

MONTHLY MARKET REPORT - NOVEMBER 2023



**\$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

A LOCAL LEGACY  
OF ACHIEVEMENT



NAPLES, FL



## MONTHLY MARKET REPORT

### NOVEMBER 2023

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

# SOUTHWEST FLORIDA

## MARKET REPORT - NOVEMBER 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2017	2018	2019	2020	2021	2022	2023
Listed	40,956	44,422	42,736	38,502	36,942	34,666	36,263
Sold	24,515	26,432	26,713	30,939	40,266	28,703	24,414
Avg. Sale \$	\$432,327	\$449,672	\$443,009	\$501,930	\$630,211	\$776,353	\$790,979



NEW  
LISTINGS

36,263  
↑4.61%



CLOSED  
SALES

24,414  
↓14.94%



AVERAGE  
SALES PRICE

\$790,979  
↑1.88%



CURRENT  
INVENTORY

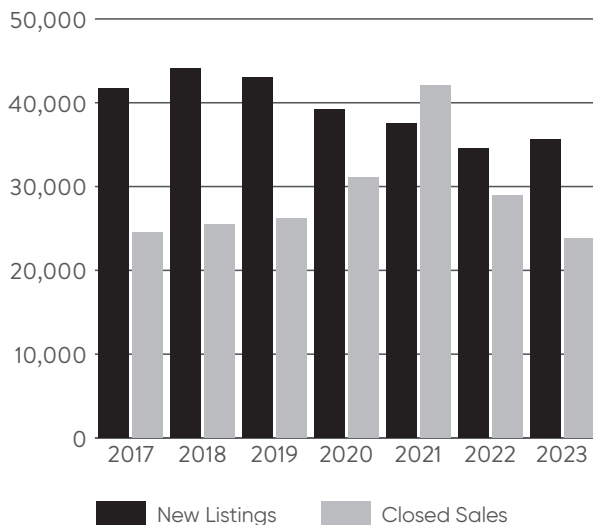
10,603  
↑88.36%



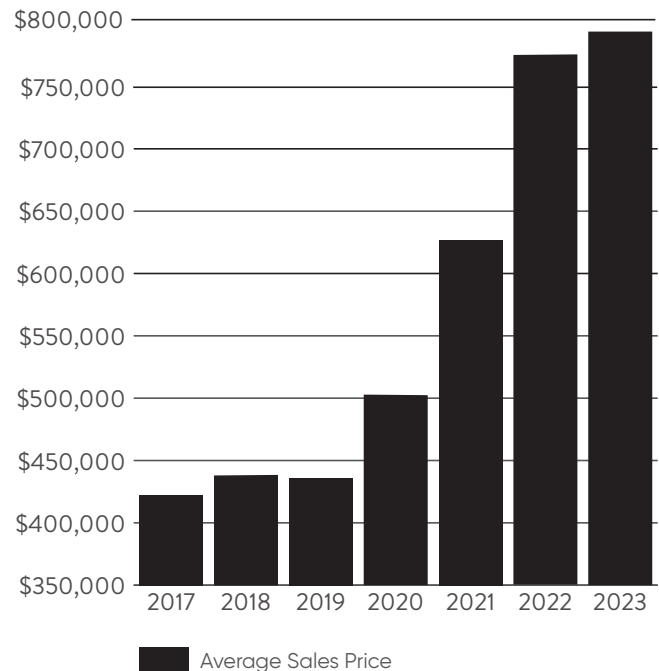
MONTHS OF  
SUPPLY

5.21  
↑121.46%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 24,414 properties sold, sales were down 14.94% from the preceding 12-month period when 28,703 properties were sold. New listings were up 4.61%, from 34,666 to 36,263. The average sales price was up 1.88%, from \$776,353 to \$790,979. As of November 30, 2023, inventory stood at 10,603 units while months of supply was 5.21 months.

# NAPLES

## MARKET REPORT - NOVEMBER 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	14,608	15,947	15,291	15,059	14,364	13,228	12,617
Sold	9,168	9,704	9,985	11,951	16,264	11,034	9,216
Avg. Sale \$	\$583,462	\$626,360	\$601,639	\$680,554	\$828,392	\$1,034,841	\$1,069,434



NEW  
LISTINGS

12,617  
↓4.62%



CLOSED  
SALES

9,216  
↓16.48%



AVERAGE  
SALES PRICE

\$1,069,434  
↑3.34%



CURRENT  
INVENTORY

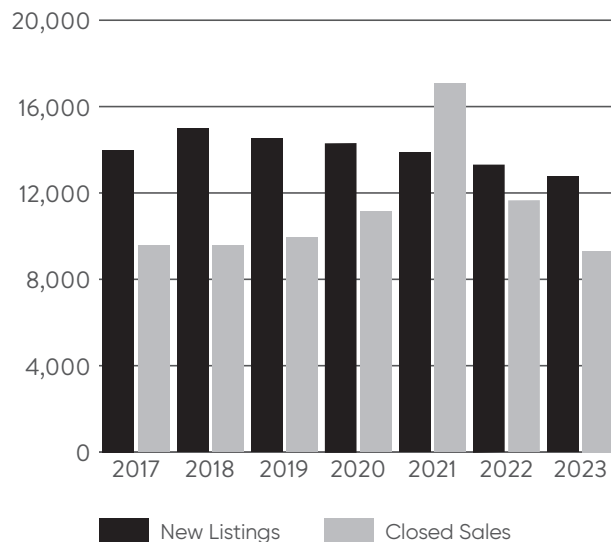
3,671  
↑54.63%



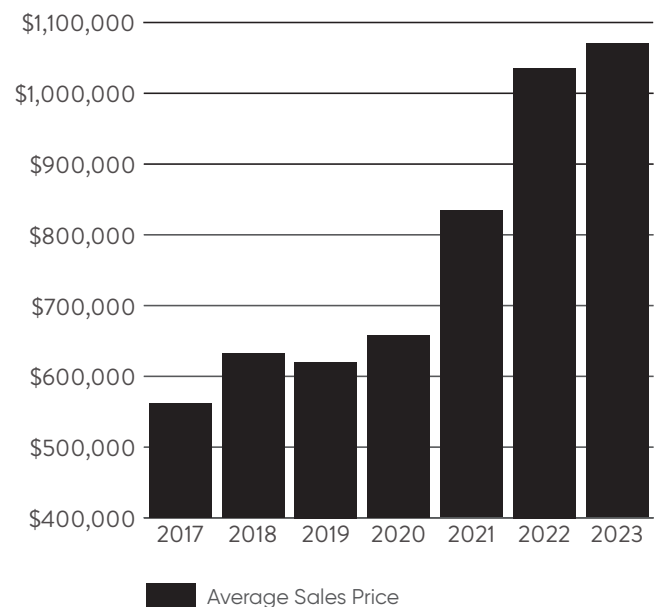
MONTHS OF  
SUPPLY

4.78  
↑85.14%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 9,216 properties sold, sales were down 16.48% from the preceding 12-month period when 11,034 properties were sold. New listings were down 4.62%, from 13,228 to 12,617. The average sales price was up 3.34%, from \$1,034,841 to \$1,069,434. As of November 30, 2023, inventory stood at 3,672 units while months of supply was 4.78 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	30	14	25.71	\$9,228,393
Audubon	11	23	5.74	\$2,557,914
Colliers Reserve	2	13	1.85	\$2,585,385
Crayton Road Area Non-Waterfront	66	96	8.25	\$3,926,636
Crayton Road Area Waterfront	20	17	14.12	\$6,253,976
Crossings	2	11	2.18	\$1,563,909
Esplanade	14	34	4.94	\$2,108,250
Grey Oaks	18	36	6.00	\$4,424,139
Isles of Collier Preserve	24	57	5.05	\$2,035,085
Kensington	3	16	2.25	\$1,681,344
Lely Resort	31	91	4.09	\$1,344,939
Mediterra	23	32	8.63	\$3,931,056
Monterey	5	16	3.75	\$1,585,156
Olde Cypress	6	34	2.12	\$1,560,482
Olde Naples	46	50	11.04	\$6,924,080
Pelican Bay	19	31	7.35	\$3,271,472
Pelican Bay - Bay Colony	7	4	21.00	\$7,075,769
Pelican Marsh	12	32	4.50	\$2,203,953
Pine Ridge	23	27	10.22	\$6,826,398
Port Royal	32	17	22.59	\$16,850,000
Quail Creek	9	15	7.20	\$2,388,587
Quail West	13	37	4.22	\$4,522,853
The Quarry	5	31	1.94	\$1,597,385
Riverstone	13	41	3.80	\$1,133,178
Royal Harbor	20	18	13.33	\$4,323,835
The Strand	2	18	1.33	\$1,458,500
Tiburon	5	8	7.50	\$4,076,875
Treviso Bay	4	16	3.00	\$2,019,375
Vanderbilt Beach	32	14	27.42	\$3,687,500
Vineyards	15	65	2.77	\$1,290,077

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2023

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	62	85	8.75	\$918,541
Crayton Road Area Waterfront	145	188	9.26	\$2,388,824
The Dunes	21	20	12.60	\$1,947,500
Esplanade	10	40	3.00	\$715,595
Grey Oaks	4	7	6.86	\$2,212,714
Isles of Collier Preserve	23	63	4.38	\$840,298
Kensington	1	19	0.63	\$827,342
Lely Resort	40	134	3.58	\$580,849
Mediterra	10	10	12.00	\$1,586,000
Olde Naples	67	102	7.88	\$1,688,397
Pelican Bay	119	240	5.95	\$1,649,448
Pelican Bay - Bay Colony	13	12	13.00	\$7,480,408
Pelican Marsh	11	56	2.36	\$792,884
Pine Ridge	5	6	10.00	\$338,000
The Quarry	1	18	0.67	\$701,667
The Strand	3	53	0.68	\$596,632
Tiburon	4	29	1.66	\$1,615,138
Treviso Bay	14	57	2.95	\$593,077
Vanderbilt Beach	63	56	13.50	\$1,412,413
Vineyards	17	80	2.55	\$722,903

	2017	2018	2019	2020	2021	2022	2023
Listed	1,301	1,417	1,432	1,346	1,352	1,136	1,293
Sold	778	808	788	1,084	1,547	882	764
Avg. Sale \$	\$728,786	\$778,340	\$763,892	\$835,117	\$1,016,323	\$1,380,963	\$1,493,991



NEW LISTINGS

1,293  
↑13.82%

CLOSED SALES

764  
↓13.38%

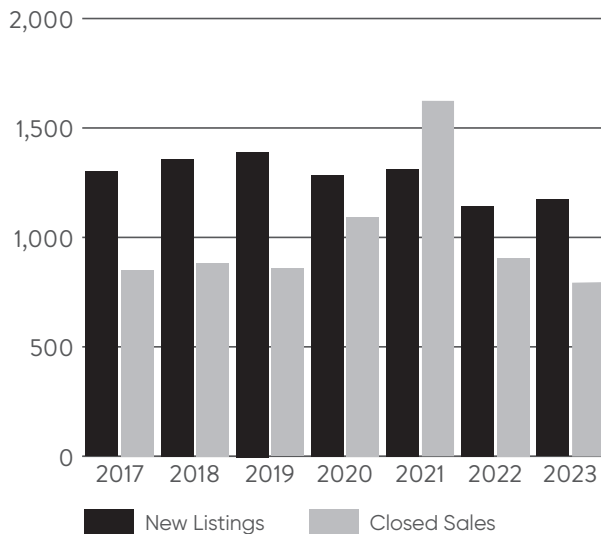
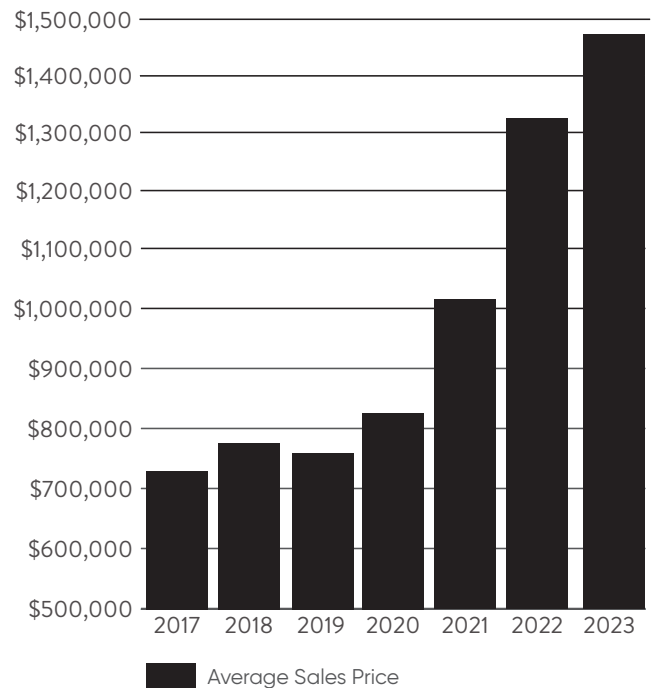
AVERAGE SALES PRICE

\$1,493,991  
↑8.18%

CURRENT INVENTORY

487  
↑61.79%

MONTHS OF SUPPLY

7.65  
↑86.78%12 MONTH NEW LISTINGS  
AND CLOSED SALES12 MONTH AVERAGE  
SALES PRICE

## SUMMARY

With 764 properties sold, sales were down 13.38% from the preceding 12-month period when 882 properties were sold. New listings were up 13.82%, from 1,136 to 1,293. The average sales price was up 8.18%, from \$1,380,963 to \$1,493,991. As of November 30, 2023, inventory stood at 487 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 November 30, 2023

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	86	99	10.42	\$3,303,831
Golf Course	4	13	3.69	\$1,228,115
Gulf Front	0	0	—	—
Indirect Waterfront	67	139	5.78	\$2,053,315
Inland	55	114	5.79	\$1,114,417
Preserve	8	4	24.00	\$2,896,250

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	61	86	8.51	\$759,951
Golf Course	0	3	—	\$1,583,333
Gulf Front	108	147	8.82	\$1,419,565
Gulf View	20	25	9.60	\$1,271,960
Indirect Waterfront	9	27	4.00	\$676,481
Inland	60	99	7.27	\$416,686
Preserve	8	7	13.71	\$603,857

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	33	61	6.49	\$1,764,349
Isles Of Capri	7	19	4.42	\$1,352,368
Naples Reserve	16	58	3.31	\$1,351,344
Winding Cypress	7	24	3.50	\$1,116,783

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	37	70	6.34	\$670,389
Hammock Bay Golf and Country Club	18	46	4.70	\$757,541
Isles Of Capri	6	10	7.20	\$709,674

# BONITA SPRINGS - ESTERO

MARKET REPORT - NOVEMBER 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	4,535	4,873	4,581	4,558	3,949	3,758	3,851
Sold	2,922	3,111	3,098	3,580	4,732	3,220	2,935
Avg. Sale \$	\$412,107	\$395,259	\$415,504	\$436,995	\$547,970	\$679,380	\$768,131



NEW  
LISTINGS

3,851  
↑2.47%



CLOSED  
SALES

2,935  
↓8.85%



AVERAGE  
SALES PRICE

\$768,131  
↑13.06%



CURRENT  
INVENTORY

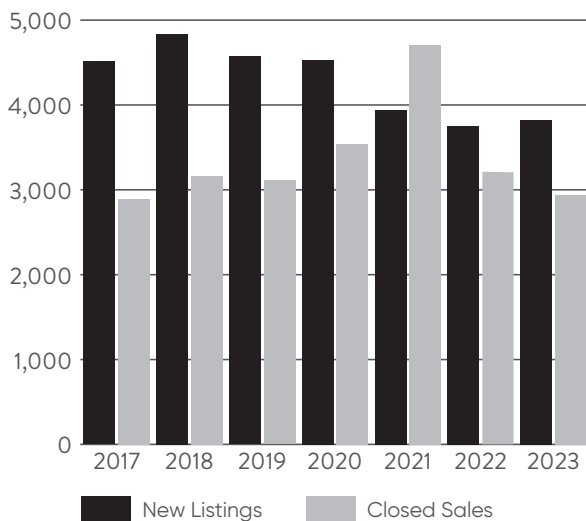
952  
↑108.32%



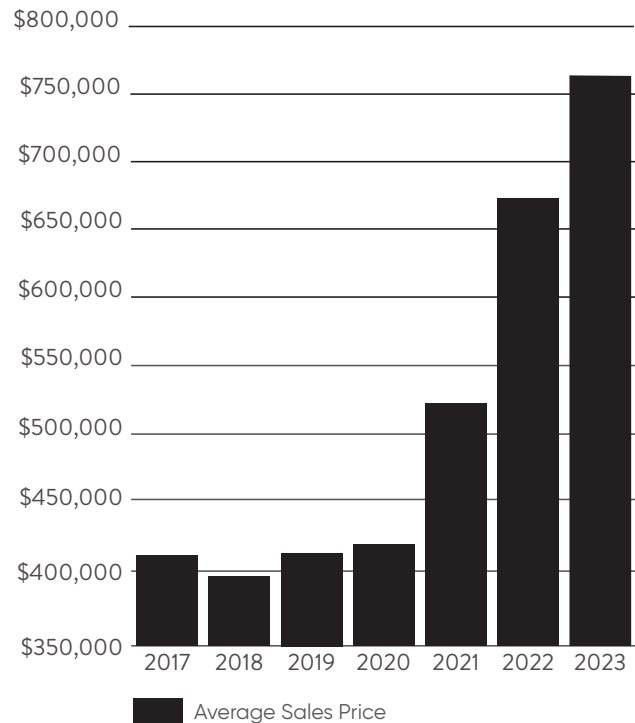
MONTHS OF  
SUPPLY

3.89  
↑128.54%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



## SUMMARY

With 2,935 properties sold, sales were down 8.85% from the preceding 12-month period when 3,220 properties were sold. New listings were up 2.47%, from 3,758 to 3,851. The average sales price was up 13.06%, from \$679,380 to \$768,131. As of November 30, 2023, inventory stood at 952 units while months of supply was 3.89 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	9	9	12.00	\$5,936,111
Bonita Bay	22	51	5.18	\$2,094,348
The Brooks	16	69	2.78	\$1,323,441
Palmira Golf and Country Club	11	27	4.89	\$974,593
Pelican Landing	18	39	5.54	\$1,400,064
Pelican Landing - The Colony	2	10	2.40	\$2,446,500
Pelican Sound	0	10	—	\$1,060,831
West Bay Club	5	23	2.61	\$1,297,065

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	12	7	20.57	\$2,339,286
Bonita Bay	57	130	5.26	\$1,944,904
The Brooks	24	87	3.31	\$536,926
Palmira Golf and Country Club	3	18	2.00	\$681,750
Pelican Landing	9	59	1.83	\$591,704
Pelican Landing - The Colony	37	54	8.22	\$1,488,051
Pelican Sound	6	27	2.67	\$579,795
West Bay Club	14	22	7.64	\$876,273

# FORT MYERS

## MARKET REPORT - NOVEMBER 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	10,799	11,540	11,013	7,775	7,161	6,554	7,564
Sold	5,285	5,743	5,812	6,279	7,888	5,815	4,887
Avg. Sale \$	\$265,579	\$275,599	\$274,445	\$308,460	\$373,833	\$486,858	\$495,882



NEW  
LISTINGS

7,564  
↑15.41%



CLOSED  
SALES

4,887  
↓15.96%



AVERAGE  
SALES PRICE

\$495,882  
↑1.85%



CURRENT  
INVENTORY

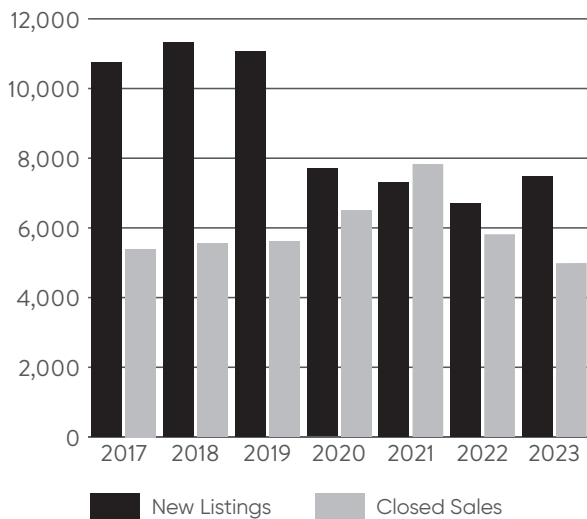
2,065  
↑168.18%



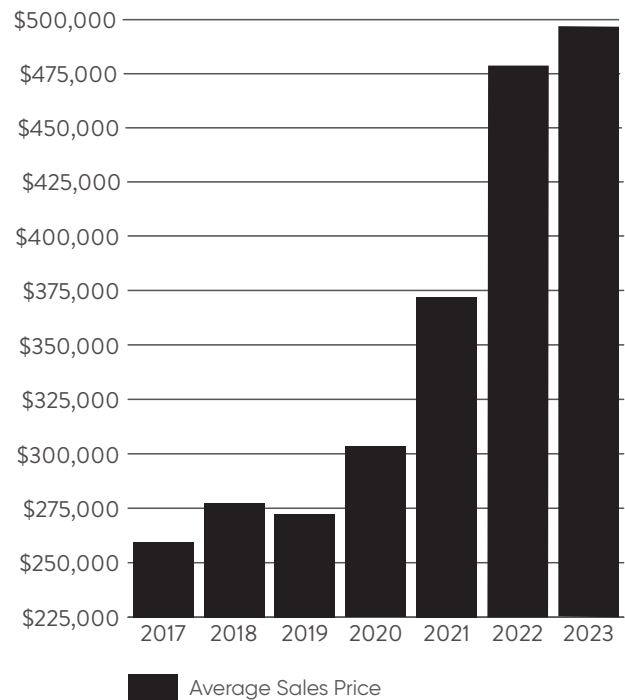
MONTHS OF  
SUPPLY

5.07  
↑219.11%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 4,887 properties sold, sales were down 15.96% from the preceding 12-month period when 5,815 properties were sold. New listings were up 15.41%, from 6,554 to 7,564. The average sales price was up 1.85%, from \$486,858 to \$495,882. As of November 30, 2023, inventory stood at 2,065 units while months of supply was 5.07 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	4	19	2.53	\$901,226
Colonial Country Club	14	25	6.72	\$616,720
Crown Colony	8	10	9.60	\$906,100
Esplanade Lake Club	7	40	2.10	\$1,335,874
Fiddlesticks Country Club	9	25	4.32	\$932,036
The Forest	9	25	4.32	\$595,380
Gulf Harbour Yacht And Country Club	11	29	4.55	\$1,730,141
Miromar Lakes Beach And Golf Club	18	34	6.35	\$2,257,643
Parker Lakes	6	14	5.14	\$436,200
Paseo	9	18	6.00	\$929,319
The Plantation	34	84	4.86	\$685,306
Shadow Wood Preserve	10	6	20.00	\$1,186,583
Town And River	10	23	5.22	\$1,120,996
Wildblue	29	140	2.49	\$1,454,182

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	24	57	5.05	\$361,249
Crown Colony	6	9	8.00	\$469,656
Downtown Fort Myers	85	109	9.36	\$465,532
Esplanade Lake Club	4	17	2.82	\$519,121
Fiddlesticks Country Club	5	13	4.62	\$361,192
The Forest	23	38	7.26	\$274,545
Gulf Harbour Yacht And Country Club	38	66	6.91	\$922,617
Miromar Lakes Beach And Golf Club	22	26	10.15	\$1,142,073
Parker Lakes	12	28	5.14	\$315,977
Paseo	17	75	2.72	\$408,649
The Plantation	11	18	7.33	\$518,361
Shadow Wood Preserve	4	0	—	—
Town And River	4	4	12.00	\$317,188



# FORT MYERS BEACH

MARKET REPORT - NOVEMBER 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	673	723	681	659	591	638	616
Sold	414	424	401	502	608	455	388
Avg. Sale \$	\$538,242	\$515,733	\$531,645	\$589,946	\$678,159	\$974,657	\$944,882



NEW  
LISTINGS

616  
↓3.45%



CLOSED  
SALES

388  
↓14.73%



AVERAGE  
SALES PRICE

\$944,882  
↓3.05%



CURRENT  
INVENTORY

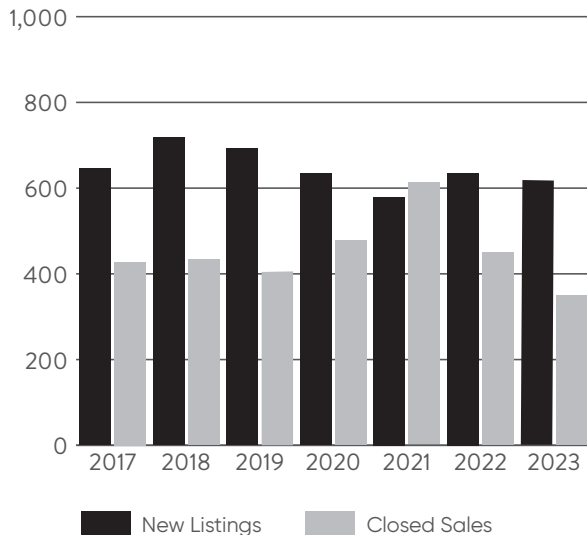
222  
↑69.47%



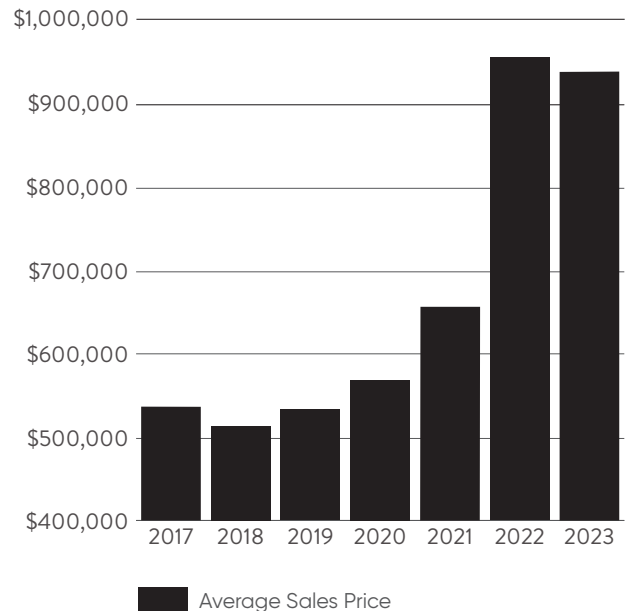
MONTHS OF  
SUPPLY

6.87  
↑98.73

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



## SUMMARY

With 388 properties sold, sales were down 14.73% from the preceding 12-month period when 455 properties were sold. New listings were down 3.45%, from 638 to 616. The average sales price was down 3.05%, from \$974,657 to \$944,882. As of November 30, 2023, inventory stood at 222 units while months of supply was 6.87 months.

Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	13	16	9.75	\$952,563
Laguna Shores	8	21	4.57	\$947,548
Mcphie Park	7	10	8.40	\$1,578,935

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	5	5	12.00	\$537,000
Ocean Harbor Condo	7	2	42.00	\$660,000
Sandarac Condo	8	5	19.20	\$662,150
Waterside At Bay Beach	34	63	6.48	\$1,429,116

# SANIBEL-CAPTIVA

MARKET REPORT - NOVEMBER 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	614	702	716	742	629	449	742
Sold	394	440	383	536	787	390	397
Avg. Sale \$	\$965,807	\$1,005,247	\$937,883	\$925,579	\$1,215,340	\$1,705,723	\$1,213,608



NEW  
LISTINGS

742  
↑65.26%



CLOSED  
SALES

397  
↑1.79%



AVERAGE  
SALES PRICE

\$1,213,608  
↓28.85%



CURRENT  
INVENTORY

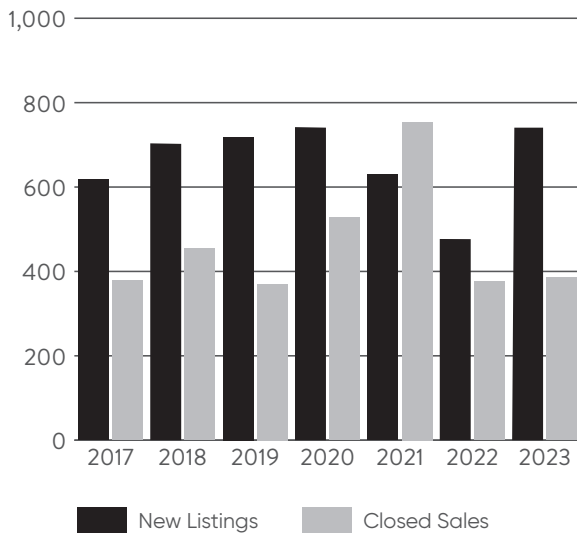
269  
↑216.47%



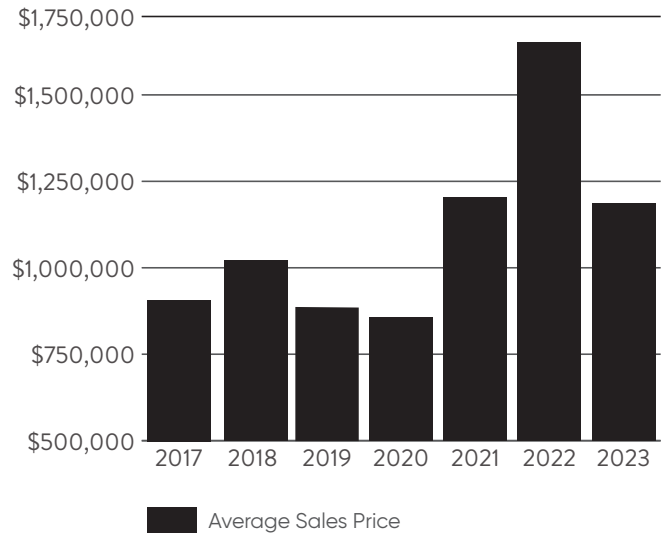
MONTHS OF  
SUPPLY

8.13  
↑210.89%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



## SUMMARY

With 397 properties sold, sales were down 1.79% from the preceding 12-month period when 390 properties were sold. New listings were down 65.26%, from 449 to 742. The average sales price was down 24.85%, from \$1,705,723 to \$1,213,608. As of November 30, 2023, inventory stood at 269 units while months of supply was 8.13 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	10	13	9.23	\$1,075,077
Captiva Island	39	17	27.53	\$2,263,214
Dunes At Sanibel Island	16	24	8.00	\$859,146
Other Sanibel Island Single-Family	97	230	5.06	\$1,312,157

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	20	17	14.12	\$855,633
Sundial Of Sanibel Condos	71	86	9.91	\$1,005,285
Other Sanibel Island Condos	16	9	21.33	\$659,556

	2017	2018	2019	2020	2021	2022	2023
Listed	8,076	8,817	8,626	8,006	8,508	8,613	9,156
Sold	5,554	5,982	6,011	6,743	8,070	6,658	5,614
Avg. Sale \$	\$264,891	\$272,702	\$281,099	\$309,987	\$401,168	\$503,076	\$476,078



NEW LISTINGS

9,156  
↑6.30%



CLOSED SALES

5,614  
↓15.68%



AVERAGE SALES PRICE

\$476,078  
↓5.37%



CURRENT INVENTORY

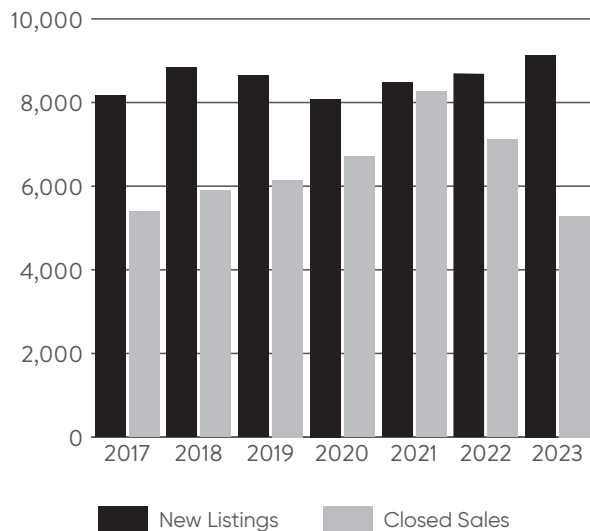
2,800  
↑90.87%



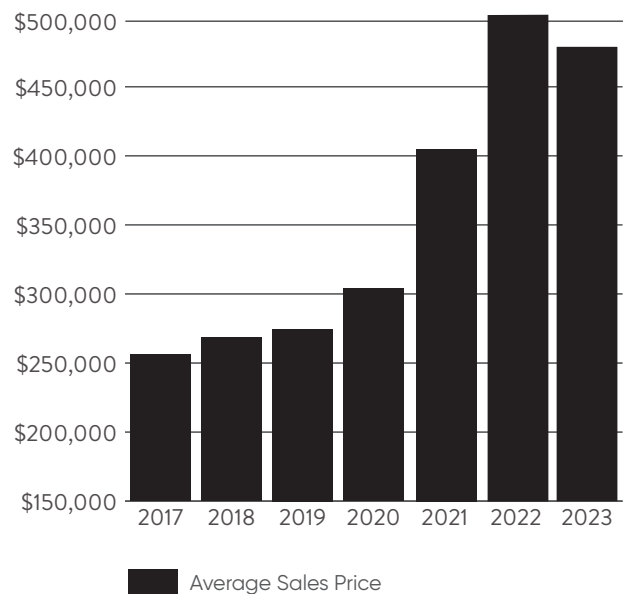
MONTHS OF SUPPLY

5.99  
↑126.36%

### 12 MONTH NEW LISTINGS AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 5,614 properties sold, sales were down 15.68% from the preceding 12-month period when 6,658 properties were sold. New listings were up 6.30%, from 8,613 to 9,156. The average sales price was down 5.37%, from \$503,076 to \$476,078. As of November 30, 2023, inventory stood at 2,800 units while months of supply was 5.99 months.



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	12	5	28.80	\$2,230,000
Cape Royal	12	29	4.97	\$811,222
Yacht Club	18	24	9.00	\$768,625

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	19	23	9.91	\$578,096
Tarpon Point Marina	14	8	21.00	\$1,581,250

# PINE ISLAND-MATLACHA

## MARKET REPORT - NOVEMBER 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	353	403	396	357	388	290	424
Sold	209	239	235	264	370	249	213
Avg. Sale \$	\$333,552	\$332,280	\$342,122	\$404,769	\$494,160	\$684,086	\$538,458



NEW  
LISTINGS

424  
↑46.21%



CLOSED  
SALES

213  
↓14.46%



AVERAGE  
SALES PRICE

\$538,458  
↓21.29%



CURRENT  
INVENTORY

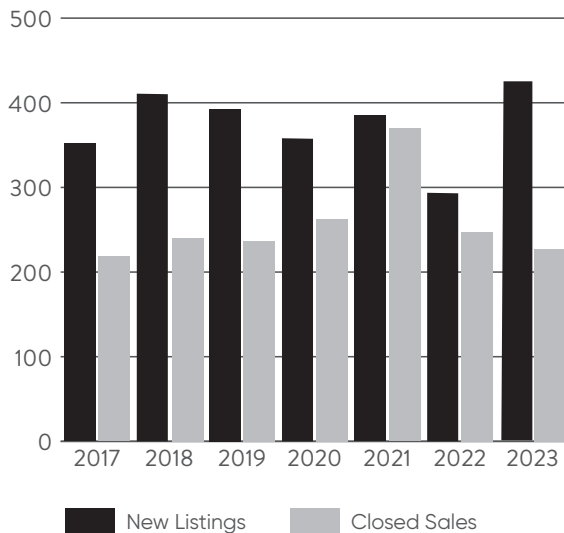
137  
↑211.36%



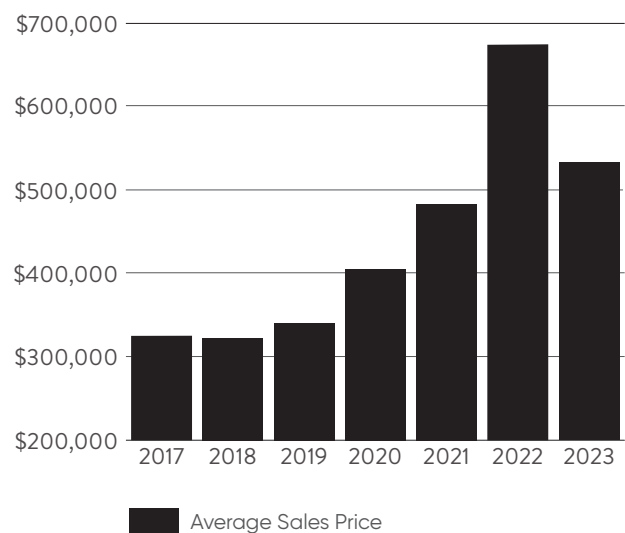
MONTHS OF  
SUPPLY

7.72  
↑263.99%

12 MONTH NEW LISTINGS  
AND CLOSED SALES



12 MONTH AVERAGE  
SALES PRICE



### SUMMARY

With 213 properties sold, sales were down 14.46% from the preceding 12-month period when 249 properties were sold. New listings were up 46.21%, from 290 to 424. The average sales price was down 21.29%, from \$684,086 to \$538,458. As of November 30, 2023, inventory stood at 137 units while months of supply was 7.72 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of November 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	46	77	7.17	\$517,569
Matlacha	21	19	13.26	\$640,474
St James City	59	98	7.22	\$566,757

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	11	18	7.33	\$377,083
Matlacha	0	0	—	—
St James City	0	1	—	\$340,000





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is exponentially more  
rewarding, when you're  
also number One.



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Source: SWFLA MLS by sales volume in Lee & Collier Counties combined from January 1, 2023 through June 30, 2023.