



# NAPLES & BONITA SPRINGS

LUXURY PROPERTIES MARKET REPORT  
AUGUST 2022

WILLIAM RAVEIS



# NAPLES & BONITA SPRINGS

## *Single-Family Properties*

### CLOSED SALES

- The number of closed sales in the 12 months ending August 31, 2022 for the Naples and Bonita Springs Area decreased 27% year-over-year (7,927 vs 10,818).
- There were 50 closed sales priced above two million in August 2022 compared to 50 in August 2021; no change from last year. During the 12 months ending August 31, 2022, sales in this category decreased 21% over the same time period in 2021 (818 vs 1,033 units).

### NEW LISTINGS / INVENTORY

- During the 12 months ending August 31, 2022, a total of 9,975 new listings were added to the market, this is an 8% decrease vs the same time period 12 months ending August 31, 2021.
- Available inventory as of August 31, 2022 consisted of 2,664 units, an increase of 17% vs the same time period in 2021. Current inventory represents 6 months of supply based on current absorption rates.

### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$1,120,792, an 18% increase vs the same time period in 2021.
- The median sales price for the area in August 2022 increased 27% to \$700,000 vs August 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 August 31, 2022 for the Naples and Bonita Springs Area decreased 33% year-over-year (6,248 vs 9,374).
- There were 13 closed sales priced above two million in August 2022 compared to 23 in August 2021, a 44% decrease. During the 12 months ending August 31, 2022, sales in this category increased 2% vs the same time period in 2021 (363 vs 356 units).

### NEW LISTINGS / INVENTORY

- During the 12 months ending August 31, 2022, a total of 7,189 new listings were added to the market, a 17% decrease vs the same time period 12 months ending August 31, 2021.
- Available inventory as of August 31, 2022 consisted of 1,613 units, an increase of 15% vs the same time period in 2021. Current inventory represents 5 months of supply based on current absorption rates.



### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$684,156, a 29% increase vs the same time period in 2021.
- The median sales price for the area in August 2022 increased 32% to \$431,639 vs August 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 August 31, 2022 for the luxury market from Port Royal to Bonita Beach Road Area decreased 39% year-over-year (458 vs 746).

### NEW LISTINGS / INVENTORY

- During the 12 months ending August 31, 2022, a total of 668 new listings were added to the market, a decrease of 6% compared to the same time period 12 months ending August 31, 2021.
- Available inventory as of August 31, 2022 consisted of 229 units, a 26% increase vs the same time period in 2021 (229 vs 182). Current inventory represents 10 months of supply based on current absorption rates.

### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$5,546,082 an increase of 26% vs the same time period in 2021.
- The median sales price for the area in August 2022 increased 99% to \$4,972,800 vs August 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 August 31, 2022 for the luxury market from Port Royal to Bonita Beach Road Area decreased 22% year-over-year (649 vs 833).

### NEW LISTINGS / INVENTORY

- During the 12 months ending August 31, 2022, a total of 739 new listings were added to the market, a decrease of 7% vs the same time period 12 months ending August 31, 2021.
- Available inventory as of August 31, 2022 consisted of 187 units, a 8% increase vs the same time period in 2021 (187 vs 173). Current inventory represents 6 months of supply based on current absorption rates.

### AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$2,504,958, increasing 13% vs the same time period in 2021.
- The median sales price for the area in August 2022 decreased 27% to \$1,572,500 vs August 2021.

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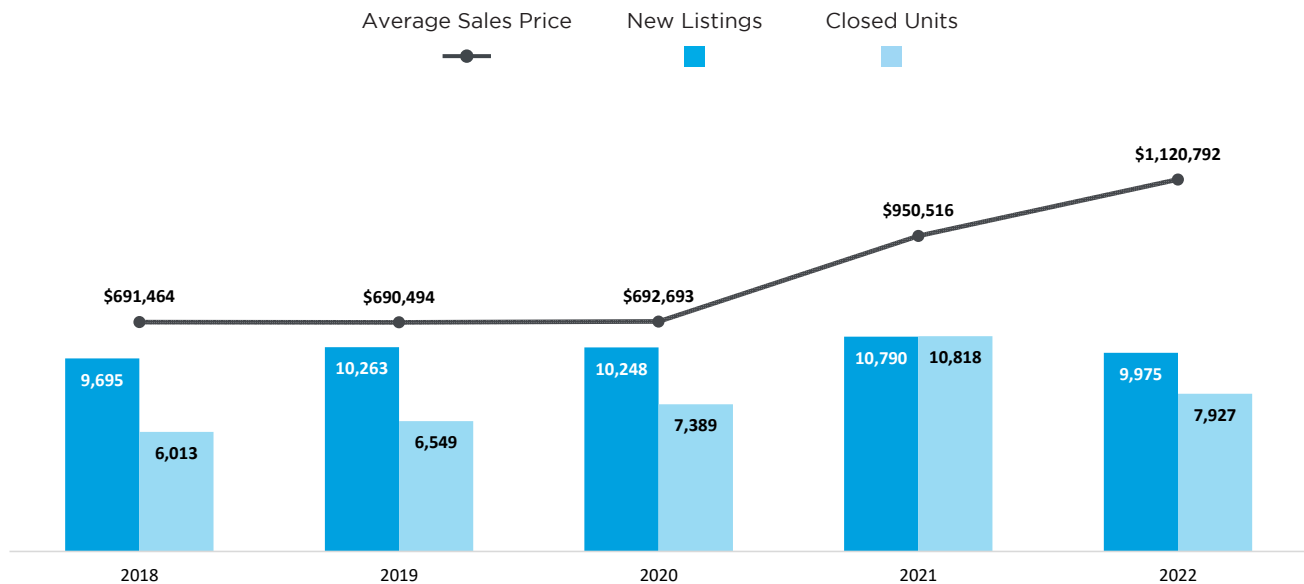


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# NAPLES & BONITA SPRINGS

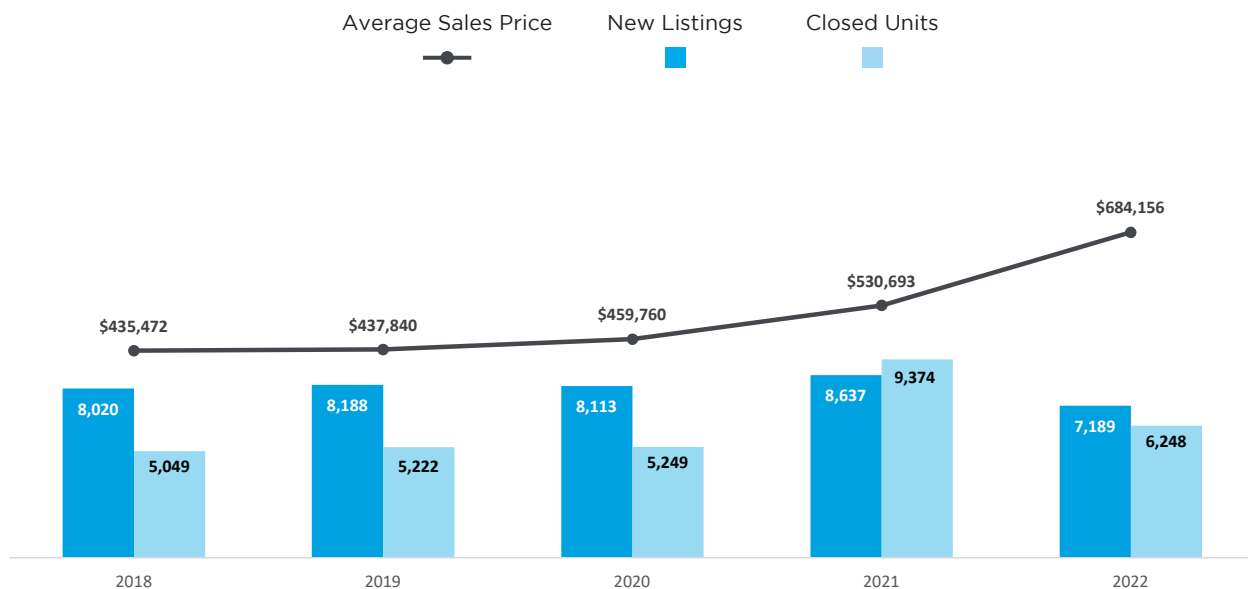
## YEAR-OVER-YEAR MARKET TRENDS

### *Single-Family Properties*



## YEAR-OVER-YEAR MARKET TRENDS

### *Condominium Properties*

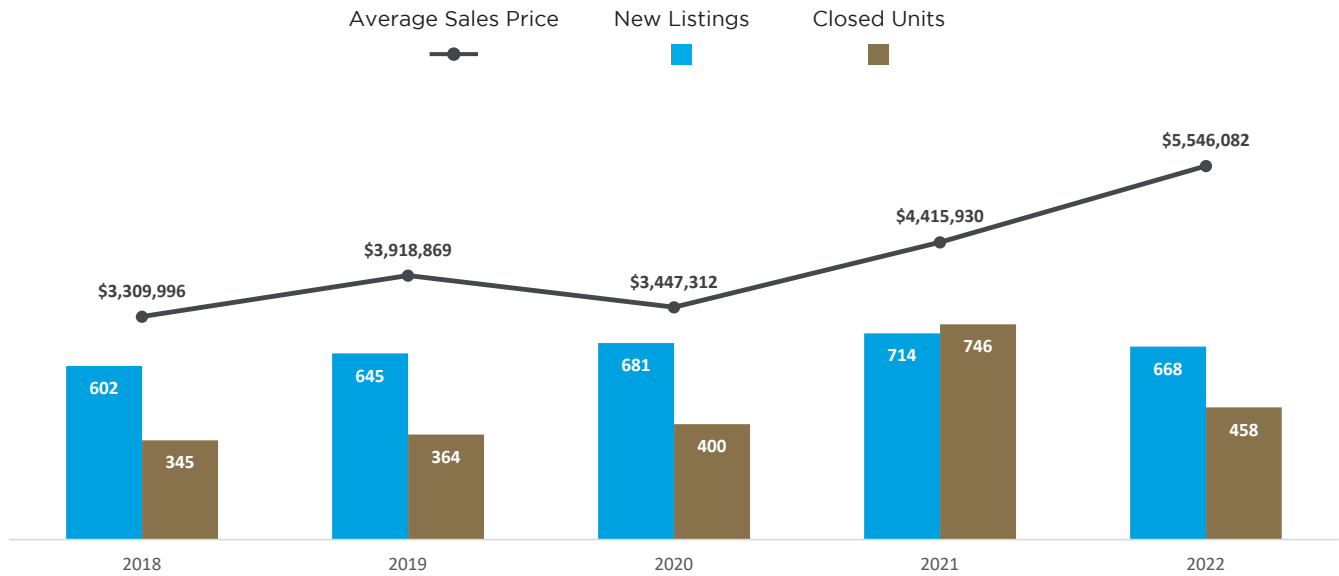


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# PORT ROYAL TO BONITA BEACH ROAD AREA

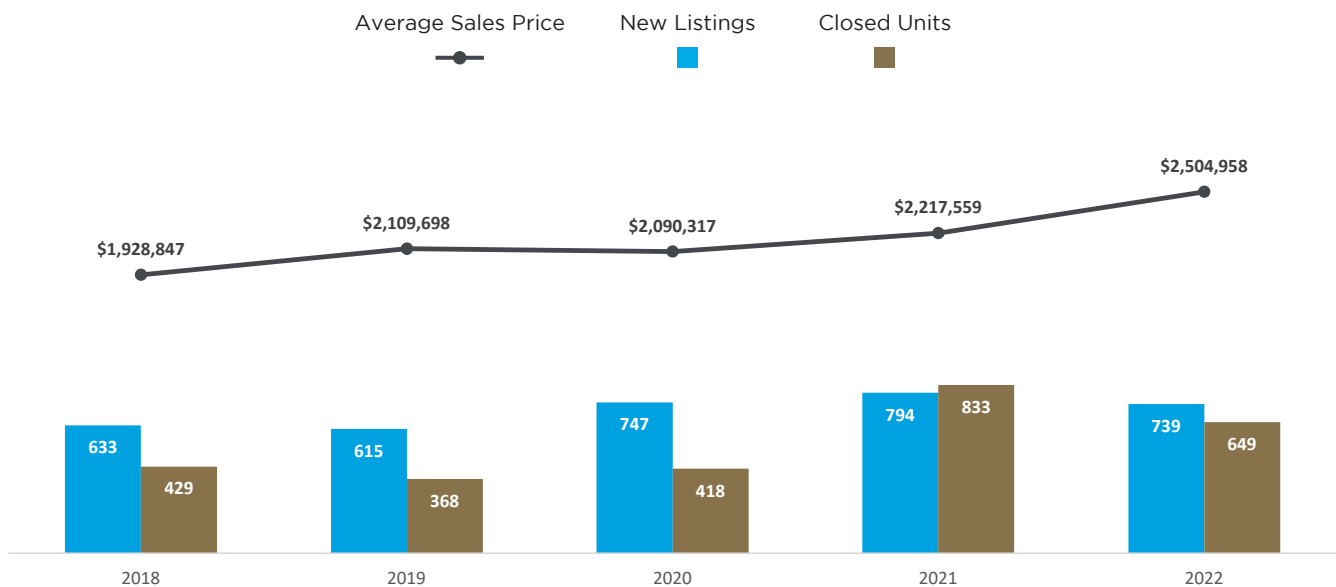
## YEAR-OVER-YEAR MARKET TRENDS

### *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	13	30%	20	-67%	3.7	-8%	\$8,693,750	45%
Bonita Bay	9	29%	47	-51%	0.9	-68%	\$2,105,601	27%
Collier's Reserve	1	0%	11	-45%	0.5	-29%	\$2,118,273	38%
Grey Oaks	10	100%	38	-57%	1.7	-26%	\$4,628,368	59%
Isles of Collier Preserve	10	0%	42	-51%	1.1	-27%	\$2,145,417	73%
Kensington	1	100%	17	0%	0.5	-55%	\$1,161,774	17%
Lely Resort	23	109%	101	-58%	1.3	-46%	\$1,239,873	59%
Mediterra	13	160%	44	-52%	1.5	-57%	\$3,272,932	45%
Monterey	3	50%	15	-61%	0.8	-58%	\$1,271,673	33%
Naples Park	63	97%	245	-5%	2.0	25%	\$907,886	54%
Naples Reserve	12	300%	67	-54%	1.1	-8%	\$1,197,836	57%
Olde Naples	14	-22%	56	-54%	2.8	-22%	\$7,392,680	62%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	38	65%	83	-55%	3.5	9%	\$4,084,583	50%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	20	122%	32	-22%	5.2	79%	\$6,472,500	45%
Pelican Bay	3	-67%	41	-54%	1.2	-60%	\$4,536,817	22%
Pelican Landing	6	100%	45	-53%	1.0	-50%	\$1,429,486	64%
Pelican Marsh	6	500%	36	-65%	0.8	-62%	\$1,960,325	24%
Pine Ridge	20	186%	24	-59%	4.6	-44%	\$4,853,888	72%
Port Royal	10	0%	26	-61%	2.8	-38%	\$19,380,580	66%
Quail Creek	9	200%	32	-11%	1.6	-39%	\$2,097,594	40%
Quail West	6	-25%	44	-53%	1.4	-26%	\$3,811,159	50%
Royal Harbor	6	-33%	53	-61%	3.3	44%	\$5,247,391	86%
The Colony At Pelican Landing	0	0%	7	-71%	0.3	-90%	\$2,310,717	45%
Tiburon	1	-67%	11	-52%	0.6	-50%	\$2,691,273	26%
Vanderbilt Beach	12	-100%	27	-47%	2.7	8%	\$3,851,077	61%
Vineyards	10	0%	60	-67%	1.4	8%	\$1,115,780	33%

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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	8	-56%	153	-24%	1.0	-70%	\$1,178,406	26%
Grey Oaks	1	0%	15	-25%	0.6	-57%	\$1,754,333	67%
Isles of Collier Preserve	5	400%	40	-29%	1.0	-33%	\$956,080	68%
Kensington	0	-100%	17	-55%	0.6	-88%	\$704,294	48%
Lely Resort	24	-17%	198	-32%	0.8	-69%	\$50,277	51%
Mediterra	3	50%	23	-36%	1.0	-66%	\$1,154,043	86%
Olde Naples	22	-35%	137	-37%	1.7	-65%	\$1,509,230	38%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	17	55%	98	-40%	1.1	-61%	\$653,573	17%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	35	6%	286	-45%	1.1	-69%	\$2,165,060	35%
Pelican Bay	30	7%	316	-37%	0.7	-76%	\$1,818,492	34%
Pelican Landing	2	0%	57	-51%	0.5	-64%	\$528,639	37%
Pelican Marsh	6	50%	68	-48%	0.6	-67%	\$703,087	55%
The Dunes of Naples	5	67%	37	-46%	0.9	-68%	\$1,842,832	53%
Tiburon	3	200%	34	-48%	0.7	-71%	\$1,173,691	44%
Vanderbilt Beach	18	-18%	112	-44%	1.3	-66%	\$1,353,617	15%
Vineyards	15	36%	113	-37%	0.9	-53%	\$589,377	42%

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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). \*\*July or July 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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