

Market Report – October 2013[©]

for Naples, Bonita, Estero Market Areas



LISTED, PENDED, CLOSED YEAR TO DATE OCTOBER 2013

Bring Your Highest Expectations™

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2013	14,941	14,198	10,422	\$433,740	\$245,000
2012	15,599	12,922	9,511	\$375,360	\$210,000
2011	16,338	12,663	9,110	\$369,102	\$190,000
2010	19,024	12,976	8,549	\$363,161	\$187,000
2009	20,108	12,574	7,383	\$343,110	\$180,000
2008	22,051	7,306	5,334	\$525,472	\$300,000

LISTED, PENDED, CLOSED MONTH OF OCTOBER 2013

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2013	1,590	1,254	762	\$409,389	\$255,000
2012	1,792	1,157	817	\$325,819	\$200,000
2011	1,486	967	647	\$324,136	\$170,000
2010	1,967	1,041	571	\$332,764	\$170,000
2009	1,953	1,264	737	\$324,522	\$190,000
2008	2,174	699	495	\$426,690	\$240,000

BREAKDOWN BY PRICE CATEGORY YEAR TO DATE OCTOBER 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	6,811	45.6%	7,353	51.8%	5,324	51.1%
\$250 - \$500	4,560	30.5%	4,025	28.3%	2,949	28.3%
\$500 - \$750	1,440	9.6%	1,183	8.3%	921	8.8%
\$750 - \$1M	741	5.0%	548	3.9%	414	4.0%
\$1M - \$2M	856	5.7%	703	5.0%	522	5.0%
\$2M - \$5M	444	3.0%	337	2.4%	251	2.4%
\$5M +	89	0.6%	49	0.3%	41	0.4%

CLOSED SALES

- Closed Sales from January to October 2013 increased 10% from the same time period in 2012.
- YTD closed sales in the \$250,000 - \$500,000 price range and properties priced between \$750,000 and \$1,000,000 have posted the largest increases, up 31% in each category over prior year.
- In the luxury home market above \$1,000,000, the average closed price for sales in October 2013 is \$2,280,793, which is 13% higher than 2012. Sales greater than \$5,000,000 almost doubled year to date with 41 sales this year vs. 21 for the same period 2012.

PENDED SALES

- Pended sales through October 2013 are 10% higher than the same time period in 2012 and the highest on record during the past 10 years.
- The number of pended sales in all price segments increased over prior year with the exception of properties priced below \$250,000 which decreased 4%.

NEW LISTINGS

- The number of new listings placed on the market in October is down from prior year and 10% below the five year average for the month.
- On November 1, 2013, available inventory in the combined Naples, Bonita Springs and Estero market stands at 5,371 units (2,697 single family homes and 2,674 condominiums). This represents a 5.3 month supply based on the number of closings in the past 12 months, and is a 17% decline from October 2012 when there was a 7.2 month supply.

John R. Wood Properties, *Bring Your Highest Expectations.*

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