

Elliman Report

Q2-2025

Naples, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

- **3.9%**
Prices Median Sales Price
- **7.6%**
Sales Closed Sales
- + **20.1%**
Inventory Total Inventory
- + **20 days**
Marketing Time Days on Market

Condo Dashboard

YEAR-OVER-YEAR

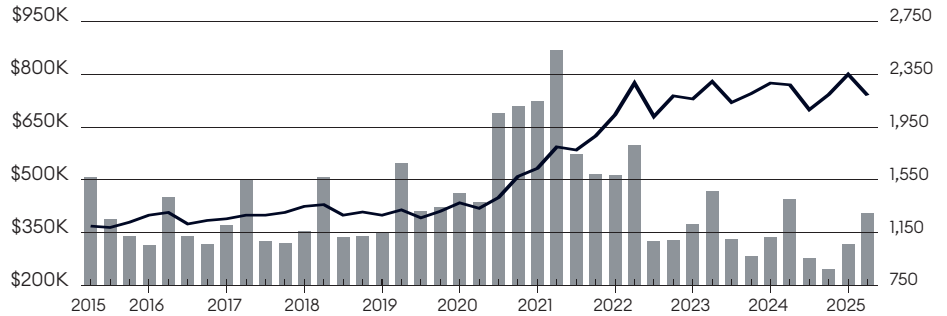
- **14.1%**
Prices Median Sales Price
- **20.4%**
Sales Closed Sales
- + **30.4%**
Inventory Total Inventory
- + **24 days**
Marketing Time Days on Market

- Single family price trend indicators were mixed annually as sales declined
- Condo price trend indicators and sales continued to slip year over year

■ Median Sales Price

Naples Single Family

■ Number of Sales

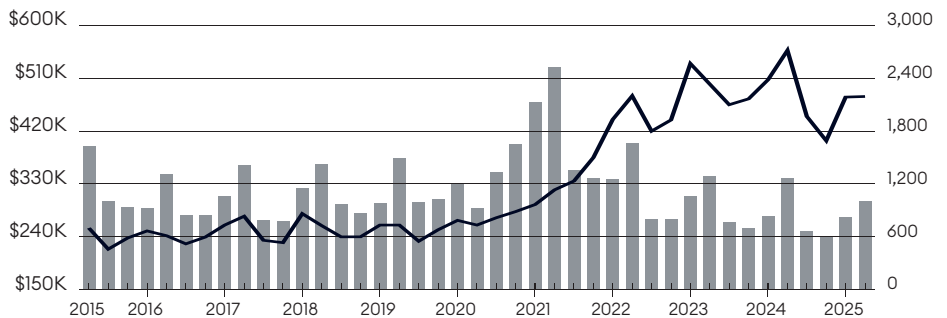


Naples Single Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,694,092	0.5%	\$1,685,790	19.2%	\$1,421,795
Average Price Per Sq Ft	\$708	2.8%	\$689	15.5%	\$613
Median Sales Price	\$740,000	-7.5%	\$799,900	-3.9%	\$770,000
Number of Sales (Closed)	1,297	22.2%	1,061	-7.6%	1,403
Days on Market (From Last List Date)	87	0.0%	87	29.9%	67
Listing Discount (From Last List Price)	10.3%		6.7%		6.1%
Listing Inventory	2,448	-22.1%	3,144	20.1%	2,038
Months of Supply	5.7	-36.0%	8.9	29.5%	4.4
Average Square Feet	2,393	-2.2%	2,446	3.2%	2,318

■ Median Sales Price

Naples Condo

■ Number of Sales



Naples Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$832,020	-4.7%	\$873,362	-23.3%	\$1,084,413
Average Price Per Sq Ft	\$501	-4.4%	\$524	-16.8%	\$602
Median Sales Price	\$479,000	0.2%	\$478,000	-14.1%	\$557,500
Number of Sales (Closed)	1,004	21.3%	828	-20.4%	1,262
Days on Market (From Last List Date)	87	3.6%	84	38.1%	63
Listing Discount (From Last List Price)	7.2%		5.6%		3.9%
Listing Inventory	2,880	-27.9%	3,996	30.4%	2,209
Months of Supply	8.6	-40.7%	14.5	62.3%	5.3
Average Square Feet	1,666	-0.2%	1,670	-7.7%	1,805



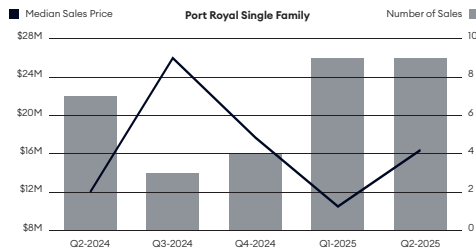
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single family median sales price declined 3.9% annually to \$740,000, and sales decreased by 7.6% to 1,297. Listing inventory expanded 20.1%, slowing the pace of the market. As a result, the market pace to sell all listing inventory at the current sales rate was 29.5% slower annually, with a months of supply of 5.7 months. The

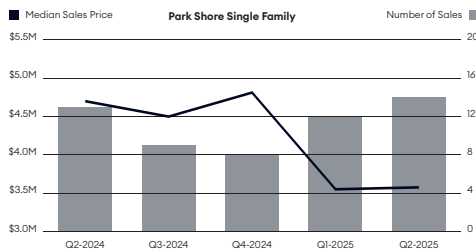
median sales price of condos fell year over year by 14.1% to \$479,000, as condo sales decreased by 20.4%, while listing inventory grew by 30.4%, slowing the pace of the market. The market pace, the number of months to sell all listing inventory at the current sales rate, was 62.3% slower annually, with a months of

supply of 8.6 months. The Port Royal single family market experienced a surge in all price trend indicators despite a nominal increase in average sales size, which increased 1.5% to 7,014 square feet compared to the same period last year.

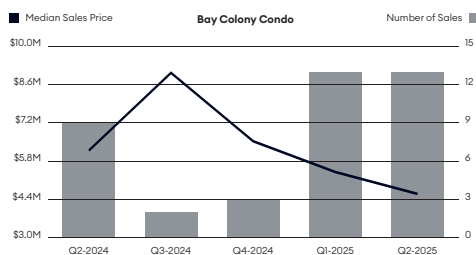
Port Royal Single Family



Park Shore Single Family



Bay Colony Condo



Port Royal Single Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$16,972,222	0.5%	\$16,893,889	22.3%	\$13,878,571
Average Price per Sq Ft	\$2,420	-23.5%	\$3,162	20.5%	\$2,009
Median Sales Price	\$16,400,000	56.2%	\$10,500,000	36.7%	\$12,000,000
Number of Sales (Closed)	9	0.0%	9	28.6%	7
Days on Market (From Last List Date)	228	67.6%	136	-15.6%	270
Listing Discount (From Last List Price)	10.5%		12.4%		16.7%
Listing Inventory	48	-75.4%	195	11.6%	43
Months of Supply	16.0	-75.4%	65.0	-13.0%	18.4
Average Square Feet	7,014	31.3%	5,342	1.5%	6,907

Park Shore Single Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$4,209,107	-8.3%	\$4,591,170	-13.3%	\$4,857,385
Average Price per Sq Ft	\$1,293	-4.7%	\$1,357	-13.0%	\$1,487
Median Sales Price	\$3,575,000	0.7%	\$3,550,000	-23.9%	\$4,700,000
Number of Sales (Closed)	14	16.7%	12	7.7%	13
Days on Market (From Last List Date)	99	11.2%	89	-16.8%	119
Listing Discount (From Last List Price)	9.0%		7.0%		7.0%
Listing Inventory	54	-30.8%	78	-5.3%	57
Months of Supply	11.6	-40.5%	19.5	-12.1%	13.2
Average Square Feet	3,255	-3.8%	3,384	-0.4%	3,267

Bay Colony Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$5,978,577	21.1%	\$4,938,462	1.4%	\$5,898,333
Average Price per Sq Ft	\$1,587	-4.6%	\$1,664	-16.5%	\$1,901
Median Sales Price	\$4,600,000	-14.8%	\$5,400,000	-25.6%	\$6,185,000
Number of Sales (Closed)	13	0.0%	13	44.4%	9
Days on Market (From Last List Date)	106	-17.8%	129	-4.5%	111
Listing Discount (From Last List Price)	9.0%		4.6%		5.2%
Listing Inventory	65	-16.7%	78	22.6%	53
Months of Supply	15.0	-16.7%	18.0	-15.3%	17.7
Average Square Feet	3,768	27.0%	2,968	21.4%	3,103

By Sales Share Naples

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	46.9%	50.9%
Single Family Mortgage	53.1%	49.1%
Condo Cash	72.2%	71.3%
Condo Mortgage	27.8%	28.7%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	18.9%	15.3%
Single Family \$500K - \$1M	47.0%	48.9%
Single Family Over \$1M	34.2%	35.8%
Condo Under \$500K	53.0%	44.1%
Condo \$500K-\$1M	27.5%	28.0%
Condo Over \$1M	19.5%	28.0%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	3.0%	3.6%
Single Family At	4.8%	7.4%
Single Family Under	92.4%	89.1%
Condo Over	1.0%	3.3%
Condo At	5.8%	6.6%
Condo Under	93.4%	90.2%

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Methodology: millersamuel.com/research-reports/methodology

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