



Market Update

GREETINGS FROM STEVE AND JULIA!

A big "Thank You" to our customers for your business!

Julia and I want to give back and make a difference.

When you list and sell your home with us, we will donate a portion of the sales commission toward BREAST CANCER RESEARCH.

This is a win-win: Hire a top agent and also help us fight breast cancer!

Please contact me with any and all questions.

NAPLES AREA: HOME VALUES HITTING RECORD HIGHS

The overall median closed price in February was \$550,000, a 37.5 percent increase over the median closed price in February 2021. The high demand for homes is demonstrated by the number of showings in February, which was 43,032. When divided by the number of homes in inventory during February (1,176), this translates to 36 showings per home. For perspective, in 2019 there were 2.9 showings per home. The data also shows that homes sold fast in February, within 23 days on the market, and the percent of list price received was 100.6 percent, which pleased many sellers. It is only due to a lack of inventory that home sales in Naples did not fare as well as last February. Single-family closed sales were down by 25.2 percent, and condo closed sales were down by 50.5 percent.

MARCO ISLAND AREA: MEDIAN PRICE UP

The Marco Island Area Assoc. of Realtors® reported that February 2022 compared to February 2021 showed the following: Total inventory (175 properties) was down 62 percent, closed sales (84 properties) were down by 46 percent with a volume sold of \$122.2 million, down 9 percent. The February median sales price for homes was \$1.9 million (up 76 percent), for condos was \$518,000 (down 7 percent), and for lots was \$715,000 (up 79 percent.)

BONITA / ESTERO: DEMAND STILL STRONG

New summer inventory is expected, but the question is: Will it be enough to satisfy demand? For the month of February 2022, REALTOR.com reported over 29 million search result page views in the Bonita Springs and Estero markets, a testament to the area's popularity. In comparing February 2022 with February 2021: the median closed sales price was up 34.9 percent to \$479,000; active inventory was

down 74.2 percent to 217 listings; and the number of new listings was slightly higher at 407 units. Less than one-month's supply of inventory was available in February 2022.

FLORIDA: TIGHT SUPPLY, MEDIAN PRICES UP

In February, closed sales of single-family homes statewide totaled 23,661, down 1.2 percent year-over-year, while existing condo-townhouse sales totaled 10,975, down 3.6 percent over February 2021. The statewide median sales price for single-family existing homes was \$381,481, up 21.1 percent from the previous year, and for condo-townhouse units was \$290,000, up 24.3 percent. In the face of higher mortgage rates, price growth is expected to eventually slow, said Dr. O'Connor, Florida Realtors Chief Economist. "We should expect sales next month to be below last year's levels, but still well above pre-pandemic levels," he said.

USA: PENDING HOME SALES DOWN AGAIN

Pending home sales slipped in February, marking four consecutive months of transaction decreases. The Northeast was the only area that reported an increase. "Pending transactions diminished in February mainly due to the low number of homes for sale," said Lawrence Yun, NAR's chief economist. "Buyer demand is still intense, but it's as simple as 'one cannot buy what is not for sale.' Also, the surge in home prices combined with rising mortgage rates can easily translate to another \$200 to \$300 in mortgage payments per month, which is a major strain for many families already on tight budgets." Yun forecasts mortgage rates to be about 4.5-5 percent for the remainder of the year and expects about a 7 percent reduction in home sales in 2022 compared to 2021.

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