

Naples Area Market Report



March 2020

Like all industries impacted by the COVID-19 pandemic, the Naples area housing market was not immune to its effect in March. While home sales dropped, home prices remained steady, and in some cases, increased. Because the stay-at-home order went into effect mid-month, real estate activity during the first two weeks of March was strong, while activity during the second half of March tempered remarkably well. Brokers analyzing the March 2020 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), agree that the report showed one indisputable truth: The need for housing in the Naples area – whether it be a rental, new home construction, or homes in the resale market – is essential and still in demand.

Overall closed sales in March increased 15.8 percent to 1,148 closed sales compared to 991 closed sales in March 2019. This was an increase of 359 closed sales over February (789 closed sales) and 426 more closed sales than January (722 closed sales)! The report also showed a 22.5 percent increase in closed sales for the first quarter of 2020 (2,689 total closed sales) compared to the first quarter of 2019 (2,195 total closed sales).

Pending sales took a hit during the second half of March, down 38.1 percent for the month to 977 pending sales compared to 1,578 pending sales in March 2019. But pending sales increased 5.3 percent during the first quarter of 2020 compared to the first quarter of 2019. The Naples area housing market was on solid footing before the coronavirus pandemic flared up.

Even though showings in March decreased 41 percent compared to showings in February, there were still over 19,000 appointments scheduled to show homes in March. Serious buyers are not being discouraged by the stay-at-home order. Because real estate is considered essential, buyers can tour homes as long as they abide by the social-distancing order – or they can tour homes virtually with their REALTOR® on site hosting their virtual tour.

Overall inventory remained strong through March, with 5,772 available properties. This was a 27.5 percent decrease in inventory compared to March 2019, which had 7,965 properties available. Interestingly, while March had only 53 fewer homes on the market than what was available in February, the month of March had 11 more homes available in inventory than what was reported in January! Plus, Collier County holds steady with 6.4 months of supply compared to other highly desirable counties in Florida like Orlando, which reported 2.3 months of supply in March.

The overall median closed price in March increased 10 percent to \$372,750 compared to \$339,000 in March 2019. The month of March also reported the highest median closed price compared to the other months in the first quarter. However, while median closed prices for the single-family home market increased 16 percent in March to \$470,000 compared to \$405,500 in March 2019, the median closed price for the condominium market decreased 1.3 percent in March to \$276,500 compared to \$280,000 in March 2019.

Quick Facts

+ 15.8%	+ 10.0%	- 27.5%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 22.9%	+ 16.1%	+ 14.5%
Price Range With the Strongest Sales: \$1,000,001 to \$2,000,000	Bedroom Count With Strongest Sales: 4 Bedrooms or More	Property Type With Strongest Sales: Single Family

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Overall Market Overview

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



Key Metrics	Historical Sparkbars	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,401	1,210	- 13.6%	5,011	4,674	- 6.7%
Closed Sales		991	1,148	+ 15.8%	2,195	2,689	+ 22.5%
Days on Market until Sale		106	98	- 7.5%	102	100	- 2.0%
Median Closed Price		\$339,000	\$372,750	+ 10.0%	\$335,000	\$354,000	+ 5.7%
Average Closed Price		\$587,081	\$719,393	+ 22.5%	\$618,734	\$683,620	+ 10.5%
Percent of Current List Price Received		95.3%	95.8%	+ 0.5%	95.3%	95.6%	+ 0.3%
Pending Listings		1578	977	- 38.1%	3,668	3,862	+5.3%
Inventory of Homes for Sale		7,965	5,772	- 27.5%	—	—	—
Months Supply of Inventory		10.1	6.4	- 36.6%	—	—	—

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	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		702	612	- 12.8%	2,505	2,300	- 8.2%
Closed Sales		485	563	+ 16.1%	1,103	1,319	+ 19.6%
Days on Market until Sale		106	99	- 6.6%	102	103	+ 1.0%
Median Closed Price		\$405,500	\$470,000	+ 15.9%	\$400,000	\$440,200	+ 10.1%
Average Closed Price		\$750,465	\$937,990	+ 25.0%	\$790,058	\$878,855	+ 11.2%
Percent of Current List Price Received		95.4%	96.1%	+ 0.7%	95.5%	95.9%	+ 0.4%
Pending Listings		735	491	- 33.2%	1,765	1,896	+ 7.4%
Inventory of Homes for Sale		4,055	2,862	- 29.4%	—	—	—
Months Supply of Inventory		10.3	6.4	- 37.9%	—	—	—

Condo Market Overview

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



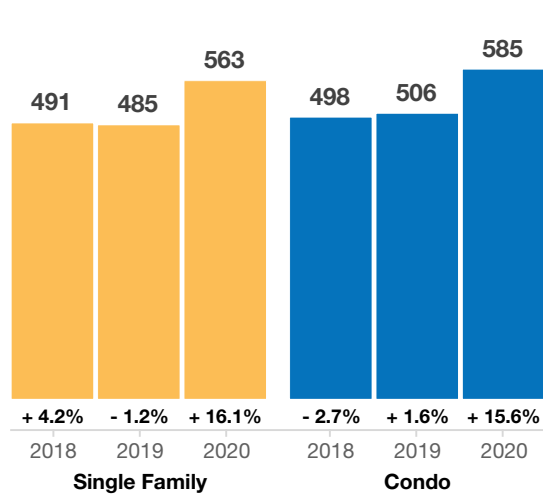
Key Metrics	Historical Sparkbars	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		699	598	- 14.4%	2,506	2,374	- 5.3%
Closed Sales		506	585	+ 15.6%	1,092	1,370	+ 25.5%
Days on Market until Sale		107	97	- 9.3%	103	97	- 5.8%
Median Closed Price		\$280,000	\$276,500	- 1.3%	\$270,000	\$279,000	+ 3.3%
Average Closed Price		\$430,800	\$509,017	+ 18.2%	\$445,841	\$495,377	+ 11.1%
Percent of Current List Price Received		95.2%	95.6%	+ 0.4%	95.1%	95.3%	+ 0.2%
Pending Listings		843	486	- 42.3%	1,903	1,966	+ 3.3%
Inventory of Homes for Sale		3,910	2,910	- 25.6%	—	—	—
Months Supply of Inventory		9.8	6.5	- 33.7%	—	—	—

Overall Closed Sales

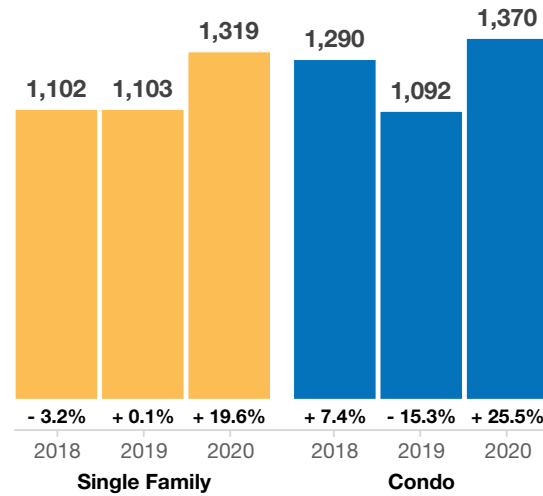
A count of the actual sales that closed in a given month.



March

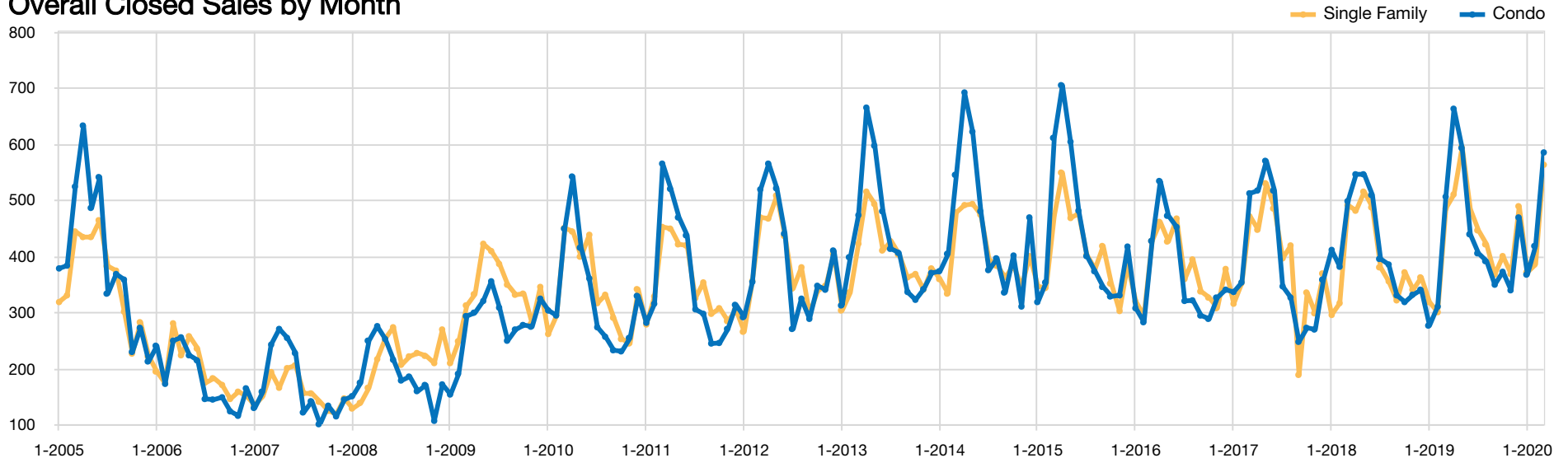


Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2019	510	+ 6.0%	663	+ 21.4%
May-2019	595	+ 15.5%	593	+ 8.6%
Jun-2019	484	- 0.6%	439	- 13.8%
Jul-2019	446	+ 17.4%	405	+ 2.5%
Aug-2019	421	+ 18.6%	391	+ 1.6%
Sep-2019	367	+ 14.3%	349	+ 5.8%
Oct-2019	400	+ 7.8%	372	+ 17.0%
Nov-2019	368	+ 8.2%	339	+ 2.4%
Dec-2019	489	+ 35.1%	469	+ 37.9%
Jan-2020	371	+ 16.7%	367	+ 33.0%
Feb-2020	385	+ 28.3%	418	+ 34.8%
Mar-2020	563	+ 16.1%	585	+ 15.6%
12-Month Avg	450	+ 14.5%	449	+ 12.5%

Overall Closed Sales by Month



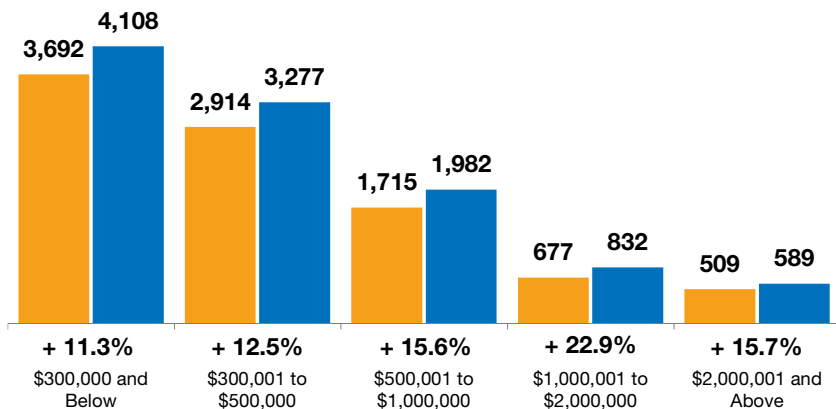
Overall Sales by Price Range

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



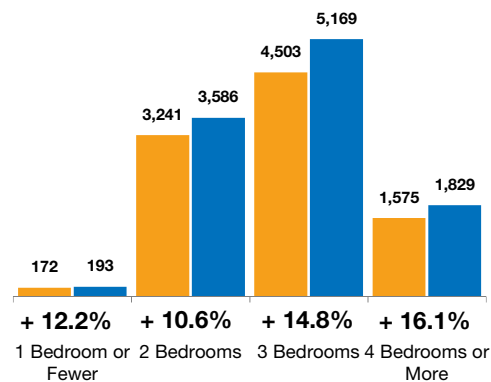
By Price Range

3-2019 3-2020



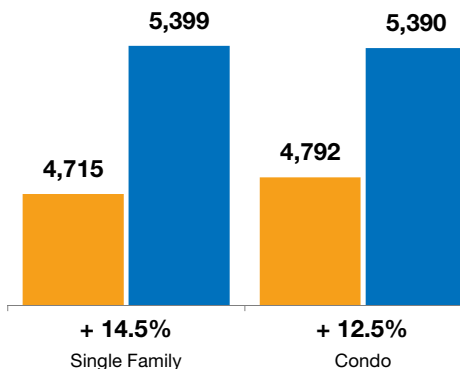
By Bedroom Count

3-2019 3-2020



By Property Type

3-2019 3-2020



All Properties

By Price Range

	3-2019	3-2020	Change
\$300,000 and Below	3,692	4,108	+ 11.3%
\$300,001 to \$500,000	2,914	3,277	+ 12.5%
\$500,001 to \$1,000,000	1,715	1,982	+ 15.6%
\$1,000,001 to \$2,000,000	677	832	+ 22.9%
\$2,000,001 and Above	509	589	+ 15.7%
All Price Ranges	9,507	10,789	+ 13.5%

Single Family

	3-2019	3-2020	Change
1 Bedroom or Fewer	1,020	1,074	+ 5.3%
2 Bedrooms	1,764	2,079	+ 17.9%
3 Bedrooms	1,149	1,323	+ 15.1%
4 Bedrooms or More	398	504	+ 26.6%
All Single Family	4,715	5,399	+ 14.5%

Condo

	3-2019	3-2020	Change
1 Bedroom or Fewer	2672	3034	+ 13.5%
2 Bedrooms	1150	1198	+ 4.2%
3 Bedrooms	566	659	+ 16.4%
4 Bedrooms or More	279	328	+ 17.6%
All Condo	4,792	5,390	+ 12.5%

By Bedroom Count

	3-2019	3-2020	Change
1 Bedroom or Fewer	172	193	+ 12.2%
2 Bedrooms	3,241	3,586	+ 10.6%
3 Bedrooms	4,503	5,169	+ 14.8%
4 Bedrooms or More	1,575	1,829	+ 16.1%
All Bedroom Counts	9,507	10,789	+ 13.5%

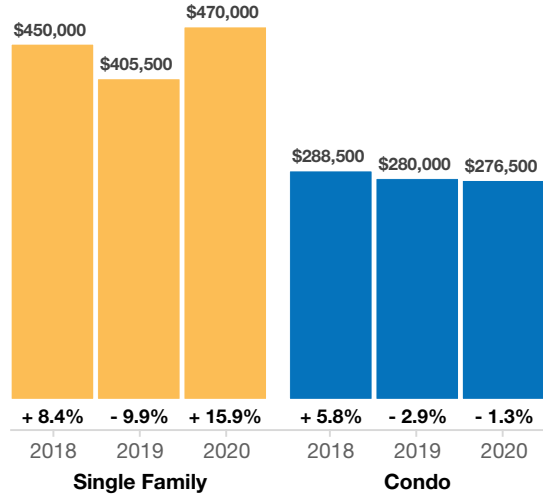
	3-2019	3-2020	Change
1 Bedroom or Fewer	25	26	+ 4.0%
2 Bedrooms	475	516	+ 8.6%
3 Bedrooms	2,718	3,134	+ 15.3%
4 Bedrooms or More	1,496	1,722	+ 15.1%
All Single Family	4,715	5,399	+ 14.5%

Overall Median Closed Price

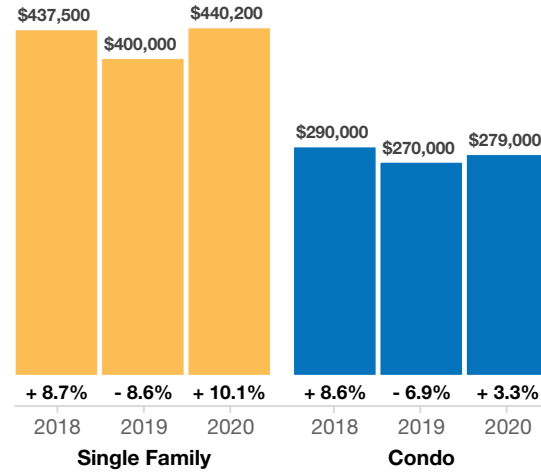
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



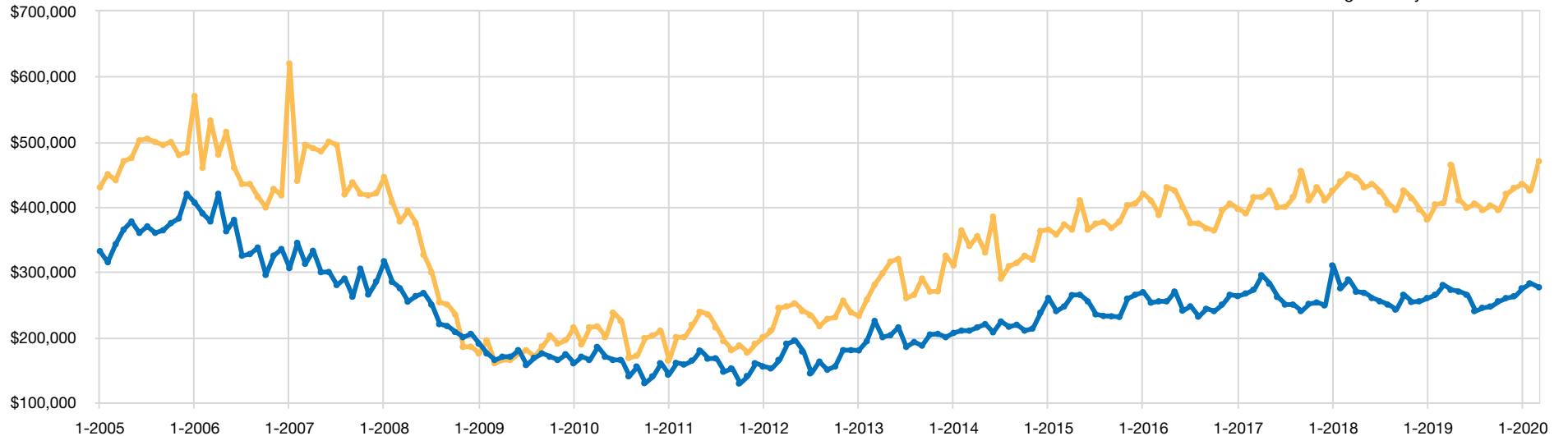
Year-to-Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2019	\$464,500	+ 4.4%	\$272,500	+ 1.0%
May-2019	\$410,000	- 4.7%	\$270,000	+ 0.7%
Jun-2019	\$398,450	- 8.4%	\$265,000	+ 1.9%
Jul-2019	\$405,000	- 4.4%	\$240,000	- 5.9%
Aug-2019	\$395,000	- 2.5%	\$245,000	- 2.0%
Sep-2019	\$402,000	+ 1.8%	\$247,000	+ 2.0%
Oct-2019	\$395,000	- 7.1%	\$255,000	- 3.8%
Nov-2019	\$420,000	+ 1.7%	\$260,000	+ 2.4%
Dec-2019	\$429,000	+ 8.4%	\$262,750	+ 3.0%
Jan-2020	\$435,000	+ 14.3%	\$275,000	+ 5.8%
Feb-2020	\$425,000	+ 5.3%	\$282,500	+ 6.6%
Mar-2020	\$470,000	+ 15.9%	\$276,500	- 1.3%
12-Month Avg*	\$421,000	+ 0.7%	\$263,000	+ 1.2%

* Median Closed Price for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

Overall Median Closed Price by Month



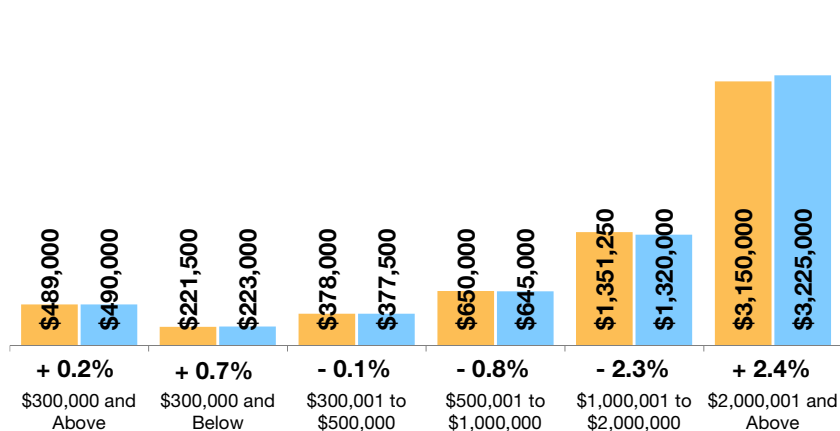
Overall Median Closed Price by Price Range

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



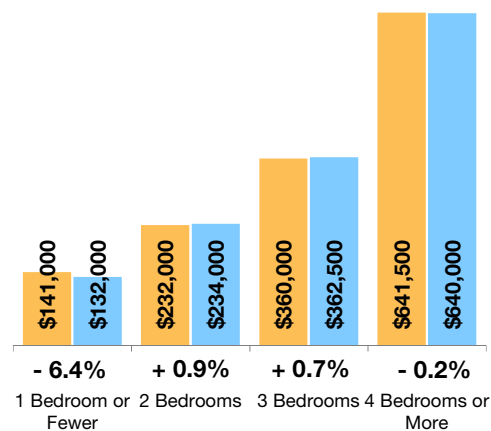
By Price Range

3-2019 3-2020



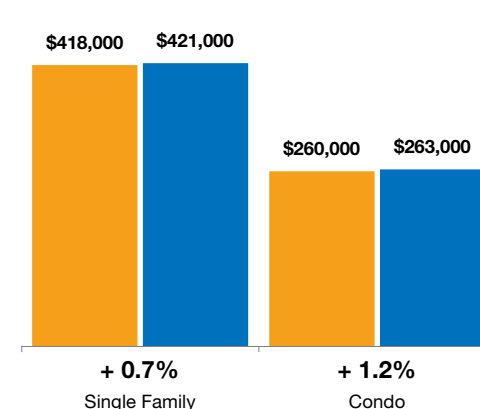
By Bedroom Count

3-2019 3-2020



By Property Type

3-2019 3-2020



All Properties

By Price Range

	3-2019	3-2020	Change
\$300,000 and Above	\$489,000	\$490,000	+ 0.2%
\$300,000 and Below	\$221,500	\$223,000	+ 0.7%
\$300,001 to \$500,000	\$378,000	\$377,500	- 0.1%
\$500,001 to \$1,000,000	\$650,000	\$645,000	- 0.8%
\$1,000,001 to \$2,000,000	\$1,351,250	\$1,320,000	- 2.3%
\$2,000,001 and Above	\$3,150,000	\$3,225,000	+ 2.4%
All Price Ranges	\$332,101	\$335,448	+ 1.0%

Single Family

	3-2019	3-2020	Change
\$300,000 and Above	\$495,000	\$490,000	- 1.0%
\$300,000 and Below	\$260,000	\$262,000	+ 0.8%
\$300,001 to \$500,000	\$385,000	\$385,000	0.0%
\$500,001 to \$1,000,000	\$645,000	\$640,000	- 0.8%
\$1,000,001 to \$2,000,000	\$1,357,500	\$1,325,000	- 2.4%
\$2,000,001 and Above	\$3,300,000	\$3,400,000	+ 3.0%
All Price Ranges	\$418,000	\$421,000	+ 0.7%

Condo

	3-2019	3-2020	Change
\$300,000 and Above	\$470,000	\$490,000	+ 4.3%
\$300,000 and Below	\$205,000	\$205,000	0.0%
\$300,001 to \$500,000	\$362,250	\$360,000	- 0.6%
\$500,001 to \$1,000,000	\$679,500	\$652,750	- 3.9%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,300,000	- 3.7%
\$2,000,001 and Above	\$2,850,000	\$2,852,500	+ 0.1%
All Price Ranges	\$260,000	\$263,000	+ 1.2%

By Bedroom Count

	3-2019	3-2020	Change
1 Bedroom or Fewer	\$141,000	\$132,000	- 6.4%
2 Bedrooms	\$232,000	\$234,000	+ 0.9%
3 Bedrooms	\$360,000	\$362,500	+ 0.7%
4 Bedrooms or More	\$641,500	\$640,000	- 0.2%
All Bedroom Counts	\$332,101	\$335,448	+ 1.0%

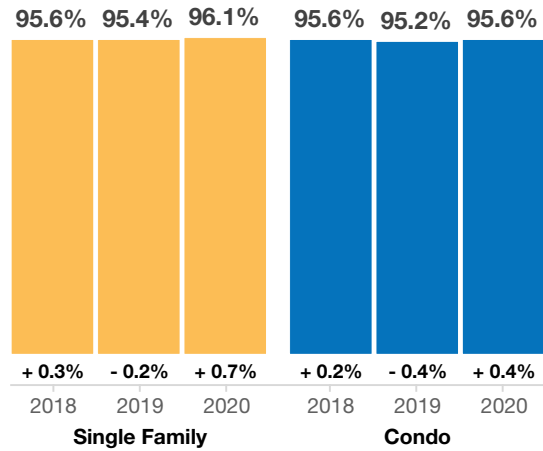
	3-2019	3-2020	Change
1 Bedroom or Fewer	\$80,000	\$95,000	+ 18.8%
2 Bedrooms	\$275,000	\$285,000	+ 3.6%
3 Bedrooms	\$380,000	\$383,500	+ 0.9%
4 Bedrooms or More	\$640,000	\$630,000	- 1.6%
All Bedroom Counts	\$418,000	\$421,000	+ 0.7%

Overall Percent of Current List Price Received

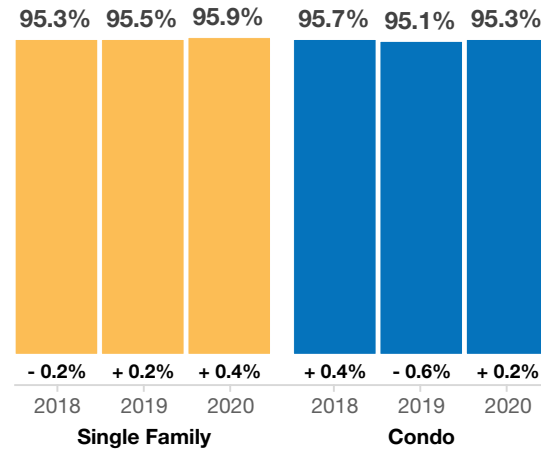


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March



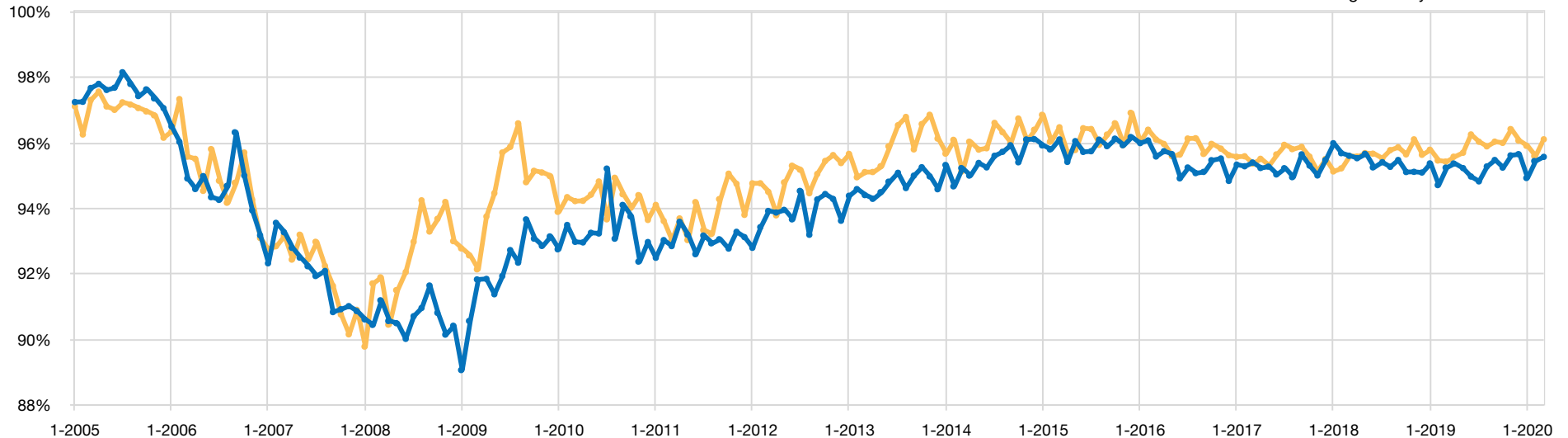
Year-to-Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2019	95.6%	0.0%	95.4%	- 0.1%
May-2019	95.7%	0.0%	95.2%	- 0.4%
Jun-2019	96.2%	+ 0.5%	95.0%	- 0.2%
Jul-2019	96.0%	+ 0.5%	94.8%	- 0.6%
Aug-2019	95.9%	+ 0.1%	95.3%	0.0%
Sep-2019	96.0%	+ 0.2%	95.5%	0.0%
Oct-2019	96.0%	+ 0.4%	95.2%	+ 0.1%
Nov-2019	96.4%	+ 0.3%	95.6%	+ 0.5%
Dec-2019	96.1%	+ 0.5%	95.6%	+ 0.5%
Jan-2020	95.9%	+ 0.1%	94.9%	- 0.5%
Feb-2020	95.6%	+ 0.2%	95.4%	+ 0.7%
Mar-2020	96.1%	+ 0.7%	95.6%	+ 0.4%
12-Month Avg*	95.9%	+ 0.3%	95.3%	+ 0.0%

* Pct. of List Price Received for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

Overall Percent of Current List Price Received by Month

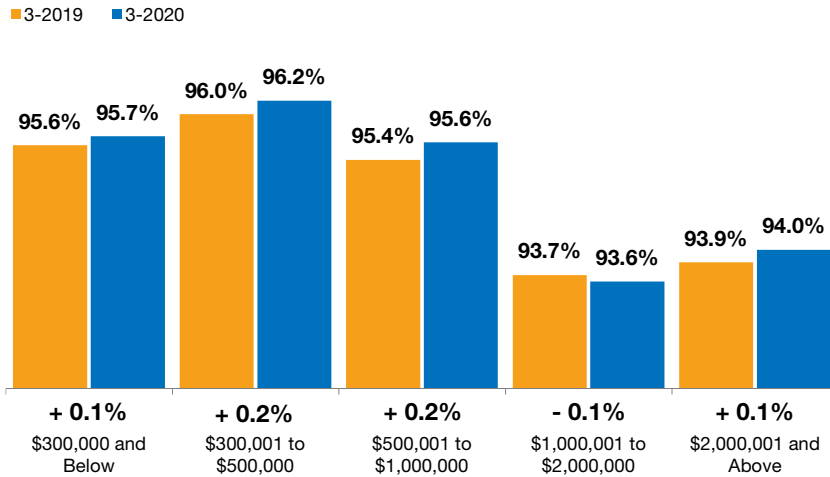


Percent of Current List Price Received by Price Range

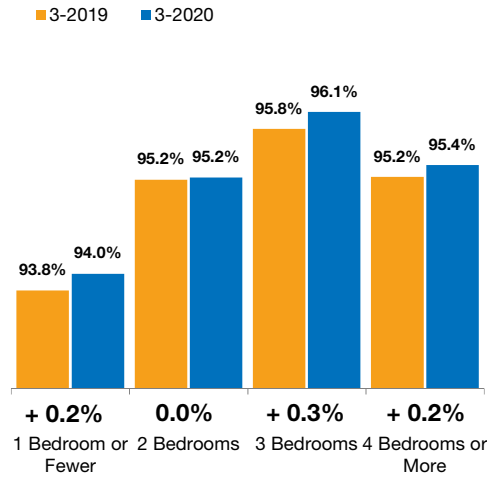


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

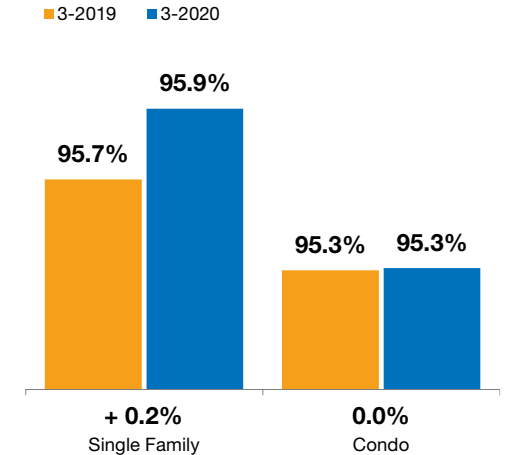
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2019	3-2020	Change
\$300,000 and Below	95.6%	95.7%	+ 0.1%
\$300,001 to \$500,000	96.0%	96.2%	+ 0.2%
\$500,001 to \$1,000,000	95.4%	95.6%	+ 0.2%
\$1,000,001 to \$2,000,000	93.7%	93.6%	- 0.1%
\$2,000,001 and Above	93.9%	94.0%	+ 0.1%
All Price Ranges	95.5%	95.6%	+ 0.1%

Single Family

3-2019	3-2020	Change
96.4%	96.7%	+ 0.3%
96.2%	96.5%	+ 0.3%
95.4%	95.9%	+ 0.5%
93.3%	93.1%	- 0.2%
93.6%	93.8%	+ 0.2%
95.7%	95.9%	+ 0.2%

Condo

3-2019	3-2020	Change
95.2%	95.3%	+ 0.1%
95.7%	95.7%	0.0%
95.4%	95.1%	- 0.3%
94.2%	94.3%	+ 0.1%
94.6%	94.6%	0.0%
95.3%	95.3%	0.0%

By Bedroom Count

By Bedroom Count	3-2019	3-2020	Change
1 Bedroom or Fewer	93.8%	94.0%	+ 0.2%
2 Bedrooms	95.2%	95.2%	0.0%
3 Bedrooms	95.8%	96.1%	+ 0.3%
4 Bedrooms or More	95.2%	95.4%	+ 0.2%
All Bedroom Counts	95.5%	95.6%	+ 0.1%

3-2019	3-2020	Change
90.4%	92.8%	+ 2.7%
94.5%	94.8%	+ 0.3%
96.1%	96.5%	+ 0.4%
95.3%	95.4%	+ 0.1%
95.7%	95.9%	+ 0.2%

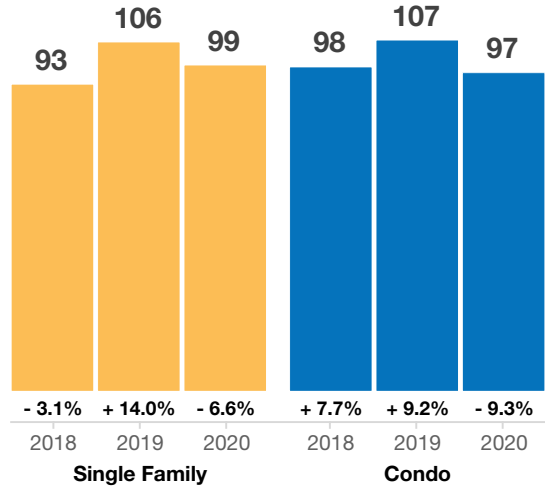
3-2019	3-2020	Change
94.3%	94.1%	- 0.2%
95.3%	95.3%	0.0%
95.4%	95.4%	0.0%
94.4%	95.5%	+ 1.2%
95.3%	95.3%	0.0%

Overall Days on Market until Sale

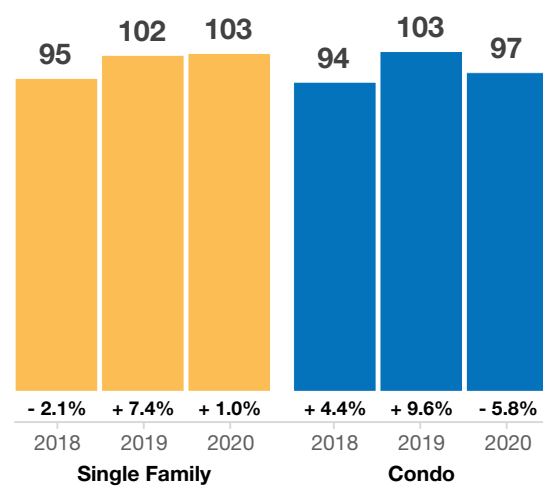
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



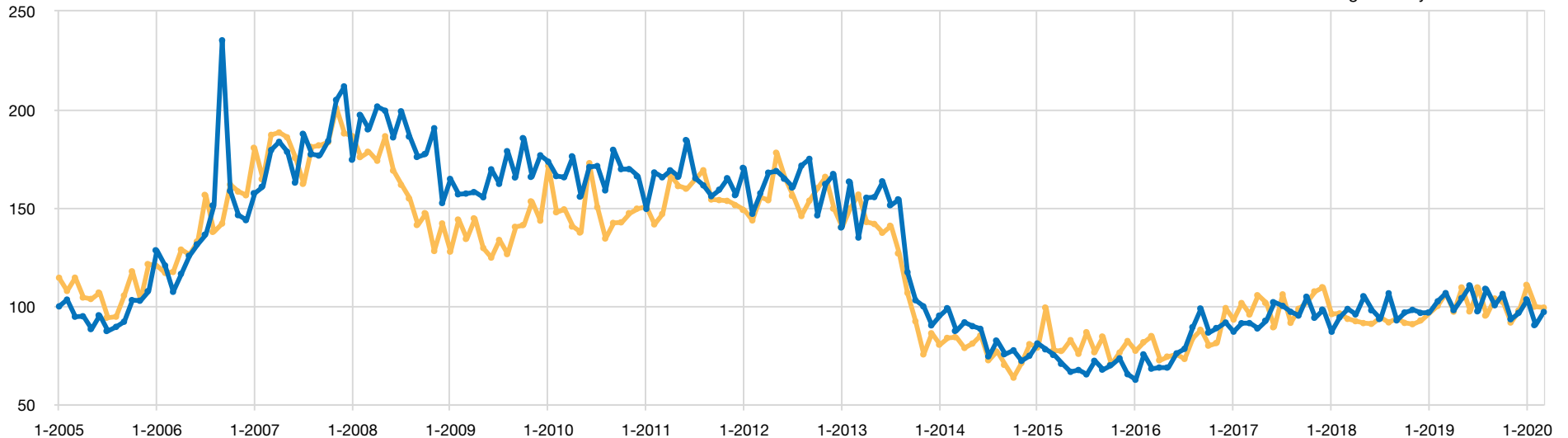
Year-to-Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2019	97	+ 5.4%	98	+ 2.1%
May-2019	109	+ 19.8%	104	- 1.0%
Jun-2019	97	+ 6.6%	110	+ 12.2%
Jul-2019	109	+ 16.0%	97	+ 4.3%
Aug-2019	95	+ 3.3%	109	+ 2.8%
Sep-2019	104	+ 10.6%	100	+ 7.5%
Oct-2019	102	+ 12.1%	106	+ 9.3%
Nov-2019	92	+ 1.1%	93	- 5.1%
Dec-2019	98	+ 5.4%	96	0.0%
Jan-2020	111	+ 15.6%	103	+ 6.2%
Feb-2020	100	0.0%	90	- 11.8%
Mar-2020	99	- 6.6%	97	- 9.3%
12-Month Avg*	101	+ 7.3%	100	+ 1.0%

* Days on Market for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

Overall Days on Market until Sale by Month



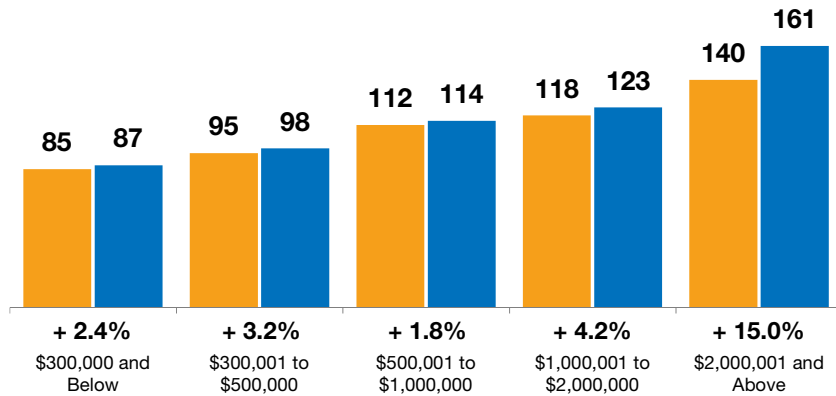
Overall Days on Market Until Sale by Price Range

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



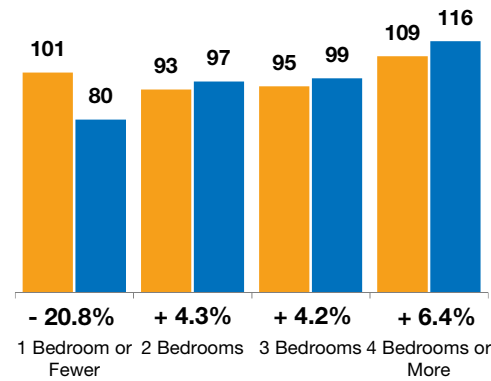
By Price Range

3-2019 3-2020



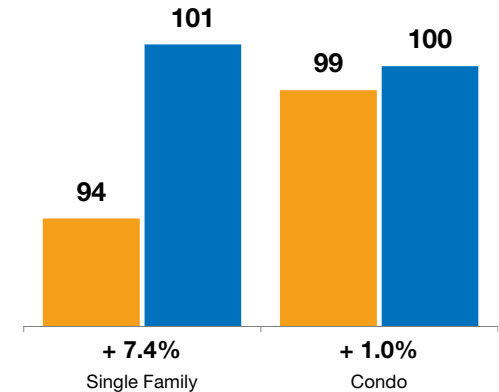
By Bedroom Count

3-2019 3-2020



By Property Type

3-2019 3-2020



All Properties

By Price Range

	3-2019	3-2020	Change
\$300,000 and Below	85	87	+ 2.4%
\$300,001 to \$500,000	95	98	+ 3.2%
\$500,001 to \$1,000,000	112	114	+ 1.8%
\$1,000,001 to \$2,000,000	118	123	+ 4.2%
\$2,000,001 and Above	140	161	+ 15.0%
All Price Ranges	97	101	+ 4.1%

Single Family

	3-2019	3-2020	Change
1 Bedroom or 2 Bedrooms Fewer	69	73	+ 5.8%
3 Bedrooms	89	95	+ 6.7%
4 Bedrooms	106	112	+ 5.7%
4 Bedrooms or More	122	122	0.0%
	147	174	+ 18.4%
All Single Family	94	101	+ 7.4%

Condo

	3-2019	3-2020	Change
1 Bedroom or 2 Bedrooms Fewer	91	93	+ 2.2%
3 Bedrooms	105	102	- 2.9%
4 Bedrooms	123	120	- 2.4%
4 Bedrooms or More	112	124	+ 10.7%
	116	126	+ 8.6%
All Condo	99	100	+ 1.0%

By Bedroom Count

	3-2019	3-2020	Change
1 Bedroom or Fewer	101	80	- 20.8%
2 Bedrooms	93	97	+ 4.3%
3 Bedrooms	95	99	+ 4.2%
4 Bedrooms or More	109	116	+ 6.4%
All Bedroom Counts	97	101	+ 4.1%

	3-2019	3-2020	Change
1 Bedroom or Fewer	144	117	- 18.8%
2 Bedrooms	88	90	+ 2.3%
3 Bedrooms	88	95	+ 8.0%
4 Bedrooms or More	107	116	+ 8.4%
All Single Family	94	101	+ 7.4%

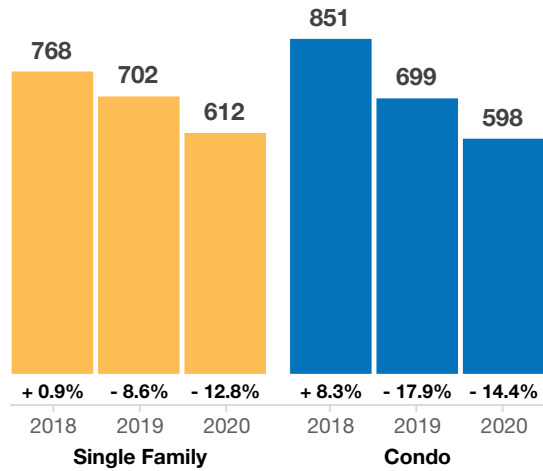
	3-2019	3-2020	Change
1 Bedroom or Fewer	94	74	- 21.5%
2 Bedrooms	94	98	+ 4.0%
3 Bedrooms	106	105	- 0.9%
4 Bedrooms or More	135	105	- 21.9%
All Condo	99	100	+ 1.0%

Overall New Listings

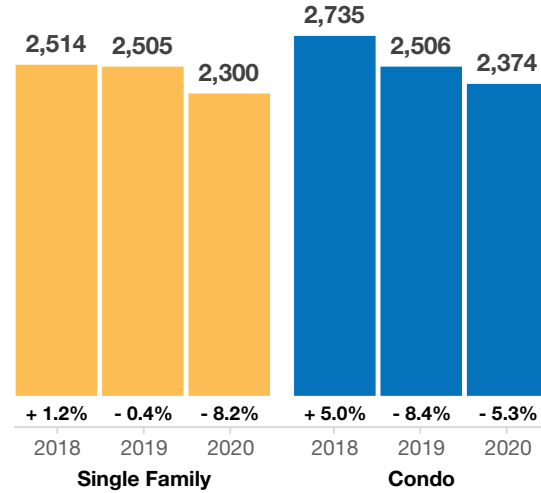
A count of the properties that have been newly listed on the market in a given month.



March

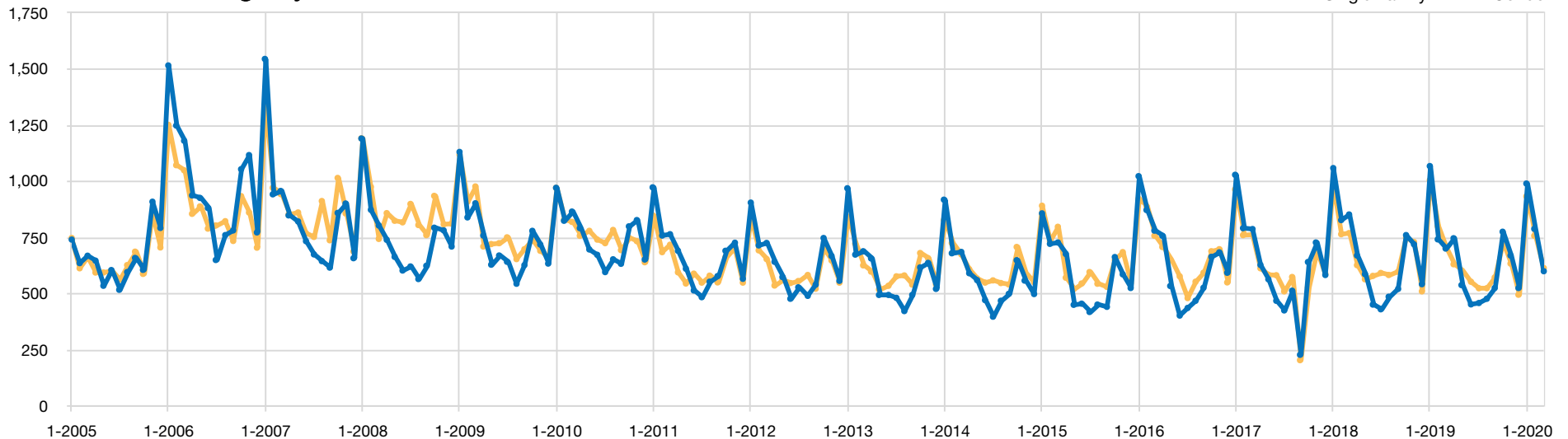


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2019	629	+ 0.6%	745	+ 11.5%
May-2019	601	+ 6.9%	536	- 8.4%
Jun-2019	551	- 4.5%	450	+ 0.2%
Jul-2019	522	- 11.5%	456	+ 6.5%
Aug-2019	522	- 10.2%	475	- 1.9%
Sep-2019	570	- 4.4%	523	+ 0.8%
Oct-2019	727	- 2.7%	774	+ 2.0%
Nov-2019	632	- 13.2%	668	- 7.0%
Dec-2019	493	- 3.0%	523	- 3.1%
Jan-2020	932	- 7.2%	989	- 7.3%
Feb-2020	756	- 5.4%	787	+ 6.4%
Mar-2020	612	- 12.8%	598	- 14.4%
12-Month Avg	629	- 5.8%	627	- 1.7%

Overall New Listings by Month

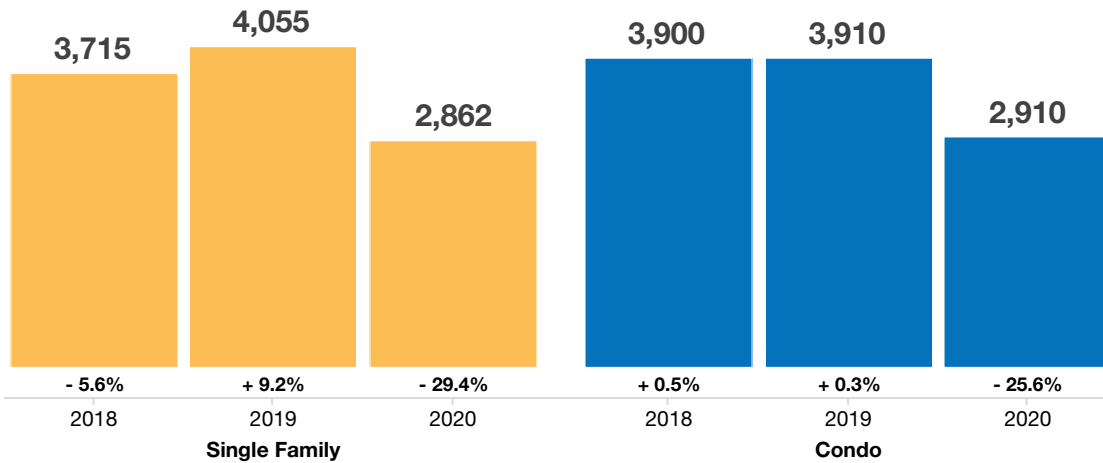


Overall Inventory of Homes for Sale

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

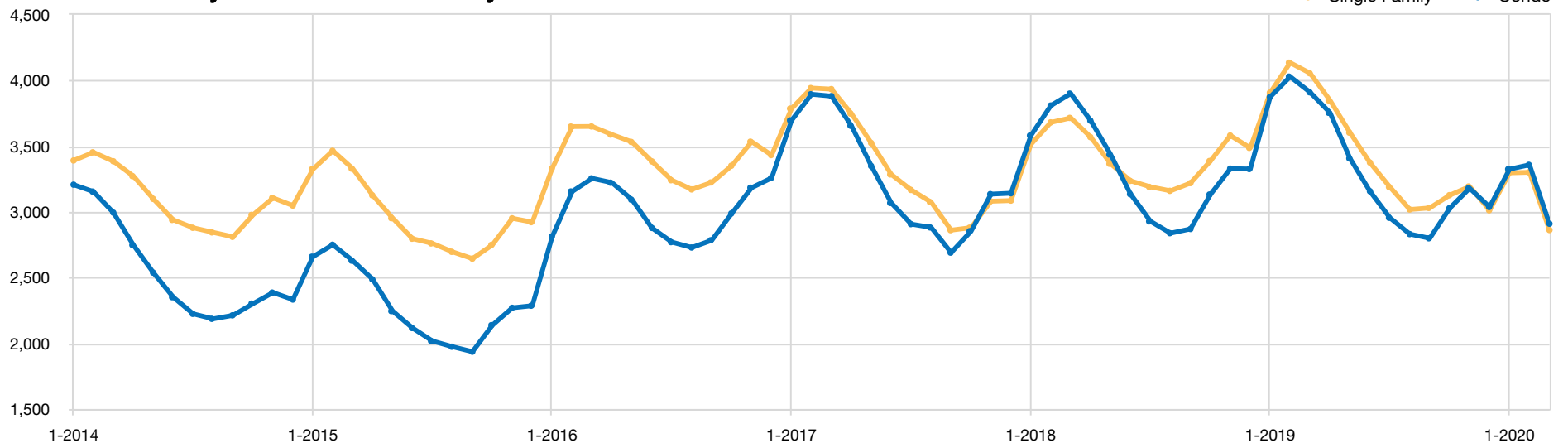


March



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2019	3,848	+ 7.8%	3,754	+ 1.6%
May-2019	3,603	+ 7.0%	3,407	- 0.8%
Jun-2019	3,375	+ 4.3%	3,157	+ 0.7%
Jul-2019	3,189	0.0%	2,955	+ 0.9%
Aug-2019	3,018	- 4.5%	2,831	- 0.2%
Sep-2019	3,030	- 5.9%	2,799	- 2.5%
Oct-2019	3,127	- 7.7%	3,028	- 3.3%
Nov-2019	3,193	- 10.8%	3,180	- 4.5%
Dec-2019	3,012	- 13.6%	3,037	- 8.7%
Jan-2020	3,297	- 15.6%	3,325	- 14.2%
Feb-2020	3,301	- 20.2%	3,358	- 16.7%
Mar-2020	2,862	- 29.4%	2,910	- 25.6%
12-Month Avg	3,238	- 8.1%	3,145	- 6.8%

Overall Inventory of Homes for Sale by Month



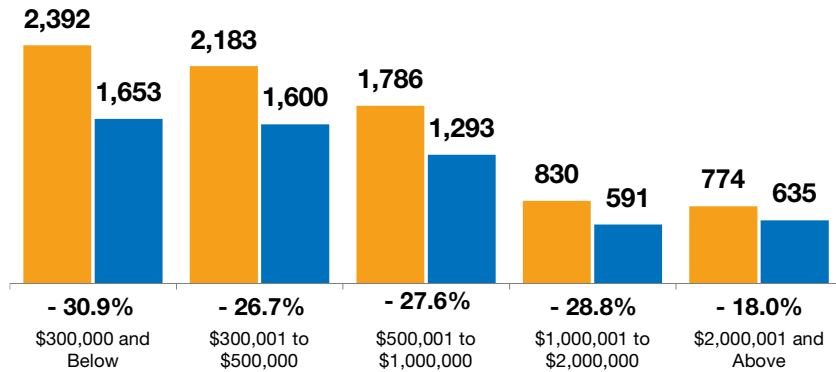
Overall Inventory of Homes for Sale by Price Range

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



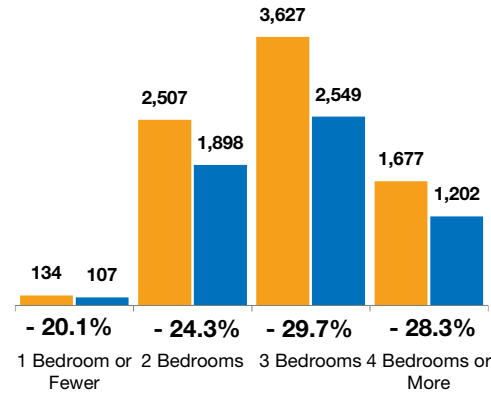
By Price Range

3-2019 3-2020



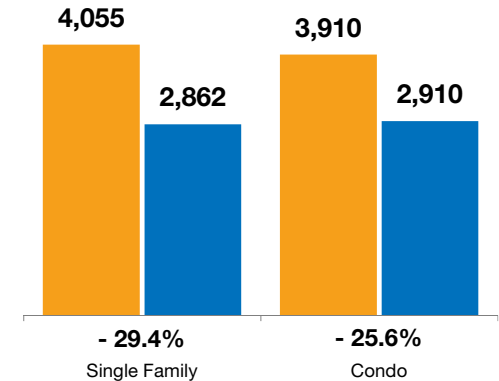
By Bedroom Count

3-2019 3-2020



By Property Type

3-2019 3-2020



All Properties

By Price Range

	3-2019	3-2020	Change
\$300,000 and Below	2,392	1,653	- 30.9%
\$300,001 to \$500,000	2,183	1,600	- 26.7%
\$500,001 to \$1,000,000	1,786	1,293	- 27.6%
\$1,000,001 to \$2,000,000	830	591	- 28.8%
\$2,000,001 and Above	774	635	- 18.0%
All Price Ranges	7,965	5,772	- 27.5%

Single Family

	3-2019	3-2020	Change
1 Bedroom or Fewer	500	299	- 40.2%
2 Bedrooms	1,285	854	- 33.5%
3 Bedrooms	1,156	863	- 25.3%
4 Bedrooms or More	519	367	- 29.3%
All Single Family	4,055	2,862	- 29.4%

Condo

	3-2019	3-2020	Change
1 Bedroom or Fewer	1892	1354	- 28.4%
2 Bedrooms	898	746	- 16.9%
3 Bedrooms	630	430	- 31.7%
4 Bedrooms or More	311	224	- 28.0%
All Condo	3,910	2,910	- 25.6%

By Bedroom Count

	3-2019	3-2020	Change
1 Bedroom or Fewer	134	107	- 20.1%
2 Bedrooms	2,507	1,898	- 24.3%
3 Bedrooms	3,627	2,549	- 29.7%
4 Bedrooms or More	1,677	1,202	- 28.3%
All Bedroom Counts	7,965	5,772	- 27.5%

	3-2019	3-2020	Change
1 Bedroom or Fewer	29	24	- 17.2%
2 Bedrooms	356	245	- 31.2%
3 Bedrooms	2,111	1,474	- 30.2%
4 Bedrooms or More	1,554	1,113	- 28.4%
All Single Family	4,055	2,862	- 29.4%

	3-2019	3-2020	Change
1 Bedroom or Fewer	105	83	- 21.0%
2 Bedrooms	2,151	1,653	- 23.2%
3 Bedrooms	1,516	927	- 38.9%
4 Bedrooms or More	123	89	- 27.6%
All Condo	3,910	2,910	- 25.6%

Listing and Sales Summary Report

March 2020



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Mar-20	Mar-19	% Change	Mar-20	Mar-19	% Change	Mar-20	Mar-19	% Change	Mar-20	Mar-19	% Change
Overall Naples Market*	\$372,750	\$339,000	+10.0%	1148	991	+15.8%	5,772	7,965	-27.5%	98	106	-7.5%
Collier County	\$390,000	\$349,450	+11.6%	1275	1073	+18.8%	6,470	8,907	-27.4%	102	106	-3.8%
Ave Maria	\$275,000	\$249,500	+10.2%	13	8	+62.5%	103	99	+4.0%	136	248	-45.2%
Central Naples	\$282,000	\$287,000	-1.7%	145	161	-9.9%	729	1,036	-29.6%	94	95	-1.1%
East Naples	\$329,000	\$323,750	+1.6%	267	241	+10.8%	1,115	1,518	-26.5%	89	106	-16.0%
Everglades City	\$275,000	--	--	1	0	--	10	6	+66.7%	125	--	--
Immokalee	\$201,900	\$143,400	+40.8%	3	2	+50.0%	12	23	-47.8%	60	120	-50.0%
Immokalee / Ave Maria	\$258,500	\$245,500	+5.3%	16	10	+60.0%	115	121	-5.0%	122	222	-45.0%
Naples	\$375,000	\$340,000	+10.3%	1133	981	+15.5%	5,660	7,845	-27.9%	98	105	-6.7%
Naples Beach	\$950,000	\$885,000	+7.3%	241	175	+37.7%	1,366	1,837	-25.6%	114	109	+4.6%
North Naples	\$395,000	\$375,000	+5.3%	270	248	+8.9%	1,477	2,129	-30.6%	97	107	-9.3%
South Naples	\$282,000	\$267,500	+5.4%	209	156	+34.0%	970	1,324	-26.7%	92	108	-14.8%
34102	\$1,575,000	\$1,025,000	+53.7%	74	54	+37.0%	464	632	-26.6%	110	125	-12.0%
34103	\$940,000	\$902,500	+4.2%	65	62	+4.8%	392	504	-22.2%	95	120	-20.8%
34104	\$220,000	\$260,000	-15.4%	63	79	-20.3%	344	472	-27.1%	93	96	-3.1%
34105	\$400,000	\$347,500	+15.1%	51	52	-1.9%	296	422	-29.9%	115	95	+21.1%
34108	\$717,500	\$650,000	+10.4%	102	59	+72.9%	510	701	-27.2%	130	82	+58.5%
34109	\$345,000	\$350,000	-1.4%	69	67	+3.0%	334	493	-32.3%	72	98	-26.5%
34110	\$418,000	\$374,500	+11.6%	97	80	+21.3%	601	797	-24.6%	115	108	+6.5%
34112	\$211,500	\$180,000	+17.5%	100	90	+11.1%	478	661	-27.7%	70	87	-19.5%
34113	\$360,000	\$345,000	+4.3%	109	66	+65.2%	492	663	-25.8%	113	136	-16.9%
34114	\$377,300	\$335,000	+12.6%	113	101	+11.9%	523	688	-24.0%	108	117	-7.7%
34116	\$282,000	\$288,000	-2.1%	31	30	+3.3%	89	142	-37.3%	63	92	-31.5%
34117	\$299,900	\$306,000	-2.0%	25	22	+13.6%	100	153	-34.6%	46	64	-28.1%
34119	\$417,000	\$390,000	+6.9%	104	101	+3.0%	541	838	-35.4%	98	113	-13.3%
34120	\$325,000	\$315,000	+3.2%	129	118	+9.3%	492	677	-27.3%	81	104	-22.1%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$258,500	\$245,500	+5.3%	16	10	+60.0%	115	121	-5.0%	122	222	-45.0%

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

Local Market Update – March 2020

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Naples Beach

34102, 34103, 34108

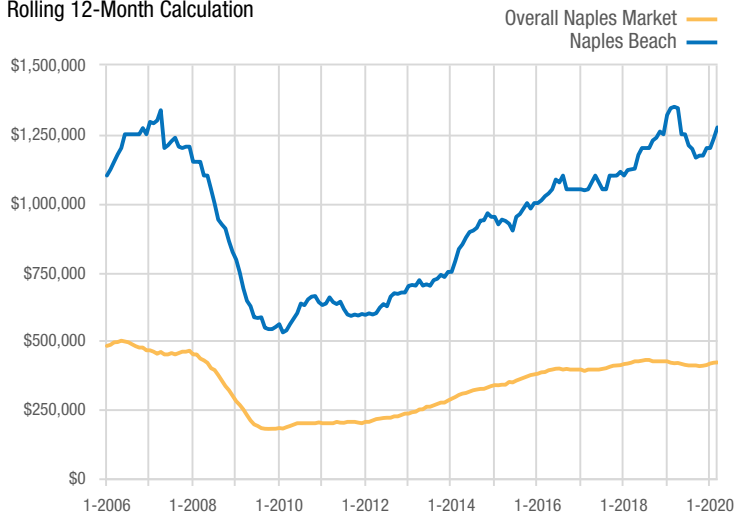
Single Family	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	112	86	- 23.2%	434	363	- 16.4%
Closed Sales	63	86	+ 36.5%	148	215	+ 45.3%
Days on Market until Sale	115	118	+ 2.6%	123	133	+ 8.1%
Median Closed Price*	\$1,360,000	\$2,150,000	+ 58.1%	\$1,605,000	\$1,850,000	+ 15.3%
Average Closed Price*	\$2,017,659	\$2,731,580	+ 35.4%	\$2,460,778	\$2,504,175	+ 1.8%
Percent of Current List Price Received*	93.4%	93.5%	+ 0.1%	94.0%	93.8%	- 0.2%
Inventory of Homes for Sale	801	559	- 30.2%	—	—	—
Months Supply of Inventory	15.3	8.6	- 43.8%	—	—	—

Condo	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	159	131	- 17.6%	605	589	- 2.6%
Closed Sales	112	155	+ 38.4%	242	345	+ 42.6%
Days on Market until Sale	105	112	+ 6.7%	105	112	+ 6.7%
Median Closed Price*	\$801,500	\$740,000	- 7.7%	\$762,500	\$700,000	- 8.2%
Average Closed Price*	\$961,362	\$1,068,217	+ 11.1%	\$1,030,562	\$1,073,044	+ 4.1%
Percent of Current List Price Received*	94.8%	94.4%	- 0.4%	94.7%	94.5%	- 0.2%
Inventory of Homes for Sale	1,036	807	- 22.1%	—	—	—
Months Supply of Inventory	12.2	8.2	- 32.8%	—	—	—

* 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.

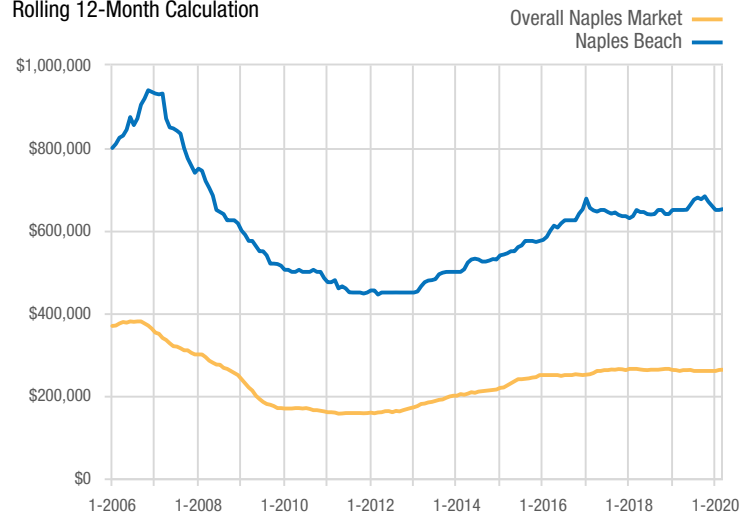
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – March 2020

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North Naples

34109, 34110, 34119

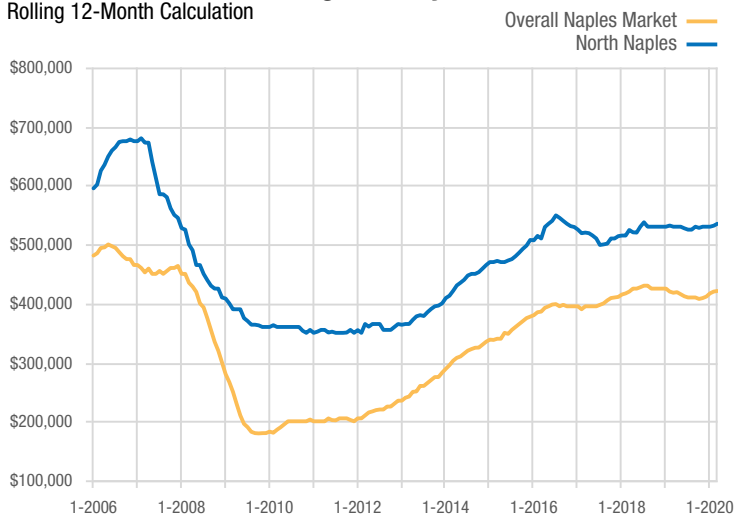
Single Family	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	187	142	- 24.1%	646	563	- 12.8%
Closed Sales	109	125	+ 14.7%	258	294	+ 14.0%
Days on Market until Sale	107	105	- 1.9%	102	93	- 8.8%
Median Closed Price*	\$544,900	\$555,000	+ 1.9%	\$552,500	\$567,000	+ 2.6%
Average Closed Price*	\$844,492	\$919,727	+ 8.9%	\$787,492	\$833,635	+ 5.9%
Percent of Current List Price Received*	94.7%	96.2%	+ 1.6%	94.9%	95.8%	+ 0.9%
Inventory of Homes for Sale	1,093	736	- 32.7%	—	—	—
Months Supply of Inventory	10.6	6.5	- 38.7%	—	—	—

Condo	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	198	156	- 21.2%	668	620	- 7.2%
Closed Sales	139	145	+ 4.3%	296	363	+ 22.6%
Days on Market until Sale	108	91	- 15.7%	109	84	- 22.9%
Median Closed Price*	\$267,500	\$268,000	+ 0.2%	\$270,000	\$270,000	0.0%
Average Closed Price*	\$331,733	\$396,637	+ 19.6%	\$348,067	\$388,756	+ 11.7%
Percent of Current List Price Received*	95.1%	95.9%	+ 0.8%	95.2%	95.8%	+ 0.6%
Inventory of Homes for Sale	1,036	741	- 28.5%	—	—	—
Months Supply of Inventory	9.0	6.0	- 33.3%	—	—	—

* 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.

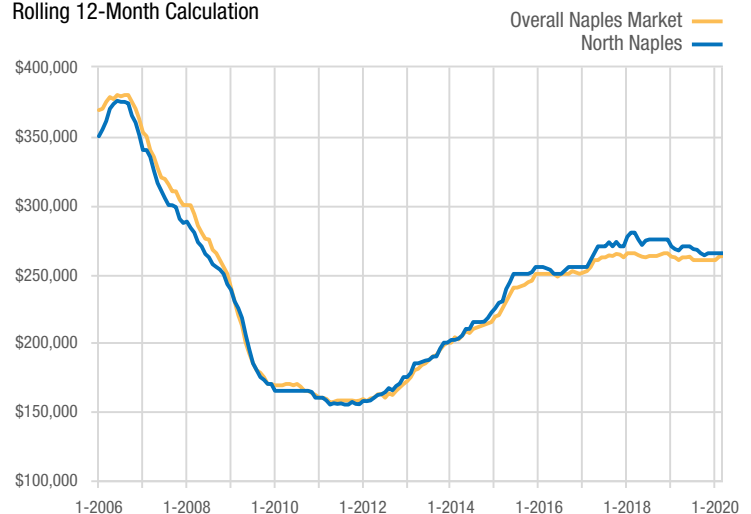
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

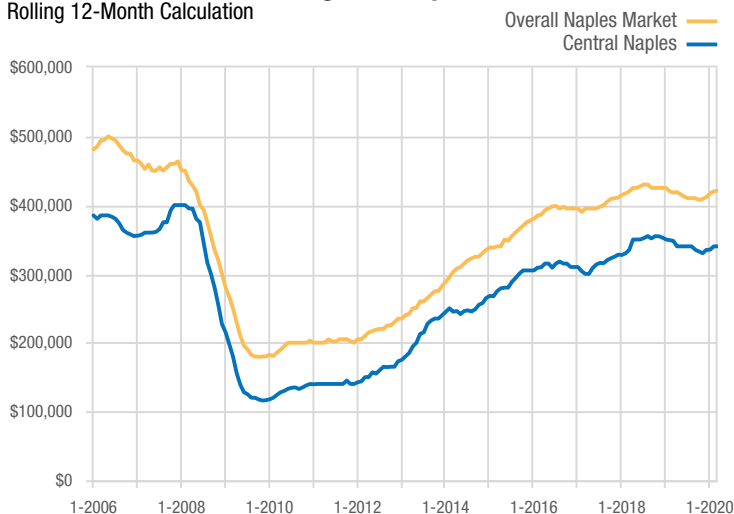
Single Family	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	90	65	- 27.8%	342	299	- 12.6%
Closed Sales	84	75	- 10.7%	161	186	+ 15.5%
Days on Market until Sale	103	105	+ 1.9%	95	102	+ 7.4%
Median Closed Price*	\$349,450	\$375,000	+ 7.3%	\$322,000	\$356,450	+ 10.7%
Average Closed Price*	\$529,538	\$665,403	+ 25.7%	\$500,243	\$562,064	+ 12.4%
Percent of Current List Price Received*	96.1%	96.0%	- 0.1%	96.2%	95.9%	- 0.3%
Inventory of Homes for Sale	512	338	- 34.0%	—	—	—
Months Supply of Inventory	8.9	5.4	- 39.3%	—	—	—

Condo	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	96	91	- 5.2%	365	352	- 3.6%
Closed Sales	77	70	- 9.1%	184	194	+ 5.4%
Days on Market until Sale	86	83	- 3.5%	100	81	- 19.0%
Median Closed Price*	\$183,500	\$199,000	+ 8.4%	\$180,500	\$195,000	+ 8.0%
Average Closed Price*	\$223,354	\$233,731	+ 4.6%	\$218,296	\$220,812	+ 1.2%
Percent of Current List Price Received*	95.3%	95.9%	+ 0.6%	95.1%	95.4%	+ 0.3%
Inventory of Homes for Sale	524	391	- 25.4%	—	—	—
Months Supply of Inventory	7.4	5.7	- 23.0%	—	—	—

* 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.

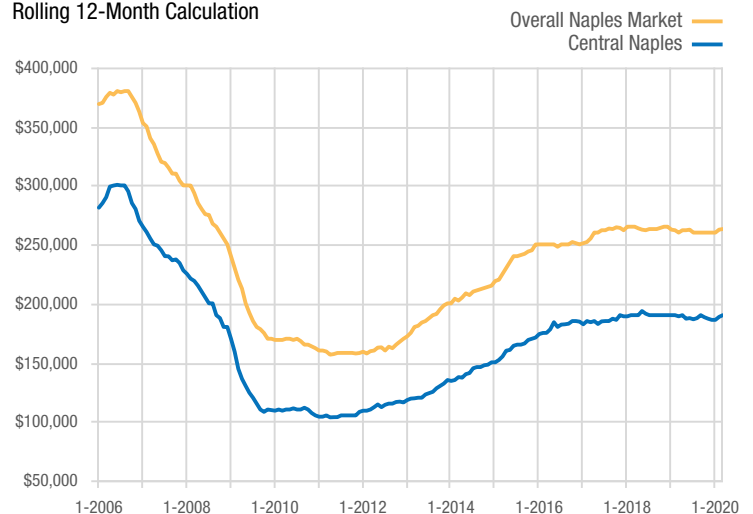
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – March 2020

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South Naples

34112, 34113

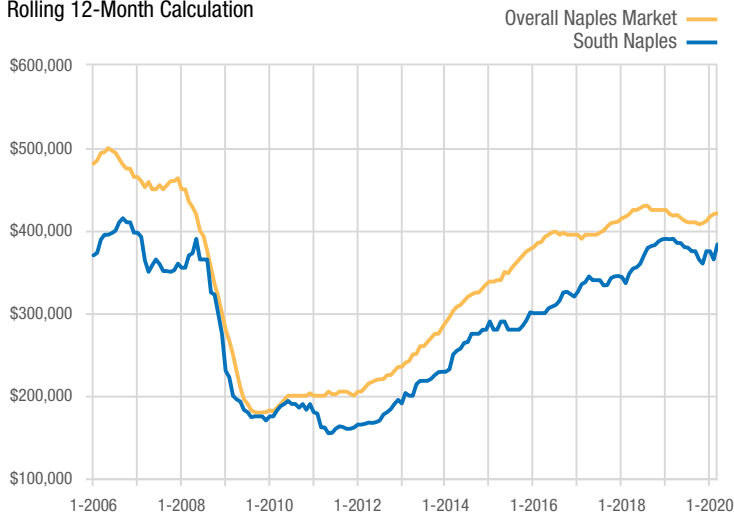
Single Family	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	93	85	- 8.6%	323	327	+ 1.2%
Closed Sales	52	72	+ 38.5%	132	156	+ 18.2%
Days on Market until Sale	110	95	- 13.6%	100	107	+ 7.0%
Median Closed Price*	\$398,000	\$475,000	+ 19.3%	\$395,000	\$425,000	+ 7.6%
Average Closed Price*	\$502,343	\$606,316	+ 20.7%	\$476,822	\$529,966	+ 11.1%
Percent of Current List Price Received*	94.4%	95.6%	+ 1.3%	94.3%	95.6%	+ 1.4%
Inventory of Homes for Sale	487	384	- 21.1%	—	—	—
Months Supply of Inventory	10.5	7.4	- 29.5%	—	—	—

Condo	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	172	130	- 24.4%	575	510	- 11.3%
Closed Sales	104	137	+ 31.7%	232	299	+ 28.9%
Days on Market until Sale	106	91	- 14.2%	91	101	+ 11.0%
Median Closed Price*	\$217,500	\$225,000	+ 3.4%	\$215,000	\$222,250	+ 3.4%
Average Closed Price*	\$252,032	\$267,106	+ 6.0%	\$243,041	\$257,457	+ 5.9%
Percent of Current List Price Received*	95.2%	95.9%	+ 0.7%	95.2%	95.5%	+ 0.3%
Inventory of Homes for Sale	837	586	- 30.0%	—	—	—
Months Supply of Inventory	10.5	5.8	- 44.8%	—	—	—

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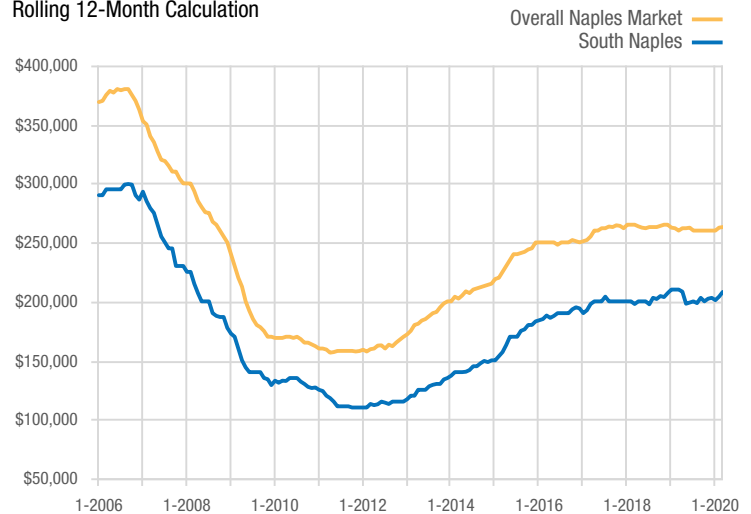
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

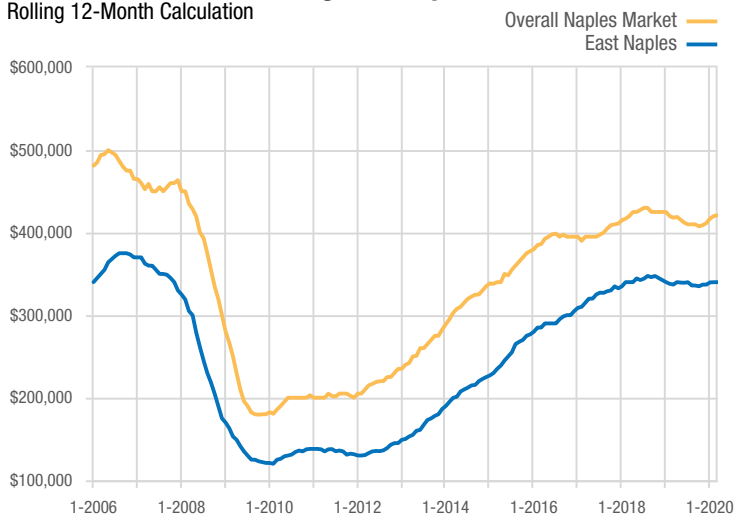
Single Family	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	196	214	+ 9.2%	686	684	- 0.3%
Closed Sales	170	193	+ 13.5%	379	427	+ 12.7%
Days on Market until Sale	99	84	- 15.2%	96	94	- 2.1%
Median Closed Price*	\$335,000	\$360,000	+ 7.5%	\$330,000	\$346,000	+ 4.8%
Average Closed Price*	\$422,207	\$420,061	- 0.5%	\$404,118	\$414,879	+ 2.7%
Percent of Current List Price Received*	96.7%	97.3%	+ 0.6%	96.6%	96.9%	+ 0.3%
Inventory of Homes for Sale	1,051	746	- 29.0%	—	—	—
Months Supply of Inventory	8.6	5.2	- 39.5%	—	—	—

Condo	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	73	89	+ 21.9%	287	294	+ 2.4%
Closed Sales	71	74	+ 4.2%	133	165	+ 24.1%
Days on Market until Sale	122	101	- 17.2%	104	102	- 1.9%
Median Closed Price*	\$289,000	\$269,250	- 6.8%	\$275,000	\$268,500	- 2.4%
Average Closed Price*	\$285,538	\$279,849	- 2.0%	\$278,341	\$278,740	+ 0.1%
Percent of Current List Price Received*	95.9%	96.2%	+ 0.3%	95.5%	95.8%	+ 0.3%
Inventory of Homes for Sale	467	369	- 21.0%	—	—	—
Months Supply of Inventory	9.8	6.6	- 32.7%	—	—	—

* 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.

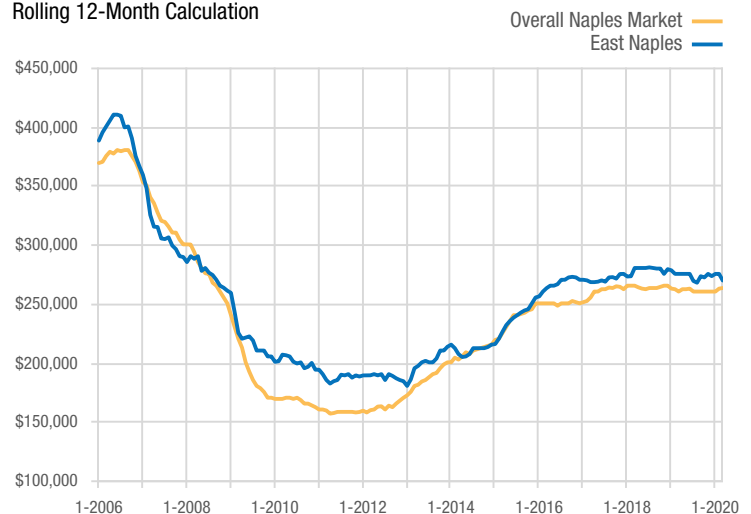
Median Closed Price - Single Family

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.

Local Market Update – March 2020

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

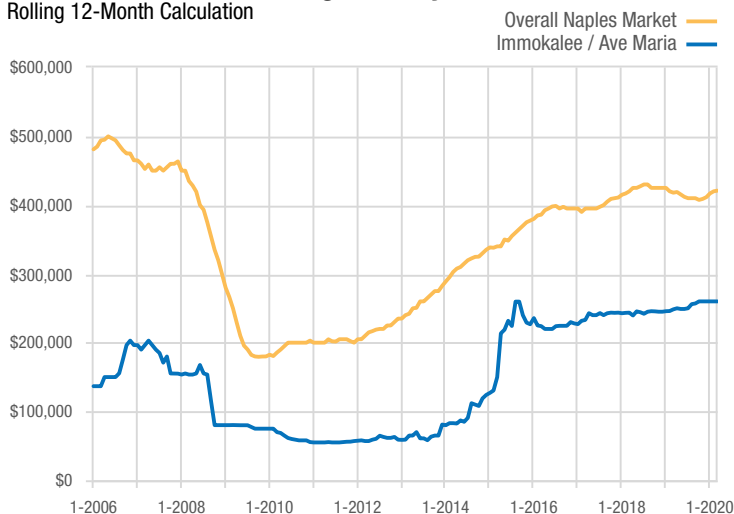
Single Family	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	24	20	- 16.7%	74	64	- 13.5%
Closed Sales	7	12	+ 71.4%	25	41	+ 64.0%
Days on Market until Sale	197	136	- 31.0%	106	88	- 17.0%
Median Closed Price*	\$250,000	\$248,000	- 0.8%	\$250,000	\$255,000	+ 2.0%
Average Closed Price*	\$300,986	\$297,899	- 1.0%	\$281,559	\$276,887	- 1.7%
Percent of Current List Price Received*	94.1%	97.7%	+ 3.8%	96.8%	97.6%	+ 0.8%
Inventory of Homes for Sale	111	99	- 10.8%	—	—	—
Months Supply of Inventory	9.4	7.0	- 25.5%	—	—	—

Condo	March			Year-to-Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	1	1	0.0%	6	9	+ 50.0%
Closed Sales	3	4	+ 33.3%	5	4	- 20.0%
Days on Market until Sale	280	80	- 71.4%	236	80	- 66.1%
Median Closed Price*	\$200,000	\$270,500	+ 35.3%	\$194,529	\$270,500	+ 39.1%
Average Closed Price*	\$172,967	\$256,429	+ 48.3%	\$172,686	\$256,429	+ 48.5%
Percent of Current List Price Received*	98.6%	99.1%	+ 0.5%	99.2%	99.1%	- 0.1%
Inventory of Homes for Sale	10	16	+ 60.0%	—	—	—
Months Supply of Inventory	6.3	7.2	+ 14.3%	—	—	—

* 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.

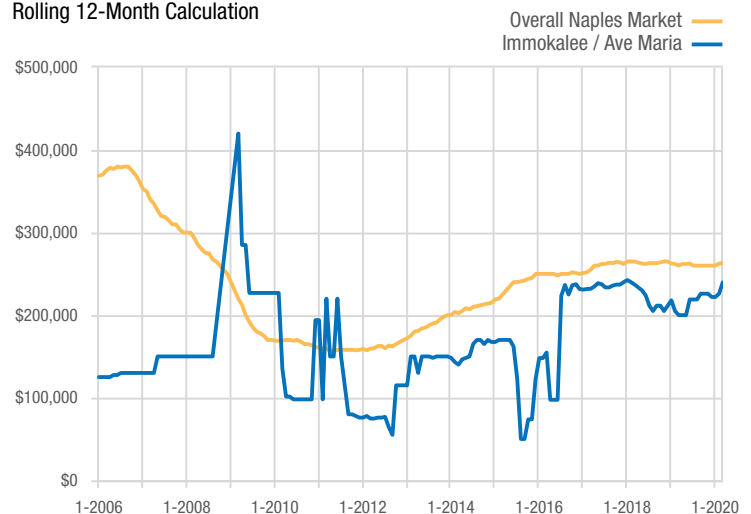
Median Closed Price - Single Family

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.