



2022 YEAR END MARKET REPORT

SANIBEL STATS

| Single Family | December | | | Year to Date | | |
|---------------------------------|-------------|-----------|----------|--------------|--------------|----------|
| | 2021 | 2022 | % Change | Thru 12-2021 | Thru 12-2022 | % Change |
| Key Metrics | | | | | | |
| New Listings | 15 | 58 | + 286.7% | 295 | 278 | - 5.8% |
| Pending Sales | 19 | 22 | + 15.8% | 326 | 174 | - 46.6% |
| Closed Sales | 23 | 24 | + 4.3% | 335 | 176 | - 47.5% |
| Days on Market Until Sale | 59 | 30 | - 49.2% | 89 | 54 | - 39.3% |
| Median Sales Price* | \$1,310,000 | \$799,222 | - 39.0% | \$1,040,000 | \$1,330,000 | + 27.9% |
| Average Sales Price* | \$1,731,870 | \$991,401 | - 42.8% | \$1,375,380 | \$1,625,650 | + 18.2% |
| Percent of List Price Received* | 97.5% | 94.5% | - 3.1% | 97.2% | 98.0% | + 0.8% |
| Inventory of Homes for Sale | 31 | 90 | + 190.3% | — | — | — |
| Months Supply of Inventory | 1.1 | 5.2 | + 372.7% | — | — | — |



| Condo | December | | | Year to Date | | |
|---------------------------------|-------------|-------------|----------|--------------|--------------|----------|
| | 2021 | 2022 | % Change | Thru 12-2021 | Thru 12-2022 | % Change |
| Key Metrics | | | | | | |
| New Listings | 12 | 13 | + 8.3% | 242 | 149 | - 38.4% |
| Pending Sales | 18 | 6 | - 66.7% | 290 | 116 | - 60.0% |
| Closed Sales | 19 | 5 | - 73.7% | 287 | 123 | - 57.1% |
| Days on Market Until Sale | 37 | 36 | - 2.7% | 103 | 44 | - 57.3% |
| Median Sales Price* | \$875,000 | \$1,245,000 | + 42.3% | \$765,000 | \$950,000 | + 24.2% |
| Average Sales Price* | \$1,095,547 | \$1,467,000 | + 33.9% | \$875,128 | \$1,136,199 | + 29.8% |
| Percent of List Price Received* | 99.8% | 96.6% | - 3.2% | 98.1% | 98.1% | 0.0% |
| Inventory of Homes for Sale | 26 | 30 | + 15.4% | — | — | — |
| Months Supply of Inventory | 1.1 | 2.8 | + 154.5% | — | — | — |

CAPTIVA STATS

| Single Family | December | | | Year to Date | | |
|---------------------------------|-------------|------|----------|--------------|--------------|----------|
| | 2021 | 2022 | % Change | Thru 12-2021 | Thru 12-2022 | % Change |
| Key Metrics | | | | | | |
| New Listings | 3 | 3 | 0.0% | 22 | 27 | + 22.7% |
| Pending Sales | 1 | 2 | + 100.0% | 37 | 23 | - 37.8% |
| Closed Sales | 2 | 0 | - 100.0% | 40 | 22 | - 45.0% |
| Days on Market Until Sale | 92 | — | — | 271 | 133 | - 50.9% |
| Median Sales Price* | \$4,150,000 | — | — | \$2,187,500 | \$5,147,250 | + 135.3% |
| Average Sales Price* | \$4,150,000 | — | — | \$2,705,373 | \$5,636,386 | + 108.3% |
| Percent of List Price Received* | 100.4% | — | — | 94.3% | 96.2% | + 2.0% |
| Inventory of Homes for Sale | 10 | 10 | 0.0% | — | — | — |
| Months Supply of Inventory | 3.0 | 3.9 | + 30.0% | — | — | — |



| Condo | December | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|--------------|----------|
| | 2021 | 2022 | % Change | Thru 12-2021 | Thru 12-2022 | % Change |
| Key Metrics | | | | | | |
| New Listings | 3 | 2 | - 33.3% | 50 | 34 | - 32.0% |
| Pending Sales | 6 | 0 | - 100.0% | 62 | 28 | - 54.8% |
| Closed Sales | 6 | 0 | - 100.0% | 64 | 28 | - 56.3% |
| Days on Market Until Sale | 43 | — | — | 130 | 52 | - 60.0% |
| Median Sales Price* | \$609,500 | — | — | \$880,000 | \$1,200,000 | + 36.4% |
| Average Sales Price* | \$671,500 | — | — | \$1,150,373 | \$1,458,983 | + 26.8% |
| Percent of List Price Received* | 100.5% | — | — | 98.1% | 99.7% | + 1.6% |
| Inventory of Homes for Sale | 7 | 8 | + 14.3% | — | — | — |
| Months Supply of Inventory | 1.4 | 2.0 | + 42.9% | — | — | — |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.