

# Monthly Market Detail - March 2020

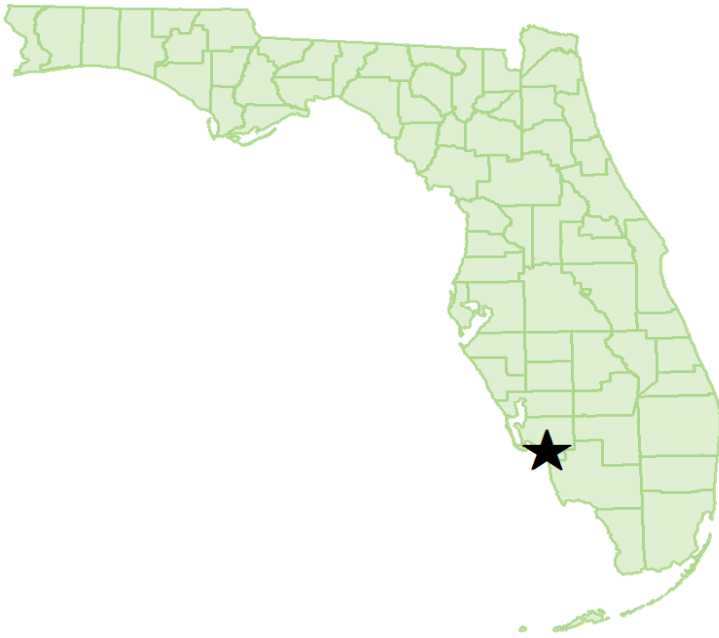
## Single Family Homes

### Bonita Springs-Estero REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



BONITA SPRINGS-ESTERO  
REALTORS®



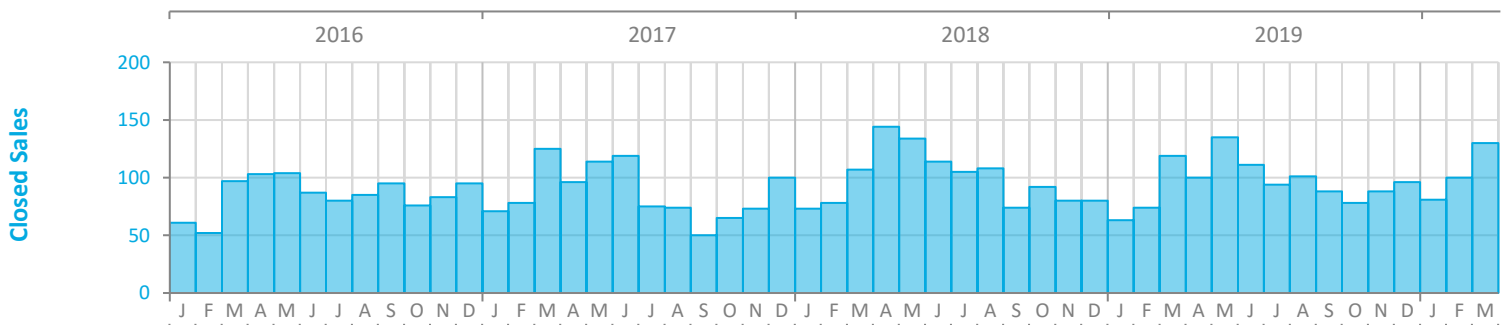
Summary Statistics	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	130	119	9.2%
Paid in Cash	54	60	-10.0%
Median Sale Price	\$408,673	\$365,000	12.0%
Average Sale Price	\$502,019	\$451,536	11.2%
Dollar Volume	\$65.3 Million	\$53.7 Million	21.5%
Median Percent of Original List Price Received	96.0%	93.9%	2.2%
Median Time to Contract	61 Days	76 Days	-19.7%
Median Time to Sale	100 Days	117 Days	-14.5%
New Pending Sales	102	133	-23.3%
New Listings	139	155	-10.3%
Pending Inventory	157	194	-19.1%
Inventory (Active Listings)	604	697	-13.3%
Months Supply of Inventory	6.0	7.0	-14.3%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	311	21.5%
<b>March 2020</b>	<b>130</b>	<b>9.2%</b>
February 2020	100	35.1%
January 2020	81	28.6%
December 2019	96	20.0%
November 2019	88	10.0%
October 2019	78	-15.2%
September 2019	88	18.9%
August 2019	101	-6.5%
July 2019	94	-10.5%
June 2019	111	-2.6%
May 2019	135	0.7%
April 2019	100	-30.6%
March 2019	119	11.2%



# Monthly Market Detail - March 2020

## Single Family Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

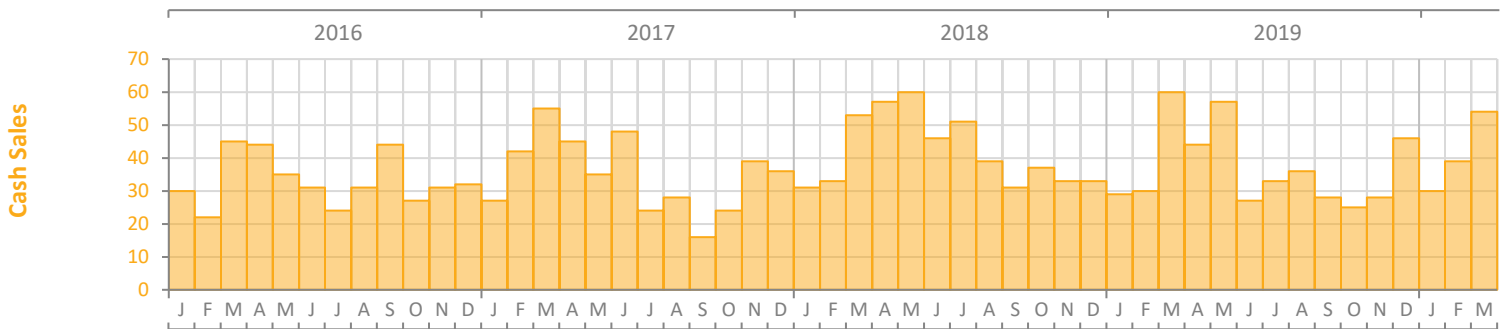
This report describes member activity for the association and is not confined to any specific geographic area.

## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	123	3.4%
<b>March 2020</b>	<b>54</b>	<b>-10.0%</b>
February 2020	39	30.0%
January 2020	30	3.4%
December 2019	46	39.4%
November 2019	28	-15.2%
October 2019	25	-32.4%
September 2019	28	-9.7%
August 2019	36	-7.7%
July 2019	33	-35.3%
June 2019	27	-41.3%
May 2019	57	-5.0%
April 2019	44	-22.8%
March 2019	60	13.2%

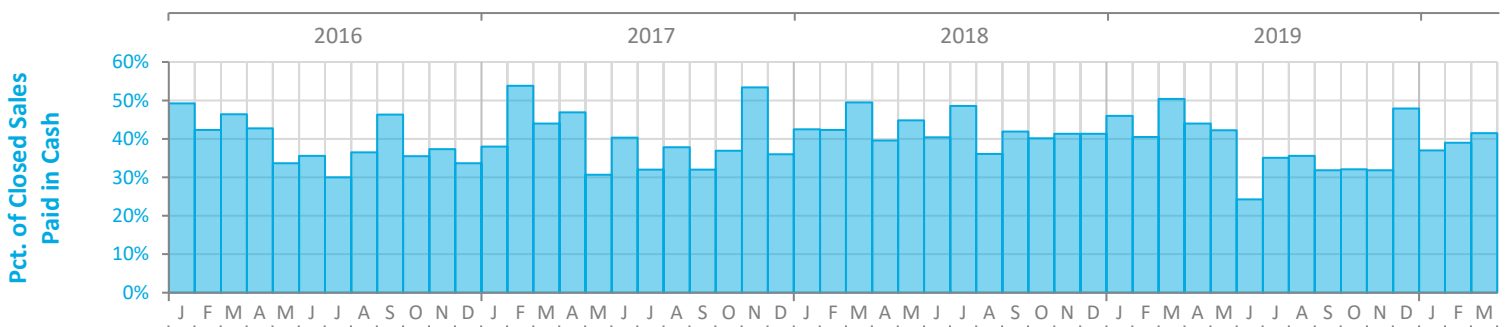


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	39.5%	-15.1%
<b>March 2020</b>	<b>41.5%</b>	<b>-17.7%</b>
February 2020	39.0%	-3.7%
January 2020	37.0%	-19.6%
December 2019	47.9%	16.0%
November 2019	31.8%	-23.0%
October 2019	32.1%	-20.1%
September 2019	31.8%	-24.1%
August 2019	35.6%	-1.4%
July 2019	35.1%	-27.8%
June 2019	24.3%	-39.9%
May 2019	42.2%	-5.8%
April 2019	44.0%	11.1%
March 2019	50.4%	1.8%



# Monthly Market Detail - March 2020

## Single Family Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

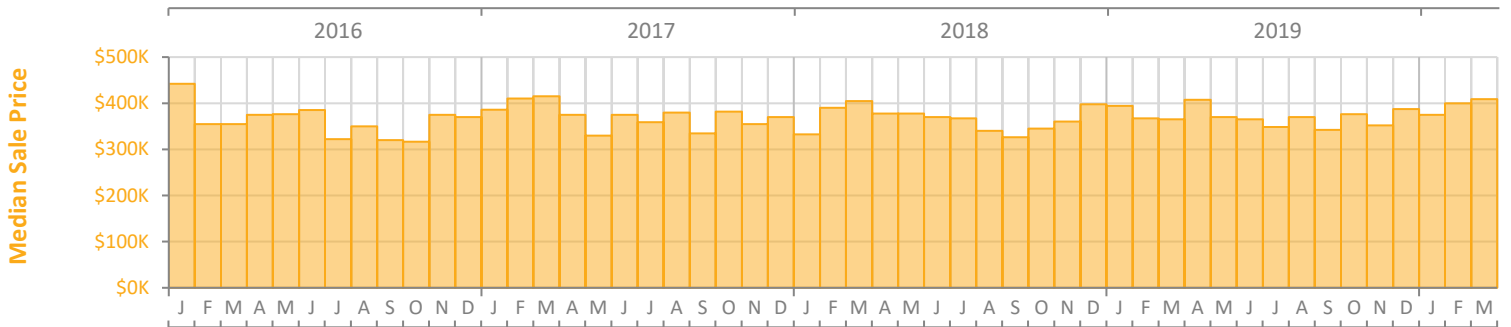
This report describes member activity for the association and is not confined to any specific geographic area.

## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$395,494	7.6%
<b>March 2020</b>	<b>\$408,673</b>	<b>12.0%</b>
February 2020	\$400,000	8.8%
January 2020	\$375,000	-4.8%
December 2019	\$387,250	-2.6%
November 2019	\$352,000	-2.4%
October 2019	\$376,555	9.1%
September 2019	\$342,500	4.9%
August 2019	\$370,000	8.7%
July 2019	\$348,250	-5.2%
June 2019	\$365,000	-1.3%
May 2019	\$369,900	-2.0%
April 2019	\$407,500	7.9%
March 2019	\$365,000	-9.9%

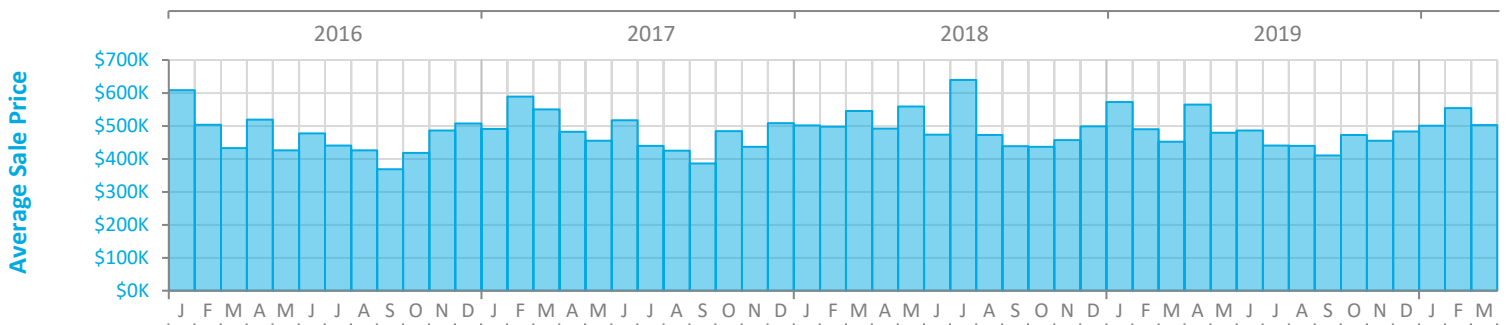


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$518,603	5.3%
<b>March 2020</b>	<b>\$502,019</b>	<b>11.2%</b>
February 2020	\$554,389	13.1%
January 2020	\$501,040	-12.5%
December 2019	\$483,423	-3.0%
November 2019	\$455,378	-0.4%
October 2019	\$472,105	8.0%
September 2019	\$410,170	-6.4%
August 2019	\$439,811	-6.9%
July 2019	\$440,441	-31.1%
June 2019	\$486,202	2.7%
May 2019	\$478,716	-14.4%
April 2019	\$565,042	14.9%
March 2019	\$451,536	-17.2%



# Monthly Market Detail - March 2020

## Single Family Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

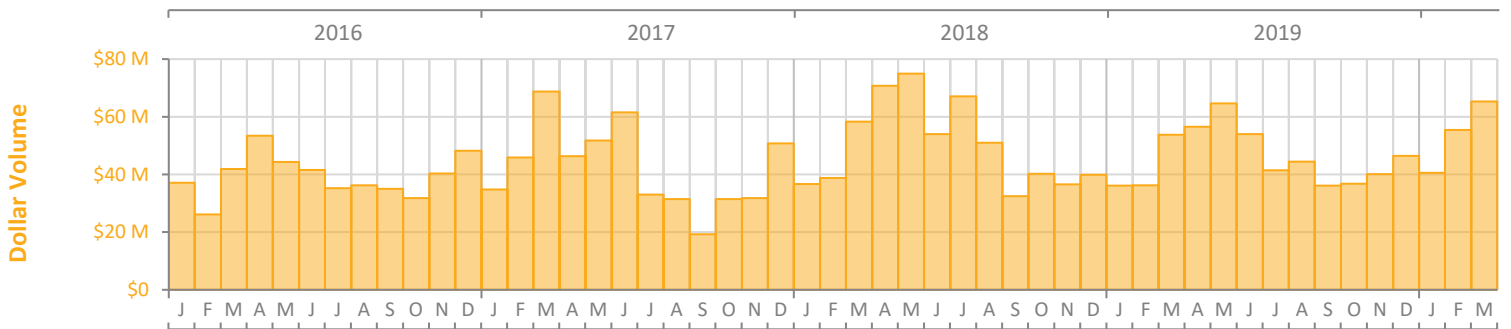
This report describes member activity for the association and is not confined to any specific geographic area.

## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$161.3 Million	27.9%
<b>March 2020</b>	<b>\$65.3 Million</b>	<b>21.5%</b>
February 2020	\$55.4 Million	52.9%
January 2020	\$40.6 Million	12.5%
December 2019	\$46.4 Million	16.4%
November 2019	\$40.1 Million	9.6%
October 2019	\$36.8 Million	-8.4%
September 2019	\$36.1 Million	11.3%
August 2019	\$44.4 Million	-12.9%
July 2019	\$41.4 Million	-38.3%
June 2019	\$54.0 Million	0.0%
May 2019	\$64.6 Million	-13.8%
April 2019	\$56.5 Million	-20.2%
March 2019	\$53.7 Million	-7.9%

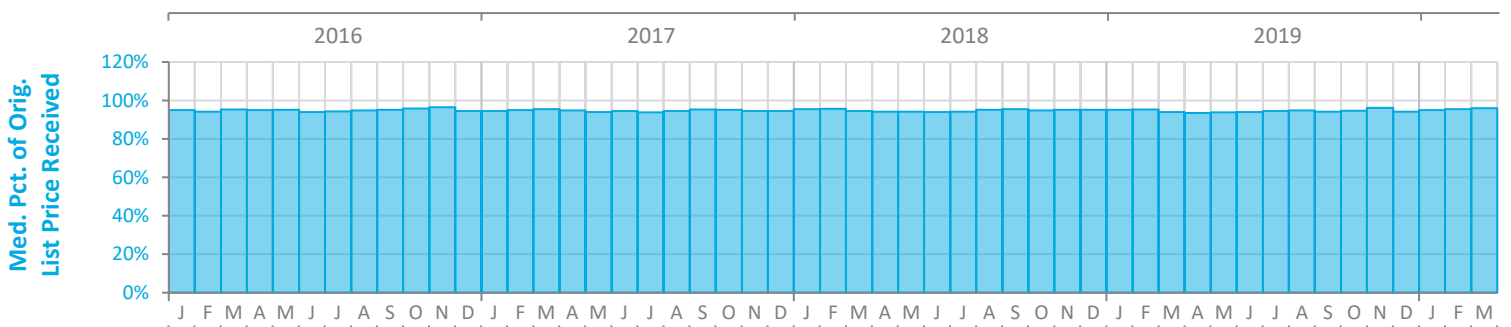


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	95.6%	0.8%
<b>March 2020</b>	<b>96.0%</b>	<b>2.2%</b>
February 2020	95.4%	0.1%
January 2020	95.0%	-0.1%
December 2019	94.1%	-1.2%
November 2019	96.2%	1.2%
October 2019	94.7%	-0.1%
September 2019	94.1%	-1.4%
August 2019	94.8%	-0.3%
July 2019	94.5%	0.3%
June 2019	93.9%	0.0%
May 2019	93.8%	-0.3%
April 2019	93.4%	-0.7%
March 2019	93.9%	-0.6%



# Monthly Market Detail - March 2020

## Single Family Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

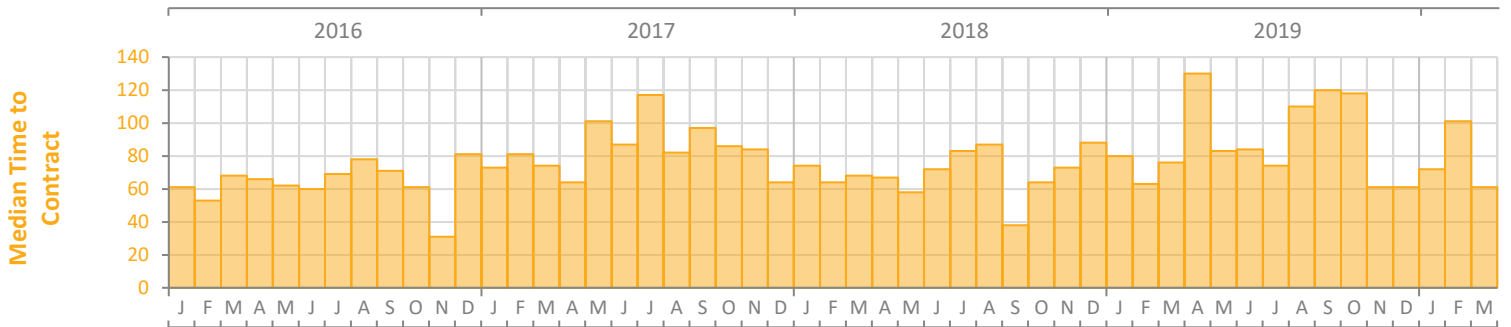
This report describes member activity for the association and is not confined to any specific geographic area.

## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	75 Days	5.6%
<b>March 2020</b>	<b>61 Days</b>	<b>-19.7%</b>
February 2020	101 Days	60.3%
January 2020	72 Days	-10.0%
December 2019	61 Days	-30.7%
November 2019	61 Days	-16.4%
October 2019	118 Days	84.4%
September 2019	120 Days	215.8%
August 2019	110 Days	26.4%
July 2019	74 Days	-10.8%
June 2019	84 Days	16.7%
May 2019	83 Days	43.1%
April 2019	130 Days	94.0%
March 2019	76 Days	11.8%

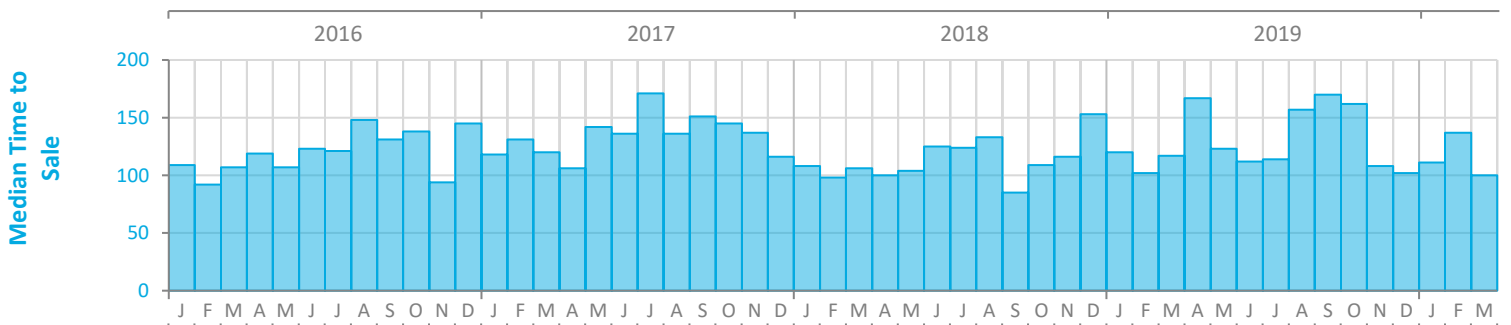


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. Median Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took less time to sell, and 50% of homes took more time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	118 Days	4.4%
<b>March 2020</b>	<b>100 Days</b>	<b>-14.5%</b>
February 2020	137 Days	34.3%
January 2020	111 Days	-7.5%
December 2019	102 Days	-33.3%
November 2019	108 Days	-6.9%
October 2019	162 Days	48.6%
September 2019	170 Days	100.0%
August 2019	157 Days	18.0%
July 2019	114 Days	-8.1%
June 2019	112 Days	-10.4%
May 2019	123 Days	18.3%
April 2019	167 Days	67.0%
March 2019	117 Days	10.4%



# Monthly Market Detail - March 2020

## Single Family Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

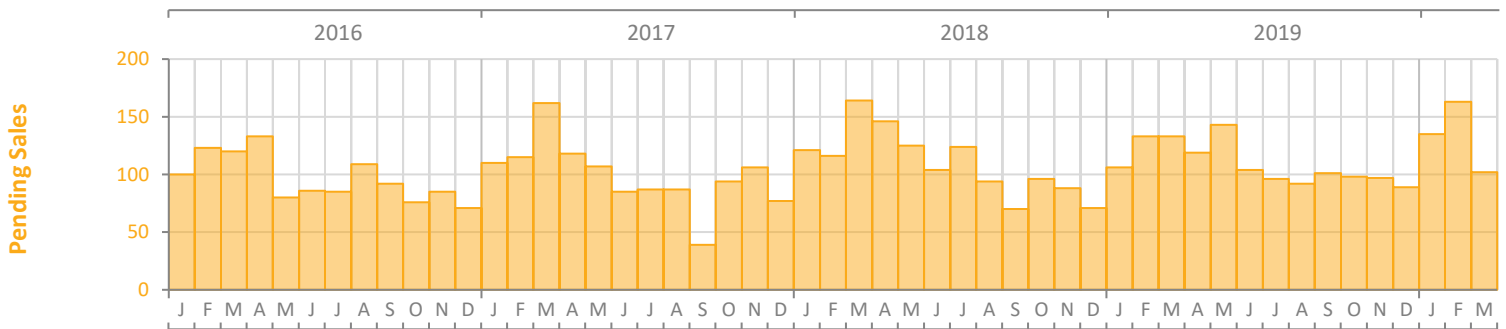
This report describes member activity for the association and is not confined to any specific geographic area.

## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	400	7.5%
<b>March 2020</b>	<b>102</b>	<b>-23.3%</b>
February 2020	163	22.6%
January 2020	135	27.4%
December 2019	89	25.4%
November 2019	97	10.2%
October 2019	98	2.1%
September 2019	101	44.3%
August 2019	92	-2.1%
July 2019	96	-22.6%
June 2019	104	0.0%
May 2019	143	14.4%
April 2019	119	-18.5%
March 2019	133	-18.9%

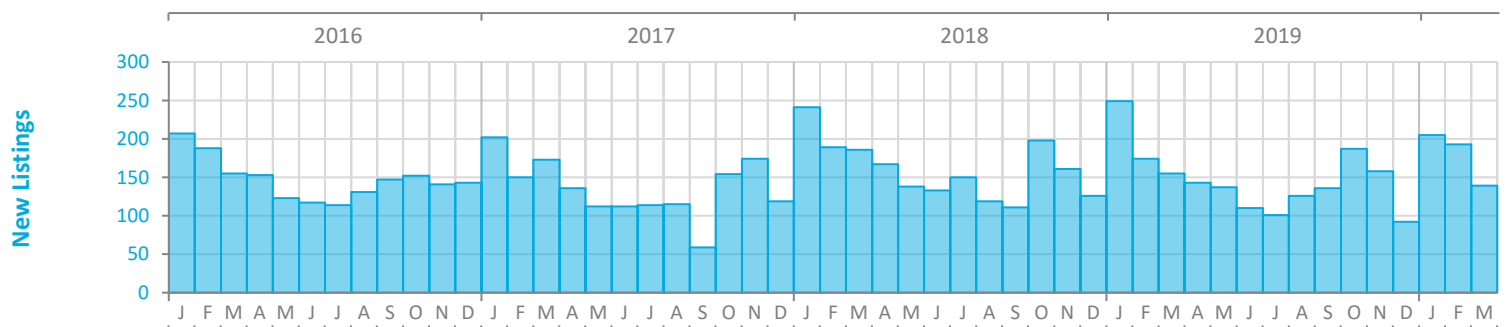


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	537	-7.1%
<b>March 2020</b>	<b>139</b>	<b>-10.3%</b>
February 2020	193	10.9%
January 2020	205	-17.7%
December 2019	92	-27.0%
November 2019	158	-1.9%
October 2019	187	-5.6%
September 2019	136	22.5%
August 2019	126	5.9%
July 2019	101	-32.7%
June 2019	110	-17.3%
May 2019	137	-0.7%
April 2019	143	-14.4%
March 2019	155	-16.7%





# Monthly Market Detail - March 2020

## Single Family Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

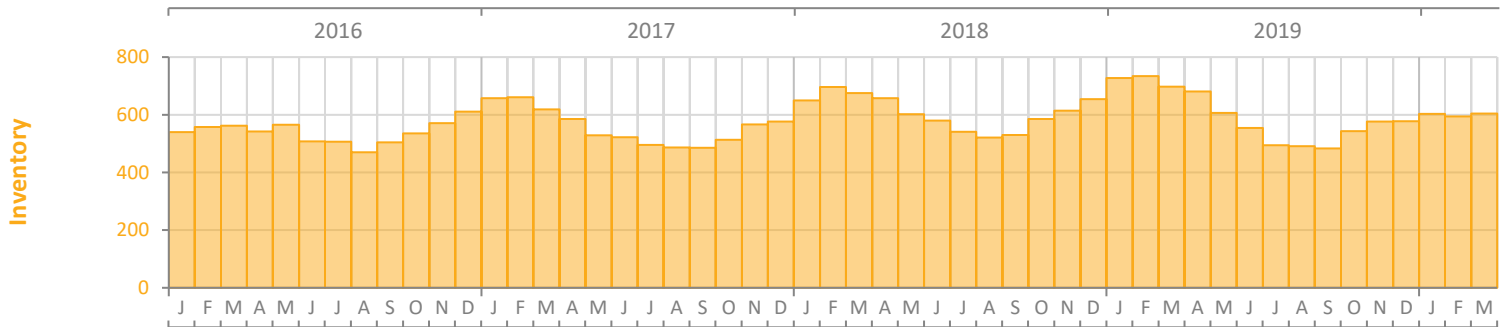
This report describes member activity for the association and is not confined to any specific geographic area.

## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	600	-16.6%
<b>March 2020</b>	<b>604</b>	<b>-13.3%</b>
February 2020	594	-19.1%
January 2020	603	-17.1%
December 2019	578	-11.6%
November 2019	576	-6.2%
October 2019	543	-7.2%
September 2019	483	-8.9%
August 2019	491	-5.8%
July 2019	494	-8.7%
June 2019	554	-4.5%
May 2019	606	0.7%
April 2019	681	3.5%
March 2019	697	3.3%

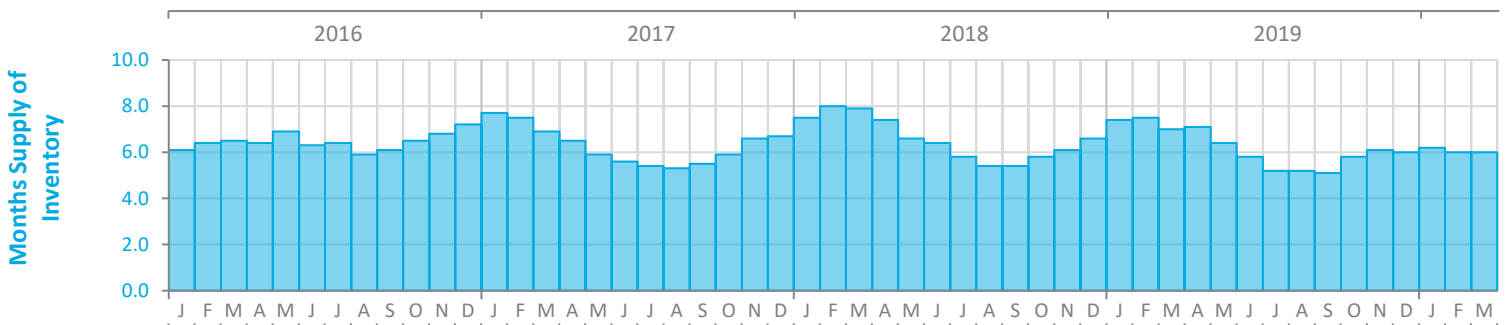


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	6.1	-16.4%
<b>March 2020</b>	<b>6.0</b>	<b>-14.3%</b>
February 2020	6.0	-20.0%
January 2020	6.2	-16.2%
December 2019	6.0	-9.1%
November 2019	6.1	0.0%
October 2019	5.8	0.0%
September 2019	5.1	-5.6%
August 2019	5.2	-3.7%
July 2019	5.2	-10.3%
June 2019	5.8	-9.4%
May 2019	6.4	-3.0%
April 2019	7.1	-4.1%
March 2019	7.0	-11.4%



# Monthly Market Detail - March 2020

## Single Family Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

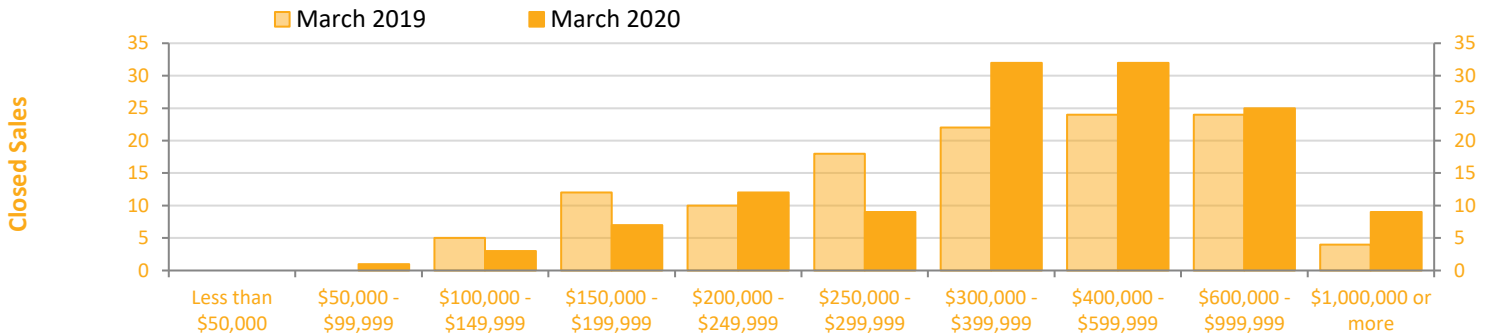
This report describes member activity for the association and is not confined to any specific geographic area.

## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	3	-40.0%
\$150,000 - \$199,999	7	-41.7%
\$200,000 - \$249,999	12	20.0%
\$250,000 - \$299,999	9	-50.0%
\$300,000 - \$399,999	32	45.5%
\$400,000 - \$599,999	32	33.3%
\$600,000 - \$999,999	25	4.2%
\$1,000,000 or more	9	125.0%

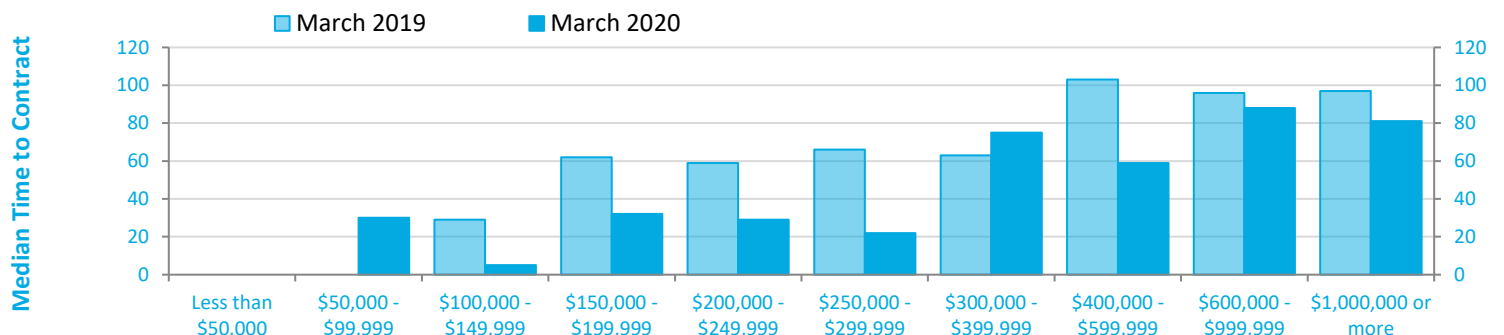


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	30 Days	N/A
\$100,000 - \$149,999	5 Days	-82.8%
\$150,000 - \$199,999	32 Days	-48.4%
\$200,000 - \$249,999	29 Days	-50.8%
\$250,000 - \$299,999	22 Days	-66.7%
\$300,000 - \$399,999	75 Days	19.0%
\$400,000 - \$599,999	59 Days	-42.7%
\$600,000 - \$999,999	88 Days	-8.3%
\$1,000,000 or more	81 Days	-16.5%





# Monthly Market Detail - March 2020

## Single Family Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

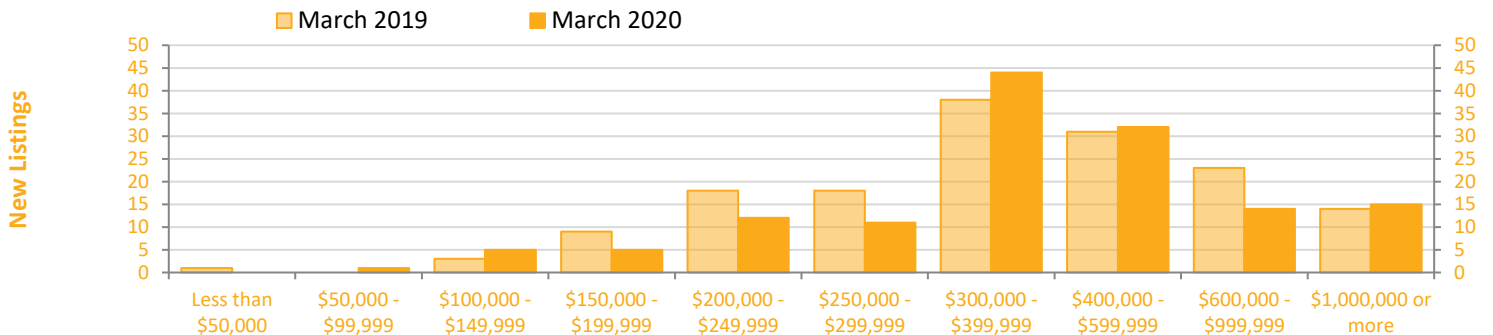
This report describes member activity for the association and is not confined to any specific geographic area.

## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	5	66.7%
\$150,000 - \$199,999	5	-44.4%
\$200,000 - \$249,999	12	-33.3%
\$250,000 - \$299,999	11	-38.9%
\$300,000 - \$399,999	44	15.8%
\$400,000 - \$599,999	32	3.2%
\$600,000 - \$999,999	14	-39.1%
\$1,000,000 or more	15	7.1%

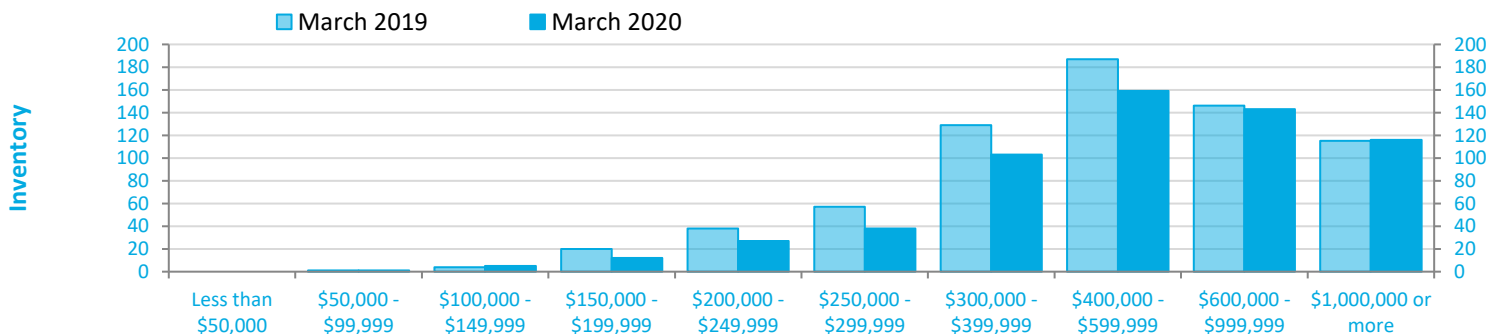


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	5	25.0%
\$150,000 - \$199,999	12	-40.0%
\$200,000 - \$249,999	27	-28.9%
\$250,000 - \$299,999	38	-33.3%
\$300,000 - \$399,999	103	-20.2%
\$400,000 - \$599,999	159	-15.0%
\$600,000 - \$999,999	143	-2.1%
\$1,000,000 or more	116	0.9%



# Monthly Distressed Market - March 2020

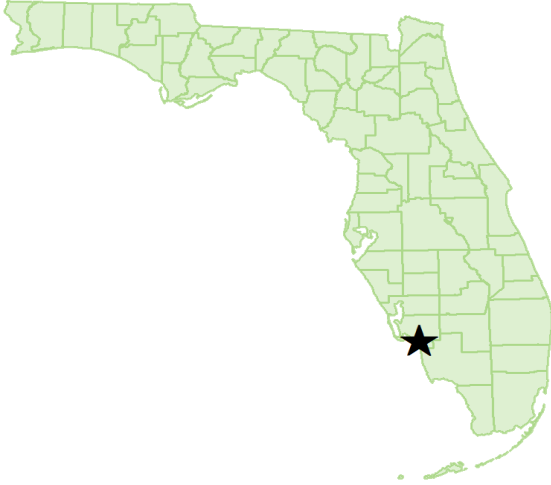
## Single Family Homes

### Bonita Springs-Estero REALTORS®

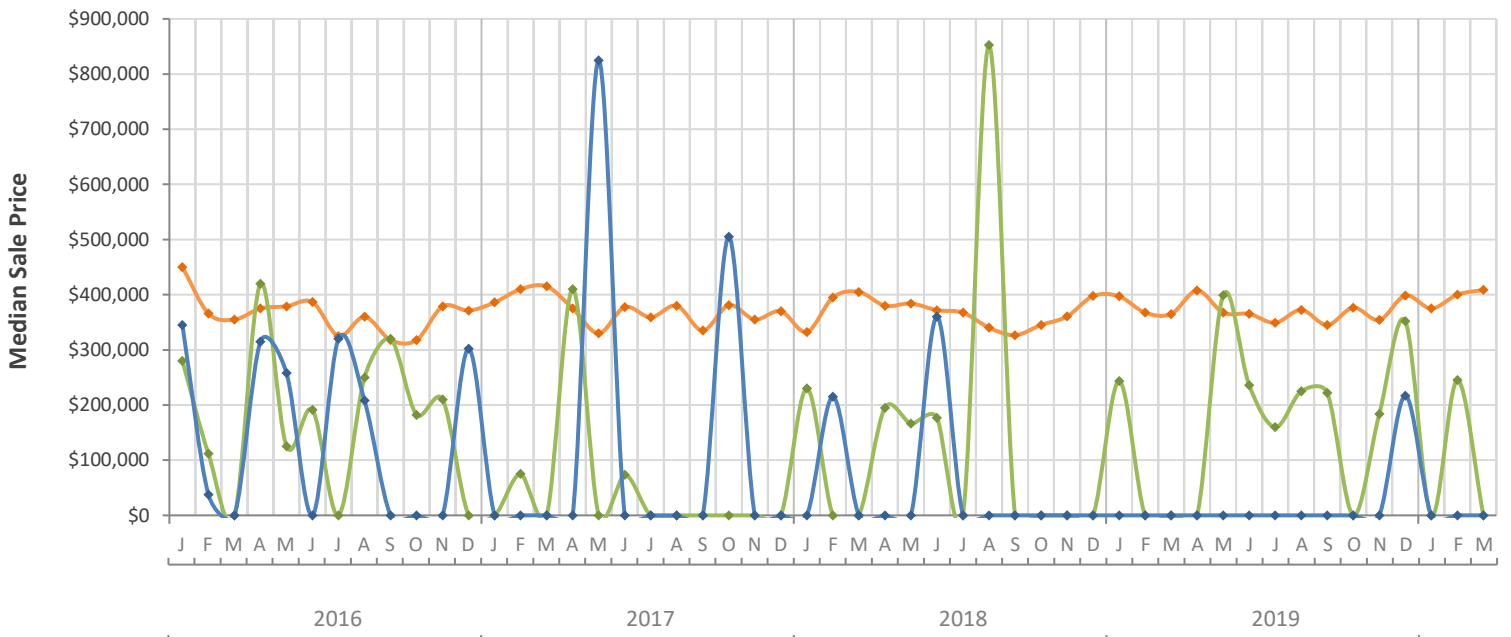
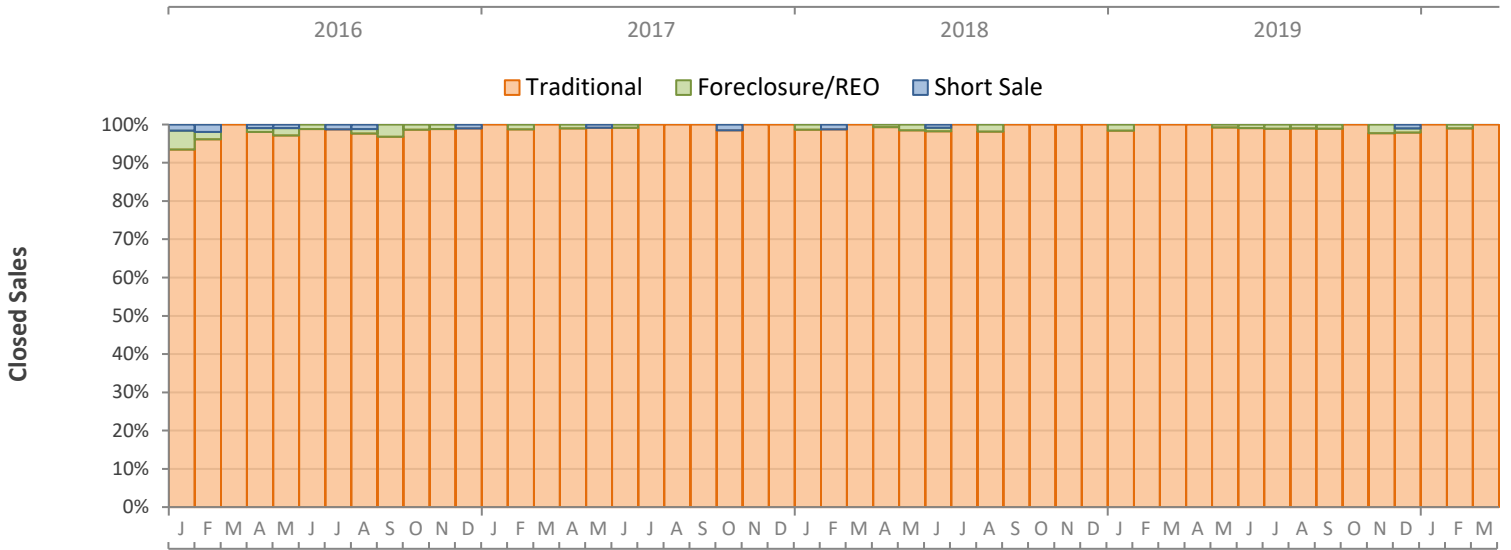


BONITA SPRINGS-ESTERO  
REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	130	119	9.2%
	Median Sale Price	\$408,673	\$365,000	12.0%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



# Monthly Market Detail - March 2020

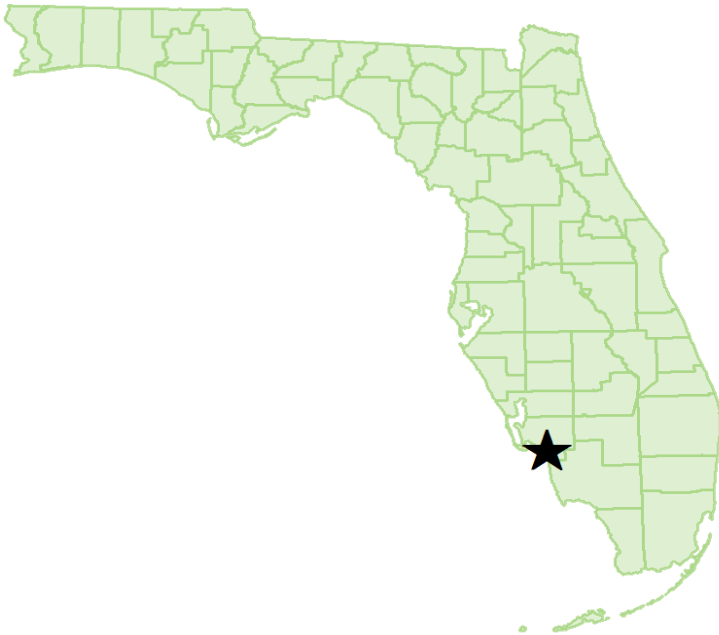
## Townhouses and Condos

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



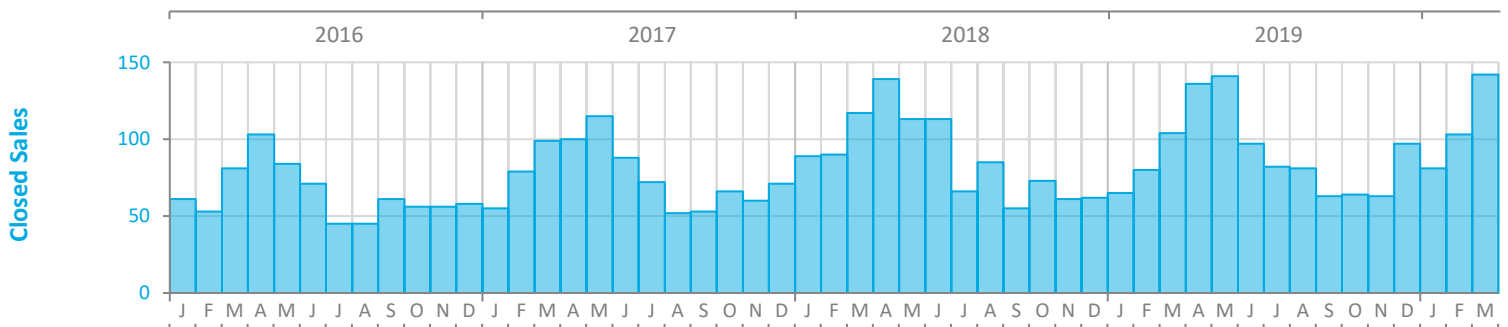
Summary Statistics	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	142	104	36.5%
Paid in Cash	96	69	39.1%
Median Sale Price	\$262,000	\$259,500	1.0%
Average Sale Price	\$318,908	\$286,861	11.2%
Dollar Volume	\$45.3 Million	\$29.8 Million	51.8%
Median Percent of Original List Price Received	95.2%	94.4%	0.8%
Median Time to Contract	57 Days	76 Days	-25.0%
Median Time to Sale	90 Days	117 Days	-23.1%
New Pending Sales	102	162	-37.0%
New Listings	129	142	-9.2%
Pending Inventory	150	187	-19.8%
Inventory (Active Listings)	440	621	-29.1%
Months Supply of Inventory	4.6	7.3	-37.0%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	326	30.9%
<b>March 2020</b>	<b>142</b>	<b>36.5%</b>
February 2020	103	28.8%
January 2020	81	24.6%
December 2019	97	56.5%
November 2019	63	3.3%
October 2019	64	-12.3%
September 2019	63	14.5%
August 2019	81	-4.7%
July 2019	82	24.2%
June 2019	97	-14.2%
May 2019	141	24.8%
April 2019	136	-2.2%
March 2019	104	-11.1%



# Monthly Market Detail - March 2020

## Townhouses and Condos

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

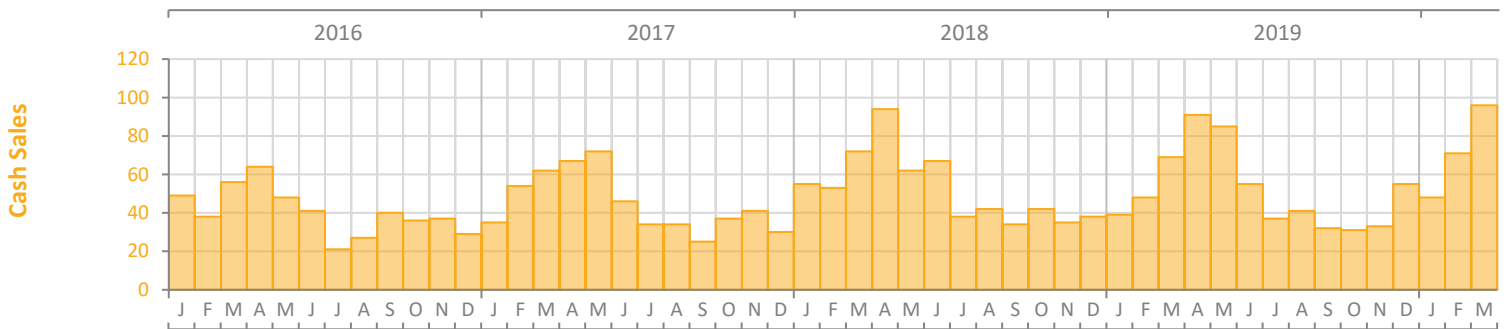
This report describes member activity for the association and is not confined to any specific geographic area.

## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	215	37.8%
<b>March 2020</b>	<b>96</b>	<b>39.1%</b>
February 2020	71	47.9%
January 2020	48	23.1%
December 2019	55	44.7%
November 2019	33	-5.7%
October 2019	31	-26.2%
September 2019	32	-5.9%
August 2019	41	-2.4%
July 2019	37	-2.6%
June 2019	55	-17.9%
May 2019	85	37.1%
April 2019	91	-3.2%
March 2019	69	-4.2%

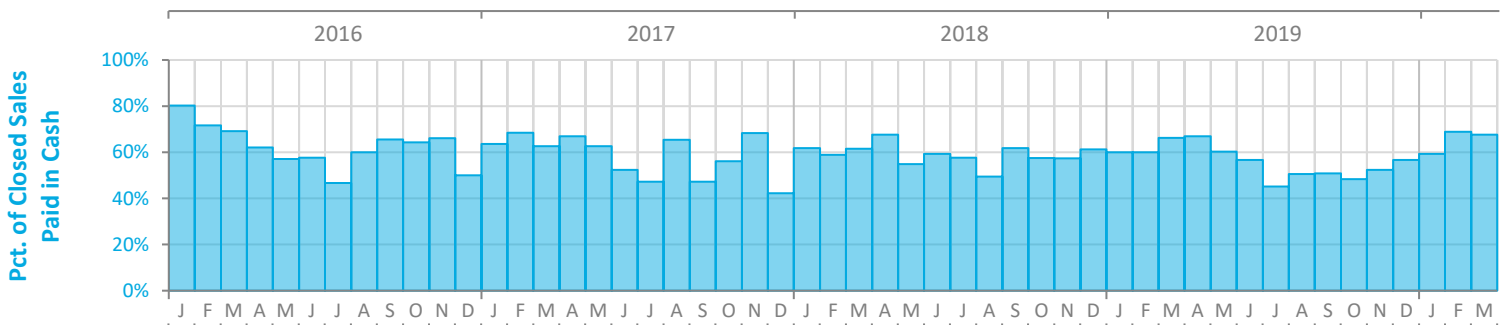


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	66.0%	5.3%
<b>March 2020</b>	<b>67.6%</b>	<b>2.0%</b>
February 2020	68.9%	14.8%
January 2020	59.3%	-1.2%
December 2019	56.7%	-7.5%
November 2019	52.4%	-8.7%
October 2019	48.4%	-15.8%
September 2019	50.8%	-17.8%
August 2019	50.6%	2.4%
July 2019	45.1%	-21.7%
June 2019	56.7%	-4.4%
May 2019	60.3%	9.8%
April 2019	66.9%	-1.0%
March 2019	66.3%	7.8%



# Monthly Market Detail - March 2020

## Townhouses and Condos

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

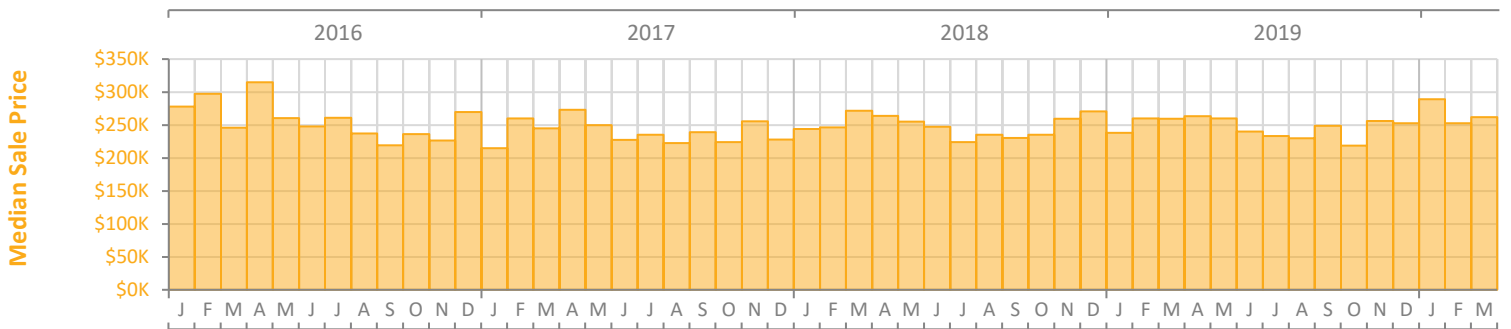
This report describes member activity for the association and is not confined to any specific geographic area.

## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$265,000	4.1%
<b>March 2020</b>	<b>\$262,000</b>	<b>1.0%</b>
February 2020	\$252,900	-2.7%
January 2020	\$289,000	21.4%
December 2019	\$252,800	-6.5%
November 2019	\$256,000	-1.3%
October 2019	\$218,500	-7.0%
September 2019	\$249,000	8.2%
August 2019	\$229,900	-2.2%
July 2019	\$233,250	4.0%
June 2019	\$240,000	-3.0%
May 2019	\$260,000	2.0%
April 2019	\$263,500	-0.2%
March 2019	\$259,500	-4.4%

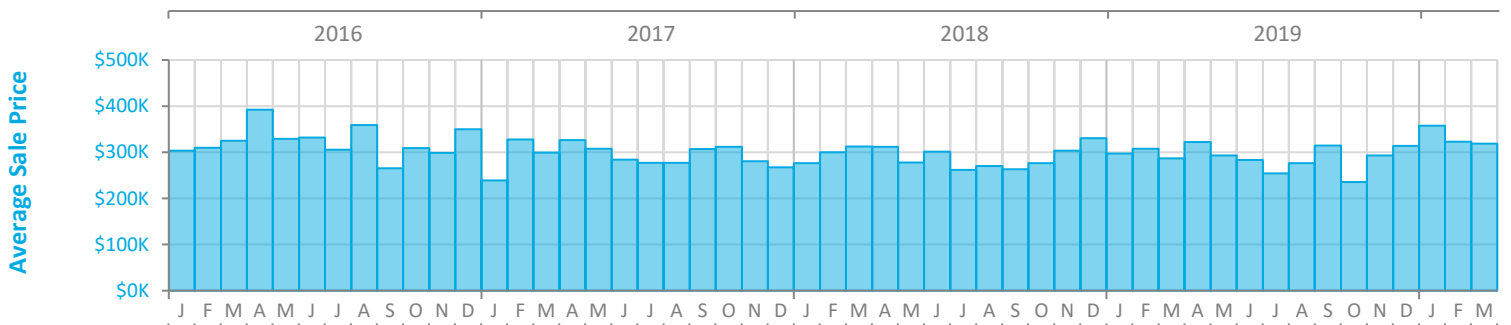


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$329,730	11.4%
<b>March 2020</b>	<b>\$318,908</b>	<b>11.2%</b>
February 2020	\$322,706	5.0%
January 2020	\$357,634	20.4%
December 2019	\$313,595	-5.0%
November 2019	\$293,041	-3.4%
October 2019	\$235,688	-14.7%
September 2019	\$314,529	19.4%
August 2019	\$276,368	2.3%
July 2019	\$254,133	-3.1%
June 2019	\$283,498	-5.9%
May 2019	\$292,835	5.4%
April 2019	\$322,339	3.4%
March 2019	\$286,861	-8.3%



# Monthly Market Detail - March 2020

## Townhouses and Condos

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

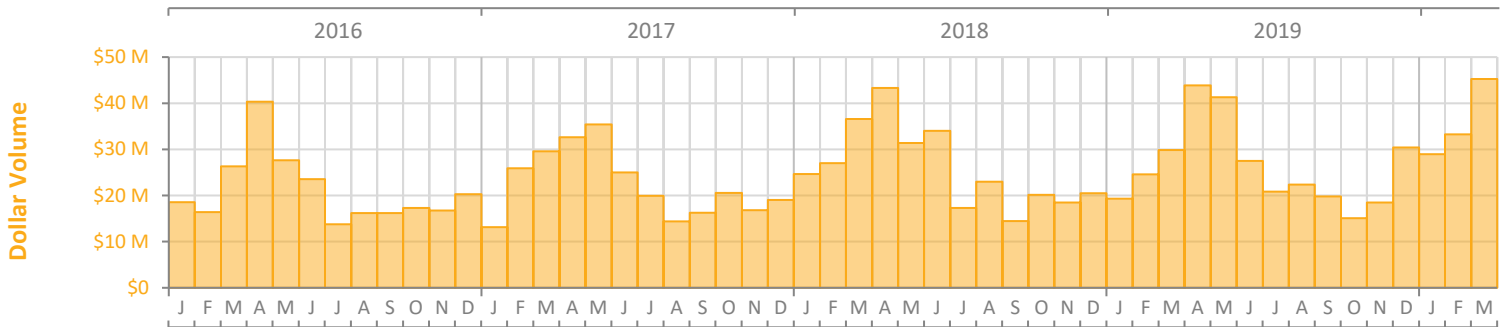
This report describes member activity for the association and is not confined to any specific geographic area.

## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$107.5 Million	45.8%
<b>March 2020</b>	<b>\$45.3 Million</b>	<b>51.8%</b>
February 2020	\$33.2 Million	35.2%
January 2020	\$29.0 Million	50.1%
December 2019	\$30.4 Million	48.6%
November 2019	\$18.5 Million	-0.2%
October 2019	\$15.1 Million	-25.2%
September 2019	\$19.8 Million	36.8%
August 2019	\$22.4 Million	-2.5%
July 2019	\$20.8 Million	20.4%
June 2019	\$27.5 Million	-19.2%
May 2019	\$41.3 Million	31.5%
April 2019	\$43.8 Million	1.2%
March 2019	\$29.8 Million	-18.5%

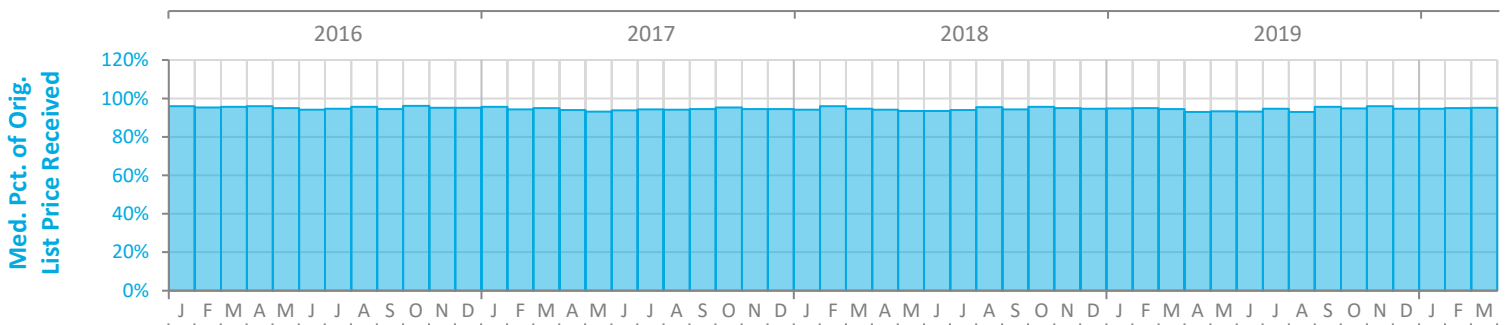


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	95.0%	0.3%
<b>March 2020</b>	<b>95.2%</b>	<b>0.8%</b>
February 2020	95.0%	0.1%
January 2020	94.6%	-0.2%
December 2019	94.7%	0.0%
November 2019	96.0%	1.2%
October 2019	94.8%	-0.8%
September 2019	95.7%	1.5%
August 2019	93.0%	-2.5%
July 2019	94.7%	0.7%
June 2019	93.2%	-0.2%
May 2019	93.3%	-0.2%
April 2019	93.0%	-1.2%
March 2019	94.4%	-0.3%





# Monthly Market Detail - March 2020

## Townhouses and Condos

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

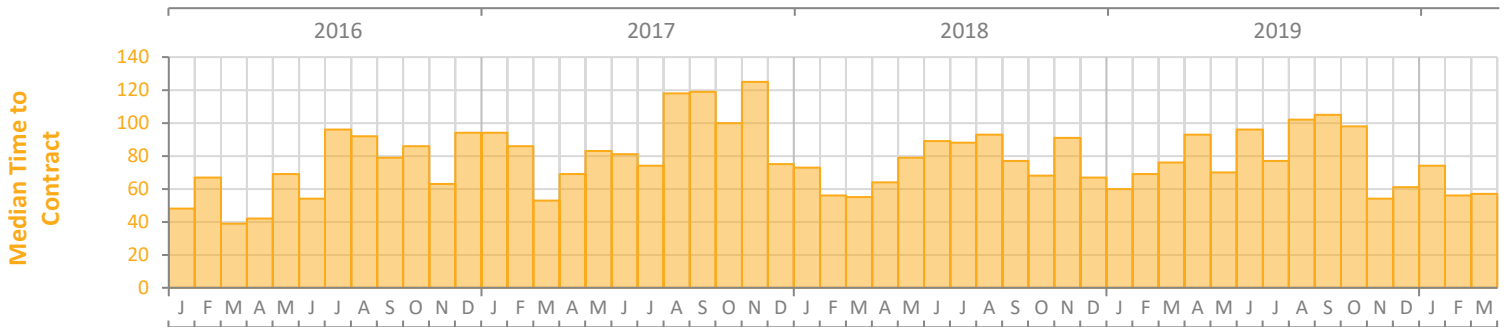
This report describes member activity for the association and is not confined to any specific geographic area.

## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	64 Days	-4.5%
<b>March 2020</b>	<b>57 Days</b>	<b>-25.0%</b>
February 2020	56 Days	-18.8%
January 2020	74 Days	23.3%
December 2019	61 Days	-9.0%
November 2019	54 Days	-40.7%
October 2019	98 Days	44.1%
September 2019	105 Days	36.4%
August 2019	102 Days	9.7%
July 2019	77 Days	-12.5%
June 2019	96 Days	7.9%
May 2019	70 Days	-11.4%
April 2019	93 Days	45.3%
March 2019	76 Days	38.2%

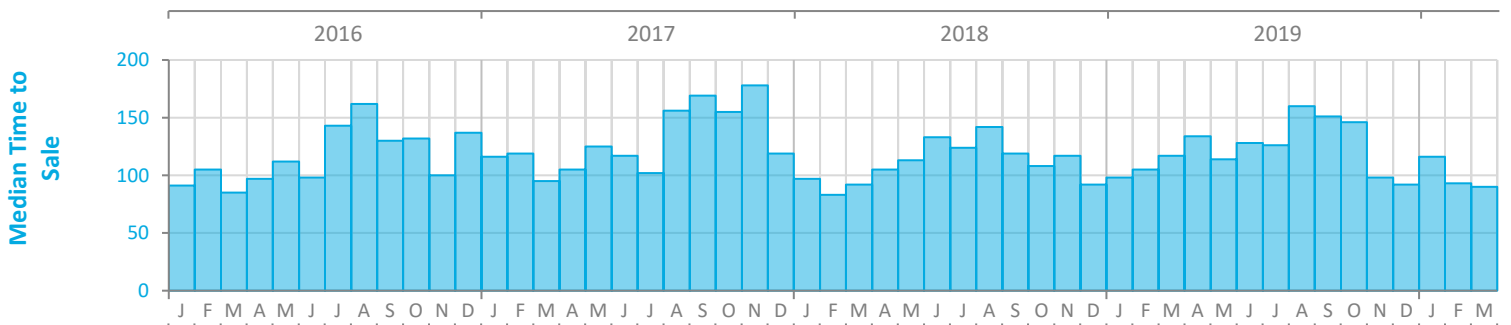


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	99 Days	-7.5%
<b>March 2020</b>	<b>90 Days</b>	<b>-23.1%</b>
February 2020	93 Days	-11.4%
January 2020	116 Days	18.4%
December 2019	92 Days	0.0%
November 2019	98 Days	-16.2%
October 2019	146 Days	35.2%
September 2019	151 Days	26.9%
August 2019	160 Days	12.7%
July 2019	126 Days	1.6%
June 2019	128 Days	-3.8%
May 2019	114 Days	0.9%
April 2019	134 Days	27.6%
March 2019	117 Days	27.2%



# Monthly Market Detail - March 2020

## Townhouses and Condos

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

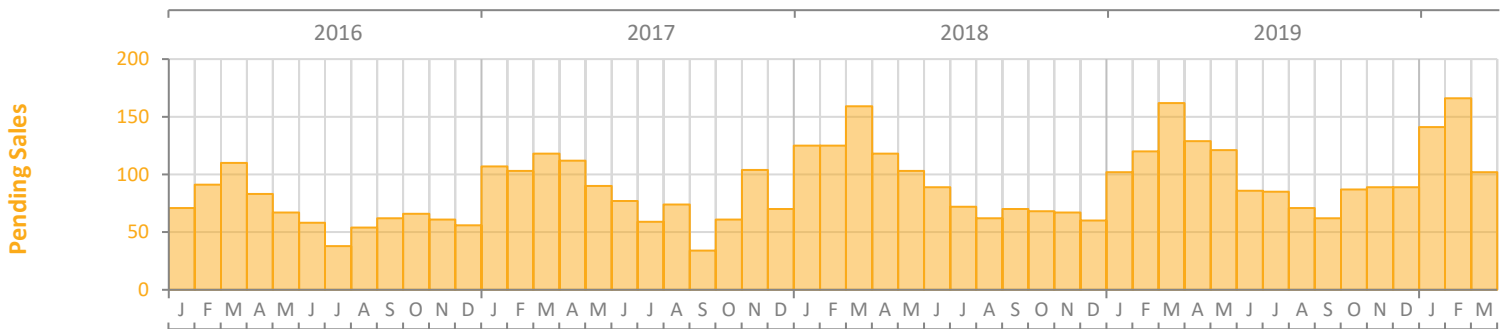
This report describes member activity for the association and is not confined to any specific geographic area.

## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	409	6.5%
<b>March 2020</b>	<b>102</b>	<b>-37.0%</b>
February 2020	166	38.3%
January 2020	141	38.2%
December 2019	89	48.3%
November 2019	89	32.8%
October 2019	87	27.9%
September 2019	62	-11.4%
August 2019	71	14.5%
July 2019	85	18.1%
June 2019	86	-3.4%
May 2019	121	17.5%
April 2019	129	9.3%
March 2019	162	1.9%

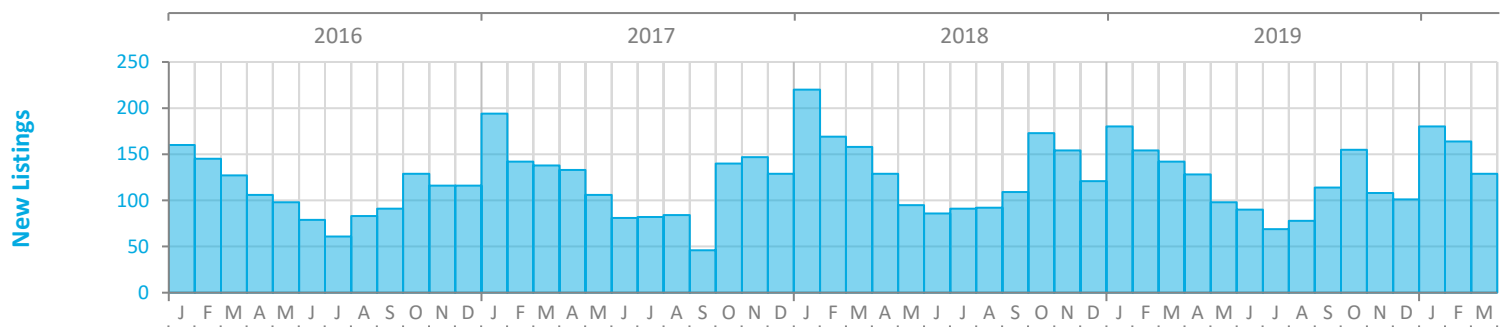


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	473	-0.6%
<b>March 2020</b>	<b>129</b>	<b>-9.2%</b>
February 2020	164	6.5%
January 2020	180	0.0%
December 2019	101	-16.5%
November 2019	108	-29.9%
October 2019	155	-10.4%
September 2019	114	4.6%
August 2019	78	-15.2%
July 2019	69	-24.2%
June 2019	90	4.7%
May 2019	98	3.2%
April 2019	128	-0.8%
March 2019	142	-10.1%



# Monthly Market Detail - March 2020

## Townhouses and Condos

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

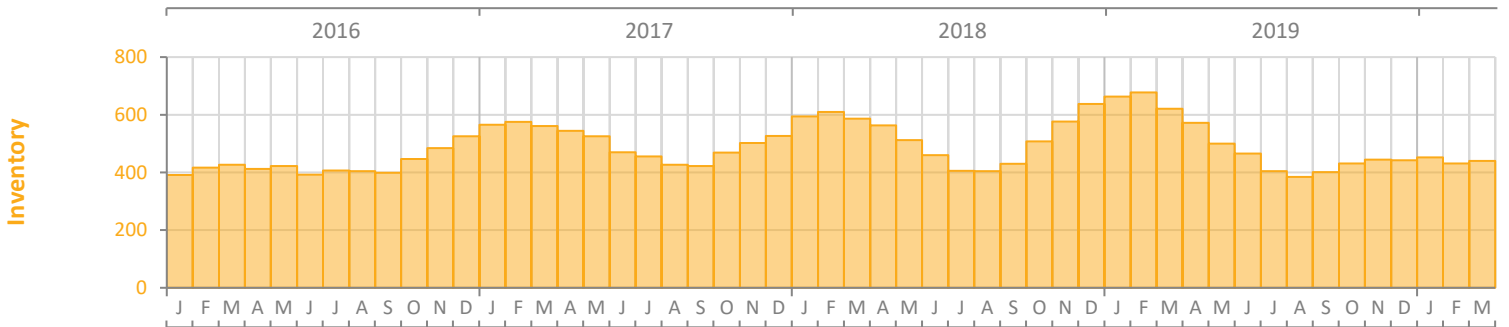
This report describes member activity for the association and is not confined to any specific geographic area.

## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	441	-32.6%
<b>March 2020</b>	<b>440</b>	<b>-29.1%</b>
February 2020	431	-36.4%
January 2020	452	-31.8%
December 2019	442	-30.6%
November 2019	444	-23.1%
October 2019	431	-15.2%
September 2019	401	-6.7%
August 2019	385	-4.9%
July 2019	405	-0.2%
June 2019	465	1.1%
May 2019	500	-2.3%
April 2019	572	1.6%
March 2019	621	6.0%

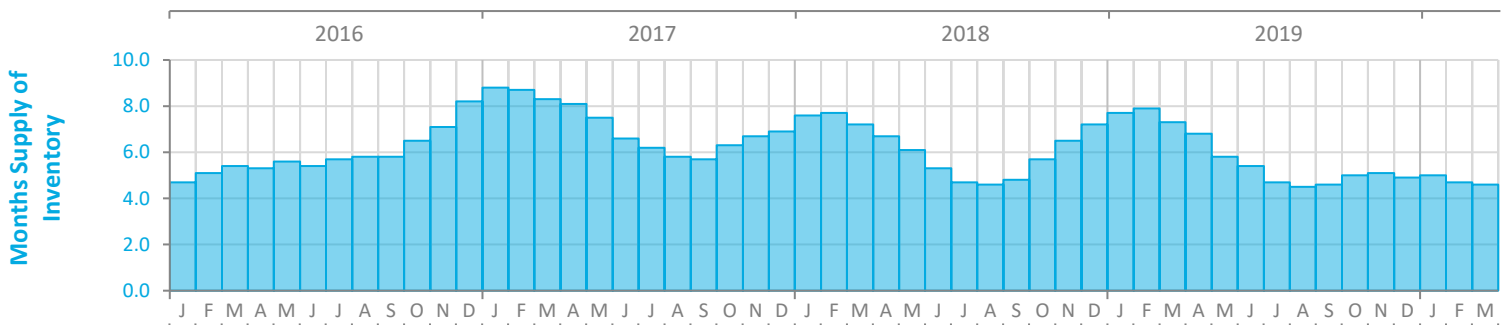


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	4.8	-36.8%
<b>March 2020</b>	<b>4.6</b>	<b>-37.0%</b>
February 2020	4.7	-40.5%
January 2020	5.0	-35.1%
December 2019	4.9	-31.9%
November 2019	5.1	-21.5%
October 2019	5.0	-12.3%
September 2019	4.6	-4.2%
August 2019	4.5	-2.2%
July 2019	4.7	0.0%
June 2019	5.4	1.9%
May 2019	5.8	-4.9%
April 2019	6.8	1.5%
March 2019	7.3	1.4%



# Monthly Market Detail - March 2020

## Townhouses and Condos

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

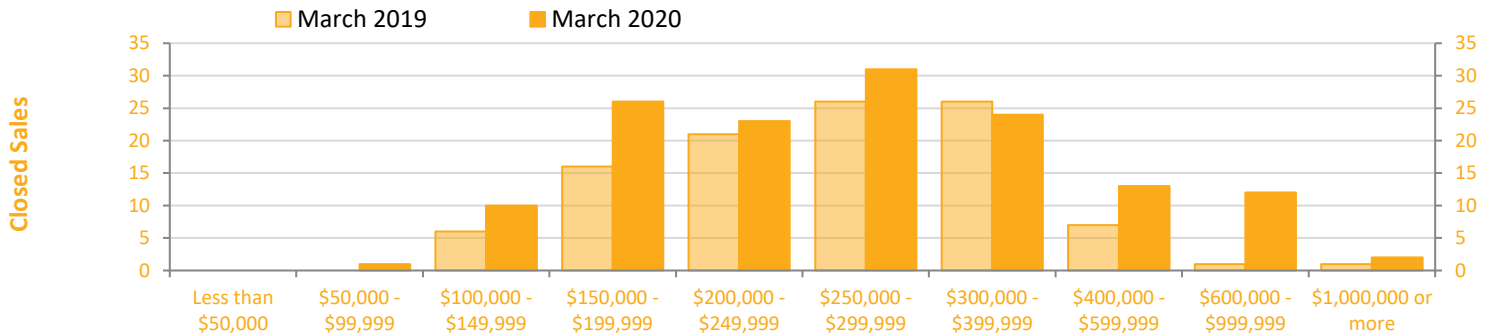
This report describes member activity for the association and is not confined to any specific geographic area.

## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	10	66.7%
\$150,000 - \$199,999	26	62.5%
\$200,000 - \$249,999	23	9.5%
\$250,000 - \$299,999	31	19.2%
\$300,000 - \$399,999	24	-7.7%
\$400,000 - \$599,999	13	85.7%
\$600,000 - \$999,999	12	1100.0%
\$1,000,000 or more	2	100.0%

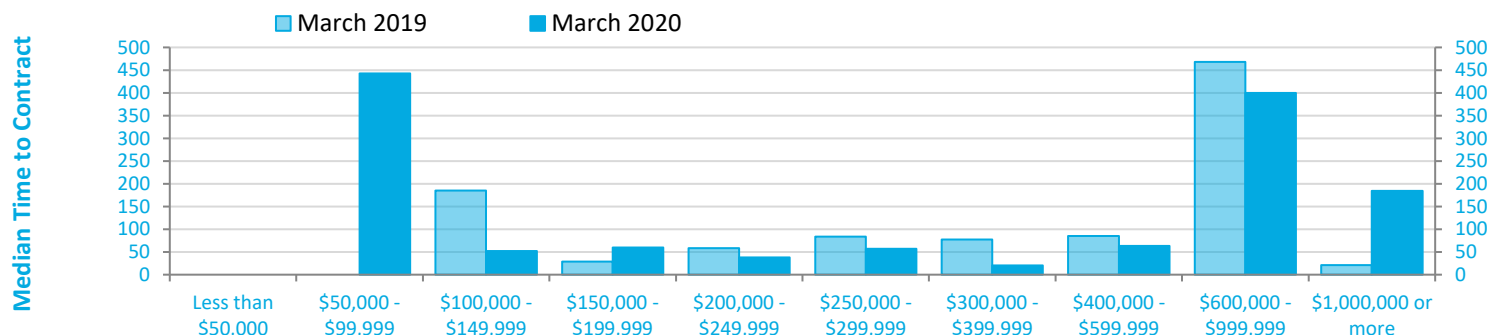


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	443 Days	N/A
\$100,000 - \$149,999	52 Days	-71.9%
\$150,000 - \$199,999	60 Days	106.9%
\$200,000 - \$249,999	38 Days	-34.5%
\$250,000 - \$299,999	57 Days	-32.1%
\$300,000 - \$399,999	20 Days	-74.0%
\$400,000 - \$599,999	63 Days	-25.9%
\$600,000 - \$999,999	400 Days	-14.5%
\$1,000,000 or more	184 Days	776.2%



# Monthly Market Detail - March 2020

## Townhouses and Condos

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

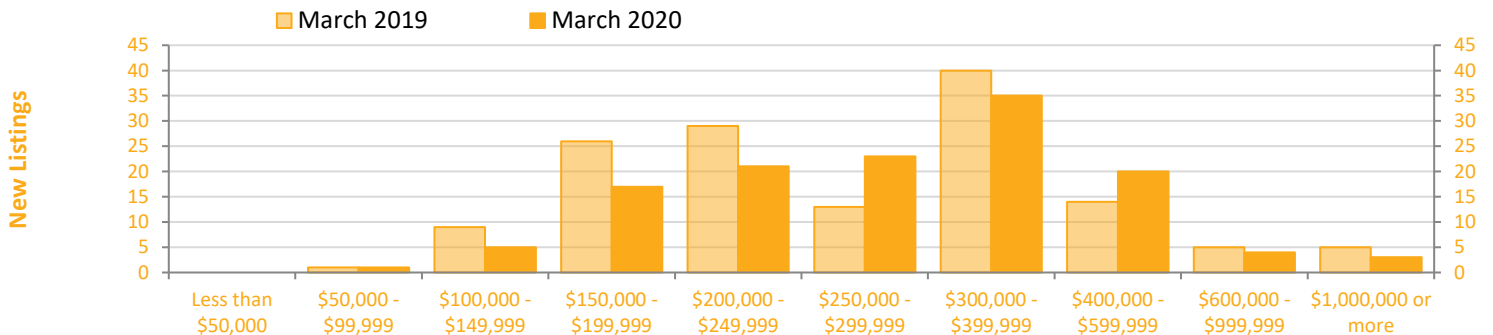
This report describes member activity for the association and is not confined to any specific geographic area.

## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	5	-44.4%
\$150,000 - \$199,999	17	-34.6%
\$200,000 - \$249,999	21	-27.6%
\$250,000 - \$299,999	23	76.9%
\$300,000 - \$399,999	35	-12.5%
\$400,000 - \$599,999	20	42.9%
\$600,000 - \$999,999	4	-20.0%
\$1,000,000 or more	3	-40.0%

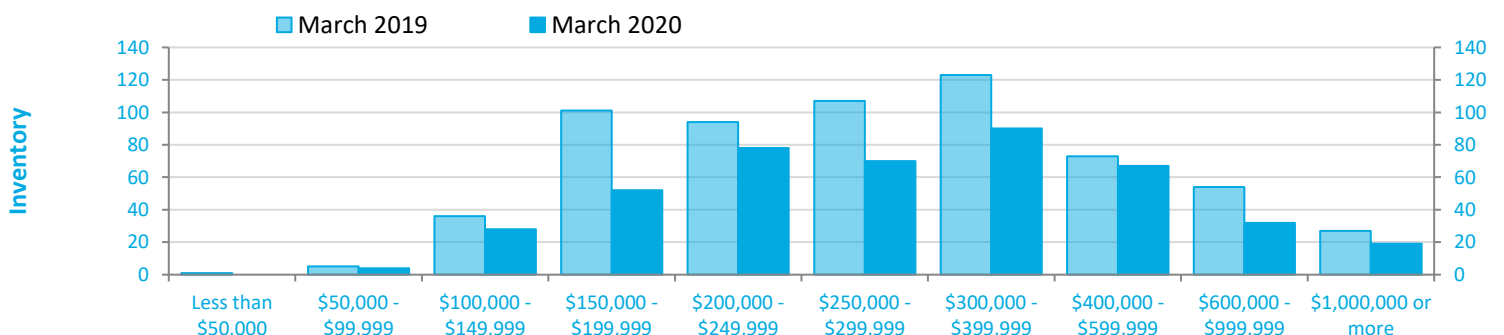


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	4	-20.0%
\$100,000 - \$149,999	28	-22.2%
\$150,000 - \$199,999	52	-48.5%
\$200,000 - \$249,999	78	-17.0%
\$250,000 - \$299,999	70	-34.6%
\$300,000 - \$399,999	90	-26.8%
\$400,000 - \$599,999	67	-8.2%
\$600,000 - \$999,999	32	-40.7%
\$1,000,000 or more	19	-29.6%



# Monthly Distressed Market - March 2020

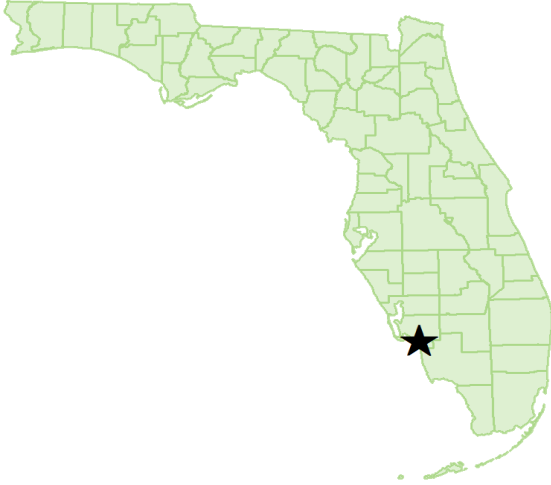
## Townhouses and Condos

### Bonita Springs-Estero REALTORS®

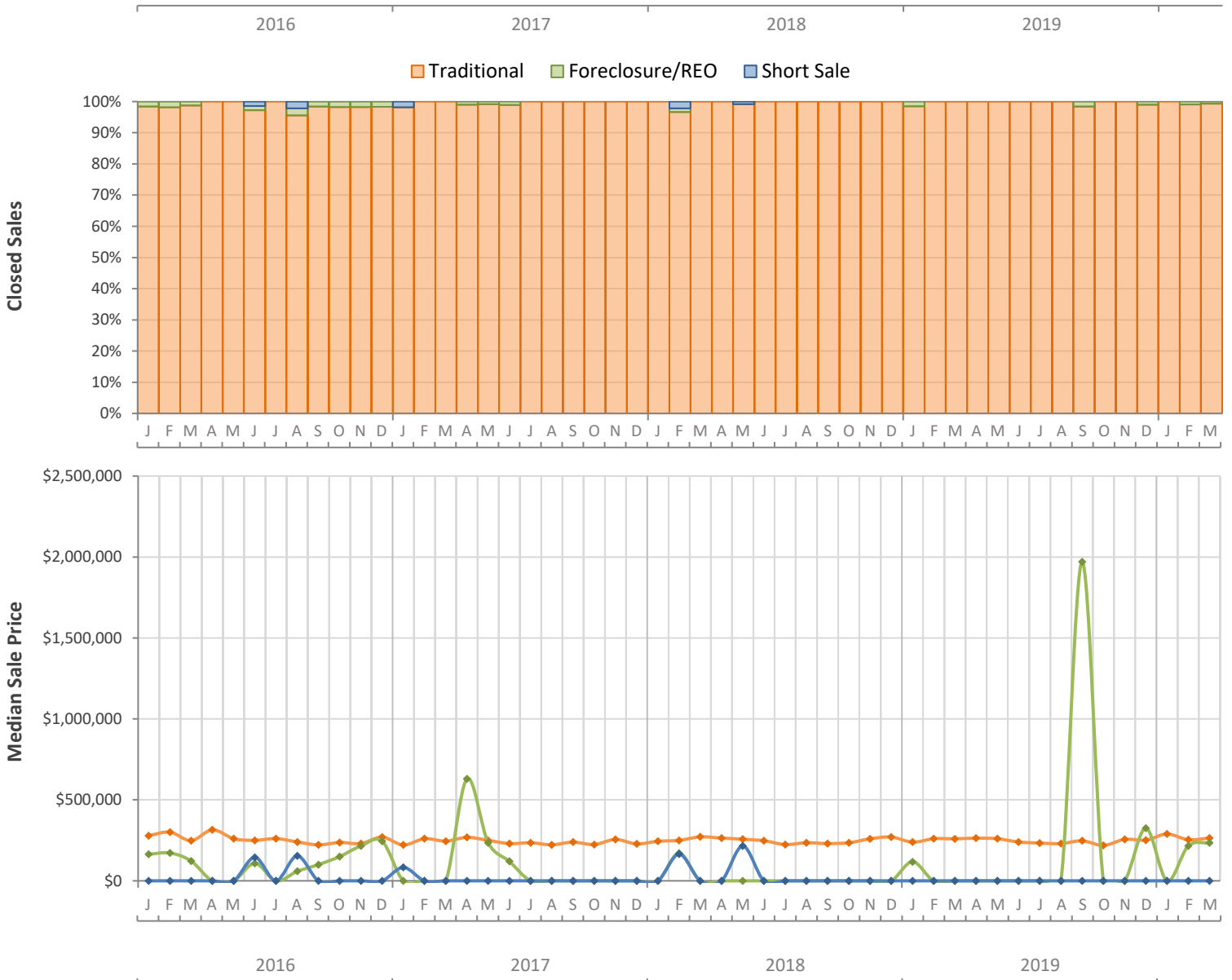


BONITA SPRINGS-ESTERO  
REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	141	104	35.6%
	Median Sale Price	\$264,000	\$259,500	1.7%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$235,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A





# Monthly Market Detail - March 2020

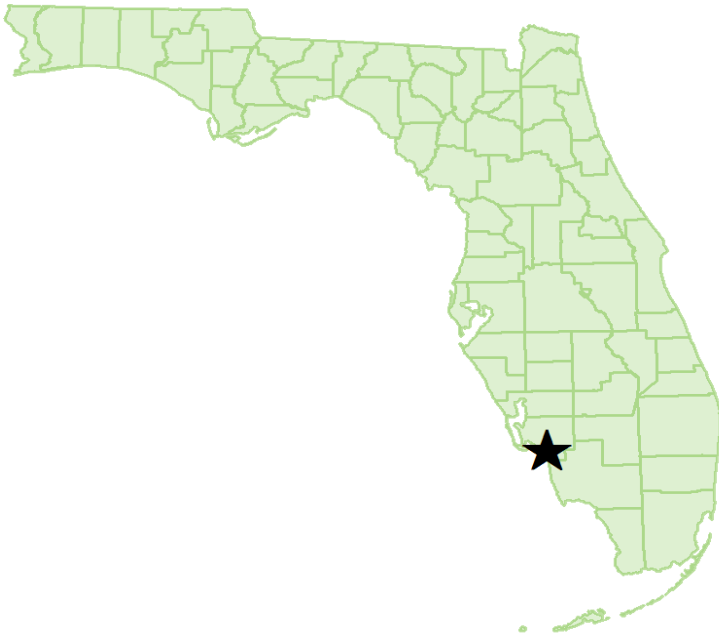
## Manufactured Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



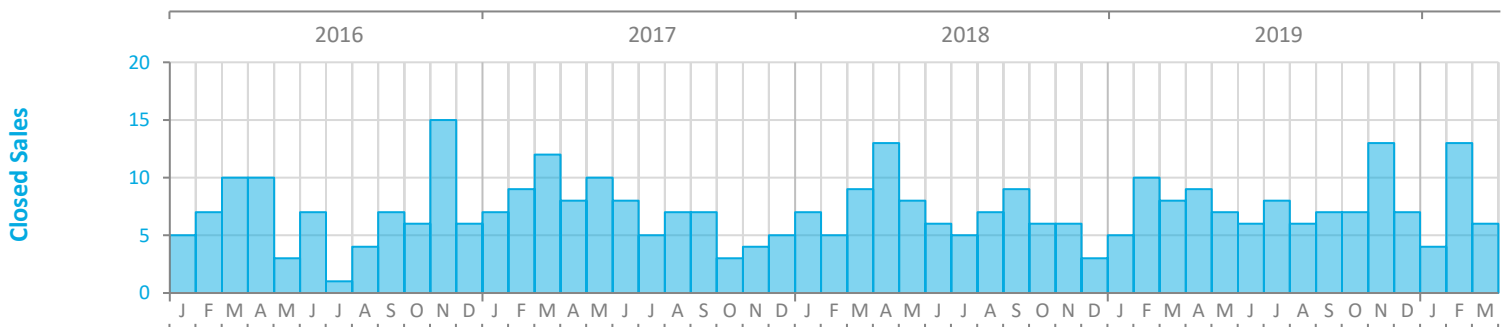
Summary Statistics	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	6	8	-25.0%
Paid in Cash	5	6	-16.7%
Median Sale Price	\$101,500	\$101,000	0.5%
Average Sale Price	\$124,000	\$122,750	1.0%
Dollar Volume	\$744,000	\$982,000	-24.2%
Median Percent of Original List Price Received	93.1%	84.4%	10.3%
Median Time to Contract	183 Days	103 Days	77.7%
Median Time to Sale	213 Days	141 Days	51.1%
New Pending Sales	8	10	-20.0%
New Listings	9	10	-10.0%
Pending Inventory	11	12	-8.3%
Inventory (Active Listings)	41	60	-31.7%
Months Supply of Inventory	5.3	8.4	-36.9%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	23	0.0%
<b>March 2020</b>	<b>6</b>	<b>-25.0%</b>
February 2020	13	30.0%
January 2020	4	-20.0%
December 2019	7	133.3%
November 2019	13	116.7%
October 2019	7	16.7%
September 2019	7	-22.2%
August 2019	6	-14.3%
July 2019	8	60.0%
June 2019	6	0.0%
May 2019	7	-12.5%
April 2019	9	-30.8%
March 2019	8	-11.1%



# Monthly Market Detail - March 2020

## Manufactured Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

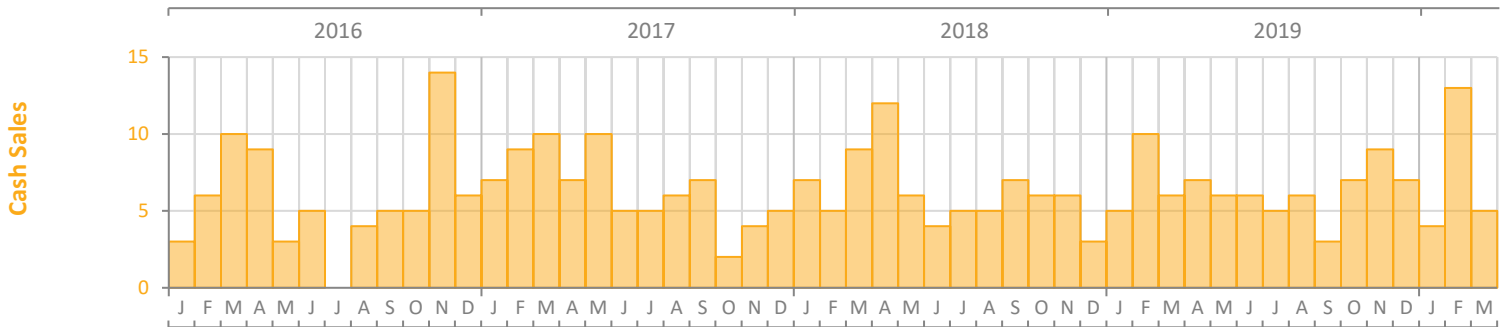
This report describes member activity for the association and is not confined to any specific geographic area.

## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	22	4.8%
<b>March 2020</b>	<b>5</b>	<b>-16.7%</b>
February 2020	13	30.0%
January 2020	4	-20.0%
December 2019	7	133.3%
November 2019	9	50.0%
October 2019	7	16.7%
September 2019	3	-57.1%
August 2019	6	20.0%
July 2019	5	0.0%
June 2019	6	50.0%
May 2019	6	0.0%
April 2019	7	-41.7%
March 2019	6	-33.3%

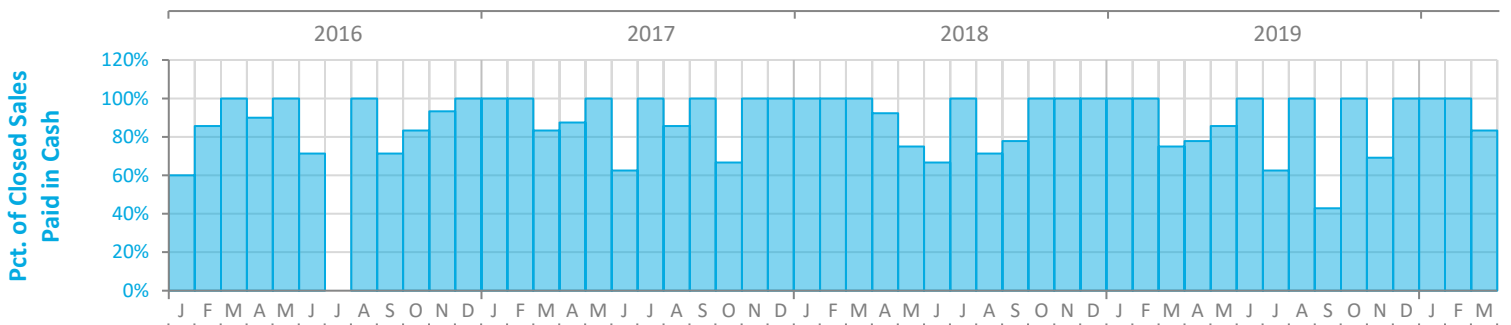


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	95.7%	4.8%
<b>March 2020</b>	<b>83.3%</b>	<b>11.1%</b>
February 2020	100.0%	0.0%
January 2020	100.0%	0.0%
December 2019	100.0%	0.0%
November 2019	69.2%	-30.8%
October 2019	100.0%	0.0%
September 2019	42.9%	-44.9%
August 2019	100.0%	40.1%
July 2019	62.5%	-37.5%
June 2019	100.0%	49.9%
May 2019	85.7%	14.3%
April 2019	77.8%	-15.7%
March 2019	75.0%	-25.0%



# Monthly Market Detail - March 2020

## Manufactured Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

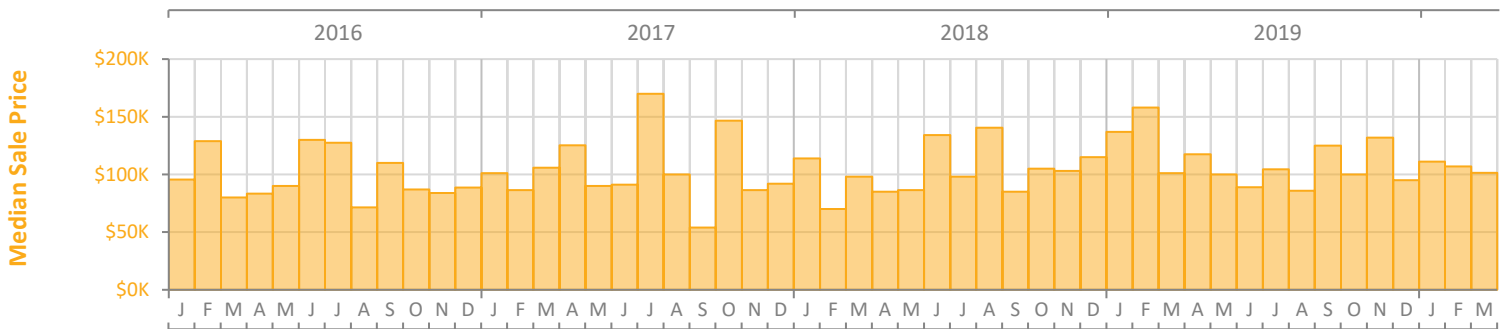
This report describes member activity for the association and is not confined to any specific geographic area.

## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$107,000	-21.9%
<b>March 2020</b>	<b>\$101,500</b>	<b>0.5%</b>
February 2020	\$107,000	-32.3%
January 2020	\$111,000	-19.0%
December 2019	\$95,000	-17.4%
November 2019	\$132,000	28.2%
October 2019	\$100,000	-4.9%
September 2019	\$125,000	47.1%
August 2019	\$86,000	-38.8%
July 2019	\$104,500	6.6%
June 2019	\$89,050	-33.7%
May 2019	\$100,000	15.6%
April 2019	\$117,500	38.2%
March 2019	\$101,000	3.1%

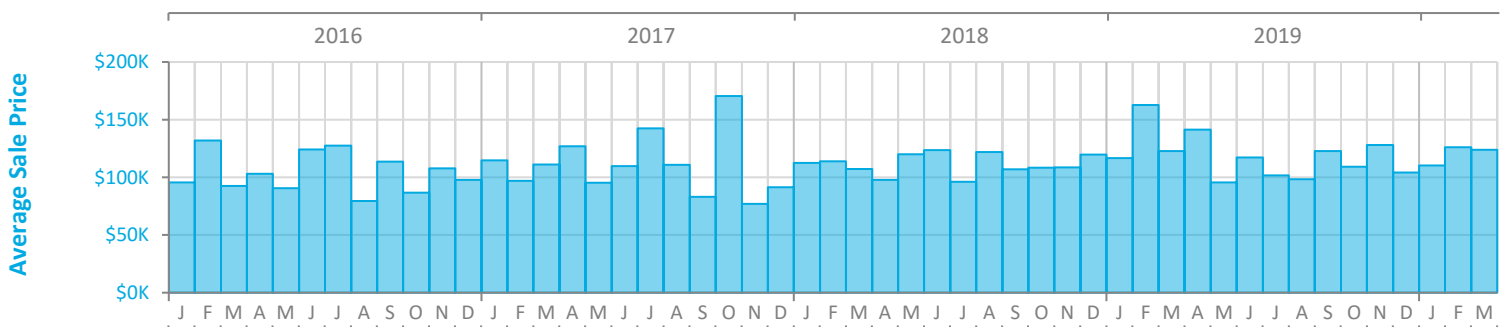


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$122,728	-11.6%
<b>March 2020</b>	<b>\$124,000</b>	<b>1.0%</b>
February 2020	\$125,981	-22.6%
January 2020	\$110,250	-5.4%
December 2019	\$104,214	-12.9%
November 2019	\$127,992	18.0%
October 2019	\$109,214	0.9%
September 2019	\$122,836	14.8%
August 2019	\$98,392	-19.3%
July 2019	\$101,625	5.7%
June 2019	\$117,100	-5.2%
May 2019	\$95,500	-20.5%
April 2019	\$141,278	44.5%
March 2019	\$122,750	14.4%



# Monthly Market Detail - March 2020

## Manufactured Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

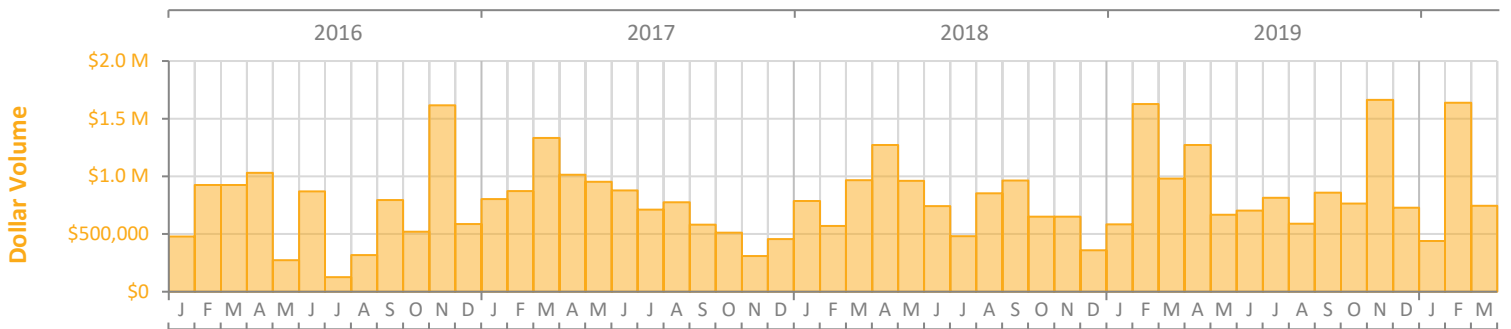
This report describes member activity for the association and is not confined to any specific geographic area.

## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$2.8 Million	-11.6%
<b>March 2020</b>	<b>\$744,000</b>	<b>-24.2%</b>
February 2020	\$1.6 Million	0.6%
January 2020	\$441,000	-24.3%
December 2019	\$729,498	103.2%
November 2019	\$1.7 Million	155.6%
October 2019	\$764,498	17.7%
September 2019	\$859,852	-10.7%
August 2019	\$590,352	-30.9%
July 2019	\$813,000	69.2%
June 2019	\$702,600	-5.2%
May 2019	\$668,500	-30.4%
April 2019	\$1.3 Million	0.0%
March 2019	\$982,000	1.7%

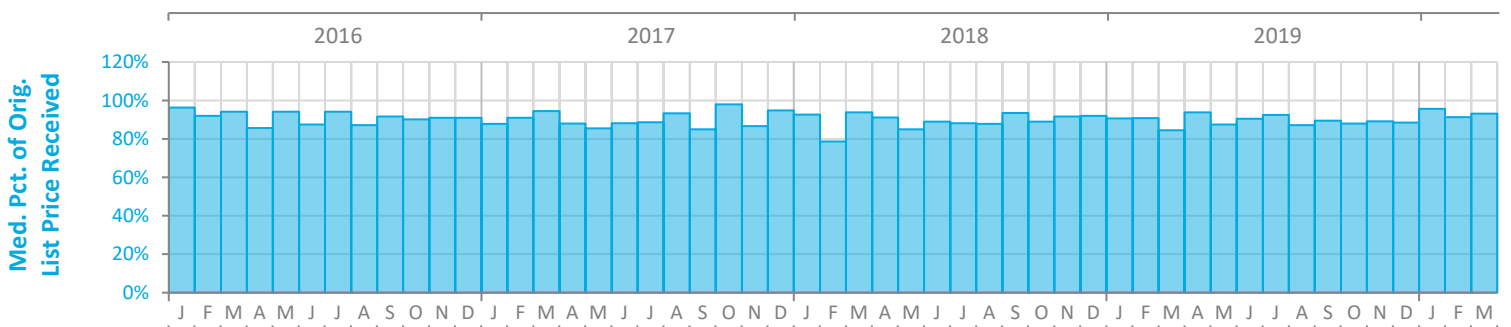


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	93.3%	6.3%
<b>March 2020</b>	<b>93.1%</b>	<b>10.3%</b>
February 2020	91.3%	0.6%
January 2020	95.6%	5.4%
December 2019	88.5%	-3.8%
November 2019	89.1%	-2.7%
October 2019	88.0%	-1.0%
September 2019	89.4%	-4.3%
August 2019	87.2%	-0.7%
July 2019	92.5%	5.0%
June 2019	90.5%	1.8%
May 2019	87.5%	2.9%
April 2019	93.8%	3.0%
March 2019	84.4%	-10.0%



# Monthly Market Detail - March 2020

## Manufactured Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

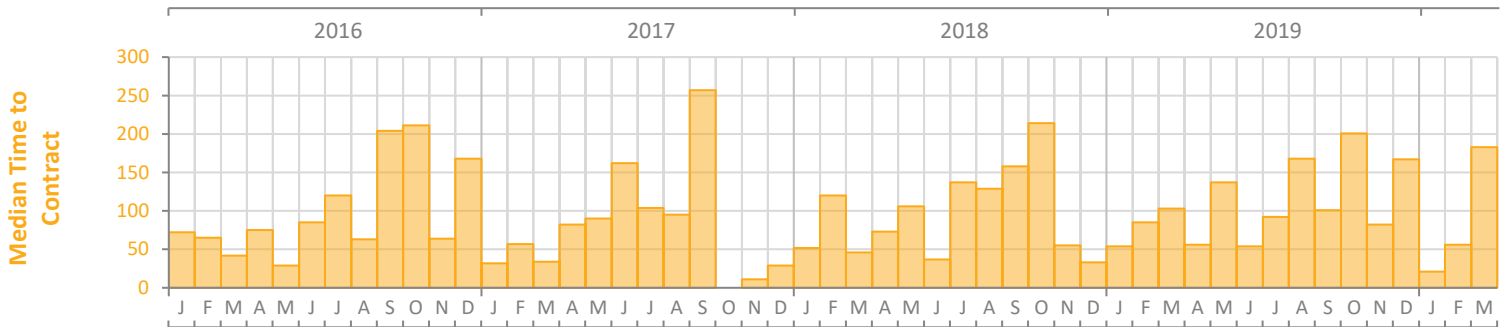
This report describes member activity for the association and is not confined to any specific geographic area.

## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	56 Days	-31.7%
<b>March 2020</b>	<b>183 Days</b>	<b>77.7%</b>
February 2020	56 Days	-34.1%
January 2020	21 Days	-61.1%
December 2019	167 Days	406.1%
November 2019	82 Days	49.1%
October 2019	201 Days	-6.1%
September 2019	101 Days	-36.1%
August 2019	168 Days	30.2%
July 2019	92 Days	-32.8%
June 2019	54 Days	45.9%
May 2019	137 Days	29.2%
April 2019	56 Days	-23.3%
March 2019	103 Days	123.9%

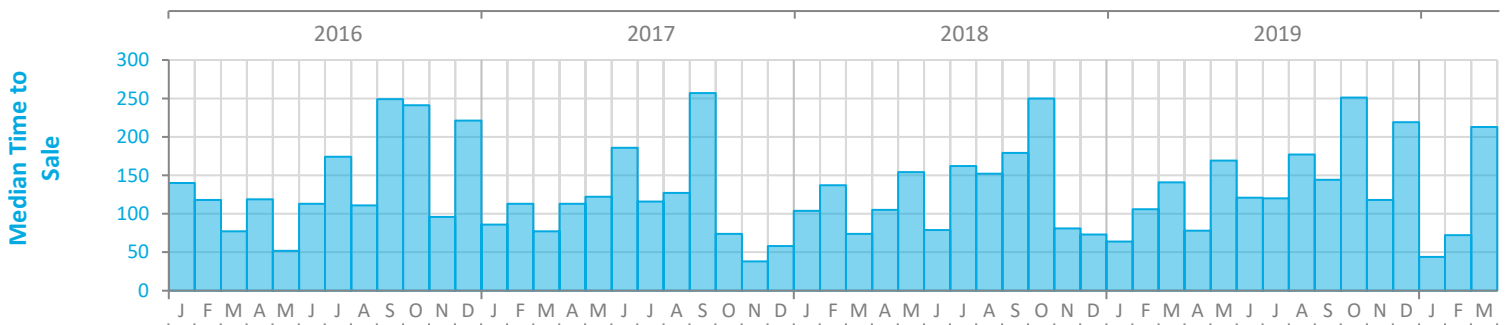


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	73 Days	-32.4%
<b>March 2020</b>	<b>213 Days</b>	<b>51.1%</b>
February 2020	72 Days	-32.1%
January 2020	44 Days	-31.3%
December 2019	219 Days	200.0%
November 2019	118 Days	45.7%
October 2019	251 Days	0.4%
September 2019	144 Days	-19.6%
August 2019	177 Days	16.4%
July 2019	120 Days	-25.9%
June 2019	121 Days	53.2%
May 2019	169 Days	9.7%
April 2019	78 Days	-25.7%
March 2019	141 Days	90.5%



# Monthly Market Detail - March 2020

## Manufactured Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

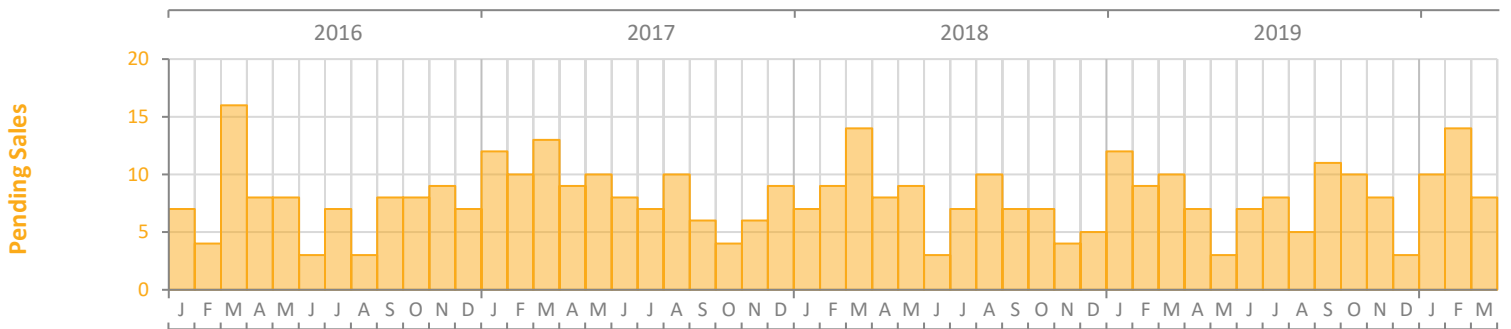
This report describes member activity for the association and is not confined to any specific geographic area.

## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	32	3.2%
<b>March 2020</b>	<b>8</b>	<b>-20.0%</b>
February 2020	14	55.6%
January 2020	10	-16.7%
December 2019	3	-40.0%
November 2019	8	100.0%
October 2019	10	42.9%
September 2019	11	57.1%
August 2019	5	-50.0%
July 2019	8	14.3%
June 2019	7	133.3%
May 2019	3	-66.7%
April 2019	7	-12.5%
March 2019	10	-28.6%

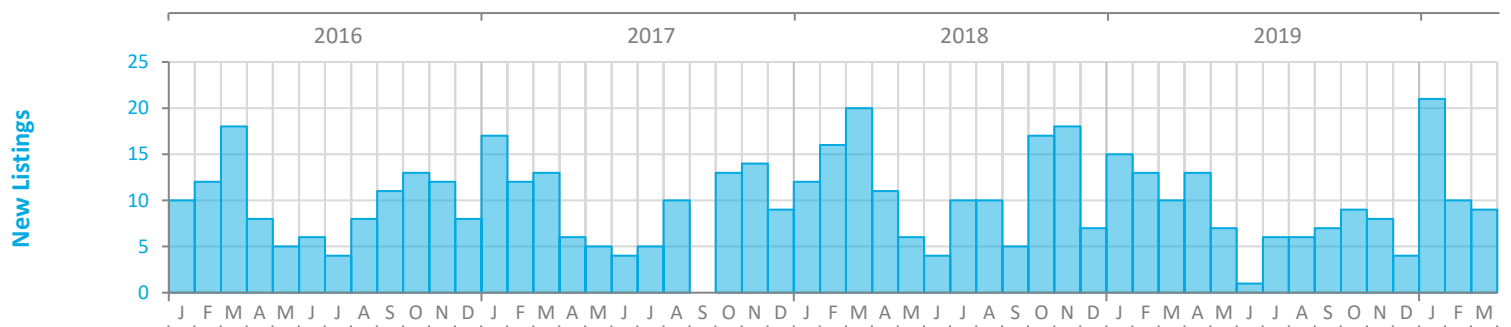


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	40	5.3%
<b>March 2020</b>	<b>9</b>	<b>-10.0%</b>
February 2020	10	-23.1%
January 2020	21	40.0%
December 2019	4	-42.9%
November 2019	8	-55.6%
October 2019	9	-47.1%
September 2019	7	40.0%
August 2019	6	-40.0%
July 2019	6	-40.0%
June 2019	1	-75.0%
May 2019	7	16.7%
April 2019	13	18.2%
March 2019	10	-50.0%





# Monthly Market Detail - March 2020

## Manufactured Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

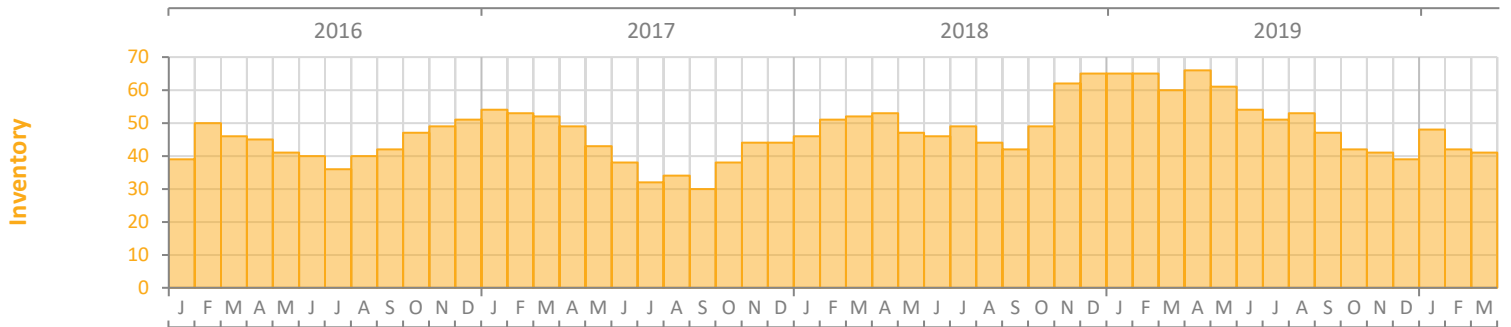
This report describes member activity for the association and is not confined to any specific geographic area.

## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	44	-30.2%
<b>March 2020</b>	<b>41</b>	<b>-31.7%</b>
February 2020	42	-35.4%
January 2020	48	-26.2%
December 2019	39	-40.0%
November 2019	41	-33.9%
October 2019	42	-14.3%
September 2019	47	11.9%
August 2019	53	20.5%
July 2019	51	4.1%
June 2019	54	17.4%
May 2019	61	29.8%
April 2019	66	24.5%
March 2019	60	15.4%

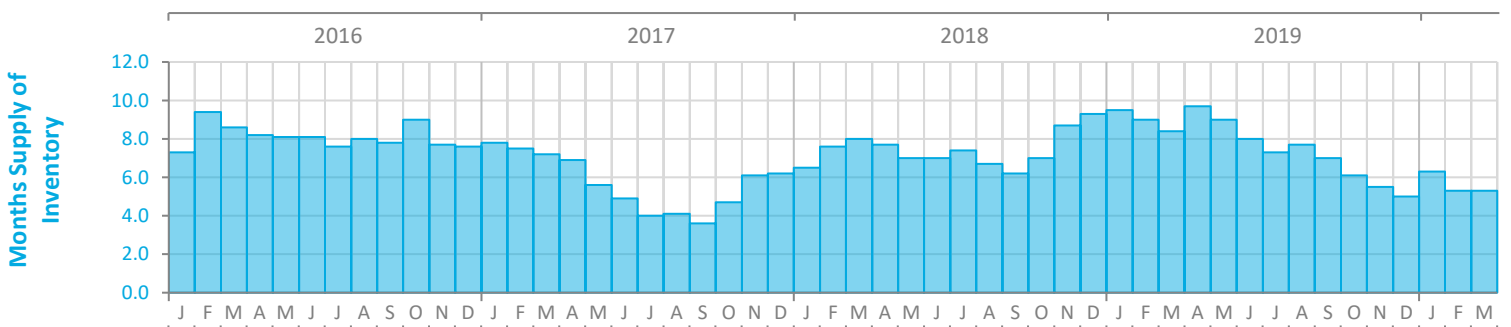


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	5.6	-37.8%
<b>March 2020</b>	<b>5.3</b>	<b>-36.9%</b>
February 2020	5.3	-41.1%
January 2020	6.3	-33.7%
December 2019	5.0	-46.2%
November 2019	5.5	-36.8%
October 2019	6.1	-12.9%
September 2019	7.0	12.9%
August 2019	7.7	14.9%
July 2019	7.3	-1.4%
June 2019	8.0	14.3%
May 2019	9.0	28.6%
April 2019	9.7	26.0%
March 2019	8.4	5.0%



# Monthly Market Detail - March 2020

## Manufactured Homes

### Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO  
REALTORS®

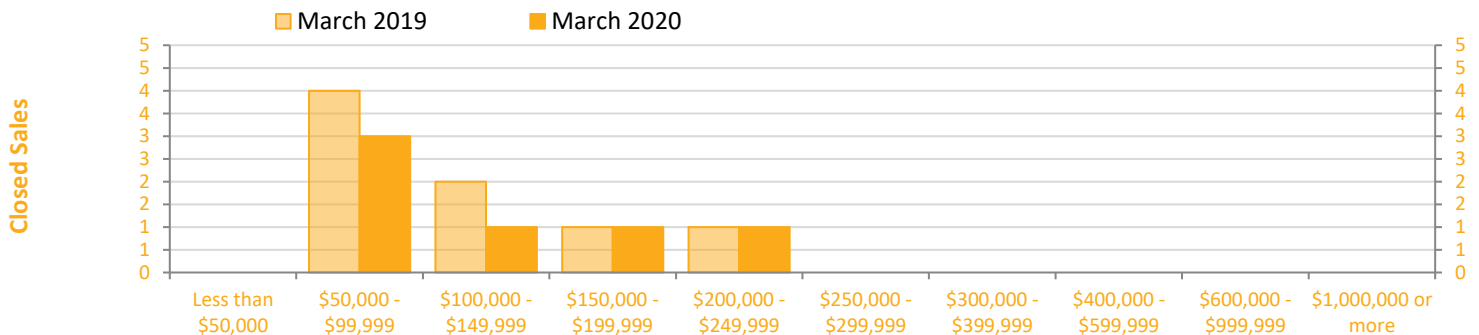
This report describes member activity for the association and is not confined to any specific geographic area.

## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	-25.0%
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	1	0.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

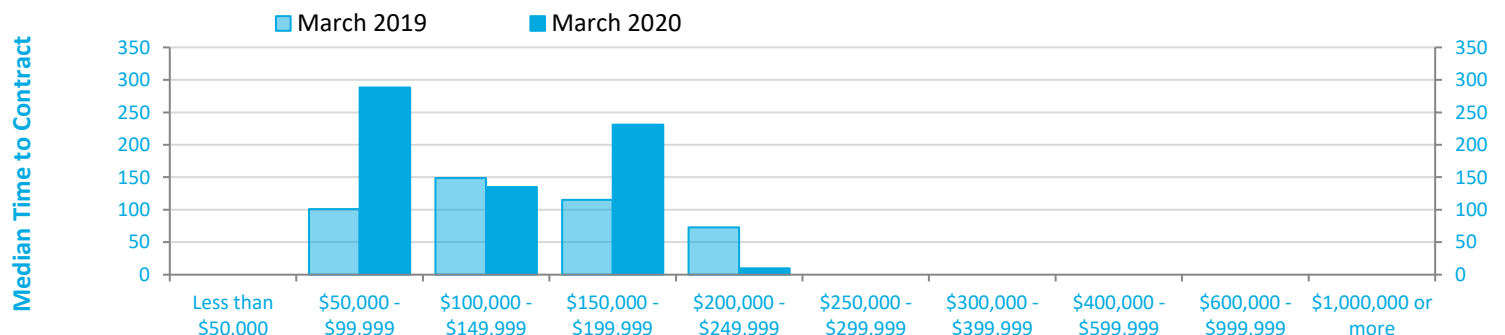


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	288 Days	185.1%
\$100,000 - \$149,999	135 Days	-9.4%
\$150,000 - \$199,999	231 Days	100.9%
\$200,000 - \$249,999	10 Days	-86.3%
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



# Monthly Market Detail - March 2020

## Manufactured Homes

### Bonita Springs-Estero REALTORS®



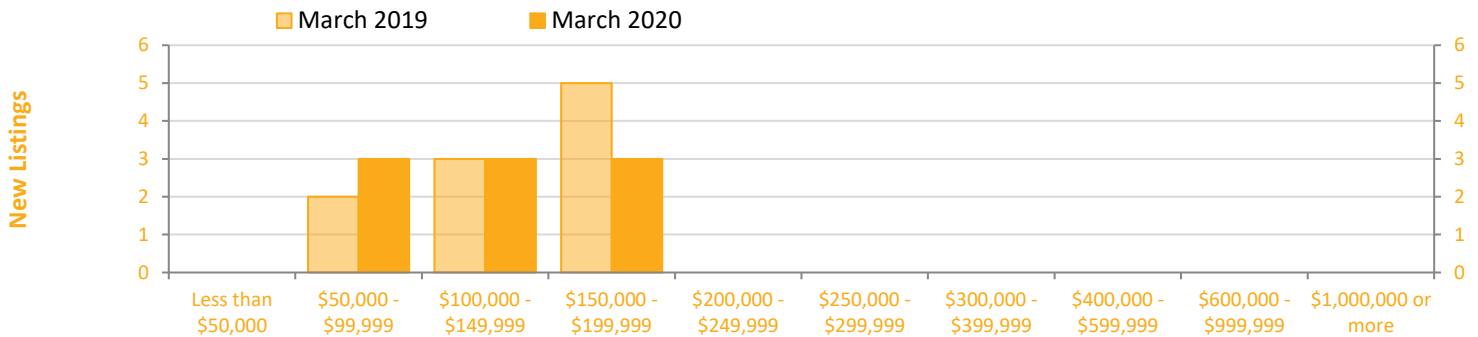
This report describes member activity for the association and is not confined to any specific geographic area.

### New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	50.0%
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	3	-40.0%
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

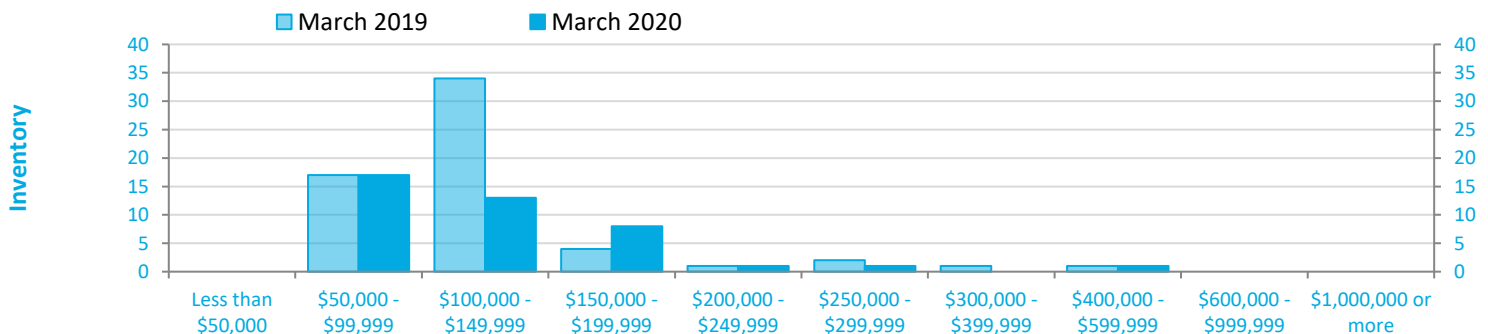


### Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	17	0.0%
\$100,000 - \$149,999	13	-61.8%
\$150,000 - \$199,999	8	100.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



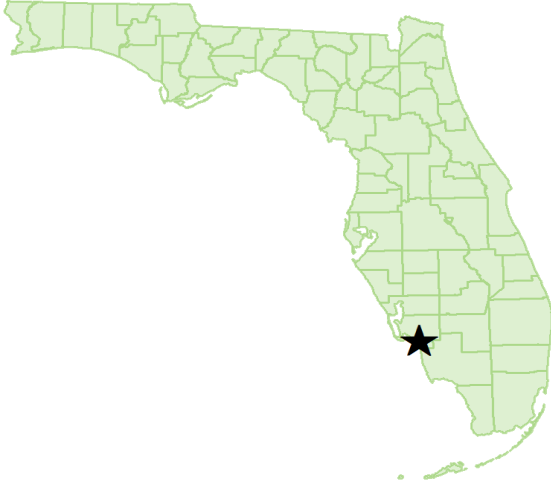
# Monthly Distressed Market - March 2020

## Manufactured Homes

### Bonita Springs-Estero REALTORS®



This report describes member activity for the association and is not confined to any specific geographic area.



		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	6	8	-25.0%
	Median Sale Price	\$101,500	\$101,000	0.5%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

