

Local Market Update – March 2023

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



Bonita Springs-Estero

Single Family	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
Key Metrics						
New Listings	256	251	- 2.0%	616	677	+ 9.9%
Pending Sales	200	187	- 6.5%	508	485	- 4.5%
Closed Sales	164	169	+ 3.0%	391	367	- 6.1%
Days on Market Until Sale	13	33	+ 153.8%	16	37	+ 131.3%
Median Sales Price*	\$701,750	\$750,000	+ 6.9%	\$681,900	\$750,000	+ 10.0%
Average Sales Price*	\$858,917	\$1,003,918	+ 16.9%	\$845,037	\$952,995	+ 12.8%
Percent of List Price Received*	101.9%	96.5%	- 5.3%	101.4%	96.7%	- 4.6%
Inventory of Homes for Sale	195	395	+ 102.6%	—	—	—
Months Supply of Inventory	1.2	3.3	+ 175.0%	—	—	—

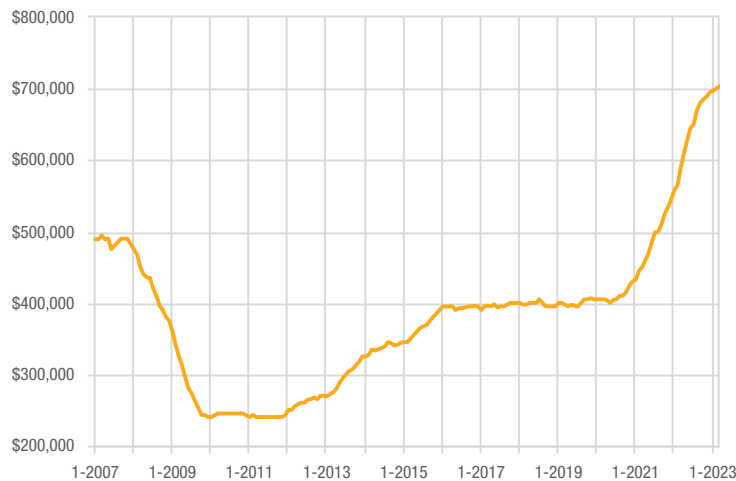
Condo	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
Key Metrics						
New Listings	240	208	- 13.3%	644	606	- 5.9%
Pending Sales	199	186	- 6.5%	555	439	- 20.9%
Closed Sales	180	146	- 18.9%	402	320	- 20.4%
Days on Market Until Sale	10	35	+ 250.0%	12	39	+ 225.0%
Median Sales Price*	\$390,450	\$478,750	+ 22.6%	\$397,000	\$465,000	+ 17.1%
Average Sales Price*	\$493,474	\$767,497	+ 55.5%	\$488,352	\$798,565	+ 63.5%
Percent of List Price Received*	103.1%	97.7%	- 5.2%	102.6%	97.6%	- 4.9%
Inventory of Homes for Sale	172	366	+ 112.8%	—	—	—
Months Supply of Inventory	1.1	3.2	+ 190.9%	—	—	—

* 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

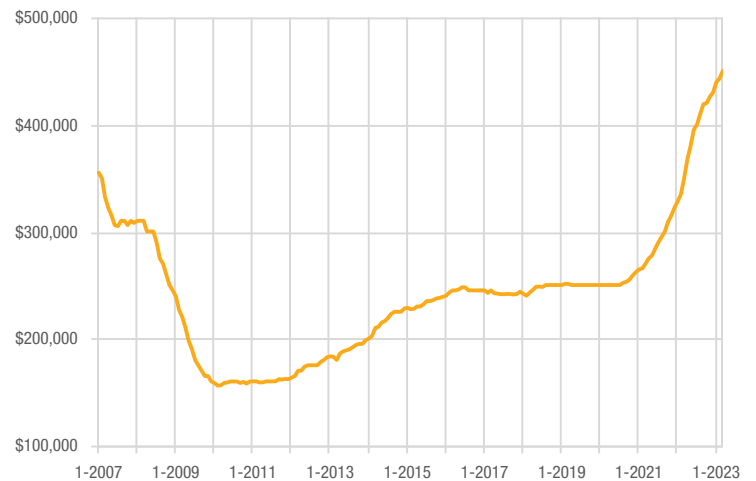
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Median Sales Price - Condo

Rolling 12-Month Calculation

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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.