

Market Report – March 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	5,709	4,952	2,682	\$414,802	\$236,450
2012	5,618	4,867	2,746	\$362,760	\$209,000
2011	6,047	5,228	2,816	\$350,308	\$174,250
2010	6,588	4,814	2,599	\$362,252	\$190,000
2009	7,450	3,547	1,722	\$361,839	\$190,000
2008	8,416	2,048	1,363	\$612,011	\$337,500

MONTH OF MARCH 2013

YEAR	LISTED	PENDED	CLOSED
2013	1,680	1,901	1,044
2012	1,724	1,821	1,193
2011	1,902	2,026	1,263
2010	2,099	1,906	1,124
2009	2,448	1,466	734
2008	2,955	713	574

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	2,568	45%	2,535	51%	1,412	53%
\$250-\$500	1,734	30%	1,359	27%	741	28%
\$500-\$750	542	9%	434	9%	230	9%
\$750-\$1M	289	5%	189	4%	99	4%
\$1M-\$2M	350	6%	288	6%	129	5%
\$2M-\$5M	191	3%	126	3%	60	2%
\$5M+	35	1%	21	0%	11	0%

Closed Sales

- The average sales price of single family and condominiums in the Naples-Bonita-Estero market in March 2013 is the highest since July 2008. Average closed sale prices are 14% higher than the 1st Quarter 2012.
- A 31% increase in closed sales from the 1st Quarter 2012 to the 1st Quarter 2013 occurred in the \$2.0 million and greater price range.
- Year-to-date closed sales have experienced a pull back from the same period in 2011 and 2012. This pull back may be due to the increases in pricing.

Pended Sales

- First Quarter 2013 pended sales priced between \$1,000,000 and \$2,000,000 increased 28% over first quarter 2012. Pended transactions greater than \$1,000,000 represent nine percent of the market.
- Twenty-one percent of the pending transactions in the 1st Quarter 2013 occurred in March.

New Listings

- New listings in March 2013 decreased 3% from March 2012. New listings in March 2013 are at the lowest level for the month for the past five years.
- On April 1, 2013, available inventory in the combined Naples, Bonita Springs and Estero market stands at 6,629 units (3,434 condominiums and 3,195 single family homes). This represents a 7.1 month supply based on the number of closings in the past 12 months.