

# Local Market Update for March 2012

A Research Tool Provided by Florida REALTORS®



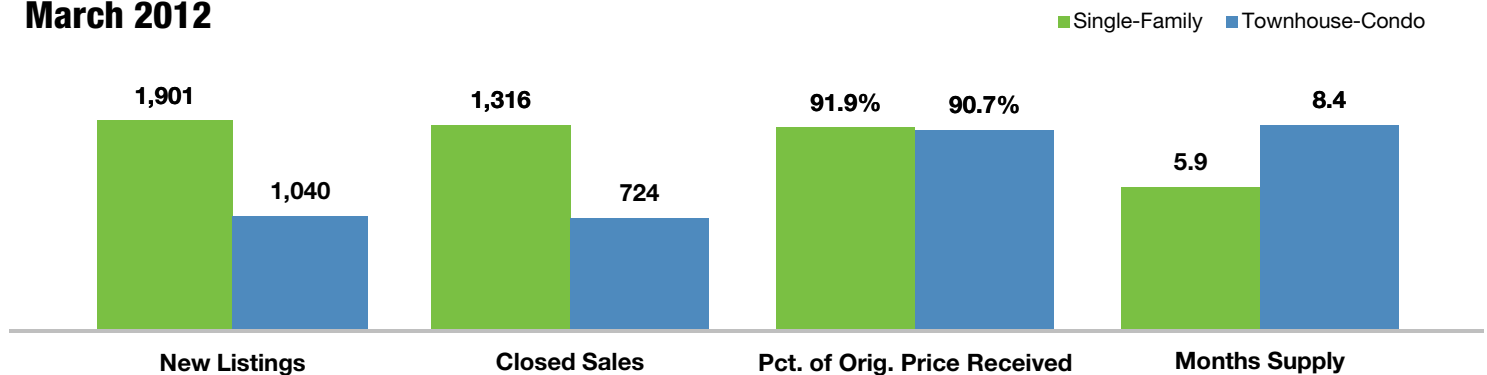
## Lee County

Report revised on April 23, 2012

Key Metrics	Single-Family			Townhouse-Condo		
	3-2011	3-2012	Percent Change	3-2011	3-2012	Percent Change
New Listings	1,941	1,758	- 9.4%	908	926	+ 2.0%
Pending Sales	1,608	1,559	- 3.0%	754	807	+ 7.0%
Closed Sales	1,602	1,245	- 22.3%	788	655	- 16.9%
Average Days on Market Until Sale	103	101	- 1.9%	131	141	+ 7.6%
Median Sales Price*	\$95,000	\$131,000	+ 37.9%	\$120,000	\$140,000	+ 16.7%
Average Sales Price*	\$162,860	\$226,335	+ 39.0%	\$163,791	\$186,700	+ 14.0%
Percent of Original List Price Received*	90.4%	92.0%	+ 1.8%	88.0%	90.7%	+ 3.1%
Inventory of Homes for Sale	7,294	6,703	- 8.1%	4,301	4,251	- 1.2%
Months Supply of Inventory	5.6	5.7	+ 1.8%	8.3	8.2	- 1.2%

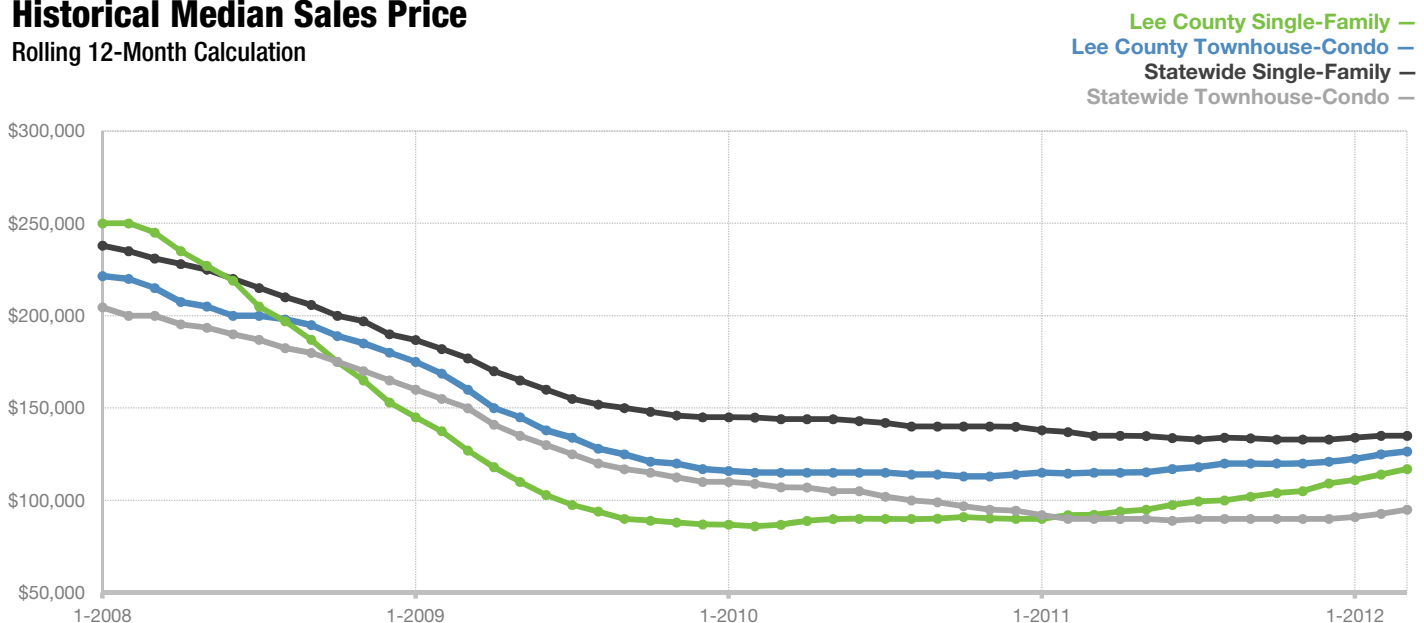
\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### March 2012



### Historical Median Sales Price

Rolling 12-Month Calculation



Note on the Historical Line Chart: If no activity occurred during a month, no data point is shown and the line extends to the next available data point. Data as of April 15, 2012 All data from the multiple listing services located in Florida. Provided by Florida REALTORS®. Powered by 10K Research and Marketing.