

Naples Area Market Report



June 2024

Despite a 59 percent increase in overall inventory during June, overall closed sales during the month decreased 17.3 percent to 710 closed sales from 859 closed sales in June 2023. Data reflected in the June 2024 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), showed the overall median closed price decreased .8 percent to \$595,000 from \$600,000 in June 2023. Broker analysts say a steady number of list price reductions each month coupled with more realistic prices set by sellers will help the Naples market find its new “sweet spot” for home buying.

Price reductions occur for many reasons: nearby comparative homes are priced lower, there have been no recent showings or offers on the home, the home has received a low appraisal, or to attract more buyers.

The June report showed 1,351 price reductions compared to 94 price increases. Coupled with a 95 percent list to sale price ratio, the data appears to indicate that sellers are making headway to adjust their initial asking prices to better reflect today’s market and, to some degree, are entertaining negotiations to secure a buyer.

Summer buyers will enjoy more home options as the inventory of properties continues to rise compared to the last three years. In June, the 59 percent increase in inventory resulted in an available pool of 4,680 properties compared to only 2,943 properties during June 2023. Plus, confidence in the market remains steady with overall new listings in June increasing 1.5 percent to 896 new listings from 882 new listings in June 2023.

Quick Facts

- 17.3%	- 0.8%	+ 59.0%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 5.6%	+ 6.0%	- 5.5%
Price Range With the Strongest Sales: \$5,000,001 and Above	Bedroom Count With Strongest Sales: 1 Bedroom or Fewer	Property Type With Strongest Sales: Single Family

Overall Market Overview	2
Single Family Market Overview	3
Condo Market Overview	4
Overall Closed Sales	5-6
Overall Median Closed Price	7-8
Overall Percent of Current List Price Received	9-10
Overall Days on Market until Sale	11-12
Overall New Listings by Month	13
Overall Inventory of Homes for Sale	14-15
Overall Listing and Sales Summary by Area Naples	16
Beach	17
North Naples	18
Central Naples	19
South Naples	20
East Naples	21
Immokalee/Ave Maria	22



This report covers Collier County, excluding San Marco Island. Percent changes are calculated using rounded figures.

Current as of July 10, 2024. All data from Southwest Florida MLS. Report © 2024 ShowingTime Plus, LLC.

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	6-2023	6-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		883	896	+ 1.5%	7,166	8,542	+ 19.2%
Total Sales		859	710	- 17.3%	5,160	4,695	- 9.0%
Days on Market Until Sale		50	78	+ 56.0%	52	68	+ 30.8%
Median Closed Price		\$600,000	\$595,000	- 0.8%	\$605,000	\$630,000	+ 4.1%
Average Closed Price		\$1,005,220	\$1,085,605	+ 8.0%	\$1,062,900	\$1,138,209	+ 7.1%
Percent of List Price Received		96.2%	95.0%	- 1.2%	96.3%	95.6%	- 0.7%
Pending Listings		800	711	- 11.1%	6,659	6,222	- 6.6%
Inventory of Homes for Sale		2,943	4,680	+ 59.0%	—	—	—
Months Supply of Inventory		3.9	6.7	+ 71.8%	—	—	—

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	6-2023	6-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		518	498	- 3.9%	3,674	4,283	+ 16.6%
Total Sales		453	361	- 20.3%	2,556	2,327	- 9.0%
Days on Market Until Sale		53	75	+ 41.5%	58	70	+ 20.7%
Median Closed Price		\$752,500	\$730,000	- 3.0%	\$742,750	\$780,000	+ 5.0%
Average Closed Price		\$1,206,933	\$1,356,819	+ 12.4%	\$1,321,210	\$1,446,449	+ 9.5%
Percent of List Price Received		96.1%	95.1%	- 1.0%	96.0%	95.6%	- 0.4%
Pending Listings		446	384	- 13.9%	3,345	3,135	- 6.3%
Inventory of Homes for Sale		1,648	2,352	+ 42.7%	—	—	—
Months Supply of Inventory		4.4	6.6	+ 50.0%	—	—	—

Condo Market Overview

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



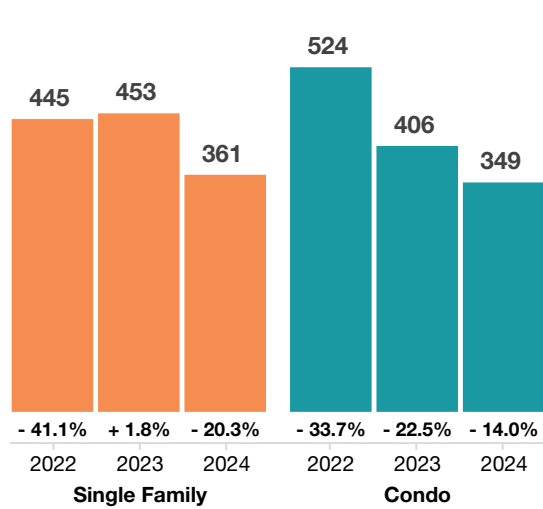
Key Metrics	Historical Sparkbars	6-2023	6-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		365	398	+ 9.0%	3,492	4,259	+ 22.0%
Total Sales		406	349	- 14.0%	2,604	2,368	- 9.1%
Days on Market Until Sale		47	81	+ 72.3%	47	67	+ 42.6%
Median Closed Price		\$481,250	\$485,000	+ 0.8%	\$495,000	\$510,000	+ 3.0%
Average Closed Price		\$780,156	\$805,067	+ 3.2%	\$809,352	\$835,305	+ 3.2%
Percent of List Price Received		96.4%	94.9%	- 1.6%	96.7%	95.7%	- 1.0%
Pending Listings		354	327	- 7.6%	3,314	3,087	- 6.8%
Inventory of Homes for Sale		1,295	2,328	+ 79.8%	—	—	—
Months Supply of Inventory		3.5	6.8	+ 94.3%	—	—	—

Overall Closed Sales

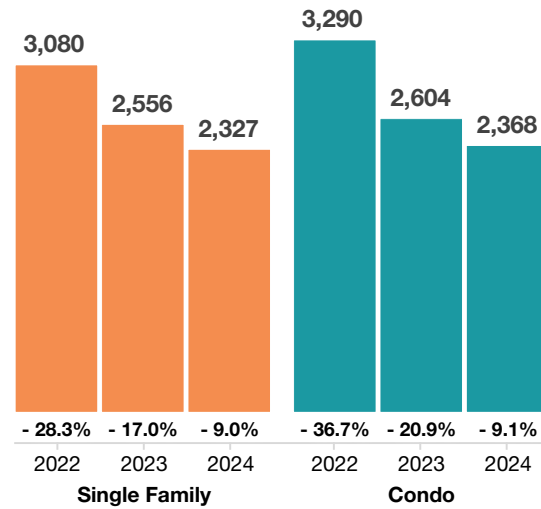
A count of the actual sales that closed in a given month.



June

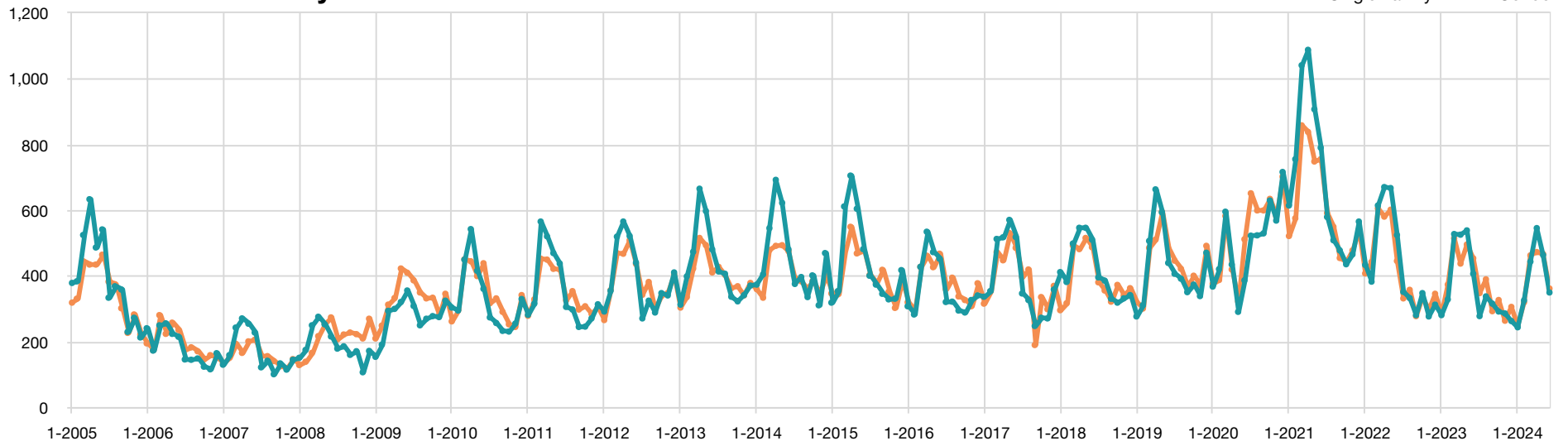


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2023	347	+ 4.8%	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%	325	- 0.9%
Mar-2024	462	- 10.1%	443	- 15.9%
Apr-2024	472	+ 8.0%	545	+ 3.8%
May-2024	466	- 5.9%	463	- 13.9%
Jun-2024	361	- 20.3%	349	- 14.0%
12-Month Avg	354	- 5.6%	345	- 8.0%

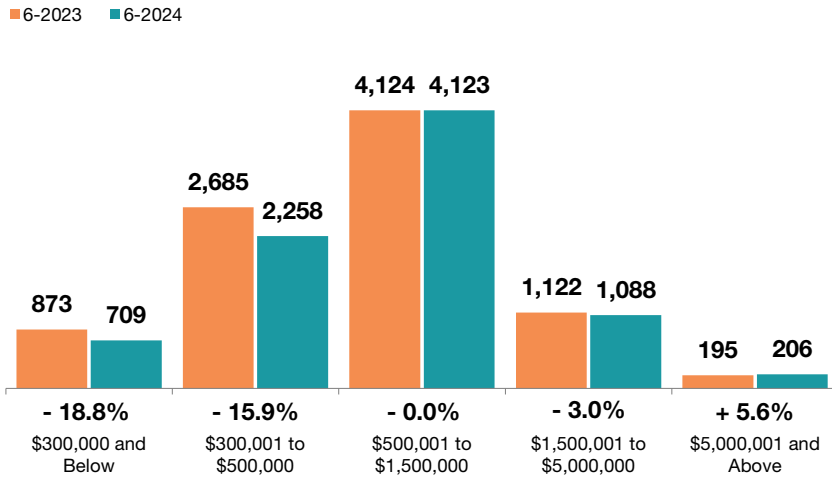
Overall Closed Sales by Month



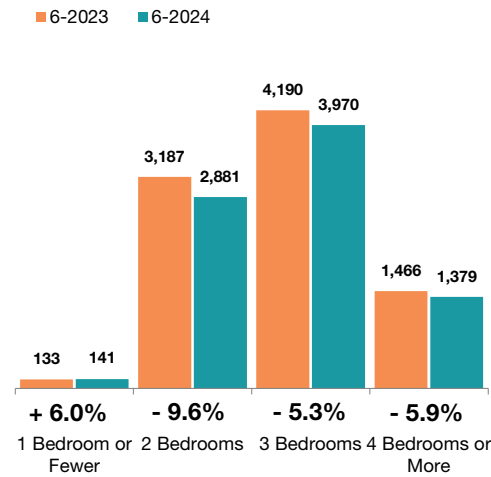
Overall Closed Sales by Price Range

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

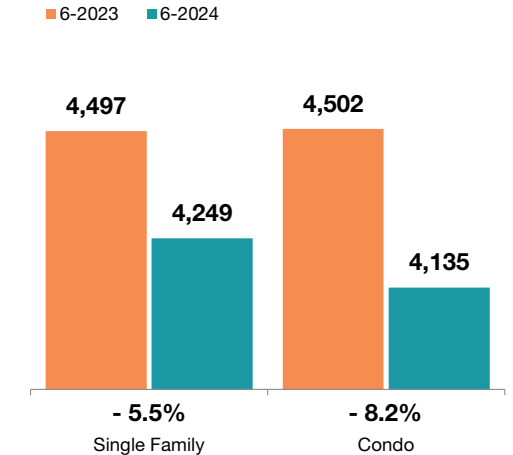
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2023	6-2024	Change
\$300,000 and Below	873	709	- 18.8%
\$300,001 to \$500,000	2,685	2,258	- 15.9%
\$500,001 to \$1,500,000	4,124	4,123	- 0.0%
\$1,500,001 to \$5,000,000	1,122	1,088	- 3.0%
\$5,000,001 and Above	195	206	+ 5.6%
All Price Ranges	8,999	8,384	- 6.8%

Single Family

	6-2023	6-2024	Change
1 Bedroom or Fewer	220	193	- 12.3%
2 Bedrooms	832	658	- 20.9%
3 Bedrooms	2,547	2,528	- 0.7%
4 Bedrooms or More	734	705	- 4.0%
All Single Family	4,497	4,249	- 5.5%

Condo

	6-2023	6-2024	Change
1 Bedroom or Fewer	653	516	- 21.0%
2 Bedrooms	1,853	1,600	- 13.7%
3 Bedrooms	1,577	1,595	+ 1.1%
4 Bedrooms or More	388	383	- 1.3%
All Condo	4,502	4,135	- 8.2%

By Bedroom Count

	6-2023	6-2024	Change
1 Bedroom or Fewer	133	141	+ 6.0%
2 Bedrooms	3,187	2,881	- 9.6%
3 Bedrooms	4,190	3,970	- 5.3%
4 Bedrooms or More	1,466	1,379	- 5.9%
All Bedroom Counts	8,999	8,384	- 6.8%

	6-2023	6-2024	Change
1 Bedroom or Fewer	24	28	+ 16.7%
2 Bedrooms	531	509	- 4.1%
3 Bedrooms	2,562	2,406	- 6.1%
4 Bedrooms or More	1,374	1,303	- 5.2%
All Single Family	4,497	4,249	- 5.5%

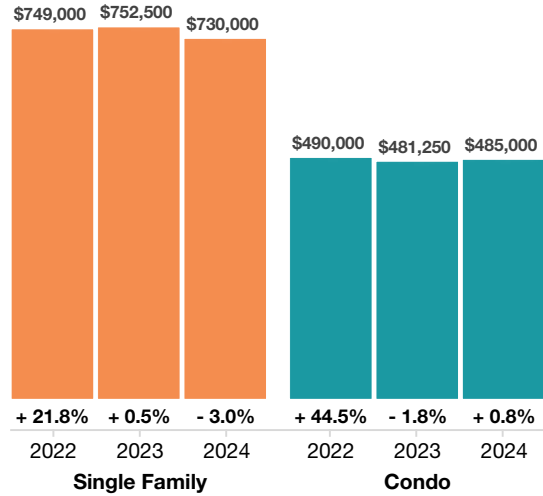
	6-2023	6-2024	Change
1 Bedroom or Fewer	109	113	+ 3.7%
2 Bedrooms	2,656	2,372	- 10.7%
3 Bedrooms	1,628	1,564	- 3.9%
4 Bedrooms or More	92	76	- 17.4%
All Condo	4,502	4,135	- 8.2%

Overall Median Closed Price

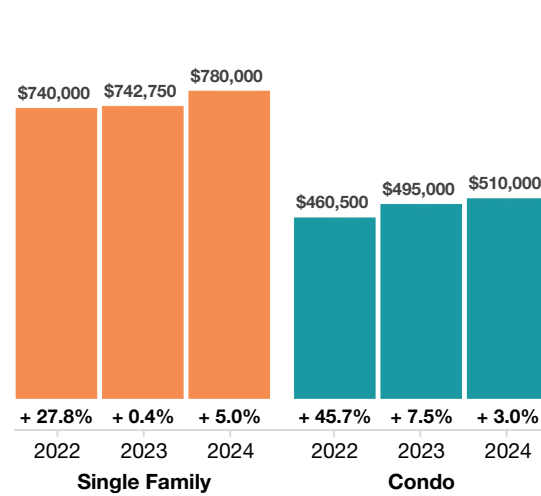
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



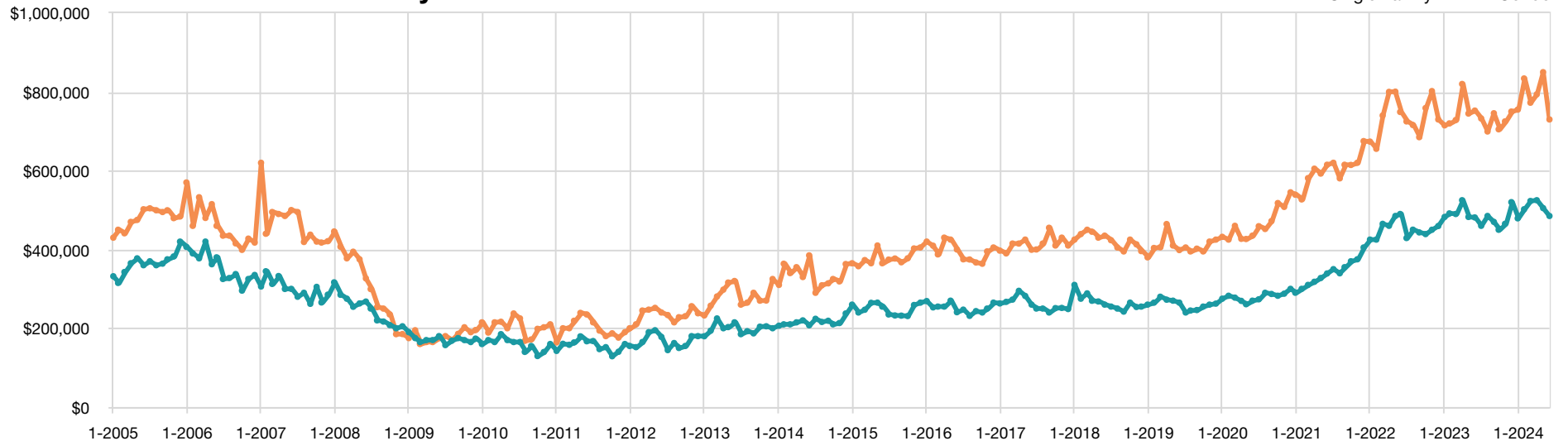
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2023	\$732,500	+ 1.0%	\$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%	\$502,000	+ 2.1%
Mar-2024	\$772,500	+ 6.0%	\$523,000	+ 6.7%
Apr-2024	\$793,750	- 3.2%	\$525,000	0.0%
May-2024	\$850,000	+ 14.1%	\$505,000	+ 4.7%
Jun-2024	\$730,000	- 3.0%	\$485,000	+ 0.8%
12-Month Avg*	\$750,000	+ 1.4%	\$495,000	+ 5.3%

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

Overall Median Closed Price by Month



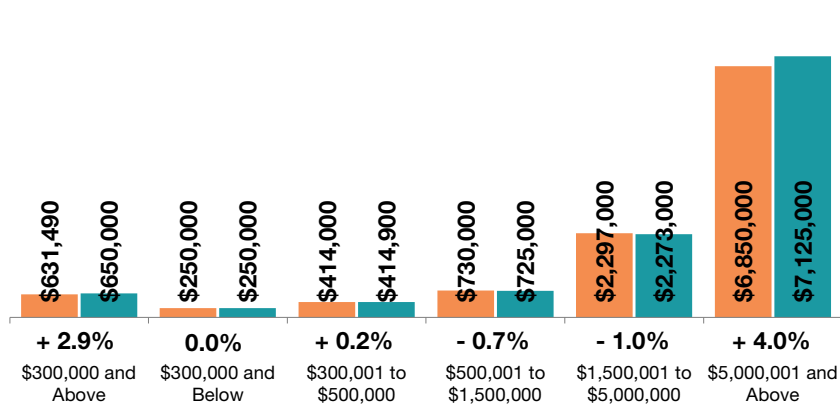
Overall Median Closed Price by Price Range



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

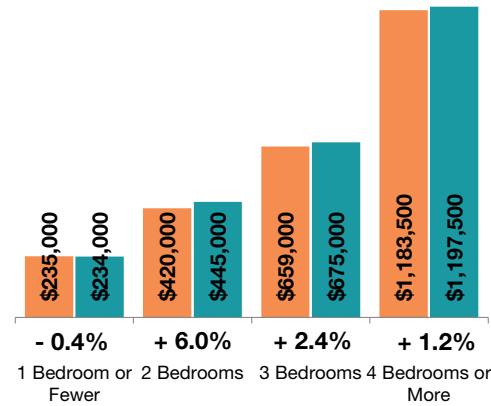
By Price Range

6-2023 6-2024



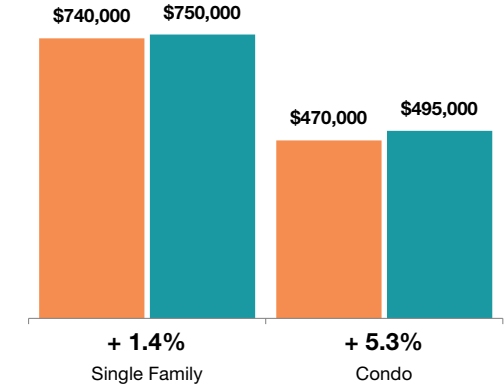
By Bedroom Count

6-2023 6-2024



By Property Type

6-2023 6-2024



All Properties

By Price Range

	6-2023	6-2024	Change
\$300,000 and Above	\$631,490	\$650,000	+ 2.9%
\$300,000 and Below	\$250,000	\$250,000	0.0%
\$300,001 to \$500,000	\$414,000	\$414,900	+ 0.2%
\$500,001 to \$1,500,000	\$730,000	\$725,000	- 0.7%
\$1,500,001 to \$5,000,000	\$2,297,000	\$2,273,000	- 1.0%
\$5,000,001 and Above	\$6,850,000	\$7,125,000	+ 4.0%
All Price Ranges	\$590,000	\$613,000	+ 3.9%

Single Family

	6-2023	6-2024	Change
\$300,000 and Above	\$760,000	\$775,000	+ 2.0%
\$300,000 and Below	\$195,000	\$190,000	- 2.6%
\$300,001 to \$500,000	\$435,000	\$440,000	+ 1.1%
\$500,001 to \$1,500,000	\$755,000	\$750,000	- 0.7%
\$1,500,001 to \$5,000,000	\$2,290,000	\$2,275,000	- 0.7%
\$5,000,001 and Above	\$6,850,000	\$7,250,000	+ 5.8%
All Single Family	\$740,000	\$750,000	+ 1.4%

Condo

	6-2023	6-2024	Change
\$300,000 and Above	\$515,000	\$531,000	+ 3.1%
\$300,000 and Below	\$260,500	\$265,000	+ 1.7%
\$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	\$2,300,000	\$2,270,000	- 1.3%
\$5,000,001 and Above	\$7,000,000	\$6,185,000	- 11.6%
All Condo	\$470,000	\$495,000	+ 5.3%

By Bedroom Count

	6-2023	6-2024	Change
1 Bedroom or Fewer	\$235,000	\$234,000	- 0.4%
2 Bedrooms	\$420,000	\$445,000	+ 6.0%
3 Bedrooms	\$659,000	\$675,000	+ 2.4%
4 Bedrooms or More	\$1,183,500	\$1,197,500	+ 1.2%
All Bedroom Counts	\$590,000	\$613,000	+ 3.9%

	6-2023	6-2024	Change
1 Bedroom or Fewer	\$155,000	\$152,500	- 1.6%
2 Bedrooms	\$475,000	\$485,000	+ 2.1%
3 Bedrooms	\$695,000	\$700,000	+ 0.7%
4 Bedrooms or More	\$1,160,000	\$1,166,750	+ 0.6%
All Single Family	\$740,000	\$750,000	+ 1.4%

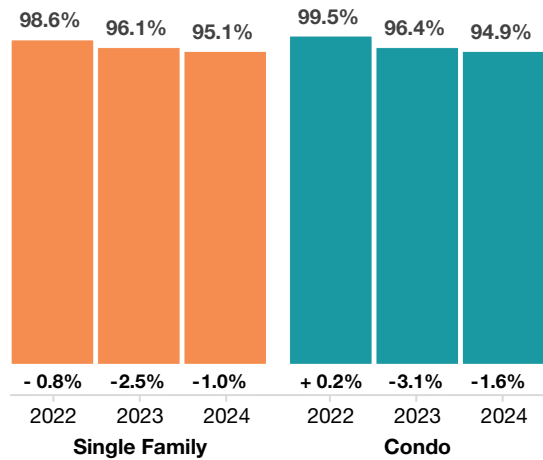
	6-2023	6-2024	Change
1 Bedroom or Fewer	\$250,000	\$262,000	+ 4.8%
2 Bedrooms	\$415,000	\$435,000	+ 4.8%
3 Bedrooms	\$599,500	\$625,000	+ 4.3%
4 Bedrooms or More	\$2,185,000	\$3,412,500	+ 56.2%
All Condo	\$470,000	\$495,000	+ 5.3%

Overall Percent of Current List Price Received

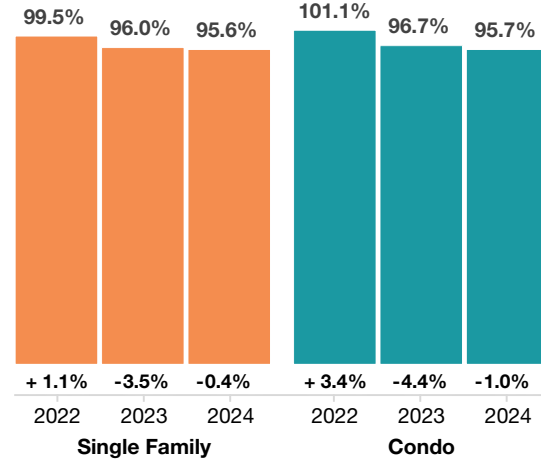


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June



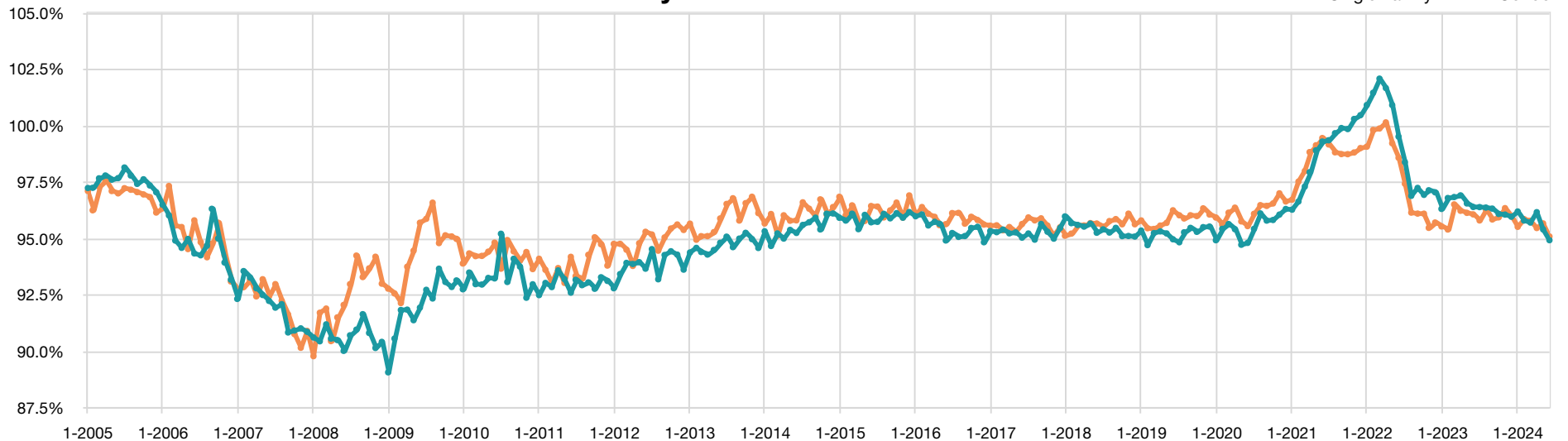
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%
Apr-2024	95.5%	- 0.7%	96.2%	- 0.7%
May-2024	95.7%	- 0.4%	95.4%	- 1.1%
Jun-2024	95.1%	- 1.0%	94.9%	- 1.6%
12-Month Avg*	95.8%	- 0.3%	95.9%	- 1.0%

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

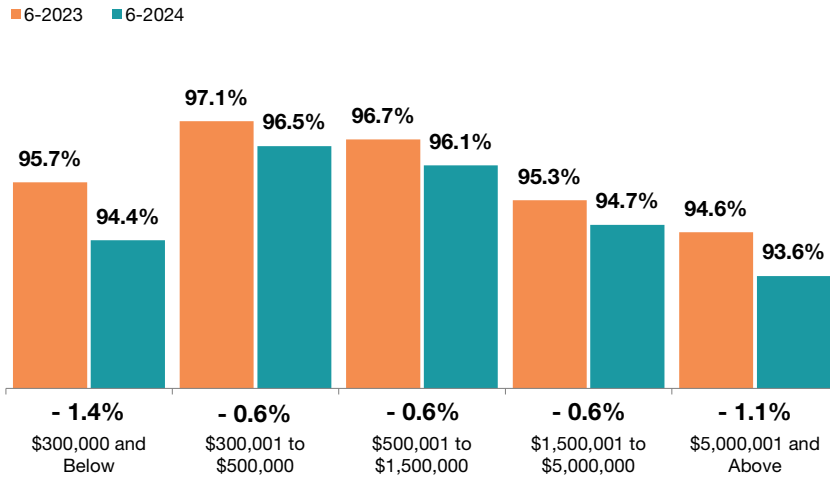
Overall Percent of Current List Price Received by Month



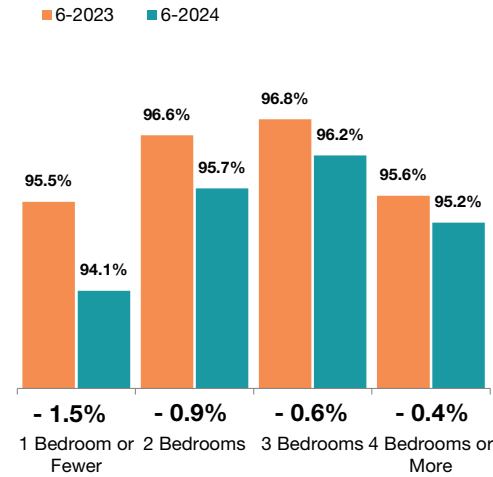
Overall Percent of Current List Price Received by Price Range

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.

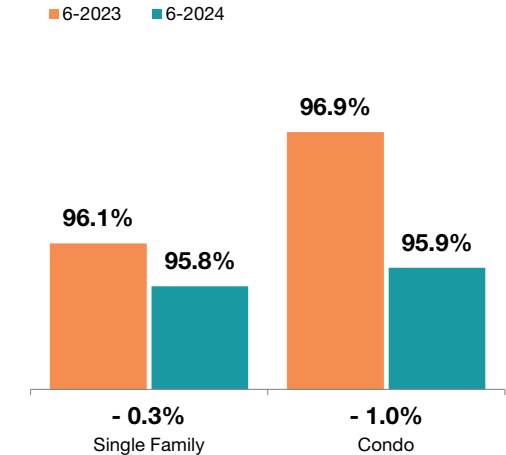
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2023	6-2024	Change
\$300,000 and Below	95.7%	94.4%	-1.4%
\$300,001 to \$500,000	97.1%	96.5%	-0.6%
\$500,001 to \$1,500,000	96.7%	96.1%	-0.6%
\$1,500,001 to \$5,000,000	95.3%	94.7%	-0.6%
\$5,000,001 and Above	94.6%	93.6%	-1.1%
All Price Ranges	96.5%	95.8%	-0.7%

Single Family

	6-2023	6-2024	Change
1 Bedroom or Fewer	94.9%	93.0%	-2.0%
2 Bedrooms	97.2%	97.2%	0.0%
3 Bedrooms	96.3%	96.1%	-0.2%
4 Bedrooms or More	94.7%	94.4%	-0.3%
All Single Family	96.1%	95.8%	-0.3%

Condo

	6-2023	6-2024	Change
Single Family	96.0%	94.9%	-1.1%
Condo	97.1%	96.3%	-0.8%
Condo	97.2%	96.0%	-1.2%
Condo	96.5%	95.4%	-1.1%
Condo	94.9%	94.7%	-0.2%
All Condo	96.9%	95.9%	-1.0%

By Bedroom Count

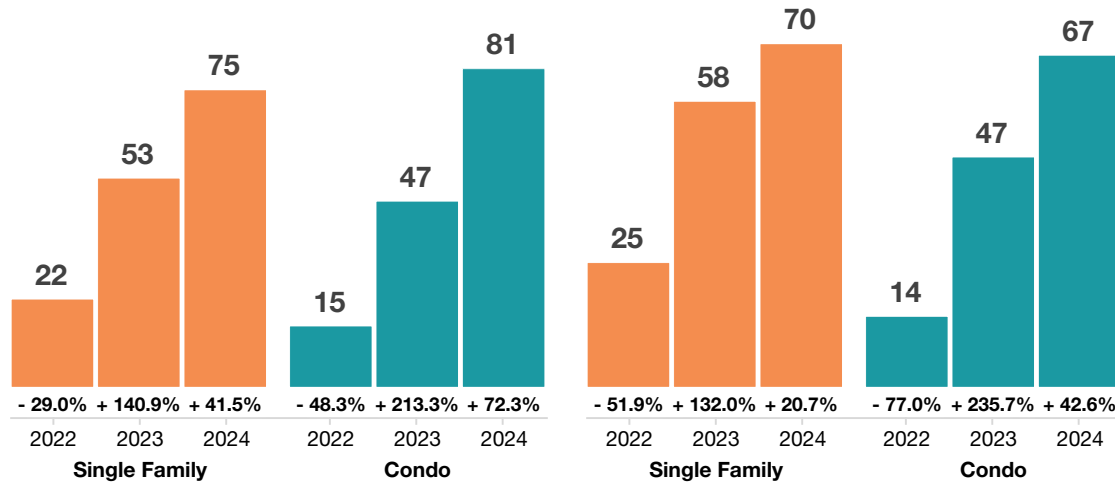
	6-2023	6-2024	Change
1 Bedroom or Fewer	95.5%	94.1%	-1.5%
2 Bedrooms	96.6%	95.7%	-0.9%
3 Bedrooms	96.8%	96.2%	-0.6%
4 Bedrooms or More	95.6%	95.2%	-0.4%
All Bedroom Counts	96.5%	95.8%	-0.7%

	6-2023	6-2024	Change
1 Bedroom or Fewer	93.9%	92.1%	-1.9%
2 Bedrooms	95.5%	94.8%	-0.7%
3 Bedrooms	96.6%	96.3%	-0.3%
4 Bedrooms or More	95.4%	95.2%	-0.2%
All Single Family	96.1%	95.8%	-0.3%
Single Family	95.8%	94.6%	-1.3%
Condo	96.8%	95.9%	-0.9%
Condo	97.2%	96.1%	-1.1%
Condo	98.2%	95.3%	-3.0%
All Condo	96.9%	95.9%	-1.0%

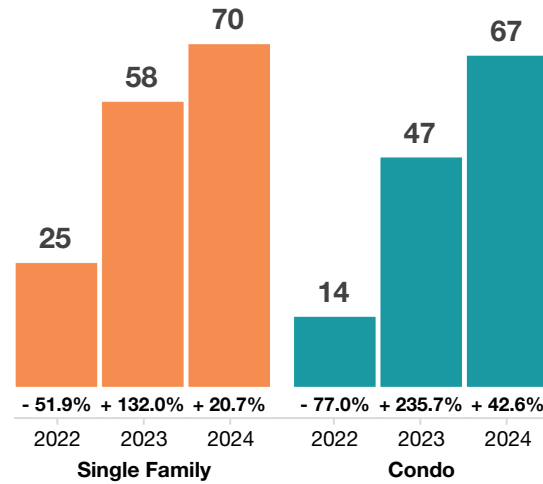
Overall Days on Market Until Sale

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

June



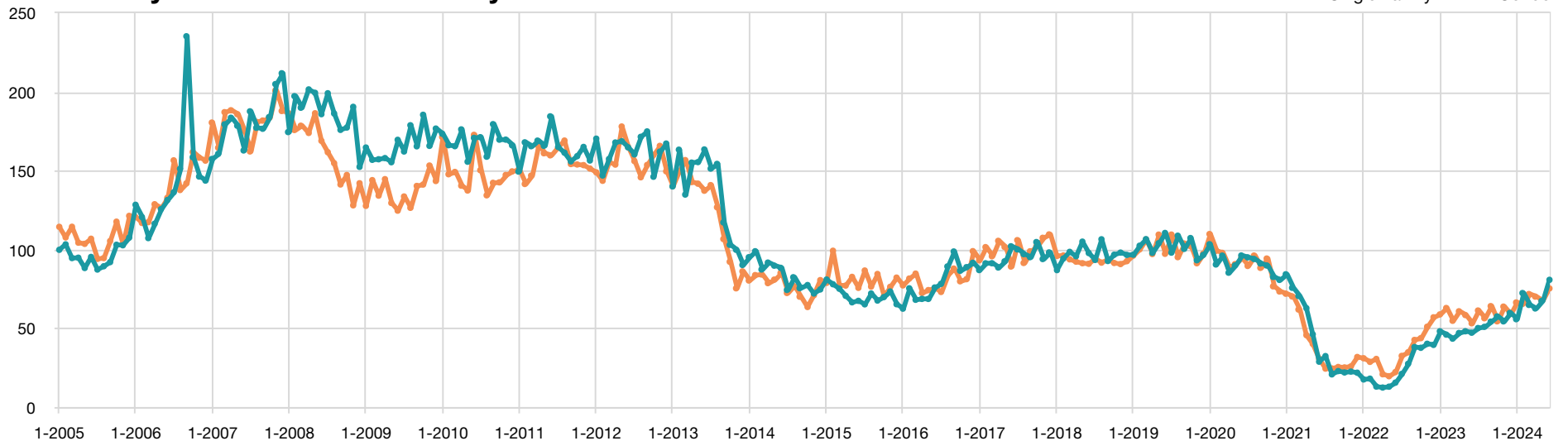
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%
Apr-2024	70	+ 14.8%	63	+ 34.0%
May-2024	67	+ 15.5%	67	+ 39.6%
Jun-2024	75	+ 41.5%	81	+ 72.3%
12-Month Avg*	65	+ 26.0%	62	+ 50.4%

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

Overall Days on Market Until Sale by Month



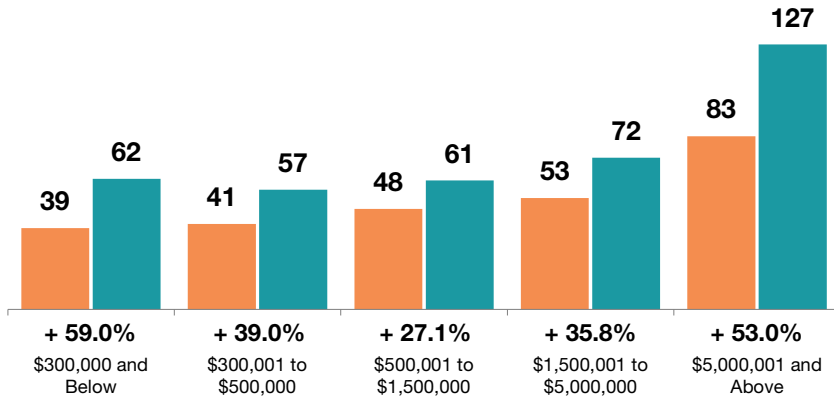
Overall Days on Market Until Sale by Price Range



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

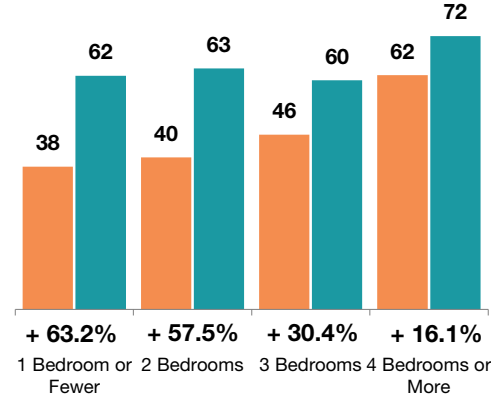
By Price Range

6-2023 6-2024



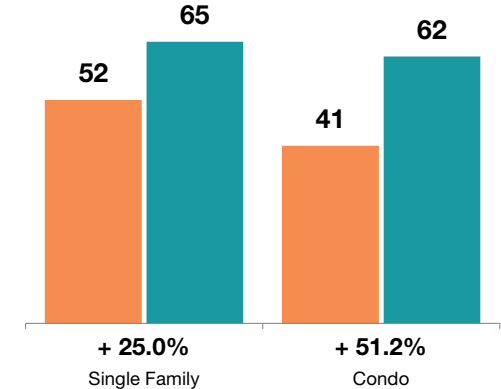
By Bedroom Count

6-2023 6-2024



By Property Type

6-2023 6-2024



All Properties

By Price Range	6-2023	6-2024	Change
\$300,000 and Below	39	62	+ 59.0%
\$300,001 to \$500,000	41	57	+ 39.0%
\$500,001 to \$1,500,000	48	61	+ 27.1%
\$1,500,001 to \$5,000,000	53	72	+ 35.8%
\$5,000,001 and Above	83	127	+ 53.0%
All Price Ranges	46	63	+ 37.0%

Single Family

6-2023	6-2024	Change	6-2023	6-2024	Change
39	70	+ 79.5%	39	59	+ 51.3%
45	52	+ 15.6%	39	59	+ 51.3%
52	62	+ 19.2%	41	61	+ 48.8%
53	73	+ 37.7%	54	71	+ 31.5%
82	124	+ 51.2%	84	135	+ 60.7%
52	65	+ 25.0%	41	62	+ 51.2%

Condo

By Bedroom Count	6-2023	6-2024	Change
1 Bedroom or Fewer	38	62	+ 63.2%
2 Bedrooms	40	63	+ 57.5%
3 Bedrooms	46	60	+ 30.4%
4 Bedrooms or More	62	72	+ 16.1%
All Bedroom Counts	46	63	+ 37.0%

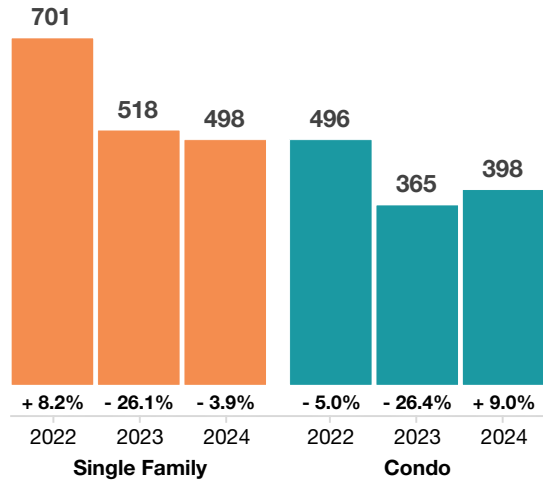
6-2023	6-2024	Change	6-2023	6-2024	Change
38	62	+ 63.2%	38	61	+ 63.6%
40	68	+ 70.0%	40	63	+ 56.3%
49	61	+ 24.5%	42	60	+ 42.1%
62	72	+ 16.1%	56	74	+ 32.4%
52	65	+ 25.0%	41	62	+ 51.2%

Overall New Listings

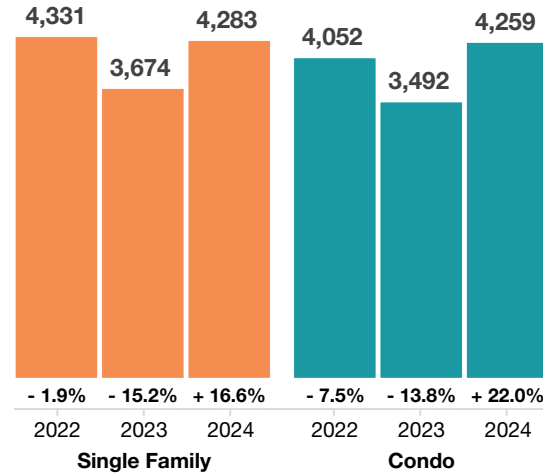
A count of the properties that have been newly listed on the market in a given month.



June

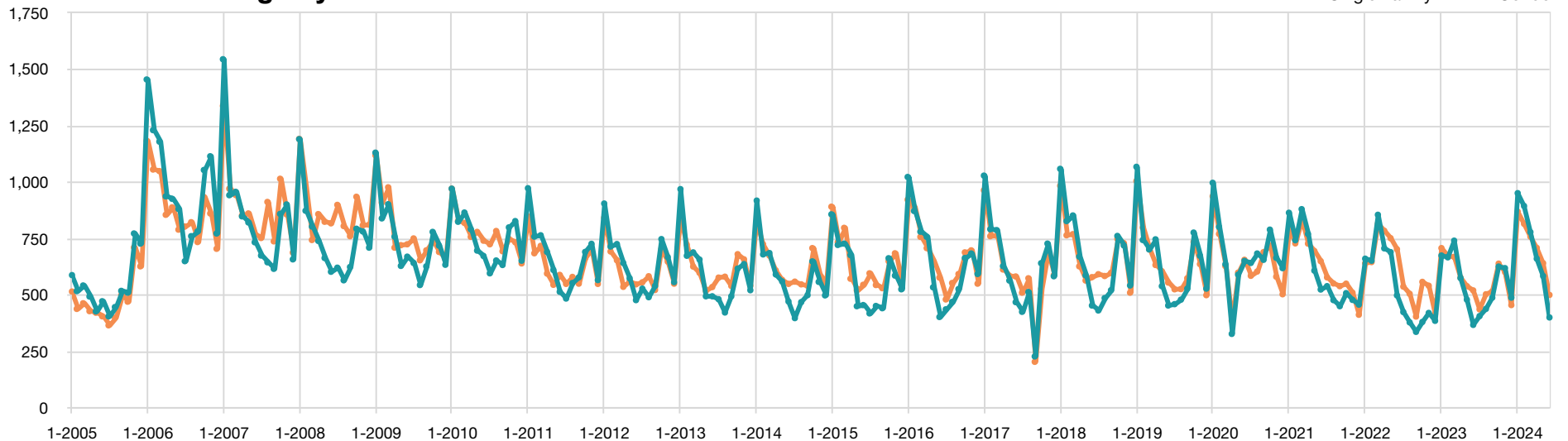


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	600	+ 11.3%	617	+ 47.6%
Dec-2023	453	+ 9.7%	486	+ 26.9%
Jan-2024	868	+ 22.9%	950	+ 41.2%
Feb-2024	814	+ 21.3%	893	+ 34.3%
Mar-2024	757	+ 13.5%	777	+ 5.1%
Apr-2024	707	+ 23.0%	659	+ 15.0%
May-2024	639	+ 19.0%	582	+ 22.0%
Jun-2024	498	- 3.9%	398	+ 9.0%
12-Month Avg	619	+ 12.1%	609	+ 25.8%

Overall New Listings by Month

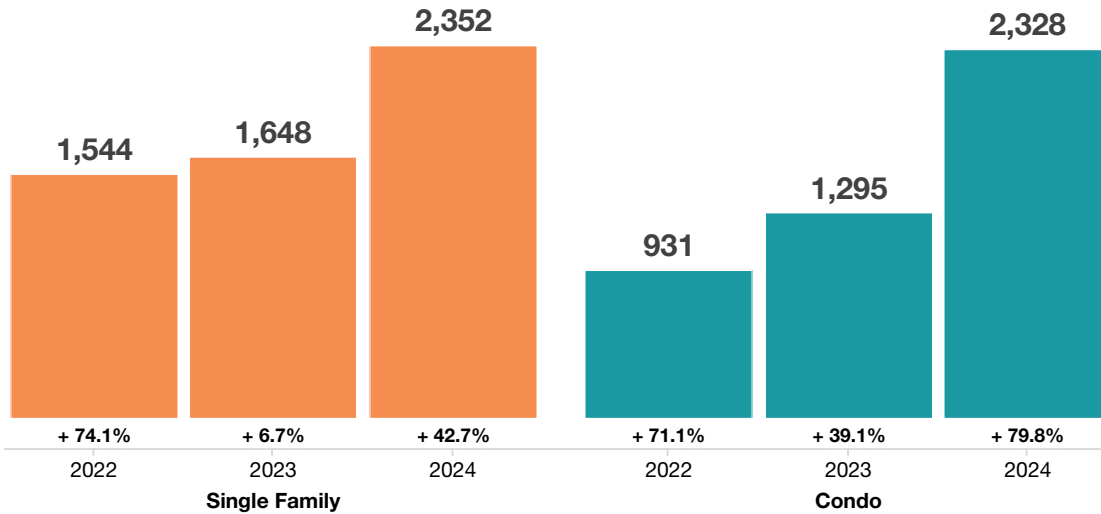


Overall Inventory of Homes for Sale

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

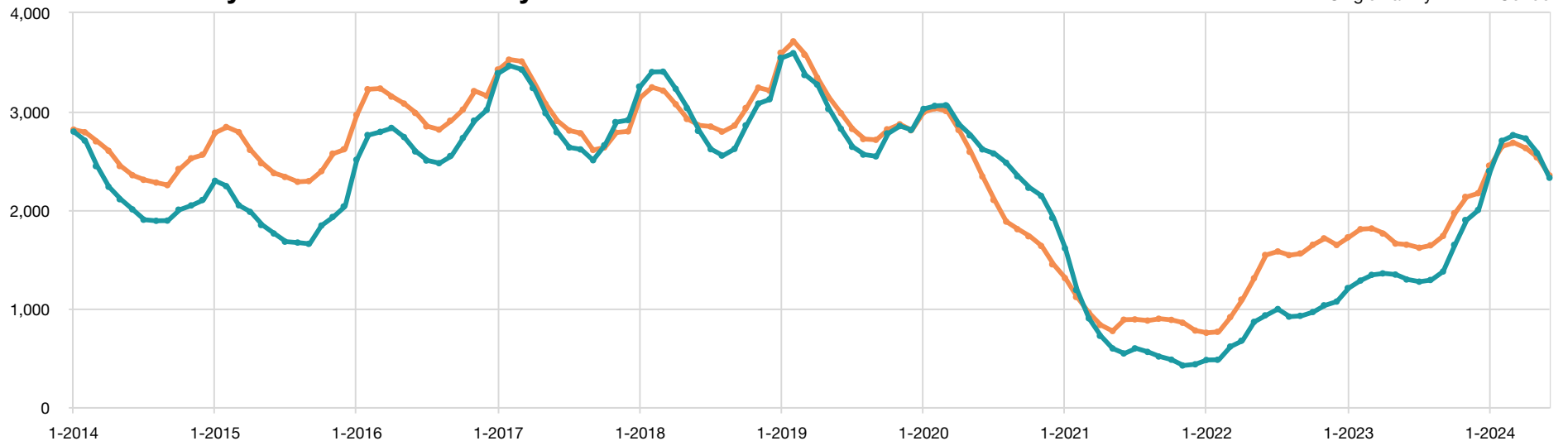


June



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2023	1,617	+ 2.3%	1,273	+ 27.9%
Aug-2023	1,642	+ 6.5%	1,290	+ 40.5%
Sep-2023	1,737	+ 11.4%	1,376	+ 48.6%
Oct-2023	1,968	+ 19.4%	1,647	+ 70.7%
Nov-2023	2,134	+ 24.6%	1,899	+ 83.8%
Dec-2023	2,171	+ 32.0%	2,001	+ 86.8%
Jan-2024	2,451	+ 42.3%	2,397	+ 98.4%
Feb-2024	2,647	+ 46.6%	2,703	+ 110.5%
Mar-2024	2,683	+ 48.0%	2,761	+ 105.7%
Apr-2024	2,629	+ 49.2%	2,727	+ 101.0%
May-2024	2,535	+ 52.7%	2,579	+ 91.7%
Jun-2024	2,352	+ 42.7%	2,328	+ 79.8%
12-Month Avg	2,214	+ 32.2%	2,082	+ 81.8%

Overall Inventory of Homes for Sale by Month

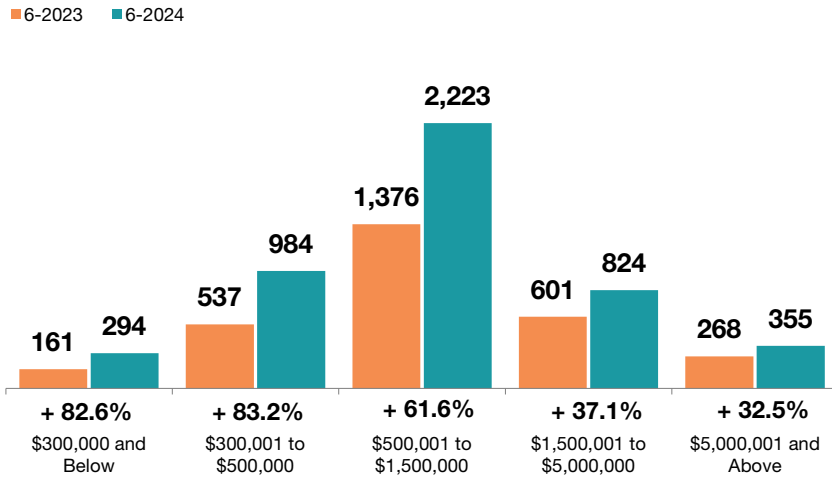


Overall Inventory of Homes for Sale by Price Range

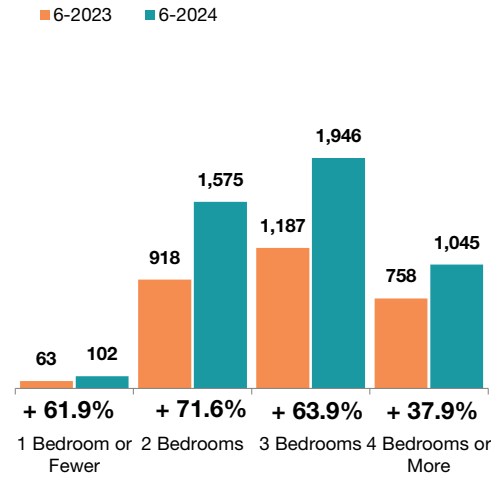


The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

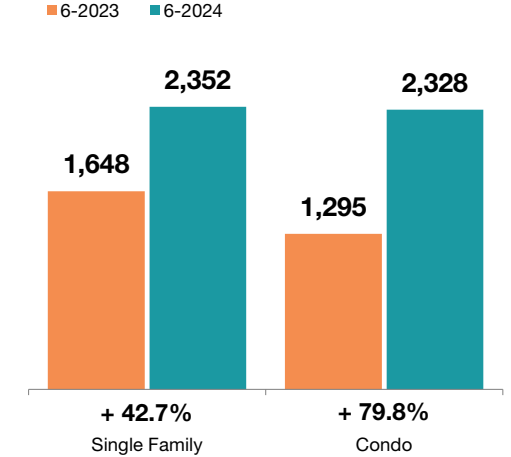
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2023	6-2024	Change
\$300,000 and Below	161	294	+ 82.6%
\$300,001 to \$500,000	537	984	+ 83.2%
\$500,001 to \$1,500,000	1,376	2,223	+ 61.6%
\$1,500,001 to \$5,000,000	601	824	+ 37.1%
\$5,000,001 and Above	268	355	+ 32.5%
All Price Ranges	2,943	4,680	+ 59.0%

Single Family

	6-2023	6-2024	Change
1 Bedroom or Fewer	72	75	+ 4.2%
2 Bedrooms	113	141	+ 24.8%
3 Bedrooms	833	1,312	+ 57.5%
4 Bedrooms or More	392	528	+ 34.7%
All Single Family	1,648	2,352	+ 42.7%

Condo

	6-2023	6-2024	Change
1 Bedroom or Fewer	89	219	+ 146.1%
2 Bedrooms	424	843	+ 98.8%
3 Bedrooms	543	911	+ 67.8%
4 Bedrooms or More	209	296	+ 41.6%
All Condo	1,295	2,328	+ 79.8%

By Bedroom Count

	6-2023	6-2024	Change
1 Bedroom or Fewer	63	102	+ 61.9%
2 Bedrooms	918	1,575	+ 71.6%
3 Bedrooms	1,187	1,946	+ 63.9%
4 Bedrooms or More	758	1,045	+ 37.9%
All Bedroom Counts	2,943	4,680	+ 59.0%

	6-2023	6-2024	Change
1 Bedroom or Fewer	15	15	0.0%
2 Bedrooms	171	235	+ 37.4%
3 Bedrooms	735	1,109	+ 50.9%
4 Bedrooms or More	717	987	+ 37.7%
All Single Family	1,648	2,352	+ 42.7%

	6-2023	6-2024	Change
1 Bedroom or Fewer	48	87	+ 81.3%
2 Bedrooms	747	1,340	+ 79.4%
3 Bedrooms	452	837	+ 85.2%
4 Bedrooms or More	41	58	+ 41.5%
All Condo	1,295	2,328	+ 79.8%

Listing and Sales Summary Report

June 2024



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Jun-24	Jun-23	% Change	Jun-24	Jun-23	% Change	Jun-24	Jun-23	% Change	Jun-24	Jun-23	% Change
Overall Naples Market**	\$595,000	\$600,000	-0.8%	710	859	-17.3%	4,680	2,943	+59.0%	78	50	+56.0%
Collier County	\$600,000	\$620,000	-3.2%	792	931	-14.9%	5,283	3,434	+53.8%	81	51	+58.8%
Ave Maria	\$500,000	\$460,000	+8.7%	20	26	-23.1%	156	79	+97.5%	104	58	+79.3%
Central Naples	\$445,000	\$480,000	-7.3%	103	117	-12.0%	526	308	+70.8%	72	45	+60.0%
East Naples	\$570,000	\$602,494	-5.4%	169	213	-20.7%	1,067	684	+56.0%	70	52	+34.6%
Everglades City	\$187,500	--	--	2	0	--	13	9	+44.4%	113	--	--
Immokalee	\$367,000	\$346,900	+5.8%	7	9	-22.2%	18	25	-28.0%	77	17	+352.9%
Immokalee / Ave Maria	\$427,500	\$425,000	+0.6%	27	35	-22.9%	174	104	+67.3%	97	48	+102.1%
Naples	\$600,000	\$615,000	-2.4%	683	821	-16.8%	4,504	2,840	+58.6%	77	51	+51.0%
Naples Beach	\$1,450,000	\$1,400,000	+3.6%	107	133	-19.5%	1,137	822	+38.3%	110	67	+64.2%
North Naples	\$627,500	\$740,000	-15.2%	180	207	-13.0%	995	593	+67.8%	64	41	+56.1%
South Naples	\$477,500	\$472,500	+1.1%	124	154	-19.5%	781	432	+80.8%	83	50	+66.0%
34102	\$2,100,000	\$1,686,250	+24.5%	34	38	-10.5%	397	259	+53.3%	128	83	+54.2%
34103	\$1,150,000	\$937,500	+22.7%	28	38	-26.3%	314	260	+20.8%	95	68	+39.7%
34104	\$410,000	\$417,500	-1.8%	42	46	-8.7%	230	130	+76.9%	63	48	+31.3%
34105	\$640,000	\$520,000	+23.1%	39	51	-23.5%	221	127	+74.0%	86	38	+126.3%
34108	\$1,325,000	\$1,350,000	-1.9%	45	57	-21.1%	426	303	+40.6%	104	57	+82.5%
34109	\$557,500	\$817,500	-31.8%	42	48	-12.5%	238	145	+64.1%	57	39	+46.2%
34110	\$580,000	\$550,000	+5.5%	68	73	-6.8%	372	218	+70.6%	83	47	+76.6%
34112	\$345,000	\$407,500	-15.3%	59	80	-26.3%	420	237	+77.2%	78	53	+47.2%
34113	\$600,000	\$560,490	+7.0%	65	74	-12.2%	361	195	+85.1%	87	47	+85.1%
34114	\$600,000	\$620,000	-3.2%	58	88	-34.1%	491	276	+77.9%	77	55	+40.0%
34116	\$462,500	\$507,500	-8.9%	22	20	+10.0%	75	51	+47.1%	66	57	+15.8%
34117	\$560,000	\$589,500	-5.0%	20	34	-41.2%	104	101	+3.0%	84	46	+82.6%
34119	\$757,500	\$770,250	-1.7%	70	86	-18.6%	385	230	+67.4%	49	38	+28.9%
34120	\$565,000	\$560,000	+0.9%	91	91	0.0%	470	306	+53.6%	62	51	+21.6%
34137	--	--	--	0	0	--	2	1	+100.0%	--	--	--
34142	\$427,500	\$425,000	+0.6%	27	35	-22.9%	174	104	+67.3%	97	48	+102.1%

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

Local Market Update – June 2024

A Research Tool Provided by Naples Area Board of REALTORS®



Naples Beach

34102, 34103, 34108

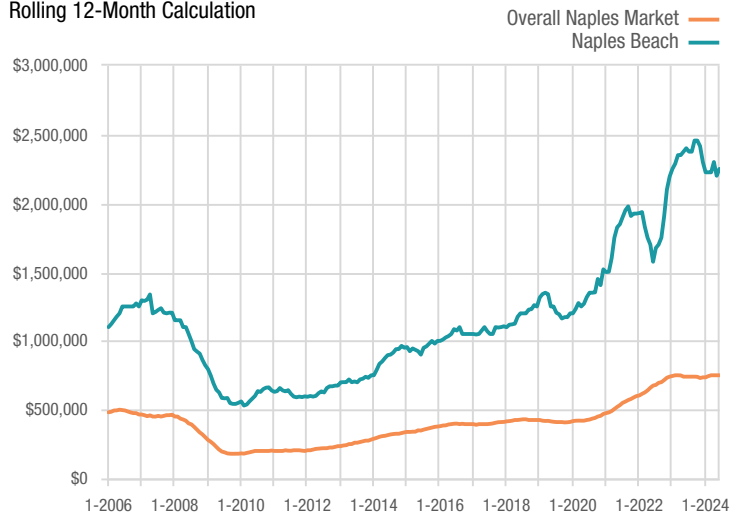
Single Family	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	50	55	+ 10.0%	586	593	+ 1.2%
Total Sales	47	28	- 40.4%	296	250	- 15.5%
Days on Market Until Sale	72	139	+ 93.1%	78	113	+ 44.9%
Median Closed Price*	\$2,100,000	\$3,460,000	+ 64.8%	\$2,512,500	\$2,500,000	- 0.5%
Average Closed Price*	\$3,265,245	\$5,142,696	+ 57.5%	\$3,998,982	\$4,514,073	+ 12.9%
Percent of List Price Received*	93.0%	91.2%	- 1.9%	92.9%	92.7%	- 0.2%
Inventory of Homes for Sale	392	508	+ 29.6%	—	—	—
Months Supply of Inventory	9.0	14.3	+ 58.9%	—	—	—

Condo	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	90	74	- 17.8%	915	1,034	+ 13.0%
Total Sales	86	79	- 8.1%	586	556	- 5.1%
Days on Market Until Sale	65	99	+ 52.3%	54	88	+ 63.0%
Median Closed Price*	\$1,200,000	\$1,200,000	0.0%	\$1,242,500	\$1,180,000	- 5.0%
Average Closed Price*	\$1,773,449	\$1,779,712	+ 0.4%	\$1,668,948	\$1,703,000	+ 2.0%
Percent of List Price Received*	95.7%	93.6%	- 2.2%	95.4%	94.1%	- 1.4%
Inventory of Homes for Sale	430	629	+ 46.3%	—	—	—
Months Supply of Inventory	5.8	8.5	+ 46.6%	—	—	—

* 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.

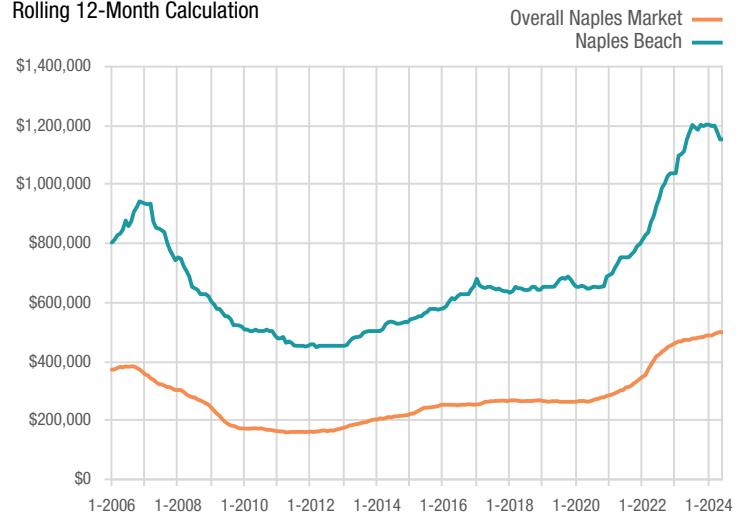
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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 – June 2024

A Research Tool Provided by Naples Area Board of REALTORS®



North Naples

34109, 34110, 34119

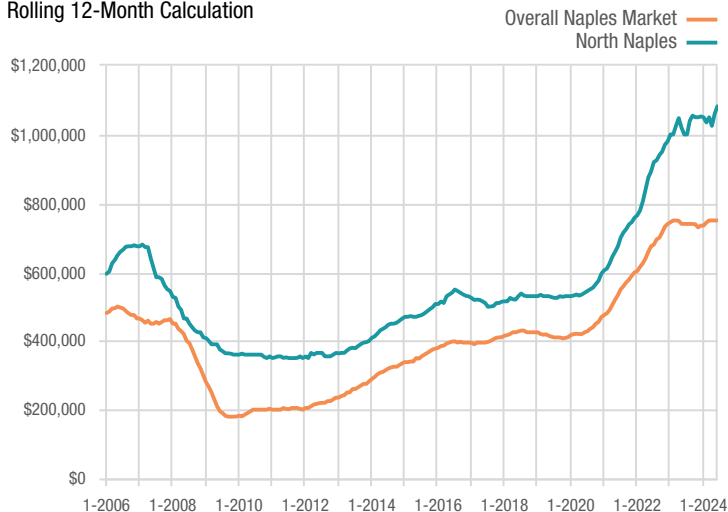
Single Family	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	118	105	- 11.0%	796	931	+ 17.0%
Total Sales	106	75	- 29.2%	540	497	- 8.0%
Days on Market Until Sale	46	44	- 4.3%	49	54	+ 10.2%
Median Closed Price*	\$952,500	\$1,050,000	+ 10.2%	\$1,050,000	\$1,095,000	+ 4.3%
Average Closed Price*	\$1,267,167	\$1,504,144	+ 18.7%	\$1,488,583	\$1,567,591	+ 5.3%
Percent of List Price Received*	95.2%	94.5%	- 0.7%	95.9%	95.3%	- 0.6%
Inventory of Homes for Sale	314	456	+ 45.2%	—	—	—
Months Supply of Inventory	3.8	5.8	+ 52.6%	—	—	—

Condo	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	86	114	+ 32.6%	884	1,076	+ 21.7%
Total Sales	101	105	+ 4.0%	670	659	- 1.6%
Days on Market Until Sale	36	77	+ 113.9%	41	60	+ 46.3%
Median Closed Price*	\$490,000	\$465,000	- 5.1%	\$499,500	\$507,000	+ 1.5%
Average Closed Price*	\$650,261	\$606,705	- 6.7%	\$749,857	\$708,981	- 5.5%
Percent of List Price Received*	96.5%	95.6%	- 0.9%	97.1%	96.1%	- 1.0%
Inventory of Homes for Sale	279	539	+ 93.2%	—	—	—
Months Supply of Inventory	2.7	5.6	+ 107.4%	—	—	—

* 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.

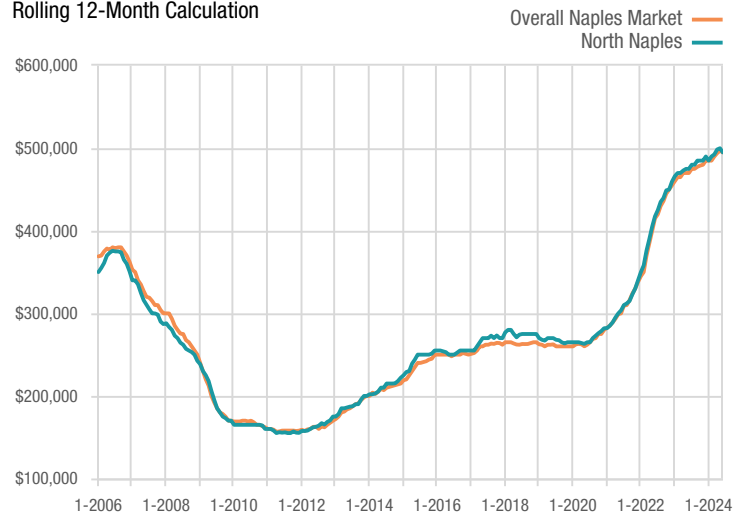
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Central Naples

34104, 34105, 34116

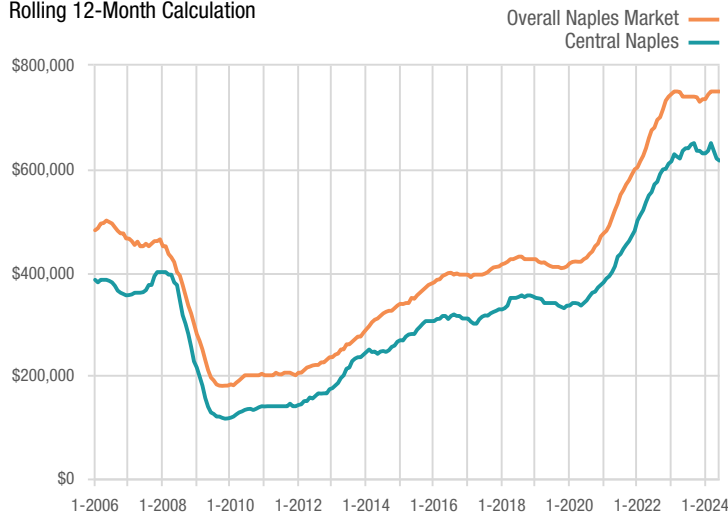
Single Family	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	65	55	- 15.4%	435	472	+ 8.5%
Total Sales	61	48	- 21.3%	331	298	- 10.0%
Days on Market Until Sale	51	84	+ 64.7%	45	64	+ 42.2%
Median Closed Price*	\$650,000	\$590,000	- 9.2%	\$660,000	\$636,950	- 3.5%
Average Closed Price*	\$1,169,623	\$1,228,229	+ 5.0%	\$978,372	\$1,193,456	+ 22.0%
Percent of List Price Received*	96.1%	96.1%	0.0%	96.0%	95.6%	- 0.4%
Inventory of Homes for Sale	158	221	+ 39.9%	—	—	—
Months Supply of Inventory	3.1	4.9	+ 58.1%	—	—	—

Condo	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	64	62	- 3.1%	470	617	+ 31.3%
Total Sales	56	55	- 1.8%	369	328	- 11.1%
Days on Market Until Sale	38	62	+ 63.2%	39	49	+ 25.6%
Median Closed Price*	\$347,500	\$332,500	- 4.3%	\$351,000	\$352,000	+ 0.3%
Average Closed Price*	\$385,036	\$430,586	+ 11.8%	\$413,609	\$447,933	+ 8.3%
Percent of List Price Received*	96.1%	94.6%	- 1.6%	96.7%	95.6%	- 1.1%
Inventory of Homes for Sale	150	305	+ 103.3%	—	—	—
Months Supply of Inventory	2.5	6.3	+ 152.0%	—	—	—

* 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.

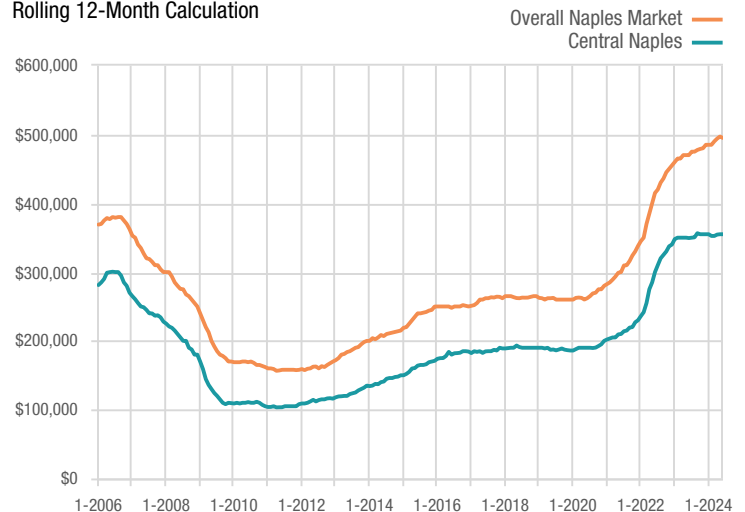
Median Closed Price - Single Family

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.

South Naples

34112, 34113

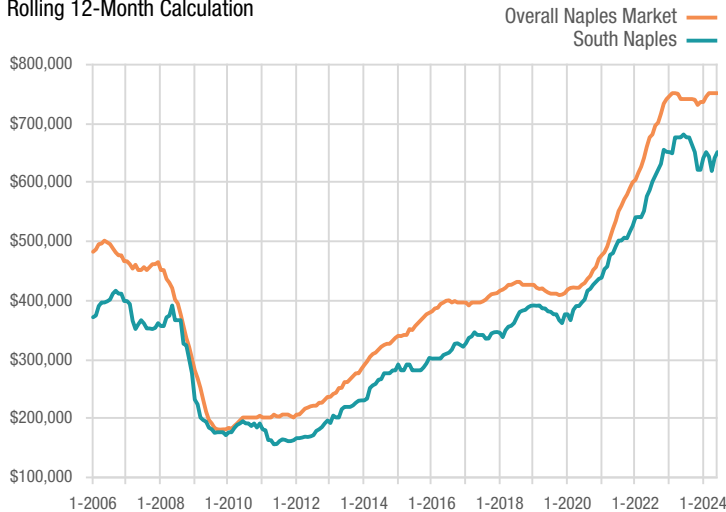
Single Family	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	59	55	- 6.8%	447	533	+ 19.2%
Total Sales	55	57	+ 3.6%	325	299	- 8.0%
Days on Market Until Sale	58	82	+ 41.4%	55	66	+ 20.0%
Median Closed Price*	\$610,000	\$715,000	+ 17.2%	\$675,000	\$719,000	+ 6.5%
Average Closed Price*	\$918,573	\$1,051,807	+ 14.5%	\$955,512	\$1,068,132	+ 11.8%
Percent of List Price Received*	95.5%	94.1%	- 1.5%	95.7%	95.0%	- 0.7%
Inventory of Homes for Sale	182	267	+ 46.7%	—	—	—
Months Supply of Inventory	3.9	5.9	+ 51.3%	—	—	—

Condo	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	72	86	+ 19.4%	729	941	+ 29.1%
Total Sales	99	67	- 32.3%	601	497	- 17.3%
Days on Market Until Sale	46	84	+ 82.6%	48	64	+ 33.3%
Median Closed Price*	\$405,000	\$420,000	+ 3.7%	\$405,000	\$435,000	+ 7.4%
Average Closed Price*	\$435,297	\$458,665	+ 5.4%	\$458,221	\$493,048	+ 7.6%
Percent of List Price Received*	97.1%	95.1%	- 2.1%	97.0%	96.4%	- 0.6%
Inventory of Homes for Sale	250	514	+ 105.6%	—	—	—
Months Supply of Inventory	3.0	7.0	+ 133.3%	—	—	—

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

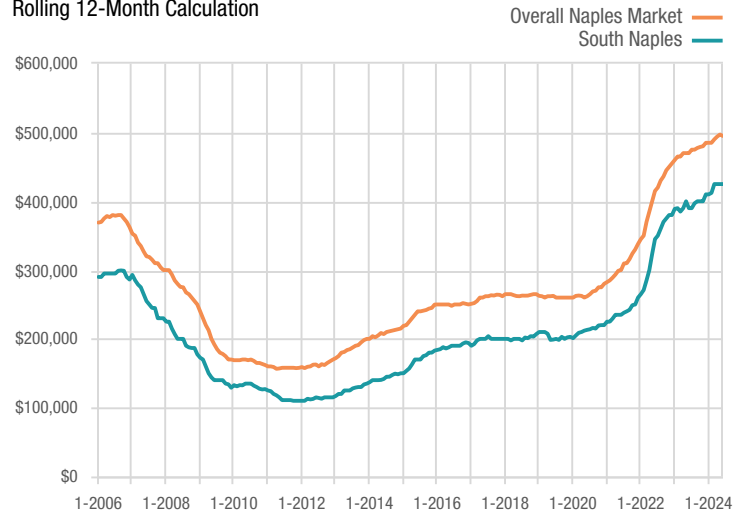
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – June 2024

A Research Tool Provided by Naples Area Board of REALTORS®



East Naples

34114, 34117, 34120, 34137

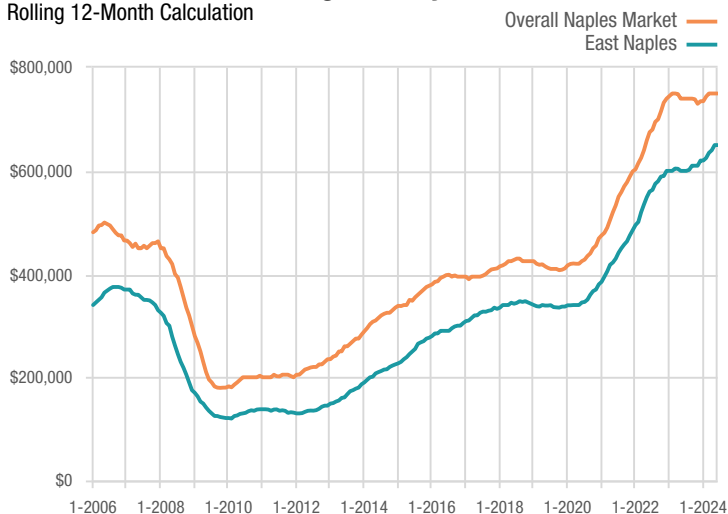
Single Family	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	196	191	- 2.6%	1,216	1,530	+ 25.8%
Total Sales	154	128	- 16.9%	913	866	- 5.1%
Days on Market Until Sale	53	68	+ 28.3%	63	68	+ 7.9%
Median Closed Price*	\$640,000	\$600,000	- 6.3%	\$615,000	\$675,000	+ 9.8%
Average Closed Price*	\$800,598	\$793,643	- 0.9%	\$747,954	\$836,635	+ 11.9%
Percent of List Price Received*	97.5%	95.8%	- 1.7%	97.1%	96.6%	- 0.5%
Inventory of Homes for Sale	525	764	+ 45.5%	—	—	—
Months Supply of Inventory	3.9	5.9	+ 51.3%	—	—	—

Condo	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	49	54	+ 10.2%	450	525	+ 16.7%
Total Sales	59	41	- 30.5%	355	287	- 19.2%
Days on Market Until Sale	50	77	+ 54.0%	48	72	+ 50.0%
Median Closed Price*	\$515,000	\$500,000	- 2.9%	\$517,110	\$515,000	- 0.4%
Average Closed Price*	\$540,296	\$523,153	- 3.2%	\$537,776	\$551,512	+ 2.6%
Percent of List Price Received*	96.5%	95.6%	- 0.9%	97.2%	96.7%	- 0.5%
Inventory of Homes for Sale	159	303	+ 90.6%	—	—	—
Months Supply of Inventory	3.1	6.6	+ 112.9%	—	—	—

* 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.

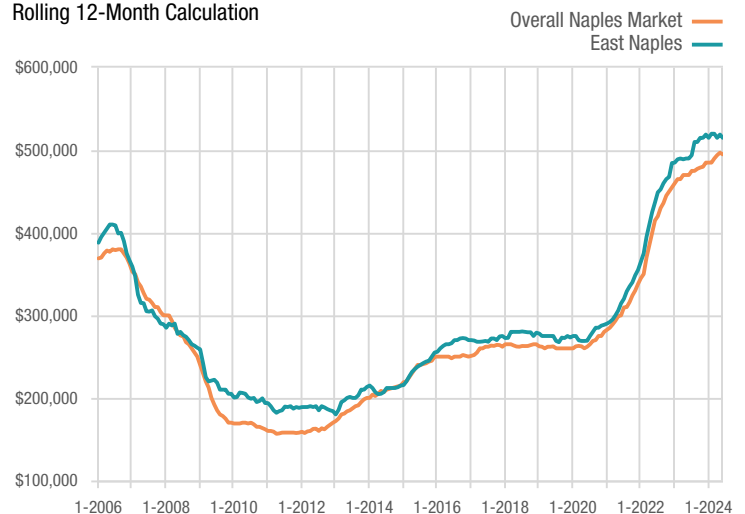
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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.

Immokalee / Ave Maria

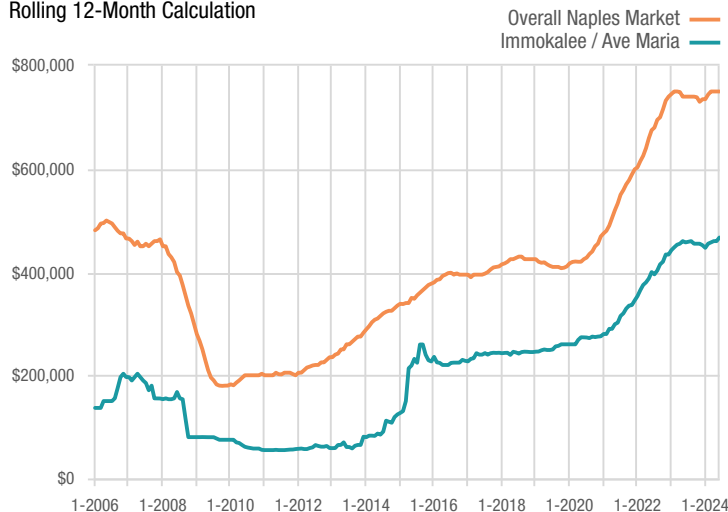
Single Family	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	30	37	+ 23.3%	194	224	+ 15.5%
Total Sales	30	25	- 16.7%	151	117	- 22.5%
Days on Market Until Sale	46	102	+ 121.7%	53	82	+ 54.7%
Median Closed Price*	\$455,000	\$427,500	- 6.0%	\$455,000	\$489,500	+ 7.6%
Average Closed Price*	\$459,788	\$500,440	+ 8.8%	\$478,239	\$501,958	+ 5.0%
Percent of List Price Received*	97.6%	97.4%	- 0.2%	96.9%	96.8%	- 0.1%
Inventory of Homes for Sale	77	136	+ 76.6%	—	—	—
Months Supply of Inventory	4.1	6.6	+ 61.0%	—	—	—

Condo	June			Year to Date		
	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
Key Metrics						
New Listings	4	8	+ 100.0%	44	66	+ 50.0%
Total Sales	5	2	- 60.0%	23	41	+ 78.3%
Days on Market Until Sale	58	32	- 44.8%	66	65	- 1.5%
Median Closed Price*	\$418,998	\$402,500	- 3.9%	\$353,900	\$327,000	- 7.6%
Average Closed Price*	\$403,300	\$402,500	- 0.2%	\$357,443	\$333,317	- 6.7%
Percent of List Price Received*	95.9%	97.7%	+ 1.9%	97.2%	96.3%	- 0.9%
Inventory of Homes for Sale	27	38	+ 40.7%	—	—	—
Months Supply of Inventory	8.8	5.8	- 34.1%	—	—	—

* 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.

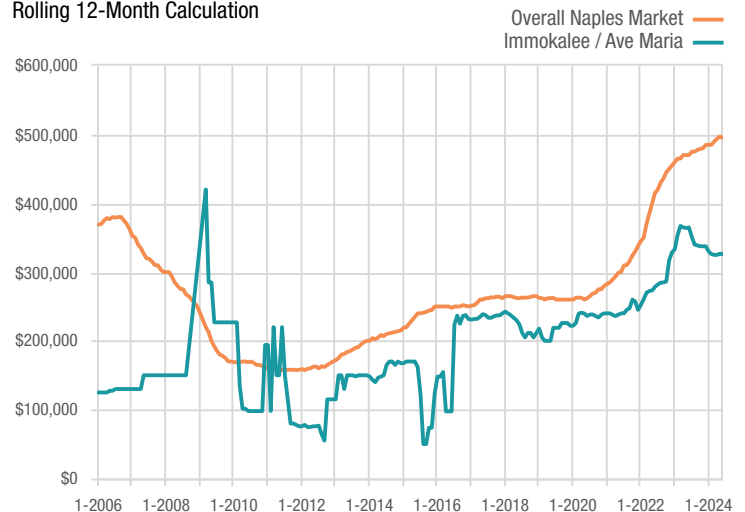
Median Closed Price - Single Family

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.