

# Market Report – March 2011

## for Naples, Bonita, Estero Market Areas



LISTED, PENDED, CLOSED YEAR TO DATE MARCH 2011

The symbol of local knowledge

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2011	6,047	5,228	2,758	\$348,674	\$174,250
2010	6,588	4,814	2,599	\$362,252	\$190,000
2009	7,450	3,547	1,722	\$361,839	\$190,000
2008	8,416	2,048	1,363	\$612,011	\$337,500
2007	8,834	2,084	1,328	\$721,272	\$390,000
2006	9,517	2,378	1,716	\$713,976	—
2005	5,348	5,022	2,966	\$616,011	—

LISTED, PENDED, CLOSED MONTH OF MARCH 2011

YEAR	LISTED	PENDED	CLOSED
2011	1,902	2,026	1,194
2010	2,099	1,906	1,124
2009	2,448	1,466	734
2008	2,955	713	574
2007	2,473	785	575
2006	2,949	839	684
2005	1,842	1,819	1,194

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

RANGE	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
0-\$250	3,019	50.00%	3,367	64.40%	1,777	64.43%
\$250-\$500	1,559	25.78%	1,054	20.16%	560	20.30%
\$500-\$750	563	9.31%	319	6.10%	169	6.13%
\$750-\$1M	314	5.19%	162	3.10%	79	2.86%
\$1-\$2M	370	6.12%	206	3.94%	116	4.21%
\$2-\$5M	193	3.19%	109	2.08%	48	1.74%
\$5M+	29	0.48%	11	0.21%	9	0.33%

### CLOSED SALES

- Closed sales up 6% over first quarter 2010.
- Median price down 8% over Q1 2010.
- Sales above \$1,000,000 up 15% over same period 2010.
- Closed sales for the month of March are exactly even with March 2005, and ties these two months for the highest number of closed sales for the month on record.

### PENDED SALES

- Pended sales for first quarter 2011 are the highest on record and exceed Q1 2005 by 4%. Q1 2005 previously held the record for highest first quarter.
- Pended sales for the month of March are up 6% over March 2010, and establish a new record high for the month.

### NEW LISTINGS

- Number of new properties placed on the market in the first quarter are 8% below Q1 2010.
- Available inventory in the Naples, Bonita Springs, Estero market on April 1, 2011 stands at 9,587 units (4,988 condominiums and 4,599 single family homes). This represents a 7% decrease over first quarter 2010 and a 31% pull back from Q1 2009.
- All condominium price segments showed decreases in inventory with the exception of condominiums priced above \$5,000,000, which posted a 21% increase in inventory. Single family homes priced under \$250,000 remained approximately the same as last year, but all other categories posted decreases. The largest decreases in single family availability occurred with properties priced between \$750,000 and \$1,000,000, down 23%; and properties priced above \$1,000,000 which declined 18%.

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