

Market Report – April 2011

for Naples, Bonita, Estero Market Areas



LISTED, PENDED, CLOSED YEAR TO DATE APRIL 2011

The symbol of local knowledge

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2011	7,687	6,891	4,054	\$360,538	\$175,000
2010	8,536	6,502	3,870	\$365,010	\$197,750
2009	9,338	4,988	2,536	\$359,848	\$190,000
2008	10,484	2,977	2,037	\$581,381	\$302,500
2007	11,108	2,959	1,911	\$712,678	\$395,000
2006	11,746	3,049	2,342	\$721,584	—
2005	6,983	6,655	4,326	\$613,652	—

LISTED, PENDED, CLOSED MONTH OF APRIL 2011

YEAR	LISTED	PENDED	CLOSED
2011	1,640	1,663	1,202
2010	1,948	1,688	1,271
2009	1,888	1,441	814
2008	2,068	929	674
2007	2,274	875	583
2006	2,229	671	626
2005	1,635	1,633	1,360

BREAKDOWN BY PRICE CATEGORY YEAR TO DATE APRIL 2011

(This chart shows the percentage of the market represented by each price segment.)

RANGE	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
0-\$250	3,876	50.42%	4,370	63.42%	2,568	63.34%
\$250-\$500	1,983	25.80%	1,401	20.33%	824	20.33%
\$500-\$750	698	9.08%	432	6.27%	272	6.71%
\$750-\$1M	388	5.05%	223	3.24%	116	2.86%
\$1-\$2M	468	6.09%	296	4.30%	179	4.42%
\$2-\$5M	238	3.10%	155	2.25%	85	2.10%
\$5M+	36	0.47%	14	0.20%	10	0.25%

CLOSED SALES

- Closed sales units year-to-date remain ahead of the same period 2010 by 5%.
- Closed sales above \$1,000,000 increased 10% over the first four months of 2010.
- Median sales price dropped 11% from prior year level, while average sales price remained approximately the same.

PENDED SALES

- The number of sales pended during April remained approximately the same as April 2010, with less than a 2% difference.
- April sales were the second strongest on record for the month.
- Year-to-date pended sales exceed 2005 levels, previously the highest on record for the period.

NEW LISTINGS

- New listings taken in April was at the lowest level for the month since April 2005.
- Available inventory in the Naples, Bonita Springs, Estero market on May 1, 2011 stands at 8,881 (4,630 condominiums and 4,251 single family homes). This represents an 11% decrease from the same period 2010.
- Overall inventory represents approximately a 10 month supply based on closings during the past 12 months.