

JUNE 2021



NAPLES AREA MARKET REPORT

LOCAL TRENDS IN REAL ESTATE



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Naples Area Market Report



June 2021

With less than a one-month supply of inventory available, the Naples area housing market experienced a 14.5 percent decrease in overall pending sales in June to 1,256 pending sales from 1,469 pending sales in June 2020. Low inventory levels in June also contributed to a 7 percent decrease in showings for the month. This simmering of activity has broker analysts who reviewed the June 2021 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), certain that the wild housing market frenzy that began about a year ago – peaking in March – is now decelerating and being replaced with a new level of activity that reflects improved market equity for sellers and sustained buyer interest from people seeking permanent residency.

Overall inventory decreased 78.8 percent to 1,271 homes in June from 6,003 homes in June 2020, and the median closed price in June increased 30.3 percent to \$465,000 from \$357,000 in June 2020.

As expected going into summer, new listings decreased 12 percent in June to 1,147 new listings from 1,303 new listings in June 2020. However, in the first six months of 2021, new listings increased 9.9 percent to 8,744 new listings compared to 7,957 new listings reported during the first six months of 2020. In fact, the number of new listings during the first six months of 2021 was higher than the number of new listings reported in the first six months of any year in the last five years. So buyers shouldn't give up hope when inventory is low because their dream home might become available tomorrow. Though they need to be prepared to move quickly before the home sells.

Closed sales in Naples increased 85.1 percent in the first half of 2021 to 9,414 closed sales from 5,086 closed sales in the first half of 2020 (during the height of COVID-19). According to the year-end report for 2020, there were 15,582 total closed sales for the year, which means over 10,500 closed sales took place during the second half of 2020. When the buying frenzy began a year ago in June, Naples had a 7.3 month supply of homes. As a result of the impressive year-long sales activity, our area now has a .9 month (less than 30 days) supply of homes. But the tight inventory isn't squelching demand quite yet. Closed sales in June increased 67.8 percent to 1,505 closed sales from 897 closed sales in June 2020.

Quick Facts

+ 67.8%	+ 30.3%	- 78.8%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 142.6%	+ 76.8%	+ 79.5%
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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,303	1,147	- 12.0%	7,957	8,744	+ 9.9%
Total Sales		897	1,505	+ 67.8%	5,086	9,414	+ 85.1%
Days on Market Until Sale		95	29	- 69.5%	95	57	- 40.0%
Median Closed Price		\$357,000	\$465,000	+ 30.3%	\$350,000	\$425,000	+ 21.4%
Average Closed Price		\$710,269	\$775,879	+ 9.2%	\$655,513	\$807,580	+ 23.2%
Percent of List Price Received		95.2%	99.4%	+ 4.4%	95.6%	98.1%	+ 2.6%
Pending Listings		1,469	1,256	- 14.5%	7,111	11,981	+ 68.5%
Inventory of Homes for Sale		6,003	1,271	- 78.8%	—	—	—
Months Supply of Inventory		7.3	0.9	- 87.7%	—	—	—

Single Family 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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		654	634	- 3.1%	3,965	4,395	+ 10.8%
Total Sales		511	738	+ 44.4%	2,595	4,251	+ 63.8%
Days on Market Until Sale		94	31	- 67.0%	97	52	- 46.4%
Median Closed Price		\$435,000	\$625,000	+ 43.7%	\$435,000	\$580,000	+ 33.3%
Average Closed Price		\$893,371	\$1,020,151	+ 14.2%	\$836,872	\$1,129,682	+ 35.0%
Percent of List Price Received		95.5%	99.5%	+ 4.2%	95.9%	98.4%	+ 2.6%
Pending Listings		835	547	- 34.5%	3,770	5,538	+ 46.9%
Inventory of Homes for Sale		2,958	784	- 73.5%	—	—	—
Months Supply of Inventory		7.0	1.2	- 82.9%	—	—	—

Condo Market Overview

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



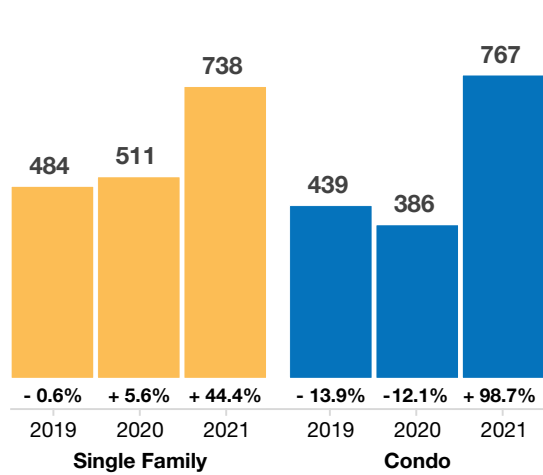
Key Metrics	Historical Sparkbars	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		649	513	- 21.0%	3,992	4,349	+ 8.9%
Total Sales		386	767	+ 98.7%	2,491	5,163	+ 107.3%
Days on Market Until Sale		96	28	- 70.8%	94	61	- 35.1%
Median Closed Price		\$270,000	\$339,100	+ 25.6%	\$272,000	\$316,000	+ 16.2%
Average Closed Price		\$467,873	\$540,844	+ 15.6%	\$466,576	\$542,375	+ 16.2%
Percent of List Price Received		94.8%	99.3%	+ 4.7%	95.2%	97.8%	+ 2.7%
Pending Listings		634	709	+ 11.8%	3,569	6,443	+ 80.5%
Inventory of Homes for Sale		3,045	487	- 84.0%	—	—	—
Months Supply of Inventory		7.6	0.7	- 90.8%	—	—	—

Overall Closed Sales

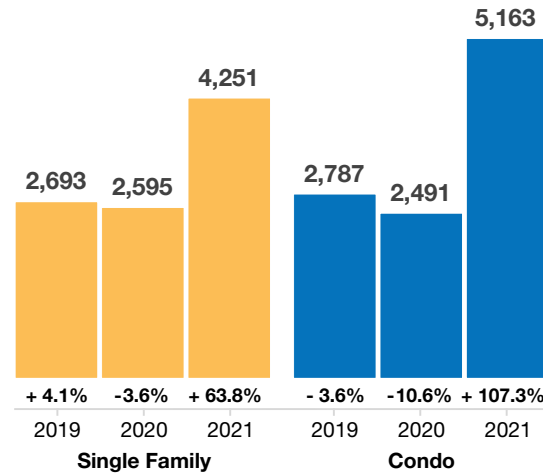
A count of the actual sales that closed in a given month.



June

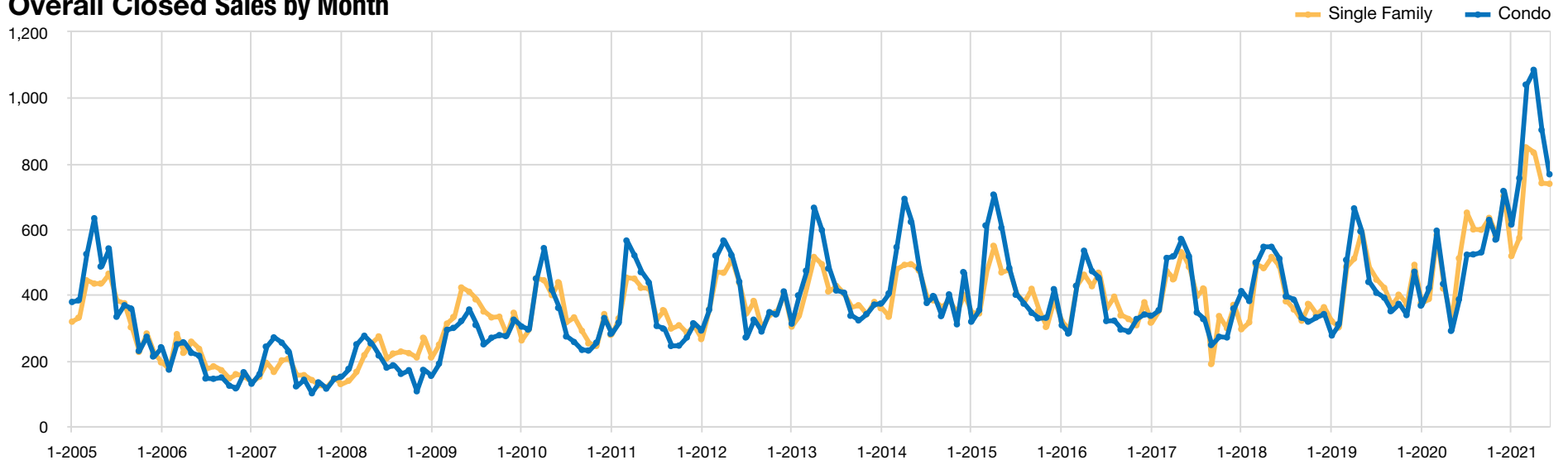


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	518	+ 38.5%	614	+ 67.3%
Feb-2021	573	+ 48.1%	755	+ 79.8%
Mar-2021	849	+ 45.9%	1,040	+ 74.8%
Apr-2021	833	+ 98.8%	1,085	+ 150.6%
May-2021	740	+ 129.8%	902	+ 211.0%
Jun-2021	738	+ 44.4%	767	+ 98.7%
12-Month Avg	668	+ 57.5%	721	+ 79.4%

Overall Closed Sales by Month



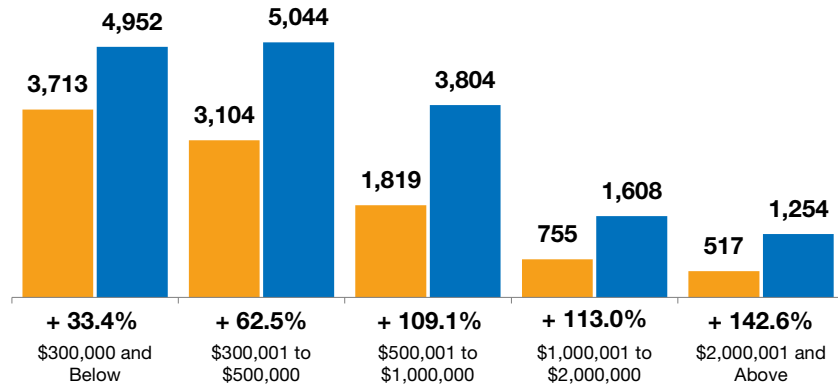
Overall Closed Sales by Price Range

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



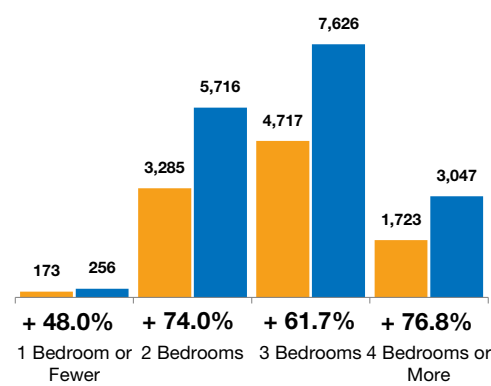
By Price Range

6-2020 6-2021



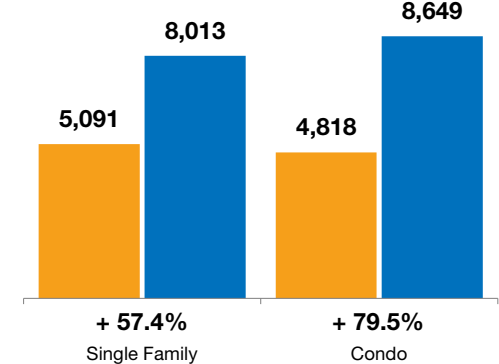
By Bedroom Count

6-2020 6-2021



By Property Type

6-2020 6-2021



All Properties

By Price Range	6-2020	6-2021	Change
\$300,000 and Below	3,713	4,952	+ 33.4%
\$300,001 to \$500,000	3,104	5,044	+ 62.5%
\$500,001 to \$1,000,000	1,819	3,804	+ 109.1%
\$1,000,001 to \$2,000,000	755	1,608	+ 113.0%
\$2,000,001 and Above	517	1,254	+ 142.6%
All Price Ranges	9,909	16,662	+ 68.2%

Single Family

6-2020	6-2021	Change
972	816	- 16.0%
2,011	2,752	+ 36.8%
1,245	2,605	+ 109.2%
475	962	+ 102.5%
387	878	+ 126.9%
5,091	8,013	+ 57.4%

Condo

6-2020	6-2021	Change
2741	4136	+ 50.9%
1093	2292	+ 109.7%
574	1199	+ 108.9%
280	646	+ 130.7%
130	376	+ 189.2%
4,818	8,649	+ 79.5%

By Bedroom Count

6-2020	6-2021	Change
173	256	+ 48.0%
3,285	5,716	+ 74.0%
4,717	7,626	+ 61.7%
1,723	3,047	+ 76.8%
9,909	16,662	+ 68.2%

6-2020	6-2021	Change
23	29	+ 26.1%
472	795	+ 68.4%
2,950	4,369	+ 48.1%
1,644	2,816	+ 71.3%
5,091	8,013	+ 57.4%

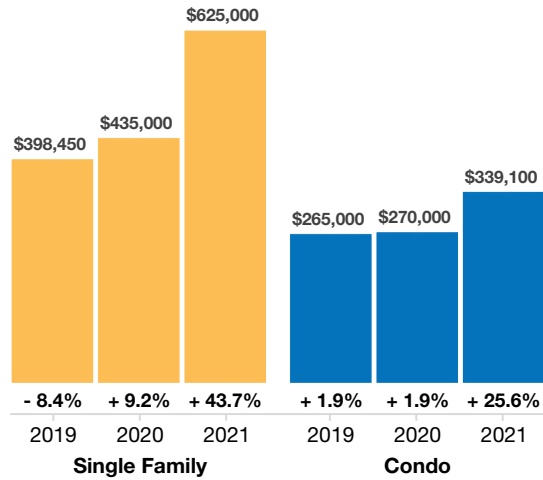
6-2020	6-2021	Change
150	227	+ 51.3%
2,813	4,921	+ 74.9%
1,767	3,257	+ 84.3%
79	231	+ 192.4%
4,818	8,649	+ 79.5%

Overall Median Closed Price

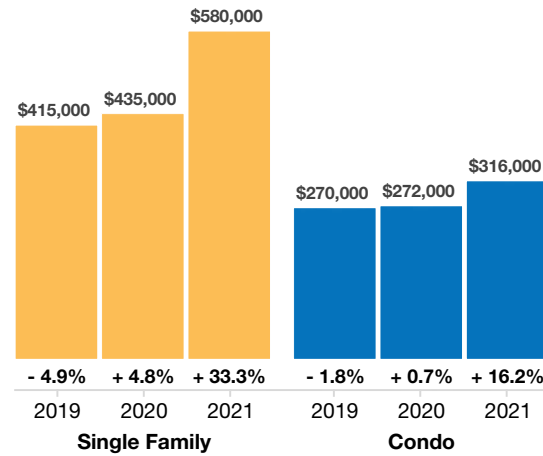
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



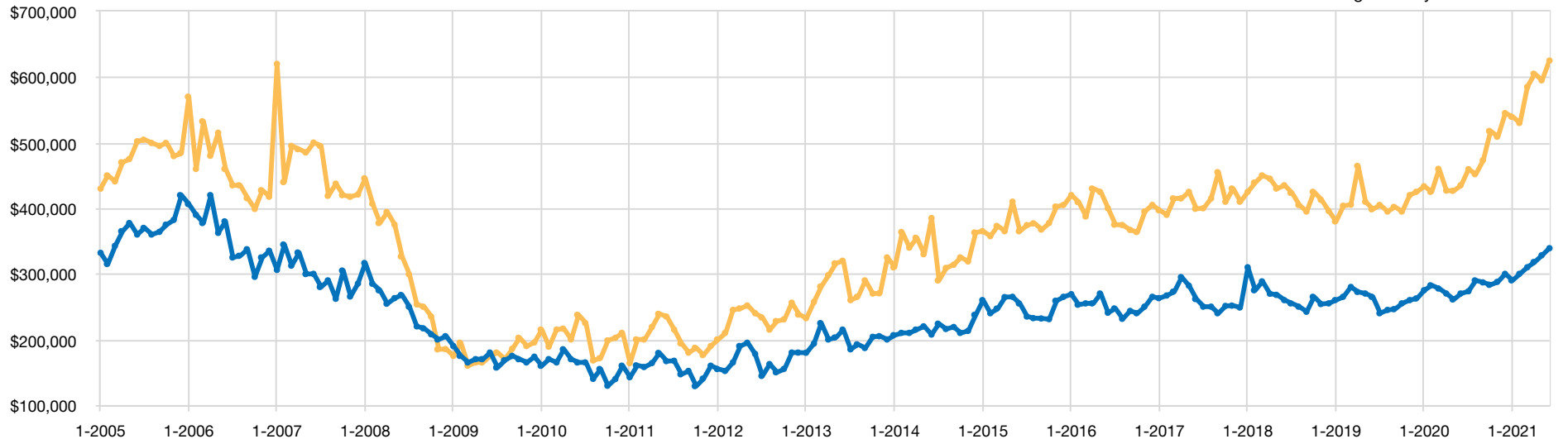
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	\$539,500	+ 24.5%	\$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	\$605,000	+ 41.7%	\$318,000	+ 17.8%
May-2021	\$595,000	+ 39.5%	\$328,250	+ 25.8%
Jun-2021	\$625,000	+ 43.7%	\$339,100	+ 25.6%
12-Month Avg*	\$535,000	+ 25.9%	\$300,000	+ 14.5%

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

Overall Median Closed Price by Month



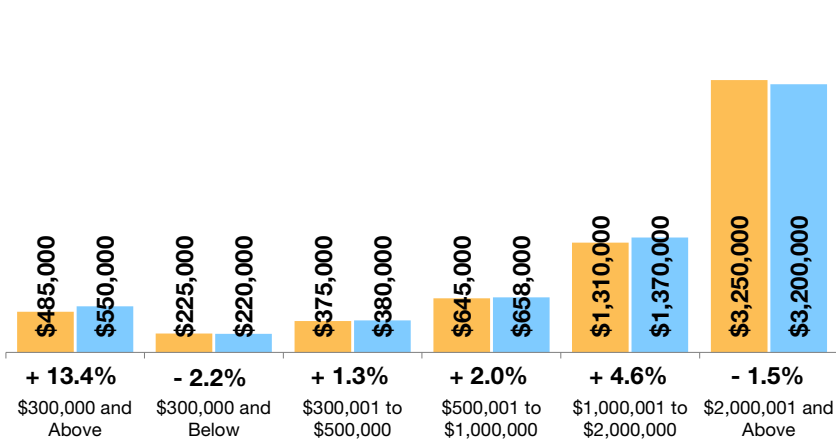
Overall Median Closed Price by Price Range

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



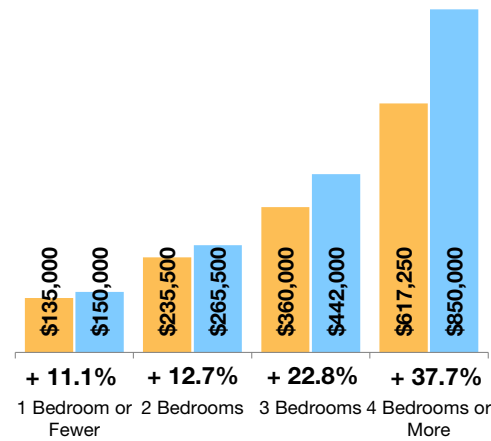
By Price Range

6-2020 6-2021



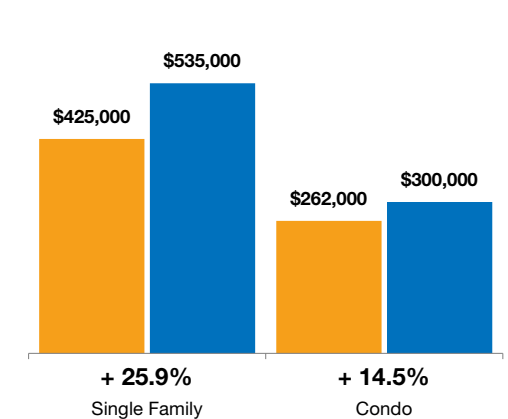
By Bedroom Count

6-2020 6-2021



By Property Type

6-2020 6-2021



All Properties

By Price Range

	6-2020	6-2021	Change
\$300,000 and Above	\$485,000	\$550,000	+ 13.4%
\$300,000 and Below	\$225,000	\$220,000	- 2.2%
\$300,001 to \$500,000	\$375,000	\$380,000	+ 1.3%
\$500,001 to \$1,000,000	\$645,000	\$658,000	+ 2.0%
\$1,000,001 to \$2,000,000	\$1,310,000	\$1,370,000	+ 4.6%
\$2,000,001 and Above	\$3,250,000	\$3,200,000	- 1.5%
All Price Ranges	\$337,000	\$405,000	+ 20.2%

Single Family

	6-2020	6-2021	Change
\$300,000 and Above	\$485,000	\$580,000	+ 19.6%
\$300,000 and Below	\$266,500	\$258,500	- 3.0%
\$300,001 to \$500,000	\$385,000	\$395,000	+ 2.6%
\$500,001 to \$1,000,000	\$640,000	\$652,000	+ 1.9%
\$1,000,001 to \$2,000,000	\$1,325,000	\$1,350,000	+ 1.9%
\$2,000,001 and Above	\$3,350,000	\$3,497,500	+ 4.4%
All Single Family	\$425,000	\$535,000	+ 25.9%

Condo

	6-2020	6-2021	Change
\$300,000 and Above	\$480,000	\$491,750	+ 2.4%
\$300,000 and Below	\$210,000	\$215,000	+ 2.4%
\$300,001 to \$500,000	\$357,500	\$368,200	+ 3.0%
\$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	\$2,925,000	\$2,650,000	- 9.4%
All Condo	\$262,000	\$300,000	+ 14.5%

By Bedroom Count

	6-2020	6-2021	Change
1 Bedroom or Fewer	\$135,000	\$150,000	+ 11.1%
2 Bedrooms	\$235,500	\$265,500	+ 12.7%
3 Bedrooms	\$360,000	\$442,000	+ 22.8%
4 Bedrooms or More	\$617,250	\$850,000	+ 37.7%
All Bedroom Counts	\$337,000	\$405,000	+ 20.2%

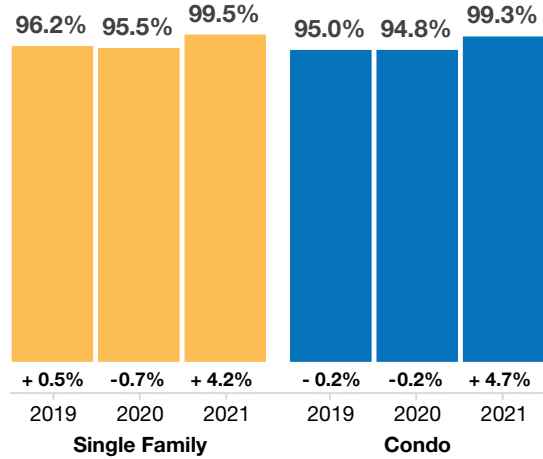
	6-2020	6-2021	Change
1 Bedroom or Fewer	\$95,000	\$85,000	- 10.5%
2 Bedrooms	\$295,000	\$341,000	+ 15.6%
3 Bedrooms	\$387,000	\$475,000	+ 22.7%
4 Bedrooms or More	\$605,000	\$825,000	+ 36.4%
All Single Family	\$425,000	\$535,000	+ 25.9%



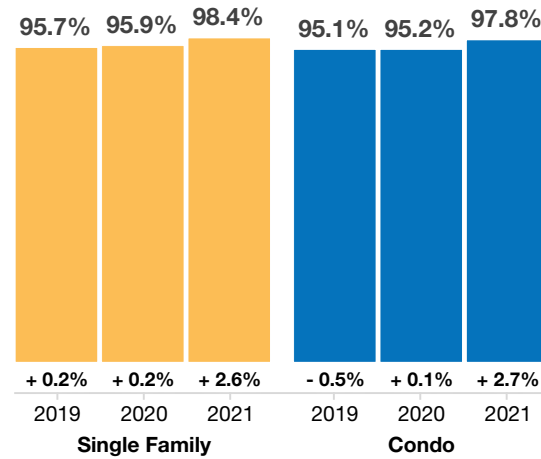
Overall Percent of Current List Price Received

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.

June



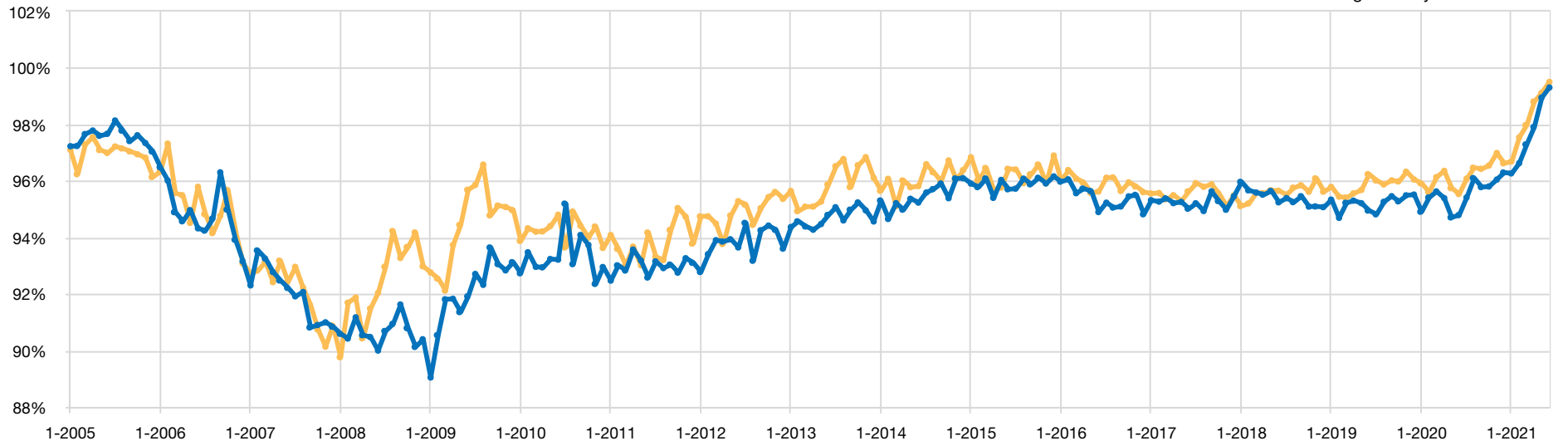
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%
Jun-2021	99.5%	+ 4.2%	99.3%	+ 4.7%
12-Month Avg*	97.5%	+ 1.6%	97.0%	+ 1.9%

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

Overall Percent of Current List Price Received by Month



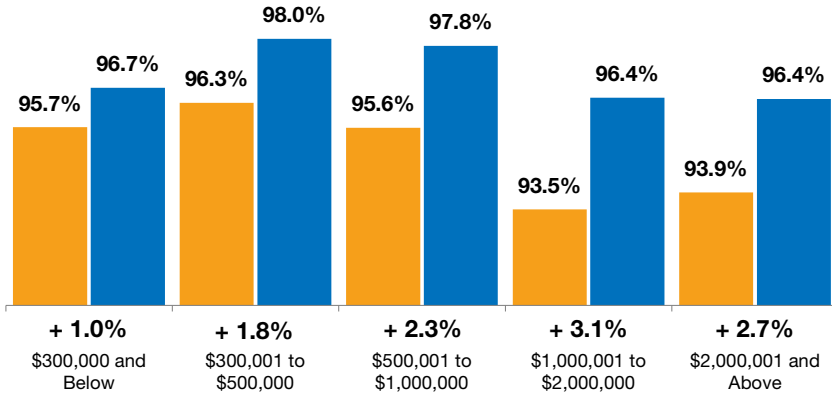
Overall Percent of Current List Price Received by Price Range

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



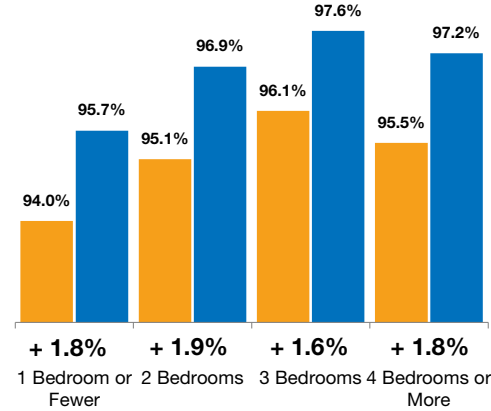
By Price Range

6-2020 6-2021



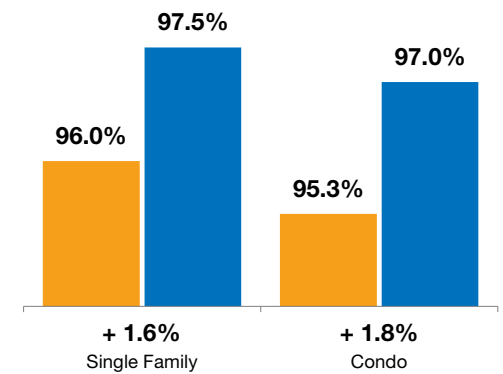
By Bedroom Count

6-2020 6-2021



By Property Type

6-2020 6-2021



All Properties

By Price Range	6-2020	6-2021	Change
\$300,000 and Below	95.7%	96.7%	+ 1.0%
\$300,001 to \$500,000	96.3%	98.0%	+ 1.8%
\$500,001 to \$1,000,000	95.6%	97.8%	+ 2.3%
\$1,000,001 to \$2,000,000	93.5%	96.4%	+ 3.1%
\$2,000,001 and Above	93.9%	96.4%	+ 2.7%
All Price Ranges	95.6%	97.3%	+ 1.8%

Single Family

6-2020	6-2021	Change	6-2020	6-2021	Change
96.6%	96.8%	+ 0.2%	95.3%	96.7%	+ 1.5%
96.6%	98.1%	+ 1.6%	95.7%	97.8%	+ 2.2%
95.9%	98.0%	+ 2.2%	95.2%	97.3%	+ 2.2%
93.3%	96.4%	+ 3.3%	93.9%	96.5%	+ 2.8%
93.8%	96.1%	+ 2.5%	94.5%	97.2%	+ 2.9%
96.0%	97.5%	+ 1.6%	95.3%	97.0%	+ 1.8%

Condo

By Bedroom Count	6-2020	6-2021	Change
1 Bedroom or Fewer	94.0%	95.7%	+ 1.8%
2 Bedrooms	95.1%	96.9%	+ 1.9%
3 Bedrooms	96.1%	97.6%	+ 1.6%
4 Bedrooms or More	95.5%	97.2%	+ 1.8%
All Bedroom Counts	95.6%	97.3%	+ 1.8%

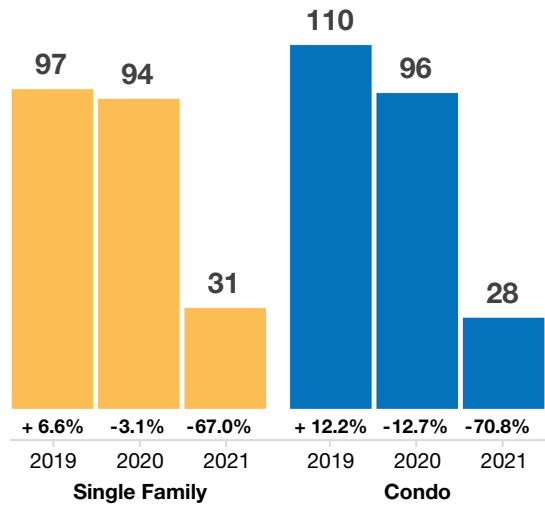
6-2020	6-2021	Change	6-2020	6-2021	Change
94.0%	92.1%	- 2.0%	93.9%	96.2%	+ 2.4%
94.6%	97.1%	+ 2.6%	95.2%	96.9%	+ 1.8%
96.5%	97.9%	+ 1.5%	95.4%	97.3%	+ 2.0%
95.4%	97.1%	+ 1.8%	95.7%	97.8%	+ 2.2%
96.0%	97.5%	+ 1.6%	95.3%	97.0%	+ 1.8%

Overall Days on Market Until Sale

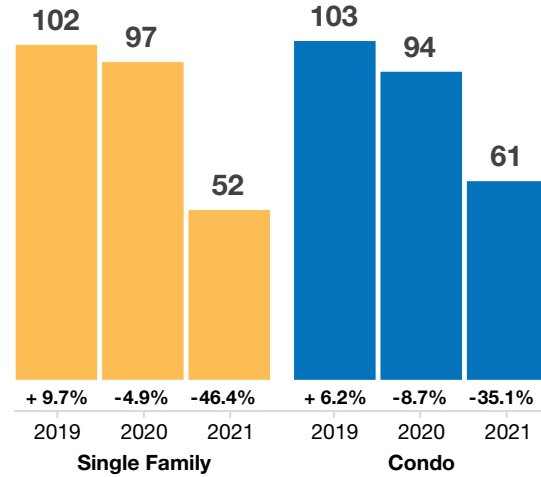
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



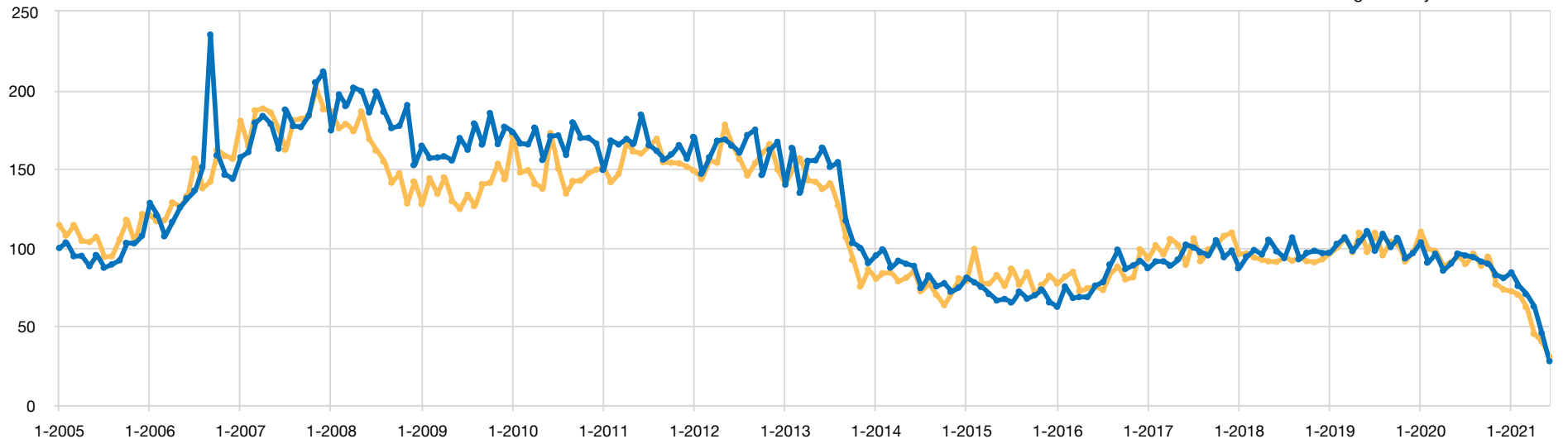
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%
Jun-2021	31	- 67.0%	28	- 70.8%
12-Month Avg*	68	- 30.8%	72	- 25.9%

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

Overall Days on Market Until Sale by Month



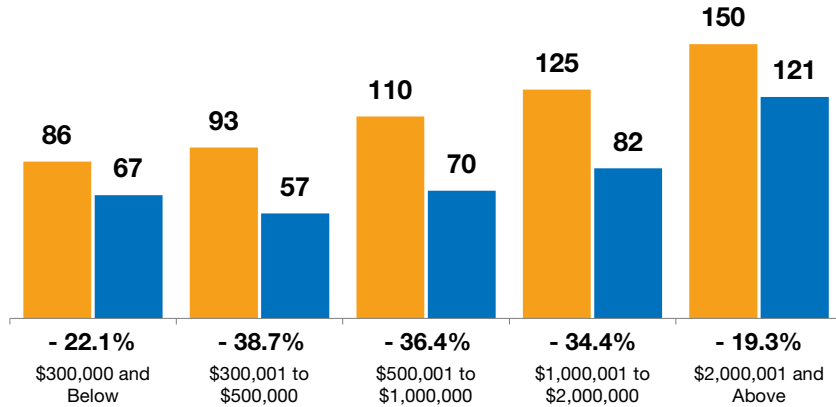
Overall Days on Market Until Sale by Price Range

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



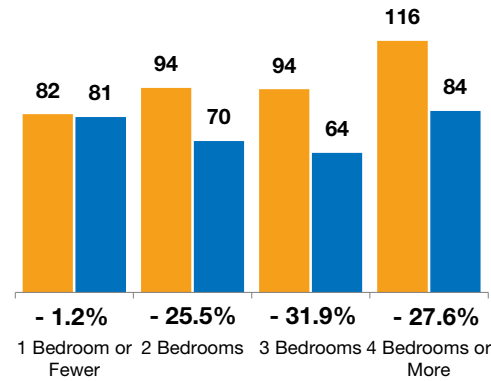
By Price Range

6-2020 6-2021



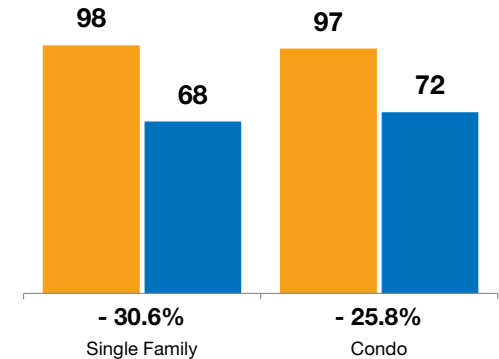
By Bedroom Count

6-2020 6-2021



By Property Type

6-2020 6-2021



All Properties

By Price Range	6-2020	6-2021	Change
\$300,000 and Below	86	67	- 22.1%
\$300,001 to \$500,000	93	57	- 38.7%
\$500,001 to \$1,000,000	110	70	- 36.4%
\$1,000,001 to \$2,000,000	125	82	- 34.4%
\$2,000,001 and Above	150	121	- 19.3%
All Price Ranges	98	70	- 28.6%

Single Family

6-2020	6-2021	Change	6-2020	6-2021	Change
71	65	- 8.5%	91	68	- 25.3%
91	52	- 42.9%	98	64	- 34.7%
109	62	- 43.1%	112	85	- 24.1%
129	79	- 38.8%	118	87	- 26.3%
157	130	- 17.2%	125	99	- 20.8%
98	68	- 30.6%	97	72	- 25.8%

Condo

By Bedroom Count	6-2020	6-2021	Change
1 Bedroom or Fewer	82	81	- 1.2%
2 Bedrooms	94	70	- 25.5%
3 Bedrooms	94	64	- 31.9%
4 Bedrooms or More	116	84	- 27.6%
All Bedroom Counts	98	70	- 28.6%

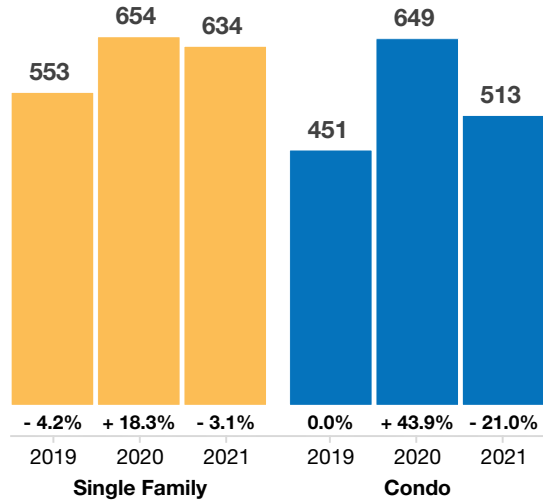
6-2020	6-2021	Change	6-2020	6-2021	Change
125	171	+ 36.8%	75	70	- 7.7%
90	64	- 28.9%	95	71	- 25.5%
89	59	- 33.7%	101	71	- 29.3%
116	82	- 29.3%	117	104	- 10.9%
98	68	- 30.6%	97	72	- 25.8%

Overall New Listings

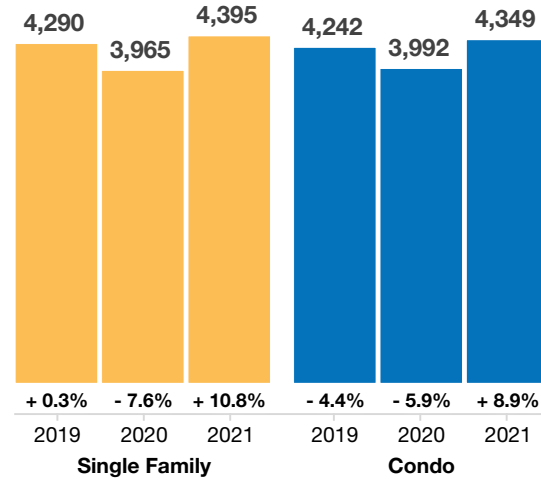
A count of the properties that have been newly listed on the market in a given month.



June

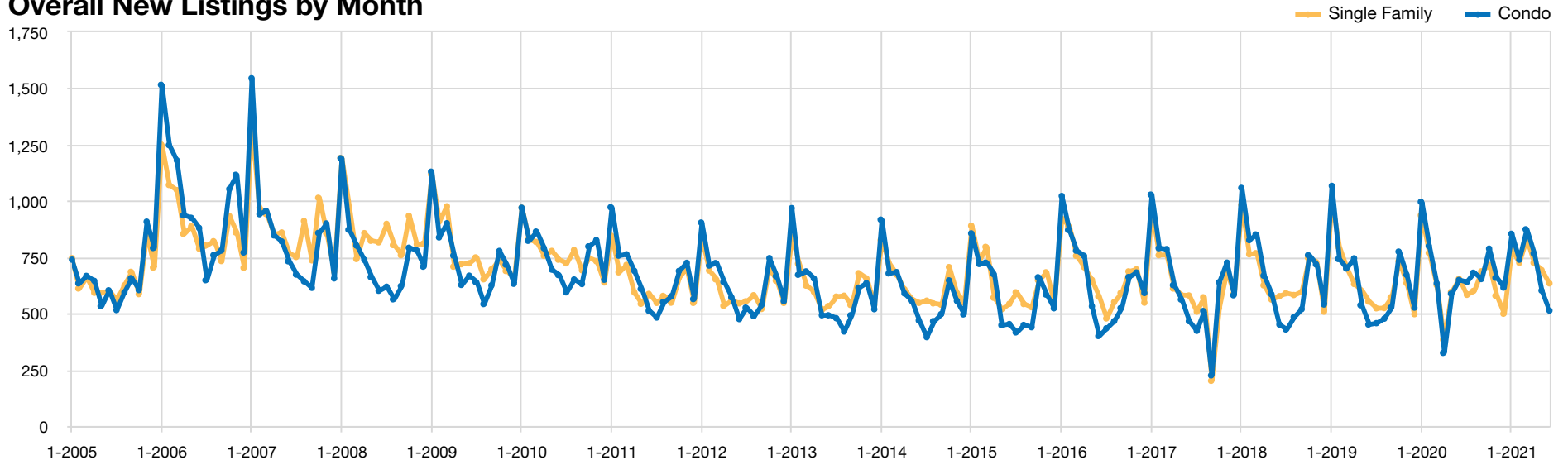


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%	659	- 1.9%
Dec-2020	499	+ 0.4%	615	+ 16.9%
Jan-2021	786	- 16.0%	854	- 14.3%
Feb-2021	725	- 5.7%	739	- 7.6%
Mar-2021	832	+ 32.9%	874	+ 37.9%
Apr-2021	725	+ 88.8%	767	+ 136.0%
May-2021	693	+ 16.3%	602	+ 2.4%
Jun-2021	634	- 3.1%	513	- 21.0%
12-Month Avg	672	+ 8.2%	699	+ 12.9%

Overall New Listings by Month

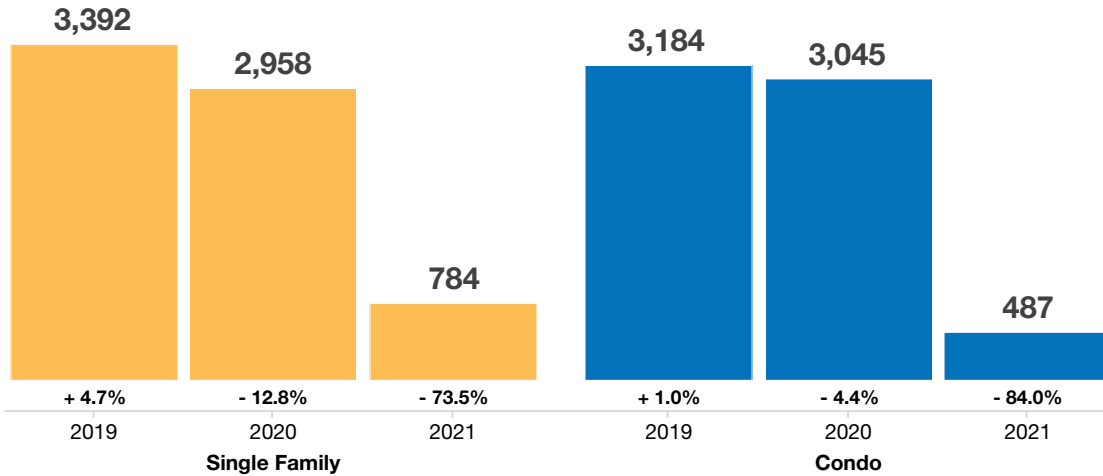


Overall Inventory of Homes for Sale

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

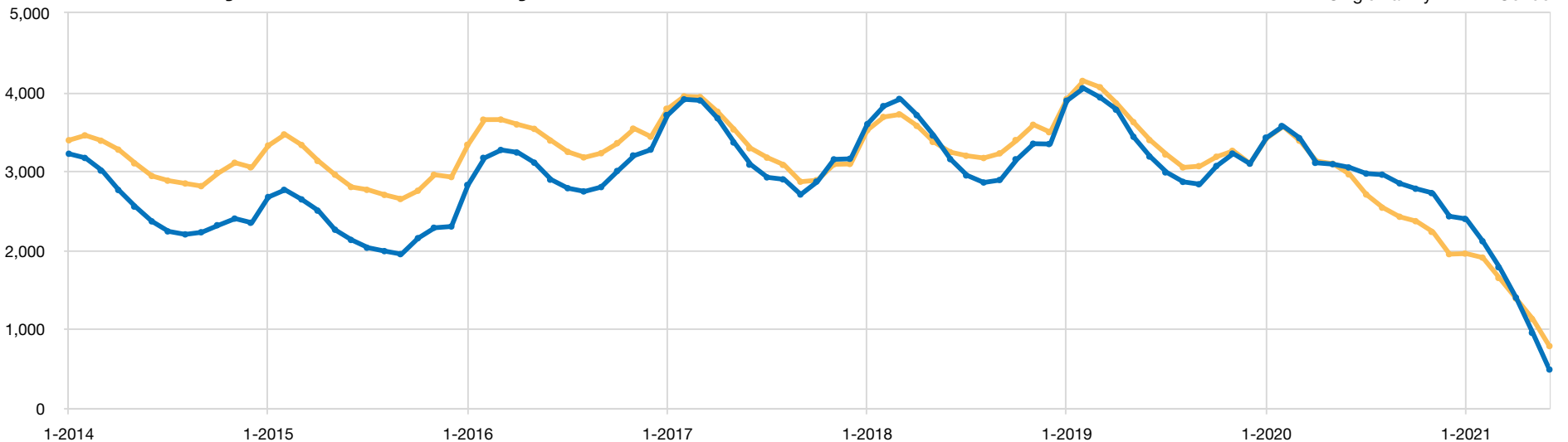


June



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2020	2,703	- 15.8%	2,968	- 0.5%
Aug-2020	2,536	- 16.7%	2,954	+ 3.2%
Sep-2020	2,421	- 20.9%	2,844	+ 0.4%
Oct-2020	2,365	- 25.7%	2,776	- 9.4%
Nov-2020	2,230	- 31.5%	2,721	- 15.5%
Dec-2020	1,948	- 37.1%	2,427	- 21.5%
Jan-2021	1,955	- 42.8%	2,394	- 30.1%
Feb-2021	1,904	- 46.6%	2,111	- 40.9%
Mar-2021	1,646	- 51.4%	1,782	- 47.8%
Apr-2021	1,386	- 55.7%	1,397	- 55.0%
May-2021	1,127	- 63.6%	952	- 69.2%
Jun-2021	784	- 73.5%	487	- 84.0%
12-Month Avg	1,917	- 40.1%	2,151	- 31.5%

Overall Inventory of Homes for Sale by Month



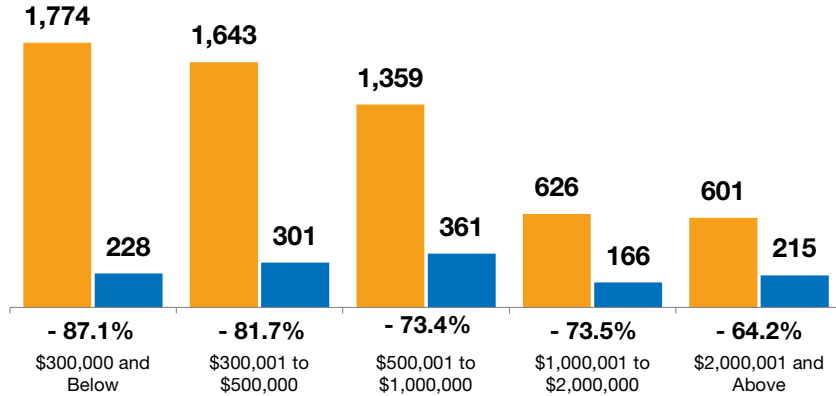
Overall Inventory of Homes for Sale by Price Range

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



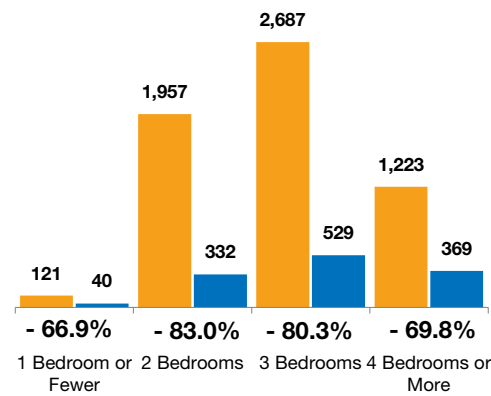
By Price Range

6-2020 6-2021



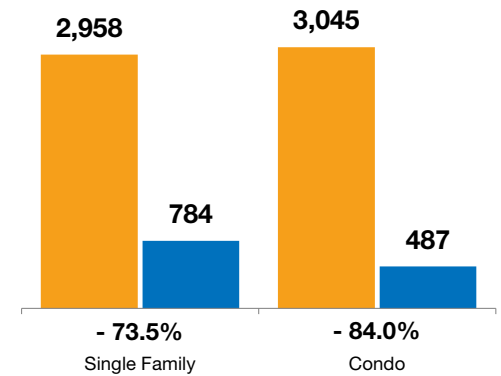
By Bedroom Count

6-2020 6-2021



By Property Type

6-2020 6-2021



All Properties

By Price Range	6-2020	6-2021	Change
\$300,000 and Below	1,774	228	- 87.1%
\$300,001 to \$500,000	1,643	301	- 81.7%
\$500,001 to \$1,000,000	1,359	361	- 73.4%
\$1,000,001 to \$2,000,000	626	166	- 73.5%
\$2,000,001 and Above	601	215	- 64.2%
All Price Ranges	6,003	1,271	- 78.8%

Single Family

6-2020	6-2021	Change	6-2020	6-2021	Change
347	67	- 80.7%	1427	161	- 88.7%
884	166	- 81.2%	759	135	- 82.2%
899	278	- 69.1%	460	83	- 82.0%
386	109	- 71.8%	240	57	- 76.3%
442	164	- 62.9%	159	51	- 67.9%
2,958	784	- 73.5%	3,045	487	- 84.0%

Condo

By Bedroom Count	6-2020	6-2021	Change
1 Bedroom or Fewer	121	40	- 66.9%
2 Bedrooms	1,957	332	- 83.0%
3 Bedrooms	2,687	529	- 80.3%
4 Bedrooms or More	1,223	369	- 69.8%
All Bedroom Counts	6,003	1,271	- 78.8%

6-2020	6-2021	Change	6-2020	6-2021	Change
25	10	- 60.0%	96	30	- 68.8%
265	76	- 71.3%	1,692	256	- 84.9%
1,526	346	- 77.3%	1,161	927	- 20.2%
1,139	351	- 69.2%	84	18	- 78.6%
2,958	784	- 73.5%	3,045	487	- 84.0%

Listing and Sales Summary Report

June 2021



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Jun-21	Jun-20	% Change	Jun-21	Jun-20	% Change	Jun-21	Jun-20	% Change	Jun-21	Jun-20	% Change
Overall Naples Market**	\$465,000	\$357,000	+30.3%	1505	897	+67.8%	1,271	6,003	-78.8%	29	95	-69.5%
Collier County	\$489,900	\$370,000	+32.4%	1675	980	+70.9%	1,456	6,726	-78.4%	31	98	-68.4%
Ave Maria	\$380,000	\$283,750	+33.9%	24	12	+100.0%	20	97	-79.4%	61	136	-55.1%
Central Naples	\$330,000	\$296,500	+11.3%	245	128	+91.4%	189	744	-74.6%	29	73	-60.3%
East Naples	\$434,675	\$335,000	+29.8%	295	223	+32.3%	289	1,207	-76.1%	21	86	-75.6%
Everglades City	\$246,000	\$178,000	+38.2%	2	1	+100.0%	3	11	-72.7%	241	74	+225.7%
Immokalee	\$219,900	\$201,900	+8.9%	11	3	+266.7%	16	21	-23.8%	19	117	-83.8%
Immokalee / Ave Maria	\$315,000	\$245,000	+28.6%	35	15	+133.3%	36	118	-69.5%	48	133	-63.9%
Naples	\$475,000	\$360,000	+31.9%	1470	882	+66.7%	1,236	5,888	-79.0%	29	95	-69.5%
Naples Beach	\$850,000	\$992,500	-14.4%	287	164	+75.0%	317	1,400	-77.4%	44	118	-62.7%
North Naples	\$584,500	\$395,000	+48.0%	384	229	+67.7%	252	1,505	-83.3%	25	108	-76.9%
South Naples	\$334,900	\$277,000	+20.9%	259	138	+87.7%	188	1,029	-81.7%	25	80	-68.8%
34102	\$1,345,000	\$1,067,500	+26.0%	79	54	+46.3%	134	458	-70.7%	57	124	-54.0%
34103	\$935,250	\$1,000,000	-6.5%	96	47	+104.3%	86	420	-79.5%	51	136	-62.5%
34104	\$259,500	\$249,000	+4.2%	100	56	+78.6%	88	343	-74.3%	21	70	-70.0%
34105	\$339,500	\$352,500	-3.7%	99	40	+147.5%	60	304	-80.3%	37	75	-50.7%
34108	\$680,000	\$690,000	-1.4%	112	63	+77.8%	97	522	-81.4%	30	99	-69.7%
34109	\$552,000	\$357,000	+54.6%	94	61	+54.1%	56	350	-84.0%	21	93	-77.4%
34110	\$628,700	\$405,000	+55.2%	134	66	+103.0%	87	577	-84.9%	37	104	-64.4%
34112	\$239,900	\$235,000	+2.1%	127	78	+62.8%	94	494	-81.0%	31	77	-59.7%
34113	\$434,000	\$328,000	+32.3%	132	60	+120.0%	94	535	-82.4%	20	83	-75.9%
34114	\$472,500	\$432,500	+9.2%	130	76	+71.1%	107	563	-81.0%	19	106	-82.1%
34116	\$375,500	\$315,000	+19.2%	46	32	+43.8%	41	97	-57.7%	29	75	-61.3%
34117	\$433,250	\$308,500	+40.4%	36	24	+50.0%	54	101	-46.5%	44	73	-39.7%
34119	\$572,500	\$427,000	+34.1%	156	102	+52.9%	109	577	-81.1%	18	118	-84.7%
34120	\$419,000	\$309,900	+35.2%	129	123	+4.9%	128	543	-76.4%	18	76	-76.3%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$315,000	\$245,000	+28.6%	35	15	+133.3%	36	118	-69.5%	48	133	-63.9%

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

Local Market Update – June 2021

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Naples Beach

34102, 34103, 34108

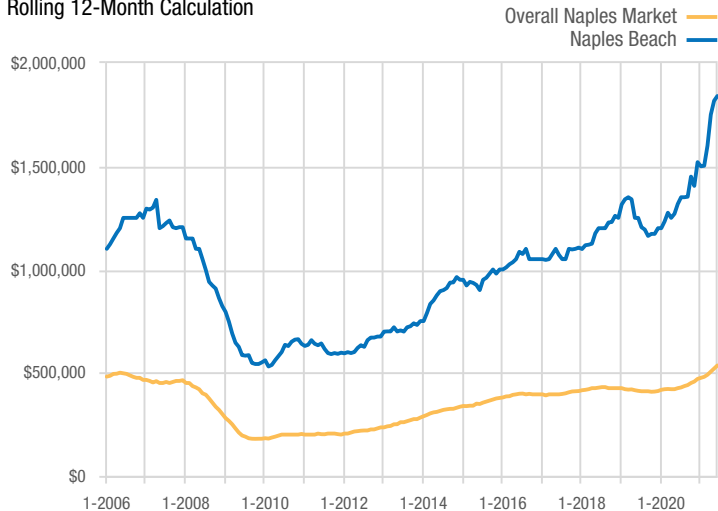
Single Family	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	105	86	- 18.1%	625	693	+ 10.9%
Total Sales	73	89	+ 21.9%	373	685	+ 83.6%
Days on Market Until Sale	122	51	- 58.2%	124	80	- 35.5%
Median Closed Price*	\$2,000,000	\$2,200,000	+ 10.0%	\$1,758,750	\$2,250,000	+ 27.9%
Average Closed Price*	\$2,858,863	\$2,965,549	+ 3.7%	\$2,521,497	\$3,212,216	+ 27.4%
Percent of List Price Received*	93.4%	98.5%	+ 5.5%	93.6%	97.8%	+ 4.5%
Inventory of Homes for Sale	552	162	- 70.7%	—	—	—
Months Supply of Inventory	9.9	1.5	- 84.8%	—	—	—

Condo	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	163	94	- 42.3%	978	1,051	+ 7.5%
Total Sales	91	198	+ 117.6%	583	1,298	+ 122.6%
Days on Market Until Sale	115	41	- 64.3%	108	78	- 27.8%
Median Closed Price*	\$655,000	\$654,500	- 0.1%	\$680,000	\$789,000	+ 16.0%
Average Closed Price*	\$1,069,302	\$1,058,754	- 1.0%	\$1,024,639	\$1,156,432	+ 12.9%
Percent of List Price Received*	93.3%	98.1%	+ 5.1%	94.3%	97.2%	+ 3.1%
Inventory of Homes for Sale	848	155	- 81.7%	—	—	—
Months Supply of Inventory	10.1	0.9	- 91.1%	—	—	—

* 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.

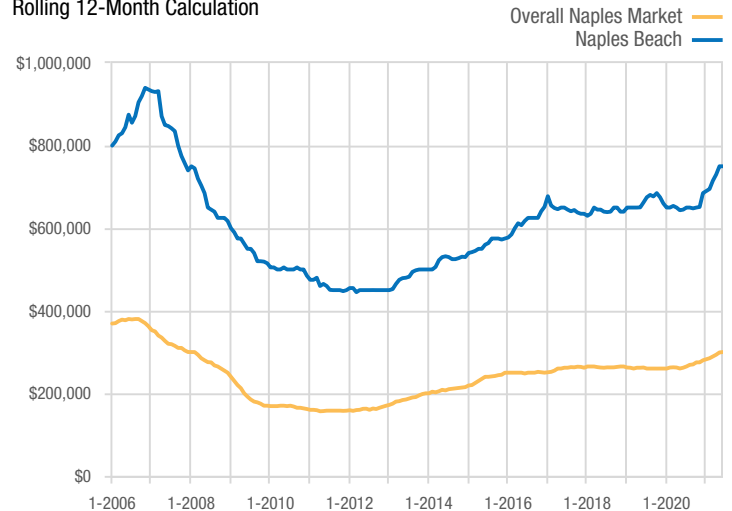
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – June 2021

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North Naples

34109, 34110, 34119

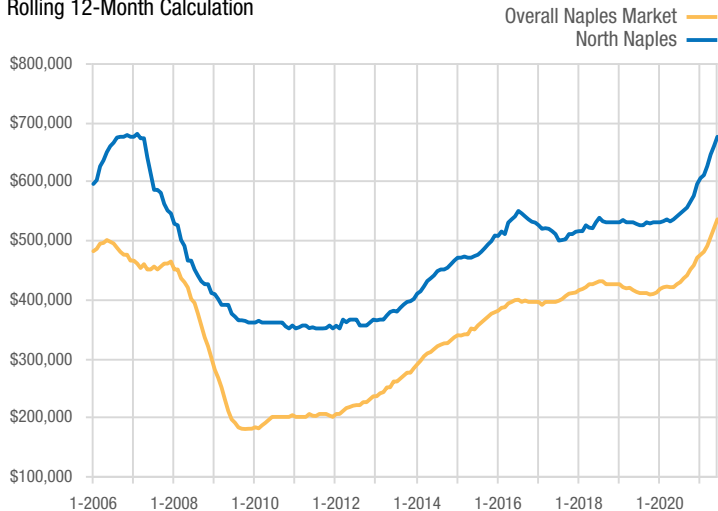
Single Family	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	192	136	- 29.2%	987	1,080	+ 9.4%
Total Sales	118	192	+ 62.7%	601	1,060	+ 76.4%
Days on Market Until Sale	107	30	- 72.0%	97	46	- 52.6%
Median Closed Price*	\$567,500	\$820,000	+ 44.5%	\$555,000	\$727,450	+ 31.1%
Average Closed Price*	\$730,809	\$1,063,605	+ 45.5%	\$776,516	\$1,020,589	+ 31.4%
Percent of List Price Received*	94.6%	100.0%	+ 5.7%	95.5%	98.7%	+ 3.4%
Inventory of Homes for Sale	752	156	- 79.3%	—	—	—
Months Supply of Inventory	7.1	0.9	- 87.3%	—	—	—

Condo	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	154	148	- 3.9%	1,051	1,138	+ 8.3%
Total Sales	111	192	+ 73.0%	690	1,314	+ 90.4%
Days on Market Until Sale	108	21	- 80.6%	88	54	- 38.6%
Median Closed Price*	\$262,500	\$351,250	+ 33.8%	\$270,000	\$313,250	+ 16.0%
Average Closed Price*	\$330,574	\$474,764	+ 43.6%	\$376,721	\$445,380	+ 18.2%
Percent of List Price Received*	95.4%	100.4%	+ 5.2%	95.6%	98.4%	+ 2.9%
Inventory of Homes for Sale	753	96	- 87.3%	—	—	—
Months Supply of Inventory	6.5	0.5	- 92.3%	—	—	—

* 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.

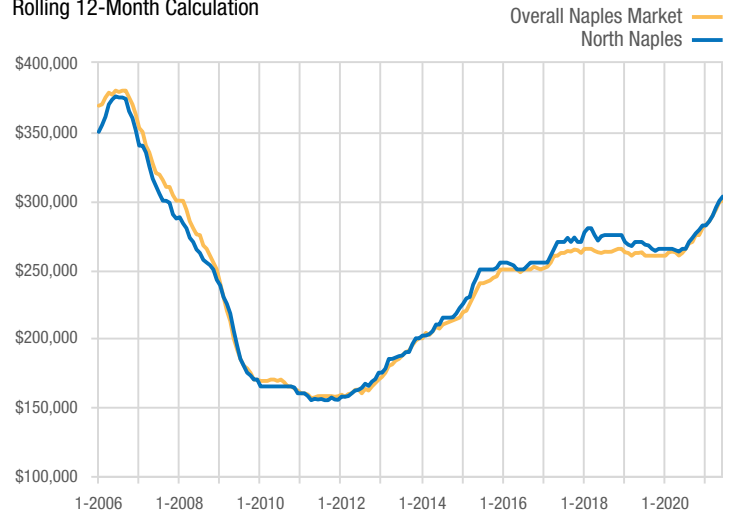
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

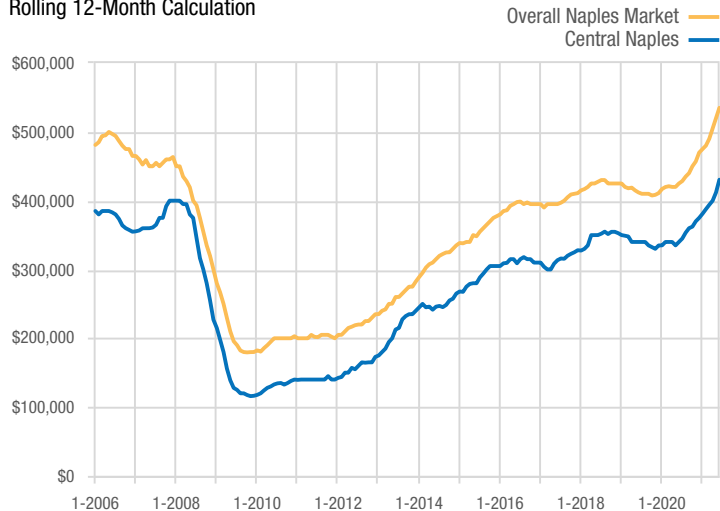
Single Family	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	72	99	+ 37.5%	485	583	+ 20.2%
Total Sales	72	115	+ 59.7%	360	532	+ 47.8%
Days on Market Until Sale	77	33	- 57.1%	87	45	- 48.3%
Median Closed Price*	\$335,000	\$525,000	+ 56.7%	\$351,500	\$459,000	+ 30.6%
Average Closed Price*	\$716,304	\$686,106	- 4.2%	\$591,855	\$771,212	+ 30.3%
Percent of List Price Received*	96.9%	99.1%	+ 2.3%	96.0%	98.3%	+ 2.4%
Inventory of Homes for Sale	326	105	- 67.8%	—	—	—
Months Supply of Inventory	5.6	1.3	- 76.8%	—	—	—

Condo	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	109	104	- 4.6%	592	693	+ 17.1%
Total Sales	56	130	+ 132.1%	352	815	+ 131.5%
Days on Market Until Sale	67	25	- 62.7%	78	57	- 26.9%
Median Closed Price*	\$200,000	\$220,500	+ 10.3%	\$195,000	\$215,000	+ 10.3%
Average Closed Price*	\$212,710	\$265,738	+ 24.9%	\$215,792	\$248,739	+ 15.3%
Percent of List Price Received*	95.1%	99.4%	+ 4.5%	95.1%	97.7%	+ 2.7%
Inventory of Homes for Sale	418	84	- 79.9%	—	—	—
Months Supply of Inventory	6.9	0.8	- 88.4%	—	—	—

* 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.

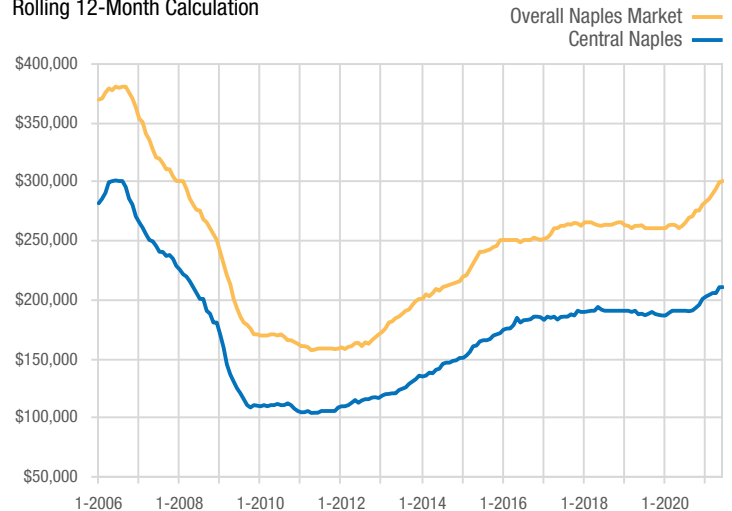
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – June 2021

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South Naples

34112, 34113

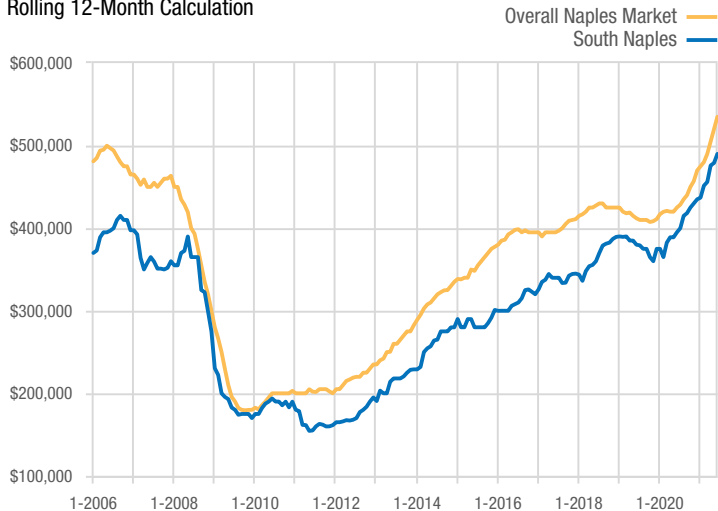
Single Family	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	74	83	+ 12.2%	526	577	+ 9.7%
Total Sales	57	116	+ 103.5%	294	581	+ 97.6%
Days on Market Until Sale	78	26	- 66.7%	91	55	- 39.6%
Median Closed Price*	\$390,000	\$577,500	+ 48.1%	\$411,000	\$520,000	+ 26.5%
Average Closed Price*	\$480,323	\$727,956	+ 51.6%	\$527,520	\$660,050	+ 25.1%
Percent of List Price Received*	93.3%	99.7%	+ 6.9%	95.2%	98.2%	+ 3.2%
Inventory of Homes for Sale	400	95	- 76.3%	—	—	—
Months Supply of Inventory	8.3	1.1	- 86.7%	—	—	—

Condo	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	140	94	- 32.9%	860	920	+ 7.0%
Total Sales	81	143	+ 76.5%	542	1,112	+ 105.2%
Days on Market Until Sale	81	25	- 69.1%	95	60	- 36.8%
Median Closed Price*	\$245,000	\$235,900	- 3.7%	\$225,000	\$245,000	+ 8.9%
Average Closed Price*	\$271,134	\$267,658	- 1.3%	\$256,612	\$267,621	+ 4.3%
Percent of List Price Received*	95.2%	98.9%	+ 3.9%	95.3%	97.6%	+ 2.4%
Inventory of Homes for Sale	629	93	- 85.2%	—	—	—
Months Supply of Inventory	7.1	0.6	- 91.5%	—	—	—

* 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.

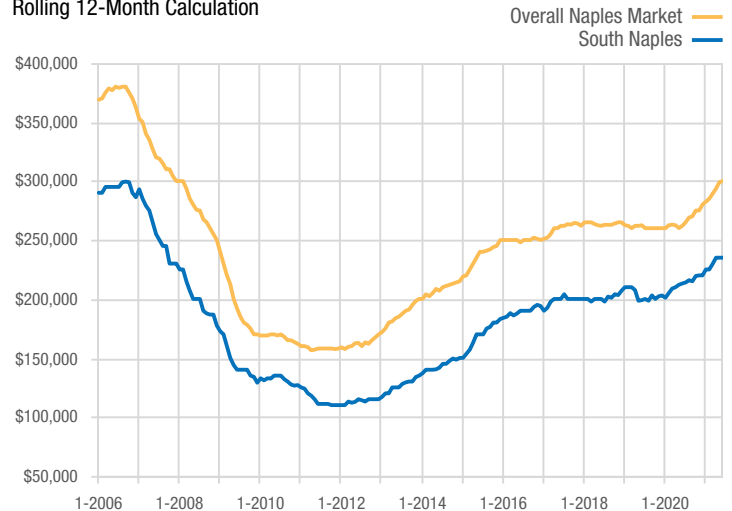
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – June 2021

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East Naples

34114, 34117, 34120, 34137

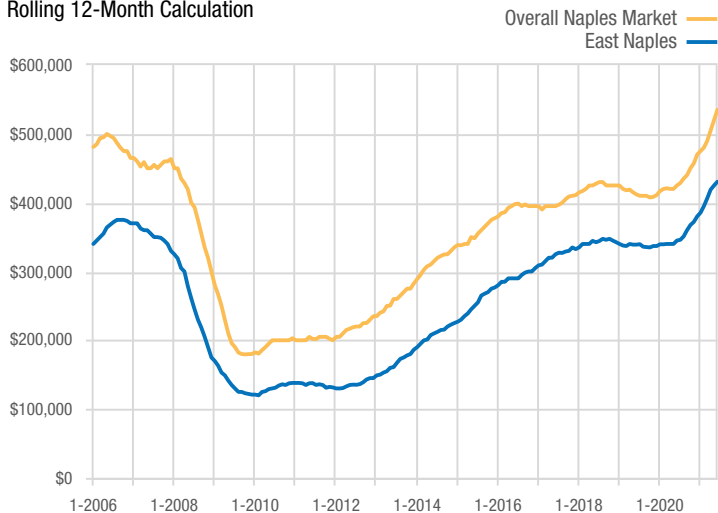
Single Family	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	190	198	+ 4.2%	1,227	1,290	+ 5.1%
Total Sales	176	193	+ 9.7%	883	1,240	+ 40.4%
Days on Market Until Sale	84	22	- 73.8%	91	43	- 52.7%
Median Closed Price*	\$365,000	\$489,000	+ 34.0%	\$350,000	\$460,000	+ 31.4%
Average Closed Price*	\$444,872	\$567,700	+ 27.6%	\$423,206	\$542,843	+ 28.3%
Percent of List Price Received*	97.0%	99.7%	+ 2.8%	97.2%	98.6%	+ 1.4%
Inventory of Homes for Sale	829	234	- 71.8%	—	—	—
Months Supply of Inventory	5.8	1.2	- 79.3%	—	—	—

Condo	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	79	70	- 11.4%	491	533	+ 8.6%
Total Sales	47	102	+ 117.0%	318	609	+ 91.5%
Days on Market Until Sale	92	20	- 78.3%	94	43	- 54.3%
Median Closed Price*	\$275,000	\$367,947	+ 33.8%	\$269,385	\$335,000	+ 24.4%
Average Closed Price*	\$270,749	\$399,095	+ 47.4%	\$276,483	\$345,564	+ 25.0%
Percent of List Price Received*	95.2%	100.1%	+ 5.1%	95.9%	98.4%	+ 2.6%
Inventory of Homes for Sale	378	55	- 85.4%	—	—	—
Months Supply of Inventory	7.5	0.6	- 92.0%	—	—	—

* 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.

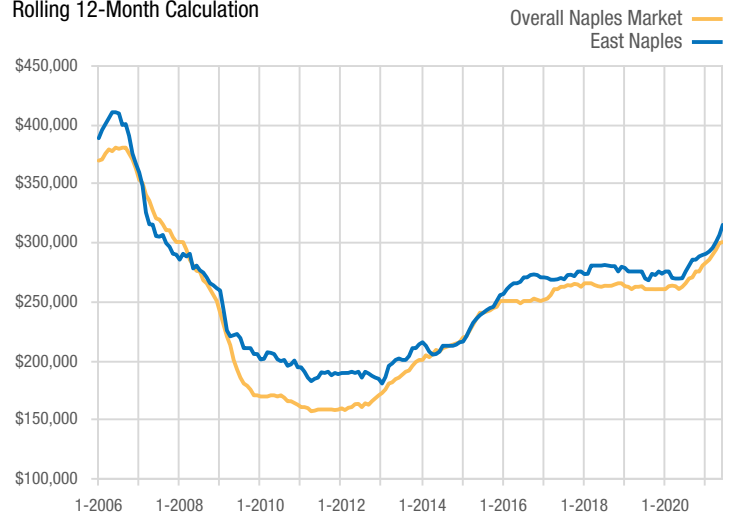
Median Closed Price - Single Family

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 – June 2021

A Research Tool Provided by Naples Area Board of REALTORS®



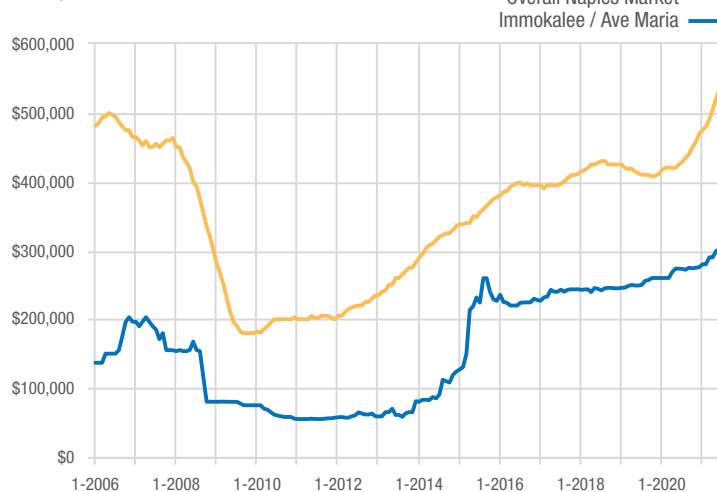
Immokalee / Ave Maria

Single Family	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	21	32	+ 52.4%	115	172	+ 49.6%
Total Sales	15	33	+ 120.0%	84	153	+ 82.1%
Days on Market Until Sale	133	35	- 73.7%	97	55	- 43.3%
Median Closed Price*	\$245,000	\$328,455	+ 34.1%	\$275,000	\$319,000	+ 16.0%
Average Closed Price*	\$288,700	\$357,998	+ 24.0%	\$284,516	\$347,608	+ 22.2%
Percent of List Price Received*	98.0%	99.1%	+ 1.1%	97.4%	98.7%	+ 1.3%
Inventory of Homes for Sale	99	32	- 67.7%	—	—	—
Months Supply of Inventory	7.3	1.5	- 79.5%	—	—	—

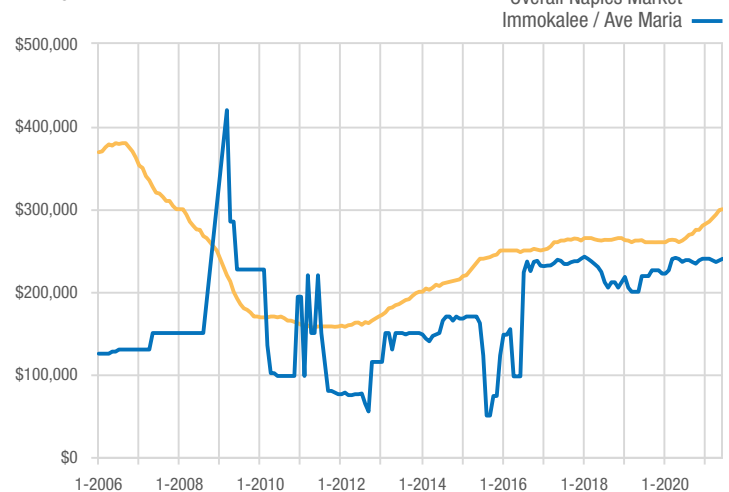
Condo	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	4	3	- 25.0%	20	14	- 30.0%
Total Sales	0	2	—	6	15	+ 150.0%
Days on Market Until Sale	—	252	—	78	90	+ 15.4%
Median Closed Price*	—	\$255,102	—	\$260,500	\$244,464	- 6.2%
Average Closed Price*	—	\$255,102	—	\$252,453	\$215,870	- 14.5%
Percent of List Price Received*	—	100.0%	—	97.2%	97.0%	- 0.2%
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



Median Closed Price - Condo



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.



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