

MONTHLY MARKET REPORT - DECEMBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

\$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

DECEMBER 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 - DECEMBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2017	2018	2019	2020	2021	2022	2023
Listed	41,123	44,265	42,400	38,222	36,654	34,652	36,550
Sold	24,534	26,197	27,337	32,105	39,551	27,585	24,488
Avg. Sale \$	\$430,460	\$452,245	\$444,226	\$517,865	\$640,098	\$780,567	\$796,406



NEW
LISTINGS

36,550
↑5.48%



CLOSED
SALES

24,488
↓11.23%



AVERAGE
SALES PRICE

\$796,406
↑2.03%



CURRENT
INVENTORY

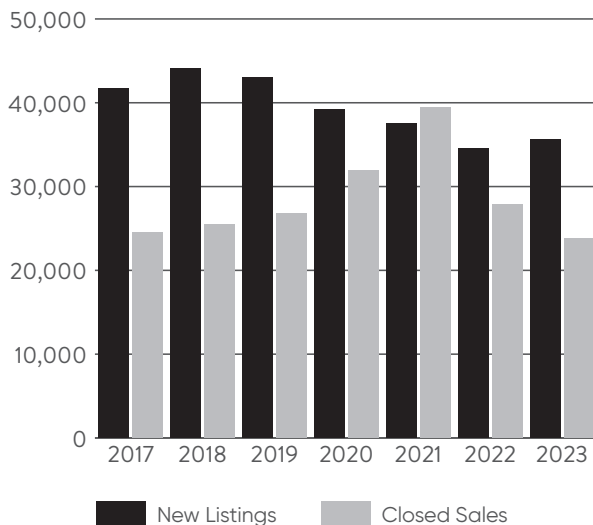
11,044
↑86.84%



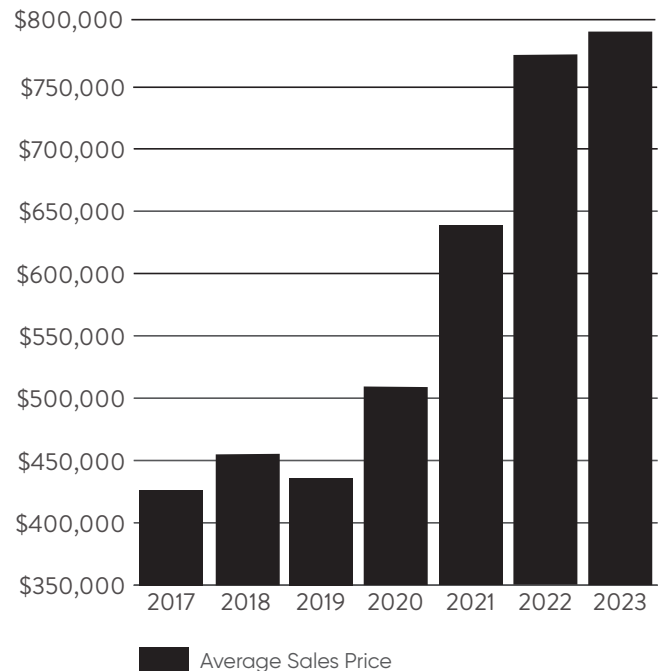
MONTHS OF
SUPPLY

5.41
↑110.47%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 24,488 properties sold, sales were down 11.23% from the preceding 12-month period when 27,585 properties were sold. New listings were up 5.48%, from 34,652 to 36,550. The average sales price was up 2.03%, from \$780,567 to \$796,406. As of December 31, 2023, inventory stood at 11,044 units while months of supply was 5.41 months.

NAPLES

MARKET REPORT - DECEMBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	14,635	15,825	15,195	15,141	14,186	13,167	12,691
Sold	9,180	9,684	10,207	12,430	15,959	10,610	9,228
Avg. Sale \$	\$583,231	\$625,037	\$606,011	\$708,251	\$835,839	\$1,045,690	\$1,071,714



NEW
LISTINGS

12,691
↓3.62%



CLOSED
SALES

9,228
↓13.03%



AVERAGE
SALES PRICE

\$1,071,714
↑2.49%



CURRENT
INVENTORY

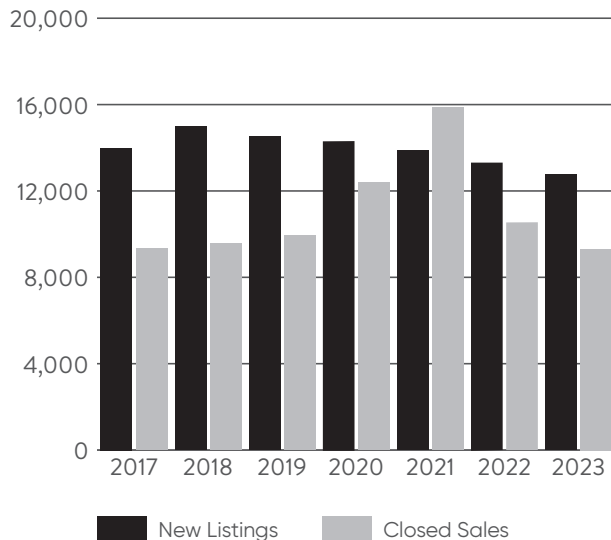
3,841
↑59.11%



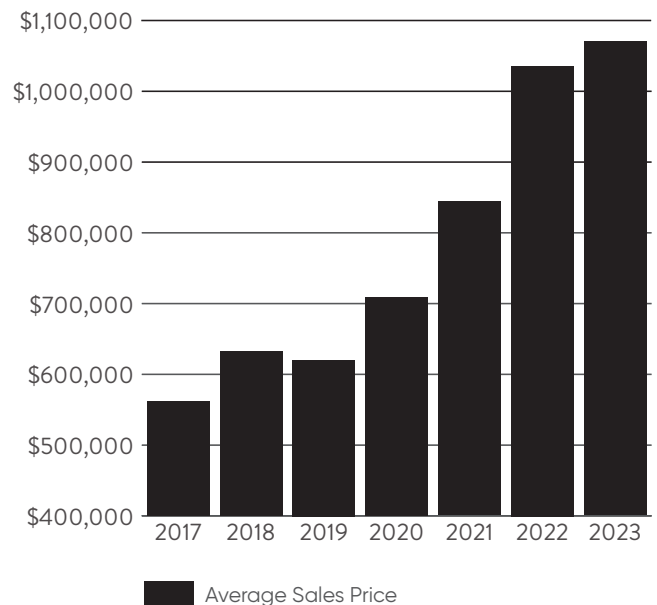
MONTHS OF
SUPPLY

4.99
↑82.94%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 9,228 properties sold, sales were down 13.03% from the preceding 12-month period when 10,610 properties were sold. New listings were down 3.62%, from 13,167 to 12,691. The average sales price was up 2.49%, from \$1,045,690 to \$1,071,714. As of December 31, 2023, inventory stood at 3,841 units while months of supply was 4.99 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	32	13	29.54	\$9,788,269
Audubon	11	23	5.74	\$2,557,914
Colliers Reserve	4	14	3.43	\$2,742,643
Crayton Road Area Non-Waterfront	66	90	8.80	\$4,052,856
Crayton Road Area Waterfront	21	18	14.00	\$6,362,089
Crossings	1	12	1.00	\$1,502,333
Esplanade	14	35	4.80	\$2,078,300
Grey Oaks	20	41	5.85	\$4,506,561
Isles of Collier Preserve	24	71	4.06	\$2,007,851
Kensington	2	16	1.50	\$1,681,344
Lely Resort	34	87	4.69	\$1,355,592
Mediterra	23	34	8.12	\$3,801,226
Monterey	6	13	5.54	\$1,664,808
Olde Cypress	6	34	2.12	\$1,560,482
Olde Naples	49	45	13.07	\$7,046,311
Pelican Bay	19	29	7.86	\$3,229,850
Pelican Bay - Bay Colony	10	4	30.00	\$7,075,769
Pelican Marsh	7	38	2.21	\$2,270,434
Pine Ridge	24	20	14.40	\$6,853,187
Port Royal	35	15	28.00	\$16,706,667
Quail Creek	8	17	5.65	\$2,578,165
Quail West	14	39	4.31	\$4,603,989
The Quarry	5	36	1.67	\$1,586,499
Riverstone	9	37	2.92	\$1,159,375
Royal Harbor	22	15	17.60	\$4,300,269
The Strand	0	19	-	\$1,416,737
Tiburon	4	9	5.33	\$3,935,000
Treviso Bay	3	19	1.89	\$1,902,789
Vanderbilt Beach	32	13	29.54	\$3,369,231
Vineyards	17	65	3.14	\$1,333,385

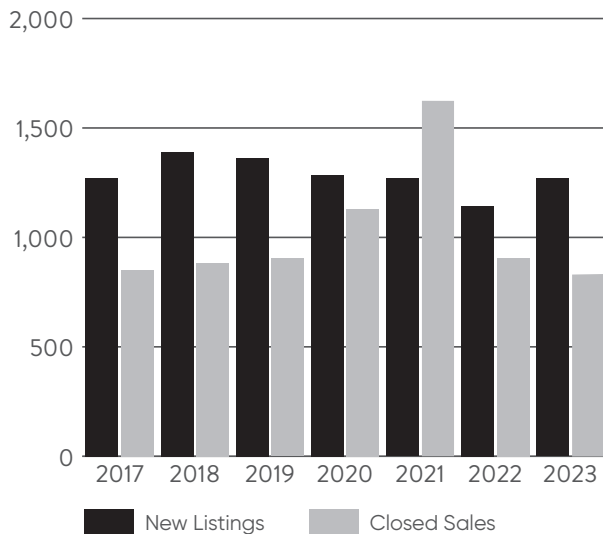
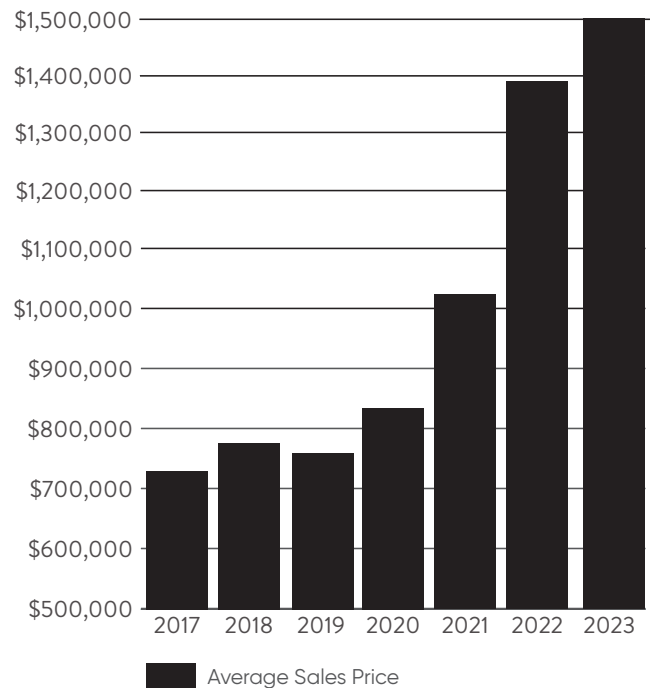
Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2023

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	63	77	9.82	\$883,234
Crayton Road Area Waterfront	161	198	9.76	\$2,471,605
The Dunes	24	21	13.71	\$1,877,381
Esplanade	16	40	4.80	\$709,695
Grey Oaks	4	8	6.00	\$2,204,875
Isles of Collier Preserve	23	61	4.52	\$846,558
Kensington	1	20	0.60	\$823,475
Lely Resort	45	137	3.94	\$584,382
Mediterra	8	10	9.60	\$1,587,500
Olde Naples	85	109	9.36	\$1,681,439
Pelican Bay	124	240	6.20	\$1,617,631
Pelican Bay - Bay Colony	14	12	14.00	\$7,480,408
Pelican Marsh	11	56	2.36	\$808,777
Pine Ridge	5	6	10.00	\$329,667
The Quarry	1	17	0.71	\$697,647
The Strand	7	52	1.62	\$591,644
Tiburon	4	30	1.60	\$1,563,800
Treviso Bay	11	65	2.03	\$592,866
Vanderbilt Beach	69	57	14.53	\$1,386,055
Vineyards	20	78	3.08	\$718,119

	2017	2018	2019	2020	2021	2022	2023
Listed	1,304	1,426	1,417	1,347	1,319	1,146	1,302
Sold	771	798	822	1,152	1,495	824	774
Avg. Sale \$	\$737,471	\$784,999	\$752,351	\$837,024	\$1,057,530	\$1,393,308	\$1,500,279

NEW
LISTINGS1,302
↑13.61%CLOSED
SALES774
↓6.07%AVERAGE
SALES PRICE\$1,500,279
↑7.68%CURRENT
INVENTORY513
↑53.59%MONTHS OF
SUPPLY7.95
↑63.51%12 MONTH NEW LISTINGS
AND CLOSED SALES12 MONTH AVERAGE
SALES PRICE

SUMMARY

With 774 properties sold, sales were down 6.07% from the preceding 12-month period when 824 properties were sold. New listings were up 13.61%, from 1,146 to 1,302. The average sales price was up 7.68%, from \$1,393,308 to \$1,500,279. As of December 31, 2023, inventory stood at 513 units while months of supply was 7.95 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2023

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	86	100	10.32	\$3,369,760
Golf Course	4	14	3.43	\$1,242,179
Gulf Front	1	0	—	—
Indirect Waterfront	70	144	5.83	\$2,055,075
Inland	59	114	6.21	\$1,106,198
Preserve	8	5	19.20	\$2,607,000

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	66	83	9.54	\$746,413
Golf Course	0	3	—	\$1,583,333
Gulf Front	119	15	9.33	\$1,371,173
Gulf View	18	24	9.00	\$1,241,625
Indirect Waterfront	12	29	4.97	\$680,828
Inland	62	98	7.59	\$423,627
Preserve	6	7	10.29	\$603,857

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	37	62	7.16	\$1,796,538
Isles Of Capri	12	18	8.00	\$1,437,500
Naples Reserve	16	61	3.15	\$1,319,925
Winding Cypress	5	24	2.50	\$1,113,896

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	43	72	7.17	\$667,225
Hammock Bay Golf and Country Club	24	47	6.13	\$768,743
Isles Of Capri	6	10	7.20	\$709,674

BONITA SPRINGS - ESTERO

MARKET REPORT - DECEMBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	4,551	4,901	4,519	4,457	3,879	3,761	3,901
Sold	2,866	3,115	3,154	3,754	4,573	3,130	2,967
Avg. Sale \$	\$406,597	\$405,424	\$409,545	\$445,736	\$553,289	\$687,041	\$791,447



NEW
LISTINGS

3,901
↑3.72%



CLOSED
SALES

2,967
↓5.21%



AVERAGE
SALES PRICE

\$791,447
↑15.20%



CURRENT
INVENTORY

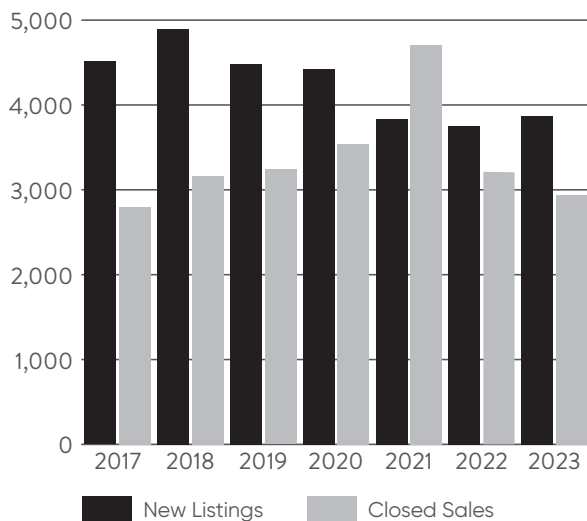
1,008
↑107.41%



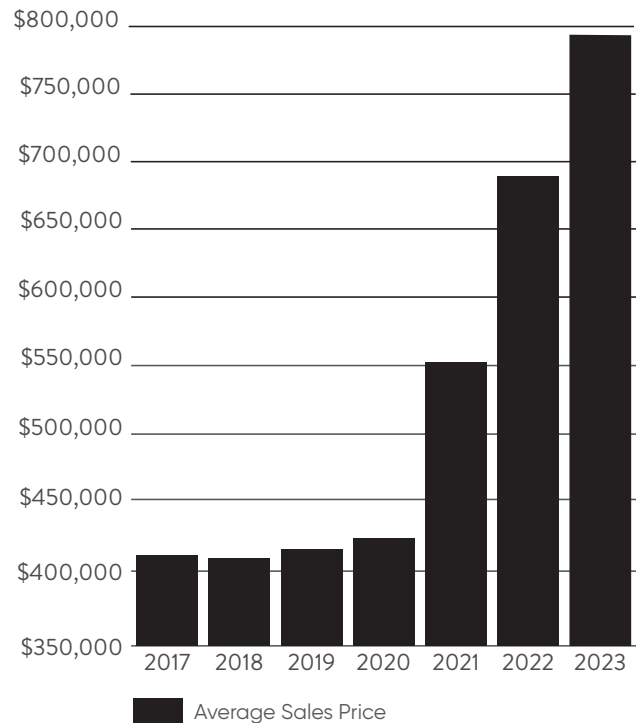
MONTHS OF
SUPPLY

4.08
↑118.80%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 2,967 properties sold, sales were down 5.51% from the preceding 12-month period when 3,130 properties were sold. New listings were up 3.72%, from 3,761 to 3,901. The average sales price was up 15.20%, from \$687,041 to \$791,447. As of December 31, 2023, inventory stood at 1,008 units while months of supply was 4.08 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	10	7	17.14	\$5,664,286
Bonita Bay	26	54	5.78	\$2,123,292
The Brooks	15	70	2.57	\$1,382,606
Palmira Golf and Country Club	12	30	4.80	\$978,675
Pelican Landing	20	39	6.15	\$1,452,756
Pelican Landing - The Colony	2	10	2.40	\$2,446,500
Pelican Sound	0	9	—	\$1,035,900
West Bay Club	7	23	3.65	\$1,245,783

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	10	9	13.33	\$2,430,556
Bonita Bay	69	150	5.52	\$2,036,874
The Brooks	20	89	2.70	\$537,960
Palmira Golf and Country Club	5	20	3.00	\$694,900
Pelican Landing	11	62	2.13	\$588,613
Pelican Landing - The Colony	38	53	8.60	\$1,472,731
Pelican Sound	5	26	2.31	\$599,171
West Bay Club	17	20	10.20	\$890,150

FORT MYERS

MARKET REPORT - DECEMBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	10,810	11,503	10,909	7,566	7,145	6,550	7,661
Sold	5,297	5,656	5,971	6,485	7,755	5,602	4,863
Avg. Sale \$	\$265,179	\$276,799	\$275,394	\$314,760	\$383,552	\$489,035	\$503,228



NEW
LISTINGS

7,661
↑16.96



CLOSED
SALES

4,863
↓13.19%



AVERAGE
SALES PRICE

\$503,228
↑2.90



CURRENT
INVENTORY

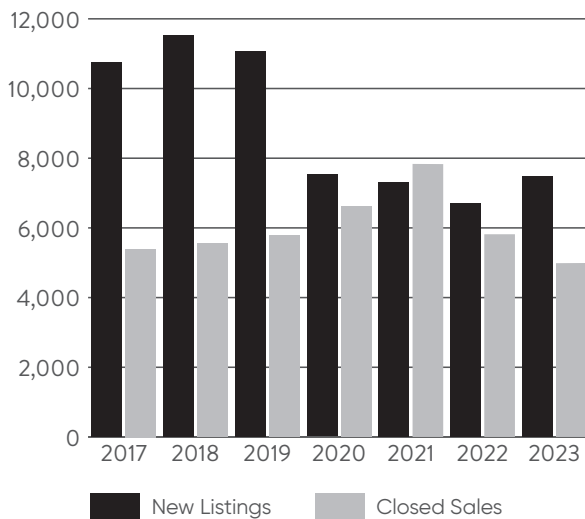
2,139
↑153.74%



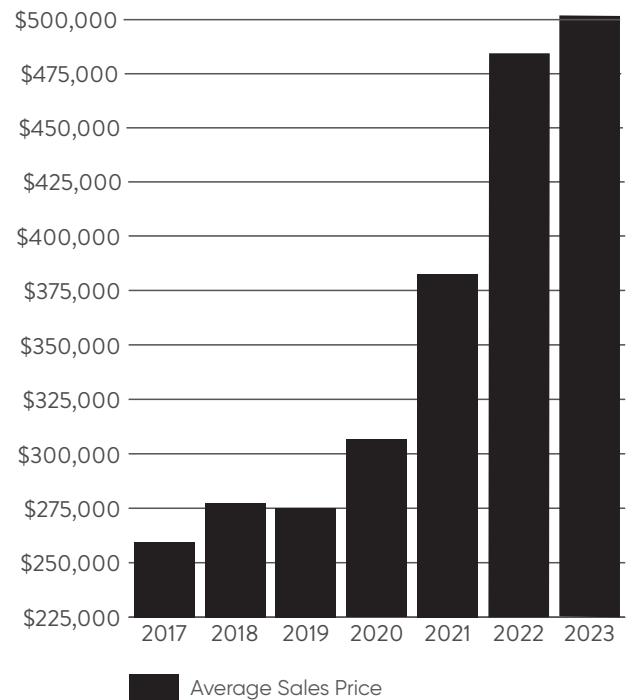
MONTHS OF
SUPPLY

5.28
↑192.30%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 4,863 properties sold, sales were down 13.19% from the preceding 12-month period when 5,602 properties were sold. New listings were up 16.96%, from 6,550 to 7,661. The average sales price was up 2.90%, from \$489,035 to \$503,228. As of December 31, 2023, inventory stood at 2,139 units while months of supply was 5.28 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	7	20	4.20	\$897,540
Colonial Country Club	13	26	6.00	\$619,731
Crown Colony	9	10	10.80	\$847,100
Esplanade Lake Club	10	43	2.79	\$1,336,007
Fiddlesticks Country Club	11	21	6.29	\$959,805
The Forest	13	20	7.80	\$610,575
Gulf Harbour Yacht And Country Club	13	27	5.78	\$1,686,893
Miromar Lakes Beach And Golf Club	18	36	6.00	\$2,125,788
Parker Lakes	5	14	4.29	\$432,959
Paseo	7	17	4.94	\$933,574
The Plantation	38	85	5.36	\$691,634
Shadow Wood Preserve	9	6	18.00	\$1,186,583
Town And River	12	28	5.14	\$1,076,354
Wildblue	27	144	2.25	\$1,512,211

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	24	62	4.65	\$359,276
Crown Colony	8	10	9.60	\$469,690
Downtown Fort Myers	96	101	11.41	\$465,341
Esplanade Lake Club	1	21	0.57	\$531,630
Fiddlesticks Country Club	2	14	1.71	\$354,679
The Forest	19	37	6.16	\$277,749
Gulf Harbour Yacht And Country Club	34	68	6.00	\$914,304
Miromar Lakes Beach And Golf Club	23	30	9.20	\$1,147,397
Parker Lakes	14	28	6.00	\$315,834
Paseo	23	77	3.58	\$415,508
The Plantation	14	19	8.84	\$510,026
Shadow Wood Preserve	5	0	—	—
Town And River	4	4	12.00	\$325,000

FORT MYERS BEACH

MARKET REPORT - DECEMBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	670	724	686	640	611	633	596
Sold	401	430	405	506	634	407	386
Avg. Sale \$	\$536,122	\$514,024	\$530,781	\$602,539	\$715,049	\$983,617	\$917,488



NEW
LISTINGS

596
↓5.85%



CLOSED
SALES

386
↓5.16%



AVERAGE
SALES PRICE

\$917,488
↓6.72%



CURRENT
INVENTORY

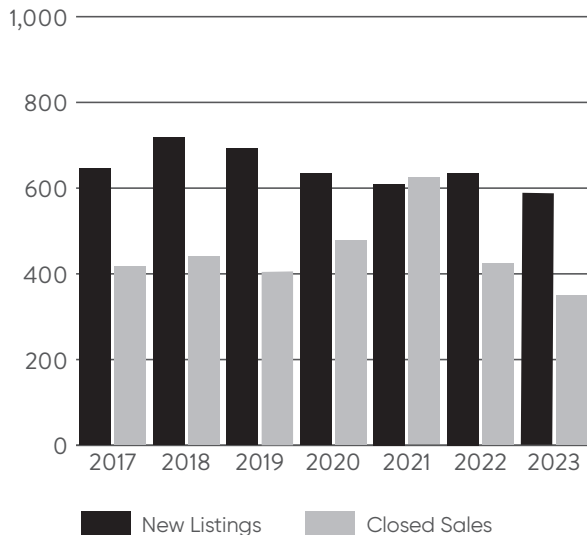
241
↑56.49%



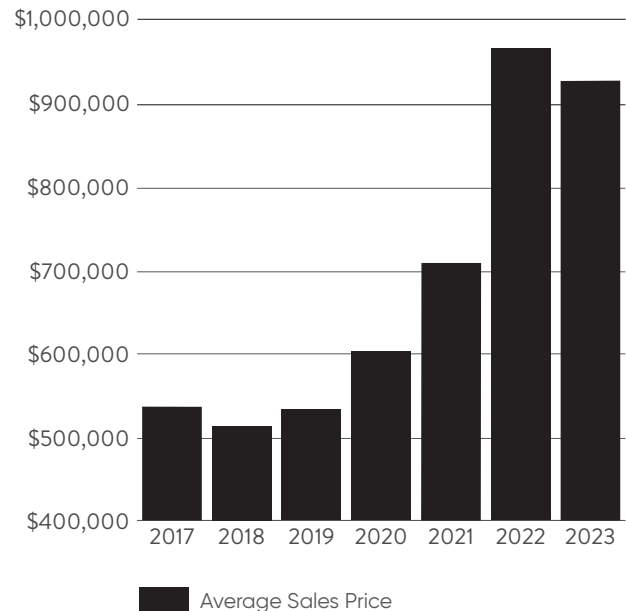
MONTHS OF
SUPPLY

7.49
↑65.01

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 386 properties sold, sales were down 5.16% from the preceding 12-month period when 407 properties were sold. New listings were down 5.85%, from 633 to 596. The average sales price was down 6.72%, from \$983,617 to \$917,488. As of December 31, 2023, inventory stood at 241 units while months of supply was 7.49 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	10	13	9.23	\$896,231
Laguna Shores	8	21	4.57	\$947,548
Mcphie Park	8	10	9.60	\$1,176,435

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	6	5	14.40	\$537,000
Ocean Harbor Condo	6	3	24.00	\$627,083
Sandarac Condo	9	5	21.60	\$662,150
Waterside At Bay Beach	31	64	5.81	\$1,447,630

SANIBEL-CAPTIVA

MARKET REPORT - DECEMBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	638	694	712	622	603	497	727
Sold	394	433	393	586	760	366	394
Avg. Sale \$	\$924,823	\$1,014,696	\$938,372	\$930,980	\$1,270,012	\$1,668,280	\$1,241,902



NEW
LISTINGS

727
↑46.28



CLOSED
SALES

394
↑7.65%



AVERAGE
SALES PRICE

\$1,241,902
↓25.56%



CURRENT
INVENTORY

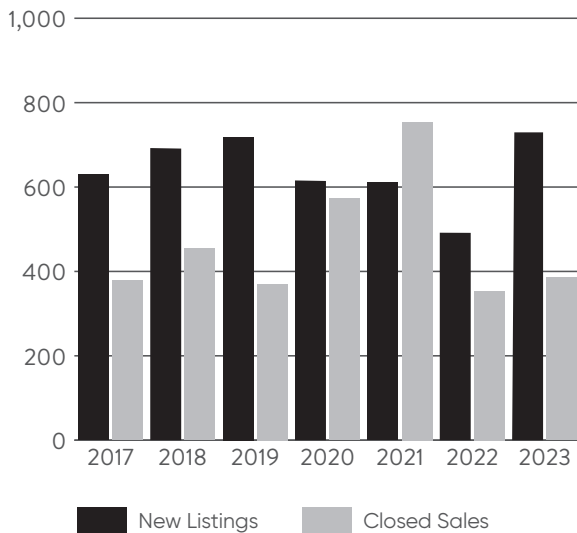
295
↑158.77%



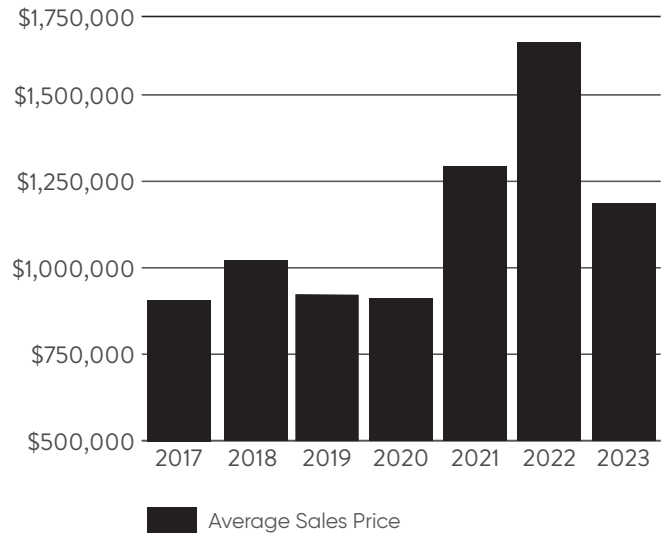
MONTHS OF
SUPPLY

8.98
↑140.38%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 394 properties sold, sales were up 7.65% from the preceding 12-month period when 366 properties were sold. New listings were up 46.28%, from 497 to 727. The average sales price was down 25.56%, from \$1,668,280 to \$1,241,902. As of December 31, 2023, inventory stood at 295 units while months of supply was 8.98 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	8	13	7.38	\$1,075,077
Captiva Island	41	20	24.60	\$2,433,682
Dunes At Sanibel Island	19	24	9.50	\$888,563
Other Sanibel Island Single-Family	108	222	5.84	\$1,337,761

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	22	20	13.20	\$887,288
Sundial Of Sanibel Condos	82	83	11.86	\$969,753
Other Sanibel Island Condos	15	12	15.00	\$843,000

	2017	2018	2019	2020	2021	2022	2023
Listed	8,159	8,792	8,576	7,987	8,539	8,595	9,250
Sold	5,625	5,841	6,154	6,921	8,003	6,415	5,659
Avg. Sale \$	\$264,697	\$273,754	\$282,820	\$315,335	\$410,378	\$503,510	\$476,250



NEW LISTINGS

9,250
↑9.62%



CLOSED SALES

5,659
↓11.78%



AVERAGE SALES PRICE

\$476,250
↓5.41%



CURRENT INVENTORY

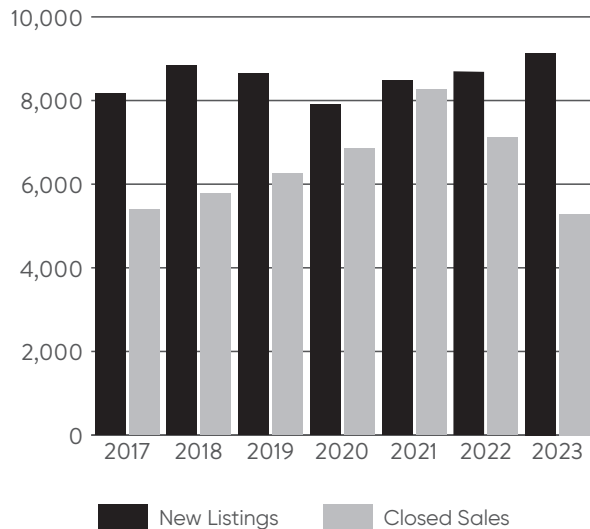
2,869
↑89.37%



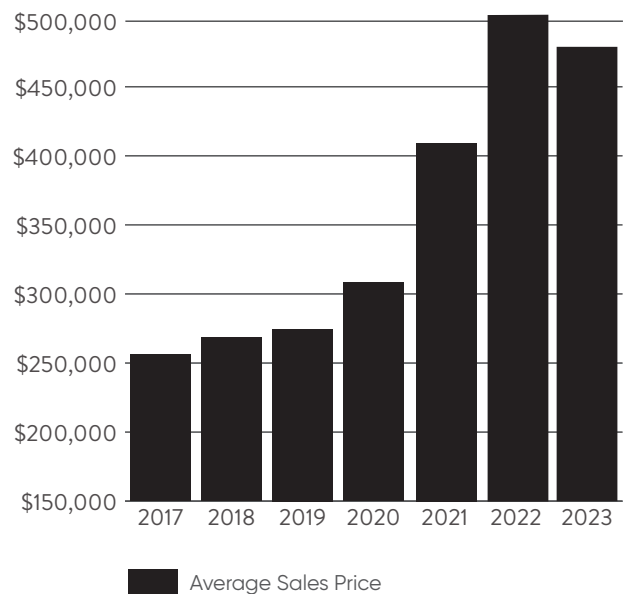
MONTHS OF SUPPLY

6.08
↑114.67%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,659 properties sold, sales were down 11.78% from the preceding 12-month period when 6,415 properties were sold. New listings were up 7.62%, from 8,595 to 9,250. The average sales price was down 5.41%, from \$503,510 to \$476,250. As of December 31, 2023, inventory stood at 2,869 units while months of supply was 6.08 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	14	6	28.00	\$2,058,333
Cape Royal	10	28	4.29	\$811,701
Yacht Club	18	22	9.82	\$787,136

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	14	26	6.46	\$572,139
Tarpon Point Marina	14	8	21.00	\$1,525,000

PINE ISLAND-MATLACHA

MARKET REPORT - DECEMBER 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	356	400	386	323	372	303	422
Sold	213	240	231	271	372	231	217
Avg. Sale \$	\$332,092	\$334,652	\$344,228	\$409,049	\$507,807	\$684,535	\$541,124



NEW
LISTINGS

422
↑39.27%



CLOSED
SALES

217
↓6.06%



AVERAGE
SALES PRICE

\$541,124
↓20.95%



CURRENT
INVENTORY

138
↑170.59%



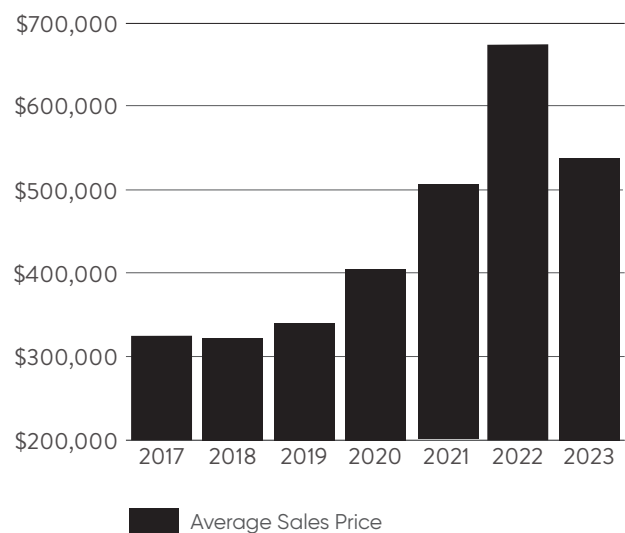
MONTHS OF
SUPPLY

7.63
↑188.05%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 217 properties sold, sales were down 6.06% from the preceding 12-month period when 231 properties were sold. New listings were up 39.27%, from 303 to 422. The average sales price was down 20.95%, from \$684,535 to \$541,124. As of December 31, 2023, inventory stood at 138 units while months of supply was 7.63 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	45	79	6.84	\$523,168
Matlacha	22	20	13.20	\$666,450
St James City	62	97	7.67	\$566,518

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	9	19	5.68	\$379,605
Matlacha	0	0	—	—
St James City	0	2	—	\$300,000



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Source: SWFL MLS. Residential Sales Volume Excluding Manufactured Housing in Lee and Collier Counties. 1/1/2023 through 12/31/2023.