

MONTHLY MARKET REPORT - MARCH 2025



**JOHN R. WOOD**<sup>TM</sup>  
— 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

## MARCH 2025

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# SOUTHWEST FLORIDA

## MARKET REPORT - MARCH 2025



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2019	2020	2021	2022	2023	2024	2025
Listed	43,675	40,531	37,406	36,089	35,112	38,513	42,010
Sold	25,631	28,656	35,561	36,886	26,001	23,882	21,884
Avg. Sale \$	\$446,234	\$455,636	\$553,592	\$670,142	\$802,924	\$795,868	\$738,480



NEW LISTINGS

42,010  
↑9.08%



CLOSED SALES

21,884  
↓8.37%



AVERAGE SALES PRICE

\$738,480  
↓7.12%



CURRENT INVENTORY

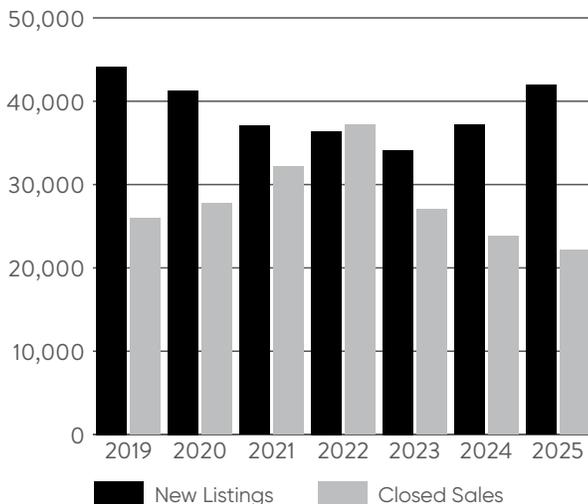
19,503  
↑40.63%



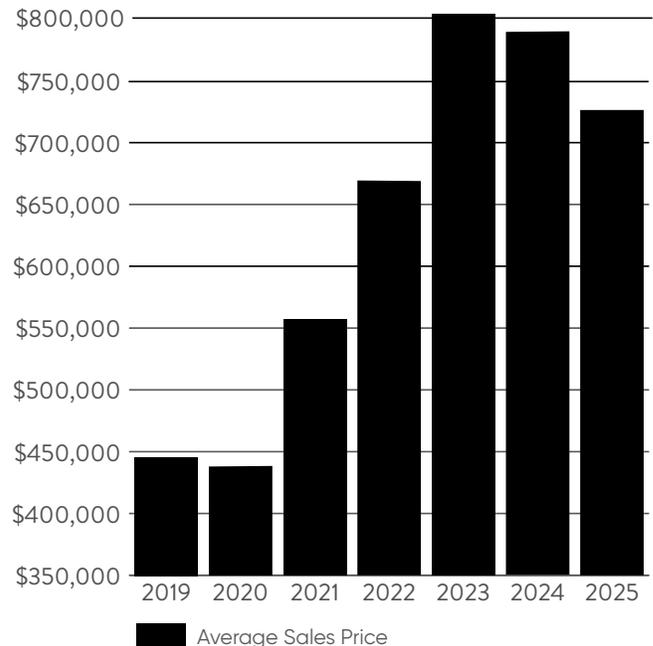
MONTHS OF SUPPLY

10.69  
↑53.47%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



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# NAPLES

## MARKET REPORT - MARCH 2025



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2019	2020	2021	2022	2023	2024	2025
Listed	15,564	14,951	14,938	13,802	12,993	13,470	15,194
Sold	9,482	10,761	14,131	14,531	10,055	8,896	8,149
Avg. Sale \$	\$610,328	\$622,756	\$748,880	\$873,395	\$1,086,900	\$1,069,861	\$1,165,666



NEW LISTINGS

15,194  
↑12.80%



CLOSED SALES

8,149  
↓8.40%



AVERAGE SALES PRICE

\$1,165,666  
↑8.95%



CURRENT INVENTORY

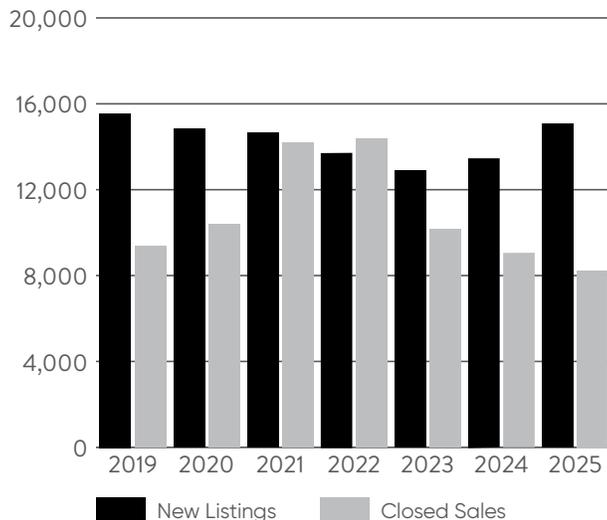
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↑45.15%



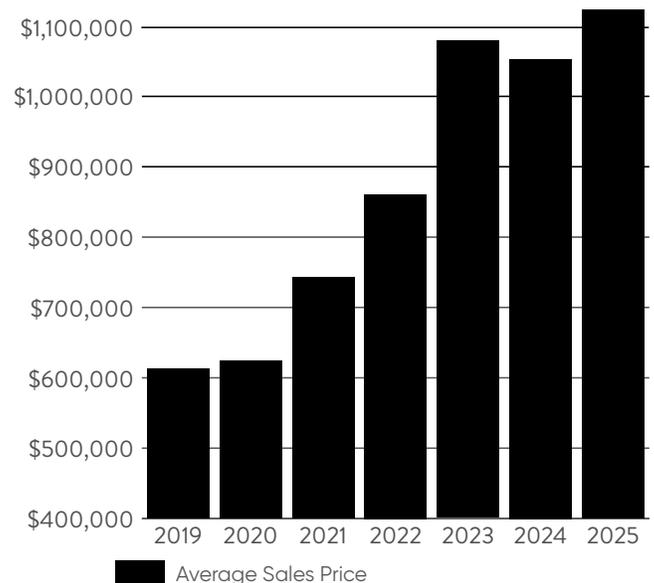
MONTHS OF SUPPLY

11.01  
↑58.45%

### 12 MONTH NEW LISTINGS AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	44	19	27.79	\$11,774,028
Audubon	16	19	10.11	\$2,445,263
Colliers Reserve	15	15	12.00	\$2,784,425
Crayton Road Area Non-Waterfront	111	71	18.76	\$4,540,062
Crayton Road Area Waterfront	28	14	24.00	\$9,368,571
Crossings	6	8	9.00	\$1,368,125
Esplanade	20	45	5.33	\$1,840,600
Grey Oaks	20	48	5.00	\$4,680,667
Isles of Collier Preserve	43	61	8.46	\$2,268,172
Kensington	6	14	5.14	\$1,577,857
Lely Resort	83	72	13.83	\$1,396,829
Mediterra	28	27	12.44	\$4,494,199
Monterey	6	17	4.24	\$1,596,176
Olde Cypress	14	15	11.20	\$1,721,867
Olde Naples	108	38	34.11	\$7,194,223
Pelican Bay	34	32	12.75	\$4,837,188
Pelican Bay - Bay Colony	16	5	38.40	\$6,595,000
Pelican Marsh	16	23	8.35	\$2,067,848
Pine Ridge	35	25	16.80	\$6,739,606
Port Royal	36	23	18.78	\$17,667,609
Quail Creek	14	13	12.92	\$2,494,846
Quail West	30	36	10.00	\$4,553,068
The Quarry	22	28	9.43	\$1,730,161
Riverstone	28	30	11.20	\$1,163,333
Royal Harbor	37	16	27.75	\$5,516,562
The Strand	4	13	3.69	\$1,228,615
Tiburon	4	4	12.00	\$2,725,000
Treviso Bay	11	17	7.76	\$2,267,641
Vanderbilt Beach	55	18	36.67	\$3,801,139
Vineyards	20	54	4.44	\$1,338,450

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

12-Month Sold Comparison Report for Select Communities

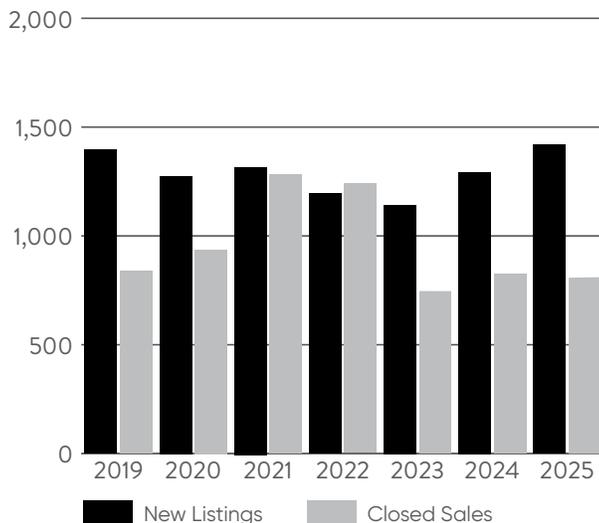
Monthly Snapshot as of March 31, 2025

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	135	83	19.52	\$572,788
Crayton Road Area Waterfront	327	194	20.23	\$2,479,855
The Dunes	44	31	17.03	\$1,876,968
Esplanade	24	46	6.26	\$724,482
Grey Oaks	1	9	1.33	\$2,123,333
Isles of Collier Preserve	41	63	7.81	\$880,579
Kensington	9	18	6.00	\$839,306
Lely Resort	143	116	14.79	\$553,428
Mediterra	14	14	12.00	\$1,601,071
Olde Naples	152	113	16.14	\$1,585,514
Pelican Bay	217	214	12.17	\$1,655,144
Pelican Bay - Bay Colony	32	25	15.36	\$6,061,200
Pelican Marsh	27	59	5.49	\$785,034
Pine Ridge	8	8	12.00	\$326,000
The Quarry	24	8	36.00	\$744,125
The Strand	22	37	7.14	\$613,214
Tiburon	22	17	15.53	\$1,309,179
Treviso Bay	35	51	8.24	\$673,953
Vanderbilt Beach	114	64	21.38	\$1,428,922
Vineyards	57	64	10.69	\$679,450

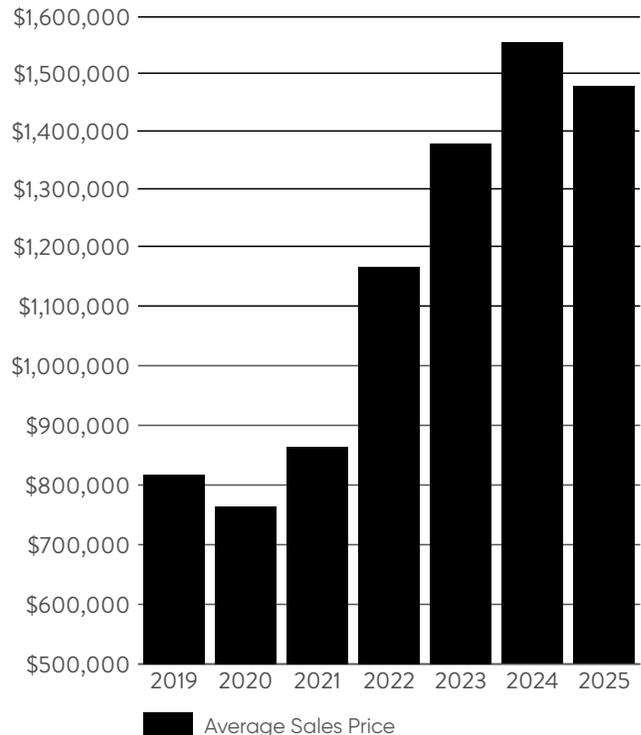
	2019	2020	2021	2022	2023	2024	2025
Listed	1,446	1,315	1,420	1,219	1,188	1,395	1,464
Sold	791	908	1,333	1,316	746	816	787
Avg. Sale \$	\$816,624	\$762,302	\$880,548	\$1,165,221	\$1,388,160	\$1,543,685	\$1,485,269



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2025

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	115	117	11.79	\$3,157,307
Golf Course	9	15	7.20	\$1,379,383
Gulf Front	0	0	0.00	-
Indirect Waterfront	125	127	11.81	\$1,951,671
Inland	67	114	7.05	\$1,101,536
Preserve	16	7	27.43	\$3,524,286

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	113	90	15.07	\$681,676
Golf Course	2	1	24.00	\$715,000
Gulf Front	175	157	13.38	\$1,414,020
Gulf View	42	27	18.67	\$1,257,167
Indirect Waterfront	11	27	4.89	\$595,593
Inland	101	96	12.63	\$431,858
Preserve	7	9	9.33	\$572,667

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	69	67	12.36	\$1,634,484
Isles Of Capri	30	19	18.95	\$1,494,868
Naples Reserve	50	44	13.64	\$1,382,834
Winding Cypress	19	34	6.71	\$1,013,382

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	67	54	14.89	\$796,940
Hammock Bay Golf and Country Club	45	26	20.77	\$720,558
Isles Of Capri	26	18	17.33	\$781,139

# BONITA SPRINGS - ESTERO

MARKET REPORT - MARCH 2025



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2019	2020	2021	2022	2023	2024	2025
Listed	4,850	4,483	4,247	3,926	3,800	4,104	4,644
Sold	3,049	3,312	4,240	4,082	3,044	2,891	2,673
Avg. Sale \$	\$408,468	\$407,855	\$471,526	\$586,619	\$754,926	\$762,335	\$783,914



NEW LISTINGS

4,644  
↑13.16%



CLOSED SALES

2,673  
↓7.54%



AVERAGE SALES PRICE

\$783,914  
↑2.83%



CURRENT INVENTORY

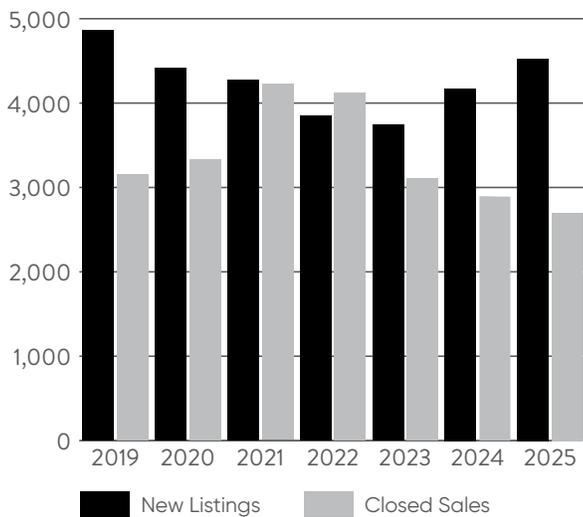
2,120  
↑49.93%



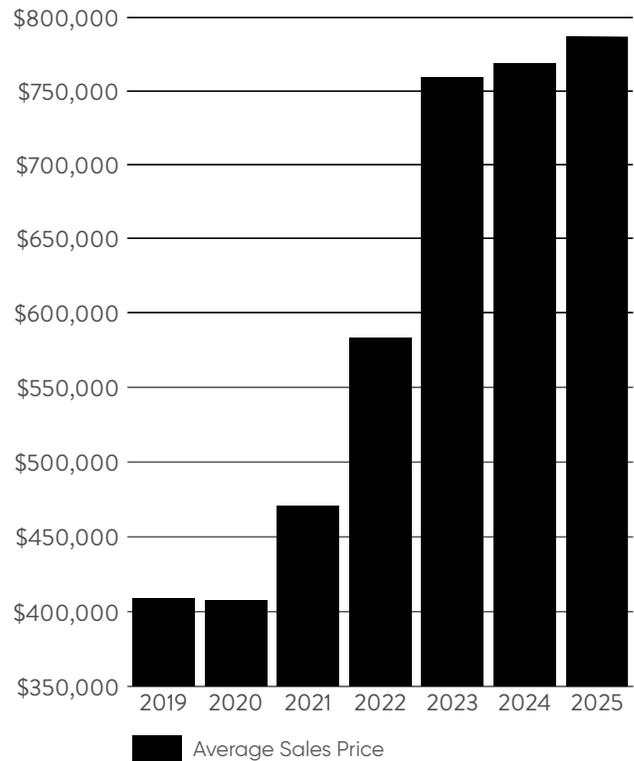
MONTHS OF SUPPLY

9.52  
↑62.16%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	32	9	42.67	\$4,538,056
Bonita Bay	44	91	5.80	\$2,293,774
The Brooks	37	56	7.93	\$1,371,423
Palmira Golf and Country Club	21	24	10.50	\$1,060,667
Pelican Landing	31	37	10.05	\$1,464,703
Pelican Landing - The Colony	8	8	12.00	\$2,251,000
Pelican Sound	0	2	0.00	\$1,112,500
West Bay Club	14	15	11.20	\$2,111,091

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	40	8	60.00	\$2,762,500
Bonita Bay	137	106	15.51	\$1,276,289
The Brooks	64	74	10.38	\$527,861
Palmira Golf and Country Club	10	11	10.91	\$603,240
Pelican Landing	53	50	12.72	\$563,832
Pelican Landing - The Colony	69	44	18.82	\$1,309,634
Pelican Sound	15	35	5.14	\$627,897
West Bay Club	32	23	16.70	\$824,000

	2019	2020	2021	2022	2023	2024	2025
Listed	11,218	9,791	7,283	6,960	6,890	7,918	8,188
Sold	5,576	6,204	6,998	7,221	5,396	4,697	4,068
Avg. Sale \$	\$274,003	\$281,580	\$330,056	\$406,557	\$500,634	\$510,620	\$508,255



NEW LISTINGS

8,188  
↑3.41%



CLOSED SALES

4,068  
↓13.39%



AVERAGE SALES PRICE

\$508,255  
↓0.46%



CURRENT INVENTORY

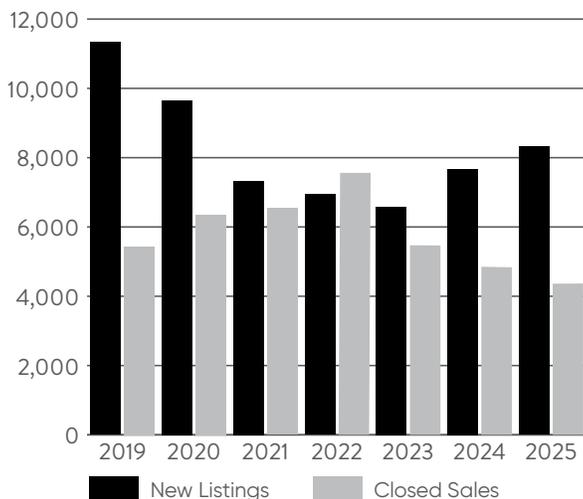
3,676  
↑41.55%



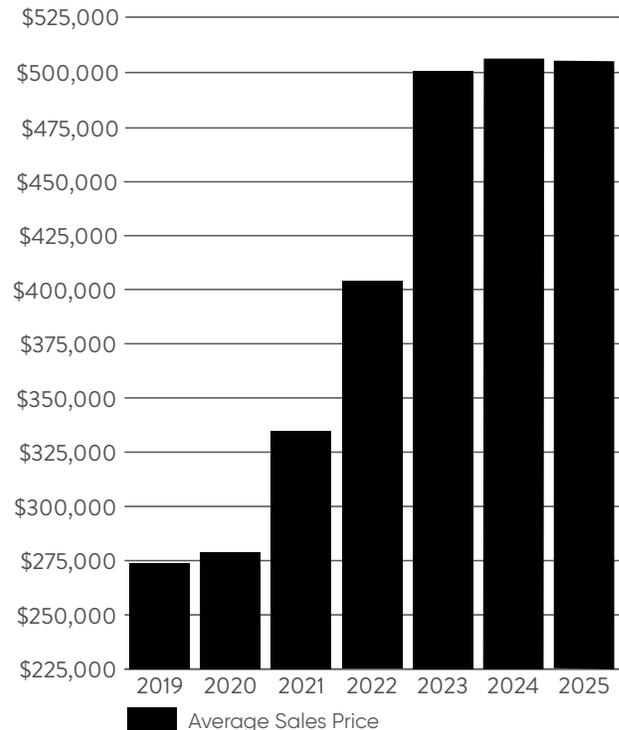
MONTHS OF SUPPLY

10.84  
↑63.43%

### 12 MONTH NEW LISTINGS AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	15	21	8.57	\$879,952
Colonial Country Club	29	23	15.13	\$632,822
Crown Colony	13	17	9.18	\$680,912
Esplanade Lake Club	24	41	7.02	\$1,413,131
Fiddlesticks Country Club	13	25	6.24	\$936,671
The Forest	20	24	10.00	\$676,917
Gulf Harbour Yacht And Country Club	17	27	7.56	\$1,418,463
Miromar Lakes Beach And Golf Club	25	40	7.50	\$2,713,778
Parker Lakes	9	17	6.35	\$387,618
Paseo	11	16	8.25	\$860,888
The Plantation	47	89	6.34	\$675,064
Shadow Wood Preserve	10	12	10.00	\$1,244,492
Town And River	23	18	15.33	\$1,524,944
Wildblue	43	94	5.49	\$1,654,155

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	68	57	14.32	\$310,158
Crown Colony	15	7	25.71	\$414,643
Downtown Fort Myers	146	51	34.35	\$370,183
Esplanade Lake Club	4	40	1.20	\$453,205
Fiddlesticks Country Club	7	9	9.33	\$347,056
The Forest	35	32	13.13	\$302,638
Gulf Harbour Yacht And Country Club	69	57	14.53	\$821,867
Miromar Lakes Beach And Golf Club	38	28	16.29	\$1,227,997
Parker Lakes	31	30	12.40	\$313,211
Paseo	29	36	9.67	\$400,317
The Plantation	16	19	10.11	\$451,171
Shadow Wood Preserve	8	4	24.00	\$480,363
Town And River	6	1	72.00	\$300,000

# FORT MYERS BEACH

## MARKET REPORT - MARCH 2025



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2019	2020	2021	2022	2023	2024	2025
Listed	689	673	634	612	660	576	746
Sold	407	434	582	577	375	348	222
Avg. Sale \$	\$527,228	\$552,750	\$617,829	\$815,473	\$920,821	\$932,673	\$923,542



NEW LISTINGS

746  
↑29.51%



CLOSED SALES

222  
↓36.21%



AVERAGE SALES PRICE

\$923,542  
↓0.98%



CURRENT INVENTORY

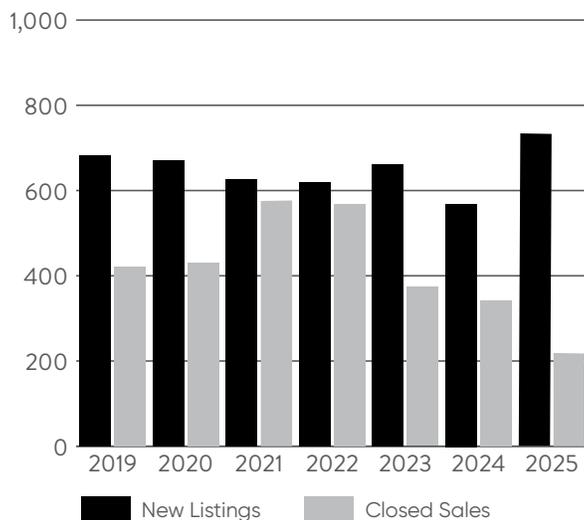
529  
↑79.32%



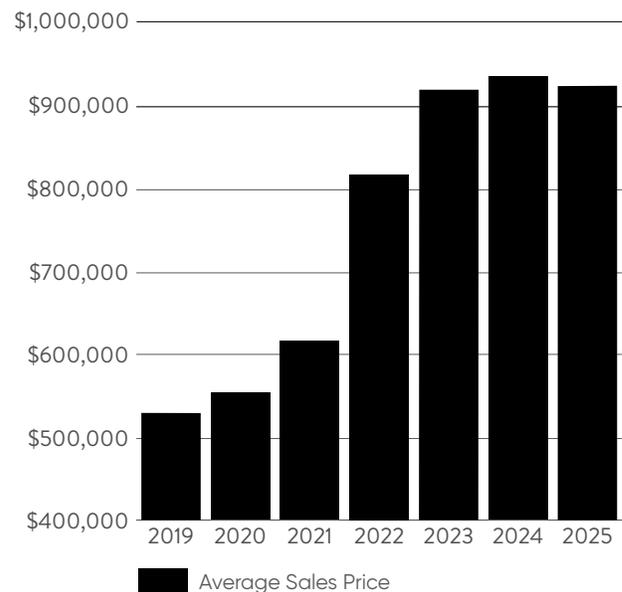
MONTHS OF SUPPLY

28.59  
↑181.10%

### 12 MONTH NEW LISTINGS AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	24	8	36.00	\$848,750
Laguna Shores	21	2	126.00	\$752,450
Mcphie Park	15	2	90.00	\$6,012,500

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	4	2	24.00	\$498,000
Ocean Harbor Condo	15	4	45.00	\$1,001,796
Sandarac Condo	16	7	27.43	\$653,929
Waterside At Bay Beach	44	20	26.40	\$1,167,350

# SANIBEL-CAPTIVA

## MARKET REPORT - MARCH 2025

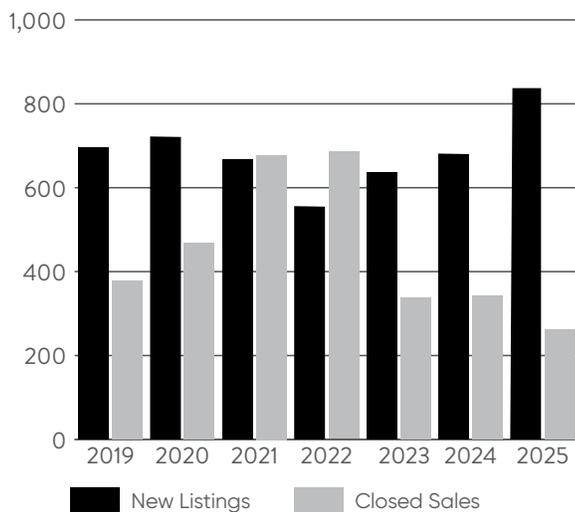


CHRISTIE'S  
INTERNATIONAL REAL ESTATE

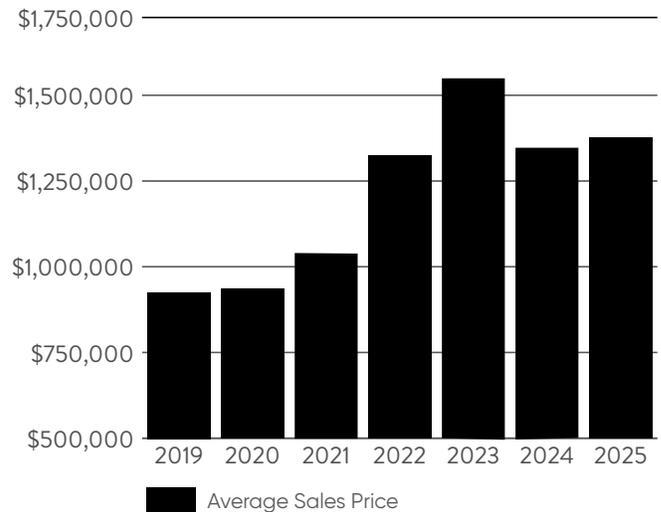
	2019	2020	2021	2022	2023	2024	2025
Listed	700	735	656	567	619	685	836
Sold	387	439	680	692	347	348	264
Avg. Sale \$	\$951,097	\$952,507	\$1,021,969	\$1,324,315	\$1,512,316	\$1,340,047	\$1,363,646



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	18	6	36.00	\$1,419,583
Captiva Island	67	27	29.78	\$2,409,870
Dunes At Sanibel Island	20	17	14.12	\$944,059
Other Sanibel Island Single-Family	274	127	25.89	\$1,494,110

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	54	8	81.00	\$1,729,750
Sundial Of Sanibel Condos	16	10	19.20	\$803,750
Other Sanibel Island Condos	183	69	31.83	\$851,334

	2019	2020	2021	2022	2023	2024	2025
Listed	8,797	8,221	7,871	8,624	8,643	9,918	10,457
Sold	5,695	6,352	7,300	8,109	5,842	5,652	5,551
Avg. Sale \$	\$275,190	\$286,680	\$333,809	\$440,735	\$499,306	\$477,954	\$467,277



NEW LISTINGS

10,457  
↑5.43%



CLOSED SALES

5,551  
↓1.79%



AVERAGE SALES PRICE

\$467,277  
↓2.23%



CURRENT INVENTORY

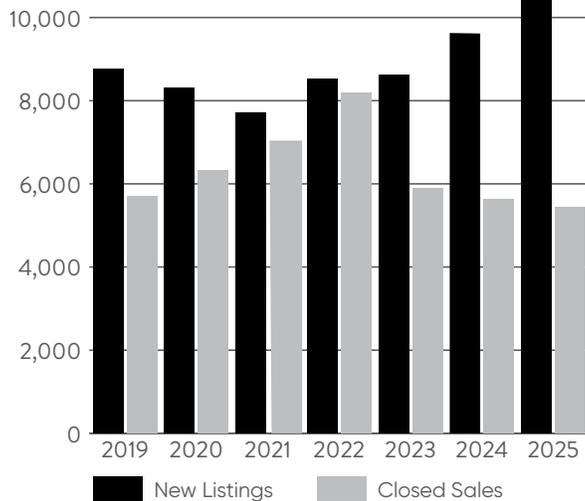
3,976  
↑22.91%



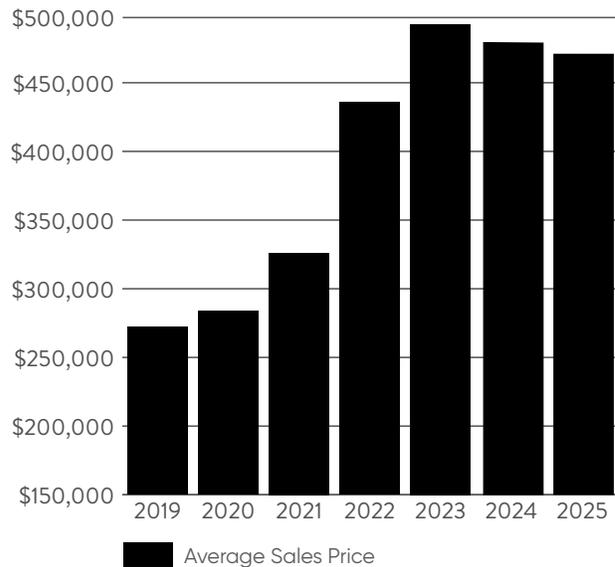
MONTHS OF SUPPLY

8.60  
↑25.14%

### 12 MONTH NEW LISTINGS AND CLOSED SALES



### 12 MONTH AVERAGE SALES PRICE



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	17	12	17.00	\$2,040,833
Cape Royal	18	12	18.00	\$821,042
Yacht Club	31	16	23.25	\$654,038

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	29	33	10.55	\$748,413
Tarpon Point Marina	19	11	20.73	\$1,098,000

# PINE ISLAND-MATLACHA

## MARKET REPORT - MARCH 2025



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2019	2020	2021	2022	2023	2024	2025
Listed	411	362	357	379	319	447	481
Sold	244	246	297	358	196	234	170
Avg. Sale \$	\$332,902	\$350,763	\$436,984	\$566,839	\$643,013	\$577,706	\$548,698



NEW LISTINGS

481  
↑7.61%



CLOSED SALES

170  
↓27.35%



AVERAGE SALES PRICE

\$548,698  
↓5.02%



CURRENT INVENTORY

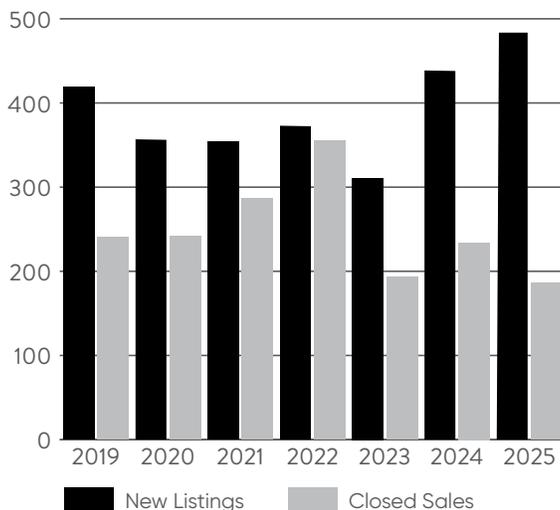
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↑59.18%



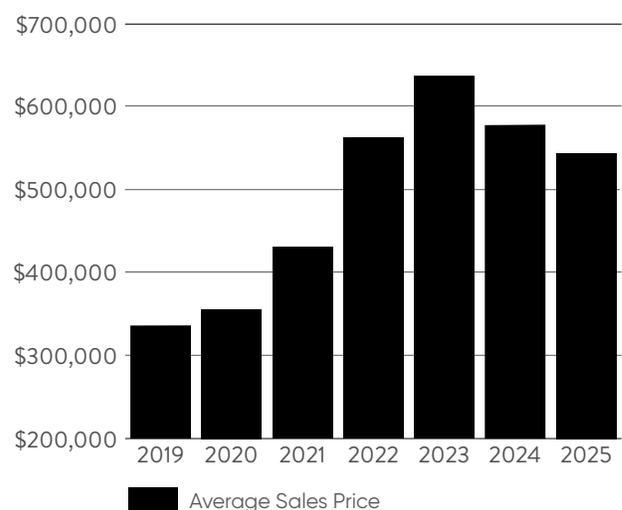
MONTHS OF SUPPLY

22.02  
↑119.11%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2025

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	97	61	19.08	\$496,872
Matlacha	47	24	23.50	\$538,767
St James City	140	71	23.66	\$608,521

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	19	14	16.29	\$488,143
St James City	8	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**  
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Source: SWFLA MLS. Sales Volume In Lee and Collier Counties Combined. 1/1/2024 through 12/31/2024.