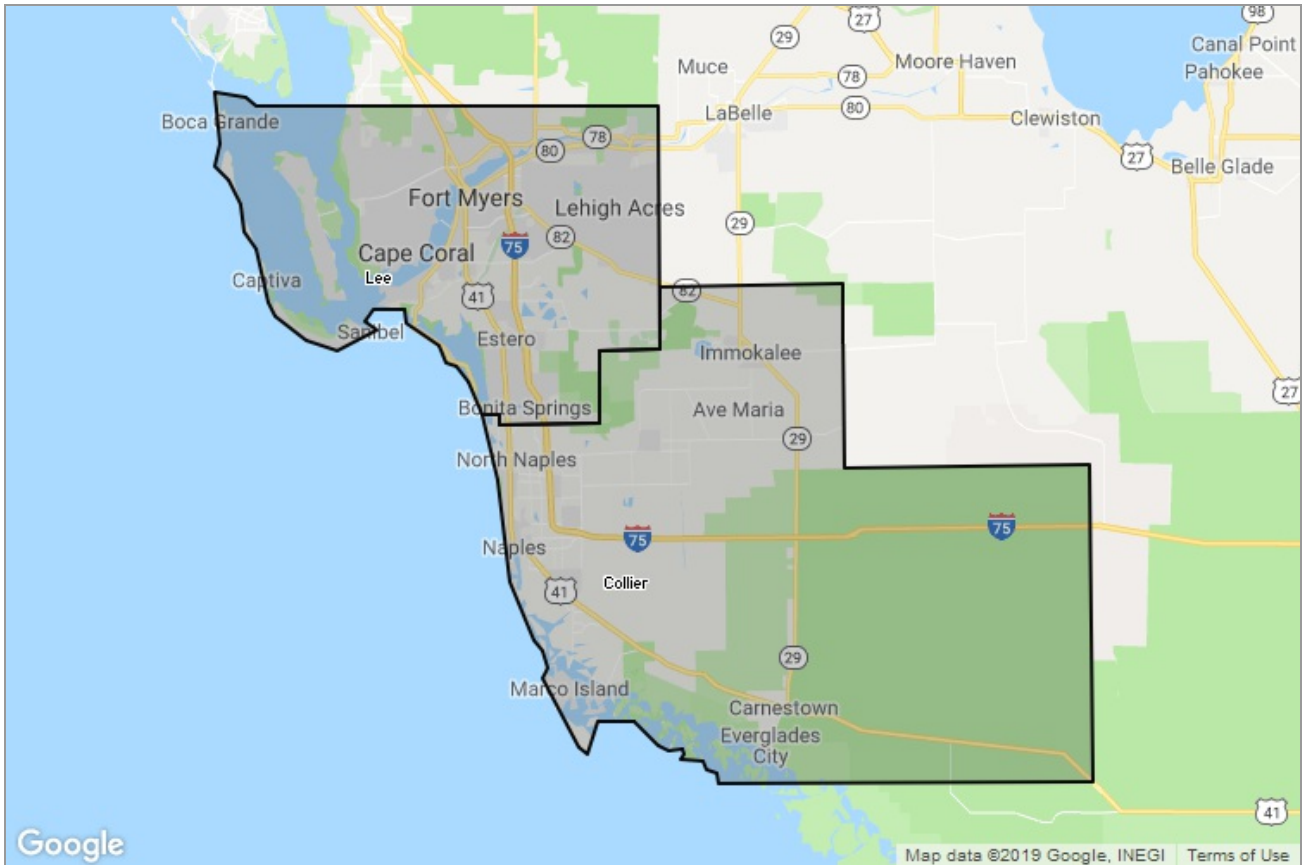




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
7/2018 – 7/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 08/06/2019

Scheduled: Yes

Presented by

**Bonita Springs-Estero Association of
REALTORS®**

(239) 992-6771

Other: <http://bearflorida.point2agent.com/>

25300 Bernwood Drive
Suite 1
Bonita Springs, FL 34135

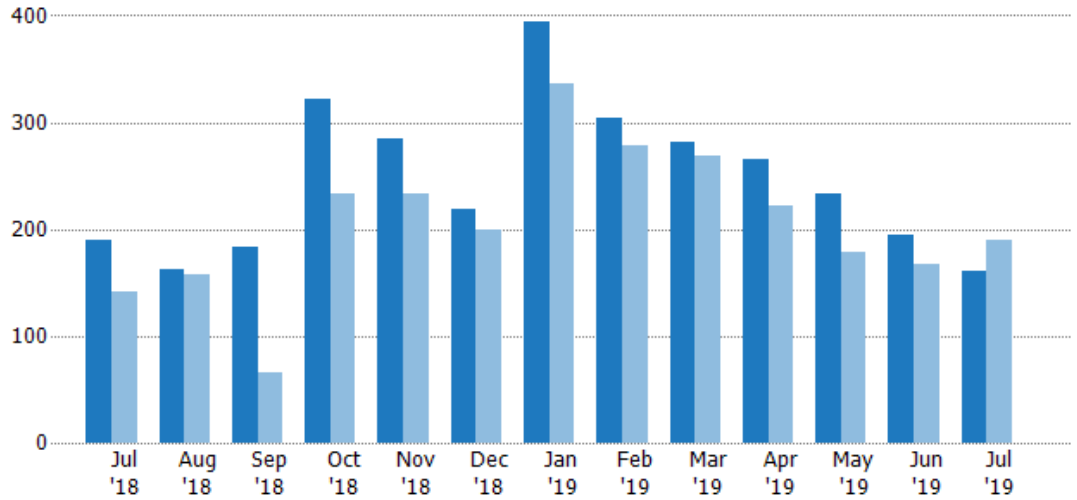
New Listings

The number of new residential listings that were added each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Jul '19	161	-14.8%
Jul '18	189	34%
Jul '17	141	-3.5%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	189	163	183	322	285	218	394	304	282	266	233	194	161
Prior Year	141	157	66	234	233	199	337	279	268	222	178	168	189
Percent Change from Prior Year	34%	4%	177%	38%	22%	10%	17%	9%	5%	20%	31%	15%	-15%

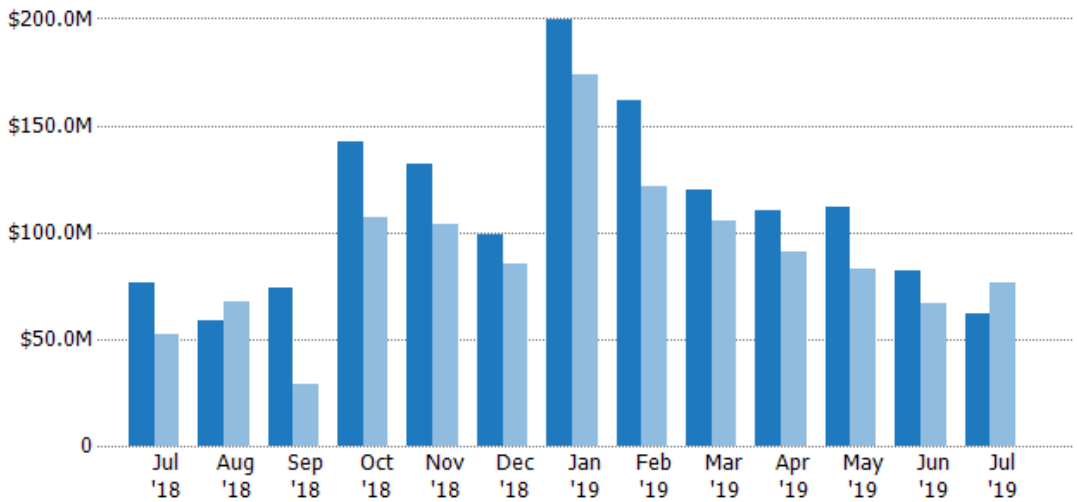
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Jul '19	\$61.5M	-19%
Jul '18	\$76M	44.5%
Jul '17	\$52.6M	-5.6%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$76M	\$58.8M	\$74M	\$142M	\$132M	\$98.8M	\$200M	\$162M	\$120M	\$110M	\$111M	\$82.1M	\$61.5M
Prior Year	\$52.6M	\$67.1M	\$28.9M	\$107M	\$104M	\$85.4M	\$173M	\$122M	\$105M	\$90.6M	\$82.9M	\$66.8M	\$76M
Percent Change from Prior Year	44%	-12%	156%	33%	27%	16%	15%	33%	14%	22%	34%	23%	-19%

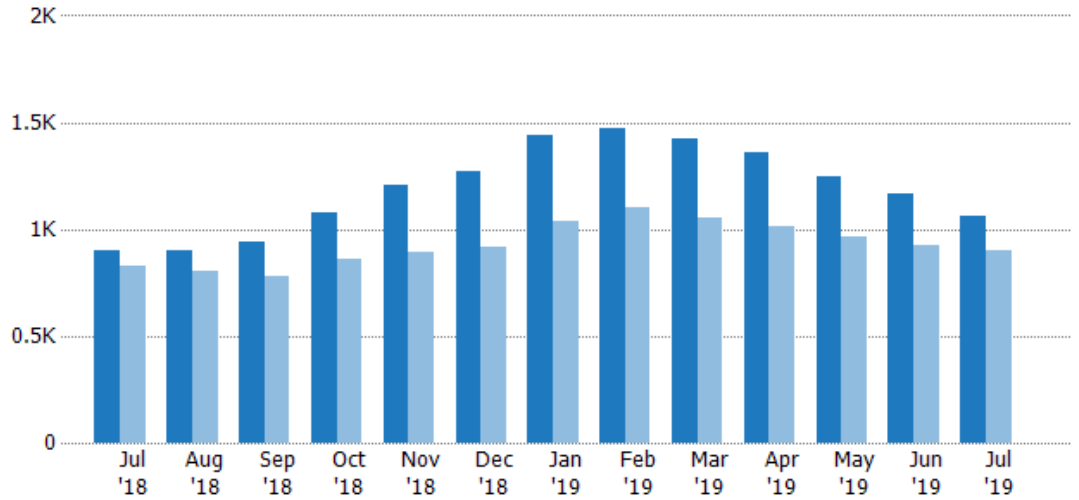
Active Listings

The number of active residential listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Jul '19	1.06K	17.4%
Jul '18	902	9.3%
Jul '17	825	-10.4%



Current Year	902	899	941	1.08K	1.21K	1.27K	1.44K	1.47K	1.43K	1.36K	1.25K	1.17K	1.06K
Prior Year	825	803	779	861	892	920	1.04K	1.1K	1.05K	1.02K	961	925	902
Percent Change from Prior Year	9%	12%	21%	25%	35%	38%	38%	34%	36%	34%	30%	26%	17%

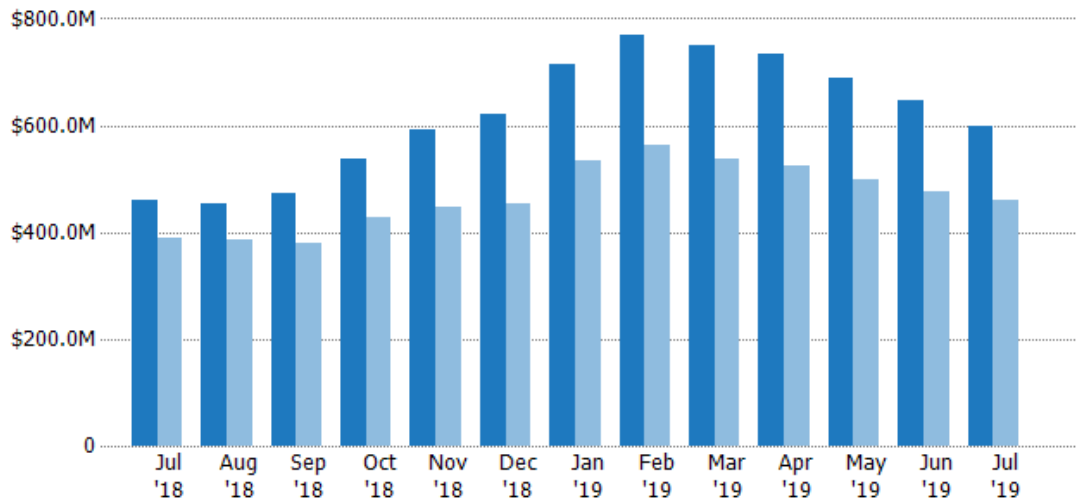
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Jul '19	\$599M	29.9%
Jul '18	\$461M	18.8%
Jul '17	\$388M	-2.7%



Current Year	\$461M	\$453M	\$473M	\$538M	\$591M	\$620M	\$716M	\$768M	\$751M	\$734M	\$688M	\$647M	\$599M
Prior Year	\$388M	\$386M	\$379M	\$428M	\$446M	\$455M	\$535M	\$564M	\$539M	\$525M	\$499M	\$475M	\$461M
Percent Change from Prior Year	19%	17%	25%	26%	33%	36%	34%	36%	39%	40%	38%	36%	30%

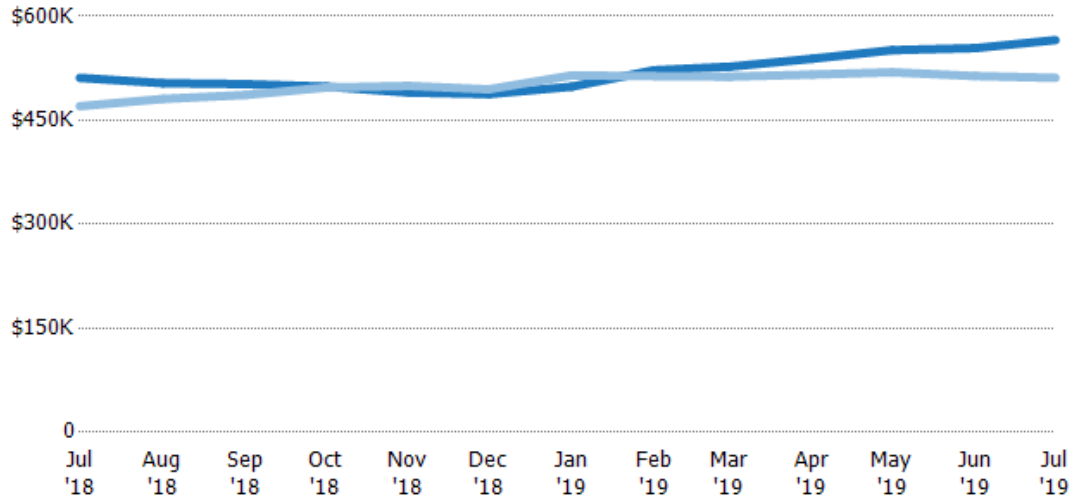
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Price	% Chg.
Jul '19	\$566K	10.7%
Jul '18	\$511K	8.7%
Jul '17	\$470K	8.6%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$511K	\$504K	\$502K	\$499K	\$490K	\$488K	\$498K	\$522K	\$527K	\$539K	\$551K	\$554K	\$566K
Prior Year	\$470K	\$481K	\$487K	\$497K	\$500K	\$495K	\$515K	\$514K	\$513K	\$516K	\$519K	\$514K	\$511K
Percent Change from Prior Year	9%	5%	3%	0%	-2%	-1%	-3%	2%	3%	4%	6%	8%	11%

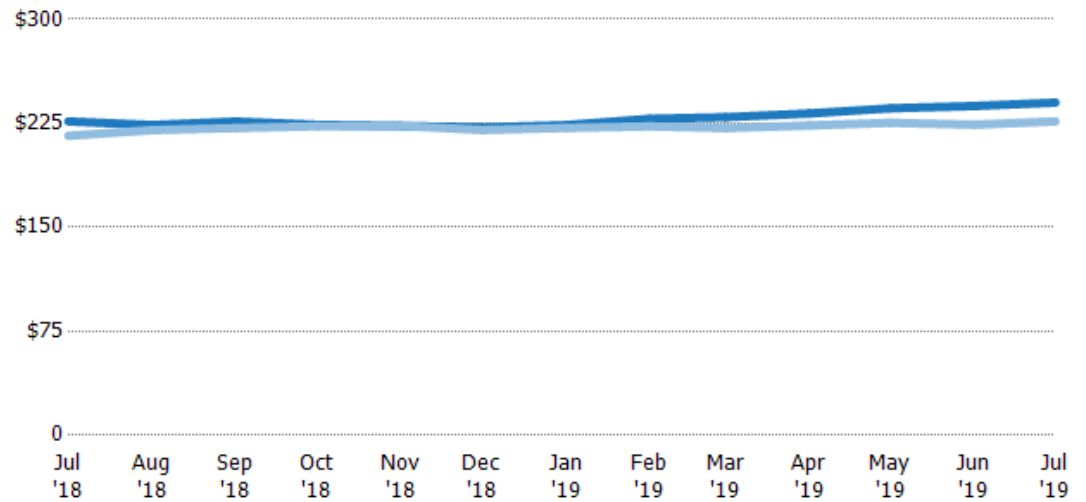
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Price/sq ft	% Chg.
Jul '19	\$240	6%
Jul '18	\$226	4.8%
Jul '17	\$216	5%



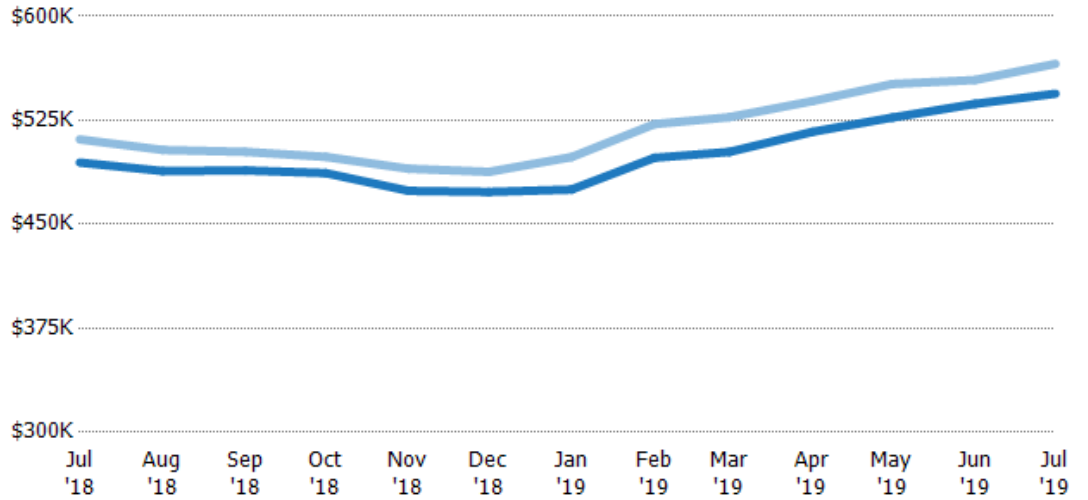
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$226	\$224	\$226	\$224	\$223	\$222	\$224	\$228	\$229	\$232	\$236	\$237	\$240
Prior Year	\$216	\$220	\$222	\$223	\$223	\$220	\$222	\$223	\$222	\$223	\$225	\$224	\$226
Percent Change from Prior Year	5%	2%	2%	0%	0%	1%	1%	2%	4%	4%	5%	6%	6%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: Collier County, Florida, Lee County, Florida



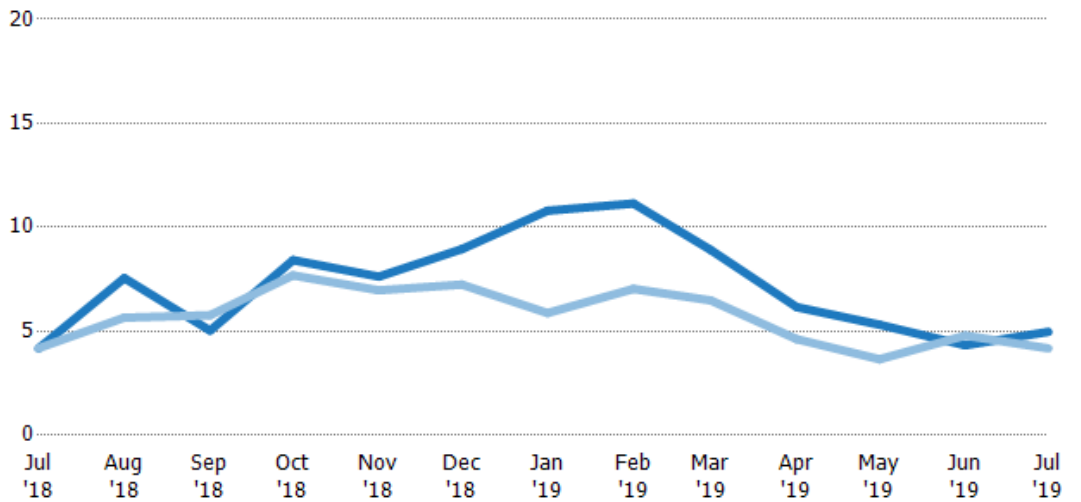
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$495K	\$488K	\$489K	\$487K	\$474K	\$473K	\$475K	\$498K	\$502K	\$517K	\$527K	\$537K	\$544K
Avg Listing Price	\$511K	\$504K	\$502K	\$499K	\$490K	\$488K	\$498K	\$522K	\$527K	\$539K	\$551K	\$554K	\$566K
Avg Listing Price as a % of Avg Est Value	103%	103%	103%	102%	103%	103%	105%	105%	105%	104%	105%	103%	104%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: Collier County, Florida, Lee County, Florida



Month/Year	Months	% Chg.
Jul '19	4.97	19.1%
Jul '18	4.18	-0.3%
Jul '17	4.19	9.6%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	4.18	7.55	5.03	8.42	7.63	8.95	10.8	11.1	8.91	6.16	5.31	4.33	4.97
Prior Year	4.19	5.65	5.77	7.69	6.97	7.24	5.88	7.04	6.48	4.62	3.65	4.79	4.18
Percent Change from Prior Year	0%	34%	-13%	10%	9%	24%	84%	58%	37%	33%	45%	-10%	19%

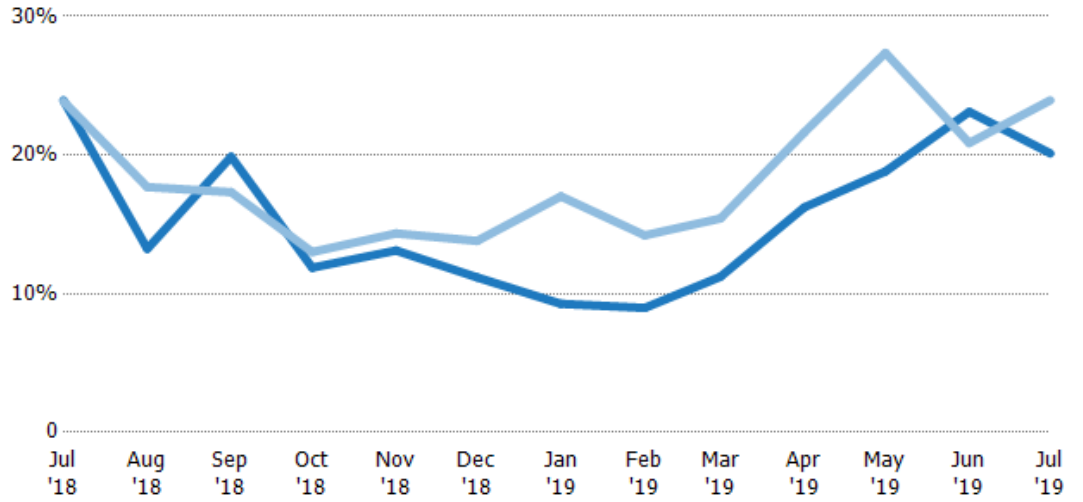
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Jul '19	20%	3.8%
Jul '18	24%	-0.1%
Jul '17	24%	-8.8%

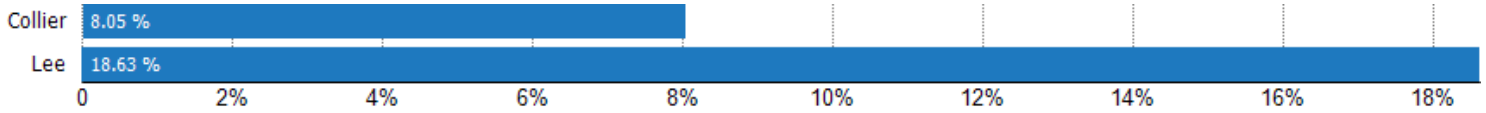


	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	24%	13%	20%	12%	13%	11%	9%	9%	11%	16%	19%	23%	20%
Prior Year	24%	18%	17%	13%	14%	14%	17%	14%	15%	22%	27%	21%	24%
Change from Prior Year	0%	4%	-3%	1%	1%	3%	8%	5%	4%	5%	9%	-2%	4%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: Collier County, Florida, Lee County, Florida



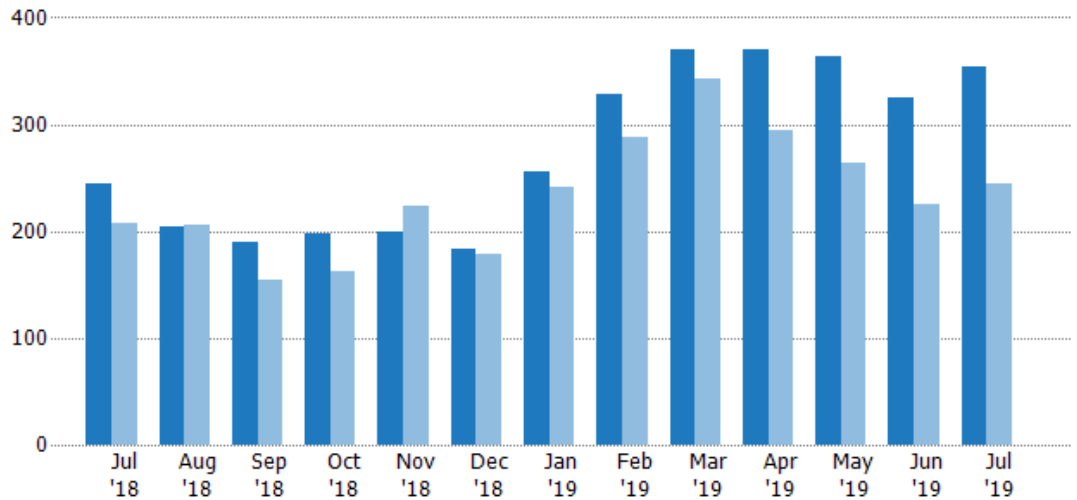
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Jul '19	354	44.5%
Jul '18	245	17.8%
Jul '17	208	7.2%



Current Year	245	204	190	198	200	184	255	329	370	370	364	325	354
Prior Year	208	206	154	163	224	179	242	288	343	294	264	225	245
Percent Change from Prior Year	18%	-1%	23%	21%	-11%	3%	5%	14%	8%	26%	38%	44%	44%

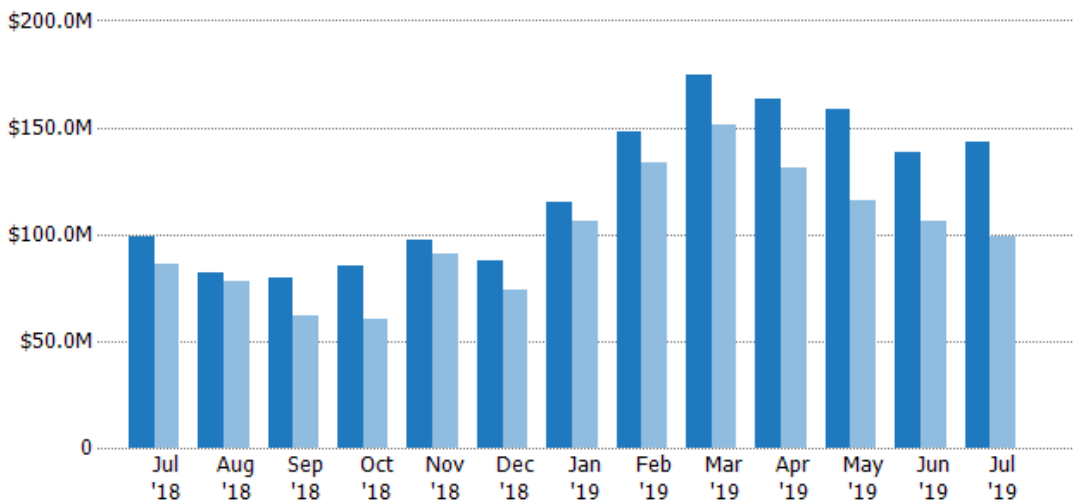
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Jul '19	\$143M	45.4%
Jul '18	\$98.6M	14.9%
Jul '17	\$85.8M	11.7%



Current Year	\$98.6M	\$82.3M	\$79.7M	\$85.1M	\$97.1M	\$87.6M	\$115M	\$148M	\$175M	\$163M	\$158M	\$139M	\$143M
Prior Year	\$85.8M	\$77.7M	\$61.9M	\$60.5M	\$91.1M	\$73.9M	\$106M	\$134M	\$152M	\$131M	\$116M	\$106M	\$98.6M
Percent Change from Prior Year	15%	6%	29%	41%	7%	19%	8%	11%	15%	24%	37%	30%	45%

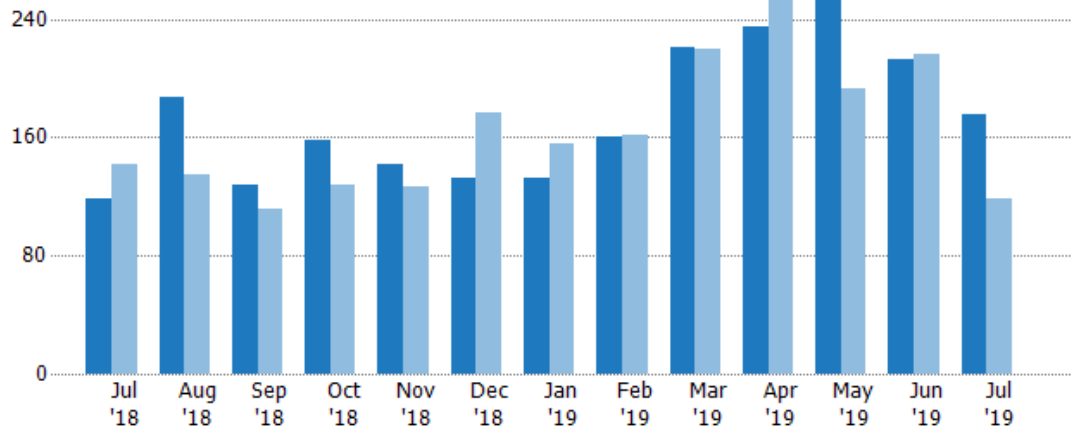
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Jul '19	175	47.1%
Jul '18	119	-16.2%
Jul '17	142	-14.8%



Current Year	119	187	128	158	142	133	132	160	221	235	270	213	175
Prior Year	142	135	112	128	127	177	156	162	220	263	193	216	119
Percent Change from Prior Year	-16%	39%	14%	23%	12%	-25%	-15%	-1%	0%	-11%	40%	-1%	47%

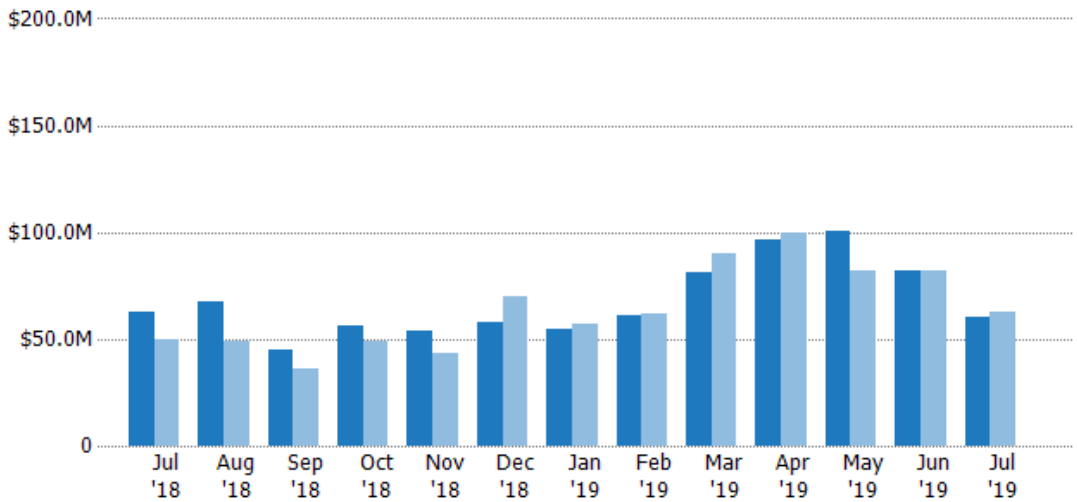
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Jul '19	\$60.5M	-3.1%
Jul '18	\$62.5M	25.5%
Jul '17	\$49.8M	-5.3%



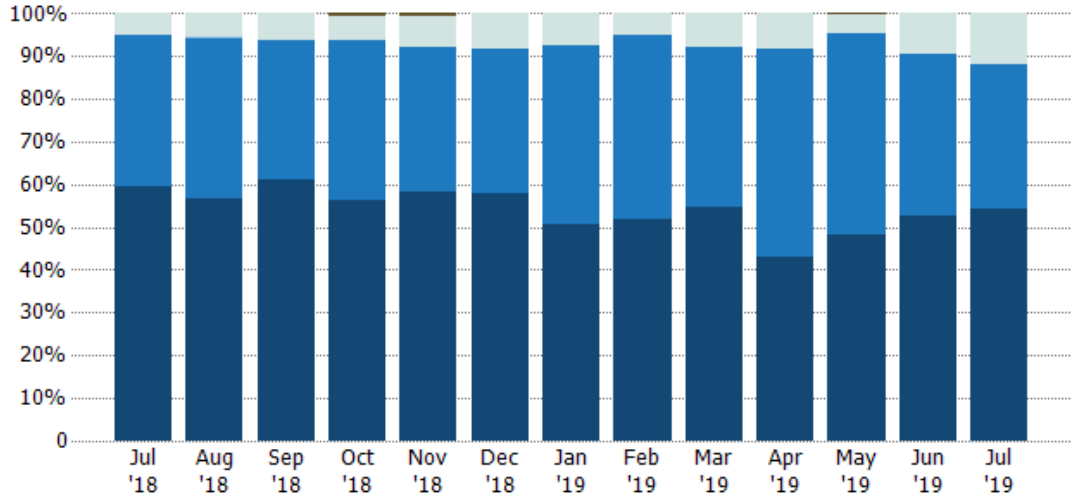
Current Year	\$62.5M	\$67.1M	\$44.9M	\$56.5M	\$54.1M	\$57.4M	\$54.4M	\$61M	\$81.5M	\$96.1M	\$100M	\$81.8M	\$60.5M
Prior Year	\$49.8M	\$48.9M	\$36.1M	\$49.1M	\$43.7M	\$70.2M	\$56.7M	\$62.2M	\$89.9M	\$100M	\$81.9M	\$82.3M	\$62.5M
Percent Change from Prior Year	26%	37%	24%	15%	24%	-18%	-4%	-2%	-9%	-4%	23%	-1%	-3%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

County: Collier County, Florida, Lee County, Florida

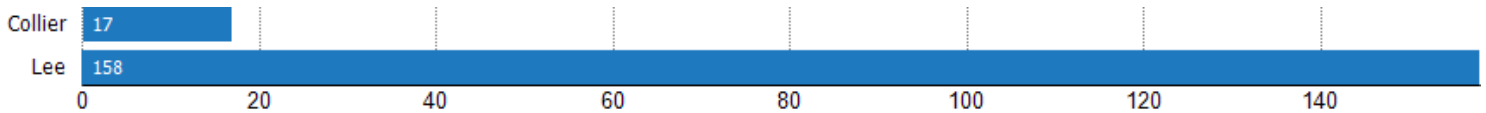


Property Type	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Other	-	-	-	1%	1%	-	-	-	-	-	0%	-	-
Multifamily/Multiplex	5%	5%	6%	6%	7%	8%	8%	5%	8%	8%	4%	9%	12%
Mobile/Manufactured	-	1%	-	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	35%	37%	33%	37%	34%	34%	42%	43%	38%	49%	47%	38%	34%
Single Family Residence	60%	57%	61%	56%	58%	58%	51%	52%	55%	43%	48%	53%	54%

Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: County: Collier County, Florida, Lee County, Florida

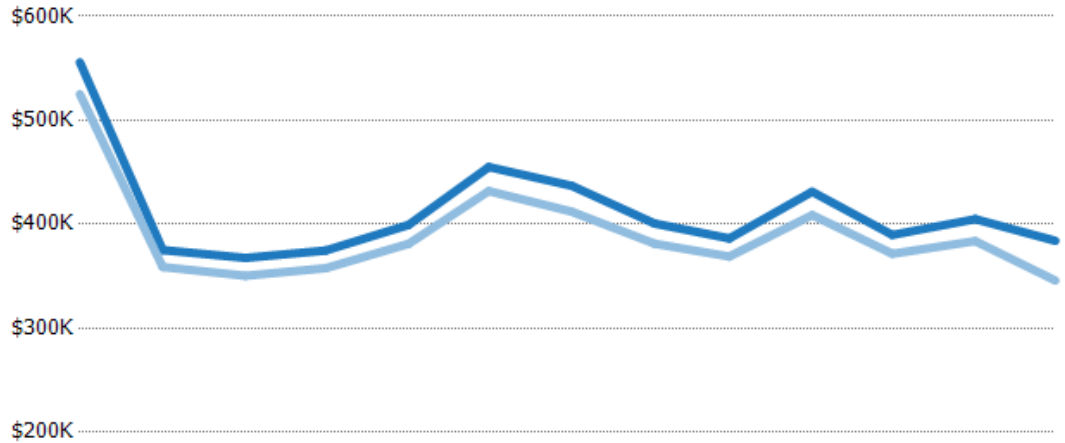


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida



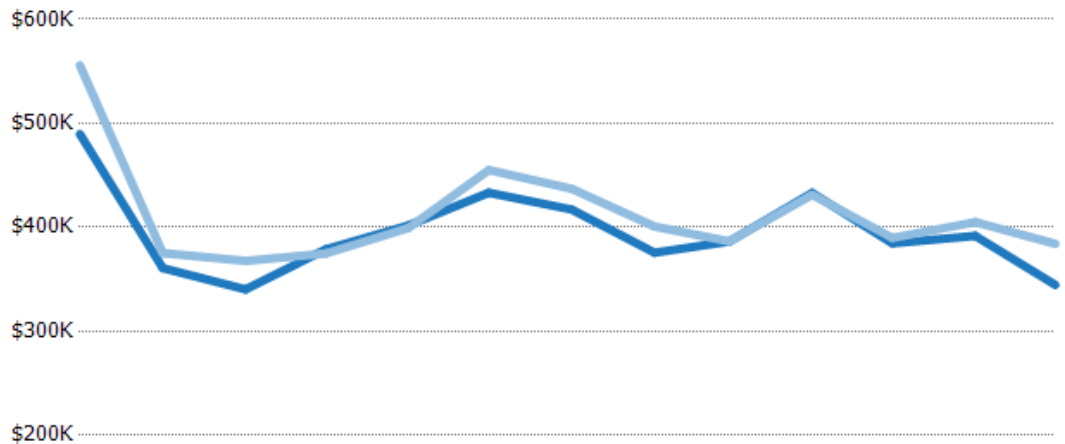
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$556K	\$375K	\$368K	\$375K	\$399K	\$455K	\$437K	\$401K	\$386K	\$431K	\$390K	\$405K	\$384K
Avg Sales Price	\$525K	\$359K	\$350K	\$358K	\$381K	\$432K	\$412K	\$381K	\$369K	\$409K	\$372K	\$384K	\$346K
Avg Sales Price as a % of Avg List Price	94%	96%	95%	95%	95%	95%	94%	95%	95%	95%	95%	95%	90%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$490K	\$361K	\$340K	\$379K	\$402K	\$433K	\$417K	\$376K	\$386K	\$433K	\$385K	\$392K	\$345K
Avg Sales Price	\$556K	\$375K	\$368K	\$375K	\$399K	\$455K	\$437K	\$401K	\$386K	\$431K	\$390K	\$405K	\$384K
Avg Sales Price as a % of Avg Est Value	114%	104%	108%	99%	99%	105%	105%	107%	100%	100%	101%	103%	111%

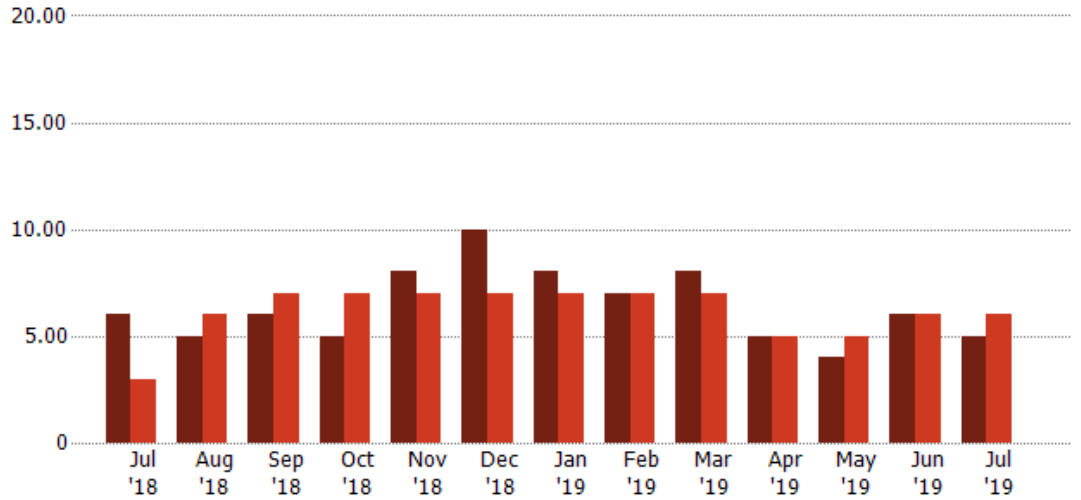
Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Jul '19	5	-16.7%
Jul '18	6	100%
Jul '17	3	166.7%

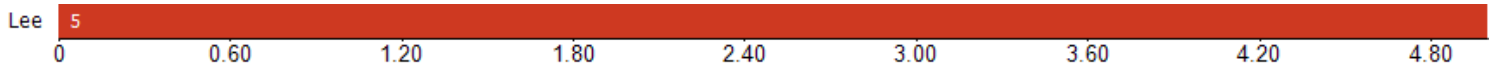


Current Year	6	5	6	5	8	10	8	7	8	5	4	6	5
Prior Year	3	6	7	7	7	7	7	7	7	5	5	6	6
Percent Change from Prior Year	100%	-17%	-14%	-29%	14%	43%	14%	0%	14%	0%	-20%	0%	-17%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: Collier County, Florida, Lee County, Florida



Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 08/06/2019

Scheduled: Yes

Report Date Range: From 7/2018 To: 7/2019

Information Included

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians |

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Collier County, Florida Lee County, Florida

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 7/2019 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area