

Market Report – June 2013 ©

for Naples, Bonita, Estero Market Areas



LISTED, PENDED, CLOSED YEAR TO DATE

The symbol of local knowledge

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2013	9,888	9,252	6,707	\$442,136	\$245,000
2012	9,854	8,672	6,376	\$393,608	\$215,000
2011	10,563	9,105	6,228	\$379,619	\$195,000
2010	12,122	8,920	5,869	\$370,114	\$199,000
2009	13,034	7,671	4,342	\$353,106	\$187,500
2008	14,417	4,497	3,342	\$574,688	\$325,000

MONTH OF JUNE 2013

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2013	1,288	1,192	1,065	\$467,041	\$270,000
2012	1,297	967	1,091	\$388,649	\$220,000
2011	1,392	956	1,045	\$380,839	\$213,000
2010	1,776	1,143	984	\$372,986	\$209,950
2009	1,867	1,299	912	\$347,864	\$188,845
2008	1,976	720	610	\$593,806	\$320,000

BREAKDOWN BY PRICE CATEGORY YEAR TO DATE

(This chart shows the percentage of the market represented by each price segment.)

RANGE (000's)	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
\$0-\$250	4,535	45.9%	4,719	51.0%	3,393	50.6%
\$250-\$500	2,957	29.9%	2,572	27.8%	1,871	27.9%
\$500-\$750	944	9.5%	784	8.5%	611	9.1%
\$750-\$1M	493	5.0%	374	4.0%	260	3.9%
\$1M-\$2M	591	6.0%	524	5.7%	381	5.7%
\$2M-\$5M	315	3.2%	240	2.6%	162	2.4%
\$5M+	53	0.5%	39	0.4%	29	0.4%

Closed Sales

- The trend of rebounding prices continues with the average sales price for the month of June up 20% over June 2012, and a year-to-date increase of 12%.
- The number of closed sales greater than \$1.0 million represents 8.5% of total sales through June 2013. For the past four years, this segment comprised 7.5% or less of overall sales.

Pended Sales

- The number of pended sales in June 2013 is approximately the same as June 2005.
- From year-to-date June 2012 to year-to-date June 2013, the number of pended sales under \$250,000 decreased by 7%, while the \$250,000 - \$500,000 range increased 29.5%. The \$1.0 million plus range posted a 26% increase for the same time period.

New Listings

- On July 1, 2013, available inventory in the combined Naples, Bonita Springs and Estero market stands at 5,173 units (2,418 single family homes and 2,755 condominiums). This represents a 5.3 month supply based on the number of closings in the past 12 months.
- The supply of single family homes and condominiums for sale decreased 19% from July 1, 2012 (6,385 units to 5,173). The average list price as of July 1, 2013 is \$762,294.