

MONTHLY MARKET REPORT - DECEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

A LOCAL LEGACY  
OF ACHIEVEMENT

\$5.8B+

IN WRITTEN  
SALES VOLUME

21

LOCATIONS FROM  
MARCO ISLAND TO  
PINE ISLAND

650+

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



NAPLES, FL

# MONTHLY MARKET REPORT

## DECEMBER 2022

Southwest Florida	2
.....	
Naples	3
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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 - DECEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2016	2017	2018	2019	2020	2021	2022
Listed	42,714	41,123	44,265	42,400	38,222	36,654	34,652
Sold	23,846	24,534	26,197	27,337	32,105	39,551	27,585
Avg. Sale \$	\$413,142	\$430,460	\$452,245	\$444,226	\$517,865	\$640,098	\$780,567



NEW LISTINGS

34,652  
↓5.46%



CLOSED SALES

27,585  
↓30.25%



AVERAGE SALES PRICE

\$780,567  
↑21.94%



CURRENT INVENTORY

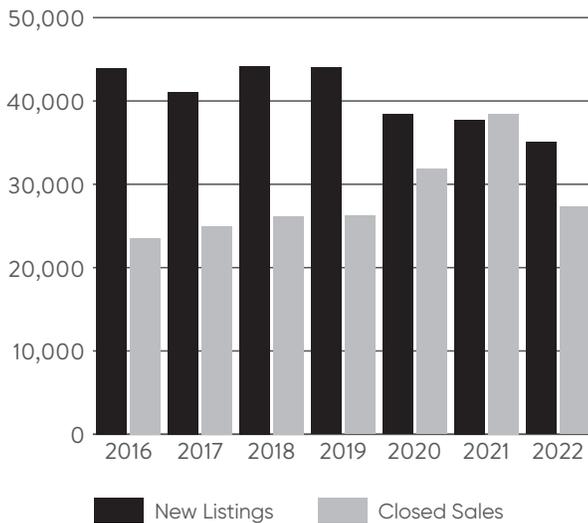
5,911  
↑170.53%



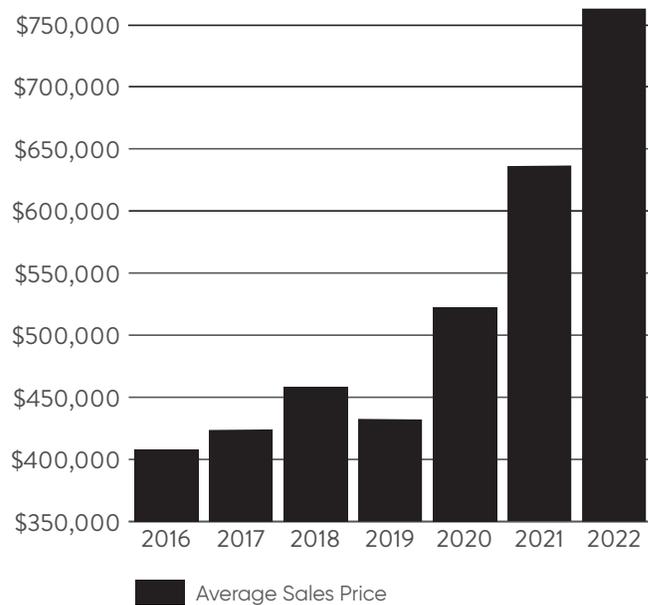
MONTHS OF SUPPLY

2.57  
↑287.88%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 27,585 properties sold, sales were down 30.25% from the preceding 12-month period when 39,551 properties were sold. New listings were down 5.46%, from 36,654 to 34,652. The average sales price was up 21.94%, from \$640,098 to \$780,567. As of December 31, 2022, inventory stood at 5,911 units while months of supply was 2.57 months.

# NAPLES

## MARKET REPORT - DECEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	15,663	14,635	15,825	15,195	15,141	14,186	13,167
Sold	8,775	9,180	9,684	10,207	12,430	15,959	10,610
Avg. Sale \$	\$554,867	\$583,231	\$625,037	\$606,011	\$708,251	\$835,839	\$1,045,690



NEW LISTINGS

13,167  
↓7.18%



CLOSED SALES

10,610  
↓33.52%



AVERAGE SALES PRICE

\$1,045,690  
↑25.11%



CURRENT INVENTORY

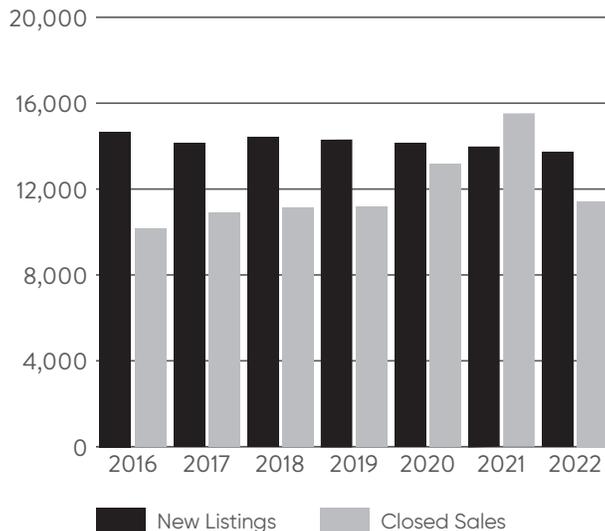
2,414  
↑173.39%



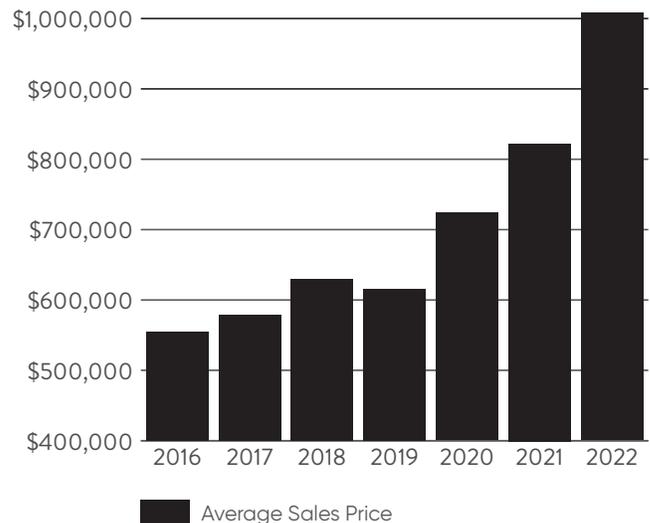
MONTHS OF SUPPLY

2.73  
↑311.21%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 10,610 properties sold, sales were down 33.52% from the preceding 12-month period when 15,959 properties were sold. New listings were down 7.18%, from 14,186 to 13,167. The average sales price was up 25.11%, from \$835,839 to \$1,045,690. As of December 31, 2022, inventory stood at 2,414 units while months of supply was 2.73 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	21	17	14.82	\$12,490,294
Audubon	8	22	4.36	\$2,238,023
Colliers Reserve	5	14	4.29	\$2,412,214
Crayton Road Area Non-Waterfront	58	103	6.76	\$3,796,498
Crayton Road Area Waterfront	24	15	19.20	\$8,404,333
Crossings	1	11	1.09	\$1,339,250
Esplanade	6	55	1.31	\$1,777,055
Grey Oaks	9	44	2.45	\$4,656,636
Isles of Collier Preserve	20	48	5.00	\$2,080,064
Kensington	2	21	1.14	\$1,363,936
Lely Resort	24	113	2.55	\$1,362,867
Mediterra	16	45	4.27	\$3,469,224
Monterey	2	17	1.41	\$1,310,059
Olde Cypress	9	31	3.48	\$1,641,194
Olde Naples	30	55	6.55	\$7,740,907
Pelican Bay	11	33	4.00	\$4,765,667
Pelican Bay - Bay Colony	4	4	12.00	\$5,333,000
Pelican Marsh	7	38	2.21	\$2,110,197
Pine Ridge	12	29	4.97	\$5,721,827
Port Royal	15	23	7.83	\$19,657,394
Quail Creek	8	29	3.31	\$2,160,276
Quail West	15	41	4.39	\$3,989,561
The Quarry	6	28	2.57	\$1,645,179
Riverstone	5	50	1.20	\$1,214,848
Royal Harbor	14	25	6.72	\$5,360,280
The Strand	1	13	0.92	\$1,002,615
Tiburon	3	8	4.50	\$2,652,250
Treviso Bay	4	24	2.00	\$1,965,292
Vanderbilt Beach	29	25	13.92	\$4,006,364
Vineyards	12	57	2.53	\$1,274,636

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

12-Month Sold Comparison Report for Select Communities

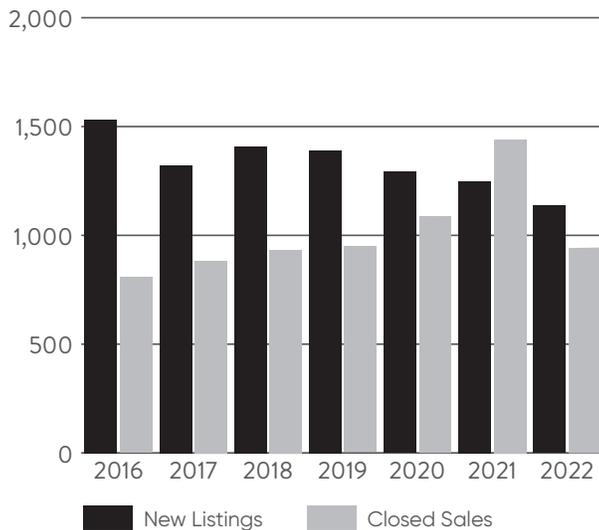
Monthly Snapshot as of December 31, 2022

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	28	118	2.85	\$708,510
Crayton Road Area Waterfront	43	225	2.29	\$2,563,903
The Dunes	12	28	5.14	\$2,021,242
Esplanade	6	39	1.85	\$663,967
Grey Oaks	1	15	0.80	\$1,850,333
Isles of Collier Preserve	7	54	1.56	\$857,970
Kensington	2	16	1.50	\$774,656
Lely Resort	29	165	2.11	\$550,171
Mediterra	5	25	2.40	\$1,396,560
Olde Naples	33	128	3.09	\$1,611,384
Pelican Bay	43	241	2.14	\$1,701,348
Pelican Bay - Bay Colony	1	17	0.71	\$4,615,449
Pelican Marsh	7	58	1.45	\$817,690
Pine Ridge	3	15	2.40	\$385,470
The Quarry	4	20	2.40	\$693,315
The Strand	7	61	1.38	\$543,264
Tiburon	3	28	1.29	\$1,277,696
Treviso Bay	25	66	4.55	\$581,350
Vanderbilt Beach	17	92	2.22	\$1,502,115
Vineyards	11	109	1.21	\$622,424

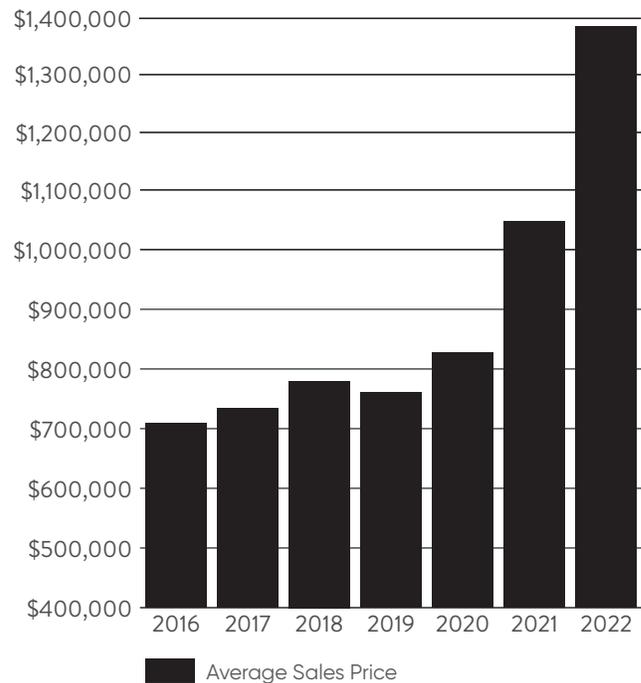
	2016	2017	2018	2019	2020	2021	2022
Listed	1,512	1,304	1,426	1,417	1,347	1,319	1,146
Sold	757	771	798	822	1,152	1,495	824
Avg. Sale \$	\$718,823	\$737,471	\$784,999	\$752,351	\$837,024	\$1,057,530	\$1,393,308

 <b>NEW LISTINGS</b> 1,146 ↓13.12%	 <b>CLOSED SALES</b> 824 ↓44.88%	 <b>AVERAGE SALES PRICE</b> \$1,393,308 ↑31.75%	 <b>CURRENT INVENTORY</b> 334 ↑142.03%	 <b>MONTHS OF SUPPLY</b> 4.86 ↑339.12%
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12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 824 properties sold, sales were down 44.88% from the preceding 12-month period when 1,495 properties were sold. New listings were down 13.12%, from 1,319 to 1,146. The average sales price was up 31.75%, from \$1,057,530 to \$1,393,308. As of December 31, inventory stood at 334 units while months of supply was 4.86 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2022

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	67	100	8.04	\$3,051,033
Golf Course	5	4	15.00	\$1,077,000
Gulf Front	0	3	—	\$10,358,333
Indirect Waterfront	73	131	6.69	\$1,983,995
Inland	33	93	4.26	\$1,045,978
Preserve	3	7	5.14	\$2,367,857

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	31	106	3.51	\$689,719
Golf Course	2	7	3.43	\$1,315,714
Gulf Front	72	177	4.88	\$1,307,704
Gulf View	11	29	4.55	\$1,283,518
Indirect Waterfront	3	32	1.13	\$710,953
Inland	31	129	2.88	\$435,984
Preserve	3	6	6.00	\$641,150

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	17	122	1.67	\$1,659,970
Isles Of Capri	5	22	2.73	\$1,416,500
Naples Reserve	17	56	3.64	\$1,297,542
Winding Cypress	4	23	2.09	\$892,601

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	27	88	3.68	\$676,405
Hammock Bay Golf and Country Club	13	33	4.73	\$797,527
Isles Of Capri	3	12	3.00	\$619,250

# BONITA SPRINGS - ESTERO

## MARKET REPORT - DECEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	4,803	4,551	4,901	4,519	4,457	3,879	3,761
Sold	2,887	2,866	3,115	3,154	3,754	4,573	3,130
Avg. Sale \$	\$410,442	\$406,597	\$405,424	\$409,545	\$445,736	\$553,289	\$687,041



NEW LISTINGS

3,761  
↓3.04%



CLOSED SALES

3,130  
↓31.55%



AVERAGE SALES PRICE

\$687,041  
↑24.17%



CURRENT INVENTORY

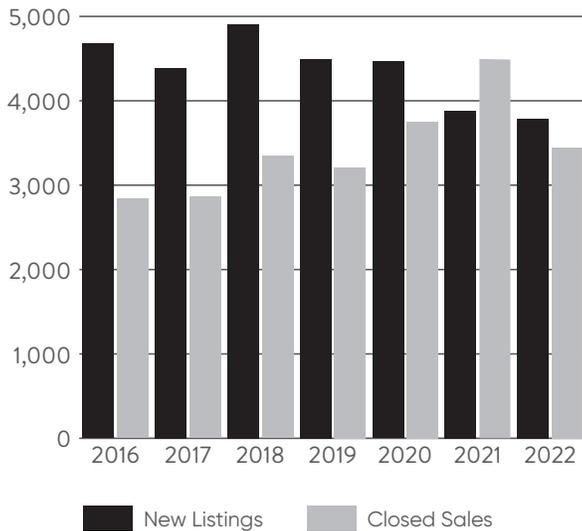
486  
↑239.86%



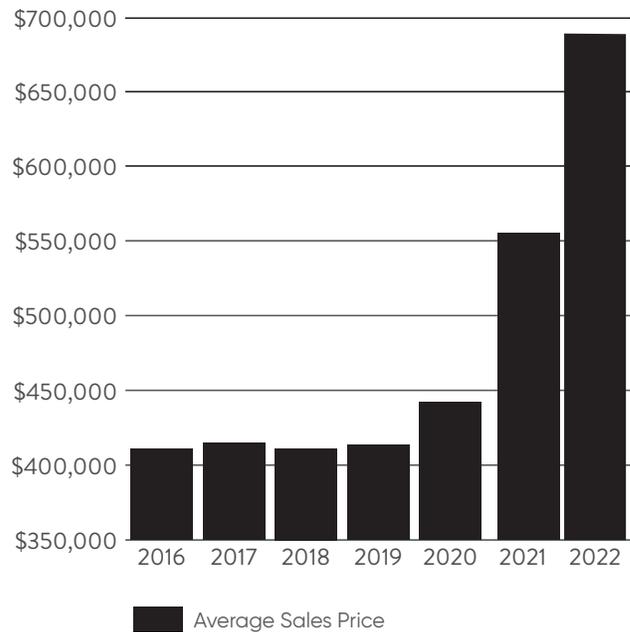
MONTHS OF SUPPLY

1.86  
↑396.54%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 3,130 properties sold, sales were down 31.55% from the preceding 12-month period when 4,573 properties were sold. New listings were down 3.04%, from 3,879 to 3,761. The average sales price was up 24.17%, from \$553,289 to \$687,041. As of December 31, 2022, inventory stood at 486 units while months of supply was 1.86 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2022

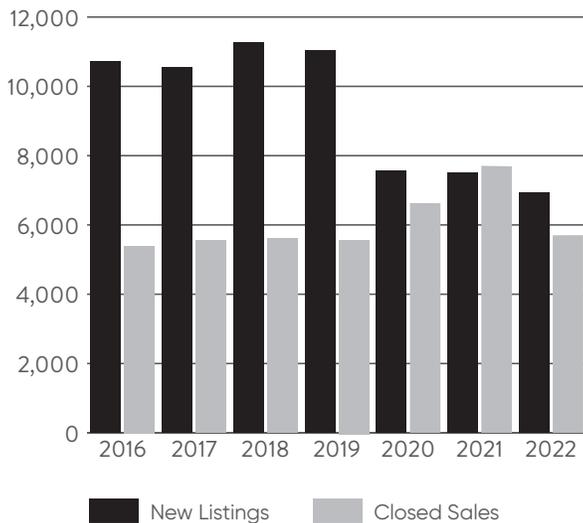
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	1	16	0.75	\$6,674,688
Bonita Bay	7	41	2.05	\$2,157,067
The Brooks	9	72	1.50	\$1,336,997
Palmira Golf and Country Club	2	28	0.86	\$908,898
Pelican Landing	4	44	1.09	\$1,430,830
Pelican Landing - The Colony	2	6	4.00	\$2,482,500
Pelican Sound	0	8	—	\$994,139
West Bay Club	2	13	1.85	\$1,743,038

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	1	7	1.71	\$2,656,429
Bonita Bay	27	129	2.51	\$1,273,885
The Brooks	10	108	1.11	\$493,644
Palmira Golf and Country Club	2	14	1.71	\$615,443
Pelican Landing	6	55	1.31	\$554,167
Pelican Landing - The Colony	25	49	6.12	\$1,397,437
Pelican Sound	0	36	—	\$569,603
West Bay Club	7	19	4.42	\$982,784

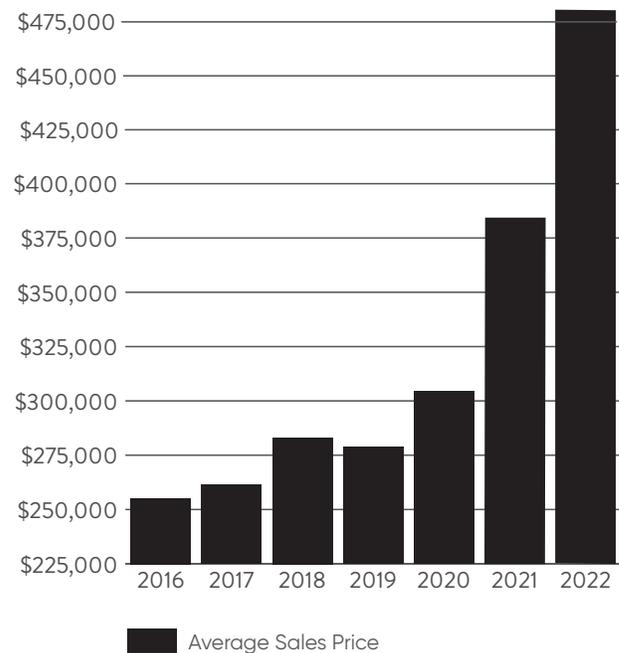
	2016	2017	2018	2019	2020	2021	2022
Listed	10,976	10,810	11,503	10,909	7,566	7,145	6,550
Sold	5,177	5,297	5,656	5,971	6,485	7,755	5,602
Avg. Sale \$	\$260,483	\$265,179	\$276,799	\$275,394	\$314,760	\$383,552	\$489,035



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 5,602 properties sold, sales were down 27.76% from the preceding 12-month period when 7,755 properties were sold. New listings were down 8.33%, from 7,145 to 6,550. The average sales price was up 27.50%, from \$383,552 to \$489,035. As of December 31, 2022, inventory stood at 843 units while months of supply was 1.81 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	5	26	2.31	\$1,013,612
Colonial Country Club	3	35	1.03	\$584,734
Crown Colony	2	19	1.26	\$845,211
Esplanade Lake Club	13	20	7.80	\$1,314,019
Fiddlesticks Country Club	5	23	2.61	\$887,478
The Forest	5	29	2.07	\$718,479
Gulf Harbour Yacht And Country Club	8	32	3.00	\$1,696,075
Miromar Lakes Beach And Golf Club	8	42	2.29	\$2,465,587
Parker Lakes	1	29	0.41	\$459,704
Paseo	4	16	3.00	\$958,494
The Plantation	15	100	1.80	\$729,439
Shadow Wood Preserve	0	5	—	\$1,289,000
Town And River	7	20	4.20	\$907,000
Wildblue	21	117	2.15	\$1,332,017

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	5	71	0.85	\$334,978
Crown Colony	0	15	—	\$444,667
Downtown Fort Myers	47	159	3.55	\$445,380
Fiddlesticks Country Club	3	8	4.50	\$339,813
The Forest	3	32	1.13	\$286,856
Gulf Harbour Yacht And Country Club	16	102	1.88	\$796,218
Miromar Lakes Beach And Golf Club	5	36	1.67	\$942,044
Parker Lakes	4	39	1.23	\$326,581
Paseo	9	99	1.09	\$386,041
The Plantation	4	24	2.00	\$519,846
Shadow Wood Preserve	0	4	—	\$396,000
Town And River	2	3	8.00	\$373,259

# FORT MYERS BEACH

## MARKET REPORT - DECEMBER 2022

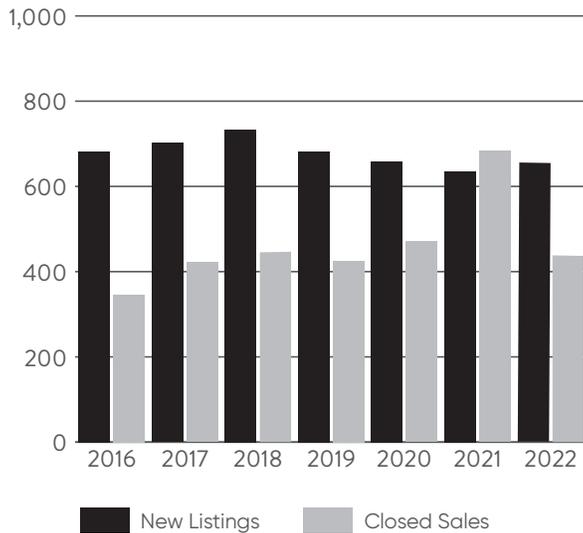


CHRISTIE'S  
INTERNATIONAL REAL ESTATE

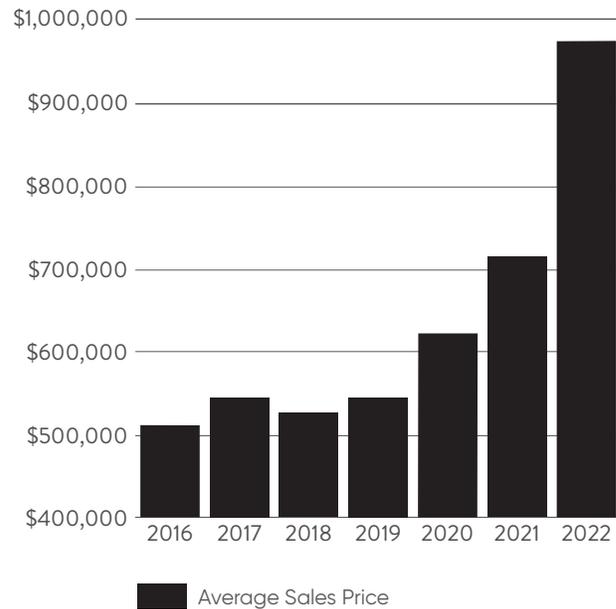
	2016	2017	2018	2019	2020	2021	2022
Listed	651	670	724	686	640	611	633
Sold	372	401	430	405	506	634	407
Avg. Sale \$	\$513,990	\$536,122	\$514,024	\$530,781	\$602,539	\$715,049	\$983,617



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 407 properties sold, sales were down 35.80% from the preceding 12-month period when 634 properties were sold. New listings were up 3.60%, from 611 to 633. The average sales price was up 37.56%, from \$715,049 to \$983,617. As of December 31, 2022, inventory stood at 154 units while months of supply was 4.54 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	13	17	9.18	\$1,195,824
Laguna Shores	11	11	12.00	\$1,882,909
Mcphie Park	8	8	12.00	\$1,899,688

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	5	7	8.57	\$716,071
Ocean Harbor Condo	2	5	4.80	\$947,780
Sandarac Condo	1	4	3.00	\$681,500
Waterside At Bay Beach	10	18	6.67	\$957,144

# SANIBEL-CAPTIVA

## MARKET REPORT - DECEMBER 2022

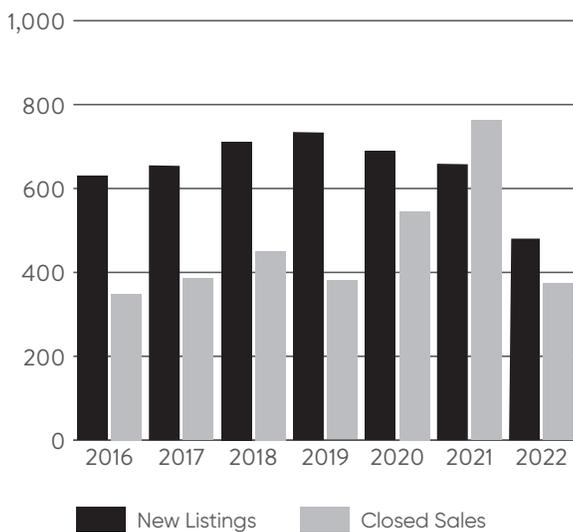


CHRISTIE'S  
INTERNATIONAL REAL ESTATE

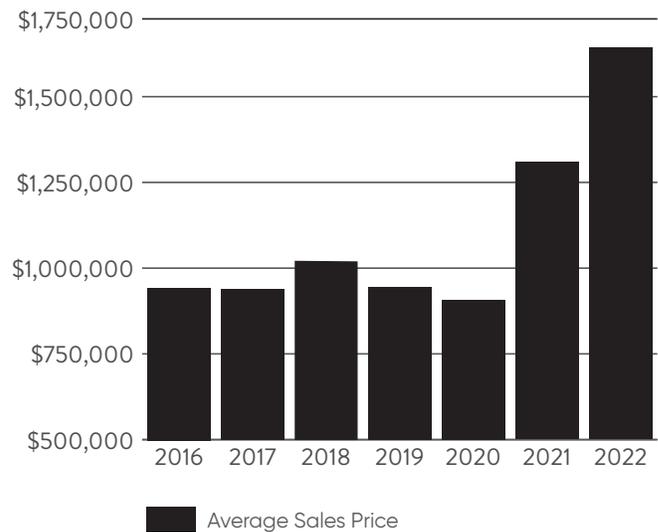
	2016	2017	2018	2019	2020	2021	2022
Listed	616	638	694	712	622	603	497
Sold	372	394	433	393	586	760	366
Avg. Sale \$	\$987,296	\$924,823	\$1,014,696	\$938,372	\$930,980	\$1,270,012	\$1,668,280



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 366 properties sold, sales were down 51.84% from the preceding 12-month period when 760 properties were sold. New listings were down 17.58%, from 603 to 497. The average sales price was up 31.36%, from \$1,270,012 to \$1,668,280. As of December 31, 2022, inventory stood at 114 units while months of supply was 3.74 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	3	12	3.00	\$1,794,996
Captiva Island	15	47	3.83	\$3,342,766
Dunes At Sanibel Island	5	19	3.16	\$1,226,269
Other Sanibel Island Single-Family	58	148	4.70	\$1,666,491

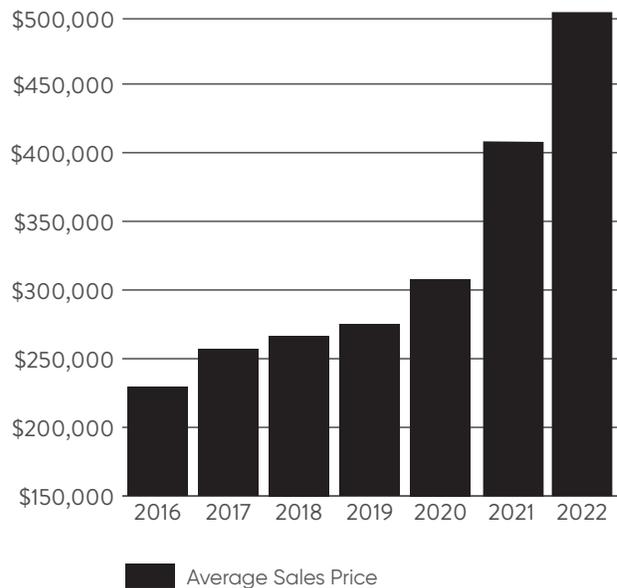
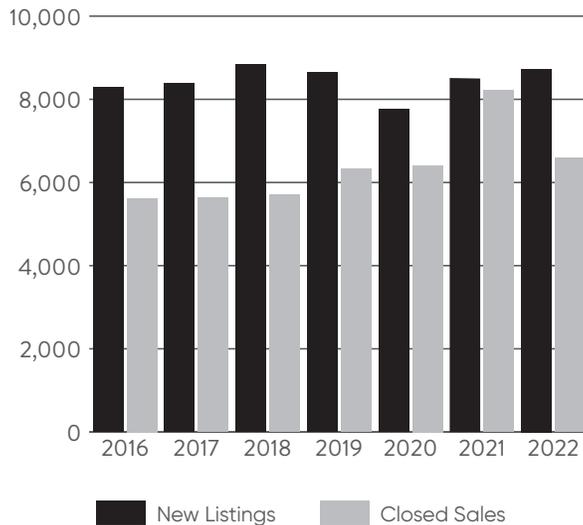
Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	10	24	5.00	\$1,135,293
Sundial Of Sanibel Condos	2	11	2.18	\$1,062,404
Other Sanibel Island Condos	21	105	2.40	\$1,172,071

	2016	2017	2018	2019	2020	2021	2022
Listed	8,085	8,159	8,792	8,576	7,987	8,539	8,595
Sold	5,506	5,625	5,841	6,154	6,921	8,003	6,415
Avg. Sale \$	\$244,592	\$264,697	\$273,754	\$282,820	\$315,335	\$410,378	\$503,510



12 MONTH NEW LISTING AND CLOSED SALES

12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 6,415 properties sold, sales were down 19.84% from the preceding 12-month period when 8,003 properties were sold. New listings were up .66%, from 8,539 to 8,595. The average sales price was up 22.69%, from \$410,378 to \$503,510. As of December 31, 2022, inventory stood at 1,515 units while months of supply was 2.83 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	5	13	4.62	\$2,116,154
Cape Royal	6	23	3.13	\$805,267
Yacht Club	7	23	3.65	\$1,048,665

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	14	32	5.25	\$648,503
Tarpon Point Marina	8	16	6.00	\$1,175,313

# PINE ISLAND-MATLACHA

## MARKET REPORT - DECEMBER 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	408	356	400	386	323	372	303
Sold	220	213	240	231	271	372	231
Avg. Sale \$	\$307,862	\$332,092	\$334,652	\$344,228	\$409,049	\$507,807	\$684,535



NEW LISTINGS

303  
↓18.55%



CLOSED SALES

231  
↓37.90%



AVERAGE SALES PRICE

\$684,535  
↑34.80%



CURRENT INVENTORY

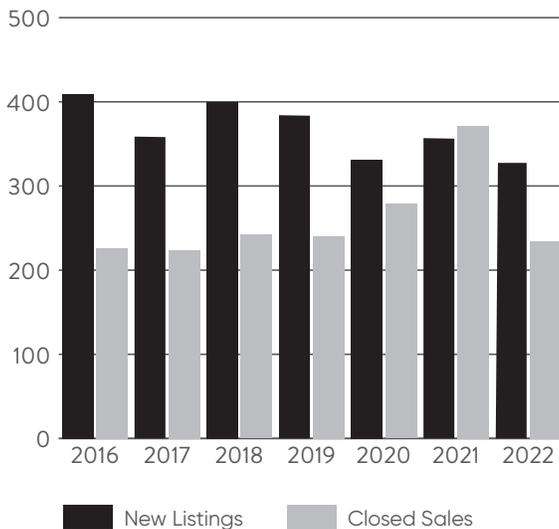
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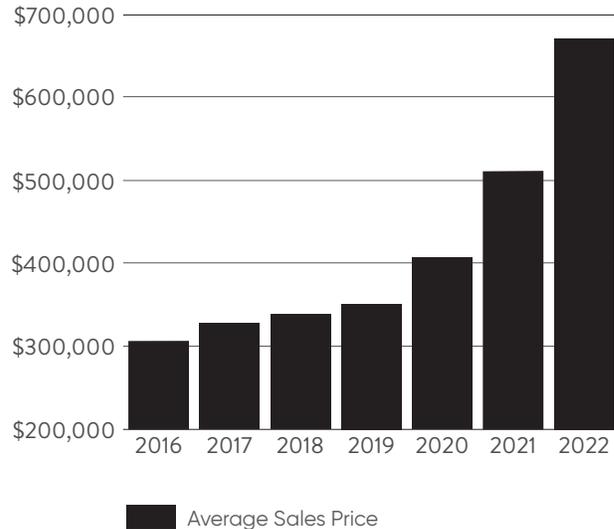
MONTHS OF SUPPLY

2.65

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



### SUMMARY

With 231 properties sold, sales were down 37.90% from the preceding 12-month period when 372 properties were sold. New listings were down 18.55%, from 372 to 303. The average sales price was up 34.80%, from \$507,807 to \$684,535. As of December 31, 2022, inventory stood at 51 units while months of supply was 2.65 months.

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

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of December 31, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	23	82	3.37	\$591,176
Matlacha	6	25	2.88	\$946,576
St James City	19	106	2.15	\$744,602

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	2	11	2.18	\$351,764
Matlacha	0	1	—	\$995,000
St James City	1	6	2.00	\$365,767



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