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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: STRONG ACTIVITY IN JUNE

The Naples area housing market delivered one of its strongest June performances in five years, with overall closed sales increasing 16.5% to 881 closed sales from 756 closed sales in June 2025 and pending sales increasing 14.9% to 855 pending sales from 744 pending sales in June 2025. Year-to-date closed sales reached 5,229 transactions, a 17.9% increase over the same period in 2025. Pending sales increased 28.5% year to date. Overall inventory decreased 23.4% to 4,741 homes from 6,189 homes in June 2025. This affects the overall months of inventory supply, which decreased 35.1% in June to 6.3 months from 9.7 months in June 2025. The overall median closed price in Naples during June increased 3.8% to $595,000 from $573,450 in June 2025. (The median closed price for single-family homes was $750,00 and for condos was $442,500.) Overall, homes sold for an average of 94.5% of their most recent list price. Condo sales increased 27.7% in June to 424 closed sales from 332 closed sales in June 2025. Pending sales of condominiums increased 10.2% during the month and are up more than 48% year to date. All this activity is putting a strain on condominium inventory, which decreased 23.2% to 2,470 condominiums available from 3,217 condominiums available in June 2025.

BONITA / ESTERO: ROBUST BUYER DEMAND

Based on June 2026 market data, the Bonita Springs-Estero region continued to show robust buyer demand and tight inventory. Pending sales jumped 21% and closed sales (280 units) rose 20% compared to June of last year, despite a decrease in new listings. There were 257 new listings in June, down 8% from June 2025. Overall inventory was down 31% compared to a year ago. The overall median sales price in June was $555,000, and the median days on market was 69 days.

MARCO ISLAND AREA: SALES INCREASE

The Marco Island Area Assoc. of Realtors® reported June 2026 figures as compared to June 2025: Inventory was down 34% to 445 properties for sale; the number of properties sold was up by 11%; the average days on market was 120 days, and the dollar volume sold was $127M, up 8% from the year before. In June, the median sales price for homes was $1.5M, for condos was $640K and for lots was $548K for an overall decrease of 7%.

FLORIDA: PENDING SALES STRONG

Closed sales, pending sales and median prices increased in June. New pending sales of Florida single-family homes increased 4.1% from June 2025, reaching 24,235. Pending inventory rose 5.1% year over year to 32,034. The statewide numbers suggest Florida buyers remained active despite mortgage rates near 6.5% and affordability concerns weighing on the broader U.S. market. Single-family closed sales totaled 26,036, up 9.3% from a year earlier. Condo and townhouse sales reached 8,900, up 14% year over year. The median single-family price increased 4.9% to $432,000, while the condo and townhouse median rose 1.7% to $305,000. Single-family inventory stood at a 4.5-month supply, while condo and townhouse inventory was at an 8.1-month supply.

USA: PENDING SALES DECREASE

Pending home sales in June decreased by 5.4%. "The highest mortgage rates in nearly a year and the record-high national median home price together are contributing to a tepid housing market that is especially difficult for first-time homebuyers," said NAR Chief Economist Dr. Lawrence Yun.

DOWNING-FRYE REALTY, INC.

Voted "Naples Best" for 23 years running!

Sources: The Bonita Springs-Estero REALTORS®/SWFLMLS, Naples Area Board of REALTORS®, National Assoc. of REALTORS®, Florida REALTORS® Marco Island Area Assoc. of REALTORS®