

A photograph of a house at dusk. The sky is a mix of blue and purple. There are several palm trees in the foreground and middle ground. A paved driveway leads towards the house. The house has a white exterior and a dark roof. An American flag is visible on the right side of the house.

# Market Report

AUGUST 2023 REPORT



BONNYCASTLE  
REALTY

# BONNYCASTLE

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.

Google



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# WELCOME TO THE BONNYCASTLE AUGUST 2023 REPORT THIS TEXT IS COURTESY OF THE NAPLES AREA BOARD OF REALTORS MARKET REPORT

Naples, Fla. (September 22, 2023) – Inventory is selling quickly, and prices are stable in the Naples housing market. According to the August 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), closed sales of homes in Naples during August increased 17 percent compared to July closed sales, and 1.9 percent to 702 closed sales from 689 closed sales in August 2022. Brokers who reviewed the Market Report are confident sales during the second half of 2023 could outperform sales during the second half of 2022, unless we experience another major disaster like a hurricane. Another promising factor that supports this expectation is the steady rate of new listings, which increased 2.6 percent in August, and contributed to the 7.2 percent increase in inventory for the month. “I see the top of the last economic cycle occurring in the first quarter of 2022,” said Cindy Carroll of Carroll & Carroll Appraisers & Consultants, LLC. “This is when 18 months of rapid appreciation in most market sectors came to a halt. Historically, a period of correction follows a market peak. However, in most market areas, property values remain stable or have returned to our long-term historical trend of 8 percent per year appreciation. I am searching daily for evidence of wide-spread market decline but have yet to find it.” The median closed price in August increased 5.2 percent to \$605,000 from \$575,000 in August 2022. Though according to the August report, activity in the condominium market fueled many of the increases reported. As such, there was a 7.7 percent increase in the median closed price in the condominium market compared to a 2.2 percent decrease in median closed price for the single-family home market; a 10.1 percent increase in new condominium listings compared to a 3 percent decrease in new single-family home listings; and a 25.5 percent increase in condominium inventory compared to a 3.7 percent decrease in single-family home inventory. Typically, one of the slower months for activity, August’s showings decreased 19 percent to 21,269 showings from 26,191 showings in August 2022, which might also explain the 9.4 percent decrease in pending sales in August to 811 from 895 in August 2022. “Days on market have been hovering around 50 since December 2022,” said Adam Vellano, a Naples Sales Manager at Compass Florida. “Before the pandemic, it was at 90-100 days.” For August, the report showed 54 days on market compared to 31 days on market in August 2022.

# QUICK FACTS

## OVERALL MARKET FACTS

### INVENTORY



**2,618**

↑ 7%

### PENDINGS



**811**

↓ 9%

### NEW LISTINGS



**901**

↑ 3%

### MEDIAN CLOSED PRICE



**\$605,000**

↑ 5%

### CLOSED SALES



**702**

↑ 2%

### DAYS ON MARKET



**54**

↑ 74%



# OVERALL MARKET OVERVIEW

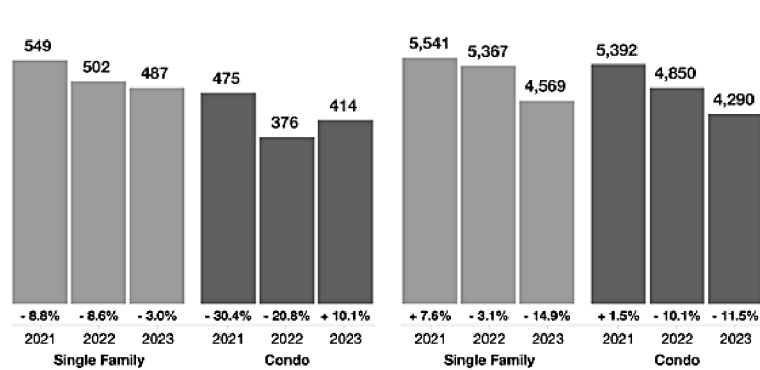
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	8-2022	8-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		878	901	+ 2.6%	10,217	8,859	- 13.3%
<b>Total Sales</b>		689	702	+ 1.9%	7,740	6,473	- 16.4%
<b>Days on Market Until Sale</b>		31	54	+ 74.2%	21	53	+ 152.4%
<b>Median Closed Price</b>		\$575,000	\$605,000	+ 5.2%	\$575,000	\$605,000	+ 5.2%
<b>Average Closed Price</b>		\$963,448	\$959,533	- 0.4%	\$1,019,716	\$1,045,326	+ 2.5%
<b>Percent of List Price Received</b>		96.5%	96.3%	- 0.2%	99.8%	96.3%	- 3.5%
<b>Pending Listings</b>		895	811	- 9.4%	9,365	8,268	- 11.7%
<b>Inventory of Homes for Sale</b>		2,443	2,618	+ 7.2%	—	—	—
<b>Months Supply of Inventory</b>		2.5	3.5	+ 40.0%	—	—	—

# OVERALL NEW LISTINGS

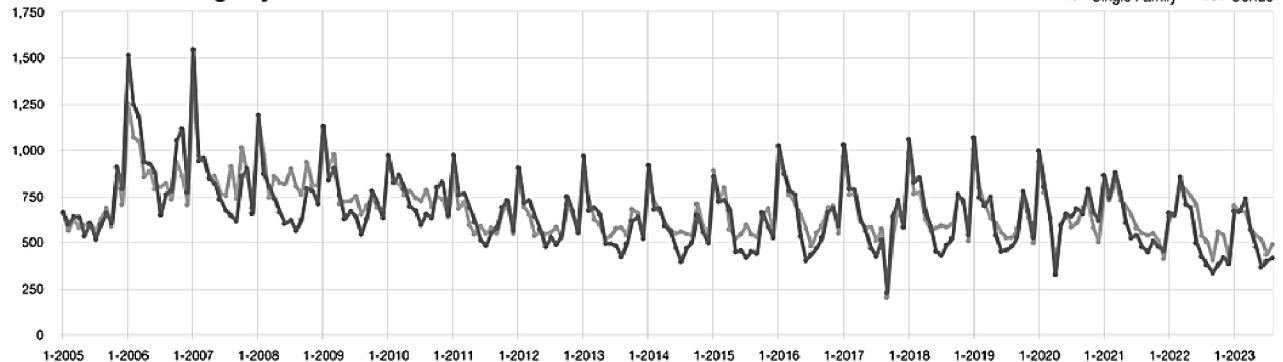
A count of the properties that have been newly listed on the market in a given month.

## August



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2022	402	- 25.1%	333	- 25.7%
Oct-2022	556	+ 1.5%	378	- 25.3%
Nov-2022	539	+ 6.3%	417	- 12.4%
Dec-2022	412	+ 0.5%	383	- 15.8%
Jan-2023	697	+ 9.1%	670	+ 1.7%
Feb-2023	668	+ 3.7%	665	+ 2.3%
Mar-2023	663	- 18.5%	735	- 13.9%
Apr-2023	572	- 26.9%	569	- 19.3%
May-2023	535	- 28.7%	474	- 31.1%
Jun-2023	514	- 26.7%	365	- 26.4%
Jul-2023	433	- 19.1%	398	- 5.7%
<b>Aug-2023</b>	<b>487</b>	<b>- 3.0%</b>	<b>414</b>	<b>+ 10.1%</b>
12-Month Avg	540	- 12.1%	483	- 13.9%

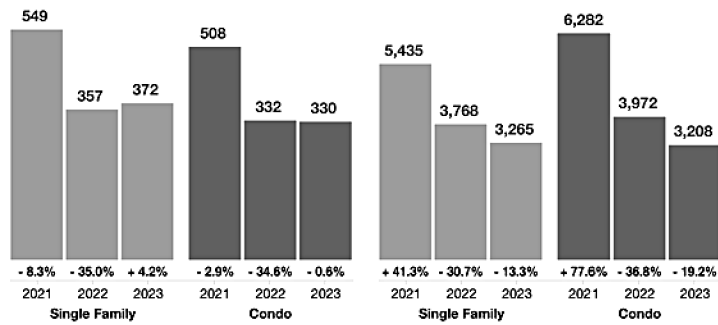
## Overall New Listings by Month



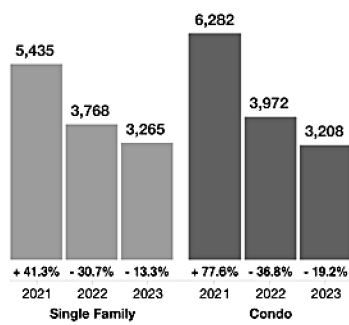
# OVERALL CLOSED SALES

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

## August

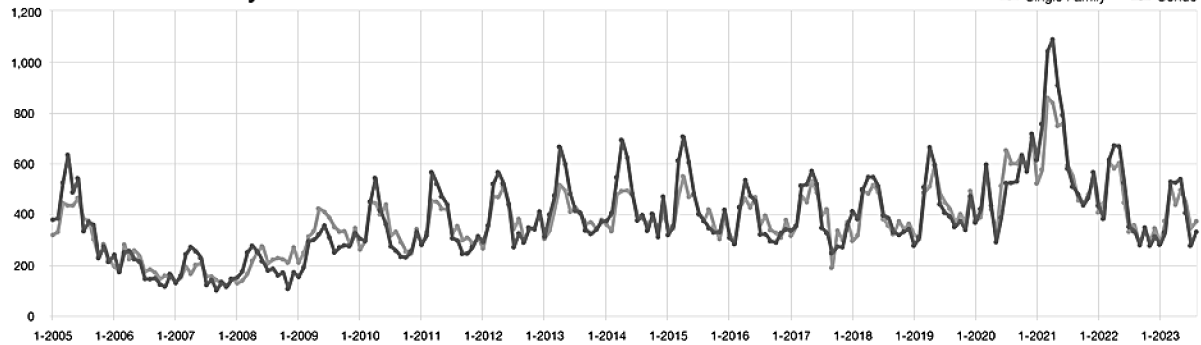


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	344	-36.1%	312	-44.8%
Jan-2023	284	-30.2%	260	-35.3%
Feb-2023	373	-15.6%	328	-14.1%
Mar-2023	512	-15.4%	527	-14.2%
Apr-2023	437	-24.7%	524	-21.8%
May-2023	495	-17.6%	538	-19.3%
Jun-2023	448	+0.7%	405	-22.7%
Jul-2023	344	+3.9%	276	-21.1%
<b>Aug-2023</b>	<b>372</b>	<b>+4.2%</b>	<b>330</b>	<b>-0.6%</b>
12-Month Avg	376	-20.5%	369	-25.2%

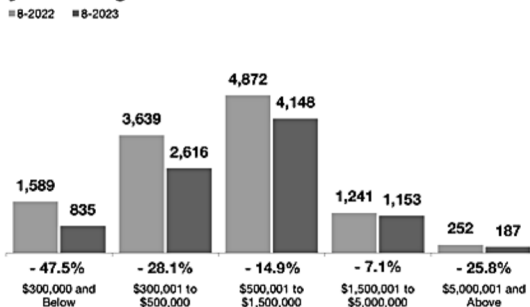
## Overall Closed Sales by Month



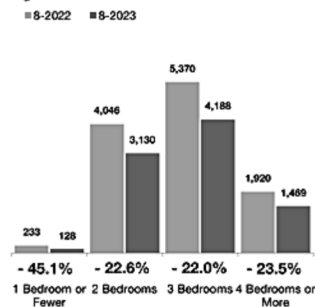
# OVERALL CLOSED SALES BY PRICE RANGE

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

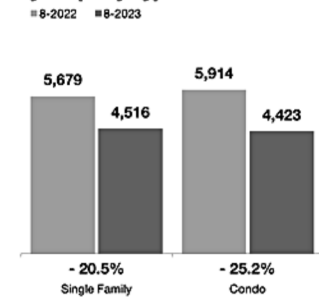
## By Price Range



## By Bedroom Count



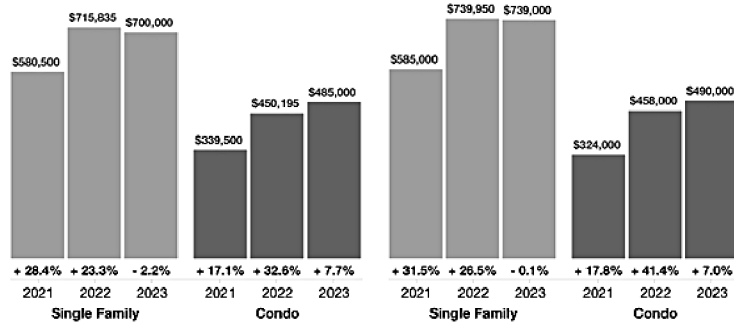
## By Property Type



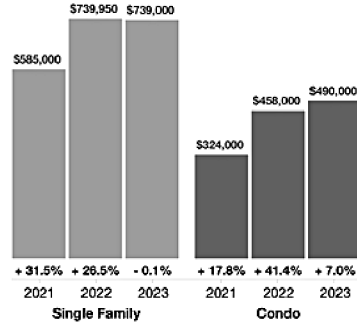
# OVERALL MEDIAN CLOSED PRICE

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

## August



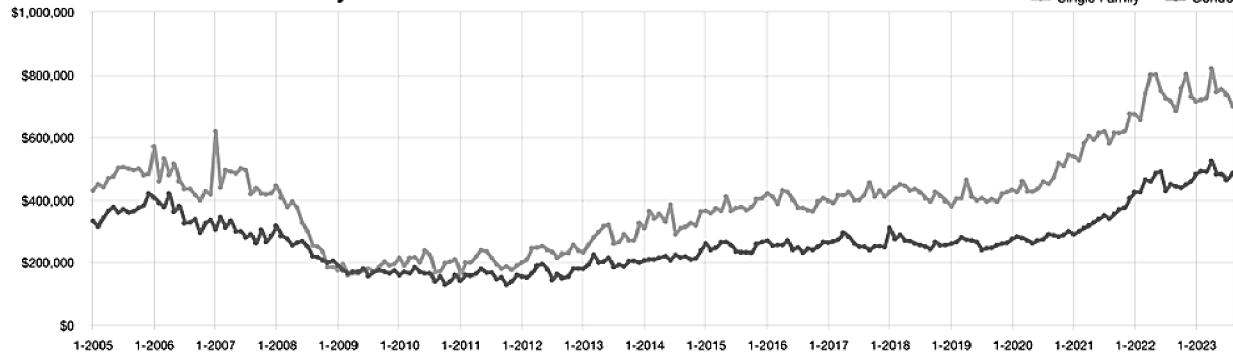
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	\$720,000	+9.8%	\$491,500	+15.6%
Mar-2023	\$726,000	-1.9%	\$490,000	+5.4%
Apr-2023	\$820,000	+2.5%	\$525,000	+14.1%
May-2023	\$745,000	-6.9%	\$482,500	-0.5%
Jun-2023	\$753,750	+0.6%	\$482,500	-1.5%
Jul-2023	\$735,000	+1.4%	\$464,750	+8.5%
<b>Aug-2023</b>	<b>\$700,000</b>	<b>-2.2%</b>	<b>\$485,000</b>	<b>+7.7%</b>
12-Month Avg*	\$740,000	+6.5%	\$475,000	+10.5%

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

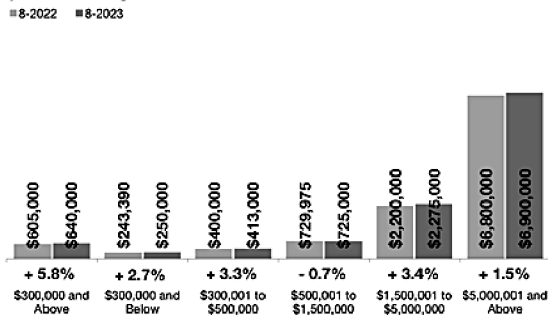
## Overall Median Closed Price by Month



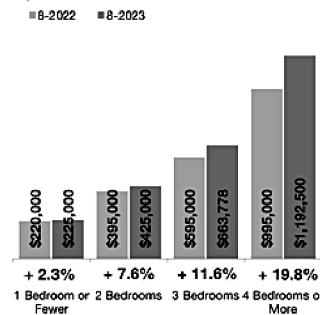
# OVERALL MEDIAN CLOSED PRICE BY PRICE RANGE

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

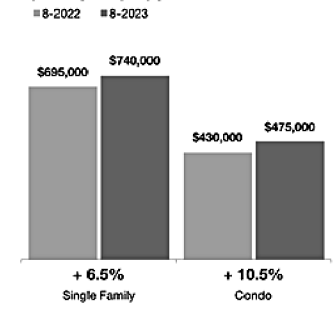
## By Price Range



## By Bedroom Count



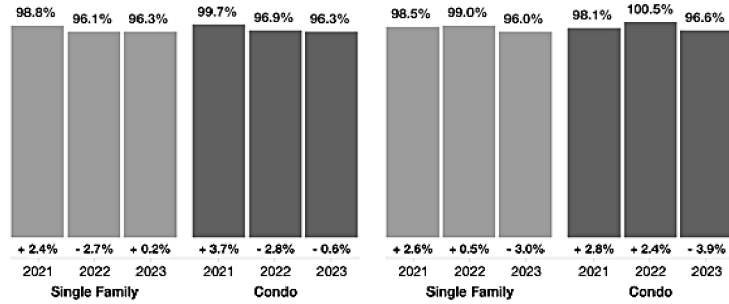
## By Property Type



# 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.

## August

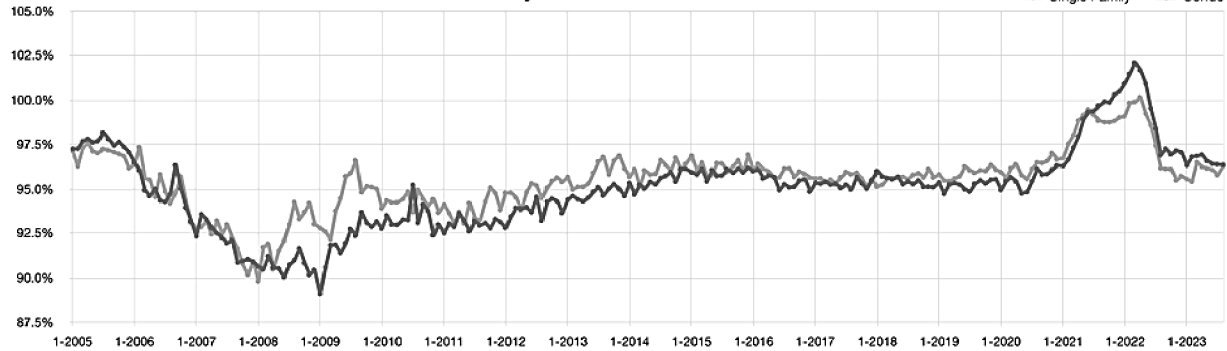


## Year to Date

Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	95.4%	-4.4%	96.8%	-4.6%
Mar-2023	96.5%	-3.4%	96.8%	-5.2%
Apr-2023	96.2%	-3.9%	96.9%	-4.7%
May-2023	96.1%	-3.1%	96.5%	-4.4%
Jun-2023	96.0%	-2.6%	96.4%	-3.1%
Jul-2023	95.8%	-1.6%	96.4%	-2.0%
<b>Aug-2023</b>	<b>96.3%</b>	<b>+0.2%</b>	<b>96.3%</b>	<b>-0.6%</b>
12-Month Avg*	96.0%	-3.0%	96.7%	-3.7%

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

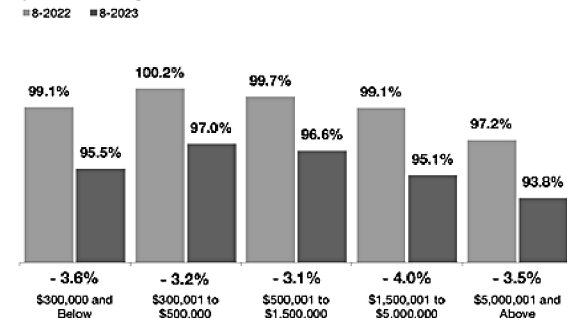
## Overall Percent of Current List Price Received by Month



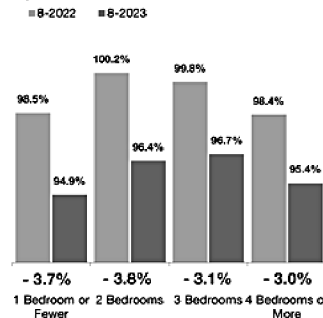
# OVERALL PERCENT OF CURRENT LIST PRICE RECEIVED BY PRICE RANGE

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.

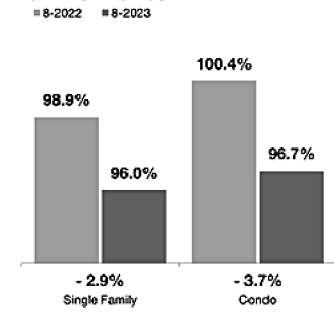
## By Price Range



## By Bedroom Count



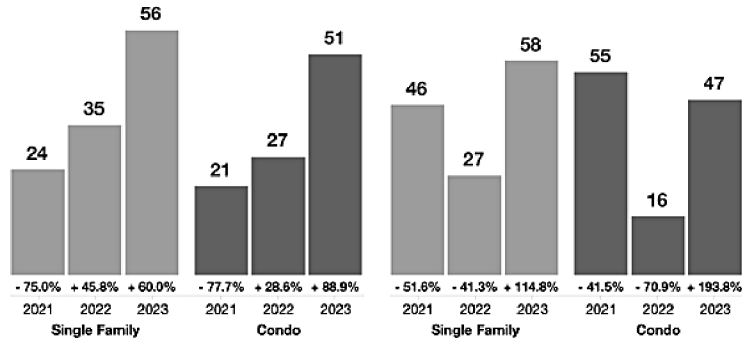
## By Property Type



# 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.

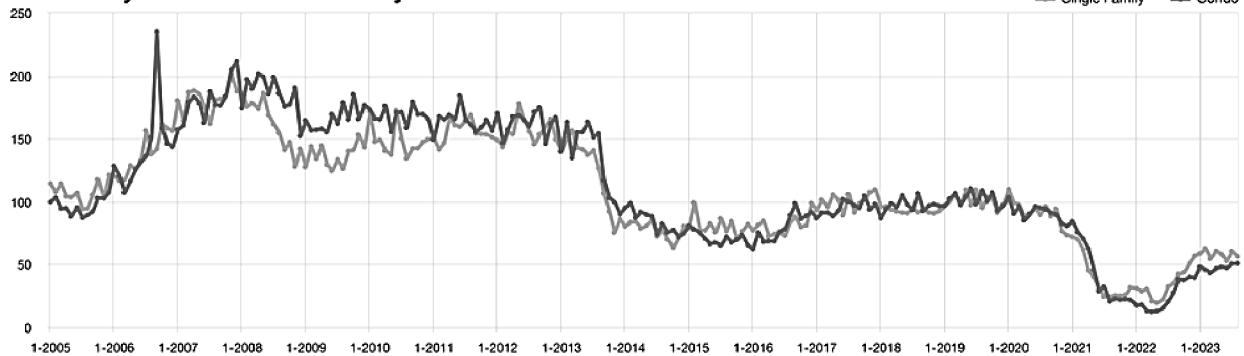
## August



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	63	+117.2%	46	+155.6%
Mar-2023	55	+77.4%	43	+230.8%
Apr-2023	61	+190.5%	47	+291.7%
May-2023	58	+190.0%	48	+269.2%
Jun-2023	53	+140.9%	47	+213.3%
Jul-2023	61	+90.6%	51	+155.0%
<b>Aug-2023</b>	<b>56</b>	<b>+60.0%</b>	<b>51</b>	<b>+88.9%</b>
12-Month Avg*	55	+106.1%	45	+148.6%

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

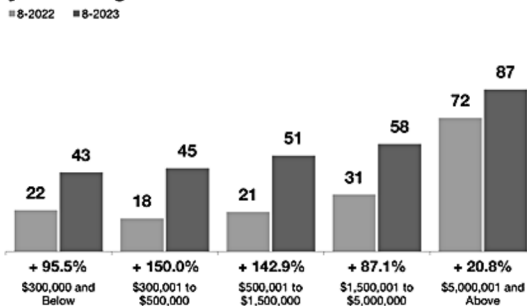
## Overall Days on Market Until Sale by Month



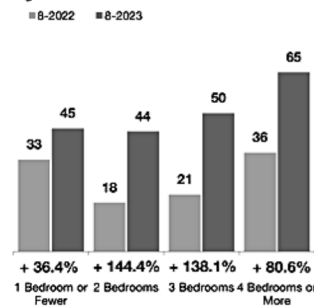
# OVERALL DAYS ON MARKET UNTIL SALE BY PRICE RANGE

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

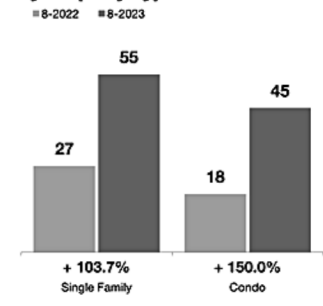
## By Price Range



## By Bedroom Count



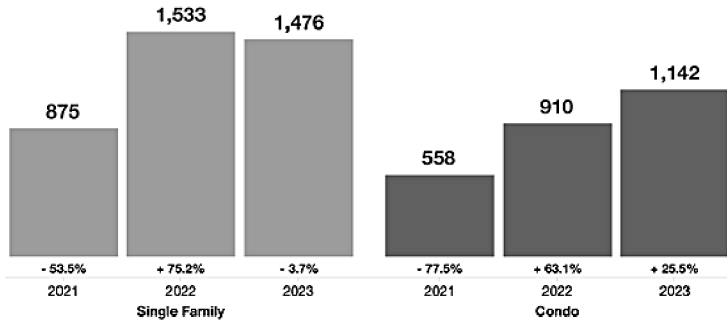
## By Property Type



# OVERALL INVENTORY OF HOMES FOR SALE

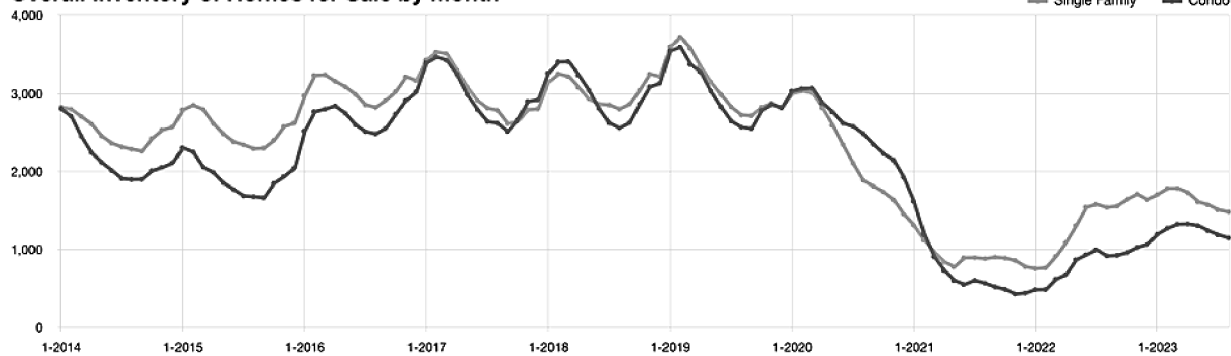
The number of properties available for sale in active status at the end of a given month.

## August



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2022	1,549	+ 73.5%	916	+ 79.3%
Oct-2022	1,637	+ 85.8%	953	+ 99.0%
Nov-2022	1,703	+ 100.4%	1,019	+ 142.6%
Dec-2022	1,632	+ 111.7%	1,057	+ 144.7%
Jan-2023	1,698	+ 127.0%	1,190	+ 150.0%
Feb-2023	1,776	+ 134.6%	1,266	+ 164.9%
Mar-2023	1,777	+ 96.6%	1,317	+ 115.5%
Apr-2023	1,721	+ 59.1%	1,320	+ 97.3%
May-2023	1,604	+ 23.5%	1,298	+ 50.9%
Jun-2023	1,567	+ 2.0%	1,235	+ 33.5%
Jul-2023	1,503	- 4.4%	1,181	+ 19.5%
<b>Aug-2023</b>	<b>1,476</b>	<b>- 3.7%</b>	<b>1,142</b>	<b>+ 25.5%</b>
12-Month Avg	1,637	+ 53.1%	1,158	+ 79.0%

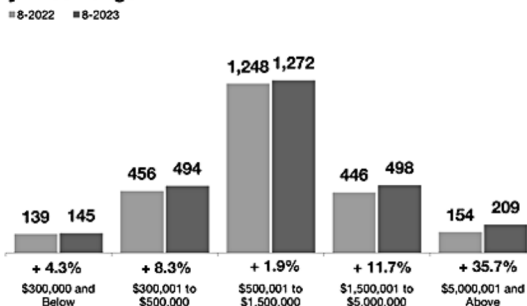
## Overall Inventory of Homes for Sale by Month



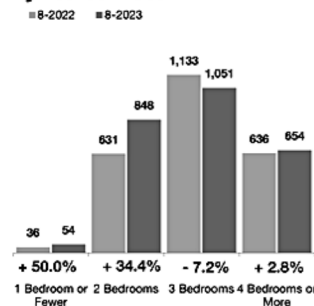
# OVERALL INVENTORY OF HOMES FOR SALE BY PRICE RANGE

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

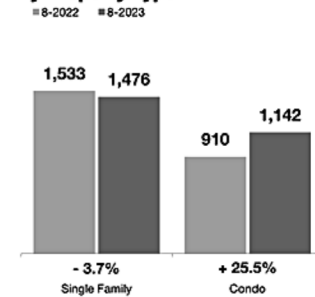
## By Price Range



## By Bedroom Count



## By Property Type



# LOCAL MARKET UPDATE - NAPLES BEACH

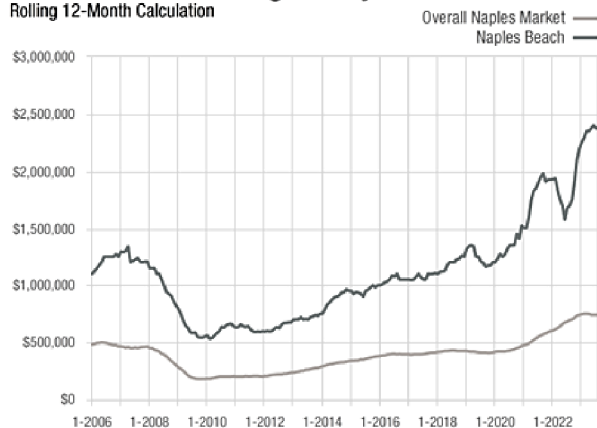
34102, 34103, 34108

Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
<b>Key Metrics</b>						
New Listings	50	62	+ 24.0%	772	696	- 9.8%
Total Sales	46	34	- 26.1%	477	374	- 21.6%
Days on Market Until Sale	41	98	+ 139.0%	41	81	+ 97.6%
Median Closed Price*	\$2,300,000	\$1,950,000	- 15.2%	\$1,999,999	\$2,465,267	+ 23.3%
Average Closed Price*	\$3,914,191	\$2,666,947	- 31.9%	\$3,928,089	\$3,841,574	- 2.2%
Percent of List Price Received*	95.7%	92.7%	- 3.1%	98.6%	92.7%	- 6.0%
Inventory of Homes for Sale	286	339	+ 18.5%	—	—	—
Months Supply of Inventory	4.6	7.8	+ 69.6%	—	—	—

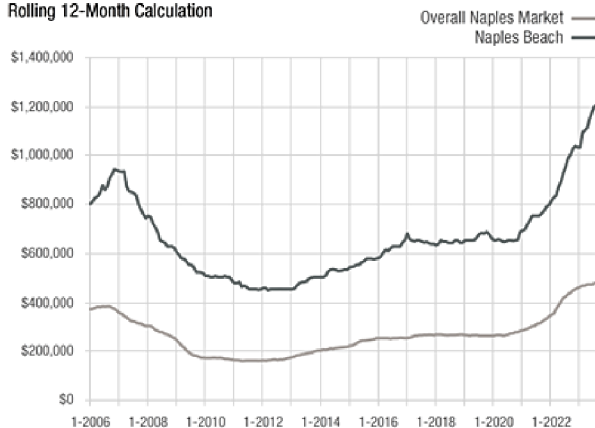
Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
<b>Key Metrics</b>						
New Listings	68	74	+ 8.8%	1,030	1,050	+ 1.9%
Total Sales	53	60	+ 13.2%	870	699	- 19.7%
Days on Market Until Sale	28	66	+ 135.7%	21	55	+ 161.9%
Median Closed Price*	\$1,100,000	\$975,000	- 11.4%	\$1,015,250	\$1,200,000	+ 18.2%
Average Closed Price*	\$1,343,620	\$1,675,357	+ 24.7%	\$1,554,243	\$1,658,524	+ 6.7%
Percent of List Price Received*	95.1%	94.9%	- 0.2%	99.8%	95.3%	- 4.5%
Inventory of Homes for Sale	223	341	+ 52.9%	—	—	—
Months Supply of Inventory	2.1	4.6	+ 119.0%	—	—	—

\* 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 - NORTH NAPLES

34109, 34110, 34119

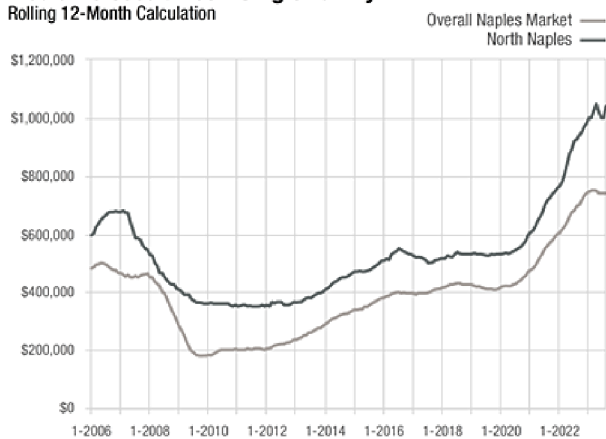
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
<b>Key Metrics</b>						
New Listings	103	94	- 8.7%	1,193	981	- 17.8%
Total Sales	97	87	- 10.3%	871	702	- 19.4%
Days on Market Until Sale	27	56	+ 107.4%	20	51	+ 155.0%
Median Closed Price*	\$899,000	\$1,050,000	+ 16.8%	\$965,000	\$1,050,000	+ 8.8%
Average Closed Price*	\$1,297,626	\$1,471,714	+ 13.4%	\$1,351,973	\$1,468,421	+ 8.6%
Percent of List Price Received*	96.3%	96.2%	- 0.1%	99.6%	95.9%	- 3.7%
Inventory of Homes for Sale	277	260	- 6.1%	—	—	—
Months Supply of Inventory	2.6	3.2	+ 23.1%	—	—	—

Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
<b>Key Metrics</b>						
New Listings	107	124	+ 15.9%	1,327	1,109	- 16.4%
Total Sales	110	86	- 21.8%	1,097	832	- 24.2%
Days on Market Until Sale	25	42	+ 68.0%	13	41	+ 215.4%
Median Closed Price*	\$458,750	\$520,000	+ 13.4%	\$455,000	\$499,500	+ 9.8%
Average Closed Price*	\$615,045	\$641,424	+ 4.3%	\$635,355	\$721,261	+ 13.5%
Percent of List Price Received*	97.2%	97.0%	- 0.2%	101.2%	97.0%	- 4.2%
Inventory of Homes for Sale	202	254	+ 25.7%	—	—	—
Months Supply of Inventory	1.5	2.6	+ 73.3%	—	—	—

\* 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.

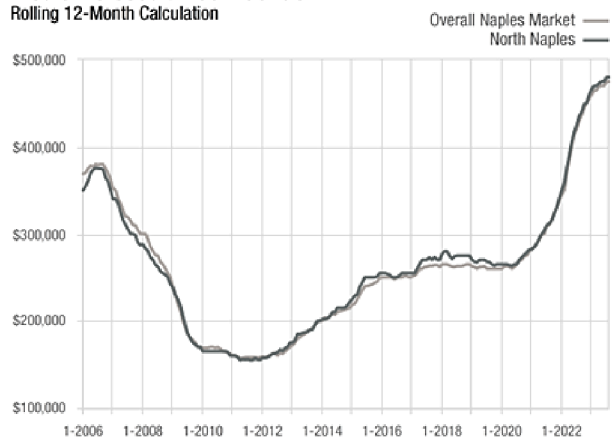
## Median Closed Price - Single Family

Rolling 12-Month Calculation



## Median Closed Price - Condo

Rolling 12-Month Calculation



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# LOCAL MARKET UPDATE - CENTRAL NAPLES

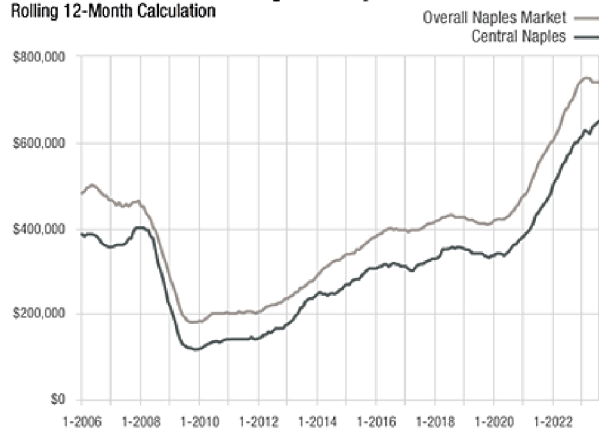
34104, 34105, 34116

Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
<b>Key Metrics</b>						
New Listings	69	66	- 4.3%	730	542	- 25.8%
Total Sales	51	49	- 3.9%	554	419	- 24.4%
Days on Market Until Sale	38	41	+ 7.9%	23	44	+ 91.3%
Median Closed Price*	\$635,000	\$650,000	+ 2.4%	\$600,000	\$650,000	+ 8.3%
Average Closed Price*	\$728,659	\$1,262,476	+ 73.3%	\$920,599	\$983,657	+ 6.8%
Percent of List Price Received*	95.0%	96.2%	+ 1.3%	98.8%	96.1%	- 2.7%
Inventory of Homes for Sale	180	148	- 17.8%	—	—	—
Months Supply of Inventory	2.5	3.0	+ 20.0%	—	—	—

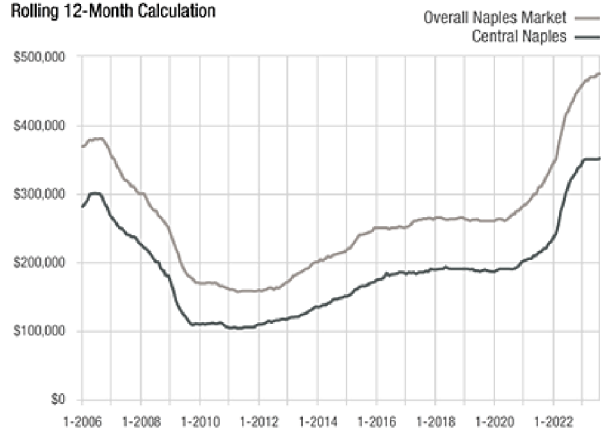
Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
<b>Key Metrics</b>						
New Listings	51	61	+ 19.6%	773	583	- 24.6%
Total Sales	56	52	- 7.1%	633	463	- 26.9%
Days on Market Until Sale	29	44	+ 51.7%	14	41	+ 192.9%
Median Closed Price*	\$357,500	\$379,500	+ 6.2%	\$340,000	\$357,500	+ 5.1%
Average Closed Price*	\$375,581	\$379,612	+ 1.1%	\$394,092	\$408,153	+ 3.6%
Percent of List Price Received*	96.7%	96.6%	- 0.1%	100.7%	96.7%	- 4.0%
Inventory of Homes for Sale	113	130	+ 15.0%	—	—	—
Months Supply of Inventory	1.4	2.3	+ 64.3%	—	—	—

\* 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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# LOCAL MARKET UPDATE - SOUTH NAPLES

34112, 34113

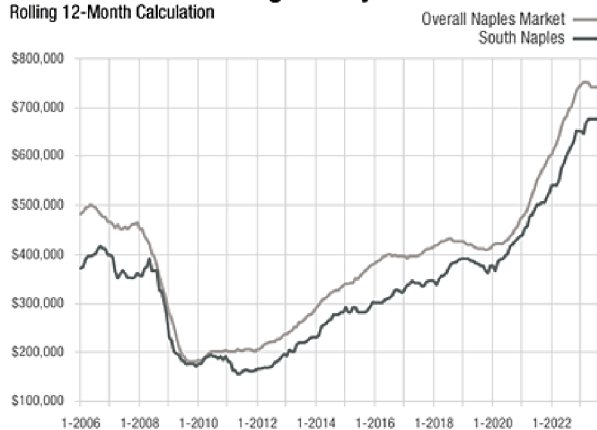
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
<b>Key Metrics</b>						
New Listings	53	55	+ 3.8%	598	571	- 4.5%
Total Sales	39	57	+ 46.2%	420	419	- 0.2%
Days on Market Until Sale	29	46	+ 58.6%	23	53	+ 130.4%
Median Closed Price*	\$608,000	<b>\$630,000</b>	+ 3.6%	\$636,250	<b>\$640,000</b>	+ 0.6%
Average Closed Price*	\$776,615	<b>\$948,635</b>	+ 22.1%	\$886,809	<b>\$944,969</b>	+ 6.6%
Percent of List Price Received*	95.8%	95.5%	- 0.3%	99.3%	95.5%	- 3.8%
Inventory of Homes for Sale	168	171	+ 1.8%	—	—	—
Months Supply of Inventory	3.3	3.6	+ 9.1%	—	—	—

Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
<b>Key Metrics</b>						
New Listings	88	94	+ 6.8%	1,016	918	- 9.6%
Total Sales	66	70	+ 6.1%	823	726	- 11.8%
Days on Market Until Sale	29	58	+ 100.0%	14	48	+ 242.9%
Median Closed Price*	\$387,000	<b>\$408,000</b>	+ 5.4%	\$385,000	<b>\$400,250</b>	+ 4.0%
Average Closed Price*	\$438,858	<b>\$450,791</b>	+ 2.7%	\$429,923	<b>\$456,506</b>	+ 6.2%
Percent of List Price Received*	97.4%	96.0%	- 1.4%	100.5%	96.9%	- 3.6%
Inventory of Homes for Sale	214	242	+ 13.1%	—	—	—
Months Supply of Inventory	2.1	2.9	+ 38.1%	—	—	—

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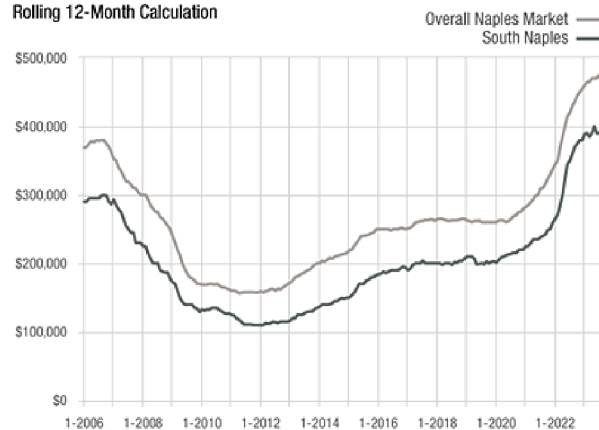
## Median Closed Price - Single Family

Rolling 12-Month Calculation



## Median Closed Price - Condo

Rolling 12-Month Calculation



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# LOCAL MARKET UPDATE - EAST NAPLES

34114, 34117, 34120, 34137

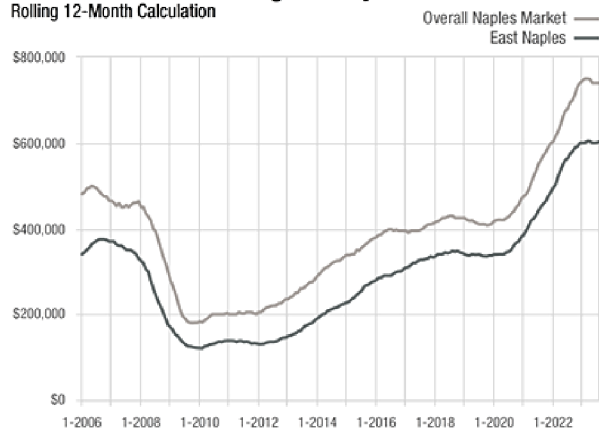
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
<b>Key Metrics</b>						
New Listings	202	181	- 10.4%	1,885	1,525	- 19.1%
Total Sales	110	115	+ 4.5%	1,287	1,145	- 11.0%
Days on Market Until Sale	38	62	+ 63.2%	28	63	+ 125.0%
Median Closed Price*	\$586,500	\$595,000	+ 1.4%	\$600,000	\$610,000	+ 1.7%
Average Closed Price*	\$662,366	\$726,028	+ 9.6%	\$750,856	\$745,962	- 0.7%
Percent of List Price Received*	96.6%	97.2%	+ 0.6%	98.7%	97.1%	- 1.6%
Inventory of Homes for Sale	570	474	- 16.8%	—	—	—
Months Supply of Inventory	3.5	3.6	+ 2.9%	—	—	—

Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
<b>Key Metrics</b>						
New Listings	58	55	- 5.2%	663	574	- 13.4%
Total Sales	45	52	+ 15.6%	509	449	- 11.8%
Days on Market Until Sale	30	50	+ 66.7%	17	50	+ 194.1%
Median Closed Price*	\$456,835	\$577,505	+ 26.4%	\$485,000	\$525,000	+ 8.2%
Average Closed Price*	\$456,750	\$571,191	+ 25.1%	\$512,020	\$540,600	+ 5.6%
Percent of List Price Received*	97.8%	96.6%	- 1.2%	100.2%	97.0%	- 3.2%
Inventory of Homes for Sale	145	153	+ 5.5%	—	—	—
Months Supply of Inventory	2.3	3.0	+ 30.4%	—	—	—

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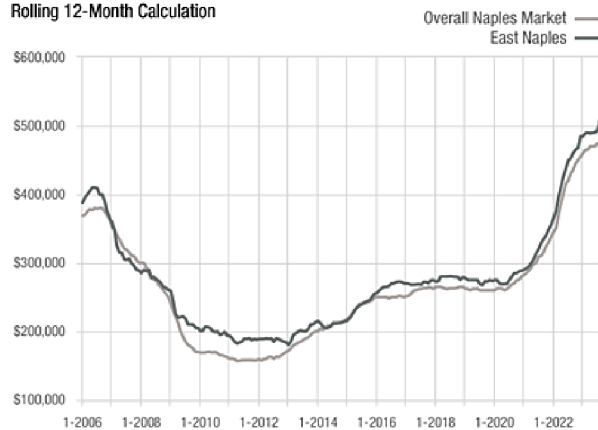
## Median Closed Price - Single Family

Rolling 12-Month Calculation



## Median Closed Price - Condo

Rolling 12-Month Calculation



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