

# Naples Area Market Report



## September 2022

The impact of Hurricane Ian, as witnessed on the last two days of September, is not reflected in the September 2022 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island). Given this, September's data showed a predictable pattern of slow closed and pending sales with a slight increase in inventory, which is traditionally the case in historically stable Septembers. While the report captured activity prior to Hurricane Ian's arrival, broker analysts who reviewed the report on October 18th are confident Naples' recovery will be swift and the resiliency of its home values will be protected.

**BUDGE HUSKEY, CEO, Premier Sotheby's International Realty:** *There is indeed significant loss, yet the full scope of [the hurricane's] impact was limited to a specific area along the coast and tributaries [in Collier County]. Such an event always brings with it a rebuilding boom, and most people will make the decision to restore and improve rather than exit the area.*

**MIKE HUGHES, Vice President and General Manager for Downing-Frye Realty, Inc.:** *Unlike Hurricane Irma, Hurricane Ian was not a severe wind event so roughly 80 percent of the county was unaffected. For buyers looking to purchase non-waterfront homes, the market is unchanged.*

**ADAM VELLANO, a Naples Sales Manager at Compass Florida:** *Some homes have been withdrawn from the MLS, some have been terminated, but there's also been a steady flow of new listings in these last two weeks. If you visit our popular shopping districts today, you'd be hard pressed to recognize we had a major hurricane event two weeks ago.*

**MOLLY LANE, Senior Vice President at William Raveis Real Estate:** *We might see FEMA change the base flood elevation on new builds.*

**SPENCER HAYNES, Vice President of Business Development and Broker with John R. Wood Properties:** *Instead of analyzing the market report, spend the time helping human service organizations that provide direct recovery support.*

## Quick Facts

<b>- 43.8%</b>	<b>+ 21.8%</b>	<b>+ 54.7%</b>
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
<b>- 2.2%</b>	<b>- 22.0%</b>	<b>- 29.8%</b>
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: 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	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		985	<b>694</b>	- 29.5%	11,916	<b>10,867</b>	- 8.8%
<b>Total Sales</b>		931	<b>523</b>	- 43.8%	12,648	<b>8,249</b>	- 34.8%
<b>Days on Market Until Sale</b>		24	<b>40</b>	+ 66.7%	49	<b>22</b>	- 55.1%
<b>Median Closed Price</b>		\$455,500	<b>\$555,000</b>	+ 21.8%	\$431,700	<b>\$575,000</b>	+ 33.2%
<b>Average Closed Price</b>		\$736,514	<b>\$847,321</b>	+ 15.0%	\$799,423	<b>\$1,009,706</b>	+ 26.3%
<b>Percent of List Price Received</b>		99.3%	<b>96.6%</b>	- 2.7%	98.4%	<b>99.6%</b>	+ 1.2%
<b>Pending Listings</b>		<b>1,085</b>	<b>619</b>	- 42.9%	<b>15,302</b>	<b>9,984</b>	- 34.8%
<b>Inventory of Homes for Sale</b>		1,387	<b>2,146</b>	+ 54.7%	—	—	—
<b>Months Supply of Inventory</b>		1.0	<b>2.3</b>	+ 130.0%	—	—	—

# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		537	<b>378</b>	- 29.6%	6,076	<b>5,729</b>	- 5.7%
<b>Total Sales</b>		454	<b>258</b>	- 43.2%	5,889	<b>4,020</b>	- 31.7%
<b>Days on Market Until Sale</b>		25	<b>42</b>	+ 68.0%	44	<b>28</b>	- 36.4%
<b>Median Closed Price</b>		\$615,000	<b>\$682,500</b>	+ 11.0%	\$585,000	<b>\$735,000</b>	+ 25.6%
<b>Average Closed Price</b>		\$922,776	<b>\$996,719</b>	+ 8.0%	\$1,091,323	<b>\$1,298,816</b>	+ 19.0%
<b>Percent of List Price Received</b>		98.7%	<b>95.9%</b>	- 2.8%	98.5%	<b>98.8%</b>	+ 0.3%
<b>Pending Listings</b>		553	<b>357</b>	- 35.4%	7,232	<b>4,930</b>	- 31.8%
<b>Inventory of Homes for Sale</b>		883	<b>1,379</b>	+ 56.2%	—	—	—
<b>Months Supply of Inventory</b>		1.4	<b>3.0</b>	+ 114.3%	—	—	—

# Condo Market Overview

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



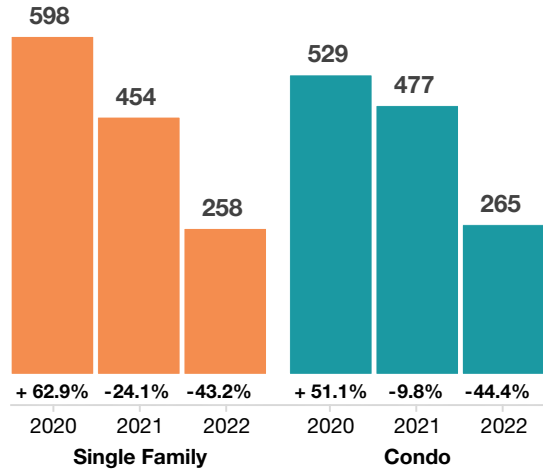
Key Metrics	Historical Sparkbars	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		448	<b>316</b>	- 29.5%	5,840	<b>5,138</b>	- 12.0%
<b>Total Sales</b>		477	<b>265</b>	- 44.4%	6,759	<b>4,229</b>	- 37.4%
<b>Days on Market Until Sale</b>		23	<b>38</b>	+ 65.2%	53	<b>17</b>	- 67.9%
<b>Median Closed Price</b>		\$355,000	<b>\$446,520</b>	+ 25.8%	\$325,000	<b>\$456,000</b>	+ 40.3%
<b>Average Closed Price</b>		\$559,624	<b>\$701,870</b>	+ 25.4%	\$545,182	<b>\$734,955</b>	+ 34.8%
<b>Percent of List Price Received</b>		99.9%	<b>97.3%</b>	- 2.6%	98.2%	<b>100.3%</b>	+ 2.1%
<b>Pending Listings</b>		<b>532</b>	<b>262</b>	- 50.8%	<b>8,070</b>	<b>5,054</b>	- 37.4%
<b>Inventory of Homes for Sale</b>		504	<b>767</b>	+ 52.2%	—	—	—
<b>Months Supply of Inventory</b>		0.7	<b>1.6</b>	+ 128.6%	—	—	—

# Overall Closed Sales

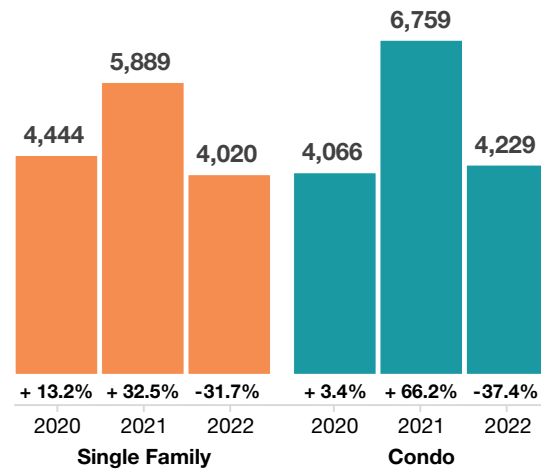
A count of the actual sales that closed in a given month.



## September

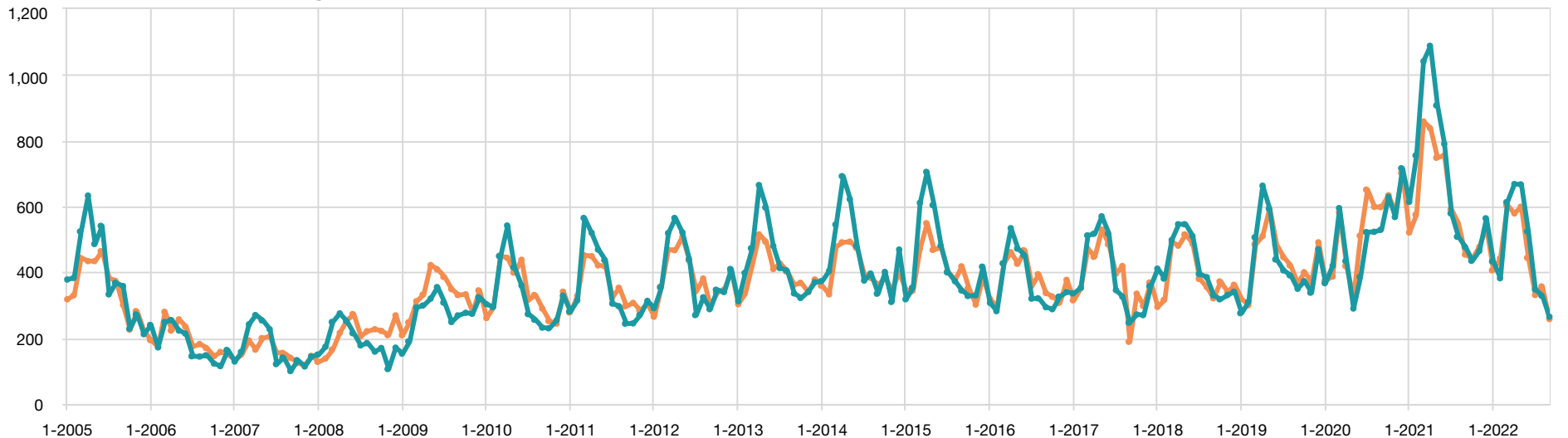


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2021	442	- 30.3%	435	- 30.8%
Nov-2021	477	- 17.9%	465	- 18.1%
Dec-2021	538	- 23.4%	564	- 21.2%
Jan-2022	406	- 22.1%	433	- 29.5%
Feb-2022	442	- 23.1%	382	- 49.4%
Mar-2022	604	- 29.6%	613	- 41.1%
Apr-2022	579	- 30.9%	668	- 38.6%
May-2022	599	- 19.9%	667	- 26.5%
Jun-2022	444	- 41.2%	524	- 33.7%
Jul-2022	331	- 44.0%	348	- 39.9%
Aug-2022	357	- 35.0%	329	- 35.2%
<b>Sep-2022</b>	<b>258</b>	<b>- 43.2%</b>	<b>265</b>	<b>- 44.4%</b>
12-Month Avg	456	- 30.0%	474	- 34.4%

## Overall Closed Sales by Month

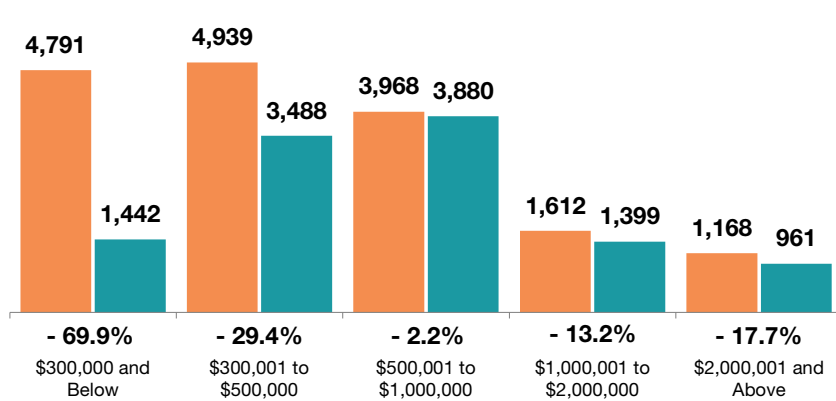


# Overall Closed Sales by Price Range

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

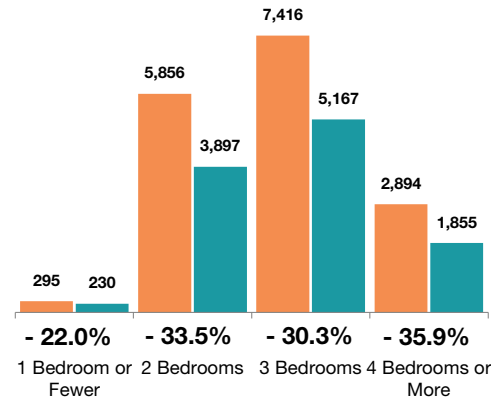
## By Price Range

9-2021 9-2022



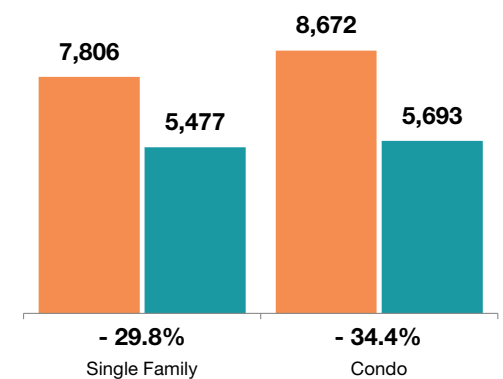
## By Bedroom Count

9-2021 9-2022



## By Property Type

9-2021 9-2022



### All Properties

By Price Range	9-2021	9-2022	Change
\$300,000 and Below	4,791	1,442	- 69.9%
\$300,001 to \$500,000	4,939	3,488	- 29.4%
\$500,001 to \$1,000,000	3,968	3,880	- 2.2%
\$1,000,001 to \$2,000,000	1,612	1,399	- 13.2%
\$2,000,001 and Above	1,168	961	- 17.7%
<b>All Price Ranges</b>	<b>16,478</b>	<b>11,170</b>	<b>- 32.2%</b>

### Single Family

9-2021	9-2022	Change	9-2021	9-2022	Change
722	305	- 57.8%	4069	1137	- 72.1%
2,526	1,182	- 53.2%	2413	2306	- 4.4%
2,687	2,430	- 9.6%	1281	1450	+ 13.2%
1,006	907	- 9.8%	606	492	- 18.8%
865	653	- 24.5%	303	308	+ 1.7%
<b>7,806</b>	<b>5,477</b>	<b>- 29.8%</b>	<b>8,672</b>	<b>5,693</b>	<b>- 34.4%</b>

### Condo

By Bedroom Count	9-2021	9-2022	Change
1 Bedroom or Fewer	295	230	- 22.0%
2 Bedrooms	5,856	3,897	- 33.5%
3 Bedrooms	7,416	5,167	- 30.3%
4 Bedrooms or More	2,894	1,855	- 35.9%
<b>All Bedroom Counts</b>	<b>16,478</b>	<b>11,170</b>	<b>- 32.2%</b>

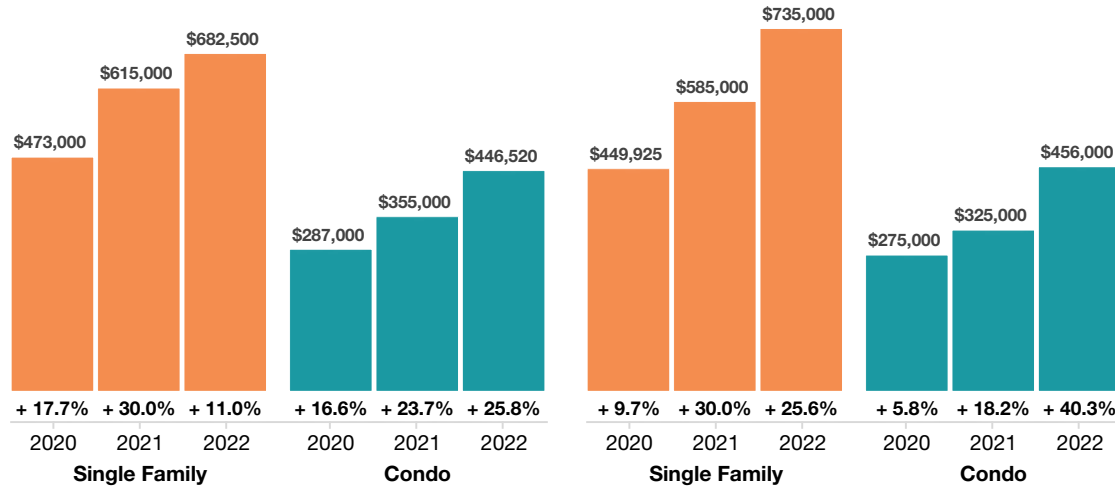
9-2021	9-2022	Change	9-2021	9-2022	Change
31	34	+ 9.7%	264	196	- 25.8%
840	581	- 30.8%	5,016	3,316	- 33.9%
4,208	3,118	- 25.9%	3,208	2,049	- 36.1%
2,723	1,742	- 36.0%	171	113	- 33.9%
<b>7,806</b>	<b>5,477</b>	<b>- 29.8%</b>	<b>8,672</b>	<b>5,693</b>	<b>- 34.4%</b>

# Overall Median Closed Price

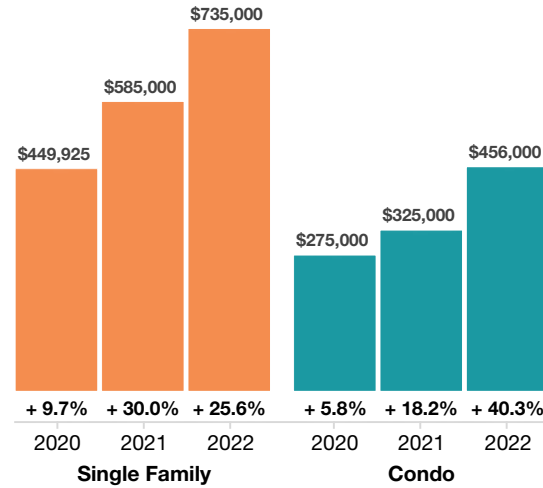
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



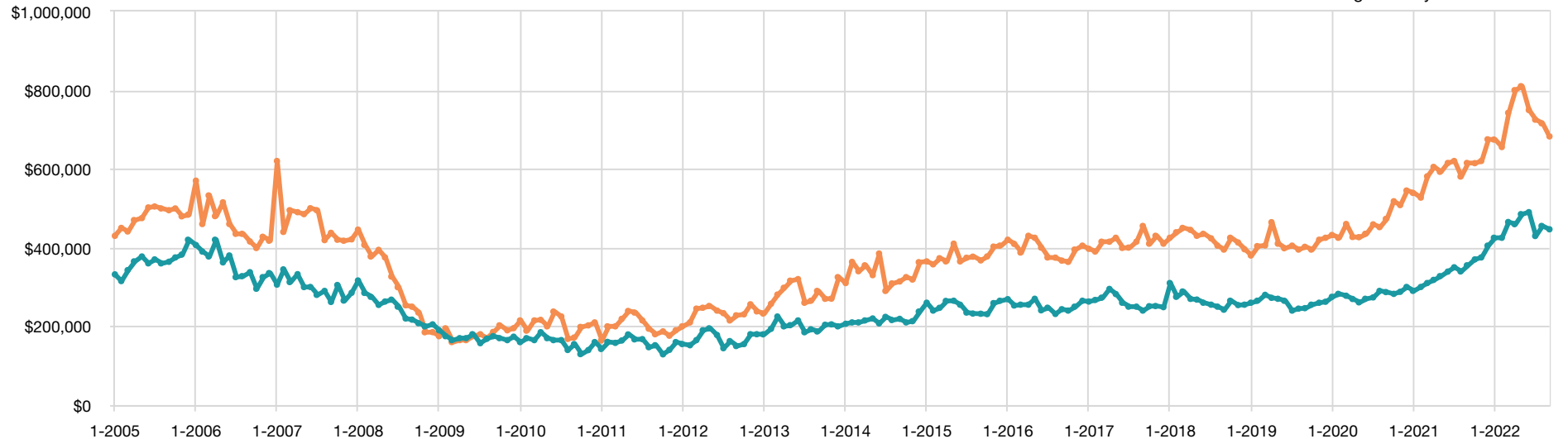
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	\$674,378	+ 25.1%	\$425,000	+ 46.5%
Feb-2022	\$655,500	+ 24.4%	\$425,000	+ 41.7%
Mar-2022	\$742,450	+ 27.8%	\$465,000	+ 50.0%
Apr-2022	\$800,000	+ 32.2%	\$459,500	+ 44.5%
May-2022	\$810,000	+ 36.7%	\$485,000	+ 48.1%
Jun-2022	\$749,450	+ 21.9%	\$490,000	+ 44.5%
Jul-2022	\$725,000	+ 16.9%	\$429,500	+ 22.7%
Aug-2022	\$715,835	+ 23.3%	\$455,000	+ 34.0%
<b>Sep-2022</b>	<b>\$682,500</b>	<b>+ 11.0%</b>	<b>\$446,520</b>	<b>+ 25.8%</b>
12-Month Avg*	\$700,000	+ 22.8%	\$437,000	+ 38.3%

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

## Overall Median Closed Price by Month

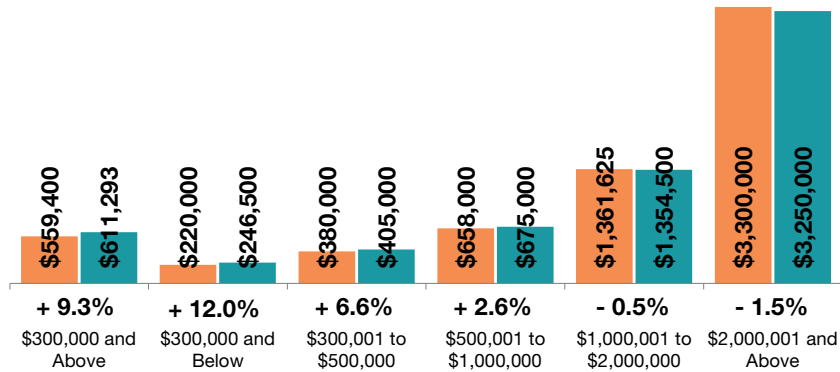


# Overall Median Closed Price by Price Range

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

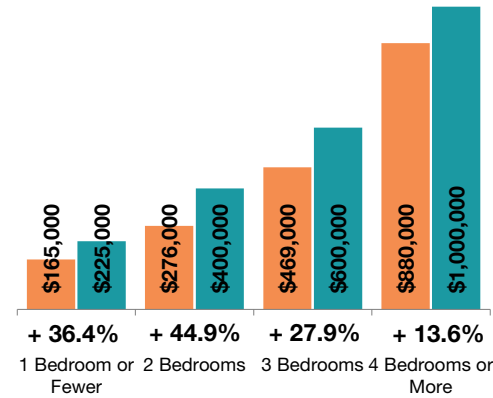
## By Price Range

9-2021 9-2022



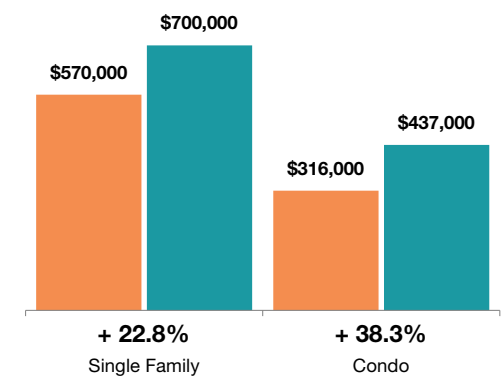
## By Bedroom Count

9-2021 9-2022



## By Property Type

9-2021 9-2022



### All Properties

#### By Price Range

	9-2021	9-2022	Change
\$300,000 and Above	\$559,400	\$611,293	+ 9.3%
\$300,000 and Below	\$220,000	\$246,500	+ 12.0%
\$300,001 to \$500,000	\$380,000	\$405,000	+ 6.6%
\$500,001 to \$1,000,000	\$658,000	\$675,000	+ 2.6%
\$1,000,001 to \$2,000,000	\$1,361,625	\$1,354,500	- 0.5%
\$2,000,001 and Above	\$3,300,000	\$3,250,000	- 1.5%
<b>All Price Ranges</b>	<b>\$424,939</b>	<b>\$550,000</b>	<b>+ 29.4%</b>

### Single Family

	9-2021	9-2022	Change
\$300,000 and Above	\$615,000	\$735,000	+ 19.5%
\$300,000 and Below	\$239,900	\$200,000	- 16.6%
\$300,001 to \$500,000	\$395,000	\$425,000	+ 7.6%
\$500,001 to \$1,000,000	\$659,000	\$699,250	+ 6.1%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,350,000	0.0%
\$2,000,001 and Above	\$3,500,000	\$3,400,000	- 2.9%
<b>All Price Ranges</b>	<b>\$570,000</b>	<b>\$700,000</b>	<b>+ 22.8%</b>

### Condo

	9-2021	9-2022	Change
\$300,000 and Above	\$480,000	\$499,000	+ 4.0%
\$300,000 and Below	\$217,000	\$255,000	+ 17.5%
\$300,001 to \$500,000	\$370,000	\$395,000	+ 6.8%
\$500,001 to \$1,000,000	\$655,000	\$639,950	- 2.3%
\$1,000,001 to \$2,000,000	\$1,376,083	\$1,378,500	+ 0.2%
\$2,000,001 and Above	\$2,900,000	\$2,850,000	- 1.7%
<b>All Price Ranges</b>	<b>\$316,000</b>	<b>\$437,000</b>	<b>+ 38.3%</b>

#### By Bedroom Count

	9-2021	9-2022	Change
1 Bedroom or Fewer	\$165,000	\$225,000	+ 36.4%
2 Bedrooms	\$276,000	\$400,000	+ 44.9%
3 Bedrooms	\$469,000	\$600,000	+ 27.9%
4 Bedrooms or More	\$880,000	\$1,000,000	+ 13.6%
<b>All Bedroom Counts</b>	<b>\$424,939</b>	<b>\$550,000</b>	<b>+ 29.4%</b>

	9-2021	9-2022	Change
1 Bedroom or Fewer	\$85,000	\$114,500	+ 34.7%
2 Bedrooms	\$365,000	\$460,000	+ 26.0%
3 Bedrooms	\$511,175	\$640,000	+ 25.2%
4 Bedrooms or More	\$870,000	\$1,000,000	+ 14.9%
<b>All Bedroom Counts</b>	<b>\$570,000</b>	<b>\$700,000</b>	<b>+ 22.8%</b>

	9-2021	9-2022	Change
1 Bedroom or Fewer	\$175,000	\$260,000	+ 48.6%
2 Bedrooms	\$265,000	\$398,000	+ 50.2%
3 Bedrooms	\$395,000	\$525,000	+ 32.9%
4 Bedrooms or More	\$1,850,000	\$1,050,000	- 43.2%
<b>All Bedroom Counts</b>	<b>\$316,000</b>	<b>\$437,000</b>	<b>+ 38.3%</b>

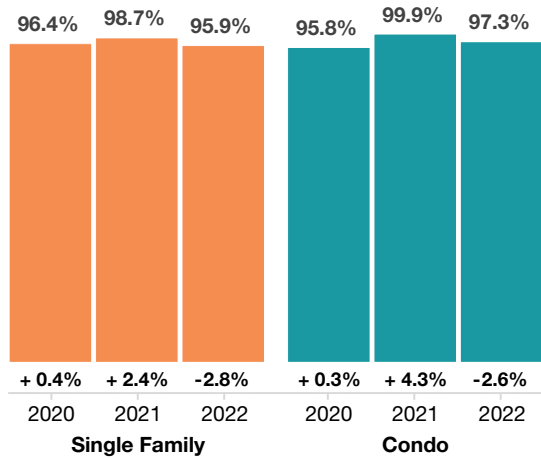


# Overall Percent of Current List Price Received

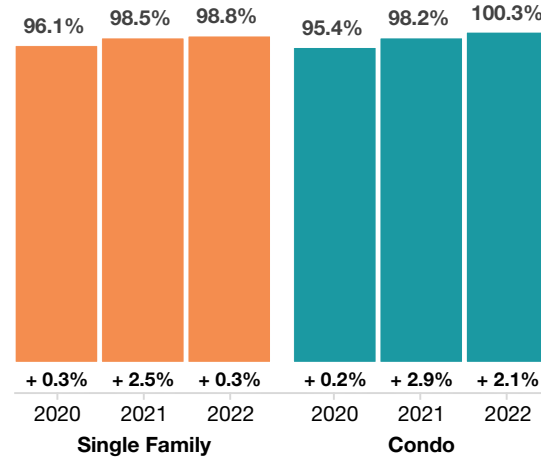


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## September



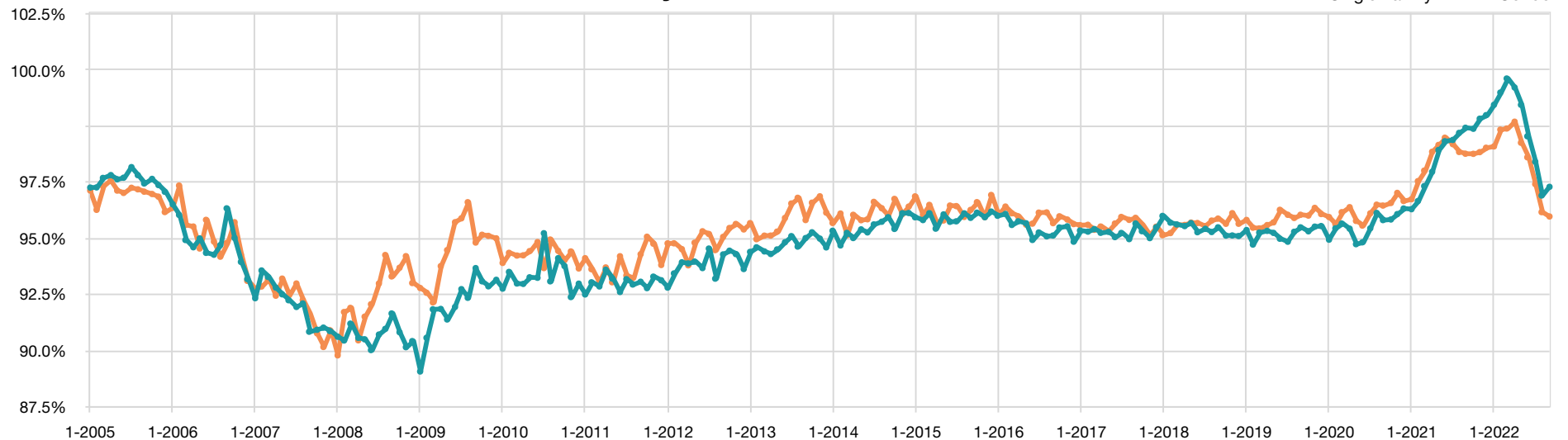
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	100.2%	+ 1.4%	101.7%	+ 3.9%
May-2022	99.2%	+ 0.1%	100.9%	+ 2.0%
Jun-2022	98.6%	- 0.8%	99.5%	+ 0.2%
Jul-2022	97.4%	- 1.8%	98.4%	- 1.0%
Aug-2022	96.1%	- 2.7%	96.9%	- 2.8%
<b>Sep-2022</b>	<b>95.9%</b>	<b>- 2.8%</b>	<b>97.3%</b>	<b>- 2.6%</b>
12-Month Avg*	98.8%	+ 0.7%	100.3%	+ 2.6%

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

## Overall Percent of Current List Price Received by Month

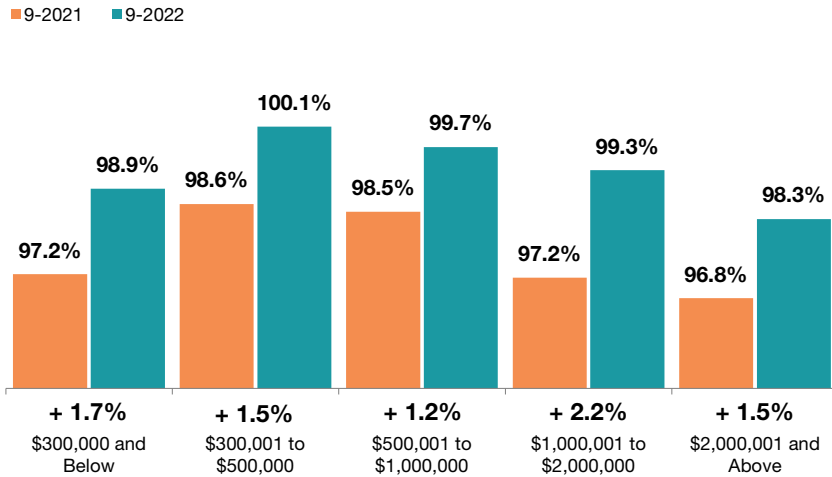


# Overall Percent of Current List Price Received by Price Range

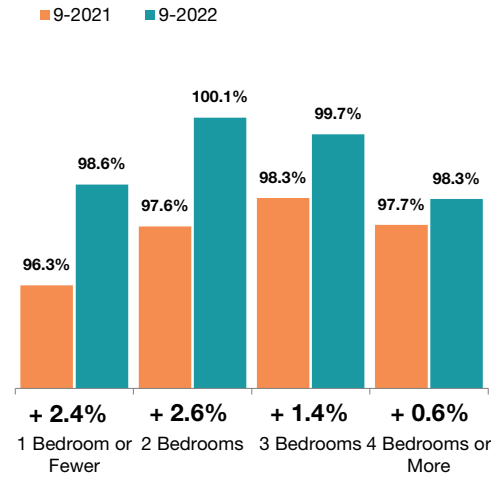


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

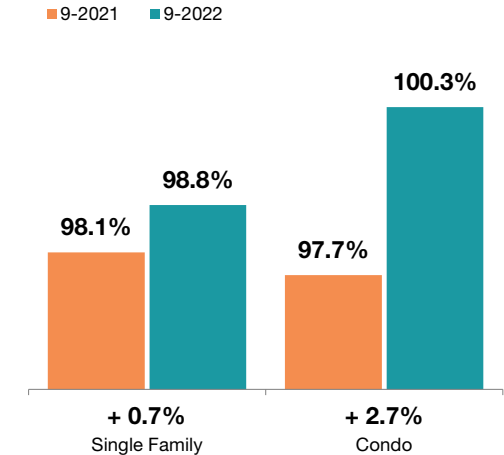
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	9-2021	9-2022	Change
\$300,000 and Below	97.2%	98.9%	+ 1.7%
\$300,001 to \$500,000	98.6%	100.1%	+ 1.5%
\$500,001 to \$1,000,000	98.5%	99.7%	+ 1.2%
\$1,000,001 to \$2,000,000	97.2%	99.3%	+ 2.2%
\$2,000,001 and Above	96.8%	98.3%	+ 1.5%
<b>All Price Ranges</b>	<b>97.9%</b>	<b>99.6%</b>	<b>+ 1.7%</b>

### Single Family

9-2021	9-2022	Change
96.7%	96.6%	- 0.1%
98.6%	98.9%	+ 0.3%
98.7%	99.2%	+ 0.5%
97.4%	98.8%	+ 1.4%
96.6%	98.1%	+ 1.6%
<b>98.1%</b>	<b>98.8%</b>	<b>+ 0.7%</b>

### Condo

9-2021	9-2022	Change
97.3%	99.5%	+ 2.3%
98.6%	100.7%	+ 2.1%
97.9%	100.5%	+ 2.7%
96.9%	100.2%	+ 3.4%
97.2%	98.9%	+ 1.7%
<b>97.7%</b>	<b>100.3%</b>	<b>+ 2.7%</b>

## By Bedroom Count

By Bedroom Count	9-2021	9-2022	Change
1 Bedroom or Fewer	96.3%	98.6%	+ 2.4%
2 Bedrooms	97.6%	100.1%	+ 2.6%
3 Bedrooms	98.3%	99.7%	+ 1.4%
4 Bedrooms or More	97.7%	98.3%	+ 0.6%
<b>All Bedroom Counts</b>	<b>97.9%</b>	<b>99.6%</b>	<b>+ 1.7%</b>

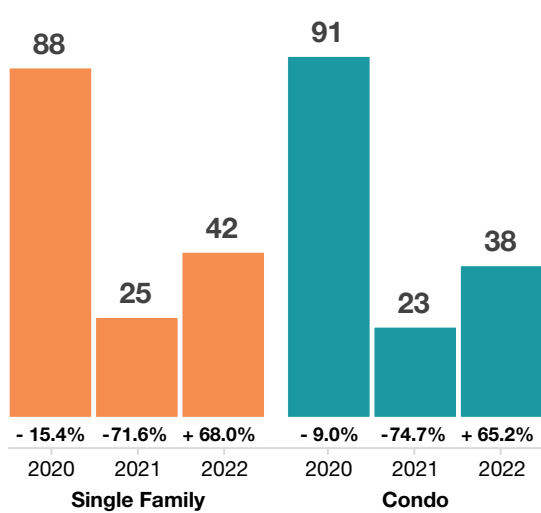
9-2021	9-2022	Change
93.2%	96.2%	+ 3.2%
97.5%	98.5%	+ 1.0%
98.5%	99.2%	+ 0.7%
97.7%	98.2%	+ 0.5%
<b>98.1%</b>	<b>98.8%</b>	<b>+ 0.7%</b>

# Overall Days on Market Until Sale

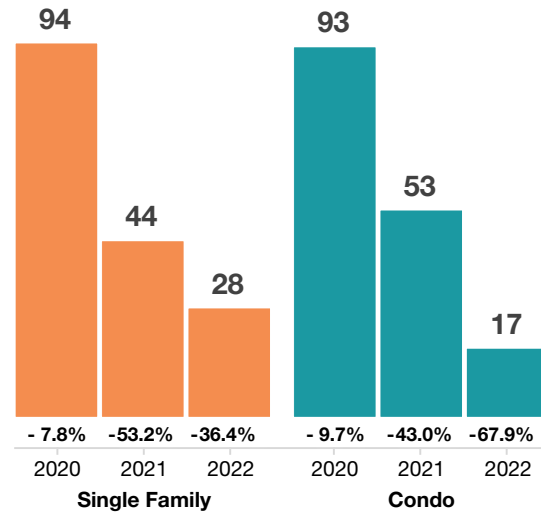
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



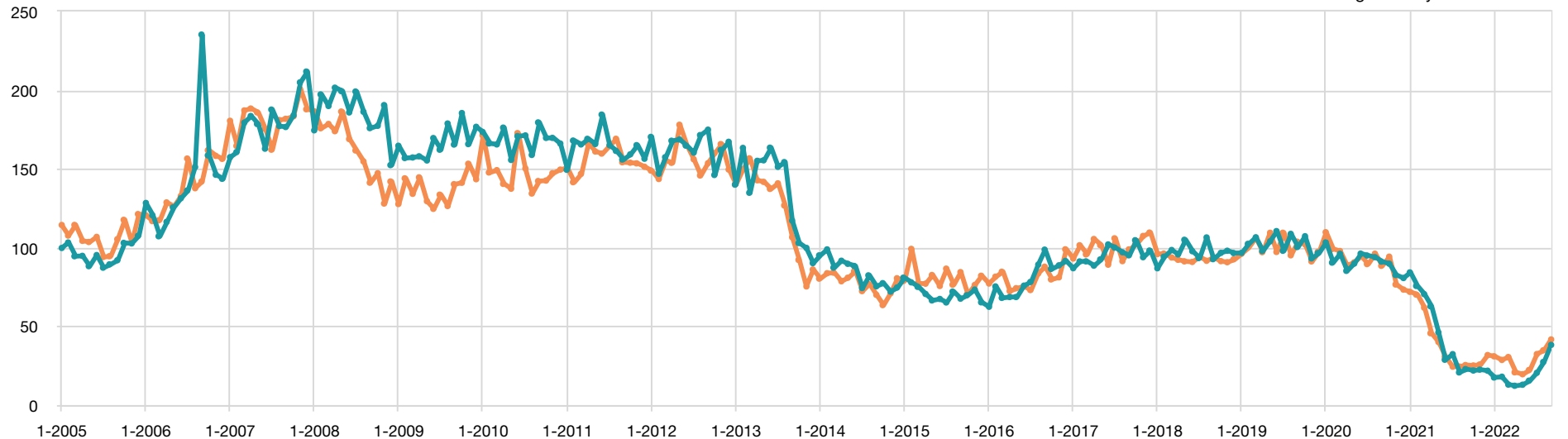
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	29	-58.6%	18	-76.3%
Mar-2022	31	-50.0%	13	-81.4%
Apr-2022	21	-54.3%	12	-81.0%
May-2022	20	-50.0%	13	-71.7%
Jun-2022	22	-29.0%	15	-48.3%
Jul-2022	32	+33.3%	21	-34.4%
Aug-2022	35	+45.8%	27	+28.6%
<b>Sep-2022</b>	<b>42</b>	<b>+68.0%</b>	<b>38</b>	<b>+65.2%</b>
12-Month Avg*	28	-48.2%	19	-68.7%

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

## Overall Days on Market Until Sale by Month

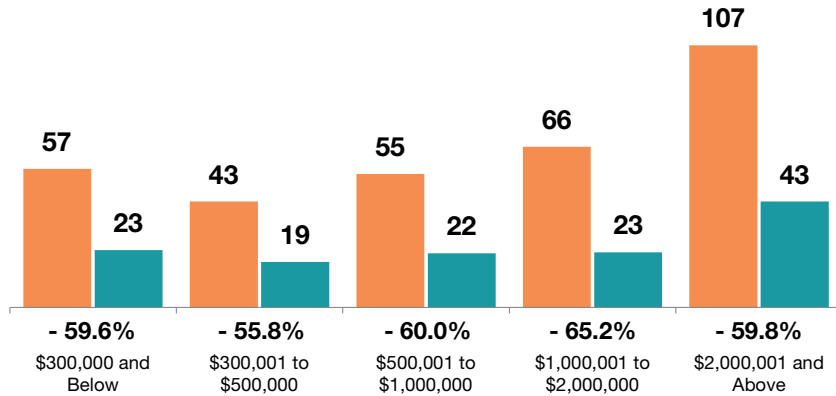


# Overall Days on Market Until Sale by Price Range

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

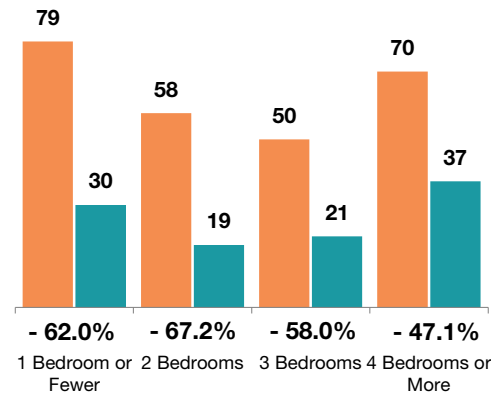
## By Price Range

9-2021 9-2022



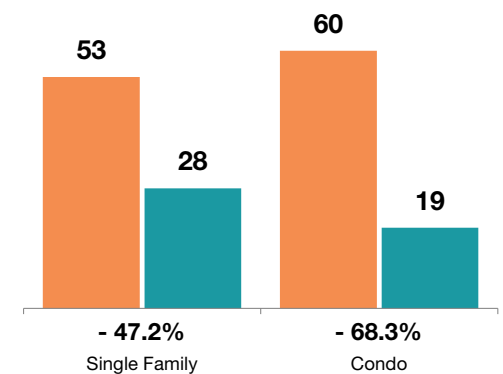
## By Bedroom Count

9-2021 9-2022



## By Property Type

9-2021 9-2022



### All Properties

By Price Range	9-2021	9-2022	Change
\$300,000 and Below	57	23	- 59.6%
\$300,001 to \$500,000	43	19	- 55.8%
\$500,001 to \$1,000,000	55	22	- 60.0%
\$1,000,001 to \$2,000,000	66	23	- 65.2%
\$2,000,001 and Above	107	43	- 59.8%
<b>All Price Ranges</b>	<b>57</b>	<b>23</b>	<b>- 59.6%</b>

### Single Family

	9-2021	9-2022	Change
1 Bedroom or 2 Bedrooms Fewer	59	31	- 47.5%
3 Bedrooms	38	25	- 34.2%
4 Bedrooms	46	25	- 45.7%
4 Bedrooms or More	60	23	- 61.7%
<b>All Single Family</b>	<b>111</b>	<b>48</b>	<b>- 56.8%</b>
<b>All Price Ranges</b>	<b>53</b>	<b>28</b>	<b>- 47.2%</b>

### Condo

	9-2021	9-2022	Change
1 Bedroom or 2 Bedrooms Fewer	56	21	- 62.5%
3 Bedrooms	49	15	- 69.4%
4 Bedrooms	73	18	- 75.3%
4 Bedrooms or More	75	22	- 70.7%
<b>All Condo</b>	<b>98</b>	<b>33</b>	<b>- 66.3%</b>
<b>All Price Ranges</b>	<b>60</b>	<b>19</b>	<b>- 68.3%</b>

### By Bedroom Count

	9-2021	9-2022	Change
1 Bedroom or Fewer	79	30	- 62.0%
2 Bedrooms	58	19	- 67.2%
3 Bedrooms	50	21	- 58.0%
4 Bedrooms or More	70	37	- 47.1%
<b>All Bedroom Counts</b>	<b>57</b>	<b>23</b>	<b>- 59.6%</b>

	9-2021	9-2022	Change
1 Bedroom or Fewer	180	63	- 65.0%
2 Bedrooms	54	23	- 57.4%
3 Bedrooms	43	23	- 46.5%
4 Bedrooms or More	68	37	- 45.6%
<b>All Single Family</b>	<b>53</b>	<b>28</b>	<b>- 47.2%</b>

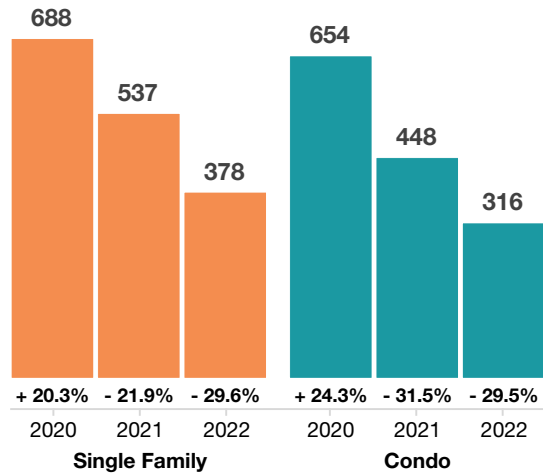
	9-2021	9-2022	Change
1 Bedroom or Fewer	67	25	- 63.3%
2 Bedrooms	58	18	- 69.6%
3 Bedrooms	58	18	- 68.4%
4 Bedrooms or More	105	38	- 64.1%
<b>All Condo</b>	<b>60</b>	<b>19</b>	<b>- 68.3%</b>

# Overall New Listings

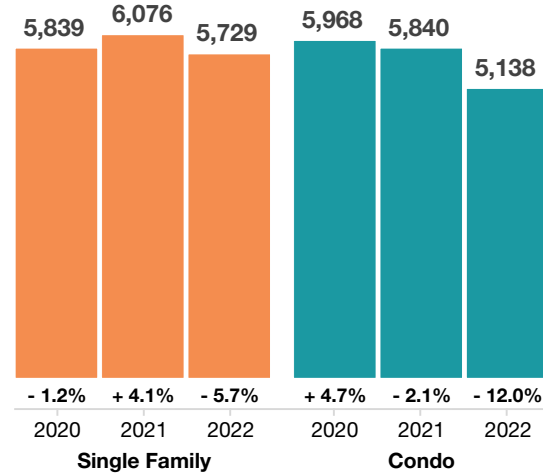
A count of the properties that have been newly listed on the market in a given month.



## September

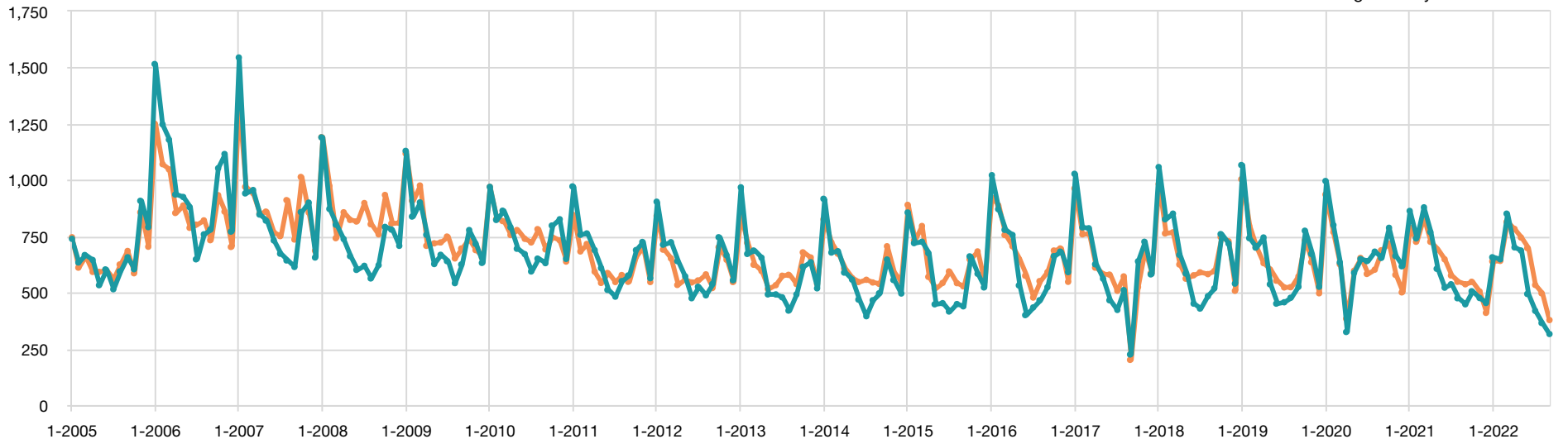


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2021	548	-23.7%	506	-35.8%
Nov-2021	505	-12.8%	476	-28.2%
Dec-2021	410	-18.2%	454	-26.4%
Jan-2022	639	-19.0%	657	-23.9%
Feb-2022	641	-11.7%	648	-12.6%
Mar-2022	814	-2.3%	851	-3.2%
Apr-2022	783	+7.9%	701	-8.8%
May-2022	745	+7.5%	687	+13.4%
Jun-2022	698	+7.7%	494	-5.4%
Jul-2022	534	-7.3%	419	-22.0%
Aug-2022	497	-9.3%	365	-23.2%
<b>Sep-2022</b>	<b>378</b>	<b>-29.6%</b>	<b>316</b>	<b>-29.5%</b>
12-Month Avg	599	-8.7%	548	-16.8%

## Overall New Listings by Month

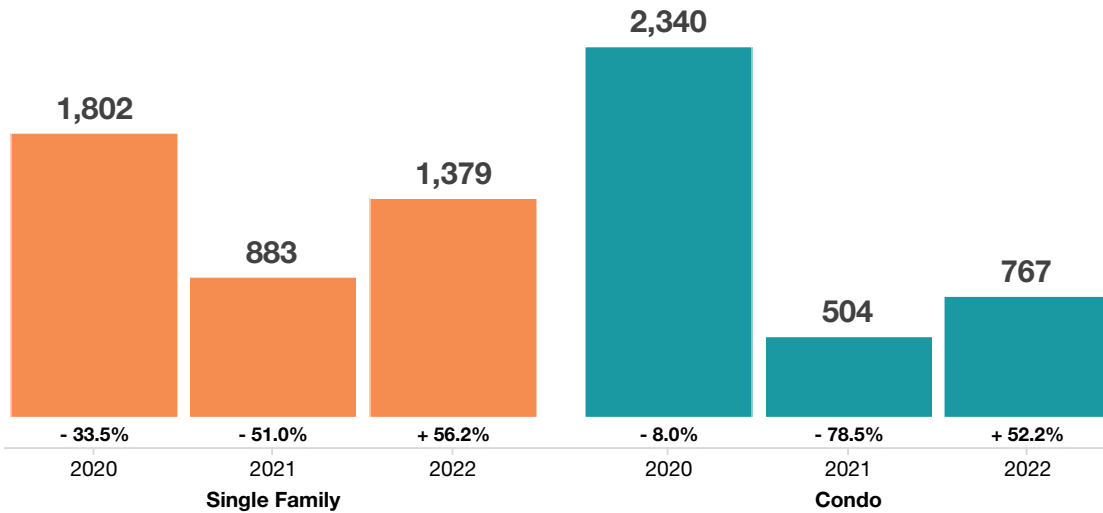


# Overall Inventory of Homes for Sale

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

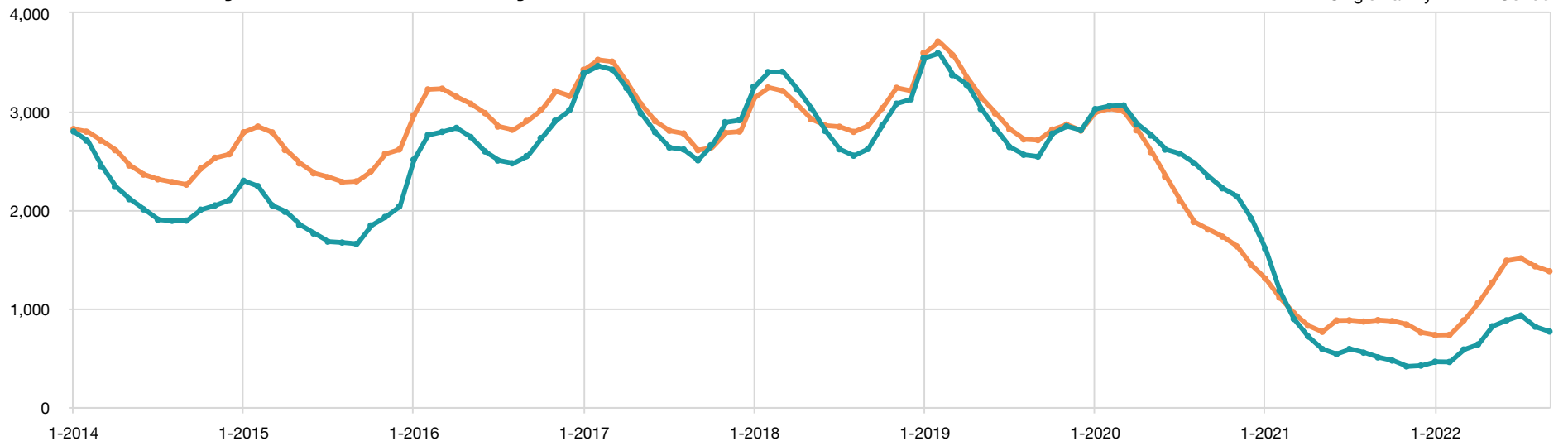


## September



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2021	873	- 49.5%	472	- 78.7%
Nov-2021	838	- 48.7%	413	- 80.7%
Dec-2021	757	- 47.6%	421	- 78.0%
Jan-2022	731	- 43.9%	460	- 71.4%
Feb-2022	733	- 34.1%	458	- 61.3%
Mar-2022	880	- 7.7%	584	- 34.7%
Apr-2022	1,057	+ 27.8%	636	- 11.3%
May-2022	1,264	+ 65.4%	820	+ 39.2%
Jun-2022	1,486	+ 69.1%	881	+ 63.8%
Jul-2022	1,509	+ 71.3%	929	+ 57.7%
Aug-2022	1,429	+ 64.6%	816	+ 47.8%
<b>Sep-2022</b>	<b>1,379</b>	<b>+ 56.2%</b>	<b>767</b>	<b>+ 52.2%</b>
12-Month Avg	1,078	- 2.5%	638	- 43.1%

## Overall Inventory of Homes for Sale by Month



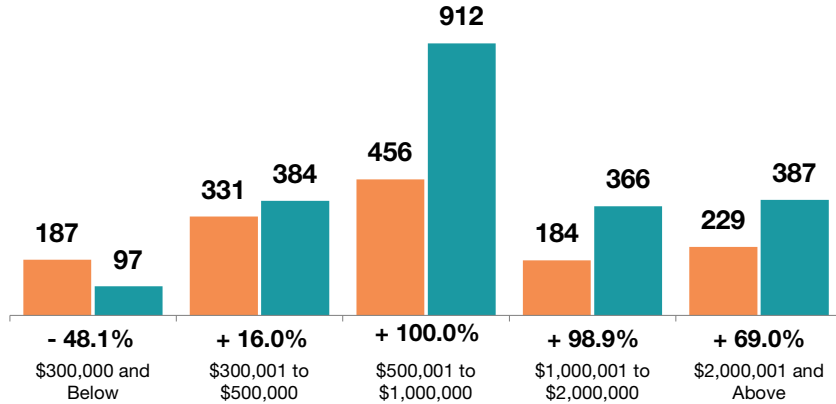
# Overall Inventory of Homes for Sale by Price Range



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

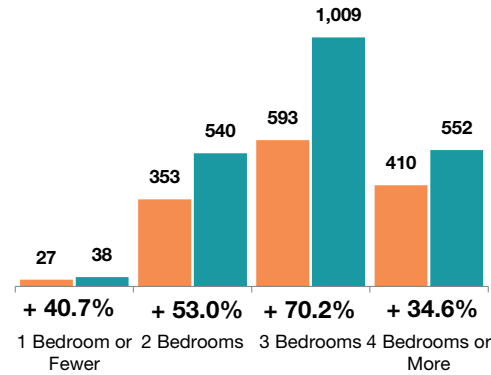
## By Price Range

9-2021 9-2022



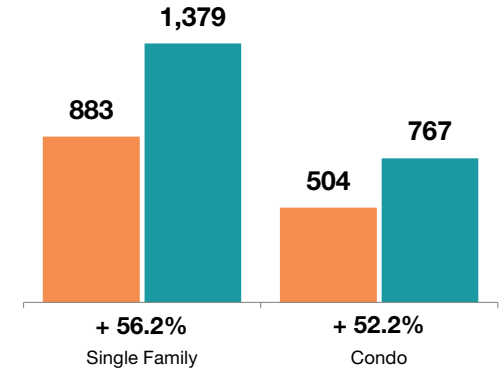
## By Bedroom Count

9-2021 9-2022



## By Property Type

9-2021 9-2022



### All Properties

By Price Range	9-2021	9-2022	Change
\$300,000 and Below	187	97	- 48.1%
\$300,001 to \$500,000	331	384	+ 16.0%
\$500,001 to \$1,000,000	456	912	+ 100.0%
\$1,000,001 to \$2,000,000	184	366	+ 98.9%
\$2,000,001 and Above	229	387	+ 69.0%
<b>All Price Ranges</b>	<b>1,387</b>	<b>2,146</b>	<b>+ 54.7%</b>

### Single Family

	9-2021	9-2022	Change
1 Bedroom or Fewer	58	30	- 48.3%
2 Bedrooms	168	132	- 21.4%
3 Bedrooms	351	648	+ 84.6%
4 Bedrooms or More	127	275	+ 116.5%
<b>All Single Family</b>	<b>883</b>	<b>1,379</b>	<b>+ 56.2%</b>

### Condo

	9-2021	9-2022	Change
1 Bedroom or Fewer	129	67	- 48.1%
2 Bedrooms	163	252	+ 54.6%
3 Bedrooms	105	264	+ 151.4%
4 Bedrooms or More	57	91	+ 59.6%
<b>All Condo</b>	<b>504</b>	<b>767</b>	<b>+ 52.2%</b>

### By Bedroom Count

	9-2021	9-2022	Change
1 Bedroom or Fewer	27	38	+ 40.7%
2 Bedrooms	353	540	+ 53.0%
3 Bedrooms	593	1,009	+ 70.2%
4 Bedrooms or More	410	552	+ 34.6%
<b>All Bedroom Counts</b>	<b>1,387</b>	<b>2,146</b>	<b>+ 54.7%</b>

	9-2021	9-2022	Change
1 Bedroom or Fewer	6	8	+ 33.3%
2 Bedrooms	78	114	+ 46.2%
3 Bedrooms	410	719	+ 75.4%
4 Bedrooms or More	387	537	+ 38.8%
<b>All Single Family</b>	<b>883</b>	<b>1,379</b>	<b>+ 56.2%</b>

	9-2021	9-2022	Change
1 Bedroom or Fewer	21	30	+ 42.9%
2 Bedrooms	275	426	+ 54.9%
3 Bedrooms	183	290	+ 58.5%
4 Bedrooms or More	23	15	- 34.8%
<b>All Condo</b>	<b>504</b>	<b>767</b>	<b>+ 52.2%</b>

# Listing and Sales Summary Report

## September 2022



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Sep-22	Sep-21	% Change	Sep-22	Sep-21	% Change	Sep-22	Sep-21	% Change	Sep-22	Sep-21	% Change
<b>Overall Naples Market*</b>	<b>\$555,000</b>	<b>\$455,500</b>	<b>+21.8%</b>	<b>523</b>	<b>931</b>	<b>-43.8%</b>	<b>2,146</b>	<b>1,387</b>	<b>+54.7%</b>	<b>40</b>	<b>24</b>	<b>+66.7%</b>
<b>Collier County</b>	<b>\$565,000</b>	<b>\$473,750</b>	<b>+19.3%</b>	<b>563</b>	<b>1001</b>	<b>-43.8%</b>	<b>2,408</b>	<b>1,592</b>	<b>+51.3%</b>	<b>41</b>	<b>25</b>	<b>+64.0%</b>
Ave Maria	\$480,000	\$357,000	+34.5%	11	17	-35.3%	72	30	+140.0%	43	34	+26.5%
Central Naples	\$350,000	\$331,500	+5.6%	71	162	-56.2%	236	187	+26.2%	37	18	+105.6%
East Naples	\$522,500	\$480,000	+8.9%	128	213	-39.9%	652	414	+57.5%	48	22	+118.2%
Everglades City	--	\$110,000	--	0	1	-100.0%	3	6	-50.0%	--	6	--
Immokalee	\$152,000	\$227,900	-33.3%	1	5	-80.0%	9	12	-25.0%	2	17	-88.2%
Immokalee / Ave Maria	\$475,000	\$335,500	+41.6%	12	22	-45.5%	81	42	+92.9%	40	30	+33.3%
Naples	\$560,000	\$465,000	+20.4%	511	909	-43.8%	2,067	1,346	+53.6%	40	24	+66.7%
Naples Beach	\$1,195,000	\$839,000	+42.4%	69	153	-54.9%	460	307	+49.8%	41	36	+13.9%
North Naples	\$602,250	\$507,000	+18.8%	158	237	-33.3%	405	244	+66.0%	35	22	+59.1%
South Naples	\$481,237	\$337,500	+42.6%	85	144	-41.0%	312	193	+61.7%	39	23	+69.6%
34102	\$1,202,500	\$1,422,000	-15.4%	22	30	-26.7%	168	131	+28.2%	34	38	-10.5%
34103	\$675,000	\$1,055,000	-36.0%	21	43	-51.2%	128	77	+66.2%	57	31	+83.9%
34104	\$433,000	\$329,500	+31.4%	33	62	-46.8%	100	73	+37.0%	38	16	+137.5%
34105	\$554,322	\$330,000	+68.0%	22	68	-67.6%	79	61	+29.5%	23	21	+9.5%
34108	\$1,149,500	\$737,500	+55.9%	26	80	-67.5%	164	99	+65.7%	33	39	-15.4%
34109	\$549,000	\$465,000	+18.1%	47	61	-23.0%	87	49	+77.6%	36	17	+111.8%
34110	\$630,000	\$508,700	+23.8%	37	73	-49.3%	134	72	+86.1%	33	38	-13.2%
34112	\$415,000	\$290,000	+43.1%	51	89	-42.7%	154	97	+58.8%	38	16	+137.5%
34113	\$779,500	\$428,000	+82.1%	34	55	-38.2%	158	96	+64.6%	40	34	+17.6%
34114	\$545,000	\$487,500	+11.8%	38	82	-53.7%	194	151	+28.5%	31	23	+34.8%
34116	\$270,000	\$335,000	-19.4%	16	32	-50.0%	57	53	+7.5%	56	17	+229.4%
34117	\$499,500	\$445,000	+12.2%	32	31	+3.2%	124	75	+65.3%	58	26	+123.1%
34119	\$661,250	\$515,000	+28.4%	74	103	-28.2%	184	123	+49.6%	35	14	+150.0%
34120	\$550,000	\$485,000	+13.4%	57	100	-43.0%	334	188	+77.7%	53	20	+165.0%
34137	\$130,000	--	--	1	0	--	0	0	--	137	--	--
34142	\$475,000	\$335,500	+41.6%	12	22	-45.5%	81	42	+92.9%	40	30	+33.3%

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



# Local Market Update – September 2022

A Research Tool Provided by Naples Area Board of REALTORS®



## Naples Beach

34102, 34103, 34108

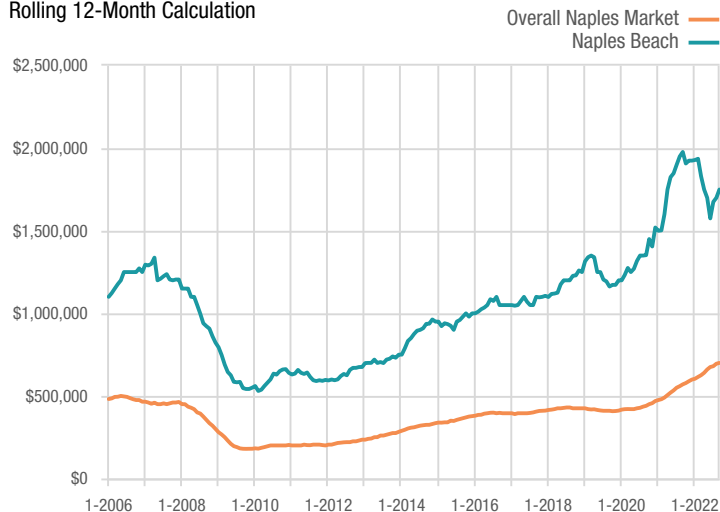
Single Family	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	60	50	- 16.7%	901	816	- 9.4%
Total Sales	65	17	- 73.8%	904	494	- 45.4%
Days on Market Until Sale	33	38	+ 15.2%	70	41	- 41.4%
Median Closed Price*	\$820,000	<b>\$850,000</b>	+ 3.7%	\$2,000,000	<b>\$1,979,750</b>	- 1.0%
Average Closed Price*	\$1,956,637	<b>\$1,918,029</b>	- 2.0%	\$3,084,120	<b>\$3,858,535</b>	+ 25.1%
Percent of List Price Received*	97.9%	<b>94.4%</b>	- 3.6%	97.8%	<b>98.5%</b>	+ 0.7%
Inventory of Homes for Sale	156	249	+ 59.6%	—	—	—
Months Supply of Inventory	1.5	4.3	+ 186.7%	—	—	—

Condo	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	91	78	- 14.3%	1,334	1,112	- 16.6%
Total Sales	88	52	- 40.9%	1,629	922	- 43.4%
Days on Market Until Sale	38	41	+ 7.9%	71	22	- 69.0%
Median Closed Price*	\$865,450	<b>\$1,199,500</b>	+ 38.6%	\$775,000	<b>\$1,040,000</b>	+ 34.2%
Average Closed Price*	\$1,371,891	<b>\$1,667,981</b>	+ 21.6%	\$1,179,535	<b>\$1,560,690</b>	+ 32.3%
Percent of List Price Received*	98.6%	<b>96.4%</b>	- 2.2%	97.4%	<b>99.6%</b>	+ 2.3%
Inventory of Homes for Sale	151	211	+ 39.7%	—	—	—
Months Supply of Inventory	0.9	2.1	+ 133.3%	—	—	—

\* 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.

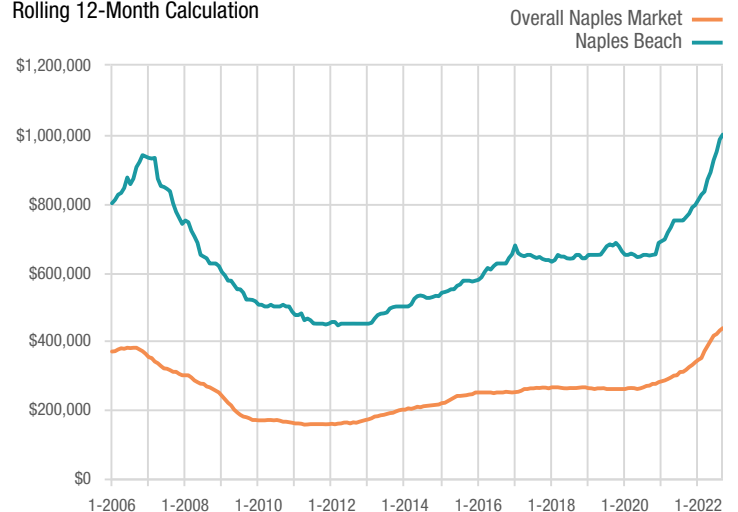
### Median Closed Price - Single Family

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 – September 2022

A Research Tool Provided by Naples Area Board of REALTORS®



## North Naples

34109, 34110, 34119

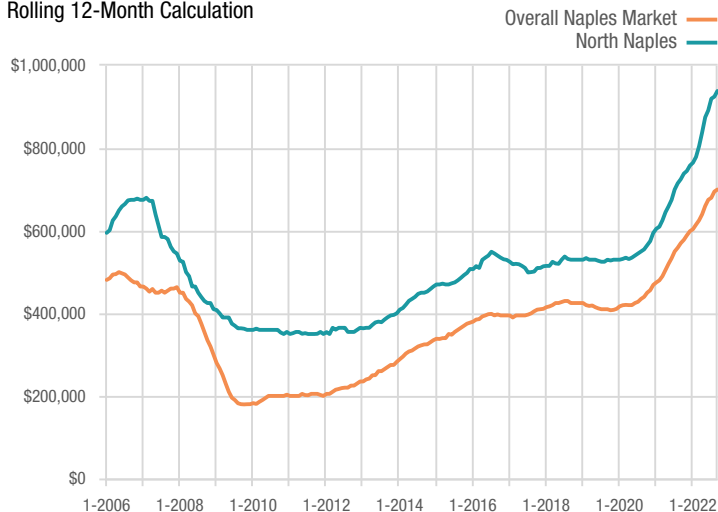
Single Family	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	116	65	- 44.0%	1,441	1,259	- 12.6%
Total Sales	104	64	- 38.5%	1,458	936	- 35.8%
Days on Market Until Sale	22	39	+ 77.3%	39	22	- 43.6%
Median Closed Price*	\$837,450	<b>\$910,500</b>	+ 8.7%	\$744,280	<b>\$962,250</b>	+ 29.3%
Average Closed Price*	\$1,058,193	<b>\$1,371,363</b>	+ 29.6%	\$1,023,269	<b>\$1,352,608</b>	+ 32.2%
Percent of List Price Received*	98.8%	<b>95.9%</b>	- 2.9%	98.8%	<b>99.3%</b>	+ 0.5%
Inventory of Homes for Sale	145	239	+ 64.8%	—	—	—
Months Supply of Inventory	0.9	2.3	+ 155.6%	—	—	—

Condo	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	120	85	- 29.2%	1,533	1,406	- 8.3%
Total Sales	133	94	- 29.3%	1,750	1,188	- 32.1%
Days on Market Until Sale	23	32	+ 39.1%	45	15	- 66.7%
Median Closed Price*	\$369,000	<b>\$437,000</b>	+ 18.4%	\$325,000	<b>\$455,000</b>	+ 40.0%
Average Closed Price*	\$477,319	<b>\$526,293</b>	+ 10.3%	\$450,389	<b>\$627,123</b>	+ 39.2%
Percent of List Price Received*	100.7%	<b>98.1%</b>	- 2.6%	98.9%	<b>101.0%</b>	+ 2.1%
Inventory of Homes for Sale	99	166	+ 67.7%	—	—	—
Months Supply of Inventory	0.5	1.3	+ 160.0%	—	—	—

\* 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.

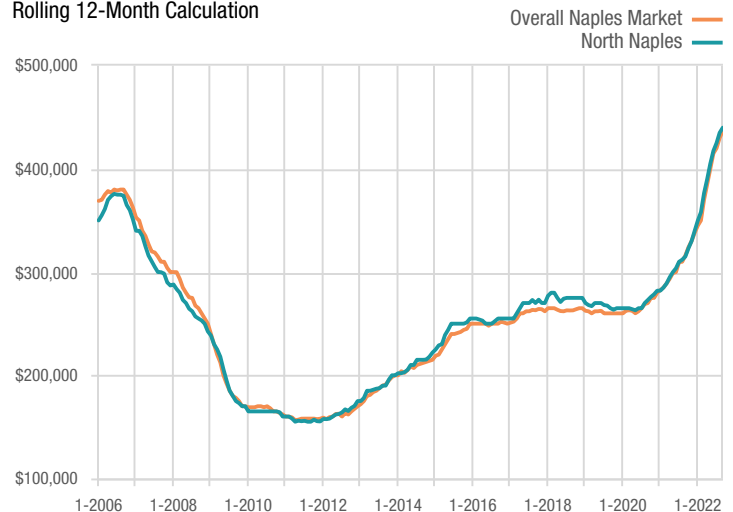
### Median Closed Price - Single Family

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.

## Central Naples

34104, 34105, 34116

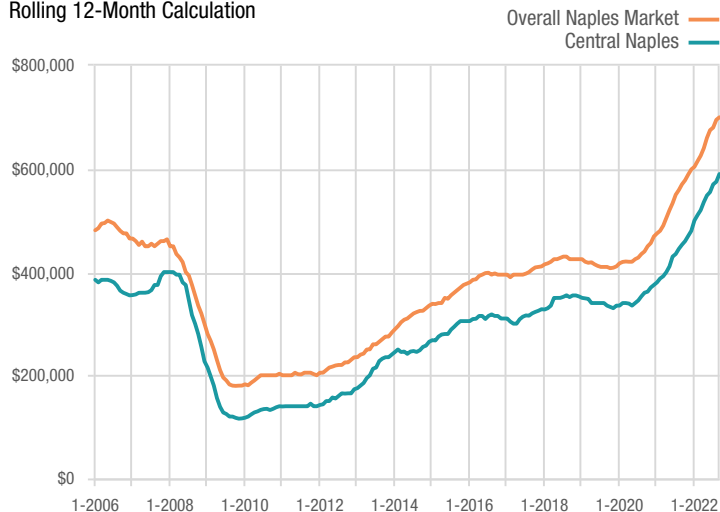
Single Family	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	78	50	- 35.9%	831	776	- 6.6%
Total Sales	74	28	- 62.2%	777	582	- 25.1%
Days on Market Until Sale	20	31	+ 55.0%	37	24	- 35.1%
Median Closed Price*	\$467,450	<b>\$650,000</b>	+ 39.1%	\$465,000	<b>\$600,000</b>	+ 29.0%
Average Closed Price*	\$652,676	<b>\$899,571</b>	+ 37.8%	\$737,580	<b>\$919,587</b>	+ 24.7%
Percent of List Price Received*	99.1%	<b>94.9%</b>	- 4.2%	98.5%	<b>98.6%</b>	+ 0.1%
Inventory of Homes for Sale	116	148	+ 27.6%	—	—	—
Months Supply of Inventory	1.4	2.2	+ 57.1%	—	—	—

Condo	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	89	44	- 50.6%	968	812	- 16.1%
Total Sales	88	43	- 51.1%	1,099	672	- 38.9%
Days on Market Until Sale	17	41	+ 141.2%	47	16	- 66.0%
Median Closed Price*	\$267,750	<b>\$295,000</b>	+ 10.2%	\$220,000	<b>\$336,750</b>	+ 53.1%
Average Closed Price*	\$283,450	<b>\$365,117</b>	+ 28.8%	\$253,374	<b>\$392,087</b>	+ 54.7%
Percent of List Price Received*	100.3%	<b>97.3%</b>	- 3.0%	98.3%	<b>100.4%</b>	+ 2.1%
Inventory of Homes for Sale	71	88	+ 23.9%	—	—	—
Months Supply of Inventory	0.6	1.2	+ 100.0%	—	—	—

\* 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.

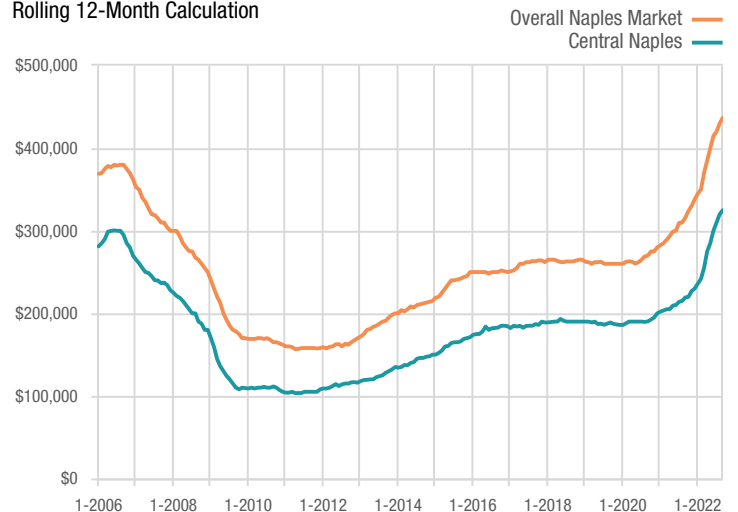
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Naples Area Board of REALTORS®



## South Naples

34112, 34113

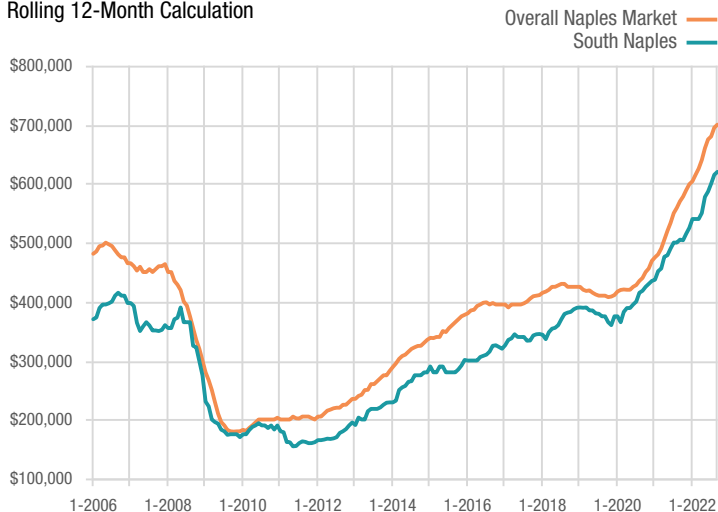
Single Family	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	56	<b>37</b>	- 33.9%	762	<b>632</b>	- 17.1%
Total Sales	46	<b>40</b>	- 13.0%	760	<b>458</b>	- 39.7%
Days on Market Until Sale	38	<b>30</b>	- 21.1%	48	<b>24</b>	- 50.0%
Median Closed Price*	\$550,000	<b>\$714,500</b>	+ 29.9%	\$522,500	<b>\$642,500</b>	+ 23.0%
Average Closed Price*	\$847,207	<b>\$956,725</b>	+ 12.9%	\$676,885	<b>\$894,325</b>	+ 32.1%
Percent of List Price Received*	97.9%	<b>94.6%</b>	- 3.4%	98.2%	<b>98.8%</b>	+ 0.6%
Inventory of Homes for Sale	92	<b>146</b>	+ 58.7%	—	—	—
Months Supply of Inventory	1.1	<b>2.9</b>	+ 163.6%	—	—	—

Condo	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	91	<b>56</b>	- 38.5%	1,239	<b>1,055</b>	- 14.9%
Total Sales	98	<b>45</b>	- 54.1%	1,446	<b>868</b>	- 40.0%
Days on Market Until Sale	16	<b>47</b>	+ 193.8%	52	<b>15</b>	- 71.2%
Median Closed Price*	\$252,000	<b>\$360,000</b>	+ 42.9%	\$249,900	<b>\$385,000</b>	+ 54.1%
Average Closed Price*	\$299,911	<b>\$439,085</b>	+ 46.4%	\$276,067	<b>\$430,399</b>	+ 55.9%
Percent of List Price Received*	99.3%	<b>95.9%</b>	- 3.4%	98.0%	<b>100.3%</b>	+ 2.3%
Inventory of Homes for Sale	101	<b>166</b>	+ 64.4%	—	—	—
Months Supply of Inventory	0.7	<b>1.7</b>	+ 142.9%	—	—	—

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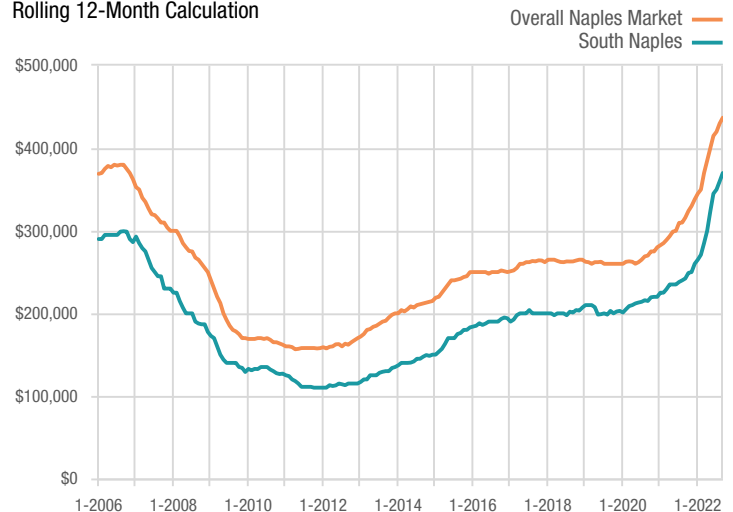
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – September 2022

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## East Naples

34114, 34117, 34120, 34137

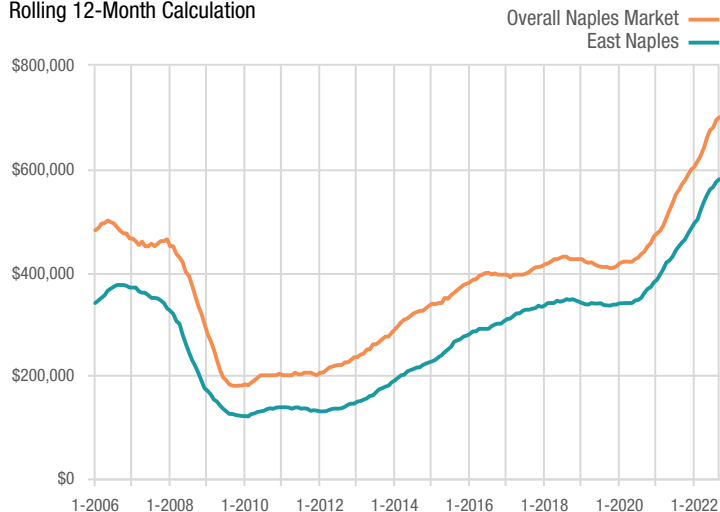
Single Family	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	208	<b>143</b>	- 31.3%	1,902	<b>2,024</b>	+ 6.4%
Total Sales	146	<b>99</b>	- 32.2%	1,768	<b>1,382</b>	- 21.8%
Days on Market Until Sale	22	<b>52</b>	+ 136.4%	37	<b>30</b>	- 18.9%
Median Closed Price*	\$535,000	<b>\$550,000</b>	+ 2.8%	\$470,000	<b>\$599,000</b>	+ 27.4%
Average Closed Price*	\$597,755	<b>\$689,868</b>	+ 15.4%	\$554,490	<b>\$747,415</b>	+ 34.8%
Percent of List Price Received*	99.2%	<b>96.9%</b>	- 2.3%	98.8%	<b>98.6%</b>	- 0.2%
Inventory of Homes for Sale	341	<b>530</b>	+ 55.4%	—	—	—
Months Supply of Inventory	1.7	<b>3.4</b>	+ 100.0%	—	—	—

Condo	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	56	<b>46</b>	- 17.9%	738	<b>705</b>	- 4.5%
Total Sales	67	<b>29</b>	- 56.7%	811	<b>537</b>	- 33.8%
Days on Market Until Sale	21	<b>33</b>	+ 57.1%	38	<b>18</b>	- 52.6%
Median Closed Price*	\$389,900	<b>\$446,520</b>	+ 14.5%	\$345,000	<b>\$479,000</b>	+ 38.8%
Average Closed Price*	\$411,231	<b>\$470,137</b>	+ 14.3%	\$360,295	<b>\$509,184</b>	+ 41.3%
Percent of List Price Received*	100.2%	<b>98.5%</b>	- 1.7%	98.9%	<b>100.1%</b>	+ 1.2%
Inventory of Homes for Sale	73	<b>122</b>	+ 67.1%	—	—	—
Months Supply of Inventory	0.8	<b>2.0</b>	+ 150.0%	—	—	—

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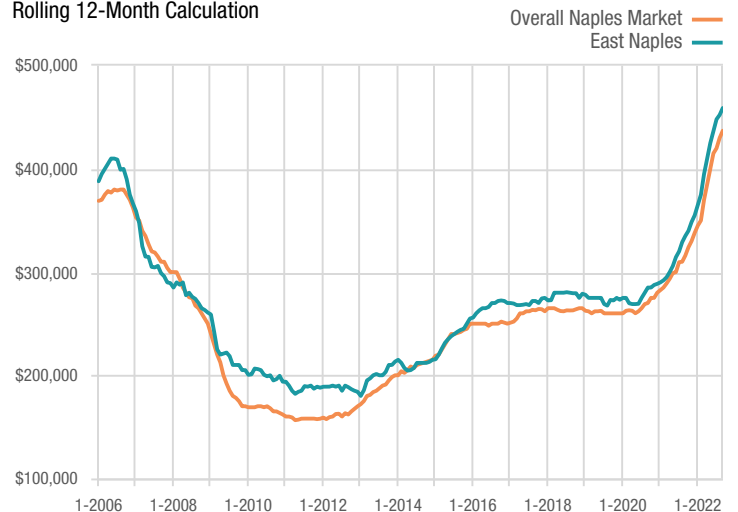
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## Immokalee / Ave Maria

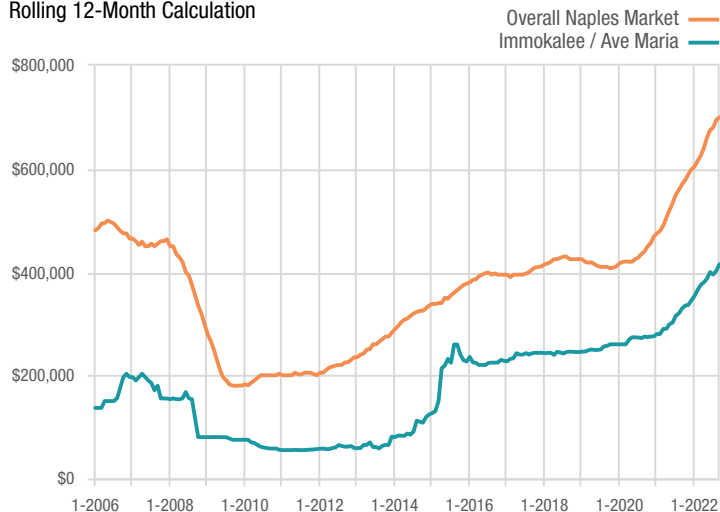
Single Family	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	19	<b>33</b>	+ 73.7%	239	<b>222</b>	- 7.1%
Total Sales	19	<b>10</b>	- 47.4%	222	<b>168</b>	- 24.3%
Days on Market Until Sale	33	<b>36</b>	+ 9.1%	48	<b>25</b>	- 47.9%
Median Closed Price*	\$350,000	<b>\$515,000</b>	+ 47.1%	\$335,500	<b>\$431,500</b>	+ 28.6%
Average Closed Price*	\$360,004	<b>\$502,590</b>	+ 39.6%	\$362,226	<b>\$455,210</b>	+ 25.7%
Percent of List Price Received*	97.9%	<b>97.4%</b>	- 0.5%	98.7%	<b>99.1%</b>	+ 0.4%
Inventory of Homes for Sale	33	<b>67</b>	+ 103.0%	—	—	—
Months Supply of Inventory	1.4	<b>3.4</b>	+ 142.9%	—	—	—

Condo	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
<b>Key Metrics</b>						
New Listings	1	<b>7</b>	+ 600.0%	28	<b>48</b>	+ 71.4%
Total Sales	3	<b>2</b>	- 33.3%	24	<b>42</b>	+ 75.0%
Days on Market Until Sale	11	<b>61</b>	+ 454.5%	83	<b>49</b>	- 41.0%
Median Closed Price*	\$286,265	<b>\$348,000</b>	+ 21.6%	\$259,775	<b>\$314,499</b>	+ 21.1%
Average Closed Price*	\$281,122	<b>\$348,000</b>	+ 23.8%	\$224,488	<b>\$317,639</b>	+ 41.5%
Percent of List Price Received*	99.9%	<b>90.4%</b>	- 9.5%	97.5%	<b>100.0%</b>	+ 2.6%
Inventory of Homes for Sale	9	<b>14</b>	+ 55.6%	—	—	—
Months Supply of Inventory	3.0	<b>2.8</b>	- 6.7%	—	—	—

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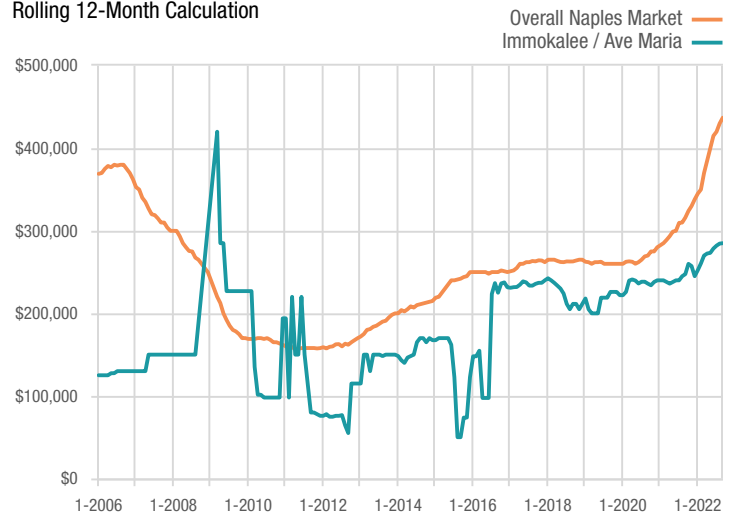
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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