

MONTHLY MARKET REPORT - OCTOBER 2023



\$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

A LOCAL LEGACY
OF ACHIEVEMENT



NAPLES, FL

MONTHLY MARKET REPORT

OCTOBER 2023

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

SOUTHWEST FLORIDA

MARKET REPORT - OCTOBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2017	2018	2019	2020	2021	2022	2023
Listed	40,756	44,401	43,107	39,143	37,318	34,788	35,444
Sold	24,636	26,204	26,607	29,877	40,710	29,731	24,299
Avg. Sale \$	\$432,842	\$447,898	\$444,417	\$491,939	\$621,936	\$765,842	\$797,579



NEW
LISTINGS

35,444
↑1.89%



CLOSED
SALES

24,299
↓18.27%



AVERAGE
SALES PRICE

\$797,579
↑4.14%



CURRENT
INVENTORY

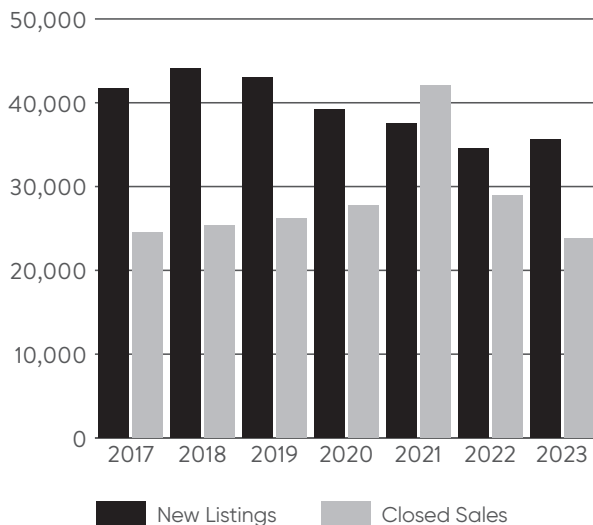
9,426
↑80.75%



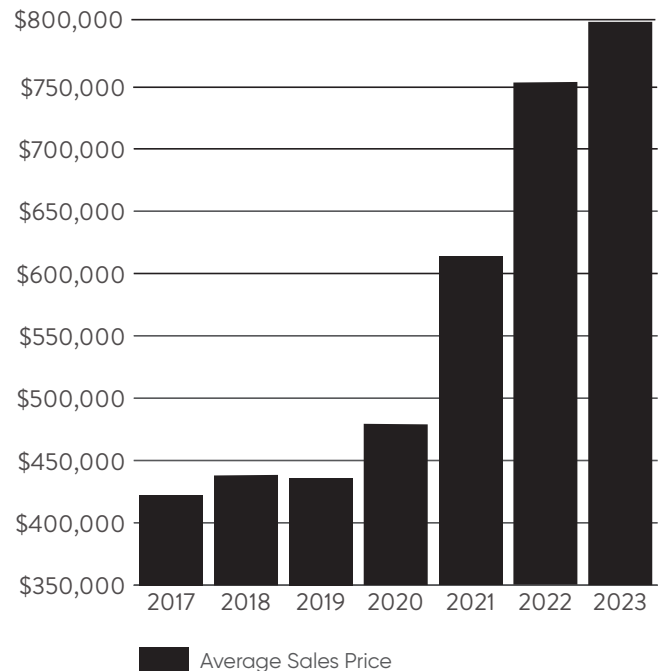
MONTHS OF
SUPPLY

4.66
↑121.15%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 24,299 properties sold, sales were down 18.27% from the preceding 12-month period when 29,731 properties were sold. New listings were up 1.89%, from 34,788 to 35,444. The average sales price was up 4.14%, from \$765,842 to \$797,579. As of October 31, 2023, inventory stood at 9,426 units while months of supply was 4.66 months.

NAPLES

MARKET REPORT - OCTOBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	14,572	15,897	15,467	15,167	14,566	13,298	12,379
Sold	9,222	9,604	9,949	11,485	16,461	11,423	9,199
Avg. Sale \$	\$584,346	\$623,324	\$604,739	\$669,400	\$818,593	\$1,015,484	\$1,083,402



NEW
LISTINGS

12,379
↓6.91%



CLOSED
SALES

9,199
↓19.47%



AVERAGE
SALES PRICE

\$1,083,402
↑6.69%



CURRENT
INVENTORY

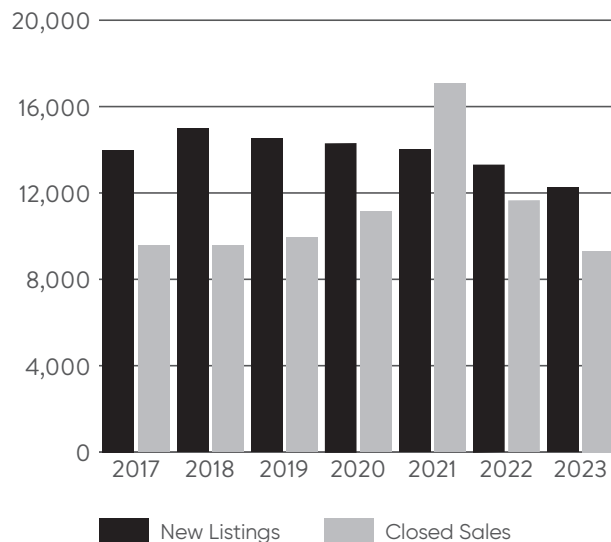
3,222
↑44.48%



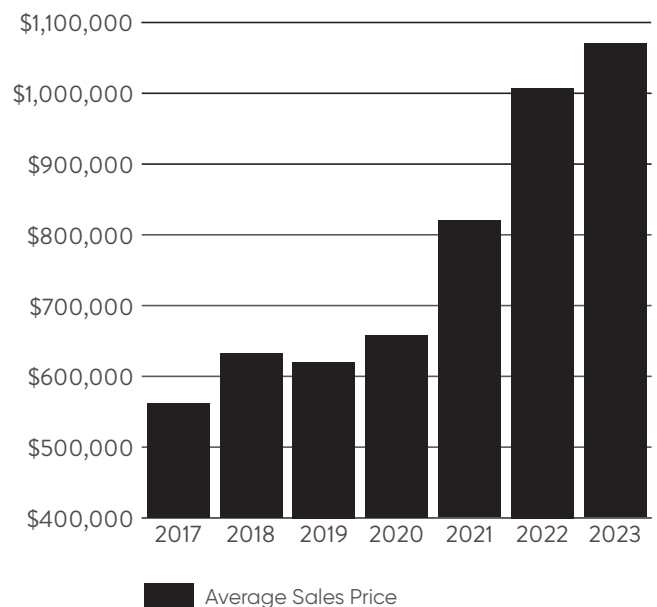
MONTHS OF
SUPPLY

4.20
↑79.42%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 9,199 properties sold, sales were down 19.47% from the preceding 12-month period when 11,423 properties were sold. New listings were down 6.91%, from 13,298 to 12,379. The average sales price was up 6.69%, from \$1,015,484 to \$1,083,402. As of October 31, 2023, inventory stood at 3,222 units while months of supply was 4.20 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	22	13	20.31	\$9,522,885
Audubon	11	24	5.50	\$2,507,480
Colliers Reserve	3	12	3.00	\$2,505,000
Crayton Road Area Non-Waterfront	54	108	6.00	\$3,674,065
Crayton Road Area Waterfront	23	18	15.33	\$6,067,644
Crossings	2	13	1.85	\$1,529,077
Esplanade	10	37	3.24	\$2,050,419
Grey Oaks	14	40	4.20	\$4,247,638
Isles of Collier Preserve	21	53	4.75	\$2,027,937
Kensington	4	18	2.67	\$1,637,028
Lely Resort	16	96	2.00	\$1,341,078
Mediterra	17	32	6.38	\$3,836,806
Monterey	3	18	2.00	\$1,550,694
Olde Cypress	3	29	1.24	\$1,554,531
Olde Naples	37	55	8.07	\$6,910,527
Pelican Bay	20	33	7.27	\$3,661,444
Pelican Bay - Bay Colony	6	4	18.00	\$7,075,769
Pelican Marsh	10	32	3.75	\$2,234,578
Pine Ridge	23	27	10.22	\$6,837,694
Port Royal	30	19	18.95	\$17,386,842
Quail Creek	11	17	7.76	\$2,373,753
Quail West	14	36	4.67	\$4,349,877
The Quarry	7	33	2.55	\$1,592,241
Riverstone	11	41	3.22	\$1,148,188
Royal Harbor	19	18	12.67	\$4,268,280
The Strand	2	17	1.41	\$1,446,941
Tiburon	6	7	10.29	\$4,205,714
Treviso Bay	2	19	1.26	\$1,908,947
Vanderbilt Beach	26	14	22.29	\$3,658,929
Vineyards	10	62	1.94	\$1,270,661

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2023

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	55	87	7.59	\$925,103
Crayton Road Area Waterfront	121	187	7.76	\$2,387,927
The Dunes	15	20	9.00	\$1,991,750
Esplanade	12	40	3.60	\$708,223
Grey Oaks	4	7	6.86	\$2,202,000
Isles of Collier Preserve	16	62	3.10	\$816,578
Kensington	2	18	1.33	\$792,472
Lely Resort	29	134	2.60	\$571,295
Mediterra	7	10	8.40	\$1,657,000
Olde Naples	48	103	5.59	\$1,738,170
Pelican Bay	102	242	5.06	\$1,706,287
Pelican Bay - Bay Colony	8	12	8.00	\$7,480,408
Pelican Marsh	9	60	1.80	\$813,992
Pine Ridge	3	7	5.14	\$347,857
The Quarry	2	18	1.33	\$700,778
The Strand	5	54	1.11	\$582,491
Tiburon	7	30	2.80	\$1,560,467
Treviso Bay	16	57	3.37	\$590,288
Vanderbilt Beach	49	48	12.25	\$1,429,196
Vineyards	15	83	2.17	\$717,666

	2017	2018	2019	2020	2021	2022	2023
Listed	1,362	1,376	1,451	1,351	1,402	1,108	1,249
Sold	780	800	790	1,013	1,592	915	765
Avg. Sale \$	\$715,855	\$785,967	\$771,821	\$809,323	\$1,008,541	\$1,363,309	\$1,492,050



NEW LISTINGS

1,249
↑12.73%

CLOSED SALES

765
↓16.39%

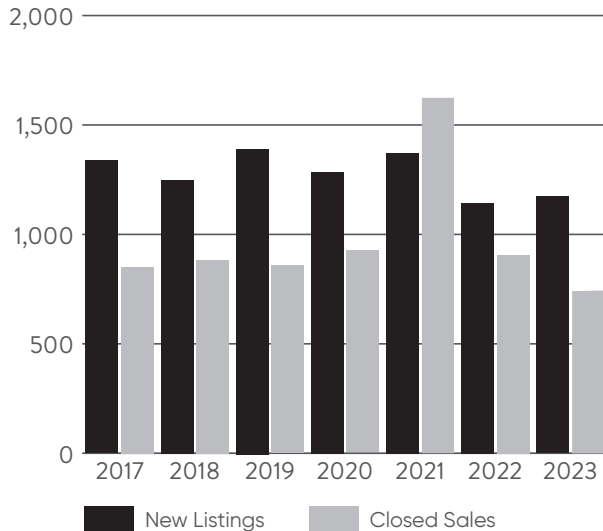
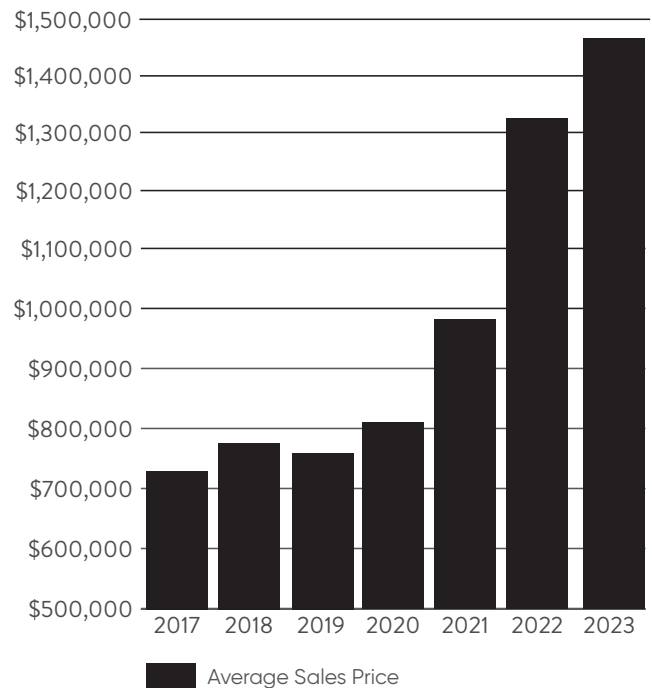
AVERAGE SALES PRICE

\$1,492,050
↑9.44%

CURRENT INVENTORY

417
↑66.14%

MONTHS OF SUPPLY

6.54
↑98.71%12 MONTH NEW LISTINGS
AND CLOSED SALES12 MONTH AVERAGE
SALES PRICE

SUMMARY

With 765 properties sold, sales were down 16.39% from the preceding 12-month period when 915 properties were sold. New listings were up 12.73%, from 1,108 to 1,249. The average sales price was up 9.44%, from \$1,363,309 to \$1,492,050. As of October 31, 2023, inventory stood at 417 units while months of supply was 6.54 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2023

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	70	100	8.40	\$3,269,695
Golf Course	2	12	2.00	\$1,206,708
Gulf Front	0	0	—	—
Indirect Waterfront	54	138	4.70	\$2,069,607
Inland	48	114	5.05	\$1,098,083
Preserve	7	4	21.00	\$2,896,250

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	53	84	7.57	\$749,605
Golf Course	0	4	0.00	\$1,462,500
Gulf Front	97	152	7.66	\$1,399,392
Gulf View	19	27	8.44	\$1,253,444
Indirect Waterfront	6	27	2.67	\$650,111
Inland	53	97	6.56	\$422,561
Preserve	7	6	14.00	\$614,500

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	28	67	5.01	\$1,734,407
Isles Of Capri	8	18	5.33	\$1,380,278
Naples Reserve	15	61	2.95	\$1,350,295
Winding Cypress	5	23	2.61	\$1,095,991

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	40	70	6.86	\$683,696
Hammock Bay Golf and Country Club	18	46	4.70	\$768,411
Isles Of Capri	5	12	5.00	\$687,561

BONITA SPRINGS - ESTERO

MARKET REPORT - OCTOBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	4,541	4,795	4,622	4,666	4,051	3,743	3,775
Sold	2,967	3,046	3,122	3,433	4,823	3,298	2,890
Avg. Sale \$	\$414,158	\$395,076	\$415,934	\$426,148	\$536,885	\$680,625	\$769,433



NEW
LISTINGS

3,775
↑0.85%



CLOSED
SALES

2,890
↓12.37%



AVERAGE
SALES PRICE

\$769,433
↑13.05%



CURRENT
INVENTORY

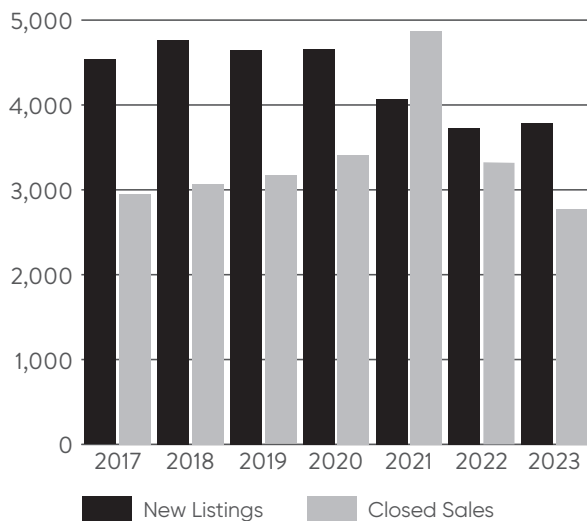
842
↑100.95%



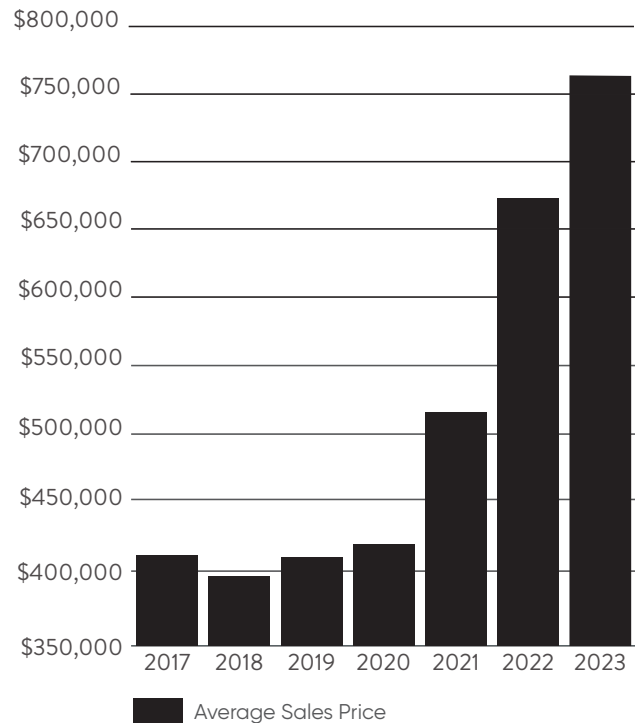
MONTHS OF
SUPPLY

3.50
↑129.32%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 2,890 properties sold, sales were down 12.37% from the preceding 12-month period when 3,298 properties were sold. New listings were up .85%, from 3,743 to 3,775. The average sales price was up 13.05%, from \$680,625 to \$769,433. As of October 31, 2023, inventory stood at 842 units while months of supply was 3.50 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	10	10	12.00	\$6,242,500
Bonita Bay	14	49	3.43	\$2,186,852
The Brooks	16	68	2.82	\$1,332,550
Palmira Golf and Country Club	12	26	5.54	\$981,500
Pelican Landing	14	38	4.42	\$1,435,987
Pelican Landing - The Colony	2	9	2.67	\$2,540,556
Pelican Sound	0	9	—	\$1,052,590
West Bay Club	6	23	3.13	\$1,277,500

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	9	6	18.00	\$2,470,833
Bonita Bay	48	128	4.50	\$1,948,231
The Brooks	23	80	3.45	\$538,390
Palmira Golf and Country Club	2	18	1.33	\$679,861
Pelican Landing	11	59	2.24	\$593,026
Pelican Landing - The Colony	37	54	8.22	\$1,516,477
Pelican Sound	5	27	2.22	\$582,835
West Bay Club	14	22	7.64	\$876,273

FORT MYERS

MARKET REPORT - OCTOBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	10,683	11,585	11,114	8,074	7,230	6,542	7,444
Sold	5,299	5,688	5,807	6,096	7,992	5,963	4,941
Avg. Sale \$	\$265,782	\$274,442	\$274,516	\$306,222	\$367,222	\$478,349	\$499,546



NEW
LISTINGS

7,444
↑13.79%



CLOSED
SALES

4,941
↓17.14%



AVERAGE
SALES PRICE

\$499,546
↑4.43%



CURRENT
INVENTORY

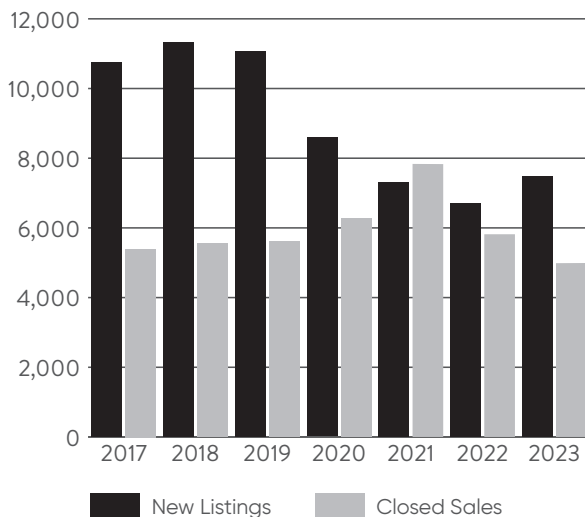
1,857
↑167.58%



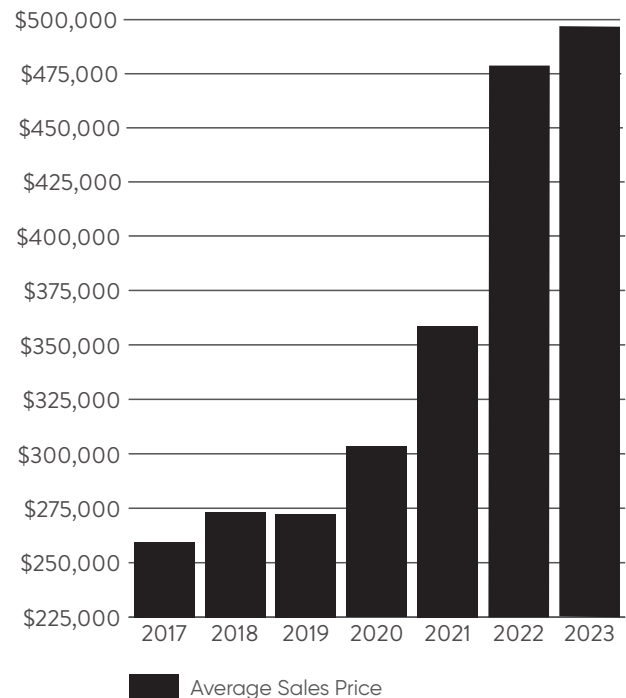
MONTHS OF
SUPPLY

4.51
↑222.93%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 4,941 properties sold, sales were down 17.14% from the preceding 12-month period when 5,963 properties were sold. New listings were up 13.79%, from 6,542 to 7,444. The average sales price was up 4.43%, from \$478,349 to \$499,546. As of October 31, 2023, inventory stood at 1,857 units while months of supply was 4.51 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	4	19	2.53	\$936,805
Colonial Country Club	8	24	4.00	\$614,862
Crown Colony	8	11	8.73	\$876,909
Esplanade Lake Club	8	38	2.53	\$1,340,981
Fiddlesticks Country Club	7	24	3.50	\$926,496
The Forest	8	30	3.20	\$620,050
Gulf Harbour Yacht And Country Club	10	30	4.00	\$1,658,137
Miromar Lakes Beach And Golf Club	14	38	4.42	\$2,340,990
Parker Lakes	7	18	4.67	\$457,322
Paseo	8	17	5.65	\$933,838
The Plantation	31	86	4.33	\$684,351
Shadow Wood Preserve	9	6	18.00	\$1,186,583
Town And River	9	23	4.70	\$1,120,996
Wildblue	24	135	2.13	\$1,455,023

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	31	59	6.31	\$361,783
Crown Colony	5	10	6.00	\$468,790
Downtown Fort Myers	73	109	8.04	\$468,954
Esplanade Lake Club	3	13	2.77	\$510,965
Fiddlesticks Country Club	5	14	4.29	\$371,214
The Forest	23	39	7.08	\$247,318
Gulf Harbour Yacht And Country Club	37	81	5.48	\$921,958
Miromar Lakes Beach And Golf Club	20	24	10.00	\$1,145,583
Parker Lakes	9	30	3.60	\$318,598
Paseo	14	77	2.18	\$410,048
The Plantation	11	16	8.25	\$520,656
Shadow Wood Preserve	2	0	—	—
Town And River	3	5	7.20	\$317,750

FORT MYERS BEACH

MARKET REPORT - OCTOBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	658	723	695	676	596	623	617
Sold	416	425	386	488	624	482	372
Avg. Sale \$	\$545,630	\$504,627	\$537,128	\$577,332	\$676,918	\$956,878	\$942,032



NEW
LISTINGS

617
↓0.96%



CLOSED
SALES

372
↓22.82%



AVERAGE
SALES PRICE

\$942,032
↓1.55%



CURRENT
INVENTORY

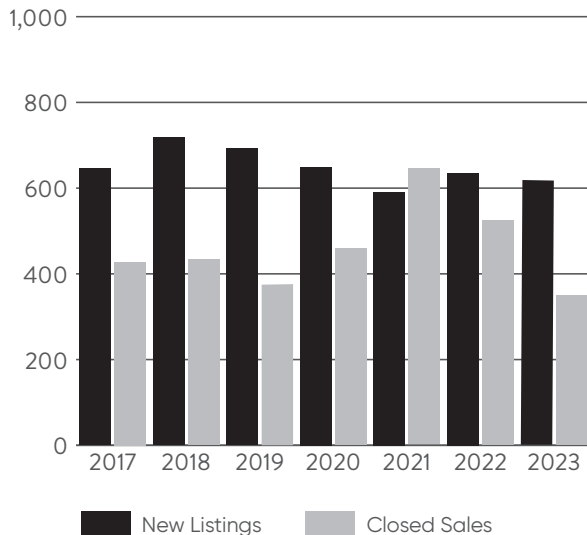
183
↑88.66%



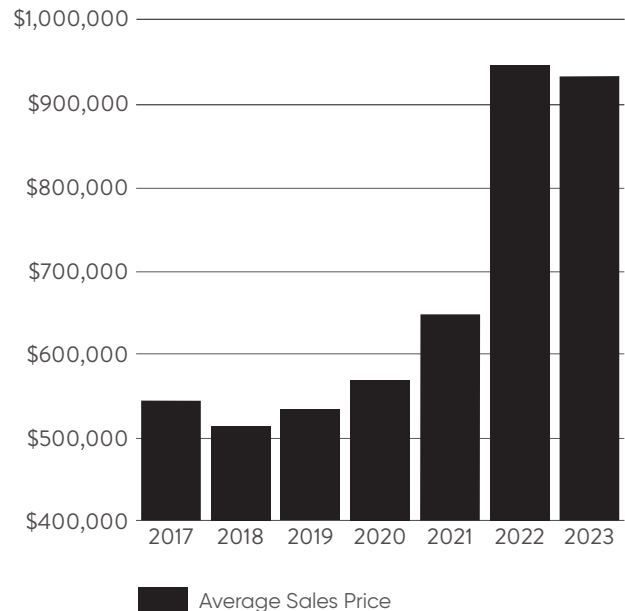
MONTHS OF
SUPPLY

5.90
↑144.45

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 372 properties sold, sales were down 22.82% from the preceding 12-month period when 482 properties were sold. New listings were down 0.96%, from 623 to 617. The average sales price was down 1.55%, from \$956,878 to \$942,032. As of October 31, 2023, inventory stood at 183 units while months of supply was 5.90 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	9	18	6.00	\$960,889
Laguna Shores	6	23	3.13	\$931,978
Mcphie Park	7	9	9.33	\$1,623,817

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	3	4	9.00	\$540,000
Ocean Harbor Condo	7	1	84.00	\$850,000
Sandarac Condo	7	5	16.80	\$618,150
Waterside At Bay Beach	30	61	5.90	\$1,414,335

SANIBEL-CAPTIVA

MARKET REPORT - OCTOBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	603	719	715	752	644	442	723
Sold	402	439	377	505	806	423	379
Avg. Sale \$	\$964,261	\$1,007,893	\$939,096	\$929,433	\$1,182,938	\$1,653,672	\$1,242,280



NEW
LISTINGS

723
↑63.57%



CLOSED
SALES

379
↓10.40%



AVERAGE
SALES PRICE

\$1,242,280
↓24.88%



CURRENT
INVENTORY

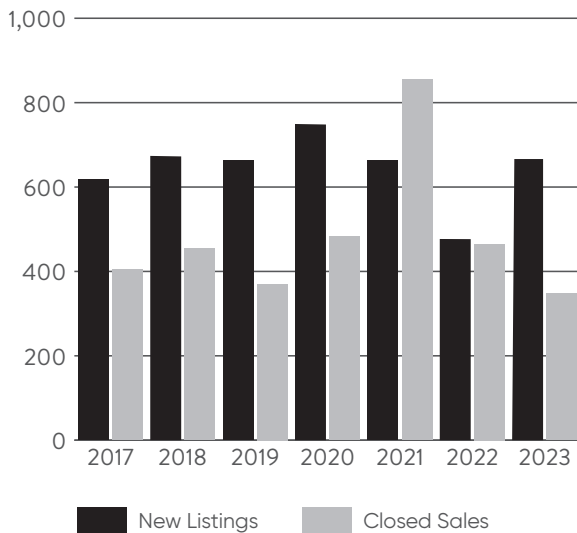
215
↑207.14%



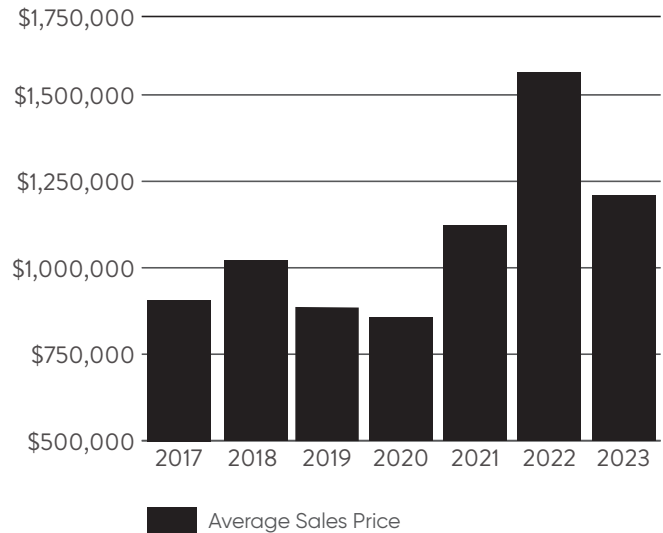
MONTHS OF
SUPPLY

6.81
↑242.80%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 379 properties sold, sales were down 10.40% from the preceding 12-month period when 423 properties were sold. New listings were up 63.57%, from 442 to 723. The average sales price was down 24.88%, from \$1,653,672 to \$1,242,280. As of October 31, 2023, inventory stood at 215 units while months of supply was 6.81 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	6	13	5.54	\$1,075,077
Captiva Island	32	17	22.59	\$2,263,214
Dunes At Sanibel Island	12	25	5.76	\$852,780
Other Sanibel Island Single-Family	75	222	4.05	\$1,352,046

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	21	15	16.80	\$905,050
Sundial Of Sanibel Condos	58	77	9.04	\$999,519
Other Sanibel Island Condos	11	10	13.20	\$636,100

	2017	2018	2019	2020	2021	2022	2023
Listed	7,973	8,888	8,653	8,099	8,437	8,740	8,842
Sold	5,550	5,993	5,939	6,613	8,035	6,962	5,546
Avg. Sale \$	\$263,871	\$271,831	\$280,273	\$304,502	\$392,723	\$500,073	\$477,421



NEW LISTINGS

8,842
↑1.17%



CLOSED SALES

5,546
↓20.34%



AVERAGE SALES PRICE

\$477,421
↓4.53



CURRENT INVENTORY

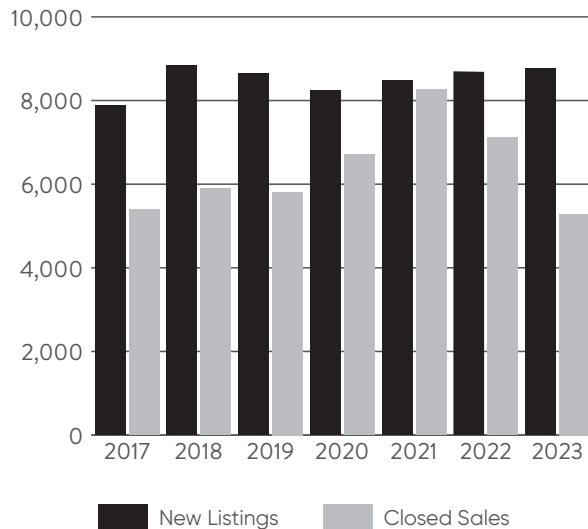
2,563
↑80.11%



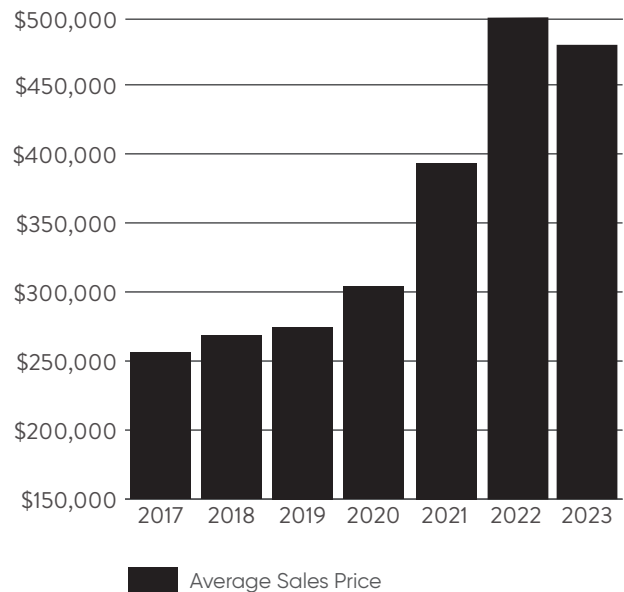
MONTHS OF SUPPLY

5.55
↑126.10%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 5,546 properties sold, sales were down 20.34% from the preceding 12-month period when 6,962 properties were sold. New listings were up 1.17%, from 8,740 to 8,842. The average sales price was down 4.53%, from \$500,073 to \$477,421. As of October 31, 2023, inventory stood at 2,563 units while months of supply was 5.55 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	11	6	22.00	\$2,208,333
Cape Royal	6	29	2.48	\$801,222
Yacht Club	16	24	8.00	\$840,417

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	22	23	11.48	\$578,096
Tarpon Point Marina	11	8	16.50	\$1,581,250

PINE ISLAND-MATLACHA

MARKET REPORT - OCTOBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	364	418	390	358	392	292	415
Sold	217	236	237	244	377	265	207
Avg. Sale \$	\$327,562	\$337,106	\$336,488	\$390,512	\$485,228	\$689,112	\$540,049



NEW
LISTINGS

415
↑42.12%



CLOSED
SALES

207
↓21.89%



AVERAGE
SALES PRICE

\$540,049
↓21.63%



CURRENT
INVENTORY

127
↑309.68%



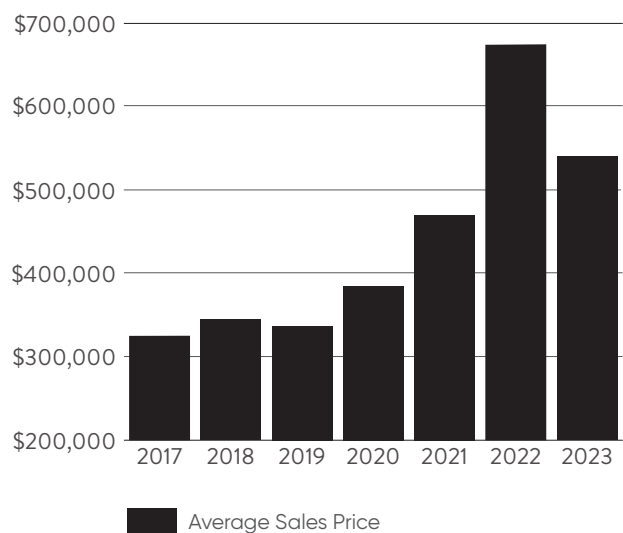
MONTHS OF
SUPPLY

7.36
↑424.47%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 207 properties sold, sales were down 21.89% from the preceding 12-month period when 265 properties were sold. New listings were up 42.12%, from 292 to 415. The average sales price was down 21.63%, from \$689,112 to \$540,049. As of October 31, 2023, inventory stood at 127 units while months of supply was 7.36 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of October 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	49	72	8.17	\$527,764
Matlacha	19	18	12.67	\$653,833
St James City	50	98	6.12	\$560,150

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	9	16	6.00	\$377,083
Matlacha	0	0	—	—
St James City	0	1	0.00	\$340,000



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rewarding, when you're
also number One.



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Source: SWFLA MLS by sales volume in Lee & Collier Counties combined from January 1, 2023 through June 30, 2023.