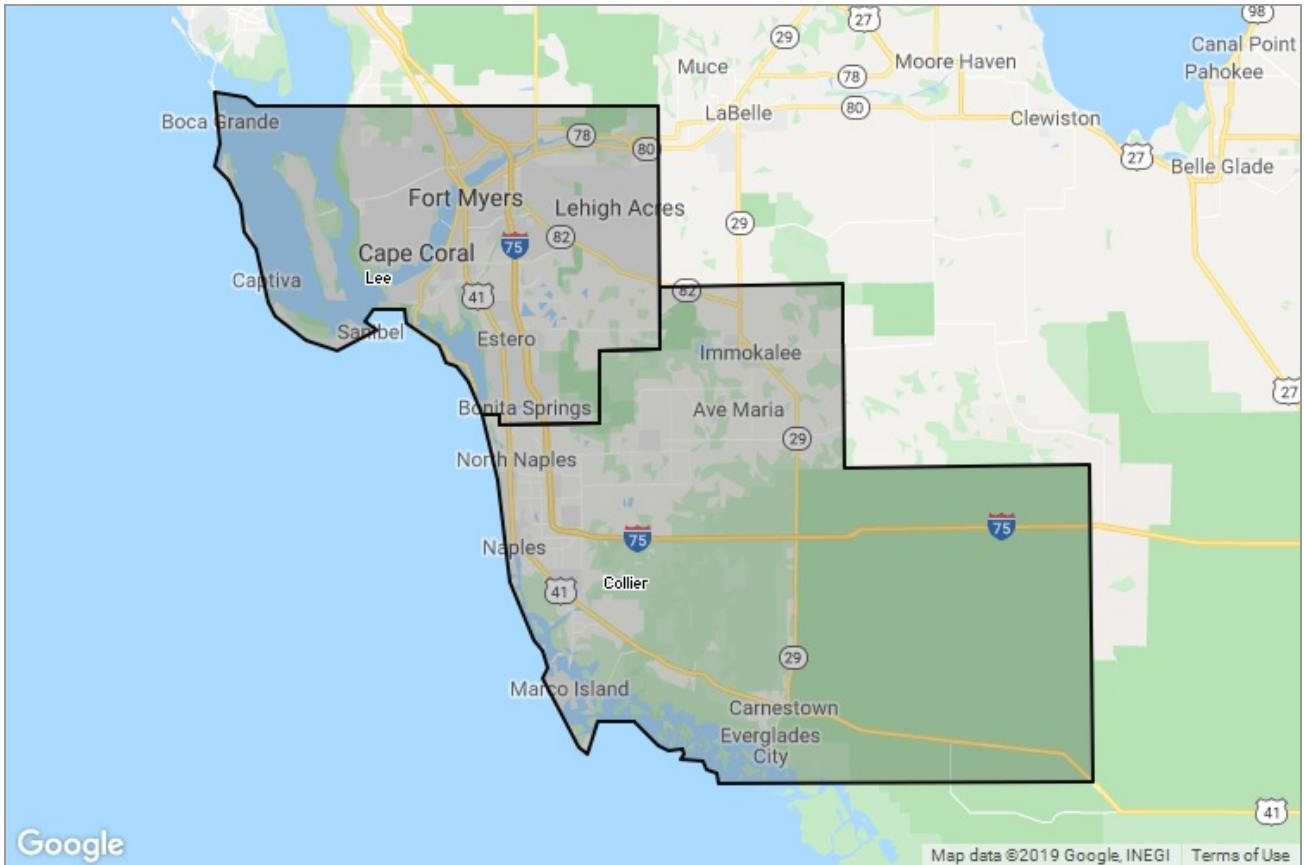# Monthly Market Data Report

Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2018 – 11/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/04/2019

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.

Month/Year	Count	% Chg.
Nov '19	258	-6.5%
Nov '18	276	9.5%
Nov '17	252	-20.6%
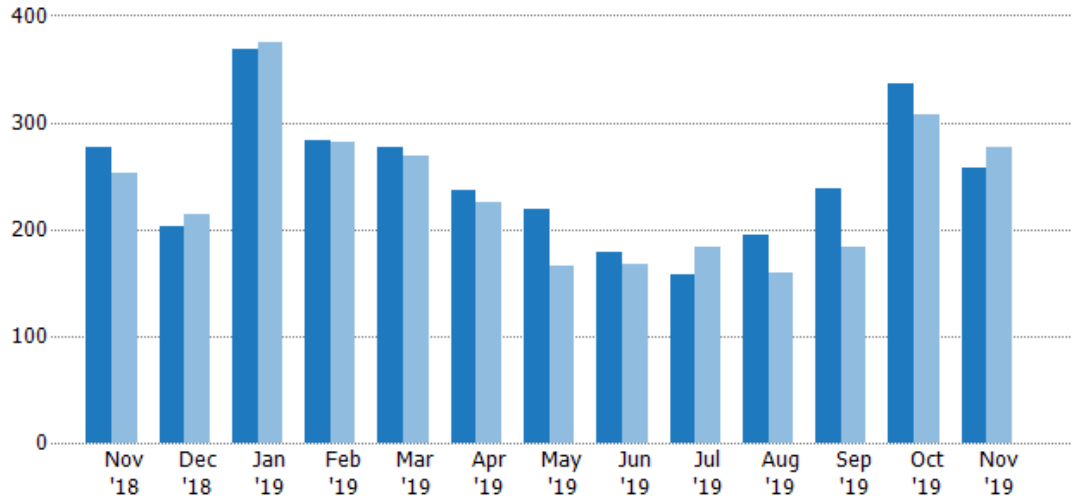
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	276	202	369	283	276	236	218	179	158	195	238	337	258
Prior Year	252	214	375	282	268	225	165	167	184	159	184	307	276
Percent Change from Prior Year	10%	-6%	-2%	0%	3%	5%	32%	7%	-14%	23%	29%	10%	-7%

New Listing Volume

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

Month/Year	Volume	% Chg.
Nov '19	$130M	1.7%
Nov '18	$128M	18.8%
Nov '17	$108M	-14.9%
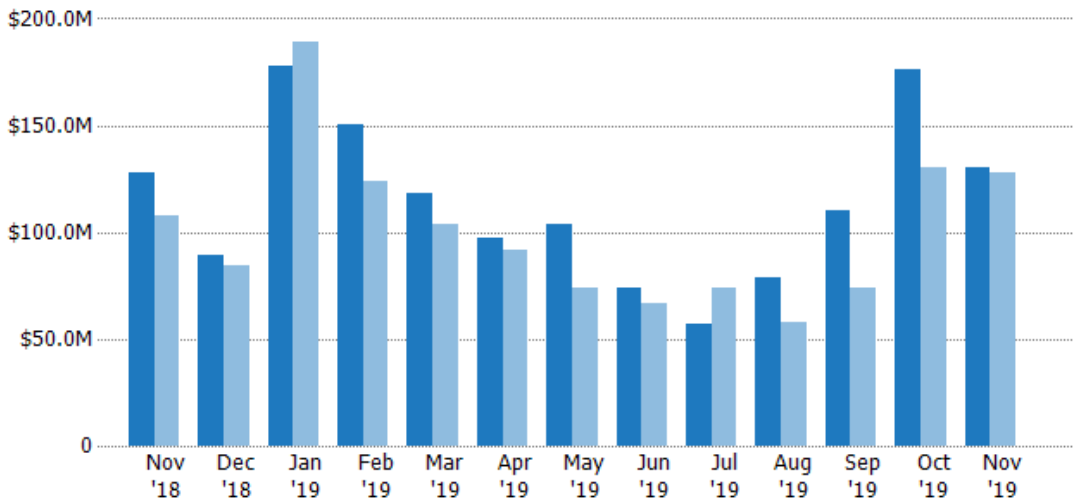
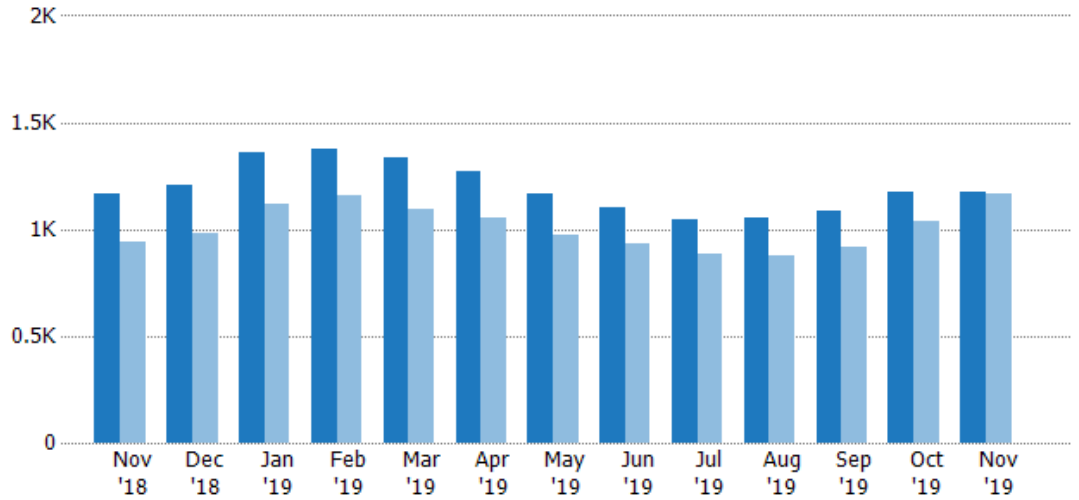|	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	$128M	$89.3M	$178M	$151M	$118M	$97.1M	$104M	$73.6M	$57.2M	$78.4M	$111M	$176M	$130M
Prior Year	$108M	$84.3M	$189M	$124M	$104M	$91.6M	$74M	$66.5M	$74M	$57.5M	$73.7M	$130M	$128M
Percent Change from Prior Year	19%	6%	-6%	22%	14%	6%	41%	11%	-23%	36%	50%	35%	2%

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.
Nov '19	1.18K	1%
Nov '18	1.16K	23.5%
Nov '17	942	-7.3%

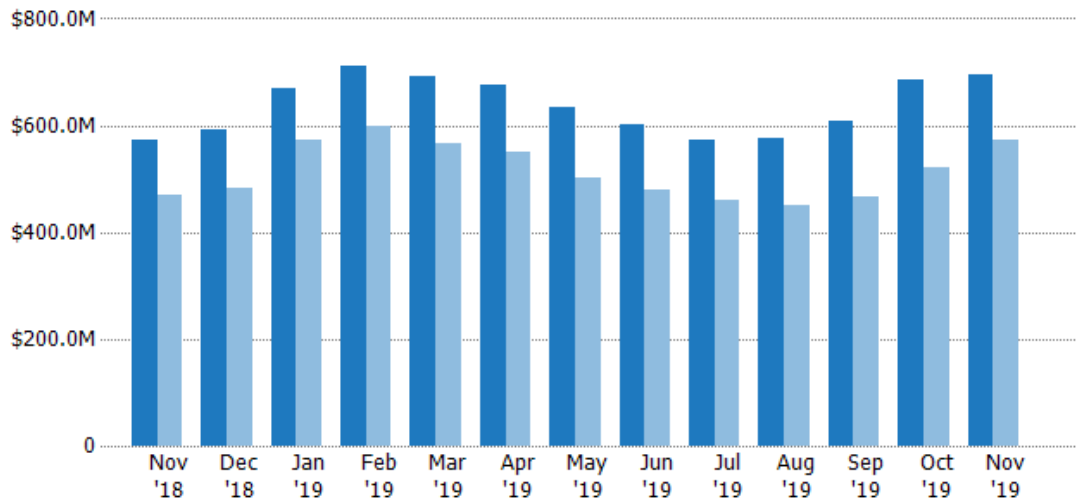|	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	1.16K	1.21K	1.36K	1.38K	1.34K	1.27K	1.17K	1.11K	1.04K	1.05K	1.08K	1.17K	1.18K
Prior Year	942	979	1.12K	1.16K	1.09K	1.06K	971	931	884	879	918	1.04K	1.16K
Percent Change from Prior Year	23%	24%	21%	18%	22%	20%	20%	19%	18%	20%	18%	13%	1%

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.
Nov '19	$695M	21.5%
Nov '18	$572M	21.4%
Nov '17	$471M	-4%

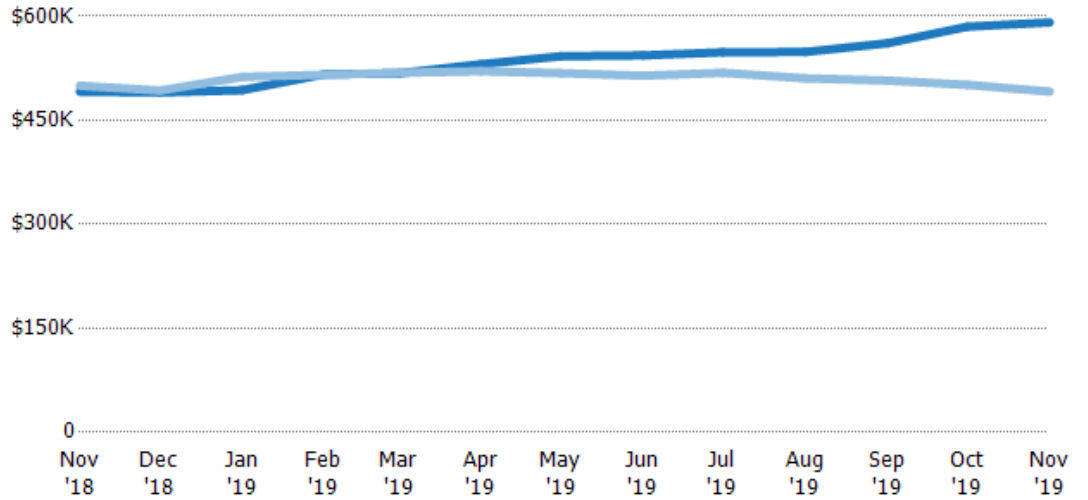|	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	$572M	$593M	$670M	$710M	$691M	$675M	$632M	$601M	$572M	$577M	$607M	$686M	$695M
Prior Year	$471M	$483M	$573M	$599M	$566M	$551M	$503M	$479M	$458M	$449M	$466M	$522M	$572M
Percent Change from Prior Year	21%	23%	17%	19%	22%	23%	26%	25%	25%	29%	30%	32%	22%

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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.
Nov '19	$591K	20.3%
Nov '18	$491K	-1.7%
Nov '17	$500K	3.6%

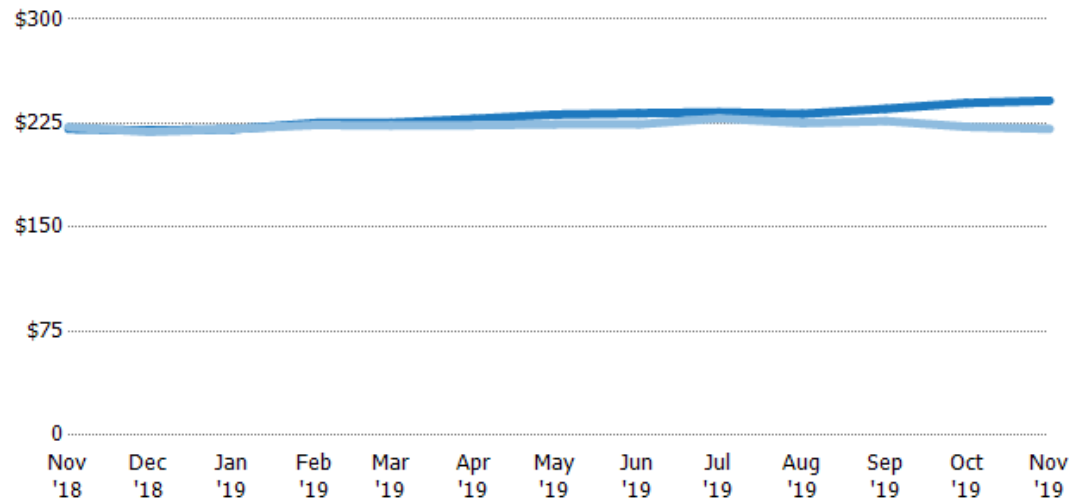| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $491K | $490K | $493K | $516K | $518K | $531K | $542K | $544K | $548K | $549K | $561K | $585K | $591K |
| Prior Year | $500K | $493K | $513K | $516K | $519K | $521K | $518K | $514K | $519K | $511K | $507K | $501K | $491K |
| Percent Change from Prior Year | -2% | -1% | -4% | 0% | 0% | 2% | 5% | 6% | 6% | 7% | 11% | 17% | 20% |

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.
Nov '19	$241	9.2%
Nov '18	$221	-0.6%
Nov '17	$222	1%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	$221	$220	$221	$225	$225	$228	$231	$232	$233	$232	$235	$240	$241
Prior Year	$222	$219	$221	$224	$223	$224	$224	$224	$229	$225	$227	$223	$221
Percent Change from Prior Year	-1%	0%	0%	1%	1%	2%	3%	4%	2%	3%	4%	8%	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
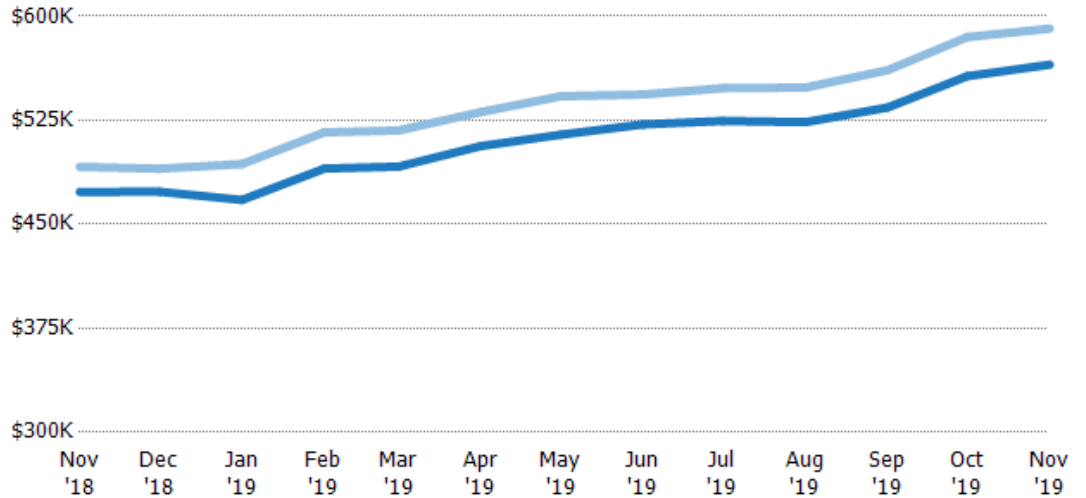
County: Collier County, Florida, Lee County, Florida

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	$473K	$473K	$468K	$490K	$492K	$506K	$515K	$522K	$524K	$524K	$534K	$557K	$565K
Avg Listing Price	$491K	$490K	$493K	$516K	$518K	$531K	$542K	$544K	$548K	$549K	$561K	$585K	$591K
Avg Listing Price as a % of Avg Est Value	104%	104%	106%	105%	105%	105%	105%	104%	105%	105%	105%	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
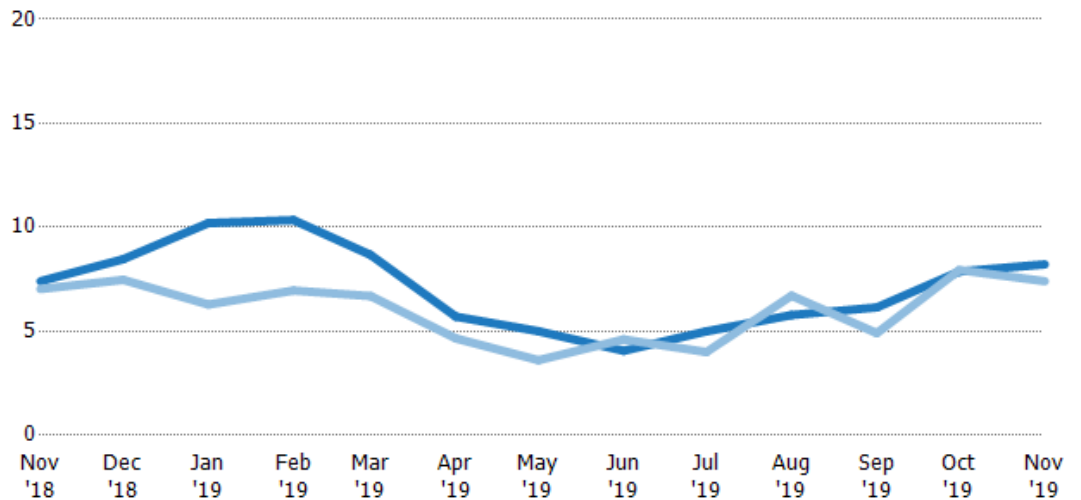
Month/Year	Months	% Chg.
Nov '19	8.22	10.9%
Nov '18	7.41	5.4%
Nov '17	7.03	-10%

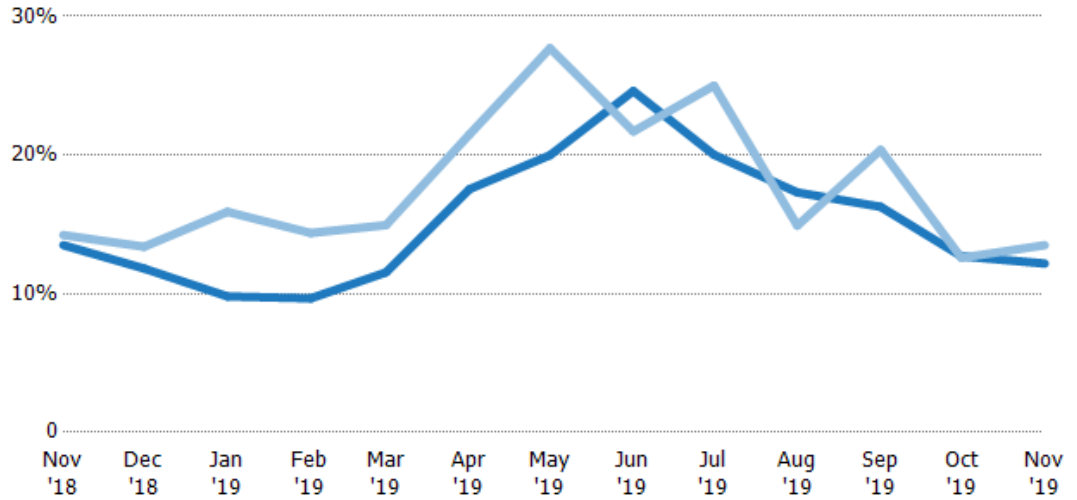|	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	7.41	8.46	10.2	10.3	8.67	5.7	5	4.06	5	5.78	6.15	7.87	8.22
Prior Year	7.03	7.47	6.29	6.96	6.69	4.66	3.61	4.61	4	6.71	4.91	7.95	7.41
Percent Change from Prior Year	5%	13%	62%	49%	30%	23%	39%	-12%	25%	-14%	25%	-1%	11%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Nov '19	12%	1.3%
Nov '18	13%	0.7%
Nov '17	14%	11.1%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	13%	12%	10%	10%	12%	18%	20%	25%	20%	17%	16%	13%	12%
Prior Year	14%	13%	16%	14%	15%	21%	28%	22%	25%	15%	20%	13%	13%
Change from Prior Year	1%	2%	6%	5%	3%	4%	8%	-3%	5%	-2%	4%	0%	1%

Absorption Rate (By County)

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

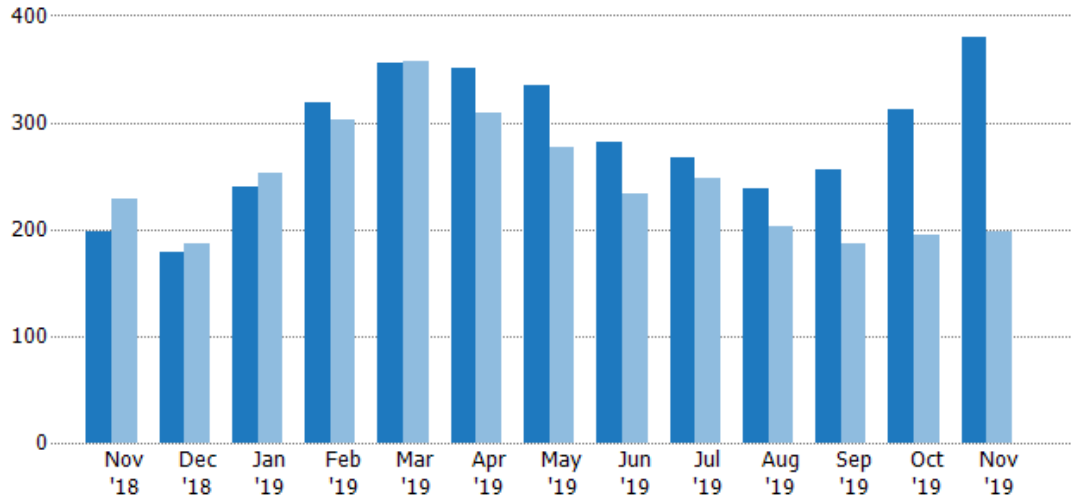Filters Used: County: Collier County, Florida, Lee County, Florida

Collier: 6.66 %
Lee: 14.94 %

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.
Nov '19	380	92.9%
Nov '18	197	-13.6%
Nov '17	228	2.2%

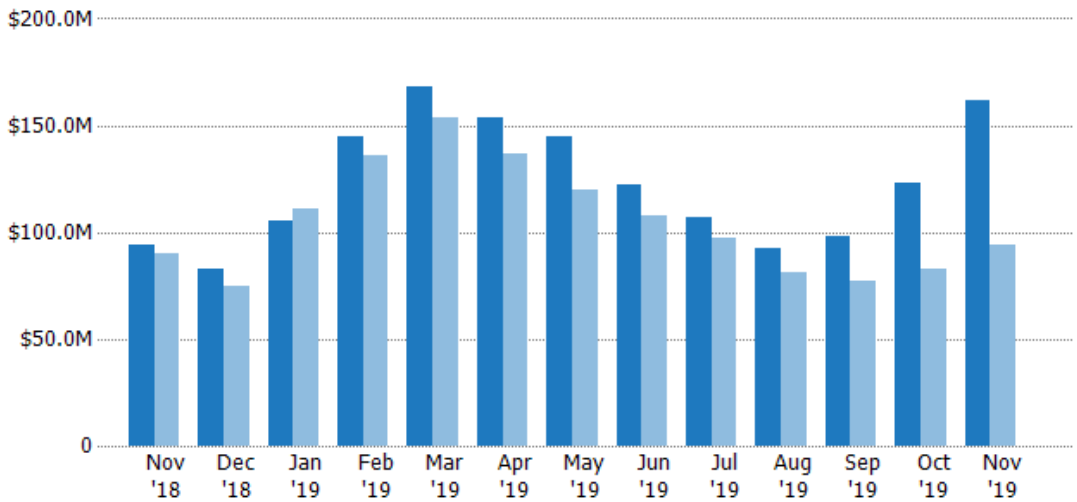|	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	197	178	240	318	356	351	335	282	267	238	255	312	380
Prior Year	228	187	252	302	358	309	277	233	248	202	187	194	197
Percent Change from Prior Year	-14%	-5%	-5%	5%	-1%	14%	21%	21%	8%	18%	36%	61%	93%

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.
Nov '19	$161M	71%
Nov '18	$94.4M	4.7%
Nov '17	$90.1M	15.6%

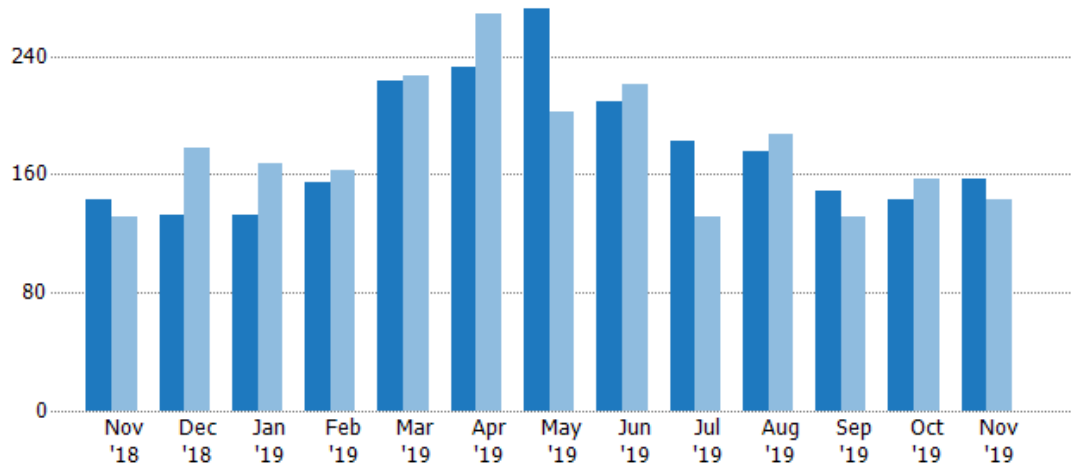|	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	$94.4M	$82.6M	$105M	$145M	$168M	$154M	$145M	$122M	$107M	$92.4M	$98M	$123M	$161M
Prior Year	$90.1M	$74.4M	$111M	$136M	$154M	$137M	$120M	$108M	$97.6M	$81.3M	$77.5M	$82.9M	$94.4M
Percent Change from Prior Year	5%	11%	-5%	7%	9%	13%	21%	13%	9%	14%	26%	49%	71%

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Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Nov '19	157	9.8%
Nov '18	143	9.2%
Nov '17	131	13.7%

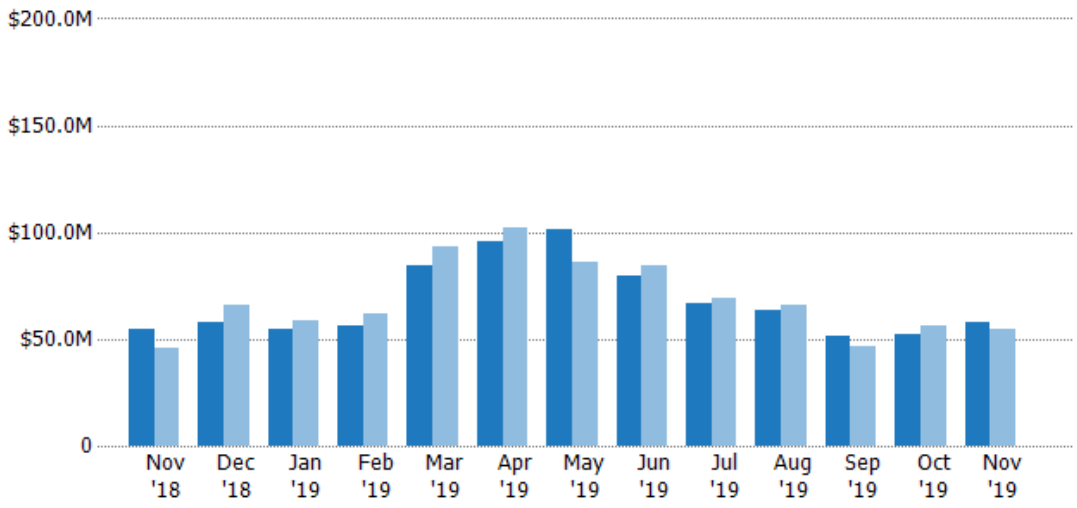| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 143 | 133 | 133 | 154 | 223 | 233 | 272 | 209 | 182 | 176 | 149 | 143 | 157 |
| Prior Year | 131 | 178 | 167 | 163 | 227 | 269 | 202 | 221 | 131 | 187 | 131 | 157 | 143 |
| Percent Change from Prior Year | 9% | -25% | -20% | -6% | -2% | -13% | 35% | -5% | 39% | -6% | 14% | -9% | 10% |

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.
Nov '19	$57.6M	6.1%
Nov '18	$54.2M	18.8%
Nov '17	$45.6M	22.6%

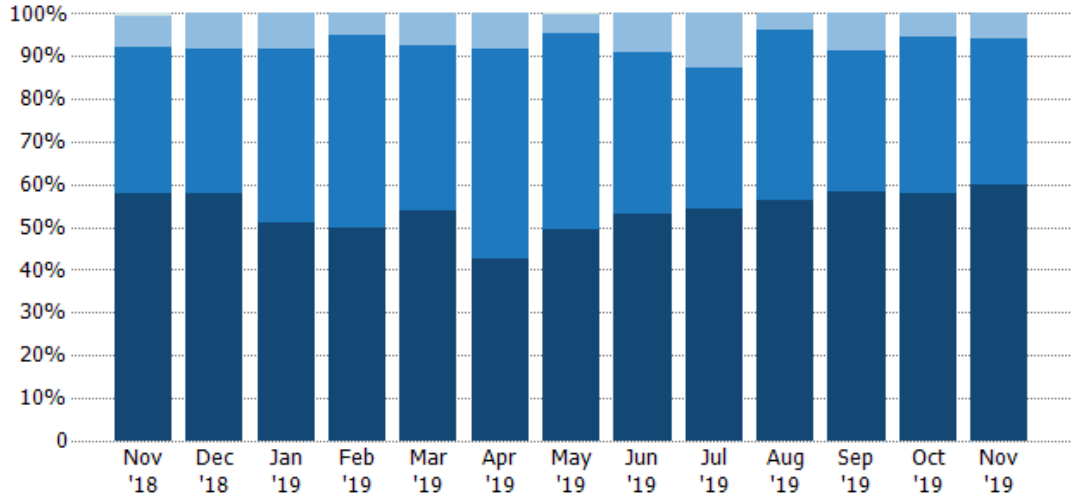|	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	$54.2M	$57.6M	$54.8M	$56.1M	$84.2M	$95.9M	$101M	$79.9M	$67M	$63.7M	$51.2M	$51.9M	$57.6M
Prior Year	$45.6M	$66.1M	$58.6M	$62.1M	$93M	$102M	$85.7M	$84.1M	$69.2M	$65.9M	$46.7M	$56.1M	$54.2M
Percent Change from Prior Year	19%	-13%	-7%	-10%	-9%	-6%	18%	-5%	-3%	-3%	10%	-7%	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

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Other	1%	-	-	-	-	-	0%	-	-	-	-	-	-
Multifamily/Multiplex	7%	8%	8%	5%	8%	8%	4%	9%	13%	4%	9%	6%	6%
Condo/Townhouse	34%	34%	41%	45%	39%	49%	46%	38%	33%	40%	33%	36%	34%
Single Family Residence	58%	58%	51%	50%	54%	42%	50%	53%	54%	56%	58%	58%	60%

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
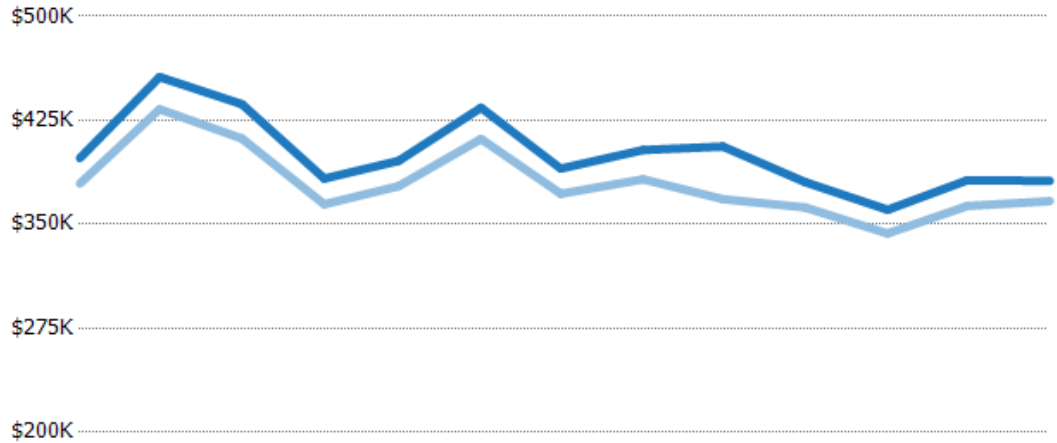
12/4/2019

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

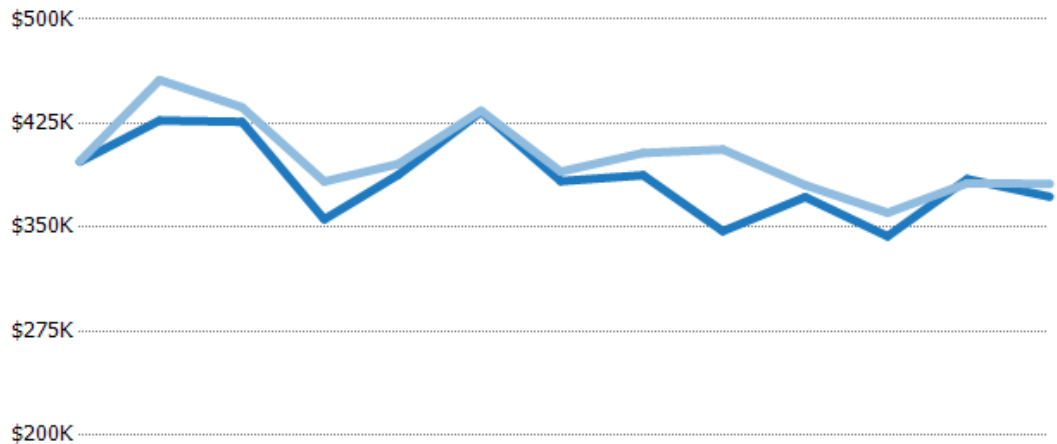County: Collier County, Florida, Lee County, Florida

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg List Price	$398K	$456K	$437K	$383K	$396K	$434K	$390K	$404K	$406K	$380K	$360K	$382K	$381K
Avg Sales Price	$379K	$433K	$412K	$364K	$378K	$412K	$372K	$382K	$368K	$362K	$343K	$363K	$367K
Avg Sales Price as a % of Avg List Price	95%	95%	94%	95%	95%	95%	95%	95%	91%	95%	95%	95%	96%

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

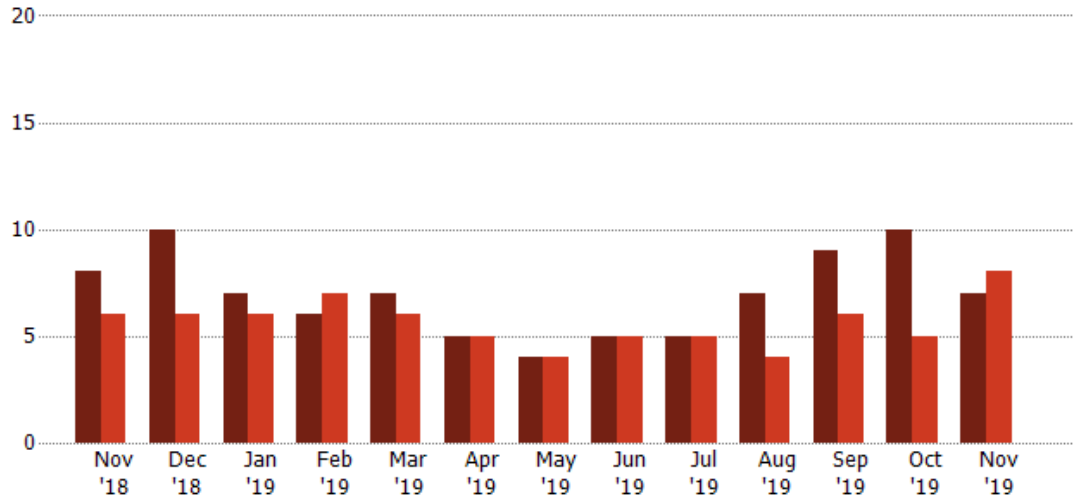|	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	$397K	$427K	$426K	$356K	$388K	$433K	$383K	$388K	$347K	$372K	$343K	$385K	$372K
Avg Sales Price	$398K	$456K	$437K	$383K	$396K	$434K	$390K	$404K	$406K	$380K	$360K	$382K	$381K
Avg Sales Price as a % of Avg Est Value	100%	107%	102%	108%	102%	100%	102%	104%	117%	102%	105%	99%	103%

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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.
Nov '19	7	-12.5%
Nov '18	8	33.3%
Nov '17	6	100%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	8	10	7	6	7	5	4	5	5	7	9	10	7
Prior Year	6	6	6	7	6	5	4	5	5	4	6	5	8
Percent Change from Prior Year	33%	67%	17%	-14%	17%	0%	0%	0%	0%	75%	50%	100%	-13%

Distressed Listings (By County)

The number of distressed single-family, condominum 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
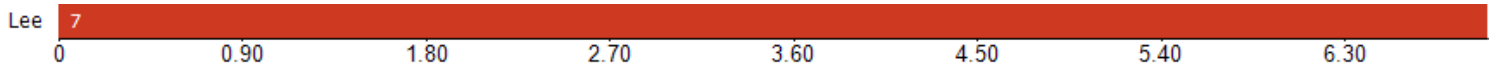
Appendix

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: 12/04/2019

Scheduled: Yes

Report Date Range: From: 11/2018 To: 11/2019

Information Included

☑ **Include Cover Sheet**   ☑ **Averages**

☐ **Include Key Metric Summary**   ☑ **Include Appendix**   ☐ **Medians**

☑ **Include Metrics By: County**

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 11/2019 data

☐ **Listing Activity by ZIP**

☐ **Listing Activity by Metro Area**

☐ **Sales Activity by ZIP**

☐ **Sales Activity by Metro Area**