

# Market Report – April 2009

## for Naples, Bonita, Estero Market Areas



### LISTED, PENDED, CLOSED YTD APRIL 2009

YEAR	LISTED	PENDED	CLOSED	AVERAGE SALES PRICE	MEDIAN SALES PRICE
2009	9,338	4,988	2,418	\$366,015	\$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	
2004	6,898		3,588	\$480,037	

### LISTED, PENDED, CLOSED MONTH OF APRIL 2009

YEAR	LISTED	PENDED	CLOSED
2009	1,888	1,441	716
2008	2,068	929	674
2007	2,274	875	583
2006	2,229	671	626
2005	1,635	1,633	1,360
2004	1,476		1,177

### BREAKDOWN BY PRICE CATEGORY YTD APRIL 2009

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

RANGE	LISTED		PENDED		CLOSED	
	UNITS	%	UNITS	%	UNITS	%
0-\$250	4,157	44.52%	3,277	65.70%	1,531	63.32%
\$250-\$500	2,596	27.80%	1,066	21.37%	509	21.05%
\$500-\$750	935	10.00%	269	5.39%	168	6.95%
\$750-\$1M	531	5.69%	122	2.45%	56	2.32%
\$1-\$2M	642	6.88%	157	3.15%	92	3.80%
\$2-\$5M	395	4.23%	80	1.60%	52	2.15%
\$5M+	82	0.88%	17	0.34%	10	0.41%

#### CLOSED SALES

- April closed sales units are up 6% over April 2008.
- Year-to-date April closed units are up 19% over YTD April 2008. Volume is down 25%.
- 64% of units closed in April are under \$250,000.
- Median sales price YTD April is down 37% from the same period in 2008.
- Median sales price has remained constant since January.

#### PENDED SALES

- Pended sales units in April are up 55% over April 2008 and highest April numbers since 2005.
- Pended sales units YTD April are up 68% over the same period in 2008.
- 66% of pended units year-to-date are under \$250,000.

#### NEW LISTINGS

- Number of new listings taken YTD April is down 11% over prior year period, and the lowest for the period since 2005.
- Number of new listings taken during the month of April 2009 is the lowest for the month since 2005.
- Active listing inventory on May 1, 2009 was 12,910 (6,498 condominiums and 6,412 single family). This represents a decrease of 13% from May 1, 2008.

#### NOTE

- Sustained median sales price (\$190,000) since January may indicate bottom for pricing.
- Largest decrease in inventory year-to-date are condominiums priced between \$250,000-\$500,000 (down 25%) and single family homes priced from \$500,000-\$750,000 (down 35%).