

MONTHLY MARKET REPORT - NOVEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

**\$5.8B+**

IN WRITTEN  
SALES VOLUME

**21**

LOCATIONS FROM  
MARCO ISLAND TO  
PINE ISLAND

**650+**

AGENTS  
THROUGHOUT  
SOUTHWEST FL

**#54**

AMONG REAL  
TRENDS  
TOP 500  
BROKERS (2021)

**1958**

YEAR ESTABLISHED  
BY VISIONARY  
JOHN R. WOOD

HEADQUARTERED  
IN NAPLES, FLORIDA

INDEPENDENTLY  
OWNED & OPERATED;  
NOT A FRANCHISE

A LOCAL LEGACY  
OF ACHIEVEMENT



NAPLES, FL

## MONTHLY MARKET REPORT

### NOVEMBER 2022

Southwest Florida	2
Naples	3
Marco Island	6
Bonita-Estero	8
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Fort Myers Beach	12
Sanibel & Captiva Islands	14
Cape Coral	16
Pine Island	18



# SOUTHWEST FLORIDA

## MARKET REPORT - NOVEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2016	2017	2018	2019	2020	2021	2022
Listed	42,546	40,956	44,422	42,736	38,502	36,942	34,666
Sold	24,025	24,515	26,432	26,713	30,939	40,266	28,573
Avg. Sale \$	\$409,816	\$432,327	\$449,672	\$443,009	\$501,930	\$630,211	\$776,691



NEW  
LISTINGS

34,666  
↓6.16%



CLOSED  
SALES

28,573  
↓29.04%



AVERAGE  
SALES PRICE

\$776,691  
↑23.24%



CURRENT  
INVENTORY

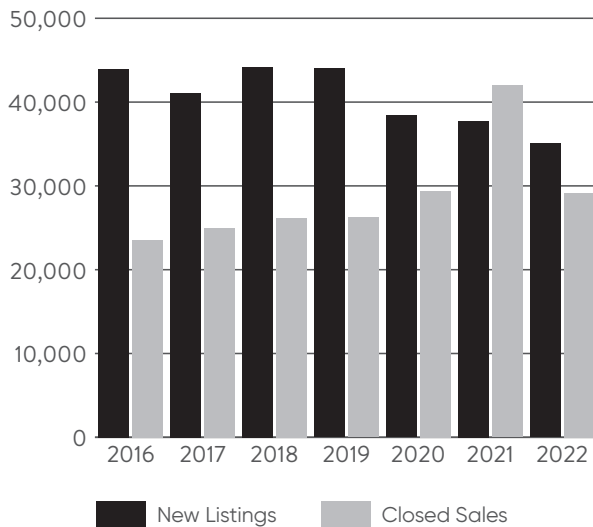
5,629  
↑143.47%



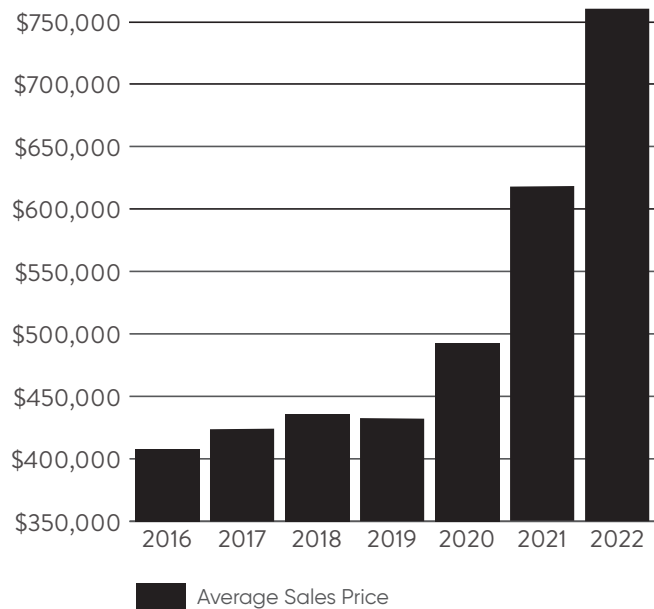
MONTHS OF  
SUPPLY

2.36  
↑243.10%

12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 28,573 properties sold, sales were down 29.04% from the preceding 12-month period when 40,266 properties were sold. New listings were down 6.16%, from 36,942 to 34,666. The average sales price was up 23.24%, from \$630,211 to \$776,691. As of November 30, 2022, inventory stood at 5,629 units while months of supply was 2.36 months.



# NAPLES

## MARKET REPORT - NOVEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	15,589	14,608	15,947	15,291	15,059	14,364	13,228
Sold	8,855	9,168	9,704	9,985	11,951	16,264	10,979
Avg. Sale \$	\$550,598	\$583,462	\$626,360	\$601,639	\$680,554	\$828,392	\$1,036,628



NEW  
LISTINGS

13,228  
↓7.91%



CLOSED  
SALES

10,979  
↓32.50%



AVERAGE  
SALES PRICE

\$1,036,628  
↑25.14%



CURRENT  
INVENTORY

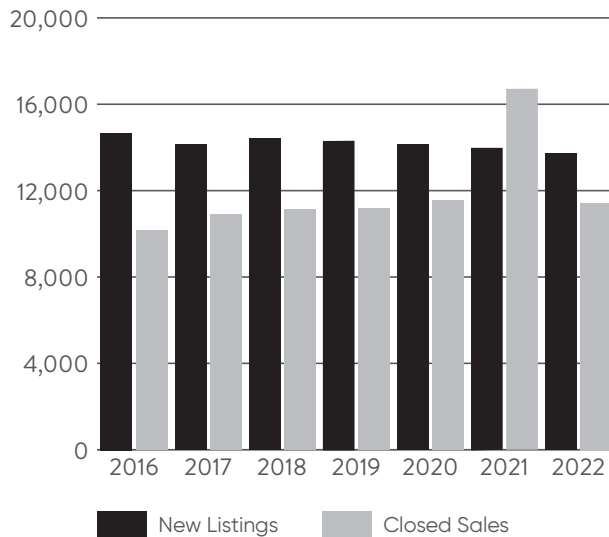
2,374  
↑154.99%



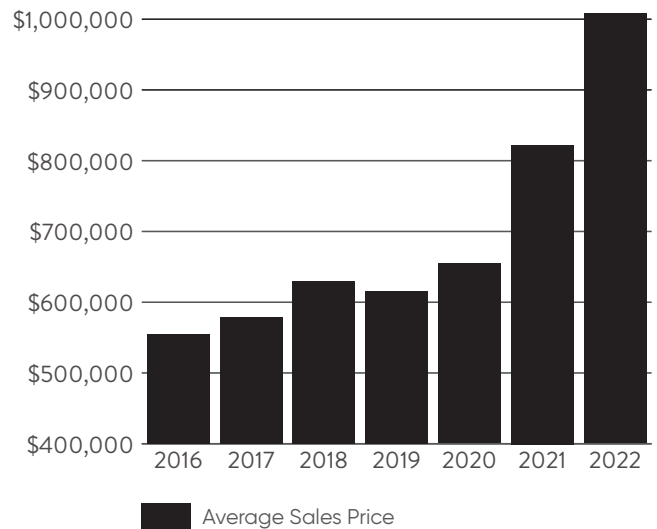
MONTHS OF  
SUPPLY

2.59  
↑277.74%

12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 10,979 properties sold, sales were down 32.50% from the preceding 12-month period when 16,264 properties were sold. New listings were down 7.91%, from 14,364 to 13,228. The average sales price was up 25.14%, from \$828,392 to \$1,036,628. As of November 30, 2022, inventory stood at 2,374 units while months of supply was 2.59 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	16	16	12.00	\$13,114,688
Audubon	7	23	3.65	\$2,215,935
Colliers Reserve	5	14	4.29	\$2,314,000
Crayton Road Area Non-Waterfront	54	109	5.94	\$3,835,027
Crayton Road Area Waterfront	25	16	18.75	\$8,244,688
Crossings	1	13	0.92	\$1,372,442
Grey Oaks	8	48	2.00	\$1,372,442
Kensington	2	22	1.09	\$1,350,120
Lely Resort	27	111	2.92	\$1,339,639
Mediterra	15	46	3.91	\$3,246,219
Monterey	2	16	1.50	\$1,326,625
Olde Cypress	10	33	3.64	\$1,608,697
Olde Naples	34	56	7.29	\$7,811,694
Pelican Bay	10	38	3.16	\$4,594,921
Pelican Bay - Bay Colony	4	4	12.00	\$5,333,000
Pelican Marsh	7	39	2.15	\$2,135,577
Pine Ridge	12	23	6.26	\$5,166,152
Port Royal	14	26	6.46	\$19,780,099
Quail Creek	10	30	4.00	\$2,177,600
Quail West	10	45	2.67	\$4,069,378
Royal Harbor	14	27	6.22	\$5,100,393
Tiburon	2	7	3.43	\$2,638,286
Vanderbilt Beach	26	24	13.00	\$3,957,608
Vineyards	15	61	2.95	\$1,251,505

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2022

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	25	123	2.44	\$685,782
Crayton Road Area Waterfront	27	246	1.32	\$2,515,701
The Dunes	10	30	4.00	\$1,978,159
Grey Oaks	0	16	—	\$1,846,563
Kensington	2	17	1.41	\$773,059
Lely Resort	22	188	1.40	\$529,367
Mediterra	5	28	2.14	\$1,324,214
Olde Naples	28	135	2.49	\$1,618,512
Pelican Bay	42	259	1.95	\$1,718,121
Pelican Bay – Bay Colony	2	15	1.60	\$4,756,000
Pelican Marsh	9	64	1.69	\$788,664
Pine Ridge	1	16	0.75	\$389,878
Tiburon	5	31	1.94	\$1,215,016
Vanderbilt Beach	17	101	2.02	\$1,412,253
Vineyards	11	113	1.17	\$613,922



# MARCO ISLAND

## MARKET REPORT - NOVEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	1,532	1,301	1,417	1,432	1,346	1,352	1,136
Sold	758	778	808	788	1,084	1,547	879
Avg. Sale \$	\$712,455	\$728,786	\$778,340	\$763,892	\$835,117	\$1,016,323	\$1,380,073



NEW  
LISTINGS

1,136  
↓15.98%



CLOSED  
SALES

879  
↓43.18%



AVERAGE  
SALES PRICE

\$1,380,073  
↑35.79%



CURRENT  
INVENTORY

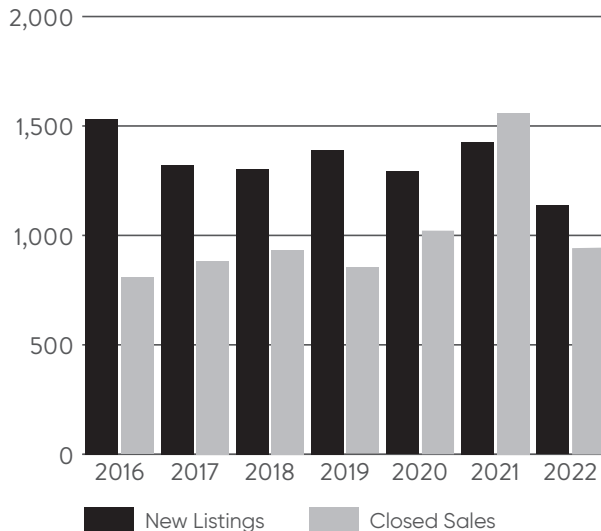
301  
↑99.34%



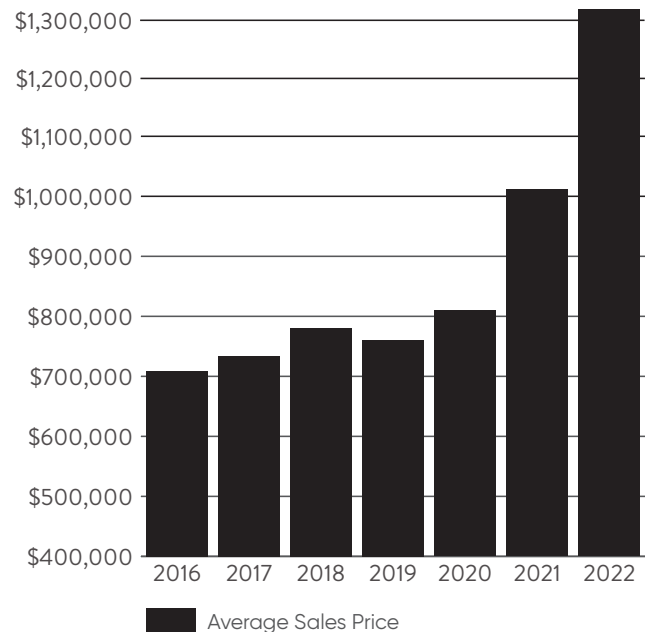
MONTHS OF  
SUPPLY

4.11  
↑250.83%

12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 879 properties sold, sales were down 43.18% from the preceding 12-month period when 1,547 properties were sold. New listings were down 15.98%, from 1,342 to 1,136. The average sales price was up 35.79%, from \$1,016,323 to \$1,380,073. As of November 30, inventory stood at 301 units while months of supply was 4.11 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2022

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	56	104	6.46	\$2,969,811
Golf Course	8	5	19.20	\$1,056,400
Gulf Front	0	3	—	\$10,358,333
Indirect Waterfront	61	148	4.95	\$1,929,015
Inland	40	96	5.00	\$1,101,472
Preserve	2	7	3.43	\$2,367,857

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	29	119	2.92	\$707,824
Golf Course	1	7	1.71	\$1,315,714
Gulf Front	63	184	4.11	\$1,304,383
Gulf View	6	34	2.12	\$1,256,089
Indirect Waterfront	3	31	1.16	\$658,245
Inland	29	135	2.58	\$440,309
Preserve	3	7	5.14	\$628,486

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	14	128	1.31	\$1,628,758
Isles Of Capri	2	26	0.92	\$1,403,385
Naples Reserve	23	59	4.68	\$1,256,918
Winding Cypress	4	27	1.78	\$869,221

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	26	95	3.28	\$667,522
Hammock Bay Golf and Country Club	11	35	3.77	\$804,211
Isles Of Capri	2	14	1.71	\$585,779

# BONITA SPRINGS - ESTERO

MARKET REPORT - NOVEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	4,763	4,535	4,873	4,581	4,558	3,949	3,758
Sold	2,883	2,922	3,111	3,098	3,580	4,732	3,187
Avg. Sale \$	\$406,403	\$412,107	\$395,259	\$415,504	\$436,995	\$547,970	\$679,250



NEW  
LISTINGS

3,758  
↓4.84%



CLOSED  
SALES

3,187  
↓32.65%



AVERAGE  
SALES PRICE

\$679,250  
↑23.96%



CURRENT  
INVENTORY

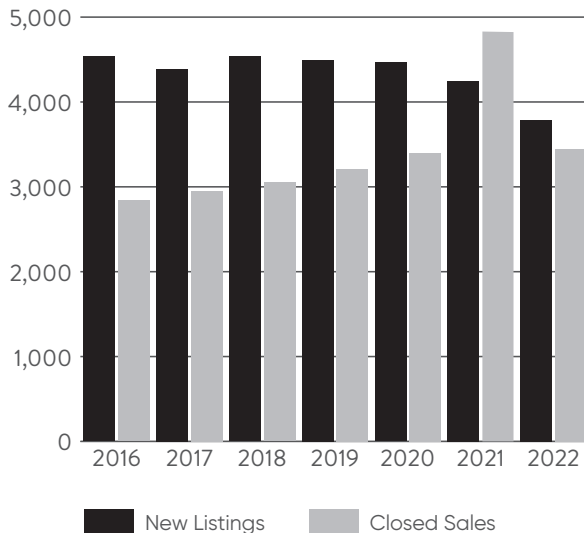
457  
↑176.97%



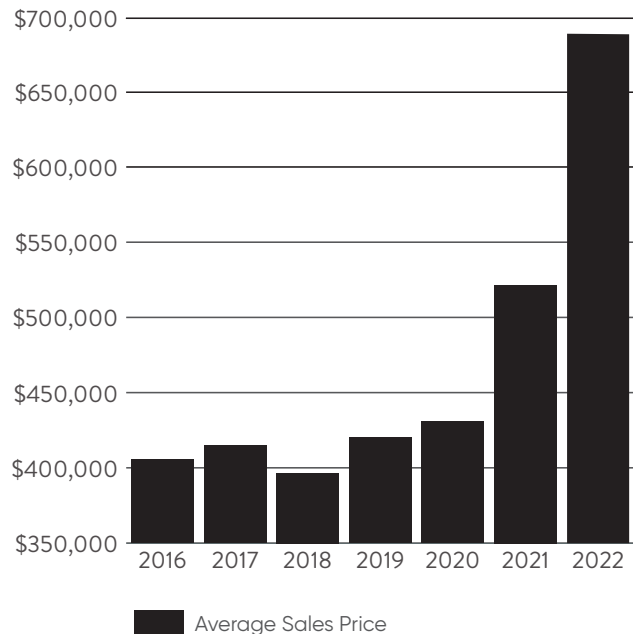
MONTHS OF  
SUPPLY

1.72  
↑311.24%

12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



## SUMMARY

With 3,187 properties sold, sales were down 32.65% from the preceding 12-month period when 4,732 properties were sold. New listings were down 4.84%, from 3,949 to 3,758. The average sales price was up 23.96%, from \$547,970 to \$679,250. As of November 30, 2022, inventory stood at 457 units while months of supply was 1.72 months.



## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	3	16	2.25	\$6,926,250
Bonita Bay	3	42	0.86	\$2,193,411
The Brooks	9	75	1.44	\$1,330,185
Palmira Golf and Country Club	3	32	1.13	\$866,473
Pelican Landing	6	48	1.50	\$1,403,136
Pelican Landing - The Colony	2	6	4.00	\$2,482,500
Pelican Sound	0	7	—	\$952,557
West Bay Club	1	12	1.00	\$1,717,082

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	0	7	—	\$2,656,429
Bonita Bay	16	137	1.40	\$1,213,271
The Brooks	10	105	1.14	\$481,726
Palmira Golf and Country Club	3	15	2.40	\$602,080
Pelican Landing	4	57	0.84	\$547,705
Pelican Landing - The Colony	21	50	5.04	\$1,353,468
Pelican Sound	2	31	0.77	\$576,313
West Bay Club	6	17	4.24	\$1,011,641

# FORT MYERS

## MARKET REPORT - NOVEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	10,855	10,799	11,540	11,013	7,775	7,161	6,554
Sold	5,230	5,285	5,743	5,812	6,279	7,888	5,785
Avg. Sale \$	\$260,445	\$265,579	\$275,599	\$274,445	\$308,460	\$373,833	\$486,710



NEW  
LISTINGS

6,554  
↓8.48%



CLOSED  
SALES

5,785  
↓26.66%



AVERAGE  
SALES PRICE

\$486,710  
↑30.19%



CURRENT  
INVENTORY

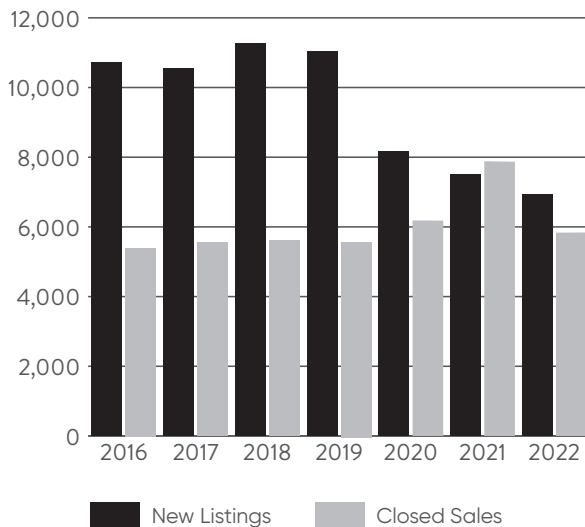
770  
↑148.39%



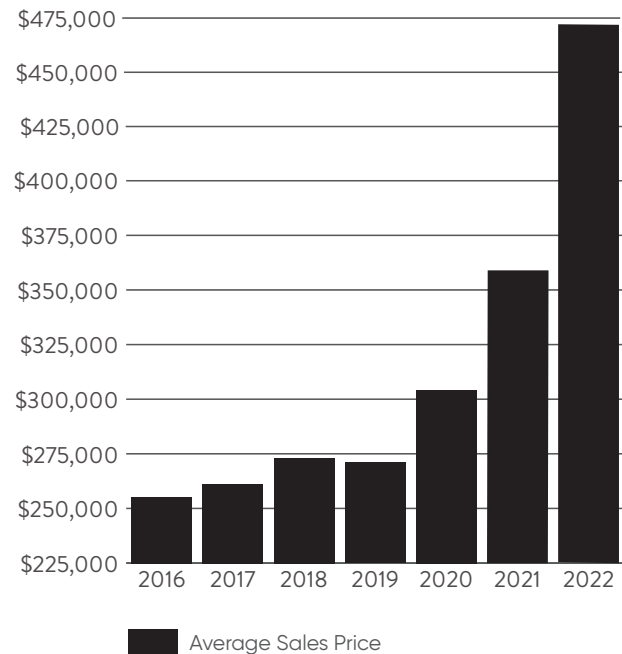
MONTHS OF  
SUPPLY

1.60  
↑238.68%

12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 5,785 properties sold, sales were down 26.66% from the preceding 12-month period when 7,888 properties were sold. New listings were down 8.48%, from 7,161 to 6,554. The average sales price was up 30.19%, from \$373,833 to \$486,710. As of November 30, 2022, inventory stood at 770 units while months of supply was 1.60 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	5	26	2.31	\$1,013,612
Colonial Country Club	2	38	0.63	\$575,163
Crown Colony	0	22	—	\$787,227
Fiddlesticks Country Club	6	21	3.43	\$881,405
The Forest	6	23	3.13	\$763,387
Gulf Harbour Yacht And Country Club	6	32	2.25	\$1,567,028
Miromar Lakes Beach And Golf Club	6	52	1.38	\$2,567,551
Parker Lakes	1	29	0.41	\$462,670
Paseo	3	15	2.40	\$965,260
The Plantation	17	110	1.85	\$724,418
Shadow Wood Preserve	0	5	—	\$1,289,000
Town And River	4	24	2.00	\$923,958

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	3	75	0.48	\$327,120
Crown Colony	1	15	0.80	\$441,667
Downtown Fort Myers	52	170	3.67	\$438,329
Fiddlesticks Country Club	3	8	4.50	\$317,188
Gulf Harbour Yacht And Country Club	16	106	1.81	\$806,974
Miromar Lakes Beach And Golf Club	4	43	1.12	\$959,200
Parker Lakes	1	40	0.30	\$323,204
Paseo	13	110	1.42	\$386,403
The Plantation	2	28	0.86	\$511,261
Shadow Wood Preserve	0	4	—	\$396,000
Town And River	3	3	12.00	\$373,259



# FORT MYERS BEACH

## MARKET REPORT - NOVEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	666	670	723	681	659	591	638
Sold	359	414	424	401	502	608	454
Avg. Sale \$	\$515,092	\$538,242	\$515,733	\$531,645	\$589,946	\$678,159	\$975,328



NEW  
LISTINGS

638  
↑7.95%



CLOSED  
SALES

454  
↓25.33%



AVERAGE  
SALES PRICE

\$975,328  
↑43.82%



CURRENT  
INVENTORY

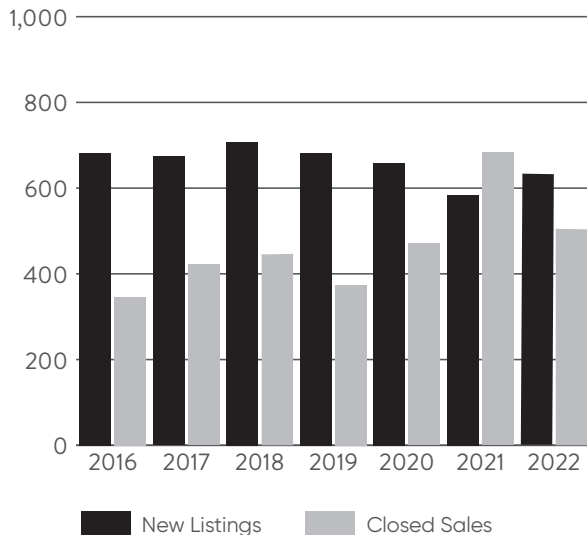
131  
↑142.59%



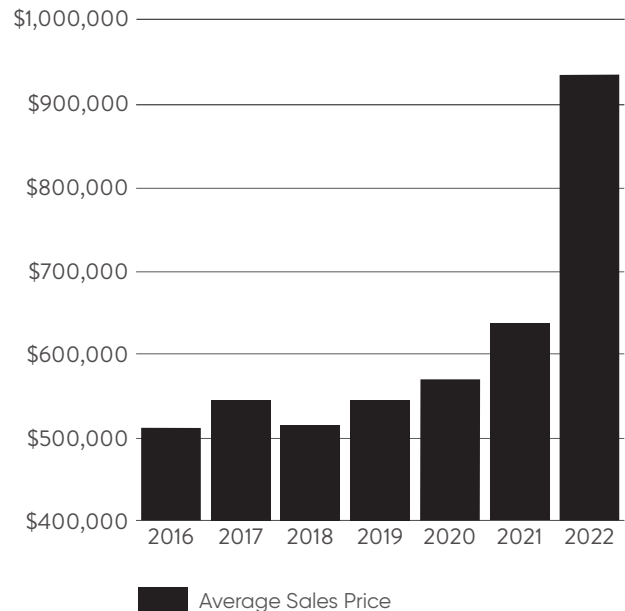
MONTHS OF  
SUPPLY

3.46  
↑224.88%

12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 454 properties sold, sales were down 25.33% from the preceding 12-month period when 608 properties were sold. New listings were up 7.95%, from 591 to 638. The average sales price was up 43.82%, from \$678,159 to \$975,328. As of November 30, 2022, inventory stood at 131 units while months of supply was 3.46 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	11	14	9.43	\$1,170,464
Laguna Shores	5	11	5.45	\$2,052,273
Mcphie Park	5	9	6.67	\$1,744,167

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	6	9	8.00	\$691,378
Ocean Harbor Condo	1	6	2.00	\$881,483
Sandarac Condo	1	4	3.00	\$681,500
Waterside At Bay Beach	7	19	4.42	\$925,453

# SANIBEL-CAPTIVA

MARKET REPORT - NOVEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	603	614	702	716	742	629	449
Sold	374	394	440	383	536	787	388
Avg. Sale \$	\$960,788	\$965,807	\$1,005,247	\$937,883	\$925,579	\$1,215,340	\$1,697,389



NEW  
LISTINGS

449  
↓28.62%



CLOSED  
SALES

388  
↓50.70%



AVERAGE  
SALES PRICE

\$1,697,389  
↑39.66%



CURRENT  
INVENTORY

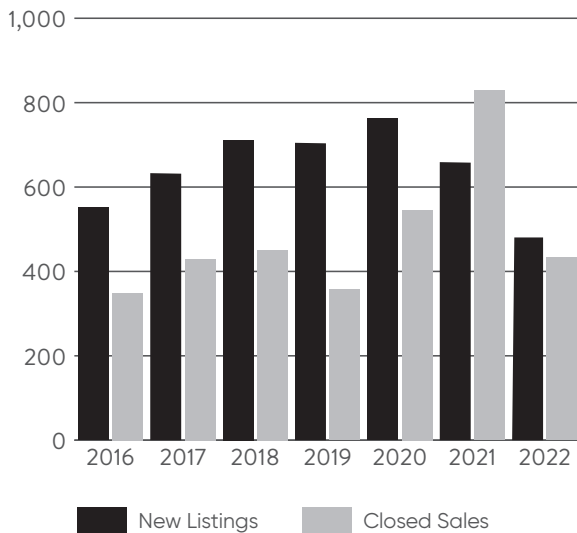
85  
↑37.10%



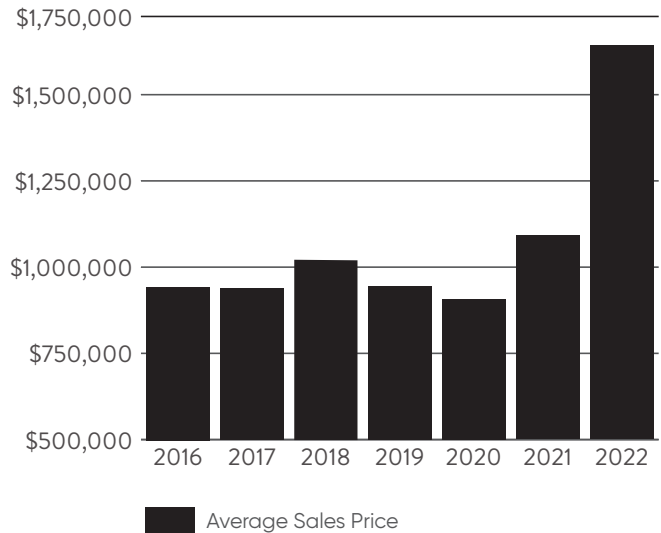
MONTHS OF  
SUPPLY

2.63  
↑178.08%

12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



## SUMMARY

With 388 properties sold, sales were down 50.70% from the preceding 12-month period when 787 properties were sold. New listings were down 28.62%, from 629 to 449. The average sales price was up 39.66%, from \$1,215,340 to \$1,697,39. As of November 30, 2022, inventory stood at 85 units while months of supply was 2.63 months.



## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	3	12	3.00	\$1,794,996
Captiva Island	14	53	3.17	\$3,286,198
Dunes At Sanibel Island	3	22	1.64	\$1,322,846
Other Sanibel Island Single-Family	37	144	3.08	\$1,786,360

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	8	29	3.31	\$1,030,691
Sundial Of Sanibel Condos	0	12	—	\$1,021,287
Other Sanibel Island Condos	20	116	2.07	\$1,158,572

	2016	2017	2018	2019	2020	2021	2022
Listed	8,162	8,076	8,817	8,626	8,006	8,508	8,613
Sold	5,566	5,554	5,982	6,011	6,743	8,070	6,652
Avg. Sale \$	\$242,941	\$264,891	\$272,702	\$281,099	\$309,987	\$401,168	\$503,014



NEW LISTINGS

8,613  
↑1.23%



CLOSED SALES

6,652  
↓17.57%



AVERAGE SALES PRICE

\$503,014  
↑25.39%



CURRENT INVENTORY

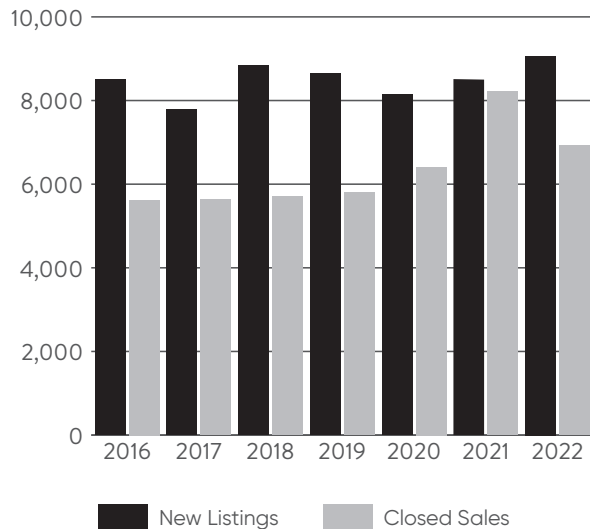
1,467  
↑163.85%



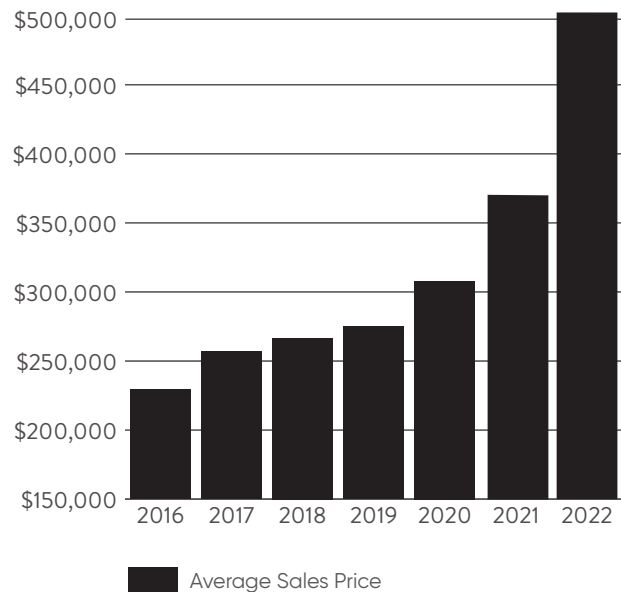
MONTHS OF SUPPLY

2.65  
↑220.09%

### 12 MONTH NEW LISTING AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 6,652 properties sold, sales were down 17.57% from the preceding 12-month period when 8,070 properties were sold. New listings were up 1.23%, from 8,508 to 8,613. The average sales price was up 25.39%, from \$401,169 to \$503,014. As of November 30, 2022, inventory stood at 1,467 units while months of supply was 2.65 months.

Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	3	13	2.77	\$2,116,154
Cape Royal	9	24	4.50	\$799,423
Yacht Club	8	24	4.00	\$1,029,554

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	9	33	3.27	\$642,609
Tarpon Point Marina	5	18	3.33	\$1,082,000

# PINE ISLAND-MATLACHA

## MARKET REPORT - NOVEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	376	353	403	396	357	388	290
Sold	205	209	239	235	264	370	249
Avg. Sale \$	\$308,602	\$333,552	\$332,280	\$342,122	\$404,769	\$494,160	\$684,086



NEW  
LISTINGS

290  
↓25.26%



CLOSED  
SALES

249  
↓32.70%



AVERAGE  
SALES PRICE

\$684,086  
↑38.43%



CURRENT  
INVENTORY

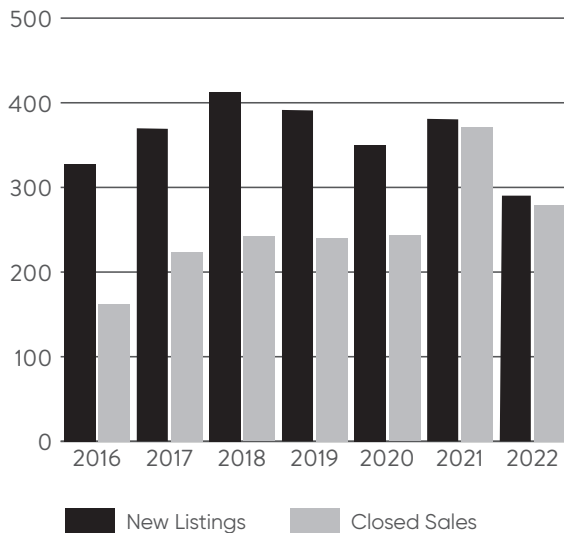
44



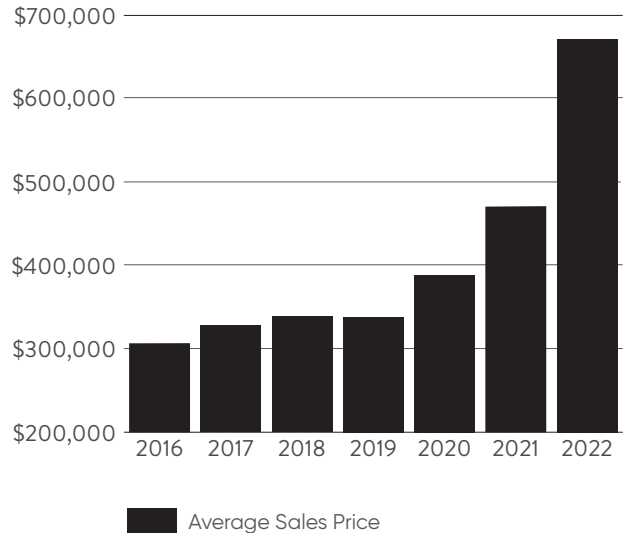
MONTHS OF  
SUPPLY

2.12

12 MONTH NEW LISTING AND  
CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 249 properties sold, sales were down 32.70% from the preceding 12-month period when 370 properties were sold. New listings were down 25.26%, from 388 to 290. The average sales price was up 38.43%, from \$494,160 to \$684,086. As of November 30, 2022, inventory stood at 44 units while months of supply was 2.12 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	26	79	3.95	\$598,658
Matlacha	4	24	2.00	\$975,392
St James City	11	103	1.28	\$747,649

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	2	11	2.18	\$351,764
Matlacha	0	1	—	\$995,000
St James City	1	6	2.00	\$365,767





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