

### Overall Market Statistics by Price

|                 | # Pending |          |        |                        |                        |        | # Closed |          |        |                        |                        |        | Median Closed Price (,000's) |          |        |                        |                        |        | Inventory |          |        | Average DOM |          |        |
|-----------------|-----------|----------|--------|------------------------|------------------------|--------|----------|----------|--------|------------------------|------------------------|--------|------------------------------|----------|--------|------------------------|------------------------|--------|-----------|----------|--------|-------------|----------|--------|
|                 | Mar 2017  | Mar 2018 | % Chg. | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg. | Mar 2017 | Mar 2018 | % Chg. | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg. | Mar 2017                     | Mar 2018 | % Chg. | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg. | Mar 2017  | Mar 2018 | % Chg. | Mar 2017    | Mar 2018 | % Chg. |
| \$0-\$300K      | 517       | 482      | -7%    | 4,043                  | 3,736                  | -8%    | 381      | 352      | -8%    | 4,056                  | 3,773                  | -7%    | \$ 215                       | \$ 225   | 5%     | \$ 215                 | \$ 220                 | 2%     | 1,841     | 1,843    | 0%     | 70          | 80       | 14%    |
| \$300K-\$500K   | 322       | 366      | 14%    | 2,548                  | 2,580                  | 1%     | 250      | 252      | 1%     | 2,292                  | 2,385                  | 4%     | \$ 375                       | \$ 376   | 0%     | \$ 377                 | \$ 379                 | 1%     | 1,634     | 1,683    | 3%     | 91          | 95       | 4%     |
| \$500K-\$1M     | 240       | 242      | 1%     | 1,663                  | 1,684                  | 1%     | 170      | 207      | 22%    | 1,493                  | 1,578                  | 6%     | \$ 628                       | \$ 655   | 4%     | \$ 650                 | \$ 650                 | 0%     | 1,472     | 1,352    | -8%    | 117         | 102      | -13%   |
| \$1M-\$2M       | 103       | 116      | 13%    | 625                    | 781                    | 25%    | 67       | 74       | 10%    | 580                    | 710                    | 22%    | \$ 1,300                     | \$ 1,322 | 2%     | \$ 1,313               | \$ 1,363               | 4%     | 765       | 616      | -19%   | 122         | 96       | -21%   |
| \$2M+           | 80        | 89       | 11%    | 401                    | 499                    | 24%    | 49       | 57       | 16%    | 352                    | 453                    | 29%    | \$ 3,150                     | \$ 3,500 | 11%    | \$ 3,150               | \$ 2,954               | -6%    | 678       | 618      | -9%    | 204         | 177      | -13%   |
| TOTAL           | 1,262     | 1,295    | 3%     | 9,280                  | 9,280                  | 0%     | 917      | 942      | 3%     | 8,773                  | 8,899                  | 1%     | \$ 340                       | \$ 373   | 10%    | \$ 320                 | \$ 340                 | 6%     | 6,390     | 6,112    | -4%    | 96          | 97       | 1%     |
| Median > \$300K |           |          |        |                        |                        |        |          |          |        |                        |                        |        | \$ 521                       | \$ 560   | 7%     | \$ 515                 | \$ 530                 | 3%     |           |          |        |             |          |        |

### Overall Market Statistics by Area

|                     | # Pending    |              |           |                        |                        |           | # Closed   |            |           |                        |                        |           | Median Closed Price (,000's) |               |            |                        |                        |           | Inventory    |              |            | Average DOM |           |           |
|---------------------|--------------|--------------|-----------|------------------------|------------------------|-----------|------------|------------|-----------|------------------------|------------------------|-----------|------------------------------|---------------|------------|------------------------|------------------------|-----------|--------------|--------------|------------|-------------|-----------|-----------|
|                     | Mar 2017     | Mar 2018     | % Chg.    | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg.    | Mar 2017   | Mar 2018   | % Chg.    | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg.    | Mar 2017                     | Mar 2018      | % Chg.     | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg.    | Mar 2017     | Mar 2018     | % Chg.     | Mar 2017    | Mar 2018  | % Chg.    |
| Naples Beach        | 282          | 266          | -6%       | 1,697                  | 1,696                  | 0%        | 188        | 200        | 6%        | 1,606                  | 1,641                  | 2%        | \$ 785                       | \$ 857        | 9%         | \$ 730                 | \$ 800                 | 10%       | 1,467        | 1,388        | -5%        | 114         | 108       | -5%       |
| North Naples        | 309          | 367          | 19%       | 2,458                  | 2,694                  | 10%       | 243        | 266        | 9%        | 2,324                  | 2,566                  | 10%       | \$ 406                       | \$ 428        | 5%         | \$ 380                 | \$ 395                 | 4%        | 1,878        | 1,685        | -10%       | 104         | 96        | -8%       |
| Central Naples      | 191          | 191          | 0%        | 1,560                  | 1,454                  | -7%       | 135        | 140        | 4%        | 1,491                  | 1,395                  | -6%       | \$ 252                       | \$ 264        | 5%         | \$ 240                 | \$ 255                 | 6%        | 813          | 796          | -2%        | 78          | 81        | 4%        |
| South Naples        | 210          | 200          | -5%       | 1,513                  | 1,445                  | -4%       | 163        | 129        | -21%      | 1,455                  | 1,394                  | -4%       | \$ 242                       | \$ 255        | 5%         | \$ 235                 | \$ 245                 | 4%        | 992          | 1,007        | 2%         | 94          | 86        | -9%       |
| East Naples         | 246          | 248          | 1%        | 1,895                  | 1,864                  | -2%       | 171        | 192        | 12%       | 1,753                  | 1,778                  | 1%        | \$ 315                       | \$ 325        | 3%         | \$ 295                 | \$ 317                 | 7%        | 1,111        | 1,099        | -1%        | 76          | 104       | 37%       |
| Immokalee/Ave Maria | 5            | 8            | 60%       | 57                     | 50                     | -12%      | 4          | 7          | 75%       | 48                     | 51                     | 6%        | \$ 298                       | \$ 268        | -10%       | \$ 246                 | \$ 255                 | 4%        | 47           | 65           | 38%        | 142         | 162       | 14%       |
| <b>TOTAL</b>        | <b>1,243</b> | <b>1,280</b> | <b>3%</b> | <b>9,180</b>           | <b>9,203</b>           | <b>0%</b> | <b>904</b> | <b>934</b> | <b>3%</b> | <b>8,677</b>           | <b>8,825</b>           | <b>2%</b> | <b>\$ 336</b>                | <b>\$ 370</b> | <b>10%</b> | <b>\$ 320</b>          | <b>\$ 340</b>          | <b>6%</b> | <b>6,308</b> | <b>6,040</b> | <b>-4%</b> | <b>95</b>   | <b>97</b> | <b>2%</b> |

### Legend

| Geographic Location  | USPS Zip Codes             |
|----------------------|----------------------------|
| Naples Beach:        | 34102, 34103, 34108        |
| North Naples:        | 34109, 34110, 34119        |
| Central Naples:      | 34104, 34105, 34116        |
| South Naples:        | 34112, 34113               |
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| Immokalee/Ave Maria: | 34142                      |

Calculations are based on property listings that exist within Southwest Florida MLS. Only properties in Collier County, excluding Marco Island, are included. \*Counts for breakdowns of available inventory for prior years are unavailable. \*\*Median Sold Prices are unavailable for periods with zero sales reported. The median refers to the middle value in a set of statistical values that are arranged in ascending or descending order, in this case prices at which homes were actually sold. Data entry anomalies and non-Naples zip codes may result in minor discrepancies. However, these anomalies are statistically insignificant. Single Family Homes are tabulated using properties with a building design of Single Family, Villa Detached, or Manufactured. Condo units are tabulated using properties with a building design of Low-Rise, Mid-Rise, High-Rise or Villa Attached.

### Single Family Market Statistics by Price

|                 | # Pending |          |        |                        |                        |        | # Closed |          |        |                        |                        |        | Median Closed Price (,000's) |          |        |                        |                        |        | Inventory |          |        | Average DOM |          |        |
|-----------------|-----------|----------|--------|------------------------|------------------------|--------|----------|----------|--------|------------------------|------------------------|--------|------------------------------|----------|--------|------------------------|------------------------|--------|-----------|----------|--------|-------------|----------|--------|
|                 | Mar 2017  | Mar 2018 | % Chg. | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg. | Mar 2017 | Mar 2018 | % Chg. | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg. | Mar 2017                     | Mar 2018 | % Chg. | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg. | Mar 2017  | Mar 2018 | % Chg. | Mar 2017    | Mar 2018 | % Chg. |
| \$0-\$300K      | 163       | 126      | -23%   | 1,331                  | 1,067                  | -20%   | 114      | 106      | -7%    | 1,324                  | 1,118                  | -16%   | \$ 250                       | \$ 258   | 3%     | \$ 243                 | \$ 254                 | 5%     | 368       | 320      | -13%   | 52          | 58       | 12%    |
| \$300K-\$500K   | 180       | 222      | 23%    | 1,581                  | 1,618                  | 2%     | 142      | 147      | 4%     | 1,452                  | 1,514                  | 4%     | \$ 385                       | \$ 380   | -1%    | \$ 385                 | \$ 385                 | 0%     | 869       | 919      | 6%     | 81          | 92       | 14%    |
| \$500K-\$1M     | 132       | 142      | 8%     | 1,039                  | 1,103                  | 6%     | 105      | 127      | 21%    | 957                    | 1,028                  | 7%     | \$ 625                       | \$ 649   | 4%     | \$ 635                 | \$ 645                 | 2%     | 957       | 870      | -9%    | 123         | 92       | -25%   |
| \$1M-\$2M       | 54        | 61       | 13%    | 366                    | 423                    | 16%    | 35       | 32       | -9%    | 352                    | 356                    | 1%     | \$ 1,200                     | \$ 1,355 | 13%    | \$ 1,350               | \$ 1,330               | -1%    | 494       | 374      | -24%   | 150         | 91       | -39%   |
| \$2M+           | 62        | 69       | 11%    | 302                    | 369                    | 22%    | 39       | 46       | 18%    | 272                    | 318                    | 17%    | \$ 3,000                     | \$ 3,675 | 23%    | \$ 3,200               | \$ 3,350               | 5%     | 548       | 481      | -12%   | 183         | 184      | 1%     |
| TOTAL           | 591       | 620      | 5%     | 4,619                  | 4,580                  | -1%    | 435      | 458      | 5%     | 4,357                  | 4,334                  | -1%    | \$ 422                       | \$ 460   | 9%     | \$ 400                 | \$ 425                 | 6%     | 3,236     | 2,964    | -8%    | 100         | 94       | -6%    |
| Median > \$300K |           |          |        |                        |                        |        |          |          |        |                        |                        |        | \$ 533                       | \$ 560   | 5%     | \$ 519                 | \$ 525                 | 1%     |           |          |        |             |          |        |

### Single Family Market Statistics by Area

|                     | # Pending  |            |           |                        |                        |            | # Closed   |            |           |                        |                        |           | Median Closed Price (,000's) |               |           |                        |                        |           | Inventory    |              |            | Average DOM |           |            |
|---------------------|------------|------------|-----------|------------------------|------------------------|------------|------------|------------|-----------|------------------------|------------------------|-----------|------------------------------|---------------|-----------|------------------------|------------------------|-----------|--------------|--------------|------------|-------------|-----------|------------|
|                     | Mar 2017   | Mar 2018   | % Chg.    | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg.     | Mar 2017   | Mar 2018   | % Chg.    | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg.    | Mar 2017                     | Mar 2018      | % Chg.    | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg.    | Mar 2017     | Mar 2018     | % Chg.     | Mar 2017    | Mar 2018  | % Chg.     |
| Naples Beach        | 109        | 96         | -12%      | 668                    | 691                    | 3%         | 75         | 75         | 0%        | 639                    | 665                    | 4%        | \$ 1,225                     | \$ 1,515      | 24%       | \$ 1,050               | \$ 1,150               | 10%       | 683          | 579          | -15%       | 144         | 120       | -17%       |
| North Naples        | 136        | 181        | 33%       | 1,178                  | 1,216                  | 3%         | 110        | 122        | 11%       | 1,140                  | 1,108                  | -3%       | \$ 531                       | \$ 562        | 6%        | \$ 525                 | \$ 525                 | 0%        | 979          | 878          | -10%       | 110         | 102       | -7%        |
| Central Naples      | 95         | 85         | -11%      | 767                    | 686                    | -11%       | 61         | 71         | 16%       | 717                    | 673                    | -6%       | \$ 325                       | \$ 360        | 11%       | \$ 310                 | \$ 335                 | 8%        | 364          | 322          | -12%       | 75          | 77        | 3%         |
| South Naples        | 61         | 67         | 10%       | 547                    | 540                    | -1%        | 52         | 49         | -6%       | 526                    | 512                    | -3%       | \$ 346                       | \$ 405        | 17%       | \$ 339                 | \$ 351                 | 4%        | 400          | 383          | -4%        | 88          | 68        | -23%       |
| East Naples         | 176        | 170        | -3%       | 1,360                  | 1,352                  | -1%        | 127        | 132        | 4%        | 1,246                  | 1,290                  | 4%        | \$ 327                       | \$ 346        | 6%        | \$ 315                 | \$ 341                 | 8%        | 711          | 691          | -3%        | 74          | 93        | 26%        |
| Immokalee/Ave Maria | 3          | 7          | 133%      | 44                     | 46                     | 5%         | 3          | 6          | 100%      | 38                     | 46                     | 21%       | \$ 319                       | \$ 305        | -4%       | \$ 262                 | \$ 256                 | -2%       | 43           | 58           | 35%        | 146         | 65        | -55%       |
| <b>TOTAL</b>        | <b>580</b> | <b>606</b> | <b>4%</b> | <b>4,564</b>           | <b>4,531</b>           | <b>-1%</b> | <b>428</b> | <b>455</b> | <b>6%</b> | <b>4,306</b>           | <b>4,294</b>           | <b>0%</b> | <b>\$ 421</b>                | <b>\$ 460</b> | <b>9%</b> | <b>\$ 400</b>          | <b>\$ 425</b>          | <b>6%</b> | <b>3,180</b> | <b>2,911</b> | <b>-8%</b> | <b>98</b>   | <b>94</b> | <b>-4%</b> |

### Legend

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### Condominium Market Statistics by Price

|                 | # Pending |          |        |                        |                        |        | # Closed |          |        |                        |                        |        | Median Closed Price (,000's) |          |        |                        |                        |        | Inventory |          |        | Average DOM |          |        |
|-----------------|-----------|----------|--------|------------------------|------------------------|--------|----------|----------|--------|------------------------|------------------------|--------|------------------------------|----------|--------|------------------------|------------------------|--------|-----------|----------|--------|-------------|----------|--------|
|                 | Mar 2017  | Mar 2018 | % Chg. | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg. | Mar 2017 | Mar 2018 | % Chg. | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg. | Mar 2017                     | Mar 2018 | % Chg. | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg. | Mar 2017  | Mar 2018 | % Chg. | Mar 2017    | Mar 2018 | % Chg. |
| \$0-\$300K      | 354       | 356      | 1%     | 2,712                  | 2,669                  | -2%    | 267      | 246      | -8%    | 2,732                  | 2,655                  | -3%    | \$ 203                       | \$ 204   | 0%     | \$ 200                 | \$ 201                 | 0%     | 1,473     | 1,523    | 3%     | 78          | 89       | 14%    |
| \$300K-\$500K   | 142       | 144      | 1%     | 967                    | 962                    | -1%    | 108      | 105      | -3%    | 840                    | 871                    | 4%     | \$ 353                       | \$ 375   | 6%     | \$ 365                 | \$ 365                 | 0%     | 765       | 764      | 0%     | 102         | 100      | -2%    |
| \$500K-\$1M     | 108       | 100      | -7%    | 624                    | 581                    | -7%    | 65       | 80       | 23%    | 536                    | 550                    | 3%     | \$ 649                       | \$ 697   | 7%     | \$ 700                 | \$ 670                 | -4%    | 515       | 482      | -6%    | 107         | 120      | 12%    |
| \$1M-\$2M       | 49        | 55       | 12%    | 259                    | 358                    | 38%    | 32       | 42       | 31%    | 228                    | 354                    | 55%    | \$ 1,473                     | \$ 1,300 | -12%   | \$ 1,300               | \$ 1,415               | 9%     | 271       | 242      | -11%   | 91          | 102      | 12%    |
| \$2M+           | 18        | 20       | 11%    | 99                     | 130                    | 31%    | 10       | 11       | 10%    | 80                     | 135                    | 69%    | \$ 3,400                     | \$ 2,450 | -28%   | \$ 2,962               | \$ 2,450               | -17%   | 130       | 137      | 5%     | 287         | 154      | -46%   |
| TOTAL           | 671       | 675      | 1%     | 4,661                  | 4,700                  | 1%     | 482      | 484      | 0%     | 4,416                  | 4,565                  | 3%     | \$ 275                       | \$ 298   | 8%     | \$ 255                 | \$ 267                 | 5%     | 3,154     | 3,148    | 0%     | 93          | 100      | 8%     |
| Median > \$300K |           |          |        |                        |                        |        |          |          |        |                        |                        |        | \$ 500                       | \$ 555   | 11%    | \$ 505                 | \$ 545                 | 8%     |           |          |        |             |          |        |

### Condominium Market Statistics by Area

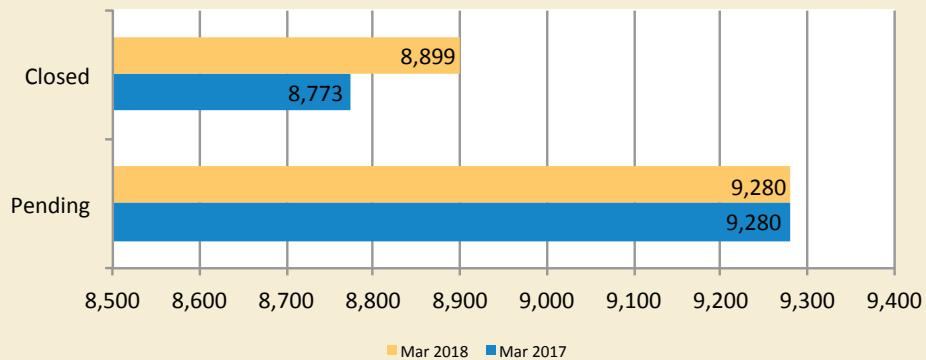
|                     | # Pending  |            |           |                        |                        |           | # Closed   |            |           |                        |                        |           | Median Closed Price (,000's) |               |           |                        |                        |           | Inventory    |              |           | Average DOM |            |           |
|---------------------|------------|------------|-----------|------------------------|------------------------|-----------|------------|------------|-----------|------------------------|------------------------|-----------|------------------------------|---------------|-----------|------------------------|------------------------|-----------|--------------|--------------|-----------|-------------|------------|-----------|
|                     | Mar 2017   | Mar 2018   | % Chg.    | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg.    | Mar 2017   | Mar 2018   | % Chg.    | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg.    | Mar 2017                     | Mar 2018      | % Chg.    | 12-month ending 3/2017 | 12-month ending 3/2018 | % Chg.    | Mar 2017     | Mar 2018     | % Chg.    | Mar 2017    | Mar 2018   | % Chg.    |
| Naples Beach        | 173        | 170        | -2%       | 1,029                  | 1,005                  | -2%       | 113        | 125        | 11%       | 967                    | 976                    | 1%        | \$ 600                       | \$ 726        | 21%       | \$ 653                 | \$ 664                 | 2%        | 784          | 809          | 3%        | 94          | 102        | 9%        |
| North Naples        | 173        | 186        | 8%        | 1,280                  | 1,478                  | 15%       | 133        | 144        | 8%        | 1,184                  | 1,458                  | 23%       | \$ 293                       | \$ 285        | -3%       | \$ 260                 | \$ 280                 | 8%        | 899          | 807          | -10%      | 99          | 91         | -8%       |
| Central Naples      | 96         | 106        | 10%       | 793                    | 768                    | -3%       | 74         | 69         | -7%       | 774                    | 722                    | -7%       | \$ 186                       | \$ 196        | 5%        | \$ 185                 | \$ 190                 | 3%        | 449          | 474          | 6%        | 81          | 86         | 6%        |
| South Naples        | 149        | 133        | -11%      | 966                    | 905                    | -6%       | 111        | 80         | -28%      | 929                    | 882                    | -5%       | \$ 215                       | \$ 223        | 4%        | \$ 197                 | \$ 200                 | 2%        | 592          | 624          | 5%        | 97          | 97         | 0%        |
| East Naples         | 70         | 78         | 11%       | 535                    | 512                    | -4%       | 44         | 60         | 36%       | 507                    | 488                    | -4%       | \$ 240                       | \$ 305        | 27%       | \$ 263                 | \$ 273                 | 4%        | 400          | 408          | 2%        | 81          | 128        | 58%       |
| Immokalee/Ave Maria | 2          | 1          | -50%      | 13                     | 4                      | -69%      | 1          | 1          | 0%        | 10                     | 5                      | -50%      | \$ 240                       | \$ 218        | -9%       | \$ 234                 | \$ 250                 | 7%        | 4            | 7            | 75%       | 131         | 85         | -35%      |
| <b>TOTAL</b>        | <b>663</b> | <b>674</b> | <b>2%</b> | <b>4,616</b>           | <b>4,672</b>           | <b>1%</b> | <b>476</b> | <b>479</b> | <b>1%</b> | <b>4,371</b>           | <b>4,531</b>           | <b>4%</b> | <b>\$ 272</b>                | <b>\$ 295</b> | <b>8%</b> | <b>\$ 255</b>          | <b>\$ 266</b>          | <b>4%</b> | <b>3,128</b> | <b>3,129</b> | <b>0%</b> | <b>93</b>   | <b>100</b> | <b>8%</b> |

### Legend

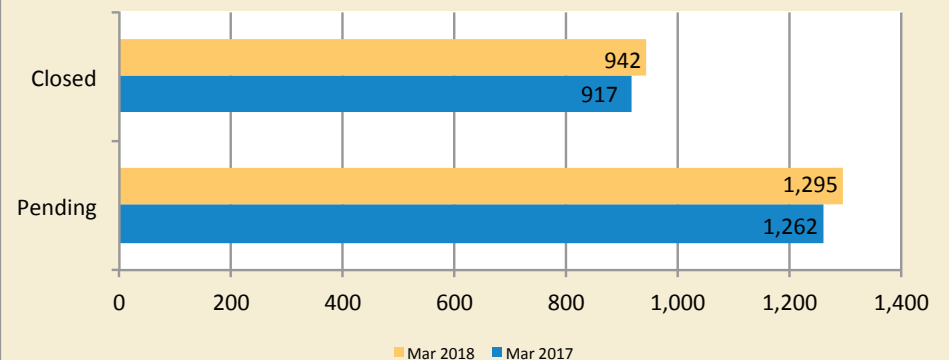
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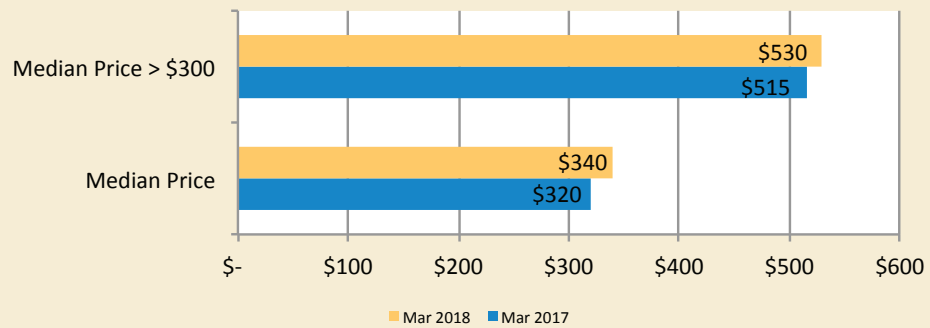
### Most Recent 12 Months



### Month to Month



### Median Closed Price (,000's) 12 Months Ending



### Inventory

