

Monthly Indicators



November 2025

A gentle softening of prices during November encouraged many buyers to purchase homes for sale in Naples at a level similar to pre-pandemic home sales, even as home prices have increased 40 to 50 percent since 2019. Pending sales for November increased 16.9 percent to 856 pending sales from 732 pending sales in November 2024. The median closed price in November decreased 4.9 percent to \$546,950 from \$575,000 in November 2024. The median close price has declined slightly in seven of the previous eight months compared to the same months in 2024.

Broker analysts reviewing the November 2025 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), were not surprised to see just over 1,000 price decreases during November. While minor, the price decreases indicate a growing shift away from aspirational pricing by sellers as they adapt to a new market environment where increased competition and smart pricing results in improved sales for the Naples real estate market.

Overall closed sales in November increased 9.8 percent to 502 closed sales from 457 closed sales in November 2024. Overall inventory in November increased 1.6 percent to 5,757 properties from 5,666 properties in November 2024.

The median closed price in November for single-family homes decreased 8.1 percent to \$680,000 from \$740,000 in November 2024. However, the median closed price of condominiums in November increased 1.2 percent to \$420,000 from \$415,000 in November 2024.


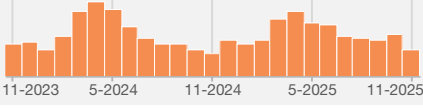
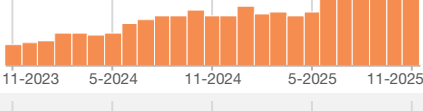
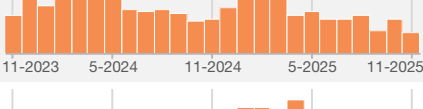

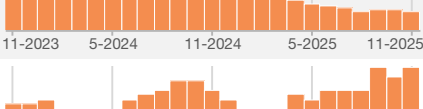
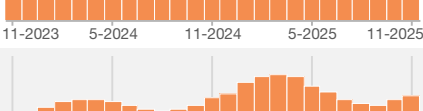
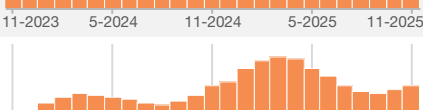

Quick Facts

+ 9.8%	- 4.9%	+ 1.6%
Change in Total Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties
+ 42.5%	+10.7%	+ 4.5
Price Range with Strongest Sales \$300,000 & Below	Bedroom Count With Strongest Sales 4 Bedrooms or more	Property Type With Strongest Sales Single Family

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Overall Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,573	1,350	- 14.2%	14,323	14,731	+ 2.8%
Total Sales		457	502	+ 9.8%	7,381	7,463	+ 1.1%
Days on Market Until Sale		83	104	+ 25.3%	74	95	+ 28.4%
Median Closed Price		\$575,000	\$546,950	- 4.9%	\$610,000	\$595,000	- 2.5%
Average Closed Price		\$1,148,982	\$1,098,709	- 4.4%	\$1,086,263	\$1,137,749	+ 4.7%
Percent of List Price Received		94.4%	93.8%	- 0.6%	95.4%	94.2%	- 1.3%
Pendings		732	856	+16.9%	9,464	9,474	+0.1%
Inventory of Homes for Sale		5,666	5,757	+ 1.6%	—	—	—
Months Supply of Inventory		8.6	8.6	0.0%	—	—	—

Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		740	641	- 13.4%	7,173	7,286	+ 1.6%
Total Sales		245	259	+ 5.7%	3,755	3,930	+ 4.7%
Days on Market Until Sale		87	102	+ 17.2%	73	94	+ 28.8%
Median Closed Price		\$740,000	\$680,000	- 8.1%	\$750,000	\$725,000	- 3.3%
Average Closed Price		\$1,478,360	\$1,488,318	+ 0.7%	\$1,362,760	\$1,500,987	+ 10.1%
Percent of List Price Received		94.4%	93.5%	- 1.0%	95.4%	94.4%	- 1.0%
Pendings		384	423	+ 10.1%	4,855	5,084	+4.7%
Inventory of Homes for Sale		2,804	2,649	- 5.5%	—	—	—
Months Supply of Inventory		8.3	7.5	- 9.6%	—	—	—

Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



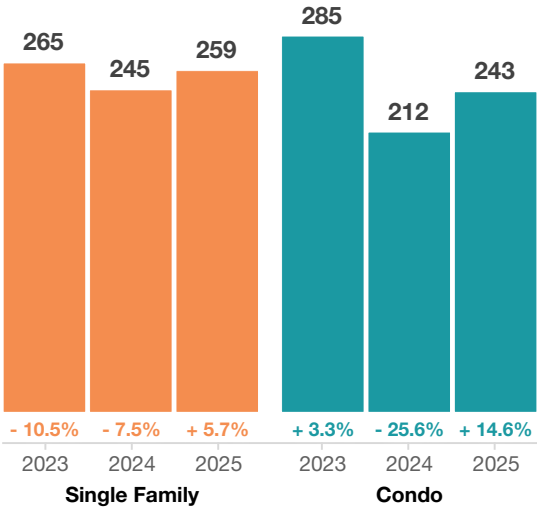
Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		833	709	- 14.9%	7,150	7,445	+ 4.1%
Total Sales		212	243	+ 14.6%	3,626	3,533	- 2.6%
Days on Market Until Sale		78	106	+ 35.9%	75	97	+ 29.3%
Median Closed Price		\$415,000	\$420,000	+ 1.2%	\$490,000	\$450,000	- 8.2%
Average Closed Price		\$768,333	\$683,447	- 11.0%	\$799,928	\$733,693	- 8.3%
Percent of List Price Received		94.5%	94.2%	- 0.3%	95.4%	94.0%	- 1.5%
Pending Listings		348	433	+ 24.4%	4,609	4,390	-4.7%
Inventory of Homes for Sale		2,862	3,108	+ 8.6%	—	—	—
Months Supply of Inventory		8.8	9.8	+ 11.4%	—	—	—

Overall Closed Sales

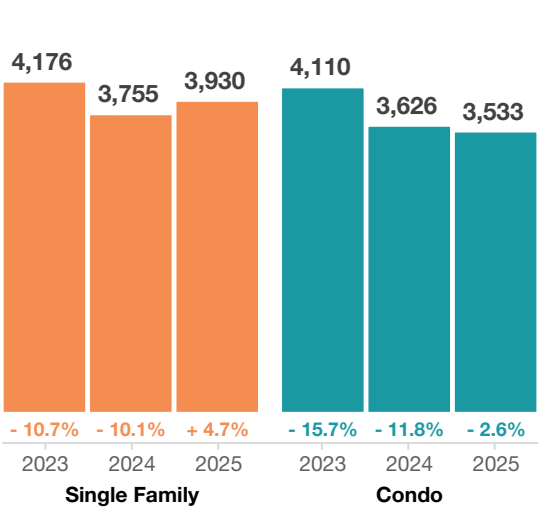
A count of the actual sales that closed in a given month.



November

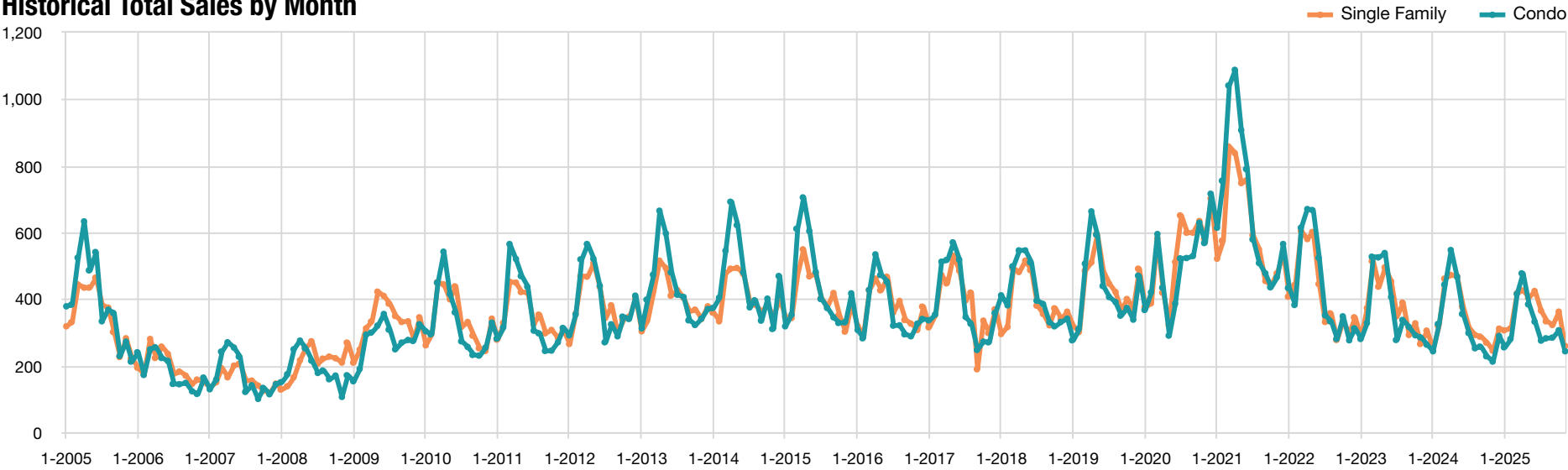


Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2024	311	+ 2.0%	289	+ 9.9%
Jan-2025	306	+ 22.9%	255	+ 4.9%
Feb-2025	312	- 2.5%	280	- 13.8%
Mar-2025	417	- 9.5%	415	- 6.3%
Apr-2025	426	- 9.7%	477	- 12.8%
May-2025	404	- 13.7%	384	- 17.6%
Jun-2025	424	+ 12.2%	332	- 6.5%
Jul-2025	365	+ 16.2%	275	- 7.7%
Aug-2025	333	+ 14.0%	282	+ 11.9%
Sep-2025	322	+ 12.2%	284	+ 10.5%
Oct-2025	362	+ 34.6%	306	+ 34.2%
Nov-2025	259	+ 5.7%	243	+ 14.6%
12-Month Avg	353	+ 4.4%	319	- 1.5%

Historical Total Sales by Month

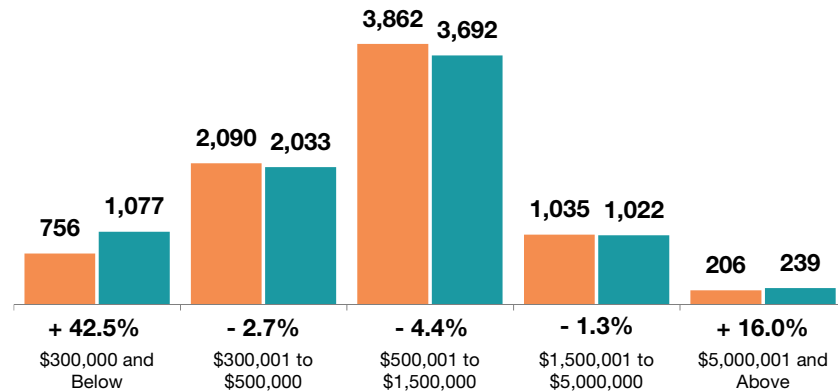


Overall Closed Sales by Price Range

A count of the actual sales that closed in a given month. Based on a rolling 12-month total.

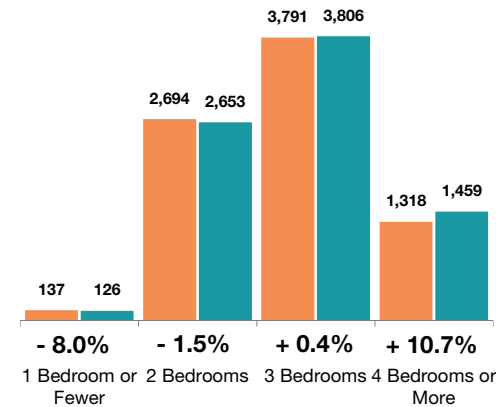
By Price Range

11-2024 11-2025



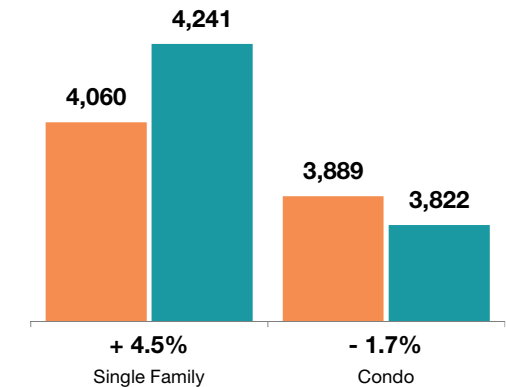
By Bedroom Count

11-2024 11-2025



By Property Type

11-2024 11-2025



All Properties

By Price Range

	11-2024	11-2025	Change
\$300,000 and Below	756	1,077	+ 42.5%
\$300,001 to \$500,000	2,090	2,033	- 2.7%
\$500,001 to \$1,500,000	3,862	3,692	- 4.4%
\$1,500,001 to \$5,000,000	1,035	1,022	- 1.3%
\$5,000,001 and Above	206	239	+ 16.0%
All Price Ranges	7,949	8,063	+ 1.4%

Single Family

	11-2024	11-2025	Change
1 Bedroom or Fewer	183	176	- 3.8%
2 Bedrooms	642	710	+ 10.6%
3 Bedrooms	2,416	2,452	+ 1.5%
4 Bedrooms or More	658	703	+ 6.8%
All Single Family	4,060	4,241	+ 4.5%

Condo

	11-2024	11-2025	Change
1 Bedroom or Fewer	573	901	+ 57.2%
2 Bedrooms	1,448	1,323	- 8.6%
3 Bedrooms	1,446	1,240	- 14.2%
4 Bedrooms or More	377	319	- 15.4%
All Condo	3,889	3,822	- 1.7%

By Bedroom Count

	11-2024	11-2025	Change
1 Bedroom or Fewer	137	126	- 8.0%
2 Bedrooms	2,694	2,653	- 1.5%
3 Bedrooms	3,791	3,806	+ 0.4%
4 Bedrooms or More	1,318	1,459	+ 10.7%
All Bedroom Counts	7,949	8,063	+ 1.4%

	11-2024	11-2025	Change
1 Bedroom or Fewer	28	35	+ 25.0%
2 Bedrooms	467	437	- 6.4%
3 Bedrooms	2,320	2,379	+ 2.5%
4 Bedrooms or More	1,243	1,387	+ 11.6%
All Single Family	4,060	4,241	+ 4.5%

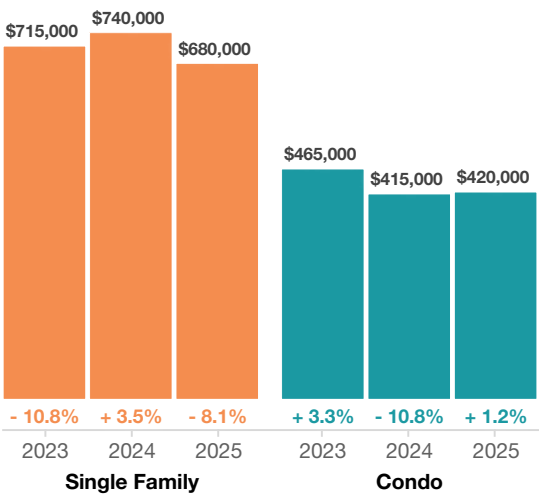
	11-2024	11-2025	Change
1 Bedroom or Fewer	109	91	- 16.5%
2 Bedrooms	2,227	2,216	- 0.5%
3 Bedrooms	1,471	1,427	- 3.0%
4 Bedrooms or More	75	72	- 4.0%
All Condo	3,889	3,822	- 1.7%

Overall Median Closed Price

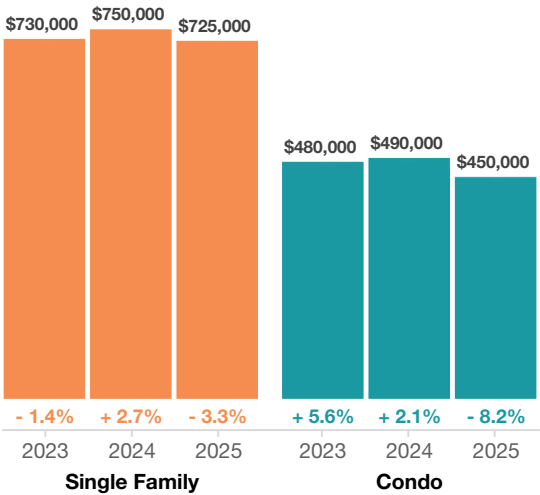
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



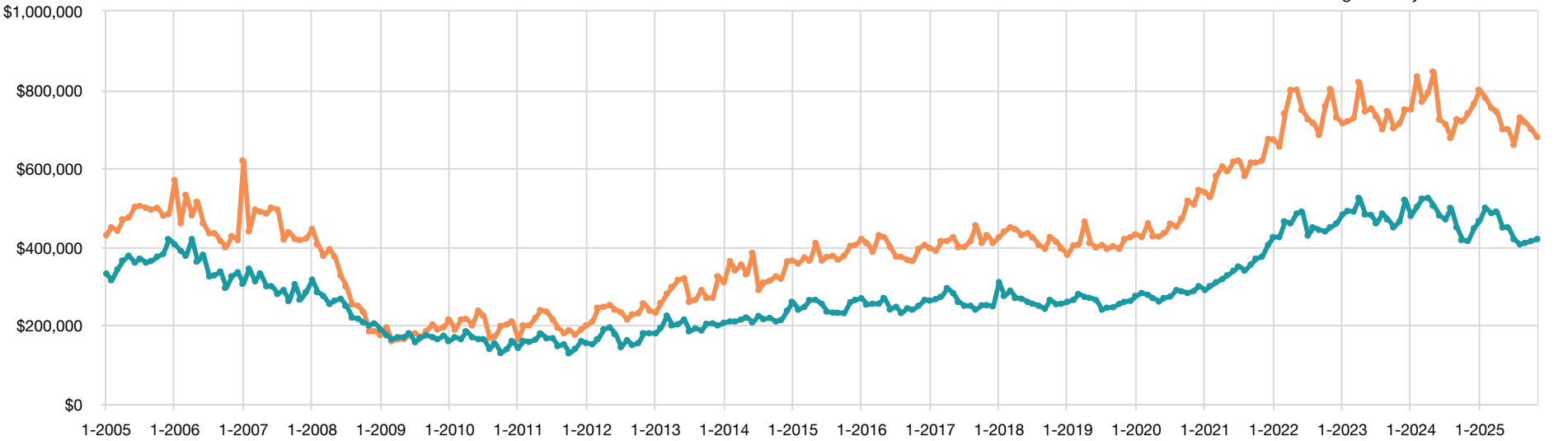
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2024	\$765,000	+ 2.0%	\$447,500	- 13.9%
Jan-2025	\$800,000	+ 6.7%	\$466,000	- 2.7%
Feb-2025	\$780,000	- 6.5%	\$500,000	- 0.4%
Mar-2025	\$754,000	- 2.1%	\$486,000	- 7.1%
Apr-2025	\$745,000	- 6.1%	\$490,000	- 6.7%
May-2025	\$699,500	- 17.4%	\$449,500	- 11.0%
Jun-2025	\$700,000	- 3.4%	\$450,225	- 6.2%
Jul-2025	\$660,000	- 7.4%	\$420,000	- 10.6%
Aug-2025	\$730,000	+ 7.7%	\$406,500	- 18.6%
Sep-2025	\$717,500	- 1.0%	\$410,000	- 8.9%
Oct-2025	\$700,000	- 2.8%	\$415,000	- 0.6%
Nov-2025	\$680,000	- 8.1%	\$420,000	+ 1.2%
12-Month Avg*	\$730,000	- 2.7%	\$449,999	- 8.2%

* Median Closed Price for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

Historical Median Closed Price by Month

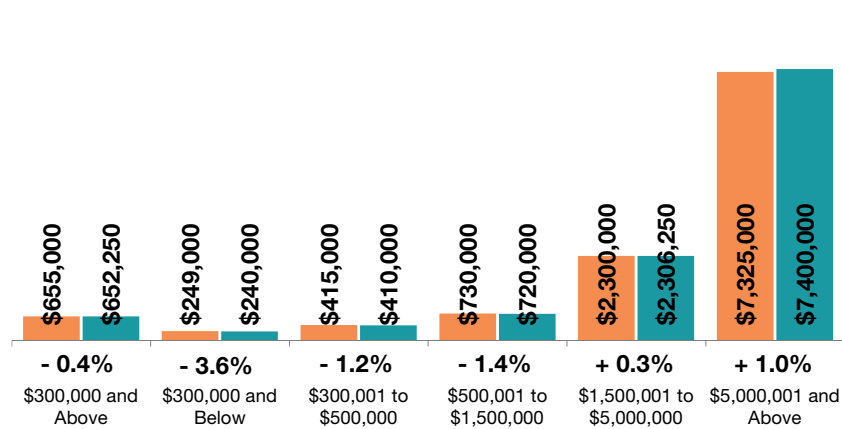


Overall Median Closed Sales by Price Range

Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

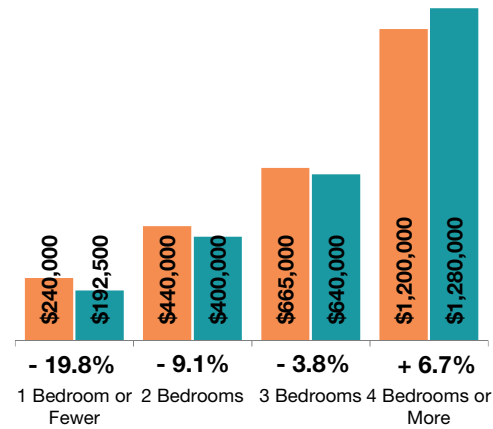
By Price Range

11-2024 11-2025



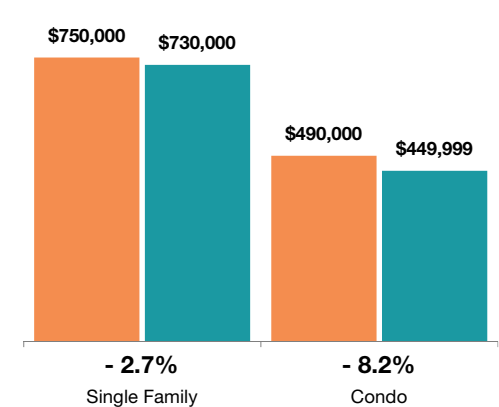
By Bedroom Count

11-2024 11-2025



By Property Type

11-2024 11-2025



All Properties

By Price Range

	11-2024	11-2025	Change
\$300,000 and Above	\$655,000	\$652,250	- 0.4%
\$300,000 and Below	\$249,000	\$240,000	- 3.6%
\$300,001 to \$500,000	\$415,000	\$410,000	- 1.2%
\$500,001 to \$1,500,000	\$730,000	\$720,000	- 1.4%
\$1,500,001 to \$5,000,000	\$2,300,000	\$2,306,250	+ 0.3%
\$5,000,001 and Above	\$7,325,000	\$7,400,000	+ 1.0%
All Price Ranges	\$611,000	\$597,500	- 2.2%

Single Family

11-2024	11-2025	Change	11-2024	11-2025	Change
\$775,000	\$750,000	- 3.2%	\$537,500	\$525,000	- 2.3%
\$189,000	\$193,500	+ 2.4%	\$262,000	\$249,000	- 5.0%
\$440,000	\$435,500	- 1.0%	\$400,000	\$395,000	- 1.3%
\$750,000	\$730,000	- 2.7%	\$682,500	\$695,000	+ 1.8%
\$2,300,000	\$2,375,000	+ 3.3%	\$2,300,000	\$2,200,000	- 4.3%
\$7,500,000	\$8,034,750	+ 7.1%	\$6,095,000	\$6,550,000	+ 7.5%
\$750,000	\$730,000	- 2.7%	\$490,000	\$449,999	- 8.2%

Condo

	11-2024	11-2025	Change
	\$537,500	\$525,000	- 2.3%
	\$262,000	\$249,000	- 5.0%
	\$400,000	\$395,000	- 1.3%
	\$682,500	\$695,000	+ 1.8%
	\$2,300,000	\$2,200,000	- 4.3%
	\$6,095,000	\$6,550,000	+ 7.5%
	\$490,000	\$449,999	- 8.2%

By Bedroom Count

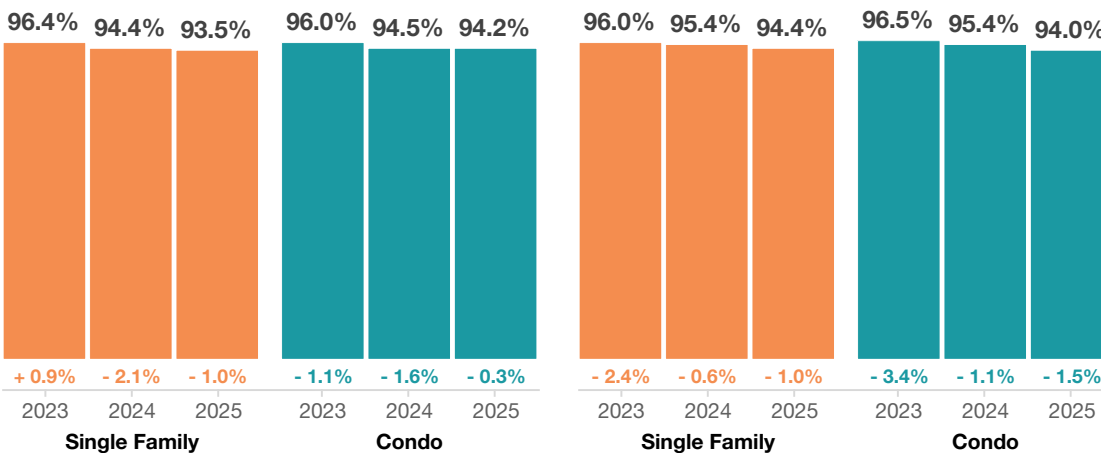
	11-2024	11-2025	Change
1 Bedroom or Fewer	\$240,000	\$192,500	- 19.8%
2 Bedrooms	\$440,000	\$400,000	- 9.1%
3 Bedrooms	\$665,000	\$640,000	- 3.8%
4 Bedrooms or More	\$1,200,000	\$1,280,000	+ 6.7%
All Bedroom Counts	\$611,000	\$597,500	- 2.2%

11-2024	11-2025	Change	11-2024	11-2025	Change
\$150,500	\$129,700	- 13.8%	\$269,000	\$215,000	- 20.1%
\$480,000	\$478,900	- 0.2%	\$435,000	\$385,000	- 11.5%
\$690,000	\$659,900	- 4.4%	\$605,000	\$590,000	- 2.5%
\$1,200,000	\$1,254,000	+ 4.5%	\$3,825,000	\$2,247,500	- 41.2%
\$750,000	\$730,000	- 2.7%	\$490,000	\$449,999	- 8.2%

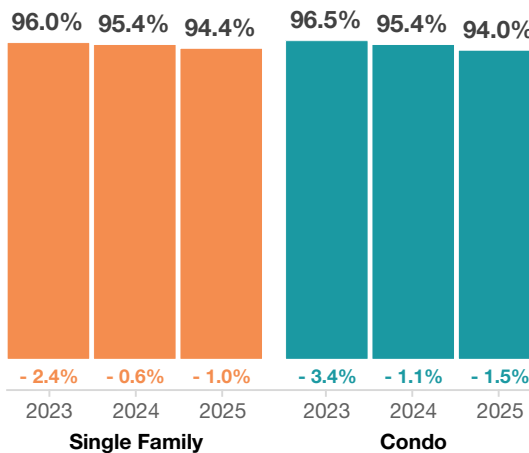
Overall Percent of List Price Received

Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

November



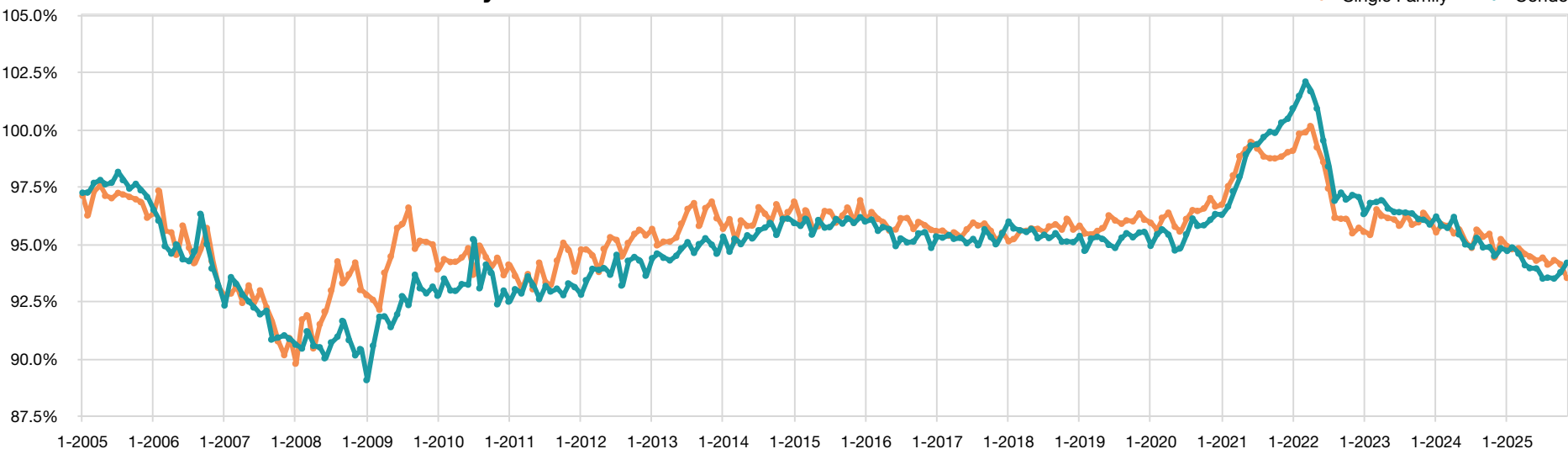
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2024	95.2%	- 0.8%	94.8%	- 1.0%
Jan-2025	94.9%	- 0.6%	94.7%	- 1.6%
Feb-2025	94.8%	- 1.1%	94.8%	- 1.0%
Mar-2025	94.8%	- 1.0%	94.6%	- 1.1%
Apr-2025	94.5%	- 1.0%	94.1%	- 2.2%
May-2025	94.4%	- 1.3%	93.9%	- 1.6%
Jun-2025	94.3%	- 0.8%	93.9%	- 1.2%
Jul-2025	94.4%	- 0.4%	93.5%	- 1.5%
Aug-2025	94.1%	- 1.6%	93.5%	- 1.9%
Sep-2025	94.3%	- 1.0%	93.5%	- 1.4%
Oct-2025	94.1%	- 1.4%	93.8%	- 1.2%
Nov-2025	93.5%	- 1.0%	94.2%	- 0.3%
12-Month Avg*	94.5%	- 1.0%	94.1%	- 1.4%

* Pct. of List Price Received for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

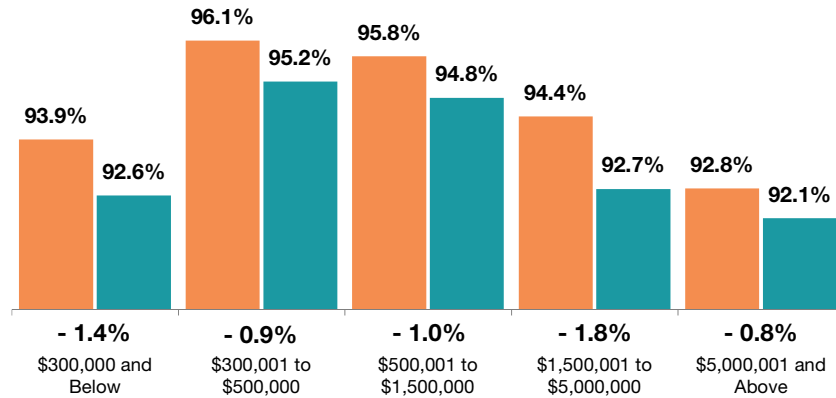


Overall Percent of List Price Received by Price Range

Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

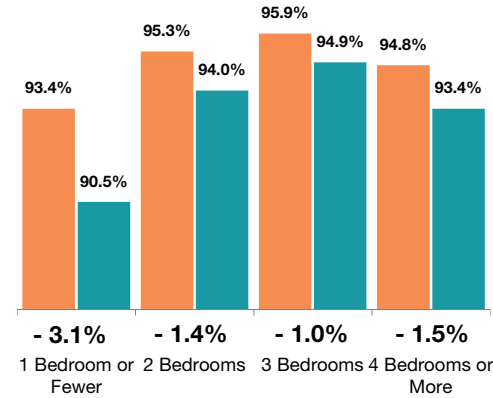
By Price Range

11-2024 11-2025



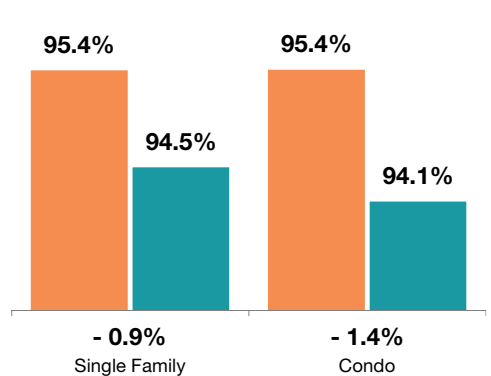
By Bedroom Count

11-2024 11-2025



By Property Type

11-2024 11-2025



All Properties

By Price Range

	11-2024	11-2025	Change
\$300,000 and Below	93.9%	92.6%	- 1.4%
\$300,001 to \$500,000	96.1%	95.2%	- 0.9%
\$500,001 to \$1,500,000	95.8%	94.8%	- 1.0%
\$1,500,001 to \$5,000,000	94.4%	92.7%	- 1.8%
\$5,000,001 and Above	92.8%	92.1%	- 0.8%
All Price Ranges	95.4%	94.3%	- 1.2%

Single Family

	11-2024	11-2025	Change
1 Bedroom or Fewer	92.8%	90.6%	- 2.4%
2 Bedrooms	96.9%	96.0%	- 0.9%
3 Bedrooms	95.8%	95.0%	- 0.8%
4 Bedrooms or More	94.2%	92.6%	- 1.7%
	92.4%	91.9%	- 0.5%
All Single Family	95.4%	94.5%	- 0.9%

Condo

	11-2024	11-2025	Change
Single Family	94.2%	93.0%	- 1.3%
Condo	95.8%	94.8%	- 1.0%
	95.8%	94.4%	- 1.5%
	94.7%	93.2%	- 1.6%
	94.0%	92.8%	- 1.3%
All Condo	95.4%	94.1%	- 1.4%

By Bedroom Count

	11-2024	11-2025	Change
1 Bedroom or Fewer	93.4%	90.5%	- 3.1%
2 Bedrooms	95.3%	94.0%	- 1.4%
3 Bedrooms	95.9%	94.9%	- 1.0%
4 Bedrooms or More	94.8%	93.4%	- 1.5%
All Bedroom Counts	95.4%	94.3%	- 1.2%

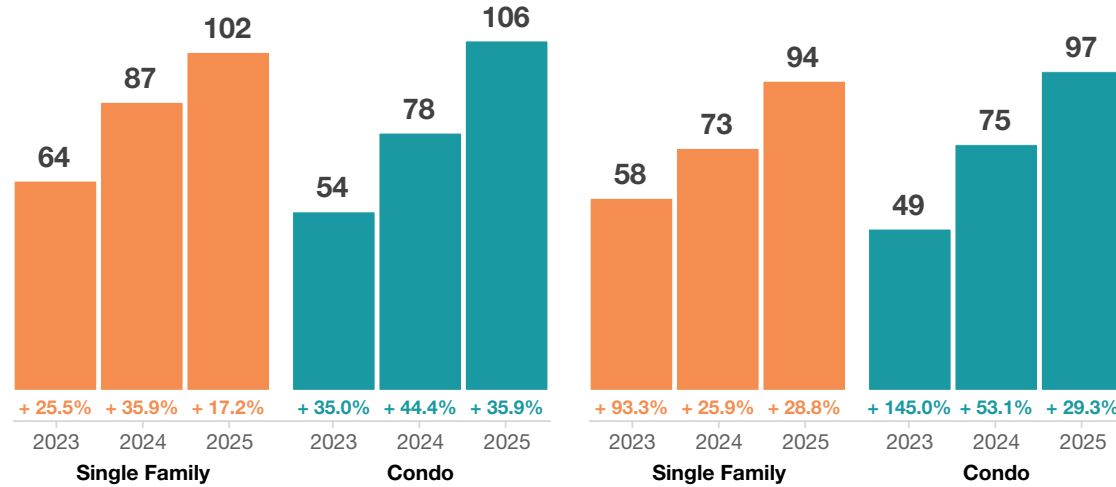
	11-2024	11-2025	Change
1 Bedroom or Fewer	90.9%	89.5%	- 1.5%
2 Bedrooms	94.7%	94.0%	- 0.7%
3 Bedrooms	96.0%	95.2%	- 0.8%
4 Bedrooms or More	94.8%	93.5%	- 1.4%
All Single Family	95.4%	94.5%	- 0.9%

	11-2024	11-2025	Change
Single Family	94.1%	90.8%	- 3.5%
Condo	95.4%	94.0%	- 1.5%
	95.7%	94.5%	- 1.3%
	95.0%	92.4%	- 2.7%
All Condo	95.4%	94.1%	- 1.4%

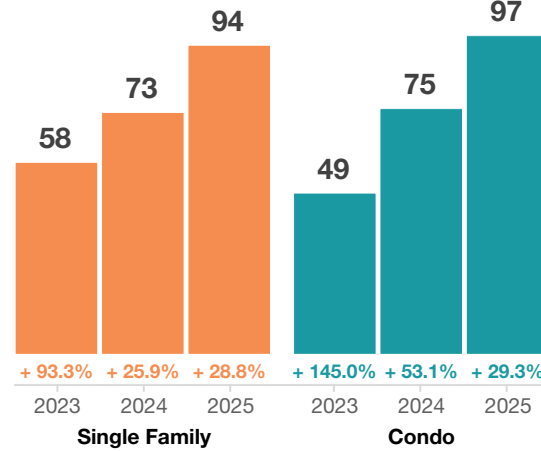
Overall Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

November



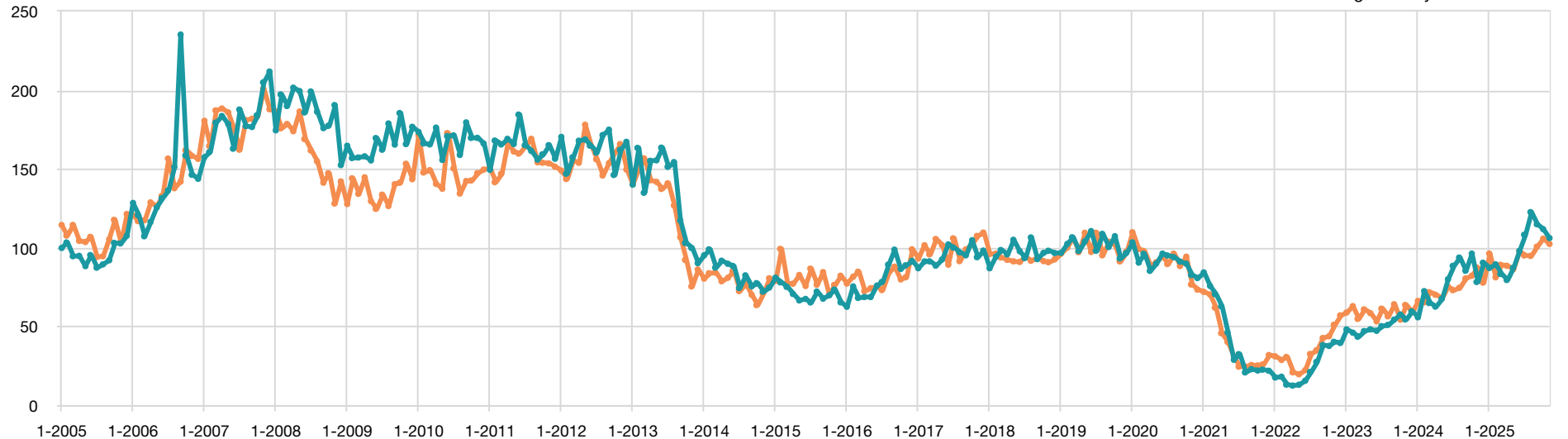
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2024	78	+ 32.2%	90	+ 52.5%
Jan-2025	96	+ 45.5%	87	+ 55.4%
Feb-2025	81	+ 24.6%	89	+ 23.6%
Mar-2025	89	+ 23.6%	83	+ 27.7%
Apr-2025	88	+ 25.7%	79	+ 25.4%
May-2025	86	+ 26.5%	87	+ 29.9%
Jun-2025	98	+ 30.7%	98	+ 22.5%
Jul-2025	95	+ 30.1%	108	+ 22.7%
Aug-2025	95	+ 28.4%	123	+ 30.9%
Sep-2025	101	+ 26.3%	115	+ 35.3%
Oct-2025	106	+ 29.3%	112	+ 16.7%
Nov-2025	102	+ 17.2%	106	+ 35.9%
12-Month Avg*	93	+ 28.6%	96	+ 31.2%

* Days on Market for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

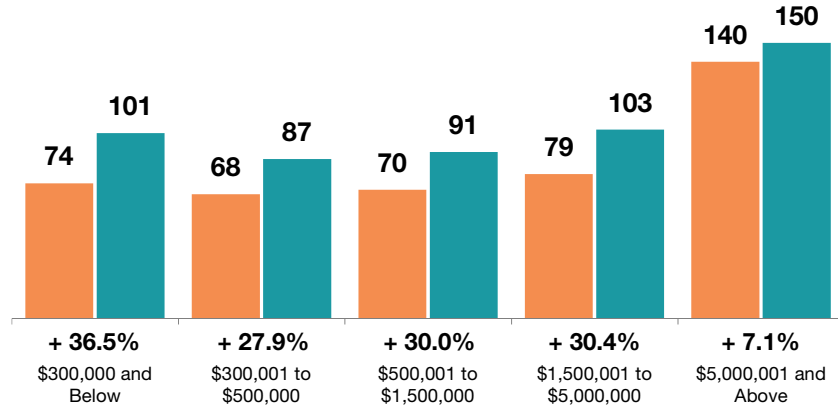


Overall Days on Market Until Sale by Price Range

Average number of days between when a property is listed and when an offer is accepted in a given month.

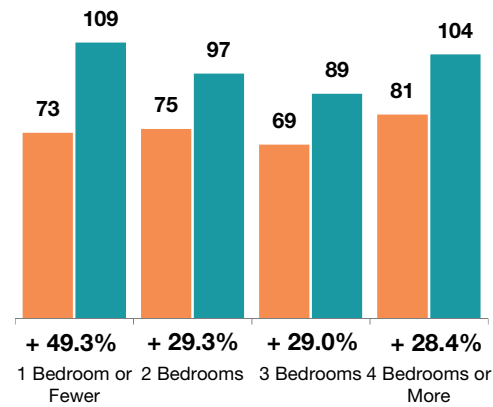
By Price Range

11-2024 11-2025



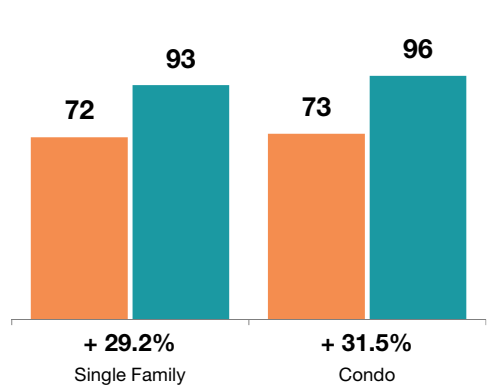
By Bedroom Count

11-2024 11-2025



By Property Type

11-2024 11-2025



All Properties

By Price Range

	11-2024	11-2025	Change
\$300,000 and Below	74	101	+ 36.5%
\$300,001 to \$500,000	68	87	+ 27.9%
\$500,001 to \$1,500,000	70	91	+ 30.0%
\$1,500,001 to \$5,000,000	79	103	+ 30.4%
\$5,000,001 and Above	140	150	+ 7.1%
All Price Ranges	73	95	+ 30.1%

Single Family

11-2024	11-2025	Change
72	86	+ 19.4%
60	75	+ 25.0%
70	91	+ 30.0%
75	99	+ 32.0%
135	162	+ 20.0%
72	93	+ 29.2%

Condo

	11-2024	11-2025	Change
	74	104	+ 40.5%
	71	94	+ 32.4%
	70	90	+ 28.6%
	85	111	+ 30.6%
	159	90	- 43.4%
	73	96	+ 31.5%

By Bedroom Count

	11-2024	11-2025	Change
1 Bedroom or Fewer	73	109	+ 49.3%
2 Bedrooms	75	97	+ 29.3%
3 Bedrooms	69	89	+ 29.0%
4 Bedrooms or More	81	104	+ 28.4%
All Bedroom Counts	73	95	+ 30.1%

11-2024	11-2025	Change
79	97	+ 22.8%
77	88	+ 14.3%
67	86	+ 28.4%
79	105	+ 32.9%
72	93	+ 29.2%

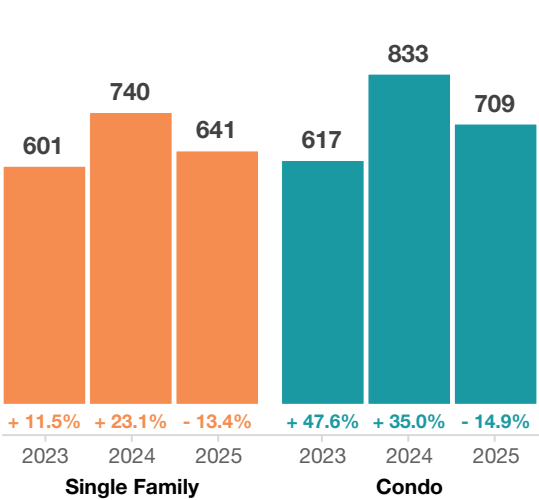
	11-2024	11-2025	Change
	72	114	+ 58.4%
	75	98	+ 32.1%
	71	93	+ 30.7%
	101	95	- 6.1%
	73	96	+ 31.5%

Overall New Listings

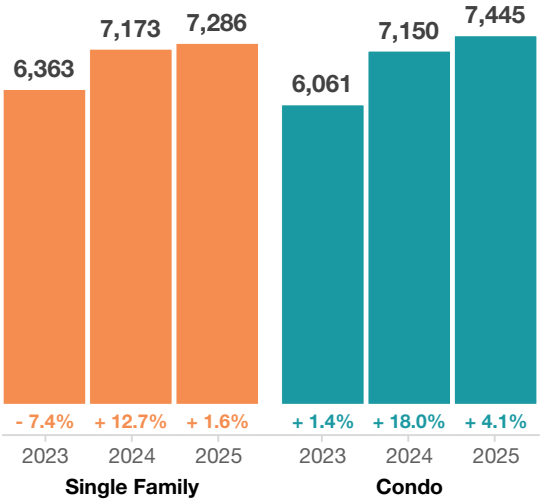
A count of the properties that have been newly listed on the market in a given month.



November

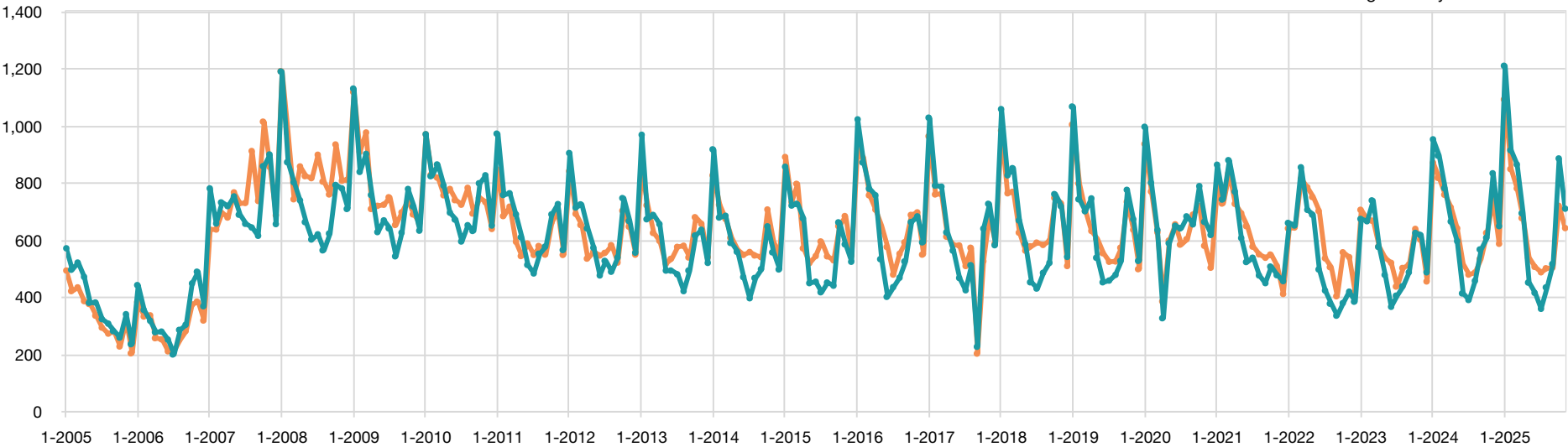


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2024	586	+ 29.1%	648	+ 33.3%
Jan-2025	1,092	+ 25.5%	1,210	+ 27.1%
Feb-2025	848	+ 3.8%	914	+ 2.1%
Mar-2025	780	+ 2.9%	864	+ 10.6%
Apr-2025	676	- 5.2%	693	+ 4.4%
May-2025	537	- 16.1%	450	- 24.4%
Jun-2025	505	- 1.9%	414	+ 0.5%
Jul-2025	486	+ 1.7%	358	- 8.0%
Aug-2025	500	+ 3.1%	433	- 5.0%
Sep-2025	502	- 5.8%	515	- 9.0%
Oct-2025	719	+ 15.2%	885	+ 45.8%
Nov-2025	641	- 13.4%	709	- 14.9%
12-Month Avg	656	+ 3.1%	674	+ 6.0%

Historical New Listings by Month

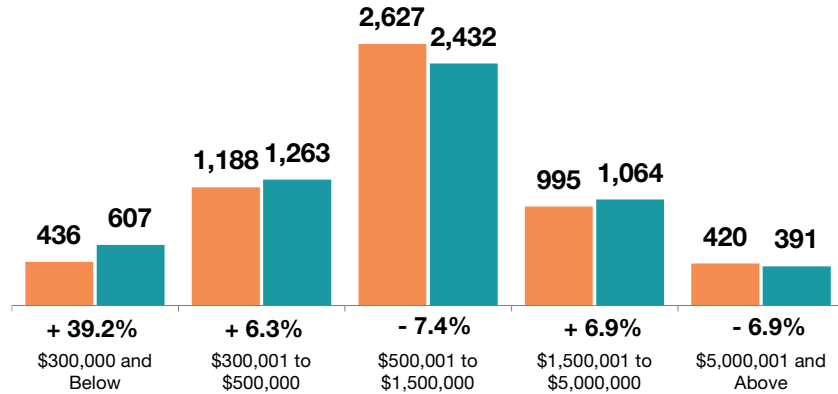


Overall Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

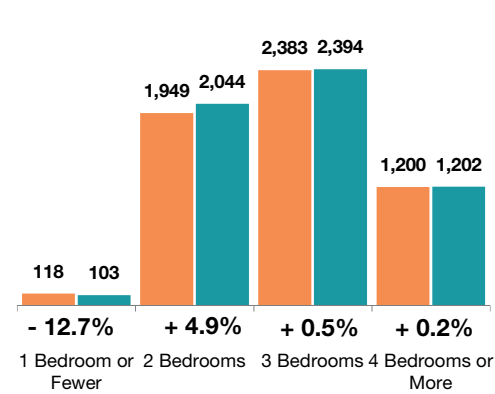
By Price Range

11-2024 11-2025



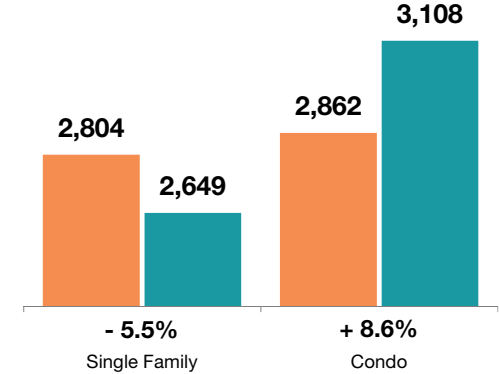
By Bedroom Count

11-2024 11-2025



By Property Type

11-2024 11-2025



All Properties

By Price Range

	11-2024	11-2025	Change
\$300,000 and Below	436	607	+ 39.2%
\$300,001 to \$500,000	1,188	1,263	+ 6.3%
\$500,001 to \$1,500,000	2,627	2,432	- 7.4%
\$1,500,001 to \$5,000,000	995	1,064	+ 6.9%
\$5,000,001 and Above	420	391	- 6.9%
All Price Ranges	5,666	5,757	+ 1.6%

Single Family

	11-2024	11-2025	Change
1 Bedroom or Fewer	104	126	+ 21.2%
2 Bedrooms	208	228	+ 9.6%
3 Bedrooms	1,539	1,336	- 13.2%
4 Bedrooms or More	601	648	+ 7.8%
	352	311	- 11.6%
Total	2,804	2,649	- 5.5%

Condo

	11-2024	11-2025	Change
1 Bedroom or Fewer	332	481	+ 44.9%
2 Bedrooms	980	1035	+ 5.6%
3 Bedrooms	1088	1096	+ 0.7%
4 Bedrooms or More	394	416	+ 5.6%
	68	80	+ 17.6%
Total	2,862	3,108	+ 8.6%

By Bedroom Count

	11-2024	11-2025	Change
1 Bedroom or Fewer	118	103	- 12.7%
2 Bedrooms	1,949	2,044	+ 4.9%
3 Bedrooms	2,383	2,394	+ 0.5%
4 Bedrooms or More	1,200	1,202	+ 0.2%
All Bedroom Counts	5,666	5,757	+ 1.6%

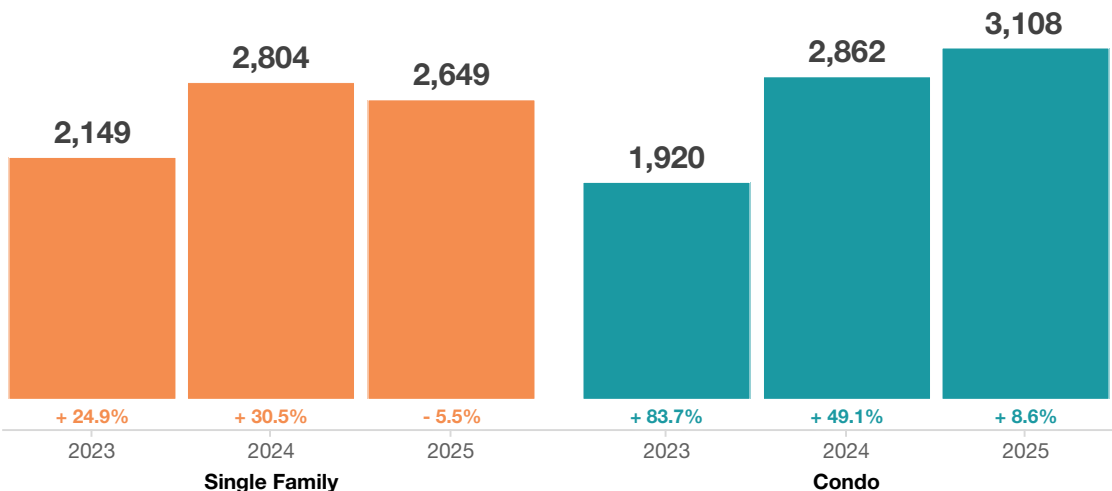
	11-2024	11-2025	Change
1 Bedroom or Fewer	26	20	- 23.1%
2 Bedrooms	283	281	- 0.7%
3 Bedrooms	1,365	1,239	- 9.2%
4 Bedrooms or More	1,125	1,107	- 1.6%
Total	2,804	2,649	- 5.5%

	11-2024	11-2025	Change
1 Bedroom or Fewer	92	83	- 9.8%
2 Bedrooms	1,666	1,763	+ 5.8%
3 Bedrooms	1,018	1,155	+ 13.5%
4 Bedrooms or More	75	95	+ 26.7%
Total	2,862	3,108	+ 8.6%

Overall Inventory of Homes for Sale by Price Range

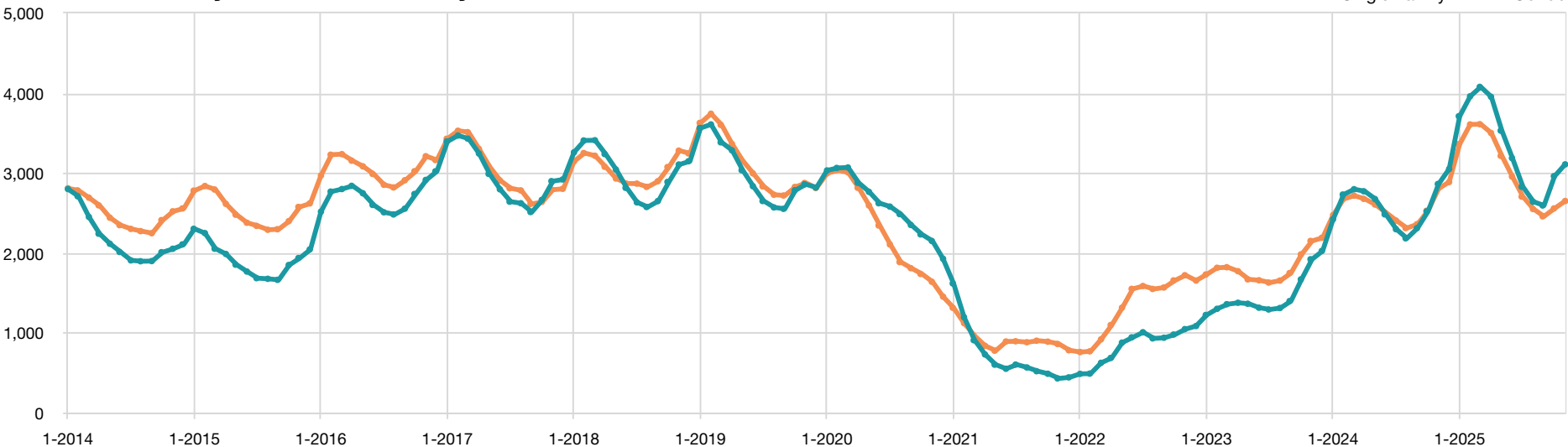
The number of properties available for sale in active status at the end of a given month.

November



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2024	2,887	+ 31.9%	3,050	+ 50.7%
Jan-2025	3,362	+ 35.9%	3,711	+ 53.2%
Feb-2025	3,608	+ 34.9%	3,960	+ 45.1%
Mar-2025	3,611	+ 33.0%	4,078	+ 45.8%
Apr-2025	3,501	+ 30.8%	3,954	+ 42.7%
May-2025	3,215	+ 23.4%	3,530	+ 32.0%
Jun-2025	2,955	+ 17.9%	3,187	+ 28.4%
Jul-2025	2,704	+ 12.5%	2,827	+ 23.1%
Aug-2025	2,549	+ 10.3%	2,640	+ 21.0%
Sep-2025	2,457	+ 4.2%	2,593	+ 12.3%
Oct-2025	2,556	+ 1.1%	2,960	+ 17.5%
Nov-2025	2,649	- 5.5%	3,108	+ 8.6%
12-Month Avg	3,005	+ 19.2%	3,300	+ 31.7%

Historical Inventory of Homes for Sale by Month



Listing and Sales Summary Report

November 2025

	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Nov-25	Nov-24	% Change	Nov-25	Nov-24	% Change	Nov-25	Nov-24	% Change	Nov-25	Nov-24	% Change
Overall Naples Market*	\$546,950	\$575,000	-4.9%	502	457	+9.8%	5,757	5,666	+1.6%	104	83	+25.3%
Collier County	\$565,000	\$580,000	-2.6%	553	483	+14.5%	6,443	6,333	+1.7%	109	86	+26.7%
Ave Maria	\$386,000	\$432,990	-10.9%	21	17	+23.5%	214	178	+20.2%	122	144	-15.3%
Central Naples	\$427,500	\$417,000	+2.5%	74	67	+10.4%	602	655	-8.1%	89	66	+34.8%
East Naples	\$565,000	\$610,000	-7.4%	121	118	+2.5%	1,361	1,331	+2.3%	92	75	+22.7%
Everglades City	\$275,000	--	--	1	0	--	8	7	+14.3%	232	--	--
Immokalee	\$300,000	\$318,900	-5.9%	3	9	-66.7%	3	25	-88.0%	94	142	-33.8%
Immokalee / Ave Maria	\$375,500	\$369,450	+1.6%	24	26	-7.7%	219	203	+7.9%	118	143	-17.5%
Naples	\$560,000	\$587,500	-4.7%	478	430	+11.2%	5,533	5,461	+1.3%	103	80	+28.8%
Naples Beach	\$1,500,000	\$1,650,000	-9.1%	83	59	+40.7%	1,448	1,371	+5.6%	148	127	+16.5%
North Naples	\$650,000	\$695,000	-6.5%	109	103	+5.8%	1,197	1,171	+2.2%	97	76	+27.6%
South Naples	\$392,500	\$499,950	-21.5%	91	84	+8.3%	930	935	-0.5%	99	67	+47.8%
34102	\$2,750,000	\$1,850,000	+48.6%	27	27	0.0%	489	473	+3.4%	142	127	+11.8%
34103	\$1,374,500	\$1,870,000	-26.5%	24	18	+33.3%	448	385	+16.4%	164	105	+56.2%
34104	\$420,000	\$345,250	+21.7%	35	30	+16.7%	273	304	-10.2%	95	66	+43.9%
34105	\$399,000	\$573,750	-30.5%	29	22	+31.8%	249	256	-2.7%	89	65	+36.9%
34108	\$950,000	\$1,287,500	-26.2%	32	14	+128.6%	511	513	-0.4%	140	156	-10.3%
34109	\$627,500	\$670,020	-6.3%	28	31	-9.7%	306	284	+7.7%	92	79	+16.5%
34110	\$667,500	\$742,500	-10.1%	26	30	-13.3%	449	445	+0.9%	94	97	-3.1%
34112	\$319,500	\$377,500	-15.4%	46	42	+9.5%	533	511	+4.3%	104	68	+52.9%
34113	\$460,000	\$871,250	-47.2%	45	42	+7.1%	397	424	-6.4%	94	66	+42.4%
34114	\$555,450	\$560,910	-1.0%	54	32	+68.8%	599	593	+1.0%	98	81	+21.0%
34116	\$519,500	\$428,900	+21.1%	10	15	-33.3%	80	95	-15.8%	69	67	+3.0%
34117	\$617,500	\$610,000	+1.2%	14	15	-6.7%	157	168	-6.5%	83	83	0.0%
34119	\$609,500	\$705,000	-13.5%	55	42	+31.0%	442	442	0.0%	100	59	+69.5%
34120	\$548,000	\$625,375	-12.4%	53	71	-25.4%	602	569	+5.8%	87	71	+22.5%
34137	--	--	--	0	0	--	3	1	+200.0%	--	--	--
34142	\$375,500	\$369,450	+1.6%	24	26	-7.7%	219	203	+7.9%	118	143	-17.5%

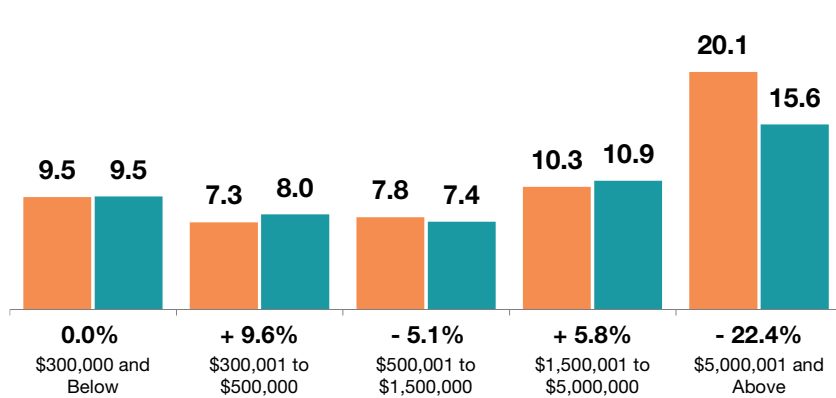
* Overall Naples Market is defined as Collier County, excluding Marco Island.

Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, divided by the average monthly sales from the last 12 months. **Based on one month of activity.**

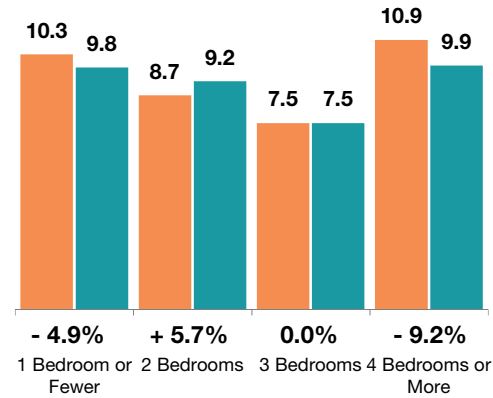
By Price Range

11-2024 11-2025



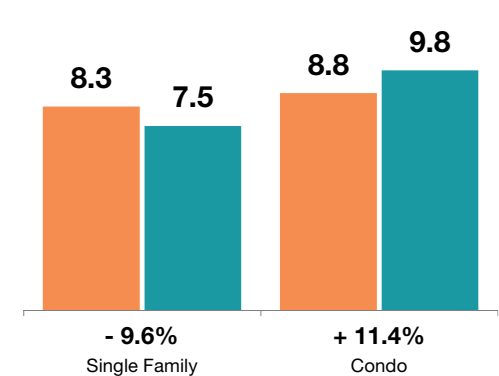
By Bedroom Count

11-2024 11-2025



By Property Type

11-2024 11-2025



All Properties

By Price Range

	11-2024	11-2025	Change
\$300,000 and Below	9.5	9.5	0.0%
\$300,001 to \$500,000	7.3	8.0	+ 9.6%
\$500,001 to \$1,500,000	7.8	7.4	- 5.1%
\$1,500,001 to \$5,000,000	10.3	10.9	+ 5.8%
\$5,000,001 and Above	20.1	15.6	- 22.4%
All Price Ranges	8.6	8.6	0.0%

Single Family

	11-2024	11-2025	Change
1 Bedroom or Fewer	7.1	9.9	+ 39.4%
2 Bedrooms	5.0	5.2	+ 4.0%
3 Bedrooms	7.6	6.4	- 15.8%
4 Bedrooms or More	9.7	9.7	0.0%
All Single Family	21.9	15.2	- 30.6%
All Single Family	8.3	7.5	- 9.6%

Condo

	11-2024	11-2025	Change
Single Family	10.7	9.5	- 11.2%
Condo	8.2	9.1	+ 11.0%
Condo	8.1	9.2	+ 13.6%
Condo	11.5	13.3	+ 15.7%
Condo	12.9	17.8	+ 38.0%
All Condo	8.8	9.8	+ 11.4%

By Bedroom Count

	11-2024	11-2025	Change
1 Bedroom or Fewer	10.3	9.8	- 4.9%
2 Bedrooms	8.7	9.2	+ 5.7%
3 Bedrooms	7.5	7.5	0.0%
4 Bedrooms or More	10.9	9.9	- 9.2%
All Bedroom Counts	8.6	8.6	0.0%

	11-2024	11-2025	Change
1 Bedroom or Fewer	10.2	6.3	- 38.2%
2 Bedrooms	7.3	7.7	+ 5.5%
3 Bedrooms	7.1	6.2	- 12.7%
4 Bedrooms or More	10.9	9.6	- 11.9%
All Single Family	8.3	7.5	- 9.6%

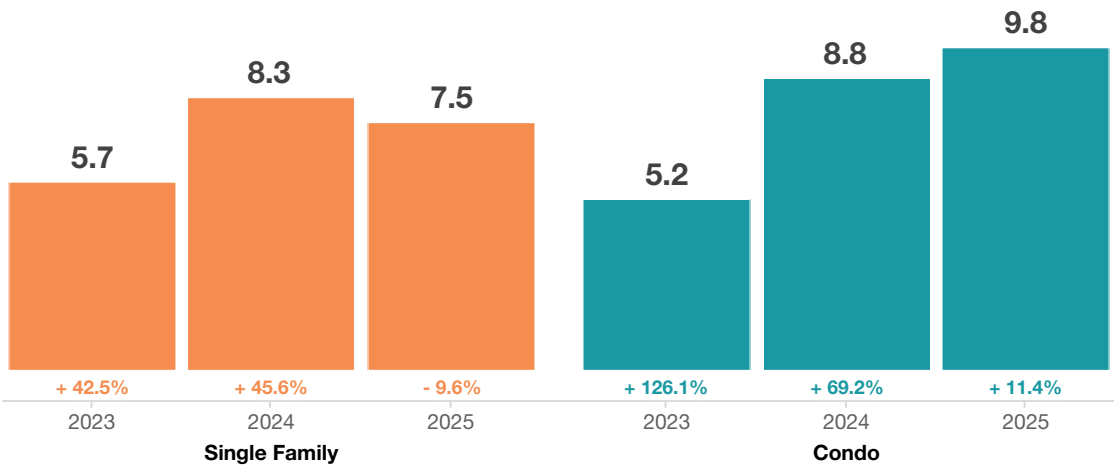
	11-2024	11-2025	Change
Single Family	10.1	10.9	+ 7.9%
Condo	9.0	9.5	+ 5.6%
Condo	8.3	9.7	+ 16.9%
Condo	12.0	15.8	+ 31.7%
All Condo	8.8	9.8	+ 11.4%

Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



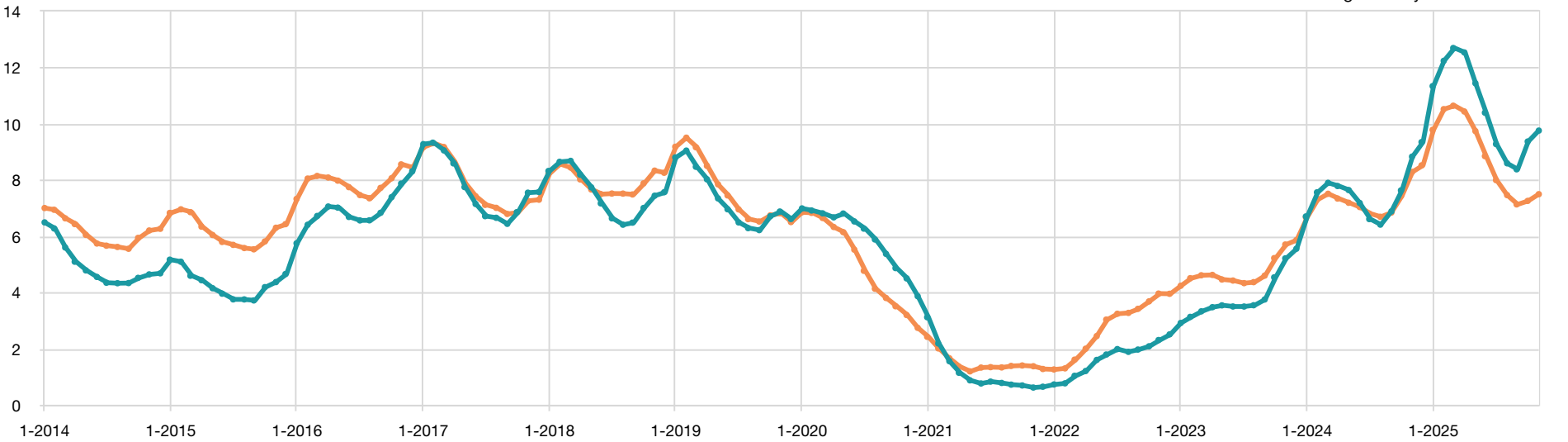
November



Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2024	8.5	+ 44.1%	9.3	+ 66.1%
Jan-2025	9.8	+ 46.3%	11.3	+ 68.7%
Feb-2025	10.5	+ 43.8%	12.2	+ 60.5%
Mar-2025	10.6	+ 41.3%	12.7	+ 60.8%
Apr-2025	10.4	+ 42.5%	12.5	+ 60.3%
May-2025	9.7	+ 34.7%	11.4	+ 50.0%
Jun-2025	8.8	+ 25.7%	10.4	+ 44.4%
Jul-2025	8.0	+ 17.6%	9.3	+ 40.9%
Aug-2025	7.5	+ 11.9%	8.6	+ 34.4%
Sep-2025	7.1	+ 4.4%	8.4	+ 21.7%
Oct-2025	7.3	- 1.4%	9.4	+ 23.7%
Nov-2025	7.5	- 9.6%	9.8	+ 11.4%
12-Month Avg*	8.8	+ 24.6%	10.4	+ 44.6%

* Months Supply for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Local Market Update – November 2025

A Research Tool Provided by Naples Area Board of REALTORS®



Naples Beach

34102, 34103, 34108

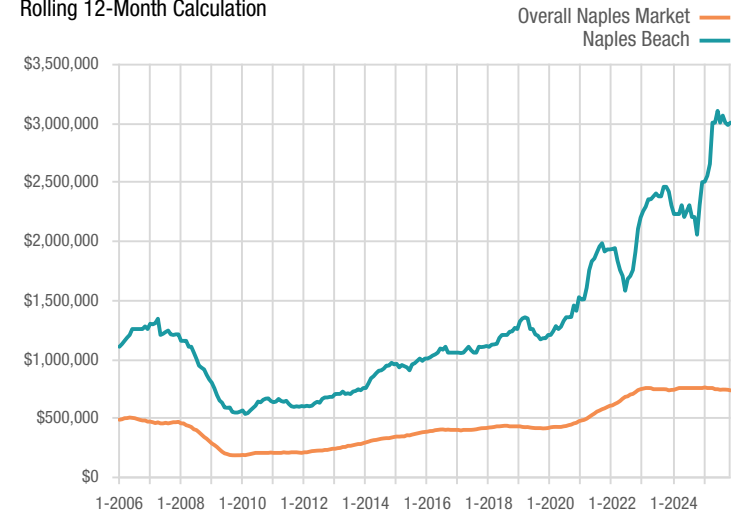
Single Family	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	133	112	- 15.8%	1,022	1,087	+ 6.4%
Total Sales	22	30	+ 36.4%	379	493	+ 30.1%
Days on Market Until Sale	128	162	+ 26.6%	115	140	+ 21.7%
Median Closed Price*	\$3,350,000	\$4,000,000	+ 19.4%	\$2,360,000	\$3,000,000	+ 27.1%
Average Closed Price*	\$6,607,023	\$6,110,267	- 7.5%	\$4,415,466	\$5,190,995	+ 17.6%
Percent of List Price Received*	90.4%	90.9%	+ 0.6%	92.6%	91.6%	- 1.1%
Inventory of Homes for Sale	577	531	- 8.0%	—	—	—
Months Supply of Inventory	16.9	12.1	- 28.4%	—	—	—

Condo	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	228	218	- 4.4%	1,714	1,886	+ 10.0%
Total Sales	37	53	+ 43.2%	808	791	- 2.1%
Days on Market Until Sale	127	139	+ 9.4%	96	110	+ 14.6%
Median Closed Price*	\$1,250,000	\$950,000	- 24.0%	\$1,152,500	\$1,100,000	- 4.6%
Average Closed Price*	\$2,274,081	\$1,508,783	- 33.7%	\$1,694,480	\$1,592,588	- 6.0%
Percent of List Price Received*	90.6%	92.1%	+ 1.7%	93.8%	92.4%	- 1.5%
Inventory of Homes for Sale	794	917	+ 15.5%	—	—	—
Months Supply of Inventory	11.0	13.1	+ 19.1%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

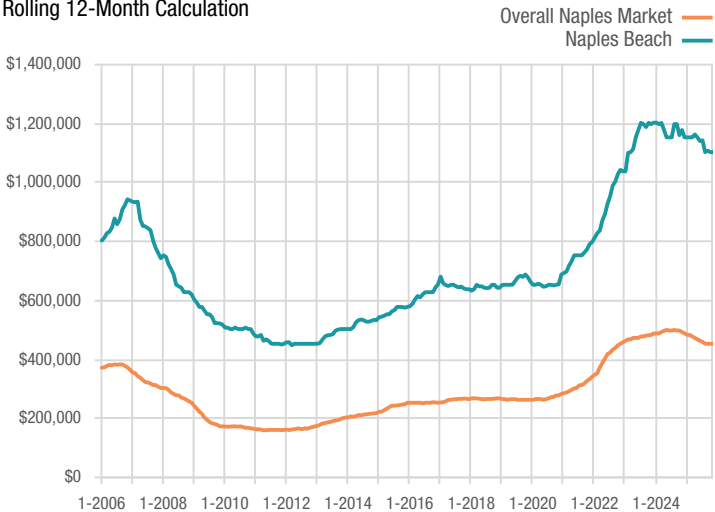
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

North Naples

34109, 34110, 34119

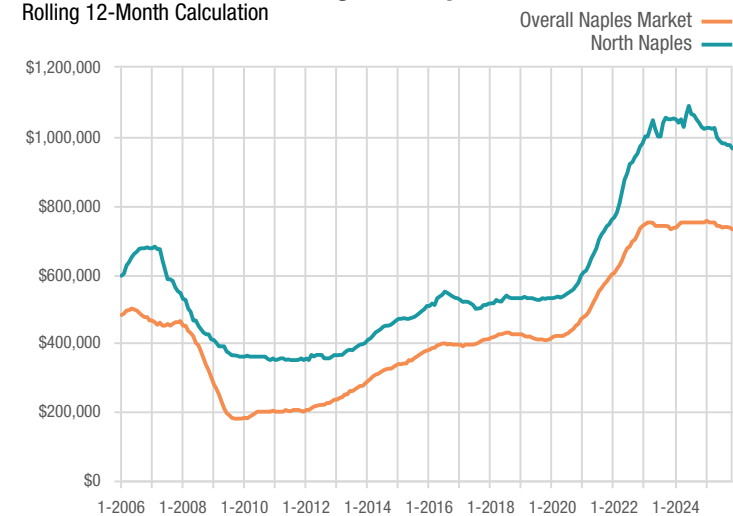
Single Family	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	148	131	- 11.5%	1,515	1,474	- 2.7%
Total Sales	54	58	+ 7.4%	812	844	+ 3.9%
Days on Market Until Sale	72	96	+ 33.3%	62	87	+ 40.3%
Median Closed Price*	\$1,001,250	\$926,500	- 7.5%	\$1,025,000	\$962,363	- 6.1%
Average Closed Price*	\$1,417,345	\$1,322,043	- 6.7%	\$1,498,546	\$1,425,141	- 4.9%
Percent of List Price Received*	93.7%	93.7%	0.0%	94.9%	94.1%	- 0.8%
Inventory of Homes for Sale	507	472	- 6.9%	—	—	—
Months Supply of Inventory	6.9	6.1	- 11.6%	—	—	—

Condo	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	175	166	- 5.1%	1,806	1,818	+ 0.7%
Total Sales	49	51	+ 4.1%	993	925	- 6.8%
Days on Market Until Sale	81	97	+ 19.8%	66	93	+ 40.9%
Median Closed Price*	\$435,000	\$410,000	- 5.7%	\$490,000	\$445,000	- 9.2%
Average Closed Price*	\$492,029	\$492,339	+ 0.1%	\$677,428	\$608,471	- 10.2%
Percent of List Price Received*	95.3%	94.8%	- 0.5%	95.8%	94.6%	- 1.3%
Inventory of Homes for Sale	664	725	+ 9.2%	—	—	—
Months Supply of Inventory	7.6	8.6	+ 13.2%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

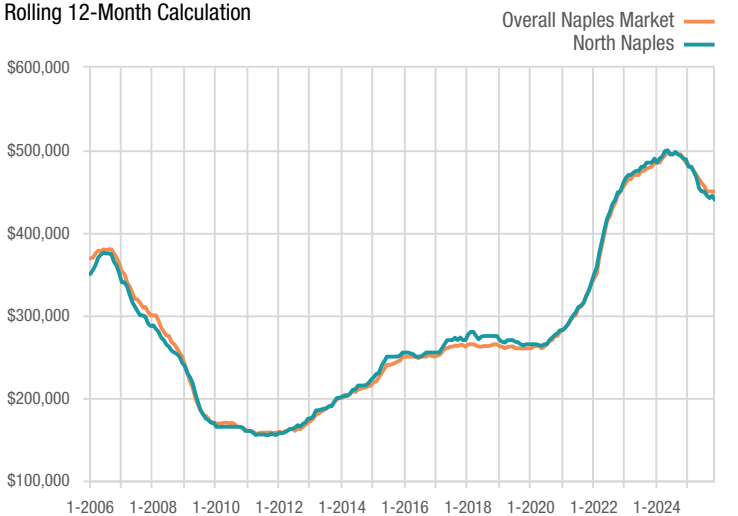
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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Central Naples

34104, 34105, 34116

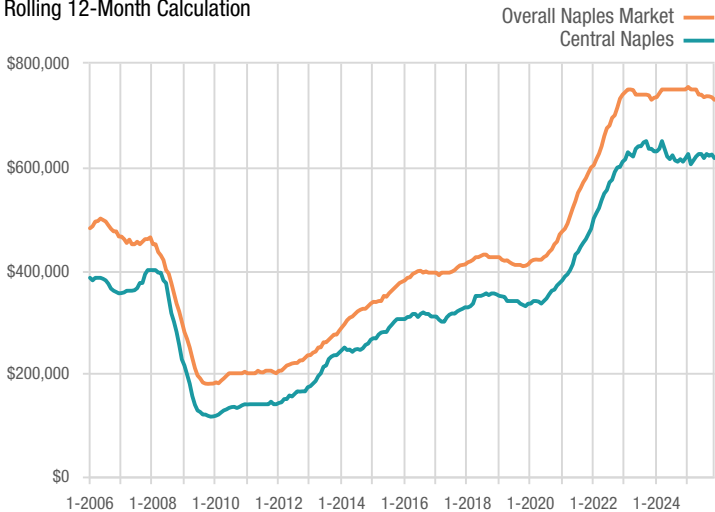
Single Family	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	90	68	- 24.4%	796	805	+ 1.1%
Total Sales	27	30	+ 11.1%	477	483	+ 1.3%
Days on Market Until Sale	71	85	+ 19.7%	64	78	+ 21.9%
Median Closed Price*	\$580,000	\$537,000	- 7.4%	\$610,000	\$615,000	+ 0.8%
Average Closed Price*	\$891,885	\$669,850	- 24.9%	\$1,090,842	\$985,356	- 9.7%
Percent of List Price Received*	93.8%	94.4%	+ 0.6%	95.6%	95.2%	- 0.4%
Inventory of Homes for Sale	277	232	- 16.2%	—	—	—
Months Supply of Inventory	6.3	5.4	- 14.3%	—	—	—

Condo	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	123	91	- 26.0%	1,045	997	- 4.6%
Total Sales	40	44	+ 10.0%	519	533	+ 2.7%
Days on Market Until Sale	63	93	+ 47.6%	59	85	+ 44.1%
Median Closed Price*	\$318,750	\$301,250	- 5.5%	\$345,000	\$300,000	- 13.0%
Average Closed Price*	\$349,188	\$381,359	+ 9.2%	\$422,033	\$376,621	- 10.8%
Percent of List Price Received*	95.7%	94.6%	- 1.1%	95.6%	94.2%	- 1.5%
Inventory of Homes for Sale	378	370	- 2.1%	—	—	—
Months Supply of Inventory	8.3	7.7	- 7.2%	—	—	—

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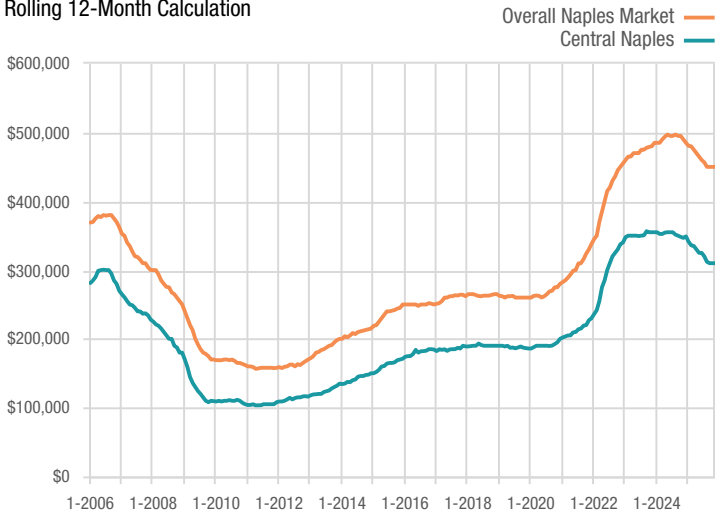
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



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South Naples

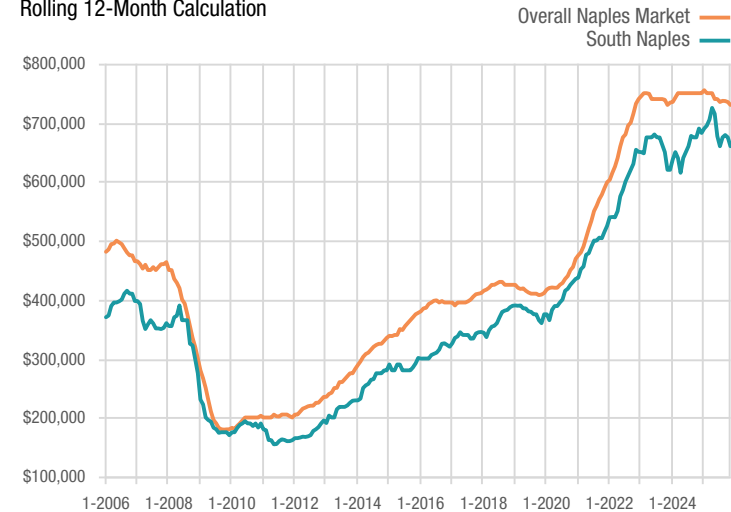
34112, 34113

Single Family	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	79	69	- 12.7%	879	895	+ 1.8%
Total Sales	34	34	0.0%	438	459	+ 4.8%
Days on Market Until Sale	79	107	+ 35.4%	67	91	+ 35.8%
Median Closed Price*	\$820,000	\$582,000	- 29.0%	\$687,500	\$660,000	- 4.0%
Average Closed Price*	\$1,112,541	\$768,550	- 30.9%	\$1,030,825	\$957,751	- 7.1%
Percent of List Price Received*	93.8%	94.1%	+ 0.3%	94.8%	93.3%	- 1.6%
Inventory of Homes for Sale	328	309	- 5.8%	—	—	—
Months Supply of Inventory	8.5	7.5	- 11.8%	—	—	—

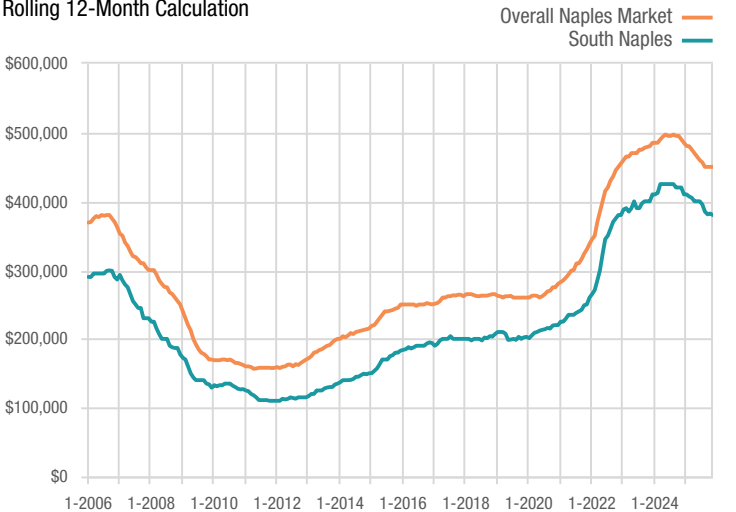
Condo	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	182	141	- 22.5%	1,559	1,623	+ 4.1%
Total Sales	50	57	+ 14.0%	785	769	- 2.0%
Days on Market Until Sale	59	95	+ 61.0%	70	94	+ 34.3%
Median Closed Price*	\$360,000	\$326,500	- 9.3%	\$410,000	\$380,000	- 7.3%
Average Closed Price*	\$488,409	\$468,316	- 4.1%	\$475,138	\$444,044	- 6.5%
Percent of List Price Received*	95.3%	94.2%	- 1.2%	95.9%	94.4%	- 1.6%
Inventory of Homes for Sale	607	621	+ 2.3%	—	—	—
Months Supply of Inventory	8.5	9.0	+ 5.9%	—	—	—

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Median Closed Price - Single Family
Rolling 12-Month Calculation



Median Closed Price - Condo
Rolling 12-Month Calculation



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Local Market Update – November 2025

A Research Tool Provided by Naples Area Board of REALTORS®



East Naples

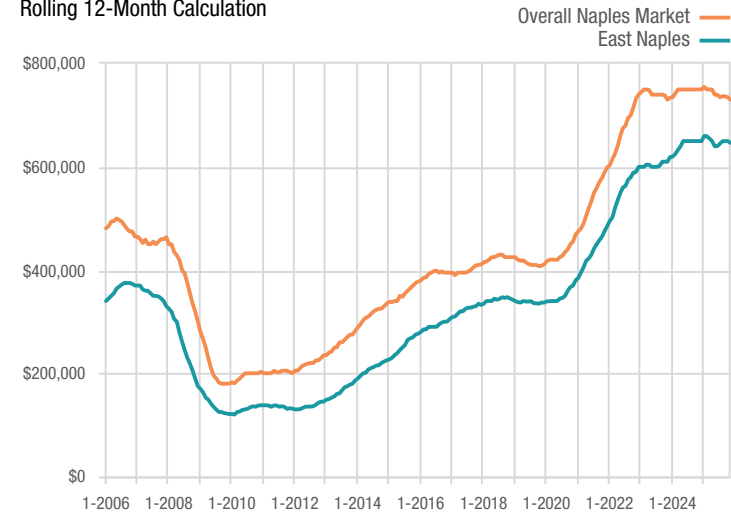
34114, 34117, 34120, 34137

Single Family	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	255	225	- 11.8%	2,571	2,572	+ 0.0%
Total Sales	87	88	+ 1.1%	1,440	1,406	- 2.4%
Days on Market Until Sale	78	91	+ 16.7%	71	89	+ 25.4%
Median Closed Price*	\$680,000	\$618,750	- 9.0%	\$650,000	\$644,950	- 0.8%
Average Closed Price*	\$792,474	\$811,597	+ 2.4%	\$800,710	\$785,231	- 1.9%
Percent of List Price Received*	96.2%	93.8%	- 2.5%	96.4%	95.5%	- 0.9%
Inventory of Homes for Sale	970	951	- 2.0%	—	—	—
Months Supply of Inventory	7.5	7.5	0.0%	—	—	—

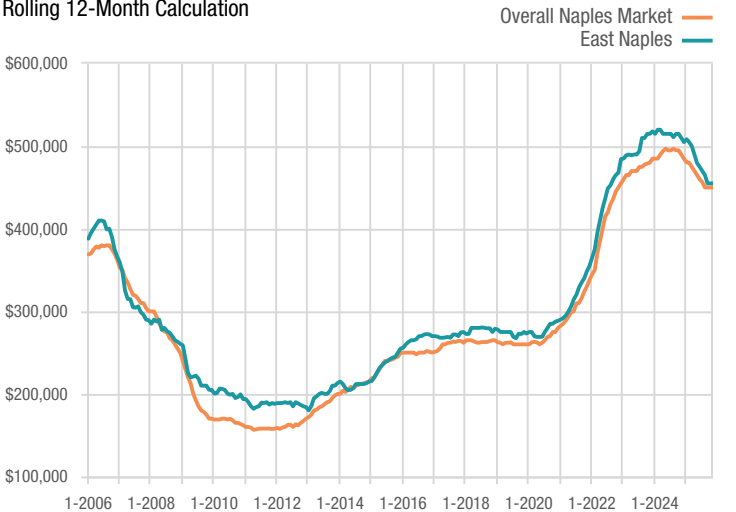
Condo	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	114	78	- 31.6%	898	950	+ 5.8%
Total Sales	31	33	+ 6.5%	460	428	- 7.0%
Days on Market Until Sale	67	94	+ 40.3%	82	99	+ 20.7%
Median Closed Price*	\$440,000	\$455,000	+ 3.4%	\$509,000	\$454,500	- 10.7%
Average Closed Price*	\$481,609	\$488,604	+ 1.5%	\$535,752	\$471,049	- 12.1%
Percent of List Price Received*	95.2%	95.8%	+ 0.6%	96.3%	95.0%	- 1.3%
Inventory of Homes for Sale	361	410	+ 13.6%	—	—	—
Months Supply of Inventory	8.6	10.4	+ 20.9%	—	—	—

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Median Closed Price - Single Family
Rolling 12-Month Calculation



Median Closed Price - Condo
Rolling 12-Month Calculation



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Immokalee / Ave Maria

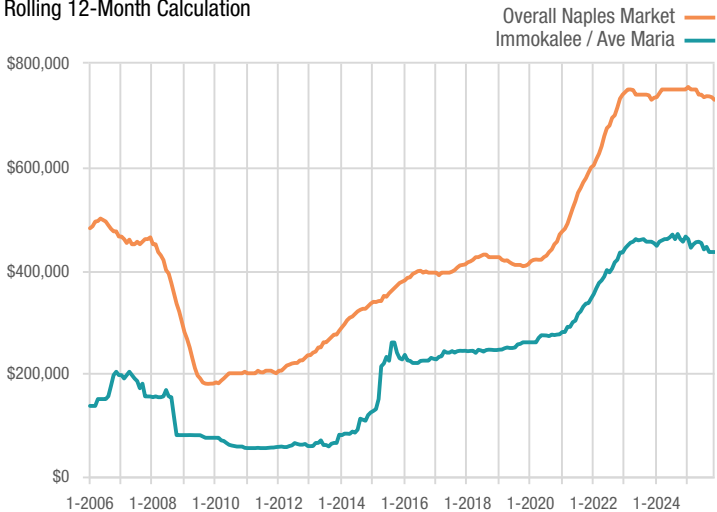
Single Family	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	35	36	+ 2.9%	390	453	+ 16.2%
Total Sales	21	19	- 9.5%	209	245	+ 17.2%
Days on Market Until Sale	159	104	- 34.6%	91	91	0.0%
Median Closed Price*	\$385,000	\$393,390	+ 2.2%	\$470,000	\$430,344	- 8.4%
Average Closed Price*	\$450,219	\$412,689	- 8.3%	\$488,175	\$478,901	- 1.9%
Percent of List Price Received*	94.8%	93.2%	- 1.7%	96.4%	95.3%	- 1.1%
Inventory of Homes for Sale	145	154	+ 6.2%	—	—	—
Months Supply of Inventory	7.6	6.9	- 9.2%	—	—	—

Condo	November			Year to Date		
Key Metrics	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	11	15	+ 36.4%	128	171	+ 33.6%
Total Sales	5	5	0.0%	61	87	+ 42.6%
Days on Market Until Sale	77	174	+ 126.0%	71	109	+ 53.5%
Median Closed Price*	\$263,500	\$290,000	+ 10.1%	\$330,000	\$280,000	- 15.2%
Average Closed Price*	\$263,690	\$280,999	+ 6.6%	\$331,945	\$295,932	- 10.8%
Percent of List Price Received*	92.4%	95.6%	+ 3.5%	95.2%	94.8%	- 0.4%
Inventory of Homes for Sale	58	65	+ 12.1%	—	—	—
Months Supply of Inventory	11.2	8.5	- 24.1%	—	—	—

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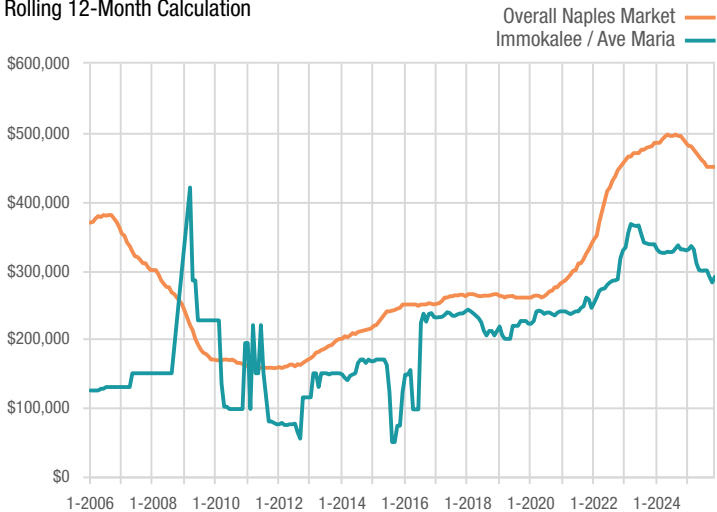
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

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