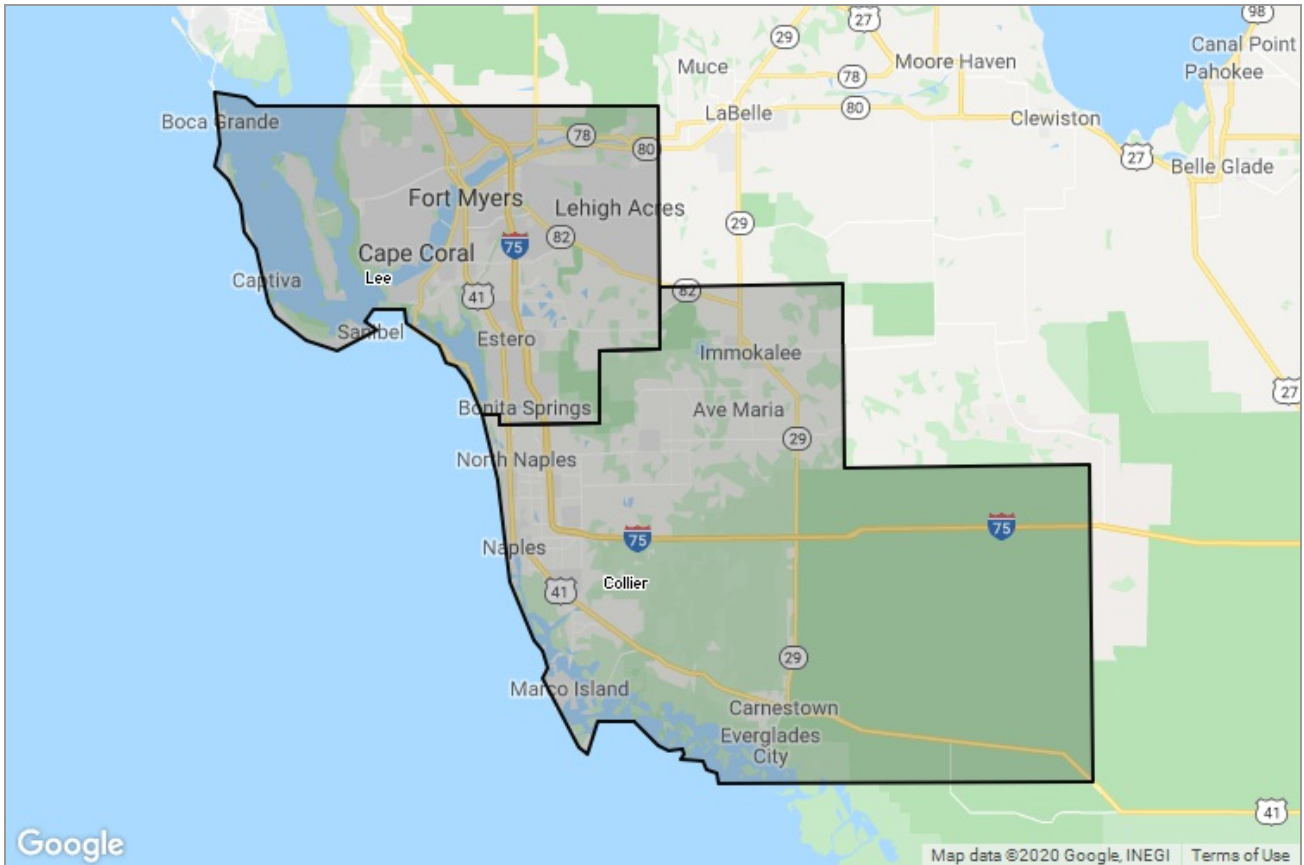# Monthly Market Data Report

Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2018 – 12/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/04/2020

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
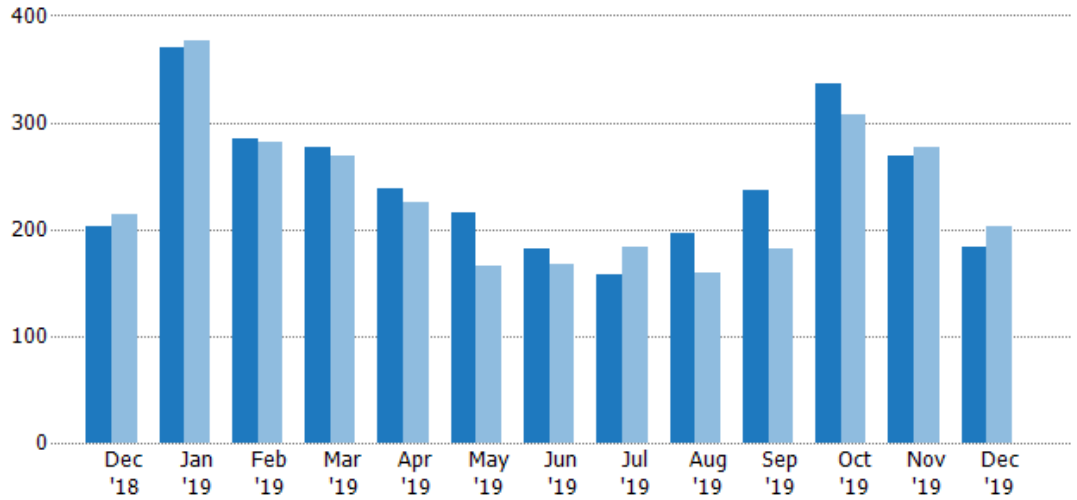
BONITA SPRINGS·ESTERO REALTORS®

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.
Dec '19	184	-9.4%
Dec '18	203	-5.1%
Dec '17	214	-4.7%

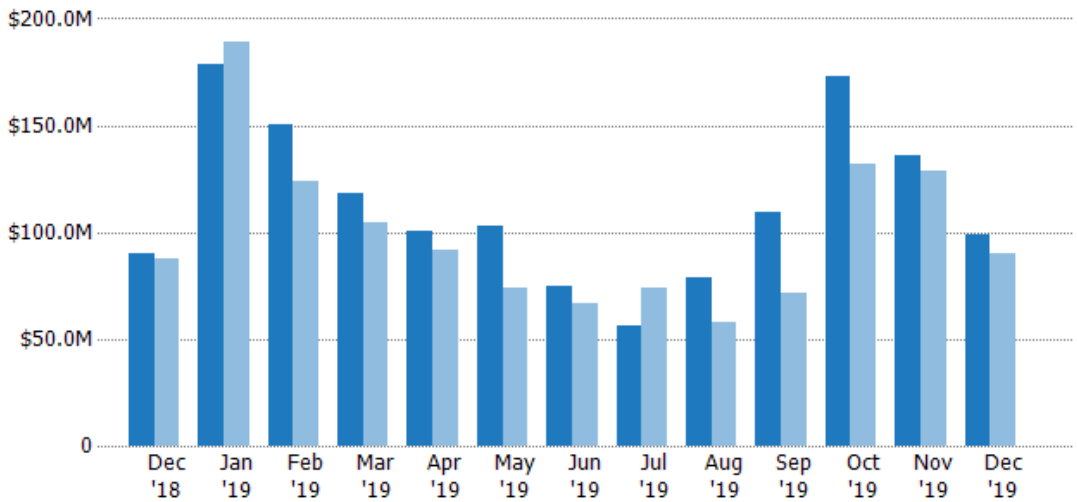| | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 203 | 370 | 284 | 276 | 238 | 216 | 182 | 158 | 196 | 237 | 336 | 269 | 184 |
| Prior Year | 214 | 377 | 282 | 269 | 225 | 166 | 167 | 184 | 159 | 181 | 308 | 276 | 203 |
| Percent Change from Prior Year | -5% | -2% | 1% | 3% | 6% | 30% | 9% | -14% | 23% | 31% | 9% | -3% | -9% |

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.
Dec '19	$98.5M	9.6%
Dec '18	$89.9M	2.5%
Dec '17	$87.7M	10.7%

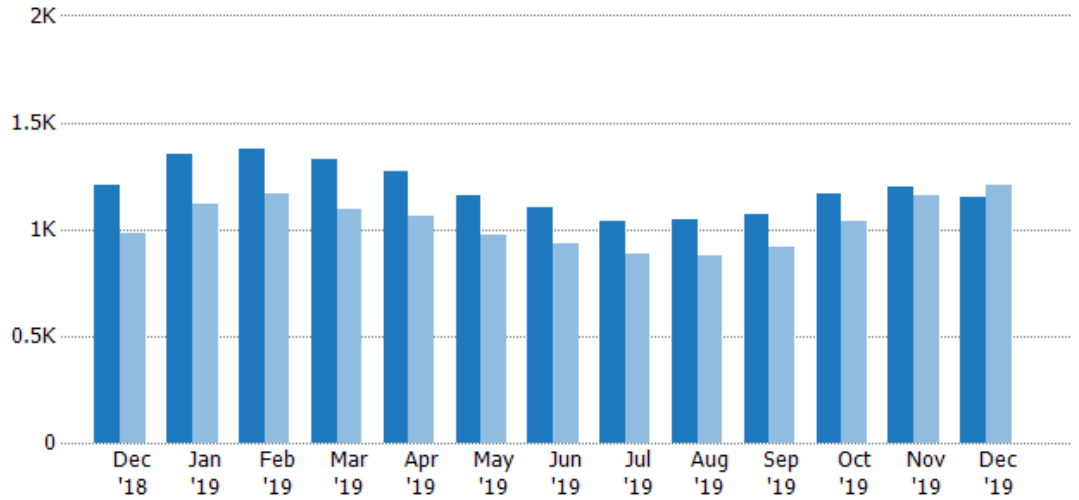| | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $89.9M | $179M | $151M | $118M | $101M | $103M | $74.7M | $56M | $78.4M | $109M | $173M | $136M | $98.5M |
| Prior Year | $87.7M | $189M | $123M | $105M | $91.6M | $74.3M | $66.5M | $74M | $57.4M | $71.3M | $132M | $128M | $89.9M |
| Percent Change from Prior Year | 2% | -6% | 22% | 13% | 10% | 38% | 12% | -24% | 37% | 53% | 31% | 6% | 10% |

1/4/2020

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.
Dec '19	1.15K	-4.3%
Dec '18	1.21K	23.1%
Dec '17	979	-5.1%

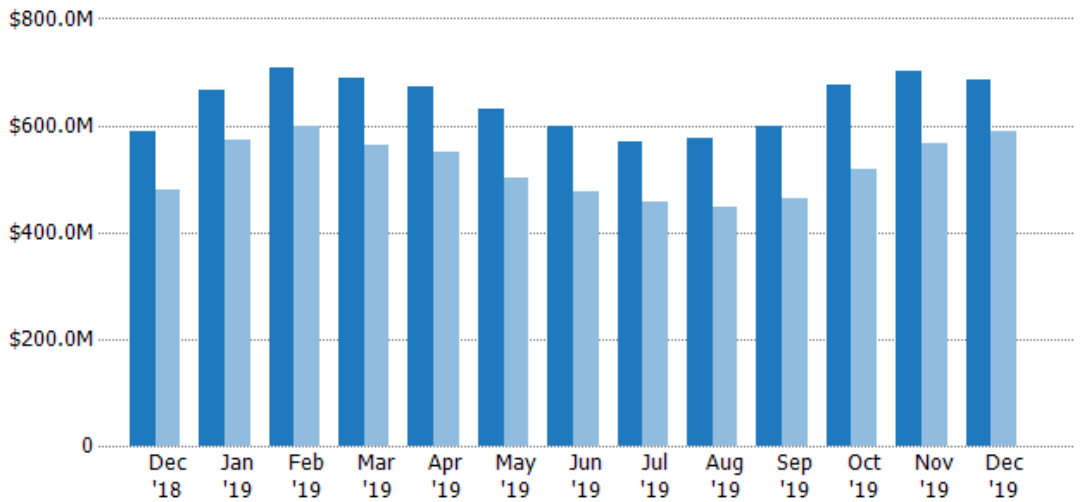| | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 1.21K | 1.35K | 1.37K | 1.33K | 1.27K | 1.16K | 1.1K | 1.04K | 1.05K | 1.07K | 1.17K | 1.2K | 1.15K |
| Prior Year | 979 | 1.12K | 1.16K | 1.09K | 1.06K | 970 | 931 | 884 | 880 | 914 | 1.04K | 1.16K | 1.21K |
| Percent Change from Prior Year | 23% | 21% | 18% | 22% | 20% | 20% | 18% | 17% | 19% | 17% | 12% | 4% | -4% |

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.
Dec '19	$687M	16.5%
Dec '18	$590M	22.6%
Dec '17	$481M	0.2%

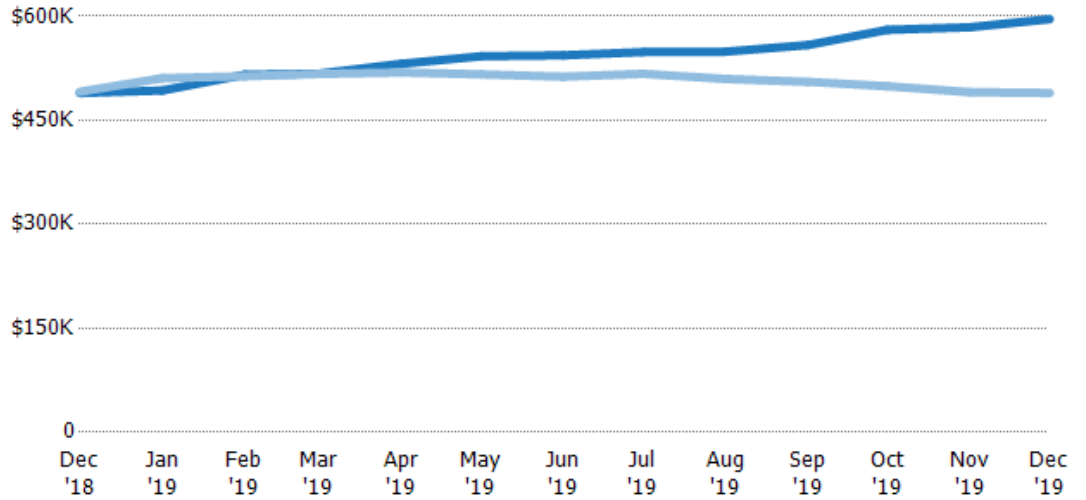| | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $590M | $667M | $708M | $688M | $673M | $629M | $598M | $569M | $575M | $599M | $676M | $702M | $687M |
| Prior Year | $481M | $572M | $598M | $564M | $549M | $501M | $478M | $457M | $448M | $462M | $518M | $568M | $590M |
| Percent Change from Prior Year | 23% | 17% | 18% | 22% | 23% | 26% | 25% | 24% | 28% | 30% | 31% | 24% | 17% |

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.
Dec '19	$596K	21.8%
Dec '18	$489K	-0.4%
Dec '17	$491K	5.6%

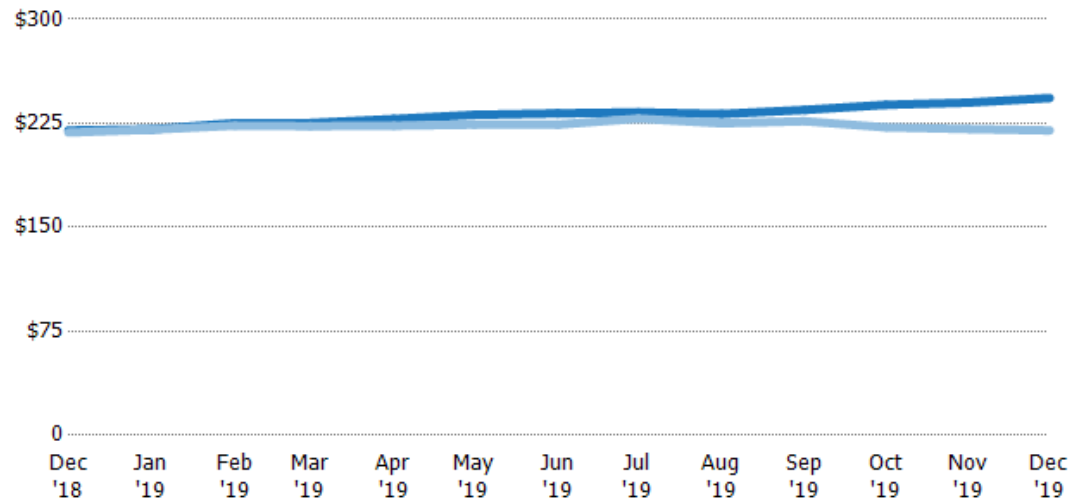|	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	$489K	$493K	$516K	$517K	$531K	$542K	$544K	$548K	$549K	$558K	$581K	$584K	$596K
Prior Year	$491K	$511K	$513K	$517K	$519K	$516K	$513K	$517K	$510K	$506K	$499K	$491K	$489K
Percent Change from Prior Year	0%	-3%	0%	0%	2%	5%	6%	6%	8%	10%	16%	19%	22%

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.
Dec '19	$243	10.6%
Dec '18	$220	0.7%
Dec '17	$218	2.6%

	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	$220	$221	$225	$225	$228	$231	$232	$233	$232	$235	$238	$240	$243
Prior Year	$218	$220	$223	$223	$223	$224	$224	$228	$225	$226	$222	$221	$220
Percent Change from Prior Year	1%	0%	1%	1%	2%	3%	4%	2%	3%	4%	7%	9%	11%

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
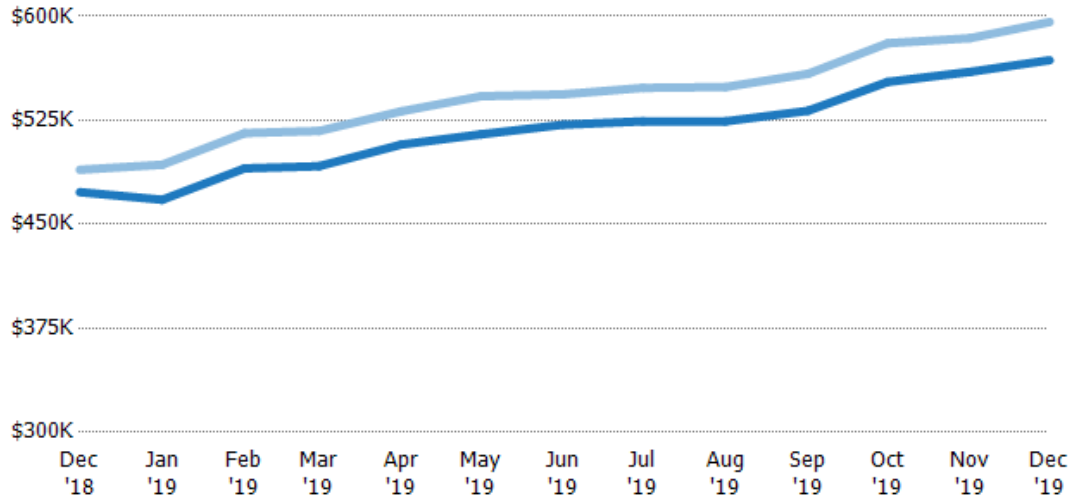
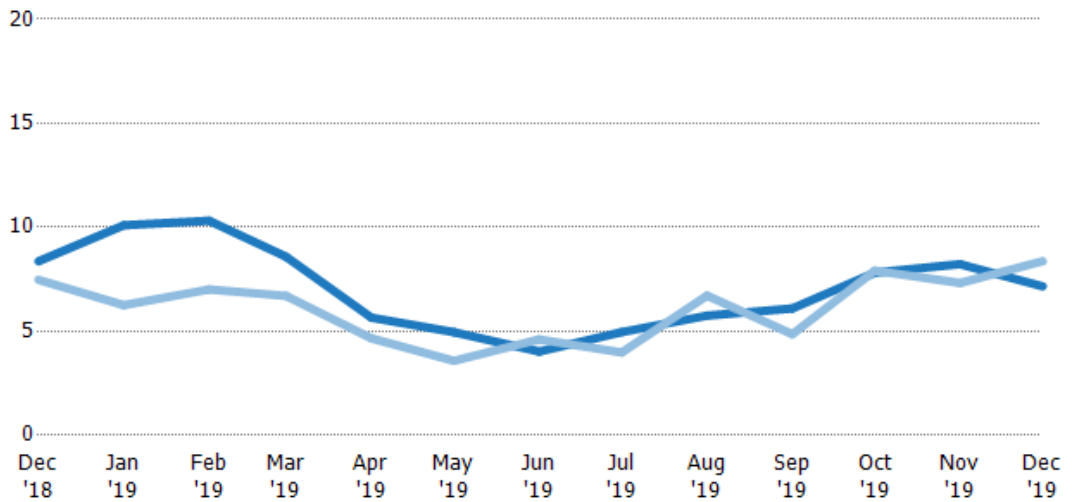County: Collier County, Florida, Lee County, Florida

	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
■ Avg Est Value	$473K	$468K	$490K	$492K	$507K	$515K	$522K	$524K	$524K	$532K	$553K	$560K	$568K
■ Avg Listing Price	$489K	$493K	$516K	$517K	$531K	$542K	$544K	$548K	$549K	$558K	$581K	$584K	$596K
Avg Listing Price as a % of Avg Est Value	103%	105%	105%	105%	105%	105%	104%	105%	105%	105%	105%	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

Month/Year	Months	% Chg.
Dec '19	7.16	-14.4%
Dec '18	8.37	12%
Dec '17	7.47	-16.6%

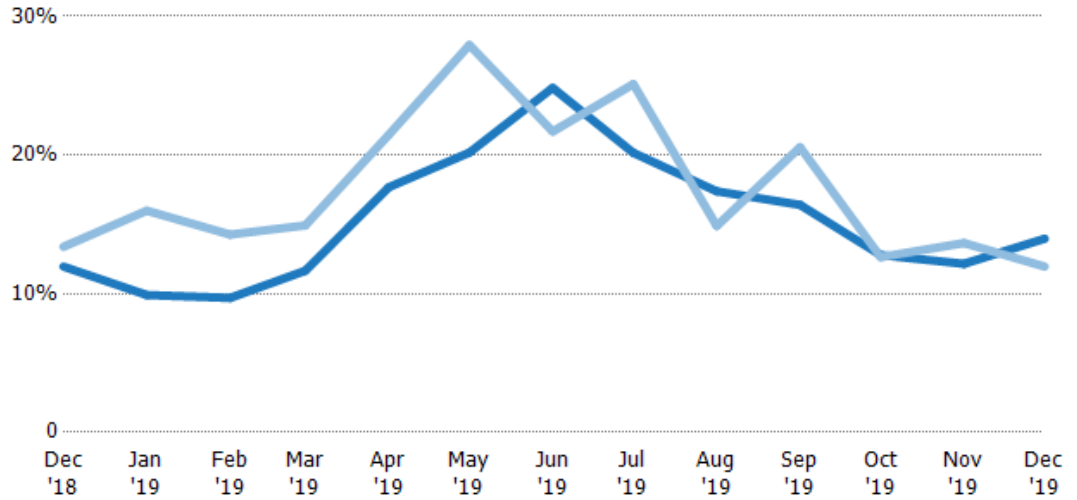|	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
■ Current Year	8.37	10.1	10.3	8.58	5.66	4.96	4.03	4.96	5.75	6.1	7.82	8.23	7.16
■ Prior Year	7.47	6.26	7.01	6.7	4.66	3.58	4.61	3.98	6.72	4.86	7.92	7.32	8.37
Percent Change from Prior Year	12%	61%	47%	28%	21%	38%	-13%	25%	-14%	25%	-1%	12%	-14%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Dec '19	14%	-2%
Dec '18	12%	1.4%
Dec '17	13%	19.8%

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

Absorption Rate (By County)

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

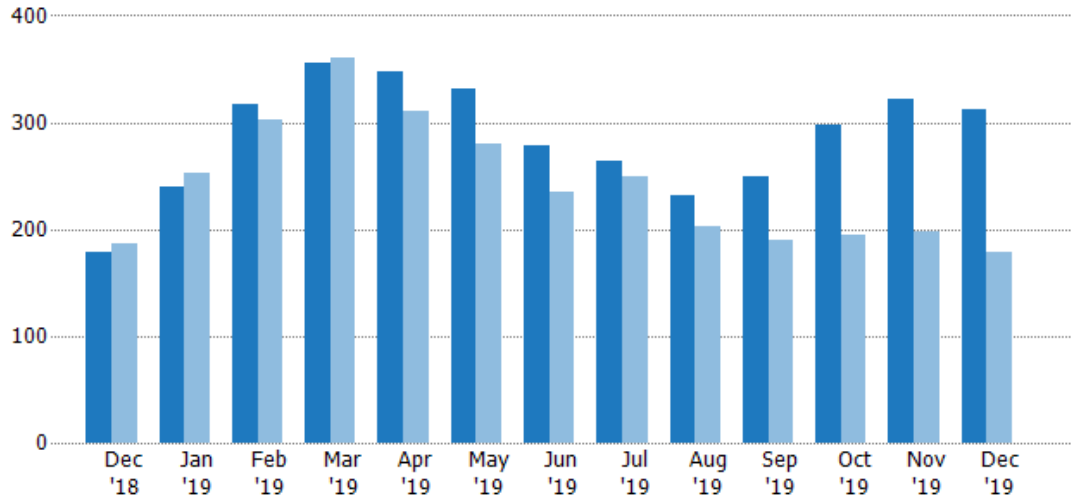Filters Used: County: Collier County, Florida, Lee County, Florida

Collier: 13.08 %
Lee: 17.46 %
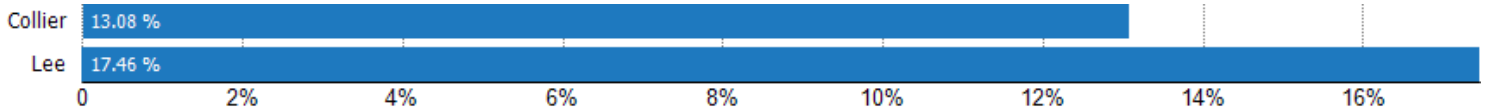
Pending Sales

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.
Dec '19	312	75.3%
Dec '18	178	-4.3%
Dec '17	186	-0.5%

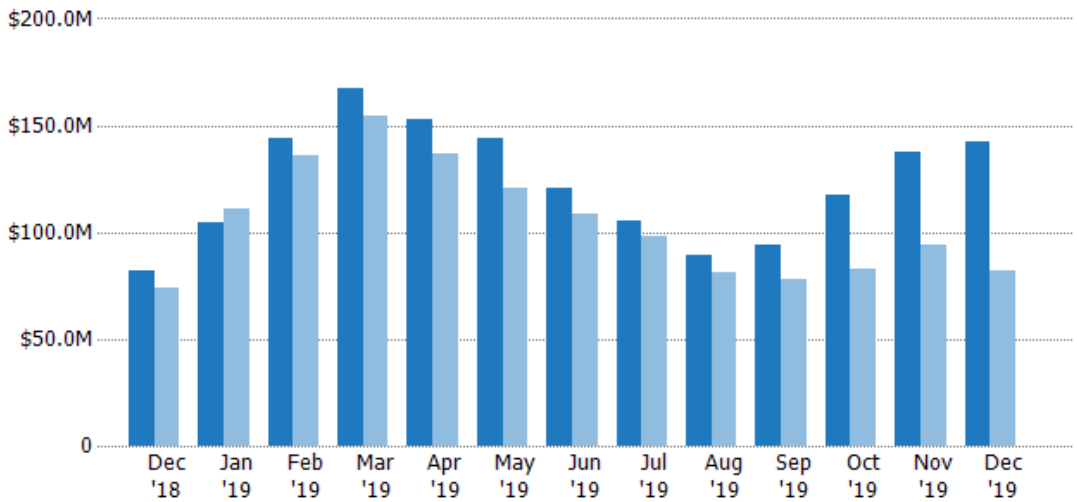| | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 178 | 240 | 317 | 355 | 348 | 331 | 278 | 264 | 232 | 249 | 297 | 321 | 312 |
| Prior Year | 186 | 252 | 302 | 361 | 310 | 280 | 235 | 250 | 203 | 189 | 195 | 197 | 178 |
| Percent Change from Prior Year | -4% | -5% | 5% | -2% | 12% | 18% | 18% | 6% | 14% | 32% | 52% | 63% | 75% |

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.
Dec '19	$143M	73.6%
Dec '18	$82.2M	10.6%
Dec '17	$74.3M	9.5%

| | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $82.2M | $105M | $144M | $167M | $153M | $144M | $120M | $105M | $89.3M | $94.3M | $117M | $137M | $143M |
| Prior Year | $74.3M | $111M | $136M | $154M | $137M | $121M | $108M | $98M | $81.4M | $77.9M | $83M | $93.9M | $82.2M |
| Percent Change from Prior Year | 11% | -6% | 6% | 8% | 12% | 19% | 11% | 7% | 10% | 21% | 41% | 46% | 74% |

Closed Sales

The total number of residential properties sold each month.

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

Month/Year	Count	% Chg.
Dec '19	192	43.3%
Dec '18	134	-25.1%
Dec '17	179	-9.5%
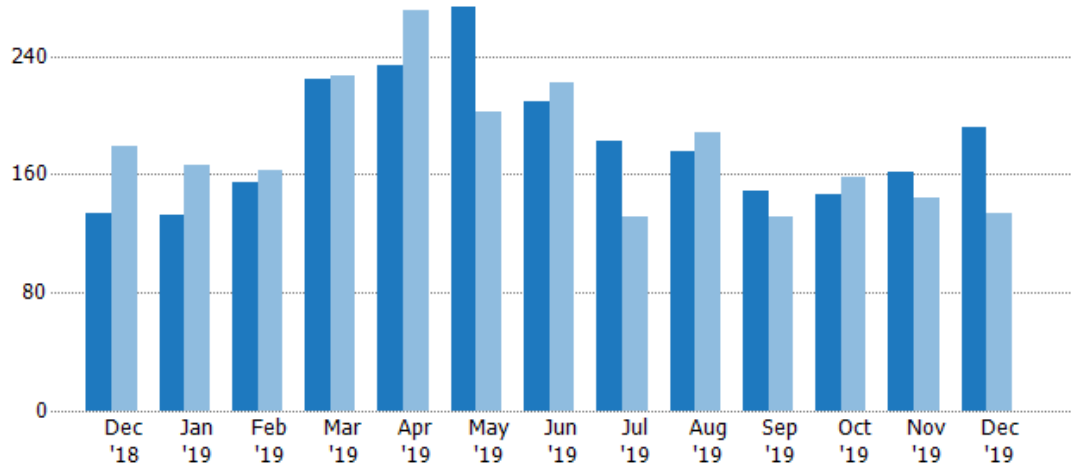
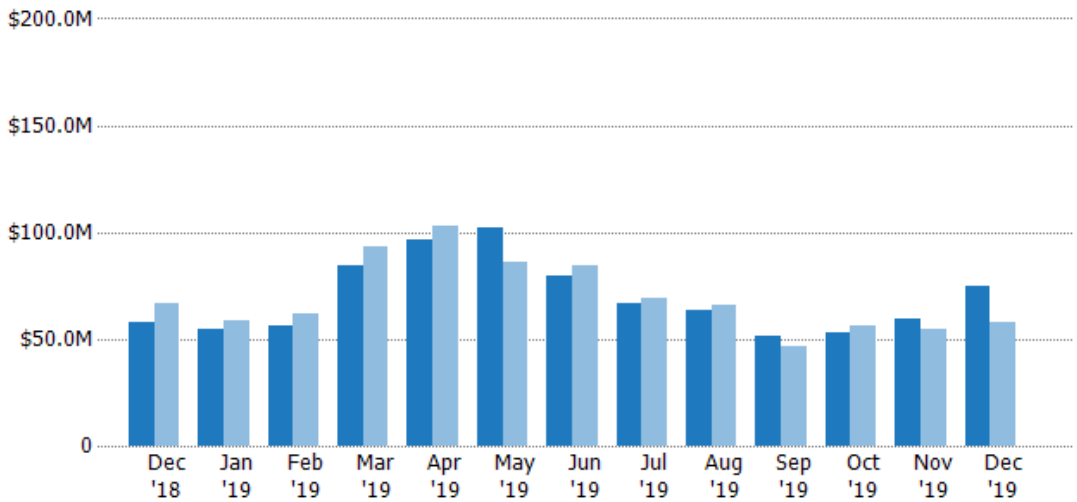|	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	134	133	155	224	234	273	209	182	176	149	146	161	192
Prior Year	179	166	163	227	271	202	222	131	188	131	158	144	134
Percent Change from Prior Year	-25%	-20%	-5%	-1%	-14%	35%	-6%	39%	-6%	14%	-8%	12%	43%

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.
Dec '19	$75.1M	30%
Dec '18	$57.8M	-13.1%
Dec '17	$66.5M	1.2%

	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	$57.8M	$54.8M	$56.3M	$84.4M	$96.3M	$102M	$79.9M	$67M	$63.7M	$51.2M	$52.7M	$59.1M	$75.1M
Prior Year	$66.5M	$58.5M	$62.1M	$93M	$103M	$85.7M	$84.4M	$69.2M	$66.1M	$46.7M	$56.4M	$54.4M	$57.8M
Percent Change from Prior Year	-13%	-6%	-9%	-9%	-6%	19%	-5%	-3%	-4%	10%	-6%	9%	30%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

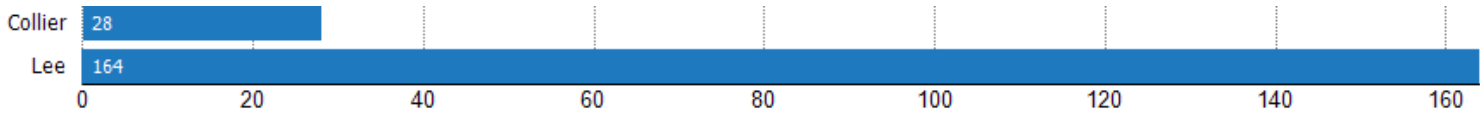County: Collier County, Florida, Lee County, Florida
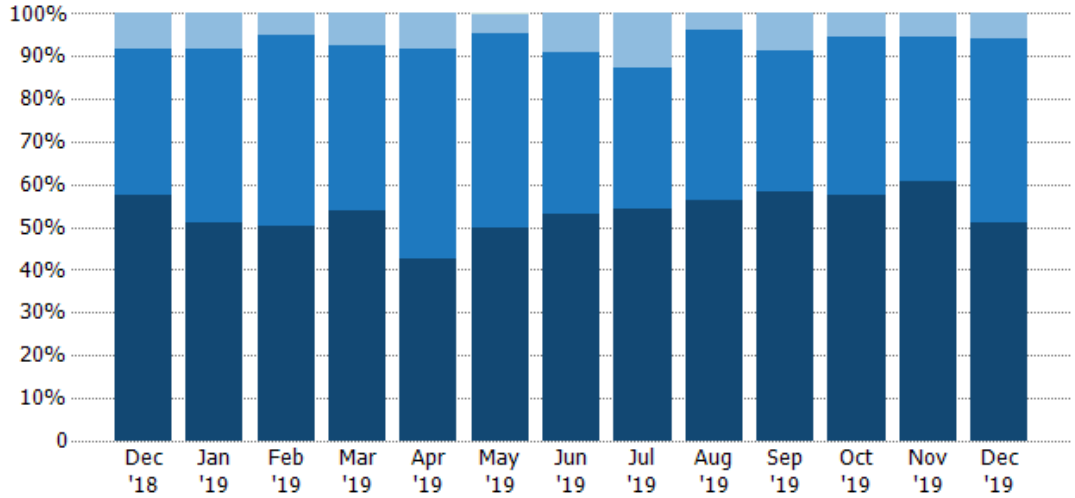
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Other	-	-	-	-	-	0%	-	-	-	-	-	-	-
Multifamily/Multiplex	8%	8%	5%	8%	8%	4%	9%	13%	4%	9%	5%	6%	6%
Condo/Townhouse	34%	41%	45%	38%	49%	45%	38%	33%	40%	33%	37%	34%	43%
Single Family Residence	57%	51%	50%	54%	43%	50%	53%	54%	56%	58%	58%	61%	51%

Closed Sales (By County)

The total number of residential properties sold during the last month by county.

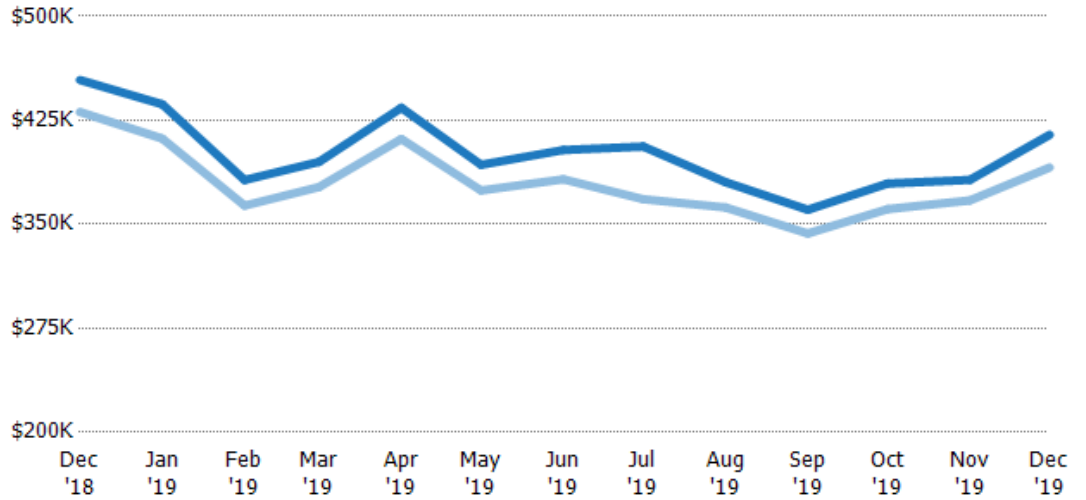Filters Used: County: Collier County, Florida, Lee County, Florida

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

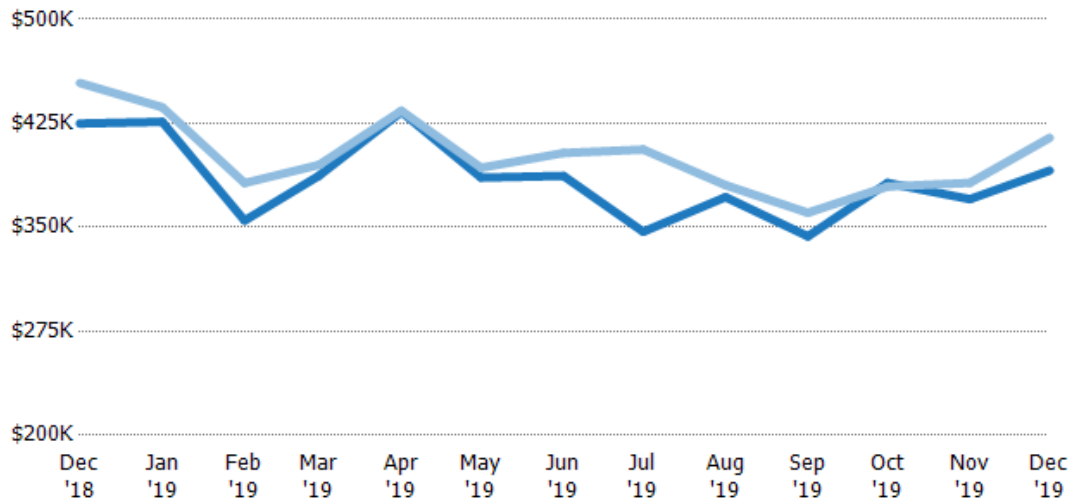County: Collier County, Florida, Lee County, Florida

	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Avg List Price	$454K	$437K	$382K	$395K	$434K	$393K	$404K	$406K	$380K	$360K	$379K	$382K	$414K
Avg Sales Price	$431K	$412K	$363K	$377K	$412K	$374K	$382K	$368K	$362K	$343K	$361K	$367K	$391K
Avg Sales Price as a % of Avg List Price	95%	94%	95%	95%	95%	95%	95%	91%	95%	95%	95%	96%	94%

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

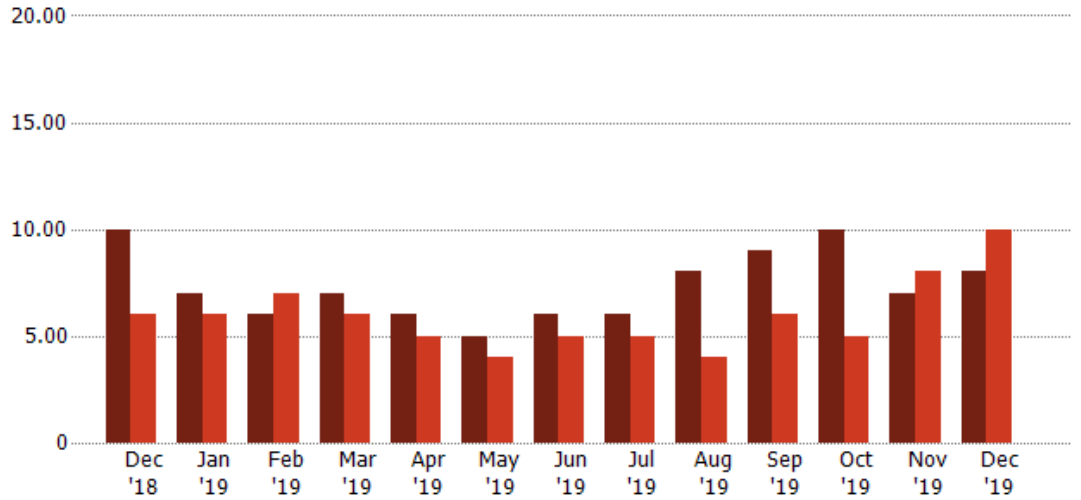|	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Avg Est Value	$425K	$426K	$355K	$387K	$433K	$386K	$387K	$347K	$372K	$343K	$382K	$370K	$391K
Avg Sales Price	$454K	$437K	$382K	$395K	$434K	$393K	$404K	$406K	$380K	$360K	$379K	$382K	$414K
Avg Sales Price as a % of Avg Est Value	107%	102%	108%	102%	100%	102%	104%	117%	102%	105%	99%	103%	106%

RPR®

1/4/2020
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Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Dec '19	8	-20%
Dec '18	10	66.7%
Dec '17	6	33.3%

	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	10	7	6	7	6	5	6	6	8	9	10	7	8
Prior Year	6	6	7	6	5	4	5	5	4	6	5	8	10
Percent Change from Prior Year	67%	17%	-14%	17%	20%	25%	20%	20%	100%	50%	100%	-13%	-20%

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

Lee: 8
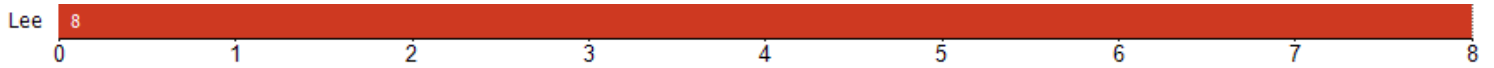
Appendix

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: 01/04/2020

Scheduled: Yes

Report Date Range: From: 12/2018 To: 12/2019

Information Included

- ☑ **Include Cover Sheet**
- ☐ **Include Key Metric Summary**
- ☑ **Include Metrics By: County**
- ☑ **Include Appendix**
- ☑ **Averages**
- ☐ **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 12/2019 data

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