

Naples Area Market Report



October 2021

Home sales were bridled by low inventory during October, but new listings are on the rise according to the October 2021 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island). Overall closed sales for October decreased 32.1 percent to 858 closed sales from 1,263 closed sales in October 2020. But irrespective of the home buying frenzy that took place during the second half of 2020 (including October 2020), closed sales in October were historically higher than average for a typical October in Naples, even with the lowest inventory level on record by NABOR®.

Broker analysts who reviewed the October Market Report anticipate more sellers will enter the market over the next few months as the lure of paradise is already beckoning seasonal and foreign visitors back to our shores now that many international travel restrictions have been lifted and the threat of COVID-19 has been reduced. The report shows pre-season interest already in play as October's pending sales (1,186 pending sales) and showings (33,578) were above summer month levels.

The overall median closed price in October increased 16.9 percent to \$450,000 from \$385,000 in October 2020. The COVID-19 pandemic affected buying behaviors and sales of single-family homes outpaced condominiums as people sought more open space in 2020; but those buying behaviors have now shifted. While overall inventory decreased 76.1 percent in October to 1,240 properties from 5,181 properties in October 2020, condominium inventory decreased 84.4 percent in October. As such, there were nearly half as many condominiums (435) available compared to single-family homes (805) at the end of October. Not surprising, the median closed price for condominiums increased 31 percent to \$370,000 from \$282,500 in October 2020, while the median closed prices for single-family homes increased 18.8 percent to \$615,000 from \$517,750 in October 2020.

Quick Facts

- 32.1%	+ 16.9%	- 76.1%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 77.1%	+ 84.8%	+ 53.8%
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

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Overall Market Overview

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



Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,506	1,027	- 31.8%	13,312	12,902	- 3.1%
Total Sales		1,263	858	- 32.1%	9,772	13,481	+ 38.0%
Days on Market Until Sale		92	23	- 75.0%	94	47	- 50.0%
Median Closed Price		\$385,000	\$450,000	+ 16.9%	\$365,000	\$435,000	+ 19.2%
Average Closed Price		\$726,740	\$765,631	+ 5.4%	\$667,344	\$797,716	+ 19.5%
Percent of List Price Received		96.2%	99.3%	+ 3.2%	95.8%	98.4%	+ 2.7%
Pending Listings		1,708	1,186	- 30.6%	13,253	16,488	+ 24.4%
Inventory of Homes for Sale		5,181	1,240	- 76.1%	—	—	—
Months Supply of Inventory		5.4	0.9	- 83.3%	—	—	—

Single Family Market Overview

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



Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		718	540	- 24.8%	6,556	6,594	+ 0.6%
Total Sales		634	434	- 31.5%	5,077	6,302	+ 24.1%
Days on Market Until Sale		94	25	- 73.4%	94	43	- 54.3%
Median Closed Price		\$517,750	\$615,000	+ 18.8%	\$454,990	\$590,000	+ 29.7%
Average Closed Price		\$990,424	\$983,801	- 0.7%	\$832,060	\$1,086,055	+ 30.5%
Percent of List Price Received		96.5%	98.7%	+ 2.3%	96.1%	98.5%	+ 2.5%
Pending Listings		838	594	- 29.1%	6,999	7,826	+ 11.8%
Inventory of Homes for Sale		2,400	805	- 66.5%	—	—	—
Months Supply of Inventory		4.8	1.3	- 72.9%	—	—	—

Condo Market Overview

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



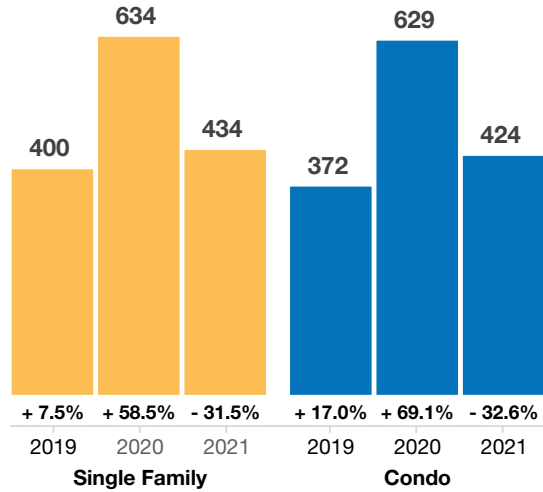
Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		788	487	- 38.2%	6,756	6,308	- 6.6%
Total Sales		629	424	- 32.6%	4,695	7,179	+ 52.9%
Days on Market Until Sale		90	22	- 75.6%	93	51	- 45.2%
Median Closed Price		\$282,500	\$370,000	+ 31.0%	\$276,000	\$329,000	+ 19.2%
Average Closed Price		\$460,960	\$542,316	+ 17.6%	\$489,220	\$544,642	+ 11.3%
Percent of List Price Received		95.8%	99.9%	+ 4.3%	95.5%	98.3%	+ 2.9%
Pending Listings		870	592	- 32.0%	6,482	8,662	+ 33.6%
Inventory of Homes for Sale		2,781	435	- 84.4%	—	—	—
Months Supply of Inventory		6.1	0.6	- 90.2%	—	—	—

Overall Closed Sales

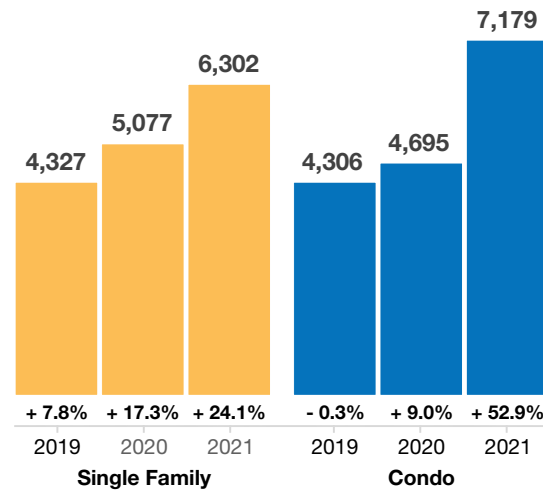
A count of the actual sales that closed in a given month.



October

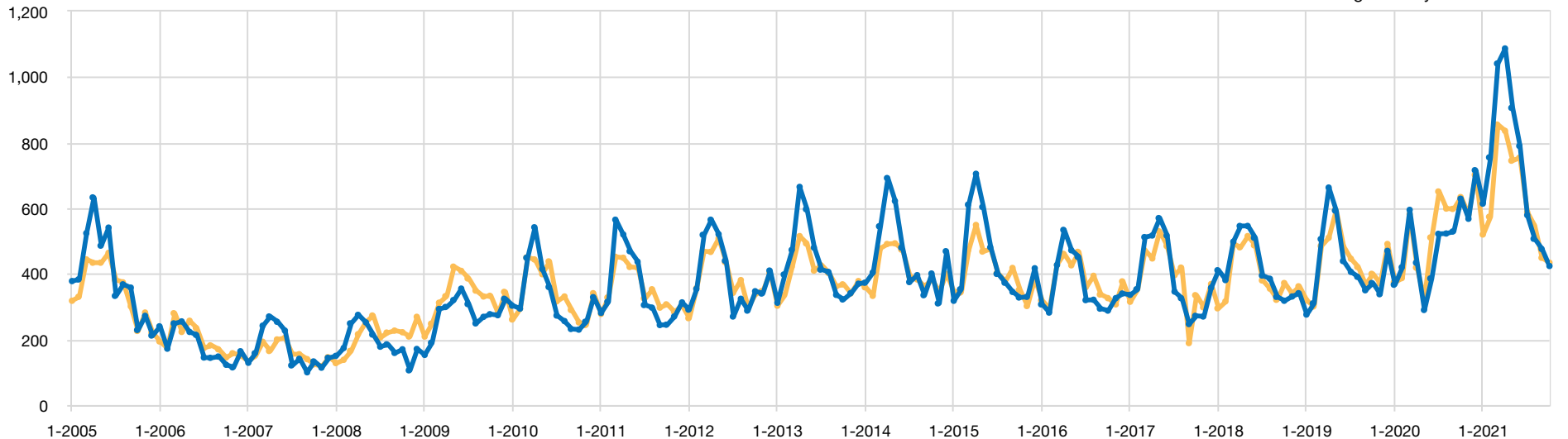


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2020	581	+ 56.6%	568	+ 68.0%
Dec-2020	702	+ 43.0%	716	+ 52.3%
Jan-2021	520	+ 39.0%	614	+ 67.3%
Feb-2021	574	+ 48.3%	755	+ 79.8%
Mar-2021	855	+ 46.9%	1,041	+ 75.0%
Apr-2021	836	+ 99.5%	1,087	+ 150.5%
May-2021	745	+ 131.4%	906	+ 212.4%
Jun-2021	754	+ 47.6%	790	+ 104.7%
Jul-2021	588	- 9.7%	579	+ 10.9%
Aug-2021	547	- 8.7%	507	- 3.1%
Sep-2021	449	- 24.9%	476	- 10.0%
Oct-2021	434	- 31.5%	424	- 32.6%
12-Month Avg	632	+ 27.7%	705	+ 53.6%

Overall Closed Sales by Month



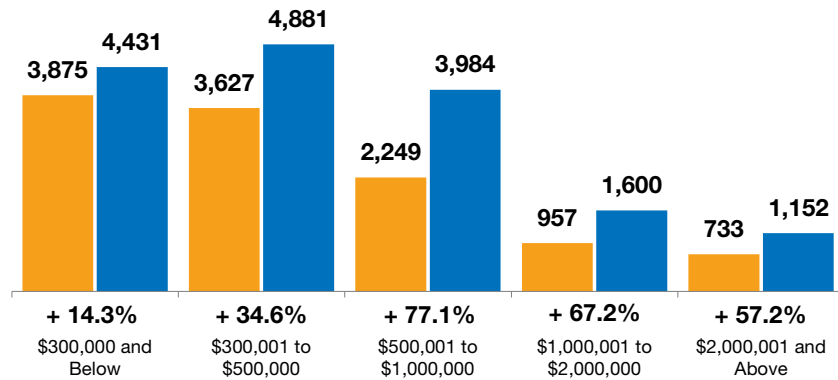
Overall Closed Sales by Price Range

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



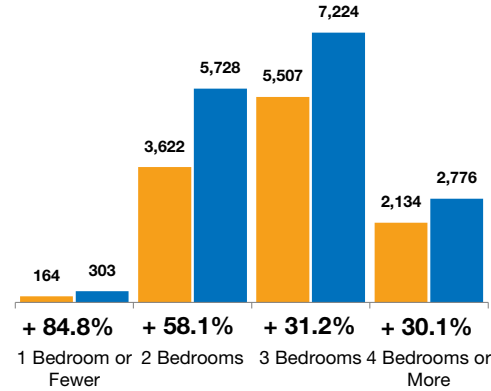
By Price Range

10-2020 10-2021



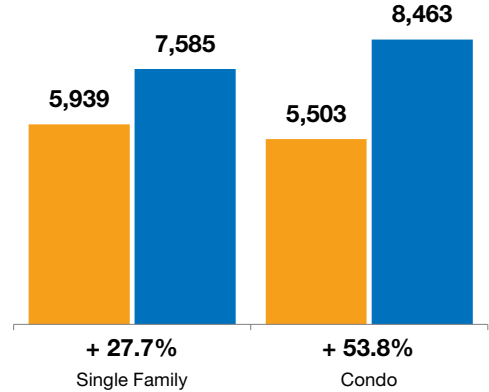
By Bedroom Count

10-2020 10-2021



By Property Type

10-2020 10-2021



All Properties

By Price Range	10-2020	10-2021	Change
\$300,000 and Below	3,875	4,431	+ 14.3%
\$300,001 to \$500,000	3,627	4,881	+ 34.6%
\$500,001 to \$1,000,000	2,249	3,984	+ 77.1%
\$1,000,001 to \$2,000,000	957	1,600	+ 67.2%
\$2,000,001 and Above	733	1,152	+ 57.2%
All Price Ranges	11,442	16,048	+ 40.3%

Single Family

	10-2020	10-2021	Change
10-2020	944	640	- 32.2%
10-2021	2,282	2,435	+ 6.7%
Change	1,608	2,675	+ 66.4%
10-2020	594	1,002	+ 68.7%
10-2021	510	833	+ 63.3%
All Price Ranges	5,939	7,585	+ 27.7%

Condo

	10-2020	10-2021	Change
10-2020	2,931	3,791	+ 29.3%
10-2021	1,345	2,446	+ 81.9%
Change	641	1,309	+ 104.2%
10-2020	363	598	+ 64.7%
10-2021	223	319	+ 43.0%
All Price Ranges	5,503	8,463	+ 53.8%

By Bedroom Count

	10-2020	10-2021	Change
1 Bedroom or Fewer	164	303	+ 84.8%
2 Bedrooms	3,622	5,728	+ 58.1%
3 Bedrooms	5,507	7,224	+ 31.2%
4 Bedrooms or More	2,134	2,776	+ 30.1%
All Bedroom Counts	11,442	16,048	+ 40.3%

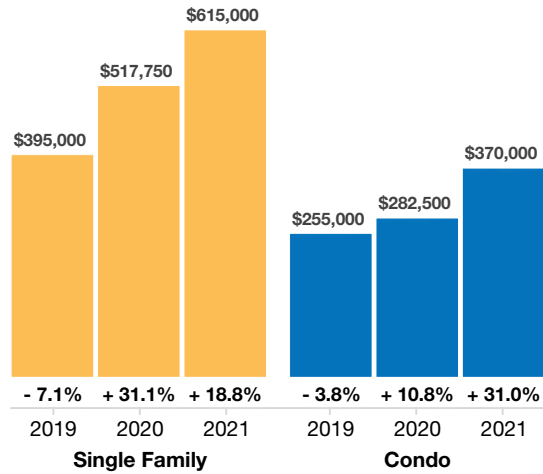
	10-2020	10-2021	Change
10-2020	22	35	+ 59.1%
10-2021	517	822	+ 59.0%
Change	3,417	4,120	+ 20.6%
10-2020	1,980	2,605	+ 31.6%
10-2021	154	171	+ 11.0%
All Bedroom Counts	5,939	7,585	+ 27.7%

Overall Median Closed Price

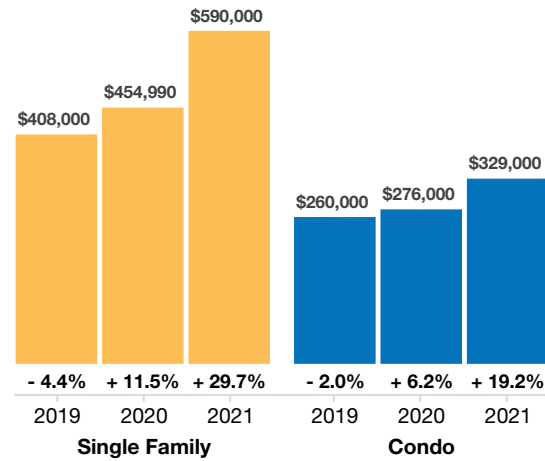
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



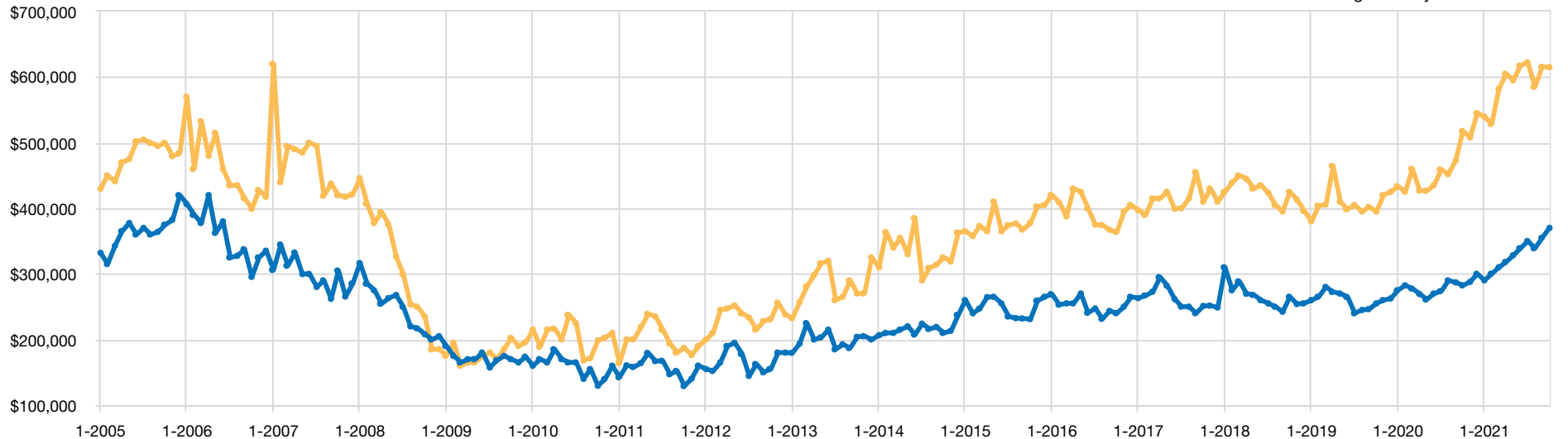
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2020	\$508,000	+ 21.0%	\$287,750	+ 10.7%
Dec-2020	\$545,000	+ 28.2%	\$300,000	+ 14.3%
Jan-2021	\$539,500	+ 24.5%	\$290,132	+ 5.5%
Feb-2021	\$528,500	+ 24.4%	\$300,000	+ 6.2%
Mar-2021	\$582,060	+ 26.5%	\$310,000	+ 11.6%
Apr-2021	\$605,000	+ 41.7%	\$318,000	+ 18.0%
May-2021	\$595,000	+ 39.5%	\$328,250	+ 25.8%
Jun-2021	\$617,500	+ 42.0%	\$339,050	+ 25.6%
Jul-2021	\$622,415	+ 35.6%	\$350,000	+ 28.0%
Aug-2021	\$585,000	+ 29.4%	\$339,000	+ 16.9%
Sep-2021	\$615,500	+ 30.1%	\$355,000	+ 23.7%
Oct-2021	\$615,000	+ 18.8%	\$370,000	+ 31.0%
12-Month Avg*	\$579,450	+ 28.8%	\$324,000	+ 17.8%

* Median Closed Price for all properties from November 2020 through October 2021. This is not the average of the individual figures above.

Overall Median Closed Price by Month



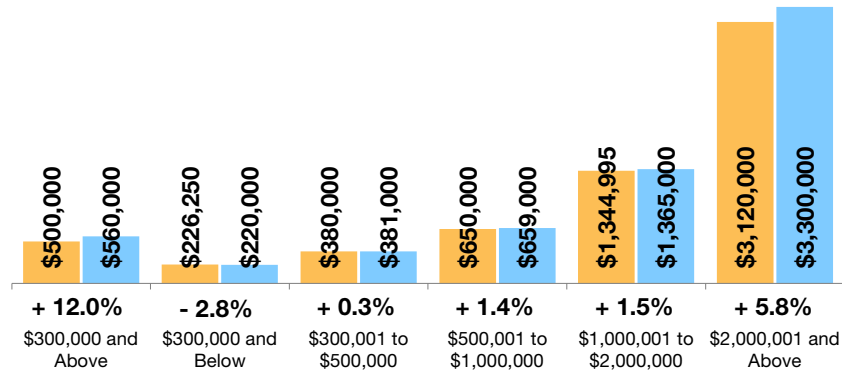
Overall Median Closed Price by Price Range

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



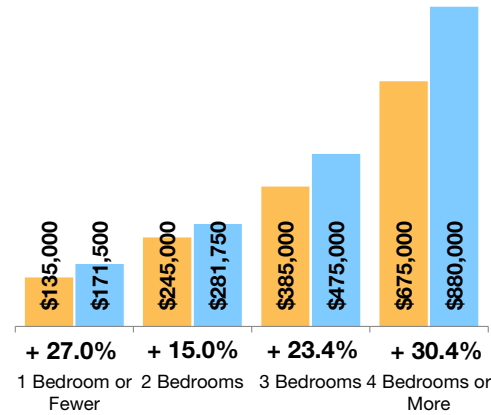
By Price Range

10-2020 10-2021



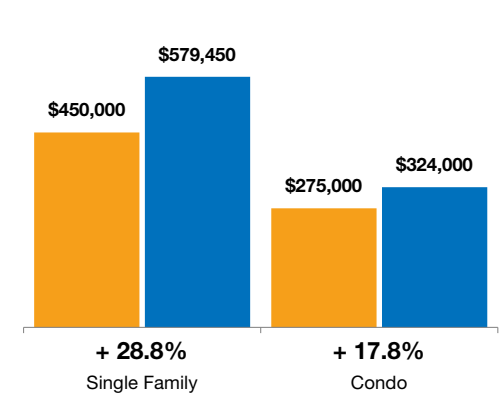
By Bedroom Count

10-2020 10-2021



By Property Type

10-2020 10-2021



All Properties

By Price Range

	10-2020	10-2021	Change
\$300,000 and Above	\$500,000	\$560,000	+ 12.0%
\$300,000 and Below	\$226,250	\$220,000	- 2.8%
\$300,001 to \$500,000	\$380,000	\$381,000	+ 0.3%
\$500,001 to \$1,000,000	\$650,000	\$659,000	+ 1.4%
\$1,000,001 to \$2,000,000	\$1,344,995	\$1,365,000	+ 1.5%
\$2,000,001 and Above	\$3,120,000	\$3,300,000	+ 5.8%
All Price Ranges	\$360,000	\$429,000	+ 19.2%

Single Family

	10-2020	10-2021	Change
1 Bedroom or Fewer	\$135,000	\$171,500	+ 27.0%
2 Bedrooms	\$245,000	\$281,750	+ 15.0%
3 Bedrooms	\$385,000	\$475,000	+ 23.4%
4 Bedrooms or More	\$675,000	\$880,000	+ 30.4%
All Single Family	\$450,000	\$579,450	+ 28.8%

Condo

	10-2020	10-2021	Change
1 Bedroom or Fewer	\$92,750	\$90,000	- 3.0%
2 Bedrooms	\$295,000	\$375,000	+ 27.1%
3 Bedrooms	\$415,000	\$520,000	+ 25.3%
4 Bedrooms or More	\$649,000	\$875,000	+ 34.8%
All Condo	\$275,000	\$324,000	+ 17.8%

By Bedroom Count

	10-2020	10-2021	Change
1 Bedroom or Fewer	\$135,000	\$171,500	+ 27.0%
2 Bedrooms	\$245,000	\$281,750	+ 15.0%
3 Bedrooms	\$385,000	\$475,000	+ 23.4%
4 Bedrooms or More	\$675,000	\$880,000	+ 30.4%
All Bedroom Counts	\$360,000	\$429,000	+ 19.2%

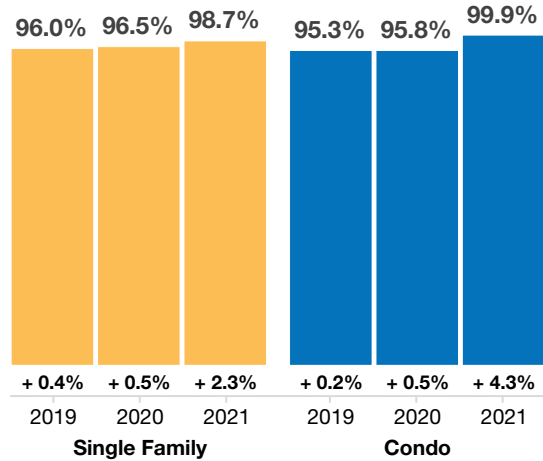
	10-2020	10-2021	Change
1 Bedroom or Fewer	\$92,750	\$90,000	- 3.0%
2 Bedrooms	\$295,000	\$375,000	+ 27.1%
3 Bedrooms	\$415,000	\$520,000	+ 25.3%
4 Bedrooms or More	\$649,000	\$875,000	+ 34.8%
All Bedroom Counts	\$450,000	\$579,450	+ 28.8%

Overall Percent of Current List Price Received

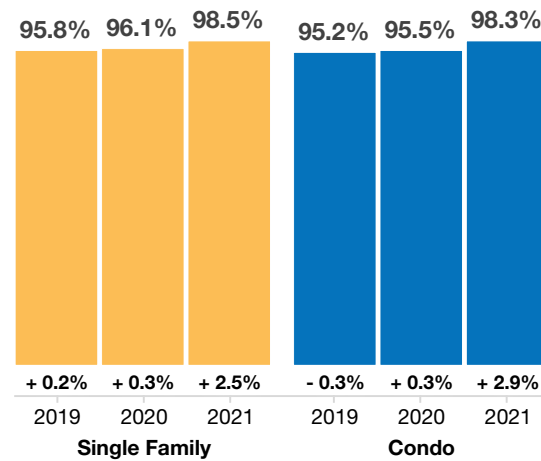
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



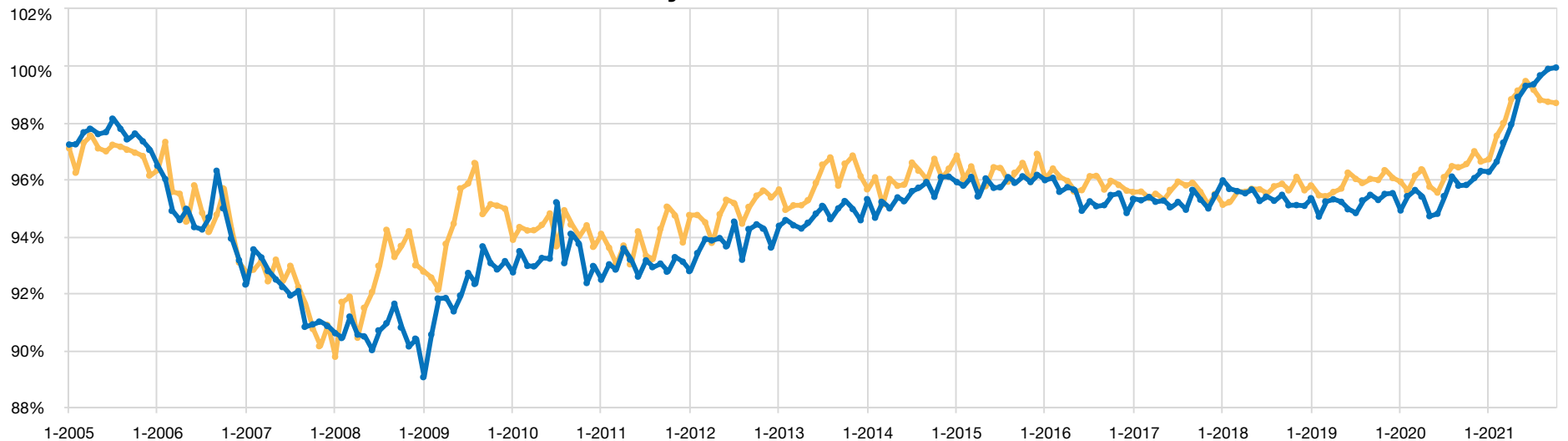
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2020	97.0%	+ 0.7%	96.0%	+ 0.5%
Dec-2020	96.6%	+ 0.5%	96.3%	+ 0.8%
Jan-2021	96.7%	+ 0.8%	96.3%	+ 1.5%
Feb-2021	97.5%	+ 2.0%	96.6%	+ 1.3%
Mar-2021	98.0%	+ 2.0%	97.3%	+ 1.8%
Apr-2021	98.8%	+ 2.5%	97.9%	+ 2.6%
May-2021	99.1%	+ 3.6%	98.9%	+ 4.4%
Jun-2021	99.5%	+ 4.2%	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%	99.9%	+ 4.3%
12-Month Avg*	98.2%	+ 2.2%	98.0%	+ 2.6%

* Pct. of List Price Received for all properties from November 2020 through October 2021. This is not the average of the individual figures above.

Overall Percent of Current List Price Received by Month



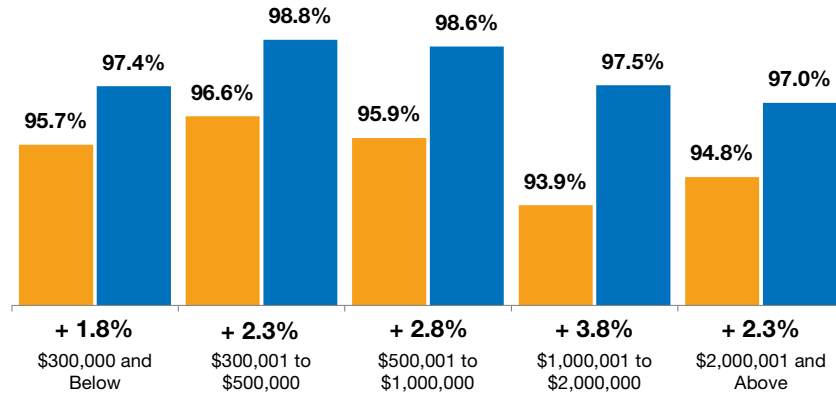
Overall Percent of Current List Price Received by Price Range

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.



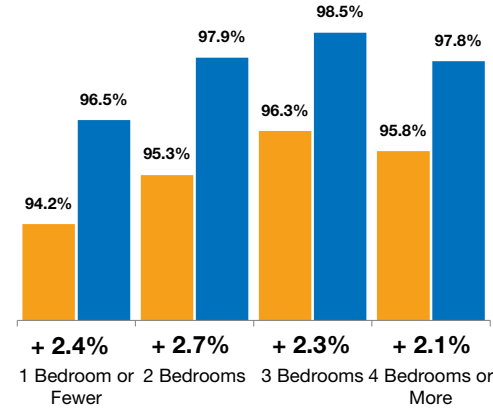
By Price Range

10-2020 10-2021



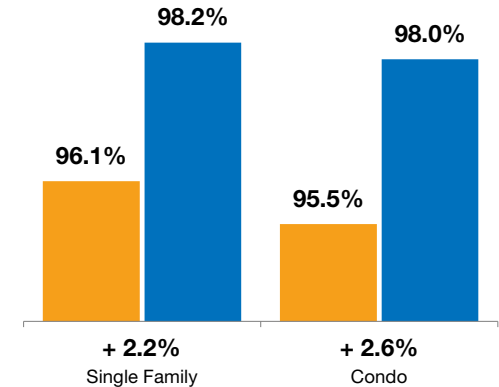
By Bedroom Count

10-2020 10-2021



By Property Type

10-2020 10-2021



All Properties

By Price Range	10-2020	10-2021	Change
\$300,000 and Below	95.7%	97.4%	+ 1.8%
\$300,001 to \$500,000	96.6%	98.8%	+ 2.3%
\$500,001 to \$1,000,000	95.9%	98.6%	+ 2.8%
\$1,000,001 to \$2,000,000	93.9%	97.5%	+ 3.8%
\$2,000,001 and Above	94.8%	97.0%	+ 2.3%
All Price Ranges	95.8%	98.1%	+ 2.4%

Single Family

10-2020	10-2021	Change	10-2020	10-2021	Change
96.6%	96.6%	0.0%	95.4%	97.6%	+ 2.3%
96.9%	98.7%	+ 1.9%	95.8%	98.9%	+ 3.2%
96.2%	98.9%	+ 2.8%	95.3%	98.0%	+ 2.8%
93.4%	97.6%	+ 4.5%	94.9%	97.2%	+ 2.4%
94.2%	96.9%	+ 2.9%	96.3%	97.3%	+ 1.0%
96.1%	98.2%	+ 2.2%	95.5%	98.0%	+ 2.6%

Condo

By Bedroom Count	10-2020	10-2021	Change
1 Bedroom or Fewer	94.2%	96.5%	+ 2.4%
2 Bedrooms	95.3%	97.9%	+ 2.7%
3 Bedrooms	96.3%	98.5%	+ 2.3%
4 Bedrooms or More	95.8%	97.8%	+ 2.1%
All Bedroom Counts	95.8%	98.1%	+ 2.4%

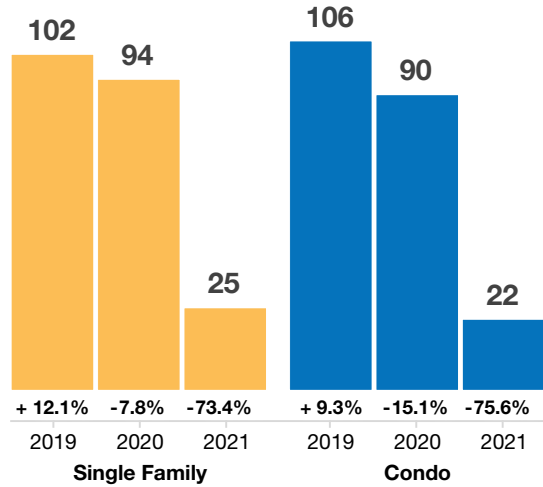
10-2020	10-2021	Change	10-2020	10-2021	Change
93.0%	93.3%	+ 0.3%	94.3%	96.9%	+ 2.8%
95.1%	97.7%	+ 2.7%	95.3%	97.9%	+ 2.7%
96.6%	98.7%	+ 2.2%	95.7%	98.2%	+ 2.6%
95.7%	97.8%	+ 2.2%	97.6%	97.7%	+ 0.1%
96.1%	98.2%	+ 2.2%	95.5%	98.0%	+ 2.6%

Overall Days on Market Until Sale

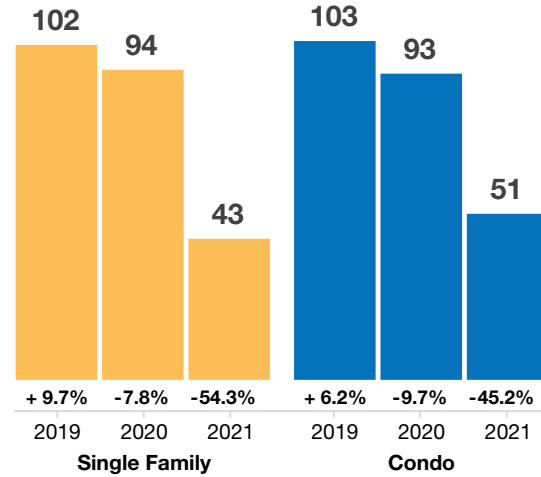
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



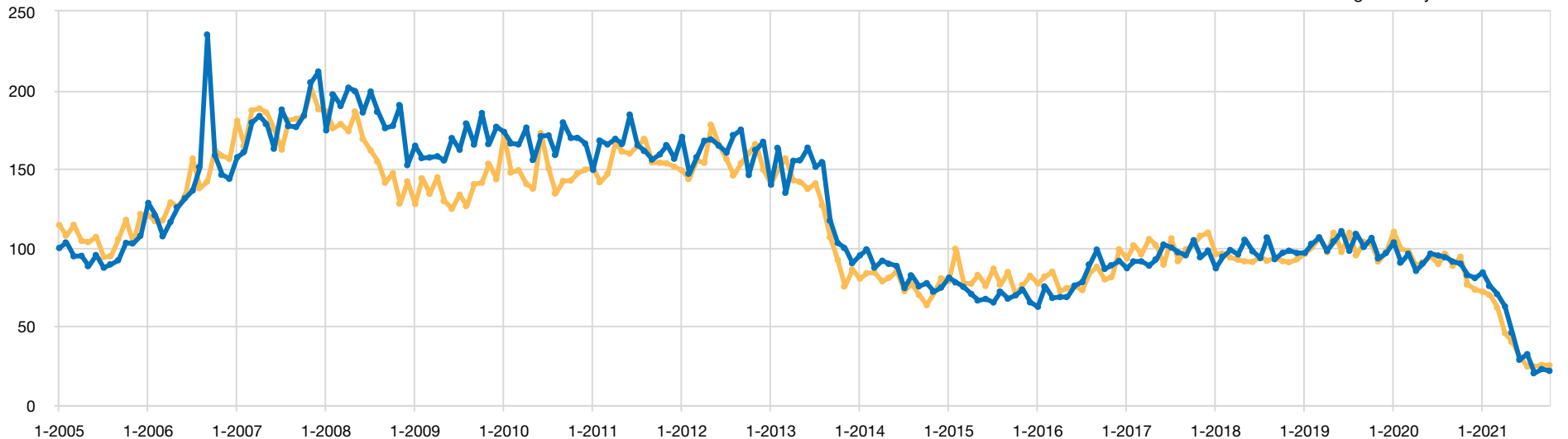
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2020	77	- 15.4%	83	- 10.8%
Dec-2020	73	- 24.7%	81	- 16.5%
Jan-2021	72	- 34.5%	84	- 18.4%
Feb-2021	70	- 29.3%	76	- 15.6%
Mar-2021	62	- 36.7%	70	- 27.1%
Apr-2021	46	- 48.3%	63	- 25.9%
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	25	- 74.0%	20	- 78.7%
Sep-2021	25	- 71.6%	23	- 74.7%
Oct-2021	25	- 73.4%	22	- 75.6%
12-Month Avg*	49	- 48.7%	55	- 40.7%

* Days on Market for all properties from November 2020 through October 2021. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month



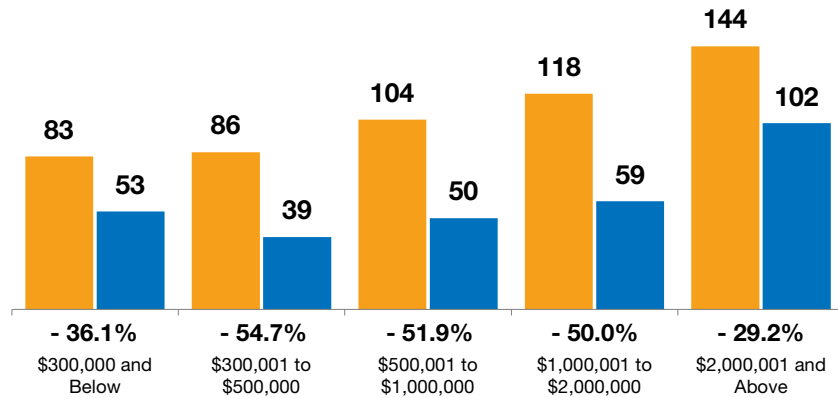
Overall Days on Market Until Sale by Price Range

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



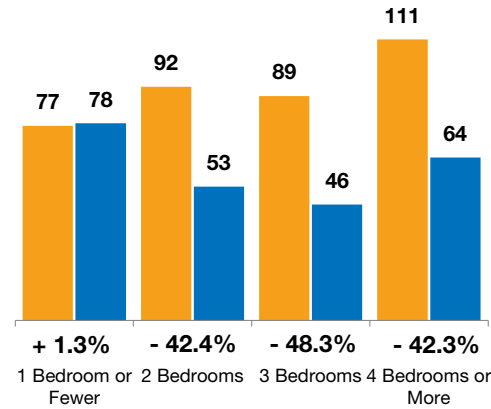
By Price Range

10-2020 10-2021



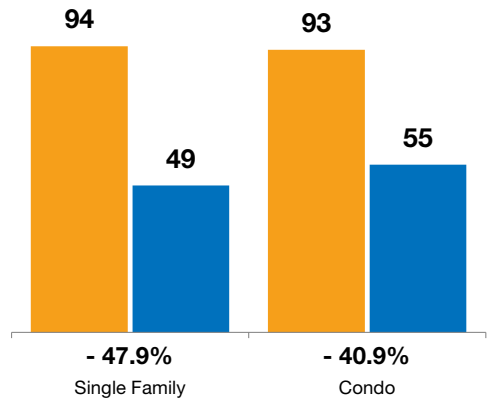
By Bedroom Count

10-2020 10-2021



By Property Type

10-2020 10-2021



All Properties

By Price Range	10-2020	10-2021	Change
\$300,000 and Below	83	53	- 36.1%
\$300,001 to \$500,000	86	39	- 54.7%
\$500,001 to \$1,000,000	104	50	- 51.9%
\$1,000,001 to \$2,000,000	118	59	- 50.0%
\$2,000,001 and Above	144	102	- 29.2%
All Price Ranges	94	52	- 44.7%

Single Family

10-2020	10-2021	Change	10-2020	10-2021	Change
71	57	- 19.7%	88	53	- 39.8%
82	35	- 57.3%	93	44	- 52.7%
100	41	- 59.0%	112	69	- 38.4%
122	53	- 56.6%	110	69	- 37.3%
164	103	- 37.2%	95	97	+ 2.1%
94	49	- 47.9%	93	55	- 40.9%

Condo

By Bedroom Count	10-2020	10-2021	Change
1 Bedroom or Fewer	77	78	+ 1.3%
2 Bedrooms	92	53	- 42.4%
3 Bedrooms	89	46	- 48.3%
4 Bedrooms or More	111	64	- 42.3%
All Bedroom Counts	94	52	- 44.7%

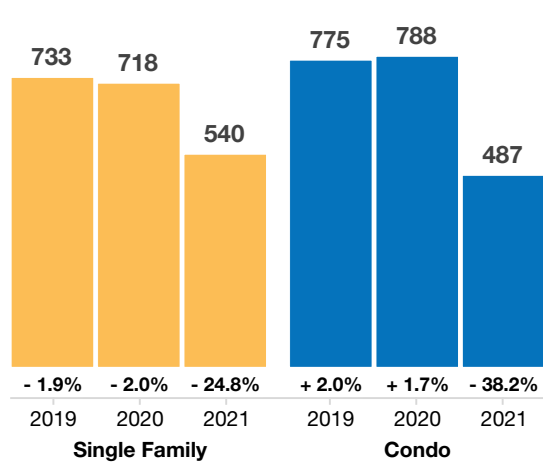
10-2020	10-2021	Change	10-2020	10-2021	Change
124	168	+ 35.5%	69	67	- 4.2%
86	49	- 43.0%	93	53	- 42.6%
85	39	- 54.1%	94	55	- 42.1%
112	62	- 44.6%	100	102	+ 1.3%
94	49	- 47.9%	93	55	- 40.9%

Overall New Listings

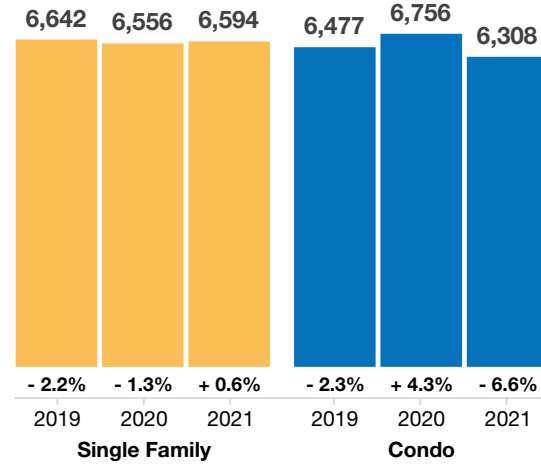
A count of the properties that have been newly listed on the market in a given month.



October

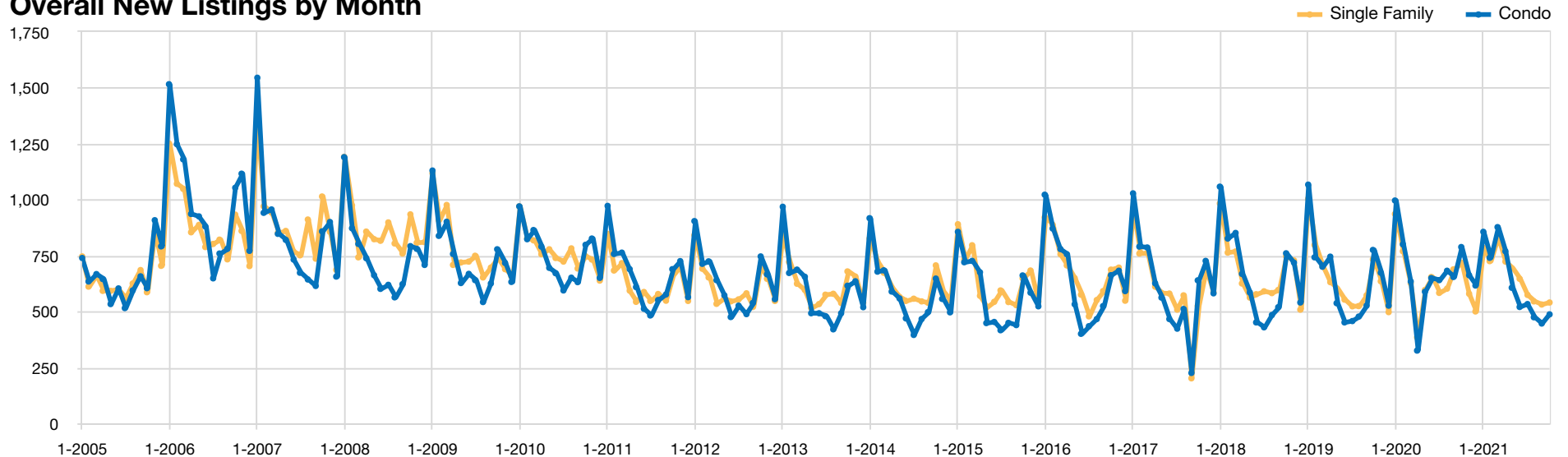


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2020	579	- 8.8%	662	- 1.6%
Dec-2020	500	+ 0.6%	616	+ 17.1%
Jan-2021	785	- 16.1%	856	- 14.1%
Feb-2021	725	- 5.7%	740	- 7.5%
Mar-2021	832	+ 32.9%	877	+ 38.3%
Apr-2021	723	+ 88.3%	769	+ 136.6%
May-2021	693	+ 16.3%	606	+ 3.1%
Jun-2021	646	- 1.2%	520	- 19.9%
Jul-2021	574	- 1.5%	533	- 16.7%
Aug-2021	545	- 9.5%	474	- 30.5%
Sep-2021	531	- 22.8%	446	- 31.8%
Oct-2021	540	- 24.8%	487	- 38.2%
12-Month Avg	639	- 0.3%	632	- 4.7%

Overall New Listings by Month

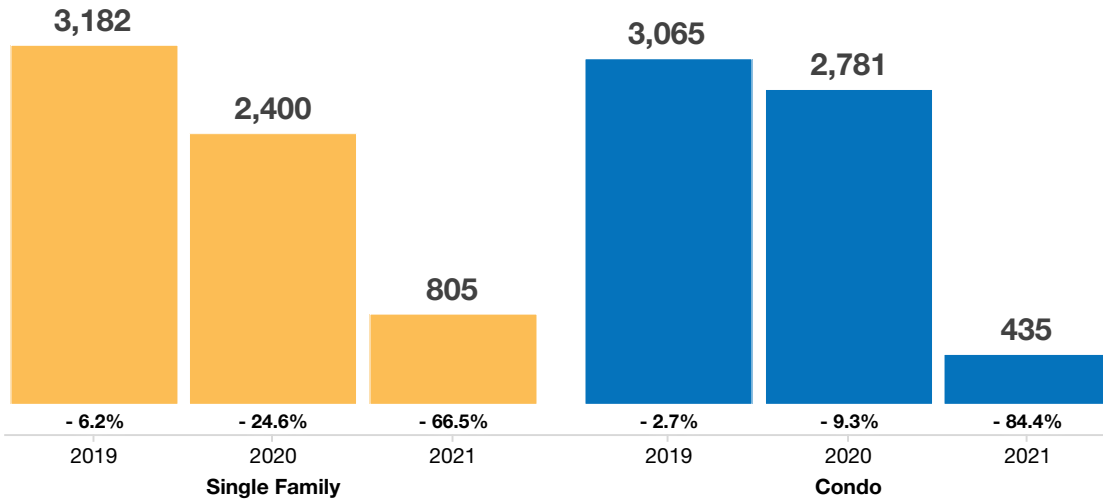


Overall Inventory of Homes for Sale

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

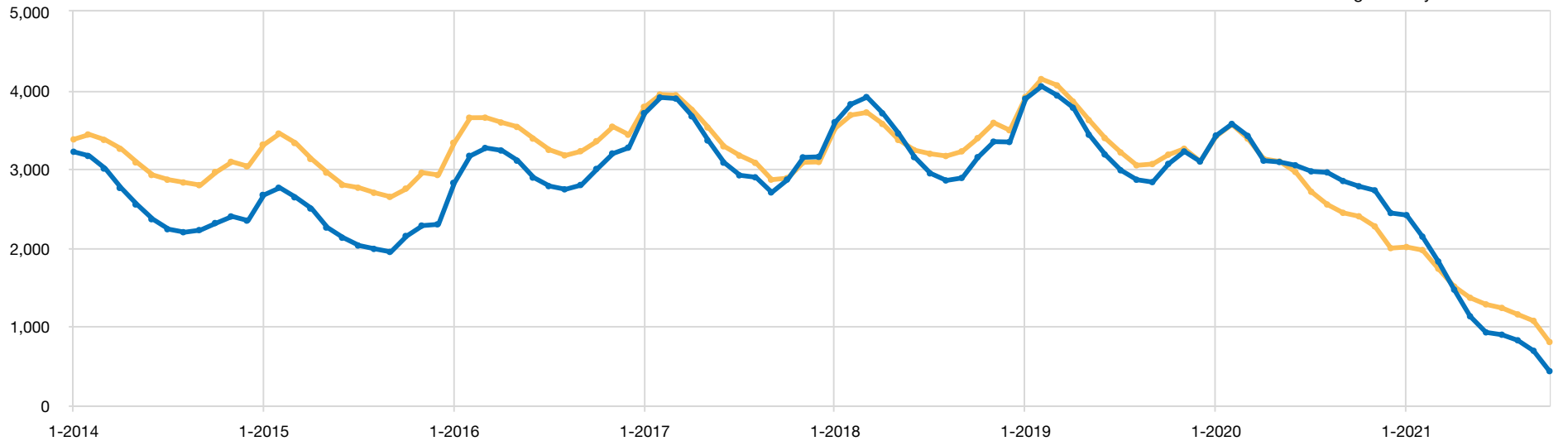


October



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Nov-2020	2,272	- 30.2%	2,729	- 15.3%
Dec-2020	1,996	- 35.6%	2,442	- 21.1%
Jan-2021	2,010	- 41.2%	2,415	- 29.5%
Feb-2021	1,971	- 44.7%	2,142	- 40.0%
Mar-2021	1,735	- 48.8%	1,826	- 46.6%
Apr-2021	1,509	- 51.8%	1,469	- 52.7%
May-2021	1,366	- 55.9%	1,131	- 63.4%
Jun-2021	1,282	- 56.7%	927	- 69.6%
Jul-2021	1,237	- 54.4%	897	- 69.8%
Aug-2021	1,155	- 54.7%	826	- 72.1%
Sep-2021	1,073	- 56.1%	693	- 75.7%
Oct-2021	805	- 66.5%	435	- 84.4%
12-Month Avg	1,534	- 48.9%	1,494	- 52.2%

Overall Inventory of Homes for Sale by Month



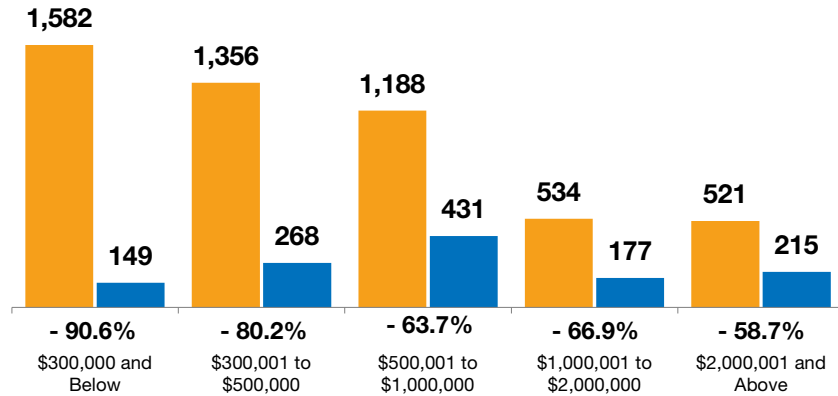
Overall Inventory of Homes for Sale by Price Range

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



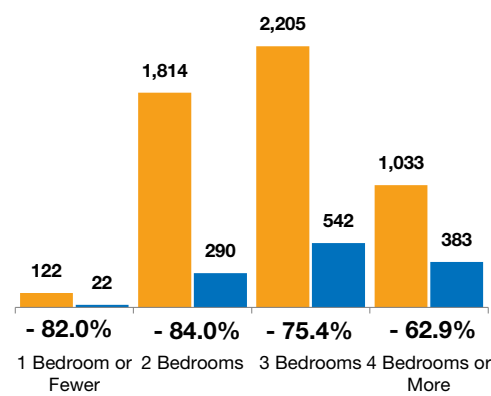
By Price Range

10-2020 10-2021



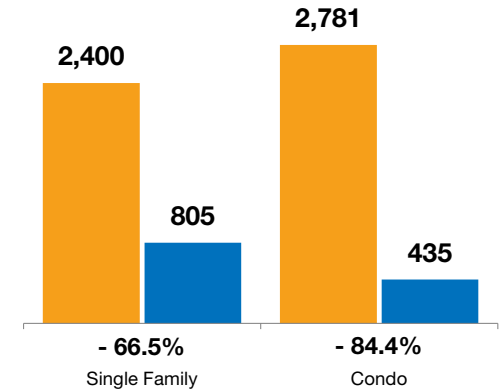
By Bedroom Count

10-2020 10-2021



By Property Type

10-2020 10-2021



All Properties

By Price Range

	10-2020	10-2021	Change
\$300,000 and Below	1,582	149	- 90.6%
\$300,001 to \$500,000	1,356	268	- 80.2%
\$500,001 to \$1,000,000	1,188	431	- 63.7%
\$1,000,001 to \$2,000,000	534	177	- 66.9%
\$2,000,001 and Above	521	215	- 58.7%
All Price Ranges	5,181	1,240	- 76.1%

Single Family

	10-2020	10-2021	Change
1 Bedroom or Fewer	266	38	- 85.7%
2 Bedrooms	721	138	- 80.9%
3 Bedrooms	732	337	- 54.0%
4 Bedrooms or More	312	128	- 59.0%
Condo	369	164	- 55.6%
All Single Family	2,400	805	- 66.5%

Condo

	10-2020	10-2021	Change
1 Bedroom or Fewer	1316	111	- 91.6%
2 Bedrooms	635	130	- 79.5%
3 Bedrooms	456	94	- 79.4%
4 Bedrooms or More	222	49	- 77.9%
Condo	152	51	- 66.4%
All Condo	2,781	435	- 84.4%

By Bedroom Count

	10-2020	10-2021	Change
1 Bedroom or Fewer	122	22	- 82.0%
2 Bedrooms	1,814	290	- 84.0%
3 Bedrooms	2,205	542	- 75.4%
4 Bedrooms or More	1,033	383	- 62.9%
All Bedroom Counts	5,181	1,240	- 76.1%

	10-2020	10-2021	Change
1 Bedroom or Fewer	26	3	- 88.5%
2 Bedrooms	228	74	- 67.5%
3 Bedrooms	1,200	366	- 69.5%
4 Bedrooms or More	946	361	- 61.8%
All Single Family	2,400	805	- 66.5%

	10-2020	10-2021	Change
1 Bedroom or Fewer	96	19	- 80.2%
2 Bedrooms	1,586	216	- 86.4%
3 Bedrooms	1,005	176	- 82.5%
4 Bedrooms or More	87	22	- 74.7%
All Condo	2,781	435	- 84.4%

Listing and Sales Summary Report

October 2021



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Oct-21	Oct-20	% Change	Oct-21	Oct-20	% Change	Oct-21	Oct-20	% Change	Oct-21	Oct-20	% Change
Overall Naples Market*	\$450,000	\$385,000	+16.9%	858	1263	-32.1%	1,240	5,181	-76.1%	23	92	-75.0%
Collier County	\$470,000	\$400,100	+17.5%	935	1401	-33.3%	1,446	5,824	-75.2%	24	95	-74.7%
Ave Maria	\$410,000	\$258,000	+58.9%	19	21	-9.5%	36	89	-59.6%	20	114	-82.5%
Central Naples	\$345,000	\$285,000	+21.1%	116	175	-33.7%	179	685	-73.9%	17	79	-78.5%
East Naples	\$475,000	\$370,000	+28.4%	206	279	-26.2%	365	1,031	-64.6%	23	82	-72.0%
Everglades City	\$337,000	\$275,000	+22.5%	1	1	0.0%	4	7	-42.9%	26	85	-69.4%
Immokalee	\$206,400	\$199,900	+3.3%	2	7	-71.4%	9	35	-74.3%	0	122	-100.0%
Immokalee / Ave Maria	\$380,000	\$240,000	+58.3%	21	28	-25.0%	45	124	-63.7%	18	116	-84.5%
Naples	\$450,000	\$390,000	+15.4%	836	1235	-32.3%	1,196	5,057	-76.3%	24	91	-73.6%
Naples Beach	\$780,000	\$910,000	-14.3%	147	222	-33.8%	275	1,236	-77.8%	36	132	-72.7%
North Naples	\$539,000	\$450,000	+19.8%	229	340	-32.6%	217	1,212	-82.1%	21	83	-74.7%
South Naples	\$345,000	\$263,500	+30.9%	139	219	-36.5%	159	893	-82.2%	22	87	-74.7%
34102	\$1,100,000	\$1,800,000	-38.9%	37	59	-37.3%	126	406	-69.0%	47	137	-65.7%
34103	\$580,000	\$793,750	-26.9%	34	78	-56.4%	67	358	-81.3%	49	130	-62.3%
34104	\$300,000	\$250,000	+20.0%	49	85	-42.4%	62	285	-78.2%	21	87	-75.9%
34105	\$375,000	\$358,750	+4.5%	37	70	-47.1%	55	309	-82.2%	15	77	-80.5%
34108	\$763,000	\$750,000	+1.7%	76	85	-10.6%	82	472	-82.6%	24	130	-81.5%
34109	\$430,000	\$435,000	-1.1%	55	79	-30.4%	48	292	-83.6%	14	79	-82.3%
34110	\$602,500	\$430,000	+40.1%	72	117	-38.5%	60	499	-88.0%	30	94	-68.1%
34112	\$280,000	\$203,000	+37.9%	79	124	-36.3%	74	434	-82.9%	23	72	-68.1%
34113	\$400,500	\$380,000	+5.4%	60	95	-36.8%	85	459	-81.5%	22	106	-79.2%
34114	\$540,000	\$427,500	+26.3%	67	134	-50.0%	111	454	-75.6%	27	107	-74.8%
34116	\$352,500	\$317,500	+11.0%	30	20	+50.0%	62	91	-31.9%	12	51	-76.5%
34117	\$433,450	\$326,950	+32.6%	38	22	+72.7%	69	133	-48.1%	20	38	-47.4%
34119	\$572,500	\$487,500	+17.4%	102	144	-29.2%	109	421	-74.1%	19	76	-75.0%
34120	\$480,000	\$354,000	+35.6%	101	123	-17.9%	185	444	-58.3%	21	63	-66.7%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$380,000	\$240,000	+58.3%	21	28	-25.0%	45	124	-63.7%	18	116	-84.5%

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

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Naples Beach

34102, 34103, 34108

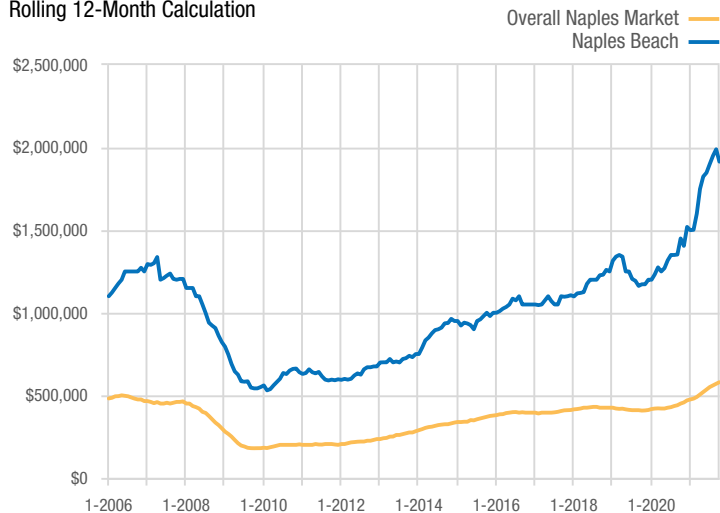
Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	126	82	- 34.9%	1,016	980	- 3.5%
Total Sales	93	57	- 38.7%	750	959	+ 27.9%
Days on Market Until Sale	152	41	- 73.0%	127	69	- 45.7%
Median Closed Price*	\$1,895,000	\$950,000	- 49.9%	\$1,485,000	\$1,940,000	+ 30.6%
Average Closed Price*	\$2,729,723	\$2,608,464	- 4.4%	\$2,323,489	\$3,059,265	+ 31.7%
Percent of List Price Received*	94.2%	99.0%	+ 5.1%	93.9%	97.9%	+ 4.3%
Inventory of Homes for Sale	461	145	- 68.5%	—	—	—
Months Supply of Inventory	6.6	1.5	- 77.3%	—	—	—

Condo	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	185	99	- 46.5%	1,571	1,429	- 9.0%
Total Sales	129	90	- 30.2%	1,027	1,717	+ 67.2%
Days on Market Until Sale	117	32	- 72.6%	111	69	- 37.8%
Median Closed Price*	\$695,000	\$700,000	+ 0.7%	\$675,000	\$775,000	+ 14.8%
Average Closed Price*	\$957,557	\$1,066,657	+ 11.4%	\$1,000,242	\$1,172,568	+ 17.2%
Percent of List Price Received*	95.2%	99.0%	+ 4.0%	94.5%	97.5%	+ 3.2%
Inventory of Homes for Sale	775	130	- 83.2%	—	—	—
Months Supply of Inventory	7.8	0.8	- 89.7%	—	—	—

* 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.

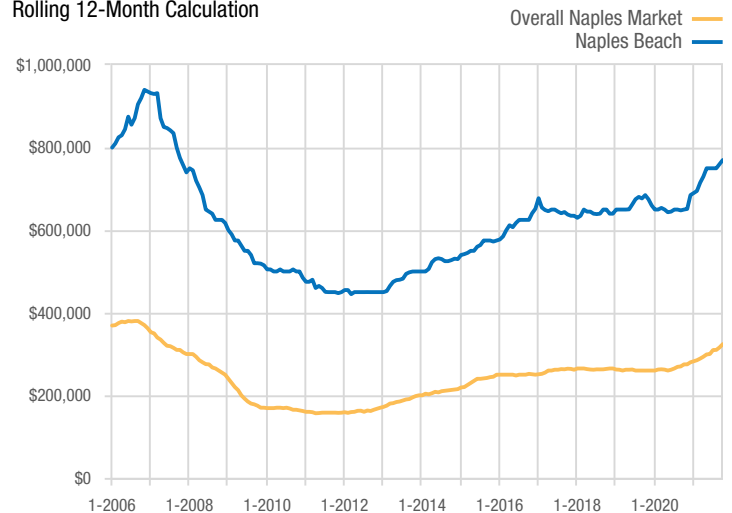
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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North Naples

34109, 34110, 34119

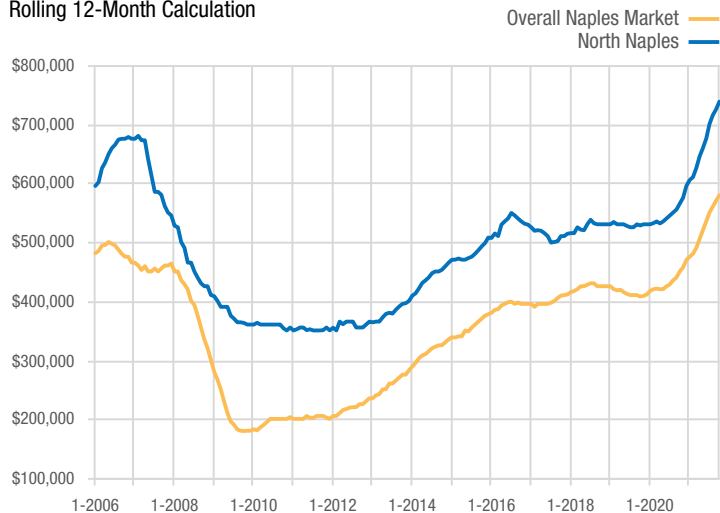
Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	149	105	- 29.5%	1,572	1,539	- 2.1%
Total Sales	168	97	- 42.3%	1,259	1,555	+ 23.5%
Days on Market Until Sale	79	21	- 73.4%	89	38	- 57.3%
Median Closed Price*	\$662,375	\$857,000	+ 29.4%	\$569,000	\$750,000	+ 31.8%
Average Closed Price*	\$904,350	\$1,151,789	+ 27.4%	\$792,432	\$1,031,527	+ 30.2%
Percent of List Price Received*	96.5%	98.9%	+ 2.5%	95.8%	98.9%	+ 3.2%
Inventory of Homes for Sale	517	132	- 74.5%	—	—	—
Months Supply of Inventory	4.2	0.8	- 81.0%	—	—	—

Condo	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	222	132	- 40.5%	1,861	1,658	- 10.9%
Total Sales	172	132	- 23.3%	1,368	1,882	+ 37.6%
Days on Market Until Sale	87	21	- 75.9%	88	44	- 50.0%
Median Closed Price*	\$287,450	\$382,500	+ 33.1%	\$280,000	\$329,950	+ 17.8%
Average Closed Price*	\$476,421	\$497,304	+ 4.4%	\$507,433	\$453,680	- 10.6%
Percent of List Price Received*	96.3%	100.3%	+ 4.2%	96.1%	99.0%	+ 3.0%
Inventory of Homes for Sale	695	85	- 87.8%	—	—	—
Months Supply of Inventory	5.2	0.5	- 90.4%	—	—	—

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

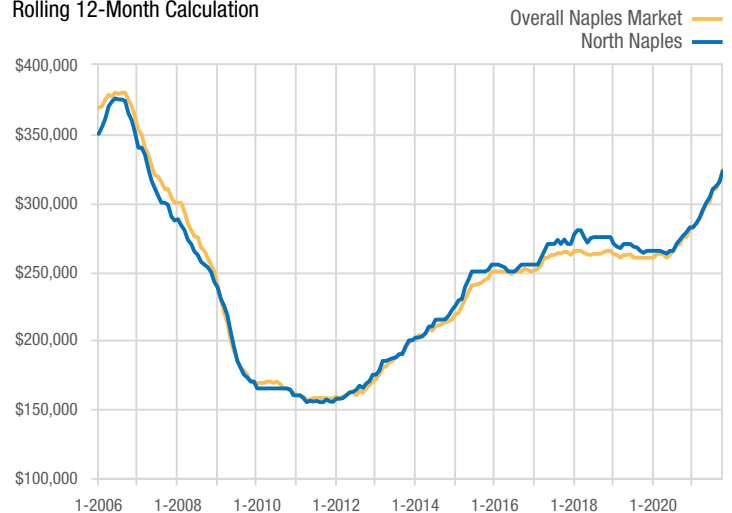
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

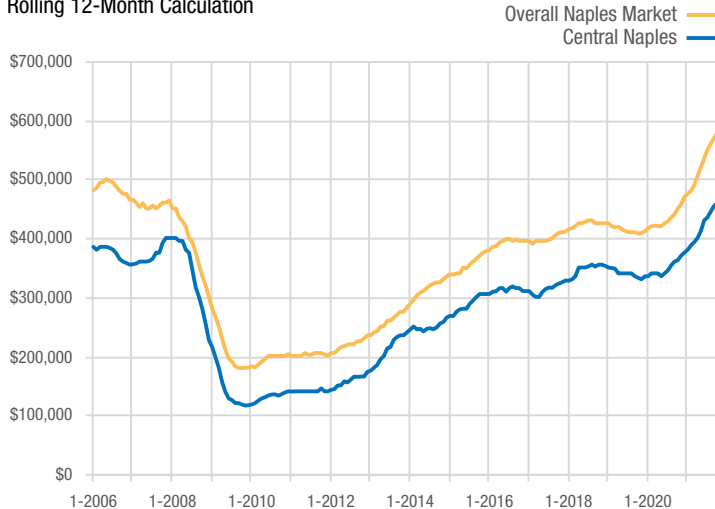
Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	78	86	+ 10.3%	799	915	+ 14.5%
Total Sales	80	54	- 32.5%	649	829	+ 27.7%
Days on Market Until Sale	102	23	- 77.5%	90	36	- 60.0%
Median Closed Price*	\$387,500	\$432,000	+ 11.5%	\$365,000	\$461,000	+ 26.3%
Average Closed Price*	\$816,826	\$515,937	- 36.8%	\$585,843	\$724,071	+ 23.6%
Percent of List Price Received*	96.2%	98.4%	+ 2.3%	96.2%	98.5%	+ 2.4%
Inventory of Homes for Sale	276	117	- 57.6%	—	—	—
Months Supply of Inventory	4.2	1.4	- 66.7%	—	—	—

Condo	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	122	79	- 35.2%	1,018	1,044	+ 2.6%
Total Sales	95	62	- 34.7%	646	1,160	+ 79.6%
Days on Market Until Sale	59	11	- 81.4%	79	45	- 43.0%
Median Closed Price*	\$209,900	\$285,000	+ 35.8%	\$195,000	\$222,950	+ 14.3%
Average Closed Price*	\$238,061	\$302,274	+ 27.0%	\$216,280	\$256,034	+ 18.4%
Percent of List Price Received*	96.1%	100.7%	+ 4.8%	95.2%	98.4%	+ 3.4%
Inventory of Homes for Sale	409	62	- 84.8%	—	—	—
Months Supply of Inventory	6.3	0.6	- 90.5%	—	—	—

* 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.

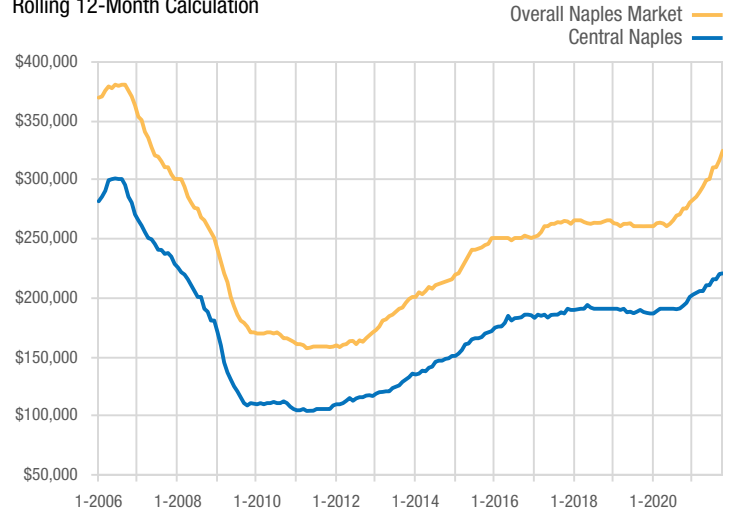
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – October 2021

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South Naples

34112, 34113

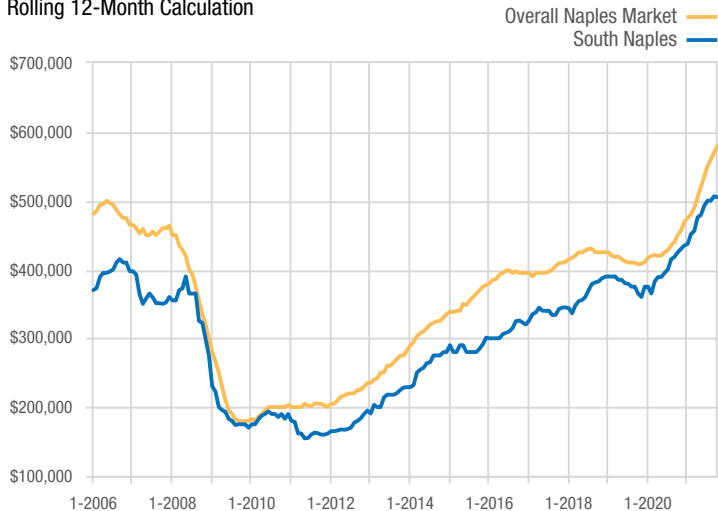
Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	92	48	- 47.8%	830	807	- 2.8%
Total Sales	73	52	- 28.8%	577	811	+ 40.6%
Days on Market Until Sale	86	35	- 59.3%	93	47	- 49.5%
Median Closed Price*	\$465,000	\$440,000	- 5.4%	\$425,000	\$520,000	+ 22.4%
Average Closed Price*	\$636,819	\$623,627	- 2.1%	\$556,232	\$673,843	+ 21.1%
Percent of List Price Received*	97.2%	97.7%	+ 0.5%	95.7%	98.2%	+ 2.6%
Inventory of Homes for Sale	318	74	- 76.7%	—	—	—
Months Supply of Inventory	5.6	0.9	- 83.9%	—	—	—

Condo	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	160	87	- 45.6%	1,449	1,323	- 8.7%
Total Sales	146	87	- 40.4%	1,018	1,533	+ 50.6%
Days on Market Until Sale	87	14	- 83.9%	90	49	- 45.6%
Median Closed Price*	\$226,200	\$285,000	+ 26.0%	\$220,000	\$250,000	+ 13.6%
Average Closed Price*	\$249,073	\$322,463	+ 29.5%	\$250,337	\$278,701	+ 11.3%
Percent of List Price Received*	95.0%	100.5%	+ 5.8%	95.4%	98.1%	+ 2.8%
Inventory of Homes for Sale	575	85	- 85.2%	—	—	—
Months Supply of Inventory	5.8	0.6	- 89.7%	—	—	—

* 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.

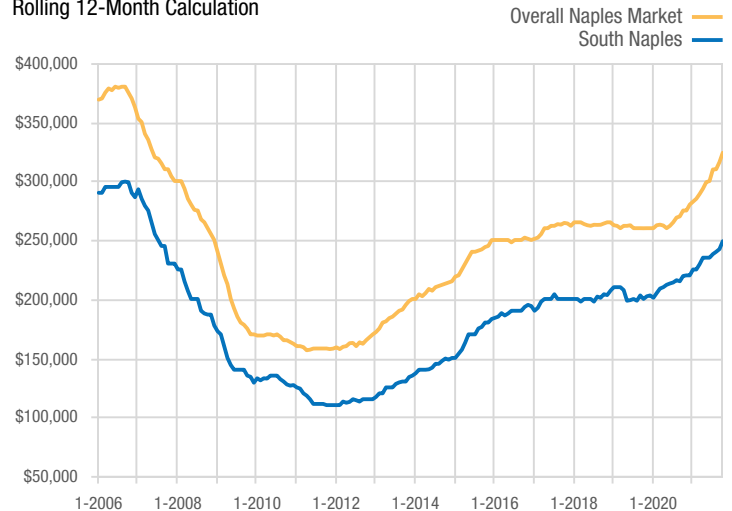
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

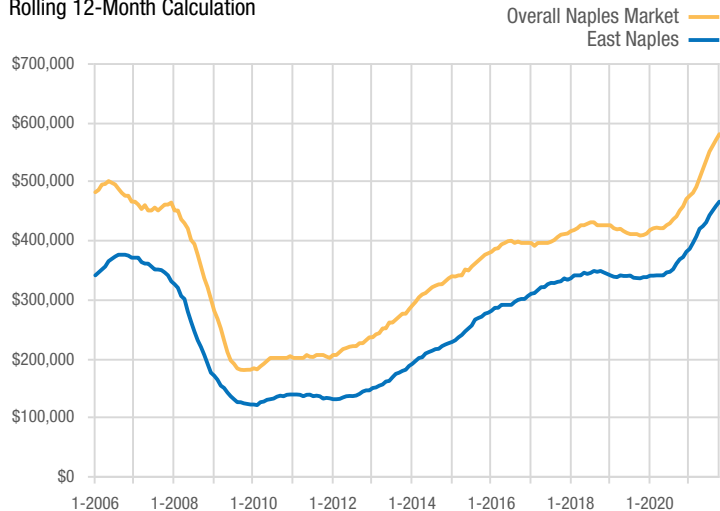
Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	242	200	- 17.4%	2,114	2,096	- 0.9%
Total Sales	197	155	- 21.3%	1,687	1,907	+ 13.0%
Days on Market Until Sale	79	20	- 74.7%	86	36	- 58.1%
Median Closed Price*	\$430,000	\$526,000	+ 22.3%	\$370,000	\$475,000	+ 28.4%
Average Closed Price*	\$527,591	\$633,452	+ 20.1%	\$438,551	\$561,452	+ 28.0%
Percent of List Price Received*	97.5%	98.8%	+ 1.3%	97.4%	98.8%	+ 1.4%
Inventory of Homes for Sale	728	305	- 58.1%	—	—	—
Months Supply of Inventory	4.5	1.6	- 64.4%	—	—	—

Condo	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	96	80	- 16.7%	814	816	+ 0.2%
Total Sales	82	51	- 37.8%	615	861	+ 40.0%
Days on Market Until Sale	88	31	- 64.8%	92	37	- 59.8%
Median Closed Price*	\$292,500	\$393,445	+ 34.5%	\$286,122	\$349,500	+ 22.2%
Average Closed Price*	\$299,829	\$409,599	+ 36.6%	\$285,626	\$363,077	+ 27.1%
Percent of List Price Received*	97.0%	98.9%	+ 2.0%	96.3%	98.9%	+ 2.7%
Inventory of Homes for Sale	303	60	- 80.2%	—	—	—
Months Supply of Inventory	5.1	0.7	- 86.3%	—	—	—

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

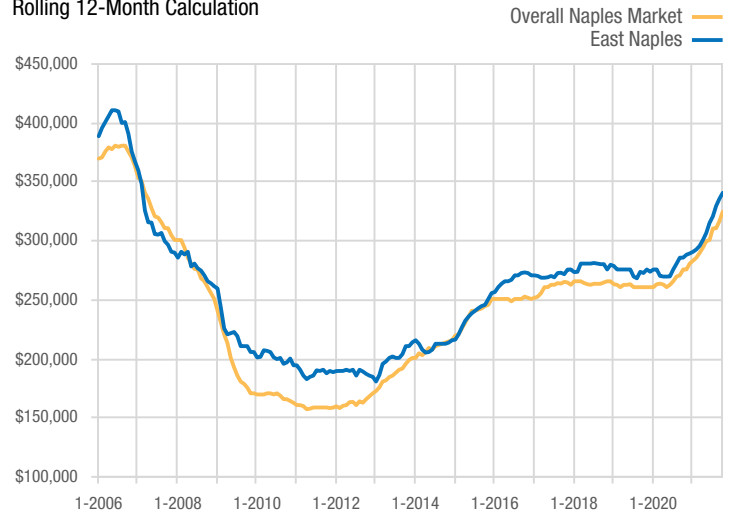
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – October 2021

A Research Tool Provided by Naples Area Board of REALTORS®



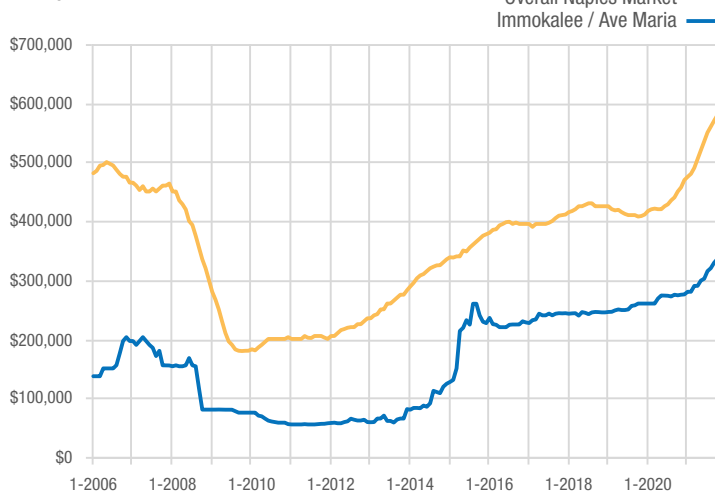
Immokalee / Ave Maria

Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	31	19	- 38.7%	225	257	+ 14.2%
Total Sales	23	19	- 17.4%	155	241	+ 55.5%
Days on Market Until Sale	99	19	- 80.8%	93	46	- 50.5%
Median Closed Price*	\$255,000	\$410,000	+ 60.8%	\$275,000	\$339,900	+ 23.6%
Average Closed Price*	\$276,726	\$425,758	+ 53.9%	\$285,075	\$367,235	+ 28.8%
Percent of List Price Received*	97.8%	99.0%	+ 1.2%	97.3%	98.7%	+ 1.4%
Inventory of Homes for Sale	100	32	- 68.0%	—	—	—
Months Supply of Inventory	6.6	1.4	- 78.8%	—	—	—

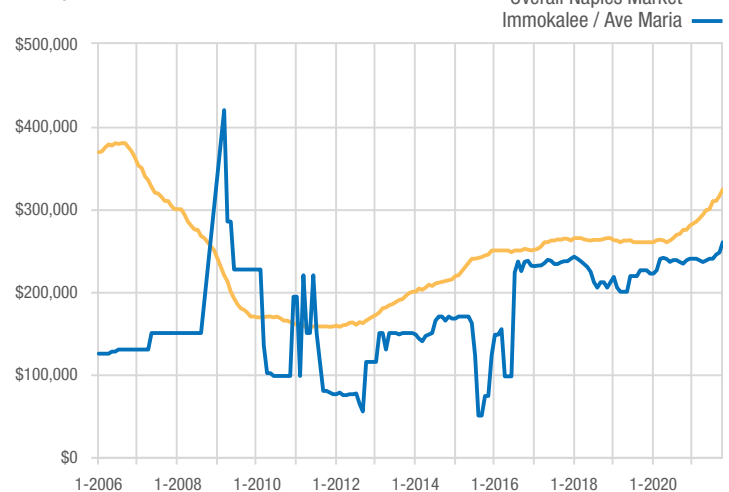
Condo	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	3	10	+ 233.3%	43	38	- 11.6%
Total Sales	5	2	- 60.0%	21	26	+ 23.8%
Days on Market Until Sale	191	4	- 97.9%	146	77	- 47.3%
Median Closed Price*	\$170,000	\$307,000	+ 80.6%	\$240,000	\$259,950	+ 8.3%
Average Closed Price*	\$181,700	\$307,000	+ 69.0%	\$225,706	\$230,835	+ 2.3%
Percent of List Price Received*	96.5%	99.5%	+ 3.1%	96.3%	97.7%	+ 1.5%
Inventory of Homes for Sale	24	13	- 45.8%	—	—	—
Months Supply of Inventory	8.6	4.8	- 44.2%	—	—	—

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

Median Closed Price - Single Family



Median Closed Price - Condo



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.