

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% | - 5.0% | - 3.8% |
|--|---|--|
| Change in Total Sales All Properties | Change in Median Closed Price All Properties | Change in Homes for Sale All Properties |
| + 42.8% | +11.1% | + .7 |
| Price Range with Strongest Sales \$300,000 & Below | Bedroom Count With Strongest Sales 4 Bedrooms or more | 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 |
|---------------------------------------|----------------------|-------------|-------------|---------|-------------|-------------|----------|----------|----------|
| | | 12-2024 | 12-2025 | 12-2024 | 12-2025 | | | | |
| 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 |
|---------------------------------------|----------------------|-------------|-------------|---------|-------------|-------------|----------|----------|
| | | 12-2023 | 6-2024 | 12-2024 | 6-2025 | 12-2025 | 12-2024 | 12-2025 |
| 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.



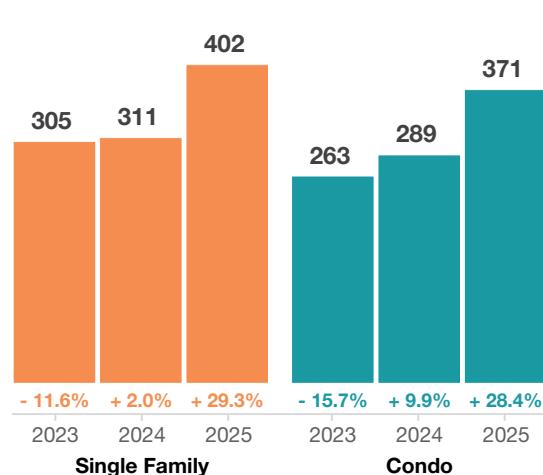
| Key Metrics | Historical Sparkbars | 12-2024 | | 12-2025 | | % Change | YTD 2024 | YTD 2025 | % Change |
|---------------------------------------|----------------------|-----------|-----------|---------|-----------|-----------|----------|----------|----------|
| | | 12-2024 | 12-2025 | 12-2024 | 12-2025 | | | | |
| 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

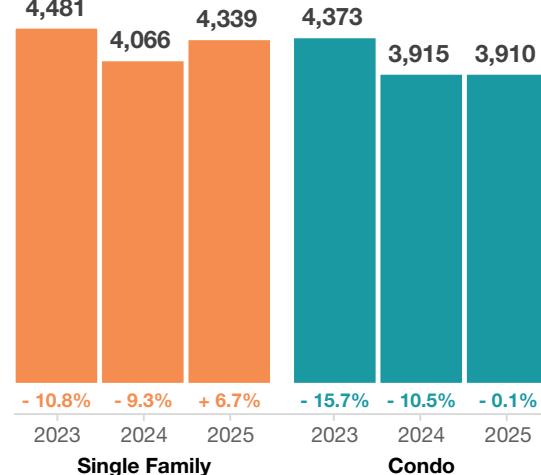
A count of the actual sales that closed in a given month.



December

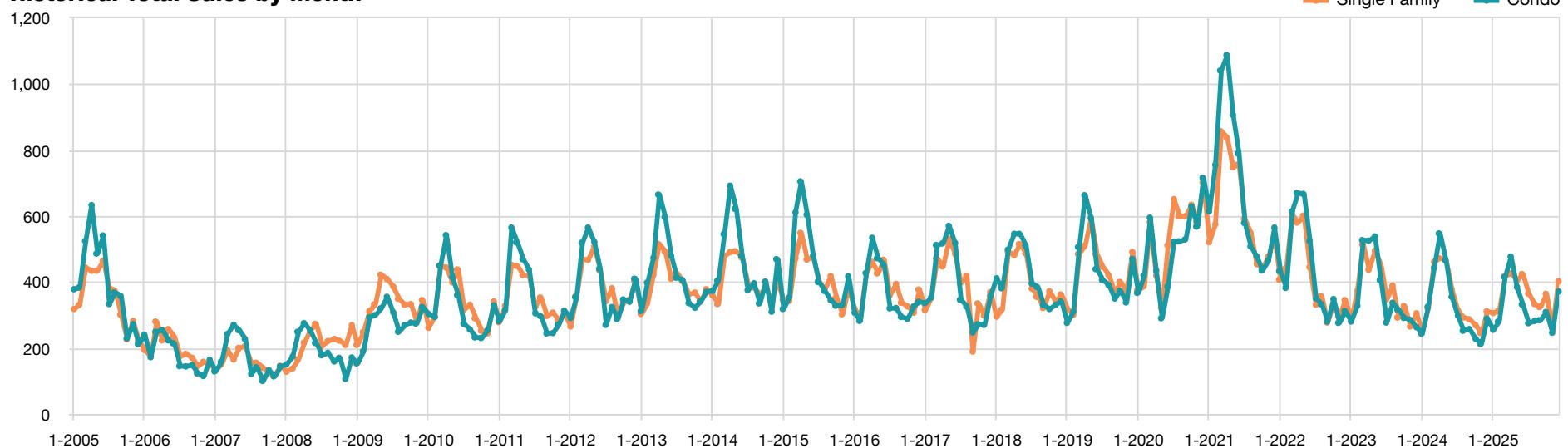


Year to Date



| | 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



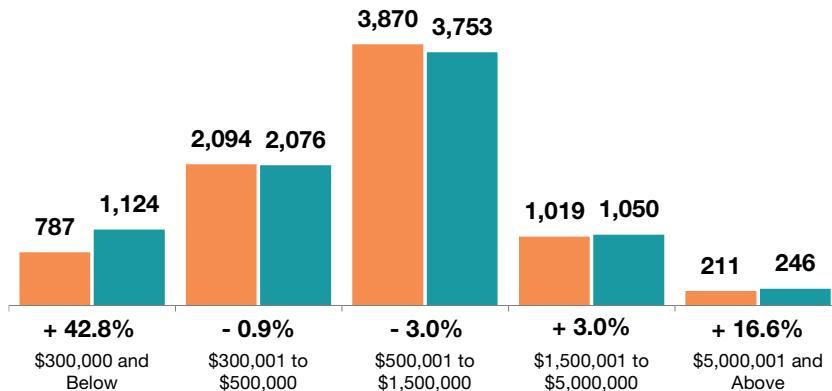
Overall Closed Sales by Price Range



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



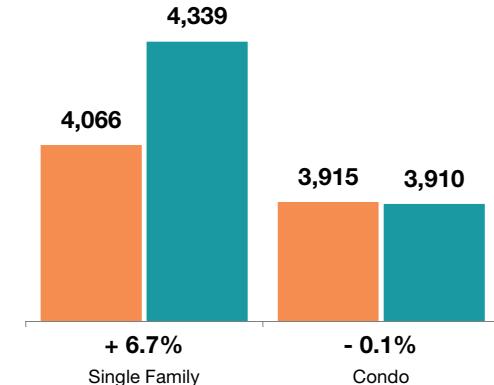
By Bedroom Count

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% |
| All Price Ranges | 7,981 | 8,249 | + 3.4% |

Single Family

| | 12-2024 | 12-2025 | Change |
|---------|---------|---------|---------|
| 12-2024 | 185 | 181 | - 2.2% |
| 12-2025 | 627 | 738 | + 17.7% |
| 12-2024 | 2,433 | 2,503 | + 2.9% |
| 12-2025 | 656 | 710 | + 8.2% |
| 12-2024 | 165 | 207 | + 25.5% |
| 12-2025 | 4,066 | 4,339 | + 6.7% |

Condo

| | 12-2024 | 12-2025 | Change |
|---------|---------|---------|---------|
| 12-2024 | 602 | 943 | + 56.6% |
| 12-2025 | 1467 | 1338 | - 8.8% |
| 12-2024 | 1437 | 1250 | - 13.0% |
| 12-2025 | 363 | 340 | - 6.3% |
| 12-2024 | 46 | 39 | - 15.2% |
| 12-2025 | 3,915 | 3,910 | - 0.1% |

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% |
| All Bedroom Counts | 7,981 | 8,249 | + 3.4% |

| | 12-2024 | 12-2025 | Change |
|---------|---------|---------|---------|
| 12-2024 | 29 | 31 | + 6.9% |
| 12-2025 | 468 | 460 | - 1.7% |
| 12-2024 | 2,310 | 2,432 | + 5.3% |
| 12-2025 | 1,257 | 1,412 | + 12.3% |
| 12-2024 | 4,066 | 4,339 | + 6.7% |

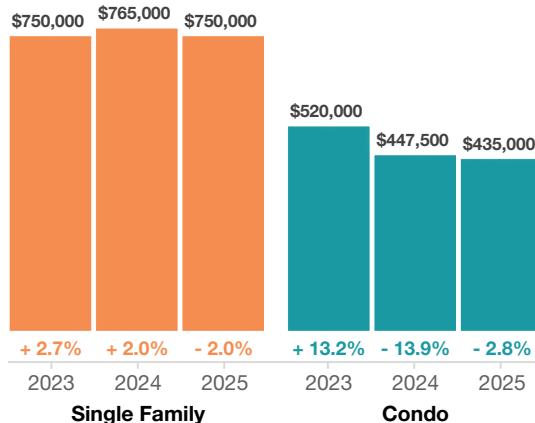
| | 12-2024 | 12-2025 | Change |
|---------|---------|---------|---------|
| 12-2024 | 109 | 87 | - 20.2% |
| 12-2025 | 2,242 | 2,269 | + 1.2% |
| 12-2024 | 1,478 | 1,470 | - 0.5% |
| 12-2025 | 77 | 70 | - 9.1% |
| 12-2024 | 3,915 | 3,910 | - 0.1% |

Overall Median Closed Price

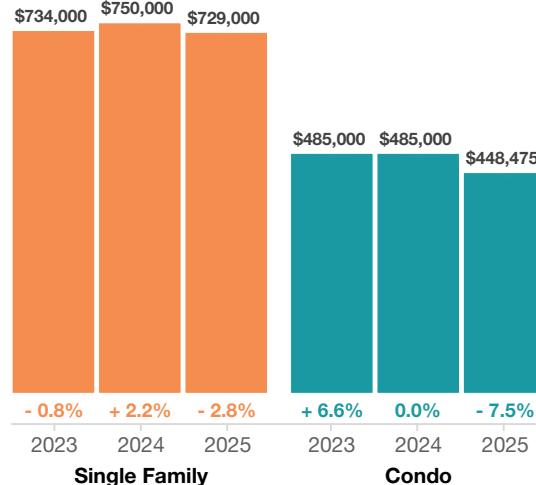


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

December



Year to Date

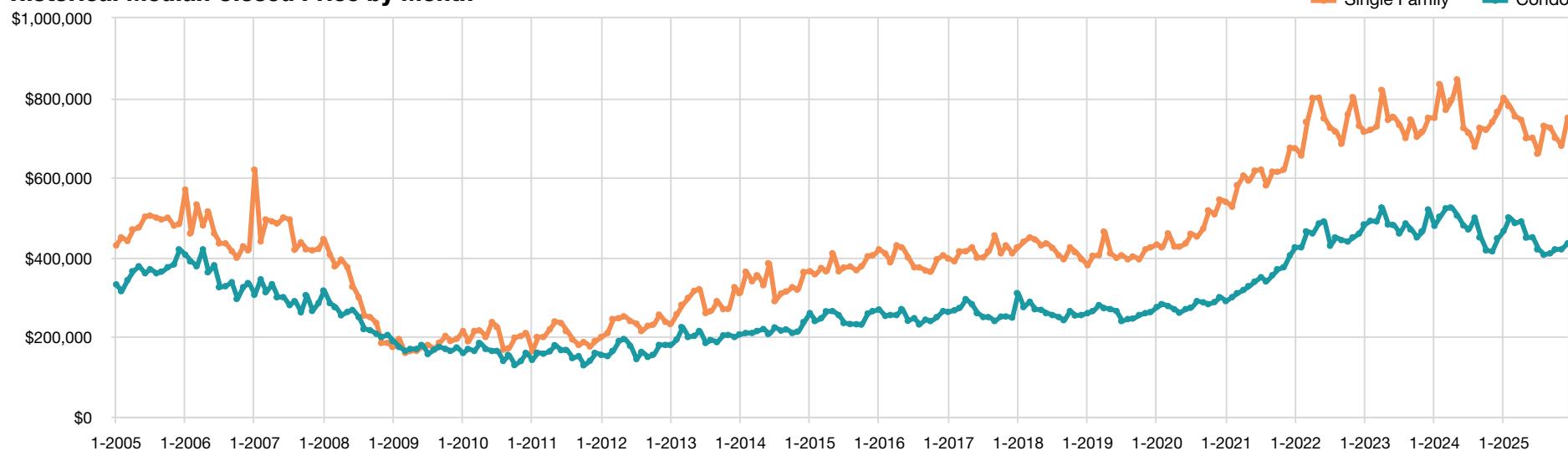


| Median Closed Price | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|---------------------|------------------|-----------------------|------------------|-----------------------|
| | | | Condo | Year-Over-Year Change |
| Jan-2025 | \$800,000 | + 6.7% | \$466,000 | - 2.7% |
| 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% |
| Dec-2025 | \$750,000 | - 2.0% | \$435,000 | - 2.8% |
| 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.

— Single Family — Condo

Historical Median Closed Price by Month



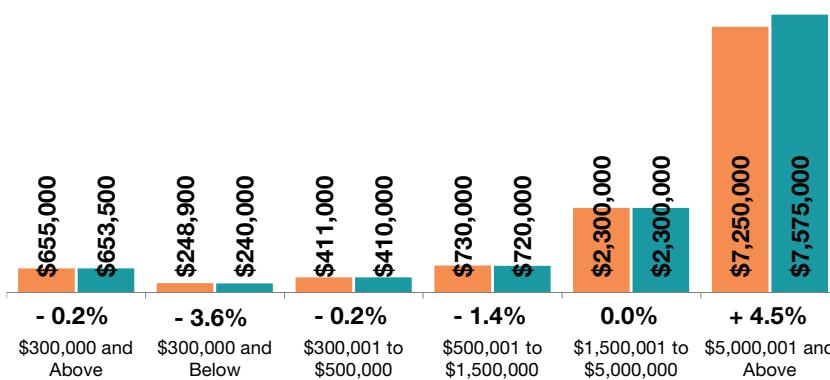
Overall Median Closed Sales by Price Range



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

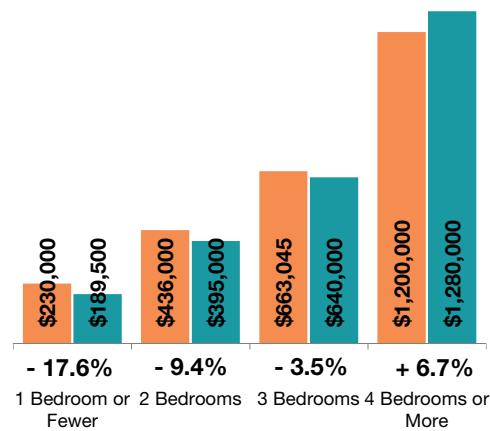
By Price Range

12-2024 12-2025



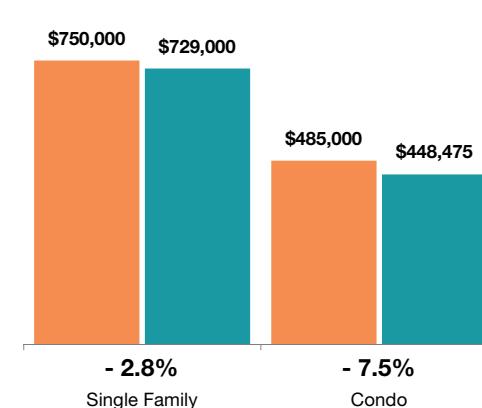
By Bedroom Count

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% |
| All Price Ranges | \$610,000 | \$594,500 | - 2.5% |

Single Family

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

Condo

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

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% |
| All Bedroom Counts | \$610,000 | \$594,500 | - 2.5% |

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

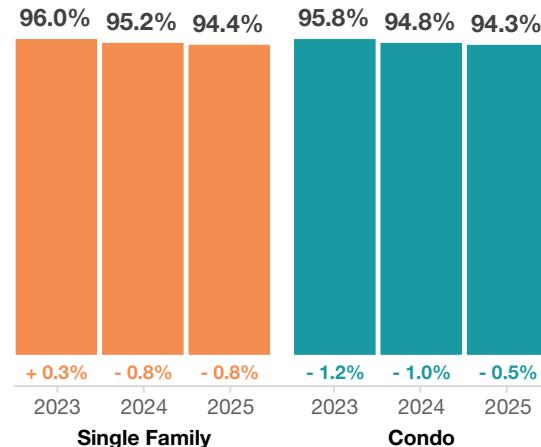
| | 12-2024 | 12-2025 | Change |
|------------------|------------------|---------------|--------|
| \$254,000 | \$213,000 | - 16.1% | |
| \$429,950 | \$380,000 | - 11.6% | |
| \$599,000 | \$590,000 | - 1.5% | |
| \$3,825,000 | \$2,250,000 | - 41.2% | |
| \$485,000 | \$448,475 | - 7.5% | |

Overall Percent of List Price Received

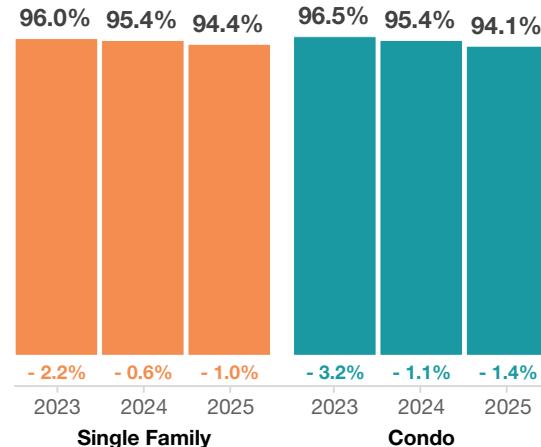
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



Year to Date

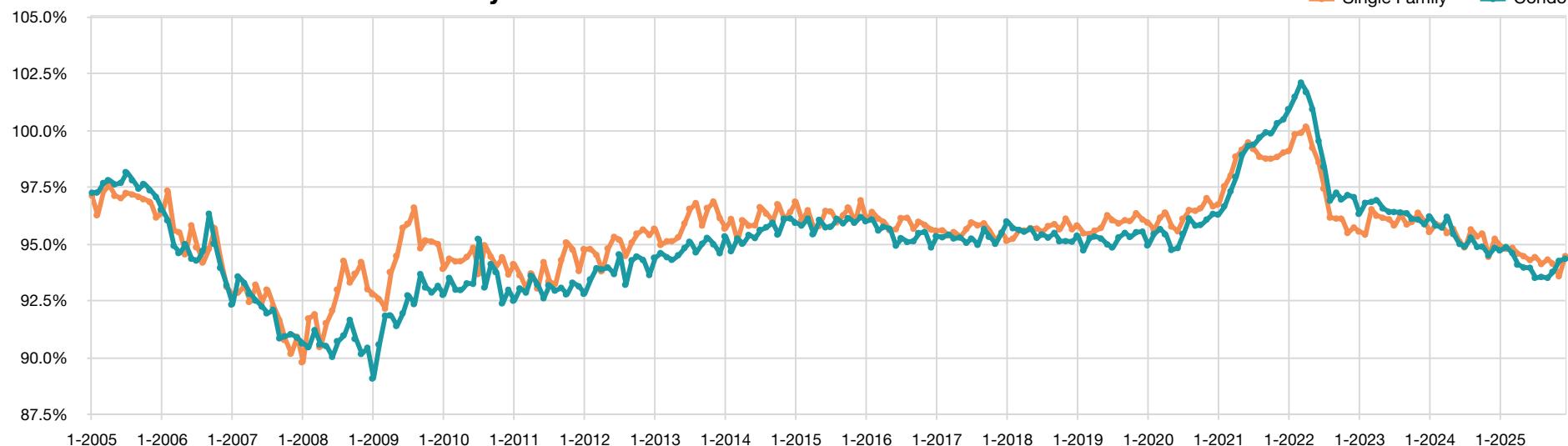


| Pct. of List Price Received* | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|------------------------------|---------------|-----------------------|--------------|-----------------------|
| Jan-2025 | 94.9% | - 0.6% | 94.7% | - 1.6% |
| Feb-2025 | 94.8% | - 1.1% | 94.8% | - 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.

— Single Family — Condo

Historical Percent of List Price Received by Month



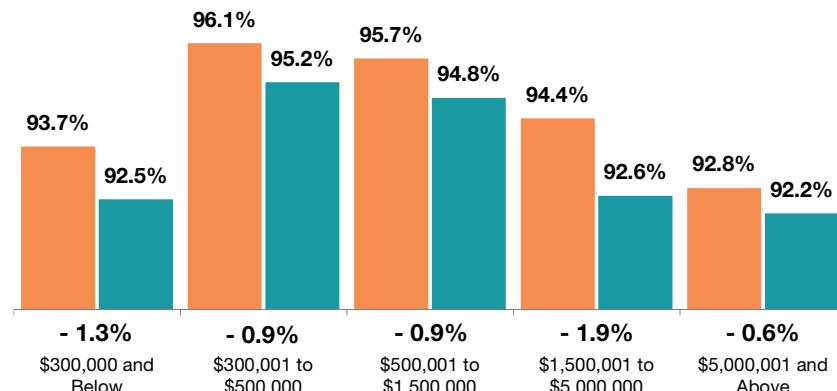
Overall Percent of List Price Received by Price Range



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.

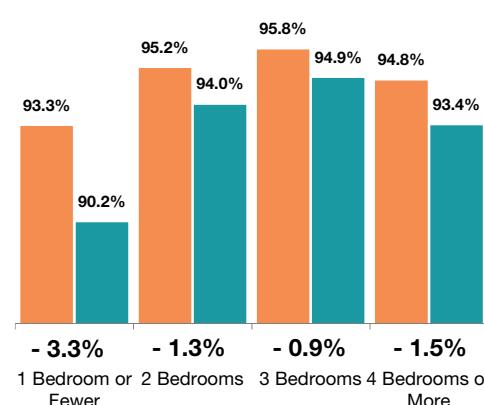
By Price Range

■ 12-2024 ■ 12-2025



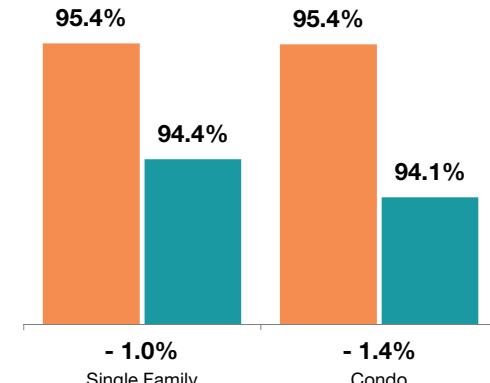
By Bedroom Count

■ 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 |
|---------|---------|---------|--------|
| 12-2024 | 92.7% | 90.3% | - 2.6% |
| 12-2025 | 96.9% | 95.9% | - 1.0% |
| Change | 95.7% | 95.0% | - 0.7% |
| 12-2024 | 94.2% | 92.5% | - 1.8% |
| 12-2025 | 92.4% | 92.1% | - 0.3% |
| Change | 95.4% | 94.4% | - 1.0% |

Condo

| | 12-2024 | 12-2025 | Change |
|---------|---------|---------|--------|
| 12-2024 | 94.0% | 92.9% | - 1.2% |
| 12-2025 | 95.8% | 94.8% | - 1.0% |
| Change | 95.7% | 94.5% | - 1.3% |
| 12-2024 | 94.8% | 92.9% | - 2.0% |
| 12-2025 | 93.9% | 92.7% | - 1.3% |
| Change | 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% |

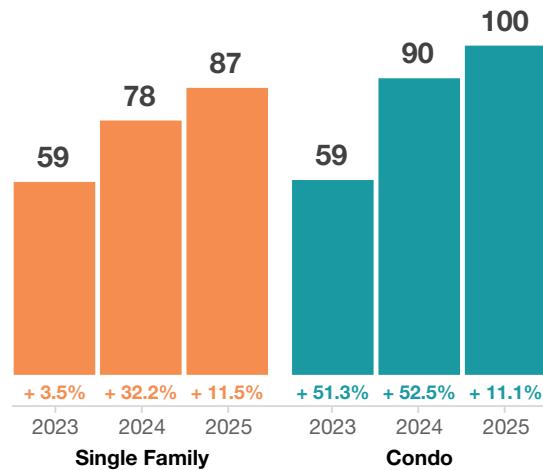
| | 12-2024 | 12-2025 | Change |
|---------|---------|---------|--------|
| 12-2024 | 91.9% | 88.2% | - 4.0% |
| 12-2025 | 94.7% | 93.9% | - 0.8% |
| Change | 95.9% | 95.1% | - 0.8% |
| 12-2024 | 94.8% | 93.4% | - 1.5% |
| 12-2025 | 95.4% | 94.4% | - 1.0% |
| Change | 95.4% | 94.4% | - 1.0% |

Overall Days on Market Until Sale

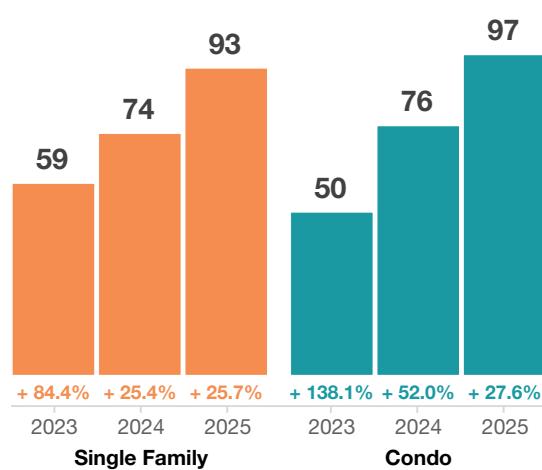
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



Year to Date

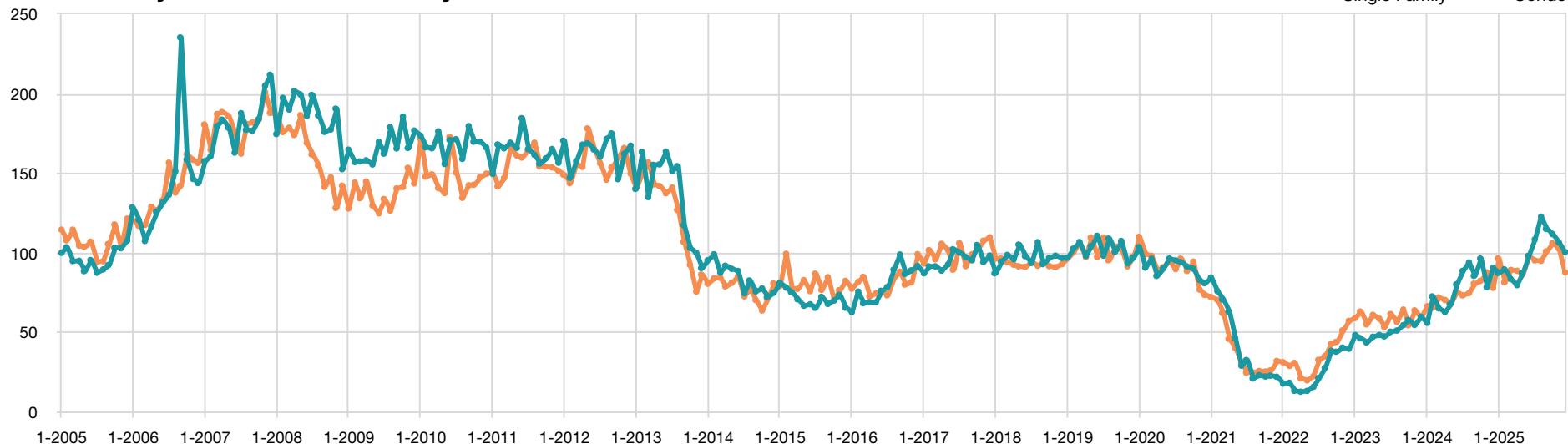


| Days on Market | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Jan-2025 | 96 | + 45.5% | 87 | + 55.4% |
| Feb-2025 | 81 | + 24.6% | 89 | + 23.6% |
| Mar-2025 | 89 | + 23.6% | 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% |
| Dec-2025 | 87 | + 11.5% | 100 | + 11.1% |
| 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.

— Single Family — Condo

Historical Days on Market Until Sale by Month

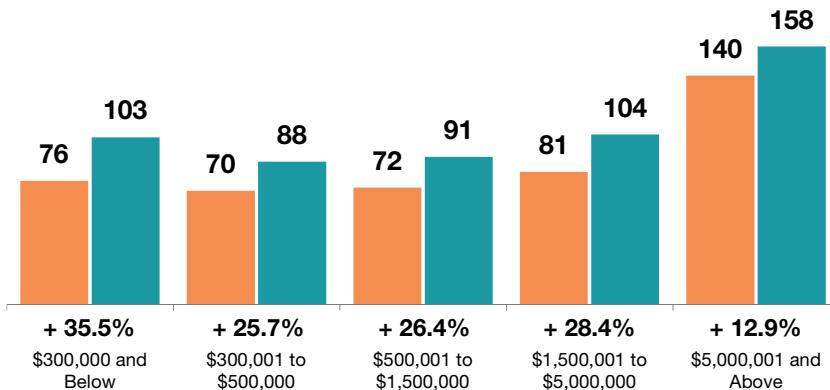


Overall Days on Market Until Sale by Price Range

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

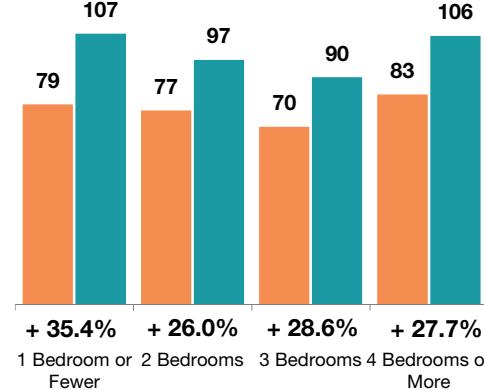
By Price Range

12-2024 12-2025



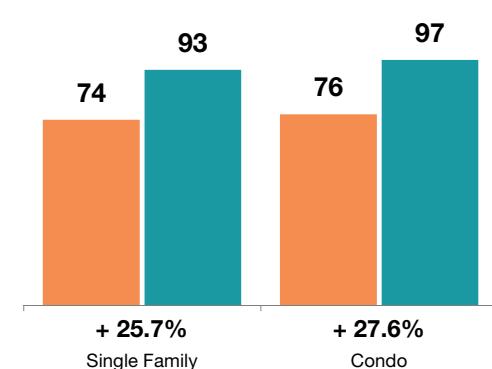
By Bedroom Count

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% |
| All Price Ranges | 75 | 95 | + 26.7% |

Single Family

| | 12-2024 | 12-2025 | Change | 12-2024 | 12-2025 | Change |
|---------|---------|---------|---------|---------|---------|---------|
| 12-2024 | 72 | 93 | + 29.2% | 77 | 104 | + 35.1% |
| 12-2025 | 62 | 75 | + 21.0% | 73 | 95 | + 30.1% |
| Change | 71 | 91 | + 28.2% | 72 | 90 | + 25.0% |
| 12-2024 | 77 | 100 | + 29.9% | 89 | 113 | + 27.0% |
| 12-2025 | 136 | 170 | + 25.0% | 156 | 100 | - 35.9% |
| Change | 74 | 93 | + 25.7% | 76 | 97 | + 27.6% |

Condo

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% |
| All Bedroom Counts | 75 | 95 | + 26.7% |

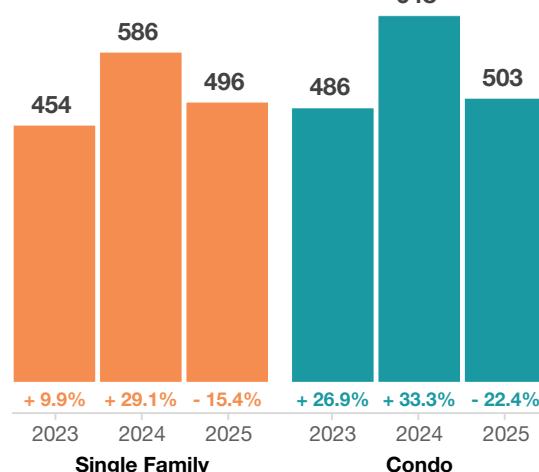
| | 12-2024 | 12-2025 | Change | 12-2024 | 12-2025 | Change |
|---------|---------|---------|---------|---------|---------|---------|
| 12-2024 | 83 | 100 | + 20.5% | 78 | 109 | + 40.5% |
| 12-2025 | 77 | 90 | + 16.9% | 77 | 98 | + 28.1% |
| Change | 68 | 86 | + 26.5% | 73 | 96 | + 31.3% |
| 12-2024 | 82 | 106 | + 29.3% | 105 | 98 | - 6.7% |
| 12-2025 | 74 | 93 | + 25.7% | 76 | 97 | + 27.6% |

Overall New Listings

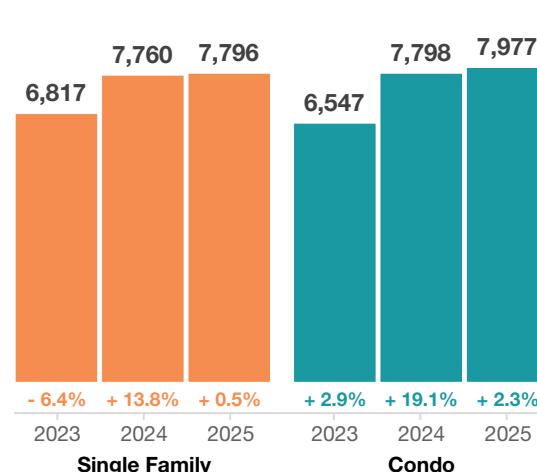
A count of the properties that have been newly listed on the market in a given month.



December

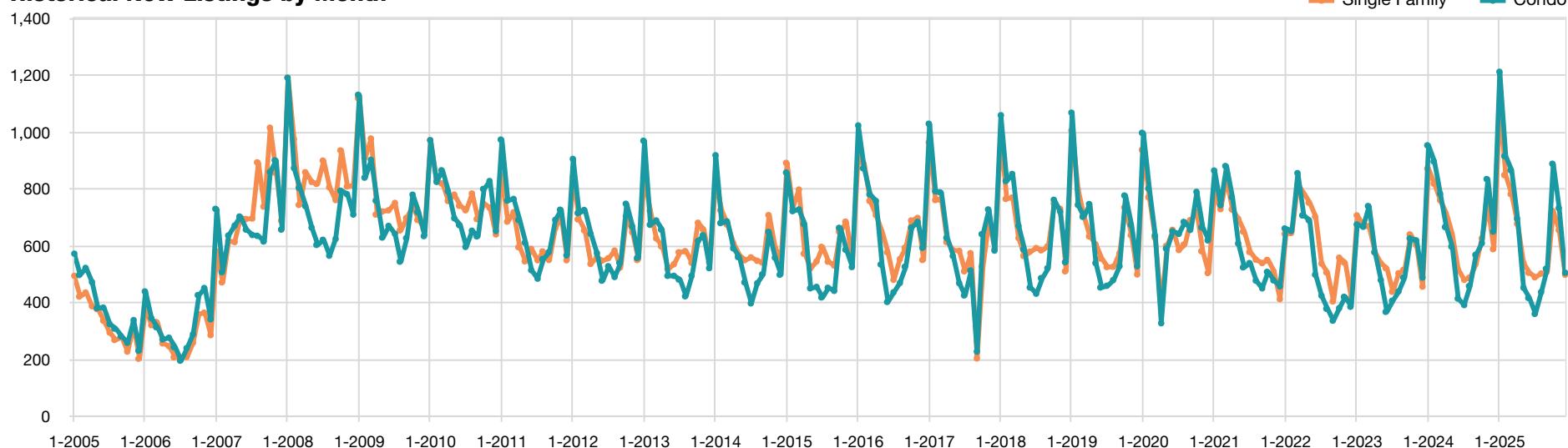


Year to Date



| | 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

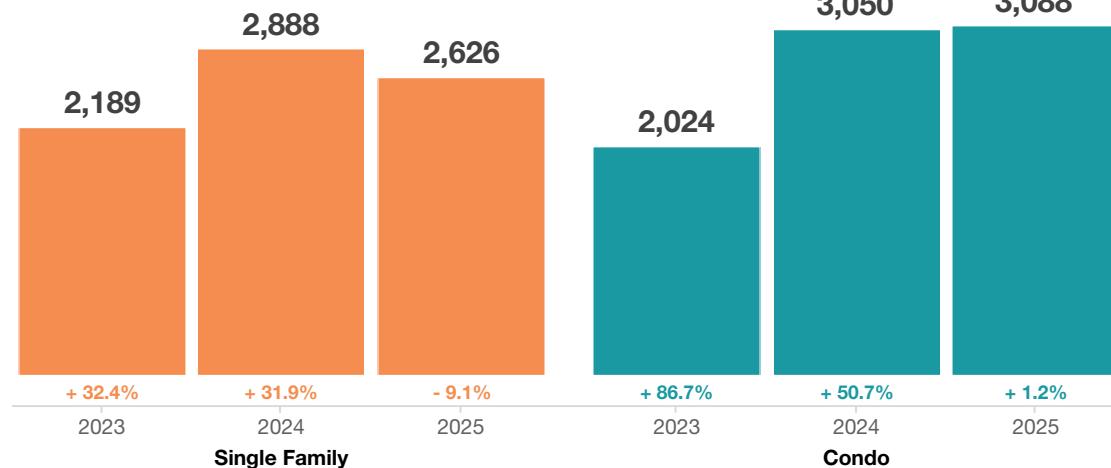


Overall Inventory of Homes for Sale



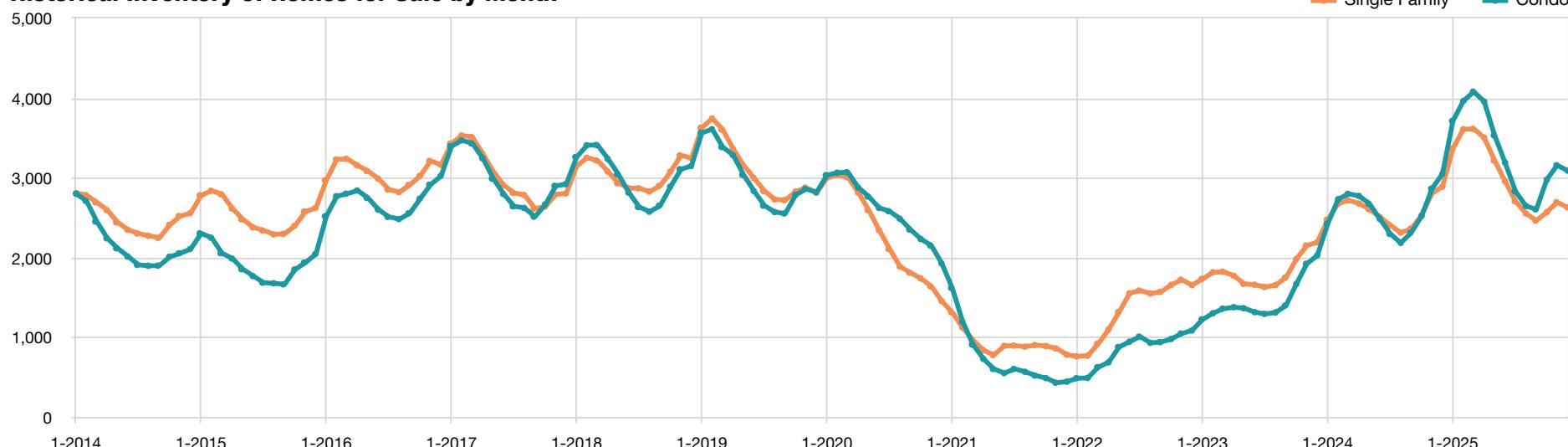
The number of properties available for sale in active status at the end of a given month.

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

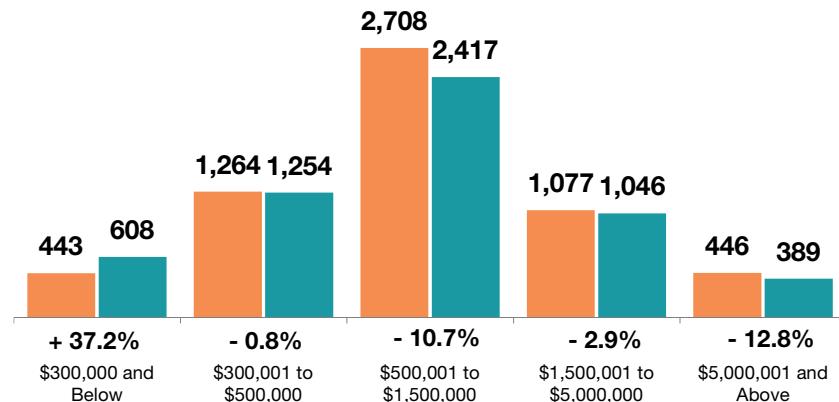


Overall Inventory of Homes for Sale by Price Range

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

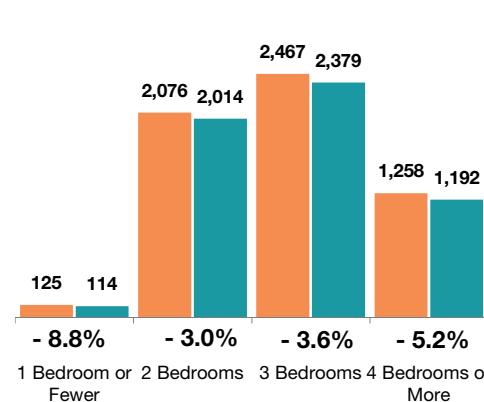
By Price Range

■ 12-2024 ■ 12-2025



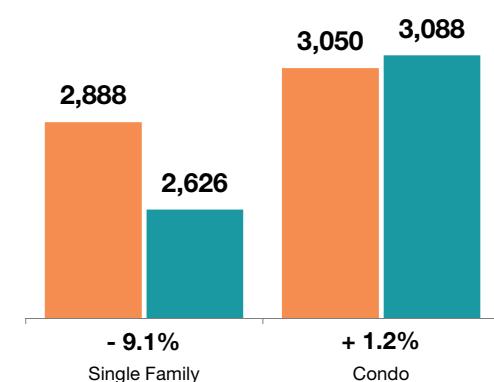
By Bedroom Count

■ 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% |
| All Price Ranges | 5,938 | 5,714 | - 3.8% |

Single Family

By Bedroom Count

| | 12-2024 | 12-2025 | Change | 12-2024 | 12-2025 | Change |
|--------------------|---------|---------|---------|---------|---------|---------|
| 1 Bedroom or Fewer | 117 | 127 | + 8.5% | 326 | 481 | + 47.5% |
| 2 Bedrooms | 214 | 227 | + 6.1% | 1050 | 1027 | - 2.2% |
| 3 Bedrooms | 1,547 | 1,332 | - 13.9% | 1161 | 1085 | - 6.5% |
| 4 Bedrooms or More | 634 | 635 | + 0.2% | 443 | 411 | - 7.2% |
| All Bedroom Counts | 2,888 | 2,626 | - 9.1% | 70 | 84 | + 20.0% |

Condo

By Property Type

| | 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% |
| All Bedroom Counts | 5,938 | 5,714 | - 3.8% |

By Property Type

| | 12-2024 | 12-2025 | Change | 12-2024 | 12-2025 | Change |
|--------------------|---------|---------|---------|---------|---------|---------|
| 1 Bedroom or Fewer | 30 | 18 | - 40.0% | 95 | 96 | + 1.1% |
| 2 Bedrooms | 292 | 269 | - 7.9% | 1,784 | 1,745 | - 2.2% |
| 3 Bedrooms | 1,383 | 1,239 | - 10.4% | 1,084 | 1,140 | + 5.2% |
| 4 Bedrooms or More | 1,180 | 1,099 | - 6.9% | 78 | 93 | + 19.2% |
| All Bedroom Counts | 2,888 | 2,626 | - 9.1% | 3,050 | 3,088 | + 1.2% |

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 |
| Overall Naples Market* | \$570,000 | \$600,000 | -5.0% | 773 | 600 | +28.8% | 5,714 | 5,938 | -3.8% | 94 | 84 | +11.9% |
| Collier County | \$594,600 | \$605,000 | -1.7% | 844 | 655 | +28.9% | 6,413 | 6,669 | -3.8% | 95 | 87 | +9.2% |
| 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.

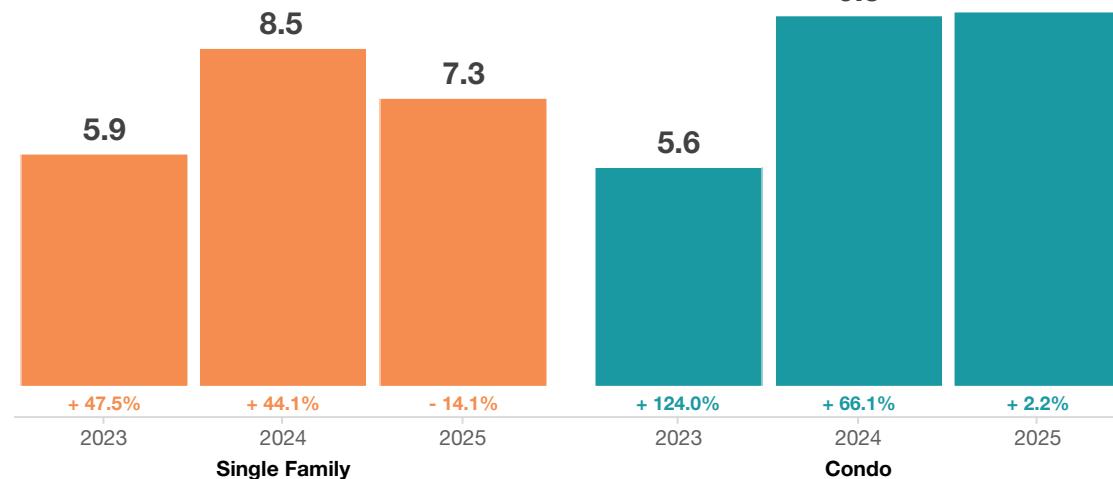
Current as of January 10, 2026. All data from Southwest Florida MLS. Report © 2026 ShowingTime Plus, LLC.

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.



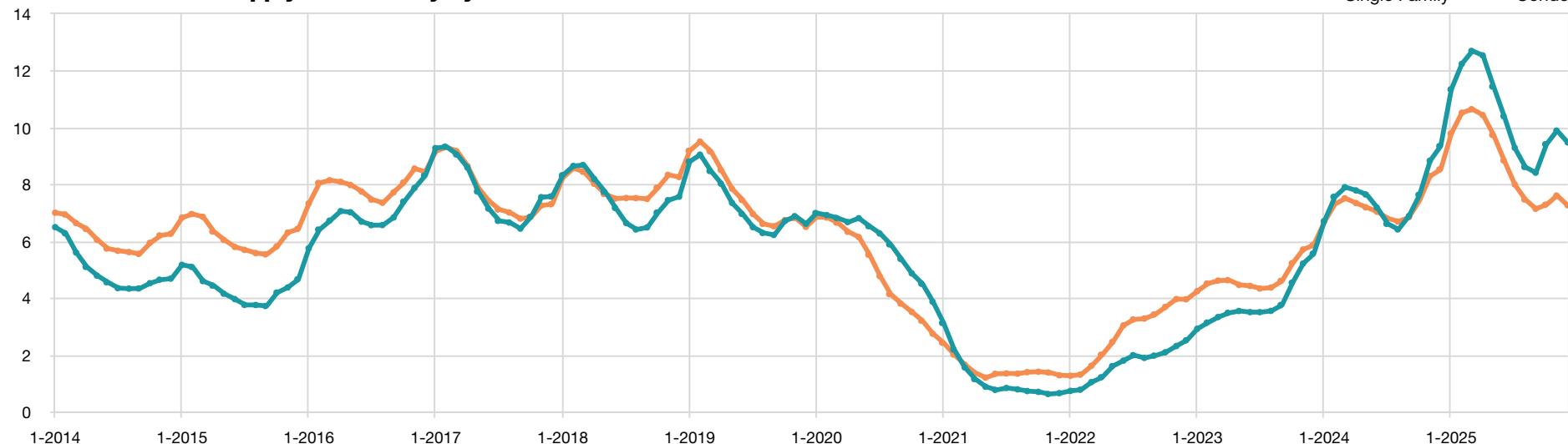
December



| 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



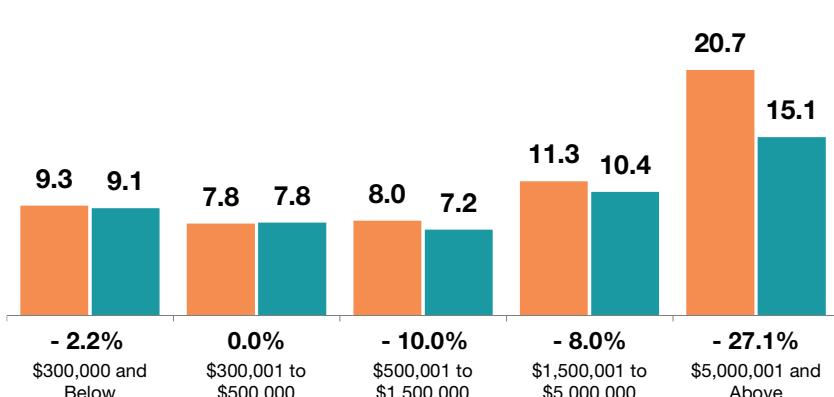
Months Supply of Inventory

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.



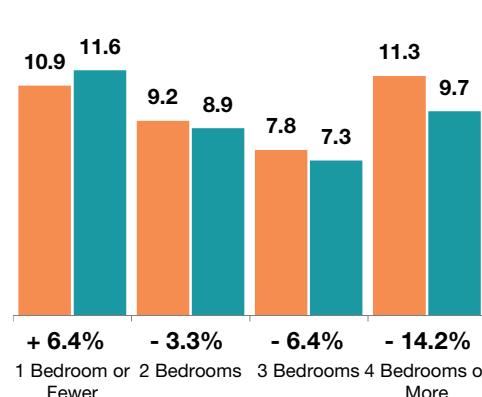
By Price Range

12-2024 12-2025



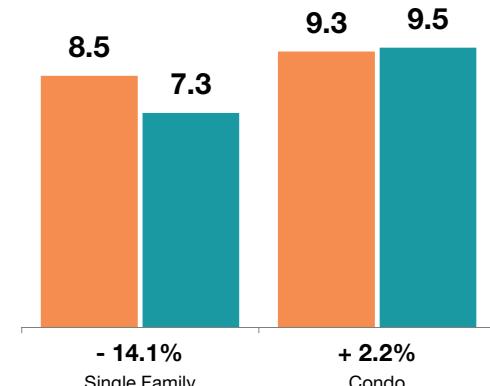
By Bedroom Count

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% |
| All Price Ranges | 8.9 | 8.3 | - 6.7% |

Single Family

By Bedroom Count

| | 12-2024 | 12-2025 | Change | 12-2024 | 12-2025 | Change |
|--------------------|---------|---------|---------|---------|---------|---------|
| 1 Bedroom or Fewer | 7.8 | 10.0 | + 28.2% | 10.0 | 8.8 | - 12.0% |
| 2 Bedrooms | 5.3 | 4.9 | - 7.5% | 8.6 | 9.0 | + 4.7% |
| 3 Bedrooms | 7.6 | 6.2 | - 18.4% | 8.7 | 9.0 | + 3.4% |
| 4 Bedrooms or More | 10.2 | 9.4 | - 7.8% | 13.5 | 12.5 | - 7.4% |
| All Bedroom Counts | 22.8 | 14.4 | - 36.8% | 12.8 | 18.3 | + 43.0% |
| | 8.5 | 7.3 | - 14.1% | 9.3 | 9.5 | + 2.2% |

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% |
| All Bedroom Counts | 8.9 | 8.3 | - 6.7% |

By Property Type

| | 12-2024 | 12-2025 | Change | 12-2024 | 12-2025 | Change |
|--------------------|---------|---------|---------|---------|---------|---------|
| Single Family | 11.4 | 6.4 | - 43.9% | 10.5 | 13.2 | + 25.7% |
| Condo | 7.5 | 7.0 | - 6.7% | 9.5 | 9.2 | - 3.2% |
| 3 Bedrooms | 7.2 | 6.1 | - 15.3% | 8.8 | 9.3 | + 5.7% |
| 4 Bedrooms or More | 11.3 | 9.3 | - 17.7% | 12.2 | 15.9 | + 30.3% |
| All Property Types | 8.5 | 7.3 | - 14.1% | 9.3 | 9.5 | + 2.2% |

Local Market Update – December 2025

A Research Tool Provided by Naples Area Board of REALTORS®



Naples Beach

34102, 34103, 34108

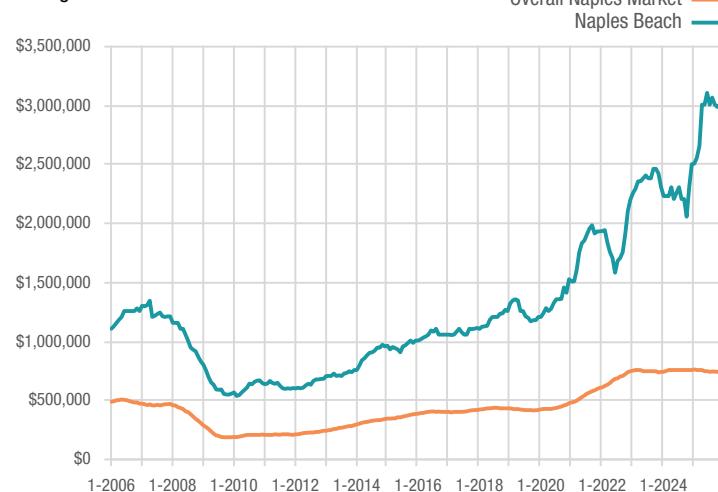
| Single Family | December | | | Year to Date | | |
|---------------------------------|-------------|-------------|----------|--------------|--------------|----------|
| | 2024 | 2025 | % Change | Thru 12-2024 | Thru 12-2025 | % Change |
| New Listings | 118 | 75 | - 36.4% | 1,141 | 1,163 | + 1.9% |
| 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 | | |
|---------------------------------|-------------|-------------|----------|--------------|--------------|----------|
| | 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.

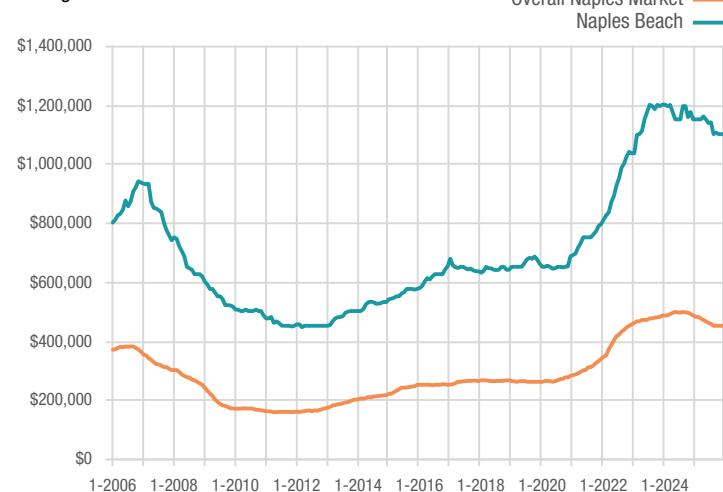
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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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 | | |
|---------------------------------|-------------|-------------|----------|--------------|--------------|----------|
| | 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 | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| | 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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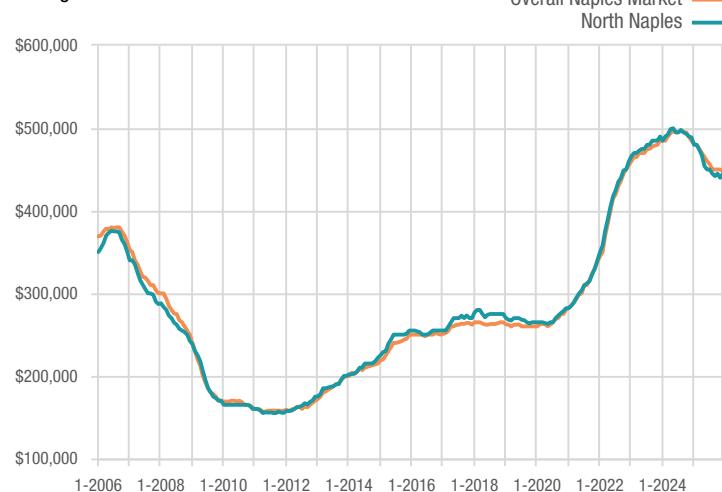
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2025

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Central Naples

34104, 34105, 34116

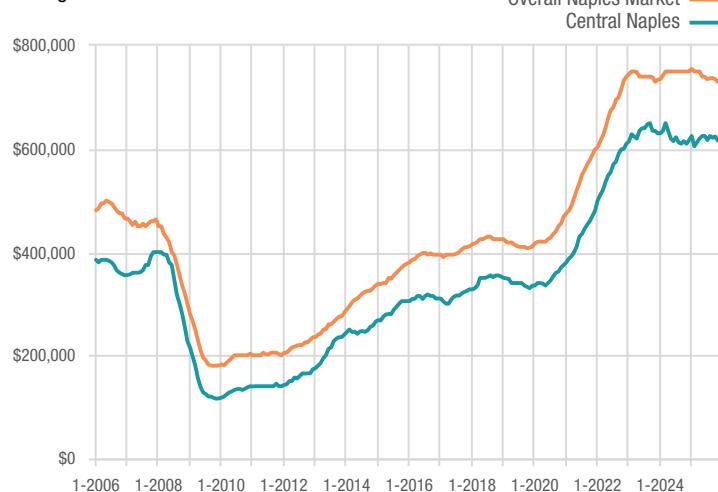
| Single Family | December | | | Year to Date | | |
|---------------------------------|-------------|-------------|----------|--------------|--------------|----------|
| | 2024 | 2025 | % Change | Thru 12-2024 | Thru 12-2025 | % Change |
| New Listings | 62 | 52 | - 16.1% | 858 | 859 | + 0.1% |
| Total 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 | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| | 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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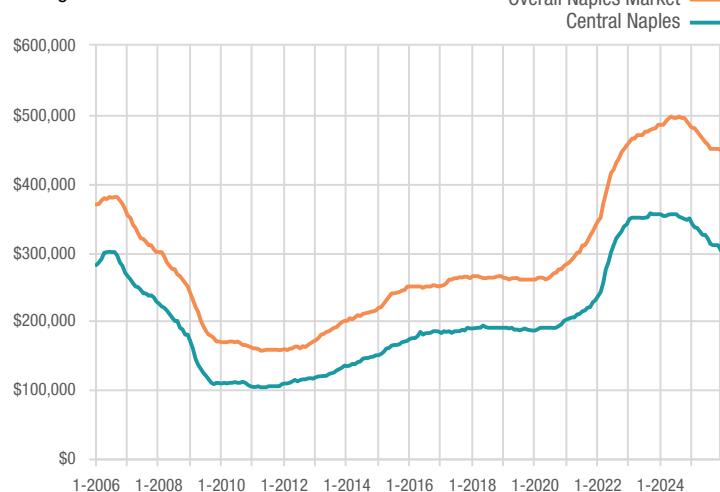
Median Closed Price - Single Family

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 | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| | 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 | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| | 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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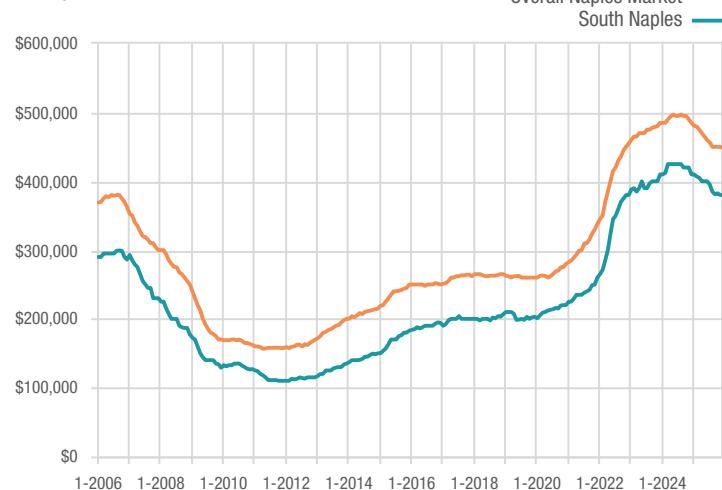
Median Closed Price - Single Family

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 | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 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 | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 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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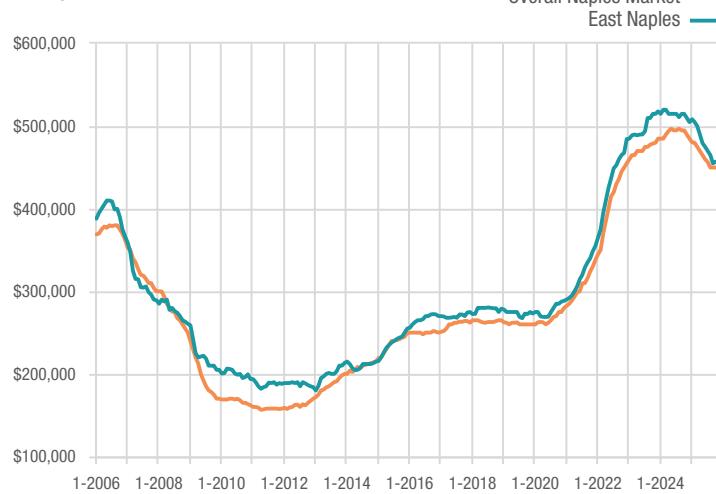
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2025

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

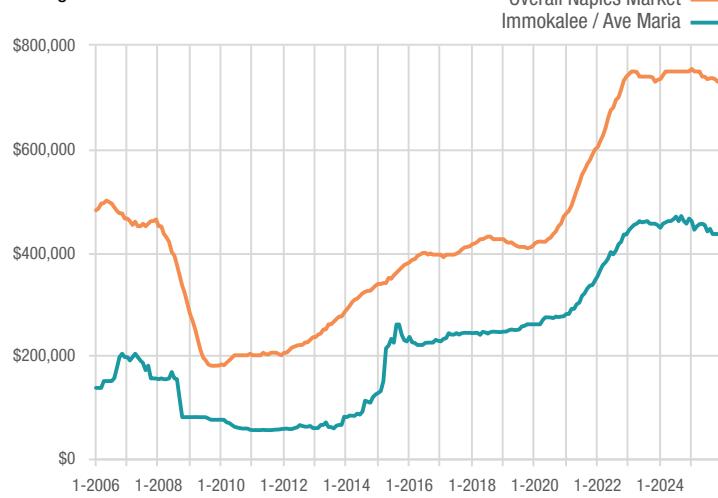
| Single Family | | December | | | Year to Date | | |
|---------------------------------|--|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | | 2024 | 2025 | % Change | Thru 12-2024 | Thru 12-2025 | % Change |
| New Listings | | 31 | 25 | - 19.4% | 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 - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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