

Market Report – September 2014[©]

Naples, Bonita, Estero Market Area



Bring Your Highest Expectations[™]

LISTED, PENDED, CLOSED YEAR TO DATE SEPTEMBER 2014

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2014	13,953	14,529	10,202	\$480,388	\$265,000
2013	13,351	12,944	9,566	\$438,397	\$250,000
2012	13,807	11,765	8,694	\$380,016	\$201,900
2011	14,852	11,696	8,463	\$372,539	\$191,000
2010	17,057	11,935	7,978	\$365,336	\$189,000
2009	18,155	11,310	6,646	\$345,171	\$185,000
2008	19,877	6,607	4,839	\$535,577	\$304,495

LISTED, PENDED, CLOSED MONTH OF SEPTEMBER 2014

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2014	1,315	1,293	800	\$434,119	\$255,000
2013	1,094	1,147	844	\$421,182	\$249,950
2012	1,320	1,011	706	\$315,813	\$190,000
2011	1,480	823	673	\$329,446	\$180,000
2010	1,632	987	650	\$301,008	\$165,000
2009	1,715	1,167	733	\$341,006	\$186,500
2008	1,831	685	476	\$434,197	\$259,900

BREAKDOWN BY PRICE CATEGORY YEAR TO DATE SEPTEMBER 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	5,498	39%	6,712	46%	4,691	46%
\$250 - \$500	4,732	34%	4,581	32%	3,185	31%
\$500 - \$750	1,520	11%	1,301	9%	936	9%
\$750 - \$1M	695	5%	637	4%	436	4%
\$1M - \$2M	935	7%	805	6%	595	6%
\$2M - \$5M	453	3%	404	3%	299	3%
\$5M +	120	1%	89	1%	60	1%

CLOSED SALES

- Average sales price is up 9% over the past 12 months, but remains 31% below the high for this period in 2007.
- Sales above \$2 million have shown the greatest increase year-to-date, up 30% from prior year.

PENDED SALES

- Pended sales during September 2014 increased 19% in the Bonita-Estero area and 11% in Naples from 2013. Pended sales greater than \$5.0 million increased from three to 13 units.
- During September pended sales above \$1,000,000 increased 41% over the prior year and represent 8% of the total pended sales for the month.

NEW LISTINGS/INVENTORY

- On October 1, 2014, available inventory in the combined Naples, Bonita Springs and Estero market stands at 4,567 units (2,481 single family homes and 2,086 condominiums). This represents a 4.3 month supply based on the number of closings in the past 12 months.
- The number of properties placed in the Multiple Listing Service in September 2014 increased 20%. New listings greater than \$1.0 million increased 53% (89 vs 136) from September 2013.

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

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Neighborhood Snapshot Report[®]

Naples, Bonita, Estero Market Area



Bring Your Highest Expectations[™]

October 1, 2014

Monthly Active/Closed Snapshot 12 Month Sold Comparison Report for Select Communities

	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS	AVAILABLE INVENTORY	CLOSED PAST 12 MONTHS
	SINGLE FAMILY	SINGLE FAMILY	CONDOMINIUM	CONDOMINIUM
Aqualane Shores	22	27	-	-
Barefoot Beach	22	19	17	20
Bonita Bay	23	91	35	157
The Brooks	32	94	79	220
Collier's Reserve	7	14	-	-
Park Shore/Moorings/Seagate/ Coquina Sands Waterfront	10	31	96	289
Park Shore/Moorings/Seagate/ Coquina Sands Non Waterfront	65	119	47	162
The Crossings	2	13	-	-
The Dunes	-	-	20	54
Grey Oaks	43	52	12	12
Kensington	8	21	11	19
Lely Resort	72	160	71	162
Mediterra	50	47	15	30
Monterey	7	34	-	7
Old Naples	46	99	60	162
Palmira	23	48	7	21
Pelican Bay	13	40	59	266
Pelican Bay (Bay Colony)	3	7	14	50
Pelican Landing	19	59	18	98
Pelican Landing (The Colony)	10	11	36	68
Pelican Marsh	27	64	15	70
Pelican Sound	-	14	23	79
Pine Ridge	23	29	7	22
Port Royal	41	36	-	-
Quail West	38	26	-	-
Royal Harbor	16	31	-	-
Tiburon	11	17	17	39
The Vineyards	34	89	61	112
West Bay Club	9	22	20	33

Information contained in this report is current as of October 1, 2014.

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