

MONTHLY MARKET REPORT - SEPTEMBER 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

SEPTEMBER 2022

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 - SEPTEMBER 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2016	2017	2018	2019	2020	2021	2022
Listed	42,287	41,064	43,820	43,024	39,669	37,884	35,836
Sold	24,102	24,655	26,035	26,430	28,621	41,559	30,480
Avg. Sale \$	\$410,953	\$431,408	\$446,967	\$445,504	\$480,186	\$615,992	\$755,403



NEW LISTINGS

35,836
↓5.41%



CLOSED SALES

30,480
↓26.66%



AVERAGE SALES PRICE

\$755,403
↑22.63%



CURRENT INVENTORY

5,375
↑108.49%



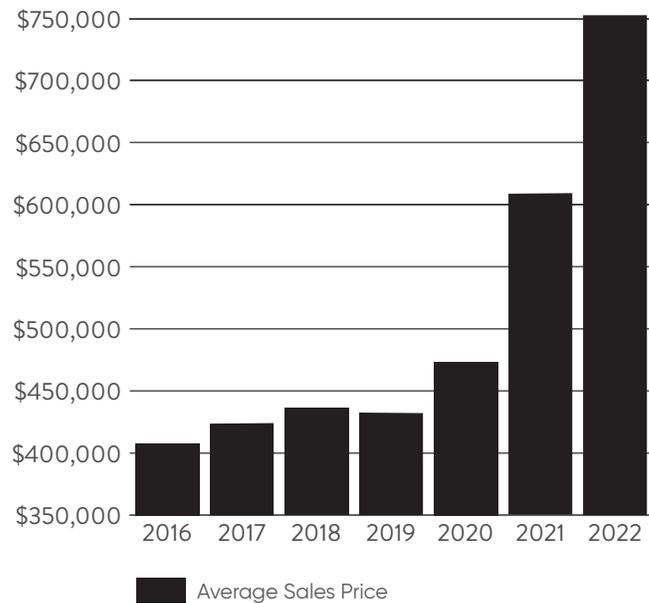
MONTHS OF SUPPLY

2.12
↑184.28%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 30,480 properties sold, sales were down 26.66% from the preceding 12-month period when 41,559 properties were sold. New listings were down 5.41%, from 37,884 to 35,836. The average sales price was up 22.63%, from \$615,992 to \$755,403. As of September 30, 2022, inventory stood at 5,375 units while months of supply was 2.12 months.

NAPLES

MARKET REPORT - SEPTEMBER 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	15,440	14,757	15,564	15,471	15,260	14,940	13,438
Sold	8,924	9,223	9,528	9,868	10,974	16,835	11,560
Avg. Sale \$	\$557,205	\$581,856	\$621,364	\$607,449	\$650,223	\$815,191	\$1,004,122



NEW LISTINGS

13,438
↓10.05%



CLOSED SALES

11,560
↓31.33%



AVERAGE SALES PRICE

\$1,004,122
↑23.18%



CURRENT INVENTORY

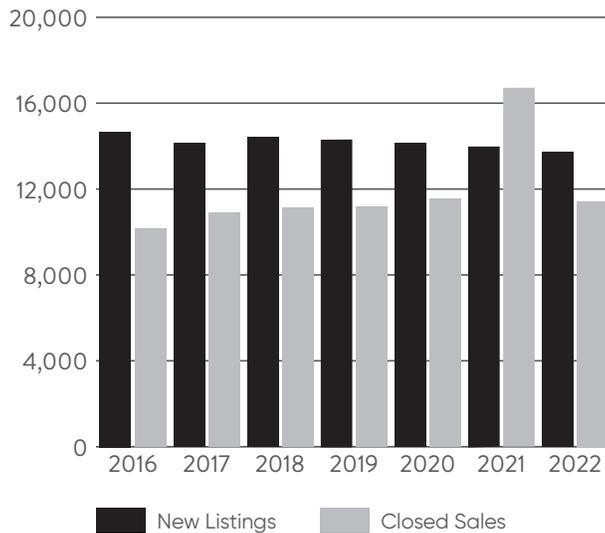
2,059
↑103.86%



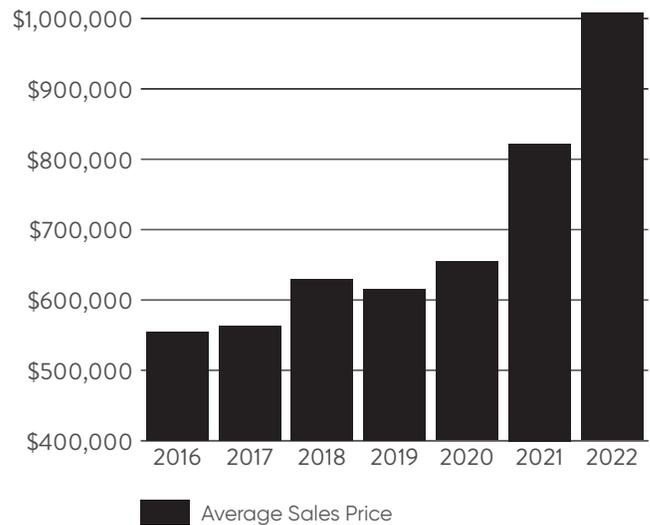
MONTHS OF SUPPLY

2.14
↑196.89%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 11,560 properties sold, sales were down 31.33% from the preceding 12-month period when 16,835 properties were sold. New listings were down 10.05%, from 14,940 to 13,438. The average sales price was up 23.18%, from \$815,191 to \$1,004,122. As of September 30, 2022, inventory stood at 2,059 units while months of supply was 2.14 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	14	18	9.33	\$11,892,778
Audubon	3	23	1.57	\$2,244,630
Colliers Reserve	1	14	0.86	\$2,187,929
Crayton Road Area Non-Waterfront	36	95	4.55	\$4,184,630
Crayton Road Area Waterfront	16	17	11.29	\$8,564,412
Crossings	2	11	2.18	\$1,192,432
Grey Oaks	13	40	3.90	\$4,785,075
Kensington	0	22	—	\$1,213,484
Lely Resort	25	109	2.75	\$1,313,906
Mediterra	16	47	4.09	\$3,270,385
Monterey	3	17	2.12	\$1,297,065
Olde Cypress	3	36	1.00	\$1,511,833
Olde Naples	13	59	2.64	\$7,336,896
Pelican Bay	7	37	2.27	\$4,256,554
Pelican Bay - Bay Colony	1	5	2.40	\$6,316,400
Pelican Marsh	6	37	1.95	\$2,162,770
Pine Ridge	15	24	7.50	\$4,899,721
Port Royal	11	25	5.28	\$19,815,203
Quail Creek	9	29	3.72	\$2,141,310
Quail West	7	50	1.68	\$3,866,820
Royal Harbor	9	27	4.00	\$5,104,190
Tiburon	1	10	1.20	\$2,871,400
Vanderbilt Beach	13	26	6.00	\$4,210,734
Vineyards	8	61	1.57	\$1,181,767

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

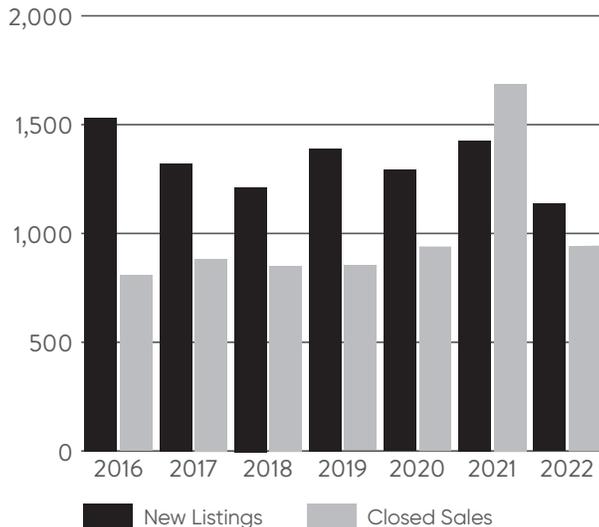
Monthly Snapshot as of September 30, 2022

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	28	117	2.87	\$665,358
Crayton Road Area Waterfront	32	271	1.42	\$2,410,149
The Dunes	10	35	3.43	\$1,866,279
Grey Oaks	0	14	—	\$1,706,429
Kensington	0	17	—	\$753,941
Lely Resort	24	214	1.35	\$510,776
Mediterra	4	26	1.85	\$1,246,077
Olde Naples	26	144	2.17	\$1,505,806
Pelican Bay	23	288	0.96	\$1,608,805
Pelican Bay - Bay Colony	0	17	—	\$4,756,765
Pelican Marsh	4	63	0.76	\$748,246
Pine Ridge	1	21	0.57	\$368,621
Tiburon	6	33	2.18	\$1,162,561
Vanderbilt Beach	23	117	2.36	\$1,360,304
Vineyards	13	114	1.37	\$597,444

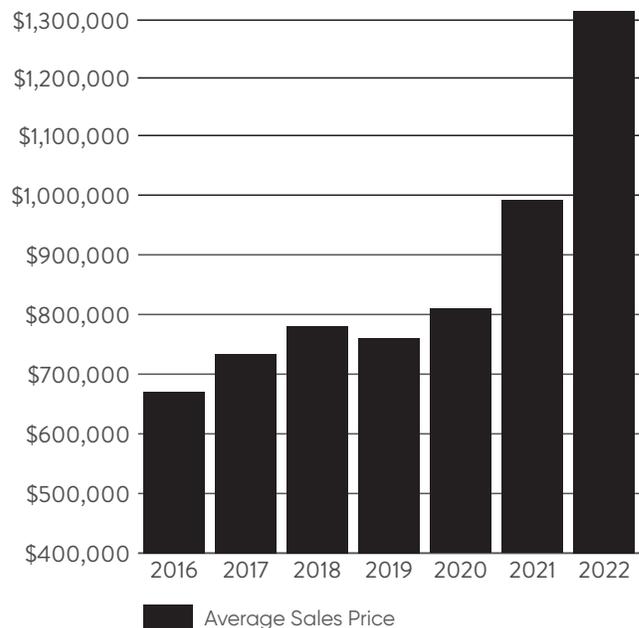
	2016	2017	2018	2019	2020	2021	2022
Listed	1,525	1,392	1,336	1,433	1,380	1,427	1,136
Sold	767	778	799	793	941	1,638	939
Avg. Sale \$	\$686,607	\$722,238	\$781,542	\$779,338	\$805,922	\$994,768	\$1,336,084

 NEW LISTINGS 1,136 ↓20.39%	 CLOSED SALES 939 ↓42.67%	 AVERAGE SALES PRICE \$1,336,084 ↑34.31%	 CURRENT INVENTORY 251 ↑41.01%	 MONTHS OF SUPPLY 3.21 ↑145.98%
---	---	--	--	---

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 939 properties sold, sales were down 42.67% from the preceding 12-month period when 1,638 properties were sold. New listings were down 20.39%, from 1,427 to 1,136. The average sales price was up 34.31%, from \$994,768 to \$1,336,084. As of September 30, 2022, inventory stood at 251 units while months of supply was 3.21 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2022

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	45	107	5.05	\$2,772,917
Golf Course	5	7	8.57	\$1,003,271
Gulf Front	0	4	—	\$11,468,750
Indirect Waterfront	43	164	3.15	\$1,926,759
Inland	38	109	4.18	\$1,037,888
Preserve	2	6	4.00	\$2,672,500

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	32	119	3.23	\$660,436
Golf Course	1	6	2.00	\$1,351,667
Gulf Front	52	195	3.20	\$1,235,764
Gulf View	5	26	2.31	\$1,226,308
Indirect Waterfront	4	37	1.30	\$718,405
Inland	21	147	1.71	\$429,625
Preserve	3	10	3.60	\$600,090

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	13	137	1.14	\$1,562,528
Isles Of Capri	6	26	2.77	\$1,361,654
Naples Reserve	13	67	2.33	\$1,214,714
Winding Cypress	2	27	0.89	\$849,967

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	26	108	2.89	\$629,226
Hammock Bay Golf and Country Club	11	41	3.22	\$786,617
Isles Of Capri	2	12	2.00	\$544,325

BONITA SPRINGS - ESTERO

MARKET REPORT - SEPTEMBER 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	4,659	4,767	4,643	4,572	4,614	4,161	3,839
Sold	2,850	2,976	3,025	3,107	3,281	4,928	3,355
Avg. Sale \$	\$402,146	\$414,978	\$395,847	\$414,690	\$422,471	\$525,646	\$676,317



NEW LISTINGS

3,839
↓7.74%



CLOSED SALES

3,355
↓31.92%



AVERAGE SALES PRICE

\$676,317
↑28.66%



CURRENT INVENTORY

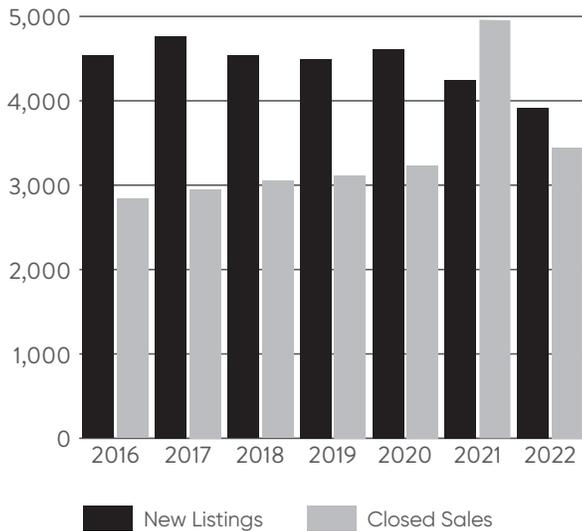
437
↑142.78%



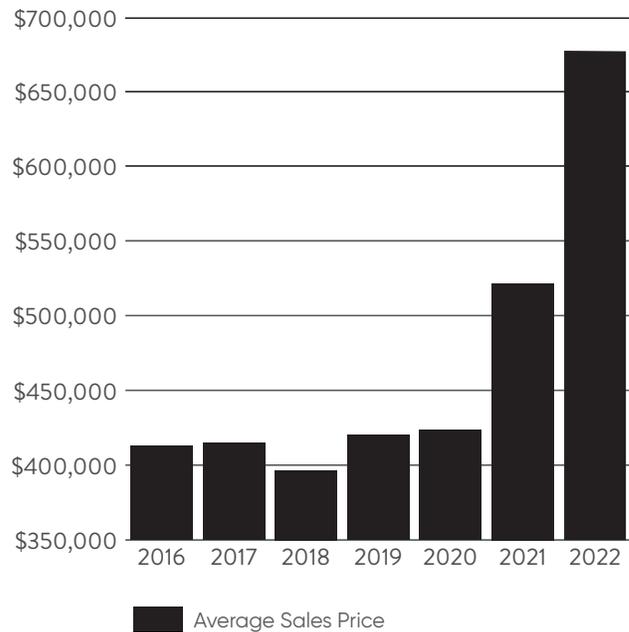
MONTHS OF SUPPLY

1.56
↑256.60%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 3,355 properties sold, sales were down 31.92% from the preceding 12-month period when 4,928 properties were sold. New listings were down 7.74%, from 4,161 to 3,839. The average sales price was up 28.66%, from \$525,646 to \$676,317. As of September 30, 2022, inventory stood at 437 units while months of supply was 1.56 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2022

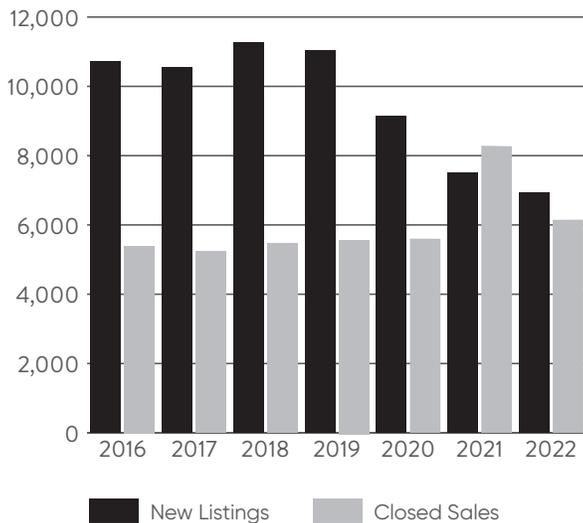
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	5	19	3.16	\$6,680,411
Bonita Bay	8	47	2.04	\$2,186,239
The Brooks	2	76	0.32	\$1,352,170
Palmira Golf and Country Club	2	32	0.75	\$885,536
Pelican Landing	4	47	1.02	\$1,404,926
Pelican Landing - The Colony	0	7	—	\$2,310,714
Pelican Sound	0	8	—	\$957,937
West Bay Club	2	9	2.67	\$1,599,554

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	0	7	—	\$2,656,429
Bonita Bay	15	153	1.18	\$1,152,632
The Brooks	10	108	1.11	\$472,269
Palmira Golf and Country Club	5	14	4.29	\$590,807
Pelican Landing	1	60	0.20	\$532,710
Pelican Landing - The Colony	16	50	3.84	\$1,259,198
Pelican Sound	1	30	0.40	\$550,287
West Bay Club	6	18	4.00	\$959,661

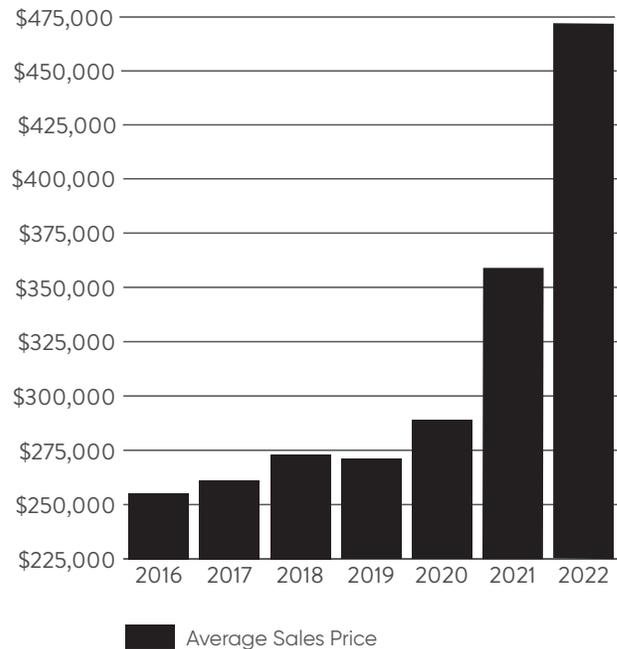
	2016	2017	2018	2019	2020	2021	2022
Listed	10,875	10,606	11,580	11,133	8,457	7,279	6,848
Sold	5,290	5,294	5,662	5,754	5,925	8,137	6,096
Avg. Sale \$	\$259,281	\$265,663	\$274,267	\$274,137	\$299,715	\$362,239	\$472,079



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 6,096 properties sold, sales were down 25.08% from the preceding 12-month period when 8,137 properties were sold. New listings were down 5.92%, from 7,279 to 6,848. The average sales price was up 30.32%, from \$362,239 to \$472,079. As of September 30, 2022, inventory stood at 779 units while months of supply was 1.53 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	6	28	2.57	\$924,564
Colonial Country Club	3	38	0.95	\$553,553
Crown Colony	1	21	0.57	\$796,857
Fiddlesticks Country Club	4	20	2.40	\$895,475
The Forest	3	15	2.40	\$751,393
Gulf Harbour Yacht And Country Club	5	34	1.76	\$1,586,982
Miromar Lakes Beach And Golf Club	7	57	1.47	\$2,524,884
Parker Lakes	2	23	1.04	\$457,501
Paseo	1	15	0.80	\$965,260
The Plantation	14	110	1.53	\$732,684
Shadow Wood Preserve	0	6	—	\$1,301,667
Town And River	4	25	1.92	\$942,420

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	3	80	0.45	\$313,344
Crown Colony	0	15	—	\$434,600
Downtown Fort Myers	47	191	2.95	\$430,368
Fiddlesticks Country Club	1	6	2.00	\$283,167
Gulf Harbour Yacht And Country Club	12	91	1.58	\$740,365
Miromar Lakes Beach And Golf Club	3	47	0.77	\$897,562
Parker Lakes	2	41	0.59	\$314,760
Paseo	13	124	1.26	\$373,350
The Plantation	1	28	0.43	\$501,693
Shadow Wood Preserve	0	3	—	\$392,333
Town And River	3	2	18.00	\$399,889

FORT MYERS BEACH

MARKET REPORT - SEPTEMBER 2022

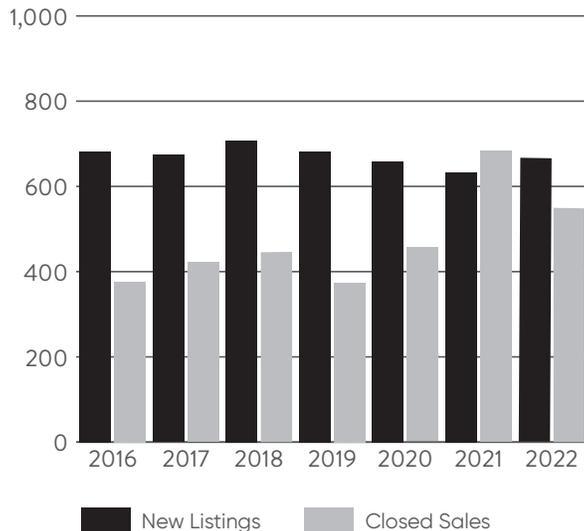


CHRISTIE'S
INTERNATIONAL REAL ESTATE

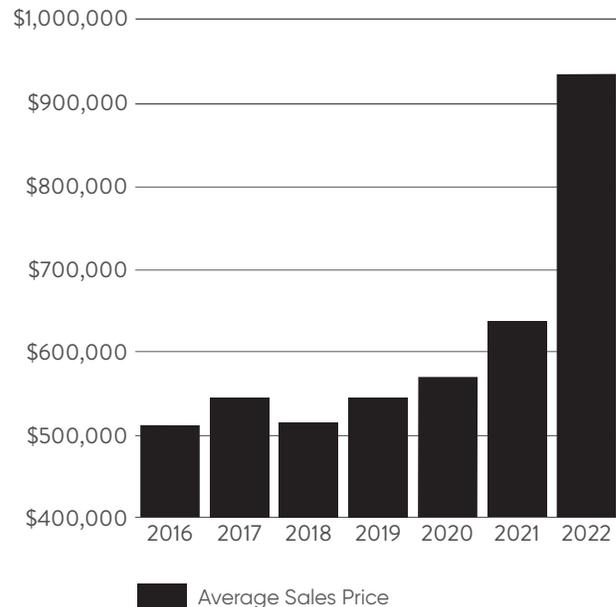
	2016	2017	2018	2019	2020	2021	2022
Listed	664	655	733	690	676	609	648
Sold	370	417	423	394	457	644	511
Avg. Sale \$	\$511,057	\$547,788	\$505,908	\$541,619	\$574,044	\$665,564	\$942,913



12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 511 properties sold, sales were down 20.65% from the preceding 12-month period when 644 properties were sold. New listings were up 6.4%, from 609 to 648. The average sales price was up 41.67%, from \$665,564 to \$942,913. As of September 30, 2022, inventory stood at 126 units while months of supply was 2.95 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	4	14	3.43	\$1,159,036
Laguna Shores	5	12	5.00	\$2,035,000
Mcphie Park	4	11	4.36	\$1,639,409

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	5	9	6.67	\$691,378
Ocean Harbor Condo	1	7	1.71	\$829,843
Sandarac Condo	3	3	12.00	\$742,000
Waterside At Bay Beach	7	21	4.00	\$898,457

SANIBEL-CAPTIVA

MARKET REPORT - SEPTEMBER 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	575	604	689	703	791	659	483
Sold	366	395	451	372	463	830	460
Avg. Sale \$	\$997,251	\$951,453	\$990,003	\$948,808	\$931,426	\$1,159,575	\$1,613,927



NEW LISTINGS

483

↓26.71%



CLOSED SALES

460

↓44.58%



AVERAGE SALES PRICE

\$1,613,927

↑39.18%



CURRENT INVENTORY

85

↑13.33%

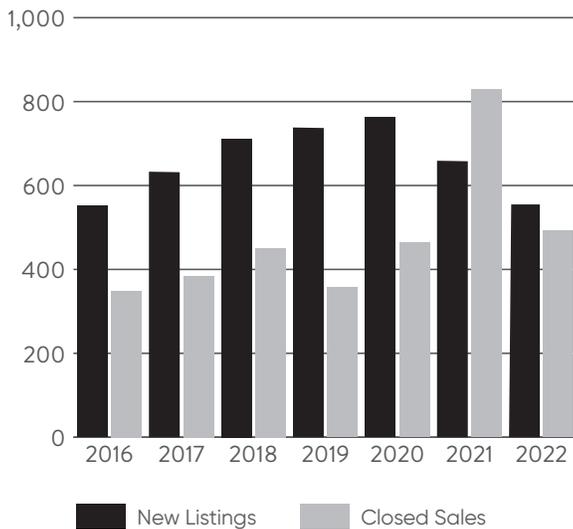


MONTHS OF SUPPLY

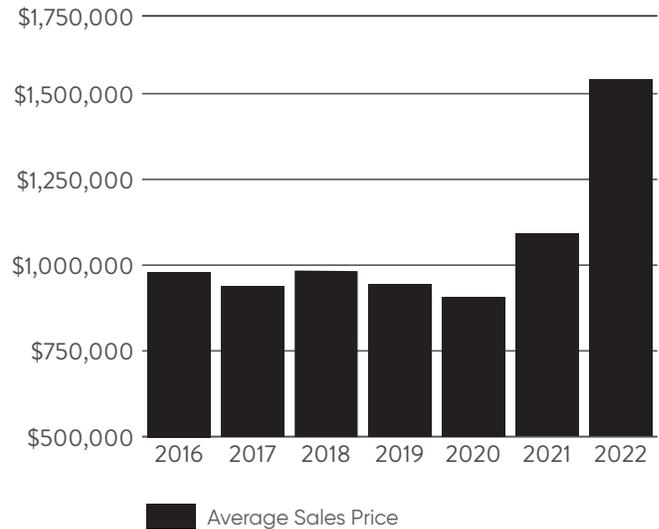
2.22

↑104.49%

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 460 properties sold, sales were down 44.58% from the preceding 12-month period when 830 properties were sold. New listings were down 26.71%, from 659 to 483. The average sales price was up 39.18%, from \$1,159,575 to \$1,613,927. As of September 30, 2022, inventory stood at 85 units while months of supply was 2.22 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 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	22	68	3.88	\$2,972,985
Dunes At Sanibel Island	5	23	2.61	\$1,318,027
Other Sanibel Island Single-Family	22	166	1.59	\$1,689,508

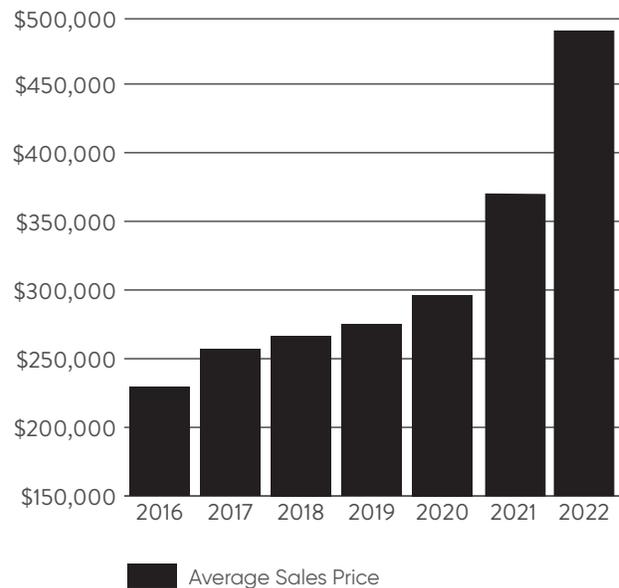
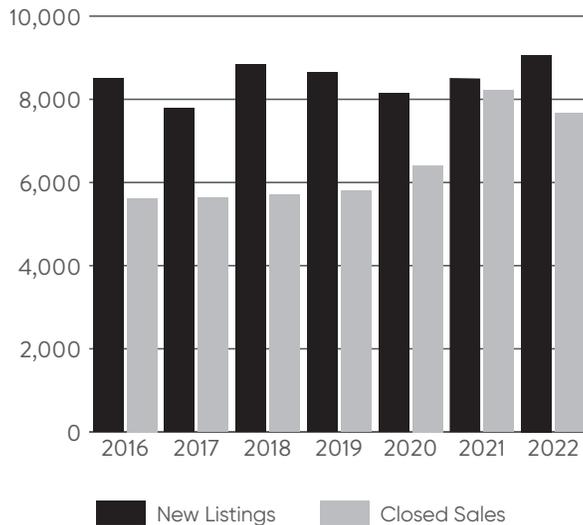
Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	8	39	2.46	\$1,046,129
Sundial Of Sanibel Condos	5	13	4.62	\$996,573
Other Sanibel Island Condos	20	141	1.70	\$1,103,865

	2016	2017	2018	2019	2020	2021	2022
Listed	8,260	7,921	8,860	8,623	8,128	8,416	9,129
Sold	5,535	5,572	5,954	5,903	6,347	8,165	7,275
Avg. Sale \$	\$240,989	\$262,448	\$271,289	\$279,584	\$299,990	\$383,877	\$494,788

 NEW LISTINGS 9,129 ↑8.47%	 CLOSED SALES 7,275 ↓10.90%	 AVERAGE SALES PRICE \$494,788 ↑28.89%	 CURRENT INVENTORY 1,587 ↑165.83%	 MONTHS OF SUPPLY 2.62 ↑198.35%
--	---	--	---	---

12 MONTH NEW LISTING AND CLOSED SALES

12 MONTH AVERAGE SALES PRICE



SUMMARY

With 7,275 properties sold, sales were down 10.90% from the preceding 12-month period when 8,165 properties were sold. New listings were up 8.47%, from 8,416 to 9,129. The average sales price was up 28.89%, from \$383,877 to \$494,788. As of September 30, 2022, inventory stood at 1,587 units while months of supply was 2.62 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	6	16	4.50	\$2,050,625
Cape Royal	11	22	6.00	\$793,439
Yacht Club	6	24	3.00	\$985,179

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	9	37	2.92	\$627,732
Tarpon Point Marina	3	20	1.80	\$1,014,100

PINE ISLAND-MATLACHA

MARKET REPORT - SEPTEMBER 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	289	362	415	399	363	393	315
Sold	180	216	230	239	233	382	284
Avg. Sale \$	\$306,264	\$329,571	\$339,307	\$333,812	\$385,977	\$480,278	\$675,360



NEW LISTINGS

315

↓19.85%



CLOSED SALES

284

↓25.65%



AVERAGE SALES PRICE

\$675,360

↑40.62%



CURRENT INVENTORY

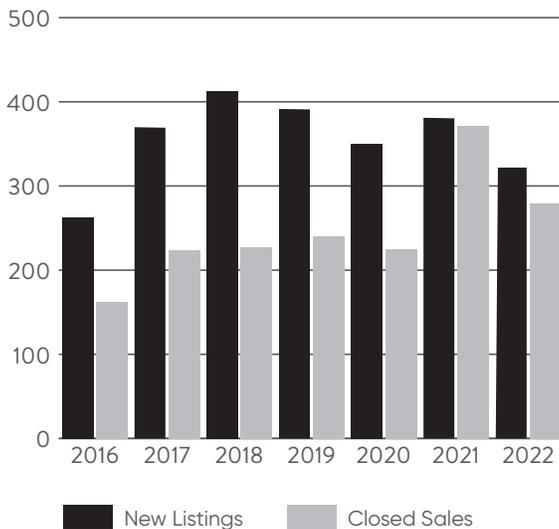
51



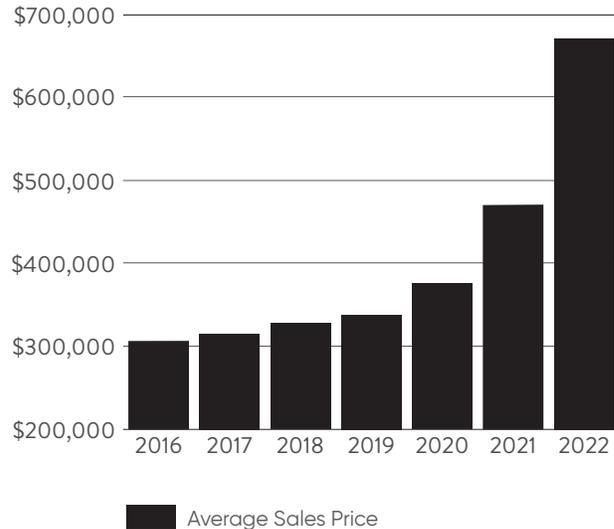
MONTHS OF SUPPLY

2.15

12 MONTH NEW LISTING AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 284 properties sold, sales were down 25.65% from the preceding 12-month period when 382 properties were sold. New listings were down 19.85%, from 393 to 315. The average sales price was up 40.62%, from \$480,278 to \$675,360. As of September 30, 2022, inventory stood at 51 units while months of supply was 2.15 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of September 30, 2022

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	23	78	3.54	\$596,076
Matlacha	6	23	3.13	\$999,322
St James City	22	98	2.69	\$762,707

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



welcome to *our world*

John R. Wood Properties is now an affiliate of Christie's International Real Estate, the preeminent global brokerage for luxury buyers and sellers. As a customer, you will have seamless access to the world's foremost brand in homes and estates, fine art and luxury goods.

Welcome to John R. Wood Christie's International Real Estate.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

THE UNRIVALED LEADER IN REAL ESTATE