



BONITA SPRINGS-ESTERO
— REALTORS® —

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The Bonita Springs and Estero Real Estate Market 6 months post Ian

Where we are and where we are headed

BONITA SPRINGS, Fla. (April 24th, 2023) –The end of March marked six months since Hurricane Ian passed through the Bonita Springs-Estero area and despite the still present negative effects of the storm, the real estate market continues to hold strong and be busy.

“In the fourth quarter of 2022, the market slowed down dramatically but has come back with a vengeance with the first quarter ending relatively strong. What we are losing in units, we are making up for in medium price points” said Steve Kolenda, Managing Broker for Berkshire Hathaway Florida Realty’s office in Bonita Springs.

Bruce Mitchell, Team Leader for Keller Williams Bonita Springs, agrees saying, “our numbers are through the roof, the first quarter was great, the beginning of the year was a little slow because of the hurricane but I don’t see it slowing down anytime soon.”

Analyzing the statistics from March of last year, medium closed prices are up 19.8% sitting at \$575,000, months supply of inventory is up 166.7%, active inventory is up 104% and

although March 2023 compared to March of 2022 did not show an increase in new listings, the 2023 YTD shows a 1.7% increase in new listings.

Brokers agree there's still evidence of a buyer/seller disconnect in the market.

McDonald says, "The continued disconnect is still an issue with sellers getting a little more realistic but not expressing a ton of flexibility, yet buyers seem to still think there is going to be a big slide. The only area we are seeing a large adjustment is in the homes that are damaged from the storm." Buyers and sellers need to understand "the prices are not reflective of the current market but of the condition of the property," she added.

McDonald recalls seeing buyers lowballing sellers and being rejected, requiring the buyers to put in three to five offers before they really understand how much sellers are willing to come off the price.

In March of 2023 97.7% of the asking price was received.

Days on market have decreased from last month. Average days on market for February 2023 was 39 days and in March of 2023 it was only 37. Although there was a large increase from March of 2022 increasing 146.7% or 22 days, the slight adjustment may reflect the buyer and seller disconnect leveling out a bit.

The local realtors of BER encourage buyers to stop riding the fence or expecting a large slide and get into the market. "Although interest rates may seem high for the younger home

buyers, they are still below the national historic average of interest rates. The average is 7.81% since 1982,” said McDonald.

For those looking to finance in the market but feel discouraged, Mitchell encourages buyers to talk to lenders as there are options including the new program with FHA for 40 year mortgages instead of 30 years.

Looking forward into the “off-season” or summer, Angie Parker, the Co-Founder, Broker and CEO of LOCAL Real Estate, says, “I think the summer is going to bring more opportunity for the Canadian and German community who have not been present in recent years.”

In regards to global buyers, 53% of global transactions in the United States took place in Florida with 51% of the transactions being Canadian.

With the popularity of Florida for both international and out of state buyers, the local market is projected to continue strong. Local realtors simply encourage those who aren’t familiar with the area and are trying to buy, to educate themselves. “The nature of our market is largely a second-home community and this affects many aspects of our market including the high percentage of cash sales sitting at 72.5%. However, that number changes drastically to the neighboring cities,” said Kolenda.

“People from other states or countries may not understand the sense of urgency and the change of prices, other markets may be slower and sticker shock may be an issue. I encourage everyone looking to buy a home in Southwest Florida to go through an experienced local realtor to ensure they understand the local real estate market,” said Meighan Harris, CEO of BER.

	<u>Month</u>	<u>Month</u>	
	<u>over</u>	<u>over</u>	
	<u>Month</u>	<u>Month</u>	<u>% Change</u>
	Mar-22	Mar-23	
New Listings	521	494	-5.2%
Pending Sales Units	422	397	-5.9%
Closed Sales Units	369	330	-10.6%
Median Closed Price	\$480,000	\$575,000	19.8%
Average Days on Market	13	33	153.8%
Months Supply of Inventory	1.2	3.2	166.7%
Active Inventory	400	816	104.0%
Sales Price as a % of List	100.4%	97.7%	-2.7%
Cash % of Total Sales	67.1%	72.5%	8.0%
	YTD 2022	YTD 2023	% Change
New Listings	1,353	1,376	1.7%
Pending Sales Units	1,135	991	-12.7%
Closed Sales Units	861	736	-14.5%
Median Closed Price	\$479,900	\$573,597	19.5%
Average Days on Market	15	37	146.7%

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.

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About Bonita Springs- Estero REALTORS®

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. For more information visit <https://www.bonitaesterorealtors.com/>.

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