HOMES POWERED BY kw NAPLES KELLERWILLIAMS. REALTY

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VWBS REAL ESTATE - 2025 YEAR END REVIEW – ALL HOMES

All Homes in the VWBS – 1655 Total *(All Home Types – Townhomes, Attached Villas, Garden, Classic and Estate Series)*

Sales Activity

- **Total Transactions = 124**
- **Total Closed Sales: 74 (60%)**
  - Price Range: $385,000 – $950,000
  - Average Sale Price: $580,132
  - Average Price per SqFt: $311
  - Average Price Reduction: $80,600, ~9% below list
  - Average Cumulative Days on Market: 106 days
- **Total Pending Listings = 6**
- **Total Active Listings = 19**
- **Total Terminated/Expired/Withdrawn Listings = 25**

📊 Market Summary – 2025 Closed Sales *(grouped by Series)*

	Total	Homes	With				Average			
Series	Homes	Sold	Pools	Low	Median	High	$/SqFt	Price Drop	Drop %	CDOM
Townhomes	430	16	6	$385,000	$436,056	$516,500	$ 233	$ (59,850)	-12%	120
Attachd Villas	238	18	6	$415,000	$468,778	$532,000	$ 298	$ (47,544)	-9%	88
Garden Series	173	6	1	$440,000	$502,917	$570,000	$ 350	$ (48,133)	-8%	65
Classic Series	592	29	22	$574,400	$670,907	$815,000	$ 339	$ (60,095)	-8%	95
Estate Series	222	5	5	$755,000	$822,000	$950,000	$ 334	$ (80,580)	-9%	163
Total Homes	**1655**	**74**	**40**		**$580,132**		**$ 311**	**$ (59,241)**	**-9%**	**106**

Market Insights

🟩 **Townhomes -** More negotiation and longer timelines early in the year, with improved stability for well-priced homes later on. *(Caymans, Dublons)*

🟦 **Villas -** One of the strongest performers. Faster sales and smaller discounts, especially for turnkey and pool homes. *(Capris, Carringtons)*

🟧 **Garden Homes -** Highest price per square foot, but the least tolerance for overpricing. Correct pricing led to very fast sales. *(Grey Mysts, Pine Springs)*

🟨 **Classic Homes -** Steady demand with selective buyers. Pool and move-in-ready homes performed best. *(Montereys, Surrey Crests, Tifton Walk/Ways, Vernon Hills, Willow Bends, Oakmonts, Rainers)*

🟥 **Estate Homes -** Fewer sales and longer timelines. Homes sold once pricing aligned with buyer expectations. *(Carlyles, Dunwoody Lane/Trails, Cambridges, Morningside Lanes)*

Market Trends

📅 **LAST 12 MONTHS (full-year picture across all homes)**

- Steady sales activity across all series, with buyers active at every price point
- Market favored well-priced homes; overpricing consistently led to longer days on market
- Negotiation became the norm, with most homes selling below original list price
- Turnkey, pool, and well-maintained homes consistently outperformed dated or overpriced listings
- Buyers were informed, patient, and highly comparison-driven
- Pricing accuracy — not marketing — was the single biggest factor in achieving a timely sale

📘 **LAST 6 MONTHS (seasonal shift)**

- Slight softening of summer/fall pricing
- Buyers negotiating more aggressively
- Expired and terminated listings increased due to overpricing
- Correctly priced homes still sold steadily

🔥 **LAST 3 MONTHS (current conditions)**

- Increase in pending listings heading into winter
- Pool homes and updated interiors attracting stronger interest
- $/sqft stabilizing
- Faster movement on well-priced homes across all series

🔮 **Looking Ahead to 2026**

The 2026 market is shaping up to be **stable but selective**. Homeowners who understand how their specific model performed - and how buyers behave within that series - will be best positioned moving forward.

🔍 **Want the Full Breakdown for *Your* Home?**

This summary only scratches the surface. I've also created **in-depth reports** by home type to include:

- 12-month, 6-month, and 3-month **trends**
- **Pricing** behavior specific to your series
- Days on market and buyer **demand**
- A **clear takeaway** for homeowners

📩 **To receive** your more **in-depth report:** Simply **reply "YES"** to this email.

No pressure, no obligation - just helpful information from a neighbor who truly loves this community. Whether you're thinking of selling in the next year, making updates, or simply staying informed, I'm always happy to be a resource.

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