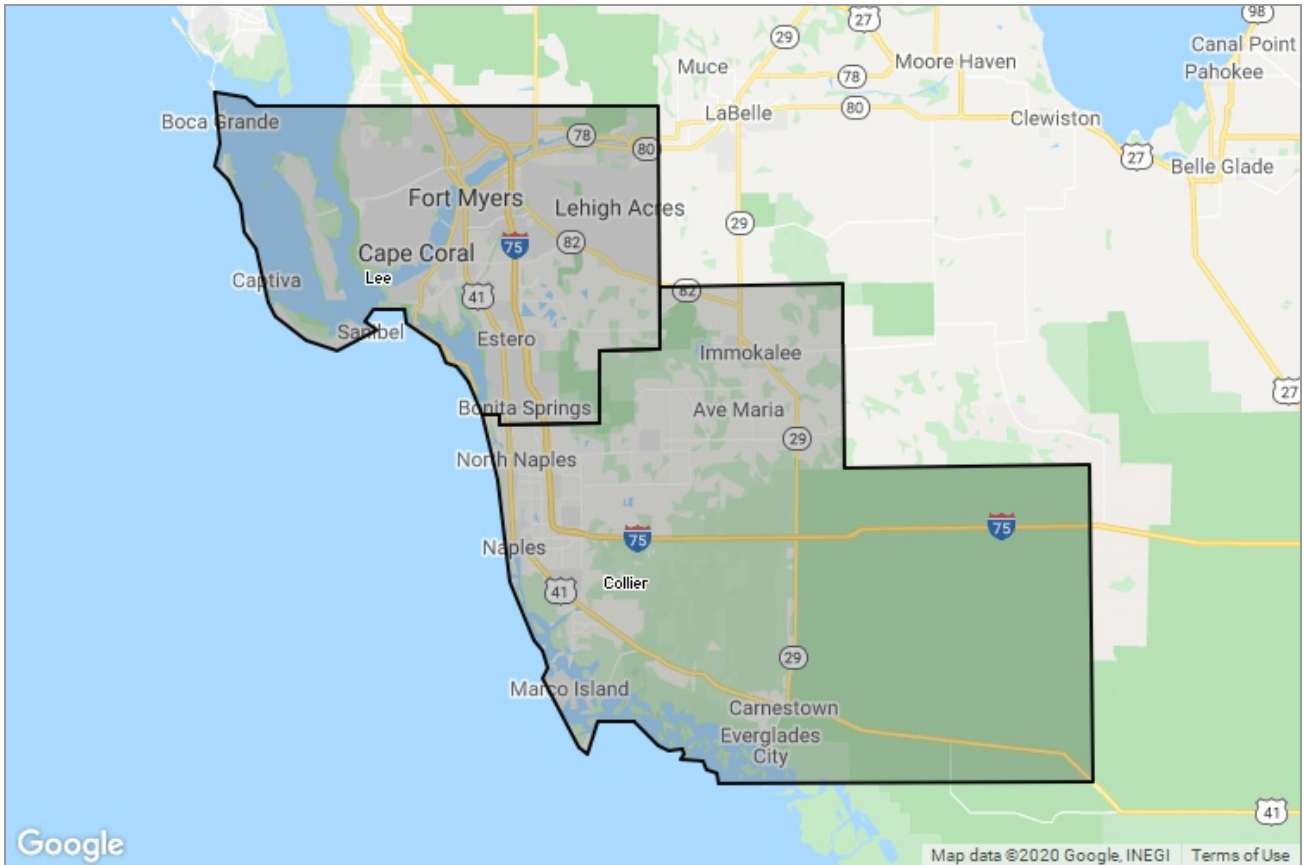




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2019 – 2/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/04/2020

Scheduled: No

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

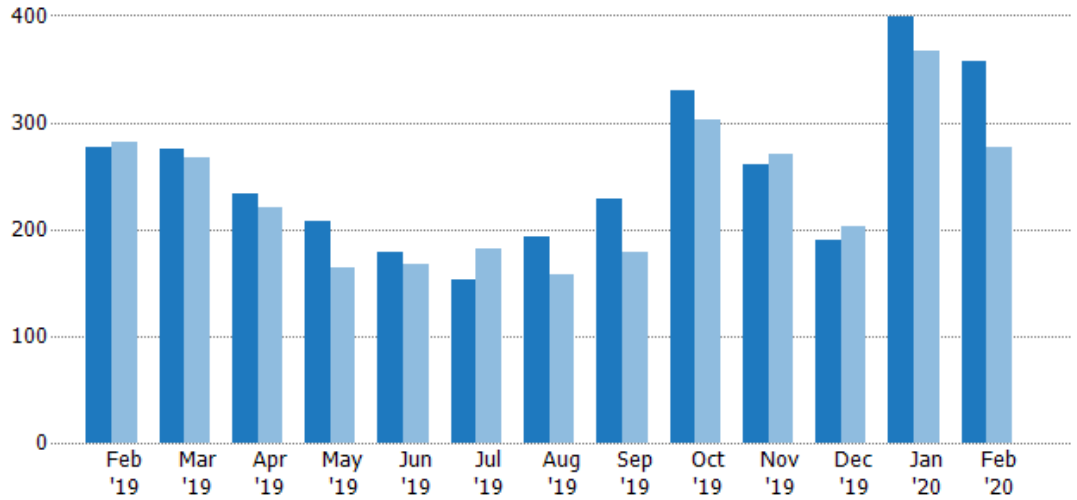
New Listings

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Feb '20	357	28.9%
Feb '19	277	-1.8%
Feb '18	282	-18.4%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	277	275	234	207	179	153	193	229	330	261	189	399	357
Prior Year	282	267	220	164	167	182	157	179	303	271	202	367	277
Percent Change from Prior Year	-2%	3%	6%	26%	7%	-16%	23%	28%	9%	-4%	-6%	9%	29%

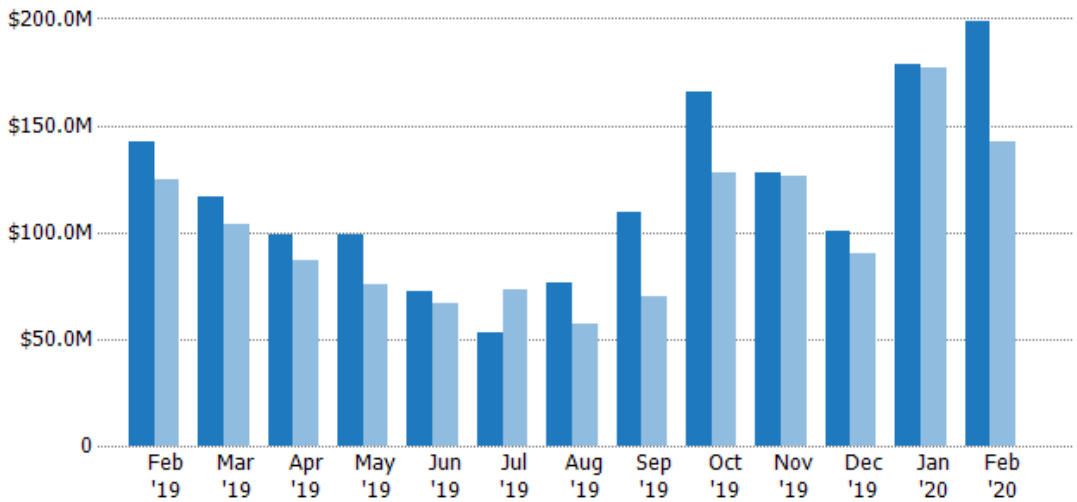
New Listing Volume

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.
Feb '20	\$199M	39.4%
Feb '19	\$142M	14.3%
Feb '18	\$125M	-22.3%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$142M	\$117M	\$98.5M	\$98.8M	\$72M	\$53.3M	\$76.4M	\$109M	\$166M	\$128M	\$100M	\$179M	\$199M
Prior Year	\$125M	\$104M	\$86.7M	\$75.9M	\$66.5M	\$73.3M	\$56.9M	\$70.1M	\$128M	\$126M	\$89.7M	\$177M	\$142M
Percent Change from Prior Year	14%	13%	14%	30%	8%	-27%	34%	55%	30%	1%	12%	1%	39%

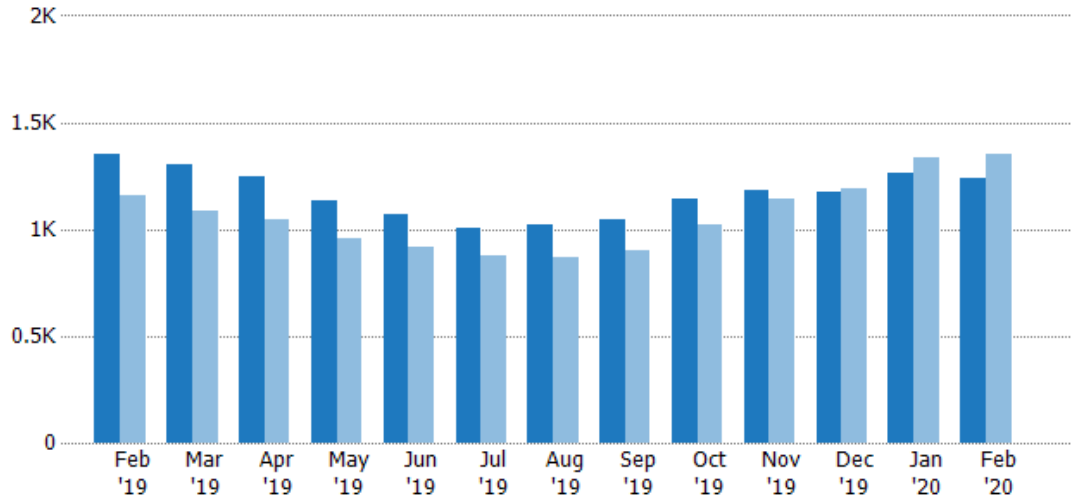
Active Listings

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.
Feb '20	1.24K	-8.3%
Feb '19	1.35K	17%
Feb '18	1.16K	-12%



Current Year	1.35K	1.31K	1.24K	1.13K	1.07K	1.01K	1.02K	1.04K	1.14K	1.19K	1.17K	1.27K	1.24K
Prior Year	1.16K	1.08K	1.05K	960	920	874	868	900	1.02K	1.14K	1.19K	1.34K	1.35K
Percent Change from Prior Year	17%	21%	19%	18%	17%	15%	18%	16%	12%	4%	-1%	-5%	-8%

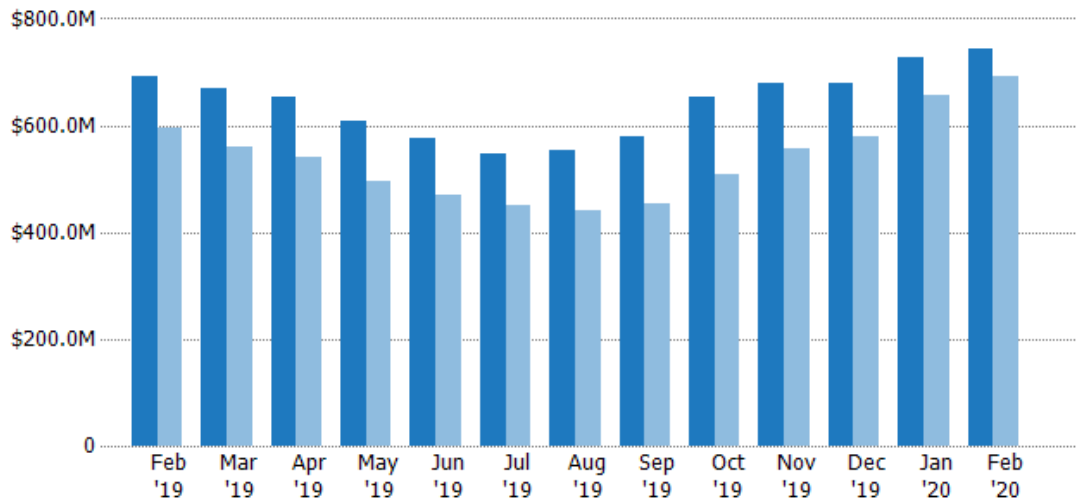
Active Listing Volume

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.
Feb '20	\$744M	7.6%
Feb '19	\$692M	16.4%
Feb '18	\$594M	-15.2%



Current Year	\$692M	\$670M	\$654M	\$610M	\$577M	\$546M	\$553M	\$580M	\$653M	\$679M	\$680M	\$728M	\$744M
Prior Year	\$594M	\$559M	\$539M	\$497M	\$468M	\$449M	\$439M	\$453M	\$508M	\$557M	\$580M	\$658M	\$692M
Percent Change from Prior Year	16%	20%	21%	23%	23%	22%	26%	28%	29%	22%	17%	11%	8%

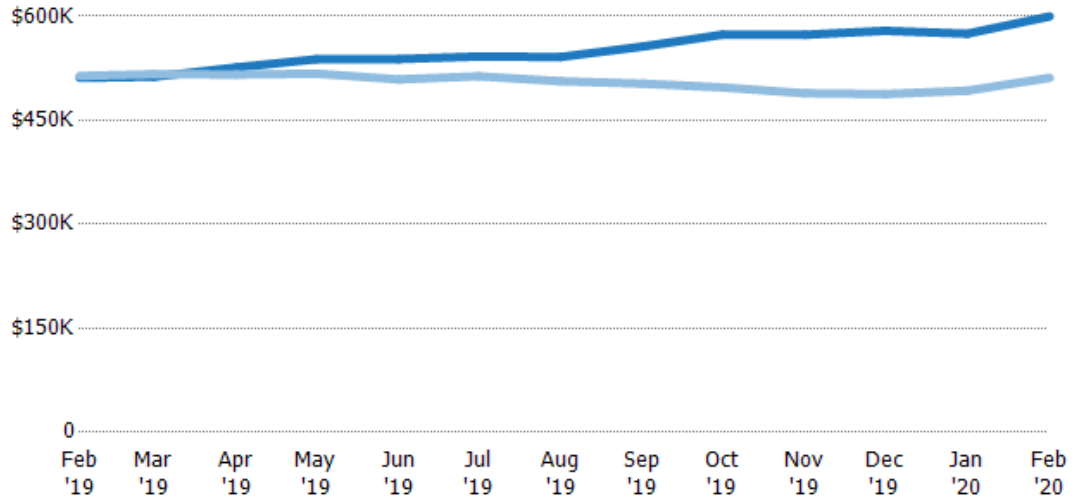
Average Listing Price

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.
Feb '20	\$600K	17.3%
Feb '19	\$511K	-0.5%
Feb '18	\$514K	-3.7%



Current Year	\$511K	\$513K	\$526K	\$538K	\$538K	\$542K	\$541K	\$556K	\$574K	\$573K	\$579K	\$575K	\$600K
Prior Year	\$514K	\$516K	\$516K	\$517K	\$509K	\$513K	\$506K	\$503K	\$497K	\$489K	\$488K	\$493K	\$511K
Percent Change from Prior Year	-1%	-1%	2%	4%	6%	6%	7%	11%	15%	17%	19%	17%	17%

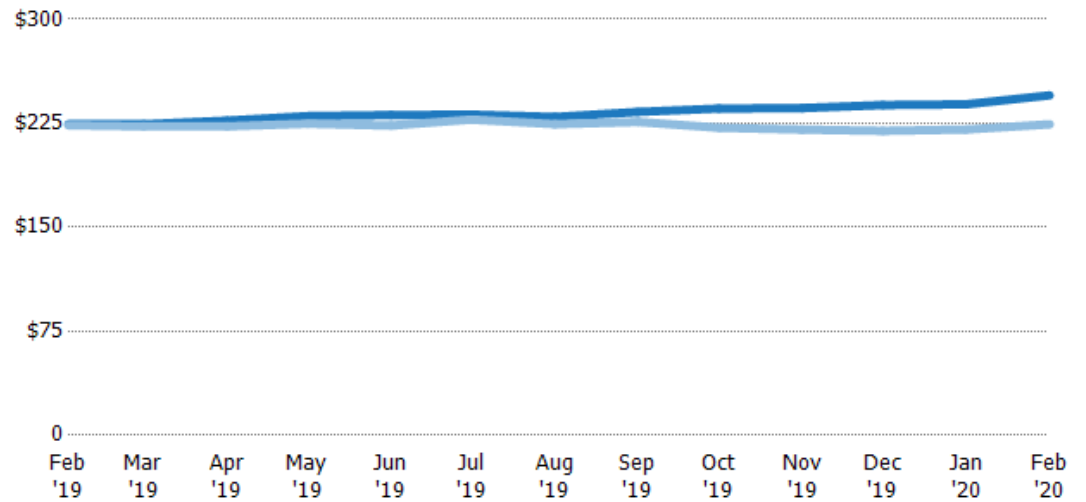
Average Listing Price per Sq Ft

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.
Feb '20	\$245	9.3%
Feb '19	\$224	0.3%
Feb '18	\$224	-1.3%



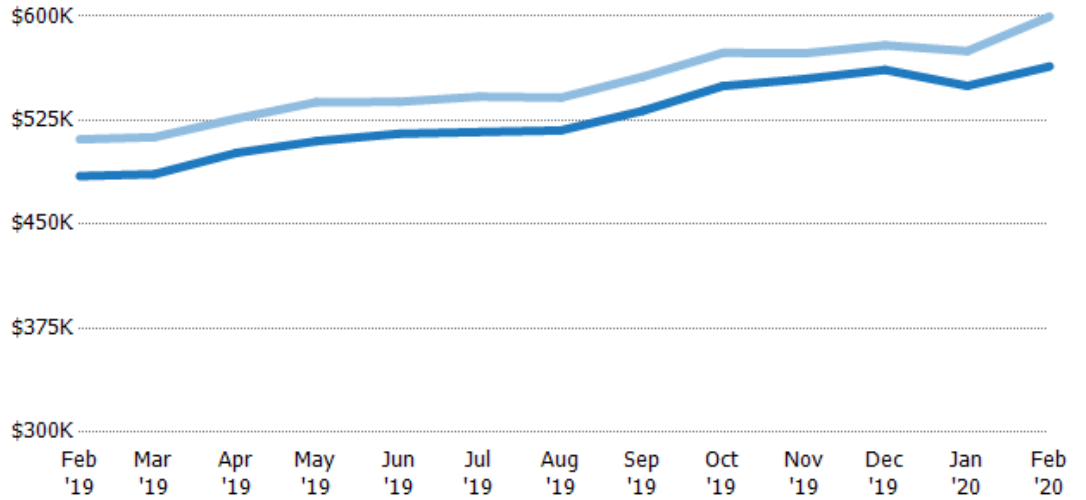
Current Year	\$224	\$224	\$227	\$230	\$231	\$231	\$230	\$233	\$236	\$236	\$238	\$239	\$245
Prior Year	\$224	\$223	\$223	\$225	\$223	\$228	\$224	\$226	\$222	\$220	\$220	\$221	\$224
Percent Change from Prior Year	0%	1%	2%	2%	3%	2%	2%	3%	6%	7%	8%	8%	9%

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



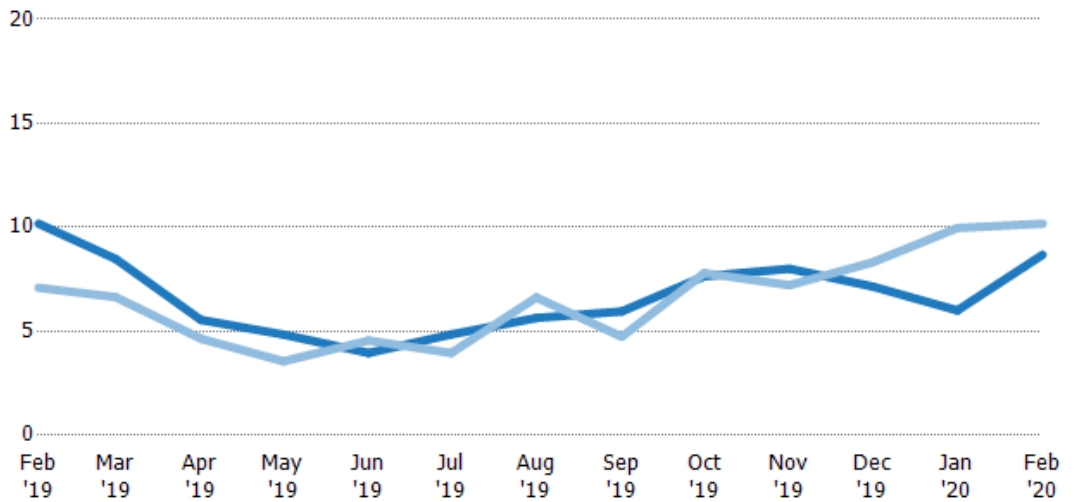
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$485K	\$486K	\$502K	\$510K	\$515K	\$517K	\$518K	\$532K	\$550K	\$555K	\$561K	\$550K	\$564K
Avg Listing Price	\$511K	\$513K	\$526K	\$538K	\$538K	\$542K	\$541K	\$556K	\$574K	\$573K	\$579K	\$575K	\$600K
Avg Listing Price as a % of Avg Est Value	105%	105%	105%	106%	104%	105%	105%	105%	104%	103%	103%	105%	106%

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.
Feb '20	8.68	-14.7%
Feb '19	10.2	43.4%
Feb '18	7.09	7.8%

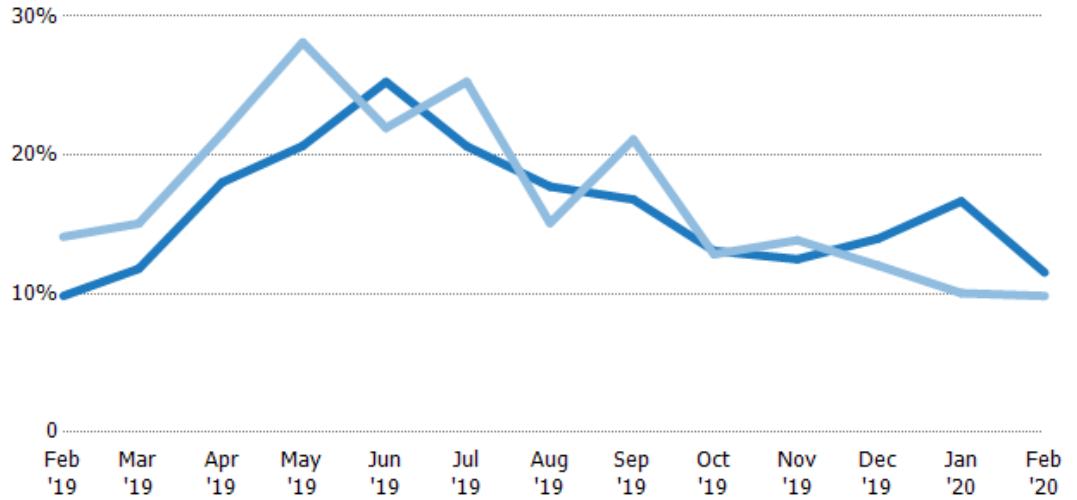
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Feb '20	12%	-1.7%
Feb '19	10%	4.3%
Feb '18	14%	-7.3%

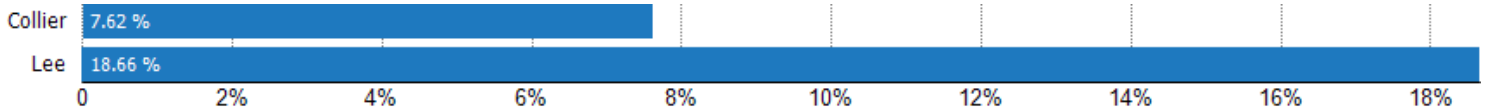


Current Year	10%	12%	18%	21%	25%	21%	18%	17%	13%	12%	14%	17%	12%
Prior Year	14%	15%	22%	28%	22%	25%	15%	21%	13%	14%	12%	10%	10%
Change from Prior Year	4%	3%	4%	7%	-3%	5%	-3%	4%	0%	1%	-2%	-7%	-2%

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



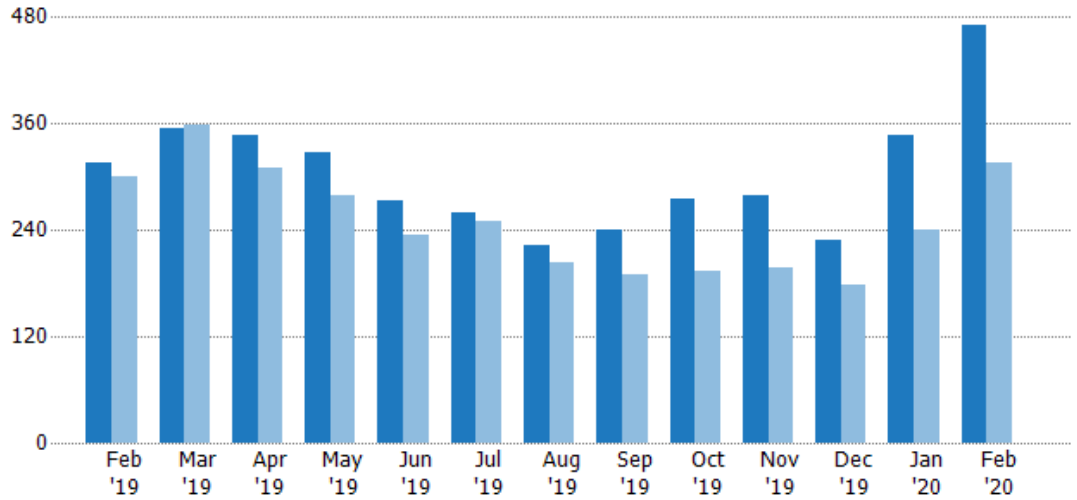
Pending Sales

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.
Feb '20	471	49.1%
Feb '19	316	5.3%
Feb '18	300	-3.7%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	316	355	347	327	274	259	222	240	276	278	229	346	471
Prior Year	300	359	309	278	235	250	203	189	194	197	178	240	316
Percent Change from Prior Year	5%	-1%	12%	18%	17%	4%	9%	27%	42%	41%	29%	44%	49%

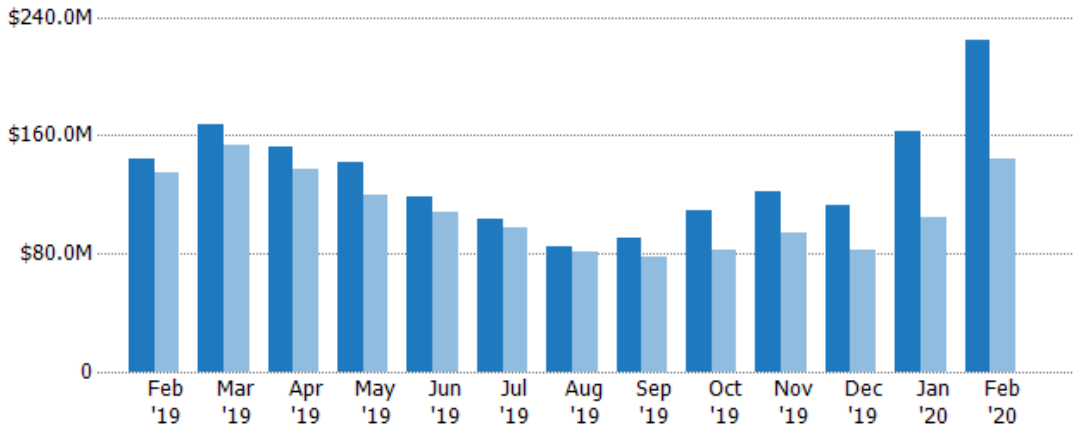
Pending Sales Volume

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.
Feb '20	\$224M	56.3%
Feb '19	\$144M	6.2%
Feb '18	\$135M	3.2%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$144M	\$167M	\$152M	\$142M	\$118M	\$103M	\$85M	\$90.9M	\$109M	\$122M	\$113M	\$162M	\$224M
Prior Year	\$135M	\$153M	\$137M	\$119M	\$108M	\$97.3M	\$81.4M	\$77.9M	\$82.5M	\$93.9M	\$82.2M	\$105M	\$144M
Percent Change from Prior Year	6%	9%	12%	19%	9%	6%	4%	17%	33%	30%	37%	55%	56%

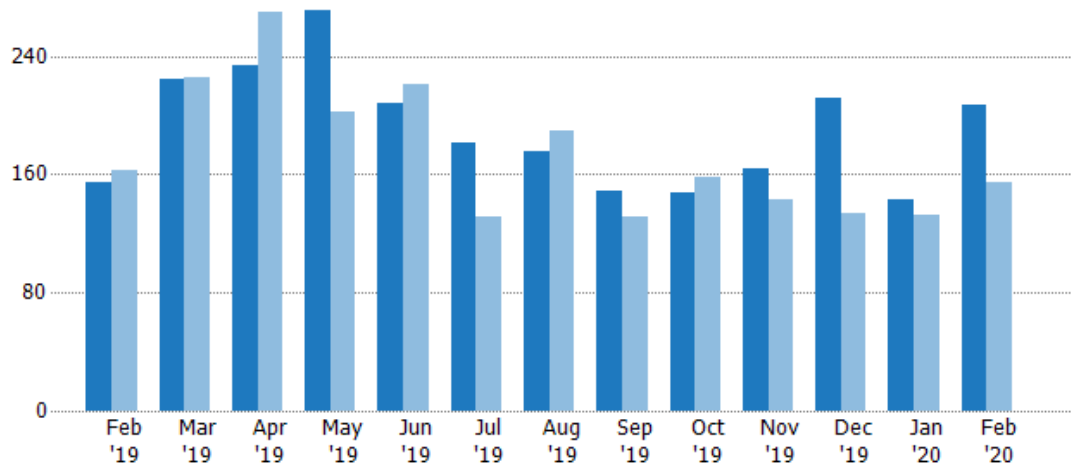
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Feb '20	207	34.4%
Feb '19	154	-5.5%
Feb '18	163	1.8%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	154	224	234	271	208	181	175	149	148	164	211	143	207
Prior Year	163	225	270	202	221	131	190	131	158	143	134	133	154
Percent Change from Prior Year	-6%	0%	-13%	34%	-6%	38%	-8%	14%	-6%	15%	57%	8%	34%

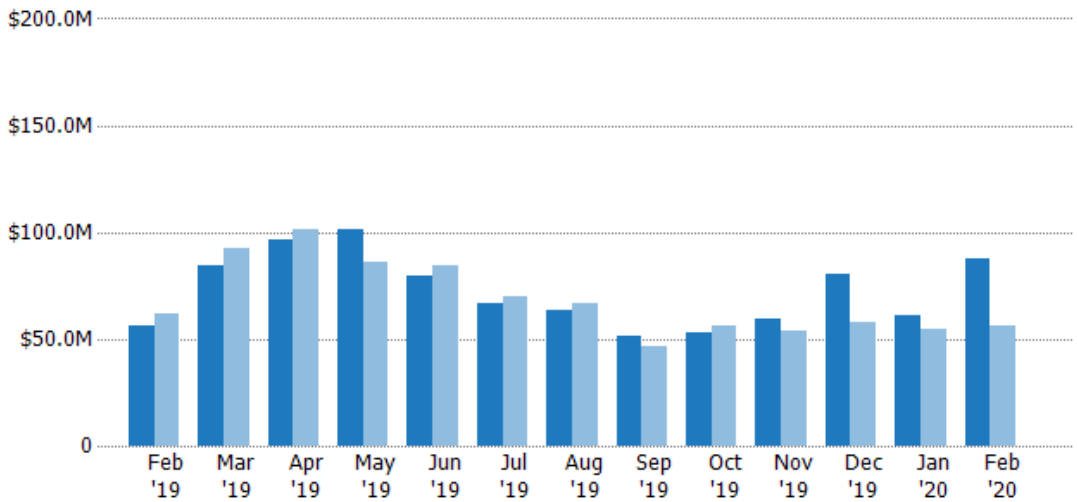
Closed Sales Volume

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.
Feb '20	\$87.2M	55.7%
Feb '19	\$56M	-9.7%
Feb '18	\$62.1M	16.3%



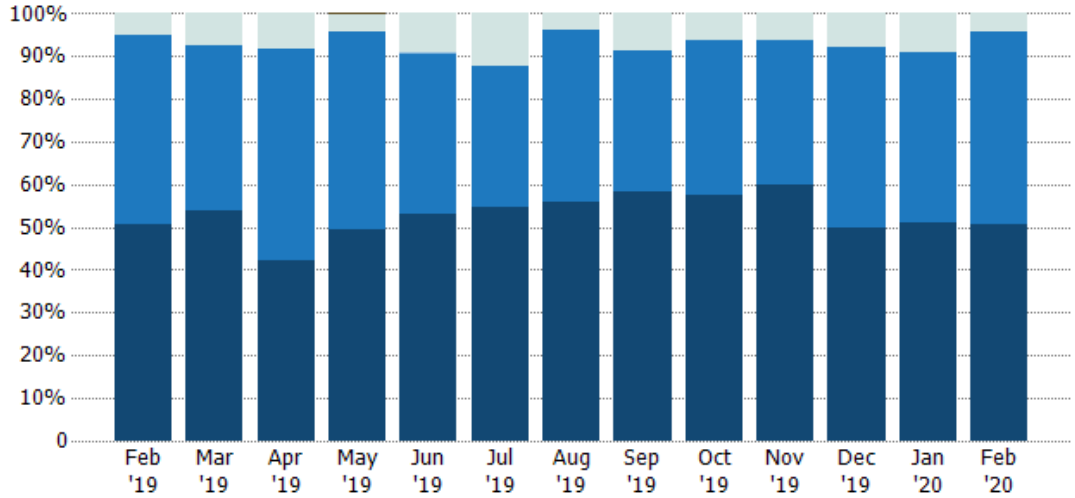
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$56M	\$84.4M	\$96.1M	\$101M	\$79.8M	\$66.7M	\$63.2M	\$51.2M	\$53.2M	\$59.8M	\$80.6M	\$60.9M	\$87.2M
Prior Year	\$62.1M	\$92.5M	\$102M	\$85.7M	\$84.1M	\$69.8M	\$66.9M	\$46.7M	\$56.4M	\$53.8M	\$57.8M	\$54.8M	\$56M
Percent Change from Prior Year	-10%	-9%	-5%	18%	-5%	-5%	-6%	10%	-6%	11%	40%	11%	56%

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	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Other	-	-	-	0%	-	-	-	-	-	-	-	-	-
Multifamily/Multiplex	5%	8%	8%	4%	9%	12%	4%	9%	6%	6%	8%	9%	4%
Mobile/Manufactured	-	-	-	-	0%	-	-	-	-	-	-	-	-
Condo/Townhouse	44%	38%	50%	46%	38%	33%	40%	33%	36%	34%	42%	40%	45%
Single Family Residence	51%	54%	42%	49%	53%	55%	56%	58%	57%	60%	50%	51%	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

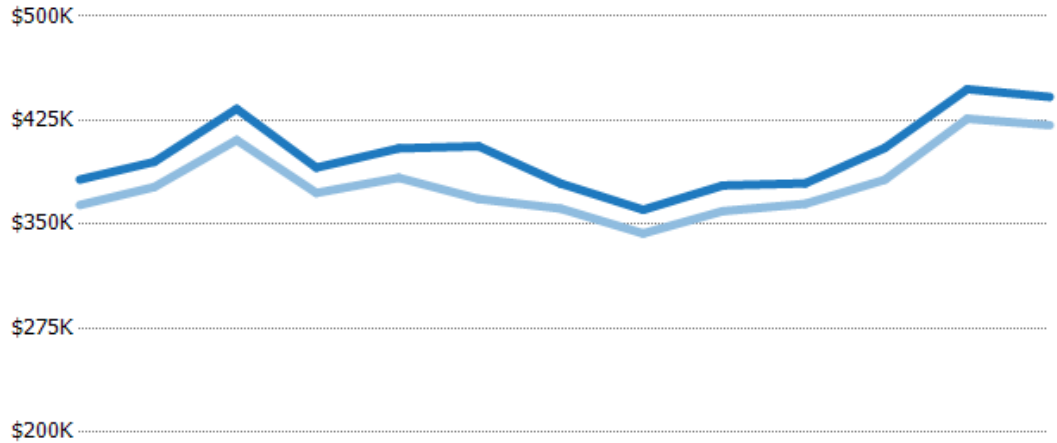


Average Sales Price vs Average Listing Price

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



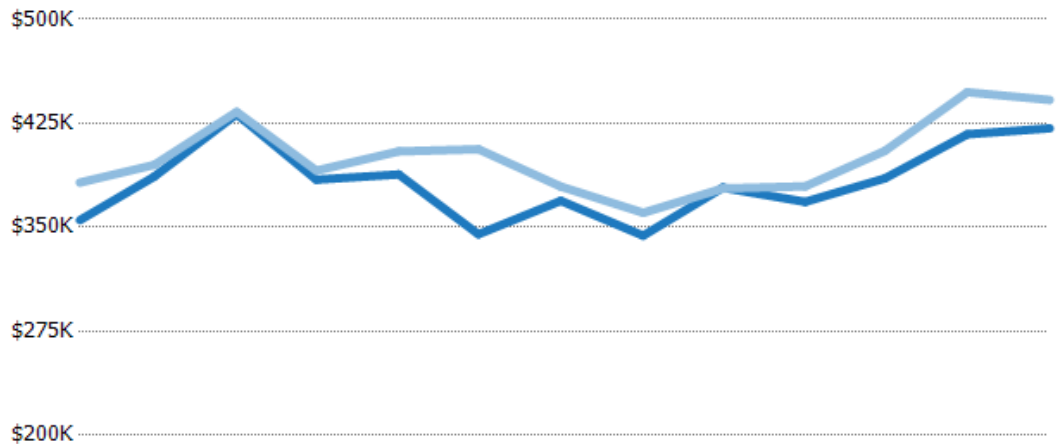
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg List Price	\$382K	\$395K	\$433K	\$391K	\$405K	\$406K	\$379K	\$360K	\$378K	\$380K	\$405K	\$447K	\$442K
Avg Sales Price	\$364K	\$377K	\$411K	\$373K	\$384K	\$368K	\$361K	\$343K	\$359K	\$365K	\$382K	\$426K	\$421K
Avg Sales Price as a % of Avg List Price	95%	95%	95%	95%	95%	91%	95%	95%	95%	96%	94%	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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$355K	\$387K	\$432K	\$384K	\$388K	\$345K	\$369K	\$344K	\$379K	\$368K	\$385K	\$417K	\$421K
Avg Sales Price	\$382K	\$395K	\$433K	\$391K	\$405K	\$406K	\$379K	\$360K	\$378K	\$380K	\$405K	\$447K	\$442K
Avg Sales Price as a % of Avg Est Value	108%	102%	100%	102%	104%	118%	103%	105%	100%	103%	105%	107%	105%

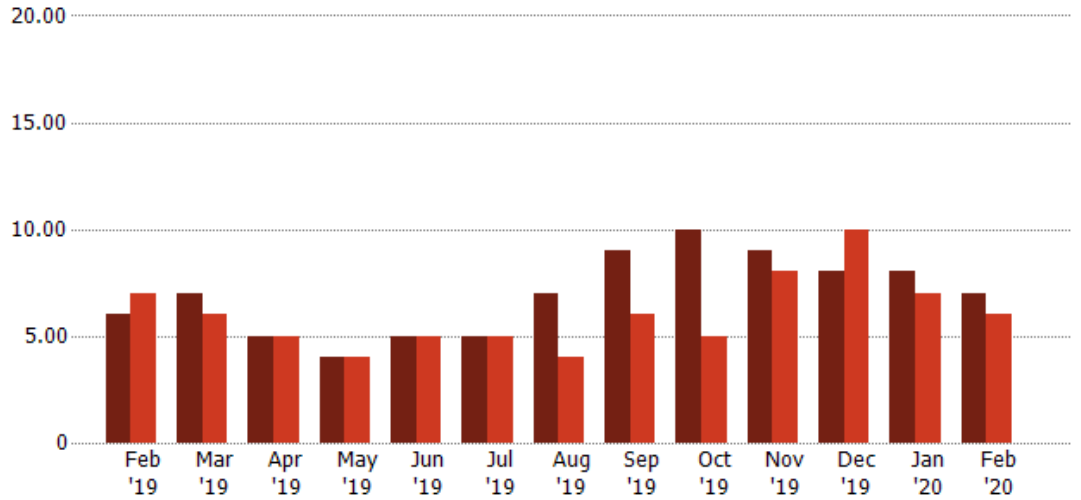
Distressed Listings

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.
Feb '20	7	16.7%
Feb '19	6	-14.3%
Feb '18	7	28.6%

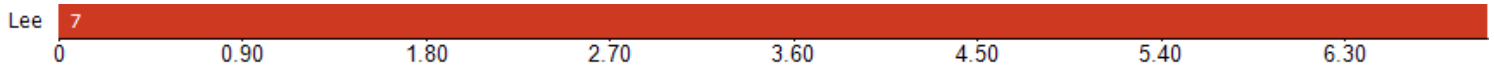


Current Year	6	7	5	4	5	5	7	9	10	9	8	8	7
Prior Year	7	6	5	4	5	5	4	6	5	8	10	7	6
Percent Change from Prior Year	-14%	17%	0%	0%	0%	0%	75%	50%	100%	13%	-20%	14%	17%

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: 03/04/2020

Scheduled: No

Report Date Range: From 2/2019 To: 2/2020

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 2/2020 data

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