

Naples Area Market Report



September 2024

Overall inventory of homes in Naples increased 37.3 percent in September to 4,288 properties from 3,123 properties in September 2023, which benefits home buyers. According to the September 2024 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), the rise in inventory was met with increased buyer interest as indicated by pending sales (sales under contract) during September, which increased 1 percent to 622 pending sales from 619 pending sales in September 2023. Broker analysts reviewing the September report are confident more sellers will enter the market in the coming months in anticipation of a visitor increase during the winter. Pre-season buyers are encouraged to take advantage of the increased property selections available before competition heats up.

Months' supply of homes is up 50 percent compared to last year. This is good news for buyers looking to purchase a home before season starts as there are many more home choices available and interest rates may still creep downward.

While overall closed sales decreased 13.2 percent in September to 527 closed sales from 607 closed sales in September 2023, the rise in days on the market (from 59 in September 2023 to 83 in September 2024) means it is taking longer for homes to go from pending status to closed status.

The overall median closed price in September increased 2.4 percent to \$588,560 from \$575,000 in September 2023. Compared to previous market reports in 2024, September's median closed price was the lowest reported so far. However, it is still far above the median closed price reported during September 2019, which was \$325,000.

Quick Facts

- 13.2%	+ 2.4%	+ 37.3%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 0.5%	- 2.3%	- 9.7%
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	16
Naples Beach	17
North Naples	18
Central Naples	19
South Naples	20
East Naples	21
Immokalee/Ave Maria	22



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	9-2023	9-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		999	1,035	+ 3.6%	9,941	11,396	+ 14.6%
Total Sales		607	527	- 13.2%	7,117	6,399	- 10.1%
Days on Market Until Sale		59	83	+ 40.7%	53	72	+ 35.8%
Median Closed Price		\$575,000	\$588,560	+ 2.4%	\$600,000	\$618,500	+ 3.1%
Average Closed Price		\$941,574	\$1,010,209	+ 7.3%	\$1,035,335	\$1,096,839	+ 5.9%
Percent of List Price Received		96.1%	95.0%	- 1.1%	96.3%	95.5%	- 0.8%
Pending Listings		619	622	+ 1.0%	9,984	8,200	- 17.8%
Inventory of Homes for Sale		3,123	4,288	+ 37.3%	—	—	—
Months Supply of Inventory		4.2	6.3	+ 50.0%	—	—	—

Single Family Market Overview

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



Key Metrics	Historical Sparkbars	9-2023	9-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		513	500	- 2.5%	5,122	5,748	+ 12.2%
Total Sales		292	277	- 5.1%	3,584	3,224	- 10.0%
Days on Market Until Sale		64	81	+ 26.6%	59	71	+ 20.3%
Median Closed Price		\$745,693	\$740,000	- 0.8%	\$735,000	\$760,000	+ 3.4%
Average Closed Price		\$1,243,732	\$1,298,889	+ 4.4%	\$1,289,284	\$1,376,832	+ 6.8%
Percent of List Price Received		95.8%	95.3%	- 0.5%	96.0%	95.5%	- 0.5%
Pending Listings		357	337	- 5.6%	4,930	4,185	- 15.1%
Inventory of Homes for Sale		1,740	2,162	+ 24.3%	—	—	—
Months Supply of Inventory		4.6	6.3	+ 37.0%	—	—	—

Condo Market Overview

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



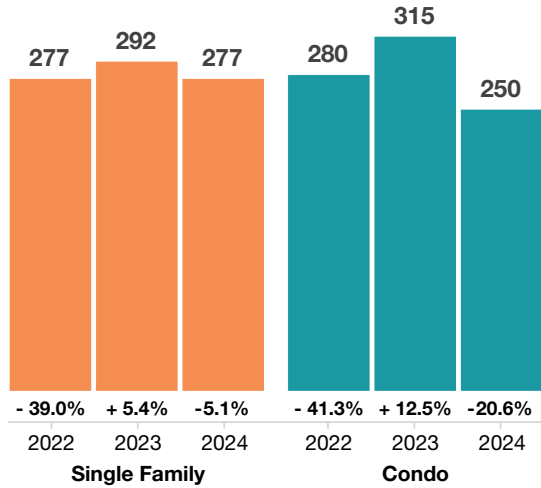
Key Metrics	Historical Sparkbars	9-2023	9-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		486	535	+ 10.1%	4,819	5,648	+ 17.2%
Total Sales		315	250	- 20.6%	3,533	3,175	- 10.1%
Days on Market Until Sale		54	85	+ 57.4%	48	73	+ 52.1%
Median Closed Price		\$470,000	\$450,000	- 4.3%	\$485,582	\$500,000	+ 3.0%
Average Closed Price		\$661,478	\$690,351	+ 4.4%	\$777,864	\$812,525	+ 4.5%
Percent of List Price Received		96.3%	94.8%	- 1.6%	96.6%	95.5%	- 1.1%
Pending Listings		262	285	+ 8.8%	5,054	4,015	- 20.6%
Inventory of Homes for Sale		1,383	2,126	+ 53.7%	—	—	—
Months Supply of Inventory		3.7	6.4	+ 73.0%	—	—	—

Overall Closed Sales

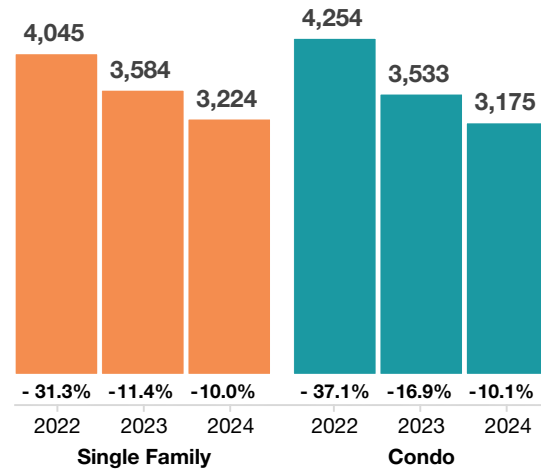
A count of the actual sales that closed in a given month.



September

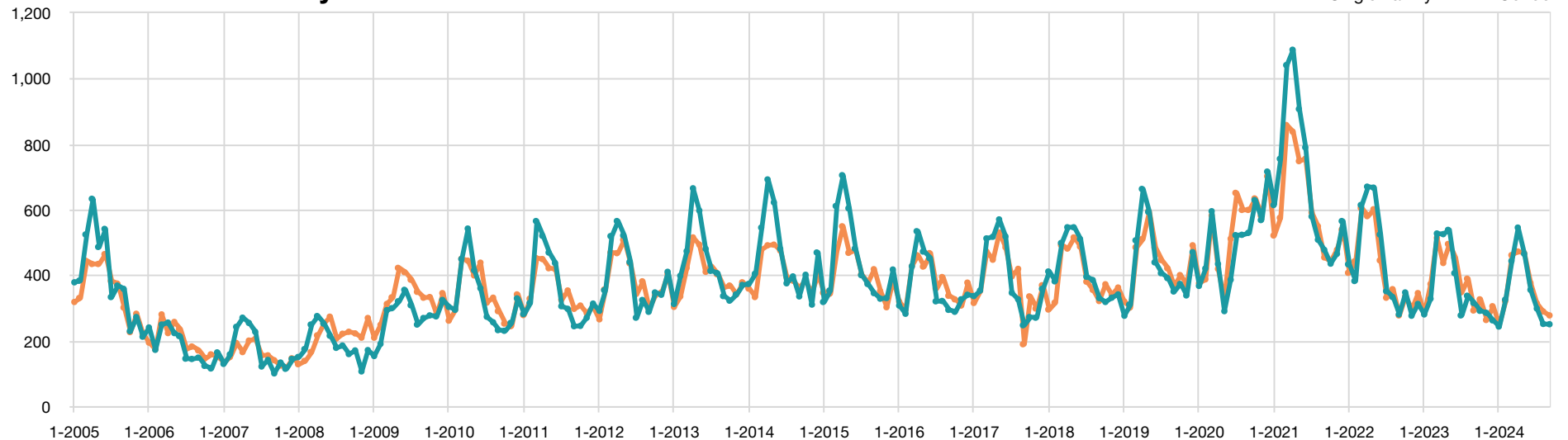


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-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	248	- 12.7%	243	- 13.2%
Feb-2024	320	- 14.2%	325	- 0.9%
Mar-2024	461	- 10.3%	443	- 15.9%
Apr-2024	472	+ 8.0%	545	+ 3.8%
May-2024	467	- 5.7%	465	- 13.6%
Jun-2024	376	- 17.0%	355	- 12.6%
Jul-2024	314	- 9.5%	298	+ 7.6%
Aug-2024	289	- 25.7%	251	- 25.5%
Sep-2024	277	- 5.1%	250	- 20.6%
12-Month Avg	343	- 9.7%	334	- 10.2%

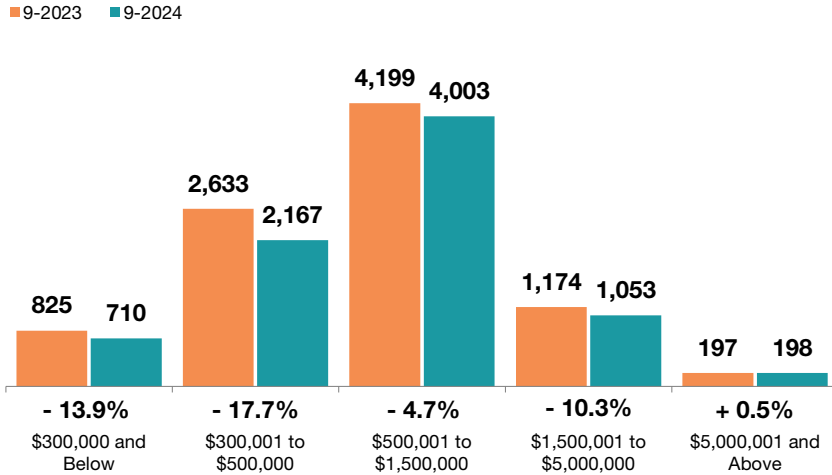
Overall Closed Sales by Month



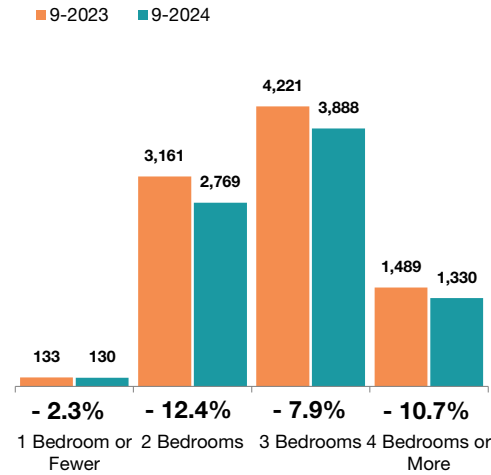
Overall Closed Sales by Price Range

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

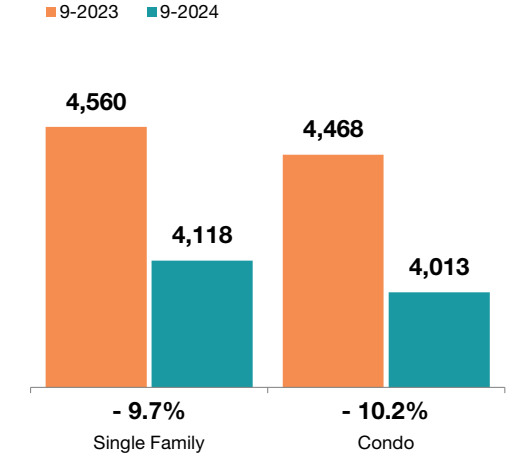
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2023	9-2024	Change
\$300,000 and Below	825	710	- 13.9%
\$300,001 to \$500,000	2,633	2,167	- 17.7%
\$500,001 to \$1,500,000	4,199	4,003	- 4.7%
\$1,500,001 to \$5,000,000	1,174	1,053	- 10.3%
\$5,000,001 and Above	197	198	+ 0.5%
All Price Ranges	9,028	8,131	- 9.9%

Single Family

	9-2023	9-2024	Change
1 Bedroom or Fewer	222	185	- 16.7%
2 Bedrooms	820	631	- 23.0%
3 Bedrooms	2,580	2,495	- 3.3%
4 Bedrooms or More	772	651	- 15.7%
All Single Family	4,560	4,118	- 9.7%

Condo

	9-2023	9-2024	Change
1 Bedroom or Fewer	603	525	- 12.9%
2 Bedrooms	1813	1536	- 15.3%
3 Bedrooms	1619	1508	- 6.9%
4 Bedrooms or More	402	402	0.0%
All Condo	4,468	4,013	- 10.2%

By Bedroom Count

	9-2023	9-2024	Change
1 Bedroom or Fewer	133	130	- 2.3%
2 Bedrooms	3,161	2,769	- 12.4%
3 Bedrooms	4,221	3,888	- 7.9%
4 Bedrooms or More	1,489	1,330	- 10.7%
All Bedroom Counts	9,028	8,131	- 9.9%

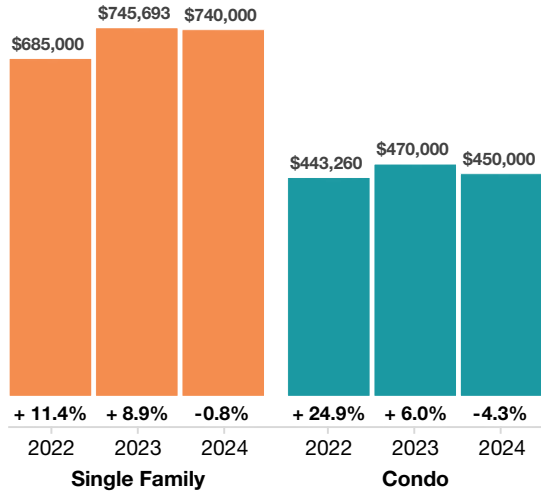
	9-2023	9-2024	Change
1 Bedroom or Fewer	26	27	+ 3.8%
2 Bedrooms	543	491	- 9.6%
3 Bedrooms	2,591	2,339	- 9.7%
4 Bedrooms or More	1,393	1,258	- 9.7%
All Single Family	4,560	4,118	- 9.7%

Overall Median Closed Price

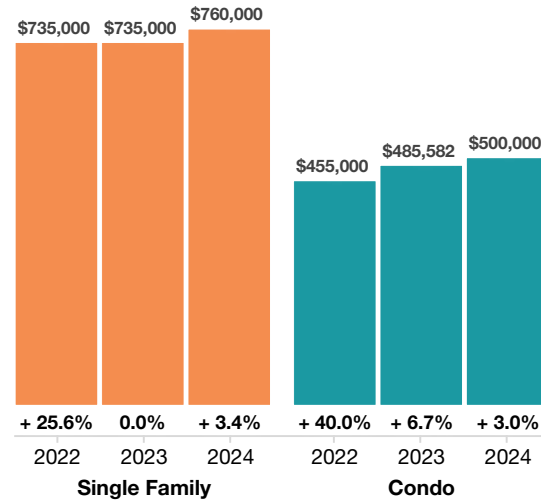
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



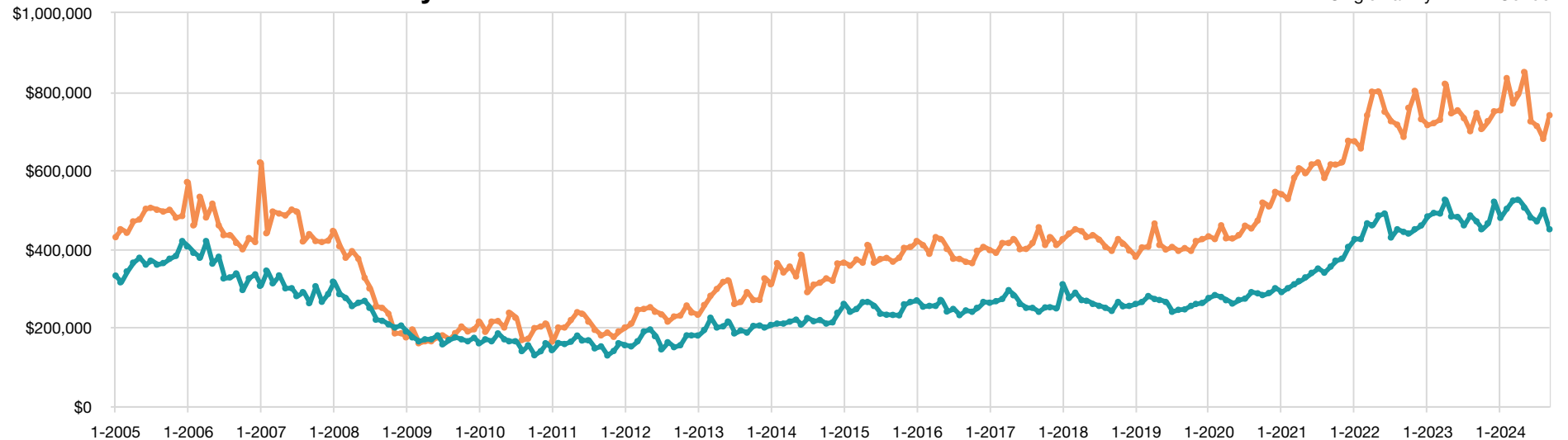
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-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	\$752,500	+ 5.2%	\$479,000	- 0.7%
Feb-2024	\$834,500	+ 15.9%	\$502,000	+ 2.1%
Mar-2024	\$770,000	+ 5.7%	\$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	\$724,500	- 3.7%	\$480,000	- 0.3%
Jul-2024	\$712,500	- 2.7%	\$470,000	+ 2.2%
Aug-2024	\$680,000	- 2.8%	\$499,000	+ 2.9%
Sep-2024	\$740,000	- 0.8%	\$450,000	- 4.3%
12-Month Avg*	\$750,000	+ 1.4%	\$495,000	+ 3.7%

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

Overall Median Closed Price by Month

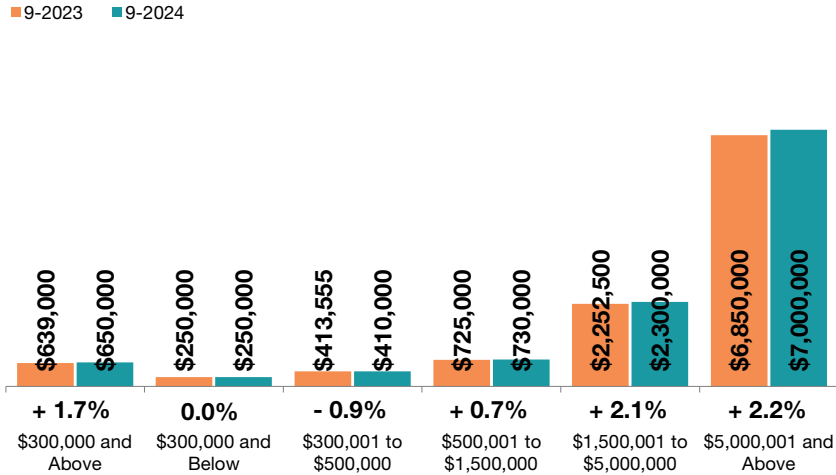


Overall Median Closed Price by Price Range

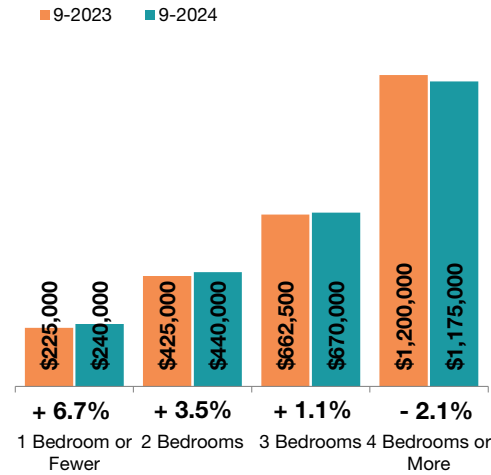


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

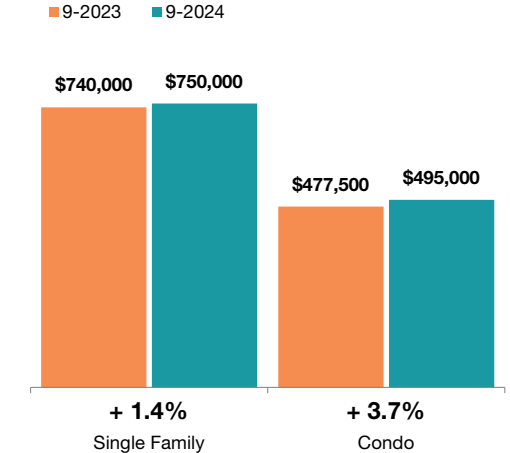
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2023	9-2024	Change
\$300,000 and Above	\$639,000	\$650,000	+ 1.7%
\$300,000 and Below	\$250,000	\$250,000	0.0%
\$300,001 to \$500,000	\$413,555	\$410,000	- 0.9%
\$500,001 to \$1,500,000	\$725,000	\$730,000	+ 0.7%
\$1,500,001 to \$5,000,000	\$2,252,500	\$2,300,000	+ 2.1%
\$5,000,001 and Above	\$6,850,000	\$7,000,000	+ 2.2%
All Price Ranges	\$599,000	\$613,875	+ 2.5%

Single Family

	9-2023	9-2024	Change
1 Bedroom or Fewer	\$766,750	\$775,000	+ 1.1%
2 Bedrooms	\$195,000	\$190,000	- 2.6%
3 Bedrooms	\$440,000	\$440,000	0.0%
4 Bedrooms or More	\$750,000	\$750,000	0.0%
All Single Family	\$740,000	\$750,000	+ 1.4%

Condo

	9-2023	9-2024	Change
Single Family	\$520,890	\$535,000	+ 2.7%
Condo	\$262,500	\$265,000	+ 1.0%
3 Bedrooms	\$400,000	\$400,000	0.0%
4 Bedrooms or More	\$679,000	\$685,000	+ 0.9%
All Condo	\$477,500	\$495,000	+ 3.7%

By Bedroom Count

	9-2023	9-2024	Change
1 Bedroom or Fewer	\$225,000	\$240,000	+ 6.7%
2 Bedrooms	\$425,000	\$440,000	+ 3.5%
3 Bedrooms	\$662,500	\$670,000	+ 1.1%
4 Bedrooms or More	\$1,200,000	\$1,175,000	- 2.1%
All Bedroom Counts	\$599,000	\$613,875	+ 2.5%

	9-2023	9-2024	Change
1 Bedroom or Fewer	\$152,500	\$155,000	+ 1.6%
2 Bedrooms	\$480,000	\$480,000	0.0%
3 Bedrooms	\$700,000	\$692,500	- 1.1%
4 Bedrooms or More	\$1,167,500	\$1,152,500	- 1.3%
All Single Family	\$740,000	\$750,000	+ 1.4%
Single Family	\$235,000	\$272,500	+ 16.0%
Condo	\$420,000	\$435,000	+ 3.6%
3 Bedrooms	\$609,325	\$617,500	+ 1.3%
4 Bedrooms or More	\$2,437,500	\$3,795,000	+ 55.7%
All Condo	\$477,500	\$495,000	+ 3.7%

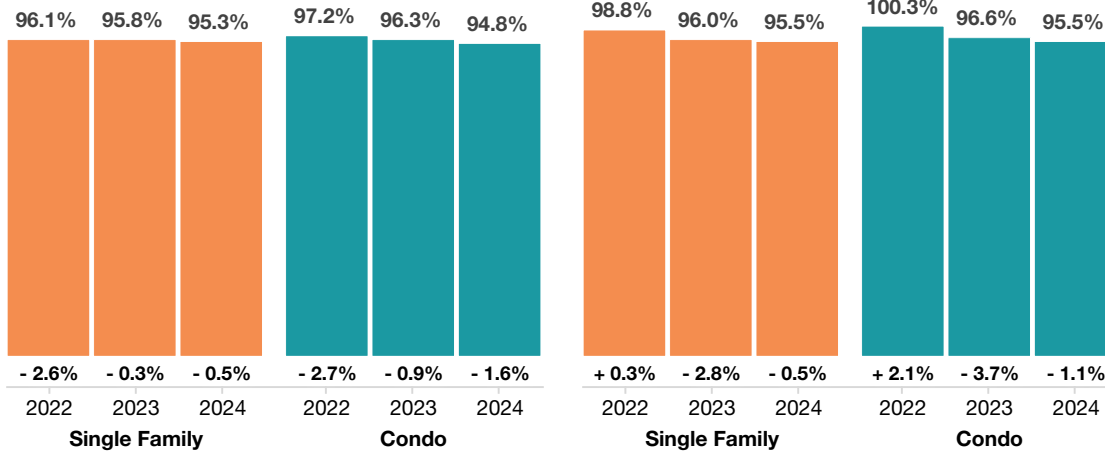
Overall Percent of Current List Price Received



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 concessions.

September

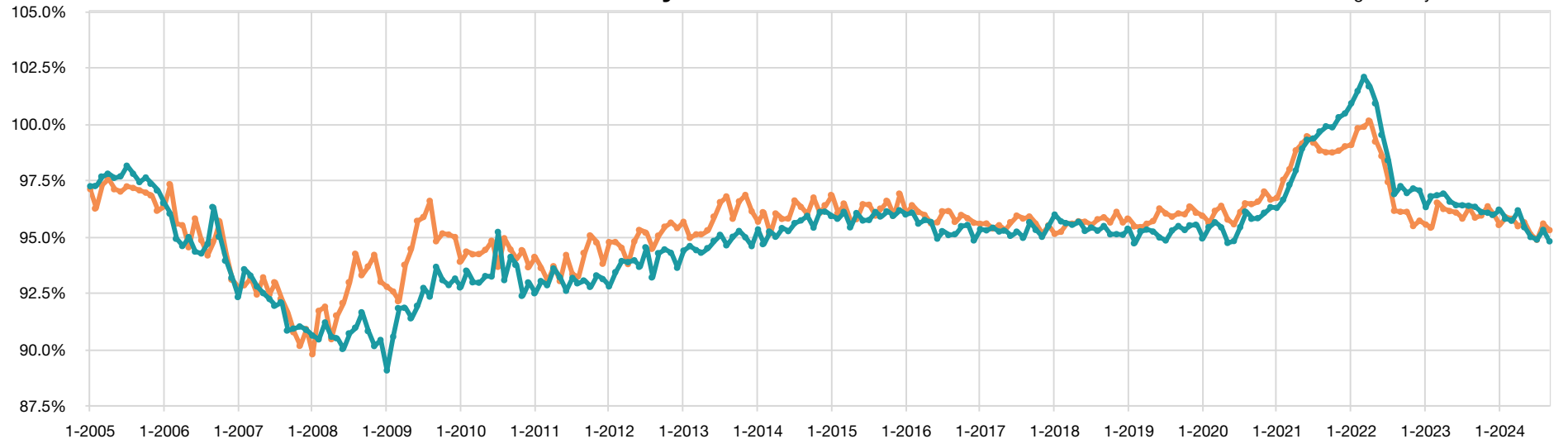
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	95.9%	+0.5%	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	95.6%	-0.5%	95.4%	-1.1%
Jun-2024	95.1%	-1.0%	95.0%	-1.5%
Jul-2024	94.8%	-1.0%	94.9%	-1.6%
Aug-2024	95.6%	-0.7%	95.3%	-1.1%
Sep-2024	95.3%	-0.5%	94.8%	-1.6%
12-Month Avg*	95.6%	-0.4%	95.6%	-1.1%

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

Overall Percent of Current List Price Received by Month

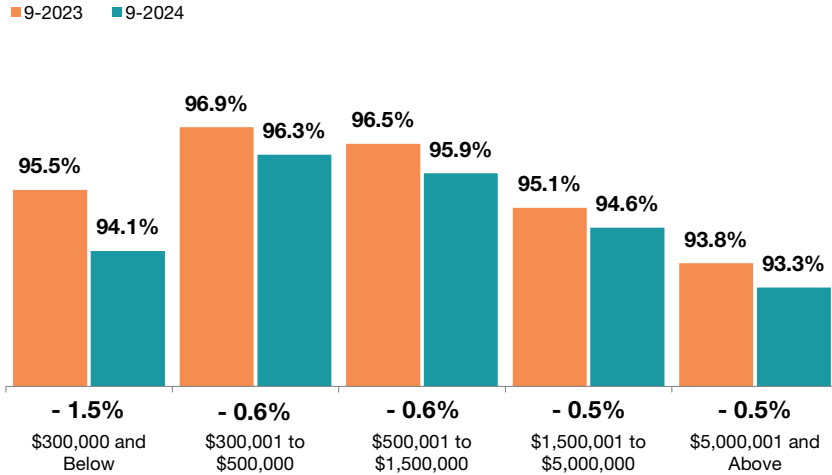


Overall Percent of Current List Price Received by Price Range

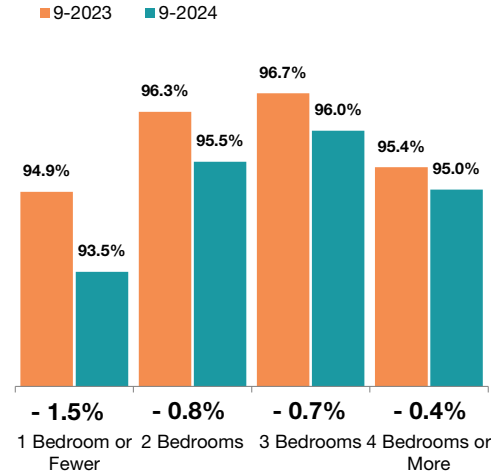


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

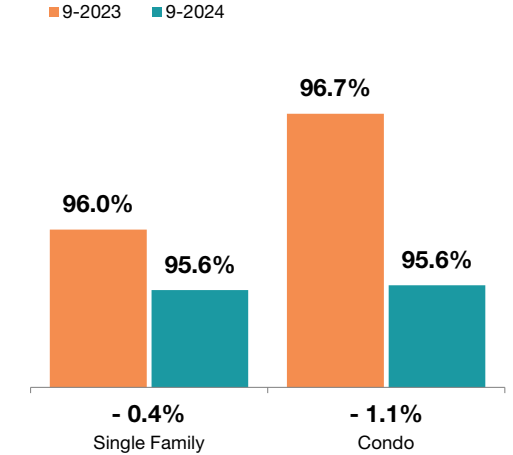
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2023	9-2024	Change
\$300,000 and Below	95.5%	94.1%	-1.5%
\$300,001 to \$500,000	96.9%	96.3%	-0.6%
\$500,001 to \$1,500,000	96.5%	95.9%	-0.6%
\$1,500,001 to \$5,000,000	95.1%	94.6%	-0.5%
\$5,000,001 and Above	93.8%	93.3%	-0.5%
All Price Ranges	96.3%	95.6%	-0.7%

Single Family

By Bedroom Count	9-2023	9-2024	Change
1 Bedroom or Fewer	94.8%	93.0%	-1.9%
2 Bedrooms	97.1%	97.0%	-0.1%
3 Bedrooms	96.3%	95.9%	-0.4%
4 Bedrooms or More	94.4%	94.4%	0.0%
All Bedroom Counts	96.0%	95.6%	-0.4%

Condo

By Price Range	9-2023	9-2024	Change
\$300,000 and Below	95.7%	94.5%	-1.3%
\$300,001 to \$500,000	96.9%	96.0%	-0.9%
\$500,001 to \$1,500,000	96.9%	95.8%	-1.1%
\$1,500,001 to \$5,000,000	96.4%	95.0%	-1.5%
\$5,000,001 and Above	94.8%	94.5%	-0.3%
All Price Ranges	96.7%	95.6%	-1.1%

By Bedroom Count

By Bedroom Count	9-2023	9-2024	Change
1 Bedroom or Fewer	94.9%	93.5%	-1.5%
2 Bedrooms	96.3%	95.5%	-0.8%
3 Bedrooms	96.7%	96.0%	-0.7%
4 Bedrooms or More	95.4%	95.0%	-0.4%
All Bedroom Counts	96.3%	95.6%	-0.7%

By Bedroom Count	9-2023	9-2024	Change
1 Bedroom or Fewer	92.9%	91.3%	-1.7%
2 Bedrooms	95.3%	94.8%	-0.5%
3 Bedrooms	96.5%	96.2%	-0.3%
4 Bedrooms or More	95.2%	94.9%	-0.3%
All Bedroom Counts	96.0%	95.6%	-0.4%

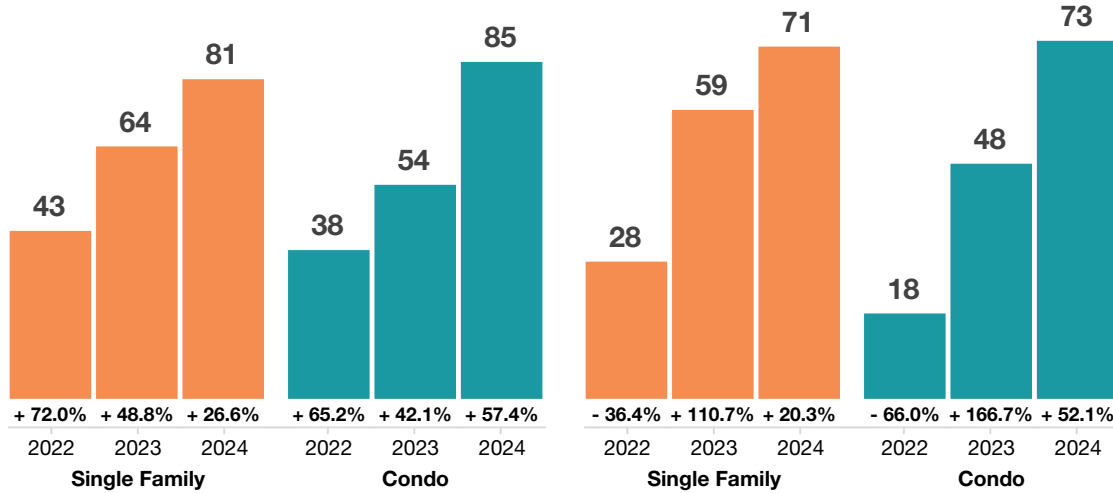
By Price Range	9-2023	9-2024	Change
\$300,000 and Below	95.4%	94.1%	-1.4%
\$300,001 to \$500,000	96.6%	95.6%	-1.0%
\$500,001 to \$1,500,000	96.9%	95.8%	-1.1%
\$1,500,001 to \$5,000,000	97.6%	95.6%	-2.0%
All Price Ranges	96.7%	95.6%	-1.1%

Overall Days on Market Until Sale

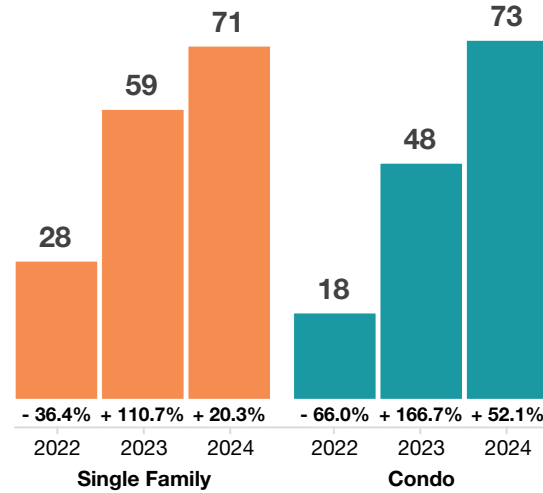
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



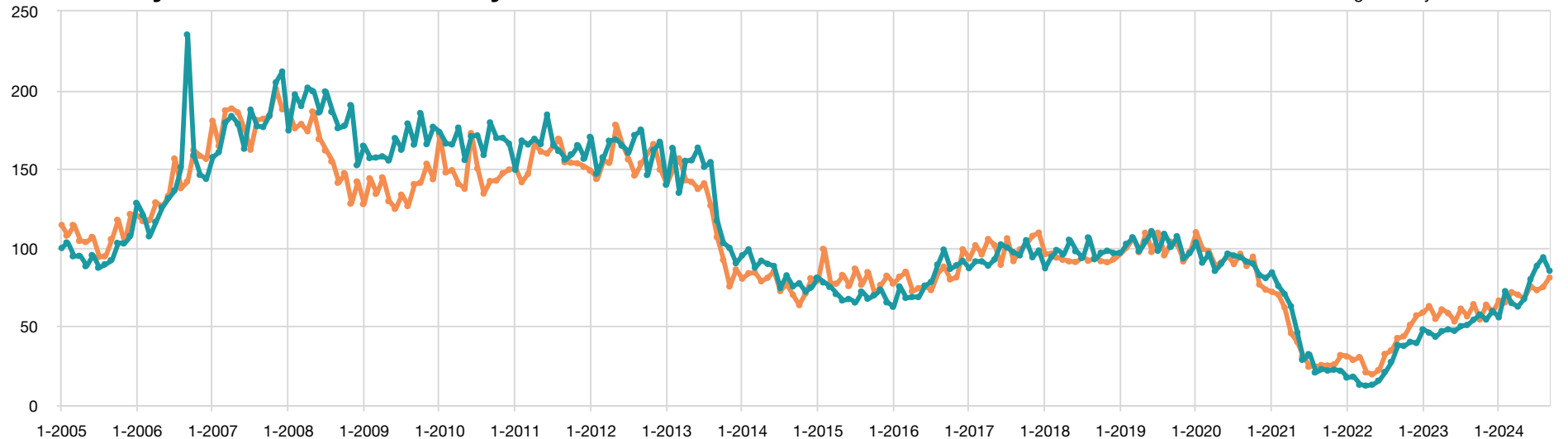
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-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	68	+ 17.2%	67	+ 39.6%
Jun-2024	75	+ 41.5%	80	+ 70.2%
Jul-2024	73	+ 19.7%	88	+ 76.0%
Aug-2024	75	+ 33.9%	94	+ 84.3%
Sep-2024	81	+ 26.6%	85	+ 57.4%
12-Month Avg*	69	+ 20.9%	69	+ 50.9%

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

Overall Days on Market Until Sale by Month



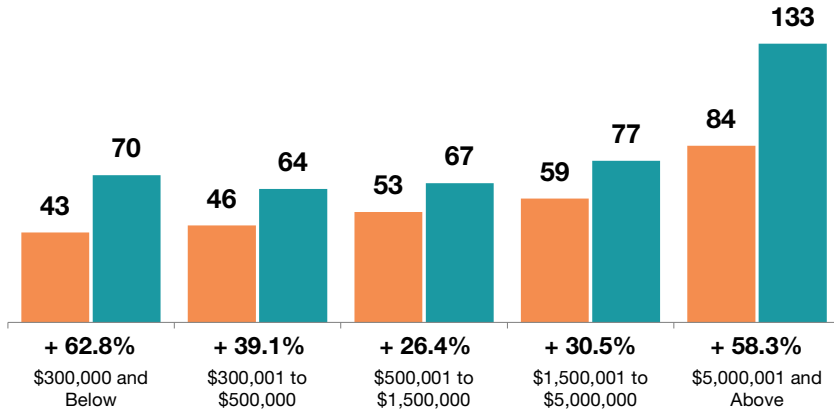
Overall Days on Market Until Sale by Price Range



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

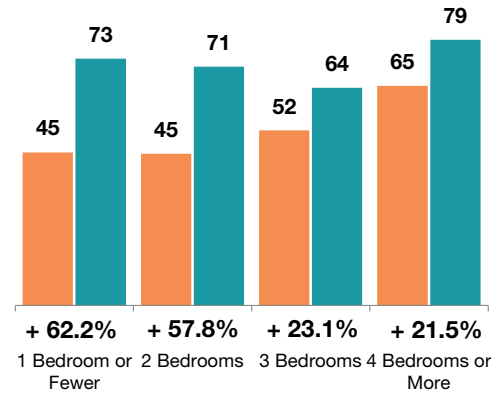
By Price Range

9-2023 9-2024



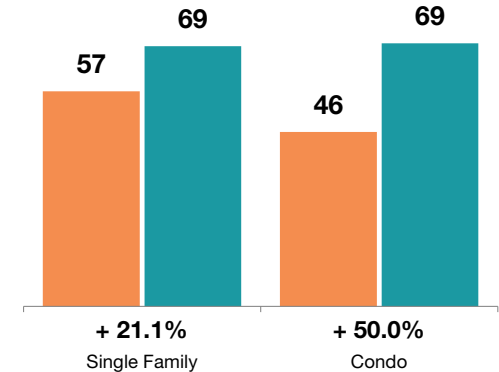
By Bedroom Count

9-2023 9-2024



By Property Type

9-2023 9-2024



All Properties

By Price Range	9-2023	9-2024	Change
\$300,000 and Below	43	70	+ 62.8%
\$300,001 to \$500,000	46	64	+ 39.1%
\$500,001 to \$1,500,000	53	67	+ 26.4%
\$1,500,001 to \$5,000,000	59	77	+ 30.5%
\$5,000,001 and Above	84	133	+ 58.3%
All Price Ranges	51	69	+ 35.3%

Single Family

	9-2023	9-2024	Change
1 Bedroom or Fewer	45	73	+ 62.2%
2 Bedrooms	50	56	+ 12.0%
3 Bedrooms	57	66	+ 15.8%
4 Bedrooms or More	60	76	+ 26.7%
All Single Family	57	69	+ 21.1%

Condo

	9-2023	9-2024	Change
Single Family	42	69	+ 64.3%
Condo	45	67	+ 48.9%
Condo	46	67	+ 45.7%
Condo	58	79	+ 36.2%
Condo	67	152	+ 126.9%
All Condo	46	69	+ 50.0%

By Bedroom Count

	9-2023	9-2024	Change
1 Bedroom or Fewer	45	73	+ 62.2%
2 Bedrooms	45	71	+ 57.8%
3 Bedrooms	52	64	+ 23.1%
4 Bedrooms or More	65	79	+ 21.5%
All Bedroom Counts	51	69	+ 35.3%

	9-2023	9-2024	Change
1 Bedroom or Fewer	44	84	+ 90.9%
2 Bedrooms	45	73	+ 62.2%
3 Bedrooms	55	63	+ 14.5%
4 Bedrooms or More	66	78	+ 18.2%
All Single Family	57	69	+ 21.1%

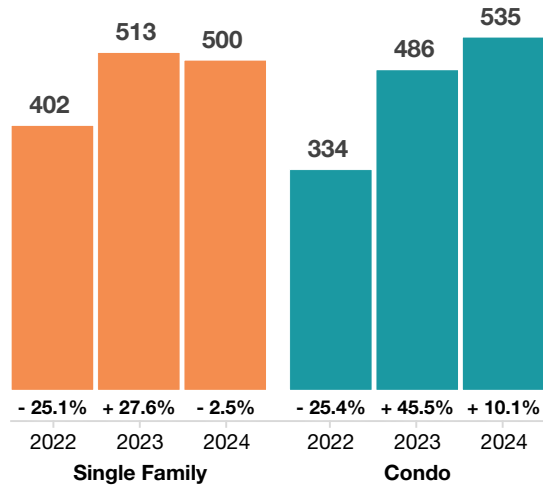
	9-2023	9-2024	Change
Single Family	46	70	+ 53.3%
Condo	45	70	+ 56.6%
Condo	47	67	+ 42.1%
Condo	53	91	+ 70.2%
All Condo	46	69	+ 50.0%

Overall New Listings

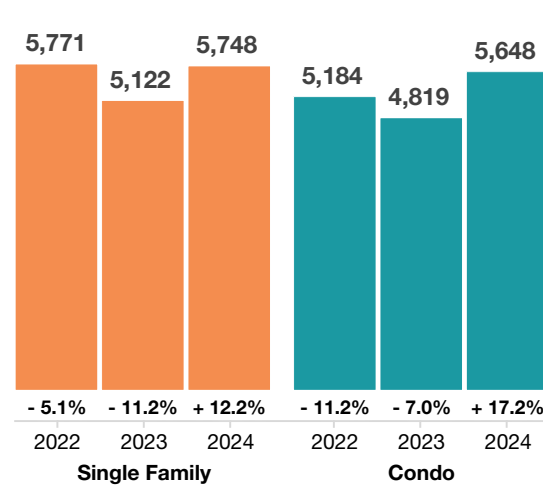
A count of the properties that have been newly listed on the market in a given month.



September

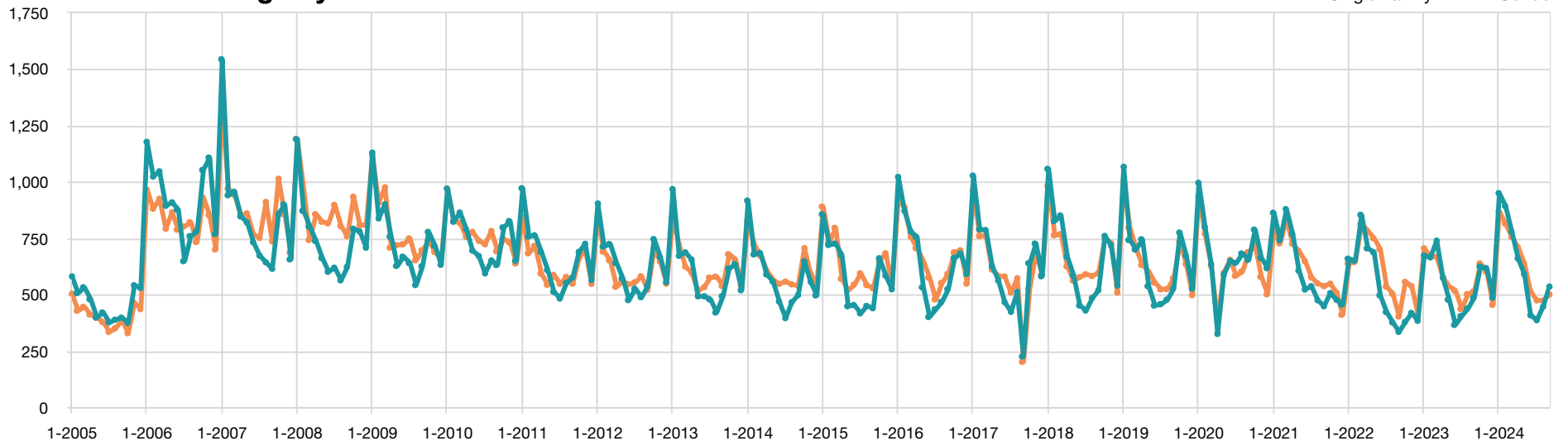


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2023	638	+ 14.7%	624	+ 65.1%
Nov-2023	601	+ 11.7%	617	+ 47.6%
Dec-2023	454	+ 9.9%	486	+ 26.9%
Jan-2024	869	+ 23.3%	950	+ 41.2%
Feb-2024	815	+ 21.6%	893	+ 34.3%
Mar-2024	756	+ 13.3%	779	+ 5.4%
Apr-2024	710	+ 23.3%	660	+ 15.2%
May-2024	638	+ 19.0%	591	+ 23.9%
Jun-2024	513	- 1.0%	408	+ 11.8%
Jul-2024	474	+ 8.7%	386	- 4.5%
Aug-2024	473	- 5.6%	446	+ 2.1%
Sep-2024	500	- 2.5%	535	+ 10.1%
12-Month Avg	620	+ 12.3%	615	+ 23.0%

Overall New Listings by Month

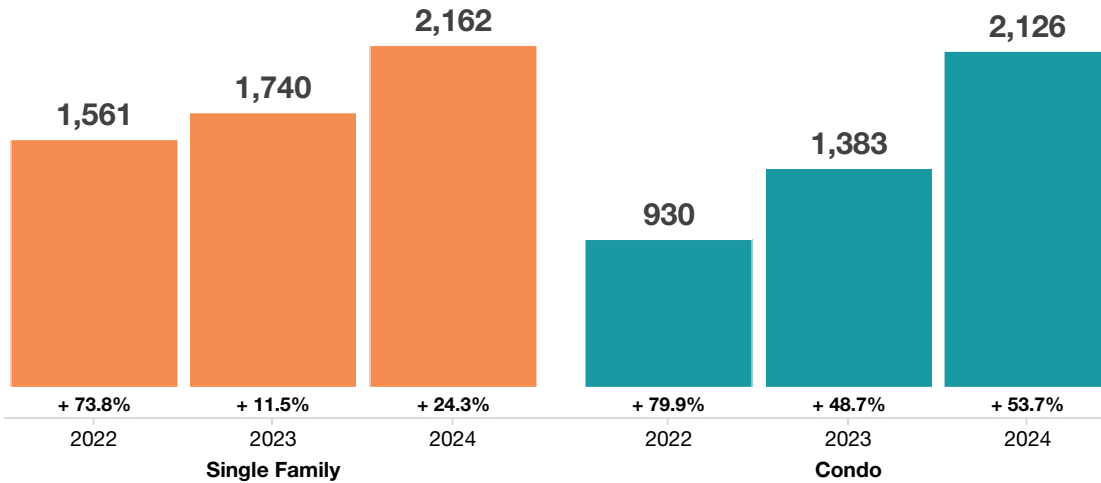


Overall Inventory of Homes for Sale

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

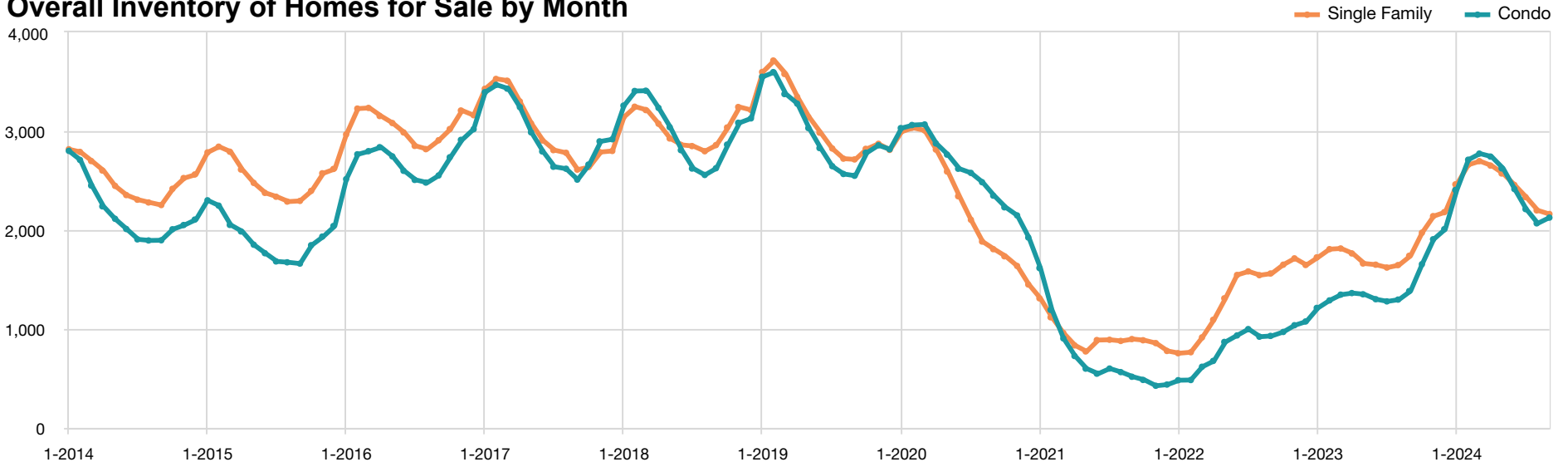


September



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2023	1,973	+ 19.6%	1,655	+ 70.6%
Nov-2023	2,141	+ 24.9%	1,907	+ 83.7%
Dec-2023	2,181	+ 32.4%	2,009	+ 86.7%
Jan-2024	2,462	+ 42.8%	2,405	+ 98.3%
Feb-2024	2,660	+ 47.2%	2,711	+ 110.3%
Mar-2024	2,697	+ 48.7%	2,773	+ 105.9%
Apr-2024	2,652	+ 50.3%	2,743	+ 101.2%
May-2024	2,572	+ 54.8%	2,624	+ 94.2%
Jun-2024	2,456	+ 48.8%	2,415	+ 85.6%
Jul-2024	2,333	+ 43.9%	2,212	+ 72.9%
Aug-2024	2,199	+ 33.6%	2,068	+ 59.4%
Sep-2024	2,162	+ 24.3%	2,126	+ 53.7%
12-Month Avg	2,374	+ 39.4%	2,304	+ 85.5%

Overall Inventory of Homes for Sale by Month

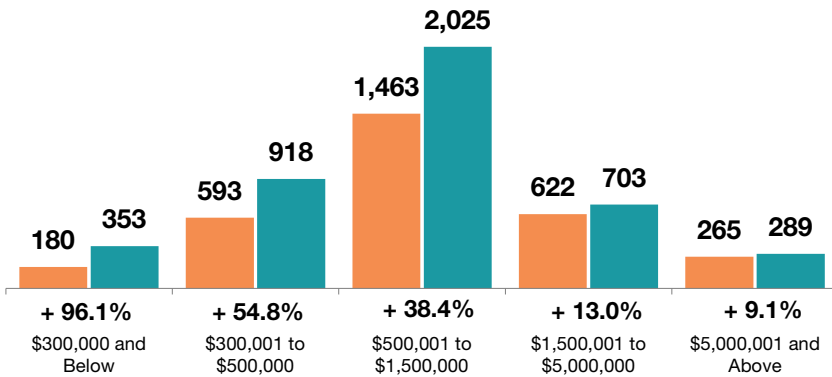


Overall Inventory of Homes for Sale

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

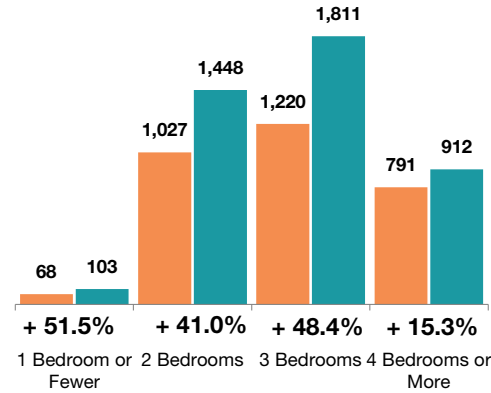
By Price Range

9-2023 9-2024



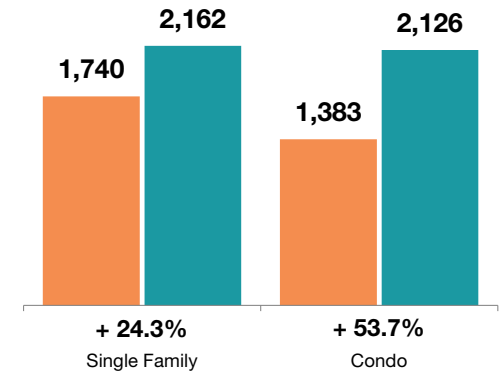
By Bedroom Count

9-2023 9-2024



By Property Type

9-2023 9-2024



All Properties

By Price Range

	9-2023	9-2024	Change
\$300,000 and Below	180	353	+ 96.1%
\$300,001 to \$500,000	593	918	+ 54.8%
\$500,001 to \$1,500,000	1,463	2,025	+ 38.4%
\$1,500,001 to \$5,000,000	622	703	+ 13.0%
\$5,000,001 and Above	265	289	+ 9.1%
All Price Ranges	3,123	4,288	+ 37.3%

Single Family

	9-2023	9-2024	Change
1 Bedroom or Fewer	81	79	- 2.5%
2 Bedrooms	127	153	+ 20.5%
3 Bedrooms	890	1,235	+ 38.8%
4 Bedrooms or More	417	453	+ 8.6%
Condo	225	242	+ 7.6%
All Single Family	1,740	2,162	+ 24.3%

Condo

	9-2023	9-2024	Change
1 Bedroom or Fewer	99	274	+ 176.8%
2 Bedrooms	466	765	+ 64.2%
3 Bedrooms	573	790	+ 37.9%
4 Bedrooms or More	205	250	+ 22.0%
All Condo	1,383	2,126	+ 53.7%

By Bedroom Count

	9-2023	9-2024	Change
1 Bedroom or Fewer	68	103	+ 51.5%
2 Bedrooms	1,027	1,448	+ 41.0%
3 Bedrooms	1,220	1,811	+ 48.4%
4 Bedrooms or More	791	912	+ 15.3%
All Bedroom Counts	3,123	4,288	+ 37.3%

	9-2023	9-2024	Change
1 Bedroom or Fewer	16	24	+ 50.0%
2 Bedrooms	222	212	- 4.5%
3 Bedrooms	756	1,069	+ 41.4%
4 Bedrooms or More	736	853	+ 15.9%
All Single Family	1,740	2,162	+ 24.3%

	9-2023	9-2024	Change
1 Bedroom or Fewer	52	79	+ 51.9%
2 Bedrooms	805	1,236	+ 53.5%
3 Bedrooms	464	742	+ 59.9%
4 Bedrooms or More	55	59	+ 7.3%
All Condo	1,383	2,126	+ 53.7%

Listing and Sales Summary Report

September 2024



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Sep-24	Sep-23	% Change	Sep-24	Sep-23	% Change	Sep-24	Sep-23	% Change	Sep-24	Sep-23	% Change
Overall Naples Market*	\$588,560	\$575,000	+2.4%	527	607	-13.2%	4,288	3,123	+37.3%	83	59	+40.7%
Collier County	\$591,500	\$590,000	+0.3%	556	672	-17.3%	4,825	3,582	+34.7%	87	63	+38.1%
Ave Maria	\$509,500	\$418,000	+21.9%	16	11	+45.5%	171	112	+52.7%	68	86	-20.9%
Central Naples	\$420,000	\$429,950	-2.3%	75	72	+4.2%	506	339	+49.3%	75	39	+92.3%
East Naples	\$602,498	\$566,500	+6.4%	158	166	-4.8%	1,042	732	+42.3%	84	62	+35.5%
Everglades City	--	--	--	0	0	--	10	9	+11.1%	--	--	--
Immokalee	\$335,400	\$283,970	+18.1%	4	10	-60.0%	20	26	-23.1%	105	95	+10.5%
Immokalee / Ave Maria	\$460,000	\$347,000	+32.6%	20	21	-4.8%	191	138	+38.4%	76	90	-15.6%
Naples	\$591,500	\$579,950	+2.0%	506	586	-13.7%	4,092	2,986	+37.0%	83	58	+43.1%
Naples Beach	\$1,250,000	\$1,365,000	-8.4%	67	67	0.0%	961	844	+13.9%	100	65	+53.8%
North Naples	\$679,900	\$622,500	+9.2%	137	184	-25.5%	906	584	+55.1%	80	58	+37.9%
South Naples	\$434,000	\$519,109	-16.4%	70	97	-27.8%	682	486	+40.3%	81	59	+37.3%
34102	\$2,242,475	\$1,952,500	+14.9%	25	24	+4.2%	321	269	+19.3%	79	49	+61.2%
34103	\$1,237,500	\$1,365,000	-9.3%	15	19	-21.1%	273	243	+12.3%	135	101	+33.7%
34104	\$339,000	\$434,950	-22.1%	31	30	+3.3%	229	139	+64.7%	68	41	+65.9%
34105	\$491,000	\$480,000	+2.3%	28	32	-12.5%	199	132	+50.8%	88	39	+125.6%
34108	\$1,555,000	\$1,115,000	+39.5%	27	24	+12.5%	367	332	+10.5%	100	53	+88.7%
34109	\$550,000	\$692,500	-20.6%	37	55	-32.7%	216	137	+57.7%	76	52	+46.2%
34110	\$649,000	\$550,000	+18.0%	41	58	-29.3%	341	209	+63.2%	84	78	+7.7%
34112	\$395,000	\$450,000	-12.2%	41	47	-12.8%	384	279	+37.6%	80	61	+31.1%
34113	\$530,000	\$575,000	-7.8%	29	50	-42.0%	298	207	+44.0%	81	57	+42.1%
34114	\$599,750	\$614,040	-2.3%	60	56	+7.1%	463	307	+50.8%	88	66	+33.3%
34116	\$437,500	\$319,000	+37.1%	16	10	+60.0%	78	68	+14.7%	65	37	+75.7%
34117	\$550,000	\$514,000	+7.0%	17	18	-5.6%	135	88	+53.4%	49	97	-49.5%
34119	\$740,000	\$685,000	+8.0%	59	71	-16.9%	349	238	+46.6%	79	47	+68.1%
34120	\$635,000	\$560,000	+13.4%	81	91	-11.0%	443	336	+31.8%	89	51	+74.5%
34137	--	\$80,000	--	0	1	-100.0%	1	1	0.0%	--	159	--
34142	\$460,000	\$347,000	+32.6%	20	21	-4.8%	191	138	+38.4%	76	90	-15.6%

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

Local Market Update – September 2024

A Research Tool Provided by Naples Area Board of REALTORS®



Naples Beach

34102, 34103, 34108

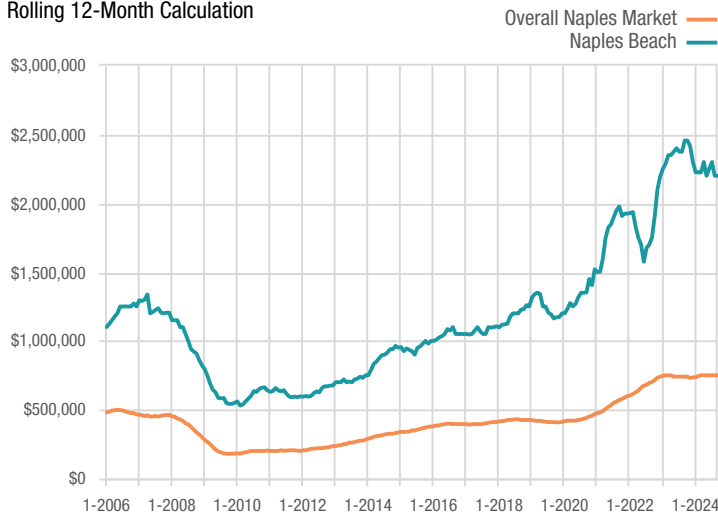
Single Family	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	75	61	- 18.7%	777	777	0.0%
Total Sales	17	24	+ 41.2%	393	337	- 14.2%
Days on Market Until Sale	73	145	+ 98.6%	81	116	+ 43.2%
Median Closed Price*	\$3,800,000	\$3,400,000	- 10.5%	\$2,500,000	\$2,375,000	- 5.0%
Average Closed Price*	\$4,075,530	\$5,707,183	+ 40.0%	\$3,843,912	\$4,367,054	+ 13.6%
Percent of List Price Received*	93.8%	92.9%	- 1.0%	92.8%	92.7%	- 0.1%
Inventory of Homes for Sale	406	427	+ 5.2%	—	—	—
Months Supply of Inventory	9.3	12.3	+ 32.3%	—	—	—

Condo	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	140	120	- 14.3%	1,206	1,314	+ 9.0%
Total Sales	50	43	- 14.0%	750	722	- 3.7%
Days on Market Until Sale	63	75	+ 19.0%	55	91	+ 65.5%
Median Closed Price*	\$1,175,000	\$975,000	- 17.0%	\$1,200,000	\$1,175,000	- 2.1%
Average Closed Price*	\$1,491,330	\$1,440,738	- 3.4%	\$1,645,686	\$1,680,664	+ 2.1%
Percent of List Price Received*	93.6%	93.3%	- 0.3%	95.2%	94.0%	- 1.3%
Inventory of Homes for Sale	438	534	+ 21.9%	—	—	—
Months Supply of Inventory	5.9	7.2	+ 22.0%	—	—	—

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

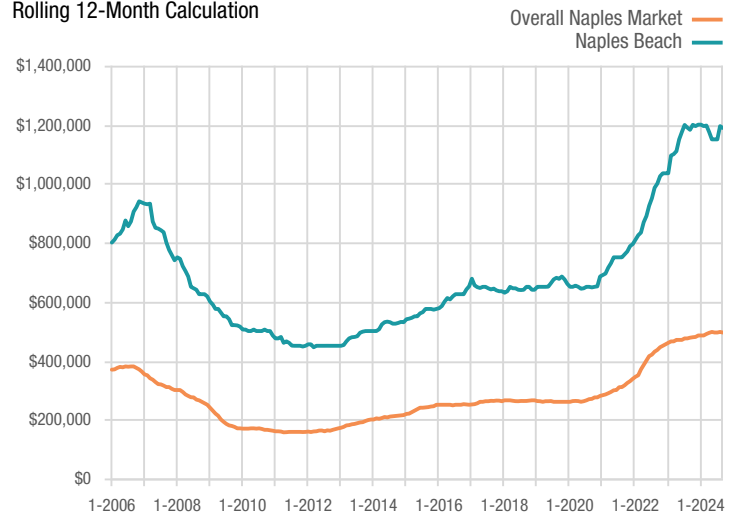
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – September 2024

A Research Tool Provided by Naples Area Board of REALTORS®



North Naples

34109, 34110, 34119

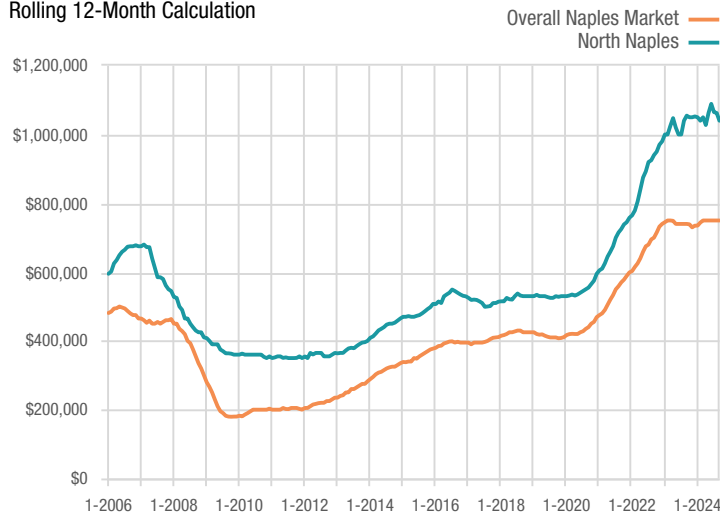
Single Family	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	107	98	- 8.4%	1,094	1,231	+ 12.5%
Total Sales	77	63	- 18.2%	781	692	- 11.4%
Days on Market Until Sale	69	80	+ 15.9%	52	60	+ 15.4%
Median Closed Price*	\$1,175,000	\$980,000	- 16.6%	\$1,065,000	\$1,040,000	- 2.3%
Average Closed Price*	\$1,675,215	\$1,275,020	- 23.9%	\$1,492,635	\$1,507,392	+ 1.0%
Percent of List Price Received*	95.4%	94.3%	- 1.2%	95.9%	95.1%	- 0.8%
Inventory of Homes for Sale	299	401	+ 34.1%	—	—	—
Months Supply of Inventory	3.7	5.3	+ 43.2%	—	—	—

Condo	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	116	129	+ 11.2%	1,235	1,448	+ 17.2%
Total Sales	107	74	- 30.8%	941	882	- 6.3%
Days on Market Until Sale	51	79	+ 54.9%	43	65	+ 51.2%
Median Closed Price*	\$465,000	\$445,000	- 4.3%	\$490,000	\$500,000	+ 2.0%
Average Closed Price*	\$576,002	\$686,327	+ 19.2%	\$704,074	\$696,770	- 1.0%
Percent of List Price Received*	97.1%	95.4%	- 1.8%	97.1%	95.9%	- 1.2%
Inventory of Homes for Sale	285	505	+ 77.2%	—	—	—
Months Supply of Inventory	2.9	5.5	+ 89.7%	—	—	—

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

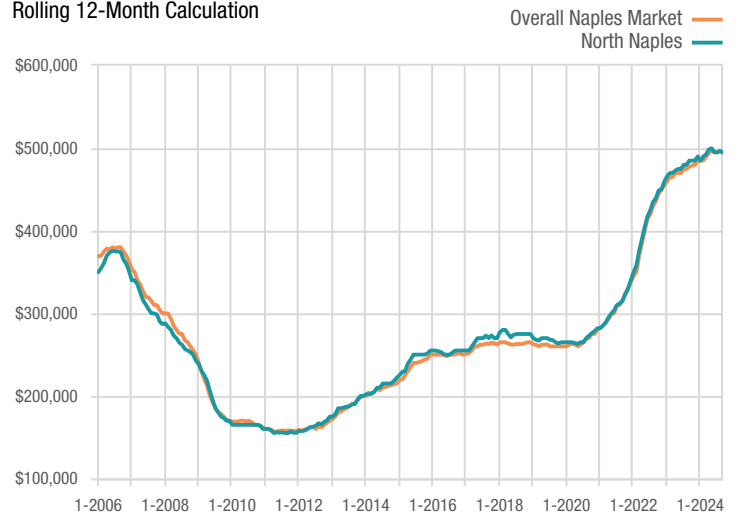
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Central Naples

34104, 34105, 34116

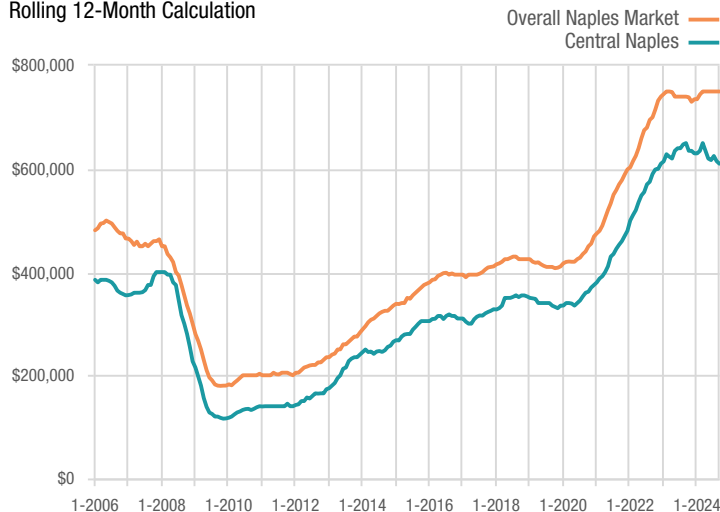
Single Family	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	64	45	- 29.7%	611	628	+ 2.8%
Total Sales	26	33	+ 26.9%	449	409	- 8.9%
Days on Market Until Sale	45	63	+ 40.0%	45	63	+ 40.0%
Median Closed Price*	\$637,875	\$589,900	- 7.5%	\$650,000	\$617,000	- 5.1%
Average Closed Price*	\$1,457,298	\$790,388	- 45.8%	\$1,006,817	\$1,102,257	+ 9.5%
Percent of List Price Received*	95.4%	95.4%	0.0%	96.0%	95.7%	- 0.3%
Inventory of Homes for Sale	181	204	+ 12.7%	—	—	—
Months Supply of Inventory	3.6	4.6	+ 27.8%	—	—	—

Condo	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	65	86	+ 32.3%	659	837	+ 27.0%
Total Sales	46	42	- 8.7%	514	450	- 12.5%
Days on Market Until Sale	36	84	+ 133.3%	40	57	+ 42.5%
Median Closed Price*	\$343,750	\$325,000	- 5.5%	\$357,250	\$350,000	- 2.0%
Average Closed Price*	\$400,778	\$376,781	- 6.0%	\$406,581	\$433,240	+ 6.6%
Percent of List Price Received*	97.4%	94.0%	- 3.5%	96.8%	95.6%	- 1.2%
Inventory of Homes for Sale	158	302	+ 91.1%	—	—	—
Months Supply of Inventory	2.7	6.4	+ 137.0%	—	—	—

* 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.

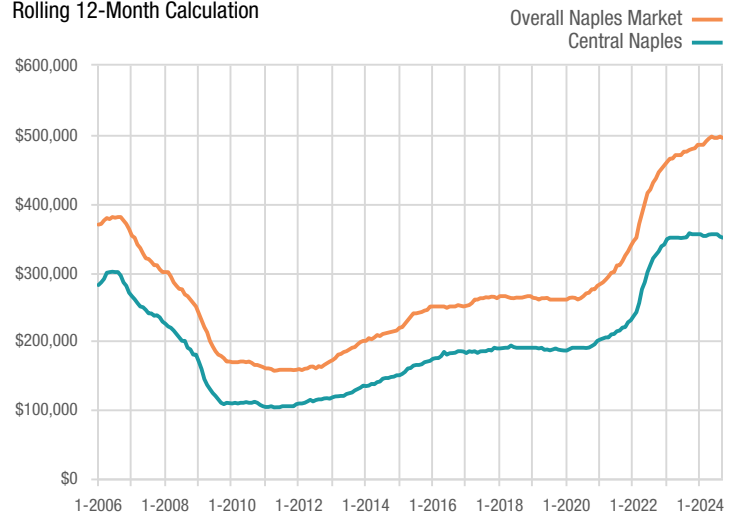
Median Closed Price - Single Family

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

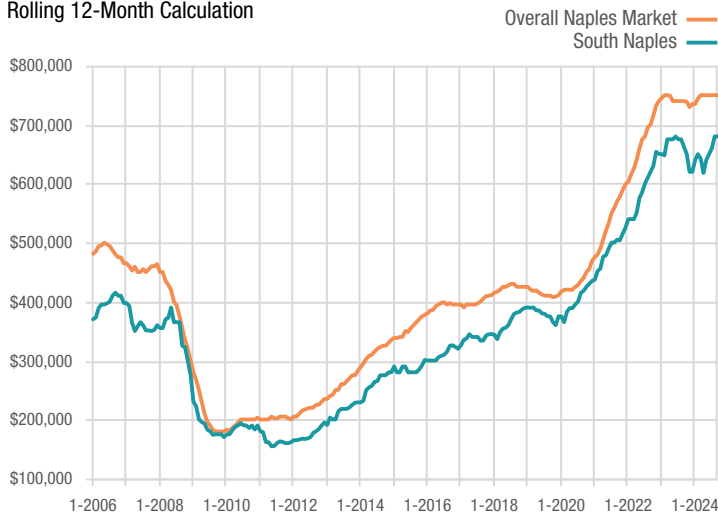
Single Family	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	57	53	- 7.0%	631	697	+ 10.5%
Total Sales	39	18	- 53.8%	470	370	- 21.3%
Days on Market Until Sale	57	59	+ 3.5%	54	65	+ 20.4%
Median Closed Price*	\$618,000	\$547,500	- 11.4%	\$625,000	\$712,500	+ 14.0%
Average Closed Price*	\$806,203	\$753,611	- 6.5%	\$928,542	\$1,040,892	+ 12.1%
Percent of List Price Received*	96.3%	96.2%	- 0.1%	95.6%	94.8%	- 0.8%
Inventory of Homes for Sale	196	237	+ 20.9%	—	—	—
Months Supply of Inventory	4.0	6.1	+ 52.5%	—	—	—

Condo	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	97	115	+ 18.6%	1,016	1,236	+ 21.7%
Total Sales	58	52	- 10.3%	786	665	- 15.4%
Days on Market Until Sale	60	88	+ 46.7%	49	69	+ 40.8%
Median Closed Price*	\$449,500	\$397,250	- 11.6%	\$405,500	\$420,000	+ 3.6%
Average Closed Price*	\$482,580	\$450,917	- 6.6%	\$458,627	\$479,941	+ 4.6%
Percent of List Price Received*	95.8%	94.9%	- 0.9%	96.8%	96.0%	- 0.8%
Inventory of Homes for Sale	290	445	+ 53.4%	—	—	—
Months Supply of Inventory	3.5	6.1	+ 74.3%	—	—	—

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

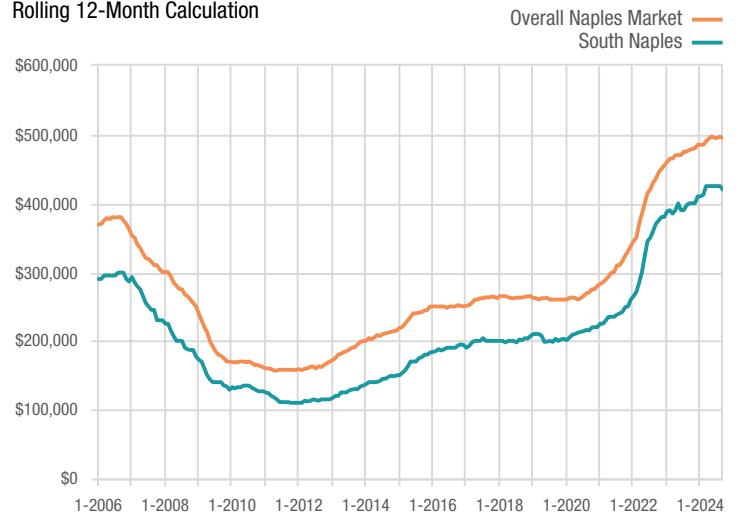
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – September 2024

A Research Tool Provided by Naples Area Board of REALTORS®



East Naples

34114, 34117, 34120, 34137

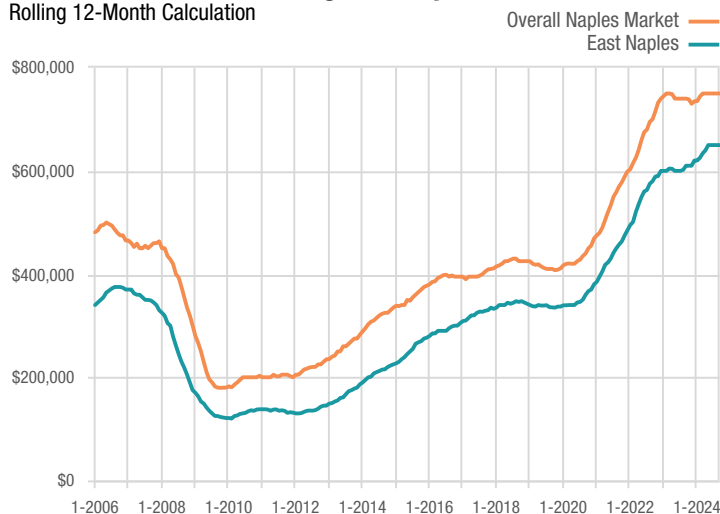
Single Family	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	171	203	+ 18.7%	1,714	2,082	+ 21.5%
Total Sales	119	123	+ 3.4%	1,270	1,242	- 2.2%
Days on Market Until Sale	64	77	+ 20.3%	63	69	+ 9.5%
Median Closed Price*	\$623,079	\$638,105	+ 2.4%	\$610,000	\$650,000	+ 6.6%
Average Closed Price*	\$751,723	\$767,758	+ 2.1%	\$746,692	\$806,845	+ 8.1%
Percent of List Price Received*	96.3%	96.0%	- 0.3%	97.1%	96.4%	- 0.7%
Inventory of Homes for Sale	546	757	+ 38.6%	—	—	—
Months Supply of Inventory	4.1	5.8	+ 41.5%	—	—	—

Condo	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	58	76	+ 31.0%	637	703	+ 10.4%
Total Sales	47	35	- 25.5%	496	404	- 18.5%
Days on Market Until Sale	56	110	+ 96.4%	50	81	+ 62.0%
Median Closed Price*	\$479,000	\$523,695	+ 9.3%	\$518,555	\$515,000	- 0.7%
Average Closed Price*	\$503,798	\$544,611	+ 8.1%	\$537,093	\$544,487	+ 1.4%
Percent of List Price Received*	97.5%	96.1%	- 1.4%	97.1%	96.4%	- 0.7%
Inventory of Homes for Sale	186	285	+ 53.2%	—	—	—
Months Supply of Inventory	3.5	6.5	+ 85.7%	—	—	—

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

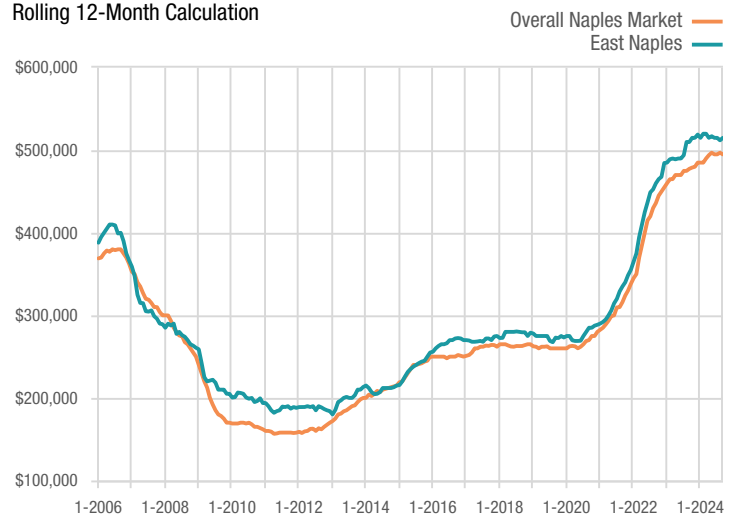
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Immokalee / Ave Maria

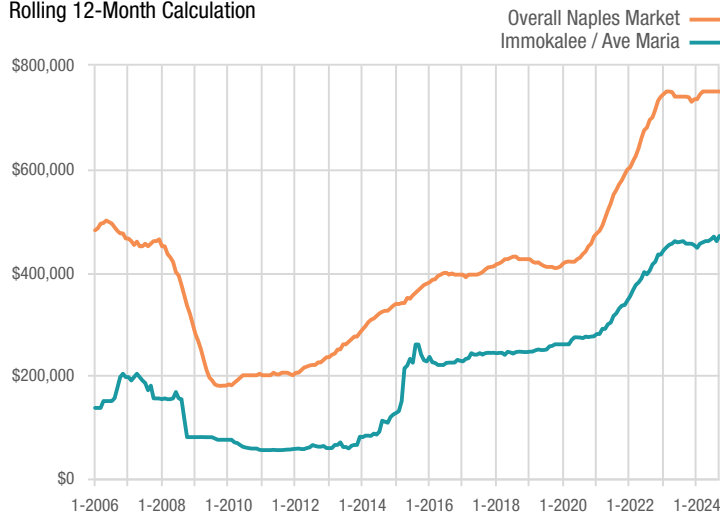
Single Family	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	39	40	+ 2.6%	295	333	+ 12.9%
Total Sales	14	16	+ 14.3%	221	174	- 21.3%
Days on Market Until Sale	81	79	- 2.5%	54	81	+ 50.0%
Median Closed Price*	\$391,450	\$509,500	+ 30.2%	\$455,000	\$477,500	+ 4.9%
Average Closed Price*	\$436,236	\$525,725	+ 20.5%	\$480,826	\$494,472	+ 2.8%
Percent of List Price Received*	96.3%	95.7%	- 0.6%	97.1%	96.6%	- 0.5%
Inventory of Homes for Sale	112	136	+ 21.4%	—	—	—
Months Supply of Inventory	5.2	7.0	+ 34.6%	—	—	—

Condo	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
Key Metrics						
New Listings	10	9	- 10.0%	66	110	+ 66.7%
Total Sales	7	4	- 42.9%	46	52	+ 13.0%
Days on Market Until Sale	109	62	- 43.1%	72	71	- 1.4%
Median Closed Price*	\$329,900	\$375,000	+ 13.7%	\$329,950	\$331,249	+ 0.4%
Average Closed Price*	\$294,700	\$378,500	+ 28.4%	\$337,716	\$340,106	+ 0.7%
Percent of List Price Received*	93.0%	94.0%	+ 1.1%	96.7%	95.7%	- 1.0%
Inventory of Homes for Sale	26	55	+ 111.5%	—	—	—
Months Supply of Inventory	6.0	9.9	+ 65.0%	—	—	—

* 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.

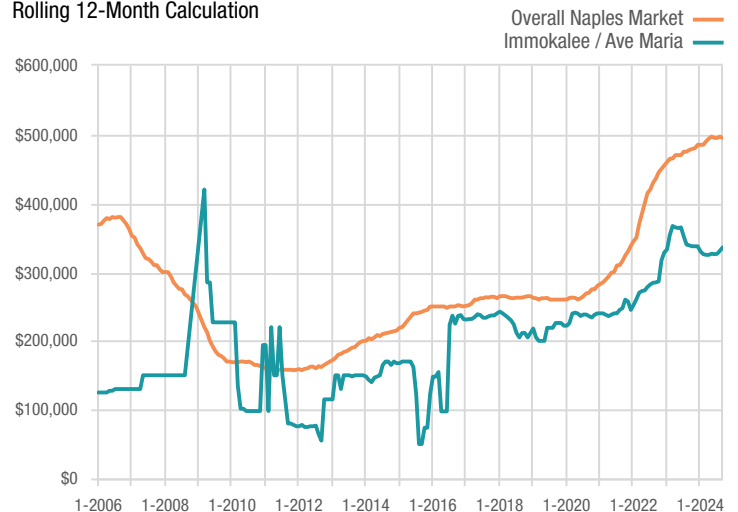
Median Closed Price - Single Family

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.