

PELICAN BAY MARKET REPORT - Q1 2024



CHRISTIE'S
INTERNATIONAL REAL ESTATE

\$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

A LOCAL LEGACY
OF ACHIEVEMENT



PELICAN BAY

PELICAN BAY MONTHLY MARKET REPORT

Q1 2024

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 - Q1 2024



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2018	2019	2020	2021	2022	2023	2024
Listed	47	62	52	43	42	31	32
Sold	40	32	37	48	46	28	15
Avg. Sale \$	\$1,721,619	\$2,442,154	\$2,472,365	\$2,757,928	\$3,866,762	\$4,540,327	\$4,309,052



NEW
LISTINGS

32
↑3.23



CLOSED
SALES

15
↓46.43%



AVERAGE
SALES PRICE

\$4,100,167
↓9.69%



CURRENT
INVENTORY

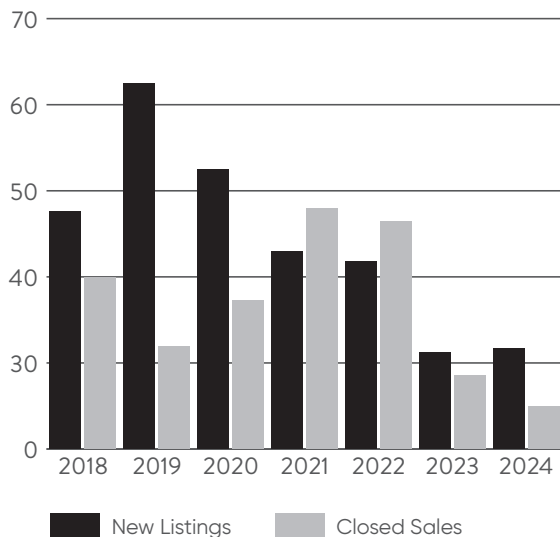
18
↑157.14%



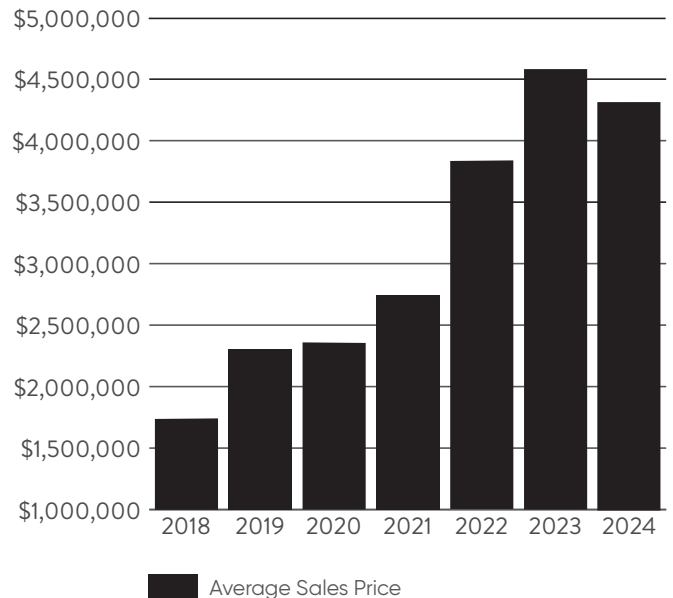
MONTHS OF
SUPPLY

14.40
↑380.00%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 15 properties sold, sales were down 46.43% from the preceding 12-month period when 28 properties were sold. New listings were up 3.23%, from 31 to 32. The average sales price was down 9.69%, from \$4,540,327 to \$4,100,167. As of March 31, 2024, inventory stood at 18 units while months of supply was 14.4 months.

PELICAN BAY VILLAS

MARKET REPORT - Q1 2024



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	39	51	49	31	35	33	37
Sold	29	34	41	42	38	25	22
Avg. Sale \$	\$1,154,741	\$1,299,454	\$1,299,622	\$1,392,905	\$1,698,408	\$2,015,340	\$2,490,227



NEW
LISTINGS

37
↑12.12%



CLOSED
SALES

22
↓12.00%



AVERAGE
SALES PRICE

\$2,490,227
↑23.56%



CURRENT
INVENTORY

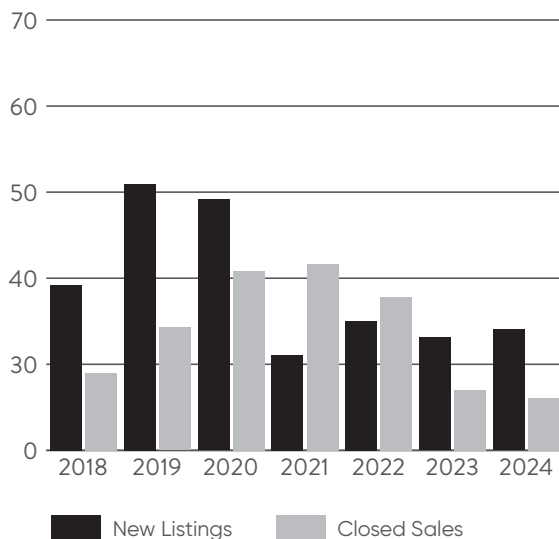
12
↑100.00%



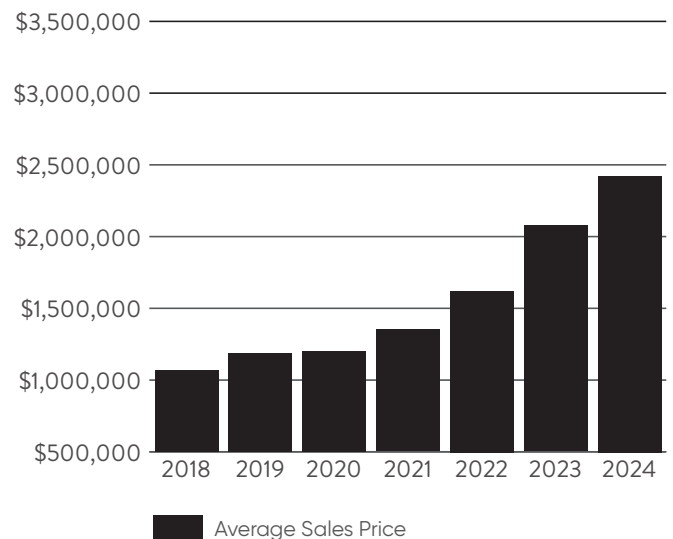
MONTHS OF
SUPPLY

6.55
↑127.27%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 22 properties sold, sales were down 12% from the preceding 12-month period when 25 properties were sold. New listings were up 12.12%, from 33 to 37. The average sales price was up 23.56%, from \$2,015,340 to \$2,490,227. As of March 31, 2024, inventory stood at 12 units while months of supply was 6.55 months.

PELICAN BAY HIGH-RISE CONDOMINIUMS

MARKET REPORT - Q1 2024



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	116	144	148	160	156	109	165
Sold	81	74	112	136	165	95	94
Avg. Sale \$	\$1,234,963	\$1,221,101	\$1,958,151	\$1,616,734	\$1,845,945	\$2,380,931	\$2,290,348



NEW
LISTINGS

165
↑51.38%



CLOSED
SALES

94
↓1.05%



AVERAGE
SALES PRICE

\$2,290,348
↓3.80%



CURRENT
INVENTORY

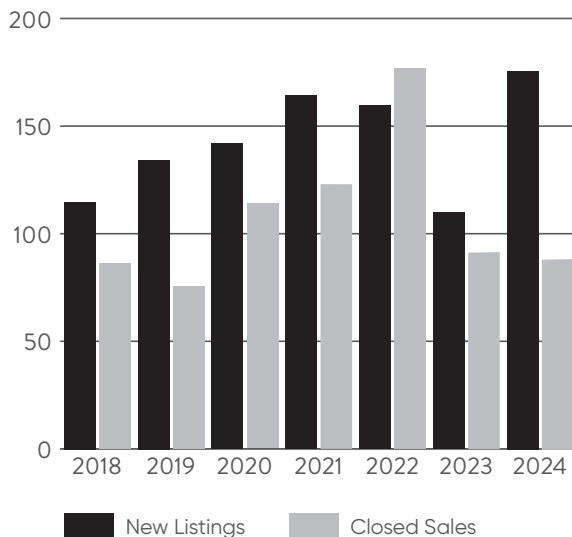
84
↑115.38%



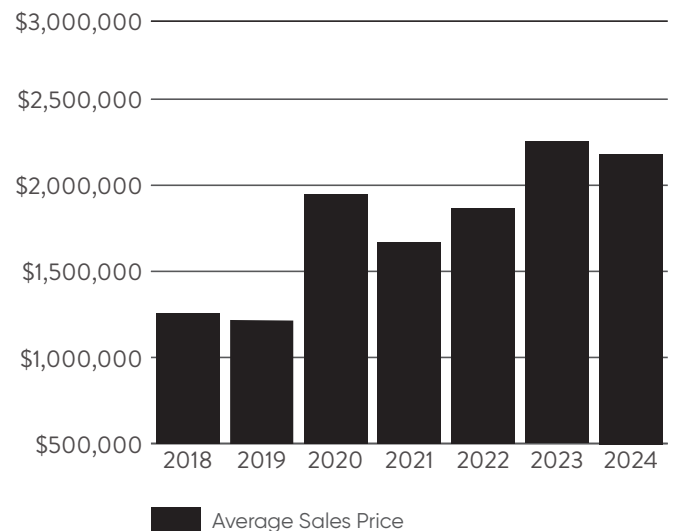
MONTHS OF
SUPPLY

10.72
↑117.68%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 94 properties sold, sales were down 1.05% from the preceding 12-month period when 95 properties were sold. New listings were up 51.38%, from 109 to 165. The average sales price was down 3.80%, from \$2,380,931 to \$2,290,348. As of March 31, 2024, inventory stood at 84 units while months of supply was 10.72 months.

PELICAN BAY LOW-RISE AND MID-RISE CONDOMINIUMS

MARKET REPORT - Q1 2024



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	197	178	164	201	158	165	178
Sold	143	126	127	173	179	126	120
Avg. Sale \$	\$605,587	\$582,136	\$576,753	\$627,575	\$808,043	\$1,084,714	\$1,050,821



NEW
LISTINGS

178
↑7.88%



CLOSED
SALES

120
↓4.76%



AVERAGE
SALES PRICE

\$1,050,821
↓3.12%



CURRENT
INVENTORY

63
↑103.23%



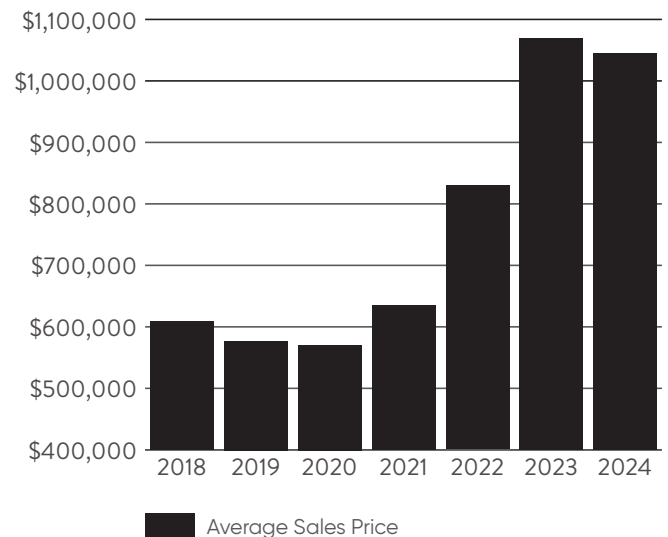
MONTHS OF
SUPPLY

6.30
↑113.39%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

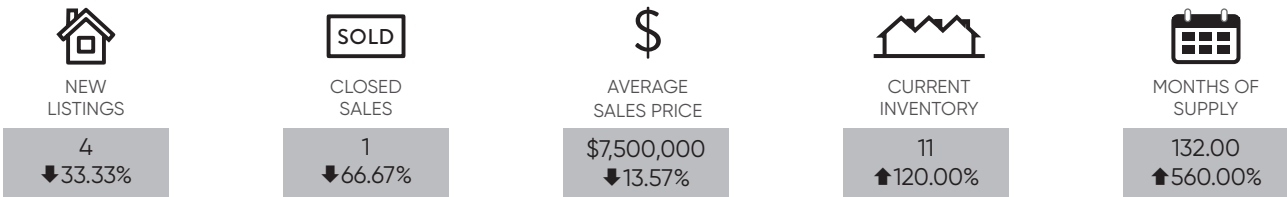
With 120 properties sold, sales were down 4.76% from the preceding 12-month period when 126 properties were sold. New listings were up 7.88%, from 165 to 178. The average sales price was down 3.12%, from \$1,084,714 to \$1,050,821. As of March 31, 2024, inventory stood at 63 units while months of supply was 6.3 months.

BAY COLONY SINGLE-FAMILY HOMES
MARKET REPORT - Q1 2024

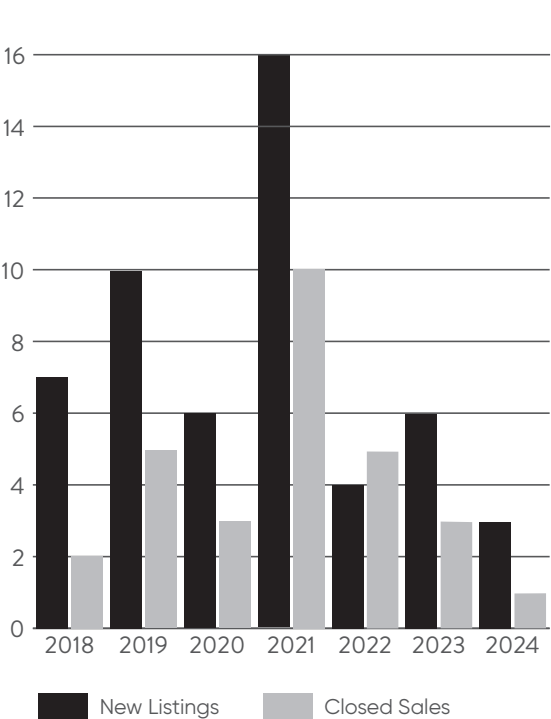


CHRISTIE'S
INTERNATIONAL REAL ESTATE

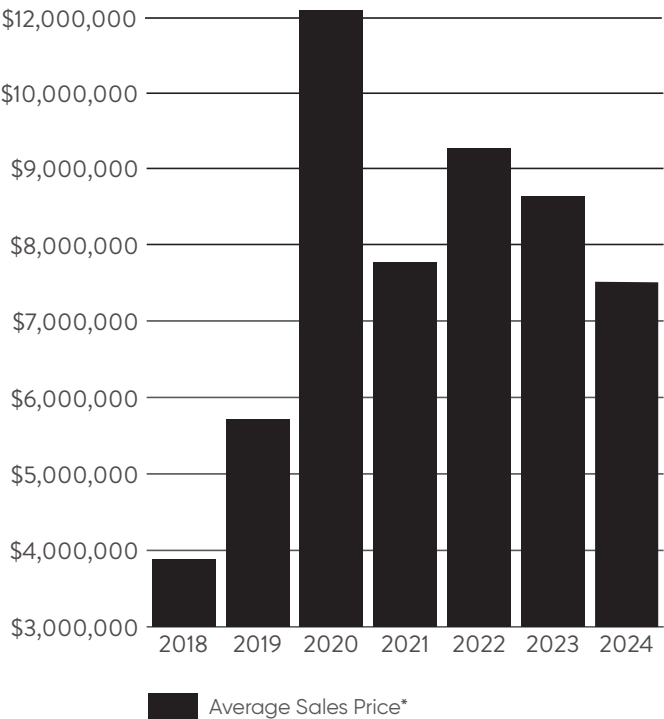
	2018	2019	2020	2021	2022	2023	2024
Listed	7	10	6	16	4	6	4
Sold	2	5	3	10	5	3	1
Avg. Sale \$*	\$3,900,000	\$5,735,000	\$12,065,000	\$7,808,000	\$9,310,000	\$8,677,333	\$7,500,000



12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 1 property sold, sales were down 66.67% from the preceding 12-month period when 3 properties were sold. New listings were down 33.33%, from 6 to 4. The average sales price was down 13.57%, from \$8,677,333 to \$7,500,000. As of March 31, 2024, inventory stood at 11 units while months of supply was 132 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 include properties in Bay Colony Shores, Strand at Bay Colony.

BAY COLONY VILLAS

MARKET REPORT - Q1 2024



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	1	9	7	14	7	4	5
Sold	3	3	1	9	8	4	2
Avg. Sale \$	\$3,000,000	\$3,066,667	\$2,100,035	\$3,602,778	\$2,973,750	\$4,520,500	\$4,576,538



NEW LISTINGS

5
↑25.00%



CLOSED SALES

2
↓50.00%



AVERAGE SALES PRICE

\$4,576,538
↑1.24%



CURRENT INVENTORY

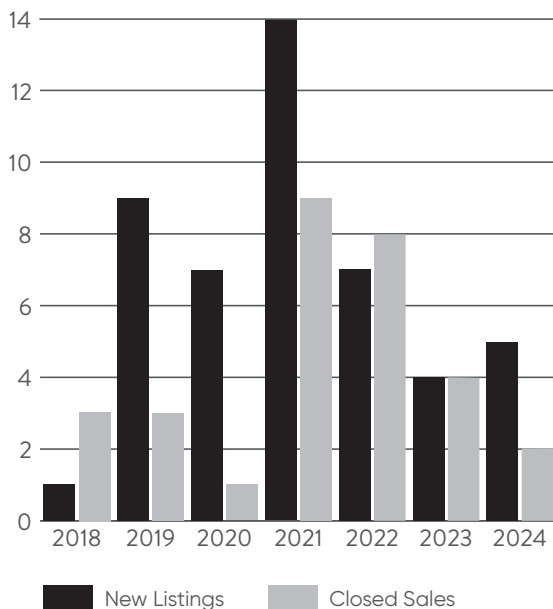
5
↑66.67%



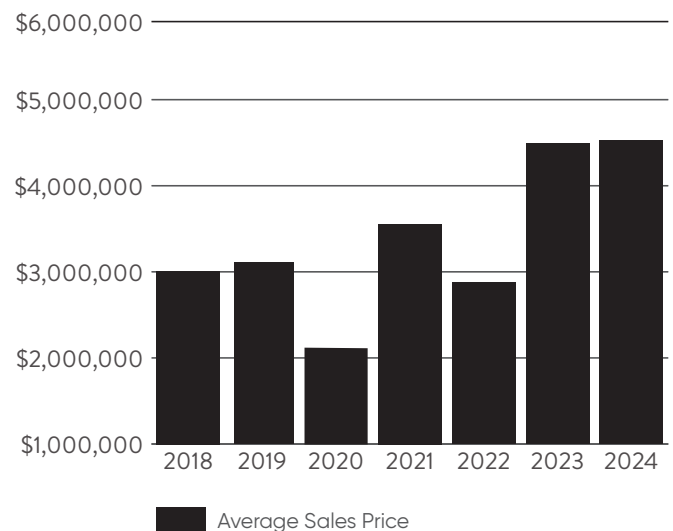
MONTHS OF SUPPLY

30.00
↑233.33%

12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

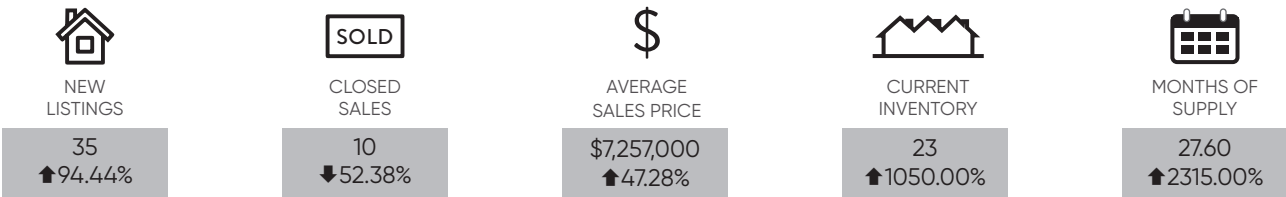
With 2 properties sold, sales were down 50% from the preceding 12-month period when 4 properties were sold. New listings were up 25%, from 4 to 5. The average sales price was up 1.24%, from \$4,520,500 to \$4,576,538. As of March 31, 2024, inventory stood at 5 units while months of supply was 30 months.

BAY COLONY MID-RISE AND HIGH-RISE CONDOMINIUMS
MARKET REPORT - Q1 2024

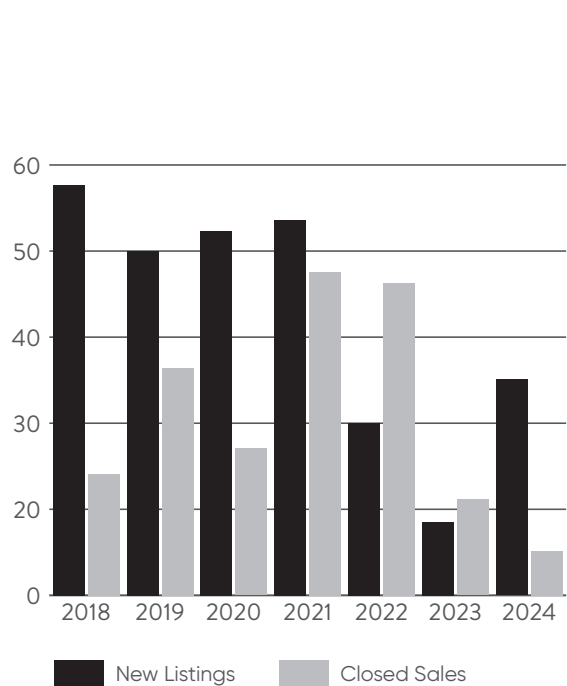


CHRISTIE'S
INTERNATIONAL REAL ESTATE

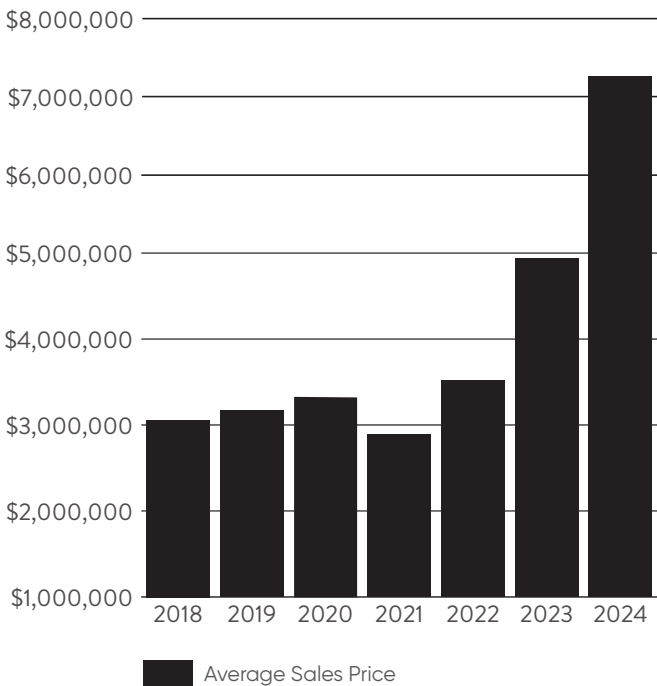
	2018	2019	2020	2021	2022	2023	2024
Listed	58	50	52	54	30	18	35
Sold	24	36	27	48	47	21	10
Avg. Sale \$	\$3,007,354	\$3,188,111	\$3,344,504	\$2,924,125	\$3,505,234	\$4,927,501	\$7,257,000



12 MONTH NEW LISTINGS
AND CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 10 properties sold, sales were down 52.38% from the preceding 12-month period when 21 properties were sold. New listings were up 94.44%, from 18 to 35. The average sales price was up 47.28%, from \$4,927,501 to \$7,257,000. As of March 31, 2024, inventory stood at 23 units while months of supply was 27.6 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.



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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.