

Elliman Report

Q4-2021 Naples, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

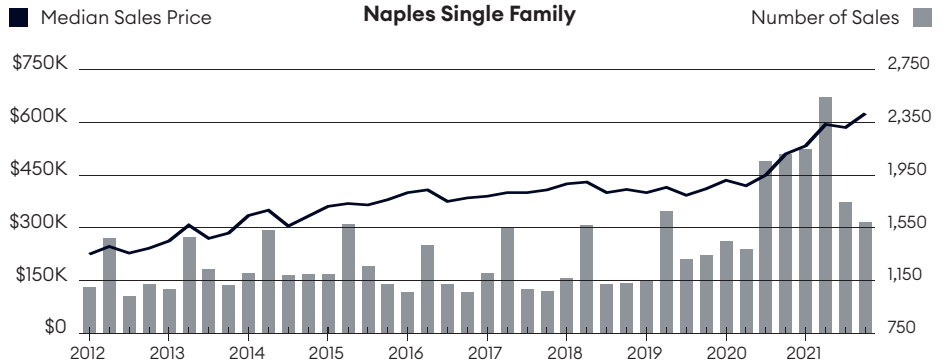
- + 22.5%**
Prices Median Sales Price
- 24.6%**
Sales Closed Sales
- 24.3%**
Inventory Total Inventory
- 54 days**
Marketing Time Days on Market

Condo Dashboard

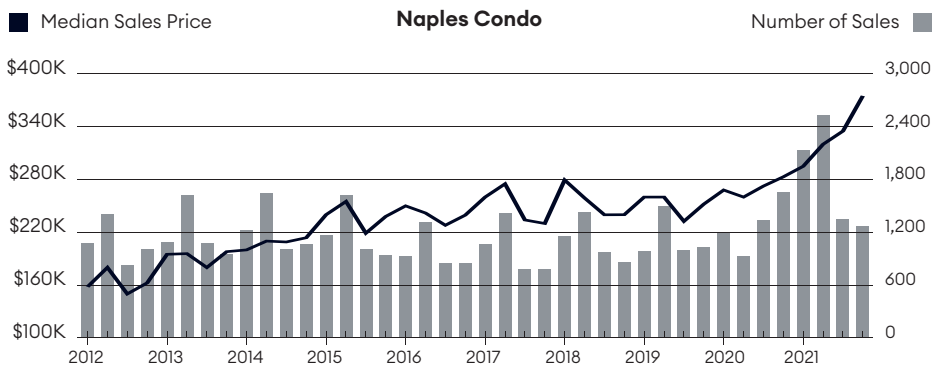
YEAR-OVER-YEAR

- + 32.5%**
Prices Median Sales Price
- 23.2%**
Sales Closed Sales
- 56.6%**
Inventory Total Inventory
- 66 days**
Marketing Time Days on Market

- Single family median sales price rose to a new high in five of the six past quarters
- Condo price trend indicators surged year over year to reach new highs



Naples Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,096,930	9.9%	\$997,829	10.8%	\$990,302
Average Price Per Sq Ft	\$486	10.7%	\$439	23.0%	\$395
Median Sales Price	\$625,000	6.8%	\$585,000	22.5%	\$510,000
Number of Sales (Closed)	1,591	-8.9%	1,746	-24.6%	2,110
Days on Market (From Last List Date)	25	13.6%	22	-68.4%	79
Listing Discount (From Last List Price)	1.9%		1.6%		4.5%
Listing Inventory	577	-11.9%	655	-24.3%	762
Months of Supply	1.1	0.0%	1.1	0.0%	1.1
Average Square Feet	2,257	-0.7%	2,274	-10.0%	2,507



Naples Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$621,518	6.7%	\$582,721	24.5%	\$499,388
Average Price Per Sq Ft	\$393	5.6%	\$372	30.1%	\$302
Median Sales Price	\$375,000	11.9%	\$335,000	32.5%	\$283,000
Number of Sales (Closed)	1,268	-6.2%	1,352	-23.2%	1,651
Days on Market (From Last List Date)	21	-19.2%	26	-75.9%	87
Listing Discount (From Last List Price)	0.6%		1.3%		4.2%
Listing Inventory	307	-10.2%	342	-56.6%	707
Months of Supply	0.7	-12.5%	0.8	-46.2%	1.3
Average Square Feet	1,582	1.0%	1,567	-4.4%	1,655

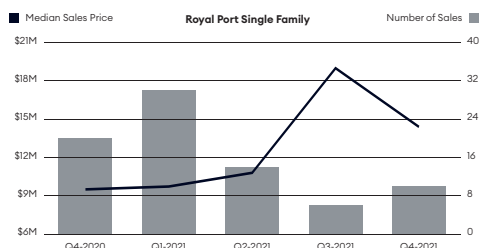


Listing inventory for condos fell by 56.6% year over year to 307, reaching the lowest on record in each of the past five quarters and was down 64.4% below pre-pandemic levels two years ago. Sales were restrained by the lack of supply, falling 23.2% annually to 1,268 for the first time in six quarters, but was 23% above the same

period two years ago before the pandemic began. As a result, the pace of the market was the second-fastest in history. Months of supply, the number of months to sell all supply at the current sales rate, was 0.7 months, 46.2% faster than the same period last year and 72% faster than the same period in 2019. With falling

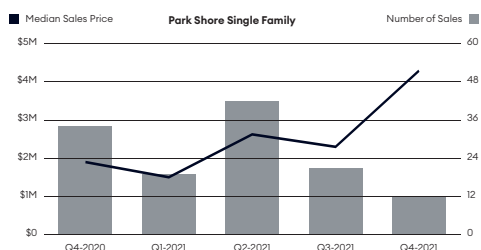
supply, median sales price surged year over year by 32.5% to \$375,000, the highest level on record and the sixth straight quarter with annual increases. In addition, the market share of bidding wars reached a new high of 36.4% in more than seventeen years of tracking.

Royal Port Single Family



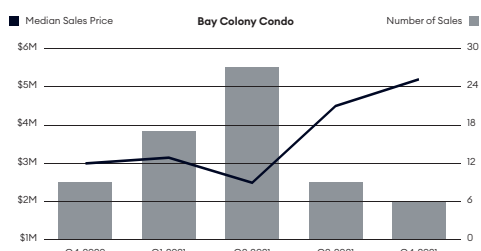
Royal Port Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$18,921,000	-18.0%	\$23,083,333	86.5%	\$10,147,750
Average Price per Sq Ft	\$2,886	-9.1%	\$3,174	100.4%	\$1,440
Median Sales Price	\$14,400,000	-24.2%	\$19,000,000	51.6%	\$9,500,000
Number of Sales (Closed)	10	66.7%	6	-50.0%	20
Days on Market (From Last List Date)	84	115.4%	39	-57.4%	197
Listing Discount (From Last List Price)	2.7%		2.4%		7.6%
Listing Inventory	17	-10.5%	19	-15.0%	20
Months of Supply	5.1	-46.3%	9.5	70.0%	3.0
Average Square Feet	6,555	-9.9%	7,273	-7.0%	7,047

Park Shore Single Family



Park Shore Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$4,621,667	52.9%	\$3,023,476	93.0%	\$2,395,153
Average Price per Sq Ft	\$1,255	27.3%	\$986	65.6%	\$758
Median Sales Price	\$4,287,500	86.4%	\$2,300,000	125.5%	\$1,901,600
Number of Sales (Closed)	12	-42.9%	21	-64.7%	34
Days on Market (From Last List Date)	17	-37.0%	27	-87.4%	135
Listing Discount (From Last List Price)	3.1%		3.5%		3.0%
Listing Inventory	8	-27.3%	11	-42.9%	14
Months of Supply	2.0	25.0%	1.6	66.7%	1.2
Average Square Feet	3,681	20.1%	3,065	16.6%	3,158

Bay Colony Condo



Bay Colony Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$4,411,667	7.4%	\$4,107,889	61.4%	\$2,733,333
Average Price per Sq Ft	\$1,364	8.0%	\$1,263	56.8%	\$870
Median Sales Price	\$5,197,500	15.5%	\$4,500,000	73.3%	\$3,000,000
Number of Sales (Closed)	6	-33.3%	9	-33.3%	9
Days on Market (From Last List Date)	26	0.0%	26	-83.8%	160
Listing Discount (From Last List Price)	2.9%		2.4%		6.0%
Listing Inventory	1	0.0%	1	0.0%	1
Months of Supply	0.5	66.7%	0.3	66.7%	0.3
Average Square Feet	3,235	-0.6%	3,253	3.0%	3,142

By Sales Share Naples

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	49.7%	41.3%
Single Family Mortgage	50.3%	58.7%
Condo Cash	68.1%	58.8%
Condo Mortgage	31.9%	41.2%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	34.6%	48.9%
Single Family \$500K - \$1M	41.7%	29.2%
Single Family Over \$1M	23.7%	21.9%
Condo Under \$500K	67.1%	76.0%
Condo \$500K-\$1M	19.6%	13.2%
Condo Over \$1M	13.2%	10.8%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	23.0%	7.3%
Single Family At	15.0%	7.7%
Single Family Under	62.0%	84.7%
Condo Over	36.4%	3.2%
Condo At	20.6%	7.8%
Condo Under	43.2%	89.0%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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