

# Market Report – August 2013<sup>©</sup>

## for Naples, Bonita, Estero Market Areas



LISTED, PENDED, CLOSED YEAR TO DATE AUGUST 2013

The symbol of local knowledge

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2013	12,355	11,797	8,863	\$437,143	\$244,500
2012	12,487	10,754	7,988	\$385,690	\$213,700
2011	13,372	10,873	7,790	\$376,262	\$192,000
2010	15,425	10,948	7,328	\$371,042	\$190,000
2009	16,440	10,143	5,913	\$345,688	\$185,000
2008	18,046	5,922	4,363	\$546,638	\$314,200

LISTED, PENDED, CLOSED MONTH OF AUGUST 2013

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2013	1,221	1,324	918	\$428,718	\$237,750
2012	1,315	1,047	836	\$348,193	\$200,000
2011	1,471	894	801	\$327,298	\$175,000
2010	1,674	1,019	721	\$281,606	\$164,500
2009	1,576	1,230	731	\$321,217	\$172,500
2008	1,721	727	503	\$438,475	\$243,000

BREAKDOWN BY PRICE CATEGORY YEAR TO DATE AUGUST 2013 (This chart shows the percentage of the market represented by each price segment)

Range (000's)	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
\$0 - \$250	5,660	45.8%	6,086	51.6%	4,533	51.1%
\$250 - \$500	3,760	30.4%	3,319	28.1%	2,456	27.7%
\$500 - \$750	1,155	9.3%	992	8.4%	809	9.1%
\$750 - \$1M	605	4.9%	457	3.9%	347	3.9%
\$1M - \$2M	724	5.9%	613	5.2%	467	5.3%
\$2M - \$5M	387	3.1%	289	2.4%	216	2.4%
\$5M +	64	0.5%	41	0.3%	35	0.4%

### CLOSED SALES

- The number of closed sales year-to-date for sales greater than \$1,000,000 is up 25% over 2012 (718 vs 575). Volume increased 21%.
- The number of closed sales in August is the highest for the month since 2005.

### PENDED SALES

- Pended sales in August increased 26% over August 2012, with Naples up 19% and Bonita / Estero up 64%.
- All price segments show increases in number of pended sales year-to-date with the exception of properties priced under \$250,000 which declined 4% from from year-to-date August 2012.

### NEW LISTINGS

- On September 1, 2013, available inventory in the combined Naples, Bonita Springs and Estero market stands at 4,932 units (2,422 single family homes and 2,510 condominiums). This represents a 4.9 month supply based on the number of closings in the past 12 months.
- The supply of single family homes and condominiums for sale decreased 20% from September 1, 2012 (6,162 to 4,932). The average list price as of September 1, 2013 is \$748,255.