

# Naples Area Market Report



## April 2024

The payoff of months of rising inventory was finally realized in April as closed sales increased 3.8 percent to 999 closed sales from 962 closed sales in April 2023. This is the first month closed sales have exceeded past years' monthly comparable sales since June 2021. According to the April 2024 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), the 2,365 price reductions in April stimulated sales in the right direction. Growth in inventory does not appear to be slowing down either, as new listings in April increased 16.3 percent to 1,335 new listings from 1,148 new listings in April 2023.

April's inventory increased 68.1 percent to 5,240 properties from 3,118 properties in April 2023. The overall median closed price increased 4 percent to \$450,000 from \$425,000 in April 2023. Though price adjustments are moving the needle in certain markets. April reported 2,365 price decreases, which decreased the median closed price 3.2 percent in the single family home market to \$793,750 from \$820,000 in April 2023. Growth in overall closed sales in April is a positive omen that the Naples real estate market is on track to outperform sales in 2023.

## Quick Facts

<b>+ 3.8%</b>	<b>+ 4.0%</b>	<b>+ 68.1%</b>
Change in <b>Total Sales</b> All Properties	Change in <b>Median Closed Price</b> All Properties	Change in <b>Homes for Sale</b> All Properties
<b>- 0.6%</b>	<b>+ 16.7%</b>	<b>- 5.2%</b>
Price Range With the Strongest Sales: \$500,001 to \$1,500,000	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	4-2023	4-2024	% Change	YTD 2023	YTD 2024	% Change
<b>New Listings</b>		1,148	<b>1,335</b>	+ 16.3%	5,269	<b>6,383</b>	+ 21.1%
<b>Total Sales</b>		962	<b>999</b>	+ 3.8%	3,268	<b>3,037</b>	- 7.1%
<b>Days on Market Until Sale</b>		53	<b>66</b>	+ 24.5%	52	<b>66</b>	+ 26.9%
<b>Median Closed Price</b>		\$625,000	<b>\$650,000</b>	+ 4.0%	\$610,000	<b>\$640,000</b>	+ 4.9%
<b>Average Closed Price</b>		\$991,181	<b>\$1,117,356</b>	+ 12.7%	\$1,056,914	<b>\$1,135,998</b>	+ 7.5%
<b>Percent of List Price Received</b>		96.6%	<b>95.9%</b>	- 0.7%	96.4%	<b>95.8%</b>	- 0.6%
<b>Pending Listings</b>		1,123	<b>1,115</b>	- 0.7%	4,823	<b>4,592</b>	- 4.8%
<b>Inventory of Homes for Sale</b>		3,118	<b>5,240</b>	+ 68.1%	—	—	—
<b>Months Supply of Inventory</b>		4.0	<b>7.3</b>	+ 82.5%	—	—	—

# 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	4-2023	4-2024	% Change	YTD 2023	YTD 2024	% Change
<b>New Listings</b>		575	<b>692</b>	+ 20.3%	2,619	<b>3,126</b>	+ 19.4%
<b>Total Sales</b>		437	<b>462</b>	+ 5.7%	1,608	<b>1,490</b>	- 7.3%
<b>Days on Market Until Sale</b>		61	<b>70</b>	+ 14.8%	59	<b>69</b>	+ 16.9%
<b>Median Closed Price</b>		\$820,000	<b>\$793,750</b>	- 3.2%	\$740,000	<b>\$780,000</b>	+ 5.4%
<b>Average Closed Price</b>		\$1,190,503	<b>\$1,444,001</b>	+ 21.3%	\$1,303,883	<b>\$1,450,430</b>	+ 11.2%
<b>Percent of List Price Received</b>		96.2%	<b>95.4%</b>	- 0.8%	96.0%	<b>95.6%</b>	- 0.4%
<b>Pending Listings</b>		547	<b>558</b>	- 2.0%	2,815	<b>2,268</b>	- 19.4%
<b>Inventory of Homes for Sale</b>		1,762	<b>2,572</b>	+ 46.0%	—	—	—
<b>Months Supply of Inventory</b>		4.6	<b>7.1</b>	+ 54.3%	—	—	—

# Condo Market Overview

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



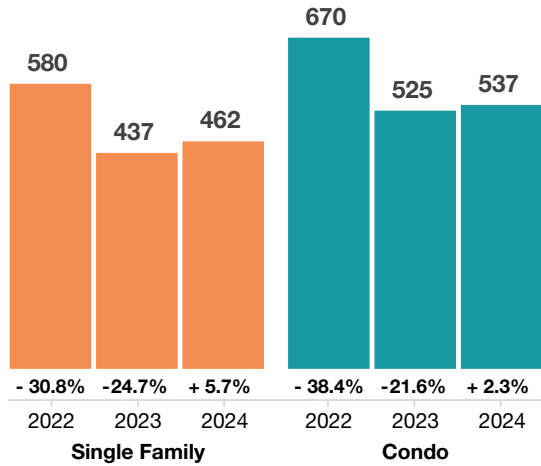
Key Metrics	Historical Sparkbars	4-2023	4-2024	% Change	YTD 2023	YTD 2024	% Change
<b>New Listings</b>		573	<b>643</b>	+ 12.2%	2,650	<b>3,257</b>	+ 22.9%
<b>Total Sales</b>		525	<b>537</b>	+ 2.3%	1,660	<b>1,547</b>	- 6.8%
<b>Days on Market Until Sale</b>		47	<b>63</b>	+ 34.0%	46	<b>64</b>	+ 39.1%
<b>Median Closed Price</b>		\$525,000	<b>\$527,000</b>	+ 0.4%	\$500,000	<b>\$518,000</b>	+ 3.6%
<b>Average Closed Price</b>		\$825,269	<b>\$836,331</b>	+ 1.3%	\$817,682	<b>\$833,151</b>	+ 1.9%
<b>Percent of List Price Received</b>		96.9%	<b>96.2%</b>	- 0.7%	96.8%	<b>96.0%</b>	- 0.8%
<b>Pending Listings</b>		576	<b>557</b>	- 3.3%	2,473	<b>2,324</b>	- 6.0%
<b>Inventory of Homes for Sale</b>		1,356	<b>2,668</b>	+ 96.8%	—	—	—
<b>Months Supply of Inventory</b>		3.4	<b>7.5</b>	+ 120.6%	—	—	—

# Overall Closed Sales

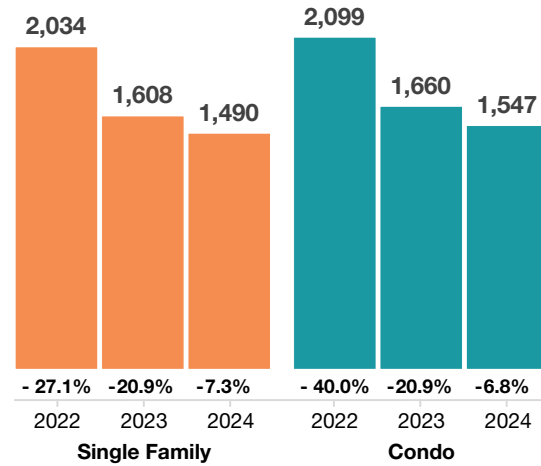
A count of the actual sales that closed in a given month.



## April

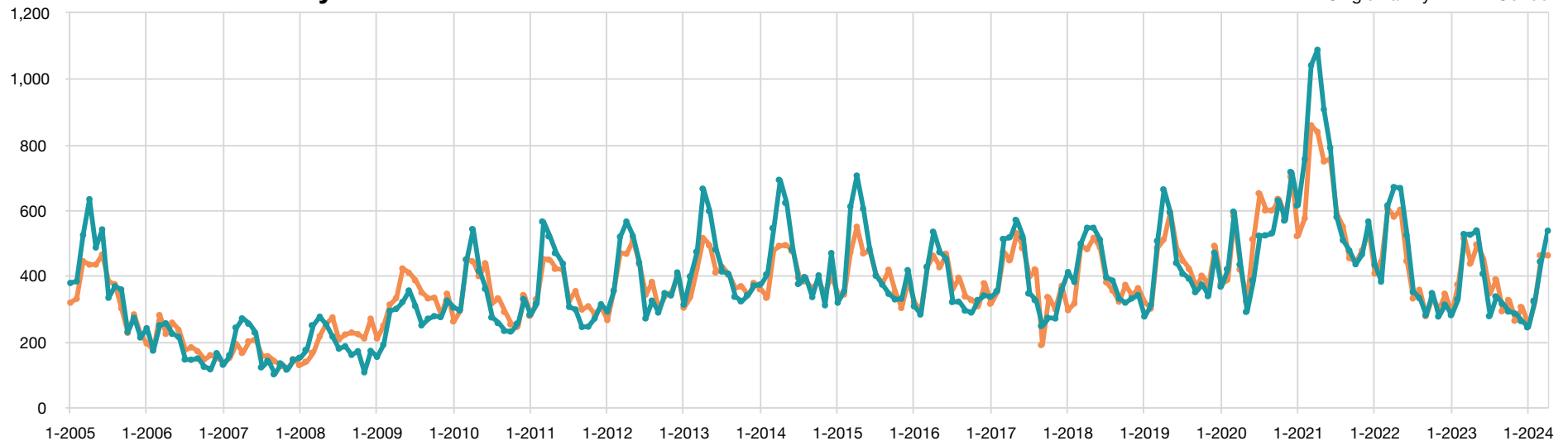


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2023	495	- 17.6%	538	- 19.3%
Jun-2023	451	+ 1.3%	406	- 22.5%
Jul-2023	346	+ 4.5%	277	- 21.1%
Aug-2023	389	+ 9.0%	337	+ 1.5%
Sep-2023	292	+ 5.4%	315	+ 12.5%
Oct-2023	326	- 2.7%	291	- 16.1%
Nov-2023	263	- 11.1%	285	+ 3.3%
Dec-2023	305	- 11.6%	262	- 16.0%
Jan-2024	247	- 13.0%	243	- 13.2%
Feb-2024	319	- 14.5%	324	- 1.2%
Mar-2024	462	- 10.1%	443	- 15.9%
<b>Apr-2024</b>	<b>462</b>	<b>+ 5.7%</b>	<b>537</b>	<b>+ 2.3%</b>
12-Month Avg	363	- 5.2%	355	- 10.4%

## Overall Closed Sales by Month

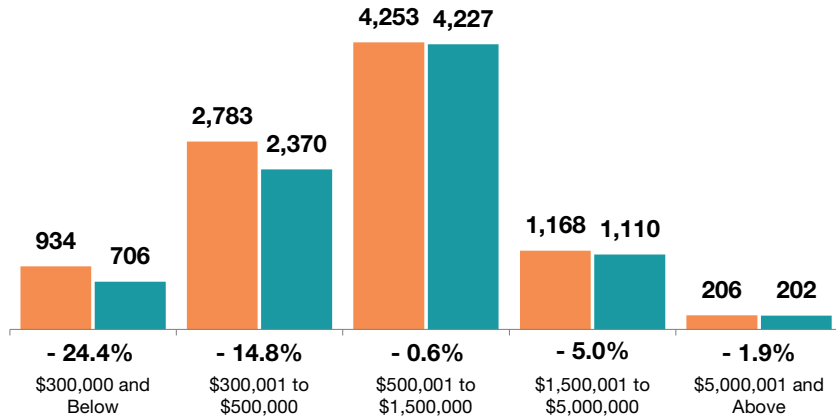


# Overall Closed Sales by Price Range

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

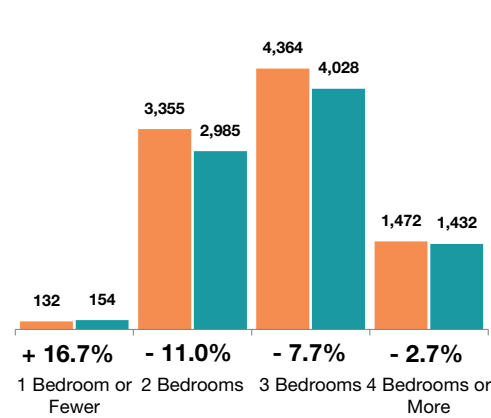
## By Price Range

4-2023 4-2024



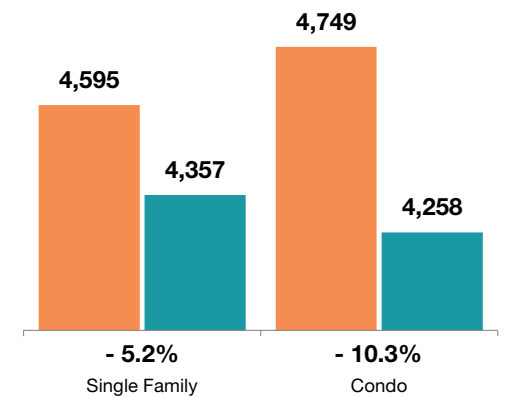
## By Bedroom Count

4-2023 4-2024



## By Property Type

4-2023 4-2024



### All Properties

By Price Range	4-2023	4-2024	Change
\$300,000 and Below	934	706	- 24.4%
\$300,001 to \$500,000	2,783	2,370	- 14.8%
\$500,001 to \$1,500,000	4,253	4,227	- 0.6%
\$1,500,001 to \$5,000,000	1,168	1,110	- 5.0%
\$5,000,001 and Above	206	202	- 1.9%
<b>All Price Ranges</b>	<b>9,344</b>	<b>8,615</b>	<b>- 7.8%</b>

### Single Family

	4-2023	4-2024	Change
1 Bedroom or Fewer	233	199	- 14.6%
2 Bedrooms	850	686	- 19.3%
3 Bedrooms	2,599	2,595	- 0.2%
4 Bedrooms or More	744	709	- 4.7%
<b>All Single Family</b>	<b>4,595</b>	<b>4,357</b>	<b>- 5.2%</b>

### Condo

	4-2023	4-2024	Change
1 Bedroom or Fewer	701	507	- 27.7%
2 Bedrooms	1,933	1,684	- 12.9%
3 Bedrooms	1,654	1,632	- 1.3%
4 Bedrooms or More	424	401	- 5.4%
<b>All Condo</b>	<b>4,749</b>	<b>4,258</b>	<b>- 10.3%</b>

## By Bedroom Count

	4-2023	4-2024	Change
1 Bedroom or Fewer	132	154	+ 16.7%
2 Bedrooms	3,355	2,985	- 11.0%
3 Bedrooms	4,364	4,028	- 7.7%
4 Bedrooms or More	1,472	1,432	- 2.7%
<b>All Bedroom Counts</b>	<b>9,344</b>	<b>8,615</b>	<b>- 7.8%</b>

	4-2023	4-2024	Change
1 Bedroom or Fewer	16	34	+ 112.5%
2 Bedrooms	549	527	- 4.0%
3 Bedrooms	2,649	2,438	- 8.0%
4 Bedrooms or More	1,377	1,353	- 1.7%
<b>All Single Family</b>	<b>4,595</b>	<b>4,357</b>	<b>- 5.2%</b>

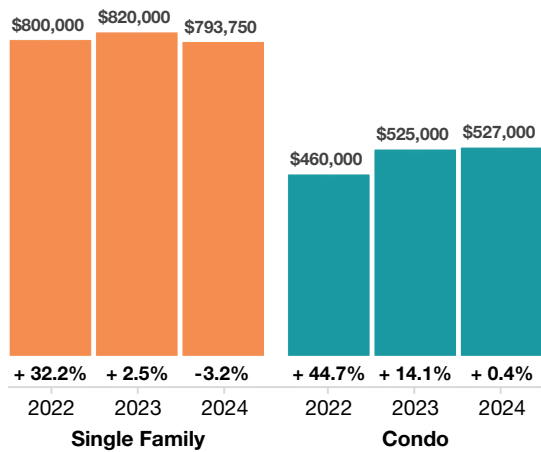
	4-2023	4-2024	Change
1 Bedroom or Fewer	116	120	+ 3.4%
2 Bedrooms	2,806	2,458	- 12.4%
3 Bedrooms	1,715	1,590	- 7.3%
4 Bedrooms or More	95	79	- 16.8%
<b>All Condo</b>	<b>4,749</b>	<b>4,258</b>	<b>- 10.3%</b>

# Overall Median Closed Price

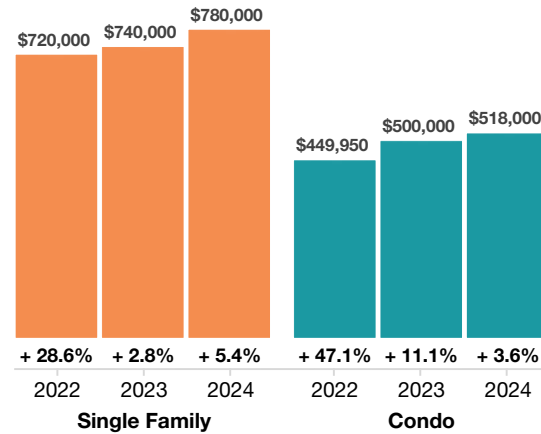
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



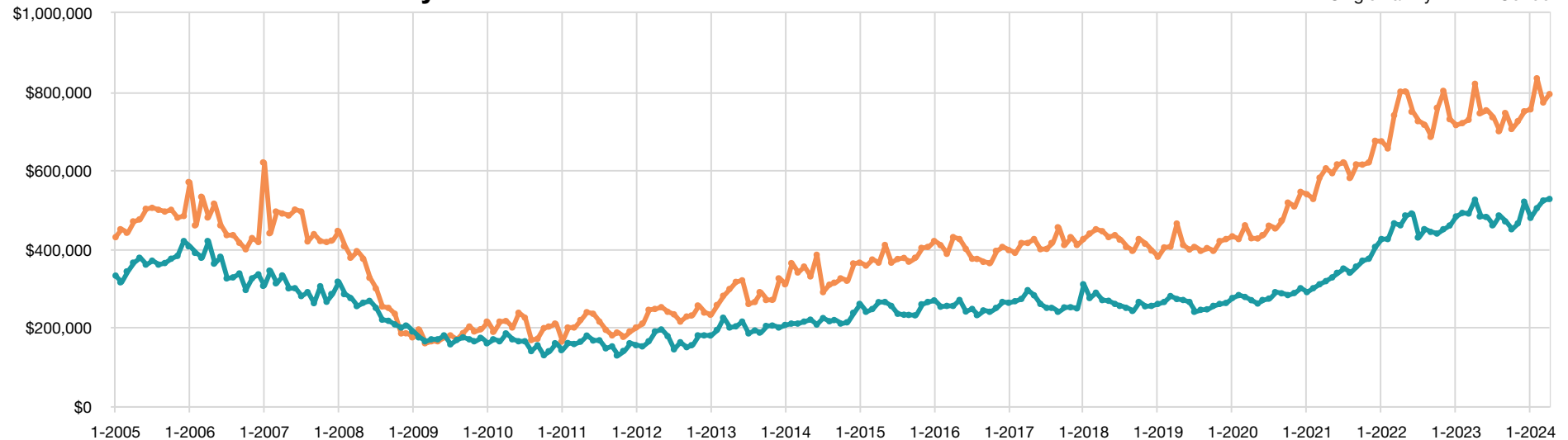
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2023	\$745,000	- 6.9%	\$482,500	- 0.5%
Jun-2023	\$752,500	+ 0.5%	\$481,250	- 1.8%
Jul-2023	\$735,000	+ 1.4%	\$460,000	+ 7.2%
Aug-2023	\$699,450	- 2.3%	\$485,000	+ 7.7%
Sep-2023	\$745,693	+ 8.9%	\$470,000	+ 6.0%
Oct-2023	\$705,000	- 7.1%	\$450,000	+ 2.5%
Nov-2023	\$725,000	- 9.6%	\$465,000	+ 3.3%
Dec-2023	\$750,000	+ 2.7%	\$520,000	+ 13.2%
Jan-2024	\$755,000	+ 5.6%	\$479,000	- 0.7%
Feb-2024	\$834,000	+ 15.8%	\$503,500	+ 2.4%
Mar-2024	\$772,500	+ 6.0%	\$523,000	+ 6.7%
<b>Apr-2024</b>	<b>\$793,750</b>	<b>- 3.2%</b>	<b>\$527,000</b>	<b>+ 0.4%</b>
12-Month Avg*	\$750,000	+ 0.1%	\$494,000	+ 5.1%

\* Median Closed Price for all properties from May 2023 through April 2024. This is not the average of the individual figures above.

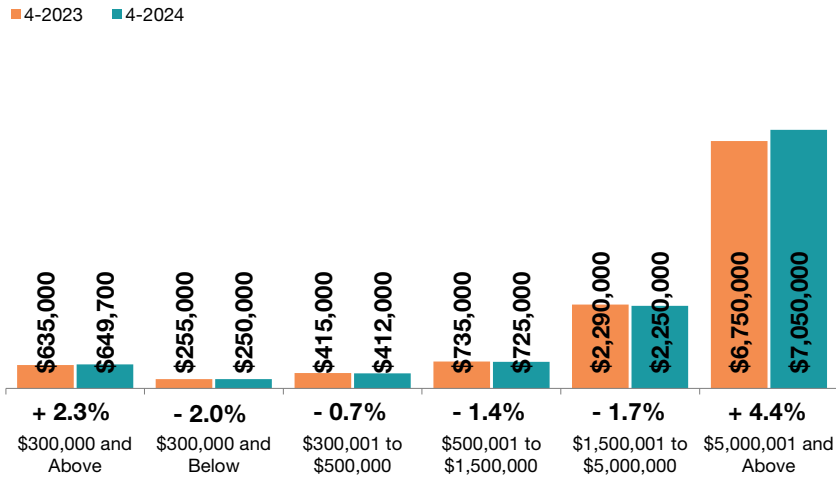
## Overall Median Closed Price by Month



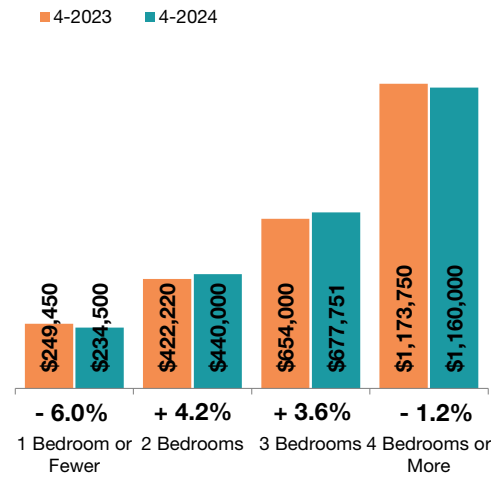
# Overall Median Closed Price by Price Range

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

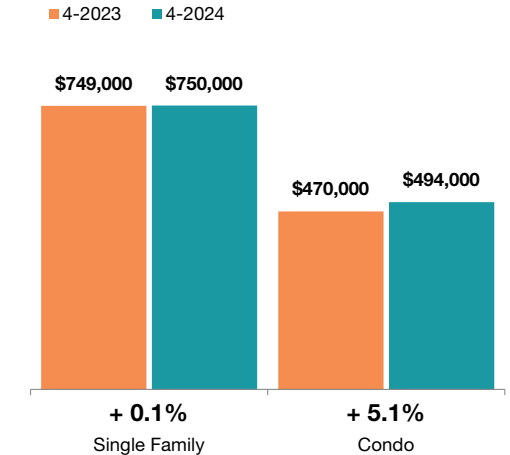
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	4-2023	4-2024	Change
\$300,000 and Above	\$635,000	\$649,700	+ 2.3%
\$300,000 and Below	\$255,000	\$250,000	- 2.0%
\$300,001 to \$500,000	\$415,000	\$412,000	- 0.7%
\$500,001 to \$1,500,000	\$735,000	\$725,000	- 1.4%
\$1,500,001 to \$5,000,000	\$2,290,000	\$2,250,000	- 1.7%
\$5,000,001 and Above	\$6,750,000	\$7,050,000	+ 4.4%
<b>All Price Ranges</b>	<b>\$592,552</b>	<b>\$610,000</b>	<b>+ 2.9%</b>

### Single Family

	4-2023	4-2024	Change
\$300,000 and Above	\$770,862	\$770,000	- 0.1%
\$300,000 and Below	\$200,000	\$190,000	- 5.0%
\$300,001 to \$500,000	\$435,000	\$440,000	+ 1.1%
\$500,001 to \$1,500,000	\$760,000	\$750,000	- 1.3%
\$1,500,001 to \$5,000,000	\$2,297,000	\$2,250,000	- 2.0%
\$5,000,001 and Above	\$6,800,000	\$7,050,000	+ 3.7%
<b>All Price Ranges</b>	<b>\$749,000</b>	<b>\$750,000</b>	<b>+ 0.1%</b>

### Condo

	4-2023	4-2024	Change
\$300,000 and Above	\$520,000	\$525,808	+ 1.1%
\$300,000 and Below	\$261,500	\$267,500	+ 2.3%
\$300,001 to \$500,000	\$400,000	\$400,000	0.0%
\$500,001 to \$1,500,000	\$680,000	\$680,000	0.0%
\$1,500,001 to \$5,000,000	\$2,275,000	\$2,270,000	- 0.2%
\$5,000,001 and Above	\$6,450,000	\$7,125,000	+ 10.5%
<b>All Price Ranges</b>	<b>\$470,000</b>	<b>\$494,000</b>	<b>+ 5.1%</b>

## By Bedroom Count

	4-2023	4-2024	Change
1 Bedroom or Fewer	\$249,450	\$234,500	- 6.0%
2 Bedrooms	\$422,220	\$440,000	+ 4.2%
3 Bedrooms	\$654,000	\$677,751	+ 3.6%
4 Bedrooms or More	\$1,173,750	\$1,160,000	- 1.2%
<b>All Bedroom Counts</b>	<b>\$592,552</b>	<b>\$610,000</b>	<b>+ 2.9%</b>

	4-2023	4-2024	Change
1 Bedroom or Fewer	\$117,500	\$155,500	+ 32.3%
2 Bedrooms	\$475,000	\$492,000	+ 3.6%
3 Bedrooms	\$690,000	\$704,950	+ 2.2%
4 Bedrooms or More	\$1,150,000	\$1,150,000	0.0%
<b>All Bedroom Counts</b>	<b>\$749,000</b>	<b>\$750,000</b>	<b>+ 0.1%</b>

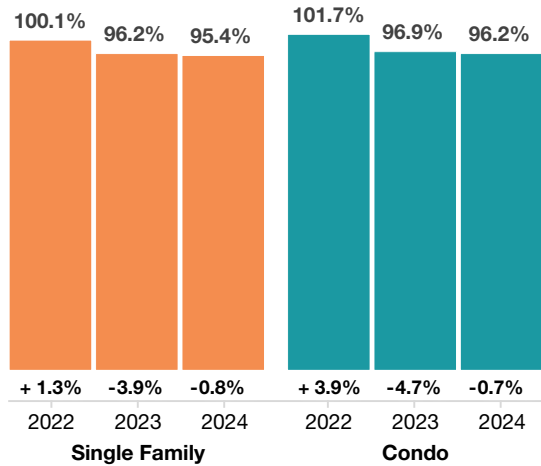


# Overall Percent of Current List Price Received

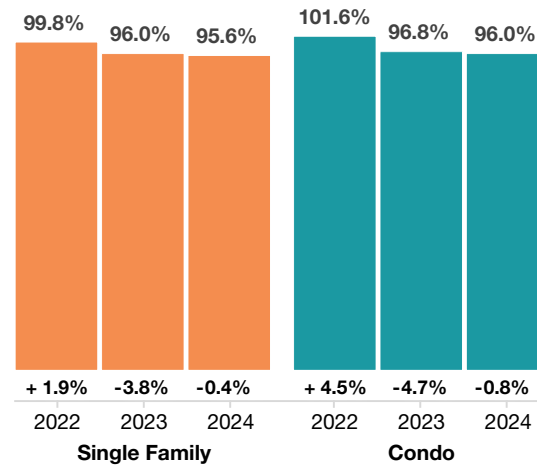


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting seller concessions.

## April



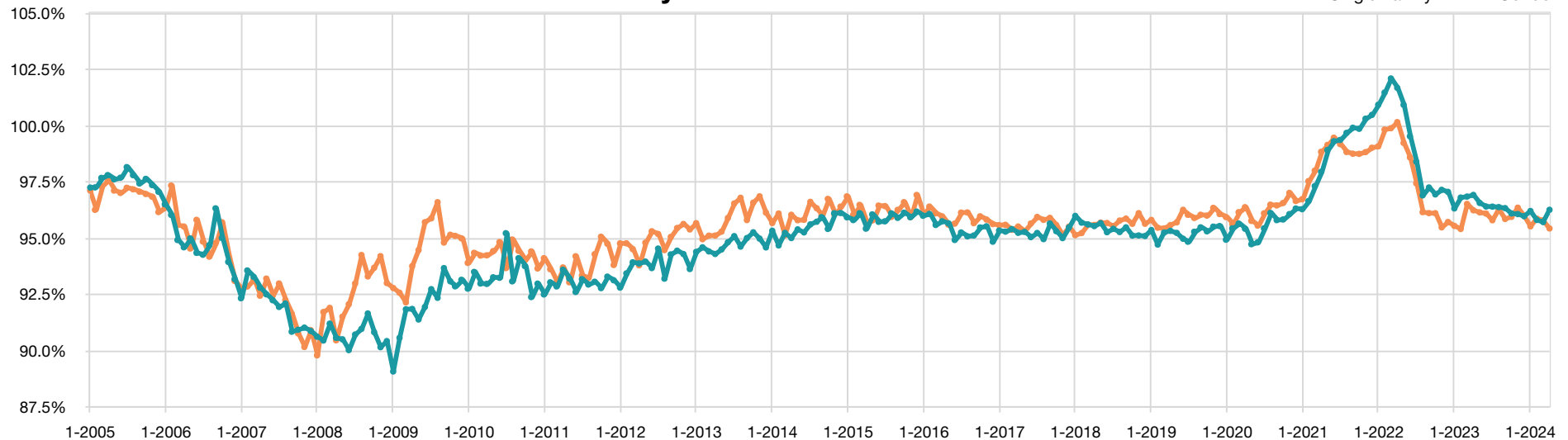
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2023	96.1%	- 3.1%	96.5%	- 4.4%
Jun-2023	96.1%	- 2.5%	96.4%	- 3.1%
Jul-2023	95.8%	- 1.6%	96.4%	- 2.0%
Aug-2023	96.3%	+ 0.2%	96.4%	- 0.5%
Sep-2023	95.8%	- 0.3%	96.3%	- 0.9%
Oct-2023	95.9%	- 0.2%	96.1%	- 0.8%
Nov-2023	96.3%	+ 0.8%	96.0%	- 1.1%
Dec-2023	96.0%	+ 0.3%	96.0%	- 1.0%
Jan-2024	95.5%	0.0%	96.2%	- 0.1%
Feb-2024	95.8%	+ 0.4%	95.8%	- 1.0%
Mar-2024	95.8%	- 0.7%	95.7%	- 1.1%
<b>Apr-2024</b>	<b>95.4%</b>	<b>- 0.8%</b>	<b>96.2%</b>	<b>- 0.7%</b>
12-Month Avg*	95.9%	- 0.9%	96.2%	- 1.7%

\* Pct. of List Price Received for all properties from May 2023 through April 2024. This is not the average of the individual figures above.

## Overall Percent of Current List Price Received by Month



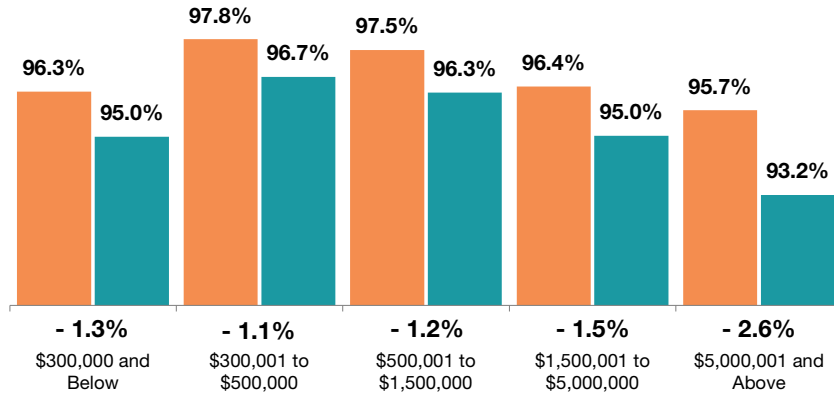
# Overall Percent of Current List Price Received by Price Range



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.

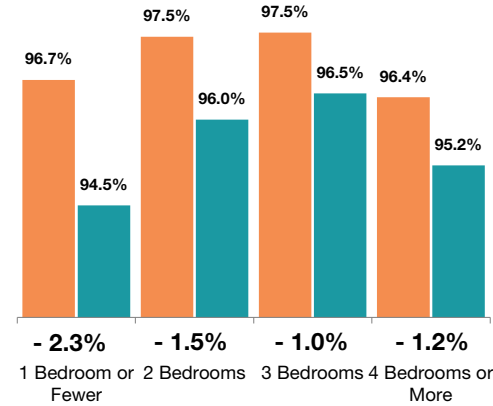
## By Price Range

4-2023 4-2024



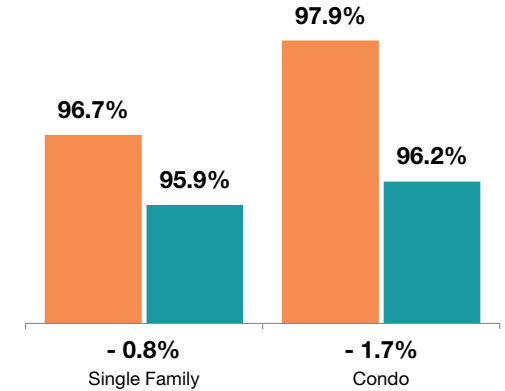
## By Bedroom Count

4-2023 4-2024



## By Property Type

4-2023 4-2024



### All Properties

By Price Range	4-2023	4-2024	Change
\$300,000 and Below	96.3%	95.0%	- 1.3%
\$300,001 to \$500,000	97.8%	96.7%	- 1.1%
\$500,001 to \$1,500,000	97.5%	96.3%	- 1.2%
\$1,500,001 to \$5,000,000	96.4%	95.0%	- 1.5%
\$5,000,001 and Above	95.7%	93.2%	- 2.6%
<b>All Price Ranges</b>	<b>97.3%</b>	<b>96.0%</b>	<b>- 1.3%</b>

### Single Family

	4-2023	4-2024	Change
1 Bedroom or Fewer	94.9%	93.8%	- 1.2%
2 Bedrooms	97.3%	97.4%	+ 0.1%
3 Bedrooms	97.1%	96.2%	- 0.9%
4 Bedrooms or More	95.6%	94.6%	- 1.0%
<b>All Single Family</b>	<b>96.7%</b>	<b>95.9%</b>	<b>- 0.8%</b>

### Condo

	4-2023	4-2024	Change
Single Family	96.7%	95.4%	- 1.3%
Condo	98.0%	96.5%	- 1.5%
3 Bedrooms	98.2%	96.3%	- 1.9%
4 Bedrooms or More	97.9%	95.7%	- 2.2%
<b>All Condo</b>	<b>97.9%</b>	<b>96.2%</b>	<b>- 1.7%</b>

## By Bedroom Count

	4-2023	4-2024	Change
1 Bedroom or Fewer	96.7%	94.5%	- 2.3%
2 Bedrooms	97.5%	96.0%	- 1.5%
3 Bedrooms	97.5%	96.5%	- 1.0%
4 Bedrooms or More	96.4%	95.2%	- 1.2%
<b>All Bedroom Counts</b>	<b>97.3%</b>	<b>96.0%</b>	<b>- 1.3%</b>

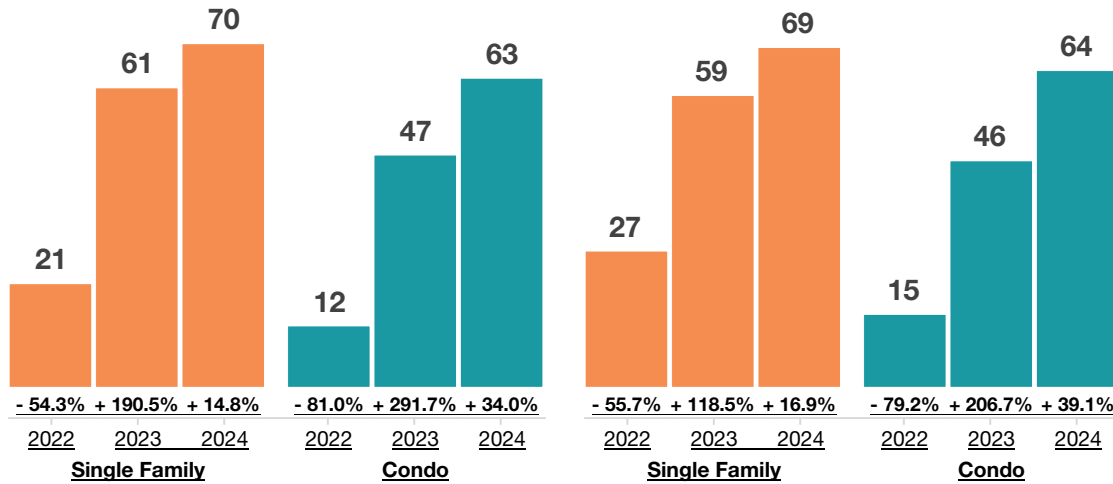
	4-2023	4-2024	Change
1 Bedroom or Fewer	93.4%	93.0%	- 0.4%
2 Bedrooms	96.1%	95.3%	- 0.8%
3 Bedrooms	97.2%	96.5%	- 0.7%
4 Bedrooms or More	96.2%	95.2%	- 1.0%
<b>All Single Family</b>	<b>96.7%</b>	<b>95.9%</b>	<b>- 0.8%</b>
Single Family	97.2%	94.9%	- 2.4%
Condo	97.7%	96.1%	- 1.6%
3 Bedrooms	98.1%	96.4%	- 1.7%
4 Bedrooms or More	99.0%	95.3%	- 3.7%
<b>All Condo</b>	<b>97.9%</b>	<b>96.2%</b>	<b>- 1.7%</b>

# Overall Days on Market Until Sale

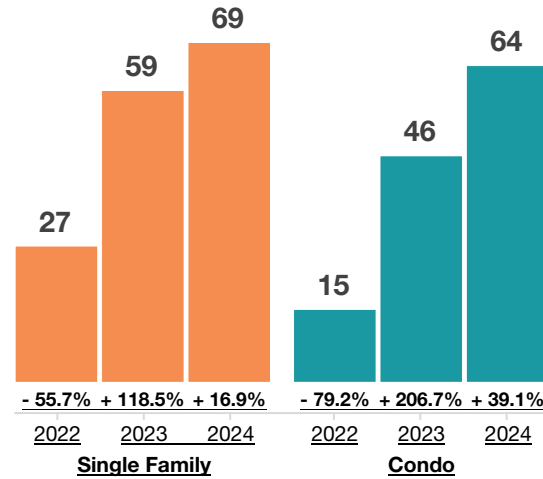
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



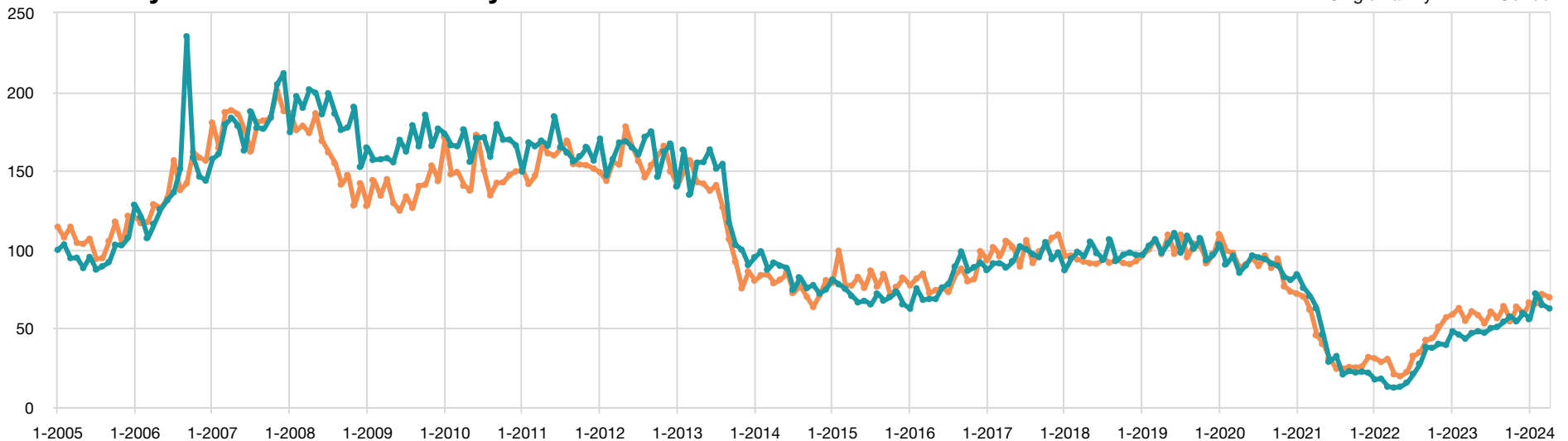
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2023	58	+ 190.0%	48	+ 269.2%
Jun-2023	53	+ 140.9%	47	+ 213.3%
Jul-2023	61	+ 90.6%	50	+ 138.1%
Aug-2023	56	+ 60.0%	51	+ 88.9%
Sep-2023	64	+ 48.8%	54	+ 42.1%
Oct-2023	54	+ 22.7%	57	+ 50.0%
Nov-2023	64	+ 25.5%	54	+ 35.0%
Dec-2023	59	+ 3.5%	60	+ 53.8%
Jan-2024	66	+ 11.9%	56	+ 16.7%
Feb-2024	65	+ 3.2%	72	+ 56.5%
Mar-2024	72	+ 30.9%	65	+ 51.2%
<b>Apr-2024</b>	<b>70</b>	<b>+ 14.8%</b>	<b>63</b>	<b>+ 34.0%</b>
12-Month Avg*	62	+ 41.5%	56	+ 71.3%

\* Days on Market for all properties from May 2023 through April 2024. This is not the average of the individual figures above.

## Overall Days on Market Until Sale by Month

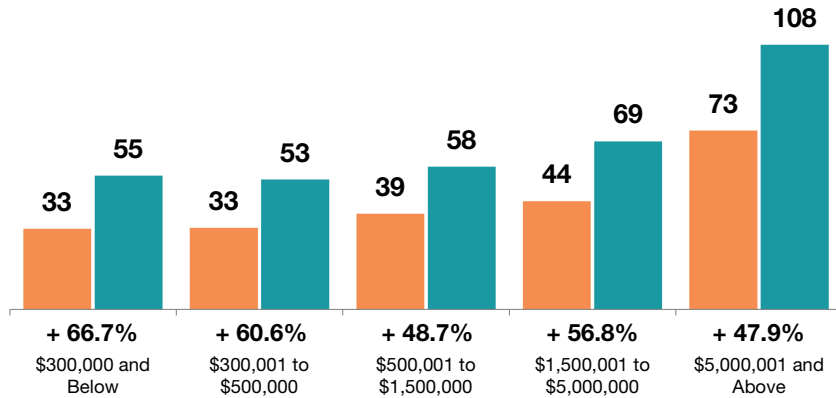


# Overall Days on Market Until Sale by Price Range

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

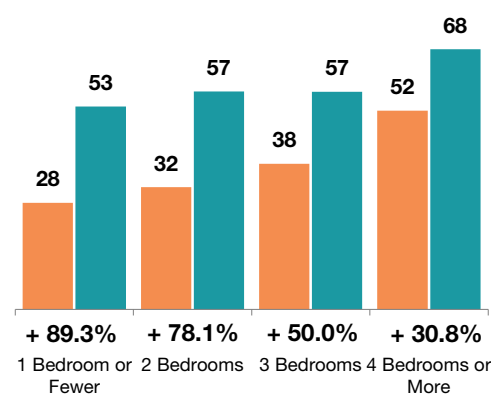
## By Price Range

4-2023 4-2024



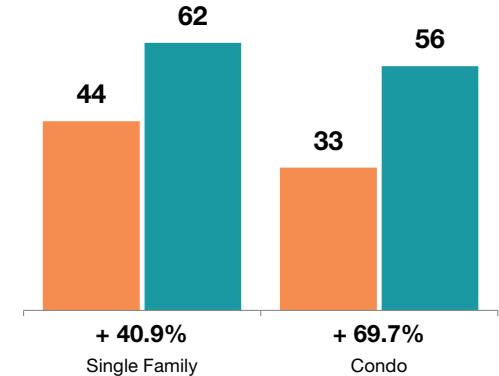
## By Bedroom Count

4-2023 4-2024



## By Property Type

4-2023 4-2024



## All Properties

### By Price Range

	4-2023	4-2024	Change
\$300,000 and Below	33	55	+ 66.7%
\$300,001 to \$500,000	33	53	+ 60.6%
\$500,001 to \$1,500,000	39	58	+ 48.7%
\$1,500,001 to \$5,000,000	44	69	+ 56.8%
\$5,000,001 and Above	73	108	+ 47.9%
<b>All Price Ranges</b>	<b>38</b>	<b>59</b>	<b>+ 55.3%</b>

## Single Family

	4-2023	4-2024	Change
1 Bedroom or Fewer	35	61	+ 74.3%
2 Bedrooms	40	50	+ 25.0%
3 Bedrooms	43	60	+ 39.5%
4 Bedrooms or More	45	70	+ 55.6%
<b>All Single Family</b>	<b>44</b>	<b>62</b>	<b>+ 40.9%</b>

## Condo

	4-2023	4-2024	Change
Single Family	32	52	+ 62.5%
Condo	31	54	+ 74.2%
3 Bedrooms	33	56	+ 69.7%
4 Bedrooms or More	42	67	+ 59.5%
<b>All Condo</b>	<b>33</b>	<b>56</b>	<b>+ 69.7%</b>

### By Bedroom Count

	4-2023	4-2024	Change
1 Bedroom or Fewer	28	53	+ 89.3%
2 Bedrooms	32	57	+ 78.1%
3 Bedrooms	38	57	+ 50.0%
4 Bedrooms or More	52	68	+ 30.8%
<b>All Bedroom Counts</b>	<b>38</b>	<b>59</b>	<b>+ 55.3%</b>

	4-2023	4-2024	Change
1 Bedroom or Fewer	43	46	+ 7.0%
2 Bedrooms	33	61	+ 84.8%
3 Bedrooms	41	59	+ 43.9%
4 Bedrooms or More	53	68	+ 28.3%
<b>All Single Family</b>	<b>44</b>	<b>62</b>	<b>+ 40.9%</b>

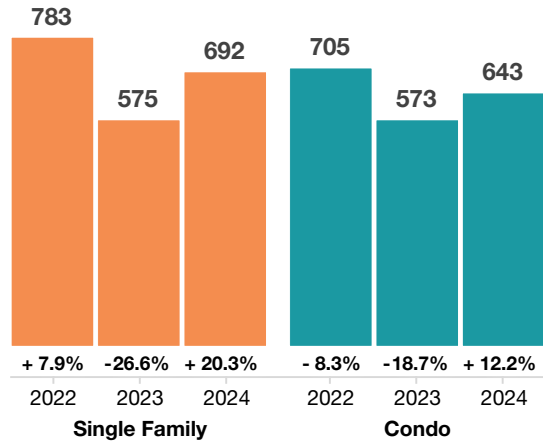
	4-2023	4-2024	Change
Single Family	26	56	+ 113.8%
Condo	32	57	+ 76.9%
3 Bedrooms	34	55	+ 61.9%
4 Bedrooms or More	45	73	+ 63.0%
<b>All Condo</b>	<b>33</b>	<b>56</b>	<b>+ 69.7%</b>

# Overall New Listings

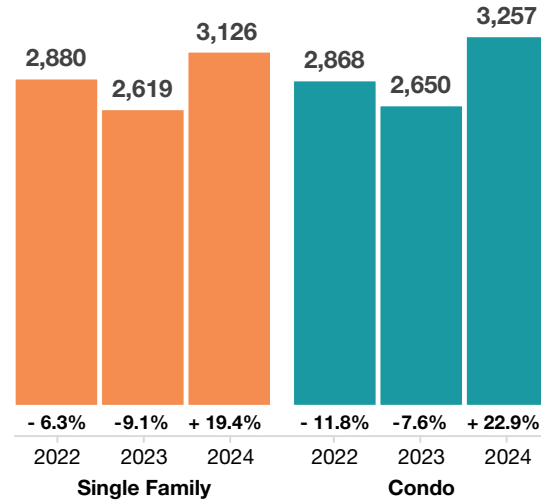
A count of the properties that have been newly listed on the market in a given month.



## April

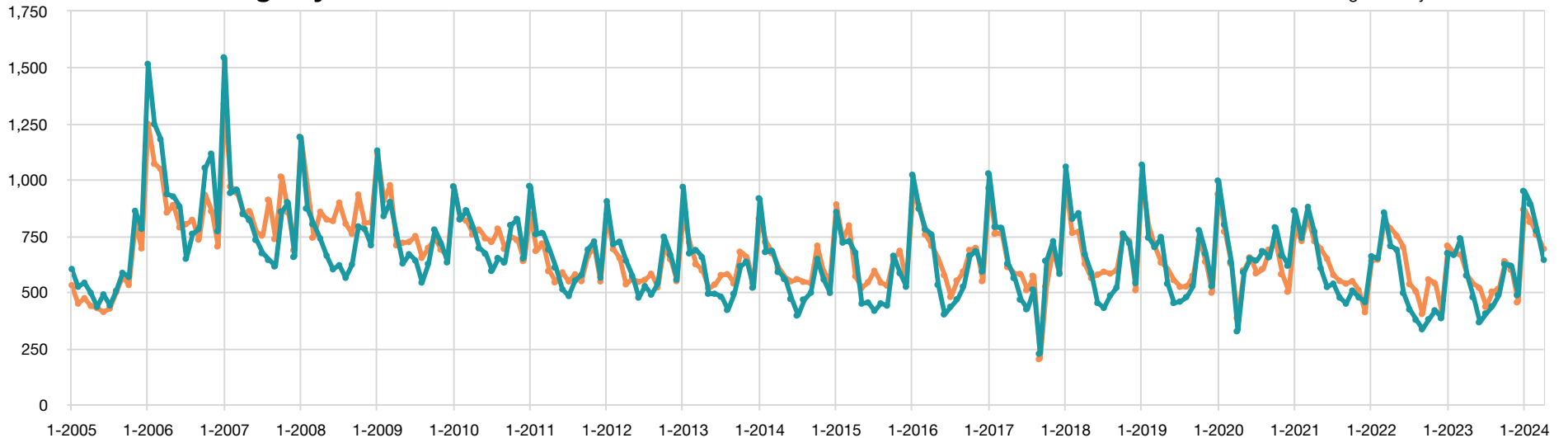


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2023	536	- 28.5%	477	- 30.7%
Jun-2023	518	- 26.1%	365	- 26.4%
Jul-2023	434	- 18.9%	404	- 4.3%
Aug-2023	501	- 0.4%	436	+ 16.0%
Sep-2023	514	+ 27.9%	486	+ 45.5%
Oct-2023	637	+ 14.6%	624	+ 65.1%
Nov-2023	599	+ 11.1%	617	+ 47.6%
Dec-2023	454	+ 9.9%	486	+ 26.9%
Jan-2024	867	+ 22.8%	950	+ 41.2%
Feb-2024	812	+ 21.0%	892	+ 34.1%
Mar-2024	755	+ 13.2%	772	+ 4.5%
<b>Apr-2024</b>	<b>692</b>	<b>+ 20.3%</b>	<b>643</b>	<b>+ 12.2%</b>
12-Month Avg	610	+ 4.3%	596	+ 16.4%

## Overall New Listings by Month

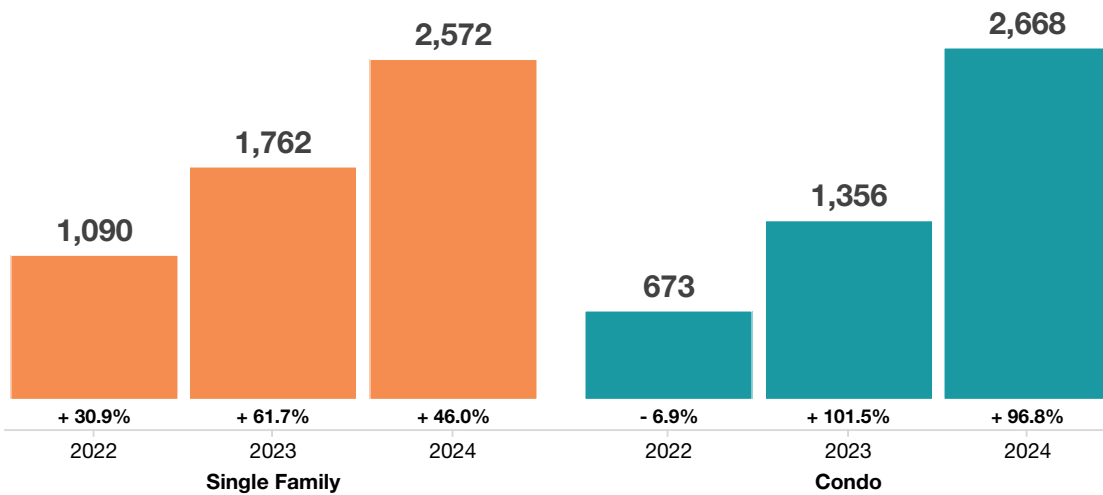


# Overall Inventory of Homes for Sale

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

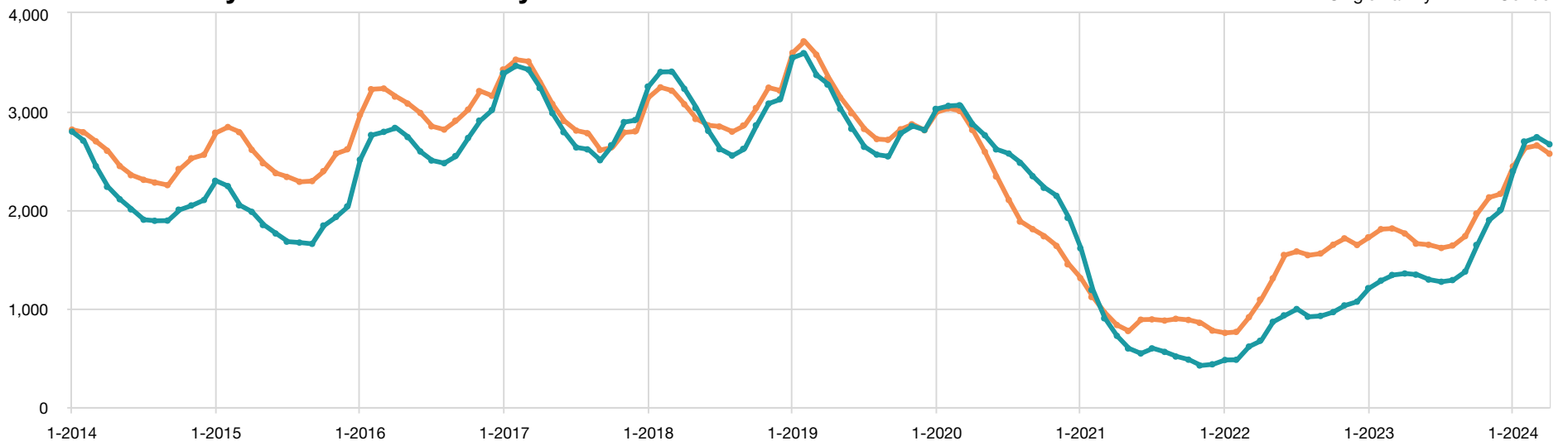


## April



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2023	1,659	+ 26.9%	1,344	+ 55.4%
Jun-2023	1,647	+ 6.7%	1,294	+ 39.0%
Jul-2023	1,615	+ 2.2%	1,272	+ 27.8%
Aug-2023	1,640	+ 6.4%	1,289	+ 40.6%
Sep-2023	1,735	+ 11.3%	1,375	+ 48.6%
Oct-2023	1,965	+ 19.2%	1,646	+ 70.7%
Nov-2023	2,129	+ 24.3%	1,898	+ 83.9%
Dec-2023	2,165	+ 31.6%	2,000	+ 86.9%
Jan-2024	2,444	+ 41.8%	2,395	+ 98.4%
Feb-2024	2,631	+ 45.7%	2,696	+ 110.1%
Mar-2024	2,656	+ 46.5%	2,740	+ 104.3%
<b>Apr-2024</b>	<b>2,572</b>	<b>+ 46.0%</b>	<b>2,668</b>	<b>+ 96.8%</b>
12-Month Avg	2,072	+ 26.6%	1,885	+ 75.5%

## Overall Inventory of Homes for Sale by Month

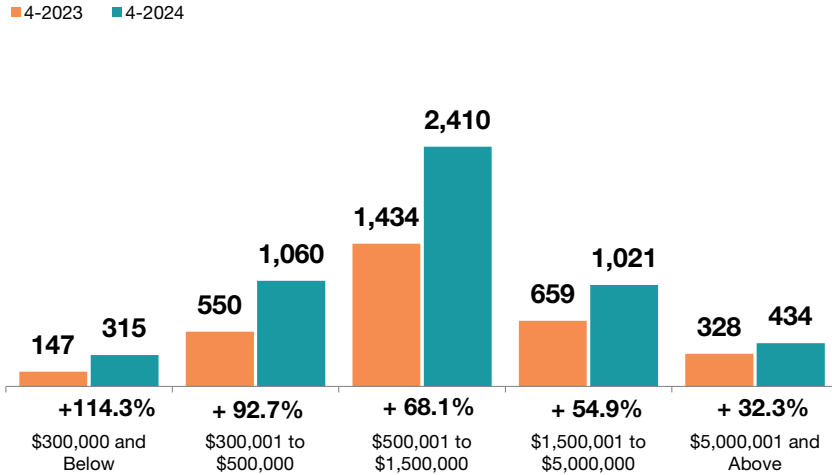


# Overall Inventory of Homes for Sale by Price Range

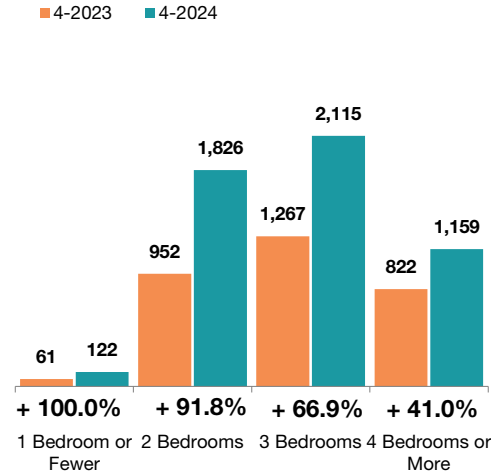


The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

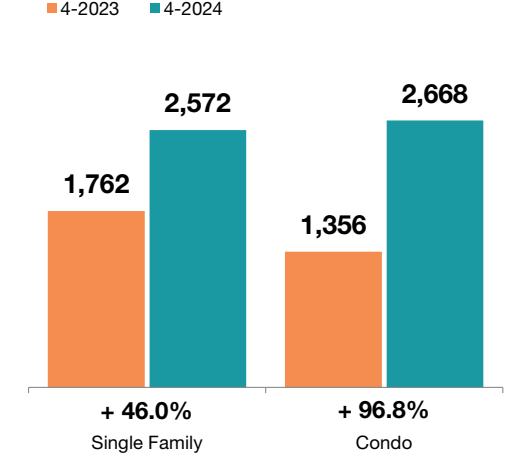
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	4-2023	4-2024	Change
\$300,000 and Below	147	315	+114.3%
\$300,001 to \$500,000	550	1,060	+92.7%
\$500,001 to \$1,500,000	1,434	2,410	+68.1%
\$1,500,001 to \$5,000,000	659	1,021	+54.9%
\$5,000,001 and Above	328	434	+32.3%
<b>All Price Ranges</b>	<b>3,118</b>	<b>5,240</b>	<b>+68.1%</b>

### Single Family

	4-2023	4-2024	Change
1 Bedroom or Fewer	59	95	+61.0%
2 Bedrooms	115	146	+27.0%
3 Bedrooms	859	1,361	+58.4%
4 Bedrooms or More	441	618	+40.1%
<b>Total</b>	<b>1,762</b>	<b>2,572</b>	<b>+46.0%</b>

### Condo

	4-2023	4-2024	Change
1 Bedroom or Fewer	88	220	+150.0%
2 Bedrooms	435	914	+110.1%
3 Bedrooms	575	1,049	+82.4%
4 Bedrooms or More	218	403	+84.9%
<b>Total</b>	<b>1,356</b>	<b>2,668</b>	<b>+96.8%</b>

### By Bedroom Count

	4-2023	4-2024	Change
1 Bedroom or Fewer	61	122	+100.0%
2 Bedrooms	952	1,826	+91.8%
3 Bedrooms	1,267	2,115	+66.9%
4 Bedrooms or More	822	1,159	+41.0%
<b>All Bedroom Counts</b>	<b>3,118</b>	<b>5,240</b>	<b>+68.1%</b>

	4-2023	4-2024	Change
1 Bedroom or Fewer	20	27	+35.0%
2 Bedrooms	165	273	+65.5%
3 Bedrooms	787	1,175	+49.3%
4 Bedrooms or More	780	1,089	+39.6%
<b>Total</b>	<b>1,762</b>	<b>2,572</b>	<b>+46.0%</b>

# Listing and Sales Summary Report

## April 2024



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Apr-24	Apr-23	% Change	Apr-24	Apr-23	% Change	Apr-24	Apr-23	% Change	Apr-24	Apr-23	% Change
<b>Overall Naples Market*</b>	<b>\$650,000</b>	<b>\$625,000</b>	<b>+4.0%</b>	<b>999</b>	<b>962</b>	<b>+3.8%</b>	<b>5,240</b>	<b>3,118</b>	<b>+68.1%</b>	<b>66</b>	<b>53</b>	<b>+24.5%</b>
<b>Collier County</b>	<b>\$675,000</b>	<b>\$650,000</b>	<b>+3.8%</b>	<b>1103</b>	<b>1060</b>	<b>+4.1%</b>	<b>5,948</b>	<b>3,597</b>	<b>+65.4%</b>	<b>67</b>	<b>55</b>	<b>+21.8%</b>
Ave Maria	\$440,000	\$451,500	-2.5%	17	20	-15.0%	143	91	+57.1%	46	89	-48.3%
Central Naples	\$500,000	\$424,500	+17.8%	129	132	-2.3%	563	311	+81.0%	53	34	+55.9%
East Naples	\$640,833	\$600,000	+6.8%	232	223	+4.0%	1,153	678	+70.1%	72	73	-1.4%
Everglades City	--	\$300,000	--	0	3	-100.0%	13	6	+116.7%	--	95	--
Immokalee	\$360,400	\$351,900	+2.4%	4	7	-42.9%	22	24	-8.3%	20	52	-61.5%
Immokalee / Ave Maria	\$415,000	\$420,000	-1.2%	21	27	-22.2%	166	115	+44.3%	41	79	-48.1%
Naples	\$652,750	\$635,000	+2.8%	978	934	+4.7%	5,070	3,003	+68.8%	66	52	+26.9%
Naples Beach	\$1,262,500	\$1,400,000	-9.8%	199	161	+23.6%	1,428	951	+50.2%	89	61	+45.9%
North Naples	\$702,500	\$730,000	-3.8%	247	229	+7.9%	1,070	584	+83.2%	56	44	+27.3%
South Naples	\$500,000	\$520,750	-4.0%	171	190	-10.0%	860	479	+79.5%	58	44	+31.8%
34102	\$1,900,000	\$1,975,000	-3.8%	43	48	-10.4%	495	301	+64.5%	111	94	+18.1%
34103	\$1,330,000	\$1,400,000	-5.0%	61	55	+10.9%	419	297	+41.1%	88	50	+76.0%
34104	\$465,000	\$358,000	+29.9%	57	60	-5.0%	231	134	+72.4%	48	28	+71.4%
34105	\$583,500	\$680,000	-14.2%	46	55	-16.4%	241	123	+95.9%	57	40	+42.5%
34108	\$1,200,000	\$979,500	+22.5%	95	58	+63.8%	514	353	+45.6%	81	45	+80.0%
34109	\$675,000	\$785,000	-14.0%	65	55	+18.2%	241	124	+94.4%	41	41	0.0%
34110	\$750,000	\$637,500	+17.6%	85	94	-9.6%	411	222	+85.1%	68	42	+61.9%
34112	\$415,500	\$425,000	-2.2%	98	106	-7.5%	477	260	+83.5%	51	44	+15.9%
34113	\$580,000	\$637,500	-9.0%	73	84	-13.1%	383	219	+74.9%	67	45	+48.9%
34114	\$605,975	\$634,820	-4.5%	108	110	-1.8%	556	270	+105.9%	78	68	+14.7%
34116	\$517,500	\$424,000	+22.1%	26	17	+52.9%	91	54	+68.5%	56	34	+64.7%
34117	\$620,000	\$502,000	+23.5%	21	26	-19.2%	120	89	+34.8%	53	90	-41.1%
34119	\$725,000	\$855,000	-15.2%	97	80	+21.3%	418	238	+75.6%	55	48	+14.6%
34120	\$650,000	\$589,000	+10.4%	103	87	+18.4%	475	318	+49.4%	69	75	-8.0%
34137	--	--	--	0	0	--	2	1	+100.0%	--	--	--
34142	\$415,000	\$420,000	-1.2%	21	27	-22.2%	166	115	+44.3%	41	79	-48.1%

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



# Local Market Update – April 2024

A Research Tool Provided by Naples Area Board of REALTORS®



## Naples Beach

34102, 34103, 34108

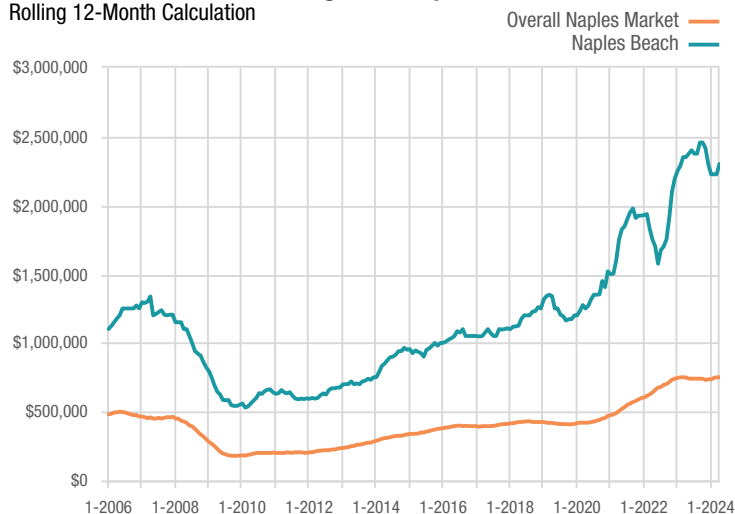
Single Family	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	91	83	- 8.8%	469	468	- 0.2%
Total Sales	41	60	+ 46.3%	185	169	- 8.6%
Days on Market Until Sale	76	110	+ 44.7%	77	110	+ 42.9%
Median Closed Price*	\$1,825,000	<b>\$2,522,500</b>	+ 38.2%	\$2,462,000	<b>\$2,495,000</b>	+ 1.3%
Average Closed Price*	\$2,666,512	<b>\$4,309,475</b>	+ 61.6%	\$3,886,801	<b>\$4,535,173</b>	+ 16.7%
Percent of List Price Received*	93.7%	<b>93.3%</b>	- 0.4%	93.2%	<b>92.7%</b>	- 0.5%
Inventory of Homes for Sale	497	594	+ 19.5%	—	—	—
Months Supply of Inventory	10.9	15.6	+ 43.1%	—	—	—

Condo	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	166	153	- 7.8%	717	835	+ 16.5%
Total Sales	120	139	+ 15.8%	374	370	- 1.1%
Days on Market Until Sale	56	80	+ 42.9%	53	83	+ 56.6%
Median Closed Price*	\$1,325,000	<b>\$1,100,000</b>	- 17.0%	\$1,250,000	<b>\$1,185,000</b>	- 5.2%
Average Closed Price*	\$1,682,768	<b>\$1,474,395</b>	- 12.4%	\$1,655,130	<b>\$1,675,579</b>	+ 1.2%
Percent of List Price Received*	95.8%	<b>94.8%</b>	- 1.0%	95.6%	<b>94.3%</b>	- 1.4%
Inventory of Homes for Sale	454	834	+ 83.7%	—	—	—
Months Supply of Inventory	5.7	10.9	+ 91.2%	—	—	—

\* 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.

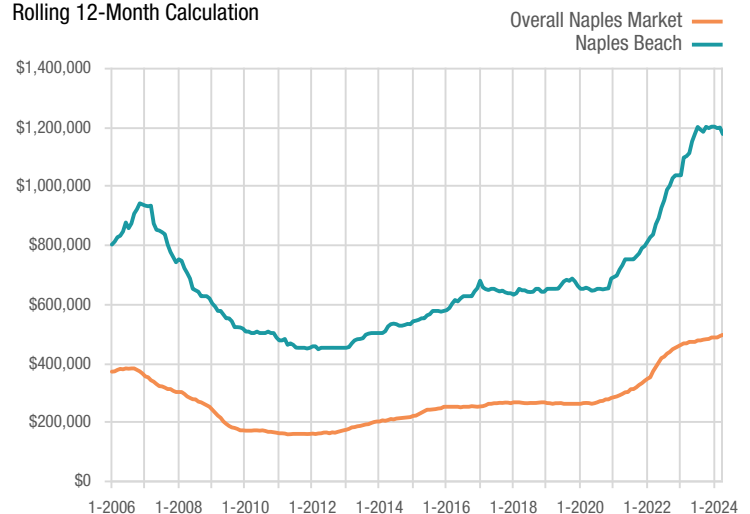
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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

# Local Market Update – April 2024

A Research Tool Provided by Naples Area Board of REALTORS®



## North Naples

34109, 34110, 34119

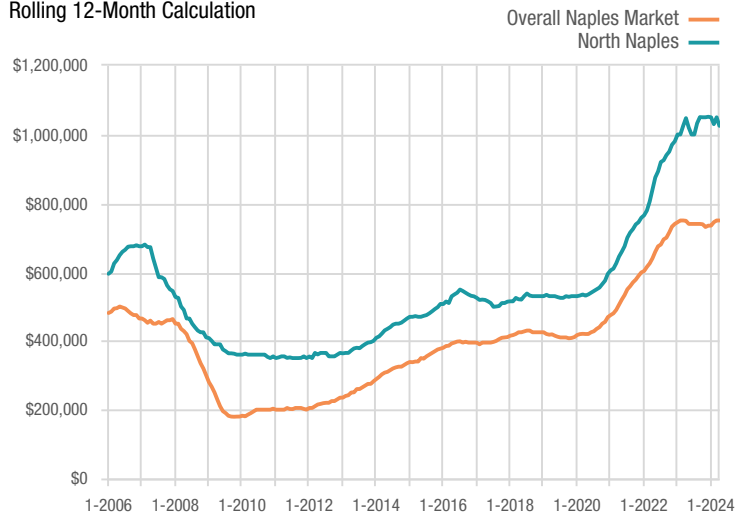
Single Family	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	121	<b>147</b>	+ 21.5%	538	<b>687</b>	+ 27.7%
Total Sales	97	<b>100</b>	+ 3.1%	325	<b>326</b>	+ 0.3%
Days on Market Until Sale	45	<b>52</b>	+ 15.6%	51	<b>56</b>	+ 9.8%
Median Closed Price*	\$1,172,500	<b>\$1,094,500</b>	- 6.7%	\$1,125,000	<b>\$1,012,500</b>	- 10.0%
Average Closed Price*	\$1,530,745	<b>\$1,415,619</b>	- 7.5%	\$1,535,733	<b>\$1,502,469</b>	- 2.2%
Percent of List Price Received*	96.0%	<b>95.3%</b>	- 0.7%	96.1%	<b>95.6%</b>	- 0.5%
Inventory of Homes for Sale	305	<b>485</b>	+ 59.0%	—	—	—
Months Supply of Inventory	3.6	<b>5.9</b>	+ 63.9%	—	—	—

Condo	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	140	<b>171</b>	+ 22.1%	658	<b>811</b>	+ 23.3%
Total Sales	132	<b>147</b>	+ 11.4%	433	<b>419</b>	- 3.2%
Days on Market Until Sale	43	<b>58</b>	+ 34.9%	40	<b>55</b>	+ 37.5%
Median Closed Price*	\$502,500	<b>\$537,500</b>	+ 7.0%	\$500,000	<b>\$522,000</b>	+ 4.4%
Average Closed Price*	\$743,772	<b>\$809,257</b>	+ 8.8%	\$783,183	<b>\$698,870</b>	- 10.8%
Percent of List Price Received*	97.6%	<b>96.4%</b>	- 1.2%	97.3%	<b>96.2%</b>	- 1.1%
Inventory of Homes for Sale	279	<b>585</b>	+ 109.7%	—	—	—
Months Supply of Inventory	2.5	<b>6.1</b>	+ 144.0%	—	—	—

\* 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.

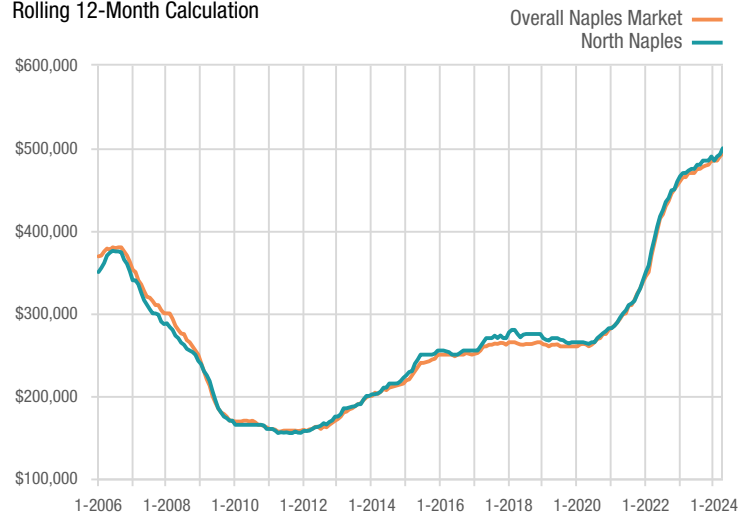
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## Central Naples

34104, 34105, 34116

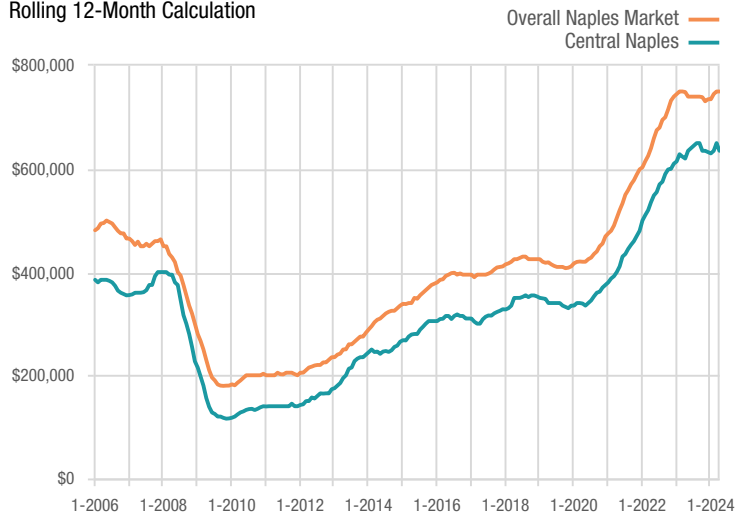
Single Family	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	64	<b>72</b>	+ 12.5%	313	<b>352</b>	+ 12.5%
Total Sales	55	<b>70</b>	+ 27.3%	209	<b>198</b>	- 5.3%
Days on Market Until Sale	32	<b>62</b>	+ 93.8%	42	<b>59</b>	+ 40.5%
Median Closed Price*	\$712,500	<b>\$604,000</b>	- 15.2%	\$650,000	<b>\$650,250</b>	+ 0.0%
Average Closed Price*	\$1,164,653	<b>\$1,063,560</b>	- 8.7%	\$925,204	<b>\$1,172,272</b>	+ 26.7%
Percent of List Price Received*	96.6%	<b>95.8%</b>	- 0.8%	96.1%	<b>95.6%</b>	- 0.5%
Inventory of Homes for Sale	166	<b>244</b>	+ 47.0%	—	—	—
Months Supply of Inventory	3.2	<b>5.2</b>	+ 62.5%	—	—	—

Condo	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	65	<b>100</b>	+ 53.8%	336	<b>462</b>	+ 37.5%
Total Sales	77	<b>59</b>	- 23.4%	236	<b>207</b>	- 12.3%
Days on Market Until Sale	35	<b>42</b>	+ 20.0%	37	<b>42</b>	+ 13.5%
Median Closed Price*	\$350,000	<b>\$357,500</b>	+ 2.1%	\$356,750	<b>\$360,000</b>	+ 0.9%
Average Closed Price*	\$435,760	<b>\$425,792</b>	- 2.3%	\$427,298	<b>\$456,651</b>	+ 6.9%
Percent of List Price Received*	96.9%	<b>96.7%</b>	- 0.2%	96.8%	<b>96.3%</b>	- 0.5%
Inventory of Homes for Sale	145	<b>319</b>	+ 120.0%	—	—	—
Months Supply of Inventory	2.3	<b>6.4</b>	+ 178.3%	—	—	—

\* 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.

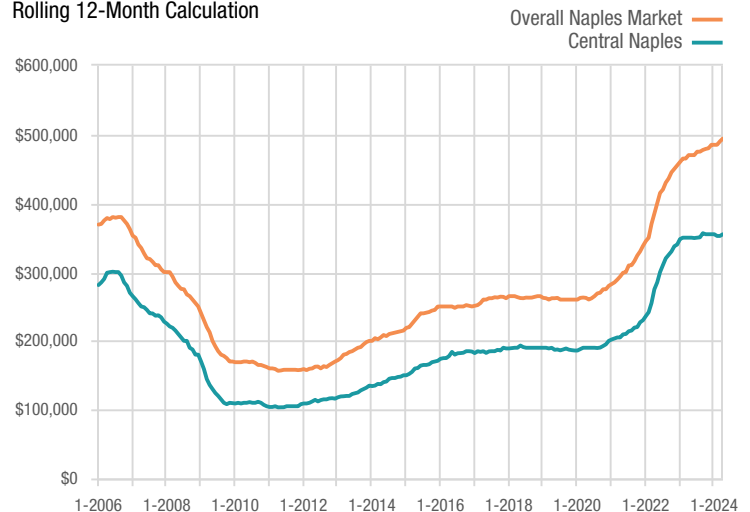
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## South Naples

34112, 34113

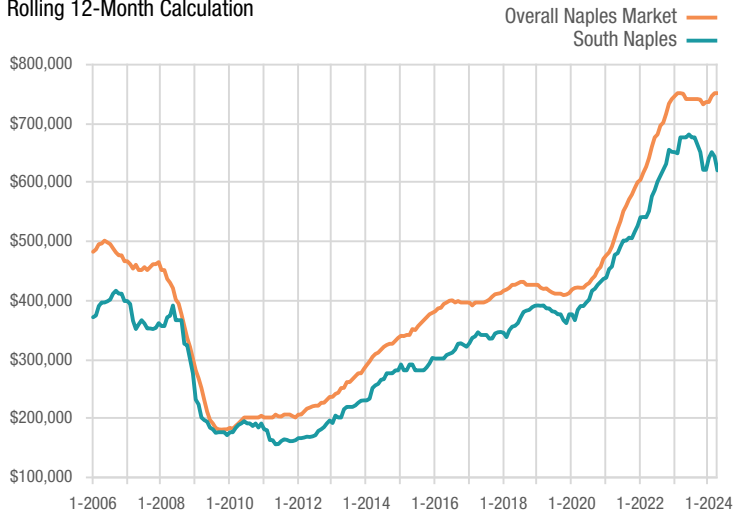
Single Family	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	71	<b>94</b>	+ 32.4%	312	<b>390</b>	+ 25.0%
Total Sales	64	<b>58</b>	- 9.4%	208	<b>171</b>	- 17.8%
Days on Market Until Sale	49	<b>78</b>	+ 59.2%	56	<b>64</b>	+ 14.3%
Median Closed Price*	\$850,000	<b>\$563,500</b>	- 33.7%	\$708,500	<b>\$650,000</b>	- 8.3%
Average Closed Price*	\$1,047,444	<b>\$811,696</b>	- 22.5%	\$982,739	<b>\$1,018,553</b>	+ 3.6%
Percent of List Price Received*	95.4%	<b>94.4%</b>	- 1.0%	95.3%	<b>95.0%</b>	- 0.3%
Inventory of Homes for Sale	193	<b>295</b>	+ 52.8%	—	—	—
Months Supply of Inventory	4.1	<b>6.7</b>	+ 63.4%	—	—	—

Condo	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	128	<b>136</b>	+ 6.3%	571	<b>717</b>	+ 25.6%
Total Sales	126	<b>113</b>	- 10.3%	373	<b>330</b>	- 11.5%
Days on Market Until Sale	42	<b>47</b>	+ 11.9%	48	<b>60</b>	+ 25.0%
Median Closed Price*	\$450,000	<b>\$450,000</b>	0.0%	\$410,000	<b>\$446,000</b>	+ 8.8%
Average Closed Price*	\$493,839	<b>\$509,117</b>	+ 3.1%	\$460,312	<b>\$503,364</b>	+ 9.4%
Percent of List Price Received*	97.2%	<b>97.3%</b>	+ 0.1%	96.9%	<b>96.9%</b>	0.0%
Inventory of Homes for Sale	286	<b>565</b>	+ 97.6%	—	—	—
Months Supply of Inventory	3.3	<b>7.2</b>	+ 118.2%	—	—	—

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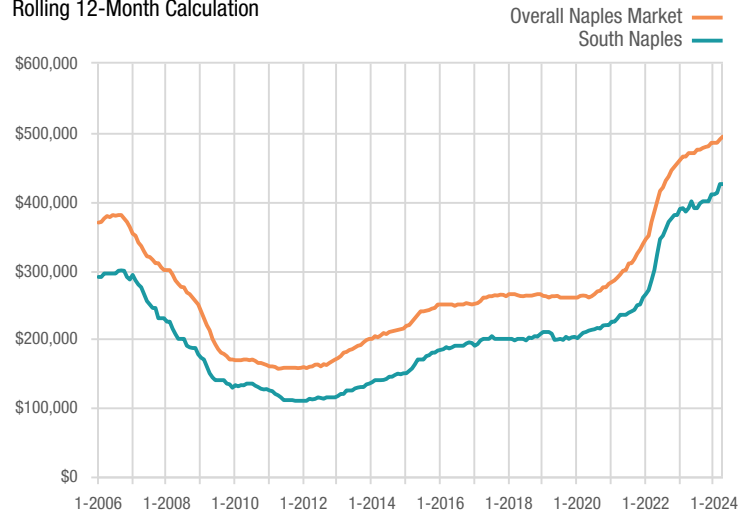
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – April 2024

A Research Tool Provided by Naples Area Board of REALTORS®



## East Naples

34114, 34117, 34120, 34137

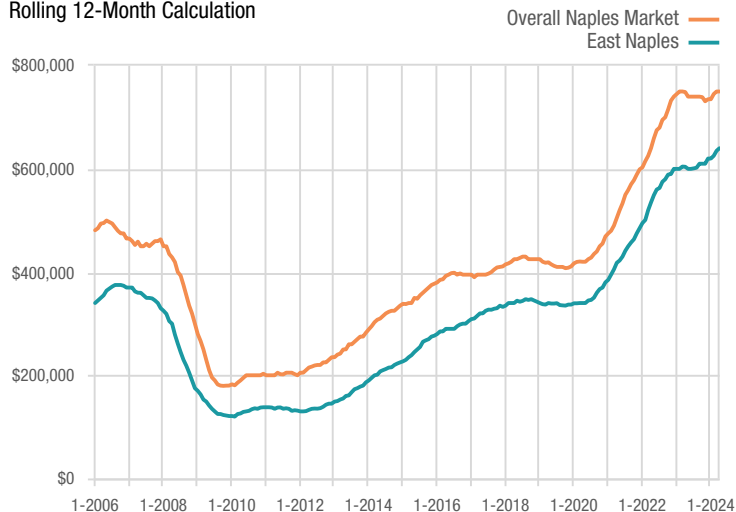
Single Family	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	201	<b>264</b>	+ 31.3%	853	<b>1,087</b>	+ 27.4%
Total Sales	157	<b>159</b>	+ 1.3%	589	<b>556</b>	- 5.6%
Days on Market Until Sale	80	<b>68</b>	- 15.0%	65	<b>69</b>	+ 6.2%
Median Closed Price*	\$635,000	<b>\$705,000</b>	+ 11.0%	\$610,000	<b>\$681,500</b>	+ 11.7%
Average Closed Price*	\$771,011	<b>\$865,099</b>	+ 12.2%	\$740,343	<b>\$831,721</b>	+ 12.3%
Percent of List Price Received*	97.1%	<b>96.6%</b>	- 0.5%	96.9%	<b>96.7%</b>	- 0.2%
Inventory of Homes for Sale	514	<b>818</b>	+ 59.1%	—	—	—
Months Supply of Inventory	3.8	<b>6.3</b>	+ 65.8%	—	—	—

Condo	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	67	<b>74</b>	+ 10.4%	332	<b>385</b>	+ 16.0%
Total Sales	66	<b>73</b>	+ 10.6%	229	<b>192</b>	- 16.2%
Days on Market Until Sale	56	<b>80</b>	+ 42.9%	50	<b>78</b>	+ 56.0%
Median Closed Price*	\$567,000	<b>\$520,000</b>	- 8.3%	\$520,000	<b>\$513,500</b>	- 1.3%
Average Closed Price*	\$547,338	<b>\$555,093</b>	+ 1.4%	\$529,654	<b>\$552,715</b>	+ 4.4%
Percent of List Price Received*	97.0%	<b>96.4%</b>	- 0.6%	97.3%	<b>96.9%</b>	- 0.4%
Inventory of Homes for Sale	164	<b>335</b>	+ 104.3%	—	—	—
Months Supply of Inventory	3.1	<b>6.9</b>	+ 122.6%	—	—	—

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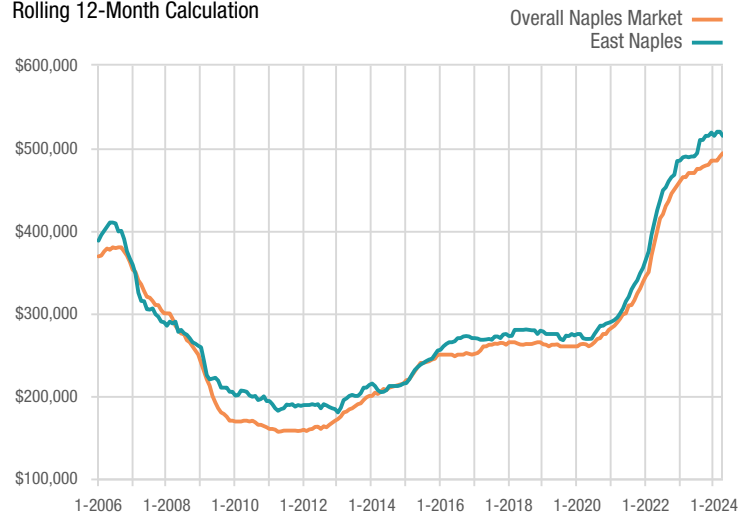
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## Immokalee / Ave Maria

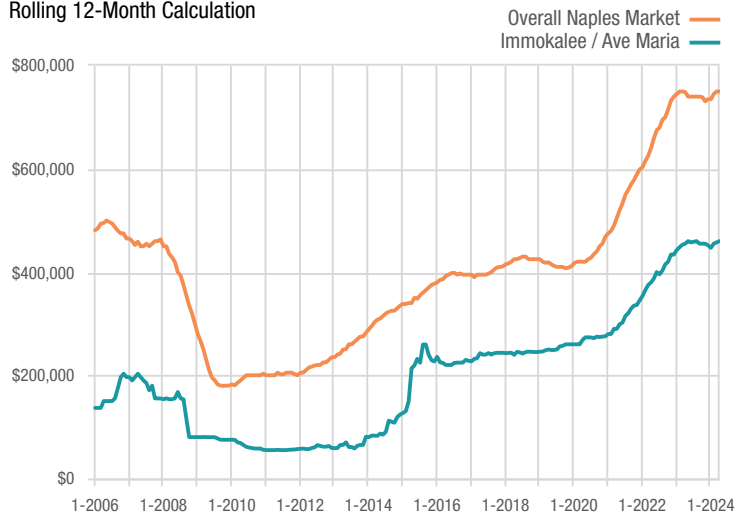
Single Family	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	27	<b>32</b>	+ 18.5%	134	<b>142</b>	+ 6.0%
Total Sales	23	<b>15</b>	- 34.8%	92	<b>70</b>	- 23.9%
Days on Market Until Sale	66	<b>43</b>	- 34.8%	57	<b>70</b>	+ 22.8%
Median Closed Price*	\$425,000	<b>\$449,000</b>	+ 5.6%	\$466,500	<b>\$531,500</b>	+ 13.9%
Average Closed Price*	\$447,816	<b>\$527,980</b>	+ 17.9%	\$485,145	<b>\$516,749</b>	+ 6.5%
Percent of List Price Received*	97.1%	<b>94.4%</b>	- 2.8%	96.7%	<b>96.1%</b>	- 0.6%
Inventory of Homes for Sale	87	<b>136</b>	+ 56.3%	—	—	—
Months Supply of Inventory	4.9	<b>6.3</b>	+ 28.6%	—	—	—

Condo	April			Year to Date		
	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
<b>Key Metrics</b>						
New Listings	7	<b>9</b>	+ 28.6%	36	<b>47</b>	+ 30.6%
Total Sales	4	<b>6</b>	+ 50.0%	15	<b>29</b>	+ 93.3%
Days on Market Until Sale	153	<b>36</b>	- 76.5%	73	<b>70</b>	- 4.1%
Median Closed Price*	\$315,000	<b>\$340,000</b>	+ 7.9%	\$353,900	<b>\$322,998</b>	- 8.7%
Average Closed Price*	\$313,601	<b>\$339,083</b>	+ 8.1%	\$359,046	<b>\$321,896</b>	- 10.3%
Percent of List Price Received*	93.6%	<b>96.4%</b>	+ 3.0%	97.3%	<b>96.5%</b>	- 0.8%
Inventory of Homes for Sale	28	<b>30</b>	+ 7.1%	—	—	—
Months Supply of Inventory	10.2	<b>4.8</b>	- 52.9%	—	—	—

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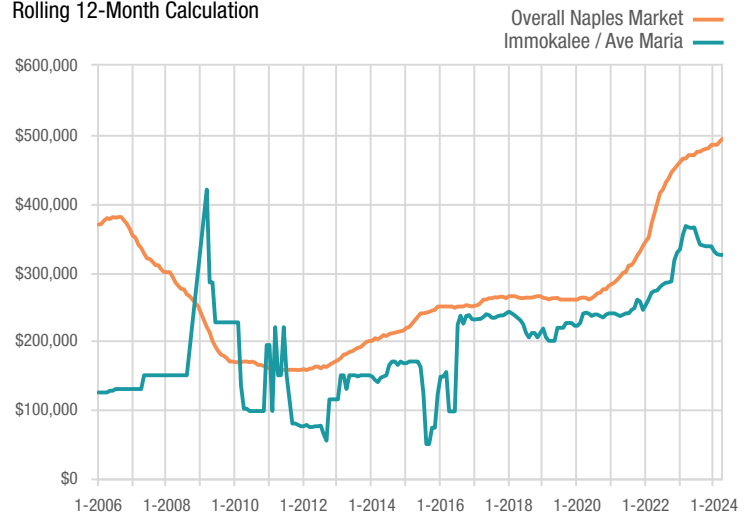
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

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