

Elliman Report

Q2-2022 Naples, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

+ 30.5%
Prices Median Sales Price

- 28.4%
Sales Closed Sales

+ 89.3%
Inventory Total Inventory

- 16 days
Marketing Time Days on Market

Condo Dashboard

YEAR-OVER-YEAR

+ 50.0%
Prices Median Sales Price

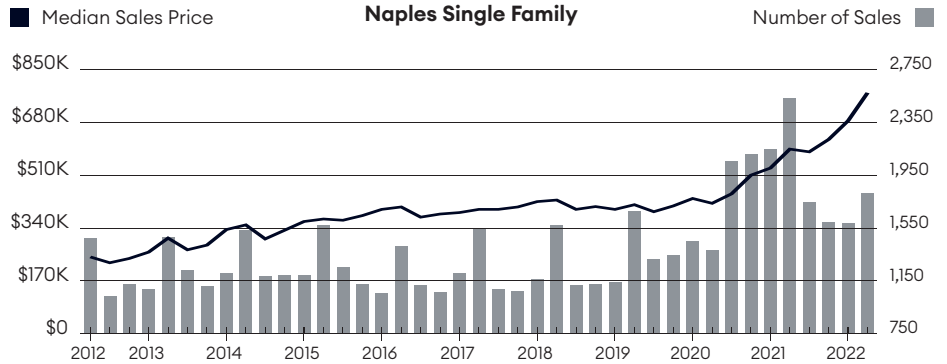
- 34.3%
Sales Closed Sales

+ 94.0%
Inventory Total Inventory

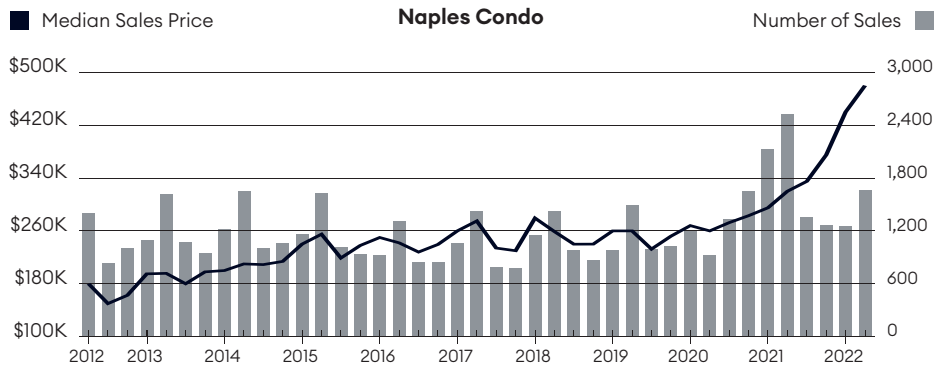
- 36 days
Marketing Time Days on Market

- Single family price trend indicators continued to rise to new highs

- Condo price trend indicators rose to new highs for the third consecutive quarter



Naples Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,357,442	9.1%	\$1,244,408	26.2%	\$1,075,998
Average Price Per Sq Ft	\$595	10.2%	\$540	35.5%	\$439
Median Sales Price	\$775,000	13.1%	\$685,000	30.5%	\$593,800
Number of Sales (Closed)	1,816	14.5%	1,586	-28.4%	2,535
Days on Market (From Last List Date)	18	-30.8%	26	-47.1%	34
Listing Discount (From Last List Price)	1.7%		1.6%		1.4%
Listing Inventory	1,287	97.4%	652	89.3%	680
Months of Supply	2.1	75.0%	1.2	162.5%	0.8
Average Square Feet	2,280	-0.8%	2,299	-7.1%	2,454



Naples Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$840,290	9.3%	\$768,772	46.4%	\$574,134
Average Price Per Sq Ft	\$521	8.3%	\$481	49.3%	\$349
Median Sales Price	\$480,000	9.1%	\$440,000	50.0%	\$320,000
Number of Sales (Closed)	1,658	32.7%	1,249	-34.3%	2,525
Days on Market (From Last List Date)	13	-13.3%	15	-73.5%	49
Listing Discount (From Last List Price)	-0.1%		0.1%		2.0%
Listing Inventory	776	79.6%	432	94.0%	400
Months of Supply	1.4	40.0%	1.0	180.0%	0.5
Average Square Feet	1,618	0.9%	1,603	-1.8%	1,648

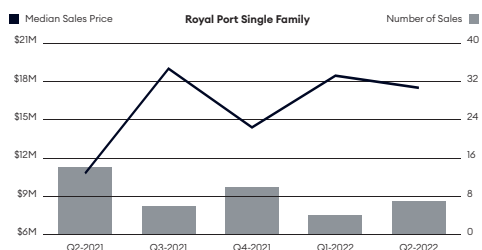


Single family median sales price surged 30.5% annually to \$775,000, a new record for the seventh time in eight quarters and 86.7% above pre-pandemic levels. Single family sales fell by 28.4% from the prior-year quarter to 1,816 as listing inventory surged 89.3% to 1,287 and 8.7% above pre-pandemic levels. With the decline in

sales and increase in listing inventory, months of supply, the number of months to sell all single family listing inventory at the current sales rate, was 2.1 months, on par with pre-pandemic levels. The market share of bidding wars rose to 27.6%, the second highest on record. Condo's median sales price surged 50% annually to

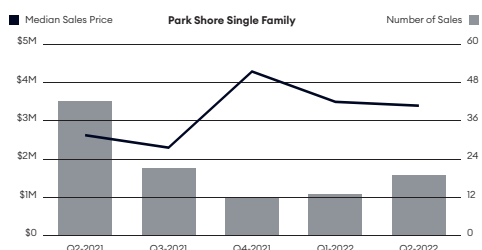
\$480,000, a new high for the third consecutive quarter and 84.6% above pre-pandemic levels. Condo sales fell by 34.3% from the prior-year quarter to 1,658, but 10.8% higher than pre-pandemic levels.

Royal Port Single Family



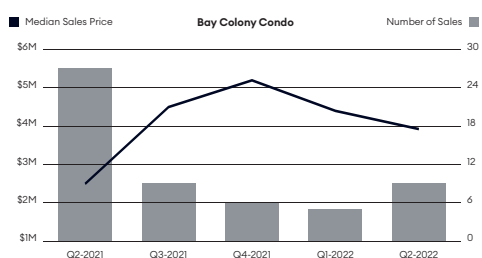
Royal Port Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$20,315,429	-8.6%	\$22,223,750	78.3%	\$11,395,214
Average Price per Sq Ft	\$3,022	10.2%	\$2,742	63.1%	\$1,853
Median Sales Price	\$17,500,000	-5.1%	\$18,450,000	62.0%	\$10,800,000
Number of Sales (Closed)	7	75.0%	4	-50.0%	14
Days on Market (From Last List Date)	65	242.1%	19	-16.7%	78
Listing Discount (From Last List Price)	11.2%		3.9%		1.7%
Listing Inventory	20	17.6%	17	5.3%	19
Months of Supply	8.6	-32.8%	12.8	109.8%	4.1
Average Square Feet	6,723	-17.1%	8,106	9.3%	6,150

Park Shore Single Family



Park Shore Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$4,006,132	-25.1%	\$5,345,231	42.2%	\$2,816,542
Average Price per Sq Ft	\$1,307	-12.3%	\$1,491	48.4%	\$881
Median Sales Price	\$3,395,000	-2.9%	\$3,495,000	29.3%	\$2,625,000
Number of Sales (Closed)	19	46.2%	13	-54.8%	42
Days on Market (From Last List Date)	34	-57.0%	79	-37.0%	54
Listing Discount (From Last List Price)	1.5%		1.9%		1.9%
Listing Inventory	47	9.3%	43	291.7%	12
Months of Supply	7.4	-25.3%	9.9	722.2%	0.9
Average Square Feet	3,066	-14.5%	3,585	-4.2%	3,199

Bay Colony Condo



Bay Colony Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$4,684,736	10.0%	\$4,260,000	58.1%	\$2,963,148
Average Price per Sq Ft	\$1,447	-7.4%	\$1,562	51.2%	\$957
Median Sales Price	\$3,925,000	-10.8%	\$4,400,000	57.3%	\$2,495,000
Number of Sales (Closed)	9	80.0%	5	-66.7%	27
Days on Market (From Last List Date)	15	-44.4%	27	-81.0%	79
Listing Discount (From Last List Price)	-0.5%		0.7%		3.1%
Listing Inventory	24	26.3%	19	2300.0%	1
Months of Supply	8.0	-29.8%	11.4	7900.0%	0.1
Average Square Feet	3,237	18.7%	2,728	4.6%	3,096

By Sales Share Naples

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	55.2%	50.7%
Single Family Mortgage	44.8%	49.3%
Condo Cash	73.4%	65.0%
Condo Mortgage	26.6%	35.0%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	20.2%	37.7%
Single Family \$500K - \$1M	46.0%	37.5%
Single Family Over \$1M	33.9%	24.9%
Condo Under \$500K	52.4%	69.9%
Condo \$500K-\$1M	28.4%	17.7%
Condo Over \$1M	19.2%	12.4%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	27.6%	25.0%
Single Family At	16.0%	16.0%
Single Family Under	56.6%	59.1%
Condo Over	39.5%	20.8%
Condo At	22.5%	21.8%
Condo Under	38.0%	57.1%

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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