

MONTHLY MARKET REPORT - JUNE 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

JUNE 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 - JUNE 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2017	2018	2019	2020	2021	2022	2023
Listed	42,361	42,176	43,598	38,472	39,361	36,842	33,286
Sold	24,983	25,279	25,940	26,346	41,956	33,577	24,054
Avg. Sale \$	\$425,710	\$448,259	\$444,777	\$455,177	\$592,323	\$724,022	\$793,708



NEW LISTINGS

33,286
↓9.65%



CLOSED SALES

24,054
↓28.38%



AVERAGE SALES PRICE

\$793,435
↑9.62%



CURRENT INVENTORY

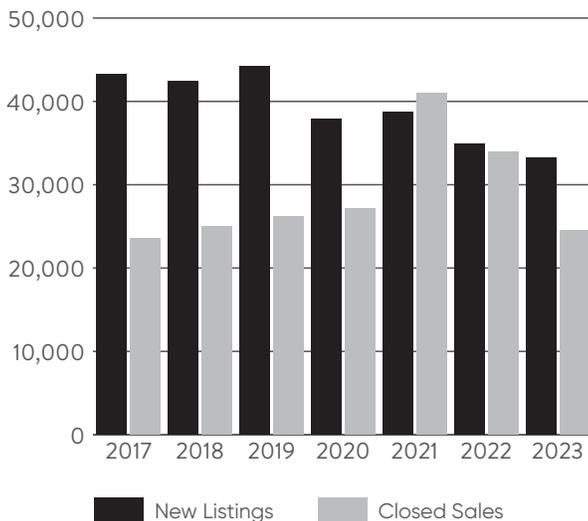
7,654
↑49.38%



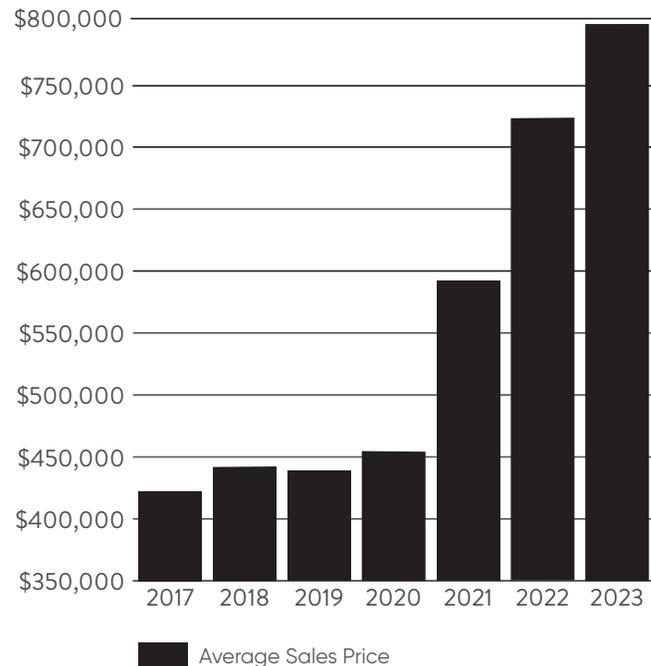
MONTHS OF SUPPLY

3.82
↑108.51%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 24,054 properties sold, sales were down 28.36% from the preceding 12-month period when 33,577 properties were sold. New listings were down 9.65%, from 36,842 to 33,286. The average sales price was up 9.62%, from \$724,022 to \$793,708. As of June 30, 2023, inventory stood at 7,654 units while months of supply was 3.82 months.

NAPLES

MARKET REPORT - JUNE 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	15,336	14,814	15,622	14,606	15,614	13,960	11,956
Sold	9,332	9,277	9,669	9,865	17,038	12,907	9,215
Avg. Sale \$	\$570,821	\$626,098	\$610,188	\$613,453	\$787,049	\$959,139	\$1,080,606



NEW LISTINGS

11,956
↓14.36%



CLOSED SALES

9,215
↓28.60%



AVERAGE SALES PRICE

\$1,080,606
↑12.66%



CURRENT INVENTORY

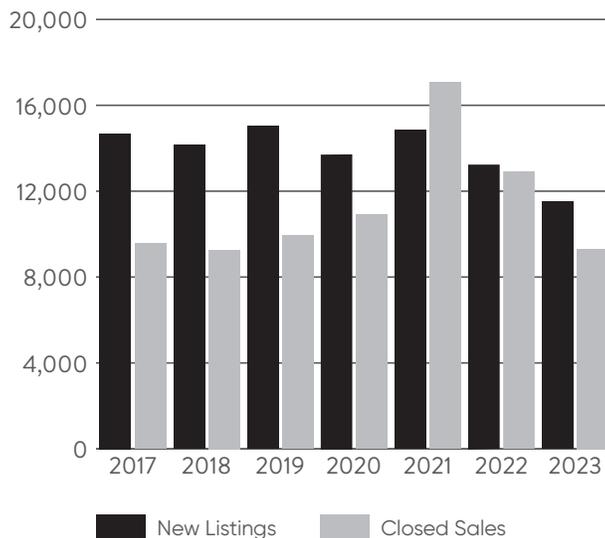
2,606
↑22.46%



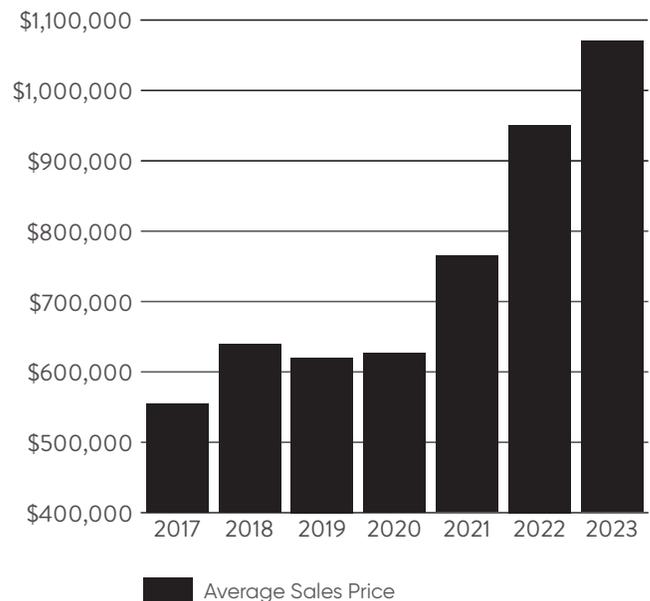
MONTHS OF SUPPLY

3.39
↑71.53%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 9,215 properties sold, sales were down 28.60% from the preceding 12-month period when 12,907 properties were sold. New listings were down 14.36%, from 13,960 to 11,956. The average sales price was up 12.66%, from \$959,139 to \$1,080,606. As of June 30, 2023, inventory stood at 2,606 units while months of supply was 3.39 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	26	13	24.00	\$9,303,654
Audubon	6	23	3.13	\$2,320,414
Colliers Reserve	4	17	2.82	\$2,512,059
Crayton Road Area Non-Waterfront	52	109	5.72	\$3,714,565
Crayton Road Area Waterfront	22	15	17.60	\$5,650,840
Crossings	3	12	3.00	\$1,744,771
Esplanade	13	35	4.46	\$1,961,585
Grey Oaks	16	40	4.80	\$4,022,512
Isles of Collier Preserve	16	51	3.76	\$2,117,244
Kensington	1	23	0.52	\$1,615,072
Lely Resort	18	96	2.25	\$1,351,440
Mediterra	7	30	2.80	\$3,879,000
Monterey	3	14	2.57	\$1,533,929
Olde Cypress	5	29	2.07	\$1,609,621
Olde Naples	33	54	7.33	\$7,100,963
Pelican Bay	10	33	3.64	\$3,651,216
Pelican Bay - Bay Colony	5	3	20.00	\$7,950,000
Pelican Marsh	8	32	3.00	\$1,965,203
Pine Ridge	20	27	8.89	\$5,850,815
Port Royal	29	24	14.50	\$18,538,211
Quail Creek	6	17	4.24	\$2,229,635
Quail West	17	33	6.18	\$4,182,462
The Quarry	3	28	1.29	\$1,757,766
Riverstone	7	37	2.27	\$1,153,457
Royal Harbor	16	23	8.35	\$4,346,893
The Strand	3	14	2.57	\$1,222,357
Tiburon	4	7	6.86	\$4,052,857
Treviso Bay	3	14	2.57	\$1,743,214
Vanderbilt Beach	23	16	17.25	\$3,804,631
Vineyards	5	70	0.86	\$1,392,421

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2023

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	48	85	6.78	\$857,827
Crayton Road Area Waterfront	105	177	7.12	\$2,411,402
The Dunes	11	22	6.00	\$1,977,500
Esplanade	8	39	2.46	\$712,390
Grey Oaks	0	11	—	\$2,129,000
Isles of Collier Preserve	16	52	3.69	\$825,994
Kensington	2	16	1.50	\$809,344
Lely Resort	32	125	3.07	\$567,912
Mediterra	7	13	6.46	\$1,586,154
Olde Naples	45	103	5.24	\$1,700,351
Pelican Bay	77	233	3.97	\$1,683,680
Pelican Bay - Bay Colony	3	15	2.40	\$5,637,660
Pelican Marsh	6	59	1.22	\$800,000
Pine Ridge	2	8	3.00	\$332,063
The Quarry	0	19	—	\$715,968
The Strand	3	55	0.65	\$564,664
Tiburon	8	30	3.20	\$1,468,500
Treviso Bay	14	57	3.95	\$580,611
Vanderbilt Beach	47	42	13.43	\$1,492,593
Vineyards	14	91	1.85	\$677,538

MARCO ISLAND

MARKET REPORT - JUNE 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	1,471	1,317	1,403	1,301	1,498	1,226	1,157
Sold	814	762	774	836	1,680	1,064	720
Avg. Sale \$	\$735,610	\$757,689	\$780,213	\$799,076	\$954,816	\$1,253,588	\$1,450,642



NEW LISTINGS

1,157
↓5.63%



CLOSED SALES

720
↓32.33%



AVERAGE SALES PRICE

\$1,450,642
↑15.72%



CURRENT INVENTORY

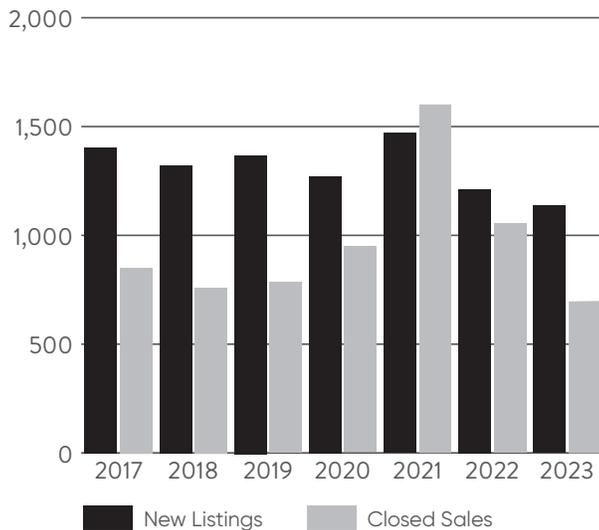
414
↑58.62%



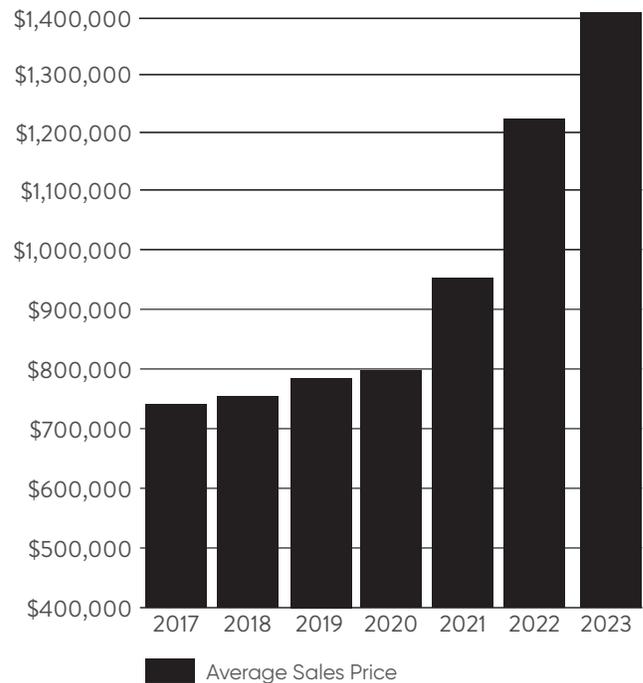
MONTHS OF SUPPLY

6.90
↑134.41%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 720 properties sold, sales were down 32.33% from the preceding 12-month period when 1,064 properties were sold. New listings were down 5.63%, from 1,226 to 1,157. The average sales price was up 15.72%, from \$1,253,588 to \$1,450,642. As of June 30, 2023, inventory stood at 414 units while months of supply was 6.90 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2023

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	56	92	7.30	\$3,247,081
Golf Course	6	8	9.00	\$1,131,063
Gulf Front	0	1	—	\$9,500,000
Indirect Waterfront	76	121	7.54	\$2,019,641
Inland	40	98	4.90	\$1,096,913
Preserve	6	5	14.40	\$2,537,000

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	47	87	6.48	\$723,746
Golf Course	93	141	7.91	\$1,384,503
Gulf Front	30	27	13.33	\$1,225,667
Gulf View	8	29	3.31	\$652,241
Indirect Waterfront	42	102	4.94	\$423,798
Inland	9	5	21.60	\$601,400
Preserve	1	4	3.00	\$1,550,000

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	20	68	3.53	\$1,692,293
Isles Of Capri	10	17	7.06	\$1,208,529
Naples Reserve	15	55	3.27	\$1,395,628
Winding Cypress	3	23	1.57	\$1,041,462

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	31	58	6.41	\$684,150
Hammock Bay Golf and Country Club	14	37	4.54	\$790,308
Isles Of Capri	4	11	4.36	\$740,340

BONITA SPRINGS - ESTERO

MARKET REPORT - JUNE 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	4,777	4,620	4,744	4,237	4,426	4,000	3,563
Sold	3,079	2,918	3,083	3,052	4,942	3,715	2,850
Avg. Sale \$	\$408,712	\$402,303	\$413,124	\$411,777	\$502,162	\$642,063	\$755,177



NEW LISTINGS

3,563
↓10.93%



CLOSED SALES

2,850
↓23.28%



AVERAGE SALES PRICE

\$755,177
↑17.62%



CURRENT INVENTORY

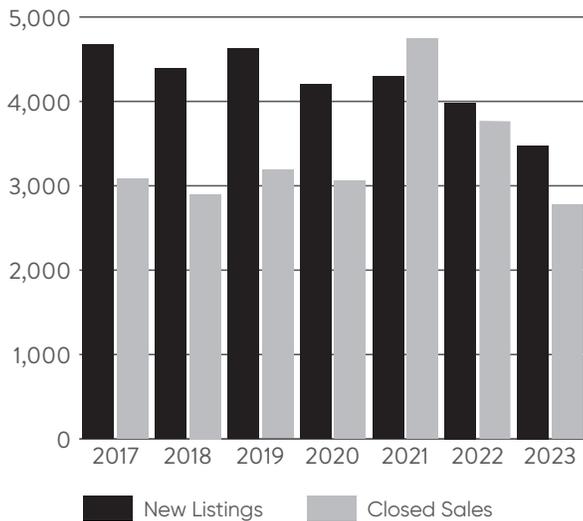
704
↑55.07%



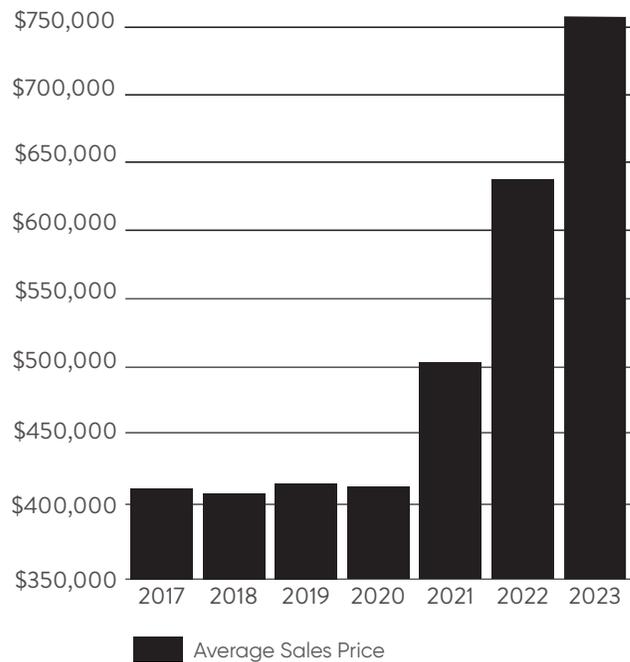
MONTHS OF SUPPLY

2.96
↑102.13%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 2,850 properties sold, sales were down 23.28% from the preceding 12-month period when 3,715 properties were sold. New listings were down 10.93%, from 4,000 to 3,563. The average sales price was up 17.62%, from \$642,063 to \$755,177. As of June 30, 2023, inventory stood at 704 units while months of supply was 2.96 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	10	10	12.00	\$6,892,500
Bonita Bay	11	43	3.07	\$2,105,064
The Brooks	8	75	1.28	\$1,343,052
Palmira Golf and Country Club	10	22	5.45	\$1,040,591
Pelican Landing	10	46	2.61	\$1,377,429
Pelican Landing - The Colony	2	8	3.00	\$2,589,375
Pelican Sound	1	8	1.50	\$1,066,664
West Bay Club	3	23	1.57	\$1,352,022

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	6	3	24.00	\$2,795,000
Bonita Bay	41	116	4.24	\$2,045,560
The Brooks	19	87	2.62	\$530,480
Palmira Golf and Country Club	3	16	2.25	\$657,150
Pelican Landing	9	61	1.77	\$577,340
Pelican Landing - The Colony	22	58	4.55	\$1,500,905
Pelican Sound	2	29	0.83	\$596,229
West Bay Club	5	22	2.73	\$902,268

FORT MYERS

MARKET REPORT - JUNE 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	11,065	11,096	11,186	8,819	7,687	7,027	6,738
Sold	5,333	5,501	5,635	5,644	8,100	6,696	5,035
Avg. Sale \$	\$264,371	\$270,775	\$273,214	\$288,615	\$348,124	\$441,595	\$500,135



NEW LISTINGS

6,738
↓4.11%



CLOSED SALES

5,035
↓24.81%



AVERAGE SALES PRICE

\$500,135
↑13.26%



CURRENT INVENTORY

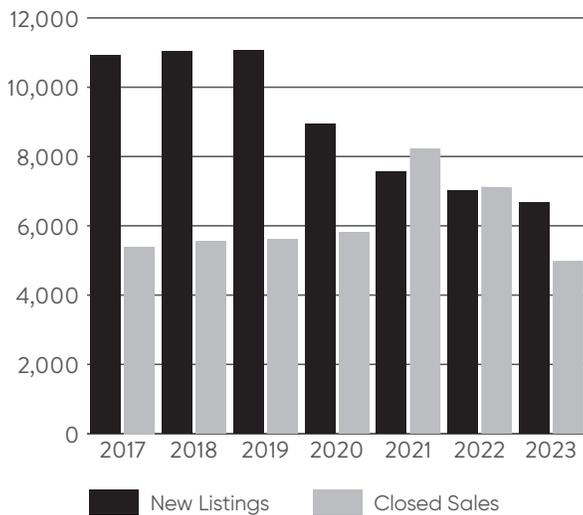
1,391
↑81.59%



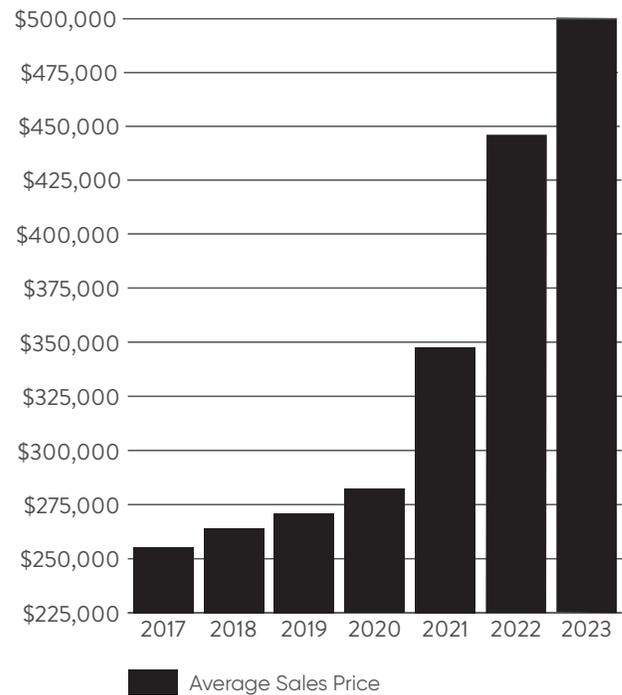
MONTHS OF SUPPLY

3.32
↑141.50%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,035 properties sold, sales were down 24.81% from the preceding 12-month period when 6,696 properties were sold. New listings were down 4.11%, from 7,027 to 6,738. The average sales price was up 13.26%, from \$441,595 to \$500,135. As of June 30, 2023, inventory stood at 1,391 units while months of supply was 3.32 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	9	27	4.00	\$963,863
Colonial Country Club	1	31	0.39	\$619,364
Crown Colony	4	17	2.82	\$843,824
Esplanade Lake Club	10	30	4.00	\$1,353,594
Fiddlesticks Country Club	5	22	2.73	\$945,223
The Forest	2	32	0.75	\$709,078
Gulf Harbour Yacht And Country Club	8	32	3.00	\$1,613,534
Miromar Lakes Beach And Golf Club	13	38	4.11	\$2,185,990
Parker Lakes	2	18	1.33	\$471,101
Paseo	0	15	—	\$931,783
The Plantation	12	97	1.48	\$684,952
Shadow Wood Preserve	6	1	72.00	\$1,885,000
Town And River	7	30	2.80	\$1,013,213
Wildblue	25	129	2.33	\$1,441,728

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	29	59	5.90	\$359,471
Crown Colony	3	12	3.00	\$456,575
Downtown Fort Myers	57	116	5.90	\$464,682
Esplanade Lake Club	5	7	8.57	\$525,632
Fiddlesticks Country Club	3	13	2.77	\$361,846
The Forest	14	35	4.80	\$255,466
Gulf Harbour Yacht And Country Club	32	86	4.47	\$891,416
Miromar Lakes Beach And Golf Club	13	30	5.20	\$1,079,200
Parker Lakes	10	33	3.64	\$315,326
Paseo	16	72	2.67	\$407,454
The Plantation	7	18	4.67	\$528,878
Shadow Wood Preserve	0	2	—	\$409,500
Town And River	1	5	2.40	\$317,750

FORT MYERS BEACH

MARKET REPORT - JUNE 2023

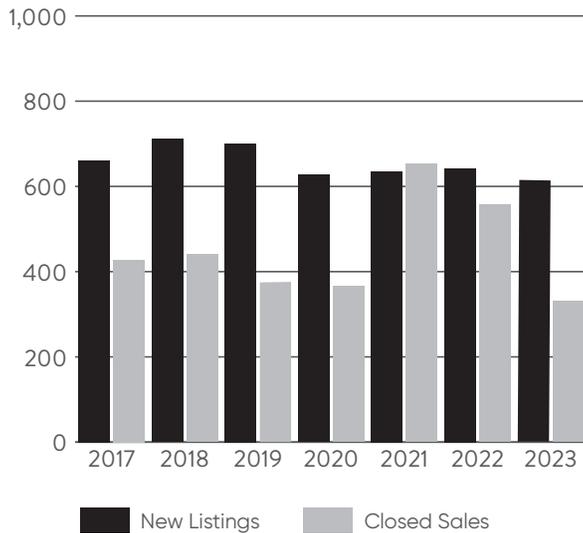


CHRISTIE'S
INTERNATIONAL REAL ESTATE

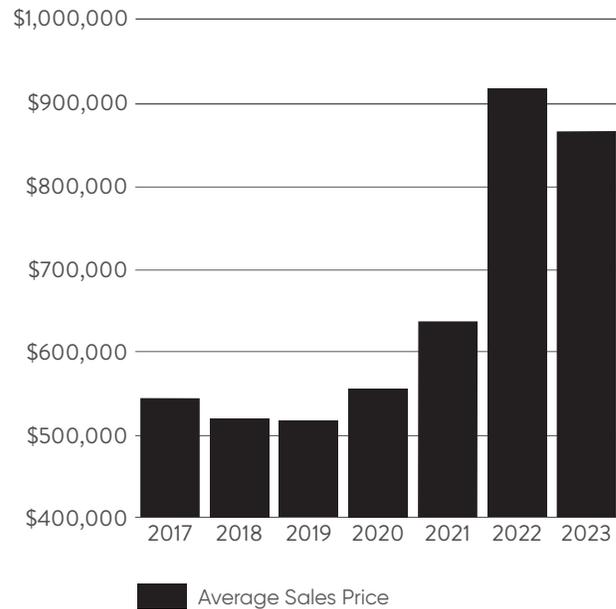
	2017	2018	2019	2020	2021	2022	2023
Listed	671	705	700	640	645	666	606
Sold	404	417	393	389	684	563	311
Avg. Sale \$	\$546,970	\$513,536	\$511,706	\$563,874	\$639,169	\$912,186	\$868,494



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 311 properties sold, sales were down 44.76% from the preceding 12-month period when 563 properties were sold. New listings were down 9.01%, from 666 to 606. The average sales price was down 4.79%, from \$912,186 to \$868,494. As of June 30, 2023, inventory stood at 209 units while months of supply was 8.06 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	10	18	6.67	\$1,012,500
Laguna Shores	7	21	4.00	\$779,357
Mcphie Park	9	7	15.43	\$1,800,000

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	4	4	12.00	\$580,875
Ocean Harbor Condo	6	3	24.00	\$1,055,000
Sandarac Condo	5	5	12.00	\$639,000
Waterside At Bay Beach	22	21	12.57	\$948,762

SANIBEL-CAPTIVA

MARKET REPORT - JUNE 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	617	680	689	750	680	537	627
Sold	397	423	374	392	858	536	344
Avg. Sale \$	\$948,097	\$1,028,182	\$915,571	\$955,059	\$1,097,533	\$1,530,007	\$1,262,320



NEW LISTINGS

627
↑16.76%



CLOSED SALES

344
↓35.82%



AVERAGE SALES PRICE

\$1,262,320
↓17.50%



CURRENT INVENTORY

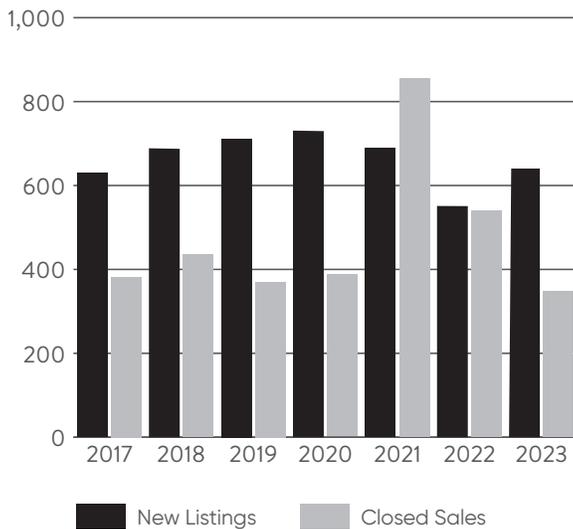
193
↑127.06%



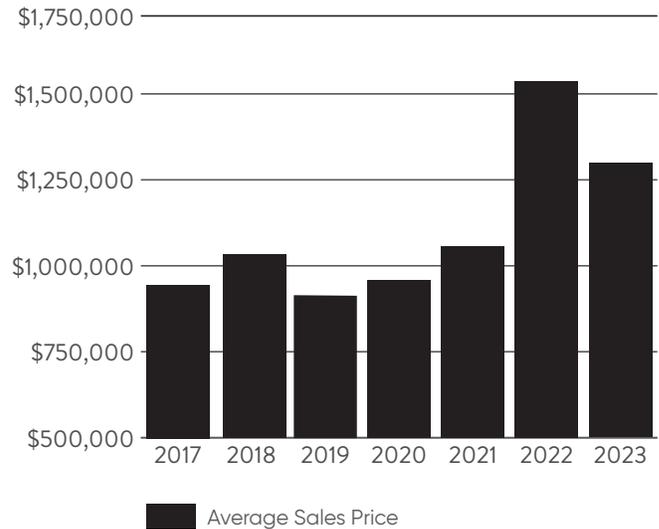
MONTHS OF SUPPLY

6.73
↑253.79%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 344 properties sold, sales were down 35.82% from the preceding 12-month period when 536 properties were sold. New listings were up 16.76%, from 537 to 627. The average sales price was down 17.50%, from \$1,530,007 to \$1,262,320. As of June 30, 2023, inventory stood at 193 units while months of supply was 6.73 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2023

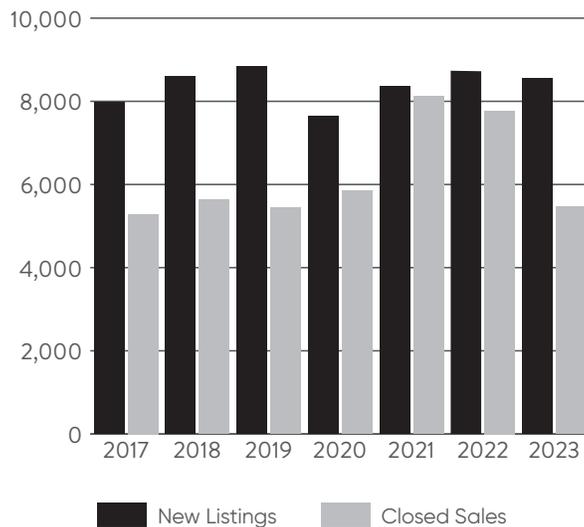
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	6	11	6.55	\$1,229,086
Captiva Island	15	17	10.59	\$2,583,148
Dunes At Sanibel Island	14	21	8.00	\$839,286
Other Sanibel Island Single-Family	86	189	5.46	\$1,361,363

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	11	11	12.00	\$932,364
Sundial Of Sanibel Condos	48	83	6.94	\$995,127
Other Sanibel Island Condos	13	12	13.00	\$752,542

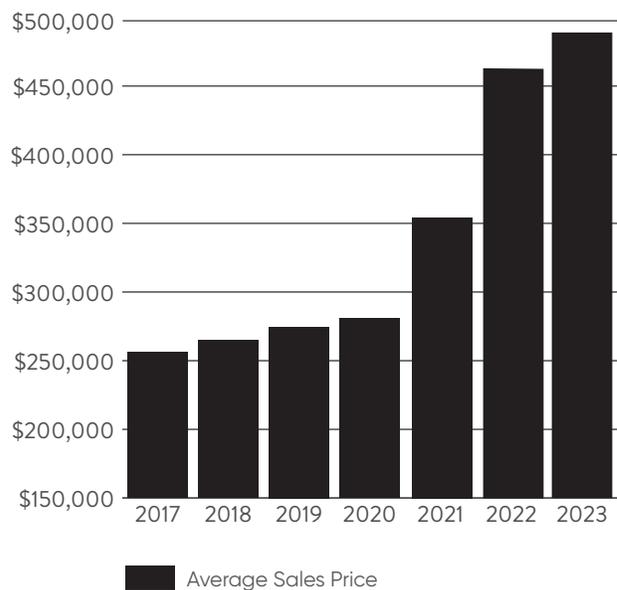
	2017	2018	2019	2020	2021	2022	2023
Listed	8,055	8,558	8,847	7,777	8,412	9,079	8,281
Sold	5,624	5,848	5,763	5,958	8,287	7,778	5,385
Avg. Sale \$	\$256,780	\$271,825	\$276,089	\$288,262	\$360,799	\$477,909	\$483,473

 NEW LISTINGS 8,281 ↓8.79%	 CLOSED SALES 5,385 ↓30.77%	 AVERAGE SALES PRICE \$483,473 ↑1.16%	 CURRENT INVENTORY 2,018 ↑61.05%	 MONTHS OF SUPPLY 4.50 ↑132.62%
--	---	---	--	---

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,385 properties sold, sales were down 30.77% from the preceding 12-month period when 7,778 properties were sold. New listings were down 8.79%, from 9,079 to 8,281. The average sales price was up 1.16%, from \$477,909 to \$483,473. As of June 30, 2023, inventory stood at 2,018 units while months of supply was 4.50 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 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	7	24	3.50	\$789,106
Yacht Club	8	22	4.36	\$785,773

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	14	21	8.00	\$652,519
Tarpon Point Marina	16	11	17.45	\$1,450,909

PINE ISLAND-MATLACHA

MARKET REPORT - JUNE 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	369	386	407	342	399	347	358
Sold	221	224	249	210	367	318	194
Avg. Sale \$	\$317,162	\$334,005	\$344,855	\$359,454	\$455,979	\$641,699	\$573,896



NEW LISTINGS

358
↑3.17%



CLOSED SALES

194
↓38.99%



AVERAGE SALES PRICE

\$573,896
↓10.57%



CURRENT INVENTORY

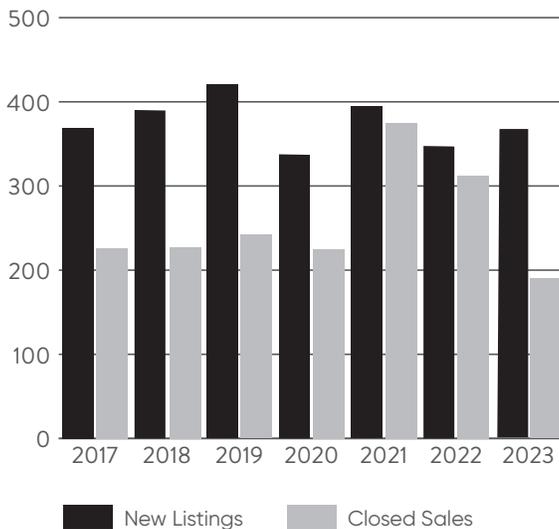
119



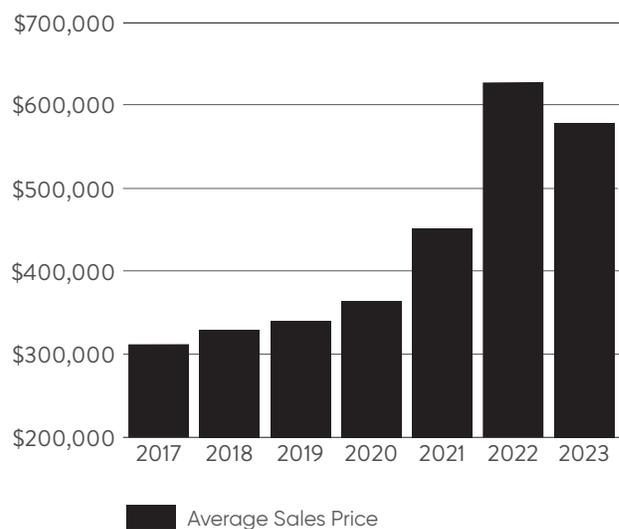
MONTHS OF SUPPLY

7.36

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 194 properties sold, sales were down 38.99% from the preceding 12-month period when 318 properties were sold. New listings were up 3.17%, from 347 to 358. The average sales price was down 10.57%, from \$641,699 to \$573,896. As of June 30, 2023, inventory stood at 119 units while months of supply was 7.36 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of June 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	48	73	7.89	\$575,394
Matlacha	19	15	15.20	\$790,600
St James City	44	88	6.00	\$568,685

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	7	14	6.00	\$374,929
Matlacha	0	1	—	\$995,000
St James City	1	3	4.00	\$394,900



The Global Authority in *Luxury Real Estate*

John R. Wood Christie's International Real Estate. Known for legendary service and Southwest Florida's leader in home sales. 100% family owned and operated.



The Unrivaled Leader in Real Estate™

(877) 262-1300

johnrwood.com  