

Market Report – March 2009

for Naples, Bonita, Estero Market Areas



LISTED, PENDED, CLOSED YTD MARCH 2009

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2009	7,450	3,547	1,640	\$359,780	\$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	
2004	5,422	4,264	2,441	\$478,662	

LISTED, PENDED, CLOSED MONTH OF MARCH 2009

YEAR	LISTED	PENDED	CLOSED
2009	2,448	1,466	671
2008	2,955	713	574
2007	2,473	785	575
2006	2,949	839	684
2005	1,842	1,819	1,194
2004	1,786	1,685	1,076

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

RANGE	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
0-\$250	3,207	43.05%	2,343	65.05%	1,042	63.54%
\$250-\$500	2,093	28.09%	765	21.57%	352	21.46%
\$500-\$750	778	10.44%	174	4.91%	111	6.77%
\$750-\$1M	434	5.83%	81	2.28%	35	2.13%
\$1-\$2M	532	7.14%	110	3.10%	55	3.35%
\$2-\$5M	330	4.43%	63	1.78%	38	2.32%
\$5M+	76	1.02%	11	0.31%	7	0.43%

CLOSED SALES

- March closed sales units are up 17% over March 2008.
- Year-to-date March closed units are up 20% over YTD March 2008. Volume is down 29%.
- 64% of units closed in March are under \$250,000.
- Median Sales Price year-to-date March is down 43.7% the same period in 2008. (Translate: Great Buying Opportunities!)

PENDED SALES

- Pended sales units in March 2009 are up 106% in March 2008!
- Pended sales units year-to-date March are up 73% over the same period in 2008.
- 67% of year-to-date pended sales are under \$250,000.

NEW LISTINGS

- Number of new listings taken year-to-date March is down 11% over prior year period, and the lowest for the period since YTD March 2005.
- Number of new listings taken during the month of March 2009 is also the lowest for the month since March 2005.
- Active listing inventory on April 1, 2009 was 13,973 (6,915 condominiums and 7,058 single family). This represents an 5% decrease from April 1, 2008.

This report represents the combined Naples, Bonita Springs, Estero market. Numbers may vary among neighborhoods so be sure to research individual market segments carefully.

Disclaimer: All information from Sunshine MLS. Accuracy is deemed correct but not warranted.