

Elliman Report

Q1-2023

Naples, FL Sales

“Price trends rose year over year, as sales declined.”

Naples Single Family Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$1,377,993	4.2%	\$1,322,144	10.7%	\$1,244,408
Average Price Per Sq Ft	\$611	4.6%	\$584	13.1%	\$540
Median Sales Price	\$730,000	-1.2%	\$738,650	6.6%	\$685,000
Number of Sales (Closed)	1,214	11.3%	1,091	-23.5%	1,586
Days on Market (From Last List Date)	55	17.0%	47	111.5%	26
Naples Condo Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$993,087	41.5%	\$702,029	29.2%	\$768,772
Average Price Per Sq Ft	\$553	25.1%	\$442	15.0%	\$481
Median Sales Price	\$535,000	21.9%	\$439,000	21.6%	\$440,000
Number of Sales (Closed)	1,059	32.7%	798	-15.2%	1,249
Days on Market (From Last List Date)	41	7.9%	38	173.3%	15
Port Royal Single Family Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$23,150,000	22.1%	\$18,964,286	4.2%	\$22,223,750
Average Price Per Sq Ft	\$3,922	24.9%	\$3,140	43.0%	\$2,742
Median Sales Price	\$17,400,000	-14.1%	\$20,250,000	-5.7%	\$18,450,000
Number of Sales (Closed)	4	-42.9%	7	0.0%	4
Days on Market (From Last List Date)	9	-87.1%	70	-52.6%	19
Park Shore Single Family Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$4,105,294	77.4%	\$2,313,982	-23.2%	\$5,345,231
Average Price Per Sq Ft	\$1,147	35.4%	\$847	-23.1%	\$1,491
Median Sales Price	\$4,000,000	78.9%	\$2,235,500	14.4%	\$3,495,000
Number of Sales (Closed)	17	-43.3%	30	30.8%	13
Days on Market (From Last List Date)	87	148.6%	35	10.1%	79
Bay Colony Condo Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$5,544,986	42.2%	\$3,900,000	30.2%	\$4,260,000
Average Price Per Sq Ft	\$1,720	-6.3%	\$1,835	10.1%	\$1,562
Median Sales Price	\$6,400,000	64.1%	\$3,900,000	45.5%	\$4,400,000
Number of Sales (Closed)	7	600.0%	1	40.0%	5
Days on Market (From Last List Date)	36	80.0%	20	33.3%	27

The median sales price of the single family market surged 6.6% year over year to \$730,000, a new high, and 67.8% higher than pre-pandemic levels. Single family sales declined 23.5% annually to 1,214 due to a lack of listing inventory and higher mortgage rates.