

MONTHLY MARKET REPORT - SEPTEMBER 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

## SEPTEMBER 2023

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# SOUTHWEST FLORIDA

## MARKET REPORT - SEPTEMBER 2023



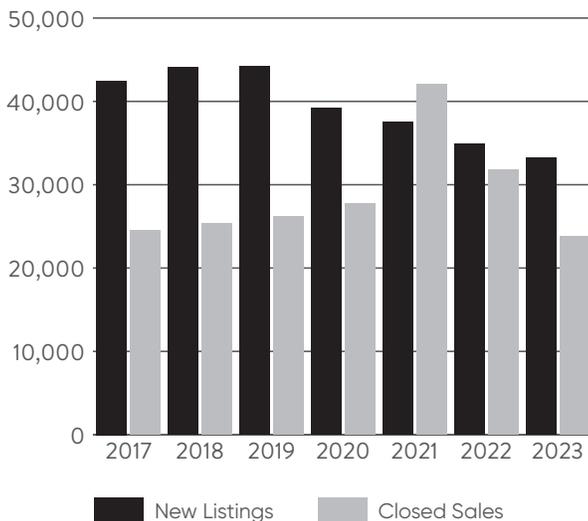
CHRISTIE'S  
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

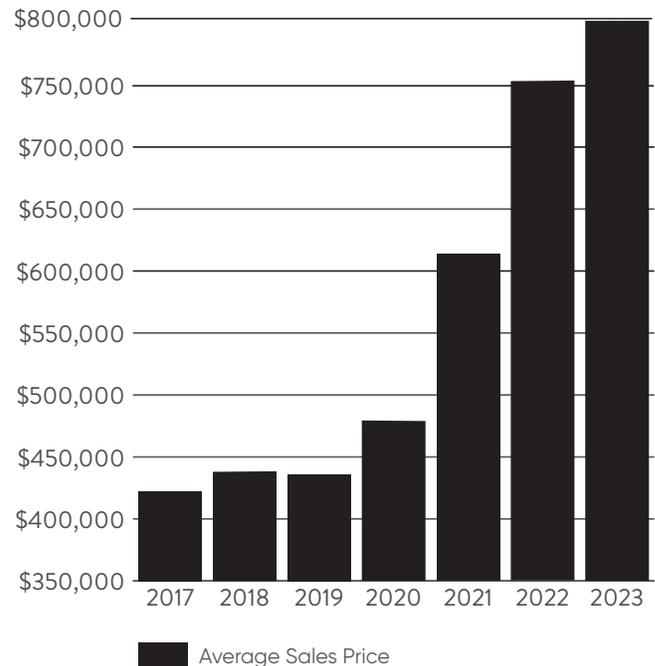
	2017	2018	2019	2020	2021	2022	2023
Listed	41,064	43,820	43,024	39,669	37,884	35,759	33,906
Sold	24,655	26,035	26,430	28,621	41,559	30,650	24,162
Avg. Sale \$	\$431,408	\$446,967	\$445,504	\$480,186	\$615,992	\$754,596	\$799,508



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 24,162 properties sold, sales were down 21.17% from the preceding 12-month period when 30,650 properties were sold. New listings were down 5.18%, from 35,759 to 33,906. The average sales price was up 5.95%, from \$754,596 to \$799,508. As of September 30, 2023, inventory stood at 8,206 units while months of supply was 4.08 months.

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# NAPLES

## MARKET REPORT - SEPTEMBER 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	14,757	15,564	15,471	15,260	14,940	13,438	12,042
Sold	9,223	9,528	9,868	10,974	16,835	11,633	9,256
Avg. Sale \$	\$581,856	\$621,364	\$607,449	\$650,223	\$815,191	\$1,001,766	\$1,083,842



NEW LISTINGS

12,042  
↓10.39%



CLOSED SALES

9,256  
↓20.43%



AVERAGE SALES PRICE

\$1,083,842  
↑8.19%



CURRENT INVENTORY

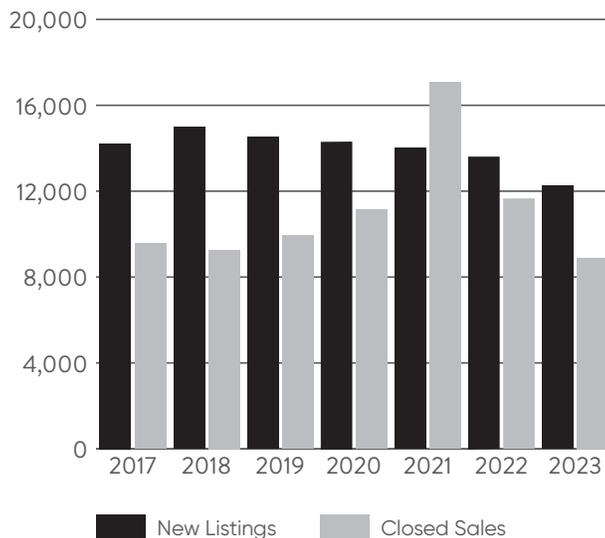
2,686  
↑30.45%



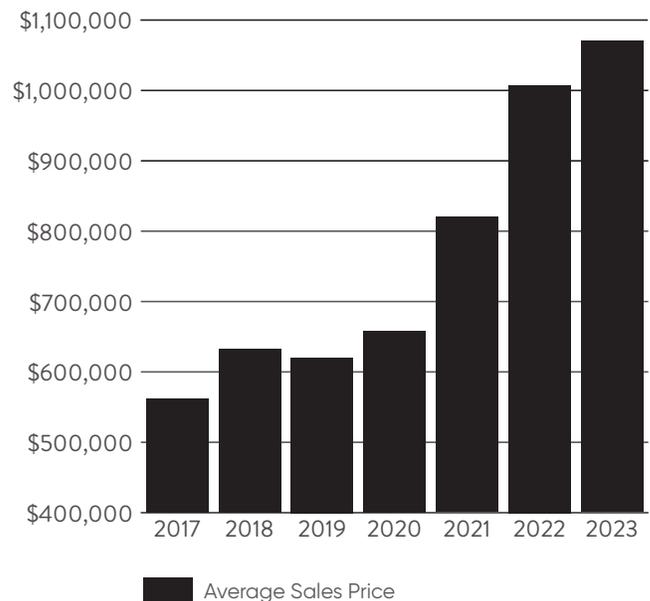
MONTHS OF SUPPLY

3.48  
↑63.95%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 9,256 properties sold, sales were down 20.43% from the preceding 12-month period when 11,633 properties were sold. New listings were down 10.39%, from 13,438 to 12,042. The average sales price was up 8.19%, from \$1,001,766 to \$1,083,842. As of September 30, 2023, inventory stood at 2,686 units while months of supply was 3.48 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	22	13	20.31	\$9,522,885
Audubon	7	25	3.36	\$2,513,181
Colliers Reserve	2	13	1.85	\$2,542,692
Crayton Road Area Non-Waterfront	51	110	5.56	\$3,707,773
Crayton Road Area Waterfront	18	16	13.50	\$5,897,663
Crossings	1	14	0.86	\$1,632,357
Esplanade	9	36	3.00	\$2,055,291
Grey Oaks	11	42	3.14	\$4,216,917
Isles of Collier Preserve	12	56	2.57	\$2,012,342
Kensington	2	20	1.20	\$1,670,825
Lely Resort	14	94	1.79	\$1,331,415
Mediterra	6	33	2.18	\$3,702,479
Monterey	1	17	0.71	\$1,459,559
Olde Cypress	4	29	1.66	\$1,582,117
Olde Naples	29	55	6.33	\$6,910,527
Pelican Bay	12	36	4.00	\$3,718,129
Pelican Bay - Bay Colony	7	4	21.00	\$7,075,769
Pelican Marsh	8	33	2.91	\$2,085,955
Pine Ridge	19	26	8.77	\$6,330,654
Port Royal	24	22	13.09	\$17,425,000
Quail Creek	8	16	6.00	\$2,428,363
Quail West	11	38	3.47	\$4,414,226
The Quarry	6	34	2.12	\$1,685,263
Riverstone	8	42	2.29	\$1,131,326
Royal Harbor	16	21	9.14	\$4,253,525
The Strand	2	15	1.60	\$1,315,533
Tiburon	5	7	8.57	\$4,205,714
Treviso Bay	2	18	1.33	\$1,941,944
Vanderbilt Beach	22	15	17.60	\$3,620,000
Vineyards	9	68	1.59	\$1,304,978

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2023

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	41	88	5.59	\$870,275
Crayton Road Area Waterfront	91	181	6.03	\$2,392,034
The Dunes	9	19	5.68	\$1,980,789
Esplanade	8	39	2.46	\$701,703
Grey Oaks	3	9	4.00	\$2,218,778
Isles of Collier Preserve	11	59	2.24	\$813,816
Kensington	1	18	0.67	\$792,472
Lely Resort	27	130	2.49	\$574,342
Mediterra	4	10	4.80	\$1,677,000
Olde Naples	41	102	4.82	\$1,781,336
Pelican Bay	69	241	3.44	\$1,684,732
Pelican Bay - Bay Colony	5	12	5.00	\$7,122,075
Pelican Marsh	10	66	1.82	\$802,758
Pine Ridge	2	7	3.43	\$347,857
The Quarry	1	17	0.71	\$707,206
The Strand	0	56	—	\$566,777
Tiburon	3	29	1.24	\$1,568,414
Treviso Bay	11	58	2.28	\$578,212
Vanderbilt Beach	45	47	11.49	\$1,472,317
Vineyards	12	84	1.71	\$703,810

# MARCO ISLAND

## MARKET REPORT - SEPTEMBER 2023

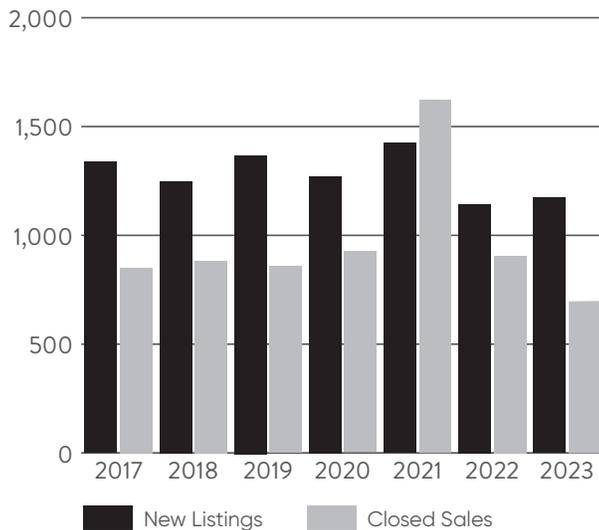


CHRISTIE'S  
INTERNATIONAL REAL ESTATE

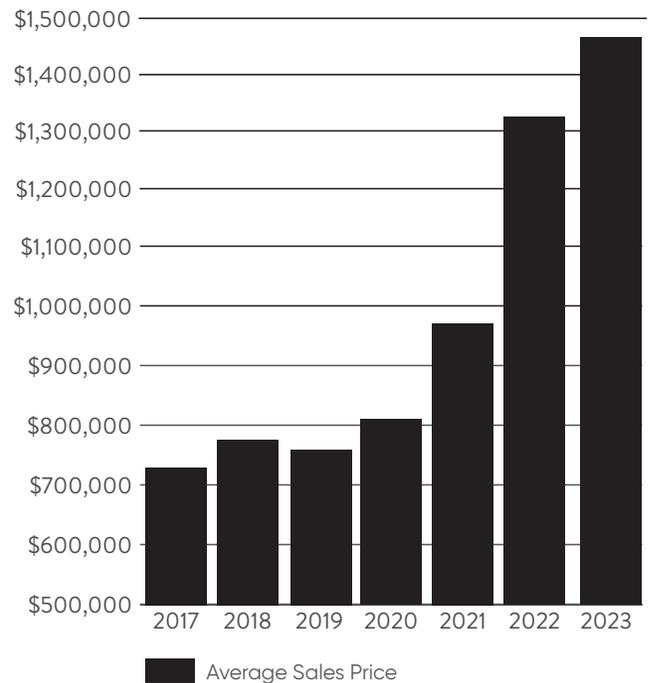
	2017	2018	2019	2020	2021	2022	2023
Listed	1,392	1,336	1,433	1,380	1,427	1,136	1,202
Sold	778	799	793	941	1,638	939	766
Avg. Sale \$	\$722,238	\$781,542	\$779,338	\$805,922	\$994,768	\$1,336,084	\$1,485,200



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 766 properties sold, sales were down 18.42% from the preceding 12-month period when 939 properties were sold. New listings were up 5.81%, from 1,136 to 1,202. The average sales price was up 11.16%, from \$1,336,084 to \$1,485,200. As of September 30, 2023, inventory stood at 374 units while months of supply was 5.86 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2023

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	62	95	7.83	\$3,297,794
Golf Course	4	12	4.00	\$1,206,708
Gulf Front	0	0	—	—
Indirect Waterfront	52	140	4.46	\$2,032,970
Inland	38	113	4.04	\$1,125,420
Preserve	4	4	12.00	\$2,896,250

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	49	89	6.61	\$736,516
Golf Course	0	4	0.00	\$1,462,500
Gulf Front	77	152	6.08	\$1,434,274
Gulf View	25	28	10.71	\$1,262,429
Indirect Waterfront	5	26	2.31	\$661,462
Inland	49	97	6.06	\$421,406
Preserve	8	6	16.00	\$614,500

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	16	66	2.91	\$1,745,076
Isles Of Capri	5	18	3.33	\$1,276,111
Naples Reserve	16	63	3.05	\$1,346,531
Winding Cypress	4	25	1.92	\$1,046,265

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	33	70	5.66	\$679,625
Hammock Bay Golf and Country Club	18	44	4.91	\$766,430
Isles Of Capri	5	12	5.00	\$720,895

# BONITA SPRINGS - ESTERO

## MARKET REPORT - SEPTEMBER 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	4,767	4,643	4,572	4,614	4,161	3,838	3,607
Sold	2,976	3,025	3,107	3,281	4,928	3,375	2,894
Avg. Sale \$	\$414,978	\$395,847	\$414,690	\$422,471	\$525,646	\$676,667	\$762,782



NEW LISTINGS

3,607  
↓6.02%



CLOSED SALES

2,894  
↓14.25%



AVERAGE SALES PRICE

\$762,782  
↑12.73%



CURRENT INVENTORY

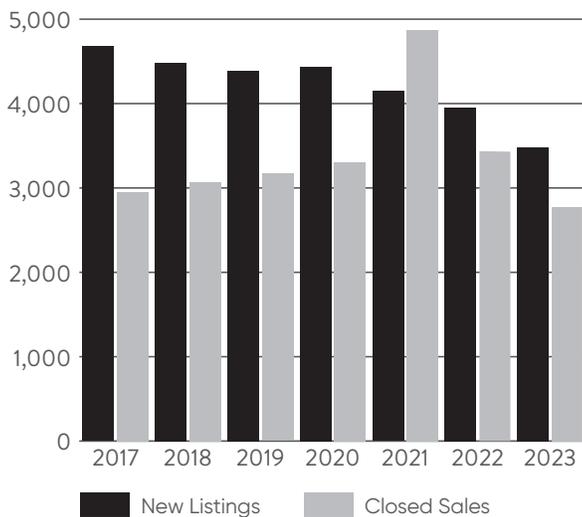
704  
↑61.10%



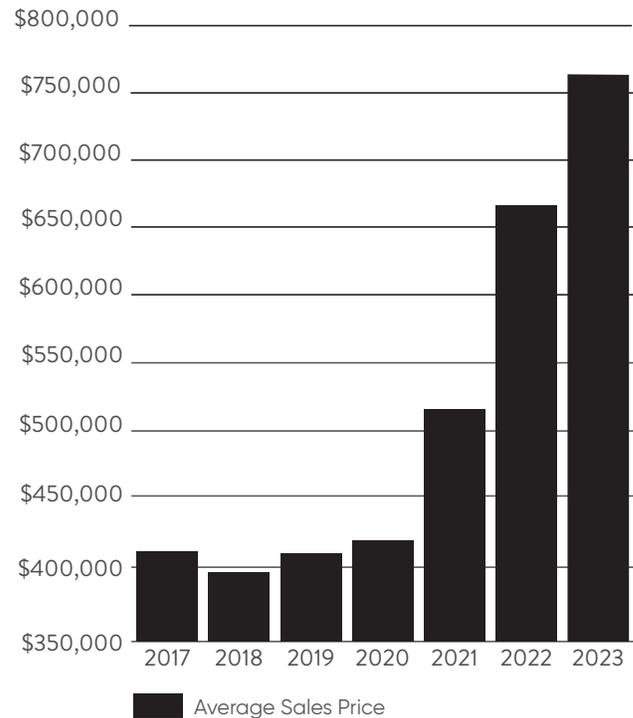
MONTHS OF SUPPLY

2.92  
↑87.87%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 2,894 properties sold, sales were down 14.25% from the preceding 12-month period when 3,375 properties were sold. New listings were down 6.02%, from 3,838 to 3,607. The average sales price was up 12.73%, from \$676,667 to \$762,782. As of September 30, 2023, inventory stood at 704 units while months of supply was 2.92 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2023

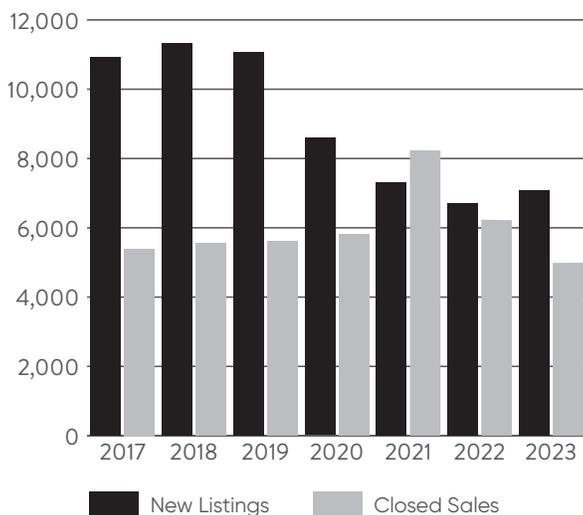
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	10	9	13.33	\$6,247,222
Bonita Bay	10	48	2.50	\$2,173,766
The Brooks	6	66	1.09	\$1,334,809
Palmira Golf and Country Club	9	26	4.15	\$982,462
Pelican Landing	10	40	3.00	\$1,391,538
Pelican Landing - The Colony	2	9	2.67	\$2,540,556
Pelican Sound	0	9	—	\$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	6	5	14.40	\$2,559,000
Bonita Bay	34	120	3.40	\$2,022,112
The Brooks	22	79	3.34	\$528,421
Palmira Golf and Country Club	5	17	3.53	\$670,582
Pelican Landing	7	61	1.38	\$589,984
Pelican Landing - The Colony	26	55	5.67	\$1,509,723
Pelican Sound	2	25	0.96	\$587,862
West Bay Club	11	24	5.50	\$892,792

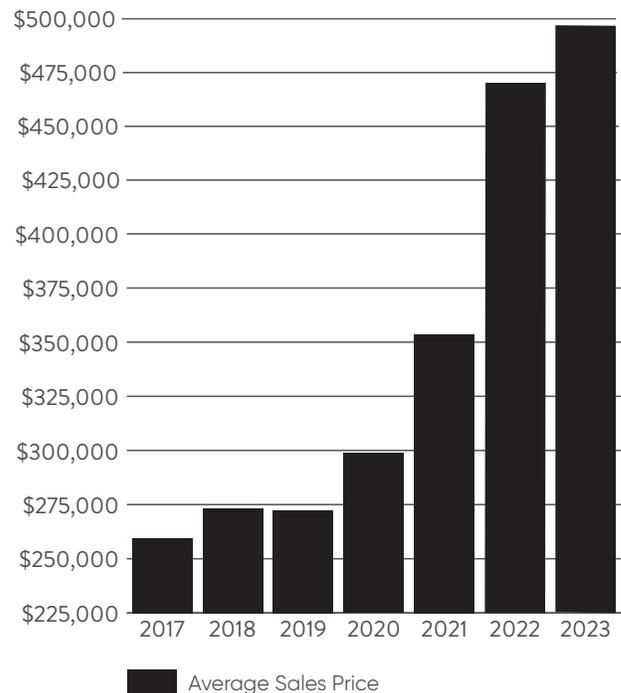
	2017	2018	2019	2020	2021	2022	2023
Listed	10,606	11,580	11,133	8,457	7,279	6,772	7,056
Sold	5,294	5,662	5,754	5,925	8,137	6,134	4,946
Avg. Sale \$	\$265,663	\$274,267	\$274,137	\$299,715	\$362,239	\$472,314	\$497,732

 <b>NEW LISTINGS</b> <b>7,056</b> ↑4.19%	 <b>CLOSED SALES</b> <b>4,946</b> ↓19.37%	 <b>AVERAGE SALES PRICE</b> <b>\$497,732</b> ↑5.38%	 <b>CURRENT INVENTORY</b> <b>1,586</b> ↑103.59%	 <b>MONTHS OF SUPPLY</b> <b>3.85</b> ↑152.50%
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12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 4,946 properties sold, sales were down 19.37% from the preceding 12-month period when 6,134 properties were sold. New listings were up 4.19%, from 6,772 to 7,056. The average sales price was up 5.33%, from \$472,314 to \$497,732. As of September 30, 2023, inventory stood at 1,586 units while months of supply was 3.85 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	6	19	3.79	\$907,542
Colonial Country Club	8	26	3.69	\$618,911
Crown Colony	5	11	5.45	\$876,909
Esplanade Lake Club	7	34	2.47	\$1,400,923
Fiddlesticks Country Club	9	23	4.70	\$901,126
The Forest	7	33	2.55	\$639,288
Gulf Harbour Yacht And Country Club	8	30	3.20	\$1,688,970
Miromar Lakes Beach And Golf Club	12	33	4.36	\$2,215,594
Parker Lakes	6	18	4.00	\$459,817
Paseo	4	16	3.00	\$938,234
The Plantation	27	90	3.60	\$682,771
Shadow Wood Preserve	4	5	9.60	\$1,309,500
Town And River	6	23	3.13	\$1,125,104
Wildblue	27	129	2.51	\$1,493,958

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	25	61	4.92	\$363,856
Crown Colony	4	10	4.80	\$468,790
Downtown Fort Myers	66	112	7.07	\$464,375
Esplanade Lake Club	5	10	6.00	\$515,171
Fiddlesticks Country Club	4	12	4.00	\$373,250
The Forest	22	40	6.60	\$253,260
Gulf Harbour Yacht And Country Club	33	85	4.66	\$899,333
Miromar Lakes Beach And Golf Club	17	26	7.85	\$1,137,846
Parker Lakes	12	34	4.24	\$315,822
Paseo	13	82	1.90	\$410,112
The Plantation	7	17	4.94	\$524,141
Shadow Wood Preserve	2	1	24.00	\$407,000
Town And River	3	5	7.20	\$317,750

# FORT MYERS BEACH

## MARKET REPORT - SEPTEMBER 2023

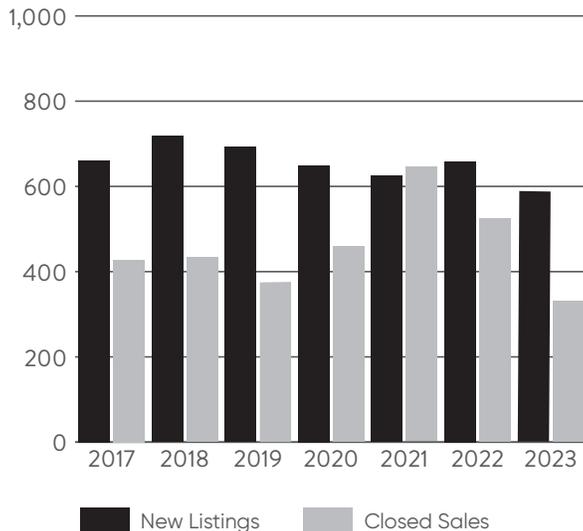


CHRISTIE'S  
INTERNATIONAL REAL ESTATE

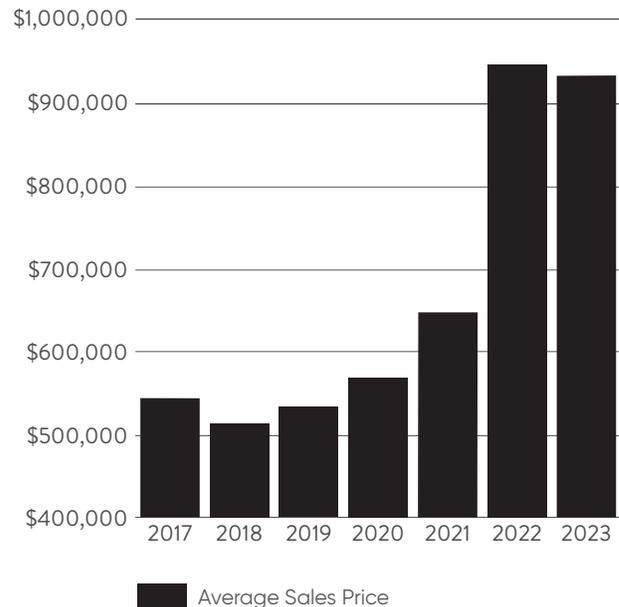
	2017	2018	2019	2020	2021	2022	2023
Listed	655	733	690	676	609	648	596
Sold	417	423	394	457	644	513	358
Avg. Sale \$	\$547,788	\$505,908	\$541,619	\$574,044	\$665,564	\$942,073	\$936,972



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 358 properties sold, sales were down 30.71% from the preceding 12-month period when 513 properties were sold. New listings were down 8.02%, from 648 to 596. The average sales price was down 0.54%, from \$942,073 to \$936,972. As of September 30, 2023, inventory stood at 176 units while months of supply was 5.90 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	9	18	6.00	\$960,889
Laguna Shores	4	22	2.18	\$941,614
Mcphie Park	8	8	12.00	\$1,717,419

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	4	4	12.00	\$540,000
Ocean Harbor Condo	5	1	60.00	\$850,000
Sandarac Condo	5	5	12.00	\$618,150
Waterside At Bay Beach	21	59	4.27	\$1,416,869

# SANIBEL-CAPTIVA

## MARKET REPORT - SEPTEMBER 2023

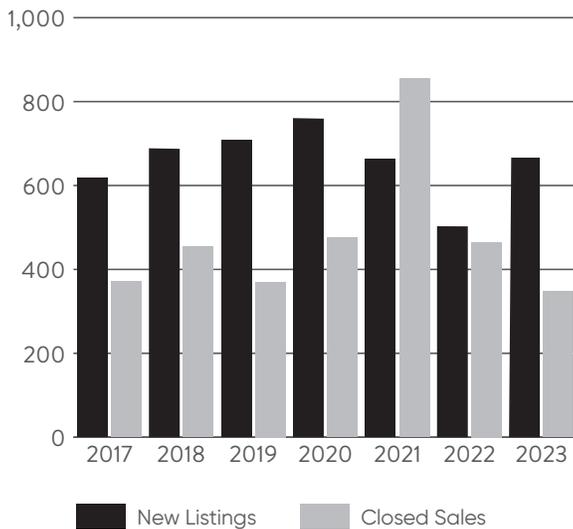


CHRISTIE'S  
INTERNATIONAL REAL ESTATE

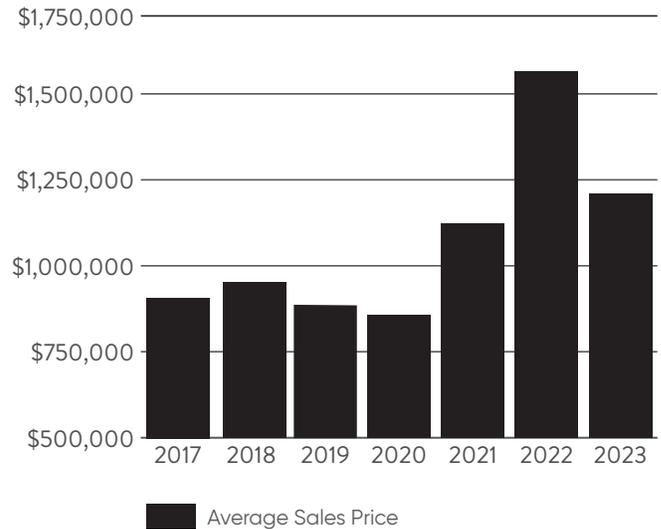
	2017	2018	2019	2020	2021	2022	2023
Listed	604	689	703	791	659	483	667
Sold	395	451	372	463	830	461	363
Avg. Sale \$	\$951,453	\$990,003	\$948,808	\$931,426	\$1,159,575	\$1,622,725	\$1,246,471



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 363 properties sold, sales were down 21.26% from the preceding 12-month period when 461 properties were sold. New listings were down 38.10%, from 483 to 667. The average sales price was down 23.19%, from \$1,622,725 to \$1,246,471. As of September 30, 2023, inventory stood at 179 units while months of supply was 5.92 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	5	12	5.00	\$1,040,500
Captiva Island	25	17	17.65	\$2,263,214
Dunes At Sanibel Island	9	24	4.50	\$841,438
Other Sanibel Island Single-Family	64	213	3.61	\$1,361,766

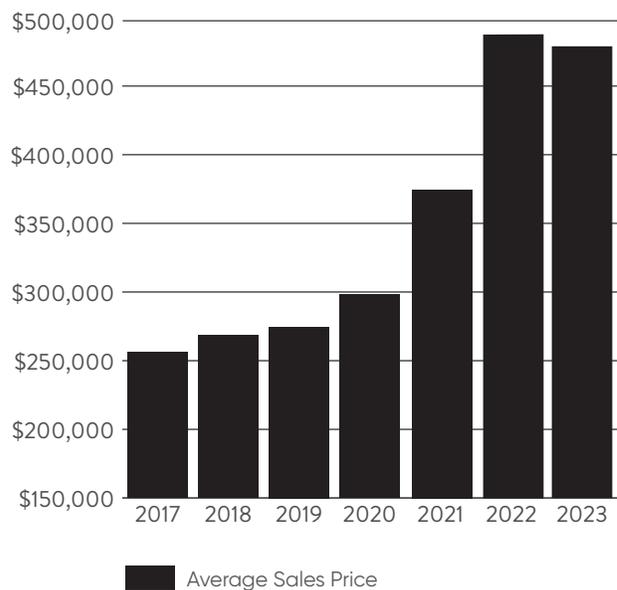
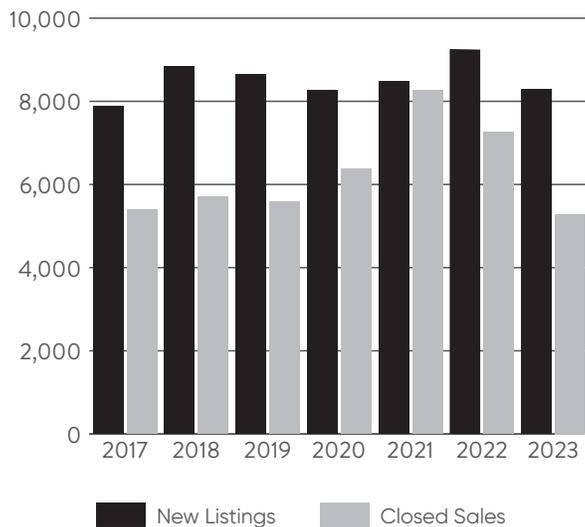
Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	16	15	12.80	\$905,050
Sundial Of Sanibel Condos	52	72	8.67	\$990,569
Other Sanibel Island Condos	8	10	9.60	\$636,100

	2017	2018	2019	2020	2021	2022	2023
Listed	7,921	8,860	8,623	8,128	8,416	9,129	8,353
Sold	5,572	5,954	5,903	6,347	8,165	7,311	5,389
Avg. Sale \$	\$262,448	\$271,289	\$279,584	\$299,990	\$383,877	\$494,618	\$480,111



12 MONTH NEW LISTINGS AND CLOSED SALES

12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,389 properties sold, sales were down 26.29% from the preceding 12-month period when 7,311 properties were sold. New listings were down 8.50%, from 9,129 to 8,353. The average sales price was down 2.93%, from \$494,618 to \$480,111. As of September 30, 2023, inventory stood at 2,381 units while months of supply was 5.30 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	8	6	16.00	\$2,208,333
Cape Royal	4	30	1.60	\$779,781
Yacht Club	13	23	6.78	\$854,783

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	17	23	8.87	\$591,452
Tarpon Point Marina	9	10	10.80	\$1,465,000

# PINE ISLAND-MATLACHA

## MARKET REPORT - SEPTEMBER 2023



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	362	415	399	363	393	315	383
Sold	216	230	239	233	382	284	190
Avg. Sale \$	\$329,571	\$339,307	\$333,812	\$385,977	\$480,278	\$675,360	\$544,730



NEW LISTINGS

383  
↑21.59%



CLOSED SALES

190  
↓33.10%



AVERAGE SALES PRICE

\$544,730  
↓19.34%



CURRENT INVENTORY

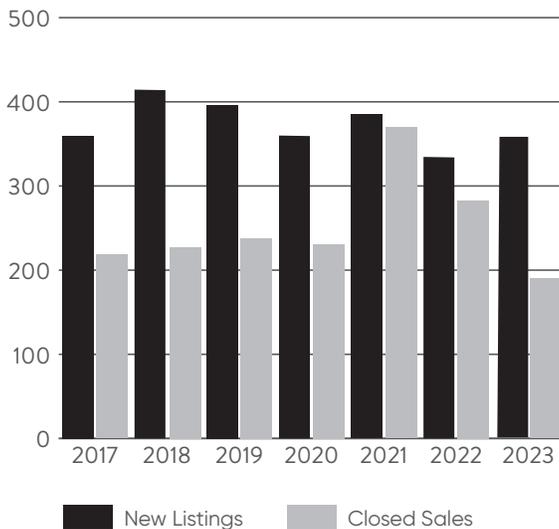
120  
↑135.29%



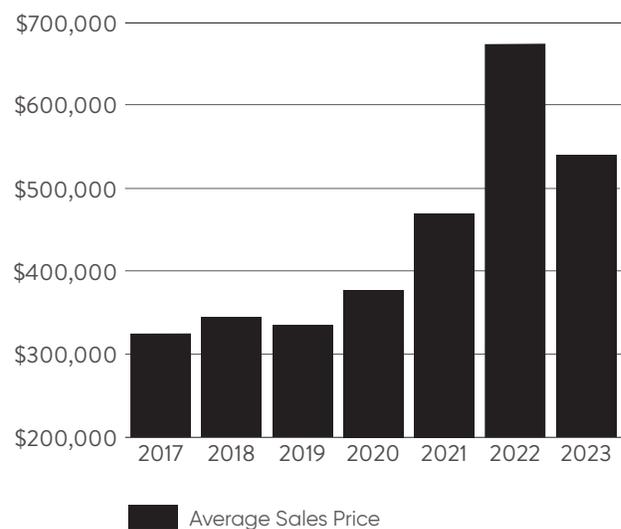
MONTHS OF SUPPLY

7.58  
↑251.70%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 190 properties sold, sales were down 33.10% from the preceding 12-month period when 284 properties were sold. New listings were up 21.59%, from 315 to 383. The average sales price was down 19.34%, from \$675,360 to \$544,730. As of September 30, 2023, inventory stood at 120 units while months of supply was 7.58 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2023

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	55	69	9.57	\$532,058
Matlacha	17	16	12.75	\$679,000
St James City	39	88	5.32	\$560,911

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	9	16	6.75	\$388,906
Matlacha	0	0	—	—
St James City	0	1	0.00	\$340,000

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