

MONTHLY MARKET REPORT - JANUARY 2024



**\$4.5B+**  
IN CLOSED  
SALES VOLUME

**23**  
LOCATIONS FROM  
MARCO ISLAND TO  
PINE ISLAND

**850+**  
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

### JANUARY 2024

Southwest Florida	2
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Marco Island	6
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Fort Myers Beach	12
Sanibel & Captiva Islands	14
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# SOUTHWEST FLORIDA

## MARKET REPORT - JANUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2018	2019	2020	2021	2022	2023	2024
Listed	41,449	44,353	41,724	37,306	36,071	35,070	37,678
Sold	24,685	25,893	27,695	32,989	39,032	27,001	24,180
Avg. Sale \$	\$434,642	\$451,004	\$446,301	\$526,943	\$647,330	\$793,967	\$791,274



NEW  
LISTINGS

37,678  
↑7.44%



CLOSED  
SALES

24,180  
↓10.45%



AVERAGE  
SALES PRICE

\$791,274  
•0%



CURRENT  
INVENTORY

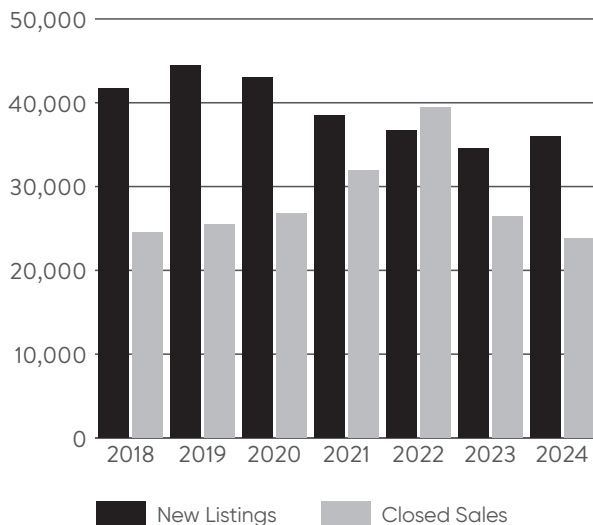
12,558  
↑95.21%



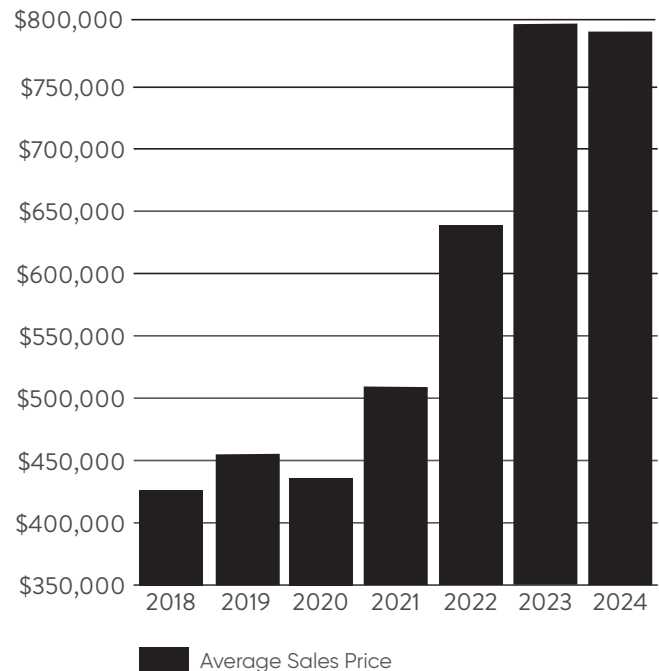
MONTHS OF  
SUPPLY

6.23  
↑117.99%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 24,180 properties sold, sales were down 10.45% from the preceding 12-month period when 27,001 properties were sold. New listings were up 7.44%, from 35,070 to 37,678. The average sales price was static at \$791,274. As of January 31, 2024, inventory stood at 12,558 units while months of supply was 6.23 months.

# NAPLES

## MARKET REPORT - JANUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	14,676	15,853	15,055	14,770	13,892	13,293	13,014
Sold	9,234	9,570	10,353	12,838	15,690	10,411	9,039
Avg. Sale \$	\$593,932	\$623,490	\$607,531	\$716,568	\$847,023	\$1,071,145	\$1,055,739



NEW  
LISTINGS

13,014  
↓2.10%



CLOSED  
SALES

9,039  
↓13.18%



AVERAGE  
SALES PRICE

\$1,055,736  
↓1.44%



CURRENT  
INVENTORY

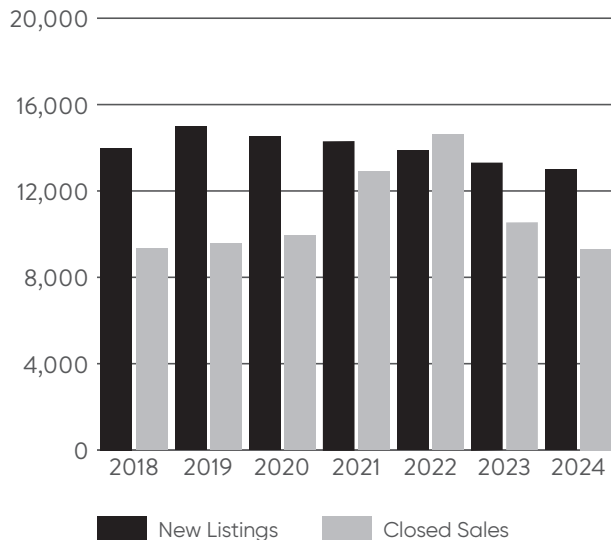
4,465  
↑71.07%



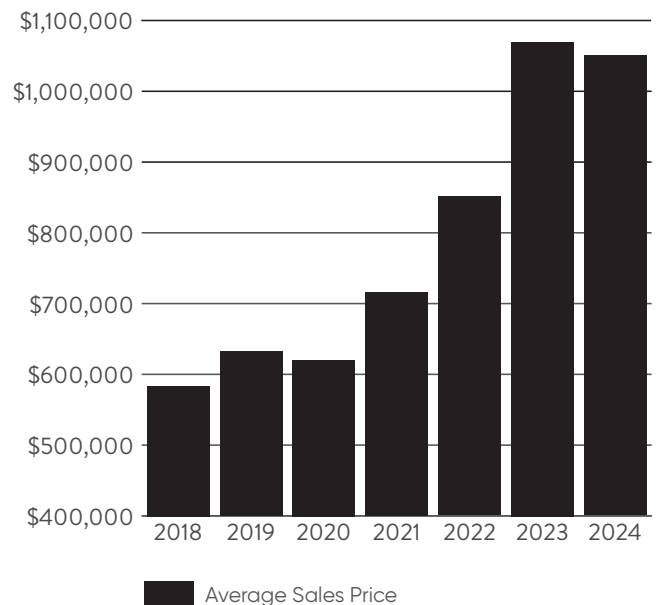
MONTHS OF  
SUPPLY

5.93  
↑97.04%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 9,039 properties sold, sales were down 13.18% from the preceding 12-month period when 10,411 properties were sold. New listings were down 2.10%, from 13,293 to 13,014. The average sales price was down 1.44%, from \$1,071,145 to \$1,055,739. As of January 31, 2024, inventory stood at 4,465 units while months of supply was 5.93 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	36	10	43.20	\$9,769,750
Audubon	12	21	6.86	\$2,476,287
Colliers Reserve	5	16	3.75	\$2,699,813
Crayton Road Area Non-Waterfront	74	87	10.21	\$3,997,782
Crayton Road Area Waterfront	21	17	14.82	\$7,306,918
Crossings	2	14	1.71	\$1,472,714
Esplanade	17	34	6.00	\$2,070,264
Grey Oaks	21	42	6.00	\$4,527,833
Isles of Collier Preserve	31	74	5.03	\$2,012,492
Kensington	3	19	1.89	\$1,667,711
Lely Resort	29	88	3.95	\$1,370,471
Mediterra	29	33	10.55	\$3,804,684
Monterey	7	12	7.00	\$1,653,542
Olde Cypress	5	33	1.82	\$1,557,012
Olde Naples	56	39	17.23	\$7,235,641
Pelican Bay	23	29	9.52	\$3,229,850
Pelican Bay - Bay Colony	15	3	60.00	\$8,351,025
Pelican Marsh	7	42	2.00	\$2,226,940
Pine Ridge	27	21	15.43	\$6,622,083
Port Royal	39	12	39.00	\$17,066,667
Quail Creek	10	19	6.32	\$2,604,937
Quail West	21	39	6.46	\$4,638,957
The Quarry	6	35	2.06	\$1,643,629
Riverstone	13	37	4.22	\$1,182,888
Royal Harbor	28	14	24.00	\$4,021,717
The Strand	1	20	0.60	\$1,397,400
Tiburon	2	9	2.67	\$3,935,000
Treviso Bay	3	19	1.89	\$1,927,132
Vanderbilt Beach	37	15	29.60	\$4,100,000
Vineyards	20	61	3.93	\$1,320,041

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2024

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	86	83	12.43	\$873,422
Crayton Road Area Waterfront	187	211	10.64	\$2,471,207
The Dunes	31	21	17.71	\$1,816,429
Esplanade	19	42	5.43	\$712,519
Grey Oaks	5	8	7.50	\$2,277,875
Isles of Collier Preserve	26	62	5.03	\$831,391
Kensington	2	22	1.09	\$852,250
Lely Resort	56	117	9.95	\$581,567
Mediterra	9	9	12.00	\$1,526,111
Olde Naples	97	117	9.95	\$1,614,617
Pelican Bay	144	232	7.45	\$1,624,688
Pelican Bay – Bay Colony	17	11	18.55	\$7,787,273
Pelican Marsh	20	55	4.36	\$811,391
Pine Ridge	4	6	8.00	\$329,667
The Quarry	6	17	4.24	\$710,941
The Strand	9	55	1.96	\$600,464
Tiburon	7	31	2.71	\$1,569,484
Treviso Bay	16	67	2.87	\$583,497
Vanderbilt Beach	76	55	16.58	\$1,403,459
Vineyards	24	75	3.84	\$719,805

# MARCO ISLAND

## MARKET REPORT - JANUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	1,318	1,442	1,361	1,337	1,286	1,193	1,325
Sold	761	794	839	1,221	1,450	777	801
Avg. Sale \$	\$729,747	\$791,899	\$740,404	\$855,474	\$1,072,487	\$1,432,585	\$1,511,481



NEW  
LISTINGS

1,325  
↑11.06%



CLOSED  
SALES

801  
↑3.09%



AVERAGE  
SALES PRICE

\$1,511,481  
↑5.51%



CURRENT  
INVENTORY

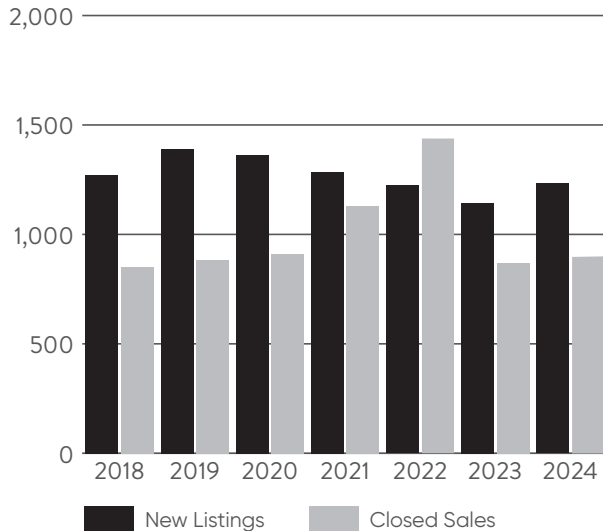
563  
↑49.34%



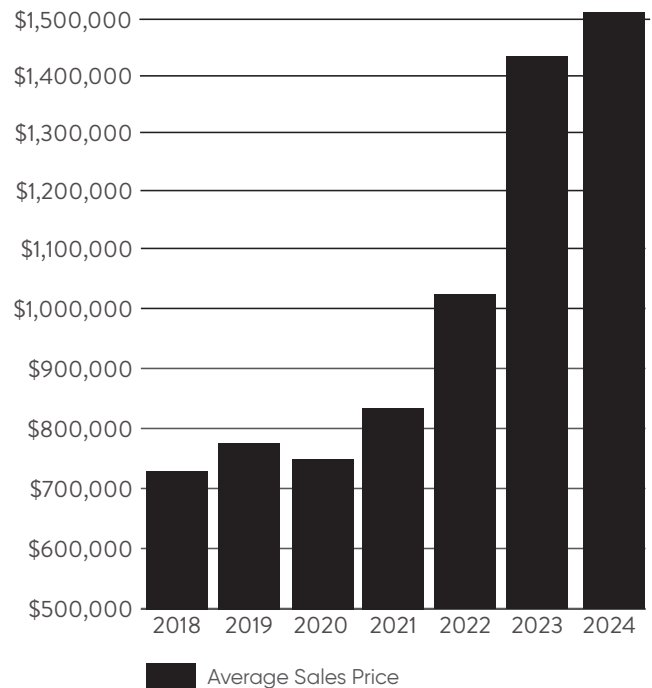
MONTHS OF  
SUPPLY

8.43  
↑44.86%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 801 properties sold, sales were up 3.09% from the preceding 12-month period when 777 properties were sold. New listings were up 11.06%, from 1,193 to 1,325. The average sales price was up 5.51%, from \$1,432,585 to \$1,511,481. As of January 31, 2024, inventory stood at 563 units while months of supply was 8.43 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2024

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	93	104	10.73	\$3,371,711
Golf Course	3	13	2.77	\$1,383,885
Gulf Front	0	0	—	—
Indirect Waterfront	75	158	5.70	\$2,009,537
Inland	62	116	6.41	\$1,112,040
Preserve	8	5	19.20	\$2,607,000

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	83	80	12.45	\$730,866
Golf Course	1	3	4.00	\$1,583,333
Gulf Front	125	160	9.38	\$1,374,915
Gulf View	23	25	11.04	\$1,230,400
Indirect Waterfront	12	31	4.65	\$684,258
Inland	72	97	8.91	\$433,530
Preserve	6	9	8.00	\$586,611

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	39	62	7.55	\$1,765,264
Isles Of Capri	13	18	8.67	\$1,487,500
Naples Reserve	28	59	5.69	\$1,320,177
Winding Cypress	11	24	5.50	\$1,121,708

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	47	72	7.83	\$668,309
Hammock Bay Golf and Country Club	29	46	7.57	\$770,454
Isles Of Capri	10	10	12.00	\$709,674

# BONITA SPRINGS - ESTERO

MARKET REPORT - JANUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	4,545	4,929	4,703	4,325	3,835	3,789	4,071
Sold	2,901	3,096	3,155	3,908	4,458	3,087	2,922
Avg. Sale \$	\$407,343	\$404,173	\$413,903	\$450,429	\$561,852	\$709,697	\$784,459



NEW  
LISTINGS

4,071  
↑7.44%



CLOSED  
SALES

2,922  
↓5.34%



AVERAGE  
SALES PRICE

\$784,459  
↑10.53%



CURRENT  
INVENTORY

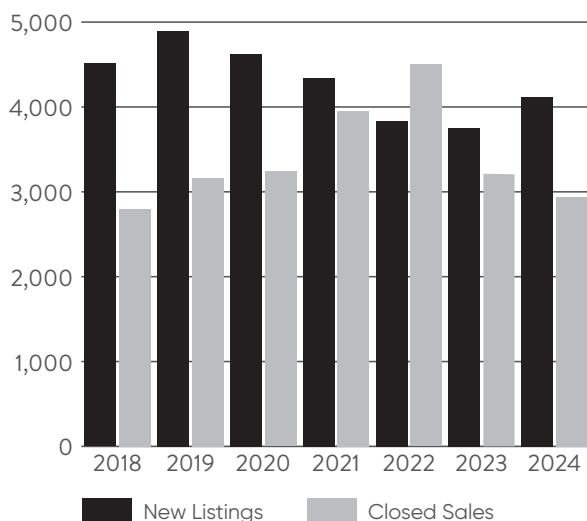
1,284  
↑119.49%



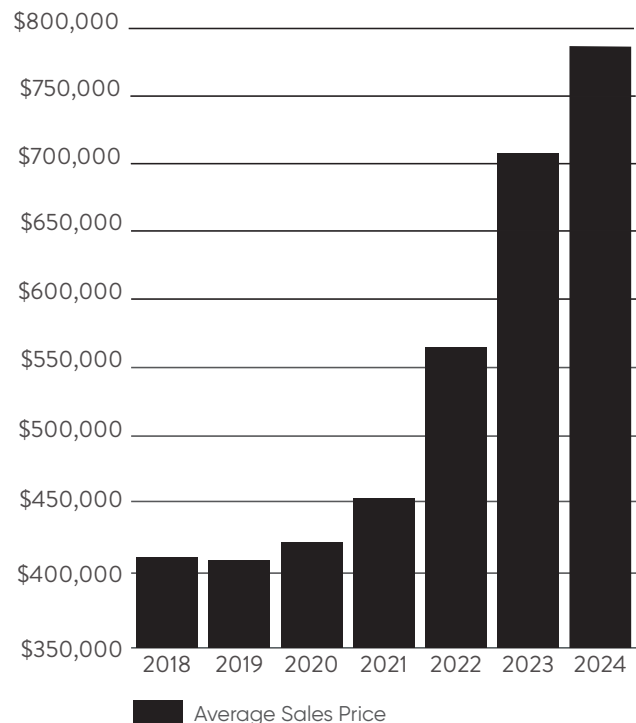
MONTHS OF  
SUPPLY

5.27  
↑131.88%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



## SUMMARY

With 2,922 properties sold, sales were down 5.34% from the preceding 12-month period when 3,087 properties were sold. New listings were up 7.44%, from 3,789 to 4,071. The average sales price was up 10.53%, from \$709,697 to \$784,459. As of January 31, 2024, inventory stood at 1,284 units while months of supply was 5.27 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	14	8	21.00	\$5,537,500
Bonita Bay	35	55	7.64	\$2,039,777
The Brooks	16	69	2.78	\$1,408,875
Palmira Golf and Country Club	11	32	4.13	\$945,945
Pelican Landing	28	41	8.20	\$1,451,156
Pelican Landing - The Colony	2	8	3.00	\$2,208,125
Pelican Sound	1	8	1.50	\$1,027,888
West Bay Club	6	16	4.50	\$1,264,688

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	17	11	18.55	\$2,634,091
Bonita Bay	86	138	7.48	\$1,885,928
The Brooks	27	88	3.68	\$541,625
Palmira Golf and Country Club	7	20	4.20	\$682,650
Pelican Landing	17	58	3.52	\$594,847
Pelican Landing - The Colony	47	52	10.85	\$1,458,745
Pelican Sound	7	27	3.11	\$613,795
West Bay Club	30	22	16.36	\$912,864

# FORT MYERS

## MARKET REPORT - JANUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	10,940	11,482	10,419	7,356	6,989	6,682	7,845
Sold	5,277	5,617	6,076	6,566	7,655	5,530	4,833
Avg. Sale \$	\$265,205	\$276,259	\$277,031	\$319,767	\$387,334	\$493,450	\$507,005



NEW  
LISTINGS

7,845  
↑17.40



CLOSED  
SALES

4,833  
↓12.60%



AVERAGE  
SALES PRICE

\$507,005  
↑2.75



CURRENT  
INVENTORY

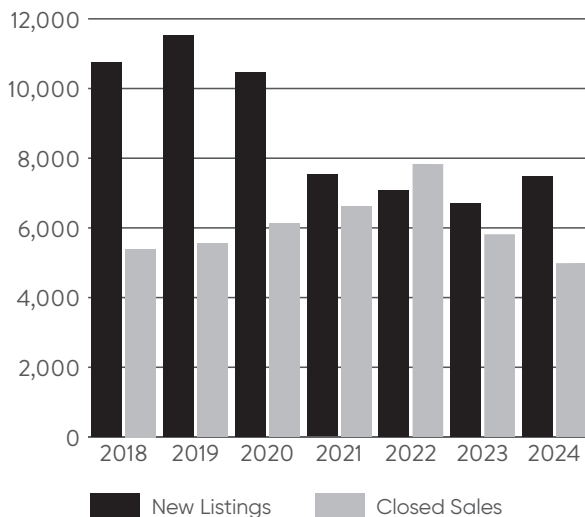
2,362  
↑153.98



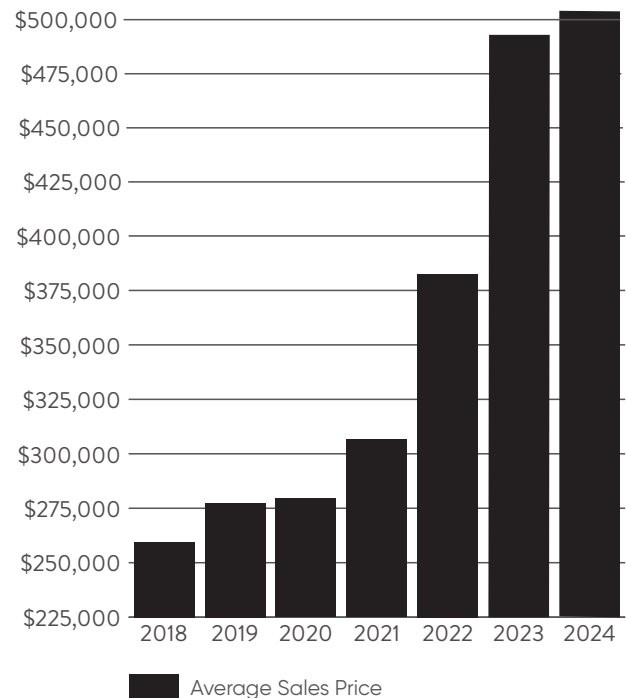
MONTHS OF  
SUPPLY

5.86  
↑190.61%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 4,833 properties sold, sales were down 12.60% from the preceding 12-month period when 5,530 properties were sold. New listings were up 17.40%, from 6,682 to 7,845. The average sales price was up 2.75%, from \$493,450 to \$507,005. As of January 31, 2024, inventory stood at 2,362 units while months of supply was 5.86 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	6	22	3.27	\$902,245
Colonial Country Club	15	26	6.92	\$611,154
Crown Colony	8	11	8.73	\$831,455
Esplanade Lake Club	9	42	2.57	\$1,405,532
Fiddlesticks Country Club	9	25	4.32	\$1,080,236
The Forest	16	18	10.67	\$639,028
Gulf Harbour Yacht And Country Club	13	26	6.00	\$1,688,312
Miromar Lakes Beach And Golf Club	23	37	7.46	\$2,396,793
Parker Lakes	5	15	4.00	\$416,622
Paseo	9	18	6.00	\$903,069
The Plantation	32	89	4.31	\$706,121
Shadow Wood Preserve	11	6	22.00	\$1,186,583
Town And River	14	28	6.00	\$1,089,746
Wildblue	35	142	2.96	\$1,528,783

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	38	62	7.35	\$358,066
Crown Colony	9	10	10.80	\$469,690
Downtown Fort Myers	93	98	11.39	\$465,377
Esplanade Lake Club	1	21	0.57	\$531,630
Fiddlesticks Country Club	2	15	1.60	\$355,633
The Forest	28	38	8.84	\$280,808
Gulf Harbour Yacht And Country Club	45	72	7.50	\$841,621
Miromar Lakes Beach And Golf Club	25	29	10.34	\$1,171,445
Parker Lakes	10	28	4.29	\$315,834
Paseo	25	70	4.29	\$417,036
The Plantation	16	21	9.14	\$511,167
Shadow Wood Preserve	3	0	—	—
Town And River	4	5	9.60	\$334,500

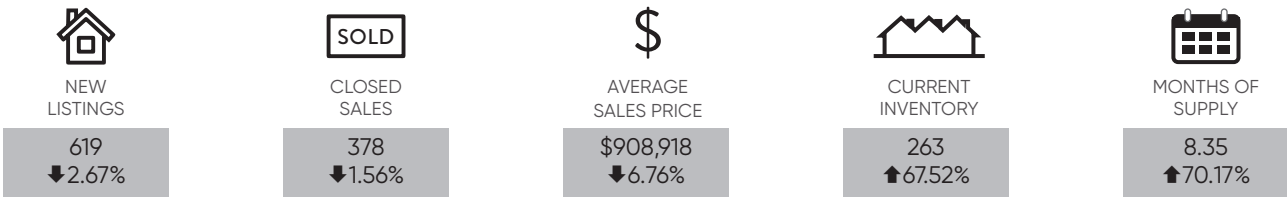


FORT MYERS BEACH  
MARKET REPORT - JANUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

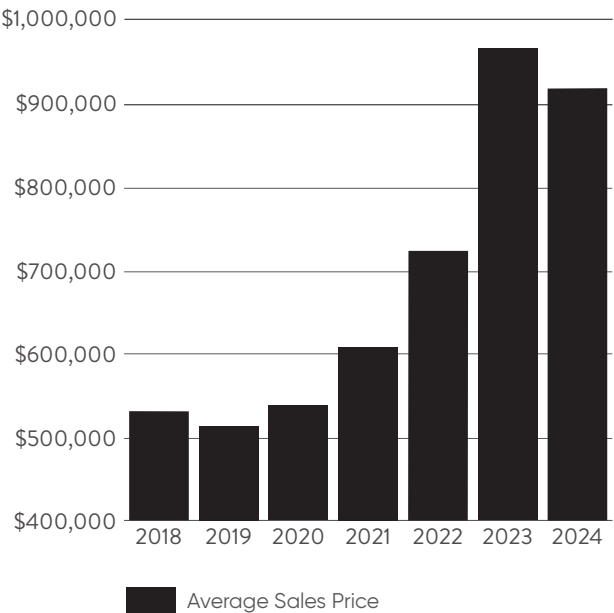
	2018	2019	2020	2021	2022	2023	2024
Listed	687	703	694	637	585	636	619
Sold	411	418	424	518	625	384	378
Avg. Sale \$	\$515,398	\$513,218	\$539,714	\$611,879	\$743,602	\$974,841	\$908,918



12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



SUMMARY

With 378 properties sold, sales were down 1.56% from the preceding 12-month period when 384 properties were sold. New listings were down 2.67%, from 636 to 619. The average sales price was down 6.76%, from \$974,841 to \$908,918. As of January 31, 2024, inventory stood at 263 units while months of supply was 8.35 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	14	12	14.00	\$880,000
Laguna Shores	10	22	5.45	\$942,205
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	10	3	40.00	\$627,083
Sandarac Condo	10	5	24.00	\$662,150
Waterside At Bay Beach	35	65	6.46	\$1,439,590

# SANIBEL-CAPTIVA

## MARKET REPORT - JANUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	662	694	799	686	582	562	702
Sold	375	395	411	412	607	362	388
Avg. Sale \$	\$968,859	\$993,000	\$939,092	\$957,287	\$1,273,877	\$1,645,501	\$1,276,320



NEW  
LISTINGS

702  
↑24.91%



CLOSED  
SALES

388  
↑7.18%



AVERAGE  
SALES PRICE

\$1,276,320  
↓22.44%



CURRENT  
INVENTORY

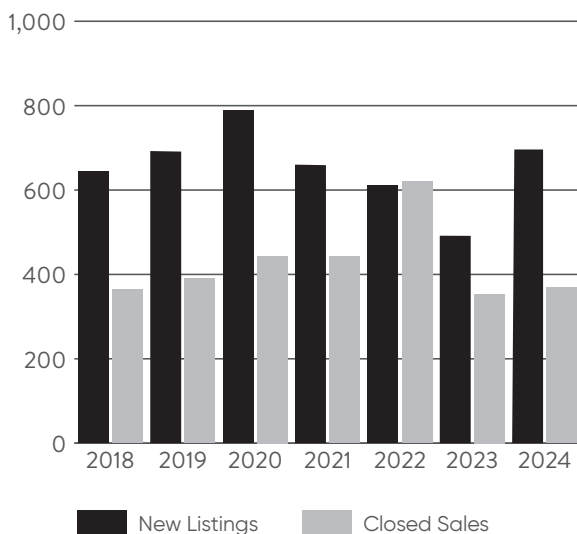
319  
↑99.38%



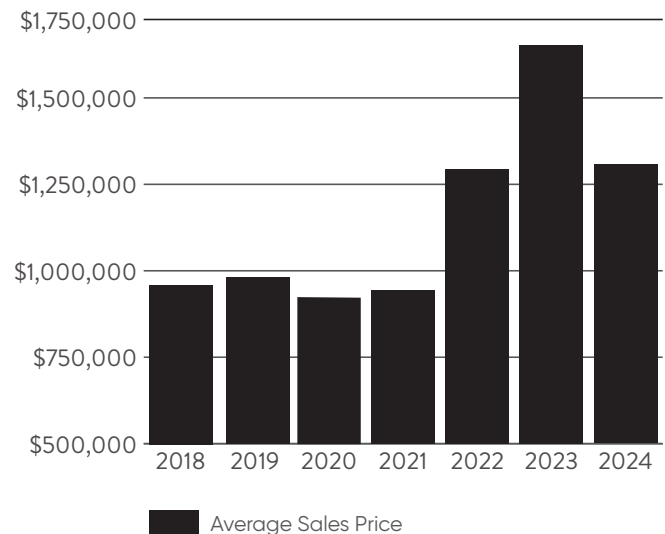
MONTHS OF  
SUPPLY

9.87  
↑86.01%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 388 properties sold, sales were up 7.18% from the preceding 12-month period when 362 properties were sold. New listings were up 24.91%, from 562 to 702. The average sales price was down 22.44%, from \$1,645,501 to \$1,276,320. As of January 31, 2024, inventory stood at 319 units while months of supply was 9.87 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	9	15	7.20	\$1,112,533
Captiva Island	39	20	23.40	\$2,453,682
Dunes At Sanibel Island	19	23	9.91	\$897,630
Other Sanibel Island Single-Family	138	214	7.74	\$1,397,059

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	25	24	12.50	\$1,013,157
Sundial Of Sanibel Condos	79	81	11.70	\$937,117
Other Sanibel Island Condos	10	11	10.91	\$873,818

	2018	2019	2020	2021	2022	2023	2024
Listed	8,259	8,830	8,409	7,834	8,536	8,601	9,663
Sold	5,694	5,745	6,203	7,051	8,049	6,226	5,604
Avg. Sale \$	\$265,274	\$274,119	\$284,212	\$321,027	\$417,667	\$502,787	\$478,205



NEW LISTINGS

9,663  
↑12.35%



CLOSED SALES

5,604  
↓9.99%



AVERAGE SALES PRICE

\$478,205  
↓4.89%



CURRENT INVENTORY

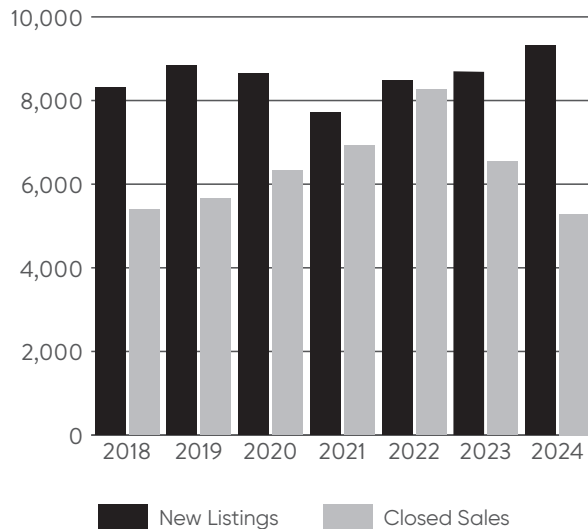
3,136  
↑102.71%



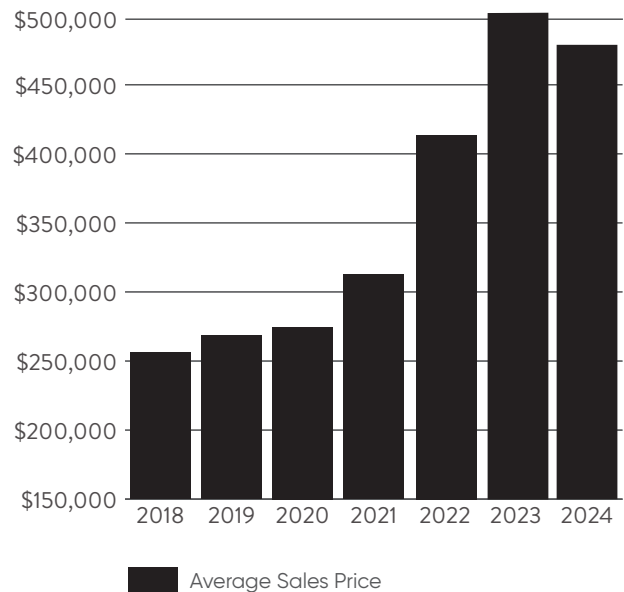
MONTHS OF SUPPLY

6.72  
↑125.21%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 5,604 properties sold, sales were down 9.99% from the preceding 12-month period when 6,226 properties were sold. New listings were up 12.35%, from 8,601 to 9,663. The average sales price was down 4.89%, from \$502,787 to \$478,205. As of January 31, 2024, inventory stood at 3,136 units while months of supply was 6.72 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	20	7	34.29	\$1,890,143
Cape Royal	11	27	4.89	\$814,784
Yacht Club	18	19	11.37	\$794,579

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	19	27	8.44	\$575,208
Tarpon Point Marina	11	9	14.67	\$1,494,444

# PINE ISLAND-MATLACHA

## MARKET REPORT - JANUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	362	420	400	361	366	314	439
Sold	208	242	233	280	368	224	215
Avg. Sale \$	\$336,821	\$337,854	\$349,859	\$421,545	\$506,814	\$683,603	\$550,249



NEW  
LISTINGS

439  
↑39.81%



CLOSED  
SALES

215  
↓4.02%



AVERAGE  
SALES PRICE

\$550,249  
↓19.51%



CURRENT  
INVENTORY

166  
↑147.76%



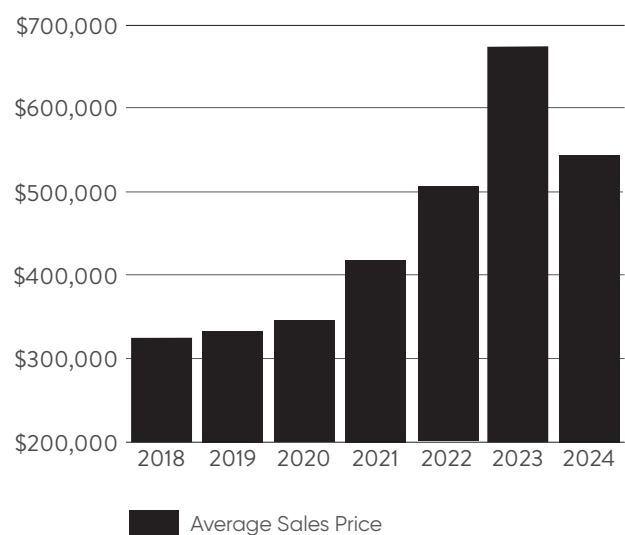
MONTHS OF  
SUPPLY

9.27  
↑158.13%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 215 properties sold, sales were down 4.02% from the preceding 12-month period when 224 properties were sold. New listings were up 39.81%, from 314 to 439. The average sales price was down 19.51%, from \$683,603 to \$550,249. As of January 31, 2024, inventory stood at 166 units while months of supply was 9.27 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	63	79	9.57	\$517,225
Matlacha	23	20	13.80	\$666,450
St James City	66	96	8.25	\$589,388

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	13	18	8.67	\$385,139
St James City	1	2	6.00	\$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.