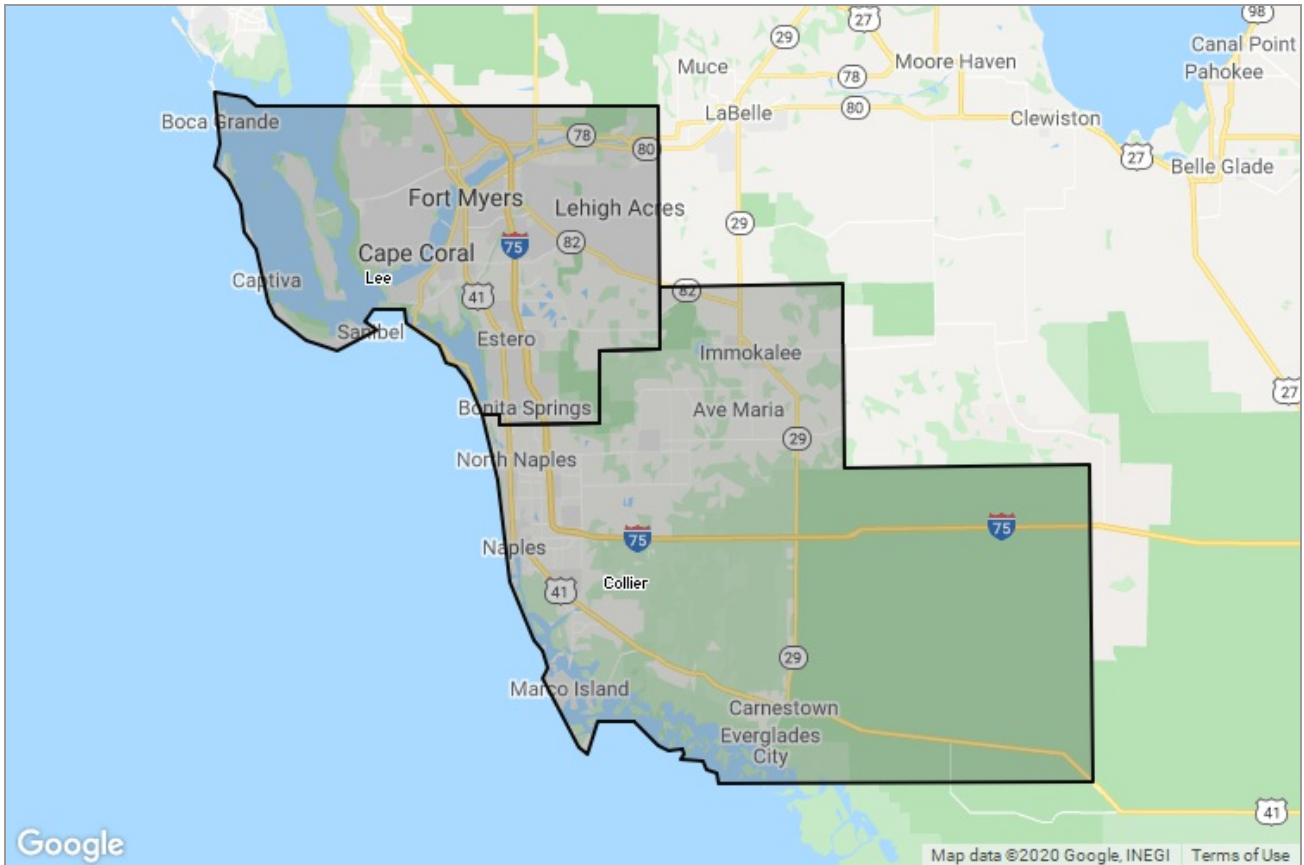# Monthly Market Data Report



## Report Characteristics

**Report Name:**
Monthly Market Data Report

**Report Date Range:**
3/2019 – 3/2020

**Filters Used:**
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 04/06/2020

**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. |
|---|---|---|
| Mar '20 | 263 | -4.4% |
| Mar '19 | 275 | 1.5% |
| Mar '18 | 271 | -14.4% |



| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 275 | 231 | 206 | 177 | 152 | 193 | 225 | 327 | 256 | 186 | 389 | 352 | 263 |
| Prior Year | 271 | 221 | 163 | 168 | 182 | 157 | 178 | 302 | 272 | 203 | 368 | 277 | 275 |
| Percent Change from Prior Year | 1% | 5% | 26% | 5% | -16% | 23% | 26% | 8% | -6% | -8% | 6% | 27% | -4% |

# 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. |
|---|---|---|
| Mar '20 | $120M | 2.5% |
| Mar '19 | $117M | 11.8% |
| Mar '18 | $105M | -6.5% |



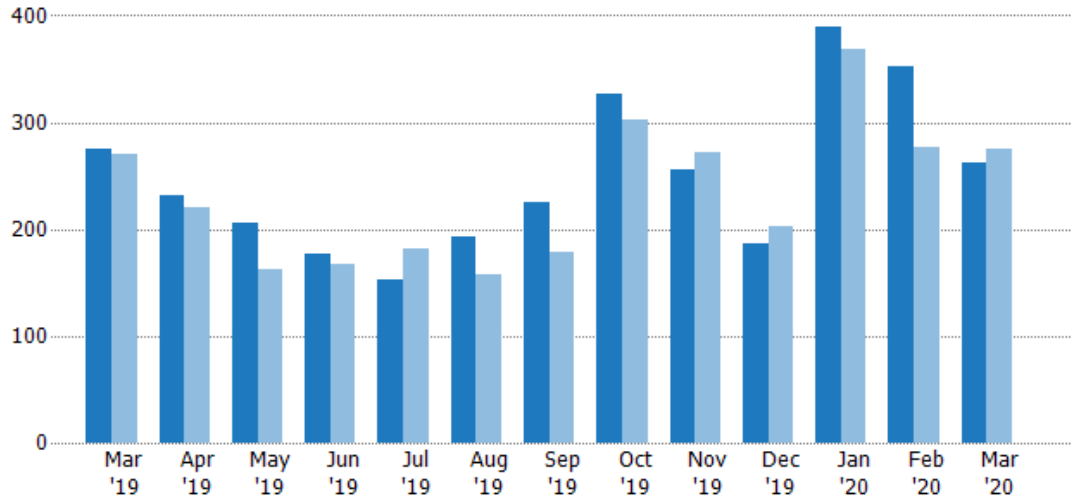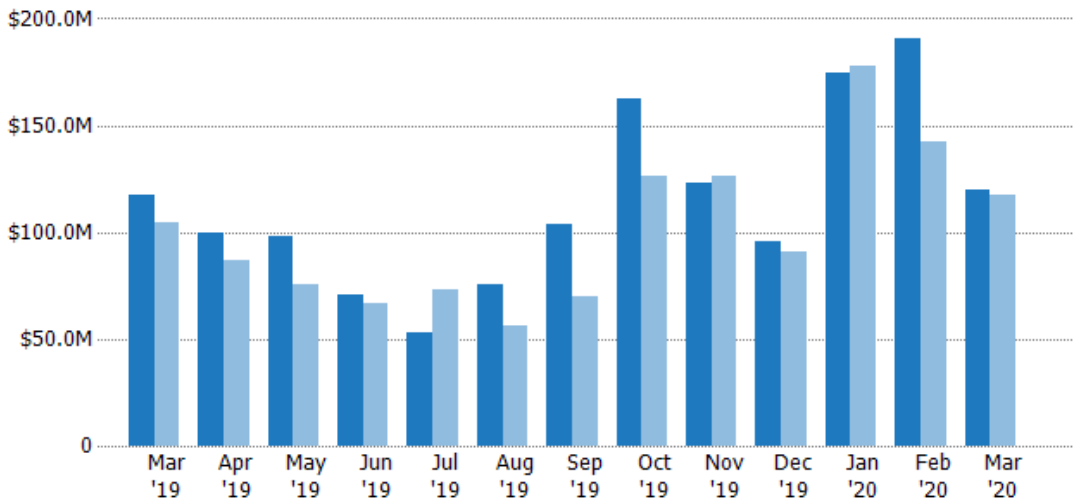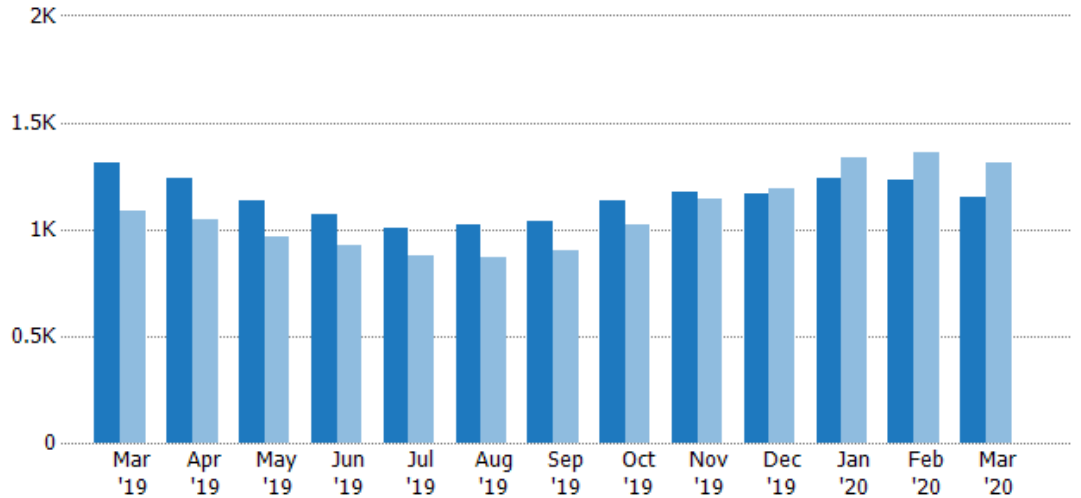| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $117M | $100M | $98.5M | $70.9M | $53M | $75.8M | $103M | $163M | $123M | $95.3M | $175M | $191M | $120M |
| Prior Year | $105M | $86.9M | $75.3M | $66.8M | $73.3M | $56.6M | $69.9M | $126M | $126M | $90.7M | $178M | $143M | $117M |
| Percent Change from Prior Year | 12% | 15% | 31% | 6% | -28% | 34% | 48% | 29% | -3% | 5% | -2% | 34% | 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. |
|---|---|---|
| Mar '20 | 1.15K | -11.8% |
| Mar '19 | 1.31K | 20% |
| Mar '18 | 1.09K | -11.5% |



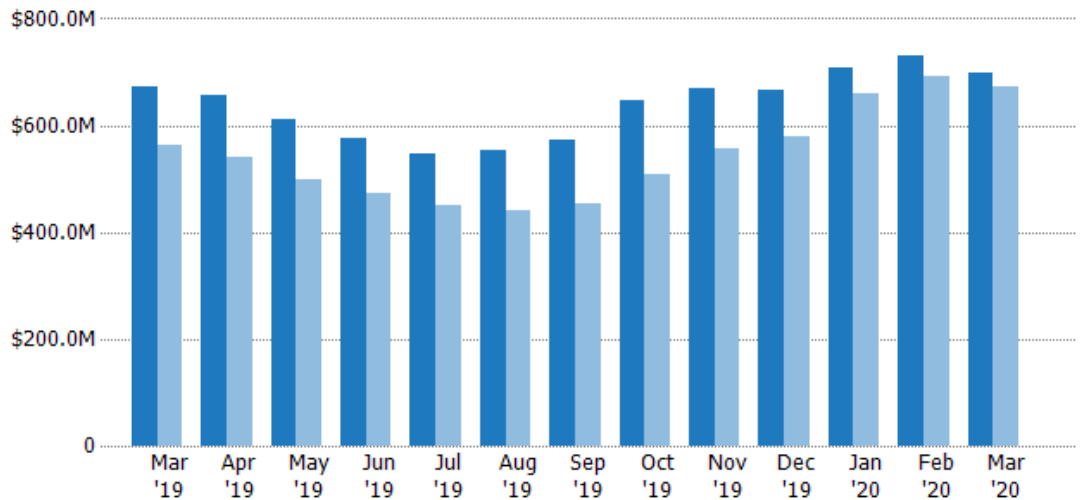| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 1.31K | 1.24K | 1.13K | 1.07K | 1K | 1.02K | 1.04K | 1.14K | 1.18K | 1.16K | 1.24K | 1.23K | 1.15K |
| Prior Year | 1.09K | 1.05K | 962 | 923 | 874 | 869 | 900 | 1.02K | 1.14K | 1.19K | 1.34K | 1.36K | 1.31K |
| Percent Change from Prior Year | 20% | 18% | 18% | 16% | 15% | 17% | 15% | 11% | 3% | -2% | -7% | -9% | -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. |
|---|---|---|
| Mar '20 | $699M | 4.2% |
| Mar '19 | $671M | 19.5% |
| Mar '18 | $561M | -14.9% |



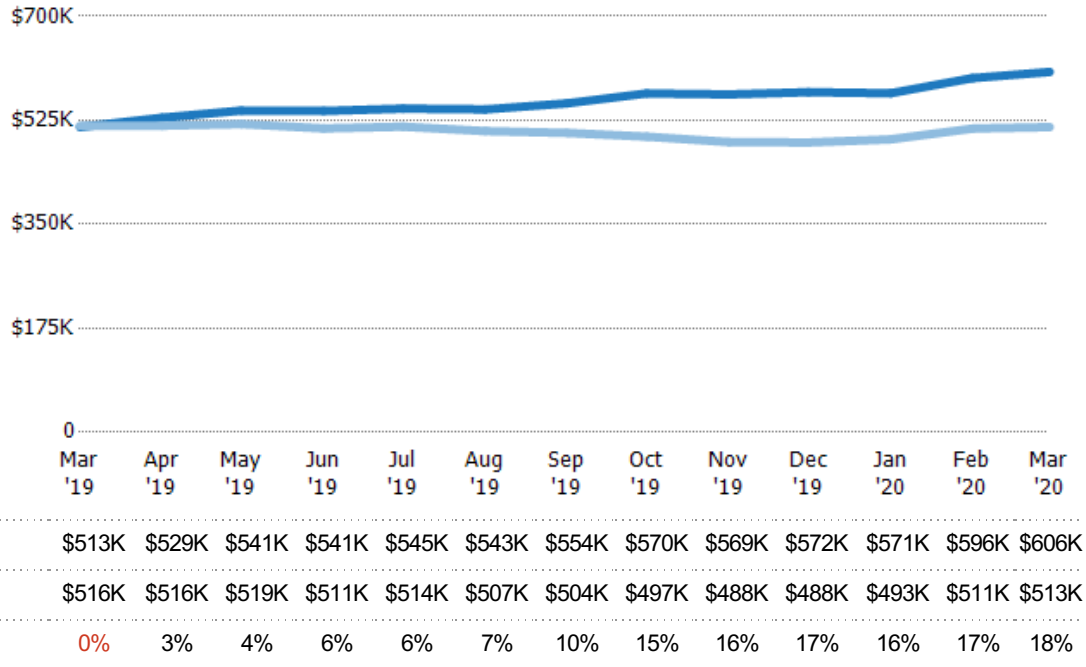| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $671M | $657M | $612M | $577M | $547M | $554M | $574M | $647M | $670M | $666M | $707M | $732M | $699M |
| Prior Year | $561M | $541M | $499M | $472M | $449M | $440M | $453M | $507M | $557M | $580M | $660M | $693M | $671M |
| Percent Change from Prior Year | 20% | 22% | 23% | 22% | 22% | 26% | 27% | 28% | 20% | 15% | 7% | 6% | 4% |

## 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. |
|---|---|---|
| Mar '20 | $606K | 18.1% |
| Mar '19 | $513K | -0.4% |
| Mar '18 | $516K | -3.9% |



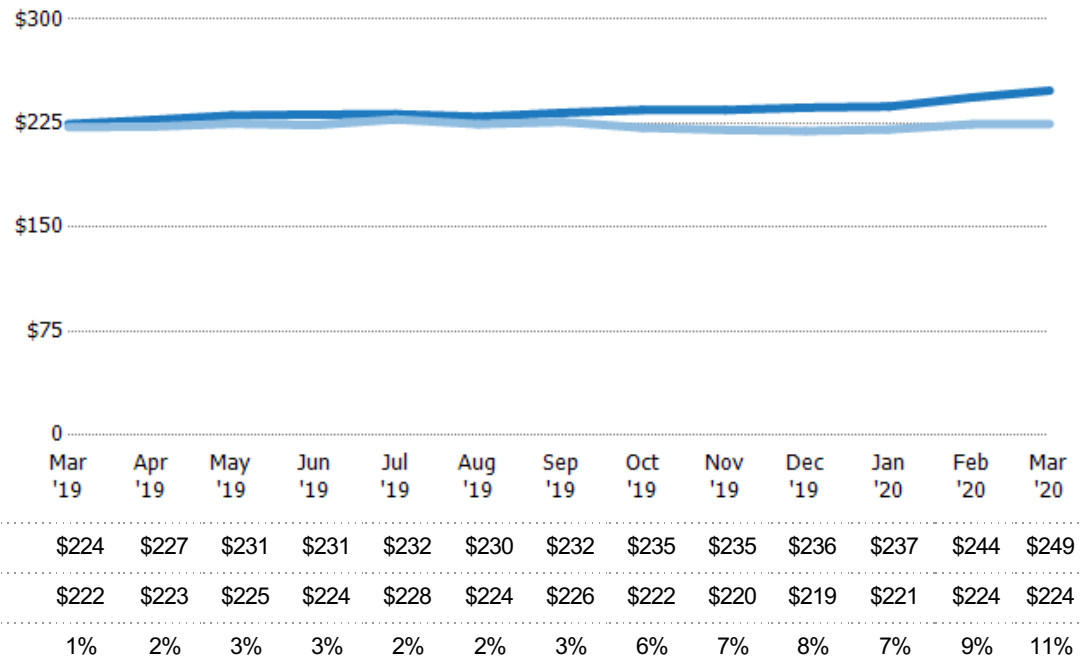| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $513K | $529K | $541K | $541K | $545K | $543K | $554K | $570K | $569K | $572K | $571K | $596K | $606K |
| Prior Year | $516K | $516K | $519K | $511K | $514K | $507K | $504K | $497K | $488K | $488K | $493K | $511K | $513K |
| Percent Change from Prior Year | 0% | 3% | 4% | 6% | 6% | 7% | 10% | 15% | 16% | 17% | 16% | 17% | 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. |
|---|---|---|
| Mar '20 | $249 | 10.7% |
| Mar '19 | $224 | 1% |
| Mar '18 | $222 | -1.7% |



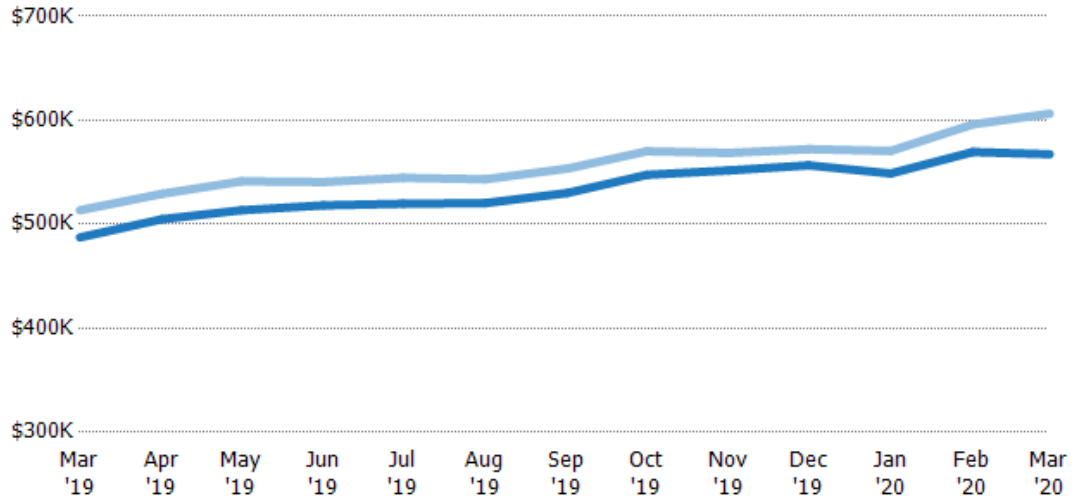| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $224 | $227 | $231 | $231 | $232 | $230 | $232 | $235 | $235 | $236 | $237 | $244 | $249 |
| Prior Year | $222 | $223 | $225 | $224 | $228 | $224 | $226 | $222 | $220 | $219 | $221 | $224 | $224 |
| Percent Change from Prior Year | 1% | 2% | 3% | 3% | 2% | 2% | 3% | 6% | 7% | 8% | 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



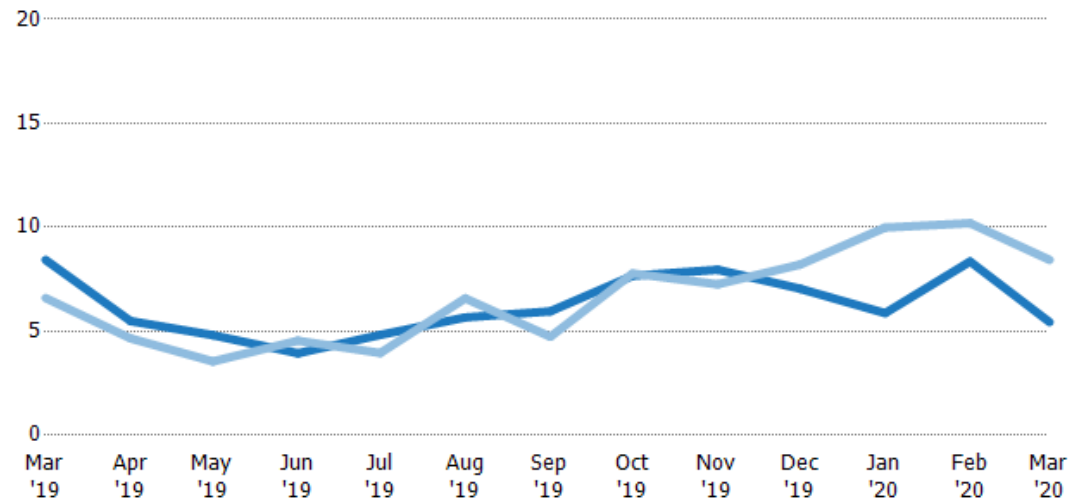| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Avg Est Value | $487K | $505K | $513K | $518K | $520K | $520K | $530K | $548K | $552K | $557K | $549K | $569K | $567K |
| Avg Listing Price | $513K | $529K | $541K | $541K | $545K | $543K | $554K | $570K | $569K | $572K | $571K | $596K | $606K |
| Avg Listing Price as a % of Avg Est Value | 105% | 105% | 105% | 104% | 105% | 104% | 104% | 104% | 103% | 103% | 104% | 105% | 107% |

## 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. |
|---|---|---|
| Mar '20 | 5.44 | -35.5% |
| Mar '19 | 8.43 | 27.8% |
| Mar '18 | 6.6 | -13.1% |



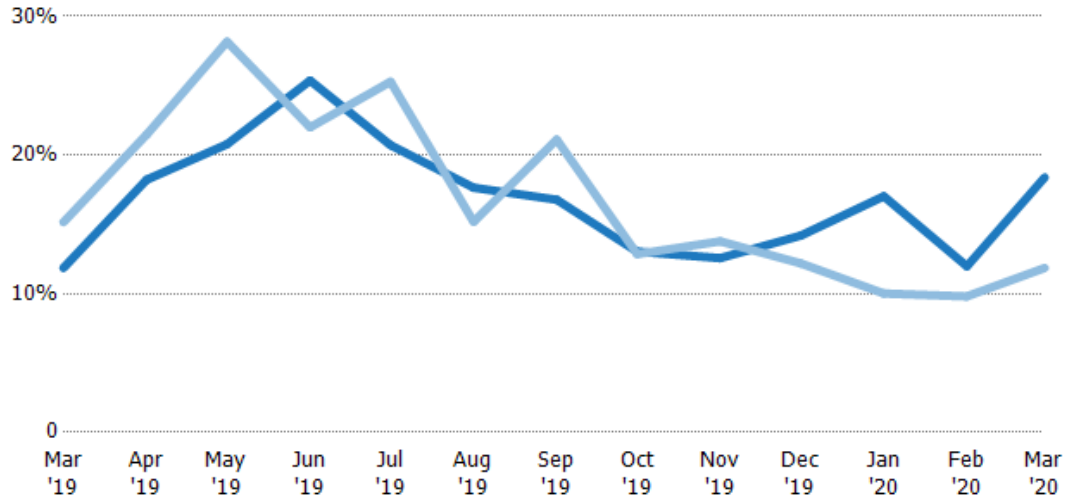| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 8.43 | 5.49 | 4.81 | 3.94 | 4.83 | 5.67 | 5.96 | 7.67 | 7.96 | 7.05 | 5.87 | 8.35 | 5.44 |
| Prior Year | 6.6 | 4.66 | 3.55 | 4.55 | 3.95 | 6.58 | 4.74 | 7.78 | 7.26 | 8.21 | 9.99 | 10.2 | 8.43 |
| Percent Change from Prior Year | 28% | 18% | 36% | -13% | 22% | -14% | 26% | -1% | 10% | -14% | -41% | -18% | -36% |

# Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

County: Collier County, Florida, Lee County, Florida

| Month/Year | Rate | Chg. |
|---|---|---|
| Mar '20 | 18% | -6.5% |
| Mar '19 | 12% | 3.3% |
| Mar '18 | 15% | 15% |



| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 12% | 18% | 21% | 25% | 21% | 18% | 17% | 13% | 13% | 14% | 17% | 12% | 18% |
| Prior Year | 15% | 21% | 28% | 22% | 25% | 15% | 21% | 13% | 14% | 12% | 10% | 10% | 12% |
| Change from Prior Year | 3% | 3% | 7% | -3% | 5% | -2% | 4% | 0% | 1% | -2% | -7% | -2% | -7% |

# Absorption Rate (By County)

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

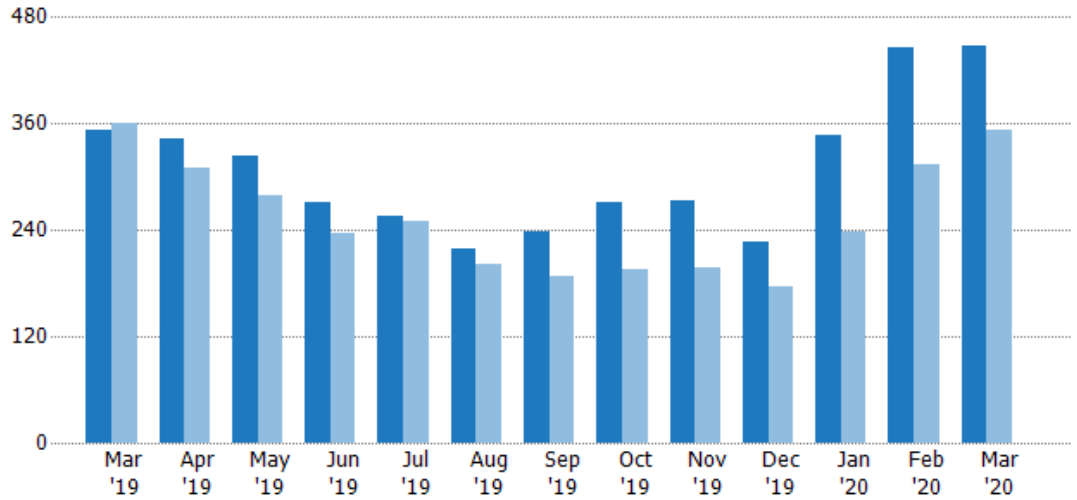Filters Used: County: Collier County, Florida, Lee County, Florida

Collier: 13.9 %
Lee: 24.51 %
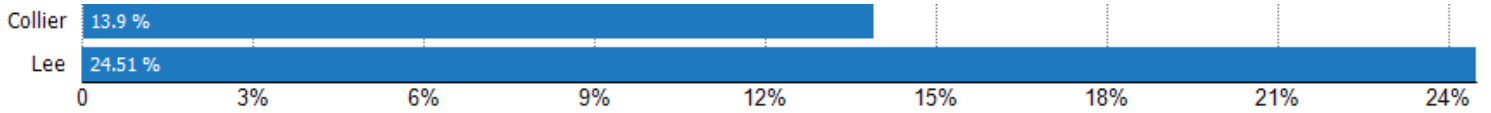
# Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

| Month/Year | Count | % Chg. |
|---|---|---|
| Mar '20 | 448 | 26.9% |
| Mar '19 | 353 | -2.2% |
| Mar '18 | 361 | -11.4% |

| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 353 | 343 | 324 | 271 | 256 | 219 | 238 | 272 | 274 | 227 | 346 | 446 | 448 |
| Prior Year | 361 | 310 | 279 | 236 | 250 | 202 | 188 | 196 | 197 | 177 | 238 | 314 | 353 |
| Percent Change from Prior Year | -2% | 11% | 16% | 15% | 2% | 8% | 27% | 39% | 39% | 28% | 45% | 42% | 27% |

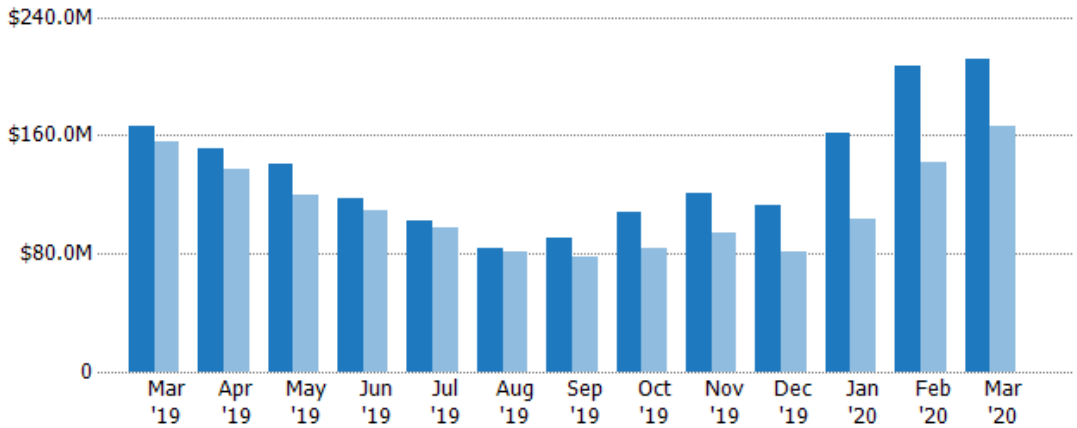# Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

| Month/Year | Volume | % Chg. |
|---|---|---|
| Mar '20 | $212M | 27.8% |
| Mar '19 | $166M | 6.2% |
| Mar '18 | $156M | -3.1% |

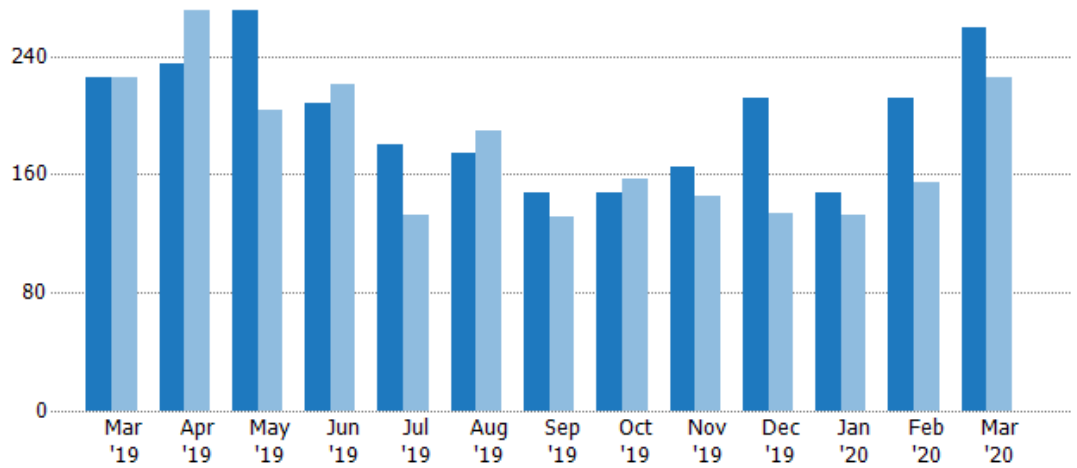| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $166M | $151M | $141M | $117M | $102M | $84M | $90.1M | $108M | $121M | $112M | $162M | $207M | $212M |
| Prior Year | $156M | $137M | $120M | $109M | $97.3M | $80.8M | $77.3M | $83.1M | $93.9M | $81.4M | $103M | $142M | $166M |
| Percent Change from Prior Year | 6% | 10% | 18% | 8% | 5% | 4% | 17% | 30% | 29% | 38% | 57% | 46% | 28% |

# Closed Sales

The total number of residential properties sold each month.

## Filters Used

County: Collier County, Florida, Lee County, Florida

| Month/ Year | Count | % Chg. |
|---|---|---|
| Mar '20 | 259 | 14.6% |
| Mar '19 | 226 | 0.4% |
| Mar '18 | 225 | 4.4% |



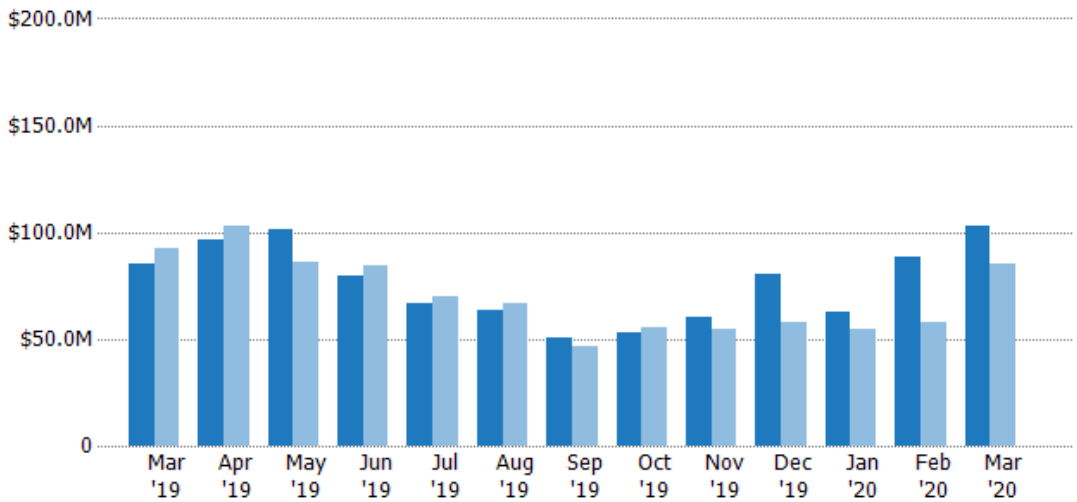| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 226 | 235 | 271 | 208 | 180 | 174 | 148 | 148 | 165 | 211 | 147 | 212 | 259 |
| Prior Year | 225 | 271 | 203 | 221 | 132 | 190 | 131 | 157 | 145 | 134 | 133 | 155 | 226 |
| Percent Change from Prior Year | 0% | -13% | 33% | -6% | 36% | -8% | 13% | -6% | 14% | 57% | 11% | 37% | 15% |

# 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. |
|---|---|---|
| Mar '20 | $103M | 20.7% |
| Mar '19 | $85.5M | -8% |
| Mar '18 | $92.8M | 4.9% |



| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $85.5M | $96.6M | $101M | $79.8M | $66.4M | $63.2M | $50.9M | $52.6M | $60.2M | $80.6M | $62.5M | $88.6M | $103M |
| Prior Year | $92.8M | $103M | $85.9M | $84.1M | $70.2M | $66.9M | $46.7M | $55.7M | $54.4M | $57.8M | $54.8M | $57.9M | $85.5M |
| Percent Change from Prior Year | -8% | -6% | 18% | -5% | -5% | -6% | 9% | -6% | 11% | 40% | 14% | 53% | 21% |

**BONITA SPRINGS-ESTERO REALTORS®**

## 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
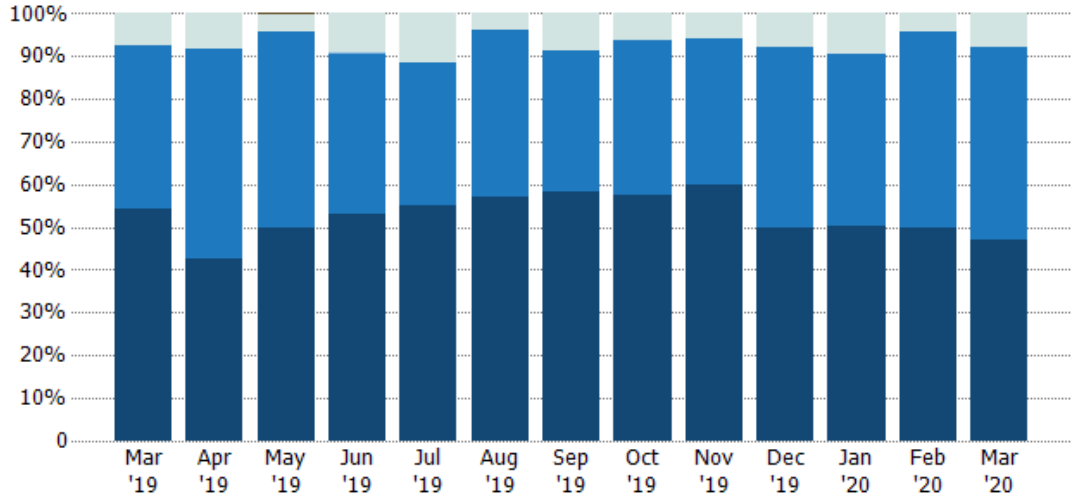


| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Other | - | - | 0% | - | - | - | - | - | - | - | - | - | - |
| Multifamily/Multiplex | 8% | 8% | 4% | 9% | 12% | 4% | 9% | 6% | 6% | 8% | 10% | 4% | 8% |
| Mobile/Manufactured | - | - | - | 0% | - | - | - | - | - | - | - | - | - |
| Condo/Townhouse | 38% | 49% | 46% | 38% | 33% | 39% | 33% | 36% | 34% | 42% | 40% | 46% | 45% |
| Single Family Residence | 54% | 43% | 50% | 53% | 55% | 57% | 58% | 57% | 60% | 50% | 50% | 50% | 47% |

## Closed Sales (By County)

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

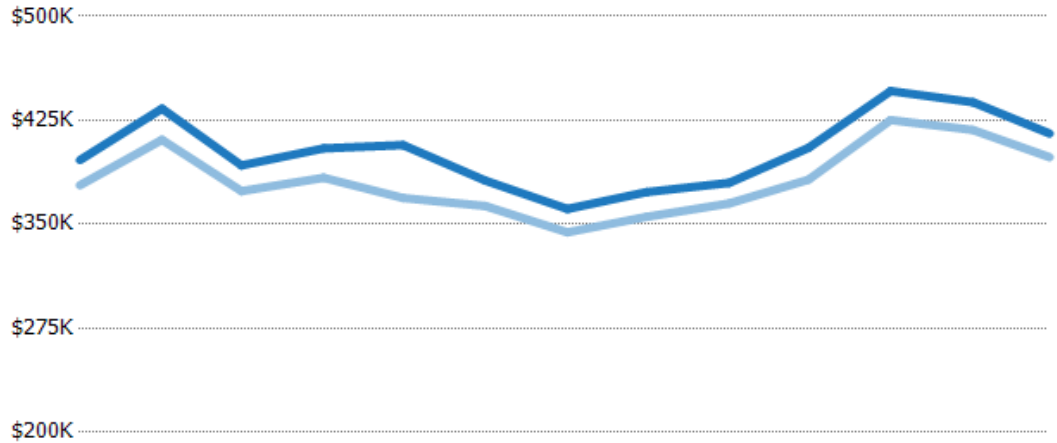Filters Used: County: Collier County, Florida, Lee County, Florida

RPR®

## 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**

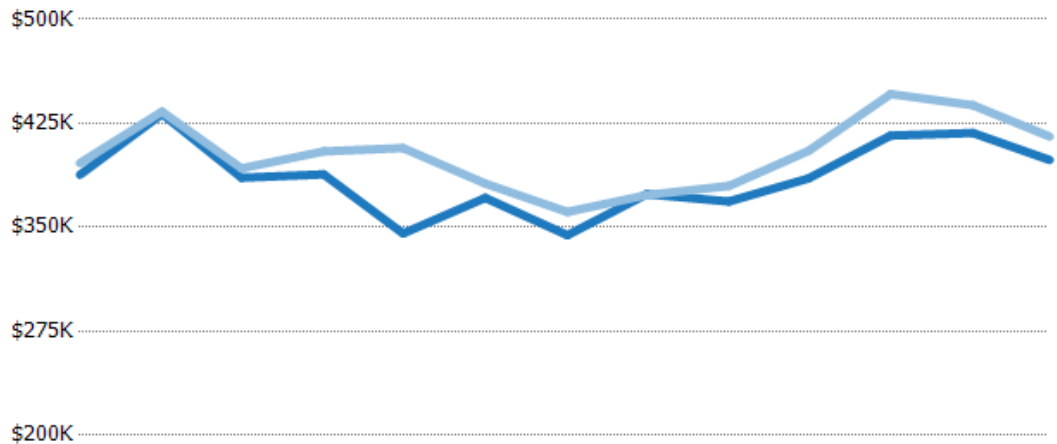County: Collier County, Florida, Lee County, Florida



| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Avg List Price | $396K | $433K | $392K | $405K | $407K | $382K | $361K | $373K | $380K | $405K | $446K | $438K | $415K |
| Avg Sales Price | $378K | $411K | $374K | $384K | $369K | $363K | $344K | $355K | $365K | $382K | $425K | $418K | $398K |
| Avg Sales Price as a % of Avg List Price | 95% | 95% | 95% | 95% | 91% | 95% | 95% | 95% | 96% | 94% | 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



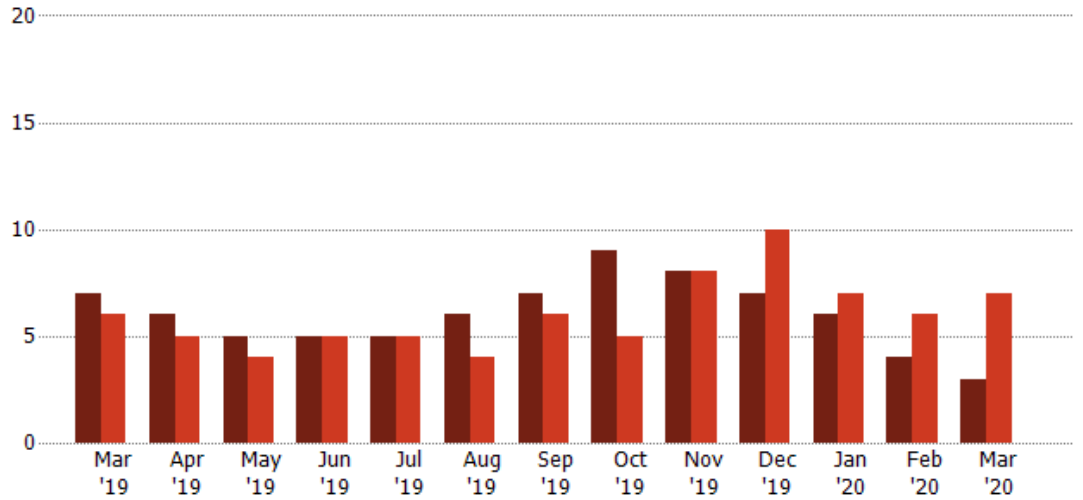| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Avg Est Value | $388K | $432K | $386K | $388K | $346K | $371K | $344K | $374K | $369K | $385K | $416K | $418K | $399K |
| Avg Sales Price | $396K | $433K | $392K | $405K | $407K | $382K | $361K | $373K | $380K | $405K | $446K | $438K | $415K |
| Avg Sales Price as a % of Avg Est Value | 102% | 100% | 102% | 104% | 118% | 103% | 105% | 100% | 103% | 105% | 107% | 105% | 104% |

RPR®

4/6/2020
10 of 12

# 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. |
|---|---|---|
| Mar '20 | 3 | -57.1% |
| Mar '19 | 7 | 16.7% |
| Mar '18 | 6 | 83.3% |



| | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 7 | 6 | 5 | 5 | 5 | 6 | 7 | 9 | 8 | 7 | 6 | 4 | 3 |
| Prior Year | 6 | 5 | 4 | 5 | 5 | 4 | 6 | 5 | 8 | 10 | 7 | 6 | 7 |
| Percent Change from Prior Year | 17% | 20% | 25% | 0% | 0% | 50% | 17% | 80% | 0% | -30% | -14% | -33% | -57% |

# 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 | 3 |
|---|---|

0    0.40    0.80    1.20    1.60    2.00    2.40    2.80

# 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:** 04/06/2020

**Scheduled:** Yes

**Report Date Range:** From: 3/2019 To: 3/2020

## 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 3/2020 data

☐ **Listing Activity by ZIP**

☐ **Listing Activity by Metro Area**

☐ **Sales Activity by ZIP**

☐ **Sales Activity by Metro Area**