

Local Market Update – September 2023

A Research Tool Provided by Bonita Springs-Estero Board of Realtors®



Bonita Springs-Estero

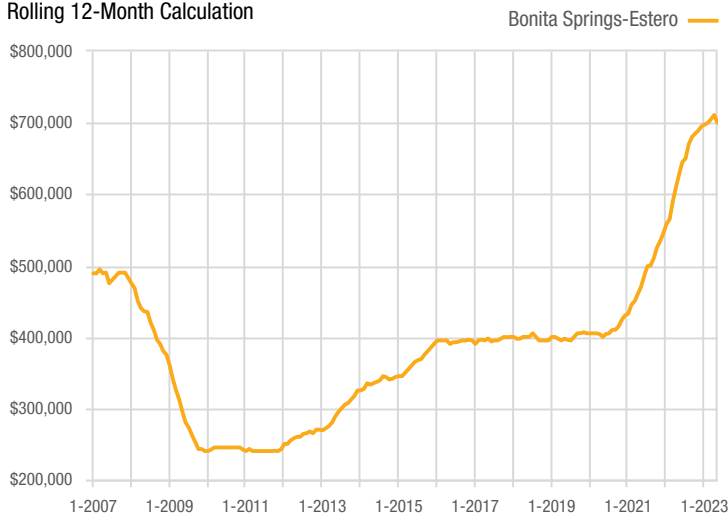
Single Family	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
Key Metrics						
New Listings	112	107	- 4.5%	1,560	1,500	- 3.8%
Pending Sales	84	102	+ 21.4%	1,203	1,125	- 6.5%
Closed Sales	78	92	+ 17.9%	1,199	1,147	- 4.3%
Days on Market Until Sale	35	62	+ 77.1%	17	41	+ 141.2%
Median Sales Price*	\$677,500	\$681,250	+ 0.6%	\$700,000	\$720,000	+ 2.9%
Average Sales Price*	\$832,590	\$725,374	- 12.9%	\$867,328	\$888,597	+ 2.5%
Percent of List Price Received*	96.8%	96.0%	- 0.8%	100.4%	96.5%	- 3.9%
Inventory of Homes for Sale	283	344	+ 21.6%	—	—	—
Months Supply of Inventory	2.1	3.0	+ 42.9%	—	—	—

Condo	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
Key Metrics						
New Listings	84	133	+ 58.3%	1,529	1,392	- 9.0%
Pending Sales	59	87	+ 47.5%	1,236	1,022	- 17.3%
Closed Sales	66	67	+ 1.5%	1,209	1,010	- 16.5%
Days on Market Until Sale	30	54	+ 80.0%	14	44	+ 214.3%
Median Sales Price*	\$425,000	\$429,900	+ 1.2%	\$430,000	\$450,000	+ 4.7%
Average Sales Price*	\$555,607	\$487,676	- 12.2%	\$543,014	\$659,552	+ 21.5%
Percent of List Price Received*	97.7%	96.1%	- 1.6%	101.2%	97.2%	- 4.0%
Inventory of Homes for Sale	254	363	+ 42.9%	—	—	—
Months Supply of Inventory	1.9	3.5	+ 84.2%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

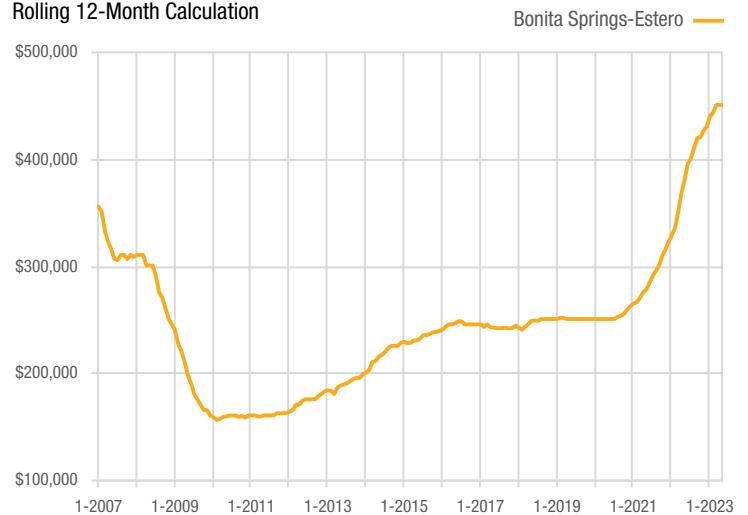
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.