

Elliman Report

Q1-2025

Naples, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

+ 3.2%
Prices Median Sales Price

- 5.1%
Sales Closed Sales

+ 35.3%
Inventory Total Inventory

+ 23 days
Marketing Time Days on Market

Condo Dashboard

YEAR-OVER-YEAR

- 5.8%
Prices Median Sales Price

- 0.7%
Sales Closed Sales

+ 48.3%
Inventory Total Inventory

+ 19 days
Marketing Time Days on Market

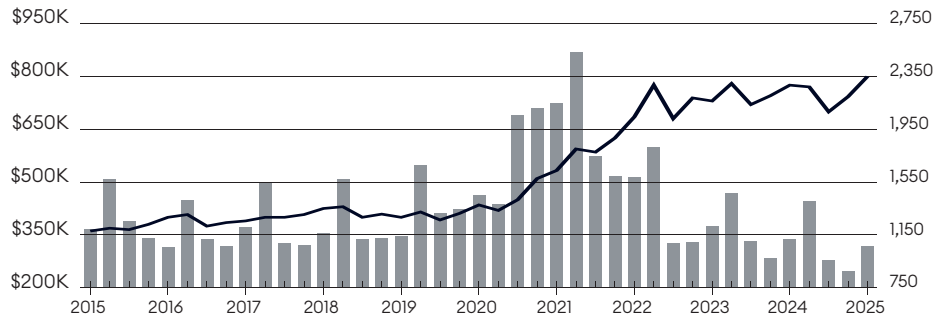
- Single family price trend indicators pressed higher year over year as sales declined

- Condo price trend indicators and sales continued to slip annually

Median Sales Price

Naples Single Family

Number of Sales

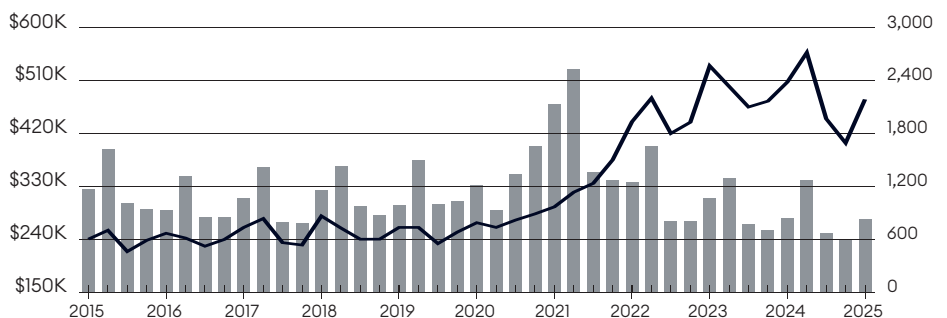


Naples Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,685,790	27.0%	\$1,327,390	17.1%	\$1,439,605
Average Price Per Sq Ft	\$689	20.5%	\$572	10.8%	\$622
Median Sales Price	\$799,900	7.7%	\$742,500	3.2%	\$775,000
Number of Sales (Closed)	1,061	21.0%	877	-5.1%	1,118
Days on Market (From Last List Date)	87	17.6%	74	35.9%	64
Listing Discount (From Last List Price)	6.7%		6.8%		5.7%
Listing Inventory	3,144	20.9%	2,600	35.3%	2,323
Months of Supply	8.9	0.0%	8.9	43.5%	6.2
Average Square Feet	2,446	5.3%	2,322	5.7%	2,314

Median Sales Price

Naples Condo

Number of Sales



Naples Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$873,362	15.5%	\$756,448	-4.9%	\$918,532
Average Price Per Sq Ft	\$524	9.4%	\$479	-3.9%	\$545
Median Sales Price	\$478,000	18.4%	\$403,750	-5.8%	\$507,500
Number of Sales (Closed)	828	38.7%	597	-0.7%	834
Days on Market (From Last List Date)	84	-8.7%	92	29.2%	65
Listing Discount (From Last List Price)	5.6%		6.1%		5.9%
Listing Inventory	3,996	38.2%	2,892	48.3%	2,694
Months of Supply	14.5	0.0%	14.5	49.5%	9.7
Average Square Feet	1,670	5.4%	1,585	-0.8%	1,684



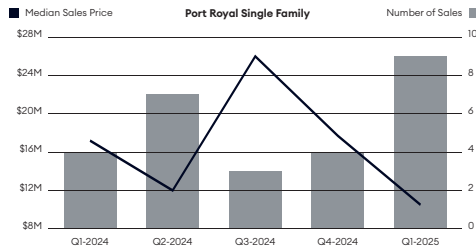
Prepared by Miller Samuel Real Estate Appraisers & Consultants

The median sales price of a single family home rose by 3.2% to \$799,900, 83.9% higher than the same period five years ago. Single family sales slipped by 5.1% to 1,061 compared to the same quarter last year. Listing inventory for single family homes continued to expand, surging

by 35.3% to 3,144. With listing inventory expanding as sales decreased, the pace of the single family market slowed. The months of supply, the time it would take to sell all listing inventory at the current sales rate, was 8.9 months, 43.5% slower than the same period

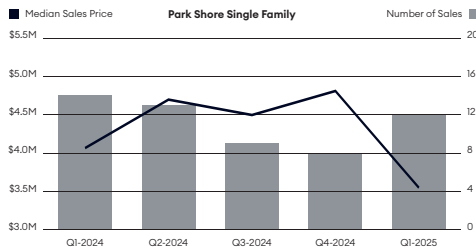
last year. The luxury condo market, comprising the top ten percent of all condo sales starting at \$1,897,000 this quarter, had a median sales price of \$2,900,000, up 3.6% annually. Luxury condo inventory expanded by 27% to 499.

Port Royal Single Family



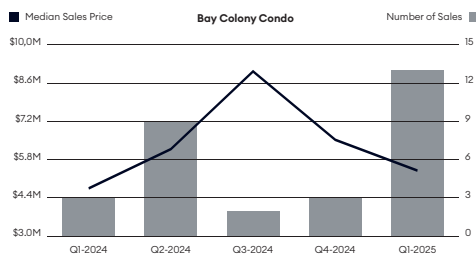
Port Royal Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$16,893,889	-8.6%	\$18,492,500	-4.4%	\$17,662,500
Average Price per Sq Ft	\$3,162	21.8%	\$2,597	20.3%	\$2,628
Median Sales Price	\$10,500,000	-40.7%	\$17,700,000	-39.0%	\$17,200,000
Number of Sales (Closed)	9	125.0%	4	125.0%	4
Days on Market (From Last List Date)	136	-11.1%	153	88.9%	72
Listing Discount (From Last List Price)	12.4%		9.7%		10.4%
Listing Inventory	195	290.0%	50	254.5%	55
Months of Supply	65.0	73.3%	37.5	57.4%	41.3
Average Square Feet	5,342	-25.0%	7,122	-20.5%	6,722

Park Shore Single Family



Park Shore Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$4,591,170	0.1%	\$4,586,950	-3.4%	\$4,750,714
Average Price per Sq Ft	\$1,357	-2.3%	\$1,389	-4.4%	\$1,420
Median Sales Price	\$3,550,000	-26.2%	\$4,812,500	-12.7%	\$4,067,500
Number of Sales (Closed)	12	50.0%	8	-14.3%	14
Days on Market (From Last List Date)	89	-13.6%	103	-27.6%	123
Listing Discount (From Last List Price)	7.0%		6.3%		5.7%
Listing Inventory	78	13.0%	69	14.7%	68
Months of Supply	19.5	-24.7%	25.9	33.6%	14.6
Average Square Feet	3,384	2.5%	3,302	1.1%	3,346

Bay Colony Condo



Bay Colony Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$4,938,462	-35.9%	\$7,700,000	0.6%	\$4,906,667
Average Price per Sq Ft	\$1,664	-6.3%	\$1,776	-0.3%	\$1,669
Median Sales Price	\$5,400,000	-17.2%	\$6,525,000	13.7%	\$4,750,000
Number of Sales (Closed)	13	333.3%	3	333.3%	3
Days on Market (From Last List Date)	129	207.1%	42	89.7%	68
Listing Discount (From Last List Price)	4.6%		5.1%		4.2%
Listing Inventory	78	23.8%	63	47.2%	53
Months of Supply	18.0	-71.4%	63.0	-66.0%	53.0
Average Square Feet	2,968	-31.5%	4,335	1.0%	2,940

By Sales Share Naples

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	57.2%	55.0%
Single Family Mortgage	42.8%	45.0%
Condo Cash	70.9%	74.0%
Condo Mortgage	29.1%	26.0%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	14.4%	15.8%
Single Family \$500K - \$1M	47.7%	50.0%
Single Family Over \$1M	37.9%	34.2%
Condo Under \$500K	51.2%	48.0%
Condo \$500K-\$1M	27.4%	30.8%
Condo Over \$1M	21.4%	21.2%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	2.3%	4.3%
Single Family At	6.1%	7.7%
Single Family Under	91.6%	88.0%
Condo Over	1.3%	3.1%
Condo At	6.8%	8.7%
Condo Under	91.8%	88.5%

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Methodology: millersamuel.com/research-reports/methodology

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