

MONTHLY MARKET REPORT - FEBRUARY 2024



**JOHN R. WOOD**<sup>TM</sup>  
— PROPERTIES —  
**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE

A LOCAL LEGACY  
OF ACHIEVEMENT

**\$4.5B+**  
IN CLOSED  
SALES VOLUME

**23**  
LOCATIONS FROM  
MARCO ISLAND TO  
PINE ISLAND

**850+**  
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

## FEBRUARY 2024

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 - FEBRUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2018	2019	2020	2021	2022	2023	2024
Listed	41,655	44,097	41,244	36,836	35,861	35,262	38,510
Sold	24,782	25,787	28,148	33,959	38,237	26,549	24,042
Avg. Sale \$	\$438,349	\$448,925	\$447,389	\$539,022	\$655,854	\$801,774	\$790,211



NEW LISTINGS

38,510  
↑9.21%



CLOSED SALES

24,042  
↓9.44%



AVERAGE SALES PRICE

\$790,211  
↓1.44%



CURRENT INVENTORY

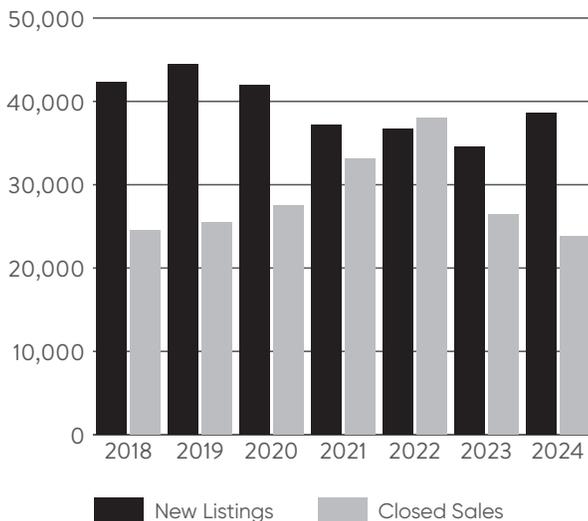
13,597  
↑100.43%



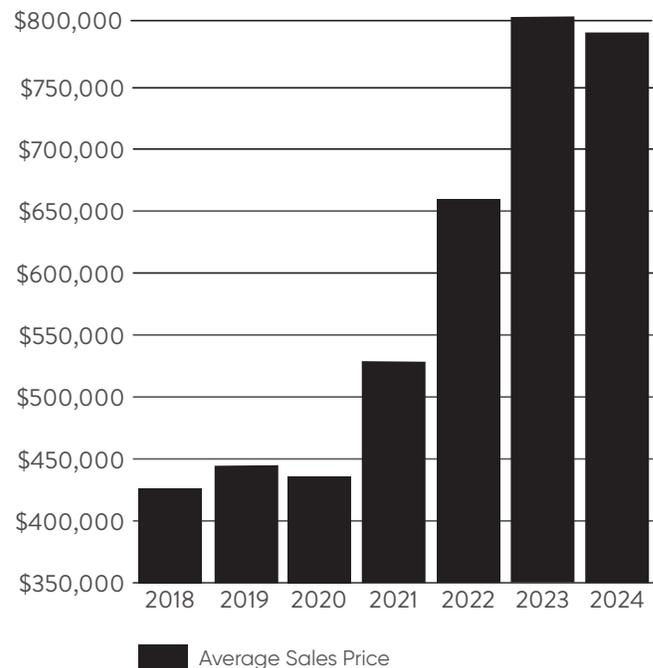
MONTHS OF SUPPLY

6.79  
↑121.33%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 24,042 properties sold, sales were down 9.44% from the preceding 12-month period when 26,549 properties were sold. New listings were up 9.21%, from 35,262 to 38,510. The average sales price was down 1.44%, from \$801,774 to \$790,211. As of February 29, 2024, inventory stood at 13,597 units while months of supply was 6.79 months.

# NAPLES

## MARKET REPORT - FEBRUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	14,726	15,771	15,090	14,609	13,742	13,287	13,372
Sold	9,232	9,485	10,550	13,387	15,190	10,277	8,970
Avg. Sale \$	\$604,329	\$618,708	\$608,014	\$730,321	\$858,833	\$1,083,317	\$1,054,905



NEW LISTINGS

13,372  
•0%



CLOSED SALES

8,970  
↓12.72%



AVERAGE SALES PRICE

\$1,054,905  
↓2.62%



CURRENT INVENTORY

4,984  
↑81.63%



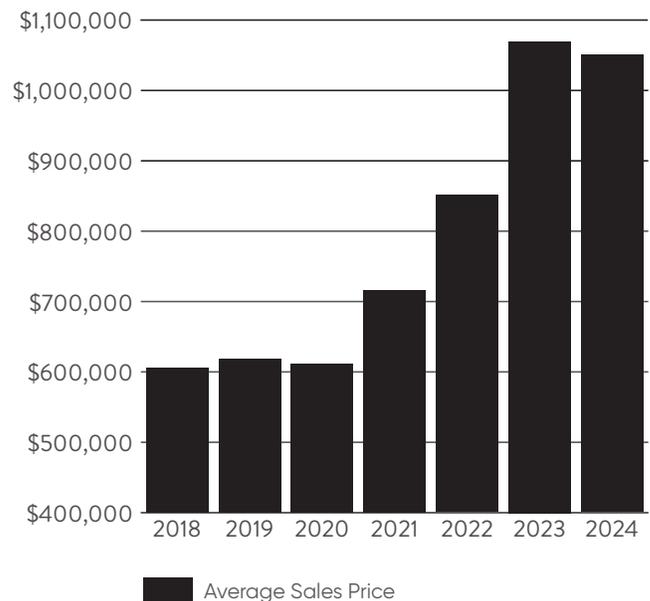
MONTHS OF SUPPLY

6.67  
↑108.10%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 8,970 properties sold, sales were down 12.72% from the preceding 12-month period when 10,227 properties were sold. New listings were static at 13,372. The average sales price was down 2.62%, from \$1,083,317 to \$1,054,905. As of February 29, 2024, inventory stood at 4,984 units while months of supply was 6.67 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 29, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	37	8	55.50	\$10,412,188
Audubon	12	22	6.55	\$2,656,910
Colliers Reserve	5	16	3.75	\$2,699,813
Crayton Road Area Non-Waterfront	77	84	11.00	\$3,955,262
Crayton Road Area Waterfront	21	16	15.75	\$7,469,850
Crossings	1	14	0.86	\$1,472,714
Esplanade	12	36	4.00	\$2,047,611
Grey Oaks	23	42	6.57	\$4,466,310
Isles of Collier Preserve	36	73	5.92	\$2,058,553
Kensington	1	16	0.75	\$1,767,125
Lely Resort	39	92	5.09	\$1,349,761
Mediterra	28	35	9.60	\$3,914,130
Monterey	9	13	8.31	\$1,610,962
Olde Cypress	7	32	2.63	\$1,544,731
Olde Naples	69	37	22.38	\$7,433,514
Pelican Bay	21	27	9.33	\$3,501,574
Pelican Bay - Bay Colony	14	2	84.00	\$4,576,538
Pelican Marsh	8	43	2.23	\$2,201,919
Pine Ridge	33	19	20.84	\$6,961,249
Port Royal	43	13	39.69	\$15,138,462
Quail Creek	13	18	8.67	\$2,619,722
Quail West	20	38	6.32	\$4,572,877
The Quarry	6	33	2.18	\$1,619,152
Riverstone	14	38	4.42	\$1,204,207
Royal Harbor	30	14	25.71	\$4,483,036
The Strand	4	16	3.00	\$1,488,000
Tiburon	3	9	4.00	\$3,951,667
Treviso Bay	4	20	2.40	\$2,063,275
Vanderbilt Beach	41	14	35.14	\$4,214,286
Vineyards	28	58	5.79	\$1,315,733

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

12-Month Sold Comparison Report for Select Communities

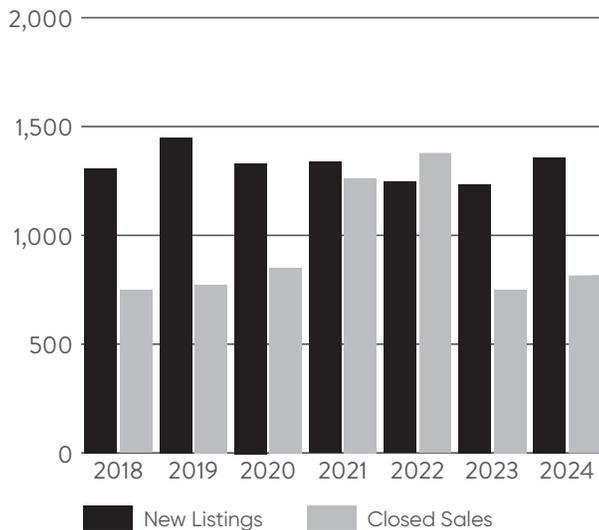
Monthly Snapshot as of February 29, 2024

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	96	81	14.22	\$868,136
Crayton Road Area Waterfront	212	207	12.29	\$2,532,042
The Dunes	34	19	21.47	\$1,820,789
Esplanade	23	44	6.27	\$718,473
Grey Oaks	5	9	6.67	\$2,474,222
Isles of Collier Preserve	28	67	5.01	\$841,227
Kensington	2	19	1.26	\$837,211
Lely Resort	59	137	5.17	\$597,240
Mediterra	9	7	15.43	\$1,580,000
Olde Naples	113	109	12.44	\$1,638,925
Pelican Bay	152	234	7.79	\$1,613,043
Pelican Bay - Bay Colony	23	8	34.50	\$8,455,625
Pelican Marsh	20	50	4.80	\$813,090
Pine Ridge	4	5	9.60	\$351,500
The Quarry	9	15	7.20	\$716,133
The Strand	10	56	2.14	\$599,268
Tiburon	15	29	6.21	\$1,579,793
Treviso Bay	11	65	2.03	\$591,960
Vanderbilt Beach	72	56	15.43	\$1,424,933
Vineyards	25	81	3.70	\$710,653

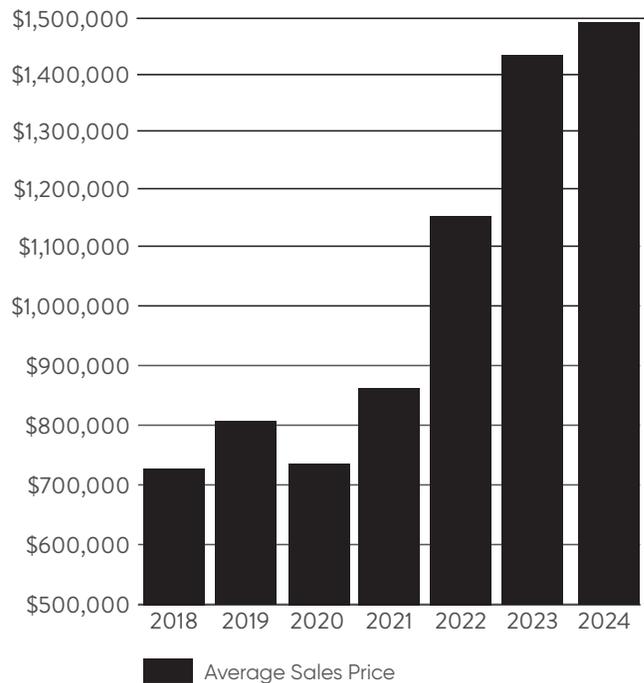
	2018	2019	2020	2021	2022	2023	2024
Listed	1,302	1,469	1,337	1,347	1,246	1,219	1,368
Sold	755	790	866	1,264	1,395	768	816
Avg. Sale \$	\$727,945	\$804,997	\$733,378	\$865,392	\$1,110,589	\$1,428,963	\$1,499,678

 <b>NEW LISTINGS</b> 1,368 ↑12.22%	 <b>CLOSED SALES</b> 816 ↑6.25%	 <b>AVERAGE SALES PRICE</b> \$1,499,678 ↑4.95%	 <b>CURRENT INVENTORY</b> 621 ↑60.47%	 <b>MONTHS OF SUPPLY</b> 9.13 ↑51.03%
---	--	---	--	--

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 816 properties sold, sales were up 6.25% from the preceding 12-month period when 768 properties were sold. New listings were up 12.22%, from 1,219 to 1,368. The average sales price was up 4.95%, from \$1,428,963 to \$1,499,678. As of February 29, 2024, inventory stood at 621 units while months of supply was 9.13 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 29, 2024

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	107	104	12.35	\$3,320,115
Golf Course	4	12	4.00	\$1,433,792
Gulf Front	85	160	6.38	\$1,970,656
Indirect Waterfront	70	120	7.00	\$1,122,684
Inland	7	5	16.80	\$3,350,000
Preserve	8	5	19.20	\$2,607,000

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	86	82	12.59	\$730,261
Golf Course	1	3	4.00	\$1,583,333
Gulf Front	138	172	9.63	\$1,338,775
Gulf View	24	27	10.67	\$1,228,148
Indirect Waterfront	12	30	4.80	\$685,600
Inland	81	93	10.45	\$442,546
Preserve	6	8	9.00	\$584,688

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	43	69	7.48	\$1,794,769
Isles Of Capri	17	19	10.74	\$1,488,158
Naples Reserve	35	54	7.78	\$1,324,471
Winding Cypress	14	23	7.30	\$1,126,739

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	55	76	8.68	\$662,871
Hammock Bay Golf and Country Club	35	44	9.55	\$773,884
Isles Of Capri	11	11	12.00	\$731,521

# BONITA SPRINGS - ESTERO

## MARKET REPORT - FEBRUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	4,563	4,900	4,586	4,198	3,834	3,827	4,156
Sold	2,897	3,076	3,257	4,001	4,306	3,072	2,906
Avg. Sale \$	\$409,289	\$408,360	\$409,896	\$459,368	\$571,163	\$724,858	\$778,357



NEW LISTINGS

4,156  
↑8.60%



CLOSED SALES

2,906  
↓5.40%



AVERAGE SALES PRICE

\$778,357  
↑7.38%



CURRENT INVENTORY

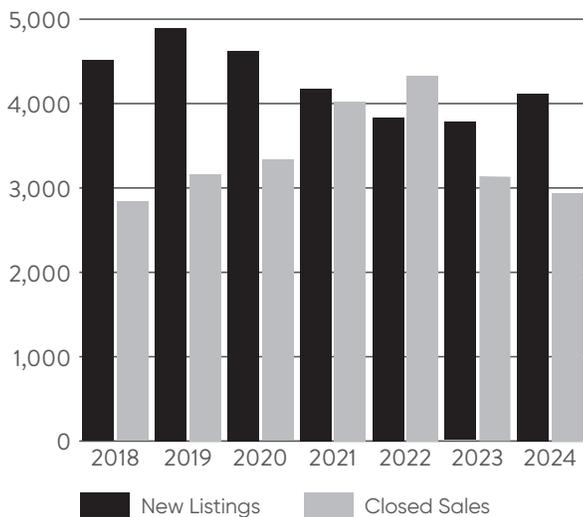
1,393  
↑116.64%



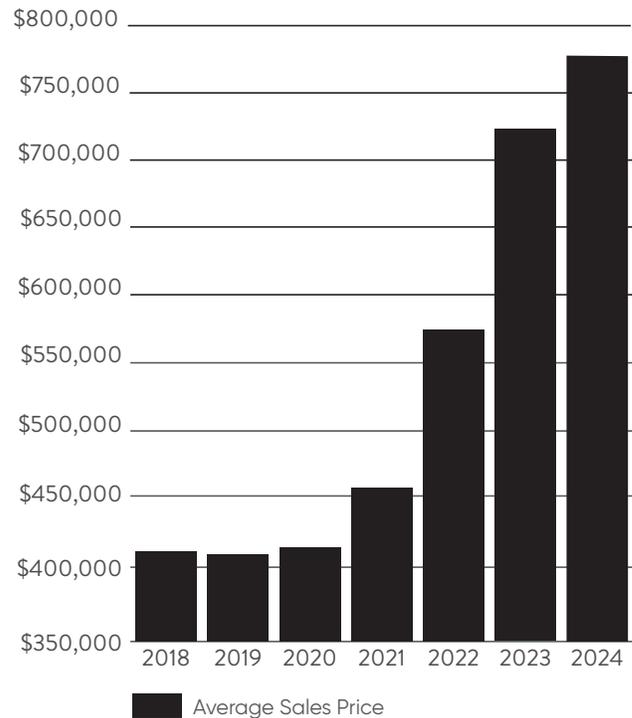
MONTHS OF SUPPLY

5.75  
↑129.02%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 2,906 properties sold, sales were down 5.40% from the preceding 12-month period when 3,072 properties were sold. New listings were up 8.60%, from 3,827 to 4,156. The average sales price was up 7.38%, from \$724,858 to \$778,357. As of February 29, 2024, inventory stood at 1,393 units while months of supply was 5.75 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 29, 2024

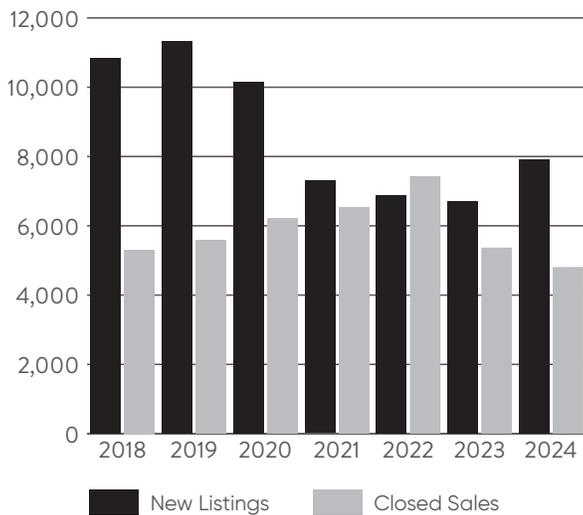
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	17	9	22.67	\$4,805,556
Bonita Bay	39	53	8.83	\$2,052,939
The Brooks	23	69	4.00	\$1,395,803
Palmira Golf and Country Club	7	32	2.63	\$972,117
Pelican Landing	26	37	8.43	\$1,516,457
Pelican Landing - The Colony	2	8	3.00	\$2,228,125
Pelican Sound	0	9	0.00	\$1,013,767
West Bay Club	8	19	5.05	\$1,465,947

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	16	11	17.45	\$2,634,091
Bonita Bay	97	134	8.69	\$1,731,366
The Brooks	27	91	3.56	\$528,968
Palmira Golf and Country Club	7	17	4.94	\$689,000
Pelican Landing	20	57	4.21	\$602,274
Pelican Landing - The Colony	49	52	11.31	\$1,478,072
Pelican Sound	8	31	3.10	\$632,308
West Bay Club	30	23	15.65	\$871,391

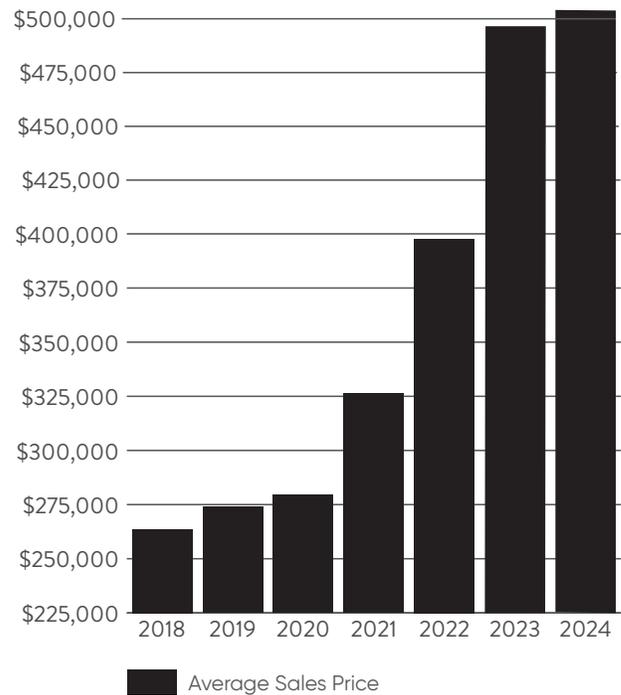
	2018	2019	2020	2021	2022	2023	2024
Listed	10,979	11,353	10,094	7,281	6,974	6,726	7,988
Sold	5,314	5,652	6,130	6,692	7,506	5,471	4,802
Avg. Sale \$	\$265,370	\$274,530	\$279,027	\$325,395	\$394,183	\$496,441	\$508,529



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 4,802 properties sold, sales were down 12.23% from the preceding 12-month period when 5,471 properties were sold. New listings were up 18.76%, from 6,726 to 7,988. The average sales price was up 2.44%, from \$496,411 to \$508,529. As of February 29, 2024, inventory stood at 2,556 units while months of supply was 6.39 months.

The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Copyright 2024, and the proprietary compilation of that data by John R. Wood Christie's International Real Estate, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data. Statistics exclude North Fort Myers and East Fort Myers areas.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 29, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	8	25	3.84	\$916,776
Colonial Country Club	15	28	6.43	\$606,180
Crown Colony	8	10	9.60	\$865,300
Esplanade Lake Club	13	42	3.71	\$1,444,088
Fiddlesticks Country Club	7	24	3.50	\$1,057,288
The Forest	18	18	12.00	\$685,194
Gulf Harbour Yacht And Country Club	16	27	7.11	\$1,631,707
Miromar Lakes Beach And Golf Club	20	37	6.49	\$2,380,550
Parker Lakes	4	16	3.00	\$414,645
Paseo	9	18	6.00	\$893,903
The Plantation	41	85	5.79	\$713,333
Shadow Wood Preserve	10	7	17.14	\$1,149,214
Town And River	11	26	5.08	\$1,099,342
Wildblue	37	133	3.34	\$1,550,101

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	44	66	8.00	\$354,744
Crown Colony	10	9	13.33	\$472,433
Downtown Fort Myers	99	98	12.12	\$464,388
Esplanade Lake Club	2	23	1.04	\$529,238
Fiddlesticks Country Club	4	15	3.20	\$355,633
The Forest	31	39	9.54	\$290,146
Gulf Harbour Yacht And Country Club	53	72	8.83	\$875,267
Miromar Lakes Beach And Golf Club	21	33	7.64	\$1,202,391
Parker Lakes	10	36	3.33	\$324,174
Paseo	31	66	5.64	\$415,568
The Plantation	16	21	9.14	\$501,852
Shadow Wood Preserve	5	1	60.00	\$355,000
Town And River	4	3	16.00	\$369,167

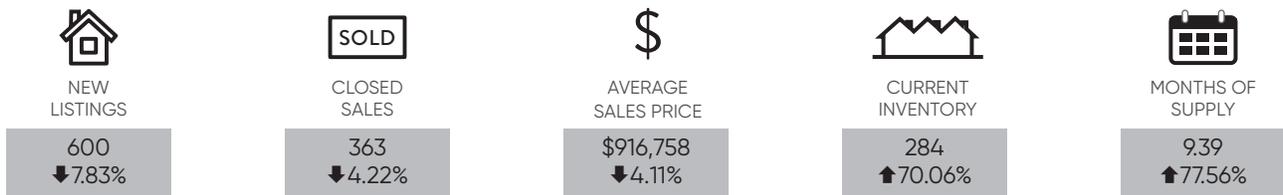
# FORT MYERS BEACH

## MARKET REPORT - FEBRUARY 2024

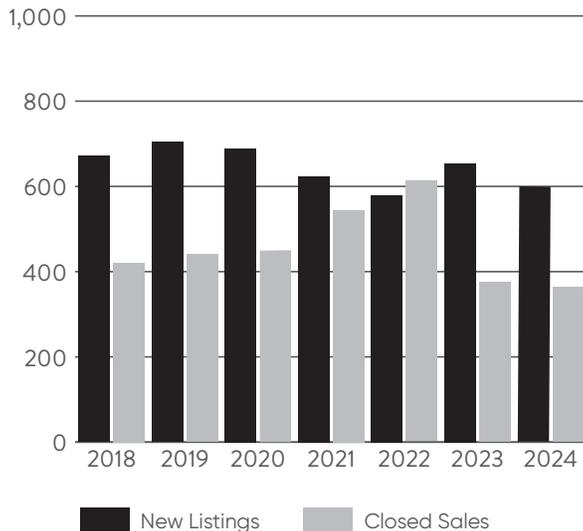


CHRISTIE'S  
INTERNATIONAL REAL ESTATE

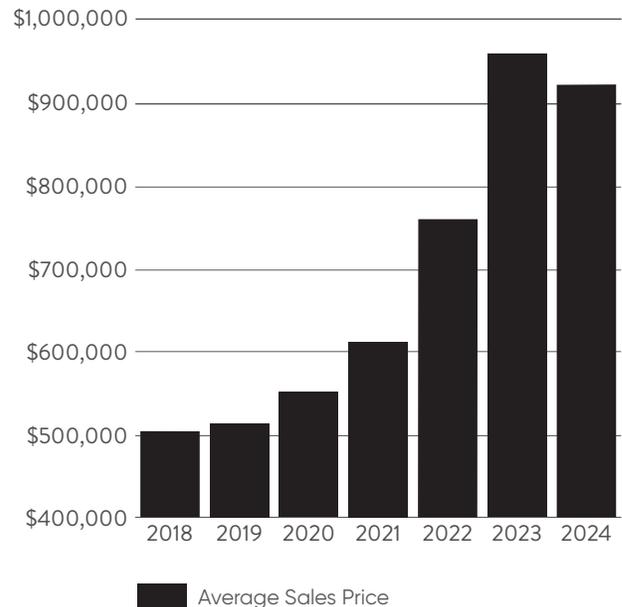
	2018	2019	2020	2021	2022	2023	2024
Listed	680	704	696	614	595	651	600
Sold	409	423	425	550	606	376	363
Avg. Sale \$	\$504,883	\$512,033	\$554,965	\$616,030	\$768,129	\$956,082	\$916,758



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 363 properties sold, sales were down 4.22% from the preceding 12-month period when 379 properties were sold. New listings were down 7.83%, from 651 to 600. The average sales price was down 4.11%, from \$956,082 to \$916,758. As of February 29, 2024, inventory stood at 284 units while months of supply was 9.39 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 29, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	12	9	16.00	\$933,333
Laguna Shores	7	17	4.94	\$996,382
Mcphie Park	7	10	8.40	\$1,141,685

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	7	5	16.80	\$537,000
Ocean Harbor Condo	9	3	36.00	\$727,083
Sandarac Condo	10	5	24.00	\$674,150
Waterside At Bay Beach	43	67	7.70	\$1,416,878

# SANIBEL-CAPTIVA

## MARKET REPORT - FEBRUARY 2024

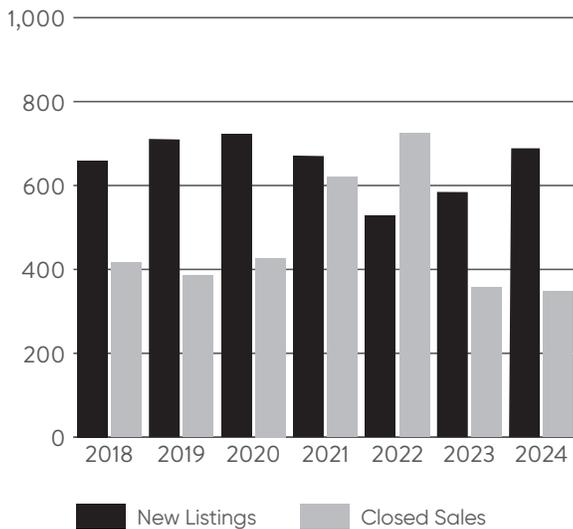


CHRISTIE'S  
INTERNATIONAL REAL ESTATE

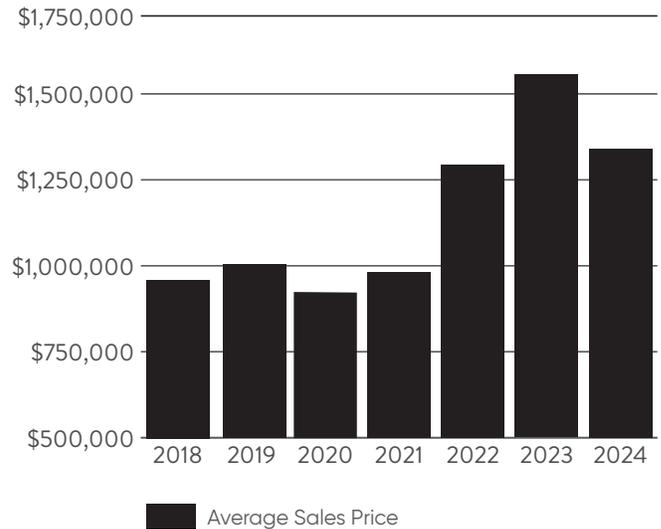
	2018	2019	2020	2021	2022	2023	2024
Listed	657	712	721	671	566	597	695
Sold	408	396	428	627	727	365	355
Avg. Sale \$	\$966,708	\$1,000,067	\$923,679	\$996,857	\$1,284,292	\$1,588,109	\$1,325,242



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 355 properties sold, sales were down 2.74% from the preceding 12-month period when 365 properties were sold. New listings were up 16.42%, from 597 to 695. The average sales price was down 16.55%, from \$1,588,109 to \$1,325,242. As of February 29, 2024, inventory stood at 354 units while months of supply was 11.97 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 29, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	10	14	8.57	\$1,178,429
Captiva Island	40	19	25.26	\$2,501,245
Dunes At Sanibel Island	18	20	10.80	\$905,525
Other Sanibel Island Single-Family	157	199	9.47	\$1,458,694

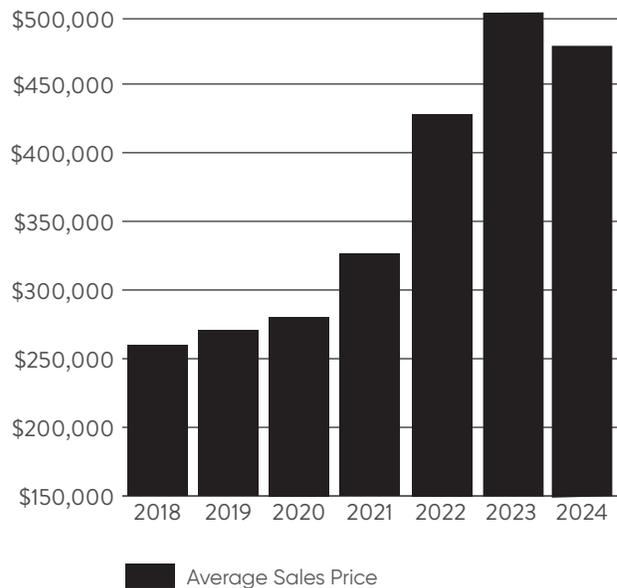
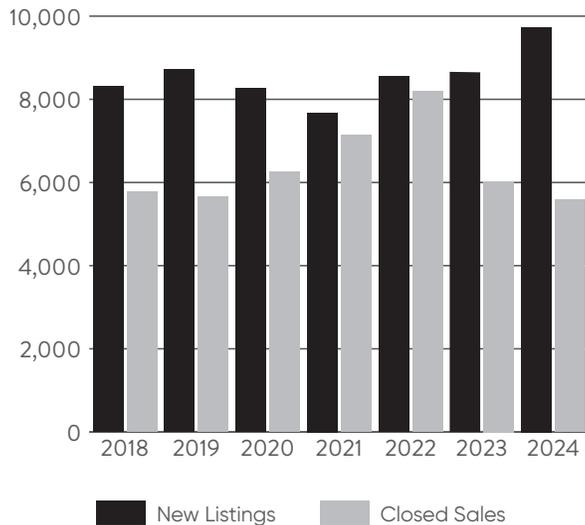
Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	28	23	14.61	\$1,027,859
Sundial Of Sanibel Condos	89	72	14.83	\$927,236
Other Sanibel Island Condos	12	8	18.00	\$955,875

	2018	2019	2020	2021	2022	2023	2024
Listed	8,376	8,773	8,362	7,753	8,529	8,646	9,889
Sold	5,739	5,721	6,257	7,152	8,135	6,008	5,612
Avg. Sale \$	\$266,564	\$274,262	\$285,086	\$326,032	\$426,513	\$504,228	\$478,578

 <b>NEW LISTINGS</b> 9,889 ↑14.38%	 <b>CLOSED SALES</b> 5,612 ↓6.59%	 <b>AVERAGE SALES PRICE</b> \$478,578 ↓5.09%	 <b>CURRENT INVENTORY</b> 3,227 ↑108.06%	 <b>MONTHS OF SUPPLY</b> 6.90 ↑122.74%
---	--	---	---	---

12 MONTH NEW LISTINGS AND CLOSED SALES

12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 5,612 properties sold, sales were down 6.59% from the preceding 12-month period when 6,008 properties were sold. New listings were up 14.38%, from 8,646 to 9,889. The average sales price was down 5.09%, from \$504,228 to \$478,578. As of February 29, 2024, inventory stood at 3,227 units while months of supply was 6.90 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 29, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	20	8	30.00	\$1,888,250
Cape Royal	11	27	4.89	\$824,229
Yacht Club	14	24	7.00	\$813,476

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	18	26	8.31	\$578,177
Tarpon Point Marina	13	9	17.33	\$1,132,111

# PINE ISLAND-MATLACHA

## MARKET REPORT - FEBRUARY 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	372	415	358	363	375	309	442
Sold	207	244	235	286	372	209	218
Avg. Sale \$	\$336,161	\$338,589	\$353,277	\$429,606	\$526,684	\$676,599	\$546,503



NEW LISTINGS

442  
↑43.04%



CLOSED SALES

218  
↑4.31%



AVERAGE SALES PRICE

\$546,503  
↓19.23%



CURRENT INVENTORY

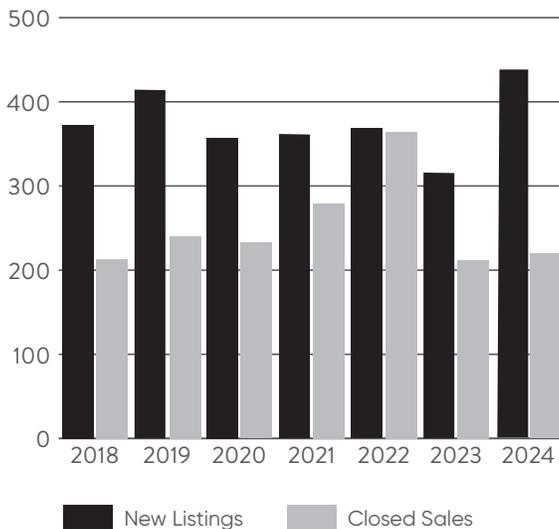
178  
↑117.07%



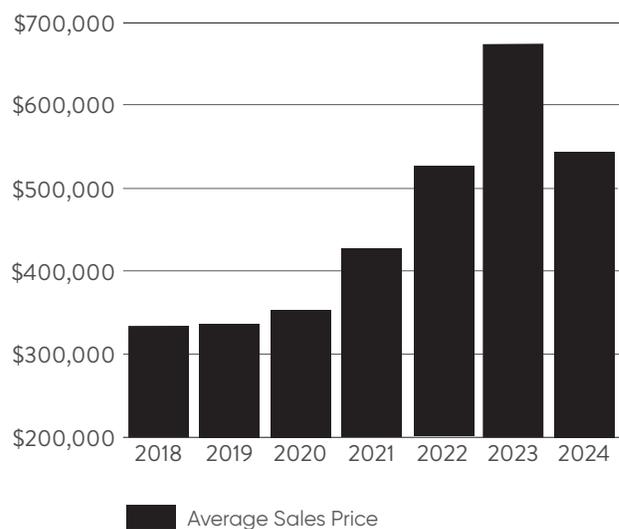
MONTHS OF SUPPLY

9.80  
↑108.11%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 218 properties sold, sales were up 4.31% from the preceding 12-month period when 209 properties were sold. New listings were up 43.04%, from 309 to 442. The average sales price was down 19.23%, from \$676,599 to \$546,503. As of February 29, 2024, inventory stood at 178 units while months of supply was 9.80 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of February 29, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	66	79	10.03	\$513,056
Matlacha	21	22	11.45	\$608,818
St James City	79	95	9.98	\$597,576

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	11	20	6.60	\$392,125
St James City	1	2	6.00	\$300,000



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.