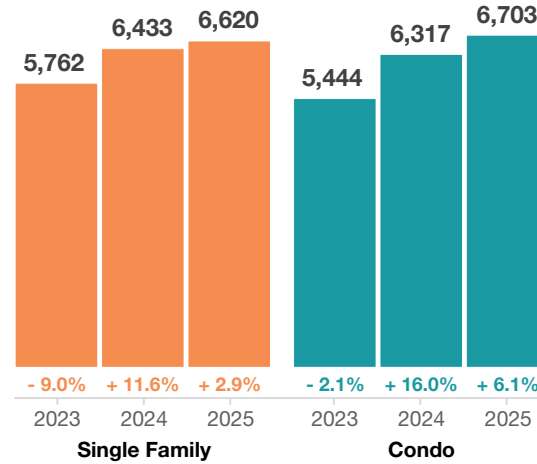
A count of the properties that have been newly listed on the market in a given month.



October

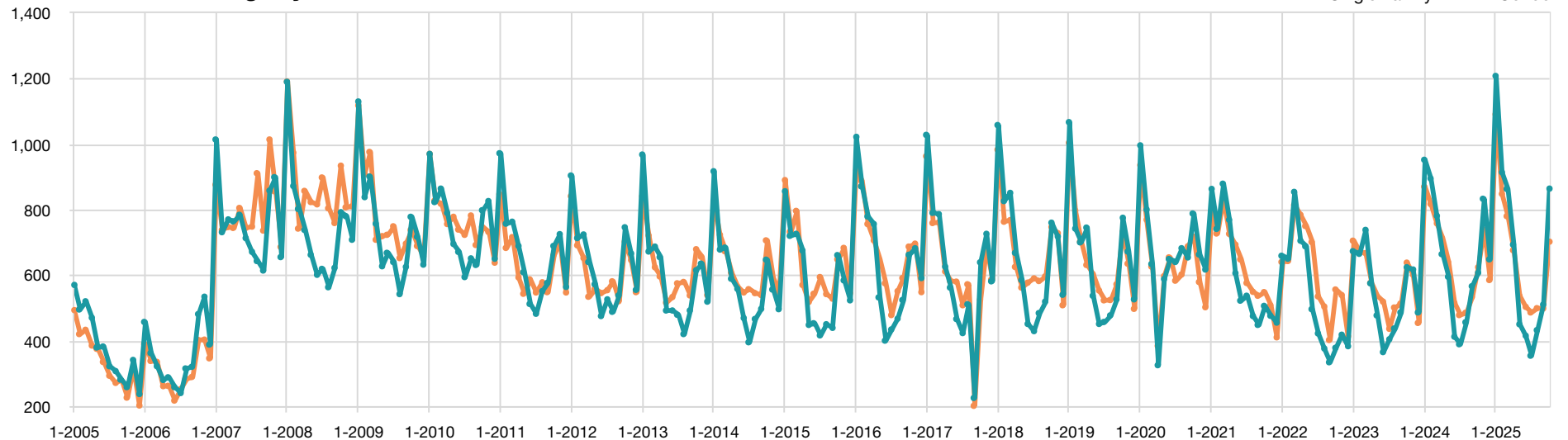


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2024	740	+ 23.1%	833	+ 35.0%
Dec-2024	585	+ 28.9%	648	+ 33.3%
Jan-2025	1,091	+ 25.4%	1,208	+ 26.9%
Feb-2025	848	+ 3.8%	914	+ 2.1%
Mar-2025	780	+ 2.9%	863	+ 10.5%
Apr-2025	676	- 5.2%	693	+ 4.4%
May-2025	537	- 16.1%	450	- 24.4%
Jun-2025	503	- 2.3%	415	+ 0.7%
Jul-2025	486	+ 1.7%	354	- 9.0%
Aug-2025	499	+ 2.9%	432	- 5.3%
Sep-2025	498	- 6.6%	510	- 9.9%
Oct-2025	702	+ 12.5%	864	+ 42.3%
12-Month Avg	662	+ 6.1%	682	+ 10.4%

Historical New Listings by Month

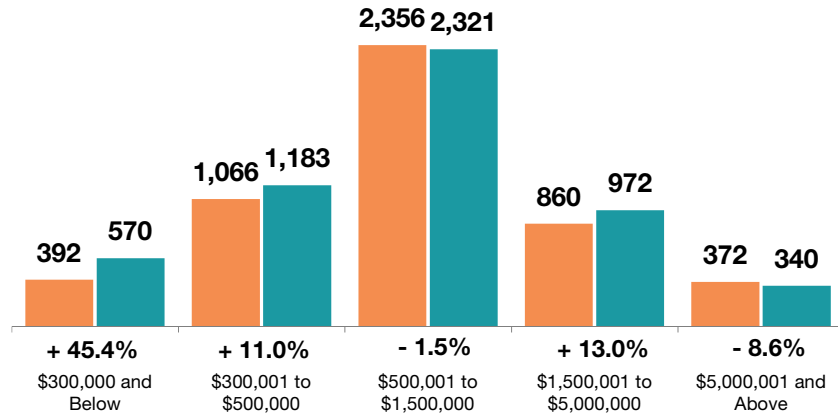


Overall Inventory of Homes for Sale

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

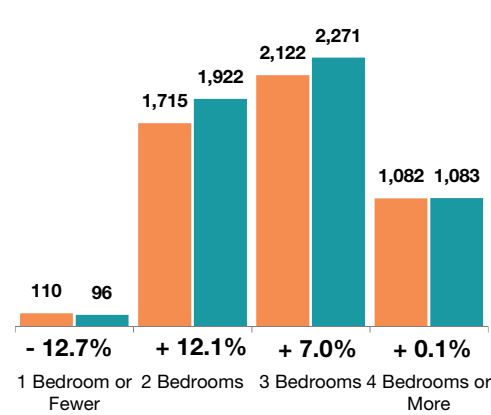
By Price Range

10-2024 10-2025



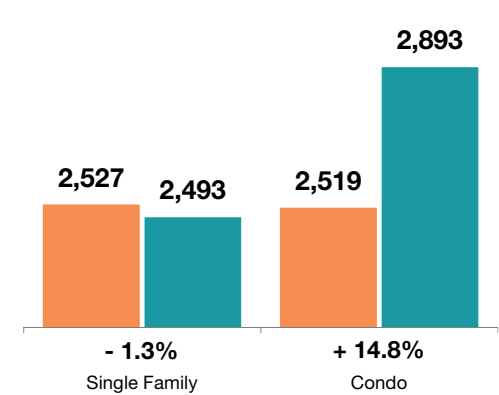
By Bedroom Count

10-2024 10-2025



By Property Type

10-2024 10-2025



All Properties

By Price Range	10-2024	10-2025	Change
\$300,000 and Below	392	570	+ 45.4%
\$300,001 to \$500,000	1,066	1,183	+ 11.0%
\$500,001 to \$1,500,000	2,356	2,321	- 1.5%
\$1,500,001 to \$5,000,000	860	972	+ 13.0%
\$5,000,001 and Above	372	340	- 8.6%
All Price Ranges	5,046	5,386	+ 6.7%

Single Family

By Price Range	10-2024	10-2025	Change
\$300,000 and Below	89	118	+ 32.6%
\$300,001 to \$500,000	193	220	+ 14.0%
\$500,001 to \$1,500,000	1,405	1,287	- 8.4%
\$1,500,001 to \$5,000,000	534	598	+ 12.0%
\$5,000,001 and Above	306	270	- 11.8%
All Price Ranges	2,527	2,493	- 1.3%

Condo

By Price Range	10-2024	10-2025	Change
\$300,000 and Below	303	452	+ 49.2%
\$300,001 to \$500,000	873	963	+ 10.3%
\$500,001 to \$1,500,000	951	1,034	+ 8.7%
\$1,500,001 to \$5,000,000	326	374	+ 14.7%
\$5,000,001 and Above	66	70	+ 6.1%
All Price Ranges	2,519	2,893	+ 14.8%

By Bedroom Count

By Bedroom Count	10-2024	10-2025	Change
1 Bedroom or Fewer	110	96	- 12.7%
2 Bedrooms	1,715	1,922	+ 12.1%
3 Bedrooms	2,122	2,271	+ 7.0%
4 Bedrooms or More	1,082	1,083	+ 0.1%
All Bedroom Counts	5,046	5,386	+ 6.7%

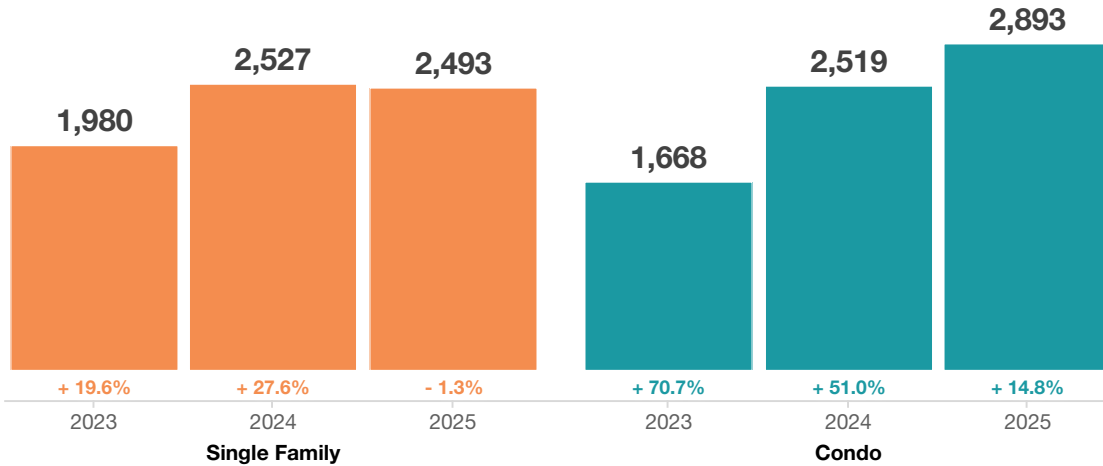
By Bedroom Count	10-2024	10-2025	Change
1 Bedroom or Fewer	26	18	- 30.8%
2 Bedrooms	256	274	+ 7.0%
3 Bedrooms	1,227	1,201	- 2.1%
4 Bedrooms or More	1,013	998	- 1.5%
All Bedroom Counts	2,527	2,493	- 1.3%

Overall Inventory of Homes for Sale by Price Range



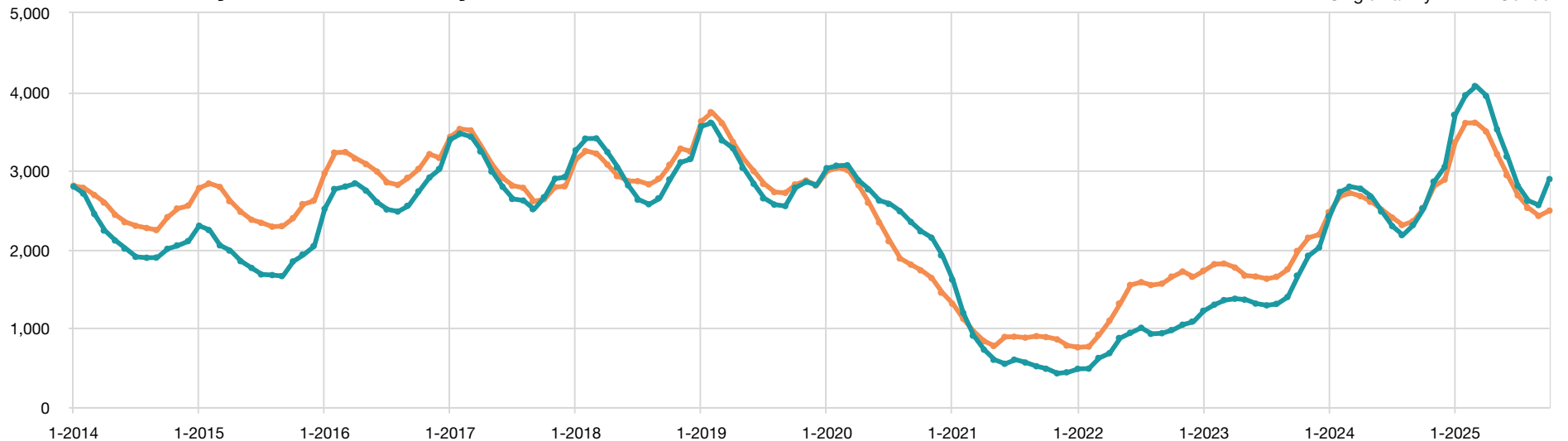
The number of properties available for sale in active status at the end of a given month.

October



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2024	2,804	+ 30.5%	2,861	+ 49.0%
Dec-2024	2,886	+ 31.8%	3,049	+ 50.6%
Jan-2025	3,359	+ 35.8%	3,708	+ 53.1%
Feb-2025	3,605	+ 34.8%	3,957	+ 44.9%
Mar-2025	3,608	+ 32.8%	4,074	+ 45.7%
Apr-2025	3,497	+ 30.7%	3,949	+ 42.5%
May-2025	3,210	+ 23.2%	3,524	+ 31.8%
Jun-2025	2,943	+ 17.4%	3,179	+ 28.1%
Jul-2025	2,687	+ 11.8%	2,808	+ 22.3%
Aug-2025	2,528	+ 9.4%	2,618	+ 20.0%
Sep-2025	2,426	+ 2.8%	2,563	+ 11.0%
Oct-2025	2,493	- 1.3%	2,893	+ 14.8%
12-Month Avg	3,004	+ 21.8%	3,265	+ 34.5%

Historical Inventory of Homes for Sale by Month



Listing and Sales Summary Report

October 2025



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Oct-25	Oct-24	% Change	Oct-25	Oct-24	% Change	Oct-25	Oct-24	% Change	Oct-25	Oct-24	% Change
Overall Naples Market*	\$575,000	\$570,000	+0.9%	663	497	+33.4%	5,386	5,046	+6.7%	107	89	+20.2%
Collier County	\$590,000	\$592,000	-0.3%	721	553	+30.4%	6,018	5,619	+7.1%	110	92	+19.6%
Ave Maria	\$425,000	\$479,995	-11.5%	16	10	+60.0%	209	169	+23.7%	111	124	-10.5%
Central Naples	\$420,000	\$440,000	-4.5%	89	69	+29.0%	595	577	+3.1%	105	72	+45.8%
East Naples	\$565,450	\$571,500	-1.1%	178	127	+40.2%	1,268	1,180	+7.5%	103	94	+9.6%
Everglades City	\$225,500	--	--	1	0	--	9	7	+28.6%	381	--	--
Immokalee	\$308,400	\$325,000	-5.1%	4	7	-42.9%	3	26	-88.5%	181	73	+147.9%
Immokalee / Ave Maria	\$405,000	\$368,000	+10.1%	20	17	+17.6%	213	196	+8.7%	125	103	+21.4%
Naples	\$585,000	\$577,500	+1.3%	642	479	+34.0%	5,168	4,849	+6.6%	107	88	+21.6%
Naples Beach	\$1,025,000	\$1,100,000	-6.8%	99	65	+52.3%	1,294	1,181	+9.6%	120	125	-4.0%
North Naples	\$645,000	\$702,500	-8.2%	167	120	+39.2%	1,111	1,084	+2.5%	101	73	+38.4%
South Naples	\$499,500	\$419,000	+19.2%	110	99	+11.1%	905	828	+9.3%	112	85	+31.8%
34102	\$2,350,000	\$1,650,000	+42.4%	33	21	+57.1%	428	405	+5.7%	110	139	-20.9%
34103	\$935,000	\$1,175,000	-20.4%	23	18	+27.8%	391	341	+14.7%	125	130	-3.8%
34104	\$340,000	\$465,000	-26.9%	30	25	+20.0%	263	274	-4.0%	122	69	+76.8%
34105	\$597,500	\$664,000	-10.0%	36	31	+16.1%	252	221	+14.0%	116	86	+34.9%
34108	\$955,000	\$917,500	+4.1%	43	26	+65.4%	475	435	+9.2%	125	110	+13.6%
34109	\$572,500	\$680,000	-15.8%	44	20	+120.0%	292	257	+13.6%	99	76	+30.3%
34110	\$570,000	\$711,250	-19.9%	48	36	+33.3%	399	410	-2.7%	116	79	+46.8%
34112	\$380,000	\$375,000	+1.3%	65	55	+18.2%	529	452	+17.0%	92	87	+5.7%
34113	\$610,000	\$573,750	+6.3%	45	44	+2.3%	376	376	0.0%	142	82	+73.2%
34114	\$528,950	\$563,250	-6.1%	76	52	+46.2%	555	531	+4.5%	111	111	0.0%
34116	\$400,000	\$379,000	+5.5%	23	13	+76.9%	80	82	-2.4%	65	46	+41.3%
34117	\$650,000	\$537,500	+20.9%	28	12	+133.3%	140	154	-9.1%	109	54	+101.9%
34119	\$700,000	\$707,500	-1.1%	75	64	+17.2%	420	417	+0.7%	93	69	+34.8%
34120	\$580,000	\$619,000	-6.3%	74	63	+17.5%	570	494	+15.4%	92	88	+4.5%
34137	--	--	--	0	0	--	3	1	+200.0%	--	--	--
34142	\$405,000	\$368,000	+10.1%	20	17	+17.6%	213	196	+8.7%	125	103	+21.4%

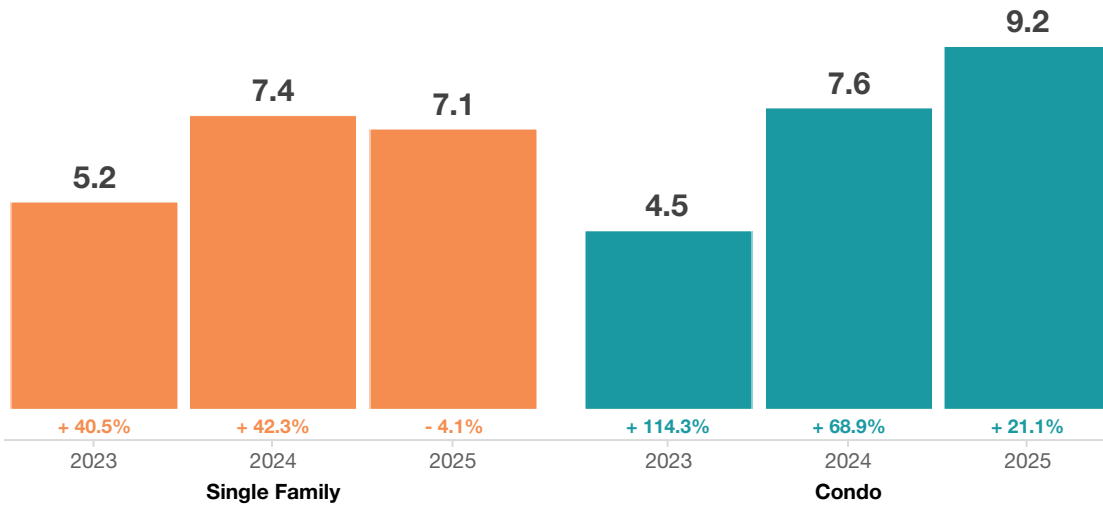
* Overall Naples Market is defined as Collier County, excluding Marco Island.

Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



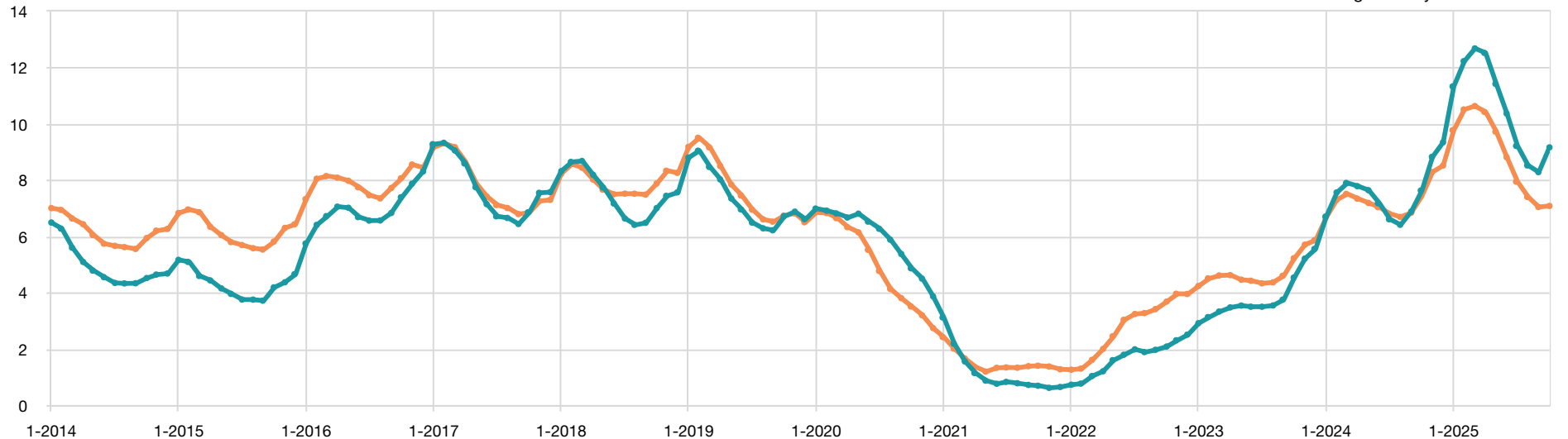
October



Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2024	8.3	+ 45.6%	8.8	+ 69.2%
Dec-2024	8.5	+ 44.1%	9.3	+ 66.1%
Jan-2025	9.8	+ 46.3%	11.3	+ 68.7%
Feb-2025	10.5	+ 43.8%	12.2	+ 60.5%
Mar-2025	10.6	+ 41.3%	12.7	+ 60.8%
Apr-2025	10.4	+ 42.5%	12.5	+ 60.3%
May-2025	9.7	+ 34.7%	11.4	+ 50.0%
Jun-2025	8.8	+ 25.7%	10.4	+ 44.4%
Jul-2025	7.9	+ 16.2%	9.2	+ 39.4%
Aug-2025	7.4	+ 10.4%	8.5	+ 32.8%
Sep-2025	7.0	+ 2.9%	8.3	+ 20.3%
Oct-2025	7.1	- 4.1%	9.2	+ 21.1%
12-Month Avg*	8.8	+ 28.9%	10.3	+ 49.2%

* Months Supply for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

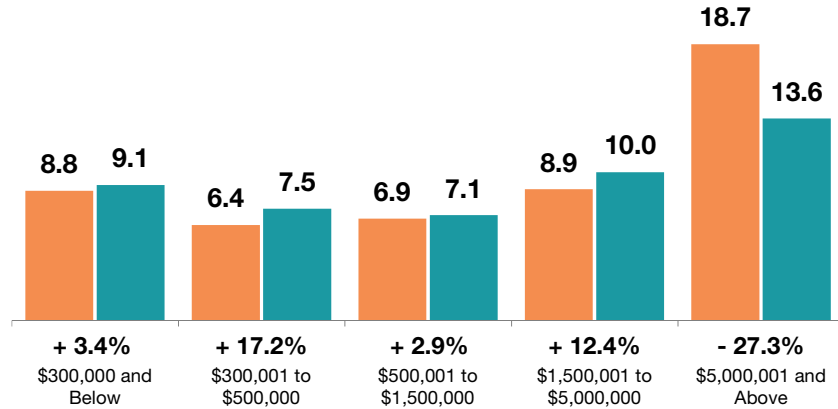


Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, divided by the average monthly sales from the last 12 months. **Based on one month of activity.**

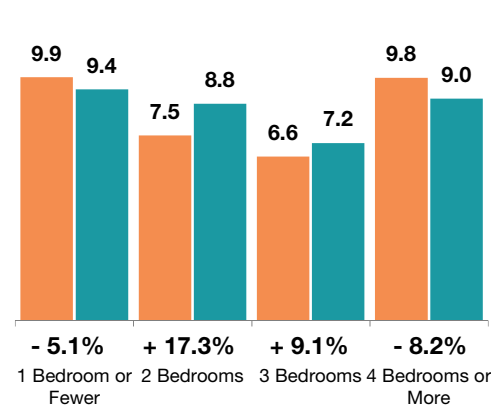
By Price Range

10-2024 10-2025



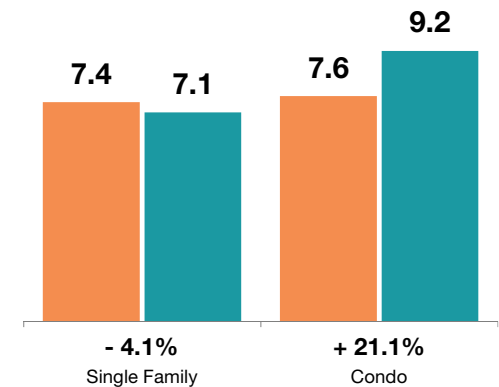
By Bedroom Count

10-2024 10-2025



By Property Type

10-2024 10-2025



All Properties

By Price Range	10-2024	10-2025	Change
\$300,000 and Below	8.8	9.1	+ 3.4%
\$300,001 to \$500,000	6.4	7.5	+ 17.2%
\$500,001 to \$1,500,000	6.9	7.1	+ 2.9%
\$1,500,001 to \$5,000,000	8.9	10.0	+ 12.4%
\$5,000,001 and Above	18.7	13.6	- 27.3%
All Price Ranges	7.5	8.1	+ 8.0%

Single Family

10-2024	10-2025	Change
6.1	9.6	+ 57.4%
4.5	5.1	+ 13.3%
6.8	6.2	- 8.8%
8.7	8.9	+ 2.3%
19.7	13.5	- 31.5%
7.4	7.1	- 4.1%

Condo

10-2024	10-2025	Change
10.0	9.0	- 10.0%
7.1	8.5	+ 19.7%
6.9	8.8	+ 27.5%
9.1	12.5	+ 37.4%
13.7	14.2	+ 3.6%
7.6	9.2	+ 21.1%

By Bedroom Count

10-2024	10-2025	Change
9.9	9.4	- 5.1%
7.5	8.8	+ 17.3%
6.6	7.2	+ 9.1%
9.8	9.0	- 8.2%
7.5	8.1	+ 8.0%

10-2024	10-2025	Change
10.2	5.3	- 48.0%
6.4	7.8	+ 21.9%
6.3	6.0	- 4.8%
9.8	8.7	- 11.2%
7.4	7.1	- 4.1%

10-2024	10-2025	Change
9.5	10.5	+ 10.5%
7.7	9.0	+ 16.9%
7.1	9.1	+ 28.2%
10.9	15.2	+ 39.4%
7.6	9.2	+ 21.1%

Local Market Update – October 2025

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Naples Beach

34102, 34103, 34108

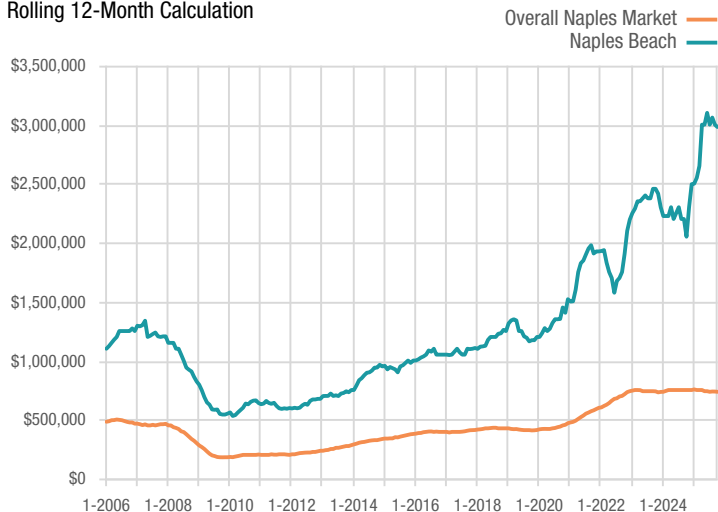
Single Family	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	96	110	+ 14.6%	889	969	+ 9.0%
Total Sales	20	46	+ 130.0%	357	463	+ 29.7%
Days on Market Until Sale	85	121	+ 42.4%	115	139	+ 20.9%
Median Closed Price*	\$1,962,500	\$2,050,000	+ 4.5%	\$2,325,000	\$2,925,000	+ 25.8%
Average Closed Price*	\$2,825,495	\$3,511,696	+ 24.3%	\$4,280,412	\$5,131,431	+ 19.9%
Percent of List Price Received*	93.1%	91.2%	- 2.0%	92.7%	91.6%	- 1.2%
Inventory of Homes for Sale	508	491	- 3.3%	—	—	—
Months Supply of Inventory	14.7	11.3	- 23.1%	—	—	—

Condo	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	156	240	+ 53.8%	1,486	1,655	+ 11.4%
Total Sales	45	53	+ 17.8%	771	738	- 4.3%
Days on Market Until Sale	143	119	- 16.8%	94	108	+ 14.9%
Median Closed Price*	\$865,000	\$900,000	+ 4.0%	\$1,150,000	\$1,112,500	- 3.3%
Average Closed Price*	\$1,462,322	\$1,252,208	- 14.4%	\$1,666,665	\$1,598,606	- 4.1%
Percent of List Price Received*	93.8%	92.5%	- 1.4%	94.0%	92.4%	- 1.7%
Inventory of Homes for Sale	673	803	+ 19.3%	—	—	—
Months Supply of Inventory	9.2	11.7	+ 27.2%	—	—	—

* 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.

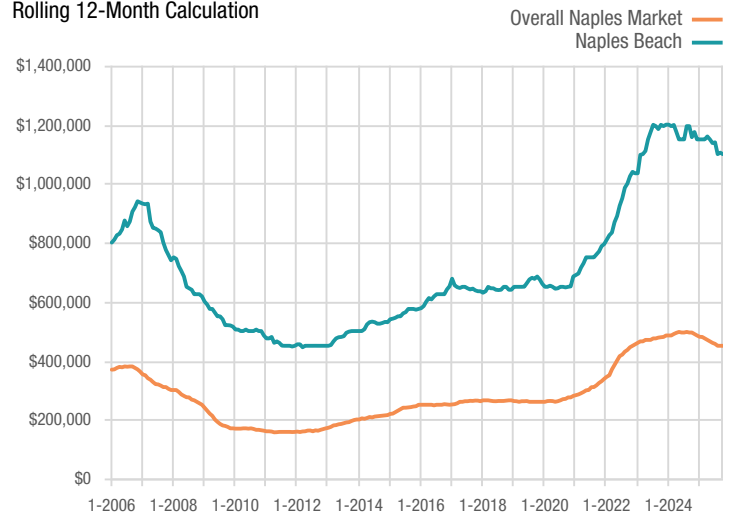
Median Closed Price - Single Family

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 – October 2025

A Research Tool Provided by Naples Area Board of REALTORS®



North Naples

34109, 34110, 34119

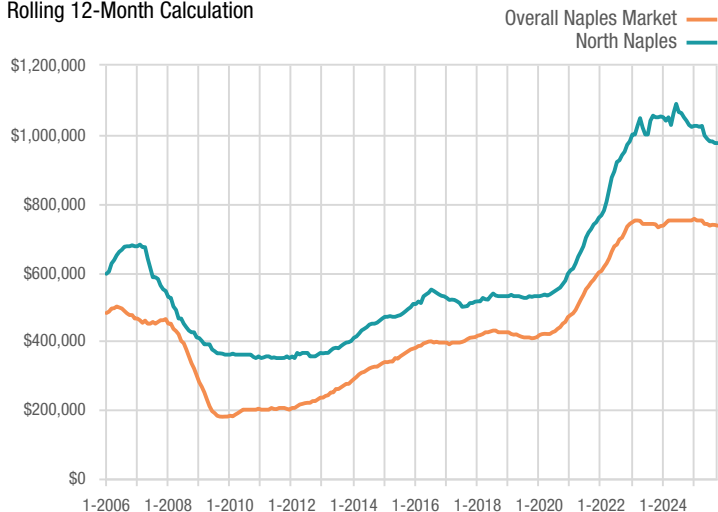
Single Family	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	125	145	+ 16.0%	1,367	1,338	- 2.1%
Total Sales	63	80	+ 27.0%	758	786	+ 3.7%
Days on Market Until Sale	74	98	+ 32.4%	61	86	+ 41.0%
Median Closed Price*	\$910,000	\$952,500	+ 4.7%	\$1,025,000	\$967,500	- 5.6%
Average Closed Price*	\$1,401,682	\$1,470,795	+ 4.9%	\$1,504,331	\$1,432,748	- 4.8%
Percent of List Price Received*	93.9%	93.8%	- 0.1%	95.0%	94.2%	- 0.8%
Inventory of Homes for Sale	458	443	- 3.3%	—	—	—
Months Supply of Inventory	6.2	5.8	- 6.5%	—	—	—

Condo	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	162	188	+ 16.0%	1,631	1,647	+ 1.0%
Total Sales	57	87	+ 52.6%	944	874	- 7.4%
Days on Market Until Sale	73	104	+ 42.5%	65	93	+ 43.1%
Median Closed Price*	\$410,000	\$415,000	+ 1.2%	\$495,000	\$448,725	- 9.3%
Average Closed Price*	\$519,293	\$577,263	+ 11.2%	\$687,052	\$615,247	- 10.5%
Percent of List Price Received*	95.2%	93.8%	- 1.5%	95.9%	94.6%	- 1.4%
Inventory of Homes for Sale	626	668	+ 6.7%	—	—	—
Months Supply of Inventory	7.0	8.0	+ 14.3%	—	—	—

* 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.

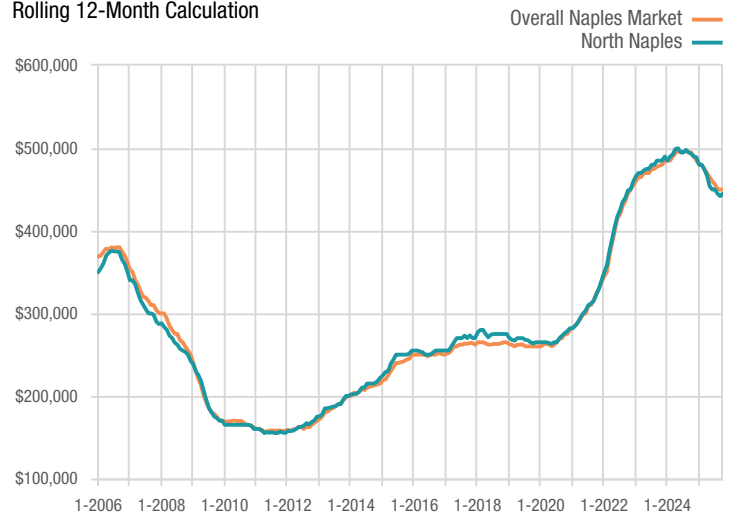
Median Closed Price - Single Family

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 – October 2025

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Central Naples

34104, 34105, 34116

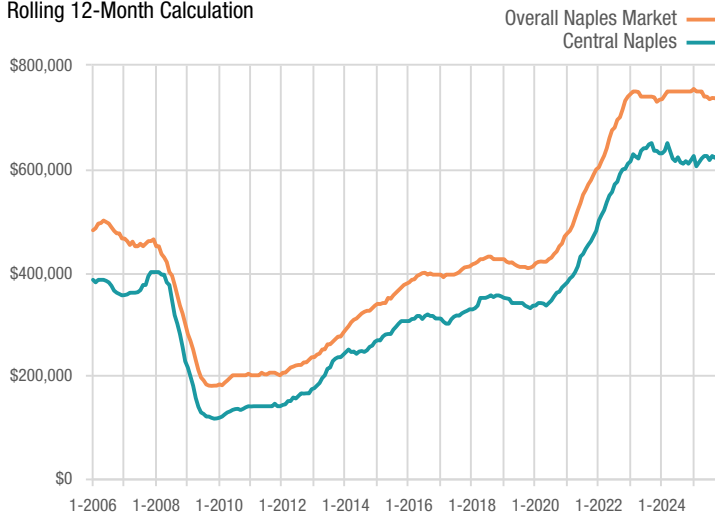
Single Family	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	74	79	+ 6.8%	706	734	+ 4.0%
Total Sales	40	44	+ 10.0%	450	453	+ 0.7%
Days on Market Until Sale	66	92	+ 39.4%	63	78	+ 23.8%
Median Closed Price*	\$552,500	\$580,000	+ 5.0%	\$610,000	\$620,000	+ 1.6%
Average Closed Price*	\$1,124,070	\$1,328,746	+ 18.2%	\$1,102,780	\$1,006,246	- 8.8%
Percent of List Price Received*	95.9%	95.2%	- 0.7%	95.7%	95.2%	- 0.5%
Inventory of Homes for Sale	244	230	- 5.7%	—	—	—
Months Supply of Inventory	5.6	5.4	- 3.6%	—	—	—

Condo	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	81	107	+ 32.1%	922	901	- 2.3%
Total Sales	29	45	+ 55.2%	479	489	+ 2.1%
Days on Market Until Sale	82	117	+ 42.7%	58	84	+ 44.8%
Median Closed Price*	\$289,000	\$285,000	- 1.4%	\$346,000	\$300,000	- 13.3%
Average Closed Price*	\$348,607	\$362,353	+ 3.9%	\$428,116	\$376,195	- 12.1%
Percent of List Price Received*	95.9%	93.1%	- 2.9%	95.6%	94.2%	- 1.5%
Inventory of Homes for Sale	333	365	+ 9.6%	—	—	—
Months Supply of Inventory	7.2	7.6	+ 5.6%	—	—	—

* 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.

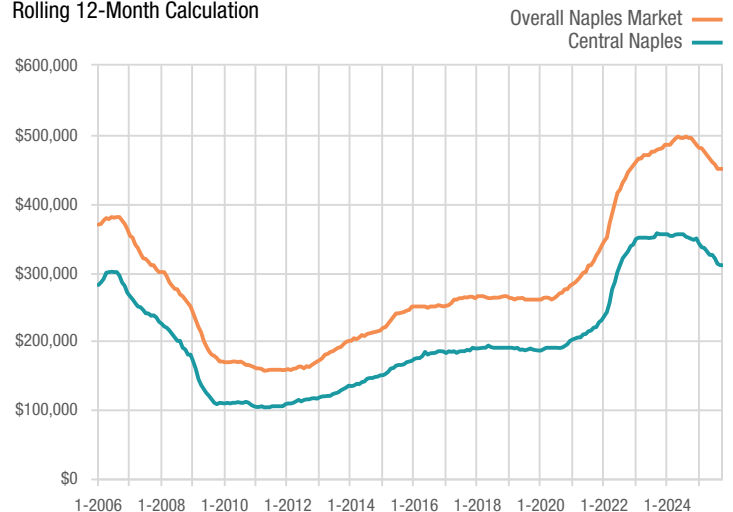
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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South Naples

34112, 34113

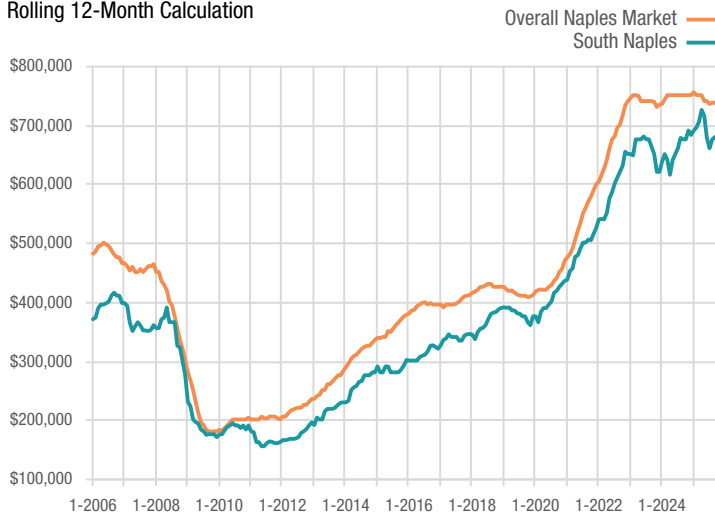
Single Family	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	89	87	- 2.2%	800	824	+ 3.0%
Total Sales	31	47	+ 51.6%	404	425	+ 5.2%
Days on Market Until Sale	81	116	+ 43.2%	65	89	+ 36.9%
Median Closed Price*	\$629,000	\$620,000	- 1.4%	\$682,500	\$675,000	- 1.1%
Average Closed Price*	\$860,581	\$916,939	+ 6.5%	\$1,023,948	\$972,888	- 5.0%
Percent of List Price Received*	96.0%	94.1%	- 2.0%	94.9%	93.2%	- 1.8%
Inventory of Homes for Sale	307	307	0.0%	—	—	—
Months Supply of Inventory	8.0	7.4	- 7.5%	—	—	—

Condo	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	128	183	+ 43.0%	1,377	1,475	+ 7.1%
Total Sales	68	63	- 7.4%	735	713	- 3.0%
Days on Market Until Sale	87	109	+ 25.3%	71	94	+ 32.4%
Median Closed Price*	\$347,500	\$355,000	+ 2.2%	\$415,000	\$383,000	- 7.7%
Average Closed Price*	\$419,399	\$465,332	+ 11.0%	\$474,235	\$442,112	- 6.8%
Percent of List Price Received*	94.8%	94.5%	- 0.3%	95.9%	94.4%	- 1.6%
Inventory of Homes for Sale	521	598	+ 14.8%	—	—	—
Months Supply of Inventory	7.2	8.7	+ 20.8%	—	—	—

* 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.

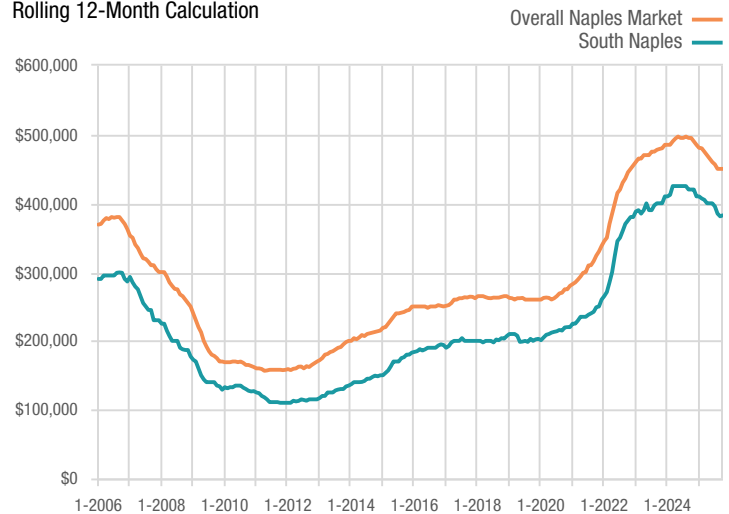
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

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East Naples

34114, 34117, 34120, 34137

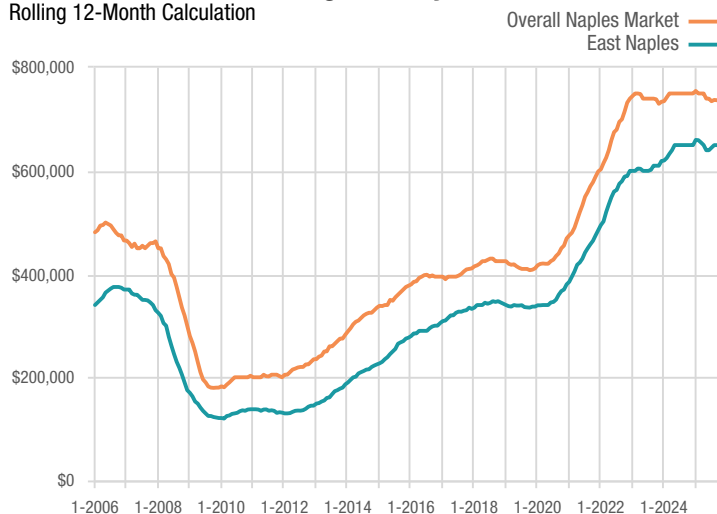
Single Family	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	219	248	+ 13.2%	2,316	2,340	+ 1.0%
Total Sales	102	128	+ 25.5%	1,353	1,316	- 2.7%
Days on Market Until Sale	89	104	+ 16.9%	71	89	+ 25.4%
Median Closed Price*	\$627,000	\$636,000	+ 1.4%	\$650,000	\$645,000	- 0.8%
Average Closed Price*	\$758,152	\$728,755	- 3.9%	\$801,240	\$783,511	- 2.2%
Percent of List Price Received*	96.4%	94.8%	- 1.7%	96.4%	95.6%	- 0.8%
Inventory of Homes for Sale	867	872	+ 0.6%	—	—	—
Months Supply of Inventory	6.7	6.9	+ 3.0%	—	—	—

Condo	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	74	121	+ 63.5%	784	869	+ 10.8%
Total Sales	25	50	+ 100.0%	429	394	- 8.2%
Days on Market Until Sale	116	100	- 13.8%	83	99	+ 19.3%
Median Closed Price*	\$445,000	\$467,500	+ 5.1%	\$512,000	\$454,500	- 11.2%
Average Closed Price*	\$467,863	\$462,088	- 1.2%	\$539,665	\$469,759	- 13.0%
Percent of List Price Received*	95.4%	94.5%	- 0.9%	96.4%	95.0%	- 1.5%
Inventory of Homes for Sale	313	396	+ 26.5%	—	—	—
Months Supply of Inventory	7.3	10.1	+ 38.4%	—	—	—

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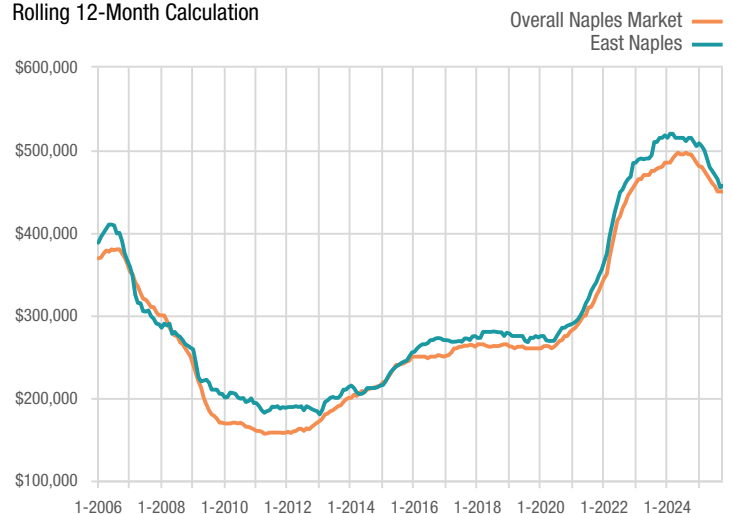
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

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Immokalee / Ave Maria

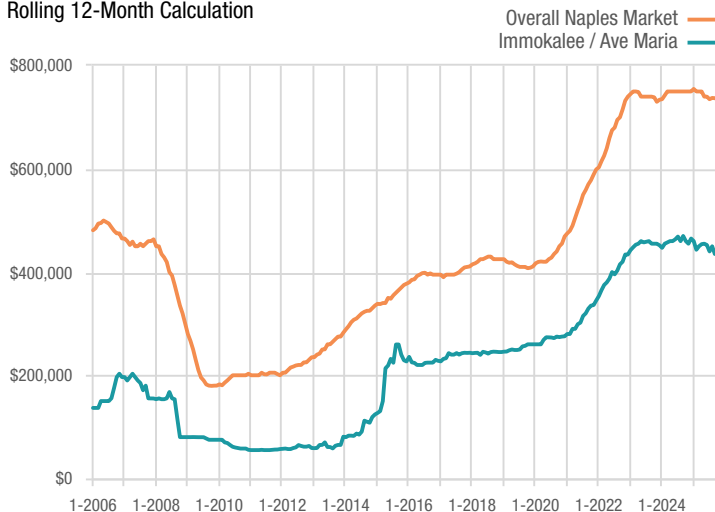
Single Family	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	21	33	+ 57.1%	355	415	+ 16.9%
Total Sales	13	15	+ 15.4%	188	225	+ 19.7%
Days on Market Until Sale	118	124	+ 5.1%	84	90	+ 7.1%
Median Closed Price*	\$382,900	\$425,000	+ 11.0%	\$474,995	\$437,500	- 7.9%
Average Closed Price*	\$450,452	\$448,667	- 0.4%	\$492,415	\$485,261	- 1.5%
Percent of List Price Received*	95.8%	96.0%	+ 0.2%	96.6%	95.5%	- 1.1%
Inventory of Homes for Sale	143	150	+ 4.9%	—	—	—
Months Supply of Inventory	7.4	6.7	- 9.5%	—	—	—

Condo	October			Year to Date		
	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
Key Metrics						
New Listings	6	25	+ 316.7%	117	156	+ 33.3%
Total Sales	4	5	+ 25.0%	56	79	+ 41.1%
Days on Market Until Sale	54	129	+ 138.9%	70	94	+ 34.3%
Median Closed Price*	\$312,500	\$315,000	+ 0.8%	\$330,000	\$282,000	- 14.5%
Average Closed Price*	\$311,179	\$312,400	+ 0.4%	\$338,040	\$298,369	- 11.7%
Percent of List Price Received*	91.5%	97.0%	+ 6.0%	95.4%	94.8%	- 0.6%
Inventory of Homes for Sale	53	63	+ 18.9%	—	—	—
Months Supply of Inventory	9.8	8.5	- 13.3%	—	—	—

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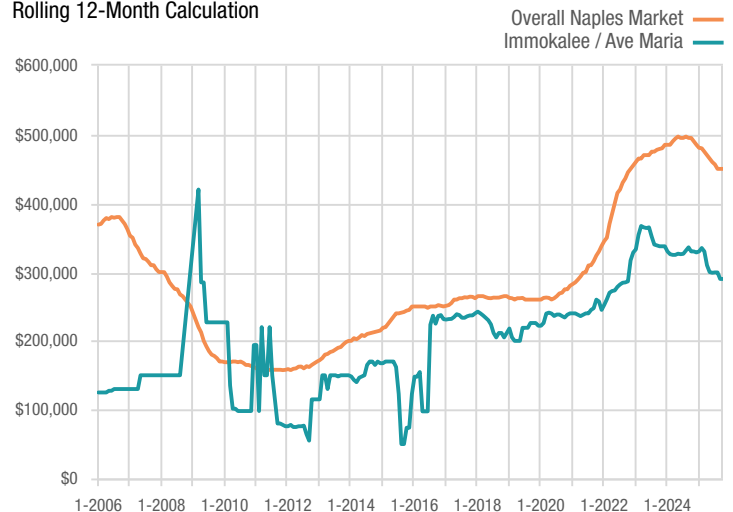
Median Closed Price - Single Family

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