

## What affects the value of your home?

- The economy
  - Buyer sentiment
- Competition
  - New homes
  - Other re-sales (fewer short sales / foreclosures)
  - Inventory levels (down in 2012 /13)
  - New communities (prices up, see below)
- The weather here and up north

### National Trends one year from February 2012 to February 2013

- Sales of homes up 10.2 %
- Prices up 11.6%

### Local trends 2 Years February 2011 - February 2013)

- Village Walk
  - Sales prices up 11%
  - Inventory is down 45% (Only 24 homes on the market)
- Naples (leading indicator for Bonita Springs)
  - Sales prices up 29%
  - Inventory down 32%

An example of price increases in new homes at VillageWalk  
(Vernon Hill (200 square feet) average prices with no pool)

- Year 2011 (Danios) \$260,000
- Year 2012 (Jewel Fish) \$290,000
- Year 2013 (Lure Trail) \$320,000
- Primary influence is cost of options and lot premiums.
- 2 Year sales price increase of 23%

### Village Walk new home sales

- 2012 118 Homes sold
- 2013 43 Homes sold YTD.

## New Developments Planned / Underway

Community	Developer	Number of Homes
Bonita Isles	Minto	220 single family and attached villas \$300,000s
Bonita Lakes (Located on Three Oaks)	Toll Brothers	268 homes on 120 acres, natural gas
Camden Lakes (located on Livingston Rd near Immokolee)	Pulte Home	150 single family, 60 acres, high \$200,000s, natural gas, similar models as VillageWalk
Esplanade (directly behind Village Walk located on Immokalee and Collier Blvd).	Taylor Morrison	1121 homes, 1800 acres, \$400,000+, golf
Hacienda Lakes (Collier Blvd.)	CC Devco	1760 homes, 2262 acres
Isles of Collier Preserve (near Naples Botanical Gardens)	Minto	1600 homes, 2300 acres, \$400,000+
Paloma (near Livingstone) (Fall 2013 - Ecology Based)	D. R. Horton	Single family and attached villas, mid \$200,000s
Riverstone	GL Homes	850 single family, 850 acres, \$400,000s
Ronto Golf Community (Projected start 2014, at end of Bonita Beach Rd.)	Ronto Group	1200 -1400 homes, \$400,000+, golf
Spanish Wells	Toll Brothers	Valencia subdivision, 128 single family, 56 acres \$400,000+
Sorrento (in front of Palmira)	D . R. Horton	150 coach homes, low \$200,000s
The Preserve at Corkscrew	Pulte Development	800 homes, similar models as VillageWalk
Treviso Bay (bundled golf TPC golf course)	Lennar	1200 Homes

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