

Elliman Report

Q4-2025 Naples, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

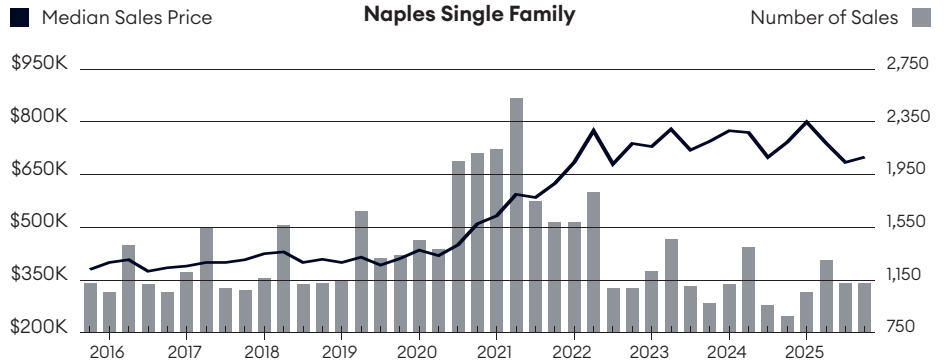
- **5.7%**
Prices Median Sales Price
- + **28.3%**
Sales Closed Sales
- **3.7%**
Inventory Total Inventory
- + **21 days**
Marketing Time Days on Market

Condo Dashboard

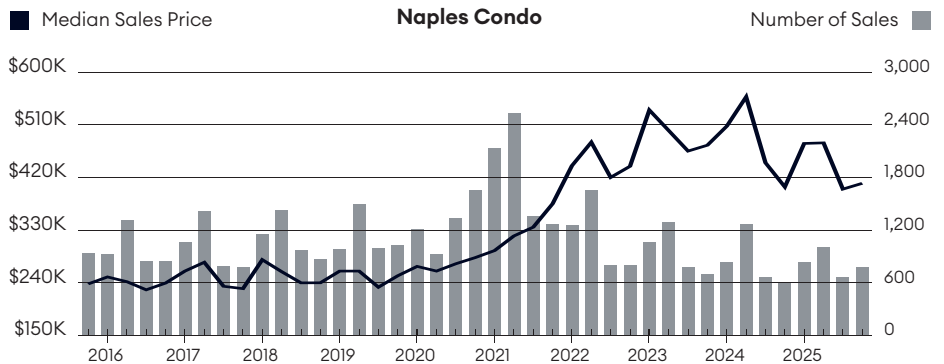
YEAR-OVER-YEAR

- + **1.5%**
Prices Median Sales Price
- + **29.3%**
Sales Closed Sales
- + **11.8%**
Inventory Total Inventory
- + **10 days**
Marketing Time Days on Market

- Single family price trend indicators showed mixed year over year results as sales surged
- Condo price trend indicators also showed mixed year over year results while sales jumped



Naples Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,393,211	22.9%	\$1,133,269	5.0%	\$1,327,390
Average Price Per Sq Ft	\$589	18.3%	\$498	3.0%	\$572
Median Sales Price	\$700,000	2.2%	\$685,000	-5.7%	\$742,500
Number of Sales (Closed)	1,125	-0.2%	1,127	28.3%	877
Days on Market (From Last List Date)	95	0.0%	95	28.4%	74
Listing Discount (From Last List Price)	6.8%		8.3%		6.8%
Listing Inventory	2,504	18.8%	2,108	-3.7%	2,600
Months of Supply	6.7	19.6%	5.6	-24.7%	8.9
Average Square Feet	2,366	4.3%	2,268	1.9%	2,322



Naples Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$726,527	2.9%	\$706,179	-4.0%	\$756,448
Average Price Per Sq Ft	\$444	-0.2%	\$445	-7.3%	\$479
Median Sales Price	\$409,900	2.5%	\$400,000	1.5%	\$403,750
Number of Sales (Closed)	772	16.4%	663	29.3%	597
Days on Market (From Last List Date)	102	-12.8%	117	10.9%	92
Listing Discount (From Last List Price)	7.2%		8.2%		6.1%
Listing Inventory	3,234	24.1%	2,605	11.8%	2,892
Months of Supply	12.6	6.8%	11.8	-13.1%	14.5
Average Square Feet	1,637	3.1%	1,588	3.3%	1,585

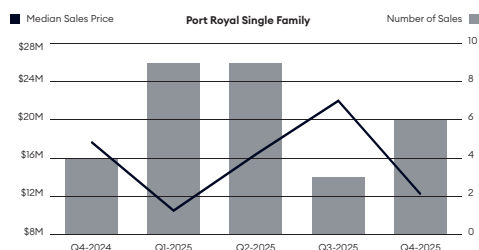


Single family sales surged, as listing inventory declined for the second time, aided by the decline in mortgage rates and robust financial markets. The number of single family sales surged by 28.3% year over year to 1,125. Listing inventory of single families was challenged by the burst in sales, falling 3.7% annually to 2,504. Months of

supply, the number of months to sell all single family listings at the current sales rate, was 6.7. The median sales price for single family homes fell by 5.7% year over year to \$700,000. Condo sales also surged annually, rising by 29.3% to 772. Meanwhile, listing inventory increased by 11.8% annually, accelerating the market pace

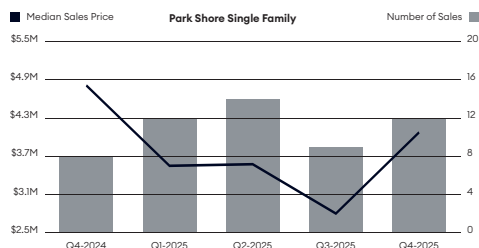
by 13.1% to 12.6. The Park Shore single family market had a median sales price of \$4,075,000, down 15.3% from the same quarter last year. Sales in the submarket surged 50% while listing inventory fell by 14.5% to 59.

Port Royal Single Family



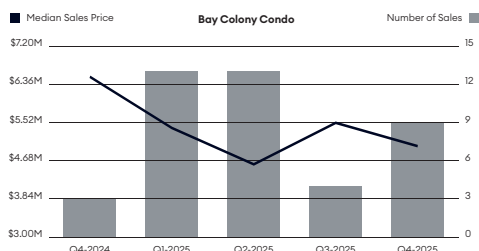
Port Royal Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$16,016,667	-28.8%	\$22,483,333	-13.4%	\$18,492,500
Average Price per Sq Ft	\$3,168	13.8%	\$2,785	22.0%	\$2,597
Median Sales Price	\$12,200,000	-44.5%	\$22,000,000	-31.1%	\$17,700,000
Number of Sales (Closed)	6	100.0%	3	50.0%	4
Days on Market (From Last List Date)	242	63.5%	148	58.2%	153
Listing Discount (From Last List Price)	9.9%		17.8%		9.7%
Listing Inventory	41	36.7%	30	-18.0%	50
Months of Supply	20.5	-31.7%	30.0	-45.3%	37.5
Average Square Feet	5,056	-37.4%	8,072	-29.0%	7,122

Park Shore Single Family



Park Shore Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$4,637,292	4.6%	\$4,431,667	1.1%	\$4,586,950
Average Price per Sq Ft	\$1,254	0.1%	\$1,253	-9.7%	\$1,389
Median Sales Price	\$4,075,000	45.5%	\$2,800,000	-15.3%	\$4,812,500
Number of Sales (Closed)	12	33.3%	9	50.0%	8
Days on Market (From Last List Date)	156	14.7%	136	51.5%	103
Listing Discount (From Last List Price)	11.4%		11.7%		6.3%
Listing Inventory	59	73.5%	34	-14.5%	69
Months of Supply	14.8	31.0%	11.3	-42.9%	25.9
Average Square Feet	3,699	4.6%	3,538	12.0%	3,302

Bay Colony Condo



Bay Colony Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$5,487,222	-7.6%	\$5,936,250	-28.7%	\$7,700,000
Average Price per Sq Ft	\$1,515	-3.2%	\$1,565	-14.7%	\$1,776
Median Sales Price	\$5,000,000	-9.3%	\$5,512,500	-23.4%	\$6,525,000
Number of Sales (Closed)	9	125.0%	4	200.0%	3
Days on Market (From Last List Date)	247	258.0%	69	488.1%	42
Listing Discount (From Last List Price)	10.6%		14.7%		5.1%
Listing Inventory	75	200.0%	25	19.0%	63
Months of Supply	25.0	33.0%	18.8	-60.3%	63.0
Average Square Feet	3,623	-4.5%	3,793	-16.4%	4,335

By Sales Share Naples

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	48.8%	57.2%
Single Family Mortgage	51.2%	42.8%
Condo Cash	68.5%	70.9%
Condo Mortgage	31.5%	29.1%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	21.0%	14.4%
Single Family \$500K - \$1M	48.1%	47.7%
Single Family Over \$1M	30.9%	37.9%
Condo Under \$500K	60.6%	51.2%
Condo \$500K-\$1M	23.4%	27.4%
Condo Over \$1M	15.9%	21.4%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	1.9%	2.3%
Single Family At	5.6%	6.1%
Single Family Under	92.6%	91.6%
Condo Over	1.6%	1.3%
Condo At	8.2%	6.8%
Condo Under	90.3%	91.8%

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Methodology: millersamuel.com/research-reports/methodology

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