

Naples Area Market Report



February 2022

More sellers are motivated to enter the market as home values continue to rise as a result of limited inventory and high demand in the Naples area. According to the February 2022 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), the overall median closed price in February was \$550,000, a 37.5 percent increase over the median closed price in February 2021. The high demand for homes is demonstrated by the number of showings in February, which was 43,032. When divided the number of homes in inventory during February (1,176), this translates to 36 showings per home. For perspective, in 2019 there were 2.5 showings per home. The data also shows that homes sold fast in February, within 23 days on the market, and the percent of list price received was 100.6 percent, which pleased many sellers.

The report showed 25 percent of the homes that went under contract in February came back onto the market within 20 days on average during February. To take advantage of this occurrence, some brokers suggest buyers make a back-up offer. A back-up offer can be placed on any property when that property is already under contract with another buyer. If recommended by a REALTOR® and approved by the seller, a back-up contract may not require a deposit and the buyer can keep searching for a home to purchase until they either become the primary buyer on the first home or cancel the back-up offer. For the seller, back-up offer contracts can provide confidence. In such cases, if a buyer asks to renegotiate, the seller has leverage because they have a back-up offer. Additionally for sellers, back-up contracts allow them to avoid having to re-list the home and start showing it again.

The median closed price in February increased 37.5 percent to \$550,000 from \$400,000 in February 2021. However, the report showed the median closed price only increased .2 percent from January to February, and the report shows February had more price decreases (276) during the month than price increases (170).

While overall closed sales decreased 39.5 percent to 804 in February from 1,330 in February 2021, the report showed the only area seeing a decrease in closed sales over the last year is the \$300,000 and below price category.



This research tool, provided by the Naples Area Board of REALTORS®, covers Collier County, excluding San Marco Island. Percent changes are calculated using rounded figures.

Quick Facts

- 39.5%	+ 37.5%	- 71.9%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 62.2%	+ 65.1%	+ 16.6%
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	2-2021	2-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,467	1,261	- 14.0%	3,118	2,552	- 18.2%
Total Sales		1,330	804	- 39.5%	2,465	1,631	- 33.8%
Days on Market Until Sale		73	23	- 68.5%	76	23	- 69.7%
Median Closed Price		\$400,000	\$550,000	+ 37.5%	\$399,000	\$549,000	+ 37.6%
Average Closed Price		\$788,506	\$983,013	+ 24.7%	\$785,556	\$973,385	+ 23.9%
Percent of List Price Received		97.0%	100.6%	+ 3.7%	96.8%	100.3%	+ 3.6%
Pending Listings		2,299	1,480	- 35.6%	4,512	2,853	- 36.8%
Inventory of Homes for Sale		2,224	1,176	- 47.1%	—	—	—
Months Supply of Inventory		2.0	1.0	- 50.0%	—	—	—

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	2-2021	2-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		726	631	- 13.1%	1,515	1,271	- 16.1%
Total Sales		575	430	- 25.2%	1,096	829	- 24.4%
Days on Market Until Sale		70	27	- 61.4%	71	29	- 59.2%
Median Closed Price		\$527,000	\$655,000	+ 24.3%	\$530,000	\$670,000	+ 26.4%
Average Closed Price		\$1,102,951	\$1,161,203	+ 5.3%	\$1,128,112	\$1,202,785	+ 6.6%
Percent of List Price Received		97.5%	99.9%	+ 2.5%	97.1%	99.5%	+ 2.5%
Pending Listings		1,029	712	- 30.8%	2,060	1,413	- 31.4%
Inventory of Homes for Sale		1,031	712	- 30.9%	—	—	—
Months Supply of Inventory		1.9	1.2	- 36.8%	—	—	—

Condo Market Overview

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



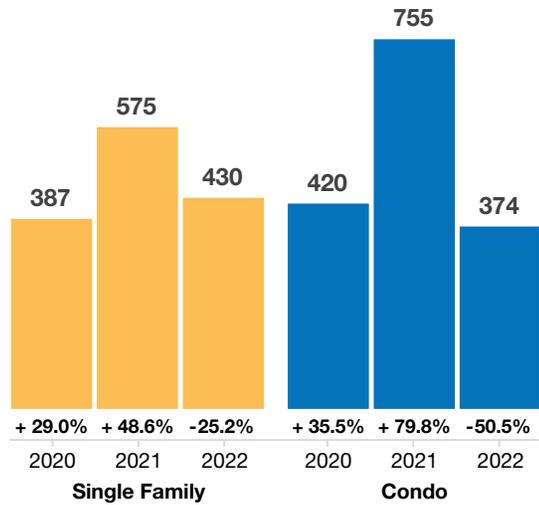
Key Metrics	Historical Sparkbars	2-2021	2-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		741	630	- 15.0%	1,603	1,281	- 20.1%
Total Sales		755	374	- 50.5%	1,369	802	- 41.4%
Days on Market Until Sale		76	18	- 76.3%	80	18	- 77.5%
Median Closed Price		\$300,000	\$425,000	+ 41.7%	\$298,800	\$425,000	+ 42.2%
Average Closed Price		\$549,028	\$777,594	+ 41.6%	\$511,311	\$736,538	+ 44.0%
Percent of List Price Received		96.6%	101.5%	+ 5.1%	96.5%	101.2%	+ 4.9%
Pending Listings		1,270	768	- 39.5%	2,380	1,440	- 39.5%
Inventory of Homes for Sale		1,193	464	- 61.1%	—	—	—
Months Supply of Inventory		2.2	0.7	- 68.2%	—	—	—

Overall Closed Sales

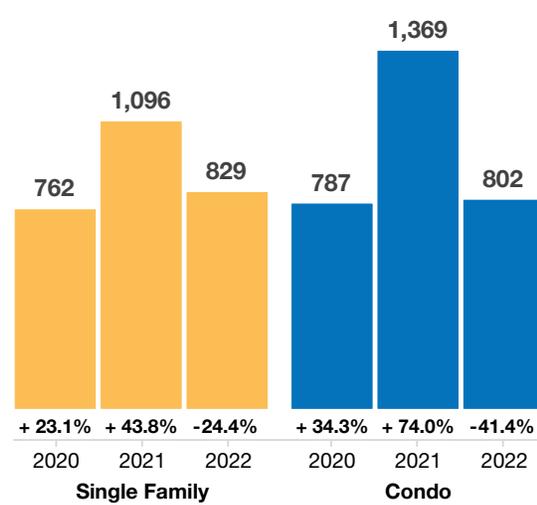
A count of the actual sales that closed in a given month.



February

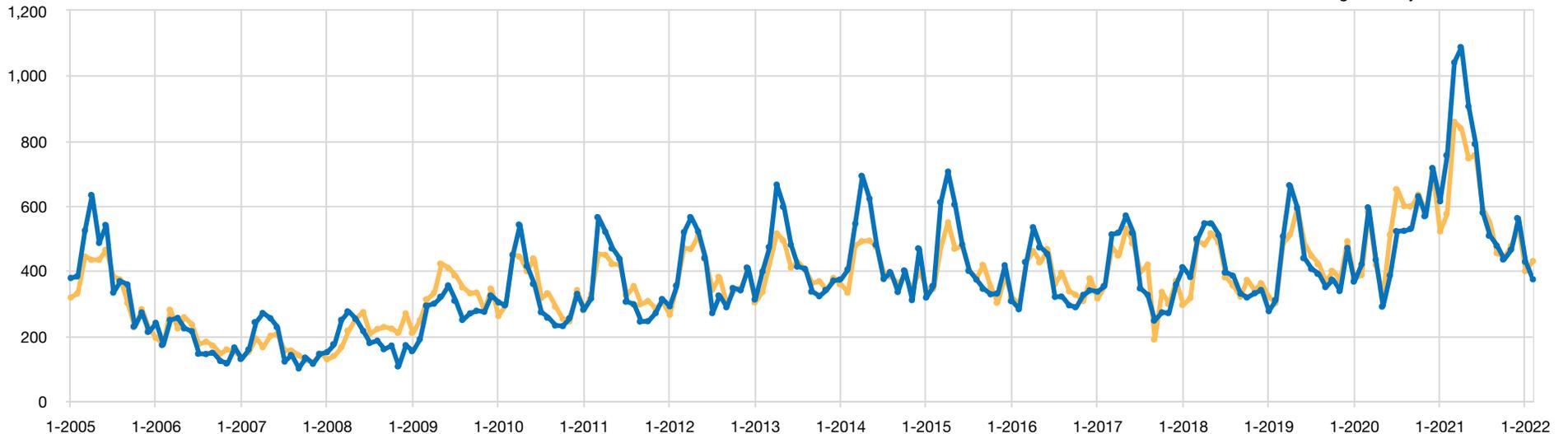


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2021	858	+ 47.4%	1,041	+ 75.0%
Apr-2021	838	+ 100.0%	1,088	+ 150.7%
May-2021	746	+ 131.7%	906	+ 212.4%
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	441	- 30.4%	435	- 30.8%
Nov-2021	476	- 18.1%	465	- 18.1%
Dec-2021	535	- 23.8%	562	- 21.5%
Jan-2022	399	- 23.4%	428	- 30.3%
Feb-2022	430	- 25.2%	374	- 50.5%
12-Month Avg	589	+ 5.6%	638	+ 16.6%

Overall Closed Sales by Month



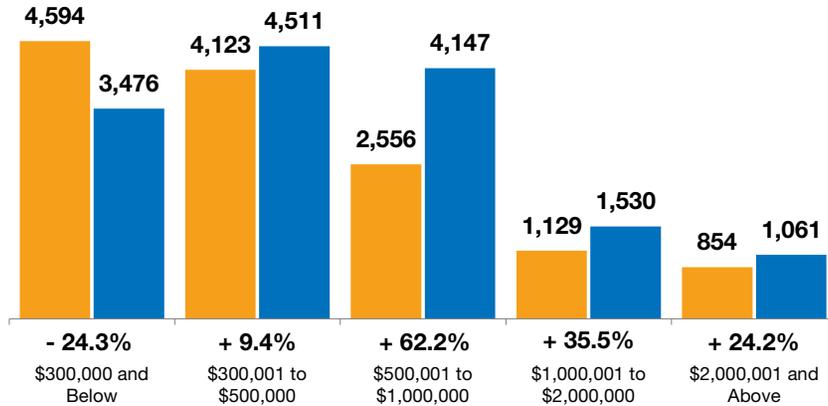
Overall Closed Sales by Price Range

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



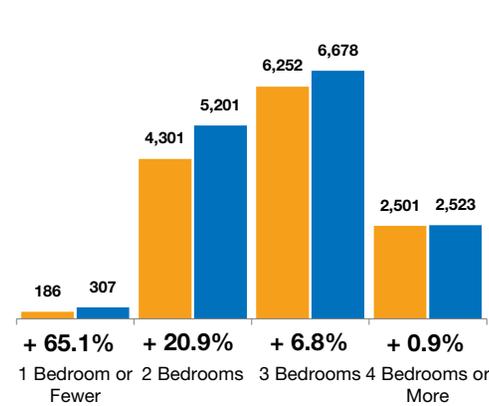
By Price Range

■ 2-2021 ■ 2-2022



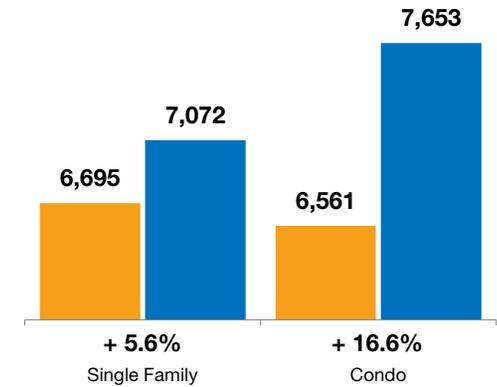
By Bedroom Count

■ 2-2021 ■ 2-2022



By Property Type

■ 2-2021 ■ 2-2022



All Properties

By Price Range	2-2021	2-2022	Change
\$300,000 and Below	4,594	3,476	- 24.3%
\$300,001 to \$500,000	4,123	4,511	+ 9.4%
\$500,001 to \$1,000,000	2,556	4,147	+ 62.2%
\$1,000,001 to \$2,000,000	1,129	1,530	+ 35.5%
\$2,000,001 and Above	854	1,061	+ 24.2%
All Price Ranges	13,256	14,725	+ 11.1%

Single Family

	2-2021	2-2022	Change
1 Bedroom or Fewer	998	510	- 48.9%
2 Bedrooms	2,587	2,049	- 20.8%
3 Bedrooms	1,800	2,798	+ 55.4%
4 Bedrooms or More	697	960	+ 37.7%
All Single Family	6,695	7,072	+ 5.6%

Condo

	2-2021	2-2022	Change
1 Bedroom or Fewer	3596	2966	- 17.5%
2 Bedrooms	1536	2462	+ 60.3%
3 Bedrooms	756	1349	+ 78.4%
4 Bedrooms or More	432	570	+ 31.9%
All Condo	6,561	7,653	+ 16.6%

By Bedroom Count

	2-2021	2-2022	Change
1 Bedroom or Fewer	186	307	+ 65.1%
2 Bedrooms	4,301	5,201	+ 20.9%
3 Bedrooms	6,252	6,678	+ 6.8%
4 Bedrooms or More	2,501	2,523	+ 0.9%
All Bedroom Counts	13,256	14,725	+ 11.1%

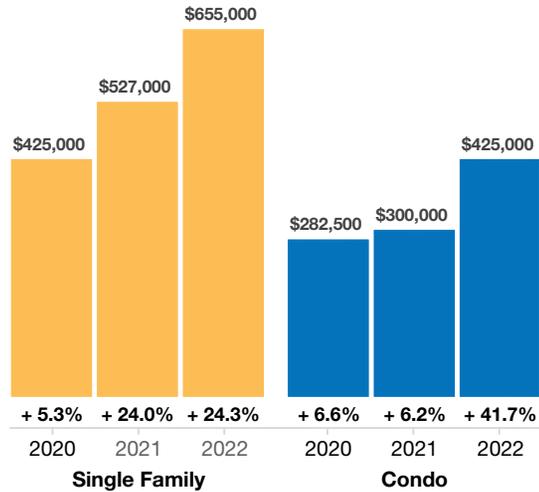
	2-2021	2-2022	Change
1 Bedroom or Fewer	20	39	+ 95.0%
2 Bedrooms	604	776	+ 28.5%
3 Bedrooms	3,749	3,894	+ 3.9%
4 Bedrooms or More	2,318	2,360	+ 1.8%
All Single Family	6,695	7,072	+ 5.6%

Overall Median Closed Price

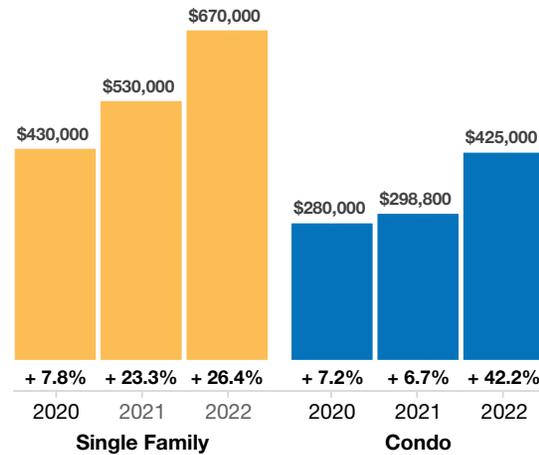
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



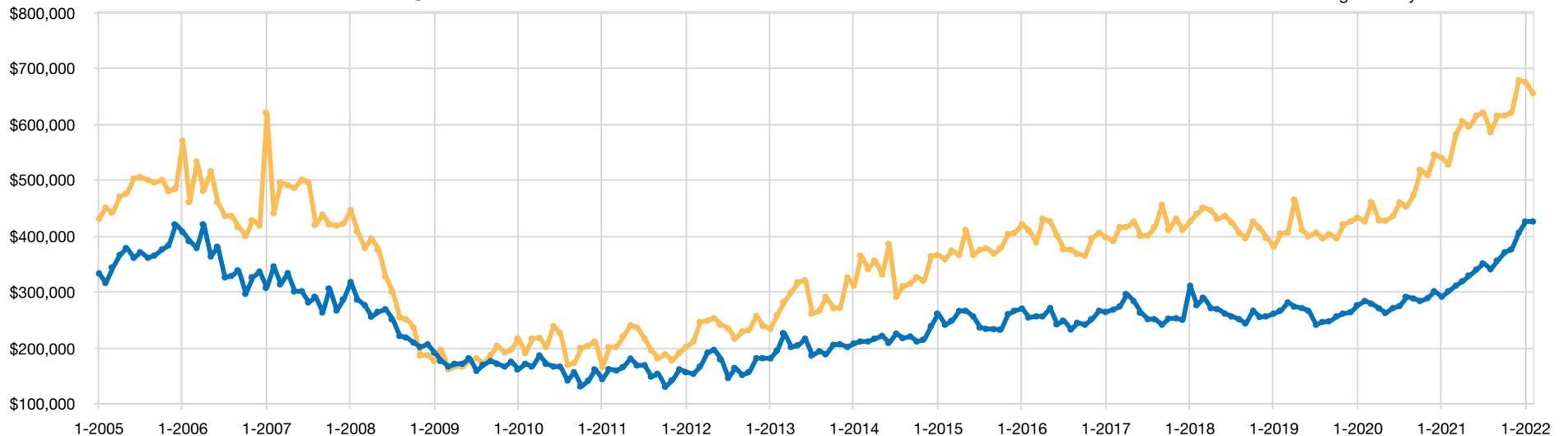
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2021	\$581,030	+ 26.3%	\$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	\$615,000	+ 41.4%	\$339,050	+ 25.6%
Jul-2021	\$620,000	+ 35.1%	\$350,000	+ 28.0%
Aug-2021	\$585,000	+ 29.4%	\$339,500	+ 17.1%
Sep-2021	\$615,000	+ 30.0%	\$355,000	+ 23.7%
Oct-2021	\$615,000	+ 18.8%	\$370,000	+ 31.0%
Nov-2021	\$620,000	+ 22.0%	\$375,000	+ 30.3%
Dec-2021	\$678,169	+ 24.4%	\$405,000	+ 35.0%
Jan-2022	\$675,000	+ 25.2%	\$425,000	+ 46.5%
Feb-2022	\$655,000	+ 24.3%	\$425,000	+ 41.7%
12-Month Avg*	\$616,000	+ 28.3%	\$350,001	+ 22.8%

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

Overall Median Closed Price by Month

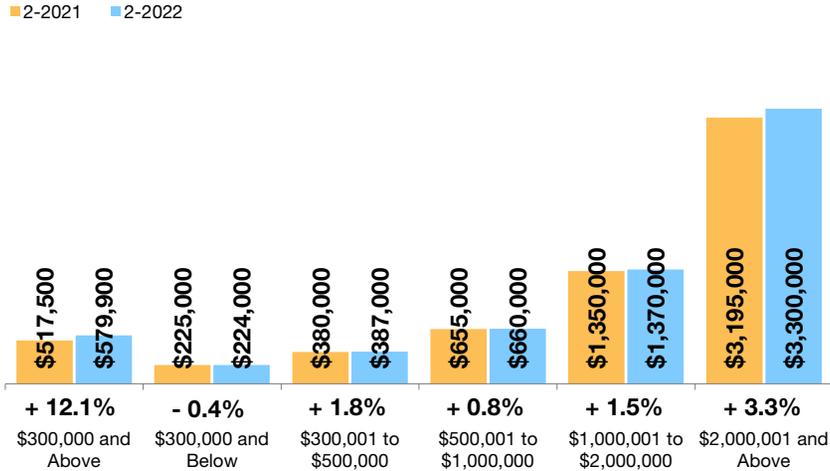


Overall Median Closed Price by Price Range

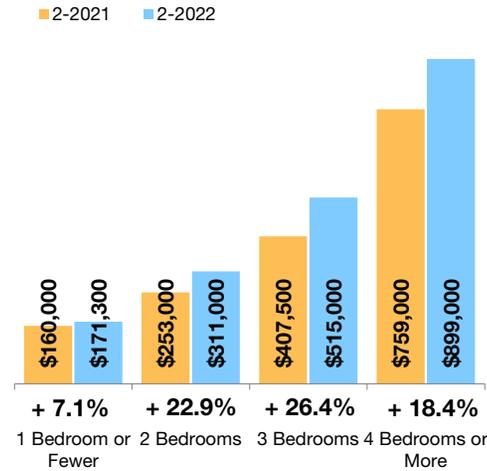
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



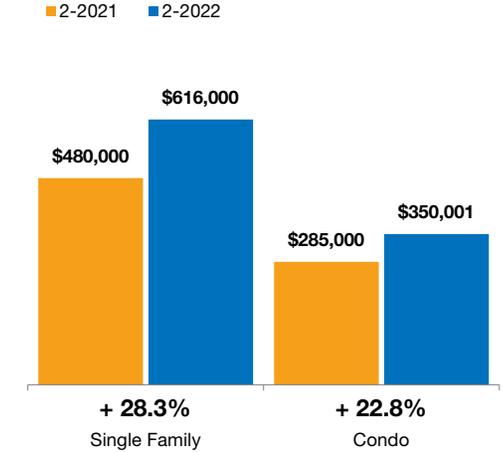
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2021	2-2022	Change
\$300,000 and Above	\$517,500	\$579,900	+ 12.1%
\$300,000 and Below	\$225,000	\$224,000	- 0.4%
\$300,001 to \$500,000	\$380,000	\$387,000	+ 1.8%
\$500,001 to \$1,000,000	\$655,000	\$660,000	+ 0.8%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,370,000	+ 1.5%
\$2,000,001 and Above	\$3,195,000	\$3,300,000	+ 3.3%
All Price Ranges	\$379,950	\$465,000	+ 22.4%

Single Family

	2-2021	2-2022	Change
1 Bedroom or 2 Bedrooms Fewer	\$530,500	\$645,000	+ 21.6%
2 Bedrooms	\$270,000	\$215,900	- 20.0%
3 Bedrooms	\$390,000	\$400,000	+ 2.6%
4 Bedrooms or More	\$649,000	\$670,000	+ 3.2%
All Single Family	\$480,000	\$616,000	+ 28.3%

Condo

	2-2021	2-2022	Change
Single Family	\$480,000	\$479,798	- 0.0%
2 Bedrooms	\$215,000	\$225,000	+ 4.7%
3 Bedrooms	\$365,000	\$376,000	+ 3.0%
4 Bedrooms or More	\$690,000	\$650,000	- 5.8%
All Condo	\$285,000	\$350,001	+ 22.8%

By Bedroom Count

	2-2021	2-2022	Change
1 Bedroom or Fewer	\$160,000	\$171,300	+ 7.1%
2 Bedrooms	\$253,000	\$311,000	+ 22.9%
3 Bedrooms	\$407,500	\$515,000	+ 26.4%
4 Bedrooms or More	\$759,000	\$899,000	+ 18.4%
All Bedroom Counts	\$379,950	\$465,000	+ 22.4%

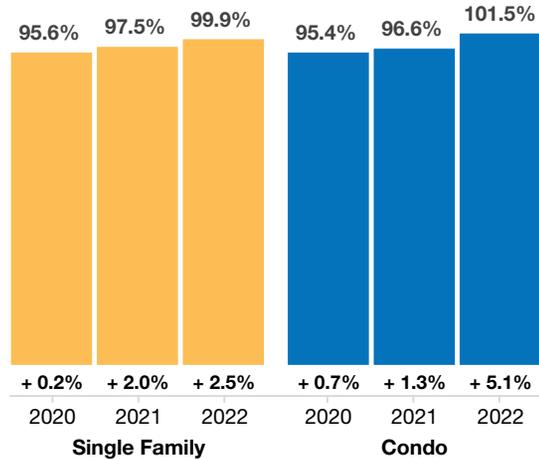
	2-2021	2-2022	Change
1 Bedroom or Fewer	\$85,000	\$99,500	+ 17.1%
2 Bedrooms	\$318,250	\$395,000	+ 24.1%
3 Bedrooms	\$437,250	\$557,000	+ 27.4%
4 Bedrooms or More	\$720,000	\$890,000	+ 23.6%
All Bedroom Counts	\$480,000	\$616,000	+ 28.3%

Overall Percent of Current List Price Received

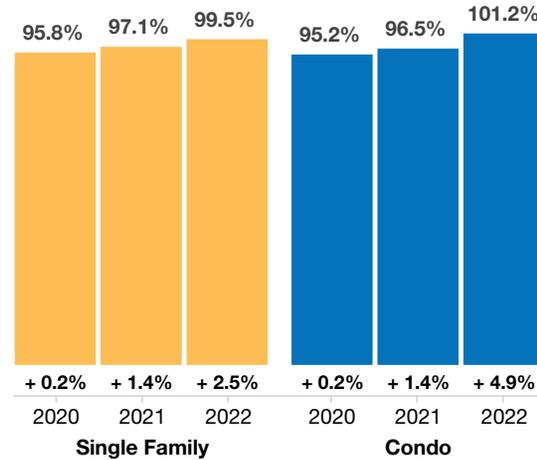
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



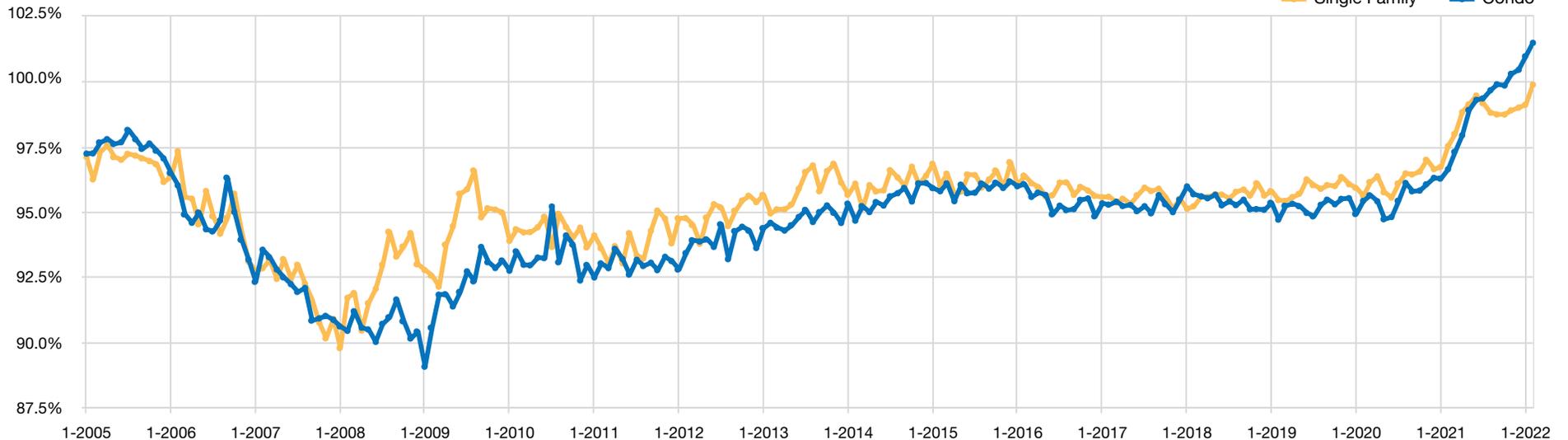
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%	99.8%	+ 4.2%
Nov-2021	98.9%	+ 2.0%	100.3%	+ 4.5%
Dec-2021	99.0%	+ 2.5%	100.5%	+ 4.4%
Jan-2022	99.1%	+ 2.5%	101.0%	+ 4.9%
Feb-2022	99.9%	+ 2.5%	101.5%	+ 5.1%
12-Month Avg*	98.9%	+ 2.6%	99.2%	+ 3.5%

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

Overall Percent of Current List Price Received by Month



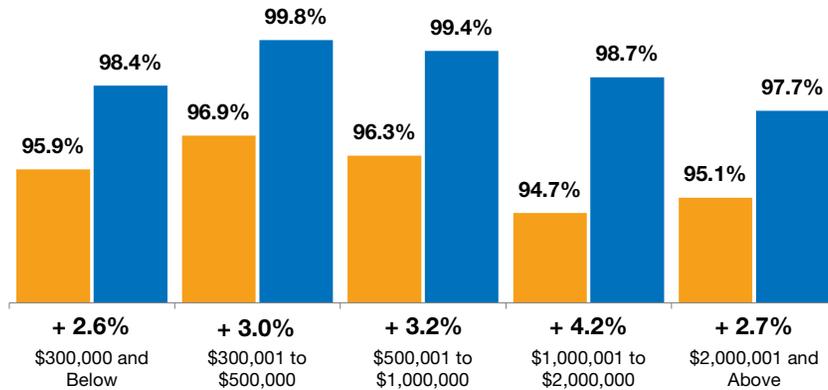
Overall Percent of Current List Price Received by Price Range



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.

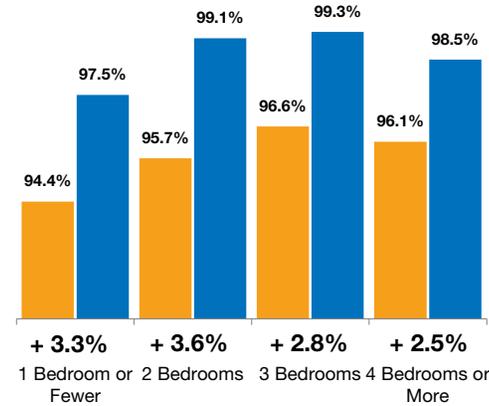
By Price Range

■ 2-2021 ■ 2-2022



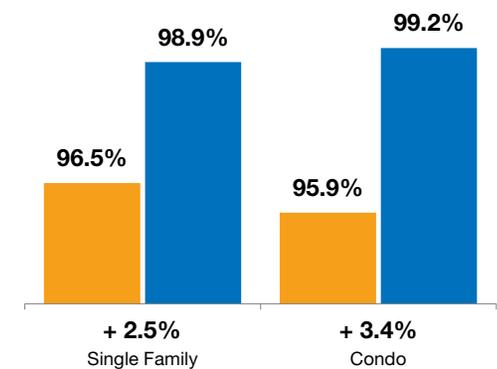
By Bedroom Count

■ 2-2021 ■ 2-2022



By Property Type

■ 2-2021 ■ 2-2022



All Properties

By Price Range	2-2021	2-2022	Change
\$300,000 and Below	95.9%	98.4%	+ 2.6%
\$300,001 to \$500,000	96.9%	99.8%	+ 3.0%
\$500,001 to \$1,000,000	96.3%	99.4%	+ 3.2%
\$1,000,001 to \$2,000,000	94.7%	98.7%	+ 4.2%
\$2,000,001 and Above	95.1%	97.7%	+ 2.7%
All Price Ranges	96.2%	99.1%	+ 3.0%

Single Family

	2-2021	2-2022	Change
1 Bedroom or Fewer	94.4%	97.5%	+ 3.3%
2 Bedrooms	95.7%	99.1%	+ 3.6%
3 Bedrooms	96.6%	99.3%	+ 2.8%
4 Bedrooms or More	96.1%	98.5%	+ 2.5%
All Single Family	96.5%	98.9%	+ 2.5%

Condo

	2-2021	2-2022	Change
1 Bedroom or Fewer	94.4%	97.5%	+ 3.3%
2 Bedrooms	95.7%	99.1%	+ 3.6%
3 Bedrooms	96.6%	99.3%	+ 2.8%
4 Bedrooms or More	96.1%	98.5%	+ 2.5%
All Condo	95.9%	99.2%	+ 3.4%

By Bedroom Count

	2-2021	2-2022	Change
1 Bedroom or Fewer	94.4%	97.5%	+ 3.3%
2 Bedrooms	95.7%	99.1%	+ 3.6%
3 Bedrooms	96.6%	99.3%	+ 2.8%
4 Bedrooms or More	96.1%	98.5%	+ 2.5%
All Bedroom Counts	96.2%	99.1%	+ 3.0%

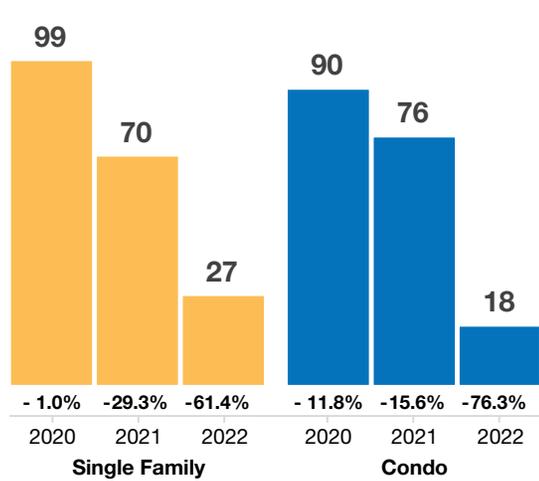
	2-2021	2-2022	Change
1 Bedroom or Fewer	91.6%	94.3%	+ 2.9%
2 Bedrooms	95.5%	98.6%	+ 3.2%
3 Bedrooms	96.9%	99.3%	+ 2.5%
4 Bedrooms or More	96.0%	98.5%	+ 2.6%
All Single Family	96.5%	98.9%	+ 2.5%
1 Bedroom or Fewer	94.7%	98.0%	+ 3.5%
2 Bedrooms	95.7%	99.2%	+ 3.7%
3 Bedrooms	96.1%	99.4%	+ 3.4%
4 Bedrooms or More	97.3%	98.5%	+ 1.2%
All Condo	95.9%	99.2%	+ 3.4%

Overall Days on Market Until Sale

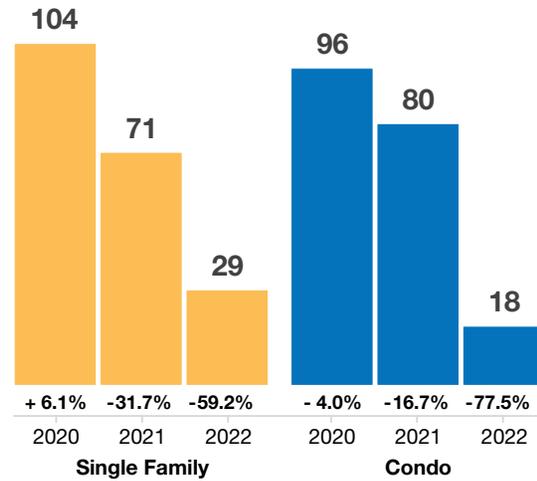
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



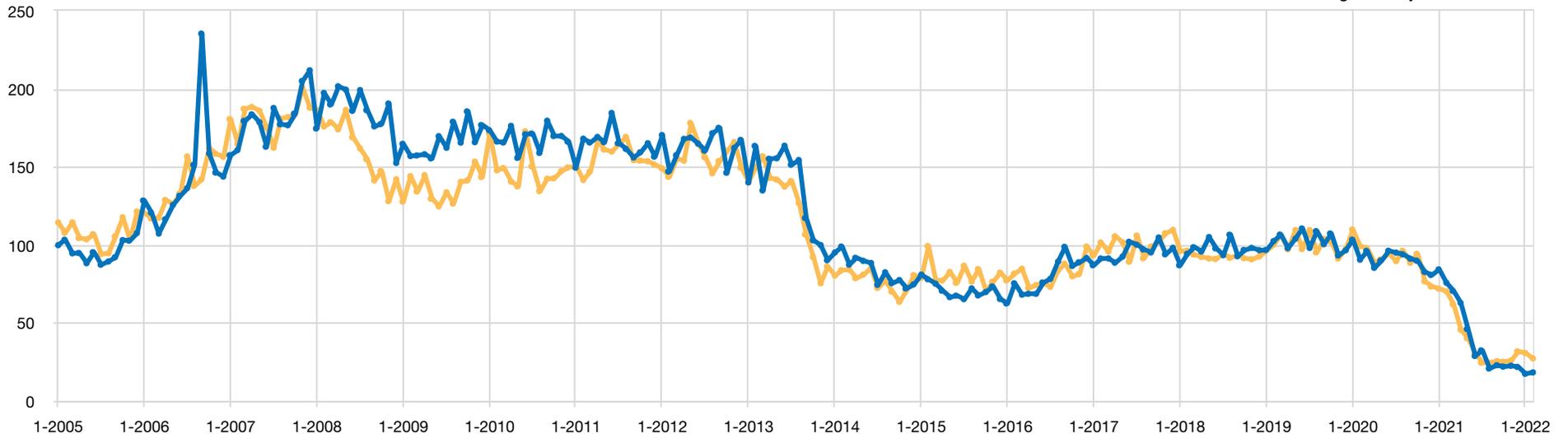
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	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%	17	-79.8%
Feb-2022	27	-61.4%	18	-76.3%
12-Month Avg*	35	-59.1%	38	-56.3%

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

Overall Days on Market Until Sale by Month



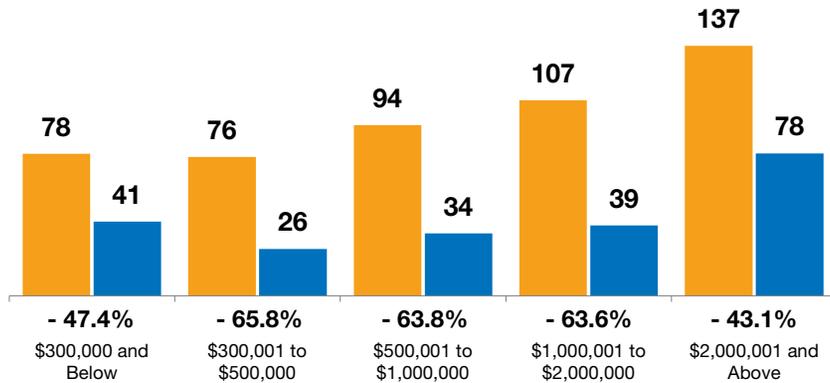
Overall Days on Market Until Sale by Price Range

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



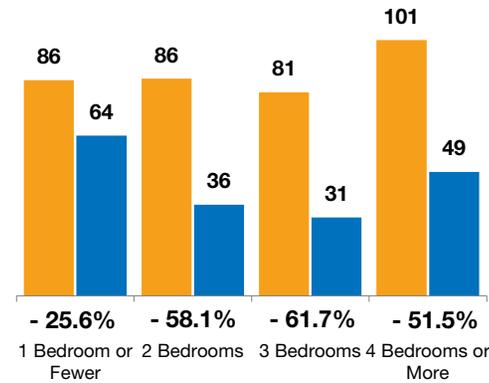
By Price Range

■ 2-2021 ■ 2-2022



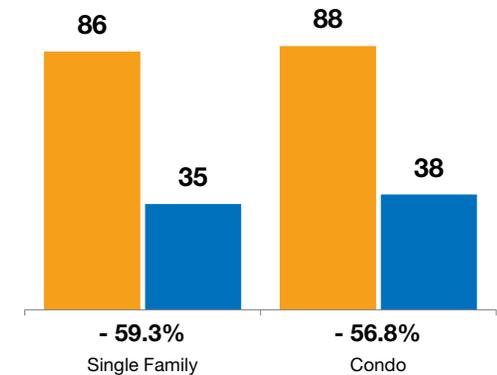
By Bedroom Count

■ 2-2021 ■ 2-2022



By Property Type

■ 2-2021 ■ 2-2022



All Properties

By Price Range	2-2021	2-2022	Change
\$300,000 and Below	78	41	- 47.4%
\$300,001 to \$500,000	76	26	- 65.8%
\$500,001 to \$1,000,000	94	34	- 63.8%
\$1,000,001 to \$2,000,000	107	39	- 63.6%
\$2,000,001 and Above	137	78	- 43.1%
All Price Ranges	87	37	- 57.5%

Single Family

	2-2021	2-2022	Change
1 Bedroom or 2 Bedrooms Fewer	67	51	- 23.9%
3 Bedrooms	69	26	- 62.3%
4 Bedrooms	88	28	- 68.2%
4 Bedrooms or More	110	33	- 70.0%
All Single Family	154	77	- 50.0%
All Single Family (Agg)	86	35	- 59.3%

Condo

	2-2021	2-2022	Change
1 Bedroom or 2 Bedrooms Fewer	81	39	- 51.9%
3 Bedrooms	88	25	- 71.6%
4 Bedrooms	107	47	- 56.1%
4 Bedrooms or More	104	48	- 53.8%
All Condo	310	160	- 48.4%
All Condo (Agg)	88	38	- 56.8%

By Bedroom Count

	2-2021	2-2022	Change
1 Bedroom or Fewer	86	64	- 25.6%
2 Bedrooms	86	36	- 58.1%
3 Bedrooms	81	31	- 61.7%
4 Bedrooms or More	101	49	- 51.5%
All Bedroom Counts	87	37	- 57.5%

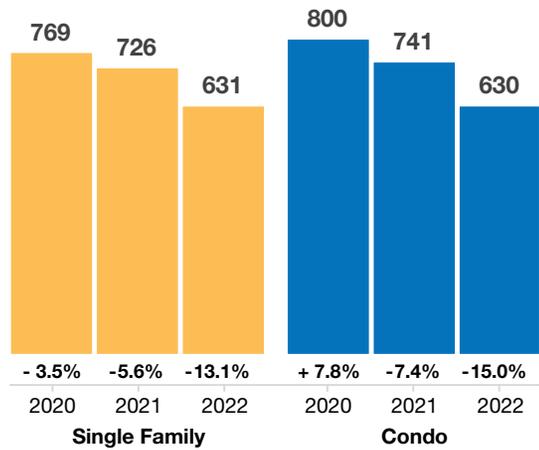
	2-2021	2-2022	Change
1 Bedroom or Fewer	138	144	+ 4.3%
2 Bedrooms	80	35	- 56.3%
3 Bedrooms	76	27	- 64.5%
4 Bedrooms or More	102	46	- 54.9%
All Bedroom Counts	86	35	- 59.3%

Overall New Listings

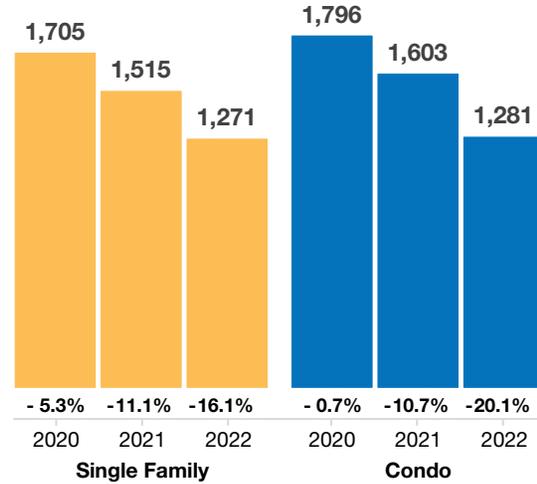
A count of the properties that have been newly listed on the market in a given month.



February

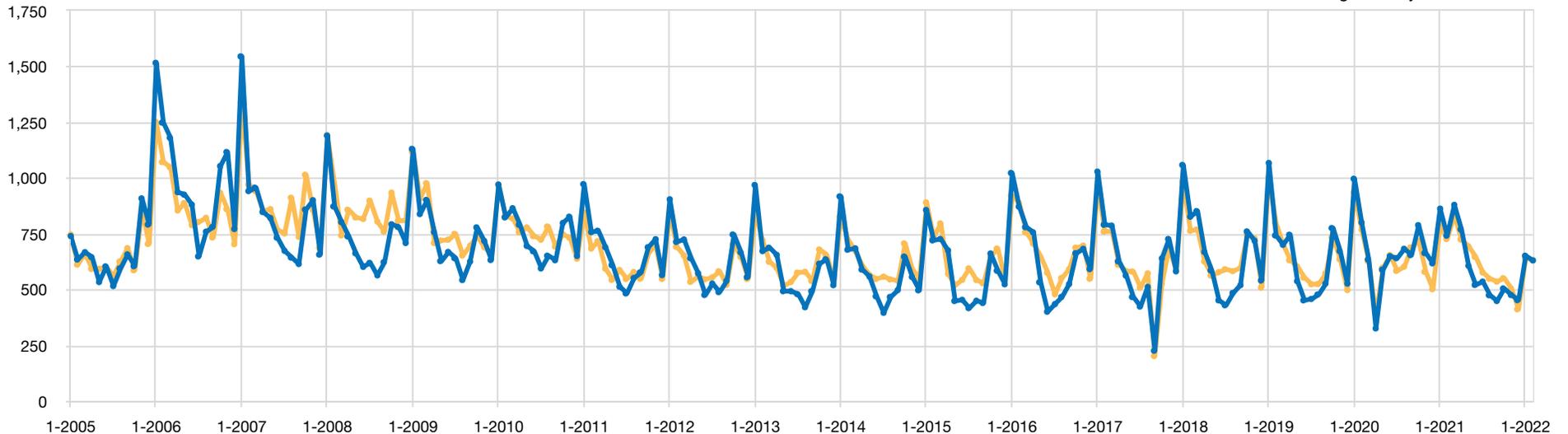


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2021	833	+ 33.1%	879	+ 38.6%
Apr-2021	724	+ 88.5%	769	+ 136.6%
May-2021	693	+ 16.3%	606	+ 3.1%
Jun-2021	646	- 1.2%	520	- 19.9%
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	504	- 13.0%	475	- 28.4%
Dec-2021	411	- 18.0%	452	- 26.7%
Jan-2022	640	- 18.9%	651	- 24.5%
Feb-2022	631	- 13.1%	630	- 15.0%
12-Month Avg	608	- 2.1%	579	- 11.5%

Overall New Listings by Month

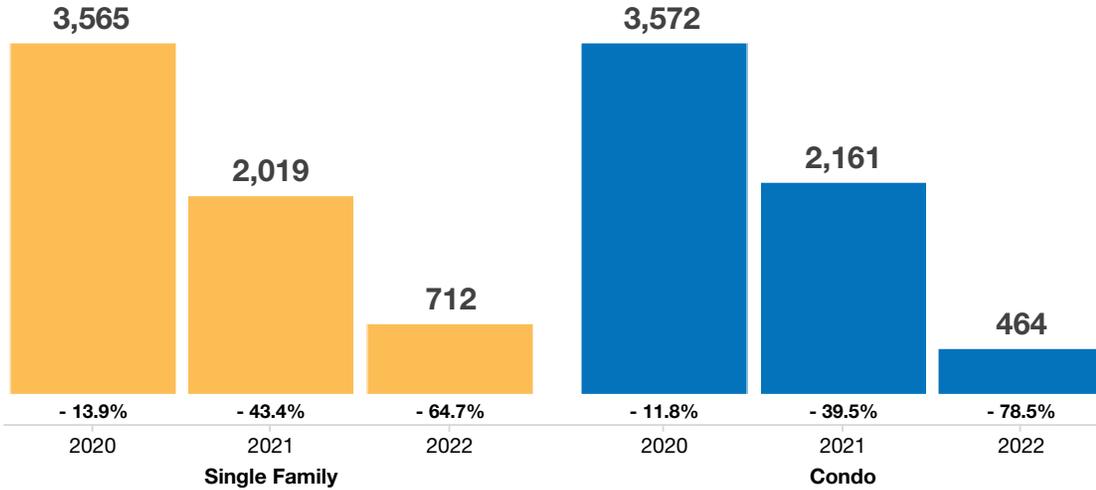


Overall Inventory of Homes for Sale

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

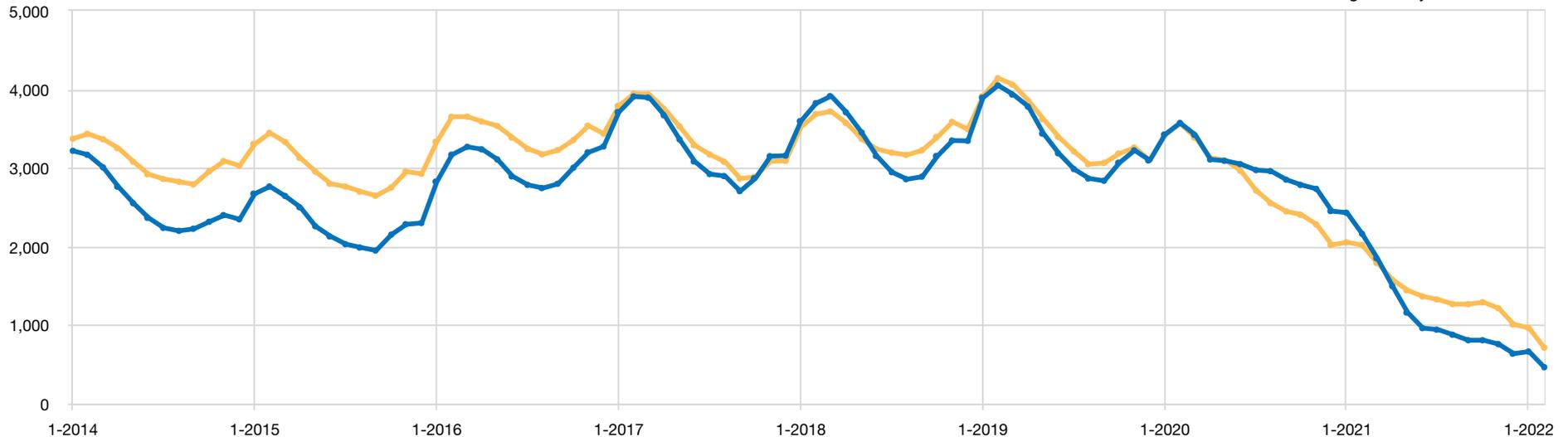


February



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2021	1,791	-47.1%	1,850	-45.9%
Apr-2021	1,578	-49.6%	1,496	-51.9%
May-2021	1,442	-53.4%	1,159	-62.5%
Jun-2021	1,364	-54.0%	961	-68.5%
Jul-2021	1,326	-51.1%	942	-68.3%
Aug-2021	1,266	-50.4%	877	-70.4%
Sep-2021	1,266	-48.3%	807	-71.7%
Oct-2021	1,290	-46.3%	807	-71.0%
Nov-2021	1,214	-46.8%	757	-72.3%
Dec-2021	1,008	-50.1%	636	-74.1%
Jan-2022	963	-53.1%	663	-72.7%
Feb-2022	712	-64.7%	464	-78.5%
12-Month Avg	1,268	-51.0%	952	-66.4%

Overall Inventory of Homes for Sale by Month



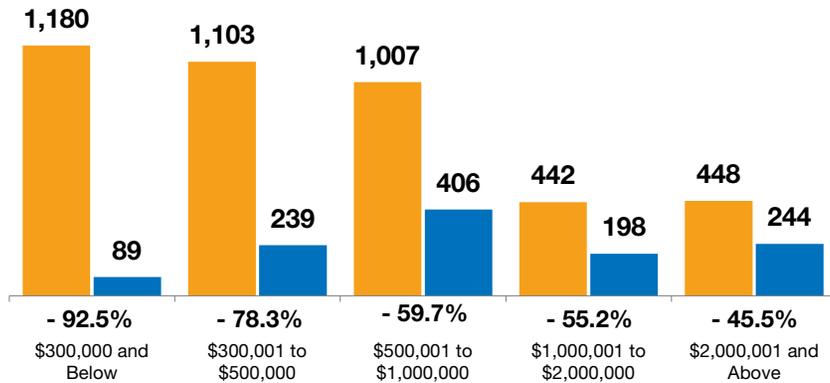
Overall Inventory of Homes for Sale by Price Range

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



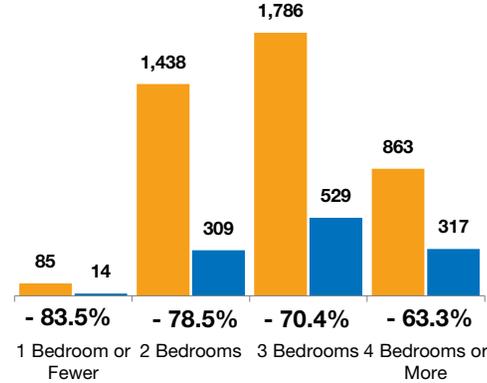
By Price Range

■ 2-2021 ■ 2-2022



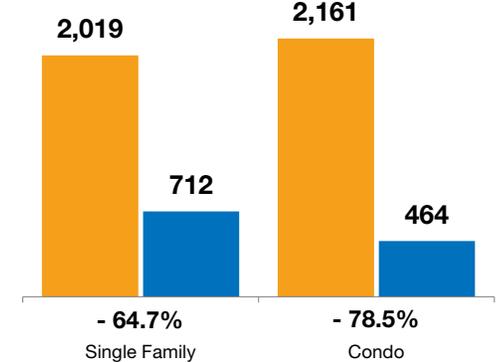
By Bedroom Count

■ 2-2021 ■ 2-2022



By Property Type

■ 2-2021 ■ 2-2022



All Properties

By Price Range	2-2021	2-2022	Change
\$300,000 and Below	1,180	89	- 92.5%
\$300,001 to \$500,000	1,103	239	- 78.3%
\$500,001 to \$1,000,000	1,007	406	- 59.7%
\$1,000,001 to \$2,000,000	442	198	- 55.2%
\$2,000,001 and Above	448	244	- 45.5%
All Price Ranges	4,180	1,176	- 71.9%

Single Family

	2-2021	2-2022	Change
1 Bedroom or Fewer	212	26	- 87.7%
2 Bedrooms	603	85	- 85.9%
3 Bedrooms	636	280	- 56.0%
4 Bedrooms or More	258	128	- 50.4%
	310	193	- 37.7%
All Single Family	2,019	712	- 64.7%

Condo

	2-2021	2-2022	Change
1 Bedroom or Fewer	968	63	- 93.5%
2 Bedrooms	500	154	- 69.2%
3 Bedrooms	371	126	- 66.0%
4 Bedrooms or More	184	70	- 62.0%
	138	51	- 63.0%
All Condo	2,161	464	- 78.5%

By Bedroom Count

	2-2021	2-2022	Change
1 Bedroom or Fewer	85	14	- 83.5%
2 Bedrooms	1,438	309	- 78.5%
3 Bedrooms	1,786	529	- 70.4%
4 Bedrooms or More	863	317	- 63.3%
All Bedroom Counts	4,180	1,176	- 71.9%

	2-2021	2-2022	Change
1 Bedroom or Fewer	18	5	- 72.2%
2 Bedrooms	198	51	- 74.2%
3 Bedrooms	1,010	351	- 65.2%
4 Bedrooms or More	792	305	- 61.5%
All Single Family	2,019	712	- 64.7%
1 Bedroom or Fewer	67	9	- 86.6%
2 Bedrooms	1,240	258	- 79.2%
3 Bedrooms	776	178	- 77.1%
4 Bedrooms or More	71	12	- 83.1%
All Condo	2,161	464	- 78.5%

Listing and Sales Summary Report

February 2022



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Feb-22	Feb-21	% Change	Feb-22	Feb-21	% Change	Feb-22	Feb-21	% Change	Feb-22	Feb-21	% Change
Overall Naples Market*	\$550,000	\$400,000	+37.5%	804	1330	-39.5%	1,176	4,180	-71.9%	23	73	-68.5%
Collier County	\$564,900	\$419,450	+34.7%	870	1462	-40.5%	1,327	4,679	-71.6%	24	75	-68.0%
Ave Maria	\$319,000	\$296,290	+7.7%	21	16	+31.3%	13	79	-83.5%	34	91	-62.6%
Central Naples	\$433,000	\$288,000	+50.3%	137	179	-23.5%	166	597	-72.2%	19	66	-71.2%
East Naples	\$539,000	\$395,000	+36.5%	207	276	-25.0%	297	895	-66.8%	28	55	-49.1%
Everglades City	\$231,500	--	--	2	0	--	2	8	-75.0%	65	--	--
Immokalee	--	\$197,900	--	0	6	-100.0%	7	53	-86.8%	--	18	--
Immokalee / Ave Maria	\$319,000	\$274,000	+16.4%	21	22	-4.5%	20	132	-84.8%	34	71	-52.1%
Naples	\$556,500	\$408,700	+36.2%	783	1308	-40.1%	1,158	4,052	-71.4%	23	73	-68.5%
Naples Beach	\$926,000	\$880,000	+5.2%	154	285	-46.0%	311	925	-66.4%	32	100	-68.0%
North Naples	\$650,000	\$420,500	+54.6%	178	322	-44.7%	219	913	-76.0%	15	68	-77.9%
South Naples	\$400,000	\$286,500	+39.6%	107	246	-56.5%	163	718	-77.3%	17	75	-77.3%
34102	\$1,096,303	\$1,304,000	-15.9%	52	92	-43.5%	136	343	-60.3%	52	115	-54.8%
34103	\$950,000	\$1,237,500	-23.2%	49	76	-35.5%	85	272	-68.8%	31	87	-64.4%
34104	\$410,000	\$262,500	+56.2%	61	82	-25.6%	64	247	-74.1%	18	82	-78.0%
34105	\$546,384	\$325,000	+68.1%	46	76	-39.5%	48	256	-81.3%	7	60	-88.3%
34108	\$833,000	\$670,000	+24.3%	53	117	-54.7%	90	310	-71.0%	13	96	-86.5%
34109	\$692,000	\$445,000	+55.5%	41	93	-55.9%	59	218	-72.9%	9	54	-83.3%
34110	\$685,000	\$420,000	+63.1%	63	110	-42.7%	65	356	-81.7%	18	86	-79.1%
34112	\$310,000	\$249,500	+24.2%	58	122	-52.5%	91	364	-75.0%	16	67	-76.1%
34113	\$600,000	\$353,500	+69.7%	49	124	-60.5%	72	354	-79.7%	19	83	-77.1%
34114	\$656,000	\$394,750	+66.2%	71	130	-45.4%	70	397	-82.4%	25	75	-66.7%
34116	\$427,750	\$313,000	+36.7%	30	21	+42.9%	54	94	-42.6%	37	30	+23.3%
34117	\$472,598	\$370,000	+27.7%	36	25	+44.0%	77	120	-35.8%	42	33	+27.3%
34119	\$622,500	\$405,000	+53.7%	74	119	-37.8%	95	339	-72.0%	16	64	-75.0%
34120	\$512,500	\$410,245	+24.9%	100	121	-17.4%	150	378	-60.3%	25	39	-35.9%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$319,000	\$274,000	+16.4%	21	22	-4.5%	20	132	-84.8%	34	71	-52.1%

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

Local Market Update – February 2022

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Naples Beach

34102, 34103, 34108

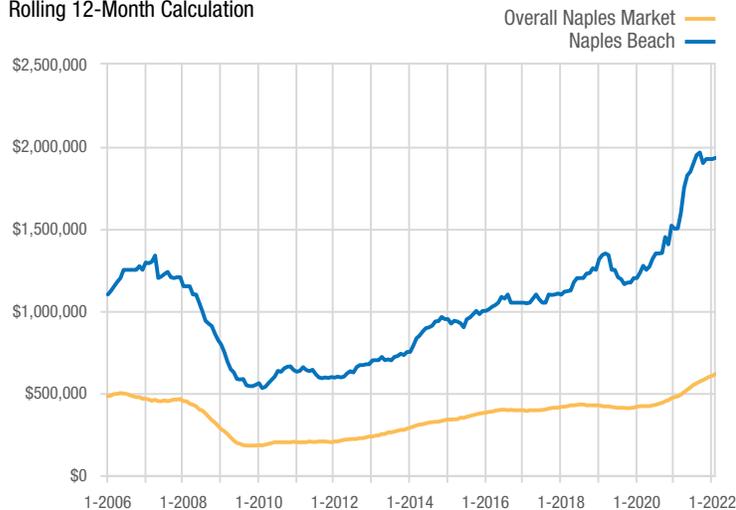
Single Family	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	121	108	- 10.7%	246	199	- 19.1%
Total Sales	94	54	- 42.6%	187	102	- 45.5%
Days on Market Until Sale	111	35	- 68.5%	111	51	- 54.1%
Median Closed Price*	\$1,715,000	\$926,000	- 46.0%	\$1,705,000	\$926,000	- 45.7%
Average Closed Price*	\$3,289,652	\$3,436,367	+ 4.5%	\$3,203,773	\$3,879,716	+ 21.1%
Percent of List Price Received*	97.0%	99.8%	+ 2.9%	96.2%	99.5%	+ 3.4%
Inventory of Homes for Sale	319	160	- 49.8%	—	—	—
Months Supply of Inventory	3.7	1.9	- 48.6%	—	—	—

Condo	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	186	141	- 24.2%	379	309	- 18.5%
Total Sales	191	100	- 47.6%	333	210	- 36.9%
Days on Market Until Sale	94	30	- 68.1%	95	26	- 72.6%
Median Closed Price*	\$705,000	\$930,000	+ 31.9%	\$730,000	\$996,250	+ 36.5%
Average Closed Price*	\$1,214,410	\$1,662,363	+ 36.9%	\$1,119,373	\$1,585,146	+ 41.6%
Percent of List Price Received*	95.9%	100.2%	+ 4.5%	95.9%	100.4%	+ 4.7%
Inventory of Homes for Sale	606	151	- 75.1%	—	—	—
Months Supply of Inventory	5.0	1.0	- 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.

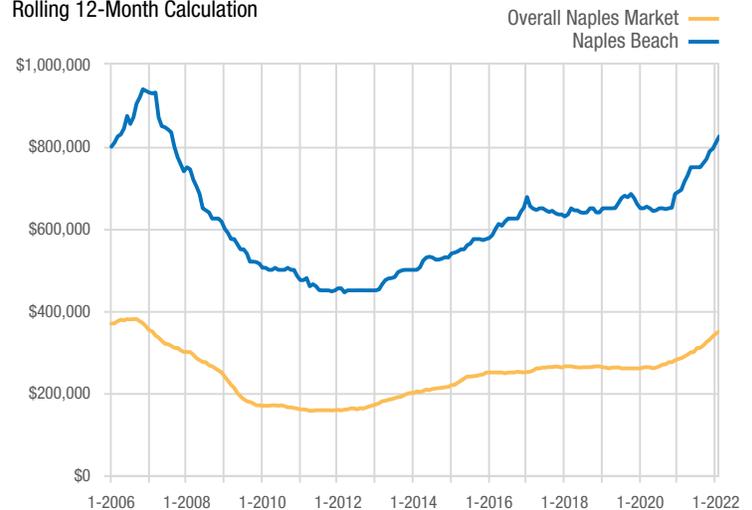
Median Closed Price - Single Family

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.

Local Market Update – February 2022

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North Naples

34109, 34110, 34119

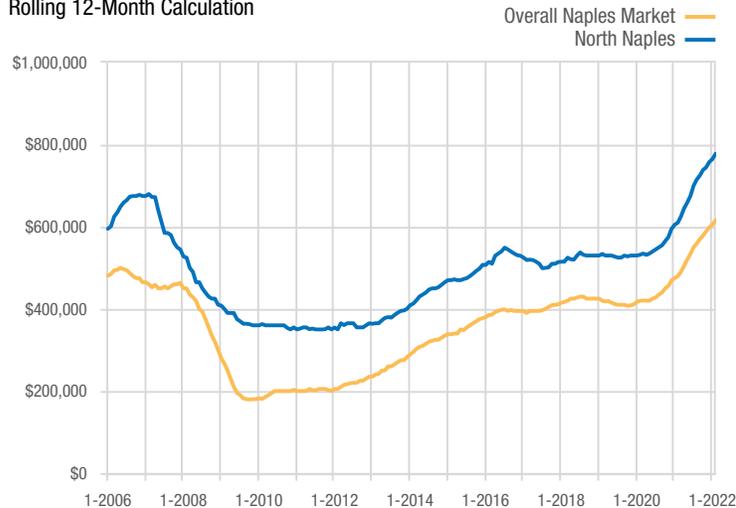
Single Family	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	177	140	- 20.9%	365	278	- 23.8%
Total Sales	126	83	- 34.1%	254	174	- 31.5%
Days on Market Until Sale	71	20	- 71.8%	66	20	- 69.7%
Median Closed Price*	\$666,624	\$960,000	+ 44.0%	\$700,000	\$871,500	+ 24.5%
Average Closed Price*	\$955,311	\$1,234,349	+ 29.2%	\$998,420	\$1,174,306	+ 17.6%
Percent of List Price Received*	97.5%	101.9%	+ 4.5%	97.2%	100.9%	+ 3.8%
Inventory of Homes for Sale	435	114	- 73.8%	—	—	—
Months Supply of Inventory	3.1	0.8	- 74.2%	—	—	—

Condo	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	175	172	- 1.7%	401	346	- 13.7%
Total Sales	196	95	- 51.5%	358	198	- 44.7%
Days on Market Until Sale	67	11	- 83.6%	78	12	- 84.6%
Median Closed Price*	\$300,000	\$405,000	+ 35.0%	\$293,228	\$415,000	+ 41.5%
Average Closed Price*	\$417,904	\$555,856	+ 33.0%	\$404,429	\$514,797	+ 27.3%
Percent of List Price Received*	97.2%	102.2%	+ 5.1%	96.8%	102.2%	+ 5.6%
Inventory of Homes for Sale	478	105	- 78.0%	—	—	—
Months Supply of Inventory	3.1	0.6	- 80.6%	—	—	—

* 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.

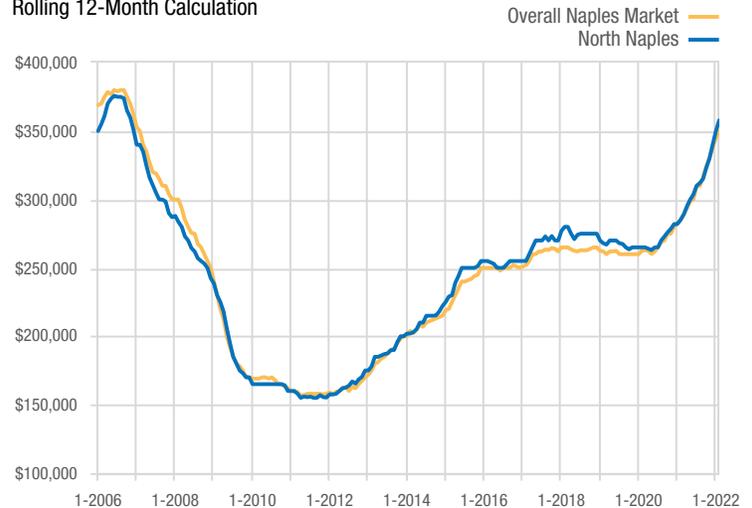
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – February 2022

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Central Naples

34104, 34105, 34116

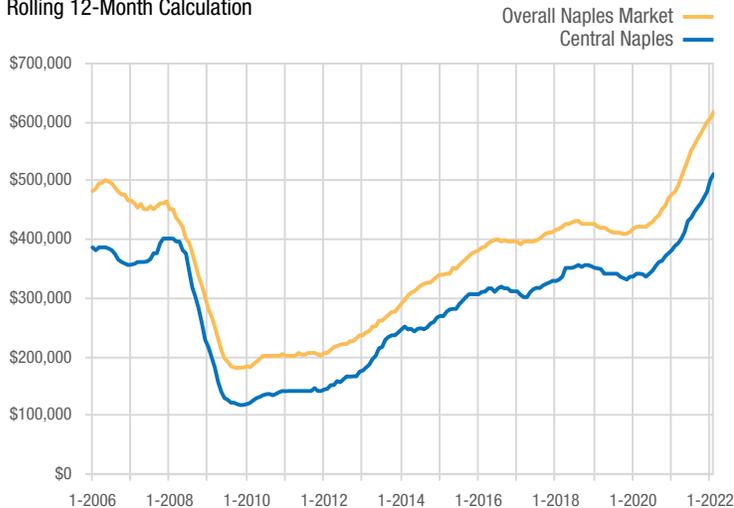
Single Family	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	98	96	- 2.0%	191	187	- 2.1%
Total Sales	71	77	+ 8.5%	137	142	+ 3.6%
Days on Market Until Sale	62	23	- 62.9%	61	21	- 65.6%
Median Closed Price*	\$449,000	\$561,000	+ 24.9%	\$425,000	\$557,000	+ 31.1%
Average Closed Price*	\$736,741	\$822,779	+ 11.7%	\$799,288	\$824,126	+ 3.1%
Percent of List Price Received*	97.5%	100.4%	+ 3.0%	97.3%	99.9%	+ 2.7%
Inventory of Homes for Sale	241	95	- 60.6%	—	—	—
Months Supply of Inventory	3.5	1.1	- 68.6%	—	—	—

Condo	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	128	97	- 24.2%	273	203	- 25.6%
Total Sales	108	60	- 44.4%	196	126	- 35.7%
Days on Market Until Sale	70	13	- 81.4%	68	13	- 80.9%
Median Closed Price*	\$215,000	\$338,000	+ 57.2%	\$217,250	\$300,000	+ 38.1%
Average Closed Price*	\$242,777	\$366,551	+ 51.0%	\$246,688	\$354,418	+ 43.7%
Percent of List Price Received*	96.1%	102.9%	+ 7.1%	96.2%	101.5%	+ 5.5%
Inventory of Homes for Sale	356	71	- 80.1%	—	—	—
Months Supply of Inventory	4.8	0.7	- 85.4%	—	—	—

* 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.

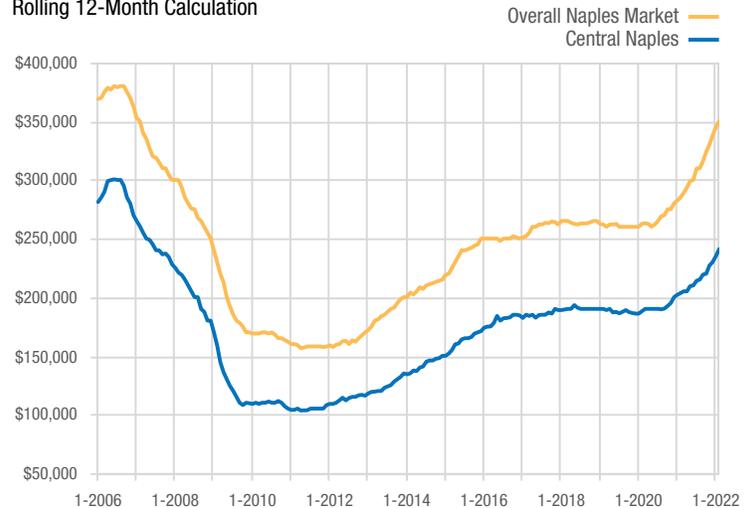
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – February 2022

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South Naples

34112, 34113

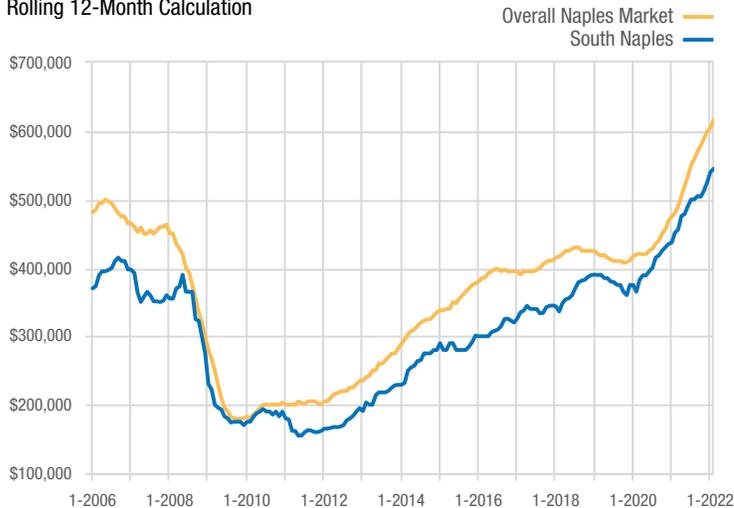
Single Family	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	97	64	- 34.0%	203	131	- 35.5%
Total Sales	73	35	- 52.1%	147	75	- 49.0%
Days on Market Until Sale	76	26	- 65.8%	78	29	- 62.8%
Median Closed Price*	\$531,000	\$600,000	+ 13.0%	\$490,000	\$675,000	+ 37.8%
Average Closed Price*	\$698,384	\$815,937	+ 16.8%	\$643,745	\$853,356	+ 32.6%
Percent of List Price Received*	97.1%	100.4%	+ 3.4%	96.8%	100.2%	+ 3.5%
Inventory of Homes for Sale	267	77	- 71.2%	—	—	—
Months Supply of Inventory	4.0	1.1	- 72.5%	—	—	—

Condo	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	158	134	- 15.2%	349	252	- 27.8%
Total Sales	173	72	- 58.4%	314	165	- 47.5%
Days on Market Until Sale	75	13	- 82.7%	81	12	- 85.2%
Median Closed Price*	\$242,000	\$345,000	+ 42.6%	\$241,000	\$349,500	+ 45.0%
Average Closed Price*	\$273,344	\$407,876	+ 49.2%	\$264,770	\$392,617	+ 48.3%
Percent of List Price Received*	96.5%	101.6%	+ 5.3%	96.3%	101.4%	+ 5.3%
Inventory of Homes for Sale	451	86	- 80.9%	—	—	—
Months Supply of Inventory	3.8	0.6	- 84.2%	—	—	—

* 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.

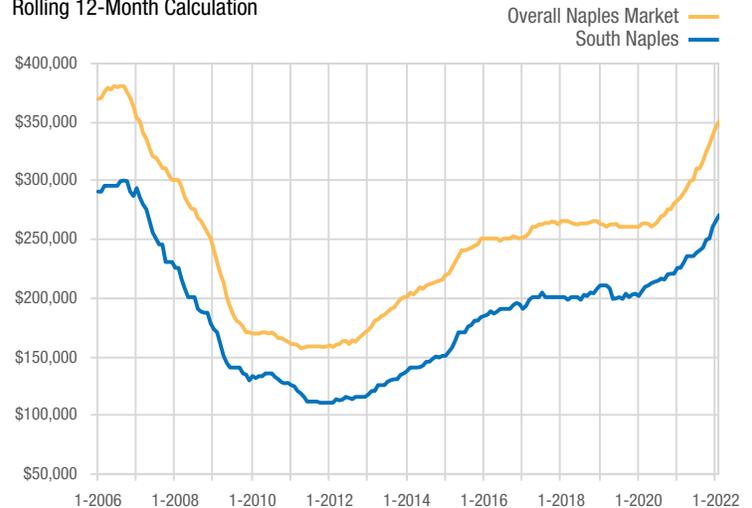
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – February 2022

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East Naples

34114, 34117, 34120, 34137

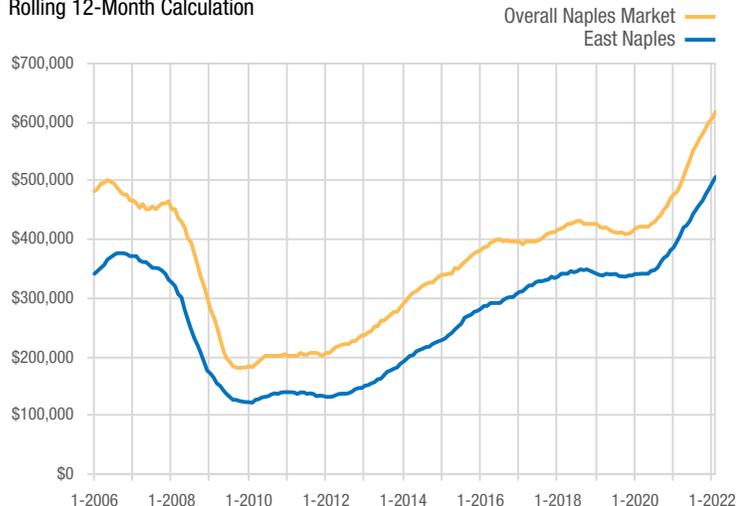
Single Family	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	206	206	0.0%	454	438	- 3.5%
Total Sales	192	171	- 10.9%	337	302	- 10.4%
Days on Market Until Sale	51	30	- 41.2%	55	31	- 43.6%
Median Closed Price*	\$450,000	\$560,000	+ 24.4%	\$450,000	\$579,950	+ 28.9%
Average Closed Price*	\$498,420	\$670,388	+ 34.5%	\$503,210	\$681,345	+ 35.4%
Percent of List Price Received*	98.0%	98.6%	+ 0.6%	97.6%	98.4%	+ 0.8%
Inventory of Homes for Sale	641	249	- 61.2%	—	—	—
Months Supply of Inventory	3.5	1.3	- 62.9%	—	—	—

Condo	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	91	79	- 13.2%	194	159	- 18.0%
Total Sales	84	36	- 57.1%	162	90	- 44.4%
Days on Market Until Sale	64	18	- 71.9%	63	23	- 63.5%
Median Closed Price*	\$321,000	\$439,950	+ 37.1%	\$305,915	\$425,000	+ 38.9%
Average Closed Price*	\$314,489	\$470,572	+ 49.6%	\$307,306	\$470,806	+ 53.2%
Percent of List Price Received*	97.8%	100.9%	+ 3.2%	97.4%	100.2%	+ 2.9%
Inventory of Homes for Sale	254	48	- 81.1%	—	—	—
Months Supply of Inventory	3.6	0.6	- 83.3%	—	—	—

* 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.

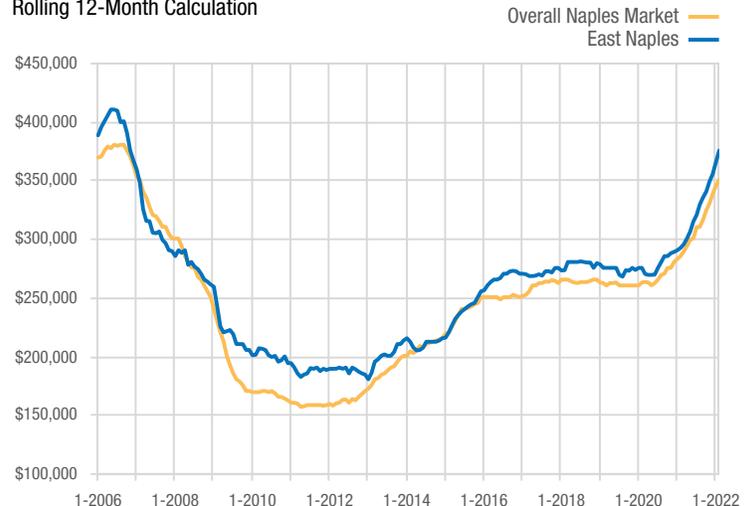
Median Closed Price - Single Family

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 – February 2022

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

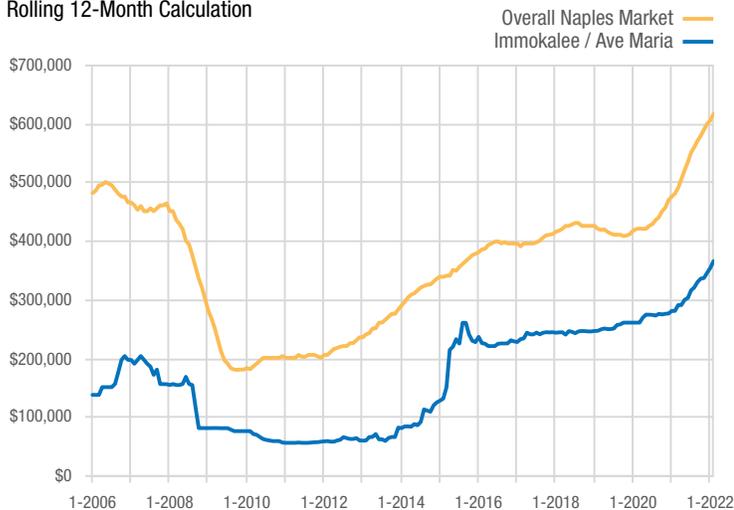
Single Family	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	27	17	- 37.0%	56	38	- 32.1%
Total Sales	19	10	- 47.4%	34	34	0.0%
Days on Market Until Sale	67	30	- 55.2%	64	25	- 60.9%
Median Closed Price*	\$280,000	\$427,500	+ 52.7%	\$282,295	\$417,500	+ 47.9%
Average Closed Price*	\$295,426	\$475,434	+ 60.9%	\$293,867	\$459,085	+ 56.2%
Percent of List Price Received*	97.2%	99.4%	+ 2.3%	97.5%	99.5%	+ 2.1%
Inventory of Homes for Sale	116	17	- 85.3%	—	—	—
Months Supply of Inventory	7.1	0.7	- 90.1%	—	—	—

Condo	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	3	7	+ 133.3%	7	12	+ 71.4%
Total Sales	3	11	+ 266.7%	6	13	+ 116.7%
Days on Market Until Sale	99	38	- 61.6%	93	58	- 37.6%
Median Closed Price*	\$261,360	\$283,997	+ 8.7%	\$223,180	\$283,997	+ 27.3%
Average Closed Price*	\$242,980	\$282,453	+ 16.2%	\$195,973	\$287,537	+ 46.7%
Percent of List Price Received*	97.1%	100.0%	+ 3.0%	96.9%	100.8%	+ 4.0%
Inventory of Homes for Sale	16	3	- 81.3%	—	—	—
Months Supply of Inventory	5.7	0.7	- 87.7%	—	—	—

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

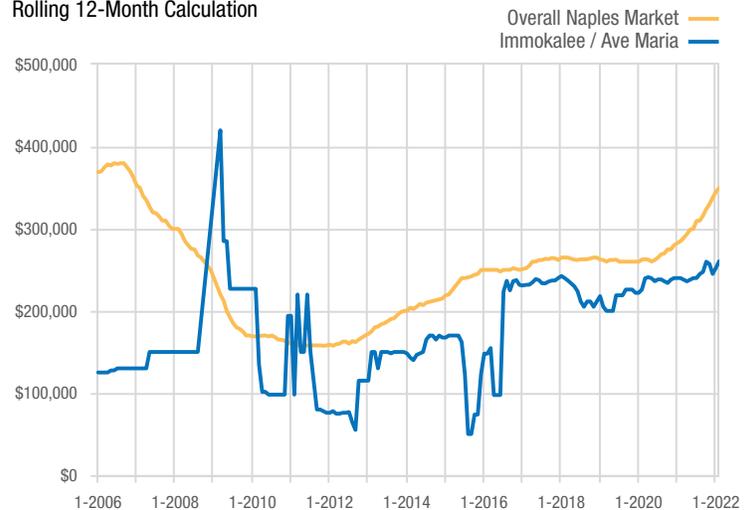
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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