# Florida Gulf Coast
## Multiple Listing Service, Inc.

# Monthly Market Indicators
# AUGUST 2012

**Contents:**

- Conventional / REO / Short Sale Single Family Sold
- Sold Properties by Cities
- 2008-2012 Properties Sold
- Supply Inventory
- Median Price Comparison by Year

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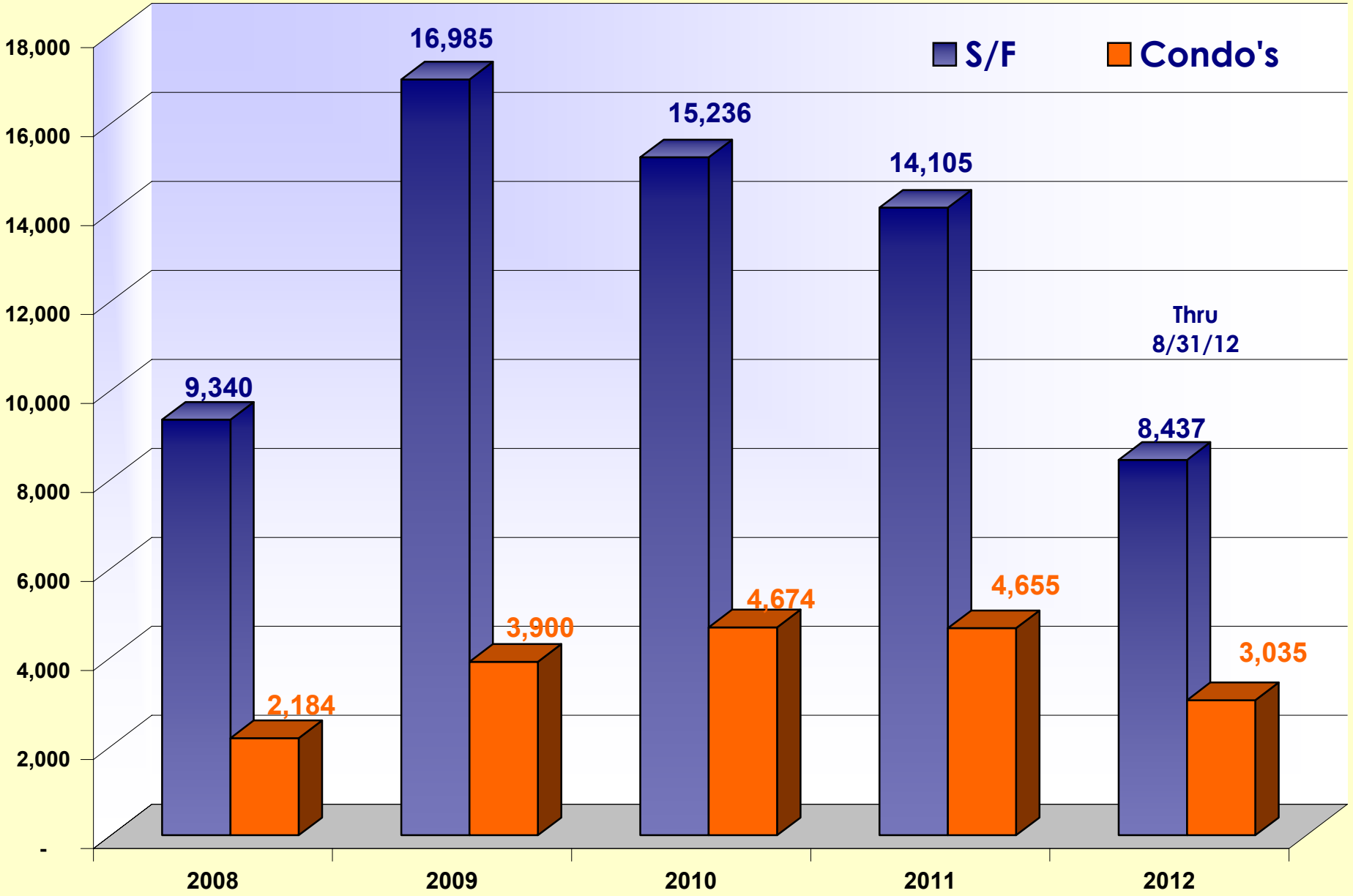
# Lee County - Single Family & Condos Sold






Single Family Includes Villas & Half Duplexes

Condos includes Townhouses

# Florida Gulf Coast
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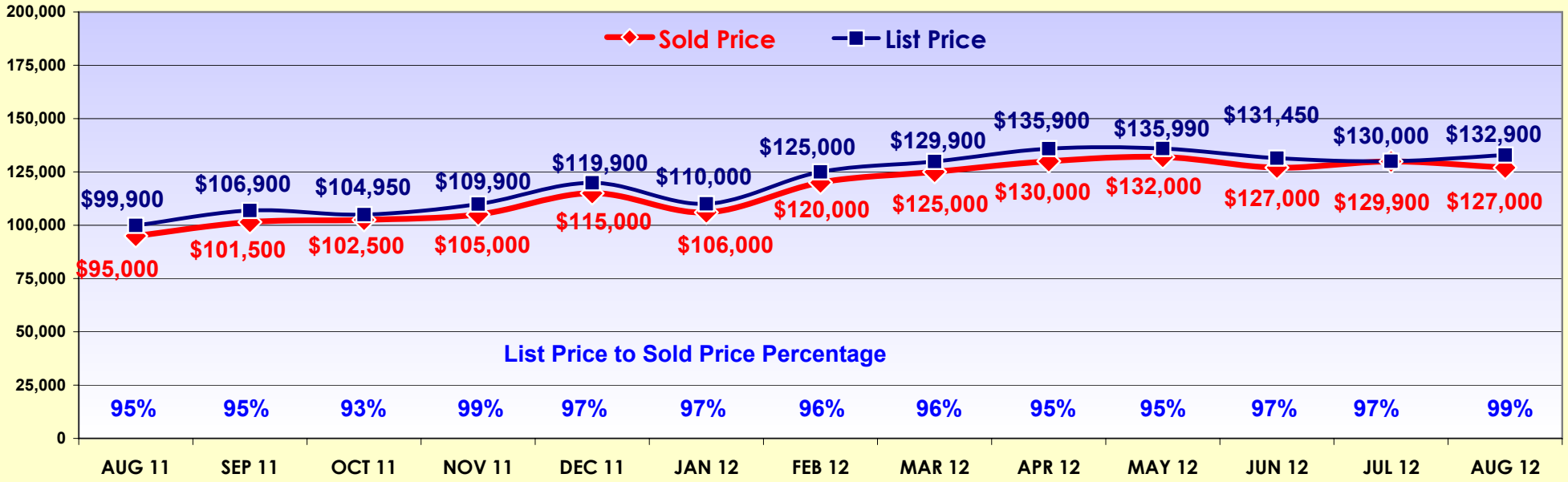
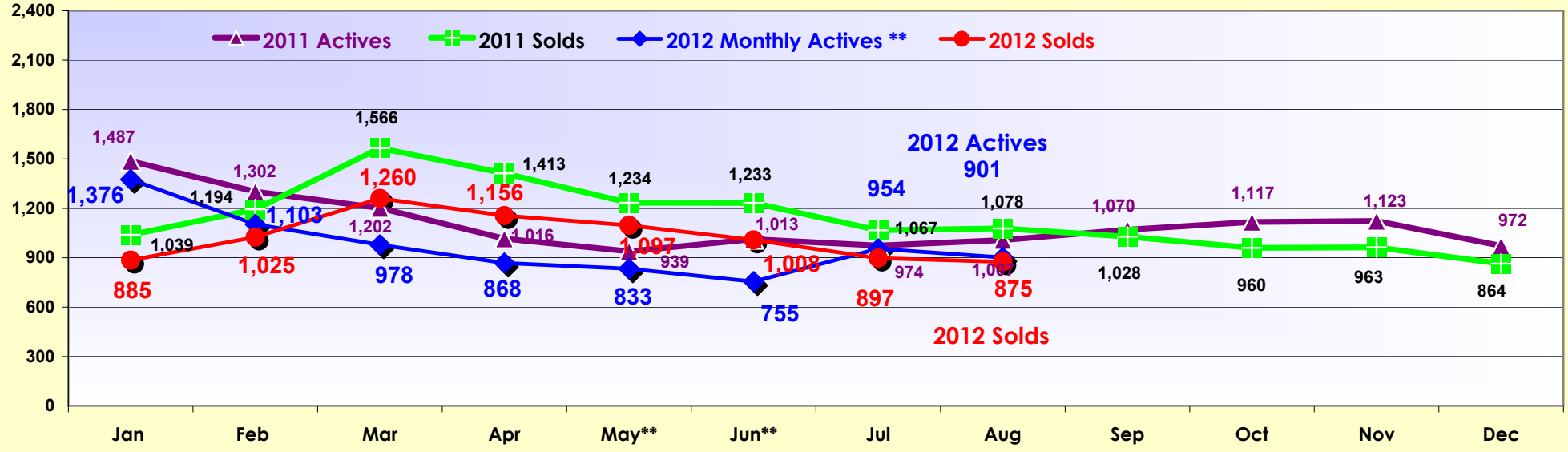
## Median List/Sold Price - Single Family* Residential




## 2011/2012 Single Family* Listings - Monthly Sold and Active** Listings

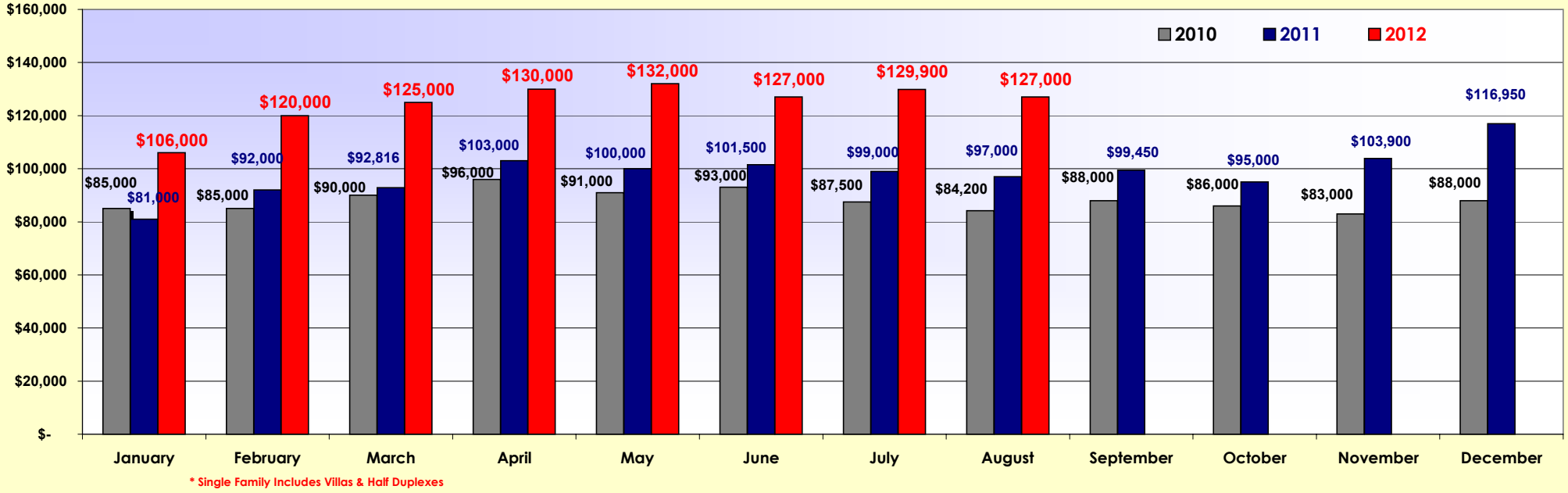



* Single Family Includes Villas & Half Duplexes

* * Actives from May 2012 forward are Lee County only. June includes ALL Active Contingent with Actives.

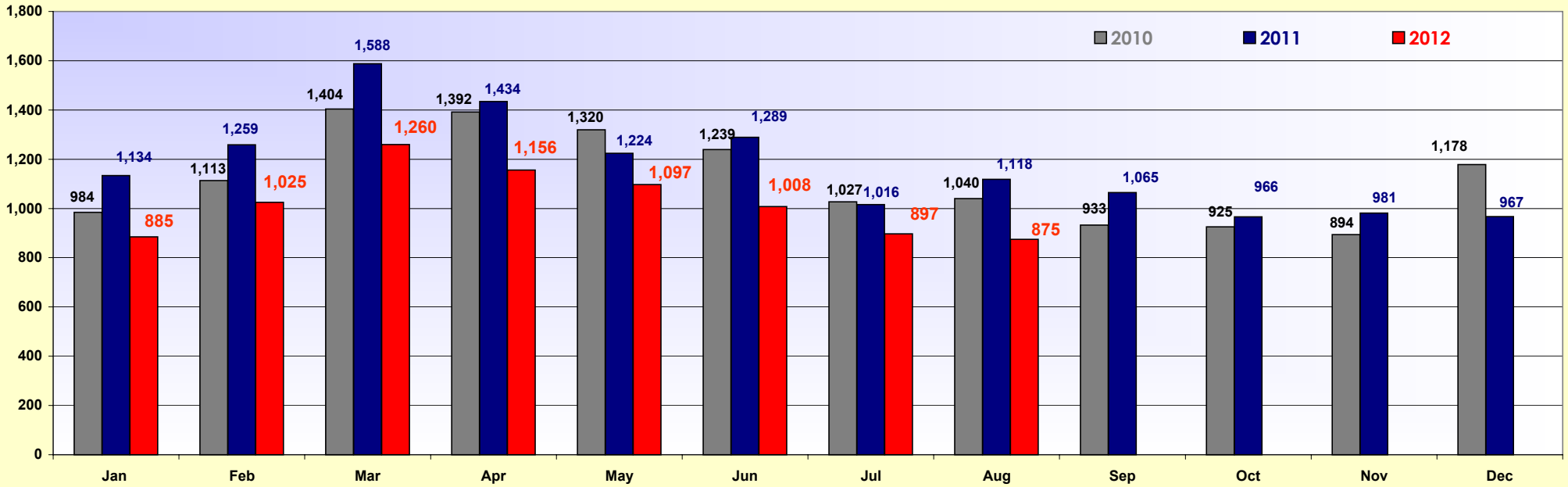
# Single Family* Median Price Comparison 2010-2012






* Single Family Includes Villas & Half Duplexes

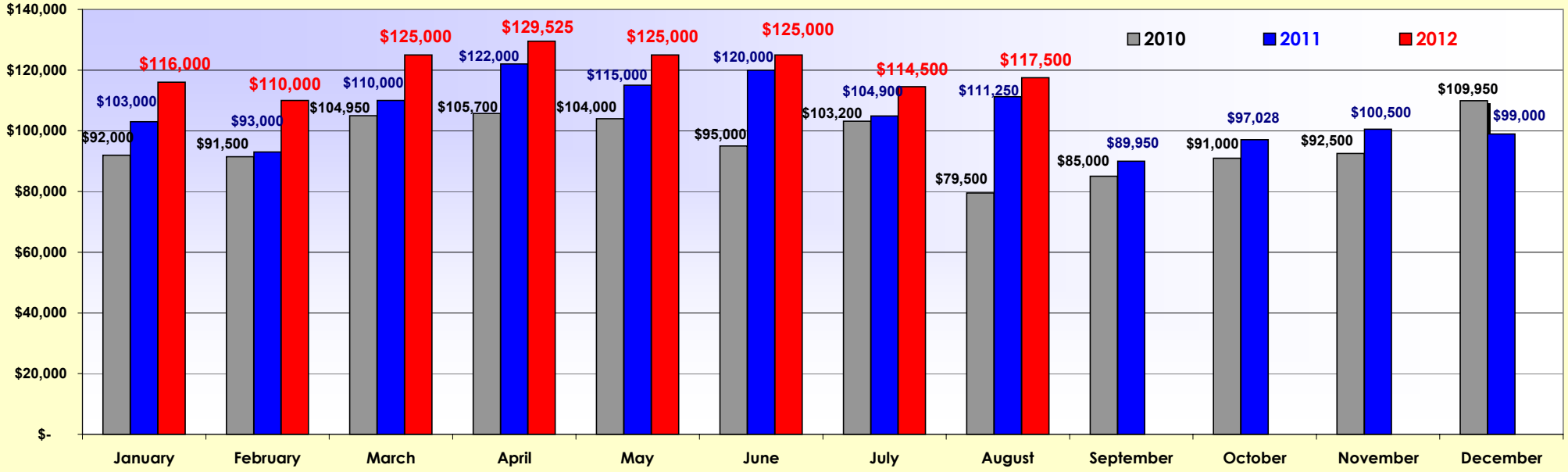
# 2010-2012 Monthly Totals of Single Family* Solds



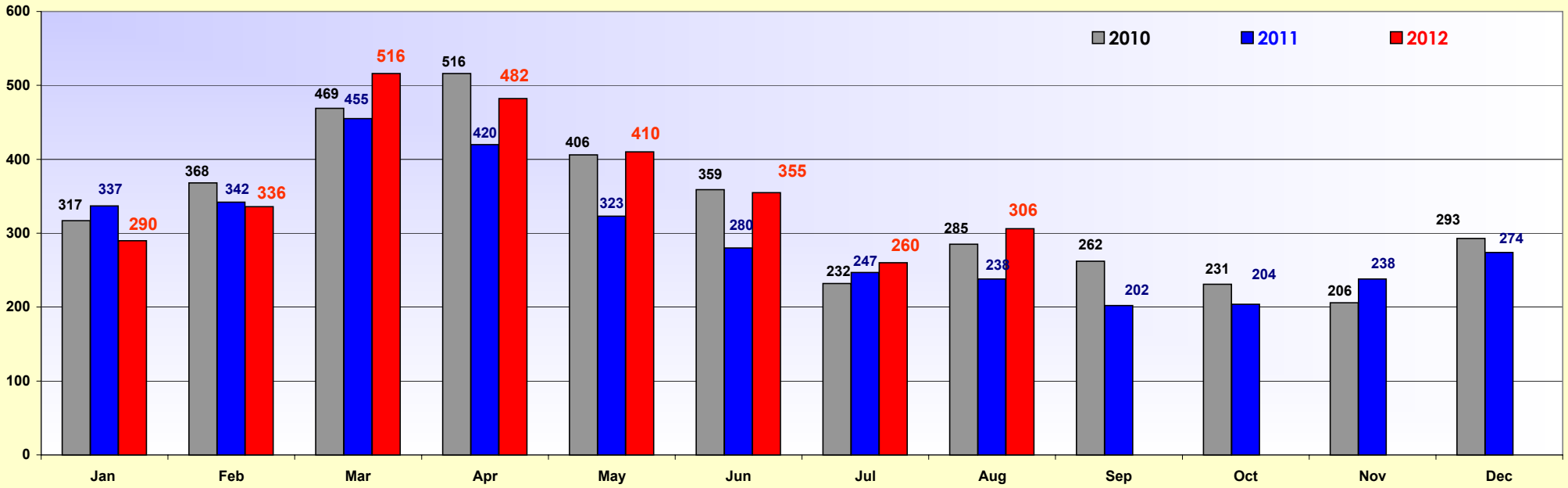

* Single Family Includes Villas & Half Duplexes

# Condos/Townhouses Median Price Comparison 2010-2012






# 2010-2012 Monthly Totals of Condos/Townhouses Solds



# Florida Gulf Coast
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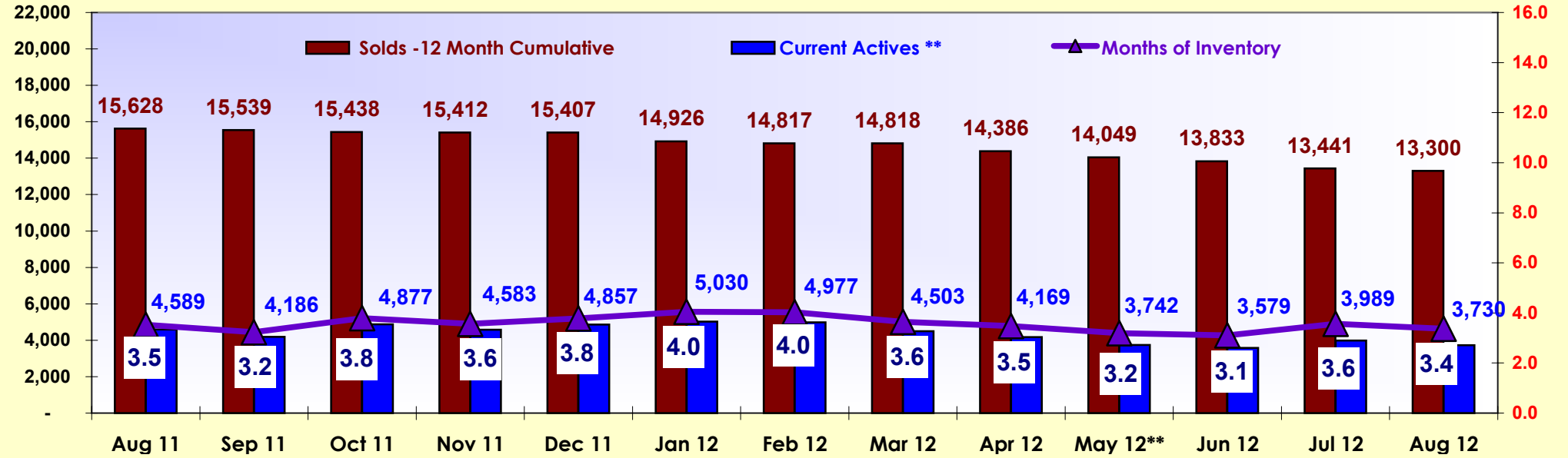
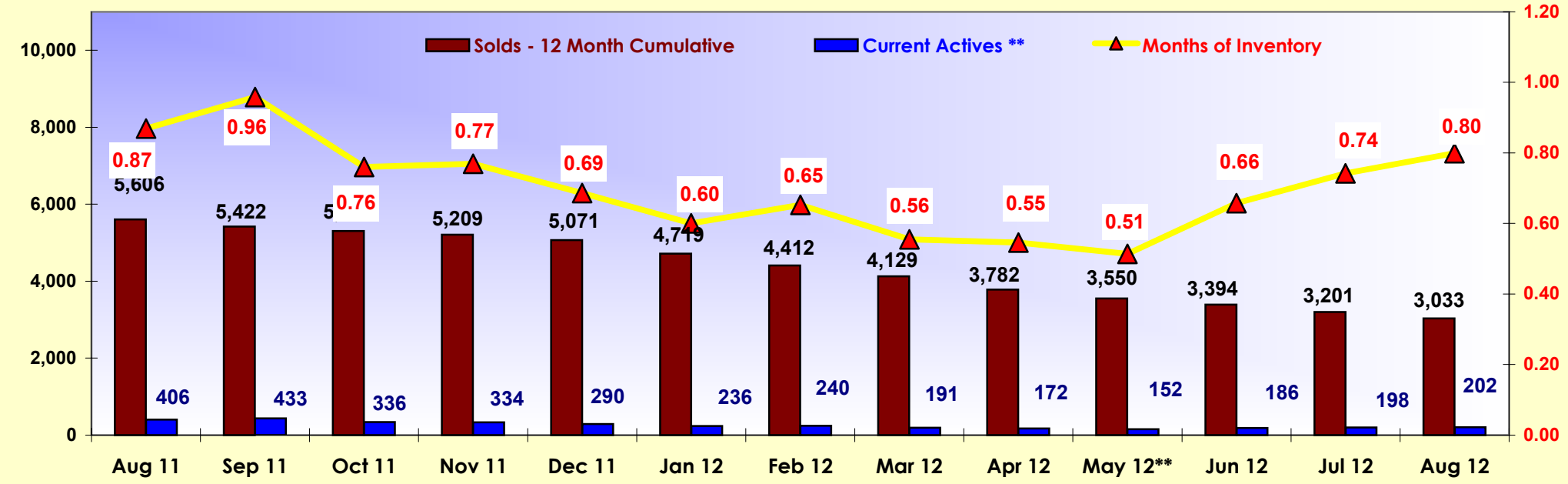
## Month's Supply of Inventory - Single Family*




## Month's Supply of Inventory - Foreclosed/REO Single Family*



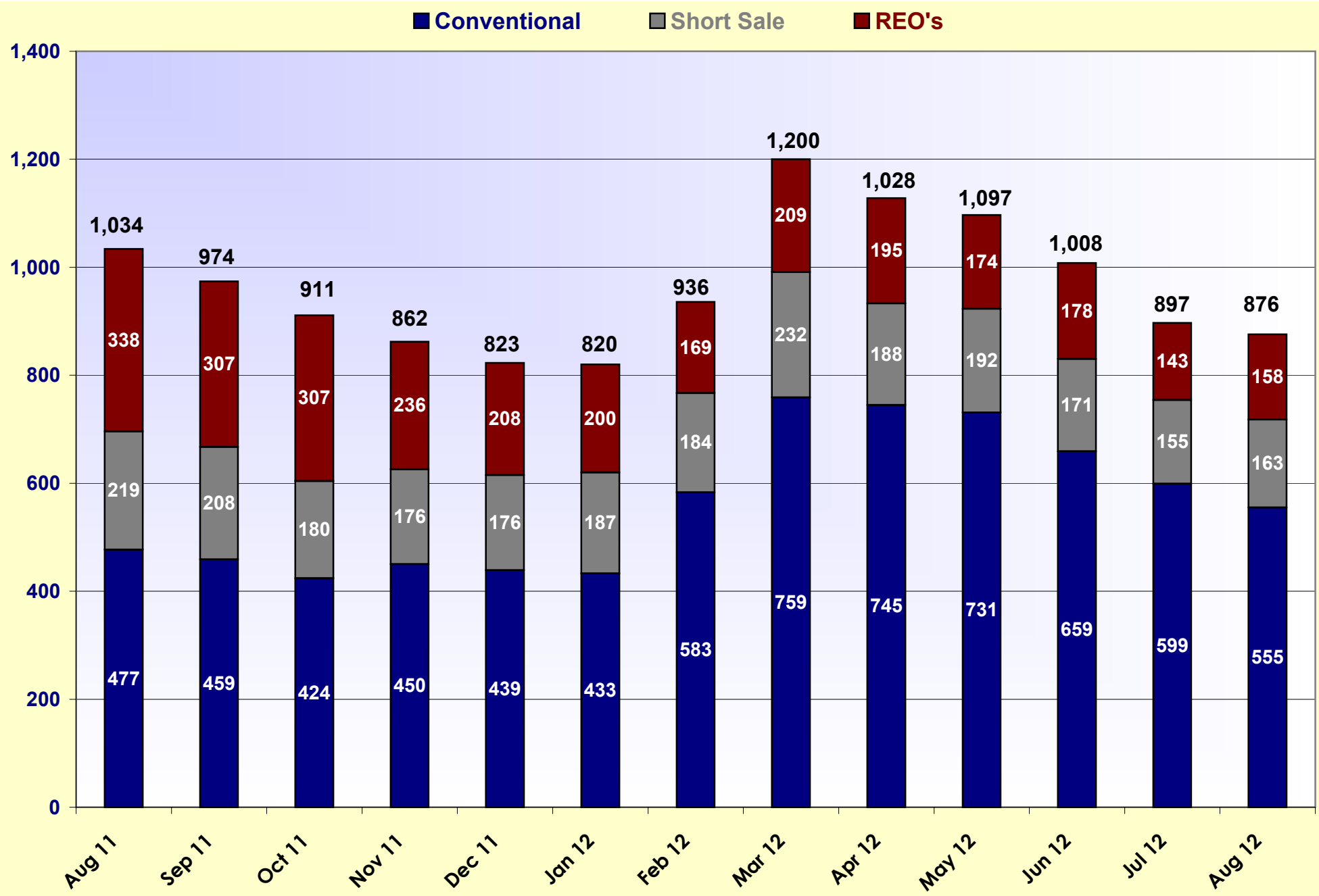

* Single Family Includes Villas & Half Duplexes

** - After April 2012 Actives only Inclued Lee County & from June include ALL Active Contingents.

Absorption (NAR's caculation) - # of Sold Divided by 12 ( # of Months ) gives you the per month Absorption Rate. Divide Rate into the Actives for the Month. This gives you the Monthly Absorption.

# 2011/2012 Sold Single Family* - Lee County

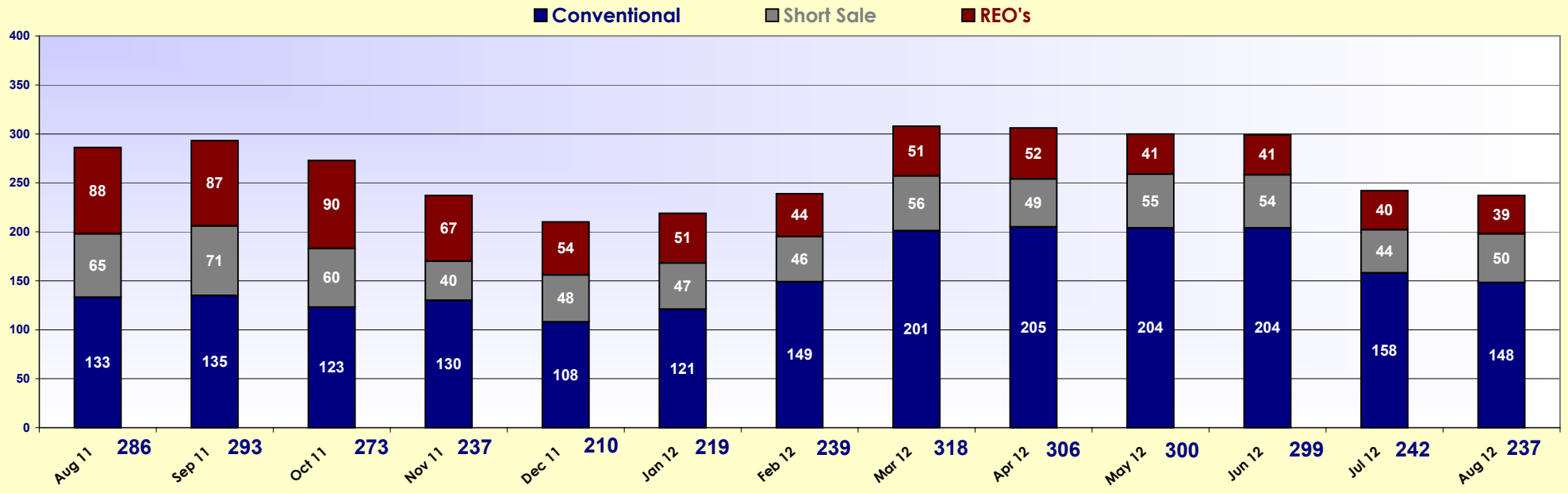




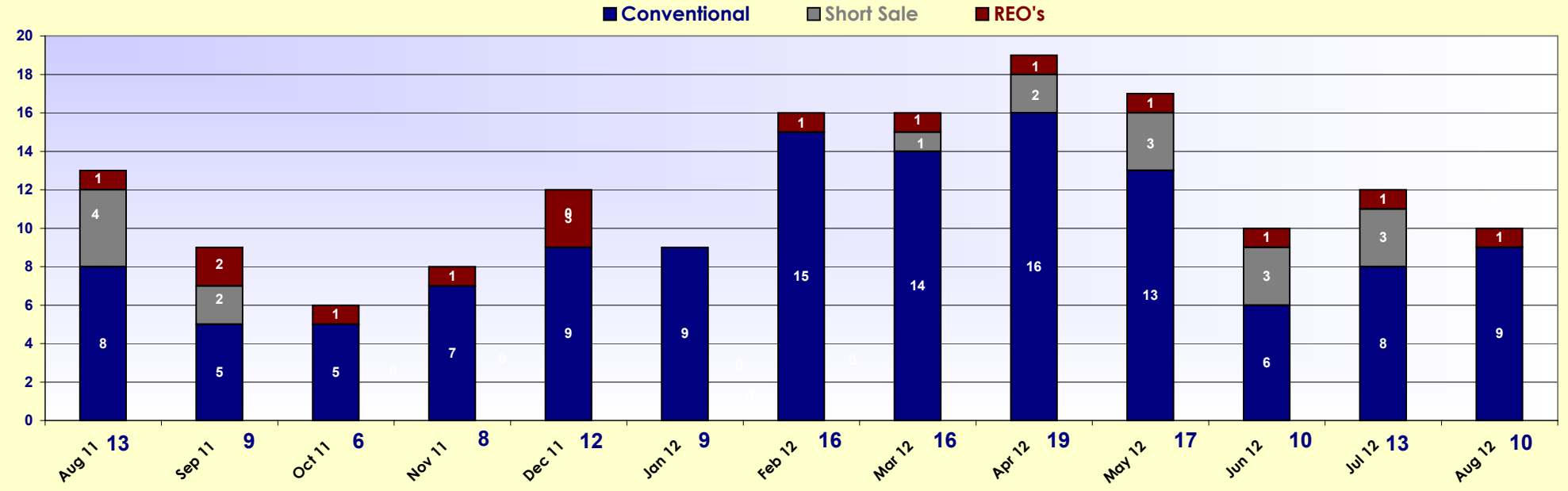

* Single Family Includes Villas & Half Duplexes

# 2011 / 2012 Sold Single Family* - Fort Myers





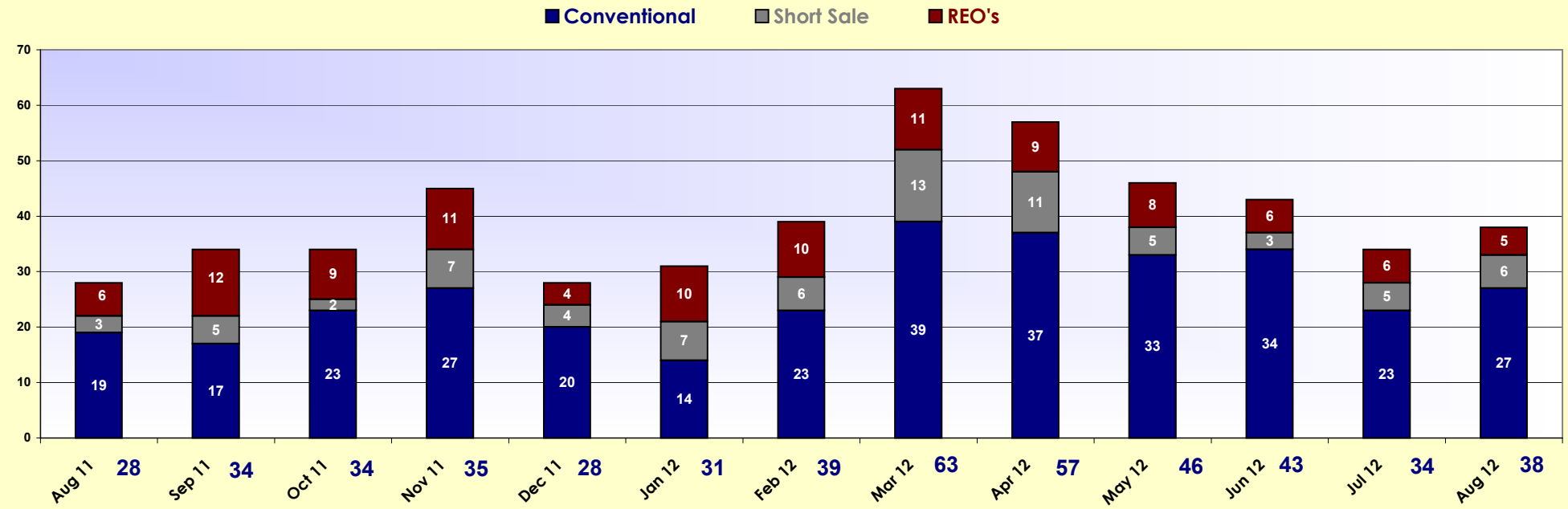

# 2011 / 2012 Sold Single Family* - Fort Myers Beach



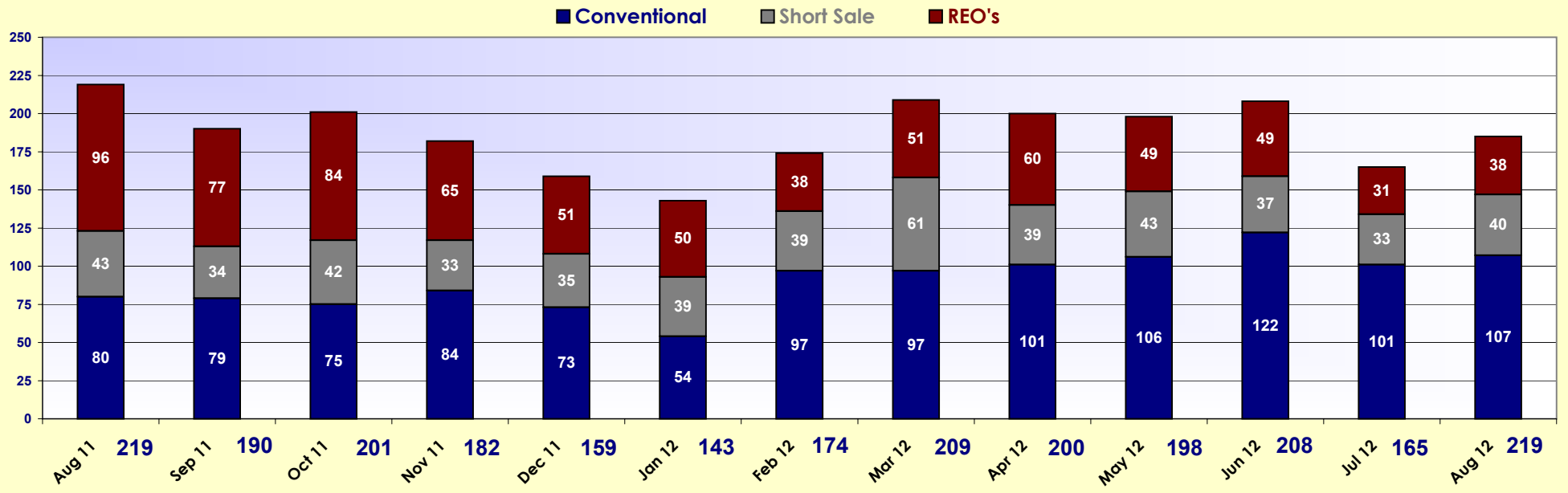

* Single Family Includes Villas & Half Duplexes

# 2011 / 2012 Sold Single Family* - North Fort Myers





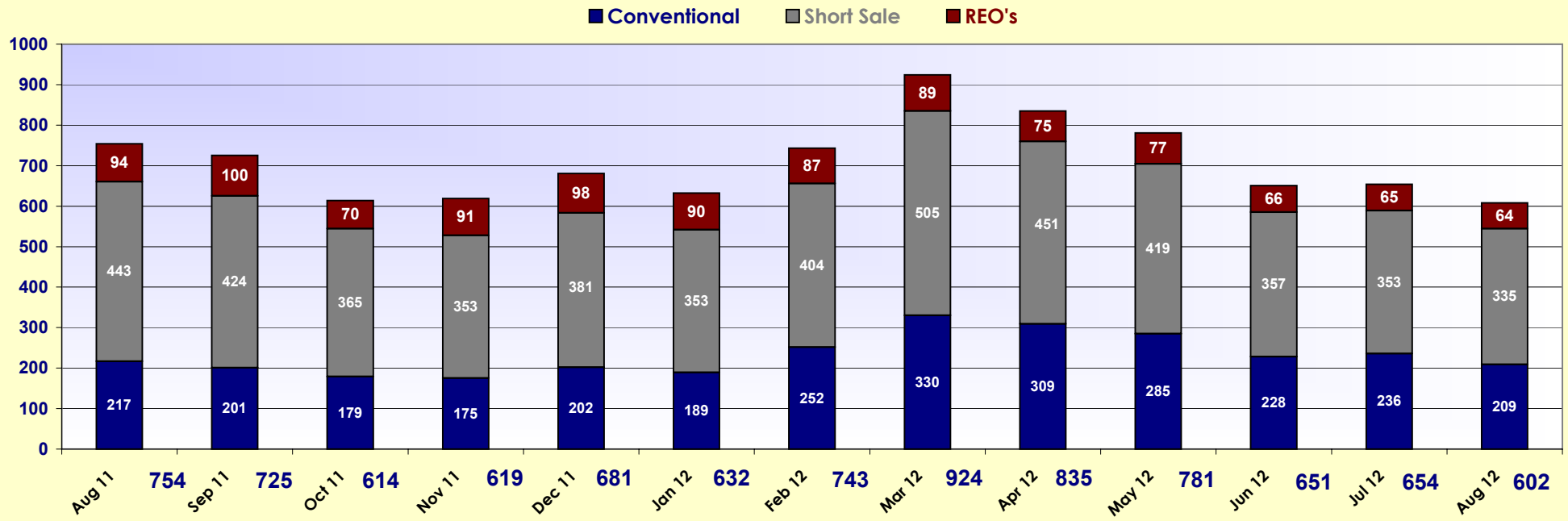

# 2011 / 2012 Sold Single Family* - Lehigh Acres



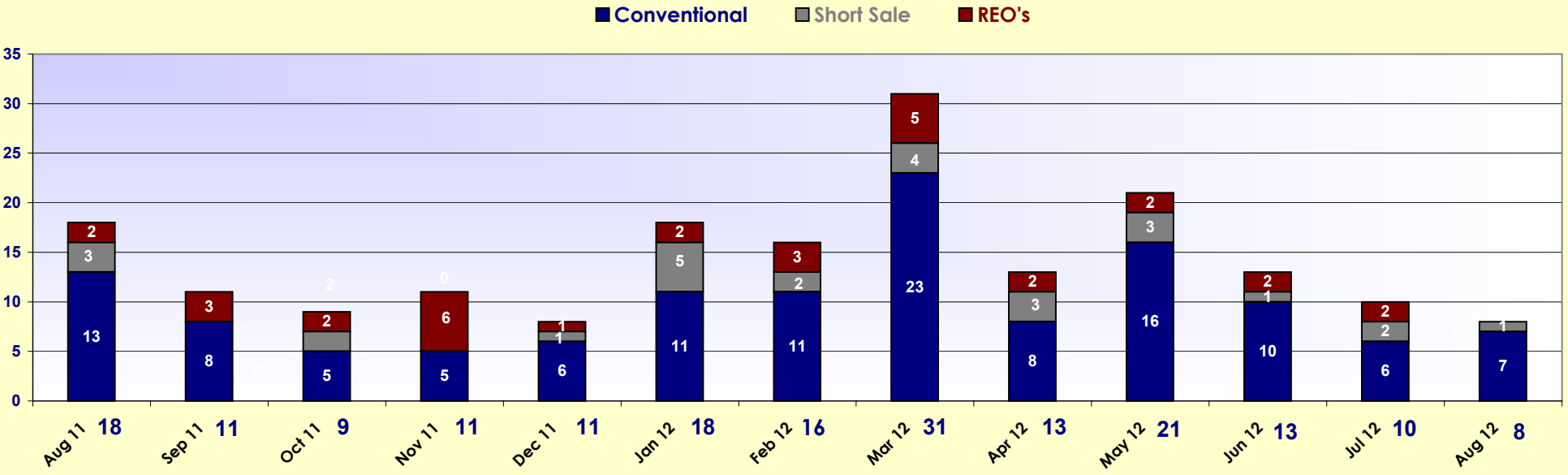

* Single Family Includes Villas & Half Duplexes

# 2011 / 2012 Sold Single Family* - Cape Coral





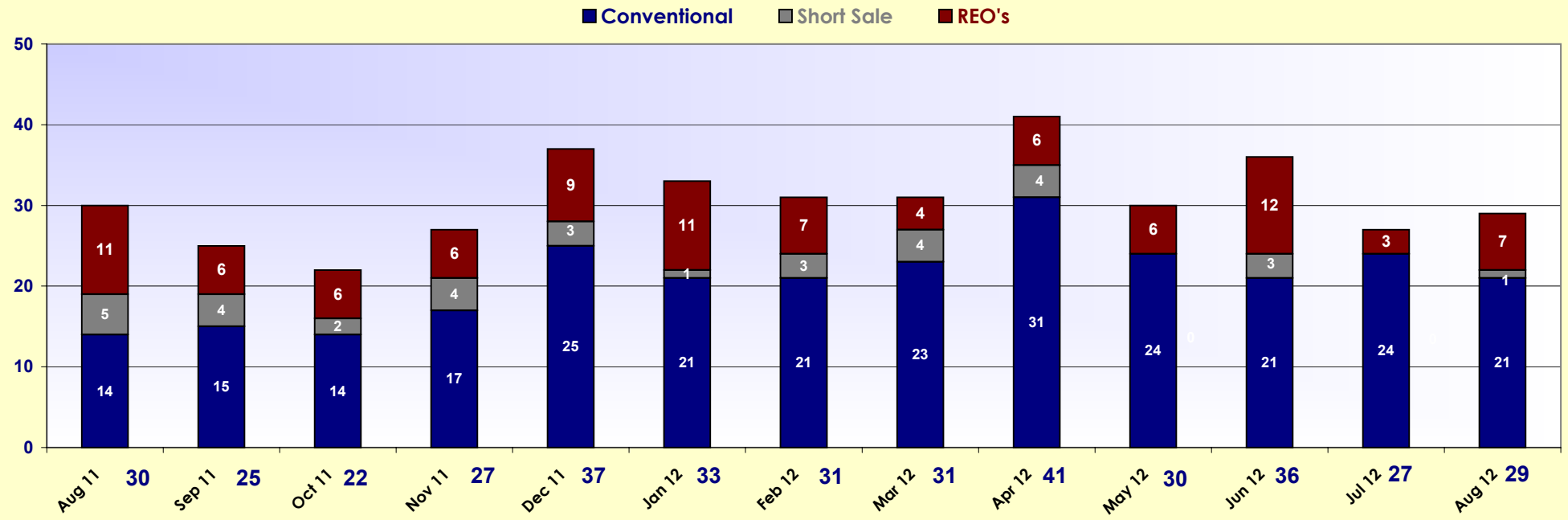

# 2011 / 2012 Sold Single Family* - Pine Island



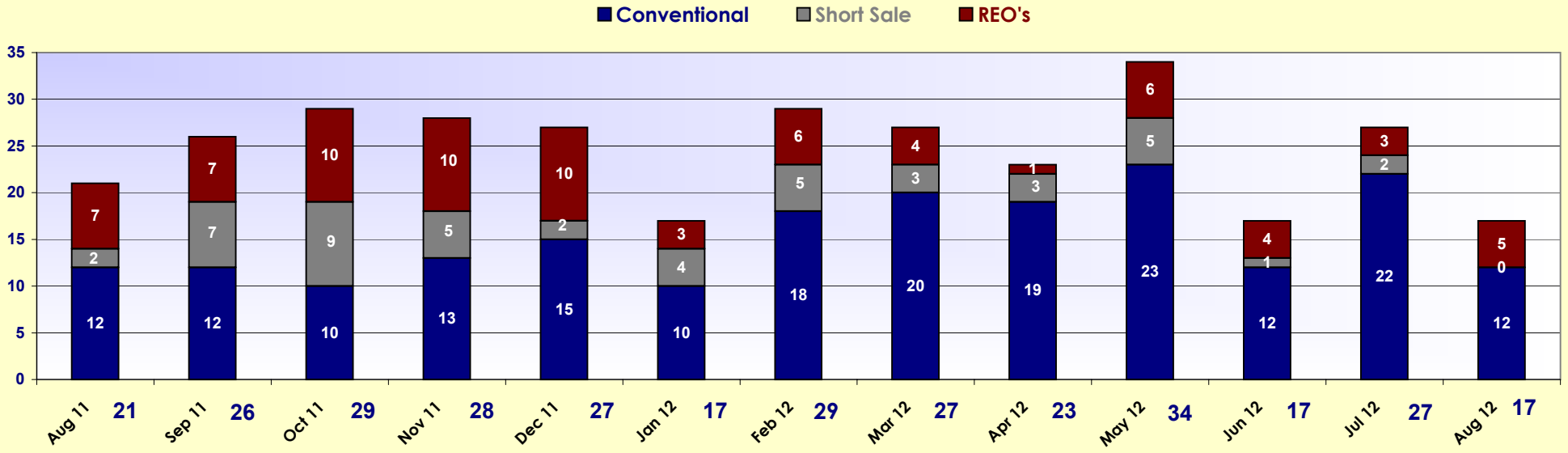

* Single Family Includes Villas & Half Duplexes

# 2011 / 2012 Sold Single Family* - Bonita Springs





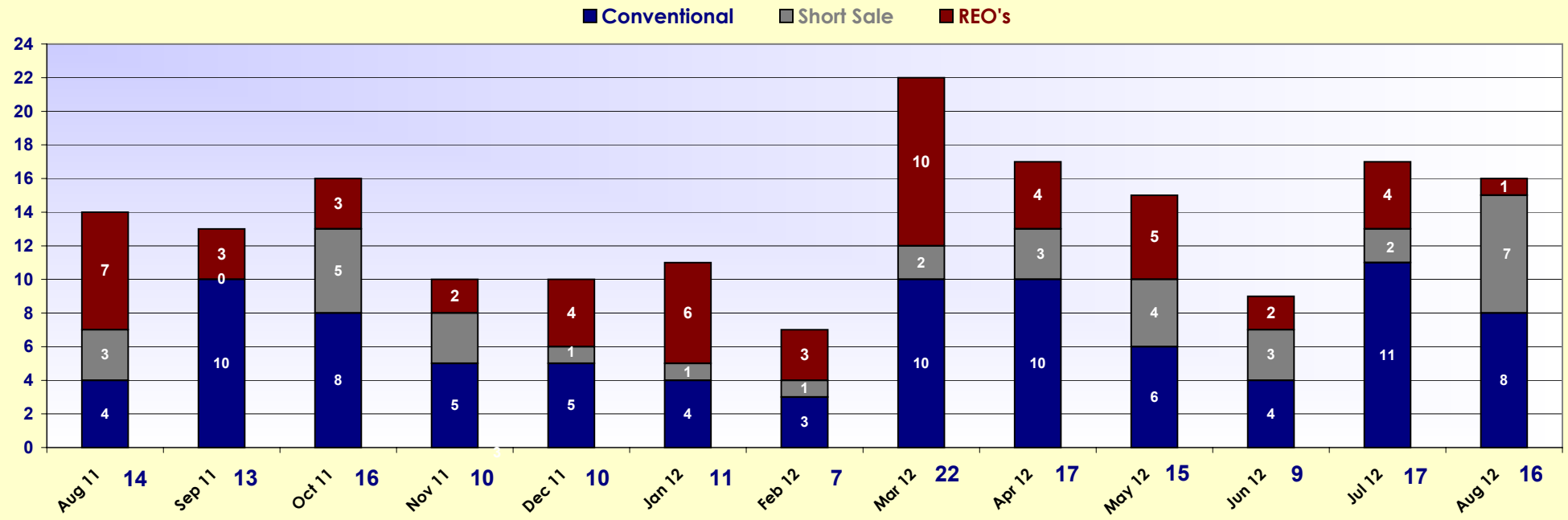

# 2011 / 2012 Sold Single Family* - Estero



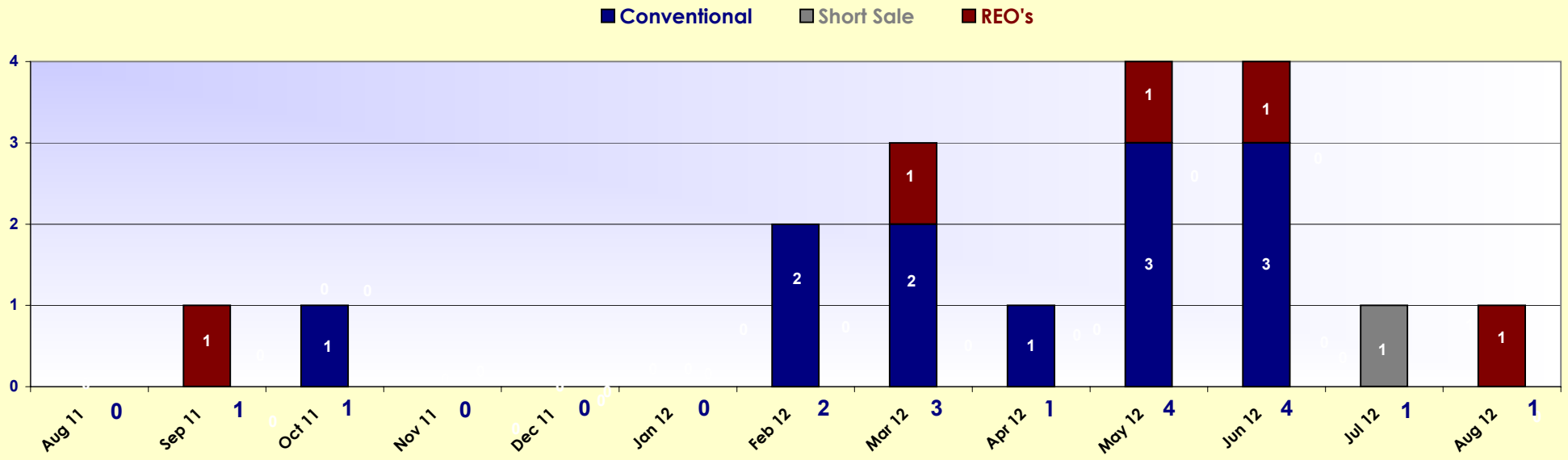

* Single Family Includes Villas & Half Duplexes

# 2011 / 2012 Sold Single Family* - Hendry County





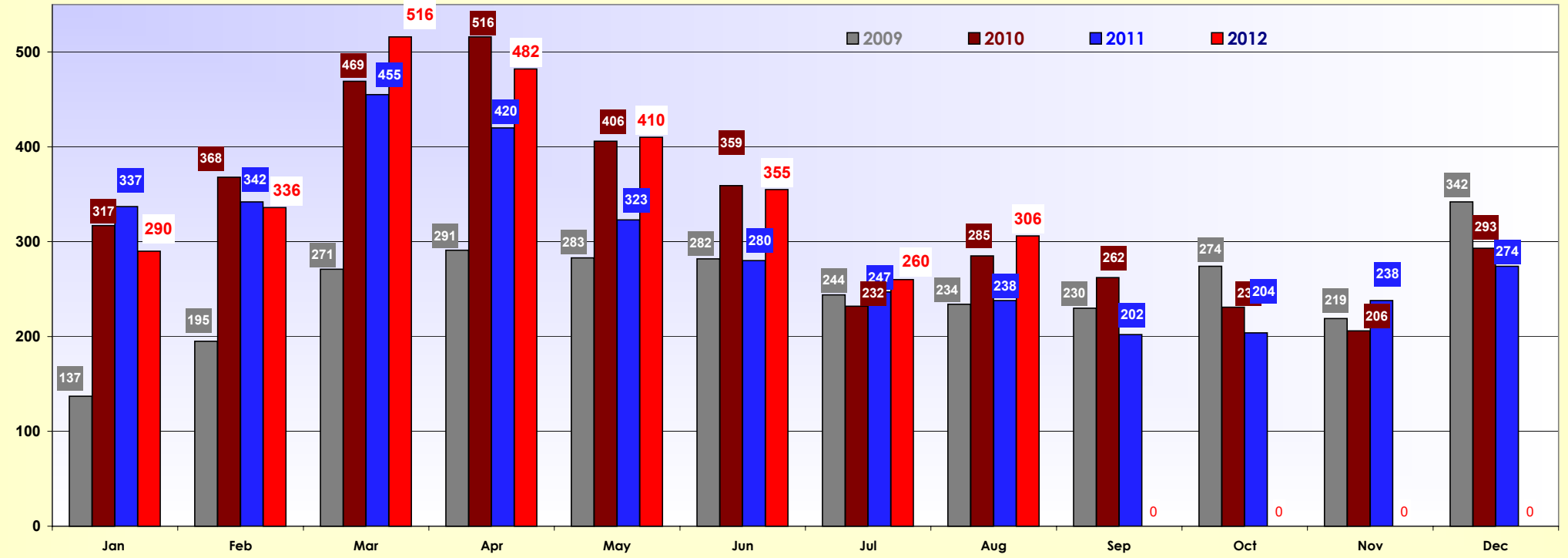

# 2011 / 2012 Sold Single Family* - Glades County



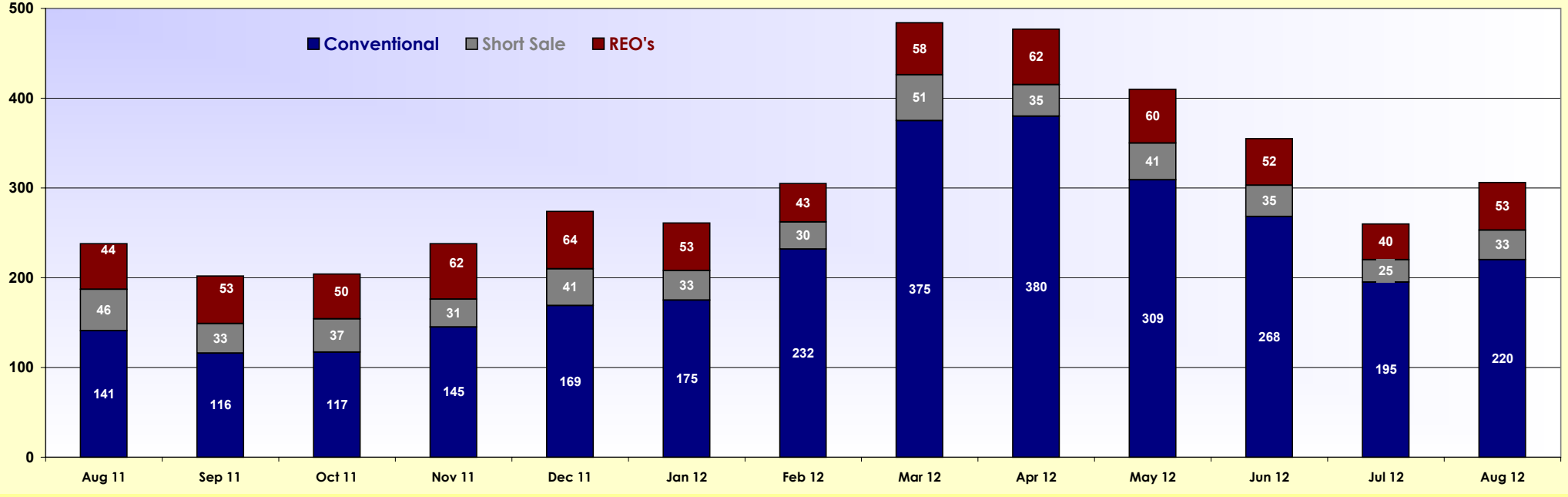

* Single Family Includes Villas & Half Duplexes

# 2009 - 2012 Total Condo's/Townhouses Solds



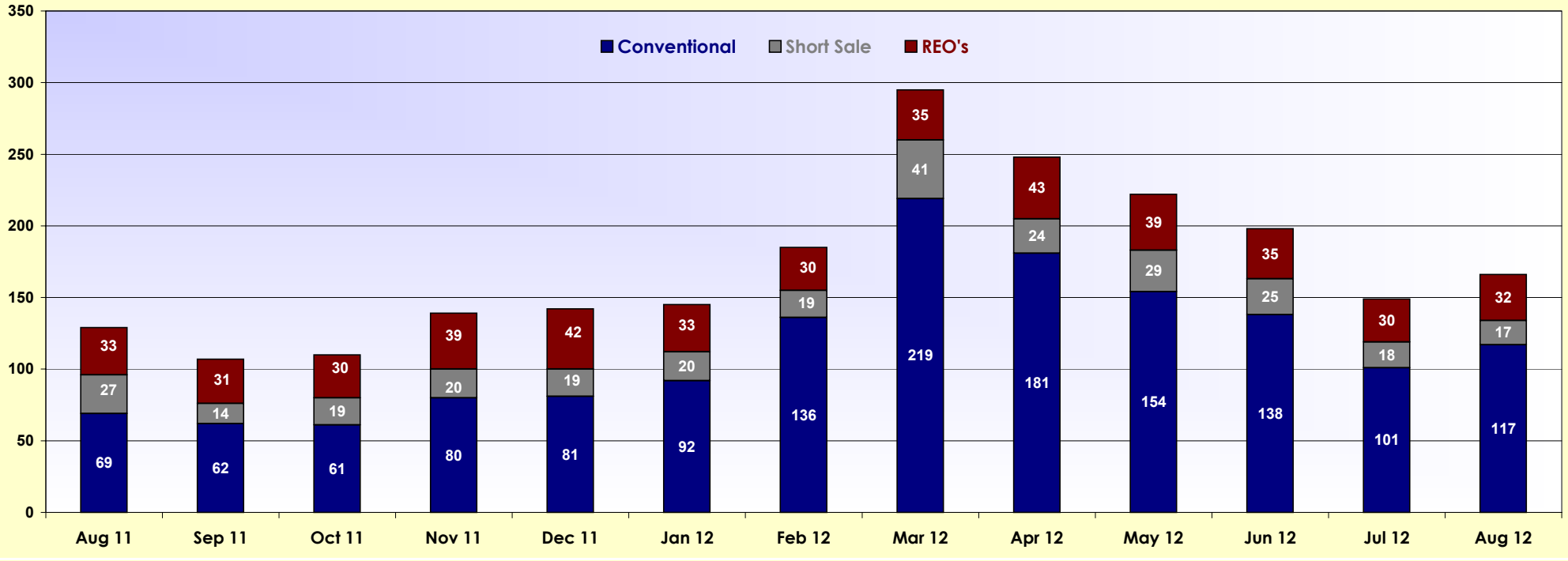



# Lee County Condo's/Townhouses Breakout - Sold 2011 - 2012

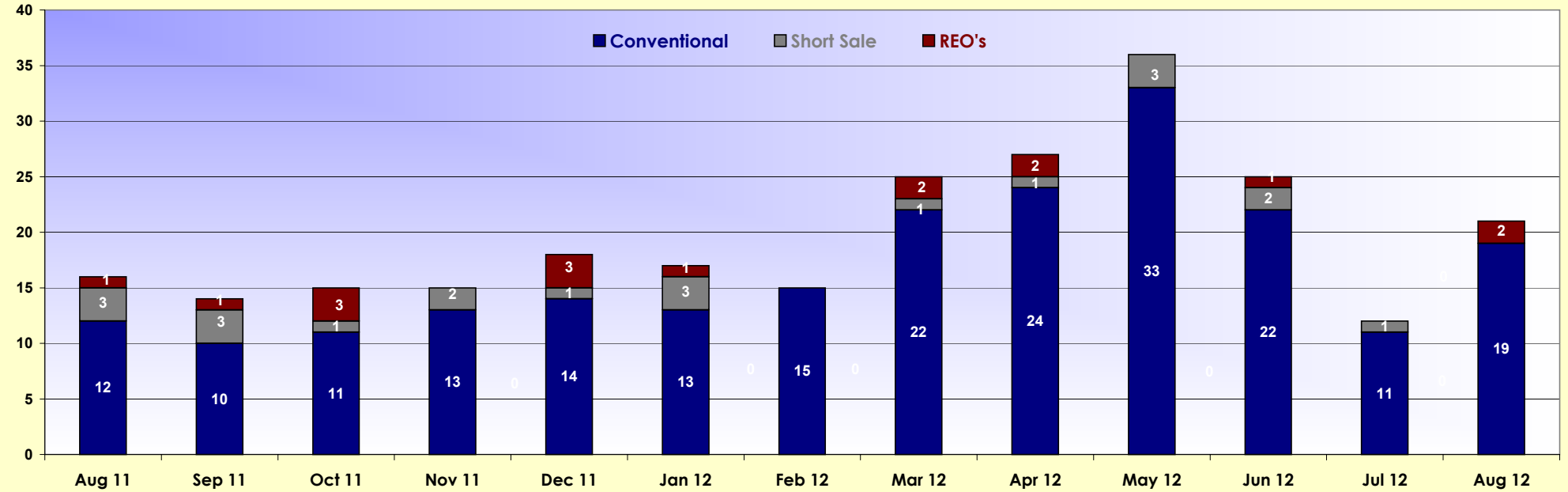


# Condo's/Townhouses Sold - Fort Myers 2011 - 2012



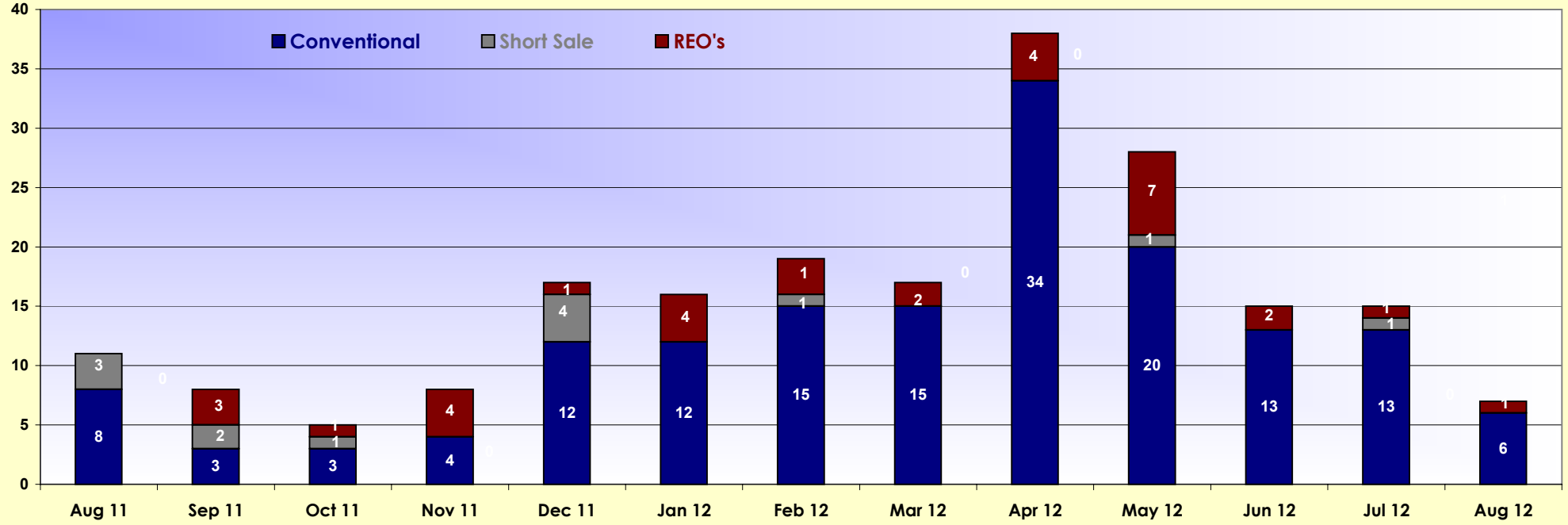



# Condo's/Townhouses Sold - Fort Myers Beach 2011 - 2012

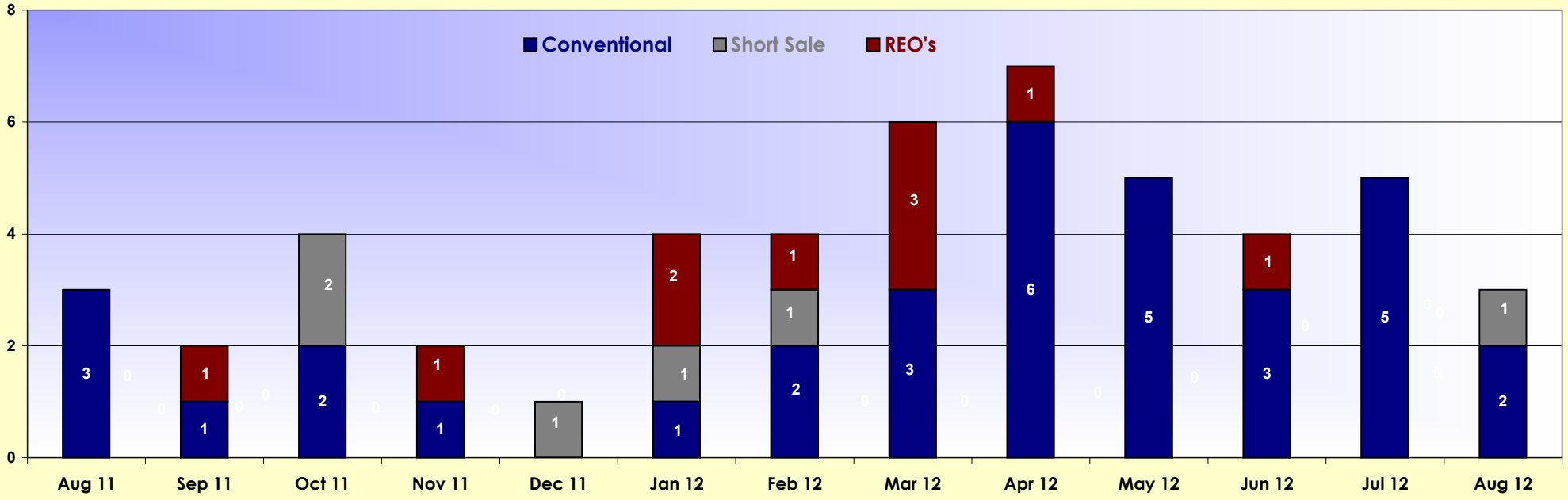


# Condo's/Townhouses Sold - North Fort Myers 2011-2012



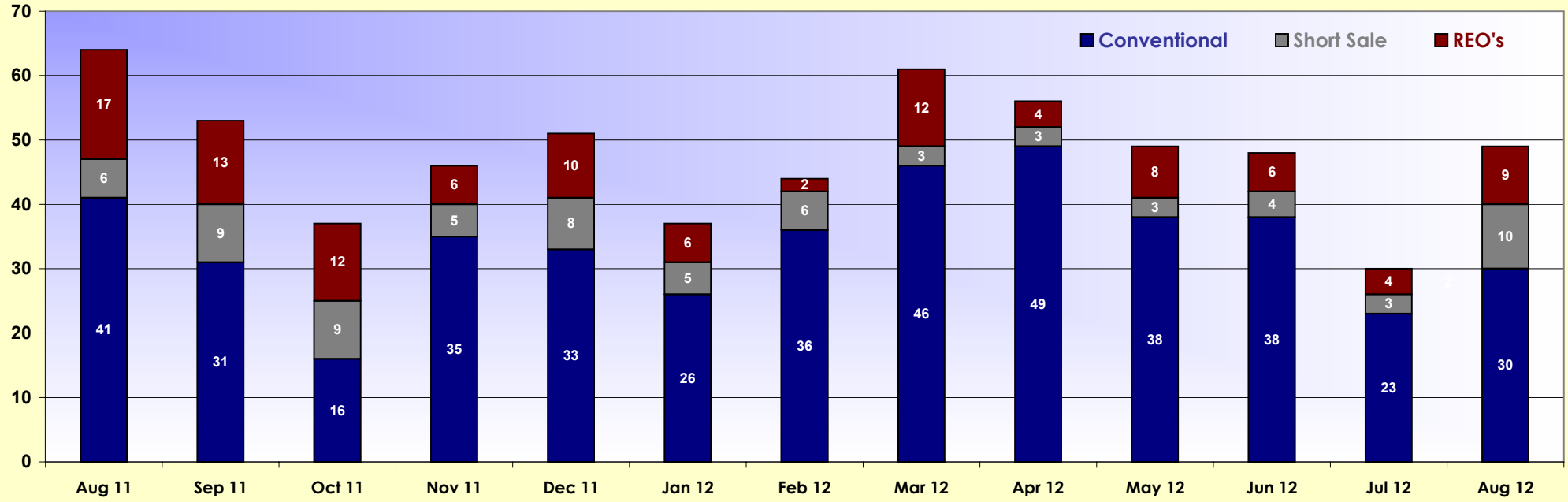



# Condo's/Townhouses Sold - Lehigh Acres 2011-2012

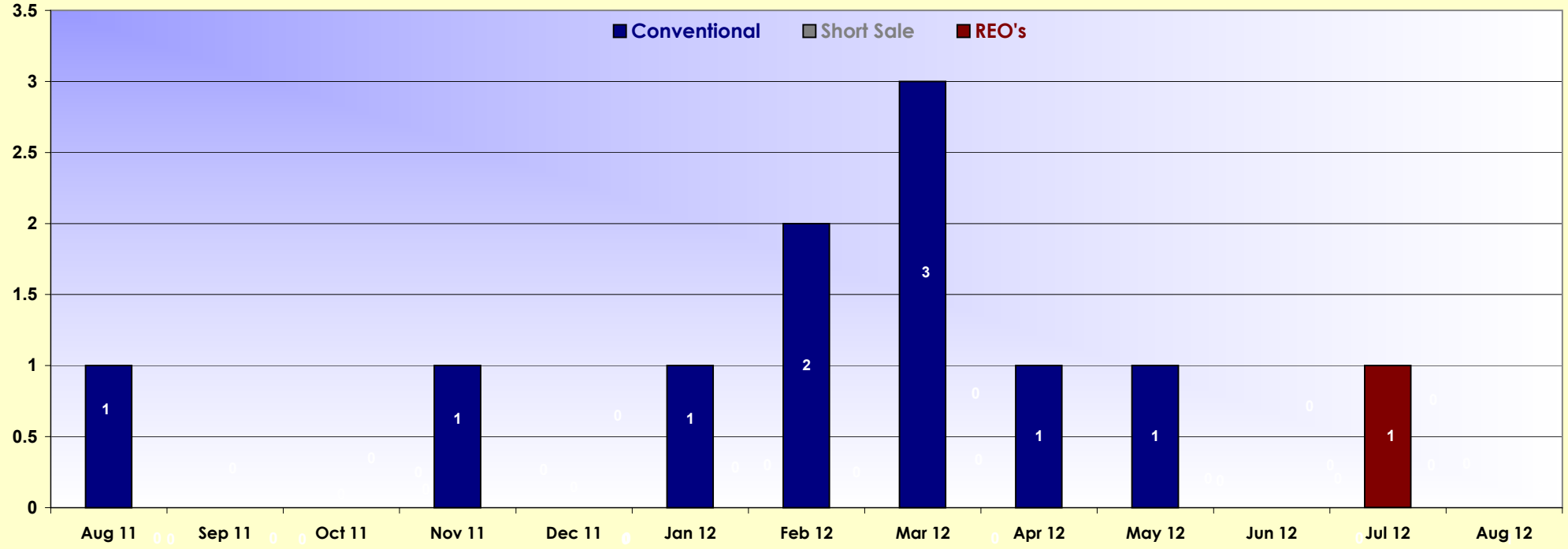


# Condo's/Townhouses Sold - Cape Coral 2011-2012



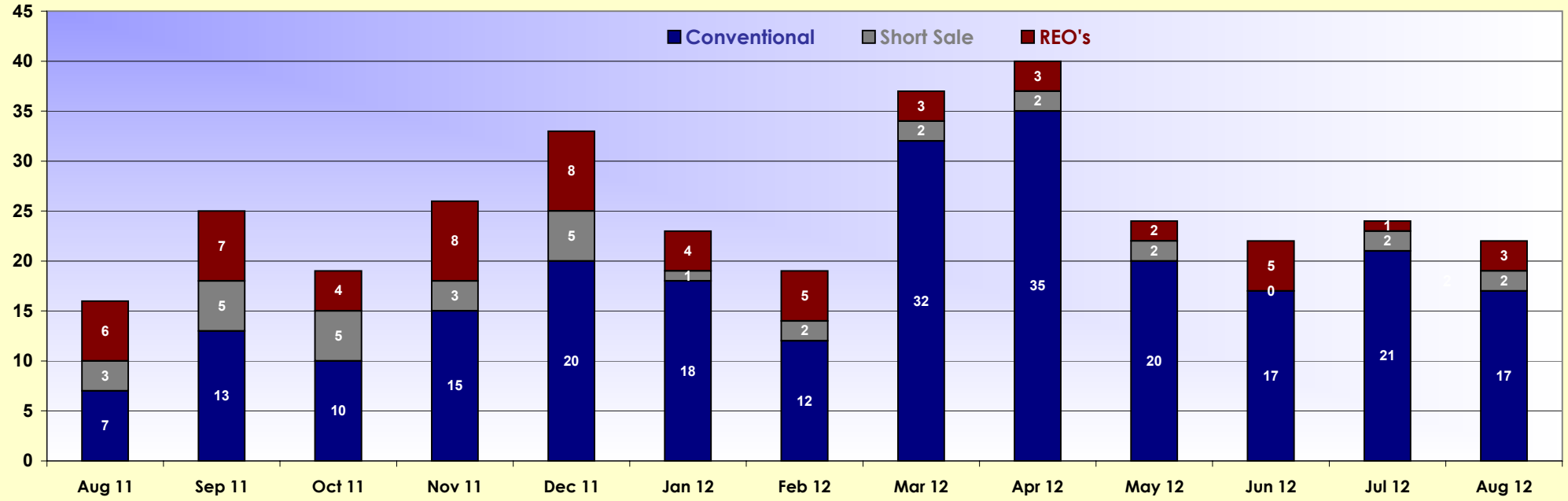



# Condo's/Townhouses Sold - Pine Island 2011-2012

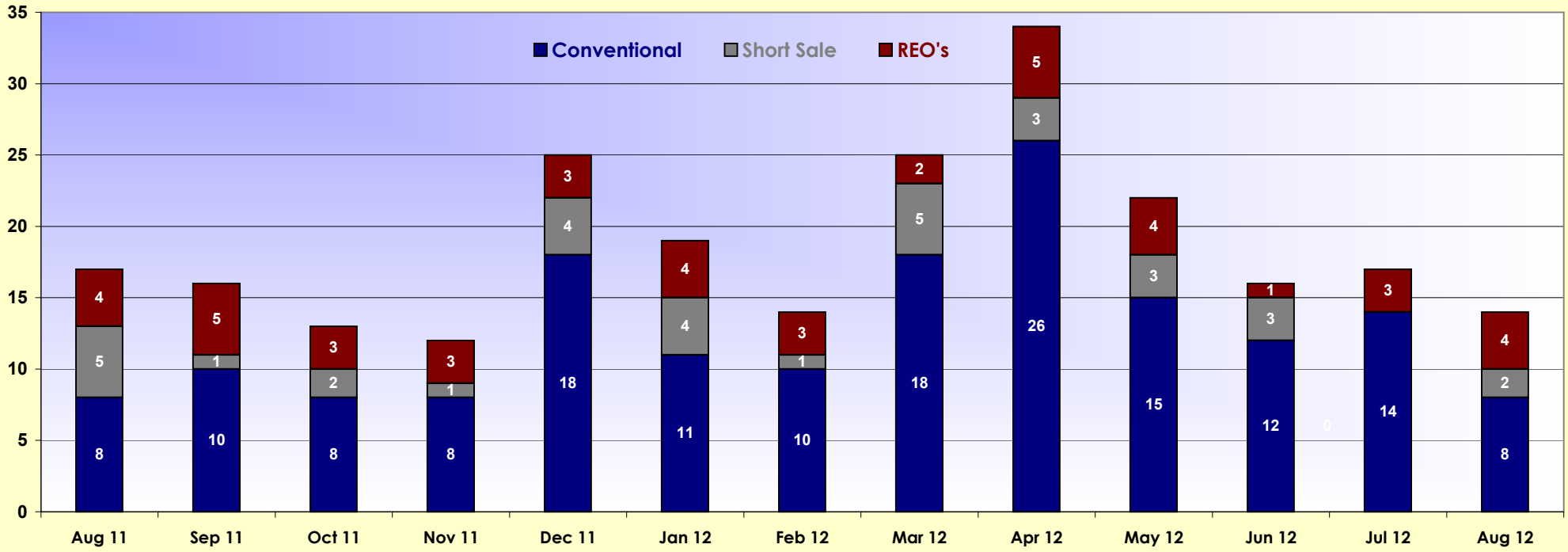


# Condo's/Townhouses Sold - Bonita Springs 2011-2012

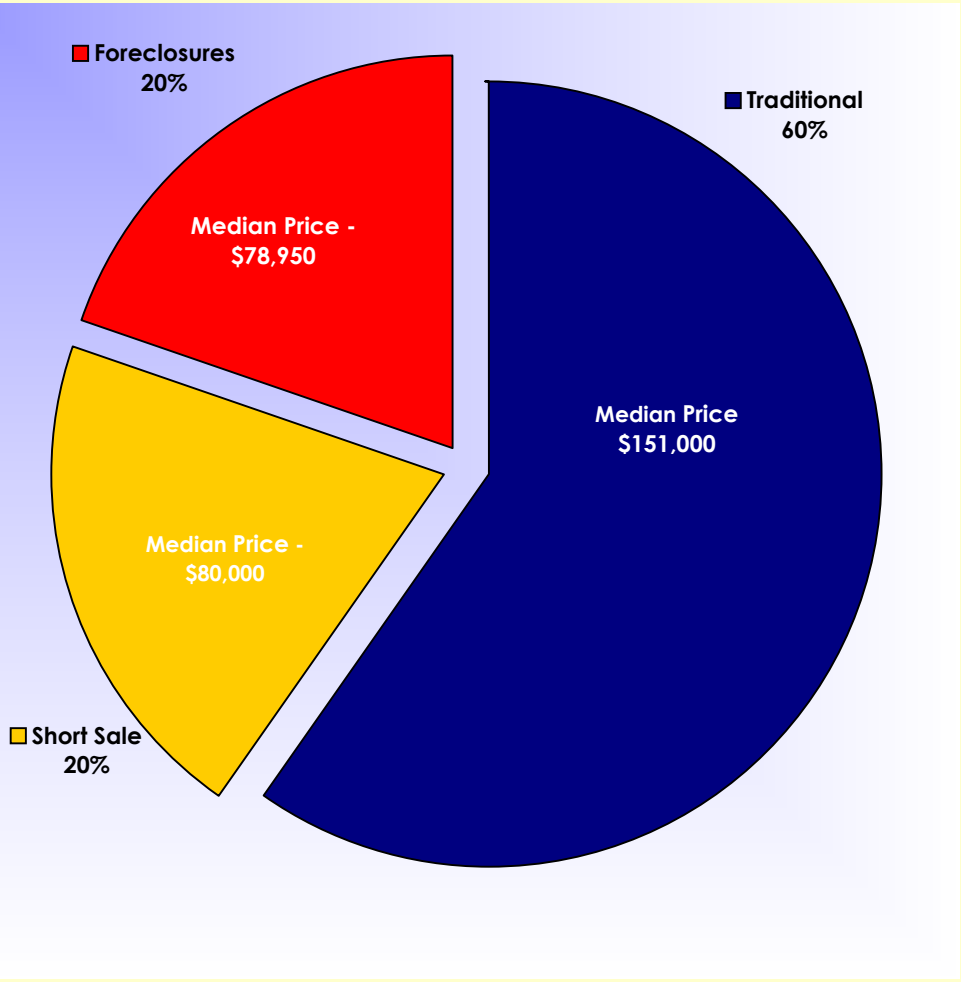




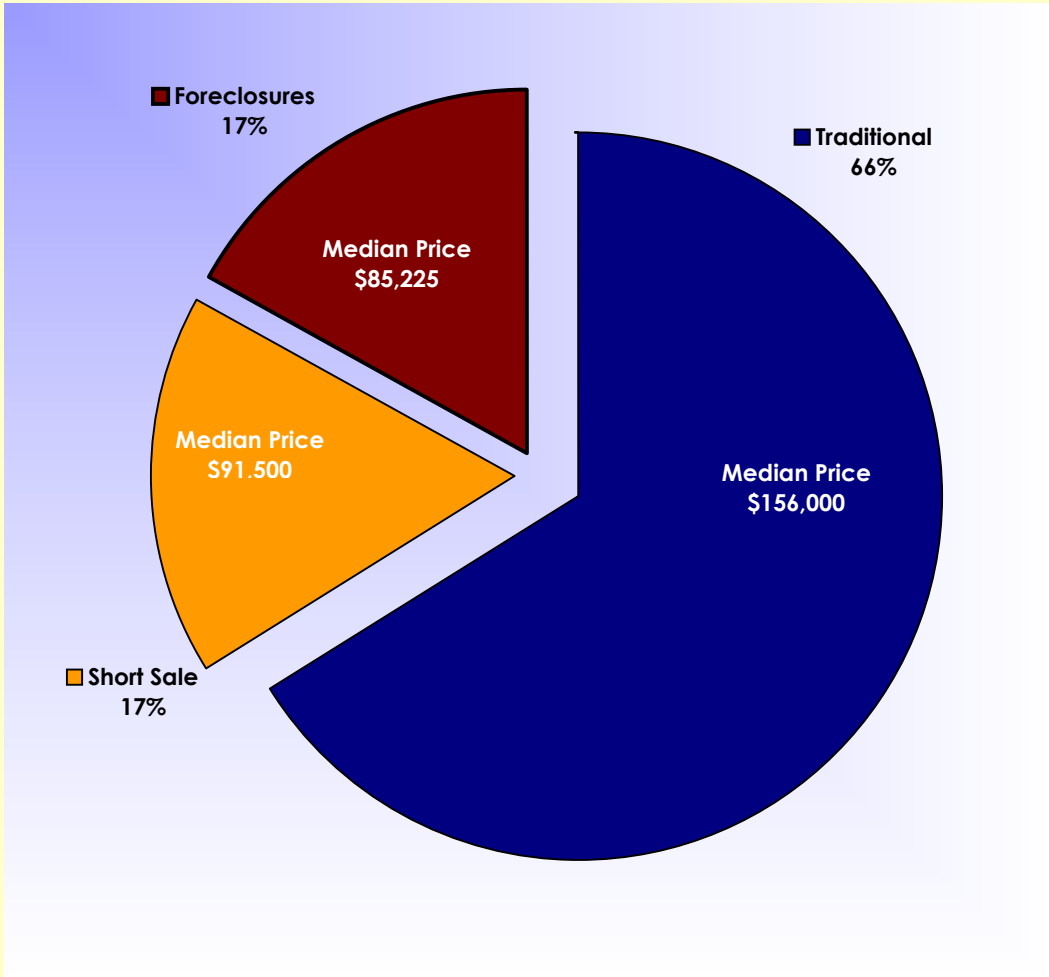

# Condo's/Townhouses Sold - Estero 2011-2012



## Single Family* Sold Listings
## January 2012 - March 2012**




## Single Family* Sold Listings
## April 2012 - June 2012**




### Sold Listings January 2012 - March 2012

| | # of listings | | Median Price |
|---|---|---|---|
| Traditional | 1,896 | 60% | $ 151,000 |
| Short Sale | 647 | 20% | $ 80,000 |
| Foreclosures | 628 | 20% | $ 78,950 |
| | 3,171 | | |

* Single Family Includes Villas & Half Duplexes

### Sold Listings April 2012 - June 2012

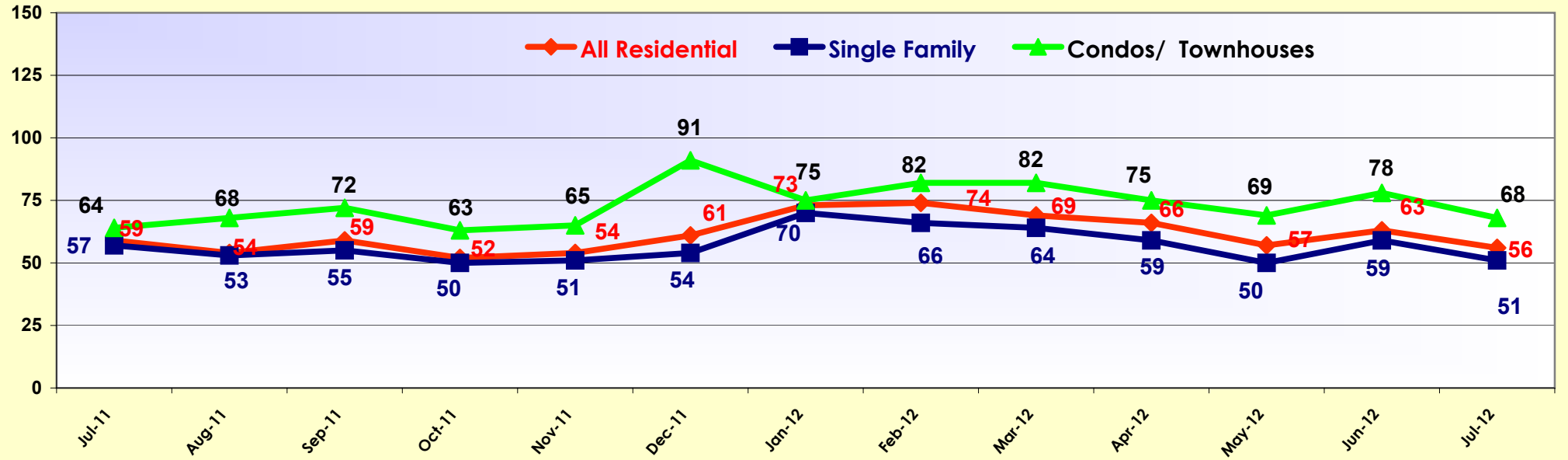
| | # of listings | | Median Price |
|---|---|---|---|
| Traditional | 2,188 | 66% | $ 156,000 |
| Short Sale | 566 | 17% | $ 91,500 |
| Foreclosures | 560 | 17% | $ 85,225 |
| | 3,314 | | |

** This chart is published quarterly.

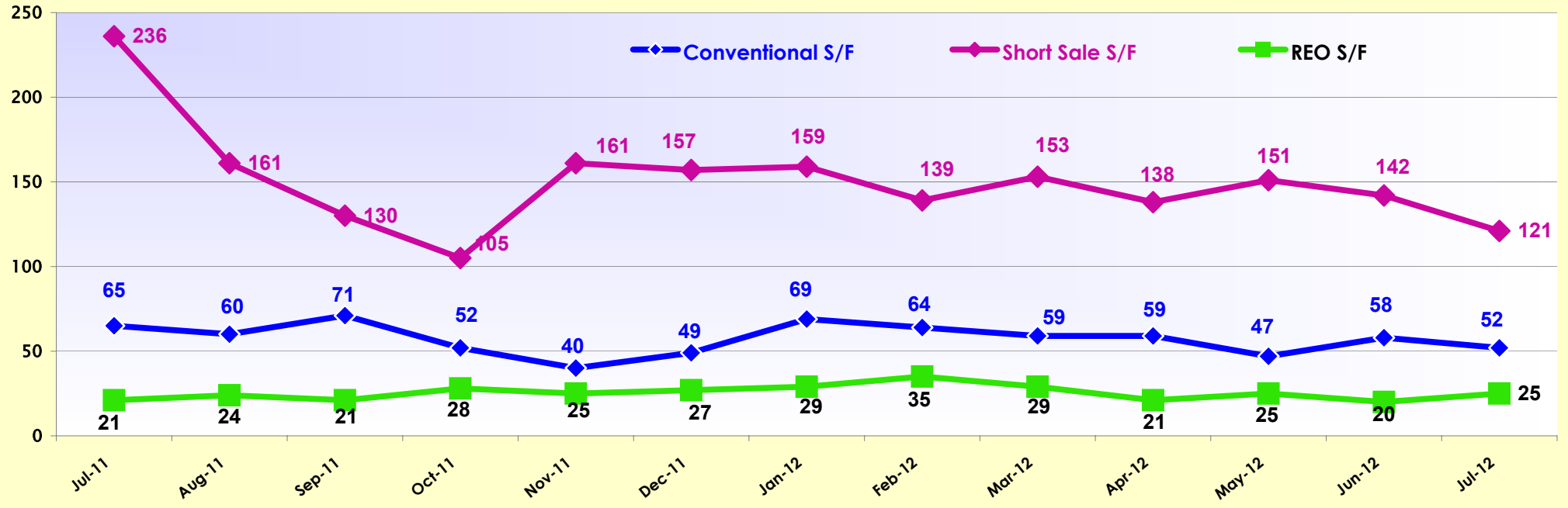
# Days On Market - Last 12 Months - Solds

## All Residential/Single Family*/Condos/Townhouses






## Days On Market -Single Family* By Type

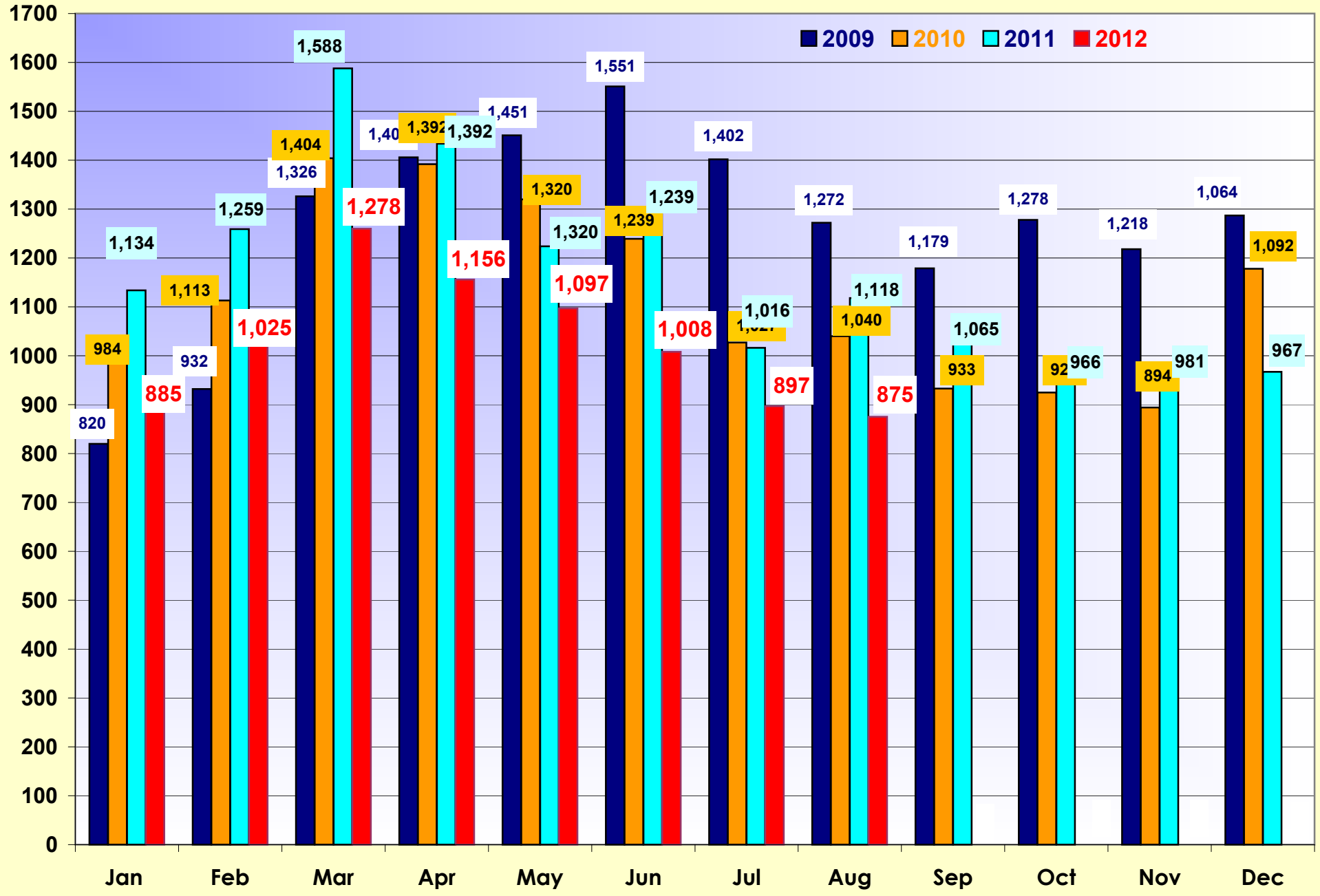



* Single Family Includes Villas & Half Duplexes

Average # of DOM for Sold Residential Listings calculated by Rapattoni

# Lee County Single Family* Solds 2009-2012



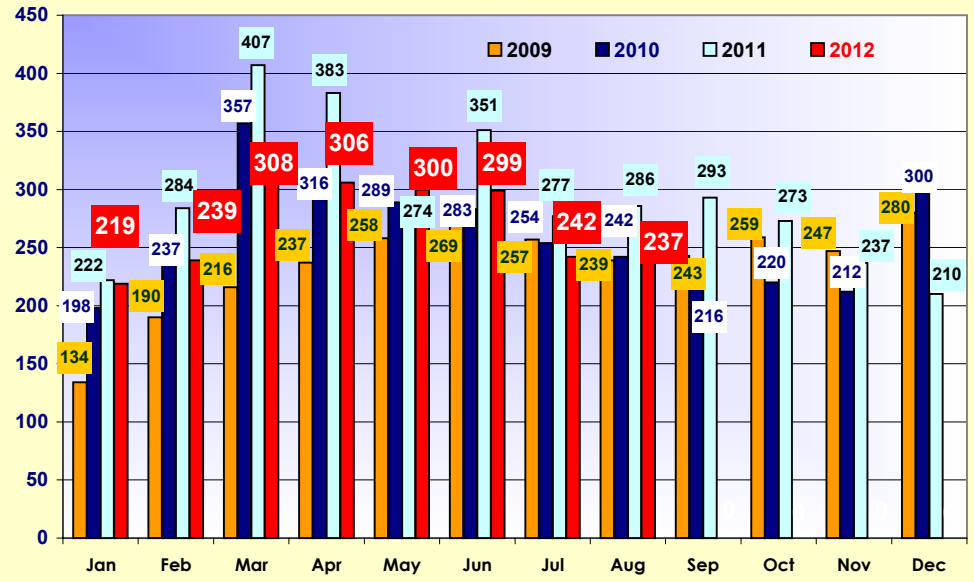



* Single Family Includes Villas & Half Duplexes

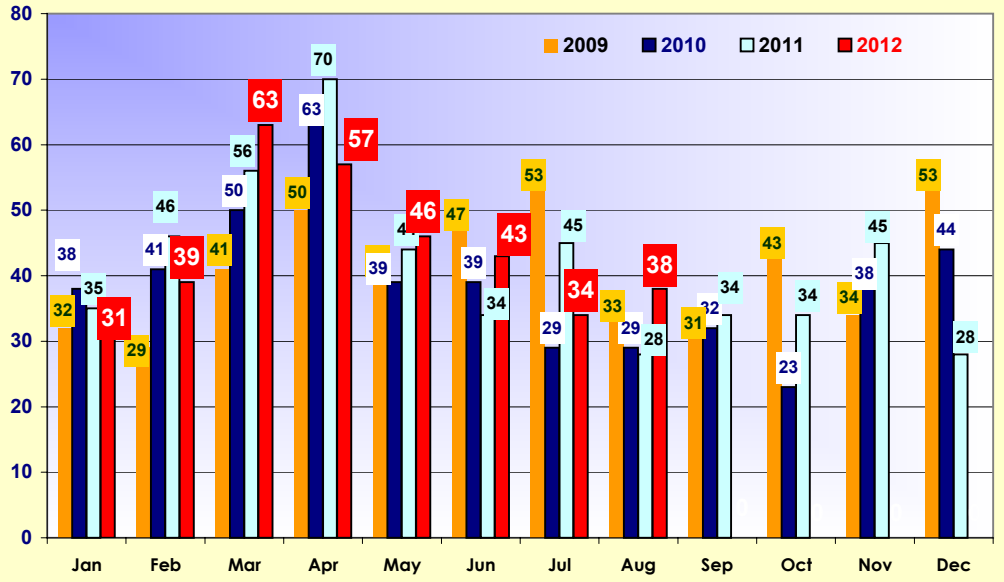
# 2009-2012 Sold By City



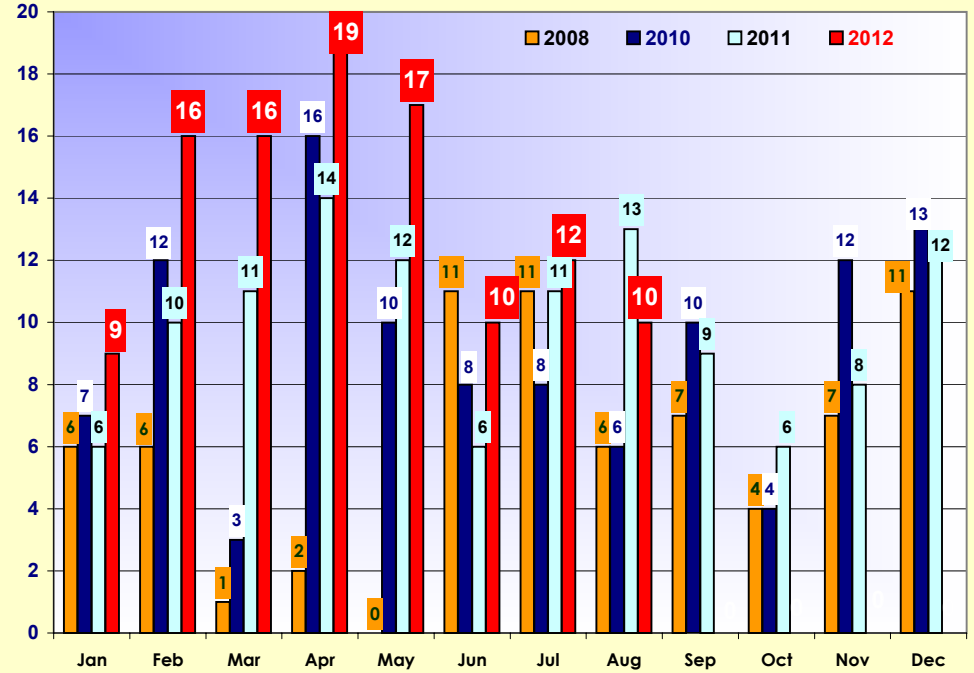
## 2009-2012 Sold Single Family* - Fort Myers



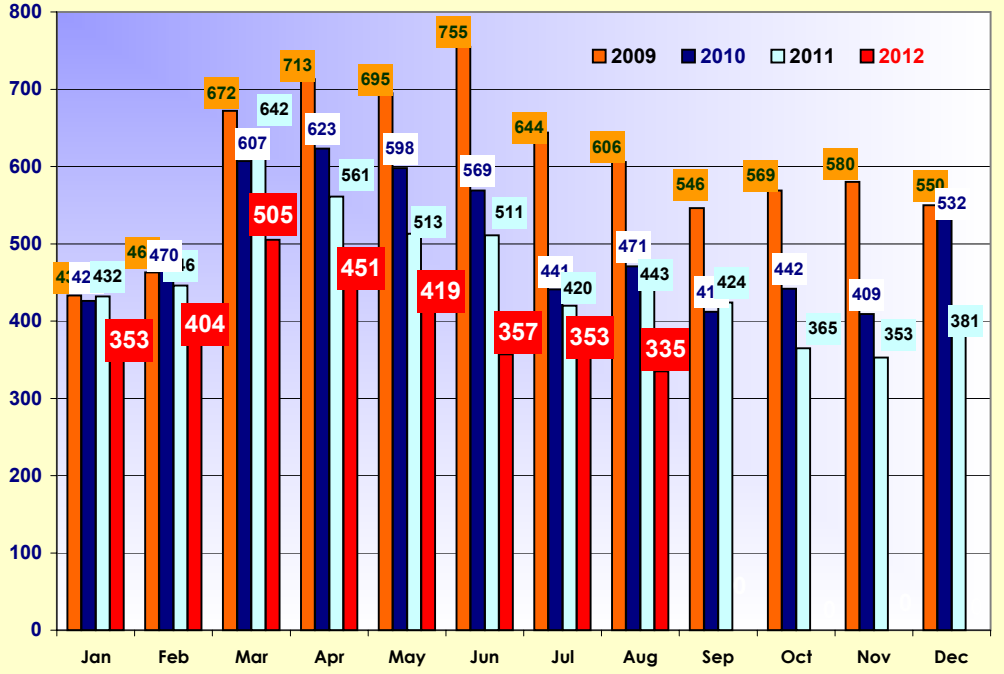

## 2009-2012 Sold Single Family* - North Fort Myers




## 2009-2012 Sold Single Family* - Fort Myers Beach




## 2009-2012 Sold Single Family* - Cape Coral

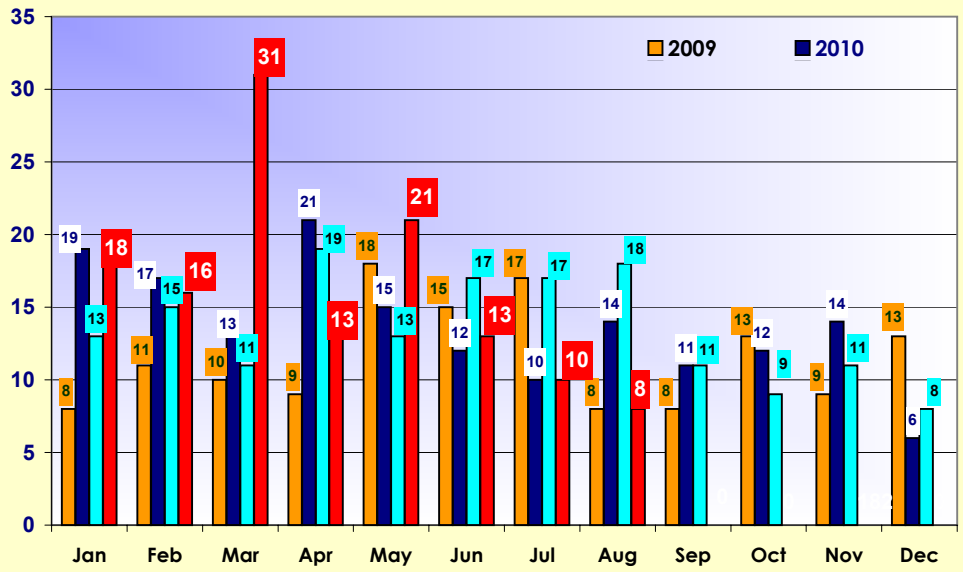



* Single Family Includes Villas & Half Duplexes

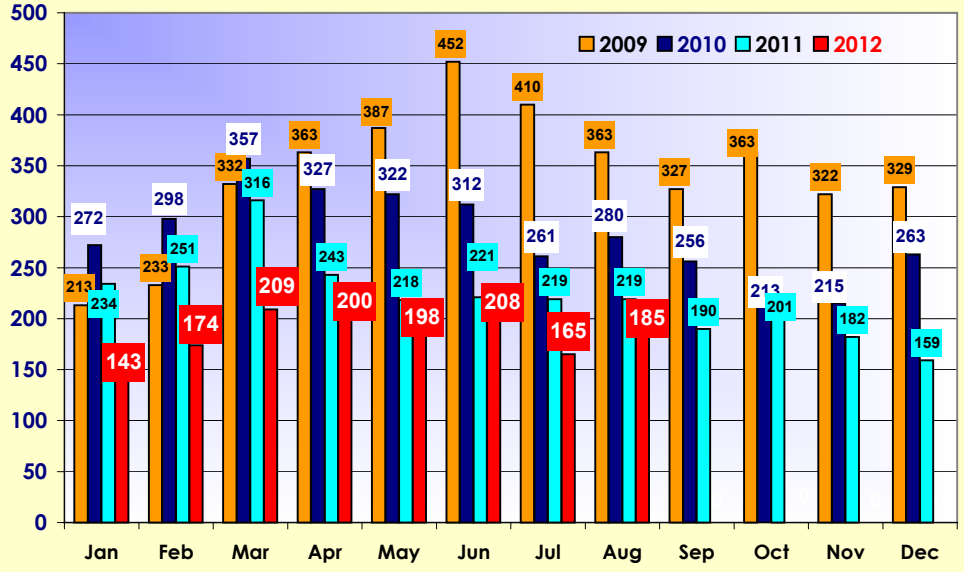
# 2009-2012 Sold By City



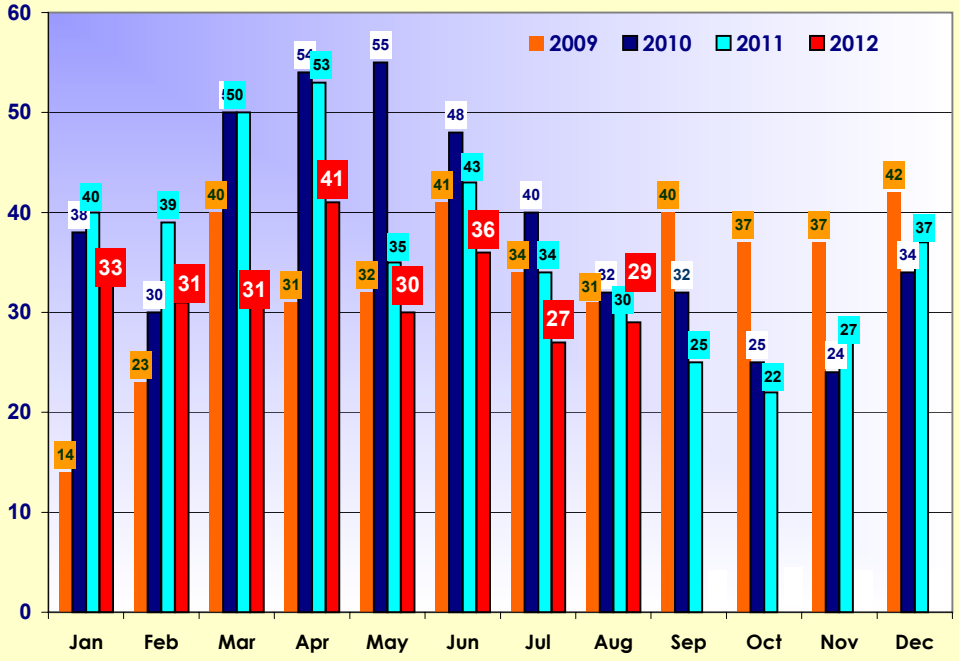
## 2009-2012 Sold Single Family* - Pine Island



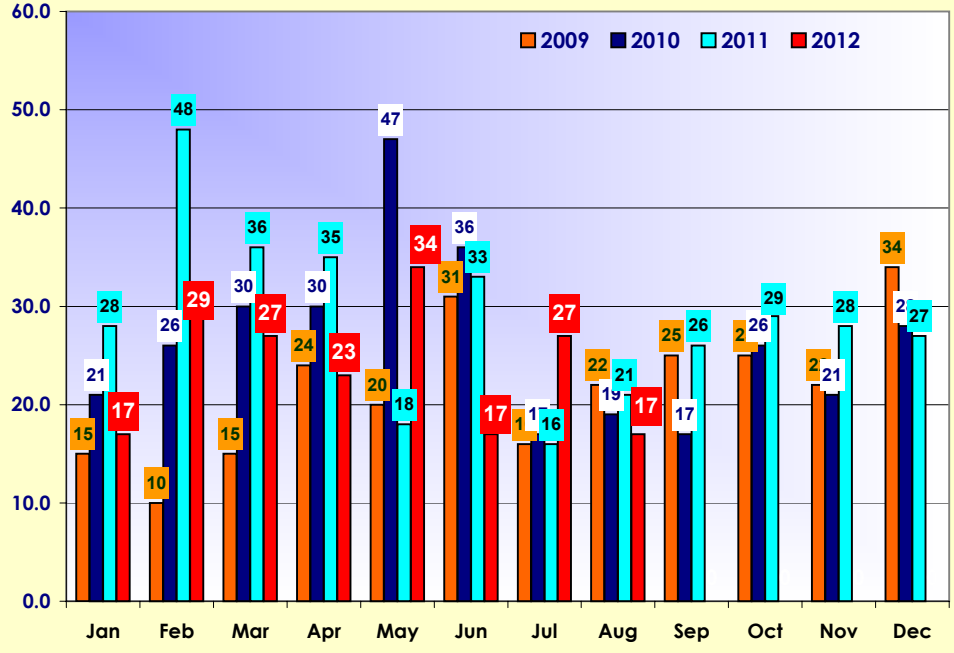

## 2009-2012 Sold Single Family* -Lehigh Acres




## 2009-2012 Sold Single Family* - Bonita Springs



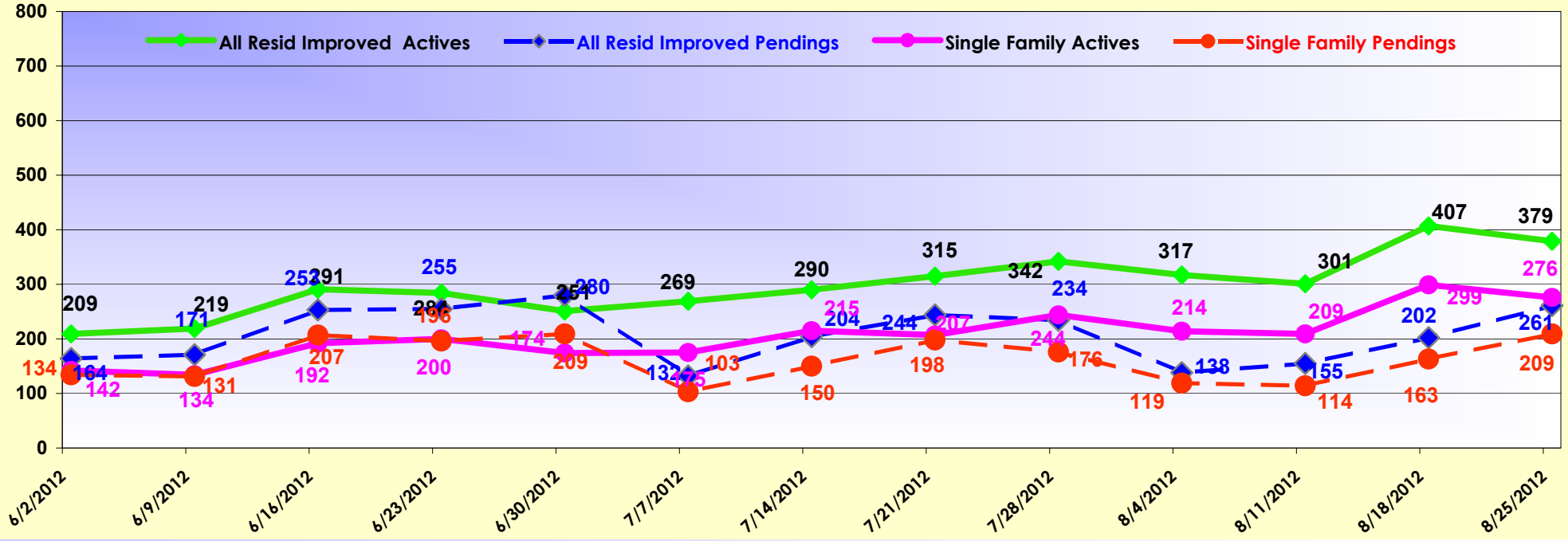

## 2009-2012 Sold Single Family* - Estero



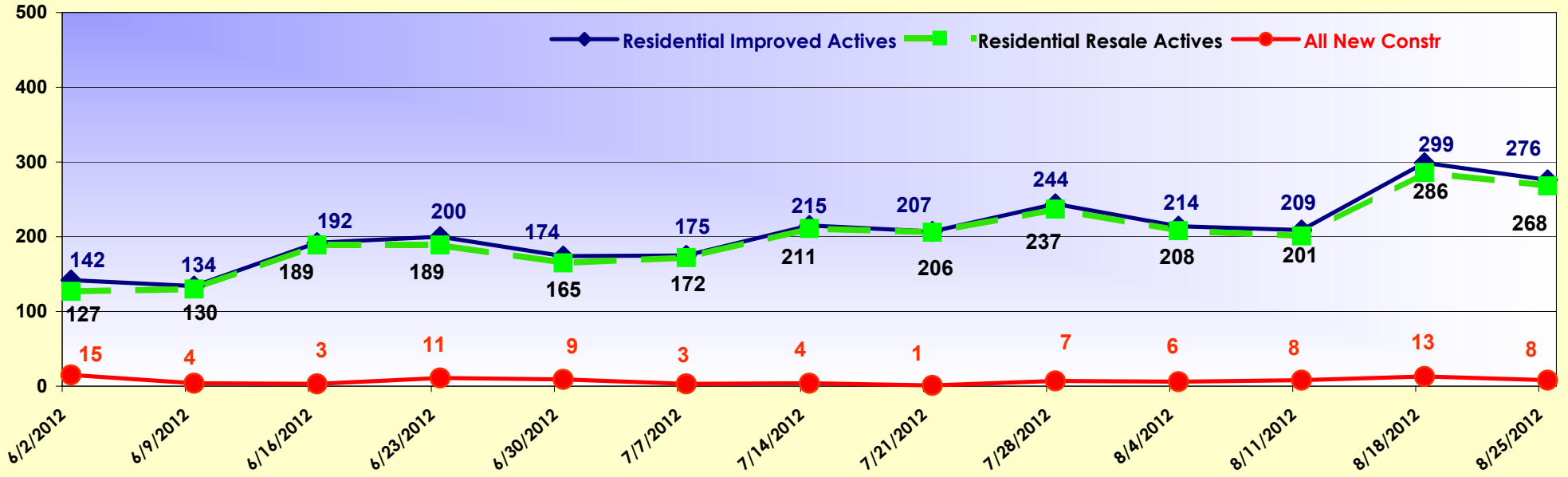

* Single Family Includes Villas & Half Duplexes

# Residential Weekly Market Activity - Past 3 Months






# Residential Weekly Market Activity - Past 3 Months Resale & New Construction

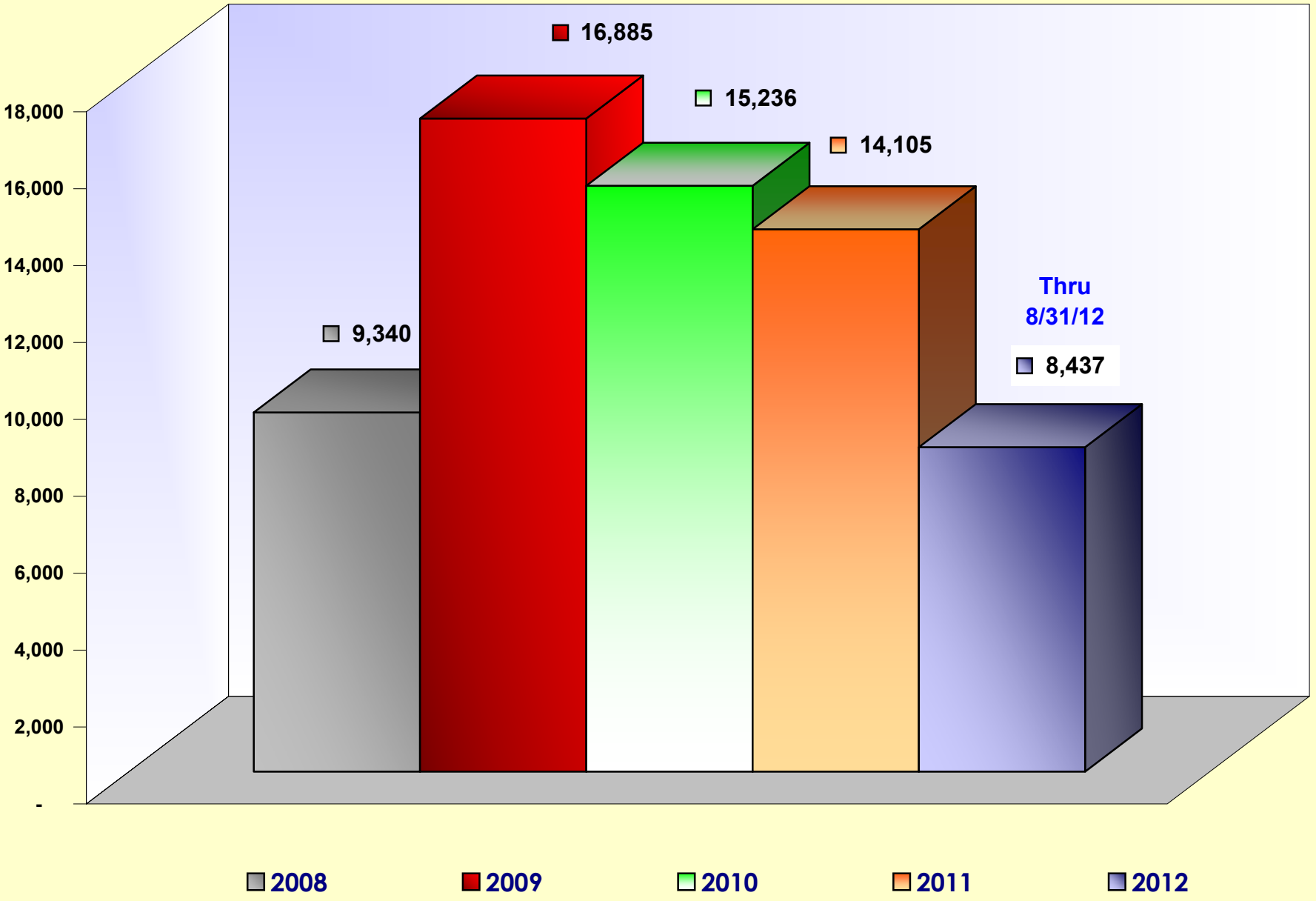



* Single Family Includes Villas & Half Duplexes

** - After April 2012 Actives only Inclued Lee County & from June on include ALL Active Contingnets

# Single Family* Solds By Year



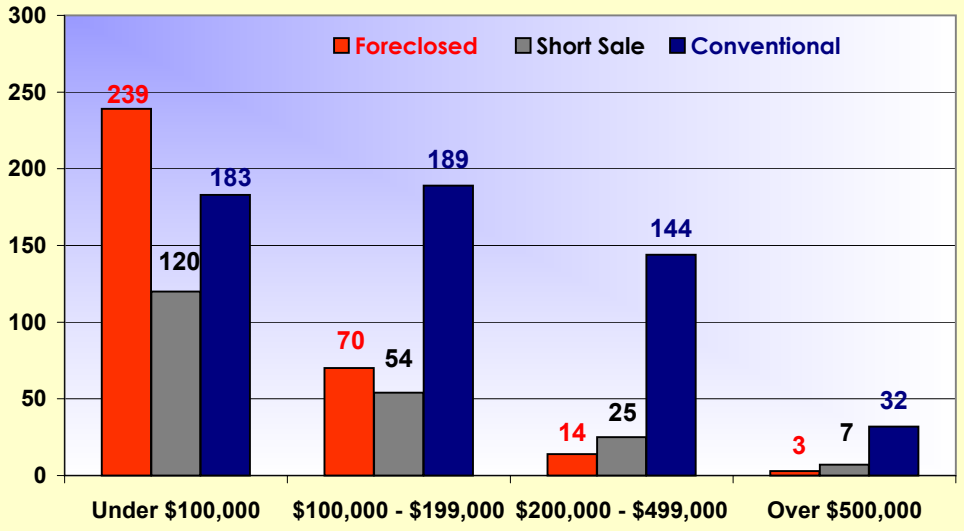



* Single Family Includes Villas & Half Duplexes

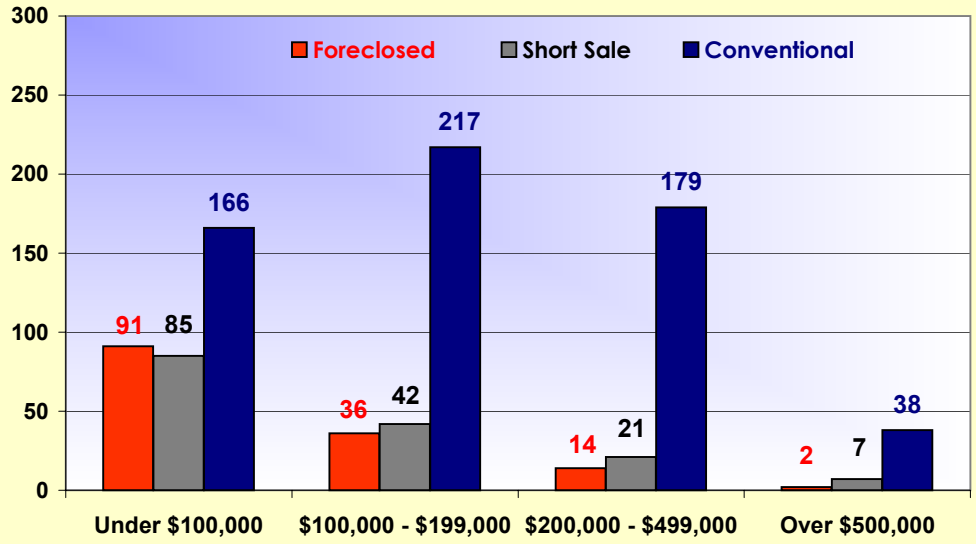
# # of Single Family* Sold By Price Points
## Foreclosed / Short Sale / Conventional Comparison



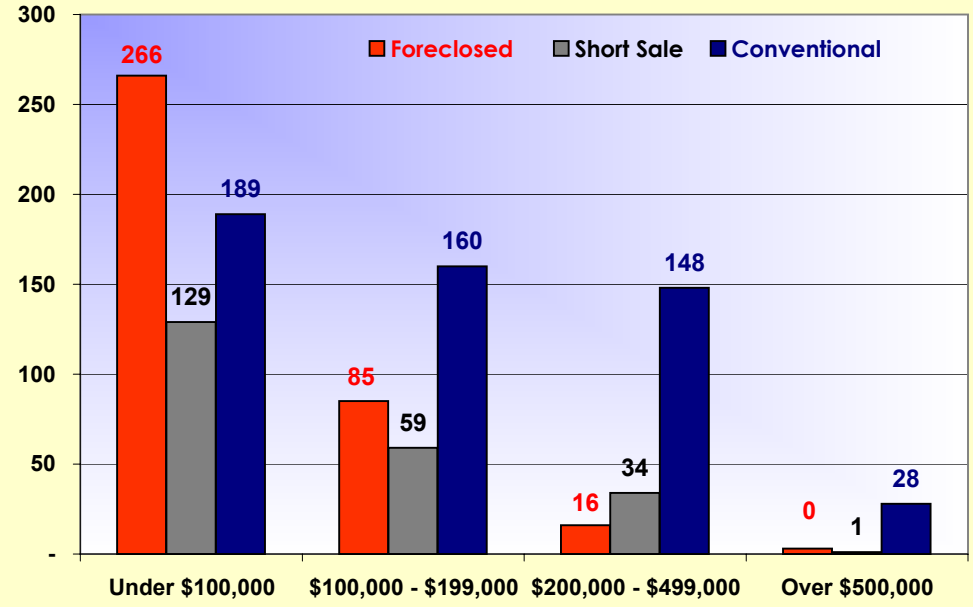
### July 2011



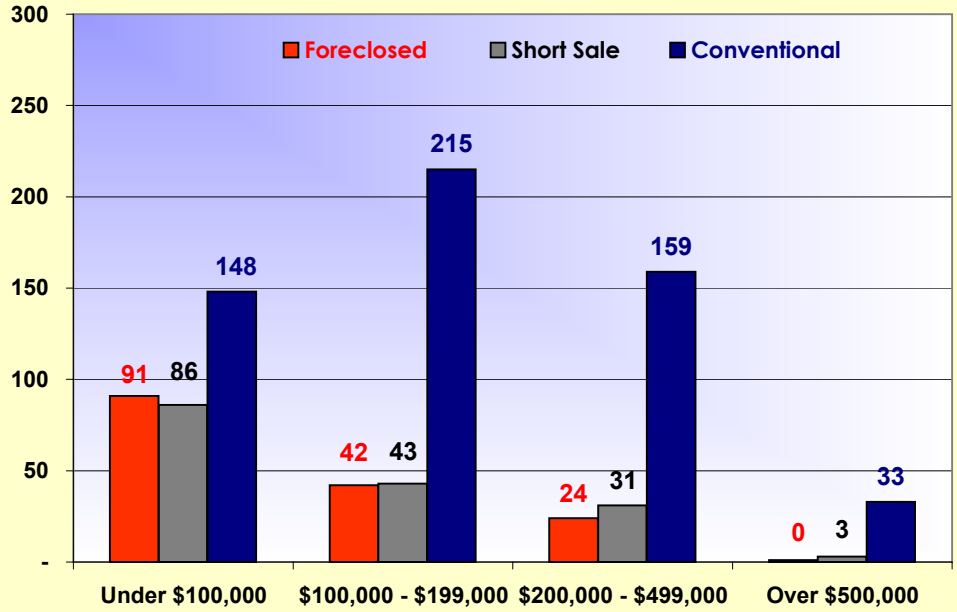

### July 2012




### August 2011




### August 2012




* Single Family Includes Villas & Half Duplexes

# Definitions for Monthly Market Indicators

## Active Listings

Any chart that refers to **Active listings** will include **Active, Active Contingent and Active Contingent Short Sale**. Some of the charts will show **NEW listings** for the **current month**. Other charts will show the **ALL Active** listings on the **12th** of the **current month**.

## Closed Sales

Some of the charts will reflect **closed sales** for the **current month** and others will reflect **Year-to-date sales**. Monthly sales will only include the properties that are closed on the MLS by the **12th** of every month. Only Year-to-date sales are updated for sales that closed after the 12th of the month.

## Days on Market

The days on market (DOM) and cumulative days on market (CDOM) are both calculated in the MLS by Rapattoni. MLS calculates the cumulative days on market for the property continuously while it is active, until there is a break of at least 30 days. After a property is off the market for at least 30 days, the CDOM will reset back to zero. It does not reset if the listing is terminated or expired for less than 30 days or if it is picked up by a different agent. The DOM will reset back to zero anytime the listing is terminated or expired.

## Median Sales Price

This is a basic measurement of home values in a market area. It is the **half way point** of the number of properties sold in a month. The current month sales will have half that sold for less than the median price and half that sold for more than the median price. This is calculated in Rapattoni by preparing a search and clicking the Statistics button.

## Months Supply of Inventory

This is a way to measure how **balanced** or **unbalanced** the market is between buyers and sellers. It is expressed in the number of months it would hypothetically take to sell through all the available homes for sale, given the current levels of sales. In a **buyer's** market the number will grow **higher**, as there are fewer buyers relative to the number of homes for sale. In a **seller's** market the number is **lower**, as there are more buyers relative to the number of homes for sale.

## Single Family

All charts that provide Single family data include the **property subtypes** of **Single Family, Villas Attached, and Villas Detached/Half Duplex.**

## Condos

All charts that provide Condo information will include the **property subtypes** of **Low Rise, Mid Rise, High Rise and Townhouses**.

**All the data in the Charts is pulled only for Lee County unless it specifically says Hendry or Glades.**

# Index of Charts

**Single Family & Condos Sold – Page 5**
This chart shows property sold year-to-date for the current month and previous 4 years of sales. It is broken out to include Single Family and Condos. The year to date total will pick up the listings that closed in the MLS after the 12th of every month.

**Median List and Sold Price – Page 6 (Top Chart)**
This chart reflects the Median List and Sold price for each month for 12 consecutive months. It will also show the List to Sold Price Percentage every month. This chart is Single Family listings.

**Monthly Sold and Active Listings – Page 6 (Bottom Chart)**
This chart show a year long snapshot of the number of Active(includes ALLAcitve Contingents) listings added each month. It is the number of lisitngs (New or Back on Market) for the month. This chart is Single Family listings.

**Median Price Comparison – Page 7 (Top Chart)**
This chart reflects the Median Price monthly for the last 3 years. This chart is Single Family listings.

**Monthly Totals of Solds – Page 7 (Bottom Chart)**
This chart reflects the number of properties sold monthly in the last 3 years. This chart is Single Family listings.

**Median price Comparison – Page 8 (Top Chart)**
This chart reflects the Median Price monthly for the last 3 years. This chart is Condo listings.

**Monthly Totals of Solds – Page 8 (Bottom Chart)**
This chart reflects the number of properties sold monthly in the last 3 years. This chart is Condo listings.

**Months Supply of Inventory – Page 9 (Top Chart)**
This chart reflects the closed listing (12 month cumulative) as well as the current number of Total Active properties. The number in the boxes shows the months of inventory for our market. This chart is Single Family listings.

**Months Supply of Inventory – Page 9 (Bottom Chart)**
This chart is the same as the top chart but it is only for REO/Foreclosed Single Family properties.

# Index of Charts

**Single Family Sold – Page 10**
This is a 12 month consecutive chart of closed sales broken out by types. Each month reflects the number of Conventional, Short Sales and REO's in a month with the total appearing at the top of the bar. This chart is Single Family listings.

**Single Family Solds by Cities – Pages 11 – 15**
These charts are closed sales by types (Conventional, Short Sales & REO's) for the postal cities in Lee County. These charts are Single Family listings.

**Total Condos Sold – Page 16 (Top Chart)**
This chart reflects the last four years of closed sales. This chart is for Condo listings.

**Condos Sold by Type Page 16 (Bottom Chart)**
This chart is a 12 month consecutive chart of closed sales by type (Conventional, Short Sales, & REO's). This chart is Condo listings.

**Condos Sold by Type – Page 17 – 20**
These charts are a 12 month consecutive chart of closed sales by type (Conventional, Short Sales, & REO's). These charts are Condo listings.

**Quarterly Pie Chart – Page 21**
This is a quarterly chart of closed listings by type (Conventional, Short Sales, & REO's) showing the percentage of total sales. This chart is for Single Family listings.

**Days on Market - Page 22 (Top Chart)**
This chart shows the Cumulative days on market calculated by Rapattoni for all Residential Property types.

**Days on Market - Page 22 (Bottom Chart)**
This chart shows the Cumulative days on market calculated by Rapattoni for Single Family by type (Conventional, Short Sales, & REO's).

**Single Family Sold 2009 – 2012 – Page 23**
This chart is for closed sales from 2009 through 2012. This is for Single Family listings.

# Index of Charts

**2009 – 2012 Sold by Cities - Pages 24 & 25**
These charts show the closed listings from 2009 through 2012 broken out by cities. This is for Single Family listings.

**Residential Weekly Market Activity – Page 26 (Top Chart)**
This chart shows weekly activity for the past three months for all residential and single family listings. This shows the listings that went active or pending for the week.

**Residential Weekly Market Activity – Page 26 (Bottom Chart)**
This chart shows weekly activity for the past three months for residential single family listings by resale and new construction. This shows the listings that went active or pending for the week.

**Single Family Solds By Year – Page 27**
This chart shows all of the Single Family closed listings from 2008 through 2012.

**Single Family Sold by Price Points – Page 28**
These charts show the closed sales by price points by the last two months compared to the previous year. It is broken out by types (Conventional, Short Sales, & REO's). This is for Single Family listings.