

MONTHLY MARKET REPORT - MARCH 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

\$5.8B+

IN WRITTEN
SALES VOLUME

23

LOCATIONS FROM
MARCO ISLAND TO
PINE ISLAND

800+

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



NAPLES, FL

MONTHLY MARKET REPORT

MARCH 2023

| | |
|---------------------------|----|
| Southwest Florida | 2 |
| Naples | 3 |
| Marco Island | 6 |
| Bonita-Estero | 8 |
| Fort Myers | 10 |
| Fort Myers Beach | 12 |
| Sanibel & Captiva Islands | 14 |
| Cape Coral | 16 |
| Pine Island | 18 |

SOUTHWEST FLORIDA

MARKET REPORT - MARCH 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed | 42,635 | 41,848 | 43,675 | 40,531 | 37,406 | 36,089 | 35,112 |
| Sold | 24,616 | 24,747 | 25,631 | 28,656 | 35,561 | 36,886 | 25,837 |
| Avg. Sale \$ | \$417,582 | \$440,283 | \$446,234 | \$455,636 | \$553,592 | \$670,142 | \$801,702 |



NEW
LISTINGS

35,112
↓2.71%



CLOSED
SALES

25,837
↓29.95%



AVERAGE
SALES PRICE

\$801,702
↑19.63%



CURRENT
INVENTORY

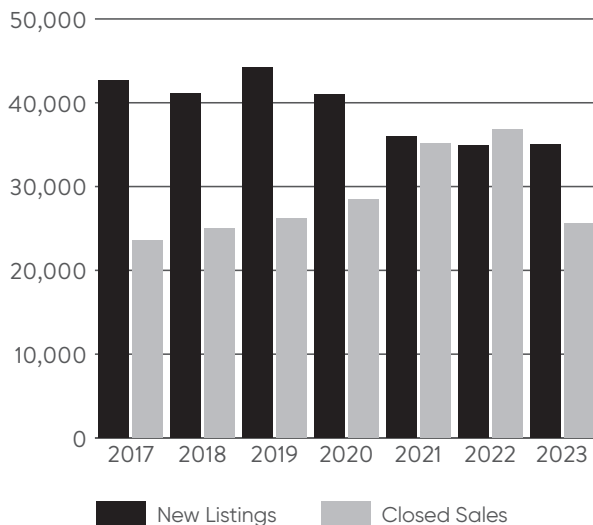
7,322
↑193.23%



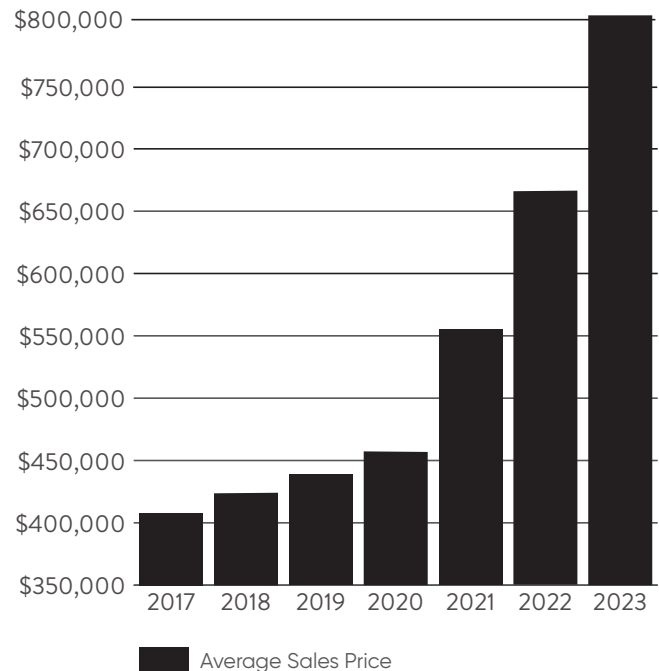
MONTHS OF
SUPPLY

3.40
↑318.63%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 25,837 properties sold, sales were down 29.95% from the preceding 12-month period when 36,886 properties were sold. New listings were down 2.71%, from 36,089 to 35,112. The average sales price was up 19.63%, from \$670,142 to \$801,702. As of March 31, 2023, inventory stood at 7,322 units while months of supply was 3.40 months.

NAPLES

MARKET REPORT - MARCH 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Listed | 15,533 | 14,792 | 15,564 | 14,951 | 14,938 | 13,802 | 12,993 |
| Sold | 9,079 | 9,243 | 9,482 | 10,761 | 14,131 | 14,531 | 9,979 |
| Avg. Sale \$ | \$558,142 | \$608,566 | \$610,328 | \$622,756 | \$748,880 | \$873,395 | \$1,088,081 |



NEW
LISTINGS

12,993
↓5.86%



CLOSED
SALES

9,979
↓31.33%



AVERAGE
SALES PRICE

\$1,088,081
↑24.58%



CURRENT
INVENTORY

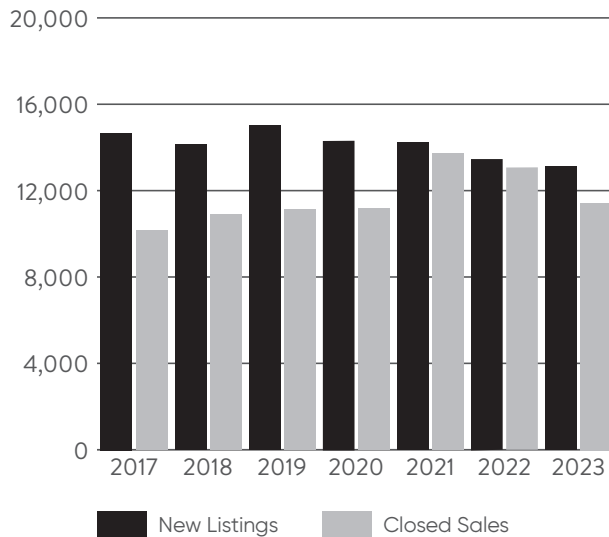
2,785
↑148.44%



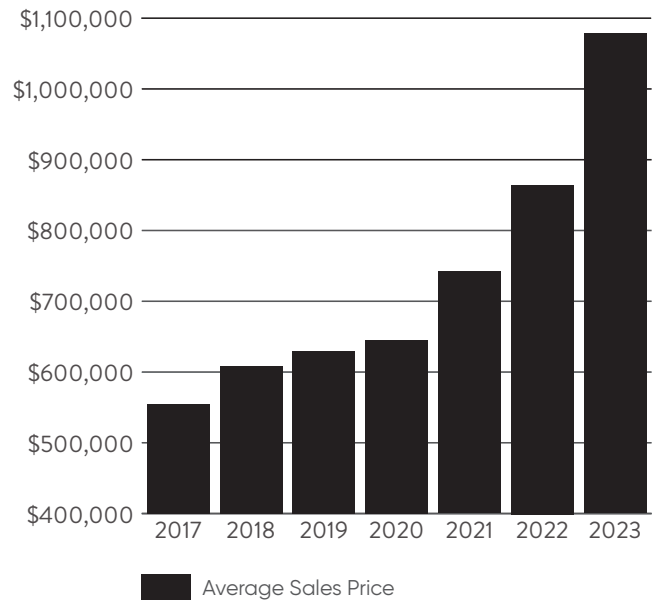
MONTHS OF
SUPPLY

3.35
↑261.77%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 9,979 properties sold, sales were down 31.33% from the preceding 12-month period when 14,531 properties were sold. New listings were down 5.86%, from 13,802 to 12,993. The average sales price was up 24.58%, from \$873,395 to \$1,088,181. As of March 31, 2023, inventory stood at 2,785 units while months of supply was 3.35 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|----------------------------------|---------------------|-----------------------|------------------|----------------------|
| Aqualane Shores | 32 | 15 | 25.60 | \$8,413,333 |
| Audubon | 10 | 19 | 6.32 | \$2,218,079 |
| Colliers Reserve | 0 | 13 | 0.00 | \$2,450,385 |
| Crayton Road Area Non-Waterfront | 86 | 110 | 9.38 | \$3,760,602 |
| Crayton Road Area Waterfront | 25 | 12 | 25.00 | \$5,702,250 |
| Crossings | 3 | 11 | 3.27 | \$1,397,705 |
| Esplanade | 23 | 49 | 5.63 | \$1,780,152 |
| Grey Oaks | 13 | 42 | 3.71 | \$4,291,000 |
| Isles of Collier Preserve | 31 | 43 | 8.65 | \$2,135,831 |
| Kensington | 4 | 24 | 2.00 | \$1,509,381 |
| Lely Resort | 17 | 105 | 1.94 | \$1,417,185 |
| Mediterra | 12 | 41 | 3.51 | \$3,806,012 |
| Monterey | 7 | 17 | 4.94 | \$1,393,294 |
| Olde Cypress | 4 | 31 | 1.55 | \$1,587,677 |
| Olde Naples | 42 | 59 | 8.54 | \$7,589,918 |
| Pelican Bay | 10 | 33 | 3.64 | \$4,112,883 |
| Pelican Bay - Bay Colony | 8 | 5 | 19.20 | \$6,796,400 |
| Pelican Marsh | 7 | 34 | 2.47 | \$1,943,544 |
| Pine Ridge | 26 | 30 | 10.40 | \$5,639,433 |
| Port Royal | 36 | 23 | 18.78 | \$19,818,481 |
| Quail Creek | 7 | 26 | 3.23 | \$2,191,223 |
| Quail West | 20 | 39 | 6.15 | \$4,323,212 |
| The Quarry | 6 | 33 | 2.18 | \$1,685,226 |
| Riverstone | 10 | 44 | 2.73 | \$1,213,327 |
| Royal Harbor | 19 | 21 | 10.86 | \$5,040,406 |
| The Strand | 2 | 13 | 1.85 | \$1,072,846 |
| Tiburon | 5 | 8 | 7.50 | \$3,095,125 |
| Treviso Bay | 3 | 24 | 1.50 | \$1,882,479 |
| Vanderbilt Beach | 37 | 27 | 16.44 | \$4,072,744 |
| Vineyards | 10 | 57 | 2.11 | \$1,370,786 |

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2023

| Condominiums | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|----------------------------------|---------------------|-----------------------|------------------|----------------------|
| Crayton Road Area Non-Waterfront | 43 | 105 | 4.91 | \$728,906 |
| Crayton Road Area Waterfront | 102 | 199 | 6.15 | \$2,606,933 |
| The Dunes | 17 | 25 | 5.76 | \$1,988,840 |
| Esplanade | 7 | 39 | 2.15 | \$688,377 |
| Grey Oaks | 1 | 13 | 0.92 | \$2,049,615 |
| Isles of Collier Preserve | 13 | 56 | 2.79 | \$856,621 |
| Kensington | 1 | 19 | 0.63 | \$840,053 |
| Lely Resort | 37 | 138 | 3.22 | \$561,729 |
| Mediterra | 3 | 21 | 1.71 | \$1,566,143 |
| Olde Naples | 45 | 122 | 4.43 | \$1,645,367 |
| Pelican Bay | 73 | 243 | 3.60 | \$1,704,650 |
| Pelican Bay - Bay Colony | 2 | 18 | 1.33 | \$5,159,863 |
| Pelican Marsh | 5 | 54 | 1.11 | \$830,035 |
| Pine Ridge | 1 | 16 | 0.75 | \$366,088 |
| The Quarry | 0 | 22 | — | \$707,814 |
| The Strand | 8 | 60 | 1.60 | \$566,908 |
| Tiburon | 7 | 24 | 3.50 | \$1,461,229 |
| Treviso Bay | 13 | 63 | 2.48 | \$589,127 |
| Vanderbilt Beach | 43 | 68 | 7.59 | \$1,366,992 |
| Vineyards | 17 | 105 | 1.94 | \$650,577 |

MARCO ISLAND

MARKET REPORT - MARCH 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| Listed | 1,473 | 1,318 | 1,446 | 1,315 | 1,420 | 1,219 | 1,188 |
| Sold | 785 | 747 | 791 | 908 | 1,333 | 1,316 | 744 |
| Avg. Sale \$ | \$742,703 | \$726,141 | \$816,624 | \$762,302 | \$880,548 | \$1,165,221 | \$1,386,145 |



NEW
LISTINGS

1,188
↓2.54%



CLOSED
SALES

744
↓43.47%



AVERAGE
SALES PRICE

\$1,386,145
↑18.96%



CURRENT
INVENTORY

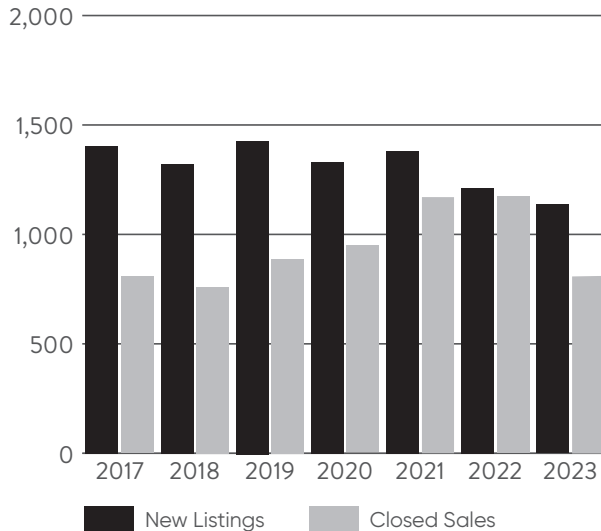
398
↑167.11%



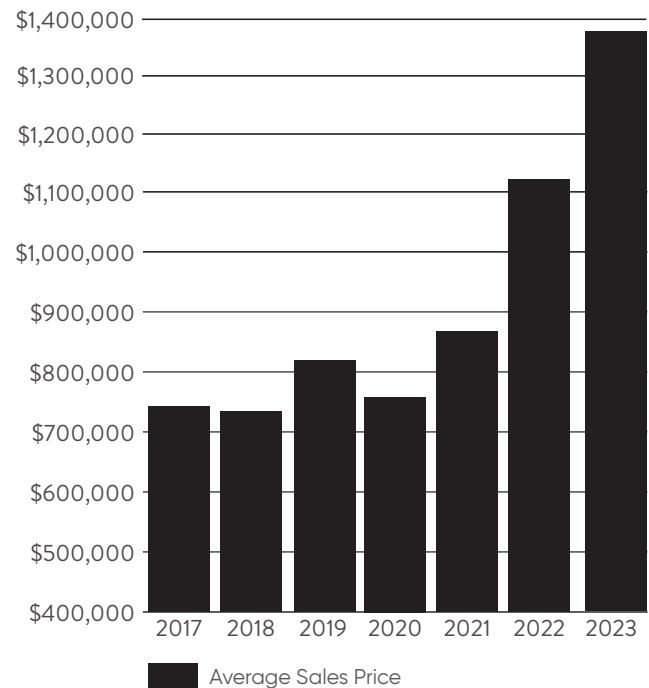
MONTHS OF
SUPPLY

6.42
↑372.48%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 744 properties sold, sales were down 43.47% from the preceding 12-month period when 1,316 properties were sold. New listings were down 2.54%, from 1,219 to 1,188. The average sales price was up 18.96%, from \$1,165,221 to \$1,386,145. As of March 31, 2023, inventory stood at 398 units while months of supply was 6.42 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2023

| Island Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|----------------------------|---------------------|-----------------------|------------------|----------------------|
| Direct Waterfront | 63 | 86 | 8.79 | \$3,252,843 |
| Golf Course | 12 | 7 | 20.57 | \$1,074,500 |
| Gulf Front | 1 | 1 | 12.00 | \$9,500,000 |
| Indirect Waterfront | 89 | 115 | 9.29 | \$2,034,046 |
| Inland | 34 | 86 | 4.74 | \$1,046,500 |
| Preserve | 4 | 7 | 6.86 | \$2,012,143 |

| Island Condominiums | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Direct Waterfront | 37 | 102 | 4.35 | \$694,328 |
| Golf Course | 1 | 4 | 3.00 | \$1,473,750 |
| Gulf Front | 91 | 159 | 6.87 | \$1,360,897 |
| Gulf View | 25 | 26 | 11.54 | \$1,218,539 |
| Indirect Waterfront | 7 | 25 | 3.36 | \$633,980 |
| Inland | 28 | 119 | 2.82 | \$428,080 |
| Preserve | 6 | 6 | 12.00 | \$675,983 |

| Island Proximity Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|--------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Fiddler's Creek | 23 | 97 | 2.85 | \$1,726,481 |
| Isles Of Capri | 10 | 20 | 6.00 | \$1,392,150 |
| Naples Reserve | 20 | 59 | 4.07 | \$1,311,735 |
| Winding Cypress | 3 | 23 | 1.57 | \$949,997 |

| Island Proximity Condominiums | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-----------------------------------|---------------------|-----------------------|------------------|----------------------|
| Fiddler's Creek | 32 | 76 | 5.05 | \$686,878 |
| Hammock Bay Golf and Country Club | 15 | 32 | 5.63 | \$814,200 |
| Isles Of Capri | 3 | 5 | 7.20 | \$696,400 |

BONITA SPRINGS - ESTERO

MARKET REPORT - MARCH 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed | 4,870 | 4,570 | 4,850 | 4,483 | 4,247 | 3,926 | 3,800 |
| Sold | 3,001 | 2,857 | 3,049 | 3,312 | 4,240 | 4,082 | 3,021 |
| Avg. Sale \$ | \$405,976 | \$407,524 | \$408,468 | \$407,855 | \$471,526 | \$586,619 | \$744,412 |



NEW
LISTINGS

3,800
↓3.21%



CLOSED
SALES

3,021
↓25.99%



AVERAGE
SALES PRICE

\$744,412
↑26.90%



CURRENT
INVENTORY

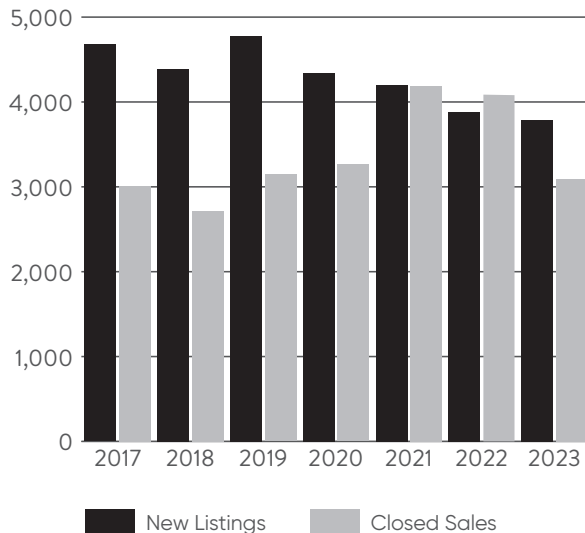
743
↑189.11%



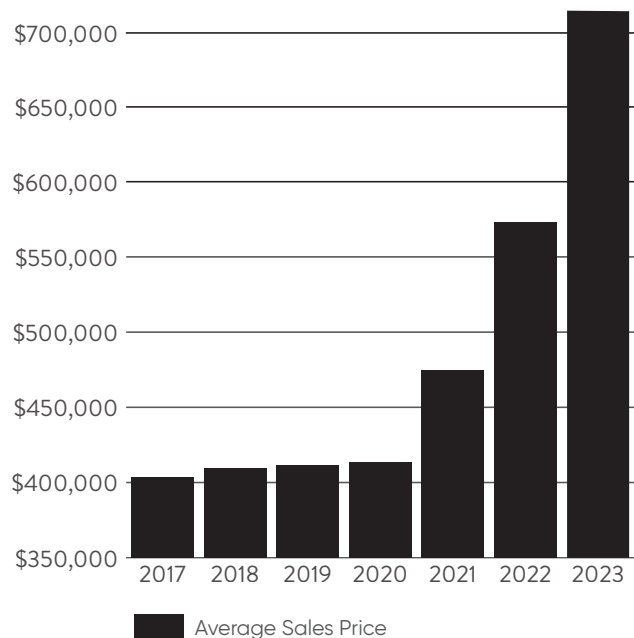
MONTHS OF
SUPPLY

2.95
↑290.64%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 3,021 properties sold, sales were down 25.99% from the preceding 12-month period when 4,082 properties were sold. New listings were down 3.21%, from 3,926 to 3,800. The average sales price was up 26.90%, from \$586,619 to \$744,412. As of March 31, 2023, inventory stood at 743 units while months of supply was 2.95 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------|---------------------|-----------------------|------------------|----------------------|
| Barefoot Beach | 9 | 15 | 7.20 | \$7,146,667 |
| Bonita Bay | 14 | 42 | 4.00 | \$2,091,292 |
| The Brooks | 6 | 80 | 0.90 | \$1,423,611 |
| Palmira Golf and Country Club | 9 | 26 | 4.15 | \$1,015,625 |
| Pelican Landing | 6 | 48 | 1.50 | \$1,391,848 |
| Pelican Landing - The Colony | 2 | 9 | 2.67 | \$2,387,778 |
| Pelican Sound | 2 | 6 | 4.00 | \$1,073,851 |
| West Bay Club | 6 | 20 | 3.60 | \$1,487,724 |

| Condominiums | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------|---------------------|-----------------------|------------------|----------------------|
| Barefoot Beach | 3 | 6 | 6.00 | \$2,742,500 |
| Bonita Bay | 46 | 132 | 4.18 | \$1,788,653 |
| The Brooks | 22 | 100 | 2.64 | \$509,267 |
| Palmira Golf and Country Club | 2 | 17 | 1.41 | \$662,018 |
| Pelican Landing | 7 | 50 | 1.68 | \$577,322 |
| Pelican Landing - The Colony | 29 | 61 | 5.70 | \$1,454,039 |
| Pelican Sound | 1 | 35 | 0.34 | \$546,539 |
| West Bay Club | 7 | 18 | 4.67 | \$1,048,494 |

FORT MYERS

MARKET REPORT - MARCH 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed | 11,040 | 11,030 | 11,218 | 9,791 | 7,283 | 6,960 | 6,890 |
| Sold | 5,342 | 5,322 | 5,576 | 6,204 | 6,998 | 7,221 | 5,366 |
| Avg. Sale \$ | \$263,456 | \$267,110 | \$274,003 | \$281,580 | \$330,056 | \$406,557 | \$499,618 |



NEW
LISTINGS

6,890
↓1.01%



CLOSED
SALES

5,366
↓25.69%



AVERAGE
SALES PRICE

\$499,618
↑22.89%



CURRENT
INVENTORY

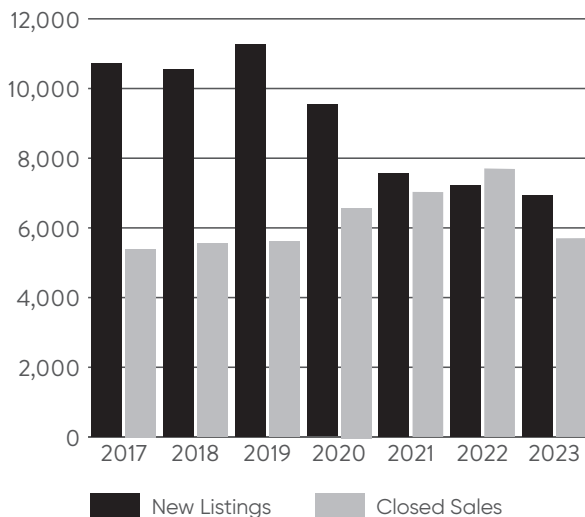
1,218
↑328.87%



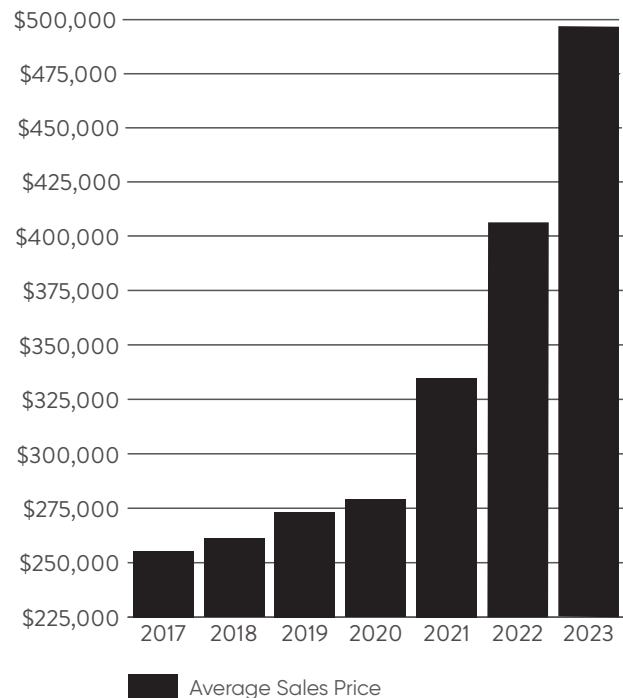
MONTHS OF
SUPPLY

2.72
↑477.13%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 5,366 properties sold, sales were down 25.69% from the preceding 12-month period when 7,221 properties were sold. New listings were down 1.01%, from 6,960 to 6,890. The average sales price was up 22.89%, from \$406,557 to \$499,618. As of March 31, 2023, inventory stood at 1,218 units while months of supply was 2.72 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Belle Lago | 7 | 27 | 3.11 | \$1,012,789 |
| Colonial Country Club | 9 | 30 | 3.60 | \$618,826 |
| Crown Colony | 2 | 20 | 1.20 | \$867,950 |
| Esplanade Lake Club | 11 | 24 | 5.50 | \$1,319,870 |
| Fiddlesticks Country Club | 4 | 23 | 2.09 | \$941,174 |
| The Forest | 8 | 30 | 3.20 | \$713,667 |
| Gulf Harbour Yacht And Country Club | 8 | 31 | 3.10 | \$1,637,900 |
| Miromar Lakes Beach And Golf Club | 15 | 36 | 5.00 | \$2,411,531 |
| Parker Lakes | 5 | 22 | 2.73 | \$475,537 |
| Paseo | 3 | 18 | 2.00 | \$971,703 |
| The Plantation | 16 | 105 | 1.83 | \$705,208 |
| Shadow Wood Preserve | 4 | 3 | 16.00 | \$1,248,333 |
| Town And River | 11 | 25 | 5.28 | \$1,014,860 |
| Wildblue | 26 | 132 | 2.36 | \$1,352,317 |

| Condominiums | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Colonial Country Club | 13 | 72 | 2.17 | \$351,336 |
| Crown Colony | 2 | 11 | 2.18 | \$456,900 |
| Downtown Fort Myers | 64 | 142 | 5.41 | \$462,248 |
| Esplanade Lake Club | 0 | 2 | — | \$532,500 |
| Fiddlesticks Country Club | 4 | 11 | 4.36 | \$349,864 |
| The Forest | 8 | 34 | 2.82 | \$269,741 |
| Gulf Harbour Yacht And Country Club | 28 | 97 | 3.46 | \$847,772 |
| Miromar Lakes Beach And Golf Club | 6 | 29 | 2.48 | \$963,172 |
| Parker Lakes | 3 | 37 | 0.97 | \$321,448 |
| Paseo | 20 | 81 | 2.96 | \$401,955 |
| The Plantation | 6 | 23 | 3.13 | \$540,622 |
| Shadow Wood Preserve | 0 | 3 | — | \$399,667 |
| Town And River | 1 | 5 | 2.40 | \$320,750 |

FORT MYERS BEACH

MARKET REPORT - MARCH 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed | 673 | 691 | 689 | 673 | 634 | 612 | 660 |
| Sold | 397 | 406 | 407 | 434 | 582 | 577 | 372 |
| Avg. Sale \$ | \$558,173 | \$493,131 | \$527,228 | \$552,750 | \$617,829 | \$815,473 | \$916,312 |



NEW
LISTINGS

660
↑7.84%



CLOSED
SALES

372
↓35.53%



AVERAGE
SALES PRICE

\$916,312
↑12.37%



CURRENT
INVENTORY

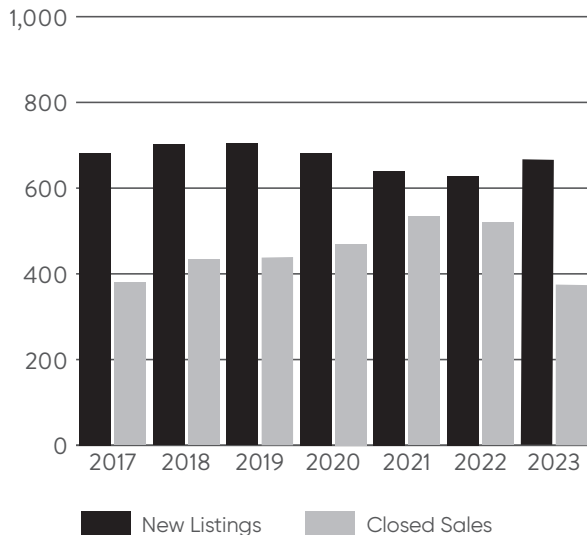
194
↑198.46%



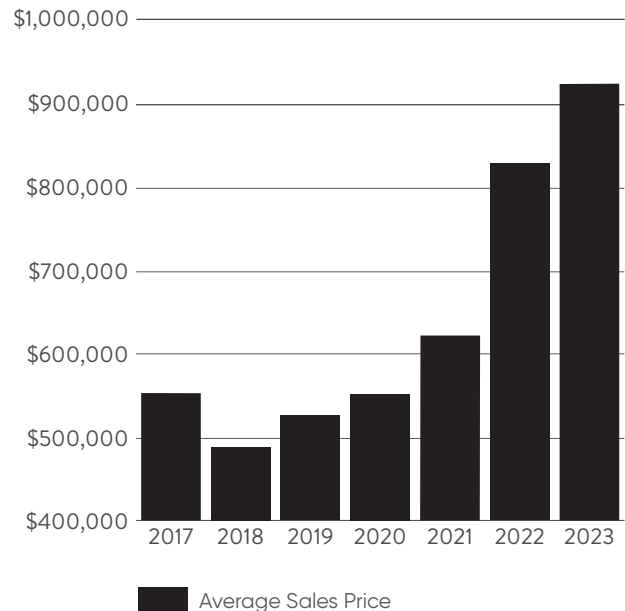
MONTHS OF
SUPPLY

6.26
↑362.94%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 372 properties sold, sales were down 35.53% from the preceding 12-month period when 577 properties were sold. New listings were up 7.84%, from 612 to 660. The average sales price was up 12.37%, from \$815,473 to \$916,312. As of March 31, 2023, inventory stood at 194 units while months of supply was 6.26 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Fairview Isles | 10 | 19 | 6.32 | \$1,060,000 |
| Laguna Shores | 8 | 16 | 6.00 | \$959,344 |
| Mcphie Park | 9 | 4 | 27.00 | \$1,921,250 |

| Condominiums | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|------------------------|---------------------|-----------------------|------------------|----------------------|
| Carlos Pointe | 5 | 5 | 12.00 | \$641,300 |
| Ocean Harbor Condo | 3 | 5 | 7.20 | \$992,580 |
| Sandarac Condo | 3 | 4 | 9.00 | \$650,250 |
| Waterside At Bay Beach | 21 | 15 | 16.80 | \$987,567 |

SANIBEL-CAPTIVA

MARKET REPORT - MARCH 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-----------|-----------|-----------|-----------|-------------|-------------|-------------|
| Listed | 626 | 661 | 700 | 735 | 656 | 567 | 619 |
| Sold | 395 | 402 | 387 | 439 | 680 | 692 | 343 |
| Avg. Sale \$ | \$960,224 | \$998,569 | \$951,097 | \$952,507 | \$1,021,969 | \$1,324,315 | \$1,520,958 |



NEW
LISTINGS

619
↑9.17%



CLOSED
SALES

343
↓50.43%



AVERAGE
SALES PRICE

\$1,520,958
↑14.85%



CURRENT
INVENTORY

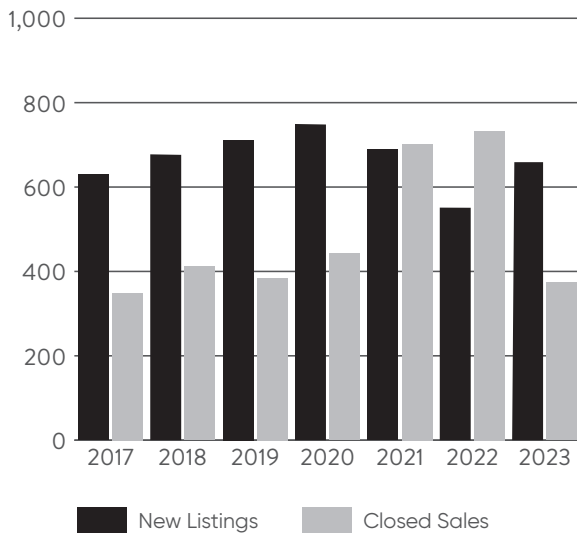
214
↑328.00%



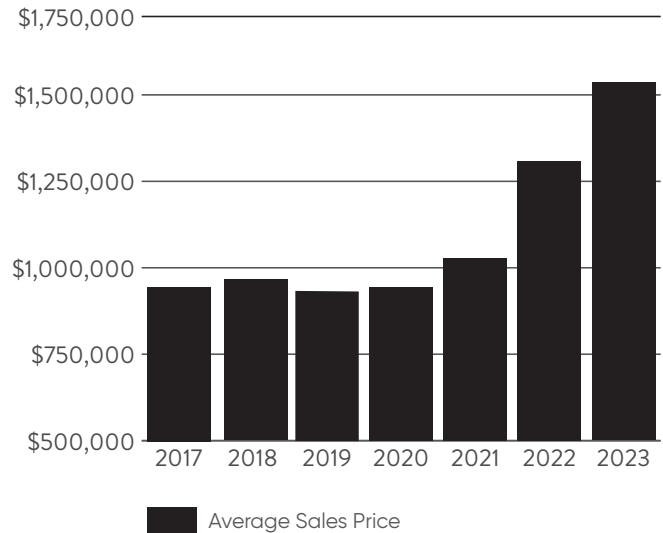
MONTHS OF
SUPPLY

7.49
↑763.49%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 343 properties sold, sales were down 50.43% from the preceding 12-month period when 692 properties were sold. New listings were up 9.17%, from 567 to 619. The average sales price was up 14.85%, from \$1,324,315 to \$1,520,958. As of March 31, 2023, inventory stood at 214 units while months of supply was 7.49 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|------------------------------------|---------------------|-----------------------|------------------|----------------------|
| Beachview Country Club Estates | 4 | 10 | 4.80 | \$1,364,995 |
| Captiva Island | 15 | 30 | 6.00 | \$3,643,583 |
| Dunes At Sanibel Island | 14 | 19 | 8.84 | \$1,045,953 |
| Other Sanibel Island Single-Family | 110 | 159 | 8.30 | \$1,419,107 |

| Condominiums | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-----------------------------|---------------------|-----------------------|------------------|----------------------|
| Captiva Island | 6 | 14 | 5.14 | \$1,147,821 |
| Sundial Of Sanibel Condos | 54 | 97 | 6.68 | \$1,183,505 |
| Other Sanibel Island Condos | 11 | 13 | 10.15 | \$873,115 |

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed | 8,046 | 8,403 | 8,797 | 8,221 | 7,871 | 8,624 | 8,643 |
| Sold | 5,617 | 5,716 | 5,695 | 6,352 | 7,300 | 8,109 | 5,817 |
| Avg. Sale \$ | \$249,637 | \$266,449 | \$275,190 | \$286,680 | \$333,809 | \$440,735 | \$499,594 |



NEW
LISTINGS

8,643
↑0.22%



CLOSED
SALES

5,817
↓28.26%



AVERAGE
SALES PRICE

\$499,594
↑13.35%



CURRENT
INVENTORY

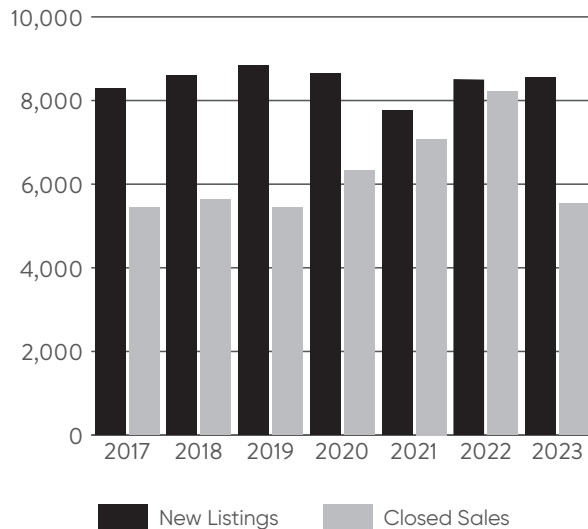
1,682
↑217.36%



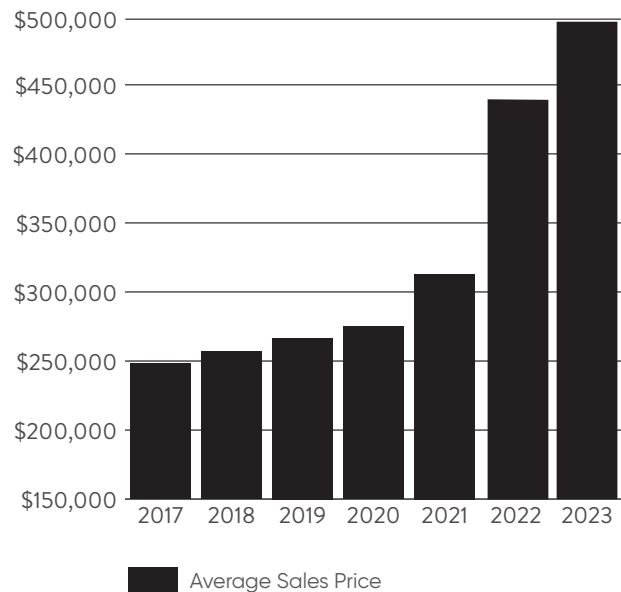
MONTHS OF
SUPPLY

3.47
↑342.40%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 5,817 properties sold, sales were down 28.26% from the preceding 12-month period when 8,109 properties were sold. New listings were up .22%, from 8,624 to 8,643. The average sales price was up 13.35%, from \$440,735 to \$499,594. As of March 31, 2023, inventory stood at 1,682 units while months of supply was 3.47 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Cape Harbour | 5 | 7 | 8.57 | \$1,901,429 |
| Cape Royal | 10 | 22 | 5.45 | \$812,334 |
| Yacht Club | 8 | 22 | 4.36 | \$806,045 |

| Condominiums | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Cape Harbour | 13 | 25 | 6.24 | \$679,112 |
| Tarpon Point Marina | 19 | 16 | 14.25 | \$1,436,563 |

PINE ISLAND-MATLACHA

MARKET REPORT - MARCH 2023



CHRISTIE'S
INTERNATIONAL REAL ESTATE

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Listed | 374 | 383 | 411 | 362 | 357 | 379 | 319 |
| Sold | 220 | 218 | 244 | 246 | 297 | 358 | 195 |
| Avg. Sale \$ | \$304,840 | \$341,657 | \$332,902 | \$350,763 | \$436,984 | \$566,839 | \$645,218 |



NEW
LISTINGS

319
↓15.83%



CLOSED
SALES

195
↓45.53%



AVERAGE
SALES PRICE

\$645,218
↑13.83%



CURRENT
INVENTORY

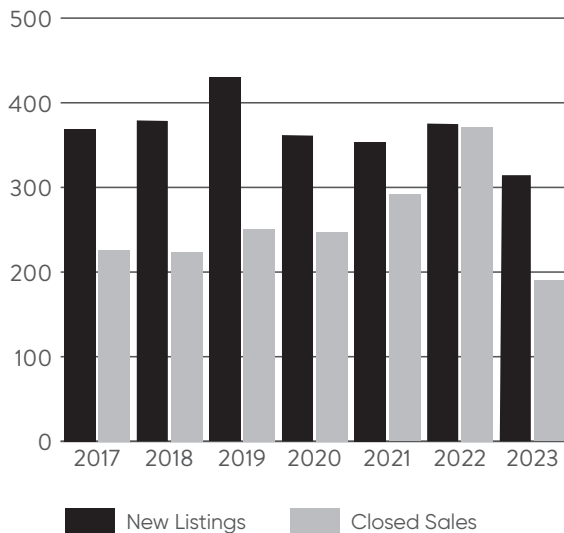
88



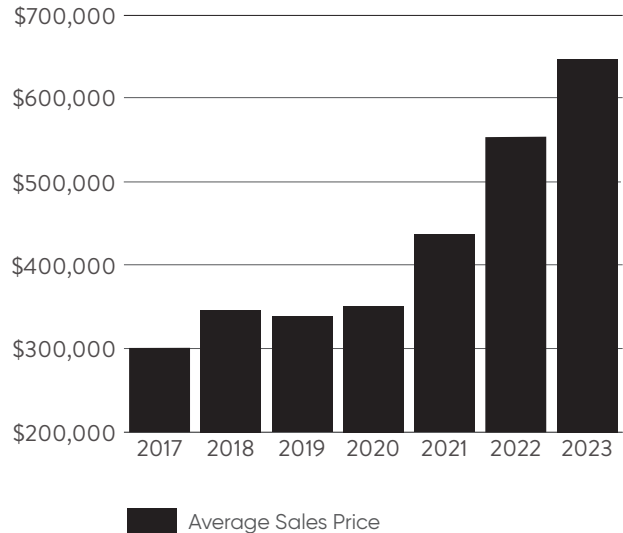
MONTHS OF
SUPPLY

5.42

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 195 properties sold, sales were down 45.53% from the preceding 12-month period when 358 properties were sold. New listings were down 15.83%, from 379 to 319. The average sales price was up 13.83%, from \$566,839 to \$645,218. As of March 31, 2023, inventory stood at 88 units while months of supply was 5.42 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of March 31, 2023

| Single Family Homes | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|---------------------|---------------------|-----------------------|------------------|----------------------|
| Bokeelia | 36 | 73 | 5.92 | \$599,851 |
| Matlacha | 10 | 14 | 8.57 | \$852,321 |
| St James City | 34 | 90 | 4.53 | \$696,285 |

| Condominiums & Attached | Available Inventory | Closed Past 12 Months | Months of Supply | Average Closed Price |
|-------------------------|---------------------|-----------------------|------------------|----------------------|
| Bokeelia | 7 | 14 | 6.00 | \$388,607 |
| Matlacha | 0 | 1 | — | \$995,000 |
| St James City | 1 | 4 | 3.00 | \$354,925 |

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