



VWBS REAL ESTATE 2025 YEAR END REVIEW – ATTACHED VILLAS

Attached Villas – 238 Total Homes *(Capri, Carrington)*

Sales Activity

- **Total Transactions = 35**
- **Total Closed Sales: 18 (51%)**
 - Price Range: \$415,000 – \$532,000
 - Average Sale Price: \$468,778
 - Average Price Reduction: ~\$47,544, ~9% below list
 - Average Price per SqFt: \$298
 - Average Days on Market: 88 days
- **Pending Listings = 0**
- **Active Listings = 5**
- **Terminated/Expired/Withdrawn Listings = 12**

MARKET TRENDS — ATTACHED VILLAS



Last 12 Months (Full 2025 Activity)

What Stood Out

- Villas outperformed townhomes in both price per square foot and speed
- Buyers still negotiated, but discounts were smaller and more controlled
- Extended Capri and pool villas showed the widest pricing spread, depending on condition and initial pricing



Last 6 Months (Mid-Year Strength)

Market Behavior

- Villas showed stronger buyer demand than other attached products
- Many homes sold in under 60 days when priced realistically
- Longer DOM was almost always tied to early overpricing, not lack of demand
- Typical price adjustments narrowed into the 2–7% range
- Several villas sold with minimal or no reduction
- Turnkey and furnished villas had a clear advantage, especially with seasonal buyers

Buyer Profile

- Buyers were motivated but disciplined
- Villas appealed strongly to:
 - Snowbirds
 - Downsizers
 - Buyers seeking low-maintenance living without sacrificing space



Last 3 Months (Most Recent Trend)

Momentum Shift

- Clear improvement in pricing stability and speed
- Examples include:
 - \$440,000 at list price → sold in 4 days
 - \$465,000 → \$440,000 in 48 days
- Discounts of 0–5% became the norm for well-positioned listings
- Buyers are moving quickly on villas that:
 - Are priced correctly from day one
 - Offer pool, turnkey condition, or flexible furnishings
 - Show clean and updated, even without major renovations



Key Takeaways For Villa Homeowners:

Attached Villas continue to be one of the most stable and sought-after home types in Village Walk. Their flexible layouts, low maintenance, and strong resale history keep them attractive in every market cycle. Updated villas and those with pools continue to lead the market.



To receive a current **fair market evaluation** of your home based on comparables and recent transactions: 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.

Linda Campbell

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