

MONTHLY MARKET REPORT - JANUARY 2025



JOHN R. WOODTM
— PROPERTIES —

CHRISTIE'S
INTERNATIONAL REAL ESTATE

A LOCAL LEGACY
OF ACHIEVEMENT

\$4.5B+
IN CLOSED
SALES VOLUME

21
LOCATIONS FROM
MARCO ISLAND TO
PINE ISLAND

850+
AGENTS
THROUGHOUT
SOUTHWEST FL

#1
REAL ESTATE
COMPANY IN
SOUTHWEST
FLORIDA

1958
YEAR ESTABLISHED
BY VISIONARY
JOHN R. WOOD

HEADQUARTERED
IN NAPLES, FLORIDA

INDEPENDENTLY
OWNED & OPERATED;
NOT A FRANCHISE



NAPLES, FL

MONTHLY MARKET REPORT

JANUARY 2025

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SOUTHWEST FLORIDA

MARKET REPORT - JANUARY 2025



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2019	2020	2021	2022	2023	2024	2025
Listed	44,353	41,724	37,306	36,071	35,070	37,678	41,438
Sold	25,893	27,695	32,989	39,032	27,001	24,240	22,232
Avg. Sale \$	\$451,004	\$446,301	\$526,943	\$647,330	\$793,967	\$791,165	\$827,139



NEW LISTINGS

41,438
↑9.98%



CLOSED SALES

22,232
↓8.28%



AVERAGE SALES PRICE

\$827,139
↑4.55%



CURRENT INVENTORY

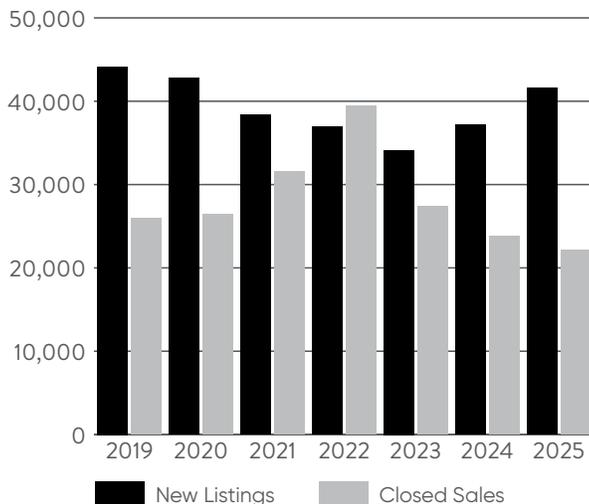
17,900
↑42.54%



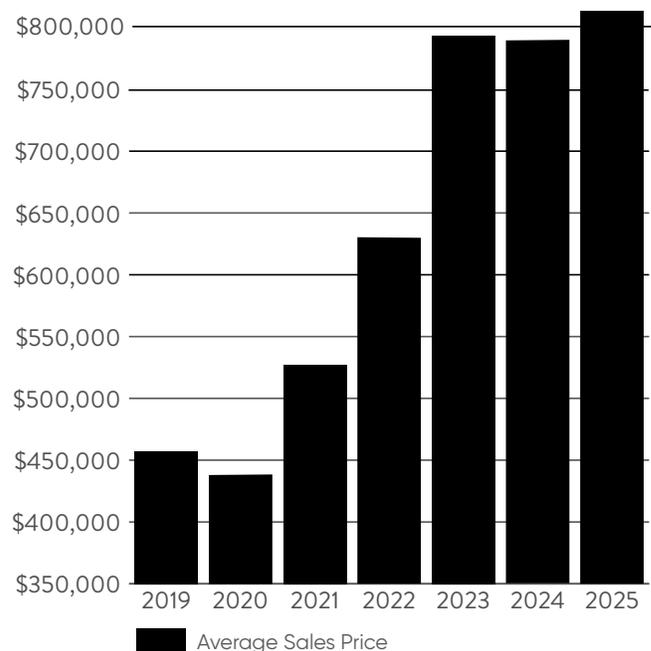
MONTHS OF SUPPLY

9.66
↑55.41%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Copyright 2025, 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 Naples, Bonita, Estero, Fort Myers (excluding North and East Fort Myers), Fort Myers Beach, Cape Coral, Sanibel-Captiva Islands, Pine Island, Matlacha, Marco Island.

NAPLES

MARKET REPORT - JANUARY 2025



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2019	2020	2021	2022	2023	2024	2025
Listed	15,853	15,055	14,770	13,892	13,293	13,014	14,974
Sold	9,570	10,353	12,838	15,690	10,411	9,066	8,297
Avg. Sale \$	\$623,490	\$607,531	\$716,568	\$847,023	\$1,071,145	\$1,054,666	\$1,156,506



NEW LISTINGS

14,974
↑15.06%



CLOSED SALES

8,297
↓8.48%



AVERAGE SALES PRICE

\$1,156,506
↑9.66%



CURRENT INVENTORY

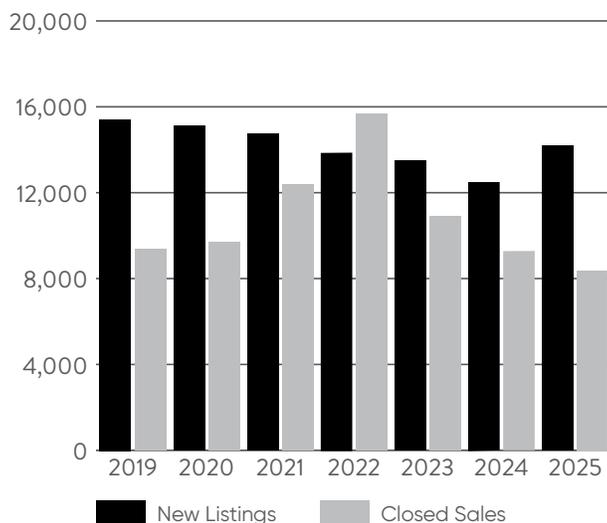
6,660
↑49.16%



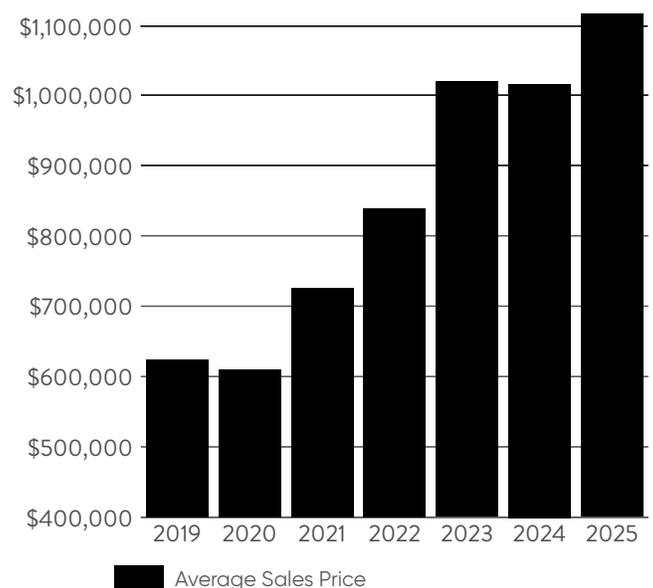
MONTHS OF SUPPLY

9.63
↑62.98%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	38	16	28.50	\$11,059,482
Audubon	6	20	3.60	\$2,623,125
Colliers Reserve	8	13	7.38	\$2,807,029
Crayton Road Area Non-Waterfront	97	66	17.64	\$4,564,418
Crayton Road Area Waterfront	23	12	23.00	\$10,039,167
Crossings	5	6	10.00	\$1,340,000
Esplanade	10	45	2.67	\$1,909,489
Grey Oaks	17	47	4.34	\$4,348,149
Isles of Collier Preserve	42	64	7.88	\$2,255,468
Kensington	6	15	4.80	\$1,610,067
Lely Resort	72	72	12.00	\$1,379,058
Mediterra	29	29	12.00	\$4,294,742
Monterey	6	17	4.24	\$1,602,647
Olde Cypress	10	17	7.06	\$1,713,912
Olde Naples	96	39	29.54	\$7,673,538
Pelican Bay	31	30	12.40	\$4,553,167
Pelican Bay - Bay Colony	17	4	51.00	\$5,962,500
Pelican Marsh	13	24	6.50	\$1,910,438
Pine Ridge	31	24	15.50	\$6,308,579
Port Royal	40	19	25.26	\$19,371,579
Quail Creek	12	15	9.60	\$2,425,867
Quail West	31	41	9.07	\$4,504,962
The Quarry	21	32	7.88	\$1,629,825
Riverstone	24	27	10.67	\$1,240,907
Royal Harbor	34	16	25.50	\$5,896,375
The Strand	2	10	2.40	\$1,250,900
Tiburon	2	9	2.67	\$3,693,333
Treviso Bay	12	16	9.00	\$2,333,119
Vanderbilt Beach	48	14	41.14	\$3,886,464
Vineyards	20	55	4.36	\$1,329,806

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

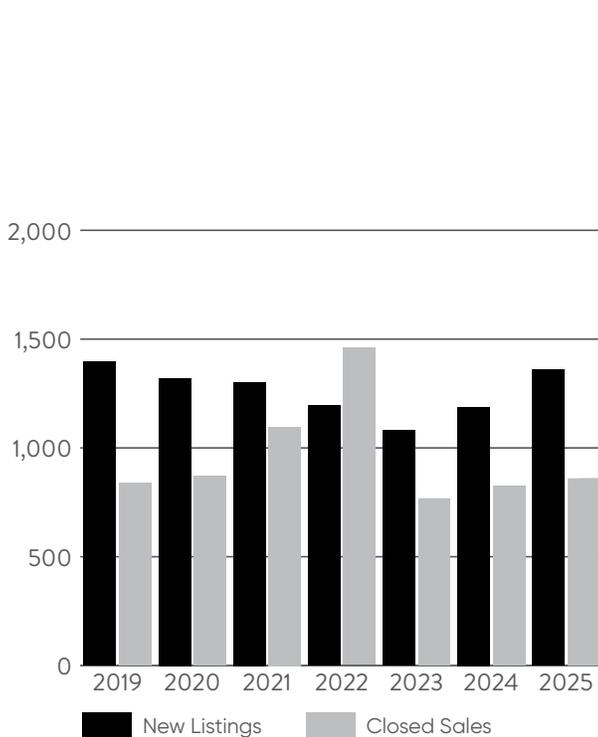
Monthly Snapshot as of January 31, 2025

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	119	89	16.04	\$572,257
Crayton Road Area Waterfront	284	202	16.87	\$2,459,165
The Dunes	42	32	15.75	\$1,888,391
Esplanade	25	44	6.82	\$719,868
Grey Oaks	1	11	1.09	\$2,559,545
Isles of Collier Preserve	41	63	7.81	\$913,303
Kensington	7	15	5.60	\$821,733
Lely Resort	118	115	12.31	\$583,867
Mediterra	15	11	16.36	\$1,598,636
Olde Naples	122	113	12.96	\$1,616,979
Pelican Bay	184	222	9.95	\$1,745,996
Pelican Bay - Bay Colony	29	18	19.33	\$6,420,000
Pelican Marsh	23	47	5.87	\$782,032
Pine Ridge	6	8	9.00	\$312,500
The Quarry	22	8	33.00	\$749,750
The Strand	10	43	2.79	\$622,114
Tiburon	18	12	18.00	\$1,322,588
Treviso Bay	34	57	7.16	\$638,188
Vanderbilt Beach	90	59	18.31	\$1,399,534
Vineyards	59	65	10.89	\$670,206

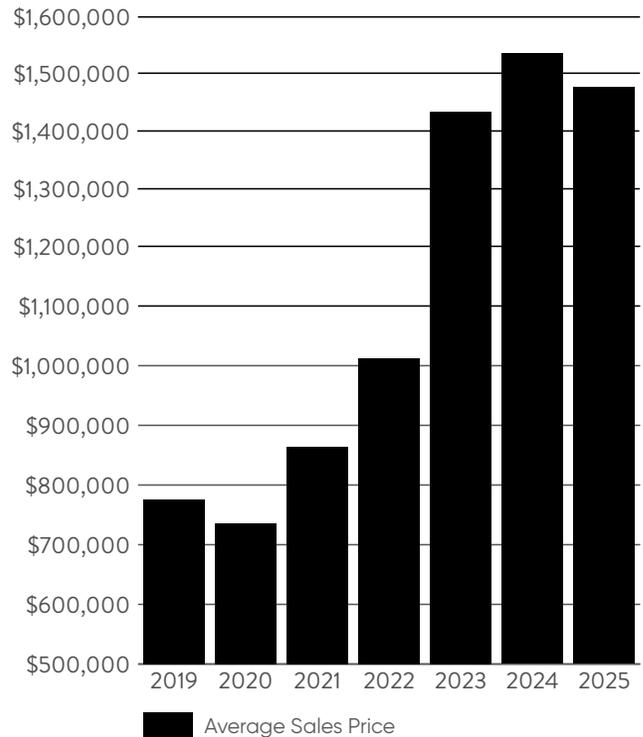
	2019	2020	2021	2022	2023	2024	2025
Listed	1,442	1,361	1,337	1,286	1,193	1,325	1,458
Sold	794	839	1,221	1,450	777	803	810
Avg. Sale \$	\$791,899	\$740,404	\$855,474	\$1,072,487	\$1,432,585	\$1,515,898	\$1,485,070

 NEW LISTINGS 1,458 ↑10.04%	 CLOSED SALES 810 ↑0.87%	 AVERAGE SALES PRICE \$1,485,070 ↓2.03%	 CURRENT INVENTORY 708 ↑25.75%	 MONTHS OF SUPPLY 10.49 ↑24.67%
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12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2025

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	103	120	10.30	\$3,063,195
Golf Course	5	12	5.00	\$1,359,646
Gulf Front	0	0	0.00	-
Indirect Waterfront	104	134	9.31	\$1,886,136
Inland	77	115	8.03	\$1,065,379
Preserve	11	8	16.50	\$3,771,250

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	97	94	12.38	\$680,705
Golf Course	2	0	0.00	-
Gulf Front	163	168	11.64	\$1,450,576
Gulf View	31	29	12.83	\$1,291,190
Indirect Waterfront	19	24	9.50	\$608,479
Inland	91	96	11.38	\$430,654
Preserve	5	10	6.00	\$577,300

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	62	73	10.19	\$1,696,847
Isles Of Capri	27	18	18.00	\$1,471,806
Naples Reserve	47	42	13.43	\$1,315,076
Winding Cypress	21	32	7.88	\$1,059,156

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	68	64	12.75	\$800,406
Hammock Bay Golf and Country Club	39	24	19.50	\$720,188
Isles Of Capri	26	17	18.35	\$724,147

BONITA SPRINGS - ESTERO

MARKET REPORT - JANUARY 2025



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2019	2020	2021	2022	2023	2024	2025
Listed	4,929	4,703	4,325	3,835	3,789	4,071	4,557
Sold	3,096	3,155	3,908	4,458	3,087	2,931	2,698
Avg. Sale \$	\$404,173	\$413,903	\$450,429	\$561,852	\$709,697	\$784,800	\$793,282



NEW LISTINGS

4,557
↑11.94%



CLOSED SALES

2,698
↓7.95%



AVERAGE SALES PRICE

\$793,282
↑1.08%



CURRENT INVENTORY

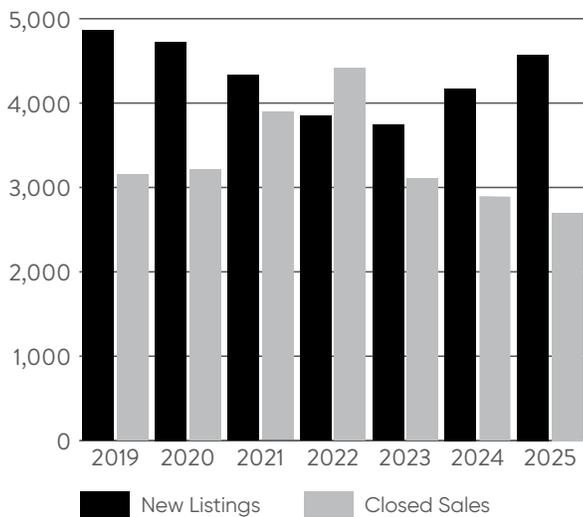
1,904
↑51.09%



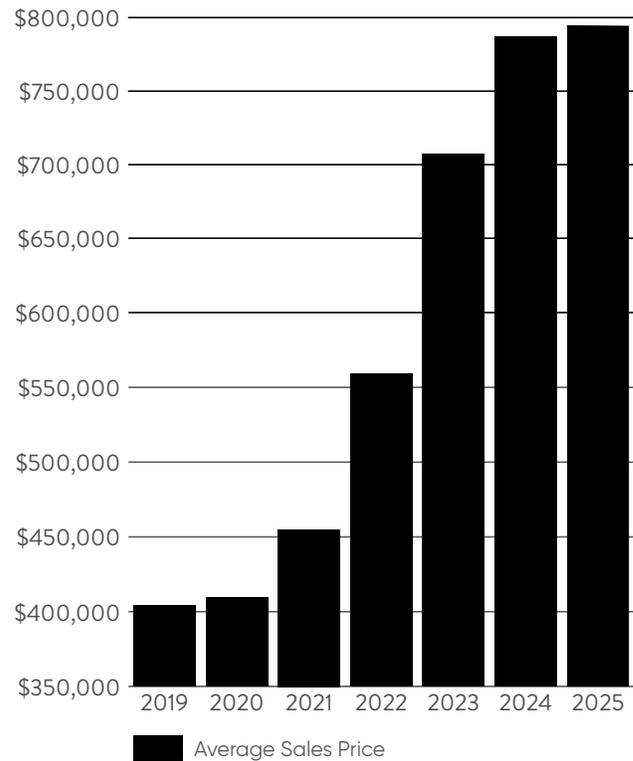
MONTHS OF SUPPLY

8.63
↑64.14%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	19	7	32.57	\$5,288,214
Bonita Bay	49	84	7.00	\$2,217,814
The Brooks	26	64	4.88	\$1,435,011
Palmira Golf and Country Club	18	24	9.00	\$1,134,583
Pelican Landing	25	41	7.32	\$1,529,110
Pelican Landing - The Colony	6	10	7.20	\$2,395,800
Pelican Sound	0	4	0.00	\$1,097,975
West Bay Club	10	17	7.06	\$2,154,780

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	30	8	45.00	\$3,193,750
Bonita Bay	120	110	13.09	\$1,362,012
The Brooks	49	74	7.95	\$529,957
Palmira Golf and Country Club	10	12	10.00	\$607,553
Pelican Landing	49	51	11.53	\$575,571
Pelican Landing - The Colony	62	42	17.71	\$1,254,762
Pelican Sound	14	40	4.20	\$622,835
West Bay Club	26	25	12.48	\$813,240

FORT MYERS

MARKET REPORT - JANUARY 2025



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2019	2020	2021	2022	2023	2024	2025
Listed	11,482	10,419	7,356	6,989	6,682	7,845	8,110
Sold	5,617	6,076	6,566	7,655	5,530	4,842	4,085
Avg. Sale \$	\$276,259	\$277,031	\$319,767	\$387,334	\$493,450	\$507,323	\$510,282



NEW LISTINGS

8,110
↑3.38%



CLOSED SALES

4,085
↓15.63%



AVERAGE SALES PRICE

\$510,282
↑0.58%



CURRENT INVENTORY

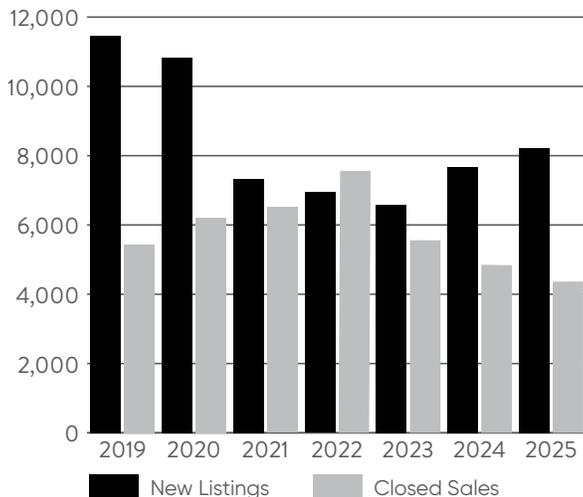
3,425
↑45.00%



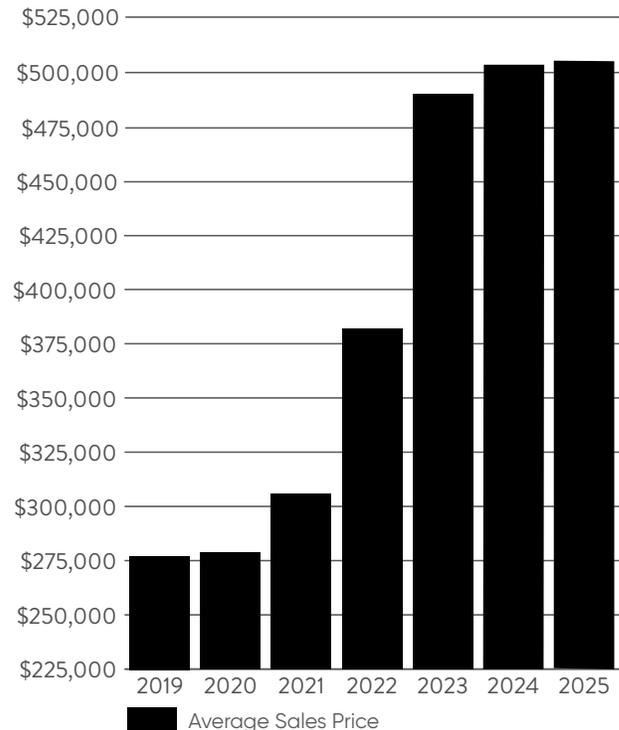
MONTHS OF SUPPLY

10.06
↑71.88%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



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Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	18	22	9.82	\$904,045
Colonial Country Club	16	27	7.11	\$623,590
Crown Colony	15	15	12.00	\$728,700
Esplanade Lake Club	26	41	7.61	\$1,542,095
Fiddlesticks Country Club	12	27	5.33	\$963,177
The Forest	24	25	11.52	\$708,080
Gulf Harbour Yacht And Country Club	19	25	9.12	\$1,316,320
Miromar Lakes Beach And Golf Club	30	32	11.25	\$2,775,398
Parker Lakes	11	15	8.80	\$389,833
Paseo	11	14	9.43	\$867,979
The Plantation	57	83	8.24	\$721,738
Shadow Wood Preserve	11	12	11.00	\$1,152,825
Town And River	14	24	7.00	\$1,323,808
Wildblue	46	88	6.27	\$1,511,749

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	54	59	10.98	\$319,356
Crown Colony	14	4	42.00	\$441,875
Downtown Fort Myers	130	59	26.44	\$387,091
Esplanade Lake Club	7	42	2.00	\$466,798
Fiddlesticks Country Club	6	8	9.00	\$349,500
The Forest	33	30	13.20	\$323,847
Gulf Harbour Yacht And Country Club	63	66	11.45	\$825,529
Miromar Lakes Beach And Golf Club	39	32	14.63	\$1,189,719
Parker Lakes	23	39	7.08	\$327,618
Paseo	34	34	12.00	\$415,953
The Plantation	13	19	8.21	\$461,008
Shadow Wood Preserve	6	5	14.40	\$455,290
Town And River	3	2	18.00	\$265,000

FORT MYERS BEACH

MARKET REPORT - JANUARY 2025



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2019	2020	2021	2022	2023	2024	2025
Listed	703	694	637	585	636	619	686
Sold	418	424	518	625	384	379	241
Avg. Sale \$	\$513,218	\$539,714	\$611,879	\$743,602	\$974,841	\$908,235	\$891,155



NEW LISTINGS

686
↑10.82%



CLOSED SALES

241
↓36.41%



AVERAGE SALES PRICE

\$891,155
↓1.88%



CURRENT INVENTORY

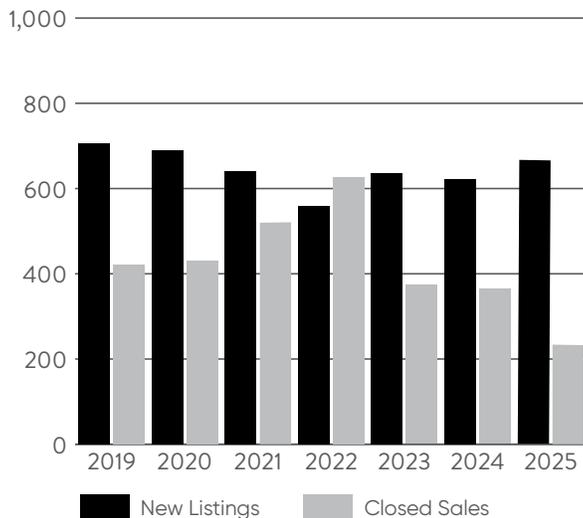
462
↑75.67%



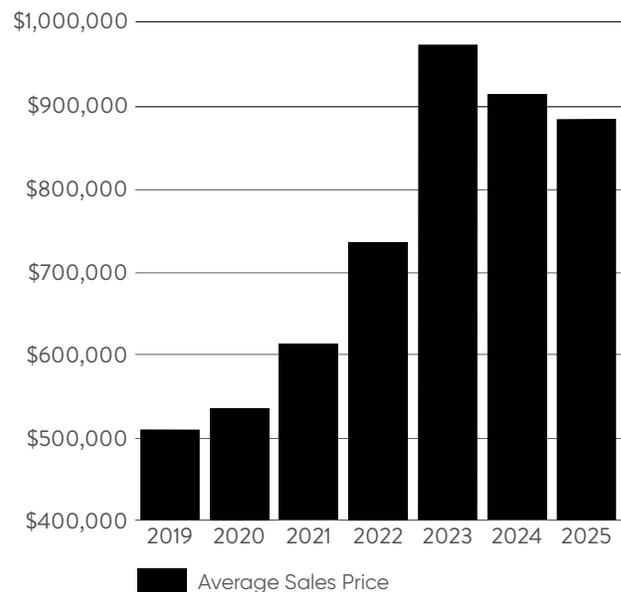
MONTHS OF SUPPLY

23.00
↑176.25%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	22	5	52.80	\$781,000
Laguna Shores	19	4	57.00	\$903,725
Mcphie Park	15	5	36.00	\$3,285,500

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	4	1	48.00	\$546,000
Ocean Harbor Condo	11	6	22.00	\$984,364
Sandarac Condo	13	9	17.33	\$645,833
Waterside At Bay Beach	38	23	19.83	\$1,113,674

SANIBEL-CAPTIVA

MARKET REPORT - JANUARY 2025

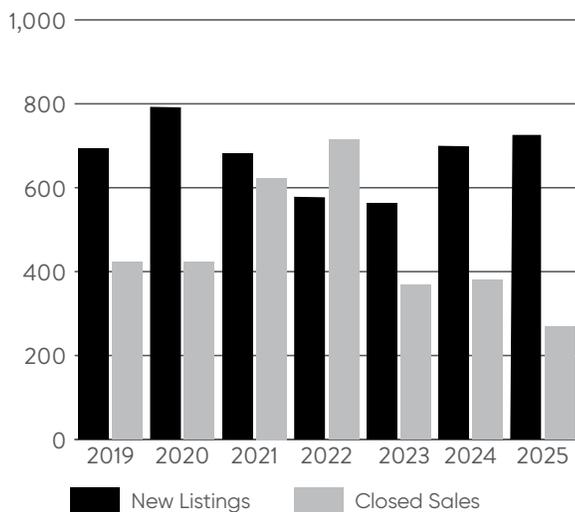


CHRISTIE'S
INTERNATIONAL REAL ESTATE

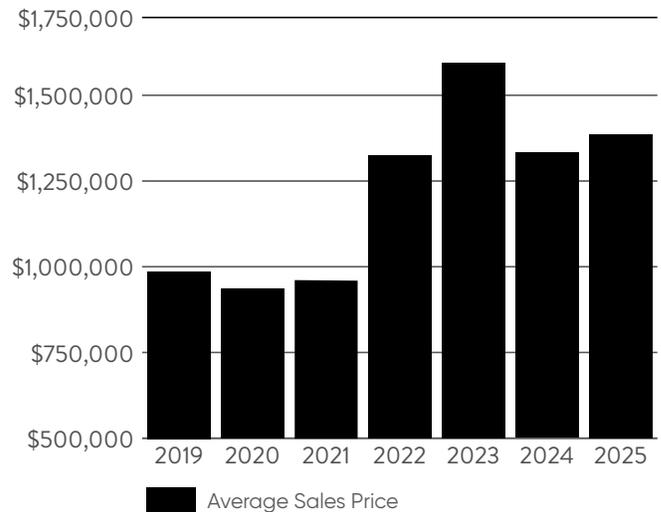
	2019	2020	2021	2022	2023	2024	2025
Listed	694	799	686	582	562	702	741
Sold	411	412	607	737	362	388	277
Avg. Sale \$	\$993,000	\$939,092	\$957,287	\$1,273,877	\$1,645,501	\$1,276,320	\$1,379,832



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	19	8	28.50	\$1,541,875
Captiva Island	48	27	21.33	\$2,491,741
Dunes At Sanibel Island	18	19	11.37	\$947,316
Other Sanibel Island Single-Family	198	139	17.09	\$1,467,939

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	44	10	52.80	\$1,607,300
Sundial Of Sanibel Condos	131	64	24.56	\$869,649
Other Sanibel Island Condos	9	10	10.80	\$758,750

	2019	2020	2021	2022	2023	2024	2025
Listed	8,830	8,409	7,834	8,536	8,601	9,663	10,441
Sold	5,745	6,203	7,051	8,049	6,226	5,616	5,631
Avg. Sale \$	\$274,119	\$284,212	\$321,027	\$417,667	\$502,787	\$478,014	\$471,445



NEW LISTINGS

10,441
↑8.05%



CLOSED SALES

5,631
↑0.27%



AVERAGE SALES PRICE

\$471,445
↓1.37%



CURRENT INVENTORY

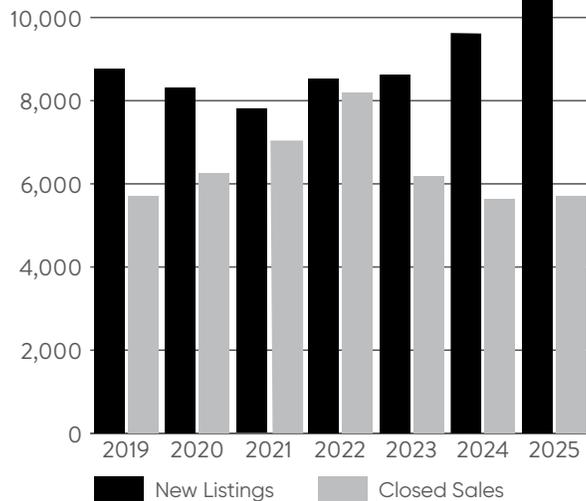
3,973
↑26.69%



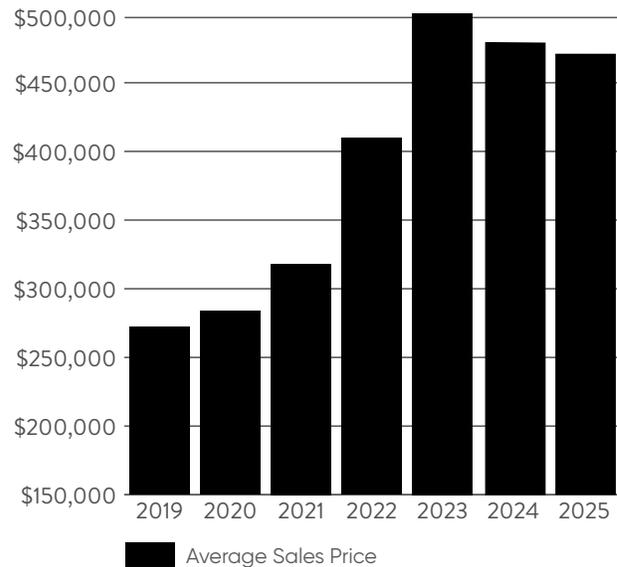
MONTHS OF SUPPLY

8.47
↑26.35%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	18	13	16.62	\$1,973,077
Cape Royal	18	14	15.43	\$841,393
Yacht Club	32	19	20.21	\$728,054

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	25	31	9.68	\$787,463
Tarpon Point Marina	18	12	18.00	\$992,833

PINE ISLAND-MATLACHA

MARKET REPORT - JANUARY 2025



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2019	2020	2021	2022	2023	2024	2025
Listed	420	400	361	366	314	439	471
Sold	242	233	280	368	224	215	193
Avg. Sale \$	\$337,854	\$349,859	\$421,545	\$506,814	\$683,603	\$550,249	\$590,919



NEW LISTINGS

471
↑7.29%



CLOSED SALES

193
↓10.23%



AVERAGE SALES PRICE

\$590,919
↑7.39%



CURRENT INVENTORY

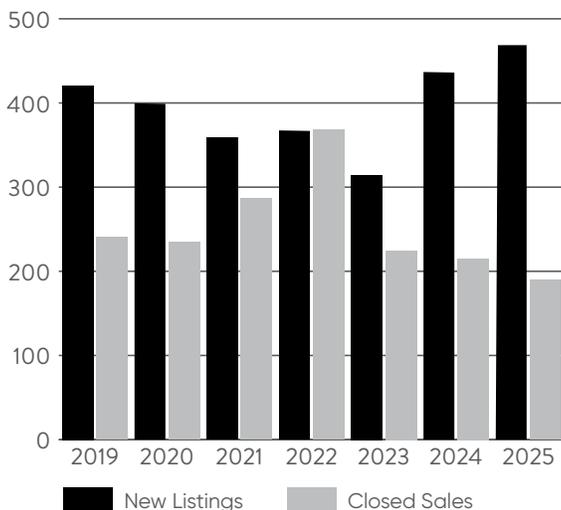
265
↑59.64%



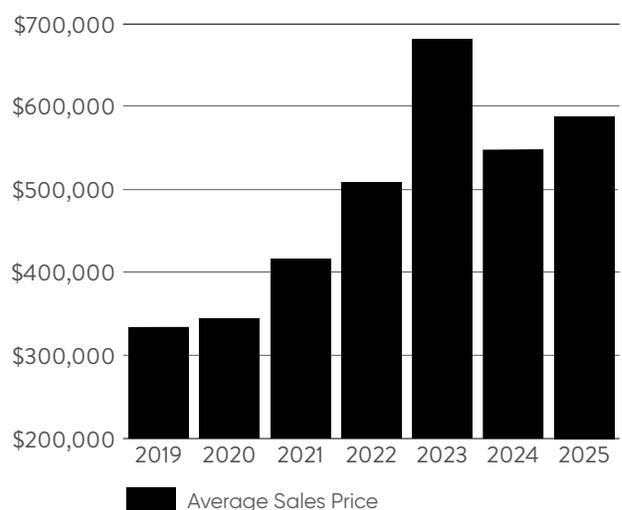
MONTHS OF SUPPLY

16.48
↑77.84%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of January 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	82	70	14.06	\$564,743
Matlacha	40	28	17.14	\$584,621
St James City	118	74	19.14	\$644,738

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	18	21	10.29	\$467,214
St James City	6	0	0.00	-

#1 REAL ESTATE COMPANY IN SOUTHWEST FLORIDA

**\$4.5 Billion in Sales Volume in 2024.
Over \$1.6 Billion ahead
of our nearest competitor.**



CHRISTIE'S
INTERNATIONAL REAL ESTATE

THE UNRIVALED LEADER IN REAL ESTATE
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Source: SWFLA MLS. Sales Volume In Lee and Collier Counties Combined. 1/1/2024 through 12/31/2024.