

Naples Area Market Report



April 2020

Coronavirus slowed real estate market activity in April as expected during Florida's safe-at-home restrictions. According to the April 2020 Market Report released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), overall closed sales decreased 28.6 percent to 838 closed sales compared to 1,173 closed sales in April 2019. Inventory decreased as well in April by 29.1 percent to 5,394 homes compared to 7,605 homes in April 2019. The April report also confirms home values remain intact.

"Our priority is the safety of Naples residents and our members, as we all continue to practice socially responsible distancing while we conduct business during this health crisis," said NABOR® President Lauren Melo, PA, Licensed Real Estate Broker with Florida's Realty Specialists. "With the assistance of technology, creativity, and cooperation, real estate professionals are successfully completing transactions."

To encourage a safe path to homeownership, NABOR® implemented three new actions in April to assist members as they conduct business during the COVID-19 pandemic:

1. NABOR® lobbied state and local governments to successfully recognize real estate services as an essential service, in accordance with the U.S. Department of Homeland Security;
2. NABOR® created a COVID-19 addendum and amendment to sales contracts to protect buyers and sellers;
3. NABOR® trained members on new COVID-19 related services including virtual open house tours, COVID-19 stimulus relief package benefits, and new lender requirements.

The report shows April's overall percent of current list price received increased .5 percent. This figure represents what the buyer paid for their home compared to the seller's listed sale price. In April, the contract price averaged 95.9 percent of list price. In comparison, during April 2019, the contract price averaged 95.4 percent of list price. This statistic demonstrates that homes in the Naples area did not lose their values during April, the worst month of the pandemic to date.

Median closed prices increased .3 percent in April to \$340,000 from \$339,000 in April 2019. Property values are holding steady with price increases in two price categories reported in April (i.e., the \$300,000 and below price category and the \$2 million and above price category reported median closed price increases in April).

As people were urged to stay home in April, showings decreased to 9,420 from 22,862 in April 2019 (does not include virtual showings). As a result, pending sales in April decreased 53.6 percent, as was expected. Broker analysts reviewing the April Market Report are optimistic that activity in the Naples area real estate market will resume momentum in the coming months (barring a return to April's restrictions). If you're a seller who took your home off the market in April because you feared social distancing would prevent a sale, consider relisting your home in May. You could attract an eager buyer.

Quick Facts

- 28.6%	+ 0.3%	- 29.1%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 16.5%	+ 21.0%	+ 12.1%
Price Range With the Strongest Sales: \$1,000,001 to \$2,000,000	Bedroom Count With Strongest Sales: 1 Bedroom or Fewer	Property Type With Strongest Sales: Single Family

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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	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,376	689	- 49.9%	6,387	5,391	- 15.6%
Closed Sales		1,173	838	- 28.6%	3,368	3,557	+ 5.6%
Days on Market Until Sale		98	87	- 11.2%	101	96	- 5.0%
Median Closed Price		\$339,000	\$340,000	+ 0.3%	\$335,000	\$350,000	+ 4.5%
Average Closed Price		\$678,841	\$554,490	- 18.3%	\$639,674	\$652,880	+ 2.1%
Percent of Current List Price Received		95.4%	95.9%	+ 0.5%	95.4%	95.7%	+ 0.3%
Pending Listings		1,322	613	- 53.6%	4,990	4,475	- 10.3%
Inventory of Homes for Sale		7,605	5,394	- 29.1%	—	—	—
Months Supply of Inventory		9.5	6.2	- 34.7%	—	—	—

Single Family Market Overview



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

Key Metrics	Historical Sparkbars	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		631	374	- 40.7%	3,135	2,679	- 14.5%
Closed Sales		510	409	- 19.8%	1,613	1,747	+ 8.3%
Days on Market Until Sale		97	88	- 9.3%	100	99	- 1.0%
Median Closed Price		\$464,500	\$429,500	- 7.5%	\$420,000	\$439,999	+ 4.8%
Average Closed Price		\$948,256	\$731,676	- 22.8%	\$840,108	\$840,835	+ 0.1%
Percent of List Price Received		95.6%	96.3%	+ 0.7%	95.5%	96.0%	+ 0.5%
Pending Listings		666	368	- 44.7%	2,431	2,264	- 6.9%
Inventory of Homes for Sale		3,850	2,639	- 31.5%	—	—	—
Months Supply of Inventory		9.7	6.0	- 38.1%	—	—	—

Condo Market Overview



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

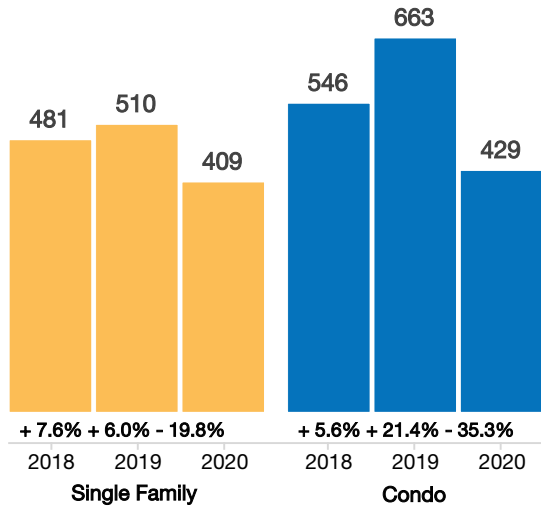
Key Metrics	Historical Sparkbars	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		745	315	- 57.7%	3,252	2,712	- 16.6%
Closed Sales		663	429	- 35.3%	1,755	1,810	+ 3.1%
Days on Market Until Sale		98	86	- 12.2%	101	94	- 6.9%
Median Closed Price		\$272,500	\$270,000	- 0.9%	\$270,000	\$275,000	+ 1.9%
Average Closed Price		\$471,599	\$385,976	- 18.2%	\$455,572	\$471,474	+ 3.5%
Percent of List Price Received		95.4%	95.5%	+ 0.1%	95.2%	95.4%	+ 0.2%
Pending Listings		656	245	- 62.7%	2,559	2,211	- 13.6%
Inventory of Homes for Sale		3,755	2,755	- 26.6%	—	—	—
Months Supply of Inventory		9.2	6.4	- 30.4%	—	—	—

Overall Closed Sales

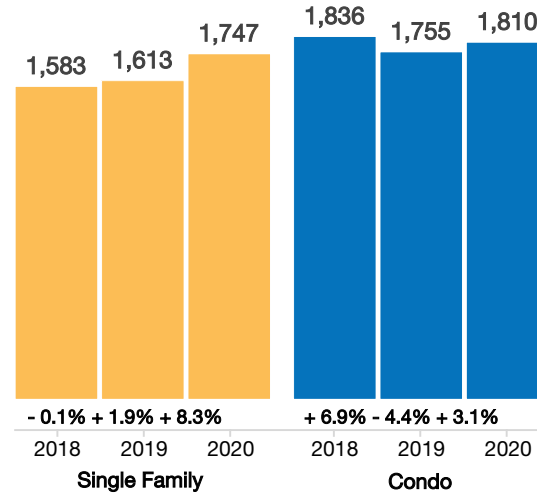
A count of the actual sales that closed in a given month.



April

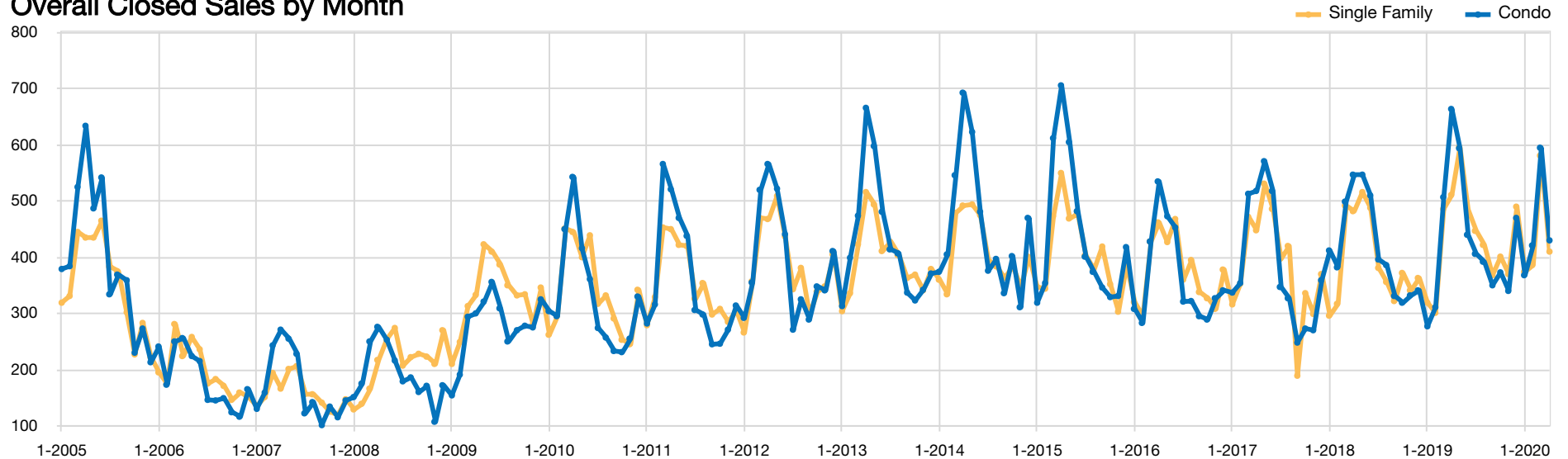


Year-to-Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2019	595	+ 15.5%	593	+ 8.6%
Jun-2019	484	- 0.6%	439	- 13.8%
Jul-2019	446	+ 17.4%	405	+ 2.5%
Aug-2019	421	+ 18.6%	391	+ 1.6%
Sep-2019	367	+ 14.3%	349	+ 5.8%
Oct-2019	400	+ 7.8%	372	+ 17.0%
Nov-2019	369	+ 8.5%	339	+ 2.4%
Dec-2019	489	+ 35.1%	469	+ 37.9%
Jan-2020	373	+ 17.3%	367	+ 33.0%
Feb-2020	385	+ 28.3%	420	+ 35.5%
Mar-2020	580	+ 19.6%	594	+ 17.4%
Apr-2020	409	- 19.8%	429	- 35.3%
12-Month Avg	443	+ 12.2%	431	+ 5.4%

Overall Closed Sales by Month



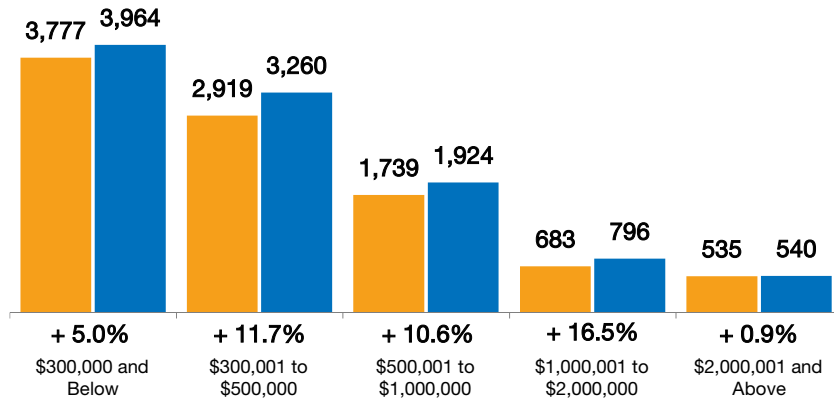
Overall Closed Sales by Price Range

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



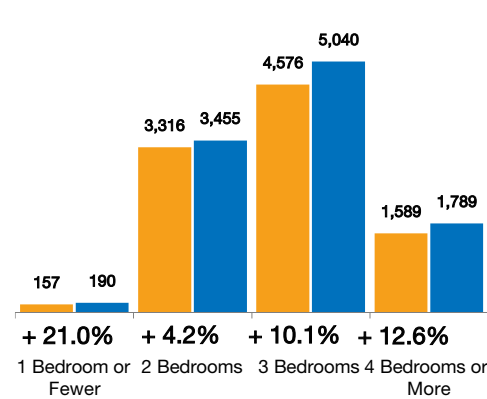
By Price Range

4-2019 4-2020



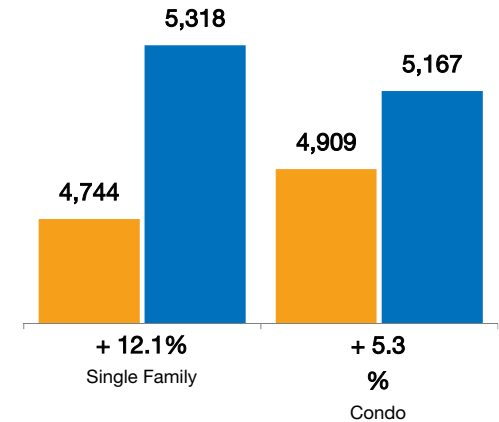
By Bedroom Count

4-2019 4-2020



By Property Type

4-2019 4-2020



All Properties

By Price Range

	4-2019	4-2020	Change
\$300,000 and Below	3,777	3,964	+ 5.0%
\$300,001 to \$500,000	2,919	3,260	+ 11.7%
\$500,001 to \$1,000,000	1,739	1,924	+ 10.6%
\$1,000,001 to \$2,000,000	683	796	+ 16.5%
\$2,000,001 and Above	535	540	+ 0.9%
All Price Ranges	9,653	10,485	+ 8.6%

Single Family

	4-2019	4-2020	Change
1 Bedroom or Fewer	157	190	+ 21.0%
2 Bedrooms	3,316	3,455	+ 4.2%
3 Bedrooms	4,576	5,040	+ 10.1%
4 Bedrooms or More	1,589	1,789	+ 12.6%
All Single Family	9,653	10,485	+ 8.6%

Condo

	4-2019	4-2020	Change
Single Family	4,744	5,318	+ 12.1%
Condo	4,909	5,167	+ 5.3%

By Bedroom Count

	4-2019	4-2020	Change
1 Bedroom or Fewer	157	190	+ 21.0%
2 Bedrooms	3,316	3,455	+ 4.2%
3 Bedrooms	4,576	5,040	+ 10.1%
4 Bedrooms or More	1,589	1,789	+ 12.6%
All Bedroom Counts	9,653	10,485	+ 8.6%

	4-2019	4-2020	Change
1 Bedroom or Fewer	22	26	+ 18.2%
2 Bedrooms	489	498	+ 1.8%
3 Bedrooms	2,728	3,105	+ 13.8%
4 Bedrooms or More	1,504	1,688	+ 12.2%
All Single Family	4,744	5,318	+ 12.1%

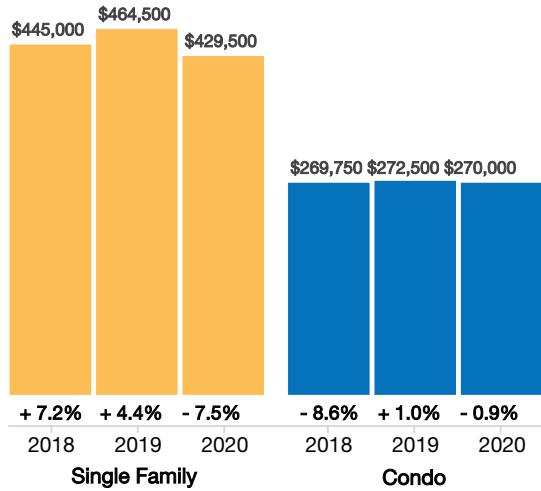
	4-2019	4-2020	Change
Single Family	4,744	5,318	+ 12.1%
Condo	4,909	5,167	+ 5.3%

Median Closed Price

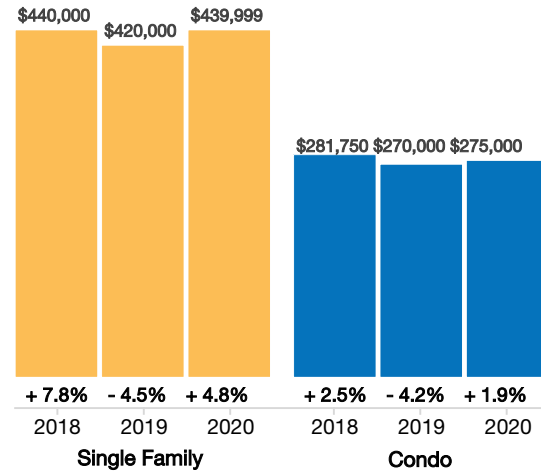


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

April



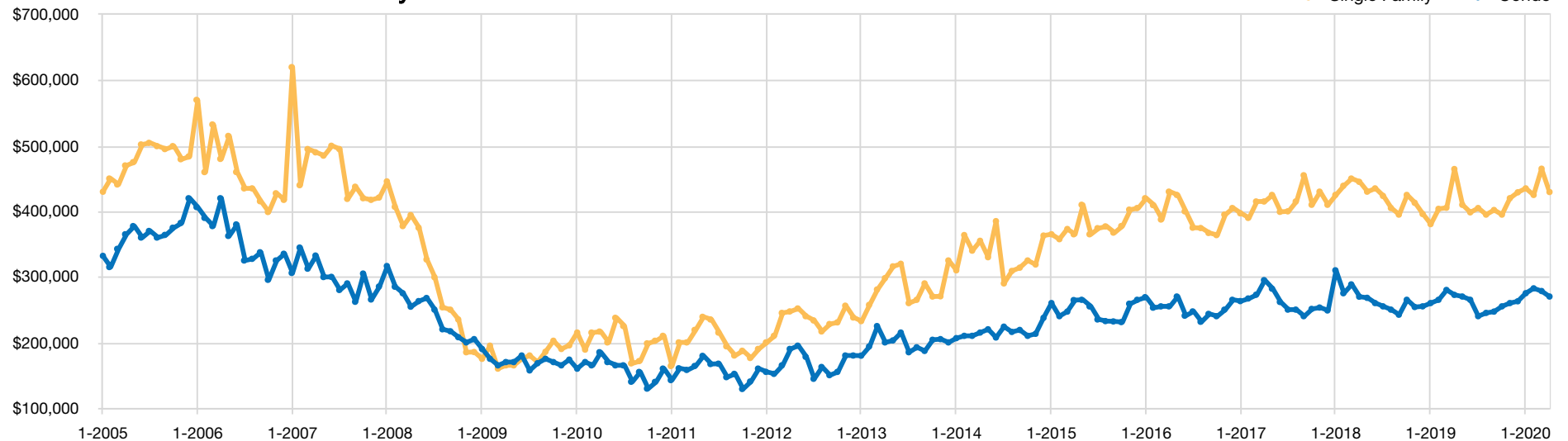
Year-to-Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2019	\$410,000	- 4.7%	\$270,000	+ 0.7%
Jun-2019	\$398,450	- 8.4%	\$265,000	+ 1.9%
Jul-2019	\$405,000	- 4.4%	\$240,000	- 5.9%
Aug-2019	\$395,000	- 2.5%	\$245,000	- 2.0%
Sep-2019	\$402,000	+ 1.8%	\$247,000	+ 2.0%
Oct-2019	\$395,000	- 7.1%	\$255,000	- 3.8%
Nov-2019	\$420,000	+ 1.7%	\$260,000	+ 2.4%
Dec-2019	\$429,000	+ 8.4%	\$262,750	+ 3.0%
Jan-2020	\$435,000	+ 14.3%	\$275,000	+ 5.8%
Feb-2020	\$425,000	+ 5.3%	\$282,500	+ 6.6%
Mar-2020	\$465,000	+ 14.7%	\$278,358	- 0.6%
Apr-2020	\$429,500	- 7.5%	\$270,000	- 0.9%
12-Month Avg*	\$420,000	+ 0.2%	\$262,500	+ 0.2%

* Median Closed Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Overall Median Closed Price by Month

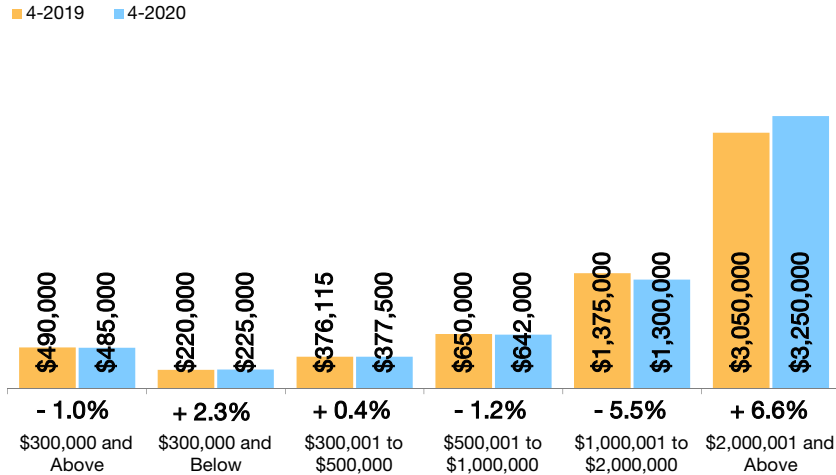


Overall Median Closed Price by Price Range

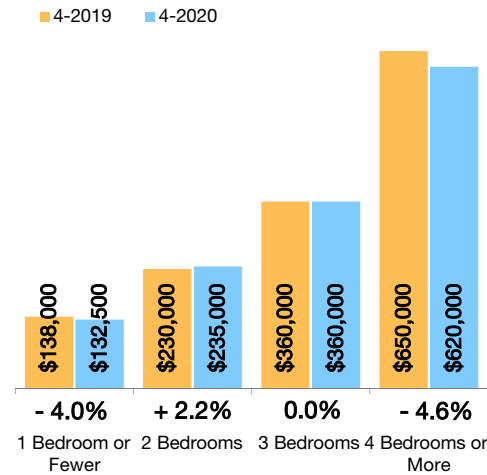
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



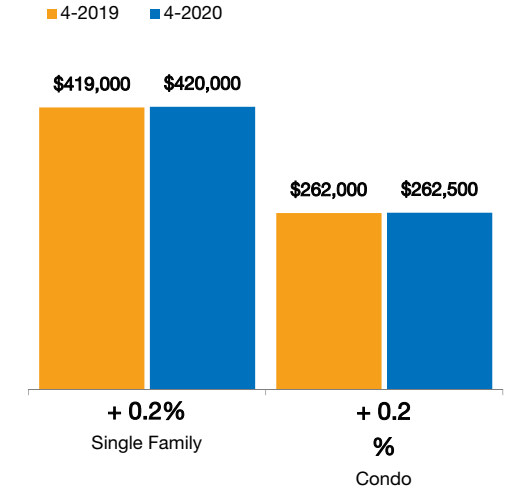
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2019	4-2020	Change
\$300,000 and Above	\$490,000	\$485,000	- 1.0%
\$300,000 and Below	\$220,000	\$225,000	+ 2.3%
\$300,001 to \$500,000	\$376,115	\$377,500	+ 0.4%
\$500,001 to \$1,000,000	\$650,000	\$642,000	- 1.2%
\$1,000,001 to \$2,000,000	\$1,375,000	\$1,300,000	- 5.5%
\$2,000,001 and Above	\$3,050,000	\$3,250,000	+ 6.6%
All Price Ranges	\$330,000	\$336,000	+ 1.8%

Single Family

4-2019	4-2020	Change	4-2019	4-2020	Change
\$499,000	\$485,000	- 2.8%	\$469,110	\$485,000	+ 3.4%
\$260,000	\$265,000	+ 1.9%	\$204,000	\$205,000	+ 0.5%
\$385,000	\$385,000	0.0%	\$360,000	\$360,000	0.0%
\$650,000	\$639,000	- 1.7%	\$675,000	\$660,000	- 2.2%
\$1,372,500	\$1,322,500	- 3.6%	\$1,375,000	\$1,300,000	- 5.5%
\$3,250,000	\$3,385,000	+ 4.2%	\$2,878,750	\$2,852,500	- 0.9%
\$419,000	\$420,000	+ 0.2%	\$262,000	\$262,500	+ 0.2%

Condo

By Bedroom Count	4-2019	4-2020	Change
1 Bedroom or Fewer	\$138,000	\$132,500	- 4.0%
2 Bedrooms	\$230,000	\$235,000	+ 2.2%
3 Bedrooms	\$360,000	\$360,000	0.0%
4 Bedrooms or More	\$650,000	\$620,000	- 4.6%
All Bedroom Counts	\$330,000	\$336,000	+ 1.8%

4-2019	4-2020	Change	4-2019	4-2020	Change
\$85,750	\$95,000	+ 10.8%	\$151,225	\$135,000	- 10.7%
\$280,000	\$286,000	+ 2.1%	\$223,000	\$225,000	+ 0.9%
\$379,000	\$383,500	+ 1.2%	\$325,000	\$315,000	- 3.1%
\$650,000	\$612,900	- 5.7%	\$1,600,000	\$1,275,000	- 20.3%
\$419,000	\$420,000	+ 0.2%	\$262,000	\$262,500	+ 0.2%

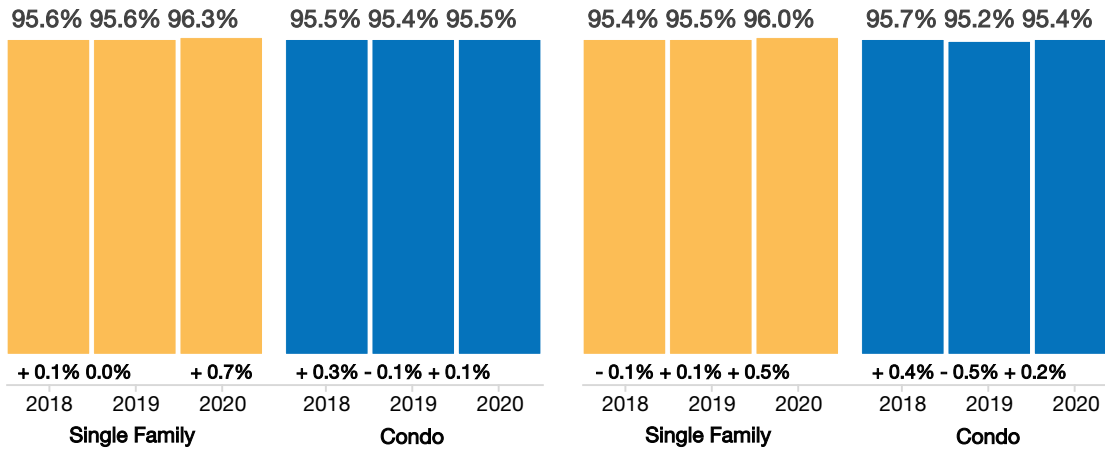
Overall Percent of Current List Price Received



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

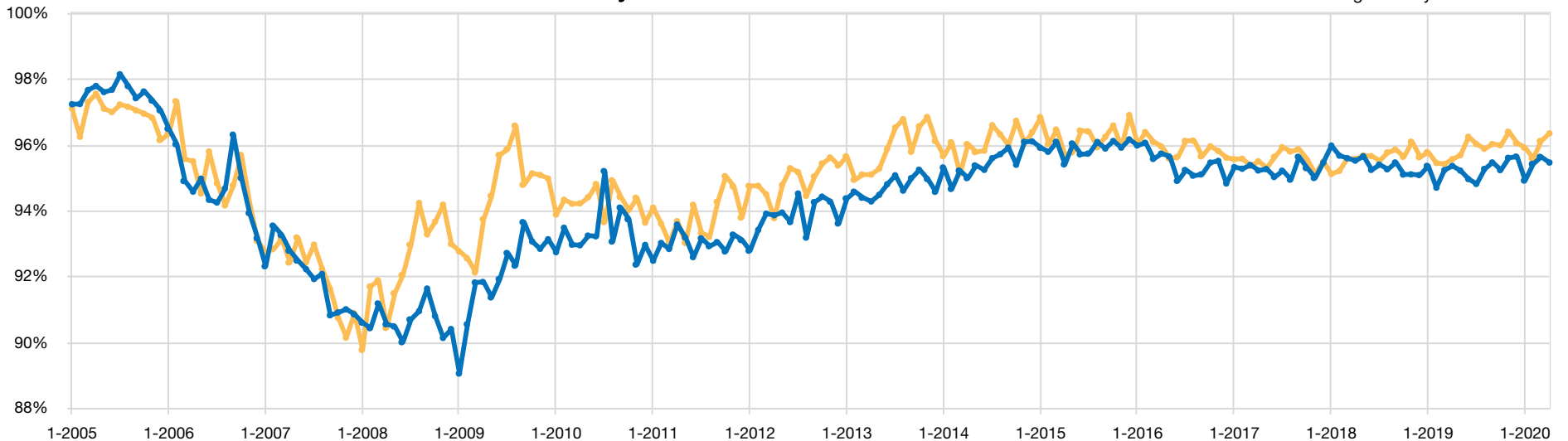
Year-to-Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2019	95.7%	0.0%	95.2%	-0.4%
Jun-2019	96.2%	+0.5%	95.0%	-0.2%
Jul-2019	96.0%	+0.5%	94.8%	-0.6%
Aug-2019	95.9%	+0.1%	95.3%	0.0%
Sep-2019	96.0%	+0.2%	95.5%	0.0%
Oct-2019	96.0%	+0.4%	95.2%	+0.1%
Nov-2019	96.4%	+0.3%	95.6%	+0.5%
Dec-2019	96.1%	+0.5%	95.6%	+0.5%
Jan-2020	95.9%	+0.1%	94.9%	-0.5%
Feb-2020	95.6%	+0.2%	95.4%	+0.7%
Mar-2020	96.1%	+0.7%	95.6%	+0.4%
Apr-2020	96.3%	+0.7%	95.5%	+0.1%
12-Month Avg*	96.0%	+0.4%	95.3%	+0.0%

* Pct. of List Price Received for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Overall Percent of Current List Price Received by Month

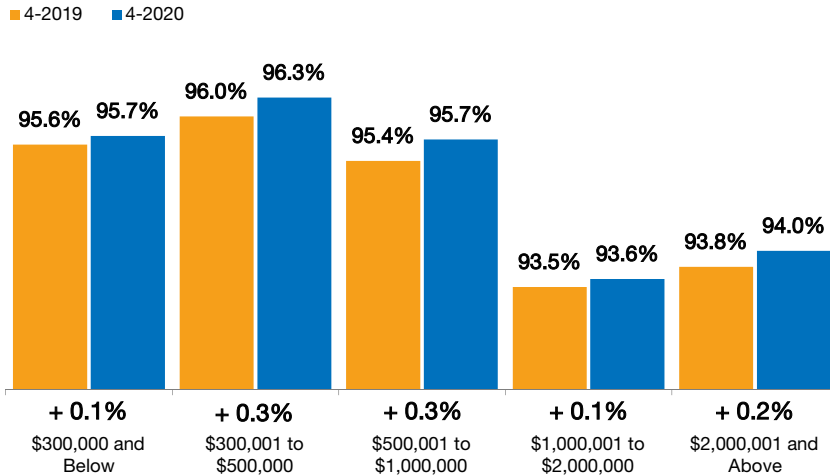


Percent of Current List Price Received by Price Range

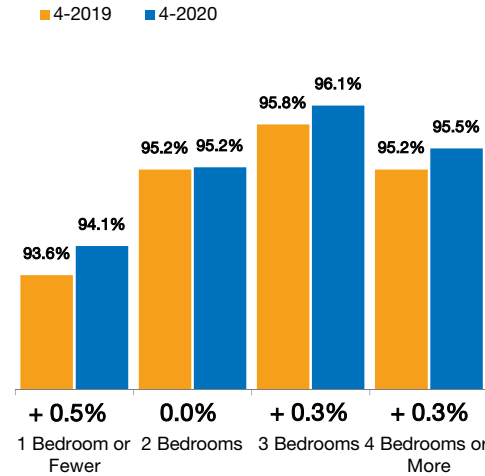
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.



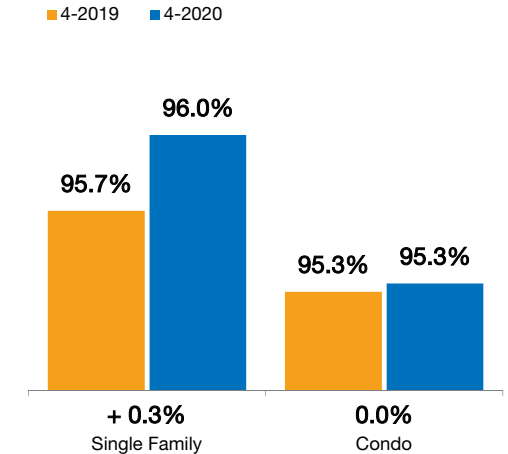
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2019	4-2020	Change
\$300,000 and Below	95.6%	95.7%	+ 0.1%
\$300,001 to \$500,000	96.0%	96.3%	+ 0.3%
\$500,001 to \$1,000,000	95.4%	95.7%	+ 0.3%
\$1,000,001 to \$2,000,000	93.5%	93.6%	+ 0.1%
\$2,000,001 and Above	93.8%	94.0%	+ 0.2%
All Price Ranges	95.5%	95.7%	+ 0.2%

Single Family

	4-2019	4-2020	Change
1 Bedroom or Fewer	93.6%	94.1%	+ 0.5%
2 Bedrooms	95.2%	95.2%	0.0%
3 Bedrooms	95.8%	96.1%	+ 0.3%
4 Bedrooms or More	95.2%	95.5%	+ 0.3%
All Bedroom Counts	95.5%	95.7%	+ 0.2%

Condo

	4-2019	4-2020	Change
1 Bedroom or Fewer	90.4%	93.1%	+ 3.0%
2 Bedrooms	94.5%	94.8%	+ 0.3%
3 Bedrooms	96.1%	96.5%	+ 0.4%
4 Bedrooms or More	95.2%	95.5%	+ 0.3%
All Bedroom Counts	95.7%	96.0%	+ 0.3%

By Bedroom Count

4-2019	4-2020	Change
95.2%	95.3%	+ 0.1%
95.7%	95.8%	+ 0.1%
95.3%	95.1%	- 0.2%
94.1%	94.3%	+ 0.2%
94.5%	94.7%	+ 0.2%
95.3%	95.3%	0.0%

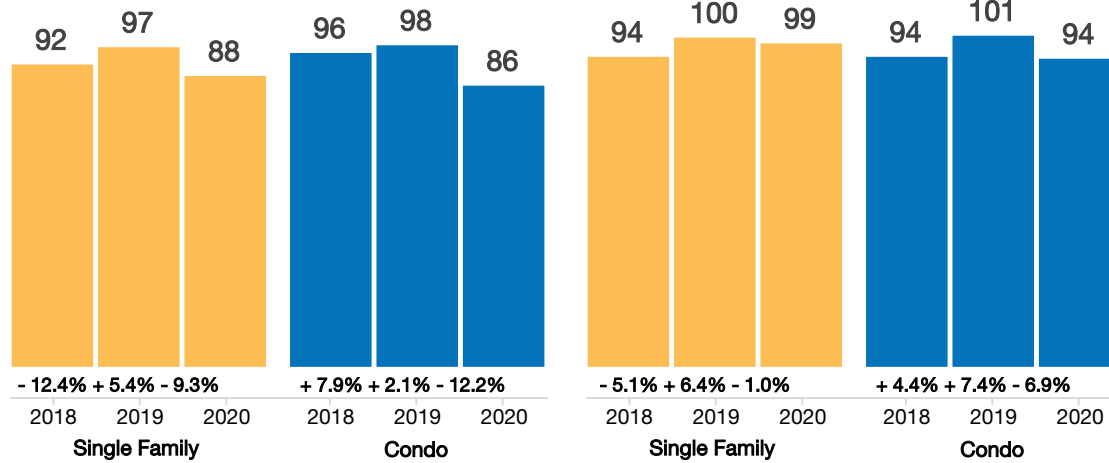
4-2019	4-2020	Change
96.5%	96.8%	+ 0.3%
96.2%	96.6%	+ 0.4%
95.4%	96.0%	+ 0.6%
93.1%	93.2%	+ 0.1%
93.6%	93.8%	+ 0.2%
95.7%	96.0%	+ 0.3%

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.



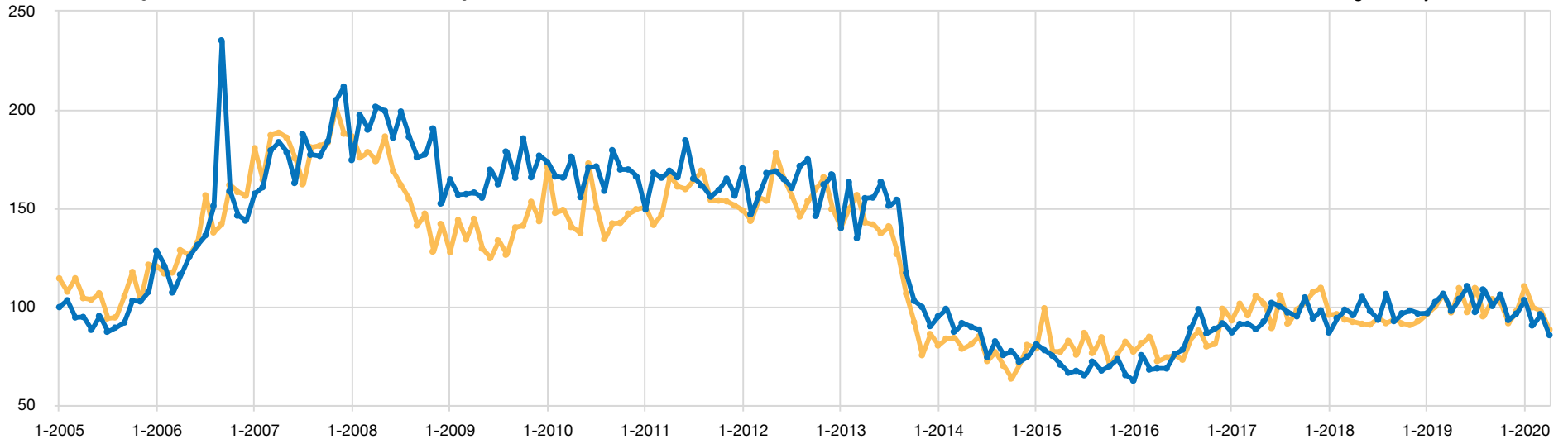
April



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2019	109	+ 19.8%	104	- 1.0%
Jun-2019	97	+ 6.6%	110	+ 12.2%
Jul-2019	109	+ 16.0%	97	+ 4.3%
Aug-2019	95	+ 3.3%	109	+ 2.8%
Sep-2019	104	+ 10.6%	100	+ 7.5%
Oct-2019	102	+ 12.1%	106	+ 9.3%
Nov-2019	92	+ 1.1%	93	- 5.1%
Dec-2019	98	+ 5.4%	96	0.0%
Jan-2020	110	+	103	+ 6.2%
Feb-2020	100	14.6%	90	- 11.8%
Mar-2020	98	- 0.8%	96	- 10.3%
Apr-2020	88	- 9.3%	86	- 12.2%
12-Month Avg*	100	+ 5.9%	99	- 0.2%

* Days on Market for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month



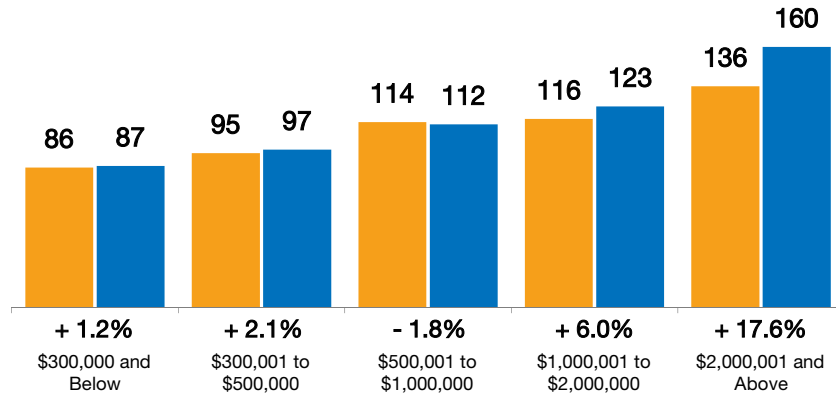
Overall Days on Market Until Sale by Price Range



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

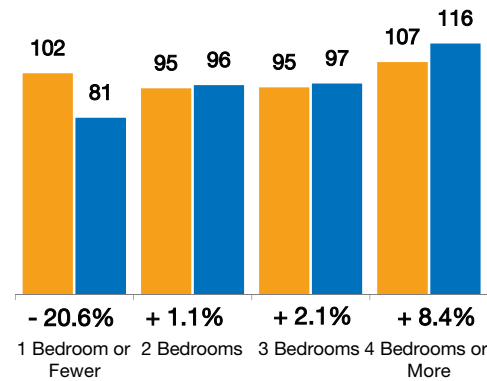
By Price Range

4-2019 4-2020



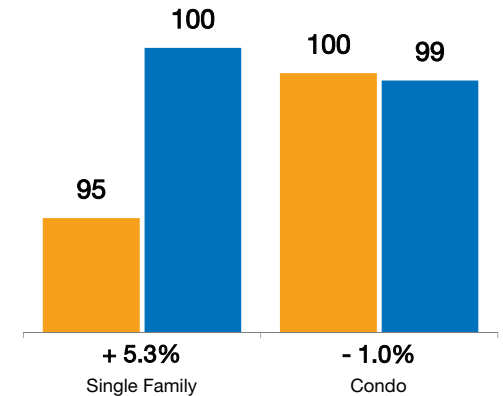
By Bedroom Count

4-2019 4-2020



By Property Type

4-2019 4-2020



All Properties

By Price Range

	4-2019	4-2020	Change
\$300,000 and Below	86	87	+ 1.2%
\$300,001 to \$500,000	95	97	+ 2.1%
\$500,001 to \$1,000,000	114	112	- 1.8%
\$1,000,001 to \$2,000,000	116	123	+ 6.0%
\$2,000,001 and Above	136	160	+ 17.6%
All Price Ranges	97	100	+ 3.1%

Single Family

	4-2019	4-2020	Change
1 Bedroom or Fewer	69	73	+ 5.8%
2 Bedrooms	91	95	+ 4.4%
3 Bedrooms	107	111	+ 3.7%
4 Bedrooms or More	117	123	+ 5.1%
All Single Family	95	100	+ 5.3%

Condo

	4-2019	4-2020	Change
1 Bedroom or Fewer	93	92	- 1.1%
2 Bedrooms	102	101	- 1.0%
3 Bedrooms	126	114	- 9.5%
4 Bedrooms or More	114	123	+ 7.9%
All Condo	100	99	- 1.0%

By Bedroom Count

	4-2019	4-2020	Change
1 Bedroom or Fewer	102	81	- 20.6%
2 Bedrooms	95	96	+ 1.1%
3 Bedrooms	95	97	+ 2.1%
4 Bedrooms or More	107	116	+ 8.4%
All Bedroom Counts	97	100	+ 3.1%

	4-2019	4-2020	Change
1 Bedroom or Fewer	134	117	- 12.7%
2 Bedrooms	87	93	+ 6.9%
3 Bedrooms	89	93	+ 4.5%
4 Bedrooms or More	107	116	+ 8.4%
All Single Family	95	100	+ 5.3%

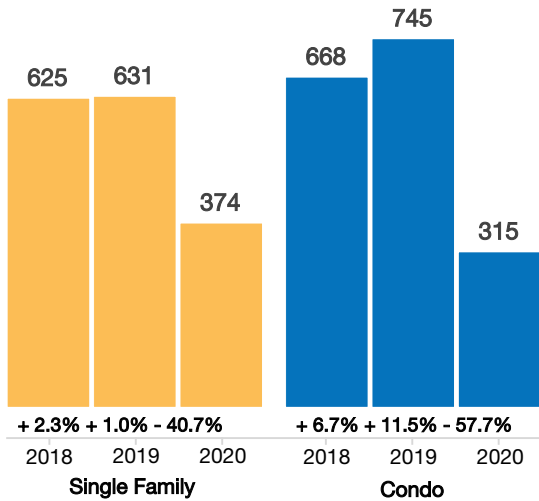
	4-2019	4-2020	Change
1 Bedroom or Fewer	97	76	- 21.6%
2 Bedrooms	96	97	+ 0.8%
3 Bedrooms	104	104	- 0.6%
4 Bedrooms or More	117	109	- 6.7%
All Condo	100	99	- 1.0%

Overall New Listings

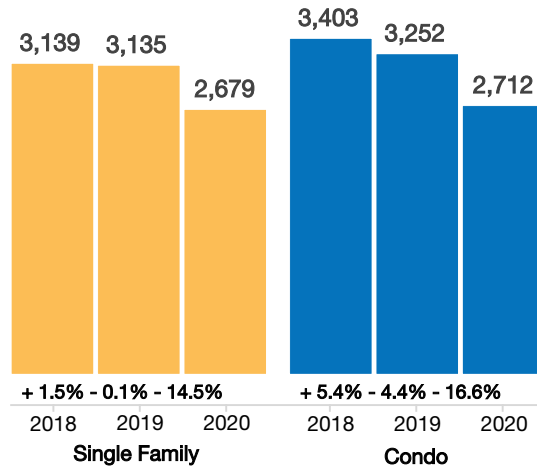
A count of the properties that have been newly listed on the market in a given month.



April

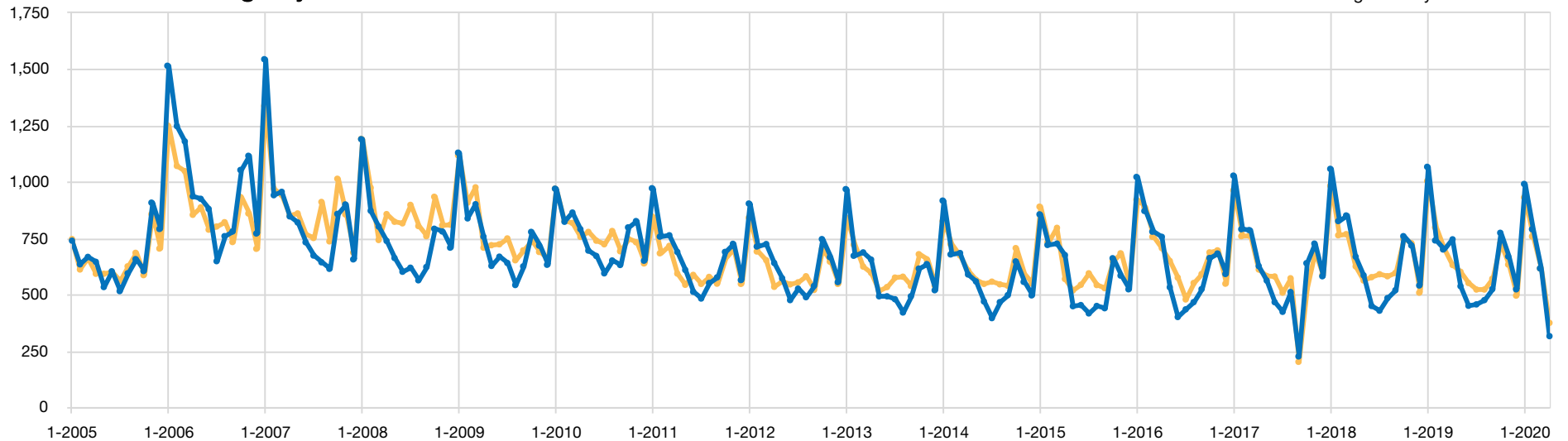


Year-to-Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2019	601	+ 6.9%	537	- 8.2%
Jun-2019	551	- 4.5%	450	+ 0.2%
Jul-2019	522	- 11.5%	456	+ 6.5%
Aug-2019	522	- 10.2%	475	- 1.9%
Sep-2019	570	- 4.4%	524	+ 1.0%
Oct-2019	728	- 2.5%	774	+ 2.0%
Nov-2019	633	- 13.0%	669	- 6.8%
Dec-2019	495	- 2.6%	523	- 3.1%
Jan-2020	931	- 7.3%	991	- 7.1%
Feb-2020	758	- 5.0%	790	+ 6.8%
Mar-2020	616	- 12.3%	616	- 12.0%
Apr-2020	374	- 40.7%	315	- 57.7%
12-Month Avg	608	- 9.1%	593	- 8.1%

Overall New Listings by Month

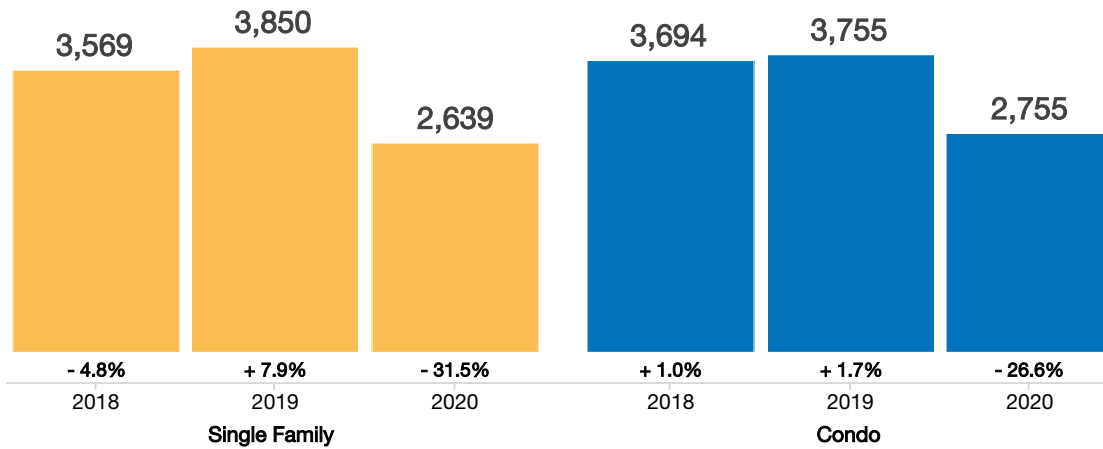


Overall Inventory of Homes for Sale

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

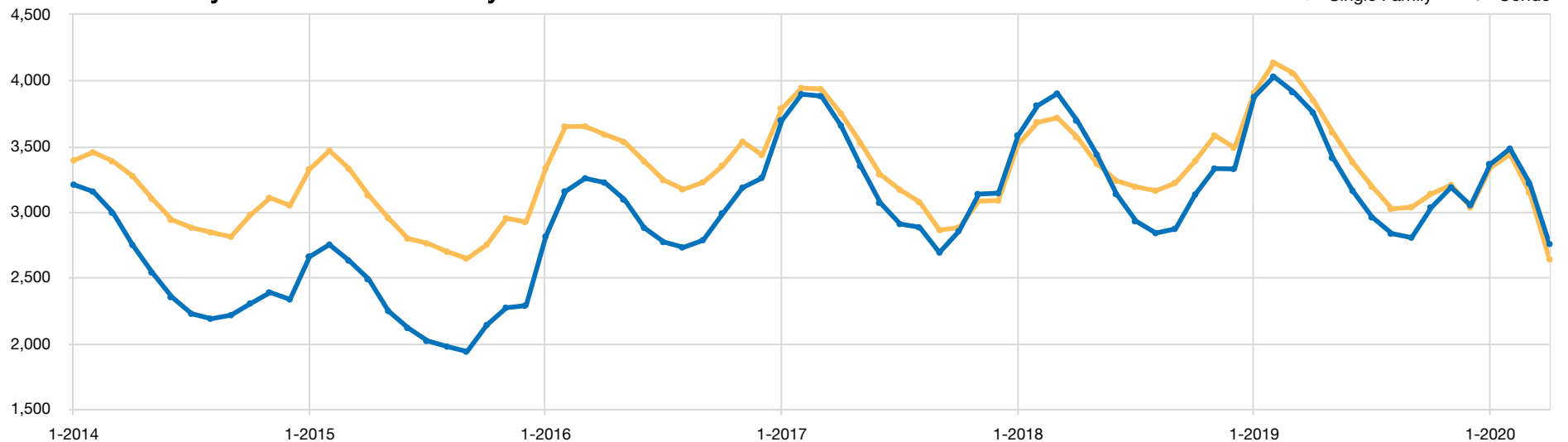


April



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2019	3,605	+ 7.1%	3,410	- 0.8%
Jun-2019	3,377	+ 4.4%	3,160	+ 0.8%
Jul-2019	3,191	+ 0.0%	2,958	+ 1.0%
Aug-2019	3,022	- 4.4%	2,834	- 0.1%
Sep-2019	3,035	- 5.7%	2,803	- 2.3%
Oct-2019	3,136	- 7.4%	3,033	- 3.2%
Nov-2019	3,204	- 10.5%	3,186	- 4.3%
Dec-2019	3,033	- 13.0%	3,050	- 8.3%
Jan-2020	3,335	- 14.6%	3,363	- 13.2%
Feb-2020	3,438	- 16.9%	3,481	- 13.6%
Mar-2020	3,146	- 22.4%	3,217	- 17.7%
Apr-2020	2,639	- 31.5%	2,755	- 26.6%
12-Month Avg	3,180	- 10.4%	3,104	- 8.2%

Overall Inventory of Homes for Sale by Month

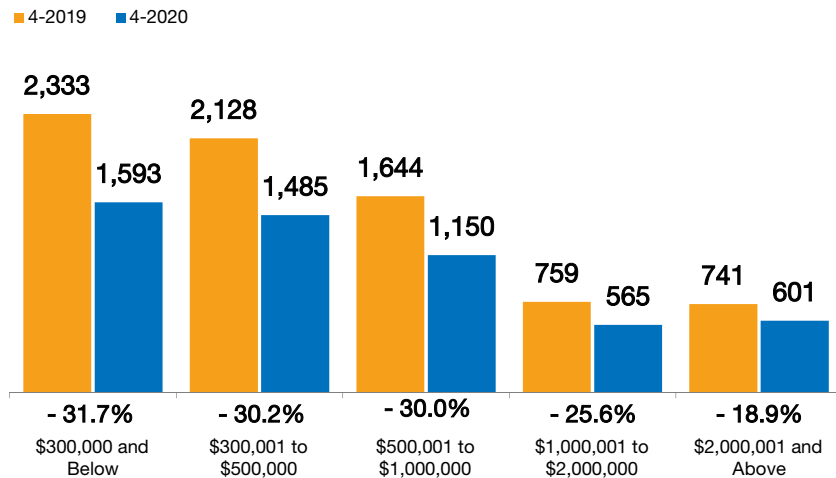


Overall Inventory of Homes for Sale by Price Range

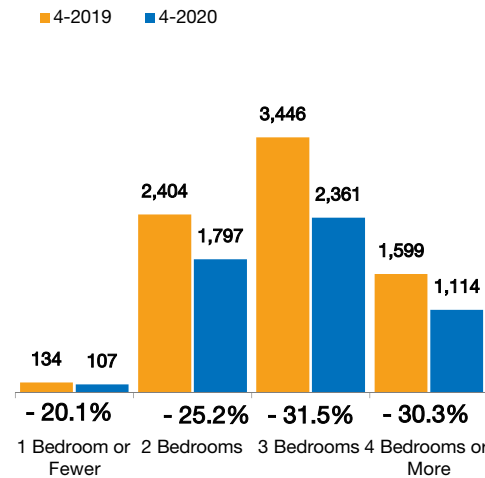


The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

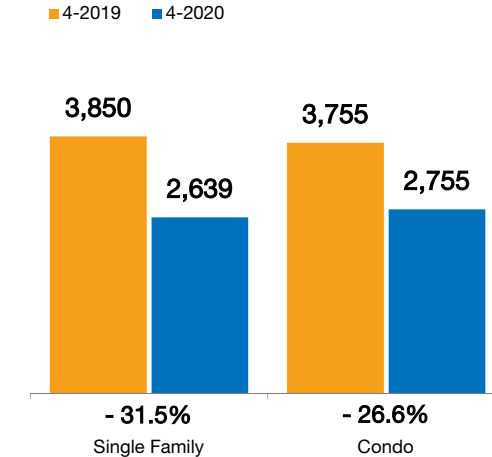
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range

	4-2019	4-2020	Change
\$300,000 and Below	2,333	1,593	- 31.7%
\$300,001 to \$500,000	2,128	1,485	- 30.2%
\$500,001 to \$1,000,000	1,644	1,150	- 30.0%
\$1,000,001 to \$2,000,000	759	565	- 25.6%
\$2,000,001 and Above	741	601	- 18.9%
All Price Ranges	7,605	5,394	- 29.1%

Single Family

	4-2019	4-2020	Change
1 Bedroom or Fewer	501	292	- 41.7%
2 Bedrooms	1,268	773	- 39.0%
3 Bedrooms	1,050	764	- 27.2%
4 Bedrooms or More	467	358	- 23.3%
All Single Family	3,850	2,639	- 31.5%

Condo

	4-2019	4-2020	Change
1 Bedroom or Fewer	1832	1301	- 29.0%
2 Bedrooms	860	712	- 17.2%
3 Bedrooms	594	386	- 35.0%
4 Bedrooms or More	292	207	- 29.1%
All Condo	3,755	2,755	- 26.6%

By Bedroom Count

	4-2019	4-2020	Change
1 Bedroom or Fewer	134	107	- 20.1%
2 Bedrooms	2,404	1,797	- 25.2%
3 Bedrooms	3,446	2,361	- 31.5%
4 Bedrooms or More	1,599	1,114	- 30.3%
All Bedroom Counts	7,605	5,394	- 29.1%

	4-2019	4-2020	Change
1 Bedroom or Fewer	28	23	- 17.9%
2 Bedrooms	332	234	- 29.5%
3 Bedrooms	1,998	1,344	- 32.7%
4 Bedrooms or More	1,487	1,034	- 30.5%
All Single Family	3,850	2,639	- 31.5%

Listing and Sales Summary Report= April 2020



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Apr-20	Apr-19	% Change	Apr-20	Apr-19	% Change	Apr-20	Apr-19	% Change	Apr-20	Apr-19	% Change
Overall Naples Market*	\$340,000	\$339,000	+0.3%	838	1173	-28.6%	5,394	7,605	-29.1%	87	98	-11.2%
Collier County	\$356,465	\$358,500	-0.6%	908	1286	-29.4%	6,059	8,486	-28.6%	91	100	-9.0%
Ave Maria	\$303,500	\$290,000	+4.7%	16	14	+14.3%	84	100	-16.0%	104	88	+18.2%
Central Naples	\$277,500	\$248,000	+11.9%	116	182	-36.3%	671	980	-31.5%	82	85	-3.5%
East Naples	\$325,900	\$325,000	+0.3%	201	229	-12.2%	1,041	1,471	-29.2%	87	98	-11.2%
Everglades City	\$50,000	--	--	1	0	--	9	7	+28.6%	39	--	--
Immokalee	\$197,900	\$150,000	+31.9%	4	7	-42.9%	10	30	-66.7%	53	84	-36.9%
Immokalee / Ave Maria	\$294,500	\$255,000	+15.5%	20	21	-4.8%	94	129	-27.1%	93	87	+6.9%
Naples	\$345,000	\$343,000	+0.6%	818	1153	-29.1%	5,301	7,476	-29.1%	87	98	-11.2%
Naples Beach	\$743,000	\$882,500	-15.8%	130	240	-45.8%	1,292	1,733	-25.4%	96	105	-8.6%
North Naples	\$387,500	\$410,000	-5.5%	239	273	-12.5%	1,367	2,043	-33.1%	85	106	-19.8%
South Naples	\$271,450	\$235,000	+15.5%	132	228	-42.1%	929	1,249	-25.6%	86	89	-3.4%
34102	\$965,000	\$1,038,000	-7.0%	46	68	-32.4%	439	585	-25.0%	95	111	-14.4%
34103	\$745,000	\$900,000	-17.2%	30	71	-57.7%	366	469	-22.0%	85	115	-26.1%
34104	\$215,000	\$210,000	+2.4%	51	75	-32.0%	318	445	-28.5%	84	82	+2.4%
34105	\$337,500	\$295,000	+14.4%	48	79	-39.2%	273	401	-31.9%	89	98	-9.2%
34108	\$610,000	\$750,000	-18.7%	54	101	-46.5%	487	679	-28.3%	103	94	+9.6%
34109	\$422,500	\$347,250	+21.7%	54	80	-32.5%	305	475	-35.8%	85	88	-3.4%
34110	\$315,000	\$450,000	-30.0%	81	85	-4.7%	542	772	-29.8%	92	121	-24.0%
34112	\$227,500	\$199,000	+14.3%	70	120	-41.7%	443	620	-28.5%	63	85	-25.9%
34113	\$317,500	\$305,500	+3.9%	62	108	-42.6%	486	629	-22.7%	111	94	+18.1%
34114	\$339,500	\$335,000	+1.3%	72	108	-33.3%	502	666	-24.6%	100	106	-5.7%
34116	\$293,000	\$279,500	+4.8%	17	28	-39.3%	80	134	-40.3%	55	57	-3.5%
34117	\$314,000	\$329,500	-4.7%	18	22	-18.2%	87	152	-42.8%	53	89	-40.4%
34119	\$388,750	\$427,500	-9.1%	104	108	-3.7%	519	794	-34.6%	79	109	-27.5%
34120	\$325,000	\$306,000	+6.2%	111	99	+12.1%	452	653	-30.8%	84	91	-7.7%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$294,500	\$255,000	+15.5%	20	21	-4.8%	94	129	-27.1%	93	87	+6.9%

* Overall Naples Market is defined as Collier County, excluding Marco Island.

Local Market Update – April 2020

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Naples Beach

34102, 34103, 34108

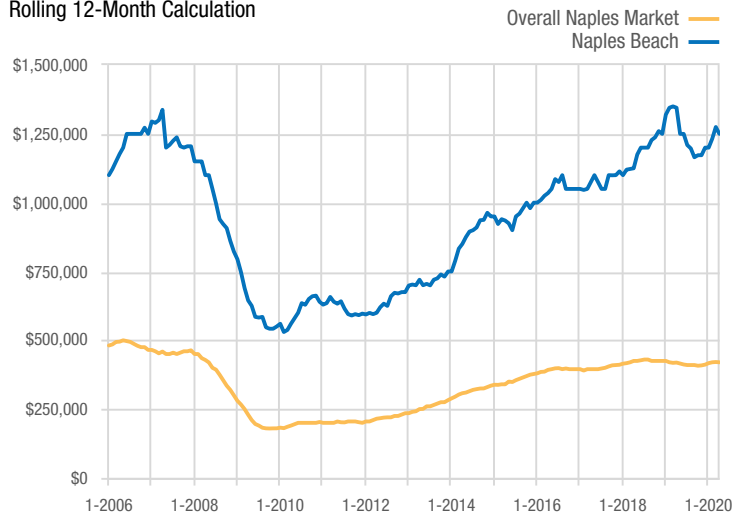
Single Family	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	88	60	- 31.8%	521	423	- 18.8%
Closed Sales	96	42	- 56.3%	244	259	+ 6.1%
Days on Market Until Sale	110	90	- 18.2%	118	126	+ 6.8%
Median Closed Price*	\$1,410,000	\$1,250,000	- 11.3%	\$1,525,000	\$1,812,500	+ 18.9%
Average Closed Price*	\$2,427,127	\$2,280,213	- 6.1%	\$2,447,538	\$2,458,024	+ 0.4%
Percent of Current List Price Received*	93.8%	93.1%	- 0.7%	93.9%	93.7%	- 0.2%
Inventory of Homes for Sale	733	541	- 26.2%	—	—	—
Months Supply of Inventory	13.4	8.9	- 33.6%	—	—	—

Condo	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	173	58	- 66.5%	779	653	- 16.2%
Closed Sales	144	88	- 38.9%	386	435	+ 12.7%
Days on Market Until Sale	102	99	- 2.9%	104	109	+ 4.8%
Median Closed Price*	\$696,250	\$637,500	- 8.4%	\$741,250	\$690,000	- 6.9%
Average Closed Price*	\$1,100,867	\$743,988	- 32.4%	\$1,056,790	\$1,016,669	- 3.8%
Percent of Current List Price Received*	94.9%	94.2%	- 0.7%	94.7%	94.5%	- 0.2%
Inventory of Homes for Sale	1,000	751	- 24.9%	—	—	—
Months Supply of Inventory	11.6	8.0	- 31.0%	—	—	—

* 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.

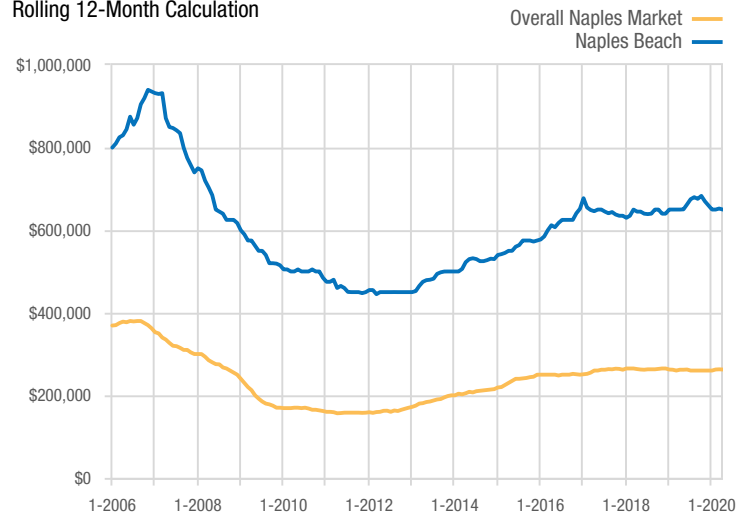
Median Closed Price - Single Family

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 – April 2020

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North Naples

34109, 34110, 34119

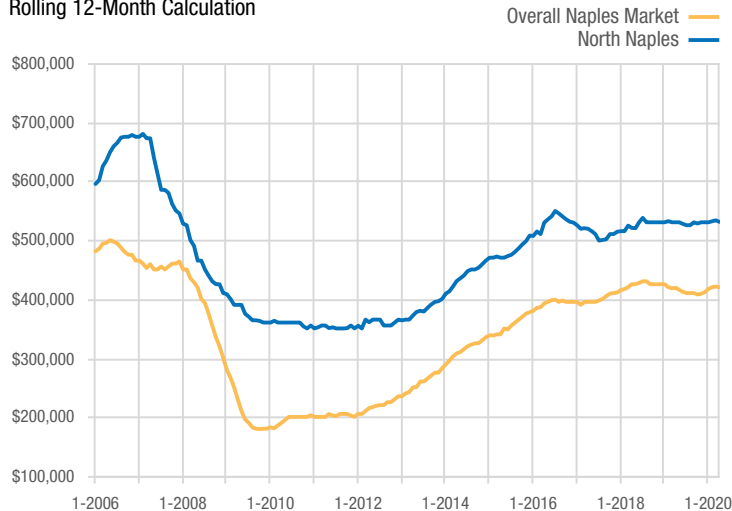
Single Family	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	160	74	- 53.8%	806	636	- 21.1%
Closed Sales	115	105	- 8.7%	373	403	+ 8.0%
Days on Market Until Sale	106	97	- 8.5%	104	94	- 9.6%
Median Closed Price*	\$540,000	\$537,000	- 0.6%	\$550,000	\$555,000	+ 0.9%
Average Closed Price*	\$763,001	\$750,117	- 1.7%	\$779,941	\$807,568	+ 3.5%
Percent of Current List Price Received*	95.5%	95.5%	0.0%	95.1%	95.7%	+ 0.6%
Inventory of Homes for Sale	1,053	653	- 38.0%	—	—	—
Months Supply of Inventory	10.4	5.8	- 44.2%	—	—	—

Condo	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	198	105	- 47.0%	866	730	- 15.7%
Closed Sales	158	134	- 15.2%	454	502	+ 10.6%
Days on Market Until Sale	107	75	- 29.9%	108	82	- 24.1%
Median Closed Price*	\$282,500	\$269,500	- 4.6%	\$278,750	\$270,000	- 3.1%
Average Closed Price*	\$423,192	\$362,196	- 14.4%	\$374,212	\$380,507	+ 1.7%
Percent of Current List Price Received*	95.7%	96.0%	+ 0.3%	95.4%	95.9%	+ 0.5%
Inventory of Homes for Sale	990	714	- 27.9%	—	—	—
Months Supply of Inventory	8.6	5.8	- 32.6%	—	—	—

* 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.

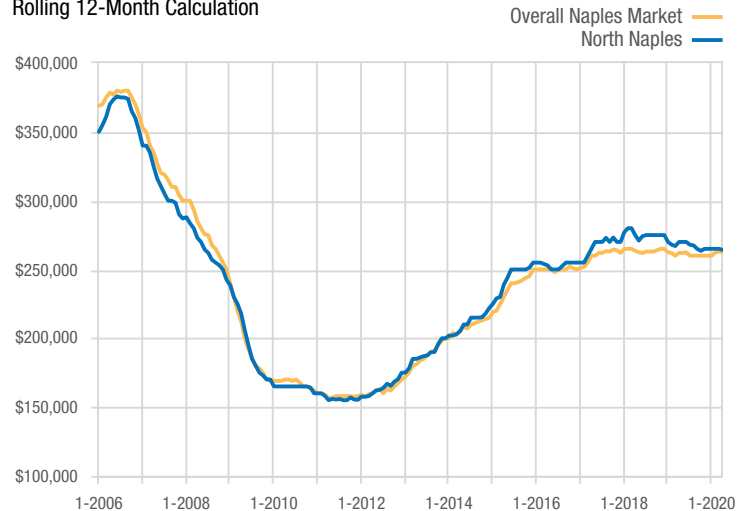
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

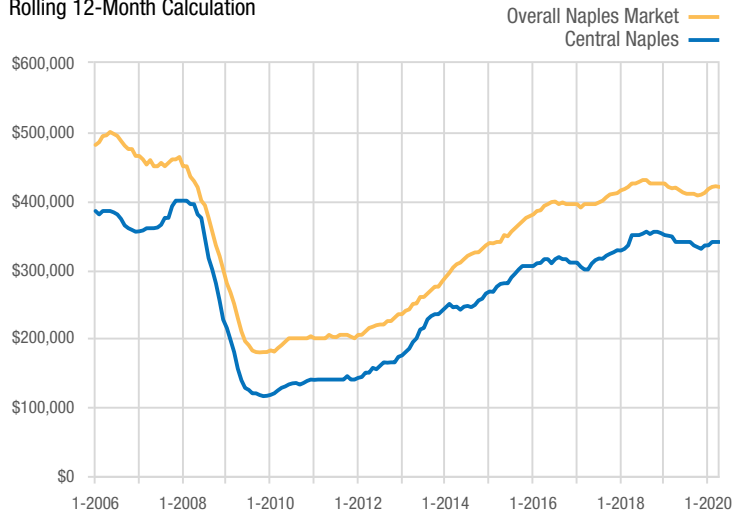
Single Family	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	85	45	- 47.1%	427	344	- 19.4%
Closed Sales	69	54	- 21.7%	230	244	+ 6.1%
Days on Market Until Sale	68	78	+ 14.7%	87	96	+ 10.3%
Median Closed Price*	\$410,000	\$372,750	- 9.1%	\$342,500	\$358,950	+ 4.8%
Average Closed Price*	\$842,220	\$671,596	- 20.3%	\$602,836	\$583,455	- 3.2%
Percent of Current List Price Received*	95.7%	95.2%	- 0.5%	96.0%	95.8%	- 0.2%
Inventory of Homes for Sale	481	304	- 36.8%	—	—	—
Months Supply of Inventory	8.4	4.9	- 41.7%	—	—	—

Condo	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	106	42	- 60.4%	471	394	- 16.3%
Closed Sales	113	62	- 45.1%	297	256	- 13.8%
Days on Market Until Sale	95	85	- 10.5%	98	82	- 16.3%
Median Closed Price*	\$192,000	\$199,000	+ 3.6%	\$185,000	\$195,000	+ 5.4%
Average Closed Price*	\$227,823	\$216,152	- 5.1%	\$221,921	\$219,679	- 1.0%
Percent of Current List Price Received*	95.4%	95.3%	- 0.1%	95.2%	95.4%	+ 0.2%
Inventory of Homes for Sale	499	367	- 26.5%	—	—	—
Months Supply of Inventory	6.9	5.7	- 17.4%	—	—	—

* 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.

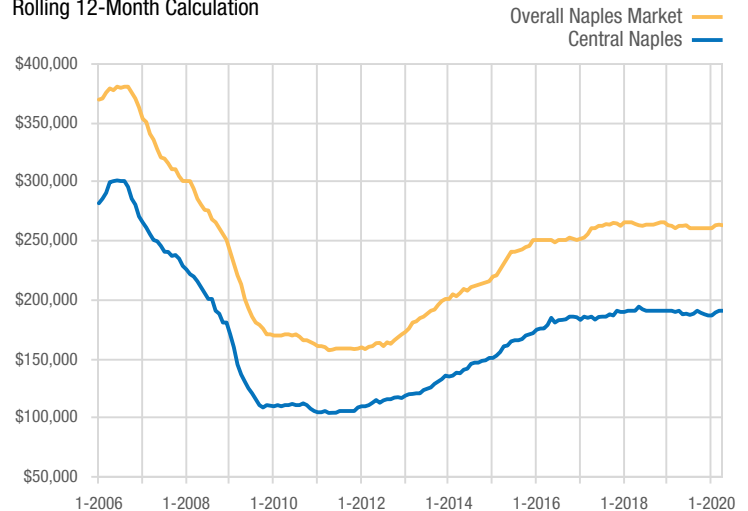
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Local Market Update – April 2020

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South Naples

34112, 34113

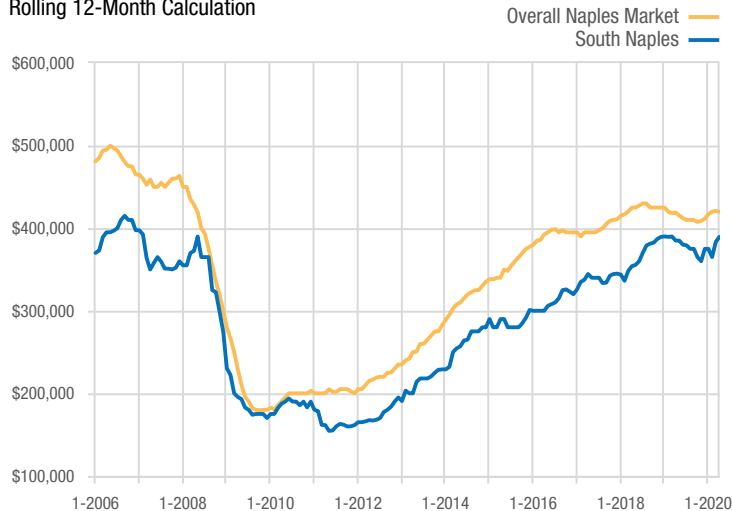
Single Family	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	83	49	- 41.0%	406	379	- 6.7%
Closed Sales	72	40	- 44.4%	204	199	- 2.5%
Days on Market Until Sale	83	77	- 7.2%	94	100	+ 6.4%
Median Closed Price*	\$355,000	\$442,500	+ 24.6%	\$387,450	\$425,000	+ 9.7%
Average Closed Price*	\$493,452	\$569,312	+ 15.4%	\$482,691	\$541,895	+ 12.3%
Percent of Current List Price Received*	95.4%	96.2%	+ 0.8%	94.7%	95.8%	+ 1.2%
Inventory of Homes for Sale	449	366	- 18.5%	—	—	—
Months Supply of Inventory	9.5	7.4	- 22.1%	—	—	—

Condo	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	168	63	- 62.5%	743	583	- 21.5%
Closed Sales	156	92	- 41.0%	388	394	+ 1.5%
Days on Market Until Sale	92	90	- 2.2%	92	98	+ 6.5%
Median Closed Price*	\$209,500	\$215,000	+ 2.6%	\$213,500	\$222,500	+ 4.2%
Average Closed Price*	\$230,668	\$250,883	+ 8.8%	\$238,066	\$256,246	+ 7.6%
Percent of List Current Price Received*	94.8%	95.3%	+ 0.5%	95.1%	95.4%	+ 0.3%
Inventory of Homes for Sale	800	563	- 29.6%	—	—	—
Months Supply of Inventory	9.6	5.9	- 38.5%	—	—	—

* 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.

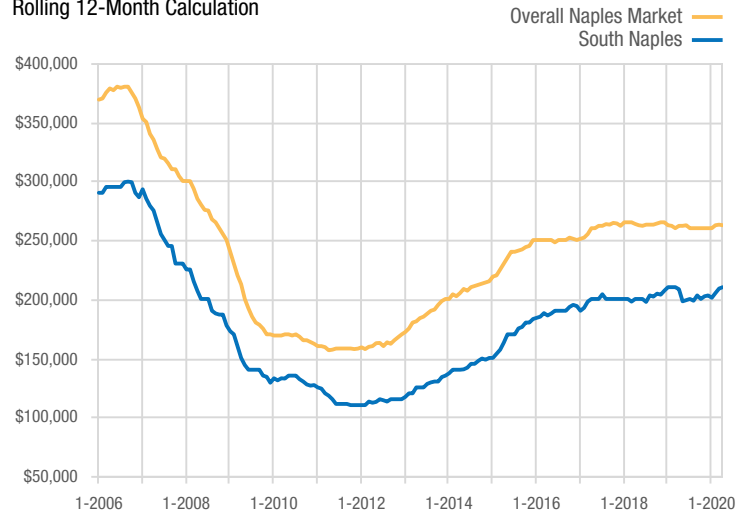
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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East Naples

34114, 34117, 34120, 34137

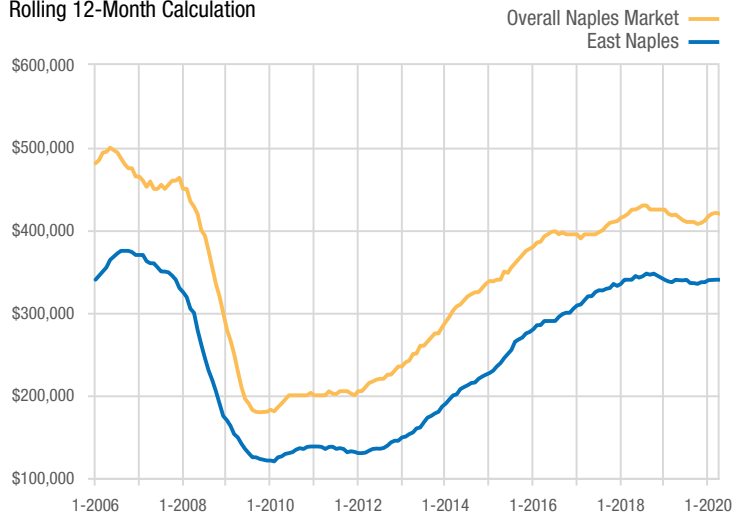
Single Family	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	188	138	- 26.6%	874	824	- 5.7%
Closed Sales	139	149	+ 7.2%	518	582	+ 12.4%
Days on Market Until Sale	105	87	- 17.1%	99	92	- 7.1%
Median Closed Price*	\$369,900	\$345,000	- 6.7%	\$337,000	\$345,000	+ 2.4%
Average Closed Price*	\$463,017	\$413,880	- 10.6%	\$419,954	\$413,973	- 1.4%
Percent of Current List Price Received*	96.7%	98.1%	+ 1.4%	96.6%	97.2%	+ 0.6%
Inventory of Homes for Sale	1,016	698	- 31.3%	—	—	—
Months Supply of Inventory	8.3	4.8	- 42.2%	—	—	—

Condo	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	97	44	- 54.6%	384	340	- 11.5%
Closed Sales	90	52	- 42.2%	223	218	- 2.2%
Days on Market Until Sale	88	85	- 3.4%	98	98	0.0%
Median Closed Price*	\$282,500	\$286,000	+ 1.2%	\$275,000	\$269,385	- 2.0%
Average Closed Price*	\$278,187	\$285,405	+ 2.6%	\$278,279	\$280,534	+ 0.8%
Percent of Current List Price Received*	96.3%	96.7%	+ 0.4%	95.8%	96.0%	+ 0.2%
Inventory of Homes for Sale	455	343	- 24.6%	—	—	—
Months Supply of Inventory	9.2	6.5	- 29.3%	—	—	—

* 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.

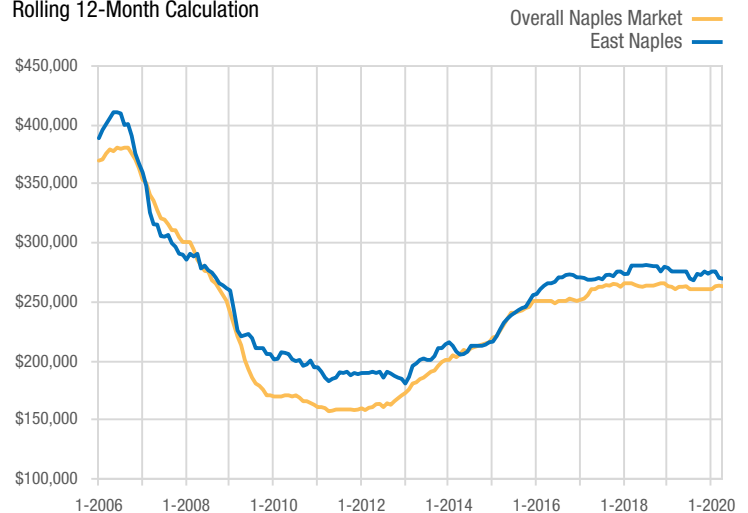
Median Closed Price - Single Family

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 – April 2020

A Research Tool Provided by Naples Area Board of REALTORS®



Immokalee / Ave Maria

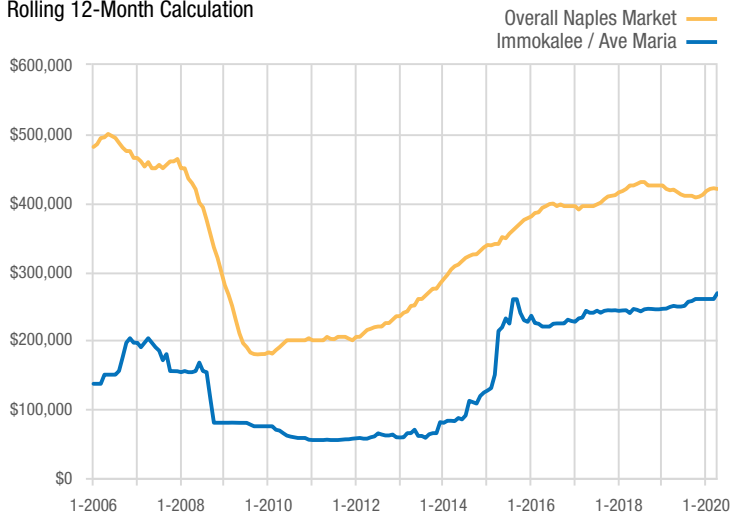
Single Family	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	27	8	- 70.4%	101	73	- 27.7%
Closed Sales	19	19	0.0%	44	60	+ 36.4%
Days on Market Until Sale	79	96	+ 21.5%	94	91	- 3.2%
Median Closed Price*	\$255,000	\$299,000	+ 17.3%	\$252,500	\$277,500	+ 9.9%
Average Closed Price*	\$255,791	\$292,952	+ 14.5%	\$270,432	\$281,974	+ 4.3%
Percent of Current List Price Received*	96.6%	98.2%	+ 1.7%	96.7%	97.8%	+ 1.1%
Inventory of Homes for Sale	118	77	- 34.7%	—	—	—
Months Supply of Inventory	9.6	5.4	- 43.8%	—	—	—

Condo	April			Year-to-Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
Key Metrics						
New Listings	3	3	0.0%	9	12	+ 33.3%
Closed Sales	2	1	- 50.0%	7	5	- 28.6%
Days on Market Until Sale	157	54	- 65.6%	213	74	- 65.3%
Median Closed Price*	\$258,000	\$255,000	- 1.2%	\$200,000	\$266,000	+ 33.0%
Average Closed Price*	\$258,000	\$255,000	- 1.2%	\$197,061	\$256,143	+ 30.0%
Percent of Current List Price Received*	96.6%	91.1%	- 5.7%	98.4%	97.5%	- 0.9%
Inventory of Homes for Sale	11	17	+ 54.5%	—	—	—
Months Supply of Inventory	6.5	8.1	+ 24.6%	—	—	—

* 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.

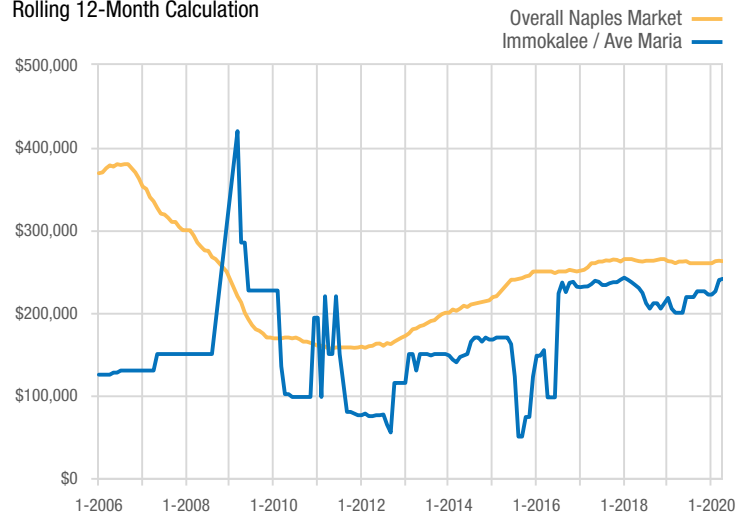
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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