

Market Report –September 2009

for Naples, Bonita, Estero Market Areas



LISTED, PENDED, CLOSED YTD SEPTEMBER 2009

The symbol of local knowledge

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2009	18,155	11,310	6,528	\$345,372	\$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	9,396	\$620,537	
2004	12,711	—	8,017	\$475,041	

LISTED, PENDED, CLOSED MONTH OF SEPTEMBER 2009

YEAR	LISTED	PENDED	CLOSED
2009	1,715	1,167	638
2008	1,831	685	476
2007	1,753	331	306
2006	2,140	419	388
2005	1,739	852	814
2004	1,051	—	626

BREAKDOWN BY PRICE CATEGORY YTD SEPTEMBER 2009 (This chart shows the percentage of the market represented by each price segment.)

RANGE	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
0-\$250	8,926	49.17%	7,539	66.66%	4,151	63.59%
\$250-\$500	4,844	26.68%	2,371	20.96%	1,403	21.49%
\$500-\$750	1,663	9.16%	595	5.26%	434	6.65%
\$750-\$1M	932	5.13%	288	2.55%	168	2.57%
\$1-\$2M	1,051	5.79%	328	2.90%	233	3.57%
\$2-\$5M	606	3.34%	164	1.45%	120	1.84%
\$5M+	133	0.73%	25	0.22%	19	0.29%

CLOSED SALES

- Year-to-date closed units up 35% over same period 2008.
- Closed volume year-to-date is down 13%.
- Median closed sales price down 39% over year-to-date September 2008.
- Closed units for the month of September up 34% over September 2008 and the highest of any September since 2005.

PENDED SALES

- Units pended during the month of September are up 70% over September 2008.
- September pended sales are the highest for any September during the 10 years for which we have data.
- Pended sales priced over \$1,000,000 are up 26% over September 2008, the second consecutive month to show an increase in this price segment.

NEW LISTINGS

- Number of new listings taken year-to-date and during the month of September continues to show a decrease over prior year.
- Active listing inventory stands at 10,442 on October 1, 2009 (5,018 single family homes and 5,424 condominiums). This represents a 21% decrease over October 1, 2008.

❖ This report represents the combined Naples, Bonita Springs, Estero market. Numbers September vary among various areas so be sure to research individual market segments carefully. Disclaimer: All information from Sunshine MLS. Accuracy is deemed correct but not warranted.