

# Market Report – April 2014<sup>©</sup>

Naples, Bonita, Estero Market Area



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## LISTED, PENDED, CLOSED YEAR TO DATE APRIL 2014

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2014	7,446	7,706	4,605	\$492,684	\$265,000
2013	7,288	6,592	4,236	\$422,372	\$250,000
2012	7,116	6,363	4,022	\$375,052	\$210,000
2011	7,687	6,891	4,079	\$365,436	\$175,000
2010	8,536	6,502	3,870	\$365,010	\$197,750
2009	9,338	4,988	2,536	\$359,848	\$190,000
2008	10,484	2,977	2,037	\$581,381	\$302,500

## LISTED, PENDED, CLOSED MONTH OF APRIL 2014

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2014	1,650	1,912	1,419	\$512,044	\$270,000
2013	1,513	1,640	1,489	\$443,682	\$250,000
2012	1,498	1,496	1,276	\$401,504	\$215,000
2011	1,640	1,663	1,263	\$399,166	\$199,990
2010	1,948	1,688	1,271	\$370,649	\$207,500
2009	1,888	1,441	814	\$355,635	\$190,000
2008	2,068	929	674	\$519,439	\$300,000

## BREAKDOWN BY PRICE CATEGORY YEAR TO DATE APRIL 2014

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

Range (000's)	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
\$0 - \$250	2,951	40%	3,509	45%	2,127	46%
\$250 - \$500	2,424	32%	2,306	30%	1,373	30%
\$500 - \$750	811	11%	740	10%	425	9%
\$750 - \$1M	379	5%	366	5%	200	4%
\$1M - \$2M	544	7%	474	6%	298	6%
\$2M - \$5M	272	4%	270	3%	158	3%
\$5M +	65	1%	41	1%	24	1%

### CLOSED SALES

- Closed sales greater than \$1.0 million represent 10% of the real estate sales in the first four months of 2014. Closed sales in the month of April 2014, greater than \$1.0 million, are the highest since April 2005 (168 sales-April 2014 and 176-April 2005).
- The number of closed sales through April is the highest on record for the period.
- Sales greater than \$5.0 million are at the highest level in the past ten years (24 sales) with an increase in sales volume of 80% over same period 2013.

### PENDED SALES

- April 2014 pended transactions increased 17% over April 2013. Year-to-date, pended transactions for the period are at the highest level on record, exceeding the first four months of 2005.
- Price categories with the highest increase in the number of pended sales were the \$750,000 - \$1.0 million range (up 39%) and those priced between \$2.0 million and \$5.0 million (up 58%).

### NEW LISTINGS

- On May 1, 2014, available inventory in the combined Naples, Bonita Springs and Estero market stands at 5,355 units (2,471 condominiums and 2,884 single family homes). This represents a 5.2 month supply based on the number of closings in the past 12 months.
- The highest reductions in available inventory from the prior year occurred in condominiums priced between \$2.0 million and \$5.0 million (down 59%) and single family homes priced between \$750,000 and \$1.0 million (down 19%).

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

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