

GREY OAKS MARKET UPDATE

NOVEMBER 2025



Key Market Statistics

Trailing 12 Months⁽¹⁾

\$4,150,000

Average List Price

-6% YoY

\$3,613,000

Median Sale Price

+5% YoY

\$982

Average Price Per Square Foot

-3% YoY

43

New Listings

-25% YoY

48

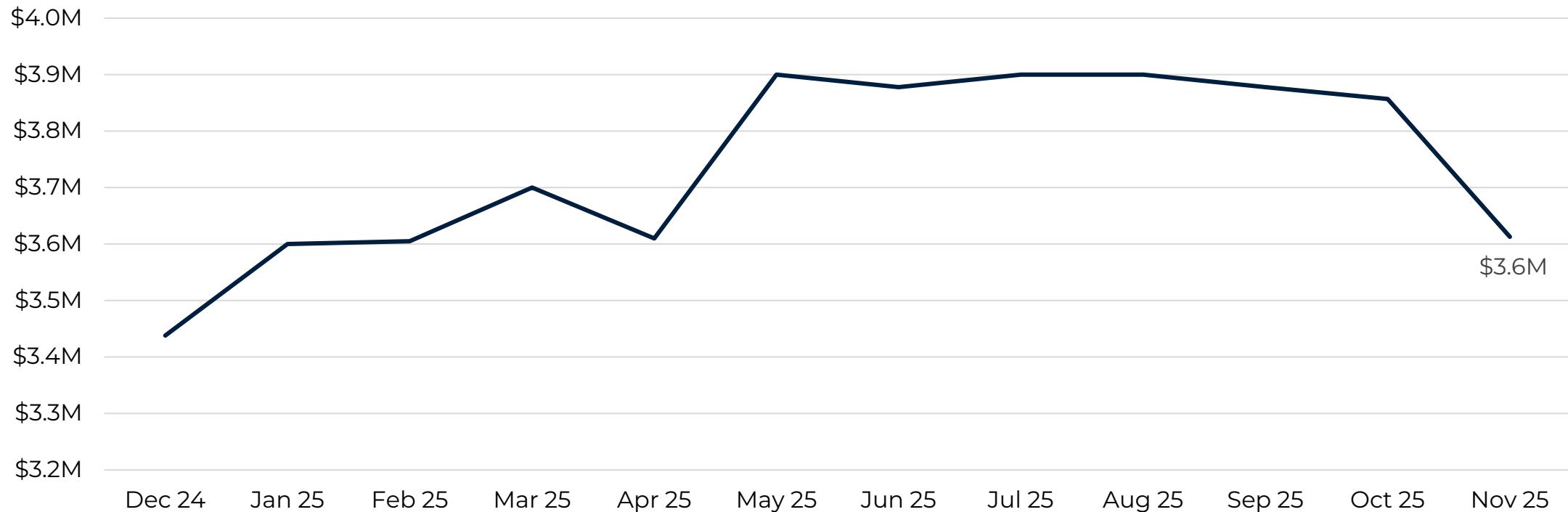
Closed Sales

-19% YoY

Remarks: Grey Oaks' market softened over the past 12 months, with mixed pricing but noticeably lower sales due to lower inventory.

Median Sale Price

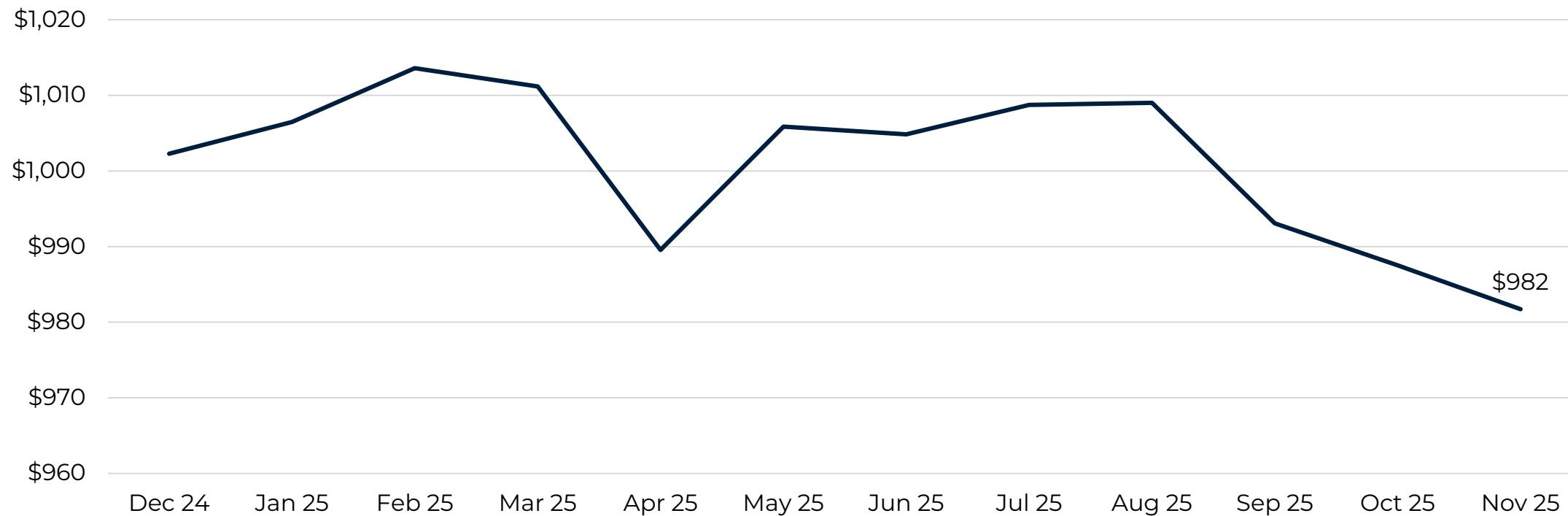
Trailing 12 Months⁽¹⁾



Remarks: Median sale prices remained constant in the mid-upper \$3M range.

Average Price Per Square Foot

Trailing 12 Months⁽¹⁾



Remarks: Average price per square foot eased through the second half of the year, with several transactions in the past 3 months closing well below asking price (+10% below).

⁽¹⁾ Data sourced from NABOR as of 12/1/2025.

Key Market Statistics

Month of November 2025⁽¹⁾

1

New Listing

2

Closed Transactions

\$2,475,000

Median Closing Price

166

Days on Market

11

End of Month Inventory

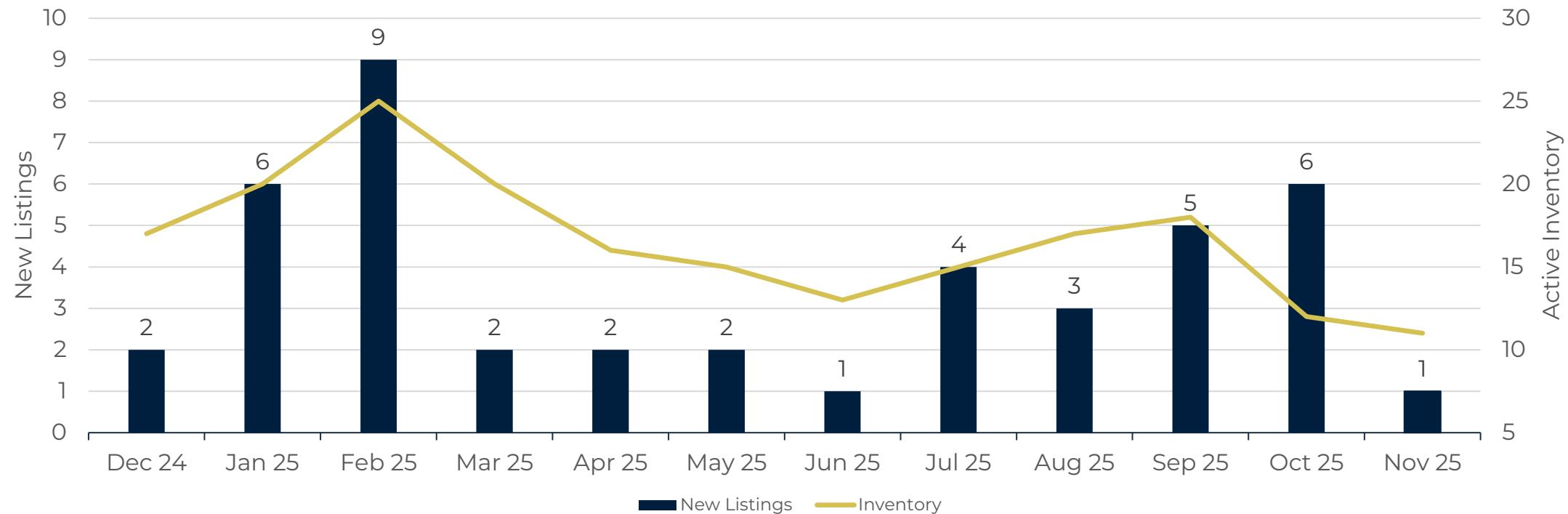
2.8

Months of Supply

Remarks: November saw very light activity with just one new listing and two closings, a median price of \$2.48M, and inventory holding at 11 homes.

New Listings & Active Inventory

Month of November 2025 ⁽¹⁾

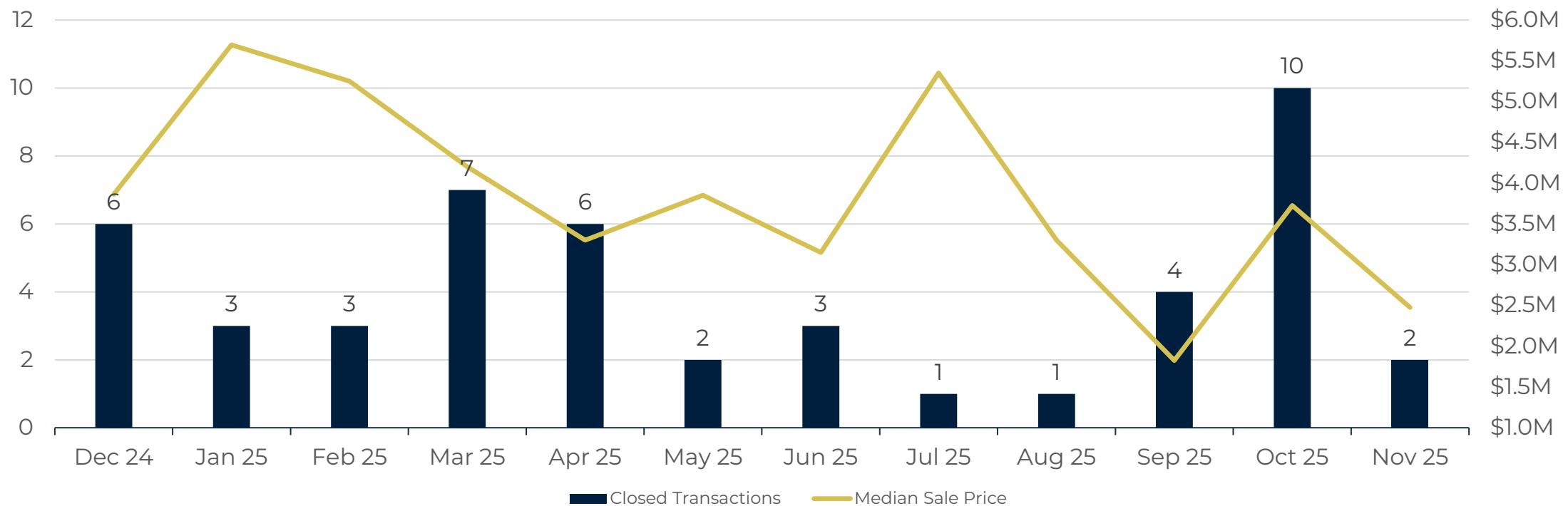


Remarks: New listings dropped sharply in November, with just one home hitting the market—one of the lowest monthly counts of the year.

⁽¹⁾ Data sourced from NABOR as of 12/1/2025.

Closed Transactions & Median Sale Price

Month of November 2025 (1)

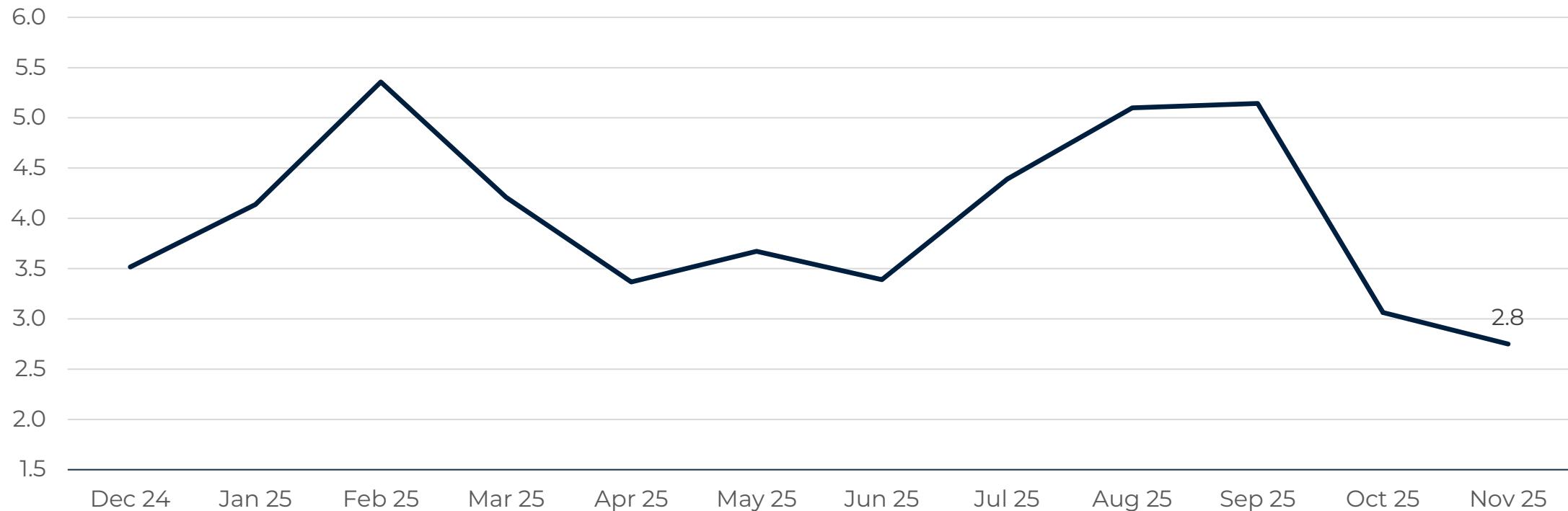


Remarks: Closed sales slowed sharply in November, with just two transactions following October's unusually high spike.

(1) Data sourced from NABOR as of 12/1/2025.

Months of Supply

Month of November 2025 (1)



Remarks: Median closing price dipped to \$2.5M in November, landing well below most months this year due to low transaction count.

Case Study

Staging



Before: Tuscan kitchen with granite countertops



After: New cabinet paint, backsplash, countertops, light fixtures & staging accessories

Case Study

Staging



Before: Old furniture, fixtures & dark walls



After: New furniture, fixtures, lamps, painted walls & staging accessories

Broader Naples Market Update

Latest Data from NABOR⁽¹⁾

5,386

Overall Inventory

+7% YoY

790

Overall Pending Sales

+49% YoY

\$575,000

Median Closed Price

+1% YoY

1,566

New Listings

+27% YoY

663

Overall Closed Sales

+33% YoY

107

Days on Market

+20% YoY

Remarks: The broader Naples market showed solid momentum, with rising inventory, strong gains in pending and closed sales, and stable pricing year-over-year.

Grey Oaks has very different statistics due to high demand and limited inventory.

Want to Know What These Numbers Mean for *Your* Home?

Get a 1-Page Personal Home Estimate

Your home's estimated value range

How your property compares to today's inventory & recent sales

A clear "Sell / Hold / Improve" plan for the next 12-18 months

Email: Ursula.Boyd@icloud.com

Include: Your address and the best
way to reach you

Text: (239) 675-1800

Message: Send your address via SMS

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