

Monthly Indicators



**BONITA SPRINGS-ESTERO
REALTORS®**

November 2025

November showed firm buyer momentum amid expanding choice. Pending sales rose to 3,635 (+23.6% YoY) and closed sales improved to 2,270 (+5.7%), while inventory edged up to 27,308 homes (+6.5%). Months' supply held near 12.0, a high-choice environment that continues to lengthen marketing times; median days to contract reached 62 and sellers averaged 94.2% of original list—both consistent with a negotiable, pace-controlled market. The overall median price registered \$354,450 (-1.3% YoY), reflecting gentle price discovery rather than broad weakness.

By segment, single-family new listings totaled 2,821 (-14.5% YoY) with pending sales up to 2,050 (+34.9%); the median price settled at \$415,000 (-4.1%) with 62 median days to contract and 95.7% of list received. Condos posted 1,728 new listings (-13.5%) and 1,082 pending (+37.8%); the median price measured \$340,000 (-6.9%) with 65 days to contract and 94.3% of list received. Supply remains ample—single-family months' supply near 8.8 and condos around 13.6—supporting careful pricing and thorough buyer comparisons.

Year-to-date context is steady: closed sales are 31,722 (-7.3% YoY) on 65,906 new listings (+3.2%), with a YTD median price of \$365,000 (-1.1%). Median days to contract increased to 60 from 46, reinforcing a market that rewards accurate pricing, strong presentation, and patience as demand continues to absorb well-positioned homes.

Quick Facts

+5.73% -1.27% +6.54%

Change in Closed Sales All Properties	Change in Median Sales Price All Properties	Change in Homes for Sale All Properties
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This report covers residential real estate activity in the Bonita Springs-Estero area. Percent changes are calculated using rounded figures. Includes Property Types: Single Family Residence, Condo/Townhouse, Multi-Family

Single Family Market Overview	2
Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Percent of List Price Received	9
Inventory of Homes for Sale	10
Months Supply of Inventory	11
Bonita Springs-Estero	12

Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only



Key Metrics	Historical Graph	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		3,301	2,821	-14.54%	31,738	33,284	4.87%
Pending Sales		1,520	2,050	34.87%	15,241	15,929	4.51%
Closed Sales		1,188	1,289	8.50%	17,381	17,870	2.81%
Days on Market (Median)		53	62	16.98%	48	58	20.83%
Median Sales Price		\$432,495	\$415,000	-4.05%	\$450,000	\$430,000	-4.44%
Sold Dollar Volume		\$875,151,613	\$893,290,944	0.2%	\$12,879,155,814	\$13,495,798,665	0.3%
Percent of List Price Received		95.90%	95.70%	-0.21%	96.30%	95.70%	-0.62%
Inventory of Homes for Sale		11,373	11,332	-0.36%			
Months Supply of Inventory		9.6	8.8	-8.33%			

Current as of December 10th, 2025. All data from Bonita Springs-Estero Board of Realtors® MLS.

Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



Key Metrics	Historical Graph	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,998	1,728	-13.51%	16,991	17,622	3.71%
Pending Sales		785	1,082	37.83%	7,046	7,036	-0.14%
Closed Sales		436	547	25.46%	8,146	7,962	-2.26%
Days on Market (Median)		61	65	6.56%	54	74	37.04%
Median Sales Price		\$365,000	\$340,000	-6.85%	\$403,018	\$360,000	-10.67%
Sold Dollar Volume		\$245,022,228.00	\$289,782,068.00	18.3%	\$4,976,987,803	\$4,427,891,626	-11.0%
Percent of List Price Received		94.40%	94.30%	-0.11%	95.40%	94.10%	-1.36%
Inventory of Homes for Sale		7003	7,459	6.51%			
Months Supply of Inventory		16.1	13.6	-15.53%			

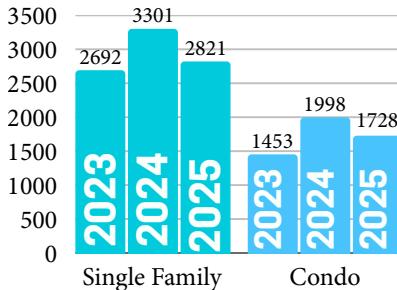
Current as of December 10th, 2025. All data from Bonita Springs-Estero Board of Realtors® MLS.

New Listings

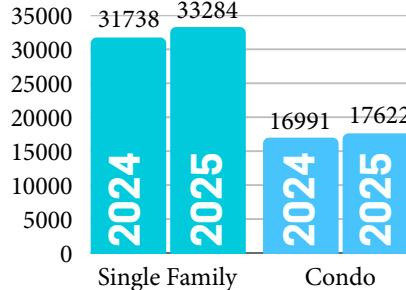
A count of the properties that have been newly listed on the market in a given month.



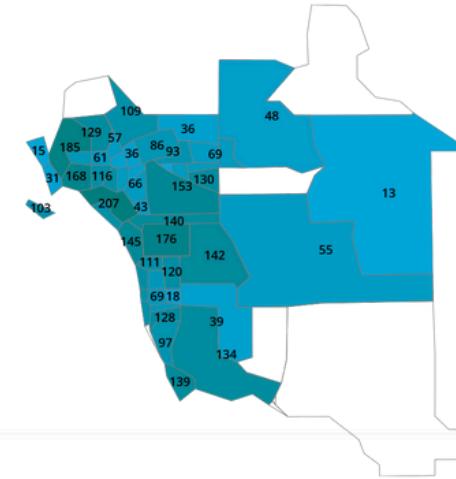
November



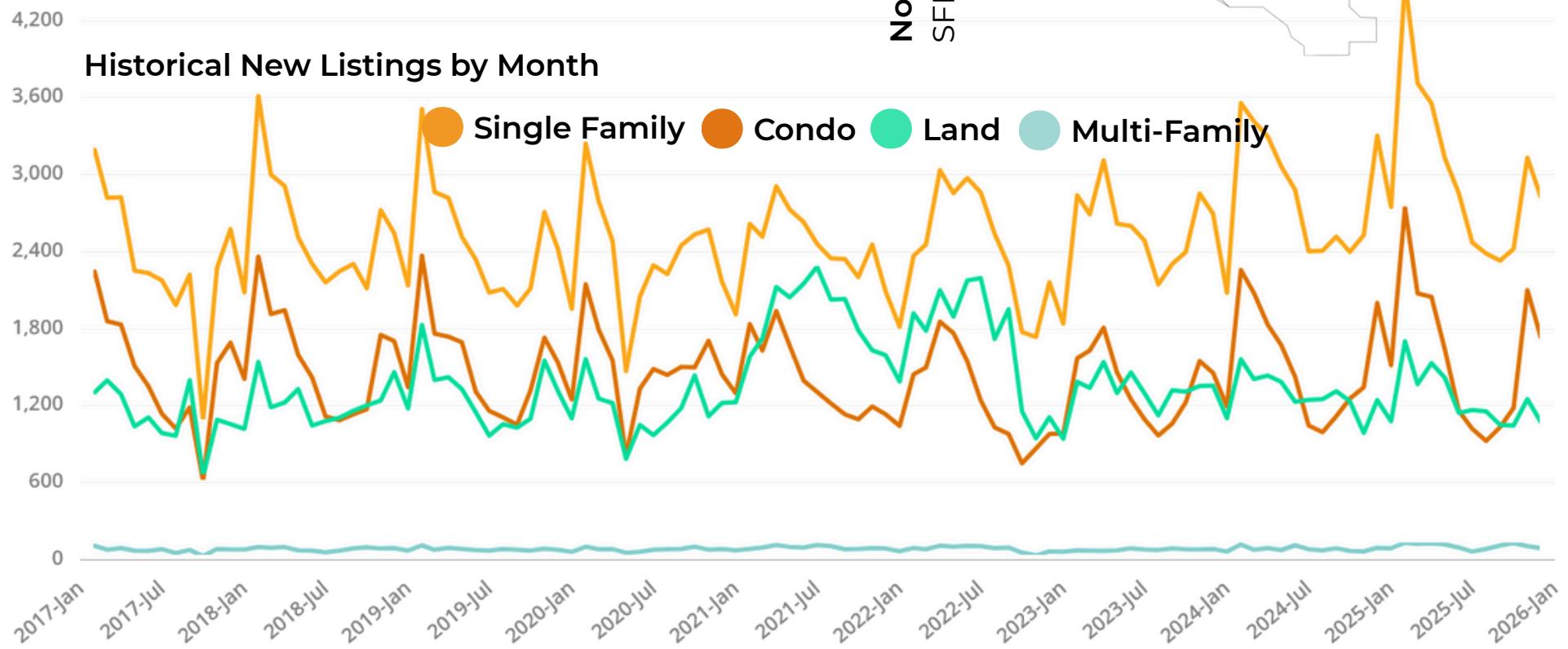
Year to Date



November New Listings SFH+Condo



Historical New Listings by Month



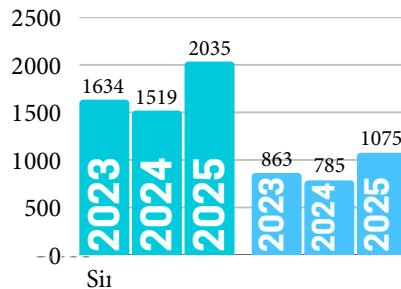
Pending Sales

A count of the properties on which offers have been accepted in a given month.

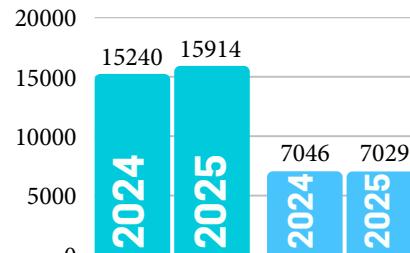


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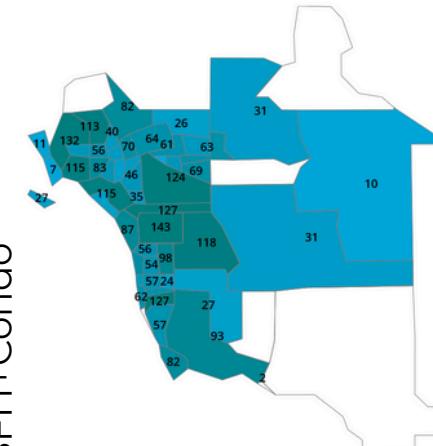
November



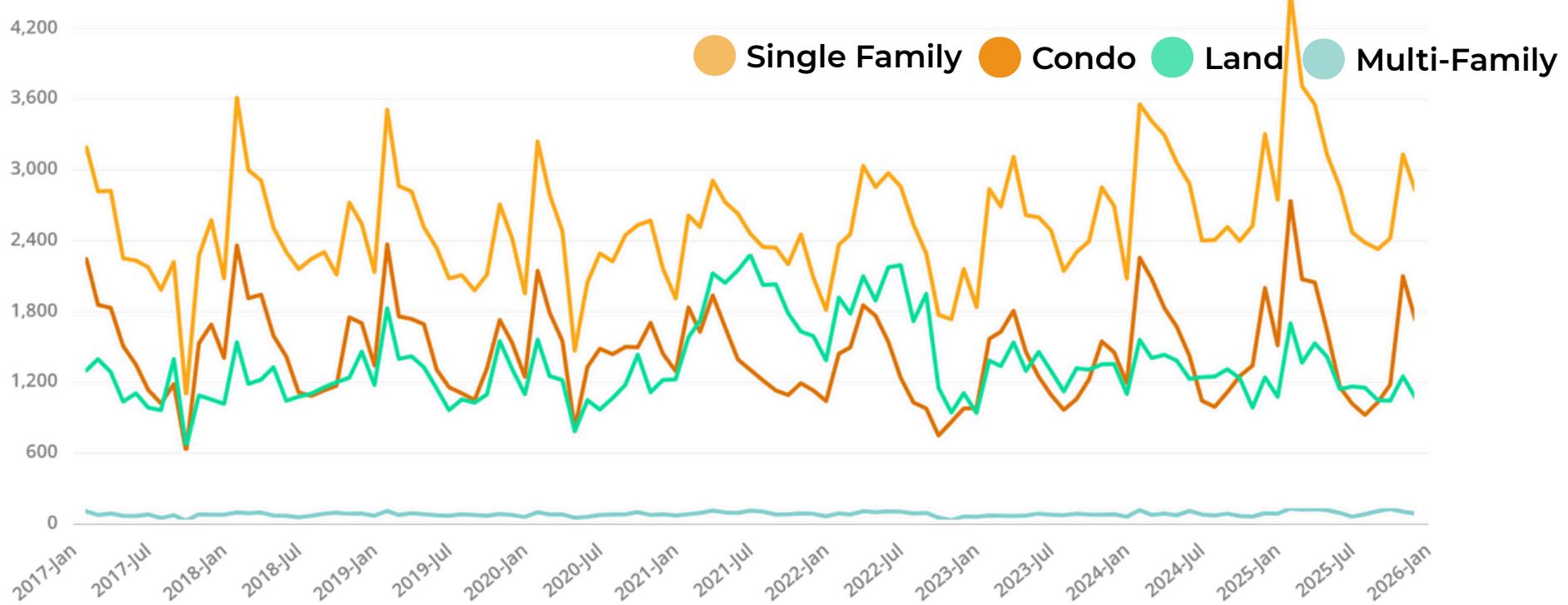
Year to Date



November Pending Sales SFH+Condo



4,800 Historical Pending Listings by Month



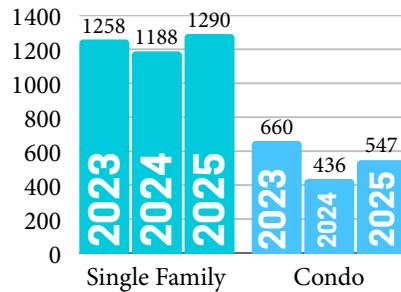
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Closed Sales

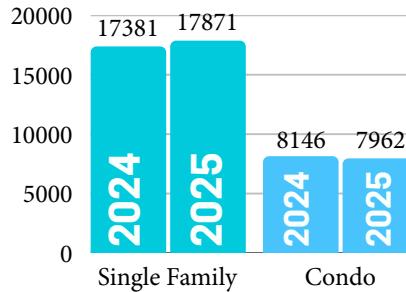
A count of the actual sales that closed in a given month.



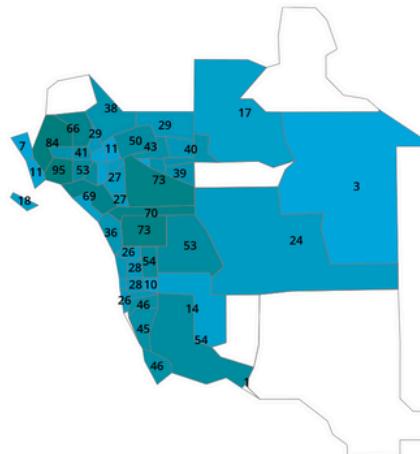
November



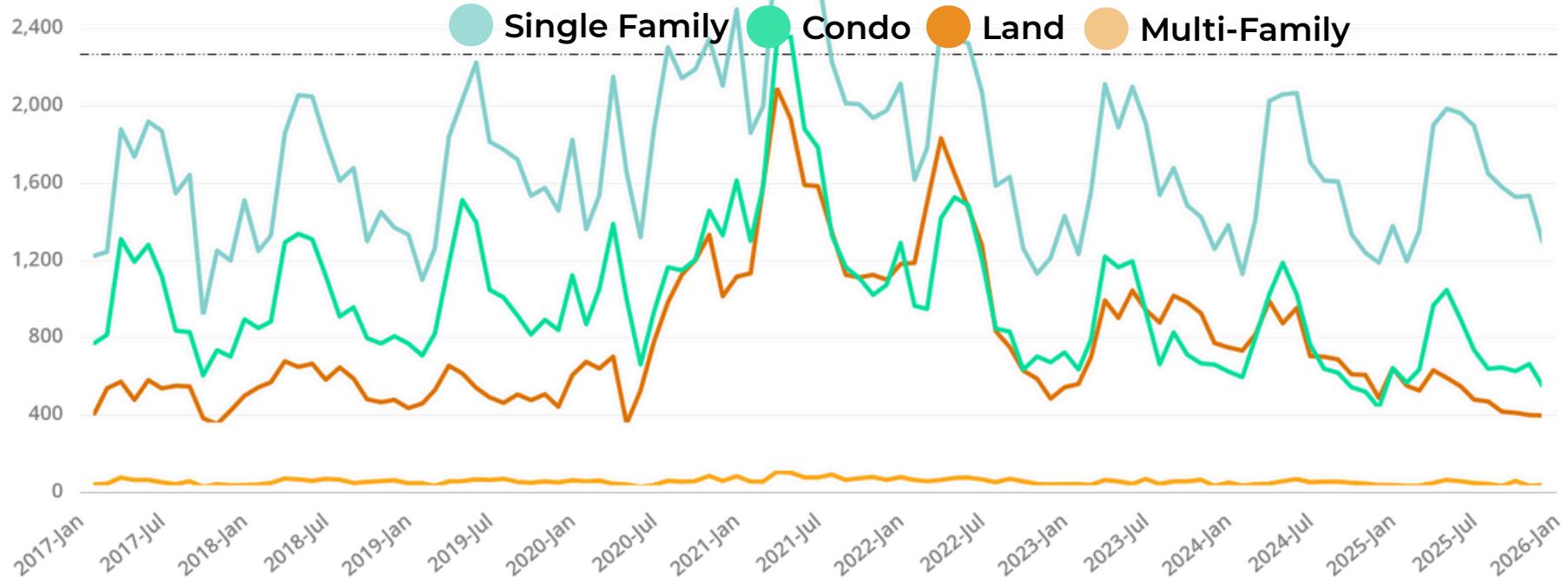
Year to Date



November Closed Listings SFH+Condo



Closed Sales by Month

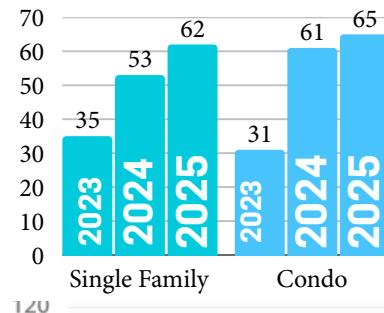


Days on Market Until Sale

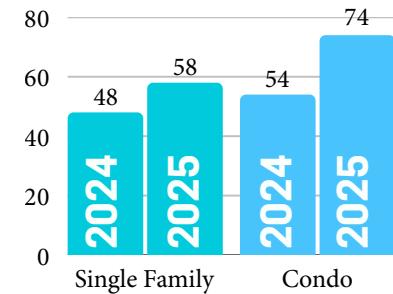
Average number of days between when a property is listed and when an offer is accepted in a given month.



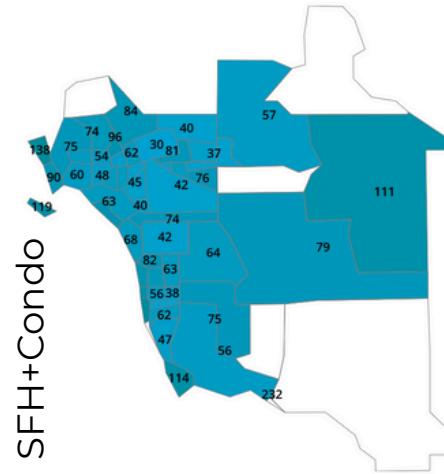
November



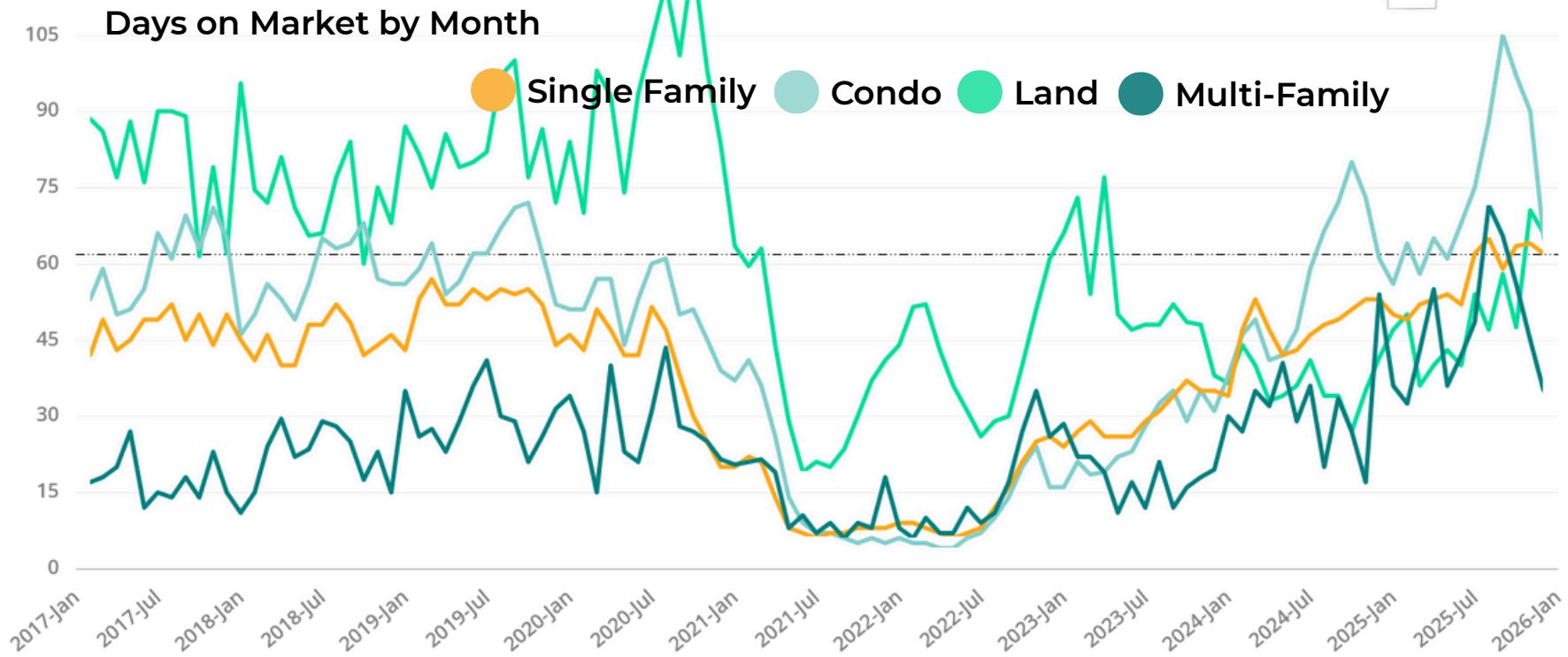
Year to Date



November Days on Market SFH+Condo



Days on Market by Month

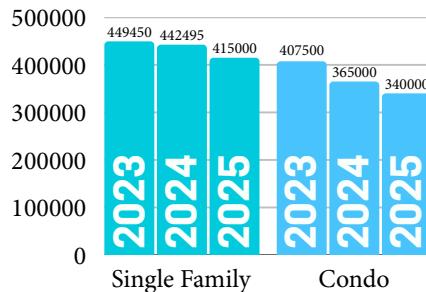


Median Sales Price

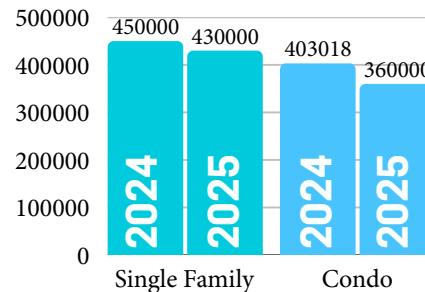
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



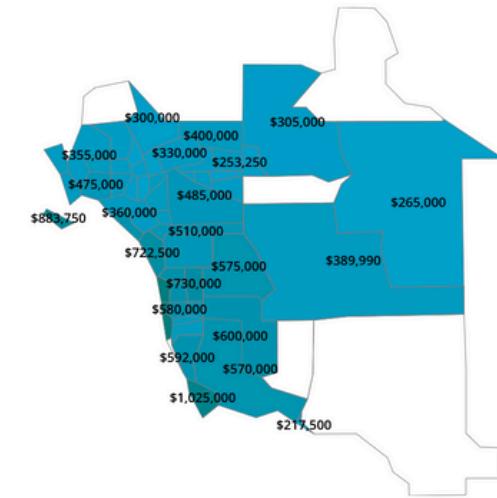
November



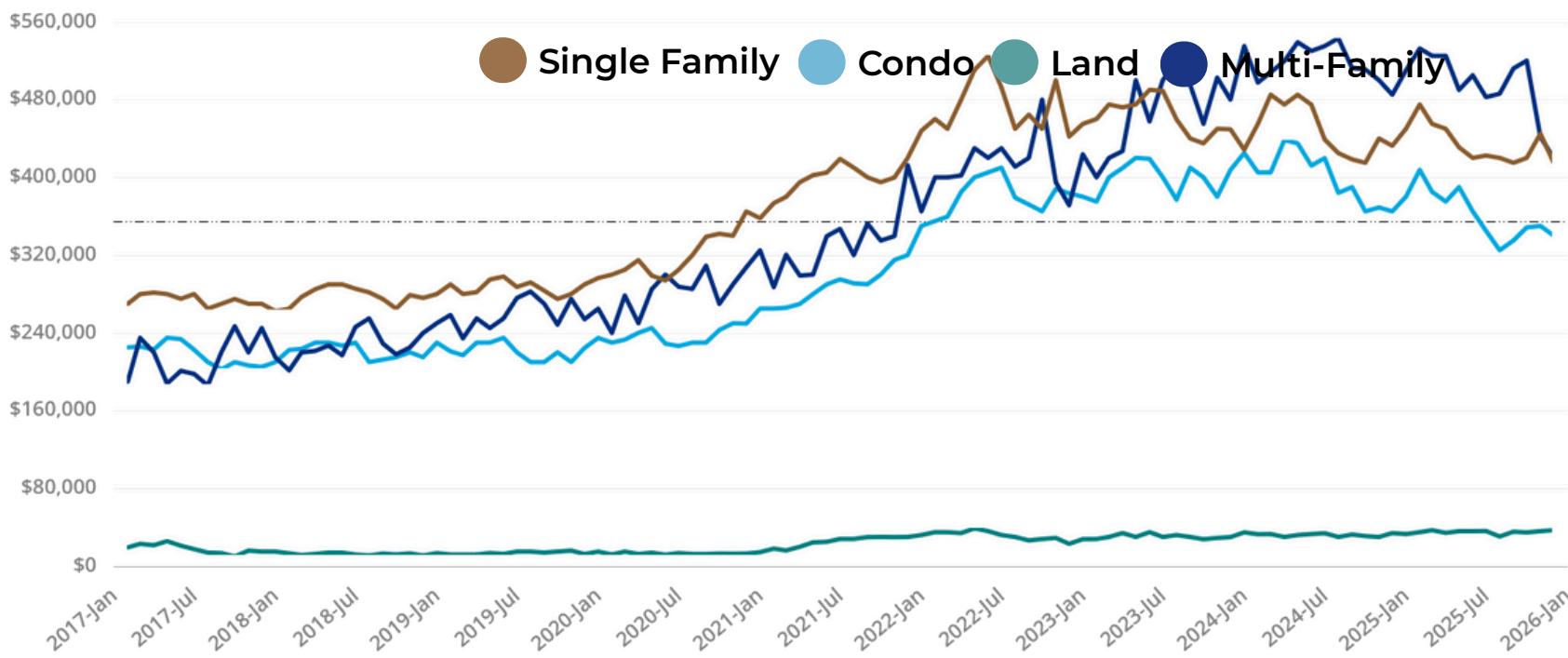
Year to Date



November Median Sales Price SFH+Condo



Median Sales Price by Month

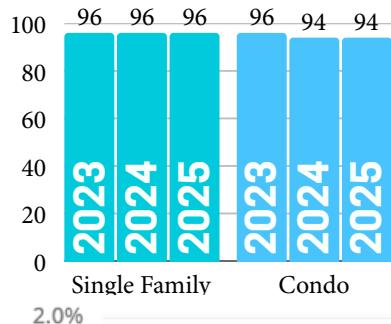


Percent of List Price Received

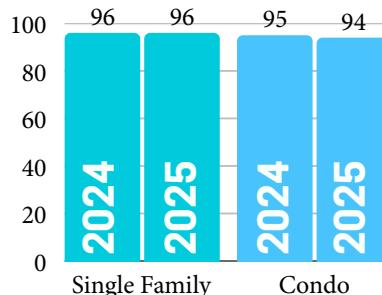
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



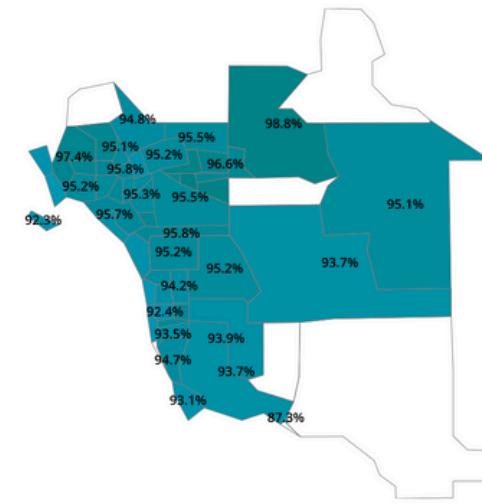
November



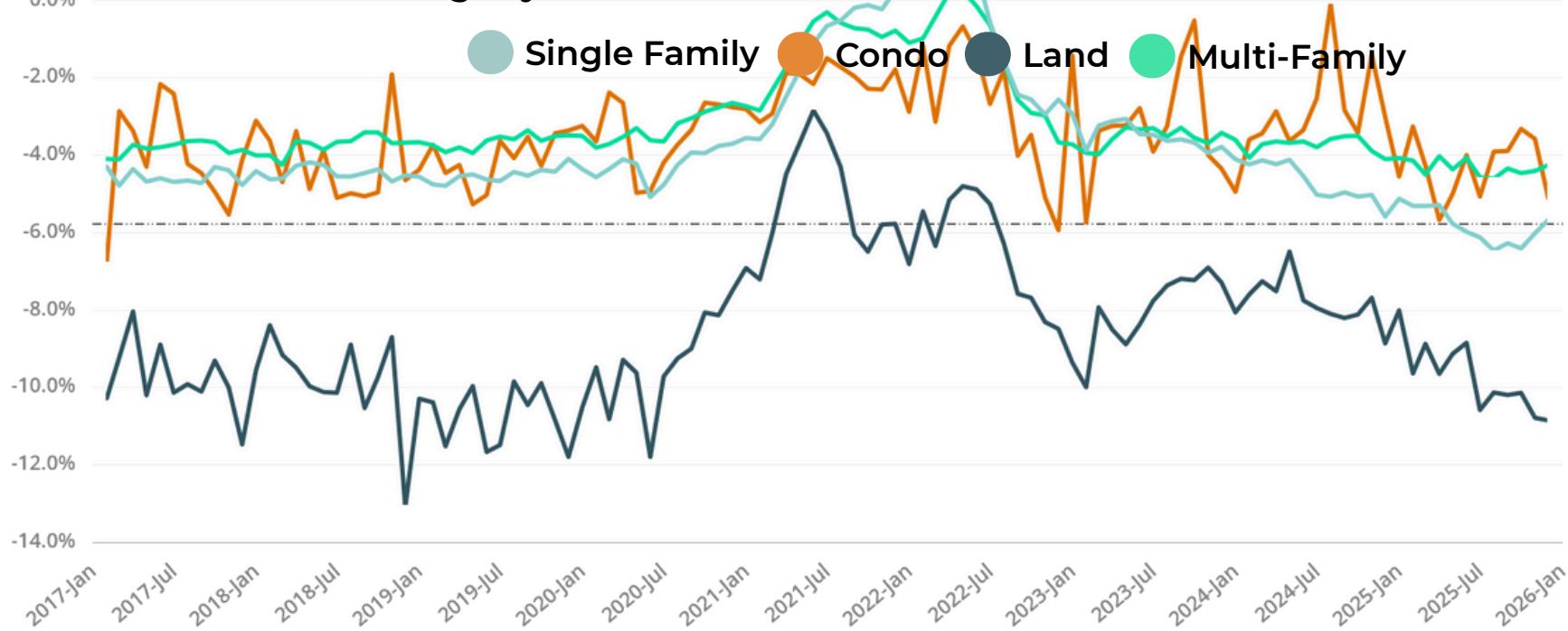
Year to Date



November New Listings SEH+Condo



Historical New Listings by Month



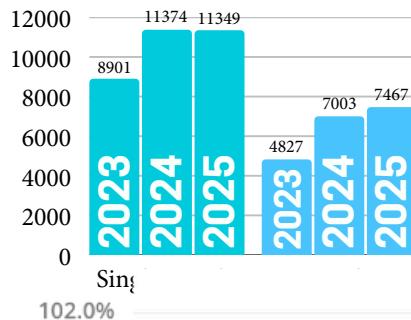
Current as of December 10th, 2025. All data from Bonita Springs-Estero Board of Realtors® MLS.

Inventory of Homes for Sale

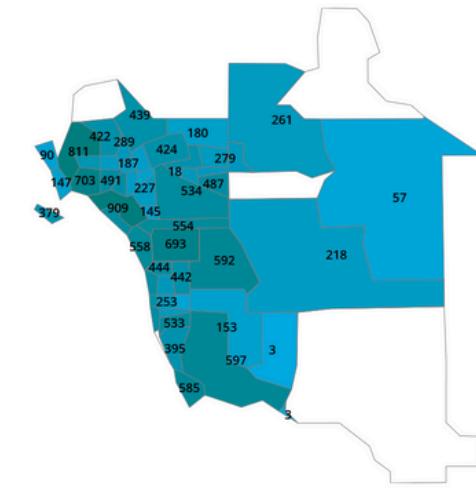
The number of properties available for sale in active status at the end of a given month.



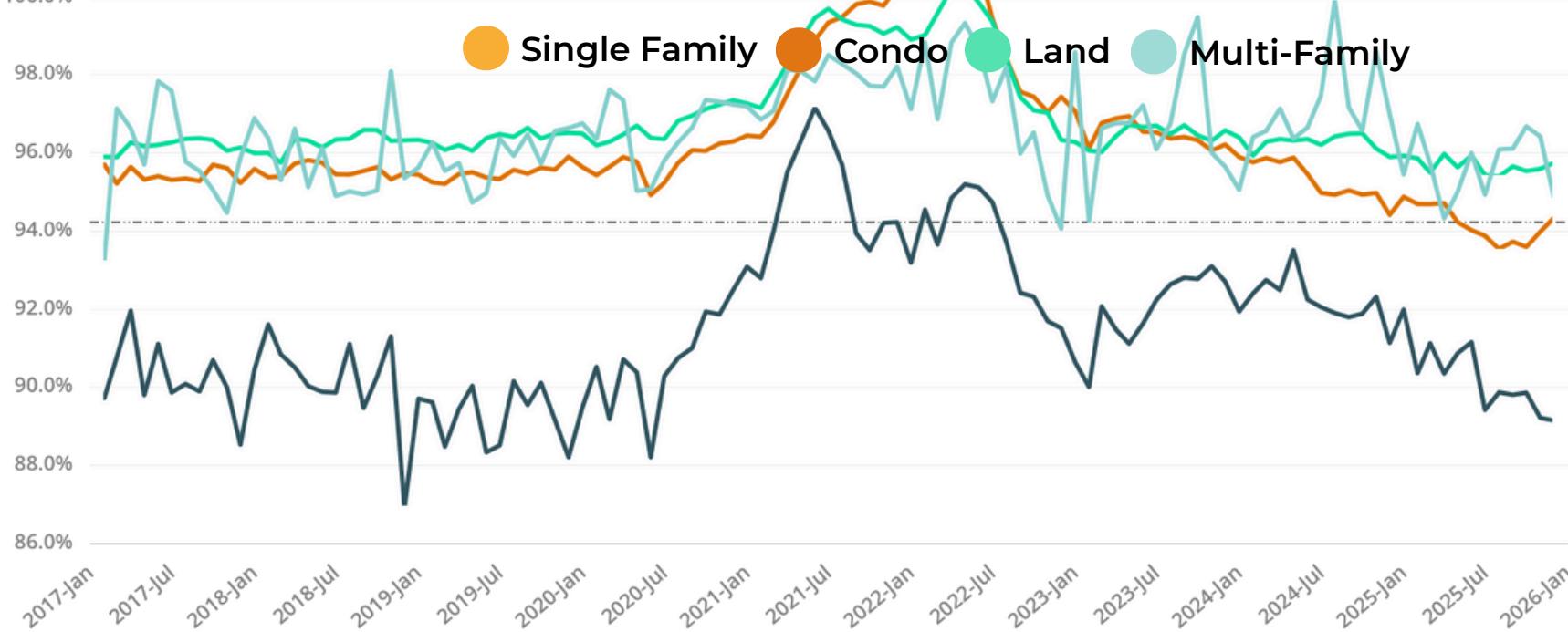
November



November Inventory of
Homes for Sale
SFH+Condo



Historical New Listings by Month



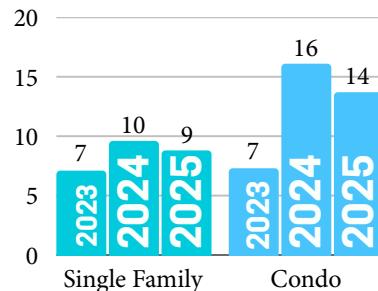
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Months Supply of Inventory

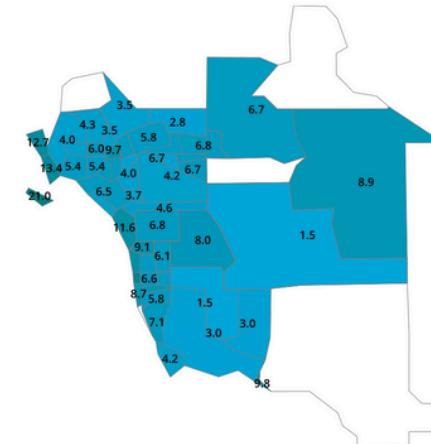
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



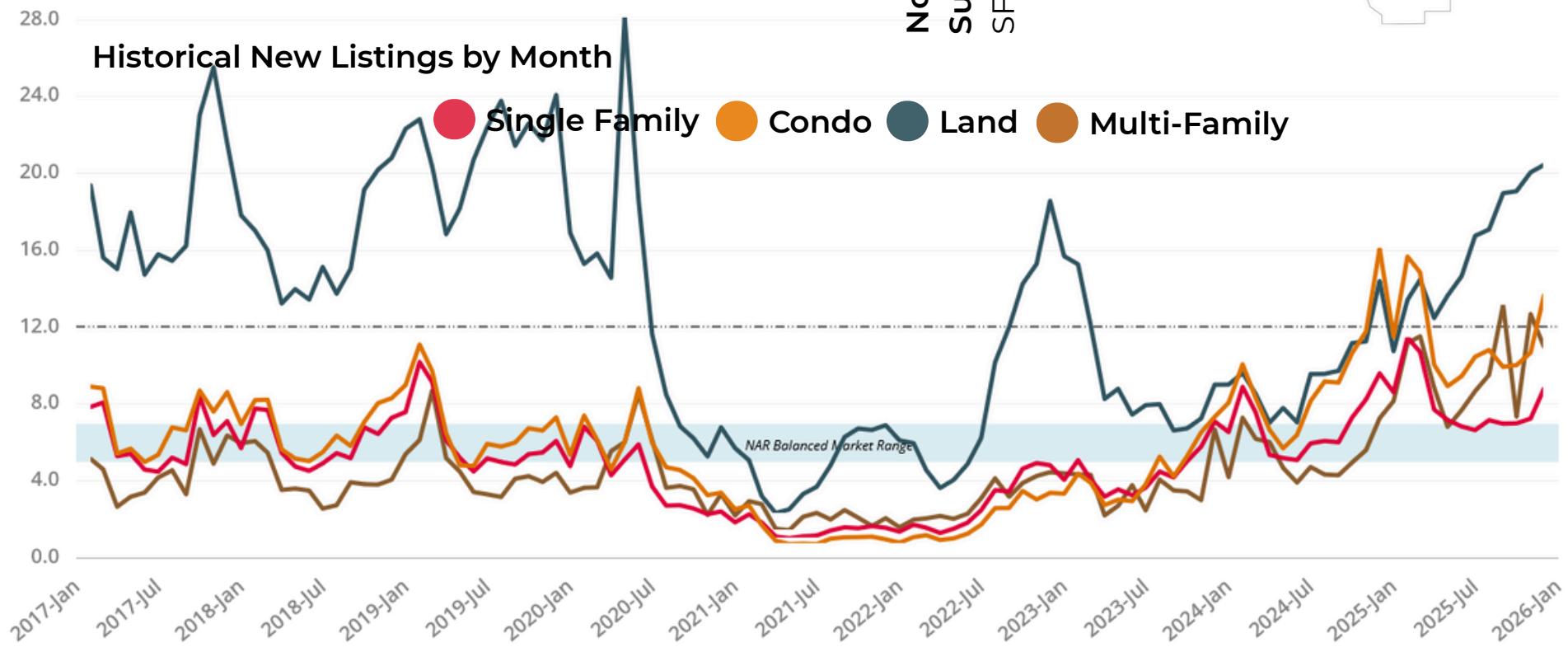
November



November Months Supply of Inventory SFH+Condo



Historical New Listings by Month



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Southwest Florida (Lee, Collier, Hendry)

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Property Types: Single Family, Condo, Townhome & Multi-Family



Key Metrics	Historical Graph	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		6,627	4,703	-29.03%	63,882	65,906	3.17%
Pending Sales		2,940	3,635	23.64%	28,356	27,001	-4.78%
Closed Sales		2,147	2,270	5.73%	34,207	31,722	-7.26%
Days on Market (Median)		52	62	19.23%	46	60	30.43%
Median Sales Price		\$359,000	\$354,450	-1.27%	\$368,999	\$365,000	-1.08%
Sold Dollar Volume		\$1,205,559,054	\$1,246,196,393	3.37%	\$19,067,775,877	\$18,803,930,267	-1.38%
Percent of List Price Received		94.50%	94.20%	-0.32%	95.10%	94.30%	-0.84%
Inventory of Homes for Sale		25631	27,308	6.54%			
Months Supply of Inventory		11.9	12.0	0.84%			

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