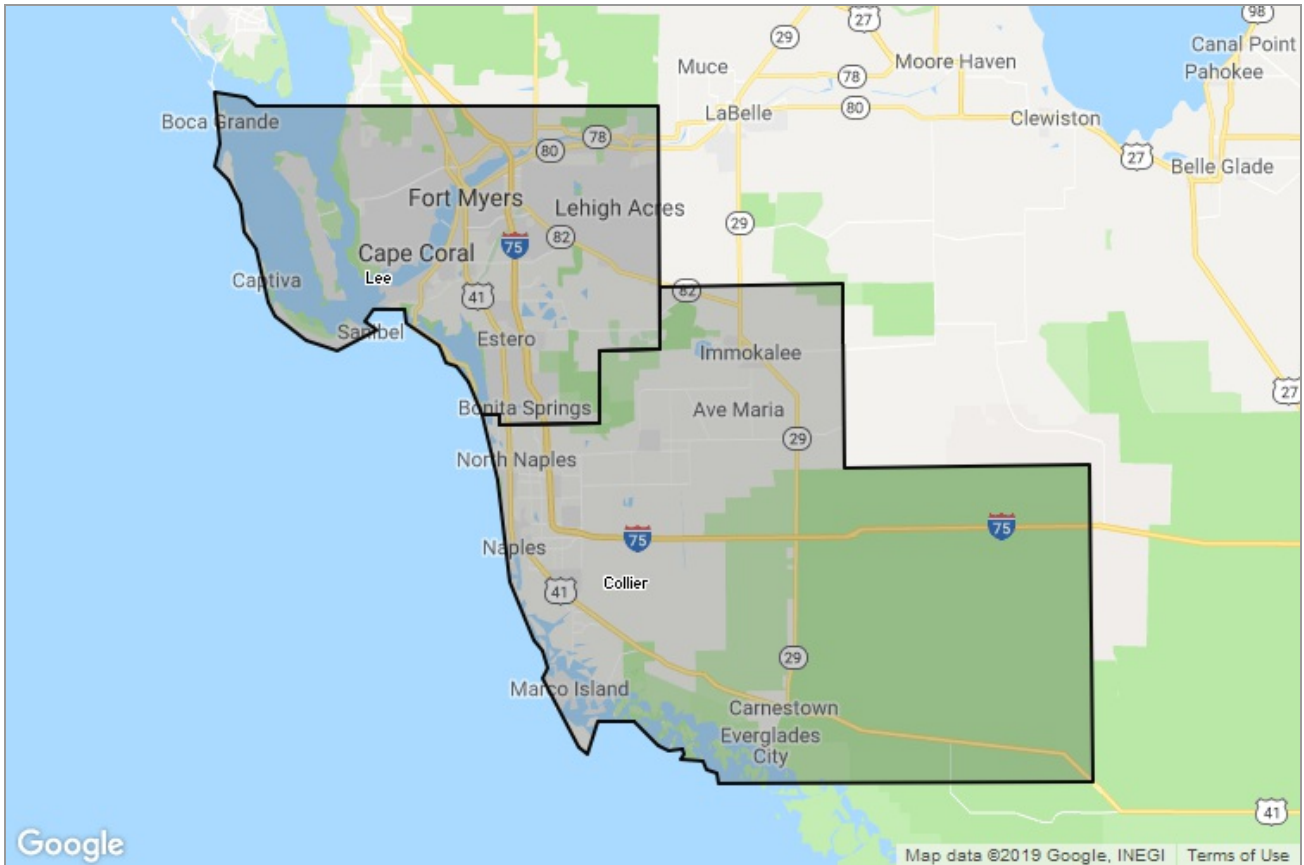




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
8/2018 – 8/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 09/06/2019

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

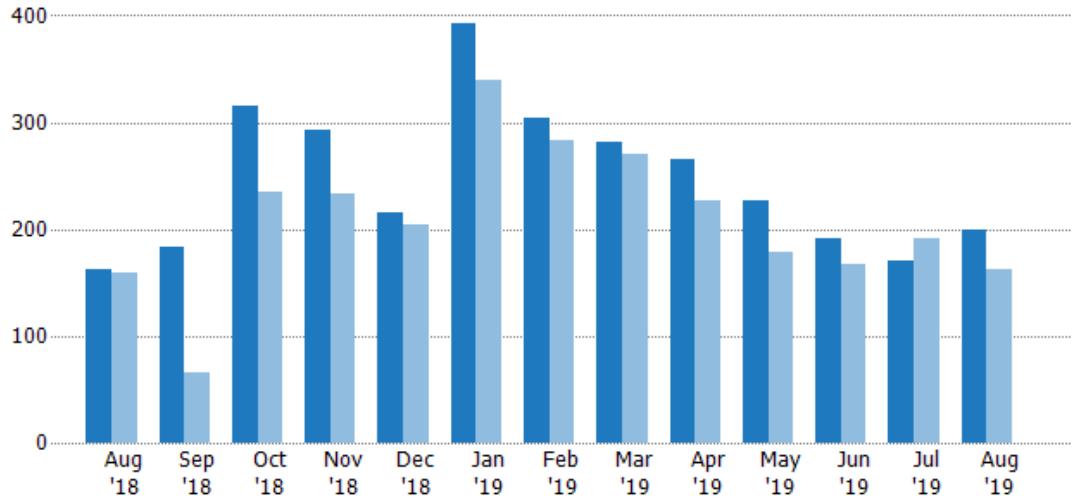
New Listings

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Aug '19	199	22.1%
Aug '18	163	2.5%
Aug '17	159	1.9%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	163	183	316	292	216	392	304	281	265	227	192	170	199
Prior Year	159	66	235	234	204	340	283	271	226	179	168	191	163
Percent Change from Prior Year	3%	177%	34%	25%	6%	15%	7%	4%	17%	27%	14%	-11%	22%

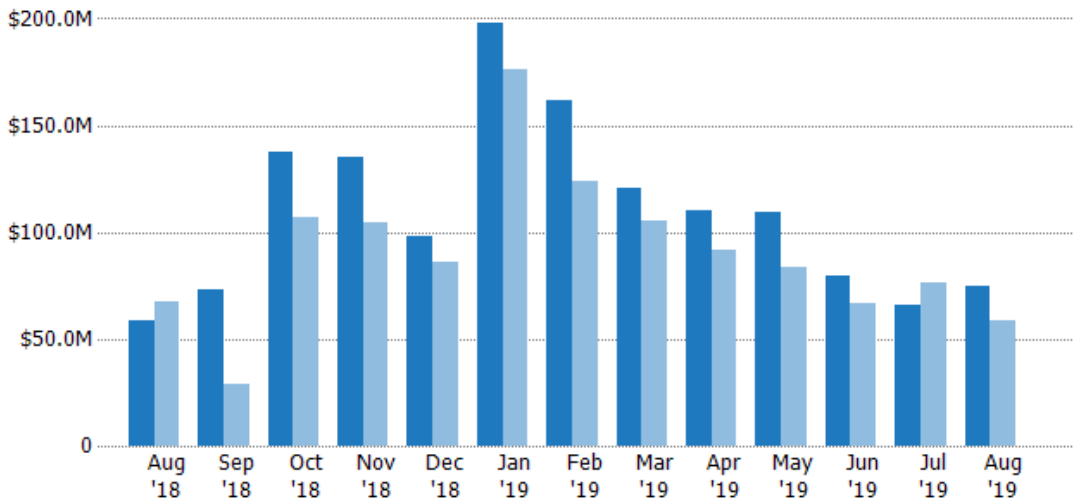
New Listing Volume

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.
Aug '19	\$74.5M	27.6%
Aug '18	\$58.4M	-14%
Aug '17	\$67.8M	-10.7%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$58.4M	\$73M	\$137M	\$135M	\$98M	\$198M	\$162M	\$120M	\$110M	\$109M	\$79.5M	\$65.5M	\$74.5M
Prior Year	\$67.8M	\$28.9M	\$107M	\$104M	\$86.3M	\$176M	\$124M	\$105M	\$91.5M	\$83.3M	\$66.9M	\$76.6M	\$58.4M
Percent Change from Prior Year	-14%	152%	28%	30%	14%	13%	31%	14%	21%	31%	19%	-14%	28%

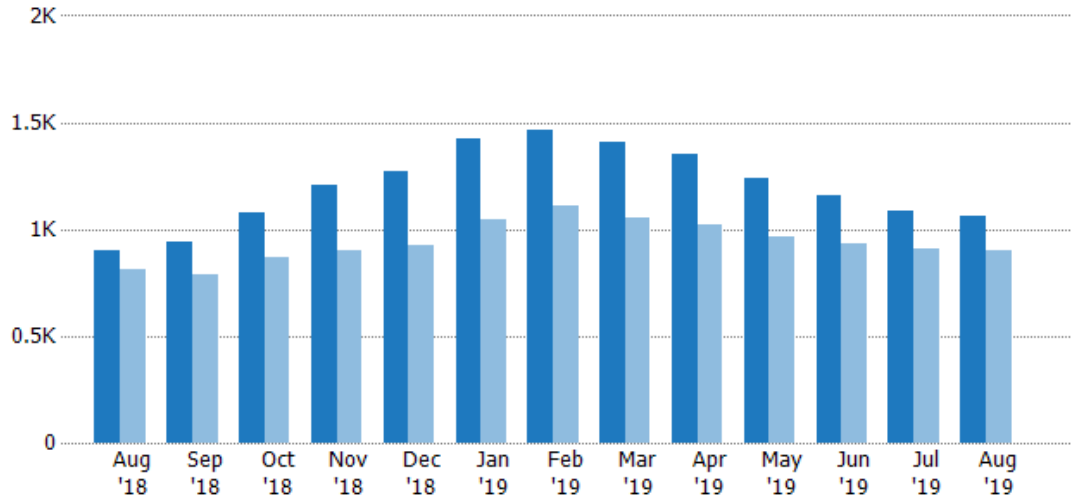
Active Listings

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.
Aug '19	1.06K	17.7%
Aug '18	902	11.2%
Aug '17	811	-8%



Current Year	902	943	1.07K	1.2K	1.27K	1.43K	1.46K	1.41K	1.35K	1.24K	1.16K	1.09K	1.06K
Prior Year	811	784	866	897	926	1.05K	1.11K	1.06K	1.02K	966	930	905	902
Percent Change from Prior Year	11%	20%	24%	34%	37%	36%	32%	34%	32%	28%	25%	20%	18%

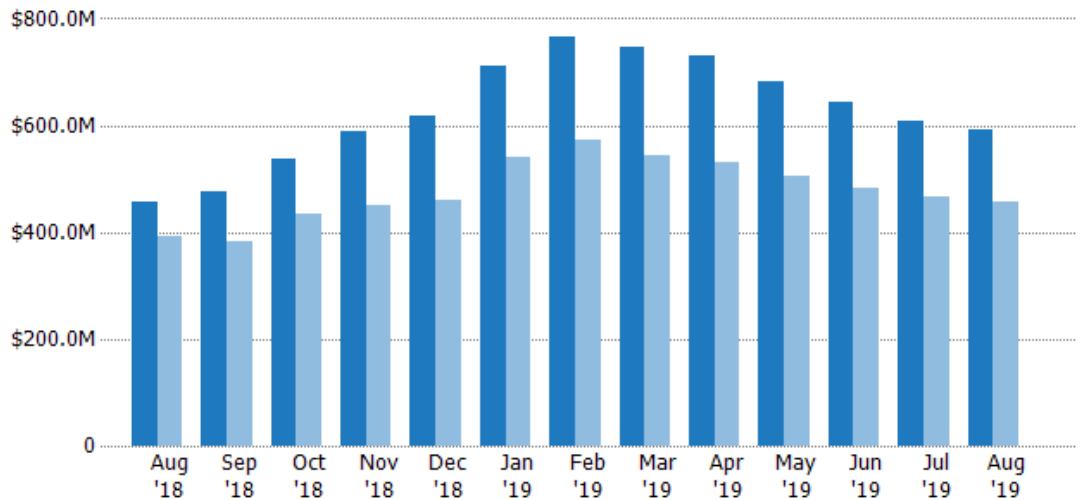
Active Listing Volume

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.
Aug '19	\$592M	29.5%
Aug '18	\$457M	16.5%
Aug '17	\$392M	-1.4%



Current Year	\$457M	\$476M	\$537M	\$590M	\$619M	\$712M	\$765M	\$746M	\$729M	\$683M	\$644M	\$608M	\$592M
Prior Year	\$392M	\$384M	\$433M	\$451M	\$460M	\$542M	\$571M	\$544M	\$531M	\$505M	\$481M	\$466M	\$457M
Percent Change from Prior Year	17%	24%	24%	31%	35%	32%	34%	37%	37%	35%	34%	31%	29%

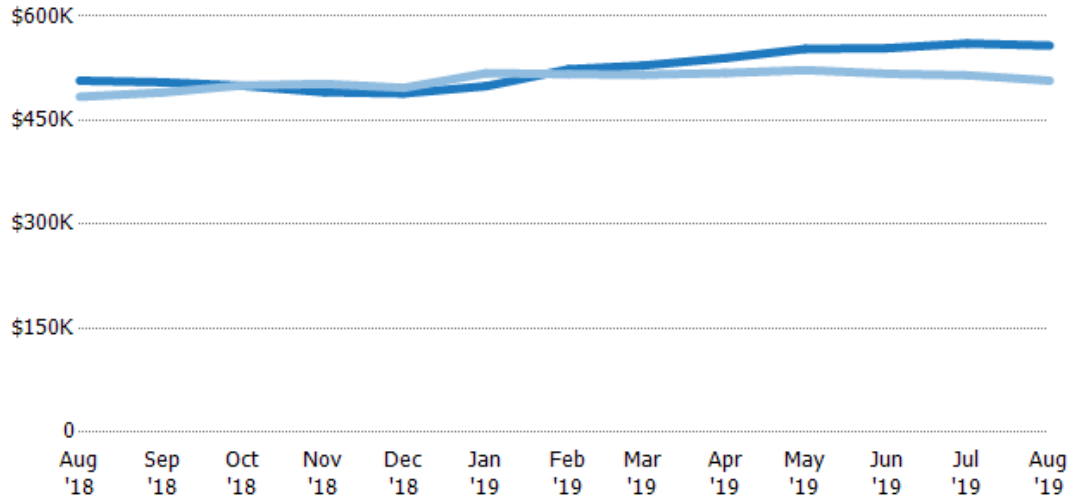
Average Listing Price

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.
Aug '19	\$558K	10%
Aug '18	\$507K	4.8%
Aug '17	\$484K	7.1%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$507K	\$505K	\$500K	\$491K	\$489K	\$499K	\$524K	\$529K	\$540K	\$553K	\$554K	\$561K	\$558K
Prior Year	\$484K	\$490K	\$500K	\$502K	\$497K	\$518K	\$516K	\$516K	\$518K	\$522K	\$517K	\$515K	\$507K
Percent Change from Prior Year	5%	3%	0%	-2%	-2%	-4%	1%	3%	4%	6%	7%	9%	10%

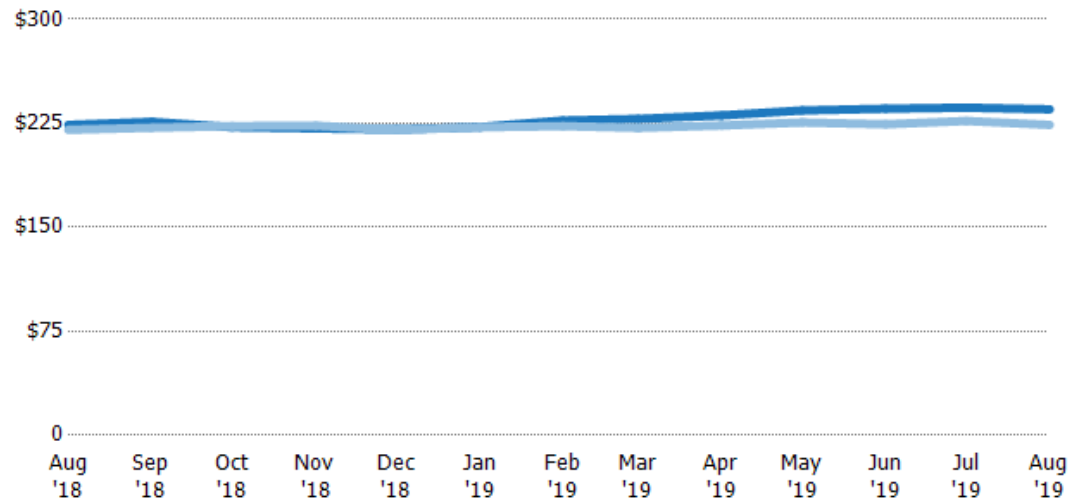
Average Listing Price per Sq Ft

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.
Aug '19	\$235	5%
Aug '18	\$224	1.6%
Aug '17	\$220	3.5%



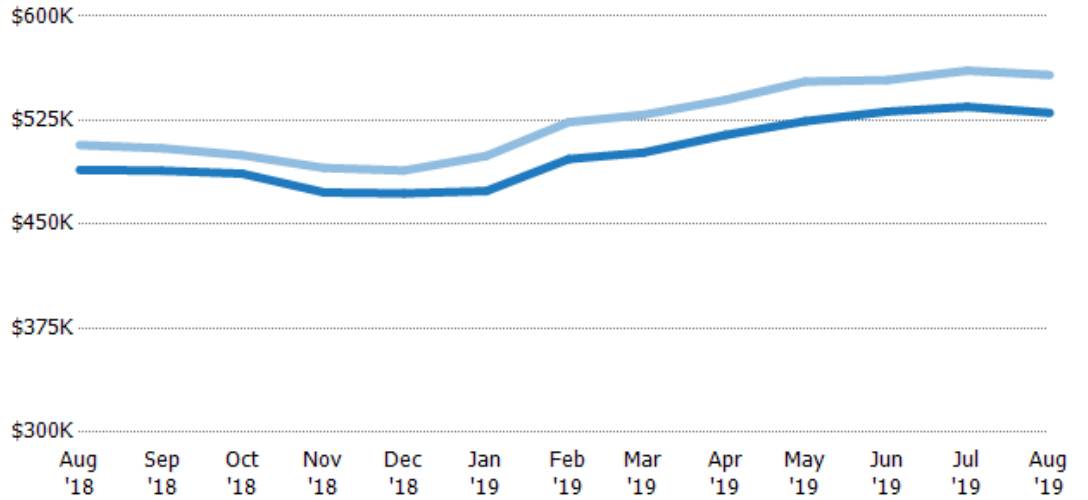
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$224	\$226	\$222	\$221	\$221	\$222	\$227	\$228	\$231	\$234	\$236	\$236	\$235
Prior Year	\$220	\$222	\$223	\$223	\$220	\$222	\$223	\$222	\$223	\$226	\$224	\$227	\$224
Percent Change from Prior Year	2%	2%	0%	-1%	0%	0%	2%	3%	3%	4%	5%	4%	5%

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



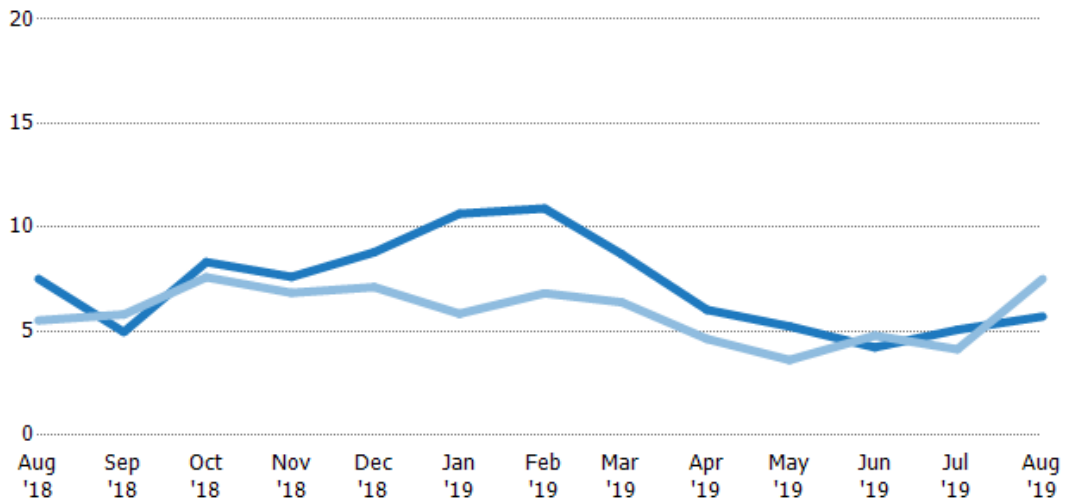
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$489K	\$489K	\$486K	\$473K	\$472K	\$474K	\$497K	\$502K	\$514K	\$524K	\$531K	\$535K	\$530K
Avg Listing Price	\$507K	\$505K	\$500K	\$491K	\$489K	\$499K	\$524K	\$529K	\$540K	\$553K	\$554K	\$561K	\$558K
Avg Listing Price as a % of Avg Est Value	104%	103%	103%	104%	103%	105%	105%	105%	105%	105%	104%	105%	105%

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.
Aug '19	5.71	-24%
Aug '18	7.52	36.2%
Aug '17	5.52	9.9%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	7.52	4.96	8.33	7.61	8.8	10.6	10.9	8.7	6.03	5.23	4.23	5.07	5.71
Prior Year	5.52	5.81	7.6	6.85	7.12	5.84	6.83	6.39	4.63	3.62	4.79	4.13	7.52
Percent Change from Prior Year	36%	-15%	10%	11%	24%	82%	60%	36%	30%	45%	-12%	23%	-24%

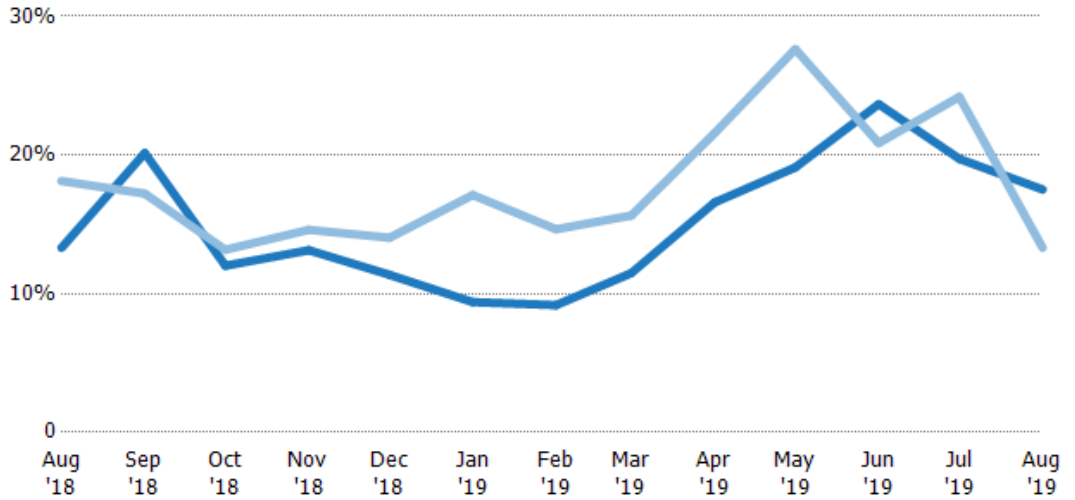
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Aug '19	18%	-4.2%
Aug '18	13%	4.8%
Aug '17	18%	-9.1%

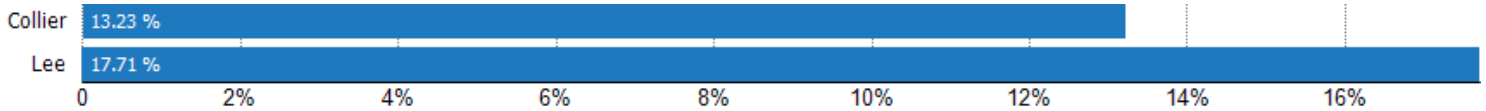


Current Year	13%	20%	12%	13%	11%	9%	9%	11%	17%	19%	24%	20%	18%
Prior Year	18%	17%	13%	15%	14%	17%	15%	16%	22%	28%	21%	24%	13%
Change from Prior Year	5%	-3%	1%	1%	3%	8%	5%	4%	5%	9%	-3%	4%	-4%

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



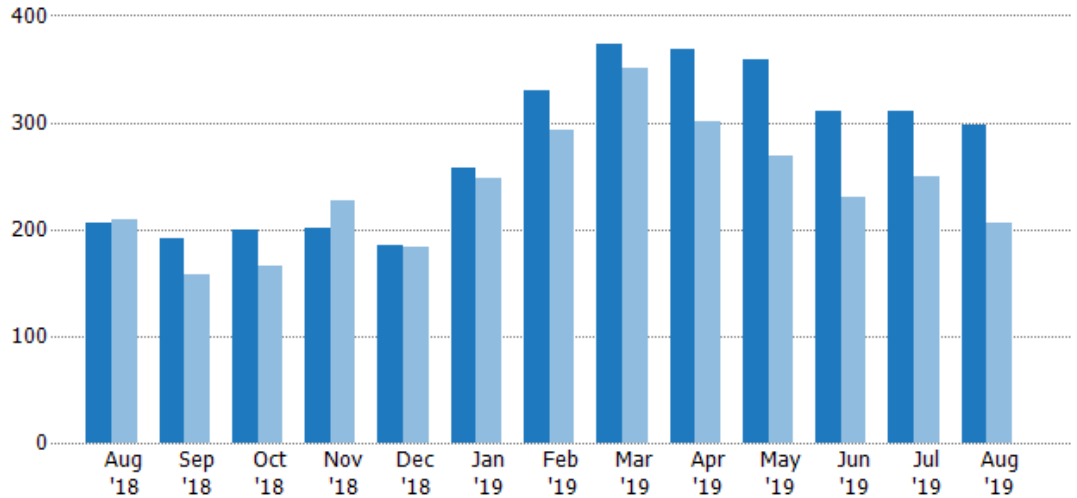
Pending Sales

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.
Aug '19	298	44.7%
Aug '18	206	-1.4%
Aug '17	209	14.8%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	206	191	200	201	185	258	330	373	369	359	311	310	298
Prior Year	209	158	166	227	184	247	292	351	301	269	230	249	206
Percent Change from Prior Year	-1%	21%	20%	-11%	1%	4%	13%	6%	23%	33%	35%	24%	45%

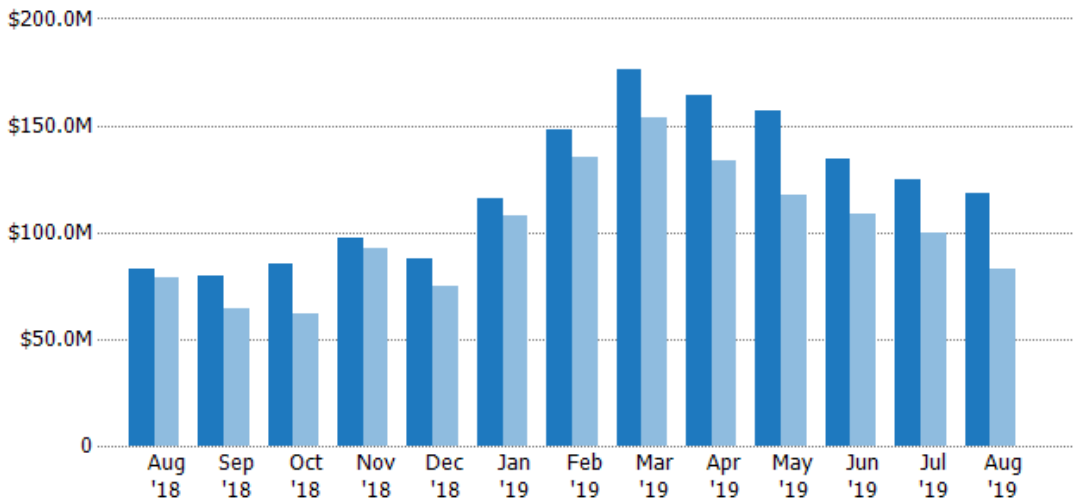
Pending Sales Volume

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.
Aug '19	\$118M	42.7%
Aug '18	\$82.7M	5.1%
Aug '17	\$78.7M	18.3%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$82.7M	\$79.9M	\$85.4M	\$97.3M	\$87.7M	\$115M	\$148M	\$176M	\$164M	\$157M	\$135M	\$125M	\$118M
Prior Year	\$78.7M	\$64.1M	\$62.2M	\$92.3M	\$75.1M	\$108M	\$135M	\$154M	\$134M	\$117M	\$109M	\$100M	\$82.7M
Percent Change from Prior Year		5%	25%	37%	5%	17%	7%	10%	14%	23%	34%	24%	25%

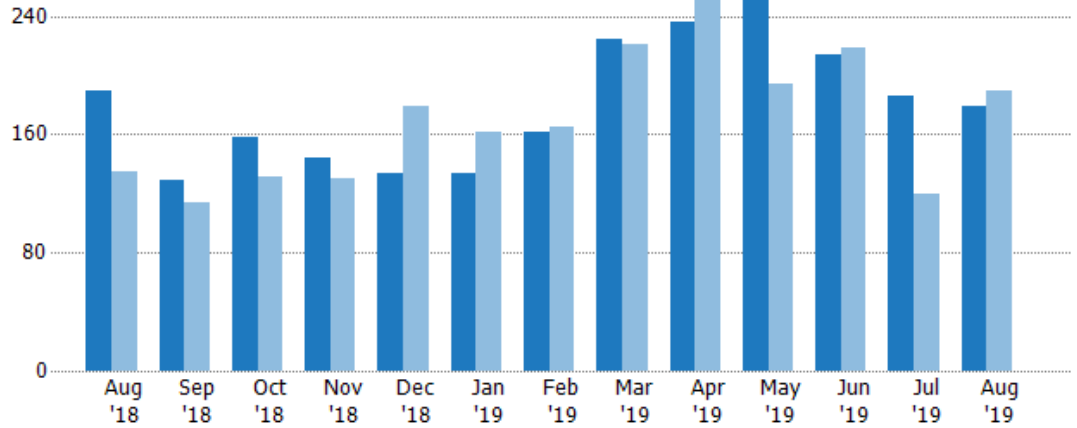
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Aug '19	179	-5.8%
Aug '18	190	40.7%
Aug '17	135	-3%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	190	129	158	144	134	134	162	224	236	275	214	186	179
Prior Year	135	114	131	130	179	162	165	221	267	194	219	120	190
Percent Change from Prior Year	41%	13%	21%	11%	-25%	-17%	-2%	1%	-12%	42%	-2%	55%	-6%

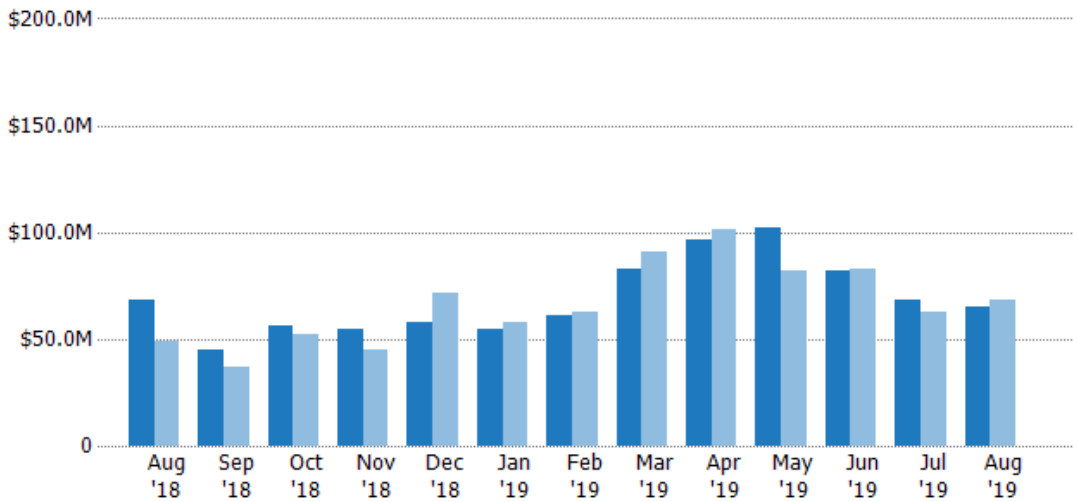
Closed Sales Volume

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.
Aug '19	\$64.8M	-4.7%
Aug '18	\$68M	39.1%
Aug '17	\$48.9M	6.5%



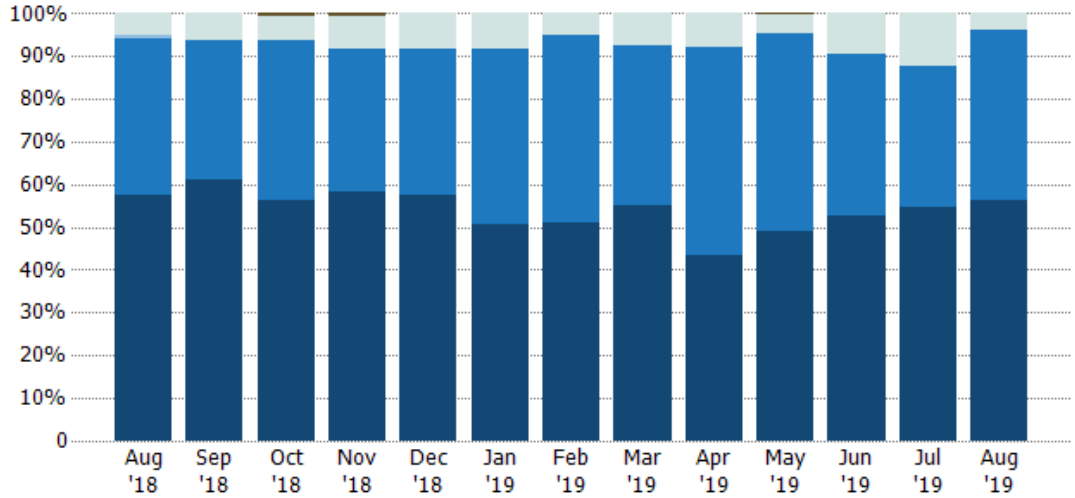
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$68M	\$45.1M	\$56.5M	\$54.5M	\$57.7M	\$55M	\$61.4M	\$82.7M	\$96.7M	\$102M	\$82.2M	\$68.2M	\$64.8M
Prior Year	\$48.9M	\$36.7M	\$52.4M	\$45.1M	\$71.2M	\$58.2M	\$62.6M	\$90.5M	\$101M	\$82.3M	\$82.9M	\$62.8M	\$68M
Percent Change from Prior Year	39%	23%	8%	21%	-19%	-5%	-2%	-9%	-4%	24%	-1%	9%	-5%

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	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Other	-	-	1%	1%	-	-	-	-	-	0%	-	-	-
Multifamily/Multiplex	5%	6%	6%	8%	8%	8%	5%	8%	8%	4%	9%	12%	4%
Mobile/Manufactured	1%	-	-	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	37%	33%	37%	33%	34%	41%	44%	38%	49%	46%	38%	33%	40%
Single Family Residence	57%	61%	56%	58%	57%	51%	51%	55%	43%	49%	53%	55%	56%

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

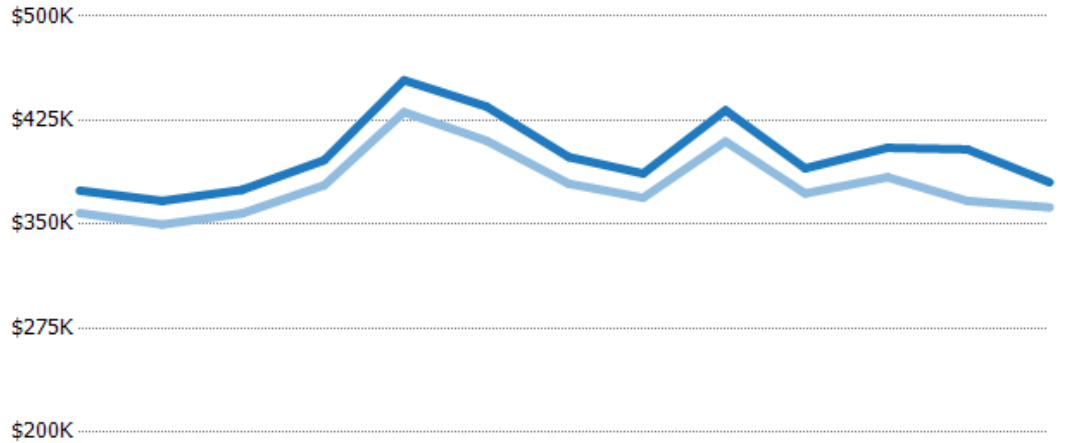


Average Sales Price vs Average Listing Price

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



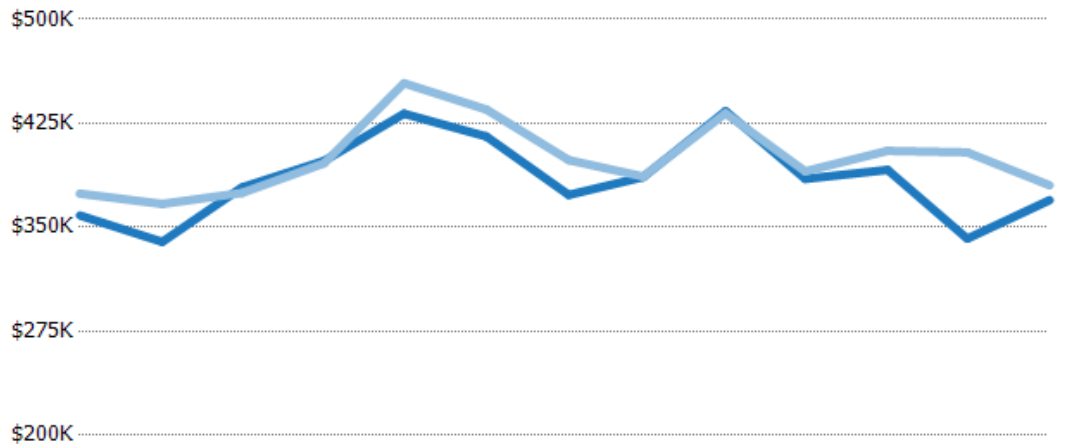
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$374K	\$367K	\$375K	\$396K	\$454K	\$435K	\$398K	\$387K	\$432K	\$390K	\$405K	\$404K	\$380K
Avg Sales Price	\$358K	\$350K	\$358K	\$378K	\$431K	\$410K	\$379K	\$369K	\$410K	\$372K	\$384K	\$367K	\$362K
Avg Sales Price as a % of Avg List Price	96%	95%	95%	95%	95%	94%	95%	95%	95%	95%	95%	91%	95%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$359K	\$339K	\$379K	\$398K	\$432K	\$415K	\$373K	\$386K	\$434K	\$385K	\$391K	\$342K	\$370K
Avg Sales Price	\$374K	\$367K	\$375K	\$396K	\$454K	\$435K	\$398K	\$387K	\$432K	\$390K	\$405K	\$404K	\$380K
Avg Sales Price as a % of Avg Est Value	104%	108%	99%	100%	105%	105%	107%	100%	100%	101%	104%	118%	103%

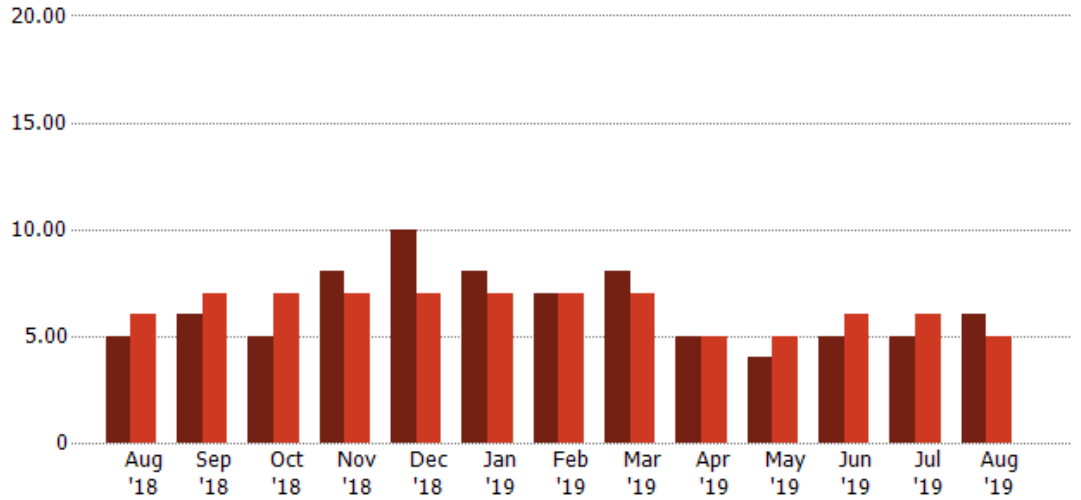
Distressed Listings

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.
Aug '19	6	20%
Aug '18	5	-16.7%
Aug '17	6	50%



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

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: 09/06/2019

Scheduled: Yes

Report Date Range: From 8/2018 To: 8/2019

Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Include Appendix
- 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 8/2019 data

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