

A photograph of a house at dusk. The sky is a mix of deep blue and purple. Several palm trees are silhouetted against the sky. In the foreground, a paved driveway made of dark, rectangular stones leads towards the house. The house has a white exterior and a small American flag is visible on the right side. The overall scene is well-lit, suggesting the 'blue hour' of twilight.

Market Report

JANUARY 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



Zillow



realtor.com®



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

Evidence of growing confidence in the Naples real estate market revealed itself in January as a wave of new sellers entered the market during the month. New listings in January rose 74.5 percent compared to December 2022, and 3.2 percent to 1,338 new listings from 1,297 new listings a year ago according to the January 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island). But the rise in home options during January did not stymie home values as median closed prices rose 11.1 percent to \$600,000 from \$540,000 in January 2022. Closed sales in January decreased 33.8 percent to 555 homes from 839 homes in January 2022. But the spike in new listings is a promising turn of events as they pushed inventory in January up 122.7 percent to 2,699 properties from 1,212 properties in January 2022. Broker analysts reviewing the report are optimistic and say it potentially could result in a better-than-expected winter home buying season. Pending sales in January were remarkably higher than pending sales not only in December (682), but also compared to January 2019 (660) and January 2020 (892). Though compared to last January's phenomenal sales activity, pending sales this January decreased 20.5 percent to 1,092 pending sales from 1,373 pending sales in January 2022. Showings decreased 20 percent compared to January 2022, but nearly doubled compared to December's reported showings. Of course, another factor contributing to increased contracts (pending sales) during January were the 1,092 price decreases reported for the month, which brought the overall percent of current list price value down to 95.8 percent, a 4.2 percent decrease from 100 percent in January 2022.

QUICK FACTS

OVERALL MARKET FACTS

INVENTORY



2,699

↑ 123%

PENDINGS



1,092

↓ 20.5%

NEW LISTINGS



1,338

↑ 3%

MEDIAN CLOSED PRICE



\$600,000

↑ 11%

CLOSED SALES



555

↓ 34%

DAYS ON MARKET



54

↑ 125%

OVERALL MARKET OVERVIEW

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

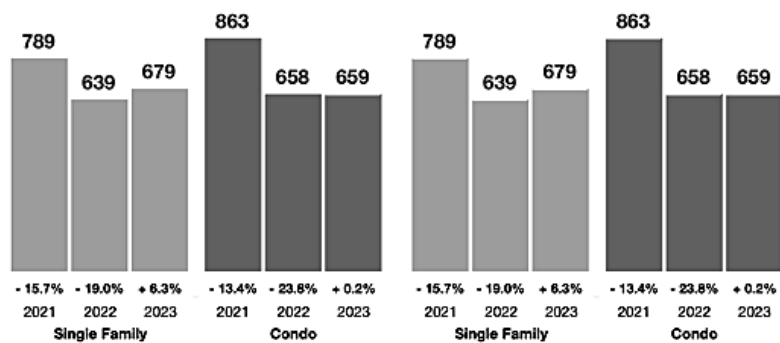
| Key Metrics | Historical Sparkbars | 1-2022 | 1-2023 | % Change | YTD 2022 | YTD 2023 | % Change |
|---------------------------------------|----------------------|-----------|-------------|----------|-----------|-------------|----------|
| New Listings | | 1,297 | 1,338 | + 3.2% | 1,297 | 1,338 | + 3.2% |
| Total Sales | | 839 | 555 | - 33.8% | 839 | 555 | - 33.8% |
| Days on Market Until Sale | | 24 | 54 | + 125.0% | 24 | 54 | + 125.0% |
| Median Closed Price | | \$540,000 | \$600,000 | + 11.1% | \$540,000 | \$600,000 | + 11.1% |
| Average Closed Price | | \$956,010 | \$1,210,175 | + 26.6% | \$956,010 | \$1,210,175 | + 26.6% |
| Percent of List Price Received | | 100.0% | 95.8% | - 4.2% | 100.0% | 95.8% | - 4.2% |
| Pending Listings | | 1,373 | 1,092 | - 20.5% | 1,373 | 1,092 | - 20.5% |
| Inventory of Homes for Sale | | 1,212 | 2,699 | + 122.7% | — | — | — |
| Months Supply of Inventory | | 1.0 | 3.3 | + 230.0% | — | — | — |

OVERALL NEW LISTINGS

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

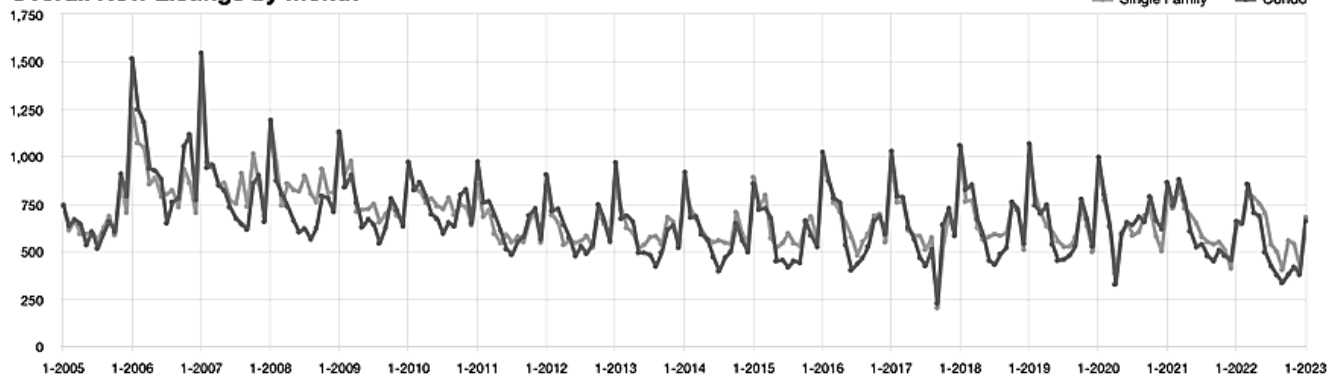
January

Year to Date



| New Listings | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|--------------|---------------|-----------------------|-------|-----------------------|
| Feb-2022 | 643 | - 11.6% | 649 | - 12.4% |
| Mar-2022 | 813 | - 2.4% | 854 | - 2.8% |
| Apr-2022 | 782 | + 7.7% | 702 | - 8.7% |
| May-2022 | 751 | + 8.4% | 686 | + 13.2% |
| Jun-2022 | 700 | + 8.0% | 495 | - 5.2% |
| Jul-2022 | 535 | - 7.1% | 422 | - 21.4% |
| Aug-2022 | 499 | - 8.9% | 375 | - 21.1% |
| Sep-2022 | 402 | - 25.1% | 333 | - 25.7% |
| Oct-2022 | 556 | + 1.5% | 378 | - 25.3% |
| Nov-2022 | 539 | + 6.5% | 417 | - 12.4% |
| Dec-2022 | 414 | + 1.0% | 377 | - 17.1% |
| Jan-2023 | 679 | + 6.3% | 659 | + 0.2% |
| 12-Month Avg | 609 | - 1.1% | 529 | - 10.2% |

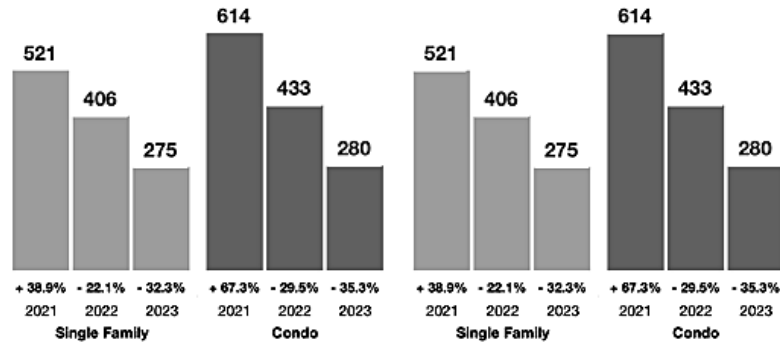
Overall New Listings by Month



OVERALL CLOSED SALES

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

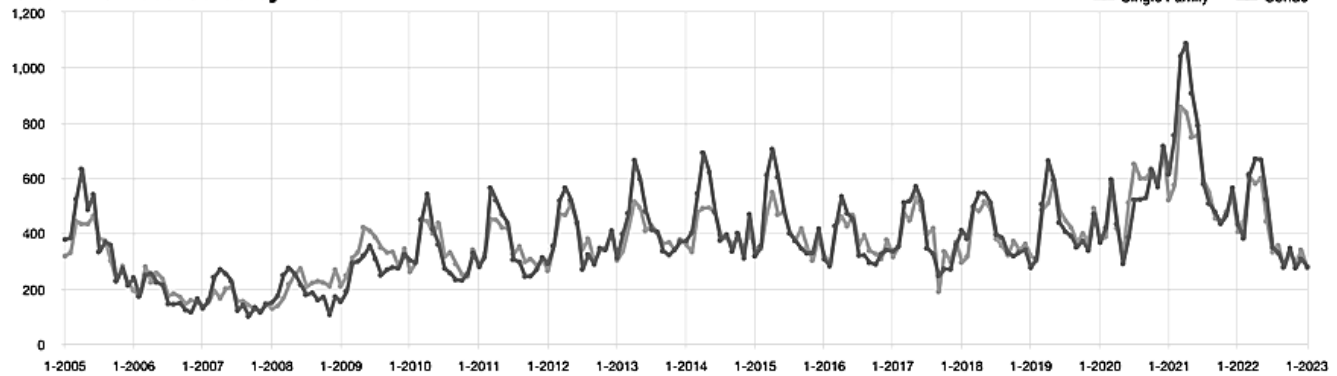
January



Year to Date

| Total Sales | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|--------------|---------------|-----------------------|-------|-----------------------|
| Feb-2022 | 442 | - 23.1% | 382 | - 49.4% |
| Mar-2022 | 604 | - 29.6% | 613 | - 41.1% |
| Apr-2022 | 580 | - 30.8% | 670 | - 38.4% |
| May-2022 | 600 | - 19.8% | 667 | - 26.5% |
| Jun-2022 | 444 | - 41.2% | 524 | - 33.7% |
| Jul-2022 | 332 | - 43.8% | 349 | - 39.7% |
| Aug-2022 | 357 | - 35.0% | 330 | - 35.0% |
| Sep-2022 | 276 | - 39.2% | 279 | - 41.5% |
| Oct-2022 | 334 | - 24.4% | 347 | - 20.2% |
| Nov-2022 | 293 | - 38.6% | 275 | - 40.9% |
| Dec-2022 | 340 | - 36.8% | 308 | - 45.5% |
| Jan-2023 | 275 | - 32.3% | 280 | - 35.3% |
| 12-Month Avg | 406 | - 32.7% | 419 | - 37.5% |

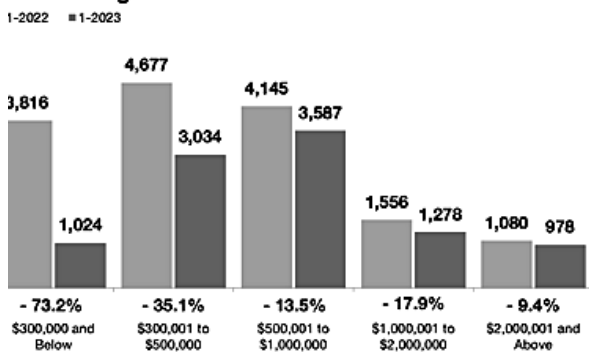
Overall Closed Sales by Month



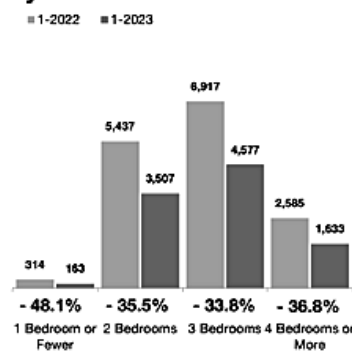
OVERALL CLOSED SALES BY PRICE RANGE

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

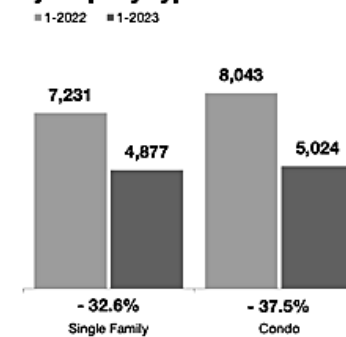
Price Range



By Bedroom Count



By Property Type

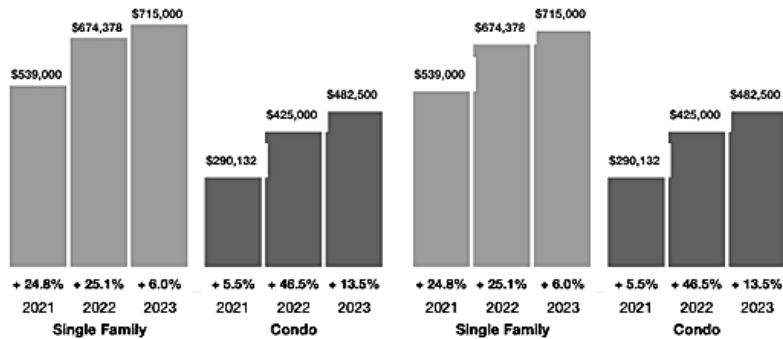


OVERALL MEDIAN CLOSED PRICE

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

January

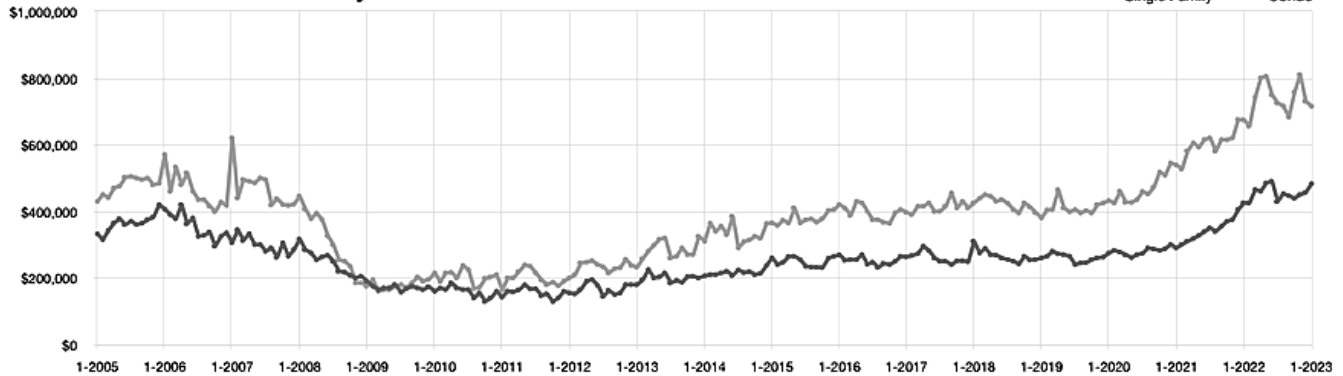
Year to Date



| Median Closed Price | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|---------------------|------------------|-----------------------|------------------|-----------------------|
| Feb-2022 | \$655,500 | + 24.4% | \$425,000 | + 41.7% |
| Mar-2022 | \$742,450 | + 27.8% | \$465,000 | + 50.0% |
| Apr-2022 | \$800,000 | + 32.2% | \$460,000 | + 44.7% |
| 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% | \$429,000 | + 22.6% |
| Aug-2022 | \$715,835 | + 23.3% | \$452,750 | + 33.4% |
| Sep-2022 | \$682,500 | + 11.0% | \$446,520 | + 25.8% |
| Oct-2022 | \$756,953 | + 23.2% | \$439,000 | + 18.6% |
| Nov-2022 | \$810,000 | + 30.6% | \$450,000 | + 20.0% |
| Dec-2022 | \$730,000 | + 8.1% | \$455,993 | + 12.6% |
| Jan-2023 | \$715,000 | + 6.0% | \$482,500 | + 13.5% |
| 12-Month Avg* | \$745,000 | + 23.3% | \$460,000 | + 33.3% |

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

Overall Median Closed Price by Month

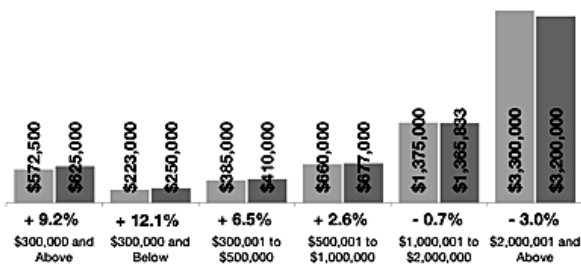


OVERALL MEDIAN CLOSED PRICE BY PRICE RANGE

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

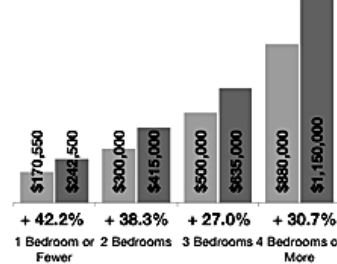
By Price Range

■ 1-2022 ■ 1-2023



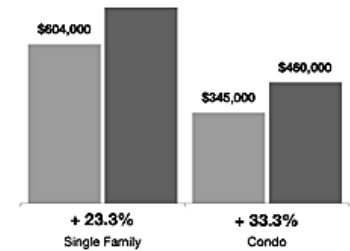
By Bedroom Count

■ 1-2022 ■ 1-2023



By Property Type

■ 1-2022 ■ 1-2023

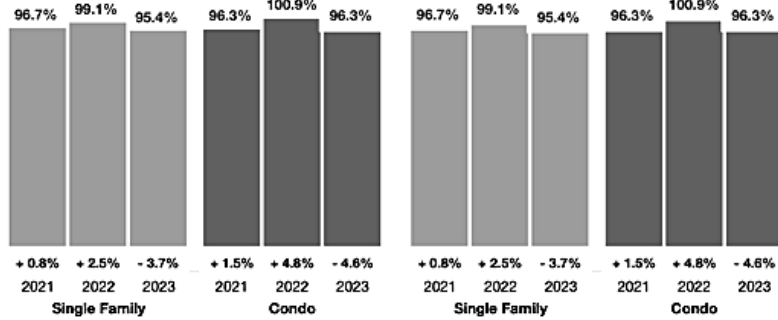


OVERALL PERCENT OF CURRENT LIST PRICE RECEIVED

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.

January

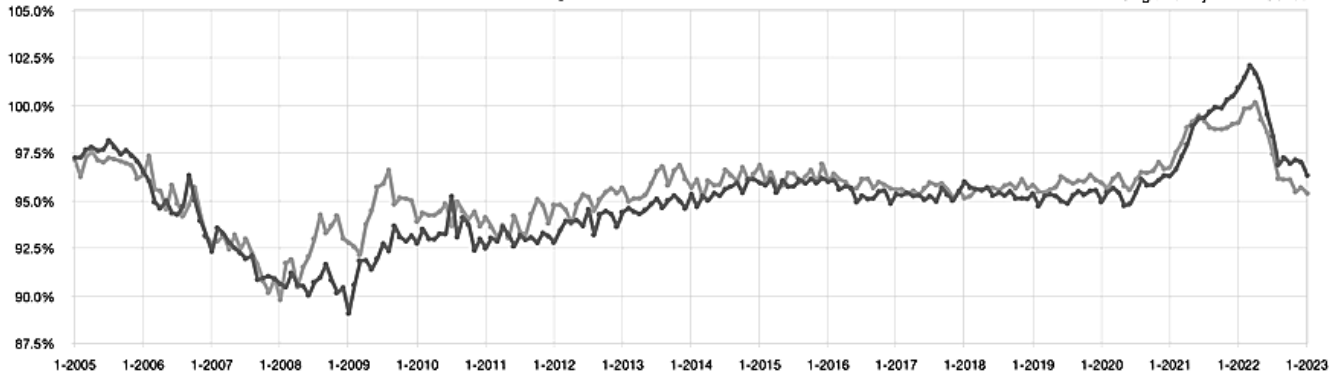
Year to Date



| Pct of List Price Received | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|----------------------------|---------------|-----------------------|--------|-----------------------|
| Feb-2022 | 99.8% | + 2.4% | 101.5% | + 5.1% |
| Mar-2022 | 99.9% | + 1.9% | 102.1% | + 4.9% |
| Apr-2022 | 100.1% | + 1.3% | 101.7% | + 3.9% |
| 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 | 95.4% | - 3.4% | 97.1% | - 3.2% |
| Dec-2022 | 95.7% | - 3.3% | 97.0% | - 3.5% |
| Jan-2023 | 95.4% | - 3.7% | 96.3% | - 4.6% |
| 12-Month Avg* | 98.0% | - 0.8% | 99.4% | + 0.6% |

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

Overall Percent of Current List Price Received by Month

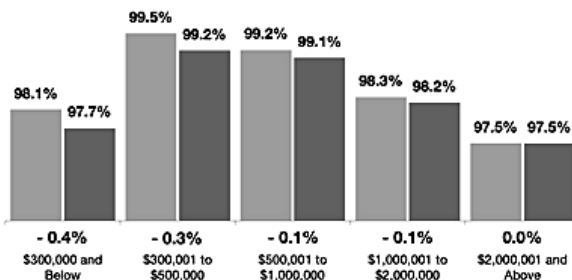


OVERALL PERCENT OF CURRENT LIST PRICE RECEIVED BY PRICE RANGE

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.

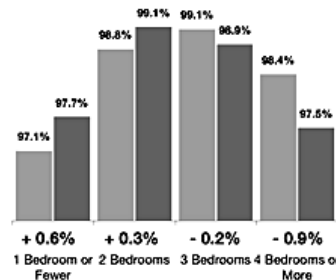
By Price Range

■ 1-2022 ■ 1-2023



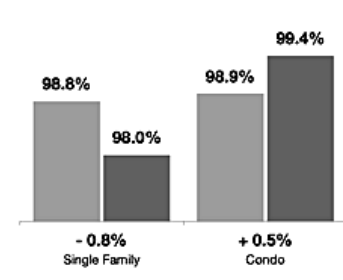
By Bedroom Count

■ 1-2022 ■ 1-2023



By Property Type

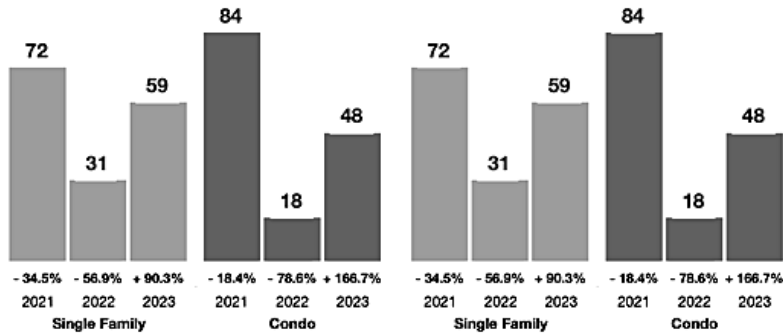
■ 1-2022 ■ 1-2023



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.

January

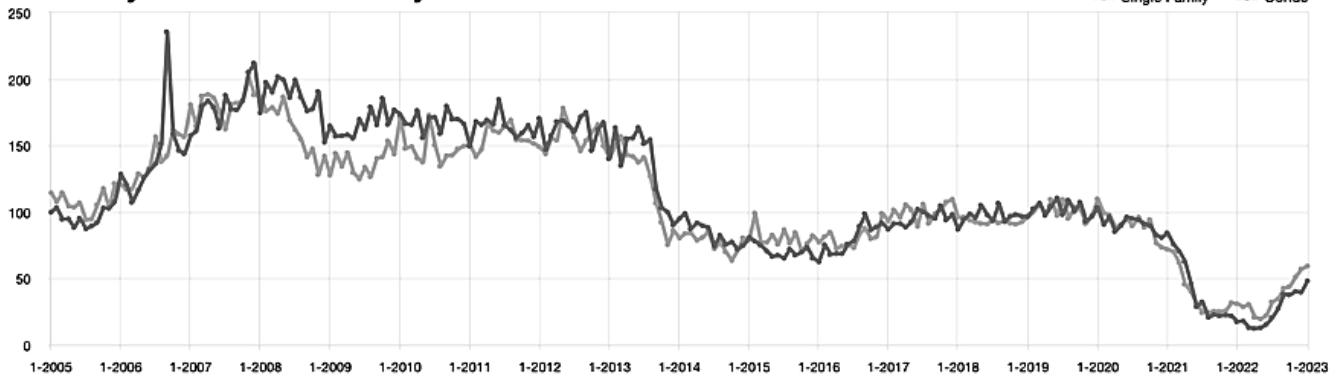


Year to Date

| Days on Market | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-----------|-----------------------|
| Feb-2022 | 29 | -58.6% | 18 | -76.3% |
| Mar-2022 | 31 | -50.0% | 13 | -81.4% |
| Apr-2022 | 21 | -54.3% | 12 | -81.0% |
| May-2022 | 20 | -50.0% | 13 | -71.7% |
| Jun-2022 | 22 | -29.0% | 15 | -48.3% |
| Jul-2022 | 32 | +33.3% | 21 | -34.4% |
| 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% | 40 | +81.8% |
| Jan-2023 | 59 | +90.3% | 48 | +166.7% |
| 12-Month Avg* | 34 | -11.7% | 23 | -45.7% |

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

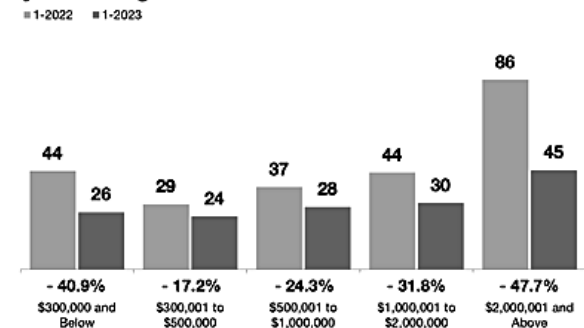
Overall Days on Market Until Sale by Month



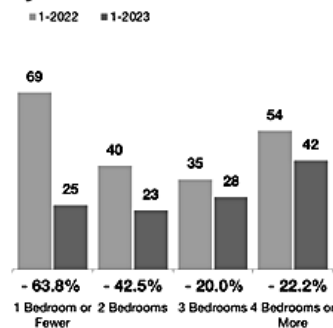
OVERALL DAYS ON MARKET UNTIL SALE BY PRICE RANGE

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

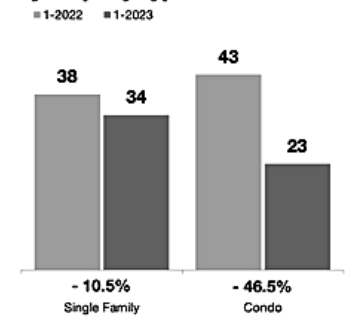
By Price Range



By Bedroom Count



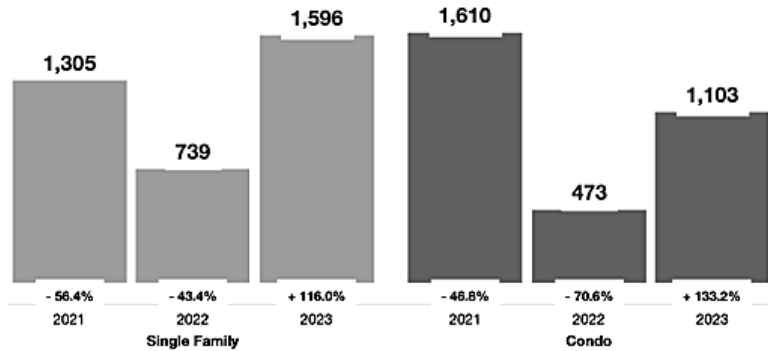
By Property Type



OVERALL INVENTORY OF HOMES FOR SALE

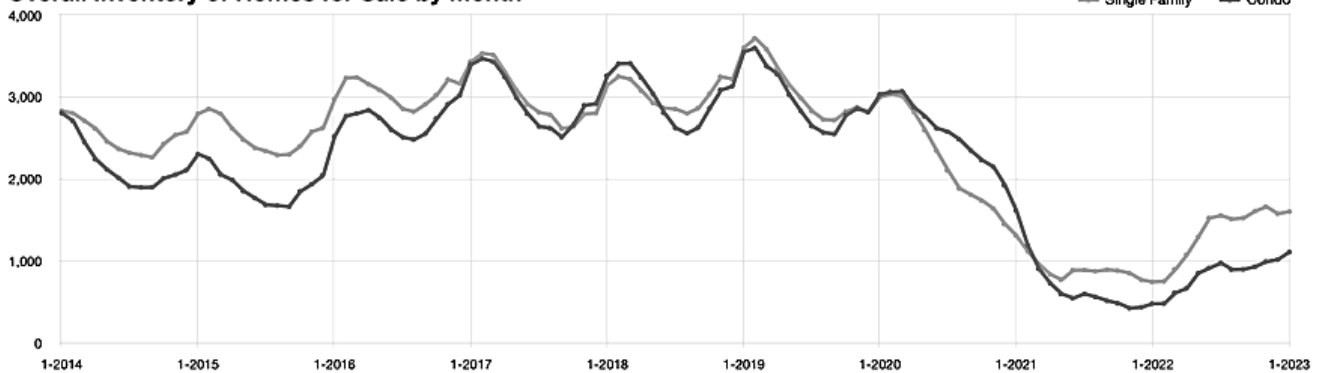
The number of properties available for sale in active status at the end of a given month.

January



| Homes for Sale | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|--------------|-----------------------|
| Feb-2022 | 746 | -33.0% | 474 | -60.0% |
| Mar-2022 | 892 | -6.5% | 606 | -32.5% |
| Apr-2022 | 1,069 | +29.0% | 660 | -8.3% |
| May-2022 | 1,286 | +67.9% | 845 | +42.7% |
| Jun-2022 | 1,518 | +72.3% | 908 | +67.8% |
| Jul-2022 | 1,549 | +75.4% | 969 | +63.4% |
| Aug-2022 | 1,505 | +73.0% | 889 | +59.9% |
| Sep-2022 | 1,518 | +71.1% | 892 | +75.2% |
| Oct-2022 | 1,602 | +82.9% | 925 | +93.9% |
| Nov-2022 | 1,656 | +96.2% | 986 | +135.9% |
| Dec-2022 | 1,571 | +105.6% | 1,011 | +135.1% |
| Jan-2023 | 1,596 | +116.0% | 1,103 | +133.2% |
| 12-Month Avg | 1,376 | +58.7% | 856 | +39.0% |

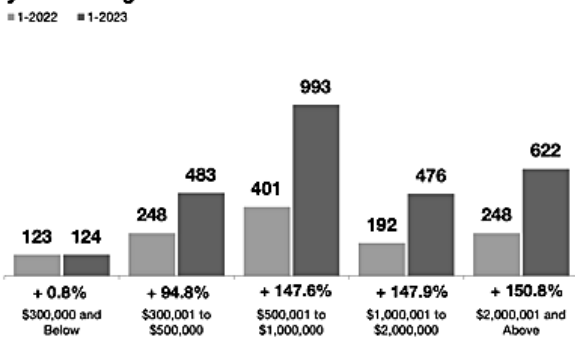
Overall Inventory of Homes for Sale by Month



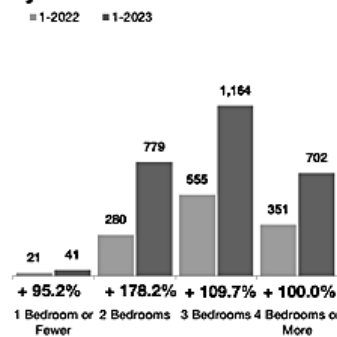
OVERALL INVENTORY OF HOMES FOR SALE BY PRICE RANGE

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

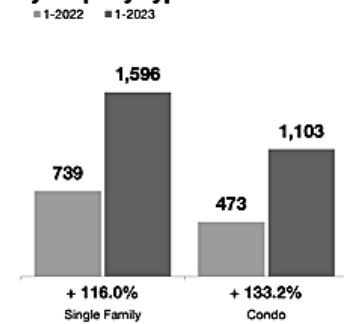
By Price Range



By Bedroom Count



By Property Type



LOCAL MARKET UPDATE - NAPLES BEACH

34102, 34103, 34108

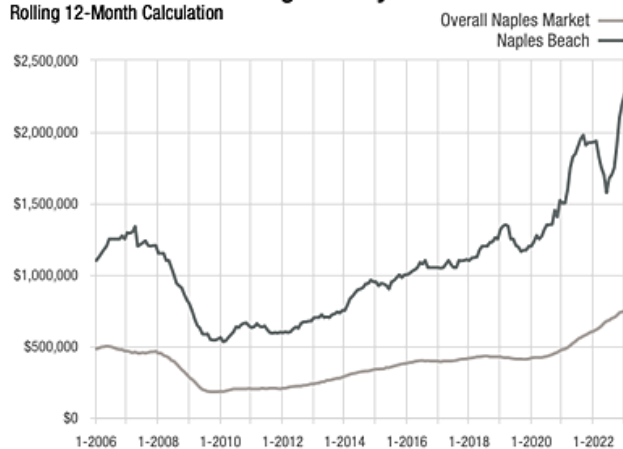
| Single Family | January | | | Year to Date | | |
|---------------------------------|-------------|-------------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 1-2022 | Thru 1-2023 | % Change |
| Key Metrics | | | | | | |
| New Listings | 90 | 136 | + 51.1% | 90 | 136 | + 51.1% |
| Total Sales | 48 | 41 | - 14.6% | 48 | 41 | - 14.6% |
| Days on Market Until Sale | 68 | 83 | + 22.1% | 68 | 83 | + 22.1% |
| Median Closed Price* | \$987,500 | \$4,000,000 | + 305.1% | \$987,500 | \$4,000,000 | + 305.1% |
| Average Closed Price* | \$4,400,170 | \$5,283,793 | + 20.1% | \$4,400,170 | \$5,283,793 | + 20.1% |
| Percent of List Price Received* | 99.3% | 94.4% | - 4.9% | 99.3% | 94.4% | - 4.9% |
| Inventory of Homes for Sale | 147 | 422 | + 187.1% | — | — | — |
| Months Supply of Inventory | 1.7 | 8.2 | + 382.4% | — | — | — |

| Condo | January | | | Year to Date | | |
|---------------------------------|-------------|-------------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 1-2022 | Thru 1-2023 | % Change |
| Key Metrics | | | | | | |
| New Listings | 168 | 172 | + 2.4% | 168 | 172 | + 2.4% |
| Total Sales | 110 | 44 | - 60.0% | 110 | 44 | - 60.0% |
| Days on Market Until Sale | 23 | 44 | + 91.3% | 23 | 44 | + 91.3% |
| Median Closed Price* | \$1,100,500 | \$1,087,500 | - 1.2% | \$1,100,500 | \$1,087,500 | - 1.2% |
| Average Closed Price* | \$1,514,949 | \$1,350,030 | - 10.9% | \$1,514,949 | \$1,350,030 | - 10.9% |
| Percent of List Price Received* | 100.5% | 94.7% | - 5.8% | 100.5% | 94.7% | - 5.8% |
| Inventory of Homes for Sale | 165 | 307 | + 86.1% | — | — | — |
| Months Supply of Inventory | 1.0 | 3.7 | + 270.0% | — | — | — |

* 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.

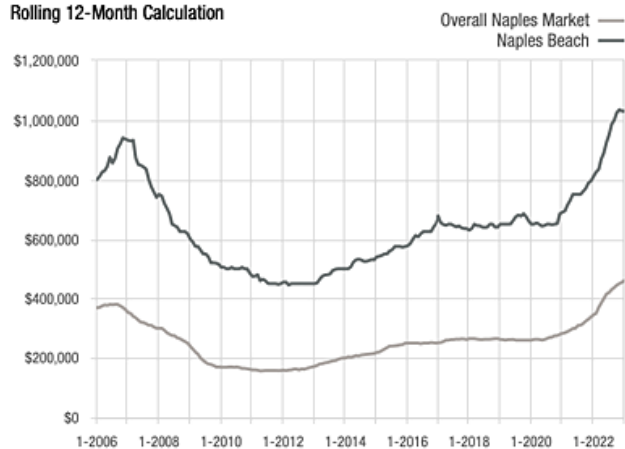
Median Closed Price - Single Family

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

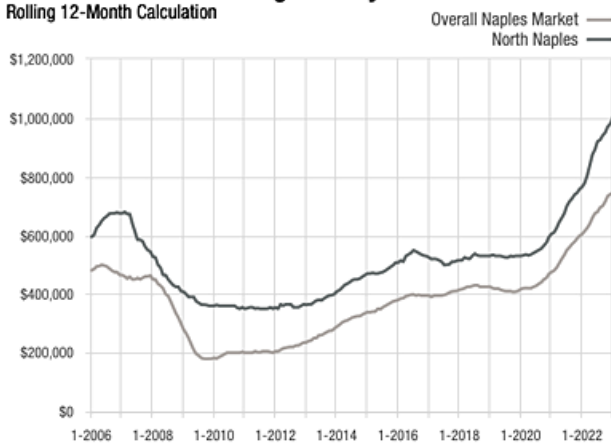
34109, 34110, 34119

| Single Family | January | | | Year to Date | | |
|---------------------------------|-------------|-------------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 1-2022 | Thru 1-2023 | % Change |
| Key Metrics | | | | | | |
| New Listings | 136 | 132 | - 2.9% | 136 | 132 | - 2.9% |
| Total Sales | 91 | 48 | - 47.3% | 91 | 48 | - 47.3% |
| Days on Market Until Sale | 20 | 55 | + 175.0% | 20 | 55 | + 175.0% |
| Median Closed Price* | \$820,000 | \$1,183,750 | + 44.4% | \$820,000 | \$1,183,750 | + 44.4% |
| Average Closed Price* | \$1,119,541 | \$1,675,136 | + 49.6% | \$1,119,541 | \$1,675,136 | + 49.6% |
| Percent of List Price Received* | 99.9% | 94.7% | - 5.2% | 99.9% | 94.7% | - 5.2% |
| Inventory of Homes for Sale | 128 | 269 | + 110.2% | — | — | — |
| Months Supply of Inventory | 0.9 | 3.0 | + 233.3% | — | — | — |

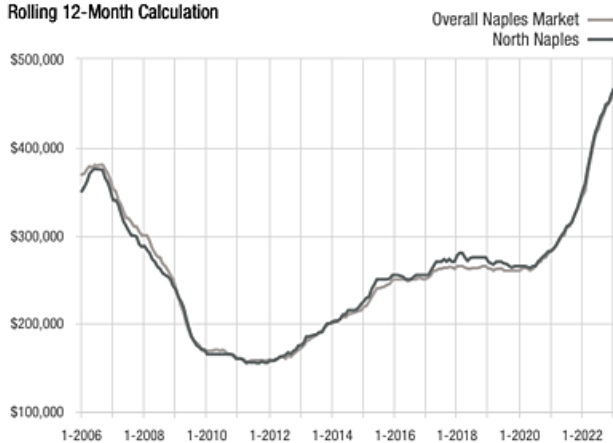
| Condo | January | | | Year to Date | | |
|---------------------------------|-----------|-------------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 1-2022 | Thru 1-2023 | % Change |
| Key Metrics | | | | | | |
| New Listings | 178 | 173 | - 2.8% | 178 | 173 | - 2.8% |
| Total Sales | 103 | 85 | - 17.5% | 103 | 85 | - 17.5% |
| Days on Market Until Sale | 13 | 49 | + 276.9% | 13 | 49 | + 276.9% |
| Median Closed Price* | \$425,000 | \$555,000 | + 30.6% | \$425,000 | \$555,000 | + 30.6% |
| Average Closed Price* | \$476,927 | \$1,222,106 | + 156.2% | \$476,927 | \$1,222,106 | + 156.2% |
| Percent of List Price Received* | 102.1% | 97.2% | - 4.8% | 102.1% | 97.2% | - 4.8% |
| Inventory of Homes for Sale | 97 | 249 | + 156.7% | — | — | — |
| Months Supply of Inventory | 0.6 | 2.1 | + 250.0% | — | — | — |

* 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 - CENTRAL NAPLES

34104, 34105, 34116

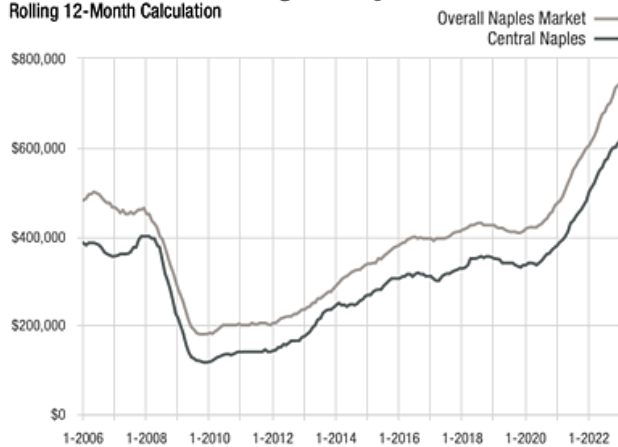
| Single Family | January | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2022 | 2023 | % Change | Thru 1-2022 | Thru 1-2023 | % Change |
| Key Metrics | | | | | | |
| New Listings | 93 | 71 | - 23.7% | 93 | 71 | - 23.7% |
| Total Sales | 66 | 45 | - 31.8% | 66 | 45 | - 31.8% |
| Days on Market Until Sale | 18 | 55 | + 205.6% | 18 | 55 | + 205.6% |
| Median Closed Price* | \$529,500 | \$614,000 | + 16.0% | \$529,500 | \$614,000 | + 16.0% |
| Average Closed Price* | \$819,058 | \$785,173 | - 4.1% | \$819,058 | \$785,173 | - 4.1% |
| Percent of List Price Received* | 99.2% | 95.1% | - 4.1% | 99.2% | 95.1% | - 4.1% |
| Inventory of Homes for Sale | 93 | 132 | + 41.9% | — | — | — |
| Months Supply of Inventory | 1.1 | 2.2 | + 100.0% | — | — | — |

| Condo | January | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2022 | 2023 | % Change | Thru 1-2022 | Thru 1-2023 | % Change |
| Key Metrics | | | | | | |
| New Listings | 108 | 93 | - 13.9% | 108 | 93 | - 13.9% |
| Total Sales | 67 | 49 | - 26.9% | 67 | 49 | - 26.9% |
| Days on Market Until Sale | 13 | 37 | + 184.6% | 13 | 37 | + 184.6% |
| Median Closed Price* | \$295,000 | \$349,900 | + 18.6% | \$295,000 | \$349,900 | + 18.6% |
| Average Closed Price* | \$342,054 | \$400,935 | + 17.2% | \$342,054 | \$400,935 | + 17.2% |
| Percent of List Price Received* | 100.1% | 96.2% | - 3.9% | 100.1% | 96.2% | - 3.9% |
| Inventory of Homes for Sale | 70 | 139 | + 98.6% | — | — | — |
| Months Supply of Inventory | 0.6 | 2.0 | + 233.3% | — | — | — |

* 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.

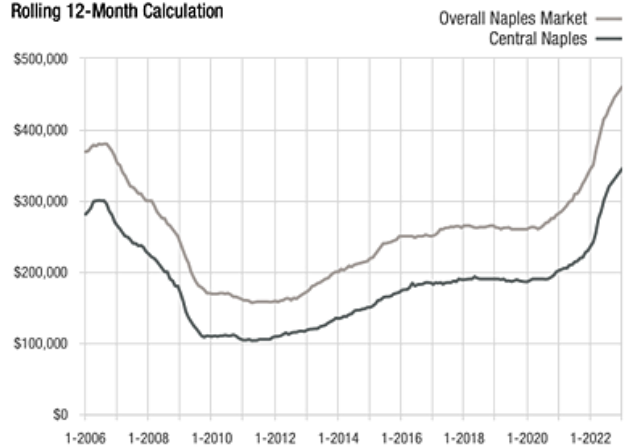
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



LOCAL MARKET UPDATE - SOUTH NAPLES

34112, 34113

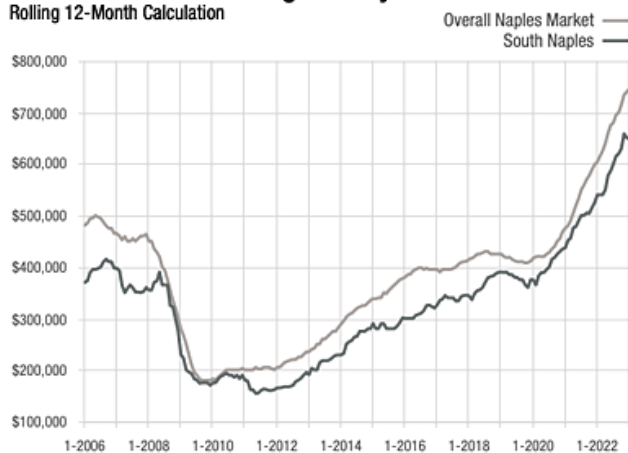
| Single Family | January | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 1-2022 | Thru 1-2023 | % Change |
| Key Metrics | | | | | | |
| New Listings | 67 | 76 | + 13.4% | 67 | 76 | + 13.4% |
| Total Sales | 44 | 26 | - 40.9% | 44 | 26 | - 40.9% |
| Days on Market Until Sale | 35 | 71 | + 102.9% | 35 | 71 | + 102.9% |
| Median Closed Price* | \$670,488 | \$600,000 | - 10.5% | \$670,488 | \$600,000 | - 10.5% |
| Average Closed Price* | \$843,225 | \$958,538 | + 13.7% | \$843,225 | \$958,538 | + 13.7% |
| Percent of List Price Received* | 99.5% | 92.8% | - 6.7% | 99.5% | 92.8% | - 6.7% |
| Inventory of Homes for Sale | 69 | 180 | + 160.9% | — | — | — |
| Months Supply of Inventory | 0.9 | 3.9 | + 333.3% | — | — | — |

| Condo | January | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 1-2022 | Thru 1-2023 | % Change |
| Key Metrics | | | | | | |
| New Listings | 118 | 117 | - 0.8% | 118 | 117 | - 0.8% |
| Total Sales | 95 | 67 | - 29.5% | 95 | 67 | - 29.5% |
| Days on Market Until Sale | 11 | 61 | + 454.5% | 11 | 61 | + 454.5% |
| Median Closed Price* | \$350,000 | \$442,500 | + 26.4% | \$350,000 | \$442,500 | + 26.4% |
| Average Closed Price* | \$381,246 | \$500,012 | + 31.2% | \$381,246 | \$500,012 | + 31.2% |
| Percent of List Price Received* | 101.2% | 95.9% | - 5.2% | 101.2% | 95.9% | - 5.2% |
| Inventory of Homes for Sale | 86 | 237 | + 175.6% | — | — | — |
| Months Supply of Inventory | 0.6 | 2.7 | + 350.0% | — | — | — |

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.

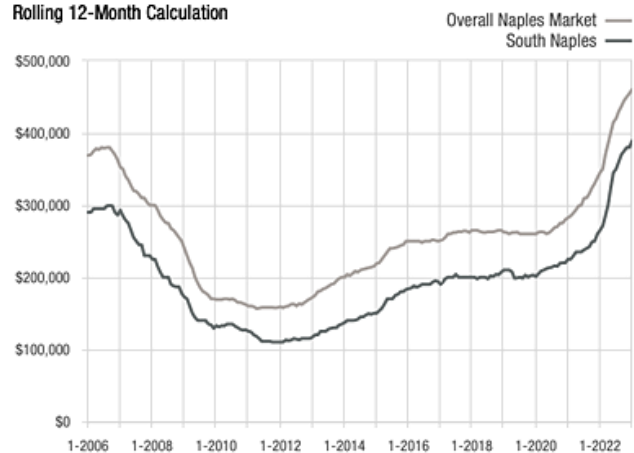
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



LOCAL MARKET UPDATE - EAST NAPLES

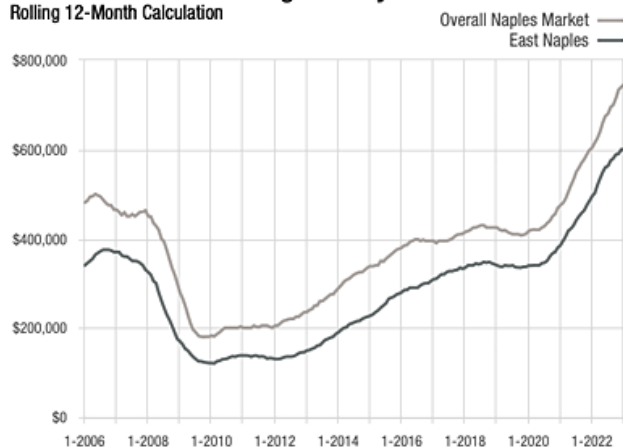
34114, 34117, 34120, 34137

| Single Family | January | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 1-2022 | Thru 1-2023 | % Change |
| Key Metrics | | | | | | |
| New Listings | 232 | 236 | + 1.7% | 232 | 236 | + 1.7% |
| Total Sales | 133 | 98 | - 26.3% | 133 | 98 | - 26.3% |
| Days on Market Until Sale | 32 | 52 | + 62.5% | 32 | 52 | + 62.5% |
| Median Closed Price* | \$620,000 | \$630,000 | + 1.6% | \$620,000 | \$630,000 | + 1.6% |
| Average Closed Price* | \$692,368 | \$734,567 | + 6.1% | \$692,368 | \$734,567 | + 6.1% |
| Percent of List Price Received* | 98.1% | 96.8% | - 1.3% | 98.1% | 96.8% | - 1.3% |
| Inventory of Homes for Sale | 274 | 518 | + 89.1% | — | — | — |
| Months Supply of Inventory | 1.5 | 3.7 | + 146.7% | — | — | — |

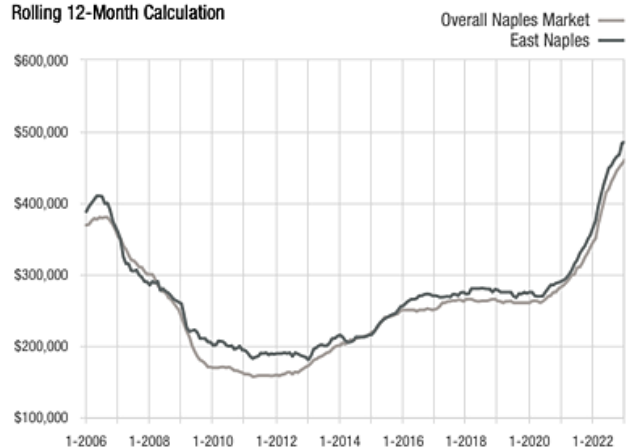
| Condo | January | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 1-2022 | Thru 1-2023 | % Change |
| Key Metrics | | | | | | |
| New Listings | 81 | 96 | + 18.5% | 81 | 96 | + 18.5% |
| Total Sales | 56 | 34 | - 39.3% | 56 | 34 | - 39.3% |
| Days on Market Until Sale | 26 | 38 | + 46.2% | 26 | 38 | + 46.2% |
| Median Closed Price* | \$422,500 | \$440,450 | + 4.2% | \$422,500 | \$440,450 | + 4.2% |
| Average Closed Price* | \$468,934 | \$515,181 | + 9.9% | \$468,934 | \$515,181 | + 9.9% |
| Percent of List Price Received* | 99.7% | 96.9% | - 2.8% | 99.7% | 96.9% | - 2.8% |
| Inventory of Homes for Sale | 47 | 154 | + 227.7% | — | — | — |
| Months Supply of Inventory | 0.6 | 2.8 | + 366.7% | — | — | — |

* 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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