

# Monthly Indicators



## December 2025

Overall closed sales in Naples during December increased 28.8 percent to 773 closed sales from 600 closed sales in December 2024. Broker analysts reviewing the December 2025 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), have been watching closed sales improve for seven months consistently. They believe the increase in sales is largely due to sellers being more willing to negotiate. Adjustments in prices – as a result of seller flexibility – effected a 2.5 percent decrease in the overall median closed price in 2025; and a 5 percent decrease in December to \$570,000 from \$600,000 in December 2024. With 8.3 months of inventory available to buyers heading into 2026, broker analysts are cautiously optimistic that closed sales will continue to increase as our transition to a more balanced market is ideal for homes sales in Naples.

A higher volume of high-end, luxury property sales has driven up the average price and conversely, a higher volume of sales in lower-priced, more affordable properties has exerted downward pressure on the median price.

Overall pending sales increased 12.5 percent in December to 704 pending sales from 626 pending sales in December 2024. Overall inventory during December decreased 3.8 percent to 5,714 properties from 5,938 properties in December 2024.

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



## Quick Facts

**+ 28.8%**

Change in  
Total Sales  
All Properties

**+ 42.8%**

Price Range with  
Strongest Sales  
\$300,000 & Below

**- 5.0%**

Change in  
Median Closed Price  
All Properties

**+11.1%**

Bedroom Count With  
Strongest Sales  
4 Bedrooms or more

**- 3.8%**

Change in  
Homes for Sale  
All Properties

**+ .7**

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	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,234	999	- 19.0%	15,558	15,773	+ 1.4%
Total Sales		600	773	+ 28.8%	7,981	8,249	+ 3.4%
Days on Market Until Sale		84	94	+ 11.9%	75	95	+ 26.7%
Median Closed Price		\$600,000	\$570,000	- 5.0%	\$610,000	\$594,500	- 2.5%
Average Closed Price		\$1,028,254	\$1,073,189	+ 4.4%	\$1,081,902	\$1,130,837	+ 4.5%
Percent of List Price Received		95.0%	94.4%	- 0.6%	95.4%	94.2%	- 1.3%
Pending Listings		626	704	+ 12.5%	10,090	10,178	+ 0.9%
Inventory of Homes for Sale		5,938	5,714	- 3.8%	—	—	—
Months Supply of Inventory		8.9	8.3	- 6.7%	—	—	—

# 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	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		586	496	- 15.4%	7,760	7,796	+ 0.5%
Total Sales		311	402	+ 29.3%	4,066	4,339	+ 6.7%
Days on Market Until Sale		78	87	+ 11.5%	74	93	+ 25.7%
Median Closed Price		\$765,000	\$750,000	- 2.0%	\$750,000	\$729,000	- 2.8%
Average Closed Price		\$1,339,844	\$1,410,846	+ 5.3%	\$1,361,008	\$1,491,226	+ 9.6%
Percent of List Price Received		95.2%	94.4%	- 0.8%	95.4%	94.4%	- 1.0%
Pending Listings		341	349	+ 2.4%	5,196	5,433	+ 4.6%
Inventory of Homes for Sale		2,888	2,626	- 9.1%	—	—	—
Months Supply of Inventory		8.5	7.3	- 14.1%	—	—	—

# Condo Market Overview

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



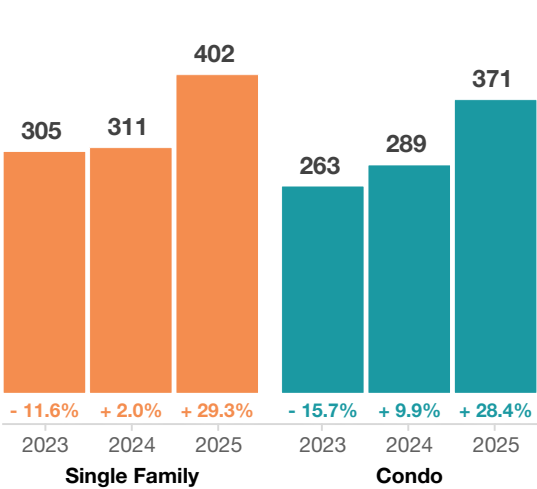
Key Metrics	Historical Sparkbars	12-2024	12-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		648	503	- 22.4%	7,798	7,977	+ 2.3%
Total Sales		289	371	+ 28.4%	3,915	3,910	- 0.1%
Days on Market Until Sale		90	100	+ 11.1%	76	97	+ 27.6%
Median Closed Price		\$447,500	\$435,000	- 2.8%	\$485,000	\$448,475	- 7.5%
Average Closed Price		\$692,943	\$707,318	+ 2.1%	\$792,031	\$730,905	- 7.7%
Percent of List Price Received		94.8%	94.3%	- 0.5%	95.4%	94.1%	- 1.4%
Pending Listings		285	355	+ 24.6%	4,894	4,745	-3.1%
Inventory of Homes for Sale		3,050	3,088	+ 1.2%	—	—	—
Months Supply of Inventory		9.3	9.5	+ 2.2%	—	—	—

# Overall Closed Sales

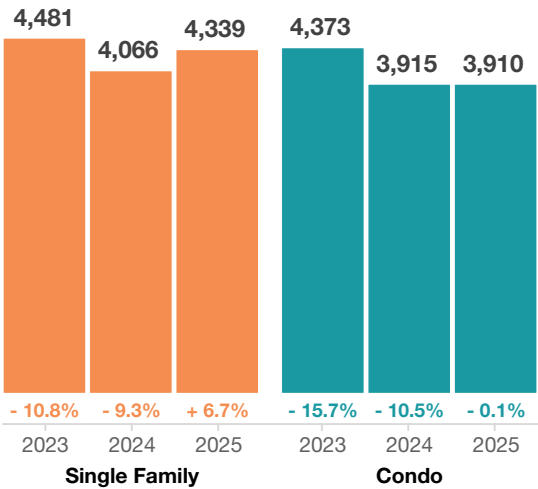
A count of the actual sales that closed in a given month.



## December

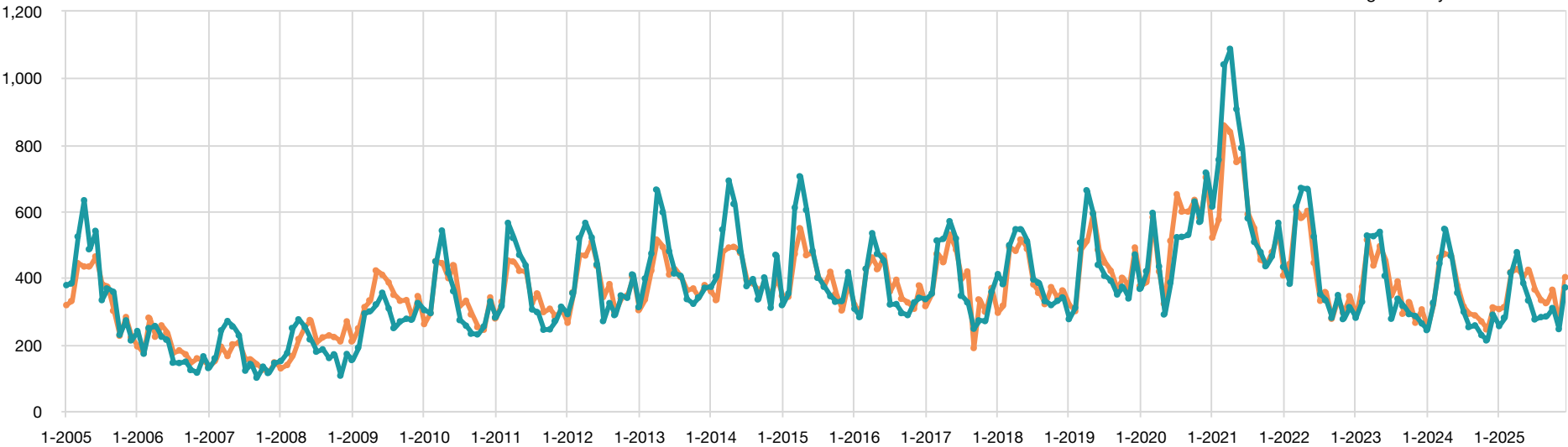


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	405	- 13.5%	384	- 17.6%
Jun-2025	424	+ 12.2%	332	- 6.5%
Jul-2025	365	+ 16.2%	275	- 7.7%
Aug-2025	333	+ 14.0%	282	+ 11.9%
Sep-2025	324	+ 12.9%	284	+ 10.5%
Oct-2025	364	+ 35.3%	309	+ 35.5%
Nov-2025	261	+ 6.5%	246	+ 16.0%
Dec-2025	402	+ 29.3%	371	+ 28.4%
12-Month Avg	362	+ 6.8%	326	0.0%

## Historical Total Sales by Month

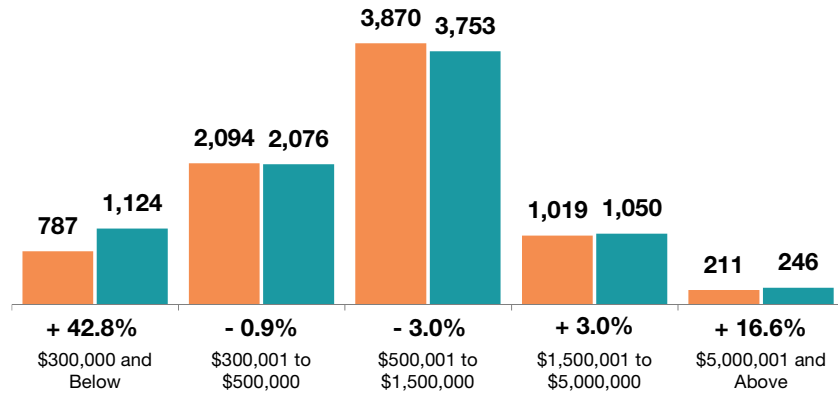


# Overall Closed Sales by Price Range

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

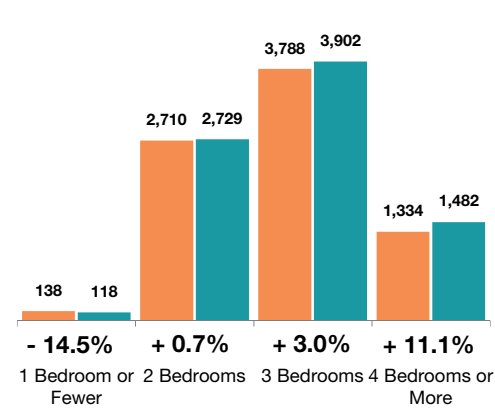
## By Price Range

12-2024 12-2025



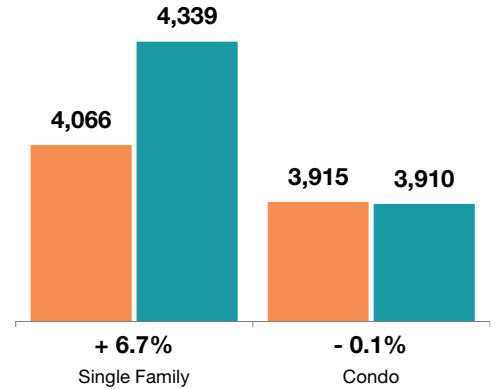
## By Bedroom Count

12-2024 12-2025



## By Property Type

12-2024 12-2025



## All Properties

### By Price Range

	12-2024	12-2025	Change
\$300,000 and Below	787	1,124	+ 42.8%
\$300,001 to \$500,000	2,094	2,076	- 0.9%
\$500,001 to \$1,500,000	3,870	3,753	- 3.0%
\$1,500,001 to \$5,000,000	1,019	1,050	+ 3.0%
\$5,000,001 and Above	211	246	+ 16.6%
<b>All Price Ranges</b>	<b>7,981</b>	<b>8,249</b>	<b>+ 3.4%</b>

## Single Family

	12-2024	12-2025	Change
1 Bedroom or Fewer	185	181	- 2.2%
2 Bedrooms	627	738	+ 17.7%
3 Bedrooms	2,433	2,503	+ 2.9%
4 Bedrooms or More	656	710	+ 8.2%
<b>All Single Family</b>	<b>4,066</b>	<b>4,339</b>	<b>+ 6.7%</b>

## Condo

	12-2024	12-2025	Change
1 Bedroom or Fewer	602	943	+ 56.6%
2 Bedrooms	1467	1338	- 8.8%
3 Bedrooms	1437	1250	- 13.0%
4 Bedrooms or More	363	340	- 6.3%
<b>All Condo</b>	<b>3,915</b>	<b>3,910</b>	<b>- 0.1%</b>

### By Bedroom Count

	12-2024	12-2025	Change
1 Bedroom or Fewer	138	118	- 14.5%
2 Bedrooms	2,710	2,729	+ 0.7%
3 Bedrooms	3,788	3,902	+ 3.0%
4 Bedrooms or More	1,334	1,482	+ 11.1%
<b>All Bedroom Counts</b>	<b>7,981</b>	<b>8,249</b>	<b>+ 3.4%</b>

	12-2024	12-2025	Change
1 Bedroom or Fewer	29	31	+ 6.9%
2 Bedrooms	468	460	- 1.7%
3 Bedrooms	2,310	2,432	+ 5.3%
4 Bedrooms or More	1,257	1,412	+ 12.3%
<b>All Single Family</b>	<b>4,066</b>	<b>4,339</b>	<b>+ 6.7%</b>

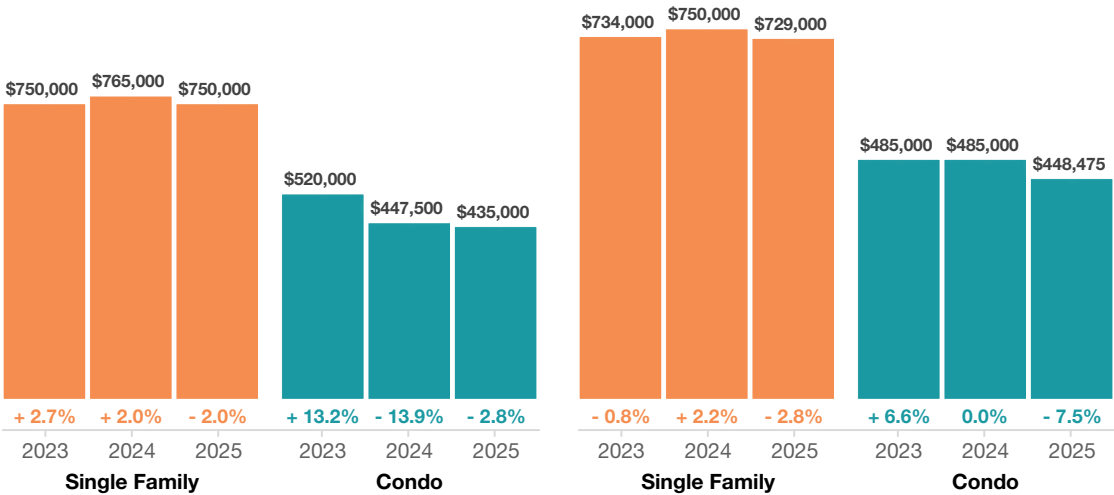
	12-2024	12-2025	Change
1 Bedroom or Fewer	109	87	- 20.2%
2 Bedrooms	2,242	2,269	+ 1.2%
3 Bedrooms	1,478	1,470	- 0.5%
4 Bedrooms or More	77	70	- 9.1%
<b>All Condo</b>	<b>3,915</b>	<b>3,910</b>	<b>- 0.1%</b>

# Overall Median Closed Price

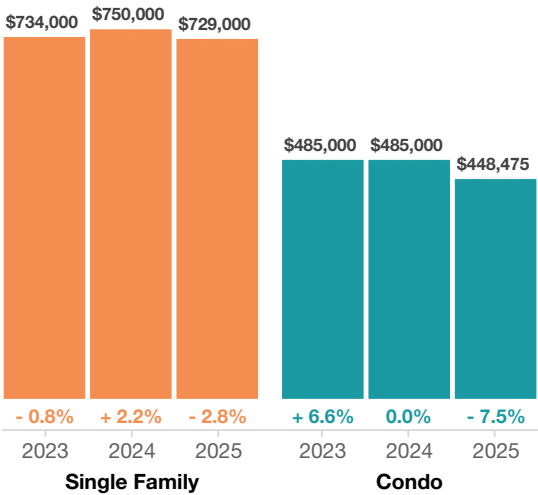


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

## December



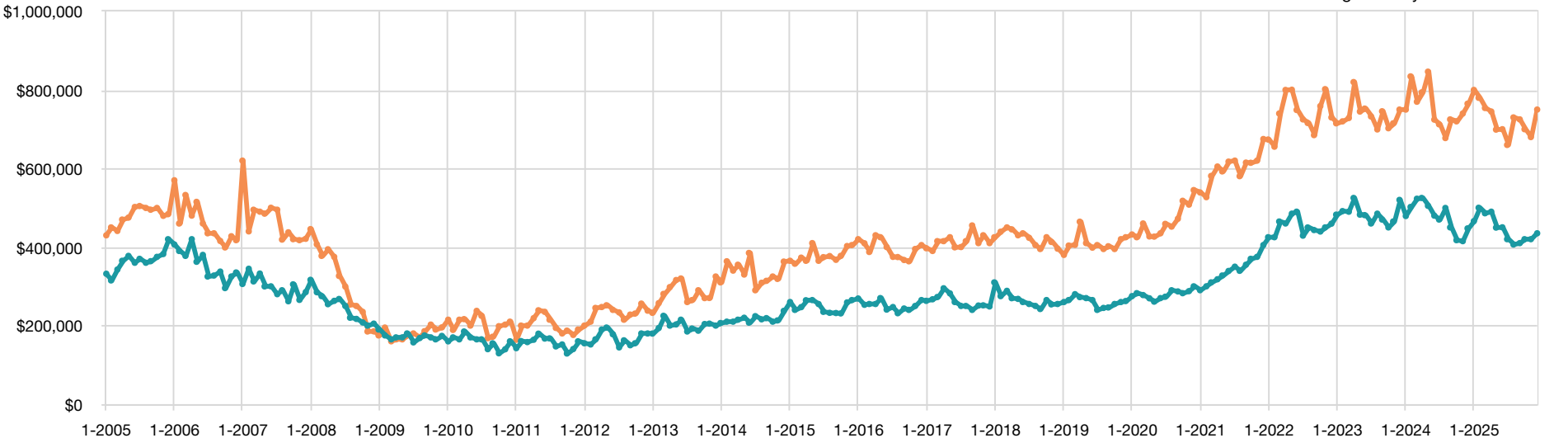
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	\$699,000	- 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	\$730,000	+ 7.7%	\$406,500	- 18.6%
Sep-2025	\$725,000	0.0%	\$410,000	- 8.9%
Oct-2025	\$700,000	- 2.8%	\$420,000	+ 0.6%
Nov-2025	\$680,000	- 8.1%	\$420,000	+ 1.2%
<b>Dec-2025</b>	<b>\$750,000</b>	<b>- 2.0%</b>	<b>\$435,000</b>	<b>- 2.8%</b>
12-Month Avg*	\$729,000	- 2.8%	\$448,475	- 7.5%

\* Median Closed Price for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

## Historical Median Closed Price by Month

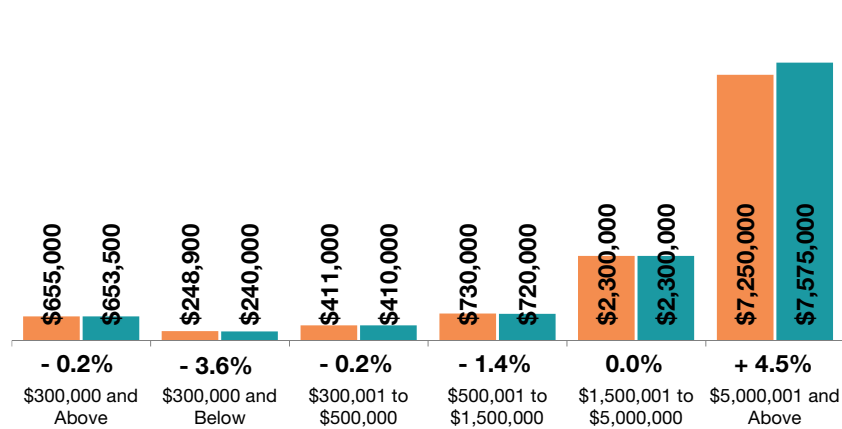


# Overall Median Closed Sales by Price Range

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

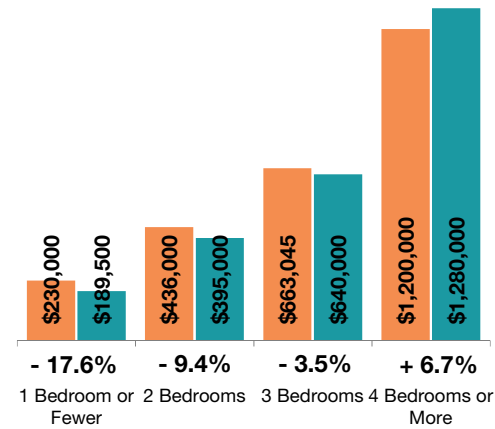
## By Price Range

12-2024 12-2025



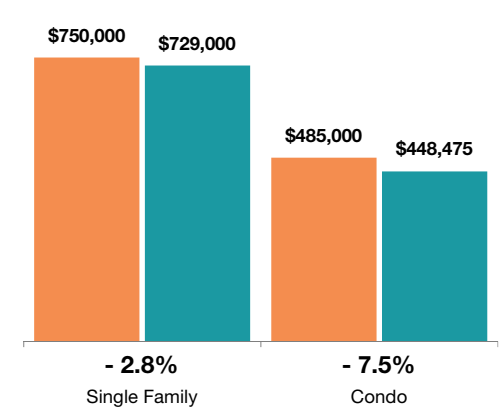
## By Bedroom Count

12-2024 12-2025



## By Property Type

12-2024 12-2025



## All Properties

### By Price Range

	12-2024	12-2025	Change
\$300,000 and Above	\$655,000	\$653,500	- 0.2%
\$300,000 and Below	\$248,900	\$240,000	- 3.6%
\$300,001 to \$500,000	\$411,000	\$410,000	- 0.2%
\$500,001 to \$1,500,000	\$730,000	\$720,000	- 1.4%
\$1,500,001 to \$5,000,000	\$2,300,000	\$2,300,000	0.0%
\$5,000,001 and Above	\$7,250,000	\$7,575,000	+ 4.5%
<b>All Price Ranges</b>	<b>\$610,000</b>	<b>\$594,500</b>	<b>- 2.5%</b>

## Single Family

	12-2024	12-2025	Change
\$775,000	\$750,000	\$729,000	- 3.2%
\$190,000	\$185,000	\$185,000	- 2.6%
\$440,000	\$438,500	\$438,500	- 0.3%
\$750,000	\$730,000	\$730,000	- 2.7%
\$2,300,000	\$2,350,000	\$2,350,000	+ 2.2%
\$7,500,000	\$8,250,000	\$8,250,000	+ 10.0%
<b>\$750,000</b>	<b>\$729,000</b>	<b>\$729,000</b>	<b>- 2.8%</b>

## Condo

	12-2024	12-2025	Change
\$530,000	\$530,000	\$530,000	0.0%
\$260,000	\$245,000	\$245,000	- 5.8%
\$400,000	\$399,000	\$399,000	- 0.2%
\$680,000	\$700,000	\$700,000	+ 2.9%
\$2,327,000	\$2,200,000	\$2,200,000	- 5.5%
\$6,140,000	\$6,500,000	\$6,500,000	+ 5.9%
<b>\$485,000</b>	<b>\$448,475</b>	<b>\$448,475</b>	<b>- 7.5%</b>

### By Bedroom Count

	12-2024	12-2025	Change
1 Bedroom or Fewer	\$230,000	\$189,500	- 17.6%
2 Bedrooms	\$436,000	\$395,000	- 9.4%
3 Bedrooms	\$663,045	\$640,000	- 3.5%
4 Bedrooms or More	\$1,200,000	\$1,280,000	+ 6.7%
<b>All Bedroom Counts</b>	<b>\$610,000</b>	<b>\$594,500</b>	<b>- 2.5%</b>

	12-2024	12-2025	Change
\$146,000	\$127,000	\$127,000	- 13.0%
\$480,580	\$470,000	\$470,000	- 2.2%
\$690,000	\$653,250	\$653,250	- 5.3%
\$1,195,000	\$1,250,000	\$1,250,000	+ 4.6%
<b>\$750,000</b>	<b>\$729,000</b>	<b>\$729,000</b>	<b>- 2.8%</b>

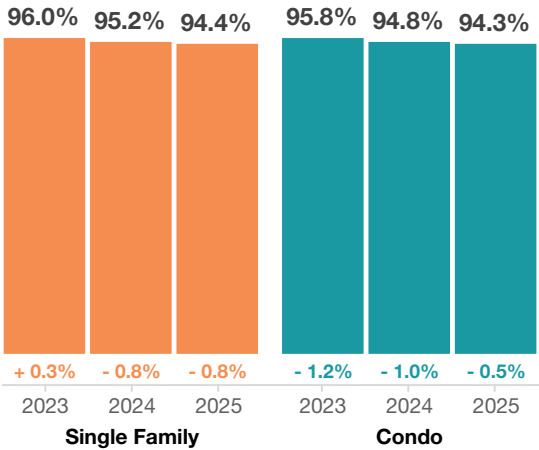


# Overall Percent of List Price Received

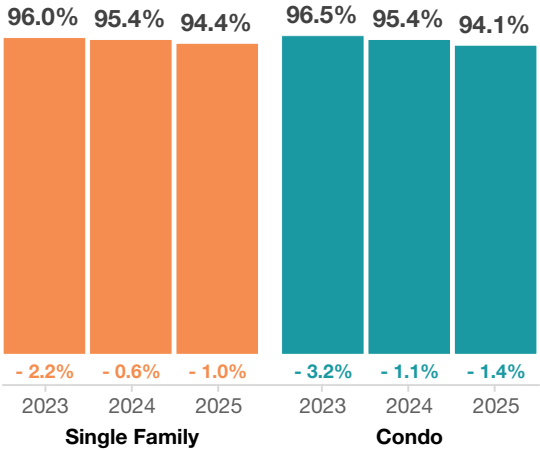
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



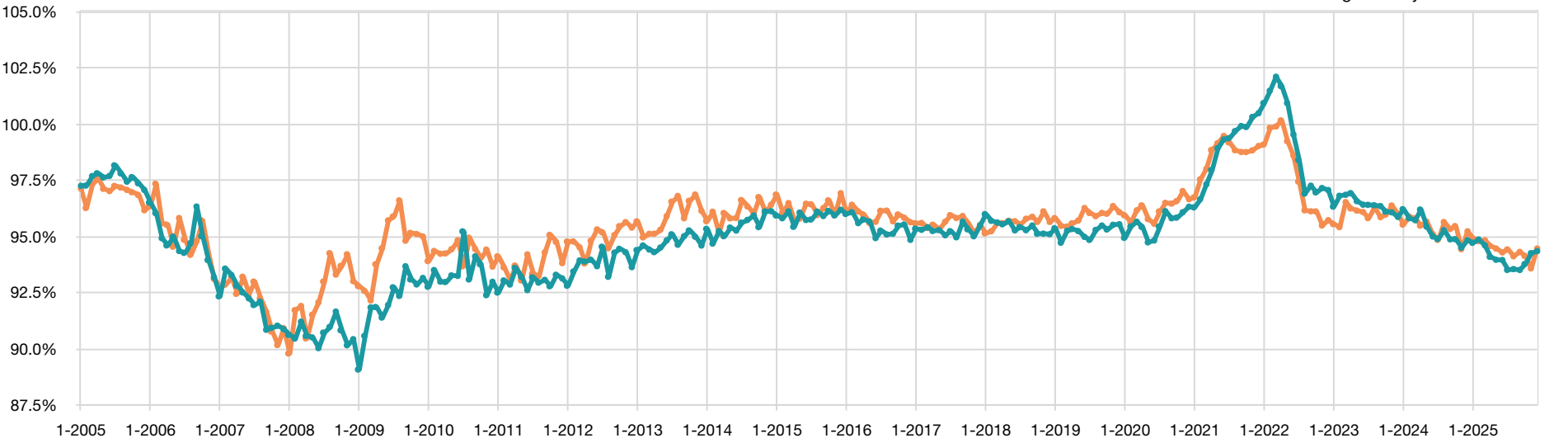
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%	93.7%	- 1.3%
Nov-2025	93.6%	- 0.8%	94.2%	- 0.3%
Dec-2025	94.4%	- 0.8%	94.3%	- 0.5%
12-Month Avg*	94.4%	- 1.0%	94.1%	- 1.4%

\* Pct. of List Price Received for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

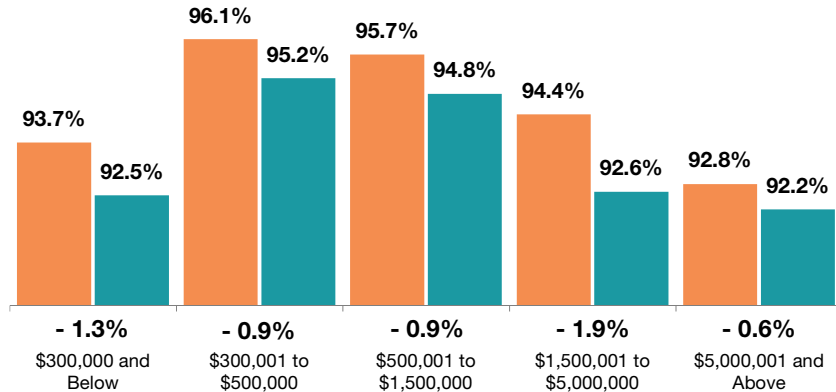


# Overall Percent of List Price Received by Price Range

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.**

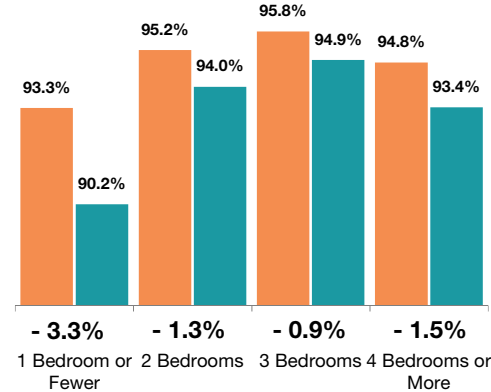
## By Price Range

12-2024 12-2025



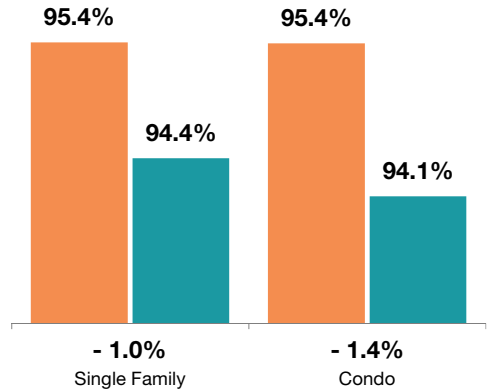
## By Bedroom Count

12-2024 12-2025



## By Property Type

12-2024 12-2025



## All Properties

### By Price Range

	12-2024	12-2025	Change
\$300,000 and Below	93.7%	92.5%	- 1.3%
\$300,001 to \$500,000	96.1%	95.2%	- 0.9%
\$500,001 to \$1,500,000	95.7%	94.8%	- 0.9%
\$1,500,001 to \$5,000,000	94.4%	92.6%	- 1.9%
\$5,000,001 and Above	92.8%	92.2%	- 0.6%
All Price Ranges	95.4%	94.2%	- 1.3%

## Single Family

	12-2024	12-2025	Change
1 Bedroom or Fewer	92.7%	90.3%	- 2.6%
2 Bedrooms	96.9%	95.9%	- 1.0%
3 Bedrooms	95.7%	95.0%	- 0.7%
4 Bedrooms or More	94.2%	92.5%	- 1.8%
All Single Family	92.4%	92.1%	- 0.3%
All Single Family	95.4%	94.4%	- 1.0%

## Condo

	12-2024	12-2025	Change
1 Bedroom or Fewer	94.0%	92.9%	- 1.2%
2 Bedrooms	95.8%	94.8%	- 1.0%
3 Bedrooms	95.7%	94.5%	- 1.3%
4 Bedrooms or More	94.8%	92.9%	- 2.0%
All Condo	93.9%	92.7%	- 1.3%
All Condo	95.4%	94.1%	- 1.4%

## By Bedroom Count

	12-2024	12-2025	Change
1 Bedroom or Fewer	93.3%	90.2%	- 3.3%
2 Bedrooms	95.2%	94.0%	- 1.3%
3 Bedrooms	95.8%	94.9%	- 0.9%
4 Bedrooms or More	94.8%	93.4%	- 1.5%
All Bedroom Counts	95.4%	94.2%	- 1.3%

	12-2024	12-2025	Change
1 Bedroom or Fewer	91.9%	88.2%	- 4.0%
2 Bedrooms	94.7%	93.9%	- 0.8%
3 Bedrooms	95.9%	95.1%	- 0.8%
4 Bedrooms or More	94.8%	93.4%	- 1.5%
All Bedroom Counts	95.4%	94.4%	- 1.0%

	12-2024	12-2025	Change
1 Bedroom or Fewer	93.7%	91.0%	- 2.9%
2 Bedrooms	95.3%	94.0%	- 1.4%
3 Bedrooms	95.6%	94.4%	- 1.3%
4 Bedrooms or More	95.2%	92.2%	- 3.2%
All Bedroom Counts	95.4%	94.1%	- 1.4%

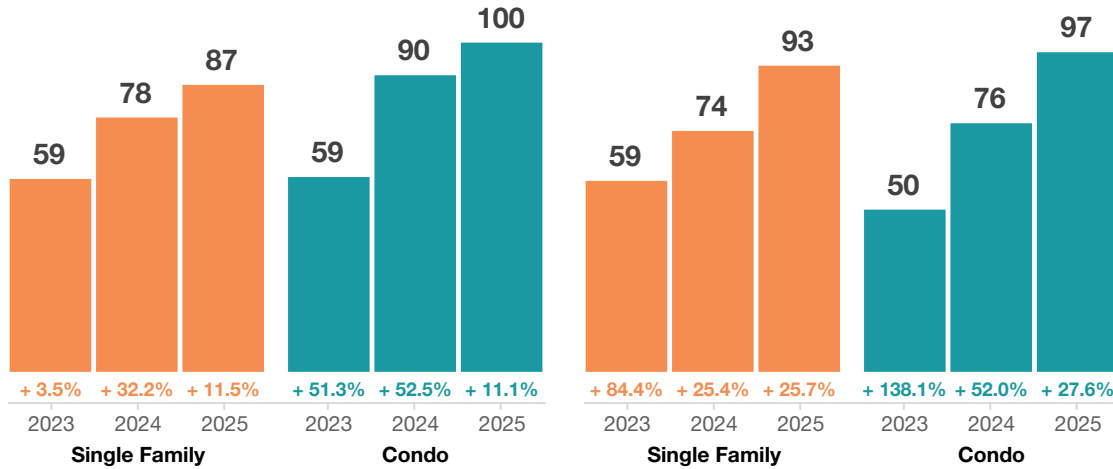
# Overall Days on Market Until Sale

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



## December

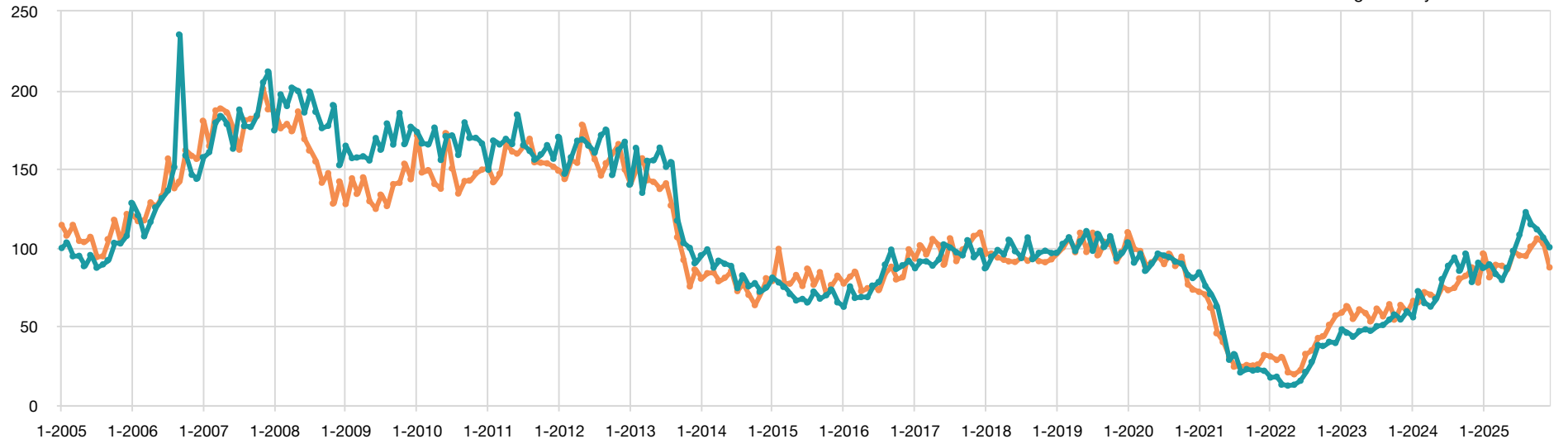
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%	112	+ 16.7%
Nov-2025	102	+ 17.2%	106	+ 35.9%
<b>Dec-2025</b>	<b>87</b>	<b>+ 11.5%</b>	<b>100</b>	<b>+ 11.1%</b>
12-Month Avg*	93	+ 26.9%	97	+ 28.6%

\* Days on Market for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

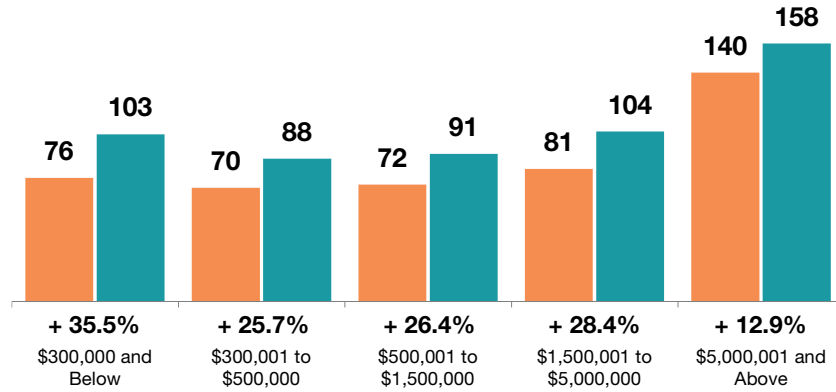


# Overall Days on Market Until Sale by Price Range

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

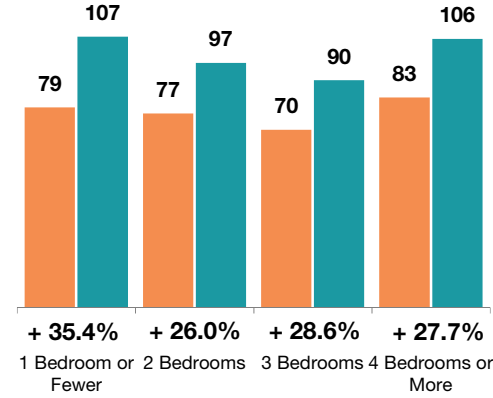
## By Price Range

12-2024 12-2025



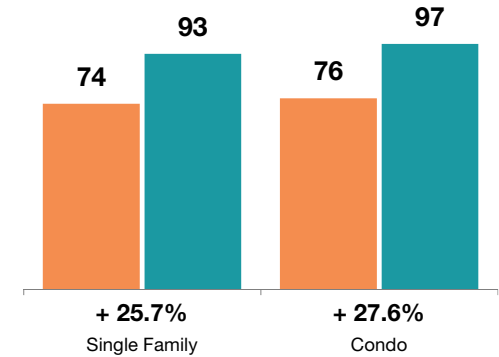
## By Bedroom Count

12-2024 12-2025



## By Property Type

12-2024 12-2025



## All Properties

### By Price Range

	12-2024	12-2025	Change
\$300,000 and Below	76	103	+ 35.5%
\$300,001 to \$500,000	70	88	+ 25.7%
\$500,001 to \$1,500,000	72	91	+ 26.4%
\$1,500,001 to \$5,000,000	81	104	+ 28.4%
\$5,000,001 and Above	140	158	+ 12.9%
<b>All Price Ranges</b>	<b>75</b>	<b>95</b>	<b>+ 26.7%</b>

## Single Family

12-2024	12-2025	Change
72	93	+ 29.2%
62	75	+ 21.0%
71	91	+ 28.2%
77	100	+ 29.9%
136	170	+ 25.0%
<b>74</b>	<b>93</b>	<b>+ 25.7%</b>

## Condo

	12-2024	12-2025	Change
	77	104	+ 35.1%
	73	95	+ 30.1%
	72	90	+ 25.0%
	89	113	+ 27.0%
	156	100	- 35.9%
	<b>76</b>	<b>97</b>	<b>+ 27.6%</b>

### By Bedroom Count

	12-2024	12-2025	Change
1 Bedroom or Fewer	79	107	+ 35.4%
2 Bedrooms	77	97	+ 26.0%
3 Bedrooms	70	90	+ 28.6%
4 Bedrooms or More	83	106	+ 27.7%
<b>All Bedroom Counts</b>	<b>75</b>	<b>95</b>	<b>+ 26.7%</b>

12-2024	12-2025	Change
83	100	+ 20.5%
77	90	+ 16.9%
68	86	+ 26.5%
82	106	+ 29.3%
<b>74</b>	<b>93</b>	<b>+ 25.7%</b>

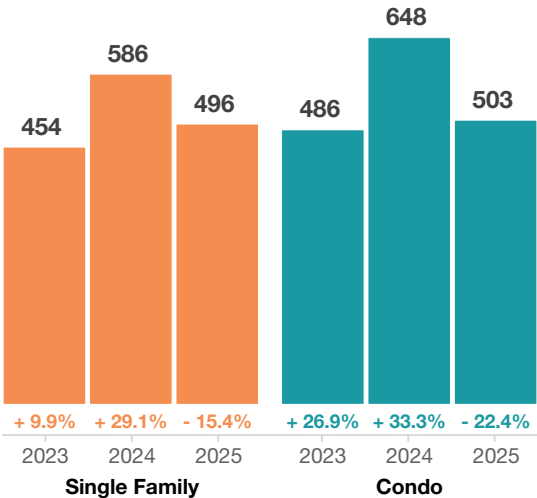
	12-2024	12-2025	Change
	78	109	+ 40.5%
	77	98	+ 28.1%
	73	96	+ 31.3%
	105	98	- 6.7%
	<b>76</b>	<b>97</b>	<b>+ 27.6%</b>

# Overall New Listings

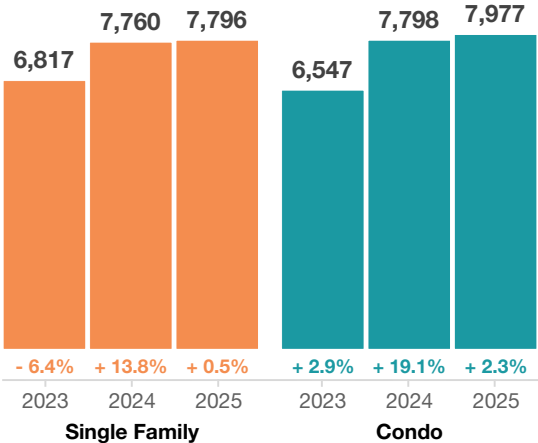
A count of the properties that have been newly listed on the market in a given month.



## December

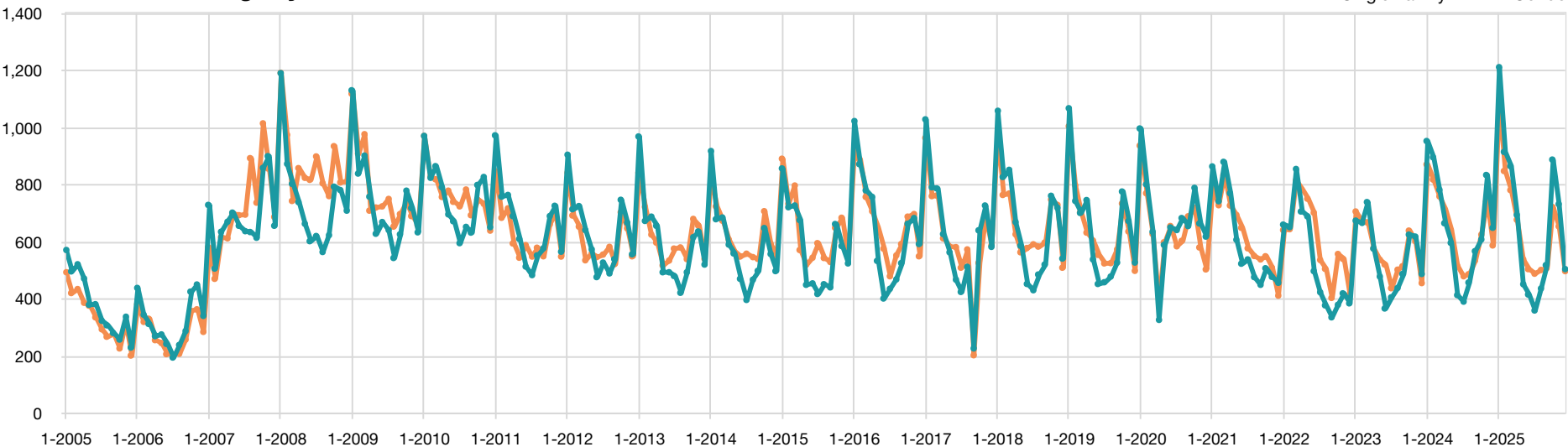


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2025	1,092	+ 25.5%	1,211	+ 27.2%
Feb-2025	847	+ 3.7%	914	+ 2.1%
Mar-2025	780	+ 2.9%	864	+ 10.6%
Apr-2025	676	- 5.2%	693	+ 4.4%
May-2025	537	- 16.1%	450	- 24.4%
Jun-2025	503	- 2.3%	414	+ 0.5%
Jul-2025	487	+ 1.9%	358	- 8.0%
Aug-2025	500	+ 3.1%	435	- 4.6%
Sep-2025	504	- 5.4%	517	- 8.7%
Oct-2025	721	+ 15.5%	887	+ 46.1%
Nov-2025	653	- 11.9%	731	- 12.2%
Dec-2025	496	- 15.4%	503	- 22.4%
12-Month Avg	650	+ 0.5%	665	+ 2.3%

## Historical New Listings by Month

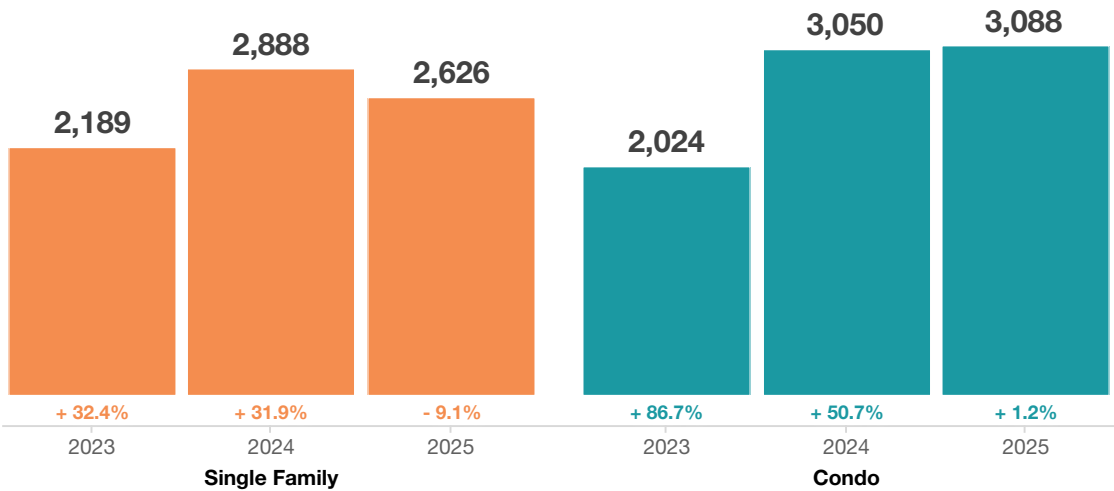


# Overall Inventory of Homes for Sale



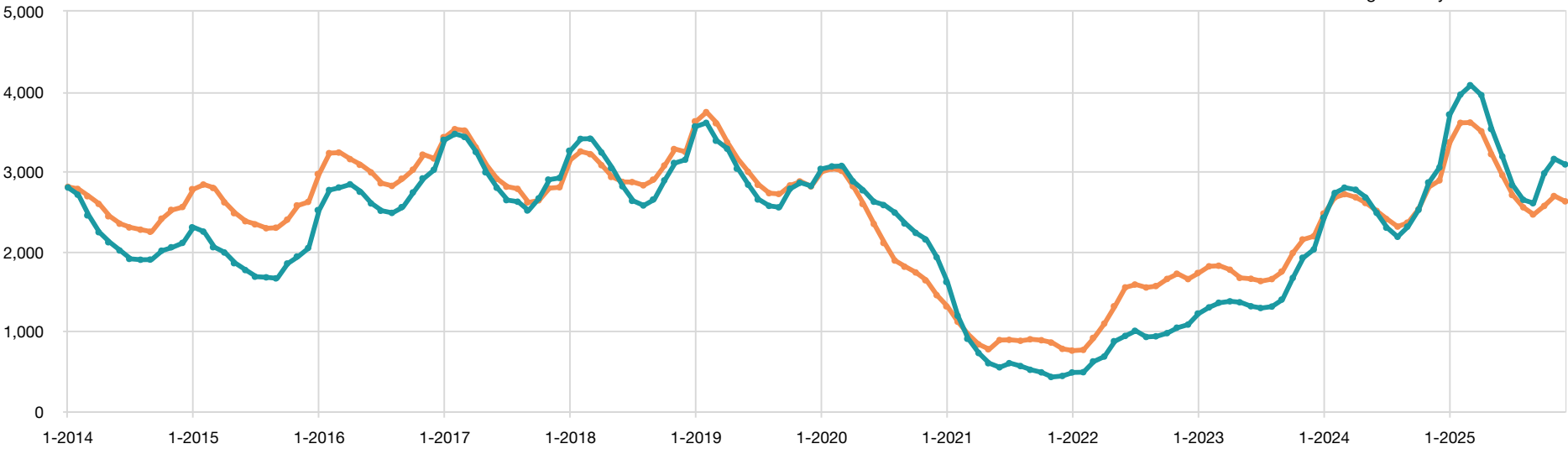
The number of properties available for sale in active status at the end of a given month.

## December



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2025	3,363	+ 36.0%	3,712	+ 53.3%
Feb-2025	3,608	+ 34.9%	3,961	+ 45.1%
Mar-2025	3,612	+ 33.0%	4,079	+ 45.8%
Apr-2025	3,502	+ 30.9%	3,955	+ 42.7%
May-2025	3,216	+ 23.5%	3,531	+ 32.0%
Jun-2025	2,954	+ 17.9%	3,189	+ 28.5%
Jul-2025	2,705	+ 12.5%	2,829	+ 23.2%
Aug-2025	2,551	+ 10.4%	2,645	+ 21.2%
Sep-2025	2,461	+ 4.3%	2,602	+ 12.7%
Oct-2025	2,568	+ 1.6%	2,976	+ 18.1%
Nov-2025	2,692	- 4.0%	3,156	+ 10.3%
Dec-2025	2,626	- 9.1%	3,088	+ 1.2%
12-Month Avg	2,988	+ 15.9%	3,310	+ 27.7%

## Historical Inventory of Homes for Sale by Month

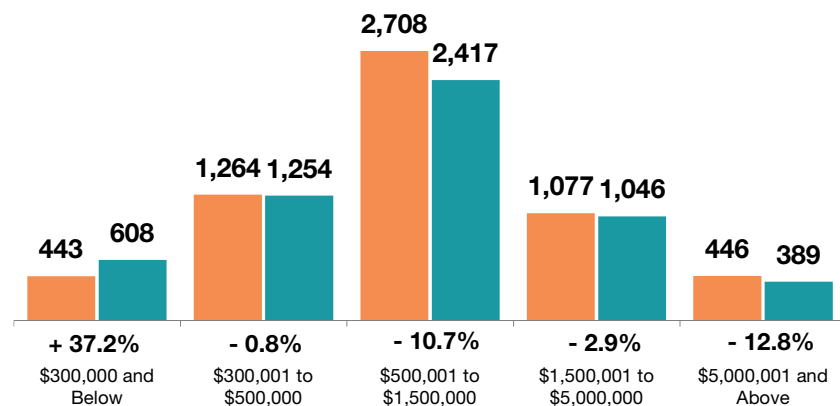


# Overall Inventory of Homes for Sale by Price Range

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

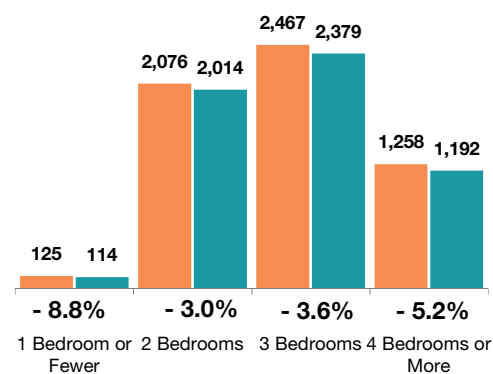
## By Price Range

12-2024 12-2025



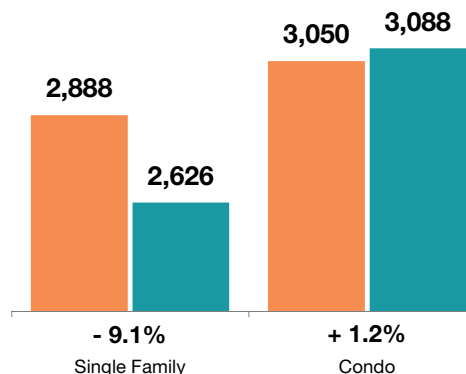
## By Bedroom Count

12-2024 12-2025



## By Property Type

12-2024 12-2025



## All Properties

### By Price Range

	12-2024	12-2025	Change
\$300,000 and Below	443	608	+ 37.2%
\$300,001 to \$500,000	1,264	1,254	- 0.8%
\$500,001 to \$1,500,000	2,708	2,417	- 10.7%
\$1,500,001 to \$5,000,000	1,077	1,046	- 2.9%
\$5,000,001 and Above	446	389	- 12.8%
<b>All Price Ranges</b>	<b>5,938</b>	<b>5,714</b>	<b>- 3.8%</b>

## Single Family

	12-2024	12-2025	Change
1 Bedroom or Fewer	117	127	+ 8.5%
2 Bedrooms	214	227	+ 6.1%
3 Bedrooms	1,547	1,332	- 13.9%
4 Bedrooms or More	634	635	+ 0.2%
<b>All Single Family</b>	<b>2,888</b>	<b>2,626</b>	<b>- 9.1%</b>

## Condo

	12-2024	12-2025	Change
1 Bedroom or Fewer	326	481	+ 47.5%
2 Bedrooms	1,050	1,027	- 2.2%
3 Bedrooms	1,161	1,085	- 6.5%
4 Bedrooms or More	443	411	- 7.2%
<b>All Condo</b>	<b>3,050</b>	<b>3,088</b>	<b>+ 1.2%</b>

## By Bedroom Count

	12-2024	12-2025	Change
1 Bedroom or Fewer	125	114	- 8.8%
2 Bedrooms	2,076	2,014	- 3.0%
3 Bedrooms	2,467	2,379	- 3.6%
4 Bedrooms or More	1,258	1,192	- 5.2%
<b>All Bedroom Counts</b>	<b>5,938</b>	<b>5,714</b>	<b>- 3.8%</b>

	12-2024	12-2025	Change
1 Bedroom or Fewer	30	18	- 40.0%
2 Bedrooms	292	269	- 7.9%
3 Bedrooms	1,383	1,239	- 10.4%
4 Bedrooms or More	1,180	1,099	- 6.9%
<b>All Single Family</b>	<b>2,888</b>	<b>2,626</b>	<b>- 9.1%</b>

	12-2024	12-2025	Change
1 Bedroom or Fewer	95	96	+ 1.1%
2 Bedrooms	1,784	1,745	- 2.2%
3 Bedrooms	1,084	1,140	+ 5.2%
4 Bedrooms or More	78	93	+ 19.2%
<b>All Condo</b>	<b>3,050</b>	<b>3,088</b>	<b>+ 1.2%</b>

# Listing and Sales Summary Report

## December 2025



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Dec-25	Dec-24	% Change	Dec-25	Dec-24	% Change	Dec-25	Dec-24	% Change	Dec-25	Dec-24	% Change
<b>Overall Naples Market*</b>	<b>\$570,000</b>	<b>\$600,000</b>	<b>-5.0%</b>	<b>773</b>	<b>600</b>	<b>+28.8%</b>	<b>5,714</b>	<b>5,938</b>	<b>-3.8%</b>	<b>94</b>	<b>84</b>	<b>+11.9%</b>
<b>Collier County</b>	<b>\$594,600</b>	<b>\$605,000</b>	<b>-1.7%</b>	<b>844</b>	<b>655</b>	<b>+28.9%</b>	<b>6,413</b>	<b>6,669</b>	<b>-3.8%</b>	<b>95</b>	<b>87</b>	<b>+9.2%</b>
Ave Maria	\$425,000	\$499,900	-15.0%	21	19	+10.5%	201	174	+15.5%	66	91	-27.5%
Central Naples	\$450,000	\$450,000	0.0%	116	78	+48.7%	599	688	-12.9%	99	67	+47.8%
East Naples	\$553,950	\$600,000	-7.7%	192	151	+27.2%	1,344	1,349	-0.4%	75	84	-10.7%
Everglades City	--	\$185,000	--	0	3	-100.0%	7	8	-12.5%	--	524	--
Immokalee	\$337,900	\$318,900	+6.0%	1	7	-85.7%	3	24	-87.5%	95	153	-37.9%
Immokalee / Ave Maria	\$407,163	\$410,000	-0.7%	22	26	-15.4%	205	198	+3.5%	67	108	-38.0%
Naples	\$575,000	\$612,633	-6.1%	751	574	+30.8%	5,507	5,737	-4.0%	94	83	+13.3%
Naples Beach	\$1,495,000	\$1,300,000	+15.0%	131	86	+52.3%	1,451	1,498	-3.1%	133	98	+35.7%
North Naples	\$699,950	\$679,000	+3.1%	166	165	+0.6%	1,173	1,208	-2.9%	88	72	+22.2%
South Naples	\$407,500	\$515,000	-20.9%	146	94	+55.3%	942	997	-5.5%	89	99	-10.1%
34102	\$2,500,000	\$2,400,000	+4.2%	27	18	+50.0%	504	522	-3.4%	146	134	+9.0%
34103	\$1,262,550	\$777,500	+62.4%	34	30	+13.3%	438	437	+0.2%	143	91	+57.1%
34104	\$385,000	\$395,000	-2.5%	47	34	+38.2%	285	307	-7.2%	92	52	+76.9%
34105	\$603,000	\$565,000	+6.7%	46	35	+31.4%	242	278	-12.9%	116	91	+27.5%
34108	\$1,312,500	\$1,366,500	-4.0%	70	38	+84.2%	509	539	-5.6%	123	86	+43.0%
34109	\$520,000	\$625,000	-16.8%	43	35	+22.9%	302	279	+8.2%	93	81	+14.8%
34110	\$1,020,000	\$647,000	+57.7%	44	60	-26.7%	450	468	-3.8%	114	74	+54.1%
34112	\$355,000	\$350,250	+1.4%	93	50	+86.0%	541	532	+1.7%	82	81	+1.2%
34113	\$565,000	\$642,500	-12.1%	53	44	+20.5%	401	465	-13.8%	99	120	-17.5%
34114	\$555,900	\$575,000	-3.3%	73	71	+2.8%	601	623	-3.5%	76	98	-22.4%
34116	\$515,000	\$425,000	+21.2%	23	9	+155.6%	72	103	-30.1%	78	33	+136.4%
34117	\$520,863	\$628,500	-17.1%	22	16	+37.5%	148	158	-6.3%	54	66	-18.2%
34119	\$675,000	\$770,000	-12.3%	79	70	+12.9%	421	461	-8.7%	72	67	+7.5%
34120	\$590,000	\$634,950	-7.1%	97	64	+51.6%	593	566	+4.8%	79	72	+9.7%
34137	--	--	--	0	0	--	2	2	0.0%	--	--	--
34142	\$407,163	\$410,000	-0.7%	22	26	-15.4%	205	198	+3.5%	67	108	-38.0%

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

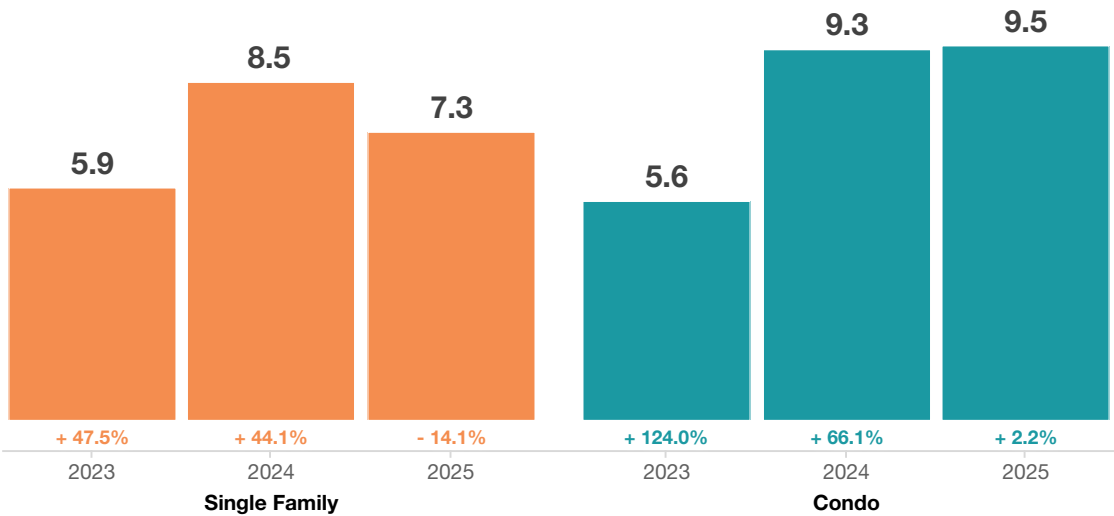


# Months Supply of Inventory

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.



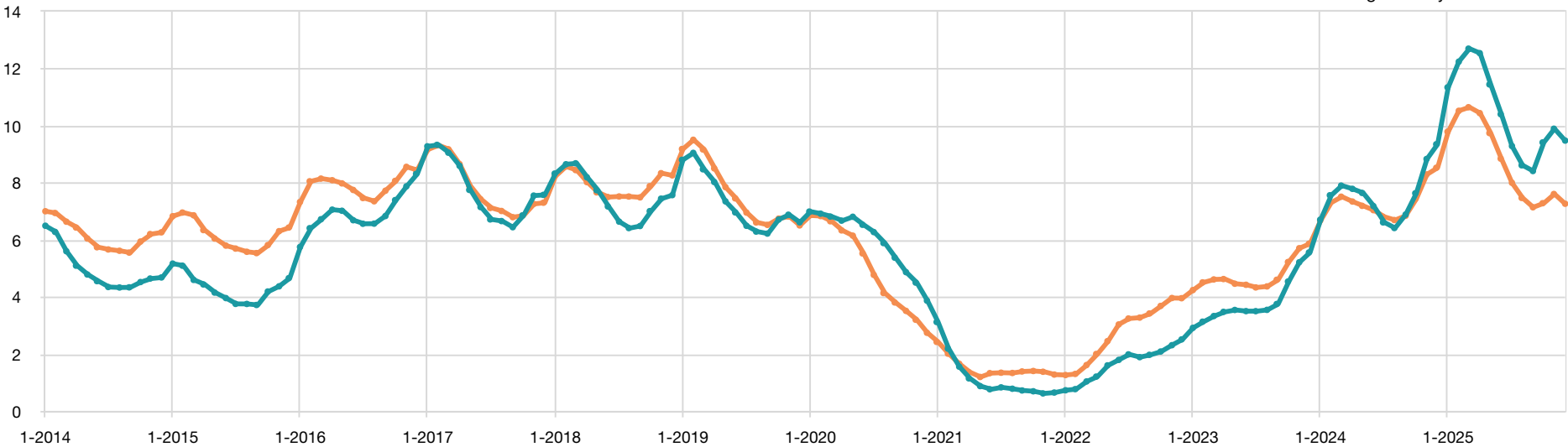
## December



Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	8.0	+ 17.6%	9.3	+ 40.9%
Aug-2025	7.5	+ 11.9%	8.6	+ 34.4%
Sep-2025	7.1	+ 4.4%	8.4	+ 21.7%
Oct-2025	7.3	- 1.4%	9.4	+ 23.7%
Nov-2025	7.6	- 8.4%	9.9	+ 12.5%
Dec-2025	7.3	- 14.1%	9.5	+ 2.2%
12-Month Avg*	8.7	+ 19.5%	10.5	+ 39.0%

\* Months Supply for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

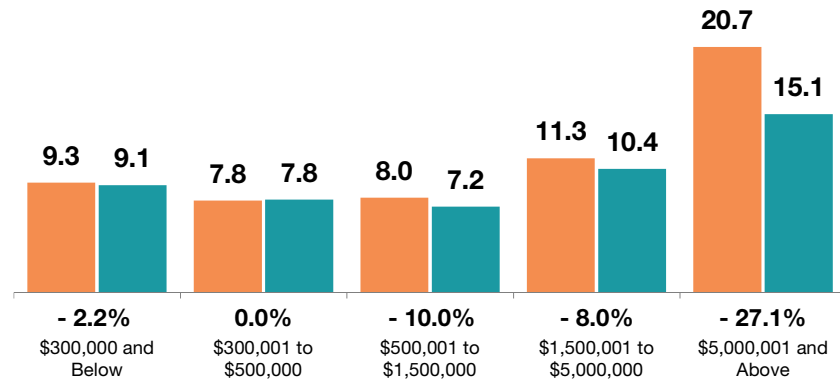


# Months Supply of Inventory

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.**

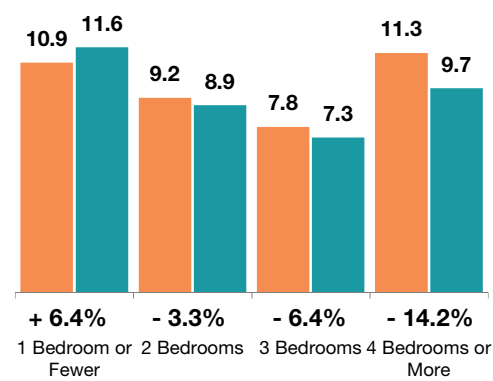
## By Price Range

12-2024 12-2025



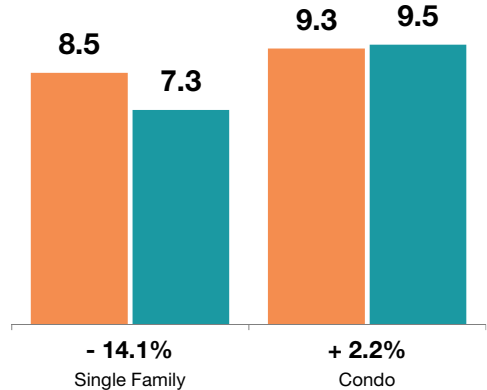
## By Bedroom Count

12-2024 12-2025



## By Property Type

12-2024 12-2025



### All Properties

By Price Range	12-2024	12-2025	Change
\$300,000 and Below	9.3	9.1	- 2.2%
\$300,001 to \$500,000	7.8	7.8	0.0%
\$500,001 to \$1,500,000	8.0	7.2	- 10.0%
\$1,500,001 to \$5,000,000	11.3	10.4	- 8.0%
\$5,000,001 and Above	20.7	15.1	- 27.1%
<b>All Price Ranges</b>	<b>8.9</b>	<b>8.3</b>	<b>- 6.7%</b>

### Single Family

12-2024	12-2025	Change	12-2024	12-2025	Change
7.8	10.0	+ 28.2%	10.0	8.8	- 12.0%
5.3	4.9	- 7.5%	8.6	9.0	+ 4.7%
7.6	6.2	- 18.4%	8.7	9.0	+ 3.4%
10.2	9.4	- 7.8%	13.5	12.5	- 7.4%
22.8	14.4	- 36.8%	12.8	18.3	+ 43.0%
<b>8.5</b>	<b>7.3</b>	<b>- 14.1%</b>	<b>9.3</b>	<b>9.5</b>	<b>+ 2.2%</b>

### Condo

By Bedroom Count	12-2024	12-2025	Change
1 Bedroom or Fewer	10.9	11.6	+ 6.4%
2 Bedrooms	9.2	8.9	- 3.3%
3 Bedrooms	7.8	7.3	- 6.4%
4 Bedrooms or More	11.3	9.7	- 14.2%
<b>All Bedroom Counts</b>	<b>8.9</b>	<b>8.3</b>	<b>- 6.7%</b>

12-2024	12-2025	Change	12-2024	12-2025	Change
11.4	6.4	- 43.9%	10.5	13.2	+ 25.7%
7.5	7.0	- 6.7%	9.5	9.2	- 3.2%
7.2	6.1	- 15.3%	8.8	9.3	+ 5.7%
11.3	9.3	- 17.7%	12.2	15.9	+ 30.3%
<b>8.5</b>	<b>7.3</b>	<b>- 14.1%</b>	<b>9.3</b>	<b>9.5</b>	<b>+ 2.2%</b>

# Local Market Update – December 2025

A Research Tool Provided by Naples Area Board of REALTORS®



## Naples Beach

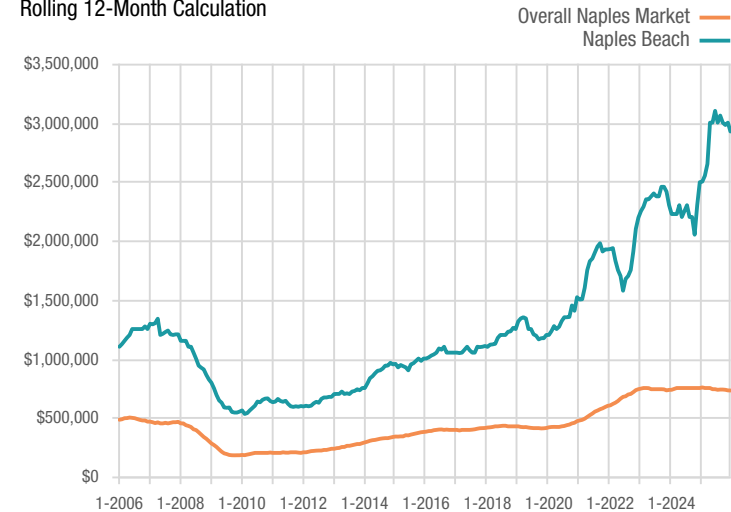
34102, 34103, 34108

Single Family	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	118	75	- 36.4%	1,141	1,163	+ 1.9%
Total Sales	35	56	+ 60.0%	414	549	+ 32.6%
Days on Market Until Sale	87	139	+ 59.8%	113	140	+ 23.9%
Median Closed Price*	\$3,200,000	\$1,870,000	- 41.6%	\$2,495,000	\$2,925,000	+ 17.2%
Average Closed Price*	\$3,719,988	\$3,673,482	- 1.3%	\$4,356,669	\$5,036,203	+ 15.6%
Percent of List Price Received*	92.2%	91.0%	- 1.3%	92.5%	91.5%	- 1.1%
Inventory of Homes for Sale	617	514	- 16.7%	—	—	—
Months Supply of Inventory	17.9	11.2	- 37.4%	—	—	—

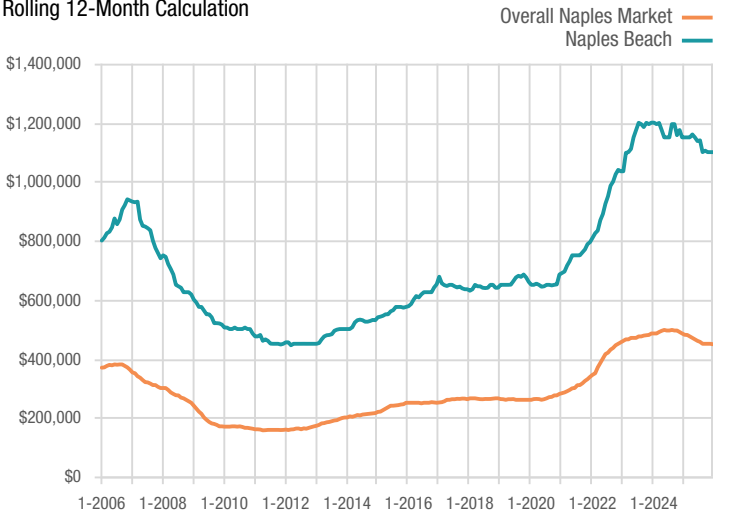
Condo	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	192	158	- 17.7%	1,906	2,051	+ 7.6%
Total Sales	51	75	+ 47.1%	859	866	+ 0.8%
Days on Market Until Sale	105	128	+ 21.9%	96	112	+ 16.7%
Median Closed Price*	\$950,000	\$1,100,000	+ 15.8%	\$1,150,000	\$1,100,000	- 4.3%
Average Closed Price*	\$1,405,225	\$1,538,498	+ 9.5%	\$1,677,307	\$1,587,903	- 5.3%
Percent of List Price Received*	94.4%	93.4%	- 1.1%	93.9%	92.5%	- 1.5%
Inventory of Homes for Sale	881	937	+ 6.4%	—	—	—
Months Supply of Inventory	12.3	13.0	+ 5.7%	—	—	—

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

Median Closed Price - Single Family  
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 – December 2025

A Research Tool Provided by Naples Area Board of REALTORS®



## North Naples

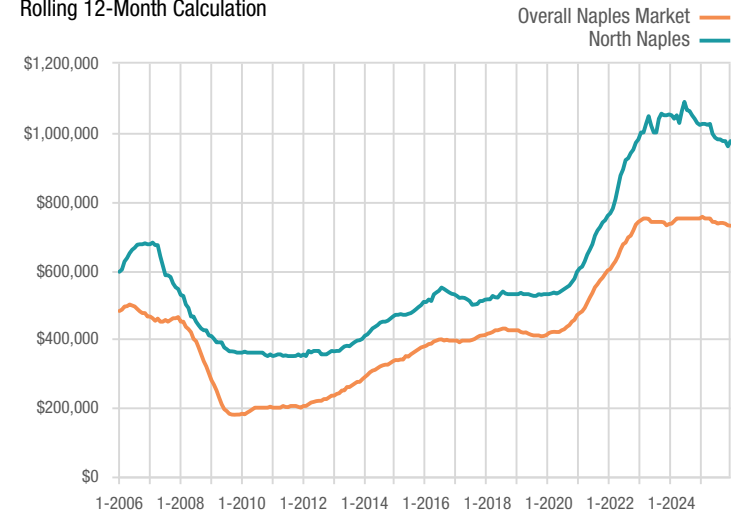
34109, 34110, 34119

Single Family	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	101	79	- 21.8%	1,616	1,557	- 3.7%
Total Sales	81	79	- 2.5%	893	925	+ 3.6%
Days on Market Until Sale	67	71	+ 6.0%	62	86	+ 38.7%
Median Closed Price*	\$980,000	\$1,050,000	+ 7.1%	\$1,022,000	\$975,000	- 4.6%
Average Closed Price*	\$1,447,364	\$1,683,114	+ 16.3%	\$1,493,904	\$1,445,730	- 3.2%
Percent of List Price Received*	94.3%	94.3%	0.0%	94.8%	94.2%	- 0.6%
Inventory of Homes for Sale	510	458	- 10.2%	—	—	—
Months Supply of Inventory	6.9	5.9	- 14.5%	—	—	—

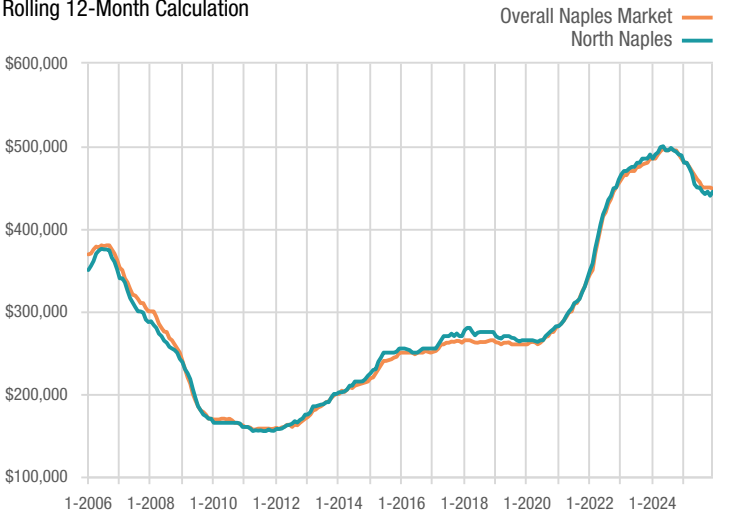
Condo	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	152	108	- 28.9%	1,958	1,932	- 1.3%
Total Sales	84	87	+ 3.6%	1,077	1,013	- 5.9%
Days on Market Until Sale	77	104	+ 35.1%	67	94	+ 40.3%
Median Closed Price*	\$416,500	\$440,000	+ 5.6%	\$489,000	\$445,000	- 9.0%
Average Closed Price*	\$617,152	\$703,401	+ 14.0%	\$672,727	\$616,606	- 8.3%
Percent of List Price Received*	95.0%	94.4%	- 0.6%	95.8%	94.6%	- 1.3%
Inventory of Homes for Sale	698	715	+ 2.4%	—	—	—
Months Supply of Inventory	7.8	8.5	+ 9.0%	—	—	—

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Median Closed Price - Single Family  
Rolling 12-Month Calculation



Median Closed Price - Condo  
Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

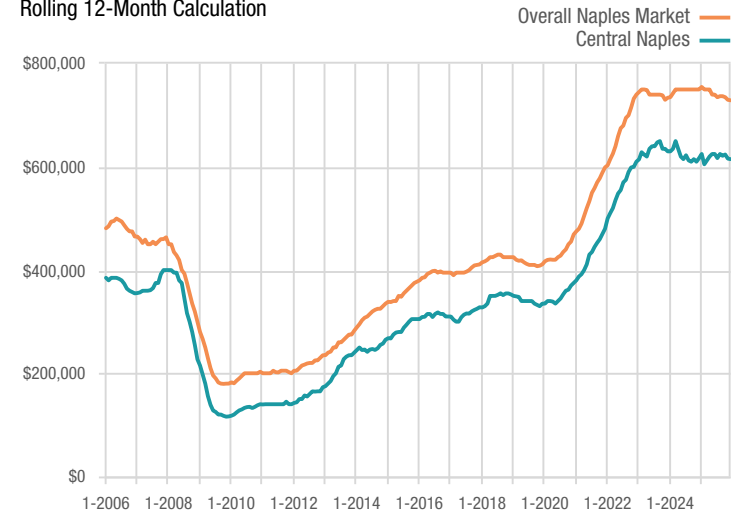
Single Family	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	62	52	- 16.1%	858	859	+ 0.1%
Total Sales	32	58	+ 81.3%	509	542	+ 6.5%
Days on Market Until Sale	55	94	+ 70.9%	63	80	+ 27.0%
Median Closed Price*	\$703,500	\$625,500	- 11.1%	\$617,000	\$615,000	- 0.3%
Average Closed Price*	\$1,197,816	\$1,189,757	- 0.7%	\$1,097,568	\$1,006,153	- 8.3%
Percent of List Price Received*	96.0%	94.6%	- 1.5%	95.7%	95.1%	- 0.6%
Inventory of Homes for Sale	282	238	- 15.6%	—	—	—
Months Supply of Inventory	6.6	5.3	- 19.7%	—	—	—

Condo	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	92	75	- 18.5%	1,137	1,077	- 5.3%
Total Sales	46	58	+ 26.1%	565	591	+ 4.6%
Days on Market Until Sale	76	104	+ 36.8%	60	87	+ 45.0%
Median Closed Price*	\$387,500	\$309,500	- 20.1%	\$349,000	\$302,500	- 13.3%
Average Closed Price*	\$512,180	\$365,210	- 28.7%	\$429,373	\$375,501	- 12.5%
Percent of List Price Received*	94.9%	94.3%	- 0.6%	95.5%	94.2%	- 1.4%
Inventory of Homes for Sale	406	361	- 11.1%	—	—	—
Months Supply of Inventory	8.6	7.3	- 15.1%	—	—	—

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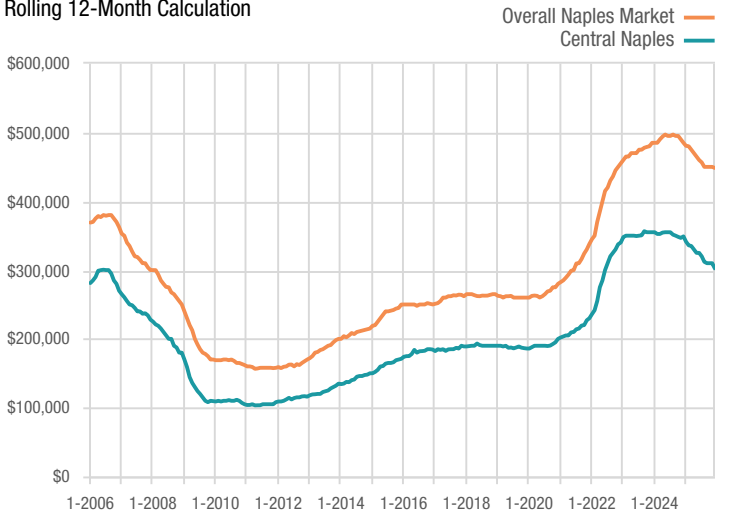
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – December 2025

A Research Tool Provided by Naples Area Board of REALTORS®



## South Naples

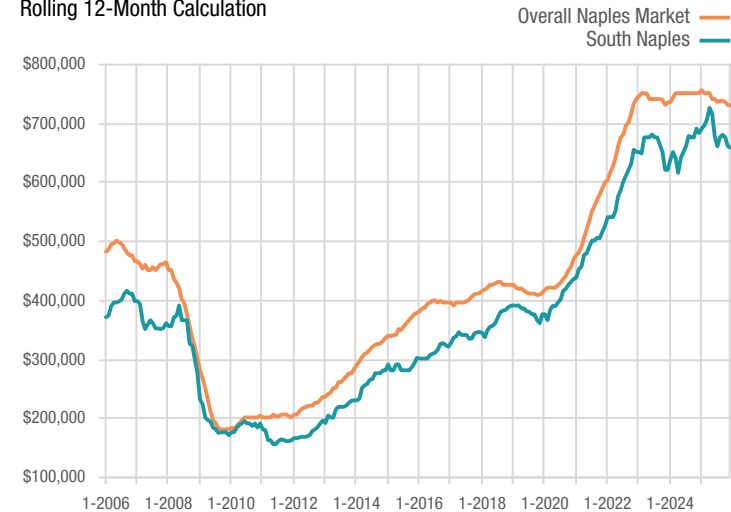
34112, 34113

Single Family	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	86	69	- 19.8%	965	963	- 0.2%
Total Sales	36	54	+ 50.0%	474	514	+ 8.4%
Days on Market Until Sale	94	80	- 14.9%	69	90	+ 30.4%
Median Closed Price*	\$665,000	\$523,500	- 21.3%	\$682,500	\$657,500	- 3.7%
Average Closed Price*	\$909,929	\$774,290	- 14.9%	\$1,021,643	\$938,170	- 8.2%
Percent of List Price Received*	94.7%	94.6%	- 0.1%	94.8%	93.4%	- 1.5%
Inventory of Homes for Sale	359	322	- 10.3%	—	—	—
Months Supply of Inventory	9.1	7.5	- 17.6%	—	—	—

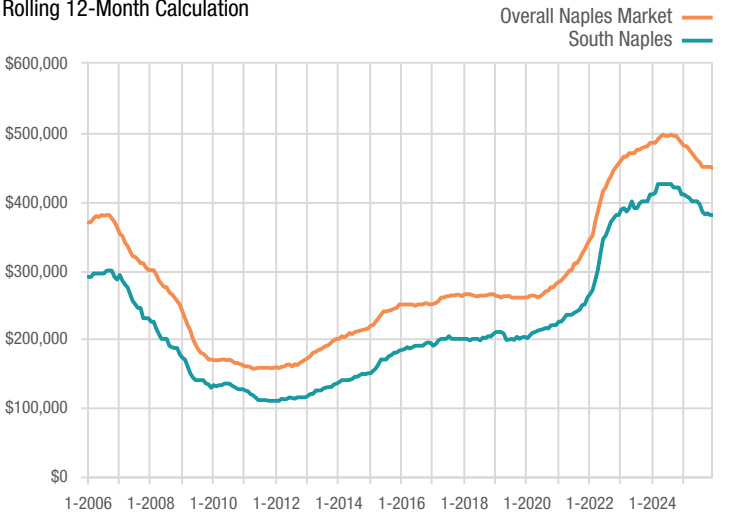
Condo	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	132	111	- 15.9%	1,691	1,740	+ 2.9%
Total Sales	58	92	+ 58.6%	843	863	+ 2.4%
Days on Market Until Sale	102	93	- 8.8%	73	94	+ 28.8%
Median Closed Price*	\$385,000	\$362,500	- 5.8%	\$410,000	\$380,000	- 7.3%
Average Closed Price*	\$496,151	\$418,031	- 15.7%	\$476,584	\$441,694	- 7.3%
Percent of List Price Received*	94.3%	94.3%	0.0%	95.8%	94.4%	- 1.5%
Inventory of Homes for Sale	638	620	- 2.8%	—	—	—
Months Supply of Inventory	9.1	8.6	- 5.5%	—	—	—

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Median Closed Price - Single Family  
Rolling 12-Month Calculation



Median Closed Price - Condo  
Rolling 12-Month Calculation



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# Local Market Update – December 2025

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## East Naples

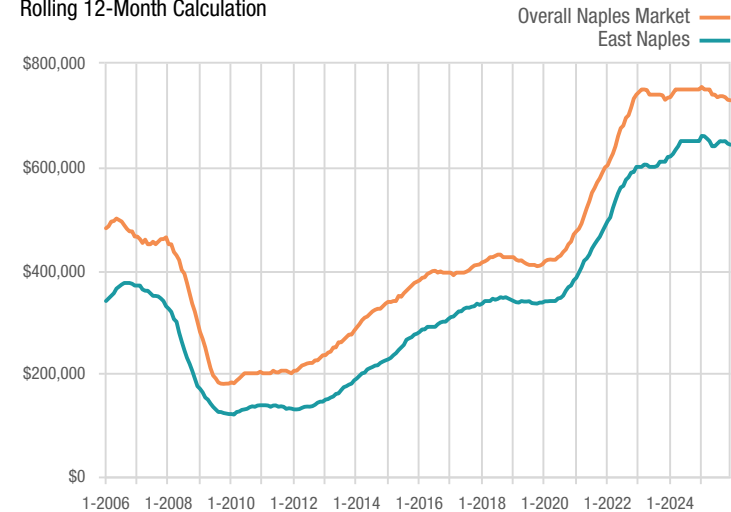
34114, 34117, 34120, 34137

Single Family	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	188	196	+ 4.3%	2,759	2,775	+ 0.6%
Total Sales	106	138	+ 30.2%	1,546	1,547	+ 0.1%
Days on Market Until Sale	76	77	+ 1.3%	72	88	+ 22.2%
Median Closed Price*	\$674,950	\$644,000	- 4.6%	\$650,000	\$643,000	- 1.1%
Average Closed Price*	\$832,716	\$793,444	- 4.7%	\$802,904	\$785,523	- 2.2%
Percent of List Price Received*	96.3%	95.7%	- 0.6%	96.4%	95.5%	- 0.9%
Inventory of Homes for Sale	970	952	- 1.9%	—	—	—
Months Supply of Inventory	7.5	7.4	- 1.3%	—	—	—

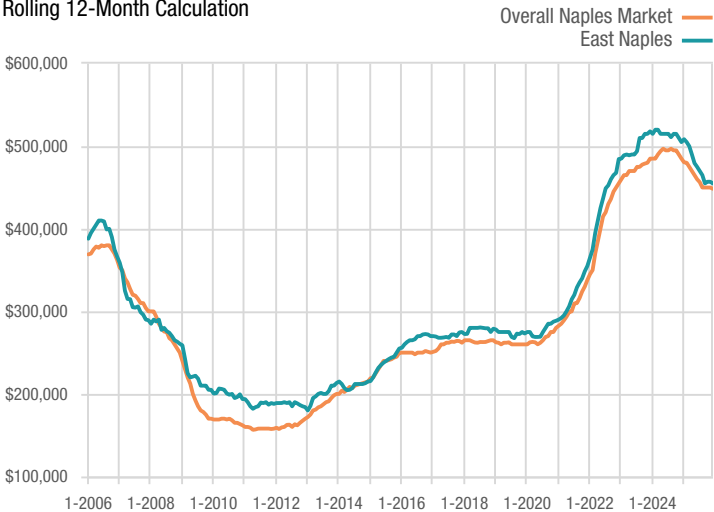
Condo	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	76	44	- 42.1%	974	1,000	+ 2.7%
Total Sales	45	54	+ 20.0%	505	485	- 4.0%
Days on Market Until Sale	102	69	- 32.4%	83	96	+ 15.7%
Median Closed Price*	\$492,500	\$456,250	- 7.4%	\$505,000	\$455,000	- 9.9%
Average Closed Price*	\$506,181	\$460,939	- 8.9%	\$533,117	\$469,989	- 11.8%
Percent of List Price Received*	95.6%	95.3%	- 0.3%	96.2%	95.1%	- 1.1%
Inventory of Homes for Sale	379	392	+ 3.4%	—	—	—
Months Supply of Inventory	9.0	9.7	+ 7.8%	—	—	—

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Median Closed Price - Single Family  
Rolling 12-Month Calculation



Median Closed Price - Condo  
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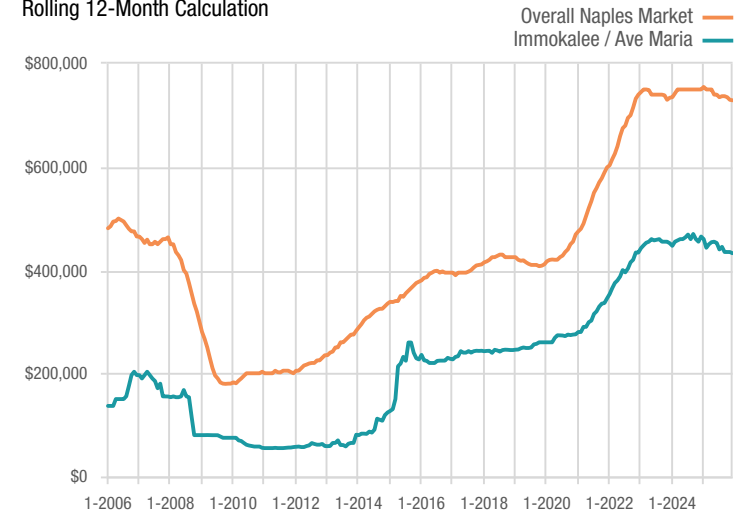
Immokalee / Ave Maria

Single Family	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	31	25	- 19.4%	421	479	+ 13.8%
Total Sales	21	17	- 19.0%	230	262	+ 13.9%
Days on Market Until Sale	118	75	- 36.4%	94	90	- 4.3%
Median Closed Price*	\$460,000	\$479,000	+ 4.1%	\$465,000	\$432,672	- 7.0%
Average Closed Price*	\$471,434	\$480,366	+ 1.9%	\$486,647	\$478,996	- 1.6%
Percent of List Price Received*	97.6%	94.7%	- 3.0%	96.5%	95.3%	- 1.2%
Inventory of Homes for Sale	150	142	- 5.3%	—	—	—
Months Supply of Inventory	7.8	6.5	- 16.7%	—	—	—

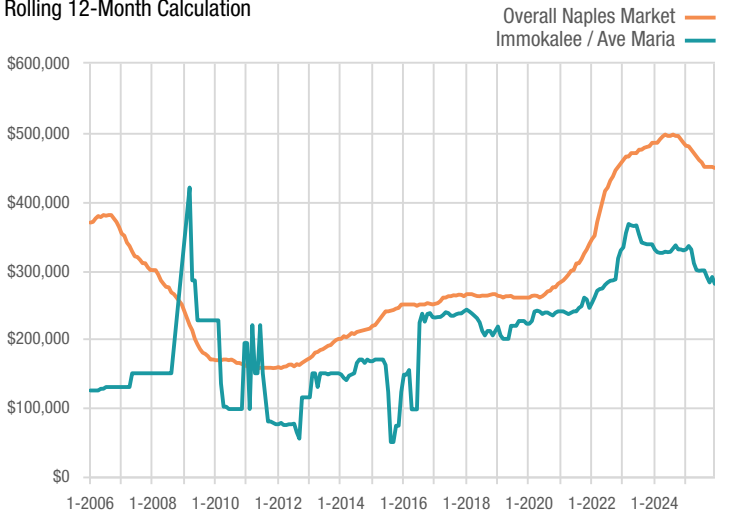
Condo	December			Year to Date		
Key Metrics	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	4	7	+ 75.0%	132	177	+ 34.1%
Total Sales	5	5	0.0%	66	92	+ 39.4%
Days on Market Until Sale	63	40	- 36.5%	70	105	+ 50.0%
Median Closed Price*	\$316,000	\$250,000	- 20.9%	\$328,500	\$280,000	- 14.8%
Average Closed Price*	\$327,630	\$260,000	- 20.6%	\$331,618	\$293,980	- 11.3%
Percent of List Price Received*	94.3%	96.0%	+ 1.8%	95.1%	94.9%	- 0.2%
Inventory of Homes for Sale	48	63	+ 31.3%	—	—	—
Months Supply of Inventory	8.7	8.2	- 5.7%	—	—	—

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Median Closed Price - Condo  
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