

# Local Market Update – April 2024

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



## Bonita Springs-Estero

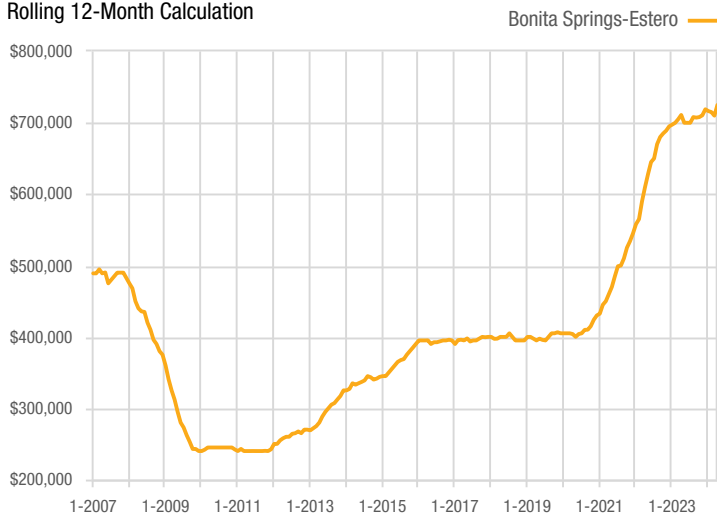
| Single Family                   | April     |                    |          | Year to Date |                    |          |
|---------------------------------|-----------|--------------------|----------|--------------|--------------------|----------|
|                                 | 2023      | 2024               | % Change | Thru 4-2023  | Thru 4-2024        | % Change |
| <b>Key Metrics</b>              |           |                    |          |              |                    |          |
| New Listings                    | 185       | <b>167</b>         | - 9.7%   | 861          | <b>897</b>         | + 4.2%   |
| Pending Sales                   | 166       | <b>157</b>         | - 5.4%   | 619          | <b>612</b>         | - 1.1%   |
| Closed Sales                    | 147       | <b>164</b>         | + 11.6%  | 517          | <b>476</b>         | - 7.9%   |
| Days on Market Until Sale       | 32        | <b>60</b>          | + 87.5%  | 35           | <b>59</b>          | + 68.6%  |
| Median Sales Price*             | \$716,400 | <b>\$847,000</b>   | + 18.2%  | \$743,912    | <b>\$750,000</b>   | + 0.8%   |
| Average Sales Price*            | \$831,993 | <b>\$1,070,033</b> | + 28.6%  | \$919,000    | <b>\$1,000,616</b> | + 8.9%   |
| Percent of List Price Received* | 96.9%     | <b>95.8%</b>       | - 1.1%   | 96.7%        | <b>95.7%</b>       | - 1.0%   |
| Inventory of Homes for Sale     | 426       | <b>614</b>         | + 44.1%  | —            | —                  | —        |
| Months Supply of Inventory      | 3.6       | <b>5.5</b>         | + 52.8%  | —            | —                  | —        |

| Condo                           | April     |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2023      | 2024             | % Change | Thru 4-2023  | Thru 4-2024      | % Change |
| <b>Key Metrics</b>              |           |                  |          |              |                  |          |
| New Listings                    | 174       | <b>199</b>       | + 14.4%  | 788          | <b>951</b>       | + 20.7%  |
| Pending Sales                   | 141       | <b>126</b>       | - 10.6%  | 570          | <b>519</b>       | - 8.9%   |
| Closed Sales                    | 156       | <b>156</b>       | 0.0%     | 476          | <b>459</b>       | - 3.6%   |
| Days on Market Until Sale       | 42        | <b>63</b>        | + 50.0%  | 40           | <b>63</b>        | + 57.5%  |
| Median Sales Price*             | \$483,450 | <b>\$512,000</b> | + 5.9%   | \$469,500    | <b>\$485,100</b> | + 3.3%   |
| Average Sales Price*            | \$710,934 | <b>\$625,280</b> | - 12.0%  | \$769,848    | <b>\$627,814</b> | - 18.4%  |
| Percent of List Price Received* | 97.4%     | <b>96.3%</b>     | - 1.1%   | 97.5%        | <b>96.3%</b>     | - 1.2%   |
| Inventory of Homes for Sale     | 397       | <b>734</b>       | + 84.9%  | —            | —                | —        |
| Months Supply of Inventory      | 3.7       | <b>7.4</b>       | + 100.0% | —            | —                | —        |

\* 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.

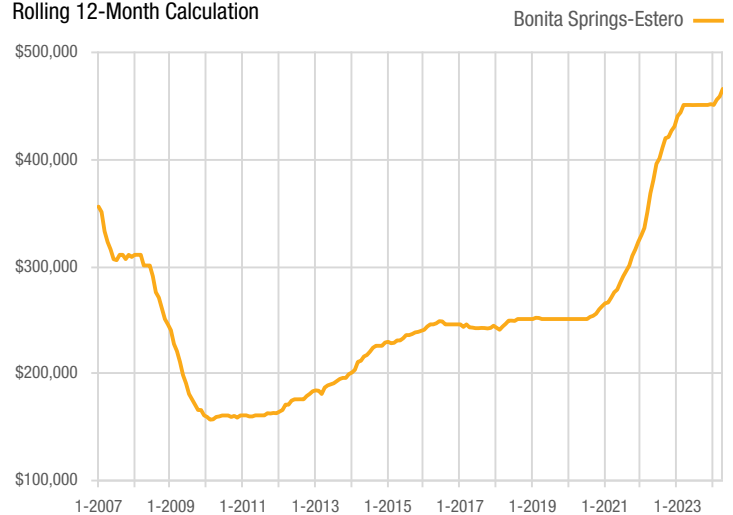
### Median Sales Price - Single Family

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.