



Market Update

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: IMPROVED AFFORDABILITY

The Naples Area Board of REALTORS® (NABOR®) reported October 2025 figures as compared to October 2024: Total closed sales were up by 10.7% and pending sales were up by 21.1%. New listings were down by 11.5%, but total active listings were up by 3%. Single-family listings totaled 2,345 and condominium listings totaled 2,459. Single-family closed sales were up by 11.8% and had a median closed sales price of \$715,000, down 1.4%. Condominium closed sales were up by 9.3% and had a median closed sales price of \$410,000, down 8.9% from October 2024. The overall median closed price in October increased .9% to \$575,000 from \$570,000 in October 2024. Cash sales were 58% of all sales in October.

BONITA / ESTERO: OCTOBER ACTIVITY

The Bonita Springs-Estero Realtors reported October 2025 figures as compared to October 2024 for Southwest Florida. For single-family homes: new listings were up 23.99%, pending sales were up 43.71% and closed sales were up 20.18%. The single-family median sales price was \$445,000, an increase of 1.14%. For condos: new listings were up 56.30%, pending sales were up 53.54% and closed sales were up 23.85%. The median sales price for condos was \$350,000, down 5.15% from October 2024. There was a 7.2-month supply of single-family homes and 10.8-month supply of condos for sale in October 2025.

MARCO ISLAND AREA: SALES UP 8%

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

Inventory was down 3%; the number of properties sold was up by 8%; the average days on market was down by 26%; and the dollar volume sold was \$76M, up 20% from the year before. In October, the median sales price for homes was \$1.8M, for condos was \$748K and for lots was \$395K.

FLORIDA: SUPPLY UP, PRICES EASE

Florida's housing market in October reported more closed sales, an uptick in inventory (active listings) and median prices that continue to ease. October's closed sales of existing single-family homes statewide totaled 21,191, up 13.8% year-over-year, while existing condo-townhouse sales totaled 7,223, up 11.1% over October 2024. The statewide median sales price for single-family existing homes in October was \$411,105, down 0.9% compared to a year ago, while the statewide median price for condo-townhouse units was \$300,000, down 4.8% from October 2024. Single-family existing homes were at a 5.1-months' supply in October, while condo-townhouse properties were at a 9.3-months' supply.

USA: PENDING SALES INCREASE

Pending home sales in October increased by 1.9% from the prior month and fell 0.4% year over year. Year-over-year pending home sales increased in the Midwest and South and decreased in the Northeast and West. "The Midwest shined above other regions due to better affordability, while contract signings retreated in the more expensive West region," said NAR Chief Economist Lawrence Yun. "Days on the market typically lengthen from November through February, providing better negotiating power to buyers during the holiday season."

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