

MAY 2021

NAPLES AREA MARKET REPORT

LOCAL TRENDS IN REAL ESTATE



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Naples Area Market Report



May 2021

Homes in the Naples area were being sold at 99.1 percent of the list price in May. A tight inventory and buyer demand continued to push prices upward in May, which resulted in an overall median closed price increase of 29.4 percent to \$433,500 from \$335,000 in May 2020, according to the May 2021 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 predict continued price increases in 2021, but noted monthly showing and sales activity is beginning to show signs of deceleration from the remarkable market experienced during the first quarter of 2021.

Interestingly, the May Market Report showed the same number of list price increases for the month of May (247) as decreases (247). Cash sales in May accounted for 58.4 percent of the closed sales transactions. In May 2021, the average days on the market was reduced to 43 days, a 52.2 percent decrease.

The May Market Report showed overall closed sales increased 164.4 percent to 1,618 from 612 in May 2020 (a month when all the world was in COVID-19 lockdown). For perspective, closed sales increased 36 percent in May 2021 compared to May 2019 (a non-pandemic lockdown month). Nevertheless, closed sales activity in May 2021 outperformed any other May in the history of NABOR®'s market statistics reports.

Overall inventory fell 79.1 percent in May to 1,290 homes from 6,177 homes in May 2020, but monthly new listings activity continues. May welcomed 1,274 new listings, a 7.6 percent increase from 1,184 in May 2020.

The report also showed a 45 percent increase in showings for May (42,380 up from 29,319 in May 2020), which ultimately resulted in a 46.5 percent increase in pending sales for May to 1,710 pending sales from 1,167 pending sales in May 2020.

Quick Facts

+ 164.4% **+ 29.4%** **- 79.1%**

Change in Total Sales All Properties Change in Median Closed Price All Properties Change in Homes for Sale All Properties

+ 144.7% **+ 76.7%** **+ 69.5%**

Price Range With the Strongest Sales: \$2,000,001 and Above Bedroom Count With Strongest Sales: 4 Bedrooms or More 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	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,184	1,274	+ 7.6%	6,654	7,562	+ 13.6%
Total Sales		612	1,618	+ 164.4%	4,189	7,877	+ 88.0%
Days on Market Until Sale		90	43	- 52.2%	95	62	- 34.7%
Median Closed Price		\$335,000	\$433,500	+ 29.4%	\$347,750	\$420,000	+ 20.8%
Average Closed Price		\$597,827	\$834,231	+ 39.5%	\$643,777	\$814,643	+ 26.5%
Percent of List Price Received		95.3%	99.0%	+ 3.9%	95.6%	97.8%	+ 2.3%
Pending Listings		1,167	1,710	+ 46.5%	5,642	10,725	+ 90.1%
Inventory of Homes for Sale		6,177	1,290	- 79.1%	—	—	—
Months Supply of Inventory		7.5	1.0	- 86.7%	—	—	—

Overall 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	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		596	678	+ 13.8%	3,311	3,732	+ 12.7%
Total Sales		322	723	+ 124.5%	2,084	3,492	+ 67.6%
Days on Market Until Sale		91	40	- 56.0%	97	56	- 42.3%
Median Closed Price		\$426,518	\$598,800	+ 40.4%	\$436,796	\$571,000	+ 30.7%
Average Closed Price		\$744,242	\$1,140,487	+ 53.2%	\$823,005	\$1,156,643	+ 40.5%
Percent of List Price Received		95.7%	99.1%	+ 3.6%	96.0%	98.1%	+ 2.2%
Pending Listings		671	871	+ 29.8%	2,935	4,991	+ 70.1%
Inventory of Homes for Sale		3,091	689	- 77.7%	—	—	—
Months Supply of Inventory		7.3	1.1	- 84.9%	—	—	—

Overall Condo Market Overview

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



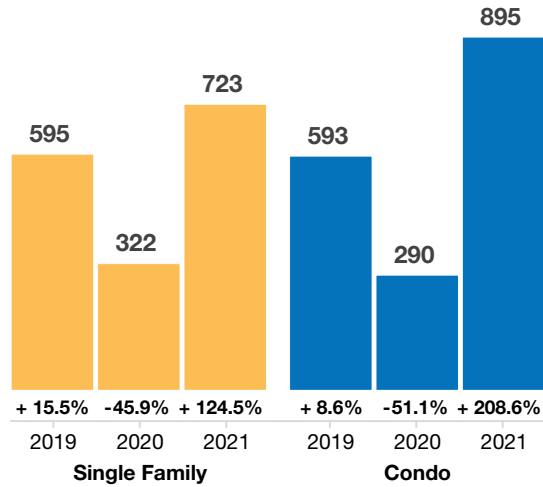
Key Metrics	Historical Sparkbars	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		588	596	+ 1.4%	3,343	3,830	+ 14.6%
Total Sales		290	895	+ 208.6%	2,105	4,385	+ 108.3%
Days on Market Until Sale		90	46	- 48.9%	93	66	- 29.0%
Median Closed Price		\$261,000	\$329,000	+ 26.1%	\$273,000	\$312,000	+ 14.3%
Average Closed Price		\$435,256	\$586,831	+ 34.8%	\$466,338	\$542,292	+ 16.3%
Percent of List Price Received		94.7%	98.9%	+ 4.4%	95.3%	97.5%	+ 2.3%
Pending Listings		496	839	+ 69.2%	2,707	5,734	+ 111.8%
Inventory of Homes for Sale		3,086	601	- 80.5%	—	—	—
Months Supply of Inventory		7.6	0.9	- 88.2%	—	—	—

Overall Closed Sales

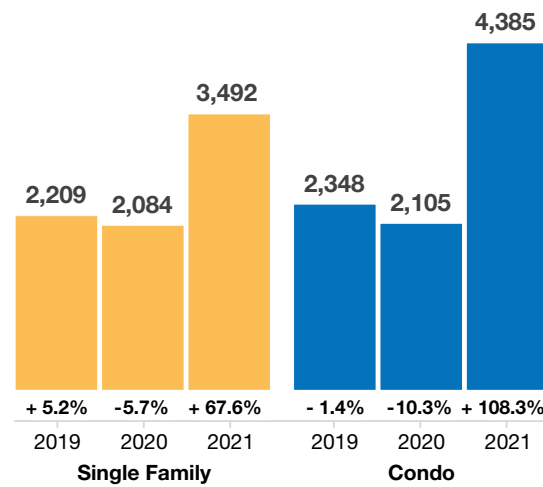
A count of the actual sales that closed in a given month.



May

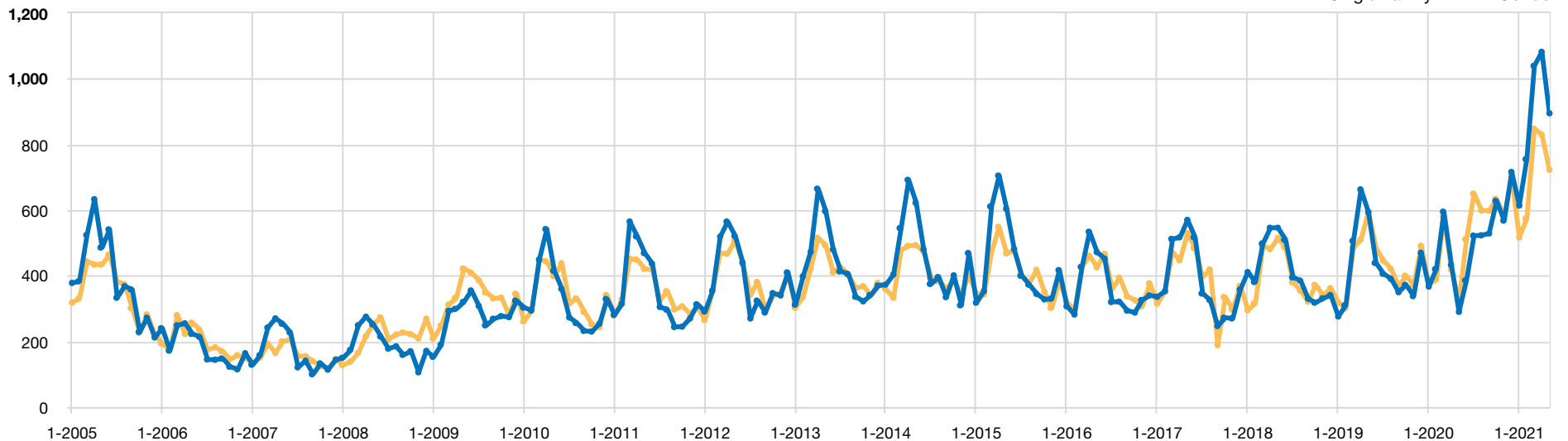


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2020	511	+ 5.6%	386	- 12.1%
Jul-2020	650	+ 45.7%	522	+ 28.6%
Aug-2020	599	+ 42.3%	523	+ 33.8%
Sep-2020	598	+ 62.9%	529	+ 51.1%
Oct-2020	634	+ 58.5%	628	+ 68.8%
Nov-2020	580	+ 56.3%	568	+ 68.0%
Dec-2020	701	+ 42.8%	716	+ 52.3%
Jan-2021	517	+ 38.2%	614	+ 67.3%
Feb-2021	574	+ 48.3%	755	+ 79.8%
Mar-2021	848	+ 45.7%	1,039	+ 74.6%
Apr-2021	830	+ 98.1%	1,082	+ 149.9%
May-2021	723	+ 124.5%	895	+ 208.6%
12-Month Avg	647	+ 53.3%	688	+ 69.5%

Overall Closed Sales by Month



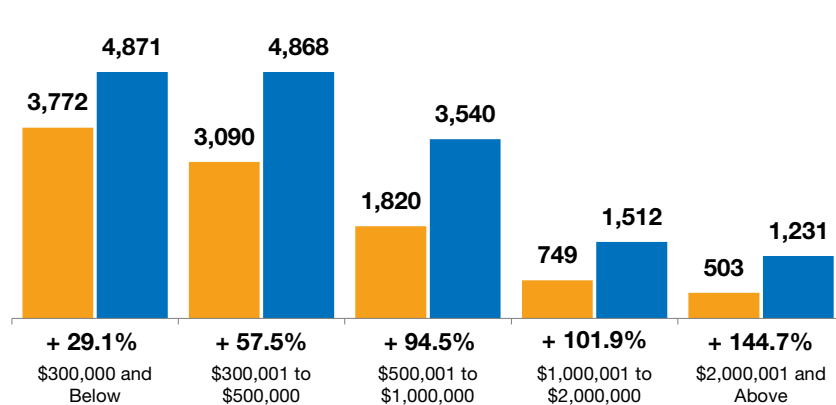
Overall Closed Sales by Price Range

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



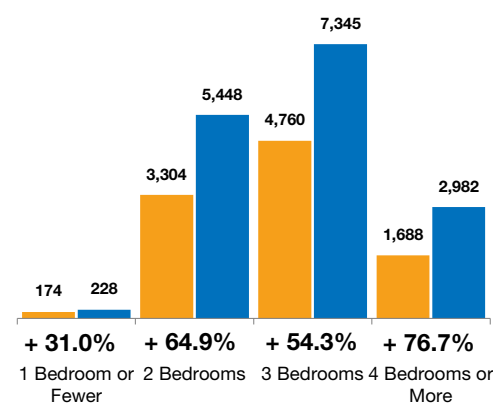
By Price Range

5-2020 5-2021



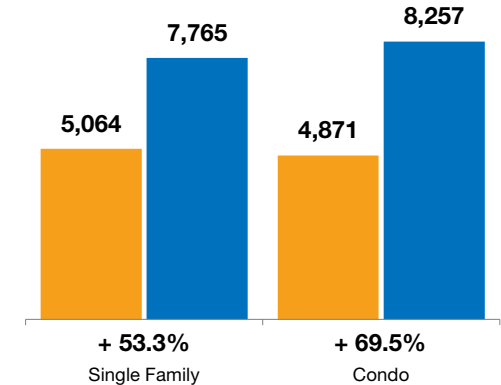
By Bedroom Count

5-2020 5-2021



By Property Type

5-2020 5-2021



All Properties

By Price Range

	5-2020	5-2021	Change
\$300,000 and Below	3,772	4,871	+ 29.1%
\$300,001 to \$500,000	3,090	4,868	+ 57.5%
\$500,001 to \$1,000,000	1,820	3,540	+ 94.5%
\$1,000,001 to \$2,000,000	749	1,512	+ 101.9%
\$2,000,001 and Above	503	1,231	+ 144.7%
All Price Ranges	9,935	16,022	+ 61.3%

Single Family

	5-2020	5-2021	Change
1 Bedroom or 2 Bedrooms or Fewer	174	228	+ 31.0%
3 Bedrooms	3,304	5,448	+ 64.9%
4 Bedrooms	4,760	7,345	+ 54.3%
4 Bedrooms or More	1,688	2,982	+ 76.7%
All Single Family	5,064	7,765	+ 53.3%

Condo

	5-2020	5-2021	Change
1 Bedroom or 2 Bedrooms or Fewer	174	228	+ 31.0%
3 Bedrooms	3,304	5,448	+ 64.9%
4 Bedrooms	4,760	7,345	+ 54.3%
4 Bedrooms or More	1,688	2,982	+ 76.7%
All Condo	4,871	8,257	+ 69.5%

By Bedroom Count

	5-2020	5-2021	Change
1 Bedroom or Fewer	174	228	+ 31.0%
2 Bedrooms	3,304	5,448	+ 64.9%
3 Bedrooms	4,760	7,345	+ 54.3%
4 Bedrooms or More	1,688	2,982	+ 76.7%
All Bedroom Counts	9,935	16,022	+ 61.3%

	5-2020	5-2021	Change
1 Bedroom or Fewer	24	23	- 4.2%
2 Bedrooms	474	753	+ 58.9%
3 Bedrooms	2,964	4,230	+ 42.7%
4 Bedrooms or More	1,601	2,755	+ 72.1%
All Single Family	5,064	7,765	+ 53.3%

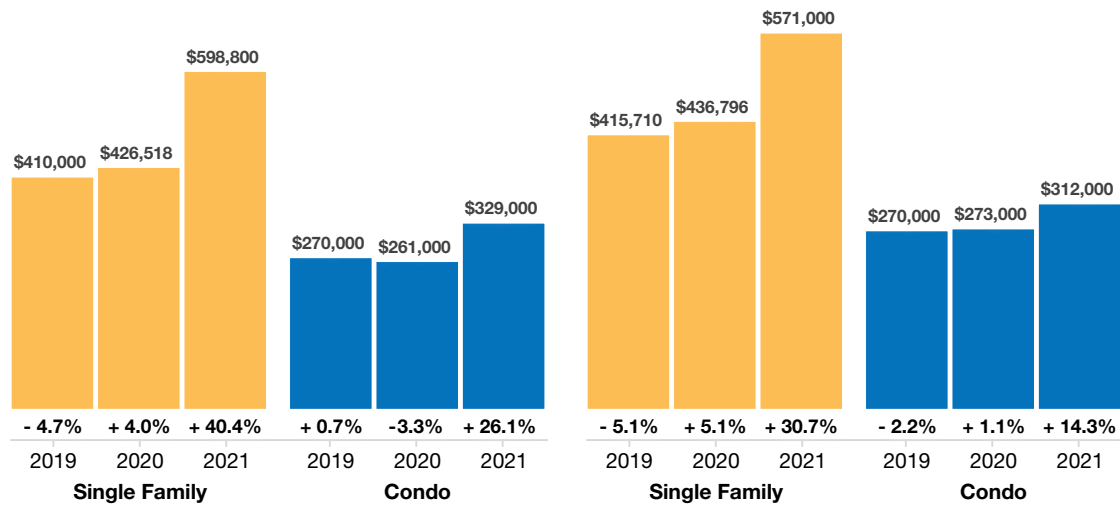
	5-2020	5-2021	Change
1 Bedroom or Fewer	150	205	+ 36.7%
2 Bedrooms	2,830	4,695	+ 65.9%
3 Bedrooms	1,796	3,115	+ 73.4%
4 Bedrooms or More	87	227	+ 160.9%
All Condo	4,871	8,257	+ 69.5%

Overall Median Closed Price

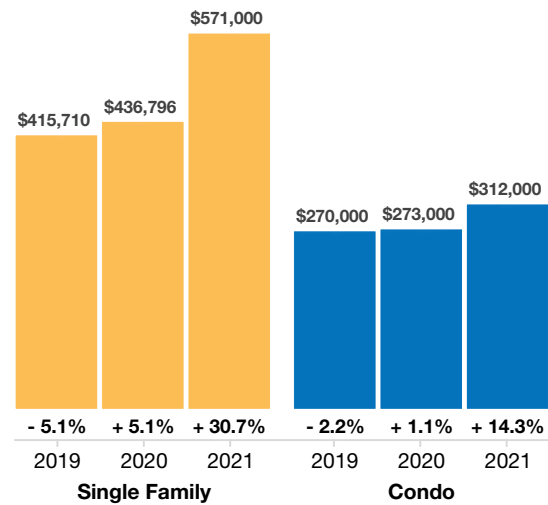
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



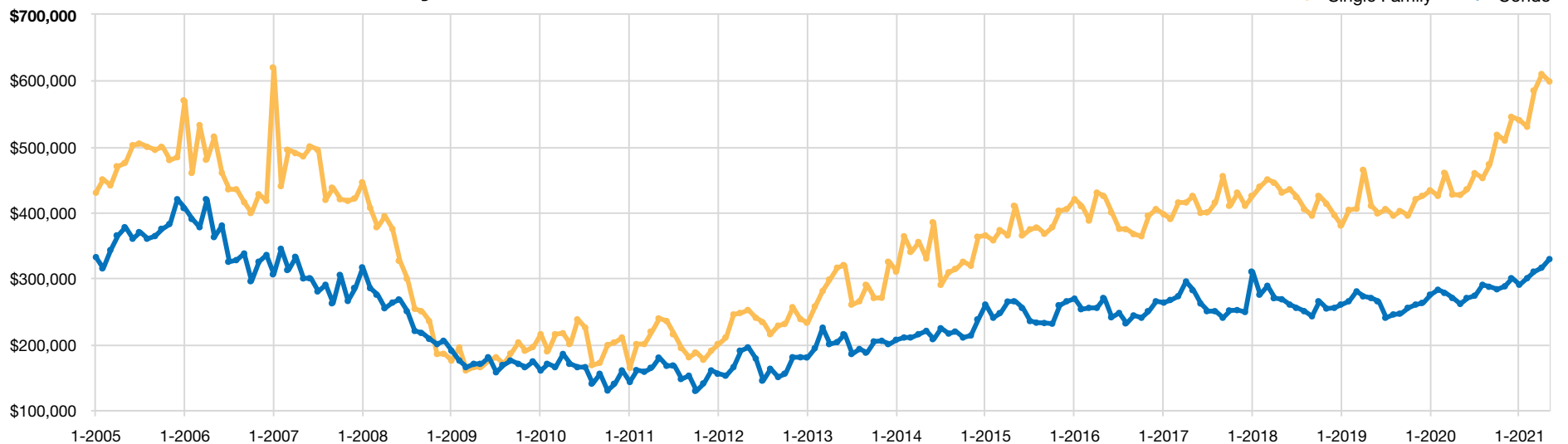
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2020	\$435,000	+ 9.2%	\$270,000	+ 1.9%
Jul-2020	\$459,500	+ 13.5%	\$273,500	+ 14.0%
Aug-2020	\$452,000	+ 14.4%	\$290,000	+ 18.4%
Sep-2020	\$473,000	+ 17.7%	\$287,000	+ 16.6%
Oct-2020	\$517,750	+ 31.1%	\$283,250	+ 11.1%
Nov-2020	\$509,000	+ 21.2%	\$287,750	+ 10.7%
Dec-2020	\$545,000	+ 28.2%	\$300,000	+ 14.3%
Jan-2021	\$540,000	+ 24.6%	\$290,132	+ 5.5%
Feb-2021	\$530,000	+ 24.7%	\$300,000	+ 6.2%
Mar-2021	\$585,000	+ 27.2%	\$310,000	+ 11.6%
Apr-2021	\$610,000	+ 42.9%	\$316,000	+ 17.0%
May-2021	\$598,800	+ 40.4%	\$329,000	+ 26.1%
12-Month Avg*	\$520,000	+ 23.8%	\$299,000	+ 15.0%

* Median Closed Price for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

Overall Median Closed Price by Month



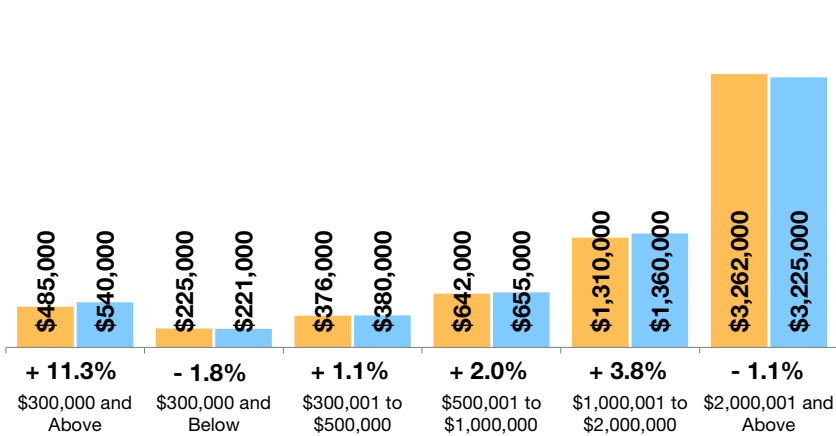
Overall Median Closed Price by Price Range

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



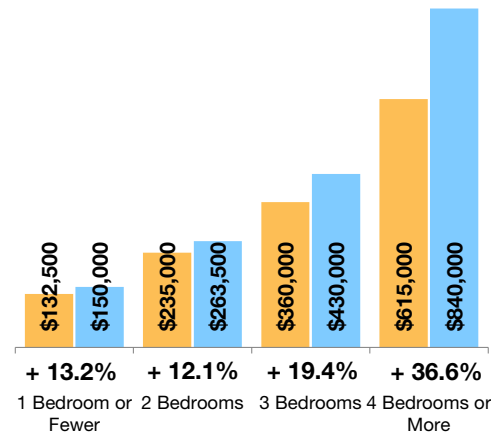
By Price Range

5-2020 5-2021



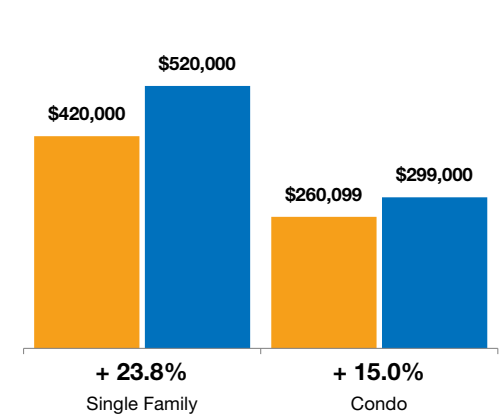
By Bedroom Count

5-2020 5-2021



By Property Type

5-2020 5-2021



All Properties

By Price Range

	5-2020	5-2021	Change
\$300,000 and Above	\$485,000	\$540,000	+ 11.3%
\$300,000 and Below	\$225,000	\$221,000	- 1.8%
\$300,001 to \$500,000	\$376,000	\$380,000	+ 1.1%
\$500,001 to \$1,000,000	\$642,000	\$655,000	+ 2.0%
\$1,000,001 to \$2,000,000	\$1,310,000	\$1,360,000	+ 3.8%
\$2,000,001 and Above	\$3,262,000	\$3,225,000	- 1.1%
All Price Ranges	\$335,000	\$399,000	+ 19.1%

Single Family

	5-2020	5-2021	Change
\$300,000 and Above	\$485,000	\$565,000	+ 16.5%
\$300,000 and Below	\$265,000	\$263,000	- 0.8%
\$300,001 to \$500,000	\$385,000	\$392,000	+ 1.8%
\$500,001 to \$1,000,000	\$639,000	\$650,000	+ 1.7%
\$1,000,001 to \$2,000,000	\$1,325,000	\$1,349,500	+ 1.8%
\$2,000,001 and Above	\$3,385,000	\$3,480,000	+ 2.8%
All Single Family	\$420,000	\$520,000	+ 23.8%

Condo

	5-2020	5-2021	Change
\$300,000 and Above	\$484,500	\$492,500	+ 1.7%
\$300,000 and Below	\$208,250	\$215,000	+ 3.2%
\$300,001 to \$500,000	\$359,000	\$365,000	+ 1.7%
\$500,001 to \$1,000,000	\$660,000	\$670,000	+ 1.5%
\$1,000,001 to \$2,000,000	\$1,300,000	\$1,400,000	+ 7.7%
\$2,000,001 and Above	\$2,895,000	\$2,650,000	- 8.5%
All Condo	\$260,099	\$299,000	+ 15.0%

By Bedroom Count

	5-2020	5-2021	Change
1 Bedroom or Fewer	\$132,500	\$150,000	+ 13.2%
2 Bedrooms	\$235,000	\$263,500	+ 12.1%
3 Bedrooms	\$360,000	\$430,000	+ 19.4%
4 Bedrooms or More	\$615,000	\$840,000	+ 36.6%
All Bedroom Counts	\$335,000	\$399,000	+ 19.1%

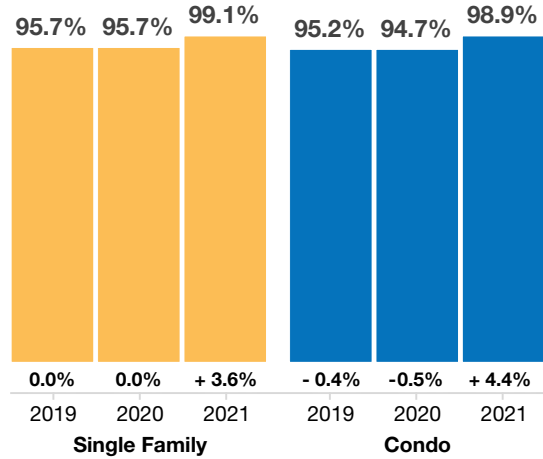
	5-2020	5-2021	Change
1 Bedroom or Fewer	\$95,000	\$85,000	- 10.5%
2 Bedrooms	\$290,500	\$330,000	+ 13.6%
3 Bedrooms	\$384,000	\$461,500	+ 20.2%
4 Bedrooms or More	\$601,000	\$799,000	+ 32.9%
All Single Family	\$420,000	\$520,000	+ 23.8%

Overall Percent of Current List Price Received

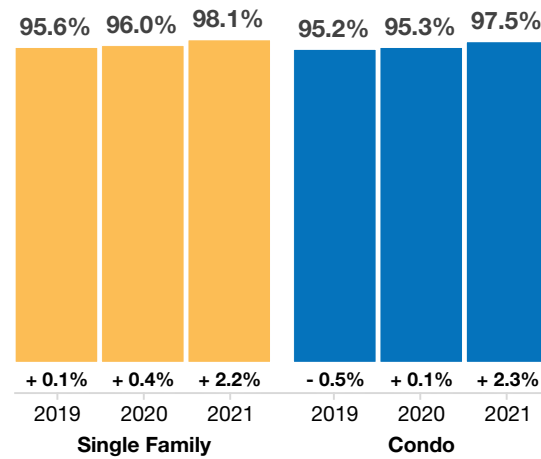
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May



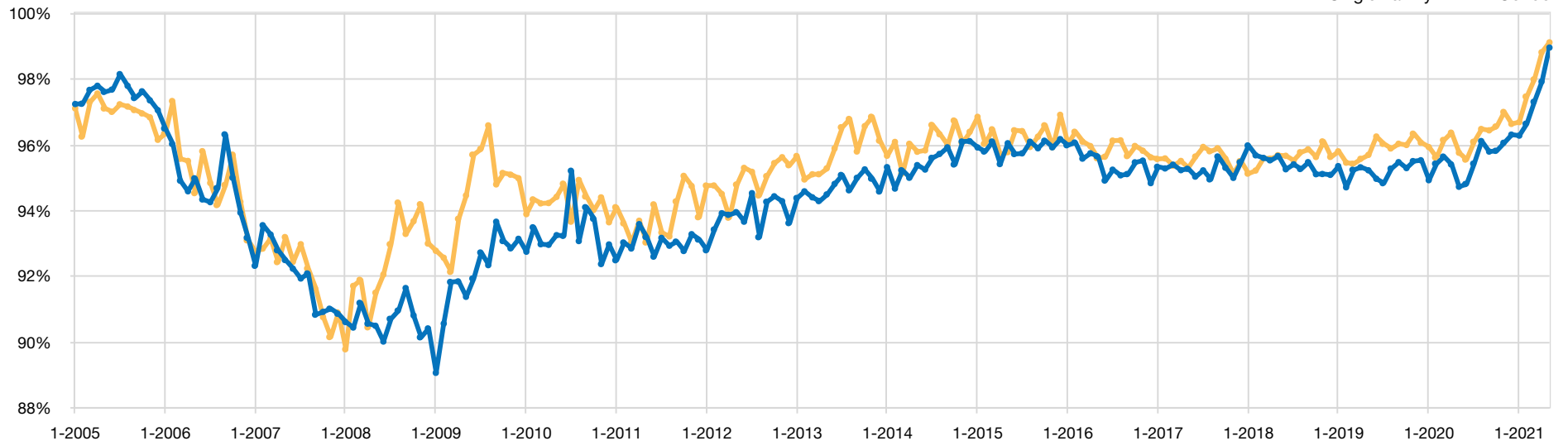
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2020	95.5%	- 0.7%	94.8%	- 0.2%
Jul-2020	96.1%	+ 0.1%	95.4%	+ 0.6%
Aug-2020	96.5%	+ 0.6%	96.1%	+ 0.8%
Sep-2020	96.4%	+ 0.4%	95.8%	+ 0.3%
Oct-2020	96.5%	+ 0.5%	95.8%	+ 0.5%
Nov-2020	97.0%	+ 0.7%	96.0%	+ 0.5%
Dec-2020	96.6%	+ 0.5%	96.3%	+ 0.8%
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%
12-Month Avg*	97.2%	+ 1.2%	96.7%	+ 1.5%

* Pct. of List Price Received for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

Overall Percent of List Price Received



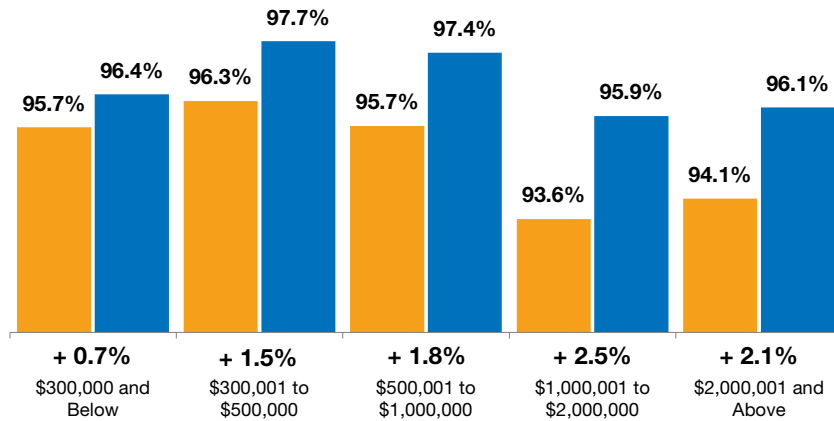
Overall Percent of Current List Price Received by Price Range

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.



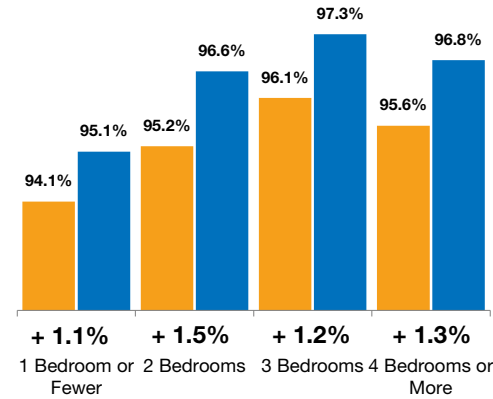
By Price Range

5-2020 5-2021



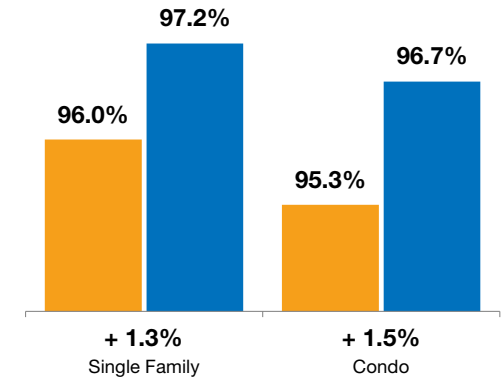
By Bedroom Count

5-2020 5-2021



By Property Type

5-2020 5-2021



All Properties

By Price Range	5-2020	5-2021	Change
\$300,000 and Below	95.7%	96.4%	+ 0.7%
\$300,001 to \$500,000	96.3%	97.7%	+ 1.5%
\$500,001 to \$1,000,000	95.7%	97.4%	+ 1.8%
\$1,000,001 to \$2,000,000	93.6%	95.9%	+ 2.5%
\$2,000,001 and Above	94.1%	96.1%	+ 2.1%
All Price Ranges	95.7%	96.9%	+ 1.3%

Single Family

5-2020	5-2021	Change
96.7%	96.7%	0.0%
96.6%	97.8%	+ 1.2%
96.0%	97.6%	+ 1.7%
93.3%	95.8%	+ 2.7%
93.9%	95.7%	+ 1.9%
96.0%	97.2%	+ 1.3%

Condo

5-2020	5-2021	Change
95.3%	96.4%	+ 1.2%
95.7%	97.4%	+ 1.8%
95.1%	97.0%	+ 2.0%
94.1%	96.1%	+ 2.1%
94.6%	97.2%	+ 2.7%
95.3%	96.7%	+ 1.5%

By Bedroom Count

5-2020	5-2021	Change
94.1%	95.1%	+ 1.1%
95.2%	96.6%	+ 1.5%
96.1%	97.3%	+ 1.2%
95.6%	96.8%	+ 1.3%
95.7%	96.9%	+ 1.3%

5-2020	5-2021	Change
93.8%	91.9%	- 2.0%
94.8%	96.7%	+ 2.0%
96.5%	97.6%	+ 1.1%
95.5%	96.8%	+ 1.4%
96.0%	97.2%	+ 1.3%

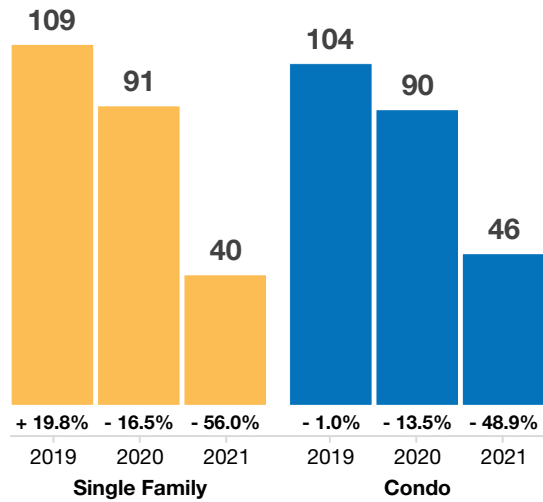
5-2020	5-2021	Change
94.1%	95.4%	+ 1.4%
95.2%	96.6%	+ 1.5%
95.4%	97.0%	+ 1.7%
96.0%	97.5%	+ 1.6%
95.3%	96.7%	+ 1.5%

Overall Days on Market Until Sale

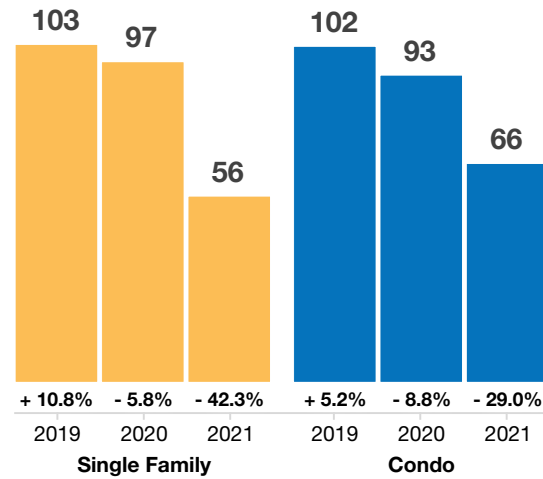
Average number of days between when a property is listed and when an offer is accepted in a given month.



May



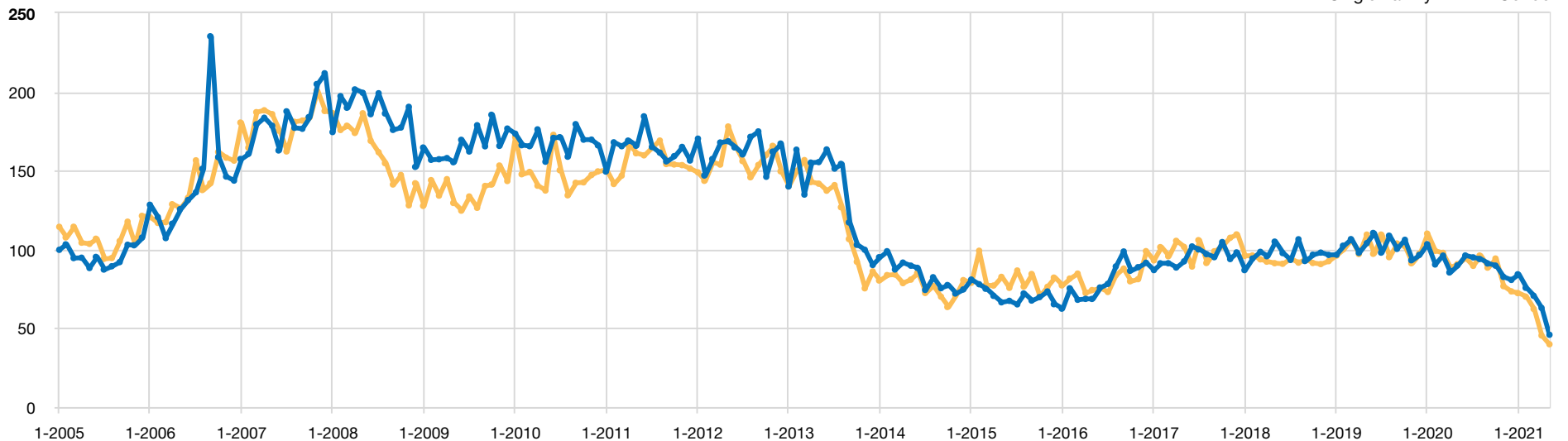
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2020	94	- 3.1%	96	- 12.7%
Jul-2020	90	- 17.4%	95	- 3.1%
Aug-2020	96	+ 1.1%	94	- 13.8%
Sep-2020	88	- 15.4%	91	- 9.0%
Oct-2020	94	- 7.8%	90	- 15.1%
Nov-2020	77	- 15.4%	83	- 10.8%
Dec-2020	73	- 24.7%	81	- 16.5%
Jan-2021	72	- 34.5%	84	- 18.4%
Feb-2021	70	- 29.3%	76	- 15.6%
Mar-2021	62	- 36.7%	71	- 26.0%
Apr-2021	45	- 49.4%	63	- 25.9%
May-2021	40	- 56.0%	46	- 48.9%
12-Month Avg*	73	- 25.6%	77	- 21.5%

* Days on Market for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month



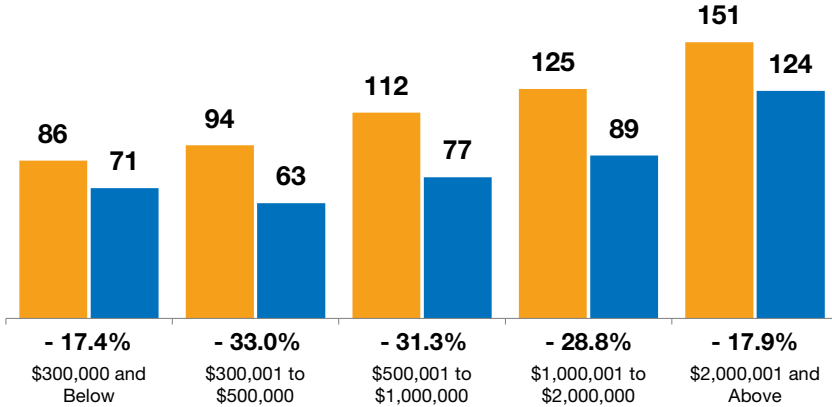
Overall Days on Market Until Sale by Price Range

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



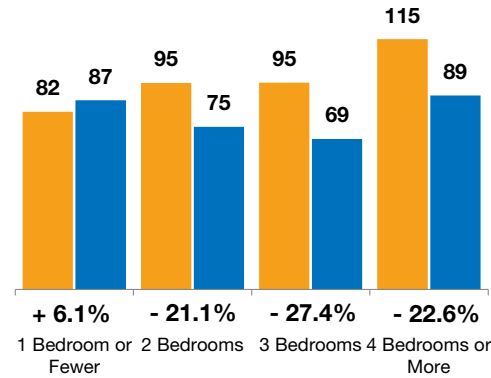
By Price Range

5-2020 5-2021



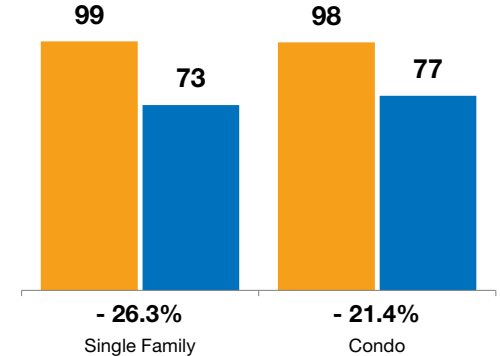
By Bedroom Count

5-2020 5-2021



By Property Type

5-2020 5-2021



All Properties

By Price Range	5-2020	5-2021	Change
\$300,000 and Below	86	71	-17.4%
\$300,001 to \$500,000	94	63	-33.0%
\$500,001 to \$1,000,000	112	77	-31.3%
\$1,000,001 to \$2,000,000	125	89	-28.8%
\$2,000,001 and Above	151	124	-17.9%
All Price Ranges	98	75	-23.5%

Single Family

	5-2020	5-2021	Change
1 Bedroom or 2 Bedrooms Fewer	70	67	-4.3%
3 Bedrooms	93	57	-38.7%
4 Bedrooms	111	69	-37.8%
4 Bedrooms or More	126	87	-31.0%
	162	133	-17.9%
All Single Family	99	73	-26.3%

Condo

	5-2020	5-2021	Change
Single Family	92	72	-21.7%
Condo	98	71	-27.6%
	116	93	-19.8%
	124	91	-26.6%
	117	102	-12.8%
All Condo	98	77	-21.4%

By Bedroom Count

	5-2020	5-2021	Change
1 Bedroom or Fewer	82	87	+6.1%
2 Bedrooms	95	75	-21.1%
3 Bedrooms	95	69	-27.4%
4 Bedrooms or More	115	89	-22.6%
All Bedroom Counts	98	75	-23.5%

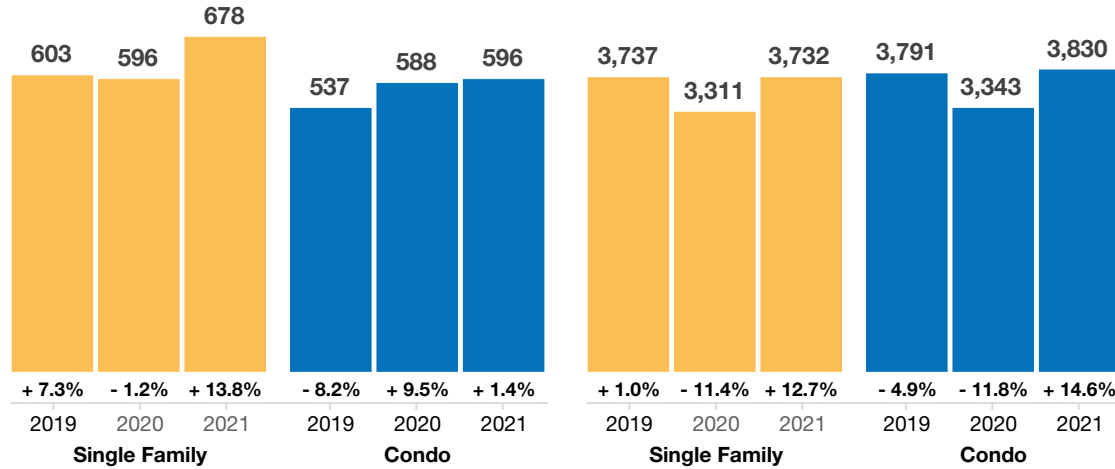
	5-2020	5-2021	Change
1 Bedroom or Fewer	121	185	+52.9%
2 Bedrooms	89	67	-24.7%
3 Bedrooms	91	64	-29.7%
4 Bedrooms or More	116	88	-24.1%
All Single Family	99	73	-26.3%
Single Family	76	77	+1.2%
Condo	96	76	-20.8%
	103	76	-26.0%
	104	109	+4.9%
All Condo	98	77	-21.4%

Overall New Listings

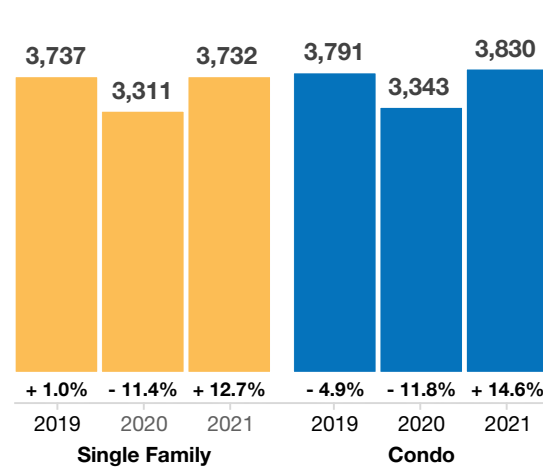
A count of the properties that have been newly listed on the market in a given month.



May

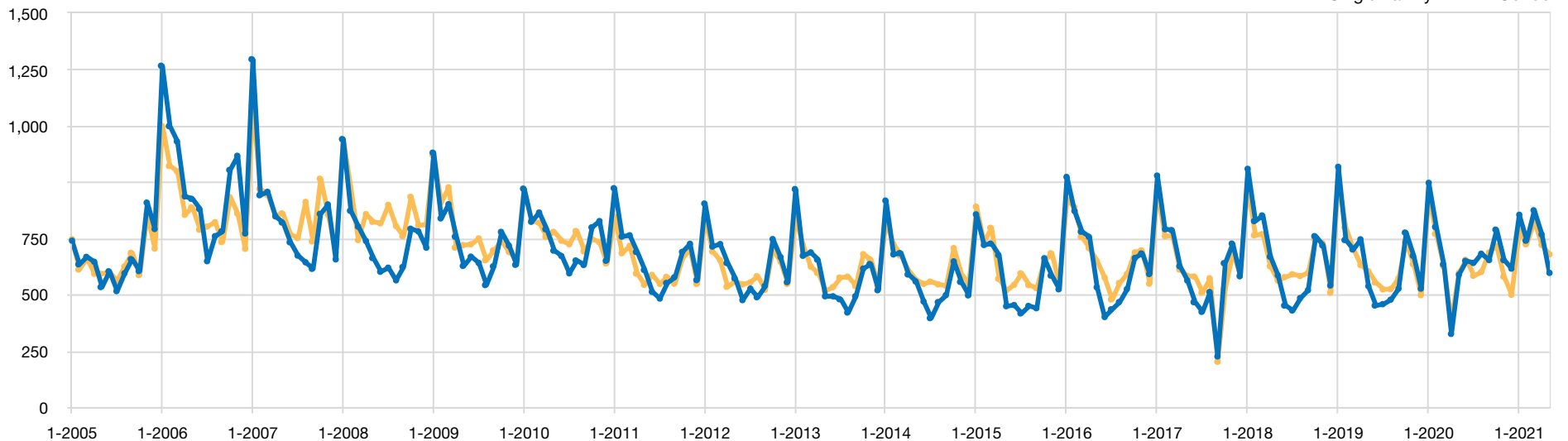


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2020	654	+ 18.3%	649	+ 43.9%
Jul-2020	583	+ 11.5%	640	+ 40.0%
Aug-2020	600	+ 14.5%	681	+ 42.8%
Sep-2020	687	+ 20.1%	653	+ 24.1%
Oct-2020	716	- 2.3%	788	+ 1.7%
Nov-2020	579	- 8.8%	653	- 2.8%
Dec-2020	499	+ 0.4%	615	+ 16.9%
Jan-2021	783	- 16.3%	854	- 14.3%
Feb-2021	723	- 6.0%	739	- 7.6%
Mar-2021	827	+ 32.1%	874	+ 37.9%
Apr-2021	721	+ 87.8%	767	+ 136.0%
May-2021	678	+ 13.8%	596	+ 1.4%
12-Month Avg	671	+ 9.6%	709	+ 17.8%

Overall New Listings by Month

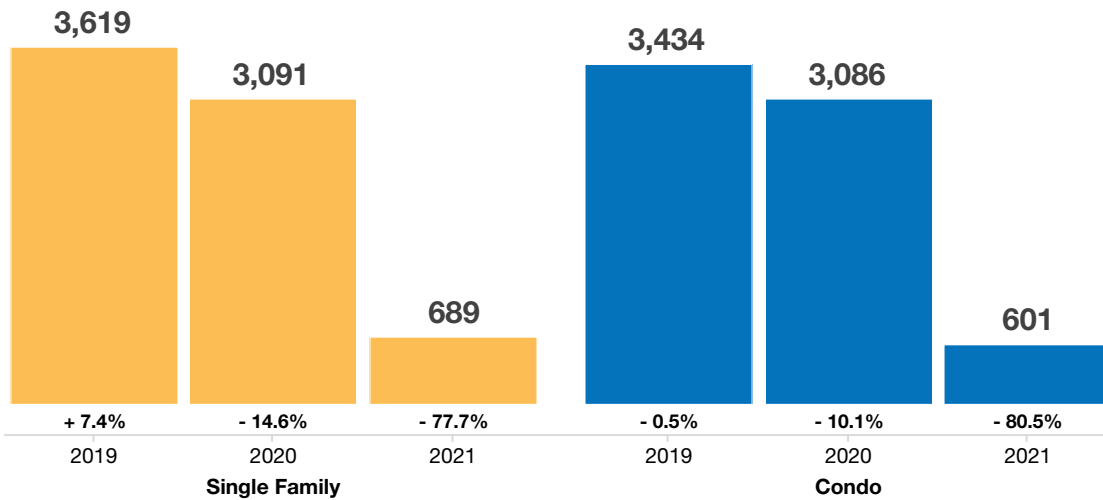


Overall Inventory of Homes for Sale

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

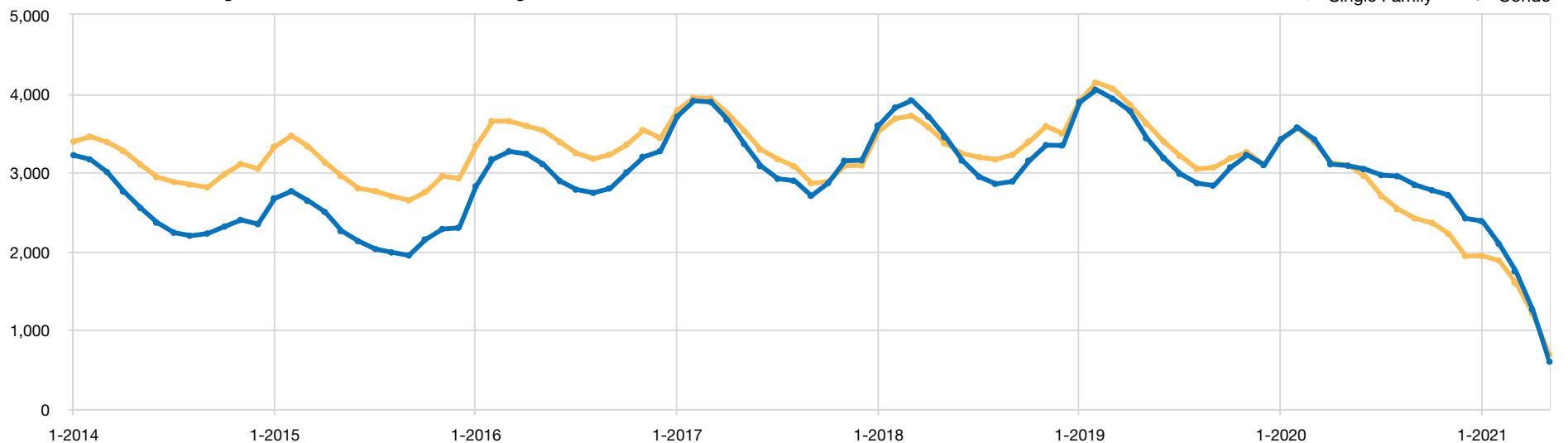


May



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2020	2,958	- 12.8%	3,043	- 4.4%
Jul-2020	2,702	- 15.8%	2,966	- 0.6%
Aug-2020	2,533	- 16.8%	2,952	+ 3.1%
Sep-2020	2,417	- 21.1%	2,842	+ 0.3%
Oct-2020	2,361	- 25.8%	2,774	- 9.5%
Nov-2020	2,224	- 31.7%	2,713	- 15.8%
Dec-2020	1,939	- 37.4%	2,418	- 21.8%
Jan-2021	1,942	- 43.1%	2,383	- 30.4%
Feb-2021	1,884	- 47.1%	2,095	- 41.3%
Mar-2021	1,601	- 52.7%	1,748	- 48.8%
Apr-2021	1,215	- 61.1%	1,261	- 59.4%
May-2021	689	- 77.7%	601	- 80.5%
12-Month Avg	2,039	- 37.0%	2,316	- 26.5%

Overall Inventory of Homes for Sale by Month



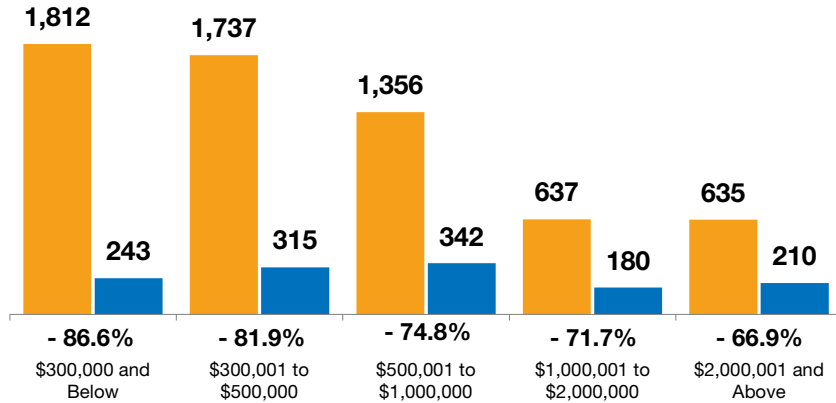
Overall Inventory of Homes for Sale by Price Range

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



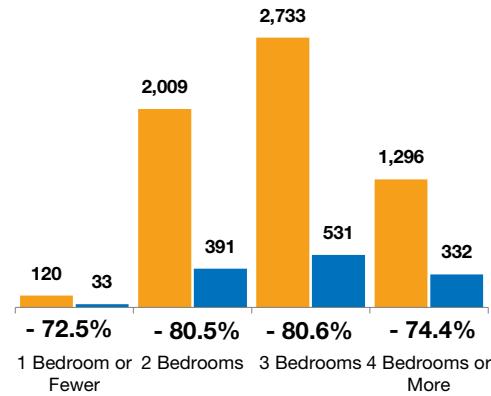
By Price Range

5-2020 5-2021



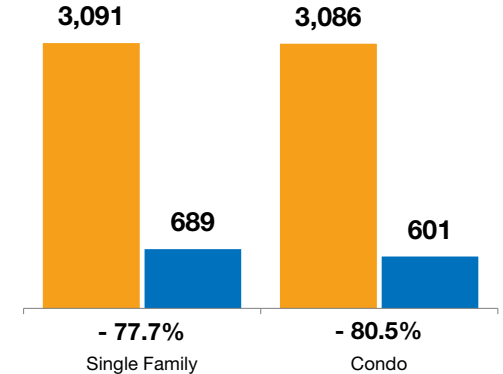
By Bedroom Count

5-2020 5-2021



By Property Type

5-2020 5-2021



All Properties

By Price Range	5-2020	5-2021	Change
\$300,000 and Below	1,812	243	- 86.6%
\$300,001 to \$500,000	1,737	315	- 81.9%
\$500,001 to \$1,000,000	1,356	342	- 74.8%
\$1,000,001 to \$2,000,000	637	180	- 71.7%
\$2,000,001 and Above	635	210	- 66.9%
All Price Ranges	6,177	1,290	- 79.1%

Single Family

5-2020	5-2021	Change	5-2020	5-2021	Change
370	54	- 85.4%	1442	189	- 86.9%
950	157	- 83.5%	787	158	- 79.9%
894	226	- 74.7%	462	116	- 74.9%
406	104	- 74.4%	231	76	- 67.1%
471	148	- 68.6%	164	62	- 62.2%
3,091	689	- 77.7%	3,086	601	- 80.5%

Condo

By Bedroom Count	5-2020	5-2021	Change
1 Bedroom or Fewer	120	33	- 72.5%
2 Bedrooms	2,009	391	- 80.5%
3 Bedrooms	2,733	531	- 80.6%
4 Bedrooms or More	1,296	332	- 74.4%
All Bedroom Counts	6,177	1,290	- 79.1%

5-2020	5-2021	Change	5-2020	5-2021	Change
26	8	- 69.2%	94	25	- 73.4%
264	64	- 75.8%	1,745	327	- 81.3%
1,586	315	- 80.1%	1,147	927	- 19.2%
1,211	300	- 75.2%	85	32	- 62.4%
3,091	689	- 77.7%	3,086	601	- 80.5%

Listing and Sales Summary Report

May 2021

	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	May-21	May-20	% Change	May-21	May-20	% Change	May-21	May-20	% Change	May-21	May-20	% Change
Overall Naples Market*	\$433,500	\$335,000	+29.4%	1618	612	+164.4%	1,290	6,177	-79.1%	43	90	-52.2%
Collier County	\$465,000	\$345,000	+34.8%	1784	663	+169.1%	1,497	6,904	-78.3%	45	96	-53.1%
Ave Maria	\$379,900	\$276,000	+37.6%	23	9	+155.6%	24	96	-75.0%	36	79	-54.4%
Central Naples	\$295,500	\$275,000	+7.5%	228	83	+174.7%	163	766	-78.7%	45	58	-22.4%
East Naples	\$414,000	\$319,500	+29.6%	304	168	+81.0%	271	1,245	-78.2%	38	92	-58.7%
Everglades City	--	--	--	0	0	--	6	9	-33.3%	--	--	--
Immokalee	\$207,900	\$250,000	-16.8%	4	1	+300.0%	12	24	-50.0%	75	76	-1.3%
Immokalee / Ave Maria	\$356,000	\$275,500	+29.2%	27	10	+170.0%	36	120	-70.0%	42	79	-46.8%
Naples	\$440,000	\$336,805	+30.6%	1591	602	+164.3%	1,255	6,060	-79.3%	43	90	-52.2%
Naples Beach	\$1,100,000	\$765,000	+43.8%	338	97	+248.5%	361	1,437	-74.9%	58	101	-42.6%
North Naples	\$525,000	\$415,000	+26.5%	424	151	+180.8%	277	1,561	-82.3%	32	104	-69.2%
South Naples	\$289,000	\$265,000	+9.1%	297	103	+188.3%	182	1,048	-82.6%	46	84	-45.2%
34102	\$1,250,000	\$885,000	+41.2%	103	32	+221.9%	159	469	-66.1%	58	152	-61.8%
34103	\$1,272,500	\$571,500	+122.7%	80	25	+220.0%	96	422	-77.3%	73	83	-12.0%
34104	\$263,000	\$250,000	+5.2%	103	36	+186.1%	76	339	-77.6%	46	64	-28.1%
34105	\$322,500	\$265,000	+21.7%	92	28	+228.6%	52	326	-84.0%	48	54	-11.1%
34108	\$1,000,000	\$712,500	+40.4%	155	40	+287.5%	106	546	-80.6%	50	73	-31.5%
34109	\$500,000	\$425,000	+17.6%	129	46	+180.4%	61	362	-83.1%	19	80	-76.3%
34110	\$542,450	\$423,000	+28.2%	138	34	+305.9%	110	604	-81.8%	44	111	-60.4%
34112	\$229,000	\$232,000	-1.3%	151	57	+164.9%	92	510	-82.0%	39	81	-51.9%
34113	\$361,250	\$325,000	+11.2%	146	46	+217.4%	90	538	-83.3%	53	87	-39.1%
34114	\$465,100	\$325,000	+43.1%	151	58	+160.3%	112	563	-80.1%	46	100	-54.0%
34116	\$328,000	\$289,900	+13.1%	33	19	+73.7%	35	101	-65.3%	36	52	-30.8%
34117	\$397,500	\$345,500	+15.1%	34	14	+142.9%	44	108	-59.3%	36	79	-54.4%
34119	\$525,000	\$387,500	+35.5%	157	70	+124.3%	106	594	-82.2%	34	118	-71.2%
34120	\$390,000	\$306,000	+27.5%	119	96	+24.0%	115	574	-80.0%	27	89	-69.7%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$356,000	\$275,500	+29.2%	27	10	+170.0%	36	120	-70.0%	42	79	-46.8%

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

Local Market Update – May 2021

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Naples Beach

34102, 34103, 34108

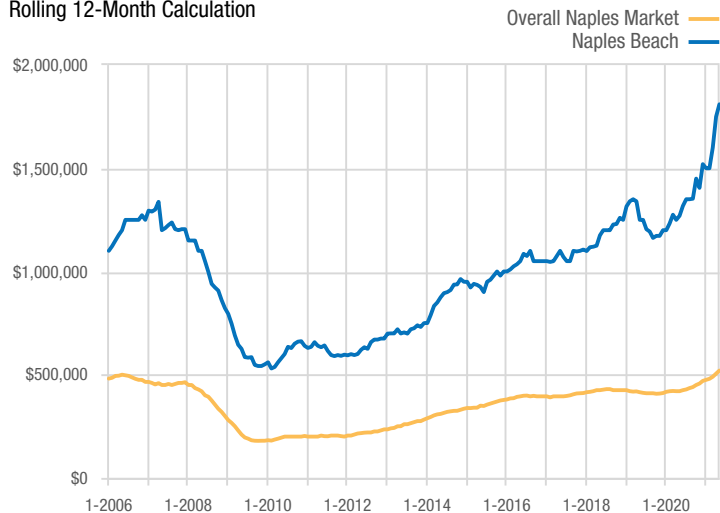
Single Family	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	90	87	- 3.3%	520	602	+ 15.8%
Total Sales	40	115	+ 187.5%	300	597	+ 99.0%
Days on Market Until Sale	113	47	- 58.4%	124	84	- 32.3%
Median Closed Price*	\$1,300,000	\$2,400,000	+ 84.6%	\$1,650,000	\$2,250,000	+ 36.4%
Average Closed Price*	\$2,363,266	\$3,126,246	+ 32.3%	\$2,439,130	\$3,246,121	+ 33.1%
Percent of List Price Received*	92.9%	99.0%	+ 6.6%	93.7%	97.6%	+ 4.2%
Inventory of Homes for Sale	584	146	- 75.0%	—	—	—
Months Supply of Inventory	10.4	1.4	- 86.5%	—	—	—

Condo	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	155	152	- 1.9%	815	956	+ 17.3%
Total Sales	57	223	+ 291.2%	492	1,096	+ 122.8%
Days on Market Until Sale	93	64	- 31.2%	107	85	- 20.6%
Median Closed Price*	\$610,000	\$875,000	+ 43.4%	\$685,000	\$799,000	+ 16.6%
Average Closed Price*	\$1,014,070	\$1,300,971	+ 28.3%	\$1,016,378	\$1,173,347	+ 15.4%
Percent of List Price Received*	94.3%	98.3%	+ 4.2%	94.4%	97.0%	+ 2.8%
Inventory of Homes for Sale	853	215	- 74.8%	—	—	—
Months Supply of Inventory	9.8	1.3	- 86.7%	—	—	—

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

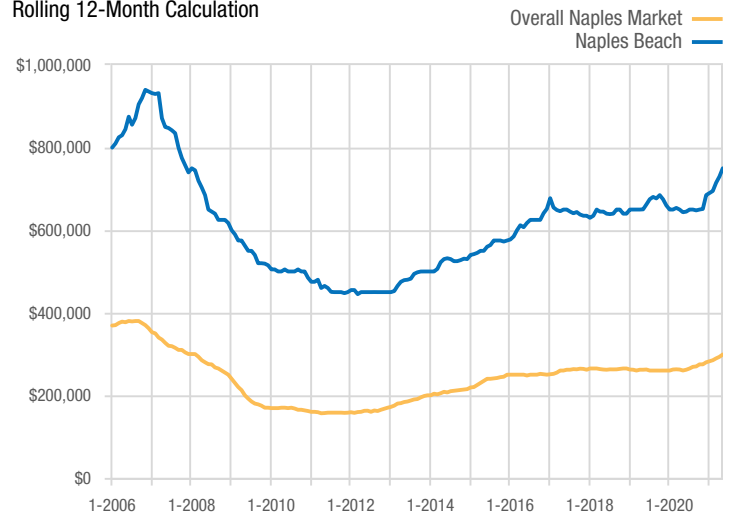
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – May 2021

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North Naples

34109, 34110, 34119

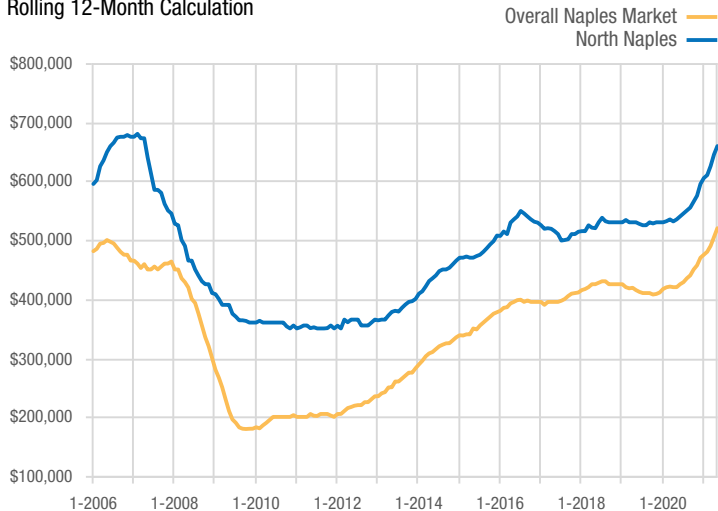
Single Family	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	150	166	+ 10.7%	795	933	+ 17.4%
Total Sales	76	192	+ 152.6%	483	864	+ 78.9%
Days on Market Until Sale	108	35	- 67.6%	95	50	- 47.4%
Median Closed Price*	\$555,000	\$742,500	+ 33.8%	\$555,000	\$719,886	+ 29.7%
Average Closed Price*	\$689,855	\$1,086,194	+ 57.5%	\$787,683	\$1,011,870	+ 28.5%
Percent of List Price Received*	95.4%	99.5%	+ 4.3%	95.7%	98.3%	+ 2.7%
Inventory of Homes for Sale	762	143	- 81.2%	—	—	—
Months Supply of Inventory	7.2	0.9	- 87.5%	—	—	—

Condo	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	156	153	- 1.9%	897	988	+ 10.1%
Total Sales	75	232	+ 209.3%	579	1,121	+ 93.6%
Days on Market Until Sale	101	31	- 69.3%	84	60	- 28.6%
Median Closed Price*	\$275,000	\$325,000	+ 18.2%	\$270,000	\$305,870	+ 13.3%
Average Closed Price*	\$409,991	\$472,661	+ 15.3%	\$385,568	\$440,521	+ 14.3%
Percent of List Price Received*	94.7%	99.7%	+ 5.3%	95.7%	98.0%	+ 2.4%
Inventory of Homes for Sale	799	134	- 83.2%	—	—	—
Months Supply of Inventory	6.8	0.7	- 89.7%	—	—	—

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

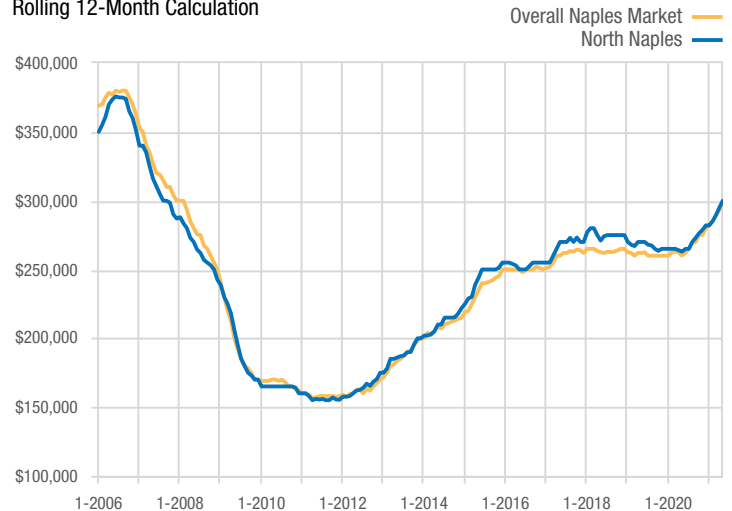
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

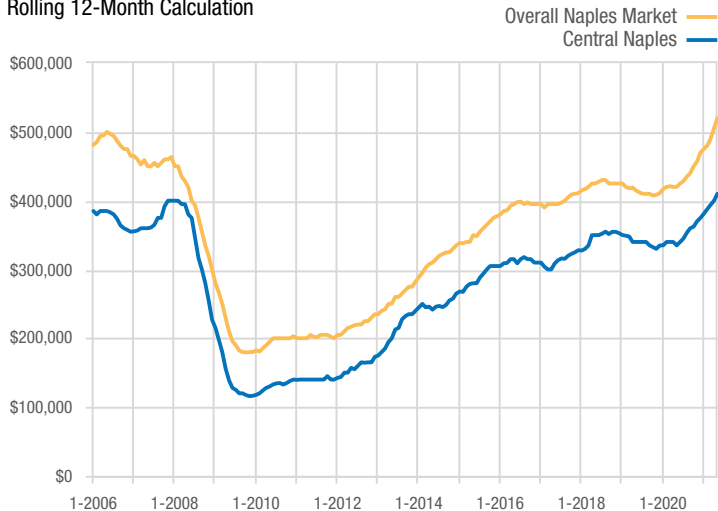
Single Family	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	63	101	+ 60.3%	413	484	+ 17.2%
Total Sales	44	81	+ 84.1%	288	415	+ 44.1%
Days on Market Until Sale	53	36	- 32.1%	90	49	- 45.6%
Median Closed Price*	\$329,300	\$437,250	+ 32.8%	\$353,500	\$436,000	+ 23.3%
Average Closed Price*	\$434,796	\$803,808	+ 84.9%	\$560,743	\$795,211	+ 41.8%
Percent of List Price Received*	95.5%	98.4%	+ 3.0%	95.7%	98.0%	+ 2.4%
Inventory of Homes for Sale	358	78	- 78.2%	—	—	—
Months Supply of Inventory	6.2	1.0	- 83.9%	—	—	—

Condo	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	78	90	+ 15.4%	483	589	+ 21.9%
Total Sales	39	147	+ 276.9%	296	682	+ 130.4%
Days on Market Until Sale	64	50	- 21.9%	79	64	- 19.0%
Median Closed Price*	\$178,500	\$225,000	+ 26.1%	\$192,500	\$214,000	+ 11.2%
Average Closed Price*	\$197,183	\$254,122	+ 28.9%	\$216,377	\$245,485	+ 13.5%
Percent of List Price Received*	93.6%	98.9%	+ 5.7%	95.1%	97.3%	+ 2.3%
Inventory of Homes for Sale	408	85	- 79.2%	—	—	—
Months Supply of Inventory	6.7	0.8	- 88.1%	—	—	—

* 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.

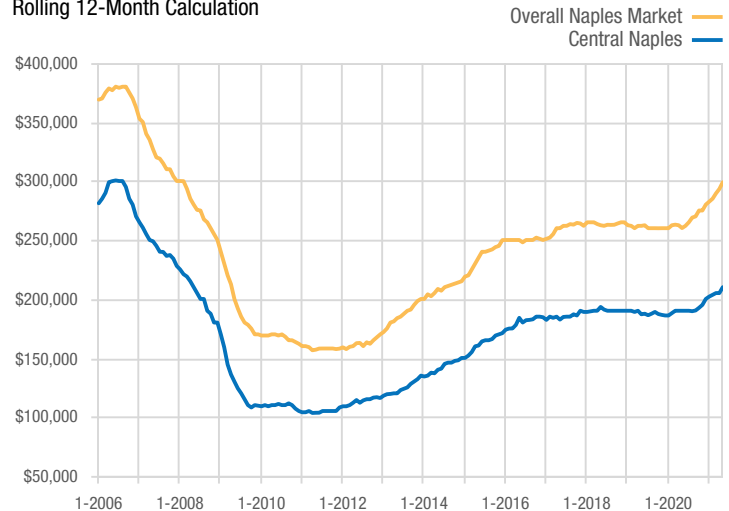
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – May 2021

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South Naples

34112, 34113

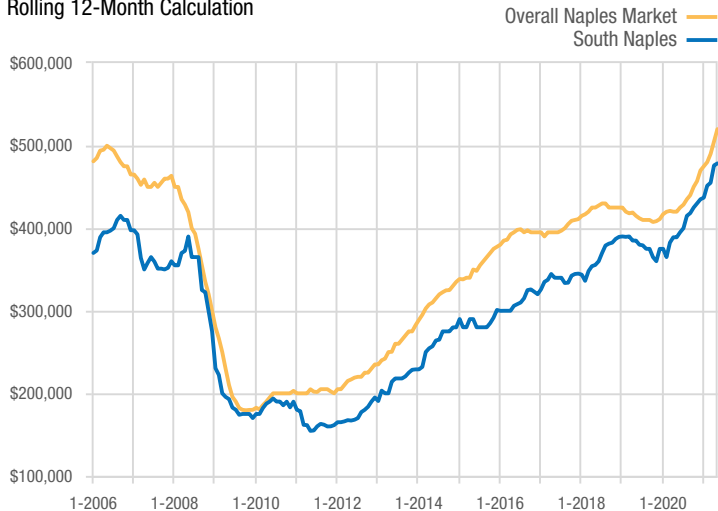
Single Family	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	68	77	+ 13.2%	452	493	+ 9.1%
Total Sales	37	104	+ 181.1%	237	462	+ 94.9%
Days on Market Until Sale	63	48	- 23.8%	94	62	- 34.0%
Median Closed Price*	\$360,000	\$470,000	+ 30.6%	\$420,000	\$509,500	+ 21.3%
Average Closed Price*	\$532,441	\$649,379	+ 22.0%	\$538,871	\$643,384	+ 19.4%
Percent of List Price Received*	95.2%	98.2%	+ 3.2%	95.7%	97.8%	+ 2.2%
Inventory of Homes for Sale	412	84	- 79.6%	—	—	—
Months Supply of Inventory	8.7	1.1	- 87.4%	—	—	—

Condo	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	126	118	- 6.3%	720	823	+ 14.3%
Total Sales	66	193	+ 192.4%	461	967	+ 109.8%
Days on Market Until Sale	95	45	- 52.6%	98	65	- 33.7%
Median Closed Price*	\$206,500	\$242,000	+ 17.2%	\$222,250	\$247,500	+ 11.4%
Average Closed Price*	\$241,453	\$259,599	+ 7.5%	\$254,055	\$267,464	+ 5.3%
Percent of List Price Received*	94.6%	98.9%	+ 4.5%	95.3%	97.4%	+ 2.2%
Inventory of Homes for Sale	636	98	- 84.6%	—	—	—
Months Supply of Inventory	7.1	0.7	- 90.1%	—	—	—

* 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.

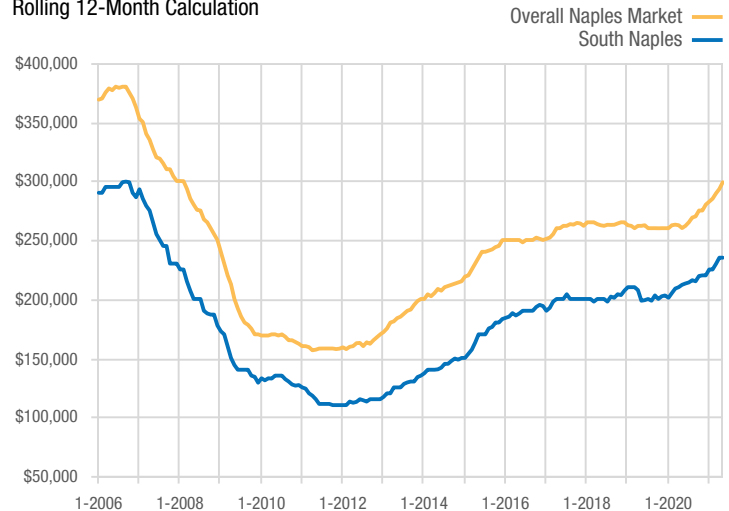
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – May 2021

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East Naples

34114, 34117, 34120, 34137

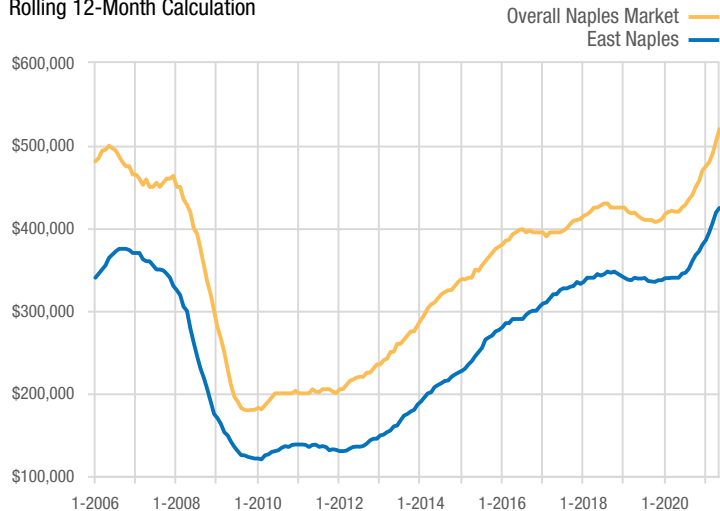
Single Family	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	204	209	+ 2.5%	1,037	1,086	+ 4.7%
Total Sales	116	204	+ 75.9%	707	1,035	+ 46.4%
Days on Market Until Sale	96	38	- 60.4%	92	46	- 50.0%
Median Closed Price*	\$360,000	\$487,500	+ 35.4%	\$348,950	\$460,000	+ 31.8%
Average Closed Price*	\$441,419	\$558,526	+ 26.5%	\$417,805	\$539,605	+ 29.2%
Percent of List Price Received*	97.3%	99.5%	+ 2.3%	97.2%	98.4%	+ 1.2%
Inventory of Homes for Sale	874	206	- 76.4%	—	—	—
Months Supply of Inventory	6.2	1.0	- 83.9%	—	—	—

Condo	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	69	81	+ 17.4%	412	463	+ 12.4%
Total Sales	52	100	+ 92.3%	271	506	+ 86.7%
Days on Market Until Sale	83	37	- 55.4%	95	48	- 49.5%
Median Closed Price*	\$263,998	\$342,500	+ 29.7%	\$269,000	\$330,000	+ 22.7%
Average Closed Price*	\$265,632	\$379,814	+ 43.0%	\$277,477	\$334,683	+ 20.6%
Percent of List Price Received*	96.0%	98.9%	+ 3.0%	96.0%	98.1%	+ 2.2%
Inventory of Homes for Sale	371	65	- 82.5%	—	—	—
Months Supply of Inventory	7.3	0.8	- 89.0%	—	—	—

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

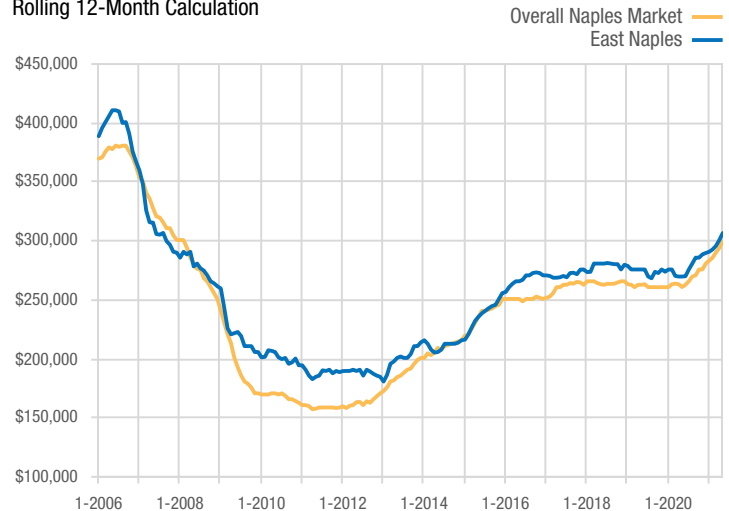
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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

Local Market Update – May 2021

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

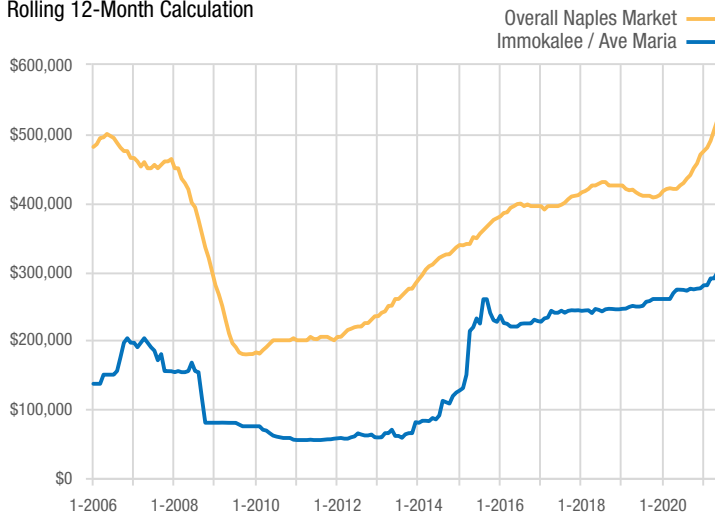
Single Family	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	21	38	+ 81.0%	94	134	+ 42.6%
Total Sales	9	27	+ 200.0%	69	119	+ 72.5%
Days on Market Until Sale	77	42	- 45.5%	89	61	- 31.5%
Median Closed Price*	\$276,000	\$356,000	+ 29.0%	\$276,000	\$319,000	+ 15.6%
Average Closed Price*	\$294,489	\$367,465	+ 24.8%	\$283,607	\$345,042	+ 21.7%
Percent of List Price Received*	94.4%	99.7%	+ 5.6%	97.3%	98.5%	+ 1.2%
Inventory of Homes for Sale	101	32	- 68.3%	—	—	—
Months Supply of Inventory	7.4	1.6	- 78.4%	—	—	—

Condo	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
Key Metrics						
New Listings	4	2	- 50.0%	16	11	- 31.3%
Total Sales	1	0	- 100.0%	6	13	+ 116.7%
Days on Market Until Sale	95	—	—	78	65	- 16.7%
Median Closed Price*	\$234,000	—	—	\$260,500	\$207,000	- 20.5%
Average Closed Price*	\$234,000	—	—	\$252,453	\$209,834	- 16.9%
Percent of List Price Received*	96.0%	—	—	97.2%	96.5%	- 0.7%
Inventory of Homes for Sale	19	4	- 78.9%	—	—	—
Months Supply of Inventory	9.5	1.3	- 86.3%	—	—	—

* 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.

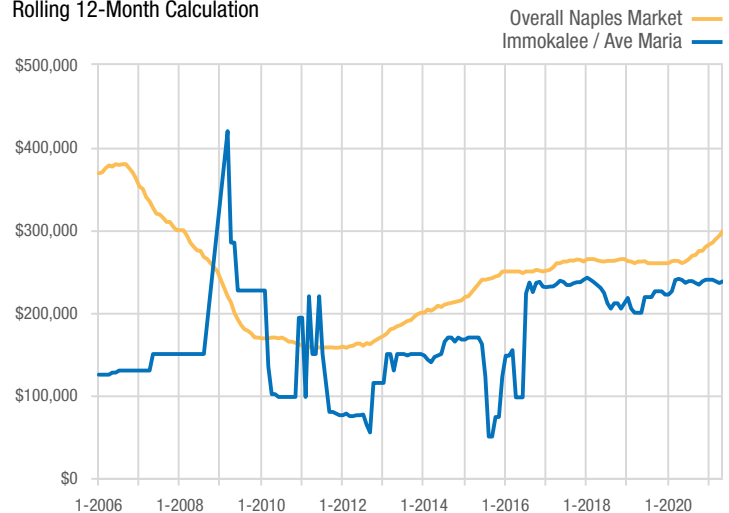
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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