

# Naples Area Market Report

May 2020



REALTORS® kept busy in May as pent-up demand for homebuying resulted in a remarkable spike in buyer interest. As a result, showings in May increased 244 percent compared to showings in April. As remarkable, showings in May outpaced showings a year ago, which increased 5.5 percent compared to May 2019. According to the May 2020 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), broker analysts reviewing the report found the data reflected the everlasting desirability of the Naples real estate market, even during the COVID-19 outbreak.

“Despite the restrictions of social distancing, with many REALTORS® conducting virtual open home tours and adopting electronic signings and virtual closings, 599 buyers purchased homes in Naples last month. REALTORS® and brokerages adapted to the challenges at hand → and will continue in the future – to ensure the real estate industry is a leading factor in our country’s economic recovery,” remarked NABOR® President Lauren Melo, PA, Licensed Real Estate Broker with Florida’s Realty Specialists.

According to broker analysts, buyers poured into the market in May. The report shows pending sales in May increased 90 percent compared to pending sales in April.

Prices held stable, in spite of the outlying issues, with the year-to-date median closed price up a modest 2.3 percent. The report also showed only 103 price increases during May out of the 5,116 properties in inventory, and there were fewer price reductions in May than reported in April. Heightened buyer demand was also evident in the number of Days on Market for May as reflected in a decrease of 15 percent to 91 days on market compared to May 2019, which reported 107 days on market.

Overall inventory during May decreased 27.2 percent to 5,116 homes from 7,023 homes in May 2019. However, while there was a 4 percent decrease in new listings of single-family homes in May, there was a 6.5 percent increase in new listings of condominiums.

Historically, some sellers in Naples take their homes off the market after season, and May inventory and pending sales activity always reflected this behavior. However, COVID-19 left many sellers uncertain about the real estate market. With quarantine recommendations in place, fewer sellers listed homes during May. Despite an inventory drop, pent-up demand unleashed a new set of buyers in May, which changed history. May’s pending sales activity, a measure of signed contracts and not closings, increase 90 percent compared to April 2020, despite tight supply. The May report reflected a 6.2-months’ supply of properties in Naples.

Even if a second surge of coronavirus cases emerges that force new restrictions, REALTORS® and the public have become very adept at using technology like virtual showings and electronic closings, which can help overcome the challenges that might affect home sales activity in Naples.

## Quick Facts

**- 49.6%**

Change in  
**Total Sales**  
All Properties

**+ 5.4%**

Price Range With the  
Strongest Sales:  
**\$1,000,001 to \$2,000,000**

**- 6.1%**

Change in  
**Median Closed Price**  
All Properties

**+ 5.5%**

Bedroom Count With  
Strongest Sales:  
**1 Bedroom or Fewer**

**- 27.2%**

Change in  
**Homes for Sale**  
All Properties

**+ 4.7%**

Property Type With  
Strongest Sales:  
**Single Family**

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This report covers residential real estate activity in Collier County, excluding Marco Island. Percent changes are calculated using rounded figures.

# 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	5-2019	5-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,140	1,151	+ 1.0%	7,529	6,572	- 12.7%
Closed Sales		1,188	599	- 49.6%	4,556	4,171	- 8.5%
Days on Market Until Sale		107	91	- 15.0%	102	95	- 6.9%
Median Closed Price		\$354,450	\$333,000	- 6.1%	\$340,000	\$347,750	+ 2.3%
Average Closed Price		\$627,392	\$601,893	- 4.1%	\$636,449	\$644,525	+ 1.3%
Percent of Current List Price Received		95.4%	95.2%	- 0.2%	95.4%	95.6%	+ 0.2%
Pending Listings		1,218	1,167	- 4.2%	6,208	5,642	- 9.1%
Inventory of Homes for Sale		7,023	5,116	- 27.2%	—	—	—
Months Supply of Inventory		8.6	6.2	- 27.9%	—	—	—

# 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	5-201	5-202	% Change	YTD 2019	YTD 2020	% Change
New Listings		603	579	- 4.0%	3,738	3,270	- 12.5%
Closed Sales		595	314	- 47.2%	2,208	2,072	- 6.2%
Days on Market Until Sale		109	90	- 17.4%	103	97	- 5.8%
Median Closed Price		\$410,000	\$425,000	+ 3.7%	\$416,420	\$435,000	+ 4.5%
Average Closed Price		\$764,928	\$750,574	- 1.9%	\$819,840	\$824,929	+ 0.6%
Percent of Current List Price Received		95.7%	95.8%	+ 0.1%	95.6%	96.0%	+ 0.4%
Pending Listings		625	671	+ 7.4%	3,056	2,935	- 4.0%
Inventory of Homes for Sale		3,608	2,461	- 31.8%	—	—	—
Months Supply of Inventory		9.0	5.8	- 35.6%	—	—	—

# Condo Market Overview

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



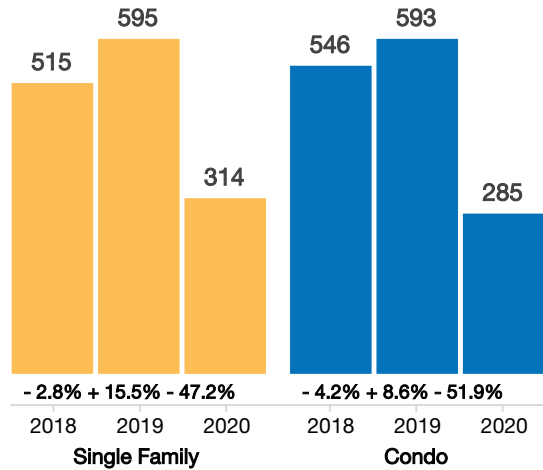
Key Metrics	Historical Sparkbars	5-201	5-202	% Change	YTD 2019	YTD 2020	% Change
New Listings		537	572	+ 6.5%	3,791	3,302	- 12.9%
Closed Sales		593	285	- 51.9%	2,348	2,099	- 10.6%
Days on Market Until Sale		104	91	- 12.5%	102	93	- 8.8%
Median Closed Price		\$270,000	\$260,000	- 3.7%	\$270,000	\$273,000	+ 1.1%
Average Closed Price		\$489,392	\$438,083	- 10.5%	\$464,071	\$466,445	+ 0.5%
Percent of Current List Price Received		95.2%	94.7%	- 0.5%	95.2%	95.3%	+ 0.1%
Pending Listings		593	496	- 16.4%	3,152	2,707	- 14.1%
Inventory of Homes for Sale		3,415	2,655	- 22.3%	—	—	—
Months Supply of Inventory		8.3	6.6	- 20.5%	—	—	—

# Overall Closed Sales

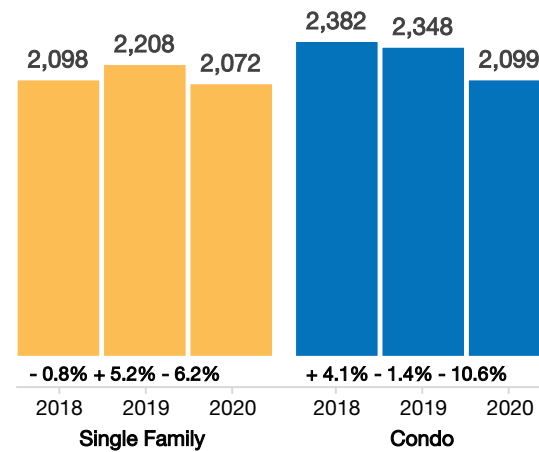
A count of the actual sales that closed in a given month.



## May

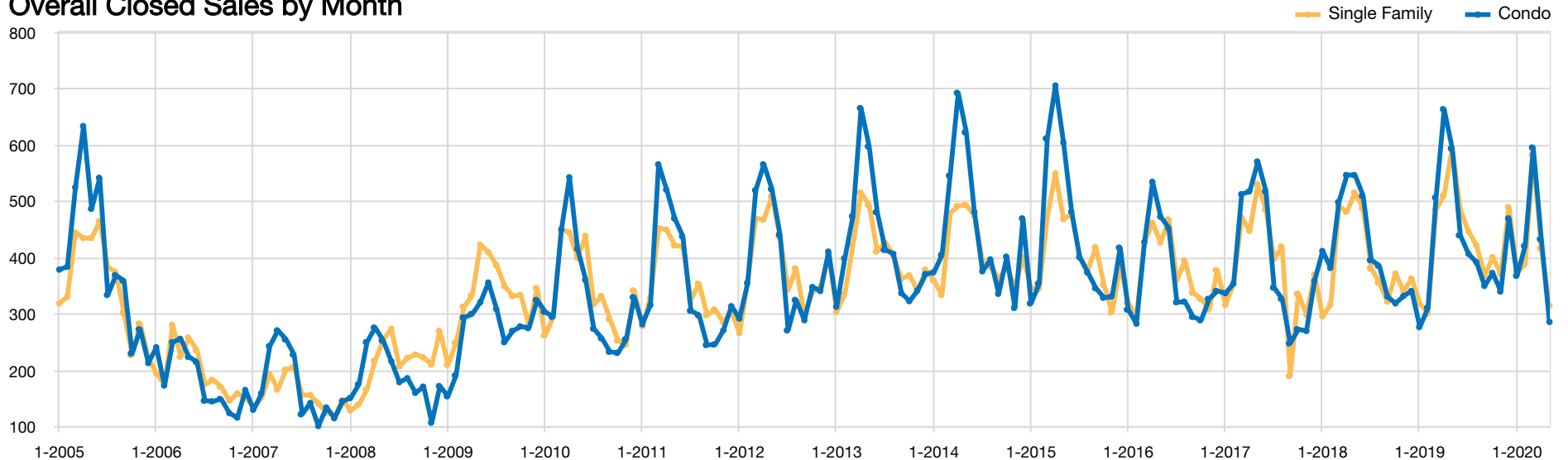


## Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2019	484	- 0.6%	439	- 13.8%
Jul-2019	446	+ 17.4%	406	+ 2.8%
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	370	+ 8.8%	339	+ 2.4%
Dec-2019	489	+ 35.1%	469	+ 37.9%
Jan-2020	373	+ 17.3%	367	+ 33.0%
Feb-2020	387	+ 29.0%	420	+ 35.5%
Mar-2020	582	+ 20.0%	595	+ 17.6%
Apr-2020	416	- 18.4%	432	- 34.8%
<b>May-2020</b>	<b>314</b>	<b>- 47.2%</b>	<b>285</b>	<b>- 51.9%</b>
12-Month Avg	421	+ 4.7%	405	- 1.9%

## Overall Closed Sales by Month



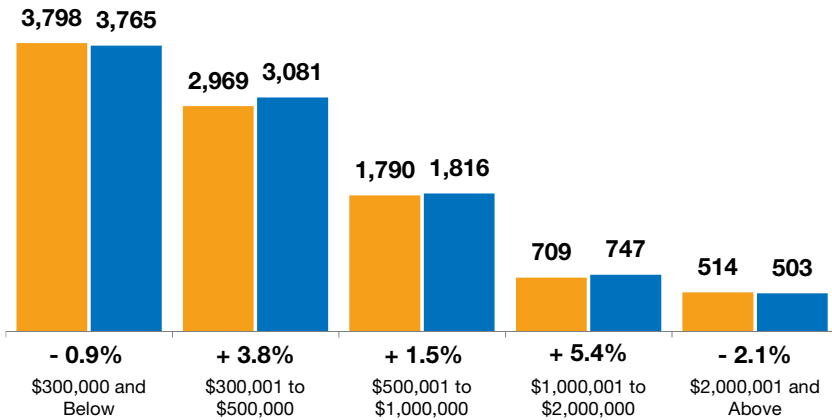
# Overall Closed Sales by Price Range

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



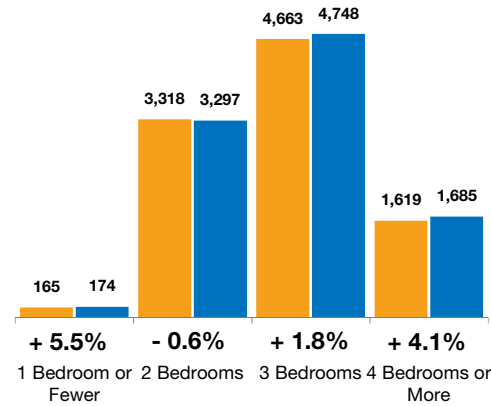
## By Price Range

5-2019 5-2020



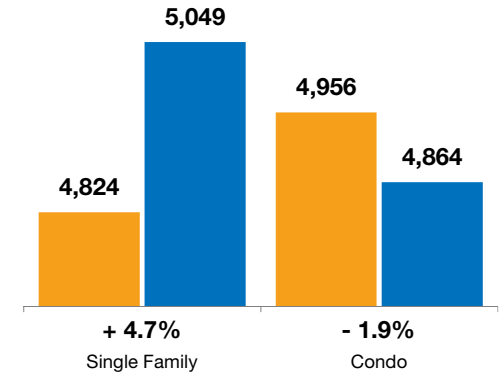
## By Bedroom Count

5-2019 5-2020



## By Property Type

5-2019 5-2020



### All Properties

#### By Price Range

	5-2019	5-2020	Change
\$300,000 and Below	3,798	3,765	- 0.9%
\$300,001 to \$500,000	2,969	3,081	+ 3.8%
\$500,001 to \$1,000,000	1,790	1,816	+ 1.5%
\$1,000,001 to \$2,000,000	709	747	+ 5.4%
\$2,000,001 and Above	514	503	- 2.1%
<b>All Price Ranges</b>	<b>9,780</b>	<b>9,913</b>	<b>+ 1.4%</b>

### Single Family

	5-2019	5-2020	Change
1 Bedroom or 2 Bedrooms or Fewer	1,047	994	- 5.1%
3 Bedrooms	1,788	1,988	+ 11.2%
4 Bedrooms or More	1,187	1,240	+ 4.5%
4 Bedrooms or More	428	458	+ 7.0%
4 Bedrooms or More	374	368	- 1.6%
<b>All Single Family</b>	<b>4,824</b>	<b>5,049</b>	<b>+ 4.7%</b>

### Condo

	5-2019	5-2020	Change
Single Family	2,751	2,771	+ 0.7%
Condo	1,181	1,093	- 7.5%
Condo	603	576	- 4.5%
Condo	281	289	+ 2.8%
Condo	140	135	- 3.6%
<b>All Condo</b>	<b>4,956</b>	<b>4,864</b>	<b>- 1.9%</b>

#### By Bedroom Count

	5-2019	5-2020	Change
1 Bedroom or Fewer	165	174	+ 5.5%
2 Bedrooms	3,318	3,297	- 0.6%
3 Bedrooms	4,663	4,748	+ 1.8%
4 Bedrooms or More	1,619	1,685	+ 4.1%
<b>All Bedroom Counts</b>	<b>9,780</b>	<b>9,913</b>	<b>+ 1.4%</b>

	5-2019	5-2020	Change
1 Bedroom or Fewer	21	24	+ 14.3%
2 Bedrooms	493	472	- 4.3%
3 Bedrooms	2,780	2,954	+ 6.3%
4 Bedrooms or More	1,529	1,598	+ 4.5%
<b>All Single Family</b>	<b>4,824</b>	<b>5,049</b>	<b>+ 4.7%</b>

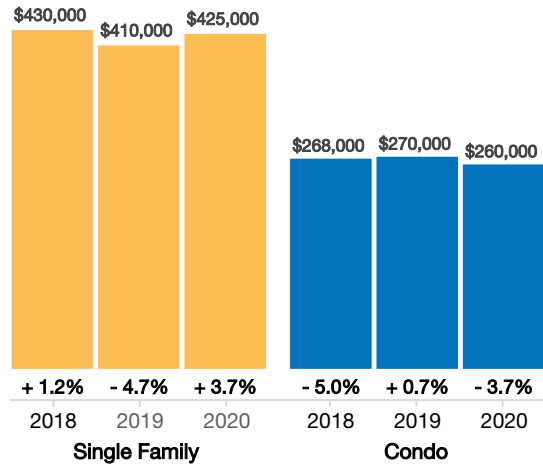
	5-2019	5-2020	Change
Single Family	144	150	+ 4.2%
Condo	2,825	2,825	0.0%
Condo	1,883	1,794	- 4.7%
Condo	90	87	- 3.3%
<b>All Condo</b>	<b>4,956</b>	<b>4,864</b>	<b>- 1.9%</b>

# Median Closed Price

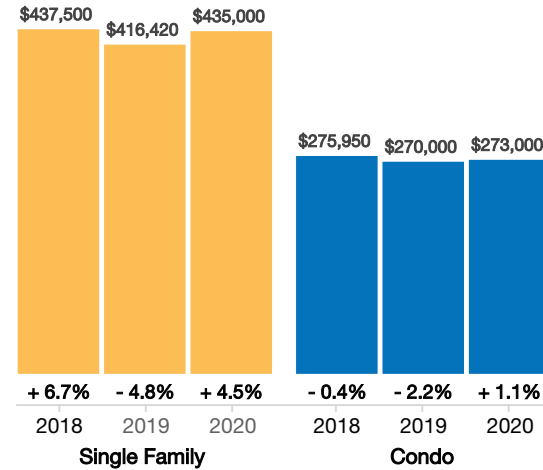
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May



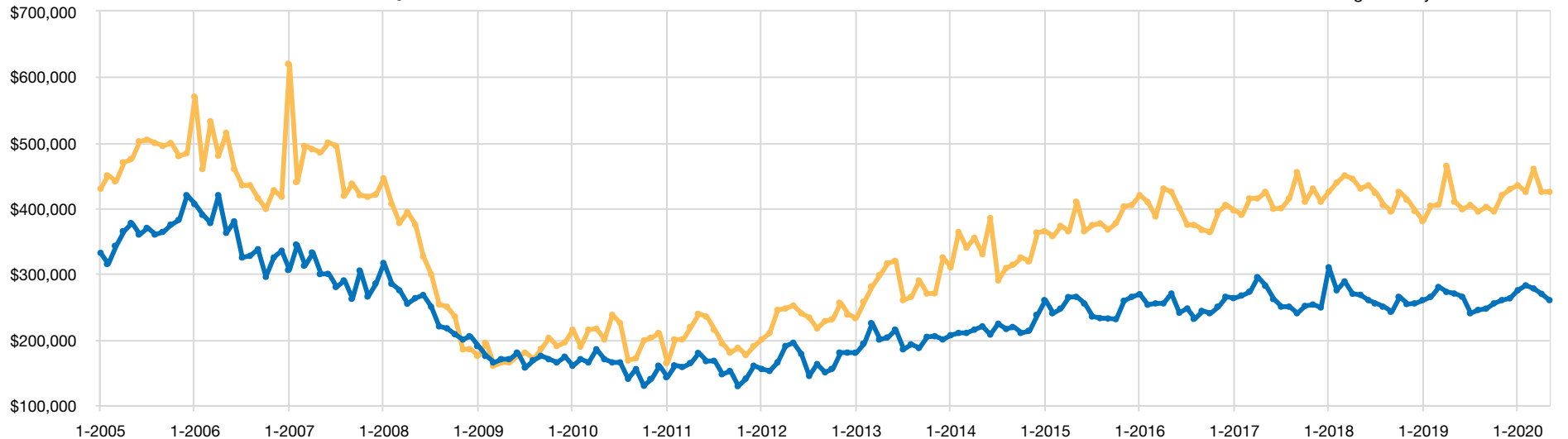
## Year-to-Date



Month	Single Family Median Closed Price	Single Family Year-Over-Year Change	Condo Median Closed Price	Condo Year-Over-Year Change
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	\$460,000	+ 13.4%	\$277,715	- 0.8%
Apr-2020	\$425,000	- 8.5%	\$269,500	- 1.1%
<b>May-2020</b>	<b>\$425,000</b>	<b>+ 3.7%</b>	<b>\$260,000</b>	<b>- 3.7%</b>
12-Month Avg*	\$420,000	+ 1.1%	\$260,000	- 0.8%

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

## Overall Median Closed Price by Month



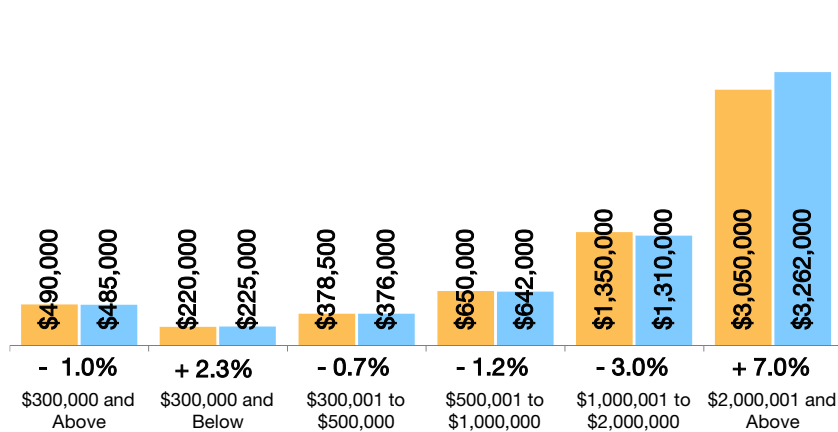
# Overall Median Closed Price by Price Range

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



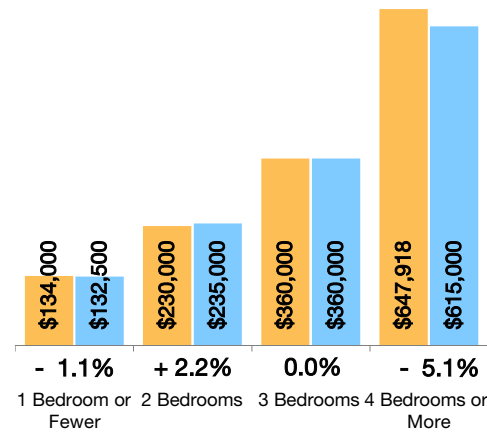
## By Price Range

5-2019 5-2020



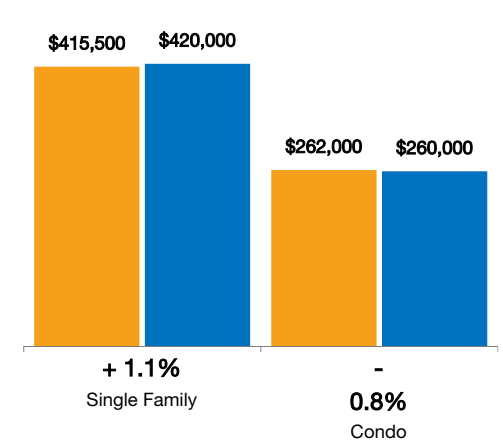
## By Bedroom Count

5-2019 5-2020



## By Property Type

5-2019 5-2020



## All Properties

### By Price Range

	5-2019	5-2020	Change
\$300,000 and Above	\$490,000	\$485,000	- 1.0%
\$300,000 and Below	\$220,000	\$225,000	+ 2.3%
\$300,001 to \$500,000	\$378,500	\$376,000	- 0.7%
\$500,001 to \$1,000,000	\$650,000	\$642,000	- 1.2%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,310,000	- 3.0%
\$2,000,001 and Above	\$3,050,000	\$3,262,000	+ 7.0%
<b>All Price Ranges</b>	<b>\$334,000</b>	<b>\$335,000</b>	<b>+ 0.3%</b>

## Single Family

	5-2019	5-2020	Change
\$300,000 and Above	\$495,000	\$485,000	- 2.0%
\$300,000 and Below	\$260,000	\$265,000	+ 1.9%
\$300,001 to \$500,000	\$385,000	\$385,000	0.0%
\$500,001 to \$1,000,000	\$650,000	\$639,000	- 1.7%
\$1,000,001 to \$2,000,000	\$1,350,000	\$1,325,000	- 1.9%
\$2,000,001 and Above	\$3,250,000	\$3,385,000	+ 4.2%
<b>All Price Ranges</b>	<b>\$415,500</b>	<b>\$420,000</b>	<b>+ 1.1%</b>

## Condo

	5-2019	5-2020	Change
\$300,000 and Above	\$470,000	\$483,500	+ 2.9%
\$300,000 and Below	\$200,000	\$208,000	+ 4.0%
\$300,001 to \$500,000	\$365,000	\$359,000	- 1.6%
\$500,001 to \$1,000,000	\$675,000	\$660,000	- 2.2%
\$1,000,001 to \$2,000,000	\$1,330,000	\$1,300,000	- 2.3%
\$2,000,001 and Above	\$2,862,500	\$2,895,000	+ 1.1%
<b>All Price Ranges</b>	<b>\$262,000</b>	<b>\$260,000</b>	<b>- 0.8%</b>

### By Bedroom Count

	5-2019	5-2020	Change
1 Bedroom or Fewer	\$134,000	\$132,500	- 1.1%
2 Bedrooms	\$230,000	\$235,000	+ 2.2%
3 Bedrooms	\$360,000	\$360,000	0.0%
4 Bedrooms or More	\$647,918	\$615,000	- 5.1%
<b>All Bedroom Counts</b>	<b>\$334,000</b>	<b>\$335,000</b>	<b>+ 0.3%</b>

	5-2019	5-2020	Change
1 Bedroom or Fewer	\$80,000	\$95,000	+ 18.8%
2 Bedrooms	\$280,000	\$290,500	+ 3.8%
3 Bedrooms	\$379,000	\$384,000	+ 1.3%
4 Bedrooms or More	\$645,000	\$602,000	- 6.7%
<b>All Bedroom Counts</b>	<b>\$415,500</b>	<b>\$420,000</b>	<b>+ 1.1%</b>



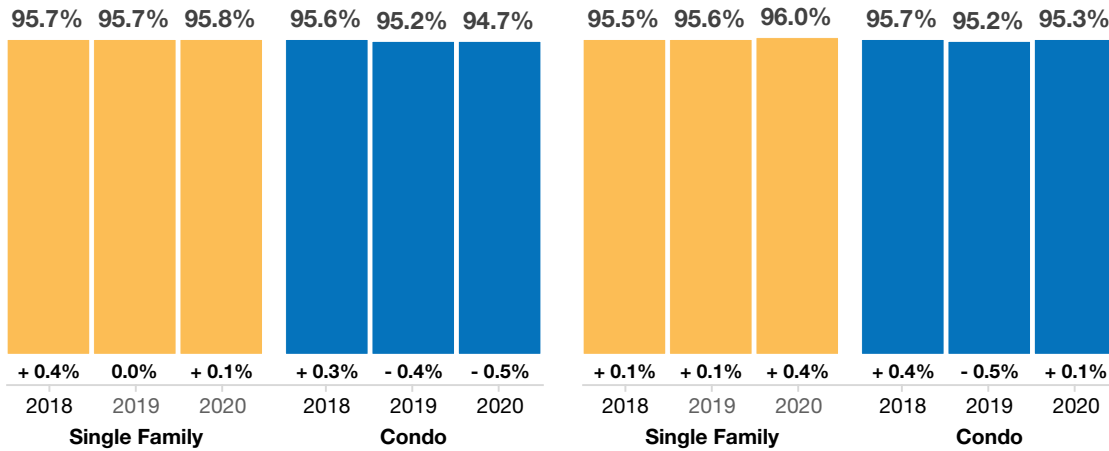
# Overall Percent of Current List Price Received



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.

## May

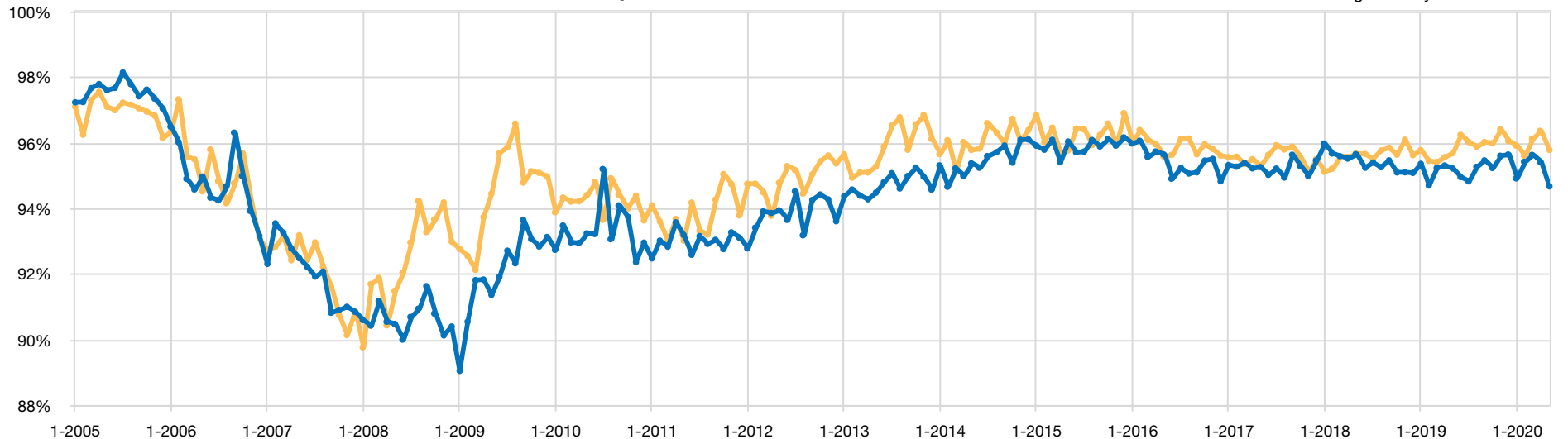
## Year-to-Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%
Apr-2020	96.4%	+ 0.8%	95.4%	+ 0.1%
<b>May-2020</b>	<b>95.8%</b>	<b>+ 0.1%</b>	<b>94.7%</b>	<b>- 0.5%</b>
12-Month Avg*	96.0%	+ 0.4%	95.3%	+ 0.1%

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

## Overall Percent of Current List Price Received by Month



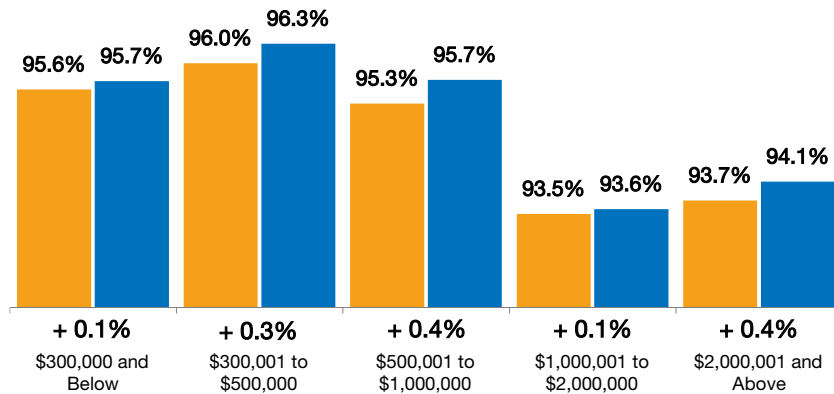
# Percent of Current List Price Received by Price Range

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.



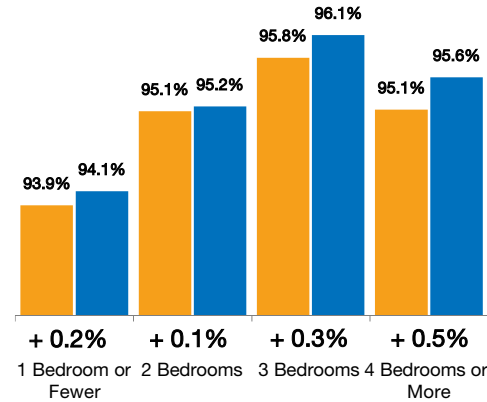
## By Price Range

■ 5-2019 ■ 5-2020



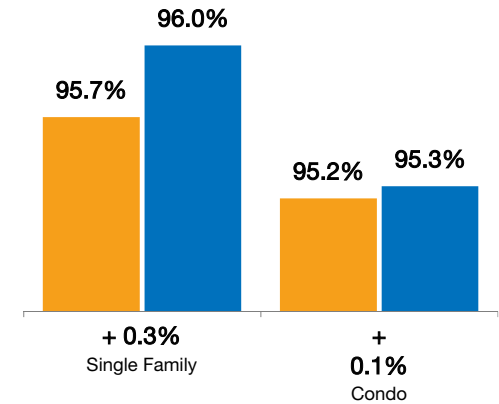
## By Bedroom Count

■ 5-2019 ■ 5-2020



## By Property Type

■ 5-2019 ■ 5-2020



### All Properties

#### By Price Range

	5-2019	5-2020	Change
\$300,000 and Below	95.6%	95.7%	+ 0.1%
\$300,001 to \$500,000	96.0%	96.3%	+ 0.3%
\$500,001 to \$1,000,000	95.3%	95.7%	+ 0.4%
\$1,000,001 to \$2,000,000	93.5%	93.6%	+ 0.1%
\$2,000,001 and Above	93.7%	94.1%	+ 0.4%
<b>All Price Ranges</b>	<b>95.4%</b>	<b>95.7%</b>	<b>+ 0.3%</b>

### Single Family

	5-2019	5-2020	Change
1 Bedroom or Fewer	93.9%	94.1%	+ 0.2%
2 Bedrooms	95.1%	95.2%	+ 0.1%
3 Bedrooms	95.8%	96.1%	+ 0.3%
4 Bedrooms or More	95.1%	95.6%	+ 0.5%
<b>All Bedroom Counts</b>	<b>95.4%</b>	<b>95.7%</b>	<b>+ 0.3%</b>

### Condo

	5-2019	5-2020	Change
Single Family	95.7%	96.0%	+ 0.3%
Condo	95.2%	95.3%	+ 0.1%

#### By Bedroom Count

	5-2019	5-2020	Change
1 Bedroom or Fewer	93.9%	94.1%	+ 0.2%
2 Bedrooms	95.1%	95.2%	+ 0.1%
3 Bedrooms	95.8%	96.1%	+ 0.3%
4 Bedrooms or More	95.1%	95.6%	+ 0.5%
<b>All Bedroom Counts</b>	<b>95.4%</b>	<b>95.7%</b>	<b>+ 0.3%</b>

	5-2019	5-2020	Change
1 Bedroom or Fewer	91.2%	93.8%	+ 2.9%
2 Bedrooms	94.6%	94.8%	+ 0.2%
3 Bedrooms	96.2%	96.5%	+ 0.3%
4 Bedrooms or More	95.2%	95.5%	+ 0.3%
<b>All Bedroom Counts</b>	<b>95.7%</b>	<b>96.0%</b>	<b>+ 0.3%</b>

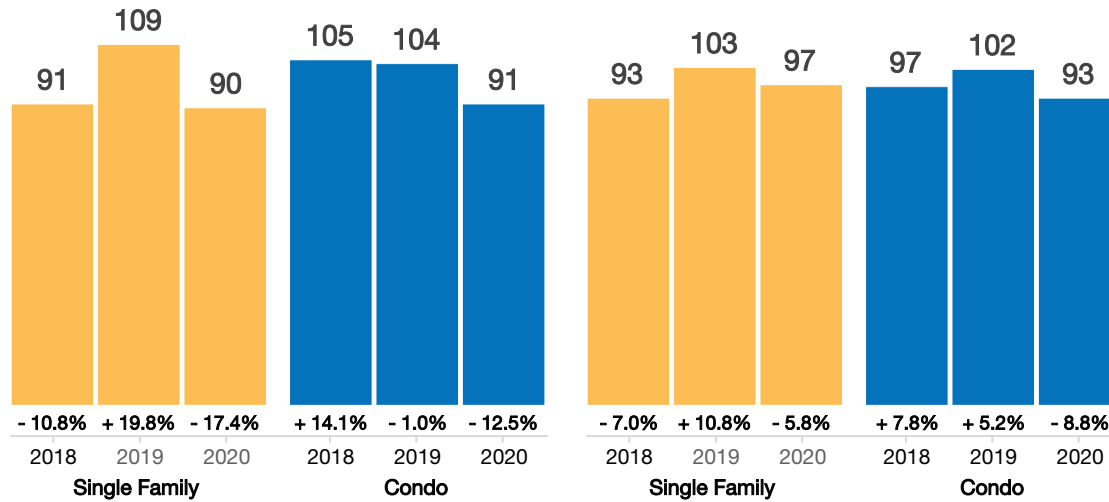
	5-2019	5-2020	Change
Single Family	95.2%	95.3%	+ 0.1%
Condo	95.2%	95.3%	+ 0.1%

# Overall Days on Market Until Sale

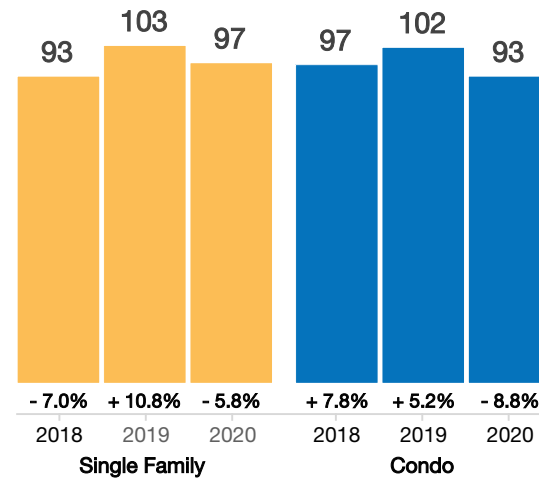
Average number of days between when a property is listed and when an offer is accepted in a given month.



## May



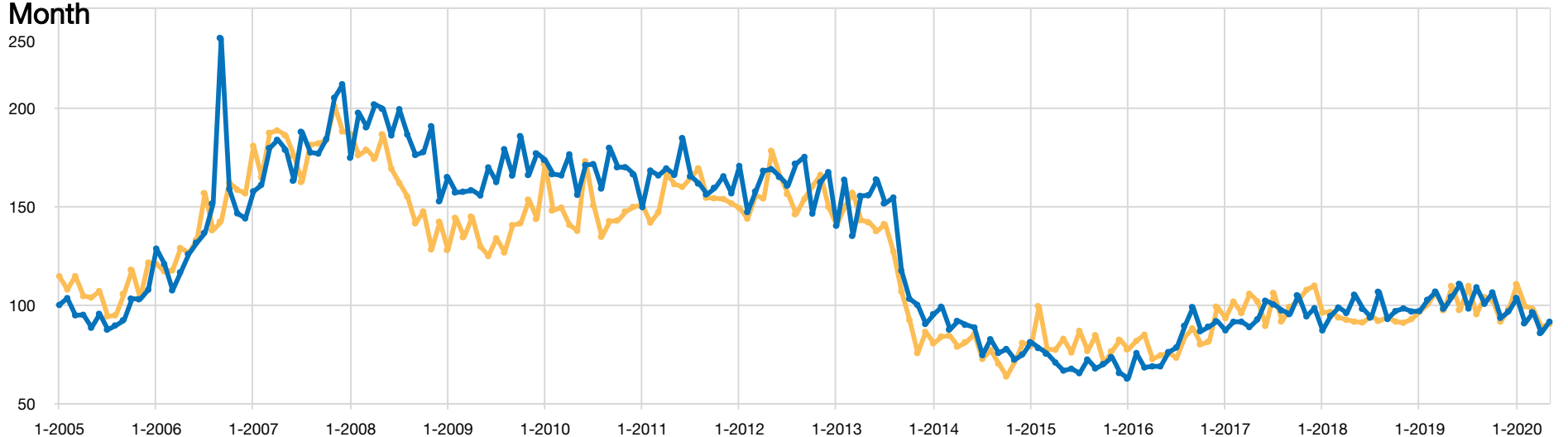
## Year-to-Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2019	97	+ 6.6%	110	+ 12.2%
Jul-2019	109	+ 16.0%	98	+ 5.4%
Aug-2019	95	+ 3.3%	109	+ 2.8%
Sep-2019	104	+ 10.6%	100	+ 7.5%
Oct-2019	102	+	106	+ 9.3%
Nov-2019	91	12.1%	93	- 5.1%
Dec-2019	98	+5.4%	96	0.0%
Jan-2020	110	+ 14.6%	103	+ 6.2%
Feb-2020	99	- 1.0%	90	- 11.8%
Mar-2020	98	- 7.5%	96	- 10.3%
Apr-2020	89	- 8.2%	86	- 12.2%
<b>May-2020</b>	<b>90</b>	<b>- 17.4%</b>	<b>91</b>	<b>- 12.5%</b>
12-Month Avg*	99	+ 1.7%	98	- 1.2%

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

## Overall Days on Market Until Sale by Month



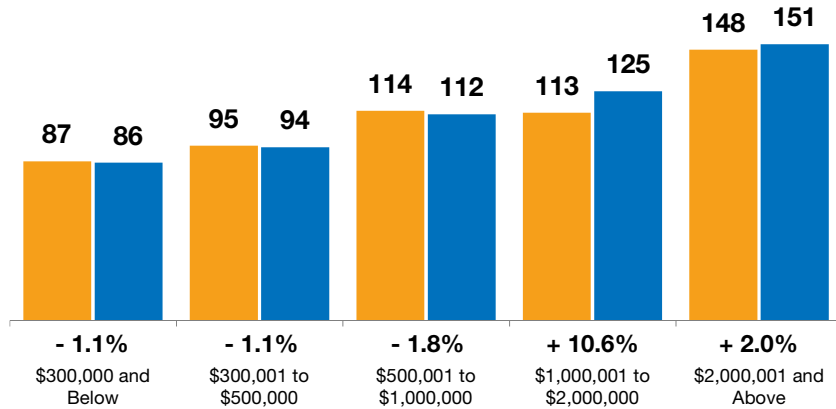
# Overall Days on Market Until Sale by Price Range

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



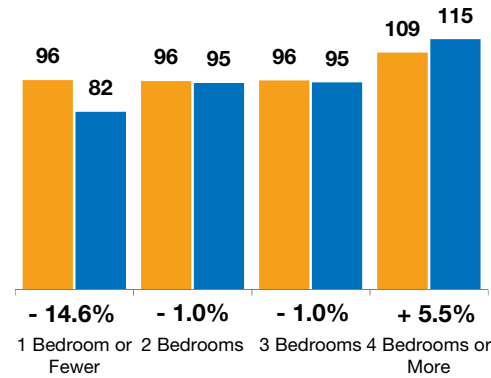
## By Price Range

5-2019 5-2020



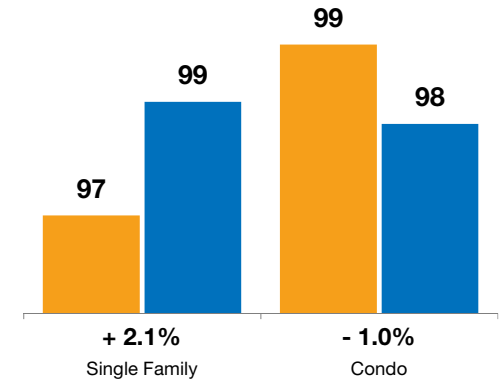
## By Bedroom Count

5-2019 5-2020



## By Property Type

5-2019 5-2020



## All Properties

By Price Range	5-2019	5-2020	Change
\$300,000 and Below	87	86	- 1.1%
\$300,001 to \$500,000	95	94	- 1.1%
\$500,001 to \$1,000,000	114	112	- 1.8%
\$1,000,001 to \$2,000,000	113	125	+ 10.6%
\$2,000,001 and Above	148	151	+ 2.0%
<b>All Price Ranges</b>	<b>98</b>	<b>98</b>	<b>0.0%</b>

## Single Family

	5-2019	5-2020	Change
1 Bedroom or Fewer	71	70	- 1.4%
2 Bedrooms	93	93	0.0%
3 Bedrooms	109	111	+ 1.8%
4 Bedrooms or More	116	125	+ 7.8%
<b>All Single Family</b>	<b>97</b>	<b>99</b>	<b>+ 2.1%</b>

## Condo

	5-2019	5-2020	Change
1 Bedroom or Fewer	93	92	- 1.1%
2 Bedrooms	100	98	- 2.0%
3 Bedrooms	125	116	- 7.2%
4 Bedrooms or More	109	124	+ 13.8%
<b>All Condo</b>	<b>99</b>	<b>98</b>	<b>- 1.0%</b>

## By Bedroom Count

	5-2019	5-2020	Change
1 Bedroom or Fewer	96	82	- 14.6%
2 Bedrooms	96	95	- 1.0%
3 Bedrooms	96	95	- 1.0%
4 Bedrooms or More	109	115	+ 5.5%
<b>All Bedroom Counts</b>	<b>98</b>	<b>98</b>	<b>0.0%</b>

	5-2019	5-2020	Change
1 Bedroom or Fewer	111	121	+ 9.0%
2 Bedrooms	89	88	- 1.1%
3 Bedrooms	92	91	- 1.1%
4 Bedrooms or More	109	116	+ 6.4%
<b>All Single Family</b>	<b>97</b>	<b>99</b>	<b>+ 2.1%</b>

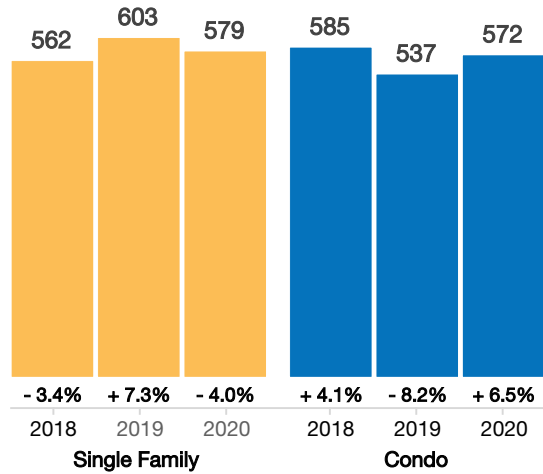
	5-2019	5-2020	Change
1 Bedroom or Fewer	94	76	- 19.6%
2 Bedrooms	97	96	- 1.1%
3 Bedrooms	103	103	0.0%
4 Bedrooms or More	113	104	- 7.5%
<b>All Condo</b>	<b>99</b>	<b>98</b>	<b>- 1.0%</b>

# Overall New Listings

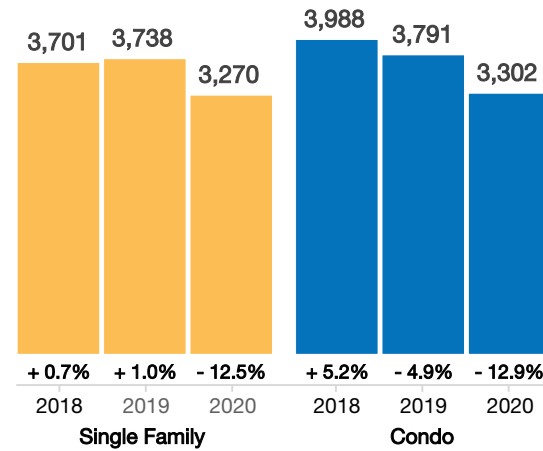
A count of the properties that have been newly listed on the market in a given month.



## May

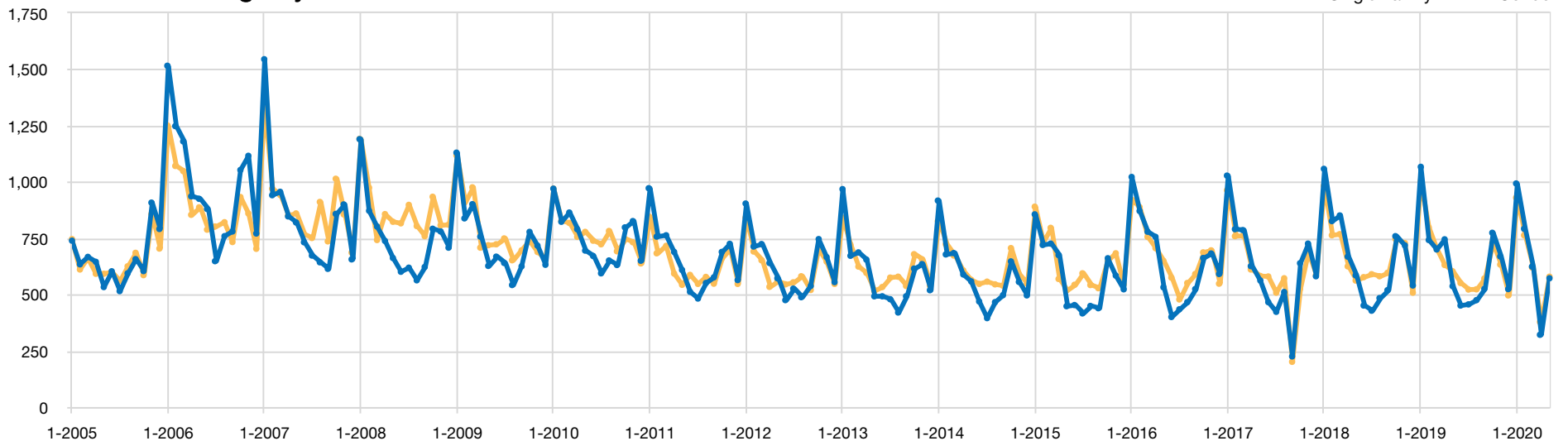


## Year-to-Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2019	551	- 4.5%	451	0.0%
Jul-2019	522	- 11.5%	456	+ 6.5%
Aug-2019	523	- 10.0%	475	- 1.9%
Sep-2019	571	- 4.2%	525	+ 1.2%
Oct-2019	729	- 2.4%	774	+ 2.0%
Nov-2019	633	- 13.0%	669	- 6.8%
Dec-2019	496	- 2.4%	524	- 3.0%
Jan-2020	930	- 7.4%	993	- 6.9%
Feb-2020	763	- 4.4%	792	+ 6.7%
Mar-2020	620	- 11.7%	624	- 10.9%
Apr-2020	378	- 40.1%	321	- 56.9%
<b>May-2020</b>	<b>579</b>	<b>- 4.0%</b>	<b>572</b>	<b>+ 6.5%</b>
12-Month Avg	608	- 9.5%	598	- 6.7%

## Overall New Listings by Month

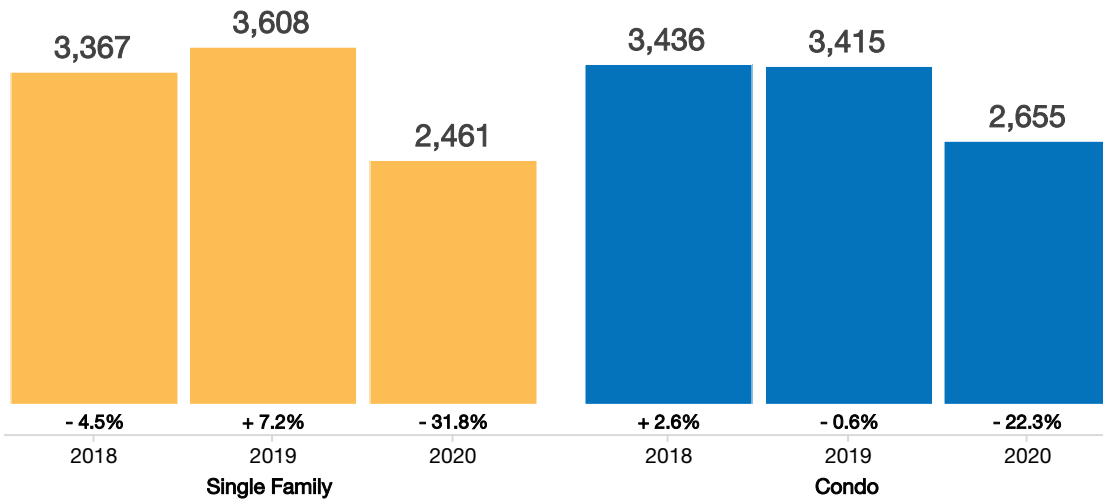


# Overall Inventory of Homes for Sale

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

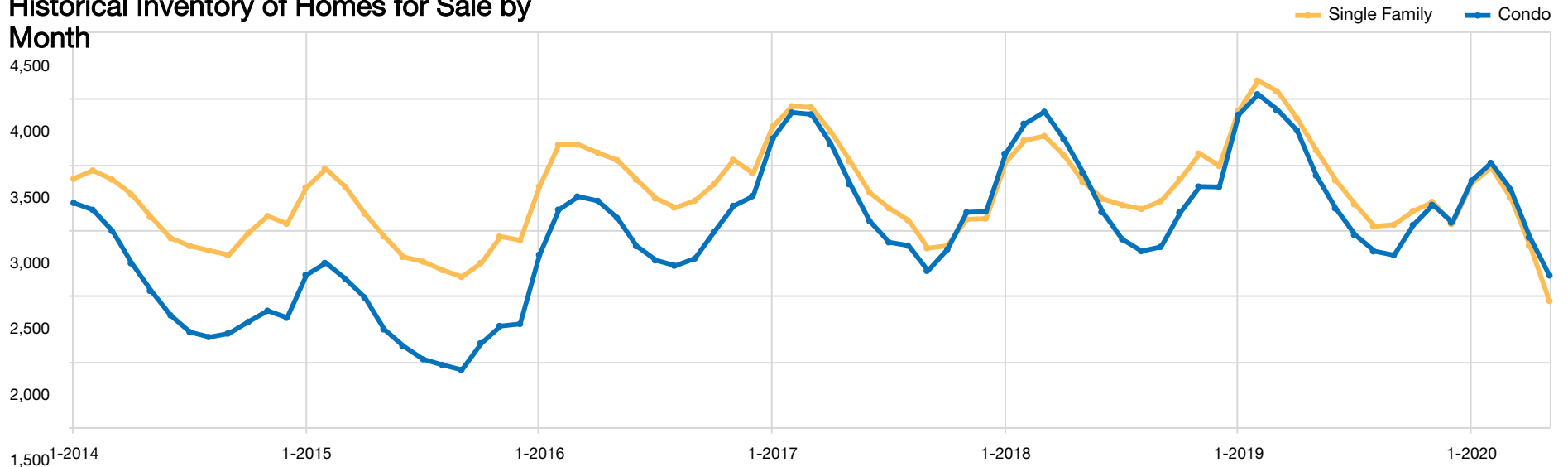


## May



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2019	3,380	+ 4.4%	3,165	+ 0.9%
Jul-2019	3,196	+ 0.2%	2,963	+ 1.1%
Aug-2019	3,028	- 4.2%	2,839	- 0.0%
Sep-2019	3,041	- 5.6%	2,809	- 2.2%
Oct-2019	3,145	- 7.2%	3,039	- 3.0%
Nov-2019	3,214	- 10.3%	3,192	- 4.2%
Dec-2019	3,046	- 12.7%	3,058	- 8.1%
Jan-2020	3,355	- 14.2%	3,376	- 12.9%
Feb-2020	3,476	- 16.0%	3,511	- 12.9%
Mar-2020	3,248	- 19.9%	3,312	- 15.4%
Apr-2020	2,881	- 25.2%	2,944	- 21.7%
<b>May-2020</b>	<b>2,461</b>	<b>- 31.8%</b>	<b>2,655</b>	<b>- 22.3%</b>
12-Month Avg	3,123	- 12.5%	3,072	- 9.1%

## Historical Inventory of Homes for Sale by Month



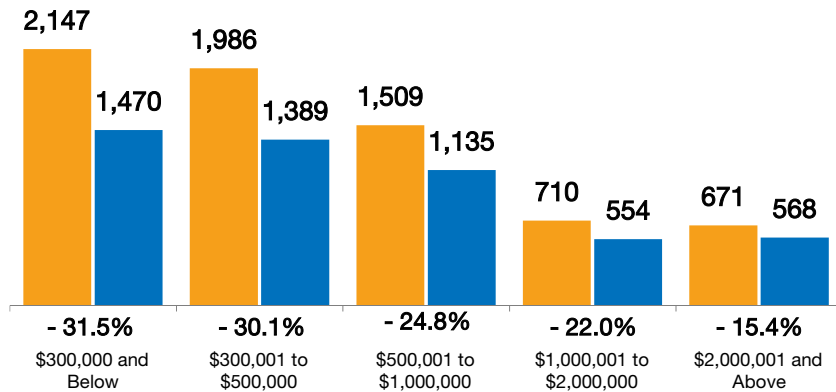
# Overall Inventory of Homes for Sale by Price Range

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



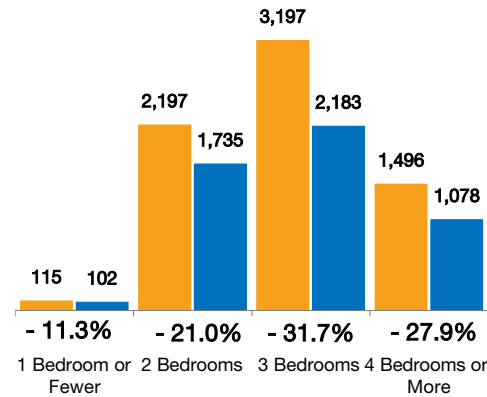
## By Price Range

5-2019 5-2020



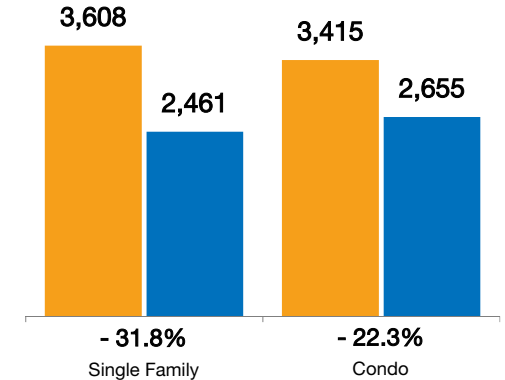
## By Bedroom Count

5-2019 5-2020



## By Property Type

5-2019 5-2020



### All Properties

#### By Price Range

	5-2019	5-2020	Change
\$300,000 and Below	2,147	1,470	- 31.5%
\$300,001 to \$500,000	1,986	1,389	- 30.1%
\$500,001 to \$1,000,000	1,509	1,135	- 24.8%
\$1,000,001 to \$2,000,000	710	554	- 22.0%
\$2,000,001 and Above	671	568	- 15.4%
<b>All Price Ranges</b>	<b>7,023</b>	<b>5,116</b>	<b>- 27.2%</b>

### Single Family

	5-2019	5-2020	Change
1 Bedroom or Fewer	470	260	- 44.7%
2 Bedrooms	1,196	705	- 41.1%
3 Bedrooms	984	727	- 26.1%
4 Bedrooms or More	443	346	- 21.9%
Condo	515	423	- 17.9%
<b>All Single Family</b>	<b>3,608</b>	<b>2,461</b>	<b>- 31.8%</b>

### Condo

	5-2019	5-2020	Change
Single Family	1677	1210	- 27.8%
2 Bedrooms	790	684	- 13.4%
3 Bedrooms	525	408	- 22.3%
4 Bedrooms or More	267	208	- 22.1%
Condo	156	145	- 7.1%
<b>All Condo</b>	<b>3,415</b>	<b>2,655</b>	<b>- 22.3%</b>

#### By Bedroom Count

	5-2019	5-2020	Change
1 Bedroom or Fewer	115	102	- 11.3%
2 Bedrooms	2,197	1,735	- 21.0%
3 Bedrooms	3,197	2,183	- 31.7%
4 Bedrooms or More	1,496	1,078	- 27.9%
<b>All Bedroom Counts</b>	<b>7,023</b>	<b>5,116</b>	<b>- 27.2%</b>

	5-2019	5-2020	Change
1 Bedroom or Fewer	24	24	0.0%
2 Bedrooms	297	224	- 24.6%
3 Bedrooms	1,886	1,211	- 35.8%
4 Bedrooms or More	1,397	998	- 28.6%
Condo	99	80	- 19.2%
<b>All Single Family</b>	<b>3,608</b>	<b>2,461</b>	<b>- 31.8%</b>

# Listing and Sales Summary Report May 2020



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	May-20	May-19	% Change	May-20	May-19	% Change	May-20	May-19	% Change	May-20	May-19	% Change
<b>Overall Naples Market*</b>	<b>\$333,000</b>	<b>\$354,450</b>	<b>-6.1%</b>	<b>599</b>	<b>1188</b>	<b>-49.6%</b>	<b>5,116</b>	<b>7,023</b>	<b>-27.2%</b>	<b>91</b>	<b>107</b>	<b>-15.0%</b>
<b>Collier County</b>	<b>\$345,000</b>	<b>\$365,000</b>	<b>-5.5%</b>	<b>650</b>	<b>1291</b>	<b>-49.7%</b>	<b>5,757</b>	<b>7,848</b>	<b>-26.6%</b>	<b>96</b>	<b>107</b>	<b>-10.3%</b>
Ave Maria	\$276,000	\$305,000	-9.5%	9	9	0.0%	84	110	-23.6%	79	89	-11.2%
Central Naples	\$275,000	\$264,250	+4.1%	83	170	-51.2%	620	911	-31.9%	58	89	-34.8%
East Naples	\$319,000	\$321,875	-0.9%	161	256	-37.1%	979	1,372	-28.6%	92	106	-13.2%
Everglades City	--	\$91,000	--	0	1	-100.0%	8	6	+33.3%	--	39	--
Immokalee	\$250,000	\$186,900	+33.8%	1	7	-85.7%	5	28	-82.1%	76	33	+130.3%
Immokalee / Ave Maria	\$275,500	\$263,500	+4.6%	10	16	-37.5%	89	138	-35.5%	79	65	+21.5%
Naples	\$336,450	\$355,000	-5.2%	590	1172	-49.7%	5,028	6,885	-27.0%	91	107	-15.0%
Naples Beach	\$760,313	\$845,000	-10.0%	96	239	-59.8%	1,264	1,562	-19.1%	99	127	-22.0%
North Naples	\$415,000	\$398,950	+4.0%	149	302	-50.7%	1,281	1,900	-32.6%	106	100	+6.0%
South Naples	\$262,500	\$242,500	+8.2%	100	205	-51.2%	883	1,140	-22.5%	86	112	-23.2%
34102	\$885,000	\$1,200,000	-26.3%	32	79	-59.5%	425	515	-17.5%	152	159	-4.4%
34103	\$535,748	\$845,000	-36.6%	24	77	-68.8%	361	430	-16.0%	73	110	-33.6%
34104	\$250,000	\$250,000	0.0%	36	88	-59.1%	281	410	-31.5%	64	86	-25.6%
34105	\$265,000	\$286,000	-7.3%	28	50	-44.0%	270	384	-29.7%	54	100	-46.0%
34108	\$712,500	\$695,000	+2.5%	40	83	-51.8%	478	617	-22.5%	73	113	-35.4%
34109	\$425,000	\$383,500	+10.8%	46	92	-50.0%	286	438	-34.7%	80	99	-19.2%
34110	\$423,000	\$387,800	+9.1%	34	91	-62.6%	521	722	-27.8%	111	109	+1.8%
34112	\$228,000	\$183,500	+24.3%	55	104	-47.1%	419	548	-23.5%	84	97	-13.4%
34113	\$325,000	\$326,900	-0.6%	45	101	-55.4%	464	592	-21.6%	89	127	-29.9%
34114	\$325,000	\$349,990	-7.1%	57	115	-50.4%	480	595	-19.3%	102	120	-15.0%
34116	\$289,900	\$283,750	+2.2%	19	32	-40.6%	69	117	-41.0%	52	83	-37.3%
34117	\$346,000	\$320,000	+8.1%	13	20	-35.0%	73	172	-57.6%	65	63	+3.2%
34119	\$393,000	\$415,000	-5.3%	68	119	-42.9%	473	739	-36.0%	122	93	+31.2%
34120	\$300,000	\$308,000	-2.6%	91	121	-24.8%	426	605	-29.6%	90	101	-10.9%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$275,500	\$263,500	+4.6%	10	16	-37.5%	89	138	-35.5%	79	65	+21.5%

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



# Local Market Update – May 2020

A Research Tool Provided by Naples Area Board of REALTORS®



## Naples Beach

34102, 34103, 34108

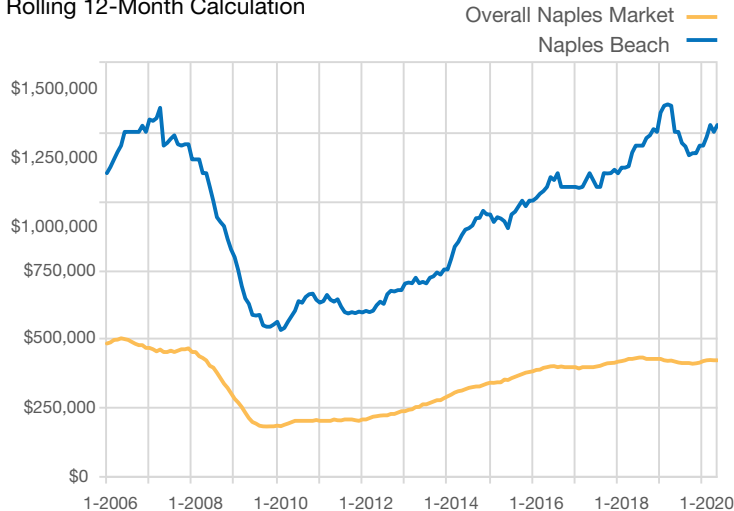
Single Family Key Metrics	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	70	<b>88</b>	+ 25.7%	591	<b>511</b>	- 13.5%
Closed Sales	94	<b>39</b>	- 58.5%	338	<b>299</b>	-
Days on Market Until Sale	141	<b>107</b>	- 24.1%	124	<b>124</b>	11.5%
Median Closed Price*	\$1,132,500	<b>\$1,350,000</b>	+ 19.2%	\$1,355,000	<b>\$1,662,500</b>	+ <del>20.7%</del> 21.6%
Average Closed Price*	\$2,232,505	<b>\$2,396,298</b>	+ 7.3%	\$2,387,736	<b>\$2,443,540</b>	+ 2.3%
Percent of Current List Price Received*	93.6%	<b>93.2%</b>	- 0.4%	93.8%	<b>93.7%</b>	- 0.1%
Inventory of Homes for Sale	658	<b>510</b>	- 22.5%	-	-	-
Months Supply of Inventory	11.9	<b>9.1</b>	- 23.5%	-	-	-

Condo Key Metrics	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	114	<b>148</b>	+ 29.8%	893	<b>805</b>	- 9.9%
Closed Sales	145	<b>57</b>	- 60.7%	531	<b>492</b>	- 7.3%
Days on Market Until Sale	118	<b>93</b>	- 21.2%	108	<b>107</b>	- 0.9%
Median Closed Price*	\$710,000	<b>\$610,000</b>	- 14.1%	\$735,000	<b>\$685,000</b>	- 6.8%
Average Closed Price*	\$1,138,274	<b>\$1,014,070</b>	- 10.9%	\$1,079,041	<b>\$1,016,368</b>	- 5.8%
Percent of Current List Price Received*	94.9%	<b>94.3%</b>	- 0.6%	94.8%	<b>94.4%</b>	- 0.4%
Inventory of Homes for Sale	904	<b>754</b>	- 16.6%	-	-	-
Months Supply of Inventory	10.4	<b>8.7</b>	- 16.3%	-	-	-

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

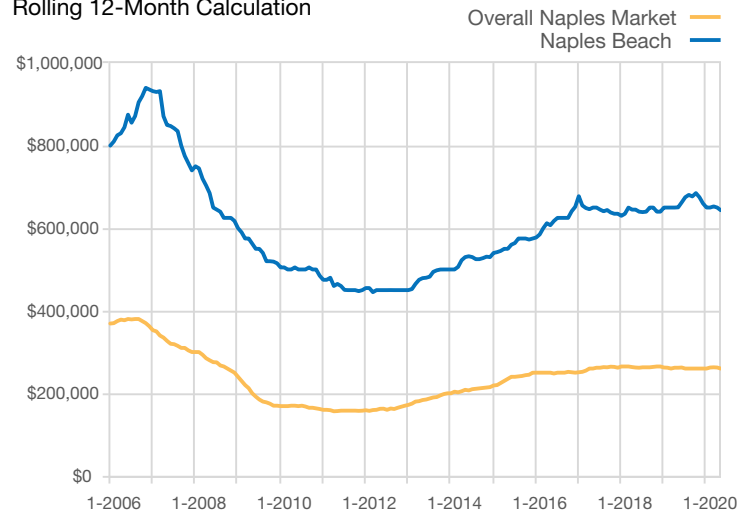
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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

# Local Market Update – May 2020

A Research Tool Provided by Naples Area Board of REALTORS®



## North Naples

34109, 34110, 34119

Single Family	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
<b>Key Metrics</b>						
New Listings	145	<b>148</b>	+ 2.1%	951	<b>784</b>	- 17.6%
Closed Sales	155	<b>76</b>	- 51.0%	528	<b>482</b>	- 8.7%
Days on Market Until Sale	104	<b>108</b>	+ 3.8%	104	<b>95</b>	- 8.7%
Median Closed Price*	\$525,000	<b>\$557,500</b>	+ 6.2%	\$537,500	<b>\$555,000</b>	+ 3.3%
Average Closed Price*	\$684,708	<b>\$690,381</b>	+ 0.8%	\$751,984	<b>\$787,813</b>	+ 4.8%
Percent of Current List Price Received*	95.0%	<b>95.5%</b>	+ 0.5%	95.1%	<b>95.7%</b>	+ 0.6%
Inventory of Homes for Sale	984	<b>602</b>	- 38.8%	-	-	-
Months Supply of Inventory	9.5	<b>5.7</b>	- 40.0%	-	-	-

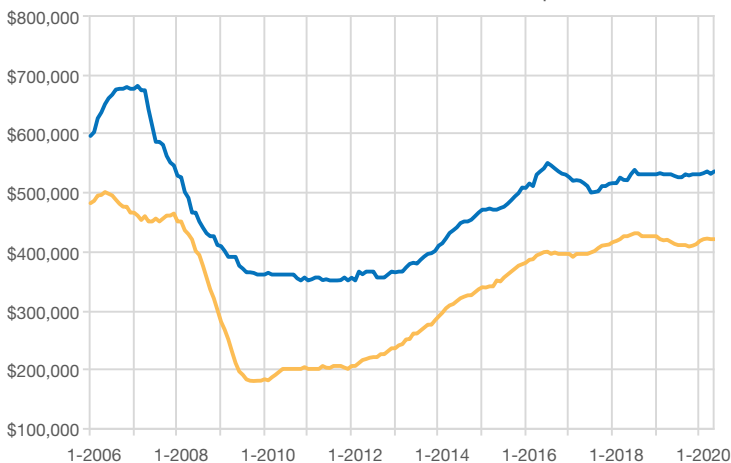
Condo	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
<b>Key Metrics</b>						
New Listings	156	<b>151</b>	- 3.2%	1,022	<b>887</b>	- 13.2%
Closed Sales	147	<b>73</b>	- 50.3%	601	<b>576</b>	- 4.2%
Days on Market Until Sale	95	<b>103</b>	+ 8.4%	105	<b>84</b>	- 20.0%
Median Closed Price*	\$275,000	<b>\$275,000</b>	0.0%	\$276,500	<b>\$270,000</b>	- 2.4%
Average Closed Price*	\$354,826	<b>\$412,916</b>	+ 16.4%	\$369,471	<b>\$384,440</b>	+ 4.1%
Percent of Current List Price Received*	95.4%	<b>94.6%</b>	- 0.8%	95.4%	<b>95.7%</b>	+ 0.3%
Inventory of Homes for Sale	916	<b>679</b>	- 25.9%	-	-	-
Months Supply of Inventory	8.0	<b>5.8</b>	- 27.5%	-	-	-

\* 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

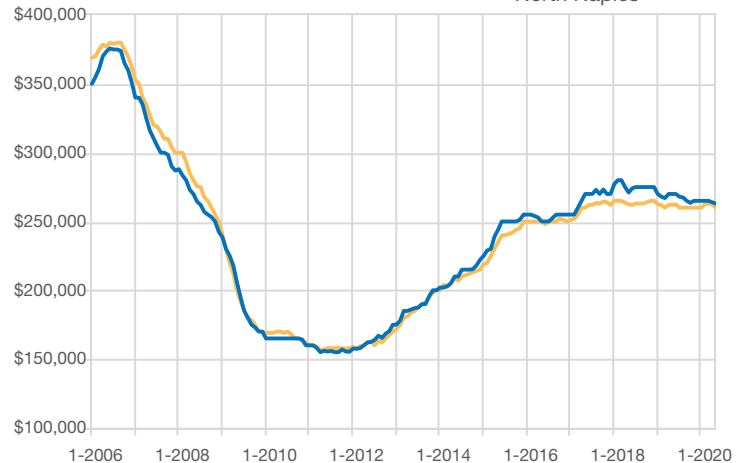
Overall Naples Market —  
North Naples —



### Median Closed Price - Condo

Rolling 12-Month Calculation

Overall Naples Market —  
North Naples —



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 – May 2020

A Research Tool Provided by Naples Area Board of REALTORS®



## Central Naples

34104, 34105, 34116

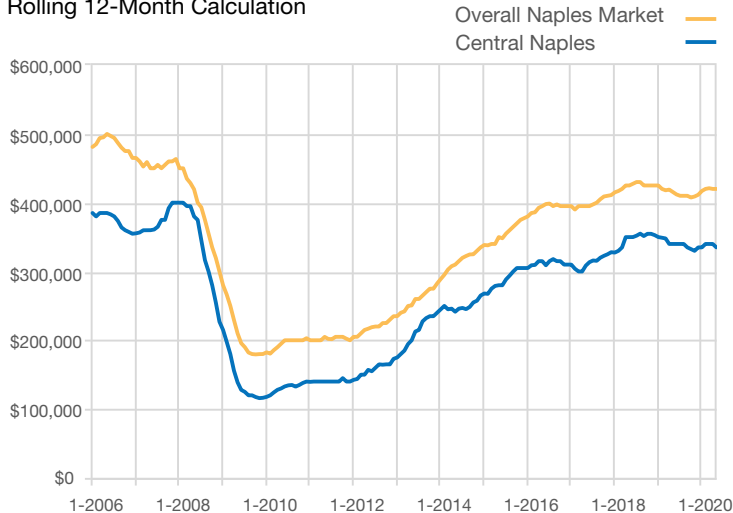
Single Family	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
<b>Key Metrics</b>						
New Listings	103	<b>59</b>	- 42.7%	530	<b>408</b>	- 23.0%
Closed Sales	90	<b>44</b>	- 51.1%	320	<b>288</b>	- 10.0%
Days on Market Until Sale	93	<b>53</b>	- 43.0%	89	<b>90</b>	+ 1.1%
Median Closed Price*	\$333,450	<b>\$329,300</b>	- 1.2%	\$340,000	<b>\$353,500</b>	+ 4.0%
Average Closed Price*	\$364,774	<b>\$434,796</b>	+ 19.2%	\$535,881	<b>\$560,743</b>	+ 4.6%
Percent of Current List Price Received*	96.3%	<b>95.5%</b>	- 0.8%	96.1%	<b>95.7%</b>	- 0.4%
Inventory of Homes for Sale	452	<b>279</b>	- 38.3%	-	-	-
Months Supply of Inventory	7.8	<b>4.8</b>	- 38.5%	-	-	-

Condo	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
<b>Key Metrics</b>						
New Listings	72	<b>76</b>	+ 5.6%	543	<b>474</b>	- 12.7%
Closed Sales	80	<b>39</b>	- 51.3%	377	<b>296</b>	- 21.5%
Days on Market Until Sale	85	<b>64</b>	- 24.7%	95	<b>79</b>	- 16.8%
Median Closed Price*	\$185,500	<b>\$178,500</b>	- 3.8%	\$185,000	<b>\$192,500</b>	+ 4.1%
Average Closed Price*	\$213,167	<b>\$197,183</b>	- 7.5%	\$220,063	<b>\$216,377</b>	- 1.7%
Percent of Current List Price Received*	95.5%	<b>93.6%</b>	- 2.0%	95.3%	<b>95.1%</b>	- 0.2%
Inventory of Homes for Sale	459	<b>341</b>	- 25.7%	-	-	-
Months Supply of Inventory	6.3	<b>5.6</b>	- 11.1%	-	-	-

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

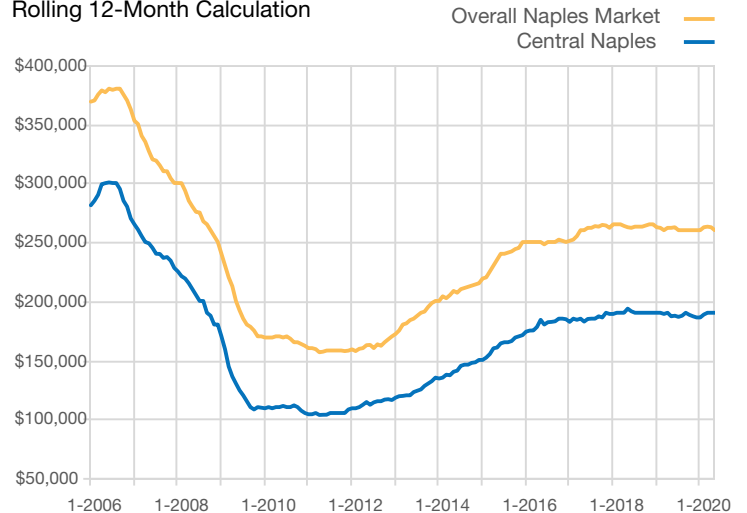
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – May 2020

A Research Tool Provided by Naples Area Board of REALTORS®



## South Naples

34112, 34113

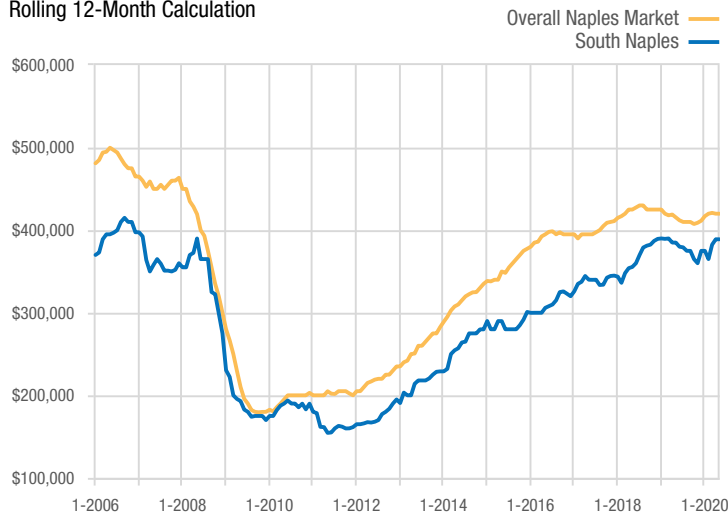
Single Family	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
<b>Key Metrics</b>						
New Listings	73	<b>63</b>	- 13.7%	479	<b>443</b>	- 7.5%
Closed Sales	63	<b>37</b>	- 41.3%	267	<b>237</b>	- 11.2%
Days on Market Until Sale	107	<b>63</b>	- 41.1%	97	<b>94</b>	- 3.1%
Median Closed Price*	\$365,000	<b>\$360,000</b>	- 1.4%	\$380,000	<b>\$420,000</b>	+ 10.5%
Average Closed Price*	\$489,258	<b>\$532,441</b>	+ 8.8%	\$484,241	<b>\$538,871</b>	+ 11.3%
Percent of Current List Price Received*	95.5%	<b>95.2%</b>	- 0.3%	94.9%	<b>95.7%</b>	+ 0.8%
Inventory of Homes for Sale	423	<b>340</b>	- 19.6%	—	—	—
Months Supply of Inventory	9.0	<b>7.1</b>	- 21.1%	—	—	—

Condo	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
<b>Key Metrics</b>						
New Listings	122	<b>125</b>	+ 2.5%	867	<b>713</b>	- 17.8%
Closed Sales	142	<b>63</b>	- 55.6%	530	<b>458</b>	- 13.6%
Days on Market Until Sale	113	<b>99</b>	- 12.4%	97	<b>98</b>	+ 1.0%
Median Closed Price*	\$185,250	<b>\$198,000</b>	+ 6.9%	\$202,500	<b>\$222,000</b>	+ 9.6%
Average Closed Price*	\$232,063	<b>\$240,822</b>	+ 3.8%	\$236,269	<b>\$254,051</b>	+ 7.5%
Percent of Current List Price Received*	94.8%	<b>94.5%</b>	- 0.3%	94.9%	<b>95.3%</b>	+ 0.4%
Inventory of Homes for Sale	717	<b>543</b>	- 24.3%	—	—	—
Months Supply of Inventory	8.3	<b>6.1</b>	- 26.5%	—	—	—

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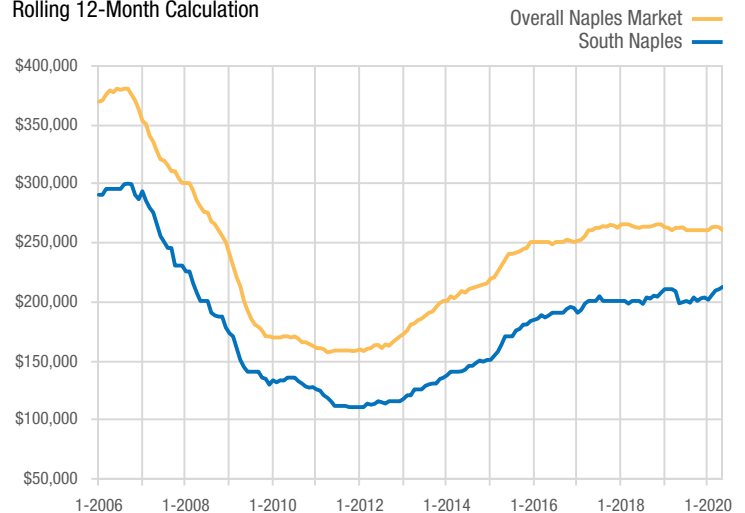
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## East Naples

34114, 34117, 34120, 34137

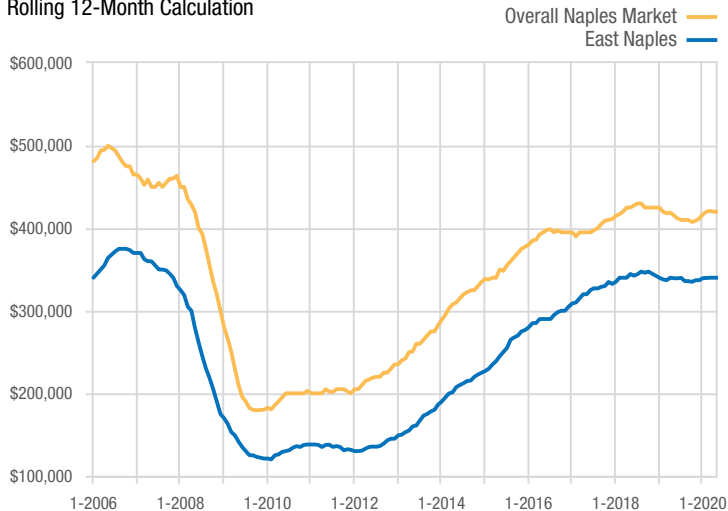
Single Family	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
<b>Key Metrics</b>						
New Listings	190	<b>200</b>	+ 5.3%	1,064	<b>1,030</b>	- 3.2%
Closed Sales	177	<b>109</b>	- 38.4%	695	<b>697</b>	+ 0.3%
Days on Market Until Sale	110	<b>97</b>	- 11.8%	101	<b>93</b>	- 7.9%
Median Closed Price*	\$355,000	<b>\$360,000</b>	+ 1.4%	\$340,000	<b>\$348,000</b>	+ 2.4%
Average Closed Price*	\$403,402	<b>\$442,878</b>	+ 9.8%	\$415,732	<b>\$417,997</b>	+ 0.5%
Percent of Current List Price Received*	97.2%	<b>97.3%</b>	+ 0.1%	96.8%	<b>97.3%</b>	+ 0.5%
Inventory of Homes for Sale	972	<b>660</b>	- 32.1%	—	—	—
Months Supply of Inventory	7.7	<b>4.7</b>	- 39.0%	—	—	—

Condo	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
<b>Key Metrics</b>						
New Listings	64	<b>68</b>	+ 6.3%	448	<b>407</b>	- 9.2%
Closed Sales	79	<b>52</b>	- 34.2%	302	<b>271</b>	- 10.3%
Days on Market Until Sale	98	<b>83</b>	- 15.3%	98	<b>95</b>	- 3.1%
Median Closed Price*	\$260,000	<b>\$263,998</b>	+ 1.5%	\$275,000	<b>\$269,000</b>	- 2.2%
Average Closed Price*	\$291,064	<b>\$265,632</b>	- 8.7%	\$281,623	<b>\$277,477</b>	- 1.5%
Percent of Current List Price Received*	96.0%	<b>96.0%</b>	0.0%	95.9%	<b>96.0%</b>	+ 0.1%
Inventory of Homes for Sale	400	<b>319</b>	- 20.3%	—	—	—
Months Supply of Inventory	7.8	<b>6.3</b>	- 19.2%	—	—	—

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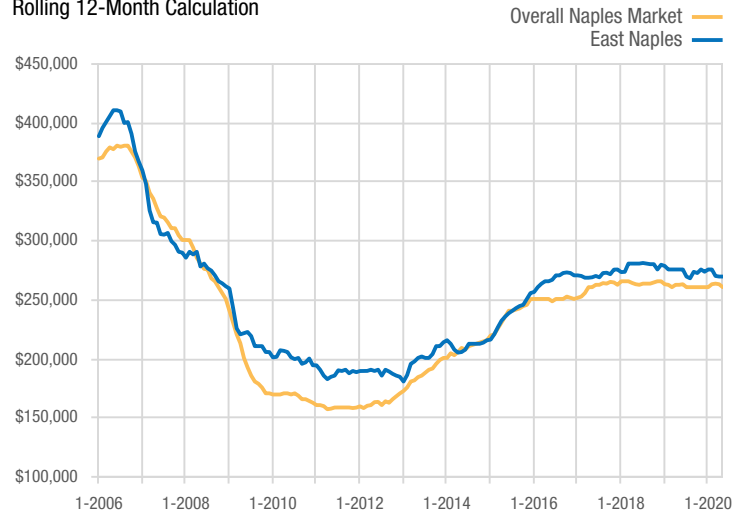
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – May 2020

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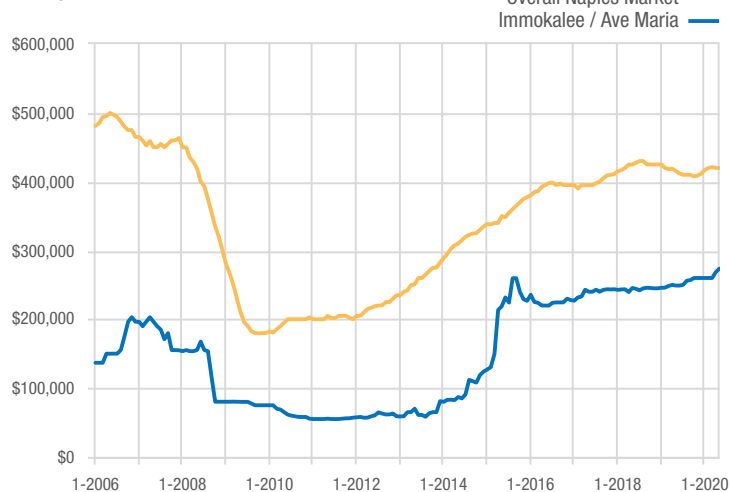
## Immokalee / Ave Maria

Single Family	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
<b>Key Metrics</b>						
New Listings	22	21	- 4.5%	123	94	- 23.6%
Closed Sales	16	9	- 43.8%	60	69	+ 15.0%
Days on Market Until Sale	65	77	+ 18.5%	86	89	+ 3.5%
Median Closed Price*	\$263,500	<b>\$276,000</b>	+ 4.7%	\$258,500	<b>\$276,000</b>	+ 6.8%
Average Closed Price*	\$255,768	<b>\$294,489</b>	+ 15.1%	\$266,522	<b>\$283,607</b>	+ 6.4%
Percent of Current List Price Received*	95.4%	<b>94.4%</b>	- 1.0%	96.3%	<b>97.3%</b>	+ 1.0%
Inventory of Homes for Sale	119	70	- 41.2%	—	—	—
Months Supply of Inventory	9.5	5.2	- 45.3%	—	—	—

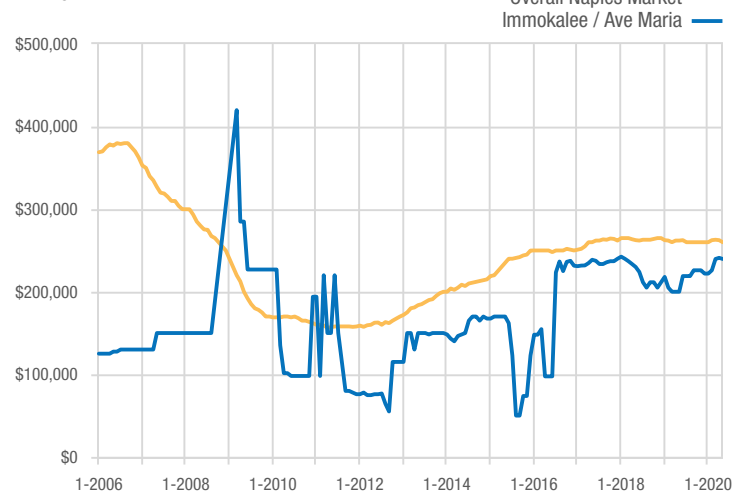
Condo	May			Year-to-Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
<b>Key Metrics</b>						
New Listings	9	4	- 55.6%	18	16	- 11.1%
Closed Sales	0	1	—	7	6	- 14.3%
Days on Market Until Sale	—	95	—	213	78	- 63.4%
Median Closed Price*	—	<b>\$234,000</b>	—	\$200,000	<b>\$260,500</b>	+ 30.3%
Average Closed Price*	—	<b>\$234,000</b>	—	\$197,061	<b>\$252,453</b>	+ 28.1%
Percent of Current List Price Received*	—	<b>96.0%</b>	—	98.4%	<b>97.2%</b>	- 1.2%
Inventory of Homes for Sale	19	19	0.0%	—	—	—
Months Supply of Inventory	11.4	9.5	- 16.7%	—	—	—

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### Median Closed Price - Single Family



### Median Closed Price - Condo



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