



NAPLES & BONITA SPRINGS

LUXURY PROPERTIES MARKET REPORT
JUNE 2022

WILLIAM RAVEIS

NAPLES & BONITA SPRINGS

Single-Family Properties

CLOSED SALES

- The number of closed sales in the 12 months ending June 30, 2022 for the Naples and Bonita Springs Area decreased 16% year-over-year (8,426 vs 10,082).
- There were 55 closed sales priced above two million in June 2022 compared to 92 in June 2021, a 40% decrease. During the 12 months ending June 30, 2022, sales in this category decreased 17% over the same time period in 2021 (839 vs 1,010 units).

NEW LISTINGS / INVENTORY

- During the 12 months ending June 30, 2022, a total of 10,082 new listings were added to the market, this is a 7% decrease vs the same time period 12 months ending June 30, 2021.
- Available inventory as of June 30, 2022 consisted of 2,727 units, an increase of 9% vs the same time period in 2021. 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 \$1,084,680, a 19% increase vs the same time period in 2021.
- The median sales price for the area in June 2022 increased 19% to \$692,215 vs June 2021.

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*Source of this market data: Southwest Florida MLS © 2022. Accuracy of this information is reliable but not guaranteed. Anyone who chooses to use this information to make market decisions should have this data independently verified.





NAPLES & BONITA SPRINGS

Condominiums

CLOSED SALES

- The number of closed sales in the 12 months ending June 30, 2022 for the Naples and Bonita Springs Area decreased 9% year-over-year (6,699 vs 7,391).
- There were 50 closed sales priced above two million in June 2022 compared to 28 in June 2021, a 79% increase. During the 12 months ending June 30, 2022, sales in this category increased 4% vs the same time period in 2021 (388 vs 374 units).

NEW LISTINGS / INVENTORY

- During the 12 months ending June 30, 2022, a total of 664 new listings were added to the market, a 10% decrease vs the same time period 12 months ending June 30, 2021.
- Available inventory as of June 30, 2022 consisted of 1,717 units, an increase of 5% vs the same time period in 2021. 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 \$676,383, a 28% increase vs the same time period in 2021.
- The median sales price for the area in June 2022 increased 48% to \$500,000 vs June 2021.



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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 June 30, 2022 for the luxury market from Port Royal to Bonita Beach Road Area decreased 39% year-over-year (475 vs 775).

NEW LISTINGS / INVENTORY

- During the 12 months ending June 30, 2022, a total of 664 new listings were added to the market, a decrease of 10% compared to the same time period 12 months ending June 30, 2021.
- Available inventory as of June 30, 2022 consisted of 263 units, a 22% increase vs the same time period in 2021 (263 vs 215). Current inventory represents 8 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$5,401,836 an increase of 32% vs the same time period in 2021.
- The median sales price for the area in June 2022 increased 1% to \$3,320,000 vs June 2021.

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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 June 30, 2022 for the luxury market from Port Royal to Bonita Beach Road Area decreased 22% year-over-year (689 vs 881).

NEW LISTINGS / INVENTORY

- During the 12 months ending June 30, 2022, a total of 750 new listings were added to the market, a decrease of 14% vs the same time period 12 months ending June 30, 2021.
- Available inventory as of June 30, 2022 consisted of 198 units, a 1% increase vs the same time period in 2021 (198 vs 196). 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 \$2,525,502, increasing 19% vs the same time period in 2021.
- The median sales price for the area in June 2022 increased 57% to \$2,575,000 vs June 2021.

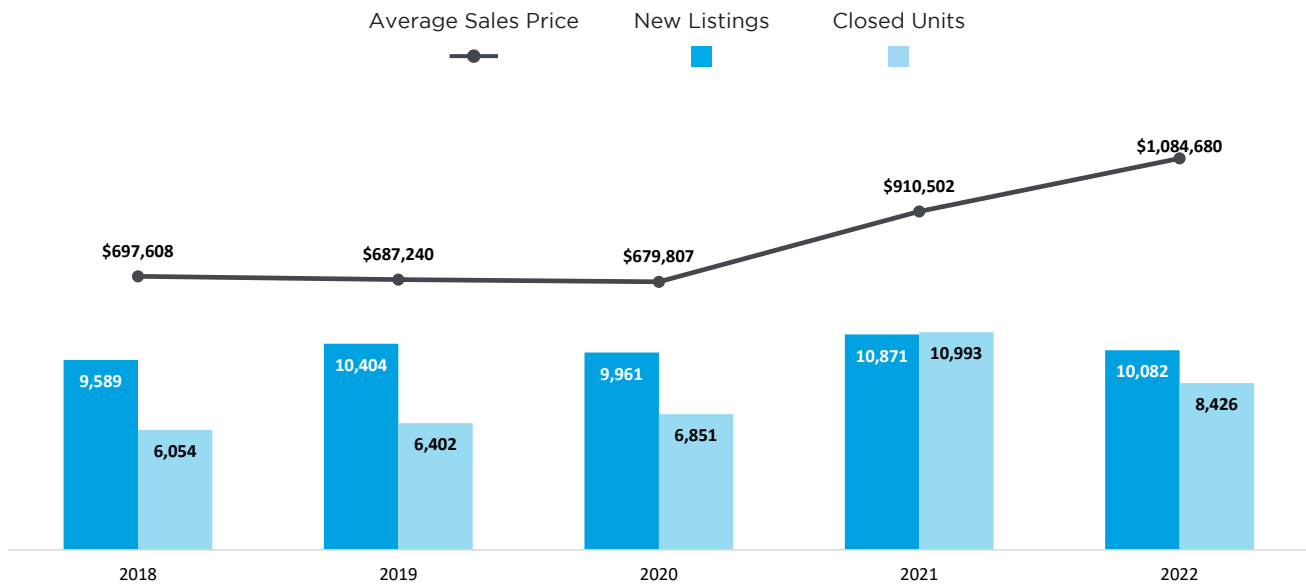


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NAPLES & BONITA SPRINGS

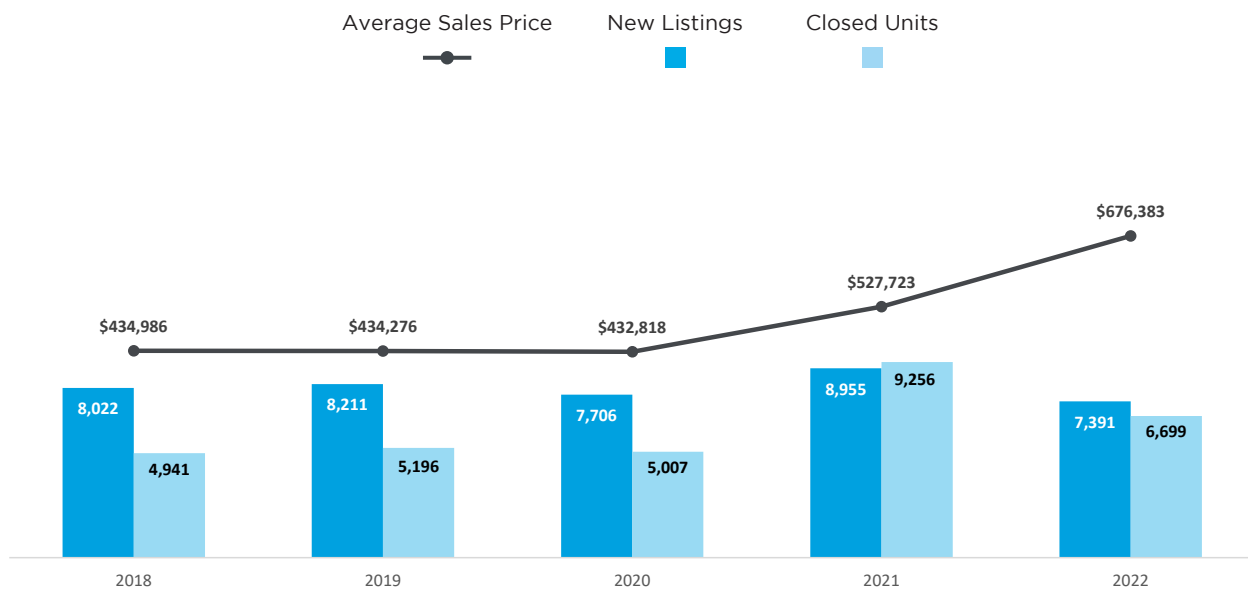
YEAR-OVER-YEAR MARKET TRENDS

Single-Family Properties



YEAR-OVER-YEAR MARKET TRENDS

Condominium Properties

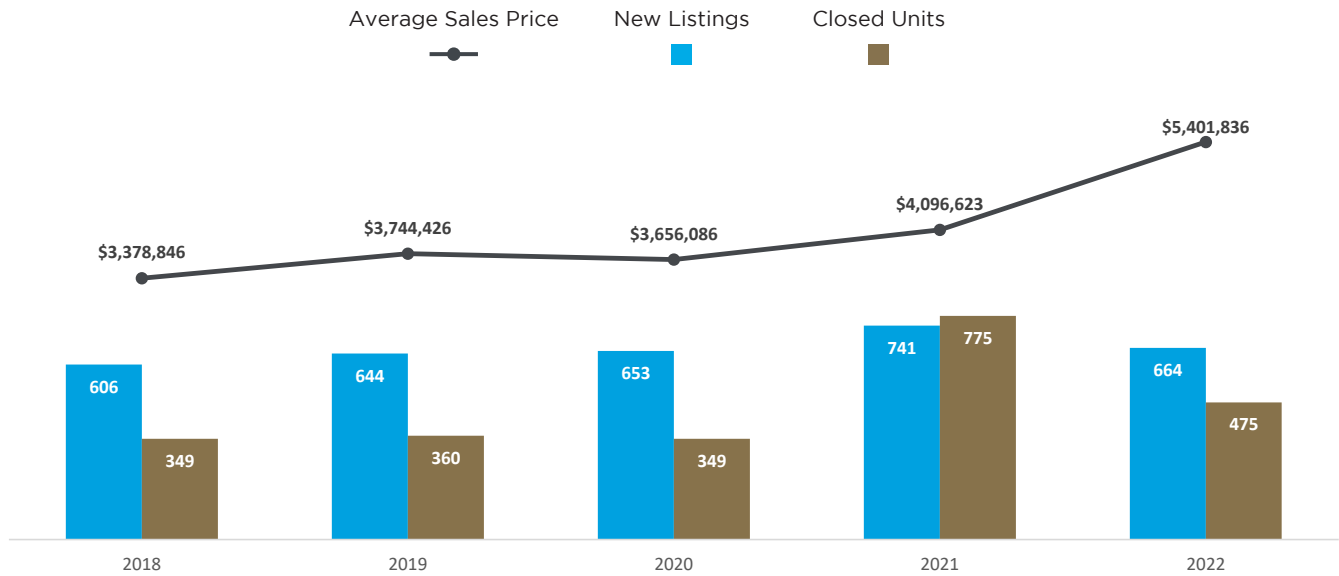


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PORT ROYAL TO BONITA BEACH ROAD AREA

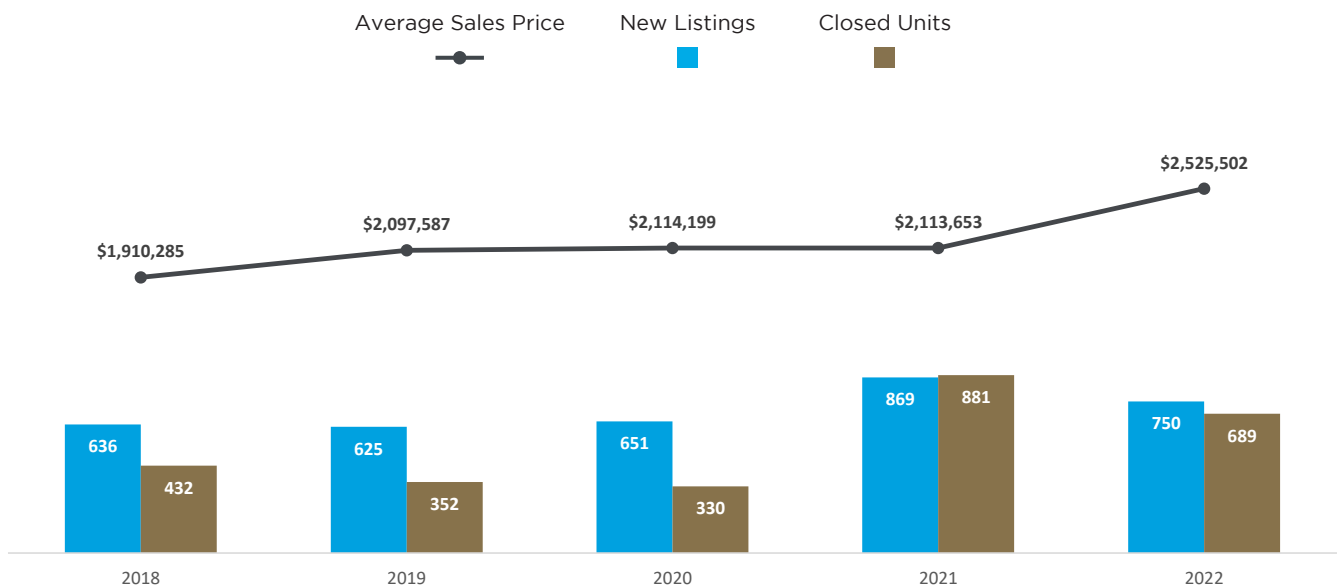
YEAR-OVER-YEAR MARKET TRENDS

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	15	67%	21	-66%	2.9	-50%	\$8,439,286	45%
Bonita Bay	1	-92%	52	-46%	1.2	-74%	\$1,976,764	20%
Collier's Reserve	2	0%	9	-55%	0.5	-77%	\$1,799,556	17%
Grey Oaks	10	150%	41	-53%	1.6	-62%	\$4,520,439	58%
Isles of Collier Preserve	6	-14%	43	-50%	1.2	-64%	\$1,992,326	66%
Kensington	2	-50%	17	-11%	1.1	-59%	\$1,146,824	30%
Lely Resort	24	-8%	111	-53%	1.3	-76%	\$1,212,343	62%
Mediterra	10	-23%	47	-52%	1.5	-75%	\$3,048,664	39%
Monterey	3	-57%	22	-35%	0.8	-82%	\$1,131,368	23%
Naples Park	80	116%	269	2%	2.3	-23%	\$857,857	54%
Naples Reserve	8	-20%	78	-52%	1.3	-48%	\$1,119,992	57%
Olde Naples	17	-29%	59	-54%	2.8	-50%	\$7,439,825	77%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	43	19%	86	-57%	3.0	-46%	\$3,800,469	47%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	22	120%	35	-15%	4.7	1200%	\$6,475,429	52%
Pelican Bay	6	-60%	49	-46%	1.7	-66%	\$4,124,634	11%
Pelican Landing	6	20%	44	-52%	0.9	-82%	\$1,265,825	46%
Pelican Marsh	5	-62%	46	-51%	0.7	-84%	\$2,230,983	59%
Pine Ridge	19	73%	28	-53%	3.6	-33%	\$4,577,021	78%
Port Royal	9	-25%	24	-68%	2.7	-62%	\$19,463,667	83%
Quail Creek	10	67%	31	-11%	1.6	-60%	\$2,045,258	34%
Quail West	14	27%	47	-53%	1.7	-56%	\$3,734,596	54%
Royal Harbor	11	-8%	28	-56%	3.7	-16%	\$4,662,542	64%
The Colony At Pelican Landing	0	-100%	9	-63%	0.4	-93%	\$2,058,889	28%
Tiburon	2	-60%	12	-43%	1.5	-46%	\$2,804,917	40%
Vanderbilt Beach	10	0%	30	-47%	2.5	-39%	\$3,814,264	7200%
Vineyards	11	83%	63	-37%	1.6	-48%	\$993,441	28%

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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	14	-50%	163	-16%	1.4	-74%	\$1,169,497	28%
Grey Oaks	1	-50%	16	-11%	0.7	-76%	\$1,620,938	51%
Isles of Collier Preserve	6	50%	41	-29%	1.1	-65%	\$920,965	67%
Kensington	1	0%	17	-56%	0.3	-96%	\$682,015	47%
Lely Resort	14	-39%	211	-27%	1.3	-72%	\$484,787	50%
Mediterra	4	0%	25	-27%	1.5	-74%	\$1,068,880	79%
Olde Naples	20	-62%	157	-20%	2.2	-71%	\$1,244,195	12%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	15	-52%	120	-17%	1.2	-81%	\$599,300	11%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	42	-46%	333	-35%	1.4	-80%	\$2,074,599	35%
Pelican Bay	24	-64%	359	-24%	1.0	-83%	\$1,717,367	29%
Pelican Landing	6	-40%	66	-45%	0.7	-81%	\$500,789	42%
Pelican Marsh	6	-50%	76	-43%	0.6	-87%	\$646,555	49%
The Dunes of Naples	5	-58%	41	-39%	1.2	-81%	\$1,568,458	31%
Tiburon	3	-40%	37	-39%	0.8	-85%	\$1,201,331	56%
Vanderbilt Beach	18	-46%	138	-25%	1.6	-76%	\$1,404,110	29%
Vineyards	16	23%	126	-28%	1.0	-74%	\$554,163	37%

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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
AQUALANE SHORES <i>City of Naples</i>	●			●				\$\$\$
BONITA BAY <i>Bonita Springs</i>	●	●	90		●	●	●	\$\$\$
COLLIER'S RESERVE <i>North Naples</i>	●		18		●	●	●	\$\$\$
GREY OAKS <i>South Naples & City of Naples</i>	●	●	54		●	●	●	\$\$\$
ISLE OF COLLIER PRESERVE <i>South Naples</i>	●	●		●	●	●	●	\$\$
KENSINGTON <i>South Naples</i>	●	●	18		●	●	●	\$\$
LELY RESORT <i>South Naples</i>	●	●	54		●	●	●	\$
MEDITERRA <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
MONTEREY <i>North Naples</i>	●				●	●	●	\$\$
MOORINGS & COQUINA SANDS <i>City of Naples</i>	●	●	18		●	●		\$\$\$

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

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

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