

Elliman Report

Q3-2025

Naples, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

- **2.1%**
Prices Median Sales Price
- + **17.4%**
Sales Closed Sales
- **27.6%**
Inventory Total Inventory
- + **21 days**
Marketing Time Days on Market

Condo Dashboard

YEAR-OVER-YEAR

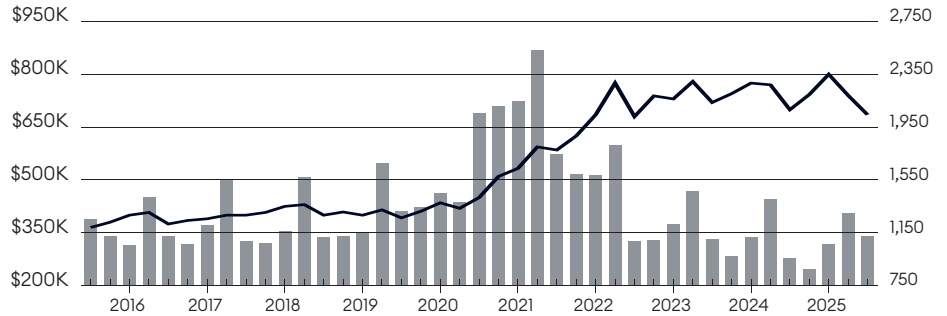
- **10.1%**
Prices Median Sales Price
- + **0.5%**
Sales Closed Sales
- + **23.1%**
Inventory Total Inventory
- + **27 days**
Marketing Time Days on Market

- Single family price trend indicators declined year over year as sales surged
- Condo price trend indicators fell annually while sales edged higher

■ Median Sales Price

Naples Single Family

■ Number of Sales

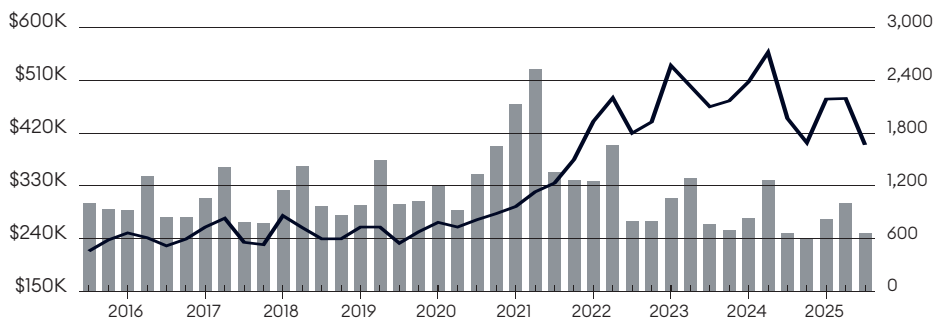


Naples Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,133,269	-33.1%	\$1,694,092	-5.1%	\$1,194,772
Average Price Per Sq Ft	\$498	-29.7%	\$708	-8.1%	\$542
Median Sales Price	\$685,000	-7.4%	\$740,000	-2.1%	\$699,500
Number of Sales (Closed)	1,127	-13.1%	1,297	17.4%	960
Days on Market (From Last List Date)	95	9.2%	87	28.4%	74
Listing Discount (From Last List Price)	8.3%		10.3%		7.1%
Listing Inventory	2,108	-13.9%	2,448	-27.6%	2,913
Months of Supply	5.6	-1.8%	5.7	-38.5%	9.1
Average Square Feet	2,268	-5.2%	2,393	2.8%	2,206

■ Median Sales Price

Naples Condo

■ Number of Sales



Naples Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$706,179	-15.1%	\$832,020	-10.5%	\$789,198
Average Price Per Sq Ft	\$445	-11.2%	\$501	-8.8%	\$488
Median Sales Price	\$400,000	-16.5%	\$479,000	-10.1%	\$445,000
Number of Sales (Closed)	663	-34.0%	1,004	0.5%	660
Days on Market (From Last List Date)	117	34.5%	87	30.0%	90
Listing Discount (From Last List Price)	8.2%		7.2%		6.0%
Listing Inventory	2,605	-9.5%	2,880	23.1%	2,116
Months of Supply	11.8	37.2%	8.6	22.9%	9.6
Average Square Feet	1,588	-4.7%	1,666	-2.2%	1,624



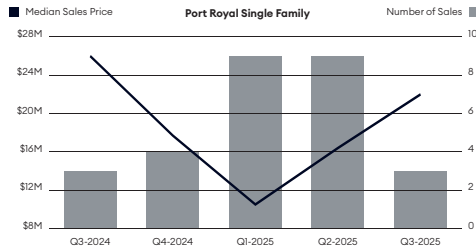
Prepared by Miller Samuel Real Estate Appraisers & Consultants

The median sales price for single family homes fell by 2.1% year over year to \$685,000, but was nearly twice as high as it was six years ago. Bidding wars remained low at 2% of single family sales during the quarter as sales surged and listing inventory fell year over year. There

were 1,127 single family sales during the quarter, a 17.4% increase from the same period last year. Cash sales accounted for 44.5% of all single family sales, representing 63% of the total market. Condo sales edged up by 0.5% to 663 compared to the same period last year.

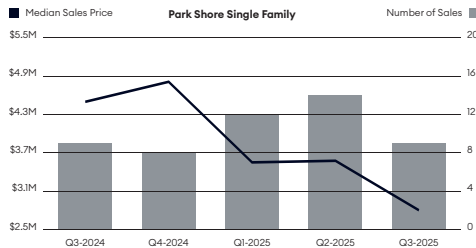
Meanwhile, listing inventory increased by 23.1%, slowing down the market pace. Bidding wars made up 1.5% of condo sales, while cash sales accounted for 62%, representing 37% of the total market.

Port Royal Single Family



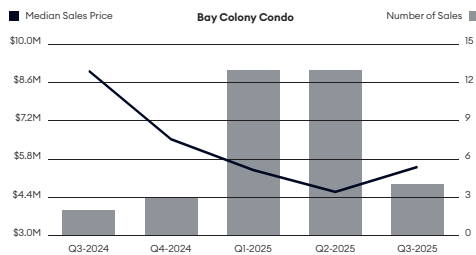
Port Royal Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$22,483,333	32.5%	\$16,972,222	-18.9%	\$27,730,000
Average Price per Sq Ft	\$2,785	15.1%	\$2,420	-0.7%	\$2,806
Median Sales Price	\$22,000,000	34.1%	\$16,400,000	-15.4%	\$26,000,000
Number of Sales (Closed)	3	-66.7%	9	0.0%	3
Days on Market (From Last List Date)	148	-35.1%	228	-28.8%	208
Listing Discount (From Last List Price)	17.8%		10.5%		20.7%
Listing Inventory	30	-37.5%	48	-18.9%	37
Months of Supply	30.0	87.5%	16.0	-18.9%	37.0
Average Square Feet	8,072	15.1%	7,014	-18.3%	9,884

Park Shore Single Family



Park Shore Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$4,431,667	5.3%	\$4,209,107	-0.5%	\$4,453,778
Average Price per Sq Ft	\$1,253	-3.1%	\$1,293	-4.9%	\$1,318
Median Sales Price	\$2,800,000	-21.7%	\$3,575,000	-37.8%	\$4,499,000
Number of Sales (Closed)	9	-35.7%	14	0.0%	9
Days on Market (From Last List Date)	136	37.4%	99	-13.4%	157
Listing Discount (From Last List Price)	11.7%		9.0%		6.4%
Listing Inventory	34	-37.0%	54	-41.4%	58
Months of Supply	11.3	-2.6%	11.6	-41.5%	19.3
Average Square Feet	3,538	8.7%	3,255	4.7%	3,378

Bay Colony Condo



Bay Colony Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$5,936,250	-0.7%	\$5,978,577	-34.2%	\$9,025,000
Average Price per Sq Ft	\$1,565	-1.4%	\$1,587	-18.8%	\$1,928
Median Sales Price	\$5,512,500	19.8%	\$4,600,000	-38.9%	\$9,025,000
Number of Sales (Closed)	4	-69.2%	13	100.0%	2
Days on Market (From Last List Date)	69	-34.9%	106	-74.3%	268
Listing Discount (From Last List Price)	14.7%		9.0%		12.7%
Listing Inventory	25	-61.5%	65	-49.0%	49
Months of Supply	18.8	25.3%	15.0	-74.4%	73.5
Average Square Feet	3,793	0.7%	3,768	-19.0%	4,682

By Sales Share Naples

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	44.5%	44.4%
Single Family Mortgage	55.5%	55.6%
Condo Cash	62.0%	64.1%
Condo Mortgage	38.0%	35.9%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	21.5%	19.3%
Single Family \$500K - \$1M	50.4%	52.5%
Single Family Over \$1M	28.1%	28.2%
Condo Under \$500K	62.1%	55.9%
Condo \$500K-\$1M	20.2%	25.3%
Condo Over \$1M	17.6%	18.8%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	2.0%	3.9%
Single Family At	3.8%	5.1%
Single Family Under	94.6%	91.0%
Condo Over	1.5%	0.9%
Condo At	5.3%	3.8%
Condo Under	93.8%	95.4%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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