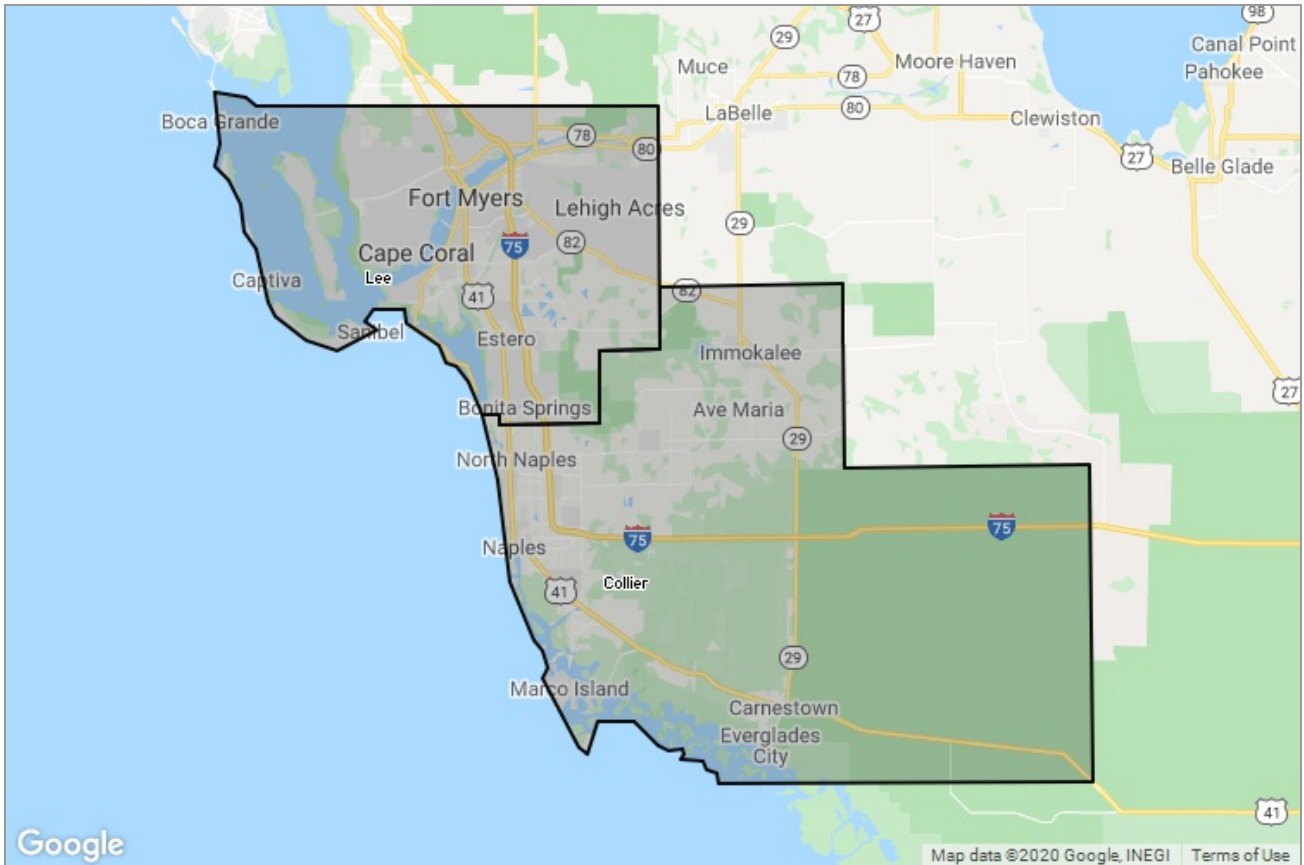




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
1/2019 – 1/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 02/04/2020

Scheduled: Yes

Presented by

**Bonita Springs-Estero Association of
REALTORS®**

Florida Real Estate License: 251501954

(239) 992-6771

Other: <http://bearflorida.point2agent.com/>

25300 Bernwood Drive
Suite 1
Bonita Springs, FL 34135

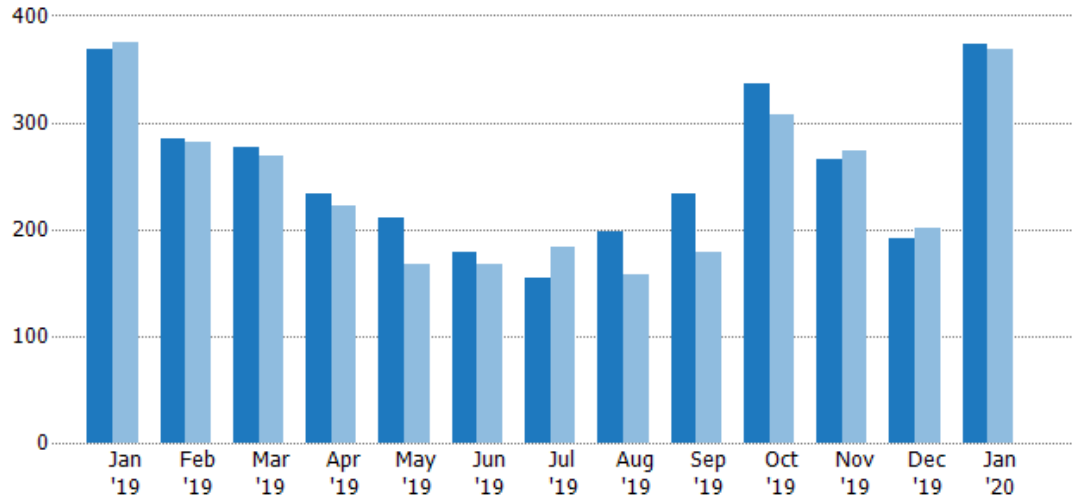
New Listings

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Jan '20	373	1.4%
Jan '19	368	-1.9%
Jan '18	375	-20.5%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	368	284	276	233	211	179	155	197	234	336	265	192	373
Prior Year	375	281	269	222	167	167	183	158	178	307	274	201	368
Percent Change from Prior Year	-2%	1%	3%	5%	26%	7%	-15%	25%	31%	9%	-3%	-4%	1%

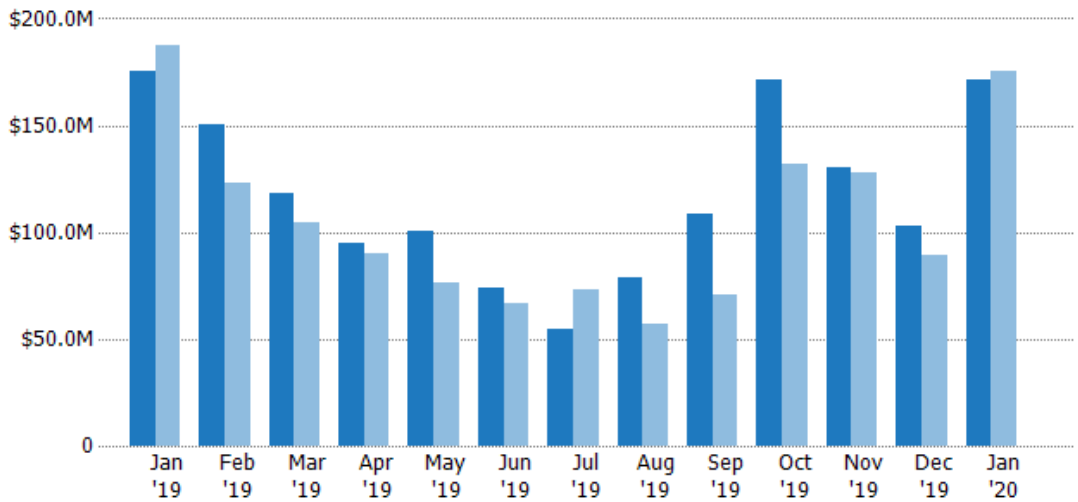
New Listing Volume

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.
Jan '20	\$171M	-2.1%
Jan '19	\$175M	-6.7%
Jan '18	\$188M	-28.9%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$175M	\$150M	\$118M	\$95.1M	\$101M	\$73.6M	\$54.3M	\$78.7M	\$109M	\$172M	\$131M	\$103M	\$171M
Prior Year	\$188M	\$123M	\$105M	\$90.1M	\$76.6M	\$66.5M	\$73.5M	\$57.1M	\$70.5M	\$132M	\$128M	\$89.4M	\$175M
Percent Change from Prior Year	-7%	22%	13%	6%	32%	11%	-26%	38%	54%	30%	2%	15%	-2%

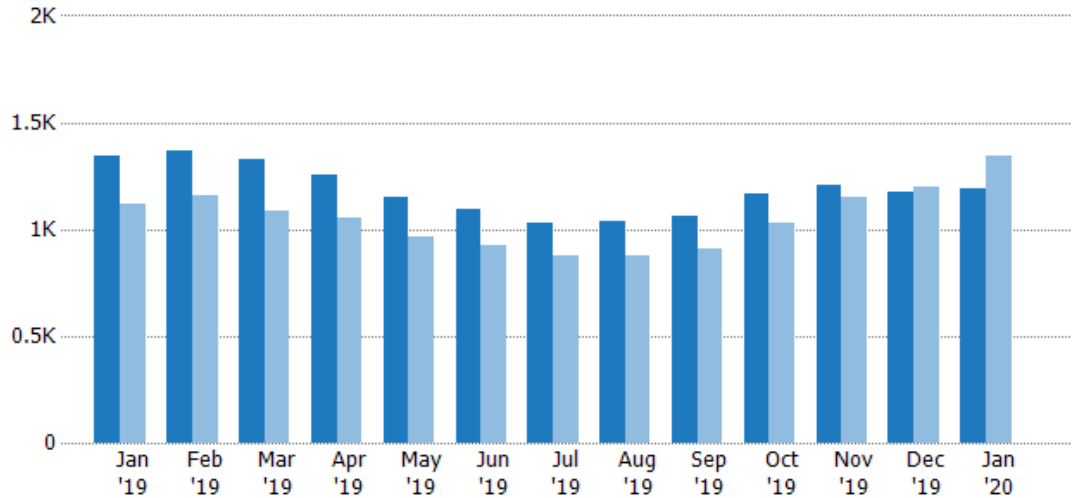
Active Listings

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.
Jan '20	1.19K	-11.5%
Jan '19	1.35K	20.6%
Jan '18	1.12K	-9.6%



Current Year	1.35K	1.37K	1.33K	1.26K	1.15K	1.09K	1.03K	1.04K	1.07K	1.16K	1.21K	1.18K	1.19K
Prior Year	1.12K	1.16K	1.09K	1.05K	966	927	880	875	908	1.03K	1.15K	1.2K	1.35K
Percent Change from Prior Year	21%	18%	22%	20%	19%	18%	17%	19%	17%	13%	5%	-2%	-12%

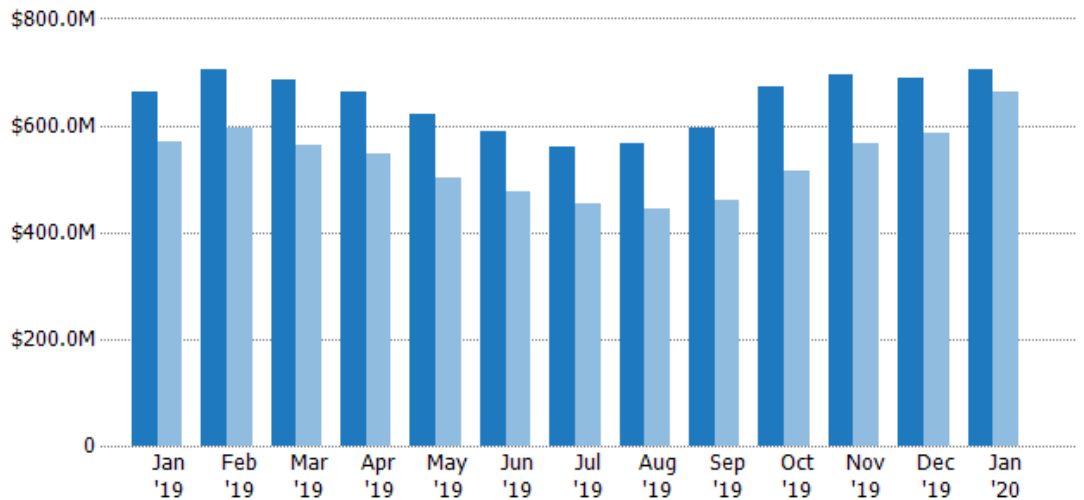
Active Listing Volume

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.
Jan '20	\$703M	6.1%
Jan '19	\$662M	16.2%
Jan '18	\$570M	-10.9%



Current Year	\$662M	\$703M	\$684M	\$664M	\$621M	\$590M	\$560M	\$567M	\$594M	\$671M	\$695M	\$689M	\$703M
Prior Year	\$570M	\$596M	\$563M	\$546M	\$500M	\$475M	\$454M	\$445M	\$459M	\$515M	\$565M	\$586M	\$662M
Percent Change from Prior Year	16%	18%	22%	22%	24%	24%	23%	27%	29%	30%	23%	18%	6%

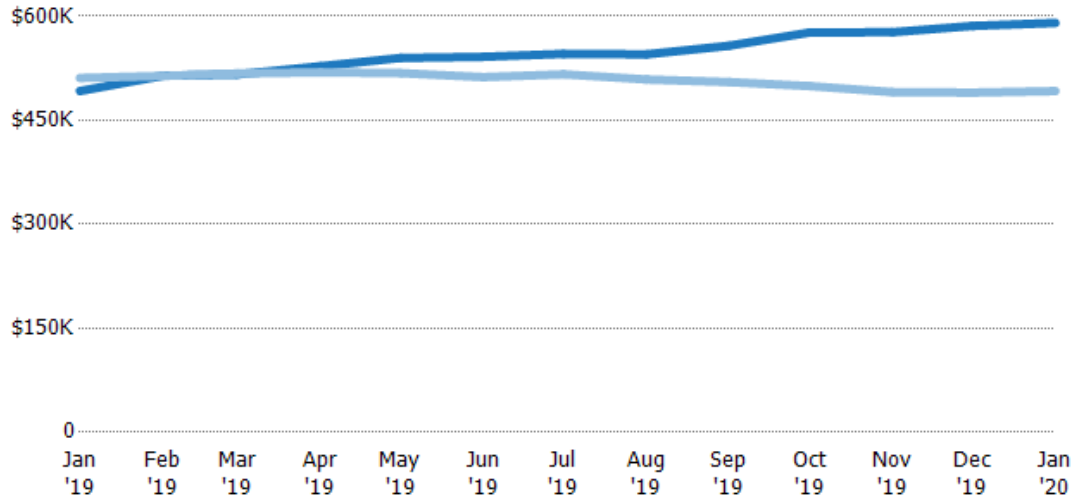
Average Listing Price

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.
Jan '20	\$590K	20%
Jan '19	\$492K	-3.7%
Jan '18	\$511K	-1.4%



Current Year	\$492K	\$514K	\$516K	\$528K	\$540K	\$542K	\$546K	\$545K	\$558K	\$577K	\$577K	\$586K	\$590K
Prior Year	\$511K	\$514K	\$518K	\$519K	\$518K	\$512K	\$516K	\$509K	\$505K	\$499K	\$491K	\$490K	\$492K
Percent Change from Prior Year	-4%	0%	0%	2%	4%	6%	6%	7%	10%	15%	18%	20%	20%

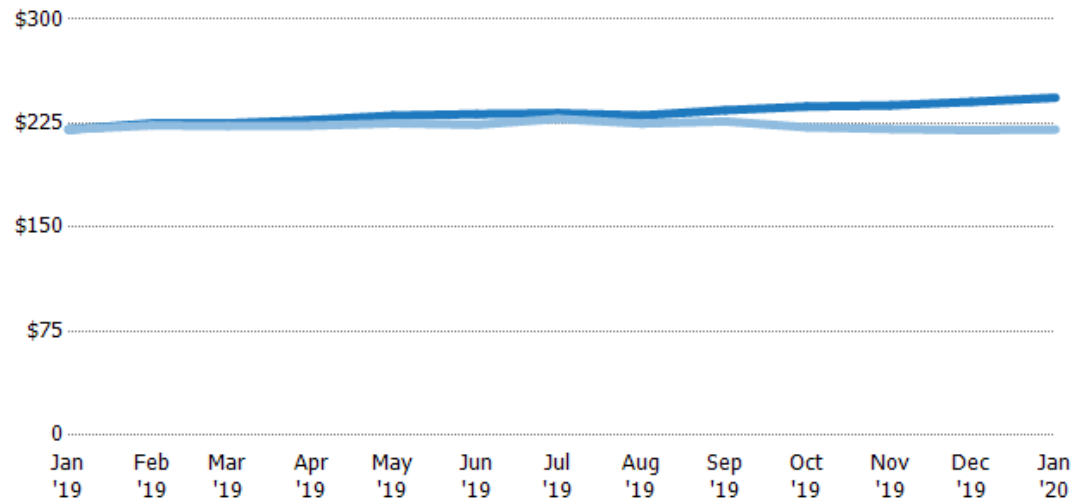
Average Listing Price per Sq Ft

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.
Jan '20	\$243	10.4%
Jan '19	\$221	0%
Jan '18	\$221	0.8%



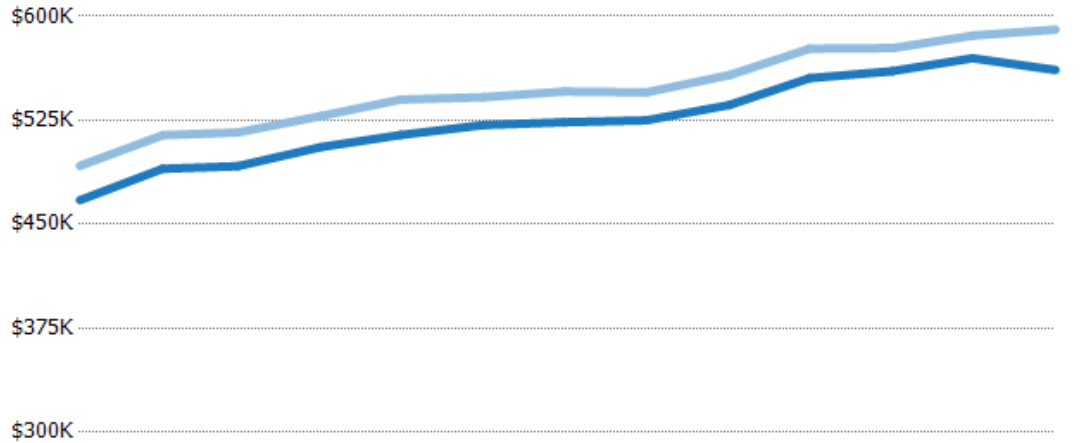
Current Year	\$221	\$225	\$225	\$227	\$231	\$232	\$232	\$231	\$234	\$237	\$238	\$240	\$243
Prior Year	\$221	\$223	\$223	\$223	\$225	\$224	\$228	\$225	\$226	\$222	\$221	\$220	\$221
Percent Change from Prior Year	0%	1%	1%	2%	2%	3%	2%	3%	4%	7%	8%	9%	10%

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



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Avg Est Value	\$467K	\$490K	\$492K	\$506K	\$514K	\$522K	\$524K	\$525K	\$536K	\$555K	\$560K	\$570K	\$561K
Avg Listing Price	\$492K	\$514K	\$516K	\$528K	\$540K	\$542K	\$546K	\$545K	\$558K	\$577K	\$577K	\$586K	\$590K
Avg Listing Price as a % of Avg Est Value	105%	105%	105%	104%	105%	104%	104%	104%	104%	104%	103%	103%	105%

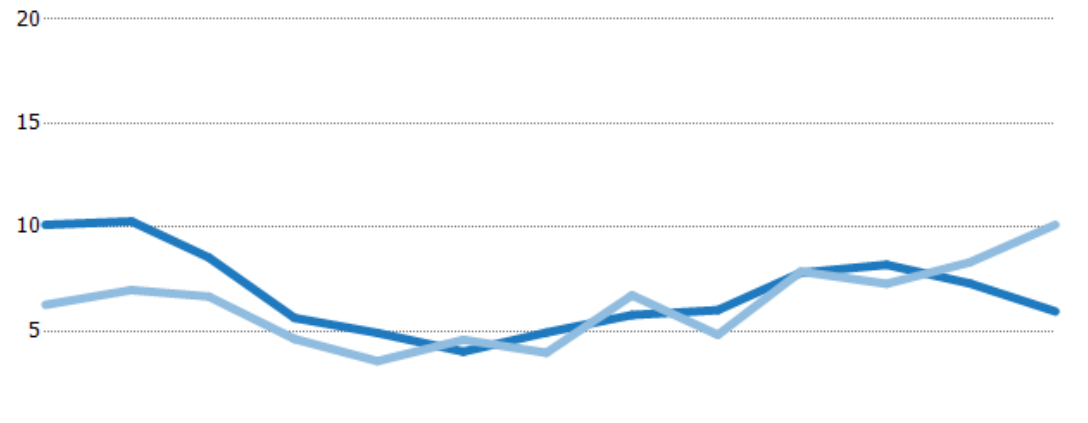
Months of Inventory

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.
Jan '20	5.96	-41.2%
Jan '19	10.1	61.4%
Jan '18	6.27	1.9%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	10.1	10.3	8.55	5.64	4.92	4.02	4.94	5.78	6.02	7.81	8.2	7.3	5.96
Prior Year	6.27	6.98	6.67	4.63	3.56	4.59	3.96	6.73	4.83	7.87	7.28	8.31	10.1
Percent Change from Prior Year	61%	47%	28%	22%	38%	-12%	25%	-14%	25%	-1%	13%	-12%	-41%

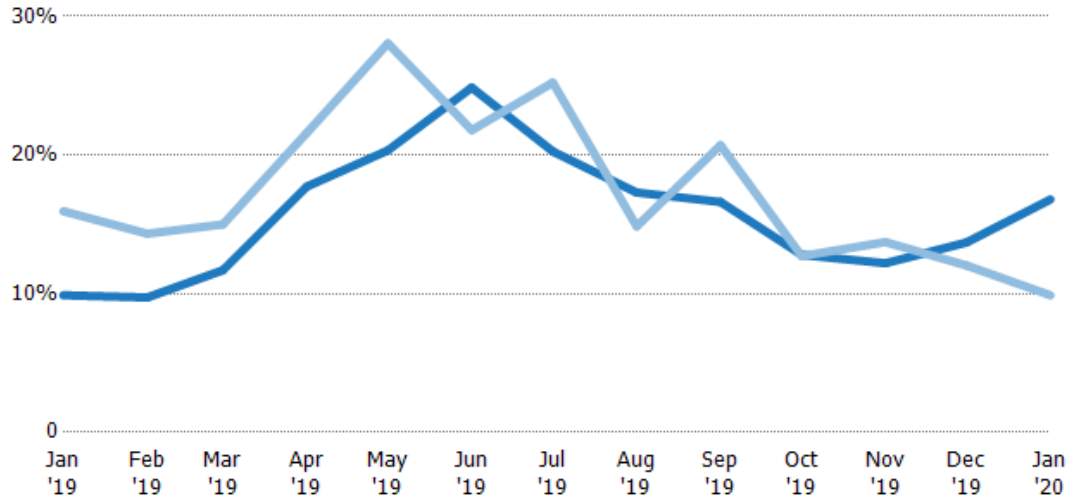
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Jan '20	17%	-6.9%
Jan '19	10%	6.1%
Jan '18	16%	-1.8%

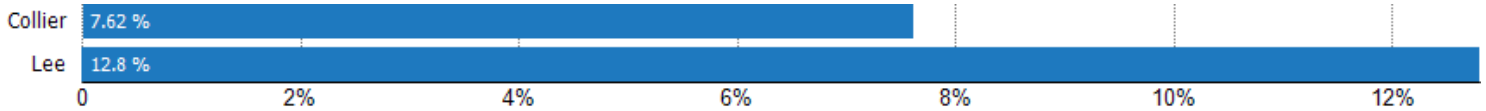


	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	10%	10%	12%	18%	20%	25%	20%	17%	17%	13%	12%	14%	17%
Prior Year	16%	14%	15%	22%	28%	22%	25%	15%	21%	13%	14%	12%	10%
Change from Prior Year	6%	5%	3%	4%	8%	-3%	5%	-2%	4%	0%	2%	-2%	-7%

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



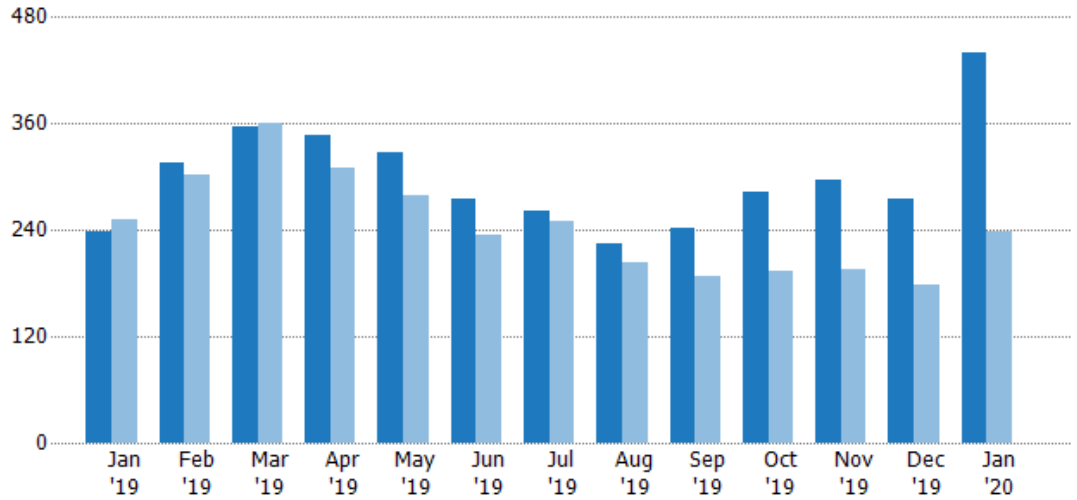
Pending Sales

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.
Jan '20	440	84.1%
Jan '19	239	-5.2%
Jan '18	252	0.4%



Current Year	239	316	356	347	328	275	262	224	243	283	297	275	440
Prior Year	252	302	361	310	279	234	250	203	188	194	196	178	239
Percent Change from Prior Year	-5%	5%	-1%	12%	18%	18%	5%	10%	29%	46%	52%	54%	84%

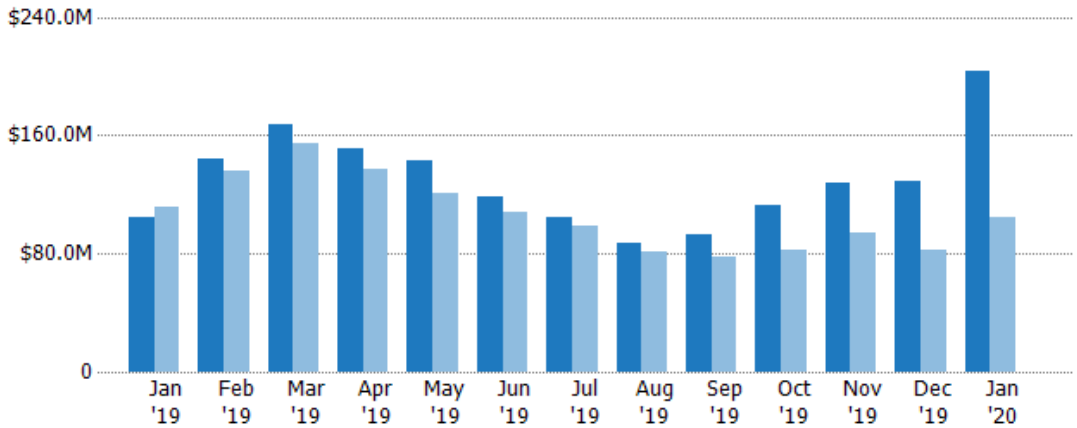
Pending Sales Volume

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.
Jan '20	\$203M	94.8%
Jan '19	\$104M	-5.9%
Jan '18	\$111M	13%



Current Year	\$104M	\$144M	\$168M	\$151M	\$142M	\$119M	\$104M	\$86.7M	\$92.3M	\$113M	\$128M	\$129M	\$203M
Prior Year	\$111M	\$136M	\$154M	\$137M	\$120M	\$108M	\$98.2M	\$81.4M	\$77.6M	\$82.7M	\$93.6M	\$82.2M	\$104M
Percent Change from Prior Year	-6%	6%	9%	10%	18%	10%	6%	6%	19%	36%	37%	56%	95%

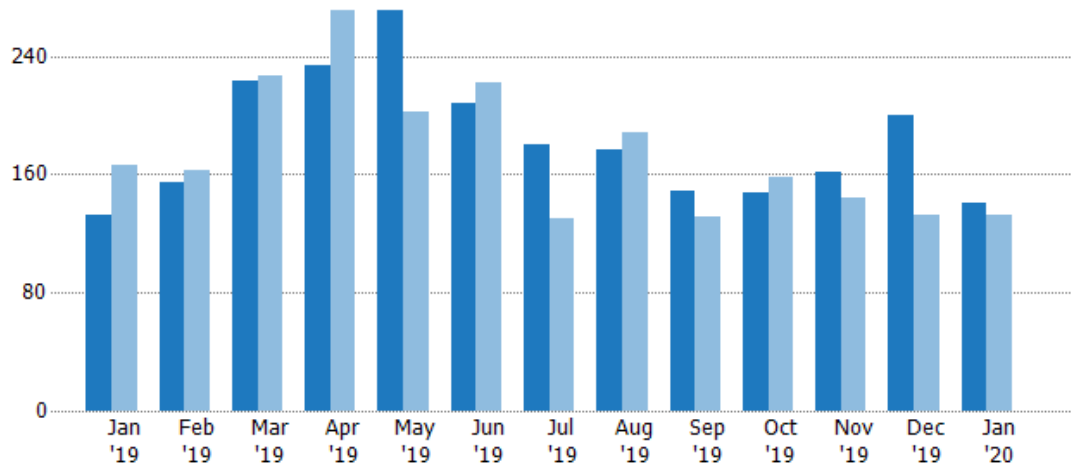
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Jan '20	141	6%
Jan '19	133	-19.9%
Jan '18	166	-21.1%



Current Year	133	155	223	234	271	208	180	177	149	147	161	200	141
Prior Year	166	163	227	271	202	222	130	188	131	158	144	133	133
Percent Change from Prior Year	-20%	-5%	-2%	-14%	34%	-6%	38%	-6%	14%	-7%	12%	50%	6%

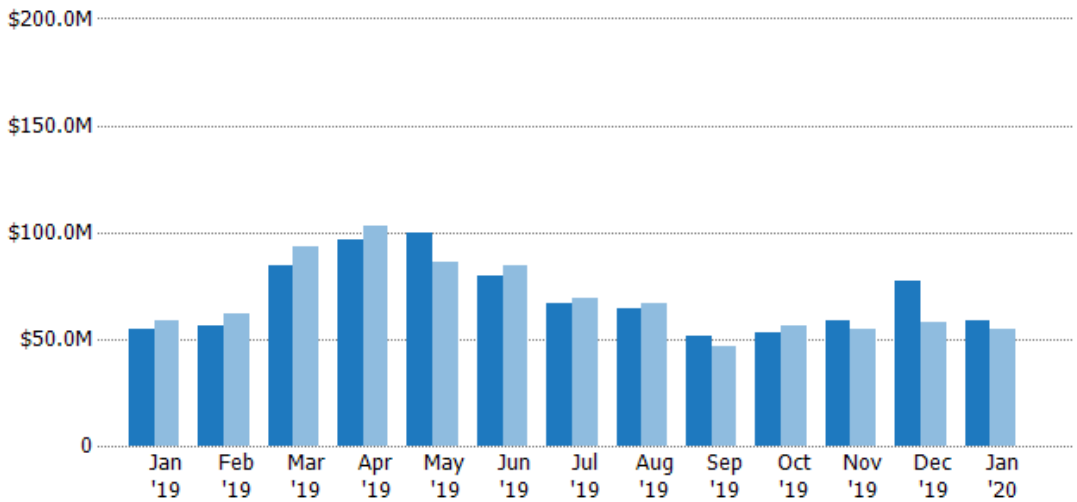
Closed Sales Volume

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.
Jan '20	\$58.4M	6.6%
Jan '19	\$54.8M	-6.4%
Jan '18	\$58.5M	-17.6%



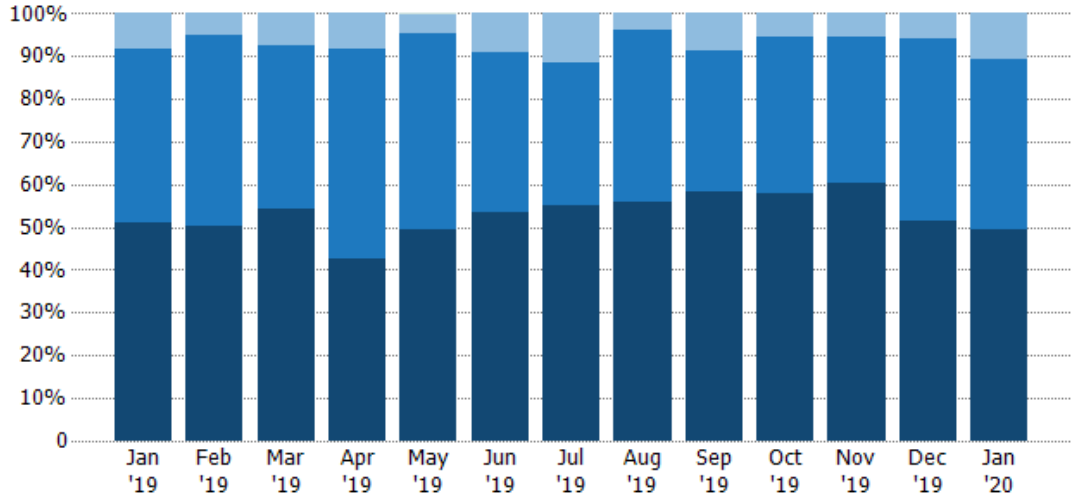
Current Year	\$54.8M	\$56.3M	\$84.2M	\$96.3M	\$99.5M	\$79.8M	\$66.4M	\$63.9M	\$51.2M	\$53M	\$58.9M	\$77.5M	\$58.4M
Prior Year	\$58.5M	\$62.1M	\$93M	\$103M	\$85.7M	\$84.4M	\$68.9M	\$66.3M	\$46.7M	\$56.4M	\$54.4M	\$57.5M	\$54.8M
Percent Change from Prior Year	-6%	-9%	-9%	-6%	16%	-5%	-4%	-4%	10%	-6%	8%	35%	7%

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

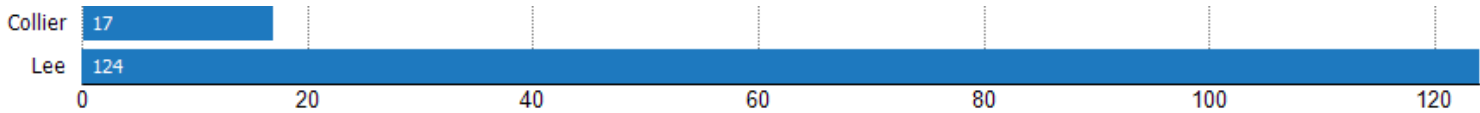


Property Type	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Other	-	-	-	-	0%	-	-	-	-	-	-	-	-
Multifamily/Multiplex	8%	5%	8%	8%	4%	9%	12%	4%	9%	5%	6%	6%	11%
Condo/Townhouse	41%	45%	38%	49%	46%	38%	33%	40%	33%	37%	34%	43%	40%
Single Family Residence	51%	50%	54%	43%	49%	53%	55%	56%	58%	58%	60%	52%	50%

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

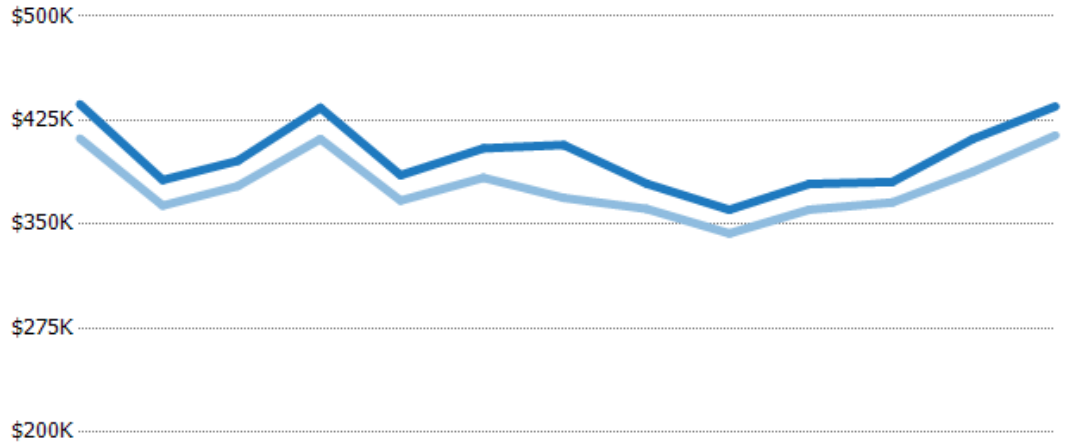


Average Sales Price vs Average Listing Price

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



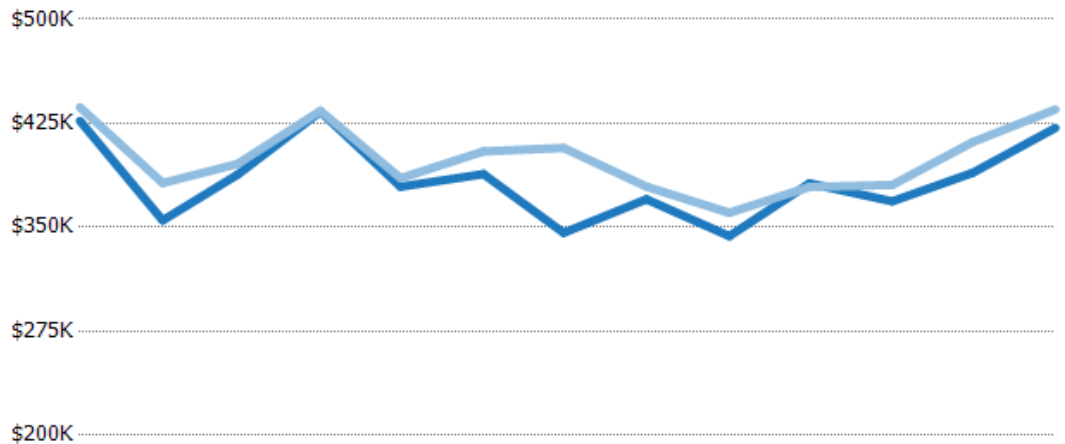
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Avg List Price	\$437K	\$382K	\$396K	\$434K	\$385K	\$405K	\$407K	\$379K	\$360K	\$379K	\$381K	\$411K	\$435K
Avg Sales Price	\$412K	\$363K	\$377K	\$412K	\$367K	\$384K	\$369K	\$361K	\$343K	\$361K	\$366K	\$388K	\$414K
Avg Sales Price as a % of Avg List Price	94%	95%	95%	95%	95%	95%	91%	95%	95%	95%	96%	94%	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



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Avg Est Value	\$427K	\$355K	\$388K	\$433K	\$379K	\$388K	\$346K	\$370K	\$344K	\$382K	\$369K	\$389K	\$422K
Avg Sales Price	\$437K	\$382K	\$396K	\$434K	\$385K	\$405K	\$407K	\$379K	\$360K	\$379K	\$381K	\$411K	\$435K
Avg Sales Price as a % of Avg Est Value	102%	108%	102%	100%	102%	104%	118%	102%	105%	99%	103%	106%	103%

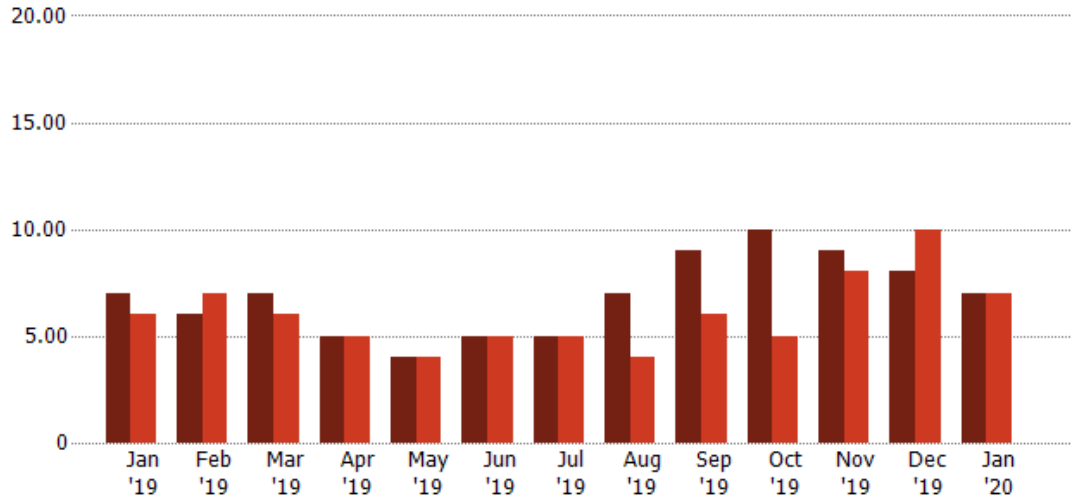
Distressed Listings

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.
Jan '20	7	0%
Jan '19	7	16.7%
Jan '18	6	66.7%

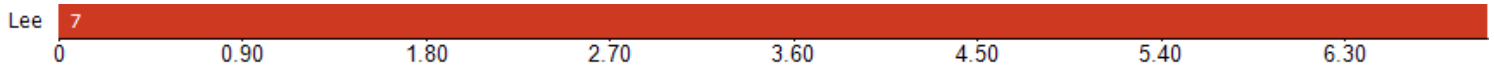


Current Year	7	6	7	5	4	5	5	7	9	10	9	8	7
Prior Year	6	7	6	5	4	5	5	4	6	5	8	10	7
Percent Change from Prior Year	17%	-14%	17%	0%	0%	0%	0%	75%	50%	100%	13%	-20%	0%

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: 02/04/2020

Scheduled: Yes

Report Date Range: From 1/2019 To: 1/2020

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 1/2020 data

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