

Naples Area Market Report



March 2022

Demand for the Naples lifestyle remains strong as closed sales in March increased 49.9 percent compared to closed sales reported in February. Although closed sales decreased 36.5 percent to 1,205 in March 2022 from 1,899 in March 2021, the increase from February to March was a welcome result of a steady wave of new listings. According to the March 2022 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), new listings decreased only 4.3 percent to 1,637 new listings from 1,711 new listings in March 2021. If this wave of new listings remains steady during the coming months, it could mean more options for buyers navigating the area's limited inventory.

The March report showed inventory decreased 23.5 percent to 1,392 properties from 1,819 properties in March 2021. However, the good news is that March inventory increased 20 percent compared to inventory levels NABOR® reported in February (1,176 homes). More homes for sale in March meant sellers enjoyed 43,206 showings that ultimately inspired 1,611 pending sales (homes under contract). The median closed price continued to increase in March, up 39.6 percent to \$575,000 from \$412,000 in March 2021, and 62.7 percent of the month's closings were cash sales.

The March report showed about a third of the homes for sale (417) decreased in price during the month. Broker analysts reviewing the report said the list price reduction reflects a typical scenario wherein sellers list their property with a high price at the beginning of winter season and then reduce it as Easter approaches (historically considered to be the end of Southwest Florida's high visitor season) with the hope of selling their property before season ends.

Broker analysts agree that in this rapidly fluid market, it's very hard for homeowners to price a property without assistance from a REALTOR® with knowledge of the Naples market.

Quick Facts

- 36.5%	+ 39.6%	- 23.5%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 50.6%	+ 45.6%	+ 3.2%
Price Range With the Strongest Sales: \$500,001 to \$1,000,000	Bedroom Count With Strongest Sales: 1 Bedroom or Fewer	Property Type With Strongest Sales: Condo

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Overall Market Overview

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



Key Metrics	Historical Sparkbars	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,711	1,637	- 4.3%	4,830	4,215	- 12.7%
Total Sales		1,899	1,205	- 36.5%	4,364	2,854	- 34.6%
Days on Market Until Sale		67	22	- 67.2%	72	23	- 68.1%
Median Closed Price		\$412,000	\$575,000	+ 39.6%	\$404,500	\$555,000	+ 37.2%
Average Closed Price		\$841,483	\$1,027,613	+ 22.1%	\$809,893	\$993,672	+ 22.7%
Percent of List Price Received		97.6%	101.0%	+ 3.5%	97.1%	100.6%	+ 3.6%
Pending Listings		2,469	1,611	- 34.8%	6,978	4,464	- 36.0%
Inventory of Homes for Sale		1,819	1,392	- 23.5%	—	—	—
Months Supply of Inventory		3.1	1.2	- 61.3%	—	—	—

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	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		833	798	- 4.2%	2,348	2,077	- 11.5%
Total Sales		858	598	- 30.3%	1,954	1,438	- 26.4%
Days on Market Until Sale		62	31	- 50.0%	67	30	- 55.2%
Median Closed Price		\$581,030	\$745,000	+ 28.2%	\$550,000	\$689,247	+ 25.3%
Average Closed Price		\$1,214,317	\$1,345,922	+ 10.8%	\$1,165,964	\$1,258,611	+ 7.9%
Percent of List Price Received		98.0%	99.9%	+ 1.9%	97.5%	99.7%	+ 2.3%
Pending Lisings		1,131	751	- 33.6%	3,187	2,164	- 32.1%
Inventory of Homes for Sale		889	827	- 8.0%	—	—	—
Months Supply of Inventory		3.1	1.5	- 51.6%	—	—	—

Condo Market Overview

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



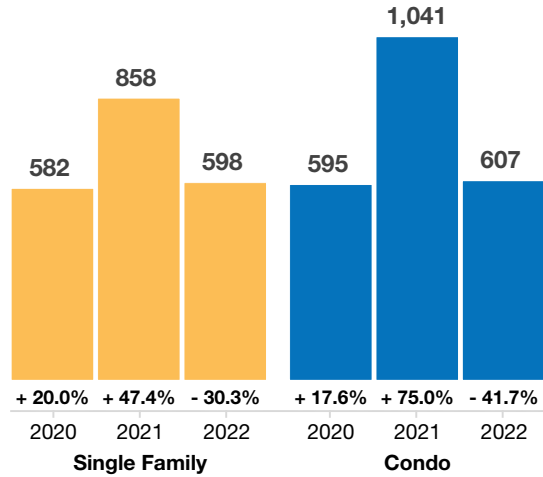
Key Metrics	Historical Sparkbars	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		878	839	- 4.4%	2,482	2,138	- 13.9%
Total Sales		1,041	607	- 41.7%	2,410	1,416	- 41.2%
Days on Market Until Sale		70	13	- 81.4%	76	16	- 78.9%
Median Closed Price		\$310,000	\$465,000	+ 50.0%	\$300,000	\$440,000	+ 46.7%
Average Closed Price		\$534,191	\$714,024	+ 33.7%	\$521,194	\$724,800	+ 39.1%
Percent of List Price Received		97.3%	102.1%	+ 4.9%	96.8%	101.6%	+ 5.0%
Pending Listings		1,338	860	- 35.7%	3,791	2,300	- 32.3%
Inventory of Homes for Sale		930	565	- 39.2%	—	—	—
Months Supply of Inventory		3.2	0.9	- 71.9%	—	—	—

Overall Closed Sales

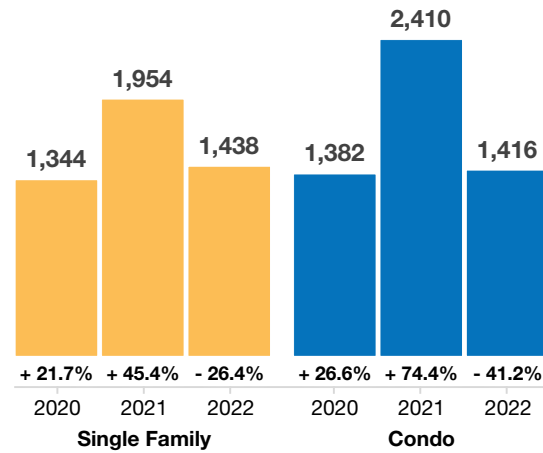
A count of the actual sales that closed in a given month.



March

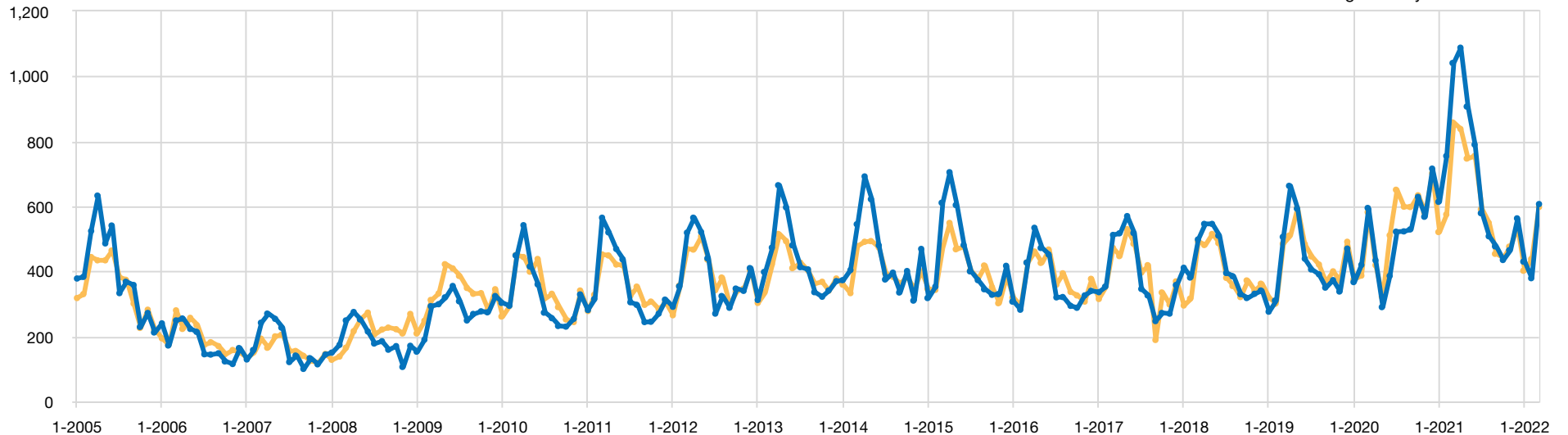


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2021	838	+ 100.0%	1,088	+ 150.7%
May-2021	747	+ 132.0%	907	+ 212.8%
Jun-2021	755	+ 47.7%	790	+ 104.7%
Jul-2021	591	- 9.2%	579	+ 10.9%
Aug-2021	549	- 8.3%	508	- 2.9%
Sep-2021	454	- 24.1%	477	- 9.8%
Oct-2021	442	- 30.3%	435	- 30.8%
Nov-2021	476	- 18.1%	465	- 18.1%
Dec-2021	536	- 23.6%	563	- 21.4%
Jan-2022	402	- 22.8%	430	- 30.0%
Feb-2022	438	- 23.8%	379	- 49.8%
Mar-2022	598	- 30.3%	607	- 41.7%
12-Month Avg	569	- 2.1%	602	+ 3.1%

Overall Closed Sales by Month



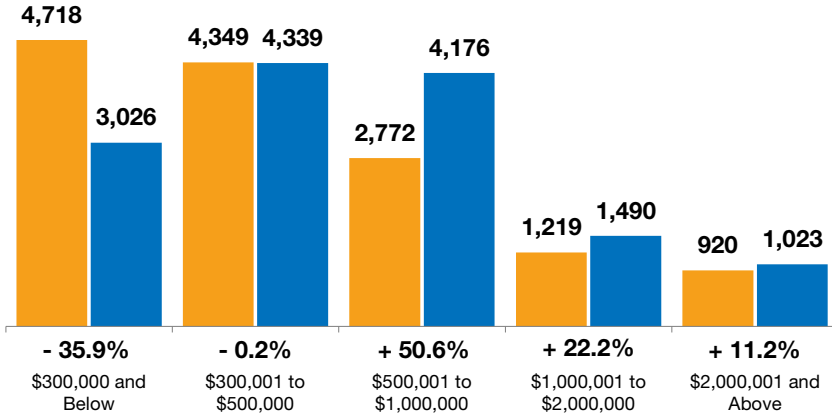
Overall Closed Sales by Price Range

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



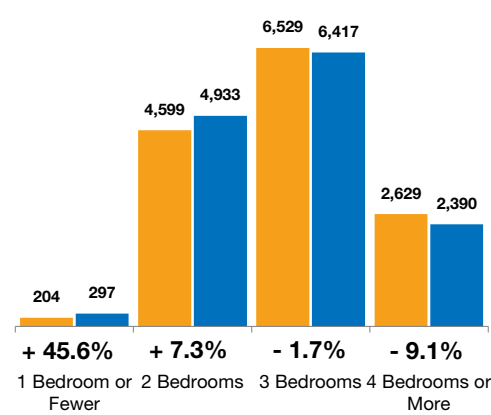
By Price Range

3-2021 3-2022



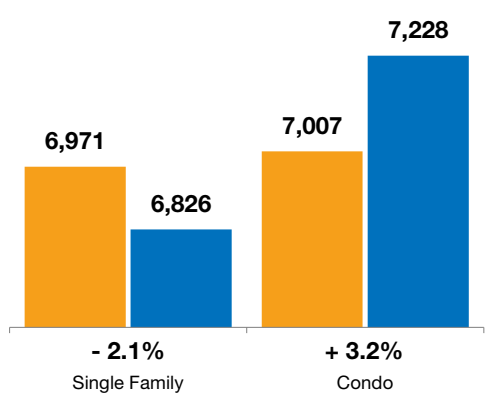
By Bedroom Count

3-2021 3-2022



By Property Type

3-2021 3-2022



All Properties

By Price Range

	3-2021	3-2022	Change
\$300,000 and Below	4,718	3,026	- 35.9%
\$300,001 to \$500,000	4,349	4,339	- 0.2%
\$500,001 to \$1,000,000	2,772	4,176	+ 50.6%
\$1,000,001 to \$2,000,000	1,219	1,490	+ 22.2%
\$2,000,001 and Above	920	1,023	+ 11.2%
All Price Ranges	13,978	14,054	+ 0.5%

Single Family

	3-2021	3-2022	Change
1 Bedroom or Fewer	950	475	- 50.0%
2 Bedrooms	2,669	1,871	- 29.9%
3 Bedrooms	1,943	2,808	+ 44.5%
4 Bedrooms or More	742	951	+ 28.2%
All Single Family	6,971	6,826	- 2.1%

Condo

	3-2021	3-2022	Change
1 Bedroom or Fewer	3768	2551	- 32.3%
2 Bedrooms	1680	2468	+ 46.9%
3 Bedrooms	829	1368	+ 65.0%
4 Bedrooms or More	477	539	+ 13.0%
All Condo	7,007	7,228	+ 3.2%

By Bedroom Count

	3-2021	3-2022	Change
1 Bedroom or Fewer	204	297	+ 45.6%
2 Bedrooms	4,599	4,933	+ 7.3%
3 Bedrooms	6,529	6,417	- 1.7%
4 Bedrooms or More	2,629	2,390	- 9.1%
All Bedroom Counts	13,978	14,054	+ 0.5%

	3-2021	3-2022	Change
1 Bedroom or Fewer	22	40	+ 81.8%
2 Bedrooms	626	753	+ 20.3%
3 Bedrooms	3,882	3,796	- 2.2%
4 Bedrooms or More	2,437	2,234	- 8.3%
All Single Family	6,971	6,826	- 2.1%

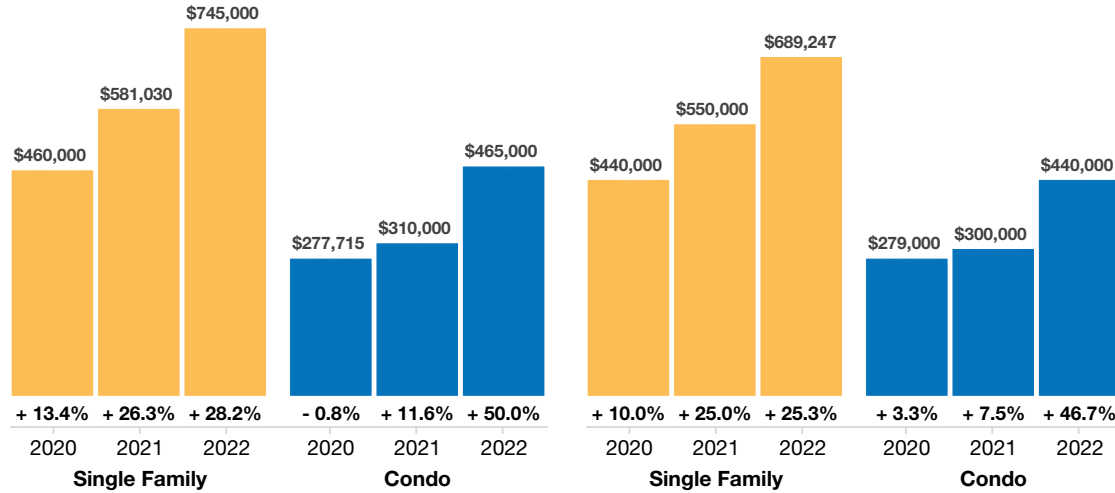
	3-2021	3-2022	Change
1 Bedroom or Fewer	182	257	+ 41.2%
2 Bedrooms	3,973	4,180	+ 5.2%
3 Bedrooms	2,647	2,621	- 1.0%
4 Bedrooms or More	192	156	- 18.8%
All Condo	7,007	7,228	+ 3.2%

Overall Median Closed Price

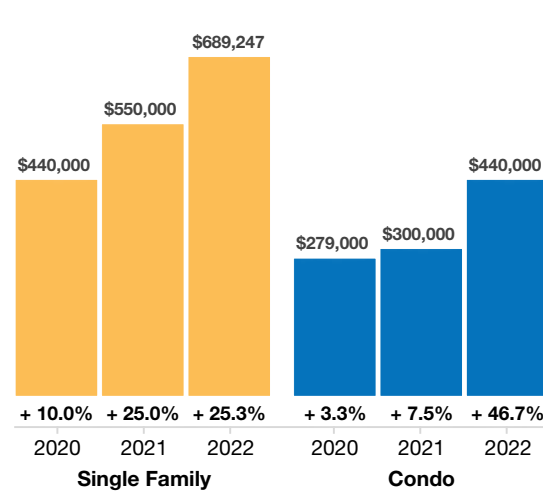
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



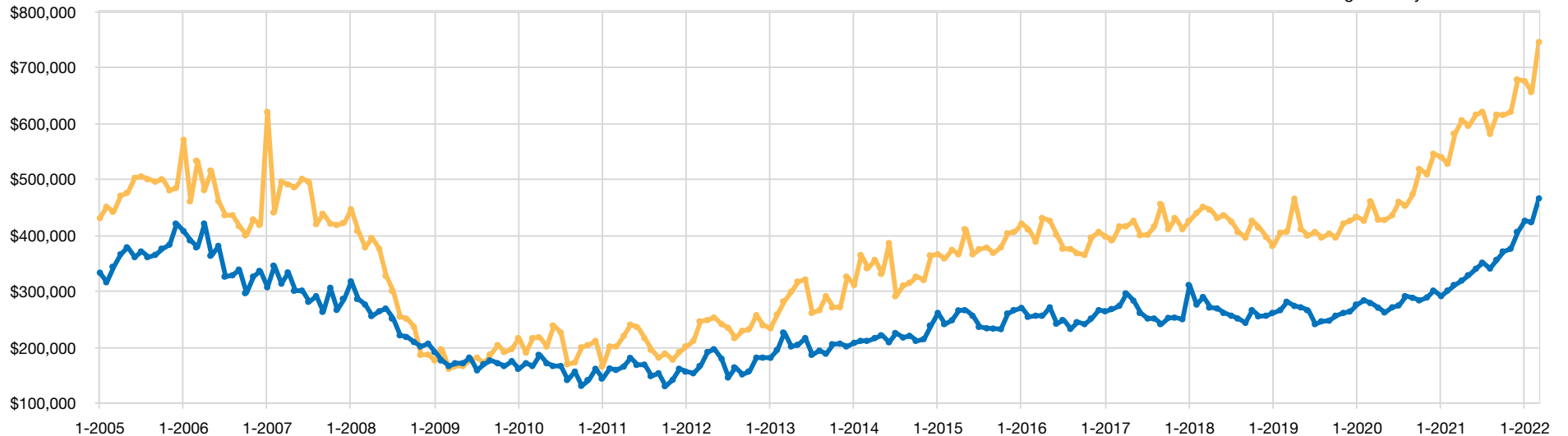
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2021	\$605,000	+ 41.7%	\$318,000	+ 18.0%
May-2021	\$595,000	+ 39.5%	\$327,500	+ 25.5%
Jun-2021	\$615,000	+ 41.4%	\$339,050	+ 25.6%
Jul-2021	\$620,000	+ 35.1%	\$350,000	+ 28.0%
Aug-2021	\$580,500	+ 28.4%	\$339,500	+ 17.1%
Sep-2021	\$615,000	+ 30.0%	\$355,000	+ 23.7%
Oct-2021	\$614,500	+ 18.7%	\$370,000	+ 31.0%
Nov-2021	\$620,000	+ 22.0%	\$375,000	+ 30.3%
Dec-2021	\$678,000	+ 24.4%	\$405,000	+ 35.0%
Jan-2022	\$675,000	+ 25.2%	\$425,000	+ 46.5%
Feb-2022	\$655,500	+ 24.4%	\$422,500	+ 40.8%
Mar-2022	\$745,000	+ 28.2%	\$465,000	+ 50.0%
12-Month Avg*	\$628,735	+ 28.3%	\$370,000	+ 28.0%

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

Overall Median Closed Price by Month

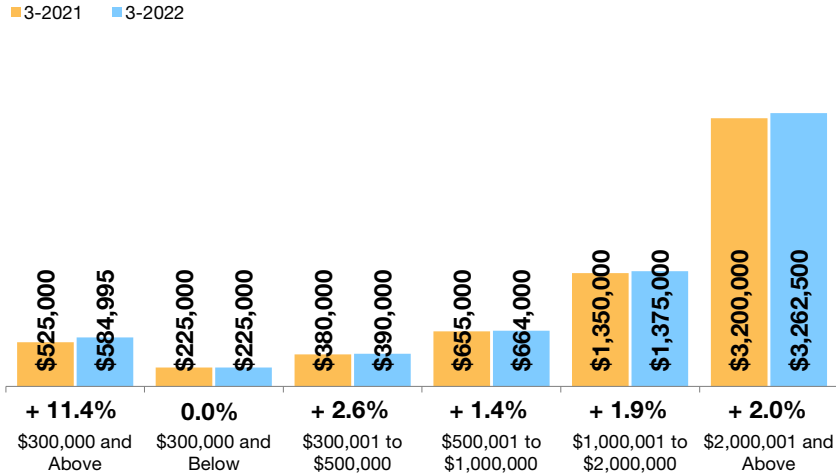


Overall Median Closed Price by Price Range

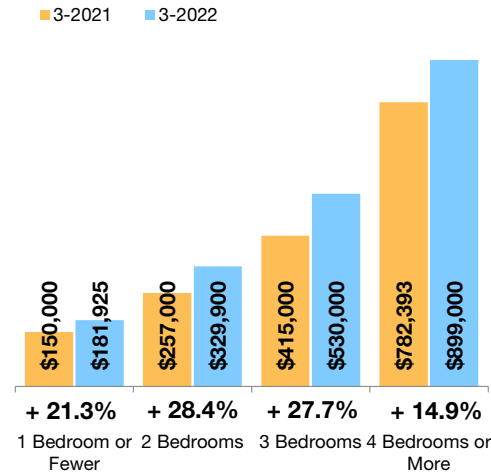
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



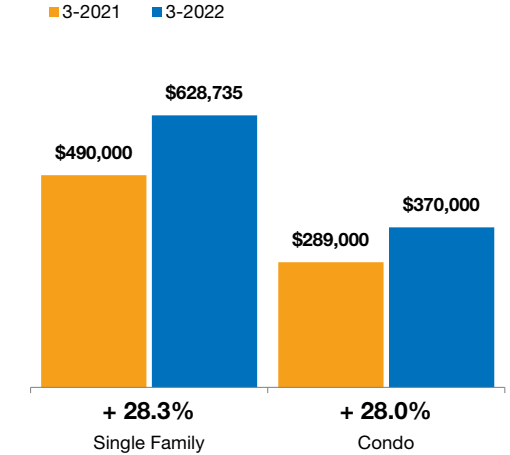
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2021	3-2022	Change
\$300,000 and Above	\$525,000	\$584,995	+ 11.4%
\$300,000 and Below	\$225,000	\$225,000	0.0%
\$300,001 to \$500,000	\$380,000	\$390,000	+ 2.6%
\$500,001 to \$1,000,000	\$655,000	\$664,000	+ 1.4%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,375,000	+ 1.9%
\$2,000,001 and Above	\$3,200,000	\$3,262,500	+ 2.0%
All Price Ranges	\$385,000	\$480,000	+ 24.7%

Single Family

	3-2021	3-2022	Change
1 Bedroom or 2 Bedrooms Fewer	\$150,000	\$181,925	+ 21.3%
2 Bedrooms	\$257,000	\$329,900	+ 28.4%
3 Bedrooms	\$415,000	\$530,000	+ 27.7%
4 Bedrooms or More	\$782,393	\$899,000	+ 14.9%
All Single Family	\$490,000	\$628,735	+ 28.3%

Condo

	3-2021	3-2022	Change
Single Family	\$490,000	\$628,735	+ 28.3%
Condo	\$289,000	\$370,000	+ 28.0%

By Bedroom Count

	3-2021	3-2022	Change
1 Bedroom or Fewer	\$150,000	\$181,925	+ 21.3%
2 Bedrooms	\$257,000	\$329,900	+ 28.4%
3 Bedrooms	\$415,000	\$530,000	+ 27.7%
4 Bedrooms or More	\$782,393	\$899,000	+ 14.9%
All Bedroom Counts	\$385,000	\$480,000	+ 24.7%

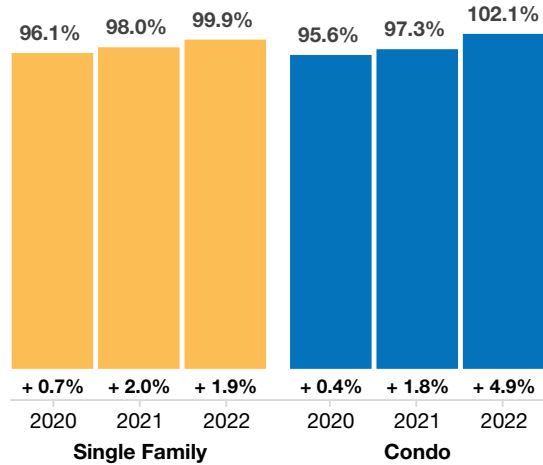
	3-2021	3-2022	Change
1 Bedroom or Fewer	\$85,000	\$104,250	+ 22.6%
2 Bedrooms	\$320,000	\$405,000	+ 26.6%
3 Bedrooms	\$443,000	\$575,000	+ 29.8%
4 Bedrooms or More	\$750,000	\$898,500	+ 19.8%
All Bedroom Counts	\$490,000	\$628,735	+ 28.3%

Overall Percent of Current List Price Received

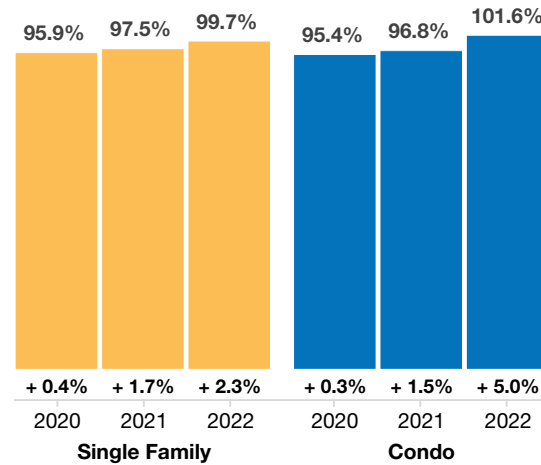
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



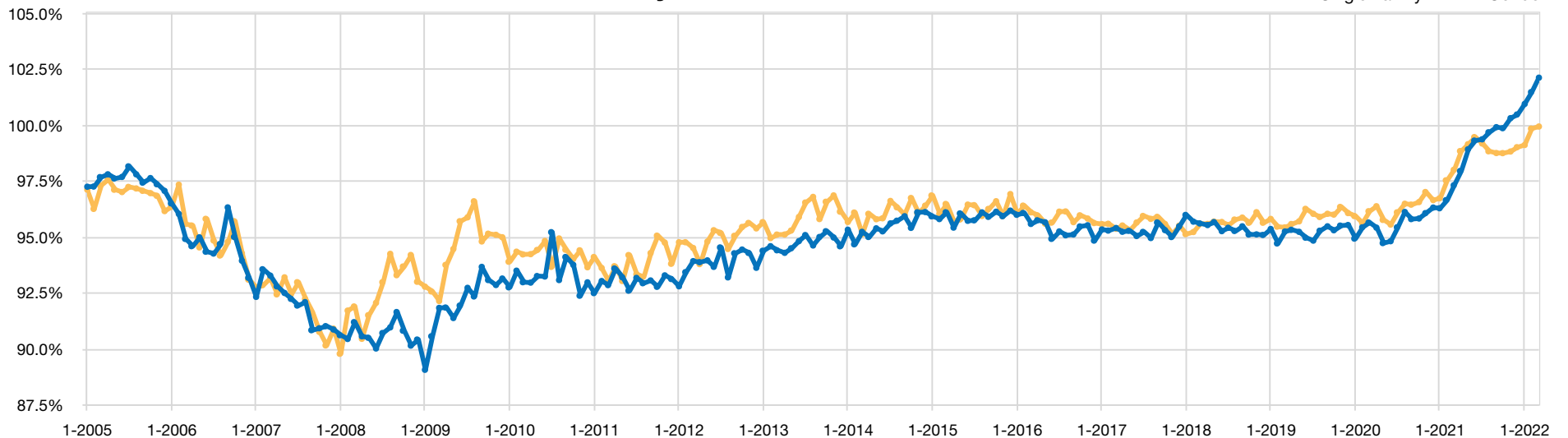
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2021	98.8%	+ 2.5%	97.9%	+ 2.6%
May-2021	99.1%	+ 3.6%	98.9%	+ 4.4%
Jun-2021	99.4%	+ 4.1%	99.3%	+ 4.7%
Jul-2021	99.2%	+ 3.2%	99.4%	+ 4.2%
Aug-2021	98.8%	+ 2.4%	99.7%	+ 3.7%
Sep-2021	98.7%	+ 2.4%	99.9%	+ 4.3%
Oct-2021	98.7%	+ 2.3%	99.8%	+ 4.2%
Nov-2021	98.8%	+ 1.9%	100.3%	+ 4.5%
Dec-2021	99.0%	+ 2.5%	100.5%	+ 4.4%
Jan-2022	99.1%	+ 2.5%	100.9%	+ 4.8%
Feb-2022	99.8%	+ 2.4%	101.5%	+ 5.1%
Mar-2022	99.9%	+ 1.9%	102.1%	+ 4.9%
12-Month Avg*	99.1%	+ 2.5%	99.7%	+ 3.8%

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

Overall Percent of Current List Price Received by Month

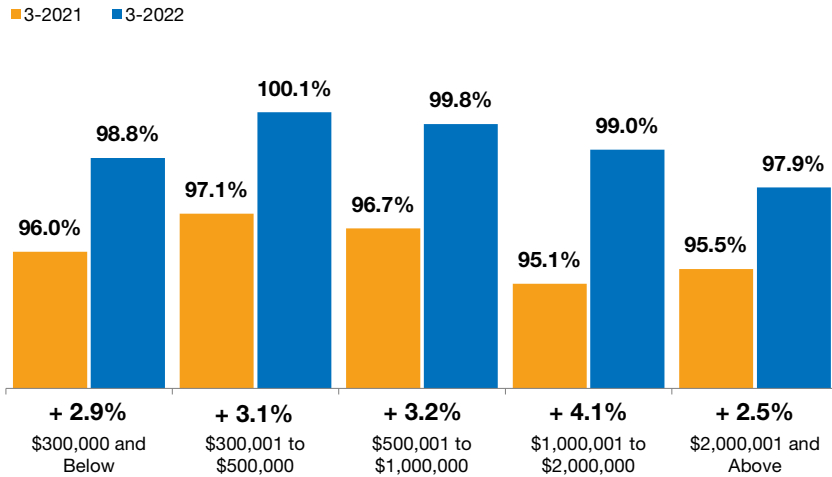


Overall Percent of Current List Price Received by Price Range

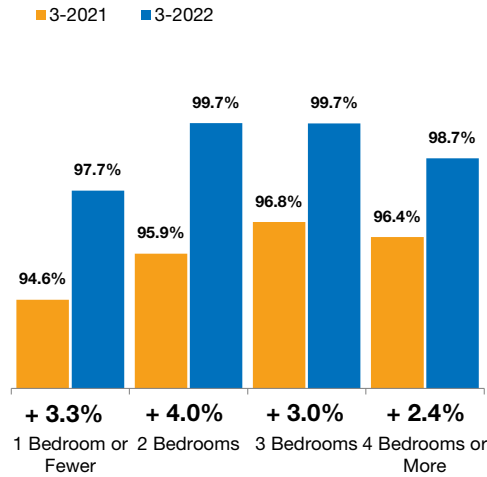
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.



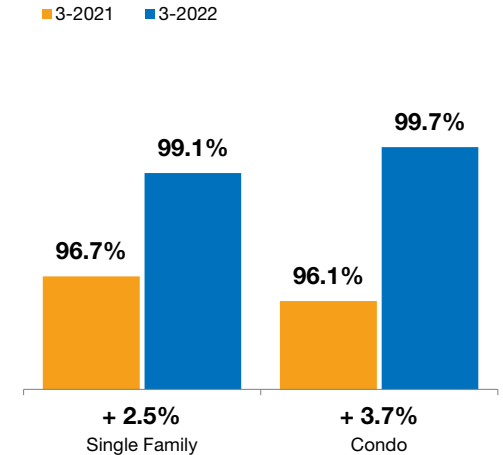
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2021	3-2022	Change
\$300,000 and Below	96.0%	98.8%	+ 2.9%
\$300,001 to \$500,000	97.1%	100.1%	+ 3.1%
\$500,001 to \$1,000,000	96.7%	99.8%	+ 3.2%
\$1,000,001 to \$2,000,000	95.1%	99.0%	+ 4.1%
\$2,000,001 and Above	95.5%	97.9%	+ 2.5%
All Price Ranges	96.4%	99.4%	+ 3.1%

Single Family

	3-2021	3-2022	Change
1 Bedroom or Fewer	94.6%	97.7%	+ 3.3%
2 Bedrooms	95.9%	99.7%	+ 4.0%
3 Bedrooms	96.8%	99.7%	+ 3.0%
4 Bedrooms or More	96.4%	98.7%	+ 2.4%
All Bedroom Counts	96.4%	99.4%	+ 3.1%

Condo

	3-2021	3-2022	Change
Single Family	96.7%	99.1%	+ 2.5%
Condo	96.1%	99.7%	+ 3.7%

By Bedroom Count

	3-2021	3-2022	Change
1 Bedroom or Fewer	94.6%	97.7%	+ 3.3%
2 Bedrooms	95.9%	99.7%	+ 4.0%
3 Bedrooms	96.8%	99.7%	+ 3.0%
4 Bedrooms or More	96.4%	98.7%	+ 2.4%
All Bedroom Counts	96.4%	99.4%	+ 3.1%

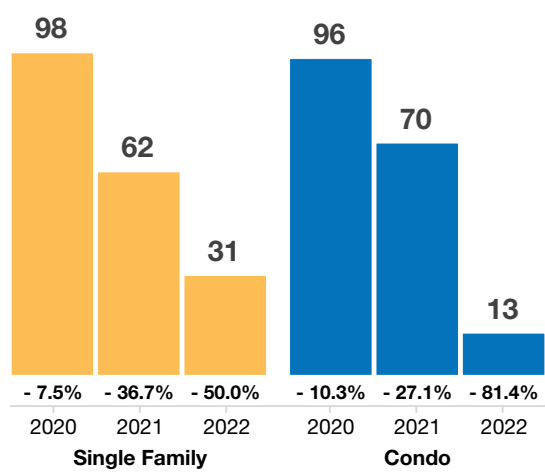
	3-2021	3-2022	Change
Single Family	96.7%	99.1%	+ 2.5%
Condo	96.1%	99.7%	+ 3.7%

Overall Days on Market Until Sale

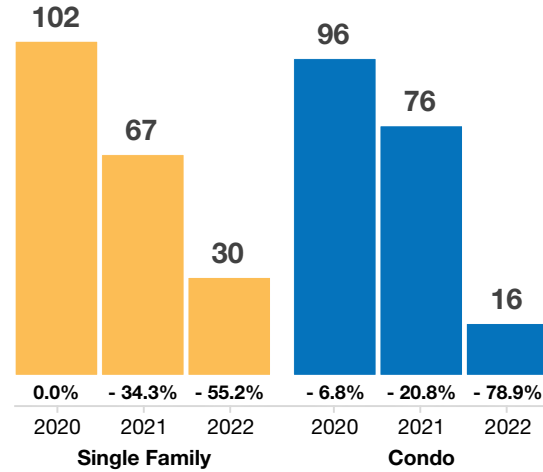
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



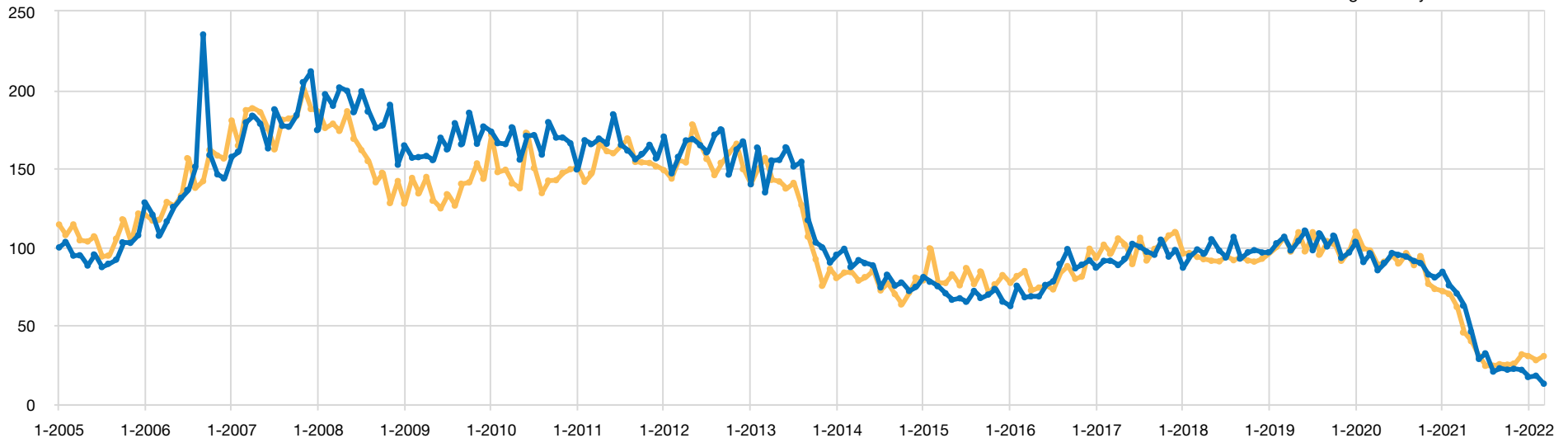
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2021	46	- 48.3%	63	- 25.9%
May-2021	40	- 56.0%	46	- 48.9%
Jun-2021	31	- 67.0%	29	- 69.8%
Jul-2021	24	- 73.3%	32	- 66.3%
Aug-2021	24	- 75.0%	21	- 77.7%
Sep-2021	25	- 71.6%	23	- 74.7%
Oct-2021	25	- 73.4%	22	- 75.6%
Nov-2021	26	- 66.2%	23	- 72.3%
Dec-2021	32	- 56.2%	22	- 72.8%
Jan-2022	31	- 56.9%	17	- 79.8%
Feb-2022	28	- 60.0%	18	- 76.3%
Mar-2022	31	- 50.0%	13	- 81.4%
12-Month Avg*	31	- 61.6%	31	- 62.7%

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

Overall Days on Market Until Sale by Month



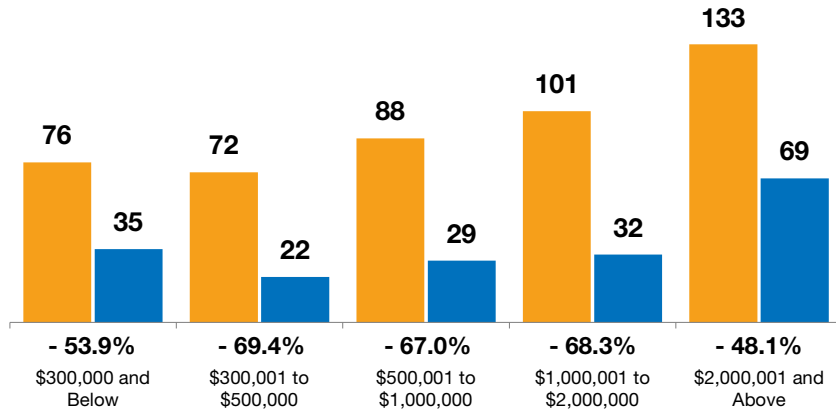
Overall Days on Market Until Sale by Price Range

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



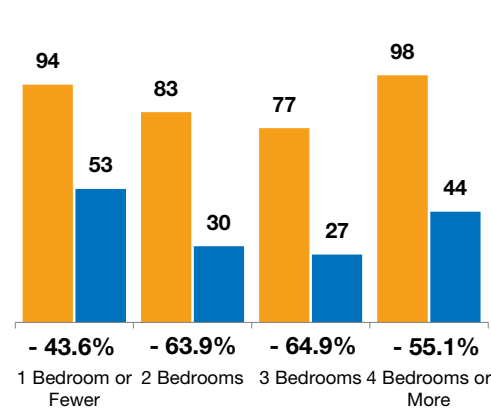
By Price Range

3-2021 3-2022



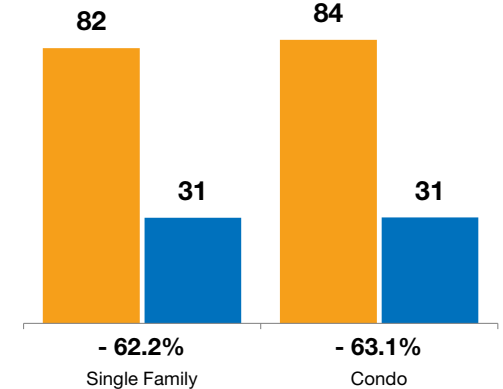
By Bedroom Count

3-2021 3-2022



By Property Type

3-2021 3-2022



All Properties

By Price Range	3-2021	3-2022	Change
\$300,000 and Below	76	35	- 53.9%
\$300,001 to \$500,000	72	22	- 69.4%
\$500,001 to \$1,000,000	88	29	- 67.0%
\$1,000,001 to \$2,000,000	101	32	- 68.3%
\$2,000,001 and Above	133	69	- 48.1%
All Price Ranges	83	31	- 62.7%

Single Family

	3-2021	3-2022	Change
1 Bedroom or 2 Bedrooms Fewer	67	48	- 28.4%
3 Bedrooms	65	24	- 63.1%
4 Bedrooms	82	25	- 69.5%
4 Bedrooms or More	103	28	- 72.8%
	148	67	- 54.7%
All Single Family	82	31	- 62.2%

Condo

	3-2021	3-2022	Change
Single Family	79	33	- 58.2%
Condo	83	20	- 75.9%
	102	38	- 62.7%
	98	39	- 60.2%
	92	72	- 21.7%
All Condo	84	31	- 63.1%

By Bedroom Count

	3-2021	3-2022	Change
1 Bedroom or Fewer	94	53	- 43.6%
2 Bedrooms	83	30	- 63.9%
3 Bedrooms	77	27	- 64.9%
4 Bedrooms or More	98	44	- 55.1%
All Bedroom Counts	83	31	- 62.7%

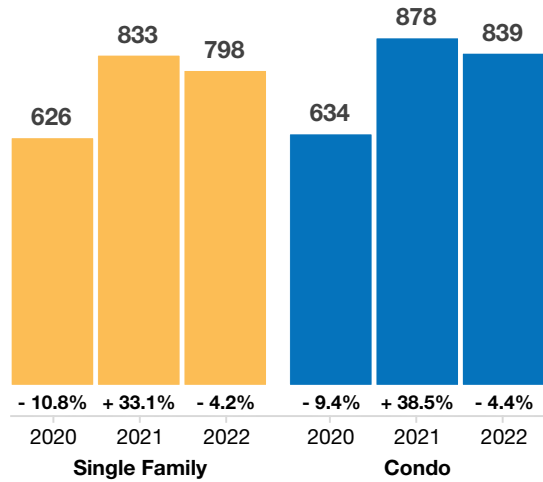
	3-2021	3-2022	Change
1 Bedroom or Fewer	182	114	- 37.4%
2 Bedrooms	74	34	- 54.1%
3 Bedrooms	72	24	- 66.7%
4 Bedrooms or More	98	41	- 58.2%
All Bedroom Counts	82	31	- 62.2%

Overall New Listings

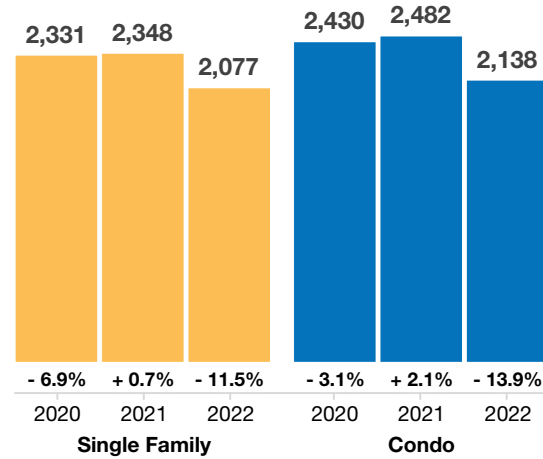
A count of the properties that have been newly listed on the market in a given month.



March

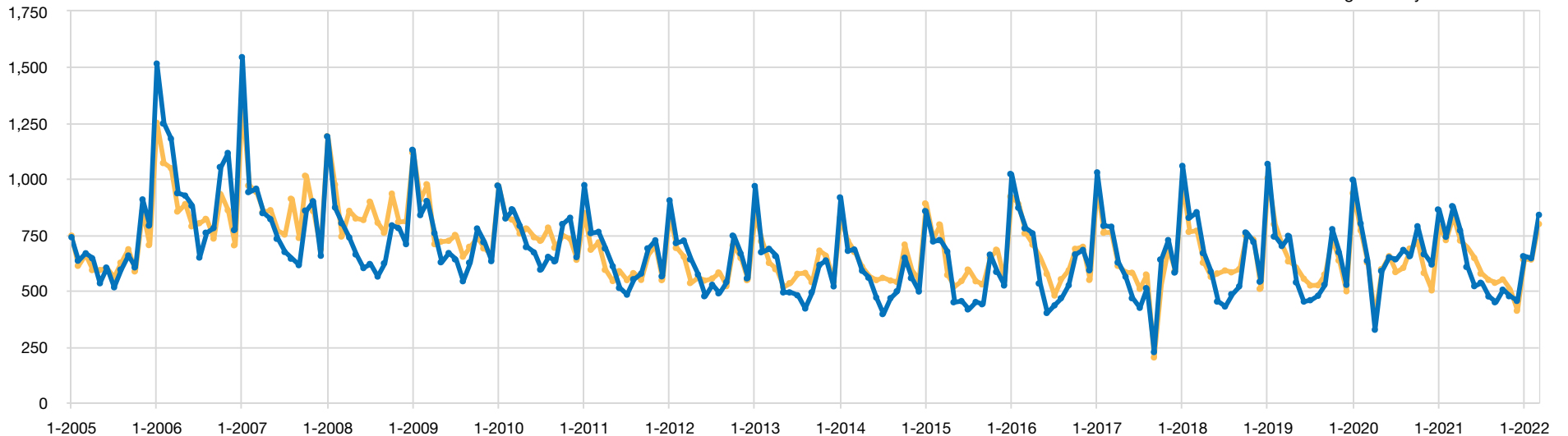


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2021	724	+ 88.5%	769	+ 136.6%
May-2021	693	+ 16.3%	606	+ 3.1%
Jun-2021	646	- 1.2%	520	- 19.9%
Jul-2021	576	- 1.2%	535	- 16.4%
Aug-2021	548	- 9.0%	474	- 30.5%
Sep-2021	535	- 22.2%	448	- 31.5%
Oct-2021	550	- 23.4%	504	- 36.0%
Nov-2021	505	- 12.8%	475	- 28.4%
Dec-2021	410	- 18.2%	454	- 26.4%
Jan-2022	640	- 18.9%	654	- 24.2%
Feb-2022	639	- 12.0%	645	- 13.0%
Mar-2022	798	- 4.2%	839	- 4.4%
12-Month Avg	605	- 5.2%	577	- 14.4%

Overall New Listings by Month

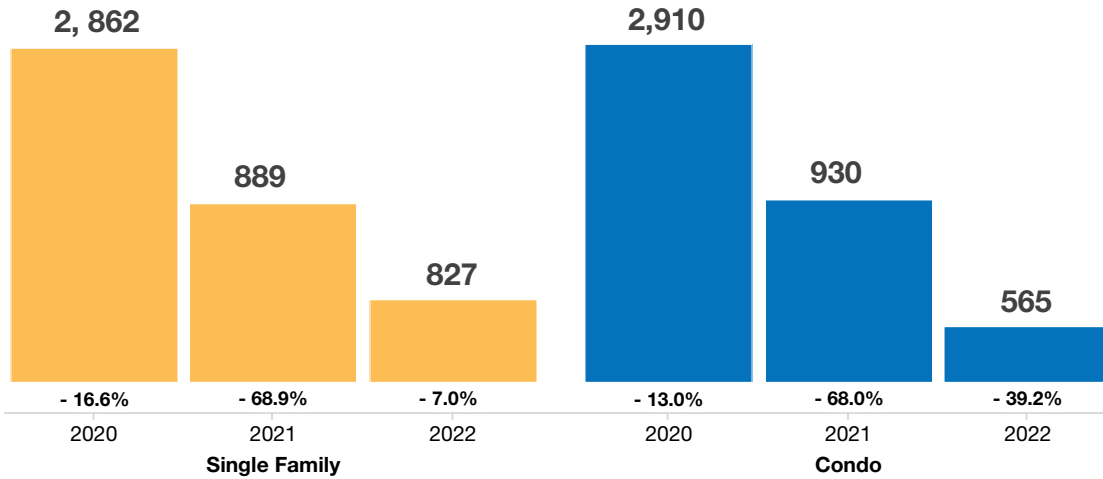


Overall Inventory of Homes for Sale

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

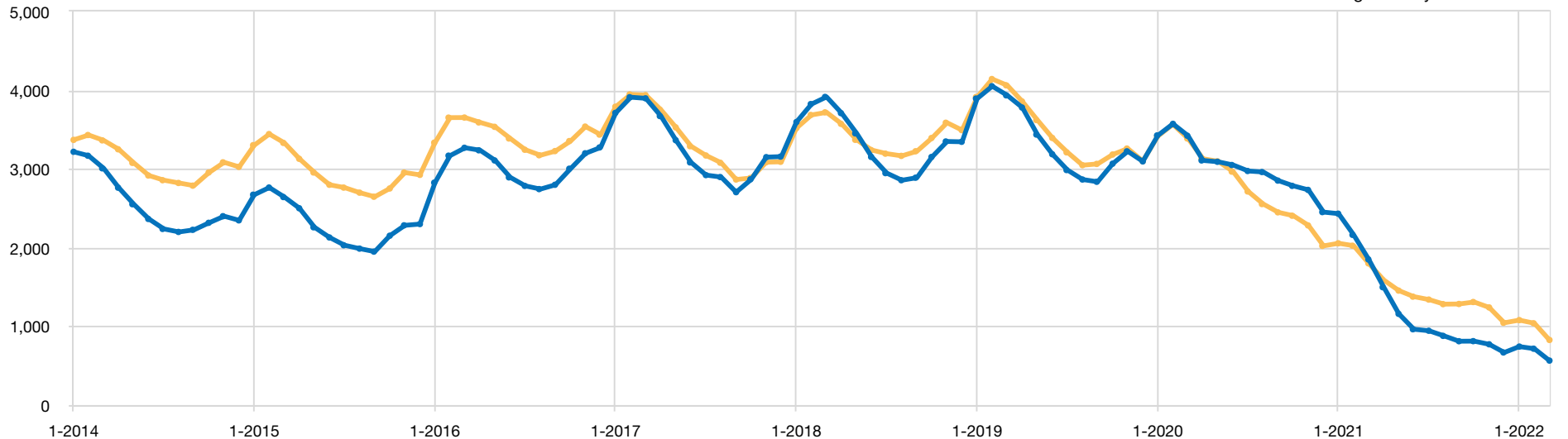


March



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2021	1,588	- 49.2%	1,497	- 51.8%
May-2021	1,454	- 53.0%	1,159	- 62.5%
Jun-2021	1,377	- 53.6%	963	- 68.4%
Jul-2021	1,340	- 50.6%	944	- 68.2%
Aug-2021	1,282	- 49.8%	879	- 70.3%
Sep-2021	1,284	- 47.5%	811	- 71.6%
Oct-2021	1,309	- 45.6%	812	- 70.8%
Nov-2021	1,240	- 45.7%	772	- 71.8%
Dec-2021	1,045	- 48.3%	668	- 72.7%
Jan-2022	1,079	- 47.5%	743	- 69.4%
Feb-2022	1,039	- 48.7%	716	- 66.9%
Mar-2022	827	- 54.1%	565	- 69.5%
12-Month Avg	1,239	- 49.6%	877	- 67.6%

Overall Inventory of Homes for Sale by Price Range



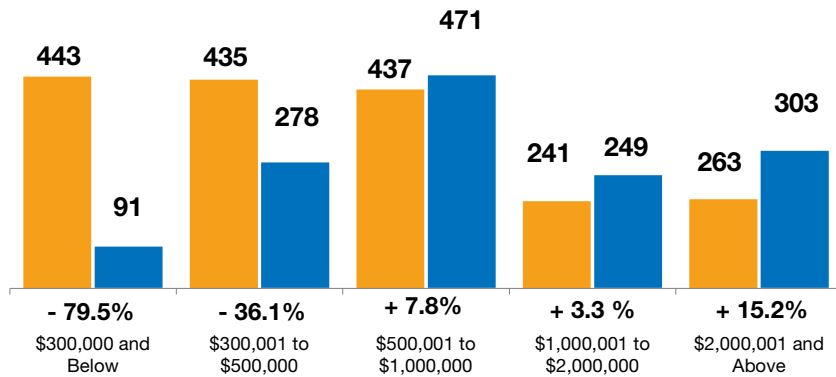
Overall Inventory of Homes for Sale by Price Range

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



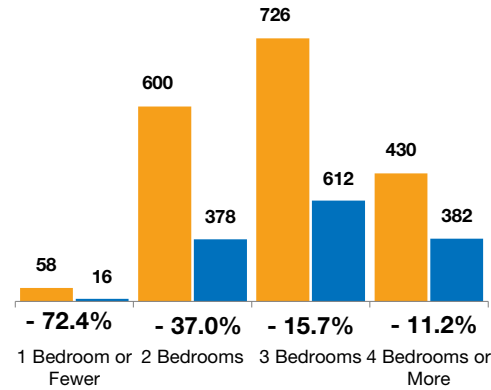
By Price Range

3-2021 3-2022



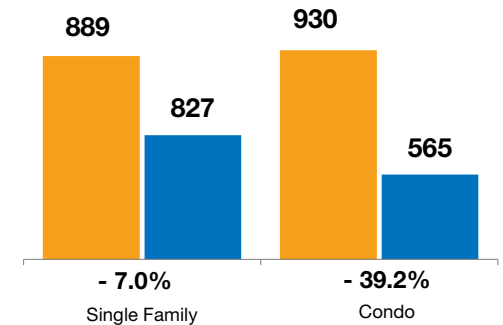
By Bedroom Count

3-2021 3-2022



By Property Type

3-2021 3-2022



All Properties

By Price Range

	3-2021	3-2022	Change
\$300,000 and Below	443	91	- 79.5%
\$300,001 to \$500,000	435	278	- 36.1%
\$500,001 to \$1,000,000	437	471	+ 7.8%
\$1,000,001 to \$2,000,000	241	249	+ 3.3%
\$2,000,001 and Above	263	303	+ 15.2%
All Price Ranges	1,819	1,392	- 23.5%

Single Family

	3-2021	3-2022	Change
1 Bedroom or Fewer	80	22	- 72.5%
2 Bedrooms	201	88	- 56.2%
3 Bedrooms	285	314	+ 10.2%
4 Bedrooms or More	137	177	+ 33.6%
All Single Family	889	827	- 7.0%

Condo

	3-2021	3-2022	Change
1 Bedroom or Fewer	363	69	- 81.0%
2 Bedrooms	234	190	- 18.8%
3 Bedrooms	152	157	+ 3.3%
4 Bedrooms or More	104	72	- 30.8%
All Condo	930	565	- 39.2%

By Bedroom Count

	3-2021	3-2022	Change
1 Bedroom or Fewer	58	16	- 72.4%
2 Bedrooms	600	378	- 37.0%
3 Bedrooms	726	612	- 15.7%
4 Bedrooms or More	430	382	- 11.2%
All Bedroom Counts	1,819	1,392	- 23.5%

	3-2021	3-2022	Change
1 Bedroom or Fewer	13	2	- 84.6%
2 Bedrooms	91	68	- 25.3%
3 Bedrooms	396	399	+ 0.8%
4 Bedrooms or More	388	358	- 7.7%
All Single Family	889	827	- 7.0%

	3-2021	3-2022	Change
1 Bedroom or Fewer	45	14	- 68.9%
2 Bedrooms	509	310	- 39.1%
3 Bedrooms	927	213	- 77.0%
4 Bedrooms or More	42	24	- 42.9%
All Condo	930	565	- 39.2%

Listing and Sales Summary Report

March 2022



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Mar-22	Mar-21	% Change	Mar-22	Mar-21	% Change	Mar-22	Mar-21	% Change	Mar-22	Mar-21	% Change
Overall Naples Market*	\$575,000	\$412,000	+39.6%	1205	1899	-36.5%	1,392	1,819	- 23.5%	22	67	-67.2%
Collier County	\$599,950	\$435,100	+37.9%	1320	2099	-37.1%	1,590	2,049	- 22.4%	23	67	-65.7%
Ave Maria	\$410,000	\$311,950	+31.4%	31	32	-3.1%	19	35	- 45.7%	25	69	-63.8%
Central Naples	\$419,814	\$287,750	+45.9%	176	252	-30.2%	189	240	- 21.3%	20	63	-68.3%
East Naples	\$549,000	\$392,000	+40.1%	273	409	-33.3%	357	350	+ 2.0%	26	50	-48.0%
Everglades City	--	\$250,000	--	0	1	-100.0%	1	7	-85.7%	--	60	--
Immokalee	\$226,900	\$276,950	-18.1%	9	2	+350.0%	6	13	- 53.8%	22	8	+175.0%
Immokalee / Ave Maria	\$379,000	\$311,950	+21.5%	41	34	+20.6%	25	48	- 47.9%	25	66	-62.1%
Naples	\$585,000	\$419,000	+39.6%	1165	1864	-37.5%	1,369	1,773	- 22.8%	22	67	-67.2%
Naples Beach	\$1,200,000	\$1,001,000	+19.9%	211	427	-50.6%	354	494	- 28.3%	29	91	-68.1%
North Naples	\$670,000	\$468,000	+43.2%	331	456	-27.4%	266	399	- 33.3%	17	53	-67.9%
South Naples	\$445,000	\$285,000	+56.1%	173	321	-46.1%	201	288	- 30.2%	17	79	-78.5%
34102	\$1,425,000	\$1,600,000	-10.9%	59	143	-58.7%	146	208	- 29.8%	47	108	-56.5%
34103	\$930,000	\$890,000	+4.5%	62	135	-54.1%	95	133	- 28.6%	24	83	-71.1%
34104	\$385,000	\$239,000	+61.1%	81	119	-31.9%	83	81	+ 2.5%	13	56	-76.8%
34105	\$544,000	\$379,600	+43.3%	64	104	-38.5%	58	122	- 52.5%	20	74	-73.0%
34108	\$1,122,500	\$885,000	+26.8%	90	149	-39.6%	113	153	- 26.1%	20	81	-75.3%
34109	\$568,000	\$398,750	+42.4%	84	102	-17.6%	59	93	- 36.6%	9	43	-79.1%
34110	\$675,000	\$500,000	+35.0%	95	195	-51.3%	92	156	- 41.0%	28	67	-58.2%
34112	\$325,000	\$229,950	+41.3%	78	148	-47.3%	112	153	- 26.8%	16	64	-75.0%
34113	\$560,000	\$325,000	+72.3%	95	173	-45.1%	89	135	- 34.1%	18	91	-80.2%
34114	\$659,550	\$388,000	+70.0%	86	152	-43.4%	111	187	- 40.6%	16	58	-72.4%
34116	\$430,000	\$325,000	+32.3%	31	29	+6.9%	48	37	+ 29.7%	38	50	-24.0%
34117	\$530,000	\$360,000	+47.2%	35	45	-22.2%	74	42	+ 76.2%	35	37	-5.4%
34119	\$725,500	\$450,000	+61.2%	152	159	-4.4%	115	150	- 23.3%	16	41	-61.0%
34120	\$530,000	\$404,500	+31.0%	152	212	-28.3%	172	121	+ 42.1%	29	46	-37.0%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$379,000	\$311,950	+21.5%	41	34	+20.6%	25	48	- 47.9%	25	66	-62.1%

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

Local Market Update – March 2022

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Naples Beach

34102, 34103, 34108

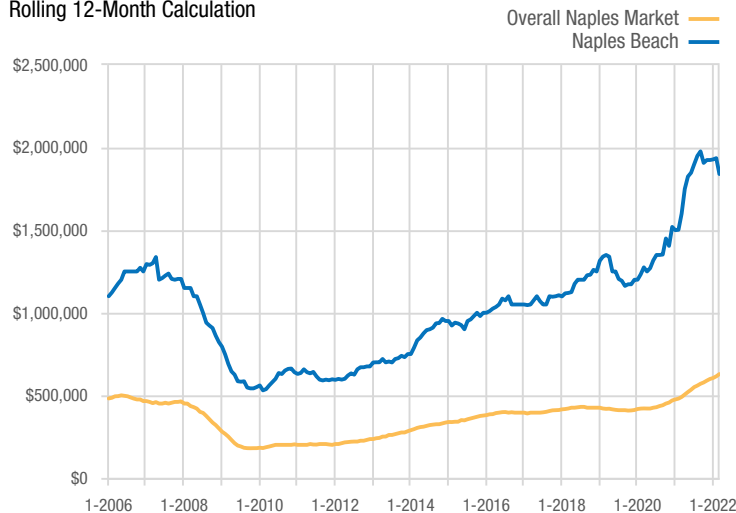
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	150	131	- 12.7%	396	330	- 16.7%
Total Sales	151	75	- 50.3%	338	177	- 47.6%
Days on Market Until Sale	100	52	- 48.0%	106	51	- 51.9%
Median Closed Price*	\$2,590,000	\$2,000,000	- 22.8%	\$2,020,082	\$1,475,000	- 27.0%
Average Closed Price*	\$3,561,663	\$4,137,090	+ 16.2%	\$3,363,658	\$3,990,019	+ 18.6%
Percent of List Price Received*	98.0%	101.0%	+ 3.1%	97.0%	100.2%	+ 3.3%
Inventory of Homes for Sale	191	183	- 4.2%	—	—	—
Months Supply of Inventory	3.2	2.3	- 28.1%	—	—	—

Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	242	211	- 12.8%	621	522	- 15.9%
Total Sales	276	136	- 50.7%	609	346	- 43.2%
Days on Market Until Sale	86	16	- 81.4%	91	22	- 75.8%
Median Closed Price*	\$800,000	\$972,500	+ 21.6%	\$762,400	\$994,250	+ 30.4%
Average Closed Price*	\$1,111,833	\$1,421,019	+ 27.8%	\$1,115,956	\$1,520,634	+ 36.3%
Percent of List Price Received*	96.7%	100.6%	+ 4.0%	96.3%	100.5%	+ 4.4%
Inventory of Homes for Sale	303	171	- 43.6%	—	—	—
Months Supply of Inventory	4.0	1.2	- 70.0%	—	—	—

* 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.

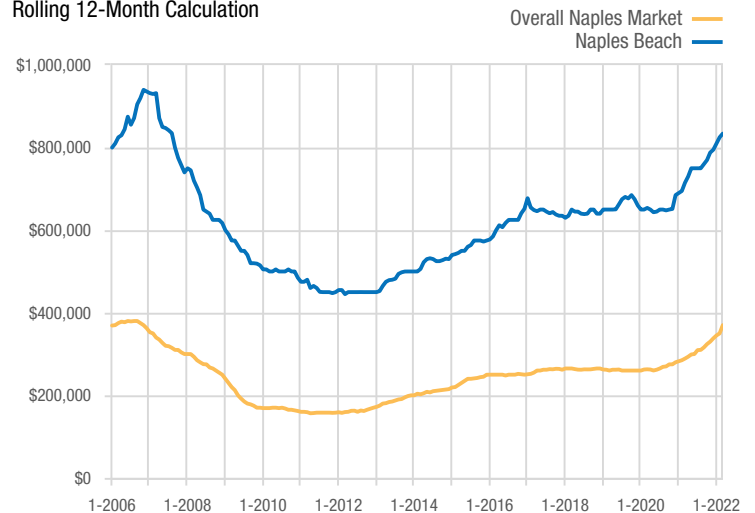
Median Closed Price - Single Family

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 – March 2022

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North Naples

34109, 34110, 34119

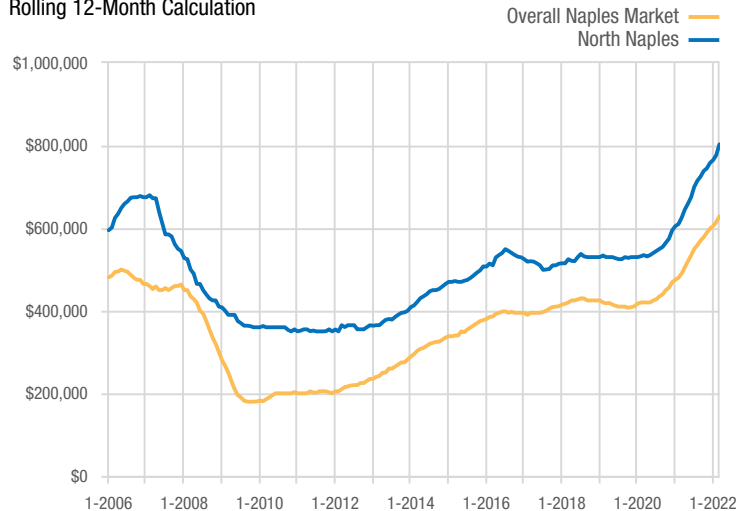
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	231	184	- 20.3%	596	465	- 22.0%
Total Sales	195	150	- 23.1%	449	325	- 27.6%
Days on Market Until Sale	52	23	- 55.8%	60	21	- 65.0%
Median Closed Price*	\$675,000	\$937,500	+ 38.9%	\$699,000	\$900,000	+ 28.8%
Average Closed Price*	\$965,642	\$1,303,757	+ 35.0%	\$984,185	\$1,232,593	+ 25.2%
Percent of List Price Received*	97.7%	100.3%	+ 2.7%	97.4%	100.6%	+ 3.3%
Inventory of Homes for Sale	192	137	- 28.6%	—	—	—
Months Supply of Inventory	2.8	1.0	- 64.3%	—	—	—

Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	241	200	- 17.0%	643	553	- 14.0%
Total Sales	261	181	- 30.7%	619	382	- 38.3%
Days on Market Until Sale	53	13	- 75.5%	67	12	- 82.1%
Median Closed Price*	\$302,500	\$475,000	+ 57.0%	\$298,800	\$448,500	+ 50.1%
Average Closed Price*	\$440,900	\$638,606	+ 44.8%	\$419,807	\$572,450	+ 36.4%
Percent of List Price Received*	98.2%	103.2%	+ 5.1%	97.4%	102.6%	+ 5.3%
Inventory of Homes for Sale	207	129	- 37.7%	—	—	—
Months Supply of Inventory	2.6	0.8	- 69.2%	—	—	—

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

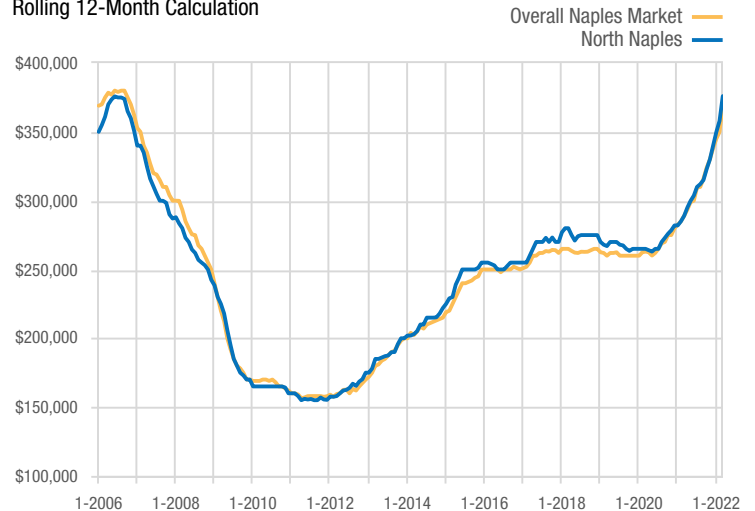
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – March 2022

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Central Naples

34104, 34105, 34116

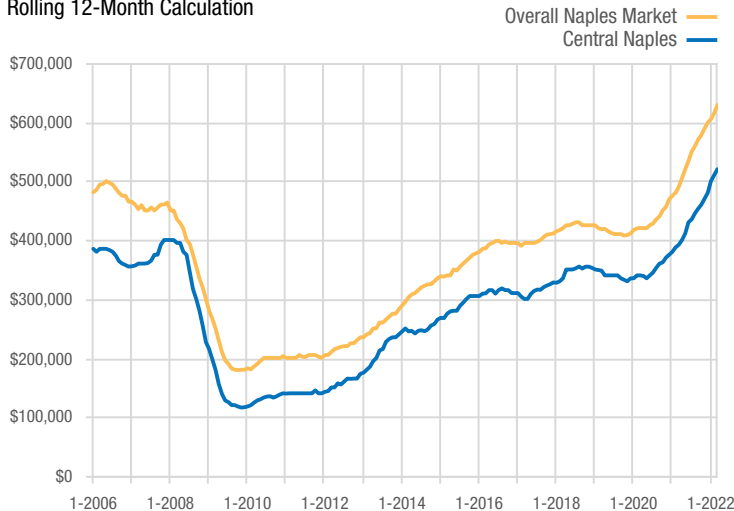
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	94	94	0.0%	285	285	0.0%
Total Sales	96	81	- 15.6%	233	226	- 3.0%
Days on Market Until Sale	45	29	- 35.6%	55	24	- 56.4%
Median Closed Price*	\$449,500	\$640,000	+ 42.4%	\$435,000	\$573,000	+ 31.7%
Average Closed Price*	\$917,413	\$1,023,962	+ 11.6%	\$847,958	\$900,112	+ 6.2%
Percent of List Price Received*	98.1%	99.1%	+ 1.0%	97.7%	99.5%	+ 1.8%
Inventory of Homes for Sale	102	101	- 1.0%	—	—	—
Months Supply of Inventory	2.9	1.2	- 58.6%	—	—	—

Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	122	135	+ 10.7%	395	344	- 12.9%
Total Sales	156	95	- 39.1%	352	223	- 36.6%
Days on Market Until Sale	74	12	- 83.8%	70	13	- 81.4%
Median Closed Price*	\$206,000	\$349,700	+ 69.8%	\$210,000	\$325,000	+ 54.8%
Average Closed Price*	\$238,985	\$384,164	+ 60.7%	\$243,274	\$366,171	+ 50.5%
Percent of List Price Received*	96.9%	102.6%	+ 5.9%	96.5%	101.9%	+ 5.6%
Inventory of Homes for Sale	138	88	- 36.2%	—	—	—
Months Supply of Inventory	3.7	0.9	- 75.7%	—	—	—

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

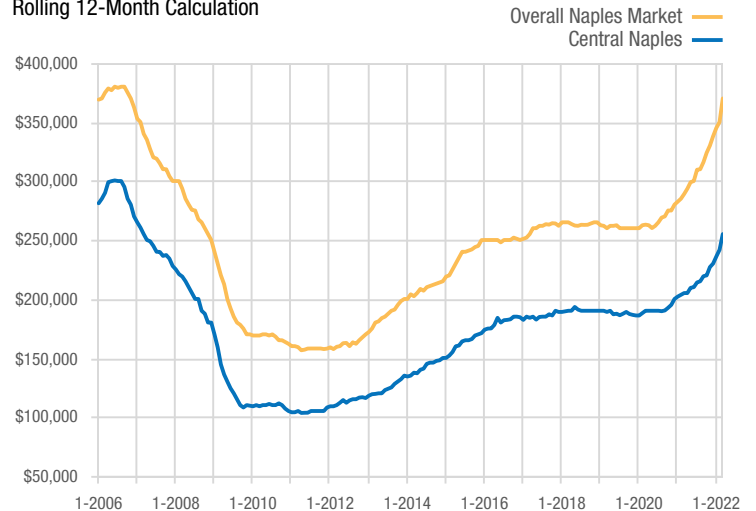
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – March 2022

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South Naples

34112, 34113

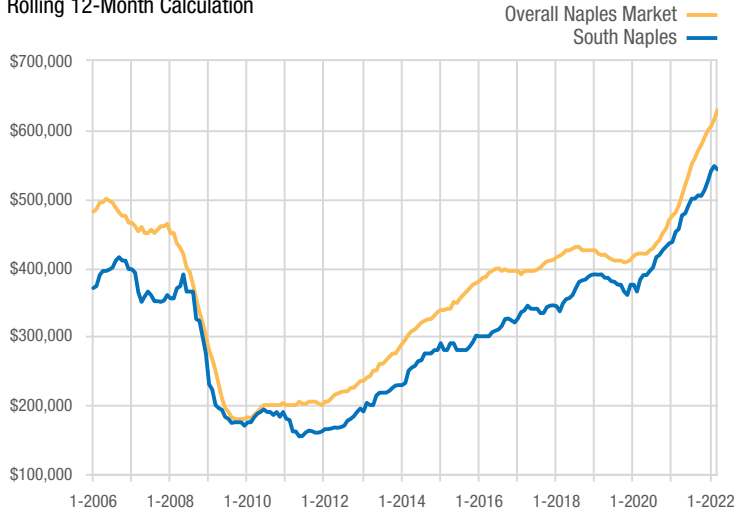
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	121	94	- 22.3%	324	225	- 30.6%
Total Sales	106	60	- 43.4%	253	138	- 45.5%
Days on Market Until Sale	74	29	- 60.8%	76	28	- 63.2%
Median Closed Price*	\$549,950	\$557,500	+ 1.4%	\$504,000	\$627,000	+ 24.4%
Average Closed Price*	\$629,701	\$833,738	+ 32.4%	\$637,860	\$841,203	+ 31.9%
Percent of List Price Received*	97.4%	99.8%	+ 2.5%	97.1%	100.0%	+ 3.0%
Inventory of Homes for Sale	121	89	- 26.4%	—	—	—
Months Supply of Inventory	3.6	1.3	- 63.9%	—	—	—

Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	176	179	+ 1.7%	525	432	- 17.7%
Total Sales	215	113	- 47.4%	529	280	- 47.1%
Days on Market Until Sale	81	11	- 86.4%	81	11	- 86.4%
Median Closed Price*	\$250,000	\$412,000	+ 64.8%	\$243,000	\$370,000	+ 52.3%
Average Closed Price*	\$258,764	\$434,653	+ 68.0%	\$262,329	\$408,799	+ 55.8%
Percent of List Price Received*	97.0%	101.7%	+ 4.8%	96.6%	101.5%	+ 5.1%
Inventory of Homes for Sale	167	112	- 32.9%	—	—	—
Months Supply of Inventory	2.9	0.9	- 69.0%	—	—	—

* 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.

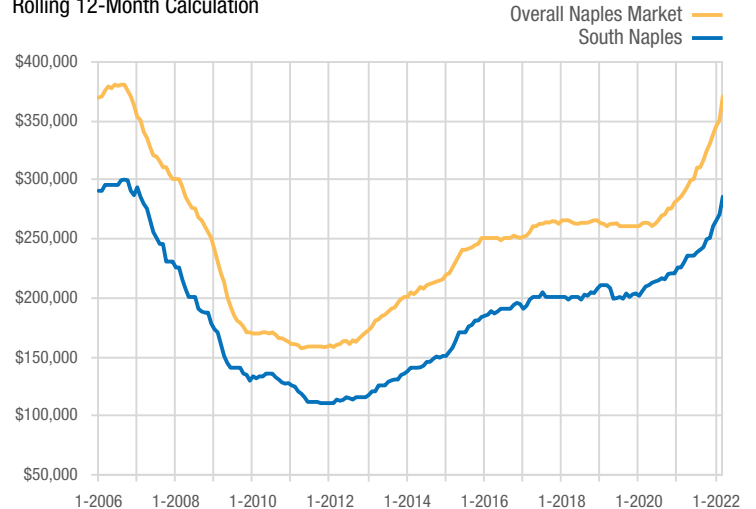
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – March 2022

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East Naples

34114, 34117, 34120, 34137

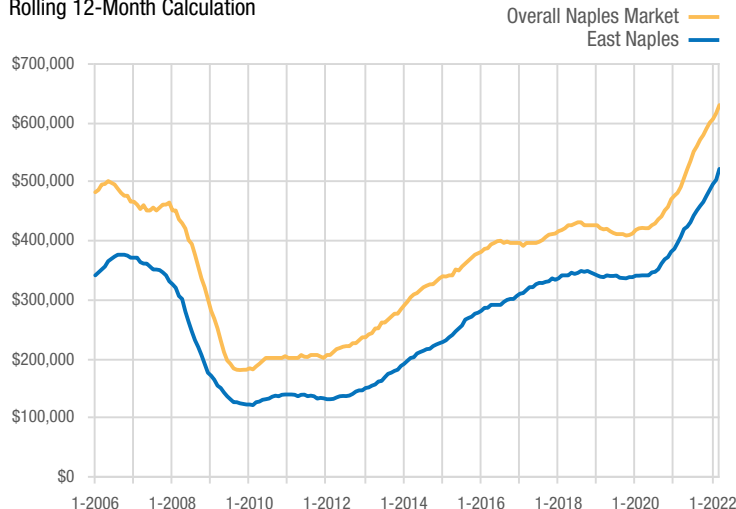
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	210	272	+ 29.5%	664	711	+ 7.1%
Total Sales	281	205	- 27.0%	618	511	- 17.3%
Days on Market Until Sale	49	30	- 38.8%	52	31	- 40.4%
Median Closed Price*	\$465,000	\$575,000	+ 23.7%	\$455,000	\$575,000	+ 26.4%
Average Closed Price*	\$536,055	\$750,859	+ 40.1%	\$518,144	\$706,996	+ 36.4%
Percent of List Price Received*	98.4%	99.6%	+ 1.2%	98.0%	98.9%	+ 0.9%
Inventory of Homes for Sale	246	293	+ 19.1%	—	—	—
Months Supply of Inventory	2.9	1.6	- 44.8%	—	—	—

Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	95	113	+ 18.9%	289	274	- 5.2%
Total Sales	128	68	- 46.9%	290	158	- 45.5%
Days on Market Until Sale	51	13	- 74.5%	58	18	- 69.0%
Median Closed Price*	\$321,500	\$505,050	+ 57.1%	\$313,015	\$447,500	+ 43.0%
Average Closed Price*	\$313,562	\$511,489	+ 63.1%	\$310,067	\$488,315	+ 57.5%
Percent of List Price Received*	97.8%	102.4%	+ 4.7%	97.5%	101.2%	+ 3.8%
Inventory of Homes for Sale	104	64	- 38.5%	—	—	—
Months Supply of Inventory	2.8	0.9	- 67.9%	—	—	—

* 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.

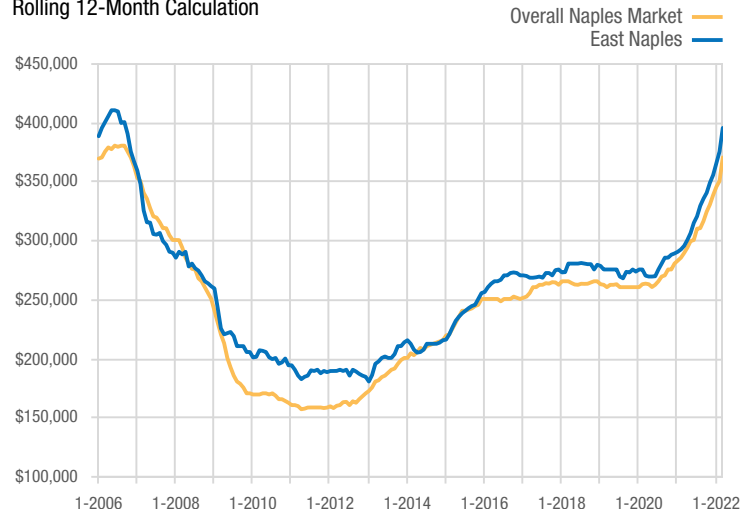
Median Closed Price - Single Family

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.

Local Market Update – March 2022

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

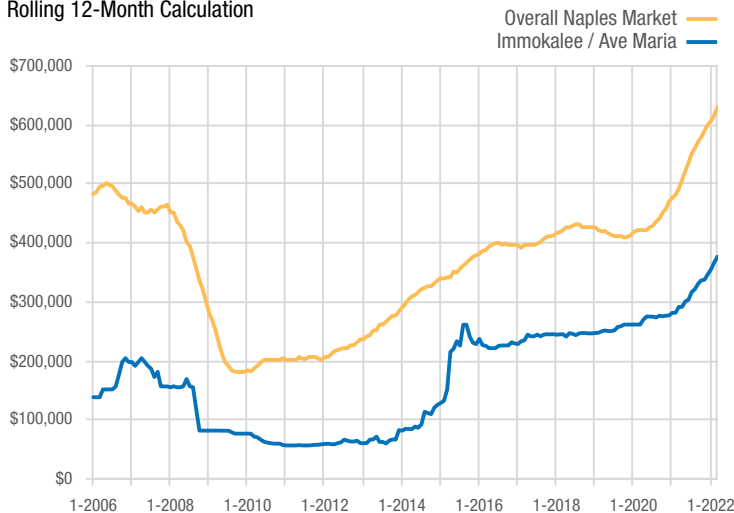
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	27	23	- 14.8%	83	61	- 26.5%
Total Sales	29	27	- 6.9%	63	61	- 3.2%
Days on Market Until Sale	68	29	- 57.4%	66	27	- 59.1%
Median Closed Price*	\$329,900	\$425,000	+ 28.8%	\$309,000	\$420,000	+ 35.9%
Average Closed Price*	\$355,899	\$449,064	+ 26.2%	\$322,422	\$454,649	+ 41.0%
Percent of List Price Received*	98.0%	100.5%	+ 2.6%	97.7%	99.9%	+ 2.3%
Inventory of Homes for Sale	37	24	- 35.1%	—	—	—
Months Supply of Inventory	6.1	1.0	- 83.6%	—	—	—

Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	2	1	- 50.0%	9	13	+ 44.4%
Total Sales	5	14	+ 180.0%	11	27	+ 145.5%
Days on Market Until Sale	52	16	- 69.2%	74	36	- 51.4%
Median Closed Price*	\$193,000	\$313,497	+ 62.4%	\$193,000	\$285,997	+ 48.2%
Average Closed Price*	\$220,000	\$298,139	+ 35.5%	\$206,895	\$293,034	+ 41.6%
Percent of List Price Received*	95.2%	101.6%	+ 6.7%	96.1%	101.2%	+ 5.3%
Inventory of Homes for Sale	11	1	- 90.9%	—	—	—
Months Supply of Inventory	3.8	0.2	- 94.7%	—	—	—

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

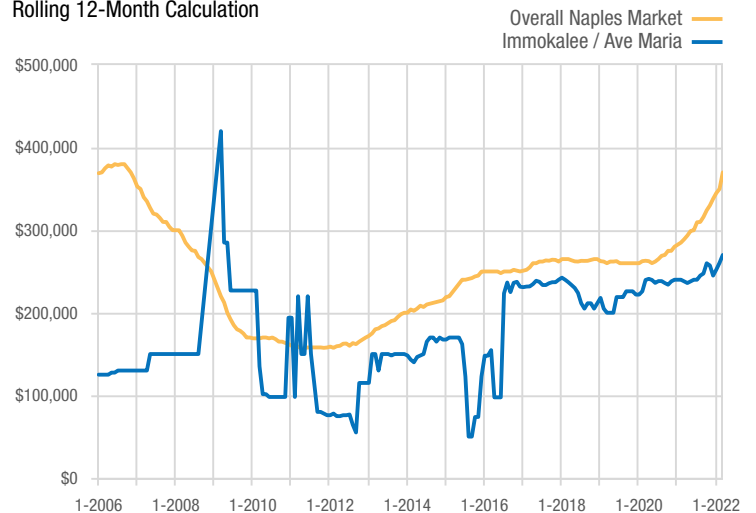
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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