

MONTHLY MARKET REPORT - FEBRUARY 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

A LOCAL LEGACY  
OF ACHIEVEMENT

\$5.8B+

IN WRITTEN  
SALES VOLUME

23

LOCATIONS FROM  
MARCO ISLAND TO  
PINE ISLAND

800+

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



NAPLES, FL

# MONTHLY MARKET REPORT

## FEBRUARY 2023

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# SOUTHWEST FLORIDA

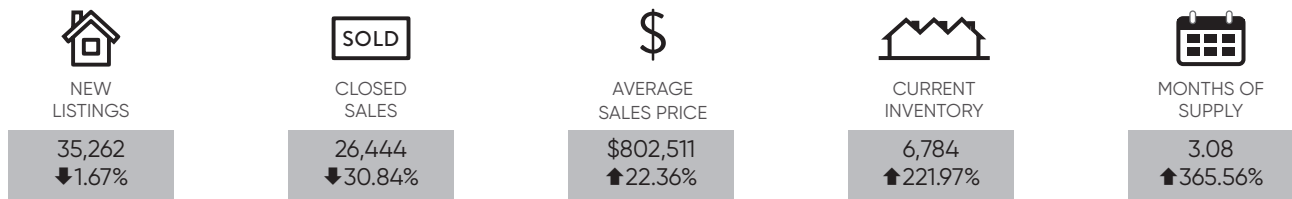
## MARKET REPORT - FEBRUARY 2023



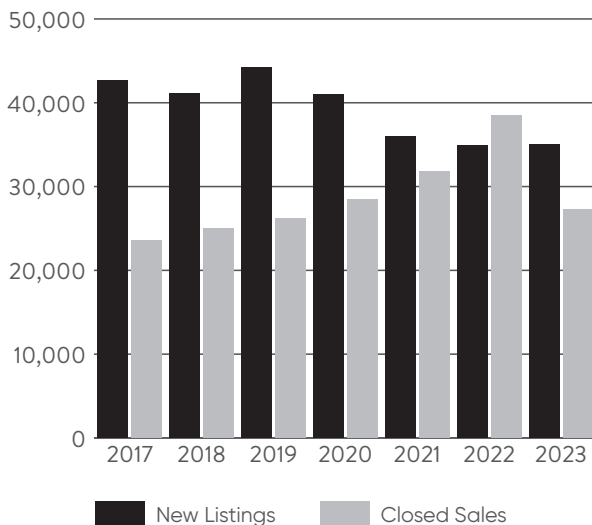
CHRISTIE'S  
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

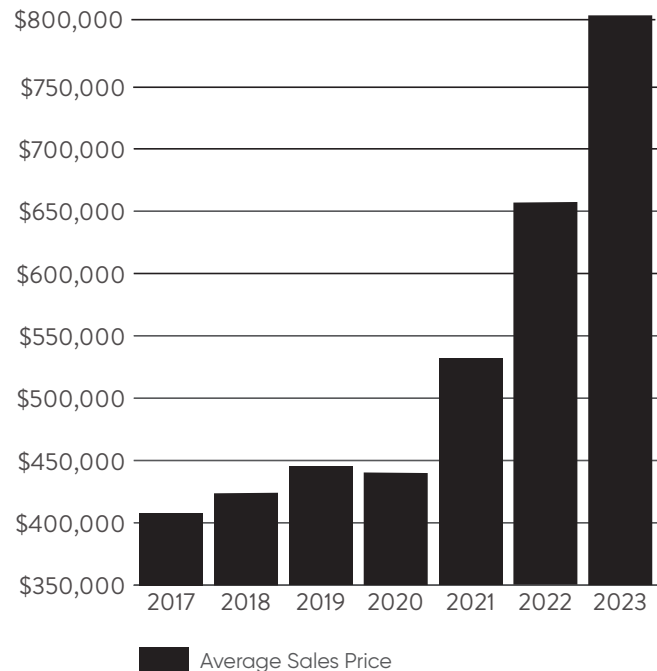
	2017	2018	2019	2020	2021	2022	2023
Listed	42,591	41,655	44,097	41,244	36,836	35,861	35,262
Sold	24,139	24,782	25,787	28,148	33,959	38,237	26,444
Avg. Sale \$	\$411,684	\$438,349	\$448,925	\$447,389	\$539,022	\$655,854	\$802,511



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 26,444 properties sold, sales were down 30.84% from the preceding 12-month period when 38,237 properties were sold. New listings were down 1.67%, from 35,861 to 35,262. The average sales price was up 22.36%, from \$655,854 to \$802,511. As of February 28, 2023, inventory stood at 6,784 units while months of supply was 3.08 months.

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# NAPLES

## MARKET REPORT - FEBRUARY 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	15,523	14,726	15,771	15,090	14,609	13,742	13,287
Sold	8,948	9,232	9,485	10,550	13,387	15,190	10,239
Avg. Sale \$	\$548,857	\$604,329	\$618,708	\$608,014	\$730,321	\$858,833	\$1,088,075



NEW LISTINGS

13,287  
↓3.31%



CLOSED SALES

10,239  
↓32.59%



AVERAGE SALES PRICE

\$1,088,075  
↑26.69%



CURRENT INVENTORY

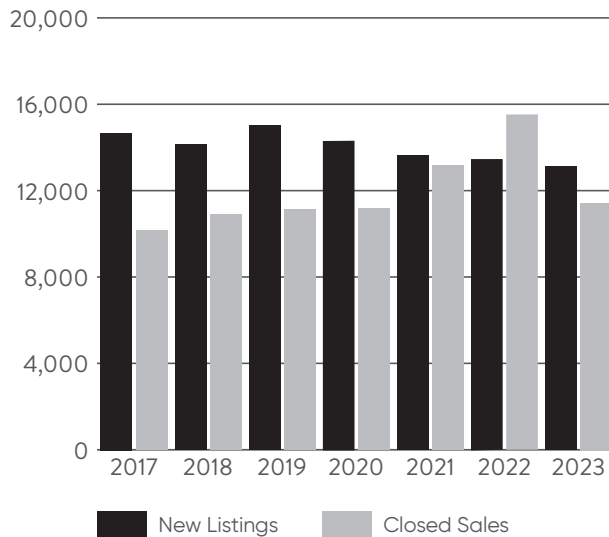
2,744  
↑211.46%



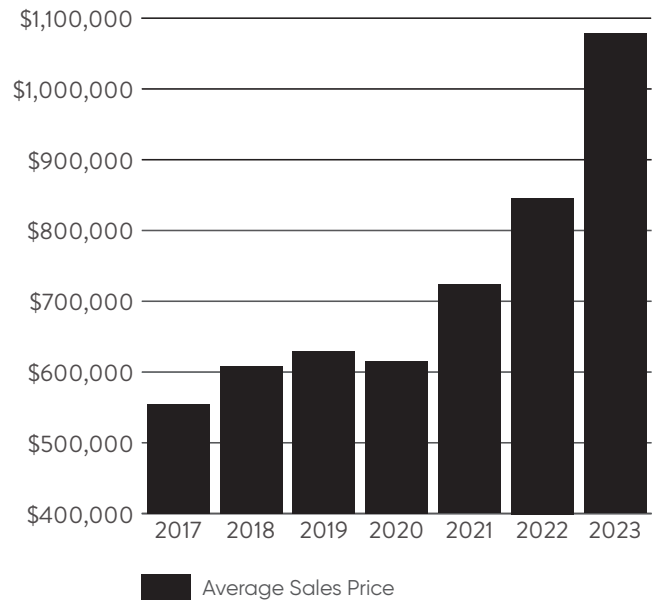
MONTHS OF SUPPLY

3.22  
↑362.07%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 10,239 properties sold, sales were down 32.59% from the preceding 12-month period when 15,190 properties were sold. New listings were down 3.31%, from 13,742 to 13,287. The average sales price was up 26.69%, from \$858,833 to \$1,088,075. As of February 28, 2023, inventory stood at 2,744 units while months of supply was 3.22 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 28, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	29	18	19.33	\$8,797,778
Audubon	10	23	5.22	\$2,347,674
Colliers Reserve	4	10	4.80	\$2,535,500
Crayton Road Area Non-Waterfront	81	104	9.35	\$3,840,570
Crayton Road Area Waterfront	26	15	20.80	\$6,988,000
Crossings	2	10	2.40	\$1,399,175
Esplanade	15	52	3.46	\$1,740,974
Grey Oaks	9	40	2.70	\$4,578,650
Isles of Collier Preserve	28	41	8.20	\$2,106,935
Kensington	3	23	1.57	\$1,357,833
Lely Resort	17	107	1.91	\$1,411,624
Mediterra	15	37	4.86	\$3,649,230
Monterey	3	17	2.12	\$1,321,824
Olde Cypress	2	34	0.71	\$1,643,206
Olde Naples	45	60	9.00	\$7,642,815
Pelican Bay	11	32	4.13	\$4,393,286
Pelican Bay - Bay Colony	4	6	8.00	\$6,747,000
Pelican Marsh	7	34	2.47	\$2,111,809
Pine Ridge	20	32	7.50	\$5,697,906
Port Royal	25	24	12.50	\$19,701,045
Quail Creek	7	26	3.23	\$2,223,723
Quail West	18	41	5.27	\$4,273,543
The Quarry	3	33	1.09	\$1,612,044
Riverstone	8	46	2.09	\$1,217,965
Royal Harbor	19	22	10.36	\$5,334,342
The Strand	—	13	0.00	\$1,072,846
Tiburon	4	7	6.86	\$3,094,429
Treviso Bay	4	24	2.00	\$1,906,854
Vanderbilt Beach	32	27	14.22	\$3,907,744
Vineyards	8	59	1.63	\$1,322,572

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

12-Month Sold Comparison Report for Select Communities

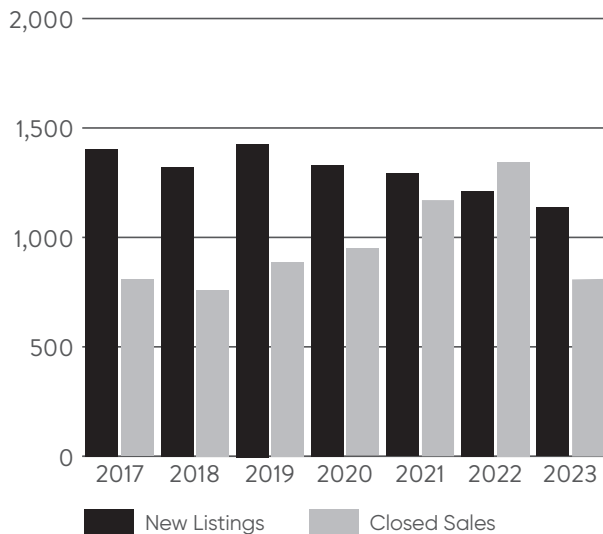
Monthly Snapshot as of February 28, 2023

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	35	109	3.85	\$737,157
Crayton Road Area Waterfront	81	197	4.93	\$2,548,186
The Dunes	15	30	6.00	\$2,040,826
Esplanade	10	39	3.08	\$667,608
Grey Oaks	0	13	—	\$1,988,077
Isles of Collier Preserve	14	54	3.11	\$867,284
Kensington	4	17	2.82	\$831,882
Lely Resort	28	154	2.18	\$556,393
Mediterra	4	26	1.85	\$1,487,846
Olde Naples	44	121	4.36	\$1,639,532
Pelican Bay	71	228	3.74	\$1,680,371
Pelican Bay - Bay Colony	3	19	1.89	\$4,856,712
Pelican Marsh	6	61	1.18	\$808,279
Pine Ridge	3	16	2.25	\$375,159
The Quarry	1	21	0.57	\$711,043
The Strand	11	59	2.24	\$552,655
Tiburon	8	26	3.69	\$1,350,942
Treviso Bay	19	63	3.62	\$588,516
Vanderbilt Beach	27	80	4.05	\$1,436,550
Vineyards	15	100	1.80	\$639,471

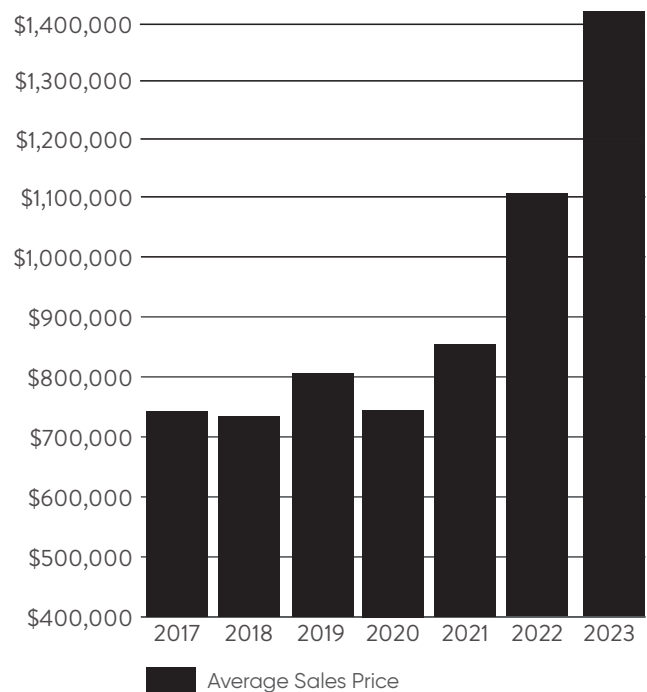
	2017	2018	2019	2020	2021	2022	2023
Listed	1,453	1,302	1,469	1,337	1,347	1,246	1,219
Sold	762	755	790	866	1,264	1,395	769
Avg. Sale \$	\$736,918	\$727,945	\$804,997	\$733,378	\$865,392	\$1,110,589	\$1,425,913

 <b>NEW LISTINGS</b> 1,219 ↓2.17%	 <b>CLOSED SALES</b> 769 ↓44.87%	 <b>AVERAGE SALES PRICE</b> \$1,425,913 ↑28.39%	 <b>CURRENT INVENTORY</b> 387 ↑245.54%	 <b>MONTHS OF SUPPLY</b> 6.04 ↑526.82%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 769 properties sold, sales were down 44.87% from the preceding 12-month period when 1,395 properties were sold. New listings were down 2.17%, from 1,246 to 1,219. The average sales price was up 28.39%, from \$1,110,589 to \$1,425,913. As of February 28, 2023, inventory stood at 387 units while months of supply was 6.04 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 28, 2023

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	67	91	8.84	\$3,280,090
Golf Course	83	111	8.97	\$2,066,894
Gulf Front	9	7	15.43	\$1,077,571
Indirect Waterfront	35	95	4.42	\$1,056,695
Inland	3	7	5.14	\$2,333,571
Preserve	0	2	—	\$10,687,500

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	86	162	6.37	\$1,380,525
Golf Course	35	104	4.04	\$711,480
Gulf Front	8	25	3.84	\$644,380
Gulf View	30	119	3.03	\$428,072
Indirect Waterfront	8	5	19.20	\$680,180
Inland	22	28	9.43	\$1,297,572
Preserve	1	6	2.00	\$1,369,167

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	24	106	2.72	\$1,722,696
Isles Of Capri	10	20	6.00	\$1,421,650
Naples Reserve	23	52	5.31	\$1,346,699
Winding Cypress	6	24	3.00	\$928,554

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	30	78	4.62	\$693,343
Hammock Bay Golf and Country Club	19	32	7.13	\$815,919
Isles Of Capri	2	7	3.43	\$622,000

# BONITA SPRINGS - ESTERO

MARKET REPORT - FEBRUARY 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	4,895	4,563	4,900	4,586	4,198	3,834	3,827
Sold	2,915	2,897	3,076	3,257	4,001	4,306	3,051
Avg. Sale \$	\$401,059	\$409,289	\$408,360	\$409,896	\$459,368	\$571,163	\$717,534



NEW LISTINGS

3,827  
↓0.18%



CLOSED SALES

3,051  
↓29.15%



AVERAGE SALES PRICE

\$717,534  
↑25.63%



CURRENT INVENTORY

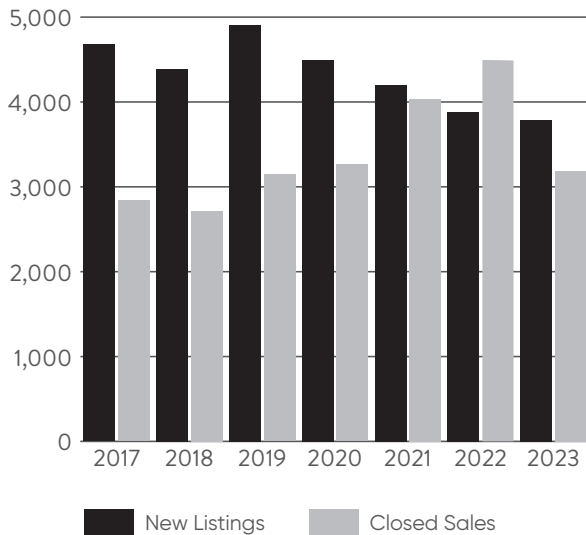
643  
↑215.20%



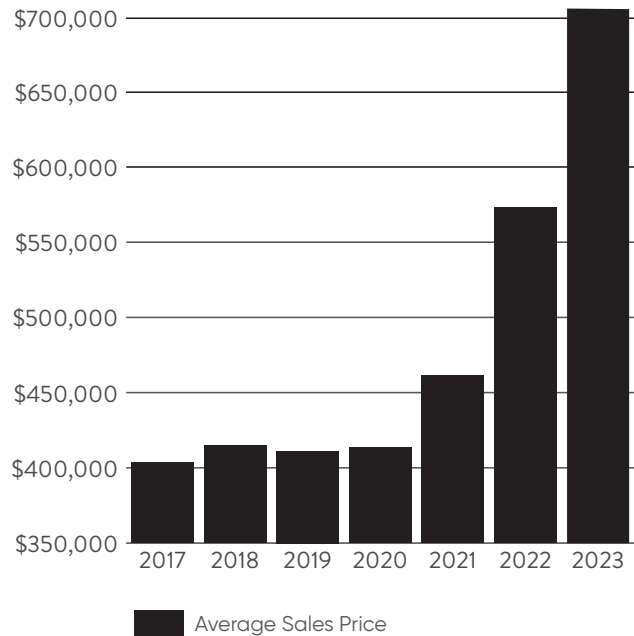
MONTHS OF SUPPLY

2.53  
↑344.85%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 3,051 properties sold, sales were down 29.15% from the preceding 12-month period when 4,306 properties were sold. New listings were down .18%, from 3,834 to 3,827. The average sales price was up 25.63%, from \$571,163 to \$717,534. As of February 28, 2023, inventory stood at 643 units while months of supply was 2.53 months.

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

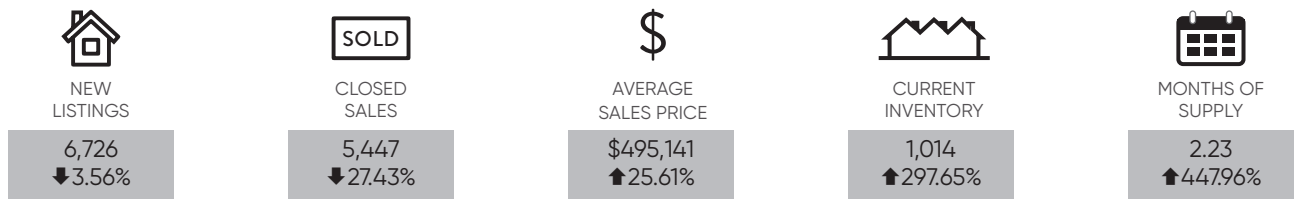
12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 28, 2023

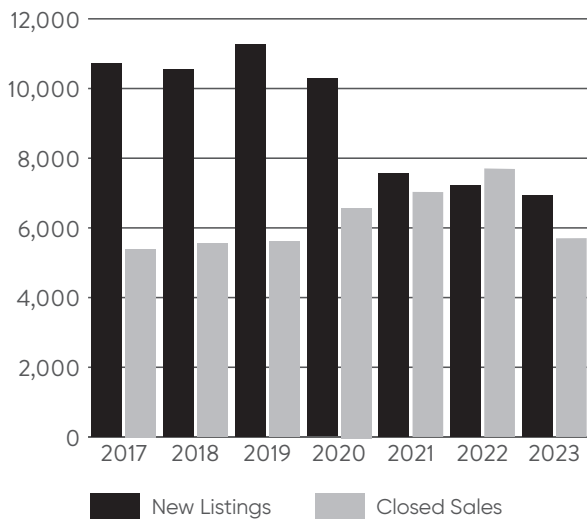
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	6	16	4.50	\$7,212,500
Bonita Bay	12	42	3.43	\$2,196,399
The Brooks	6	74	0.97	\$1,383,439
Palmira Golf and Country Club	6	26	2.77	\$1,011,717
Pelican Landing	5	44	1.36	\$1,389,210
Pelican Landing - The Colony	1	6	2.00	\$2,655,833
Pelican Sound	0	8	—	\$1,079,276
West Bay Club	6	19	3.79	\$1,511,815

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	2	7	3.43	\$2,656,429
Bonita Bay	39	126	3.71	\$1,671,298
The Brooks	22	99	2.67	\$502,118
Palmira Golf and Country Club	3	17	2.12	\$643,018
Pelican Landing	7	56	1.50	\$555,529
Pelican Landing - The Colony	26	53	5.89	\$1,405,291
Pelican Sound	3	35	1.03	\$563,589
West Bay Club	7	19	4.42	\$1,028,837

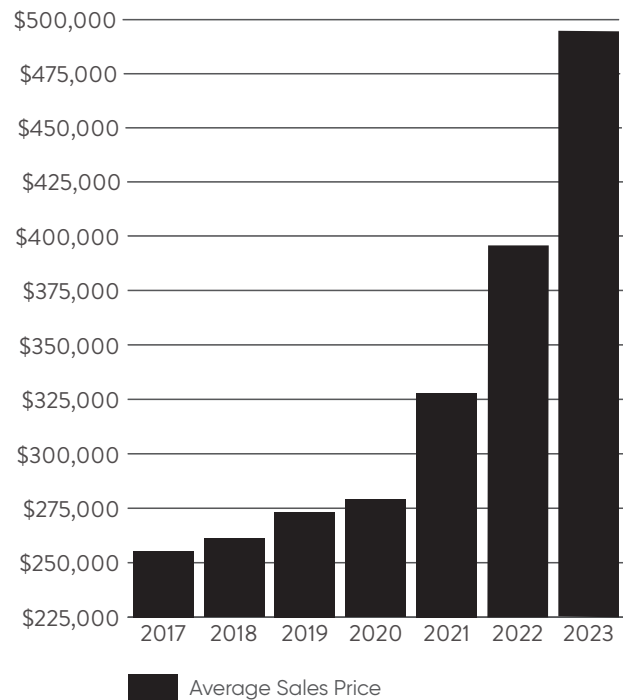
	2017	2018	2019	2020	2021	2022	2023
Listed	11,019	10,979	11,353	10,094	7,281	6,974	6,726
Sold	5,258	5,314	5,652	6,130	6,692	7,506	5,447
Avg. Sale \$	\$260,890	\$265,370	\$274,530	\$279,027	\$325,395	\$394,183	\$495,141



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,447 properties sold, sales were down 27.43% from the preceding 12-month period when 7,506 properties were sold. New listings were down 3.56%, from 6,974 to 6,726. The average sales price was up 25.61%, from \$394,183 to \$495,141. As of February 28, 2023, inventory stood at 1,014 units while months of supply was 2.23 months.

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

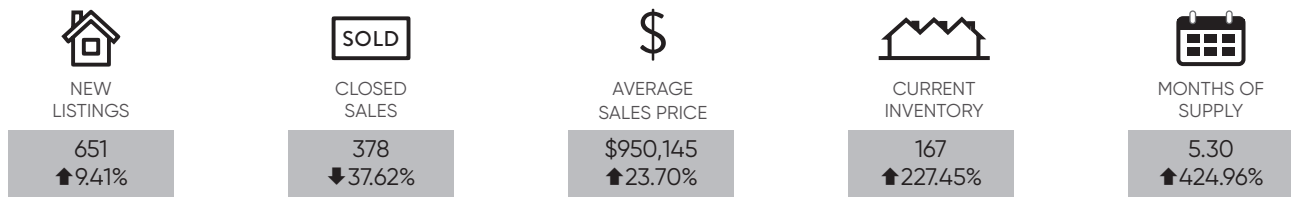
12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 28, 2023

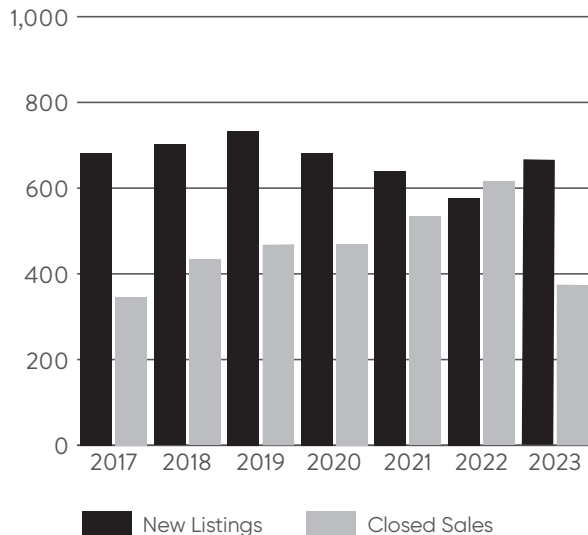
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	6	26	2.77	\$1,013,665
Colonial Country Club	9	35	3.09	\$597,991
Crown Colony	2	17	1.41	\$859,706
Esplanade Lake Club	9	19	5.68	\$1,239,377
Fiddlesticks Country Club	10	22	5.45	\$947,591
The Forest	4	30	1.60	\$713,667
Gulf Harbour Yacht And Country Club	9	30	3.60	\$1,666,763
Miromar Lakes Beach And Golf Club	12	41	3.51	\$2,344,065
Parker Lakes	3	25	1.44	\$468,773
Paseo	5	16	3.75	\$994,744
The Plantation	18	106	2.04	\$726,070
Shadow Wood Preserve	1	5	2.40	\$1,289,000
Town And River	10	23	5.22	\$915,609
Wildblue	19	127	1.80	\$1,359,524

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	6	66	1.09	\$343,502
Crown Colony	1	13	0.92	\$453,154
Downtown Fort Myers	58	146	4.77	\$463,793
Esplanade Lake Club	2	1	24.00	\$535,000
Fiddlesticks Country Club	2	8	3.00	\$339,813
The Forest	9	32	3.38	\$273,734
Gulf Harbour Yacht And Country Club	18	95	2.27	\$806,867
Miromar Lakes Beach And Golf Club	5	33	1.82	\$960,018
Parker Lakes	4	39	1.23	\$323,614
Paseo	9	92	1.17	\$399,631
The Plantation	5	22	2.73	\$542,468
Shadow Wood Preserve	0	4	—	\$396,000
Town And River	2	6	4.00	\$333,921

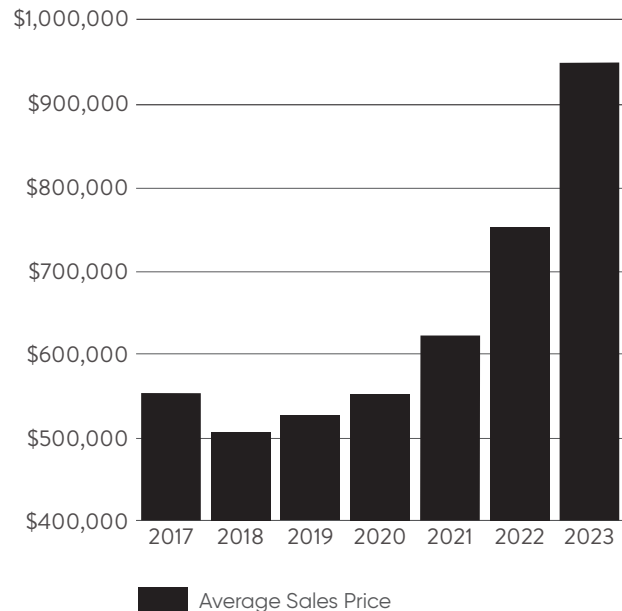
	2017	2018	2019	2020	2021	2022	2023
Listed	668	680	704	696	614	595	651
Sold	364	409	423	425	550	606	378
Avg. Sale \$	\$546,373	\$504,883	\$512,033	\$554,965	\$616,030	\$768,129	\$950,145



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 378 properties sold, sales were down 37.67% from the preceding 12-month period when 606 properties were sold. New listings were up 9.41%, from 595 to 651. The average sales price was up 23.70%, from \$768,129 to \$950,145. As of February 28, 2023, inventory stood at 167 units while months of supply was 5.30 months.

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

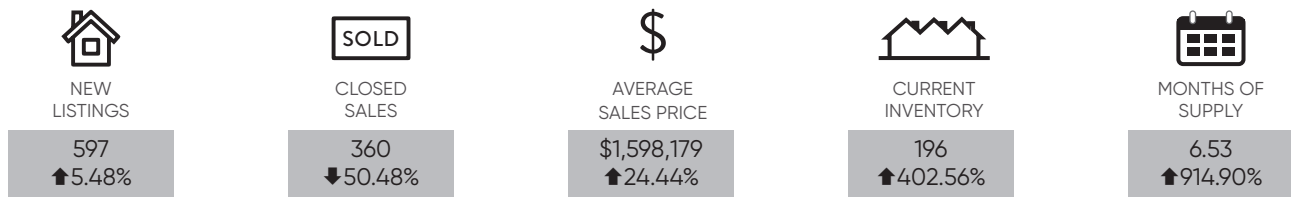
12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 28, 2023

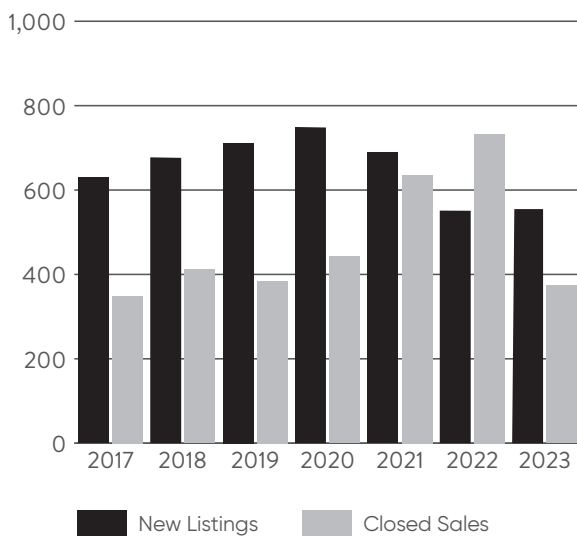
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	11	19	6.95	\$1,079,474
Laguna Shores	11	14	9.43	\$990,143
Mcphie Park	9	5	21.60	\$1,647,500

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	4	3	16.00	\$705,500
Ocean Harbor Condo	1	5	2.40	\$992,580
Sandarac Condo	2	4	6.00	\$650,250
Waterside At Bay Beach	14	16	10.50	\$994,588

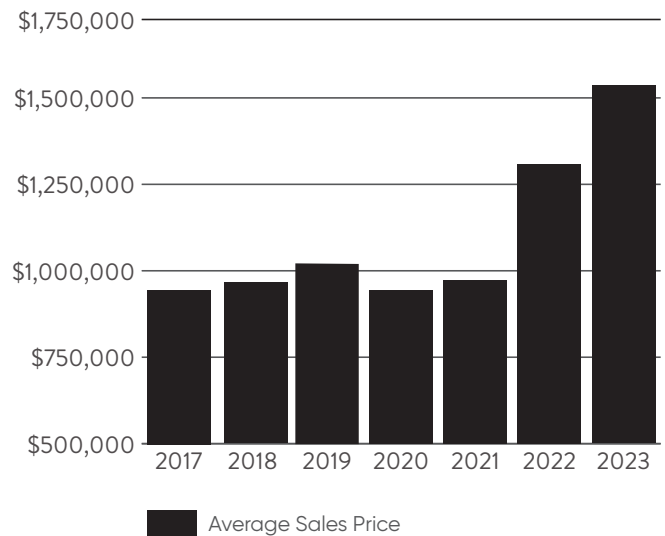
	2017	2018	2019	2020	2021	2022	2023
Listed	618	657	712	721	671	566	597
Sold	382	408	396	428	627	727	360
Avg. Sale \$	\$965,860	\$966,708	\$1,000,067	\$923,679	\$996,857	\$1,284,292	\$1,598,179



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 360 properties sold, sales were down 50.48% from the preceding 12-month period when 727 properties were sold. New listings were up 5.48%, from 566 to 597. The average sales price was up 24.44%, from \$1,284,292 to \$1,598,179. As of February 28, 2023, inventory stood at 196 units while months of supply was 6.53 months.



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

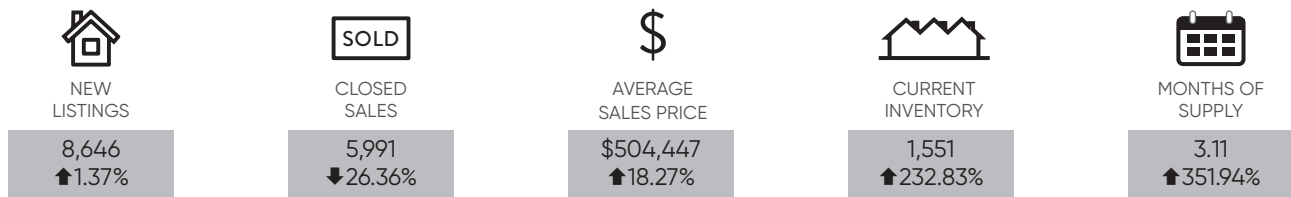
12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 28, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	4	9	5.33	\$1,477,217
Captiva Island	15	41	4.39	\$3,358,695
Dunes At Sanibel Island	13	20	7.80	\$1,139,406
Other Sanibel Island Single-Family	102	159	7.70	\$1,518,871

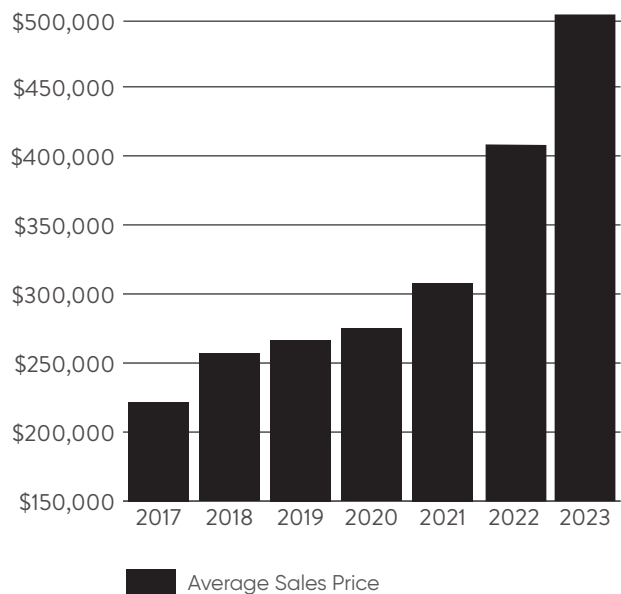
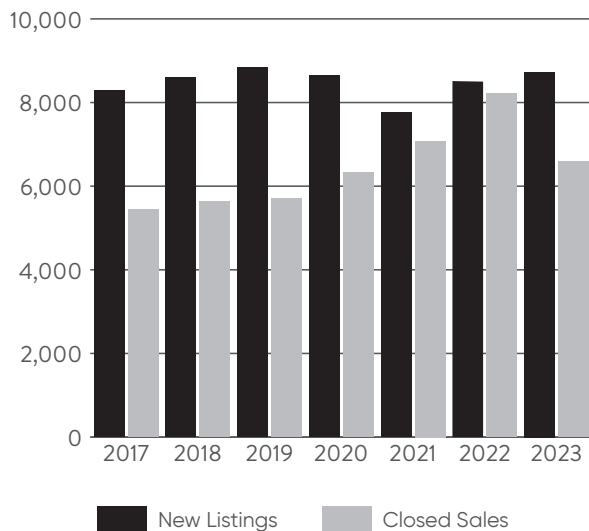
Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	8	19	5.05	\$963,843
Sundial Of Sanibel Condos	44	99	5.33	\$1,212,182
Other Sanibel Island Condos	10	12	10.00	\$894,625

	2017	2018	2019	2020	2021	2022	2023
Listed	8,021	8,376	8,773	8,362	7,753	8,529	8,646
Sold	5,510	5,739	5,721	6,257	7,152	8,135	5,991
Avg. Sale \$	\$246,143	\$266,564	\$274,262	\$285,086	\$326,032	\$426,513	\$504,447



12 MONTH NEW LISTING AND CLOSED SALES

12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,991 properties sold, sales were down 26.36% from the preceding 12-month period when 8,135 properties were sold. New listings were up 1.37%, from 8,529 to 8,646. The average sales price was up 18.27%, from \$426,513 to \$504,447. As of February 28, 2023, inventory stood at 1,551 units while months of supply was 3.11 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 28, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	3	9	4.00	\$2,169,444
Cape Royal	6	25	2.88	\$809,088
Yacht Club	8	22	4.36	\$897,291

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	15	26	6.92	\$655,969
Tarpon Point Marina	18	16	13.50	\$1,337,188

# PINE ISLAND-MATLACHA

## MARKET REPORT - FEBRUARY 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	394	372	415	358	363	375	309
Sold	225	207	244	235	286	372	209
Avg. Sale \$	\$300,992	\$336,161	\$338,589	\$353,277	\$429,606	\$526,684	\$676,599



NEW LISTINGS

309  
↓17.60%



CLOSED SALES

209  
↓43.82%



AVERAGE SALES PRICE

\$676,599  
↑28.46%



CURRENT INVENTORY

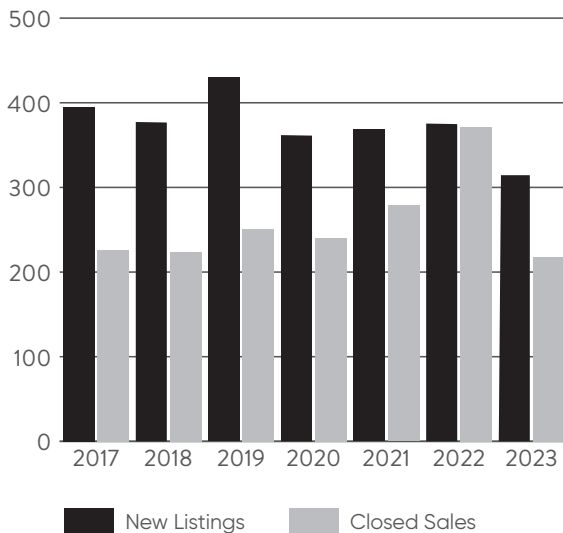
82



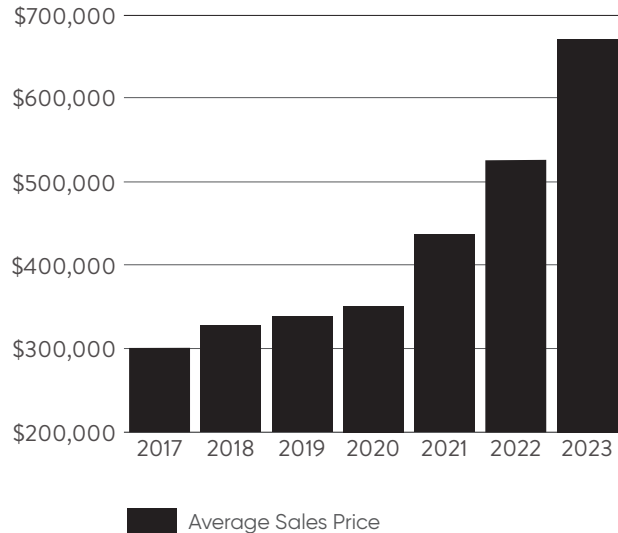
MONTHS OF SUPPLY

4.71

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 209 properties sold, sales were down 43.82% from the preceding 12-month period when 372 properties were sold. New listings were down 17.60%, from 375 to 309. The average sales price was up 28.46%, from \$526,684 to \$676,599. As of February 28, 2023, inventory stood at 82 units while months of supply was 4.71 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 28, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	32	82	4.68	\$583,804
Matlacha	9	20	5.40	\$921,570
St James City	35	92	4.57	\$745,497

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	4	11	4.36	\$407,318
Matlacha	0	1	—	\$995,000
St James City	3	4	6.00	\$367,425

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