



## GREETINGS FROM STEVE AND JULIA!

A big "Thank You" to our customers for your business!

Julia and I want to give back and make a difference.

When you list or when you buy your home with us, we will donate a portion of the sales commission toward **BREAST CANCER RESEARCH**.

This is a win-win: Hire a top agent and also help fight breast cancer!

Please contact me with any and all questions.

### NAPLES AREA: SEPTEMBER HOME SALES SURGE

The Naples Area Board of REALTORS® reported September 2025 activity compared to September 2024: total closed sales were up by 10.7% with 602 closings compared to 544 a year ago, total pending sales were up 21.1% (753 pending sales vs. 622) and the overall median closed price was \$550,000 for a decrease of 6.3% from a year ago. The single-family median closed price was \$715,000, down 1.4%, and the condominium median closed price was \$410,000, down 8.9%. Total inventory was up 3% to 4,804 listings from 4,666 a year ago, with single-family home inventory at 2,345 listings (down 0.5%) and condominium inventory at 2,459 listings (up 6.5%). Overall new listings were down by 11.5% to 972 new listings compared to 1,098 new listings in September 2024. The ultra-luxury market (over \$5 million) saw its median closed price increase 7.5% over the last 12 months, from \$7 million to \$7,525,000.

### BONITA / ESTERO: SEPTEMBER ACTIVITY

The Bonita Springs-Estero REALTORS® reported a stabilizing trend across Southwest Florida's housing market. Comparing September 2025 to September 2024: new listings dipped slightly from 4,944 to 4,838 (-2.1%), while pending sales improved from 2,962 to 3,393 (+14.6%), and closed sales inched up from 2,536 to 2,588 (+2.1%). Inventory finished at 24,557 homes (+9.1%), with 9.5 months supply (+6.7%). The overall median price reached \$365,000. Single-family homes posted a median price of \$420,000 (DOM 64) versus \$415,000 last September, while condos recorded a median price of \$350,000 (DOM 99) versus \$365,000. The combination of steady listing activity, longer selling times, and restrained price growth is indicating a more balanced and negotiable market.

### MARCO ISLAND AREA: CLOSED SALES UP 139%

The Marco Island Area Assoc. of Realtors® reported September 2025 figures as compared to September 2024:

Inventory was down 4%; the number of properties sold was up by 139%; the average days on market was down by 49%; and the dollar volume sold was \$129.6M, up 207% from the year before. In September, the median sales price for homes was \$1.55M, for condos was \$686K and for lots was \$700K.

### FLORIDA: CLOSED SALES INCREASE

In September, closed sales of Florida single-family homes were up year-over-year for only the third time in 2025, rising by over 13.5% compared to a year ago. Closed sales of condos and townhomes were up year-over-year in September for the first time in 17 months, rising by 8% compared to a year ago. "The downward trend in mortgage rates, combined with expectations among buyers of more rate cuts in the future, had a positive effect on demand for Florida homes," stated Brad O'Connor, Chief Economist at the Florida Association of REALTORS®. New pending sales of Florida single-family homes were up by 7% in September, and condo/townhomes were up by over 6.5% compared to a year ago. The median price for single-family homes was \$410,000 (unchanged from a year ago) and for condo/townhomes was \$299,000, a 5% decrease from September 2024.

### USA: SALES INCREASE IN SEPTEMBER

Existing-home sales increased by 1.5% month-over-month in September. "As anticipated, falling mortgage rates are lifting home sales," said NAR Chief Economist Dr. Lawrence Yun. "Improving housing affordability is also contributing to the increase in sales. Inventory is matching a five-year high, though it remains below pre-COVID levels. Many homeowners are financially comfortable, resulting in very few distressed properties and forced sales. Home prices continue to rise in most parts of the country, further contributing to overall household wealth." The median single-family home price in September was \$420,700, up 2.3% from September 2024, and for condos was \$360,300, down 0.6%.

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