

# LUXURY INVENTORY VS. SALES | MAY 2025

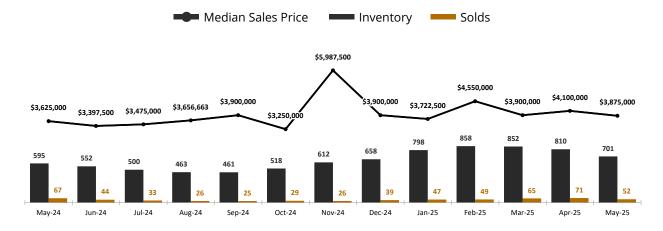


Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,462,500	3	3	2	24	8%
2,000 - 2,999	\$2,693,750	3	3	8	97	8%
3,000 - 3,999	\$3,225,000	4	4	15	183	8%
4,000 - 4,999	\$5,125,000	4	5	12	168	7%
5,000 - 5,999	\$3,950,000	5	6	7	98	7%
6,000+	\$12,087,500	5	7	8	131	6%

<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

VARIANCE: **176**%

#### 13-MONTH LUXURY MARKET TREND4



### MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY TOTAL SOLDS SALES PRICE May 2024 May 2025 May 2024 May 2025 May 2024 May 2025 595 67 52 \$3.63m \$3.88m 701 VARIANCE: 18% VARIANCE: -22% VARIANCE: 7% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET May 2024 May 2025 May 2024 May 2024 May 2025 May 2025 \$1.006 \$1.121 95.24% 92.04% 37 102

## NAPLES MARKET SUMMARY | MAY 2025

VARIANCE: -3%

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **92.04% of list price** in May 2025.

VARIANCE: 11%

- The most active price band is \$2,500,000-\$2,599,999, where the sales ratio is 25%.
- The median luxury sales price for single-family homes is \$3,875,000.
- The median days on market for May 2025 was 102 days, up from 37 in May 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

Luxury Benchmark Price<sup>1</sup>: \$1,275,000

# LUXURY INVENTORY VS. SALES | MAY 2025



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,350,000	2	2	5	36	14%
1,500 - 1,999	\$1,600,000	2	2	13	168	8%
2,000 - 2,499	\$2,650,000	3	3	4	139	3%
2,500 - 2,999	\$2,325,000	3	3	8	150	5%
3,000 - 3,499	\$2,490,000	4	4	10	76	13%
3,500+	\$9,925,000	4	5	8	75	11%

<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

May-24

Luxury Benchmark Price<sup>1</sup>: \$1,275,000

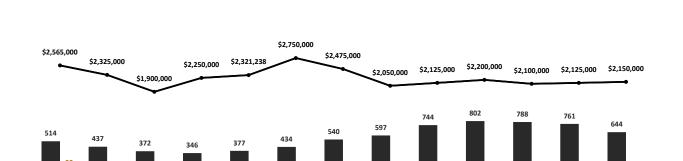
#### 13-MONTH LUXURY MARKET TREND4

Inventory Solds

Median Sales Price

Aug-24

Jul-24



### MEDIAN DATA REVIEW | MAY

Nov-24

Dec-24

Jan-25

Feb-25

Mar-25

TOTAL INVENTORY TOTAL SOLDS SALES PRICE May 2024 May 2024 May 2025 May 2025 May 2024 May 2025 \$2.57m \$2.15m 514 644 99 48 VARIANCE: 25% VARIANCE: -52% VARIANCE: -16% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET May 2024 May 2025 May 2024 May 2024 May 2025 May 2025 \$996 \$996 97.65% 92.65% 59 61 VARIANCE: 0% VARIANCE: -5% VARIANCE: 3%

## NAPLES MARKET SUMMARY | MAY 2025

- The attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **92.65% of list price** in May 2025.
- The most active price band is \$2,000,000-\$2,099,999, where the sales ratio is 18%.
- The median luxury sales price for attached homes is \$2,150,000.
- The median days on market for May 2025 was 61 days, up from 59 in May 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.