



BONITA SPRINGS-ESTERO
REALTORS®

FOR IMMEDIATE RELEASE

Contact: Hunter Habib, 2022 BER President – hunter@teamburke.com
Meighan Harris, CEO - meighan@bonitaesterorealtors.com

2021 Year End Shows 49 Percent Increase in Closed Sales in Bonita Springs and Estero

Bonita Springs, FL January 19, 2022 -- According to the Bonita Springs-Estero REALTORS® (BER), the year 2021 showed a 49 percent increase in sales over prior year despite inventory challenges. There was a 20.8 percent increase in units sold, as well as a 21.5 percent increase in the median sales price. For the luxury market, the 'number of days on market' seemed to lag behind lower single-family home price points in early 2021 but ended the year with a 77 percent increase in sales vs. prior year, following a similar trajectory.

However, area brokers say the window for steady median price increases seen in 2021 may be cooling off a bit. "The median home price in Bonita Springs and Estero rose in small steady increments throughout the year until quarter four", stated Steve Kolenda, Managing Broker, Berkshire Hathaway HomeServices Florida Realty, Bonita Springs. He added, "In quarter four, the median price remained flat, which may be an indication of prices leveling out. Of course, no one can predict the future, but if you're one of those sellers on the fence, this could be the ideal time to list their home with very favorable terms."

For buyers, it seems that a 'holiday hiatus' took place in December, however savvy buyers, both locally and out of market, are still watching the Bonita Springs and Estero market very closely. In December, REALTOR.com reported a 17 percent increase in search result page views vs. prior month, bringing views for the month to over 23 million – just short of 24 million views, the highest ever reported from the portal in the market. Area brokers also urge buyer to stay persistent if still looking. "If you're still experiencing frustration in your home search, don't give up," stated Erin McDonald, Managing Broker, Premier Sotheby's International Realty, Bonita Springs, Captiva and Sanibel. McDonald also said, "Right now, your home

search may seem like a perpetual lottery waiting game but stopping now will be like giving up your place in line – other buyers are right behind you waiting.” She urges buyers to stay vigilant and prepared in 2022.

For 2022, area brokers don't see interest in the market winding down at all, so it is still a very good time to list and sell, but sales price expectations should correlate with current market value. Of course, time will tell as numbers start to roll in for quarter one 2022.

The Bonita Springs-Estero REALTORS® December Year-End 2021 Report shows these overall findings for **both single family homes and condominiums combined**.

	<u>Month over Month</u> 12/2020	<u>Month over Month</u> 12/2021	% Change
New Listings	322	231	-28.3
Pending Sales Units	371	274	-26.1
Closed Sales Units	460	295	-35.9
Median Closed Price	\$343,563	\$449,900	31.0
Average Days on Market	78	19	-75.6
Months' Supply of Inventory	2.9	.5	-82.8
Active Inventory	987	177	-82.1
			%
	YTD2020	YTD2021	Change
New Listings	4,810	4,252	-11.6
Pending Sales Units	4,096	4,630	13.0
Closed Sales Units	3,875	4,679	20.7
Median Closed Price	\$325,000	\$395,000	21.5
Average Days on Market	80	39	-51.3

To ensure your next real estate transaction in the Bonita Springs or Estero market is a success, contact a Bonita Springs – Estero REALTOR® member by visiting BonitaEsteroRealtors.com.

**Inventory calculations are based on property listings that exist within the Southwest Florida MLS. Only properties in zip codes 33928, 34134 and 34135 are included. Single family homes are tabulated with the building design of single family, villa detached, or manufactured with land conveyed. Condo units are tabulated using properties with a building design of low-rise, mid-rise, high-rise or villa attached.*

The Bonita Springs-Estero REALTORS'® Multiple Listing Service (MLS) syndicates to LISTHUB, which distributes to 2,000+ real estate search websites.

Founded in 1966, the Bonita Springs-Estero REALTORS® is a local trade organization of over 1,000 REALTORS® and more than 120 affiliated industry members. Bonita Springs-Estero REALTORS® is part of the National Association of REALTORS® and Florida REALTORS® and provides its members with a wide range of services designed to educate and empower members and consumers alike through the opportunity to sell or purchase real property. It also provides the public with up-to-the-minute real estate reports, trends and information about the Bonita Springs and Estero real estate market.

Released by WBN Marketing
nella@wbn-marketing.com
239-919-0933