

Market Report – November 2012[©]

for Naples, Bonita, Estero Market Areas



YEAR TO DATE NOVEMBER 2012

The symbol of local knowledge

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2012	17,238	14,053	10,276	\$379,790	\$199,000
2011	18,078	13,700	9,772	\$367,332	\$187,000
2010	20,978	14,092	9,176	\$359,842	\$185,000
2009	21,880	13,754	8,059	\$340,586	\$185,000
2008	24,185	7,979	5,714	\$514,515	\$294,500

MONTH OF NOVEMBER 2012

YEAR	LISTED	PENDED	CLOSED
2012	1,639	1,131	789
2011	1,740	1,037	662
2010	1,954	1,116	627
2009	1,772	1,180	676
2008	2,134	673	380

BREAKDOWN BY PRICE CATEGORY YEAR TO DATE NOVEMBER 2012 (This chart shows the percentage of the market represented by each price segment.)

RANGE	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
0-\$250	8,506	49.34%	8,338	59.33%	6,005	58.44%
\$250-\$500	4,654	27.00%	3,286	23.38%	2,409	23.44%
\$500-\$750	1,647	9.55%	1,046	7.44%	823	8.01%
\$750-\$1M	778	4.51%	464	3.30%	342	3.33%
\$1-\$2M	1,058	6.14%	591	4.21%	465	4.53%
\$2-\$5M	488	2.83%	292	2.08%	209	2.03%
\$5M+	107	0.62%	36	0.26%	23	0.22%

CLOSED SALES

- The number of closed sales year-to-date is comparable to 2005, and the second highest on record for the period.
- Volume of closed sales is up 9% over the same 11 months of 2011.
- The number of closings in November is the highest on record for the month.

PENDED SALES

- The number of pended sales in November is the second highest for the month in the past 13 years.
- Price categories showing the highest percentage increases over November 2011 are the \$2,000,000 - \$5,000,000 segment (up 107%) and the \$250,000 - \$500,000 range (up 42%).

NEW LISTINGS

- The number of properties placed on the market in November is the lowest for the month since 2004.
- Active inventory on December 1, 2012 stands at 6,791 units in the combined Naples, Bonita Springs, Estero market (3,708 condominiums and 3,083 single family homes). This represents a 7.4 month supply based on closings for the past 12 months and is a 15% decrease from prior year.