



Market Report

A P R I L 2 0 2 5 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.

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WELCOME TO THE BONNYCASTLE APRIL 2025 REPORT THIS TEXT IS COURTESY OF THE NAPLES AREA BOARD OF REALTORS MARKET REPORT

April enjoyed the highest number of overall closed sales compared to data reported for all prior months in 2025. This activity made a nice dent in the overall inventory of homes for sale in the Naples area housing market, which has been on the rise since 2022.

According to the April 2025 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), overall closed sales decreased 12.3 percent to 893 closed sales compared to 1,018 closed sales in April 2024, but increased 8.9 percent compared to 820 closed sales in March 2025.

Steady demand as witnessed in pending sales during April (1,004), also helped to temper supply, which decreased to 11.2 months of inventory, the lowest in 2025. New listings in April decreased 3.1 percent to 1,333 new listings from 1,375 new listings in April 2024 and failed to replenish inventory that went pending or closed during the month. With 2,572 price decreases reported during April, this significant shift in the market indicates that sellers are more willing to lower prices to meet buyer demand, a positive trend where both buyers and sellers benefit from mutually agreed-upon prices.

As sellers begin to heed recommendations from their REALTORS® and price their homes appropriately to adapt to current market conditions, overall sales are improving. Pending sales in April were slightly lower than March, but higher than the previous 10 months. Compared to last year, pending sales decreased 10 percent to 1,004 pending sales from 1,115 pending sales in April 2024. Interestingly, April's 84 days on market is impressive given it was 98 days in April 2019, with fewer options.

QUICK FACTS

OVERALL MARKET FACTS

INVENTORY



7,254

↑ 34%

PENDINGS



1,004

↓ 10%

NEW LISTINGS



1,333

↓ 3%

MEDIAN CLOSED PRICE



\$585,000

↓ 10%

CLOSED SALES



893

↓ 12%

DAYS ON MARKET



84

↑ 27%



OVERALL MARKET OVERVIEW

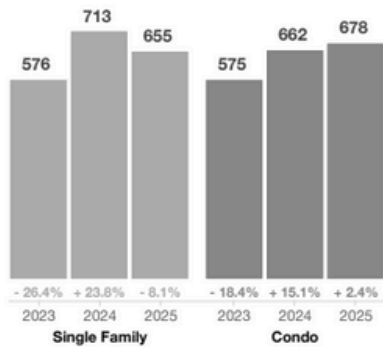
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,375	1,333	- 3.1%	6,447	7,016	+ 8.8%
Total Sales		1,018	893	- 12.3%	3,059	2,873	- 6.1%
Days on Market Until Sale		66	84	+ 27.3%	67	86	+ 28.4%
Median Closed Price		\$650,000	\$585,000	- 10.0%	\$640,000	\$630,000	- 1.6%
Average Closed Price		\$1,108,966	\$1,395,603	+ 25.8%	\$1,132,318	\$1,307,237	+ 15.4%
Percent of List Price Received		95.8%	94.3%	- 1.6%	95.8%	94.6%	- 1.3%
Pending Listings		1,115	1,004	-10.0%	4,592	3,818	-16.9%
Inventory of Homes for Sale		5,432	7,254	+ 33.5%	—	—	—
Months Supply of Inventory		7.5	11.2	+ 49.3%	—	—	—

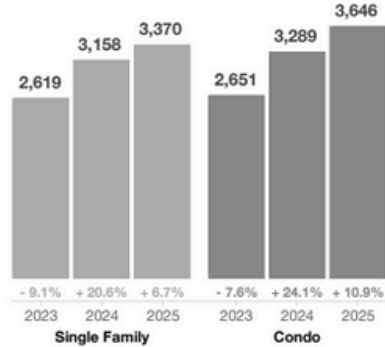
OVERALL NEW LISTINGS

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

April

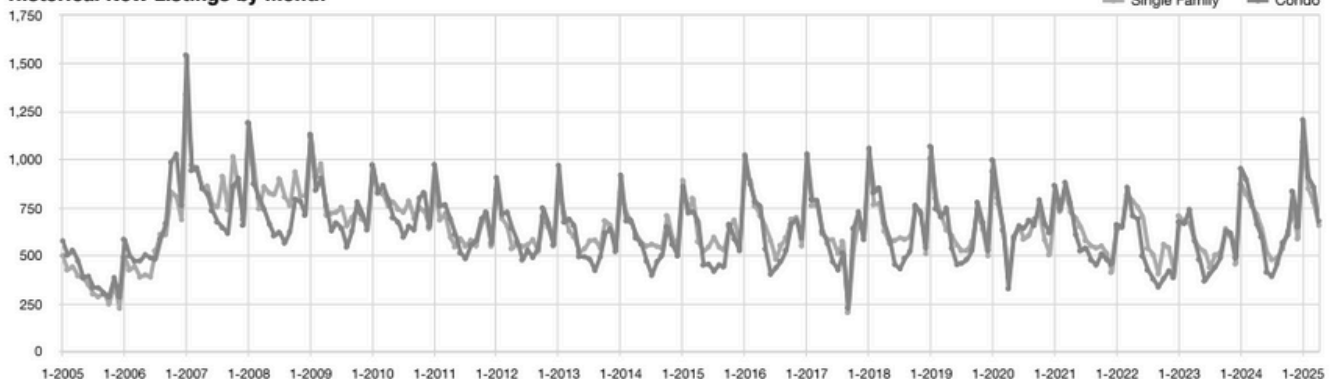


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2024	639	+ 19.2%	595	+ 24.7%
Jun-2024	515	- 0.8%	411	+ 12.6%
Jul-2024	476	+ 9.2%	389	- 3.7%
Aug-2024	485	- 3.2%	456	+ 4.3%
Sep-2024	533	+ 3.9%	565	+ 16.3%
Oct-2024	623	- 2.4%	606	- 2.9%
Nov-2024	738	+ 22.8%	833	+ 35.0%
Dec-2024	585	+ 28.9%	648	+ 33.3%
Jan-2025	1,090	+ 25.3%	1,206	+ 26.7%
Feb-2025	847	+ 3.7%	907	+ 1.3%
Mar-2025	778	+ 2.6%	855	+ 9.6%
Apr-2025	655	- 8.1%	678	+ 2.4%
12-Month Avg	664	+ 8.3%	679	+ 13.4%

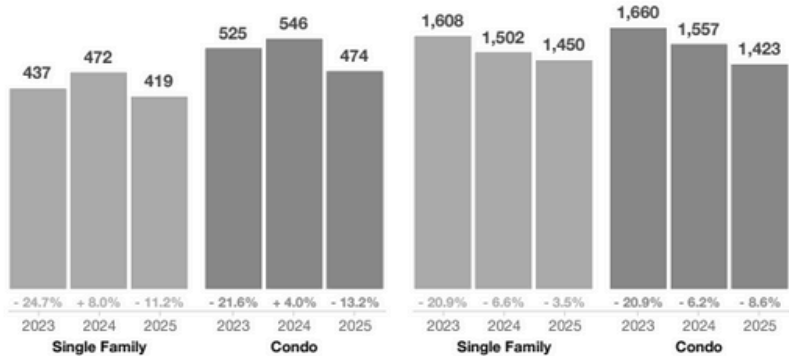
Historical New Listings by Month



OVERALL CLOSED SALES

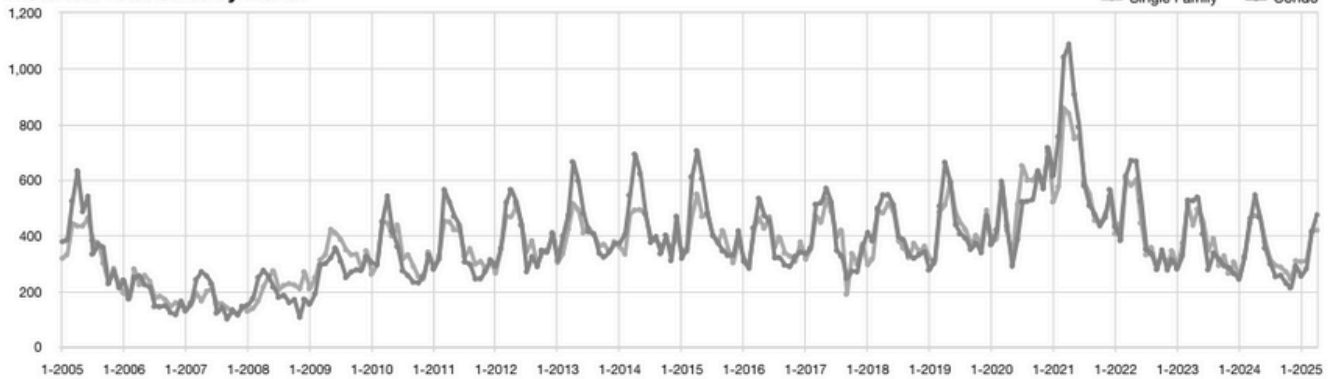
A count of the actual sales that closed in a given month.

April



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2024	467	- 5.7%	466	- 13.4%
Jun-2024	378	- 16.6%	355	- 12.6%
Jul-2024	314	- 9.5%	298	+ 7.6%
Aug-2024	292	- 24.9%	252	- 25.2%
Sep-2024	287	- 1.7%	257	- 18.7%
Oct-2024	269	- 17.7%	228	- 21.6%
Nov-2024	245	- 7.2%	212	- 25.6%
Dec-2024	309	+ 1.3%	289	+ 9.9%
Jan-2025	306	+ 22.9%	254	+ 4.5%
Feb-2025	310	- 3.1%	281	- 13.5%
Mar-2025	415	- 10.0%	414	- 6.5%
Apr-2025	419	- 11.2%	474	- 13.2%
12-Month Avg	334	- 8.5%	315	- 11.5%

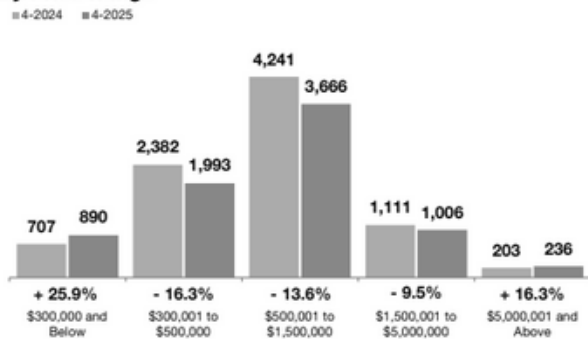
Historical Total Sales by Month



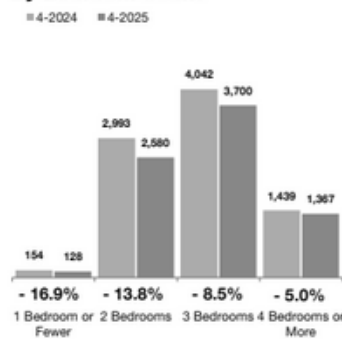
OVERALL CLOSED SALES BY PRICE RANGE

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

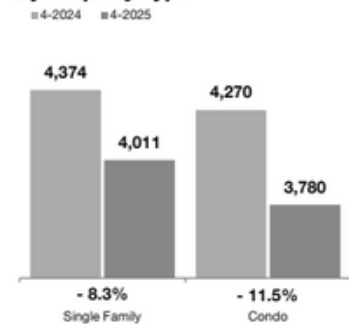
By Price Range



By Bedroom Count



By Property Type

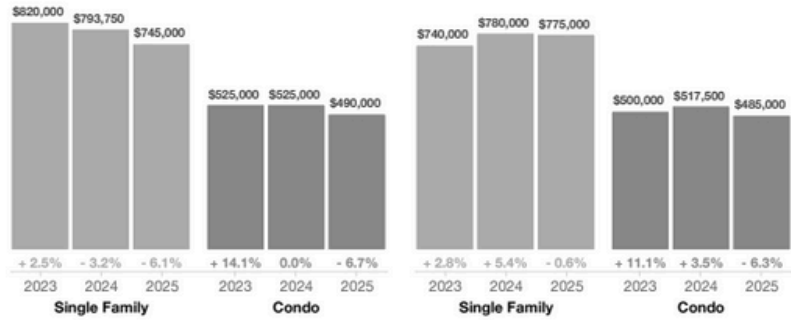


OVERALL MEDIAN CLOSED PRICE

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

Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2024	\$850,000	+ 14.1%	\$505,000	+ 4.7%
Jun-2024	\$724,500	- 3.7%	\$480,000	- 0.3%
Jul-2024	\$712,500	- 2.7%	\$470,000	+ 2.2%
Aug-2024	\$677,500	- 3.1%	\$499,500	+ 3.0%
Sep-2024	\$725,000	- 2.8%	\$450,000	- 4.3%
Oct-2024	\$720,000	+ 2.5%	\$417,500	- 7.2%
Nov-2024	\$740,000	+ 2.8%	\$415,000	- 10.8%
Dec-2024	\$765,000	+ 2.0%	\$447,500	- 13.9%
Jan-2025	\$800,000	+ 6.7%	\$466,000	- 2.7%
Feb-2025	\$780,000	- 6.5%	\$500,000	- 0.4%
Mar-2025	\$760,000	- 1.3%	\$490,500	- 6.2%
Apr-2025	\$745,000	- 6.1%	\$490,000	- 6.7%
12-Month Avg*	\$750,000	0.0%	\$470,000	- 4.9%

* Median Closed Price for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Median Closed Price by Month

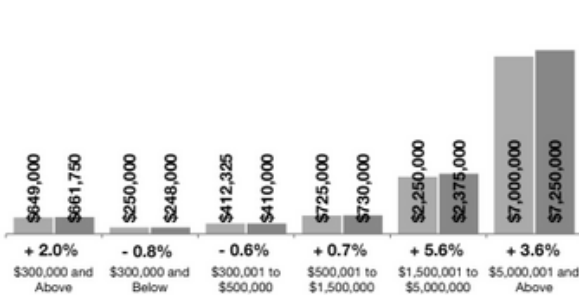


OVERALL MEDIAN CLOSED PRICE BY PRICE RANGE

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

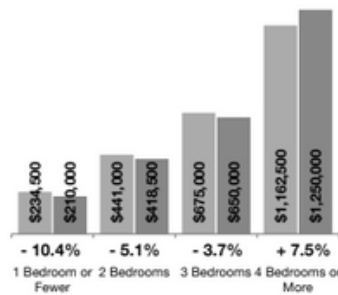
By Price Range

■ 4-2024 ■ 4-2025



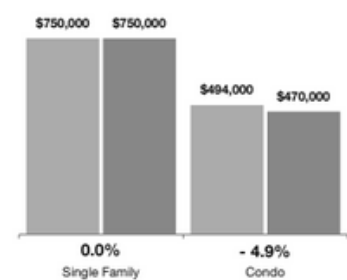
By Bedroom Count

■ 4-2024 ■ 4-2025



By Property Type

■ 4-2024 ■ 4-2025

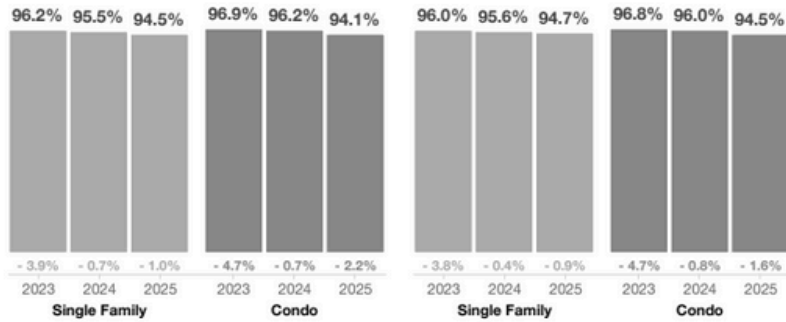


OVERALL PERCENT OF CURRENT LIST PRICE RECEIVED

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.

April

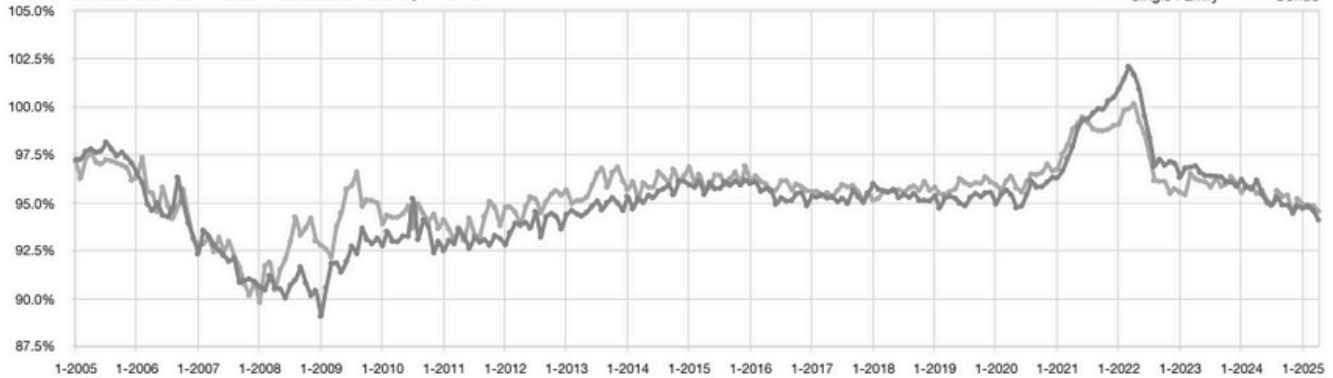
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2024	95.6%	- 0.5%	95.4%	- 1.1%
Jun-2024	95.1%	- 1.0%	95.0%	- 1.5%
Jul-2024	94.8%	- 1.0%	94.9%	- 1.6%
Aug-2024	95.6%	- 0.7%	95.3%	- 1.1%
Sep-2024	95.3%	- 0.5%	94.9%	- 1.5%
Oct-2024	95.4%	- 0.5%	94.9%	- 1.2%
Nov-2024	94.4%	- 2.0%	94.5%	- 1.6%
Dec-2024	95.2%	- 0.8%	94.8%	- 1.0%
Jan-2025	94.9%	- 0.6%	94.7%	- 1.6%
Feb-2025	94.7%	- 1.3%	94.8%	- 1.0%
Mar-2025	94.8%	- 1.0%	94.6%	- 1.1%
Apr-2025	94.5%	- 1.0%	94.1%	- 2.2%
12-Month Avg*	95.0%	- 0.9%	94.8%	- 1.4%

* Pct. of List Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

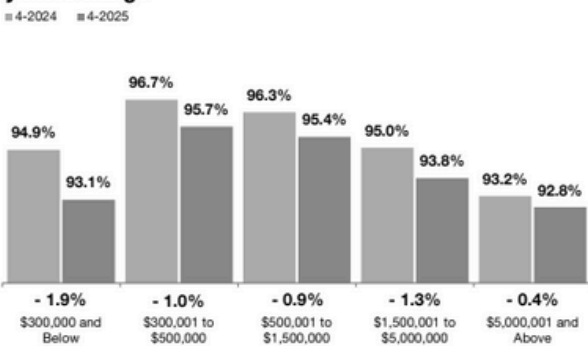
Historical Percent of List Price Received by Month



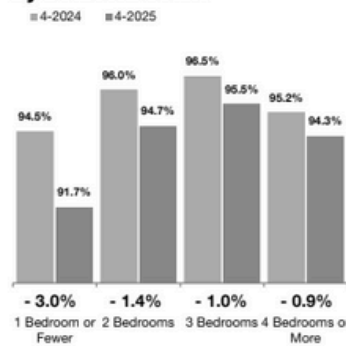
OVERALL PERCENT OF CURRENT LIST PRICE RECEIVED BY PRICE RANGE

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.

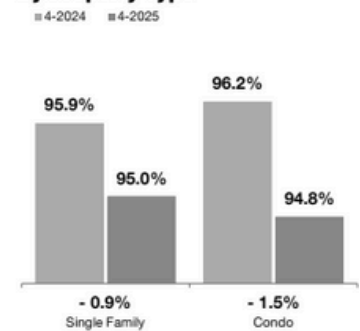
By Price Range



By Bedroom Count

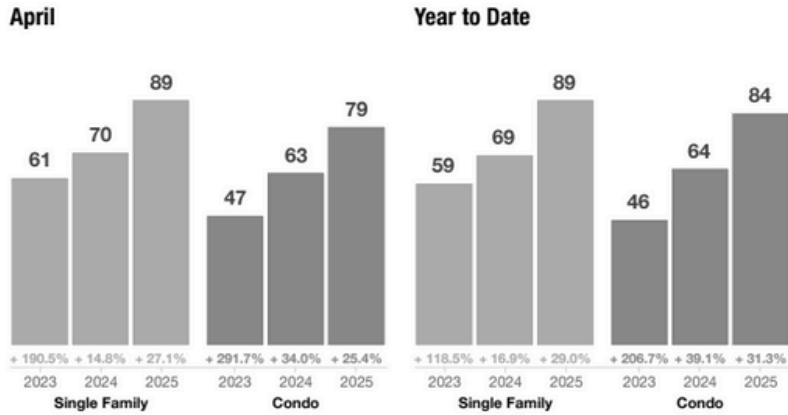


By Property Type



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-2024	68	+17.2%	67	+39.6%
Jun-2024	75	+41.5%	80	+70.2%
Jul-2024	73	+19.7%	88	+76.0%
Aug-2024	74	+32.1%	94	+84.3%
Sep-2024	80	+25.0%	85	+57.4%
Oct-2024	82	+51.9%	96	+68.4%
Nov-2024	87	+35.9%	78	+44.4%
Dec-2024	78	+32.2%	90	+52.5%
Jan-2025	96	+45.5%	87	+55.4%
Feb-2025	82	+26.2%	89	+23.6%
Mar-2025	89	+23.6%	83	+27.7%
Apr-2025	89	+27.1%	79	+25.4%
12-Month Avg*	81	+30.5%	83	+47.9%

* Days on Market for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

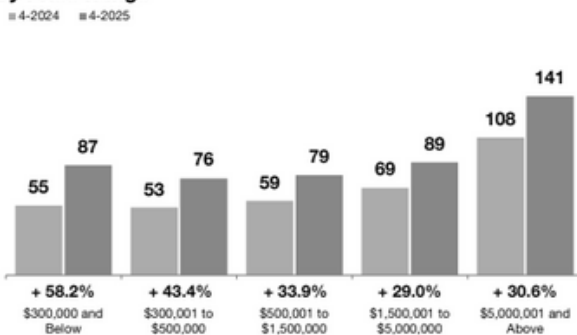
Historical Days on Market Until Sale by Month



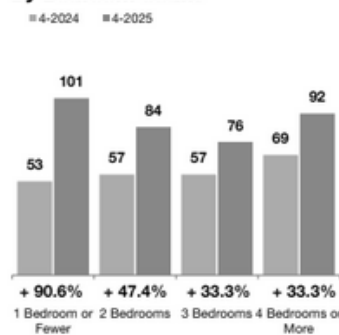
OVERALL DAYS ON MARKET UNTIL SALE BY PRICE RANGE

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

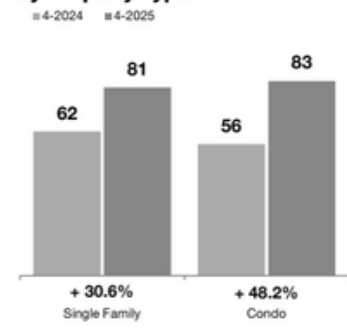
By Price Range



By Bedroom Count



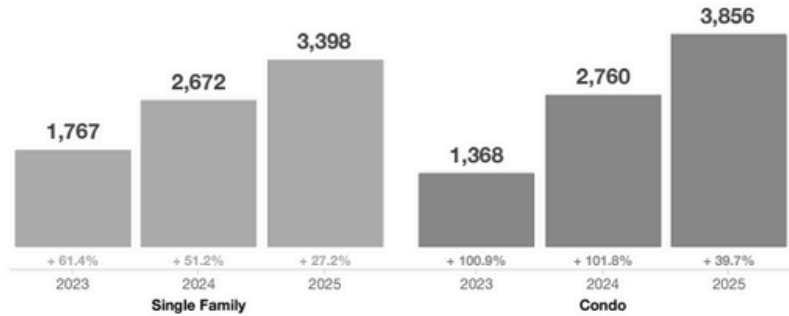
By Property Type



OVERALL INVENTORY OF HOMES FOR SALE

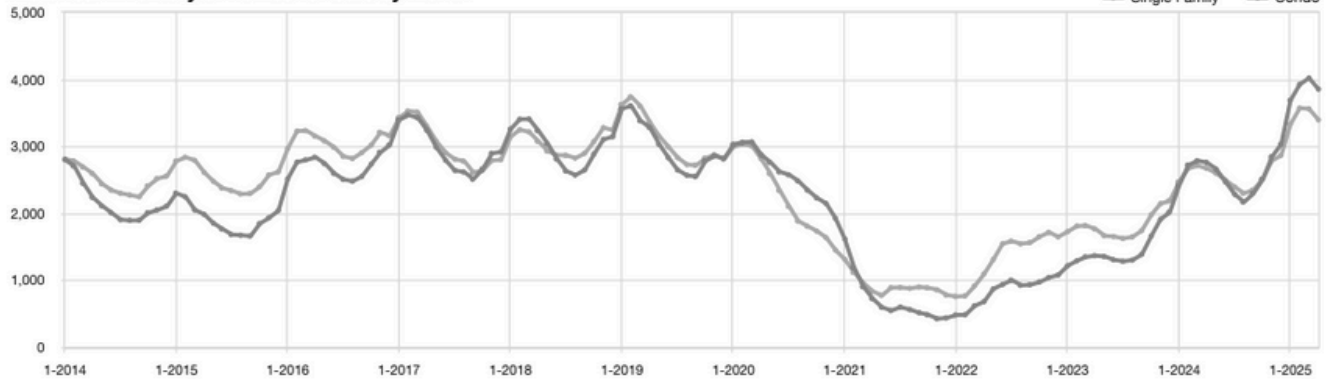
The number of properties available for sale in active status at the end of a given month.

April



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2024	2,600	+ 56.2%	2,663	+ 96.4%
Jun-2024	2,497	+ 51.0%	2,470	+ 89.1%
Jul-2024	2,393	+ 47.3%	2,283	+ 77.8%
Aug-2024	2,300	+ 39.4%	2,169	+ 66.6%
Sep-2024	2,348	+ 34.6%	2,295	+ 65.3%
Oct-2024	2,512	+ 27.1%	2,504	+ 50.8%
Nov-2024	2,787	+ 29.9%	2,846	+ 48.8%
Dec-2024	2,865	+ 31.1%	3,034	+ 50.6%
Jan-2025	3,331	+ 34.9%	3,689	+ 52.9%
Feb-2025	3,573	+ 33.8%	3,926	+ 44.3%
Mar-2025	3,561	+ 31.3%	4,021	+ 44.3%
Apr-2025	3,398	+ 27.2%	3,856	+ 39.7%
12-Month Avg	2,847	+ 35.7%	2,980	+ 56.1%

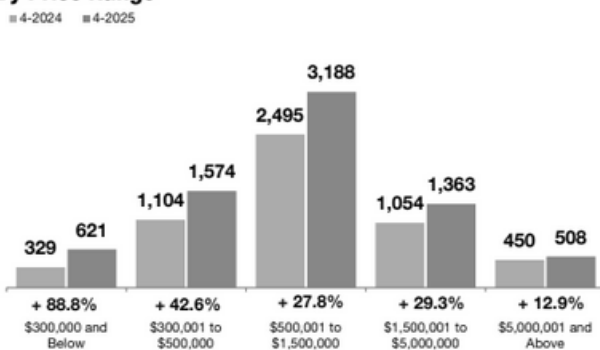
Historical Inventory of Homes for Sale by Month



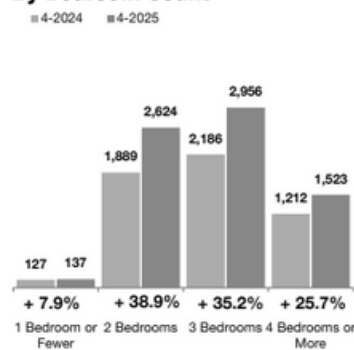
OVERALL INVENTORY OF HOMES FOR SALE BY PRICE RANGE

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

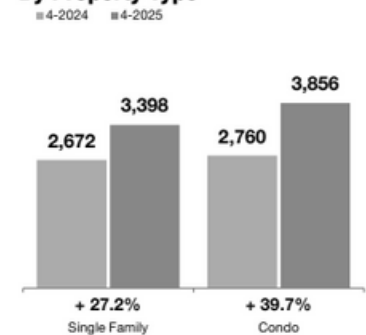
By Price Range



By Bedroom Count



By Property Type





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