



# NAPLES & BONITA SPRINGS

LUXURY PROPERTIES MARKET REPORT  
DECEMBER 2021

**WILLIAM RAVEIS**  
REAL ESTATE

# NAPLES & BONITA SPRINGS

## *Single-Family Properties*

### CLOSED SALES

- The number of closed sales in the 12 months ending December 31, 2021 for the Naples and Bonita Springs Area increased 15% year-over-year (10,038 vs 8,709).
- There were 78 closed sales, priced above two million in December 2021 compared to 107 in December 2020, a 27% decrease. During the 12 months ending December 31, 2021, sales in this category increased 52% over the same time period in 2020 (962 vs 633 units).

### NEW LISTINGS / INVENTORY

- During the 12 months ending December 31, 2021, a total of 10,115 new listings were added to the market, this is a 3% decrease vs the same time period 12 months ending December 31, 2020.
- Available inventory as of December 31, 2021 consisted of 1,885 units, a decrease of 41% vs the same time period in 2020. Current inventory represents 3 months of supply based on current absorption rates.

### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$992,569 a 29% increase vs the same time period in 2020.
- The median sales price for the area in December 2021 increased 26% to \$625,000 vs December 2020.

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# NAPLES & BONITA SPRINGS

## *Condominiums*

### CLOSED SALES

- The number of closed sales in the 12 months ending December 31, 2021 for the Naples and Bonita Springs Area increased 41% year-over-year (8,735 vs 6,194).
- There were 26 closed sales priced above two million in December 2021 compared to 28 in December 2020, a 7% decrease. During the 12 months ending December 31, 2021, sales in this category increased 45% vs the same time period in 2020 (345 vs 238 units).

### NEW LISTINGS / INVENTORY

- During the 12 months ending December 31, 2021, a total of 7,651 new listings were added to the market, a 9% decrease vs the same time period 12 months ending December 31, 2020.
- Available inventory as of December 31, 2021 consisted of 1,160 units, a decrease of 62% vs the same time period in 2020. Current inventory represents 2 months of supply based on current absorption rates.



### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$565,729 an increase of 15% vs the same time period in 2020.
- The median sales price for the area in December 2021 increased 34% to \$397,500 vs December 2020.

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# PORT ROYAL TO BONITA BEACH ROAD AREA

## *Single-Family Properties*

LUXURY MARKET \$1M+ (WEST OF 41)

### CLOSED SALES

- The number of closed sales in the 12 months ending December 31, 2021 for the luxury market from Port Royal to Bonita Beach Road Area increased 23% year-over-year (665 vs 539).

### NEW LISTINGS / INVENTORY

- During the 12 months ending December 31, 2021, a total of 645 new listings were added to the market, a decrease of 9% compared to the same time period 12 months ending December 31, 2020.
- Available inventory as of December 31, 2021 consisted of 170 units, a decrease of 43% vs the same time period in 2020 (170 vs 300). Current inventory represents 3 months of supply based on current absorption rates.

### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$4,792,908 an increase of 30% vs the same time period in 2020.
- The median sales price for the area in December 2021 decreased 30% to \$2,712,050 vs December 2020.

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# PORT ROYAL TO BONITA BEACH ROAD AREA

## *Condominiums*

LUXURY MARKET \$1M+ (WEST OF 41)

### CLOSED SALES

- The number of closed sales in the 12 months ending December 31, 2021 for the luxury market from Port Royal to Bonita Beach Road Area increased 39% year-over-year (780 vs 563).

### NEW LISTINGS / INVENTORY

- During the 12 months ending December 31, 2021, a total of 715 new listings were added to the market, a decrease of 10% vs the same time period 12 months ending December 31, 2020.
- Available inventory as of December 31, 2021 consisted of 171 units, a 48% decrease vs the same time period in 2020 (171 vs 327). Current inventory represents 4 months of supply based on current absorption rates.

### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$2,302,497, increasing 8% vs the same time period in 2020.
- The median sales price for the area in December 2021 increased 14% to \$1,840,000 vs December 2020.



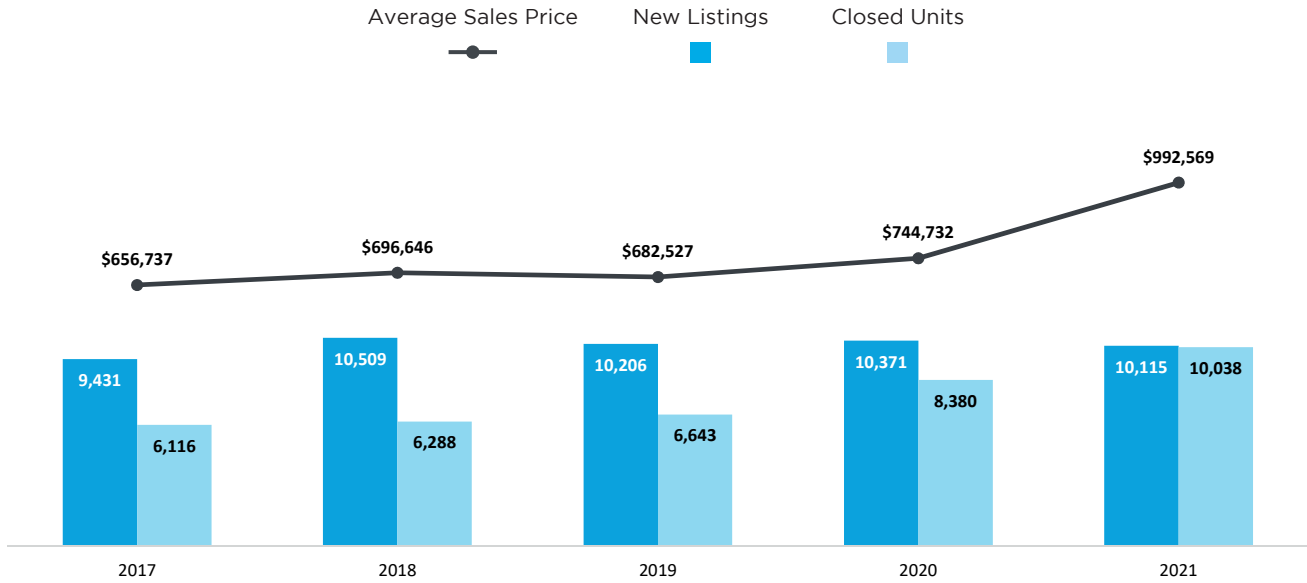
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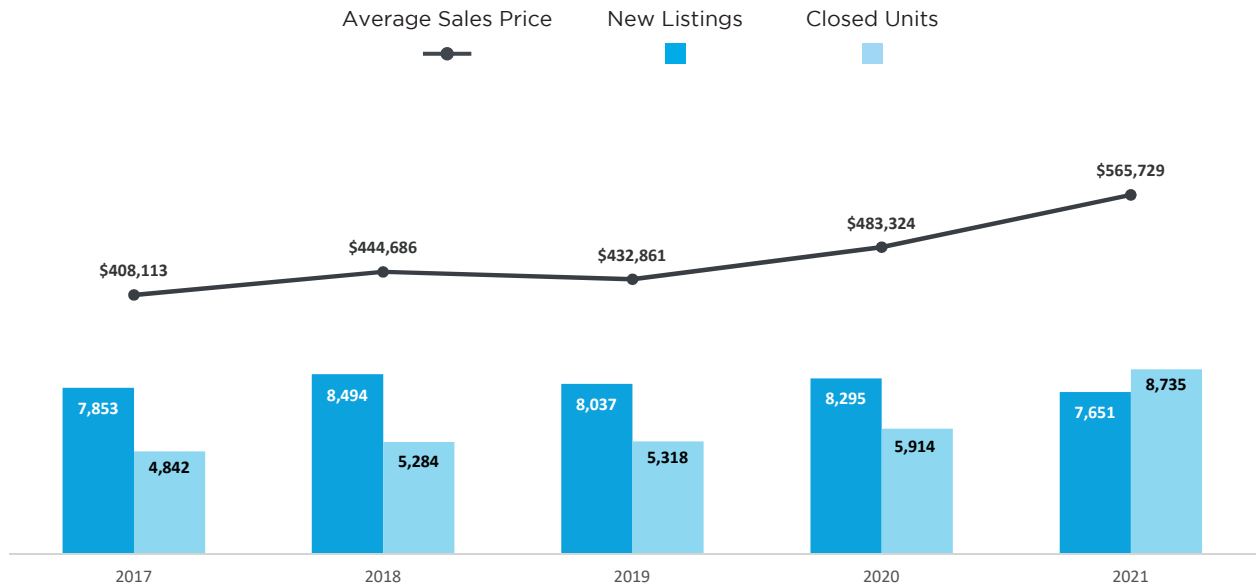
## YEAR-OVER-YEAR MARKET TRENDS

### *Single-Family Properties*



## YEAR-OVER-YEAR MARKET TRENDS

### *Condominium Properties*



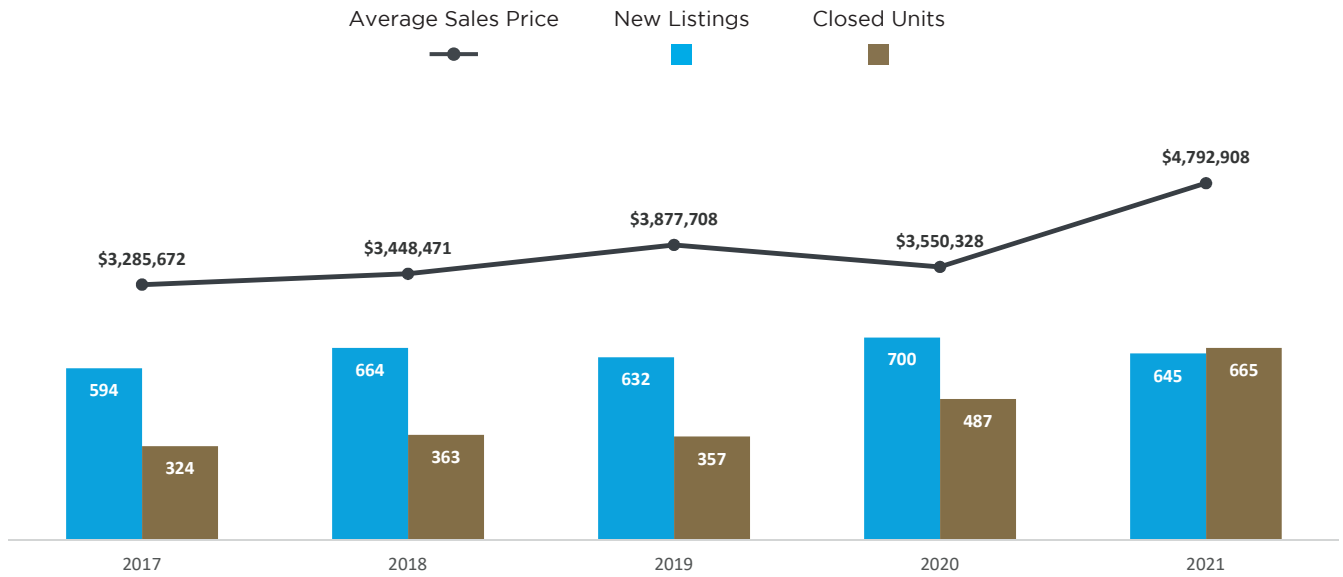
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# PORT ROYAL TO BONITA BEACH ROAD AREA

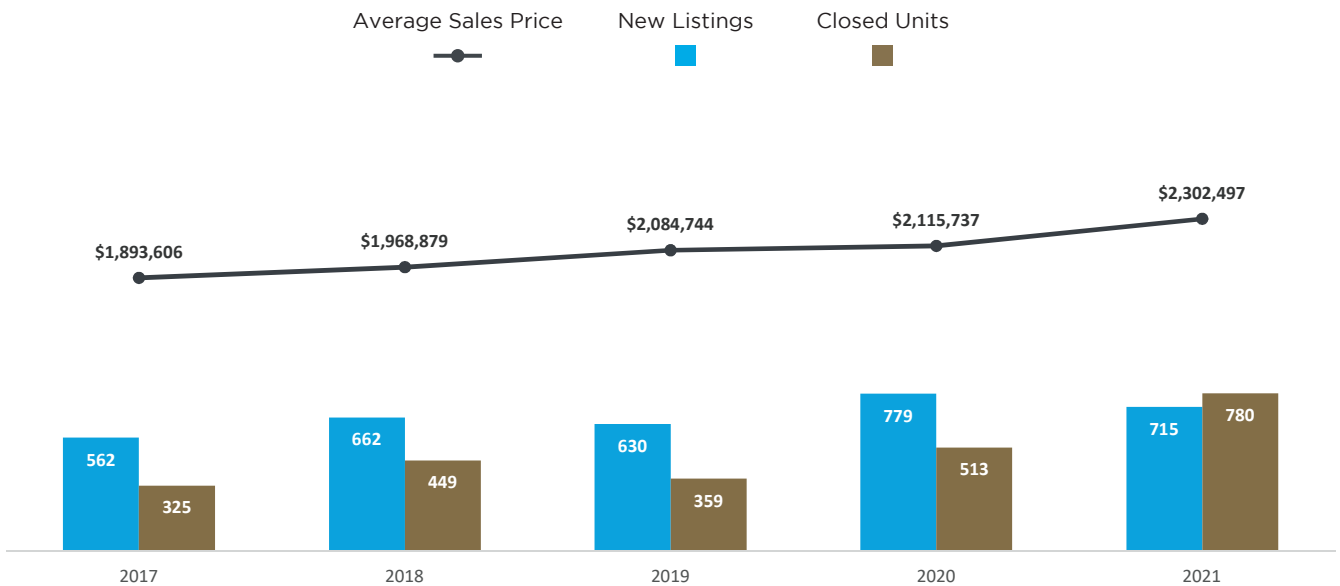
## YEAR-OVER-YEAR MARKET TRENDS

### *Single-Family Properties*



## YEAR-OVER-YEAR MARKET TRENDS

### *Condominium Properties*



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# COMMUNITY SNAPSHOT REPORT

## Single-Family Properties

Neighborhood	Active Listings	% Change	Closed Past 12 Months	% Change	Months Of Supply	% Change	Average Closed Price	% Change
Aqualane Shores	7	-72%	48	14%	2.7	-74%	\$6,316,048	25%
Bonita Bay	6	-81%	93	48%	1.8	-73%	\$1,714,278	21%
Collier's Reserve	0	-100%	14	-18%	0.3	-95%	\$1,550,893	-3%
Grey Oaks	5	-83%	66	-10%	1.5	-83%	\$3,187,682	30%
Isles of Collier Preserve	3	-79%	74	23%	1.3	78%	\$1,398,096	28%
Kensington	0	-100%	20	54%	1.4	-65%	\$1,025,725	24%
Lely Resort	8	-84%	198	39%	1.8	-81%	\$856,510	25%
Mediterra	3	-91%	73	20%	1.9	-82%	\$2,386,360	22%
Monterey	0	-100%	35	75%	2.3	-47%	\$1,033,869	35%
Naples Park	19	-62%	258	29%	1.8	-65%	\$662,046	35%
Naples Reserve	4	-81%	115	-17%	1.2	-79%	\$880,089	53%
Olde Naples	14	-67%	101	6%	2.8	-69%	\$4,651,200	10%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	22	-61%	148	1%	2.8	-69%	\$2,939,552	34%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	12	9%	36	-10%	3.3	-49%	\$4,452,917	12%
Pelican Bay	6	-79%	83	19%	2.3	-73%	\$3,815,960	24%
Pelican Landing	0	-100%	73	24%	1.4	-82%	\$937,053	20%
Pelican Marsh	2	-92%	84	33%	1.7	-75%	\$1,705,730	52%
Pine Ridge	9	-59%	39	-30%	2.5	-76%	\$3,369,320	50%
Port Royal	7	-76%	56	19%	2.4	-82%	\$13,367,107	45%
Quail Creek	1	-89%	33	27%	1.7	-71%	\$1,568,030	28%
Quail West	3	-87%	77	-1%	1.7	-81%	\$2,892,282	33%
Royal Harbor	9	-53%	42	-24%	2.3	-77%	\$3,320,353	27%
The Colony At Pelican Landing	2	-75%	16	14%	1.3	-89%	\$1,600,312	4%
Tiburon	1	-80%	16	-11%	1.4	-70%	\$2,576,016	37%
Vanderbilt Beach	6	-50%	43	-4%	2.1	-77%	\$2,864,580	43%
Vineyards	6	-40%	79	-7%	1.8	-71%	\$901,796	27%

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# COMMUNITY SNAPSHOT REPORT

## *Condominiums*

Neighborhood	Active Listings	% Change	Closed Past 12 Months	% Change	Months Of Supply	% Change	Average Closed Price	% Change
Bonita Bay	15	-80%	192	37%	2.3	-72%	\$1,044,569	34%
Grey Oaks	0	-100%	17	89%	1.3	-50%	\$1,095,588	5%
Isles of Collier Preserve	2	-82%	49	9%	1.7	-70%	\$646,243	23%
Kensington	1	-94%	32	68%	1.9	-85%	\$503,892	16%
Lely Resort	12	-86%	287	57%	2.1	-68%	\$360,503	17%
Mediterra	0	-100%	31	72%	1.7	-85%	\$669,468	16%
Olde Naples	20	-77%	207	61%	3.4	-64%	\$1,157,789	19%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	10	-77%	146	52%	2.3	-73%	\$608,580	35%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	30	-86%	464	32%	2.3	-76%	\$1,706,159	20%
Pelican Bay	17	-89%	482	45%	2.0	-77%	\$1,469,507	21%
Pelican Landing	1	-97%	94	-4%	0.9	-84%	\$412,731	19%
Pelican Marsh	1	-96%	116	22%	1.1	-83%	\$494,755	22%
The Dunes of Naples	3	-82%	59	41%	2.1	-88%	\$1,277,676	13%
Tiburon	0	-100%	59	55%	1.6	-79%	\$921,250	21%
Vanderbilt Beach	11	-83%	191	84%	2.5	-76%	\$1,246,549	25%
Vineyards	4	-90%	166	30%	2.0	-64%	\$451,195	24%

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# SOUTHWEST FLORIDA COMMUNITY GUIDE

- *City of Naples*
- *North Naples (North of Pine Ridge Road)*
- *South Naples (South of Pine Ridge Road)*
- *Bonita Springs*

## KEY

### GOLF COURSE

18 holes	18
27 holes	27
36 holes	36
54 holes	54
90 holes	90

### PRICE RANGE

Dominant price less than \$500K	\$
Dominant price \$500K to \$1M	\$\$
Dominant price over \$1M	\$\$\$

Neighborhood	Single-Family	Condominium	Golf Course	Boating*	Clubhouse	Tennis	Gated**	Price Range
<b>AQUALANE SHORES</b> <i>City of Naples</i>	●			●				\$\$\$
<b>BONITA BAY</b> <i>Bonita Springs</i>	●	●	90		●	●	●	\$\$\$
<b>COLLIER'S RESERVE</b> <i>North Naples</i>	●		18		●	●	●	\$\$\$
<b>GREY OAKS</b> <i>South Naples &amp; City of Naples</i>	●	●	54		●	●	●	\$\$\$
<b>ISLE OF COLLIER PRESERVE</b> <i>South Naples</i>	●	●		●	●	●	●	\$\$
<b>KENSINGTON</b> <i>South Naples</i>	●	●	18		●	●	●	\$\$
<b>LELY RESORT</b> <i>South Naples</i>	●	●	54		●	●	●	\$
<b>MEDITERRA</b> <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
<b>MONTEREY</b> <i>North Naples</i>	●				●	●	●	\$\$
<b>MOORINGS &amp; COQUINA SANDS</b> <i>City of Naples</i>	●	●	18		●	●		\$\$\$

\*Many properties are boating oriented (have a dock or has a community dock/marina). \*\*May or may not be manned by a security guard.

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Neighborhood	Single-Family	Condominium	Golf Course	Boating*	Clubhouse	Tennis	Gated**	Price Range
<b>NAPLES PARK</b> <i>North Naples</i>	●							\$\$
<b>NAPLES RESERVE</b> <i>South Naples</i>	●	●		●	●	●	●	\$
<b>OLD NAPLES</b> <i>City of Naples</i>	●	●						\$\$\$
<b>PARK SHORE</b> <i>City of Naples</i>	●	●		●				\$\$\$
<b>PELICAN BAY</b> <i>North Naples</i>	●	●	27		●	●	●	\$\$\$
<b>PELICAN LANDING</b> <i>Bonita Springs</i>	●	●	54	●	●	●	●	\$
<b>PELICAN MARSH</b> <i>North Naples</i>	●	●	18		●	●	●	\$\$\$
<b>PINE RIDGE</b> <i>North Naples</i>	●	●						\$\$\$
<b>PORT ROYAL</b> <i>City of Naples</i>	●			●	●	●		\$\$\$
<b>QUAIL CREEK</b> <i>North Naples</i>	●	●	18		●	●	●	\$\$\$
<b>QUAIL WEST</b> <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
<b>ROYAL HARBOR</b> <i>City of Naples</i>	●			●				\$\$\$
<b>THE COLONY AT PELICAN LANDING</b> <i>Bonita Springs</i>	●	●	54	●	●	●	●	\$\$
<b>THE DUNES OF NAPLES</b> <i>North Naples</i>		●			●	●	●	\$\$\$
<b>TIBURON GOLF CLUB</b> <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
<b>VANDERBILT BEACH AREA</b> <i>North Naples</i>	●	●		●		●	●	\$\$\$
<b>VINEYARDS</b> <i>North Naples</i>	●	●	36		●	●	●	\$\$

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