

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY BONITA SPRINGS-ESTERO REALTORS®



June 2020

Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers. While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season. For the 12-month period spanning July 2019 through June 2020, Pending Sales in the Bonita Springs-Estero were up 1.2 percent overall. The price range with the largest gain in sales was the \$2,000,000 or More range, where they increased 60.0 percent.

The overall Median Sales Price was up 3.3 percent to \$309,875. The property type with the largest price gain was the Single Family Homes segment, where prices increased 2.5 percent to \$405,000. The price range that tended to sell the quickest was the Less than \$300,000 range at 80 days; the price range that tended to sell the slowest was the \$2,000,000 or More range at 145 days.

Market-wide, inventory levels were down 20.8 percent. The property type that lost the least inventory was the Condos segment, where it decreased 16.8 percent. That amounts to 4.5 months supply for Single-Family homes and 4.9 months supply for Condos.

Quick Facts

+ 60.0%

+ 6.6%

+ 2.2%

Price Range With the Strongest Sales:

\$2,000,000 or More

Bedroom Count With Strongest Sales:

4 Bedrooms or More

Property Type With Strongest Sales:

Single Family

Pending Sales	2
Days on Market Until Sale	3
Median Sales Price	4
Percent of List Price Received	5
Inventory of Homes for Sale	6
Months Supply of Inventory	7

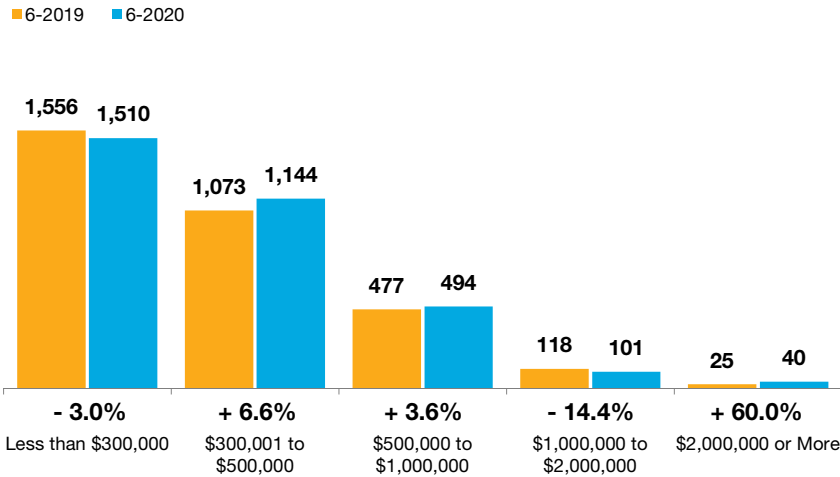


Pending Sales

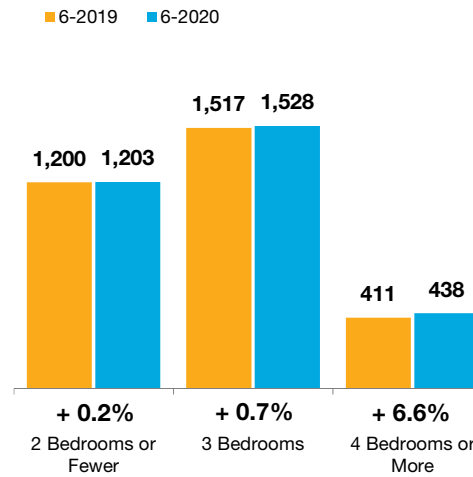
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



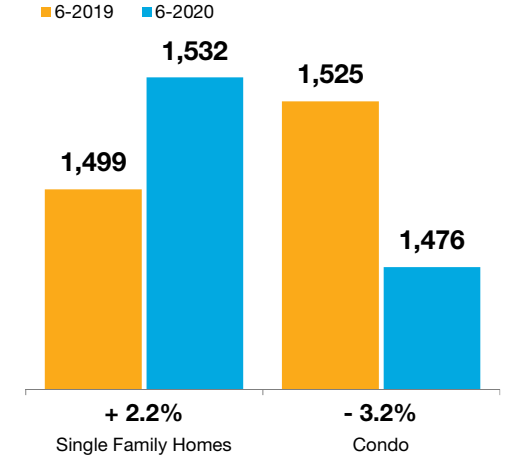
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2019	6-2020	Change
Less than \$300,000	1,556	1,510	- 3.0%
\$300,001 to \$500,000	1,073	1,144	+ 6.6%
\$500,000 to \$1,000,000	477	494	+ 3.6%
\$1,000,000 to \$2,000,000	118	101	- 14.4%
\$2,000,000 or More	25	40	+ 60.0%
All Price Ranges	3,249	3,289	+ 1.2%

Single Family Homes

6-2019	6-2020	Change	6-2019	6-2020	Change
326	281	- 13.8%	1,013	955	- 5.7%
710	780	+ 9.9%	355	357	+ 0.6%
367	385	+ 4.9%	110	109	- 0.9%
78	59	- 24.4%	40	42	+ 5.0%
18	27	+ 50.0%	7	13	+ 85.7%
1,499	1,532	+ 2.2%	1,525	1,476	- 3.2%

Condo

By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Fewer	1,200	1,203	+ 0.2%
3 Bedrooms	1,517	1,528	+ 0.7%
4 Bedrooms or More	411	438	+ 6.6%
All Bedroom Counts	3,249	3,289	+ 1.2%

6-2019	6-2020	Change	6-2019	6-2020	Change
240	244	+ 1.7%	872	831	- 4.7%
859	871	+ 1.4%	563	548	- 2.7%
395	415	+ 5.1%	10	19	+ 90.0%
1,499	1,532	+ 2.2%	1,525	1,476	- 3.2%

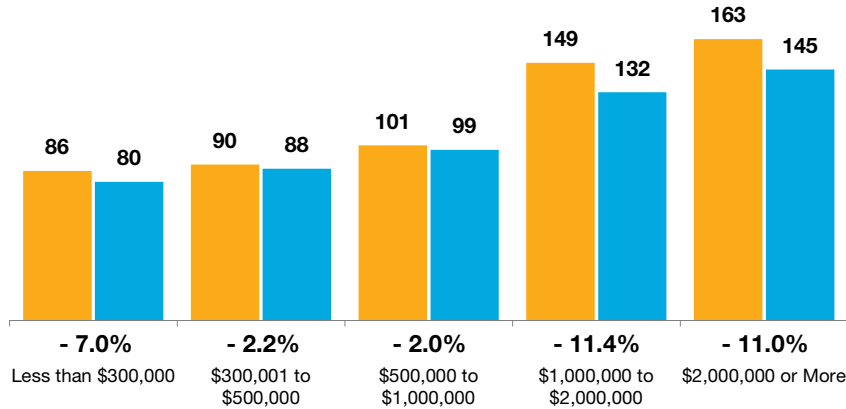
Days on Market Until Sale



Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.

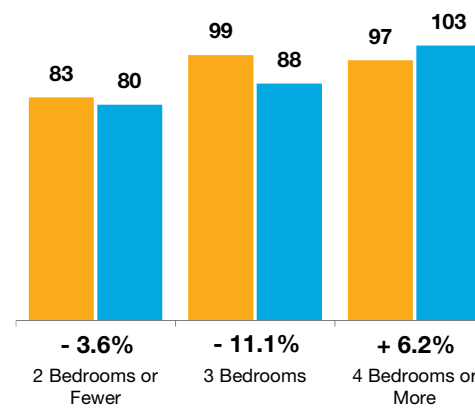
By Price Range

6-2019 6-2020



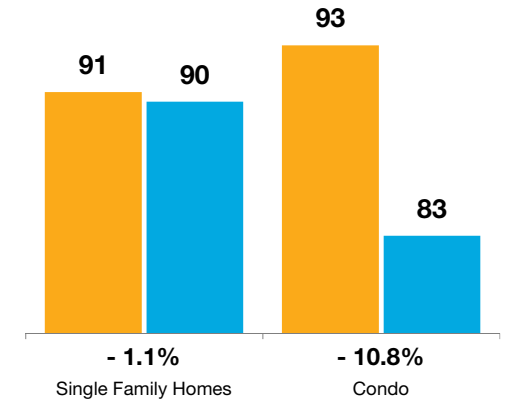
By Bedroom Count

6-2019 6-2020



By Property Type

6-2019 6-2020



All Properties

By Price Range

	6-2019	6-2020	Change
Less than \$300,000	86	80	- 7.0%
\$300,001 to \$500,000	90	88	- 2.2%
\$500,000 to \$1,000,000	101	99	- 2.0%
\$1,000,000 to \$2,000,000	149	132	- 11.4%
\$2,000,000 or More	163	145	- 11.0%
All Price Ranges	92	87	- 5.4%

Single Family Homes

	6-2019	6-2020	Change
2 Bedrooms or Fewer	77	70	- 9.1%
3 Bedrooms	92	93	+ 1.1%
4 Bedrooms or More	93	94	+ 1.1%
All Single Family Homes	123	116	- 5.7%
All Single Family Homes	154	138	- 10.4%
All Single Family Homes	91	90	- 1.1%

Condo

	6-2019	6-2020	Change
Single Family Homes	87	79	- 9.2%
Condo	87	75	- 13.8%
All Condos	126	114	- 9.5%
All Condos	201	153	- 23.9%
All Condos	182	191	+ 4.9%
All Condos	93	83	- 10.8%

By Bedroom Count

	6-2019	6-2020	Change
2 Bedrooms or Fewer	83	80	- 3.6%
3 Bedrooms	99	88	- 11.1%
4 Bedrooms or More	97	103	+ 6.2%
All Bedroom Counts	92	87	- 5.4%

	6-2019	6-2020	Change
2 Bedrooms or Fewer	86	78	- 9.3%
3 Bedrooms	90	89	- 1.1%
4 Bedrooms or More	97	101	+ 4.1%
All Single Family Homes	91	90	- 1.1%

	6-2019	6-2020	Change
Single Family Homes	83	79	- 4.8%
Condo	110	91	- 17.3%
All Condos	134	147	+ 9.7%
All Condos	93	83	- 10.8%

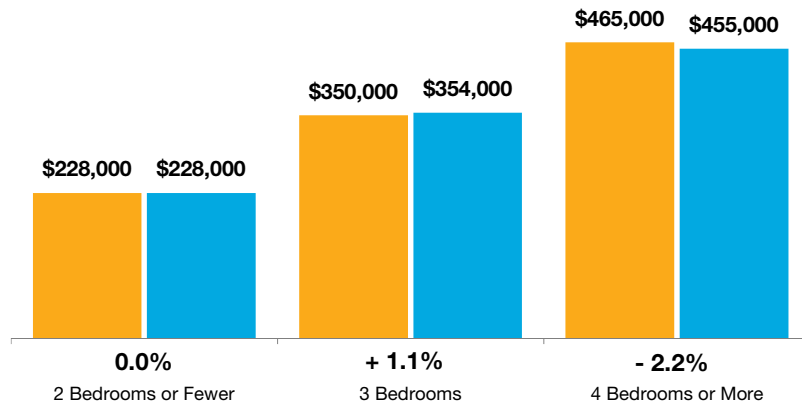
Median Sales Price



Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

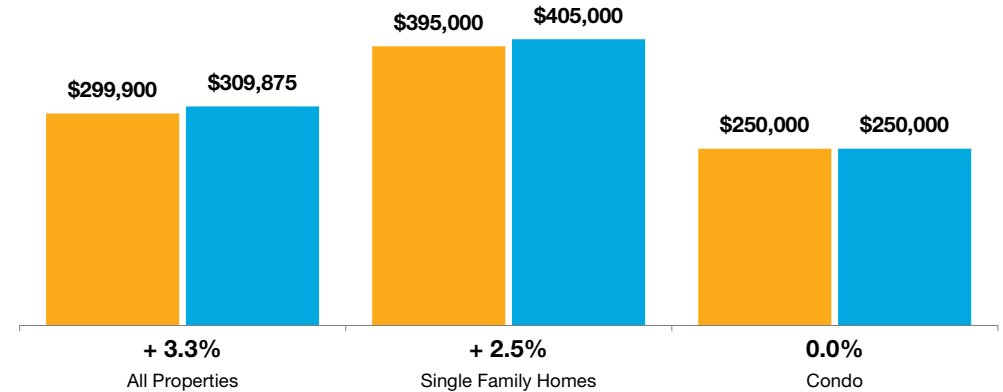
By Bedroom Count

6-2019 6-2020



By Property Type

6-2019 6-2020



All Properties

By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Fewer	\$228,000	\$228,000	0.0%
3 Bedrooms	\$350,000	\$354,000	+ 1.1%
4 Bedrooms or More	\$465,000	\$455,000	- 2.2%
All Bedroom Counts	\$299,900	\$309,875	+ 3.3%

Single Family Homes

6-2019	6-2020	Change	6-2019	6-2020	Change
\$310,000	\$317,500	+ 2.4%	\$220,000	\$220,000	0.0%
\$391,000	\$398,800	+ 2.0%	\$305,000	\$324,000	+ 6.2%
\$465,000	\$460,000	- 1.1%	\$701,500	\$545,000	- 22.3%
\$395,000	\$405,000	+ 2.5%	\$250,000	\$250,000	0.0%

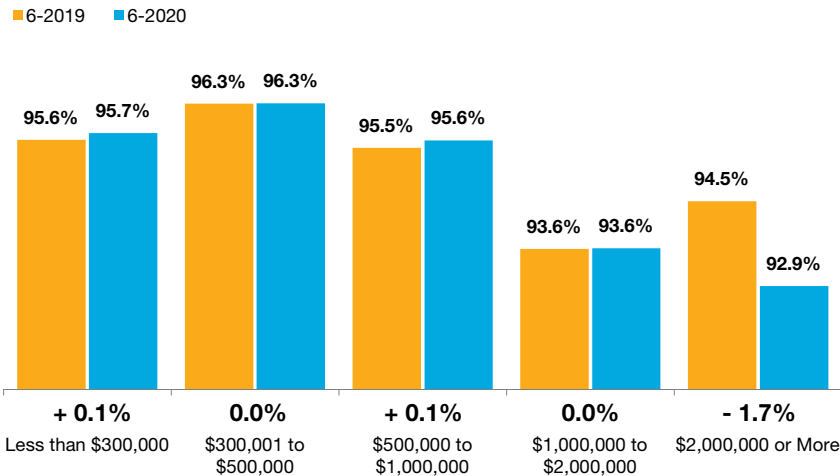
Condo

Percent of List Price Received

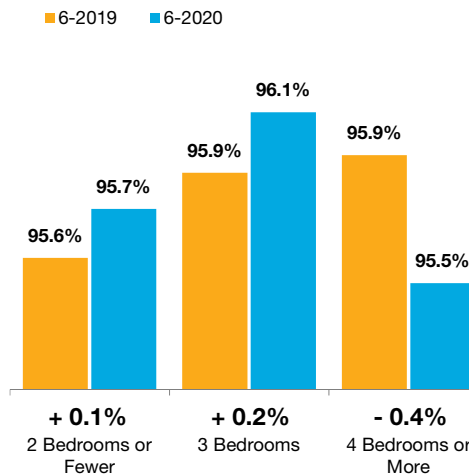


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

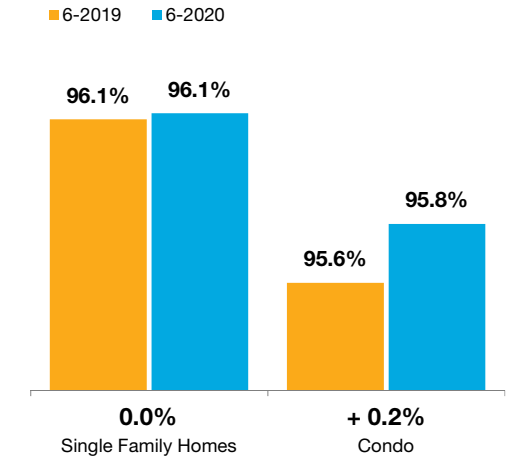
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2019	6-2020	Change
Less than \$300,000	95.6%	95.7%	+ 0.1%
\$300,001 to \$500,000	96.3%	96.3%	0.0%
\$500,000 to \$1,000,000	95.5%	95.6%	+ 0.1%
\$1,000,000 to \$2,000,000	93.6%	93.6%	0.0%
\$2,000,000 or More	94.5%	92.9%	- 1.7%
All Price Ranges	95.7%	95.8%	+ 0.1%

Single Family Homes

6-2019	6-2020	Change	6-2019	6-2020	Change
96.5%	96.7%	+ 0.2%	95.6%	95.7%	+ 0.1%
96.3%	96.3%	0.0%	96.3%	96.3%	0.0%
95.7%	95.8%	+ 0.1%	94.9%	95.1%	+ 0.2%
93.7%	92.6%	- 1.2%	93.4%	95.0%	+ 1.7%
94.2%	92.9%	- 1.4%	95.0%	92.8%	- 2.3%
96.1%	96.1%	0.0%	95.6%	95.8%	+ 0.2%

Condo

By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Fewer	95.6%	95.7%	+ 0.1%
3 Bedrooms	95.9%	96.1%	+ 0.2%
4 Bedrooms or More	95.9%	95.5%	- 0.4%
All Bedroom Counts	95.7%	95.8%	+ 0.1%

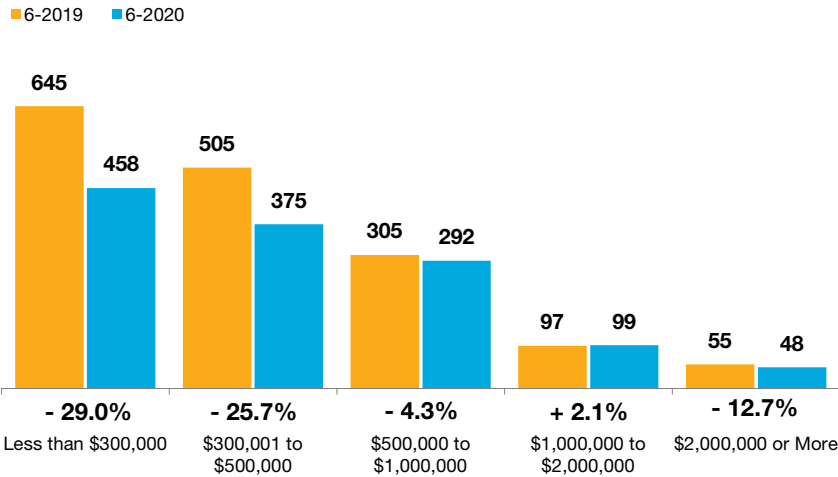
6-2019	6-2020	Change	6-2019	6-2020	Change
95.9%	96.4%	+ 0.5%	95.7%	95.8%	+ 0.1%
96.1%	96.2%	+ 0.1%	95.5%	95.7%	+ 0.2%
95.9%	95.5%	- 0.4%	95.8%	94.3%	- 1.6%
96.1%	96.1%	0.0%	95.6%	95.8%	+ 0.2%

Inventory of Homes for Sale

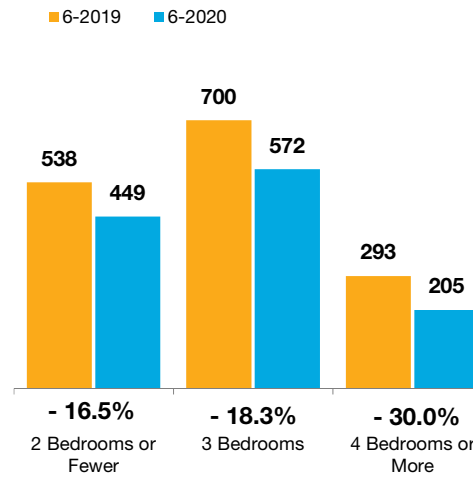


The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

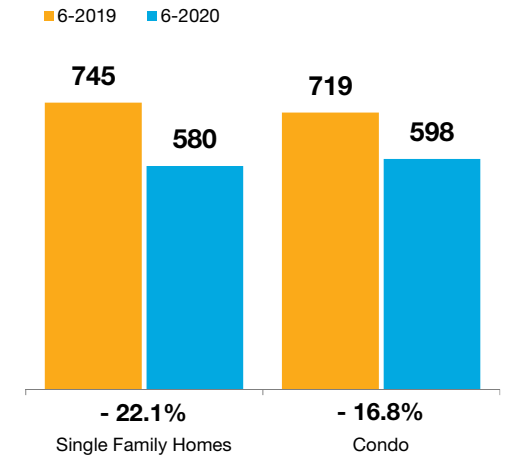
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range

	6-2019	6-2020	Change
Less than \$300,000	645	458	- 29.0%
\$300,001 to \$500,000	505	375	- 25.7%
\$500,000 to \$1,000,000	305	292	- 4.3%
\$1,000,000 to \$2,000,000	97	99	+ 2.1%
\$2,000,000 or More	55	48	- 12.7%
All Price Ranges	1,607	1,272	- 20.8%

Single Family Homes

	6-2019	6-2020	Change
2 Bedrooms or Fewer	83	50	- 39.8%
3 Bedrooms	340	219	- 35.6%
4 Bedrooms or More	226	214	- 5.3%
Condo	61	60	- 1.6%
Other	35	37	+ 5.7%
All Single Family Homes	745	580	- 22.1%

Condo

	6-2019	6-2020	Change
Single Family Homes	421	316	- 24.9%
Condo	164	154	- 6.1%
Other	78	78	0.0%
Condo	36	39	+ 8.3%
Other	20	11	- 45.0%
All Condo	719	598	- 16.8%

By Bedroom Count

	6-2019	6-2020	Change
2 Bedrooms or Fewer	538	449	- 16.5%
3 Bedrooms	700	572	- 18.3%
4 Bedrooms or More	293	205	- 30.0%
All Bedroom Counts	1,607	1,272	- 20.8%

	6-2019	6-2020	Change
2 Bedrooms or Fewer	85	81	- 4.7%
3 Bedrooms	389	307	- 21.1%
4 Bedrooms or More	270	191	- 29.3%
Condo	19	10	- 47.4%
All Single Family Homes	745	580	- 22.1%

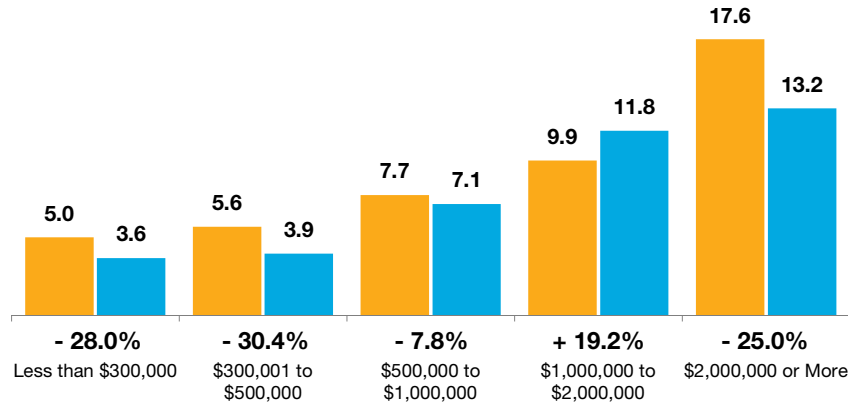
Months Supply of Inventory



The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months. **Based on one month of activity.**

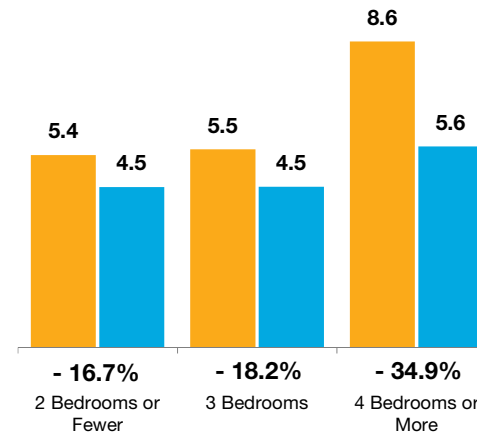
By Price Range

6-2019 6-2020



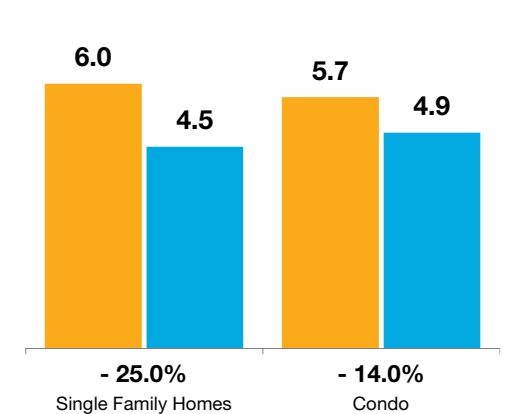
By Bedroom Count

6-2019 6-2020



By Property Type

6-2019 6-2020



All Properties

By Price Range	6-2019	6-2020	Change
Less than \$300,000	5.0	3.6	- 28.0%
\$300,001 to \$500,000	5.6	3.9	- 30.4%
\$500,000 to \$1,000,000	7.7	7.1	- 7.8%
\$1,000,000 to \$2,000,000	9.9	11.8	+ 19.2%
\$2,000,000 or More	17.6	13.2	- 25.0%
All Price Ranges	5.9	4.6	- 22.0%

Single Family Homes

6-2019	6-2020	Change	6-2019	6-2020	Change
3.1	2.1	- 32.3%	5.0	4.0	- 20.0%
5.7	3.4	- 40.4%	5.5	5.2	- 5.5%
7.4	6.7	- 9.5%	8.5	8.6	+ 1.2%
9.4	12.2	+ 29.8%	9.9	11.1	+ 12.1%
13.6	15.1	+ 11.0%	14.3	5.1	- 64.3%
6.0	4.5	- 25.0%	5.7	4.9	- 14.0%

Condo

By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Fewer	5.4	4.5	- 16.7%
3 Bedrooms	5.5	4.5	- 18.2%
4 Bedrooms or More	8.6	5.6	- 34.9%
All Bedroom Counts	5.9	4.6	- 22.0%

6-2019	6-2020	Change	6-2019	6-2020	Change
4.3	4.0	- 7.0%	5.3	4.6	- 13.2%
5.4	4.2	- 22.2%	5.8	5.2	- 10.3%
8.2	5.5	- 32.9%	9.5	4.7	- 50.5%
6.0	4.5	- 25.0%	5.7	4.9	- 14.0%

Listing and Sales Summary Report

June 2020



	Total Sales (Units)			Average Days on Market			Pending Sales			New Listings		
	Jun-20	Jun-19	% Change	Jun-20	Jun-19	% Change	Jun-20	Jun-19	% Change	Jun-20	Jun-19	% Change
Bonita Springs-Estero	280	265	+5.7%	82	100	-18.0%	379	262	+44.7%	400	251	+59.4%
Black Island – FB07	4	0	--	78	--	--	1	0	--	1	2	-50.0%
Bonita Bay – BN04	22	19	+15.8%	134	162	-17.3%	28	4	+600.0%	25	9	+177.8%
Bonita Beach – BN01	8	7	+14.3%	168	88	+90.9%	9	7	+28.6%	11	7	+57.1%
Collier County	966	998	-3.2%	98	106	-7.5%	1,472	857	+71.8%	1,391	1,091	+27.5%
East of I-75, South of City Line – BN12	36	43	-16.3%	85	121	-29.8%	75	44	+70.5%	62	32	+93.8%
East of Old 41 Rd, South of Shangrila Rd – BN10	18	11	+63.6%	79	54	+46.3%	25	23	+8.7%	23	13	+76.9%
East of US 41, North of Terry St – BN07	13	9	+44.4%	68	76	-10.5%	8	10	-20.0%	15	9	+66.7%
East of US 41, South of Terry St – BN08	5	13	-61.5%	47	51	-7.8%	12	13	-7.7%	14	13	+7.7%
Estero – ES01	38	25	+52.0%	54	54	0.0%	25	26	-3.8%	37	30	+23.3%
Estero – ES02	31	28	+10.7%	64	130	-50.8%	37	36	+2.8%	37	33	+12.1%
Estero – ES03	45	26	+73.1%	89	73	+21.9%	50	33	+51.5%	55	41	+34.1%
Lee County	1,794	1,887	-4.9%	75	81	-7.4%	2,698	1,780	+51.6%	2,369	2,060	+15.0%
North Bonita, East of US 41 – BN06	10	15	-33.3%	67	79	-15.2%	30	12	+150.0%	14	14	0.0%
Pelican Landing and North – BN05	18	25	-28.0%	101	131	-22.9%	33	16	+106.3%	39	18	+116.7%
South of Bonita Beach Rd, East of Old 41 Rd – BN11	4	4	0.0%	53	86	-38.4%	6	7	-14.3%	10	2	+400.0%
Spanish Wells – BN09	3	8	-62.5%	43	92	-53.3%	10	7	+42.9%	10	6	+66.7%
The Brooks – ES04	17	26	-34.6%	69	95	-27.4%	25	15	+66.7%	31	17	+82.4%
West of US 41, South of Bonita Bay – BN02	8	6	+33.3%	103	143	-28.0%	5	9	-44.4%	16	5	+220.0%

Monthly Indicators



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June 2020

While much of the country was working on a phased reopening of the economy in June, real estate activity continued to strengthen as well. Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers.

New Listings increased 32.6 percent for Single Family homes and 93.2 percent for Condo homes. Pending Sales increased 43.1 percent for Single Family homes and 40.9 percent for Condo homes. Inventory decreased 22.1 percent for Single Family homes and 16.8 percent for Condo homes.

Median Sales Price increased 4.0 percent to \$407,500 for Single Family homes but decreased 5.2 percent to \$246,500 for Condo homes. Days on Market decreased 15.7 percent for Single Family homes and 21.4 percent for Condo homes. Months Supply of Inventory decreased 25.0 percent for Single Family homes and 14.0 percent for Condo homes.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Quick Facts

+ 5.7%

Change in
Closed Sales
All Properties

+ 6.6%

Change in
Median Sales Price
All Properties

- 20.8%

Change in
Homes for Sale
All Properties

This report covers residential real estate activity in the Bonita Springs-Estero area. Percent changes are calculated using rounded figures.

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Bonita Springs-Estero	14

Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



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Key Metrics	Historical Sparkbars	6-2019	6-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		129	171	+ 32.6%	1,205	1,123	- 6.8%
Pending Sales		130	186	+ 43.1%	867	898	+ 3.6%
Closed Sales		126	139	+ 10.3%	793	784	- 1.1%
Days on Market Until Sale		115	97	- 15.7%	96	83	- 13.5%
Median Sales Price		\$392,000	\$407,500	+ 4.0%	\$412,500	\$405,500	- 1.7%
Average Sales Price		\$534,687	\$620,946	+ 16.1%	\$551,773	\$534,011	- 3.2%
Percent of List Price Received		95.7%	95.9%	+ 0.2%	95.7%	96.0%	+ 0.3%
Housing Affordability Index		71	71	0.0%	67	71	+ 6.0%
Inventory of Homes for Sale		745	580	- 22.1%	—	—	—
Months Supply of Inventory		6.0	4.5	- 25.0%	—	—	—

Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



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Key Metrics	Historical Sparkbars	6-2019	6-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		103	199	+ 93.2%	1,186	1,127	- 5.0%
Pending Sales		115	162	+ 40.9%	964	863	- 10.5%
Closed Sales		122	116	- 4.9%	903	779	- 13.7%
Days on Market Until Sale		84	66	- 21.4%	93	78	- 16.1%
Median Sales Price		\$260,000	\$246,500	- 5.2%	\$255,000	\$258,000	+ 1.2%
Average Sales Price		\$304,253	\$329,592	+ 8.3%	\$319,818	\$330,612	+ 3.4%
Percent of List Price Received		95.0%	95.5%	+ 0.5%	95.5%	95.8%	+ 0.3%
Housing Affordability Index		107	117	+ 9.3%	109	112	+ 2.8%
Inventory of Homes for Sale		719	598	- 16.8%	—	—	—
Months Supply of Inventory		5.7	4.9	- 14.0%	—	—	—

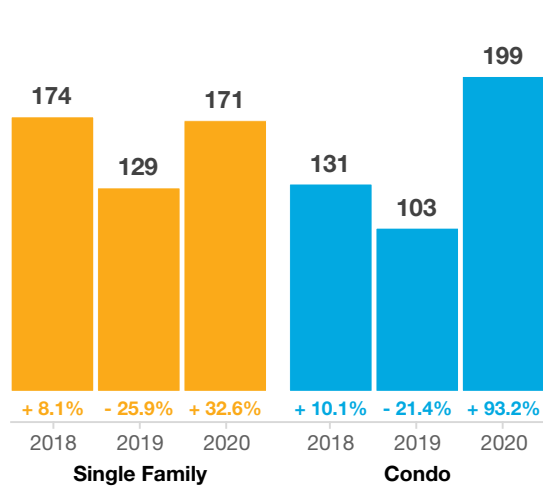
New Listings

A count of the properties that have been newly listed on the market in a given month.

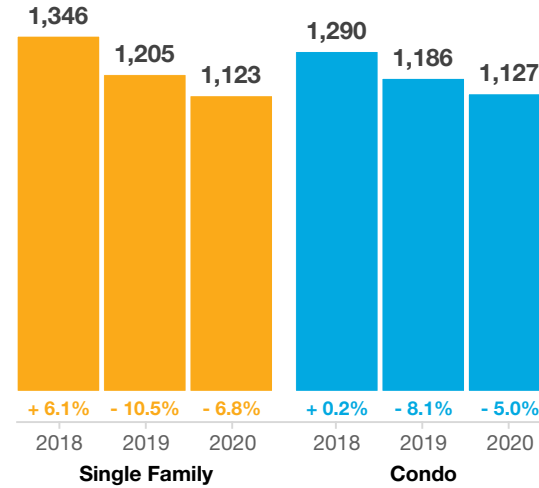


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June

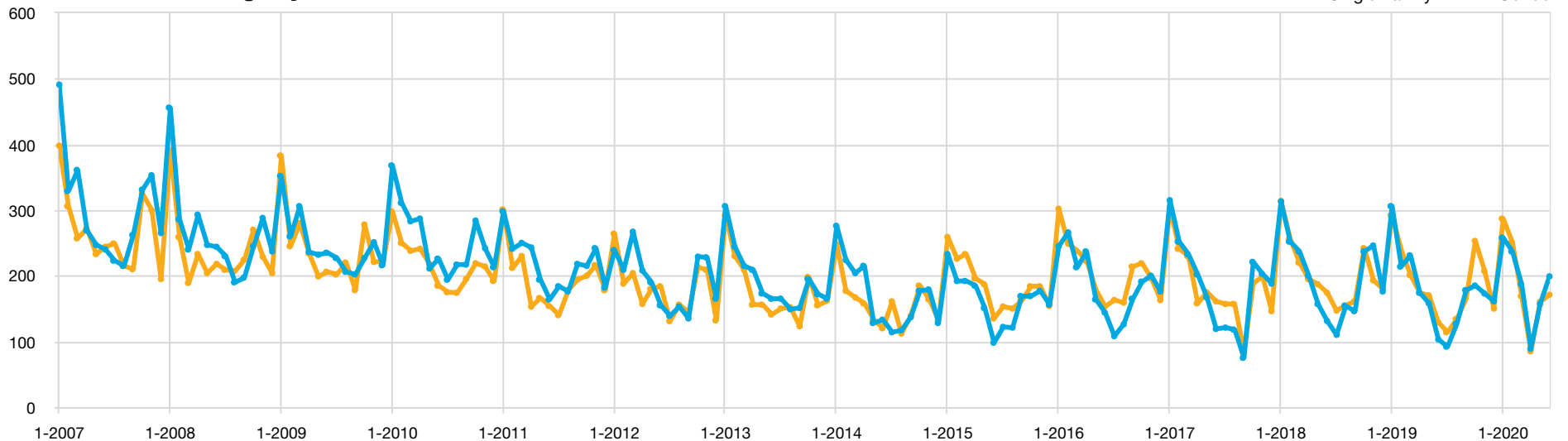


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	114	-22.4%	92	-16.4%
Aug-2019	134	-13.5%	127	-17.5%
Sep-2019	165	+2.5%	178	+21.9%
Oct-2019	253	+4.5%	185	-21.9%
Nov-2019	207	+7.3%	173	-29.7%
Dec-2019	150	-16.7%	161	-8.5%
Jan-2020	287	-1.7%	258	-15.7%
Feb-2020	251	+5.0%	237	+10.7%
Mar-2020	169	-15.9%	187	-19.0%
Apr-2020	85	-51.1%	89	-48.9%
May-2020	160	-5.9%	157	-0.6%
Jun-2020	171	+32.6%	199	+93.2%
12-Month Avg	179	-5.8%	170	-9.6%

Historical New Listings by Month



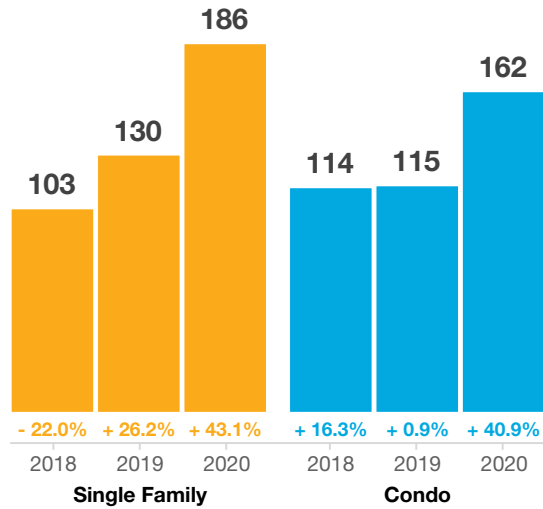
Pending Sales

A count of the properties on which offers have been accepted in a given month.

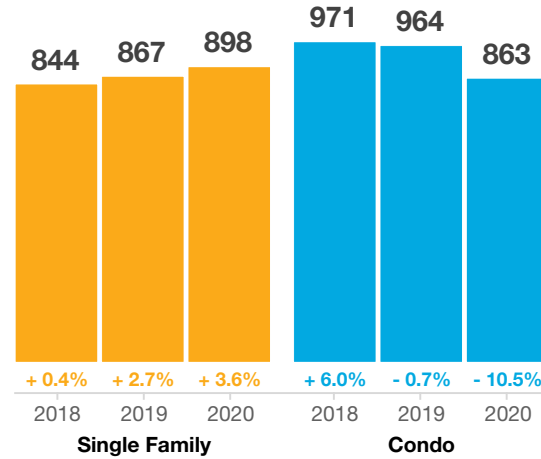


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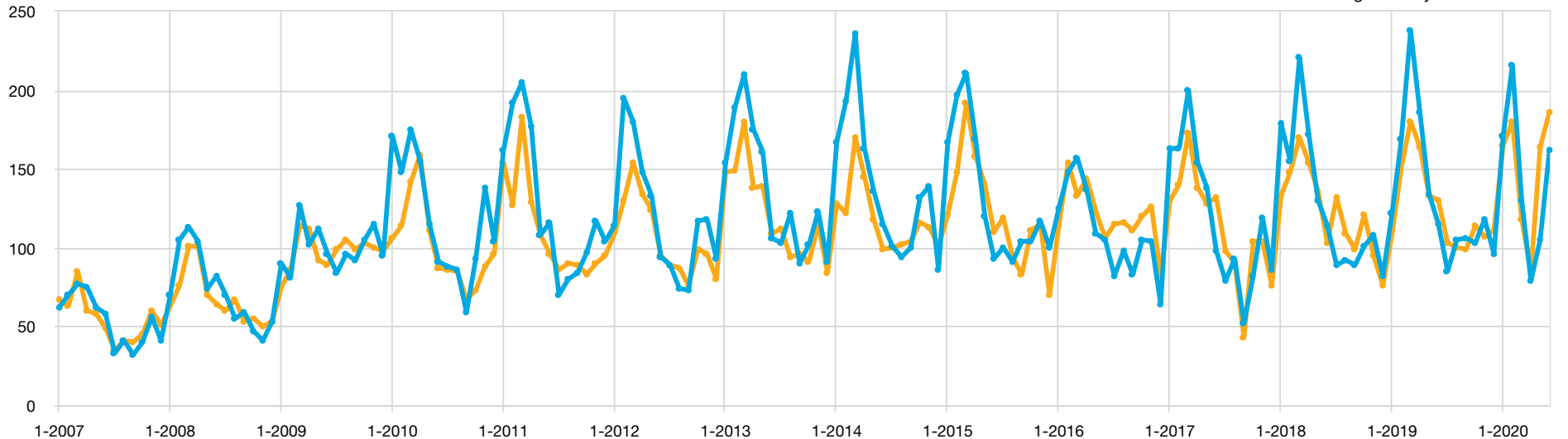


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	103	- 22.0%	85	- 4.5%
Aug-2019	100	- 8.3%	105	+ 14.1%
Sep-2019	99	0.0%	106	+ 19.1%
Oct-2019	114	- 5.8%	103	+ 2.0%
Nov-2019	107	+ 12.6%	118	+ 9.3%
Dec-2019	111	+ 46.1%	96	+ 17.1%
Jan-2020	165	+ 51.4%	171	+ 40.2%
Feb-2020	180	+ 19.2%	216	+ 27.8%
Mar-2020	118	- 34.4%	130	- 45.4%
Apr-2020	85	- 48.2%	79	- 57.5%
May-2020	164	+ 23.3%	105	- 21.6%
Jun-2020	186	+ 43.1%	162	+ 40.9%
12-Month Avg	128	+ 2.4%	123	- 3.1%

Historical Pending Sales by Month

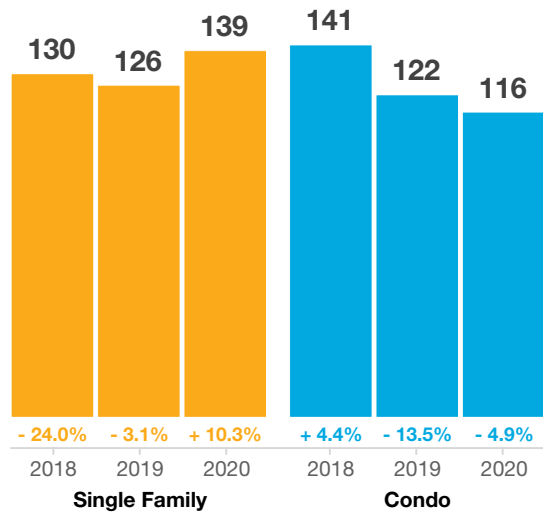


Closed Sales

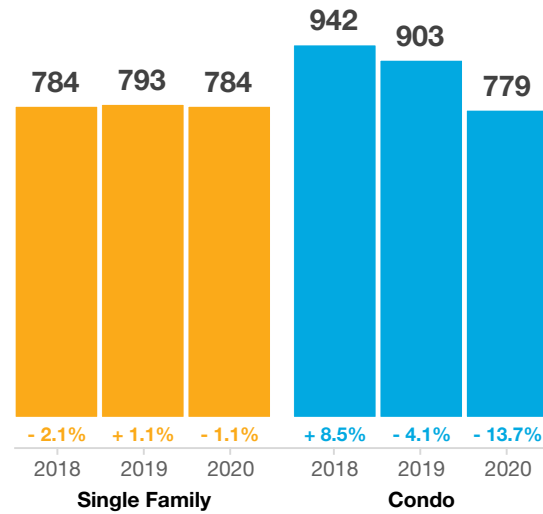
A count of the actual sales that closed in a given month.



June

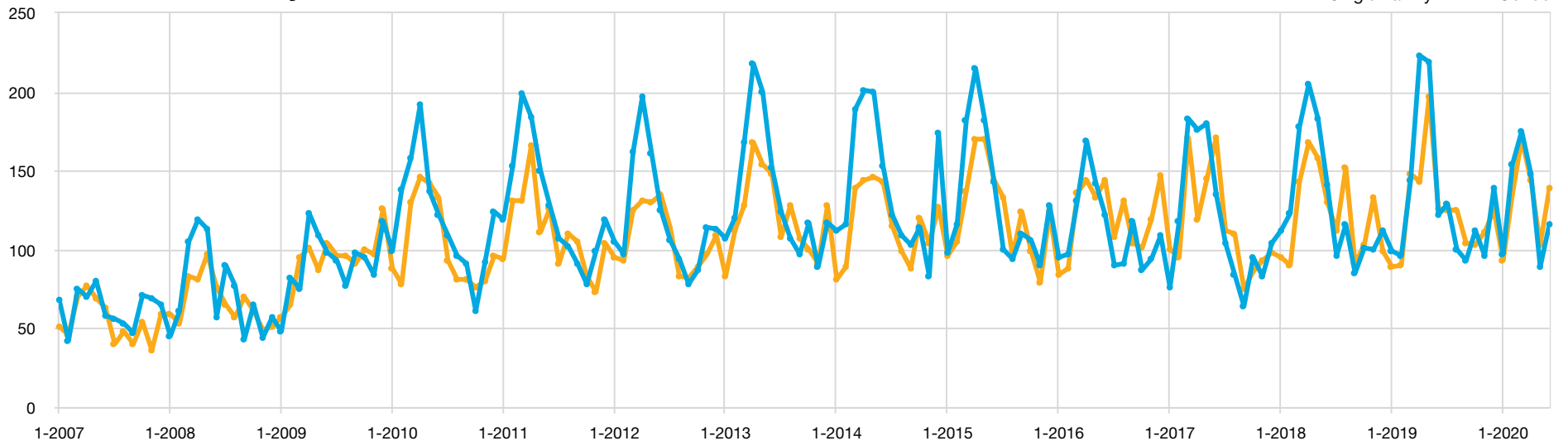


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	125	+ 11.6%	129	+ 34.4%
Aug-2019	125	- 17.8%	100	- 13.8%
Sep-2019	104	+ 14.3%	93	+ 9.4%
Oct-2019	103	0.0%	112	+ 10.9%
Nov-2019	111	- 16.5%	96	- 4.0%
Dec-2019	125	+ 26.3%	139	+ 24.1%
Jan-2020	93	+ 4.5%	97	- 2.0%
Feb-2020	135	+ 50.0%	154	+ 60.4%
Mar-2020	170	+ 14.9%	175	+ 21.5%
Apr-2020	144	+ 0.7%	148	- 33.6%
May-2020	103	- 47.7%	89	- 59.4%
Jun-2020	139	+ 10.3%	116	- 4.9%
12-Month Avg	123	- 0.8%	121	- 4.0%

Historical Closed Sales by Month

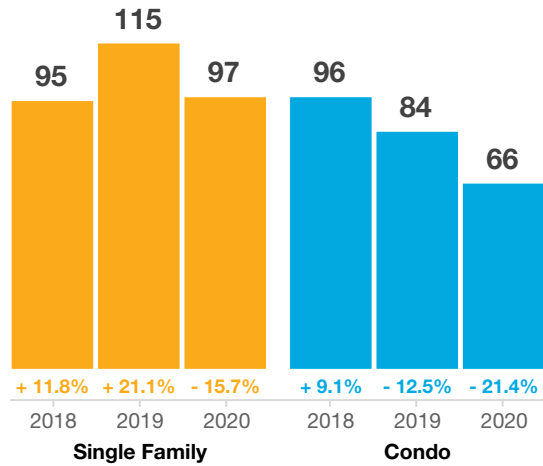


Days on Market Until Sale

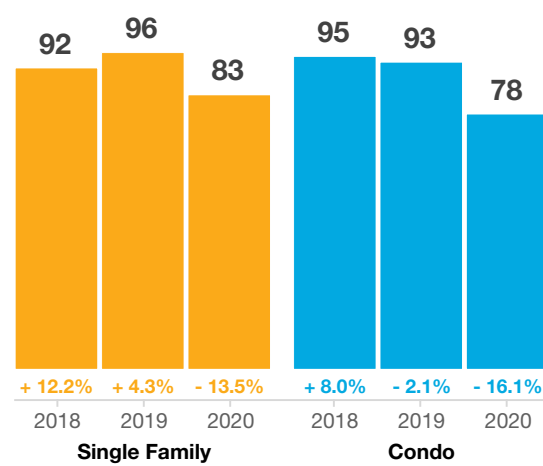
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



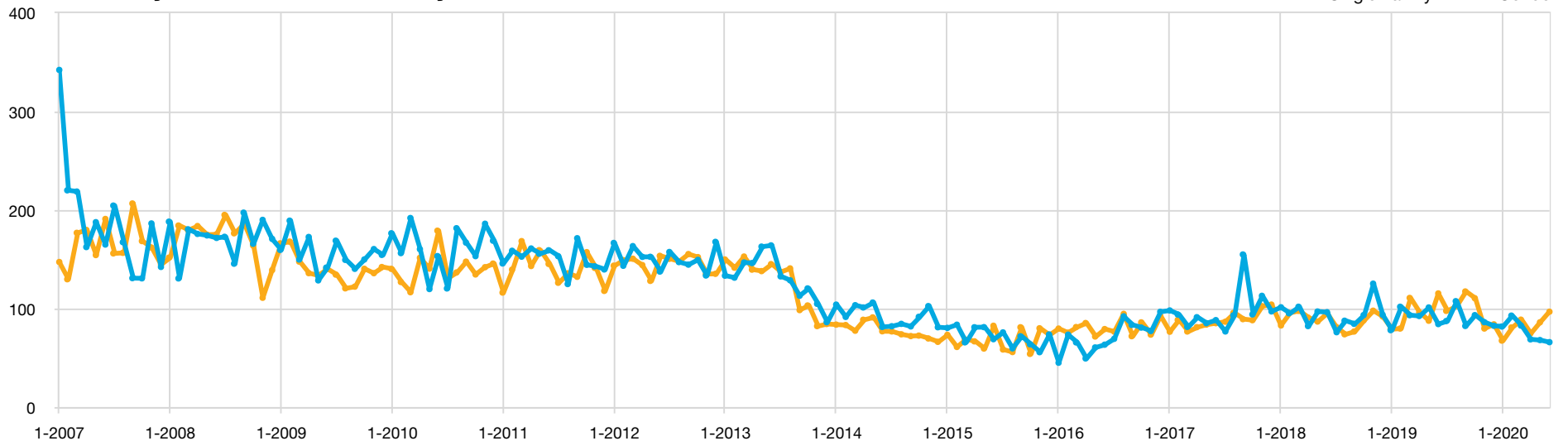
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	98	+ 21.0%	87	+ 14.5%
Aug-2019	102	+ 37.8%	107	+ 21.6%
Sep-2019	117	+ 51.9%	82	- 2.4%
Oct-2019	110	+ 25.0%	93	0.0%
Nov-2019	80	- 18.4%	86	- 31.2%
Dec-2019	84	- 8.7%	83	- 11.7%
Jan-2020	67	- 15.2%	82	+ 5.1%
Feb-2020	81	+ 1.3%	93	- 8.8%
Mar-2020	89	- 19.8%	83	- 10.8%
Apr-2020	75	- 21.9%	69	- 25.0%
May-2020	86	- 2.3%	68	- 32.7%
Jun-2020	97	- 15.7%	66	- 21.4%
12-Month Avg*	90	- 0.6%	83	- 10.8%

* Days on Market for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



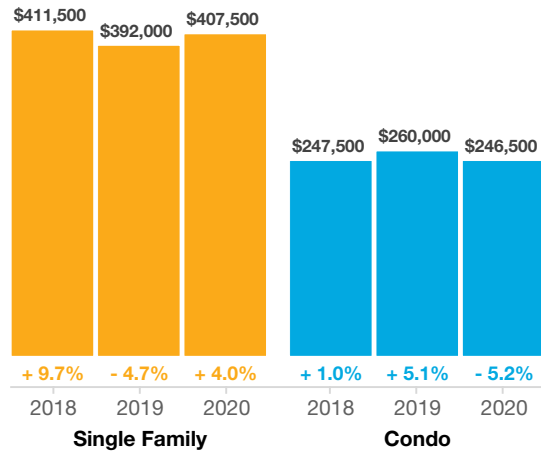
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

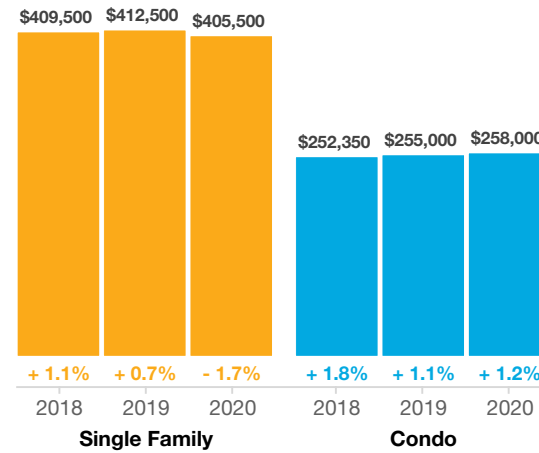


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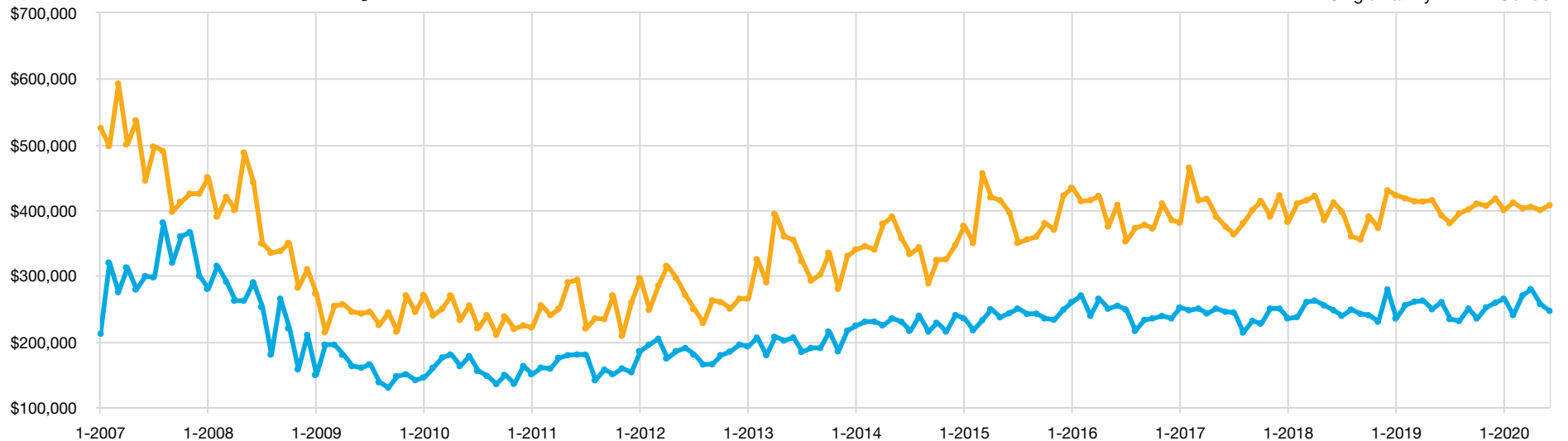
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	\$380,000	- 4.4%	\$234,000	- 2.1%
Aug-2019	\$395,000	+ 9.7%	\$231,000	- 7.0%
Sep-2019	\$401,000	+ 12.9%	\$250,000	+ 3.3%
Oct-2019	\$409,900	+ 5.1%	\$234,950	- 2.1%
Nov-2019	\$406,500	+ 9.0%	\$251,750	+ 9.5%
Dec-2019	\$417,500	- 2.9%	\$259,000	- 7.3%
Jan-2020	\$400,000	- 5.3%	\$265,000	+ 12.8%
Feb-2020	\$411,500	- 1.5%	\$240,000	- 5.9%
Mar-2020	\$402,500	- 2.6%	\$270,000	+ 3.6%
Apr-2020	\$405,000	- 1.9%	\$279,500	+ 6.7%
May-2020	\$400,000	- 3.6%	\$257,000	+ 3.2%
Jun-2020	\$407,500	+ 4.0%	\$246,500	- 5.2%
12-Month Avg*	\$405,000	+ 2.5%	\$250,000	0.0%

* Median Sales Price for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month



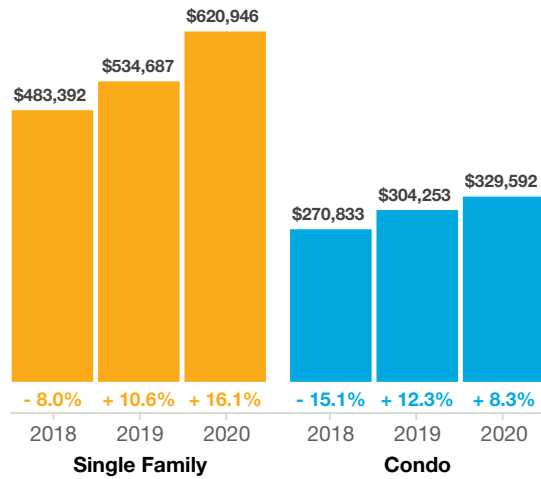
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

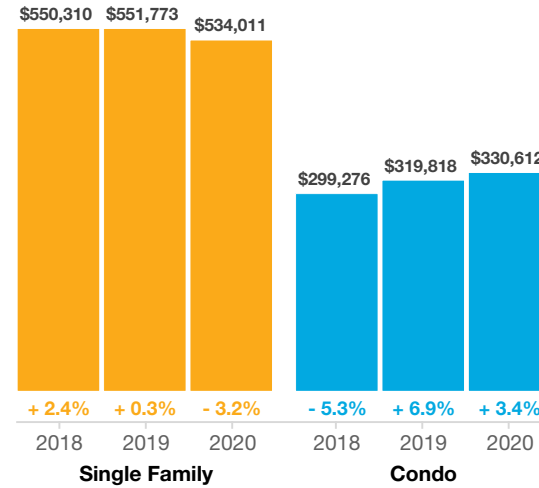


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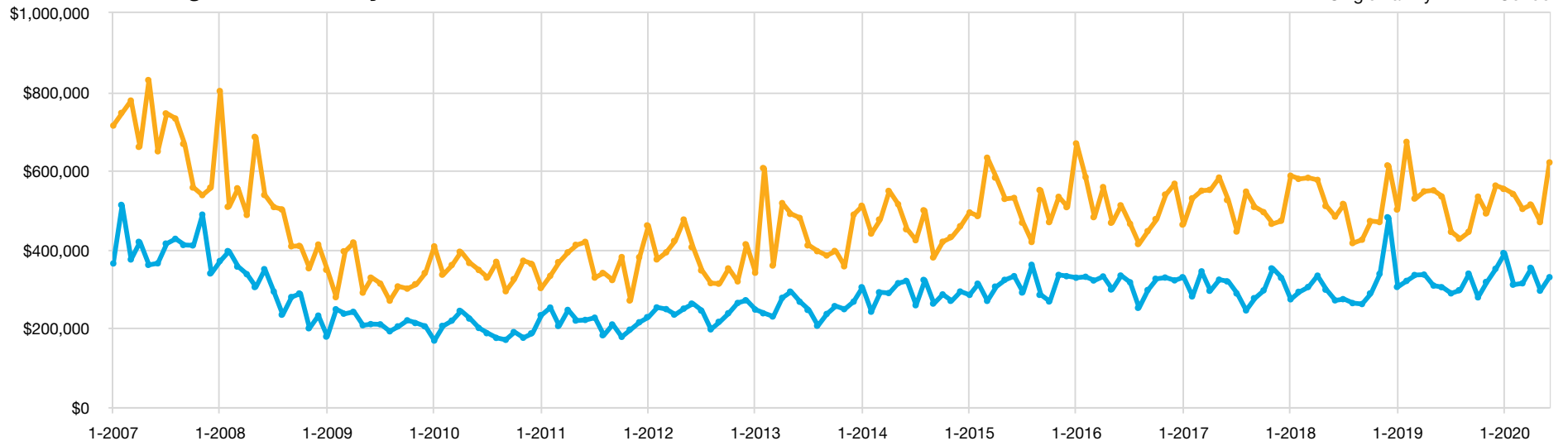
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	\$444,633	- 13.8%	\$288,640	+ 5.4%
Aug-2019	\$427,237	+ 2.7%	\$296,509	+ 12.4%
Sep-2019	\$444,693	+ 4.7%	\$338,621	+ 29.5%
Oct-2019	\$534,013	+ 13.1%	\$278,447	- 3.4%
Nov-2019	\$491,407	+ 4.7%	\$317,480	- 6.1%
Dec-2019	\$562,182	- 8.3%	\$350,987	- 27.1%
Jan-2020	\$553,661	+ 10.4%	\$390,885	+ 28.2%
Feb-2020	\$540,722	- 19.7%	\$310,595	- 3.0%
Mar-2020	\$502,929	- 5.0%	\$314,157	- 6.3%
Apr-2020	\$513,991	- 6.1%	\$353,373	+ 5.1%
May-2020	\$469,444	- 14.7%	\$295,393	- 4.2%
Jun-2020	\$620,946	+ 16.1%	\$329,592	+ 8.3%
12-Month Avg*	\$510,304	- 1.6%	\$322,082	+ 0.5%

* Avg. Sales Price for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

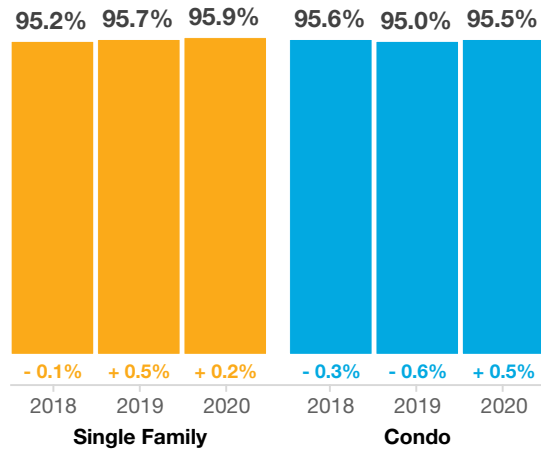


Percent of List Price Received

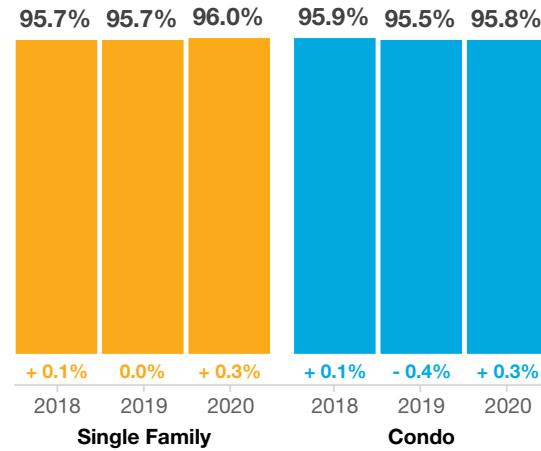
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



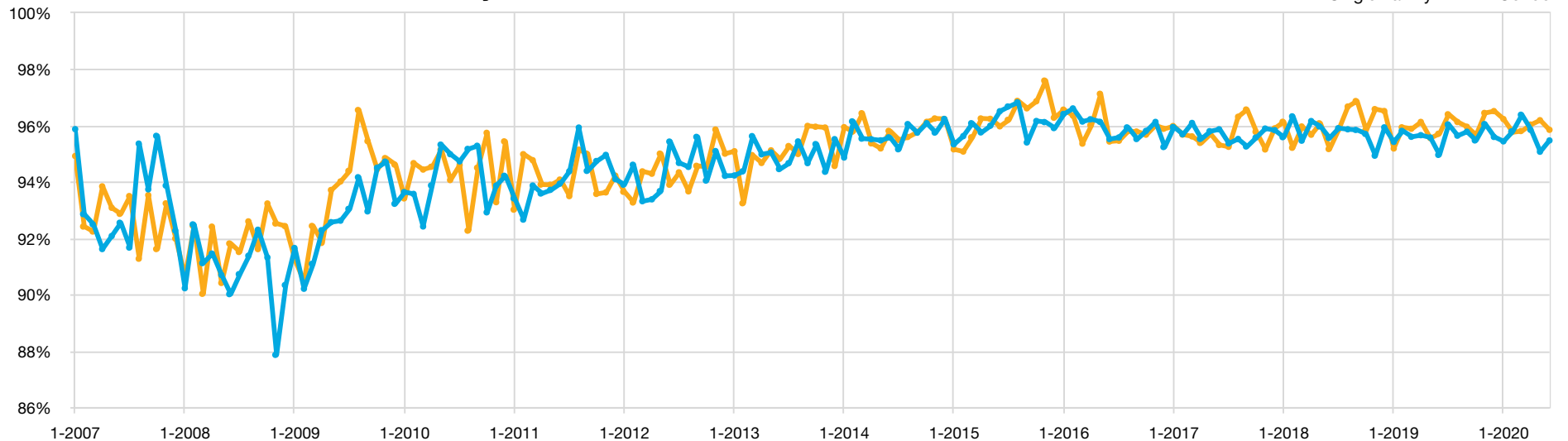
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	96.4%	+ 0.5%	96.0%	+ 0.1%
Aug-2019	96.1%	- 0.6%	95.6%	- 0.3%
Sep-2019	96.0%	- 0.9%	95.8%	0.0%
Oct-2019	95.7%	- 0.1%	95.5%	- 0.2%
Nov-2019	96.5%	- 0.1%	96.1%	+ 1.3%
Dec-2019	96.5%	0.0%	95.6%	- 0.3%
Jan-2020	96.2%	+ 1.1%	95.4%	0.0%
Feb-2020	95.8%	- 0.1%	95.8%	0.0%
Mar-2020	95.8%	- 0.1%	96.4%	+ 0.8%
Apr-2020	96.0%	- 0.1%	95.9%	+ 0.2%
May-2020	96.2%	+ 0.6%	95.1%	- 0.5%
Jun-2020	95.9%	+ 0.2%	95.5%	+ 0.5%
12-Month Avg*	96.1%	+ 0.0%	95.8%	+ 0.2%

* Pct. of List Price Received for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

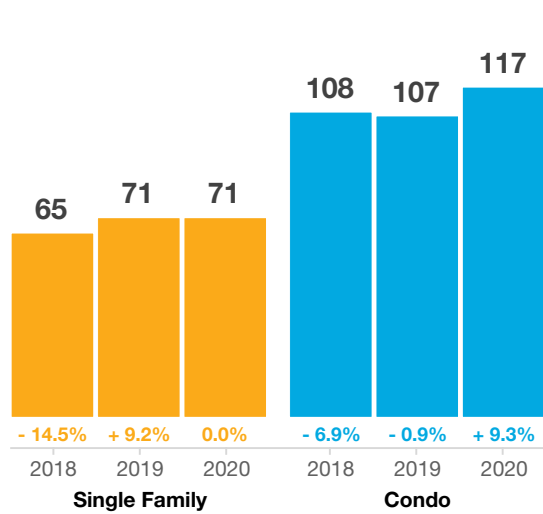


Housing Affordability Index

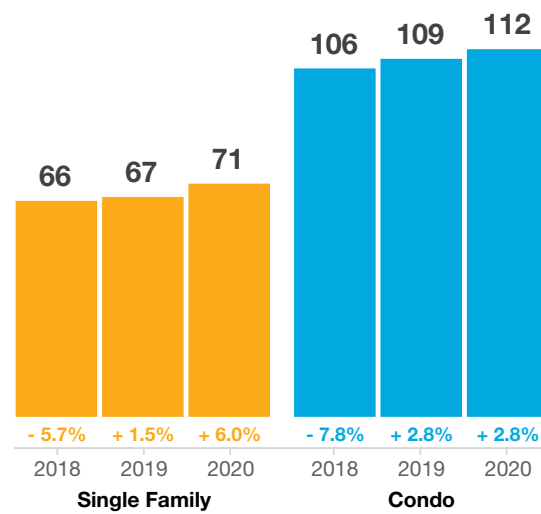
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

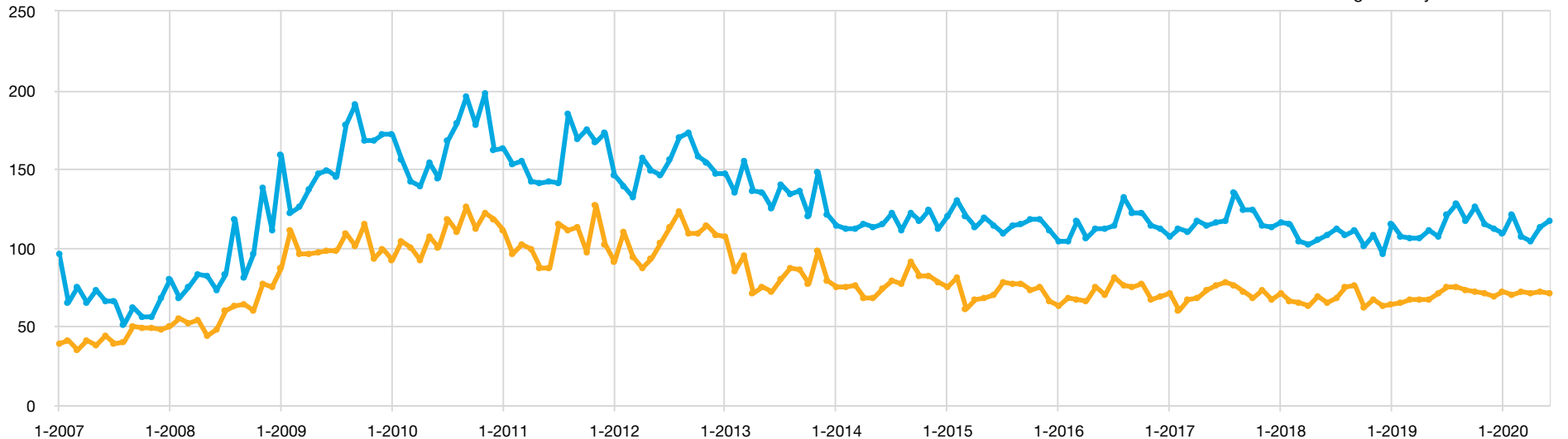


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	75	+ 10.3%	121	+ 8.0%
Aug-2019	75	0.0%	128	+ 18.5%
Sep-2019	73	- 3.9%	117	+ 5.4%
Oct-2019	72	+ 16.1%	126	+ 24.8%
Nov-2019	71	+ 6.0%	115	+ 6.5%
Dec-2019	69	+ 9.5%	112	+ 16.7%
Jan-2020	72	+ 12.5%	109	- 5.2%
Feb-2020	70	+ 7.7%	121	+ 13.1%
Mar-2020	72	+ 7.5%	107	+ 0.9%
Apr-2020	71	+ 6.0%	104	- 1.9%
May-2020	72	+ 7.5%	113	+ 1.8%
Jun-2020	71	0.0%	117	+ 9.3%
12-Month Avg	72	+ 5.9%	116	+ 8.4%

Historical Housing Affordability Index by Month



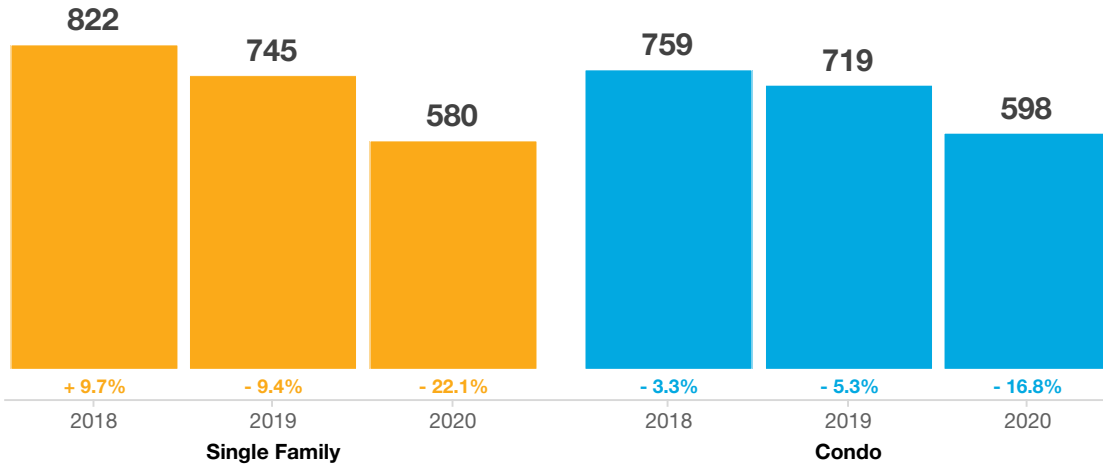
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



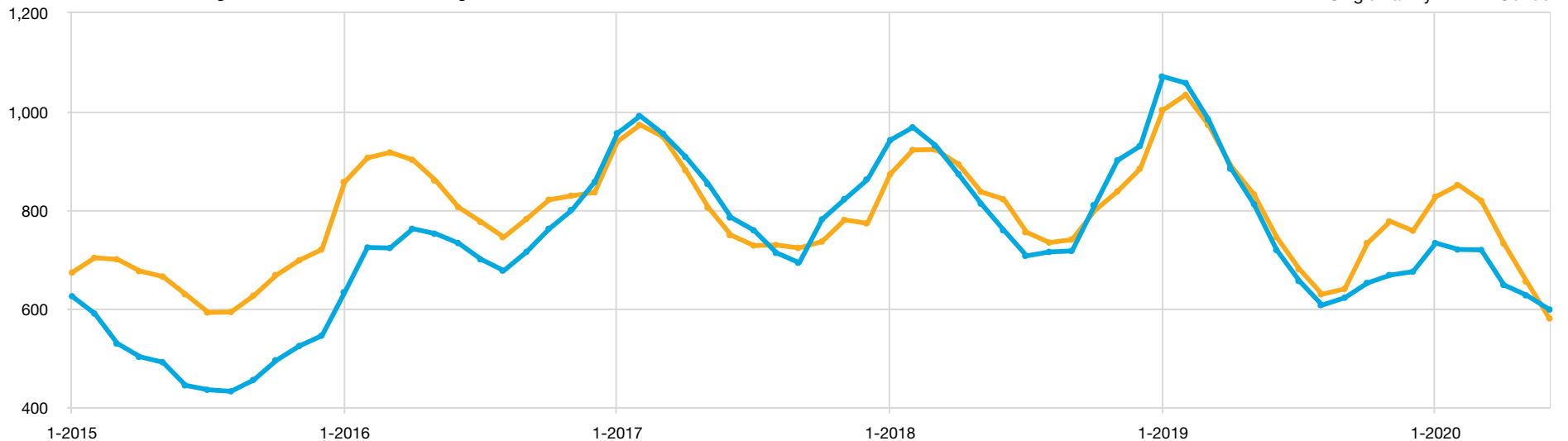
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Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	680	- 9.9%	656	- 7.2%
Aug-2019	629	- 14.3%	607	- 15.1%
Sep-2019	640	- 13.5%	622	- 13.2%
Oct-2019	733	- 8.3%	652	- 19.5%
Nov-2019	777	- 7.3%	668	- 25.9%
Dec-2019	758	- 14.3%	675	- 27.4%
Jan-2020	827	- 17.5%	733	- 31.6%
Feb-2020	851	- 17.7%	720	- 31.9%
Mar-2020	819	- 15.8%	719	- 26.9%
Apr-2020	732	- 17.7%	648	- 26.7%
May-2020	655	- 21.3%	627	- 22.8%
Jun-2020	580	- 22.1%	598	- 16.8%
12-Month Avg	723	- 15.1%	660	- 23.2%

Historical Inventory of Homes for Sale by Month

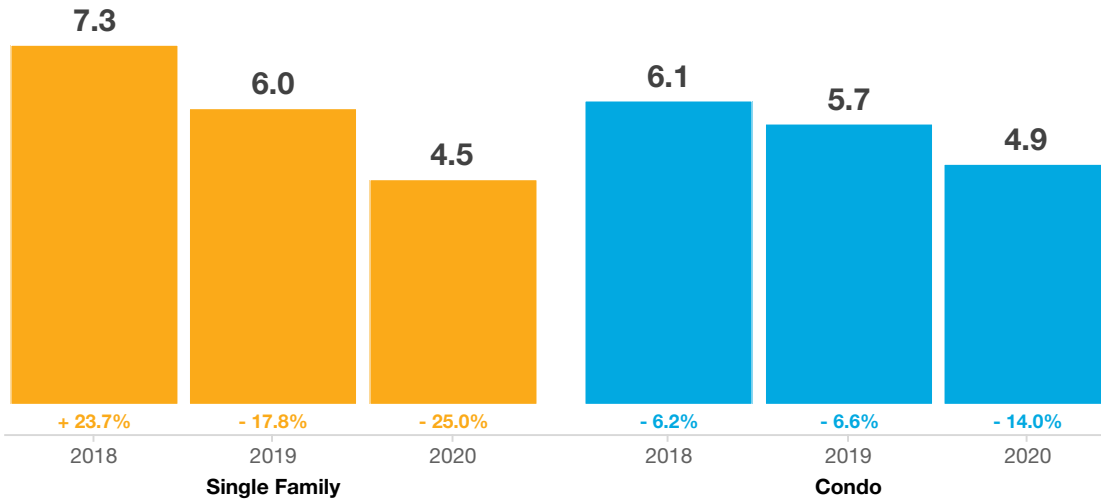


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



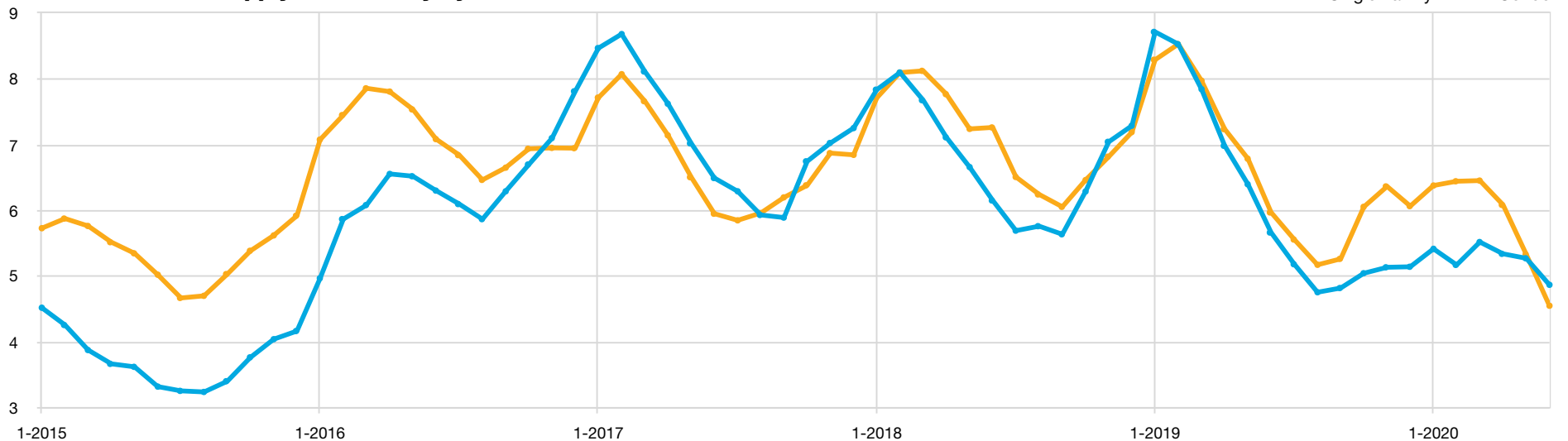
June



Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2019	5.6	-13.8%	5.2	-8.8%
Aug-2019	5.2	-16.1%	4.7	-19.0%
Sep-2019	5.3	-11.7%	4.8	-14.3%
Oct-2019	6.0	-7.7%	5.0	-20.6%
Nov-2019	6.4	-5.9%	5.1	-27.1%
Dec-2019	6.1	-15.3%	5.1	-30.1%
Jan-2020	6.4	-22.9%	5.4	-37.9%
Feb-2020	6.4	-24.7%	5.2	-38.8%
Mar-2020	6.4	-20.0%	5.5	-29.5%
Apr-2020	6.1	-15.3%	5.3	-24.3%
May-2020	5.3	-22.1%	5.3	-17.2%
Jun-2020	4.5	-25.0%	4.9	-14.0%
12-Month Avg*	5.8	-17.1%	5.1	-24.7%

* Months Supply for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Bonita Springs-Estero

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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Key Metrics	Historical Sparkbars	6-2019	6-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		251	400	+ 59.4%	2,604	2,432	- 6.6%
Pending Sales		262	379	+ 44.7%	1,966	1,907	- 3.0%
Closed Sales		265	280	+ 5.7%	1,819	1,695	- 6.8%
Days on Market Until Sale		100	82	- 18.0%	94	80	- 14.9%
Median Sales Price		\$305,000	\$325,000	+ 6.6%	\$300,000	\$320,000	+ 6.7%
Average Sales Price		\$404,483	\$459,454	+ 13.6%	\$410,835	\$412,222	+ 0.3%
Percent of List Price Received		95.2%	95.6%	+ 0.4%	95.5%	95.8%	+ 0.3%
Housing Affordability Index		91	89	- 2.2%	92	90	- 2.2%
Inventory of Homes for Sale		1,607	1,272	- 20.8%	—	—	—
Months Supply of Inventory		5.9	4.6	- 22.0%	—	—	—