

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

## for Naples, Bonita, Estero Market Areas



LISTED, PENDED, CLOSED YEAR TO DATE SEPTEMBER 2013

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YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2013	13,351	12,944	9,751	\$435,577	\$250,000
2012	13,807	11,765	8,694	\$380,016	\$201,900
2011	14,852	11,696	8,463	\$372,539	\$191,000
2010	17,057	11,935	7,978	\$365,336	\$189,000
2009	18,155	11,310	6,646	\$345,171	\$185,000
2008	19,877	6,607	4,839	\$535,577	\$304,495

LISTED, PENDED, CLOSED MONTH OF SEPTEMBER 2013

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2013	1,094	1,147	814	\$426,081	\$250,000
2012	1,320	1,011	706	\$315,813	\$190,000
2011	1,480	823	673	\$329,446	\$180,000
2010	1,632	987	650	\$301,008	\$165,000
2009	1,715	1,167	733	\$341,006	\$186,500
2008	1,831	685	476	\$434,197	\$259,900

BREAKDOWN BY PRICE CATEGORY YEAR TO DATE SEPTEMBER 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	6,134	45.9%	6,689	51.7%	4,992	51.2%
\$250 - \$500	4,059	30.4%	3,664	28.3%	2,709	27.8%
\$500 - \$750	1,269	9.5%	1,083	8.4%	884	9.1%
\$750 - \$1M	648	4.9%	495	3.8%	392	4.0%
\$1M - \$2M	758	5.7%	658	5.1%	498	5.1%
\$2M - \$5M	405	3.0%	311	2.4%	238	2.4%
\$5M +	78	0.6%	44	0.3%	38	0.4%

### CLOSED SALES

- In September 2013 the average sales price is 35% higher and the number of closings is 15% greater than September 2012. Sales greater than \$1,000,000 had the highest increase (20%) in monthly median sales price from September 2012 (\$1,575,000) to September 2013 (\$1,896,000).
- The total number of closed sales greater than \$1,000,000 during the past 12 months (938), is at the highest level for the period since September 2006 (940).

### PENDED SALES

- Pended sales in the month of September increased 13.5% over September 2012 and were the second highest on record for the month.
- Properties priced under \$250,000 comprised 53% of pended sales for the month vs 62% in September 2012.
- Year-to-date pended sales above \$1,000,000 are up 30% over prior year

### NEW LISTINGS

- On October 1, 2013, available inventory in the combined Naples, Bonita Springs and Estero market stands at 5,075 units (2,494 single family homes and 2,581 condominiums). This represents a 4.9 month supply based on the number of closings in the past 12 months.
- The number of new listings taken in September 2013 is the lowest for the month since 2004.
- The total number of available properties on October 1, 2013 is down 21.5% from October 1, 2012.

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