

Market Report – May 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 | 8,600 | 8,060 | 5,562 | \$438,850 | \$242,000 |
| 2012 | 8,557 | 7,705 | 5,285 | \$394,632 | \$215,000 |
| 2011 | 9,171 | 8,149 | 5,183 | \$379,373 | \$190,000 |
| 2010 | 10,346 | 7,777 | 4,885 | \$369,535 | \$195,000 |
| 2009 | 11,167 | 6,372 | 3,430 | \$354,500 | \$186,000 |
| 2008 | 12,441 | 3,777 | 2,732 | \$570,419 | \$325,000 |

MONTH OF MAY 2013

| YEAR | LISTED | PENDED | CLOSED |
|------|--------|--------|--------|
| 2013 | 1,317 | 1,468 | 1,303 |
| 2012 | 1,441 | 1,342 | 1,263 |
| 2011 | 1,484 | 1,258 | 1,104 |
| 2010 | 1,810 | 1,275 | 1,015 |
| 2009 | 1,829 | 1,384 | 894 |
| 2008 | 1,957 | 800 | 695 |

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 | 3,920 | 46% | 4,085 | 51% | 2,860 | 51% |
| \$250-\$500 | 2,570 | 30% | 2,234 | 28% | 1,514 | 27% |
| \$500-\$750 | 836 | 10% | 692 | 9% | 497 | 9% |
| \$750-\$1M | 434 | 5% | 330 | 4% | 225 | 4% |
| \$1M-\$2M | 518 | 6% | 475 | 6% | 309 | 6% |
| \$2M-\$5M | 276 | 3% | 209 | 3% | 133 | 2% |
| \$5M+ | 46 | 1% | 35 | 0% | 24 | 0% |

Closed Sales

- Closed sales under \$500,000 continue to decline. Year-to-date May this segment represents 79% of the market versus 85% at its year-to-date high in May 2009.
- In May 2013, there were 1,303 closed sales with an average sales price for the month of \$497,818. The monthly average sales price is at the highest level since July 2008 (\$470,696).

Pended Sales

- May 2013 pended transactions increased 9% from May 2012. From May 2012 to May 2013, the Bonita/Estero area pended sales increased from 280 to 316 units, and the Naples area pended transactions increased from 1,062 to 1,152 units.

New Listings

- On June 1, 2013, available inventory in the combined Naples, Bonita Springs and Estero market stands at 5,412 units (2,563 single family homes and 2,849 condominiums). This represents a 5.6 month supply based on the number of closings in the past 12 months.
- The supply of single family and condominiums for sale has decreased 11% (5,412) from May 1, 2012 (6,106 units). The average list price as of June 1, 2013 is \$765,507.