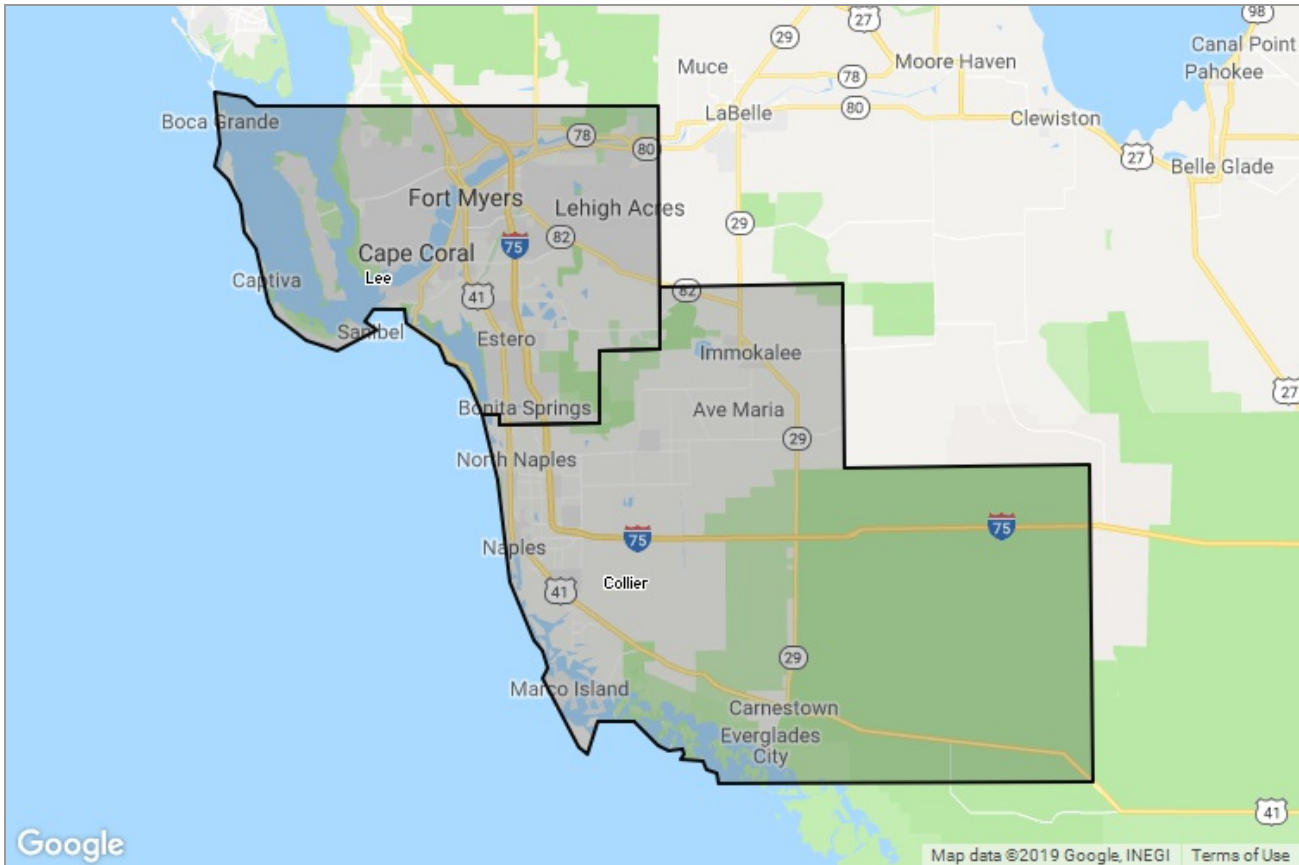




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2018 – 9/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/04/2019

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

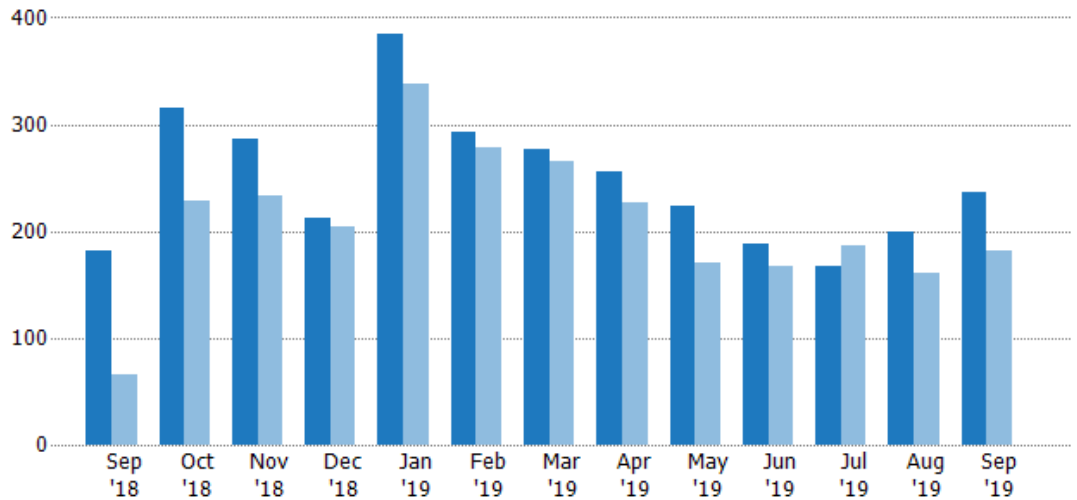
New Listings

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/ Year	Count	% Chg.
Sep '19	236	29.7%
Sep '18	182	175.8%
Sep '17	66	183.3%



Current Year	182	316	286	213	385	293	277	256	224	188	168	200	236
Prior Year	66	229	234	204	338	279	266	226	171	167	187	161	182
Percent Change from Prior Year	176%	38%	22%	4%	14%	5%	4%	13%	31%	13%	-10%	24%	30%

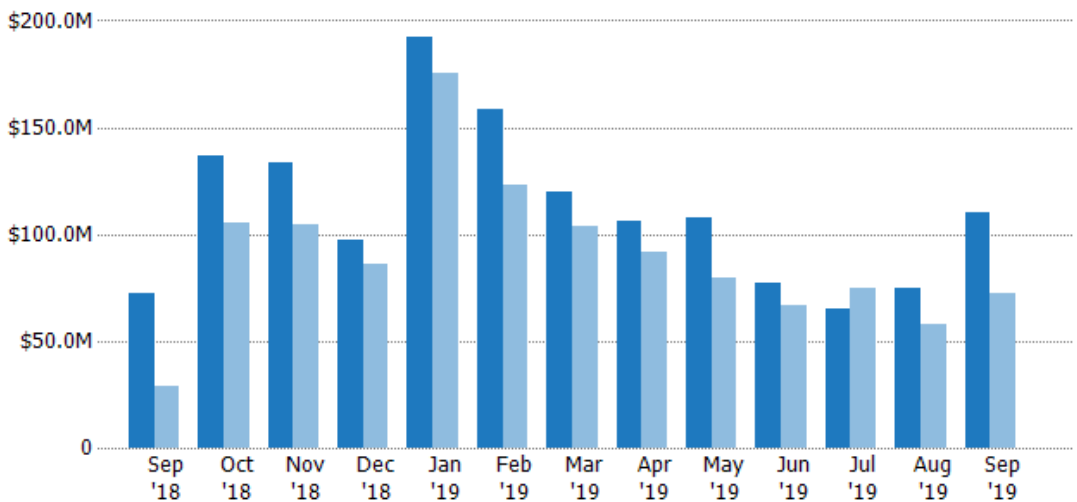
New Listing Volume

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.
Sep '19	\$110M	51.6%
Sep '18	\$72.6M	151%
Sep '17	\$28.9M	180.3%



Current Year	\$72.6M	\$137M	\$133M	\$97M	\$193M	\$158M	\$120M	\$106M	\$107M	\$77.3M	\$64.9M	\$74.4M	\$110M
Prior Year	\$28.9M	\$105M	\$104M	\$86.3M	\$175M	\$123M	\$104M	\$91.7M	\$79.5M	\$66.4M	\$74.5M	\$57.7M	\$72.6M
Percent Change from Prior Year	151%	30%	28%	12%	10%	28%	15%	16%	35%	16%	-13%	29%	52%

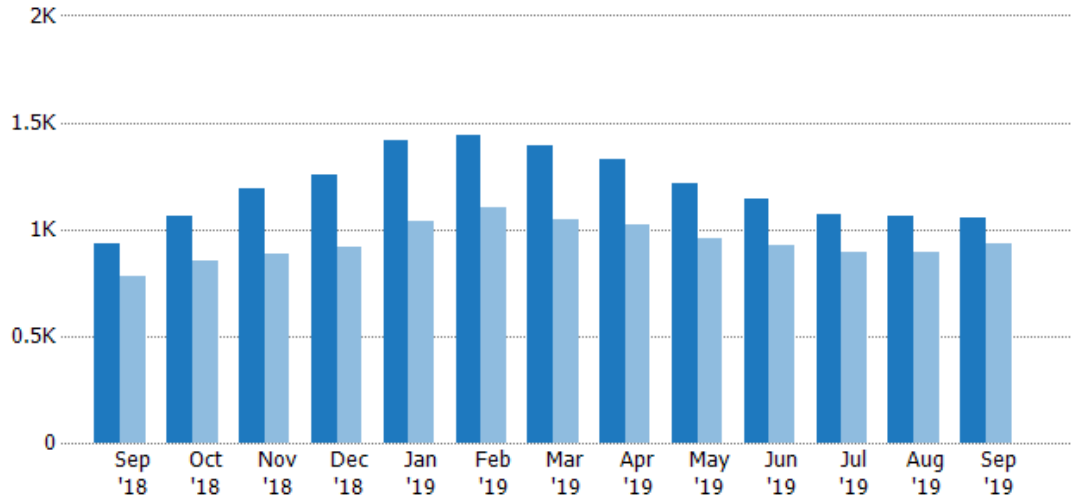
Active Listings

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.
Sep '19	1.05K	12.4%
Sep '18	935	20.2%
Sep '17	778	-1.9%



Current Year	935	1.07K	1.19K	1.25K	1.41K	1.44K	1.39K	1.33K	1.21K	1.14K	1.07K	1.06K	1.05K
Prior Year	778	854	887	917	1.04K	1.1K	1.05K	1.02K	956	922	895	895	935
Percent Change from Prior Year	20%	25%	34%	37%	36%	31%	33%	30%	27%	24%	20%	18%	12%

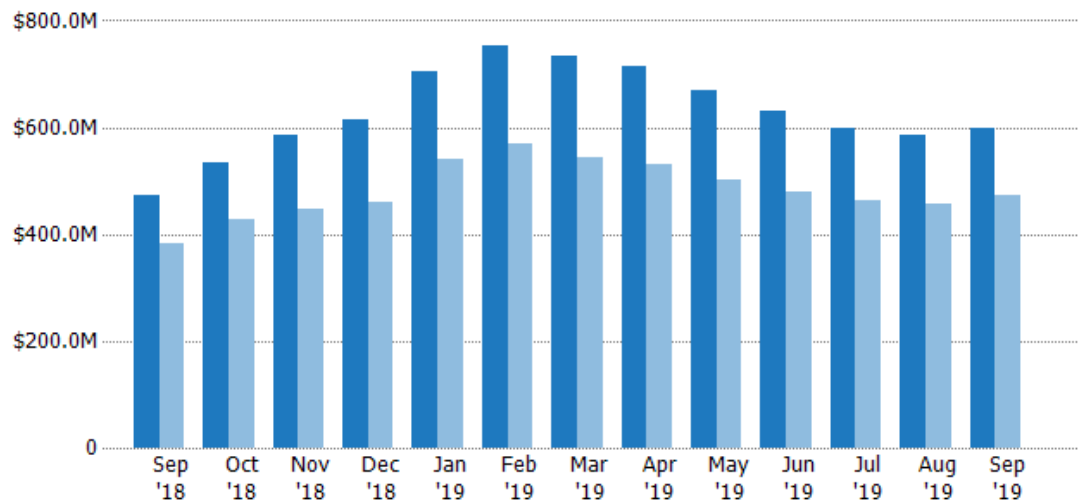
Active Listing Volume

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.
Sep '19	\$599M	26.7%
Sep '18	\$473M	23.8%
Sep '17	\$382M	4.6%



Current Year	\$473M	\$533M	\$586M	\$614M	\$705M	\$754M	\$734M	\$716M	\$669M	\$630M	\$597M	\$587M	\$599M
Prior Year	\$382M	\$429M	\$447M	\$459M	\$541M	\$570M	\$543M	\$531M	\$500M	\$479M	\$463M	\$455M	\$473M
Percent Change from Prior Year	24%	24%	31%	34%	30%	32%	35%	35%	34%	31%	29%	29%	27%

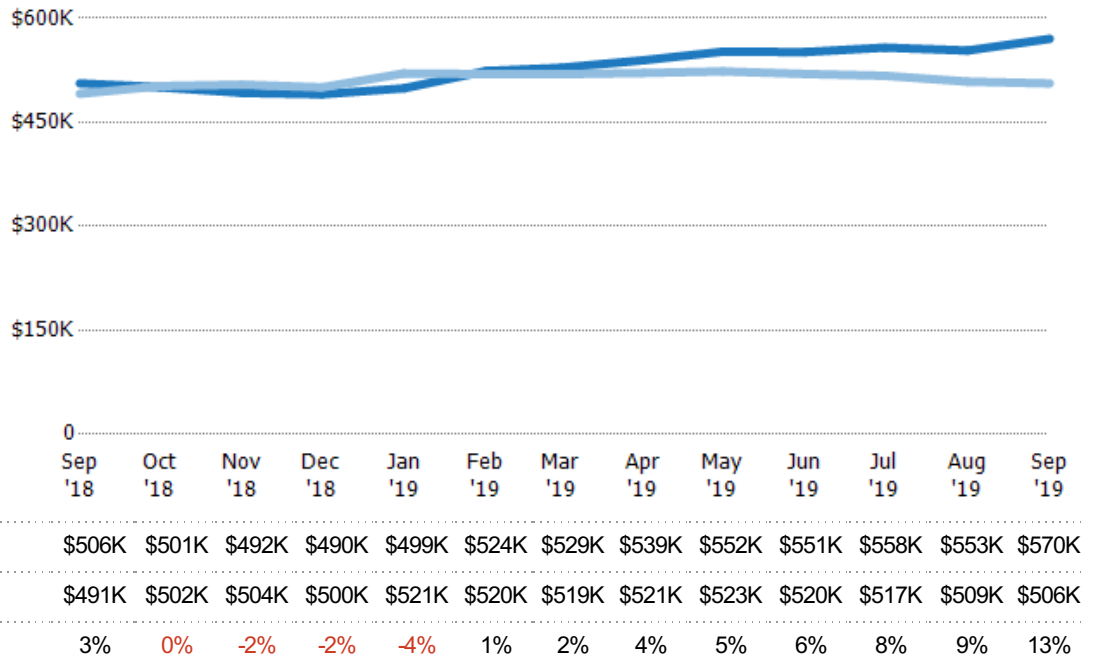
Average Listing Price

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.
Sep '19	\$570K	12.7%
Sep '18	\$506K	3%
Sep '17	\$491K	6.7%



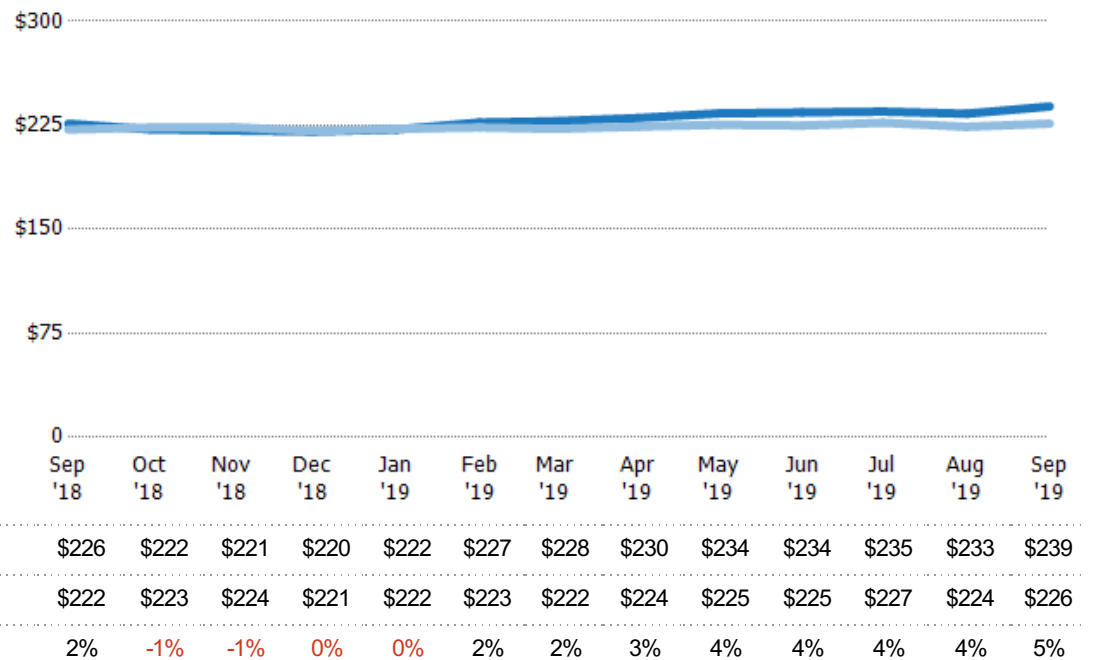
Average Listing Price per Sq Ft

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.
Sep '19	\$239	5.5%
Sep '18	\$226	1.9%
Sep '17	\$222	2.7%

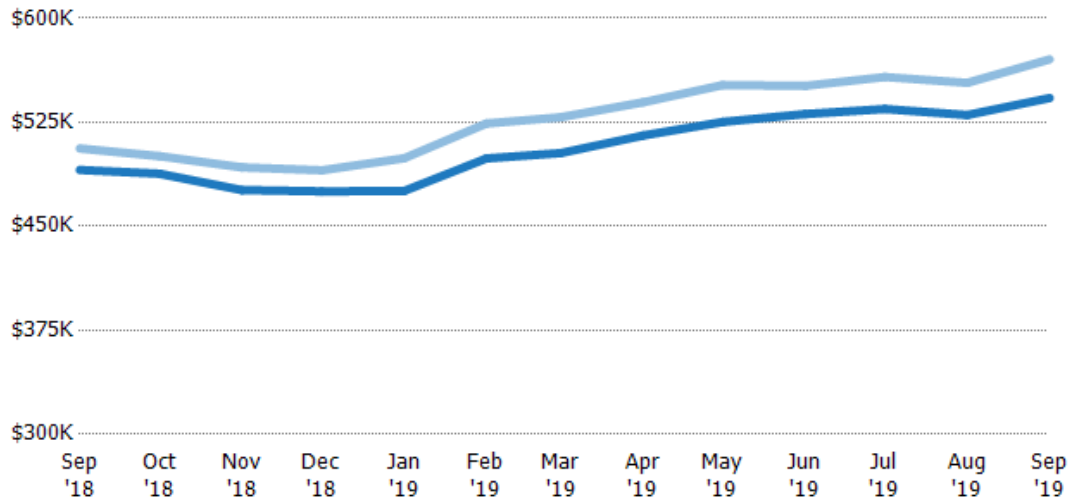


Average Listing Price vs Average Est Value

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



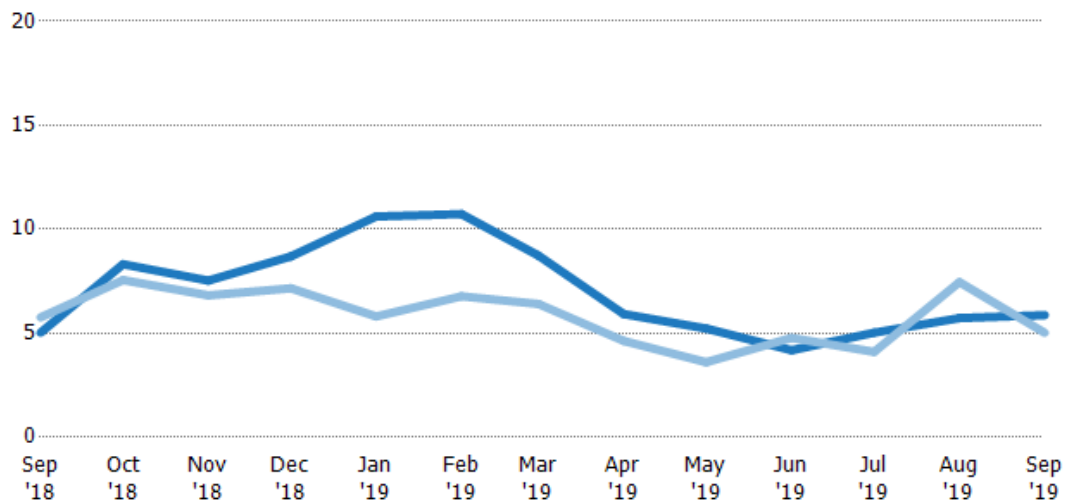
Avg Est Value	\$491K	\$488K	\$476K	\$475K	\$475K	\$499K	\$503K	\$515K	\$525K	\$531K	\$535K	\$530K	\$542K
Avg Listing Price	\$506K	\$501K	\$492K	\$490K	\$499K	\$524K	\$529K	\$539K	\$552K	\$551K	\$558K	\$553K	\$570K
Avg Listing Price as a % of Avg Est Value	103%	103%	103%	103%	105%	105%	105%	105%	105%	104%	104%	104%	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



Current Year	5.03	8.32	7.53	8.69	10.6	10.7	8.74	5.92	5.23	4.18	5.03	5.73	5.87
Prior Year	5.76	7.56	6.82	7.16	5.81	6.78	6.41	4.63	3.61	4.78	4.11	7.46	5.03
Percent Change from Prior Year	-13%	10%	10%	21%	83%	58%	36%	28%	45%	-12%	22%	-23%	17%

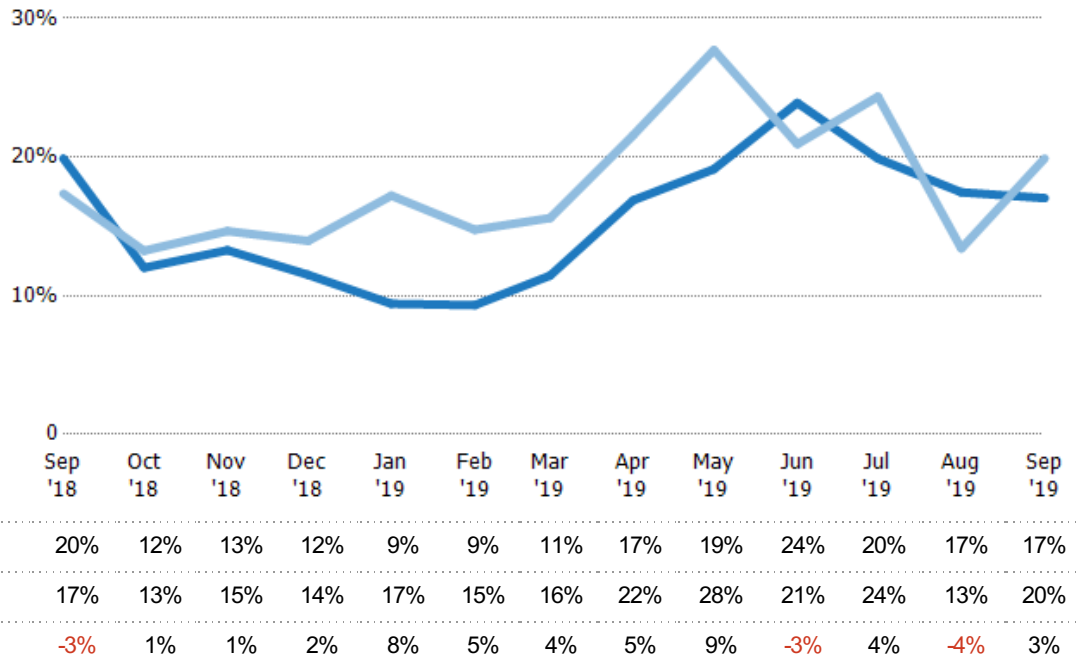
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/ Year	Rate	Chg.
Sep '19	17%	2.9%
Sep '18	20%	-2.5%
Sep '17	17%	-2.6%



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



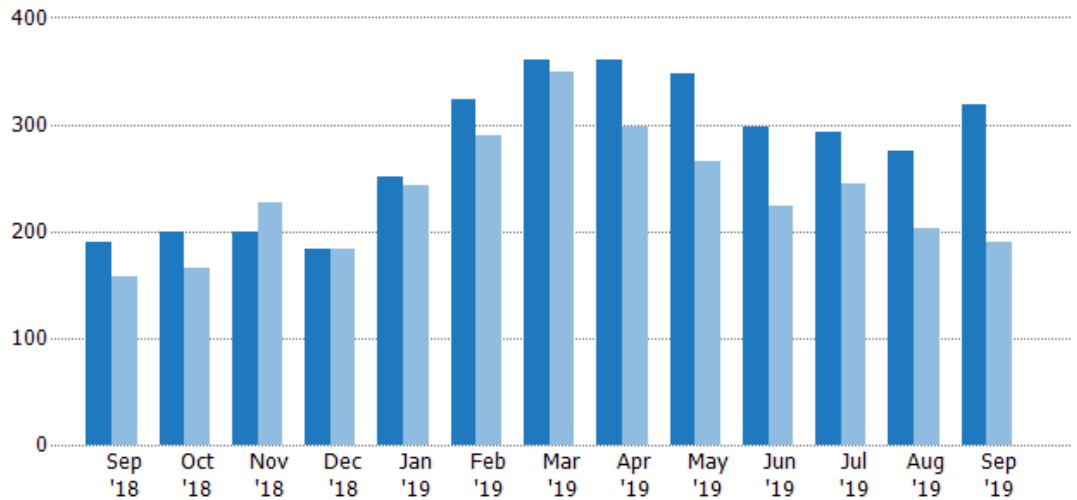
Pending Sales

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.
Sep '19	319	68.8%
Sep '18	189	20.4%
Sep '17	157	46.5%



Current Year	189	199	199	183	251	323	361	361	348	298	292	275	319
Prior Year	157	166	227	184	243	290	349	298	265	224	244	202	189
Percent Change from Prior Year	20%	20%	-12%	-1%	3%	11%	3%	21%	31%	33%	20%	36%	69%

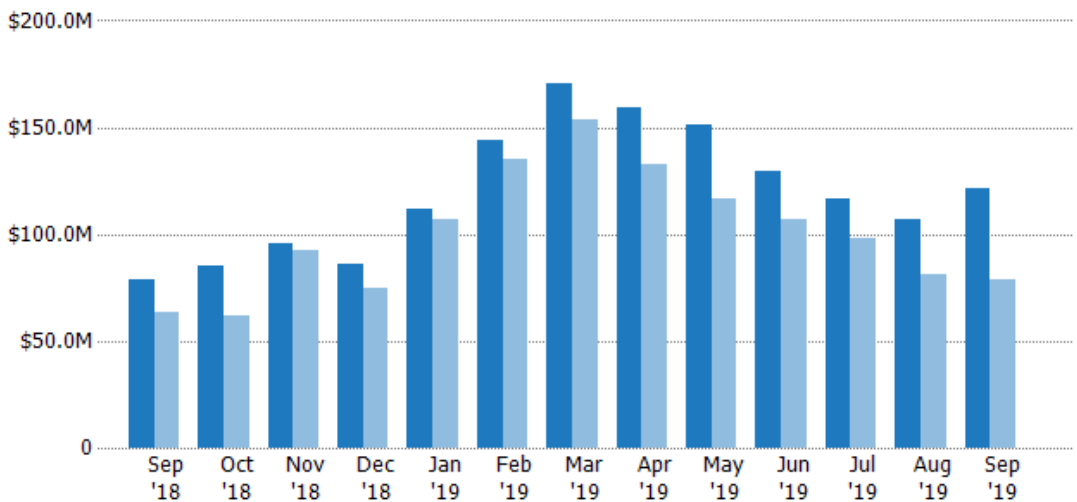
Pending Sales Volume

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.
Sep '19	\$122M	53.8%
Sep '18	\$79.1M	25.3%
Sep '17	\$63.2M	48.3%



Current Year	\$79.1M	\$85.2M	\$95.8M	\$85.9M	\$112M	\$144M	\$171M	\$160M	\$151M	\$129M	\$117M	\$107M	\$122M
Prior Year	\$63.2M	\$62.2M	\$92.3M	\$75.1M	\$107M	\$135M	\$154M	\$133M	\$116M	\$107M	\$98.4M	\$81.2M	\$79.1M
Percent Change from Prior Year	25%	37%	4%	14%	5%	7%	11%	20%	30%	20%	19%	32%	54%

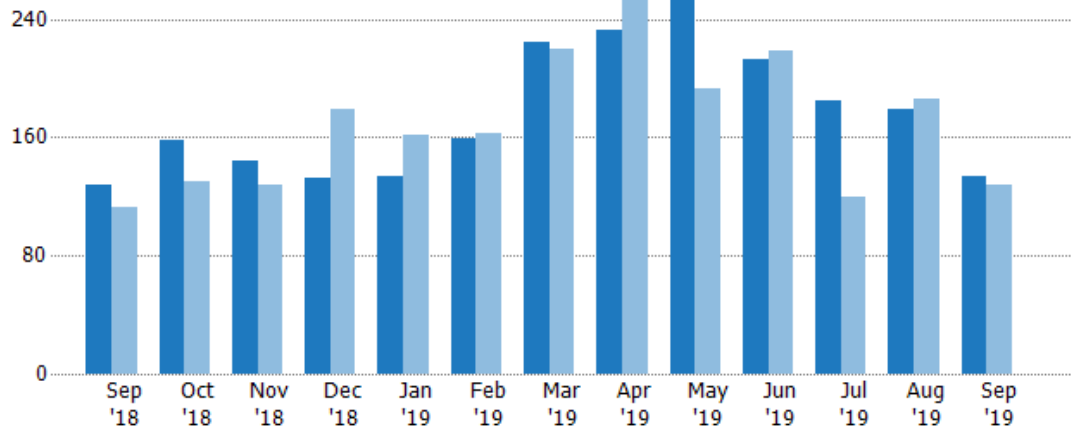
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/ Year	Count	% Chg.
Sep '19	134	4.7%
Sep '18	128	13.3%
Sep '17	113	37.2%



Current Year	128	158	144	133	134	159	224	232	273	213	185	179	134
Prior Year	113	130	128	179	162	163	220	265	193	218	120	186	128
Percent Change from Prior Year	13%	22%	13%	-26%	-17%	-2%	2%	-12%	41%	-2%	54%	-4%	5%

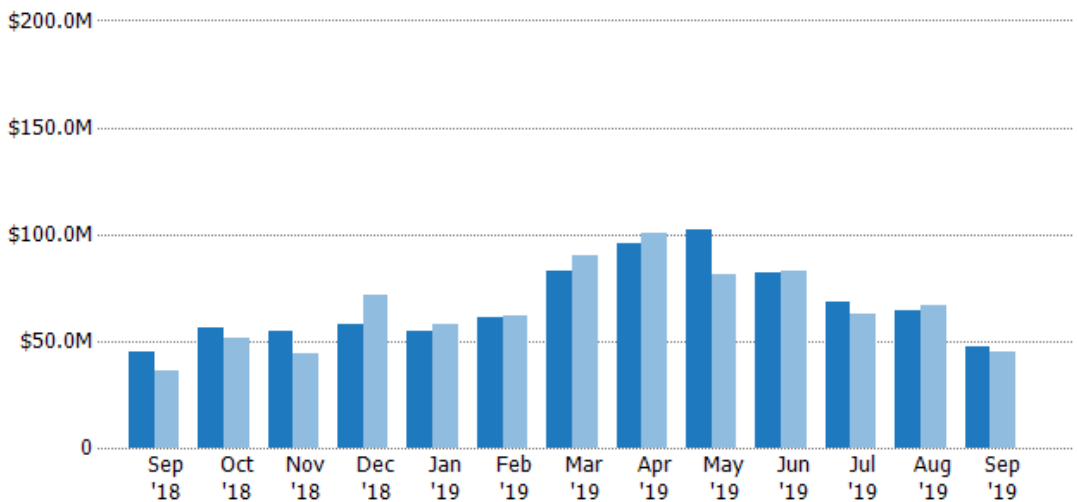
Closed Sales Volume

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.
Sep '19	\$47.4M	5.8%
Sep '18	\$44.8M	22.9%
Sep '17	\$36.5M	38.6%



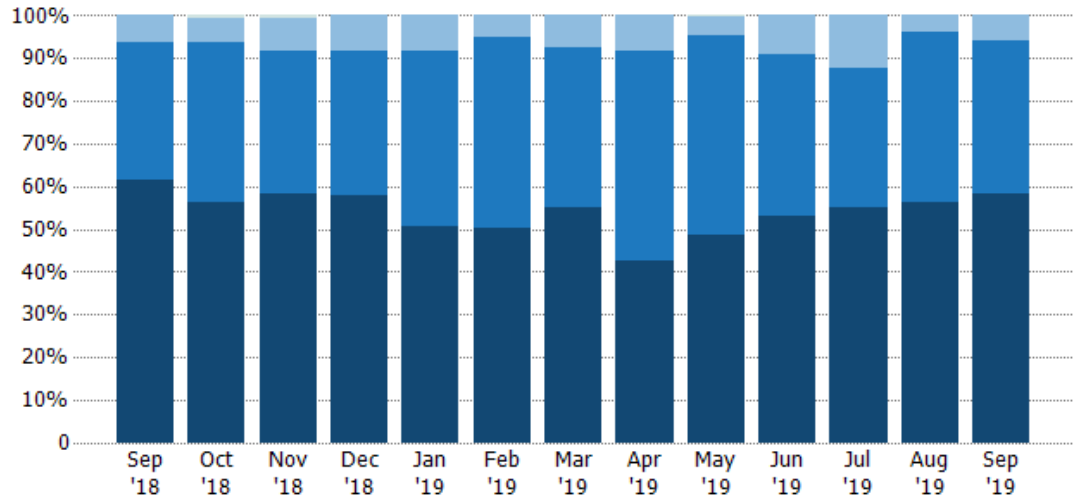
Current Year	\$44.8M	\$56.5M	\$54.5M	\$57.5M	\$55M	\$60.8M	\$82.7M	\$95.7M	\$102M	\$81.9M	\$68M	\$64.4M	\$47.4M
Prior Year	\$36.5M	\$51.6M	\$44M	\$71.2M	\$58.2M	\$62.1M	\$90.3M	\$101M	\$81.5M	\$82.8M	\$62.8M	\$67M	\$44.8M
Percent Change from Prior Year	23%	10%	24%	-19%	-5%	-2%	-8%	-5%	25%	-1%	8%	-4%	6%

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

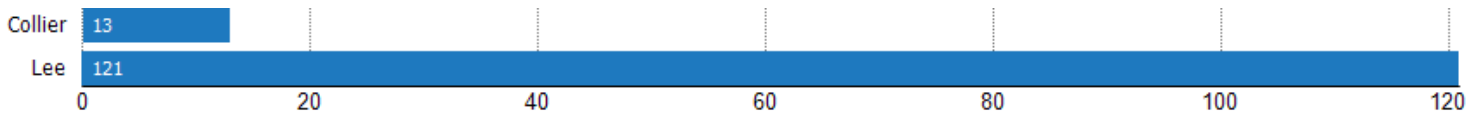


Other	-	1%	1%	-	-	-	-	-	0%	-	-	-	-
Multifamily/Multiplex	6%	6%	8%	8%	8%	5%	8%	8%	4%	9%	12%	4%	6%
Condo/Townhouse	32%	37%	33%	34%	41%	45%	38%	49%	47%	38%	32%	40%	36%
Single Family Residence	62%	56%	58%	58%	51%	50%	55%	43%	49%	53%	55%	56%	58%

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

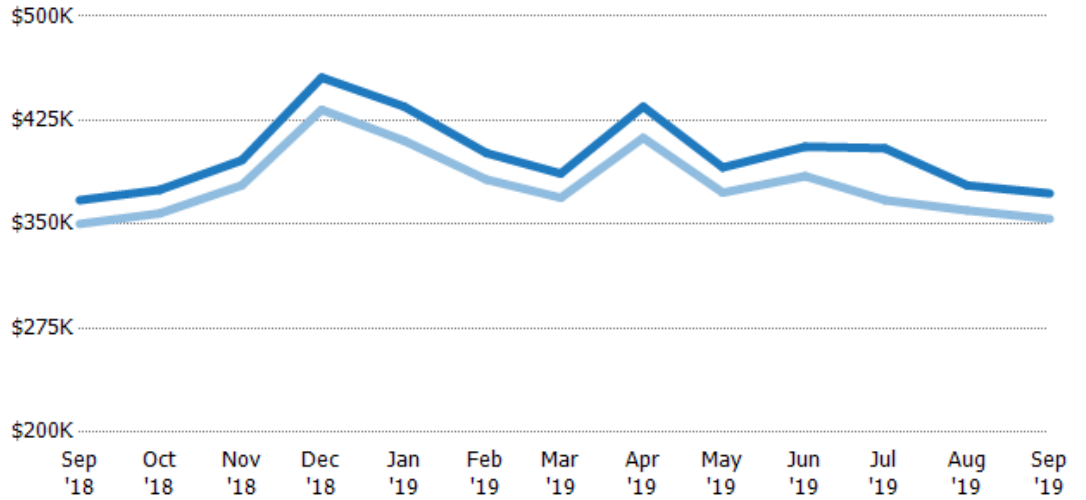


Average Sales Price vs Average Listing Price

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

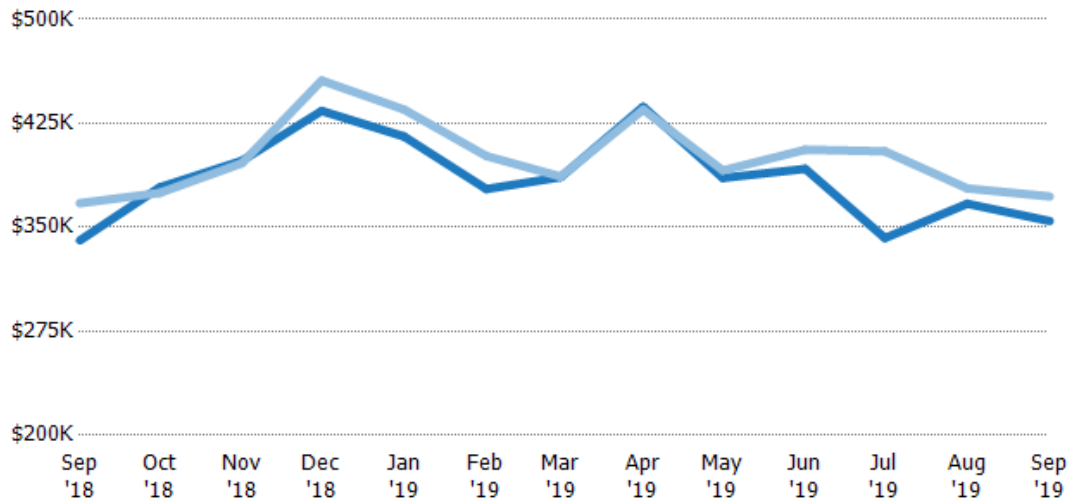


Average Sales Price vs Average Est Value

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



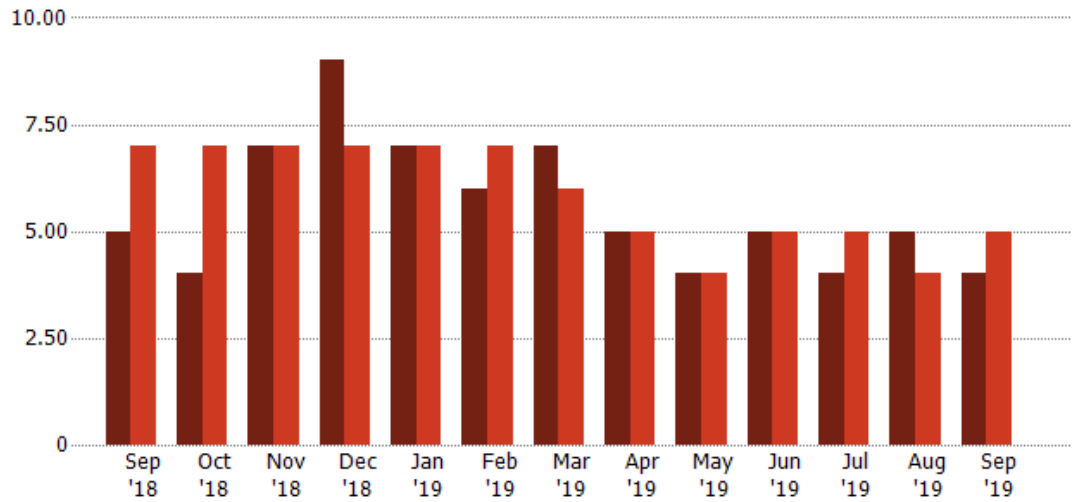
Distressed Listings

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.
Sep '19	4	-20%
Sep '18	5	-28.6%
Sep '17	7	14.3%

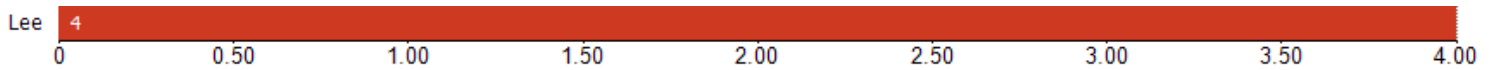


Current Year	5	4	7	9	7	6	7	5	4	5	4	5	4
Prior Year	7	7	7	7	7	7	6	5	4	5	5	4	5
Percent Change from Prior Year	-29%	-43%	0%	29%	0%	-14%	17%	0%	0%	0%	-20%	25%	-20%

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: 10/04/2019

Scheduled: Yes

Report Date Range: From 9/2018 To: 9/2019

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 9/2019 data

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