

Naples Area Market Report



April 2022

Overall inventory in Naples during April increased 16.5 percent to 1,668 properties from 1,432 properties in April 2021. Fueled by a swell of new single-family home listings, up 5.7 percent over last year, broker analysts reviewing the April 2022 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), are confident the Naples area housing market has reached a crossroad and is making its turn toward a balanced and healthy market.

Another major factor that signified the market was self-correcting to a new normal in April were the 549 price reductions (33 percent of the inventory) during the month. The report also showed 1.5 months of inventory, the highest level since March 2021. Days on market for April was 16 days, considerably less than the historic 90-day average. As inventory begins to rise, days on market may increase and list prices in some neighborhoods may shift down slightly; but broker analysts agree that we should not expect home prices to drop to anywhere near pre-pandemic levels. Rapid sales during the last 18 months severely depleted inventory in this price category. As such, there were only 96 properties below \$300,000 in April's inventory.

The overall median closed price in April increased 39.2 percent to \$599,000 from \$440,000 in April 2021. The uptick reflects the low number of sales in the \$300 and below price category. Median closed prices continue to rise in the single-family home market, up 8.7 percent from March, but median closed prices during April in the condominium market decreased 1.1 percent from March.

Even though inventory rose 39.5 percent in the single-family home market during April, pent up demand for this property type did not temper its median closed price. Rising mortgage rates are likely reducing the number of buyers who can get pre-qualified for a home purchase in Naples, but it did not negatively impact buyer interest during April. In fact, there were over 200 more showing appointments during the month than reported in March, and 66.7 percent of all closed sales in April were cash sales.

Quick Facts

- 36.3%	+ 36.1%	+ 16.5%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 33.8%	+ 34.9%	- 11.1%
Price Range With the Strongest Sales: \$500,001 to \$1,000,000	Bedroom Count With Strongest Sales: 1 Bedroom or Fewer	Property Type With Strongest Sales: Condo

Overall Market Overview	2
Single Family Market Overview	3
Condo Market Overview	4
Overall Closed Sales	5-6
Overall Median Closed Price	7-8
Overall Percent of Current List Price Received	9-10
Overall Days on Market until Sale	11-12
Overall New Listings by Month	13
Overall Inventory of Homes for Sale	14-15
Overall Listing and Sales Summary by Area Naples	16
Beach	17
North Naples	18
Central Naples	19
South Naples	20
East Naples	21
Immokalee/Ave Maria	22



Overall Market Report

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



Key Metrics	Historical Sparkbars	4-2021	4-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,494	1,454	- 2.7%	6,324	5,696	- 9.9%
Total Sales		1,926	1,227	- 36.3%	6,290	4,098	- 34.8%
Days on Market Until Sale		55	16	- 70.9%	67	21	- 68.7%
Median Closed Price		\$440,000	\$599,000	+ 36.1%	\$415,000	\$565,000	+ 36.1%
Average Closed Price		\$802,587	\$1,116,960	+ 39.2%	\$807,656	\$1,028,726	+ 27.4%
Percent of List Price Received		98.3%	101.0%	+ 2.7%	97.5%	100.7%	+ 3.3%
Pending Listings		2,037	1,377	- 32.4%	9,015	5,841	- 54.3%
Inventory of Homes for Sale		1,432	1,668	+ 16.5%	—	—	—
Months Supply of Inventory		1.1	1.5	+ 36.4%	—	—	—

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	4-2021	4-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		725	766	+ 5.7%	3,073	2,858	- 7.0%
Total Sales		838	569	- 32.1%	2,792	2,015	- 27.8%
Days on Market Until Sale		46	21	- 54.3%	61	27	- 55.7%
Median Closed Price		\$605,000	\$810,000	+ 33.9%	\$560,000	\$725,000	+ 29.5%
Average Closed Price		\$1,129,668	\$1,525,658	+ 35.1%	\$1,155,070	\$1,331,613	+ 15.3%
Percent of List Price Received		98.8%	100.3%	+ 1.5%	97.9%	99.8%	+ 1.9%
Pending Listings		933	651	- 30.2%	4,120	2,815	- 31.7%
Inventory of Homes for Sale		729	1,017	+ 39.5%	—	—	—
Months Supply of Inventory		1.2	1.9	+ 58.3%	—	—	—

Condo Market Overview

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



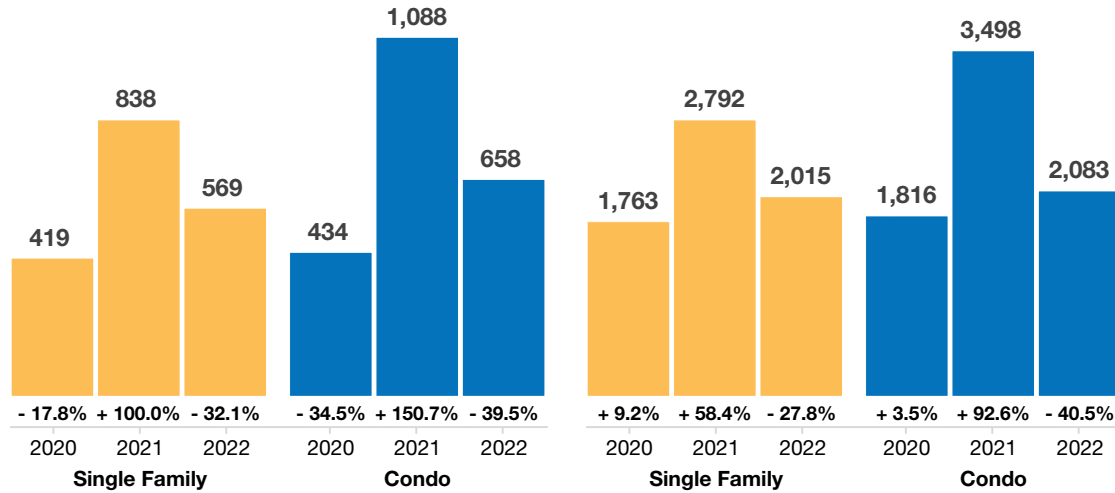
Key Metrics	Historical Sparkbars	4-2021	4-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		769	688	- 10.5%	3,251	2,838	- 12.7%
Total Sales		1,088	658	- 39.5%	3,498	2,083	- 40.5%
Days on Market Until Sale		63	12	- 81.0%	72	15	- 79.2%
Median Closed Price		\$318,000	\$460,000	+ 44.7%	\$305,915	\$450,000	+ 47.1%
Average Closed Price		\$550,663	\$763,542	+ 38.7%	\$530,360	\$735,877	+ 38.8%
Percent of List Price Received		97.9%	101.7%	+ 3.9%	97.2%	101.6%	+ 4.5%
Pending Listings		1,104	726	- 34.2%	4,895	3,026	- 38.2%
Inventory of Homes for Sale		703	651	- 7.4%	—	—	—
Months Supply of Inventory		1.1	1.1	- 0.0%	—	—	—

Overall Closed Sales

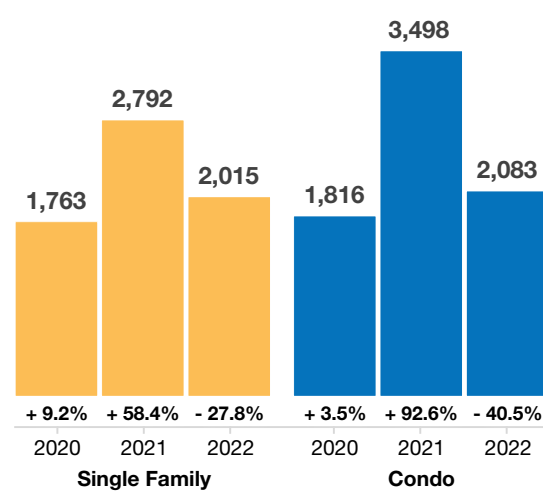
A count of the actual sales that closed in a given month.



April

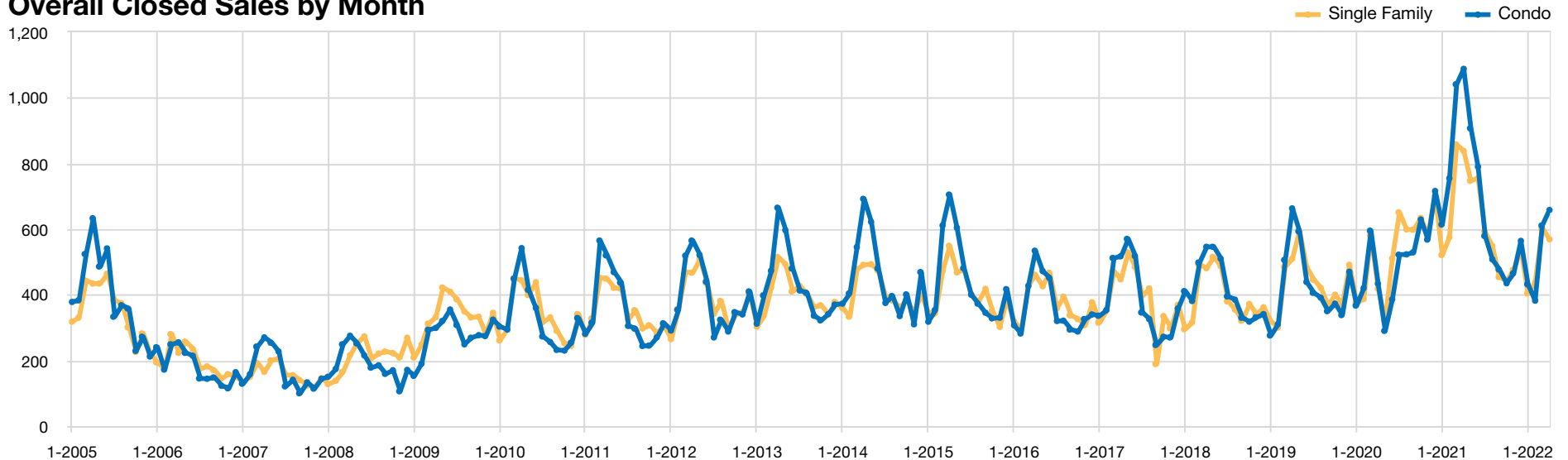


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2021	747	+ 132.0%	907	+ 212.8%
Jun-2021	755	+ 47.7%	790	+ 104.7%
Jul-2021	591	- 9.2%	579	+ 10.9%
Aug-2021	549	- 8.3%	508	- 2.9%
Sep-2021	454	- 24.1%	477	- 9.8%
Oct-2021	442	- 30.3%	435	- 30.8%
Nov-2021	476	- 18.1%	465	- 18.1%
Dec-2021	538	- 23.4%	564	- 21.2%
Jan-2022	404	- 22.5%	432	- 29.6%
Feb-2022	438	- 23.8%	382	- 49.4%
Mar-2022	604	- 29.6%	611	- 41.3%
Apr-2022	569	- 32.1%	658	- 39.5%
12-Month Avg	547	- 11.2%	567	- 11.1%

Overall Closed Sales by Month



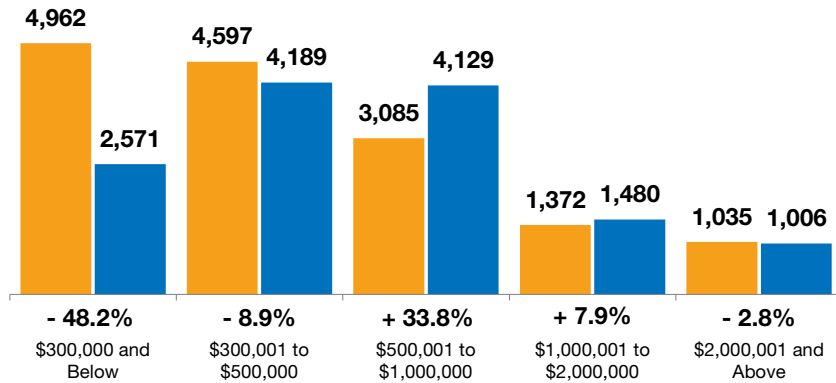
Overall Closed Sales by Price Range

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



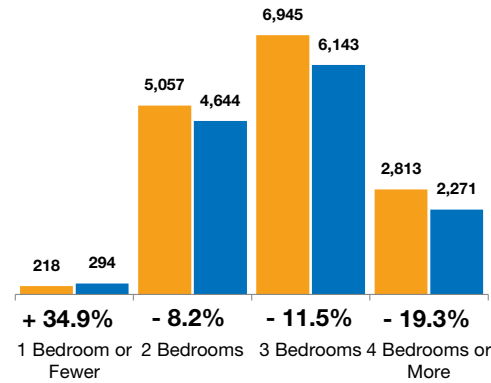
By Price Range

4-2021 4-2022



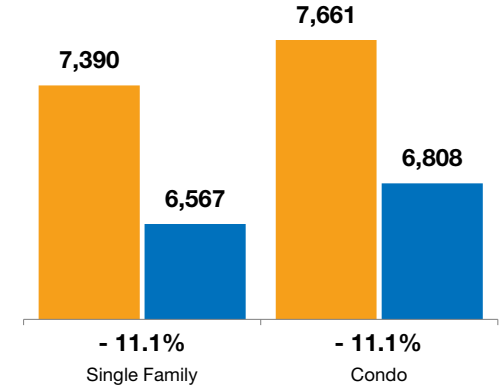
By Bedroom Count

4-2021 4-2022



By Property Type

4-2021 4-2022



All Properties

By Price Range

	4-2021	4-2022	Change
\$300,000 and Below	4,962	2,571	- 48.2%
\$300,001 to \$500,000	4,597	4,189	- 8.9%
\$500,001 to \$1,000,000	3,085	4,129	+ 33.8%
\$1,000,001 to \$2,000,000	1,372	1,480	+ 7.9%
\$2,000,001 and Above	1,035	1,006	- 2.8%
All Price Ranges	15,051	13,375	- 11.1%

Single Family

	4-2021	4-2022	Change
1 Bedroom or 2 Bedrooms Fewer	218	294	+ 34.9%
2 Bedrooms	5,057	4,644	- 8.2%
3 Bedrooms	6,945	6,143	- 11.5%
4 Bedrooms or More	2,813	2,271	- 19.3%
All Single Family	7,390	6,567	- 11.1%

Condo

	4-2021	4-2022	Change
\$300,000 and Below	4026	2134	- 47.0%
\$300,001 to \$500,000	1850	2475	+ 33.8%
\$500,001 to \$1,000,000	954	1372	+ 43.8%
\$1,000,001 to \$2,000,000	542	529	- 2.4%
\$2,000,001 and Above	289	298	+ 3.1%
All Condo	7,661	6,808	- 11.1%

By Bedroom Count

	4-2021	4-2022	Change
1 Bedroom or Fewer	218	294	+ 34.9%
2 Bedrooms	5,057	4,644	- 8.2%
3 Bedrooms	6,945	6,143	- 11.5%
4 Bedrooms or More	2,813	2,271	- 19.3%
All Bedroom Counts	15,051	13,375	- 11.1%

	4-2021	4-2022	Change
1 Bedroom or Fewer	20	45	+ 125.0%
2 Bedrooms	695	706	+ 1.6%
3 Bedrooms	4,069	3,684	- 9.5%
4 Bedrooms or More	2,602	2,129	- 18.2%
All Single Family	7,390	6,567	- 11.1%

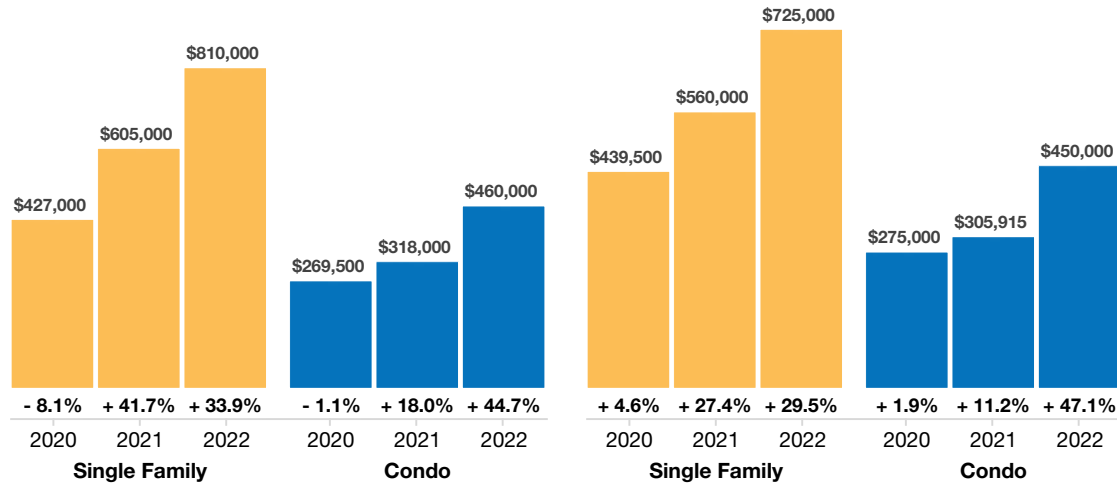
	4-2021	4-2022	Change
1 Bedroom or Fewer	198	249	+ 25.8%
2 Bedrooms	4,362	3,938	- 9.7%
3 Bedrooms	2,876	2,459	- 14.5%
4 Bedrooms or More	211	142	- 32.7%
All Condo	7,661	6,808	- 11.1%

Overall Median Closed Price

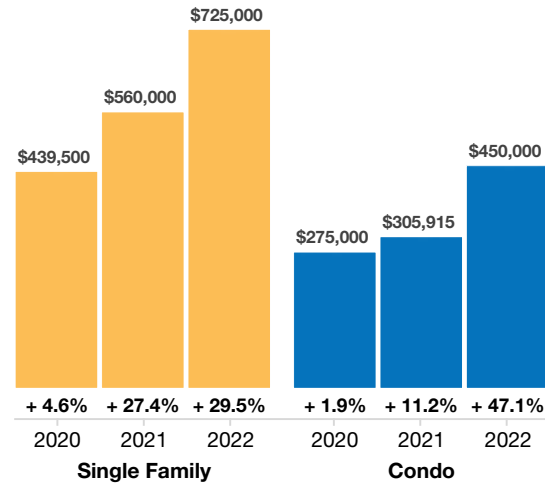
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



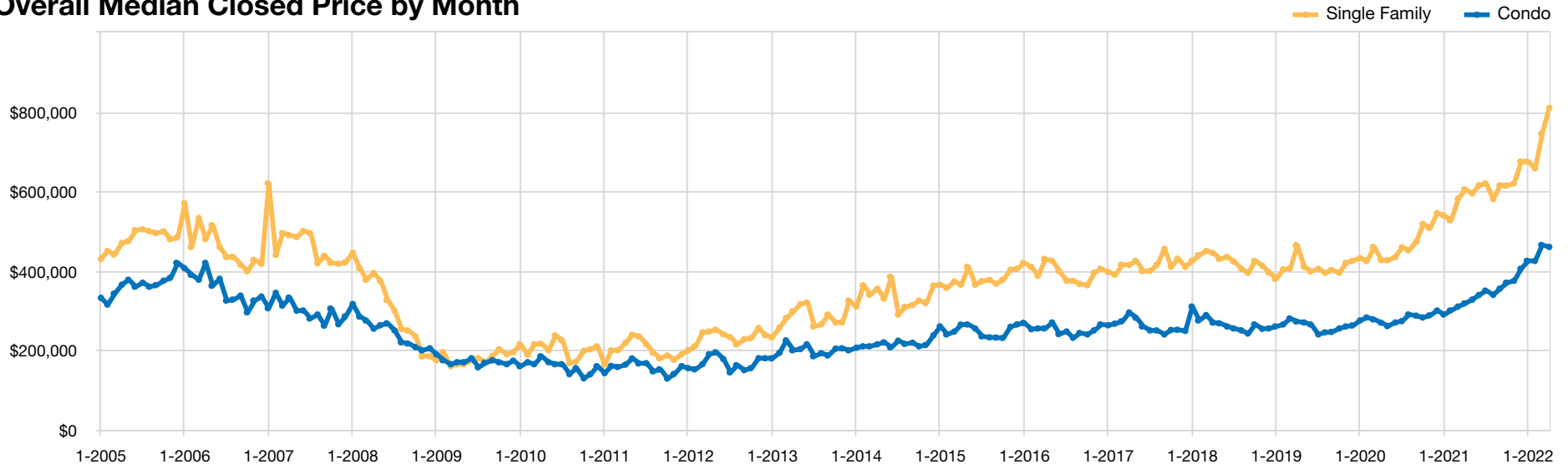
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2021	\$595,000	+ 39.5%	\$327,500	+ 25.5%
Jun-2021	\$615,000	+ 41.4%	\$339,050	+ 25.6%
Jul-2021	\$620,000	+ 35.1%	\$350,000	+ 28.0%
Aug-2021	\$580,500	+ 28.4%	\$339,500	+ 17.1%
Sep-2021	\$615,000	+ 30.0%	\$355,000	+ 23.7%
Oct-2021	\$614,500	+ 18.7%	\$370,000	+ 31.0%
Nov-2021	\$620,000	+ 22.0%	\$375,000	+ 30.3%
Dec-2021	\$675,000	+ 23.9%	\$405,000	+ 35.0%
Jan-2022	\$675,000	+ 25.2%	\$425,000	+ 46.5%
Feb-2022	\$657,500	+ 24.8%	\$425,000	+ 41.7%
Mar-2022	\$744,950	+ 28.2%	\$465,000	+ 50.0%
Apr-2022	\$810,000	+ 33.9%	\$460,000	+ 44.7%
12-Month Avg*	\$640,176	+ 26.8%	\$385,000	+ 31.2%

* Median Closed Price for all properties from May 2021 through April 2022. This is not the average of the individual figures above.

Overall Median Closed Price by Month

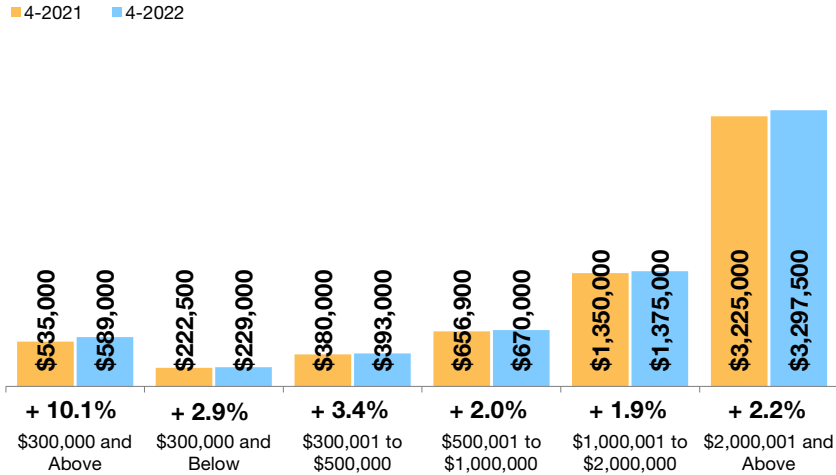


Overall Median Closed Price by Price Range

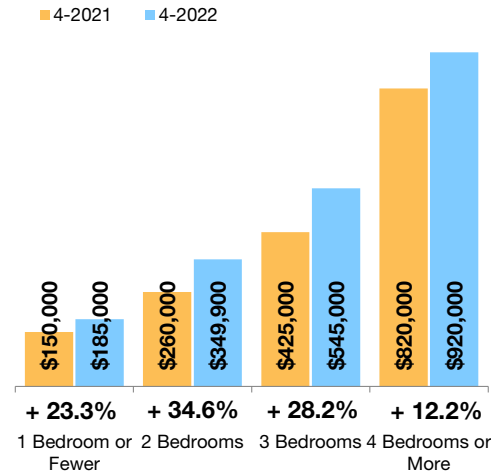
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



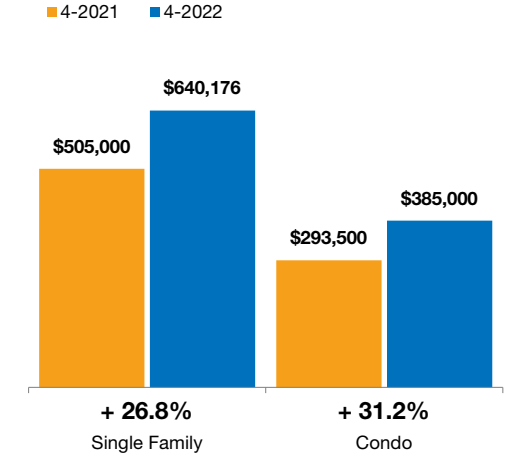
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2021	4-2022	Change
\$300,000 and Above	\$535,000	\$589,000	+ 10.1%
\$300,000 and Below	\$222,500	\$229,000	+ 2.9%
\$300,001 to \$500,000	\$380,000	\$393,000	+ 3.4%
\$500,001 to \$1,000,000	\$656,900	\$670,000	+ 2.0%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,375,000	+ 1.9%
\$2,000,001 and Above	\$3,225,000	\$3,297,500	+ 2.2%
All Price Ranges	\$390,000	\$500,000	+ 28.2%

Single Family

4-2021	4-2022	Change
\$555,000	\$675,000	+ 21.6%
\$265,000	\$206,150	- 22.2%
\$392,000	\$405,950	+ 3.6%
\$650,000	\$678,000	+ 4.3%
\$1,325,000	\$1,370,000	+ 3.4%
\$3,500,000	\$3,412,500	- 2.5%
\$505,000	\$640,176	+ 26.8%

Condo

4-2021	4-2022	Change
\$489,750	\$479,000	- 2.2%
\$215,000	\$230,000	+ 7.0%
\$365,000	\$382,500	+ 4.8%
\$671,250	\$647,000	- 3.6%
\$1,411,000	\$1,399,000	- 0.9%
\$2,600,000	\$2,995,000	+ 15.2%
\$293,500	\$385,000	+ 31.2%

By Bedroom Count

4-2021	4-2022	Change
\$150,000	\$185,000	+ 23.3%
\$260,000	\$349,900	+ 34.6%
\$425,000	\$545,000	+ 28.2%
\$820,000	\$920,000	+ 12.2%
\$390,000	\$500,000	+ 28.2%

4-2021	4-2022	Change
\$81,000	\$105,000	+ 29.6%
\$326,500	\$410,000	+ 25.6%
\$450,000	\$594,415	+ 32.1%
\$775,000	\$910,000	+ 17.4%
\$505,000	\$640,176	+ 26.8%

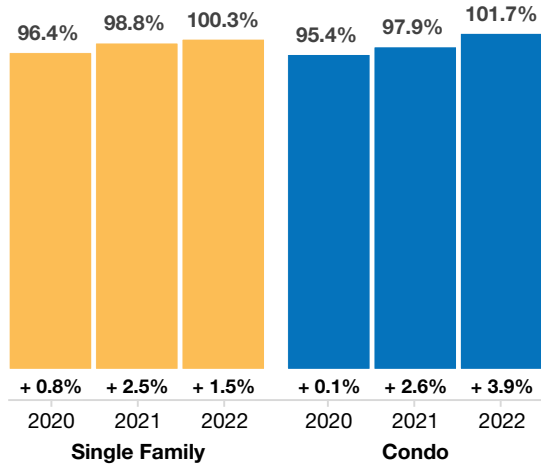
4-2021	4-2022	Change
\$169,025	\$225,750	+ 33.6%
\$250,000	\$339,000	+ 35.6%
\$363,450	\$465,000	+ 27.9%
\$2,025,000	\$1,025,000	- 49.4%
\$293,500	\$385,000	+ 31.2%

Overall Percent of Current List Price Received

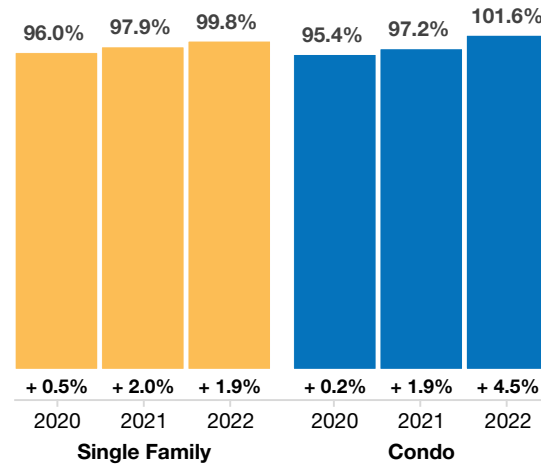
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



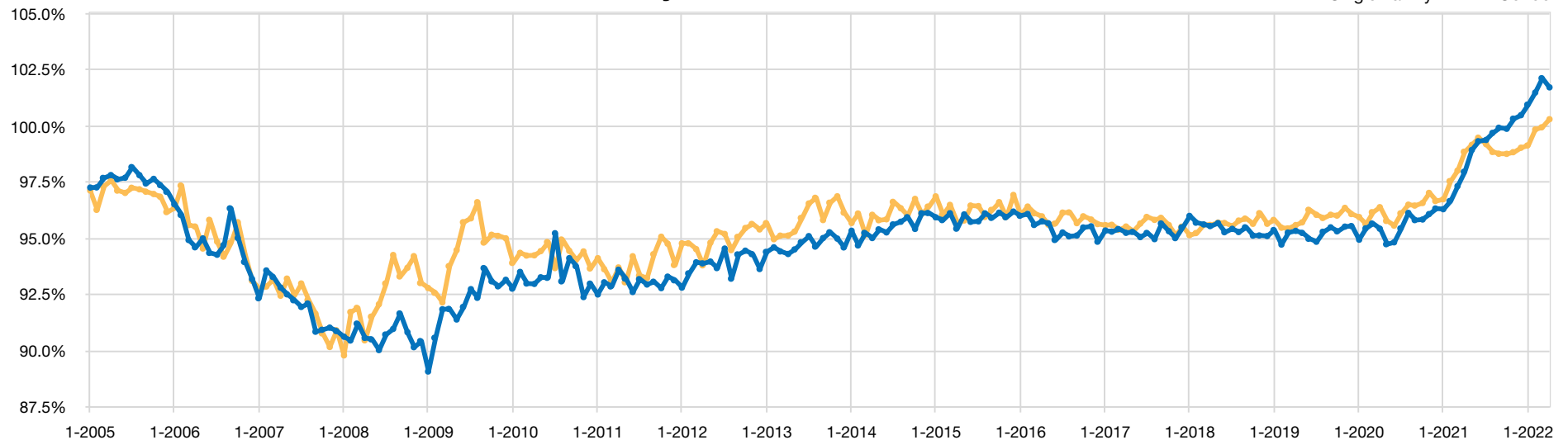
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2021	99.1%	+ 3.6%	98.9%	+ 4.4%
Jun-2021	99.4%	+ 4.1%	99.3%	+ 4.7%
Jul-2021	99.2%	+ 3.2%	99.4%	+ 4.2%
Aug-2021	98.8%	+ 2.4%	99.7%	+ 3.7%
Sep-2021	98.7%	+ 2.4%	99.9%	+ 4.3%
Oct-2021	98.7%	+ 2.3%	99.8%	+ 4.2%
Nov-2021	98.8%	+ 1.9%	100.3%	+ 4.5%
Dec-2021	99.0%	+ 2.5%	100.5%	+ 4.4%
Jan-2022	99.1%	+ 2.5%	100.9%	+ 4.8%
Feb-2022	99.8%	+ 2.4%	101.5%	+ 5.1%
Mar-2022	99.9%	+ 1.9%	102.1%	+ 4.9%
Apr-2022	100.3%	+ 1.5%	101.7%	+ 3.9%
12-Month Avg*	99.3%	+ 2.4%	100.2%	+ 4.0%

* Pct. of List Price Received for all properties from May 2021 through April 2022. This is not the average of the individual figures above.

Overall Percent of Current List Price Received by Month

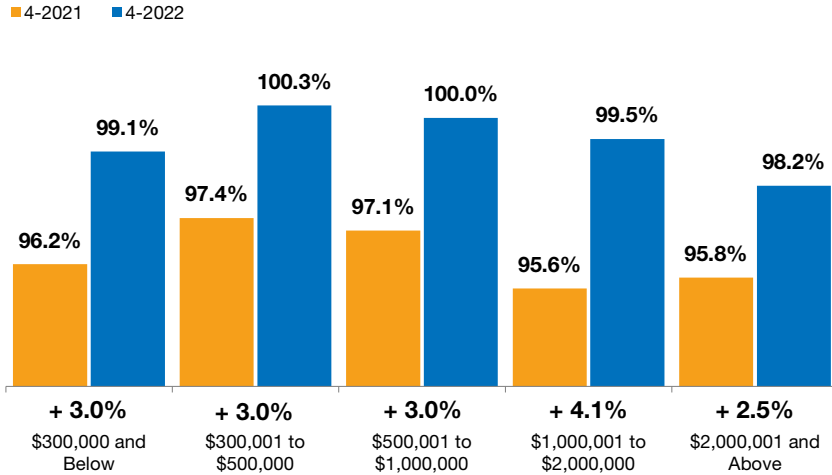


Overall Percent of Current List Price Received by Price Range

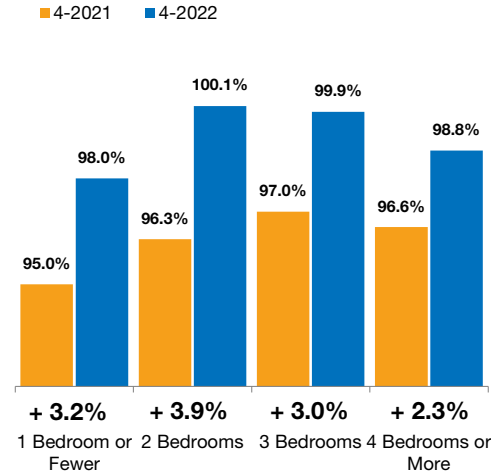
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.



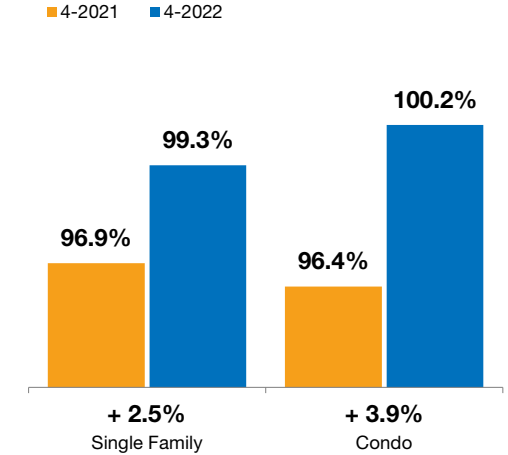
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2021	4-2022	Change
\$300,000 and Below	96.2%	99.1%	+ 3.0%
\$300,001 to \$500,000	97.4%	100.3%	+ 3.0%
\$500,001 to \$1,000,000	97.1%	100.0%	+ 3.0%
\$1,000,001 to \$2,000,000	95.6%	99.5%	+ 4.1%
\$2,000,001 and Above	95.8%	98.2%	+ 2.5%
All Price Ranges	96.7%	99.8%	+ 3.2%

Single Family

	4-2021	4-2022	Change
1 Bedroom or Fewer	95.0%	98.0%	+ 3.2%
2 Bedrooms	96.3%	100.1%	+ 3.9%
3 Bedrooms	97.0%	99.9%	+ 3.0%
4 Bedrooms or More	96.6%	98.8%	+ 2.3%
All Bedroom Counts	96.9%	99.3%	+ 2.5%

Condo

	4-2021	4-2022	Change
Single Family	96.9%	99.3%	+ 2.5%
Condo	96.4%	100.2%	+ 3.9%
All Property Types	96.4%	100.2%	+ 3.9%

By Bedroom Count

	4-2021	4-2022	Change
1 Bedroom or Fewer	95.0%	98.0%	+ 3.2%
2 Bedrooms	96.3%	100.1%	+ 3.9%
3 Bedrooms	97.0%	99.9%	+ 3.0%
4 Bedrooms or More	96.6%	98.8%	+ 2.3%
All Bedroom Counts	96.7%	99.8%	+ 3.2%

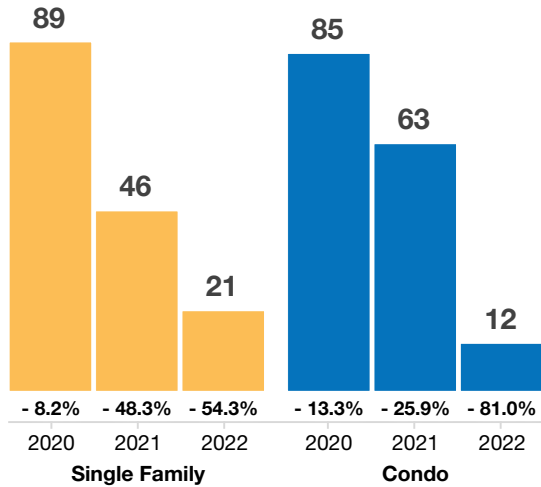
	4-2021	4-2022	Change
1 Bedroom or Fewer	91.7%	95.0%	+ 3.6%
2 Bedrooms	96.3%	98.9%	+ 2.7%
3 Bedrooms	97.3%	99.7%	+ 2.5%
4 Bedrooms or More	96.5%	98.8%	+ 2.4%
All Bedroom Counts	96.9%	99.3%	+ 2.5%

Overall Days on Market Until Sale

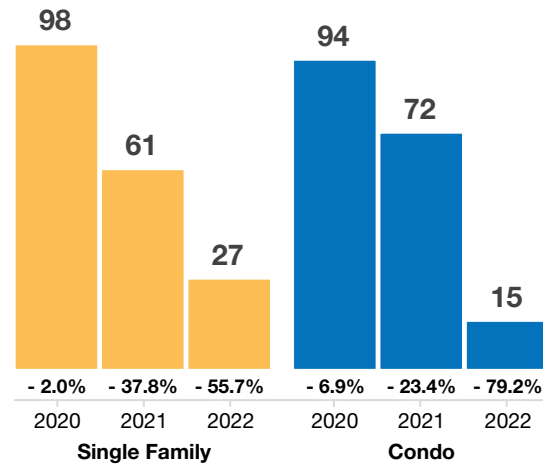
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



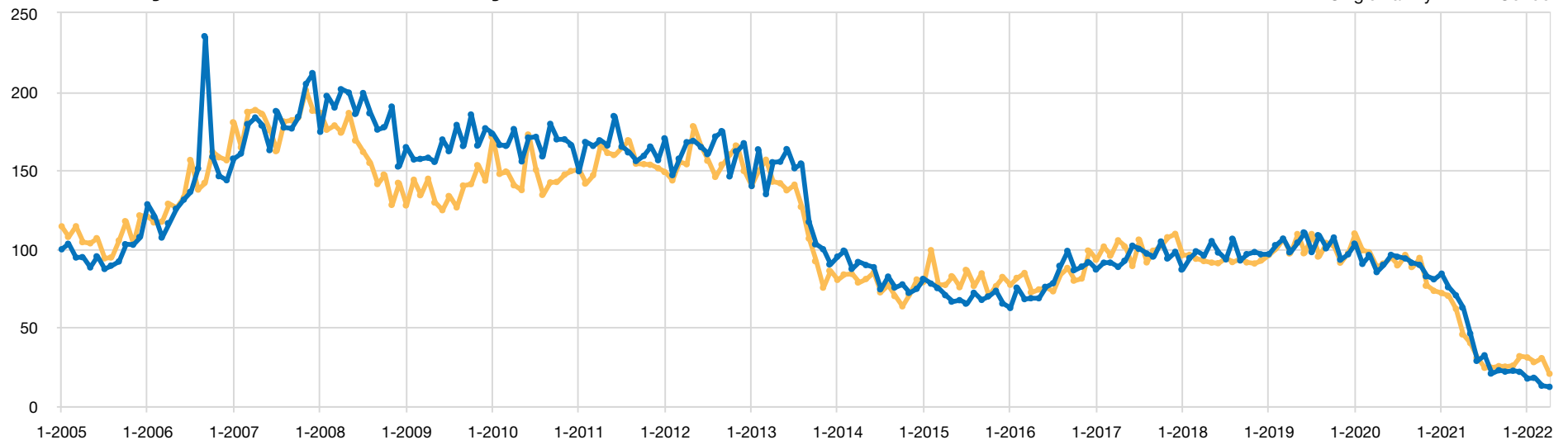
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2021	40	- 56.0%	46	- 48.9%
Jun-2021	31	- 67.0%	29	- 69.8%
Jul-2021	24	- 73.3%	32	- 66.3%
Aug-2021	24	- 75.0%	21	- 77.7%
Sep-2021	25	- 71.6%	23	- 74.7%
Oct-2021	25	- 73.4%	22	- 75.6%
Nov-2021	26	- 66.2%	23	- 72.3%
Dec-2021	32	- 56.2%	22	- 72.8%
Jan-2022	31	- 56.9%	18	- 78.6%
Feb-2022	28	- 60.0%	18	- 76.3%
Mar-2022	31	- 50.0%	13	- 81.4%
Apr-2022	21	- 54.3%	12	- 81.0%
12-Month Avg*	29	- 63.0%	25	- 69.7%

* Days on Market for all properties from May 2021 through April 2022. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month



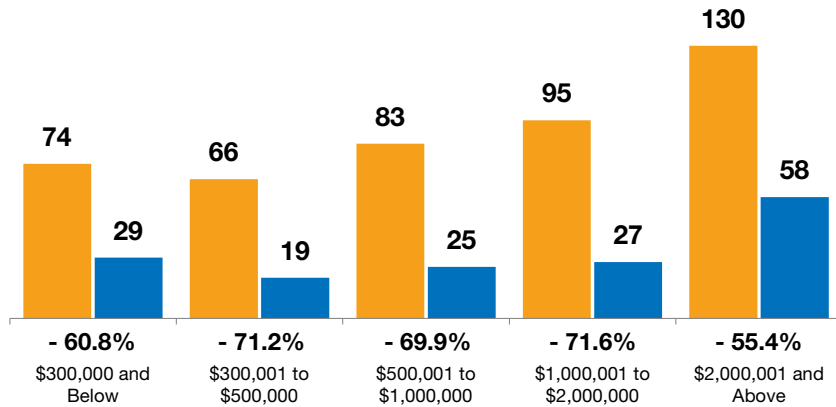
Overall Days on Market Until Sale by Price Range

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



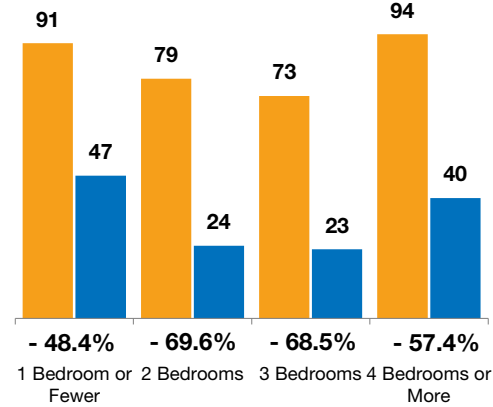
By Price Range

4-2021 4-2022



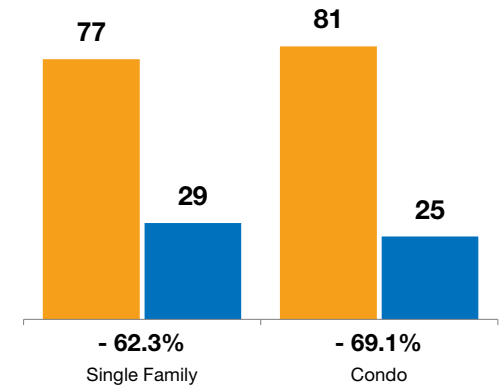
By Bedroom Count

4-2021 4-2022



By Property Type

4-2021 4-2022



All Properties

By Price Range	4-2021	4-2022	Change
\$300,000 and Below	74	29	-60.8%
\$300,001 to \$500,000	66	19	-71.2%
\$500,001 to \$1,000,000	83	25	-69.9%
\$1,000,001 to \$2,000,000	95	27	-71.6%
\$2,000,001 and Above	130	58	-55.4%
All Price Ranges	79	27	-65.8%

Single Family

	4-2021	4-2022	Change
\$300,000 and Below	66	42	-36.4%
\$300,001 to \$500,000	60	23	-61.7%
\$500,001 to \$1,000,000	76	23	-69.7%
\$1,000,001 to \$2,000,000	93	26	-72.0%
\$2,000,001 and Above	143	58	-59.4%
All Price Ranges	77	29	-62.3%

Condo

	4-2021	4-2022	Change
\$300,000 and Below	76	26	-65.8%
\$300,001 to \$500,000	76	17	-77.6%
\$500,001 to \$1,000,000	100	28	-72.0%
\$1,000,001 to \$2,000,000	97	28	-71.1%
\$2,000,001 and Above	99	57	-42.4%
All Price Ranges	81	25	-69.1%

By Bedroom Count

	4-2021	4-2022	Change
1 Bedroom or Fewer	91	47	-48.4%
2 Bedrooms	79	24	-69.6%
3 Bedrooms	73	23	-68.5%
4 Bedrooms or More	94	40	-57.4%
All Bedroom Counts	79	27	-65.8%

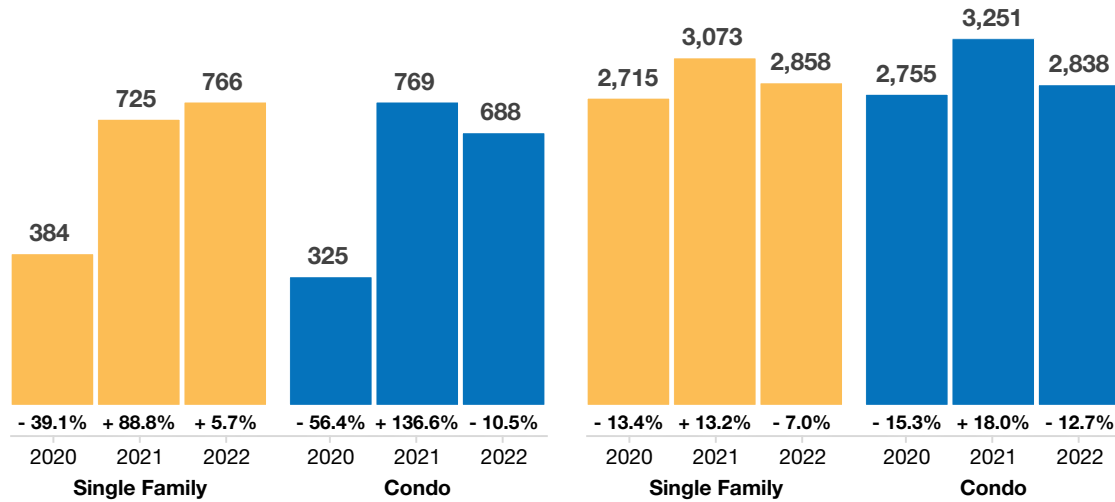
	4-2021	4-2022	Change
1 Bedroom or Fewer	198	96	-51.5%
2 Bedrooms	69	31	-55.1%
3 Bedrooms	68	22	-67.6%
4 Bedrooms or More	93	38	-59.1%
All Bedroom Counts	77	29	-62.3%

Overall New Listings

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

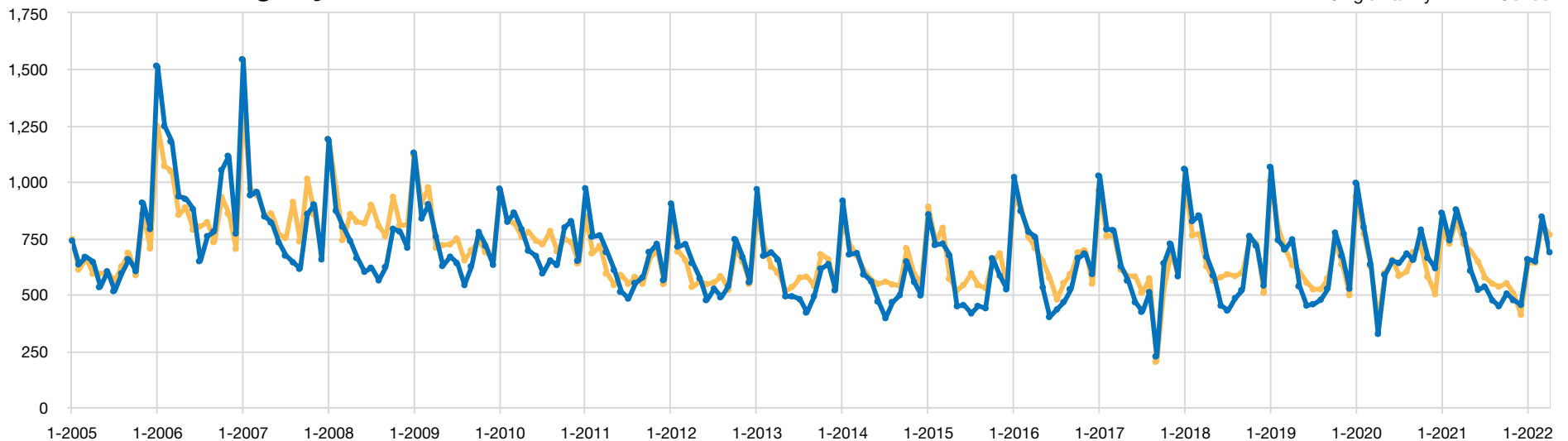


April



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2021	693	+ 16.3%	606	+ 3.1%
Jun-2021	646	- 1.2%	521	- 19.7%
Jul-2021	576	- 1.2%	535	- 16.4%
Aug-2021	548	- 9.0%	474	- 30.5%
Sep-2021	535	- 22.2%	448	- 31.5%
Oct-2021	550	- 23.4%	504	- 36.0%
Nov-2021	505	- 12.8%	475	- 28.4%
Dec-2021	410	- 18.2%	454	- 26.4%
Jan-2022	639	- 19.0%	657	- 23.9%
Feb-2022	641	- 11.7%	647	- 12.7%
Mar-2022	812	- 2.5%	846	- 3.6%
Apr-2022	766	+ 5.7%	688	- 10.5%
12-Month Avg	610	- 8.4%	571	- 19.7%

Overall New Listings by Month

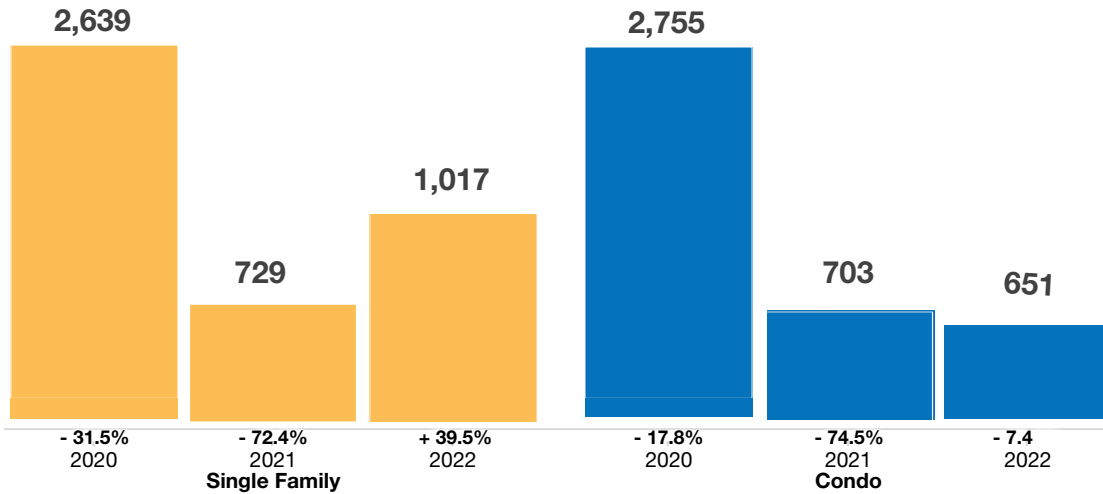


Overall Inventory of Homes for Sale

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

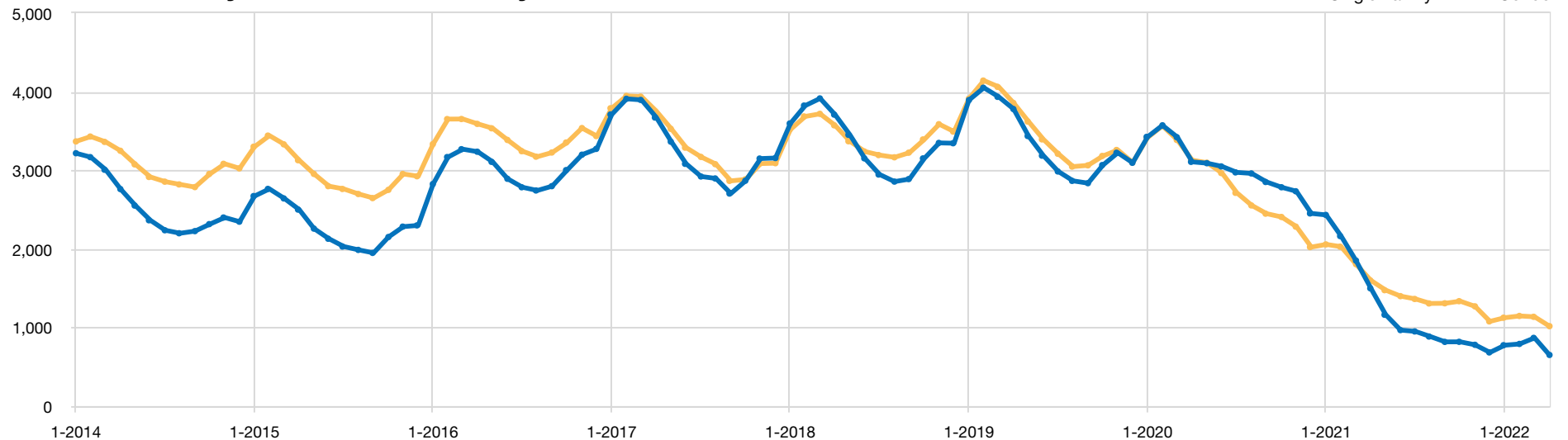


April



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2021	1,475	- 52.4%	1,162	- 62.4%
Jun-2021	1,399	- 52.8%	967	- 68.3%
Jul-2021	1,363	- 49.8%	950	- 68.0%
Aug-2021	1,306	- 48.8%	885	- 70.1%
Sep-2021	1,308	- 46.6%	817	- 71.3%
Oct-2021	1,335	- 44.5%	818	- 70.6%
Nov-2021	1,269	- 44.4%	780	- 71.5%
Dec-2021	1,078	- 46.7%	683	- 72.1%
Jan-2022	1,125	- 45.3%	775	- 68.1%
Feb-2022	1,147	- 43.4%	791	- 63.4%
Mar-2022	1,136	- 37.1%	868	- 53.1%
Apr-2022	1,017	- 36.4%	651	- 56.6%
12-Month Avg	1,247	- 46.5%	846	- 67.1%

Overall Inventory of Homes for Sale by Month



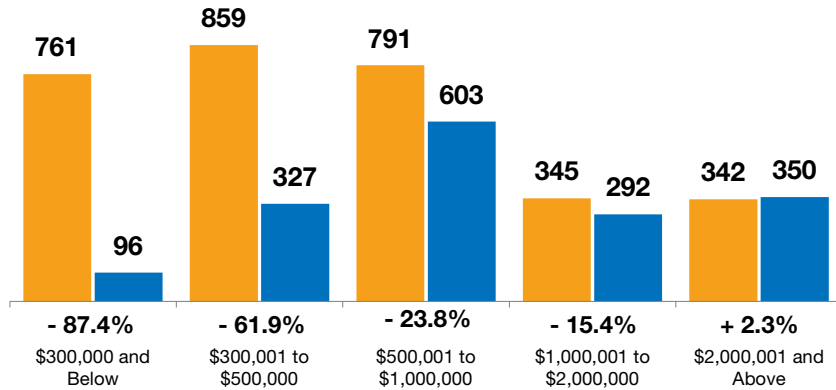
Overall Inventory of Homes for Sale by Price Range

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



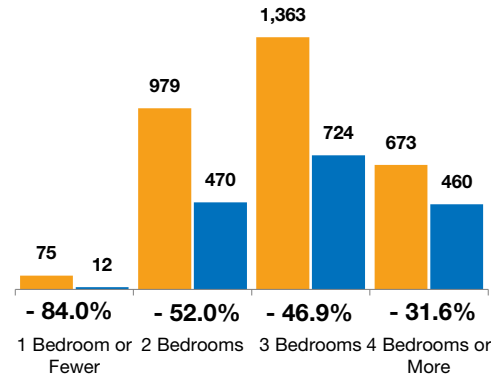
By Price Range

4-2021 4-2022



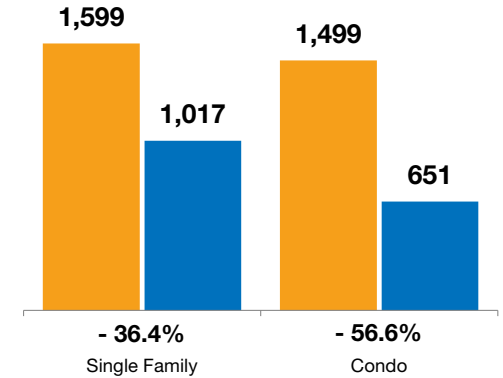
By Bedroom Count

4-2021 4-2022



By Property Type

4-2021 4-2022



All Properties

By Price Range	4-2021	4-2022	Change
\$300,000 and Below	761	96	- 87.4%
\$300,001 to \$500,000	859	327	- 61.9%
\$500,001 to \$1,000,000	791	603	- 23.8%
\$1,000,001 to \$2,000,000	345	292	- 15.4%
\$2,000,001 and Above	342	350	+ 2.3%
All Price Ranges	3,098	1,668	- 46.2%

Single Family

	4-2021	4-2022	Change
1 Bedroom or Fewer	156	31	- 80.1%
2 Bedrooms	470	84	- 82.1%
3 Bedrooms	536	404	- 24.6%
4 Bedrooms or More	196	227	+ 15.8%
All Single Family	1,599	1,017	- 36.4%

Condo

	4-2021	4-2022	Change
1 Bedroom or Fewer	605	65	- 89.3%
2 Bedrooms	389	243	- 37.5%
3 Bedrooms	255	199	- 22.0%
4 Bedrooms or More	149	65	- 56.4%
All Condo	1,499	651	- 56.6%

By Bedroom Count

	4-2021	4-2022	Change
1 Bedroom or Fewer	75	12	- 84.0%
2 Bedrooms	979	470	- 52.0%
3 Bedrooms	1,363	724	- 46.9%
4 Bedrooms or More	673	460	- 31.6%
All Bedroom Counts	3,098	1,668	- 46.2%

	4-2021	4-2022	Change
1 Bedroom or Fewer	13	0	-100.0%
2 Bedrooms	147	85	- 42.2%
3 Bedrooms	820	494	- 39.8%
4 Bedrooms or More	617	438	- 29.0%
All Single Family	1,599	1,017	- 36.4%

Listing and Sales Summary Report

April 2022



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Apr-22	Apr-21	% Change	Apr-22	Apr-21	% Change	Apr-22	Apr-21	% Change	Apr-22	Apr-21	% Change
Overall Naples Market*	\$599,000	\$440,000	+36.1%	1227	1926	-36.3%	1,668	3,098	-46.2%	16	55	-70.9%
Collier County	\$622,500	\$460,000	+35.3%	1339	2141	-37.5%	1,896	3,511	-46.0%	17	57	-70.2%
Ave Maria	\$420,000	\$314,500	+33.5%	19	30	-36.7%	22	46	-52.2%	44	67	-34.3%
Central Naples	\$430,000	\$265,000	+62.3%	182	289	-37.0%	222	416	-46.6%	13	55	-76.4%
East Naples	\$585,000	\$420,624	+39.1%	275	348	-21.0%	421	633	-33.5%	21	35	-40.0%
Everglades City	\$280,000	\$258,000	+8.5%	1	1	0.0%	0	8	-100.0%	0	202	-100.0%
Immokalee	\$219,150	\$211,450	+3.6%	10	2	+400.0%	12	57	-78.9%	0	9	-100.0%
Immokalee / Ave Maria	\$359,000	\$300,000	+19.7%	29	32	-9.4%	34	103	-67.0%	29	63	-54.0%
Naples	\$601,000	\$445,000	+35.1%	1197	1895	-36.8%	1,637	2,998	-45.4%	16	55	-70.9%
Naples Beach	\$1,300,000	\$1,067,000	+21.8%	230	408	-43.6%	392	718	-45.4%	21	80	-73.8%
North Naples	\$681,000	\$510,000	+33.5%	292	495	-41.0%	360	697	-48.4%	12	57	-78.9%
South Naples	\$410,000	\$317,450	+29.2%	219	354	-38.1%	239	531	-55.0%	12	45	-73.3%
34102	\$1,681,500	\$1,700,000	-1.1%	56	129	-56.6%	154	275	-44.0%	32	76	-57.9%
34103	\$1,350,000	\$1,174,500	+14.9%	60	106	-43.4%	102	200	-49.0%	18	78	-76.9%
34104	\$412,500	\$240,000	+71.9%	89	125	-28.8%	92	172	-46.5%	10	55	-81.8%
34105	\$580,000	\$269,500	+115.2%	60	122	-50.8%	73	170	-57.1%	13	63	-79.4%
34108	\$1,217,875	\$795,000	+53.2%	114	173	-34.1%	136	243	-44.0%	17	83	-79.5%
34109	\$475,000	\$478,000	-0.6%	65	131	-50.4%	71	164	-56.7%	11	45	-75.6%
34110	\$755,000	\$535,000	+41.1%	102	188	-45.7%	115	242	-52.5%	10	84	-88.1%
34112	\$360,000	\$239,000	+50.6%	122	170	-28.2%	116	269	-56.9%	9	47	-80.9%
34113	\$575,000	\$406,500	+41.5%	97	184	-47.3%	123	262	-53.1%	15	44	-65.9%
34114	\$677,500	\$435,000	+55.7%	128	159	-19.5%	128	266	-51.9%	14	37	-62.2%
34116	\$425,000	\$324,950	+30.8%	33	42	-21.4%	57	74	-23.0%	21	33	-36.4%
34117	\$648,350	\$442,000	+46.7%	32	29	+10.3%	100	112	-10.7%	37	49	-24.5%
34119	\$732,000	\$542,500	+34.9%	125	176	-29.0%	174	291	-40.2%	13	35	-62.9%
34120	\$539,900	\$399,950	+35.0%	115	160	-28.1%	192	255	-24.7%	24	29	-17.2%
34137	--	--	--	0	0	--	1	0	--	--	--	--
34142	\$359,000	\$300,000	+19.7%	29	32	-9.4%	34	103	-67.0%	29	63	-54.0%

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

Local Market Update – April 2022

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Naples Beach

34102, 34103, 34108

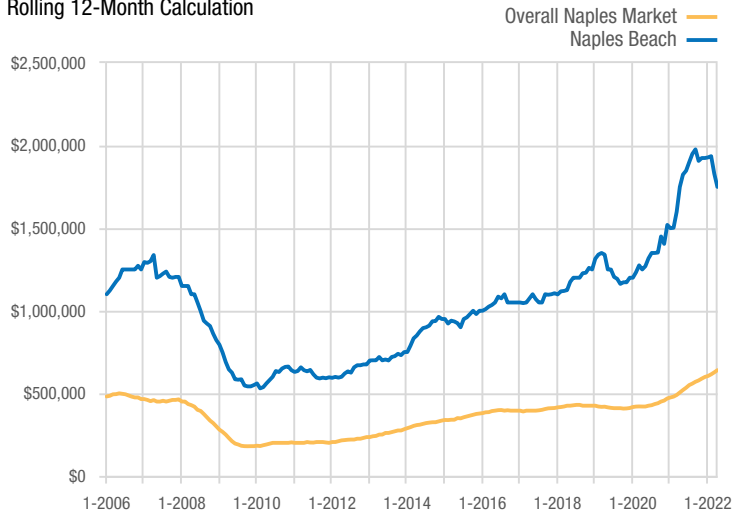
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	123	119	- 3.3%	519	451	- 13.1%
Total Sales	144	86	- 40.3%	482	264	- 45.2%
Days on Market Until Sale	66	27	- 59.1%	94	43	- 54.3%
Median Closed Price*	\$2,500,000	\$1,860,000	- 25.6%	\$2,200,000	\$1,660,000	- 24.5%
Average Closed Price*	\$3,070,186	\$4,114,448	+ 34.0%	\$3,275,982	\$4,019,851	+ 22.7%
Percent of List Price Received*	98.3%	97.9%	- 0.4%	97.4%	99.4%	+ 2.1%
Inventory of Homes for Sale	262	217	- 17.2%	—	—	—
Months Supply of Inventory	2.6	2.9	+ 11.5%	—	—	—

Condo	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	186	147	- 21.0%	807	672	- 16.7%
Total Sales	264	144	- 45.5%	873	491	- 43.8%
Days on Market Until Sale	87	17	- 80.5%	90	21	- 76.7%
Median Closed Price*	\$800,000	\$1,197,000	+ 49.6%	\$775,000	\$1,025,000	+ 32.3%
Average Closed Price*	\$1,197,934	\$1,672,911	+ 39.6%	\$1,140,747	\$1,563,129	+ 37.0%
Percent of List Price Received*	97.7%	100.7%	+ 3.1%	96.7%	100.6%	+ 4.0%
Inventory of Homes for Sale	456	175	- 61.6%	—	—	—
Months Supply of Inventory	3.1	1.4	- 54.8%	—	—	—

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

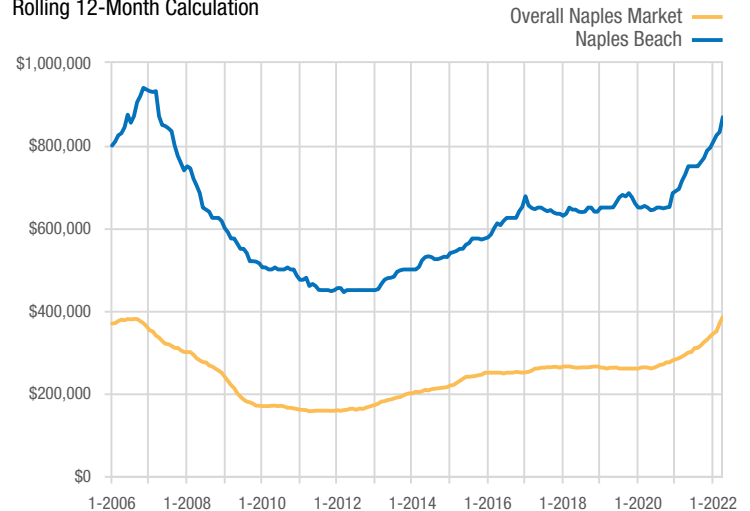
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – April 2022

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North Naples

34109, 34110, 34119

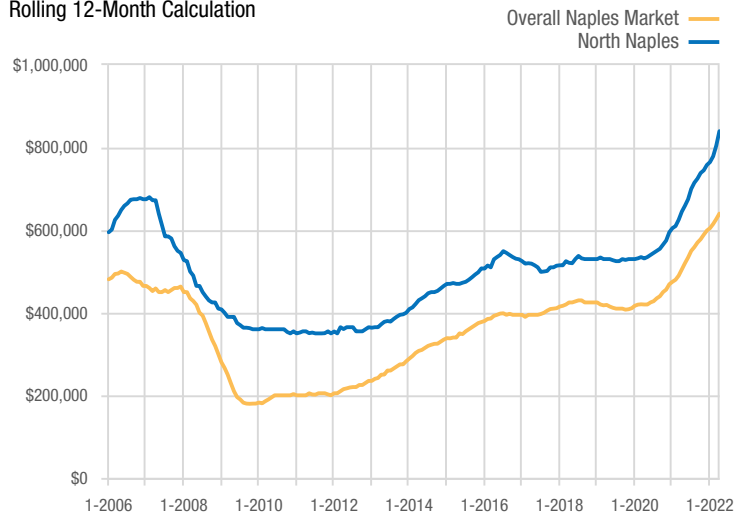
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	174	190	+ 9.2%	770	658	- 14.5%
Total Sales	223	122	- 45.3%	672	447	- 33.5%
Days on Market Until Sale	44	14	- 68.2%	54	19	- 64.8%
Median Closed Price*	\$726,000	\$1,030,000	+ 41.9%	\$707,663	\$935,000	+ 32.1%
Average Closed Price*	\$1,001,491	\$1,501,485	+ 49.9%	\$989,928	\$1,308,273	+ 32.2%
Percent of List Price Received*	99.2%	102.3%	+ 3.1%	98.0%	101.0%	+ 3.1%
Inventory of Homes for Sale	357	193	- 45.9%	—	—	—
Months Supply of Inventory	2.3	1.5	- 34.8%	—	—	—

Condo	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	199	190	- 4.5%	842	749	- 11.0%
Total Sales	272	170	- 37.5%	891	553	- 37.9%
Days on Market Until Sale	67	10	- 85.1%	67	12	- 82.1%
Median Closed Price*	\$319,000	\$465,000	+ 45.8%	\$300,000	\$450,000	+ 50.0%
Average Closed Price*	\$458,938	\$641,909	+ 39.9%	\$431,753	\$593,809	+ 37.5%
Percent of List Price Received*	98.1%	102.3%	+ 4.3%	97.6%	102.5%	+ 5.0%
Inventory of Homes for Sale	340	167	- 50.9%	—	—	—
Months Supply of Inventory	1.9	1.1	- 42.1%	—	—	—

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

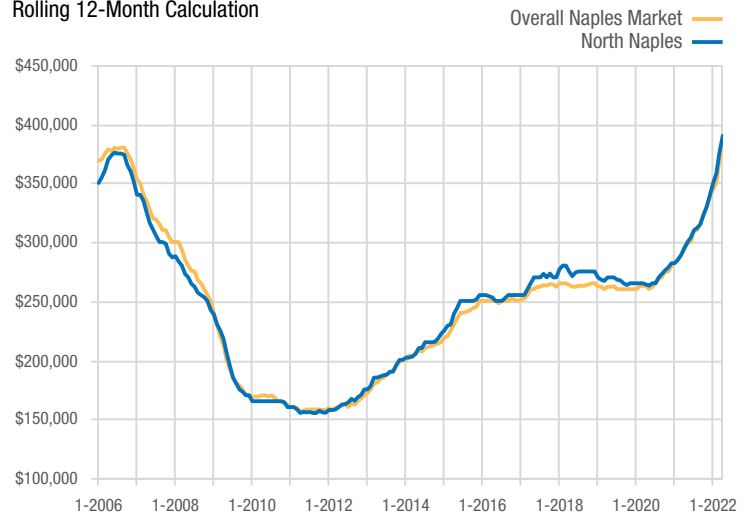
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – April 2022

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Central Naples

34104, 34105, 34116

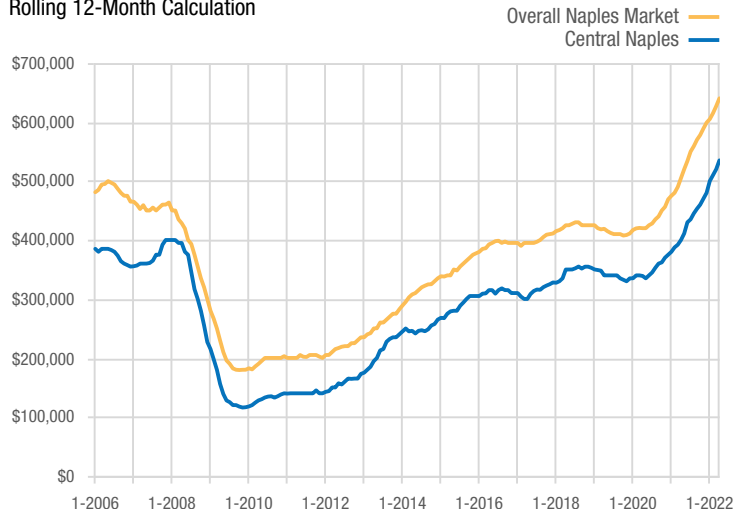
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	98	107	+ 9.2%	383	393	+ 2.6%
Total Sales	103	82	- 20.4%	336	310	- 7.7%
Days on Market Until Sale	44	17	- 61.4%	51	22	- 56.9%
Median Closed Price*	\$432,500	\$667,500	+ 54.3%	\$435,000	\$599,000	+ 37.7%
Average Closed Price*	\$659,526	\$981,463	+ 48.8%	\$790,194	\$918,233	+ 16.2%
Percent of List Price Received*	98.6%	99.9%	+ 1.3%	97.9%	99.6%	+ 1.7%
Inventory of Homes for Sale	186	127	- 31.7%	—	—	—
Months Supply of Inventory	2.5	1.6	- 36.0%	—	—	—

Condo	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	107	103	- 3.7%	502	447	- 11.0%
Total Sales	186	100	- 46.2%	538	324	- 39.8%
Days on Market Until Sale	61	10	- 83.6%	67	12	- 82.1%
Median Closed Price*	\$209,000	\$349,500	+ 67.2%	\$210,000	\$335,000	+ 59.5%
Average Closed Price*	\$243,167	\$381,759	+ 57.0%	\$243,237	\$370,778	+ 52.4%
Percent of List Price Received*	97.6%	102.2%	+ 4.7%	96.9%	102.0%	+ 5.3%
Inventory of Homes for Sale	230	95	- 58.7%	—	—	—
Months Supply of Inventory	2.5	1.0	- 60.0%	—	—	—

* 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.

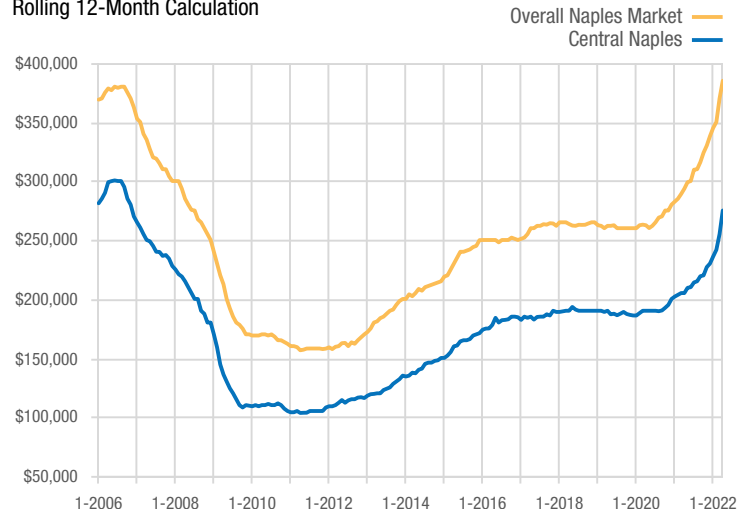
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – April 2022

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South Naples

34112, 34113

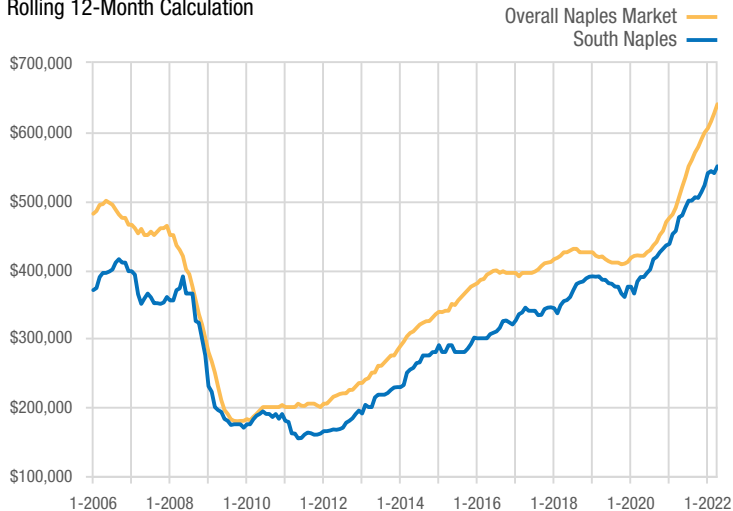
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	93	92	- 1.1%	417	320	- 23.3%
Total Sales	107	71	- 33.6%	360	212	- 41.1%
Days on Market Until Sale	42	17	- 59.5%	66	25	- 62.1%
Median Closed Price*	\$565,000	\$760,000	+ 34.5%	\$525,000	\$643,750	+ 22.6%
Average Closed Price*	\$648,616	\$972,885	+ 50.0%	\$641,057	\$879,041	+ 37.1%
Percent of List Price Received*	99.1%	102.4%	+ 3.3%	97.7%	100.8%	+ 3.2%
Inventory of Homes for Sale	226	112	- 50.4%	—	—	—
Months Supply of Inventory	3.1	1.8	- 41.9%	—	—	—

Condo	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	183	146	- 20.2%	708	577	- 18.5%
Total Sales	247	148	- 40.1%	776	431	- 44.5%
Days on Market Until Sale	47	10	- 78.7%	70	11	- 84.3%
Median Closed Price*	\$258,000	\$382,450	+ 48.2%	\$249,450	\$375,000	+ 50.3%
Average Closed Price*	\$285,483	\$425,462	+ 49.0%	\$269,699	\$414,375	+ 53.6%
Percent of List Price Received*	97.9%	101.6%	+ 3.8%	97.0%	101.5%	+ 4.6%
Inventory of Homes for Sale	305	127	- 58.4%	—	—	—
Months Supply of Inventory	2.2	1.1	- 50.0%	—	—	—

* 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.

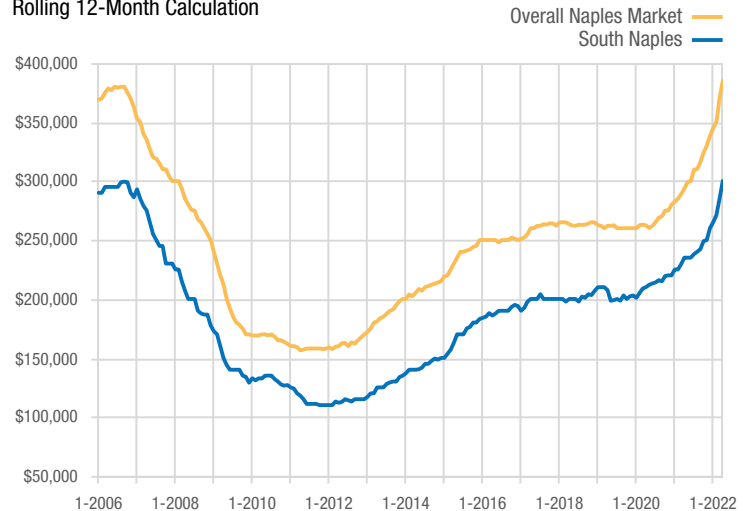
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – April 2022

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East Naples

34114, 34117, 34120, 34137

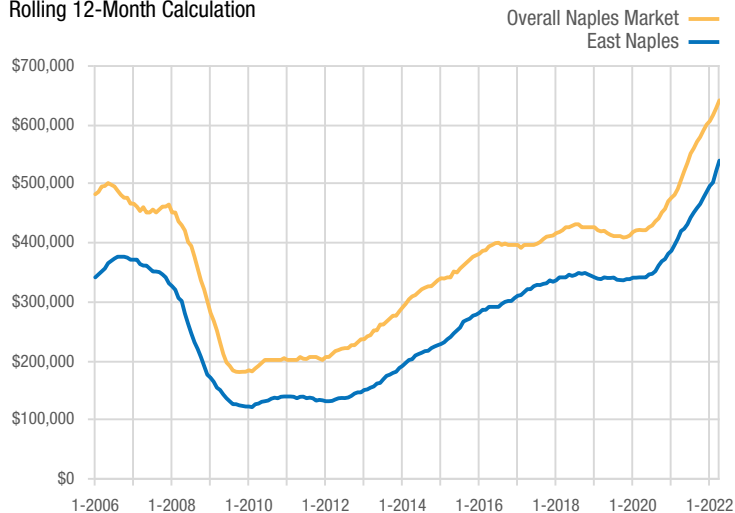
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	217	235	+ 8.3%	881	952	+ 8.1%
Total Sales	231	182	- 21.2%	849	694	- 18.3%
Days on Market Until Sale	35	26	- 25.7%	48	30	- 37.5%
Median Closed Price*	\$465,000	\$695,000	+ 49.5%	\$455,000	\$589,500	+ 29.6%
Average Closed Price*	\$574,692	\$942,145	+ 63.9%	\$533,530	\$768,493	+ 44.0%
Percent of List Price Received*	98.7%	99.6%	+ 0.9%	98.2%	99.0%	+ 0.8%
Inventory of Homes for Sale	474	337	- 28.9%	—	—	—
Months Supply of Inventory	2.4	1.9	- 20.8%	—	—	—

Condo	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	94	98	+ 4.3%	383	376	- 1.8%
Total Sales	117	93	- 20.5%	407	254	- 37.6%
Days on Market Until Sale	34	11	- 67.6%	51	16	- 68.6%
Median Closed Price*	\$345,000	\$529,000	+ 53.3%	\$325,000	\$490,000	+ 50.8%
Average Closed Price*	\$357,608	\$539,167	+ 50.8%	\$323,734	\$507,471	+ 56.8%
Percent of List Price Received*	98.5%	101.9%	+ 3.5%	97.8%	101.4%	+ 3.7%
Inventory of Homes for Sale	159	84	- 47.2%	—	—	—
Months Supply of Inventory	2.0	1.2	- 40.0%	—	—	—

* 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.

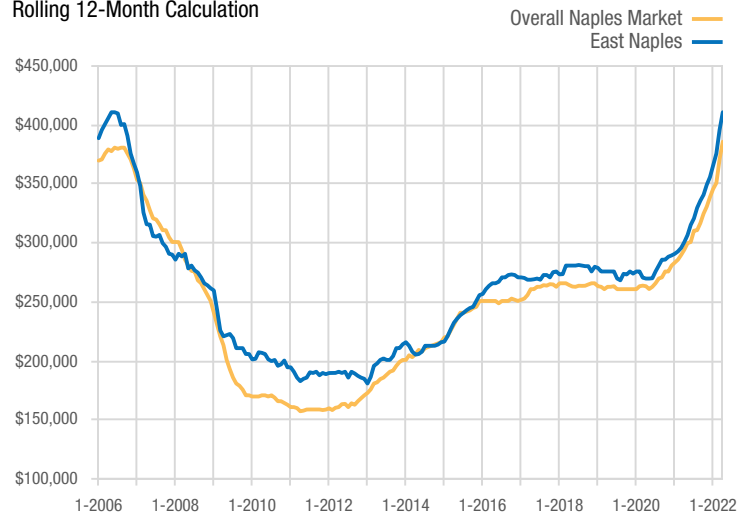
Median Closed Price - Single Family

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 – April 2022

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

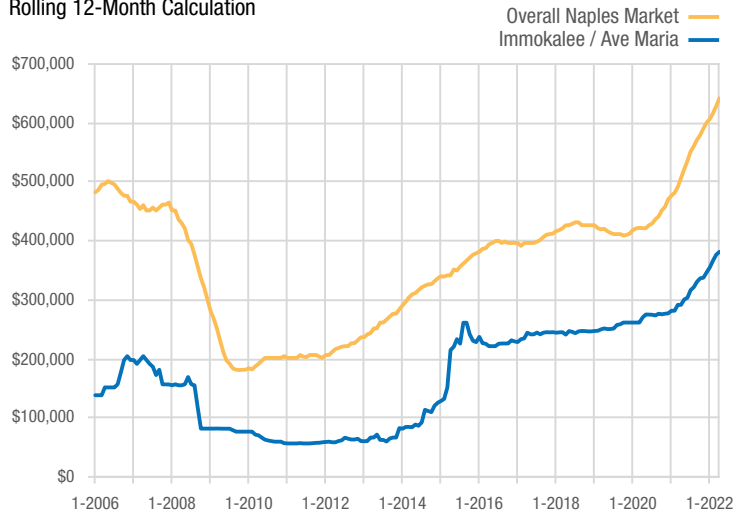
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	20	23	+ 15.0%	103	84	- 18.4%
Total Sales	30	26	- 13.3%	93	88	- 5.4%
Days on Market Until Sale	66	15	- 77.3%	66	24	- 63.6%
Median Closed Price*	\$314,500	\$357,000	+ 13.5%	\$310,000	\$410,000	+ 32.3%
Average Closed Price*	\$371,197	\$386,561	+ 4.1%	\$338,156	\$434,025	+ 28.4%
Percent of List Price Received*	99.3%	99.2%	- 0.1%	98.2%	99.7%	+ 1.5%
Inventory of Homes for Sale	94	31	- 67.0%	—	—	—
Months Supply of Inventory	5.1	1.3	- 74.5%	—	—	—

Condo	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	0	4	—	9	17	+ 88.9%
Total Sales	2	3	+ 50.0%	13	30	+ 130.8%
Days on Market Until Sale	18	146	+ 711.1%	65	47	- 27.7%
Median Closed Price*	\$226,000	\$370,000	+ 63.7%	\$207,000	\$304,999	+ 47.3%
Average Closed Price*	\$226,000	\$366,667	+ 62.2%	\$209,834	\$300,397	+ 43.2%
Percent of List Price Received*	98.8%	97.3%	- 1.5%	96.5%	100.8%	+ 4.5%
Inventory of Homes for Sale	9	3	- 66.7%	—	—	—
Months Supply of Inventory	3.0	0.6	- 80.0%	—	—	—

* 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.

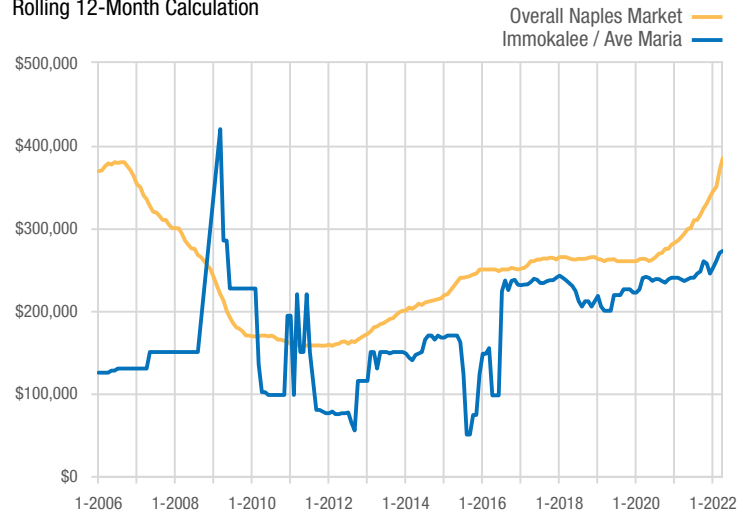
Median Closed Price - Single Family

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.