

Naples Area Market Report



September 2021

2021 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island). Historically, September is the slowest month for home sales in Naples, but the area's reputable natural beauty and home-value potential continue to increase its desirability to home buyers. Closed sales in September decreased 18.9 percent to 914 closed sales from 1,127 closed sales in September 2020, a result of low inventory.

A decrease of 213 homes sales might seem like home buying interest is waning but consider the inventory factor. In September 2020, there were 5,287 properties available. While in September 2021, the month ended with just 1,251 properties for sale (a 76.3 percent decrease). Comparing showing activity also sheds light on the situation. There were roughly 23 showings per home during September compared to under seven showings per home in September 2020. Basically, more buyers are looking at fewer properties this year.

Since January, there has been a 48 percent increase in closed sales over the same nine months in 2020. Inventory of homes is suffering from the same supply chain issues as other commodities made in America, all due to the pandemic. But opportunities to invest in Naples real estate are still out there as developers are selling lots again. Yet, most newly constructed homes don't get added to the MLS until they sell so they are not reflected in the report's inventory numbers.

Median closed price in September increased 18.9 percent to \$455,000 from \$382,744 in September 2020. The Market Report also showed new listings in September decreased 28.4 percent to 961 from 1,342 new listings in September 2020. However, while new listings of condominiums decreased 2.7 percent during the first nine months of 2021, new listings of single-family homes increased 3.5 percent during the first nine months of 2021!

Quick Facts

- 18.9%	+ 18.9%	- 76.3%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 86.6%	+ 82.1%	+ 65.1%
Price Range With the Strongest Sales: \$1,000,001 to \$2,000,000	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	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,342	961	- 28.4%	11,806	11,850	+ 0.4%
Total Sales		1,127	914	- 18.9%	8,509	12,597	+ 48.0%
Days on Market Until Sale		90	24	- 73.3%	94	49	- 47.9%
Median Closed Price		\$382,744	\$455,000	+ 18.9%	\$360,000	\$432,750	+ 20.2%
Average Closed Price		\$642,406	\$737,264	+ 14.8%	\$658,524	\$800,293	+ 21.5%
Percent of List Price Received		96.1%	99.4%	+ 3.4%	95.8%	98.4%	+ 2.7%
Pending Listings		1,509	1,085	- 28.1%	9,729	15,302	+ 57.3%
Inventory of Homes for Sale		5,287	1,251	- 76.3%	—	—	—
Months Supply of Inventory		5.8	0.9	- 84.5%	—	—	—

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	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		688	525	- 23.7%	5,838	6,043	+ 3.5%
Total Sales		598	442	- 26.1%	4,443	5,851	+ 31.7%
Days on Market Until Sale		88	25	- 71.6%	94	45	- 52.1%
Median Closed Price		\$473,000	\$616,000	+ 30.2%	\$449,950	\$589,000	+ 30.9%
Average Closed Price		\$761,105	\$933,583	+ 22.7%	\$809,452	\$1,094,701	+ 35.2%
Percent of List Price Received		96.4%	98.8%	+ 2.5%	96.1%	98.5%	+ 2.5%
Pending Listings		778	553	- 28.9%	6,161	7,232	+ 17.4%
Inventory of Homes for Sale		2,441	786	- 67.8%	—	—	—
Months Supply of Inventory		5.1	1.2	- 76.5%	—	—	—

Condo Market Overview

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



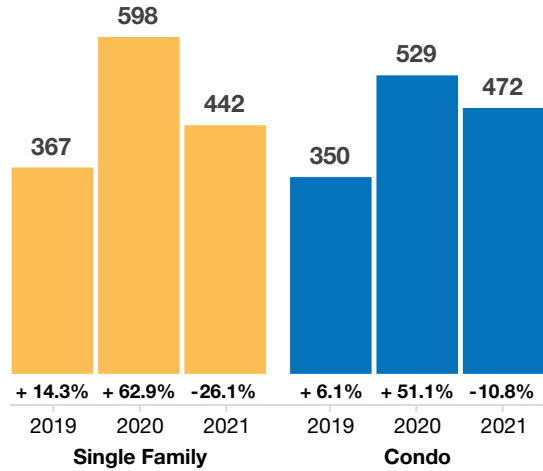
Key Metrics	Historical Sparkbars	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		654	436	- 33.3%	5,968	5,807	- 2.7%
Total Sales		529	472	- 10.8%	4,066	6,746	+ 65.9%
Days on Market Until Sale		91	23	- 74.7%	93	53	- 43.0%
Median Closed Price		\$287,000	\$355,000	+ 23.7%	\$275,000	\$325,000	+ 18.2%
Average Closed Price		\$508,225	\$553,839	+ 9.0%	\$493,594	\$544,989	+ 10.4%
Percent of List Price Received		95.8%	99.9%	+ 4.3%	95.4%	98.2%	+ 2.9%
Pending Listings		731	532	- 27.2%	5,612	8,070	+ 43.8%
Inventory of Homes for Sale		2,846	465	- 83.7%	—	—	—
Months Supply of Inventory		6.5	0.6	- 90.8%	—	—	—

Overall Closed Sales

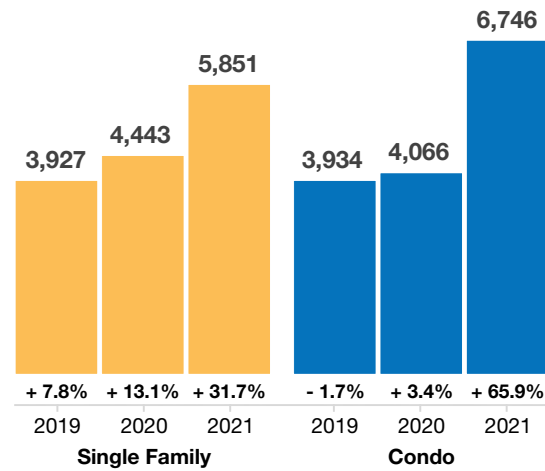
A count of the actual sales that closed in a given month.



September

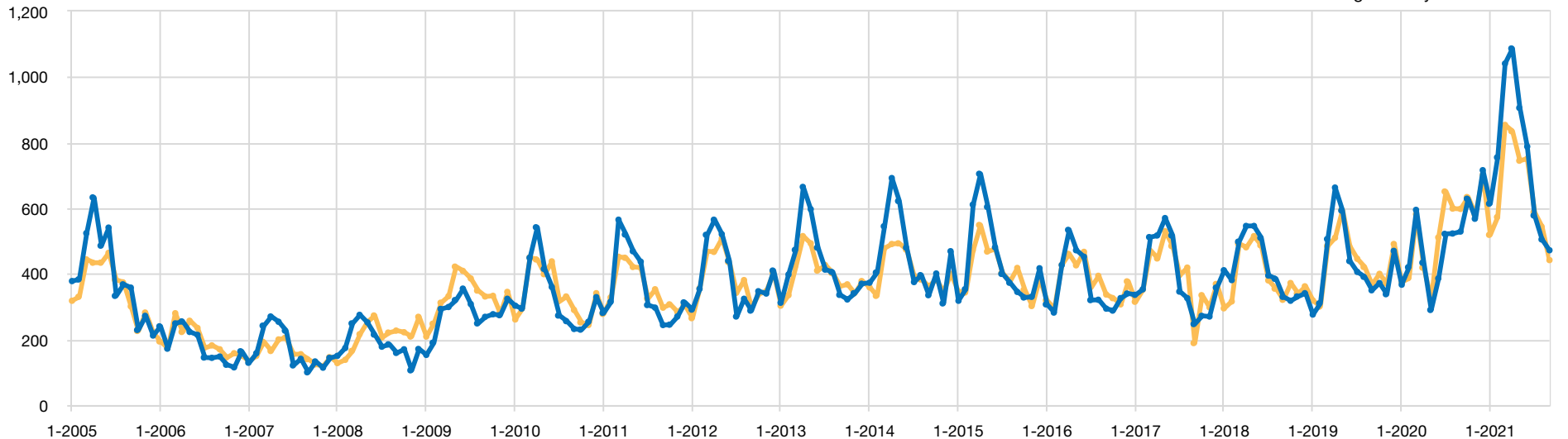


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2020	634	+ 58.5%	629	+ 69.1%
Nov-2020	580	+ 56.3%	568	+ 68.0%
Dec-2020	701	+ 42.8%	716	+ 52.3%
Jan-2021	519	+ 38.8%	614	+ 67.3%
Feb-2021	573	+ 48.1%	755	+ 79.8%
Mar-2021	854	+ 46.7%	1,041	+ 75.0%
Apr-2021	835	+ 99.3%	1,087	+ 150.5%
May-2021	745	+ 131.4%	906	+ 212.4%
Jun-2021	751	+ 47.0%	788	+ 104.1%
Jul-2021	588	- 9.7%	578	+ 10.7%
Aug-2021	544	- 9.2%	505	- 3.4%
Sep-2021	442	- 26.1%	472	- 10.8%
12-Month Avg	647	+ 36.2%	722	+ 65.2%

Overall Closed Sales by Month



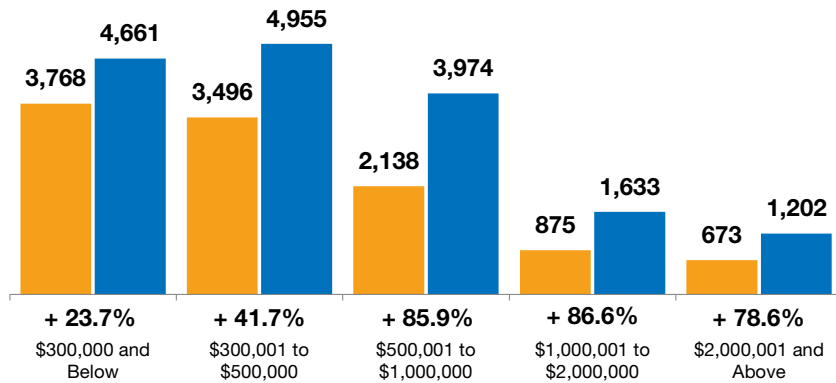
Overall Closed Sales by Price Range

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



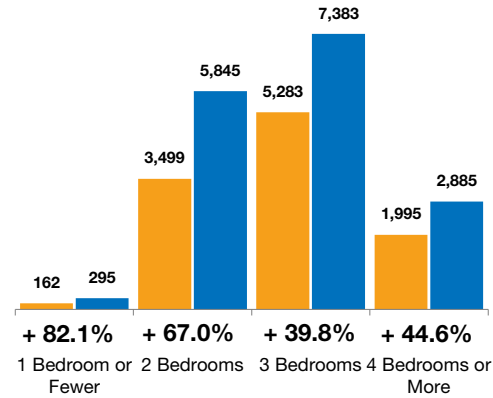
By Price Range

9-2020 9-2021



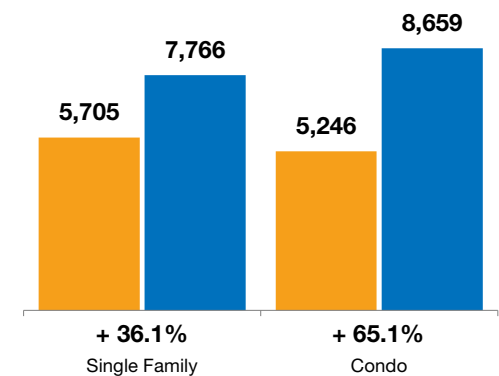
By Bedroom Count

9-2020 9-2021



By Property Type

9-2020 9-2021



All Properties

By Price Range	9-2020	9-2021	Change
\$300,000 and Below	3,768	4,661	+ 23.7%
\$300,001 to \$500,000	3,496	4,955	+ 41.7%
\$500,001 to \$1,000,000	2,138	3,974	+ 85.9%
\$1,000,001 to \$2,000,000	875	1,633	+ 86.6%
\$2,000,001 and Above	673	1,202	+ 78.6%
All Price Ranges	10,951	16,425	+ 50.0%

Single Family

9-2020	9-2021	Change	9-2020	9-2021	Change
937	694	- 25.9%	2831	3967	+ 40.1%
2,246	2,500	+ 11.3%	1250	2455	+ 96.4%
1,517	2,682	+ 76.8%	621	1292	+ 108.1%
540	1,018	+ 88.5%	335	615	+ 83.6%
464	872	+ 87.9%	209	330	+ 57.9%
5,705	7,766	+ 36.1%	5,246	8,659	+ 65.1%

Condo

By Bedroom Count	9-2020	9-2021	Change
1 Bedroom or Fewer	162	295	+ 82.1%
2 Bedrooms	3,499	5,845	+ 67.0%
3 Bedrooms	5,283	7,383	+ 39.8%
4 Bedrooms or More	1,995	2,885	+ 44.6%
All Bedroom Counts	10,951	16,425	+ 50.0%

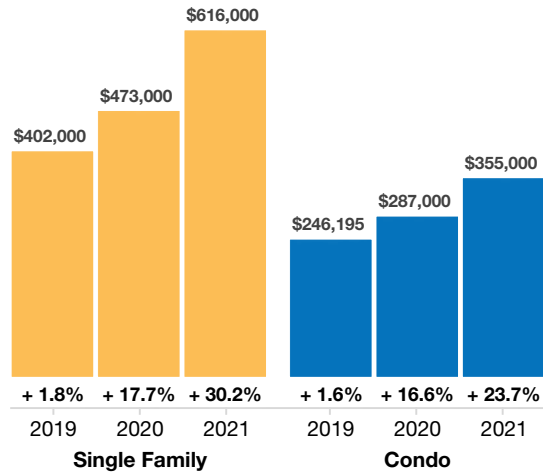
9-2020	9-2021	Change	9-2020	9-2021	Change
23	31	+ 34.8%	139	264	+ 89.9%
497	839	+ 68.8%	3,002	5,006	+ 66.8%
3,338	4,178	+ 25.2%	1,945	3,205	+ 64.8%
1,846	2,714	+ 47.0%	149	171	+ 14.8%
5,705	7,766	+ 36.1%	5,246	8,659	+ 65.1%

Overall Median Closed Price

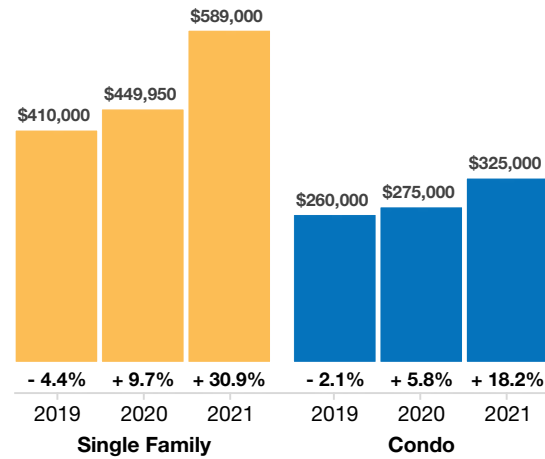
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



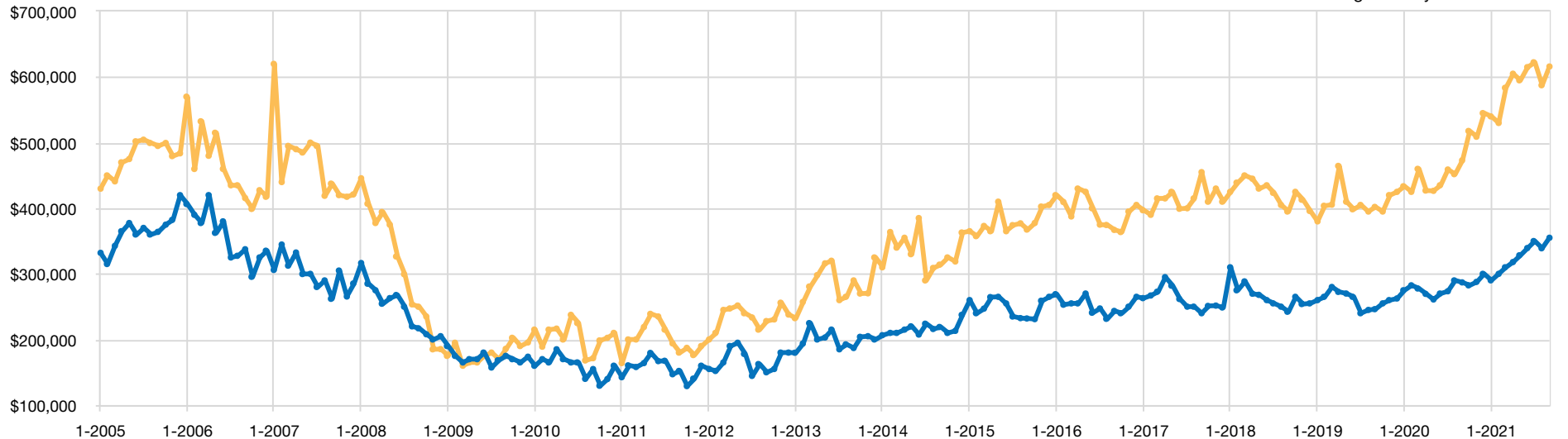
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2020	\$517,750	+ 31.1%	\$282,500	+ 10.8%
Nov-2020	\$509,000	+ 21.2%	\$287,750	+ 10.7%
Dec-2020	\$545,000	+ 28.2%	\$300,000	+ 14.3%
Jan-2021	\$540,000	+ 24.6%	\$290,132	+ 5.5%
Feb-2021	\$530,000	+ 24.7%	\$300,000	+ 6.2%
Mar-2021	\$583,530	+ 26.9%	\$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%	\$339,300	+ 25.7%
Jul-2021	\$622,415	+ 35.6%	\$349,950	+ 28.0%
Aug-2021	\$587,500	+ 30.0%	\$339,000	+ 16.9%
Sep-2021	\$616,000	+ 30.2%	\$355,000	+ 23.7%
12-Month Avg*	\$571,500	+ 29.9%	\$316,000	+ 17.0%

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

Overall Median Closed Price by Month



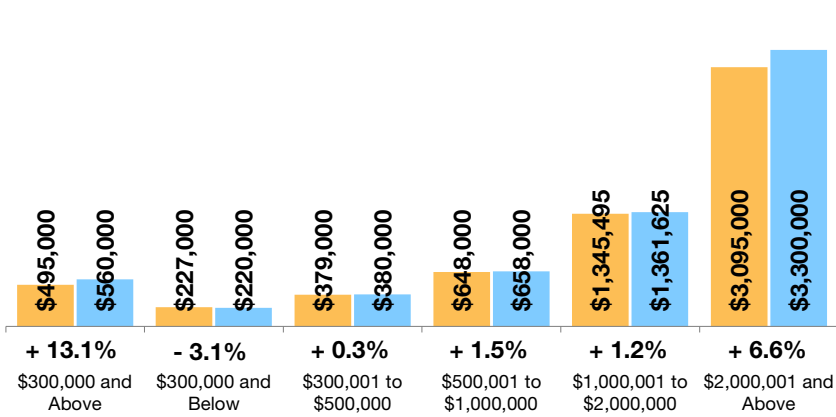
Overall Median Closed Price by Price Range

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



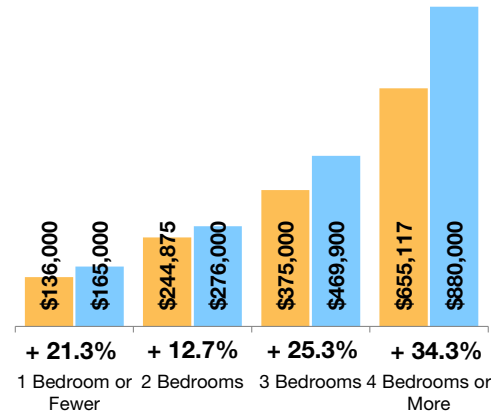
By Price Range

9-2020 9-2021



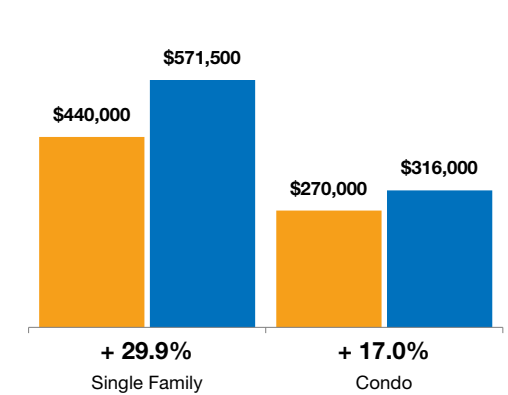
By Bedroom Count

9-2020 9-2021



By Property Type

9-2020 9-2021



All Properties

By Price Range

	9-2020	9-2021	Change
\$300,000 and Above	\$495,000	\$560,000	+ 13.1%
\$300,000 and Below	\$227,000	\$220,000	- 3.1%
\$300,001 to \$500,000	\$379,000	\$380,000	+ 0.3%
\$500,001 to \$1,000,000	\$648,000	\$658,000	+ 1.5%
\$1,000,001 to \$2,000,000	\$1,345,495	\$1,361,625	+ 1.2%
\$2,000,001 and Above	\$3,095,000	\$3,300,000	+ 6.6%
All Price Ranges	\$355,000	\$425,000	+ 19.7%

Single Family

	9-2020	9-2021	Change
\$300,000 and Above	\$499,000	\$615,000	+ 23.2%
\$300,000 and Below	\$270,000	\$239,900	- 11.1%
\$300,001 to \$500,000	\$388,000	\$395,000	+ 1.8%
\$500,001 to \$1,000,000	\$639,500	\$659,000	+ 3.0%
\$1,000,001 to \$2,000,000	\$1,325,000	\$1,350,000	+ 1.9%
\$2,000,001 and Above	\$3,300,000	\$3,500,000	+ 6.1%
All Price Ranges	\$440,000	\$571,500	+ 29.9%

Condo

	9-2020	9-2021	Change
\$300,000 and Above	\$490,000	\$480,000	- 2.0%
\$300,000 and Below	\$210,000	\$217,000	+ 3.3%
\$300,001 to \$500,000	\$359,000	\$370,000	+ 3.1%
\$500,001 to \$1,000,000	\$677,000	\$655,000	- 3.2%
\$1,000,001 to \$2,000,000	\$1,400,000	\$1,376,083	- 1.7%
\$2,000,001 and Above	\$2,500,000	\$2,897,500	+ 15.9%
All Price Ranges	\$270,000	\$316,000	+ 17.0%

By Bedroom Count

	9-2020	9-2021	Change
1 Bedroom or Fewer	\$136,000	\$165,000	+ 21.3%
2 Bedrooms	\$244,875	\$276,000	+ 12.7%
3 Bedrooms	\$375,000	\$469,900	+ 25.3%
4 Bedrooms or More	\$655,117	\$880,000	+ 34.3%
All Bedroom Counts	\$355,000	\$425,000	+ 19.7%

	9-2020	9-2021	Change
1 Bedroom or Fewer	\$93,000	\$85,000	- 8.6%
2 Bedrooms	\$300,000	\$365,000	+ 21.7%
3 Bedrooms	\$403,000	\$514,000	+ 27.5%
4 Bedrooms or More	\$625,912	\$870,000	+ 39.0%
All Bedroom Counts	\$440,000	\$571,500	+ 29.9%

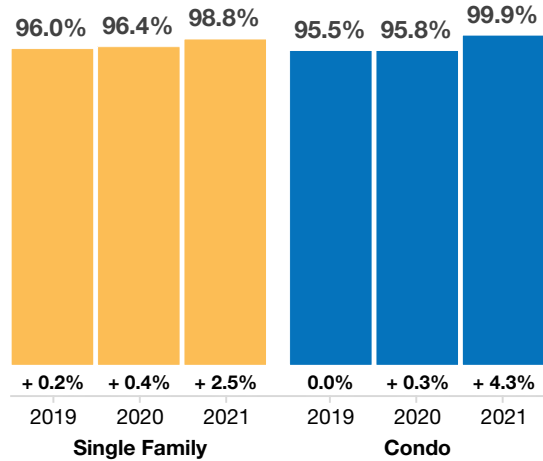
	9-2020	9-2021	Change
1 Bedroom or Fewer	\$161,500	\$175,000	+ 8.4%
2 Bedrooms	\$234,000	\$265,000	+ 13.2%
3 Bedrooms	\$321,000	\$395,000	+ 23.1%
4 Bedrooms or More	\$2,100,000	\$1,850,000	- 11.9%
All Bedroom Counts	\$270,000	\$316,000	+ 17.0%

Overall Percent of Current List Price Received

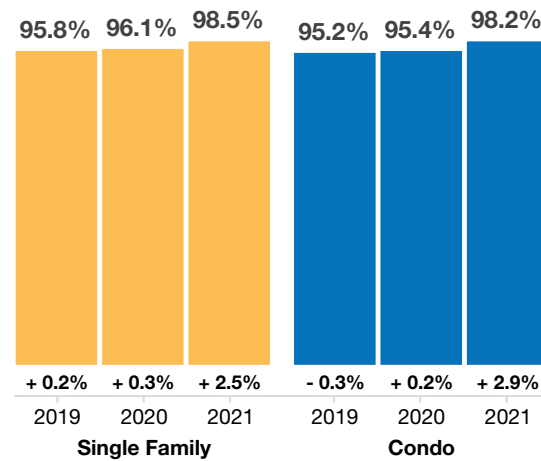
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



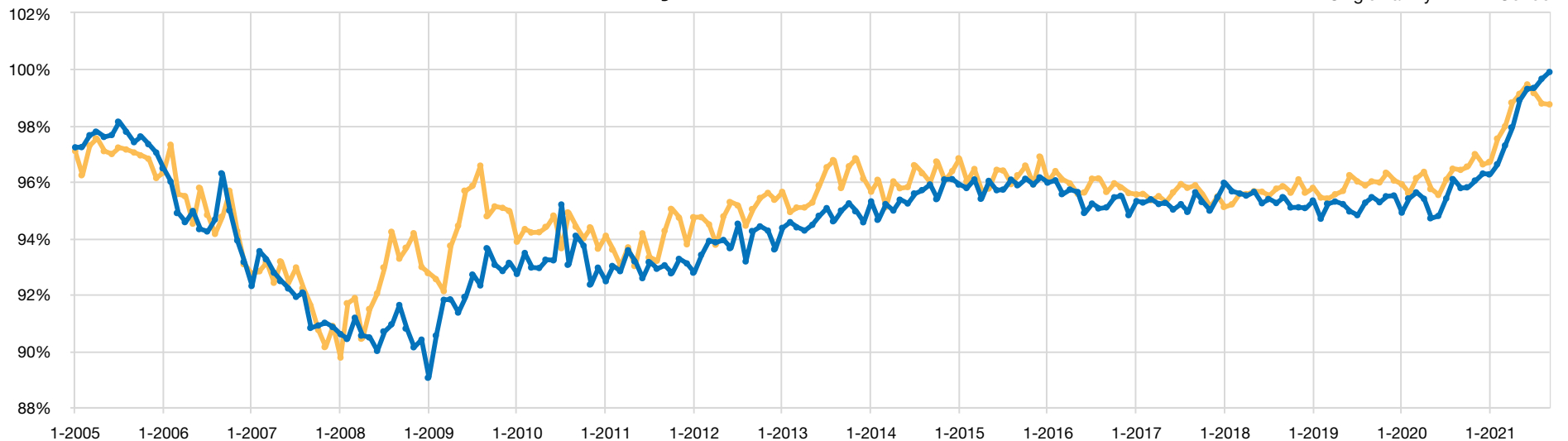
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2020	96.5%	+ 0.5%	95.8%	+ 0.5%
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%	99.3%	+ 4.1%
Aug-2021	98.8%	+ 2.4%	99.7%	+ 3.7%
Sep-2021	98.8%	+ 2.5%	99.9%	+ 4.3%
12-Month Avg*	98.1%	+ 2.1%	97.7%	+ 2.4%

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

Overall Percent of Current List Price Received by Month

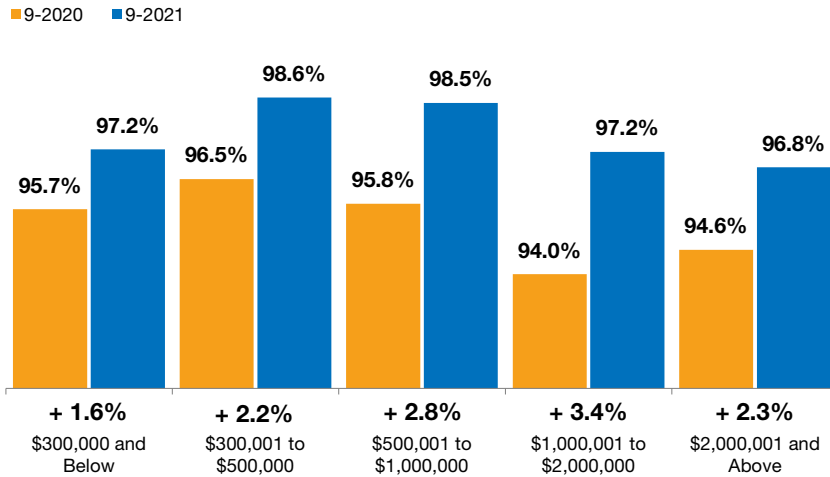


Overall Percent of Current List Price Received by Price Range

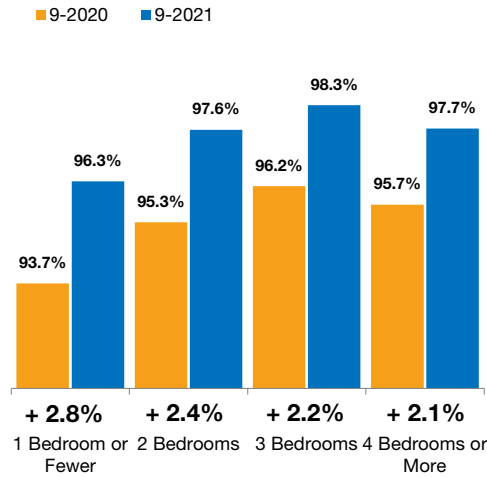


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

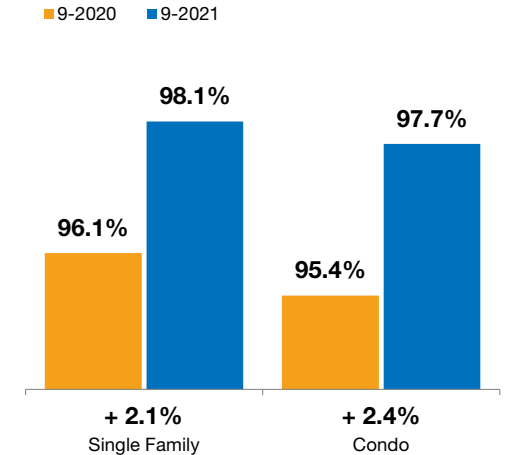
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$300,000 and Below	95.7%	97.2%	+ 1.6%
\$300,001 to \$500,000	96.5%	98.6%	+ 2.2%
\$500,001 to \$1,000,000	95.8%	98.5%	+ 2.8%
\$1,000,001 to \$2,000,000	94.0%	97.2%	+ 3.4%
\$2,000,001 and Above	94.6%	96.8%	+ 2.3%
All Price Ranges	95.8%	97.9%	+ 2.2%

Single Family

9-2020	9-2021	Change
96.6%	96.7%	+ 0.1%
96.8%	98.6%	+ 1.9%
96.1%	98.7%	+ 2.7%
93.4%	97.4%	+ 4.3%
93.9%	96.6%	+ 2.9%
96.1%	98.1%	+ 2.1%

Condo

9-2020	9-2021	Change
95.4%	97.3%	+ 2.0%
95.8%	98.6%	+ 2.9%
95.2%	97.9%	+ 2.8%
95.0%	96.9%	+ 2.0%
96.2%	97.2%	+ 1.0%
95.4%	97.7%	+ 2.4%

By Bedroom Count

By Bedroom Count	9-2020	9-2021	Change
1 Bedroom or Fewer	93.7%	96.3%	+ 2.8%
2 Bedrooms	95.3%	97.6%	+ 2.4%
3 Bedrooms	96.2%	98.3%	+ 2.2%
4 Bedrooms or More	95.7%	97.7%	+ 2.1%
All Bedroom Counts	95.8%	97.9%	+ 2.2%

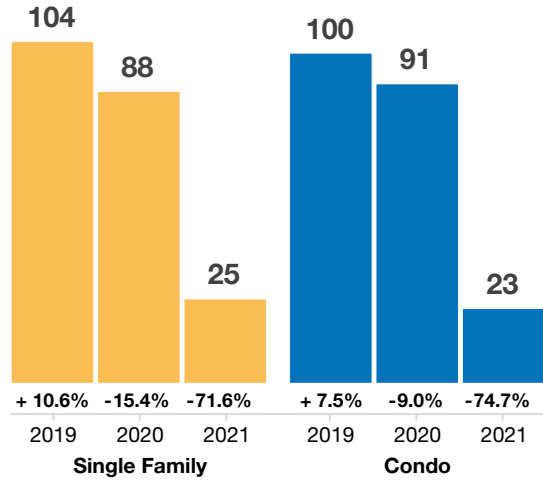
9-2020	9-2021	Change
92.4%	93.2%	+ 0.9%
95.1%	97.5%	+ 2.5%
96.5%	98.5%	+ 2.1%
95.6%	97.7%	+ 2.2%
96.1%	98.1%	+ 2.1%

Overall Days on Market Until Sale

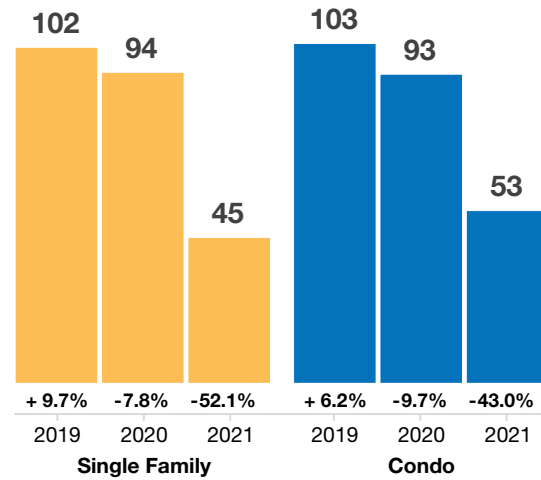
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



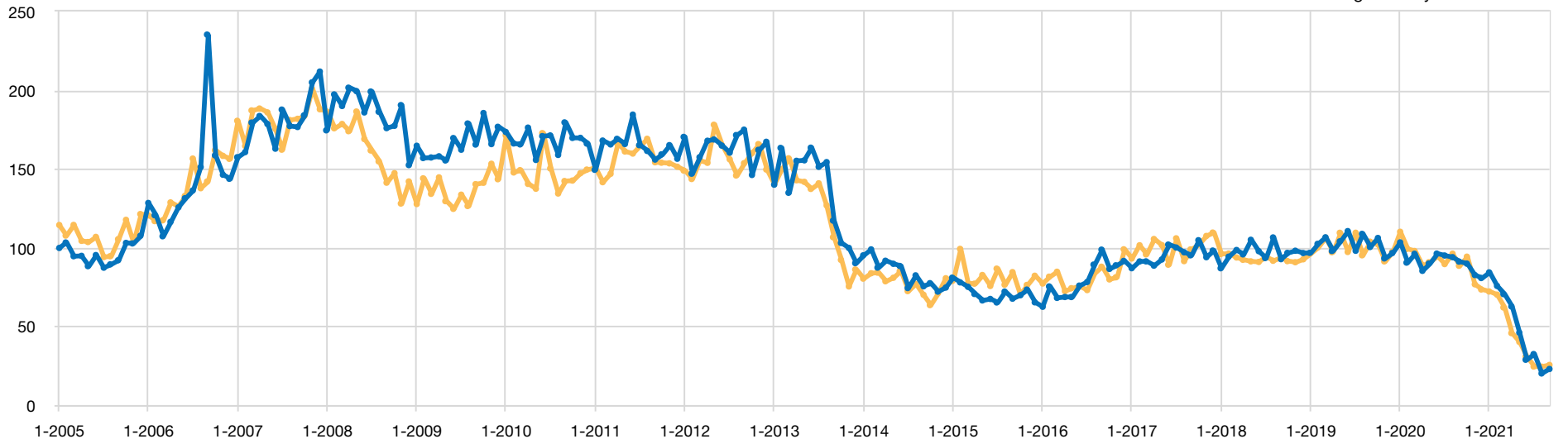
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2020	94	- 7.8%	90	- 15.1%
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	24	- 75.0%	20	- 78.7%
Sep-2021	25	- 71.6%	23	- 74.7%
12-Month Avg*	54	- 43.6%	60	- 37.1%

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

Overall Days on Market Until Sale by Month



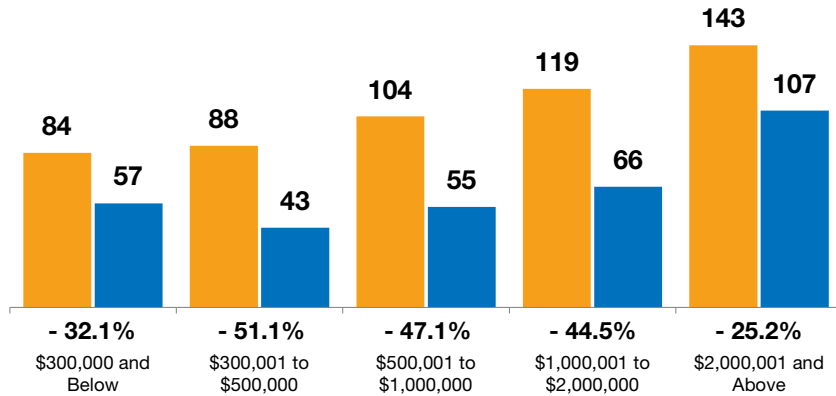
Overall Days on Market Until Sale by Price Range

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



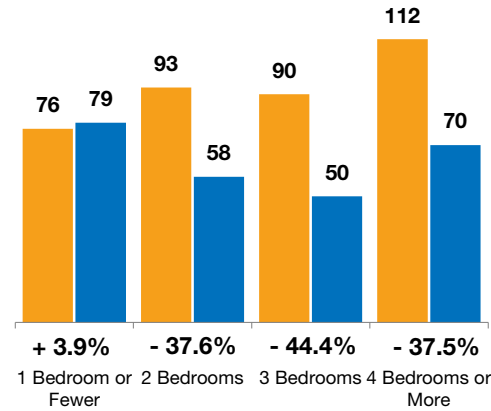
By Price Range

9-2020 9-2021



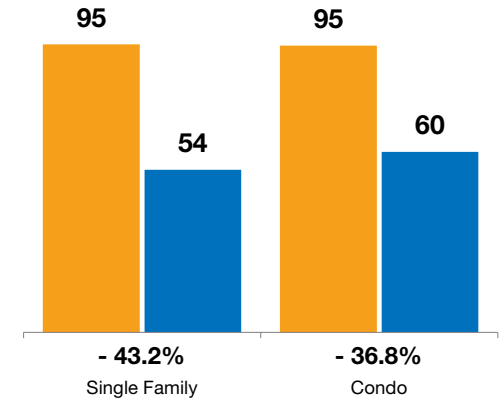
By Bedroom Count

9-2020 9-2021



By Property Type

9-2020 9-2021



All Properties

By Price Range	9-2020	9-2021	Change
\$300,000 and Below	84	57	- 32.1%
\$300,001 to \$500,000	88	43	- 51.1%
\$500,001 to \$1,000,000	104	55	- 47.1%
\$1,000,001 to \$2,000,000	119	66	- 44.5%
\$2,000,001 and Above	143	107	- 25.2%
All Price Ranges	95	57	- 40.0%

Single Family

9-2020	9-2021	Change	9-2020	9-2021	Change
71	59	- 16.9%	89	56	- 37.1%
85	38	- 55.3%	95	49	- 48.4%
100	46	- 54.0%	114	73	- 36.0%
124	60	- 51.6%	111	75	- 32.4%
161	111	- 31.1%	100	98	- 2.0%
95	54	- 43.2%	95	60	- 36.8%

Condo

By Bedroom Count	9-2020	9-2021	Change
1 Bedroom or Fewer	76	79	+ 3.9%
2 Bedrooms	93	58	- 37.6%
3 Bedrooms	90	50	- 44.4%
4 Bedrooms or More	112	70	- 37.5%
All Bedroom Counts	95	57	- 40.0%

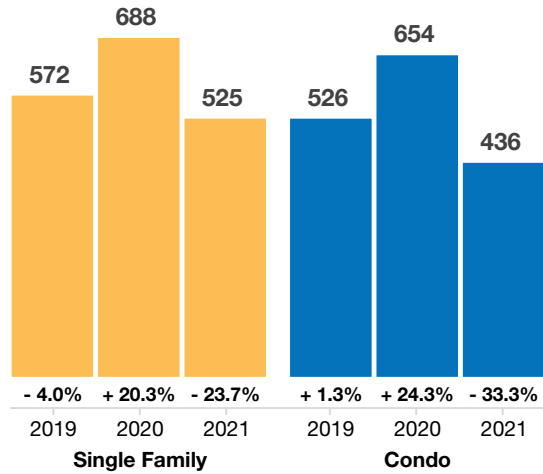
9-2020	9-2021	Change	9-2020	9-2021	Change
128	180	+ 40.6%	68	67	- 1.0%
87	54	- 37.9%	94	58	- 37.9%
86	43	- 50.0%	97	58	- 40.1%
113	68	- 39.8%	102	105	+ 3.0%
95	54	- 43.2%	95	60	- 36.8%

Overall New Listings

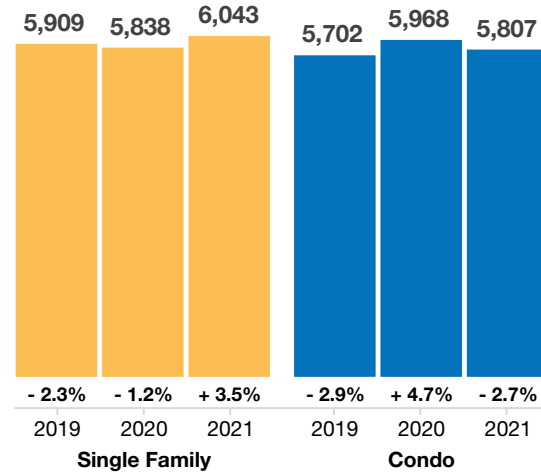
A count of the properties that have been newly listed on the market in a given month.



September

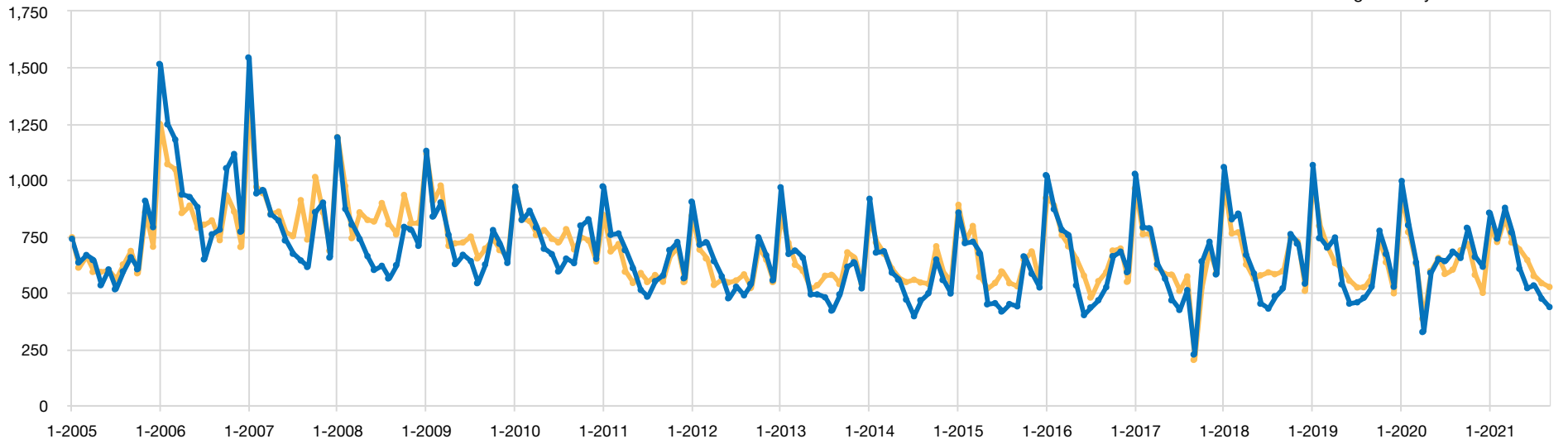


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2020	717	-2.2%	788	+1.7%
Nov-2020	579	-8.8%	659	-1.9%
Dec-2020	499	+0.4%	615	+16.9%
Jan-2021	785	-16.1%	855	-14.2%
Feb-2021	725	-5.7%	740	-7.5%
Mar-2021	832	+32.9%	877	+38.3%
Apr-2021	723	+88.3%	768	+136.3%
May-2021	692	+16.1%	606	+3.1%
Jun-2021	645	-1.4%	520	-19.9%
Jul-2021	574	-1.5%	532	-16.9%
Aug-2021	542	-10.0%	473	-30.6%
Sep-2021	525	-23.7%	436	-33.3%
12-Month Avg	653	+1.7%	656	-0.9%

Overall New Listings by Month

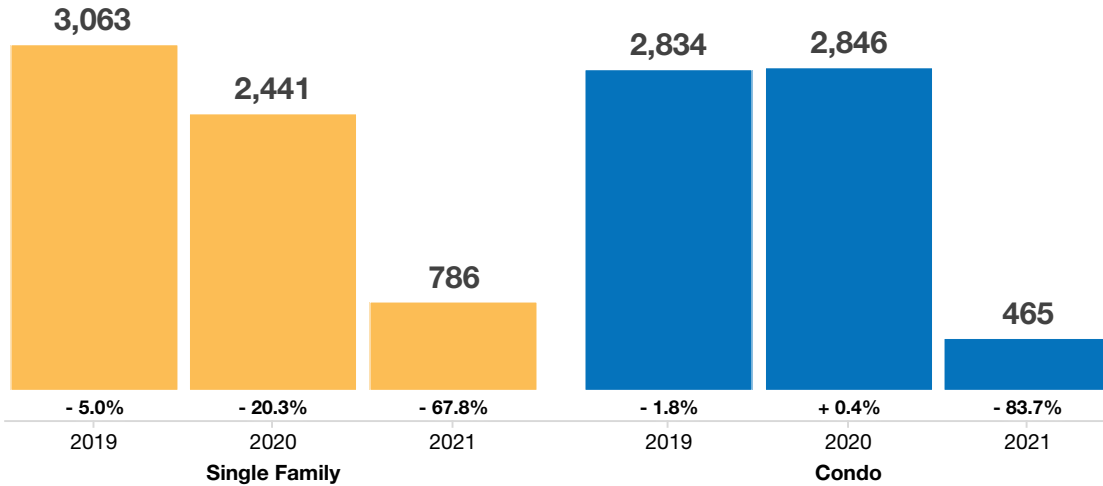


Overall Inventory of Homes for Sale

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

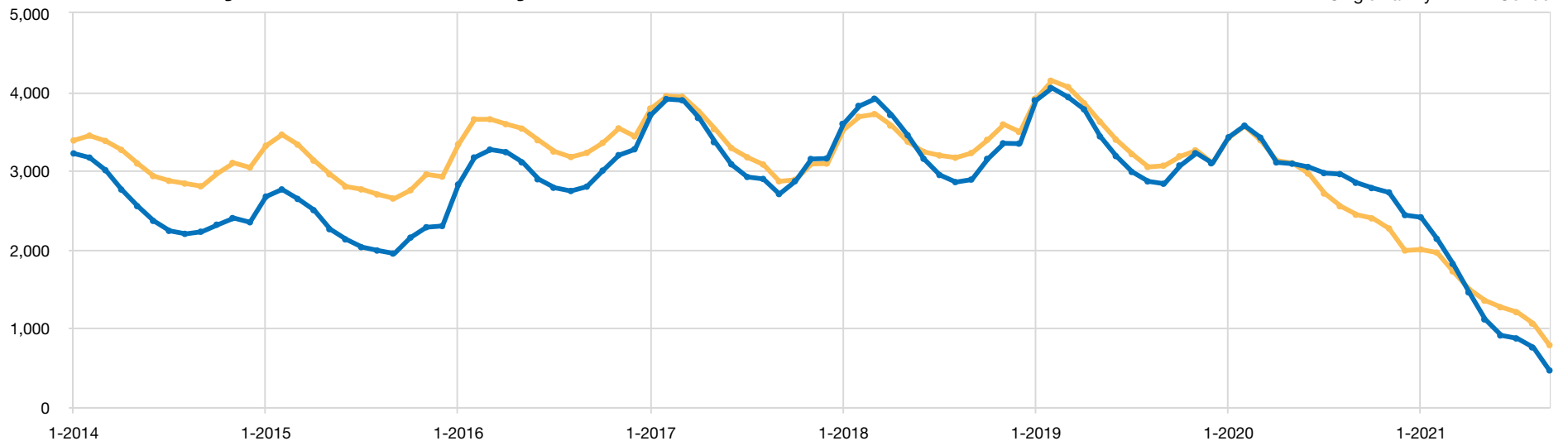


September



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2020	2,395	- 24.7%	2,779	- 9.3%
Nov-2020	2,266	- 30.4%	2,724	- 15.5%
Dec-2020	1,987	- 35.8%	2,436	- 21.3%
Jan-2021	1,999	- 41.5%	2,408	- 29.7%
Feb-2021	1,960	- 45.0%	2,135	- 40.2%
Mar-2021	1,722	- 49.1%	1,817	- 46.9%
Apr-2021	1,496	- 52.2%	1,455	- 53.1%
May-2021	1,351	- 56.3%	1,112	- 64.0%
Jun-2021	1,267	- 57.2%	909	- 70.2%
Jul-2021	1,204	- 55.6%	871	- 70.7%
Aug-2021	1,060	- 58.4%	757	- 74.4%
Sep-2021	786	- 67.8%	465	- 83.7%
12-Month Avg	1,624	- 47.0%	1,656	- 47.4%

Overall Inventory of Homes for Sale by Month



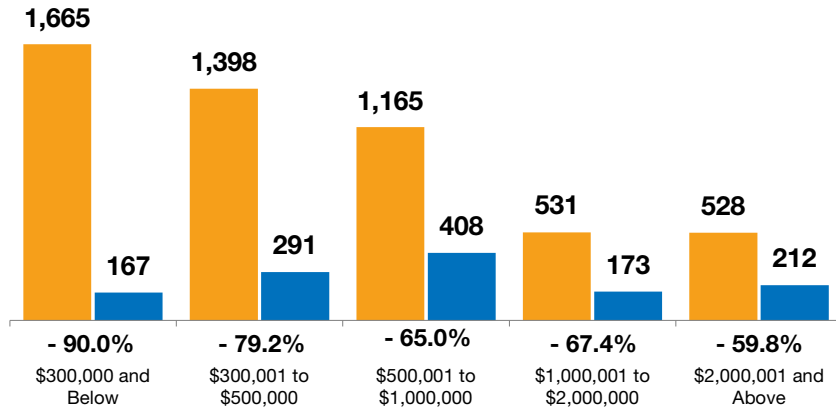
Overall Inventory of Homes for Sale by Price Range

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



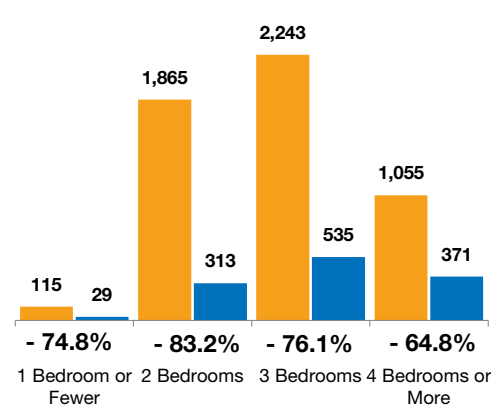
By Price Range

9-2020 9-2021



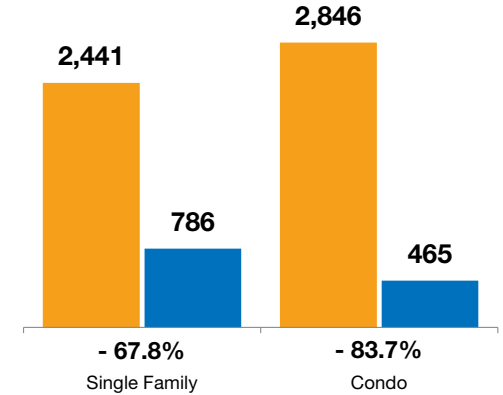
By Bedroom Count

9-2020 9-2021



By Property Type

9-2020 9-2021



All Properties

By Price Range	9-2020	9-2021	Change
\$300,000 and Below	1,665	167	- 90.0%
\$300,001 to \$500,000	1,398	291	- 79.2%
\$500,001 to \$1,000,000	1,165	408	- 65.0%
\$1,000,001 to \$2,000,000	531	173	- 67.4%
\$2,000,001 and Above	528	212	- 59.8%
All Price Ranges	5,287	1,251	- 76.3%

Single Family

9-2020	9-2021	Change	9-2020	9-2021	Change
293	51	- 82.6%	1372	116	- 91.5%
728	154	- 78.8%	670	137	- 79.6%
730	305	- 58.2%	435	103	- 76.3%
304	114	- 62.5%	227	59	- 74.0%
386	162	- 58.0%	142	50	- 64.8%
2,441	786	- 67.8%	2,846	465	- 83.7%

Condo

By Bedroom Count	9-2020	9-2021	Change
1 Bedroom or Fewer	115	29	- 74.8%
2 Bedrooms	1,865	313	- 83.2%
3 Bedrooms	2,243	535	- 76.1%
4 Bedrooms or More	1,055	371	- 64.8%
All Bedroom Counts	5,287	1,251	- 76.3%

9-2020	9-2021	Change	9-2020	9-2021	Change
21	8	- 61.9%	94	21	- 77.7%
233	72	- 69.1%	1,632	241	- 85.2%
1,208	354	- 70.7%	1,035	181	- 82.5%
978	351	- 64.1%	77	20	- 74.0%
2,441	786	- 67.8%	2,846	465	- 83.7%

Listing and Sales Summary Report

September 2021



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Sep-21	Sep-20	% Change	Sep-21	Sep-20	% Change	Sep-21	Sep-20	% Change	Sep-21	Sep-20	% Change
Overall Naples Market*	\$455,000	\$382,744	+18.9%	914	1127	-18.9%	1,251	5,287	-76.3%	24	90	-73.3%
Collier County	\$472,500	\$398,000	+18.7%	982	1247	-21.3%	1,452	5,940	-75.6%	25	92	-72.8%
Ave Maria	\$353,500	\$296,750	+19.1%	16	18	-11.1%	30	92	-67.4%	33	82	-59.8%
Central Naples	\$330,000	\$308,000	+7.1%	160	141	+13.5%	177	712	-75.1%	18	76	-76.3%
East Naples	\$480,000	\$345,000	+39.1%	207	257	-19.5%	354	1,051	-66.3%	22	84	-73.8%
Everglades City	\$110,000	--	--	1	0	--	6	9	-33.3%	6	--	--
Immokalee	\$227,900	\$195,000	+16.9%	5	1	+400.0%	7	37	-81.1%	17	6	+183.3%
Immokalee / Ave Maria	\$335,000	\$293,500	+14.1%	21	19	+10.5%	37	129	-71.3%	29	78	-62.8%
Naples	\$465,000	\$389,000	+19.5%	893	1109	-19.5%	1,216	5,158	-76.4%	24	90	-73.3%
Naples Beach	\$852,000	\$700,000	+21.7%	150	193	-22.3%	289	1,239	-76.7%	37	127	-70.9%
North Naples	\$507,000	\$473,000	+7.2%	233	324	-28.1%	214	1,251	-82.9%	23	81	-71.6%
South Naples	\$340,000	\$275,000	+23.6%	143	193	-25.9%	180	905	-80.1%	23	85	-72.9%
34102	\$1,422,000	\$1,335,000	+6.5%	30	60	-50.0%	121	406	-70.2%	38	139	-72.7%
34103	\$972,500	\$695,000	+39.9%	42	50	-16.0%	68	361	-81.2%	31	124	-75.0%
34104	\$329,500	\$253,900	+29.8%	62	59	+5.1%	67	307	-78.2%	16	87	-81.6%
34105	\$330,000	\$337,500	-2.2%	66	49	+34.7%	57	318	-82.1%	21	79	-73.4%
34108	\$750,000	\$580,000	+29.3%	78	83	-6.0%	100	472	-78.8%	39	121	-67.8%
34109	\$465,000	\$380,000	+22.4%	59	63	-6.3%	41	291	-85.9%	17	68	-75.0%
34110	\$526,850	\$560,000	-5.9%	72	113	-36.3%	71	512	-86.1%	38	94	-59.6%
34112	\$292,750	\$218,000	+34.3%	88	104	-15.4%	91	431	-78.9%	15	89	-83.1%
34113	\$428,000	\$375,000	+14.1%	55	89	-38.2%	89	474	-81.2%	34	80	-57.5%
34114	\$487,500	\$355,000	+37.3%	82	111	-26.1%	117	466	-74.9%	23	94	-75.5%
34116	\$335,000	\$340,000	-1.5%	32	33	-3.0%	53	87	-39.1%	17	50	-66.0%
34117	\$445,000	\$341,500	+30.3%	29	30	-3.3%	69	127	-45.7%	27	64	-57.8%
34119	\$512,500	\$457,500	+12.0%	102	148	-31.1%	102	448	-77.2%	15	77	-80.5%
34120	\$485,000	\$341,745	+41.9%	96	116	-17.2%	168	458	-63.3%	19	80	-76.3%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$335,000	\$293,500	+14.1%	21	19	+10.5%	37	129	-71.3%	29	78	-62.8%

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

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Naples Beach

34102, 34103, 34108

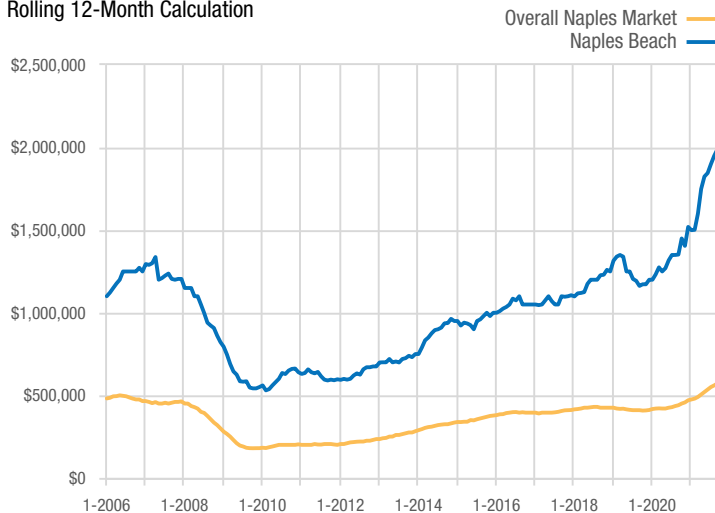
Single Family	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	85	60	- 29.4%	890	897	+ 0.8%
Total Sales	86	63	- 26.7%	657	900	+ 37.0%
Days on Market Until Sale	141	34	- 75.9%	123	71	- 42.3%
Median Closed Price*	\$1,172,750	\$839,000	- 28.5%	\$1,415,000	\$2,000,000	+ 41.3%
Average Closed Price*	\$1,873,205	\$1,998,197	+ 6.7%	\$2,265,898	\$3,088,314	+ 36.3%
Percent of List Price Received*	94.8%	97.8%	+ 3.2%	93.8%	97.8%	+ 4.3%
Inventory of Homes for Sale	458	136	- 70.3%	—	—	—
Months Supply of Inventory	6.9	1.3	- 81.2%	—	—	—

Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	133	86	- 35.3%	1,386	1,324	- 4.5%
Total Sales	107	87	- 18.7%	898	1,626	+ 81.1%
Days on Market Until Sale	116	39	- 66.4%	110	72	- 34.5%
Median Closed Price*	\$555,000	\$865,000	+ 55.9%	\$665,000	\$776,500	+ 16.8%
Average Closed Price*	\$887,149	\$1,342,832	+ 51.4%	\$1,006,373	\$1,178,730	+ 17.1%
Percent of List Price Received*	94.3%	98.6%	+ 4.6%	94.4%	97.4%	+ 3.2%
Inventory of Homes for Sale	781	153	- 80.4%	—	—	—
Months Supply of Inventory	8.3	0.9	- 89.2%	—	—	—

* 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.

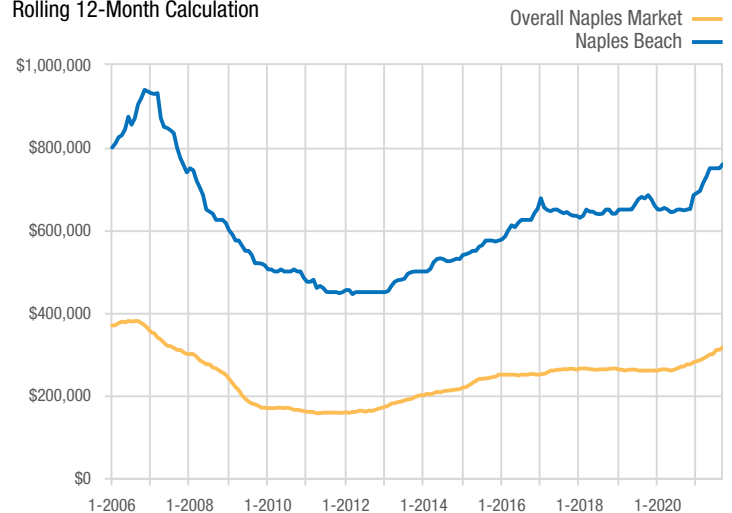
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – September 2021

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North Naples

34109, 34110, 34119

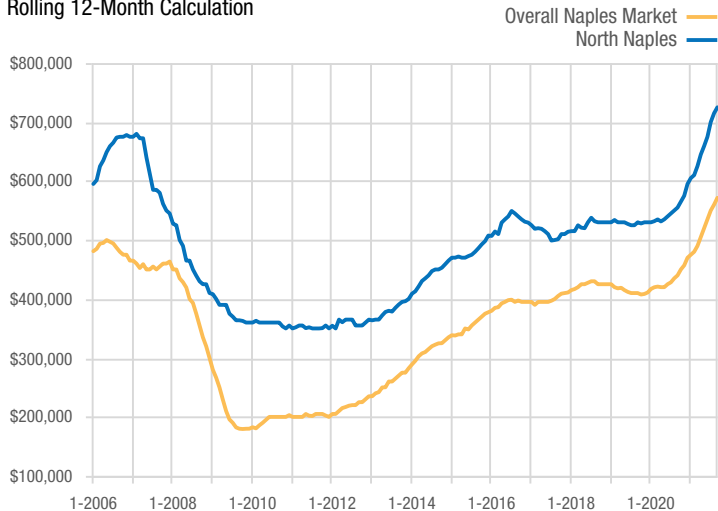
Single Family	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	159	112	- 29.6%	1,423	1,429	+ 0.4%
Total Sales	163	102	- 37.4%	1,091	1,455	+ 33.4%
Days on Market Until Sale	73	22	- 69.9%	91	39	- 57.1%
Median Closed Price*	\$595,000	\$837,450	+ 40.7%	\$565,000	\$742,000	+ 31.3%
Average Closed Price*	\$827,366	\$1,062,325	+ 28.4%	\$775,198	\$1,023,859	+ 32.1%
Percent of List Price Received*	96.2%	98.8%	+ 2.7%	95.7%	98.9%	+ 3.3%
Inventory of Homes for Sale	552	128	- 76.8%	—	—	—
Months Supply of Inventory	4.7	0.8	- 83.0%	—	—	—

Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	187	115	- 38.5%	1,639	1,519	- 7.3%
Total Sales	161	131	- 18.6%	1,196	1,747	+ 46.1%
Days on Market Until Sale	90	23	- 74.4%	88	45	- 48.9%
Median Closed Price*	\$305,000	\$369,000	+ 21.0%	\$277,250	\$325,000	+ 17.2%
Average Closed Price*	\$671,043	\$478,232	- 28.7%	\$511,893	\$450,363	- 12.0%
Percent of List Price Received*	96.4%	100.7%	+ 4.5%	96.0%	98.9%	+ 3.0%
Inventory of Homes for Sale	699	86	- 87.7%	—	—	—
Months Supply of Inventory	5.4	0.5	- 90.7%	—	—	—

* 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.

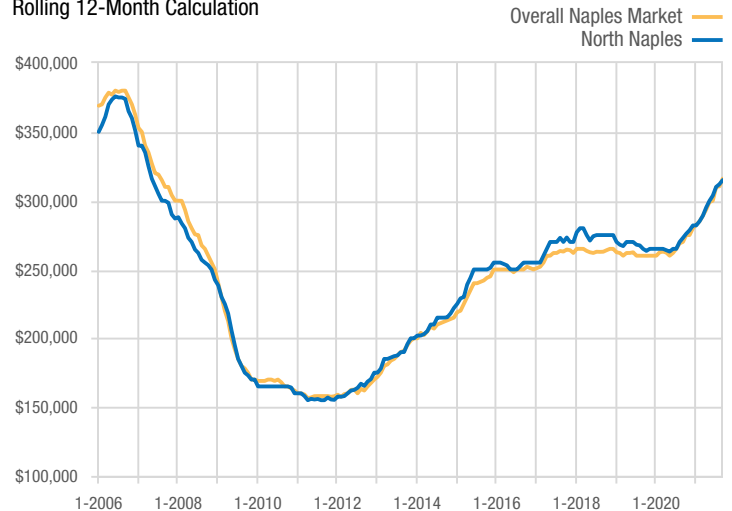
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

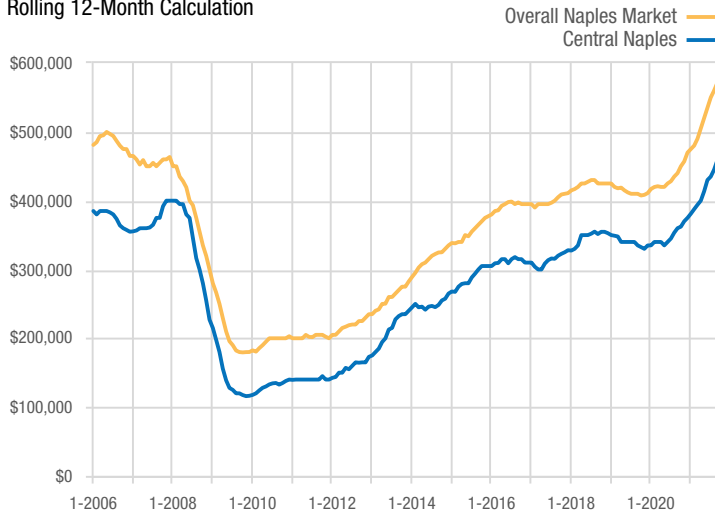
Single Family	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	93	76	- 18.3%	721	829	+ 15.0%
Total Sales	74	73	- 1.4%	569	772	+ 35.7%
Days on Market Until Sale	76	20	- 73.7%	88	37	- 58.0%
Median Closed Price*	\$396,000	\$475,000	+ 19.9%	\$364,700	\$465,250	+ 27.6%
Average Closed Price*	\$442,770	\$656,853	+ 48.4%	\$553,368	\$740,248	+ 33.8%
Percent of List Price Received*	97.1%	99.1%	+ 2.1%	96.2%	98.5%	+ 2.4%
Inventory of Homes for Sale	287	116	- 59.6%	—	—	—
Months Supply of Inventory	4.5	1.4	- 68.9%	—	—	—

Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	103	89	- 13.6%	896	965	+ 7.7%
Total Sales	67	87	+ 29.9%	551	1,095	+ 98.7%
Days on Market Until Sale	75	17	- 77.3%	82	47	- 42.7%
Median Closed Price*	\$210,000	\$266,000	+ 26.7%	\$192,500	\$220,000	+ 14.3%
Average Closed Price*	\$217,341	\$282,800	+ 30.1%	\$212,518	\$253,432	+ 19.3%
Percent of List Price Received*	95.2%	100.4%	+ 5.5%	95.0%	98.3%	+ 3.5%
Inventory of Homes for Sale	425	61	- 85.6%	—	—	—
Months Supply of Inventory	7.0	0.5	- 92.9%	—	—	—

* 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.

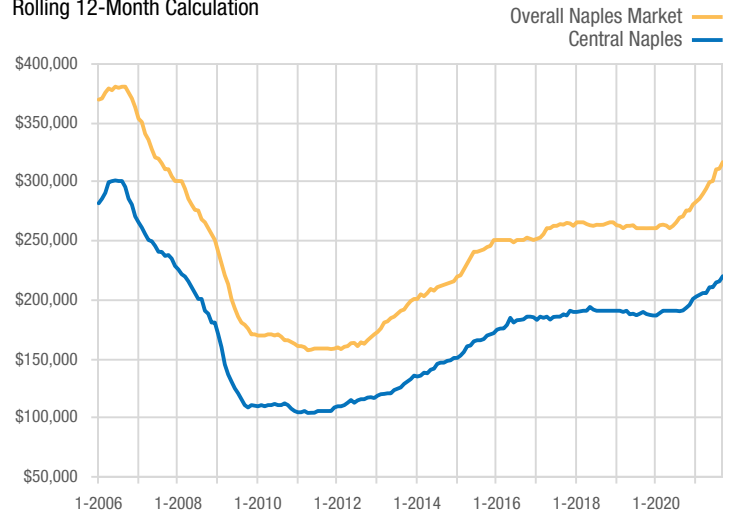
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – September 2021

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South Naples

34112, 34113

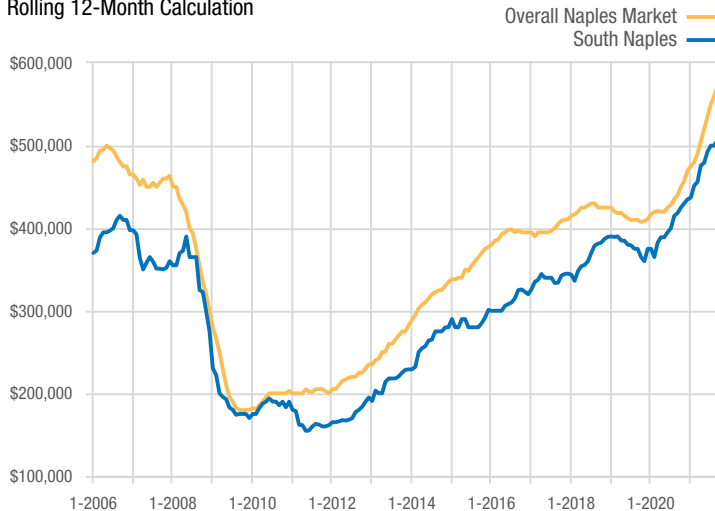
Single Family	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	75	54	- 28.0%	738	758	+ 2.7%
Total Sales	78	45	- 42.3%	504	757	+ 50.2%
Days on Market Until Sale	91	37	- 59.3%	94	48	- 48.9%
Median Closed Price*	\$460,000	\$550,000	+ 19.6%	\$425,000	\$525,000	+ 23.5%
Average Closed Price*	\$523,104	\$864,033	+ 65.2%	\$544,560	\$678,194	+ 24.5%
Percent of List Price Received*	95.6%	98.4%	+ 2.9%	95.5%	98.3%	+ 2.9%
Inventory of Homes for Sale	311	82	- 73.6%	—	—	—
Months Supply of Inventory	5.7	1.0	- 82.5%	—	—	—

Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	155	90	- 41.9%	1,289	1,235	- 4.2%
Total Sales	115	98	- 14.8%	872	1,445	+ 65.7%
Days on Market Until Sale	81	16	- 80.2%	91	52	- 42.9%
Median Closed Price*	\$195,000	\$252,000	+ 29.2%	\$220,000	\$249,900	+ 13.6%
Average Closed Price*	\$243,238	\$299,911	+ 23.3%	\$250,548	\$276,079	+ 10.2%
Percent of List Price Received*	95.8%	99.3%	+ 3.7%	95.4%	98.0%	+ 2.7%
Inventory of Homes for Sale	594	98	- 83.5%	—	—	—
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.

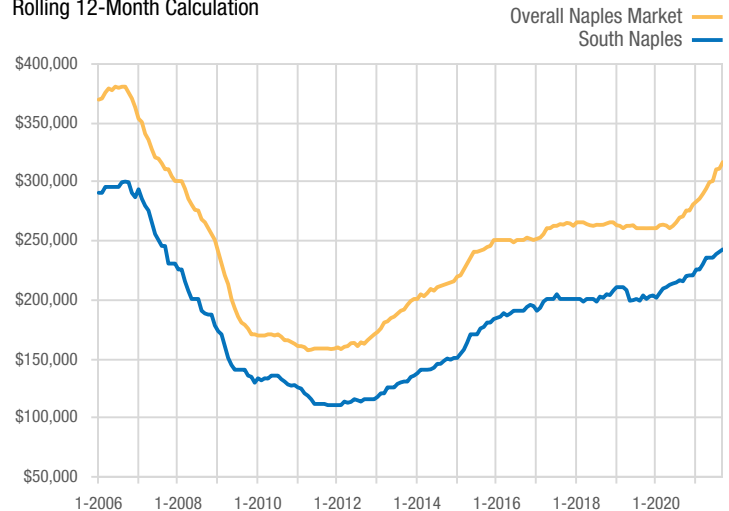
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

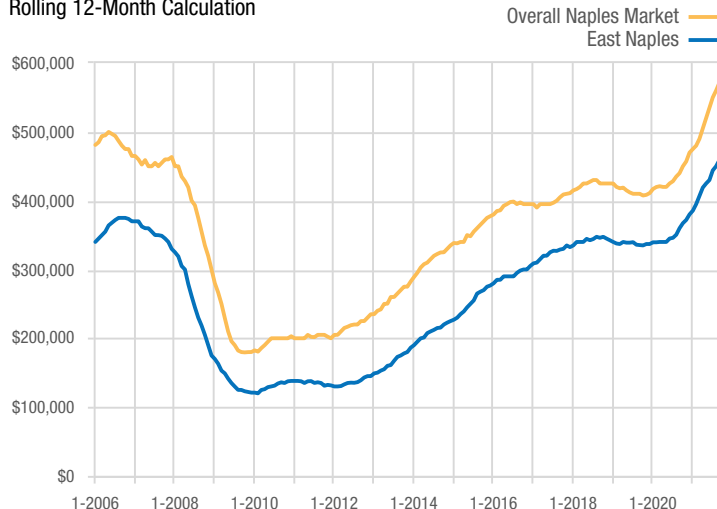
Single Family	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	252	204	- 19.0%	1,872	1,892	+ 1.1%
Total Sales	179	141	- 21.2%	1,490	1,747	+ 17.2%
Days on Market Until Sale	83	22	- 73.5%	87	37	- 57.5%
Median Closed Price*	\$399,750	\$535,000	+ 33.8%	\$361,000	\$474,500	+ 31.4%
Average Closed Price*	\$446,356	\$601,211	+ 34.7%	\$426,770	\$555,626	+ 30.2%
Percent of List Price Received*	97.5%	99.2%	+ 1.7%	97.3%	98.8%	+ 1.5%
Inventory of Homes for Sale	732	293	- 60.0%	—	—	—
Months Supply of Inventory	4.6	1.5	- 67.4%	—	—	—

Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	72	55	- 23.6%	718	736	+ 2.5%
Total Sales	78	66	- 15.4%	533	809	+ 51.8%
Days on Market Until Sale	87	22	- 74.7%	92	38	- 58.7%
Median Closed Price*	\$300,000	\$389,900	+ 30.0%	\$285,195	\$345,000	+ 21.0%
Average Closed Price*	\$296,335	\$410,591	+ 38.6%	\$283,441	\$360,032	+ 27.0%
Percent of List Price Received*	97.0%	100.3%	+ 3.4%	96.2%	98.9%	+ 2.8%
Inventory of Homes for Sale	319	61	- 80.9%	—	—	—
Months Supply of Inventory	5.6	0.7	- 87.5%	—	—	—

* 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.

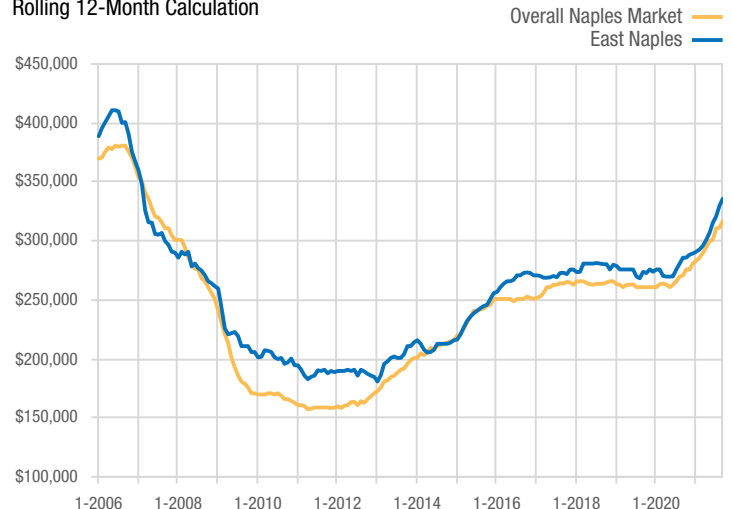
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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 2021

A Research Tool Provided by Naples Area Board of REALTORS®



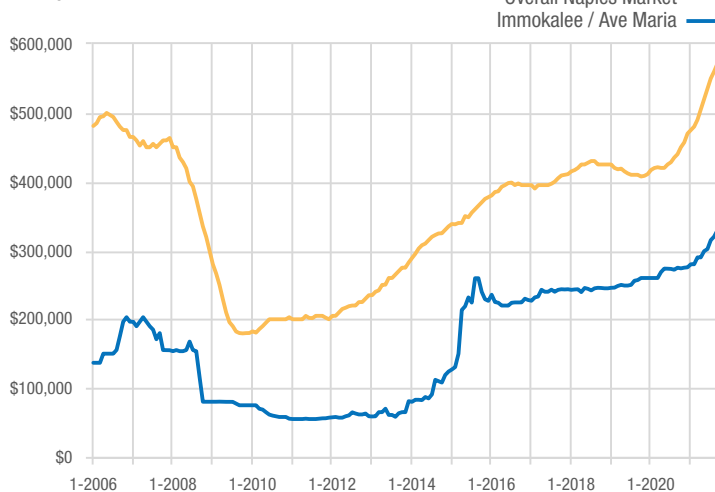
Immokalee / Ave Maria

Single Family	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	24	19	- 20.8%	194	238	+ 22.7%
Total Sales	18	18	0.0%	132	220	+ 66.7%
Days on Market Until Sale	76	32	- 57.9%	92	48	- 47.8%
Median Closed Price*	\$296,750	\$343,000	+ 15.6%	\$278,000	\$335,500	+ 20.7%
Average Closed Price*	\$317,758	\$359,171	+ 13.0%	\$286,530	\$362,792	+ 26.6%
Percent of List Price Received*	97.1%	97.8%	+ 0.7%	97.2%	98.6%	+ 1.4%
Inventory of Homes for Sale	101	31	- 69.3%	—	—	—
Months Supply of Inventory	7.0	1.3	- 81.4%	—	—	—

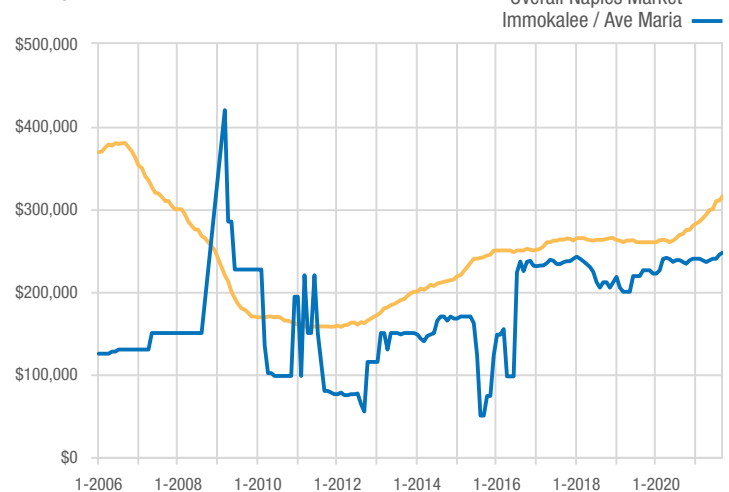
Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	4	1	- 75.0%	40	28	- 30.0%
Total Sales	1	3	+ 200.0%	16	24	+ 50.0%
Days on Market Until Sale	119	11	- 90.8%	132	83	- 37.1%
Median Closed Price*	\$240,000	\$286,265	+ 19.3%	\$240,000	\$259,775	+ 8.2%
Average Closed Price*	\$240,000	\$281,122	+ 17.1%	\$239,457	\$224,488	- 6.3%
Percent of List Price Received*	92.3%	99.9%	+ 8.2%	96.2%	97.5%	+ 1.4%
Inventory of Homes for Sale	28	6	- 78.6%	—	—	—
Months Supply of Inventory	11.0	2.0	- 81.8%	—	—	—

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

Median Closed Price - Single Family



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.