

MONTHLY MARKET REPORT - APRIL 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

APRIL 2023

Southwest Florida	2
.....	
Naples	3
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Marco Island	6
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Bonita-Estero	8
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Fort Myers	10
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Fort Myers Beach	12
.....	
Sanibel & Captiva Islands	14
.....	
Cape Coral	16
.....	
Pine Island	18
.....	

SOUTHWEST FLORIDA

MARKET REPORT - APRIL 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2017	2018	2019	2020	2021	2022	2023
Listed	42,285	42,206	43,779	38,495	39,179	36,210	34,526
Sold	24,513	25,162	25,751	27,897	38,016	35,507	25,036
Avg. Sale \$	\$418,226	\$443,325	\$447,567	\$451,643	\$570,564	\$689,285	\$796,053



NEW LISTINGS

34,526
↓4.65%



CLOSED SALES

25,036
↓29.49%



AVERAGE SALES PRICE

\$796,053
↑15.49%



CURRENT INVENTORY

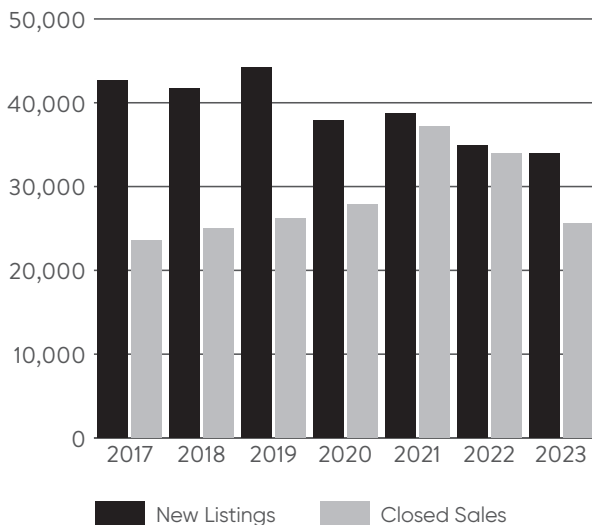
7,573
↑192.39%



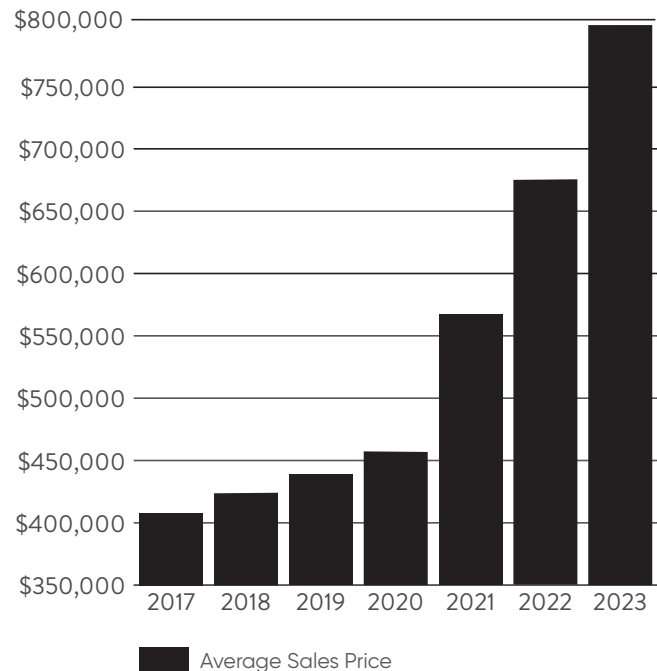
MONTHS OF SUPPLY

3.63
↑314.68%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 25,036 properties sold, sales were down 29.49% from the preceding 12-month period when 35,507 properties were sold. New listings were down 4.65%, from 36,210 to 34,526. The average sales price was up 15.49%, from \$689,285 to \$796,053. As of April 30, 2023, inventory stood at 7,573 units while months of supply was 3.63 months.

NAPLES

MARKET REPORT - APRIL 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	15,308	14,843	15,652	14,272	15,696	13,781	12,669
Sold	9,049	9,312	9,623	10,449	15,239	13,876	9,647
Avg. Sale \$	\$558,957	\$613,620	\$615,508	\$609,288	\$769,790	\$903,015	\$1,076,313



NEW LISTINGS

12,669
↓8.07%



CLOSED SALES

9,647
↓30.48%



AVERAGE SALES PRICE

\$1,076,313
↑19.19%



CURRENT INVENTORY

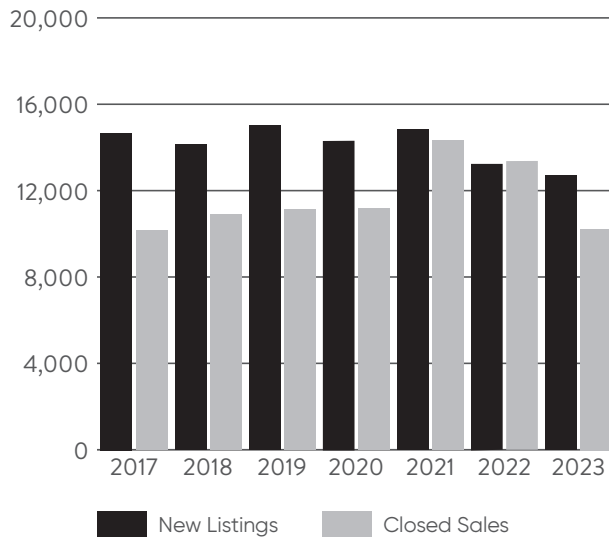
2,822
↑146.89%



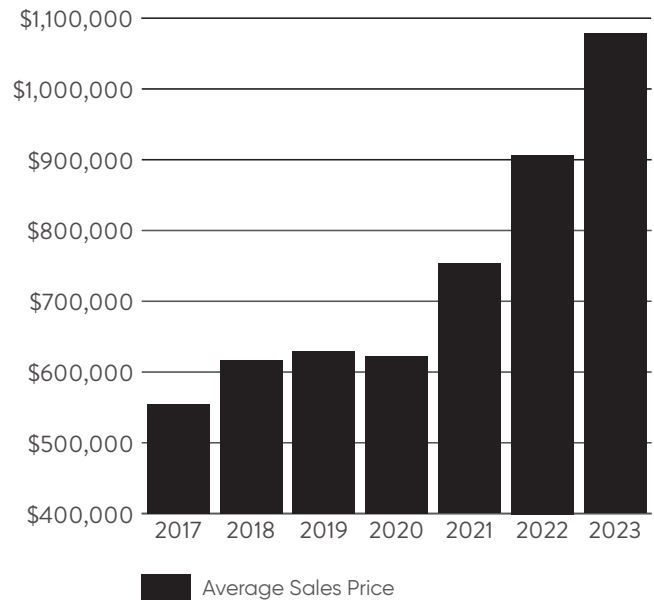
MONTHS OF SUPPLY

3.51
↑255.13%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 9,647 properties sold, sales were down 30.48% from the preceding 12-month period when 13,876 properties were sold. New listings were down 8.07%, from 13,781 to 12,669. The average sales price was up 19.19%, from \$903,015 to \$1,076,313. As of April 30, 2023, inventory stood at 2,822 units while months of supply was 3.51 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	32	13	29.54	\$7,938,462
Audubon	7	20	4.20	\$2,323,175
Colliers Reserve	1	16	0.75	\$2,414,688
Crayton Road Area Non-Waterfront	83	107	9.31	\$3,775,484
Crayton Road Area Waterfront	27	12	27.00	\$5,237,667
Crossings	3	11	3.27	\$1,397,705
Esplanade	20	49	4.90	\$1,863,544
Grey Oaks	12	42	3.43	\$4,327,786
Isles of Collier Preserve	24	46	6.26	\$2,161,153
Kensington	4	23	2.09	\$1,569,920
Lely Resort	19	104	2.19	\$1,435,783
Mediterra	15	37	4.86	\$3,778,554
Monterey	5	18	3.33	\$1,411,722
Olde Cypress	3	30	1.20	\$1,564,433
Olde Naples	48	55	10.47	\$7,647,855
Pelican Bay	18	31	6.97	\$3,782,585
Pelican Bay - Bay Colony	7	4	21.00	\$6,870,500
Pelican Marsh	7	35	2.40	\$1,853,386
Pine Ridge	28	28	12.00	\$5,620,821
Port Royal	36	19	22.74	\$19,209,846
Quail Creek	8	22	4.36	\$2,270,173
Quail West	19	34	6.71	\$4,356,772
The Quarry	4	30	1.60	\$1,718,548
Riverstone	6	39	1.85	\$1,208,113
Royal Harbor	16	21	9.14	\$4,343,025
The Strand	1	13	0.92	\$1,132,462
Tiburon	5	9	6.67	\$3,134,556
Treviso Bay	3	20	1.80	\$1,975,475
Vanderbilt Beach	31	24	15.50	\$4,094,546
Vineyards	5	65	0.92	\$1,380,081

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

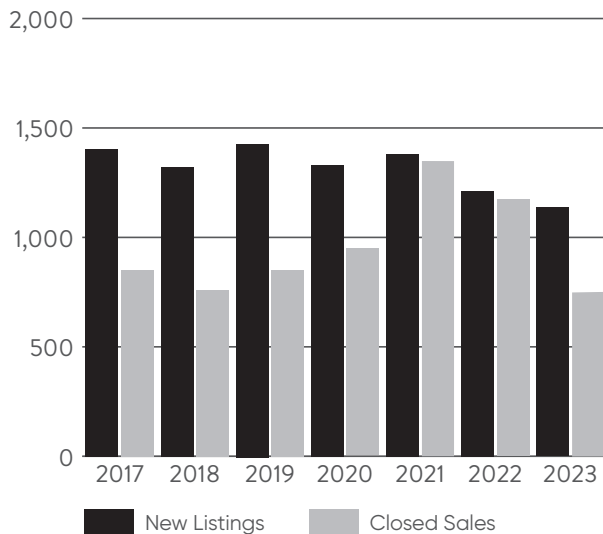
Monthly Snapshot as of April 30, 2023

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	50	97	6.19	\$768,011
Crayton Road Area Waterfront	121	203	7.15	\$2,508,390
The Dunes	15	21	8.57	\$2,051,000
Esplanade	2	39	0.62	\$699,982
Grey Oaks	0	15	—	\$2,062,933
Isles of Collier Preserve	14	57	2.95	\$839,825
Kensington	3	21	1.71	\$829,810
Lely Resort	38	125	3.65	\$579,153
Mediterra	4	17	2.82	\$1,627,647
Olde Naples	44	122	4.33	\$1,741,458
Pelican Bay	76	229	3.98	\$1,673,344
Pelican Bay - Bay Colony	5	15	4.00	\$5,485,835
Pelican Marsh	6	58	1.24	\$818,610
Pine Ridge	2	14	1.71	\$356,171
The Quarry	1	20	0.60	\$714,045
The Strand	4	62	0.77	\$570,460
Tiburon	7	24	3.50	\$1,533,583
Treviso Bay	19	60	3.80	\$581,069
Vanderbilt Beach	55	58	11.38	\$1,554,007
Vineyards	15	100	1.80	\$665,492

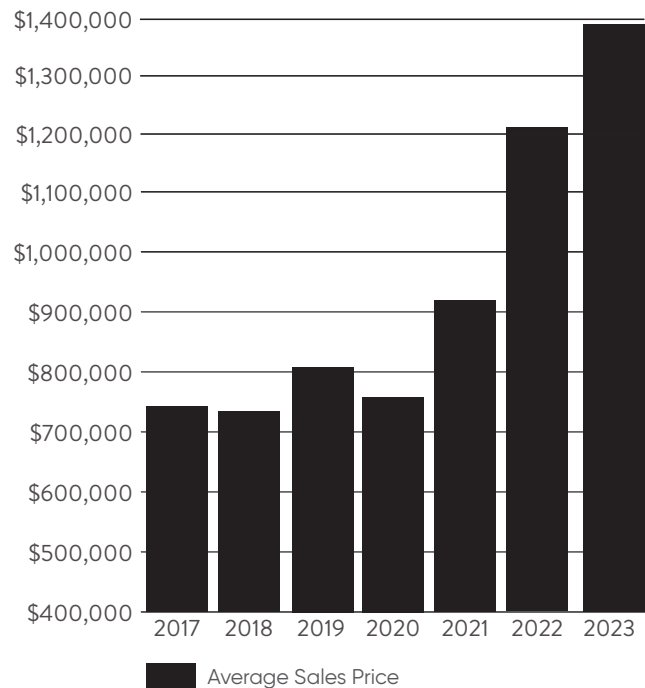
	2017	2018	2019	2020	2021	2022	2023
Listed	1,473	1,336	1,425	1,262	1,491	1,225	1,169
Sold	801	751	805	870	1,478	1,214	726
Avg. Sale \$	\$745,381	\$741,155	\$801,376	\$770,946	\$904,580	\$1,208,722	\$1,396,410

 NEW LISTINGS 1,169 ↓4.57%	 CLOSED SALES 726 ↓40.20%	 AVERAGE SALES PRICE \$1,396,410 ↑15.53%	 CURRENT INVENTORY 422 ↑143.93%	 MONTHS OF SUPPLY 6.98 ↑307.90%
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12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 726 properties sold, sales were down 40.20% from the preceding 12-month period when 1,214 properties were sold. New listings were down 4.57%, from 1,225 to 1,169. The average sales price was up 15.53%, from \$1,208,722 to \$1,396,410. As of April 30, 2023, inventory stood at 422 units while months of supply was 6.98 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2023

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	65	85	9.18	\$3,155,017
Golf Course	7	6	14.00	\$1,094,250
Gulf Front	0	1	-	\$9,500,000
Indirect Waterfront	85	112	9.11	\$2,036,770
Inland	44	90	5.87	\$1,049,637
Preserve	4	6	8.00	\$1,880,833

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	39	101	4.63	\$709,485
Golf Course	2	5	4.80	\$1,559,000
Gulf Front	98	152	7.74	\$1,425,932
Gulf View	31	27	13.78	\$1,236,185
Indirect Waterfront	9	22	4.91	\$643,568
Inland	33	115	3.44	\$426,569
Preserve	5	3	20.00	\$665,633

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	20	76	3.16	\$1,581,176
Isles Of Capri	9	16	6.75	\$1,183,625
Naples Reserve	18	59	3.66	\$1,326,455
Winding Cypress	3	85	1.50	\$1,030,190

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	32	67	5.73	\$685,138
Hammock Bay Golf and Country Club	17	34	6.00	\$793,324
Isles Of Capri	1	7	1.71	\$841,000

BONITA SPRINGS - ESTERO

MARKET REPORT - APRIL 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	4,886	4,573	4,809	4,229	4,478	3,964	3,706
Sold	2,990	2,934	3,037	3,246	4,518	3,898	2,935
Avg. Sale \$	\$401,808	\$413,170	\$405,325	\$409,250	\$480,188	\$610,684	\$751,325



NEW LISTINGS

3,706
↓6.51%



CLOSED SALES

2,935
↓24.70%



AVERAGE SALES PRICE

\$751,325
↑23.03%



CURRENT INVENTORY

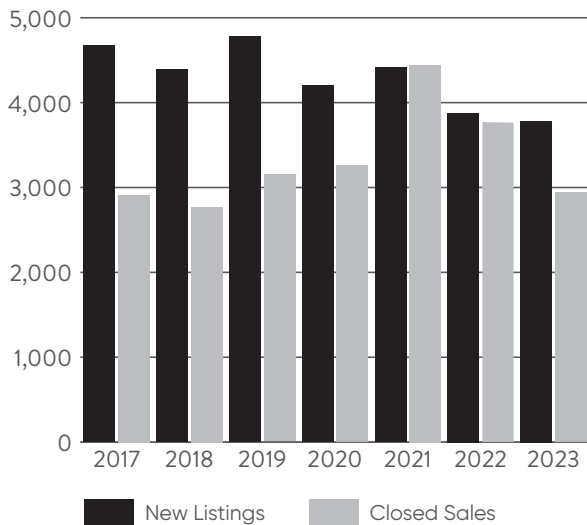
734
↑167.88%



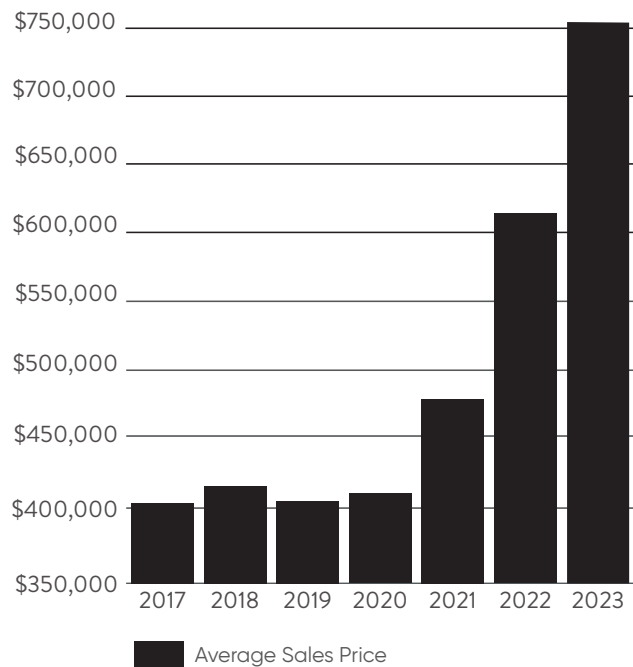
MONTHS OF SUPPLY

3.00
↑255.78%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 2,935 properties sold, sales were down 24.70% from the preceding 12-month period when 3,898 properties were sold. New listings were down 6.51%, from 3,964 to 3,706. The average sales price was up 23.03%, from \$610,684 to \$751,325. As of April 30, 2023, inventory stood at 734 units while months of supply was 3.00 months.



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2023

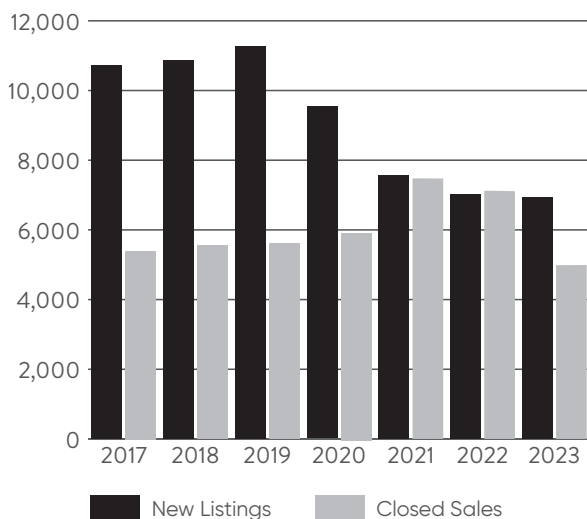
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	7	14	6.00	\$6,591,071
Bonita Bay	14	39	4.31	\$2,146,545
The Brooks	6	81	0.89	\$1,427,480
Palmira Golf and Country Club	11	29	4.55	\$1,013,112
Pelican Landing	7	48	1.75	\$1,386,411
Pelican Landing - The Colony	1	9	1.33	\$2,387,778
Pelican Sound	1	5	2.40	\$1,194,562
West Bay Club	3	21	1.71	\$1,438,404

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	5	5	12.00	\$2,491,000
Bonita Bay	42	129	3.91	\$1,901,110
The Brooks	17	96	2.13	\$529,513
Palmira Golf and Country Club	3	19	1.89	\$670,332
Pelican Landing	9	57	1.89	\$584,666
Pelican Landing - The Colony	29	64	5.44	\$1,463,397
Pelican Sound	1	37	0.32	\$570,885
West Bay Club	10	16	7.50	\$855,181

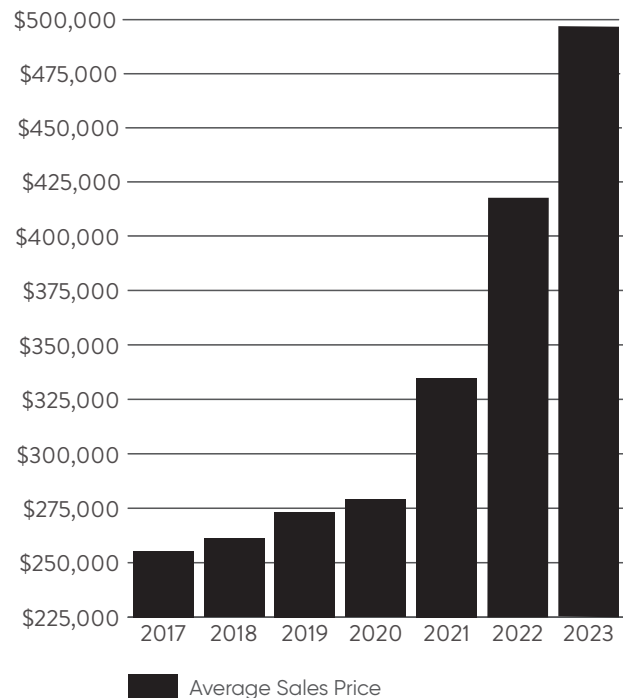
	2017	2018	2019	2020	2021	2022	2023
Listed	10,962	11,160	11,237	9,179	7,597	6,992	6,842
Sold	5,301	5,425	5,602	5,994	7,415	7,026	5,183
Avg. Sale \$	\$263,633	\$267,456	\$274,388	\$283,203	\$336,938	\$417,343	\$499,869



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,183 properties sold, sales were down 26.23% from the preceding 12-month period when 7,026 properties were sold. New listings were down 2.15%, from 6,992 to 6,842. The average sales price was up 19.77%, from \$417,343 to \$499,869. As of April 30, 2023, inventory stood at 1,308 units while months of supply was 3.03 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	7	24	3.50	\$990,808
Colonial Country Club	7	31	2.71	\$619,380
Crown Colony	4	21	2.29	\$867,095
Esplanade Lake Club	7	25	3.36	\$1,379,739
Fiddlesticks Country Club	3	22	1.64	\$926,000
The Forest	8	29	3.31	\$715,000
Gulf Harbour Yacht And Country Club	10	34	3.53	\$1,620,385
Miromar Lakes Beach And Golf Club	10	36	3.33	\$2,260,517
Parker Lakes	4	20	2.40	\$486,591
Paseo	1	18	0.67	\$1,000,925
The Plantation	17	94	2.17	\$686,844
Shadow Wood Preserve	3	2	18.00	\$1,567,500
Town And River	9	27	4.00	\$998,978
Wildblue	22	131	2.02	\$1,375,376

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	21	66	3.82	\$351,258
Crown Colony	2	12	2.00	\$456,325
Downtown Fort Myers	53	131	4.85	\$465,774
Esplanade Lake Club	2	3	8.00	\$532,512
Fiddlesticks Country Club	2	13	1.85	\$363,385
The Forest	9	35	3.09	\$266,606
Gulf Harbour Yacht And Country Club	33	96	4.13	\$851,364
Miromar Lakes Beach And Golf Club	9	28	3.86	\$978,286
Parker Lakes	7	34	2.47	\$318,731
Paseo	22	76	3.47	\$402,686
The Plantation	6	20	3.60	\$541,615
Shadow Wood Preserve	0	2	—	\$409,500
Town And River	2	6	4.00	\$331,458

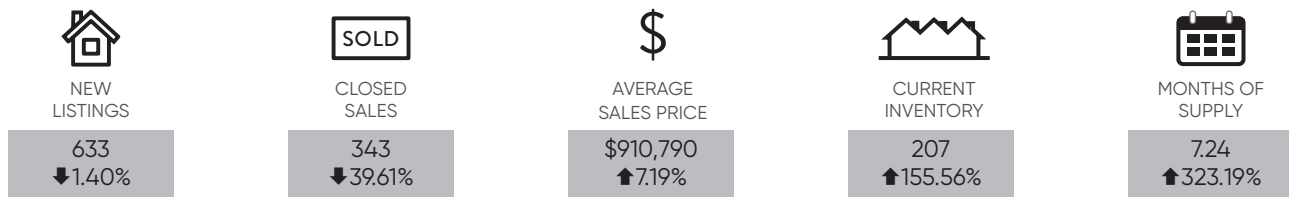
FORT MYERS BEACH

MARKET REPORT - APRIL 2023

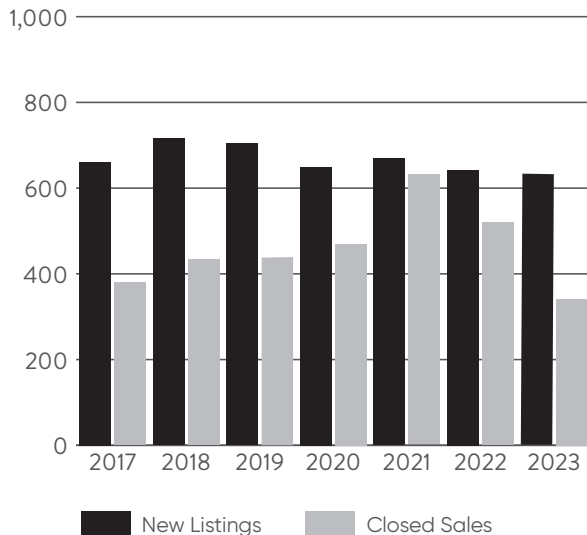


CHRISTIE'S
INTERNATIONAL REAL ESTATE

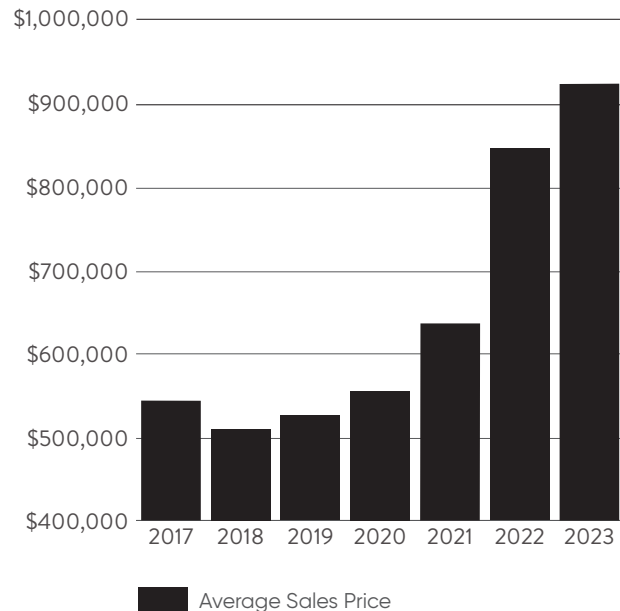
	2017	2018	2019	2020	2021	2022	2023
Listed	659	706	703	613	676	642	633
Sold	395	408	406	426	623	568	343
Avg. Sale \$	\$556,940	\$501,842	\$513,027	\$564,028	\$627,722	\$849,686	\$910,790



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 343 properties sold, sales were down 39.61% from the preceding 12-month period when 568 properties were sold. New listings were down 1.40%, from 642 to 633. The average sales price was up 7.19%, from \$849,686 to \$910,790. As of April 30, 2023, inventory stood at 207 units while months of supply was 7.24 months.

Neighborhood Snapshot Report[®]

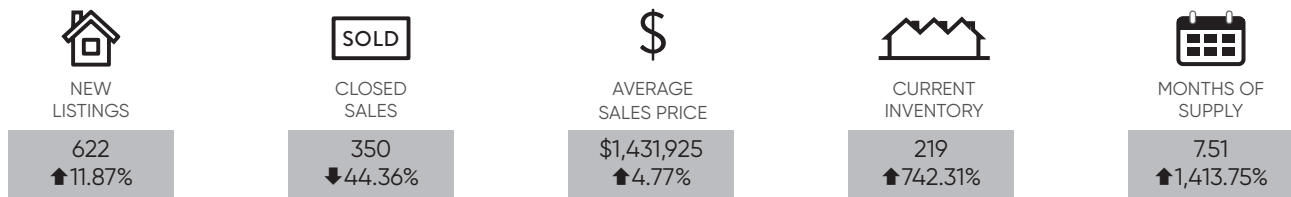
12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2023

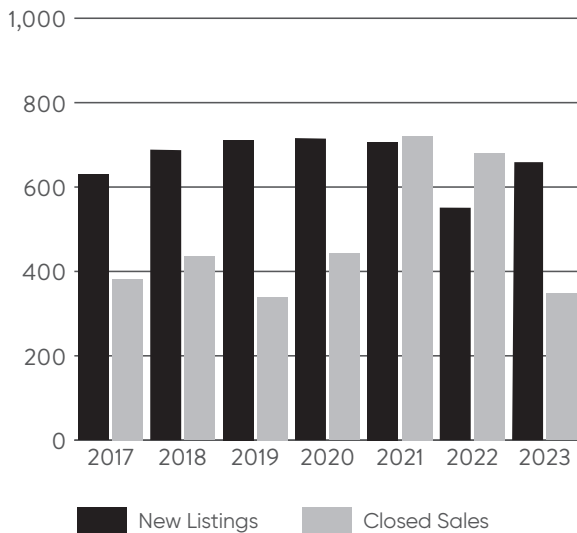
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	7	19	4.42	\$1,060,000
Laguna Shores	7	18	4.67	\$927,750
Mcphie Park	11	4	33.00	\$1,993,750

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	4	5	9.60	\$641,300
Ocean Harbor Condo	4	3	16.00	\$1,055,000
Sandarac Condo	4	4	12.00	\$650,250
Waterside At Bay Beach	23	18	15.33	\$994,056

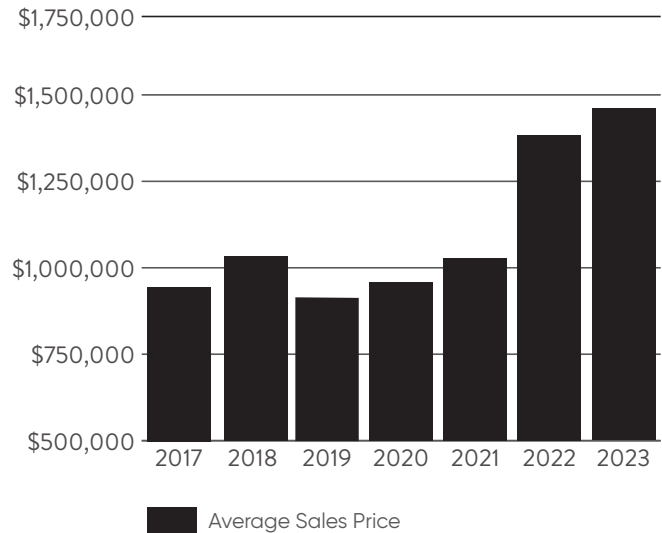
	2017	2018	2019	2020	2021	2022	2023
Listed	617	676	694	699	695	556	622
Sold	390	419	376	433	732	629	350
Avg. Sale \$	\$946,941	\$1,016,839	\$901,395	\$971,004	\$1,021,969	\$1,366,726	\$1,431,925



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 350 properties sold, sales were down 44.36% from the preceding 12-month period when 629 properties were sold. New listings were up 11.87%, from 556 to 622. The average sales price was up 4.77%, from \$1,366,726 to \$1,431,925. As of April 30, 2023, inventory stood at 219 units while months of supply was 7.51 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	6	10	7.20	\$1,364,995
Captiva Island	16	26	7.38	\$3,611,865
Dunes At Sanibel Island	14	21	8.00	\$956,458
Other Sanibel Island Single-Family	108	176	7.36	\$1,398,531

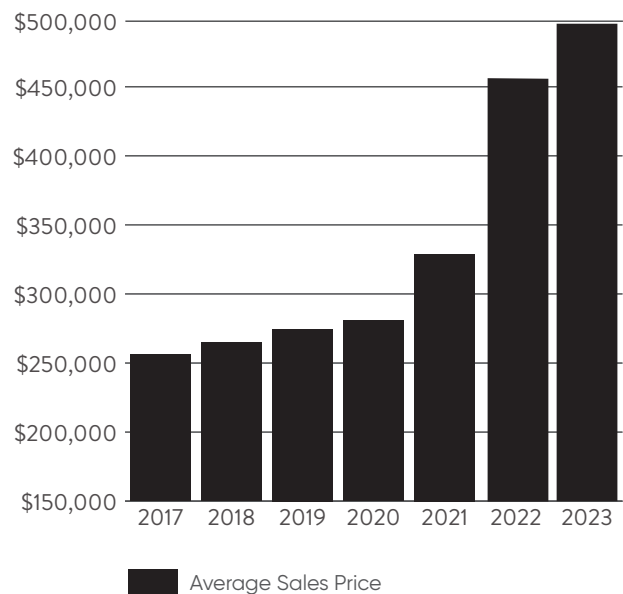
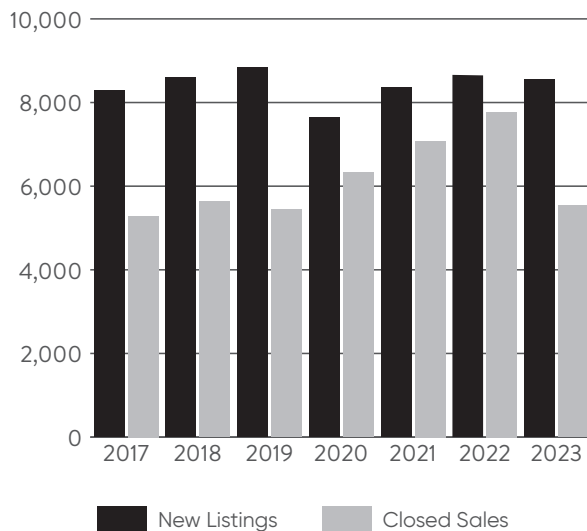
Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	8	14	6.86	\$1,121,321
Sundial Of Sanibel Condos	53	90	7.07	\$1,121,911
Other Sanibel Island Condos	14	13	12.92	\$824,423

	2017	2018	2019	2020	2021	2022	2023
Listed	8,007	8,526	8,845	7,895	8,167	8,690	8,541
Sold	5,587	5,825	5,665	6,240	7,694	7,941	5,660
Avg. Sale \$	\$252,140	\$267,980	\$275,741	\$287,049	\$342,887	\$455,583	\$494,718

 NEW LISTINGS 8,541 ↓1.71%	 CLOSED SALES 5,660 ↓28.72%	 AVERAGE SALES PRICE \$494,718 ↑8.59%	 CURRENT INVENTORY 1,766 ↑227.64%	 MONTHS OF SUPPLY 3.74 ↑359.69%
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12 MONTH NEW LISTINGS AND CLOSED SALES

12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,660 properties sold, sales were down 28.72% from the preceding 12-month period when 7,941 properties were sold. New listings were down 1.71%, from 8,690 to 8,541. The average sales price was up 8.59%, from \$455,583 to \$494,718. As of April 30, 2023, inventory stood at 1,766 units while months of supply was 3.74 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	5	7	8.57	\$1,928,571
Cape Royal	5	27	2.22	\$809,865
Yacht Club	9	25	4.43	\$801,120

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	12	23	6.26	\$686,257
Tarpon Point Marina	17	15	13.60	\$1,445,667

PINE ISLAND-MATLACHA

MARKET REPORT - APRIL 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	373	386	414	346	379	360	344
Sold	222	226	237	239	317	355	192
Avg. Sale \$	\$313,752	\$339,051	\$336,591	\$353,342	\$451,941	\$574,771	\$642,498



NEW LISTINGS

344
↓4.44%



CLOSED SALES

192
↓45.92%



AVERAGE SALES PRICE

\$642,498
↑11.78%



CURRENT INVENTORY

95



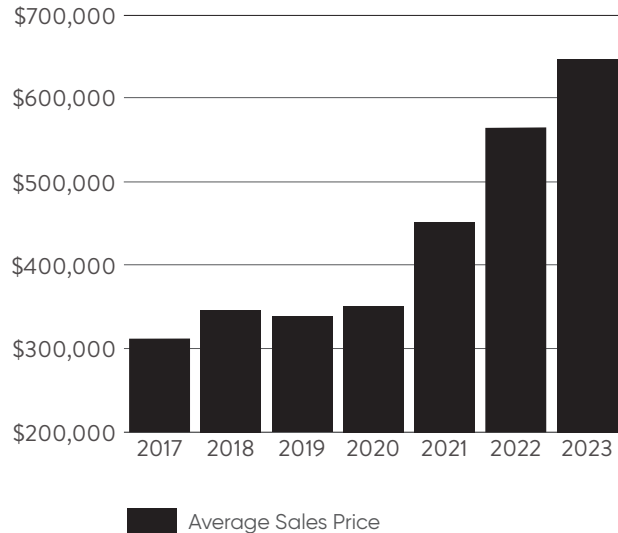
MONTHS OF SUPPLY

5.94

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 192 properties sold, sales were down 45.92% from the preceding 12-month period when 355 properties were sold. New listings were down 4.44%, from 360 to 344. The average sales price was up 11.78%, from \$574,771 to \$642,498. As of April 30, 2023, inventory stood at 95 units while months of supply was 5.94 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	40	75	6.40	\$612,009
Matlacha	12	16	9.00	\$833,969
St James City	35	85	4.94	\$671,403

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	7	13	6.46	\$407,038
Matlacha	0	1	—	\$995,000
St James City	1	3	4.00	\$394,900



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