

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY BONITA SPRINGS-ESTERO REALTORS®



September 2019

As we move into the final months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes. The real estate market this fall is looking healthy. With a strong economy and great mortgage rates, there is a lot to remain optimistic about. For the 12-month period spanning October 2018 through September 2019, Pending Sales in the Bonita Springs-Estero were up 1.7 percent overall. The price range with the largest gain in sales was the \$2,000,000 or More range, where they increased 23.1 percent.

The overall Median Sales Price was up 1.7 percent to \$300,000. The property type with the largest price gain was the Single Family Homes segment, where prices increased 2.5 percent to \$405,000. The price range that tended to sell the quickest was the Less than \$300,000 range at 89 days; the price range that tended to sell the slowest was the \$2,000,000 or More range at 166 days.

Market-wide, inventory levels were down 18.2 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 18.7 percent. That amounts to 4.9 months supply for Single-Family homes and 4.3 months supply for Condos.

Quick Facts

+ 23.1%

+ 4.3%

+ 2.5%

Price Range With the Strongest Sales:

\$2,000,000 or More

Bedroom Count With Strongest Sales:

3 Bedrooms

Property Type With Strongest Sales:

Condo

Pending Sales	2
Days on Market Until Sale	3
Median Sales Price	4
Percent of List Price Received	5
Inventory of Homes for Sale	6
Months Supply of Inventory	7

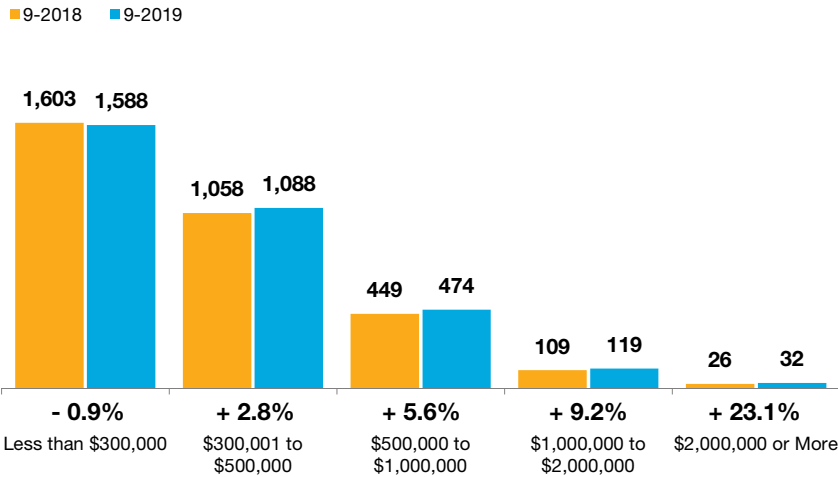


Pending Sales

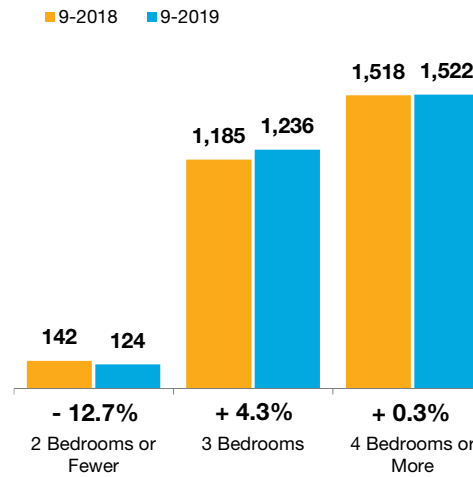
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



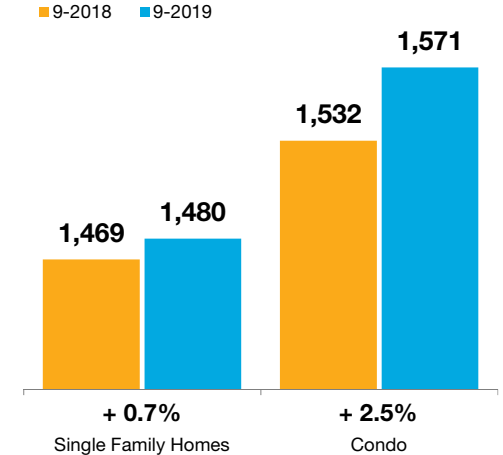
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2018	9-2019	Change
Less than \$300,000	1,603	1,588	- 0.9%
\$300,001 to \$500,000	1,058	1,088	+ 2.8%
\$500,000 to \$1,000,000	449	474	+ 5.6%
\$1,000,000 to \$2,000,000	109	119	+ 9.2%
\$2,000,000 or More	26	32	+ 23.1%
All Price Ranges	3,245	3,301	+ 1.7%

Single Family Homes

9-2018	9-2019	Change	9-2018	9-2019	Change
318	306	- 3.8%	1,052	1,039	- 1.2%
697	716	+ 2.7%	351	365	+ 4.0%
355	363	+ 2.3%	93	111	+ 19.4%
79	74	- 6.3%	30	45	+ 50.0%
20	21	+ 5.0%	6	11	+ 83.3%
1,469	1,480	+ 0.7%	1,532	1,571	+ 2.5%

Condo

By Bedroom Count	9-2018	9-2019	Change
2 Bedrooms or Fewer	142	124	- 12.7%
3 Bedrooms	1,185	1,236	+ 4.3%
4 Bedrooms or More	1,518	1,522	+ 0.3%
All Bedroom Counts	3,245	3,301	+ 1.7%

9-2018	9-2019	Change	9-2018	9-2019	Change
4	3	- 25.0%	98	80	- 18.4%
226	230	+ 1.8%	854	908	+ 6.3%
850	852	+ 0.2%	573	567	- 1.0%
1,469	1,480	+ 0.7%	1,532	1,571	+ 2.5%

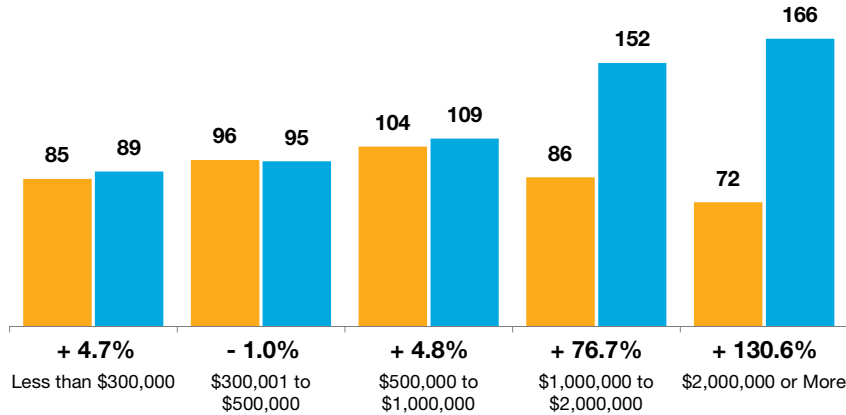
Days on Market Until Sale



Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.

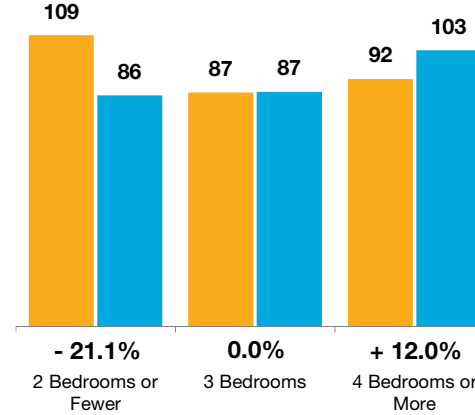
By Price Range

9-2018 9-2019



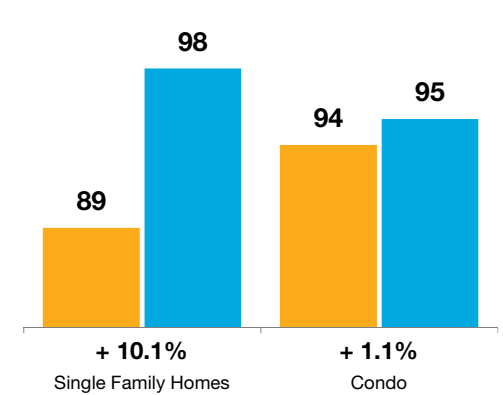
By Bedroom Count

9-2018 9-2019



By Property Type

9-2018 9-2019



All Properties

By Price Range

	9-2018	9-2019	Change
Less than \$300,000	85	89	+ 4.7%
\$300,001 to \$500,000	96	95	- 1.0%
\$500,000 to \$1,000,000	104	109	+ 4.8%
\$1,000,000 to \$2,000,000	86	152	+ 76.7%
\$2,000,000 or More	72	166	+ 130.6%
All Price Ranges	91	97	+ 6.6%

Single Family Homes

	9-2018	9-2019	Change
2 Bedrooms or Fewer	73	79	+ 8.2%
3 Bedrooms	95	99	+ 4.2%
4 Bedrooms or More	99	102	+ 3.0%
Single Family Homes	80	130	+ 62.5%
Condo	51	175	+ 243.1%
All Single Family Homes	89	98	+ 10.1%

Condo

	9-2018	9-2019	Change
Single Family Homes	89	89	0.0%
Condo	100	87	- 13.0%
2 Bedrooms or Fewer	122	129	+ 5.7%
3 Bedrooms	105	184	+ 75.2%
4 Bedrooms or More	124	146	+ 17.7%
All Condos	94	95	+ 1.1%

By Bedroom Count

	9-2018	9-2019	Change
2 Bedrooms or Fewer	109	86	- 21.1%
3 Bedrooms	87	87	0.0%
4 Bedrooms or More	92	103	+ 12.0%
All Bedroom Counts	91	97	+ 6.6%

	9-2018	9-2019	Change
2 Bedrooms or Fewer	16	25	+ 56.3%
3 Bedrooms	87	90	+ 3.4%
4 Bedrooms or More	88	96	+ 9.1%
All Single Family Homes	89	98	+ 10.1%

	9-2018	9-2019	Change
Single Family Homes	101	73	- 27.7%
Condo	89	85	- 4.5%
2 Bedrooms or Fewer	100	112	+ 12.0%
All Condos	94	95	+ 1.1%

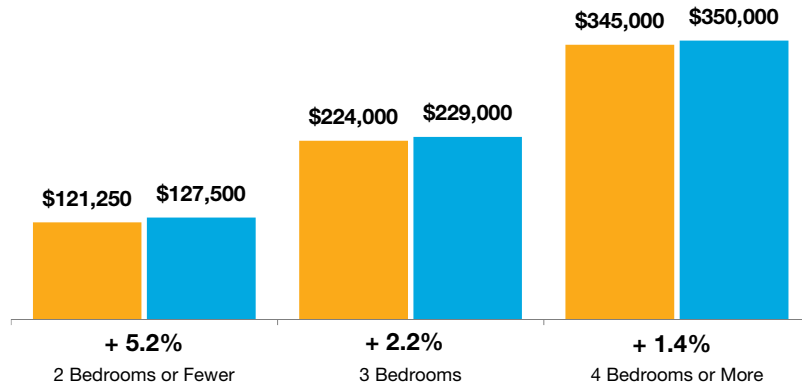
Median Sales Price



Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

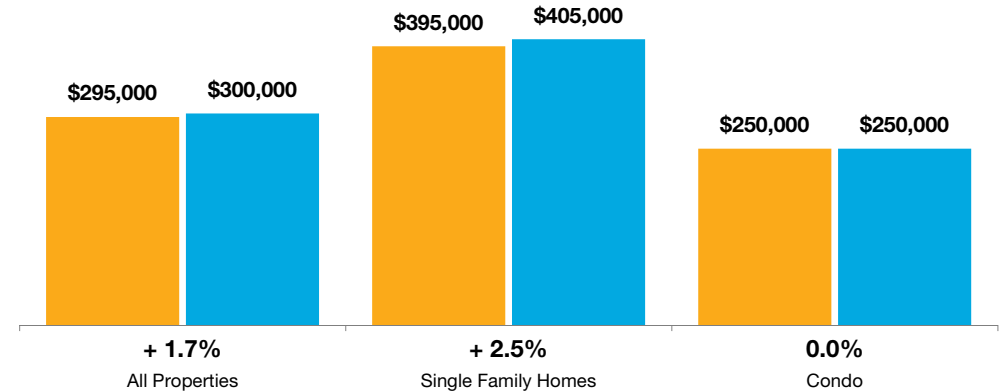
By Bedroom Count

9-2018 9-2019



By Property Type

9-2018 9-2019



All Properties

By Bedroom Count

	9-2018	9-2019	Change
2 Bedrooms or Fewer	\$121,250	\$127,500	+ 5.2%
3 Bedrooms	\$224,000	\$229,000	+ 2.2%
4 Bedrooms or More	\$345,000	\$350,000	+ 1.4%
All Bedroom Counts	\$295,000	\$300,000	+ 1.7%

Single Family Homes

	9-2018	9-2019	Change	9-2018	9-2019	Change
	\$99,000	\$137,000	+ 38.4%	\$195,000	\$177,900	- 8.8%
	\$312,500	\$315,000	+ 0.8%	\$217,500	\$220,000	+ 1.1%
	\$390,000	\$390,000	0.0%	\$307,500	\$310,000	+ 0.8%
All	\$395,000	\$405,000	+ 2.5%	\$250,000	\$250,000	0.0%

Condo

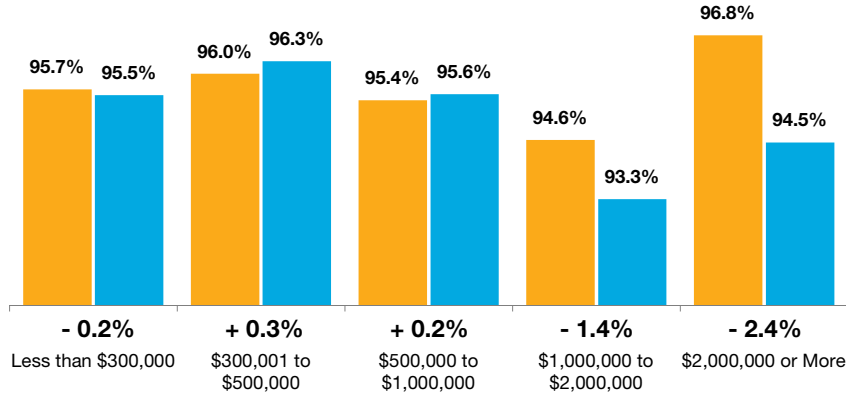
Percent of List Price Received



Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

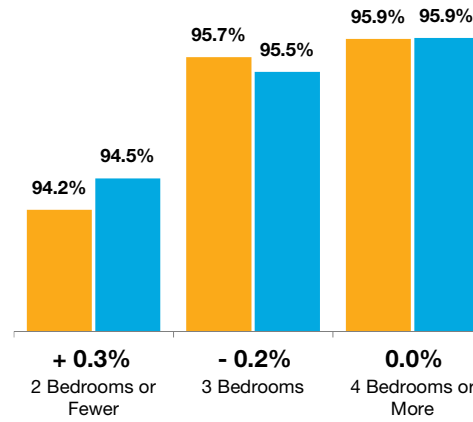
By Price Range

9-2018 9-2019



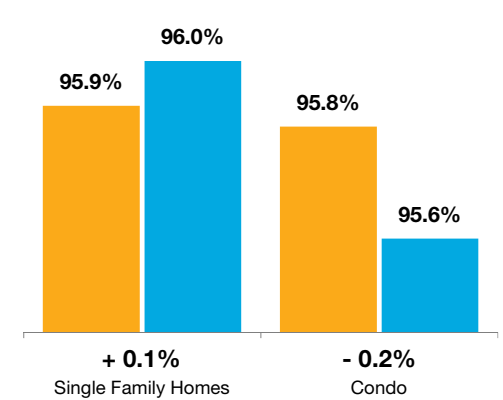
By Bedroom Count

9-2018 9-2019



By Property Type

9-2018 9-2019



All Properties

By Price Range	9-2018	9-2019	Change
Less than \$300,000	95.7%	95.5%	- 0.2%
\$300,001 to \$500,000	96.0%	96.3%	+ 0.3%
\$500,000 to \$1,000,000	95.4%	95.6%	+ 0.2%
\$1,000,000 to \$2,000,000	94.6%	93.3%	- 1.4%
\$2,000,000 or More	96.8%	94.5%	- 2.4%
All Price Ranges	95.7%	95.7%	0.0%

Single Family Homes

9-2018	9-2019	Change	9-2018	9-2019	Change
96.2%	96.4%	+ 0.2%	95.9%	95.5%	- 0.4%
96.0%	96.2%	+ 0.2%	96.0%	96.4%	+ 0.4%
95.5%	95.8%	+ 0.3%	95.2%	94.9%	- 0.3%
94.9%	93.0%	- 2.0%	93.6%	93.7%	+ 0.1%
97.4%	94.2%	- 3.3%	95.3%	95.4%	+ 0.1%
95.9%	96.0%	+ 0.1%	95.8%	95.6%	- 0.2%

Condo

By Bedroom Count	9-2018	9-2019	Change
2 Bedrooms or Fewer	94.2%	94.5%	+ 0.3%
3 Bedrooms	95.7%	95.5%	- 0.2%
4 Bedrooms or More	95.9%	95.9%	0.0%
All Bedroom Counts	95.7%	95.7%	0.0%

9-2018	9-2019	Change	9-2018	9-2019	Change
87.9%	97.2%	+ 10.6%	95.5%	95.2%	- 0.3%
95.7%	96.0%	+ 0.3%	96.1%	95.7%	- 0.4%
96.0%	96.1%	+ 0.1%	95.6%	95.5%	- 0.1%
95.9%	96.0%	+ 0.1%	95.8%	95.6%	- 0.2%

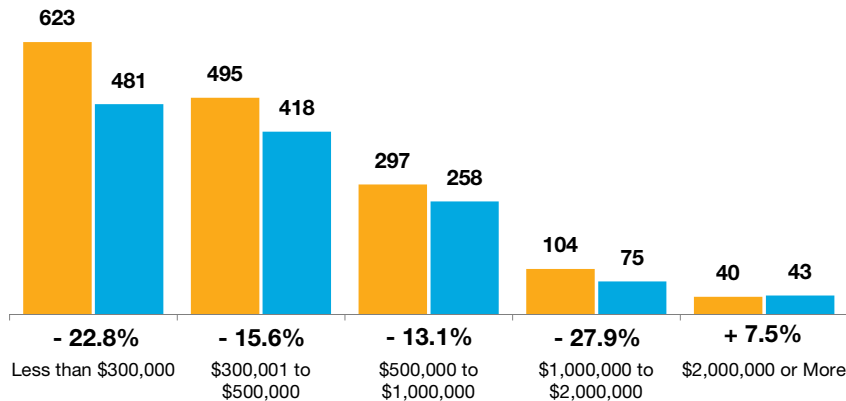
Inventory of Homes for Sale



The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

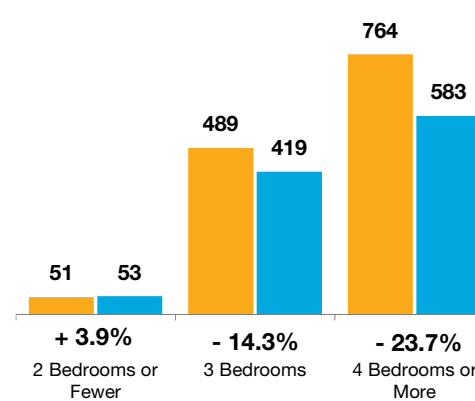
By Price Range

9-2018 9-2019



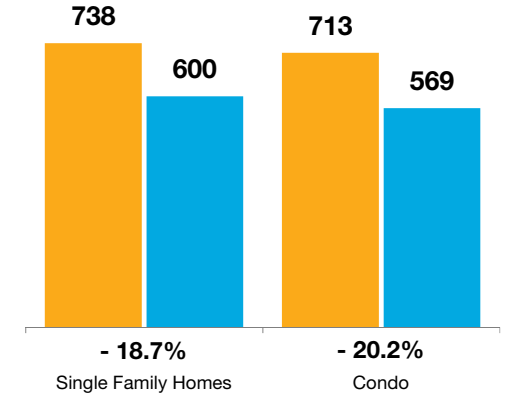
By Bedroom Count

9-2018 9-2019



By Property Type

9-2018 9-2019



All Properties

By Price Range	9-2018	9-2019	Change
Less than \$300,000	623	481	- 22.8%
\$300,001 to \$500,000	495	418	- 15.6%
\$500,000 to \$1,000,000	297	258	- 13.1%
\$1,000,000 to \$2,000,000	104	75	- 27.9%
\$2,000,000 or More	40	43	+ 7.5%
All Price Ranges	1,559	1,275	- 18.2%

Single Family Homes

9-2018	9-2019	Change	9-2018	9-2019	Change
105	71	- 32.4%	417	309	- 25.9%
325	261	- 19.7%	166	153	- 7.8%
221	189	- 14.5%	74	68	- 8.1%
64	50	- 21.9%	39	25	- 35.9%
23	29	+ 26.1%	17	14	- 17.6%
738	600	- 18.7%	713	569	- 20.2%

Condo

By Bedroom Count	9-2018	9-2019	Change
2 Bedrooms or Fewer	51	53	+ 3.9%
3 Bedrooms	489	419	- 14.3%
4 Bedrooms or More	764	583	- 23.7%
All Bedroom Counts	1,559	1,275	- 18.2%

9-2018	9-2019	Change	9-2018	9-2019	Change
3	1	- 66.7%	29	32	+ 10.3%
84	79	- 6.0%	364	295	- 19.0%
414	318	- 23.2%	306	226	- 26.1%
738	600	- 18.7%	713	569	- 20.2%

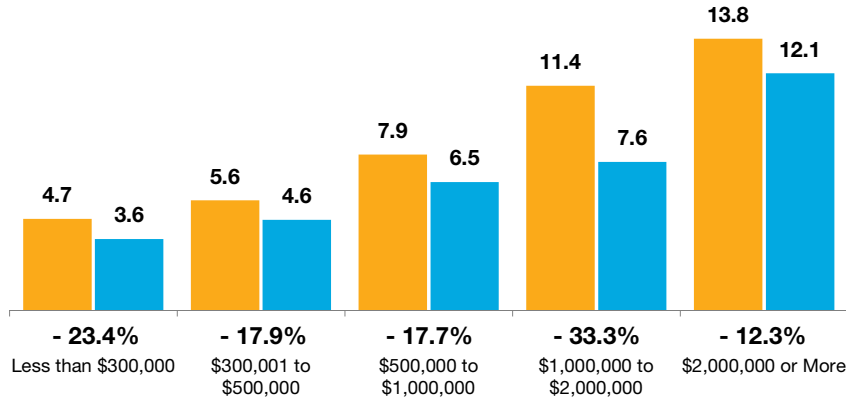
Months Supply of Inventory



The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months. **Based on one month of activity.**

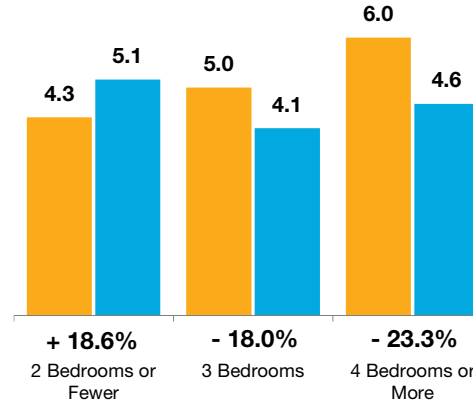
By Price Range

9-2018 9-2019



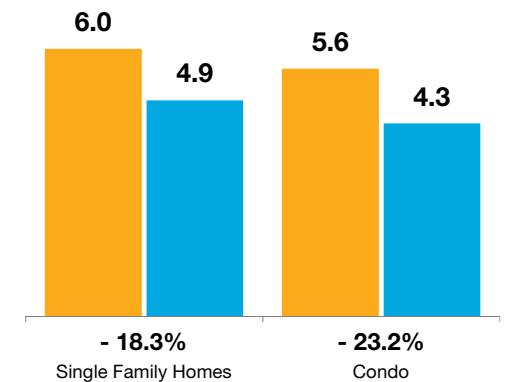
By Bedroom Count

9-2018 9-2019



By Property Type

9-2018 9-2019



All Properties

By Price Range

	9-2018	9-2019	Change
Less than \$300,000	4.7	3.6	- 23.4%
\$300,001 to \$500,000	5.6	4.6	- 17.9%
\$500,000 to \$1,000,000	7.9	6.5	- 17.7%
\$1,000,000 to \$2,000,000	11.4	7.6	- 33.3%
\$2,000,000 or More	13.8	12.1	- 12.3%
All Price Ranges	5.8	4.6	- 20.7%

Single Family Homes

	9-2018	9-2019	Change
2 Bedrooms or Fewer	4.0	2.8	- 30.0%
3 Bedrooms	5.6	4.4	- 21.4%
4 Bedrooms or More	7.5	6.2	- 17.3%
Single Family Homes	9.7	8.1	- 16.5%
Condo	14.3	6.7	- 53.1%
All Property Types	6.9	12.4	+ 79.7%
All Single Family Homes	6.0	4.9	- 18.3%

Condo

	9-2018	9-2019	Change
Single Family Homes	4.8	3.6	- 25.0%
Condo	5.7	5.0	- 12.3%
Single Family Homes	7.5	7.4	- 22.1%
Condo	9.5	7.4	- 22.1%
Single Family Homes	14.3	6.7	- 53.1%
Condo	17.0	6.4	- 62.4%
All Condos	5.6	4.3	- 23.2%

By Bedroom Count

	9-2018	9-2019	Change
2 Bedrooms or Fewer	4.3	5.1	+ 18.6%
3 Bedrooms	5.0	4.1	- 18.0%
4 Bedrooms or More	6.0	4.6	- 23.3%
All Bedroom Counts	5.8	4.6	- 20.7%

Listing and Sales Summary Report

September 2019



	Total Sales (Units)			Average Days on Market			Pending Sales			New Listings		
	Sep-19	Sep-18	% Change	Sep-19	Sep-18	% Change	Sep-19	Sep-18	% Change	Sep-19	Sep-18	% Change
Bonita Springs-Estero	215	194	+10.8%	102	80	+27.5%	248	201	+23.4%	364	324	+12.3%
Black Island – FB07	1	3	-66.7%	179	16	+1,018.8%	0	2	-100.0%	0	2	-100.0%
Bonita Bay – BN04	9	5	+80.0%	37	95	-61.1%	14	9	+55.6%	20	19	+5.3%
Bonita Beach – BN01	3	5	-40.0%	81	78	+3.8%	9	2	+350.0%	10	11	-9.1%
Collier County	748	709	+5.5%	104	94	+10.6%	829	646	+28.3%	1,156	1,195	-3.3%
East of I-75, South of City Line – BN12	38	28	+35.7%	113	127	-11.0%	37	25	+48.0%	59	26	+126.9%
East of Old 41 Rd, South of Shangrila Rd – BN10	11	18	-38.9%	162	80	+102.5%	12	25	-52.0%	24	29	-17.2%
East of US 41, North of Terry St – BN07	10	12	-16.7%	120	46	+160.9%	12	11	+9.1%	21	19	+10.5%
East of US 41, South of Terry St – BN08	14	8	+75.0%	131	28	+367.9%	8	10	-20.0%	12	13	-7.7%
Estero – ES01	27	19	+42.1%	68	63	+7.9%	35	19	+84.2%	33	27	+22.2%
Estero – ES02	18	22	-18.2%	68	63	+7.9%	40	25	+60.0%	47	38	+23.7%
Estero – ES03	30	26	+15.4%	81	93	-12.9%	28	26	+7.7%	45	34	+32.4%
Lee County	1,548	1,399	+10.7%	87	72	+20.8%	1,741	1,288	+35.2%	2,203	2,153	+2.3%
North Bonita, East of US 41 – BN06	9	6	+50.0%	62	57	+8.8%	9	11	-18.2%	14	15	-6.7%
Pelican Landing and North – BN05	16	12	+33.3%	131	71	+84.5%	12	9	+33.3%	29	25	+16.0%
South of Bonita Beach Rd, East of Old 41 Rd – BN11	2	4	-50.0%	101	49	+106.1%	2	3	-33.3%	9	6	+50.0%
Spanish Wells – BN09	5	3	+66.7%	118	92	+28.3%	5	6	-16.7%	4	16	-75.0%
The Brooks – ES04	13	18	-27.8%	165	98	+68.4%	17	15	+13.3%	29	33	-12.1%
West of US 41, South of Bonita Bay – BN02	9	5	+80.0%	106	86	+23.3%	8	3	+166.7%	8	11	-27.3%

Monthly Indicators



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September 2019

With the kids back in school and the weather cooling, the housing market begins its annual cooldown as well. Nationally, buyer and seller activity remained strong, buoyed by low mortgage rates and a strong economy. The market fundamentals suggest no significant changes from recent trends, other than the seasonally tempered pace we see this time of year. As we move into the final three months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes.

New Listings increased 1.2 percent for Single Family homes and 15.8 percent for Condo homes. Pending Sales increased 9.1 percent for Single Family homes and 30.3 percent for Condo homes. Inventory decreased 18.7 percent for Single Family homes and 20.2 percent for Condo homes.

Median Sales Price increased 13.2 percent to \$402,000 for Single Family homes and 3.3 percent to \$250,000 for Condo homes. Days on Market increased 54.5 percent for Single Family homes but decreased 2.4 percent for Condo homes. Months Supply of Inventory decreased 18.3 percent for Single Family homes and 23.2 percent for Condo homes.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

Quick Facts

+ 10.8%

Change in
Closed Sales
All Properties

+ 7.1%

Change in
Median Sales Price
All Properties

- 18.2%

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.

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
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
Bonita Springs-Estero	14

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.



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Key Metrics	Historical Sparkbars	9-2018	9-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		161	163	+ 1.2%	1,809	1,611	- 10.9%
Pending Sales		99	108	+ 9.1%	1,185	1,188	+ 0.3%
Closed Sales		91	101	+ 11.0%	1,139	1,143	+ 0.4%
Days on Market Until Sale		77	119	+ 54.5%	87	99	+ 13.8%
Median Sales Price		\$355,260	\$402,000	+ 13.2%	\$395,000	\$404,000	+ 2.3%
Average Sales Price		\$424,769	\$446,139	+ 5.0%	\$518,960	\$517,171	- 0.3%
Percent of List Price Received		96.9%	96.0%	- 0.9%	96.0%	95.9%	- 0.1%
Housing Affordability Index		76	67	- 11.8%	68	67	- 1.5%
Inventory of Homes for Sale		738	600	- 18.7%	—	—	—
Months Supply of Inventory		6.0	4.9	- 18.3%	—	—	—

Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



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Key Metrics	Historical Sparkbars	9-2018	9-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		146	169	+ 15.8%	1,700	1,568	- 7.8%
Pending Sales		89	116	+ 30.3%	1,245	1,278	+ 2.7%
Closed Sales		85	93	+ 9.4%	1,239	1,223	- 1.3%
Days on Market Until Sale		84	82	- 2.4%	92	93	+ 1.1%
Median Sales Price		\$241,925	\$250,000	+ 3.3%	\$250,000	\$250,000	0.0%
Average Sales Price		\$261,482	\$338,621	+ 29.5%	\$291,396	\$315,844	+ 8.4%
Percent of List Price Received		95.8%	95.8%	0.0%	95.9%	95.6%	- 0.3%
Housing Affordability Index		111	108	- 2.7%	107	108	+ 0.9%
Inventory of Homes for Sale		713	569	- 20.2%	—	—	—
Months Supply of Inventory		5.6	4.3	- 23.2%	—	—	—

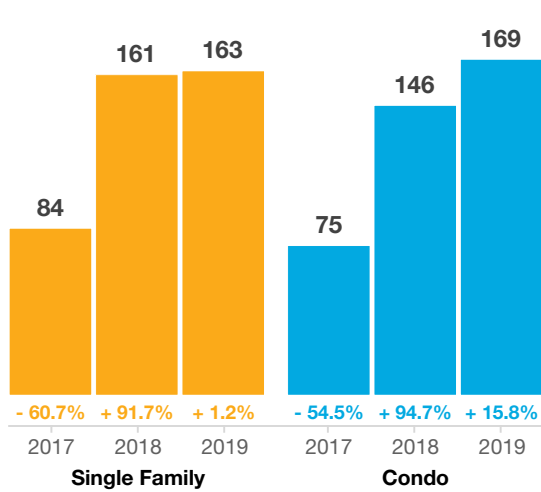
New Listings

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

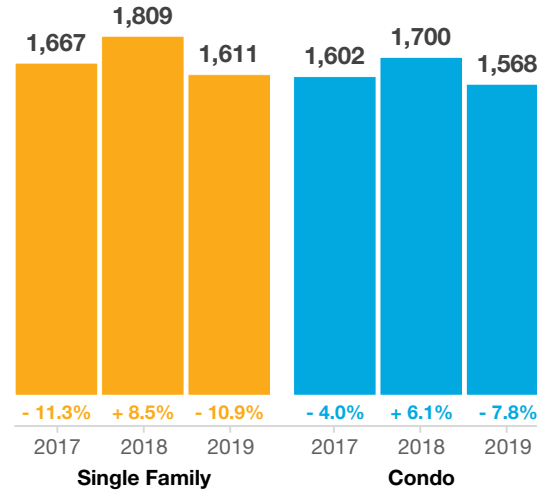


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September

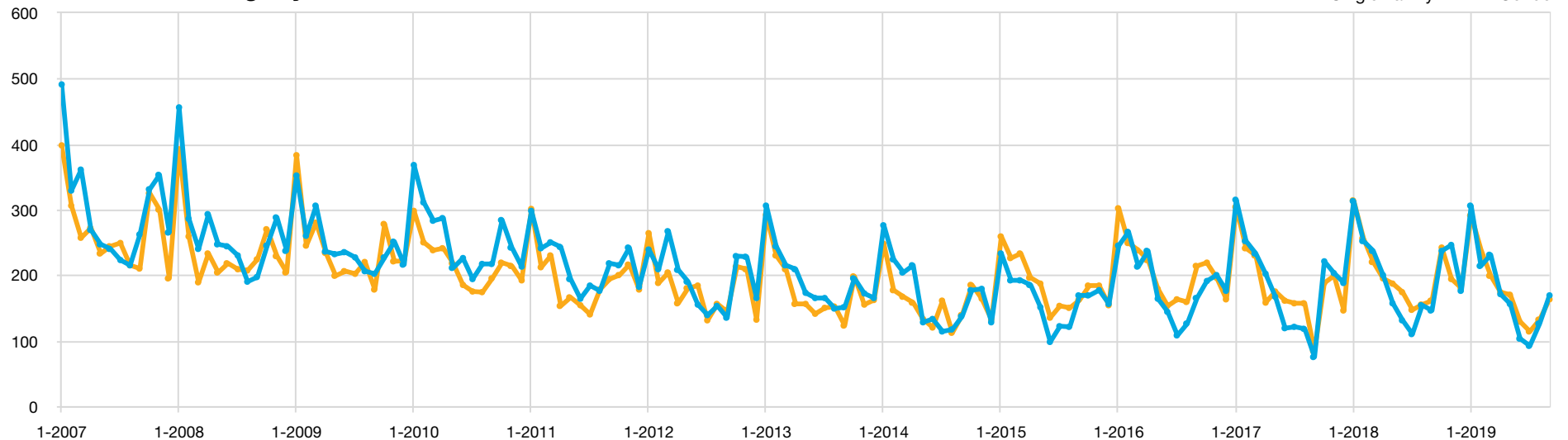


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	242	+ 28.7%	237	+ 7.2%
Nov-2018	194	- 2.5%	246	+ 21.2%
Dec-2018	180	+ 23.3%	176	- 6.4%
Jan-2019	291	- 7.3%	306	- 2.2%
Feb-2019	239	- 6.6%	214	- 15.1%
Mar-2019	199	- 9.5%	231	- 2.5%
Apr-2019	174	- 10.8%	171	- 14.5%
May-2019	170	- 9.1%	156	- 0.6%
Jun-2019	129	- 25.9%	103	- 21.4%
Jul-2019	114	- 22.4%	92	- 16.4%
Aug-2019	132	- 14.8%	126	- 18.2%
Sep-2019	163	+ 1.2%	169	+ 15.8%
12-Month Avg	186	- 4.6%	186	- 3.6%

Historical New Listings by Month



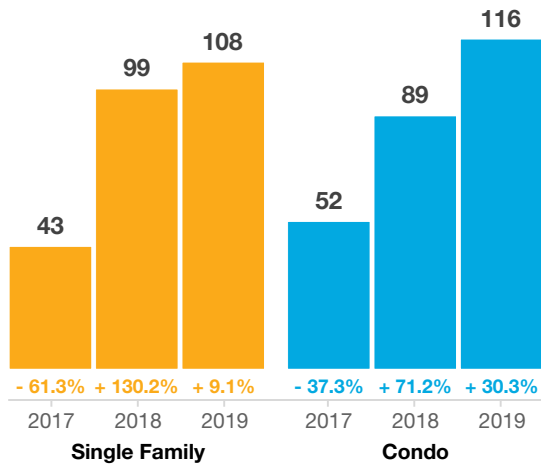
Pending Sales

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

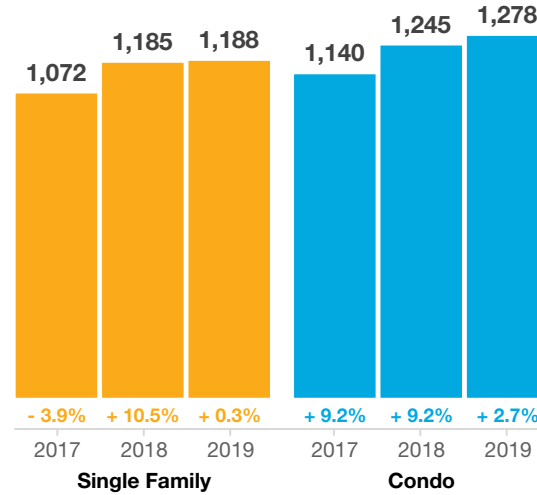


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September

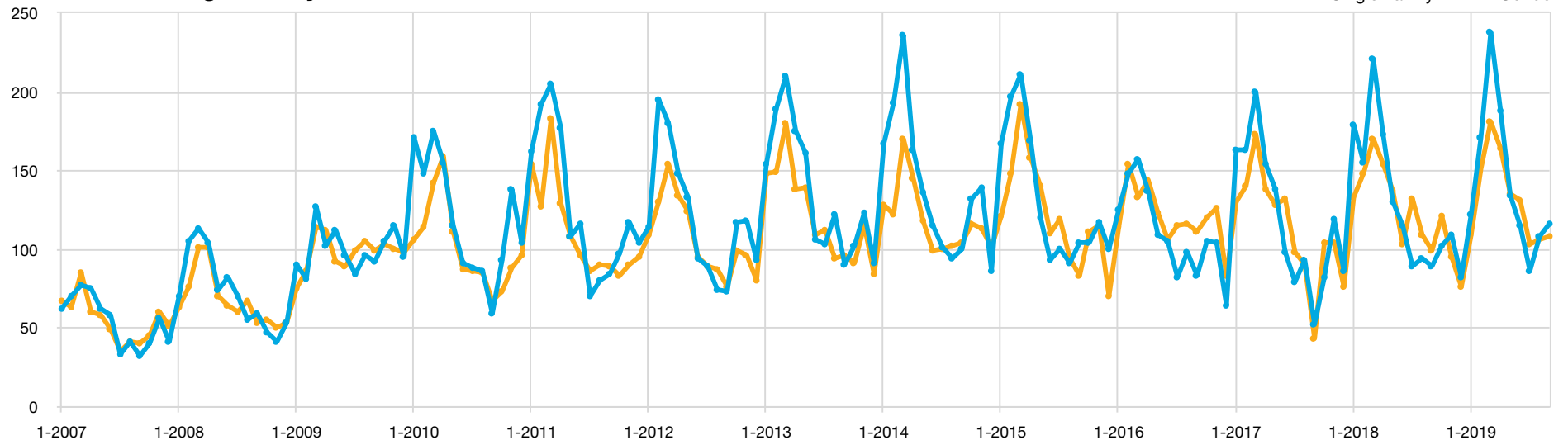


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	121	+ 16.3%	102	+ 24.4%
Nov-2018	95	- 8.7%	109	- 8.4%
Dec-2018	76	0.0%	82	- 4.7%
Jan-2019	109	- 18.0%	122	- 31.8%
Feb-2019	151	+ 2.0%	171	+ 10.3%
Mar-2019	181	+ 6.5%	238	+ 7.7%
Apr-2019	164	+ 6.5%	188	+ 8.7%
May-2019	135	- 1.5%	134	+ 3.1%
Jun-2019	131	+ 27.2%	115	0.0%
Jul-2019	103	- 22.0%	86	- 3.4%
Aug-2019	106	- 2.8%	108	+ 14.9%
Sep-2019	108	+ 9.1%	116	+ 30.3%
12-Month Avg	123	+ 0.8%	131	+ 2.3%

Historical Pending Sales by Month



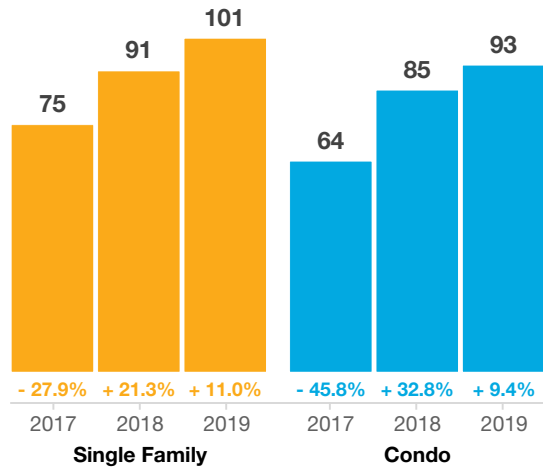
Closed Sales

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

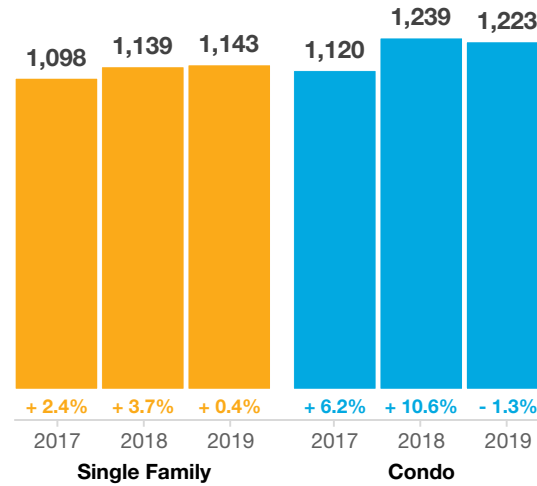


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September

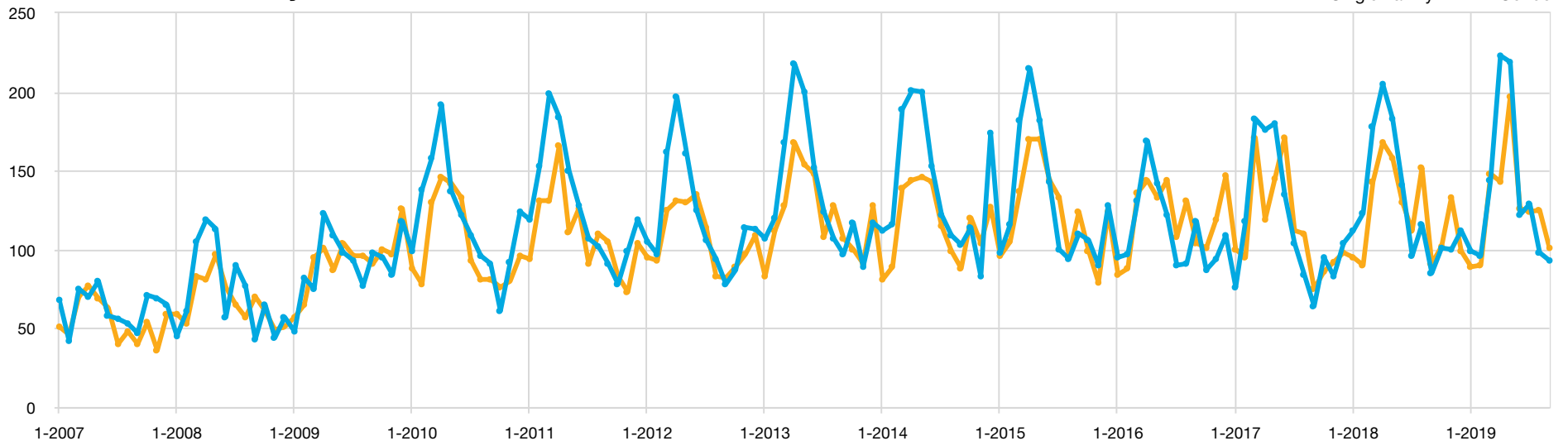


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	102	+ 18.6%	101	+ 6.3%
Nov-2018	133	+ 44.6%	100	+ 20.5%
Dec-2018	99	+ 1.0%	112	+ 7.7%
Jan-2019	89	- 6.3%	99	- 11.6%
Feb-2019	90	0.0%	96	- 22.0%
Mar-2019	148	+ 3.5%	144	- 19.1%
Apr-2019	143	- 14.9%	223	+ 8.8%
May-2019	197	+ 24.7%	219	+ 19.7%
Jun-2019	126	- 3.1%	122	- 13.5%
Jul-2019	124	+ 10.7%	129	+ 34.4%
Aug-2019	125	- 17.8%	98	- 15.5%
Sep-2019	101	+ 11.0%	93	+ 9.4%
12-Month Avg	123	+ 4.2%	128	+ 0.8%

Historical Closed Sales by Month



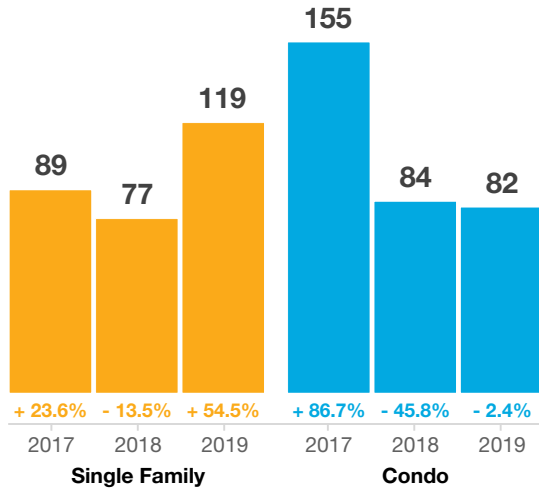
Days on Market Until Sale

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

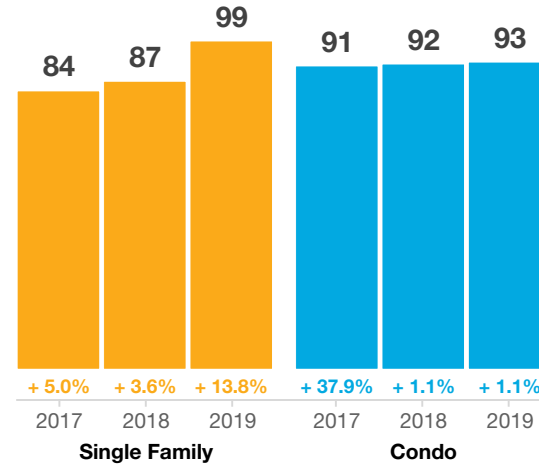


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September



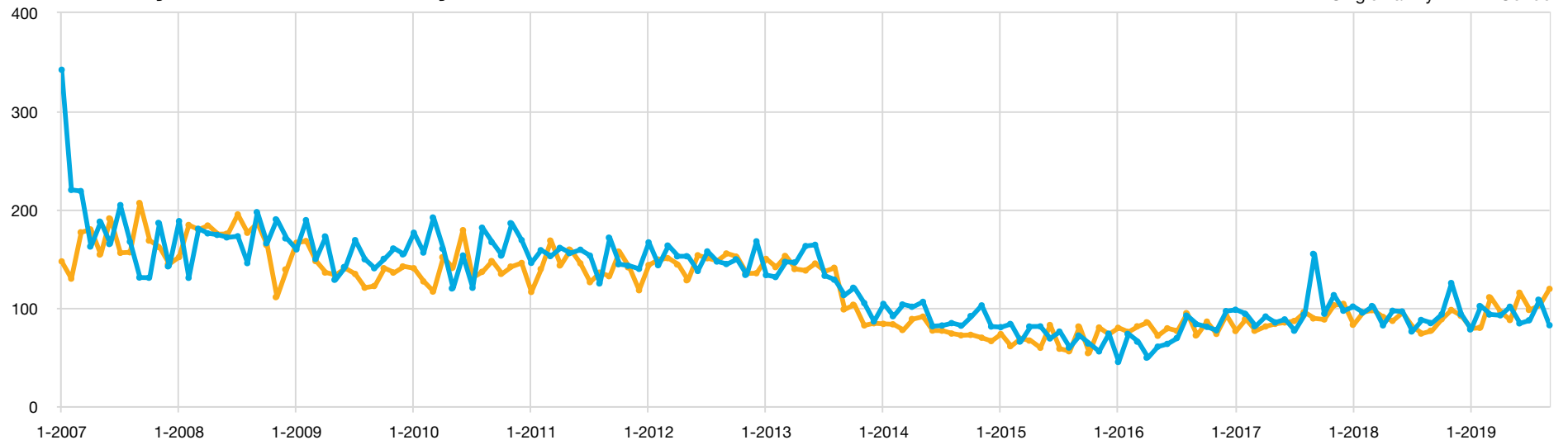
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	88	0.0%	93	- 1.1%
Nov-2018	98	- 4.9%	125	+ 10.6%
Dec-2018	92	- 11.5%	94	- 3.1%
Jan-2019	79	- 4.8%	78	- 22.8%
Feb-2019	80	- 16.7%	102	+ 7.4%
Mar-2019	111	+ 13.3%	93	- 8.8%
Apr-2019	96	+ 5.5%	92	+ 12.2%
May-2019	88	+ 1.1%	101	+ 4.1%
Jun-2019	115	+ 21.1%	84	- 12.5%
Jul-2019	98	+ 21.0%	87	+ 14.5%
Aug-2019	102	+ 37.8%	108	+ 22.7%
Sep-2019	119	+ 54.5%	82	- 2.4%
12-Month Avg*	98	+ 9.4%	95	+ 1.5%

* Days on Market for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



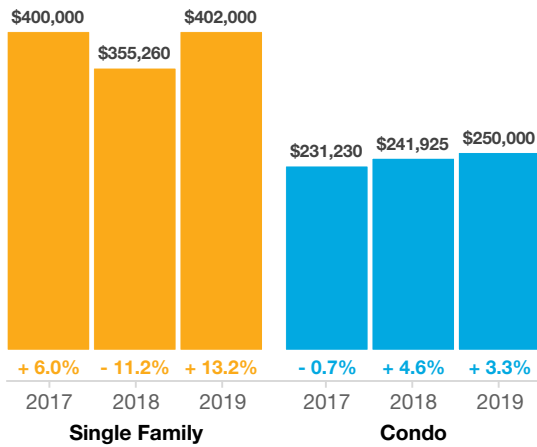
Median Sales Price

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

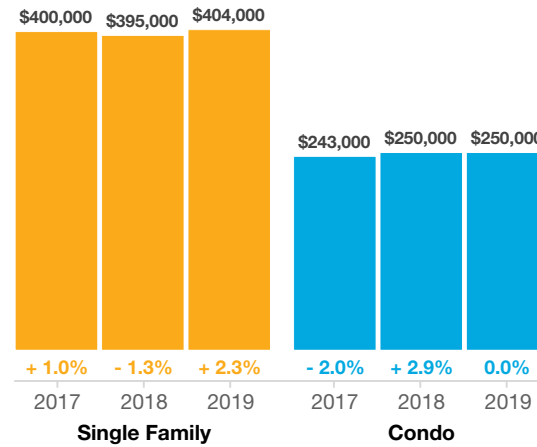


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September



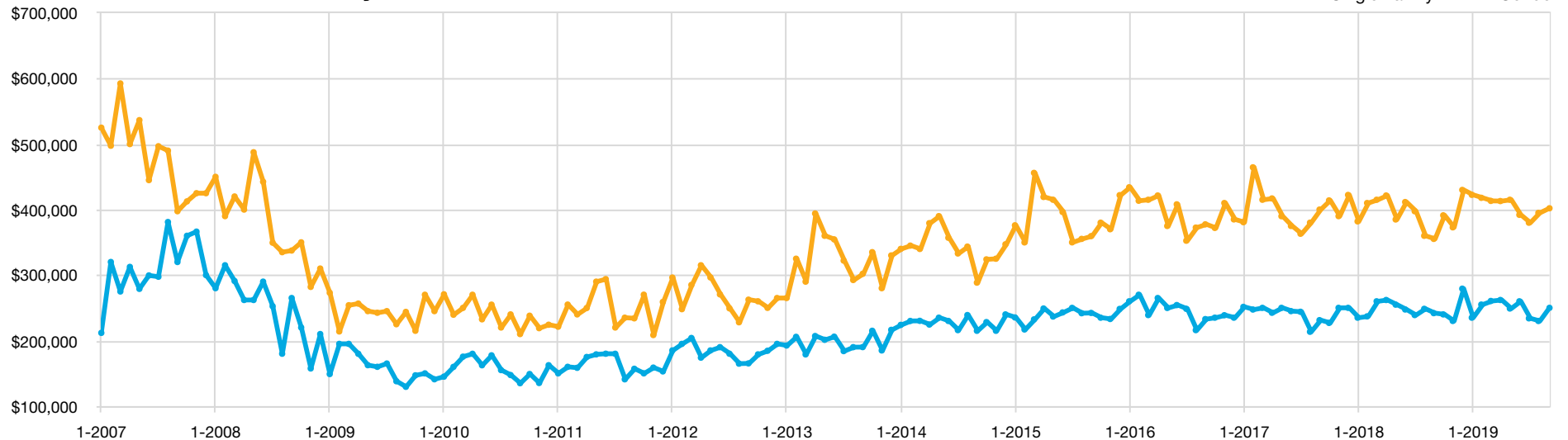
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	\$391,250	- 5.5%	\$240,000	+ 5.7%
Nov-2018	\$372,900	- 4.4%	\$230,000	- 8.0%
Dec-2018	\$430,000	+ 1.8%	\$279,250	+ 11.7%
Jan-2019	\$422,500	+ 10.6%	\$235,000	0.0%
Feb-2019	\$417,950	+ 1.9%	\$255,000	+ 7.6%
Mar-2019	\$413,250	- 0.4%	\$260,500	+ 0.2%
Apr-2019	\$413,000	- 2.0%	\$262,000	0.0%
May-2019	\$415,000	+ 7.8%	\$249,000	- 2.3%
Jun-2019	\$392,000	- 4.7%	\$260,000	+ 5.1%
Jul-2019	\$379,950	- 4.4%	\$234,000	- 2.1%
Aug-2019	\$395,000	+ 9.7%	\$229,950	- 7.5%
Sep-2019	\$402,000	+ 13.2%	\$250,000	+ 3.3%
12-Month Avg*	\$405,000	+ 2.5%	\$250,000	0.0%

* Median Sales Price for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month

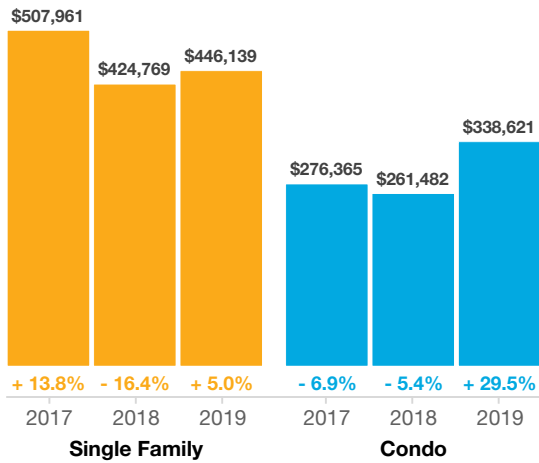


Average Sales Price

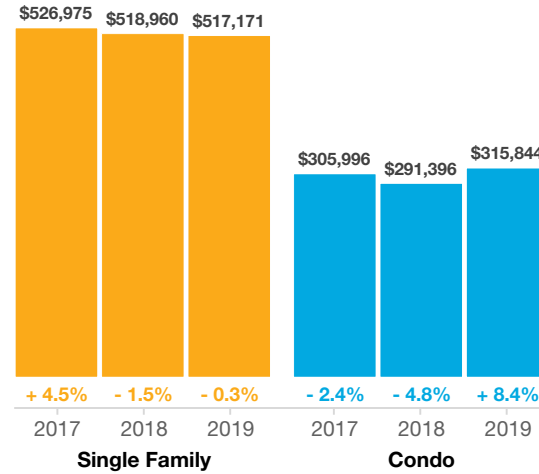
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



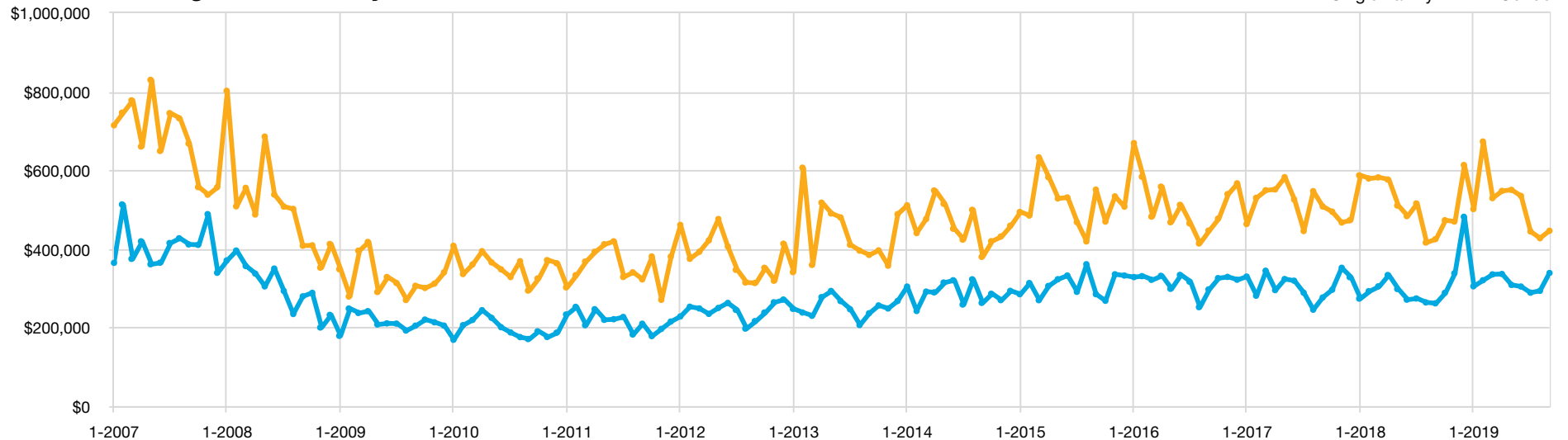
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	\$472,937	- 4.4%	\$288,272	- 2.6%
Nov-2018	\$469,554	+ 0.5%	\$337,962	- 4.0%
Dec-2018	\$613,347	+ 29.7%	\$481,643	+ 46.8%
Jan-2019	\$501,360	- 14.6%	\$304,873	+ 11.5%
Feb-2019	\$673,088	+ 16.2%	\$320,198	+ 9.5%
Mar-2019	\$529,162	- 9.1%	\$335,123	+ 10.0%
Apr-2019	\$547,512	- 5.0%	\$336,175	+ 0.8%
May-2019	\$550,140	+ 7.8%	\$308,360	+ 3.5%
Jun-2019	\$534,687	+ 10.6%	\$304,253	+ 12.3%
Jul-2019	\$444,388	- 13.8%	\$288,640	+ 5.4%
Aug-2019	\$427,237	+ 2.7%	\$293,427	+ 11.2%
Sep-2019	\$446,139	+ 5.0%	\$338,621	+ 29.5%
12-Month Avg*	\$516,275	+ 1.0%	\$327,561	+ 10.1%

* Avg. Sales Price for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

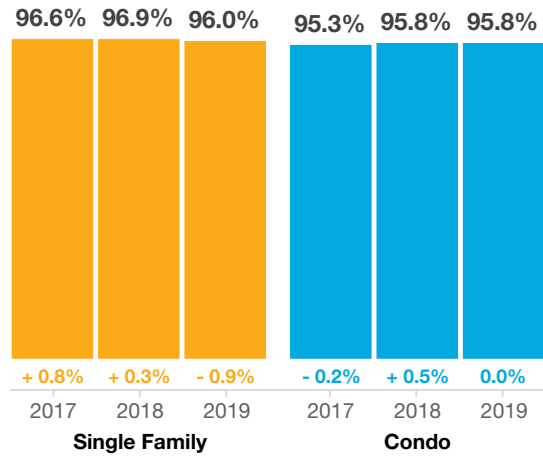


Percent of List Price Received

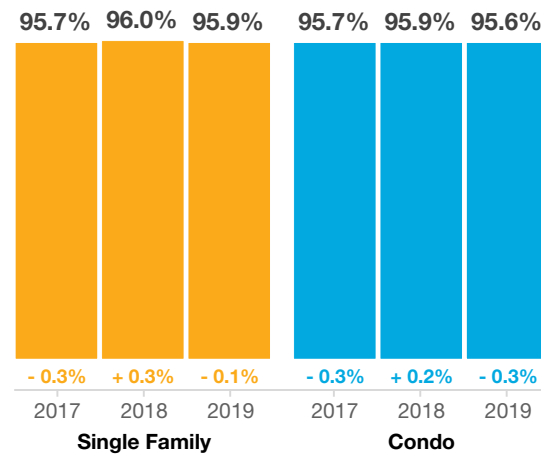
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



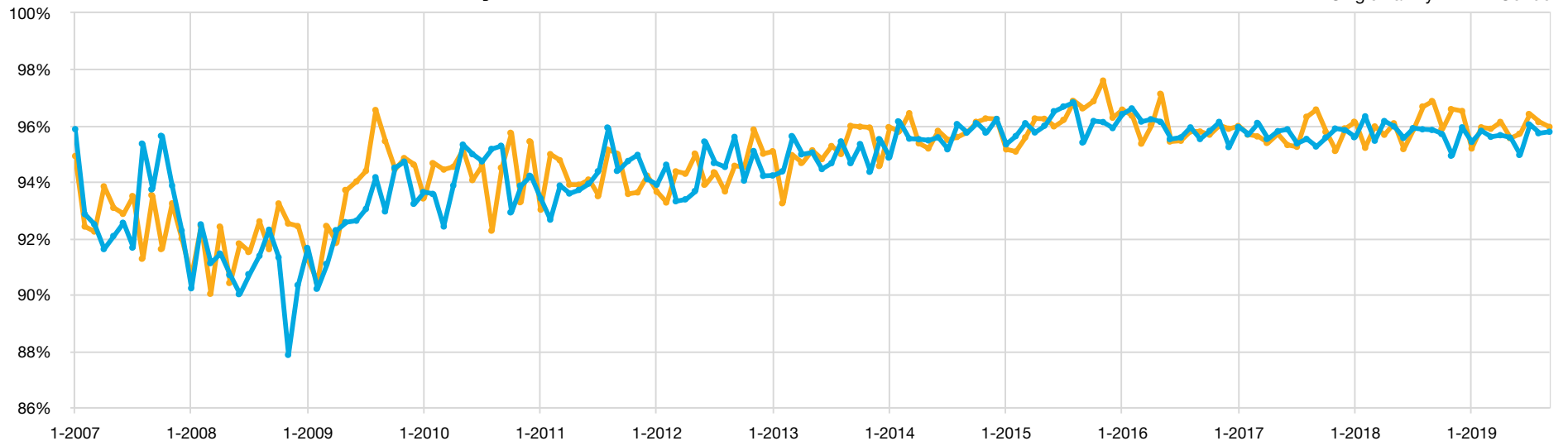
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	95.9%	+ 0.1%	95.7%	+ 0.1%
Nov-2018	96.6%	+ 1.6%	94.9%	- 1.0%
Dec-2018	96.5%	+ 0.6%	95.9%	+ 0.1%
Jan-2019	95.2%	- 0.9%	95.4%	- 0.2%
Feb-2019	95.9%	+ 0.7%	95.8%	- 0.5%
Mar-2019	95.9%	- 0.1%	95.6%	+ 0.1%
Apr-2019	96.1%	+ 0.4%	95.7%	- 0.5%
May-2019	95.6%	- 0.5%	95.6%	- 0.4%
Jun-2019	95.7%	+ 0.5%	95.0%	- 0.6%
Jul-2019	96.4%	+ 0.5%	96.0%	+ 0.1%
Aug-2019	96.1%	- 0.6%	95.7%	- 0.2%
Sep-2019	96.0%	- 0.9%	95.8%	0.0%
12-Month Avg*	96.0%	+ 0.1%	95.6%	- 0.3%

* Pct. of List Price Received for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

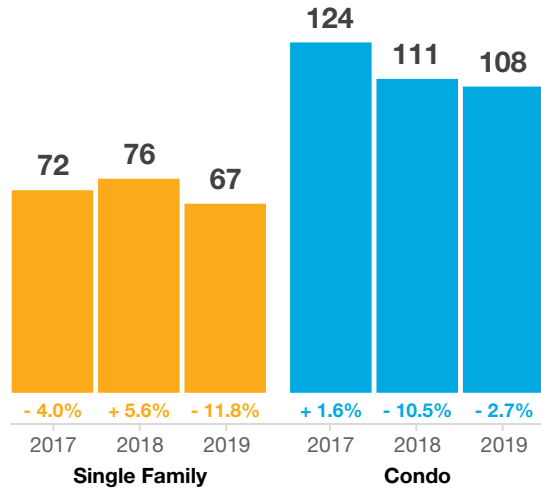


Housing Affordability Index

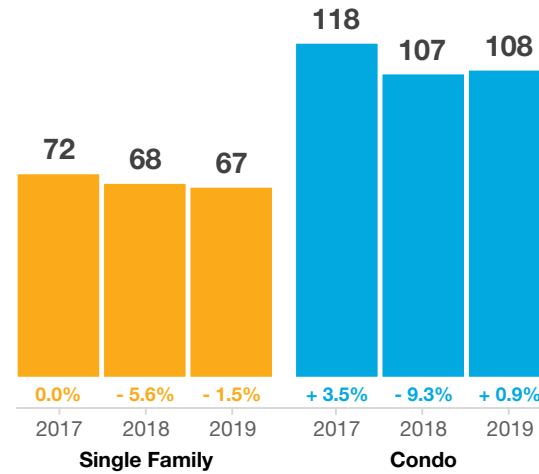
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

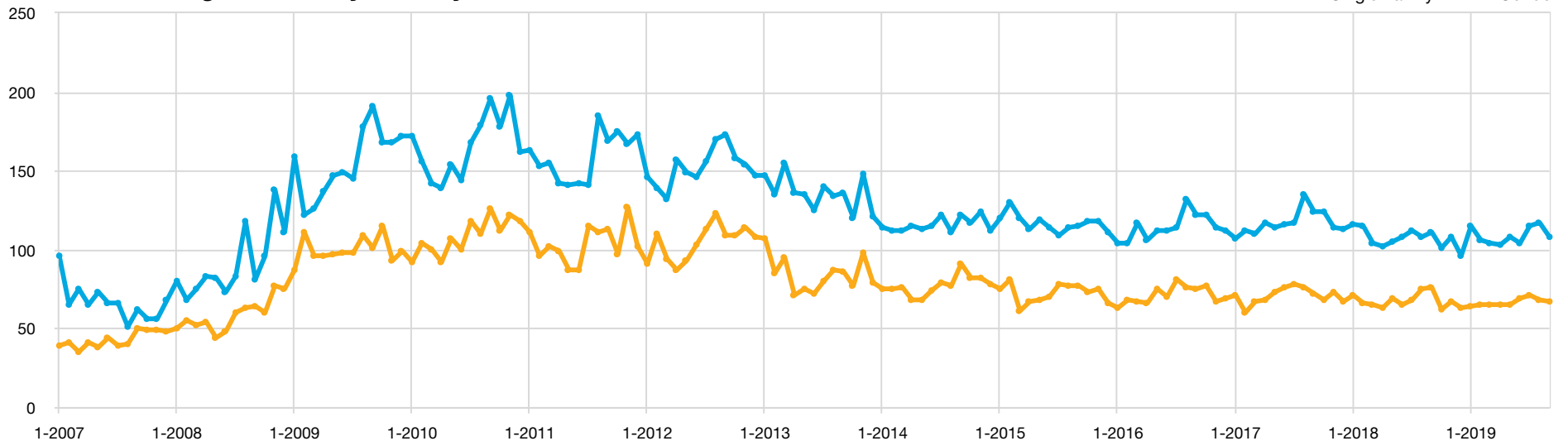


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	62	-8.8%	101	-18.5%
Nov-2018	67	-8.2%	108	-5.3%
Dec-2018	63	-6.0%	96	-15.0%
Jan-2019	64	-9.9%	115	-0.9%
Feb-2019	65	-1.5%	106	-7.8%
Mar-2019	65	0.0%	104	0.0%
Apr-2019	65	+3.2%	103	+1.0%
May-2019	65	-5.8%	108	+2.9%
Jun-2019	69	+6.2%	104	-3.7%
Jul-2019	71	+4.4%	115	+2.7%
Aug-2019	68	-9.3%	117	+8.3%
Sep-2019	67	-11.8%	108	-2.7%
12-Month Avg	66	-4.3%	107	-3.6%

Historical Housing Affordability Index by Month



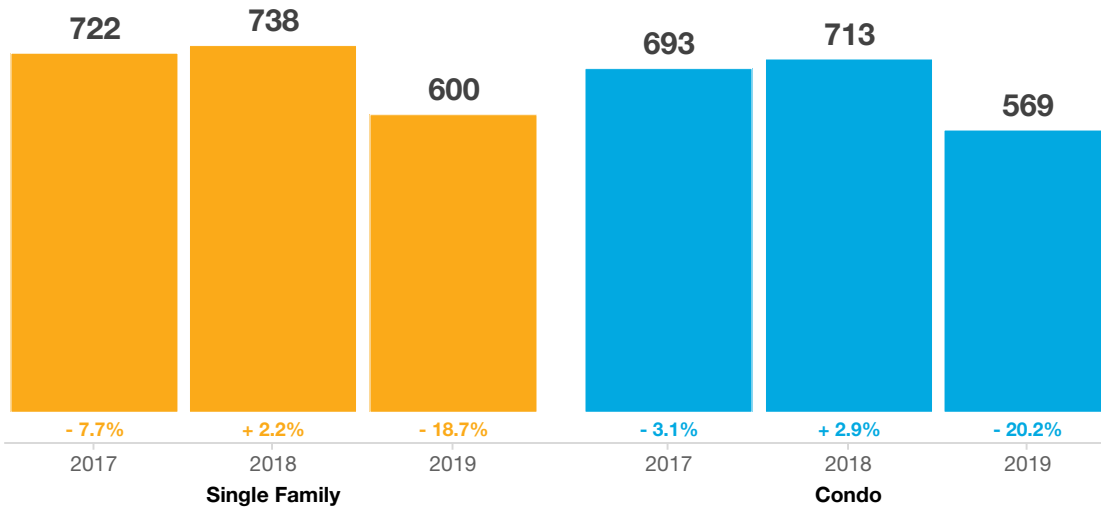
Inventory of Homes for Sale

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



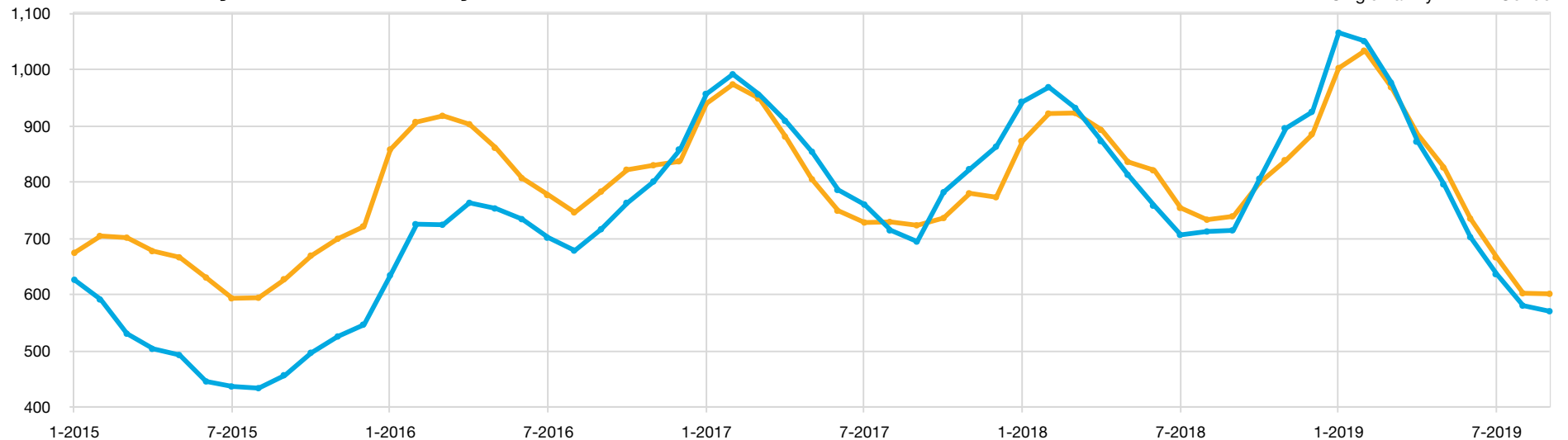
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September



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	798	+ 8.6%	805	+ 3.1%
Nov-2018	838	+ 7.6%	895	+ 8.9%
Dec-2018	884	+ 14.5%	924	+ 7.2%
Jan-2019	1,002	+ 14.9%	1,065	+ 13.1%
Feb-2019	1,033	+ 12.2%	1,050	+ 8.5%
Mar-2019	968	+ 5.0%	976	+ 4.8%
Apr-2019	884	- 0.9%	871	- 0.1%
May-2019	825	- 1.2%	795	- 2.1%
Jun-2019	734	- 10.5%	701	- 7.4%
Jul-2019	665	- 11.7%	635	- 9.9%
Aug-2019	601	- 17.9%	579	- 18.6%
Sep-2019	600	- 18.7%	569	- 20.2%
12-Month Avg	819	+ 0.6%	822	- 0.1%

Historical Inventory of Homes for Sale by Month



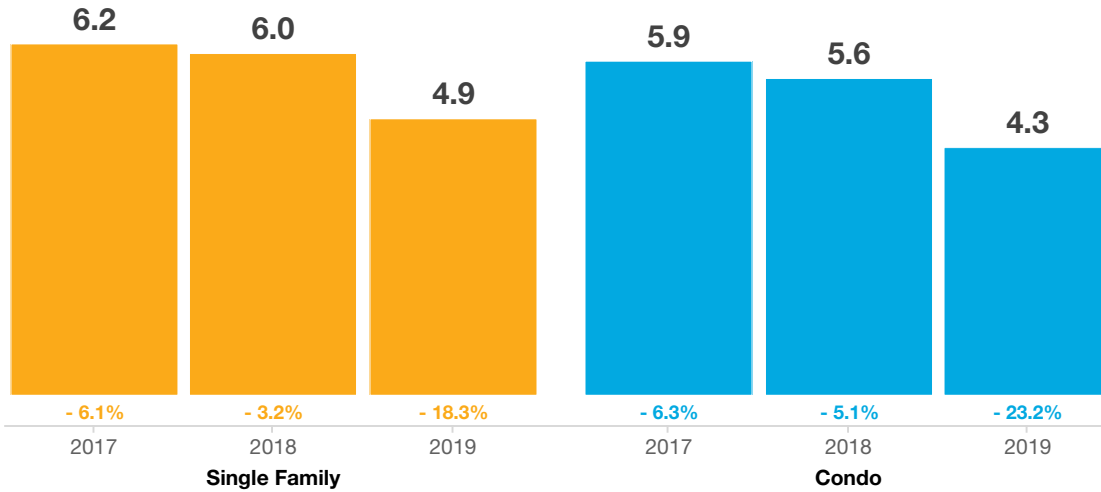
Months Supply of Inventory

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.



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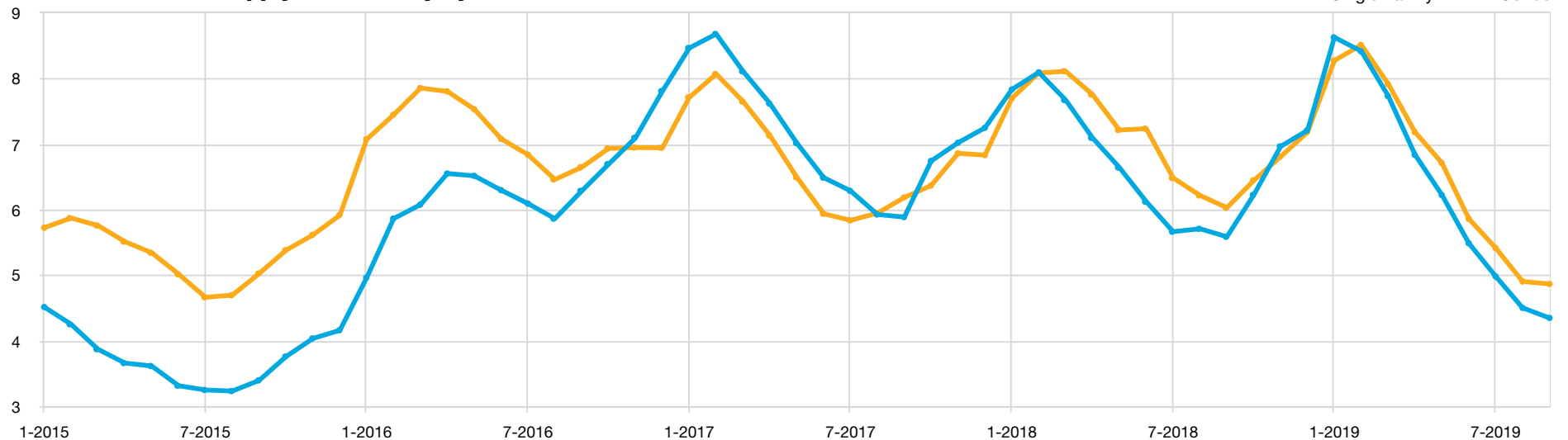
September



Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Oct-2018	6.4	0.0%	6.2	- 7.5%
Nov-2018	6.8	- 1.4%	7.0	0.0%
Dec-2018	7.2	+ 5.9%	7.2	0.0%
Jan-2019	8.3	+ 7.8%	8.6	+ 10.3%
Feb-2019	8.5	+ 4.9%	8.4	+ 3.7%
Mar-2019	7.9	- 2.5%	7.7	0.0%
Apr-2019	7.2	- 7.7%	6.8	- 4.2%
May-2019	6.7	- 6.9%	6.2	- 6.1%
Jun-2019	5.9	- 18.1%	5.5	- 9.8%
Jul-2019	5.4	- 16.9%	5.0	- 12.3%
Aug-2019	4.9	- 21.0%	4.5	- 21.1%
Sep-2019	4.9	- 18.3%	4.3	- 23.2%
12-Month Avg*	6.7	- 5.7%	6.5	- 4.8%

* Months Supply for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Bonita Springs-Estero

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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Key Metrics	Historical Sparkbars	9-2018	9-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		324	364	+ 12.3%	3,772	3,458	- 8.3%
Pending Sales		201	248	+ 23.4%	2,622	2,676	+ 2.1%
Closed Sales		194	215	+ 10.8%	2,580	2,559	- 0.8%
Days on Market Until Sale		80	102	+ 27.5%	90	96	+ 6.7%
Median Sales Price		\$280,000	\$299,999	+ 7.1%	\$294,000	\$299,000	+ 1.7%
Average Sales Price		\$328,492	\$374,794	+ 14.1%	\$382,388	\$394,960	+ 3.3%
Percent of List Price Received		96.3%	95.7%	- 0.6%	95.8%	95.6%	- 0.2%
Housing Affordability Index		96	90	- 6.3%	91	90	- 1.1%
Inventory of Homes for Sale		1,559	1,275	- 18.2%	—	—	—
Months Supply of Inventory		5.8	4.6	- 20.7%	—	—	—