

MONTHLY MARKET REPORT - AUGUST 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

A LOCAL LEGACY
OF ACHIEVEMENT

\$5.8B+

IN WRITTEN
SALES VOLUME

23

LOCATIONS FROM
MARCO ISLAND TO
PINE ISLAND

800+

AGENTS
THROUGHOUT
SOUTHWEST FL

#54

AMONG REAL
TRENDS
TOP 500
BROKERS (2021)

1958

YEAR ESTABLISHED
BY VISIONARY
JOHN R. WOOD

HEADQUARTERED
IN NAPLES, FLORIDA

INDEPENDENTLY
OWNED & OPERATED;
NOT A FRANCHISE



NAPLES, FL

MONTHLY MARKET REPORT

AUGUST 2023

Southwest Florida	2
.....	
Naples	3
.....	
Marco Island	6
.....	
Bonita-Estero	8
.....	
Fort Myers	10
.....	
Fort Myers Beach	12
.....	
Sanibel & Captiva Islands	14
.....	
Cape Coral	16
.....	
Pine Island	18
.....	

SOUTHWEST FLORIDA

MARKET REPORT - AUGUST 2023



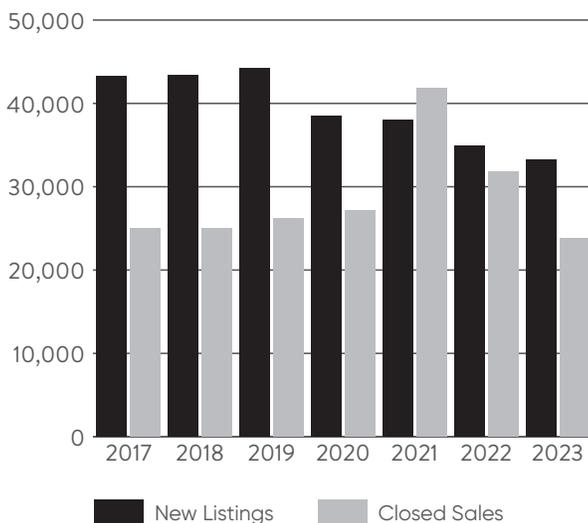
CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

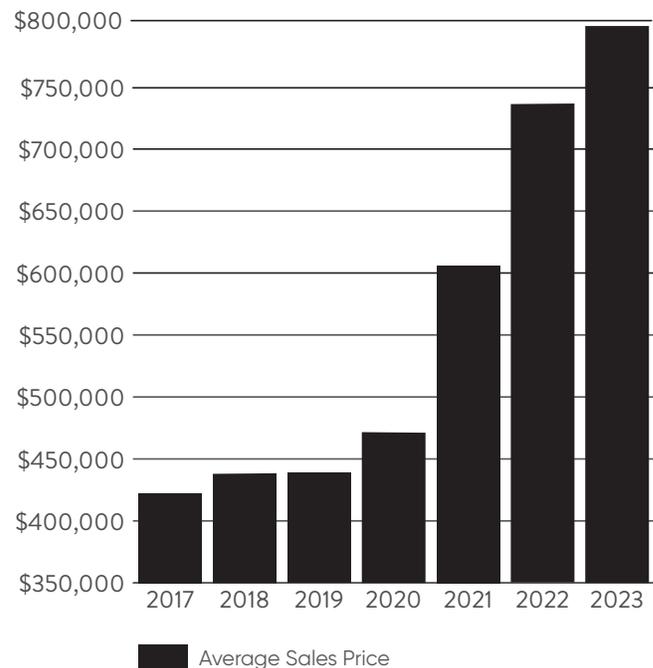
	2017	2018	2019	2020	2021	2022	2023
Listed	42,429	42,512	43,073	39,341	38,564	36,467	33,076
Sold	25,147	25,575	26,206	27,632	41,906	31,726	23,941
Avg. Sale \$	\$429,137	\$446,797	\$446,598	\$471,989	\$608,210	\$746,900	\$795,912



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 23,941 properties sold, sales were down 24.54% from the preceding 12-month period when 31,726 properties were sold. New listings were down 9.30%, from 36,467 to 33,076. The average sales price was up 6.56%, from \$746,900 to \$795,912. As of August 31, 2023, inventory stood at 7,564 units while months of supply was 3.79 months.

NAPLES

MARKET REPORT - AUGUST 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	15,434	14,878	15,498	15,066	15,281	13,678	11,827
Sold	9,414	9,311	9,808	10,543	17,024	12,019	9,185
Avg. Sale \$	\$577,429	\$621,315	\$612,327	\$639,621	\$805,003	\$992,724	\$1,078,387



NEW LISTINGS

11,827
↓13.53%



CLOSED SALES

9,185
↓23.58%



AVERAGE SALES PRICE

\$1,078,387
↑8.63%



CURRENT INVENTORY

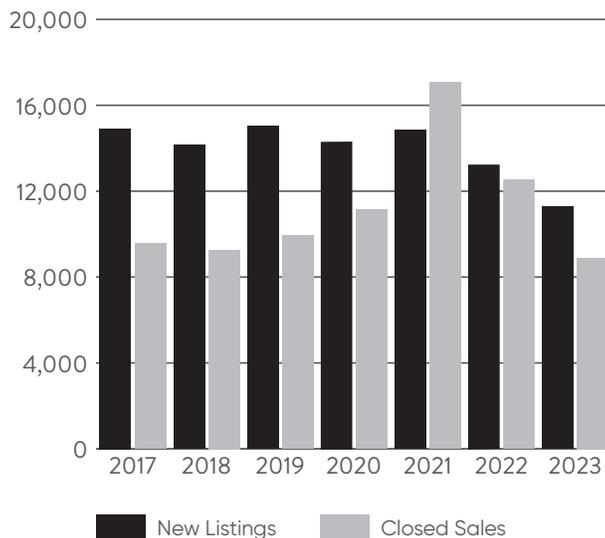
2,512
↑20.13%



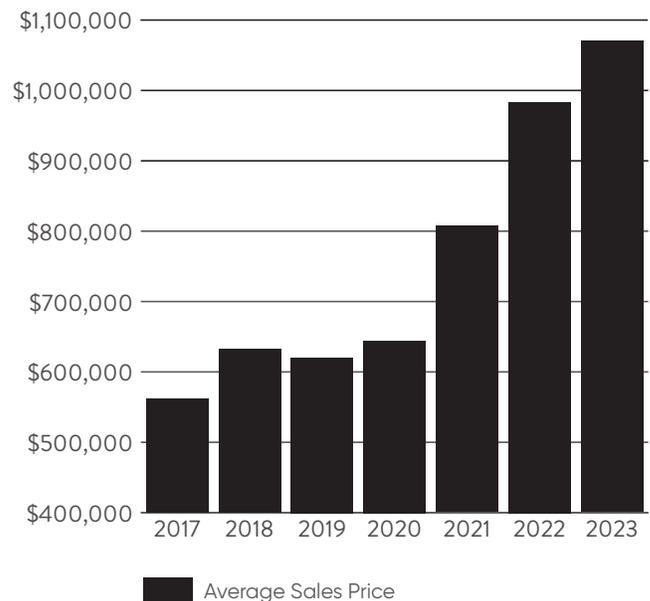
MONTHS OF SUPPLY

3.28
↑57.20%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 9,185 properties sold, sales were down 23.58% from the preceding 12-month period when 12,019 properties were sold. New listings were down 13.53%, from 13,678 to 11,827. The average sales price was up 8.63%, from \$992,724 to \$1,078,387. As of August 31, 2023, inventory stood at 2,512 units while months of supply was 3.28 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	21	13	19.38	\$9,522,885
Audubon	5	23	2.61	\$2,399,327
Colliers Reserve	1	13	0.92	\$2,534,615
Crayton Road Area Non-Waterfront	50	108	5.56	\$3,666,459
Crayton Road Area Waterfront	18	15	14.40	\$5,767,507
Crossings	2	13	1.85	\$1,656,577
Esplanade	7	35	2.40	\$2,050,271
Grey Oaks	11	40	3.30	\$4,055,262
Isles of Collier Preserve	15	52	3.46	\$2,076,937
Kensington	2	20	1.20	\$1,670,825
Lely Resort	14	92	1.83	\$1,396,313
Mediterra	9	31	3.48	\$3,814,506
Monterey	0	17	—	\$1,504,706
Olde Cypress	5	32	1.88	\$1,560,513
Olde Naples	28	53	6.36	\$6,889,226
Pelican Bay	9	34	3.18	\$3,704,931
Pelican Bay - Bay Colony	7	4	21.00	\$7,075,769
Pelican Marsh	9	32	3.38	\$2,198,016
Pine Ridge	18	26	8.31	\$6,330,654
Port Royal	25	20	15.00	\$18,432,500
Quail Creek	6	16	4.50	\$2,428,363
Quail West	10	39	3.08	\$4,203,502
The Quarry	4	31	1.55	\$1,732,950
Riverstone	5	39	1.54	\$1,136,044
Royal Harbor	11	22	6.00	\$4,364,274
The Strand	3	14	2.57	\$1,232,357
Tiburon	2	7	3.43	\$4,205,714
Treviso Bay	0	19	—	\$1,923,947
Vanderbilt Beach	23	15	18.40	\$3,568,567
Vineyards	8	68	1.41	\$1,307,404

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

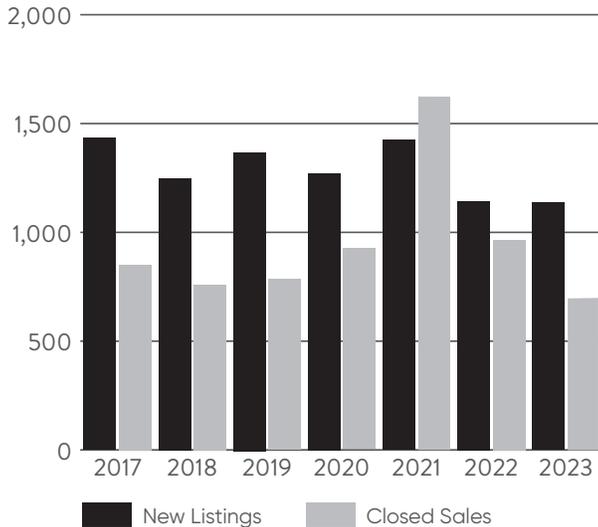
Monthly Snapshot as of August 31, 2023

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	48	86	6.70	\$849,729
Crayton Road Area Waterfront	80	181	5.30	\$2,487,186
The Dunes	5	20	3.00	\$1,885,500
Esplanade	6	42	1.71	\$706,269
Grey Oaks	1	10	1.20	\$2,131,900
Isles of Collier Preserve	16	55	3.49	\$820,741
Kensington	1	17	0.71	\$801,382
Lely Resort	26	130	2.40	\$575,050
Mediterra	5	11	5.45	\$1,629,091
Olde Naples	36	101	4.28	\$1,746,983
Pelican Bay	55	238	2.77	\$1,667,813
Pelican Bay - Bay Colony	1	14	0.86	\$6,697,493
Pelican Marsh	9	62	1.74	\$807,210
Pine Ridge	4	7	6.86	\$347,857
The Quarry	0	17	—	\$707,206
The Strand	3	53	0.68	\$567,538
Tiburon	5	27	2.22	\$1,589,037
Treviso Bay	10	56	2.14	\$580,425
Vanderbilt Beach	41	49	10.04	\$1,485,243
Vineyards	16	86	2.23	\$691,576

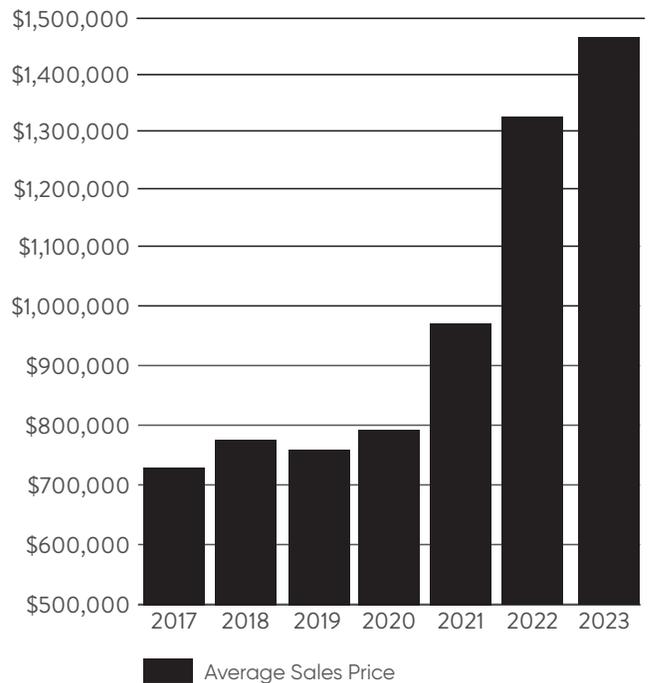
	2017	2018	2019	2020	2021	2022	2023
Listed	1,472	1,296	1,410	1,354	1,465	1,170	1,171
Sold	814	767	803	871	1,688	971	742
Avg. Sale \$	\$719,935	\$783,897	\$769,757	\$793,376	\$985,347	\$1,316,738	\$1,478,595

 NEW LISTINGS 1,171 ● 0%	 CLOSED SALES 742 ↓ 23.58%	 AVERAGE SALES PRICE \$1,478,595 ↑ 12.29%	 CURRENT INVENTORY 362 ↑ 50.21%	 MONTHS OF SUPPLY 5.58 ↑ 96.57%
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12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 742 properties sold, sales were down 23.58% from the preceding 12-month period when 971 properties were sold. New listings were unchanged at 1,171. The average sales price was up 12.29%, from \$1,316,738 to \$1,478,595. As of August 31, 2023, inventory stood at 362 units while months of supply was 5.85 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	56	95	7.07	\$3,312,616
Golf Course	5	11	5.45	\$1,266,409
Gulf Front	0	0	—	
Indirect Waterfront	61	127	5.76	\$2,060,392
Inland	37	108	4.11	\$1,109,796
Preserve	4	4	12.00	\$2,896,250

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	41	88	5.59	\$715,465
Golf Course	1	4	3.00	\$1,462,500
Gulf Front	74	146	6.08	\$1,423,322
Gulf View	25	29	10.34	\$1,244,241
Indirect Waterfront	8	25	3.84	\$672,800
Inland	40	99	4.85	\$425,959
Preserve	9	6	18.00	\$614,500

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	19	64	3.56	\$1,741,016
Isles Of Capri	5	19	3.16	\$1,305,526
Naples Reserve	14	58	2.90	\$1,344,990
Winding Cypress	2	27	0.89	\$1,046,727

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	28	67	5.01	\$689,175
Hammock Bay Golf and Country Club	12	43	3.35	\$770,765
Isles Of Capri	3	11	3.27	\$712,340

BONITA SPRINGS - ESTERO

MARKET REPORT - AUGUST 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	4,776	4,617	4,620	4,471	4,275	3,947	3,560
Sold	3,061	2,993	3,081	3,162	4,976	3,496	2,875
Avg. Sale \$	\$411,986	\$398,841	\$412,190	\$419,370	\$518,696	\$665,335	\$764,796



NEW LISTINGS

3,560
↓9.80%



CLOSED SALES

2,875
↓17.76%



AVERAGE SALES PRICE

\$764,796
↑14.95%



CURRENT INVENTORY

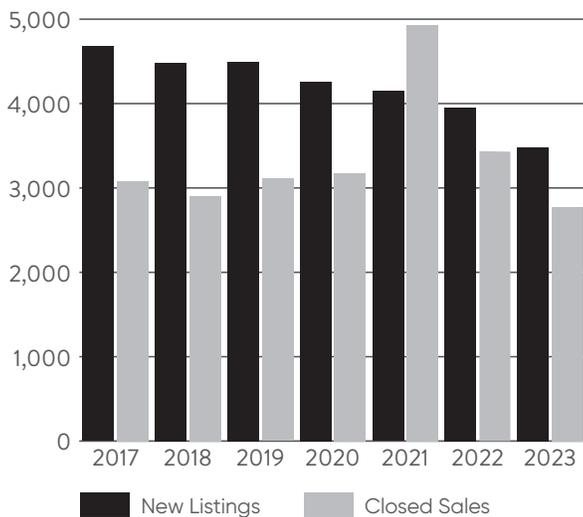
680
↑52.81%



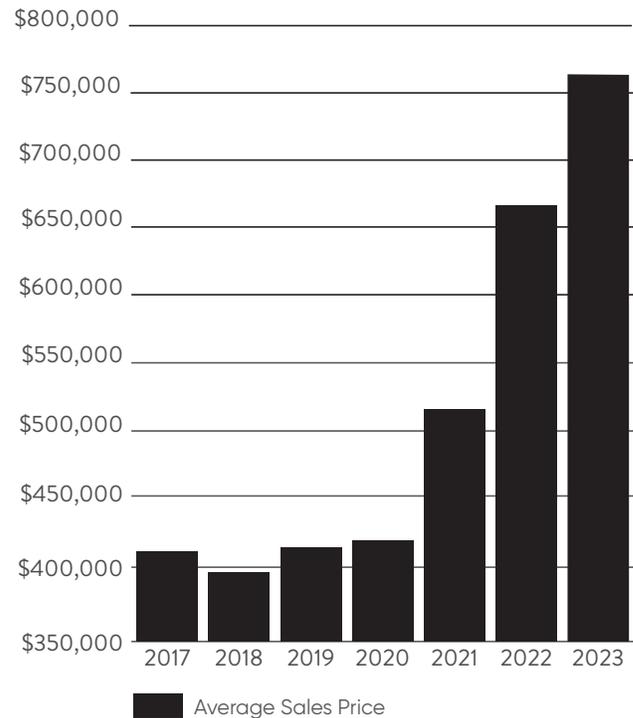
MONTHS OF SUPPLY

2.84
↑85.82%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 2,875 properties sold, sales were down 17.76% from the preceding 12-month period when 3,496 properties were sold. New listings were down 9.80%, from 3,947 to 3,560. The average sales price was up 14.96%, from \$665,335 to \$764,796. As of August 31, 2023, inventory stood at 680 units while months of supply was 2.84 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	9	9	12.00	\$6,247,222
Bonita Bay	11	47	2.81	\$2,295,165
The Brooks	5	71	0.85	\$1,329,245
Palmira Golf and Country Club	7	26	3.23	\$982,462
Pelican Landing	11	41	3.22	\$1,374,512
Pelican Landing - The Colony	1	9	1.33	\$2,540,556
Pelican Sound	1	9	1.33	\$1,052,590
West Bay Club	4	27	1.78	\$1,351,352

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	4	4	12.00	\$2,723,750
Bonita Bay	29	121	2.88	\$2,048,074
The Brooks	20	80	3.00	\$531,677
Palmira Golf and Country Club	5	16	3.75	\$667,619
Pelican Landing	5	61	0.98	\$583,895
Pelican Landing - The Colony	22	56	4.71	\$1,514,174
Pelican Sound	2	25	0.96	\$587,862
West Bay Club	8	25	3.84	\$893,076

FORT MYERS

MARKET REPORT - AUGUST 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	10,999	11,268	11,068	8,637	7,435	6,919	6,791
Sold	5,366	5,570	5,695	5,794	8,148	6,380	4,904
Avg. Sale \$	\$265,052	\$274,669	\$272,133	\$295,121	\$357,935	\$465,676	\$495,159



NEW LISTINGS

6,791
↓1.85%



CLOSED SALES

4,904
↓23.13%



AVERAGE SALES PRICE

\$495,159
↑6.33%



CURRENT INVENTORY

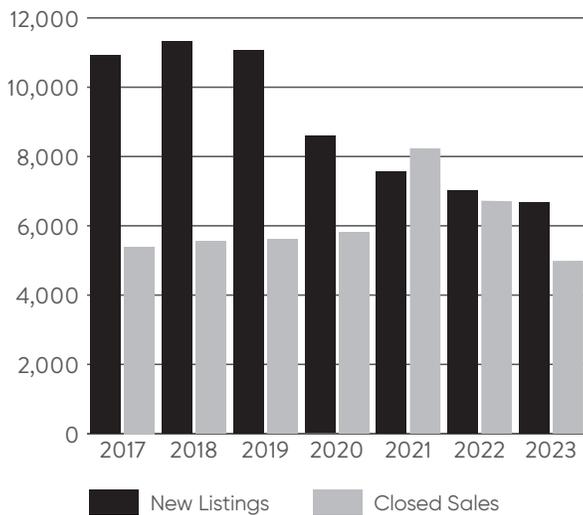
1,376
↑76.64%



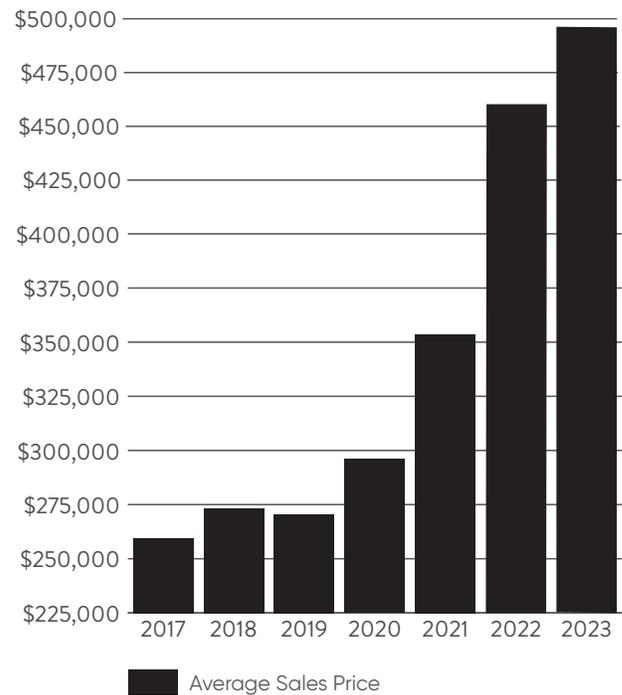
MONTHS OF SUPPLY

3.37
↑129.80%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 4,904 properties sold, sales were down 23.13% from the preceding 12-month period when 6,380 properties were sold. New listings were down 1.85%, from 6,919 to 6,791. The average sales price was up 6.33%, from \$465,676 to \$495,159. As of August 31, 2023, inventory stood at 1,376 units while months of supply was 3.37 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	10	23	5.22	\$911,883
Colonial Country Club	7	27	3.11	\$625,581
Crown Colony	4	12	4.00	\$862,167
Esplanade Lake Club	6	33	2.18	\$1,403,224
Fiddlesticks Country Club	4	22	2.18	\$916,177
The Forest	6	32	2.25	\$668,984
Gulf Harbour Yacht And Country Club	7	29	2.90	\$1,586,831
Miromar Lakes Beach And Golf Club	12	33	4.36	\$2,231,352
Parker Lakes	5	18	3.33	\$459,817
Paseo	1	16	0.75	\$931,672
The Plantation	21	95	2.65	\$684,589
Shadow Wood Preserve	4	3	16.00	\$1,242,500
Town And River	6	25	2.88	\$1,094,896
Wildblue	27	127	2.55	\$1,462,164

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	22	57	4.63	\$364,091
Crown Colony	4	11	4.36	\$466,991
Downtown Fort Myers	61	111	6.59	\$462,512
Esplanade Lake Club	1	7	1.71	\$519,662
Fiddlesticks Country Club	4	12	4.00	\$373,250
The Forest	13	37	4.22	\$253,119
Gulf Harbour Yacht And Country Club	34	82	4.98	\$917,150
Miromar Lakes Beach And Golf Club	13	25	6.24	\$1,142,360
Parker Lakes	8	32	3.00	\$313,961
Paseo	10	77	1.56	\$412,619
The Plantation	4	19	2.53	\$516,442
Shadow Wood Preserve	2	1	24.00	\$407,000
Town And River	2	5	4.80	\$317,750

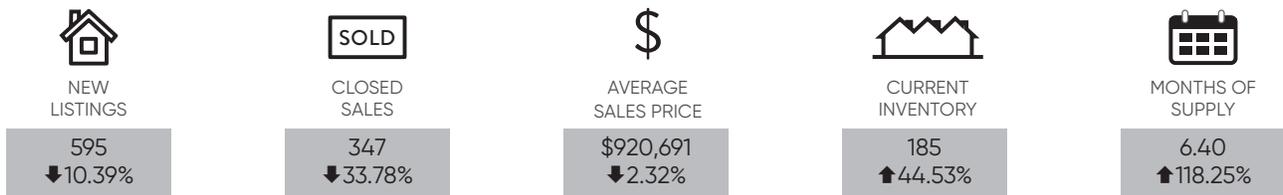
FORT MYERS BEACH

MARKET REPORT - AUGUST 2023

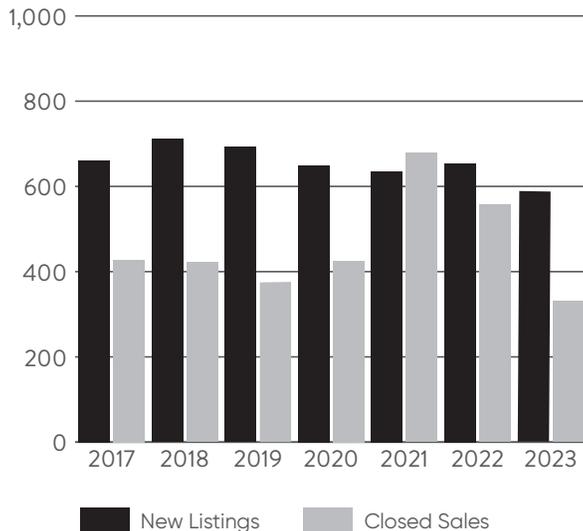


CHRISTIE'S
INTERNATIONAL REAL ESTATE

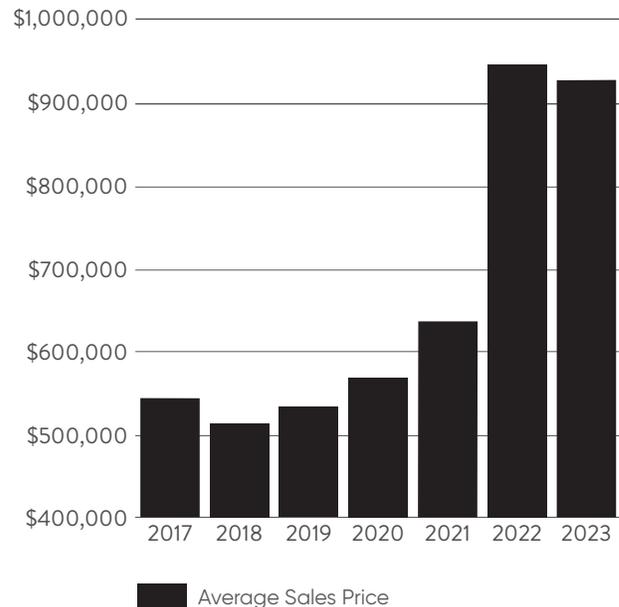
	2017	2018	2019	2020	2021	2022	2023
Listed	663	712	697	656	628	664	595
Sold	418	417	396	421	676	524	347
Avg. Sale \$	\$548,231	\$505,003	\$542,827	\$570,491	\$646,890	\$942,517	\$920,691



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 347 properties sold, sales were down 33.78% from the preceding 12-month period when 524 properties were sold. New listings were down 10.39%, from 664 to 595. The average sales price was down 2.32%, from \$942,517 to \$920,691. As of August 31, 2023, inventory stood at 185 units while months of supply was 6.40 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	11	21	6.29	\$999,524
Laguna Shores	4	20	2.40	\$910,825
Mcphie Park	9	8	13.50	\$1,717,419

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	4	5	9.60	\$573,700
Ocean Harbor Condo	6	1	72.00	\$850,000
Sandarac Condo	5	5	12.00	\$618,150
Waterside At Bay Beach	19	49	4.65	\$1,380,855

SANIBEL-CAPTIVA

MARKET REPORT - AUGUST 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	609	686	687	782	674	504	651
Sold	399	442	369	430	836	501	357
Avg. Sale \$	\$947,279	\$986,151	\$956,471	\$948,113	\$1,125,598	\$1,593,046	\$1,225,840



NEW LISTINGS

651

↑29.17%



CLOSED SALES

357

↓28.74%



AVERAGE SALES PRICE

\$1,225,840

↓23.05%



CURRENT INVENTORY

186

↑118.82%

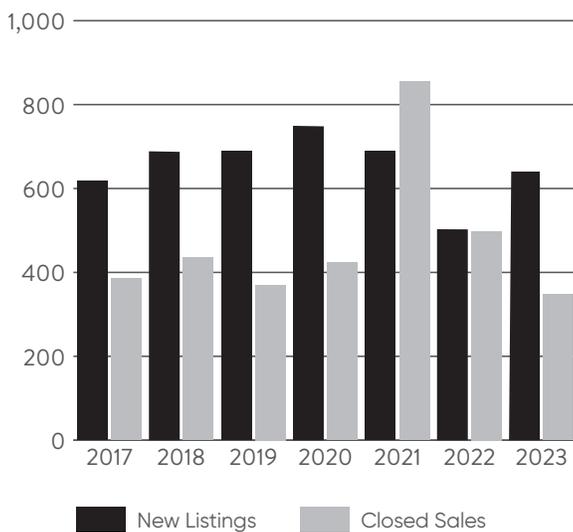


MONTHS OF SUPPLY

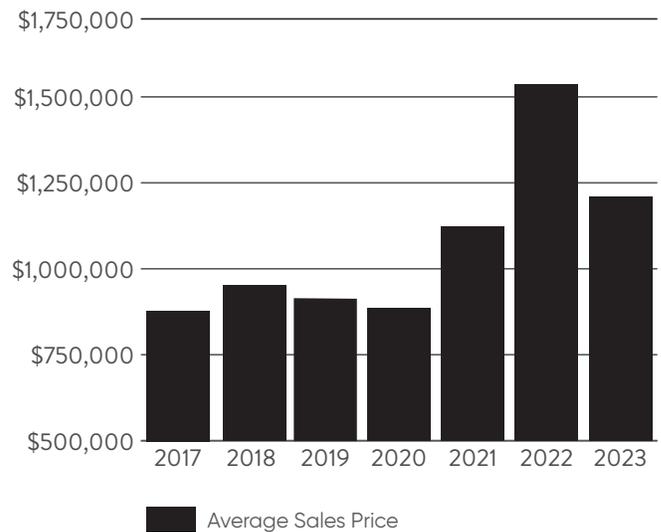
6.25

↑207.09%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 357 properties sold, sales were down 28.74% from the preceding 12-month period when 501 properties were sold. New listings were up 29.17%, from 504 to 651. The average sales price was down 23.05%, from \$1,593,046 to \$1,225,840. As of August 31, 2023, inventory stood at 186 units while months of supply was 6.25 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	3	12	3.00	\$1,061,329
Captiva Island	28	16	21.00	\$2,367,165
Dunes At Sanibel Island	9	22	4.91	\$850,205
Other Sanibel Island Single-Family	72	210	4.11	\$1,320,818

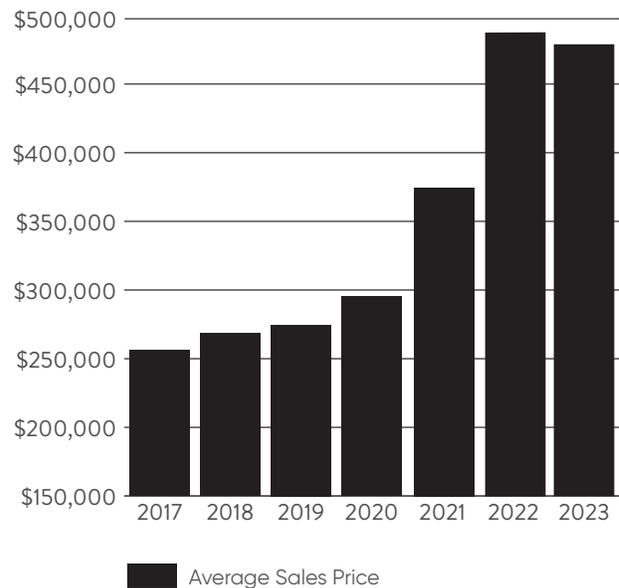
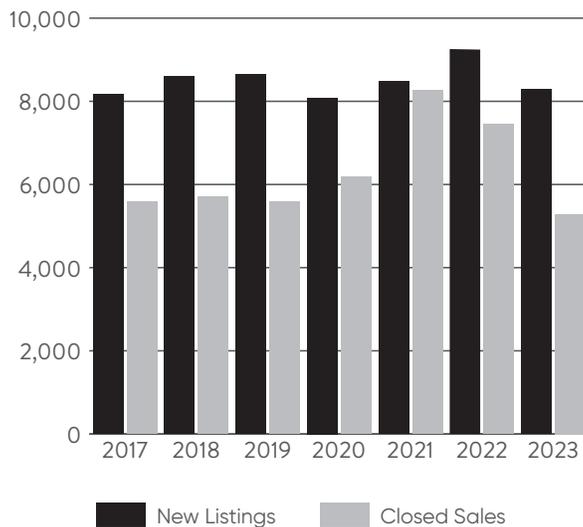
Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	15	14	12.86	\$937,554
Sundial Of Sanibel Condos	49	72	8.17	\$980,639
Other Sanibel Island Condos	10	11	10.91	\$655,091

	2017	2018	2019	2020	2021	2022	2023
Listed	8,101	8,649	8,696	8,010	8,417	9,252	8,118
Sold	5,675	5,895	5,818	6,180	8,188	7,538	5,338
Avg. Sale \$	\$260,632	\$273,065	\$277,136	\$297,065	\$375,024	\$490,502	\$480,440



12 MONTH NEW LISTINGS AND CLOSED SALES

12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,338 properties sold, sales were down 29.19% from the preceding 12-month period when 7,538 properties were sold. New listings were down 12.26%, from 9,252 to 8,118. The average sales price was down 2.05%, from \$490,502 to \$480,440. As of August 31, 2023, inventory stood at 2,152 units while months of supply was 4.84 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	5	5	12.00	\$2,220,000
Cape Royal	7	26	3.23	\$785,194
Yacht Club	11	22	6.00	\$884,318

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	16	19	10.11	\$650,158
Tarpon Point Marina	13	10	15.60	\$1,465,000

PINE ISLAND-MATLACHA

MARKET REPORT - AUGUST 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	375	403	397	365	389	333	363
Sold	222	228	236	231	370	297	193
Avg. Sale \$	\$326,233	\$333,188	\$337,676	\$379,883	\$469,039	\$672,153	\$539,360



NEW LISTINGS

363
↑9.01%



CLOSED SALES

193
↓35.02%



AVERAGE SALES PRICE

\$539,360
↓19.76%



CURRENT INVENTORY

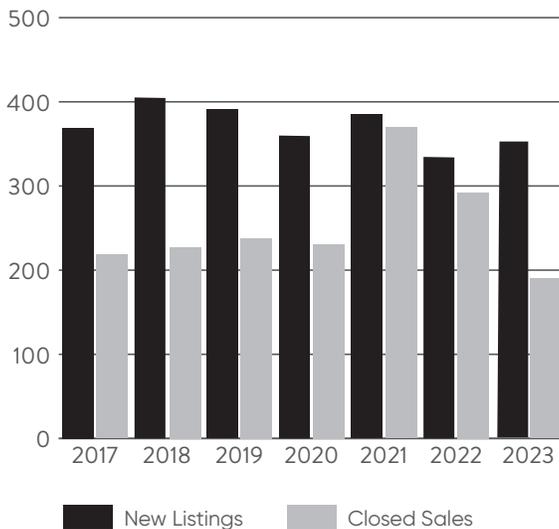
111
↑113.46%



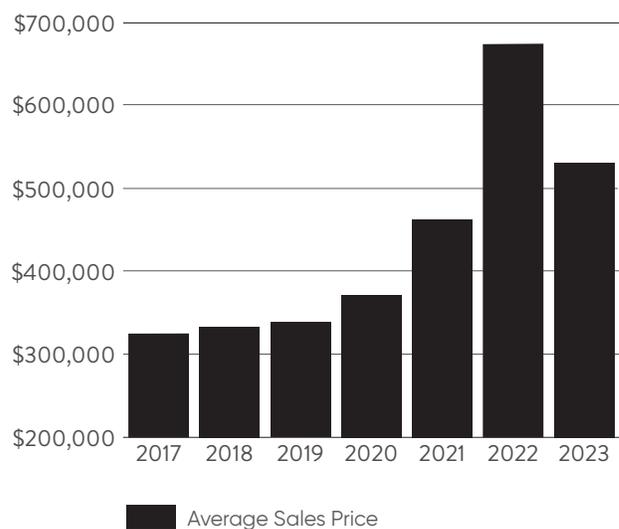
MONTHS OF SUPPLY

6.90
↑228.49%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 193 properties sold, sales were down 36.02% from the preceding 12-month period when 297 properties were sold. New listings were up 9.01%, from 333 to 363. The average sales price was down 19.76%, from \$672,153 to \$539,360. As of August 31, 2023, inventory stood at 111 units while months of supply was 6.90 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of August 31, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	47	69	8.17	\$521,783
Matlacha	16	17	11.29	\$759,647
St James City	39	90	5.20	\$540,190

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	8	16	6.00	\$388,906
Matlacha	0	0	—	
St James City	1	1	12.00	\$340,000

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