



Market Report

A P R I L 2 0 2 3 R E P O R T



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Bonnycastle Realty provides an unparalleled standard of luxury services to buyers and sellers in Collier and Lee counties, Florida. Putting a fresh spin on a dated industry, our highly personalized, concierge-style assistance is infused with revolutionary real estate advancements.

Here at Bonnycastle, we're tech savvy and solutions oriented, filling whatever gaps we see in the industry with innovative excellence. As business-minded agents, we make data-driven decisions to maximize our marketing efforts and ultimately produce top-dollar deals, all in a trendsetting style.

Still, our entrepreneurial attitude doesn't sacrifice our human-to-human interaction — we're committed to building deep-rooted relationships that last long after the closing papers are signed. We understand that buying or selling a home is one of life's biggest financial decisions, which is why we'll guide you through every step to help you navigate the process with ease.

As Naples locals ourselves, we're motivated to share the high-quality life we live. Our team will go above and beyond to find the property that will elevate your lifestyle in the scenic Sunshine State.

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APRIL 2023 REPORT

THIS TEXT IS COURTESY OF THE NAPLES AREA BOARD OF REALTORS MARKET REPORT

Naples, Fla. (May 26, 2023) – The Naples real estate market enjoyed another month of increased home values driven mainly by another month of below typical inventory levels. According to the area’s top real estate brokers, resale home inventory in Naples this year will unlikely spike to levels we enjoyed before the pandemic. However, since 2019, the number of new listings each month has remained fairly consistent, with most months enjoying an average of between 1,100 and 1,300 new listings. According to the April 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), overall inventory increased 64.4 percent in April to 2,868 homes for sale from 1,745 homes for sale in April 2022. “One factor holding back home sales right now is interest rates,” said Mike Hughes, Vice President and General Manager for Downing-Frye Realty, Inc. “Even though a majority of our sales in Naples are cash transactions, many buyers who own a home up north and want to purchase a home in Naples are having a hard time selling their northern home because the pool of potential buyers that can afford a mortgage at today’s rates is limited.” Interest rates may also be influencing prospective sellers in Naples who currently enjoy a low interest rate on their mortgage too. In April, new listings decreased 25 percent to 1,116 new listings from 1,488 new listings in April 2022. Though many homes in Naples have doubled in value since 2019, providing sellers with a nice profit to use toward their next home purchase. With a hefty down payment, these sellers can minimize their next home’s mortgage obligation to make monthly payments affordable, even at a higher interest rate. Interestingly, and according to Cindy Carroll of Carroll & Carroll Appraisers & Consultants, LLC, months of inventory is decreasing in communities off the water and east of I-75; a telltale sign that living in close proximity to the beach is not always a required factor of homeownership in Naples anymore. “In January 2019, Port Royal had 1.3 years of inventory; and today it has 1.3 years of inventory. But in January 2019, the Vineyards had 10 months of inventory; and today it has less than a month.” Carroll went on to add that in some areas east of Collier Boulevard (SR 951) there is less than four months of inventory. As a result of slow inventory gains this year, pending and closed sales activity simmered slightly in April compared to March. Pending sales decreased 18.4 percent to 1,123 pending sales from 1,377 pending sales in April 2022, and closed sales in April decreased 24.2 percent to 947 closed sales from 1,250 closed sales in April 2022. While the April report revealed 1,128 price decreases occurred during the month, Hughes said, “some price negotiating is happening, though low ball offers are not a good strategy in today’s tight inventory market.” The report also showed the area’s overall median closed price is not increasing by double-digits each month anymore. In April, the median closed price for single family homes increased 3.1 percent to \$825,000 from \$800,000 in April 2022. But it’s a different story in the condominium market, where the median closed price increased 14.3 percent in April to \$526,000 from \$460,000 in April 2022.

QUICK FACTS

OVERALL MARKET FACTS

INVENTORY



2,868

↑ 64%

PENDINGS



1,123

↓ 18%

NEW LISTINGS



1,116

↓ 25%

MEDIAN CLOSED PRICE



\$627,500

↑ 6%

CLOSED SALES



947

↓ 24%

DAYS ON MARKET



53

↑ 231%



OVERALL MARKET OVERVIEW

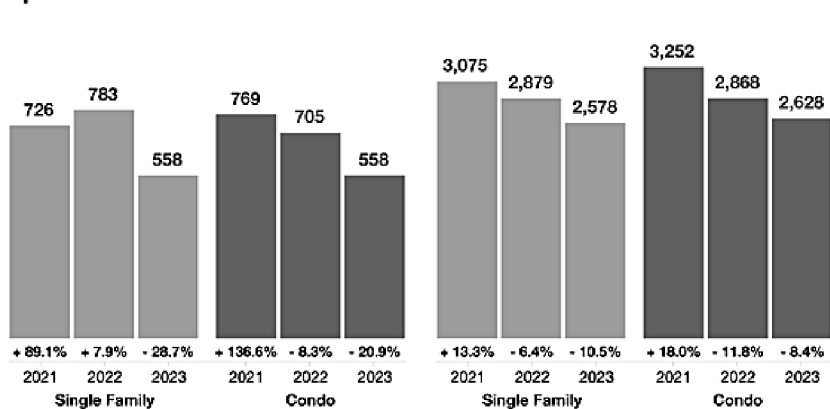
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2022	4-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		1,488	1,116	- 25.0%	5,747	5,206	- 9.4%
Total Sales		1,250	947	- 24.2%	4,133	3,242	- 21.6%
Days on Market Until Sale		16	53	+ 231.3%	21	52	+ 147.6%
Median Closed Price		\$595,000	\$627,500	+ 5.5%	\$562,000	\$610,000	+ 8.5%
Average Closed Price		\$1,105,237	\$997,295	- 9.8%	\$1,024,055	\$1,060,523	+ 3.6%
Percent of List Price Received		101.0%	96.6%	- 4.4%	100.7%	96.4%	- 4.3%
Pending Listings		1,377	1,123	- 18.4%	5,841	4,823	- 17.4%
Inventory of Homes for Sale		1,745	2,868	+ 64.4%	—	—	—
Months Supply of Inventory		1.6	3.7	+ 131.3%	—	—	—

OVERALL NEW LISTINGS

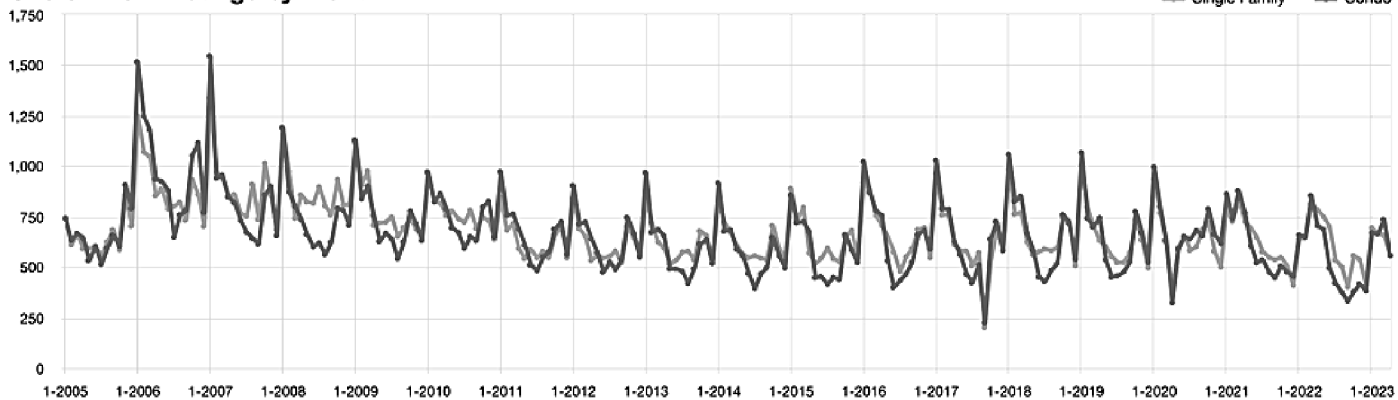
A count of the properties that have been newly listed on the market in a given month.

April



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	750	+ 8.2%	687	+ 13.4%
Jun-2022	701	+ 8.2%	496	- 5.0%
Jul-2022	535	- 7.1%	422	- 21.4%
Aug-2022	502	- 8.4%	376	- 20.8%
Sep-2022	402	- 25.1%	333	- 25.7%
Oct-2022	557	+ 1.6%	378	- 25.3%
Nov-2022	539	+ 6.5%	417	- 12.4%
Dec-2022	413	+ 0.7%	383	- 15.8%
Jan-2023	695	+ 8.8%	670	+ 1.7%
Feb-2023	667	+ 3.6%	664	+ 2.2%
Mar-2023	658	- 19.1%	736	- 13.8%
Apr-2023	558	- 28.7%	558	- 20.9%
12-Month Avg	581	- 5.1%	510	- 11.1%

Overall New Listings by Month

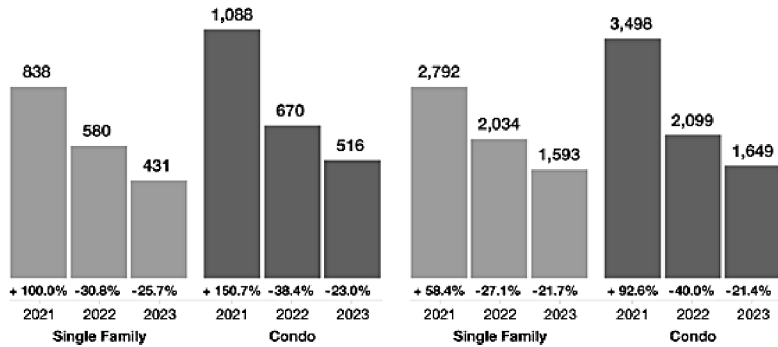


Current as of April 2023. All data from Southwest Florida MLS. Report © 2022 ShowingTime.

OVERALL CLOSED SALES

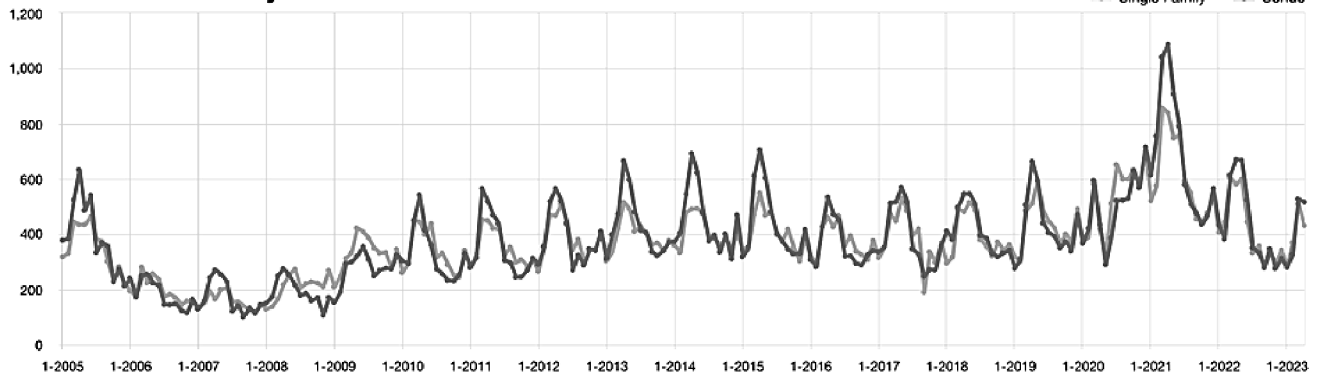
A count of the actual sales that closed in a given month.

April



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	600	-19.8%	667	-26.5%
Jun-2022	444	-41.2%	524	-33.7%
Jul-2022	332	-43.8%	350	-39.6%
Aug-2022	357	-35.0%	332	-34.6%
Sep-2022	277	-39.0%	280	-41.3%
Oct-2022	334	-24.4%	347	-20.2%
Nov-2022	296	-37.9%	276	-40.6%
Dec-2022	342	-36.4%	312	-44.8%
Jan-2023	283	-30.5%	280	-35.3%
Feb-2023	369	-16.5%	326	-14.7%
Mar-2023	510	-15.7%	527	-14.2%
Apr-2023	431	-25.7%	516	-23.0%
12-Month Avg	381	-30.6%	395	-30.6%

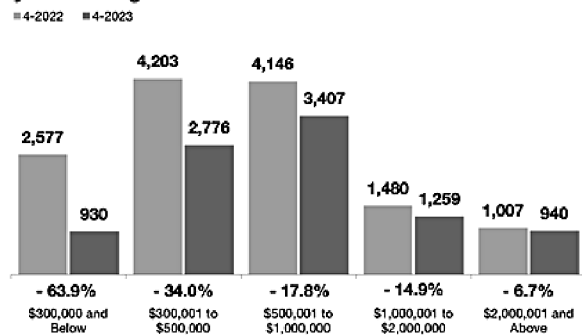
Overall Closed Sales by Month



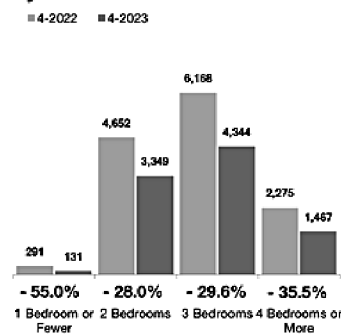
OVERALL CLOSED SALES BY PRICE RANGE

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

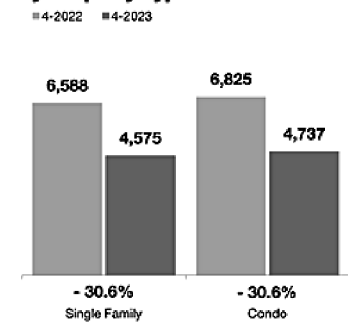
By Price Range



By Bedroom Count



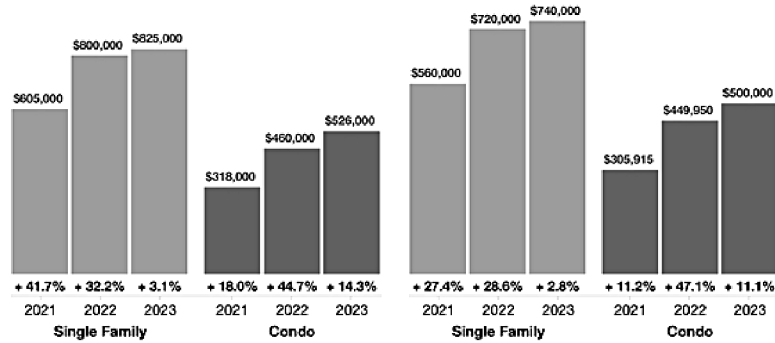
By Property Type



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.

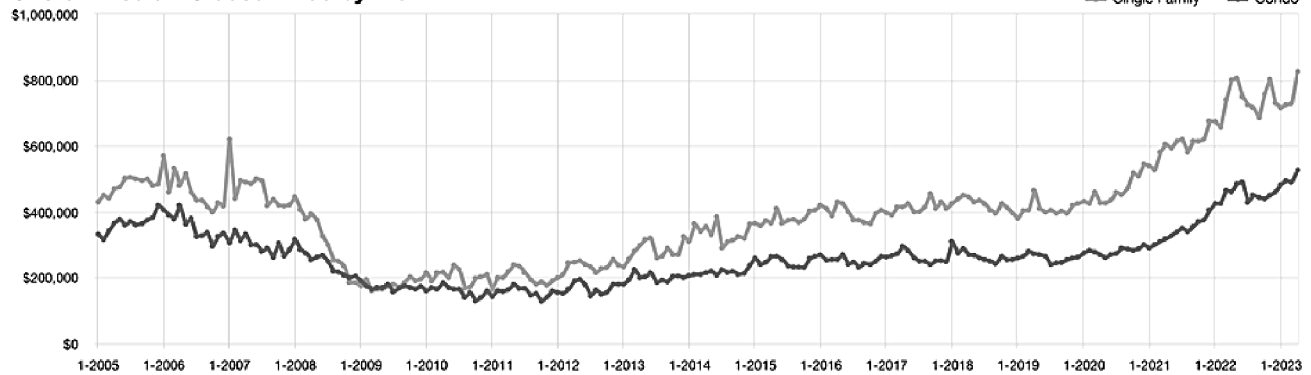
April



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	\$805,250	+ 35.9%	\$485,000	+ 48.1%
Jun-2022	\$749,450	+ 21.9%	\$490,000	+ 44.5%
Jul-2022	\$725,000	+ 16.9%	\$428,500	+ 22.4%
Aug-2022	\$715,835	+ 23.3%	\$450,195	+ 32.6%
Sep-2022	\$685,000	+ 11.4%	\$443,260	+ 24.9%
Oct-2022	\$756,953	+ 23.2%	\$439,000	+ 18.6%
Nov-2022	\$802,000	+ 29.4%	\$450,000	+ 20.0%
Dec-2022	\$730,000	+ 8.1%	\$459,500	+ 13.5%
Jan-2023	\$715,000	+ 6.1%	\$482,500	+ 13.5%
Feb-2023	\$725,000	+ 10.6%	\$494,000	+ 16.2%
Mar-2023	\$728,500	- 1.6%	\$490,000	+ 5.4%
Apr-2023	\$825,000	+ 3.1%	\$526,000	+ 14.3%
12-Month Avg*	\$749,000	+ 17.0%	\$470,000	+ 22.1%

* Median Closed Price for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

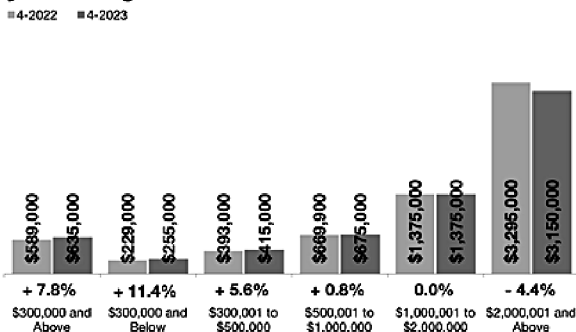
Overall Median Closed Price by Month



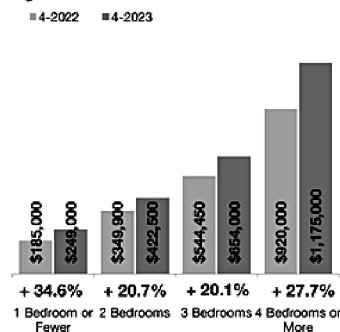
OVERALL MEDIAN CLOSED PRICE BY PRICE RANGE

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

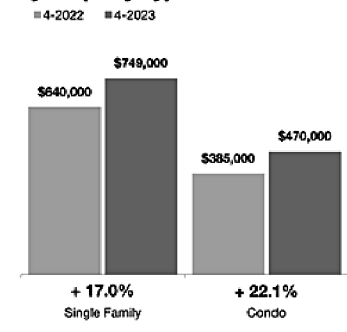
By Price Range



By Bedroom Count

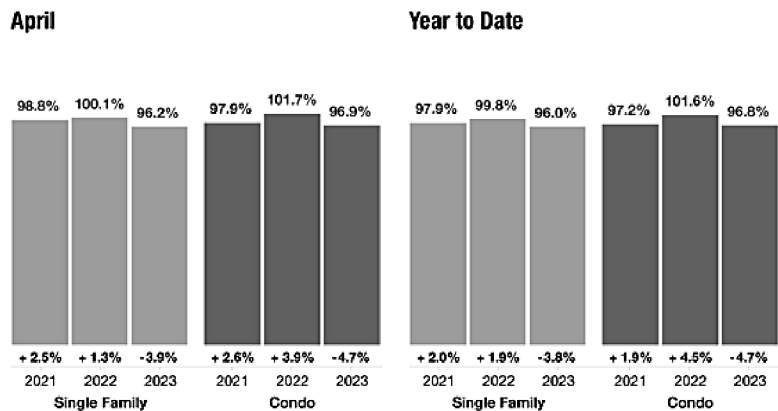


By Property Type



OVERALL PERCENT OF CURRENT LIST PRICE RECEIVED

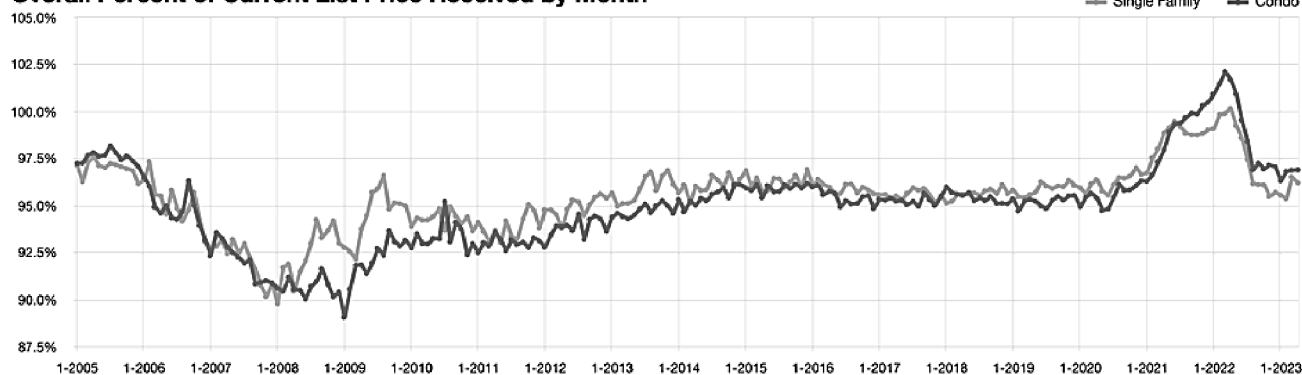
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	99.2%	+ 0.1%	100.9%	+ 2.0%
Jun-2022	98.6%	- 0.8%	99.5%	+ 0.2%
Jul-2022	97.4%	- 1.8%	98.4%	- 1.0%
Aug-2022	96.1%	- 2.7%	96.9%	- 2.8%
Sep-2022	96.1%	- 2.6%	97.2%	- 2.7%
Oct-2022	96.1%	- 2.6%	96.9%	- 2.9%
Nov-2022	95.5%	- 3.3%	97.1%	- 3.2%
Dec-2022	95.7%	- 3.3%	97.0%	- 3.5%
Jan-2023	95.5%	- 3.6%	96.3%	- 4.6%
Feb-2023	95.3%	- 4.5%	96.8%	- 4.6%
Mar-2023	96.5%	- 3.4%	96.9%	- 5.1%
Apr-2023	96.2%	- 3.9%	96.9%	- 4.7%
12-Month Avg*	96.7%	- 2.5%	97.9%	- 2.4%

* Pct. of List Price Received for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

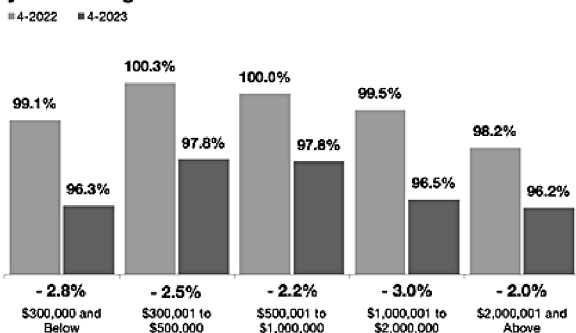
Overall Percent of Current List Price Received by Month



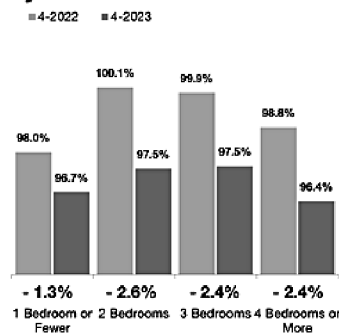
OVERALL PERCENT OF CURRENT LIST PRICE RECEIVED BY PRICE RANGE

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 average.

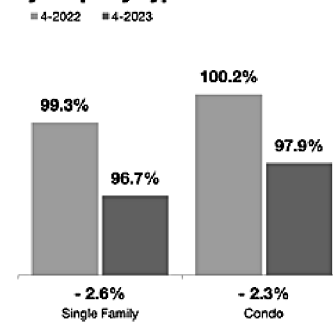
By Price Range



By Bedroom Count

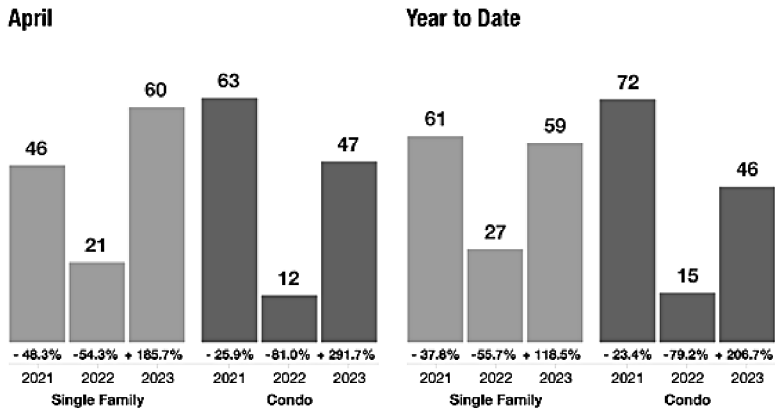


By Property Type



OVERALL DAYS ON MARKET UNTIL SALE

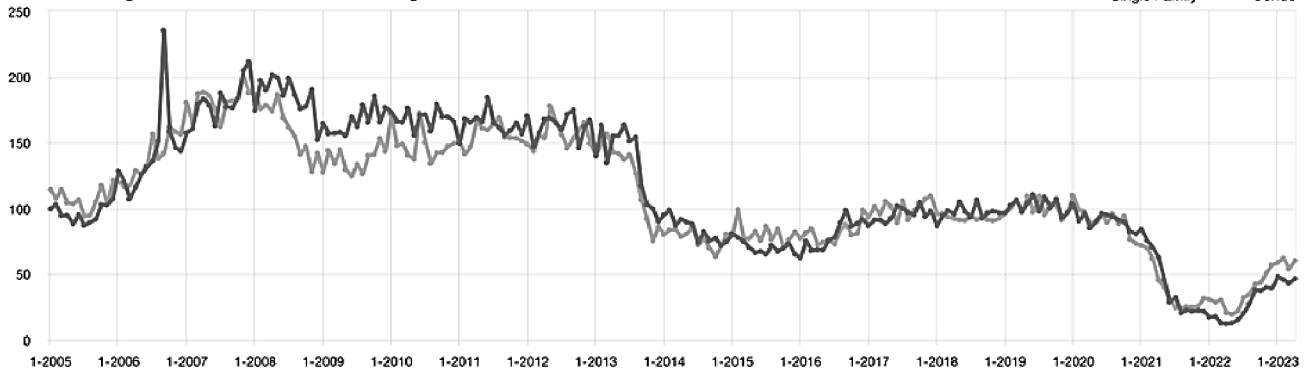
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	20	-50.0%	13	-71.7%
Jun-2022	22	-29.0%	15	-48.3%
Jul-2022	32	+33.3%	20	-37.5%
Aug-2022	35	+45.8%	27	+28.6%
Sep-2022	43	+72.0%	38	+65.2%
Oct-2022	44	+76.0%	38	+72.7%
Nov-2022	51	+96.2%	40	+73.9%
Dec-2022	57	+78.1%	39	+77.3%
Jan-2023	59	+90.3%	48	+166.7%
Feb-2023	62	+113.8%	46	+155.6%
Mar-2023	54	+74.2%	43	+230.8%
Apr-2023	60	+185.7%	47	+291.7%
12-Month Avg*	44	+51.8%	33	+33.5%

* Days on Market for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

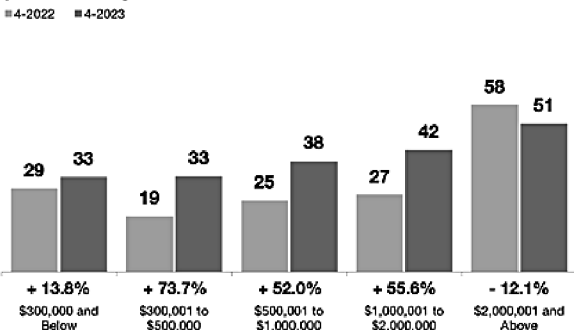
Overall Days on Market Until Sale by Month



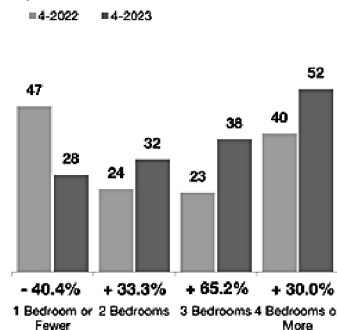
OVERALL DAYS ON MARKET UNTIL SALE BY PRICE RANGE

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

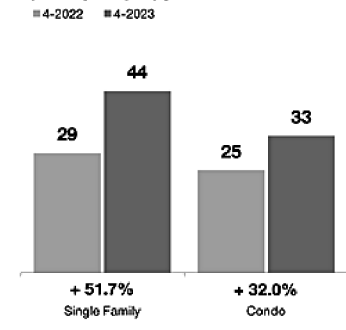
By Price Range



By Bedroom Count



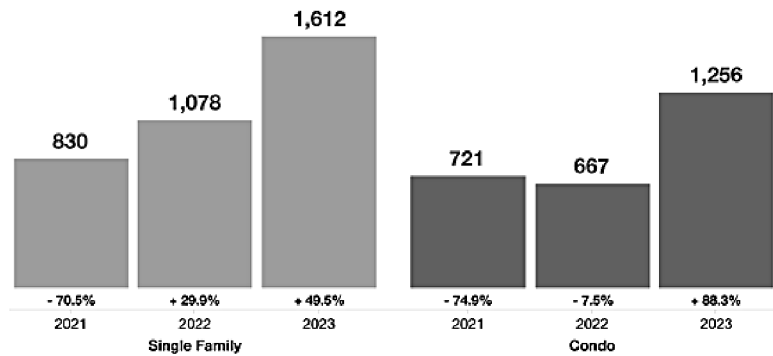
By Property Type



OVERALL INVENTORY OF HOMES FOR SALE

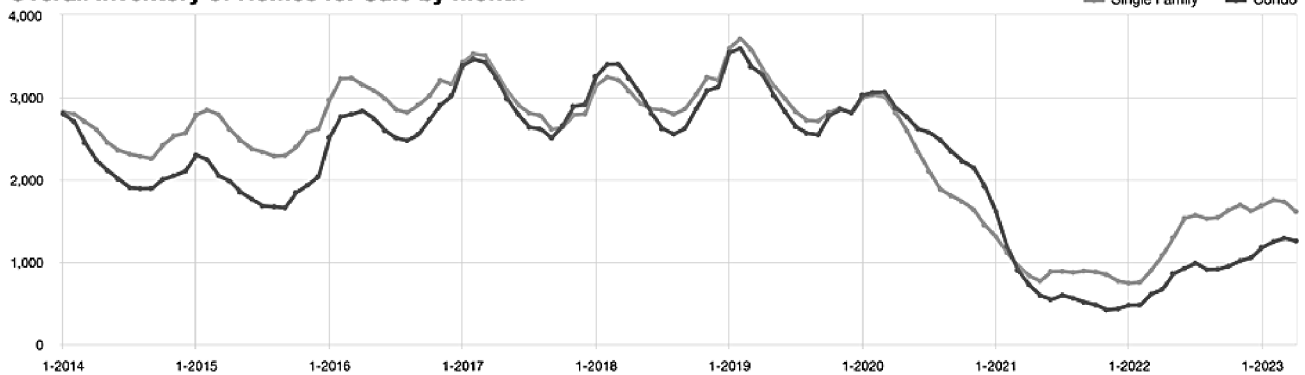
The number of properties available for sale in active status at the end of a given month.

April



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2022	1,295	+ 68.6%	857	+ 44.5%
Jun-2022	1,531	+ 73.4%	922	+ 70.1%
Jul-2022	1,566	+ 76.9%	985	+ 65.8%
Aug-2022	1,526	+ 75.0%	907	+ 62.8%
Sep-2022	1,540	+ 73.0%	911	+ 78.6%
Oct-2022	1,629	+ 85.5%	948	+ 98.3%
Nov-2022	1,693	+ 100.1%	1,014	+ 142.0%
Dec-2022	1,620	+ 111.2%	1,051	+ 143.9%
Jan-2023	1,684	+ 126.3%	1,176	+ 147.6%
Feb-2023	1,752	+ 132.7%	1,246	+ 161.2%
Mar-2023	1,730	+ 92.2%	1,289	+ 111.7%
Apr-2023	1,612	+ 49.5%	1,256	+ 88.3%
12-Month Avg	1,598	+ 86.9%	1,047	+ 97.9%

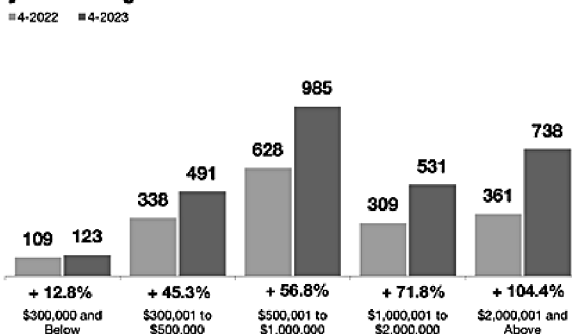
Overall Inventory of Homes for Sale by Month



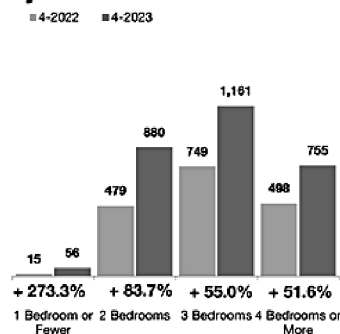
OVERALL INVENTORY OF HOMES FOR SALE BY PRICE RANGE

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

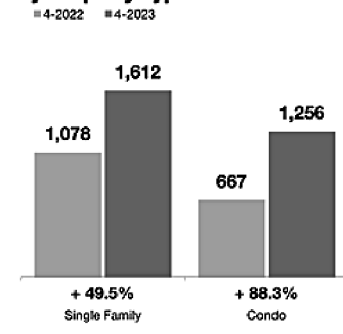
By Price Range



By Bedroom Count



By Property Type



LOCAL MARKET UPDATE - NAPLES BEACH

34102, 34103, 34108

There were also more pending sales in November compared to October, but pending sales decreased 32.6 percent in November 2022 to 767 pending sales from 1,138 pending sales in November 2021. November's overall median closed price increased 20.4 percent to \$600,000 from \$498,500 in November 2021. The report also showed sellers are more willing to negotiate again as the overall percent of list price received decreased 3.3 percent compared to last November.

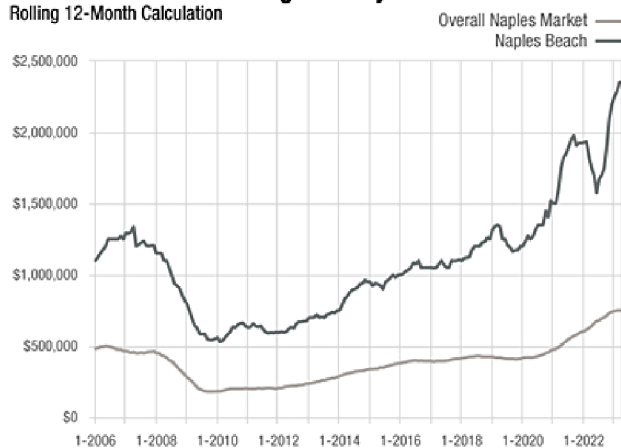
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	119	88	- 26.1%	455	463	+ 1.8%
Total Sales	86	41	- 52.3%	264	185	- 29.9%
Days on Market Until Sale	27	76	+ 181.5%	43	77	+ 79.1%
Median Closed Price*	\$1,860,000	\$1,825,000	- 1.9%	\$1,660,000	\$2,462,000	+ 48.3%
Average Closed Price*	\$4,114,448	\$2,666,512	- 35.2%	\$4,011,819	\$3,886,801	- 3.1%
Percent of List Price Received*	97.9%	93.7%	- 4.3%	99.3%	93.2%	- 6.1%
Inventory of Homes for Sale	231	479	+ 107.4%	—	—	—
Months Supply of Inventory	3.1	10.5	+ 238.7%	—	—	—

Condo	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	148	159	+ 7.4%	665	707	+ 6.3%
Total Sales	146	120	- 17.8%	494	374	- 24.3%
Days on Market Until Sale	17	56	+ 229.4%	21	53	+ 152.4%
Median Closed Price*	\$1,177,500	\$1,325,000	+ 12.5%	\$1,025,000	\$1,250,000	+ 22.0%
Average Closed Price*	\$1,655,748	\$1,682,768	+ 1.6%	\$1,559,790	\$1,655,130	+ 6.1%
Percent of List Price Received*	100.6%	95.8%	- 4.8%	100.5%	95.6%	- 4.9%
Inventory of Homes for Sale	159	435	+ 173.6%	—	—	—
Months Supply of Inventory	1.2	5.5	+ 358.3%	—	—	—

* 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.

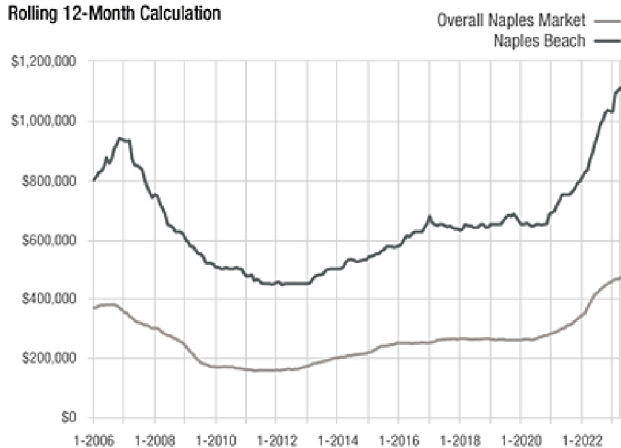
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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 - NORTH NAPLES

34109, 34110, 34119

There were also more pending sales in November compared to October, but pending sales decreased 32.6 percent in November 2022 to 767 pending sales from 1,138 pending sales in November 2021. November's overall median closed price increased 20.4 percent to \$600,000 from \$498,500 in November 2021. The report also showed sellers are more willing to negotiate again as the overall percent of list price received decreased 3.3 percent compared to last November.

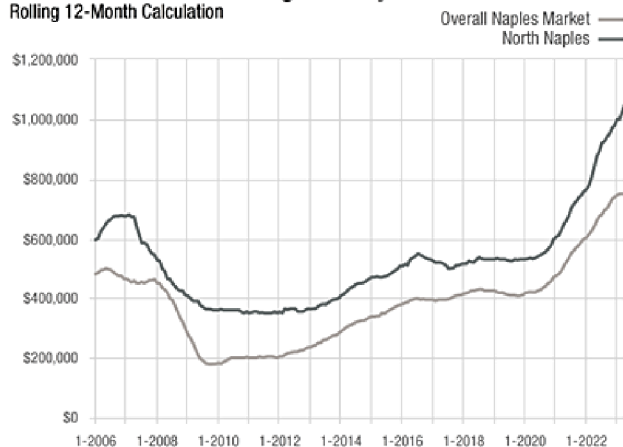
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	196	118	- 39.8%	663	528	- 20.4%
Total Sales	122	96	- 21.3%	447	322	- 28.0%
Days on Market Until Sale	14	44	+ 214.3%	19	51	+ 168.4%
Median Closed Price*	\$1,030,000	\$1,171,200	+ 13.7%	\$935,000	\$1,126,250	+ 20.5%
Average Closed Price*	\$1,502,059	\$1,534,082	+ 2.1%	\$1,308,379	\$1,542,401	+ 17.9%
Percent of List Price Received*	102.2%	95.7%	- 6.4%	101.0%	96.0%	- 5.0%
Inventory of Homes for Sale	203	281	+ 38.4%	—	—	—
Months Supply of Inventory	1.6	3.3	+ 106.3%	—	—	—

Condo	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	196	137	- 30.1%	757	652	- 13.9%
Total Sales	172	131	- 23.8%	555	432	- 22.2%
Days on Market Until Sale	10	42	+ 320.0%	12	40	+ 233.3%
Median Closed Price*	\$465,000	\$505,000	+ 8.6%	\$450,000	\$500,000	+ 11.1%
Average Closed Price*	\$640,761	\$746,281	+ 16.5%	\$593,627	\$784,197	+ 32.1%
Percent of List Price Received*	102.3%	97.6%	- 4.6%	102.6%	97.3%	- 5.2%
Inventory of Homes for Sale	163	263	+ 61.3%	—	—	—
Months Supply of Inventory	1.1	2.4	+ 118.2%	—	—	—

* 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.

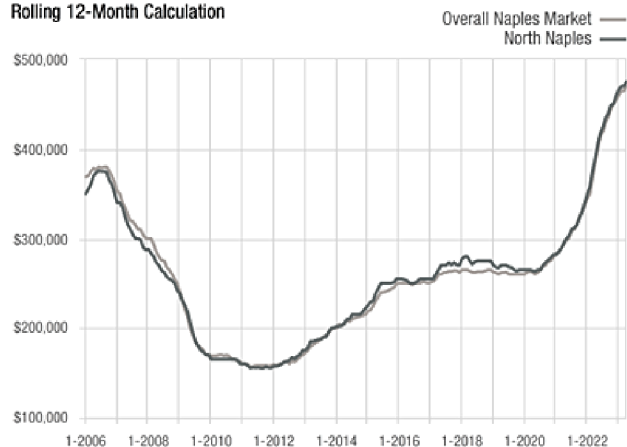
Median Closed Price - Single Family

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 - CENTRAL NAPLES

34104, 34105, 34116

There were also more pending sales in November compared to October, but pending sales decreased 32.6 percent in November 2022 to 767 pending sales from 1,138 pending sales in November 2021. November's overall median closed price increased 20.4 percent to \$600,000 from \$498,500 in November 2021. The report also showed sellers are more willing to negotiate again as the overall percent of list price received decreased 3.3 percent compared to last November.

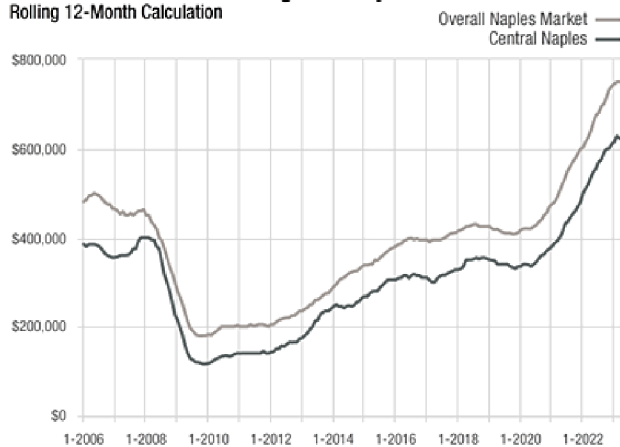
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	106	62	- 41.5%	394	308	- 21.8%
Total Sales	82	55	- 32.9%	311	209	- 32.8%
Days on Market Until Sale	17	32	+ 88.2%	22	42	+ 90.9%
Median Closed Price*	\$667,500	\$712,500	+ 6.7%	\$600,000	\$650,000	+ 8.3%
Average Closed Price*	\$981,463	\$1,164,653	+ 18.7%	\$918,480	\$925,204	+ 0.7%
Percent of List Price Received*	99.9%	96.6%	- 3.3%	99.6%	96.1%	- 3.5%
Inventory of Homes for Sale	125	147	+ 17.6%	—	—	—
Months Supply of Inventory	1.5	2.8	+ 86.7%	—	—	—

Condo	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	106	63	- 40.6%	453	335	- 26.0%
Total Sales	101	74	- 26.7%	326	233	- 28.5%
Days on Market Until Sale	10	34	+ 240.0%	12	37	+ 208.3%
Median Closed Price*	\$349,000	\$351,250	+ 0.6%	\$335,000	\$357,500	+ 6.7%
Average Closed Price*	\$380,281	\$438,980	+ 15.4%	\$370,438	\$428,212	+ 15.6%
Percent of List Price Received*	102.2%	96.9%	- 5.2%	102.0%	96.8%	- 5.1%
Inventory of Homes for Sale	101	133	+ 31.7%	—	—	—
Months Supply of Inventory	1.1	2.1	+ 90.9%	—	—	—

* 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.

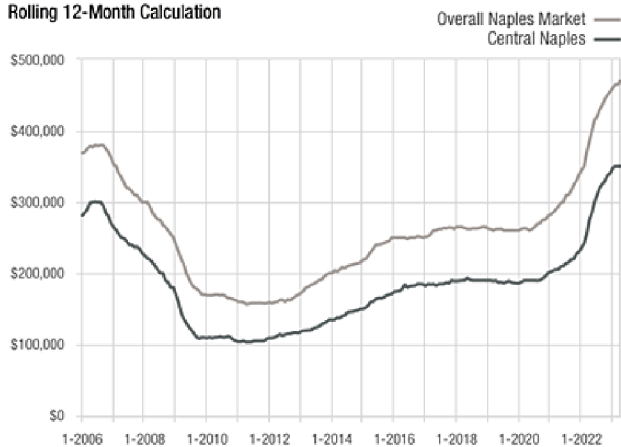
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



LOCAL MARKET UPDATE - SOUTH NAPLES

34112, 34113

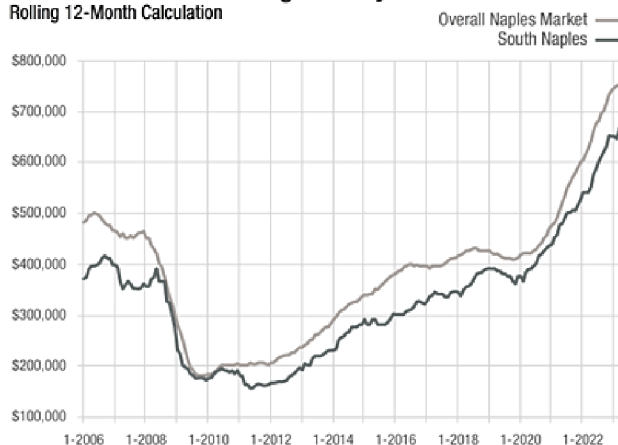
There were also more pending sales in November compared to October, but pending sales decreased 32.6 percent in November 2022 to 767 pending sales from 1,138 pending sales in November 2021. November's overall median closed price increased 20.4 percent to \$600,000 from \$498,500 in November 2021. The report also showed sellers are more willing to negotiate again as the overall percent of list price received decreased 3.3 percent compared to last November.

Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	97	71	- 26.8%	325	311	- 4.3%
Total Sales	73	64	- 12.3%	217	206	- 5.1%
Days on Market Until Sale	16	49	+ 206.3%	25	55	+ 120.0%
Median Closed Price*	\$725,000	\$850,000	+ 17.2%	\$630,000	\$693,500	+ 10.1%
Average Closed Price*	\$953,353	\$1,047,444	+ 9.9%	\$868,405	\$982,067	+ 13.1%
Percent of List Price Received*	101.9%	95.4%	- 6.4%	100.6%	95.3%	- 5.3%
Inventory of Homes for Sale	118	182	+ 54.2%	—	—	—
Months Supply of Inventory	1.8	3.9	+ 116.7%	—	—	—

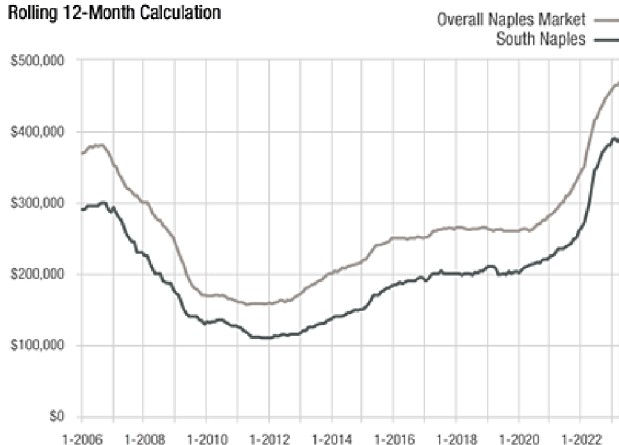
Condo	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	152	126	- 17.1%	596	568	- 4.7%
Total Sales	150	122	- 18.7%	434	367	- 15.4%
Days on Market Until Sale	10	43	+ 330.0%	11	48	+ 336.4%
Median Closed Price*	\$382,450	\$450,000	+ 17.7%	\$375,000	\$410,000	+ 9.3%
Average Closed Price*	\$424,082	\$494,167	+ 16.5%	\$413,846	\$461,556	+ 11.5%
Percent of List Price Received*	101.6%	97.1%	- 4.4%	101.5%	96.9%	- 4.5%
Inventory of Homes for Sale	142	257	+ 81.0%	—	—	—
Months Supply of Inventory	1.2	3.0	+ 150.0%	—	—	—

* 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



LOCAL MARKET UPDATE - EAST NAPLES

34114, 34117, 34120, 34137

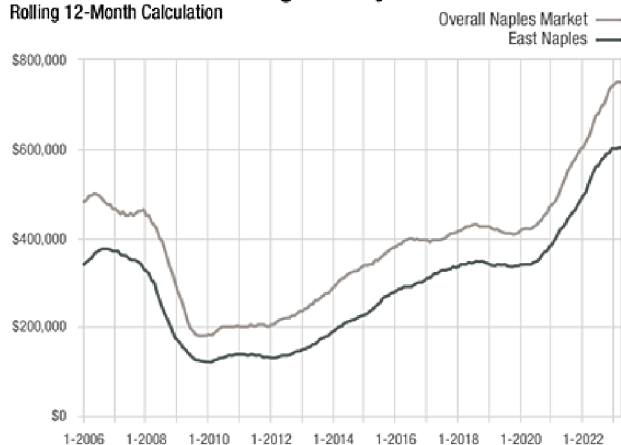
There were also more pending sales in November compared to October, but pending sales decreased 32.6 percent in November 2022 to 767 pending sales from 1,138 pending sales in November 2021. November's overall median closed price increased 20.4 percent to \$600,000 from \$498,500 in November 2021. The report also showed sellers are more willing to negotiate again as the overall percent of list price received decreased 3.3 percent compared to last November.

Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	242	195	- 19.4%	958	837	- 12.6%
Total Sales	190	152	- 20.0%	706	580	- 17.8%
Days on Market Until Sale	27	81	+ 200.0%	30	64	+ 113.3%
Median Closed Price*	\$655,000	\$632,892	- 3.4%	\$585,000	\$609,950	+ 4.3%
Average Closed Price*	\$922,001	\$771,069	- 16.4%	\$763,581	\$740,624	- 3.0%
Percent of List Price Received*	99.4%	97.2%	- 2.2%	99.0%	96.9%	- 2.1%
Inventory of Homes for Sale	372	451	+ 21.2%	—	—	—
Months Supply of Inventory	2.1	3.4	+ 61.9%	—	—	—

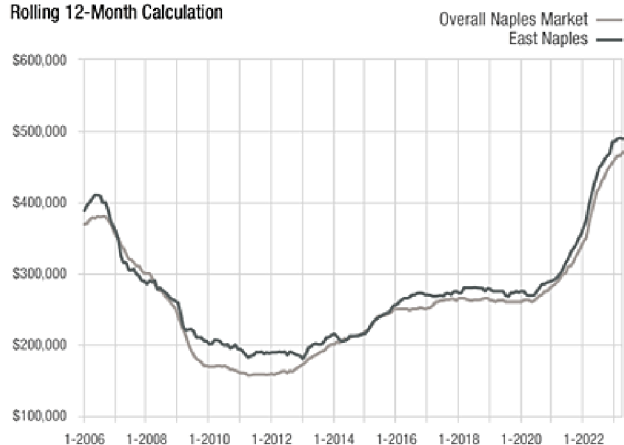
Condo	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
Key Metrics						
New Listings	99	66	- 33.3%	380	330	- 13.2%
Total Sales	98	65	- 33.7%	260	228	- 12.3%
Days on Market Until Sale	12	55	+ 358.3%	16	49	+ 206.3%
Median Closed Price*	\$535,500	\$565,000	+ 5.5%	\$493,000	\$520,000	+ 5.5%
Average Closed Price*	\$546,015	\$546,497	+ 0.1%	\$509,602	\$529,337	+ 3.9%
Percent of List Price Received*	101.8%	97.0%	- 4.7%	101.4%	97.3%	- 4.0%
Inventory of Homes for Sale	97	145	+ 49.5%	—	—	—
Months Supply of Inventory	1.4	2.7	+ 92.9%	—	—	—

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Median Closed Price - Single Family
Rolling 12-Month Calculation



Median Closed Price - Condo
Rolling 12-Month Calculation





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