

Market Report – February 2013 ©

for Naples, Bonita, Estero Market Areas



LISTED, PENDED, CLOSED YEAR TO DATE

The symbol of local knowledge

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2013	4,545	3,051	1,570	\$385,897	\$226,500
2012	3,894	3,046	1,553	\$345,794	\$199,000
2011	4,145	3,202	1,553	\$347,146	\$172,000
2010	4,489	2,908	1,475	\$341,847	\$184,500
2009	5,002	2,081	988	\$349,958	\$190,000
2008	5,461	1,335	789	\$650,272	\$385,000

MONTH OF FEBRUARY 2013

YEAR	LISTED	PENDED	CLOSED
2013	2,273	1,587	841
2012	1,768	1,648	838
2011	1,829	1,696	844
2010	2,066	1,488	762
2009	2,172	1,126	549
2008	2,352	758	416

BREAKDOWN BY PRICE CATEGORY YEAR TO DATE

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

RANGE (000's)	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
\$0-\$250	1,980	44%	1,550	51%	863	55%
\$250-\$500	1,415	31%	854	28%	411	26%
\$500-\$750	446	10%	267	9%	132	8%
\$750-\$1M	222	5%	114	4%	57	4%
\$1M-\$2M	296	7%	176	6%	70	4%
\$2M-\$5M	160	4%	74	2%	35	2%
\$5M+	26	1%	16	1%	2	0%

Closed Sales

- Closed sales in the \$750,000 to \$1.0 million range increased 67% from 18 closings in February of 2012 to 30 closings in February of 2013.
- There have been 107 closings greater than \$1.0 million in the first two months of 2013, an increase of 14% over the first two months of 2012.
- The year to date median sales price is \$226,500, the highest since 2008.

Pended Sales

- Year to date pended sales greater than \$1.0 million are up 47% over the same period last year.
- Pended transactions priced below \$250,000 decreased 15% for the period and represented 51% of the total market compared with 60% of the market in February 2012.

New Listings

- New properties placed on the market in February were up 29% from prior year and at approximately 2008 - 2009 levels for the month.
- On March 1, 2013, available inventory in the combined Naples, Bonita Springs and Estero market stands at 7,039 units (3,680 condominiums and 3,359 single family homes). This represents a 7.5 month supply based on the number of closings in the past 12 months.