

# 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 pendings (+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

<b>+5.73%</b>	<b>–1.27%</b>	<b>+6.54%</b>
Change in Closed Sales All Properties	Change in Median Sales Price All Properties	Change in Homes for Sale All Properties

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



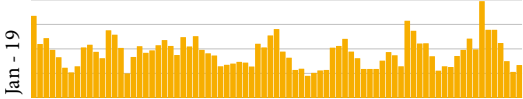
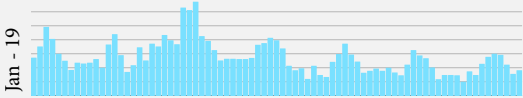

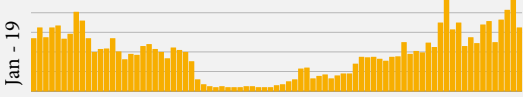
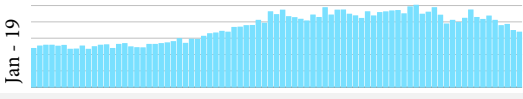
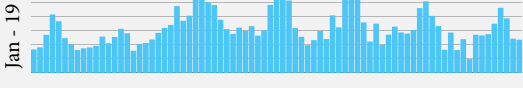

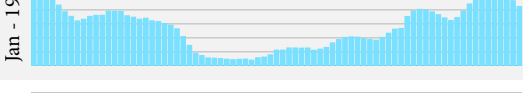
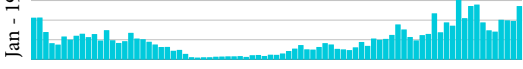
Key Metrics	Historical Graph	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		3,301	<b>2,821</b>	-14.54%	31,738	<b>33,284</b>	4.87%
Pending Sales		1,520	<b>2,050</b>	34.87%	15,241	<b>15,929</b>	4.51%
Closed Sales		1,188	<b>1,289</b>	8.50%	17,381	<b>17,870</b>	2.81%
Days on Market (Median)		53	<b>62</b>	16.98%	48	<b>58</b>	20.83%
Median Sales Price		\$432,495	<b>\$415,000</b>	-4.05%	\$450,000	<b>\$430,000</b>	-4.44%
Sold Dollar Volume		\$875,151,613	<b>\$893,290,944</b>	0.2%	\$12,879,155,814	<b>\$13,495,798,665</b>	0.3%
Percent of List Price Received		95.90%	<b>95.70%</b>	-0.21%	96.30%	<b>95.70%</b>	-0.62%
Inventory of Homes for Sale		11,373	<b>11,332</b>	-0.36%			
Months Supply of Inventory		9.6	<b>8.8</b>	-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	<b>1,728</b>	-13.51%	16,991	<b>17,622</b>	3.71%
Pending Sales		785	<b>1,082</b>	37.83%	7,046	<b>7,036</b>	-0.14%
Closed Sales		436	<b>547</b>	25.46%	8,146	<b>7,962</b>	-2.26%
Days on Market (Median)		61	<b>65</b>	6.56%	54	<b>74</b>	37.04%
Median Sales Price		\$365,000	<b>\$340,000</b>	-6.85%	\$403,018	<b>\$360,000</b>	-10.67%
Sold Dollar Volume		\$245,022,228.00	<b>\$289,782,068.00</b>	18.3%	\$4,976,987,803	<b>\$4,427,891,626</b>	-11.0%
Percent of List Price Received		94.40%	<b>94.30%</b>	-0.11%	95.40%	<b>94.10%</b>	-1.36%
Inventory of Homes for Sale		7003	<b>7,459</b>	6.51%			
Months Supply of Inventory		16.1	<b>13.6</b>	-15.53%			

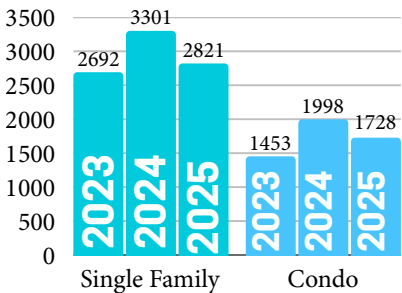
Current as of December 10th, 2025. All data from Bonita Springs-Estero Board of Realtors® MLS.

# New Listings

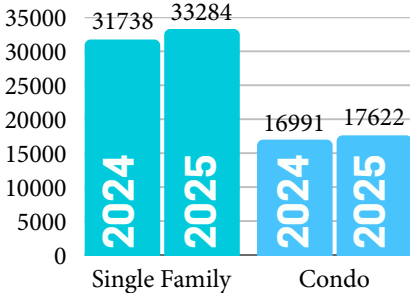
A count of the properties that have been newly listed on the market in a given month.



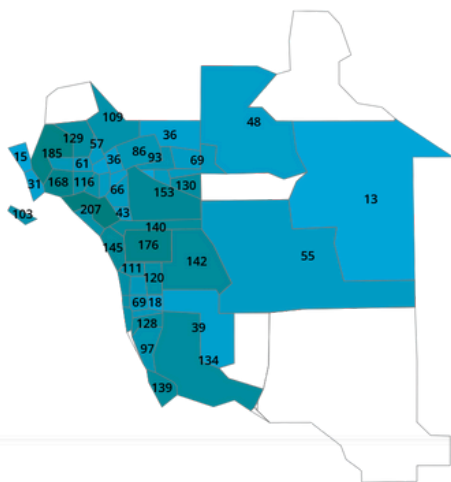
## November



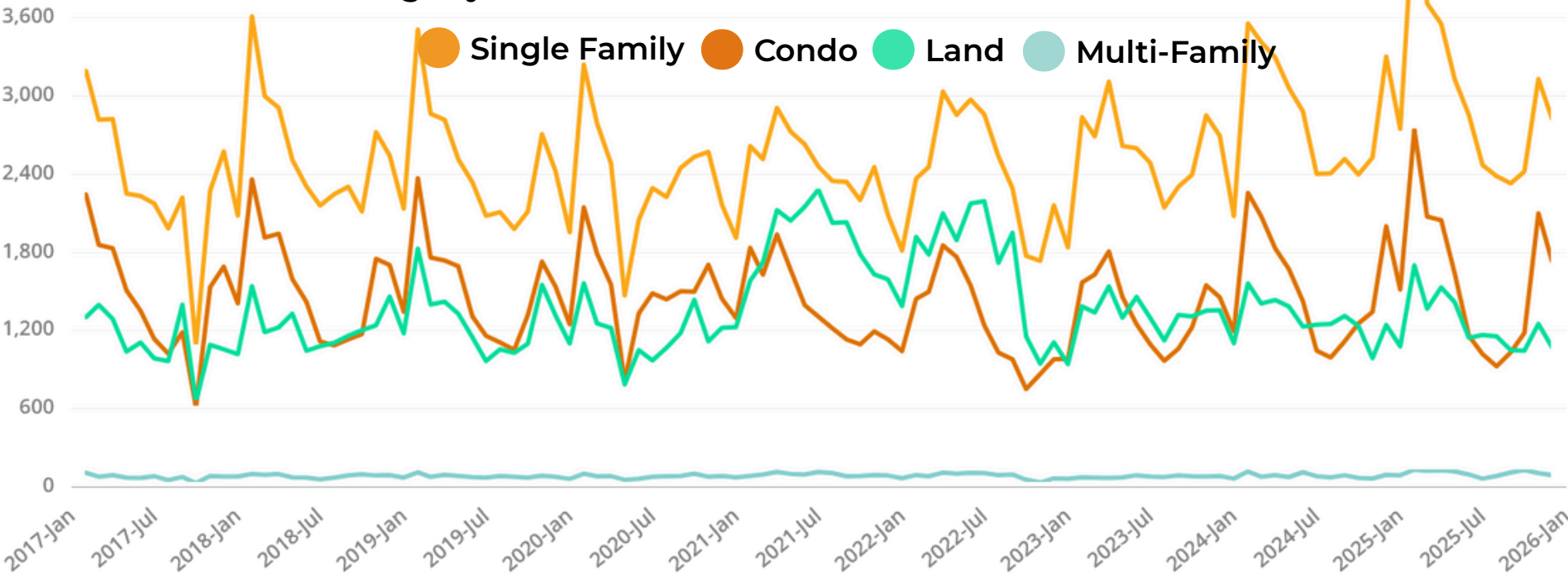
## Year to Date



November New Listings  
SFH+Condo



## Historical New Listings by Month



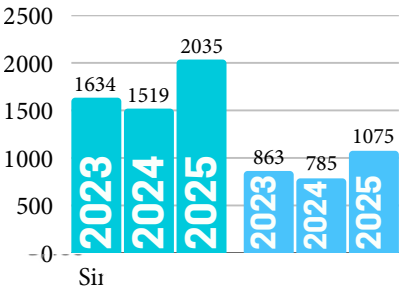
Current as of December 10th, 2025. All data from Bonita Springs-Estero Board of Realtors® MLS.

# Pending Sales

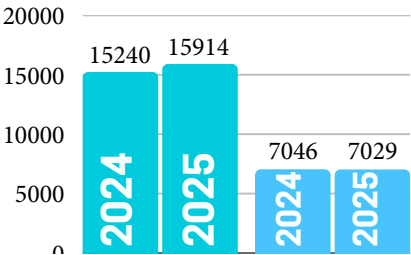
A count of the properties on which offers have been accepted in a given month.



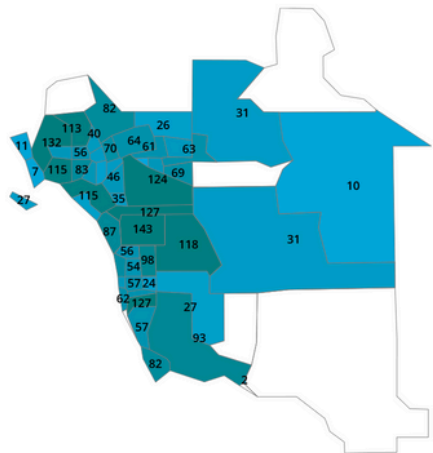
## November



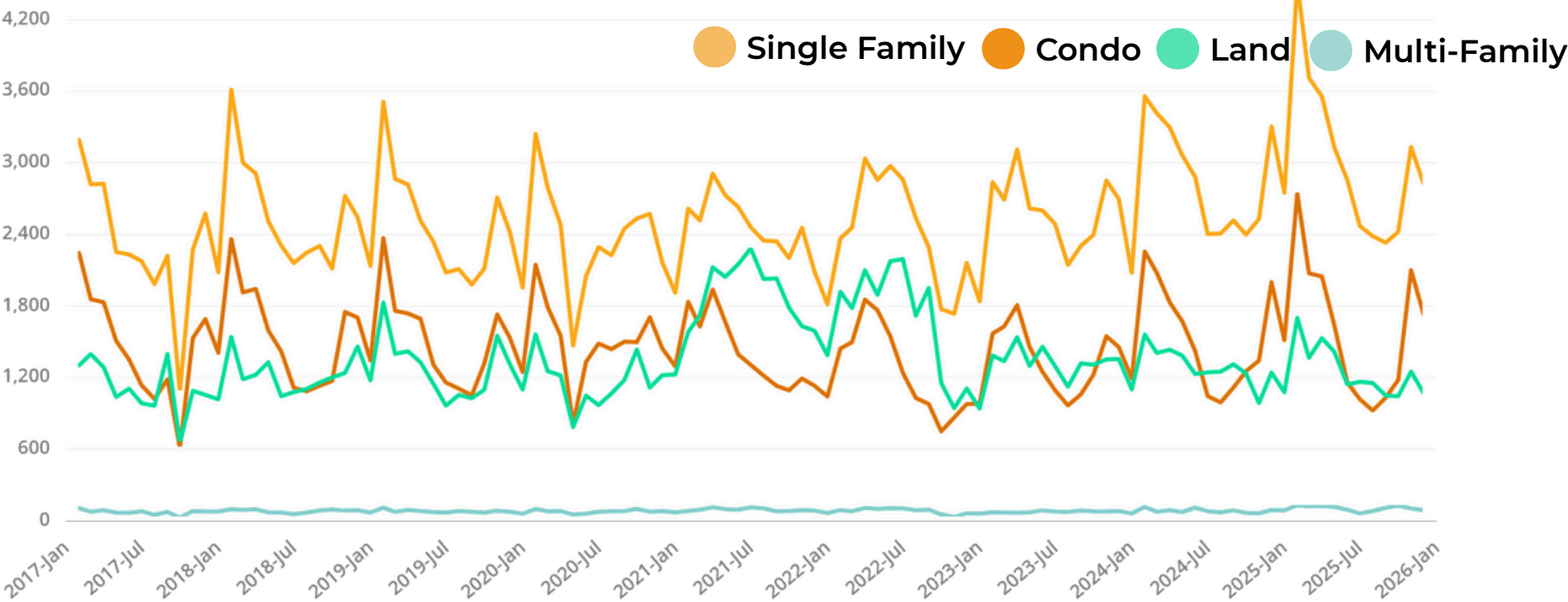
## Year to Date



November Pending Sales SFH+Condo



## Historical Pending Listings by Month



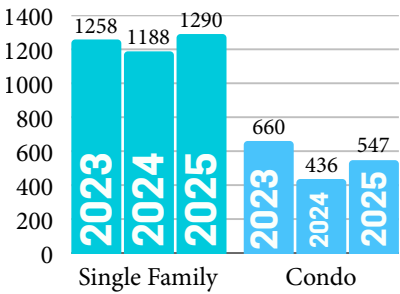
Current as of December 10th, 2025. All data from Bonita Springs-Estero Board of Realtors® MLS.

# Closed Sales

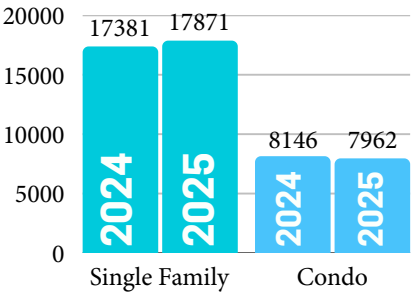
A count of the actual sales that closed in a given month.



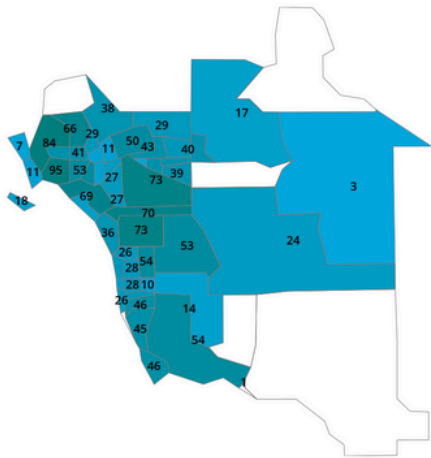
## November



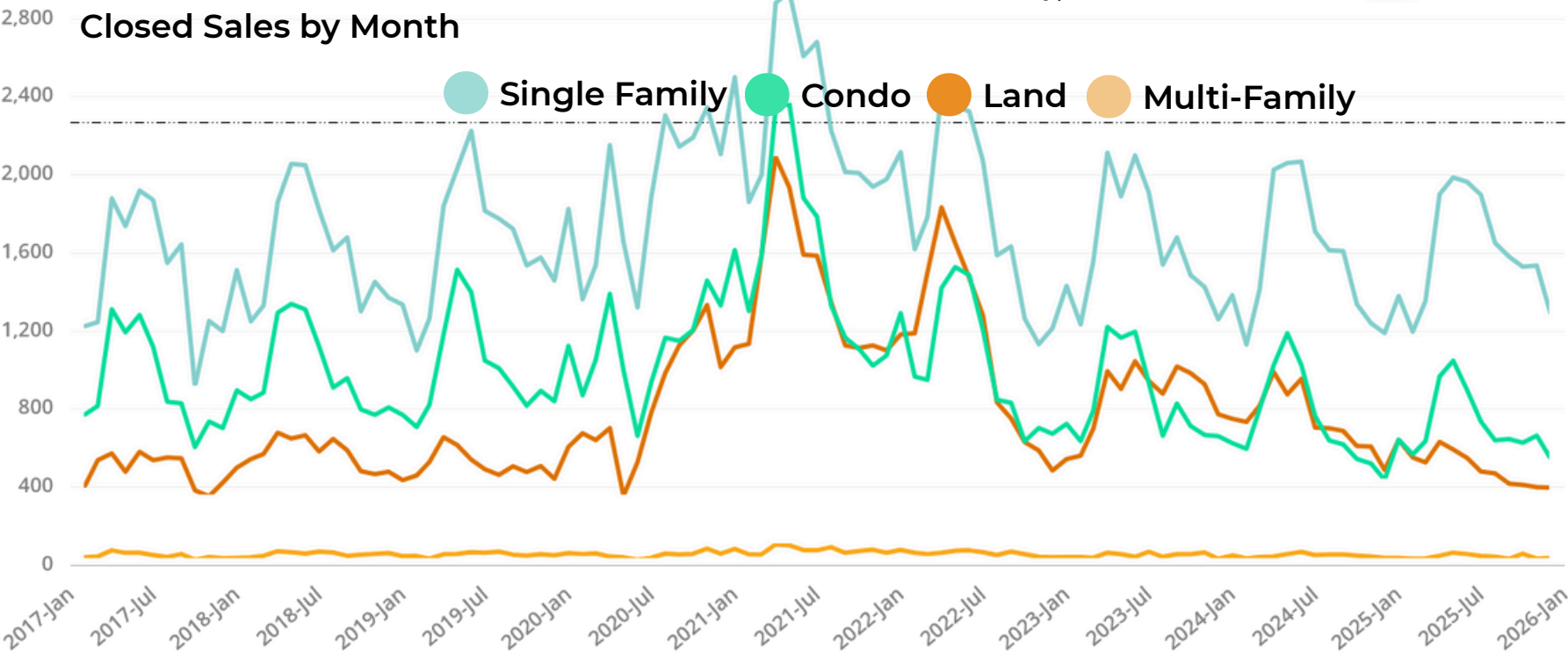
## Year to Date



November Closed Listings SFH+Condo



## Closed Sales by Month



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

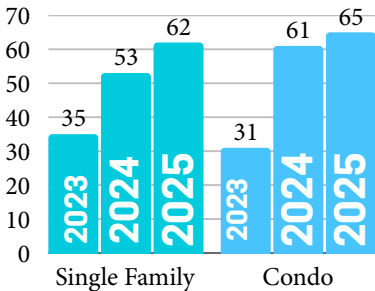


# Days on Market Until Sale

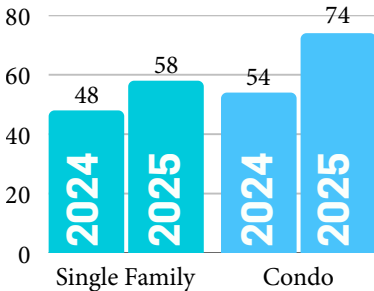
Average number of days between when a property is listed and when an offer is accepted in a given month.



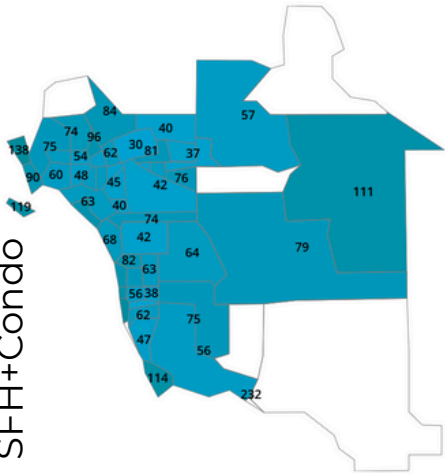
## November



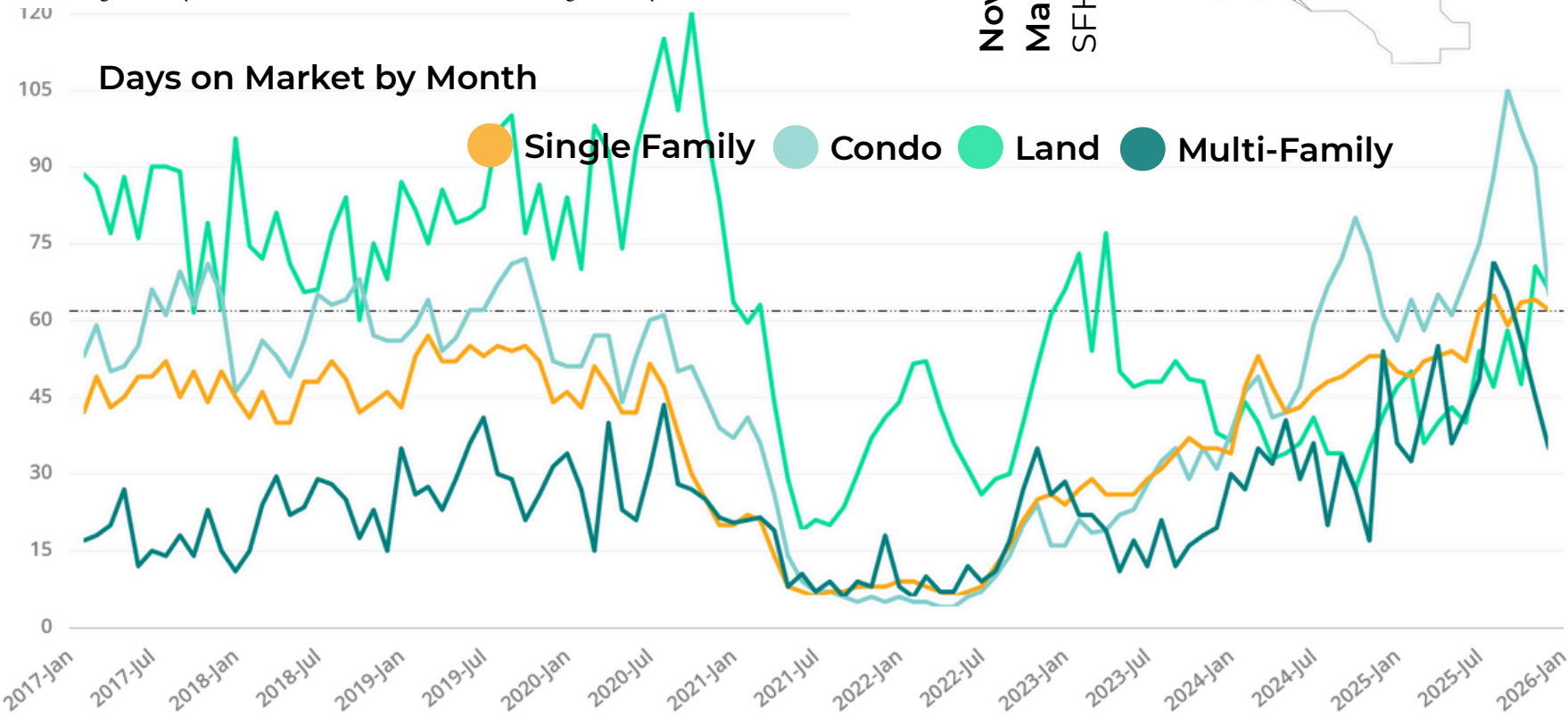
## Year to Date



November Days on Market SFH+Condo



## Days on Market by Month

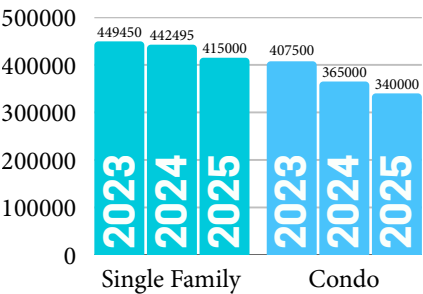


# Median Sales Price

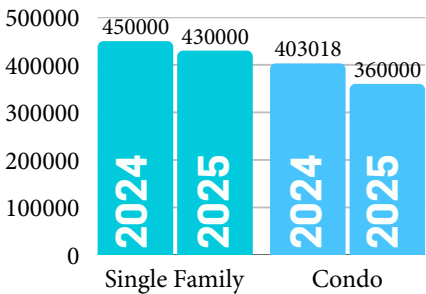
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



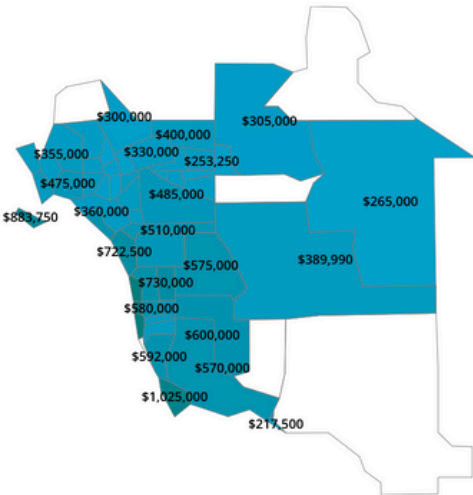
November



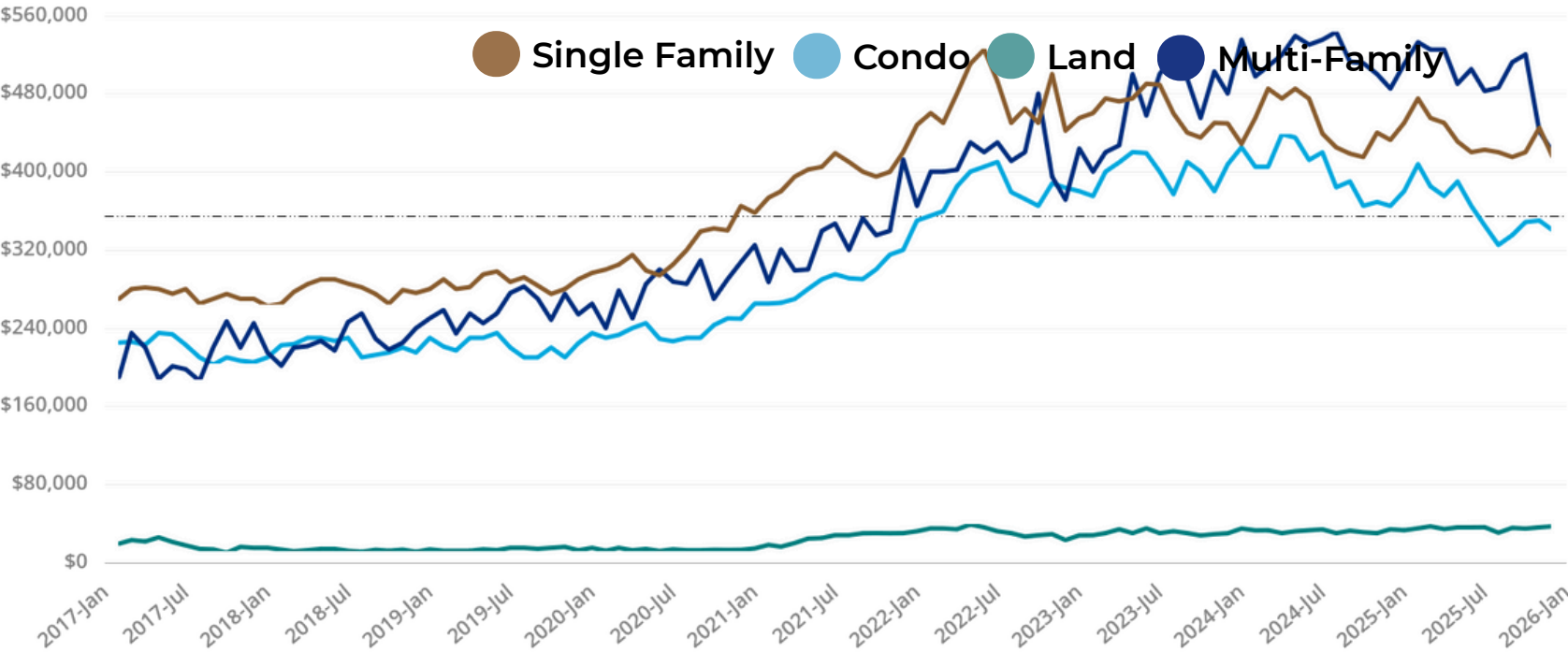
Year to Date



November Median Sales Price SFH+Condo



Median Sales Price by Month



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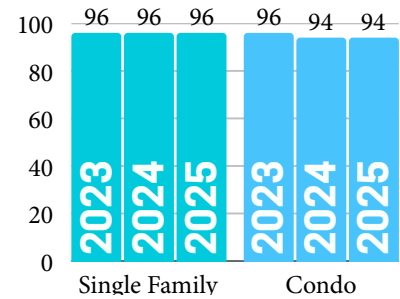


# Percent of List Price Received

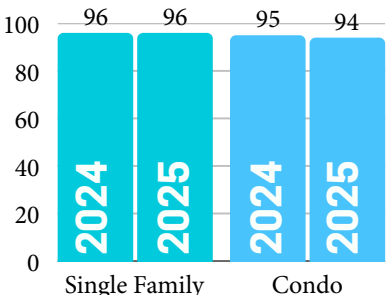
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



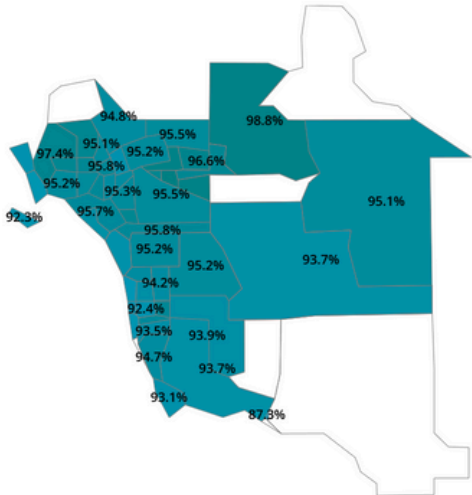
## November



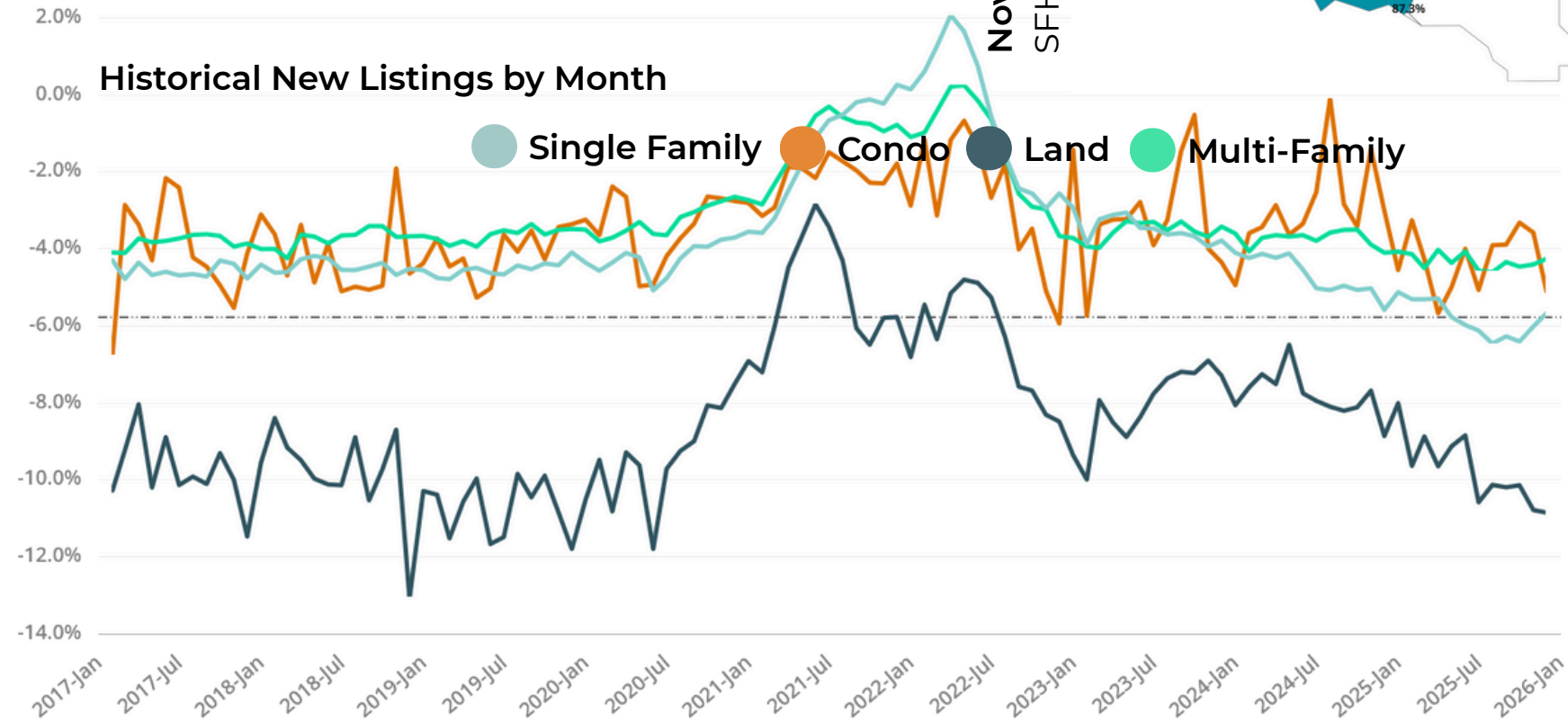
## Year to Date



November New Listings  
SFH+Condo



## Historical New Listings by Month

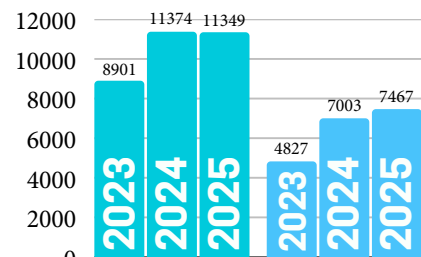


# Inventory of Homes for Sale

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

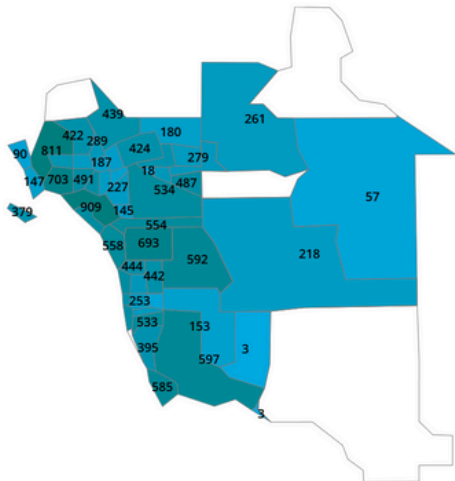


## November

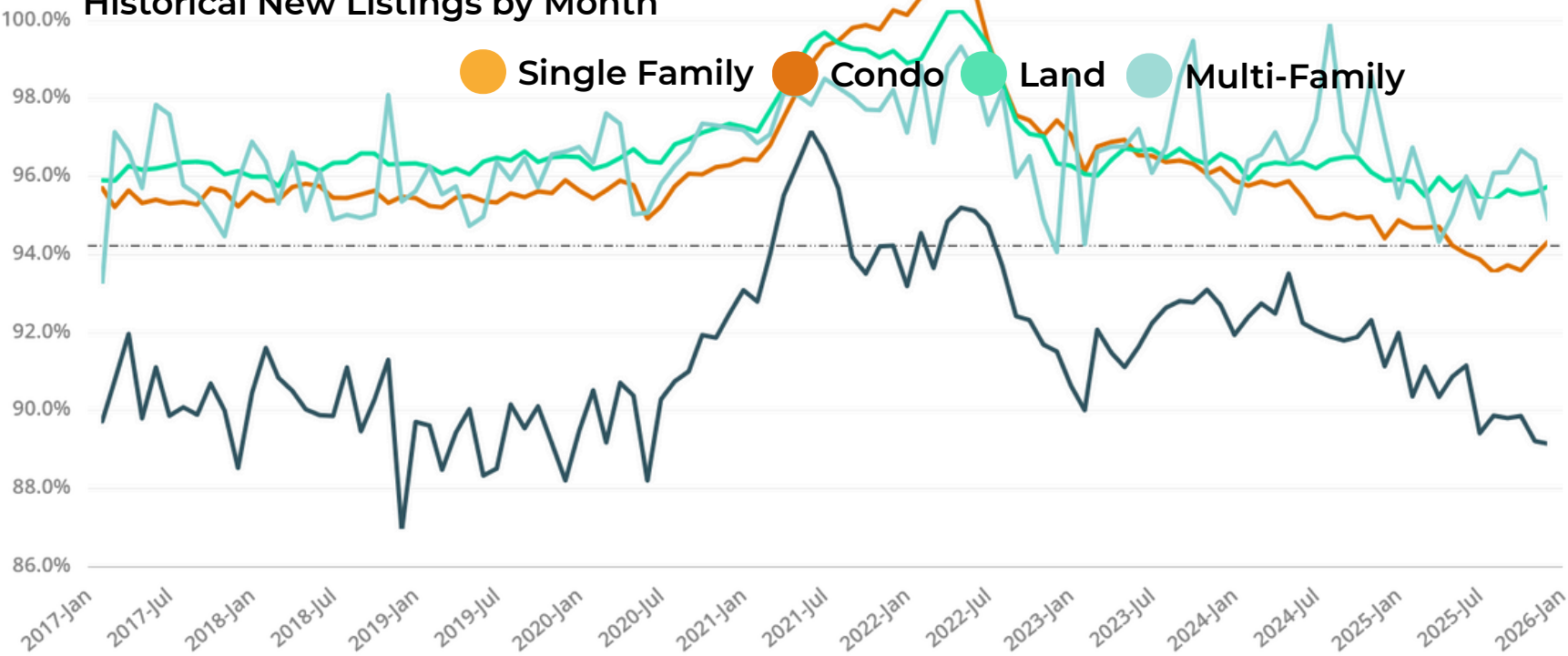


Sing  
102.0%

November Inventory of  
Homes for Sale  
SFH+Condo



## Historical New Listings by Month



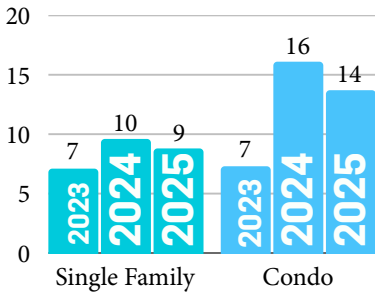
Current as of December 10th, 2025. All data from Bonita Springs-Estero Board of Realtors® MLS.

# Months Supply of Inventory

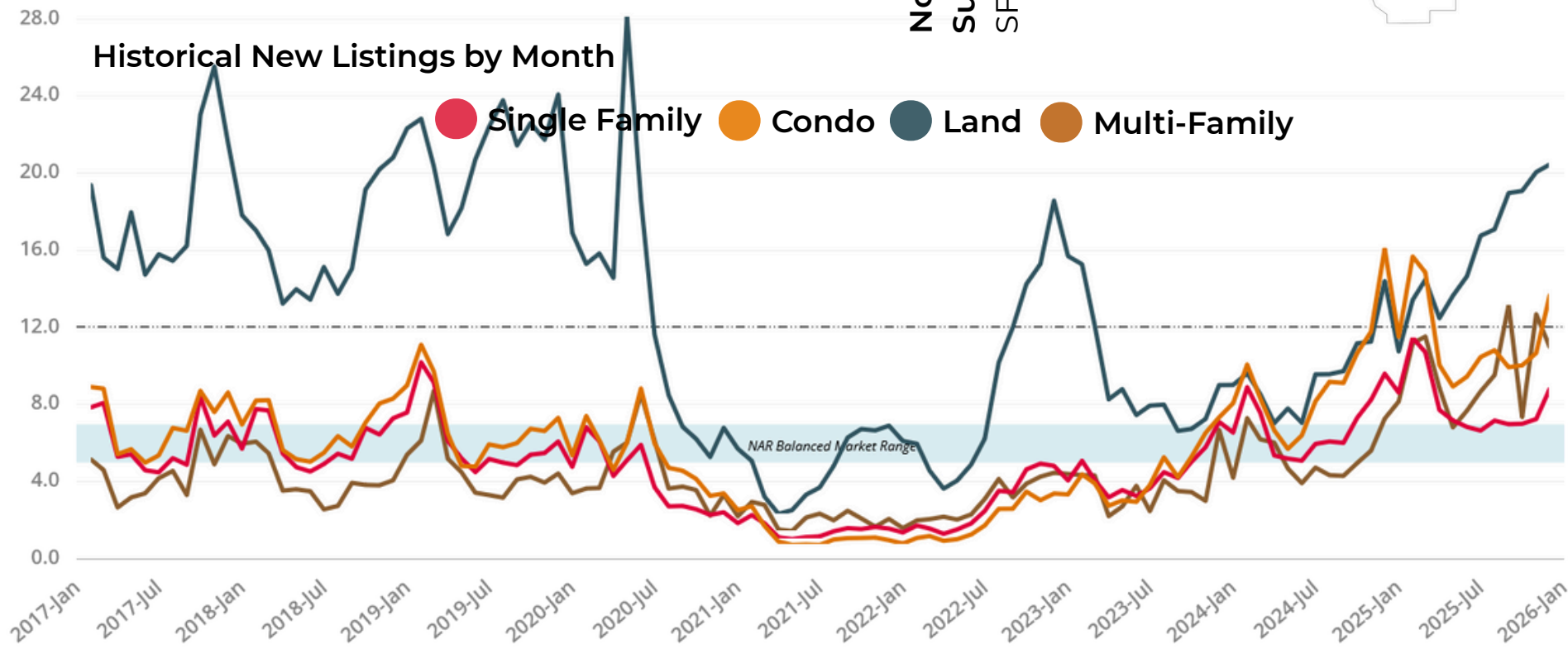
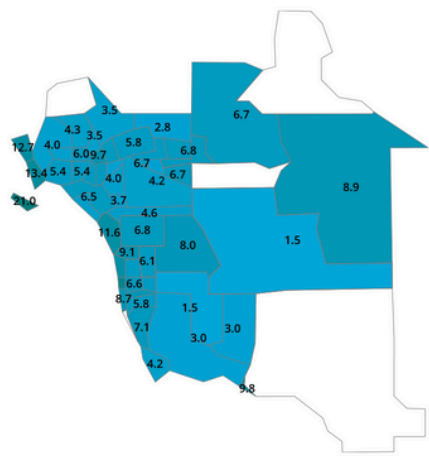
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## November



November Months  
Supply of Inventory  
SFH+Condo

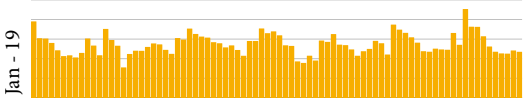
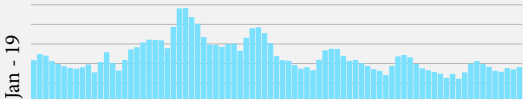
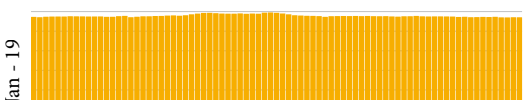


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# Southwest Florida (Lee, Collier, Hendry)

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



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

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