

MONTHLY MARKET REPORT - JULY 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

JULY 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 - JULY 2023



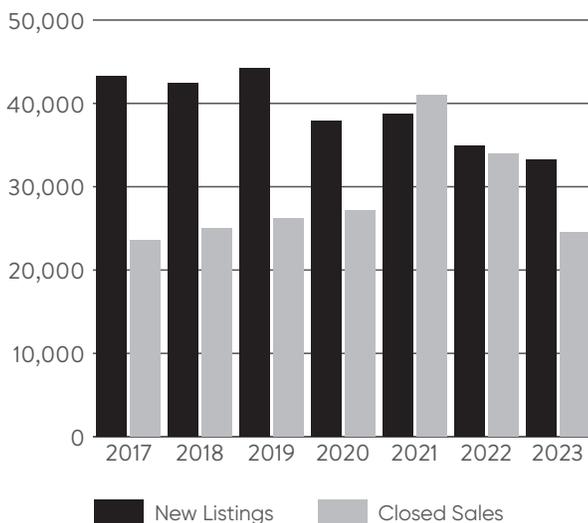
CHRISTIE'S  
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

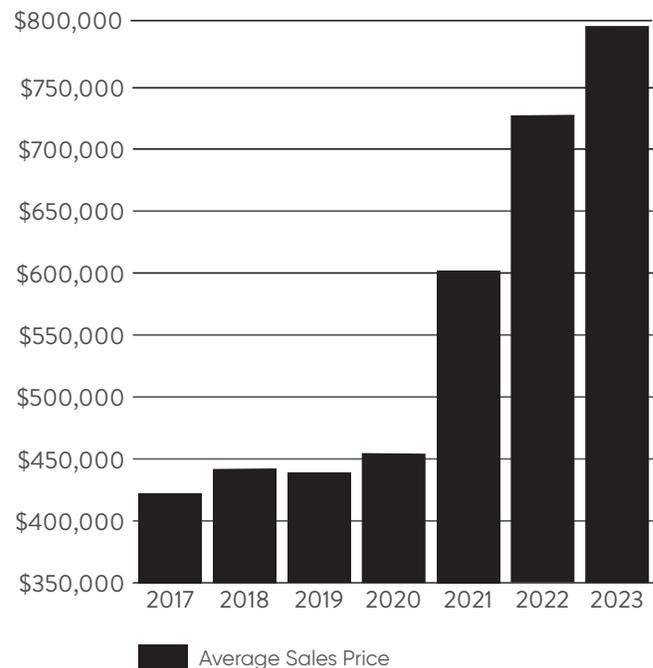
|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 42,334    | 42,505    | 43,380    | 38,734    | 39,158    | 36,672    | 33,047    |
| Sold         | 25,084    | 25,395    | 26,204    | 26,971    | 42,071    | 32,445    | 23,908    |
| Avg. Sale \$ | \$426,030 | \$449,176 | \$445,495 | \$459,454 | \$604,220 | \$733,242 | \$796,617 |



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 23,908 properties sold, sales were down 26.31% from the preceding 12-month period when 32,445 properties were sold. New listings were down 9.88%, from 36,672 to 33,047. The average sales price was up 8.64%, from \$733,242 to \$796,617. As of July 31, 2023, inventory stood at 7,545 units while months of supply was 3.79 months.

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# NAPLES

## MARKET REPORT - JULY 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023        |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Listed       | 15,366    | 14,892    | 15,578    | 14,817    | 15,514    | 13,825    | 11,805      |
| Sold         | 9,393     | 9,309     | 9,743     | 10,207    | 17,077    | 12,383    | 9,170       |
| Avg. Sale \$ | \$569,605 | \$626,832 | \$611,761 | \$617,638 | \$804,314 | \$972,204 | \$1,079,390 |



NEW LISTINGS

11,805  
↓14.61%



CLOSED SALES

9,170  
↓25.95%



AVERAGE SALES PRICE

\$1,079,390  
↑11.02%



CURRENT INVENTORY

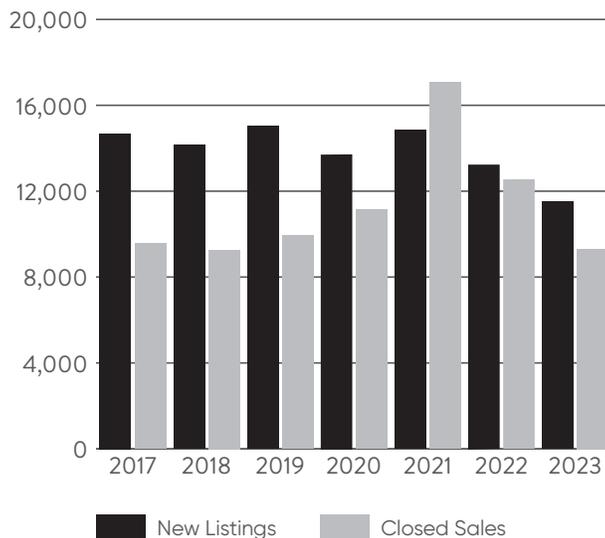
2,520  
↑11.36%



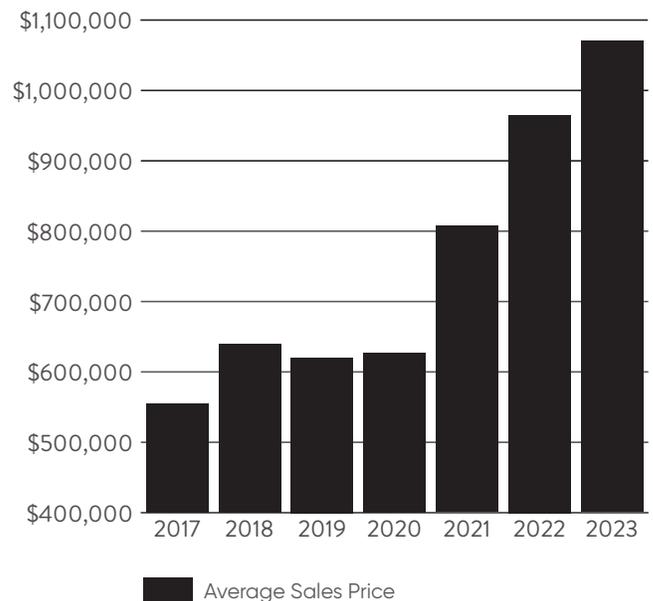
MONTHS OF SUPPLY

3.30  
↑50.37%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 9,170 properties sold, sales were down 25.95% from the preceding 12-month period when 12,383 properties were sold. New listings were down 14.61%, from 13,825 to 11,805. The average sales price was up 11.02%, from \$972,204 to \$1,079,390. As of July 31, 2023, inventory stood at 2,520 units while months of supply was 3.30 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2023

| Single Family Homes              | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|----------------------------------|---------------------|-----------------------|------------------|----------------------|
| Aqualane Shores                  | 25                  | 15                    | 20.00            | \$9,446,500          |
| Audubon                          | 5                   | 22                    | 2.73             | \$2,378,388          |
| Colliers Reserve                 | 0                   | 15                    | —                | \$2,473,667          |
| Crayton Road Area Non-Waterfront | 51                  | 111                   | 5.51             | \$3,667,185          |
| Crayton Road Area Waterfront     | 19                  | 15                    | 15.20            | \$5,767,507          |
| Crossings                        | 3                   | 10                    | 3.60             | \$1,805,050          |
| Esplanade                        | 9                   | 36                    | 3.00             | \$2,007,347          |
| Grey Oaks                        | 12                  | 37                    | 3.89             | \$4,010,554          |
| Isles of Collier Preserve        | 16                  | 56                    | 3.43             | \$2,056,922          |
| Kensington                       | 2                   | 24                    | 1.00             | \$1,597,777          |
| Lely Resort                      | 16                  | 91                    | 2.11             | \$1,356,618          |
| Mediterra                        | 11                  | 31                    | 4.26             | \$3,860,484          |
| Monterey                         | 2                   | 14                    | 1.71             | \$1,480,714          |
| Olde Cypress                     | 5                   | 31                    | 1.94             | \$1,593,613          |
| Olde Naples                      | 30                  | 52                    | 6.92             | \$7,018,904          |
| Pelican Bay                      | 11                  | 32                    | 4.13             | \$3,633,364          |
| Pelican Bay - Bay Colony         | 7                   | 4                     | 21.00            | \$7,075,769          |
| Pelican Marsh                    | 7                   | 34                    | 2.47             | \$2,123,721          |
| Pine Ridge                       | 18                  | 26                    | 8.31             | \$6,330,654          |
| Port Royal                       | 28                  | 23                    | 14.61            | \$18,522,481         |
| Quail Creek                      | 6                   | 15                    | 4.80             | \$2,353,587          |
| Quail West                       | 15                  | 35                    | 5.14             | \$4,202,617          |
| The Quarry                       | 4                   | 30                    | 1.60             | \$1,729,048          |
| Riverstone                       | 6                   | 42                    | 1.71             | \$1,129,183          |
| Royal Harbor                     | 12                  | 23                    | 6.26             | \$4,533,849          |
| The Strand                       | 2                   | 13                    | 1.85             | \$1,254,077          |
| Tiburon                          | 2                   | 7                     | 3.43             | \$4,052,857          |
| Treviso Bay                      | 2                   | 15                    | 1.60             | \$1,799,667          |
| Vanderbilt Beach                 | 20                  | 16                    | 15.00            | \$3,539,006          |
| Vineyards                        | 6                   | 69                    | 1.04             | \$1,374,239          |

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2023

| Condominiums                     | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|----------------------------------|---------------------|-----------------------|------------------|----------------------|
| Crayton Road Area Non-Waterfront | 57                  | 84                    | 8.14             | \$855,782            |
| Crayton Road Area Waterfront     | 94                  | 185                   | 6.10             | \$2,431,585          |
| The Dunes                        | 8                   | 20                    | 4.80             | \$1,923,750          |
| Esplanade                        | 6                   | 40                    | 1.80             | \$703,908            |
| Grey Oaks                        | 0                   | 10                    | —                | \$2,131,900          |
| Isles of Collier Preserve        | 14                  | 56                    | 3.00             | \$821,079            |
| Kensington                       | 1                   | 18                    | 0.67             | \$791,806            |
| Lely Resort                      | 30                  | 125                   | 2.88             | \$576,928            |
| Mediterra                        | 4                   | 13                    | 3.69             | \$1,586,154          |
| Olde Naples                      | 33                  | 101                   | 3.92             | \$1,754,874          |
| Pelican Bay                      | 62                  | 234                   | 3.18             | \$1,676,583          |
| Pelican Bay - Bay Colony         | 2                   | 14                    | 1.71             | \$5,715,350          |
| Pelican Marsh                    | 7                   | 58                    | 1.45             | \$801,853            |
| Pine Ridge                       | 3                   | 7                     | 5.14             | \$341,500            |
| The Quarry                       | 0                   | 18                    | —                | \$711,800            |
| The Strand                       | 3                   | 55                    | 0.65             | \$564,536            |
| Tiburon                          | 7                   | 27                    | 3.11             | \$1,503,148          |
| Treviso Bay                      | 15                  | 54                    | 3.33             | \$581,543            |
| Vanderbilt Beach                 | 37                  | 47                    | 9.45             | \$1,496,679          |
| Vineyards                        | 12                  | 87                    | 1.66             | \$680,466            |

# MARCO ISLAND

## MARKET REPORT - JULY 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022        | 2023        |
|--------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| Listed       | 1,473     | 1,311     | 1,408     | 1,322     | 1,503     | 1,186       | 1,167       |
| Sold         | 809       | 759       | 788       | 849       | 1,712     | 988         | 737         |
| Avg. Sale \$ | \$732,261 | \$770,395 | \$776,169 | \$798,026 | \$970,354 | \$1,281,216 | \$1,484,816 |



NEW LISTINGS

1,167  
↓1.60%



CLOSED SALES

737  
↓25.40%



AVERAGE SALES PRICE

\$1,484,816  
↑15.89%



CURRENT INVENTORY

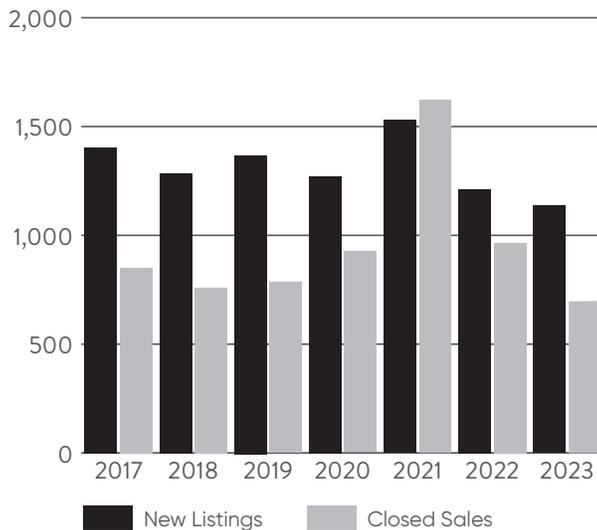
398  
↑61.13%



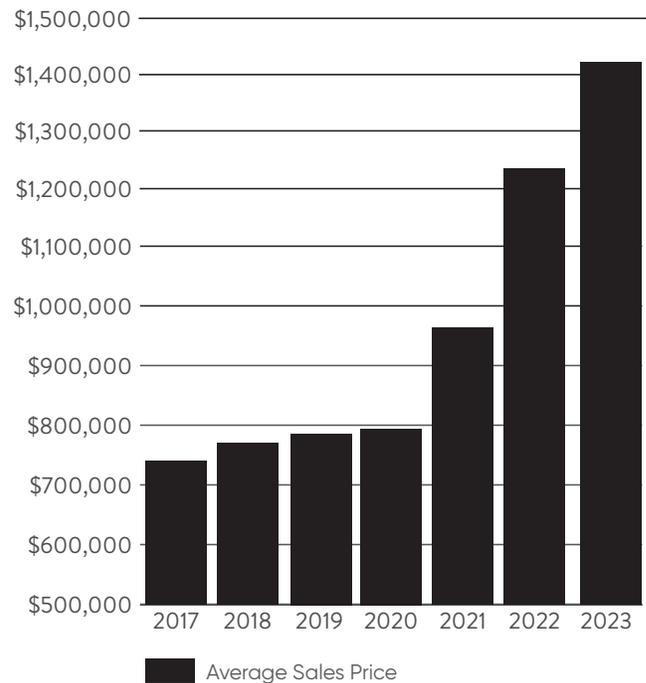
MONTHS OF SUPPLY

6.48  
↑116.01%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 737 properties sold, sales were down 25.40% from the preceding 12-month period when 988 properties were sold. New listings were down 1.60%, from 1,186 to 1,167. The average sales price was up 15.89%, from \$1,281,216 to \$1,484,816. As of July 31, 2023, inventory stood at 398 units while months of supply was 6.48 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2023

| Island Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|----------------------------|---------------------|-----------------------|------------------|----------------------|
| Direct Waterfront          | 59                  | 96                    | 7.38             | \$3,341,942          |
| Golf Course                | 5                   | 9                     | 6.67             | \$1,372,056          |
| Gulf Front                 | 0                   | 0                     | —                |                      |
| Indirect Waterfront        | 75                  | 127                   | 7.09             | \$2,065,377          |
| Inland                     | 39                  | 106                   | 4.42             | \$1,108,934          |
| Preserve                   | 5                   | 5                     | 12.00            | \$2,477,000          |

| Island Condominiums | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Direct Waterfront   | 7                   | 26                    | 3.23             | \$668,462            |
| Golf Course         | 49                  | 89                    | 6.61             | \$722,145            |
| Gulf Front          | 1                   | 4                     | 3.00             | \$1,462,500          |
| Gulf View           | 81                  | 143                   | 6.80             | \$1,402,112          |
| Indirect Waterfront | 28                  | 2                     | 11.59            | \$1,265,707          |
| Inland              | 41                  | 98                    | 5.02             | \$420,249            |
| Preserve            | 8                   | 5                     | 19.20            | \$601,400            |

| Island Proximity Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|--------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Fiddler's Creek                      | 12                  | 67                    | 2.15             | \$1,658,467          |
| Isles Of Capri                       | 7                   | 17                    | 4.94             | \$1,208,529          |
| Naples Reserve                       | 14                  | 58                    | 2.90             | \$1,363,268          |
| Winding Cypress                      | 6                   | 25                    | 2.88             | \$1,031,145          |

| Island Proximity Condominiums     | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-----------------------------------|---------------------|-----------------------|------------------|----------------------|
| Fiddler's Creek                   | 29                  | 57                    | 6.11             | \$686,802            |
| Hammock Bay Golf and Country Club | 11                  | 39                    | 3.38             | \$783,279            |
| Isles Of Capri                    | 4                   | 11                    | 4.36             | \$712,340            |

# BONITA SPRINGS - ESTERO

MARKET REPORT - JULY 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 4,762     | 4,643     | 4,668     | 4,317     | 4,376     | 3,966     | 3,564     |
| Sold         | 3,093     | 2,916     | 3,130     | 3,070     | 4,998     | 3,595     | 2,837     |
| Avg. Sale \$ | \$406,889 | \$404,561 | \$409,648 | \$413,096 | \$513,021 | \$650,278 | \$762,401 |



NEW LISTINGS

3,564  
↓10.14%



CLOSED SALES

2,837  
↓21.08%



AVERAGE SALES PRICE

\$762,401  
↑17.24%



CURRENT INVENTORY

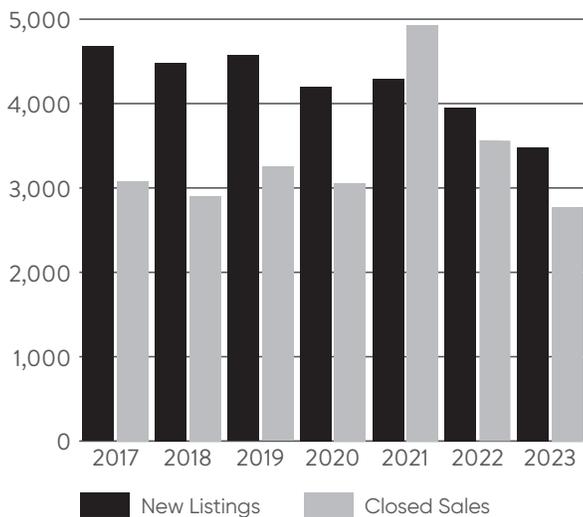
672  
↑40.59%



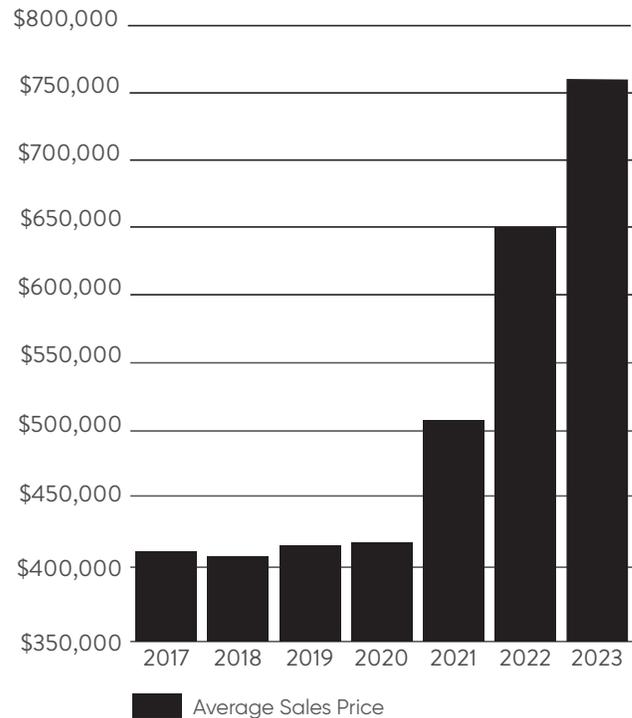
MONTHS OF SUPPLY

2.84  
↑78.15%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 2,837 properties sold, sales were down 21.08% from the preceding 12-month period when 3,595 properties were sold. New listings were down 10.14%, from 3,966 to 3,564. The average sales price was up 17.24%, from \$650,278 to \$762,401. As of July 31, 2023, inventory stood at 672 units while months of supply was 2.84 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2023

| Single Family Homes           | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------|---------------------|-----------------------|------------------|----------------------|
| Barefoot Beach                | 12                  | 10                    | 14.40            | \$6,892,500          |
| Bonita Bay                    | 12                  | 47                    | 3.06             | \$2,173,250          |
| The Brooks                    | 7                   | 70                    | 1.20             | \$1,325,841          |
| Palmira Golf and Country Club | 9                   | 24                    | 4.50             | \$1,036,125          |
| Pelican Landing               | 10                  | 46                    | 2.61             | \$1,419,761          |
| Pelican Landing - The Colony  | 1                   | 9                     | 1.33             | \$2,540,556          |
| Pelican Sound                 | 1                   | 8                     | 1.50             | \$1,066,664          |
| West Bay Club                 | 3                   | 25                    | 1.44             | \$1,343,860          |

| Condominiums                  | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------|---------------------|-----------------------|------------------|----------------------|
| Barefoot Beach                | 5                   | 2                     | 30.00            | \$2,445,000          |
| Bonita Bay                    | 33                  | 115                   | 3.44             | \$2,073,217          |
| The Brooks                    | 17                  | 84                    | 2.43             | \$527,069            |
| Palmira Golf and Country Club | 3                   | 15                    | 2.40             | \$667,793            |
| Pelican Landing               | 8                   | 62                    | 1.55             | \$582,074            |
| Pelican Landing - The Colony  | 22                  | 55                    | 4.80             | \$1,508,682          |
| Pelican Sound                 | 1                   | 27                    | 0.44             | \$584,224            |
| West Bay Club                 | 5                   | 24                    | 2.50             | \$888,871            |

# FORT MYERS

## MARKET REPORT - JULY 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 11,006    | 11,228    | 11,163    | 8,667     | 7,587     | 6,984     | 6,761     |
| Sold         | 5,332     | 5,543     | 5,695     | 5,744     | 8,128     | 6,472     | 4,994     |
| Avg. Sale \$ | \$264,819 | \$273,262 | \$272,125 | \$292,285 | \$352,939 | \$453,782 | \$501,271 |



NEW LISTINGS

6,761  
↓3.19%



CLOSED SALES

4,994  
↓22.84%



AVERAGE SALES PRICE

\$501,271  
↑10.47%



CURRENT INVENTORY

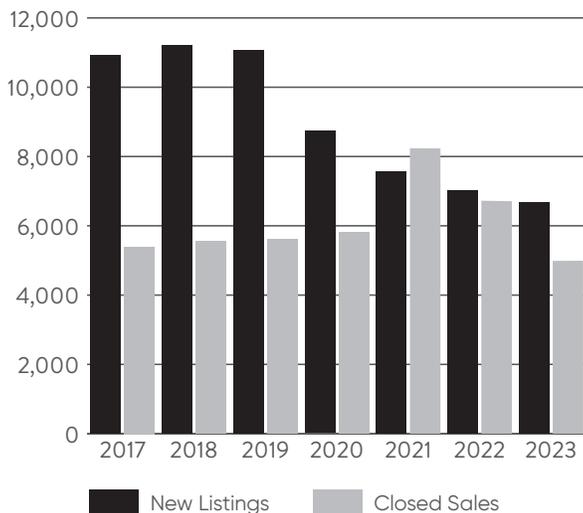
1,380  
↑78.53%



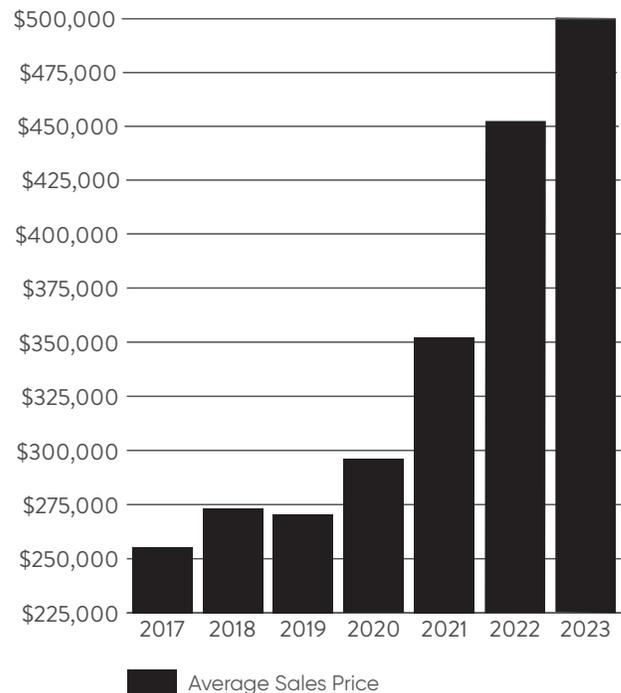
MONTHS OF SUPPLY

3.32  
↑131.36%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 4,994 properties sold, sales were down 22.84% from the preceding 12-month period when 6,472 properties were sold. New listings were down 3.19%, from 6,984 to 6,791. The average sales price was up 10.47%, from \$453,782 to \$501,271. As of July 31, 2023, inventory stood at 1,380 units while months of supply was 3.32 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2023

| Single Family Homes                 | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Belle Lago                          | 10                  | 25                    | 4.80             | \$948,932            |
| Colonial Country Club               | 5                   | 30                    | 2.00             | \$617,190            |
| Crown Colony                        | 4                   | 16                    | 3.00             | \$840,313            |
| Esplanade Lake Club                 | 6                   | 31                    | 2.32             | \$1,382,535          |
| Fiddlesticks Country Club           | 6                   | 23                    | 3.13             | \$938,300            |
| The Forest                          | 5                   | 31                    | 1.94             | \$665,984            |
| Gulf Harbour Yacht And Country Club | 6                   | 31                    | 2.32             | \$1,710,261          |
| Miromar Lakes Beach And Golf Club   | 13                  | 40                    | 3.90             | \$2,214,090          |
| Parker Lakes                        | 3                   | 16                    | 2.25             | \$459,988            |
| Paseo                               | 1                   | 15                    | 0.75             | \$931,672            |
| The Plantation                      | 12                  | 98                    | 1.47             | \$678,270            |
| Shadow Wood Preserve                | 6                   | 2                     | 36.00            | \$1,363,750          |
| Town And River                      | 8                   | 27                    | 3.56             | \$1,067,311          |
| Wildblue                            | 34                  | 131                   | 3.11             | \$1,469,047          |

| Condominiums                        | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Colonial Country Club               | 24                  | 60                    | 4.80             | \$359,938            |
| Crown Colony                        | 3                   | 13                    | 2.77             | \$461,069            |
| Downtown Fort Myers                 | 65                  | 109                   | 7.16             | \$462,005            |
| Esplanade Lake Club                 | 3                   | 6                     | 6.00             | \$524,904            |
| Fiddlesticks Country Club           | 2                   | 12                    | 2.00             | \$373,250            |
| The Forest                          | 15                  | 36                    | 5.00             | \$257,092            |
| Gulf Harbour Yacht And Country Club | 34                  | 86                    | 4.74             | \$914,765            |
| Miromar Lakes Beach And Golf Club   | 13                  | 26                    | 6.00             | \$1,122,731          |
| Parker Lakes                        | 10                  | 34                    | 3.53             | \$313,405            |
| Paseo                               | 11                  | 74                    | 1.78             | \$415,732            |
| The Plantation                      | 5                   | 18                    | 3.33             | \$522,489            |
| Shadow Wood Preserve                | 0                   | 2                     | —                | \$409,500            |
| Town And River                      | 1                   | 5                     | 2.40             | \$317,750            |

# FORT MYERS BEACH

## MARKET REPORT - JULY 2023

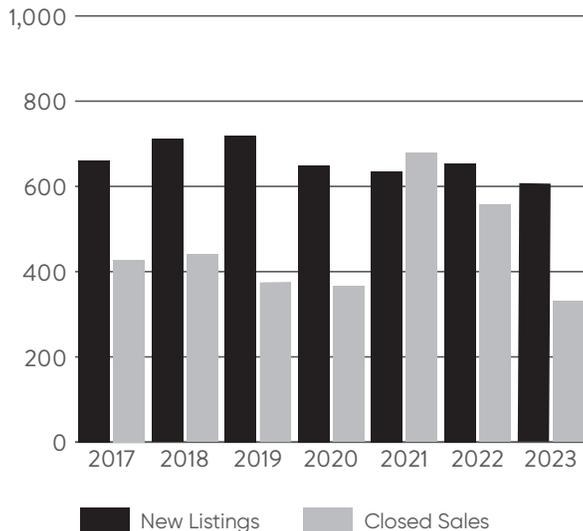


CHRISTIE'S  
INTERNATIONAL REAL ESTATE

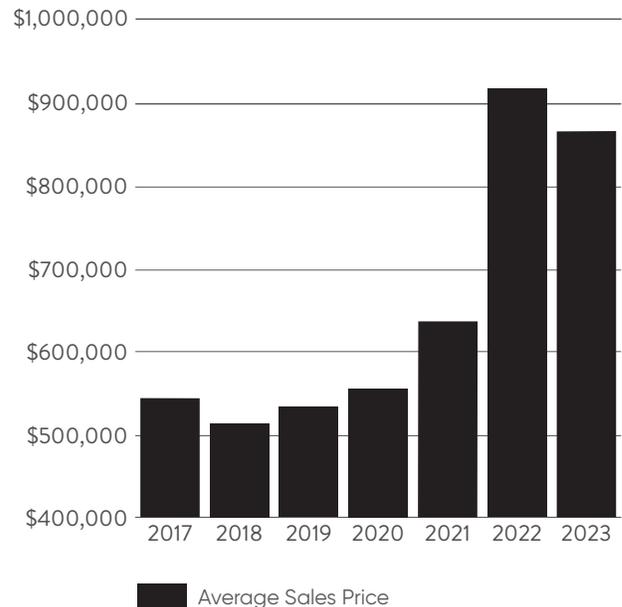
|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 669       | 706       | 707       | 645       | 640       | 662       | 601       |
| Sold         | 411       | 420       | 398       | 391       | 693       | 543       | 306       |
| Avg. Sale \$ | \$545,670 | \$507,405 | \$531,794 | \$562,803 | \$644,114 | \$928,974 | \$856,355 |



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 306 properties sold, sales were down 43.65% from the preceding 12-month period when 543 properties were sold. New listings were down 9.21%, from 662 to 601. The average sales price was down 7.82%, from \$928,974 to \$856,355. As of July 31, 2023, inventory stood at 195 units while months of supply was 7.65 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Fairview Isles      | 11                  | 18                    | 7.33             | \$1,012,500          |
| Laguna Shores       | 5                   | 21                    | 2.86             | \$779,357            |
| Mcphie Park         | 10                  | 8                     | 15.00            | \$1,717,419          |

| Condominiums           | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|------------------------|---------------------|-----------------------|------------------|----------------------|
| Carlos Pointe          | 3                   | 4                     | 9.00             | \$580,875            |
| Ocean Harbor Condo     | 7                   | 1                     | 84.00            | \$850,000            |
| Sandarac Condo         | 4                   | 4                     | 12.00            | \$611,250            |
| Waterside At Bay Beach | 22                  | 24                    | 11.00            | \$906,583            |

# SANIBEL-CAPTIVA

## MARKET REPORT - JULY 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018        | 2019      | 2020      | 2021        | 2022        | 2023        |
|--------------|-----------|-------------|-----------|-----------|-------------|-------------|-------------|
| Listed       | 610       | 692         | 684       | 774       | 665         | 525         | 641         |
| Sold         | 409       | 421         | 388       | 410       | 835         | 518         | 353         |
| Avg. Sale \$ | \$963,709 | \$1,008,484 | \$945,828 | \$934,302 | \$1,118,747 | \$1,550,719 | \$1,268,281 |



NEW LISTINGS

641  
↑22.10%



CLOSED SALES

353  
↓31.85%



AVERAGE SALES PRICE

\$1,268,281  
↓18.21%



CURRENT INVENTORY

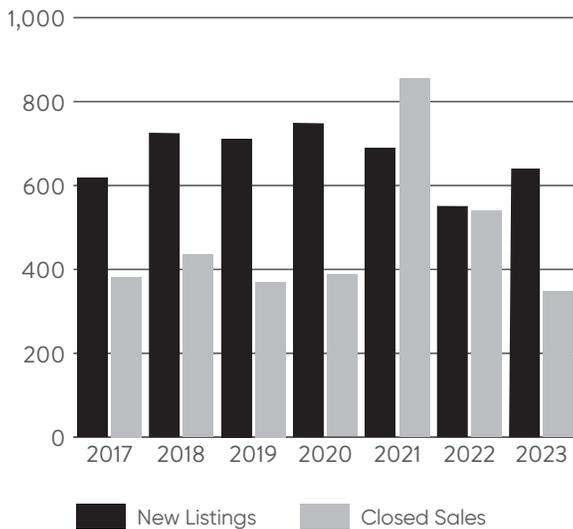
197  
↑129.07%



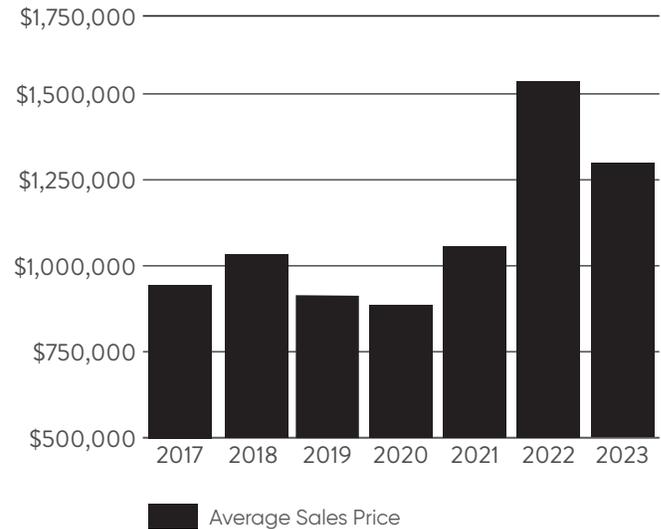
MONTHS OF SUPPLY

6.70  
↑236.14%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 353 properties sold, sales were down 31.85% from the preceding 12-month period when 518 properties were sold. New listings were up 22.10%, from 525 to 641. The average sales price was down 18.21%, from \$1,550,719 to \$1,268,281. As of July 31, 2023, inventory stood at 197 units while months of supply was 6.70 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2023

| Single Family Homes                | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Beachview Country Club Estates     | 5                   | 13                    | 4.62             | \$1,207,765          |
| Captiva Island                     | 24                  | 15                    | 19.20            | \$2,611,501          |
| Dunes At Sanibel Island            | 13                  | 20                    | 7.80             | \$836,250            |
| Other Sanibel Island Single-Family | 83                  | 203                   | 4.91             | \$1,370,402          |

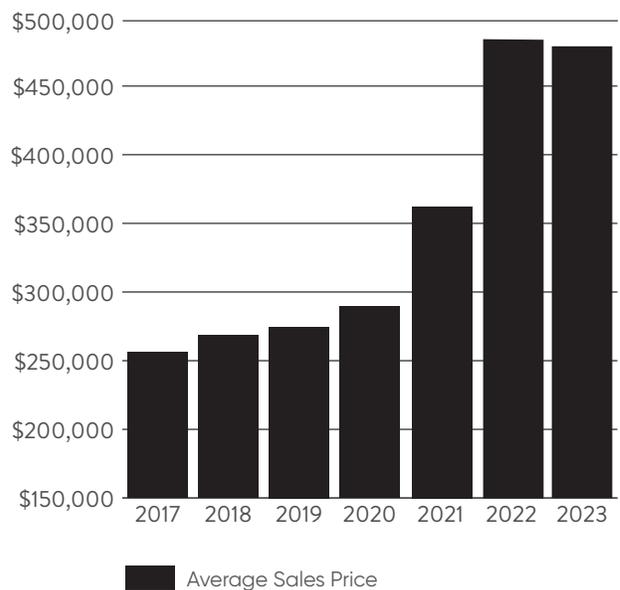
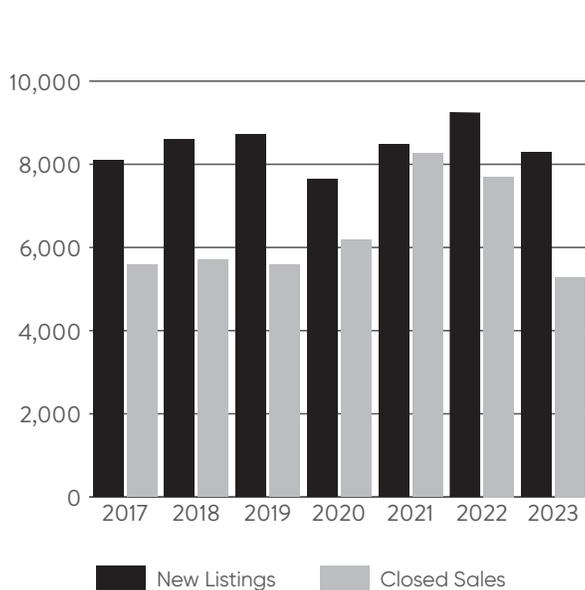
| Condominiums                | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-----------------------------|---------------------|-----------------------|------------------|----------------------|
| Captiva Island              | 13                  | 14                    | 11.14            | \$880,786            |
| Sundial Of Sanibel Condos   | 46                  | 76                    | 7.26             | \$1,007,257          |
| Other Sanibel Island Condos | 13                  | 12                    | 13.00            | \$752,542            |

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 8,075     | 8,633     | 8,779     | 7,829     | 8,483     | 9,181     | 8,153     |
| Sold         | 5,637     | 5,867     | 5,823     | 6,086     | 8,249     | 7,641     | 5,318     |
| Avg. Sale \$ | \$258,093 | \$272,776 | \$276,552 | \$292,623 | \$367,931 | \$484,658 | \$483,244 |

|  |  |  |   |   |
|--|--|--|---|---|
| <br><b>NEW LISTINGS</b><br><b>8,153</b><br>↓11.20% | <br><b>CLOSED SALES</b><br><b>5,318</b><br>↓30.40% | <br><b>AVERAGE SALES PRICE</b><br><b>\$483,244</b><br>↓0.29% | <br><b>CURRENT INVENTORY</b><br><b>2,077</b><br>↑36.64% | <br><b>MONTHS OF SUPPLY</b><br><b>4.69</b><br>↑96.33% |
|--|--|--|---|---|

12 MONTH NEW LISTINGS AND CLOSED SALES

12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 5,318 properties sold, sales were down 30.40% from the preceding 12-month period when 7,641 properties were sold. New listings were down 11.20%, from 9,181 to 8,153. The average sales price was down .29%, from \$484,658 to \$483,244. As of July 31, 2023, inventory stood at 2,077 units while months of supply was 4.69 months.

## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Cape Harbour        | 5                   | 6                     | 10.00            | \$2,008,333          |
| Cape Royal          | 8                   | 26                    | 3.69             | \$769,387            |
| Yacht Club          | 12                  | 21                    | 6.86             | \$902,619            |

| Condominiums        | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Cape Harbour        | 16                  | 20                    | 9.60             | \$643,900            |
| Tarpon Point Marina | 14                  | 11                    | 15.27            | \$1,450,909          |

# PINE ISLAND-MATLACHA

## MARKET REPORT - JULY 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

|              | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed       | 373       | 400       | 393       | 363       | 390       | 343       | 355       |
| Sold         | 214       | 234       | 239       | 214       | 379       | 305       | 193       |
| Avg. Sale \$ | \$313,604 | \$343,977 | \$338,035 | \$369,549 | \$462,432 | \$655,085 | \$555,961 |



NEW LISTINGS

355  
↑3.50%



CLOSED SALES

193  
↓36.72%



AVERAGE SALES PRICE

\$555,961  
↓15.13%



CURRENT INVENTORY

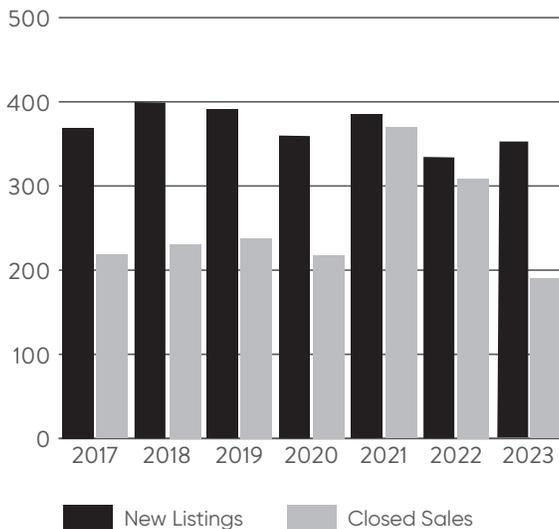
106



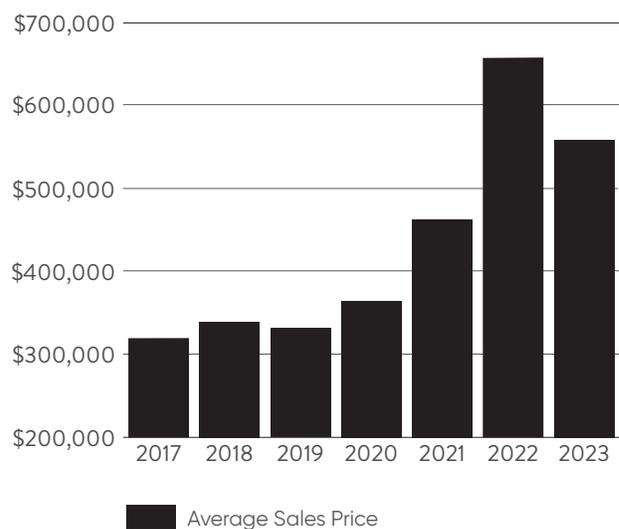
MONTHS OF SUPPLY

6.59

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 193 properties sold, sales were down 36.72% from the preceding 12-month period when 305 properties were sold. New listings were up 3.50%, from 343 to 355. The average sales price was down 15.13%, from \$655,085 to \$555,961. As of July 31, 2023, inventory stood at 106 units while months of supply was 6.59 months.

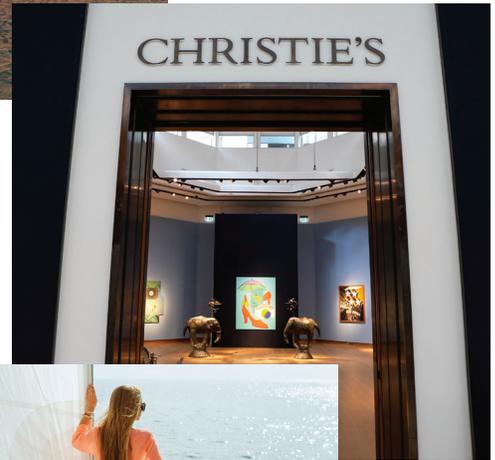
## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of July 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Bokeelia            | 46                  | 71                    | 7.77             | \$564,116            |
| Matlacha            | 14                  | 16                    | 10.50            | \$750,875            |
| St James City       | 38                  | 88                    | 5.18             | \$549,435            |

| Condominiums & Attached | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------|---------------------|-----------------------|------------------|----------------------|
| Bokeelia                | 7                   | 16                    | 5.25             | \$383,375            |
| Matlacha                | 0                   | 0                     | —                |                      |
| St James City           | 1                   | 2                     | 6.00             | \$375,000            |



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