



NAPLES & BONITA SPRINGS

LUXURY PROPERTIES MARKET REPORT
JUNE 2024

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NAPLES & BONITA SPRINGS

Single-Family Properties

CLOSED SALES

- The number of closed sales in the 12 months ending June 30th, 2024 for the Naples and Bonita Springs Area decreased 6% year-over-year (6,057 vs 6,460).
- There were 65 closed sales priced above two million in June 2024 compared to 64 in June 2023; a 2% increase. During the 12 months ending June 30th, 2024, sales in this category increased 2% over the same time period in 2023 (732 vs 718 units).

NEW LISTINGS / INVENTORY

- During the 12 months ending June 30th, 2024, a total of 10,070 new listings were added to the market, this is a 12% increase vs the same time period 12 months ending June 30th, 2023.
- Available inventory as of June 30th, 2024 consisted of 3,748 units, an increase of 30% vs the same time period in 2023. Current inventory represents 7 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$1,193,379, a 2% increase vs the same time period in 2023.
- The median sales price for the area in June 2024 decreased 3% to \$690,000 vs June 2023.

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NAPLES & BONITA SPRINGS

Condominiums

CLOSED SALES

- The number of closed sales in the 12 months ending June 30th, 2024 for the Naples and Bonita Springs Area decreased 8% year-over-year (4,464 vs 4,871).
- There were 27 closed sales priced above two million in June 2024 compared to 30 in June 2023; a 10% decrease. During the 12 months ending June 30th, 2024, sales in this category increased 5% over the same time period in 2023 (455 vs 433 units).

NEW LISTINGS / INVENTORY

- During the 12 months ending June 30th, 2024, a total of 7,863 new listings were added to the market, a 24% increase vs the same time period 12 months ending June 30th, 2023.
- Available inventory as of June 30th, 2024 consisted of 3,065 units, an increase of 47% vs the same time period in 2023. Current inventory represents 8 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$840,833, a 6% increase vs the same time period in 2023.
- The median sales price for the area in June 2024 decreased 2% to \$470,750 vs June 2023.

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PORT ROYAL TO BONITA BEACH ROAD AREA

Single-Family Properties

LUXURY MARKET \$1M+ (WEST OF 41)

CLOSED SALES

- The number of closed sales in the 12 months ending June 30th, 2024 for the luxury market from Port Royal to Bonita Beach Road Area decreased 19% year-over-year (303 vs 376).

NEW LISTINGS / INVENTORY

- During the 12 months ending June 30th, 2024, a total of 786 new listings were added to the market, a decrease of 4% compared to the same time period 12 months ending June 30th, 2023.
- Available inventory as of June 30th, 2024 consisted of 424 units, a 16% increase vs the same time period in 2023 (424 vs 366). Current inventory represents 17 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$4,593,273 a decrease of 6% vs the same time period in 2023.
- The median sales price for the area in June 2024 increased 100% to \$4,200,000 vs June 2023.



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PORT ROYAL TO BONITA BEACH ROAD AREA

Condominiums

LUXURY MARKET \$1M+ (WEST OF 41)

CLOSED SALES

- The number of closed sales in the 12 months ending June 30th, 2024 for the luxury market from Port Royal to Bonita Beach Road Area increased 4% year-over-year (630 vs 608).

NEW LISTINGS / INVENTORY

- During the 12 months ending June 30th, 2024, a total of 1,163 new listings were added to the market, an increase of 30% vs the same time period 12 months ending June 30th, 2023.
- Available inventory as of June 30th, 2024 consisted of 476 units, a 39% increase vs the same time period in 2023 (476 vs 342). Current inventory represents 9 months of supply based on current absorption rates.

AVERAGE & MEDIAN SALES PRICE

- The year-over-year average sales price for the area was \$2,618,332, increasing 5% vs the same time period in 2023.
- The median sales price for the area in June 2024 increased 15% to \$2,137,500 vs June 2023.

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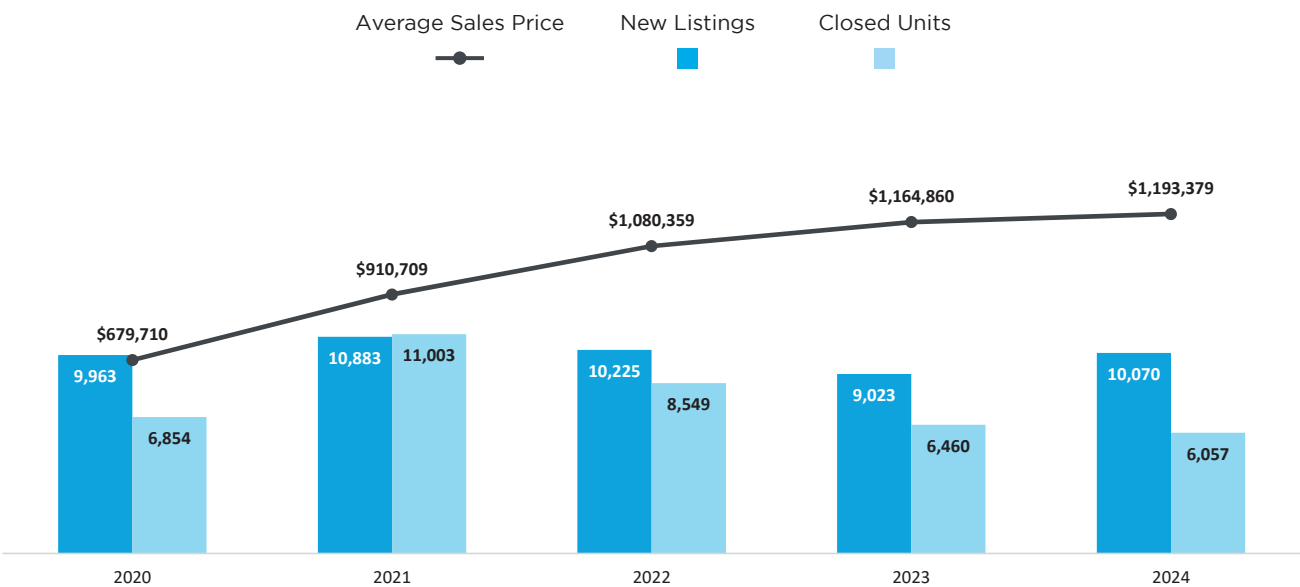
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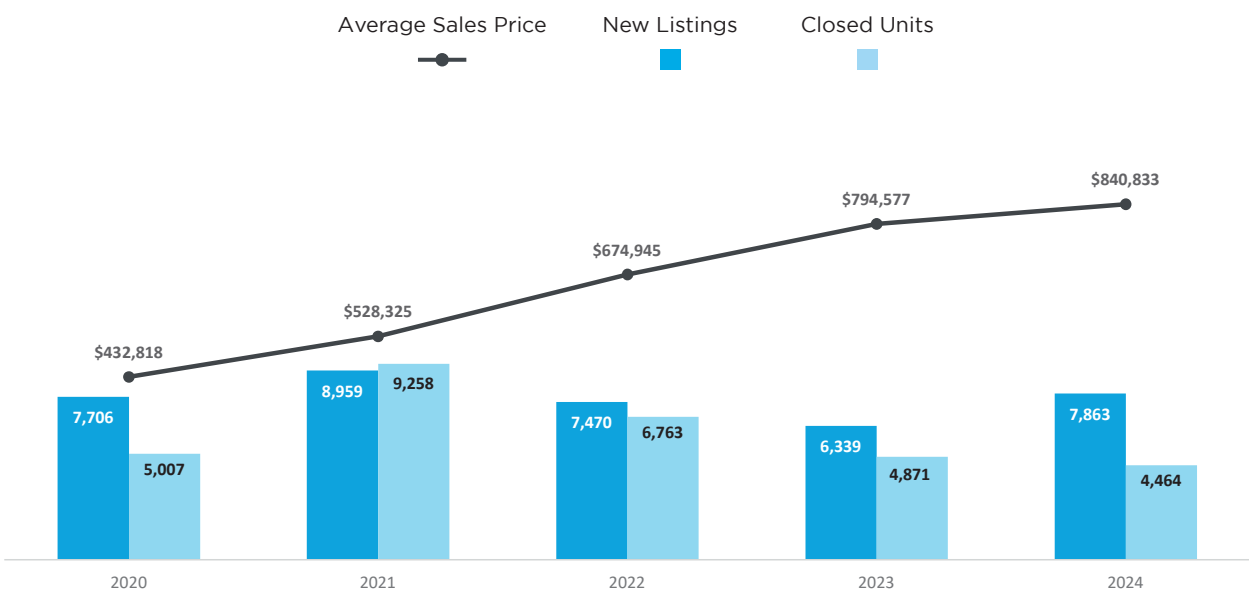
YEAR-OVER-YEAR MARKET TRENDS

Single-Family Properties



YEAR-OVER-YEAR MARKET TRENDS

Condominium Properties

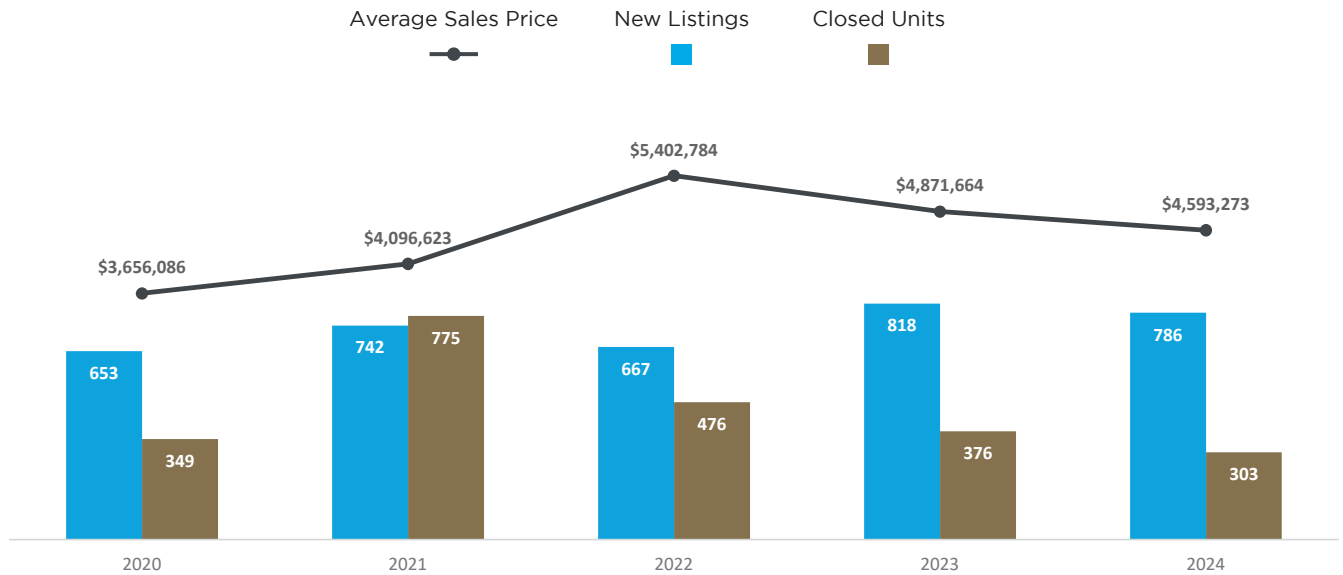


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PORT ROYAL TO BONITA BEACH ROAD AREA

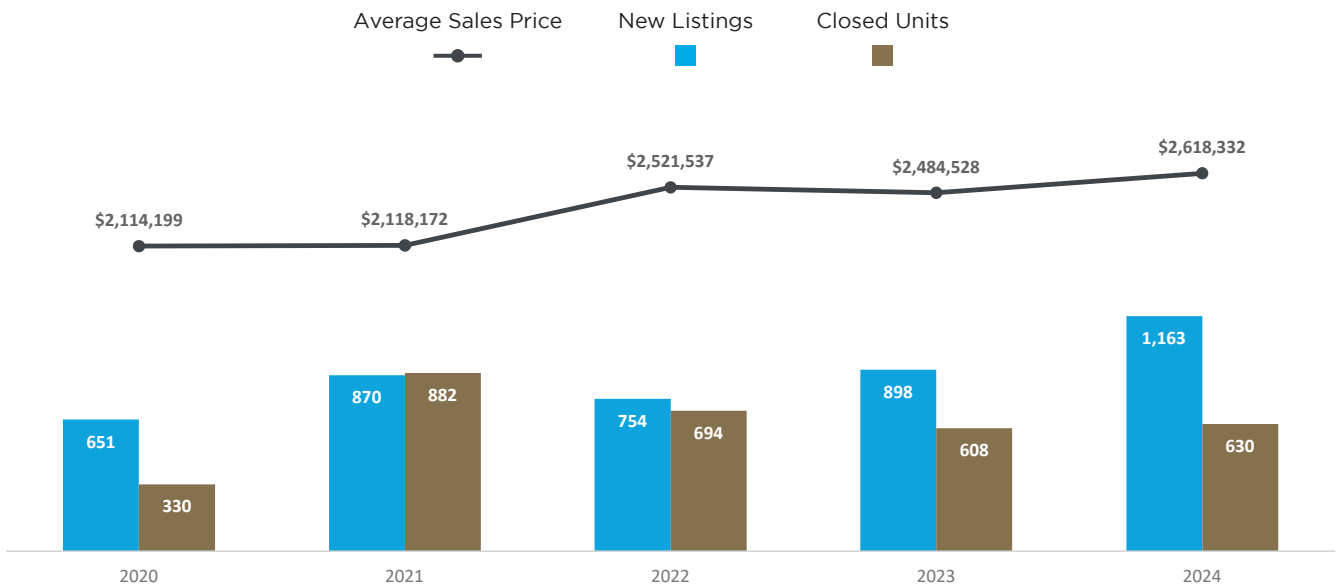
YEAR-OVER-YEAR MARKET TRENDS

Single-Family Properties



YEAR-OVER-YEAR MARKET TRENDS

Condominium Properties





In U.S. Home Sales

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COMMUNITY SNAPSHOT REPORT

Single-Family Properties

12 MONTHS ENDING JUNE, 2024

Neighborhood	Inventory	% Change	Closed Sales	% Change	Months Of Supply	% Change	Average Sales Price	% Change
Aqualane Shores	30	36%	13	0%	27.7	36%	\$10,626,923	14%
Bonita Bay	36	177%	82	82%	5.3	52%	\$2,088,500	5%
Collier's Reserve	4	33%	13	-13%	3.7	54%	\$2,910,645	15%
Fiddler's Creek	37	54%	81	25%	5.5	24%	\$1,595,621	-3%
Grey Oaks	21	50%	45	25%	5.6	20%	\$4,529,567	19%
Isles of Collier Preserve	45	36%	105	40%	5.1	-3%	\$1,713,433	-1%
Kensington	3	50%	10	-50%	3.6	200%	\$1,557,100	-4%
Lely Resort	34	26%	102	-5%	4.0	32%	\$1,229,485	-5%
Marco Island	197	2%	354	28%	6.7	8%	\$2,148,274	-1%
Mediterra	23	64%	33	10%	8.4	49%	\$4,019,699	4%
Monterey	8	60%	14	-13%	6.9	83%	\$1,456,786	4%
Naples Park	130	40%	122	9%	12.8	28%	\$1,072,029	1%
Naples Reserve	33	38%	48	-17%	8.3	66%	\$1,163,083	-9%
Olde Naples	57	63%	32	-36%	21.4	155%	\$7,923,906	9%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	96	7%	91	-28%	12.7	49%	\$4,688,553	23%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	24	-17%	21	-32%	13.7	22%	\$7,686,667	69%
Pelican Bay	35	84%	39	-13%	10.8	113%	\$3,706,169	8%
Pelican Landing	21	163%	50	-2%	5.0	168%	\$1,293,178	2%
Pelican Marsh	12	33%	34	6%	4.2	26%	\$1,998,029	3%
Pine Ridge	29	38%	19	-21%	18.3	74%	\$6,502,144	14%
Port Royal	35	46%	12	-48%	35.0	180%	\$14,708,333	-19%
Quail Creek	12	50%	19	12%	7.6	34%	\$2,695,526	21%
Quail West	19	27%	36	9%	6.3	16%	\$5,021,023	21%
Royal Harbor	25	56%	14	-39%	21.4	157%	\$5,783,179	33%
The Colony At Pelican Landing	3	200%	8	300%	4.5	-25%	\$2,503,750	-53%
Tiburon	4	33%	11	57%	4.4	-15%	\$3,714,091	-8%
Vanderbilt Beach	33	32%	14	0%	28.3	32%	\$4,580,750	22%
Vineyards	22	69%	44	-43%	6.0	196%	\$1,190,794	-9%

COMMUNITY SNAPSHOT REPORT

Condominiums

12 MONTHS ENDING JUNE, 2024

Neighborhood	Inventory	% Change	Closed Sales	% Change	Months Of Supply	% Change	Average Sales Price	% Change
Bonita Bay	70	126%	119	10%	7.1	105%	\$1,369,897	-34%
Fiddler's Creek	43	79%	67	34%	7.7	34%	\$701,629	3%
Grey Oaks	4	300%	8	-11%	6.0	350%	\$2,361,125	9%
Isles of Collier Preserve	7	75%	9	-47%	9.3	231%	\$920,939	36%
Kensington	3	0%	19	36%	1.9	-26%	\$881,789	9%
Lely Resort	56	81%	101	-10%	6.7	100%	\$587,747	7%
Marco Island	340	43%	371	5%	11.0	96%	\$1,043,023	15%
Mediterra	8	100%	13	8%	7.4	85%	\$1,597,692	3%
Olde Naples	71	78%	77	-18%	11.1	117%	\$1,667,404	-4%
Park Shore/Moorings/ Seagate/Coquina Sands Non-Waterfront	242	126%	270	15%	10.8	97%	\$2,168,777	13%
Park Shore/Moorings/ Seagate/Coquina Sands Waterfront	181	135%	207	18%	10.5	99%	\$2,647,773	13%
Pelican Bay	136	116%	221	-4%	7.4	125%	\$1,979,301	4%
Pelican Landing	14	133%	38	-26%	4.4	213%	\$589,855	3%
Pelican Marsh	17	113%	47	-18%	4.3	158%	\$828,904	4%
The Dunes of Naples	23	109%	29	38%	9.5	51%	\$1,848,397	-7%
Tiburon	11	83%	16	-45%	8.3	232%	\$1,479,750	1%
Vanderbilt Beach	65	103%	65	71%	12.0	19%	\$1,393,973	-4%
Vineyards	26	63%	69	-15%	4.5	91%	\$723,633	9%

SOUTHWEST FLORIDA COMMUNITY GUIDE

- *City of Naples*
- *North Naples (North of Pine Ridge Road)*
- *South Naples (South of Pine Ridge Road)*
- *Bonita Springs*









KEY

GOLF COURSE









18 holes	18
27 holes	27
36 holes	36
54 holes	54
90 holes	90

PRICE RANGE

Dominant price less than \$1M	\$
Dominant price \$1M to \$2M	\$\$
Dominant price over \$2M	\$\$\$

Neighborhood	 Single-Family	 Condominium	 Golf Course	 Boating*	 Clubhouse	 Tennis	 Gated**	 Price Range
AQUALANE SHORES <i>City of Naples</i>	•			•				\$\$\$
BONITA BAY <i>Bonita Springs</i>	•	•	90		•	•	•	\$\$
COLLIER'S RESERVE <i>North Naples</i>	•		18		•	•	•	\$\$\$
GREY OAKS <i>South Naples & City of Naples</i>	•	•	54		•	•	•	\$\$\$
ISLE OF COLLIER PRESERVE <i>South Naples</i>	•	•		•	•	•	•	\$\$
KENSINGTON <i>South Naples</i>	•	•	18		•	•	•	\$\$
LELY RESORT <i>South Naples</i>	•	•	54		•	•	•	\$
MEDITERRA <i>North Naples</i>	•	•	36		•	•	•	\$\$\$
MONTEREY <i>North Naples</i>	•				•	•	•	\$\$
MOORINGS & COQUINA SANDS <i>City of Naples</i>	•	•	18		•	•		\$\$\$

*Many properties are boating oriented (have a dock or has a community dock/marina). **May or may not be manned by a security guard.

Neighborhood	 Single-Family	 Condominium	 Golf Course	 Boating*	 Clubhouse	 Tennis	 Gated**	 Price Range
NAPLES PARK <i>North Naples</i>	●							\$\$
NAPLES RESERVE <i>South Naples</i>	●	●		●	●	●	●	\$
OLD NAPLES <i>City of Naples</i>	●	●						\$\$\$
PARK SHORE <i>City of Naples</i>	●	●		●				\$\$\$
PELICAN BAY <i>North Naples</i>	●	●	27		●	●	●	\$\$\$
PELICAN LANDING <i>Bonita Springs</i>	●	●	36	●	●	●	●	\$
PELICAN MARSH <i>North Naples</i>	●	●	18		●	●	●	\$\$
PINE RIDGE <i>North Naples</i>	●	●						\$\$\$
PORT ROYAL <i>City of Naples</i>	●			●	●	●		\$\$\$
QUAIL CREEK <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
QUAIL WEST <i>North Naples</i>	●	●	36		●	●	●	\$\$\$
ROYAL HARBOR <i>City of Naples</i>	●			●				\$\$\$
THE COLONY AT PELICAN LANDING <i>Bonita Springs</i>	●	●	18	●	●	●	●	\$\$
THE DUNES OF NAPLES <i>North Naples</i>		●			●	●	●	\$\$\$
TIBURON GOLF CLUB <i>North Naples</i>	●	●	36		●	●	●	\$\$
VANDERBILT BEACH AREA <i>North Naples</i>	●	●		●		●	●	\$\$\$
VINEYARDS <i>North Naples</i>	●	●	36		●	●	●	\$

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