

Market Report – October 2012[©]

for Naples, Bonita, Estero Market Areas



YEAR TO DATE OCTOBER 2012

The symbol of local knowledge

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2012	15,599	12,922	9,427	\$376,729	\$199,000
2011	16,338	12,663	9,110	\$369,101	\$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

MONTH OF OCTOBER 2012

YEAR	LISTED	PENDED	CLOSED
2012	1,792	1,157	767
2011	1,486	967	647
2010	1,967	1,041	571
2009	1,953	1,264	737
2008	2,174	699	495

BREAKDOWN BY PRICE CATEGORY YEAR TO DATE OCTOBER 2012 (This chart shows the percentage of the market represented by each price segment.)

RANGE	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
0-\$250	7,784	49.90%	7,697	59.57%	5,518	58.53%
\$250-\$500	4,188	26.85%	2,996	23.19%	2,192	23.25%
\$500-\$750	1,489	9.55%	957	7.41%	767	8.14%
\$750-\$1M	682	4.37%	424	3.28%	311	3.30%
\$1-\$2M	943	6.07%	551	4.26%	432	4.58%
\$2-\$5M	426	2.73%	263	2.04%	186	1.97%
\$5M+	87	0.56%	34	0.26%	21	0.22%

CLOSED SALES

- The number of closings in October is up 19% over October 2011, and the highest on record for the month.
- Year-to-date closings are also at the highest level for the period since 2005 and only 5% below the record set in 2005 for the first 10 months of the year.
- Average Sales Price year-to-date is 39% below 2005 level at \$376,729 vs. \$620,666 in 2005.

PENDED SALES

- The number of sales pending in October is the second highest on record for the month.
- All price categories posted increases over October 2011 in the number of pended sales, with the largest increases in the category above \$1,000,000. Properties priced below \$250,000 recorded the smallest gain.

NEW LISTINGS

- The number of new properties placed on the market in October increased 21% over October 2011.
- The number of new listings year-to-date continued the downward trend for the period which began in 2007.
- Available inventory in the Naples, Bonita Springs, Estero market on November 1, 2012 stands at 6,471 units (2,894 single family homes and 3,577 condominiums). This is a 16% decline from November 1, 2011, and represents approximately a seven month supply.