

# Market Report – September 2011

## for Naples, Bonita, Estero Market Areas



LISTED, PENDED, CLOSED YEAR TO DATE SEPTEMBER 2011

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YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2011	14,852	11,891	8,356	\$373,476	\$191,000
2010	17,057	11,935	7,978	\$365,338	\$189,000
2009	18,155	11,310	6,646	\$345,171	\$185,000
2008	19,877	6,607	4,839	\$535,577	\$304,495
2007	20,929	5,275	4,109	\$682,783	\$381,000
2006	22,648	5,656	4,702	\$690,253	—
2005	14,887	12,221	9,398	\$620,537	—

LISTED, PENDED, CLOSED MONTH OF SEPTEMBER 2011

YEAR	LISTED	PENDED	CLOSED
2011	1,480	875	611
2010	1,632	987	650
2009	1,715	1,167	733
2008	1,831	685	476
2007	1,753	331	306
2006	2,140	419	388
2005	1,739	852	814

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

RANGE	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
0-\$250	7,667	51.62%	7,499	63.06%	5,108	61.13%
\$250-\$500	3,837	25.83%	2,398	20.17%	1,842	22.04%
\$500-\$750	1,276	8.59%	910	7.65%	578	6.92%
\$750-\$1M	739	4.98%	361	3.04%	253	3.03%
\$1-\$2M	837	5.64%	464	3.90%	367	4.39%
\$2-\$5M	418	2.81%	229	1.93%	183	2.19%
\$5M+	78	0.53%	30	0.25%	25	0.30%

### CLOSED SALES

- Closed sales units through September are up 5% over the same period 2010, and the highest for the period since 2005.
- Median sales price year-to-date remains approximately the same as 2010 and just slightly higher than 2009.
- Although the number of closed sales are down slightly from September 2010, they remain among the highest for the month during the past 12 years.

### PENDED SALES

- The number of pended sales recorded in September is the highest since March, and among the highest on record for the month.
- Year-to-date pended sales priced between \$1,000,000 and \$5,000,000 are up 11% over the same period 2010. Sales above \$5,000,000 remained level.
- Monthly Pended sales priced between \$1,000,000 and \$2,000,000 are up 30% over September 2010. Properties priced above \$2,000,000 maintained the same level as prior year.

### NEW LISTINGS

- The number of new properties placed on the market through September is down 13% when compared with the same period 2010, and the lowest for the period since 2004.
- The number of new listings taken in September is down 9% from September 2010 and 31% from the peak for the month which occurred in 2006.
- Total available inventory in the Naples, Bonita Springs, Estero market on October 1, 2011 stands at 7,459 units (4,052 condominiums and 3,407 single family homes). This represents a 24% decline from October 1, 2010.

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