



Naples Area Board of REALTORS®



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1455 Pine Ridge Road  
Naples, FL 34109

1Q 2018

### Overall Market Statistics by Price

	# Pending						# Closed						Median Closed Price (,000's)						Inventory			Average DOM		
	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.
\$0-\$300K	1,233	1,152	-7%	4,043	3,736	-8%	963	875	-9%	4,056	3,773	-7%	\$ 217	\$ 215	-1%	\$ 215	\$ 220	2%	1,840	1,843	0%	72	78	8%
\$300K-\$500K	862	877	2%	2,548	2,580	1%	610	591	-3%	2,292	2,385	4%	\$ 379	\$ 375	-1%	\$ 377	\$ 379	1%	1,634	1,683	3%	95	96	1%
\$500K-\$1M	601	617	3%	1,663	1,684	1%	377	430	14%	1,493	1,578	6%	\$ 660	\$ 650	-2%	\$ 650	\$ 650	0%	1,472	1,352	-8%	115	108	-6%
\$1M-\$2M	235	302	29%	625	781	25%	148	258	74%	580	710	22%	\$ 1,370	\$ 1,472	7%	\$ 1,313	\$ 1,363	4%	765	616	-19%	123	91	-26%
\$2M+	166	229	38%	401	499	24%	107	152	42%	352	453	29%	\$ 3,000	\$ 2,750	-8%	\$ 3,150	\$ 2,954	-6%	678	618	-9%	180	142	-21%
<b>TOTAL</b>	<b>3,097</b>	<b>3,177</b>	<b>3%</b>	<b>9,280</b>	<b>9,280</b>	<b>0%</b>	<b>2,205</b>	<b>2,306</b>	<b>5%</b>	<b>8,773</b>	<b>8,899</b>	<b>1%</b>	<b>\$ 330</b>	<b>\$ 370</b>	<b>12%</b>	<b>\$ 320</b>	<b>\$ 340</b>	<b>6%</b>	<b>6,389</b>	<b>6,112</b>	<b>-4%</b>	<b>95</b>	<b>95</b>	<b>0%</b>
Median > \$300K													\$ 510	\$ 575	13%	\$ 515	\$ 530	3%						

### Overall Market Statistics by Area

	# Pending						# Closed						Median Closed Price (,000's)						Inventory			Average DOM		
	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.
Naples Beach	635	666	5%	1,697	1,696	0%	449	480	7%	1,606	1,641	2%	\$ 735	\$ 850	16%	\$ 730	\$ 800	10%	1,467	1,388	-5%	107	108	1%
North Naples	787	906	15%	2,458	2,694	10%	552	678	23%	2,324	2,566	10%	\$ 381	\$ 460	21%	\$ 380	\$ 395	4%	1,878	1,685	-10%	103	91	-12%
Central Naples	482	471	-2%	1,560	1,454	-7%	345	337	-2%	1,491	1,395	-6%	\$ 240	\$ 260	8%	\$ 240	\$ 255	6%	813	796	-2%	76	81	7%
South Naples	513	473	-8%	1,513	1,445	-4%	367	329	-10%	1,455	1,394	-4%	\$ 246	\$ 252	2%	\$ 235	\$ 245	4%	992	1,007	2%	96	93	-3%
East Naples	621	615	-1%	1,895	1,864	-2%	454	452	0%	1,753	1,778	1%	\$ 306	\$ 323	6%	\$ 295	\$ 317	7%	1,111	1,099	-1%	84	96	14%
Immokalee/Ave Maria	17	14	-18%	57	50	-12%	12	11	-8%	48	51	6%	\$ 263	\$ 281	7%	\$ 246	\$ 255	4%	47	65	38%	108	125	16%
<b>TOTAL</b>	<b>3,055</b>	<b>3,145</b>	<b>3%</b>	<b>9,180</b>	<b>9,203</b>	<b>0%</b>	<b>2,179</b>	<b>2,287</b>	<b>5%</b>	<b>8,677</b>	<b>8,825</b>	<b>2%</b>	<b>\$ 330</b>	<b>\$ 370</b>	<b>12%</b>	<b>\$ 320</b>	<b>\$ 340</b>	<b>6%</b>	<b>6,308</b>	<b>6,040</b>	<b>-4%</b>	<b>95</b>	<b>95</b>	<b>0%</b>

### Legend

Geographic Location	USPS Zip Codes
Naples Beach:	34102, 34103, 34108
North Naples:	34109, 34110, 34119
Central Naples:	34104, 34105, 34116
South Naples:	34112, 34113
East Naples:	34114, 34117, 34120, 34137
Immokalee/Ave Maria:	34142

Calculations are based on property listings that exist within Southwest Florida MLS. Only properties in Collier County, excluding Marco Island, are included. \*Counts for breakdowns of available inventory for prior years are unavailable. \*\*Median Sold Prices are unavailable for periods with zero sales reported. The median refers to the middle value in a set of statistical values that are arranged in ascending or descending order, in this case prices at which homes were actually sold. Data entry anomalies and non-Naples zip codes may result in minor discrepancies. However, these anomalies are statistically insignificant. Single Family Homes are tabulated using properties with a building design of Single Family, Villa Detached, or Manufactured. Condo units are tabulated using properties with a building design of Low-Rise, Mid-Rise, High-Rise or Villa Attached.



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### Single Family Market Statistics by Price

	# Pending						# Closed						Median Closed Price (,000's)						Inventory			Average DOM		
	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.
	\$0-\$300K	380	297	-22%	1,331	1,067	-20%	304	240	-21%	1,324	1,118	-16%	\$ 245	\$ 255	4%	\$ 243	\$ 254	5%	368	320	-13%	54	55
\$300K-\$500K	477	515	8%	1,581	1,618	2%	360	358	-1%	1,452	1,514	4%	\$ 387	\$ 382	-1%	\$ 385	\$ 385	0%	869	919	6%	90	95	6%
\$500K-\$1M	353	360	2%	1,039	1,103	6%	226	263	16%	957	1,028	7%	\$ 650	\$ 642	-1%	\$ 635	\$ 645	2%	957	870	-9%	120	99	-18%
\$1M-\$2M	120	153	28%	366	423	16%	81	90	11%	352	356	1%	\$ 1,385	\$ 1,347	-3%	\$ 1,350	\$ 1,330	-1%	494	374	-24%	146	104	-29%
\$2M+	133	160	20%	302	369	22%	88	99	13%	272	318	17%	\$ 2,975	\$ 3,350	13%	\$ 3,200	\$ 3,350	5%	548	481	-12%	175	162	-7%
<b>TOTAL</b>	<b>1,463</b>	<b>1,485</b>	<b>2%</b>	<b>4,619</b>	<b>4,580</b>	<b>-1%</b>	<b>1,059</b>	<b>1,050</b>	<b>-1%</b>	<b>4,357</b>	<b>4,334</b>	<b>-1%</b>	<b>\$ 410</b>	<b>\$ 448</b>	<b>9%</b>	<b>\$ 400</b>	<b>\$ 425</b>	<b>6%</b>	<b>3,236</b>	<b>2,964</b>	<b>-8%</b>	<b>99</b>	<b>95</b>	<b>-4%</b>
Median > \$300K													\$ 520	\$ 540	4%	\$ 519	\$ 525	1%						

### Single Family Market Statistics by Area

	# Pending						# Closed						Median Closed Price (,000's)						Inventory			Average DOM		
	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.
	Naples Beach	239	252	5%	668	691	3%	173	185	7%	639	665	4%	\$ 1,050	\$ 1,192	14%	\$ 1,050	\$ 1,150	10%	683	579	-15%	128	113
North Naples	338	394	17%	1,178	1,216	3%	251	261	4%	1,140	1,108	-3%	\$ 520	\$ 535	3%	\$ 525	\$ 525	0%	979	878	-10%	115	106	-8%
Central Naples	195	216	11%	767	686	-11%	150	161	7%	717	673	-6%	\$ 318	\$ 348	9%	\$ 310	\$ 335	8%	634	322	-49%	80	81	1%
South Naples	166	164	-1%	547	540	-1%	129	108	-16%	526	512	-3%	\$ 386	\$ 418	8%	\$ 339	\$ 351	4%	400	383	-4%	102	82	-20%
East Naples	382	426	12%	1,360	1,352	-1%	333	316	-5%	1,246	1,290	4%	\$ 320	\$ 350	9%	\$ 315	\$ 341	8%	711	691	-3%	75	88	17%
Immokalee/Ave Maria	13	12	-8%	44	46	5%	7	10	43%	38	46	21%	\$ 287	\$ 310	8%	\$ 262	\$ 256	-2%	43	58	35%	123	63	-49%
<b>TOTAL</b>	<b>1,333</b>	<b>1,464</b>	<b>10%</b>	<b>4,564</b>	<b>4,531</b>	<b>-1%</b>	<b>1,043</b>	<b>1,041</b>	<b>0%</b>	<b>4,306</b>	<b>4,294</b>	<b>0%</b>	<b>\$ 410</b>	<b>\$ 447</b>	<b>9%</b>	<b>\$ 400</b>	<b>\$ 425</b>	<b>6%</b>	<b>3,450</b>	<b>2,911</b>	<b>-16%</b>	<b>98</b>	<b>95</b>	<b>-3%</b>

### Legend

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South Naples:	34112, 34113
East Naples:	34114, 34117, 34120, 34137
Immokalee/Ave Maria:	34142

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### Condominium Market Statistics by Price

	# Pending						# Closed						Median Closed Price (,000's)						Inventory			Average DOM		
	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.
\$0-\$300K	853	855	0%	2,712	2,669	-2%	659	635	-4%	2,732	2,655	-3%	\$ 202	\$ 199	-1%	\$ 200	\$ 201	0%	1,473	1,523	3%	80	87	9%
\$300K-\$500K	385	362	-6%	967	962	-1%	250	233	-7%	840	871	4%	\$ 363	\$ 360	-1%	\$ 365	\$ 365	0%	765	764	0%	101	98	-3%
\$500K-\$1M	248	257	4%	624	581	-7%	151	167	11%	536	550	3%	\$ 705	\$ 680	-4%	\$ 700	\$ 670	-4%	515	482	-6%	108	124	15%
\$1M-\$2M	115	149	30%	259	358	38%	67	168	151%	228	354	55%	\$ 1,350	\$ 1,525	13%	\$ 1,300	\$ 1,415	9%	271	242	-11%	97	83	-14%
\$2M+	33	69	109%	99	130	31%	19	53	179%	80	135	69%	\$ 3,150	\$ 2,400	-24%	\$ 2,962	\$ 2,450	-17%	130	137	5%	199	105	-47%
<b>TOTAL</b>	<b>1,634</b>	<b>1,692</b>	<b>4%</b>	<b>4,661</b>	<b>4,700</b>	<b>1%</b>	<b>1,146</b>	<b>1,256</b>	<b>10%</b>	<b>4,416</b>	<b>4,565</b>	<b>3%</b>	<b>\$ 270</b>	<b>\$ 299</b>	<b>11%</b>	<b>\$ 255</b>	<b>\$ 267</b>	<b>5%</b>	<b>3,154</b>	<b>3,148</b>	<b>0%</b>	<b>92</b>	<b>95</b>	<b>3%</b>
Median > \$300K													\$ 488	\$ 650	33%	\$ 505	\$ 545	8%						

### Condominium Market Statistics by Area

	# Pending						# Closed						Median Closed Price (,000's)						Inventory			Average DOM		
	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	12-month ending 3/2017	12-month ending 3/2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.	1st Qtr 2017	1st Qtr 2018	% Chg.
Naples Beach	396	414	5%	1,029	1,005	-2%	276	295	7%	967	976	1%	\$ 649	\$ 727	12%	\$ 653	\$ 664	2%	784	809	3%	93	105	13%
North Naples	449	512	14%	1,280	1,478	15%	301	417	39%	1,184	1,458	23%	\$ 280	\$ 344	23%	\$ 260	\$ 280	8%	899	807	-10%	94	82	-13%
Central Naples	248	255	3%	793	768	-3%	195	176	-10%	774	722	-7%	\$ 185	\$ 190	3%	\$ 185	\$ 194	5%	449	474	6%	73	82	12%
South Naples	339	309	-9%	966	905	-6%	238	221	-7%	929	882	-5%	\$ 212	\$ 209	-1%	\$ 197	\$ 200	2%	592	624	5%	93	98	5%
East Naples	180	189	5%	535	512	-4%	121	136	12%	507	488	-4%	\$ 264	\$ 292	11%	\$ 263	\$ 273	4%	400	408	2%	110	115	5%
Immokalee/Ave Maria	5	2	-60%	13	4	-69%	5	1	-80%	10	5	-50%	\$ 240	\$ 218	-9%	\$ 234	\$ 250	7%	4	7	75%	88	85	-3%
<b>TOTAL</b>	<b>1,617</b>	<b>1,681</b>	<b>4%</b>	<b>4,616</b>	<b>4,672</b>	<b>1%</b>	<b>1,136</b>	<b>1,246</b>	<b>10%</b>	<b>4,371</b>	<b>4,531</b>	<b>4%</b>	<b>\$ 267</b>	<b>\$ 297</b>	<b>11%</b>	<b>\$ 255</b>	<b>\$ 266</b>	<b>4%</b>	<b>3,128</b>	<b>3,129</b>	<b>0%</b>	<b>92</b>	<b>94</b>	<b>2%</b>

### Legend

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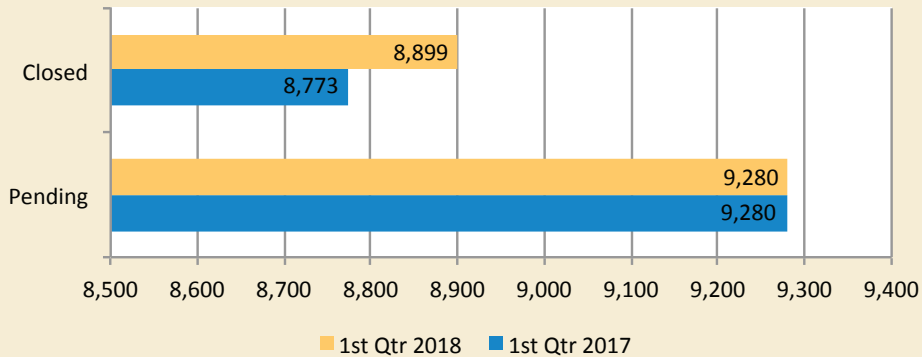
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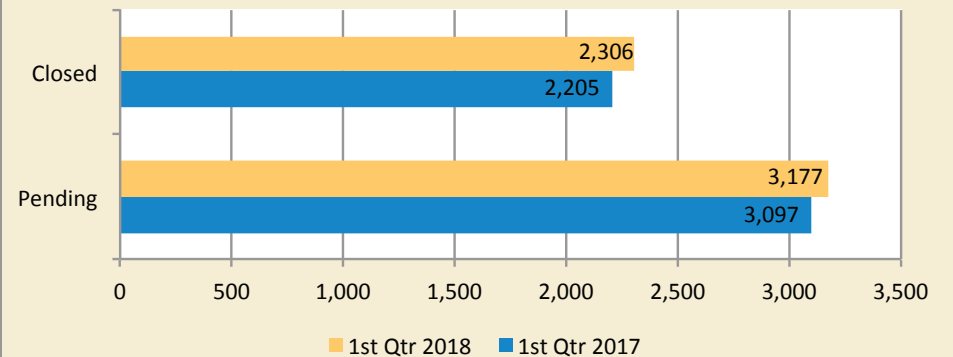
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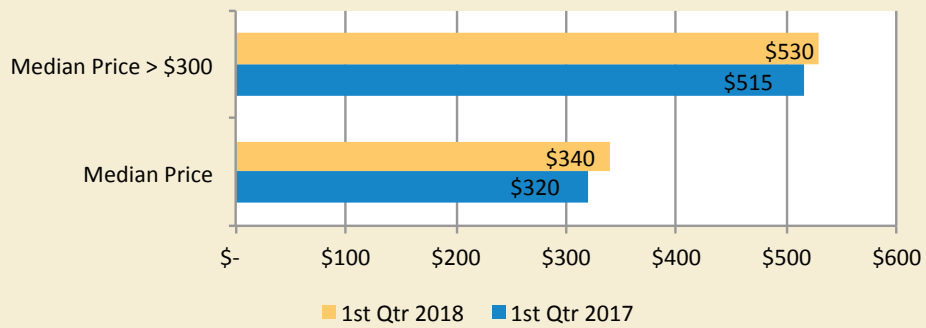
### Most Recent 12 Months



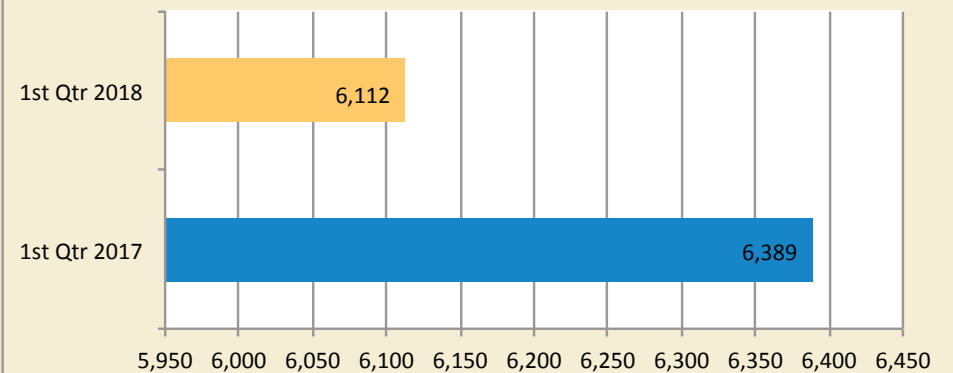
### Quarter to Quarter



### Median Closed Price (,000's) 12 Months Ending



### Inventory



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