

Naples Area Market Report



December 2021

Demand for the Naples lifestyle eclipsed all expectations and helped to break several home-sales records in 2021. The year ended with a 25.8 percent increase in overall closed sales and a 20.3 percent increase in median closed price (year over year). Broker analysts reviewing the December and Year End 2021 Market Reports released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), agree that the Naples housing market is going through a transformation and the last 18 months of record sales activity will not be sustainable in 2022. They strongly urge that sellers and buyers work with a local REALTOR® to help them navigate transactions smoothly with the least obstacles.

Sellers of homes located in Naples capitalized on a long wave of pent-up buyer demand in 2021, a year that exceeded many NABOR® records, including over \$17 billion in home sales, a 52 percent increase from 2020. According to NABOR®'s Market Reports, 487,677 showings and 15,523 closed sales occurred in 2021. Pending sales listings increased 14.8 percent to 18,664 pending sales from 16,254 pending sales during 2020. Strong buyer demand devoured the inventory, resulting in a 76.6 percent decrease for the year to a record low of 1,042 properties from 4,462 properties at the end of 2020. Rising home values in Naples inspired many sellers in 2021, as reflected in the 17.4 percent annual increase in average closed prices to \$807,695 from \$688,091 in 2020.

Broker analysts agree that pandemic-induced changes to housing needs and preferences that began in the fall of 2020 contributed greatly to heightened buyer demand during 2021. Only during July and August, when families with children tend to relocate, did closed sales of single-family homes outpace condominiums during the year. The data indicates that home-type preferences shifted in 2021 to condominiums, as shown by an increase in closed sales of 37.2 percent to 8,206 condominiums from 5,979 condominiums in 2020. Condominiums in the \$500,000 to \$1 million price range reported the highest increase (97.8 percent) in closed sales compared to all other home types and price ranges tracked by NABOR®. Brokers agree there's never been a better time to sell in Naples, and recommend sellers work with a local REALTOR® to obtain an in-depth market analysis to secure the maximum return.

Quick Facts

- 24.3%	+ 26.4%	- 76.6%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 75.2%	+ 98.8%	+ 37.2%
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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,118	838	- 25.0%	15,672	14,755	- 5.9%
Total Sales		1,418	1,074	- 24.3%	12,339	15,523	+ 25.8%
Days on Market Until Sale		77	27	- 64.9%	91	44	- 51.6%
Median Closed Price		\$403,500	\$510,000	+ 26.4%	\$370,000	\$445,000	+ 20.3%
Average Closed Price		\$839,227	\$953,051	+ 13.6%	\$688,091	\$807,695	+ 17.4%
Percent of List Price Received		96.5%	99.8%	+ 3.4%	96.0%	98.6%	+ 2.7%
Pending Listings		1,535	1,038	- 32.4%	16,254	18,664	+ 14.8%
Inventory of Homes for Sale		4,462	1,042	- 76.6%	—	—	—
Months Supply of Inventory		4.3	0.8	- 81.4%	—	—	—

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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		501	398	- 20.6%	7,636	7,514	- 1.6%
Total Sales		702	522	- 25.6%	6,360	7,317	+ 15.0%
Days on Market Until Sale		73	32	- 56.2%	91	41	- 54.9%
Median Closed Price		\$545,000	\$679,000	+ 24.6%	\$469,450	\$599,000	+ 27.6%
Average Closed Price		\$1,148,829	\$1,277,330	+ 11.2%	\$874,178	\$1,091,536	+ 24.9%
Percent of List Price Received		96.6%	99.0%	+ 2.5%	96.3%	98.6%	+ 2.4%
Pending Listings		736	509	- 30.8%	8,573	8,881	+ 3.6%
Inventory of Homes for Sale		2,015	670	- 66.7%	—	—	—
Months Supply of Inventory		3.8	1.1	- 71.1%	—	—	—

Condo Market Overview



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

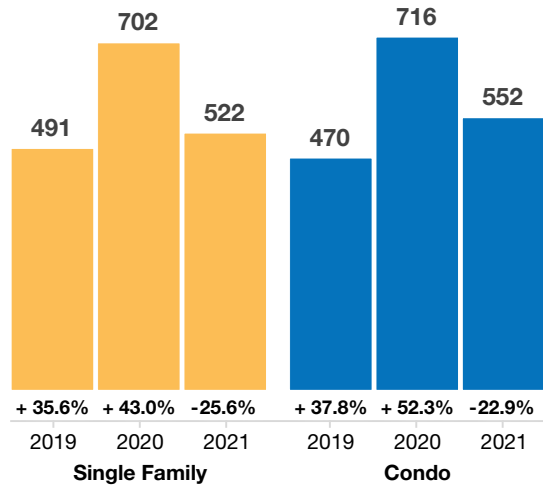
Key Metrics	Historical Sparkbars	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		617	440	- 28.7%	8,036	7,241	- 9.9%
Total Sales		716	552	- 22.9%	5,979	8,206	+ 37.2%
Days on Market Until Sale		81	22	- 72.8%	91	47	- 48.4%
Median Closed Price		\$300,000	\$405,000	+ 35.0%	\$280,000	\$338,038	+ 20.7%
Average Closed Price		\$535,679	\$646,984	+ 20.8%	\$490,143	\$554,673	+ 13.2%
Percent of List Price Received		96.3%	100.5%	+ 4.4%	95.6%	98.6%	+ 3.1%
Pending Listings		799	529	- 33.8%	8,024	9,783	+ 21.9%
Inventory of Homes for Sale		2,447	372	- 84.8%	—	—	—
Months Supply of Inventory		4.9	0.5	- 89.8%	—	—	—

Overall Closed Sales

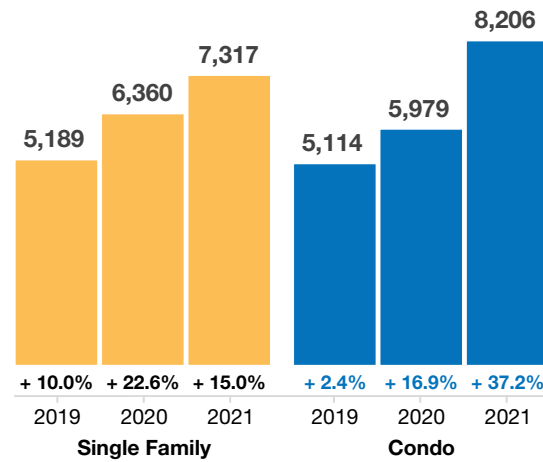
A count of the actual sales that closed in a given month.



December

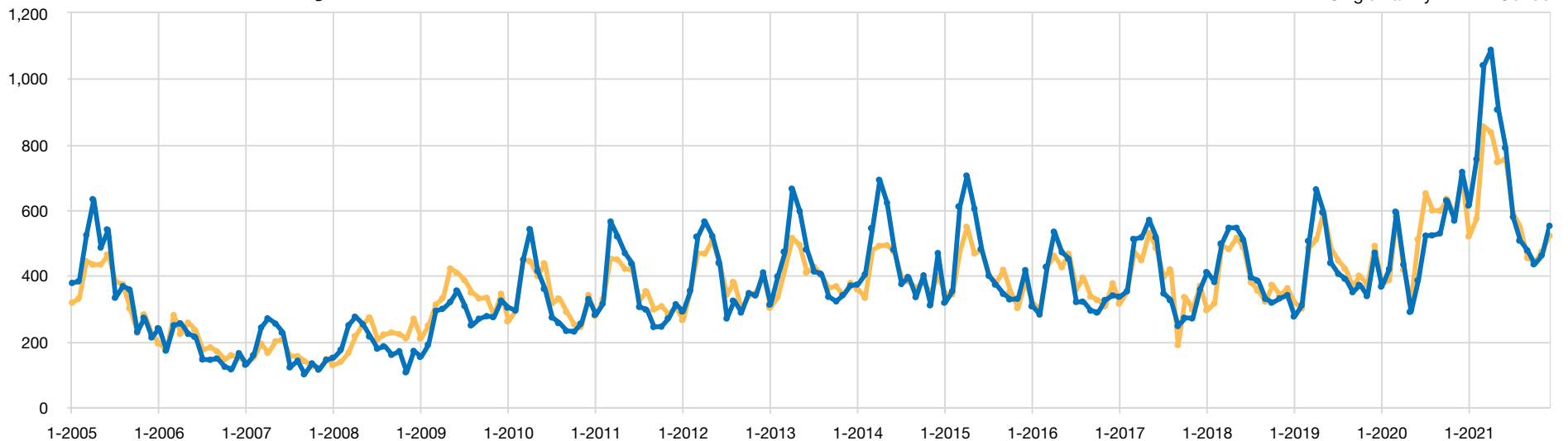


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2021	520	+ 39.0%	614	+ 67.3%
Feb-2021	574	+ 48.3%	755	+ 79.8%
Mar-2021	855	+ 46.9%	1,041	+ 75.0%
Apr-2021	837	+ 99.8%	1,088	+ 150.7%
May-2021	746	+ 131.7%	906	+ 212.4%
Jun-2021	755	+ 47.7%	790	+ 104.7%
Jul-2021	591	- 9.2%	579	+ 10.9%
Aug-2021	549	- 8.3%	507	- 3.1%
Sep-2021	454	- 24.1%	477	- 9.8%
Oct-2021	441	- 30.4%	435	- 30.8%
Nov-2021	473	- 18.6%	462	- 18.7%
Dec-2021	522	- 25.6%	552	- 22.9%
12-Month Avg	610	+ 15.1%	684	+ 37.3%

Overall Closed Sales by Month



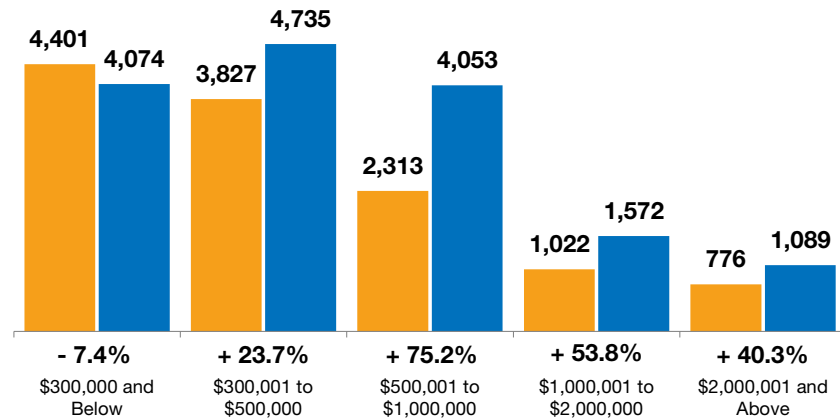
Overall Closed Sales by Price Range

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



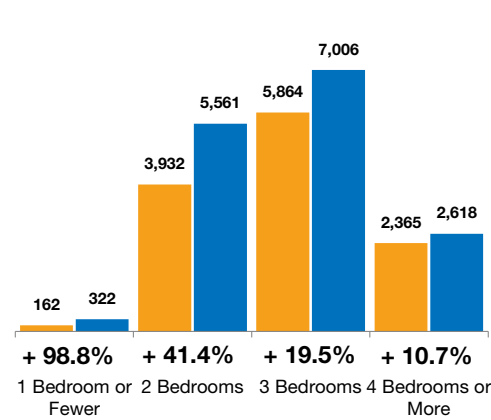
By Price Range

12-2020 12-2021



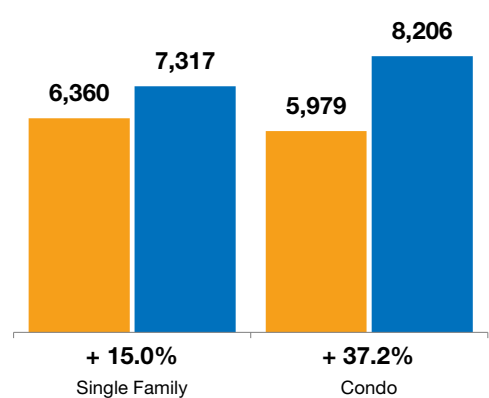
By Bedroom Count

12-2020 12-2021



By Property Type

12-2020 12-2021



All Properties

By Price Range	12-2020	12-2021	Change
\$300,000 and Below	4,401	4,074	- 7.4%
\$300,001 to \$500,000	3,827	4,735	+ 23.7%
\$500,001 to \$1,000,000	2,313	4,053	+ 75.2%
\$1,000,001 to \$2,000,000	1,022	1,572	+ 53.8%
\$2,000,001 and Above	776	1,089	+ 40.3%
All Price Ranges	12,339	15,523	+ 25.8%

Single Family

12-2020	12-2021	Change	12-2020	12-2021	Change
1,052	592	- 43.7%	3349	3482	+ 4.0%
2,480	2,232	- 10.0%	1347	2503	+ 85.8%
1,640	2,722	+ 66.0%	673	1331	+ 97.8%
632	982	+ 55.4%	390	590	+ 51.3%
556	789	+ 41.9%	220	300	+ 36.4%
6,360	7,317	+ 15.0%	5,979	8,206	+ 37.2%

Condo

By Bedroom Count	12-2020	12-2021	Change
1 Bedroom or Fewer	162	322	+ 98.8%
2 Bedrooms	3,932	5,561	+ 41.4%
3 Bedrooms	5,864	7,006	+ 19.5%
4 Bedrooms or More	2,365	2,618	+ 10.7%
All Bedroom Counts	12,339	15,523	+ 25.8%

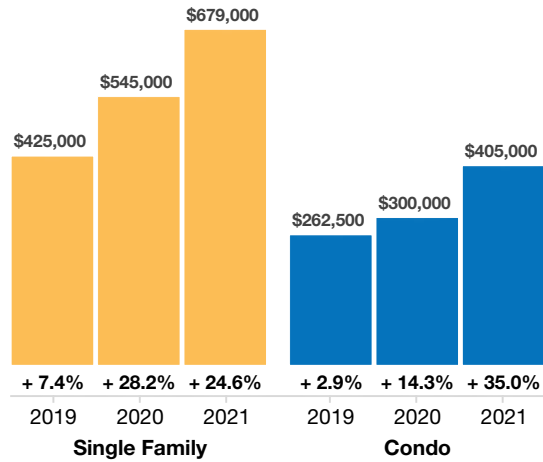
12-2020	12-2021	Change	12-2020	12-2021	Change
18	42	+ 133.3%	144	280	+ 94.4%
571	804	+ 40.8%	3,361	4,757	+ 41.5%
3,575	4,018	+ 12.4%	2,289	2,988	+ 30.5%
2,193	2,450	+ 11.7%	172	168	- 2.3%
6,360	7,317	+ 15.0%	5,979	8,206	+ 37.2%

Overall Median Closed Price

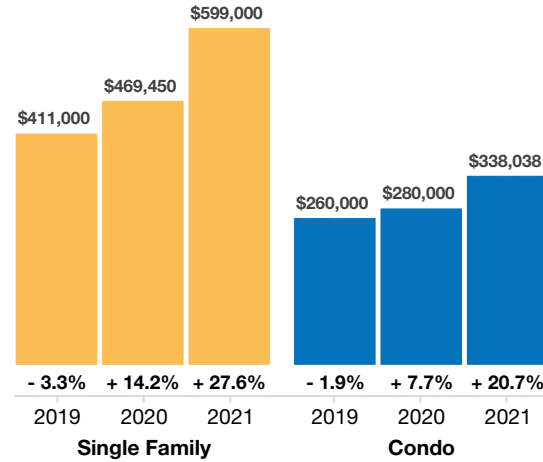
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



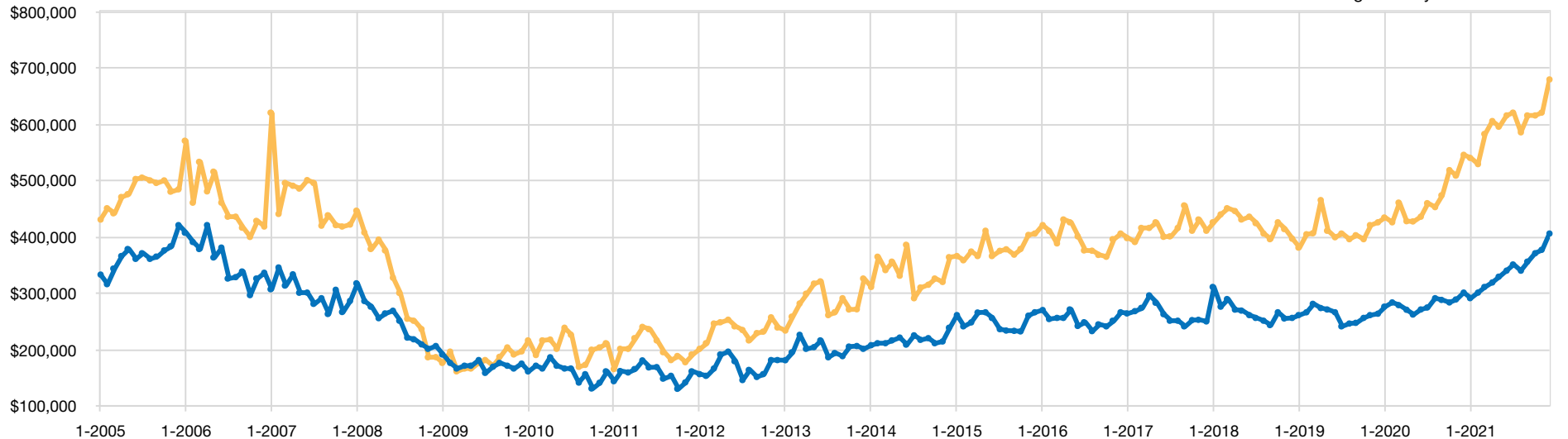
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2021	\$539,500	+ 24.5%	\$290,132	+ 5.5%
Feb-2021	\$528,500	+ 24.4%	\$300,000	+ 6.2%
Mar-2021	\$582,060	+ 26.5%	\$310,000	+ 11.6%
Apr-2021	\$605,000	+ 41.7%	\$318,000	+ 18.0%
May-2021	\$595,000	+ 39.5%	\$328,250	+ 25.8%
Jun-2021	\$615,000	+ 41.4%	\$339,050	+ 25.6%
Jul-2021	\$620,000	+ 35.1%	\$350,000	+ 28.0%
Aug-2021	\$585,000	+ 29.4%	\$339,000	+ 16.9%
Sep-2021	\$615,000	+ 30.0%	\$355,000	+ 23.7%
Oct-2021	\$615,000	+ 18.8%	\$370,000	+ 31.0%
Nov-2021	\$620,000	+ 22.0%	\$376,000	+ 30.7%
Dec-2021	\$679,000	+ 24.6%	\$405,000	+ 35.0%
12-Month Avg*	\$599,000	+ 27.6%	\$338,038	+ 20.7%

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

Overall Median Closed Price by Month



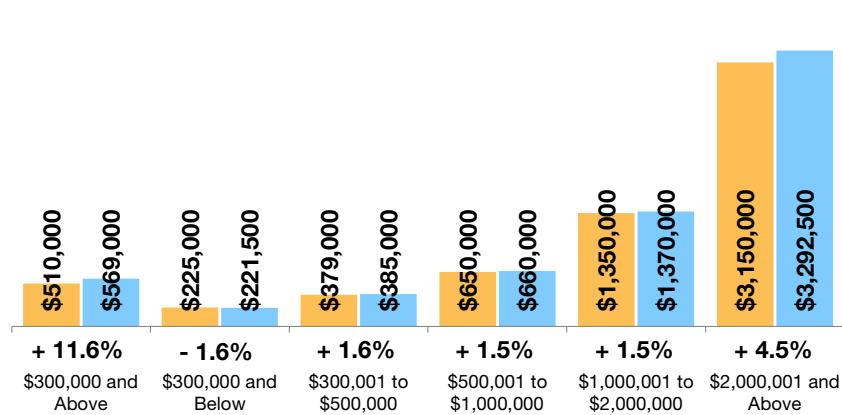
Overall Median Closed Price by Price Range

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



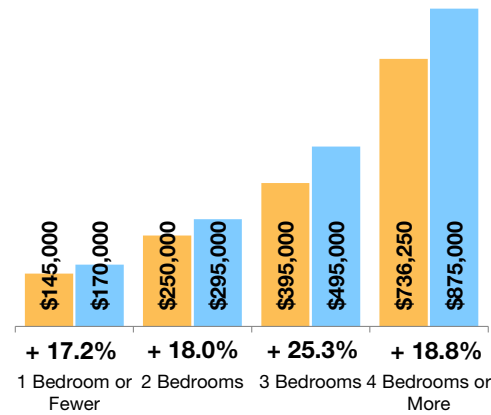
By Price Range

12-2020 12-2021



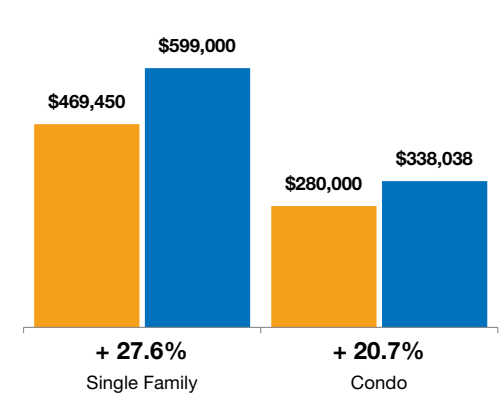
By Bedroom Count

12-2020 12-2021



By Property Type

12-2020 12-2021



All Properties

By Price Range	12-2020	12-2021	Change
\$300,000 and Above	\$510,000	\$569,000	+ 11.6%
\$300,000 and Below	\$225,000	\$221,500	- 1.6%
\$300,001 to \$500,000	\$379,000	\$385,000	+ 1.6%
\$500,001 to \$1,000,000	\$650,000	\$660,000	+ 1.5%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,370,000	+ 1.5%
\$2,000,001 and Above	\$3,150,000	\$3,292,500	+ 4.5%
All Price Ranges	\$370,000	\$445,000	+ 20.3%

Single Family

	12-2020	12-2021	Change
1 Bedroom or 2 Bedrooms Fewer	\$145,000	\$170,000	+ 17.2%
2 Bedrooms	\$250,000	\$295,000	+ 18.0%
3 Bedrooms	\$395,000	\$495,000	+ 25.3%
4 Bedrooms or More	\$736,250	\$875,000	+ 18.8%
All Single Family	\$469,450	\$599,000	+ 27.6%

Condo

	12-2020	12-2021	Change
Single Family	\$469,450	\$599,000	+ 27.6%
Condo	\$280,000	\$338,038	+ 20.7%
All Property Types	\$370,000	\$445,000	+ 20.3%

By Bedroom Count

	12-2020	12-2021	Change
1 Bedroom or Fewer	\$145,000	\$170,000	+ 17.2%
2 Bedrooms	\$250,000	\$295,000	+ 18.0%
3 Bedrooms	\$395,000	\$495,000	+ 25.3%
4 Bedrooms or More	\$736,250	\$875,000	+ 18.8%
All Bedroom Counts	\$370,000	\$445,000	+ 20.3%

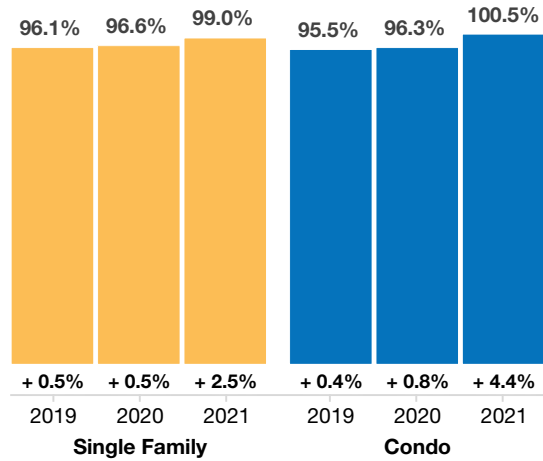
	12-2020	12-2021	Change
1 Bedroom or Fewer	\$88,750	\$93,500	+ 5.4%
2 Bedrooms	\$308,500	\$380,500	+ 23.3%
3 Bedrooms	\$425,000	\$540,000	+ 27.1%
4 Bedrooms or More	\$684,275	\$875,000	+ 27.9%
All Bedroom Counts	\$469,450	\$599,000	+ 27.6%

Overall Percent of Current List Price Received

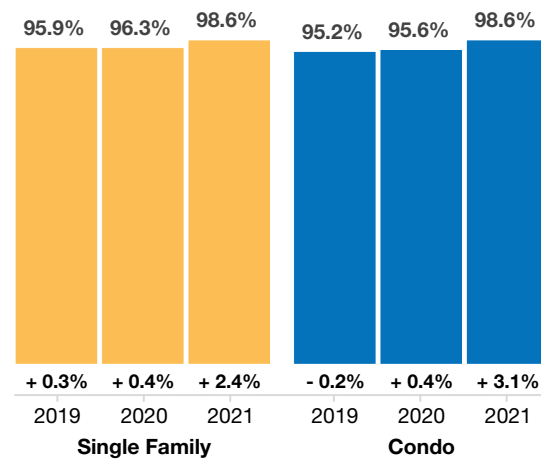
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



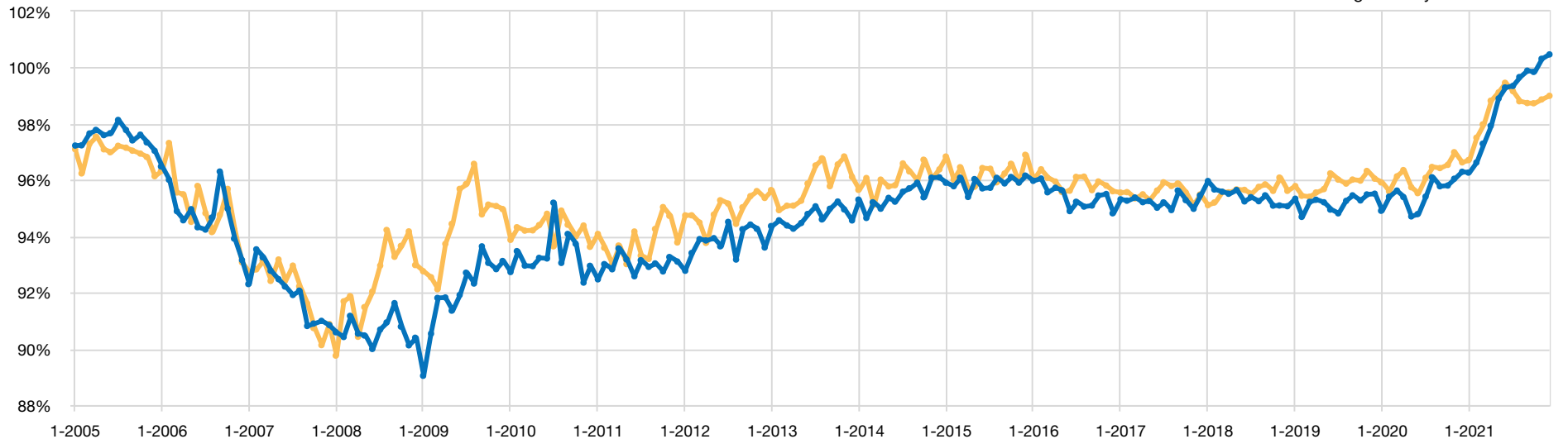
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2021	96.7%	+ 0.8%	96.3%	+ 1.5%
Feb-2021	97.5%	+ 2.0%	96.6%	+ 1.3%
Mar-2021	98.0%	+ 2.0%	97.3%	+ 1.8%
Apr-2021	98.8%	+ 2.5%	97.9%	+ 2.6%
May-2021	99.1%	+ 3.6%	98.9%	+ 4.4%
Jun-2021	99.5%	+ 4.2%	99.3%	+ 4.7%
Jul-2021	99.2%	+ 3.2%	99.4%	+ 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	98.9%	+ 2.0%	100.3%	+ 4.5%
Dec-2021	99.0%	+ 2.5%	100.5%	+ 4.4%
12-Month Avg*	98.6%	+ 2.4%	98.6%	+ 3.1%

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

Overall Percent of Current List Price Received by Month



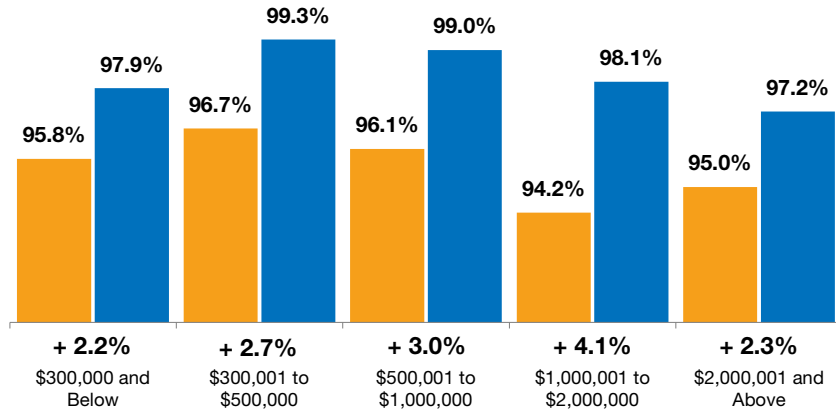
Overall Percent of Current List Price Received by Price Range

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



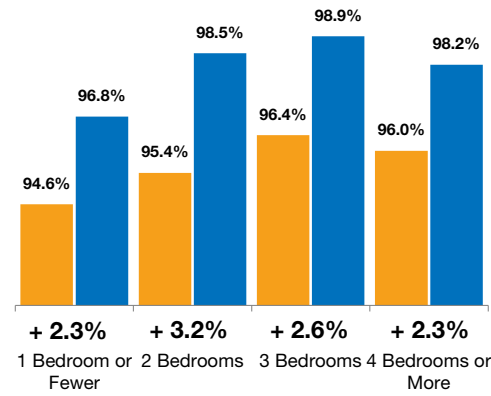
By Price Range

12-2020 12-2021



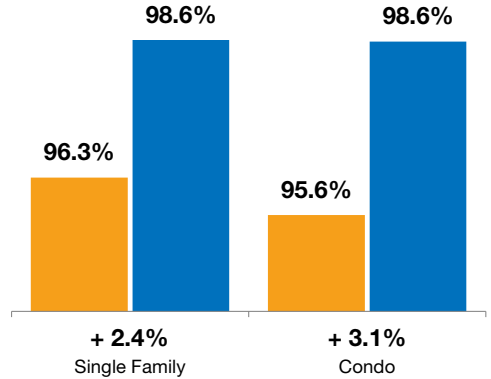
By Bedroom Count

12-2020 12-2021



By Property Type

12-2020 12-2021



All Properties

By Price Range

	12-2020	12-2021	Change
\$300,000 and Below	95.8%	97.9%	+ 2.2%
\$300,001 to \$500,000	96.7%	99.3%	+ 2.7%
\$500,001 to \$1,000,000	96.1%	99.0%	+ 3.0%
\$1,000,001 to \$2,000,000	94.2%	98.1%	+ 4.1%
\$2,000,001 and Above	95.0%	97.2%	+ 2.3%
All Price Ranges	96.0%	98.6%	+ 2.7%

Single Family

	12-2020	12-2021	Change
1 Bedroom or Fewer	96.7%	96.7%	0.0%
2 Bedrooms	97.1%	99.1%	+ 2.1%
3 Bedrooms	96.4%	99.2%	+ 2.9%
4 Bedrooms or More	93.8%	98.2%	+ 4.7%
	94.3%	97.1%	+ 3.0%
All Single Family	96.3%	98.6%	+ 2.4%

Condo

	12-2020	12-2021	Change
1 Bedroom or Fewer	95.5%	98.1%	+ 2.7%
2 Bedrooms	96.0%	99.5%	+ 3.6%
3 Bedrooms	95.4%	98.6%	+ 3.4%
4 Bedrooms or More	94.9%	97.8%	+ 3.1%
	96.6%	97.4%	+ 0.8%
All Condo	95.6%	98.6%	+ 3.1%

By Bedroom Count

	12-2020	12-2021	Change
1 Bedroom or Fewer	94.6%	96.8%	+ 2.3%
2 Bedrooms	95.4%	98.5%	+ 3.2%
3 Bedrooms	96.4%	98.9%	+ 2.6%
4 Bedrooms or More	96.0%	98.2%	+ 2.3%
All Bedroom Counts	96.0%	98.6%	+ 2.7%

	12-2020	12-2021	Change
1 Bedroom or Fewer	92.9%	94.0%	+ 1.2%
2 Bedrooms	95.2%	98.2%	+ 3.2%
3 Bedrooms	96.7%	99.0%	+ 2.4%
4 Bedrooms or More	95.9%	98.2%	+ 2.4%
All Single Family	96.3%	98.6%	+ 2.4%

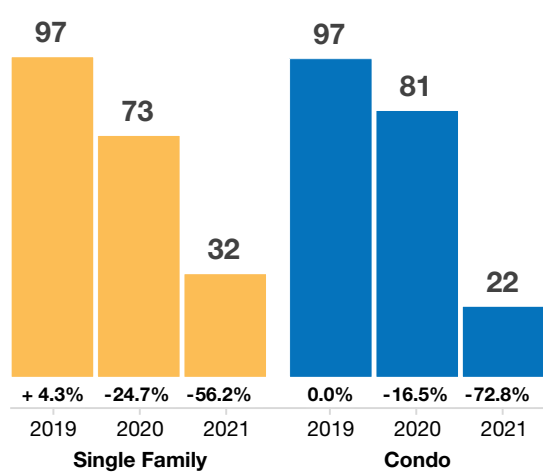
	12-2020	12-2021	Change
1 Bedroom or Fewer	94.8%	97.3%	+ 2.6%
2 Bedrooms	95.4%	98.5%	+ 3.2%
3 Bedrooms	95.8%	98.8%	+ 3.1%
4 Bedrooms or More	97.4%	98.3%	+ 0.9%
All Condo	95.6%	98.6%	+ 3.1%

Overall Days on Market Until Sale

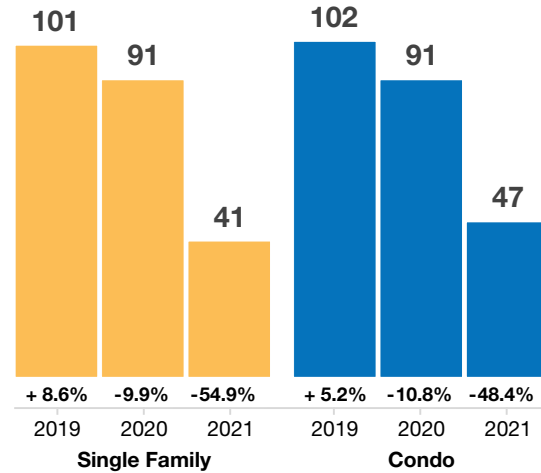
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



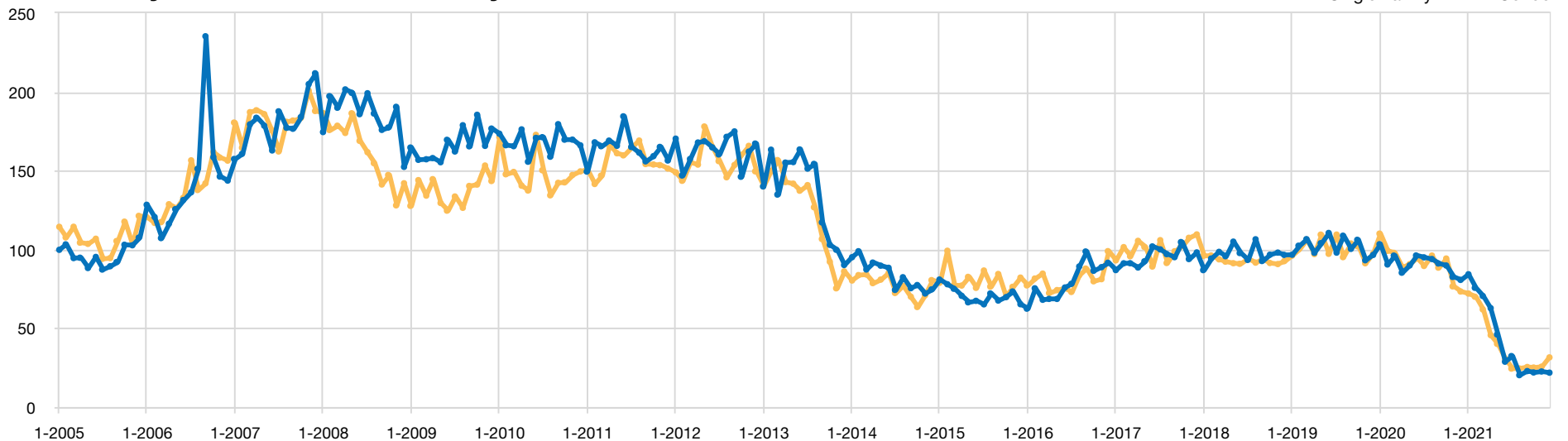
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2021	72	-34.5%	84	-18.4%
Feb-2021	70	-29.3%	76	-15.6%
Mar-2021	62	-36.7%	70	-27.1%
Apr-2021	46	-48.3%	63	-25.9%
May-2021	40	-56.0%	46	-48.9%
Jun-2021	31	-67.0%	29	-69.8%
Jul-2021	24	-73.3%	32	-66.3%
Aug-2021	24	-75.0%	20	-78.7%
Sep-2021	25	-71.6%	23	-74.7%
Oct-2021	25	-73.4%	22	-75.6%
Nov-2021	26	-66.2%	23	-72.3%
Dec-2021	32	-56.2%	22	-72.8%
12-Month Avg*	41	-54.6%	47	-47.9%

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

Overall Days on Market Until Sale by Month



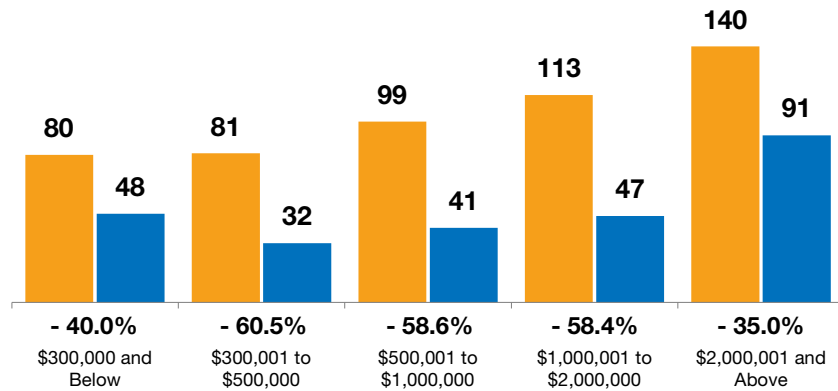
Overall Days on Market Until Sale by Price Range

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



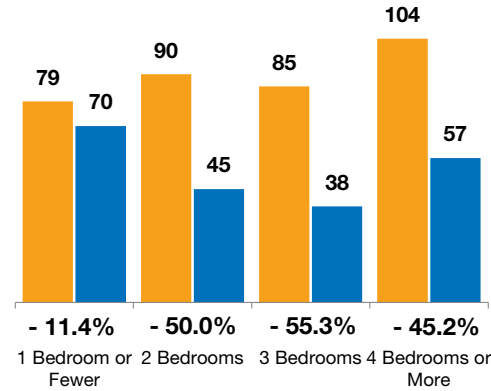
By Price Range

12-2020 12-2021



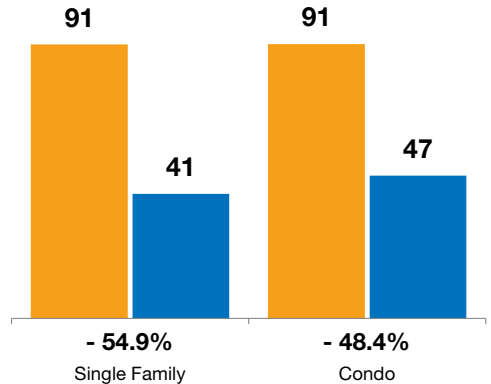
By Bedroom Count

12-2020 12-2021



By Property Type

12-2020 12-2021



All Properties

By Price Range	12-2020	12-2021	Change
\$300,000 and Below	80	48	- 40.0%
\$300,001 to \$500,000	81	32	- 60.5%
\$500,001 to \$1,000,000	99	41	- 58.6%
\$1,000,001 to \$2,000,000	113	47	- 58.4%
\$2,000,001 and Above	140	91	- 35.0%
All Price Ranges	91	44	- 51.6%

Single Family

12-2020	12-2021	Change	12-2020	12-2021	Change
70	55	- 21.4%	84	47	- 44.0%
75	31	- 58.7%	94	33	- 64.9%
94	32	- 66.0%	109	58	- 46.8%
118	40	- 66.1%	105	59	- 43.8%
159	91	- 42.8%	92	92	0.0%
91	41	- 54.9%	91	47	- 48.4%

Condo

By Bedroom Count	12-2020	12-2021	Change
1 Bedroom or Fewer	79	70	- 11.4%
2 Bedrooms	90	45	- 50.0%
3 Bedrooms	85	38	- 55.3%
4 Bedrooms or More	104	57	- 45.2%
All Bedroom Counts	91	44	- 51.6%

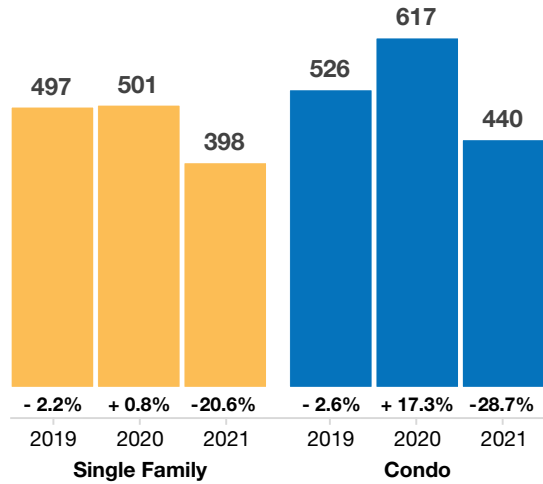
12-2020	12-2021	Change	12-2020	12-2021	Change
146	141	- 3.4%	71	59	- 17.8%
83	43	- 48.2%	91	45	- 50.8%
82	32	- 61.0%	90	46	- 48.3%
105	54	- 48.6%	98	99	+ 1.7%
91	41	- 54.9%	91	47	- 48.4%

Overall New Listings

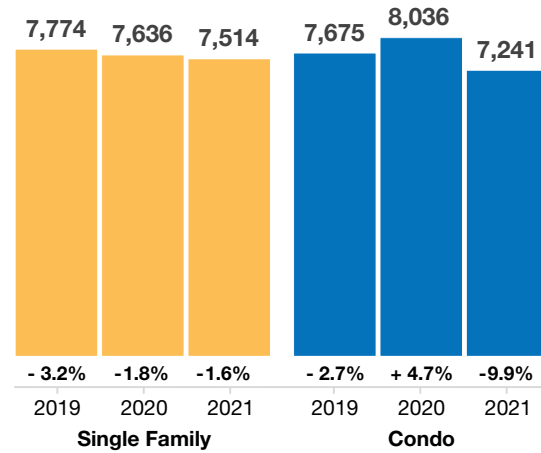
A count of the properties that have been newly listed on the market in a given month.



December

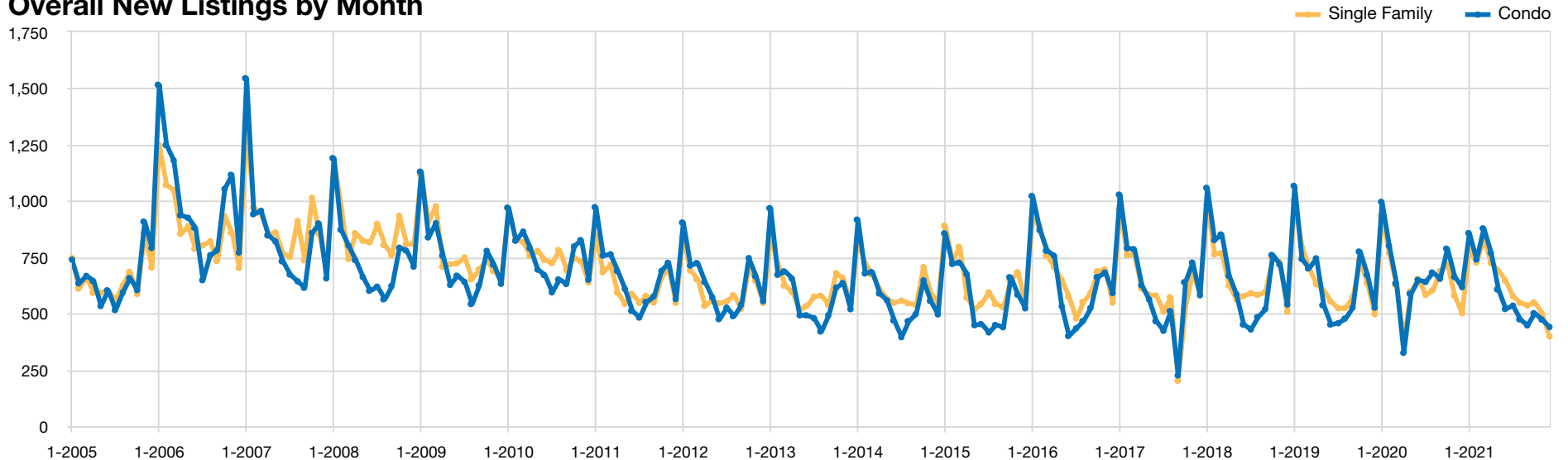


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2021	786	- 16.0%	857	- 14.0%
Feb-2021	726	- 5.6%	740	- 7.5%
Mar-2021	832	+ 32.9%	878	+ 38.5%
Apr-2021	724	+ 88.5%	769	+ 136.6%
May-2021	692	+ 16.1%	607	+ 3.2%
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	536	- 22.1%	447	- 31.7%
Oct-2021	549	- 23.5%	501	- 36.4%
Nov-2021	501	- 13.5%	473	- 28.7%
Dec-2021	398	- 20.6%	440	- 28.7%
12-Month Avg	626	- 1.6%	603	- 10.0%

Overall New Listings by Month

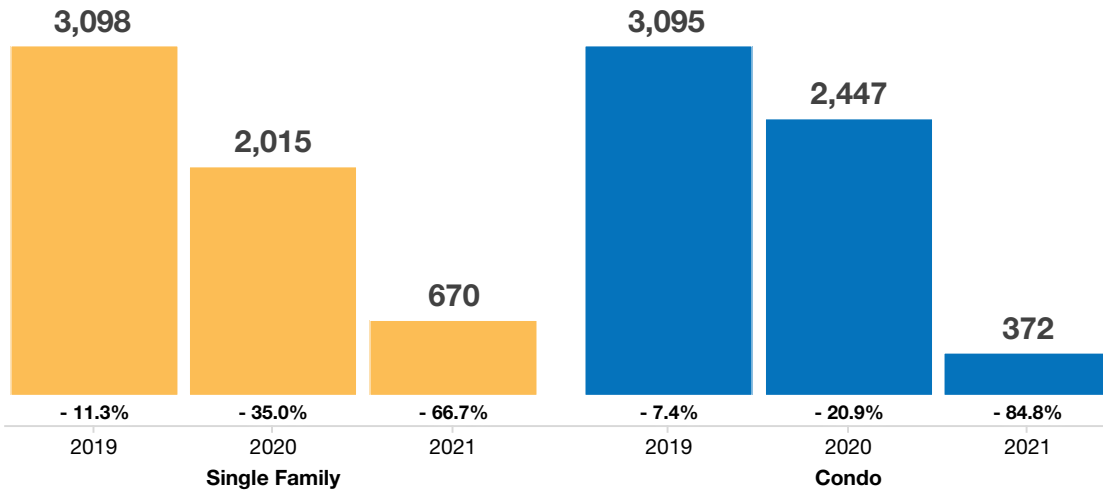


Overall Inventory of Homes for Sale

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

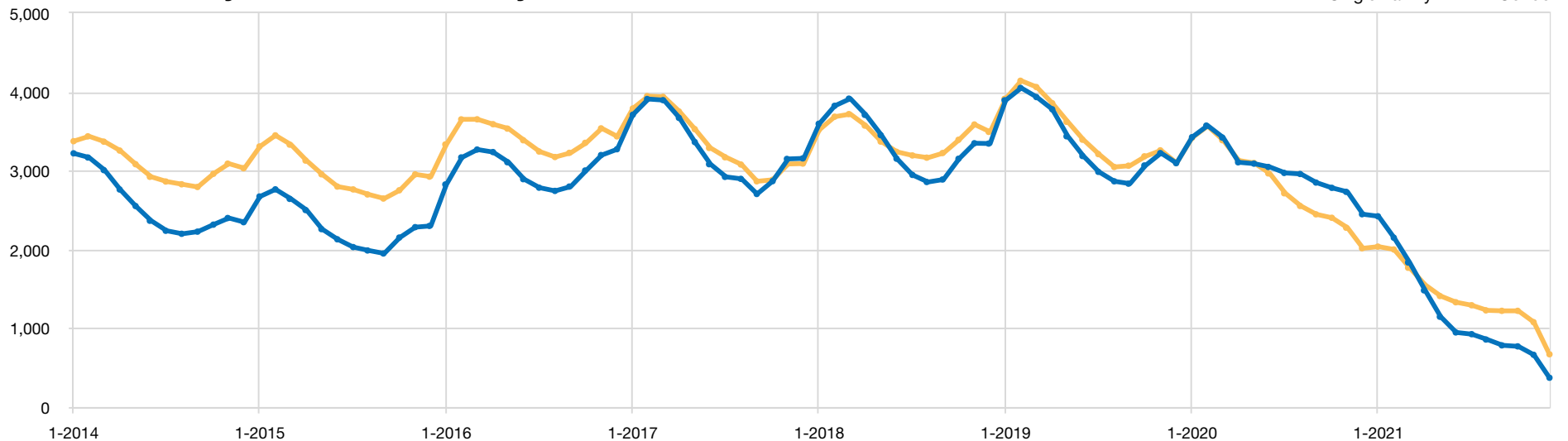


December



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2021	2,036	- 40.4%	2,421	- 29.3%
Feb-2021	2,000	- 43.9%	2,149	- 39.8%
Mar-2021	1,768	- 47.8%	1,835	- 46.3%
Apr-2021	1,551	- 50.4%	1,481	- 52.3%
May-2021	1,409	- 54.5%	1,146	- 62.9%
Jun-2021	1,330	- 55.1%	947	- 68.9%
Jul-2021	1,292	- 52.4%	925	- 68.9%
Aug-2021	1,227	- 51.9%	857	- 71.0%
Sep-2021	1,221	- 50.1%	783	- 72.5%
Oct-2021	1,221	- 49.2%	770	- 72.3%
Nov-2021	1,077	- 52.7%	663	- 75.7%
Dec-2021	670	- 66.7%	372	- 84.8%
12-Month Avg	1,400	- 50.5%	1,196	- 60.6%

Overall Inventory of Homes for Sale by Month



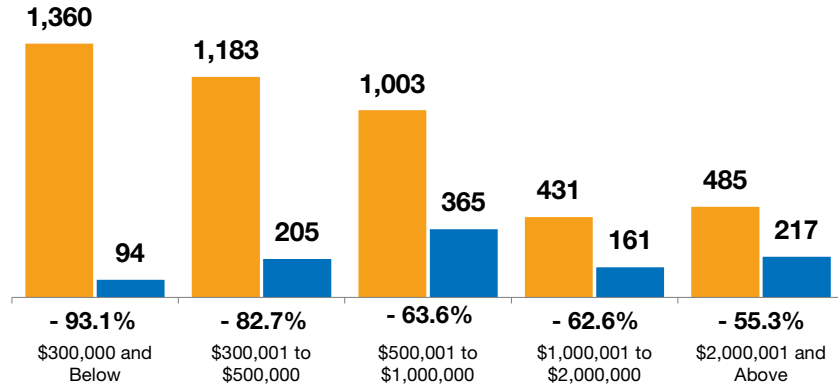
Overall Inventory of Homes for Sale by Price Range

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



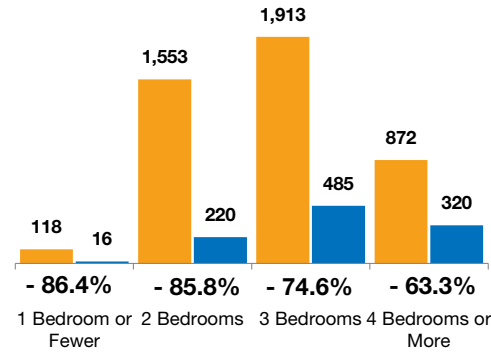
By Price Range

12-2020 12-2021



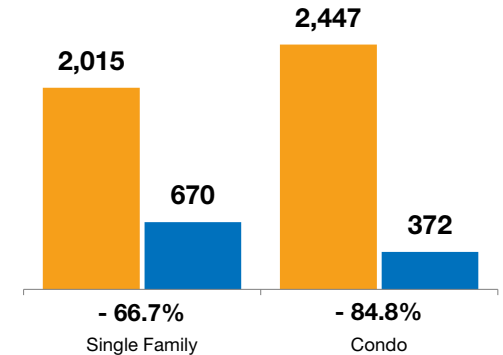
By Bedroom Count

12-2020 12-2021



By Property Type

12-2020 12-2021



All Properties

By Price Range

	12-2020	12-2021	Change
\$300,000 and Below	1,360	94	- 93.1%
\$300,001 to \$500,000	1,183	205	- 82.7%
\$500,001 to \$1,000,000	1,003	365	- 63.6%
\$1,000,001 to \$2,000,000	431	161	- 62.6%
\$2,000,001 and Above	485	217	- 55.3%
All Price Ranges	4,462	1,042	- 76.6%

Single Family

	12-2020	12-2021	Change
1 Bedroom or Fewer	250	35	- 86.0%
2 Bedrooms	610	114	- 81.3%
3 Bedrooms	595	271	- 54.5%
4 Bedrooms or More	230	96	- 58.3%
All Single Family	2,015	670	- 66.7%

Condo

	12-2020	12-2021	Change
1 Bedroom or Fewer	1110	59	- 94.7%
2 Bedrooms	573	91	- 84.1%
3 Bedrooms	408	94	- 77.0%
4 Bedrooms or More	201	65	- 67.7%
All Condo	2,447	372	- 84.8%

By Bedroom Count

	12-2020	12-2021	Change
1 Bedroom or Fewer	118	16	- 86.4%
2 Bedrooms	1,553	220	- 85.8%
3 Bedrooms	1,913	485	- 74.6%
4 Bedrooms or More	872	320	- 63.3%
All Bedroom Counts	4,462	1,042	- 76.6%

	12-2020	12-2021	Change
1 Bedroom or Fewer	21	5	- 76.2%
2 Bedrooms	192	55	- 71.4%
3 Bedrooms	1,013	313	- 69.1%
4 Bedrooms or More	789	297	- 62.4%
All Single Family	2,015	670	- 66.7%

Listing and Sales Summary Report

December 2021



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Dec-21	Dec-20	% Change	Dec-21	Dec-20	% Change	Dec-21	Dec-20	% Change	Dec-21	Dec-20	% Change
Overall Naples Market*	\$510,000	\$403,500	+26.4%	1074	1418	-24.3%	1,042	4,462	-76.6%	27	77	-64.9%
Collier County	\$540,000	\$420,000	+28.6%	1174	1577	-25.6%	1,210	4,994	-75.8%	28	78	-64.1%
Ave Maria	\$390,000	\$296,000	+31.8%	21	16	+31.3%	19	90	-78.9%	37	56	-33.9%
Central Naples	\$400,000	\$299,000	+33.8%	159	179	-11.2%	125	605	-79.3%	26	66	-60.6%
East Naples	\$485,000	\$366,123	+32.5%	278	292	-4.8%	306	894	-65.8%	27	54	-50.0%
Everglades City	\$202,450	--	--	2	0	--	4	6	-33.3%	94	--	--
Immokalee	\$359,950	\$208,900	+72.3%	4	3	+33.3%	5	49	-89.8%	34	12	+183.3%
Immokalee / Ave Maria	\$390,000	\$290,000	+34.5%	25	19	+31.6%	25	139	-82.0%	36	49	-26.5%
Naples	\$516,090	\$405,000	+27.4%	1048	1397	-25.0%	1,020	4,327	-76.4%	26	78	-66.7%
Naples Beach	\$1,355,000	\$1,050,000	+29.0%	191	318	-39.9%	288	1,076	-73.2%	36	99	-63.6%
North Naples	\$566,500	\$460,000	+23.2%	257	375	-31.5%	177	990	-82.1%	19	79	-75.9%
South Naples	\$392,500	\$285,000	+37.7%	164	235	-30.2%	121	758	-84.0%	25	84	-70.2%
34102	\$2,000,000	\$2,099,000	-4.7%	49	95	-48.4%	141	374	-62.3%	68	113	-39.8%
34103	\$1,475,000	\$1,050,000	+40.5%	65	96	-32.3%	70	311	-77.5%	22	107	-79.4%
34104	\$366,500	\$252,500	+45.1%	76	74	+2.7%	34	252	-86.5%	20	64	-68.8%
34105	\$419,900	\$370,000	+13.5%	53	76	-30.3%	38	268	-85.8%	22	74	-70.3%
34108	\$1,050,000	\$795,000	+32.1%	77	127	-39.4%	77	391	-80.3%	27	84	-67.9%
34109	\$525,950	\$380,000	+38.4%	66	100	-34.0%	38	244	-84.4%	16	72	-77.8%
34110	\$525,000	\$470,000	+11.7%	87	129	-32.6%	53	413	-87.2%	20	101	-80.2%
34112	\$329,000	\$215,000	+53.0%	79	106	-25.5%	64	379	-83.1%	19	77	-75.3%
34113	\$440,000	\$332,500	+32.3%	85	129	-34.1%	57	379	-85.0%	31	89	-65.2%
34114	\$564,000	\$368,000	+53.3%	114	115	-0.9%	93	402	-76.9%	26	64	-59.4%
34116	\$420,000	\$299,900	+40.0%	30	29	+3.4%	53	85	-37.6%	45	47	-4.3%
34117	\$441,000	\$359,450	+22.7%	32	34	-5.9%	62	125	-50.4%	40	42	-4.8%
34119	\$622,500	\$495,000	+25.8%	104	146	-28.8%	86	333	-74.2%	21	64	-67.2%
34120	\$475,000	\$369,000	+28.7%	132	143	-7.7%	151	367	-58.9%	25	48	-47.9%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$390,000	\$290,000	+34.5%	25	19	+31.6%	25	139	-82.0%	36	49	-26.5%

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

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Naples Beach

34102, 34103, 34108

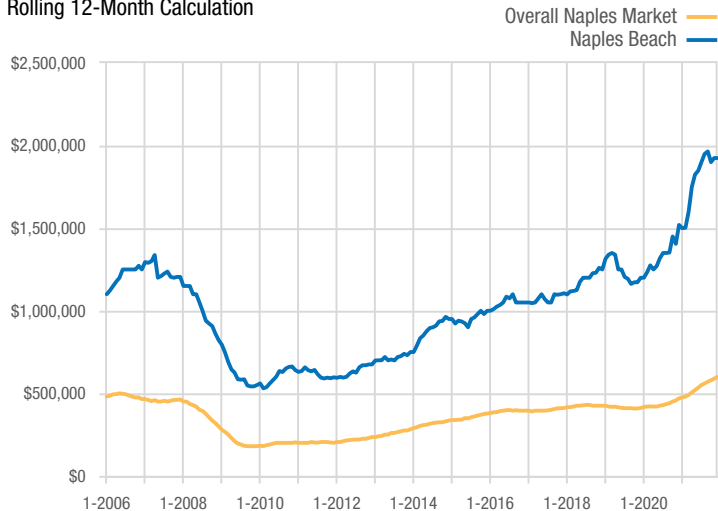
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	65	52	- 20.0%	1,173	1,104	- 5.9%
Total Sales	136	76	- 44.1%	966	1,098	+ 13.7%
Days on Market Until Sale	108	47	- 56.5%	122	65	- 46.7%
Median Closed Price*	\$2,112,000	\$2,000,000	- 5.3%	\$1,520,000	\$1,925,000	+ 26.6%
Average Closed Price*	\$3,155,578	\$3,961,495	+ 25.5%	\$2,448,229	\$3,082,591	+ 25.9%
Percent of List Price Received*	95.7%	98.2%	+ 2.6%	94.3%	97.9%	+ 3.8%
Inventory of Homes for Sale	363	131	- 63.9%	—	—	—
Months Supply of Inventory	4.5	1.4	- 68.9%	—	—	—

Condo	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	151	129	- 14.6%	1,895	1,686	- 11.0%
Total Sales	182	115	- 36.8%	1,321	1,930	+ 46.1%
Days on Market Until Sale	93	29	- 68.8%	109	65	- 40.4%
Median Closed Price*	\$810,000	\$980,000	+ 21.0%	\$685,000	\$795,000	+ 16.1%
Average Closed Price*	\$1,170,832	\$1,470,599	+ 25.6%	\$1,015,531	\$1,199,938	+ 18.2%
Percent of List Price Received*	96.0%	99.3%	+ 3.4%	94.8%	97.7%	+ 3.1%
Inventory of Homes for Sale	713	157	- 78.0%	—	—	—
Months Supply of Inventory	6.5	1.0	- 84.6%	—	—	—

* 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.

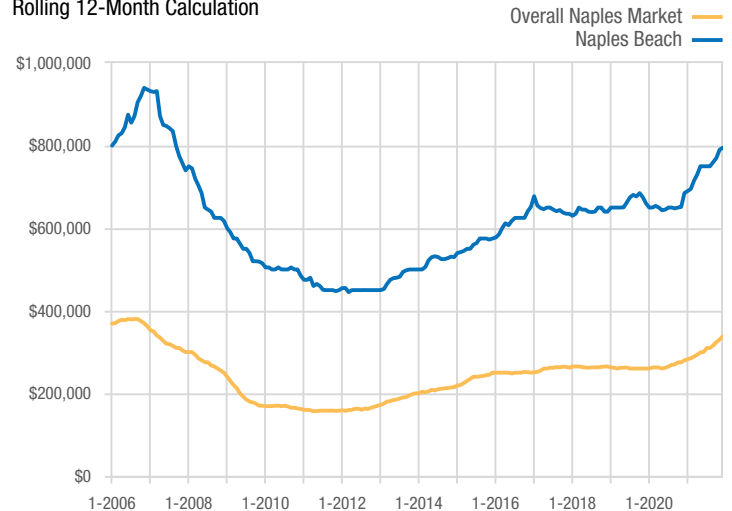
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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North Naples

34109, 34110, 34119

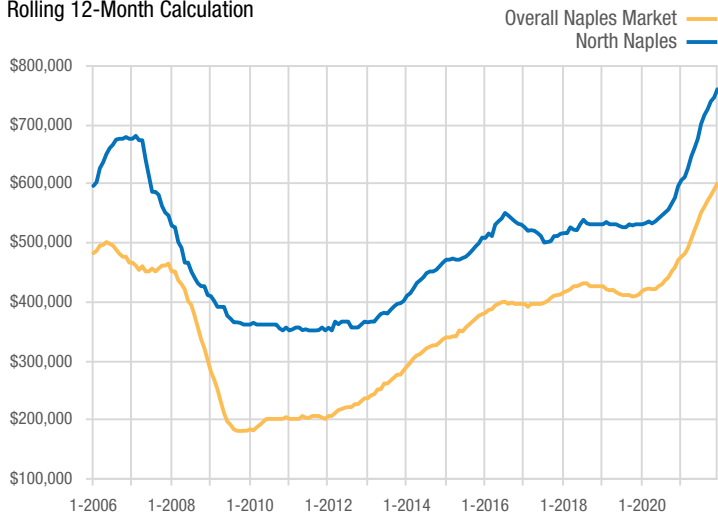
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	112	77	- 31.3%	1,831	1,725	- 5.8%
Total Sales	181	105	- 42.0%	1,587	1,767	+ 11.3%
Days on Market Until Sale	92	24	- 73.9%	88	36	- 59.1%
Median Closed Price*	\$645,000	\$880,000	+ 36.4%	\$595,000	\$759,000	+ 27.6%
Average Closed Price*	\$929,713	\$1,252,418	+ 34.7%	\$823,137	\$1,050,769	+ 27.7%
Percent of List Price Received*	96.0%	99.1%	+ 3.2%	95.9%	98.8%	+ 3.0%
Inventory of Homes for Sale	413	112	- 72.9%	—	—	—
Months Supply of Inventory	3.1	0.8	- 74.2%	—	—	—

Condo	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	154	101	- 34.4%	2,176	1,878	- 13.7%
Total Sales	194	152	- 21.6%	1,741	2,146	+ 23.3%
Days on Market Until Sale	67	16	- 76.1%	84	40	- 52.4%
Median Closed Price*	\$290,000	\$394,420	+ 36.0%	\$282,000	\$340,000	+ 20.6%
Average Closed Price*	\$408,500	\$509,988	+ 24.8%	\$486,868	\$461,863	- 5.1%
Percent of List Price Received*	96.7%	101.4%	+ 4.9%	96.2%	99.2%	+ 3.1%
Inventory of Homes for Sale	577	65	- 88.7%	—	—	—
Months Supply of Inventory	4.0	0.4	- 90.0%	—	—	—

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

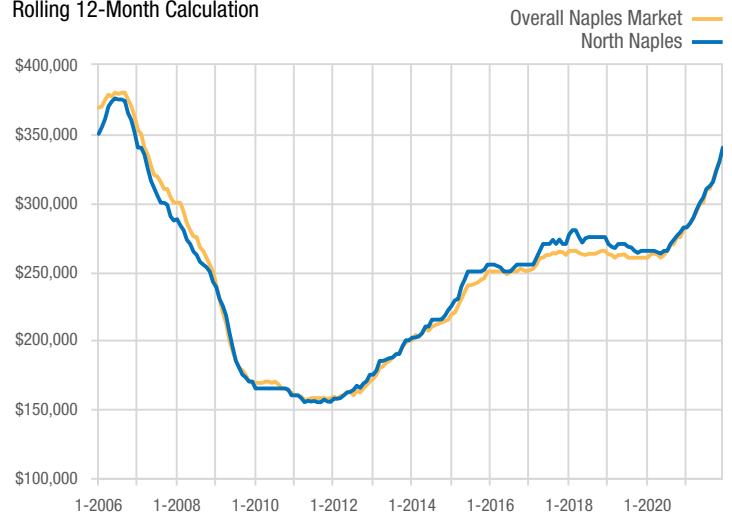
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

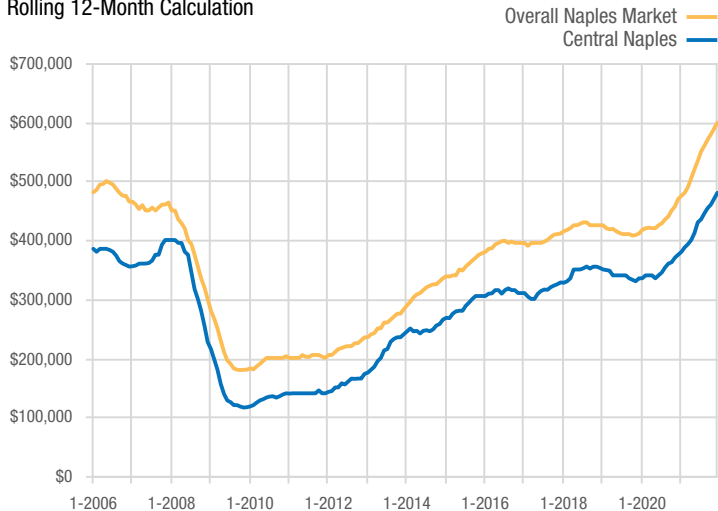
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	70	57	- 18.6%	937	1,070	+ 14.2%
Total Sales	76	83	+ 9.2%	802	1,000	+ 24.7%
Days on Market Until Sale	60	36	- 40.0%	86	35	- 59.3%
Median Closed Price*	\$422,450	\$559,000	+ 32.3%	\$375,000	\$480,000	+ 28.0%
Average Closed Price*	\$655,186	\$771,289	+ 17.7%	\$609,986	\$722,611	+ 18.5%
Percent of List Price Received*	97.1%	100.5%	+ 3.5%	96.4%	98.7%	+ 2.4%
Inventory of Homes for Sale	240	87	- 63.8%	—	—	—
Months Supply of Inventory	3.6	1.0	- 72.2%	—	—	—

Condo	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	88	56	- 36.4%	1,211	1,176	- 2.9%
Total Sales	103	76	- 26.2%	826	1,329	+ 60.9%
Days on Market Until Sale	70	14	- 80.0%	77	42	- 45.5%
Median Closed Price*	\$225,000	\$289,950	+ 28.9%	\$200,000	\$230,000	+ 15.0%
Average Closed Price*	\$257,315	\$335,369	+ 30.3%	\$224,220	\$263,830	+ 17.7%
Percent of List Price Received*	96.4%	101.1%	+ 4.9%	95.5%	98.7%	+ 3.4%
Inventory of Homes for Sale	365	38	- 89.6%	—	—	—
Months Supply of Inventory	5.3	0.3	- 94.3%	—	—	—

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

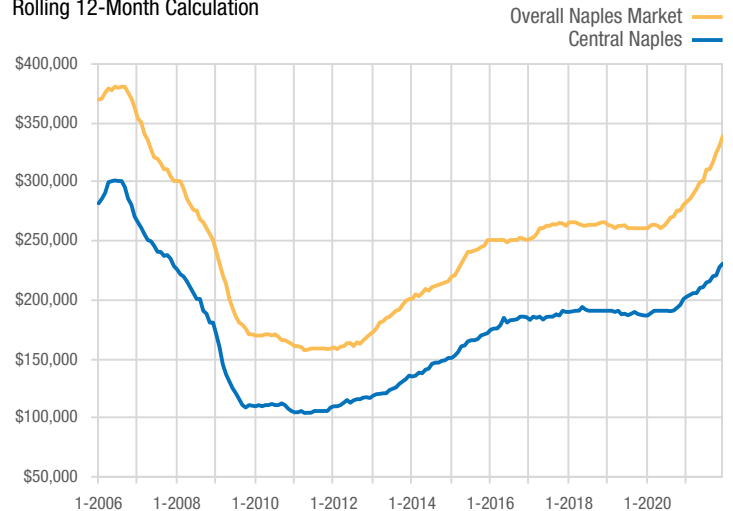
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – December 2021

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South Naples

34112, 34113

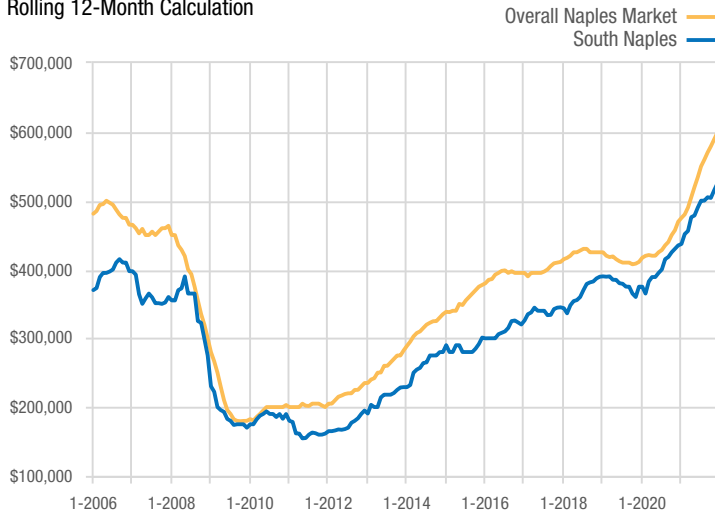
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	51	48	- 5.9%	954	890	- 6.7%
Total Sales	83	48	- 42.2%	729	908	+ 24.6%
Days on Market Until Sale	57	27	- 52.6%	88	45	- 48.9%
Median Closed Price*	\$485,000	\$735,750	+ 51.7%	\$435,000	\$525,000	+ 20.7%
Average Closed Price*	\$622,053	\$905,898	+ 45.6%	\$561,661	\$683,474	+ 21.7%
Percent of List Price Received*	96.1%	98.2%	+ 2.2%	95.8%	98.3%	+ 2.6%
Inventory of Homes for Sale	248	58	- 76.6%	—	—	—
Months Supply of Inventory	4.1	0.8	- 80.5%	—	—	—

Condo	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	135	109	- 19.3%	1,710	1,527	- 10.7%
Total Sales	152	116	- 23.7%	1,288	1,753	+ 36.1%
Days on Market Until Sale	98	25	- 74.5%	90	46	- 48.9%
Median Closed Price*	\$226,500	\$349,950	+ 54.5%	\$220,000	\$259,900	+ 18.1%
Average Closed Price*	\$266,509	\$375,825	+ 41.0%	\$253,396	\$289,660	+ 14.3%
Percent of List Price Received*	95.8%	100.7%	+ 5.1%	95.4%	98.4%	+ 3.1%
Inventory of Homes for Sale	510	63	- 87.6%	—	—	—
Months Supply of Inventory	4.8	0.4	- 91.7%	—	—	—

* 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.

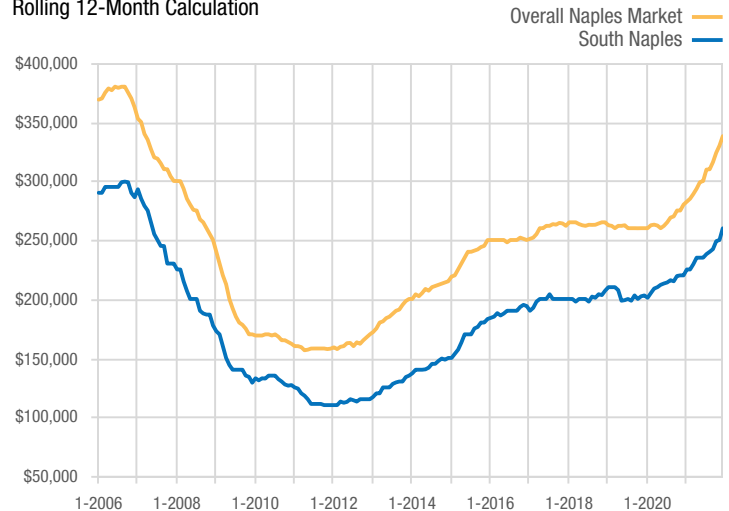
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

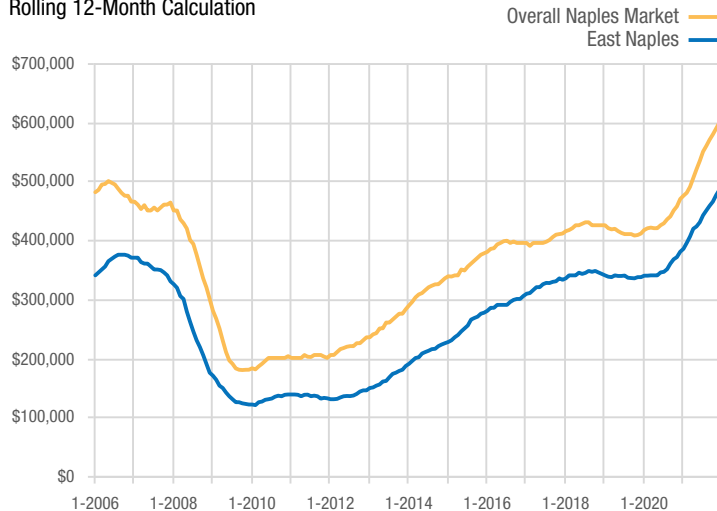
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	183	151	- 17.5%	2,466	2,438	- 1.1%
Total Sales	209	188	- 10.0%	2,086	2,252	+ 8.0%
Days on Market Until Sale	48	30	- 37.5%	80	34	- 57.5%
Median Closed Price*	\$405,000	\$515,000	+ 27.2%	\$380,000	\$485,000	+ 27.6%
Average Closed Price*	\$490,024	\$635,923	+ 29.8%	\$448,918	\$575,110	+ 28.1%
Percent of List Price Received*	97.7%	98.8%	+ 1.1%	97.5%	98.8%	+ 1.3%
Inventory of Homes for Sale	630	262	- 58.4%	—	—	—
Months Supply of Inventory	3.6	1.4	- 61.1%	—	—	—

Condo	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	89	43	- 51.7%	997	929	- 6.8%
Total Sales	83	90	+ 8.4%	778	1,005	+ 29.2%
Days on Market Until Sale	68	21	- 69.1%	88	35	- 60.2%
Median Closed Price*	\$286,000	\$410,000	+ 43.4%	\$288,599	\$355,000	+ 23.0%
Average Closed Price*	\$285,214	\$452,024	+ 58.5%	\$287,387	\$374,264	+ 30.2%
Percent of List Price Received*	96.8%	99.7%	+ 3.0%	96.3%	99.0%	+ 2.8%
Inventory of Homes for Sale	264	44	- 83.3%	—	—	—
Months Supply of Inventory	4.1	0.5	- 87.8%	—	—	—

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

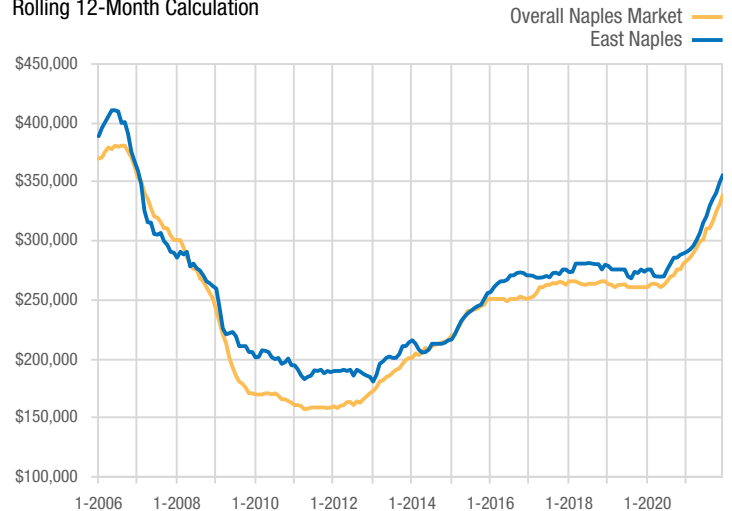
Median Closed Price - Single Family

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 – December 2021

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

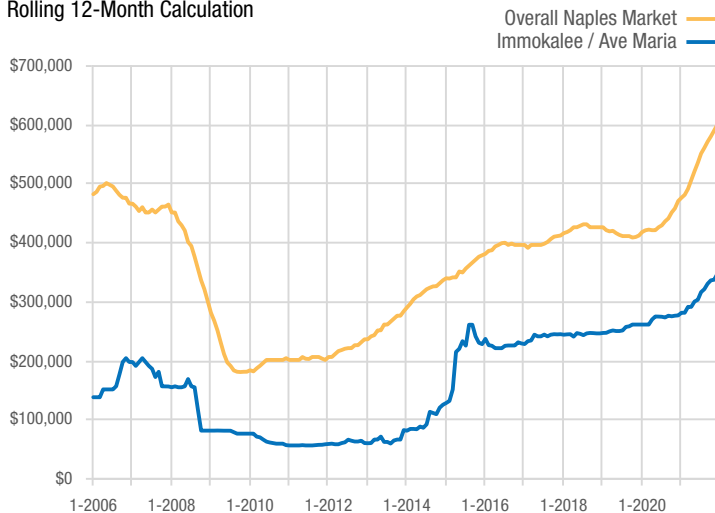
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	20	13	- 35.0%	275	287	+ 4.4%
Total Sales	17	22	+ 29.4%	190	292	+ 53.7%
Days on Market Until Sale	49	18	- 63.3%	88	41	- 53.4%
Median Closed Price*	\$302,000	\$402,450	+ 33.3%	\$275,500	\$346,000	+ 25.6%
Average Closed Price*	\$305,977	\$446,320	+ 45.9%	\$286,896	\$371,565	+ 29.5%
Percent of List Price Received*	97.7%	99.5%	+ 1.8%	97.3%	98.8%	+ 1.5%
Inventory of Homes for Sale	121	20	- 83.5%	—	—	—
Months Supply of Inventory	7.6	0.8	- 89.5%	—	—	—

Condo	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	0	2	—	47	45	- 4.3%
Total Sales	2	3	+ 50.0%	25	43	+ 72.0%
Days on Market Until Sale	52	173	+ 232.7%	129	96	- 25.6%
Median Closed Price*	\$259,950	\$231,998	- 10.8%	\$240,000	\$245,000	+ 2.1%
Average Closed Price*	\$259,950	\$243,998	- 6.1%	\$229,689	\$234,237	+ 2.0%
Percent of List Price Received*	94.6%	98.8%	+ 4.4%	95.9%	98.0%	+ 2.2%
Inventory of Homes for Sale	18	5	- 72.2%	—	—	—
Months Supply of Inventory	6.5	1.3	- 80.0%	—	—	—

* 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.

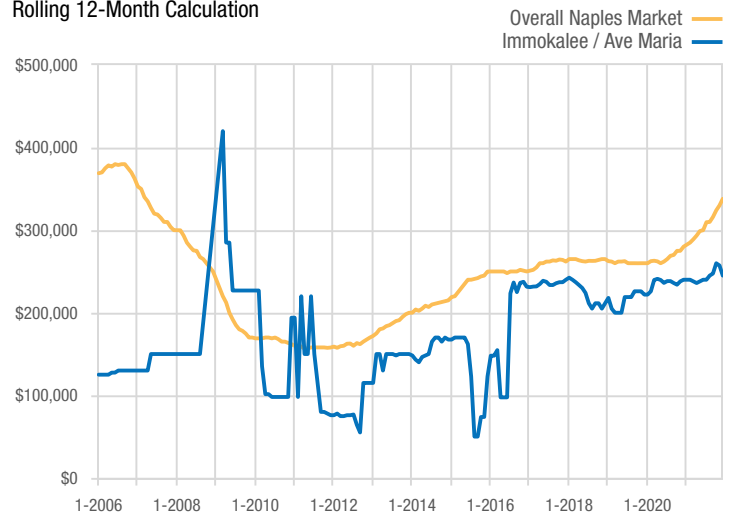
Median Closed Price - Single Family

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.