

PELICAN BAY MARKET REPORT - Q4 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

\$4.7B+
IN WRITTEN
SALES VOLUME

22
LOCATIONS FROM
MARCO ISLAND TO
PINE ISLAND

700+
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

A LOCAL LEGACY
OF ACHIEVEMENT



PELICAN BAY

PELICAN BAY MONTHLY MARKET REPORT

Q4 2022

Pelican Bay Single-Family Homes	2
Pelican Bay Villas	3
Pelican Bay High-Rise Condominiums	6
Pelican Bay Low-Rise and Mid-Rise Condominiums	8
Bay Colony Single-Family Homes	10
Bay Colony Villas	12
Bay Colony Condominiums	14

PELICAN BAY SINGLE-FAMILY HOMES

MARKET REPORT - Q4 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Data Represented on 12-Month Rolling Basis.

	2016	2017	2018	2019	2020	2021	2022
Listed	52	53	67	47	53	49	30
Sold	32	37	38	28	45	54	30
Avg. Sale \$	\$1,486,013	\$1,715,628	\$2,289,248	\$2,078,304	\$2,671,753	\$3,473,364	\$4,986,533



NEW
LISTINGS

30
↓38.78%



CLOSED
SALES

30
↓44.44%



AVERAGE
SALES PRICE

\$4,986,533
↑43.56%



CURRENT
INVENTORY

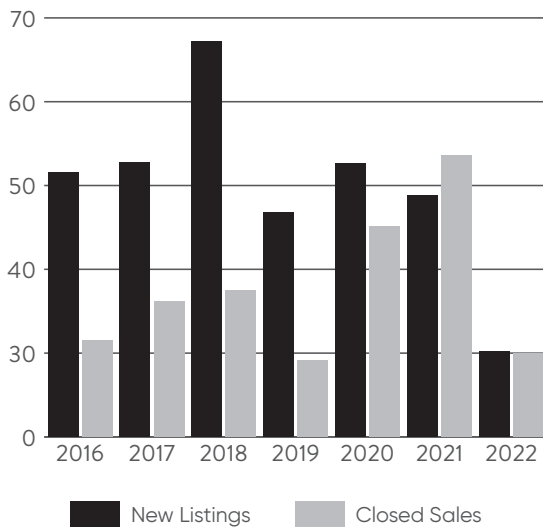
9
↑80.00%



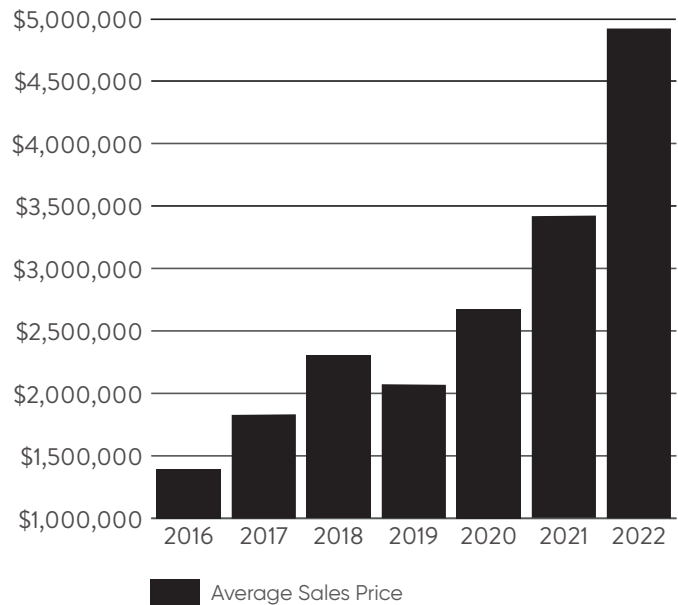
MONTHS OF
SUPPLY

3.60
↑224.00%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 30 properties sold, sales were down 44.44% from the preceding 12-month period when 54 properties were sold. New listings were down 38.78%, from 49 to 30. The average sales price, at \$4,986,533 was up 43.56% from \$3,473,364. As of December 31, 2022, inventory stood at 9 units while months of supply was 3.60 months.

PELICAN BAY VILLAS

MARKET REPORT - Q4 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	47	27	51	52	41	35	26
Sold	30	27	35	31	50	40	21
Avg. Sale \$	\$1,129,983	\$1,218,981	\$1,304,684	\$1,184,065	\$1,451,730	\$1,551,188	\$2,109,738



NEW LISTINGS

26
↓25.71%



CLOSED SALES

21
↓47.50%



AVERAGE SALES PRICE

\$2,109,738
↑36.01%



CURRENT INVENTORY

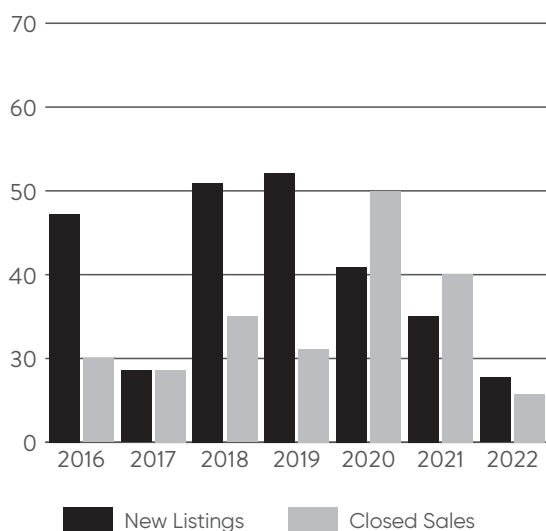
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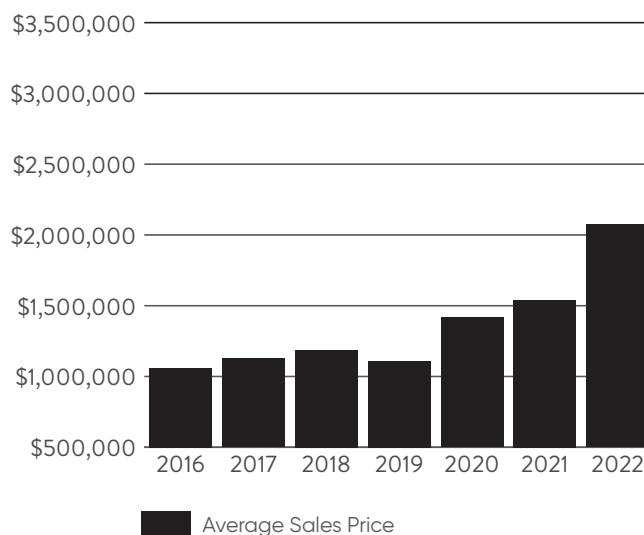
MONTHS OF SUPPLY

3.43

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 21 properties sold, sales were down 47.50% from the preceding 12-month period when 40 properties were sold. New listings were down 25.71%, from 35 to 26. The average sales price, at \$2,109,738 was up 36.01% from \$1,551,188. As of December 31, 2022, inventory stood at 6 units while months of supply was 3.43 months.

PELICAN BAY HIGH-RISE CONDOMINIUMS

MARKET REPORT - Q4 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	149	113	137	157	155	162	109
Sold	85	89	71	101	122	182	100
Avg. Sale \$	\$1,314,076	\$1,293,708	\$1,178,672	\$1,930,743	\$1,479,470	\$1,768,406	\$2,366,640



NEW
LISTINGS

109
↓32.72%



CLOSED
SALES

100
↓45.05%



AVERAGE
SALES PRICE

\$2,366,640
↑33.83%



CURRENT
INVENTORY

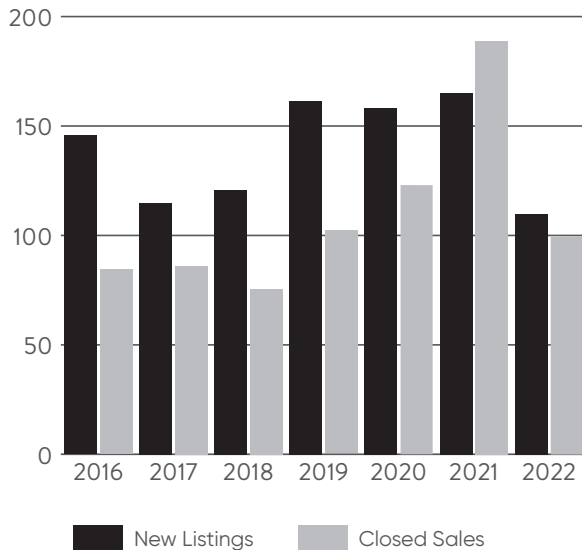
15
↑114.29%



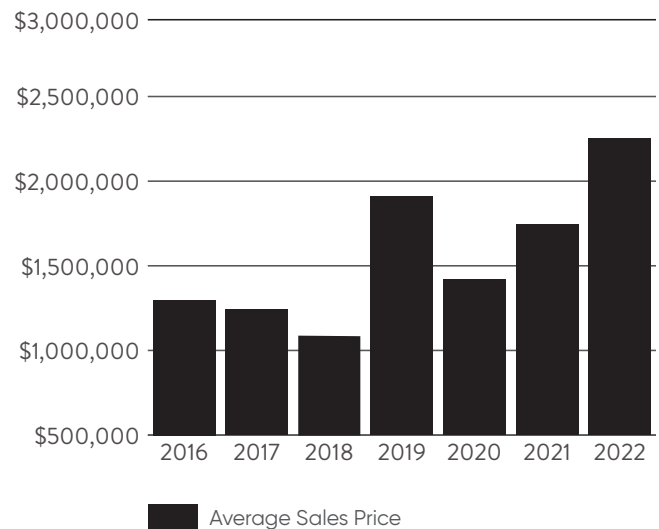
MONTHS OF
SUPPLY

1.80
↑290.00%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 100 properties sold, sales were down 45.05% from the preceding 12-month period when 182 properties were sold. New listings were down 32.72%, from 162 to 109. The average sales price, at \$2,366,640 was up 33.83% from \$1,768,405. As of December 31, 2022, inventory stood at 15 units while months of supply was 1.80 months.

PELICAN BAY LOW-RISE AND MID-RISE CONDOMINIUMS

MARKET REPORT - Q4 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	205	177	205	168	181	188	152
Sold	117	144	142	106	137	222	122
Avg. Sale \$	\$625,684	\$603,249	\$597,950	\$583,730	\$582,520	\$720,509	\$1,067,848



NEW LISTINGS

152
↓19.15%



CLOSED SALES

122
↓45.05%



AVERAGE SALES PRICE

\$1,067,848
↑48.21%



CURRENT INVENTORY

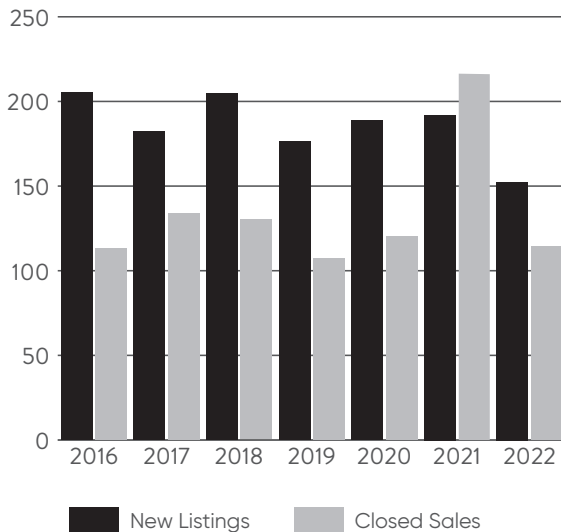
23
↑283.33%



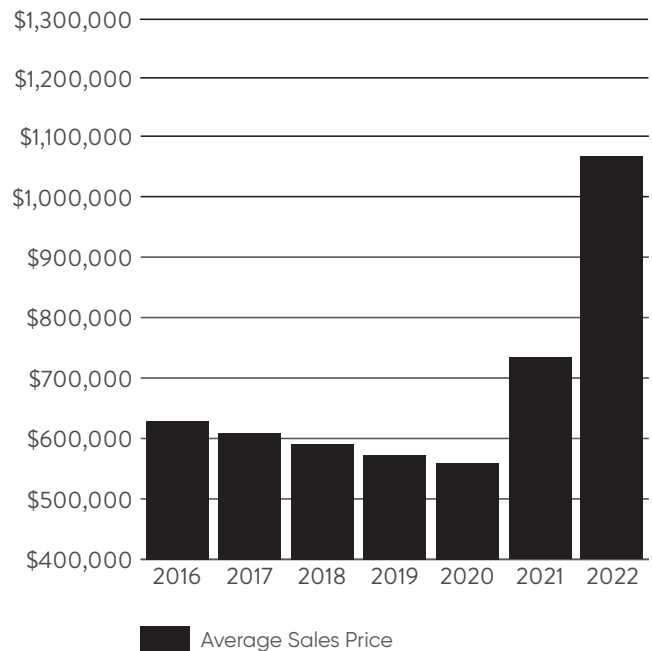
MONTHS OF SUPPLY

2.26
↑597.54%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 122 properties sold, sales were down 45.05% from the preceding 12-month period when 222 properties were sold. New listings were down 19.15%, from 188 to 152. The average sales price, at \$1,067,848 was up 48.21% from \$720,509. As of December 31, 2022, inventory stood at 23 units while months of supply was 2.26 months.

BAY COLONY SINGLE-FAMILY HOMES

MARKET REPORT - Q4 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	7	5	10	6	11	11	3
Sold	2	2	3	5	7	9	2
Avg. Sale \$*	\$5,736,150	\$3,475,000	\$3,450,000	\$8,764,000	\$7,297,143	\$9,805,556	\$5,066,000



NEW
LISTINGS

3
↓72.73%



CLOSED
SALES

2
↓77.78%



AVERAGE
SALES PRICE

\$5,066,000
↓48.34%*



CURRENT
INVENTORY

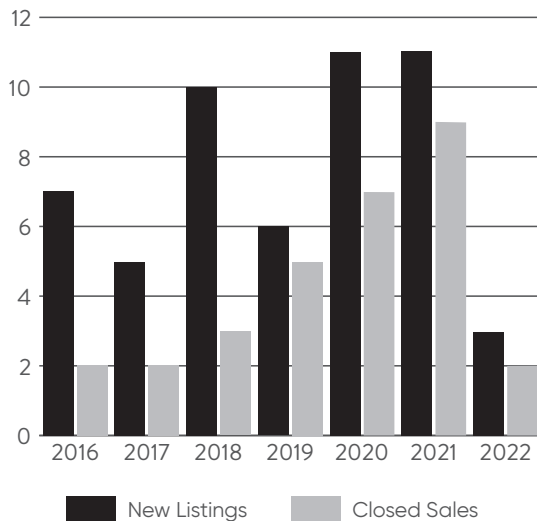
3
↑50.00%



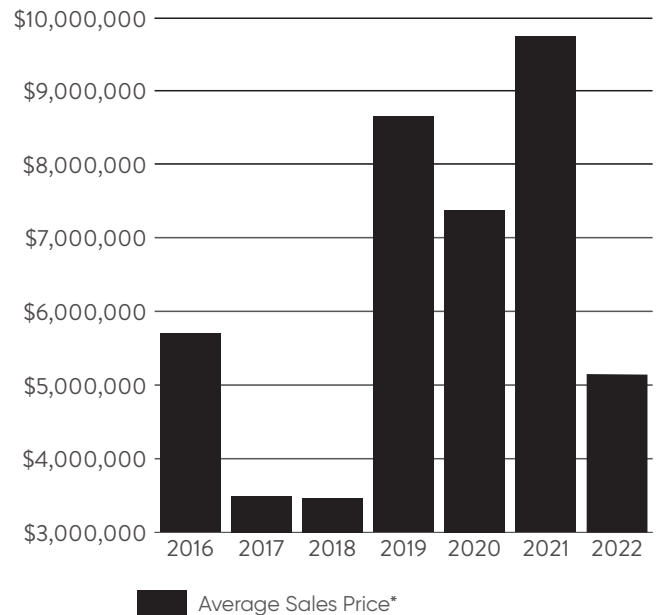
MONTHS OF
SUPPLY

18.00
↑575.00%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 2 properties sold, sales were down 77.78% from the preceding 12-month period when 9 properties were sold. New listings were down 72.73%, from 11 to 3. The average sales price, at \$5,066,000 was down 48.34% from \$9,805,556, due to two sales having occurred in the higher priced Strand at Bay Colony in 2021, while none occurred there in 2022. As of December 31, 2022, inventory stood at 3 units while months of supply was 18 months. **Some notable year-over-year pricing fluctuations may be due to whether sales occurred in the higher priced Strand at Bay Colony during a given year.*

BAY COLONY VILLAS

MARKET REPORT - Q4 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	7	5	4	10	11	7	5
Sold	3	1	4	2	5	12	3
Avg. Sale \$	\$2,692,004	\$3,200,000	\$3,125,000	\$2,300,018	\$4,110,000	\$2,972,083	\$4,944,000



NEW LISTINGS

5
↓28.57%



CLOSED SALES

3
↓75.00%



AVERAGE SALES PRICE

\$4,944,000
↑66.35%



CURRENT INVENTORY

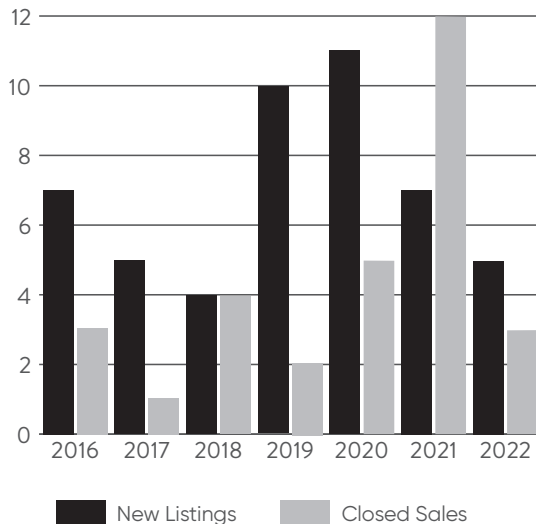
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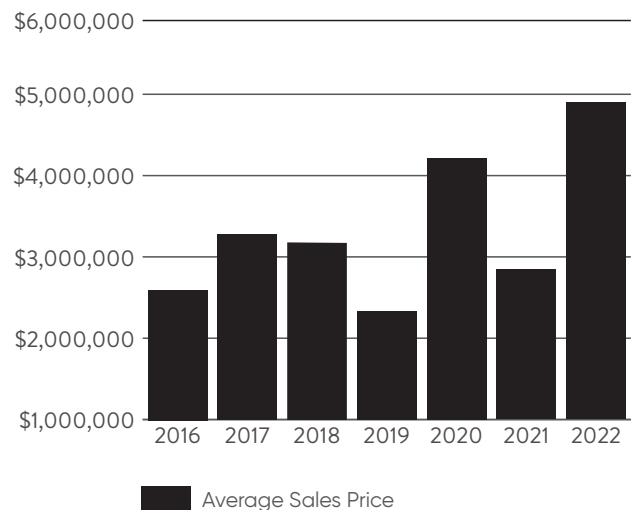
MONTHS OF SUPPLY

4.00

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 3 properties sold, sales were down 75% from the preceding 12-month period when 12 properties were sold. New listings were down 28.57%, from 7 to 5. The average sales price, at \$4,944,000 was up 66.35% from \$2,972,083. As of December 31, 2022, inventory stood at 1 unit while months of supply was 4 months.

BAY COLONY CONDOMINIUMS

MARKET REPORT - Q4 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE

	2016	2017	2018	2019	2020	2021	2022
Listed	49	54	52	48	58	40	21
Sold	21	24	35	26	40	59	19
Avg. Sale \$	\$3,651,619	\$3,006,038	\$3,171,886	\$3,586,908	\$2,612,275	\$3,392,034	\$4,524,349



NEW
LISTINGS

21
↓47.50%



CLOSED
SALES

19
↓67.80%



AVERAGE
SALES PRICE

\$4,524,349
↑33.38%



CURRENT
INVENTORY

2
↑100.00%



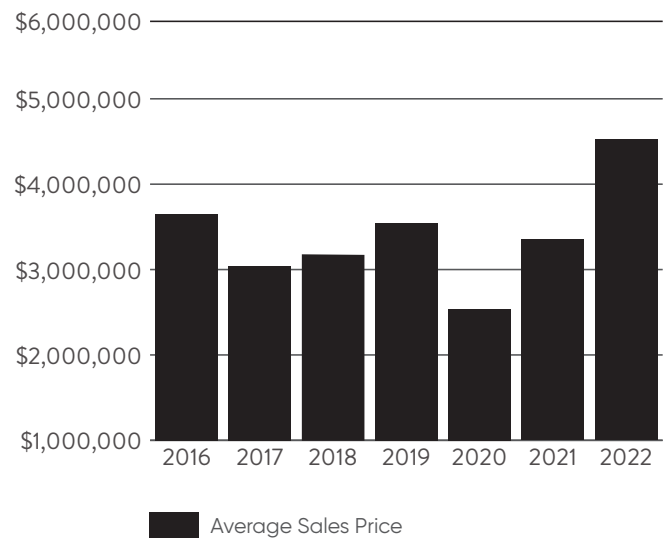
MONTHS OF
SUPPLY

1.26
↑521.05%

12 MONTH NEW LISTING AND
CLOSED SALES



12 MONTH AVERAGE
SALES PRICE



SUMMARY

With 19 properties sold, sales were down 67.80% from the preceding 12-month period when 59 properties were sold. New listings were down 47.50%, from 40 to 21. The average sales price, at \$4,524,349 was up 33.38% from \$3,392,034. As of December 31, 2022, inventory stood at 2 units while months of supply was 1.26 months.

THE UNRIVALED LEADER IN REAL ESTATE



CHRISTIE'S
INTERNATIONAL REAL ESTATE

John R. Wood Christie's International Real Estate
is the #1 Brokerage in Southwest Florida.

#1

#1 in Sales Volume

#1 in Listing Sold

#1 in Transactions

Lee & Collier Counties Combined

Also the Sales Volume Leader Individually
in Naples, Bonita Springs/Estero, Fort Myers,
Fort Myers Beach and Pine Island.

Contact us to market your home today | JohnRWood.com | (239) 262-1900

For residential improved property, excluding manufactured, in Lee and Collier 1/1/2022 through 12/31/2022. Source: SWFLA MLS