

MONTHLY MARKET REPORT - JANUARY 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

JANUARY 2023

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

SOUTHWEST FLORIDA

MARKET REPORT - JANUARY 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2017	2018	2019	2020	2021	2022	2023
Listed	42,885	41,449	44,353	41,724	37,306	36,071	35,063
Sold	23,928	24,685	25,893	27,695	32,989	39,032	26,915
Avg. Sale \$	\$410,645	\$434,642	\$451,004	\$446,301	\$526,943	\$647,330	\$794,053



NEW LISTINGS

35,063
↓2.79%



CLOSED SALES

26,915
↓31.04%



AVERAGE SALES PRICE

\$794,053
↑22.67%



CURRENT INVENTORY

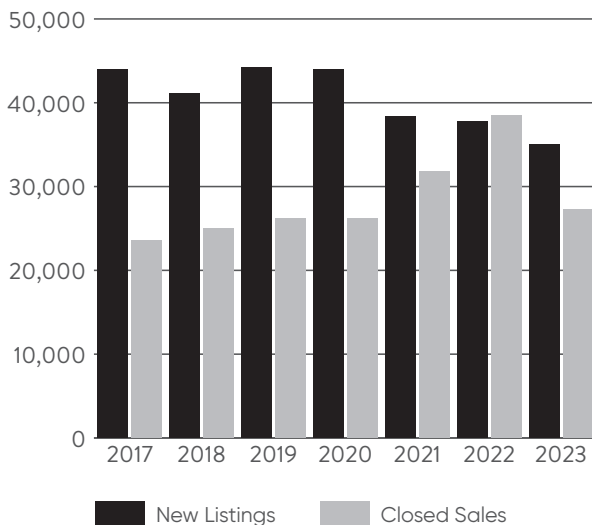
6,433
↑216.12%



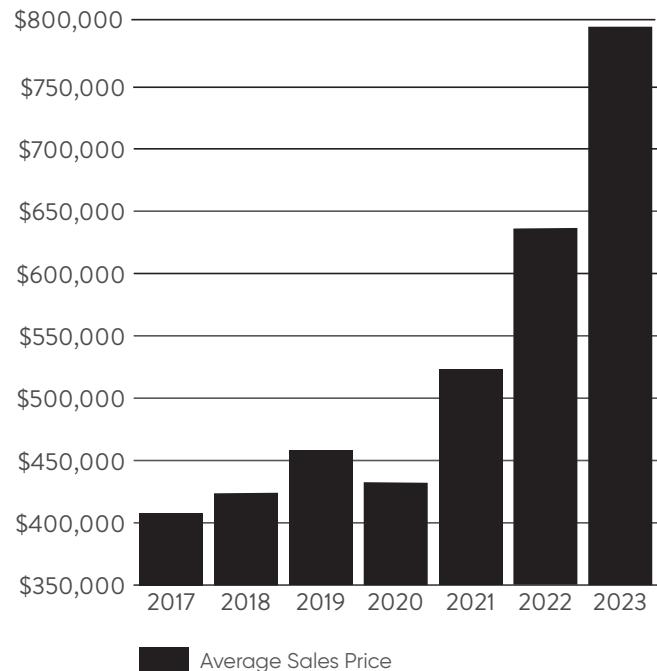
MONTHS OF SUPPLY

2.87
↑358.43%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 26,915 properties sold, sales were down 31.04% from the preceding 12-month period when 39,032 properties were sold. New listings were down 2.79%, from 36,071 to 35,063. The average sales price was up 22.67%, from \$647,330 to \$794,053. As of January 31, 2023, inventory stood at 6,433 units while months of supply was 2.87 months.

	2017	2018	2019	2020	2021	2022	2023
Listed	15,723	14,676	15,853	15,055	14,770	13,892	13,291
Sold	8,808	9,234	9,570	10,353	12,838	15,690	10,372
Avg. Sale \$	\$549,806	\$593,932	\$623,490	\$607,531	\$716,568	\$847,023	\$1,072,035



NEW LISTINGS

13,291
↓4.33%



CLOSED SALES

10,372
↓33.89%



AVERAGE SALES PRICE

\$1,072,035
↑26.57%



CURRENT INVENTORY

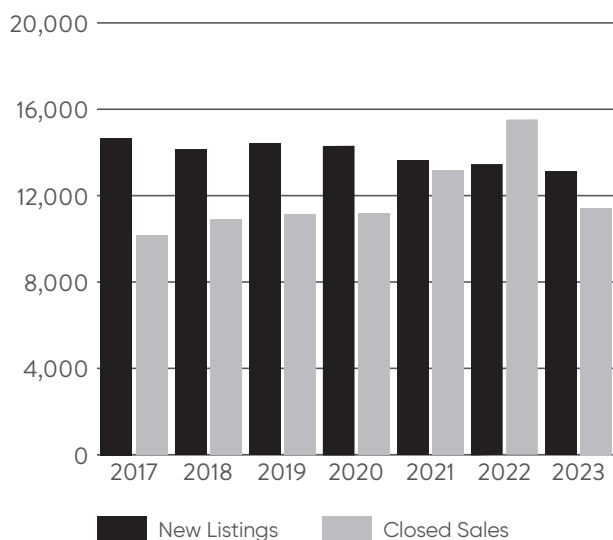
2,610
↑194.58%



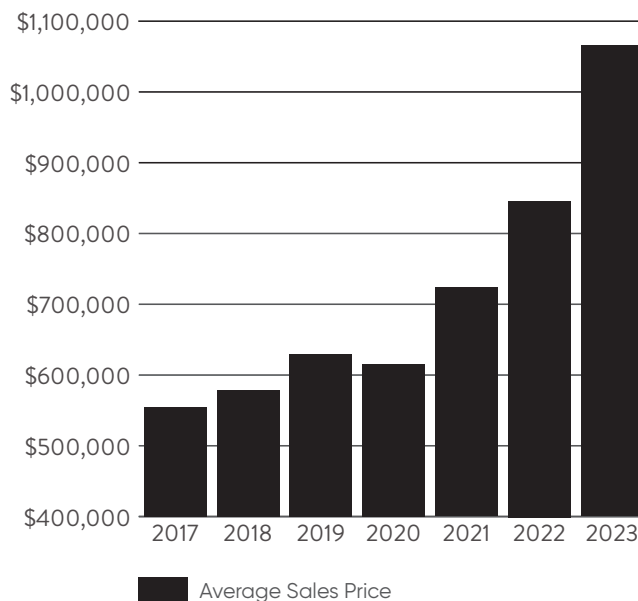
MONTHS OF SUPPLY

3.02
↑345.62%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 10,372 properties sold, sales were down 33.89% from the preceding 12-month period when 15,690 properties were sold. New listings were down 4.33%, from 13,892 to 13,291. The average sales price was up 26.57%, from \$847,023 to \$1,072,035. As of January 31, 2023, inventory stood at 2,610 units while months of supply was 3.02 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	24	18	16.00	\$9,104,722
Audubon	9	23	4.70	\$2,361,587
Colliers Reserve	5	12	5.00	\$2,505,083
Crayton Road Area Non-Waterfront	73	103	8.50	\$3,852,177
Crayton Road Area Waterfront	27	17	19.06	\$7,771,471
Crossings	2	11	2.18	\$1,339,250
Esplanade	10	54	2.22	\$1,758,345
Grey Oaks	12	41	3.51	\$4,632,854
Isles of Collier Preserve	26	42	7.43	\$2,117,624
Kensington	1	20	0.60	\$1,390,883
Lely Resort	18	109	1.98	\$1,390,822
Mediterra	16	42	4.57	\$3,584,869
Monterey	3	18	2.00	\$1,337,278
Olde Cypress	4	32	1.50	\$1,657,812
Olde Naples	38	57	8.00	\$7,799,893
Pelican Bay	13	30	5.20	\$4,605,400
Pelican Bay - Bay Colony	4	5	9.60	\$4,916,400
Pelican Marsh	11	37	3.57	\$2,145,203
Pine Ridge	17	30	6.80	\$5,610,266
Port Royal	22	24	11.00	\$18,480,211
Quail Creek	5	26	2.31	\$2,203,000
Quail West	15	38	6.00	\$4,115,533
The Quarry	0	30	2.40	\$1,590,082
Riverstone	3	46	1.30	\$1,206,900
Royal Harbor	15	24	7.50	\$5,621,333
The Strand	0	10	0.00	\$1,030,600
Tiburón	3	7	5.14	\$2,726,857
Treviso Bay	4	25	1.92	\$1,965,080
Vanderbilt Beach	31	26	14.31	\$3,961,888
Vineyards	9	59	1.83	\$1,291,301

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

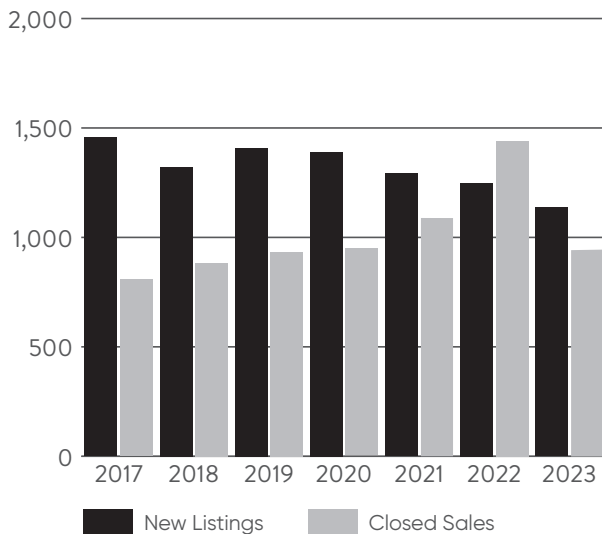
Monthly Snapshot as of January 31, 2023

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	31	114	3.26	\$698,633
Crayton Road Area Waterfront	56	197	3.41	\$2,558,537
The Dunes	16	29	6.62	\$2,025,682
Esplanade	6	39	1.85	\$667,262
Grey Oaks	1	14	0.86	\$1,944,286
Isles of Collier Preserve	12	57	2.53	\$865,550
Kensington	2	15	1.60	\$798,633
Lely Resort	29	166	2.10	\$553,950
Mediterra	5	25	2.40	\$1,480,160
Olde Naples	36	127	3.40	\$1,592,171
Pelican Bay	59	225	3.15	\$1,726,467
Pelican Bay - Bay Colony	1	17	0.71	\$4,809,560
Pelican Marsh	5	58	1.03	\$809,690
Pine Ridge	4	15	3.20	\$385,470
The Quarry	5	20	3.00	\$701,390
The Strand	13	61	2.56	\$551,961
Tiburon	5	27	2.22	\$1,323,722
Treviso Bay	20	60	4.00	\$593,652
Vanderbilt Beach	22	84	3.14	\$1,551,601
Vineyards	15	106	1.70	\$644,455

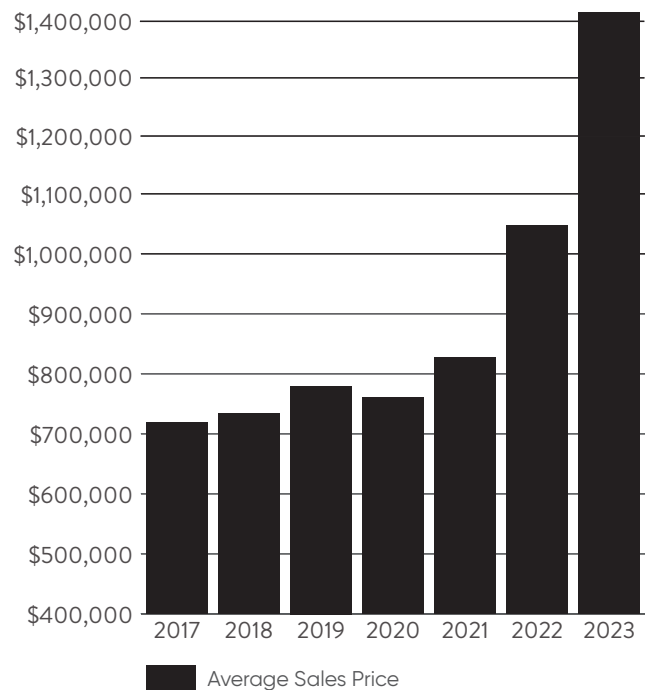
	2017	2018	2019	2020	2021	2022	2023
Listed	1,460	1,318	1,442	1,361	1,337	1,286	1,193
Sold	762	761	794	839	1,221	1,450	776
Avg. Sale \$	\$731,224	\$729,747	\$791,899	\$740,404	\$855,474	\$1,072,487	\$1,433,755

 NEW LISTINGS 1,193 ↓7.23%	 CLOSED SALES 776 ↓46.48%	 AVERAGE SALES PRICE \$1,433,755 ↑33.69%	 CURRENT INVENTORY 377 ↑252.34%	 MONTHS OF SUPPLY 5.83 ↑558.36%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 776 properties sold, sales were down 46.48% from the preceding 12-month period when 1,450 properties were sold. New listings were down 7.23%, from 1,286 to 1,193. The average sales price was up 33.69%, from \$1,072,487 to \$1,433,755. As of January 31, 2023, inventory stood at 377 units while months of supply was 5.83 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2023

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	71	94	9.06	\$3,242,587
Golf Course	6	6	12.00	\$1,126,333
Gulf Front	0	3	—	\$10,358,333
Indirect Waterfront	86	116	8.90	\$2,043,106
Inland	39	91	5.14	\$1,056,687
Preserve	3	7	5.14	\$2,367,857

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	34	103	3.96	\$711,536
Golf Course	2	7	3.43	\$1,315,714
Gulf Front	78	167	5.60	\$1,332,884
Gulf View	15	28	6.43	\$1,297,572
Indirect Waterfront	6	26	2.77	\$655,885
Inland	33	120	3.30	\$431,900
Preserve	4	5	9.60	\$674,380

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	20	115	2.09	\$1,712,175
Isles Of Capri	6	22	3.27	\$1,391,500
Naples Reserve	24	52	5.54	\$1,327,546
Winding Cypress	11	24	5.50	\$924,790

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	32	84	4.57	\$685,698
Hammock Bay Golf and Country Club	20	29	8.28	\$822,393
Isles Of Capri	3	10	3.60	\$651,400

BONITA SPRINGS - ESTERO

MARKET REPORT - JANUARY 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	4,827	4,545	4,929	4,703	4,325	3,835	3,787
Sold	2,889	2,901	3,096	3,155	3,908	4,458	3,076
Avg. Sale \$	\$405,019	\$407,343	\$404,173	\$413,903	\$450,429	\$561,852	\$707,023



NEW LISTINGS

3,787
↓1.25%



CLOSED SALES

3,076
↓31.00%



AVERAGE SALES PRICE

\$707,023
↑25.84%



CURRENT INVENTORY

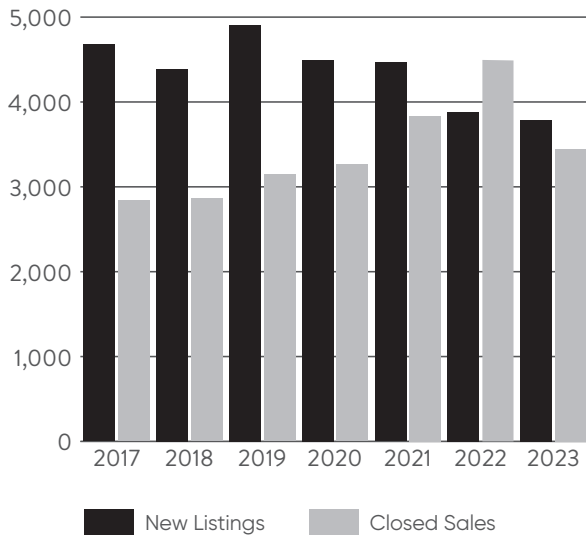
585
↑263.35%



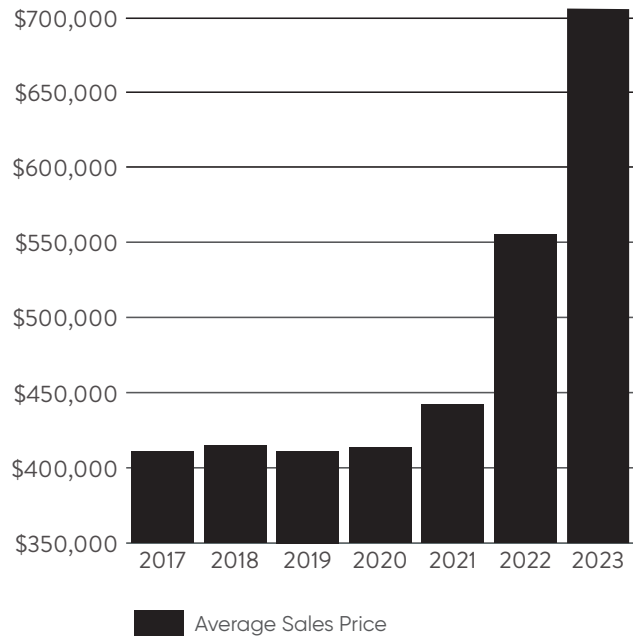
MONTHS OF SUPPLY

2.28
↑426.60%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 3,076 properties sold, sales were down 31% from the preceding 12-month period when 4,458 properties were sold. New listings were down 1.25%, from 3,825 to 3,787. The average sales price was up 25.87%, from \$561,852 to \$707,023. As of January 31, 2023, inventory stood at 585 units while months of supply was 2.28 months.

Neighborhood Snapshot Report[®]

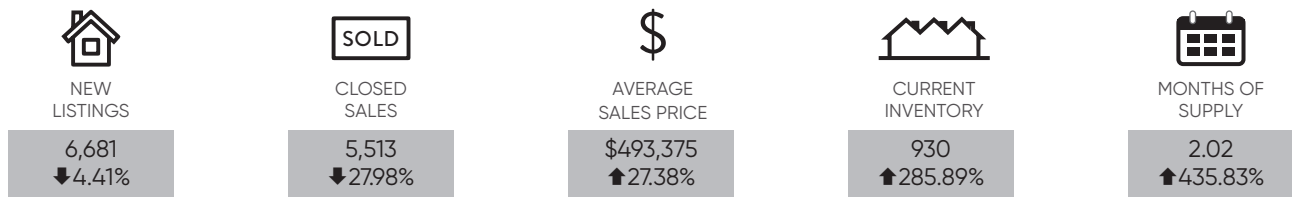
12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2023

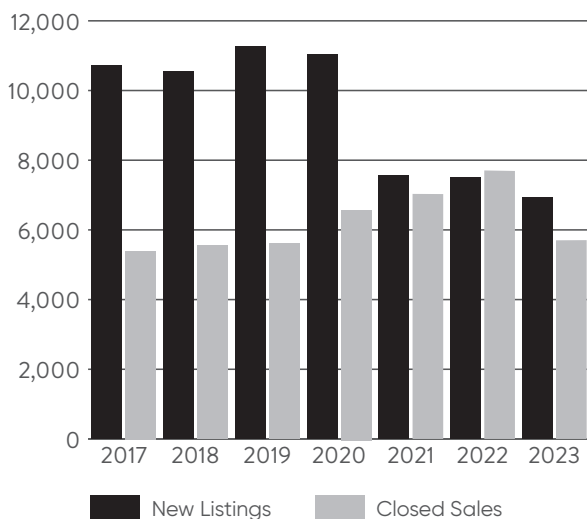
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	4	15	3.20	\$7,100,000
Bonita Bay	11	39	3.38	\$2,260,660
The Brooks	6	72	1.00	\$1,365,646
Palmira Golf and Country Club	5	24	2.50	\$959,881
Pelican Landing	2	39	0.62	\$1,386,416
Pelican Landing - The Colony	0	7	—	\$2,767,143
Pelican Sound	0	9	—	\$1,005,901
West Bay Club	3	19	1.89	\$1,538,289

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	1	7	1.71	\$2,656,429
Bonita Bay	32	134	2.87	\$1,528,871
The Brooks	17	104	1.96	\$496,209
Palmira Golf and Country Club	3	14	2.57	\$642,236
Pelican Landing	11	56	2.36	\$555,573
Pelican Landing - The Colony	26	49	6.37	\$1,424,906
Pelican Sound	1	35	0.34	\$560,020
West Bay Club	7	18	4.67	\$1,002,661

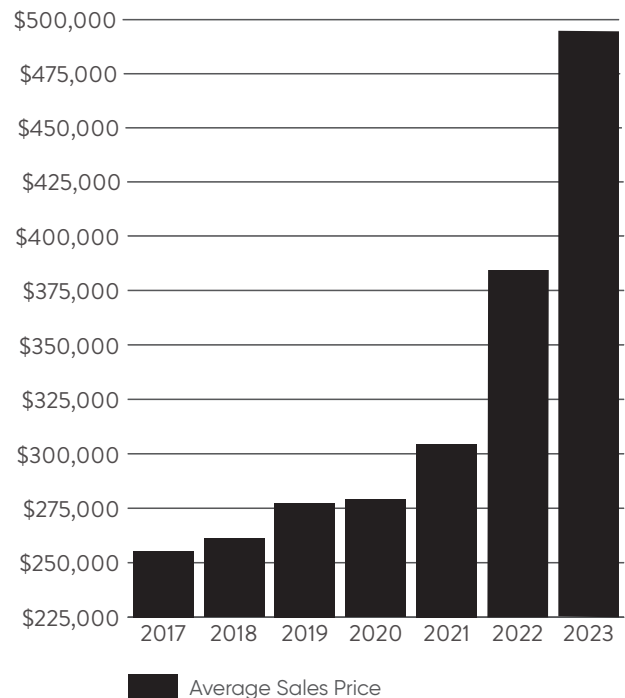
	2017	2018	2019	2020	2021	2022	2023
Listed	11,065	10,940	11,482	10,419	7,356	6,989	6,681
Sold	5,237	5,277	5,617	6,076	6,566	7,655	5,513
Avg. Sale \$	\$259,746	\$265,205	\$276,259	\$277,031	\$319,767	\$387,334	\$493,375



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,513 properties sold, sales were down 27.98% from the preceding 12-month period when 7,655 properties were sold. New listings were down 4.41%, from 6,989 to 6,681. The average sales price was up 27.38%, from \$387,334 to \$493,375. As of January 31, 2023, inventory stood at 930 units while months of supply was 2.02 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	6	27	2.67	\$999,789
Colonial Country Club	6	36	2.00	\$594,686
Crown Colony	2	16	1.50	\$854,813
Esplanade Lake Club	9	21	5.14	\$1,238,289
Fiddlesticks Country Club	8	22	4.36	\$896,114
The Forest	3	31	1.16	\$703,223
Gulf Harbour Yacht And Country Club	11	31	4.26	\$1,580,010
Miromar Lakes Beach And Golf Club	10	42	2.86	\$2,336,944
Parker Lakes	2	27	0.89	\$465,901
Paseo	4	16	3.00	\$977,244
The Plantation	19	103	2.21	\$726,339
Shadow Wood Preserve	0	5	—	\$1,289,000
Town And River	9	20	5.40	\$933,250
Wildblue	29	125	2.78	\$1,354,744

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	12	69	2.09	\$339,900
Crown Colony	0	15	—	\$444,667
Downtown Fort Myers	52	154	4.05	\$458,029
Fiddlesticks Country Club	3	8	4.50	\$339,813
The Forest	5	30	2.00	\$275,150
Gulf Harbour Yacht And Country Club	20	96	2.50	\$837,296
Miromar Lakes Beach And Golf Club	4	31	1.55	\$972,761
Parker Lakes	5	38	1.58	\$327,543
Paseo	5	97	0.62	\$390,323
The Plantation	6	21	3.43	\$534,681
Shadow Wood Preserve	0	4	—	\$396,000
Town And River	3	4	9.00	\$359,632

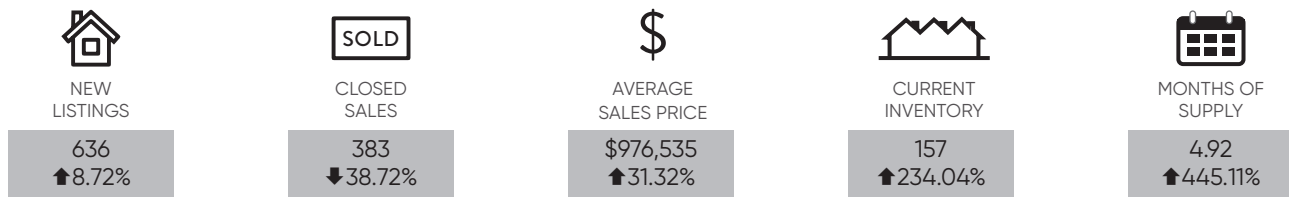
FORT MYERS BEACH

MARKET REPORT - JANUARY 2023

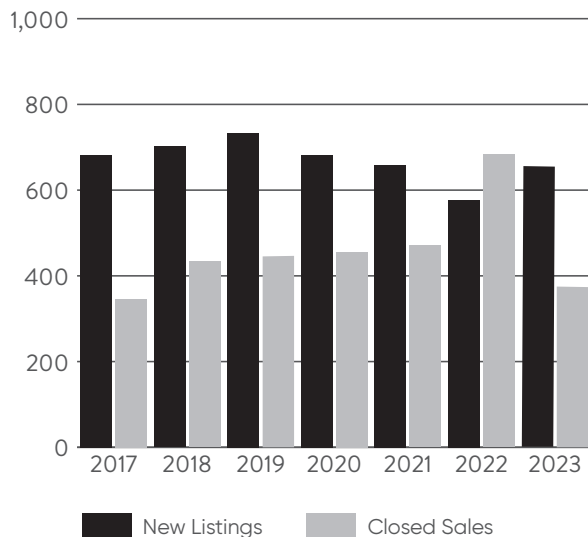


CHRISTIE'S
INTERNATIONAL REAL ESTATE

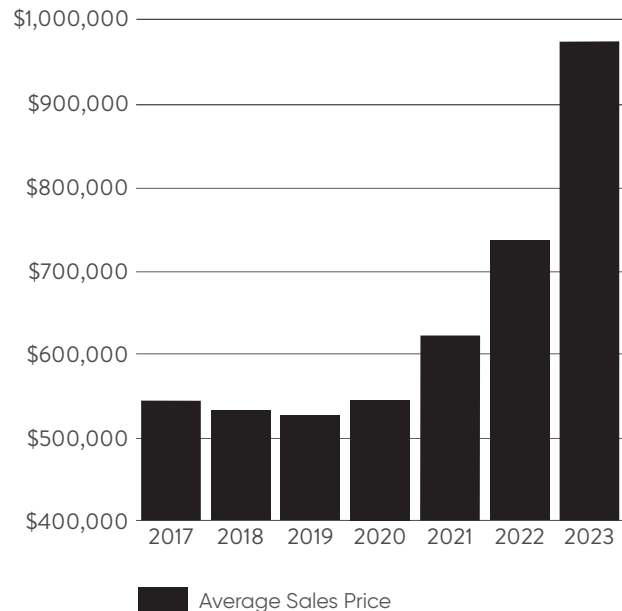
	2017	2018	2019	2020	2021	2022	2023
Listed	662	687	703	694	637	585	636
Sold	362	411	418	424	518	625	383
Avg. Sale \$	\$528,402	\$515,398	\$513,218	\$539,714	\$611,879	\$743,602	\$976,535



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 383 properties sold, sales were down 38.72% from the preceding 12-month period when 625 properties were sold. New listings were up 8.72%, from 585 to 636. The average sales price was up 31.32%, from \$743,602 to \$976,535. As of January 31, 2023, inventory stood at 157 units while months of supply was 4.92 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	11	18	7.33	\$1,142,778
Laguna Shores	12	7	20.57	\$1,253,571
Mcphie Park	8	6	16.00	\$1,960,417

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	4	5	9.60	\$716,071
Ocean Harbor Condo	2	4	6.00	\$947,780
Sandarac Condo	0	4	–	\$681,500
Waterside At Bay Beach	8	16	6.00	\$957,144

SANIBEL-CAPTIVA

MARKET REPORT - JANUARY 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	625	662	694	799	686	582	561
Sold	375	395	411	412	607	737	358
Avg. Sale \$	\$951,574	\$968,859	\$993,000	\$939,092	\$957,287	\$1,273,877	\$1,655,451



NEW LISTINGS

561

↓3.61%



CLOSED SALES

358

↓51.42%



AVERAGE SALES PRICE

\$1,655,451

↑29.95%



CURRENT INVENTORY

160

↑280.95%

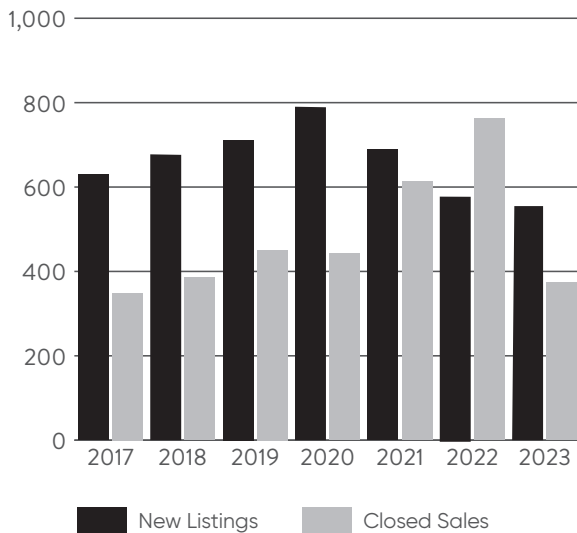


MONTHS OF SUPPLY

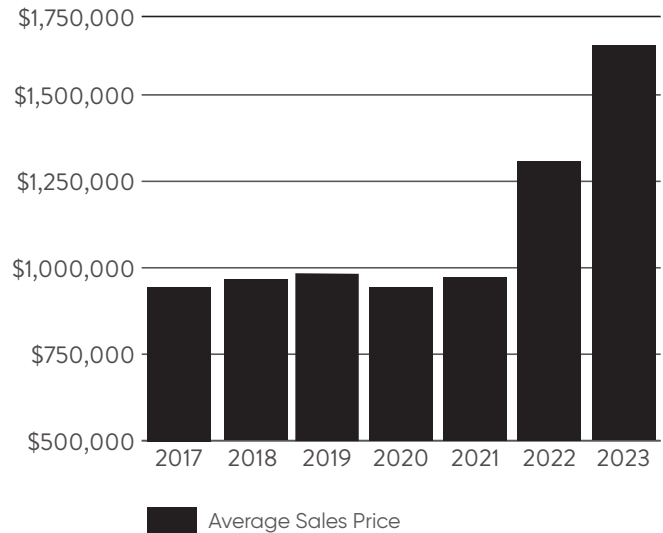
5.36

↑684.25%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 358 properties sold, sales were down 51.42% from the preceding 12-month period when 737 properties were sold. New listings were down 3.61%, from 582 to 561. The average sales price was up 29.95%, from \$1,273,877 to \$1,655,451. As of January 31, 2023, inventory stood at 160 units while months of supply was 5.36 months.

Neighborhood Snapshot Report[®]

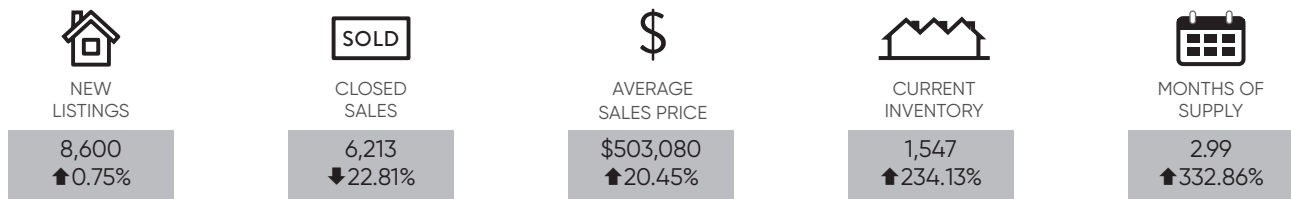
12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	5	11	5.45	\$1,763,177
Captiva Island	17	46	4.43	\$3,168,815
Dunes At Sanibel Island	11	19	6.95	\$1,161,743
Other Sanibel Island Single-Family	90	144	7.50	\$1,635,701

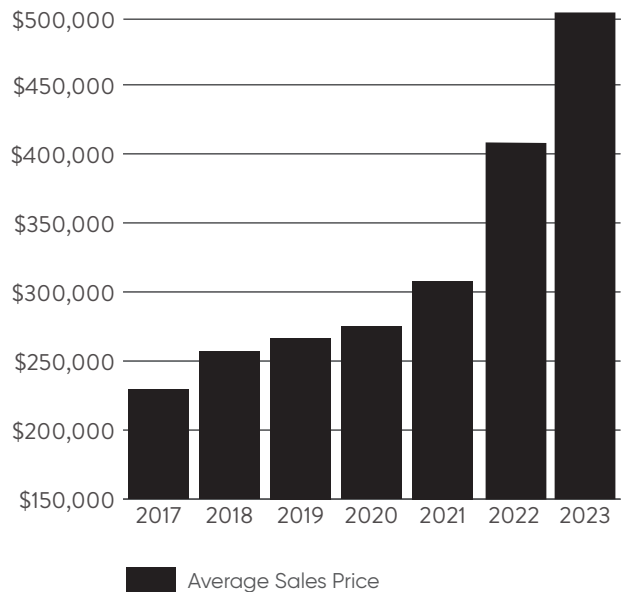
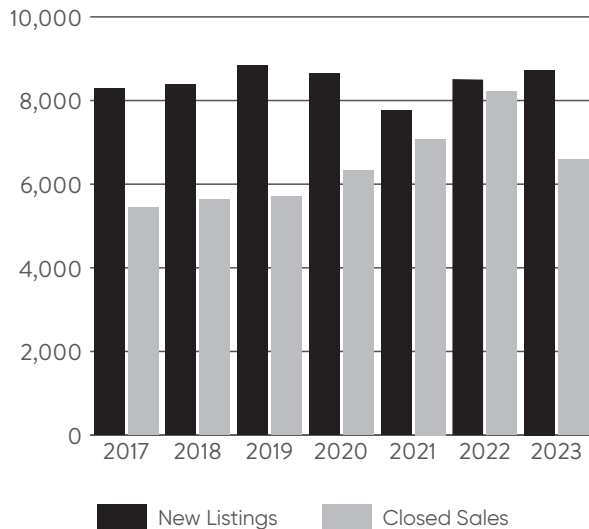
Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	9	23	4.70	\$1,137,914
Sundial Of Sanibel Condos	5	12	5.00	\$953,370
Other Sanibel Island Condos	23	102	2.71	\$1,188,868

	2017	2018	2019	2020	2021	2022	2023
Listed	8,120	8,259	8,830	8,409	7,834	8,536	8,600
Sold	5,495	5,694	5,745	6,203	7,051	8,049	6,213
Avg. Sale \$	\$245,226	\$265,274	\$274,119	\$284,212	\$321,027	\$417,667	\$503,080



12 MONTH NEW LISTING AND CLOSED SALES

12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,213 properties sold, sales were down 22.81% from the preceding 12-month period when 8,049 properties were sold. New listings were up .75%, from 8,536 to 8,600. The average sales price was up 20.45%, from \$417,667 to \$503,080. As of January 31, 2023, inventory stood at 1,547 units while months of supply was 2.99 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	4	9	5.33	\$2,169,444
Cape Royal	6	23	3.13	\$802,704
Yacht Club	8	23	4.17	\$965,626

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	14	27	6.22	\$652,967
Tarpon Point Marina	14	16	10.50	\$1,175,313

PINE ISLAND-MATLACHA

MARKET REPORT - JANUARY 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	403	362	420	386	361	366	314
Sold	222	208	242	233	280	368	224
Avg. Sale \$	\$302,241	\$336,821	\$337,854	\$349,859	\$421,545	\$506,814	\$683,603



NEW LISTINGS

314
↓14.21%



CLOSED SALES

224
↓39.13%



AVERAGE SALES PRICE

\$683,603
↑34.88%



CURRENT INVENTORY

67



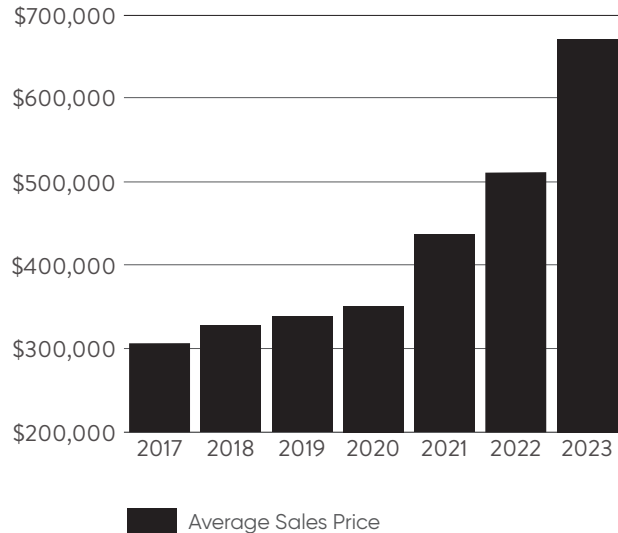
MONTHS OF SUPPLY

3.59

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 224 properties sold, sales were down 39.13% from the preceding 12-month period when 368 properties were sold. New listings were down 14.21%, from 366 to 314. The average sales price was up 34.88%, from \$506,814 to \$683,603. As of January 31, 2023, inventory stood at 67 units while months of supply was 3.59 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	28	83	4.05	\$575,957
Matlacha	9	25	4.32	\$946,576
St James City	26	97	3.22	\$764,528

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	3	14	2.57	\$365,314
Matlacha	0	1	—	\$995,000
St James City	1	5	2.40	\$362,940



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