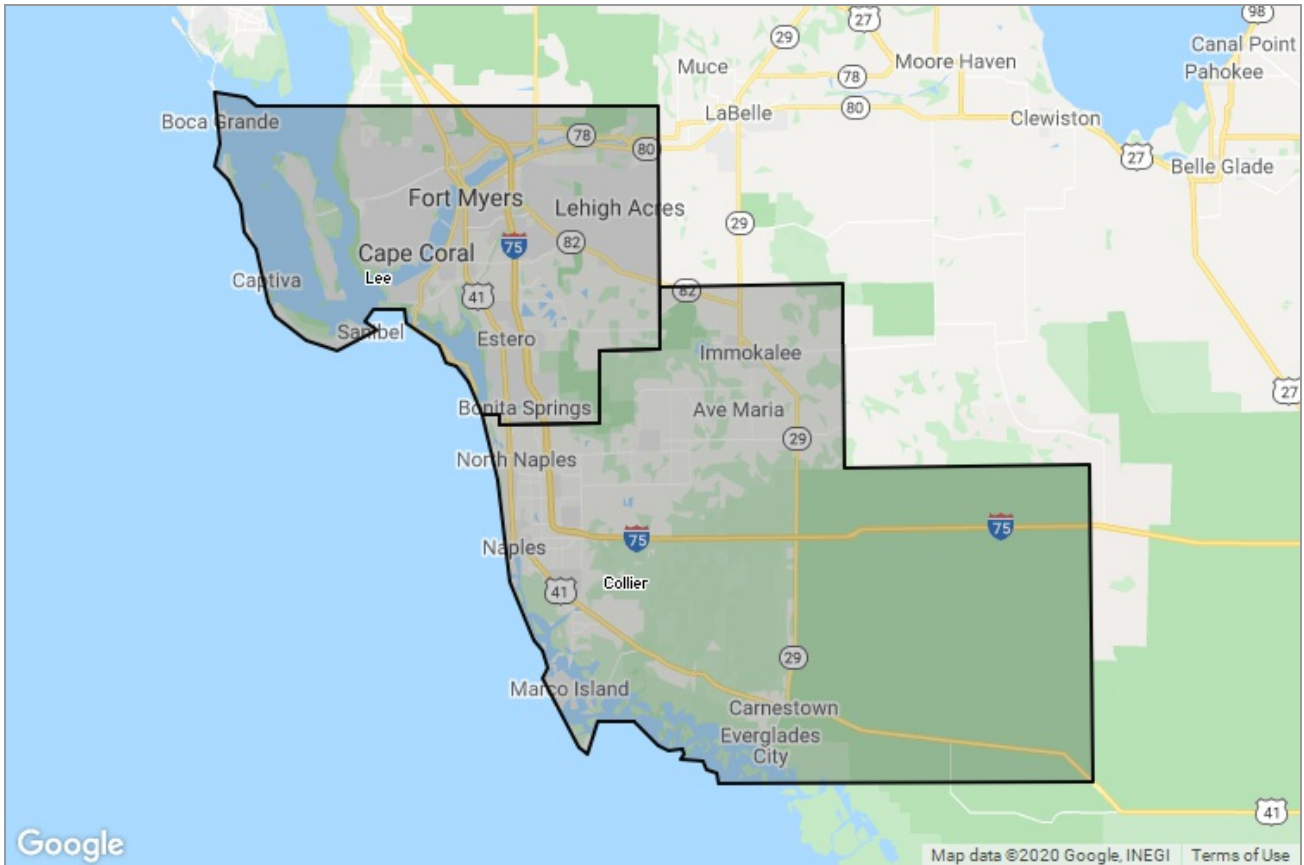




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
4/2019 – 4/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 05/06/2020

Scheduled: Yes

Presented by

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

(239) 992-6771

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

25300 Bernwood Drive
Suite 1
Bonita Springs, FL 34135

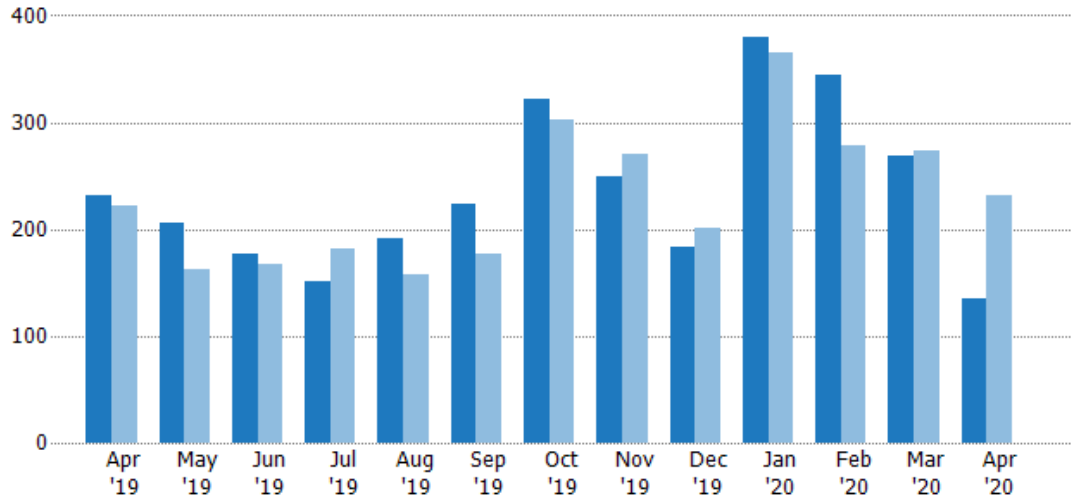
New Listings

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Apr '20	135	-41.8%
Apr '19	232	4.5%
Apr '18	222	-2.7%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	232	206	177	151	191	223	322	250	183	379	344	268	135
Prior Year	222	163	168	182	157	177	302	271	201	365	278	273	232
Percent Change from Prior Year	5%	26%	5%	-17%	22%	26%	7%	-8%	-9%	4%	24%	-2%	-42%

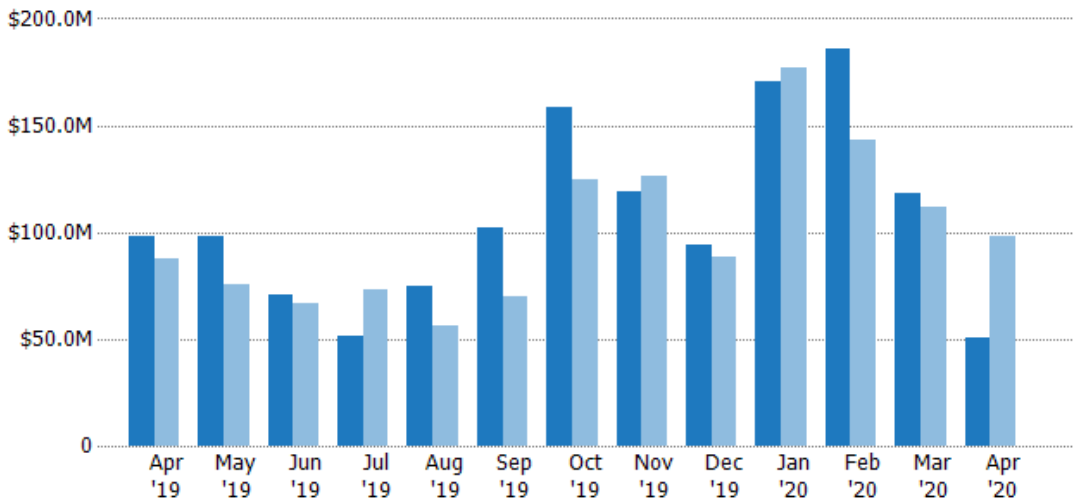
New Listing Volume

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.
Apr '20	\$50.4M	-48.4%
Apr '19	\$97.7M	11.9%
Apr '18	\$87.3M	-11.7%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$97.7M	\$98.4M	\$70.9M	\$51.4M	\$74.7M	\$102M	\$159M	\$119M	\$93.7M	\$171M	\$186M	\$118M	\$50.4M
Prior Year	\$87.3M	\$75.7M	\$67M	\$73.4M	\$56.3M	\$69.8M	\$125M	\$126M	\$88.6M	\$177M	\$143M	\$112M	\$97.7M
Percent Change from Prior Year	12%	30%	6%	-30%	33%	46%	27%	-6%	6%	-3%	30%	6%	-48%

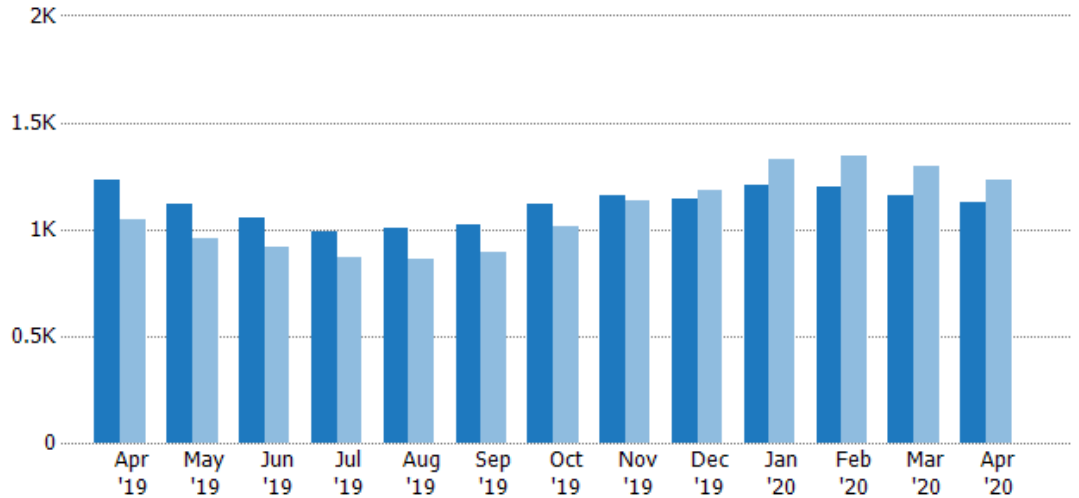
Active Listings

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.
Apr '20	1.12K	-8.8%
Apr '19	1.23K	17.8%
Apr '18	1.04K	-11%



Current Year	1.23K	1.12K	1.06K	992	1.01K	1.02K	1.12K	1.16K	1.14K	1.21K	1.2K	1.16K	1.12K
Prior Year	1.04K	956	919	869	863	894	1.01K	1.13K	1.18K	1.33K	1.35K	1.3K	1.23K
Percent Change from Prior Year	18%	17%	15%	14%	17%	14%	11%	2%	-3%	-9%	-11%	-10%	-9%

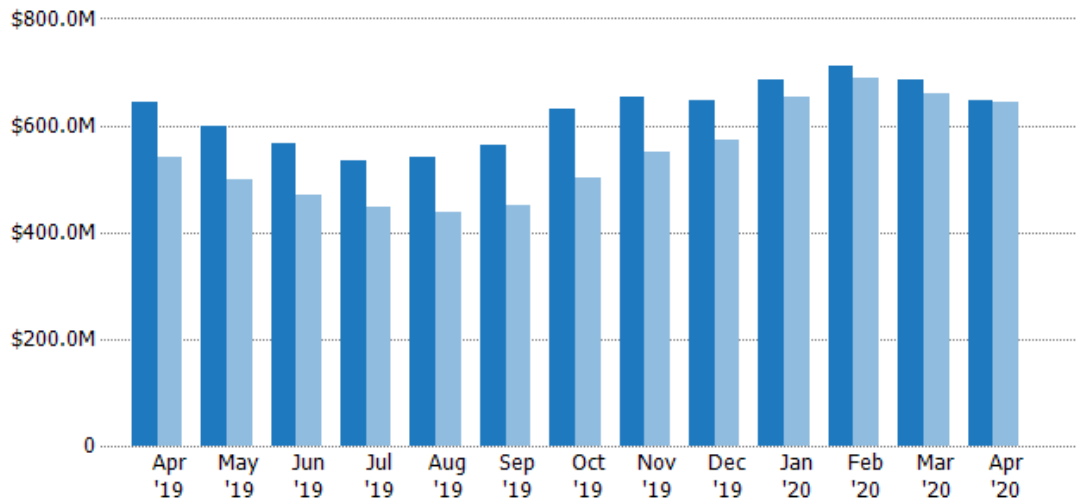
Active Listing Volume

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.
Apr '20	\$647M	0.4%
Apr '19	\$645M	19.6%
Apr '18	\$539M	-15.2%



Current Year	\$645M	\$600M	\$565M	\$534M	\$540M	\$562M	\$632M	\$652M	\$647M	\$685M	\$711M	\$684M	\$647M
Prior Year	\$539M	\$497M	\$470M	\$447M	\$437M	\$450M	\$502M	\$551M	\$574M	\$654M	\$687M	\$661M	\$645M
Percent Change from Prior Year	20%	21%	20%	19%	23%	25%	26%	18%	13%	5%	3%	3%	0%

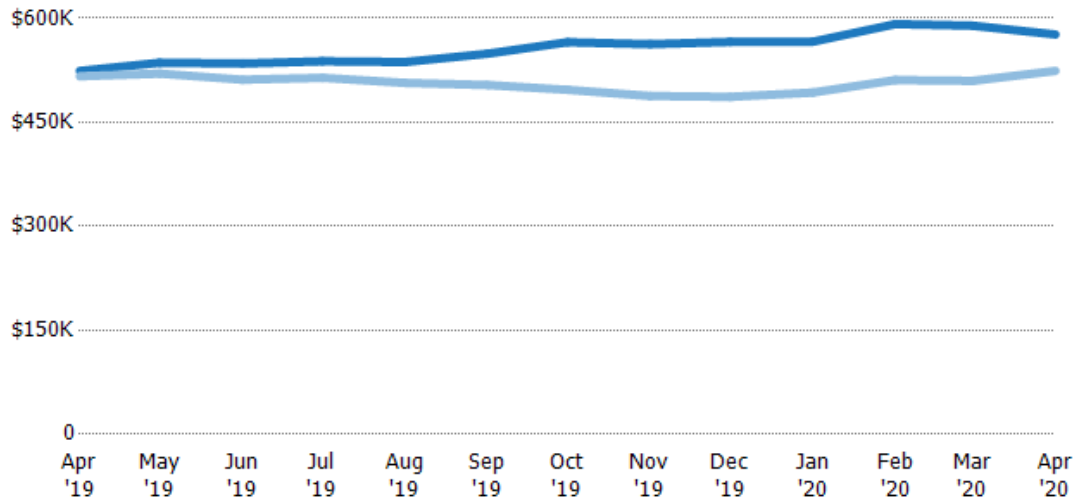
Average Listing Price

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.
Apr '20	\$577K	10%
Apr '19	\$524K	1.5%
Apr '18	\$516K	-4.7%



Current Year	\$524K	\$536K	\$535K	\$538K	\$537K	\$549K	\$566K	\$563K	\$566K	\$566K	\$592K	\$589K	\$577K
Prior Year	\$516K	\$520K	\$511K	\$514K	\$507K	\$504K	\$497K	\$488K	\$487K	\$493K	\$511K	\$510K	\$524K
Percent Change from Prior Year	1%	3%	5%	5%	6%	9%	14%	15%	16%	15%	16%	16%	10%

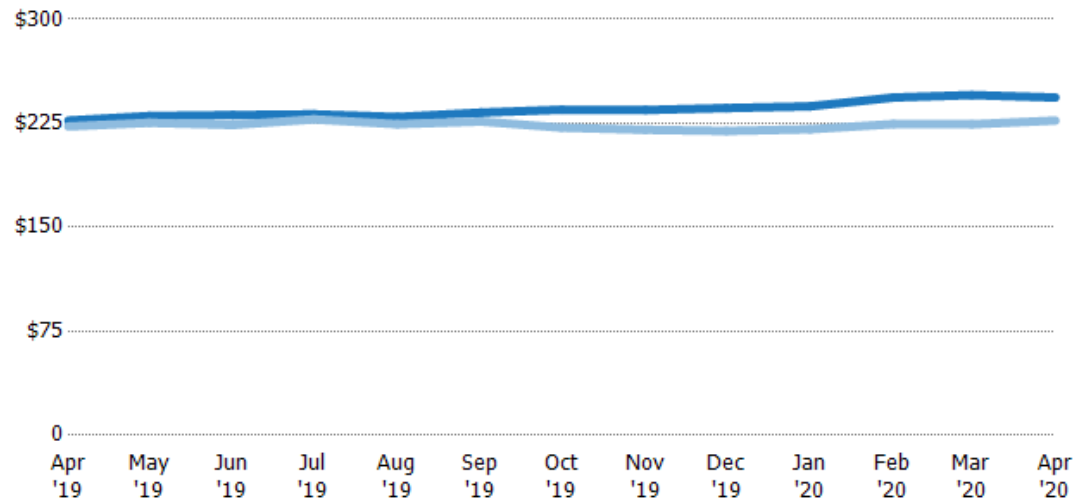
Average Listing Price per Sq Ft

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.
Apr '20	\$244	7.3%
Apr '19	\$227	1.9%
Apr '18	\$223	-1.6%



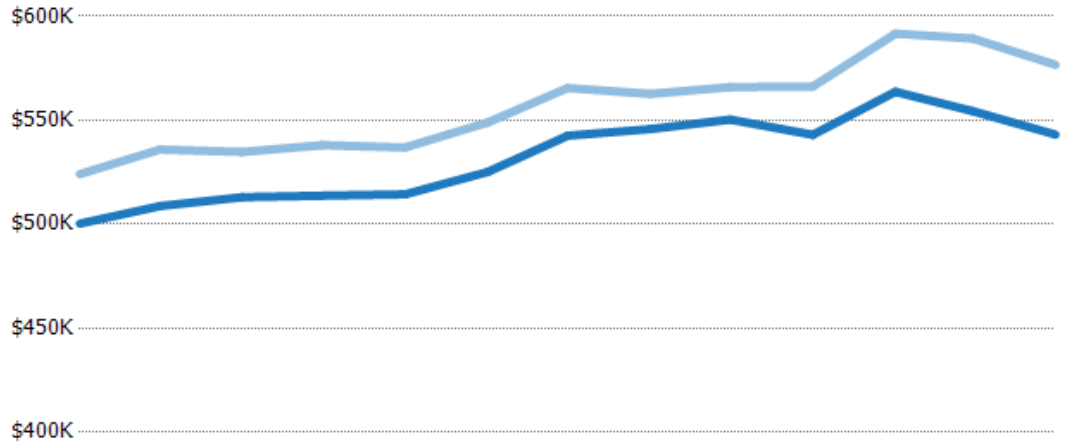
Current Year	\$227	\$230	\$231	\$231	\$230	\$233	\$235	\$235	\$236	\$237	\$244	\$245	\$244
Prior Year	\$223	\$225	\$224	\$228	\$224	\$226	\$222	\$220	\$219	\$221	\$224	\$224	\$227
Percent Change from Prior Year	2%	2%	3%	2%	2%	3%	6%	6%	8%	7%	9%	9%	7%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$500K	\$509K	\$513K	\$514K	\$514K	\$525K	\$543K	\$546K	\$550K	\$543K	\$564K	\$554K	\$543K
Avg Listing Price	\$524K	\$536K	\$535K	\$538K	\$537K	\$549K	\$566K	\$563K	\$566K	\$566K	\$592K	\$589K	\$577K
Avg Listing Price as a % of Avg Est Value	105%	105%	104%	105%	104%	105%	104%	103%	103%	104%	105%	106%	106%

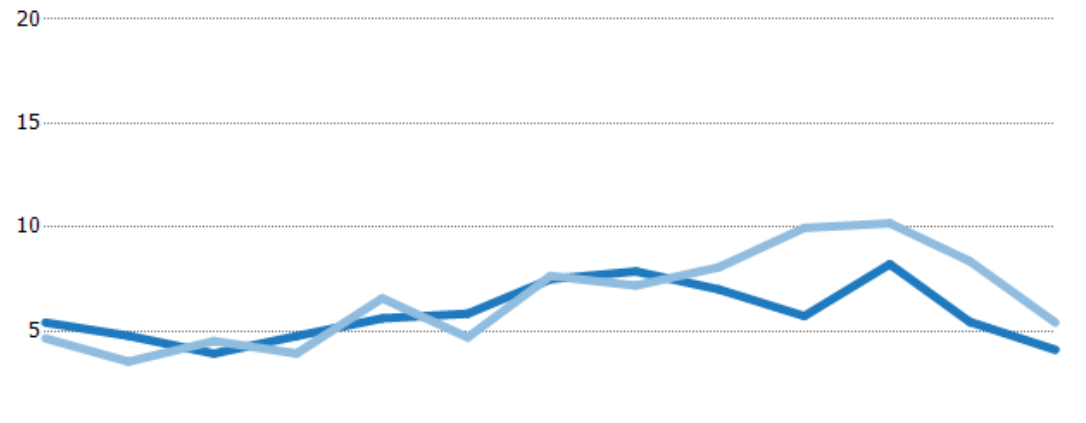
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Months	% Chg.
Apr '20	4.11	-24.2%
Apr '19	5.42	16.3%
Apr '18	4.66	-14.5%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	5.42	4.78	3.93	4.77	5.62	5.85	7.5	7.88	7.01	5.73	8.23	5.45	4.11
Prior Year	4.66	3.54	4.53	3.93	6.59	4.71	7.66	7.2	8.08	9.97	10.2	8.37	5.42
Percent Change from Prior Year	16%	35%	-13%	21%	-15%	24%	-2%	9%	-13%	-43%	-19%	-35%	-24%

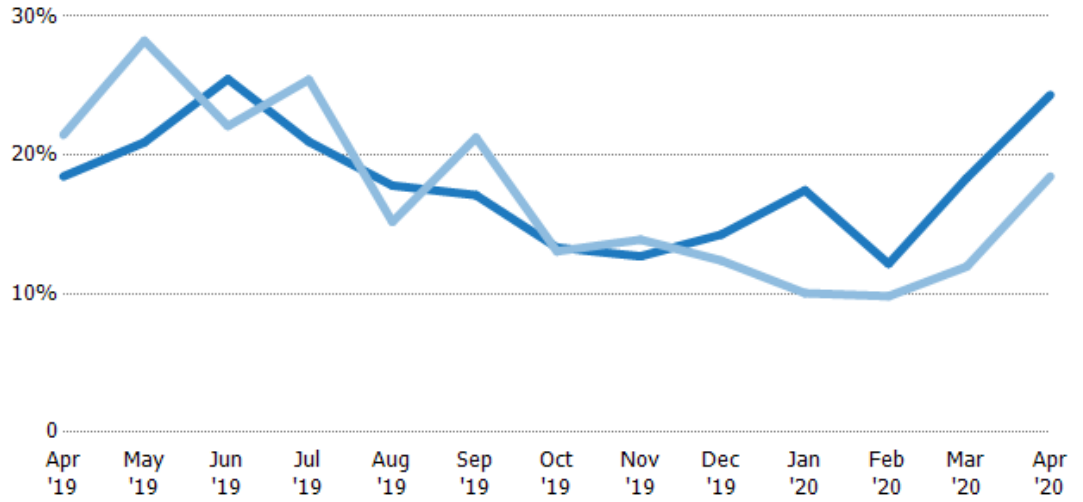
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Apr '20	24%	-5.9%
Apr '19	18%	3%
Apr '18	21%	16.9%

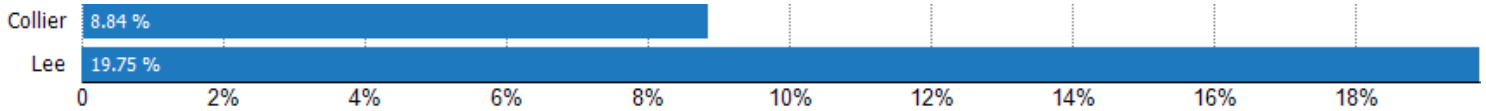


Current Year	18%	21%	25%	21%	18%	17%	13%	13%	14%	17%	12%	18%	24%
Prior Year	21%	28%	22%	25%	15%	21%	13%	14%	12%	10%	10%	12%	18%
Change from Prior Year	3%	7%	-3%	4%	-3%	4%	0%	1%	-2%	-7%	-2%	-6%	-6%

Absorption Rate (By County)

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

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



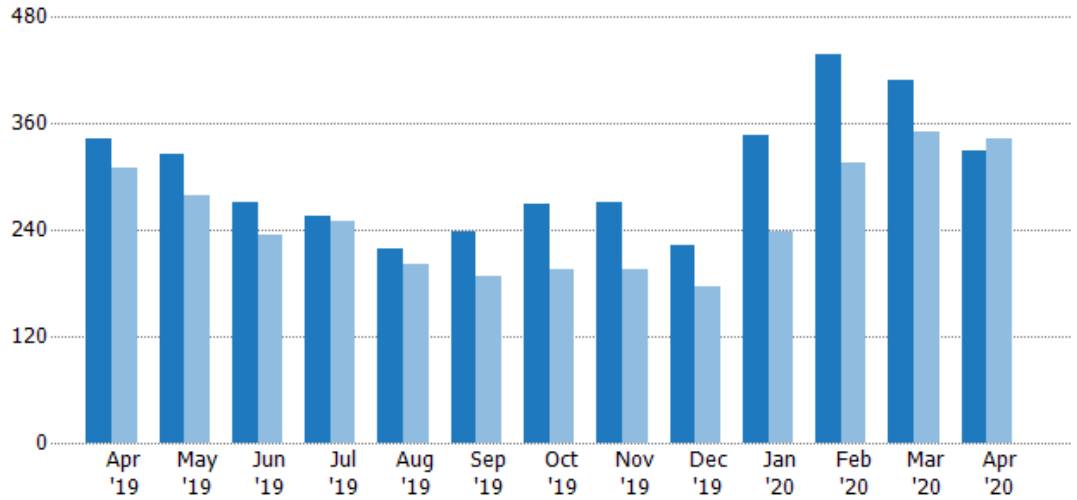
Pending Sales

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Apr '20	330	-3.8%
Apr '19	343	10.6%
Apr '18	310	0.6%



Current Year	343	325	271	256	219	238	270	271	223	347	437	409	330
Prior Year	310	278	235	250	202	187	196	196	177	239	315	350	343
Percent Change from Prior Year	11%	17%	15%	2%	8%	27%	38%	38%	26%	45%	39%	17%	-4%

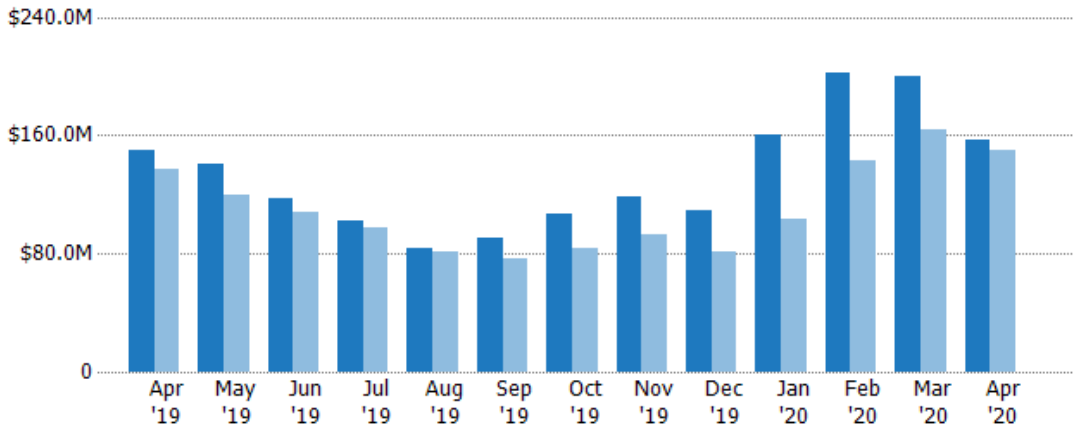
Pending Sales Volume

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Apr '20	\$157M	4.6%
Apr '19	\$150M	9.8%
Apr '18	\$137M	2.7%



Current Year	\$150M	\$141M	\$117M	\$102M	\$84M	\$90.2M	\$107M	\$119M	\$110M	\$161M	\$202M	\$200M	\$157M
Prior Year	\$137M	\$119M	\$108M	\$97.3M	\$80.8M	\$77.1M	\$83.1M	\$93.2M	\$81.5M	\$104M	\$142M	\$164M	\$150M
Percent Change from Prior Year	10%	18%	8%	5%	4%	17%	28%	27%	35%	55%	42%	21%	5%

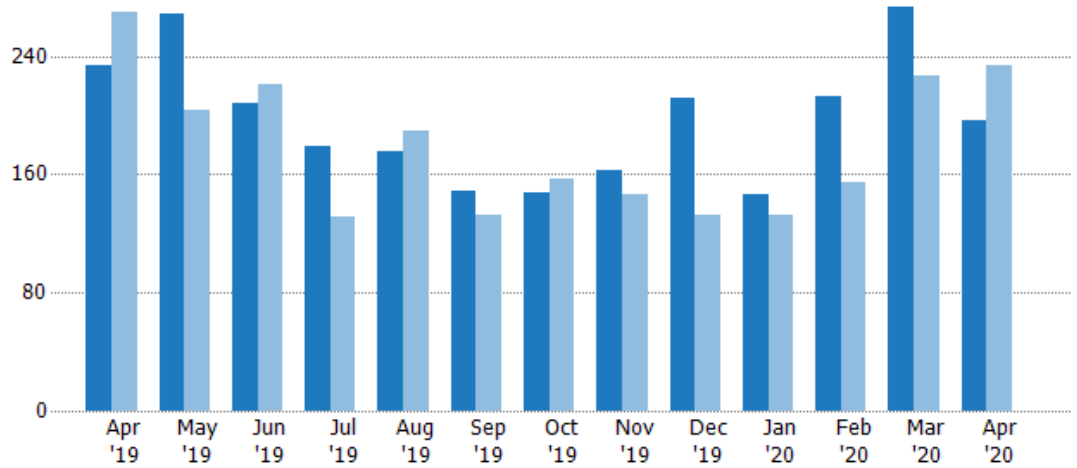
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Apr '20	197	-15.8%
Apr '19	234	-13.3%
Apr '18	270	-24.4%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	234	269	208	179	175	149	147	163	211	146	213	273	197
Prior Year	270	203	221	131	190	132	157	146	133	132	155	227	234
Percent Change from Prior Year	-13%	33%	-6%	37%	-8%	13%	-6%	12%	59%	11%	37%	20%	-16%

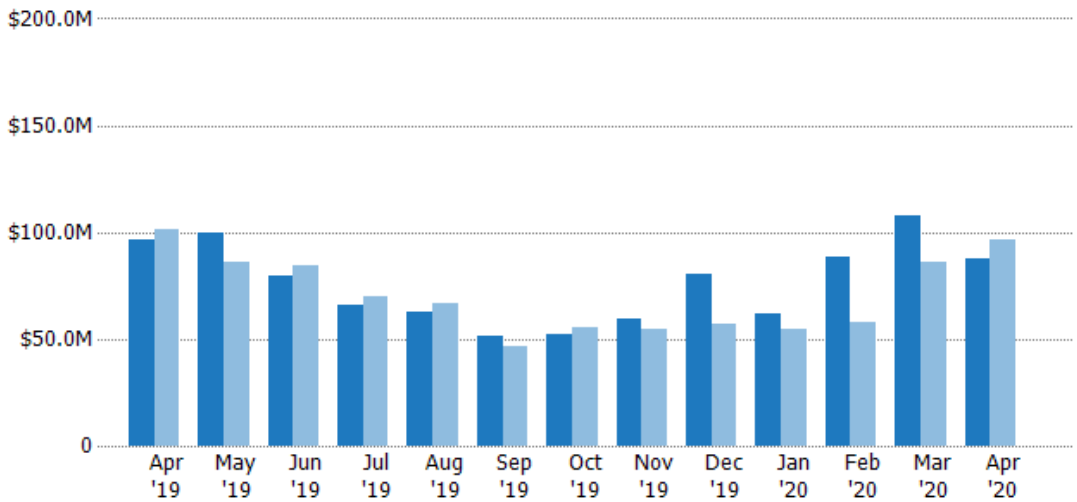
Closed Sales Volume

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.
Apr '20	\$88M	-8.6%
Apr '19	\$96.2M	-5.2%
Apr '18	\$102M	-23%



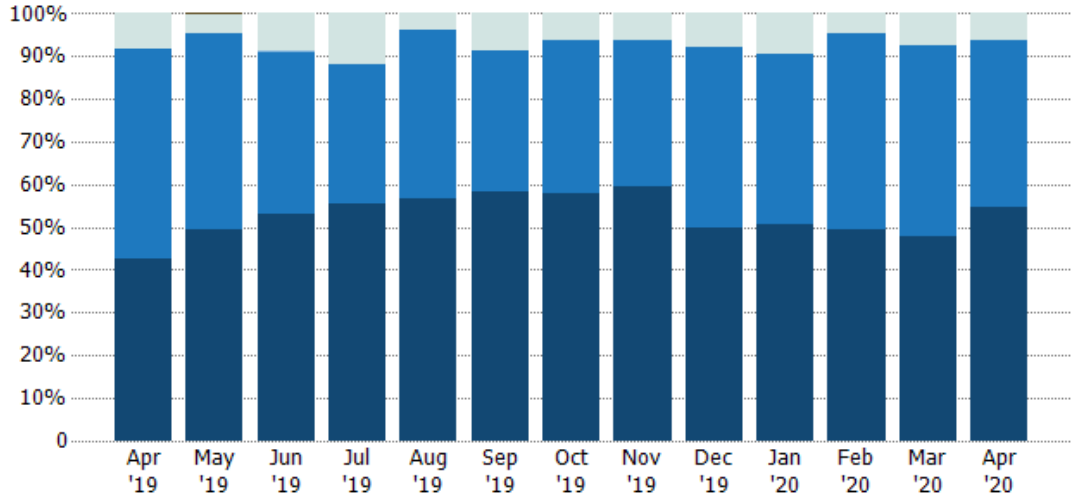
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$96.2M	\$100M	\$79.8M	\$66.2M	\$63.1M	\$51.2M	\$52.3M	\$59.6M	\$80.6M	\$61.9M	\$88.8M	\$107M	\$88M
Prior Year	\$102M	\$85.9M	\$84.1M	\$69.8M	\$66.9M	\$46.9M	\$55.7M	\$54.8M	\$57.1M	\$54.6M	\$57.9M	\$85.7M	\$96.2M
Percent Change from Prior Year	-5%	16%	-5%	-5%	-6%	9%	-6%	9%	41%	13%	53%	25%	-9%

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

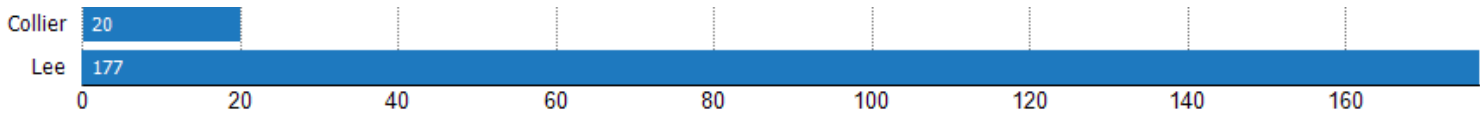


Other	-	0%	-	-	-	-	-	-	-	-	-	-	-
Multifamily/Multiplex	8%	4%	9%	12%	4%	9%	6%	6%	8%	10%	5%	7%	6%
Mobile/Manufactured	-	-	0%	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	49%	46%	38%	33%	39%	33%	36%	34%	42%	40%	46%	45%	39%
Single Family Residence	43%	49%	53%	55%	57%	58%	58%	60%	50%	51%	49%	48%	55%

Closed Sales (By County)

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

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

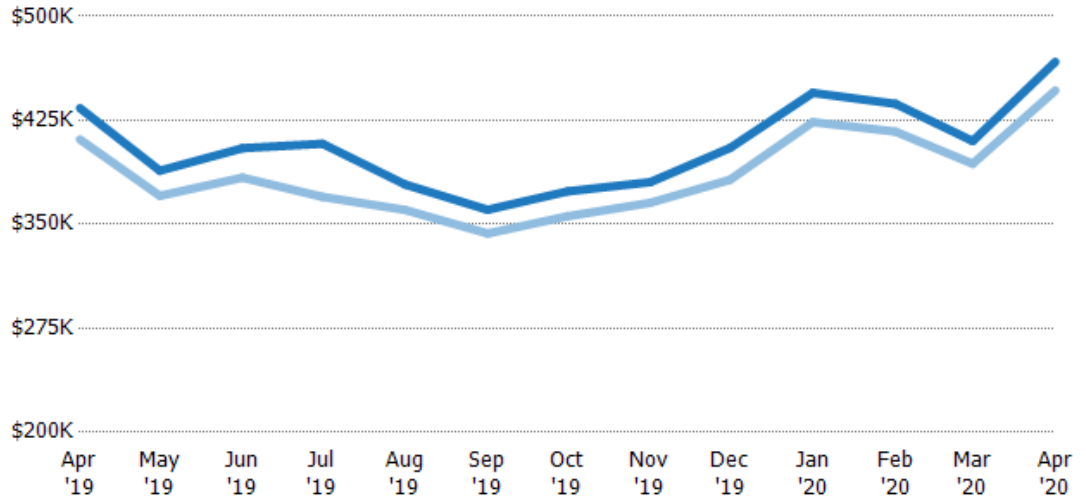


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida



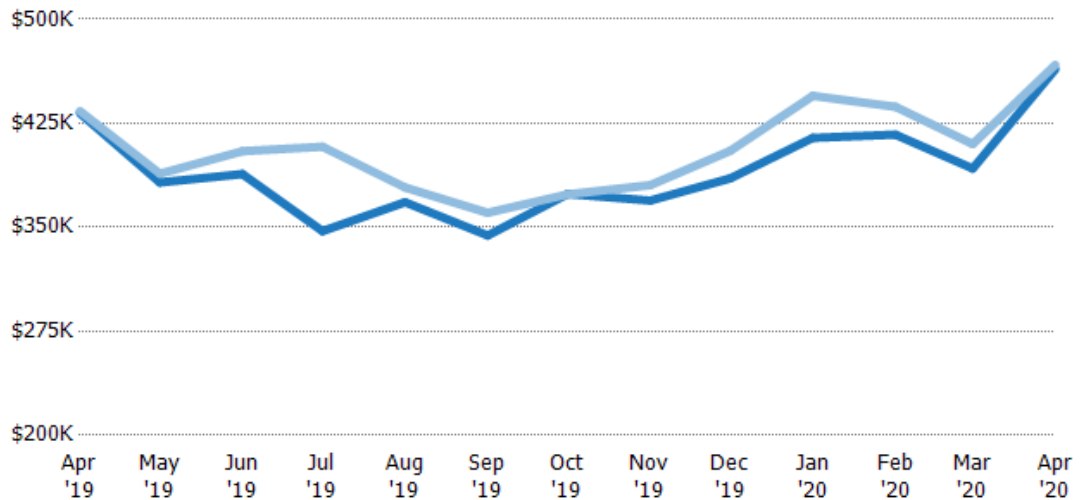
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg List Price	\$434K	\$389K	\$405K	\$408K	\$379K	\$360K	\$374K	\$380K	\$405K	\$445K	\$437K	\$410K	\$467K
Avg Sales Price	\$411K	\$371K	\$384K	\$370K	\$360K	\$343K	\$356K	\$365K	\$382K	\$424K	\$417K	\$394K	\$447K
Avg Sales Price as a % of Avg List Price	95%	95%	95%	91%	95%	95%	95%	96%	94%	95%	95%	96%	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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$432K	\$382K	\$388K	\$347K	\$368K	\$344K	\$374K	\$369K	\$385K	\$414K	\$417K	\$392K	\$464K
Avg Sales Price	\$434K	\$389K	\$405K	\$408K	\$379K	\$360K	\$374K	\$380K	\$405K	\$445K	\$437K	\$410K	\$467K
Avg Sales Price as a % of Avg Est Value	100%	102%	104%	118%	103%	105%	100%	103%	105%	107%	105%	104%	101%

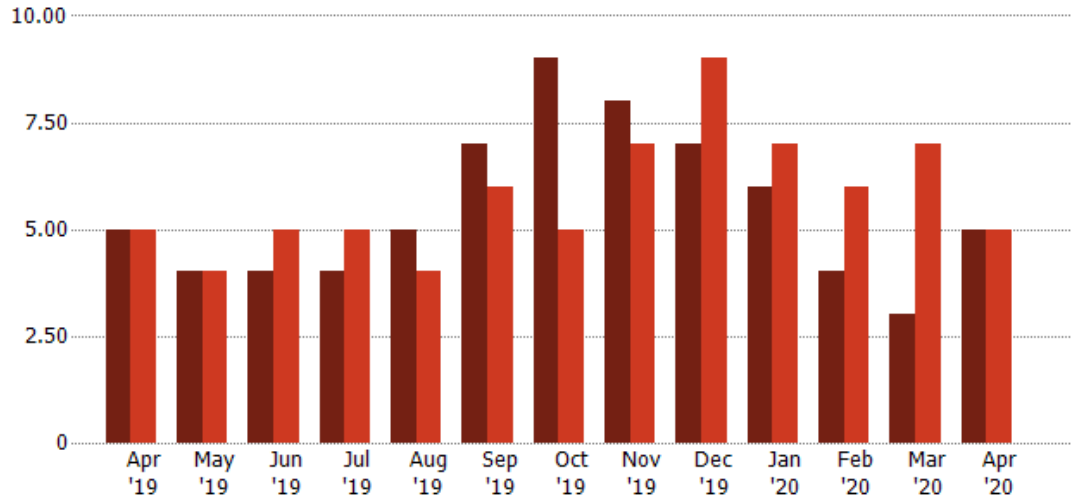
Distressed Listings

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.
Apr '20	5	0%
Apr '19	5	0%
Apr '18	5	0%

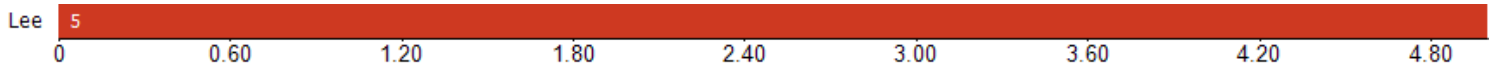


Current Year	5	4	4	4	5	7	9	8	7	6	4	3	5
Prior Year	5	4	5	5	4	6	5	7	9	7	6	7	5
Percent Change from Prior Year	0%	0%	-20%	-20%	25%	17%	80%	14%	-22%	-14%	-33%	-57%	0%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

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



Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 05/06/2020

Scheduled: Yes

Report Date Range: From 4/2019 To: 4/2020

Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Include Appendix
- Medians

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Collier County, Florida Lee County, Florida

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 4/2020 data

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