

PELICAN BAY MARKET REPORT - Q4 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

\$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



PELICAN BAY

PELICAN BAY MONTHLY MARKET REPORT

Q4 2023

Pelican Bay Single-Family Homes	2
Pelican Bay Villas	3
Pelican Bay High-Rise Condominiums	4
Pelican Bay Low-Rise and Mid-Rise Condominiums	5
Bay Colony Single-Family Homes	6
Bay Colony Villas	7
Bay Colony Condominiums	8

PELICAN BAY SINGLE-FAMILY HOMES

MARKET REPORT - Q4 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2017	2018	2019	2020	2021	2022	2023
Listed	53	67	47	53	49	30	21
Sold	37	38	28	45	54	30	16
Avg. Sale \$	\$1,715,628	\$2,289,248	\$2,078,304	\$2,671,753	\$3,473,364	\$4,986,533	\$3,706,290



NEW
LISTINGS

21
↓30.00%



CLOSED
SALES

16
↓46.67%



AVERAGE
SALES PRICE

\$3,706,290
↓25.67%



CURRENT
INVENTORY

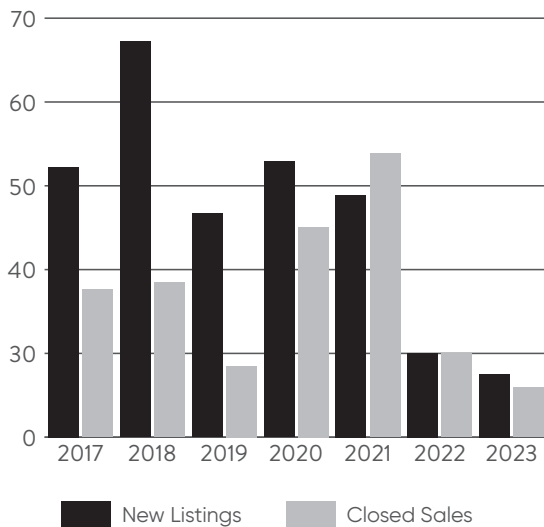
14
↑55.56%



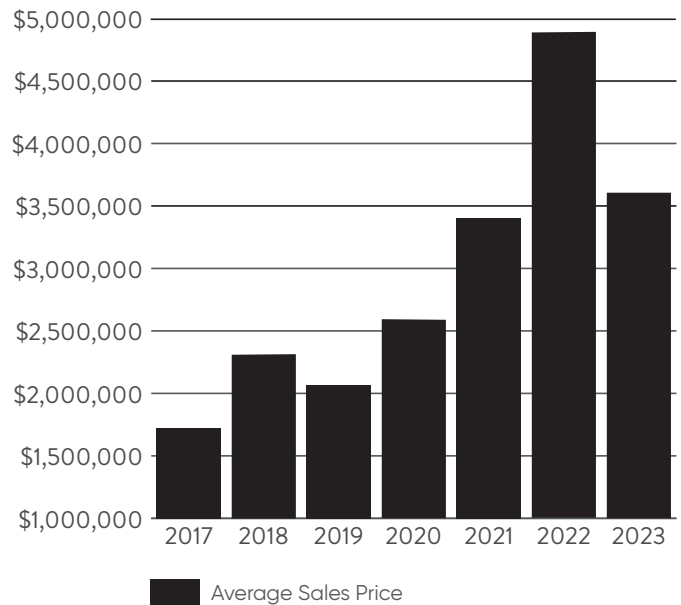
MONTHS OF
SUPPLY

10.50
↑191.67%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 16 properties sold, sales were down 46.67% from the preceding 12-month period when 30 properties were sold. New listings were down 30.00%, from 30 to 21. The average sales price, at \$3,706,290 was down 25.67% from \$4,986,533. As of December 31, 2023, inventory stood at 14 units while months of supply was 10.50 months.

PELICAN BAY VILLAS

MARKET REPORT - Q4 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	27	51	52	41	35	26	35
Sold	27	35	31	50	40	21	29
Avg. Sale \$	\$1,218,981	\$1,304,684	\$1,184,065	\$1,451,730	\$1,551,188	\$2,109,738	\$2,292,500



NEW LISTINGS

35
↑34.62%



CLOSED SALES

29
↑38.10%



AVERAGE SALES PRICE

\$2,292,500
↑8.66%



CURRENT INVENTORY

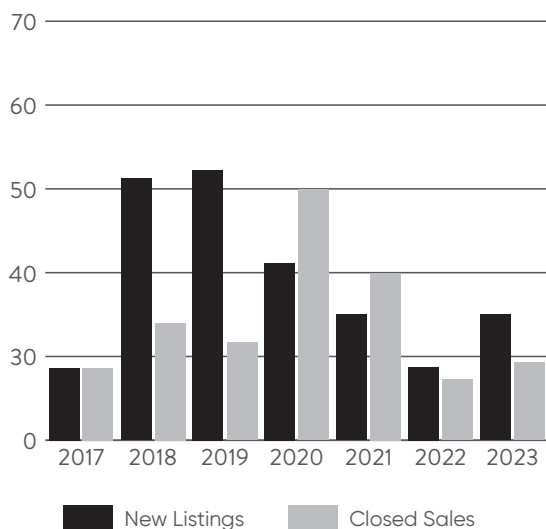
9
↑50.00%



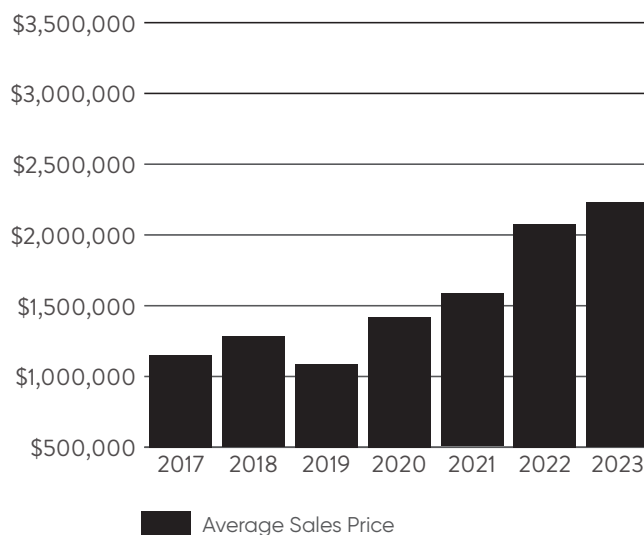
MONTHS OF SUPPLY

3.72
↑6.82%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 29 properties sold, sales were up 38.10% from the preceding 12-month period when 21 properties were sold. New listings were up 34.62%, from 26 to 35. The average sales price, at \$2,292,500 was up 8.66% from \$2,109,738. As of December 31, 2023, inventory stood at 9 units while months of supply was 3.72 months.

PELICAN BAY HIGH-RISE CONDOMINIUMS

MARKET REPORT - Q4 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	113	137	157	155	162	109	155
Sold	89	71	101	122	182	100	96
Avg. Sale \$	\$1,293,708	\$1,178,672	\$1,930,743	\$1,479,470	\$1,768,406	\$2,366,640	\$2,220,172



NEW
LISTINGS

155
↑42.20%



CLOSED
SALES

96
↓4.00%



AVERAGE
SALES PRICE

\$2,220,172
↓6.19%



CURRENT
INVENTORY

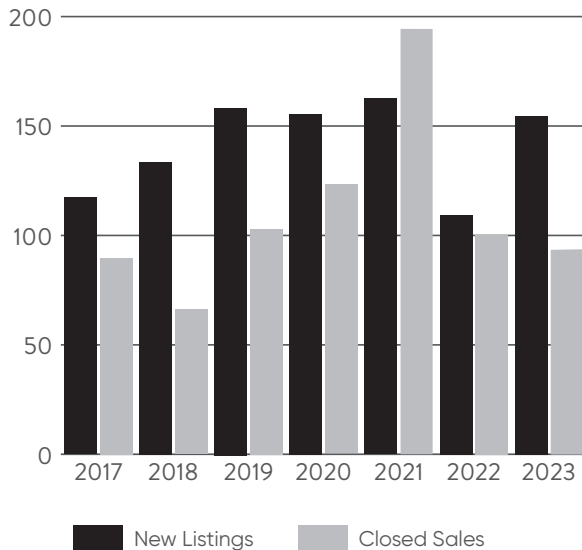
65
↑333.33%



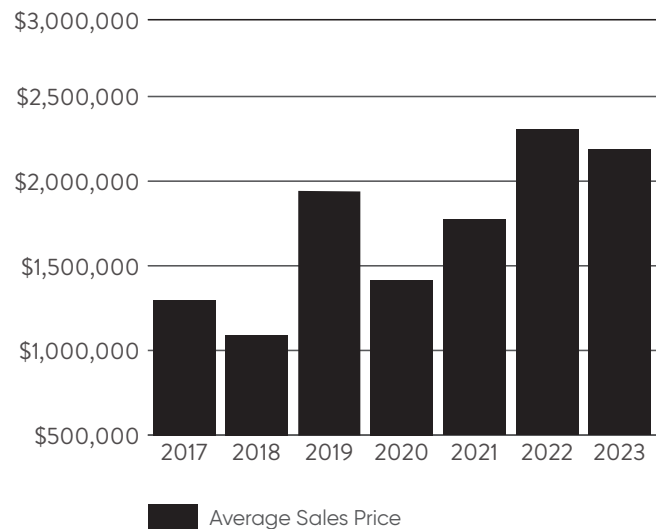
MONTHS OF
SUPPLY

8.13
↑351.39%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 96 properties sold, sales were down 4% from the preceding 12-month period when 100 properties were sold. New listings were up 42.20%, from 109 to 155. The average sales price, at \$2,220,172 was down 6.19% from \$2,366,640. As of December 31, 2023, inventory stood at 65 units while months of supply was 8.13 months.

PELICAN BAY LOW-RISE AND MID-RISE CONDOMINIUMS

MARKET REPORT - Q4 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	177	205	168	181	188	152	167
Sold	144	142	106	137	222	122	126
Avg. Sale \$	\$603,249	\$597,950	\$583,730	\$582,520	\$720,509	\$1,067,848	\$1,079,980



NEW
LISTINGS

167
↑9.87%



CLOSED
SALES

126
↑3.28%



AVERAGE
SALES PRICE

\$1,079,980
↑1.14%



CURRENT
INVENTORY

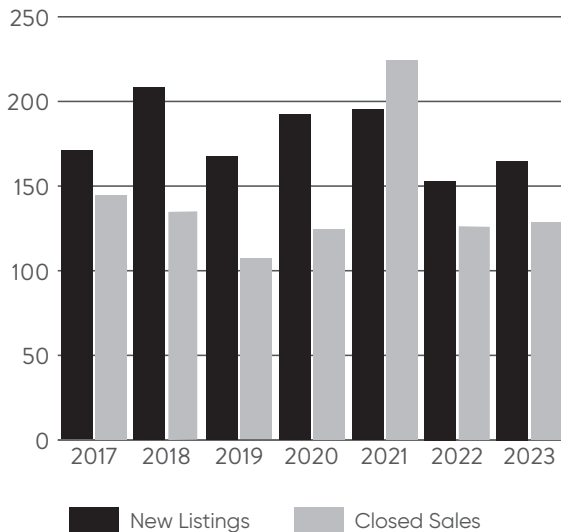
53
↑130.43%



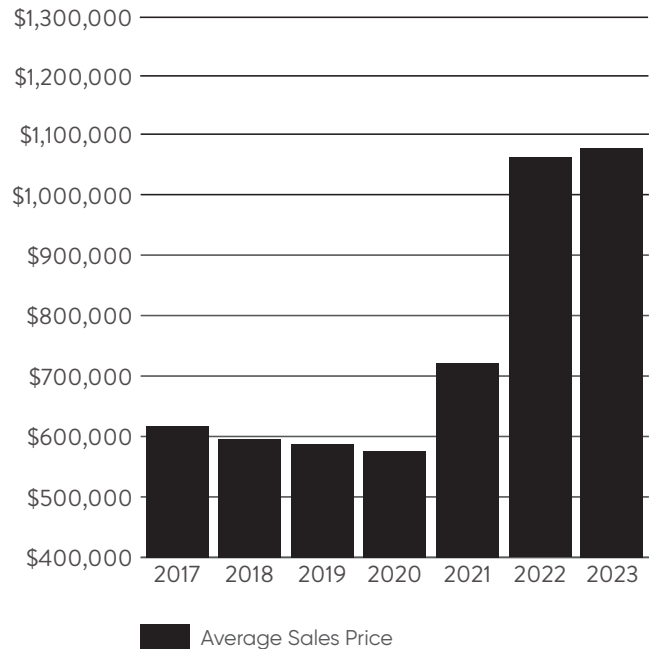
MONTHS OF
SUPPLY

5.05
↑123.12%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 126 properties sold, sales were up 3.28% from the preceding 12-month period when 122 properties were sold. New listings were up 9.87%, from 152 to 167. The average sales price, at \$1,079,980 was up 1.14% from \$1,067,848. As of December 31, 2023, inventory stood at 53 units while months of supply was 5.05 months.

BAY COLONY SINGLE-FAMILY HOMES

MARKET REPORT - Q4 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	5	10	6	11	11	3	6
Sold	2	3	5	7	9	2	1
Avg. Sale \$	\$3,475,000	\$3,450,000	\$8,764,000	\$7,297,143	\$9,805,556	\$5,066,000	\$15,900,000



NEW
LISTINGS

6
↑100.00%



CLOSED
SALES

1
↓50.00%



AVERAGE
SALES PRICE

\$15,900,000
↑213.86%*



CURRENT
INVENTORY

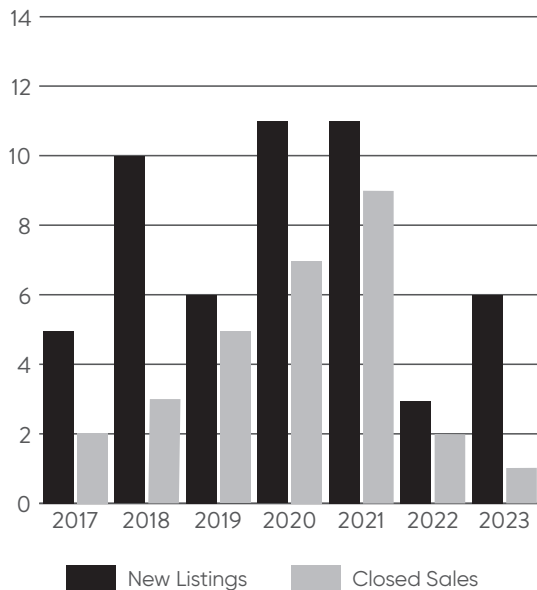
7
↑133.33%



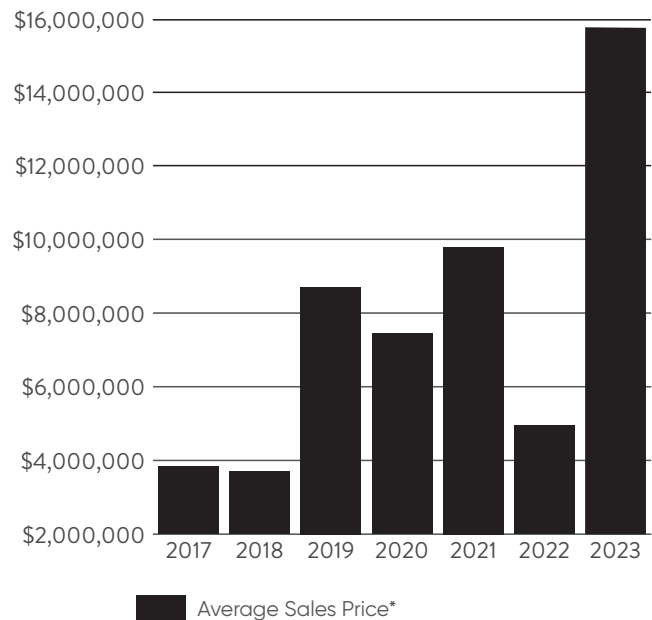
MONTHS OF
SUPPLY

84.00
↑366.67%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 1 property sold, sales were down 50% from the preceding 12-month period when 2 properties were sold. New listings were up 100%, from 3 to 6. The average sales price, at \$15,900,000 was up 213.86% from \$5,066,000. As of December 31, 2023, inventory stood at 7 units while months of supply was 84 months.

BAY COLONY VILLAS

MARKET REPORT - Q4 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	5	4	10	11	7	5	7
Sold	1	4	2	5	12	3	3
Avg. Sale \$	\$3,200,000	\$3,125,000	\$2,300,018	\$4,110,000	\$2,972,083	\$4,944,000	\$4,134,358



NEW LISTINGS

7
↑40.00%



CLOSED SALES

3
●0.00%



AVERAGE SALES PRICE

\$4,134,358
↓16.38%



CURRENT INVENTORY

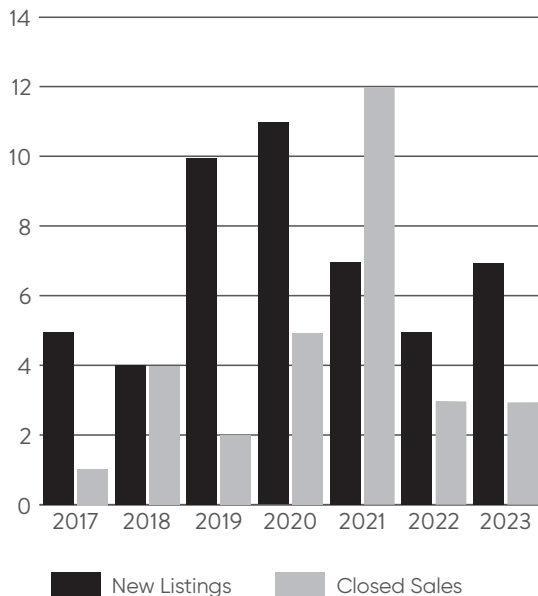
3
↑200.00%



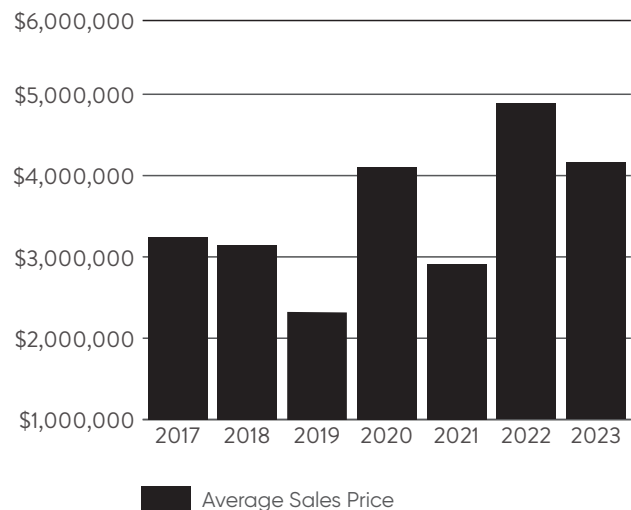
MONTHS OF SUPPLY

12.00
↑12.00%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 3 properties sold, sales were static from the preceding 12-month period. New listings were up 40%, from 5 to 7. The average sales price, at \$4,134,358 was down 16.38% from \$4,944,000. As of December 31, 2023, inventory stood at 3 units while months of supply was 12 months.

BAY COLONY CONDOMINIUMS

MARKET REPORT - Q4 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2017	2018	2019	2020	2021	2022	2023
Listed	54	52	48	58	40	21	24
Sold	24	35	26	40	59	19	14
Avg. Sale \$	\$3,006,038	\$3,171,886	\$3,586,908	\$2,612,275	\$3,392,034	\$4,524,349	\$6,904,636



NEW LISTINGS

24
↓14.29%



CLOSED SALES

14
↓26.32%



AVERAGE SALES PRICE

\$6,904,636
↑52.61%



CURRENT INVENTORY

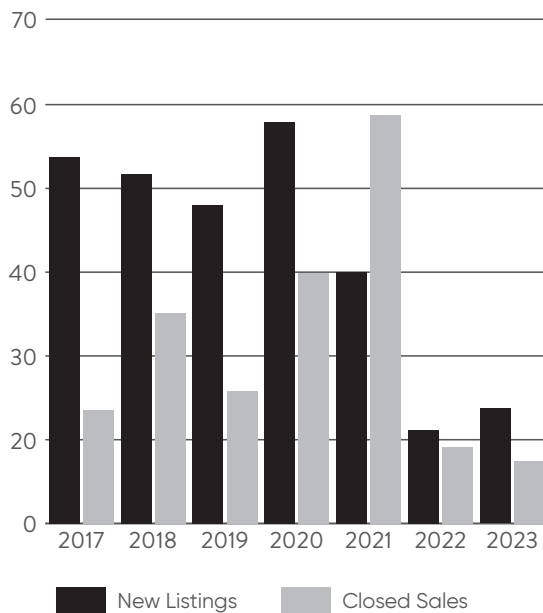
14
↑600.00%



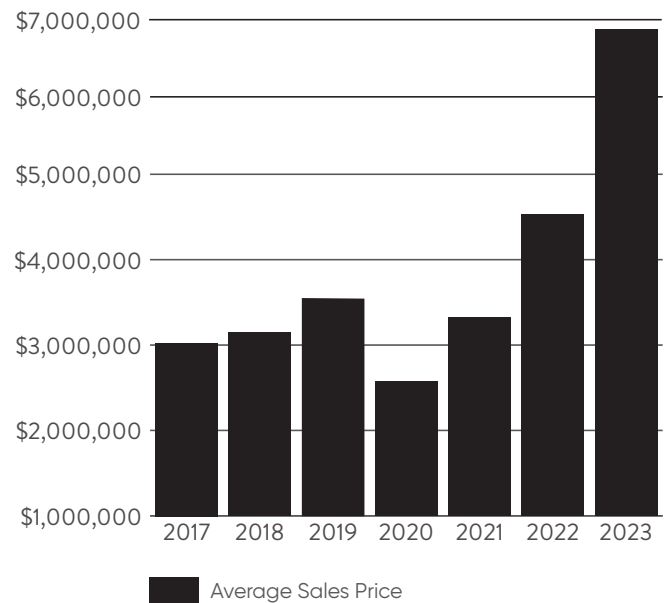
MONTHS OF SUPPLY

12.00
↑850.00%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 14 properties sold, sales were down 26.32% from the preceding 12-month period when 19 properties were sold. New listings were up 14.29%, from 21 to 24. The average sales price, at \$6,904,636, was up 52.61% from \$4,524,349. As of December 31, 2023, inventory stood at 14 units while months of supply was 12 months.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

#1 REAL ESTATE COMPANY IN SOUTHWEST FLORIDA

\$4.5 Billion in Sales Volume in 2023.
Over \$1.4 Billion ahead of our nearest competitor.

The Local Authority in Southwest Florida Real Estate.
Contact us to market your home today.



JohnRWood.com | (239) 262-1900

Source: SWFL MLS. Residential Sales Volume Excluding Manufactured Housing in Lee and Collier Counties. 1/1/2023 through 12/31/2023.