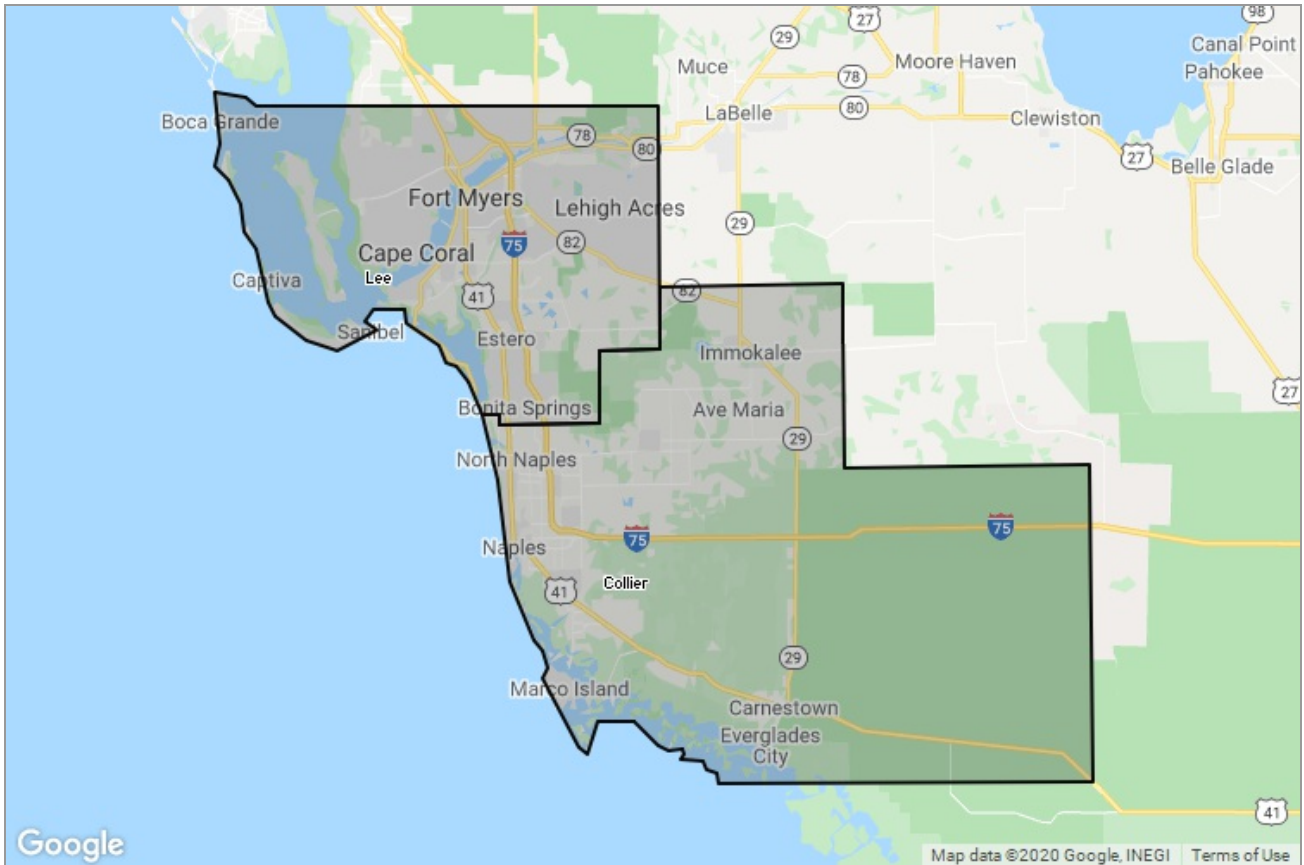# Monthly Market Data Report

Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
6/2019 – 6/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 07/06/2020

Scheduled: No

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.
Jun '20	275	57.1%
Jun '19	175	5.4%
Jun '18	166	-3%
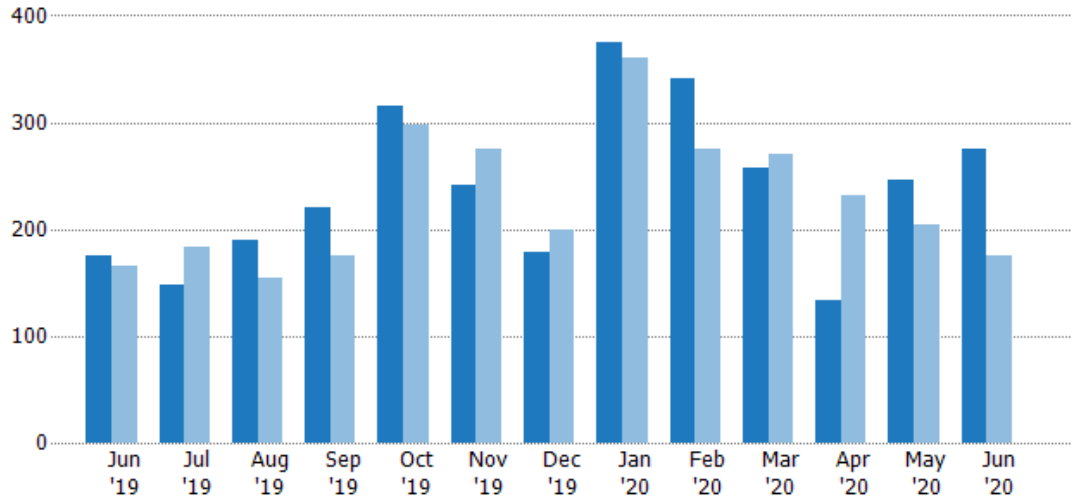
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	175	148	189	220	316	242	179	375	341	258	133	246	275
Prior Year	166	184	154	176	297	275	199	361	275	270	231	204	175
Percent Change from Prior Year	5%	-20%	23%	25%	6%	-12%	-10%	4%	24%	-4%	-42%	21%	57%

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.
Jun '20	$128M	82.2%
Jun '19	$70M	5.9%
Jun '18	$66.1M	-3.2%

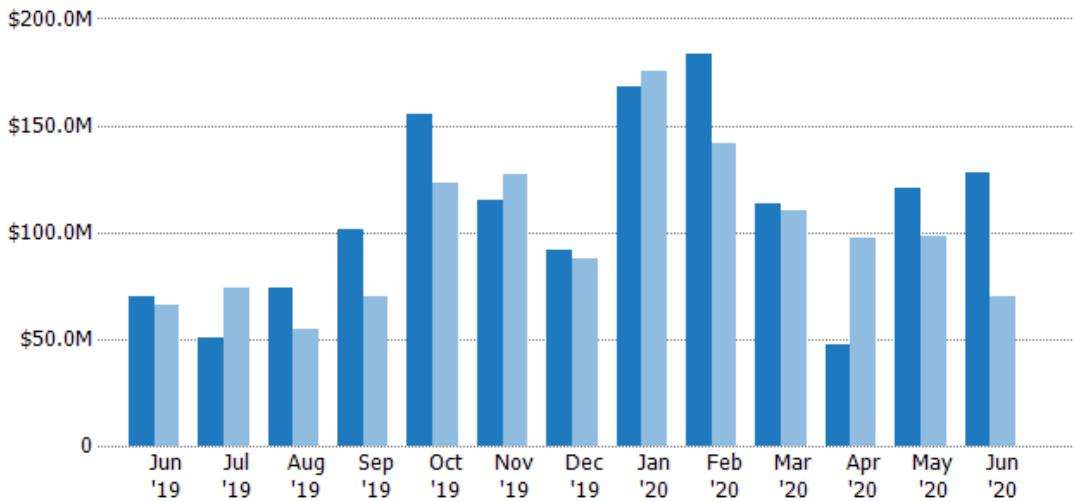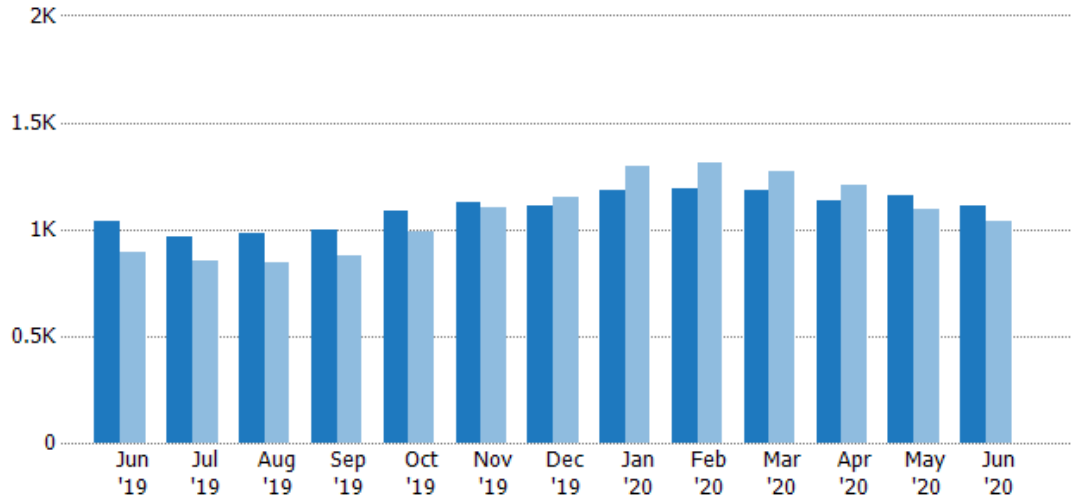|	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	$70M	$50.5M	$73.9M	$101M	$155M	$115M	$91.8M	$168M	$183M	$113M	$47.5M	$121M	$128M
Prior Year	$66.1M	$74.3M	$54.8M	$70M	$123M	$127M	$87.9M	$175M	$142M	$111M	$97.6M	$97.8M	$70M
Percent Change from Prior Year	6%	-32%	35%	45%	26%	-10%	4%	-4%	30%	3%	-51%	24%	82%

Active Listings

The number of active residential listings at the end of each month.

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Jun '20	1.11K	7.5%
Jun '19	1.03K	15.4%
Jun '18	896	-9.4%

| | Jun'19 | Jul'19 | Aug'19 | Sep'19 | Oct'19 | Nov'19 | Dec'19 | Jan'20 | Feb'20 | Mar'20 | Apr'20 | May'20 | Jun'20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 1.03K | 968 | 979 | 996 | 1.09K | 1.12K | 1.11K | 1.18K | 1.19K | 1.18K | 1.13K | 1.16K | 1.11K |
| Prior Year | 896 | 849 | 842 | 873 | 985 | 1.1K | 1.15K | 1.29K | 1.31K | 1.27K | 1.21K | 1.1K | 1.03K |
| Percent Change from Prior Year | 15% | 14% | 16% | 14% | 10% | 2% | -3% | -9% | -9% | -7% | -6% | 6% | 8% |

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.
Jun '20	$654M	17.6%
Jun '19	$556M	21%
Jun '18	$460M	-16.2%
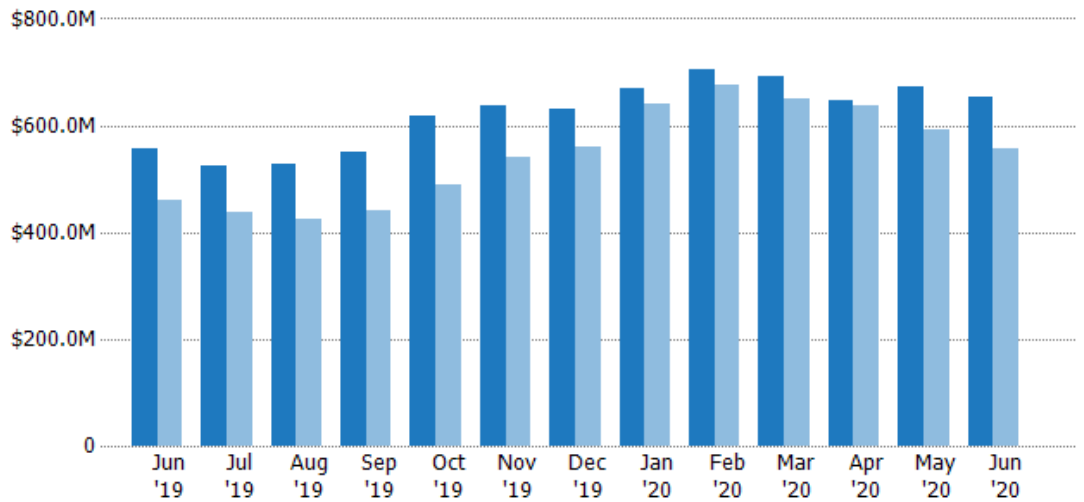
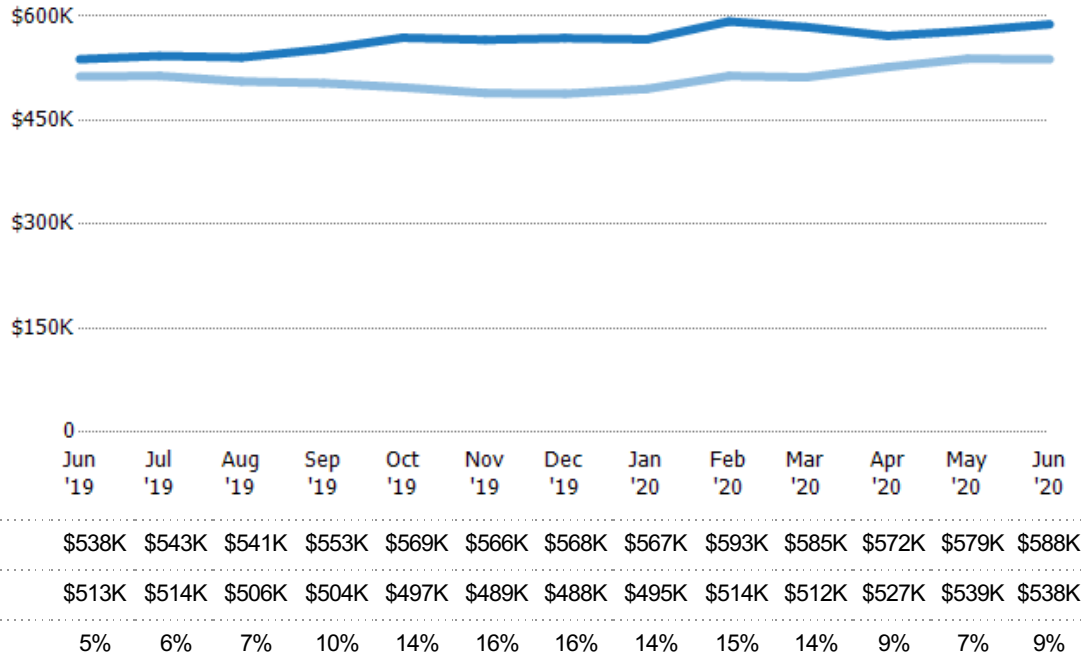|	Jun'19	Jul'19	Aug'19	Sep'19	Oct'19	Nov'19	Dec'19	Jan'20	Feb'20	Mar'20	Apr'20	May'20	Jun'20
Current Year	$556M	$525M	$529M	$550M	$619M	$636M	$630M	$670M	$705M	$690M	$647M	$673M	$654M
Prior Year	$460M	$436M	$426M	$440M	$490M	$539M	$560M	$641M	$675M	$649M	$636M	$590M	$556M
Percent Change from Prior Year	21%	20%	24%	25%	26%	18%	13%	5%	4%	6%	2%	14%	18%

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.
Jun '20	$588K	9.4%
Jun '19	$538K	4.8%
Jun '18	$513K	-7.5%

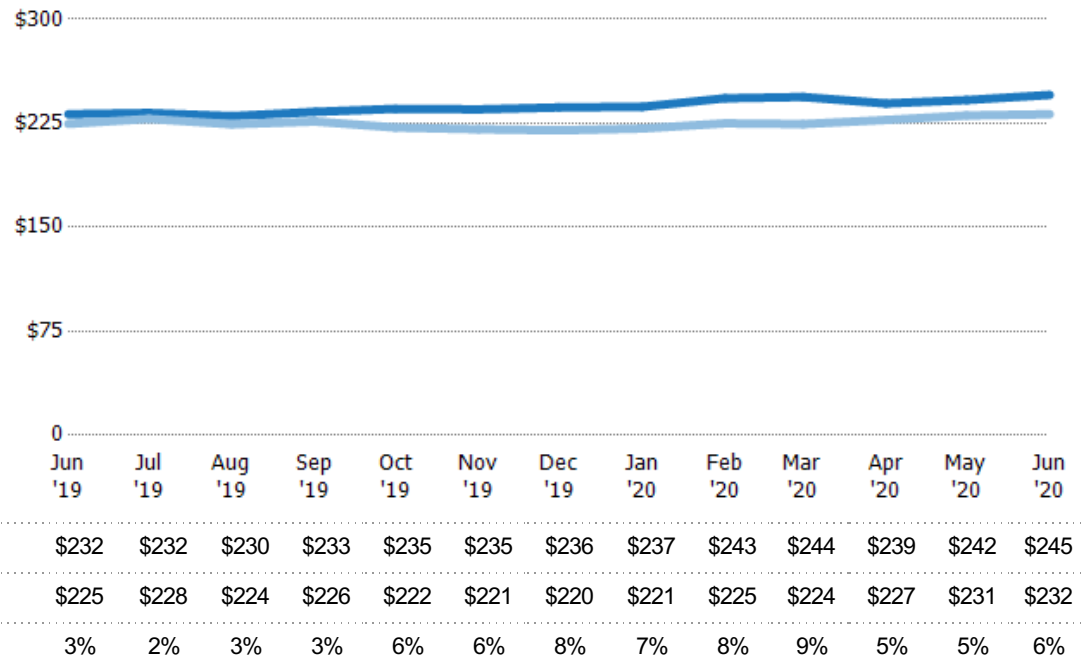| | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $538K | $543K | $541K | $553K | $569K | $566K | $568K | $567K | $593K | $585K | $572K | $579K | $588K |
| Prior Year | $513K | $514K | $506K | $504K | $497K | $489K | $488K | $495K | $514K | $512K | $527K | $539K | $538K |
| Percent Change from Prior Year | 5% | 6% | 7% | 10% | 14% | 16% | 16% | 14% | 15% | 14% | 9% | 7% | 9% |

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.
Jun '20	$245	6%
Jun '19	$232	3.1%
Jun '18	$225	-3.5%

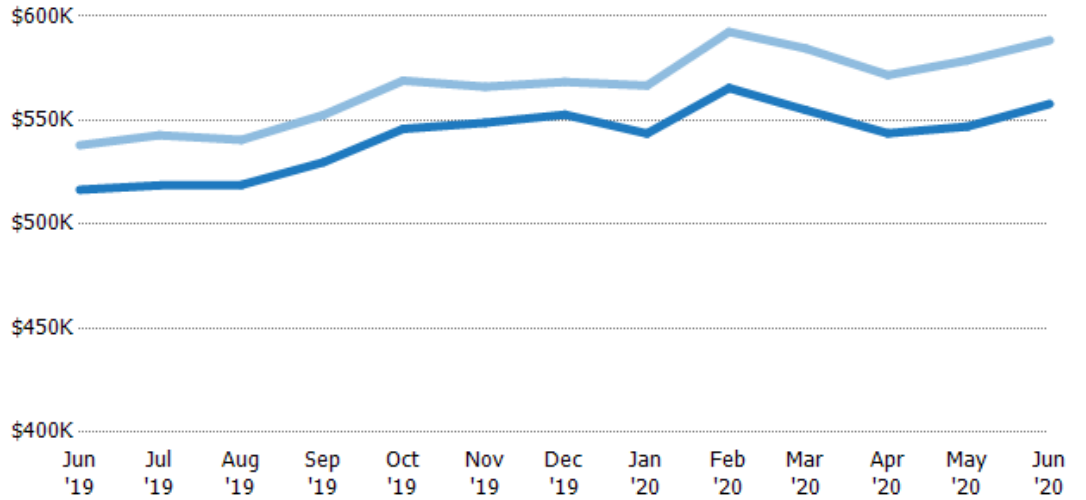| | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $232 | $232 | $230 | $233 | $235 | $235 | $236 | $237 | $243 | $244 | $239 | $242 | $245 |
| Prior Year | $225 | $228 | $224 | $226 | $222 | $221 | $220 | $221 | $225 | $224 | $227 | $231 | $232 |
| Percent Change from Prior Year | 3% | 2% | 3% | 3% | 6% | 6% | 8% | 7% | 8% | 9% | 5% | 5% | 6% |

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

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	$517K	$519K	$519K	$530K	$546K	$549K	$553K	$544K	$565K	$555K	$544K	$547K	$558K
Avg Listing Price	$538K	$543K	$541K	$553K	$569K	$566K	$568K	$567K	$593K	$585K	$572K	$579K	$588K
Avg Listing Price as a % of Avg Est Value	104%	105%	104%	104%	104%	103%	103%	104%	105%	105%	105%	106%	105%

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
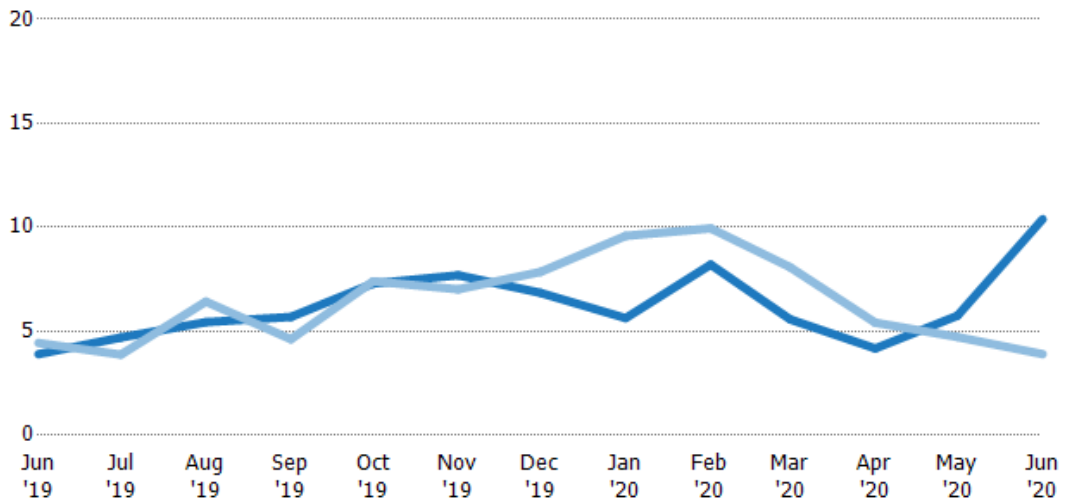
Month/ Year	Months	% Chg.
Jun '20	10.4	166.4%
Jun '19	3.9	-12%
Jun '18	4.44	-19.7%

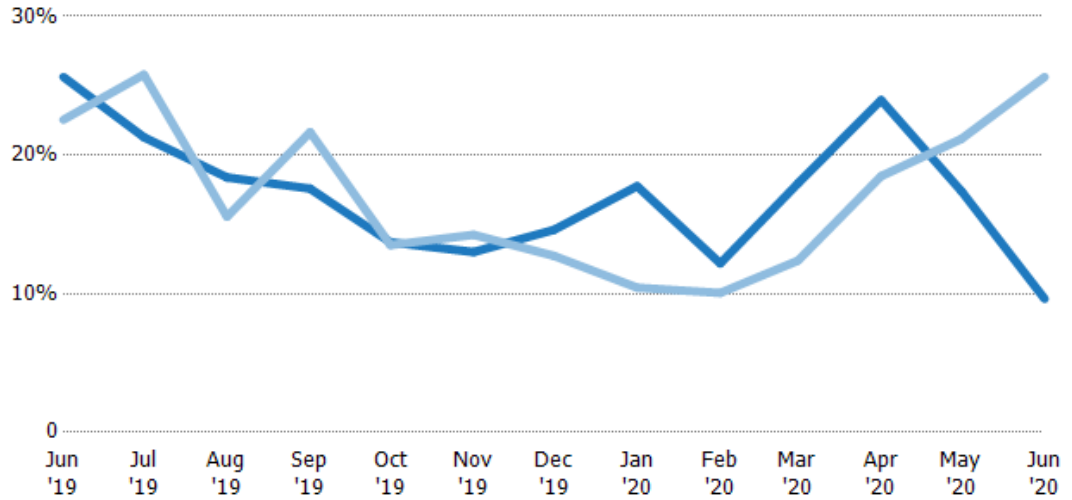|	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	3.9	4.7	5.44	5.69	7.3	7.69	6.85	5.63	8.21	5.57	4.17	5.75	10.4
Prior Year	4.44	3.88	6.43	4.62	7.41	7.02	7.86	9.59	9.95	8.08	5.41	4.72	3.9
Percent Change from Prior Year	-12%	21%	-15%	23%	-1%	10%	-13%	-41%	-17%	-31%	-23%	22%	166%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Jun '20	10%	16%
Jun '19	26%	-3.1%
Jun '18	23%	24.5%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	26%	21%	18%	18%	14%	13%	15%	18%	12%	18%	24%	17%	10%
Prior Year	23%	26%	16%	22%	14%	14%	13%	10%	10%	12%	18%	21%	26%
Change from Prior Year	-3%	5%	-3%	4%	0%	1%	-2%	-7%	-2%	-6%	-5%	4%	16%

Absorption Rate (By County)

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

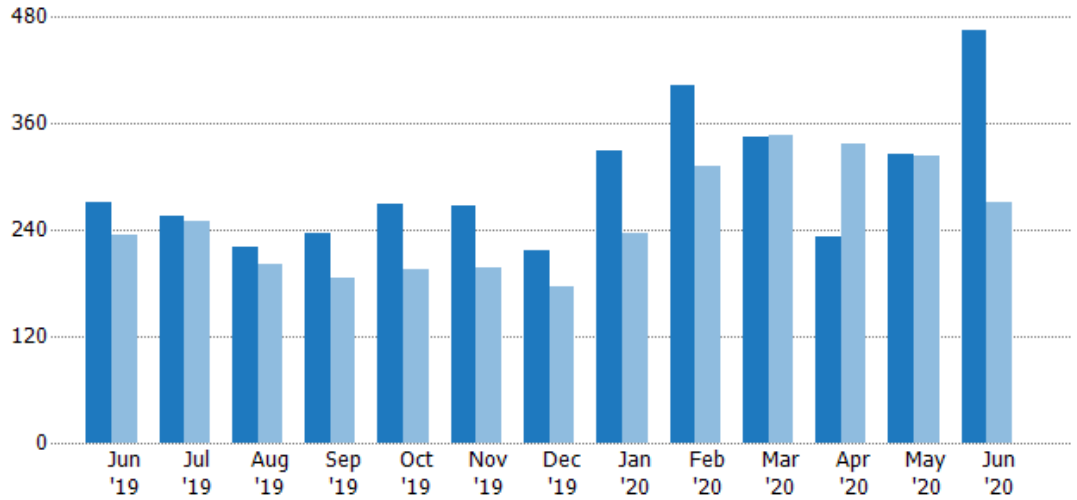Filters Used: County: Collier County, Florida, Lee County, Florida

County	Rate
Collier	10.3 %
Lee	17.42 %
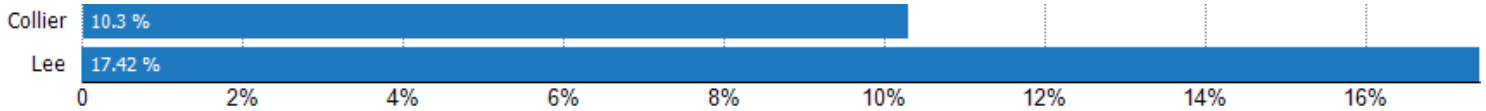
Pending Sales

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.
Jun '20	466	71.3%
Jun '19	272	15.7%
Jun '18	235	-1.3%

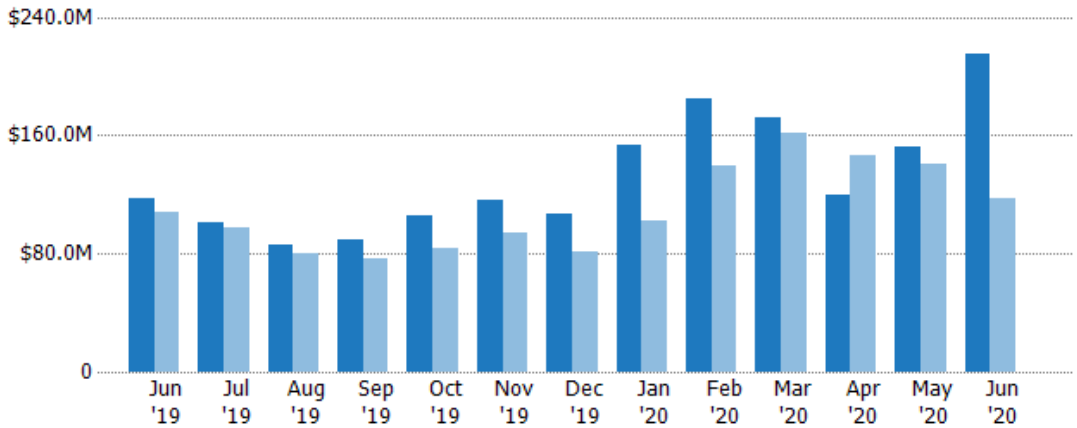|	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	272	255	220	237	269	267	216	330	404	345	233	326	466
Prior Year	235	249	201	186	196	198	177	237	311	346	338	323	272
Percent Change from Prior Year	16%	2%	9%	27%	37%	35%	22%	39%	30%	0%	-31%	1%	71%

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.
Jun '20	$215M	82.6%
Jun '19	$118M	9.5%
Jun '18	$108M	-10.5%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	$118M	$101M	$86M	$89.9M	$106M	$117M	$107M	$154M	$185M	$172M	$119M	$153M	$215M
Prior Year	$108M	$97.9M	$80M	$76.3M	$83.1M	$94M	$81.5M	$103M	$140M	$162M	$147M	$140M	$118M
Percent Change from Prior Year	9%	3%	8%	18%	28%	24%	31%	50%	32%	6%	-19%	9%	83%

Closed Sales

The total number of residential properties sold each month.

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

Month/Year	Count	% Chg.
Jun '20	180	-12.6%
Jun '19	206	-5.9%
Jun '18	219	-8.2%
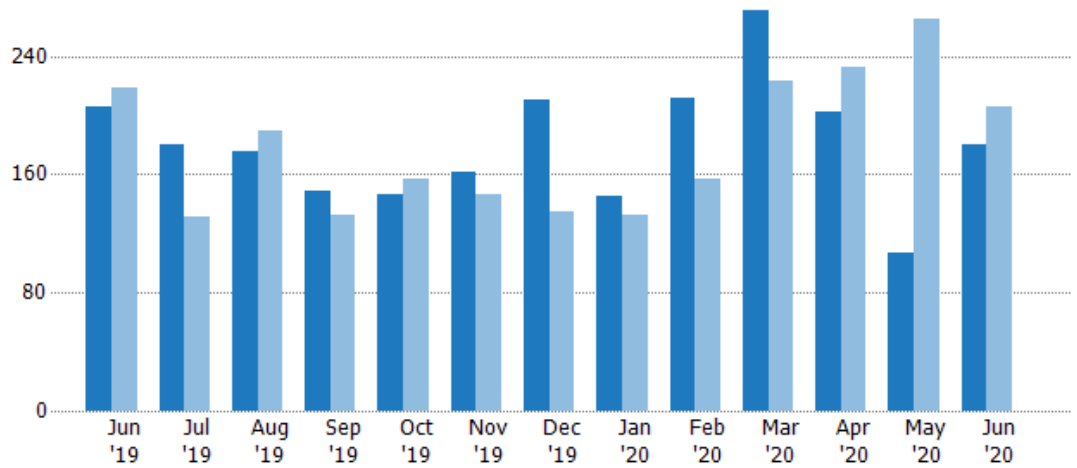
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	206	180	175	149	146	162	210	145	212	271	202	107	180
Prior Year	219	131	189	133	157	146	135	132	157	223	232	265	206
Percent Change from Prior Year	-6%	37%	-7%	12%	-7%	11%	56%	10%	35%	22%	-13%	-60%	-13%

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.
Jun '20	$78.2M	-1.6%
Jun '19	$79.4M	-5.1%
Jun '18	$83.6M	-0.4%
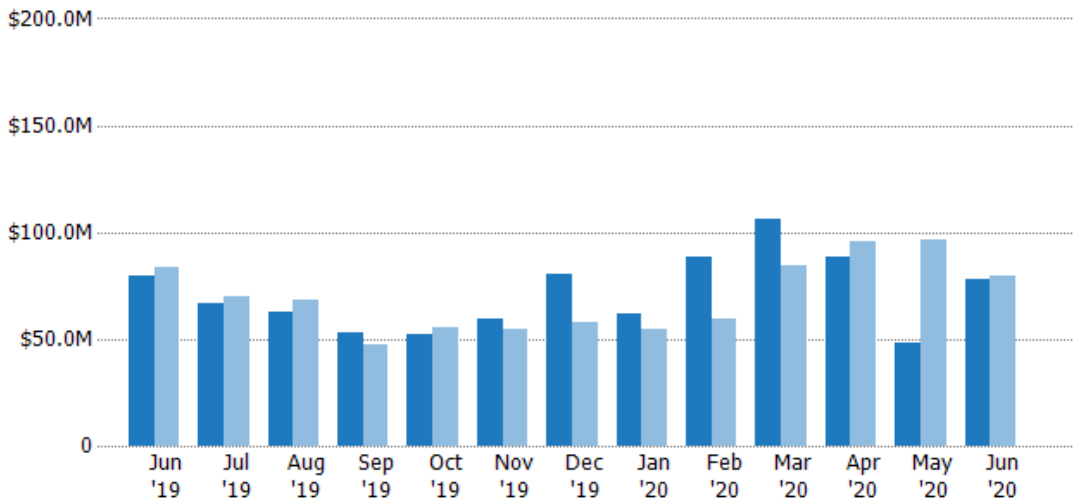
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	$79.4M	$66.7M	$62.3M	$52.7M	$52M	$59.2M	$80.5M	$61.6M	$88.5M	$106M	$88.6M	$47.8M	$78.2M
Prior Year	$83.6M	$69.8M	$68M	$47M	$55.7M	$54.8M	$57.9M	$54.4M	$59.3M	$84.7M	$95.4M	$96.6M	$79.4M
Percent Change from Prior Year	-5%	-4%	-8%	12%	-7%	8%	39%	13%	49%	26%	-7%	-51%	-2%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

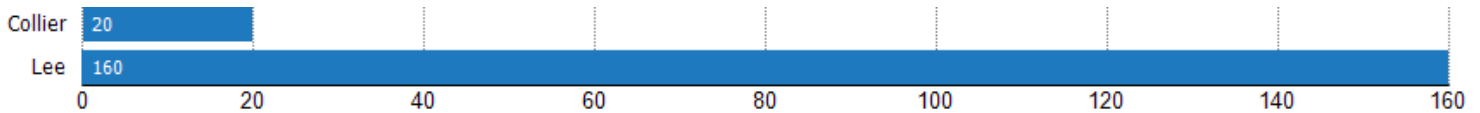County: Collier County, Florida, Lee County, Florida
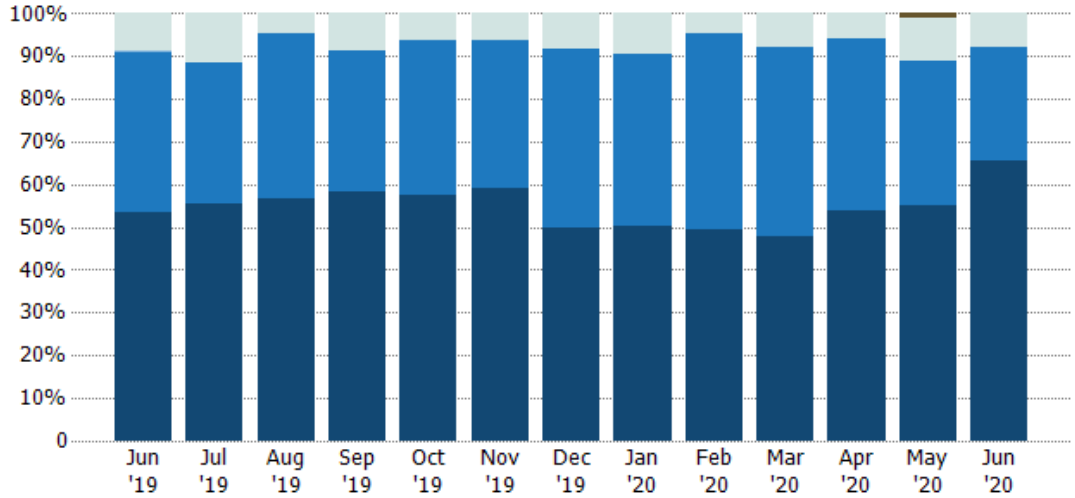
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Other	-	-	-	-	-	-	-	-	-	-	-	1%	-
Multifamily/Multiplex	9%	12%	5%	9%	6%	6%	8%	10%	5%	8%	6%	10%	8%
Mobile/Manufactured	0%	-	-	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	37%	33%	39%	33%	36%	35%	42%	40%	46%	44%	40%	34%	27%
Single Family Residence	53%	56%	57%	58%	58%	59%	50%	50%	50%	48%	54%	55%	66%

Closed Sales (By County)

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

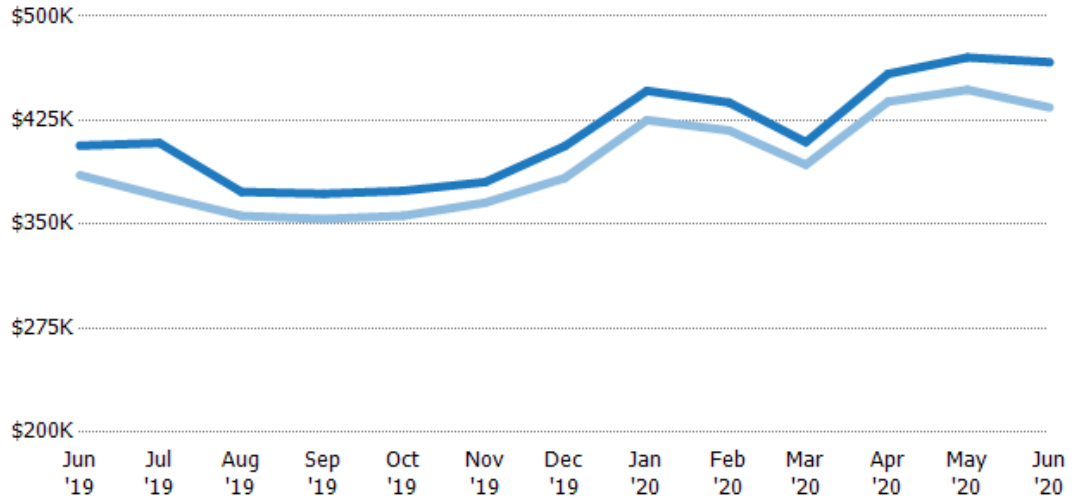Filters Used: County: Collier County, Florida, Lee County, Florida

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

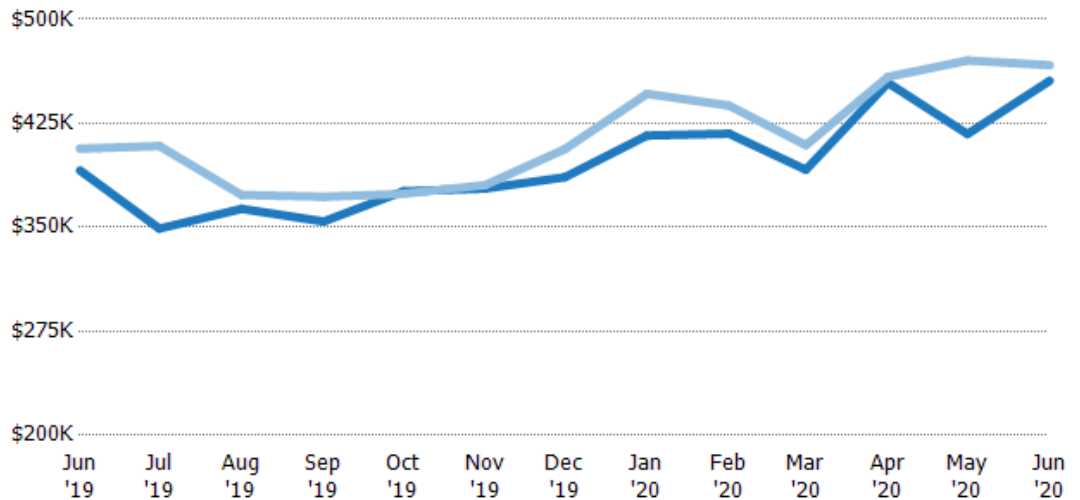County: Collier County, Florida, Lee County, Florida

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	$407K	$409K	$373K	$372K	$374K	$380K	$406K	$446K	$438K	$409K	$458K	$470K	$467K
Avg Sales Price	$385K	$371K	$356K	$354K	$356K	$366K	$383K	$425K	$418K	$393K	$438K	$447K	$434K
Avg Sales Price as a % of Avg List Price	95%	91%	95%	95%	95%	96%	94%	95%	95%	96%	96%	95%	93%

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

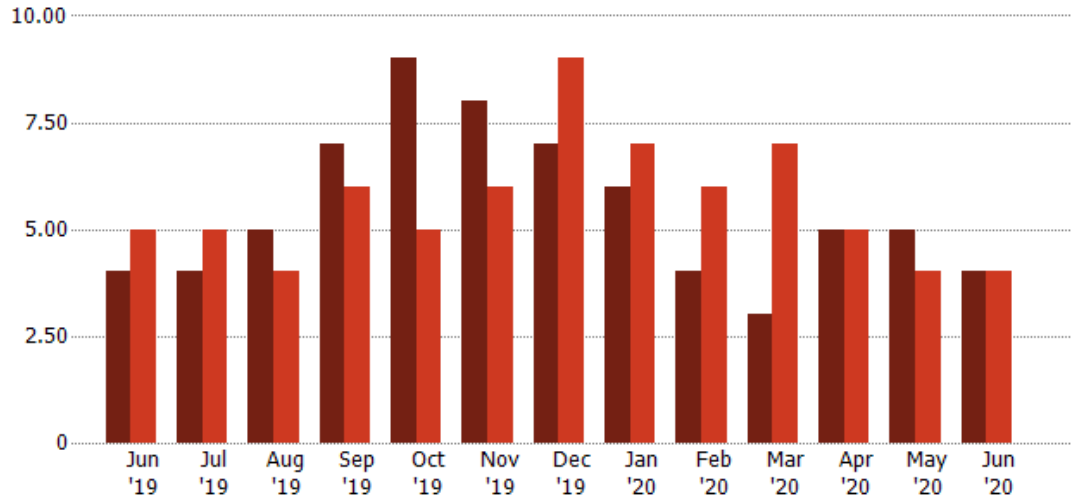|	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	$391K	$349K	$363K	$354K	$376K	$378K	$386K	$416K	$418K	$392K	$454K	$417K	$456K
Avg Sales Price	$407K	$409K	$373K	$372K	$374K	$380K	$406K	$446K	$438K	$409K	$458K	$470K	$467K
Avg Sales Price as a % of Avg Est Value	104%	117%	103%	105%	100%	101%	105%	107%	105%	105%	101%	113%	102%

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.
Jun '20	4	0%
Jun '19	4	-20%
Jun '18	5	-40%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	4	4	5	7	9	8	7	6	4	3	5	5	4
Prior Year	5	5	4	6	5	6	9	7	6	7	5	4	4
Percent Change from Prior Year	-20%	-20%	25%	17%	80%	33%	-22%	-14%	-33%	-57%	0%	25%	0%

Distressed Listings (By County)

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

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

Lee 4

0   0.50   1.00   1.50   2.00   2.50   3.00   3.50   4.00
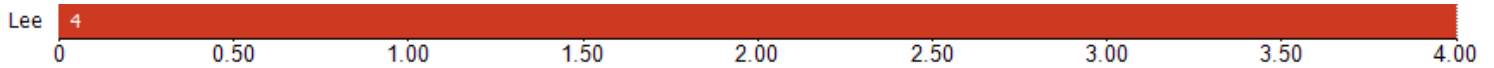
Appendix

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: 07/06/2020

Scheduled: No

Report Date Range: From: 6/2019 To: 6/2020

Information Included

☑ **Include Cover Sheet**

☐ **Include Key Metric Summary**

☑ **Include Metrics By: County**

☑ **Include Appendix**

☑ **Averages**

☐ **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 6/2020 data

☐ **Listing Activity by ZIP**

☐ **Listing Activity by Metro Area**

☐ **Sales Activity by ZIP**

☐ **Sales Activity by Metro Area**