

MONTHLY MARKET REPORT - MARCH 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

A LOCAL LEGACY  
OF ACHIEVEMENT

**\$4.8B+**  
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

## MARCH 2024

Southwest Florida	2
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Bonita-Estero	8
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Sanibel & Captiva Islands	14
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Cape Coral	16
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Pine Island	18
.....	

# SOUTHWEST FLORIDA

## MARKET REPORT - MARCH 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2018	2019	2020	2021	2022	2023	2024
Listed	41,848	43,675	40,531	37,406	36,089	35,112	38,513
Sold	24,747	25,631	28,656	35,561	36,886	26,001	23,757
Avg. Sale \$	\$440,283	\$446,234	\$455,636	\$553,592	\$670,142	\$802,924	\$796,079



NEW LISTINGS

38,513  
↑9.69%



CLOSED SALES

23,757  
↓8.63%



AVERAGE SALES PRICE

\$796,079  
↓0.85%



CURRENT INVENTORY

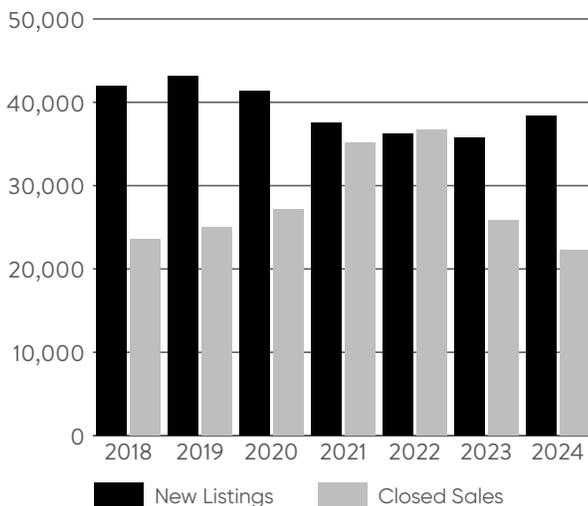
13,868  
↑89.40%



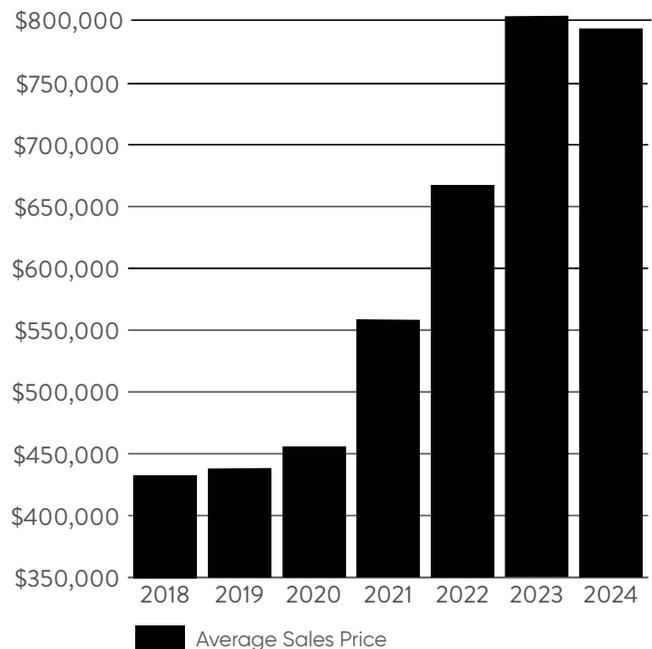
MONTHS OF SUPPLY

7.00  
↑107.29%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 23,757 properties sold, sales were down 8.63% from the preceding 12-month period when 26,001 properties were sold. New listings were up 9.69%, from 35,112 to 38,513. The average sales price was down 0.85%, from \$802,924 to \$796,079. As of March 31, 2024, inventory stood at 13,868 units while months of supply was 7.00 months.

# NAPLES

## MARKET REPORT - MARCH 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	14,792	15,564	14,951	14,938	13,802	12,993	13,470
Sold	9,243	9,482	10,761	14,131	14,531	10,055	8,832
Avg. Sale \$	\$608,566	\$610,328	\$622,756	\$748,880	\$873,395	\$1,086,900	\$1,072,180



NEW LISTINGS

13,470  
↑3.67%



CLOSED SALES

8,832  
↓12.16%



AVERAGE SALES PRICE

\$1,072,180  
↓1.35%



CURRENT INVENTORY

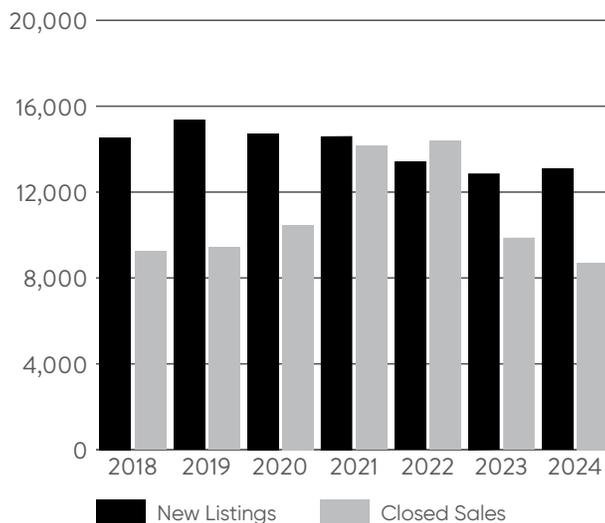
5,150  
↑84.92%



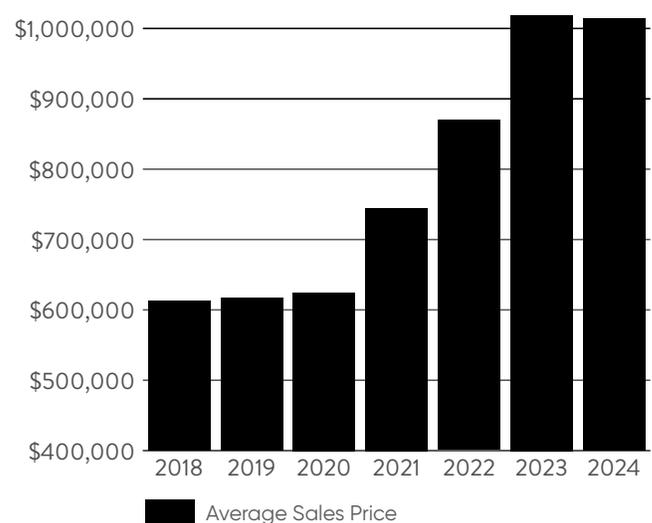
MONTHS OF SUPPLY

7.00  
↑110.53%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 8,832 properties sold, sales were down 12.16% from the preceding 12-month period when 10,055 properties were sold. New listings were up 3.67%, from 12,993 to 13,470. The average sales price was down 1.35%, from \$1,086,900 to \$1,072,180. As of March 31, 2024, inventory stood at 5,150 units while months of supply was 7.00 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	35	13	32.31	\$10,069,038
Audubon	9	22	4.91	\$2,614,297
Colliers Reserve	6	13	5.54	\$2,822,846
Crayton Road Area Non-Waterfront	80	79	12.15	\$3,995,127
Crayton Road Area Waterfront	22	17	15.53	\$8,639,859
Crossings	1	12	1.00	\$1,513,750
Esplanade	7	37	2.27	\$2,045,919
Grey Oaks	24	41	7.02	\$4,575,854
Isles of Collier Preserve	36	73	5.92	\$2,083,309
Kensington	6	15	4.80	\$1,651,000
Lely Resort	37	86	5.16	\$1,378,159
Mediterra	32	33	11.64	\$3,835,445
Monterey	10	11	10.91	\$1,539,773
Olde Cypress	12	30	4.80	\$1,555,330
Olde Naples	71	36	23.67	\$6,983,750
Pelican Bay	23	26	10.62	\$3,584,327
Pelican Bay - Bay Colony	16	3	64.00	\$5,551,025
Pelican Marsh	9	41	2.63	\$2,137,744
Pine Ridge	33	20	19.80	\$6,788,187
Port Royal	44	15	35.20	\$15,243,333
Quail Creek	13	16	9.75	\$2,603,750
Quail West	21	39	6.46	\$4,665,880
The Quarry	10	33	3.64	\$1,492,785
Riverstone	17	39	5.23	\$1,228,458
Royal Harbor	31	13	28.62	\$4,772,654
The Strand	3	17	2.12	\$1,438,412
Tiburon	3	12	3.00	\$4,129,583
Treviso Bay	4	18	2.67	\$2,070,861
Vanderbilt Beach	40	13	36.92	\$4,196,154
Vineyards	26	54	5.78	\$1,357,824

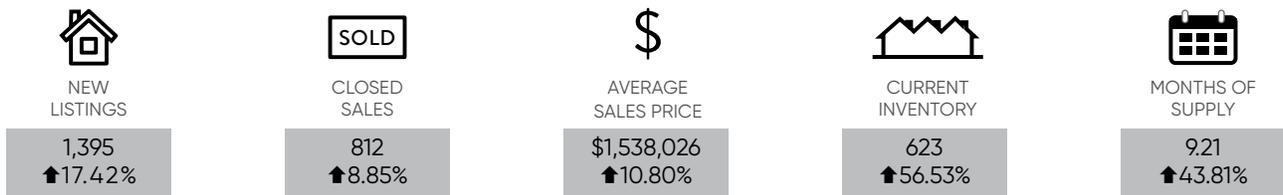
## Neighborhood Snapshot Report<sup>®</sup>

12-Month Sold Comparison Report for Select Communities

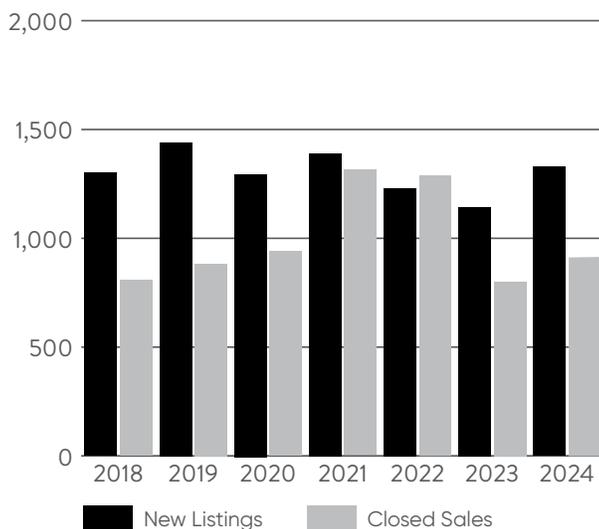
Monthly Snapshot as of March 31, 2024

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	106	84	15.14	\$890,250
Crayton Road Area Waterfront	230	203	13.60	\$2,493,555
The Dunes	35	22	19.09	\$1,777,614
Esplanade	21	43	5.86	\$700,274
Grey Oaks	5	11	5.45	\$2,655,727
Isles of Collier Preserve	23	66	4.18	\$871,044
Kensington	4	16	3.00	\$836,438
Lely Resort	73	138	6.35	\$602,254
Mediterra	10	9	13.33	\$1,596,667
Olde Naples	122	105	13.94	\$1,723,870
Pelican Bay	161	227	8.51	\$1,639,477
Pelican Bay - Bay Colony	21	8	31.50	\$8,111,875
Pelican Marsh	20	49	4.90	\$831,747
Pine Ridge	3	5	7.20	\$328,900
The Quarry	10	12	10.00	\$731,833
The Strand	12	50	2.88	\$609,160
Tiburon	17	27	7.56	\$1,571,259
Treviso Bay	16	68	2.82	\$590,690
Vanderbilt Beach	69	59	14.03	\$1,451,047
Vineyards	32	81	4.74	\$708,931

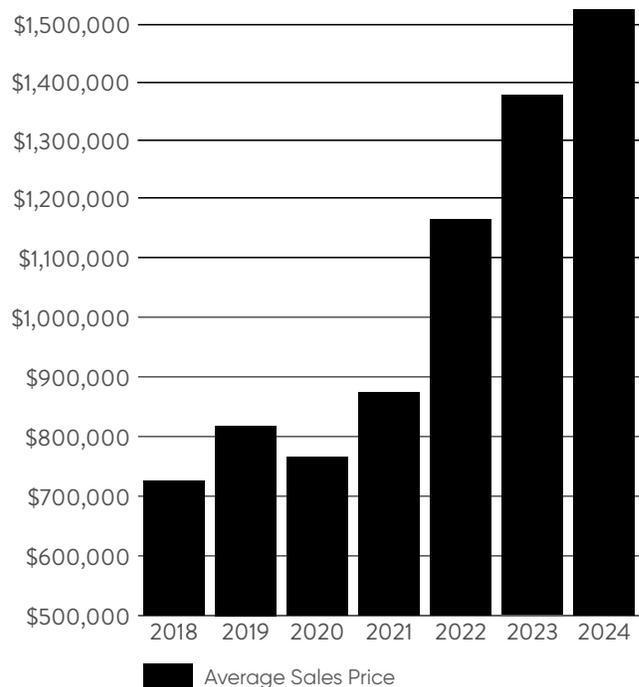
	2018	2019	2020	2021	2022	2023	2024
Listed	1,318	1,446	1,315	1,420	1,219	1,188	1,395
Sold	747	791	908	1,333	1,316	746	812
Avg. Sale \$	\$726,141	\$816,624	\$762,302	\$880,548	\$1,165,221	\$1,388,160	\$1,538,026



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 812 properties sold, sales were up 8.85% from the preceding 12-month period when 746 properties were sold. New listings were up 17.42%, from 1,118 to 1,395. The average sales price was up 10.80%, from \$1,388,160 to \$1,538,026. As of March 31, 2024, inventory stood at 623 units while months of supply was 9.21 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2024

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	98	112	10.50	\$3,297,127
Golf Course	3	11	3.27	\$1,482,000
Gulf Front	0	0	-	-
Indirect Waterfront	78	154	6.08	\$1,936,097
Inland	67	121	6.64	\$1,110,257
Preserve	10	4	30.00	\$3,900,000

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	81	85	11.44	\$731,709
Golf Course	2	3	8.00	\$1,583,333
Gulf Front	145	169	10.30	\$1,452,555
Gulf View	25	32	9.38	\$1,277,813
Indirect Waterfront	21	30	8.40	\$688,217
Inland	88	83	12.72	\$440,866
Preserve	5	8	7.50	\$580,188

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	41	72	6.83	\$1,791,795
Isles Of Capri	20	20	12.00	\$1,573,750
Naples Reserve	28	47	7.15	\$1,329,095
Winding Cypress	10	22	5.45	\$1,138,864

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	49	76	7.74	\$682,690
Hammock Bay Golf and Country Club	38	44	10.36	\$771,384
Isles Of Capri	13	11	14.18	\$731,521

# BONITA SPRINGS - ESTERO

MARKET REPORT - MARCH 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	4,570	4,850	4,483	4,247	3,926	3,800	4,104
Sold	2,857	3,049	3,312	4,240	4,082	3,044	2,871
Avg. Sale \$	\$407,524	\$408,468	\$407,855	\$471,526	\$586,619	\$754,926	\$761,426



NEW LISTINGS

4,104  
↑8.00%



CLOSED SALES

2,871  
↓5.68%



AVERAGE SALES PRICE

\$761,426  
↑0.86%



CURRENT INVENTORY

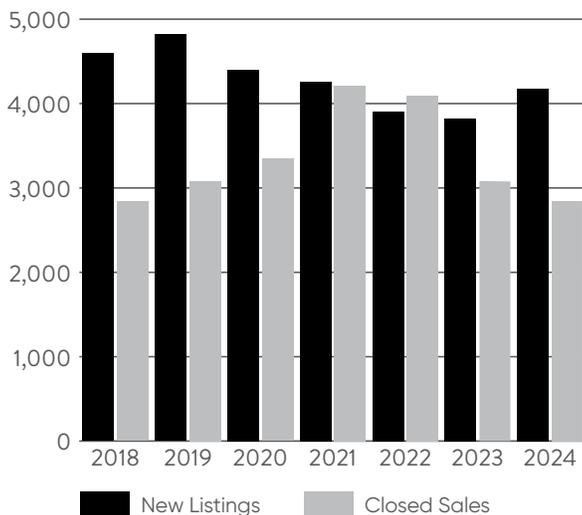
1,414  
↑90.31%



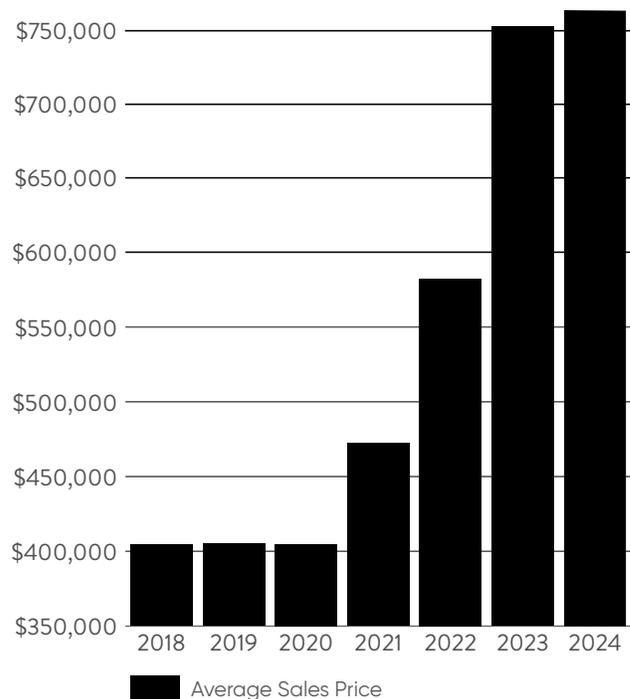
MONTHS OF SUPPLY

5.91  
↑101.78%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



## SUMMARY

With 2,871 properties sold, sales were down 5.68% from the preceding 12-month period when 3,044 properties were sold. New listings were up 8.00%, from 3,800 to 4,104. The average sales price was up 0.86%, from \$754,926 to \$761,426. As of March 31, 2024, inventory stood at 1,414 units while months of supply was 5.91 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2024

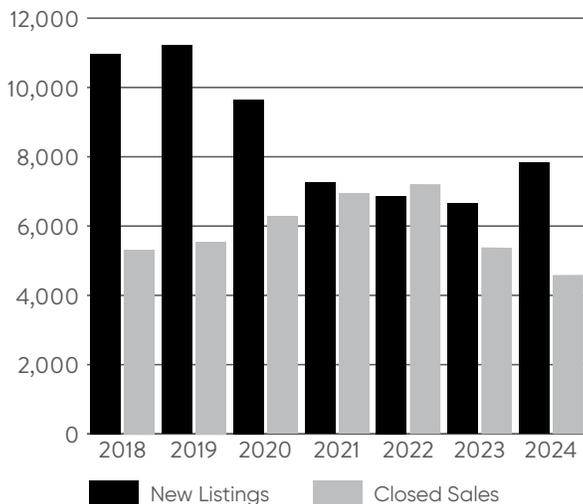
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	18	8	27	\$5,118,750
Bonita Bay	47	51	11.06	\$1,948,495
The Brooks	16	68	2.82	\$1,386,007
Palmira Golf and Country Club	8	29	3.31	\$995,698
Pelican Landing	24	38	7.58	\$1,535,589
Pelican Landing - The Colony	5	5	12.00	\$2,965,000
Pelican Sound		9	0.00	\$1,013,767
West Bay Club	6	18	4.00	\$1,526,550

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	18	13	16.62	\$2,781,923
Bonita Bay	101	127	9.54	\$1,590,174
The Brooks	29	94	3.70	\$539,102
Palmira Golf and Country Club	5	18	3.33	\$679,833
Pelican Landing	27	60	5.40	\$590,294
Pelican Landing - The Colony	50	43	13.95	\$1,425,669
Pelican Sound	9	33	3.27	\$639,346
West Bay Club	24	24	12.00	\$854,875

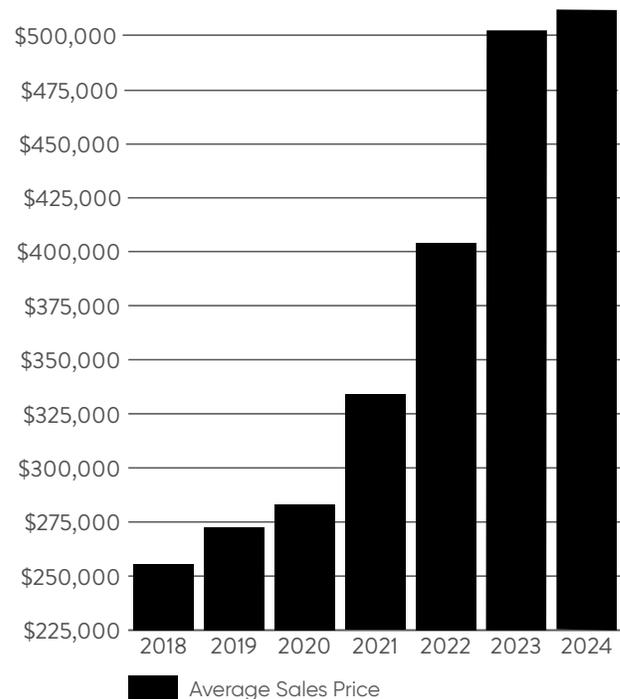
	2018	2019	2020	2021	2022	2023	2024
Listed	11,030	11,218	9,791	7,283	6,960	6,890	7,918
Sold	5,322	5,576	6,204	6,998	7,221	5,396	4,685
Avg. Sale \$	\$267,110	\$274,003	\$281,580	\$330,056	\$406,557	\$500,634	\$510,695

 <b>NEW LISTINGS</b> 7,918 ↑14.92%	 <b>CLOSED SALES</b> 4,685 ↓13.18%	 <b>AVERAGE SALES PRICE</b> \$510,695 ↑2.01%	 <b>CURRENT INVENTORY</b> 2,597 ↑113.22%	 <b>MONTHS OF SUPPLY</b> 6.65 ↑145.58%
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12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 4,685 properties sold, sales were down 13.18% from the preceding 12-month period when 5,396 properties were sold. New listings were up 14.92%, from 6,890 to 7,918. The average sales price was up 2.01%, from \$500,634 to \$510,695. As of March 31, 2024, inventory stood at 2,597 units while months of supply was 6.65 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	7	23	3.65	\$895,409
Colonial Country Club	15	33	5.45	\$607,395
Crown Colony	9	8	13.50	\$806,750
Esplanade Lake Club	16	36	5.33	\$1,505,733
Fiddlesticks Country Club	5	25	2.40	\$1,080,396
The Forest	14	20	8.40	\$687,975
Gulf Harbour Yacht And Country Club	10	27	4.44	\$1,599,856
Miromar Lakes Beach And Golf Club	22	37	7.14	\$2,301,757
Parker Lakes	6	15	4.80	\$411,155
Paseo	9	16	6.75	\$876,219
The Plantation	44	84	6.29	\$733,558
Shadow Wood Preserve	8	8	12.00	\$1,130,563
Town And River	9	27	4.00	\$1,024,456
Wildblue	36	130	3.32	\$1,566,101

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	47	60	9.40	\$345,935
Crown Colony	10	8	15.00	\$472,125
Downtown Fort Myers	116	88	15.82	\$459,113
Esplanade Lake Club	2	23	1.04	\$529,025
Fiddlesticks Country Club	3	12	3.00	\$350,375
The Forest	25	39	7.69	\$302,282
Gulf Harbour Yacht And Country Club	46	73	7.56	\$805,092
Miromar Lakes Beach And Golf Club	20	32	7.50	\$1,192,466
Parker Lakes	11	33	4.00	\$325,292
Paseo	34	62	6.58	\$423,210
The Plantation	17	21	9.71	\$496,376
Shadow Wood Preserve	6	1	72.00	\$355,000
Town And River	4	4	12.00	\$334,375

# FORT MYERS BEACH

## MARKET REPORT - MARCH 2024

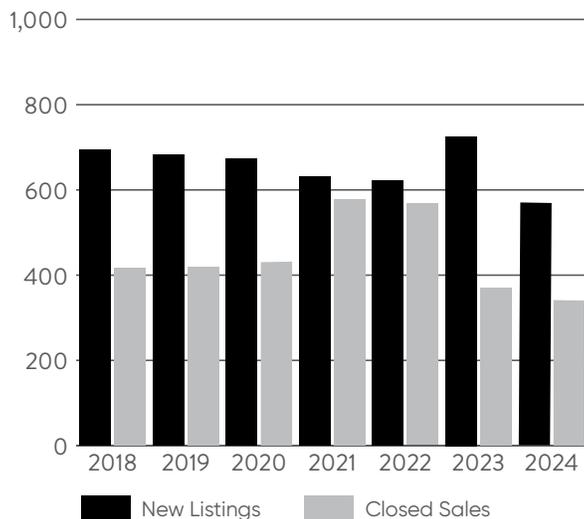


CHRISTIE'S  
INTERNATIONAL REAL ESTATE

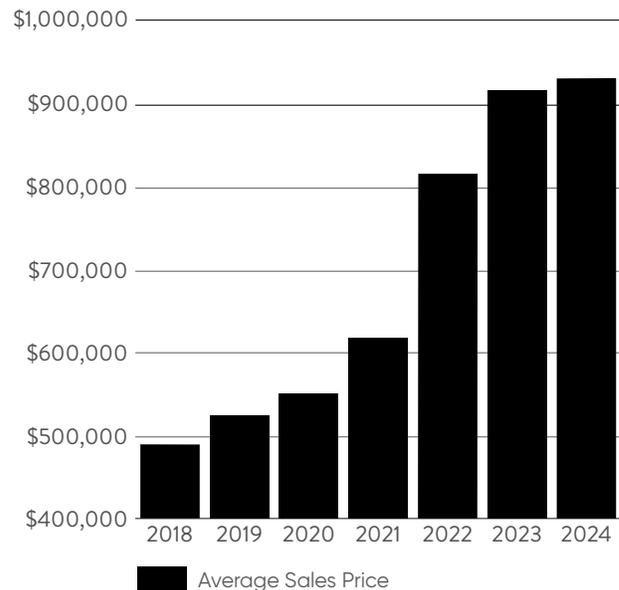
	2018	2019	2020	2021	2022	2023	2024
Listed	691	689	673	634	612	660	576
Sold	406	407	434	582	577	375	345
Avg. Sale \$	\$493,131	\$527,228	\$552,750	\$617,829	\$815,473	\$920,821	\$933,102



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 345 properties sold, sales were down 8.00% from the preceding 12-month period when 375 properties were sold. New listings were down 12.73%, from 660 to 576. The average sales price was down 1.33%, from \$920,821 to \$933,102. As of March 31, 2024, inventory stood at 295 units while months of supply was 10.26 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	13	8	19.50	\$935,000
Laguna Shores	7	16	5.25	\$1,043,813
Mcphie Park	7	11	7.64	\$1,290,168

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	5	3	20.00	\$531,667
Ocean Harbor Condo	10	4	30.00	\$732,563
Sandarac Condo	10	6	20.00	\$657,625
Waterside At Bay Beach	42	66	7.64	\$1,431,982

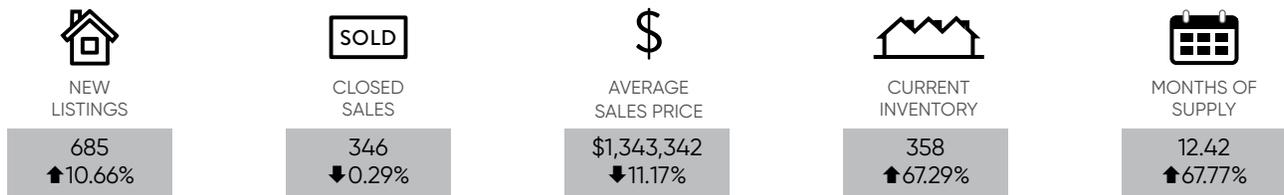
# SANIBEL-CAPTIVA

## MARKET REPORT - MARCH 2024

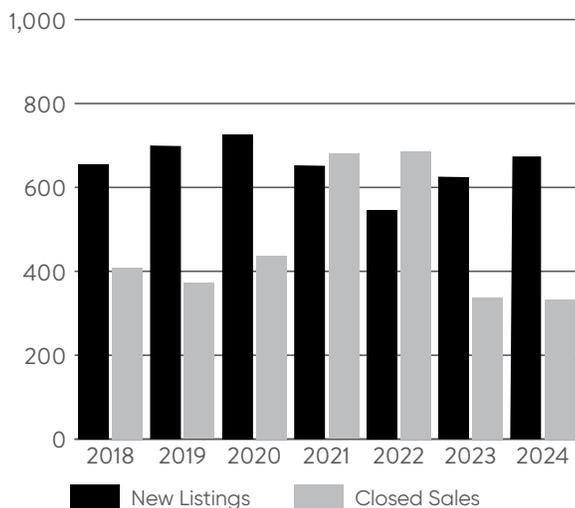


CHRISTIE'S  
INTERNATIONAL REAL ESTATE

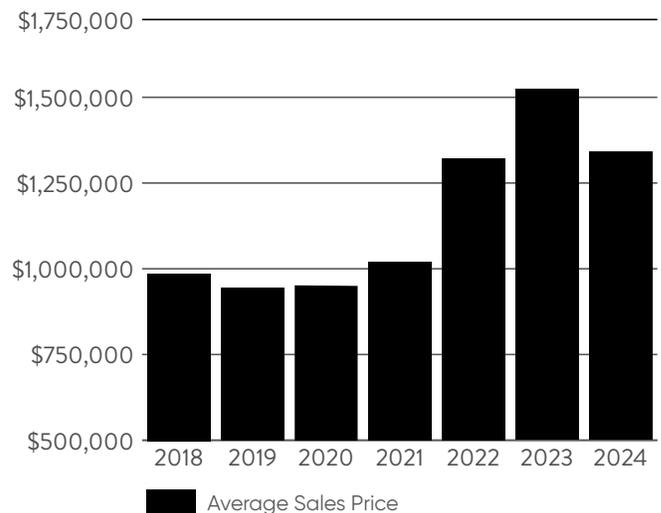
	2018	2019	2020	2021	2022	2023	2024
Listed	661	700	735	656	567	619	685
Sold	402	387	439	680	692	347	346
Avg. Sale \$	\$998,569	\$951,097	\$952,507	\$1,021,969	\$1,324,315	\$1,512,316	\$1,343,342



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 346 properties sold, sales were down 0.29% from the preceding 12-month period when 347 properties were sold. New listings were up 10.66%, from 619 to 685. The average sales price was down 11.17%, from \$1,512,316 to \$1,343,342. As of March 31, 2024, inventory stood at 358 units while months of supply was 12.42 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	11	13	10.15	\$1,300,808
Captiva Island	35	19	22.11	\$2,544,850
Dunes At Sanibel Island	11	22	6.00	\$901,386
Other Sanibel Island Single-Family	166	192	10.38	\$1,488,638

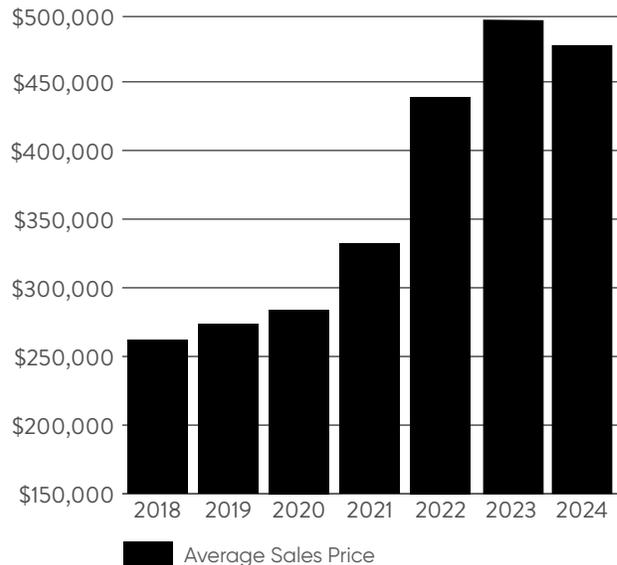
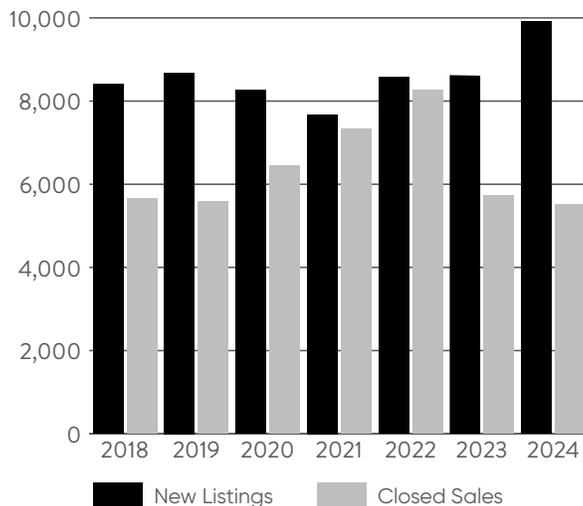
Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	31	23	16.17	\$979,163
Sundial Of Sanibel Condos	91	68	16.06	\$931,351
Other Sanibel Island Condos	13	9	17.33	\$892,444

	2018	2019	2020	2021	2022	2023	2024
Listed	8,403	8,797	8,221	7,871	8,624	8,643	9,918
Sold	5,716	5,695	6,352	7,300	8,109	5,842	5,633
Avg. Sale \$	\$266,449	\$275,190	\$286,680	\$333,809	\$440,735	\$499,306	\$478,242

 <b>NEW LISTINGS</b> 9,918 ↑14.75%	 <b>CLOSED SALES</b> 5,633 ↓3.58%	 <b>AVERAGE SALES PRICE</b> \$478,242 ↓4.22%	 <b>CURRENT INVENTORY</b> 3,235 ↑92.33%	 <b>MONTHS OF SUPPLY</b> 6.89 ↑99.47%
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12 MONTH NEW LISTINGS AND CLOSED SALES

12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 5,633 properties sold, sales were down 3.58% from the preceding 12-month period when 5,842 properties were sold. New listings were up 14.75%, from 8,643 to 9,918. The average sales price was down 4.22%, from \$499,306 to \$478,242. As of March 31, 2024, inventory stood at 3,235 units while months of supply was 6.89 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	16	10	19.20	\$1,934,100
Cape Royal	11	30	4.40	\$833,039
Yacht Club	17	24	8.50	\$821,184

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	17	24	8.50	\$574,867
Tarpon Point Marina	17	10	20.40	\$941,500

# PINE ISLAND-MATLACHA

## MARKET REPORT - MARCH 2024



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	383	411	362	357	379	319	447
Sold	218	244	246	297	358	196	233
Avg. Sale \$	\$341,657	\$332,902	\$350,763	\$436,984	\$566,839	\$643,013	\$578,361



NEW LISTINGS

447  
↑40.13%



CLOSED SALES

233  
↑18.88%



AVERAGE SALES PRICE

\$578,361  
↓10.05%



CURRENT INVENTORY

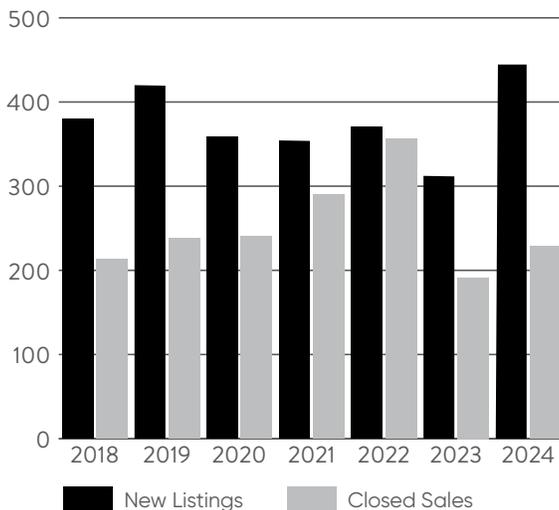
196  
↑122.73%



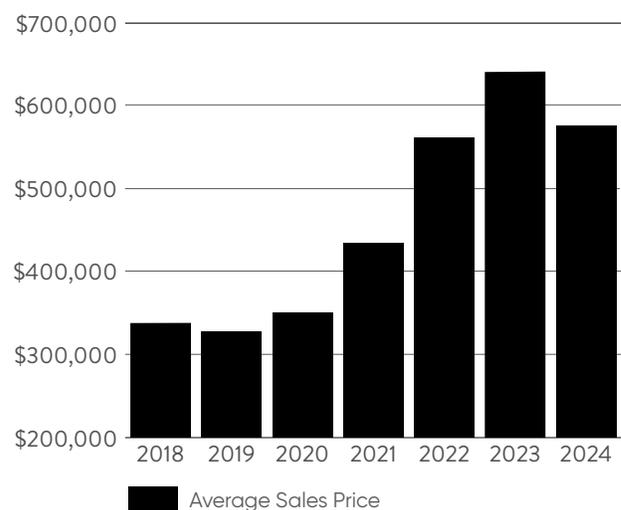
MONTHS OF SUPPLY

10.09  
↑87.36%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 233 properties sold, sales were up 18.88% from the preceding 12-month period when 196 properties were sold. New listings were up 40.13%, from 319 to 447. The average sales price was down 10.05%, from \$643,013 to \$578,361. As of March 31, 2024, inventory stood at 196 units while months of supply was 10.09 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	70	86	9.77	\$544,334
Matlacha	27	27	12.00	\$636,444
St James City	82	96	10.25	\$637,307

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	15	23	7.83	\$405,217
Matlacha	1	0	-	-
St James City	1	1	12.00	\$260,000



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