

November Report for Naples, Bonita and Estero Market Areas

Listed, Pended, Closed YTD November 2008

Year	Listed	Pended	Closed	Average Sales Price	Median Sales Price
2008	24,185	7,979	5,670	\$516,218	\$294,500
2007	25,714	6,164	4,773	\$673,948	\$380,000
2006	28,092	6,675	5,369	\$688,986	-
2005	18,773	13,558	10,671	\$619,041	-
2004	15,567	12,941	9,206	\$478,799	-

Listed, Pended, Closed Month of November 2008

Year	Listed	Pended	Closed
2008	2,134	673	341
2007	2,360	468	310
2006	2,751	495	334
2005	2,404	728	711
2004	1,474	1,107	578

Breakdown by Price Category YTD November 2008

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

Range	Listed		Pended		Closed	
	Units	%	Units	%	Units	%
0 - \$250	8,234	34.05%	3,673	46.03%	2,283	40.26%
\$250 - \$500	8,915	36.86%	2,529	31.70%	1,876	33.09%
\$500 - \$750	2,867	11.85%	719	9.01%	652	11.50%
\$750 - \$1M	1,450	6.00%	355	4.45%	264	4.66%
\$1 - \$2M	1,667	6.89%	427	5.35%	363	6.40%
\$2 - \$5M	865	3.58%	235	2.95%	200	3.53%
\$5M+	187	0.77%	41	0.51%	32	0.56%

CLOSED SALES

- YTD November closed sales units up 19% over same period 2007. Volume is down 9%.
- YTD closed sales under \$250,000 continue to dominate the market, showing a 121% increase over same period 2007.
- Closed sales for the month of November are up 10% over November 2007.
- Median sales price is down 22.5% from November 2007.

PENDED SALES

- Pended sales in November are up 44% over prior year period.
- 64% of newly pended sales are represented by properties under \$250,000.

LISTINGS

- New listings taken year-to-date November are down 6% over prior year.
- Active listing inventory on December 1, 2008 stands at 13,873 in the combined Naples, Bonita Springs, Estero markets (7,141 single family homes and 6,732 condominiums). This represents a 6% decrease from December 1, 2007.

❖ This report represents the combined Naples, Bonita Springs, Estero market. Numbers may 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.