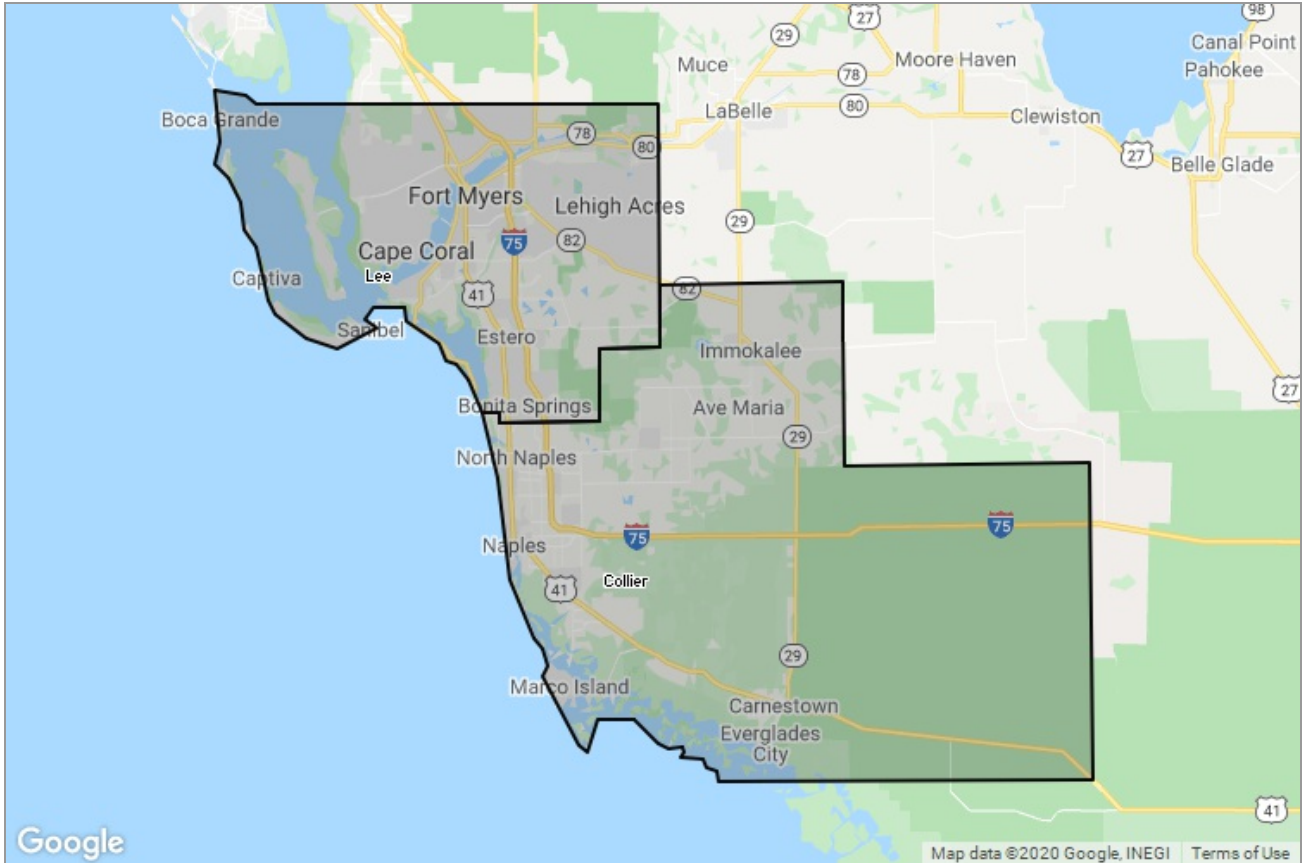




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
5/2019 – 5/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 06/06/2020

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

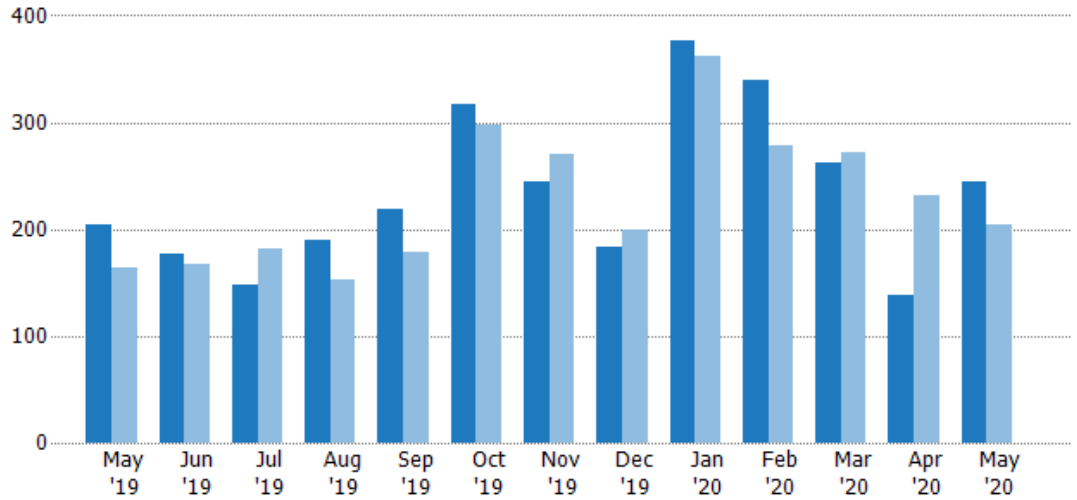
New Listings

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
May '20	244	19%
May '19	205	25%
May '18	164	13.4%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	205	177	148	190	219	317	244	183	376	339	263	138	244
Prior Year	164	167	182	153	178	298	271	199	362	278	272	231	205
Percent Change from Prior Year	25%	6%	-19%	24%	23%	6%	-10%	-8%	4%	22%	-3%	-40%	19%

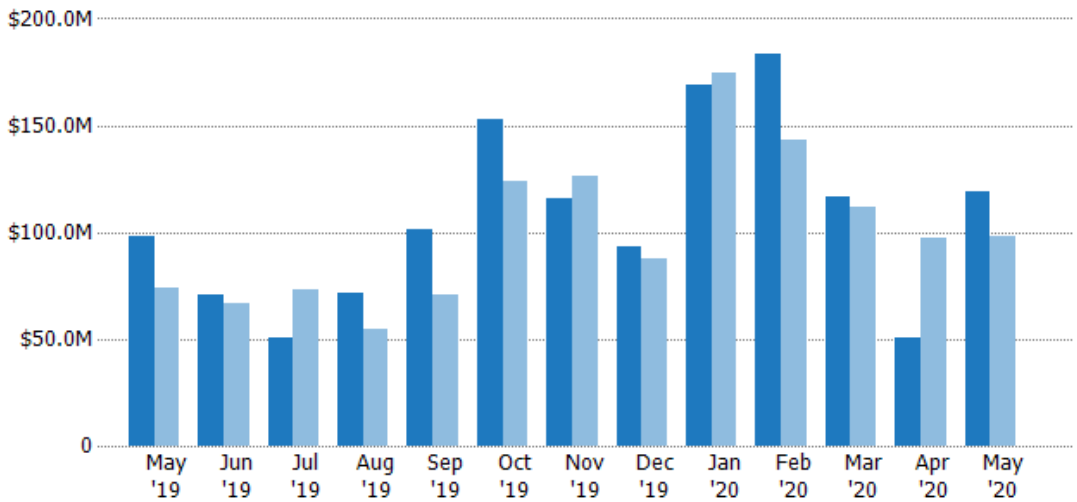
New Listing Volume

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.
May '20	\$119M	21.2%
May '19	\$98M	31.9%
May '18	\$74.3M	-6.3%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$98M	\$70.9M	\$50.7M	\$71.9M	\$101M	\$153M	\$116M	\$93.1M	\$169M	\$184M	\$116M	\$50.7M	\$119M
Prior Year	\$74.3M	\$66.8M	\$73.2M	\$54.4M	\$70.6M	\$123M	\$126M	\$88M	\$175M	\$143M	\$112M	\$97.6M	\$98M
Percent Change from Prior Year	32%	6%	-31%	32%	43%	24%	-8%	6%	-3%	29%	4%	-48%	21%

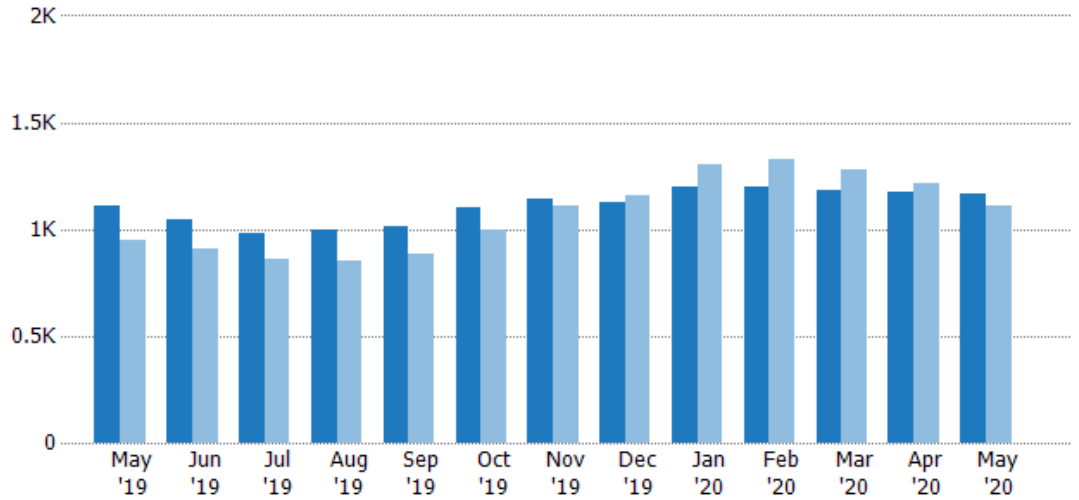
Active Listings

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.
May '20	1.16K	5.1%
May '19	1.11K	17.1%
May '18	946	-9.3%



Current Year	1.11K	1.05K	980	995	1.01K	1.1K	1.14K	1.13K	1.2K	1.2K	1.18K	1.17K	1.16K
Prior Year	946	907	857	849	883	997	1.11K	1.16K	1.31K	1.33K	1.28K	1.22K	1.11K
Percent Change from Prior Year	17%	15%	14%	17%	14%	11%	2%	-3%	-8%	-10%	-8%	-4%	5%

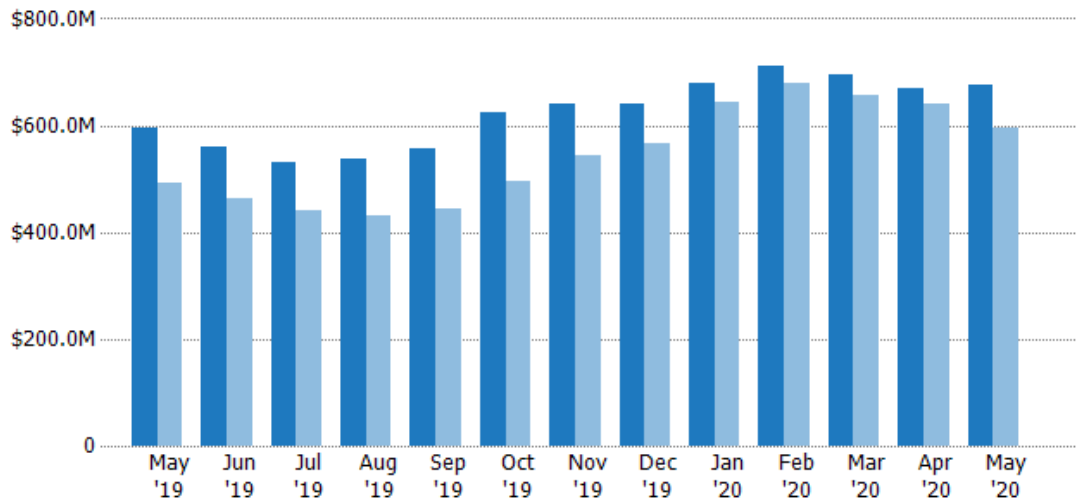
Active Listing Volume

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.
May '20	\$676M	13.5%
May '19	\$595M	20.8%
May '18	\$493M	-16.7%



Current Year	\$595M	\$560M	\$530M	\$537M	\$558M	\$623M	\$642M	\$641M	\$680M	\$710M	\$695M	\$671M	\$676M
Prior Year	\$493M	\$464M	\$440M	\$430M	\$445M	\$495M	\$544M	\$565M	\$645M	\$680M	\$655M	\$640M	\$595M
Percent Change from Prior Year	21%	21%	20%	25%	25%	26%	18%	13%	5%	4%	6%	5%	14%

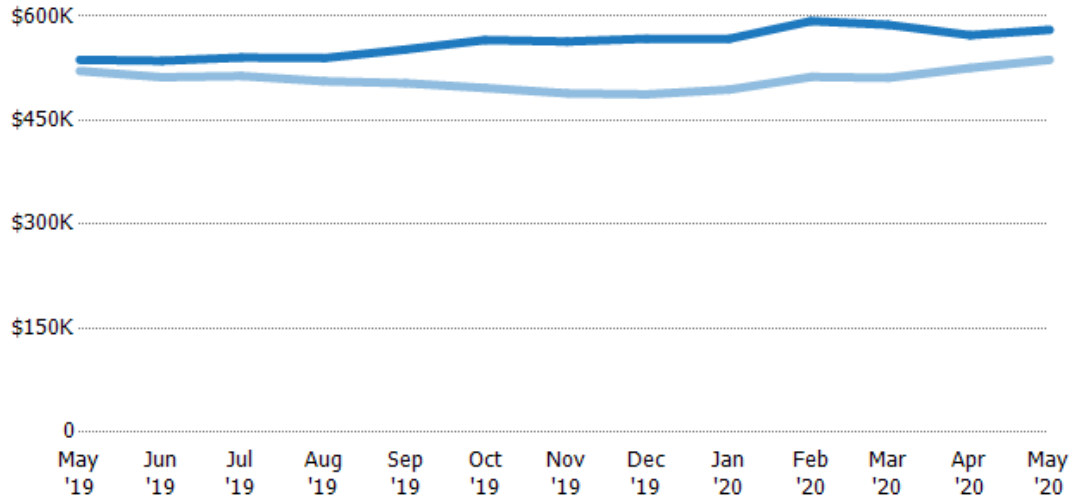
Average Listing Price

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.
May '20	\$580K	8.1%
May '19	\$537K	3.1%
May '18	\$521K	-8.2%



Current Year	\$537K	\$536K	\$540K	\$540K	\$552K	\$566K	\$564K	\$568K	\$568K	\$593K	\$588K	\$573K	\$580K
Prior Year	\$521K	\$512K	\$514K	\$506K	\$503K	\$497K	\$489K	\$487K	\$494K	\$513K	\$511K	\$525K	\$537K
Percent Change from Prior Year	3%	5%	5%	7%	10%	14%	15%	16%	15%	16%	15%	9%	8%

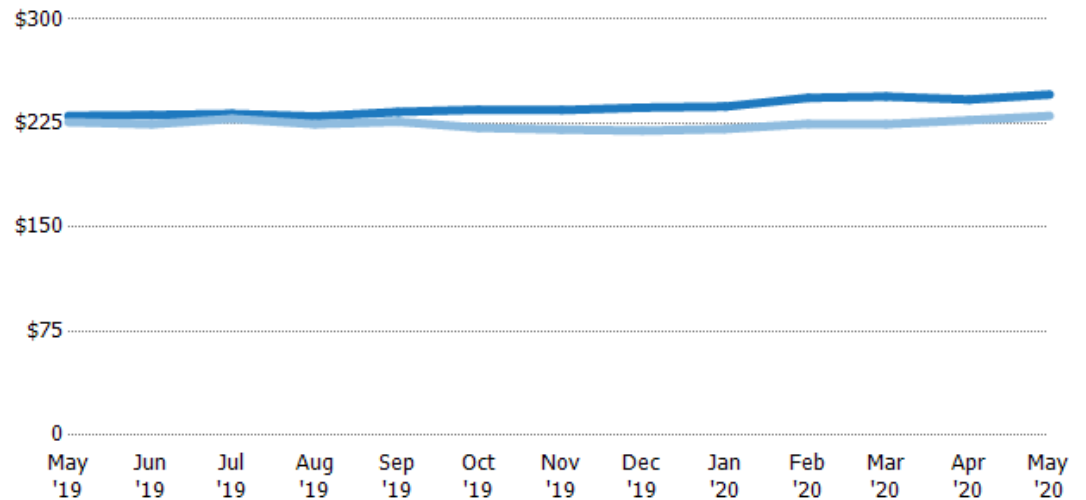
Average Listing Price per Sq Ft

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.
May '20	\$246	6.7%
May '19	\$230	2%
May '18	\$226	-2.4%



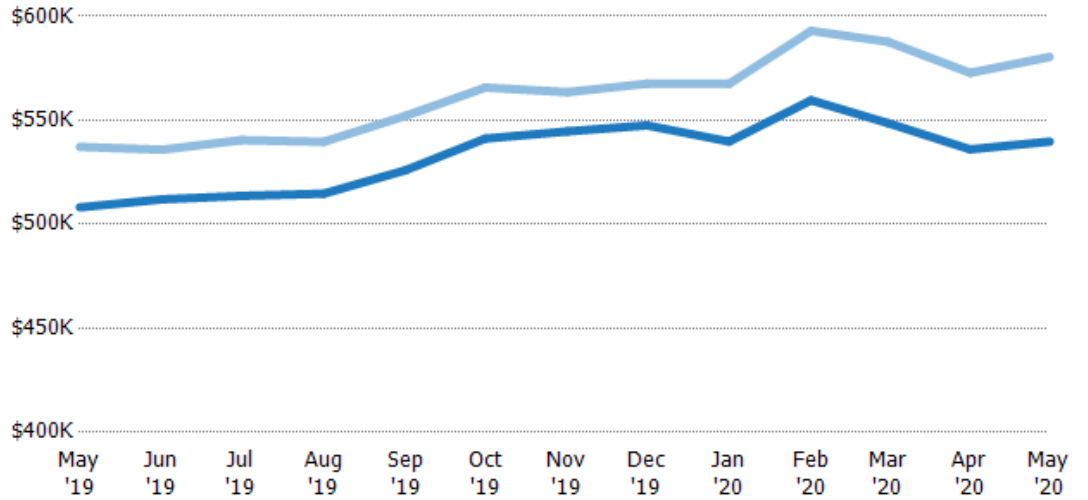
Current Year	\$230	\$231	\$232	\$230	\$233	\$235	\$235	\$236	\$237	\$243	\$244	\$242	\$246
Prior Year	\$226	\$224	\$228	\$224	\$226	\$222	\$220	\$220	\$221	\$225	\$224	\$227	\$230
Percent Change from Prior Year	2%	3%	2%	2%	3%	6%	6%	8%	7%	8%	9%	7%	7%

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



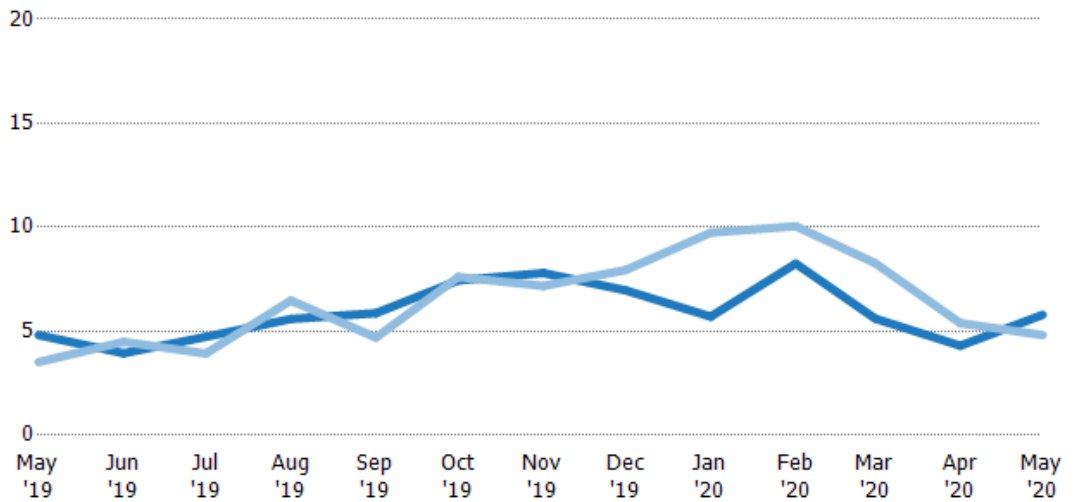
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$508K	\$512K	\$514K	\$515K	\$526K	\$541K	\$545K	\$548K	\$540K	\$560K	\$549K	\$536K	\$540K
Avg Listing Price	\$537K	\$536K	\$540K	\$540K	\$552K	\$566K	\$564K	\$568K	\$568K	\$593K	\$588K	\$573K	\$580K
Avg Listing Price as a % of Avg Est Value	106%	105%	105%	105%	105%	105%	103%	104%	105%	106%	107%	107%	108%

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.
May '20	5.79	20.2%
May '19	4.82	37%
May '18	3.52	21.4%

	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	4.82	3.94	4.73	5.59	5.87	7.45	7.8	6.97	5.7	8.26	5.61	4.31	5.79
Prior Year	3.52	4.49	3.93	6.48	4.7	7.61	7.18	7.95	9.74	10.1	8.27	5.39	4.82
Percent Change from Prior Year	37%	-12%	20%	-14%	25%	-2%	9%	-12%	-41%	-18%	-32%	-20%	20%

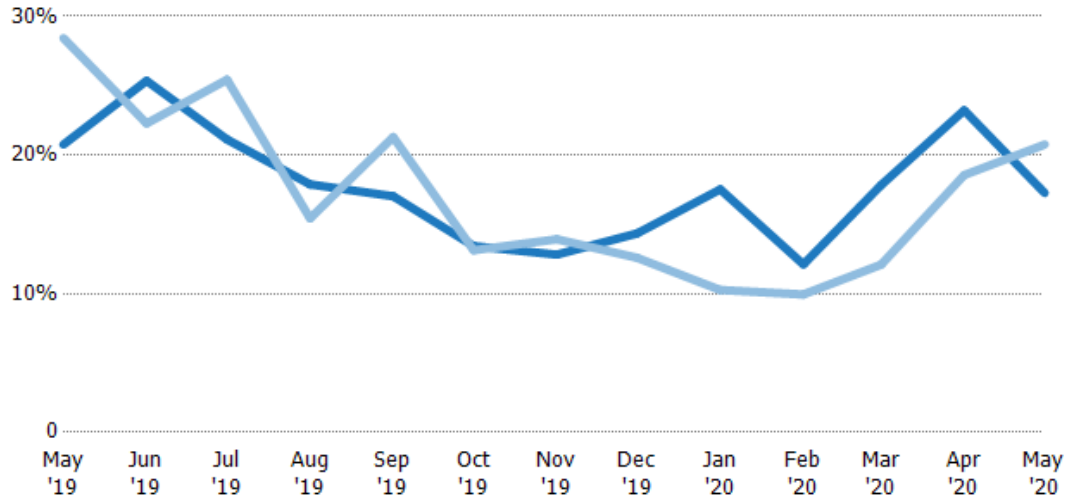
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
May '20	17%	3.5%
May '19	21%	7.7%
May '18	28%	-17.6%

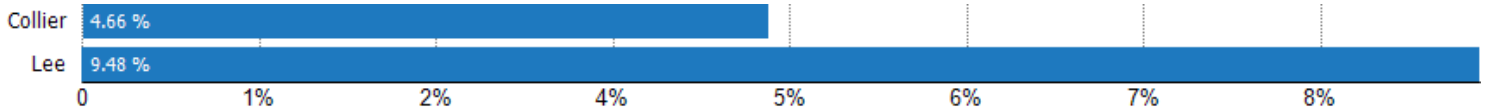


	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	21%	25%	21%	18%	17%	13%	13%	14%	18%	12%	18%	23%	17%
Prior Year	28%	22%	25%	15%	21%	13%	14%	13%	10%	10%	12%	19%	21%
Change from Prior Year	8%	-3%	4%	-2%	4%	0%	1%	-2%	-7%	-2%	-6%	-5%	3%

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



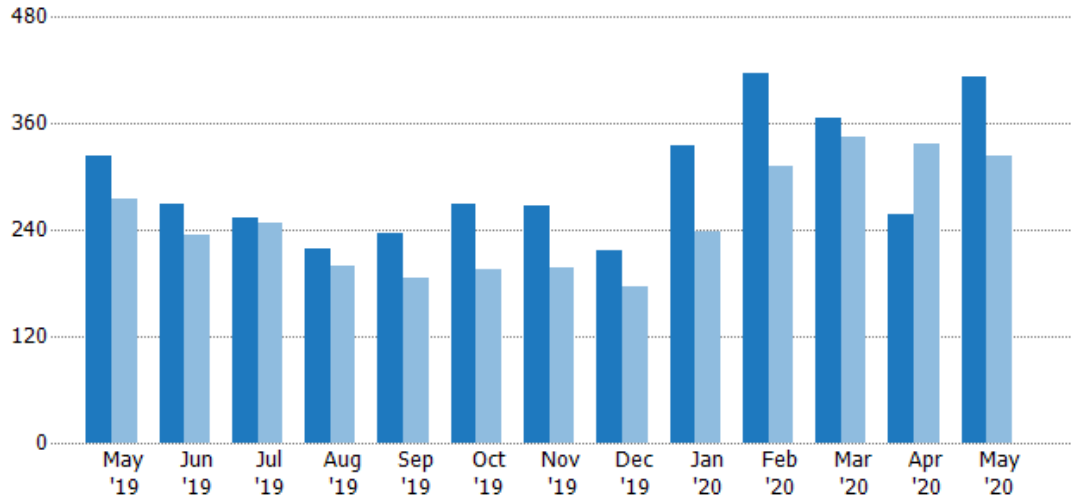
Pending Sales

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.
May '20	413	27.5%
May '19	324	17.8%
May '18	275	-0.7%



Current Year	324	270	254	219	237	269	268	217	335	416	367	258	413
Prior Year	275	235	247	199	185	196	197	177	238	312	344	338	324
Percent Change from Prior Year	18%	15%	3%	10%	28%	37%	36%	23%	41%	33%	7%	-24%	27%

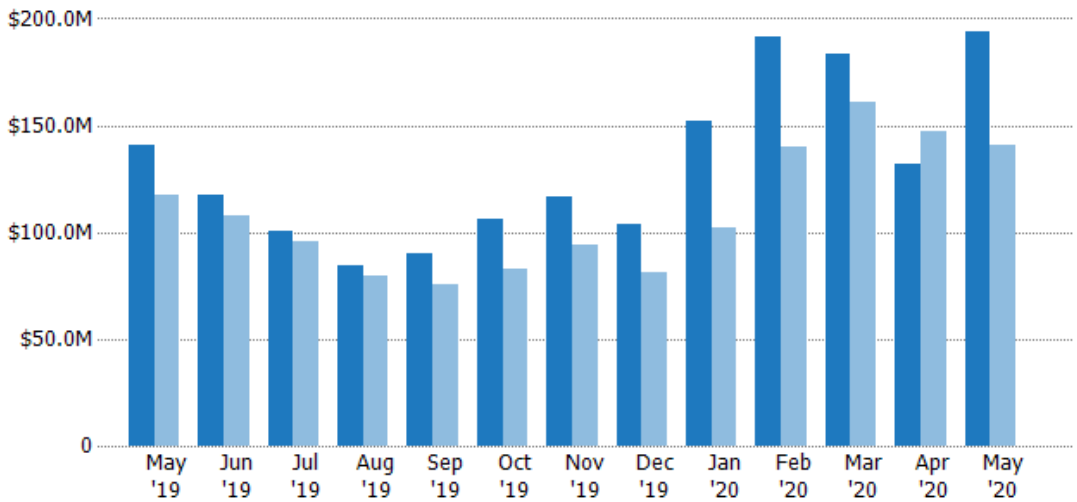
Pending Sales Volume

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
May '20	\$194M	37.4%
May '19	\$141M	20.2%
May '18	\$117M	9.5%



Current Year	\$141M	\$117M	\$100M	\$84M	\$89.9M	\$106M	\$117M	\$104M	\$152M	\$191M	\$184M	\$132M	\$194M
Prior Year	\$117M	\$108M	\$96M	\$79.4M	\$75.8M	\$83.1M	\$93.8M	\$81.5M	\$102M	\$140M	\$161M	\$147M	\$141M
Percent Change from Prior Year	20%	9%	5%	6%	19%	28%	24%	28%	49%	37%	14%	-10%	37%

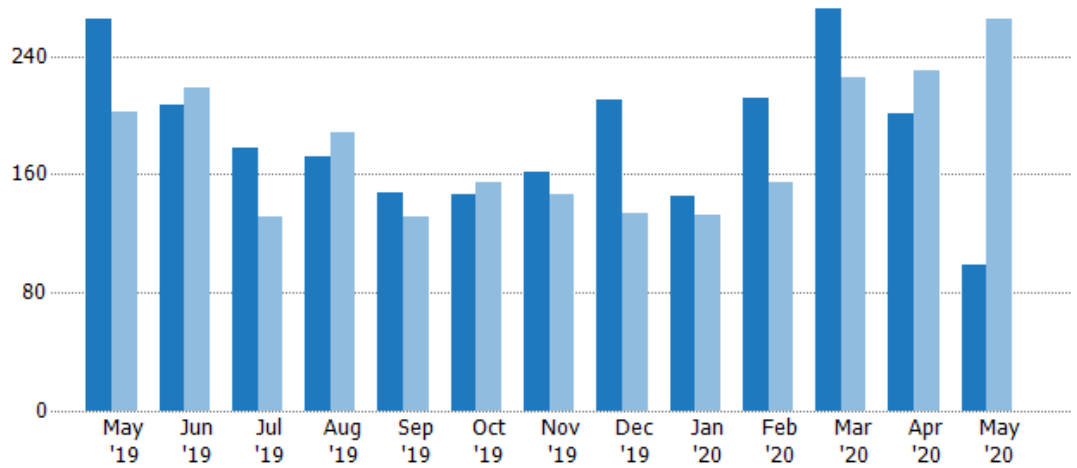
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
May '20	99	-62.6%
May '19	265	31.2%
May '18	202	14.4%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	265	207	178	172	148	146	162	210	145	211	272	201	99
Prior Year	202	218	131	188	131	155	146	134	132	155	226	230	265
Percent Change from Prior Year	31%	-5%	36%	-9%	13%	-6%	11%	57%	10%	36%	20%	-13%	-63%

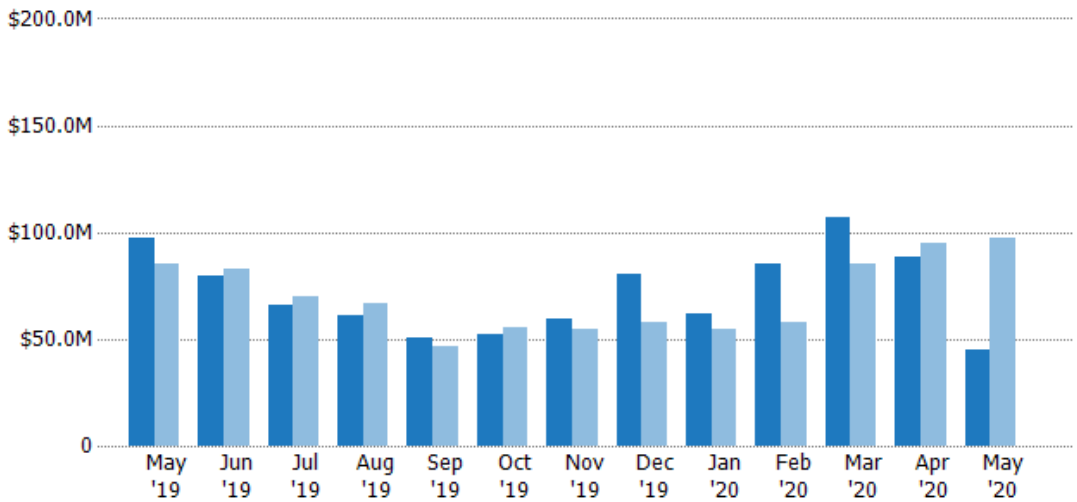
Closed Sales Volume

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.
May '20	\$44.7M	-54%
May '19	\$97.2M	13.9%
May '18	\$85.3M	-0.9%



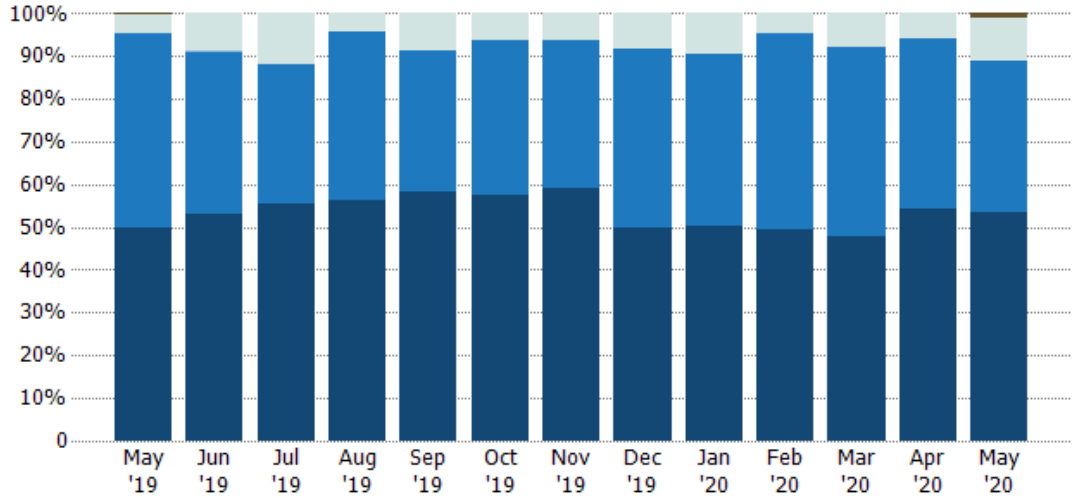
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$97.2M	\$79.6M	\$66.1M	\$60.7M	\$50.9M	\$52M	\$59.2M	\$80.5M	\$61.6M	\$85.4M	\$107M	\$88.3M	\$44.7M
Prior Year	\$85.3M	\$83M	\$69.8M	\$66.4M	\$46.4M	\$55.2M	\$54.8M	\$57.8M	\$54.6M	\$57.9M	\$85.3M	\$94.7M	\$97.2M
Percent Change from Prior Year	14%	-4%	-5%	-9%	10%	-6%	8%	39%	13%	48%	25%	-7%	-54%

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

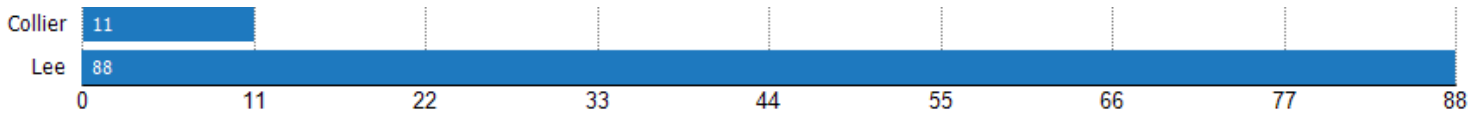


Other	0%	-	-	-	-	-	-	-	-	-	-	-	1%
Multifamily/Multiplex	4%	9%	12%	4%	9%	6%	6%	8%	10%	5%	8%	6%	10%
Mobile/Manufactured	-	0%	-	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	46%	38%	33%	40%	33%	36%	35%	42%	40%	46%	44%	40%	35%
Single Family Residence	50%	53%	56%	56%	58%	58%	59%	50%	50%	49%	48%	54%	54%

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

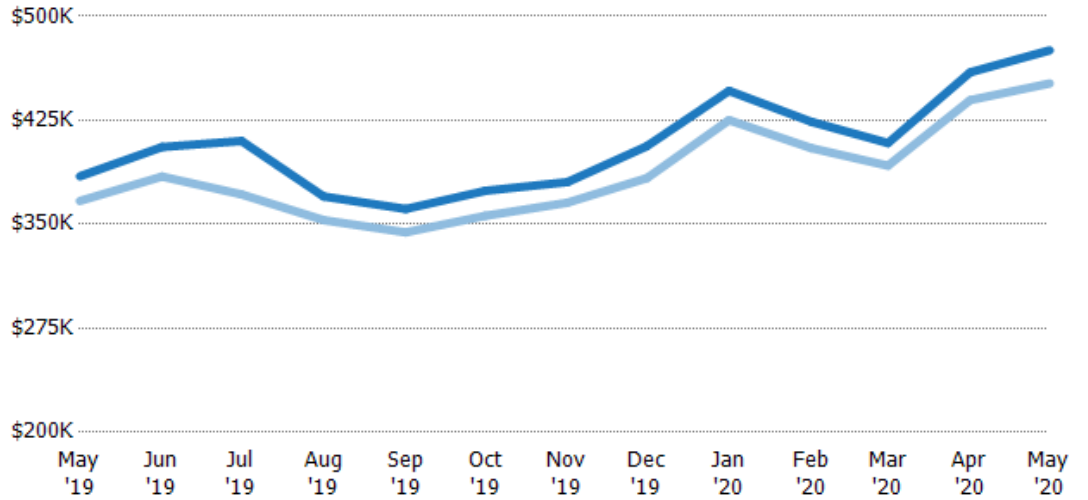


Average Sales Price vs Average Listing Price

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



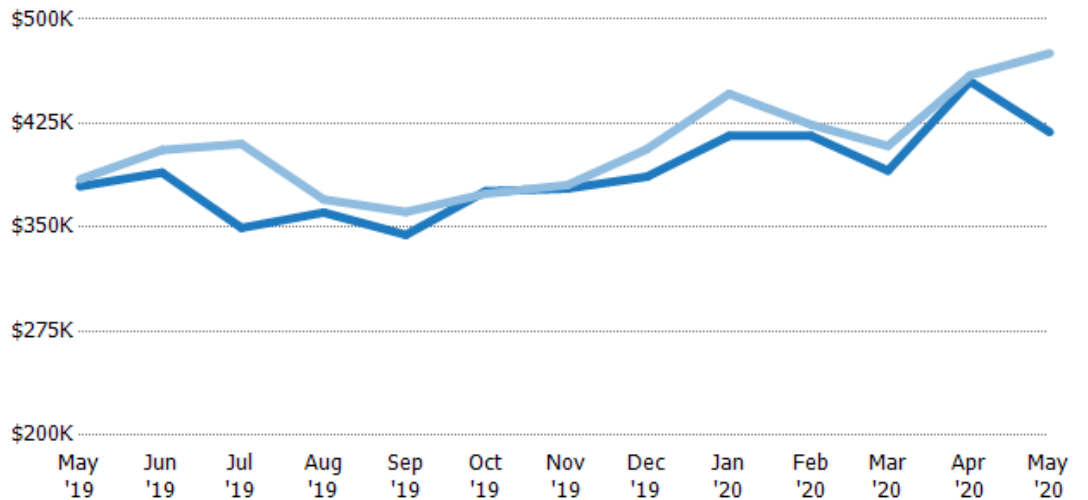
Avg List Price	\$385K	\$406K	\$410K	\$370K	\$361K	\$374K	\$380K	\$406K	\$446K	\$424K	\$409K	\$460K	\$475K
Avg Sales Price	\$367K	\$384K	\$372K	\$353K	\$344K	\$356K	\$366K	\$383K	\$425K	\$405K	\$392K	\$440K	\$452K
Avg Sales Price as a % of Avg List Price	95%	95%	91%	95%	95%	95%	96%	94%	95%	96%	96%	96%	95%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida



Avg Est Value	\$380K	\$389K	\$350K	\$361K	\$345K	\$376K	\$378K	\$386K	\$416K	\$416K	\$391K	\$455K	\$419K
Avg Sales Price	\$385K	\$406K	\$410K	\$370K	\$361K	\$374K	\$380K	\$406K	\$446K	\$424K	\$409K	\$460K	\$475K
Avg Sales Price as a % of Avg Est Value	101%	104%	117%	103%	105%	100%	101%	105%	107%	102%	105%	101%	114%

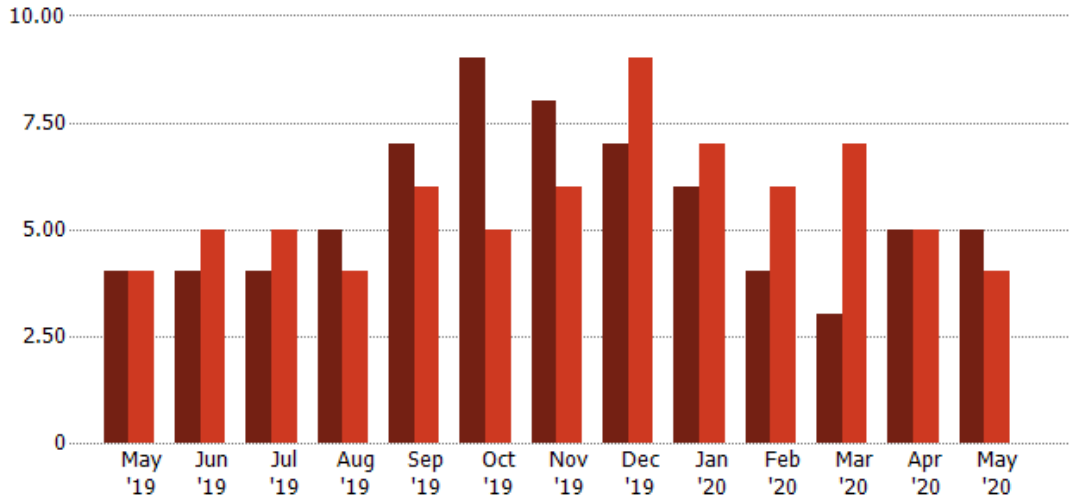
Distressed Listings

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.
May '20	5	25%
May '19	4	0%
May '18	4	-25%

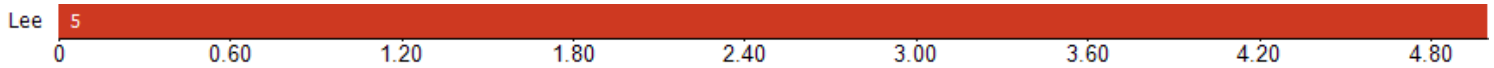


Current Year	4	4	4	5	7	9	8	7	6	4	3	5	5
Prior Year	4	5	5	4	6	5	6	9	7	6	7	5	4
Percent Change from Prior Year	0%	-20%	-20%	25%	17%	80%	33%	-22%	-14%	-33%	-57%	0%	25%

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: 06/06/2020

Scheduled: Yes

Report Date Range: From 5/2019 To: 5/2020

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 5/2020 data

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