

MONTHLY MARKET REPORT - APRIL 2024



CHRISTIE'S
INTERNATIONAL REAL ESTATE

A LOCAL LEGACY
OF ACHIEVEMENT

\$4.8B+
IN CLOSED
SALES VOLUME

23
LOCATIONS FROM
MARCO ISLAND TO
PINE ISLAND

850+
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

APRIL 2024

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

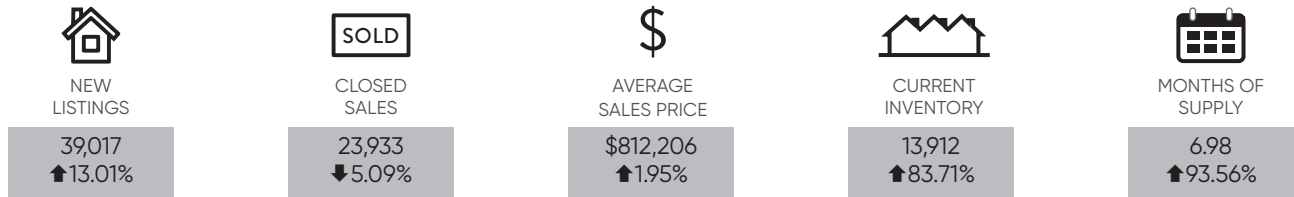
MARKET REPORT - APRIL 2024



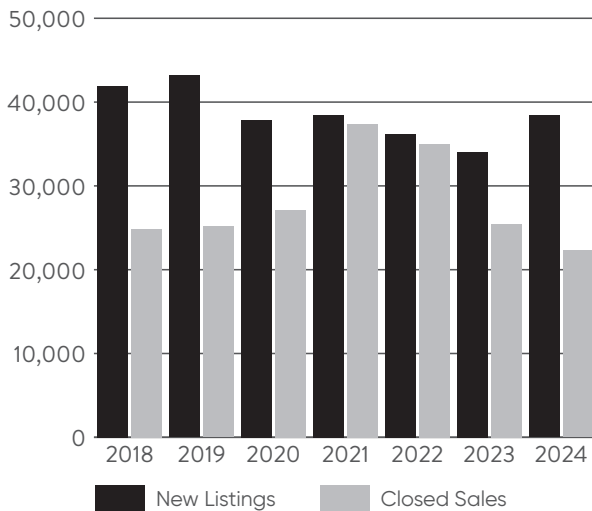
CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

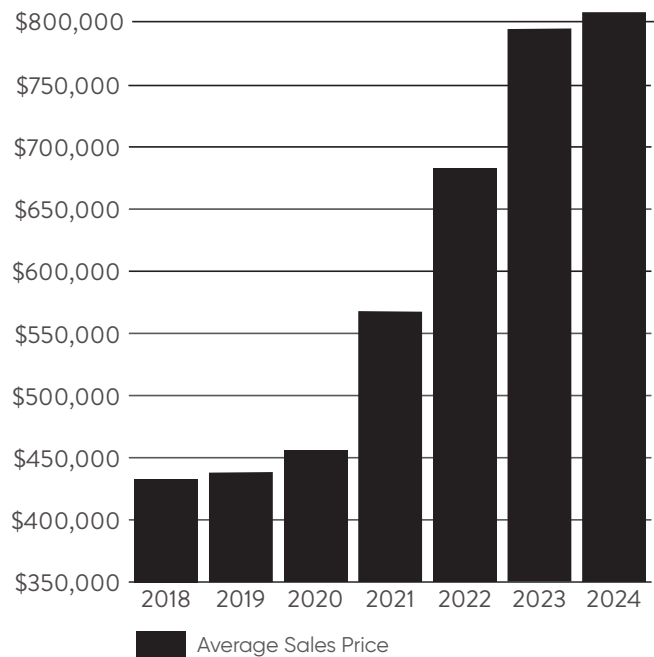
	2018	2019	2020	2021	2022	2023	2024
Listed	42,206	43,779	38,495	39,179	36,210	34,526	39,017
Sold	25,162	25,751	27,897	38,016	35,507	25,217	23,933
Avg. Sale \$	\$443,325	\$447,567	\$451,643	\$570,564	\$689,285	\$796,703	\$812,206



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 23,933 properties sold, sales were down 5.09% from the preceding 12-month period when 25,217 properties were sold. New listings were up 13.01%, from 34,526 to 39,017. The average sales price was up 1.95%, from \$796,703 to \$812,206. As of April 30, 2024, inventory stood at 13,912 units while months of supply was 6.98 months.

The source of this real property information is the copyrighted and proprietary database compilation of Southwest Florida MLS, Copyright 2024, and the proprietary compilation of that data by John R. Wood Christie's International Real Estate, its employees, and professional statisticians hired by the Wood firm. Accuracy of the information is not guaranteed; it should be independently verified if any person intends to engage in a transaction, relying on such data. Statistics include Naples, Bonita, Estero, Fort Myers (excluding North and East Fort Myers), Fort Myers Beach, Cape Coral, Sanibel-Captiva Islands, Pine Island, Matlacha, Marco Island.

NAPLES

MARKET REPORT - APRIL 2024



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	14,843	15,652	14,272	15,696	13,781	12,669	13,715
Sold	9,312	9,623	10,449	15,239	13,876	9,734	8,939
Avg. Sale \$	\$613,620	\$615,508	\$609,288	\$769,790	\$903,015	\$1,073,885	\$1,104,624



NEW LISTINGS

13,715
↑8.26%



CLOSED SALES

8,939
↓8.17%



AVERAGE SALES PRICE

\$1,104,624
↑2.86%



CURRENT INVENTORY

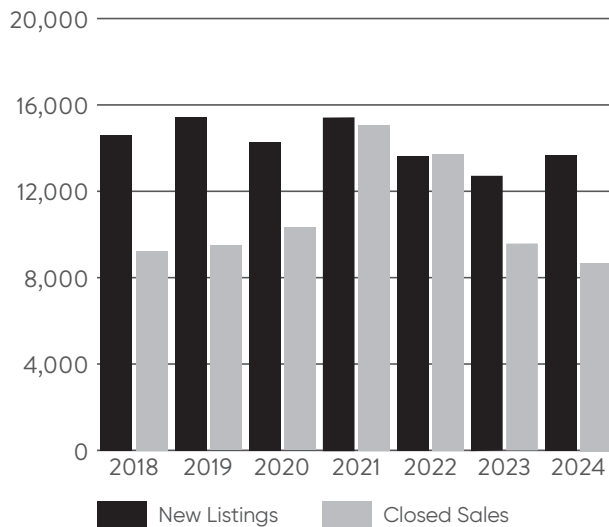
5,177
↑83.45%



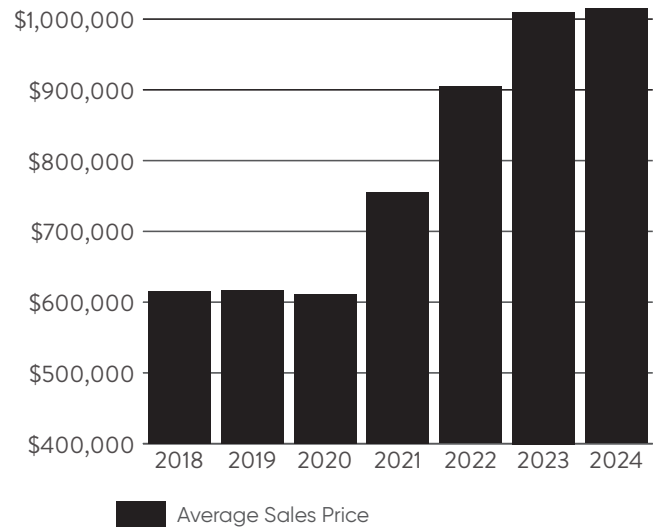
MONTHS OF SUPPLY

6.95
↑99.77%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 8,939 properties sold, sales were down 8.17% from the preceding 12-month period when 9,734 properties were sold. New listings were up 8.26 from 12,669 to 13,715. The average sales price was up 2.86%, from \$1,073,885 to \$1,104,624. As of April 30, 2024, inventory stood at 5,177 units while months of supply was 6.95 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Aqualane Shores	35	15	28.00	\$11,069,833
Audubon	9	24	4.50	\$2,616,230
Colliers Reserve	5	12	5.00	\$2,943,615
Crayton Road Area Non-Waterfront	86	78	13.23	\$3,974,212
Crayton Road Area Waterfront	19	22	10.36	\$8,806,936
Crossings	4	12	4.00	\$1,513,750
Esplanade	7	39	2.15	\$1,909,128
Grey Oaks	24	42	6.86	\$4,610,238
Isles of Collier Preserve	34	73	5.59	\$2,127,517
Kensington	7	11	7.64	\$1,638,364
Lely Resort	40	82	5.85	\$1,301,722
Mediterra	30	32	11.25	\$3,835,771
Monterey	7	12	7.00	\$1,553,958
Olde Cypress	12	31	4.65	\$1,562,481
Olde Naples	70	34	24.71	\$6,696,029
Pelican Bay	25	29	10.34	\$4,016,121
Pelican Bay - Bay Colony	15	3	60.00	\$5,551,025
Pelican Marsh	8	39	2.46	\$2,108,923
Pine Ridge	32	21	18.29	\$6,688,749
Port Royal	41	18	27.33	\$15,155,556
Quail Creek	14	16	10.50	\$2,554,688
Quail West	21	46	5.48	\$4,660,485
The Quarry	11	32	4.13	\$1,461,153
Riverstone	18	39	5.54	\$1,207,048
Royal Harbor	30	12	30.00	\$5,574,542
The Strand	5	15	4.00	\$1,424,600
Tiburon	2	11	2.18	\$4,191,364
Treviso Bay	7	18	4.67	\$2,070,861
Vanderbilt Beach	41	17	28.94	\$3,899,706
Vineyards	24	47	6.13	\$1,338,436

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2024

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Crayton Road Area Non-Waterfront	107	87	14.76	\$886,944
Crayton Road Area Waterfront	222	206	12.93	\$2,410,108
The Dunes	30	29	12.41	\$1,831,328
Esplanade	23	45	6.13	\$699,802
Grey Oaks	6	10	7.20	\$2,672,900
Isles of Collier Preserve	19	67	3.40	\$879,056
Kensington	5	16	3.75	\$891,438
Lely Resort	81	137	7.09	\$601,924
Mediterra	10	11	10.91	\$1,581,364
Olde Naples	122	104	14.08	\$1,628,575
Pelican Bay	164	238	8.27	\$1,673,068
Pelican Bay - Bay Colony	22	11	24.00	\$7,522,273
Pelican Marsh	21	50	5.04	\$817,662
Pine Ridge	3	6	6.00	\$333,250
The Quarry	10	11	10.91	\$746,545
The Strand	13	45	3.47	\$620,378
Tiburon	20	26	9.23	\$1,579,077
Treviso Bay	19	68	3.35	\$595,982
Vanderbilt Beach	66	63	12.57	\$1,261,980
Vineyards	34	81	5.04	\$706,102

MARCO ISLAND

MARKET REPORT - APRIL 2024



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	1,336	1,425	1,262	1,491	1,225	1,169	1,411
Sold	751	805	870	1,478	1,214	726	824
Avg. Sale \$	\$741,155	\$801,376	\$770,946	\$904,580	\$1,208,722	\$1,396,410	\$1,573,411



NEW LISTINGS

1,411
↑20.70%



CLOSED SALES

824
↑13.50%



AVERAGE SALES PRICE

\$1,573,411
↑12.68%



CURRENT INVENTORY

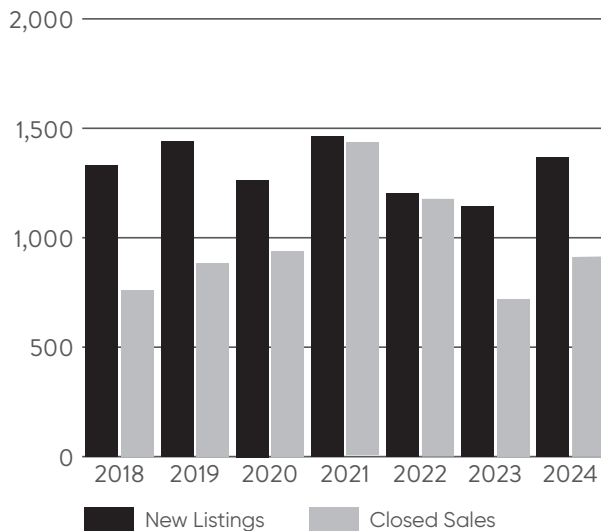
642
↑52.13%



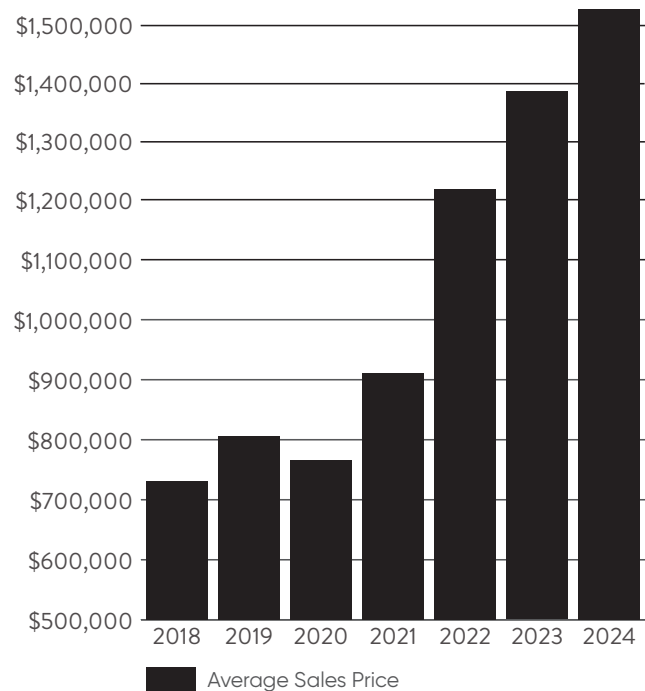
MONTHS OF SUPPLY

9.35
↑34.04

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 824 properties sold, sales were up 13.50% from the preceding 12-month period when 726 properties were sold. New listings were up 20.70%, from 1,169 to 1,411. The average sales price was up 12.68%, from \$1,396,410 to \$1,573,411. As of April 30, 2024, inventory stood at 642 units while months of supply was 9.35 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2024

Island Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	94	115	9.81	\$3,477,876
Golf Course	2	15	1.60	\$1,499,767
Gulf Front	0	0	-	-
Indirect Waterfront	82	155	6.35	\$1,920,128
Inland	72	118	7.32	\$1,108,672
Preserve	7	5	16.80	\$3,670,000

Island Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Direct Waterfront	91	84	13.00	\$744,220
Golf Course	2	1	24.00	\$1,550,000
Gulf Front	146	169	10.37	\$1,508,514
Gulf View	28	33	10.18	\$1,292,879
Indirect Waterfront	21	30	8.40	\$691,050
Inland	93	90	12.40	\$440,510
Preserve	4	9	5.33	\$577,722

Island Proximity Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	39	74	6.32	\$1,819,205
Isles Of Capri	16	22	8.73	\$1,579,091
Naples Reserve	33	44	9.00	\$1,368,067
Winding Cypress	13	24	6.50	\$1,083,333

Island Proximity Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fiddler's Creek	52	78	8.00	\$693,442
Hammock Bay Golf and Country Club	36	37	11.68	\$777,413
Isles Of Capri	13	9	17.33	\$623,804

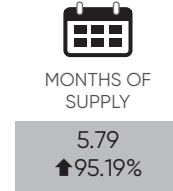
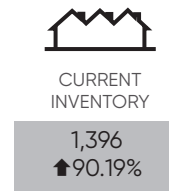
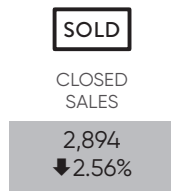
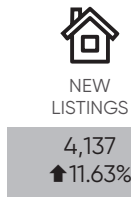
BONITA SPRINGS - ESTERO

MARKET REPORT - APRIL 2024

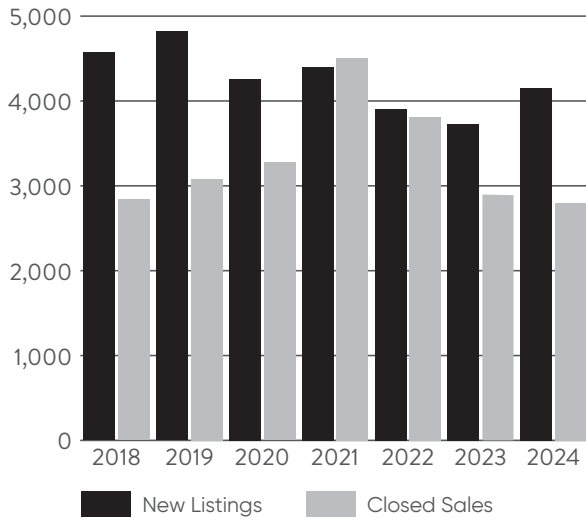


CHRISTIE'S
INTERNATIONAL REAL ESTATE

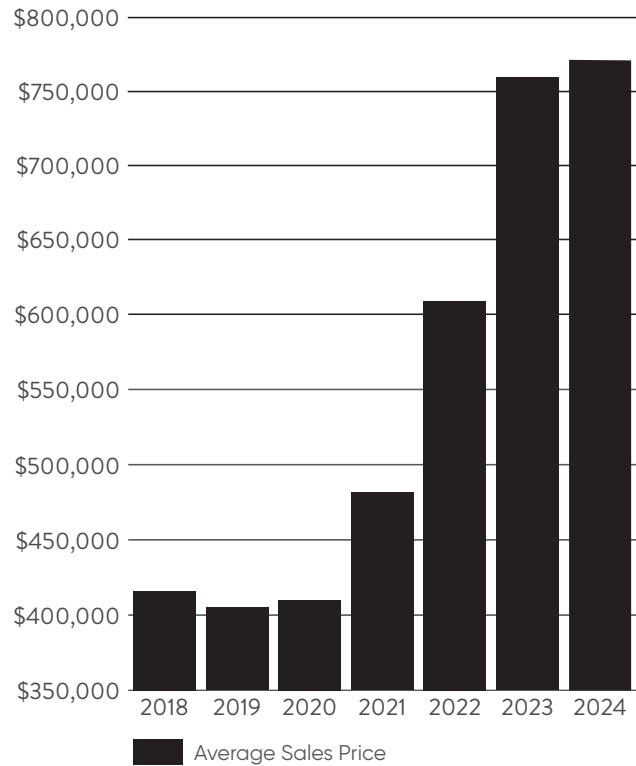
	2018	2019	2020	2021	2022	2023	2024
Listed	4,573	4,809	4,229	4,478	3,964	3,706	4,137
Sold	2,934	3,037	3,246	4,518	3,898	2,970	2,894
Avg. Sale \$	\$413,170	\$405,325	\$409,250	\$480,188	\$610,684	\$760,919	\$772,757



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 2,894 properties sold, sales were down 2.56% from the preceding 12-month period when 2,970 properties were sold. New listings were up 11.63%, from 3,706 to 4,137. The average sales price was up 1.56%, from \$760,919 to \$772,757. As of April 30, 2024, inventory stood at 1,396 units while months of supply was 5.79 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	21	6	42.00	\$5,700,000
Bonita Bay	39	64	7.31	\$2,003,410
The Brooks	11	70	1.89	\$1,401,215
Palmira Golf and Country Club	8	28	3.43	\$988,616
Pelican Landing	22	39	6.77	\$1,549,164
Pelican Landing - The Colony	3	8	4.50	\$2,919,375
Pelican Sound	0	9	0	\$1,009,100
West Bay Club	4	17	2.82	\$1,552,818

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Barefoot Beach	19	13	17.54	\$2,781,923
Bonita Bay	97	130	8.95	\$1,500,663
The Brooks	28	92	3.65	\$528,446
Palmira Golf and Country Club	4	17	2.82	\$675,441
Pelican Landing	25	55	5.45	\$598,359
Pelican Landing - The Colony	55	37	17.84	\$1,433,345
Pelican Sound	10	35	3.43	\$606,986
West Bay Club	23	25	11.04	\$865,160

FORT MYERS

MARKET REPORT - APRIL 2024



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2018	2019	2020	2021	2022	2023	2024
Listed	11,160	11,237	9,179	7,597	6,992	6,842	7,958
Sold	5,425	5,602	5,994	7,415	7,026	5,212	4,693
Avg. Sale \$	\$267,456	\$274,388	\$283,203	\$336,938	\$417,343	\$500,799	\$513,219



NEW LISTINGS

7,958
↑16.31%



CLOSED SALES

4,693
↓9.96%



AVERAGE SALES PRICE

\$513,219
↑2.48%



CURRENT INVENTORY

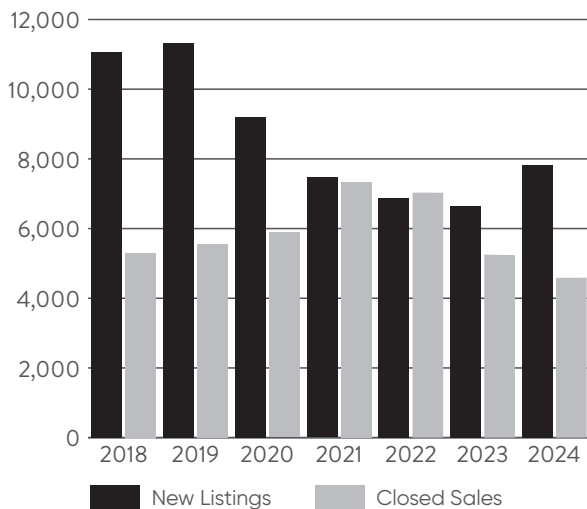
2,600
↑98.78%



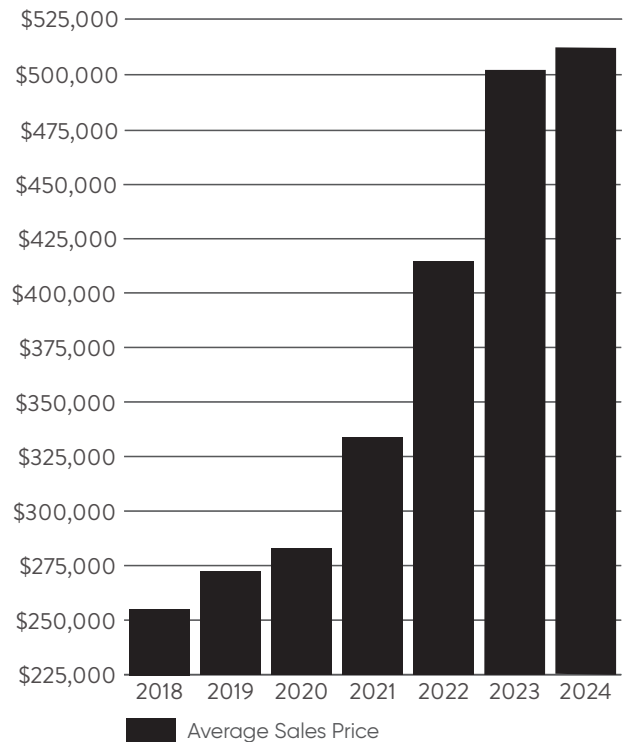
MONTHS OF SUPPLY

6.65
↑120.76%

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 4,693 properties sold, sales were down 9.96% from the preceding 12-month period when 5,212 properties were sold. New listings were up 16.31%, from 6,842 to 7,958. The average sales price was up 2.48%, from \$500,799 to \$513,219. As of April 30, 2024, inventory stood at 2,600 units while months of supply was 6.65 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Belle Lago	7	24	3.50	\$906,392
Colonial Country Club	8	30	3.20	\$612,998
Crown Colony	7	9	9.33	\$743,500
Esplanade Lake Club	12	34	4.24	\$1,472,340
Fiddlesticks Country Club	9	28	3.86	\$1,027,318
The Forest	13	25	6.24	\$689,140
Gulf Harbour Yacht And Country Club	8	24	4.00	\$1,419,000
Miromar Lakes Beach And Golf Club	25	39	7.69	\$2,460,321
Parker Lakes	9	16	6.75	\$408,583
Paseo	8	14	6.86	\$880,871
The Plantation	49	84	7.00	\$750,338
Shadow Wood Preserve	9	11	9.82	\$1,176,773
Town And River	15	26	6.92	\$1,068,669
Wildblue	36	128	3.38	\$1,566,742

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Colonial Country Club	43	57	9.05	\$338,949
Crown Colony	6	7	10.29	\$475,286
Downtown Fort Myers	116	90	15.47	\$450,943
Esplanade Lake Club	2	24	1.00	\$526,585
Fiddlesticks Country Club	5	13	4.62	\$351,462
The Forest	22	43	6.14	\$312,742
Gulf Harbour Yacht And Country Club	42	73	6.90	\$856,325
Miromar Lakes Beach And Golf Club	22	38	6.95	\$1,189,892
Parker Lakes	11	35	3.77	\$323,833
Paseo	33	58	6.83	\$431,534
The Plantation	17	21	9.71	\$500,186
Shadow Wood Preserve	7	2	42.00	\$367,500
Town And River	5	3	20.00	\$317,500

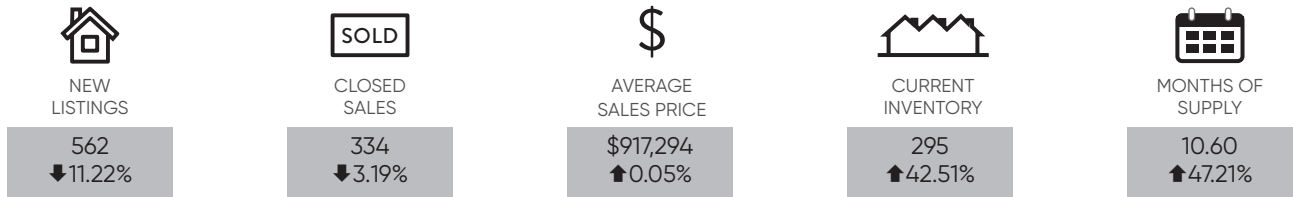
FORT MYERS BEACH

MARKET REPORT - APRIL 2024

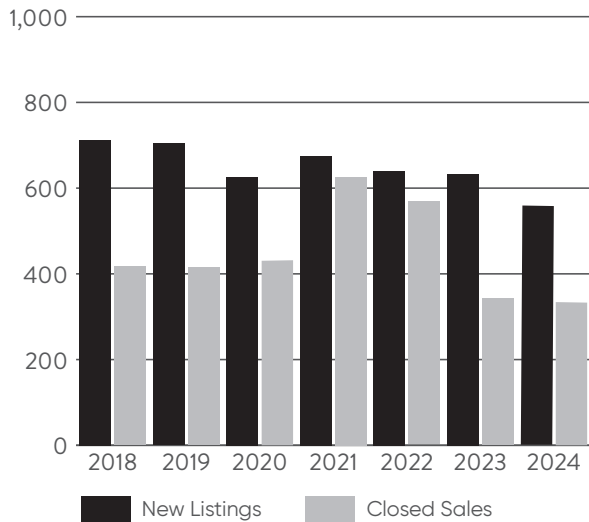


CHRISTIE'S
INTERNATIONAL REAL ESTATE

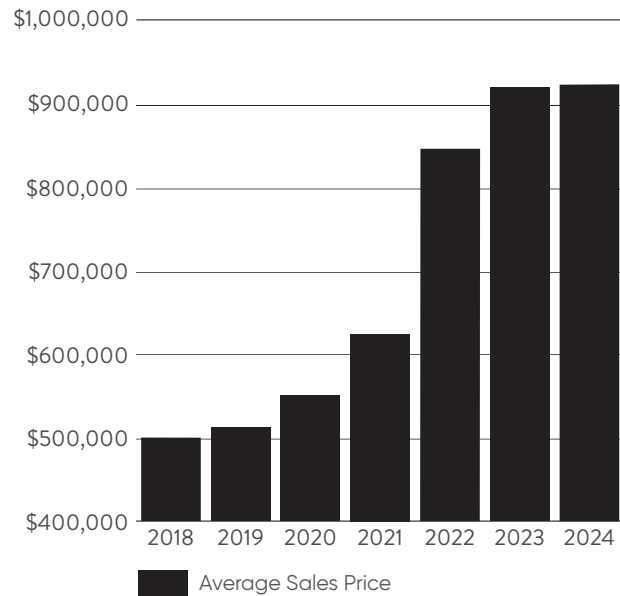
	2018	2019	2020	2021	2022	2023	2024
Listed	706	703	613	676	642	633	562
Sold	408	406	426	623	568	345	334
Avg. Sale \$	\$501,842	\$513,027	\$564,028	\$627,722	\$849,686	\$916,814	\$917,294



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 334 properties sold, sales were down 3.19% from the preceding 12-month period when 345 properties were sold. New listings were down 11.22%, from 633 to 562. The average sales price was static at \$917,294. As of April 30, 2024, inventory stood at 295 units while months of supply was 10.60 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Fairview Isles	14	9	18.67	\$956,111
Laguna Shores	7	14	6.00	\$1,096,500
Mcphie Park	5	10	6.00	\$1,299,185

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Carlos Pointe	5	4	15.00	\$535,250
Ocean Harbor Condo	11	4	33.00	\$732,563
Sandarac Condo	9	7	15.43	\$655,821
Waterside At Bay Beach	35	62	6.77	\$1,478,884

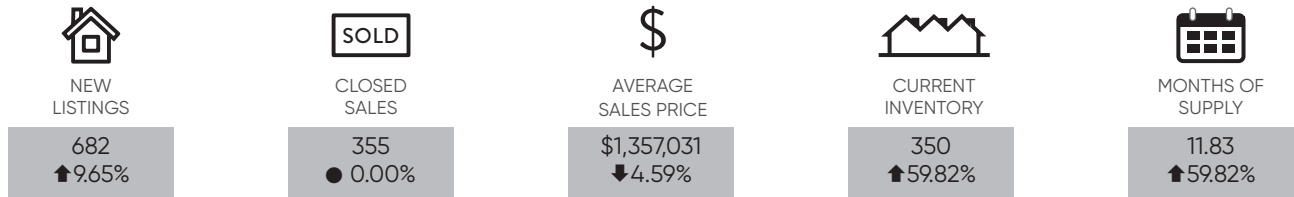
SANIBEL-CAPTIVA

MARKET REPORT - APRIL 2024

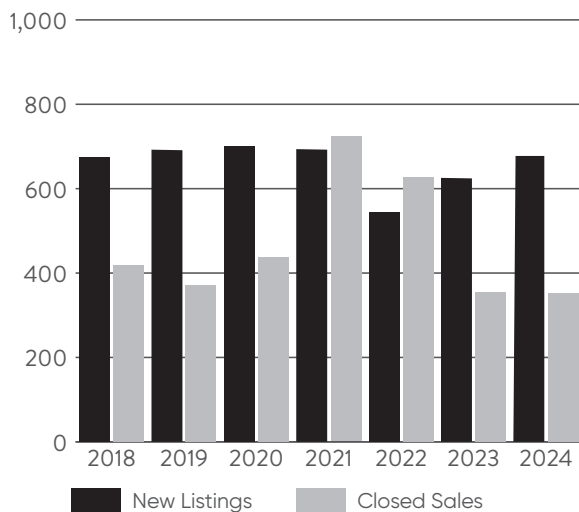


CHRISTIE'S
INTERNATIONAL REAL ESTATE

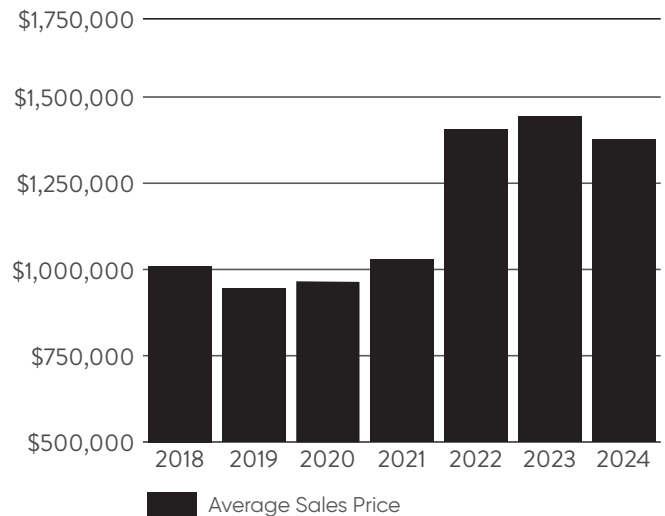
	2018	2019	2020	2021	2022	2023	2024
Listed	676	694	699	695	556	622	682
Sold	419	376	433	732	629	355	355
Avg. Sale \$	\$1,016,839	\$901,395	\$971,004	\$1,068,793	\$1,366,726	\$1,422,275	\$1,357,031



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 355 properties sold, sales were static with the preceding 12-month period. New listings were up 9.65%, from 622 to 682. The average sales price was down 4.59%, from \$1,422,275 to \$1,357,031. As of April 30, 2024, inventory stood at 350 units while months of supply was 11.83 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2024

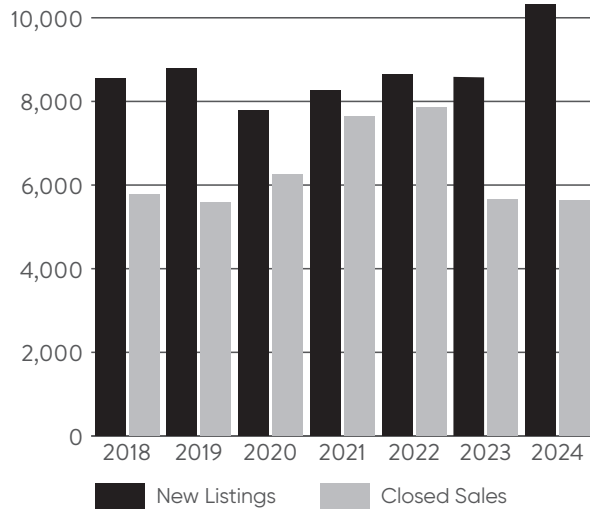
Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Beachview Country Club Estates	11	14	9.43	\$1,340,036
Captiva Island	34	23	17.74	\$2,367,050
Dunes At Sanibel Island	12	24	6.00	\$881,021
Other Sanibel Island Single-Family	151	191	9.49	\$1,467,623

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Captiva Island	28	24	14.00	\$1,301,615
Sundial Of Sanibel Condos	99	70	16.97	\$973,670
Other Sanibel Island Condos	15	9	20.00	\$854,111

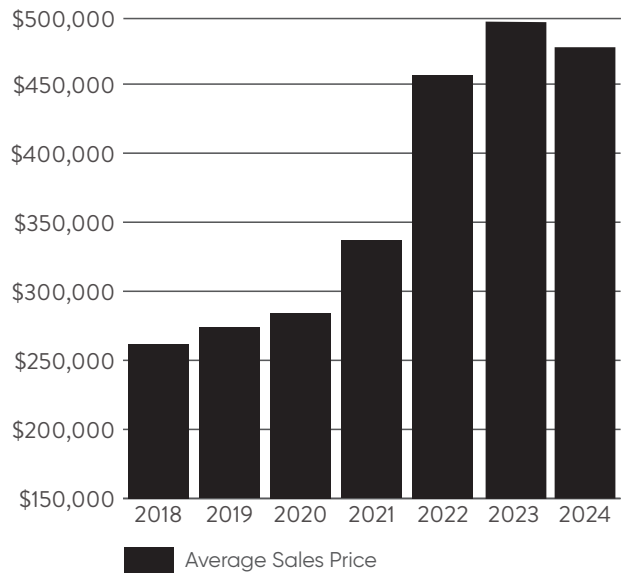
	2018	2019	2020	2021	2022	2023	2024
Listed	8,526	8,845	7,895	8,167	8,690	8,541	10,107
Sold	5,825	5,665	6,240	7,694	7,941	5,681	5,675
Avg. Sale \$	\$267,980	\$275,741	\$287,049	\$342,887	\$455,583	\$494,288	\$477,585

<p>NEW LISTINGS</p> <p>10,107 ↑18.34%</p>	<p>CLOSED SALES</p> <p>5,675 ↓0.11%</p>	<p>AVERAGE SALES PRICE</p> <p>\$477,585 ↓3.38%</p>	<p>CURRENT INVENTORY</p> <p>3,248 ↑83.92%</p>	<p>MONTHS OF SUPPLY</p> <p>6.87 ↑84.11%</p>
--	--	---	--	--

12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 5,675 properties sold, sales were down 0.11% from the preceding 12-month period when 5,681 properties were sold. New listings were up 18.34%, from 8,541 to 10,107. The average sales price was down 3.38%, from \$494,288 to \$477,585. As of April 30, 2024, inventory stood at 3,248 units while months of supply was 6.87 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	17	11	18.55	\$1,737,818
Cape Royal	14	25	6.72	\$832,607
Yacht Club	19	20	11.40	\$807,171

Condominiums	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Cape Harbour	20	27	8.89	\$625,992
Tarpon Point Marina	20	11	21.82	\$1,015,000

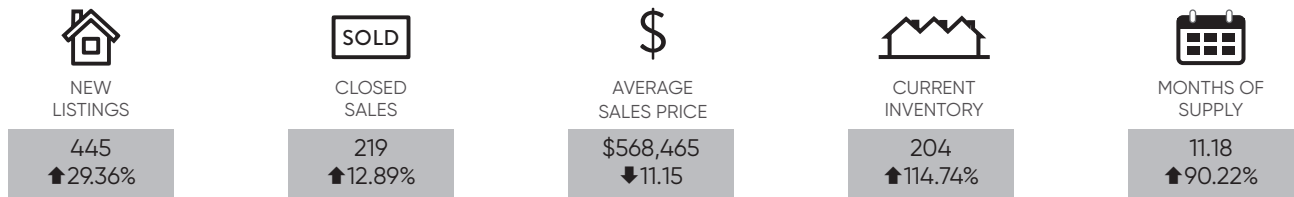
PINE ISLAND-MATLACHA

MARKET REPORT - APRIL 2024

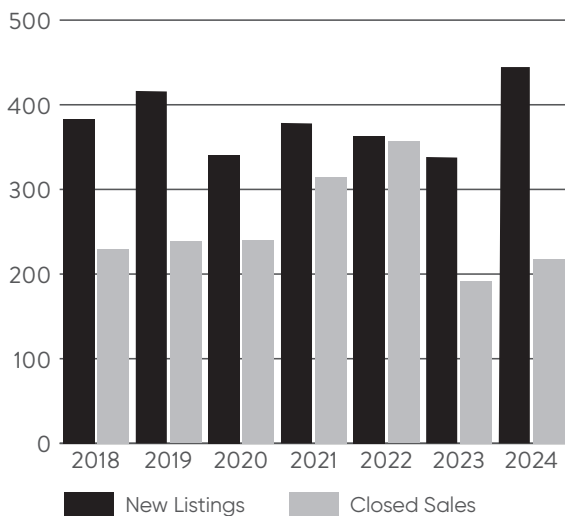


CHRISTIE'S
INTERNATIONAL REAL ESTATE

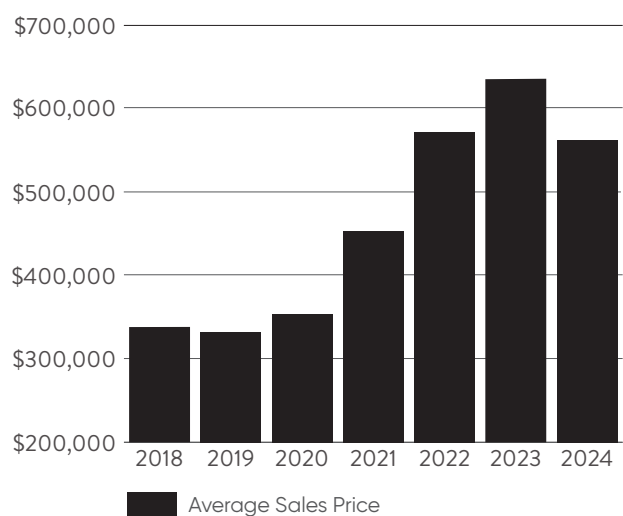
	2018	2019	2020	2021	2022	2023	2024
Listed	386	414	346	379	360	344	445
Sold	226	237	239	317	355	194	219
Avg. Sale \$	\$339,051	\$336,591	\$353,342	\$451,941	\$574,771	\$639,807	\$568,465



12 MONTH NEW LISTINGS AND CLOSED SALES



12 MONTH AVERAGE SALES PRICE



SUMMARY

With 219 properties sold, sales were up 12.89% from the preceding 12-month period when 194 properties were sold. New listings were up 29.36%, from 344 to 445. The average sales price was down 11.15%, from \$639,807 to \$568,465. As of April 30, 2024, inventory stood at 204 units while months of supply was 11.18 months.

Neighborhood Snapshot Report[®]

12-Month Sold Comparison Report for Select Communities

Monthly Snapshot as of April 30, 2024

Single Family Homes	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	68	81	10.07	\$538,314
Matlacha	31	21	17.71	\$620,952
St James City	89	94	11.36	\$626,824

Condominiums & Attached	Available Inventory	Closed Past 12 Months	Months of Supply	Average Closed Price
Bokeelia	13	22	7.09	\$394,045
St James City	3	1	36.00	\$260,000



CHRISTIE'S
INTERNATIONAL REAL ESTATE

#1 REAL ESTATE COMPANY IN SOUTHWEST FLORIDA

\$4.5 Billion in Sales Volume in 2023.
Over \$1.4 Billion ahead of our nearest competitor.

The Local Authority in Southwest Florida Real Estate.
Contact us to market your home today.



JohnRWood.com | (239) 262-1900

Source: SWFL MLS. Residential Sales Volume Excluding Manufactured Housing in Lee and Collier Counties. 1/1/2023 through 12/31/2023.