

# Market Report – October 2011

## for Naples, Bonita, Estero Market Areas



LISTED, PENDED, CLOSED YEAR TO DATE OCTOBER 2011

The symbol of local knowledge

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2011	16,338	12,663	9,060	\$369,899	\$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
2007	23,354	5,696	4,463	\$675,780	\$380,000
2006	25,341	8,180	5,035	\$689,708	—
2005	16,369	12,830	9,960	\$620,666	—

LISTED, PENDED, CLOSED MONTH OF OCTOBER 2011

YEAR	LISTED	PENDED	CLOSED
2011	1,486	967	614
2010	1,967	1,041	571
2009	1,953	1,254	737
2008	2,174	699	495
2007	2,425	421	354
2006	2,693	524	333
2005	1,482	609	562

BREAKDOWN BY PRICE CATEGORY YEAR TO DATE OCTOBER 2011 (This chart shows the percentage of the market represented by each price segment.)

RANGE	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
0-\$250	8,476	51.88%	8,167	64.49%	5,582	61.61%
\$250-\$500	4,203	25.73%	2,572	20.31%	1,964	21.68%
\$500-\$750	1,407	8.61%	789	6.23%	619	6.83%
\$750-\$1M	805	4.93%	380	3.00%	273	3.01%
\$1-\$2M	915	5.60%	486	3.84%	400	4.42%
\$2-\$5M	444	2.72%	238	1.88%	196	2.16%
\$5M+	88	0.54%	31	0.24%	26	0.29%

#### CLOSED SALES

- The number of closed sales year-to-date are up 6% over the same period 2010, and at its highest level since 2005.
- Volume of sales year-to-date is up 8% over same period last year and comparable to 2006 levels.
- Median sales price is up 5.5% from its 2009 low, but well below the highs of 2007 and 2008.

#### PENDED SALES

- Pended sales for the month of October were the third highest for the month in the past 12 years.
- October 2011 sales showed a 10% increase over September.
- Pended sales above \$1 million are up 7% through October, with the \$2 - \$5 million segment up 11%, and over \$5 million approximately the same as 2010.

#### NEW LISTINGS

- The number of new properties placed on the market in October is down 24% from October 2010, and the lowest for the month since 2005.
- Available inventory in the Naples, Bonita Springs, Estero market stands at 7,671 units (4,189 condominiums and 3,482 single family homes). This represents a 24% decline from November 1, 2010.
- Current inventory stands at approximately a nine month supply.