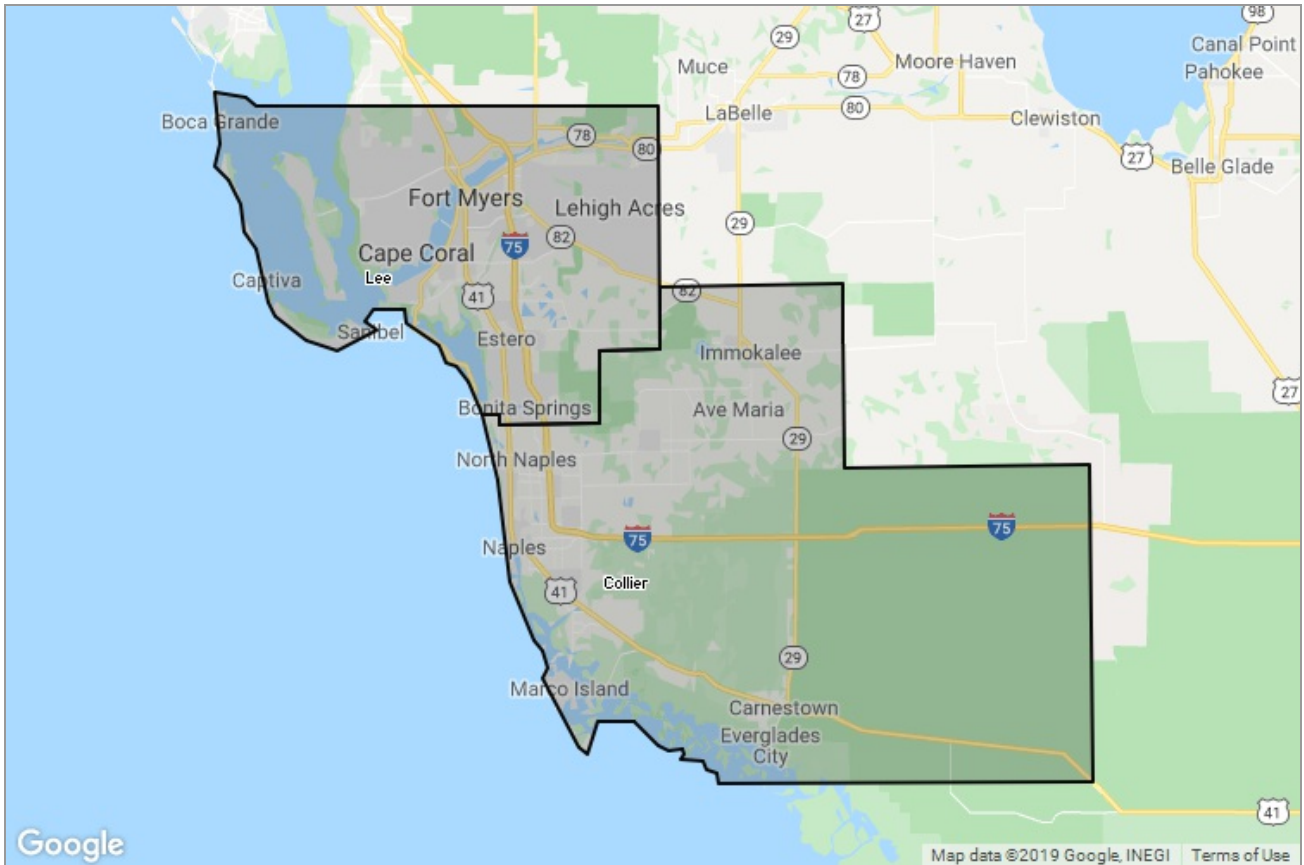




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
10/2018 – 10/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 11/06/2019

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

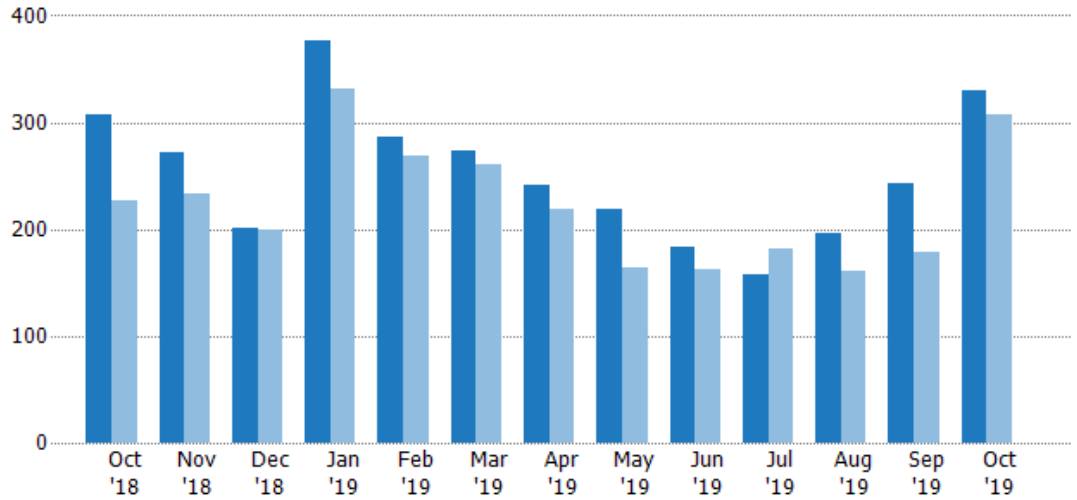
New Listings

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Oct '19	330	7.5%
Oct '18	307	35.2%
Oct '17	227	-4%



Current Year	307	272	201	376	287	273	242	218	183	157	196	243	330
Prior Year	227	234	200	331	269	260	219	164	162	181	160	179	307
Percent Change from Prior Year	35%	16%	1%	14%	7%	5%	11%	33%	13%	-13%	23%	36%	7%

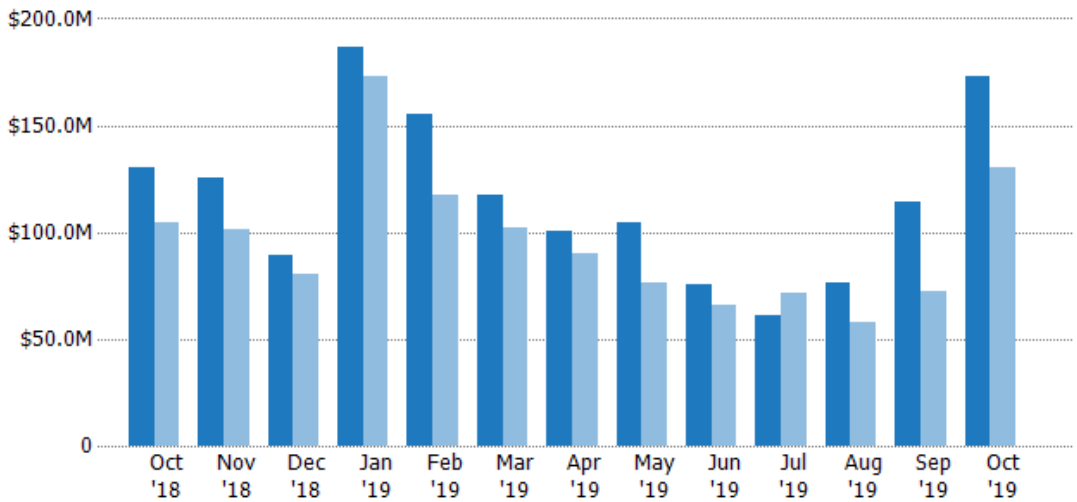
New Listing Volume

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.
Oct '19	\$173M	32.8%
Oct '18	\$130M	24.7%
Oct '17	\$104M	-8.6%



Current Year	\$130M	\$125M	\$88.9M	\$187M	\$155M	\$117M	\$101M	\$104M	\$75.9M	\$61.2M	\$76.4M	\$114M	\$173M
Prior Year	\$104M	\$101M	\$80.6M	\$173M	\$118M	\$102M	\$89.9M	\$76.4M	\$65.7M	\$71.5M	\$57.9M	\$72.1M	\$130M
Percent Change from Prior Year	25%	24%	10%	8%	32%	15%	12%	36%	15%	-14%	32%	59%	33%

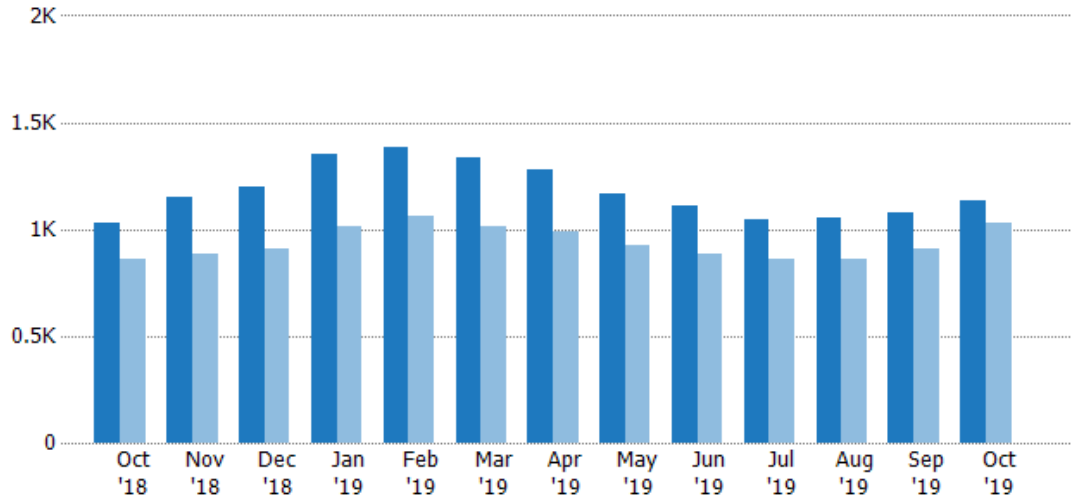
Active Listings

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.
Oct '19	1.14K	10.3%
Oct '18	1.03K	20.1%
Oct '17	857	-2.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	1.03K	1.15K	1.2K	1.36K	1.38K	1.34K	1.28K	1.17K	1.11K	1.05K	1.05K	1.07K	1.14K
Prior Year	857	884	905	1.02K	1.07K	1.01K	992	924	888	864	863	906	1.03K
Percent Change from Prior Year	20%	30%	32%	33%	30%	32%	29%	27%	25%	21%	22%	19%	10%

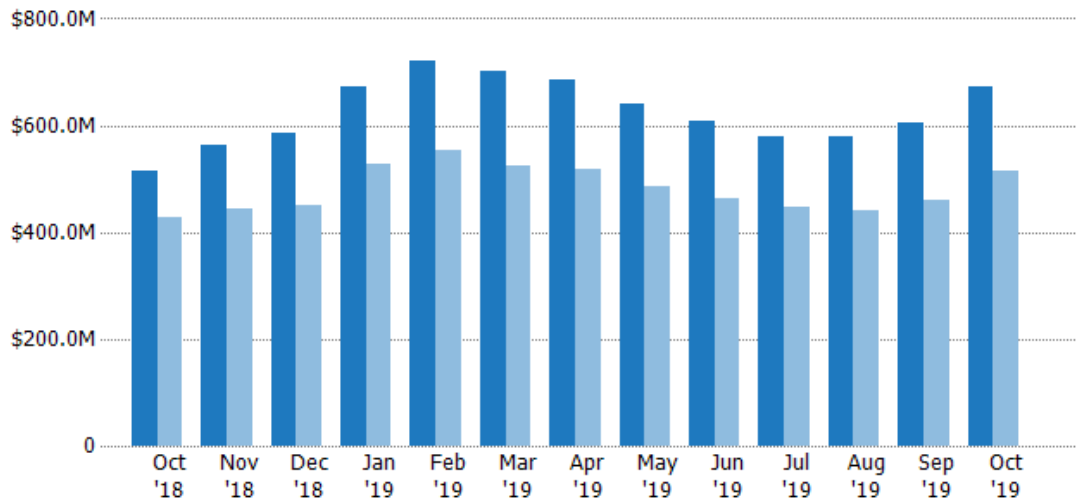
Active Listing Volume

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.
Oct '19	\$673M	30.7%
Oct '18	\$515M	20.1%
Oct '17	\$429M	0.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$515M	\$562M	\$585M	\$672M	\$720M	\$702M	\$685M	\$642M	\$610M	\$580M	\$578M	\$604M	\$673M
Prior Year	\$429M	\$443M	\$451M	\$527M	\$553M	\$526M	\$518M	\$485M	\$463M	\$448M	\$441M	\$460M	\$515M
Percent Change from Prior Year	20%	27%	30%	27%	30%	34%	32%	32%	32%	29%	31%	31%	31%

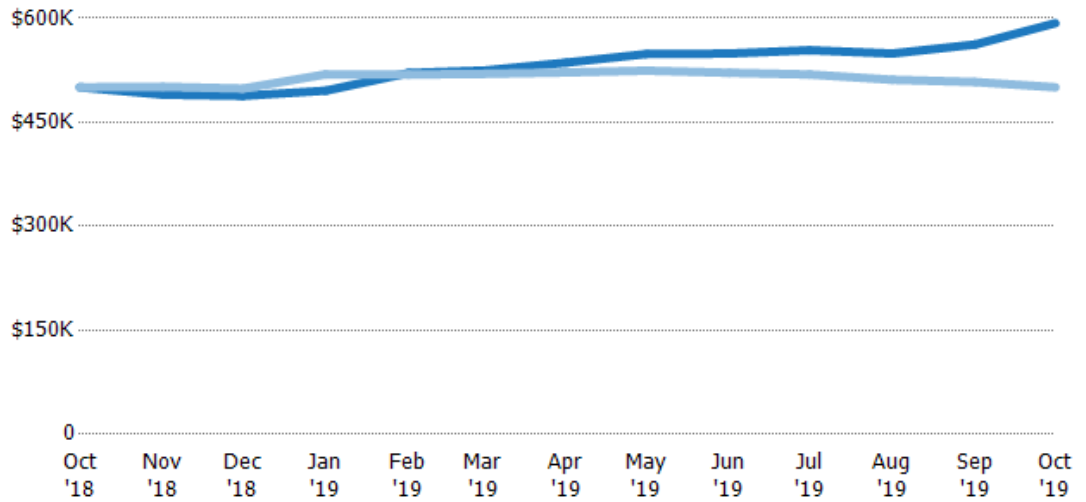
Average Listing Price

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.
Oct '19	\$593K	18.5%
Oct '18	\$501K	-
Oct '17	\$501K	3.2%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$501K	\$490K	\$488K	\$496K	\$521K	\$525K	\$536K	\$548K	\$549K	\$554K	\$549K	\$562K	\$593K
Prior Year	\$501K	\$501K	\$499K	\$519K	\$519K	\$520K	\$522K	\$524K	\$521K	\$519K	\$511K	\$508K	\$501K
Percent Change from Prior Year	0	-2%	-2%	-5%	0%	1%	3%	5%	5%	7%	7%	11%	18%

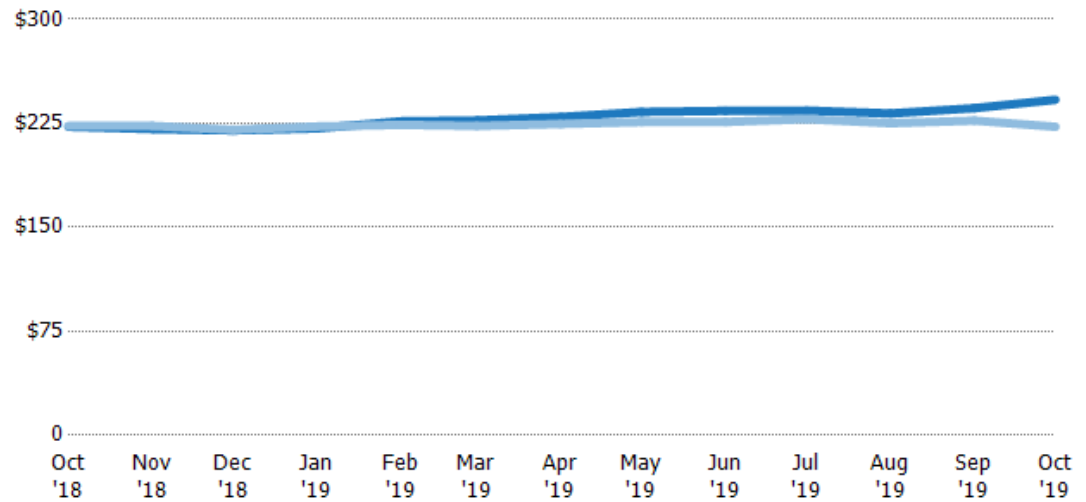
Average Listing Price per Sq Ft

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.
Oct '19	\$242	8.7%
Oct '18	\$223	-0.2%
Oct '17	\$223	1.5%



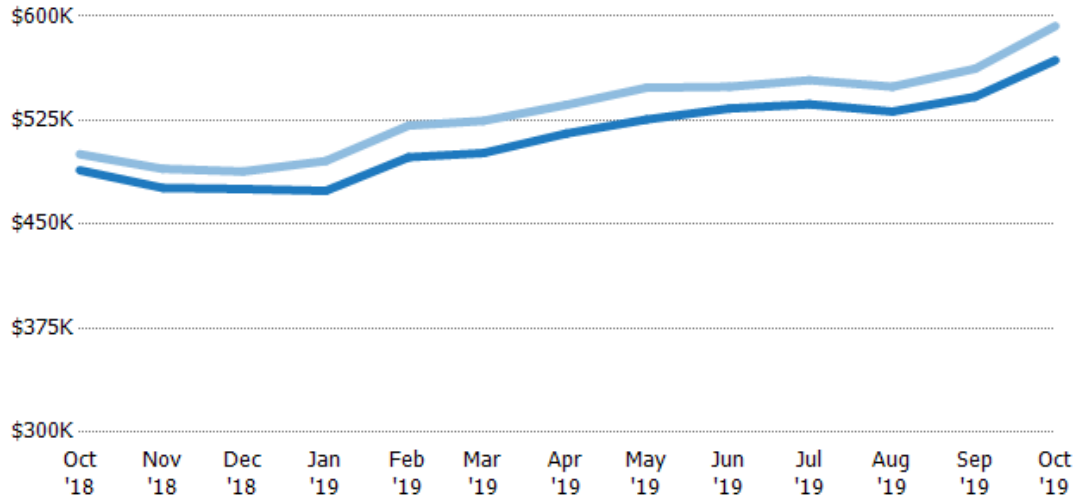
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$223	\$221	\$220	\$221	\$226	\$227	\$230	\$233	\$234	\$234	\$232	\$236	\$242
Prior Year	\$223	\$223	\$220	\$223	\$224	\$223	\$225	\$226	\$226	\$228	\$225	\$227	\$223
Percent Change from Prior Year	0%	-1%	0%	-1%	1%	2%	2%	3%	4%	3%	3%	4%	9%

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



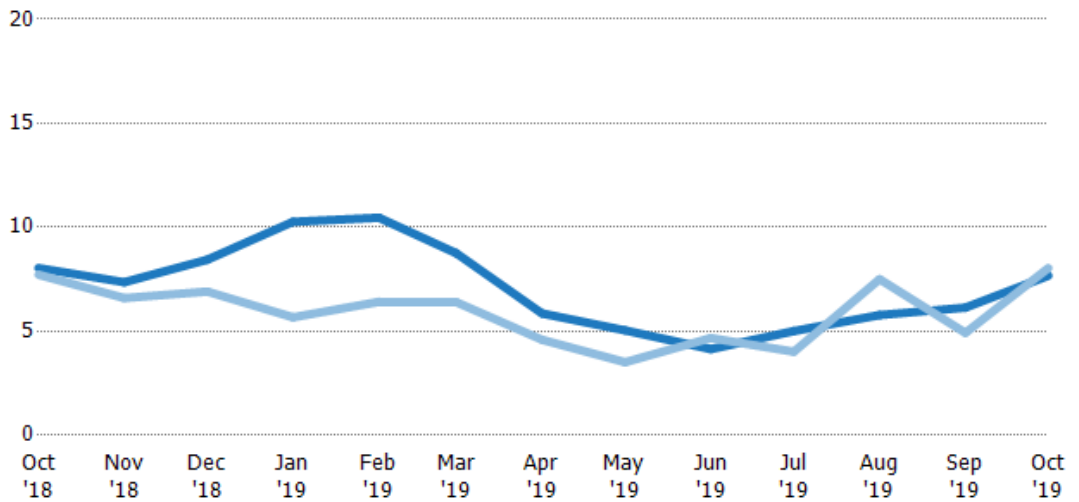
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$489K	\$476K	\$475K	\$474K	\$498K	\$501K	\$515K	\$526K	\$534K	\$537K	\$531K	\$542K	\$568K
Avg Listing Price	\$501K	\$490K	\$488K	\$496K	\$521K	\$525K	\$536K	\$548K	\$549K	\$554K	\$549K	\$562K	\$593K
Avg Listing Price as a % of Avg Est Value	102%	103%	103%	105%	105%	105%	104%	104%	103%	103%	103%	104%	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.
Oct '19	7.67	-4.6%
Oct '18	8.04	4.1%
Oct '17	7.72	-34.5%

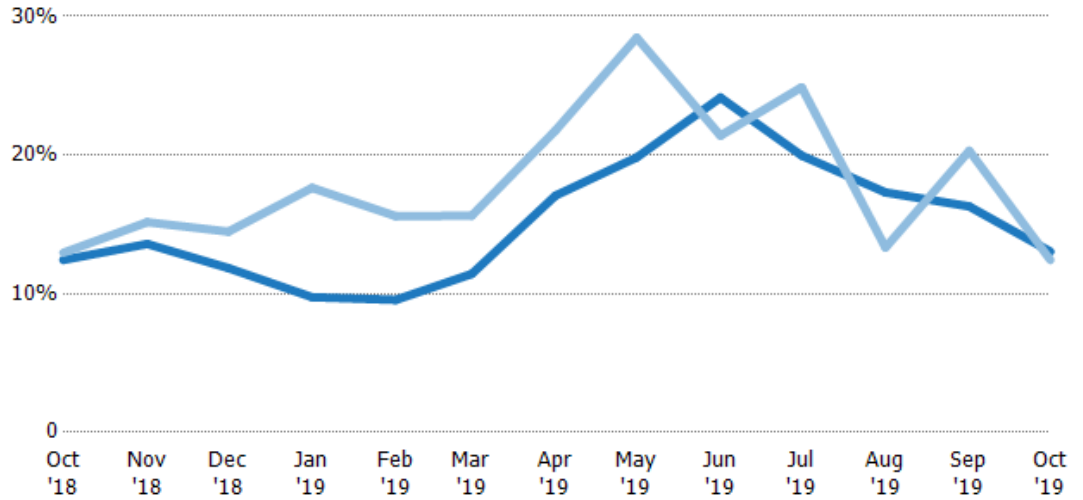
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Oct '19	13%	-0.6%
Oct '18	12%	0.5%
Oct '17	13%	52.7%



Current Year	12%	14%	12%	10%	10%	11%	17%	20%	24%	20%	17%	16%	13%
Prior Year	13%	15%	14%	18%	16%	16%	22%	28%	21%	25%	13%	20%	12%
Change from Prior Year	1%	2%	3%	8%	6%	4%	5%	9%	-3%	5%	-4%	4%	-1%

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



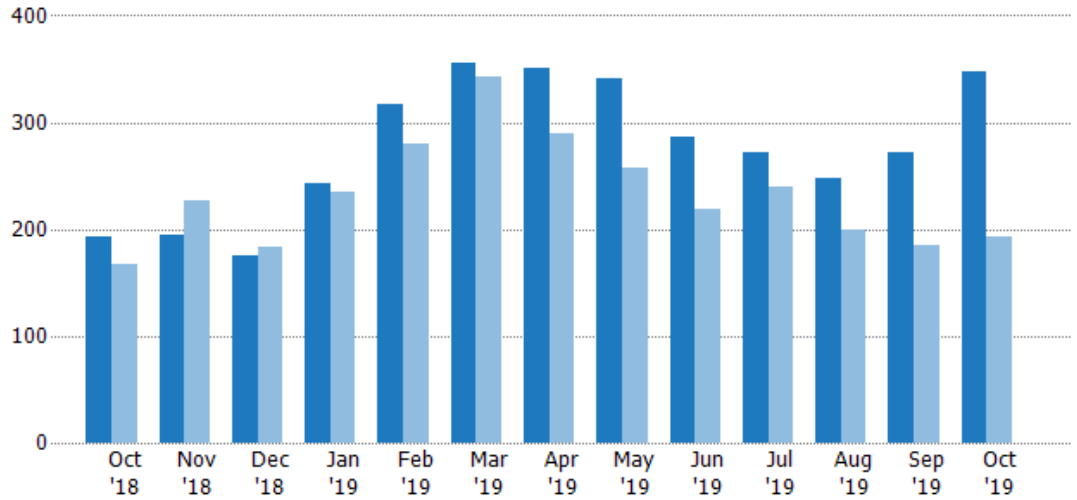
Pending Sales

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.
Oct '19	347	79.8%
Oct '18	193	15.6%
Oct '17	167	43.7%



Current Year	193	194	176	243	317	355	350	341	287	272	247	272	347
Prior Year	167	226	183	235	280	342	290	258	219	240	199	185	193
Percent Change from Prior Year	16%	-14%	-4%	3%	13%	4%	21%	32%	31%	13%	24%	47%	80%

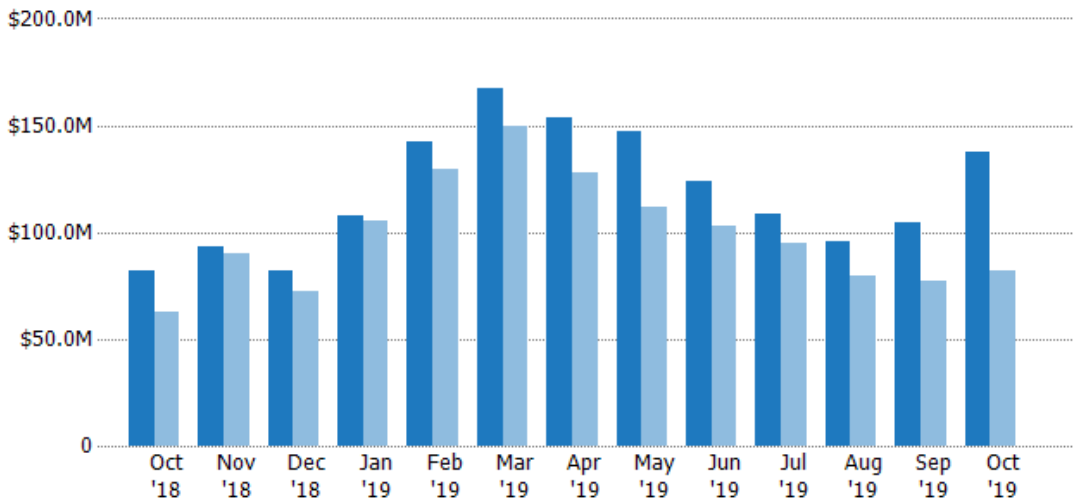
Pending Sales Volume

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.
Oct '19	\$138M	67.4%
Oct '18	\$82.3M	31.6%
Oct '17	\$62.5M	59%



Current Year	\$82.3M	\$93.2M	\$82M	\$107M	\$142M	\$167M	\$154M	\$147M	\$124M	\$109M	\$96M	\$105M	\$138M
Prior Year	\$62.5M	\$89.9M	\$72.7M	\$105M	\$130M	\$149M	\$128M	\$112M	\$103M	\$94.8M	\$79.6M	\$77.2M	\$82.3M
Percent Change from Prior Year	32%	4%	13%	2%	10%	12%	20%	32%	21%	15%	21%	36%	67%

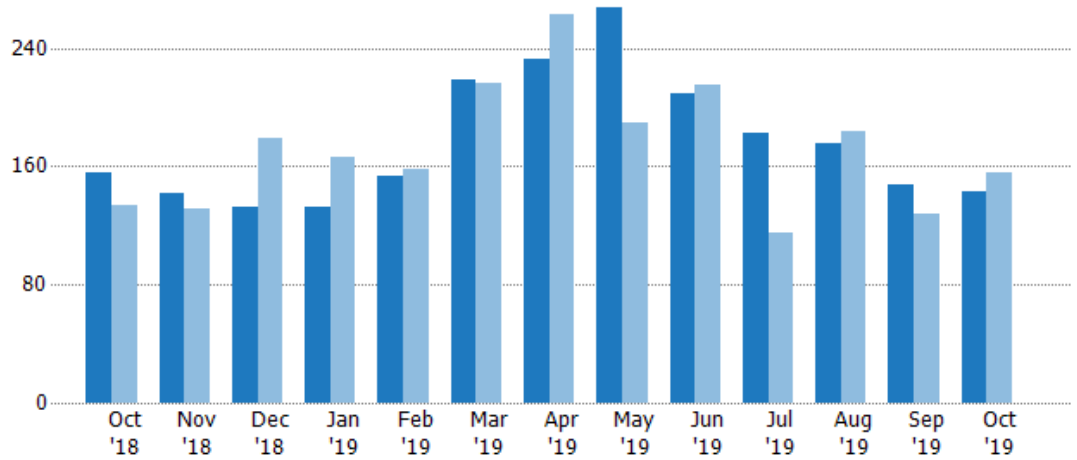
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Oct '19	143	-8.3%
Oct '18	156	16.4%
Oct '17	134	3.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	156	142	132	132	153	218	232	268	209	182	175	148	143
Prior Year	134	131	179	166	158	216	263	190	215	115	184	128	156
Percent Change from Prior Year	16%	8%	-26%	-20%	-3%	1%	-12%	41%	-3%	58%	-5%	16%	-8%

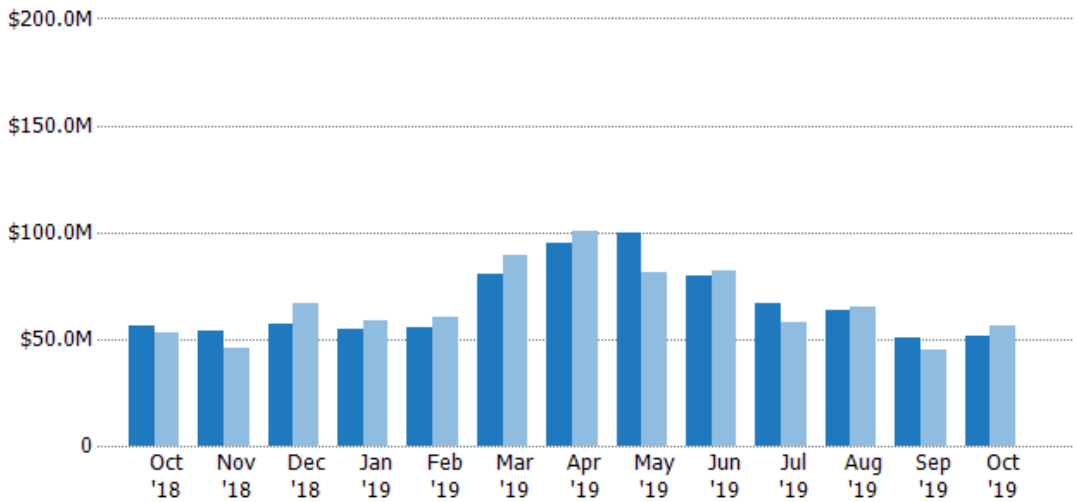
Closed Sales Volume

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.
Oct '19	\$51.4M	-8.2%
Oct '18	\$56M	5%
Oct '17	\$53.3M	-3.1%



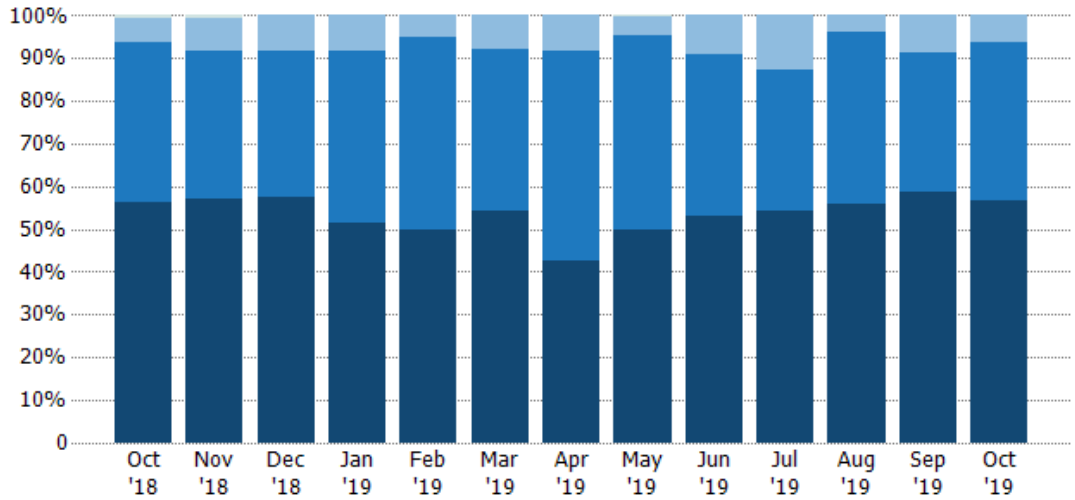
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$56M	\$53.5M	\$57M	\$54.6M	\$55.8M	\$80.6M	\$95.2M	\$100M	\$79.9M	\$67M	\$63.1M	\$51M	\$51.4M
Prior Year	\$53.3M	\$45.4M	\$66.5M	\$58.5M	\$60.2M	\$89.2M	\$100M	\$81.5M	\$81.8M	\$57.8M	\$64.9M	\$45M	\$56M
Percent Change from Prior Year	5%	18%	-14%	-7%	-7%	-10%	-5%	23%	-2%	16%	-3%	13%	-8%

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

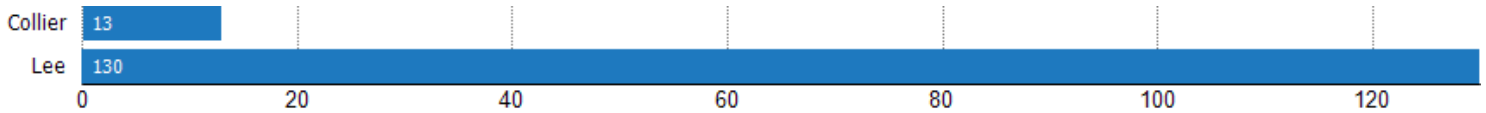


Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Other	1%	1%	-	-	-	-	-	0%	-	-	-	-	-
Multifamily/Multiplex	6%	8%	8%	8%	5%	8%	8%	4%	9%	13%	4%	9%	6%
Condo/Townhouse	37%	35%	34%	40%	45%	38%	49%	45%	38%	33%	40%	32%	37%
Single Family Residence	56%	57%	58%	52%	50%	54%	43%	50%	53%	54%	56%	59%	57%

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

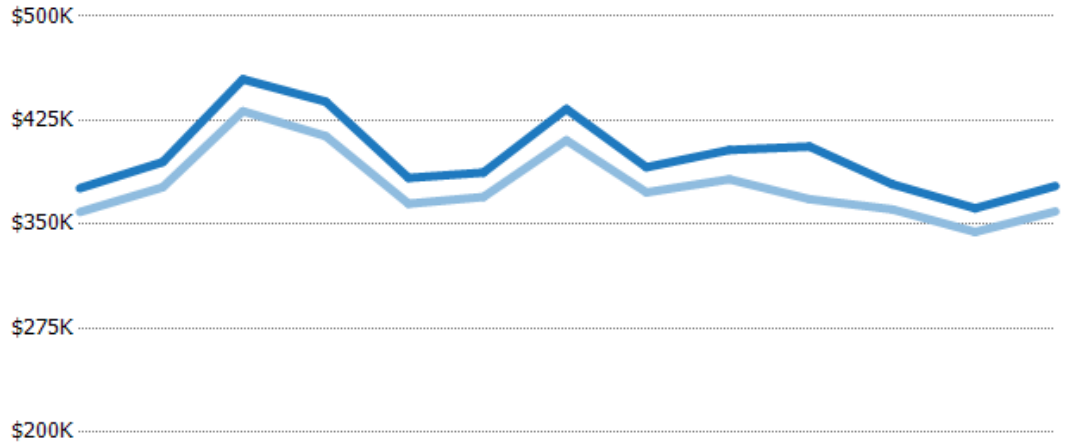


Average Sales Price vs Average Listing Price

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



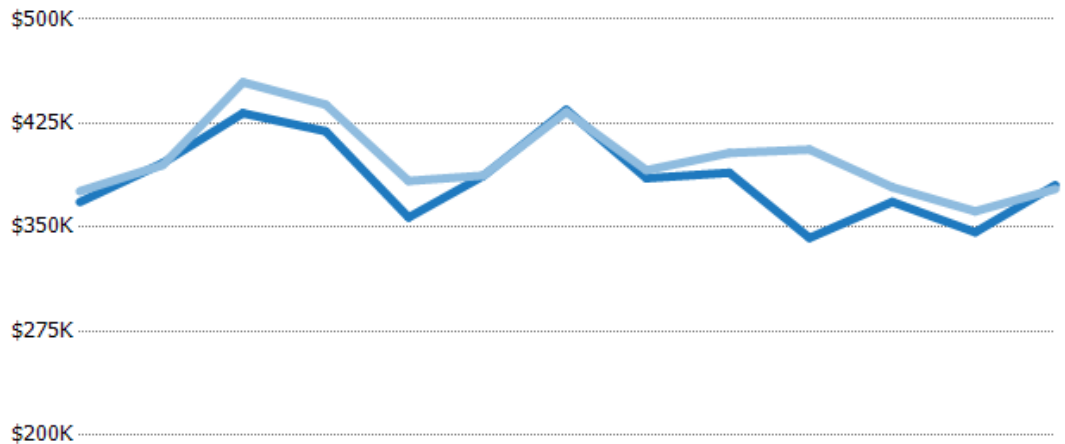
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg List Price	\$376K	\$395K	\$455K	\$438K	\$383K	\$387K	\$433K	\$391K	\$404K	\$406K	\$379K	\$362K	\$378K
Avg Sales Price	\$359K	\$377K	\$432K	\$414K	\$365K	\$370K	\$411K	\$373K	\$382K	\$368K	\$361K	\$344K	\$359K
Avg Sales Price as a % of Avg List Price	95%	95%	95%	94%	95%	95%	95%	95%	95%	91%	95%	95%	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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$368K	\$396K	\$432K	\$419K	\$357K	\$387K	\$435K	\$385K	\$389K	\$342K	\$368K	\$346K	\$380K
Avg Sales Price	\$376K	\$395K	\$455K	\$438K	\$383K	\$387K	\$433K	\$391K	\$404K	\$406K	\$379K	\$362K	\$378K
Avg Sales Price as a % of Avg Est Value	102%	100%	105%	105%	107%	100%	100%	102%	104%	119%	103%	104%	99%

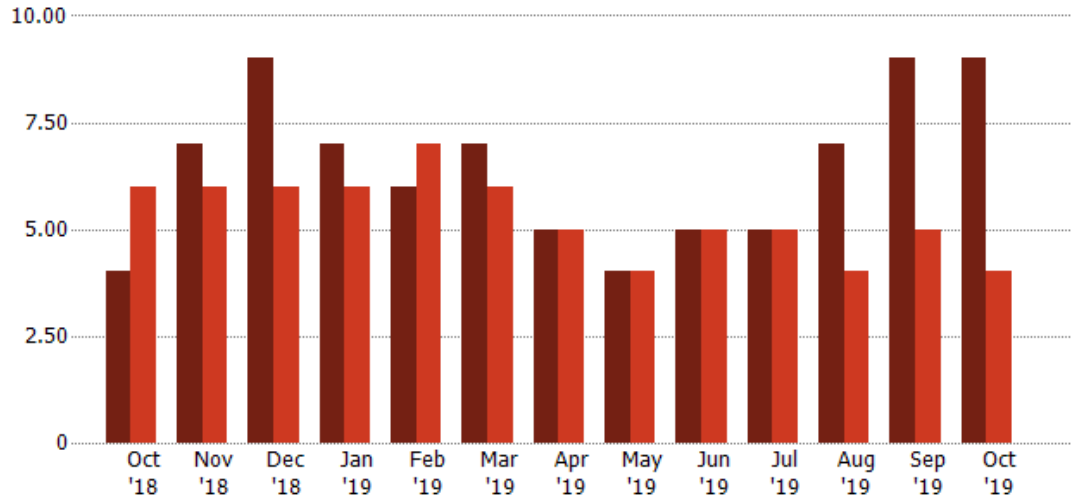
Distressed Listings

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.
Oct '19	9	125%
Oct '18	4	-33.3%
Oct '17	6	50%

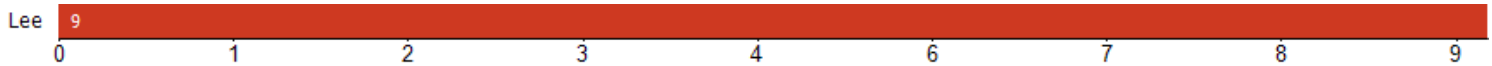


Current Year	4	7	9	7	6	7	5	4	5	5	7	9	9
Prior Year	6	6	6	6	7	6	5	4	5	5	4	5	4
Percent Change from Prior Year	-33%	17%	50%	17%	-14%	17%	0%	0%	0%	0%	75%	80%	125%

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: 11/06/2019

Scheduled: Yes

Report Date Range: From 10/2018 To: 10/2019

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 10/2019 data

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