

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

J U L Y 2 0 2 3 R E P O R T



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



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

Naples, Fla. (August 25, 2023) – While much of America grapples with unfamiliarly high interest rates that have stalemated the resale home market, broker analysts reviewing the July 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), point to data that shows home sales activity in Naples has remained steady for the past year despite several interest rate increases. Yet, even as cash sales for homes in Naples decreased from 66.7 percent in January to 53.5 percent in July, the overall median closed price of homes in the first seven months of 2023 has continued to increase compared to most months in the first seven months of 2022. “Activity for our area has flatlined compared to last year, but it is still trending higher than before the pandemic,” said Molly Lane, Senior Vice President at William Raveis Real Estate. “While there might be fewer homes to show buyers right now, a significant number of sales are still occurring, and there’s nothing to indicate that home prices will drop suddenly.” The July Market Report’s total sales data showed 81 fewer homes sold in July compared to July 2022, an 11.9 percent decrease to 600 closed sales from 681 closed sales. On the other side of the spectrum, pending listings (homes under contract) in July increased 6.3 percent to 798 pending listings from 751 pending listings in July 2022, which illustrates our market’s steadiness. Also, the percent of list price received this July is steady at 96.1 percent compared to 97.9 percent in July 2022. In July, days on market increased 115.4 percent to 56 days from 26 days in July 2022, the lowest reported in the history of NABOR®’s Market Reports. Incidentally, before the pandemic, days on market averaged over 100 days (104 days in July 2019). “Fortunately, new listings continue to be steady each month,” said Mike Hughes, Vice President and General Manager for Downing-Frye Realty, Inc. “But they aren’t replenishing inventory at the rate we need, and so inventory has been dropping for each of the last four months.” New listings in July decreased 15.4 percent to 810 new listings from 957 new listings in July 2022. Before the pandemic, new listings supplemented an already very healthy inventory level. Data showed there were 5,200 properties for sale in Naples in July 2019 compared to 2,583 properties listed for sale in July 2023. But while new listings, closed sales, and pending sales activity have almost returned to 2019 levels, overall inventory has not. As inventory faded away during the homebuying frenzy of the pandemic years, median closed prices rose by over 50 percent. In July 2019, the median closed price in Naples was \$325,000. But in July 2023, the median closed price increased 9.2 percent to \$595,000 from \$545,000 in July 2022.

# QUICK FACTS

## OVERALL MARKET FACTS

### INVENTORY



**2,583**

↑ 1%

### PENDINGS



**798**

↑ 6%

### NEW LISTINGS



**810**

↓ 15%

### MEDIAN CLOSED PRICE



**\$595,000**

↑ 9%

### CLOSED SALES



**600**

↓ 12%

### DAYS ON MARKET



**56**

↑ 115%



# OVERALL MARKET OVERVIEW

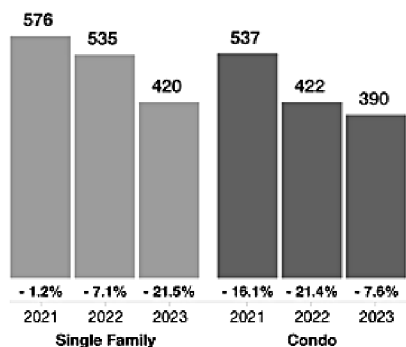
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2022	7-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		957	810	- 15.4%	9,339	7,930	- 15.1%
Total Sales		681	600	- 11.9%	7,051	5,746	- 18.5%
Days on Market Until Sale		26	56	+ 115.4%	20	52	+ 160.0%
Median Closed Price		\$545,000	\$595,000	+ 9.2%	\$575,000	\$602,620	+ 4.8%
Average Closed Price		\$917,839	\$1,009,915	+ 10.0%	\$1,025,217	\$1,057,521	+ 3.2%
Percent of List Price Received		97.9%	96.1%	- 1.8%	100.1%	96.3%	- 3.8%
Pending Listings		751	798	+ 6.3%	8,470	7,457	- 12.0%
Inventory of Homes for Sale		2,559	2,583	+ 0.9%	—	—	—
Months Supply of Inventory		2.6	3.5	+ 34.6%	—	—	—

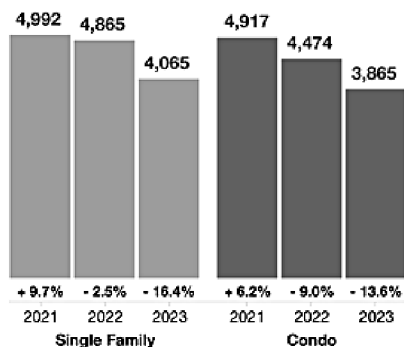
## OVERALL NEW LISTINGS

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

### July

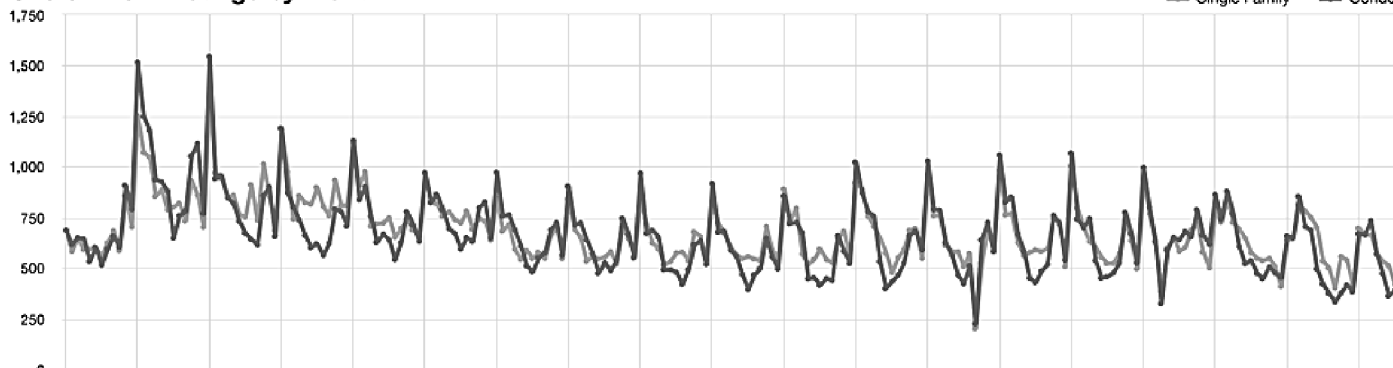


### Year to Date



New Listings	Single Family	% Change	Condo	% Change
Aug-2022	502	- 8.4%	376	- 20.8%
Sep-2022	402	- 25.1%	333	- 25.7%
Oct-2022	557	+ 1.6%	377	- 25.5%
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	664	- 18.3%	734	- 14.1%
Apr-2023	570	- 27.2%	570	- 19.1%
May-2023	533	- 28.9%	473	- 31.3%
Jun-2023	513	- 26.8%	363	- 26.8%
Jul-2023	420	- 21.5%	390	- 7.6%
12-Month Avg	540	- 12.6%	479	- 16.0%

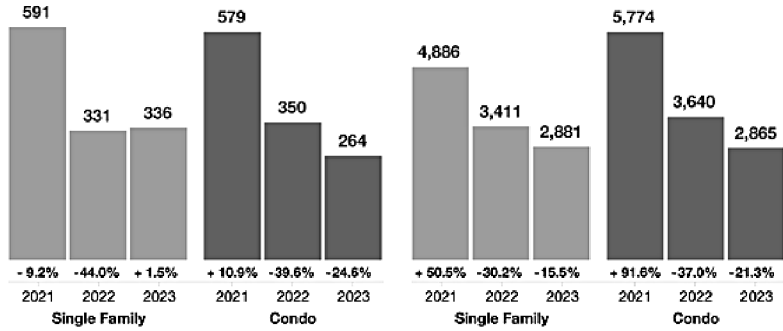
### Overall New Listings by Month



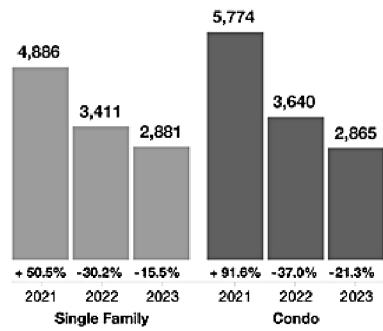
# OVERALL CLOSED SALES

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

## July

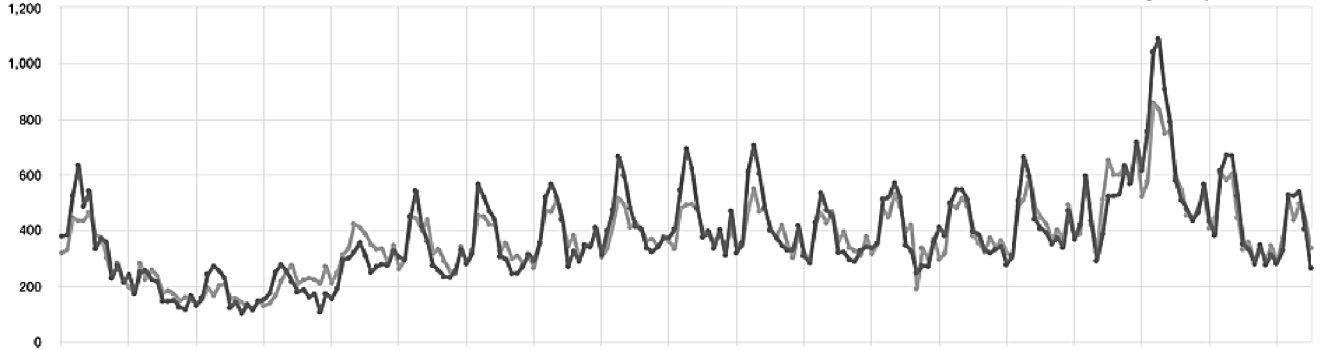


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	344	-36.1%	312	-44.8%
Jan-2023	284	-30.2%	280	-35.3%
Feb-2023	372	-15.8%	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	445	0.0%	404	-22.9%
<b>Jul-2023</b>	<b>336</b>	<b>+1.5%</b>	<b>264</b>	<b>-24.6%</b>
12-Month Avg	374	-23.5%	368	-27.6%

## Overall Closed Sales by Month

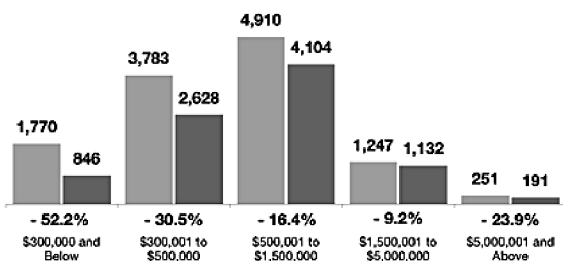


# OVERALL CLOSED SALES BY PRICE RANGE

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

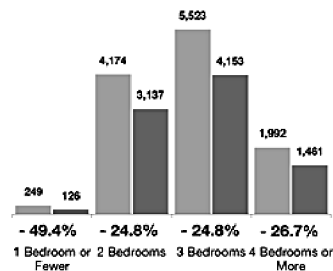
## By Price Range

■ 7-2022 ■ 7-2023



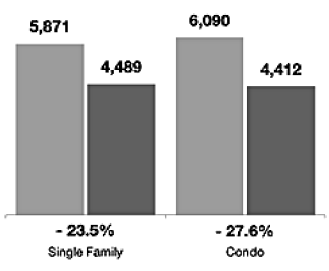
## By Bedroom Count

■ 7-2022 ■ 7-2023



## By Property Type

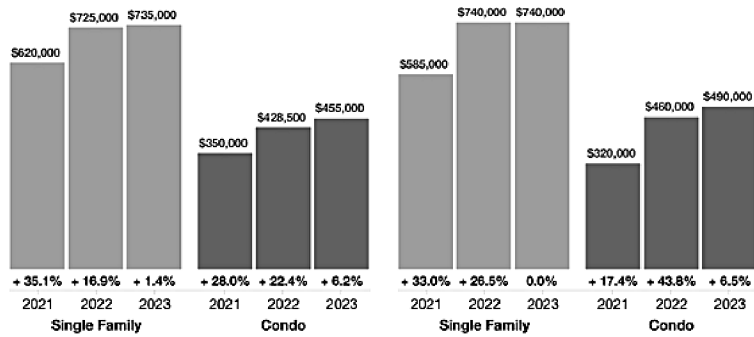
■ 7-2022 ■ 7-2023



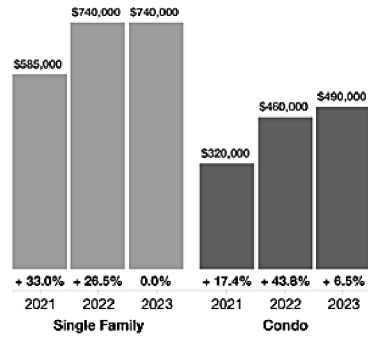
# OVERALL MEDIAN CLOSED PRICE

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

## July



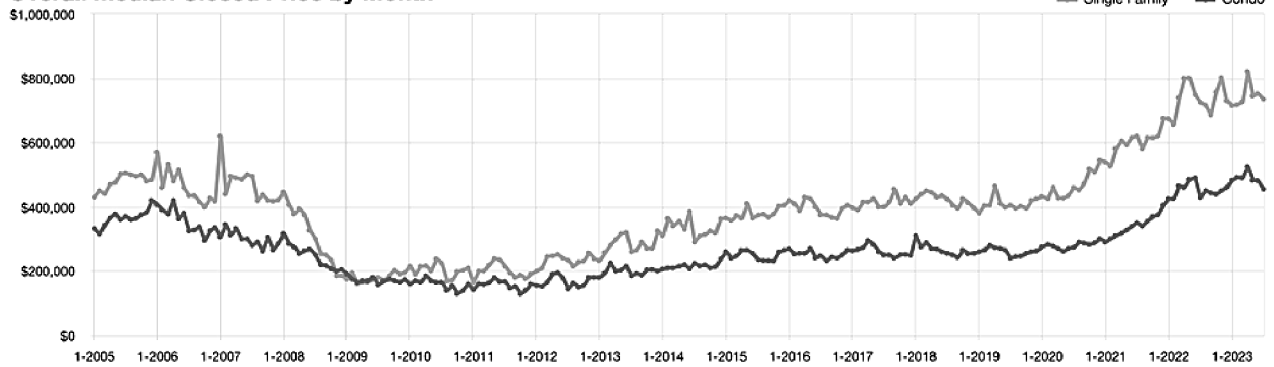
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	\$717,500	+ 9.5%	\$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	\$752,500	+ 0.5%	\$481,250	- 1.8%
<b>Jul-2023</b>	<b>\$735,000</b>	<b>+ 1.4%</b>	<b>\$455,000</b>	<b>+ 6.2%</b>
12-Month Avg*	\$740,000	+ 8.8%	\$473,750	+ 12.8%

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

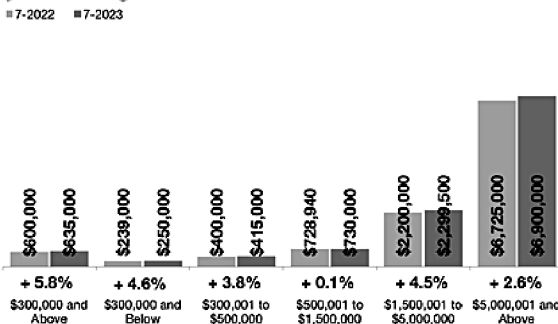
## Overall Median Closed Price by Month



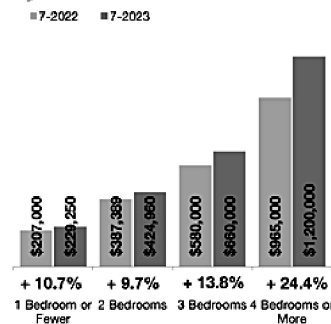
# OVERALL MEDIAN CLOSED PRICE BY PRICE RANGE

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

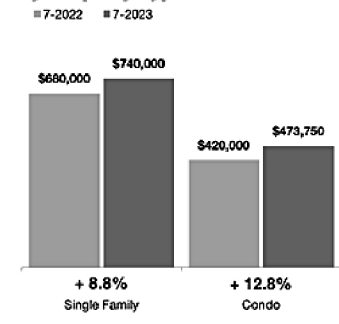
## By Price Range



## By Bedroom Count

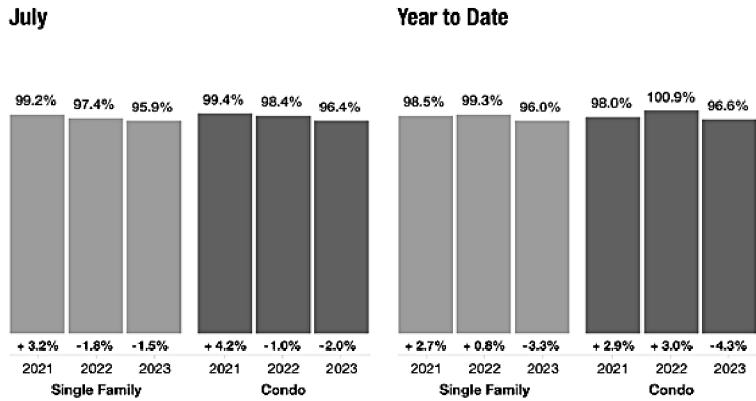


## By Property Type



# OVERALL PERCENT OF CURRENT LIST PRICE RECEIVED

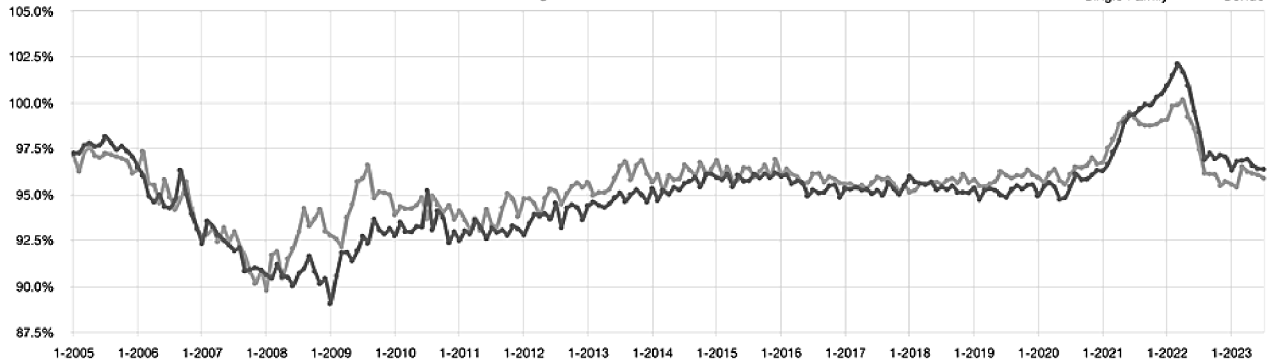
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	95.4%	-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%
<b>Jul-2023</b>	<b>95.9%</b>	<b>-1.5%</b>	<b>96.4%</b>	<b>-2.0%</b>
12-Month Avg*	96.0%	-3.2%	96.8%	-3.7%

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

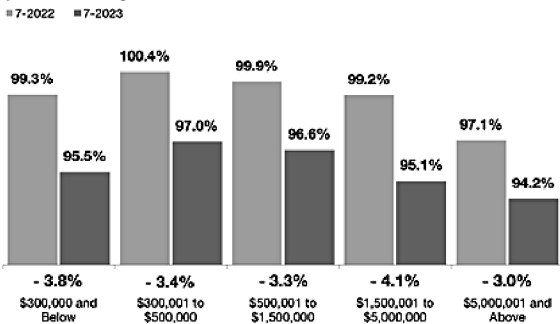
## Overall Percent of Current List Price Received by Month



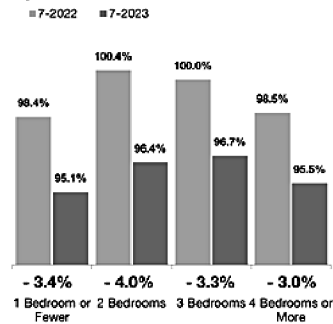
# OVERALL PERCENT OF CURRENT LIST PRICE RECEIVED BY PRICE RANGE

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.

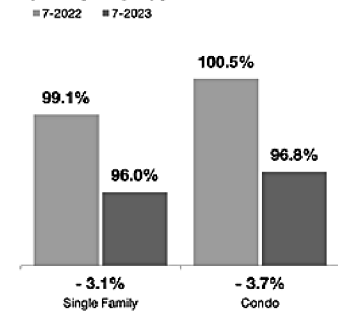
### By Price Range



### By Bedroom Count

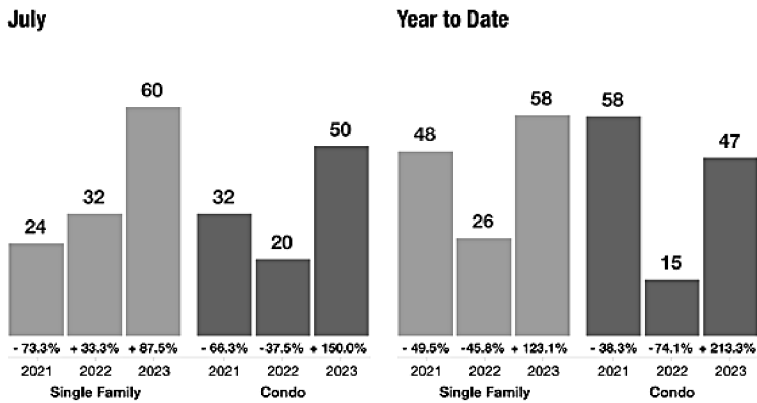


### By Property Type



# OVERALL DAYS ON MARKET UNTIL SALE

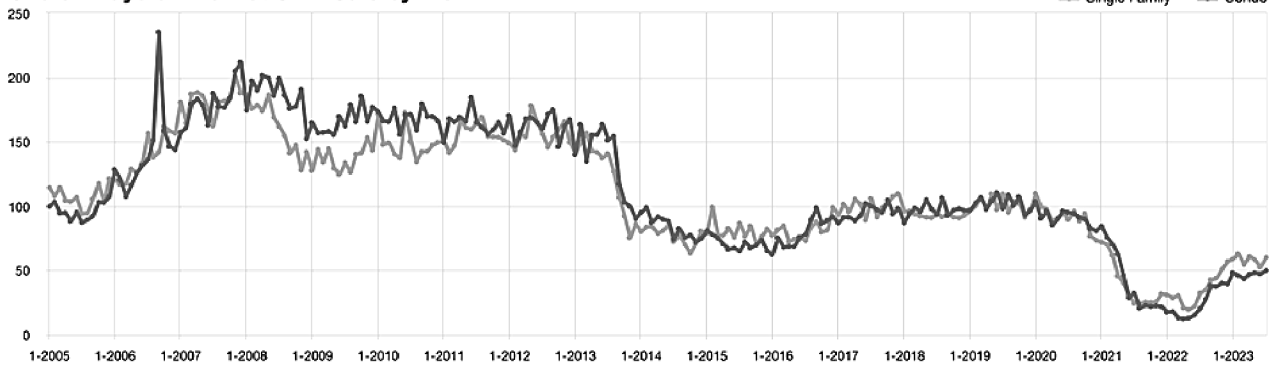
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	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%
<b>Jul-2023</b>	<b>60</b>	<b>+ 87.5%</b>	<b>50</b>	<b>+ 150.0%</b>
12-Month Avg*	54	+ 104.8%	43	+ 142.4%

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

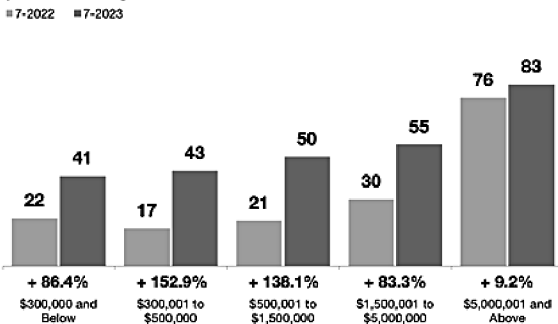
## Overall Days on Market Until Sale by Month



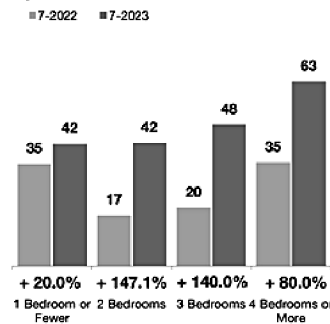
# OVERALL DAYS ON MARKET UNTIL SALE BY PRICE RANGE

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

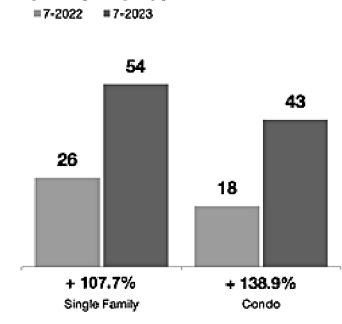
### By Price Range



### By Bedroom Count



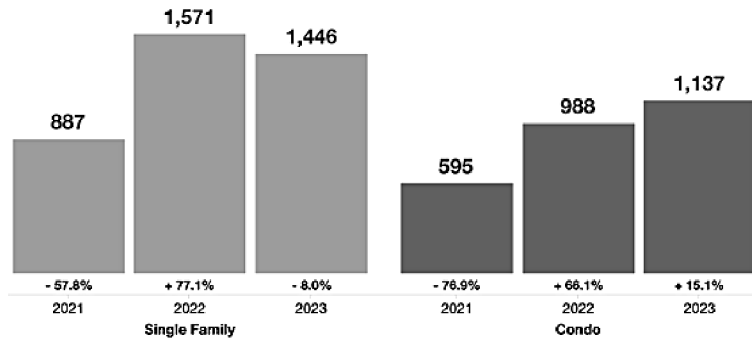
### By Property Type



# OVERALL INVENTORY OF HOMES FOR SALE

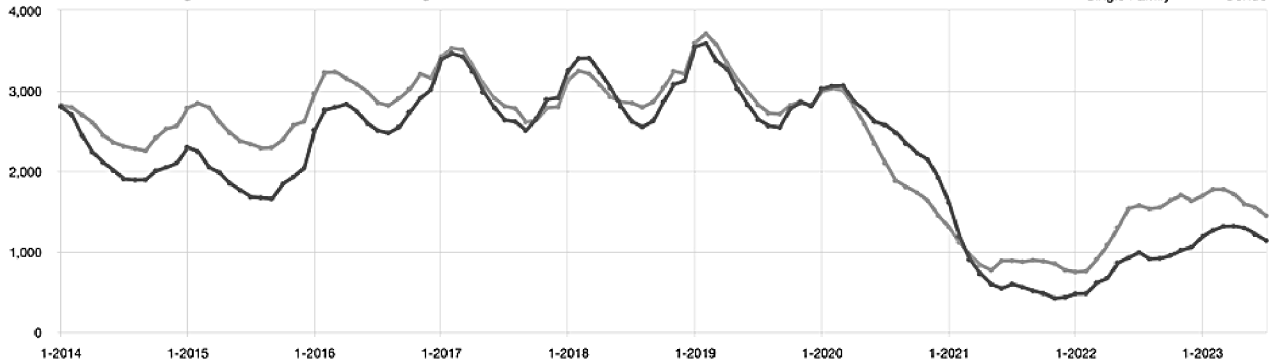
The number of properties available for sale in active status at the end of a given month.

July



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Aug-2022	1,532	+ 75.3%	910	+ 63.1%
Sep-2022	1,548	+ 73.5%	916	+ 79.3%
Oct-2022	1,637	+ 86.0%	952	+ 98.7%
Nov-2022	1,702	+ 100.5%	1,018	+ 142.4%
Dec-2022	1,630	+ 111.7%	1,056	+ 144.4%
Jan-2023	1,696	+ 127.0%	1,189	+ 149.8%
Feb-2023	1,774	+ 134.7%	1,264	+ 164.4%
Mar-2023	1,774	+ 96.5%	1,314	+ 115.1%
Apr-2023	1,713	+ 58.5%	1,317	+ 96.9%
May-2023	1,590	+ 22.5%	1,293	+ 50.3%
Jun-2023	1,549	+ 0.9%	1,216	+ 31.5%
<b>Jul-2023</b>	<b>1,446</b>	<b>- 8.0%</b>	<b>1,137</b>	<b>+ 15.1%</b>
12-Month Avg	1,633	+ 61.2%	1,132	+ 83.5%

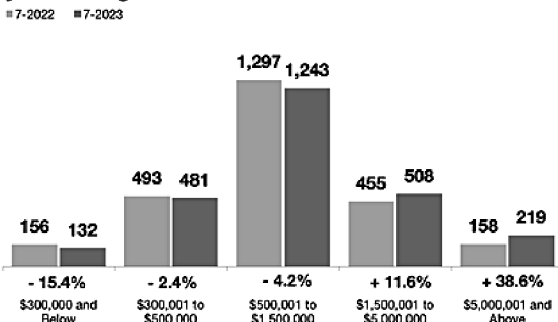
## Overall Inventory of Homes for Sale by Month



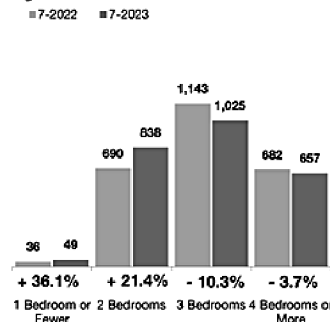
# OVERALL INVENTORY OF HOMES FOR SALE BY PRICE RANGE

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

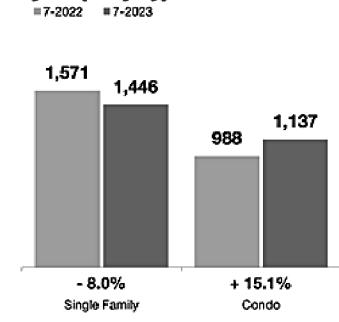
### By Price Range



### By Bedroom Count



### By Property Type



# LOCAL MARKET UPDATE - NAPLES BEACH

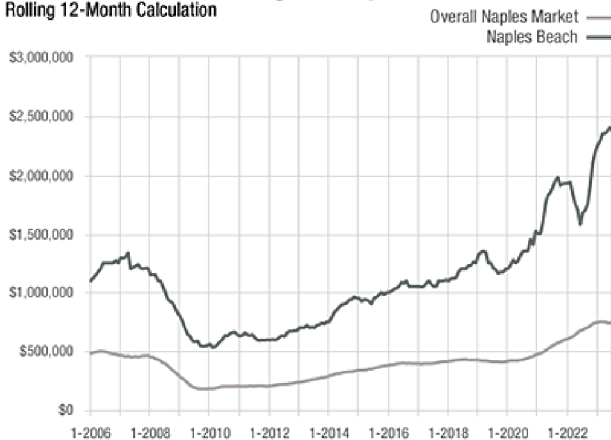
34102, 34103, 34108

Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
<b>Key Metrics</b>						
New Listings	65	51	- 21.5%	722	630	- 12.7%
Total Sales	34	44	+ 29.4%	431	340	- 21.1%
Days on Market Until Sale	64	91	+ 42.2%	41	79	+ 92.7%
Median Closed Price*	\$3,000,000	\$2,112,500	- 29.6%	\$1,999,500	\$2,500,000	+ 25.0%
Average Closed Price*	\$4,329,938	\$3,690,309	- 14.8%	\$3,929,580	\$3,959,698	+ 0.8%
Percent of List Price Received*	98.1%	91.3%	- 6.9%	98.9%	92.7%	- 6.3%
Inventory of Homes for Sale	297	348	+ 17.2%	—	—	—
Months Supply of Inventory	4.7	7.8	+ 66.0%	—	—	—

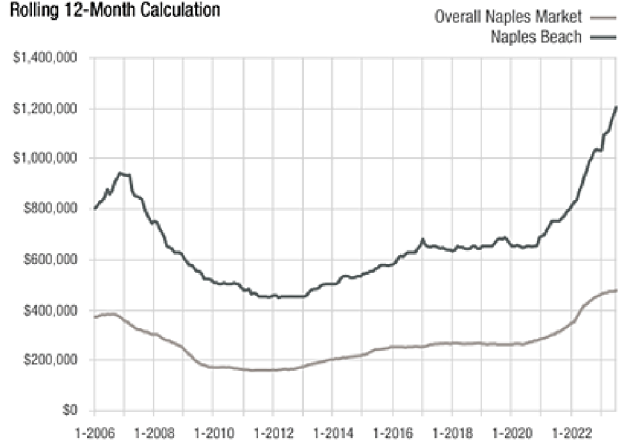
Condo	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
<b>Key Metrics</b>						
New Listings	74	68	- 8.1%	962	974	+ 1.2%
Total Sales	55	53	- 3.6%	817	638	- 21.9%
Days on Market Until Sale	30	44	+ 46.7%	20	54	+ 170.0%
Median Closed Price*	\$840,000	\$1,150,000	+ 36.9%	\$1,002,000	\$1,227,500	+ 22.5%
Average Closed Price*	\$1,191,644	\$1,521,706	+ 27.7%	\$1,567,906	\$1,658,720	+ 5.8%
Percent of List Price Received*	98.1%	94.8%	- 3.4%	100.1%	95.4%	- 4.7%
Inventory of Homes for Sale	226	360	+ 59.3%	—	—	—
Months Supply of Inventory	2.1	4.9	+ 133.3%	—	—	—

\* 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

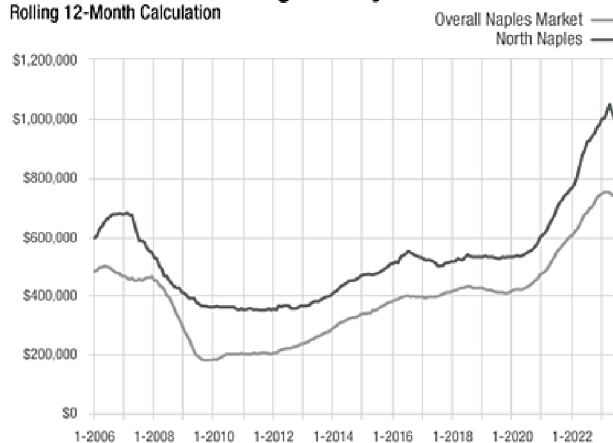
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
<b>Key Metrics</b>						
New Listings	107	94	- 12.1%	1,090	888	- 18.5%
Total Sales	82	72	- 12.2%	774	612	- 20.9%
Days on Market Until Sale	30	55	+ 83.3%	20	50	+ 150.0%
Median Closed Price*	\$1,012,500	\$1,062,400	+ 4.9%	\$979,500	\$1,050,000	+ 7.2%
Average Closed Price*	\$1,340,909	\$1,391,776	+ 3.8%	\$1,358,784	\$1,469,441	+ 8.1%
Percent of List Price Received*	96.6%	95.8%	- 0.8%	100.0%	95.9%	- 4.1%
Inventory of Homes for Sale	271	282	+ 4.1%	—	—	—
Months Supply of Inventory	2.4	3.5	+ 45.8%	—	—	—

Condo	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
<b>Key Metrics</b>						
New Listings	113	103	- 8.8%	1,220	982	- 19.5%
Total Sales	97	74	- 23.7%	987	743	- 24.7%
Days on Market Until Sale	18	40	+ 122.2%	12	41	+ 241.7%
Median Closed Price*	\$433,000	\$470,000	+ 8.5%	\$455,000	\$495,000	+ 8.8%
Average Closed Price*	\$585,192	\$562,239	- 3.9%	\$637,618	\$731,500	+ 14.7%
Percent of List Price Received*	99.0%	96.6%	- 2.4%	101.6%	97.1%	- 4.4%
Inventory of Homes for Sale	246	244	- 0.8%	—	—	—
Months Supply of Inventory	1.8	2.4	+ 33.3%	—	—	—

\* 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.

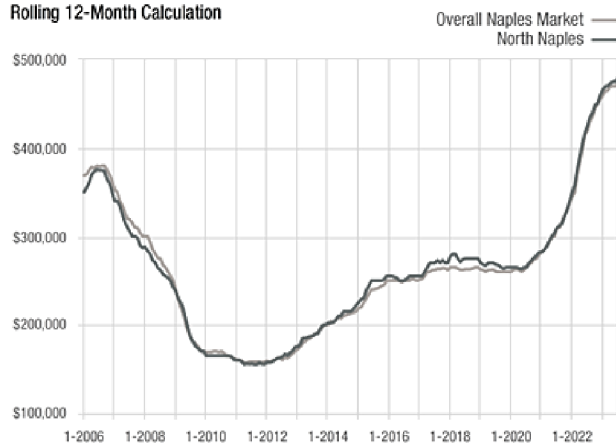
## Median Closed Price - Single Family

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 - CENTRAL NAPLES

34104, 34105, 34116

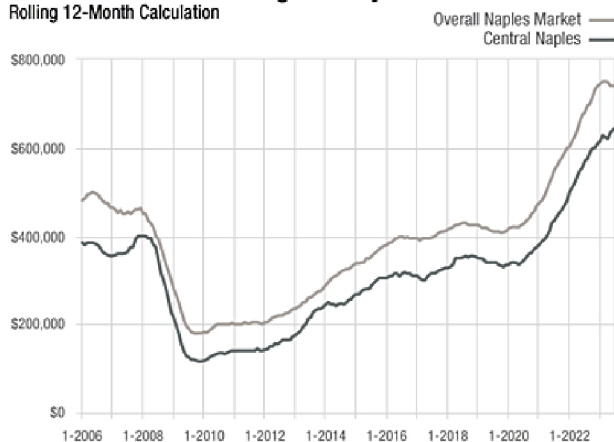
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	69	40	- 42.0%	661	471	- 28.7%
Total Sales	49	39	- 20.4%	503	370	- 26.4%
Days on Market Until Sale	32	44	+ 37.5%	22	45	+ 104.5%
Median Closed Price*	\$590,000	\$575,000	- 2.5%	\$599,000	\$650,500	+ 8.6%
Average Closed Price*	\$823,076	\$678,205	- 17.6%	\$940,060	\$946,733	+ 0.7%
Percent of List Price Received*	97.3%	96.5%	- 0.8%	99.2%	96.1%	- 3.1%
Inventory of Homes for Sale	196	128	- 34.7%	—	—	—
Months Supply of Inventory	2.7	2.6	- 3.7%	—	—	—

Condo	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	77	58	- 24.7%	722	519	- 28.1%
Total Sales	73	42	- 42.5%	577	410	- 28.9%
Days on Market Until Sale	18	53	+ 194.4%	13	40	+ 207.7%
Median Closed Price*	\$325,000	\$357,500	+ 10.0%	\$340,000	\$351,750	+ 3.5%
Average Closed Price*	\$374,280	\$394,699	+ 5.5%	\$395,889	\$411,976	+ 4.1%
Percent of List Price Received*	97.6%	97.0%	- 0.6%	101.0%	96.8%	- 4.2%
Inventory of Homes for Sale	150	119	- 20.7%	—	—	—
Months Supply of Inventory	1.8	2.1	+ 16.7%	—	—	—

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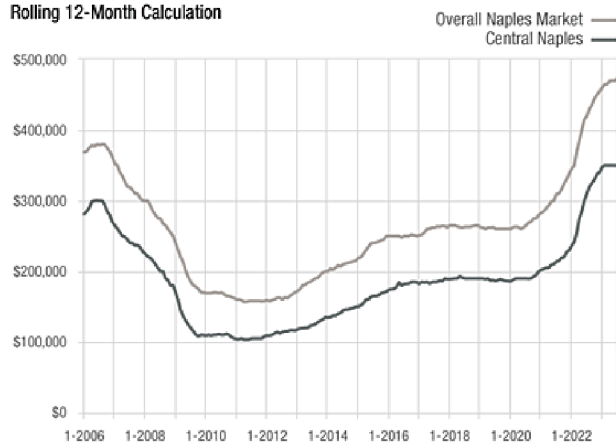
## Median Closed Price - Single Family

Rolling 12-Month Calculation



## Median Closed Price - Condo

Rolling 12-Month Calculation



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# LOCAL MARKET UPDATE - SOUTH NAPLES

34112, 34113

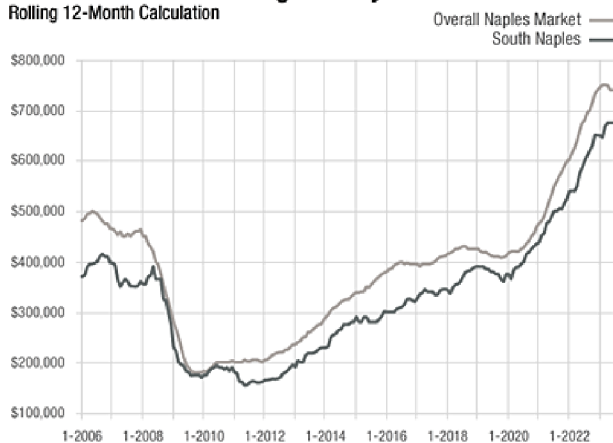
<b>Single Family</b>	<b>July</b>			<b>Year to Date</b>		
<b>Key Metrics</b>	<b>2022</b>	<b>2023</b>	<b>% Change</b>	<b>Thru 7-2022</b>	<b>Thru 7-2023</b>	<b>% Change</b>
New Listings	58	67	+ 15.5%	545	513	- 5.9%
Total Sales	34	39	+ 14.7%	381	360	- 5.5%
Days on Market Until Sale	31	46	+ 48.4%	23	54	+ 134.8%
Median Closed Price*	\$595,000	\$530,000	- 10.9%	\$640,000	\$646,000	+ 0.9%
Average Closed Price*	\$852,379	\$868,845	+ 1.9%	\$898,089	\$946,562	+ 5.4%
Percent of List Price Received*	95.3%	94.2%	- 1.2%	99.7%	95.5%	- 4.2%
Inventory of Homes for Sale	166	177	+ 6.6%	—	—	—
Months Supply of Inventory	3.1	3.8	+ 22.6%	—	—	—

<b>Condo</b>	<b>July</b>			<b>Year to Date</b>		
<b>Key Metrics</b>	<b>2022</b>	<b>2023</b>	<b>% Change</b>	<b>Thru 7-2022</b>	<b>Thru 7-2023</b>	<b>% Change</b>
New Listings	100	88	- 12.0%	928	823	- 11.3%
Total Sales	65	53	- 18.5%	757	654	- 13.6%
Days on Market Until Sale	19	46	+ 142.1%	12	47	+ 291.7%
Median Closed Price*	\$379,900	\$375,000	- 1.3%	\$385,000	\$400,000	+ 3.9%
Average Closed Price*	\$412,059	\$444,921	+ 8.0%	\$429,143	\$457,143	+ 6.5%
Percent of List Price Received*	99.1%	97.0%	- 2.1%	100.8%	97.0%	- 3.8%
Inventory of Homes for Sale	211	238	+ 12.8%	—	—	—
Months Supply of Inventory	2.0	2.9	+ 45.0%	—	—	—

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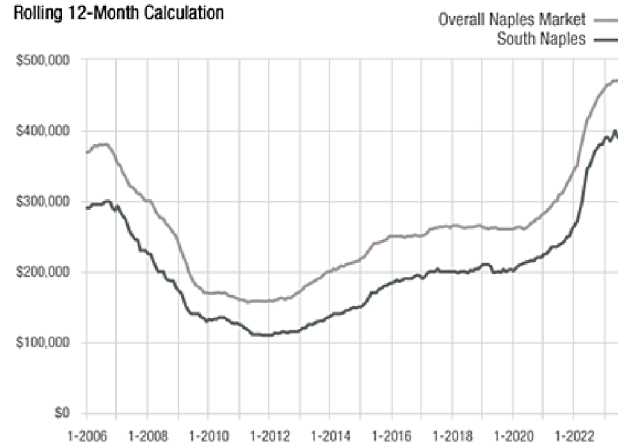
## Median Closed Price - Single Family

Rolling 12-Month Calculation



## Median Closed Price - Condo

Rolling 12-Month Calculation



# LOCAL MARKET UPDATE - EAST NAPLES

34114, 34117, 34120, 34137

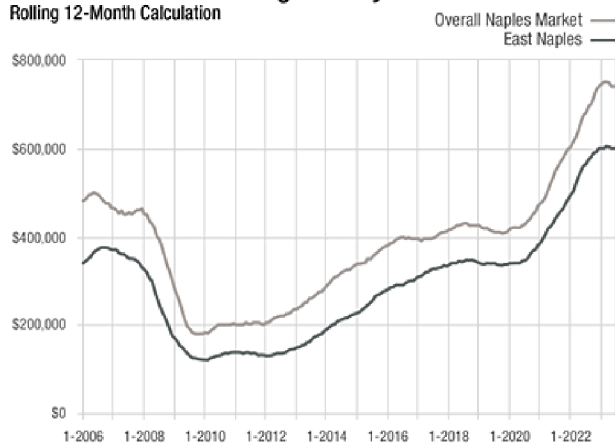
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
<b>Key Metrics</b>						
New Listings	208	137	- 34.1%	1,683	1,339	- 20.4%
Total Sales	120	116	- 3.3%	1,177	1,023	- 13.1%
Days on Market Until Sale	28	61	+ 117.9%	28	63	+ 125.0%
Median Closed Price*	\$570,000	\$595,000	+ 4.4%	\$600,000	\$611,888	+ 2.0%
Average Closed Price*	\$716,438	\$750,945	+ 4.8%	\$759,126	\$748,521	- 1.4%
Percent of List Price Received*	98.3%	97.6%	- 0.7%	98.9%	97.1%	- 1.8%
Inventory of Homes for Sale	591	444	- 24.9%	—	—	—
Months Supply of Inventory	3.5	3.4	- 2.9%	—	—	—

Condo	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
<b>Key Metrics</b>						
New Listings	52	67	+ 28.8%	605	517	- 14.5%
Total Sales	56	36	- 35.7%	464	391	- 15.7%
Days on Market Until Sale	19	66	+ 247.4%	16	50	+ 212.5%
Median Closed Price*	\$492,500	\$489,500	- 0.6%	\$495,500	\$515,000	+ 3.9%
Average Closed Price*	\$520,963	\$509,670	- 2.2%	\$517,380	\$535,188	+ 3.4%
Percent of List Price Received*	97.8%	96.6%	- 1.2%	100.4%	97.1%	- 3.3%
Inventory of Homes for Sale	140	155	+ 10.7%	—	—	—
Months Supply of Inventory	2.1	3.1	+ 47.6%	—	—	—

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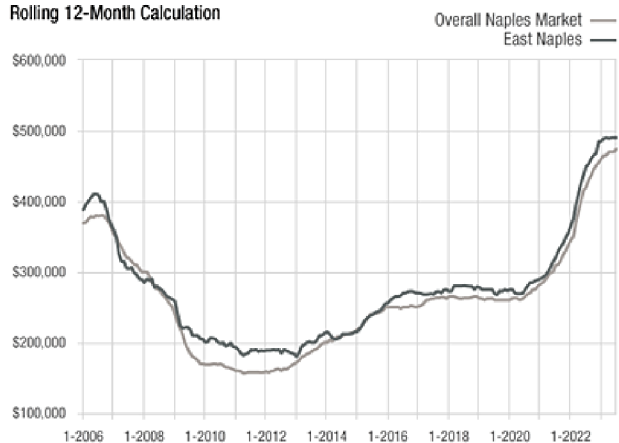
## Median Closed Price - Single Family

Rolling 12-Month Calculation



## Median Closed Price - Condo

Rolling 12-Month Calculation



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