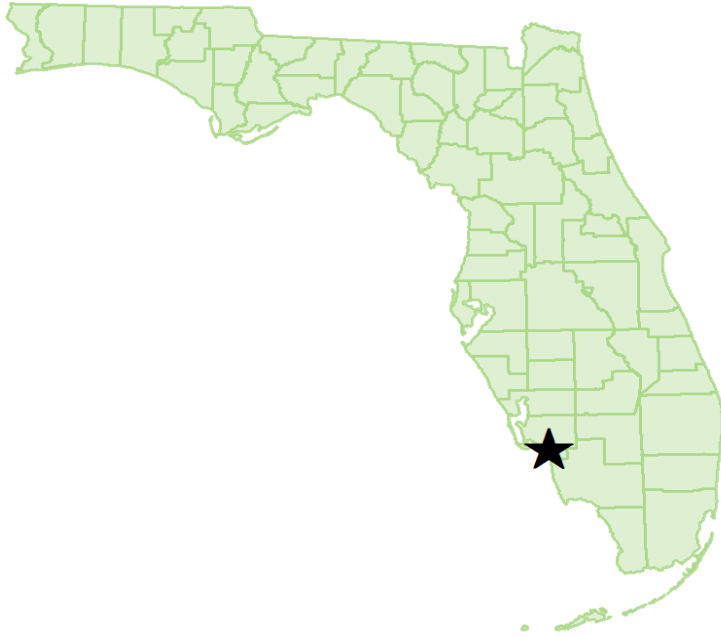


Yearly Market Detail - 2022

Single-Family Homes

Bonita Springs-Estero REALTORS®



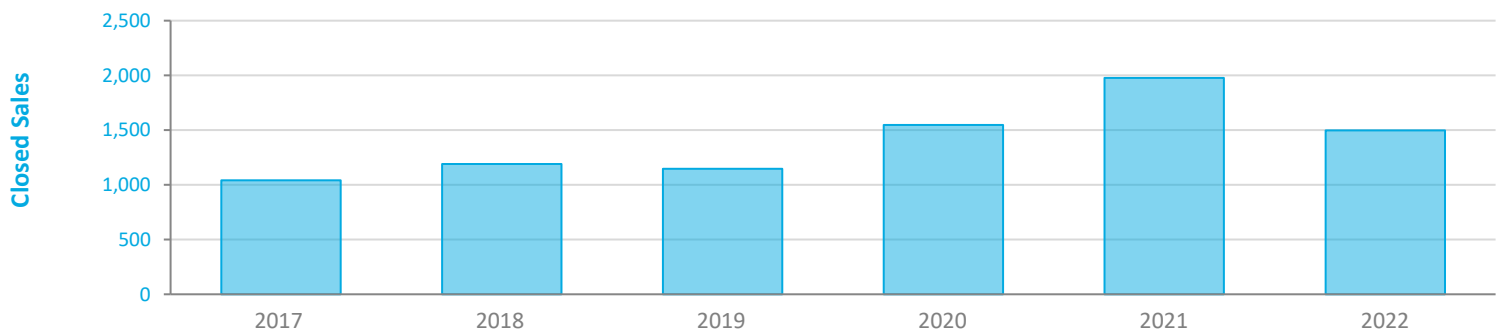
Summary Statistics	2022	2021	Percent Change Year-over-Year
Closed Sales	1,498	1,978	-24.3%
Paid in Cash	721	855	-15.7%
Median Sale Price	\$646,000	\$496,000	30.2%
Average Sale Price	\$790,620	\$648,438	21.9%
Dollar Volume	\$1.2 Billion	\$1.3 Billion	-7.7%
Median Percent of Original List Price Received	100.0%	100.0%	0.0%
Median Time to Contract	17 Days	16 Days	6.3%
Median Time to Sale	61 Days	62 Days	-1.6%
New Pending Sales	1,652	2,093	-21.1%
New Listings	2,043	1,949	4.8%
Pending Inventory	176	182	-3.3%
Inventory (Active Listings)	342	152	125.0%
Months Supply of Inventory	2.7	0.9	200.0%

Closed Sales

The number of sales transactions which closed during the year

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.

Year	Closed Sales	Percent Change Year-over-Year
2022	1,498	-24.3%
2021	1,978	27.9%
2020	1,546	34.8%
2019	1,147	-3.5%
2018	1,189	14.3%
2017	1,040	2.2%

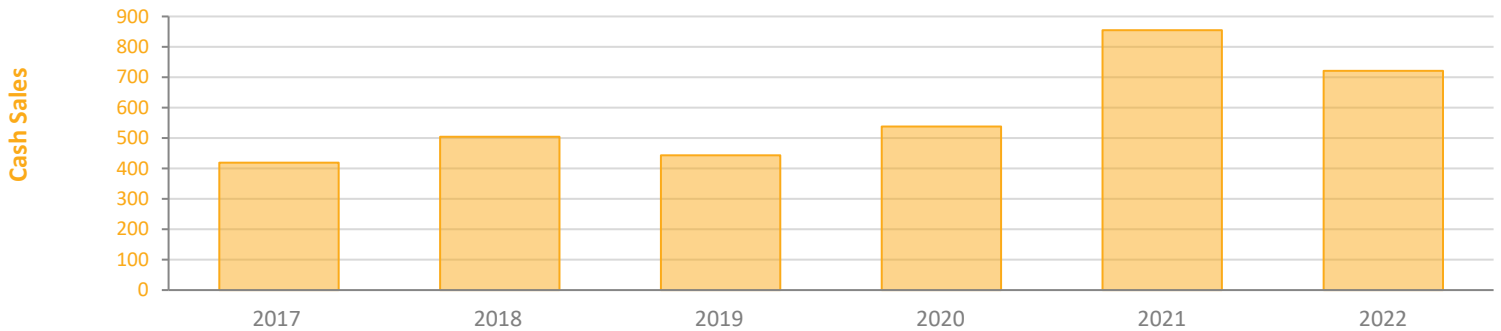


Cash Sales

The number of Closed Sales during the year 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.

Year	Cash Sales	Percent Change Year-over-Year
2022	721	-15.7%
2021	855	58.9%
2020	538	21.4%
2019	443	-12.1%
2018	504	20.3%
2017	419	5.8%

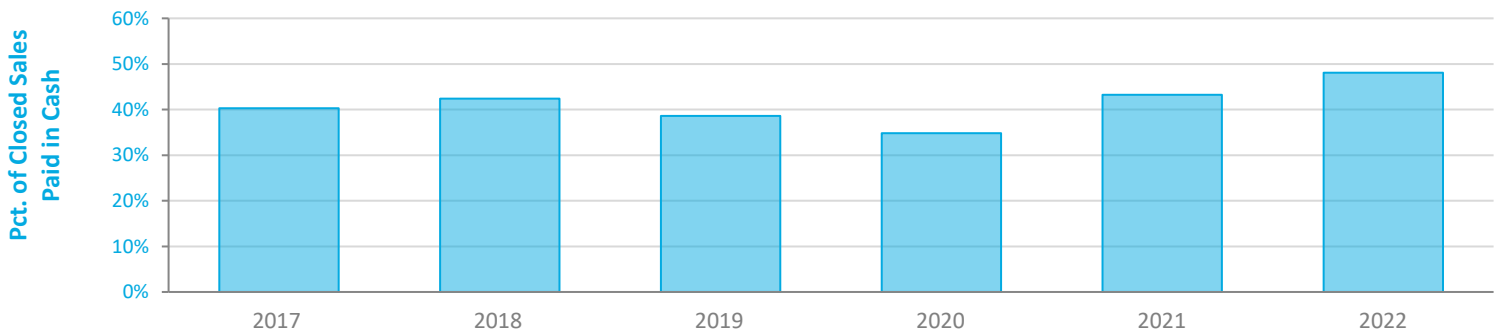


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the year 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 year involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Year	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
2022	48.1%	11.3%
2021	43.2%	24.1%
2020	34.8%	-9.8%
2019	38.6%	-9.0%
2018	42.4%	5.2%
2017	40.3%	3.6%

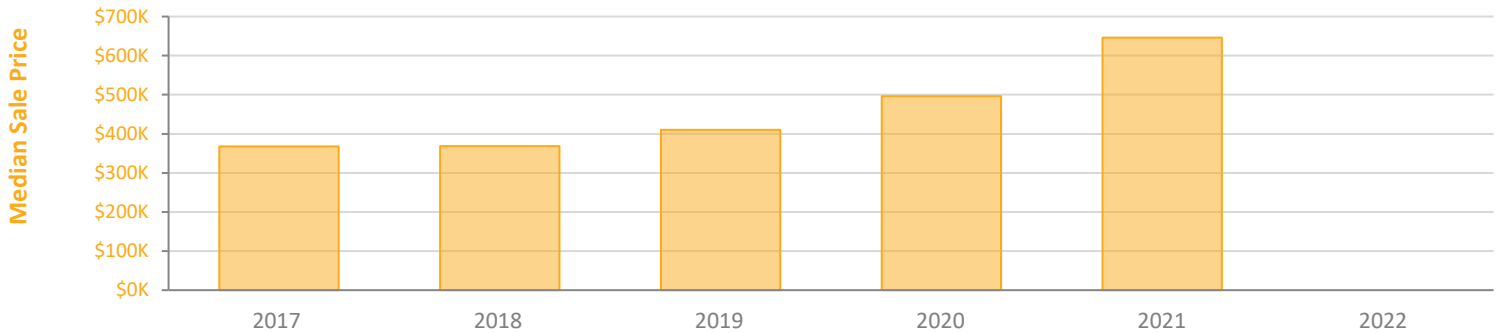


Median Sale Price

The median sale price reported for the year (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 year, and the mix of the types of homes that sell can change over time.

Year	Median Sale Price	Percent Change Year-over-Year
2022	\$646,000	30.2%
2021	\$496,000	21.0%
2020	\$410,000	11.3%
2019	\$368,500	0.2%
2018	\$367,750	-1.5%
2017	\$373,250	5.1%

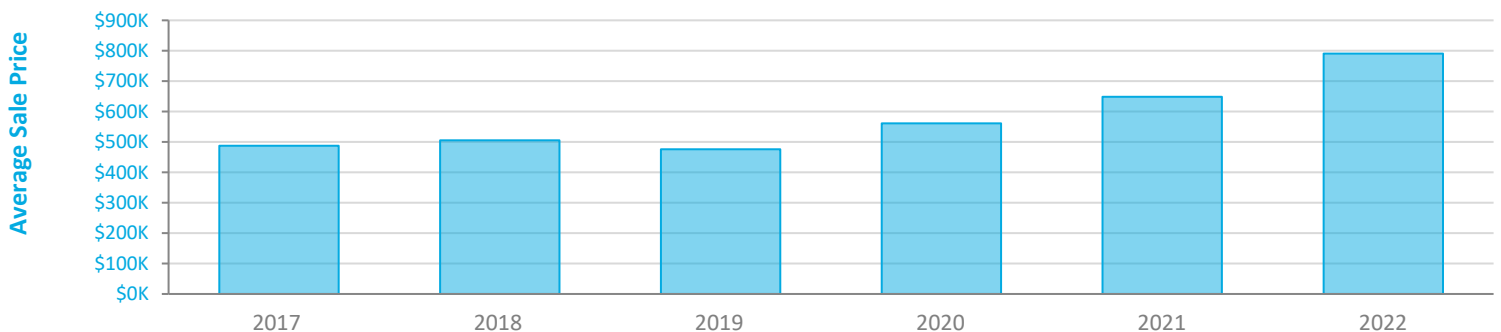


Average Sale Price

The average sale price reported for the year (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.

Year	Average Sale Price	Percent Change Year-over-Year
2022	\$790,620	21.9%
2021	\$648,438	15.5%
2020	\$561,651	17.9%
2019	\$476,376	-5.7%
2018	\$505,245	3.7%
2017	\$487,393	5.3%

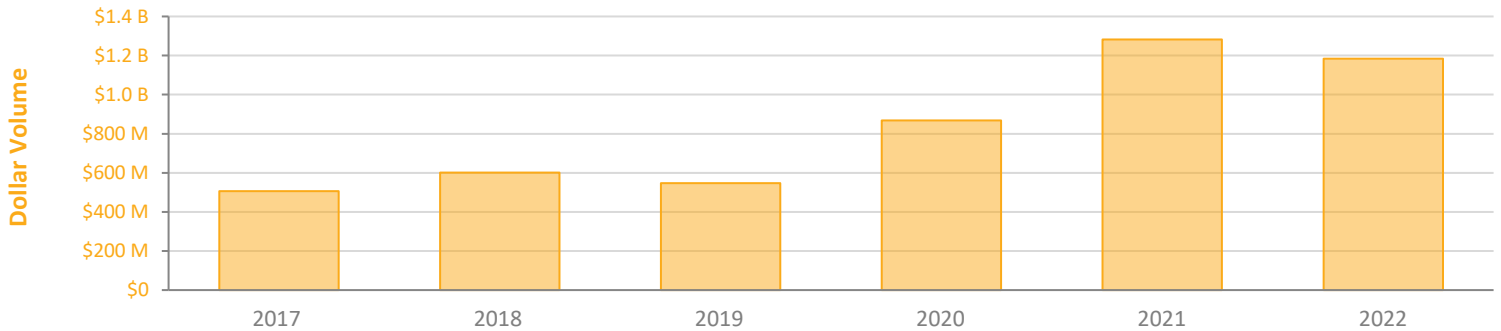


Dollar Volume

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

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.

Year	Dollar Volume	Percent Change Year-over-Year
2022	\$1.2 Billion	-7.7%
2021	\$1.3 Billion	47.7%
2020	\$868.3 Million	58.9%
2019	\$546.4 Million	-9.0%
2018	\$600.7 Million	18.5%
2017	\$506.9 Million	7.6%

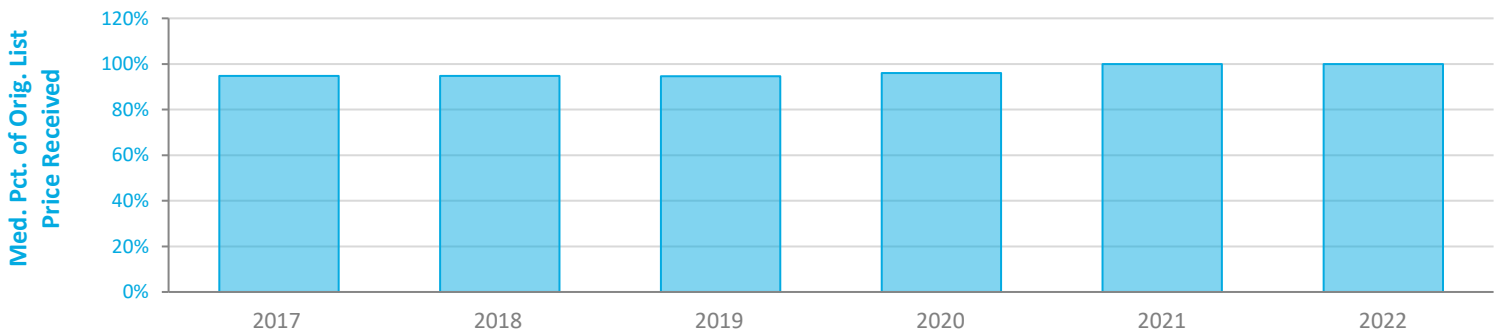


Median Percent of Original List Price Received

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

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.

Year	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
2022	100.0%	0.0%
2021	100.0%	4.2%
2020	96.0%	1.5%
2019	94.6%	-0.2%
2018	94.8%	0.1%
2017	94.7%	-0.4%

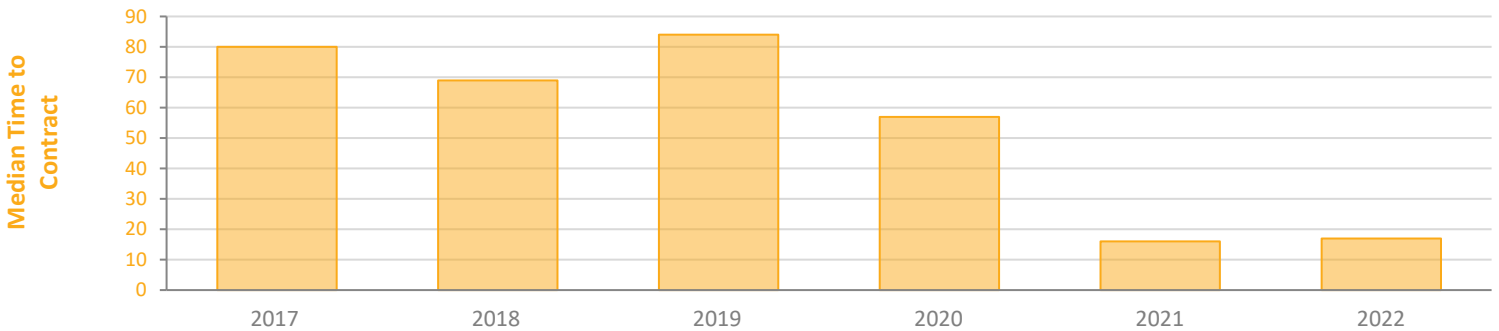


Median Time to Contract

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

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 year. 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.

Year	Median Time to Contract	Percent Change Year-over-Year
2022	17 Days	6.3%
2021	16 Days	-71.9%
2020	57 Days	-32.1%
2019	84 Days	21.7%
2018	69 Days	-13.8%
2017	80 Days	25.0%

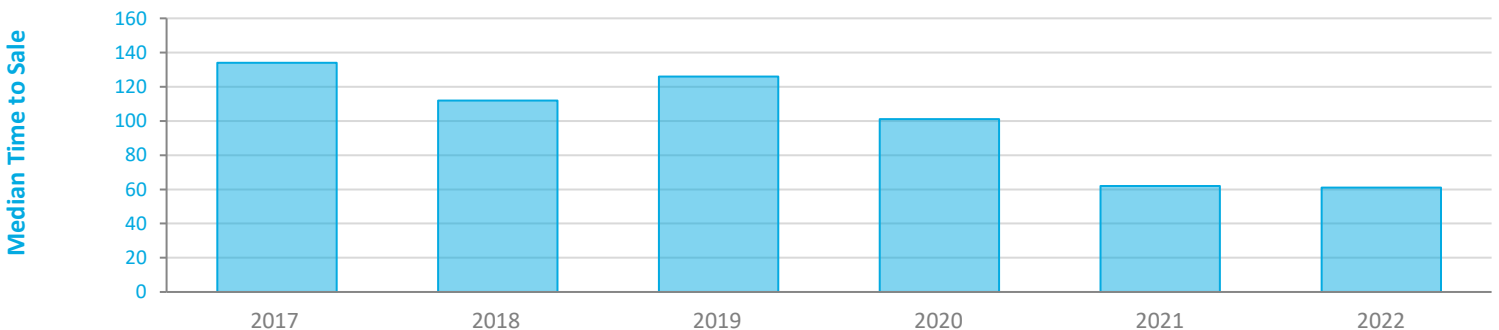


Median Time to Sale

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

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.

Year	Median Time to Sale	Percent Change Year-over-Year
2022	61 Days	-1.6%
2021	62 Days	-38.6%
2020	101 Days	-19.8%
2019	126 Days	12.5%
2018	112 Days	-16.4%
2017	134 Days	10.7%

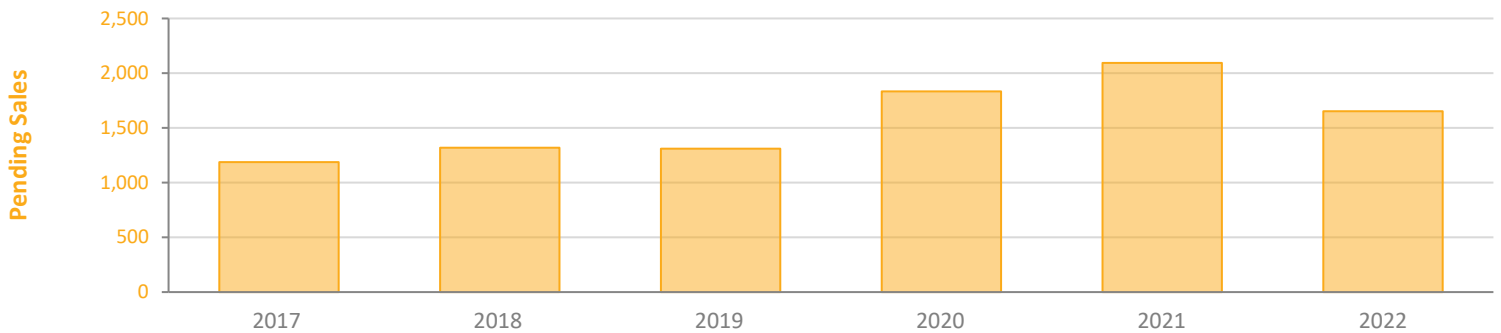


New Pending Sales

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

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.

Year	New Pending Sales	Percent Change Year-over-Year
2022	1,652	-21.1%
2021	2,093	14.1%
2020	1,835	40.0%
2019	1,311	-0.6%
2018	1,319	11.1%
2017	1,187	2.3%

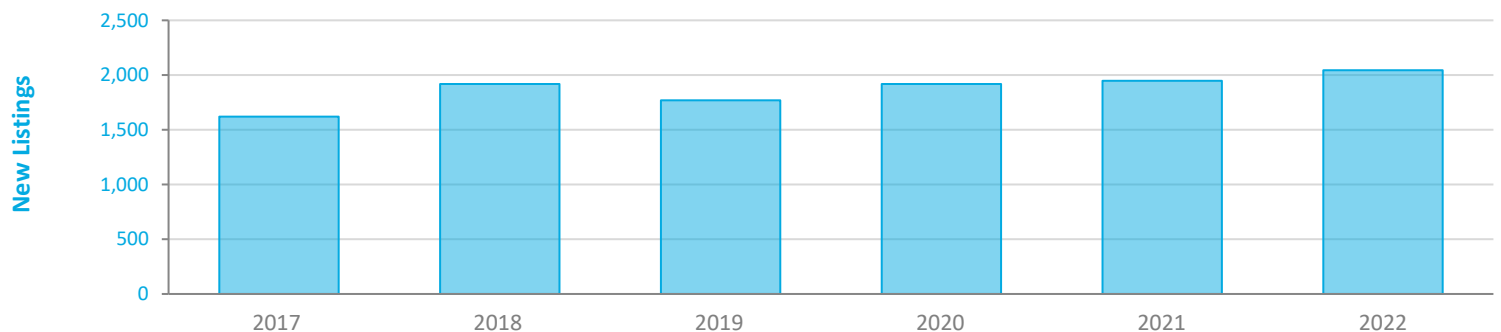


New Listings

The number of properties put onto the market during the year

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.

Year	New Listings	Percent Change Year-over-Year
2022	2,043	4.8%
2021	1,949	1.6%
2020	1,919	8.5%
2019	1,768	-7.9%
2018	1,919	18.5%
2017	1,620	-8.5%

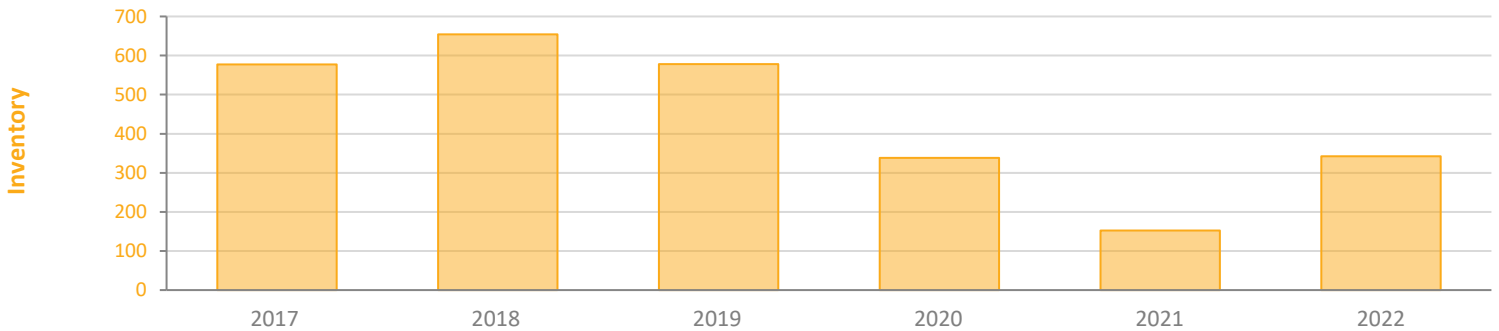


Inventory (Active Listings)

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

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 year, since it is the most current. 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.

Year	Inventory	Percent Change Year-over-Year
2022	342	125.0%
2021	152	-55.0%
2020	338	-41.5%
2019	578	-11.6%
2018	654	13.3%
2017	577	-5.6%

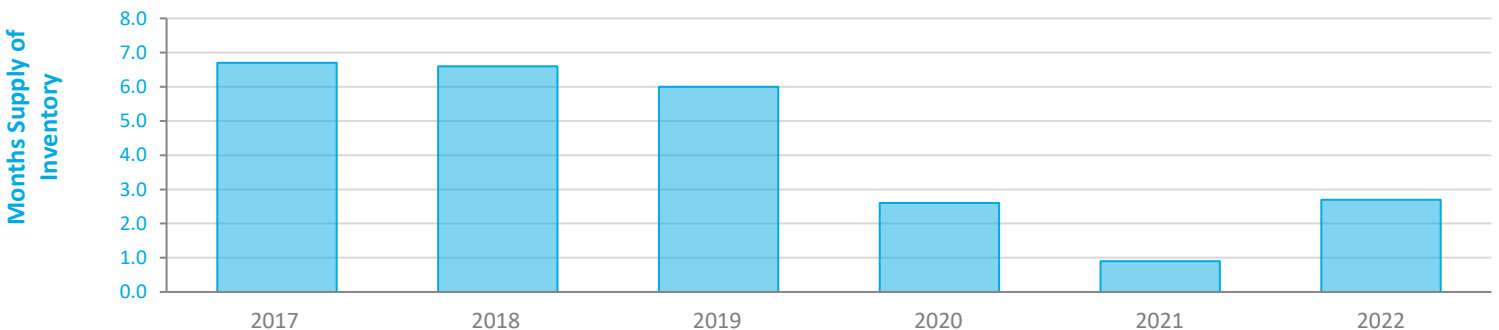


Months Supply of Inventory (Year-End)

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.

Year	Months Supply	Percent Change Year-over-Year
2022	2.7	200.0%
2021	0.9	-65.4%
2020	2.6	-56.7%
2019	6.0	-9.1%
2018	6.6	-1.5%
2017	6.7	-6.9%

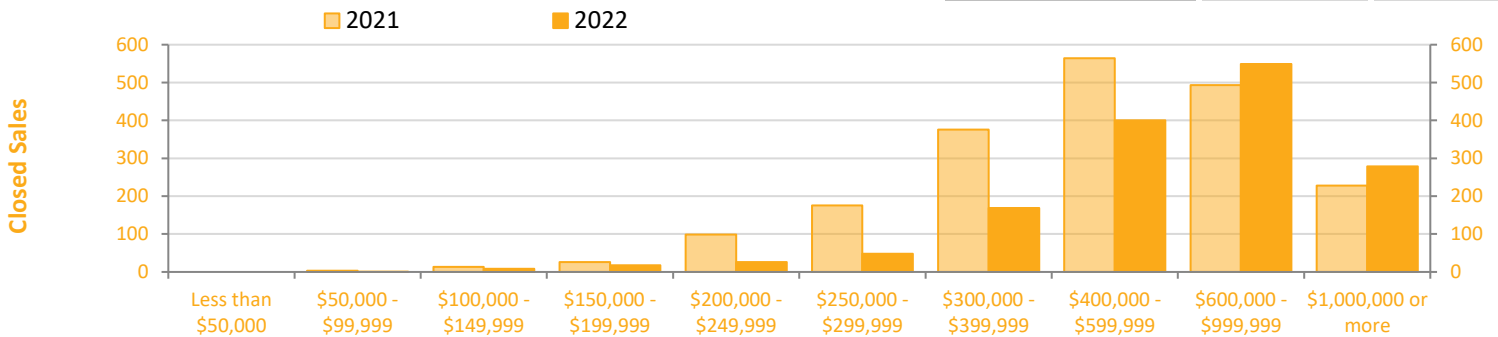


Closed Sales by Sale Price

The number of sales transactions which closed during the year

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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	-66.7%
\$100,000 - \$149,999	8	-38.5%
\$150,000 - \$199,999	18	-30.8%
\$200,000 - \$249,999	26	-73.7%
\$250,000 - \$299,999	48	-72.7%
\$300,000 - \$399,999	169	-55.1%
\$400,000 - \$599,999	400	-29.1%
\$600,000 - \$999,999	549	11.4%
\$1,000,000 or more	279	22.4%

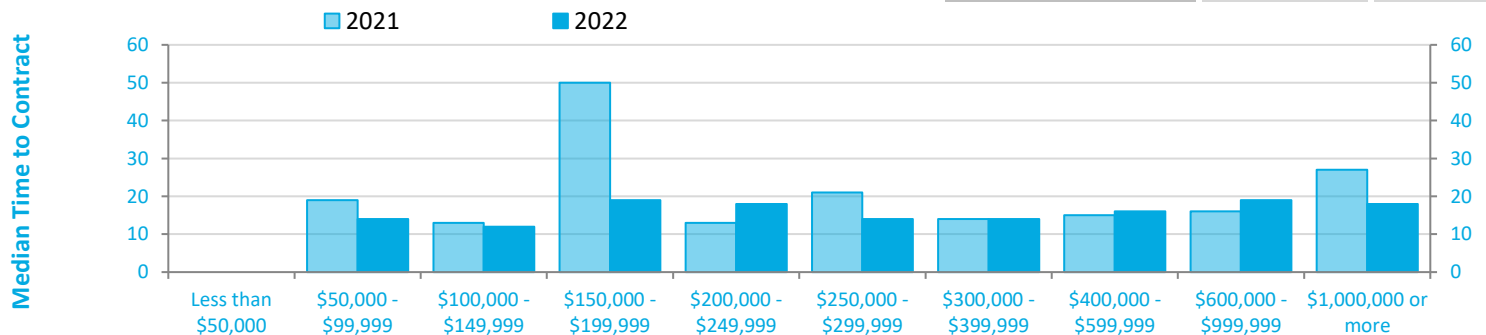


Median Time to Contract by Sale Price

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

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 year. 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	14 Days	-26.3%
\$100,000 - \$149,999	12 Days	-7.7%
\$150,000 - \$199,999	19 Days	-62.0%
\$200,000 - \$249,999	18 Days	38.5%
\$250,000 - \$299,999	14 Days	-33.3%
\$300,000 - \$399,999	14 Days	0.0%
\$400,000 - \$599,999	16 Days	6.7%
\$600,000 - \$999,999	19 Days	18.8%
\$1,000,000 or more	18 Days	-33.3%

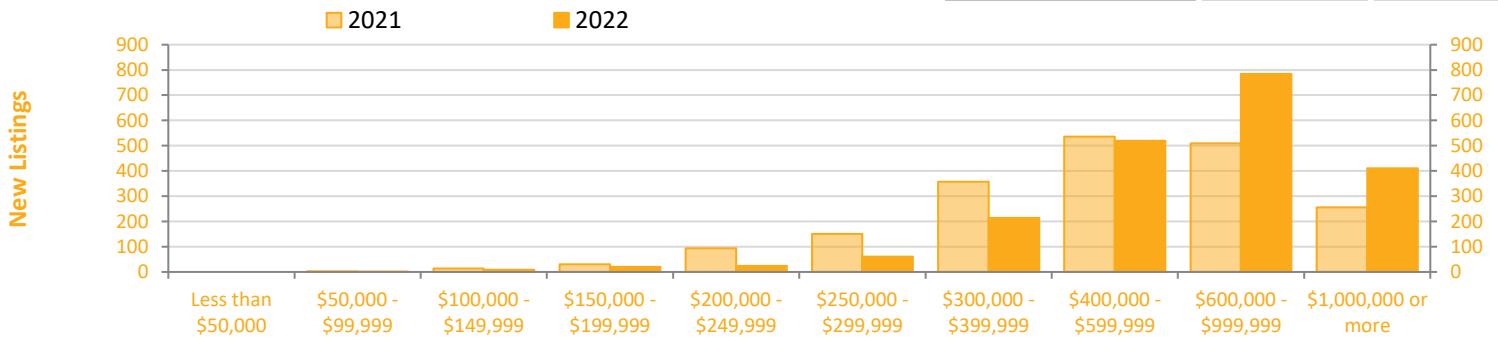


New Listings by Initial Listing Price

The number of properties put onto the market during the year

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	-50.0%
\$100,000 - \$149,999	9	-35.7%
\$150,000 - \$199,999	20	-33.3%
\$200,000 - \$249,999	24	-74.5%
\$250,000 - \$299,999	61	-59.6%
\$300,000 - \$399,999	214	-40.1%
\$400,000 - \$599,999	520	-3.0%
\$600,000 - \$999,999	784	54.0%
\$1,000,000 or more	410	60.2%

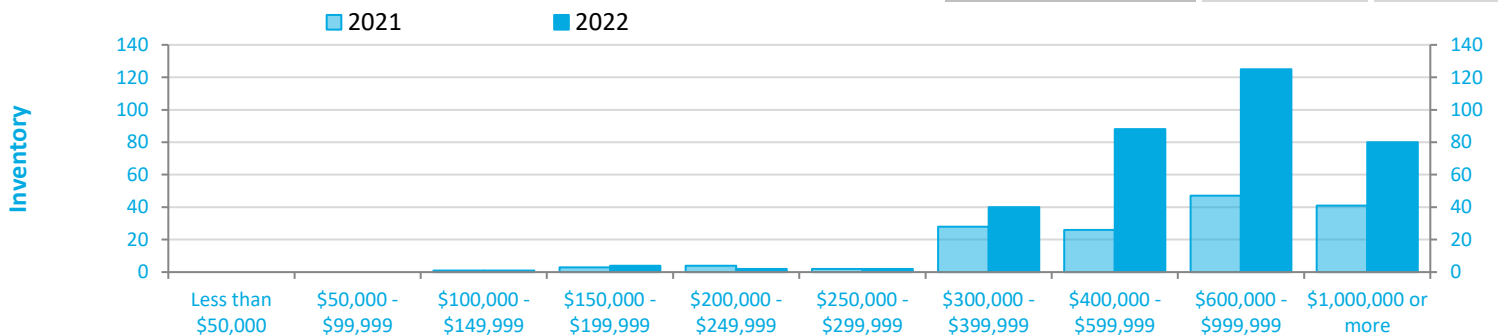


Inventory by Current Listing Price

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

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 year, since it is the most current. 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.

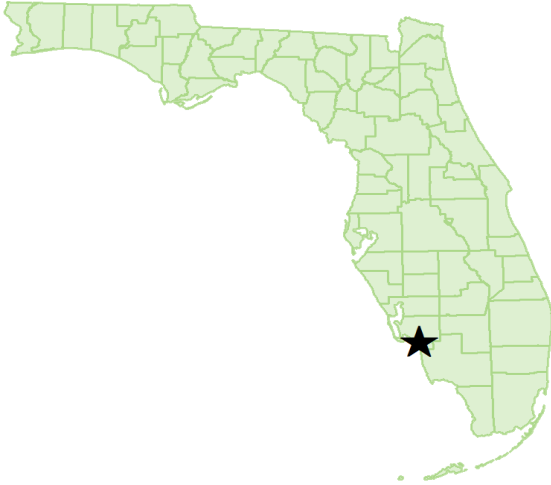
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	4	33.3%
\$200,000 - \$249,999	2	-50.0%
\$250,000 - \$299,999	2	0.0%
\$300,000 - \$399,999	40	42.9%
\$400,000 - \$599,999	88	238.5%
\$600,000 - \$999,999	125	166.0%
\$1,000,000 or more	80	95.1%



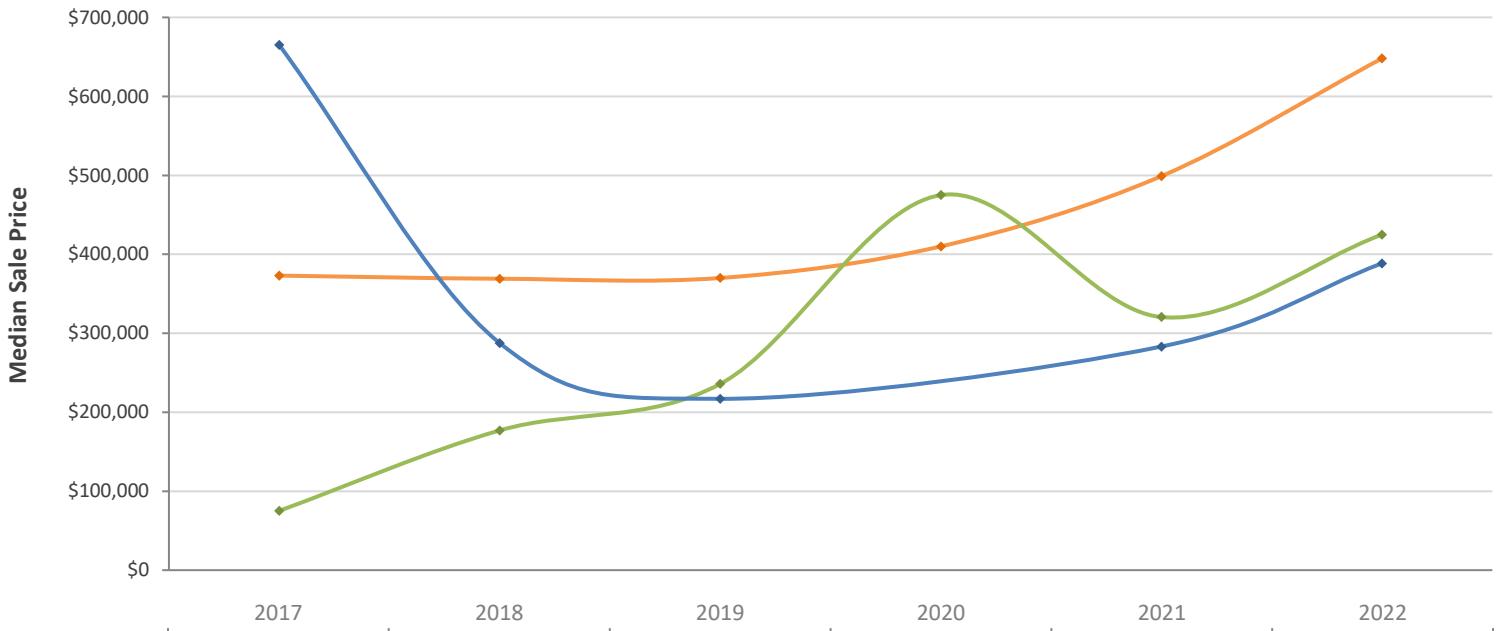
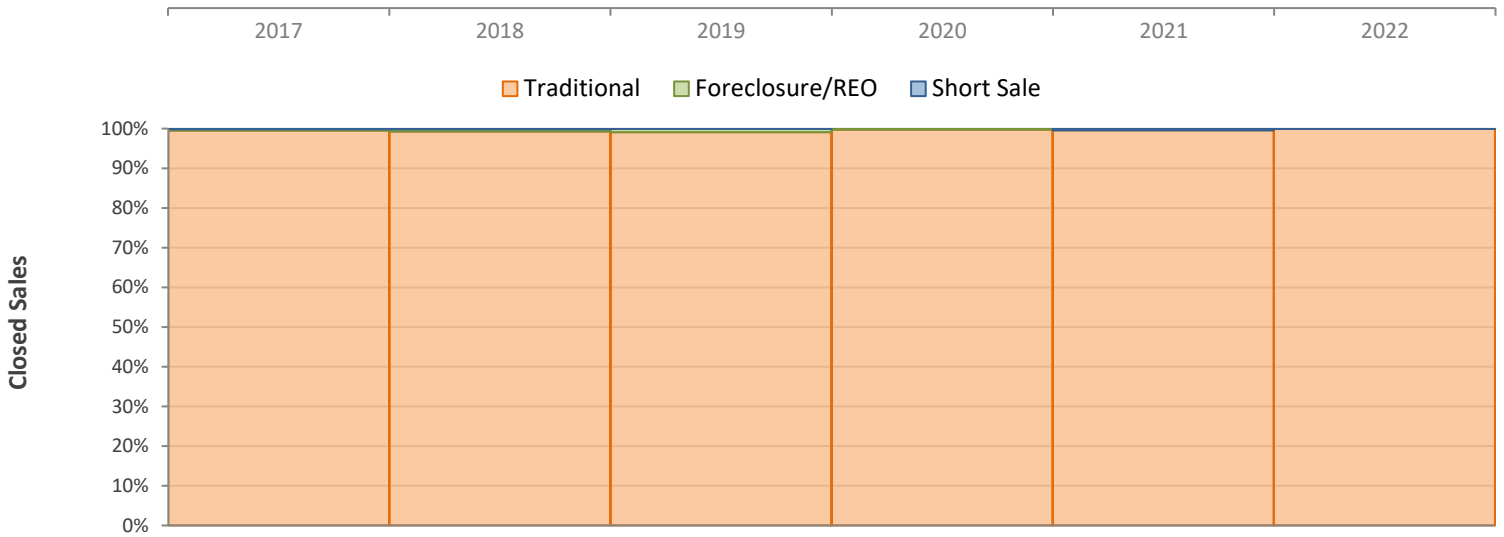
Yearly Distressed Market - 2022

Single-Family Homes

Bonita Springs-Estero REALTORS®



		2022	2021	Percent Change Year-over-Year
Traditional	Closed Sales	1,496	1,969	-24.0%
	Median Sale Price	\$648,000	\$499,000	29.9%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$425,000	\$320,500	32.6%
Short Sale	Closed Sales	1	8	-87.5%
	Median Sale Price	\$388,556	\$283,200	37.2%

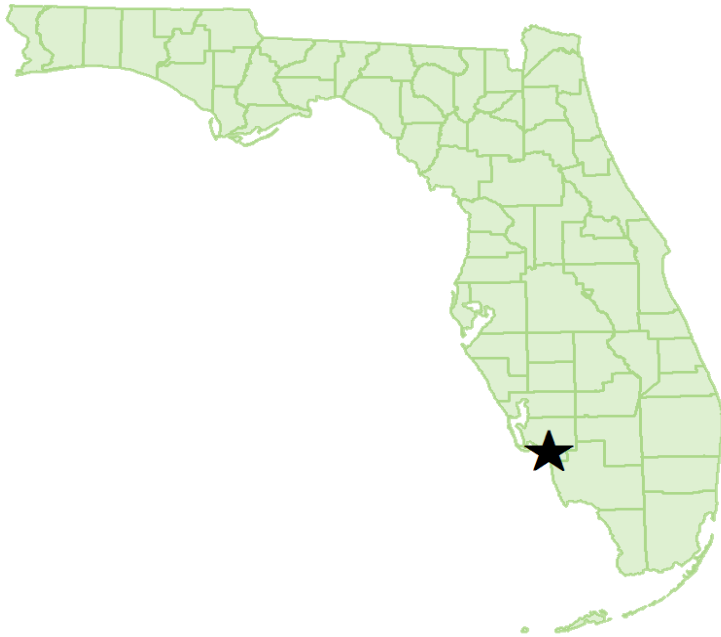


Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Friday, January 20, 2023. Next yearly data release is TBD.

Yearly Market Detail - 2022

Townhouses and Condos

Bonita Springs-Estero REALTORS®



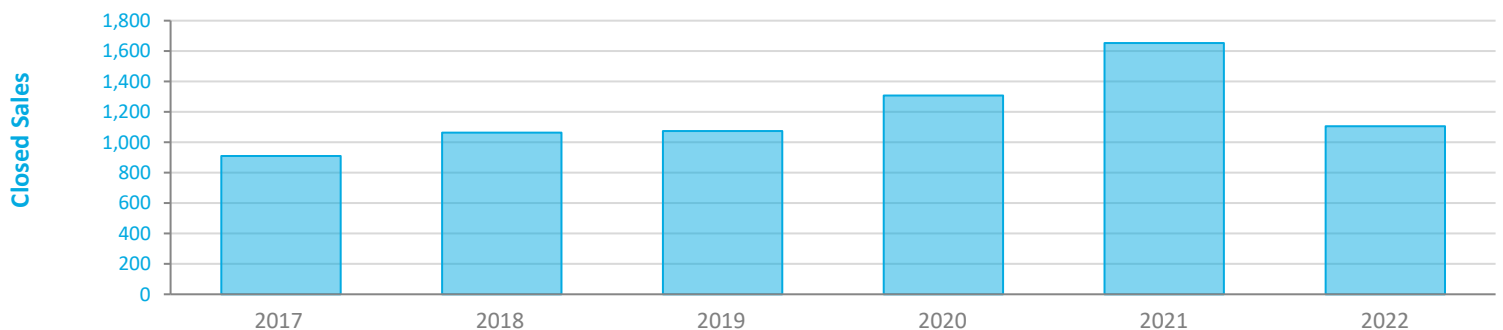
Summary Statistics	2022	2021	Percent Change Year-over-Year
Closed Sales	1,105	1,653	-33.2%
Paid in Cash	722	1,001	-27.9%
Median Sale Price	\$426,000	\$335,000	27.2%
Average Sale Price	\$502,953	\$398,693	26.2%
Dollar Volume	\$555.8 Million	\$659.0 Million	-15.7%
Median Percent of Original List Price Received	100.0%	99.7%	0.3%
Median Time to Contract	13 Days	16 Days	-18.8%
Median Time to Sale	56 Days	61 Days	-8.2%
New Pending Sales	1,178	1,777	-33.7%
New Listings	1,386	1,510	-8.2%
Pending Inventory	132	145	-9.0%
Inventory (Active Listings)	220	67	228.4%
Months Supply of Inventory	2.4	0.5	380.0%

Closed Sales

The number of sales transactions which closed during the year

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.

Year	Closed Sales	Percent Change Year-over-Year
2022	1,105	-33.2%
2021	1,653	26.5%
2020	1,307	21.8%
2019	1,073	0.9%
2018	1,063	16.8%
2017	910	17.6%

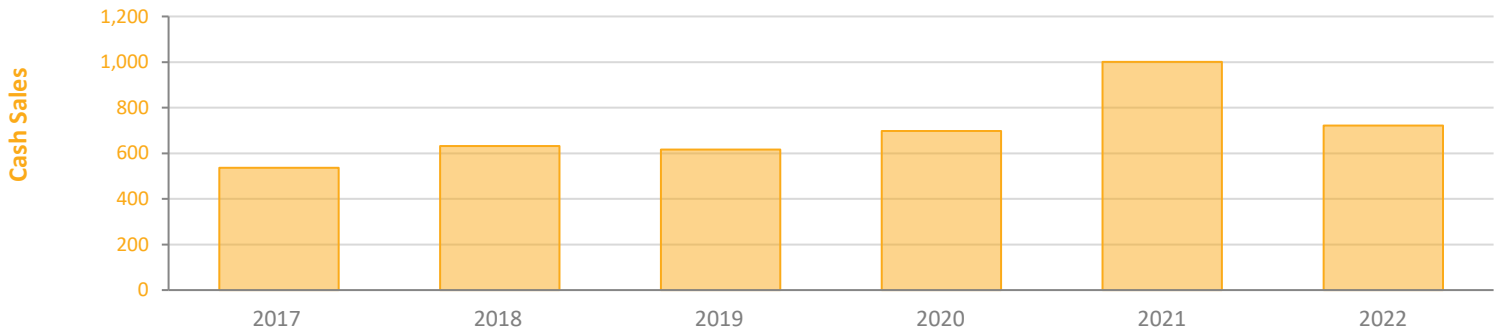


Cash Sales

The number of Closed Sales during the year 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.

Year	Cash Sales	Percent Change Year-over-Year
2022	722	-27.9%
2021	1,001	43.4%
2020	698	13.3%
2019	616	-2.5%
2018	632	17.7%
2017	537	10.5%

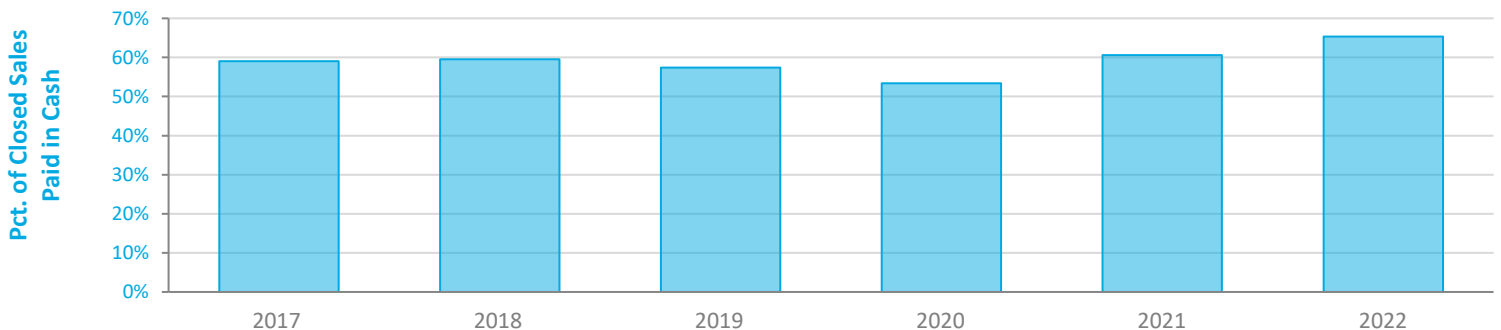


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the year 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 year involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Year	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
2022	65.3%	7.8%
2021	60.6%	13.5%
2020	53.4%	-7.0%
2019	57.4%	-3.5%
2018	59.5%	0.8%
2017	59.0%	-6.1%

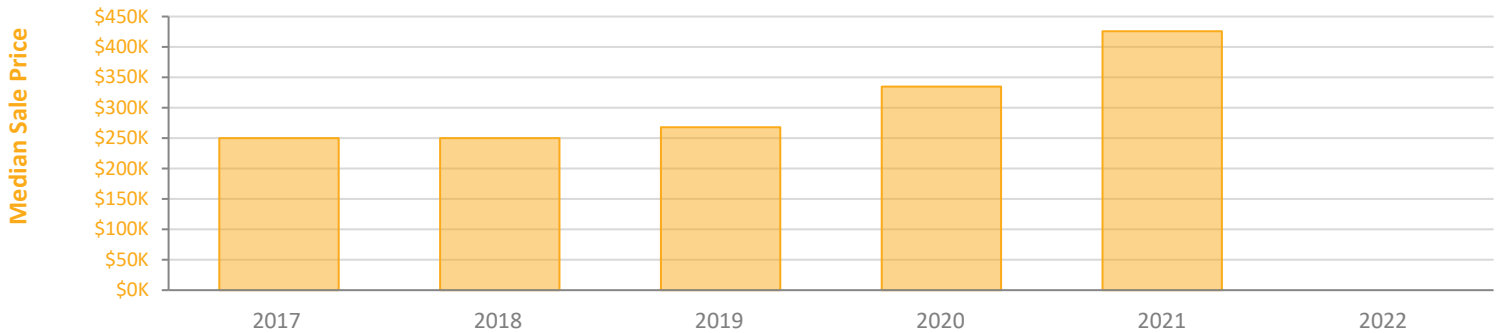


Median Sale Price

The median sale price reported for the year (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 year, and the mix of the types of homes that sell can change over time.

Year	Median Sale Price	Percent Change Year-over-Year
2022	\$426,000	27.2%
2021	\$335,000	25.1%
2020	\$267,750	7.1%
2019	\$250,000	0.0%
2018	\$250,000	5.0%
2017	\$238,000	-6.4%

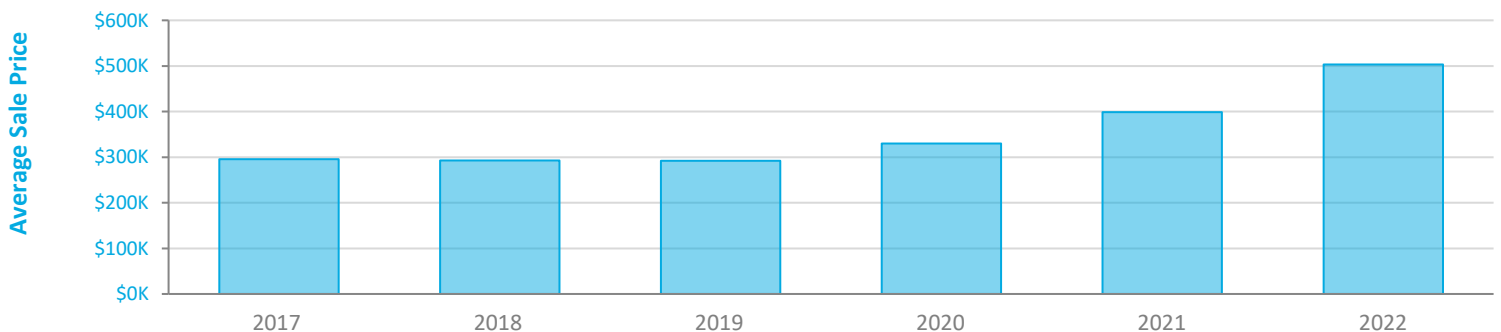


Average Sale Price

The average sale price reported for the year (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.

Year	Average Sale Price	Percent Change Year-over-Year
2022	\$502,953	26.2%
2021	\$398,693	20.7%
2020	\$330,185	13.1%
2019	\$292,043	-0.1%
2018	\$292,454	-0.9%
2017	\$295,221	-9.8%

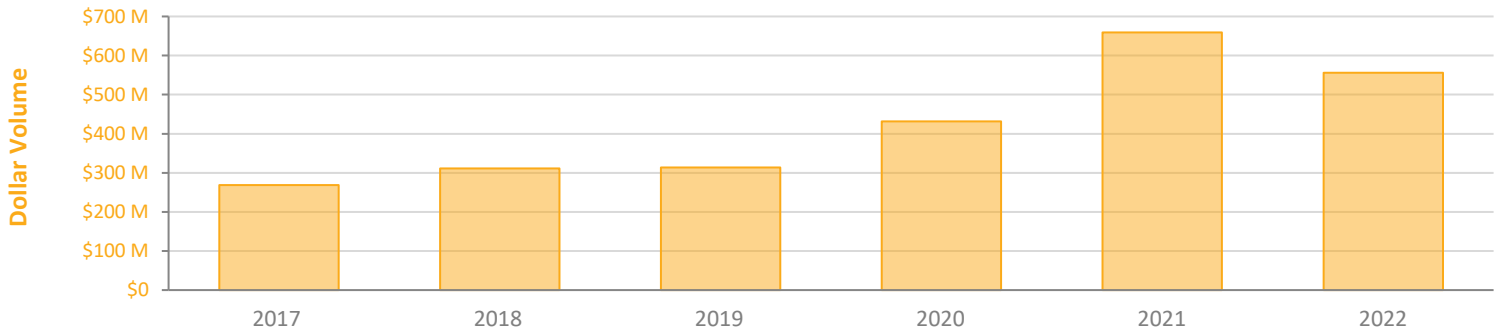


Dollar Volume

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

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.

Year	Dollar Volume	Percent Change Year-over-Year
2022	\$555.8 Million	-15.7%
2021	\$659.0 Million	52.7%
2020	\$431.6 Million	37.7%
2019	\$313.4 Million	0.8%
2018	\$310.9 Million	15.7%
2017	\$268.7 Million	6.1%

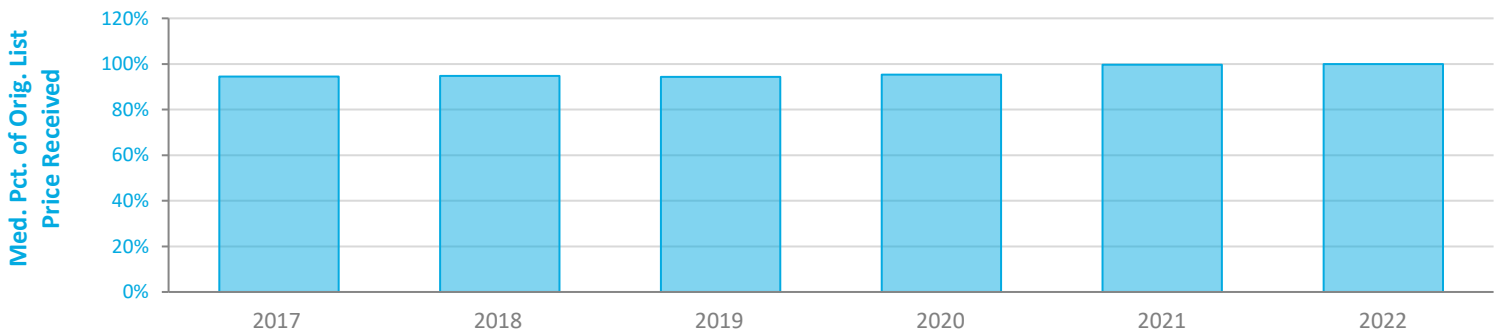


Median Percent of Original List Price Received

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

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.

Year	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
2022	100.0%	0.3%
2021	99.7%	4.6%
2020	95.3%	1.1%
2019	94.3%	-0.4%
2018	94.7%	0.3%
2017	94.4%	-0.8%

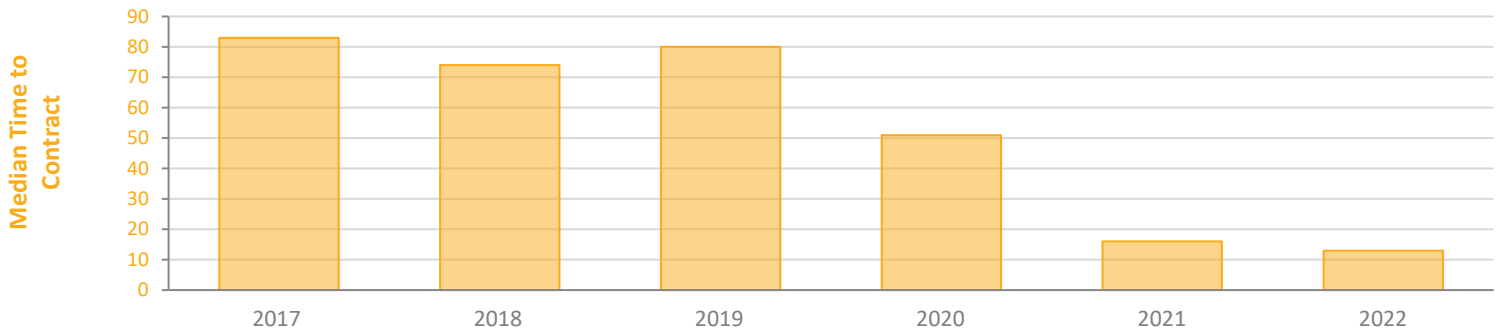


Median Time to Contract

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

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 year. 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.

Year	Median Time to Contract	Percent Change Year-over-Year
2022	13 Days	-18.8%
2021	16 Days	-68.6%
2020	51 Days	-36.3%
2019	80 Days	8.1%
2018	74 Days	-10.8%
2017	83 Days	31.7%

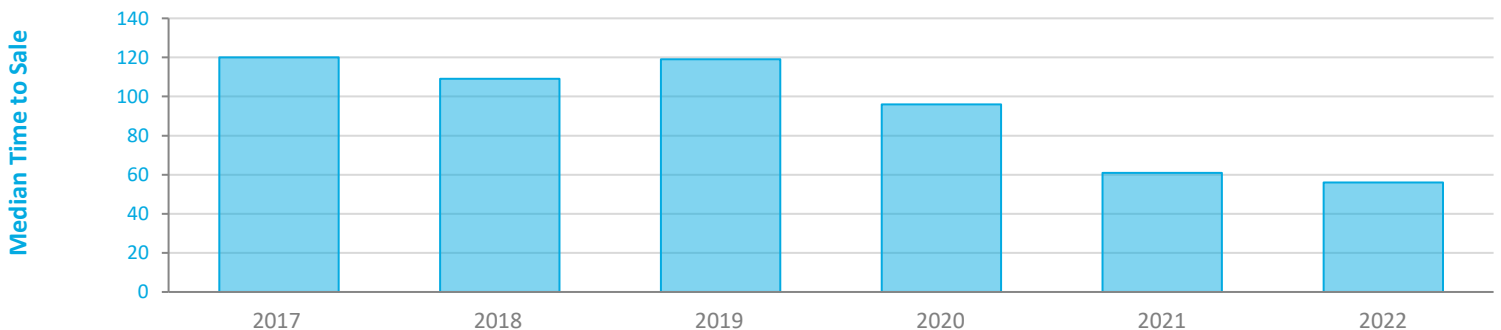


Median Time to Sale

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

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.

Year	Median Time to Sale	Percent Change Year-over-Year
2022	56 Days	-8.2%
2021	61 Days	-36.5%
2020	96 Days	-19.3%
2019	119 Days	9.2%
2018	109 Days	-9.2%
2017	120 Days	8.1%

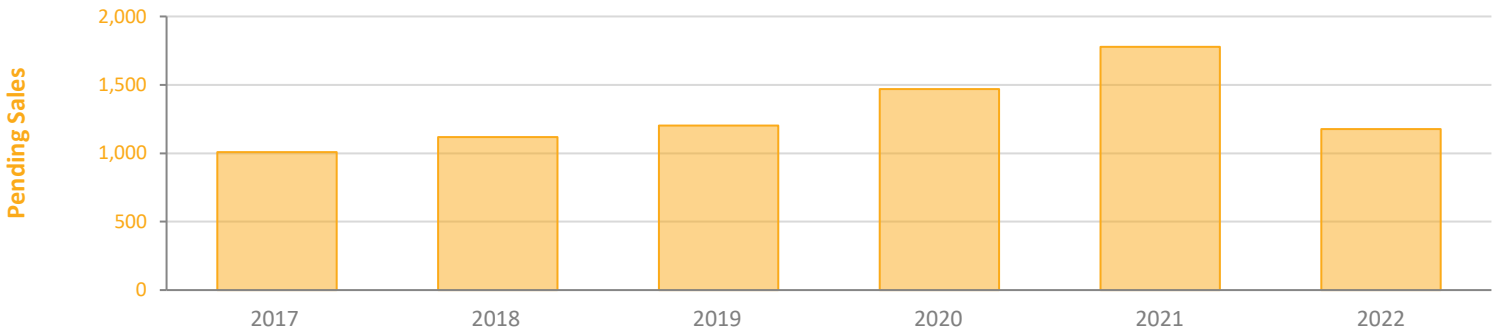


New Pending Sales

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

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.

Year	New Pending Sales	Percent Change Year-over-Year
2022	1,178	-33.7%
2021	1,777	21.0%
2020	1,469	22.1%
2019	1,203	7.6%
2018	1,118	10.8%
2017	1,009	23.5%

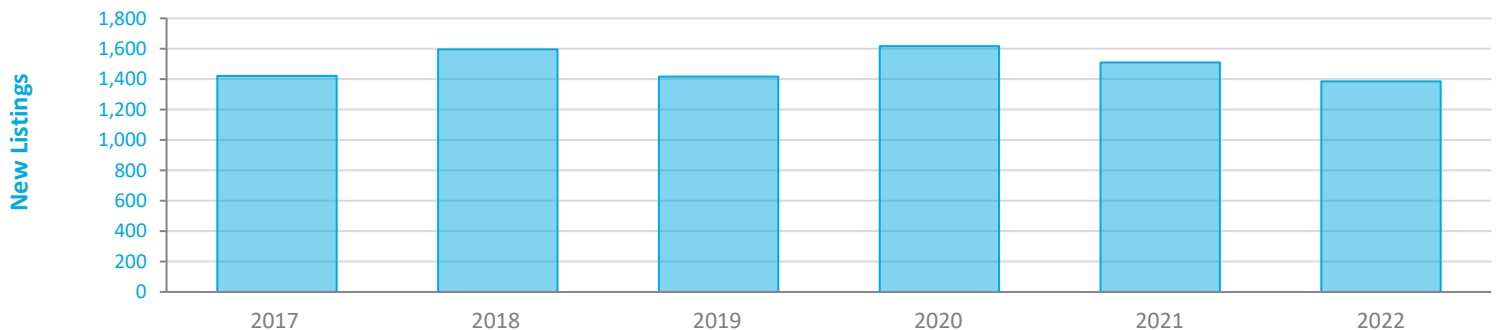


New Listings

The number of properties put onto the market during the year

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.

Year	New Listings	Percent Change Year-over-Year
2022	1,386	-8.2%
2021	1,510	-6.6%
2020	1,616	14.0%
2019	1,417	-11.3%
2018	1,597	12.3%
2017	1,422	8.5%

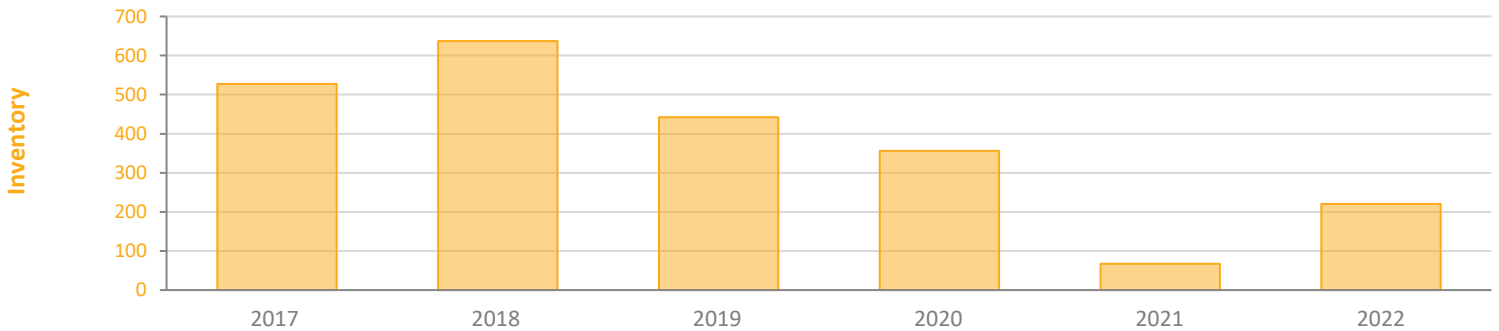


Inventory (Active Listings)

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

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 year, since it is the most current. 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.

Year	Inventory	Percent Change Year-over-Year
2022	220	228.4%
2021	67	-81.2%
2020	356	-19.5%
2019	442	-30.6%
2018	637	20.9%
2017	527	0.2%

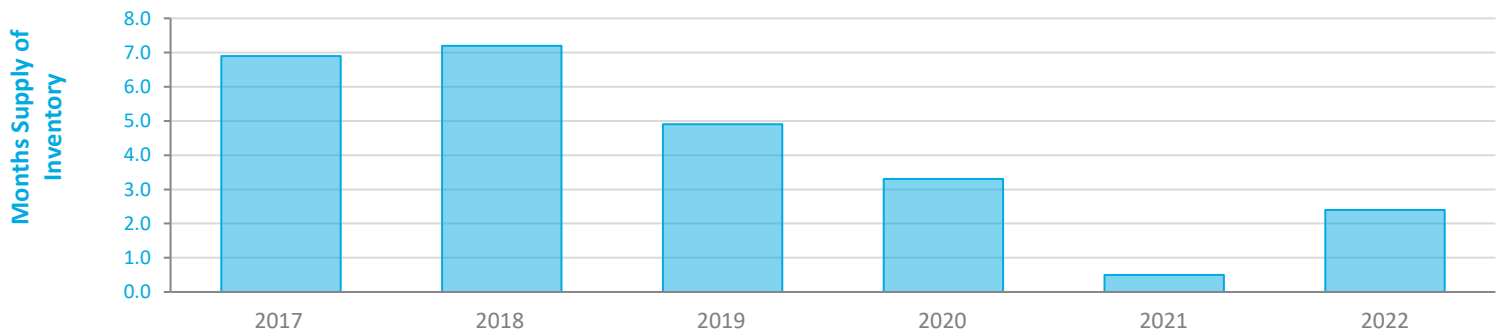


Months Supply of Inventory (Year-End)

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.

Year	Months Supply	Percent Change Year-over-Year
2022	2.4	380.0%
2021	0.5	-84.8%
2020	3.3	-32.7%
2019	4.9	-31.9%
2018	7.2	4.3%
2017	6.9	-15.9%

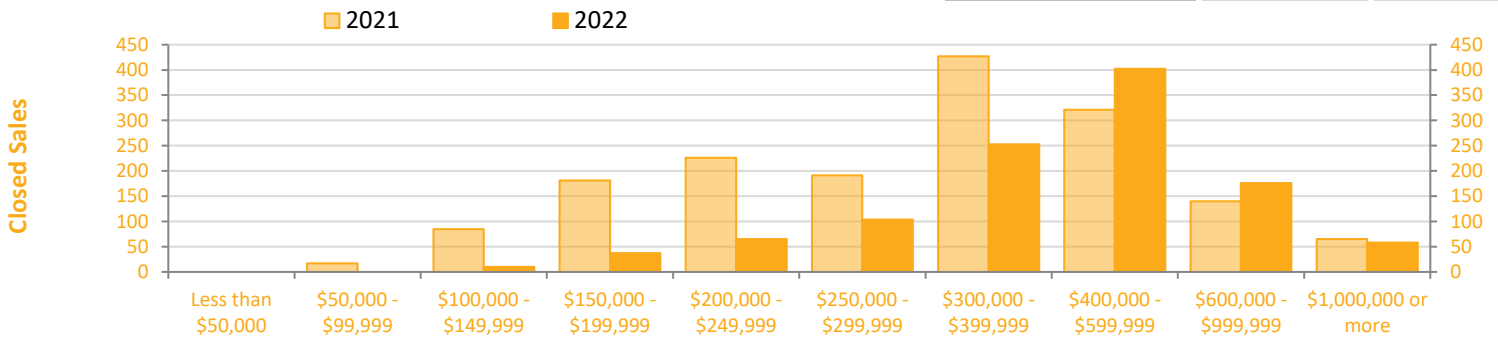


Closed Sales by Sale Price

The number of sales transactions which closed during the year

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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	10	-88.2%
\$150,000 - \$199,999	37	-79.6%
\$200,000 - \$249,999	65	-71.2%
\$250,000 - \$299,999	104	-45.5%
\$300,000 - \$399,999	253	-40.7%
\$400,000 - \$599,999	402	25.2%
\$600,000 - \$999,999	176	25.7%
\$1,000,000 or more	58	-10.8%

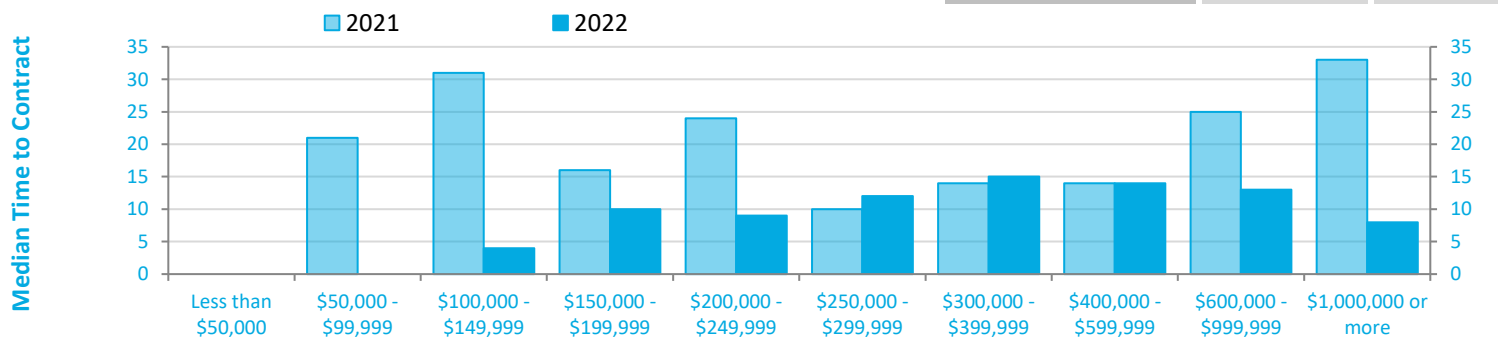


Median Time to Contract by Sale Price

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

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 year. 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	(No Sales)	N/A
\$100,000 - \$149,999	4 Days	-87.1%
\$150,000 - \$199,999	10 Days	-37.5%
\$200,000 - \$249,999	9 Days	-62.5%
\$250,000 - \$299,999	12 Days	20.0%
\$300,000 - \$399,999	15 Days	7.1%
\$400,000 - \$599,999	14 Days	0.0%
\$600,000 - \$999,999	13 Days	-48.0%
\$1,000,000 or more	8 Days	-75.8%

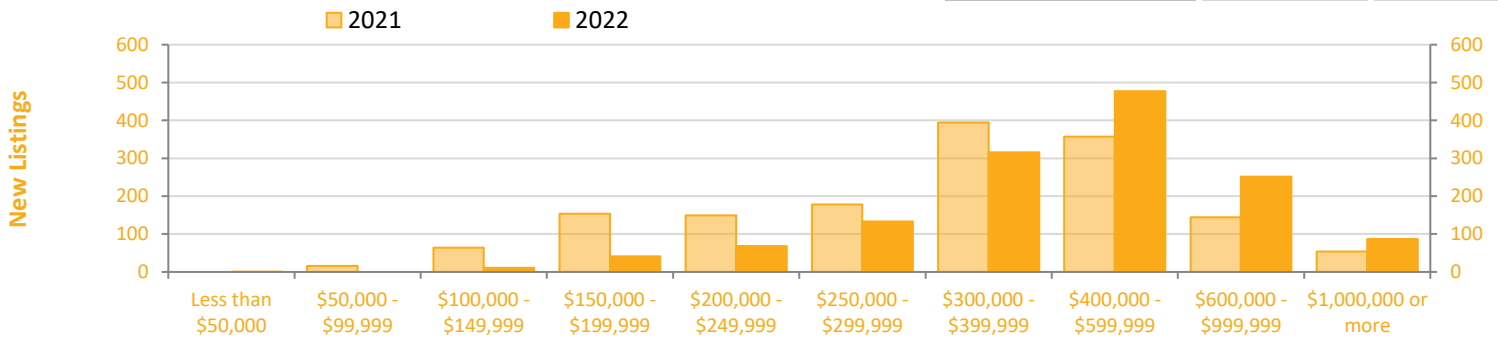


New Listings by Initial Listing Price

The number of properties put onto the market during the year

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	1	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	11	-82.8%
\$150,000 - \$199,999	41	-73.4%
\$200,000 - \$249,999	68	-54.4%
\$250,000 - \$299,999	133	-25.3%
\$300,000 - \$399,999	316	-19.8%
\$400,000 - \$599,999	477	33.6%
\$600,000 - \$999,999	252	75.0%
\$1,000,000 or more	87	61.1%

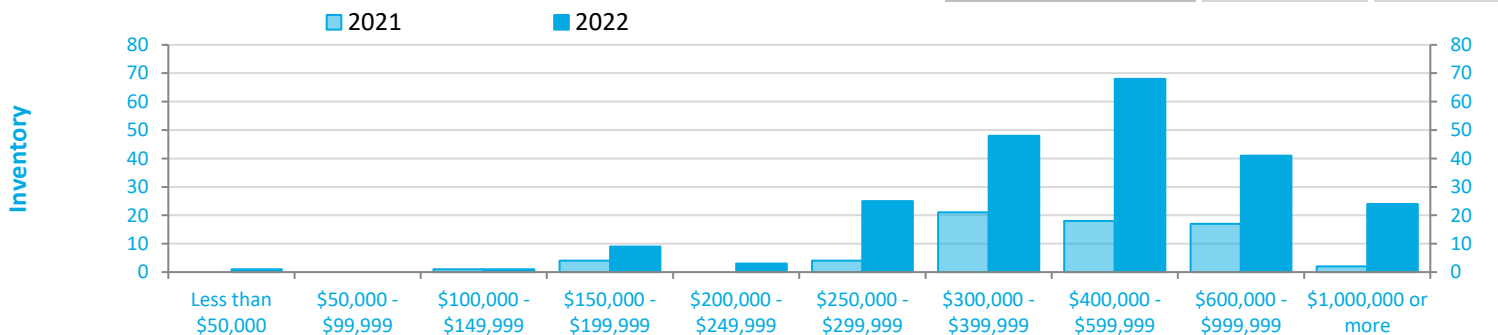


Inventory by Current Listing Price

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

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 year, since it is the most current. 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.

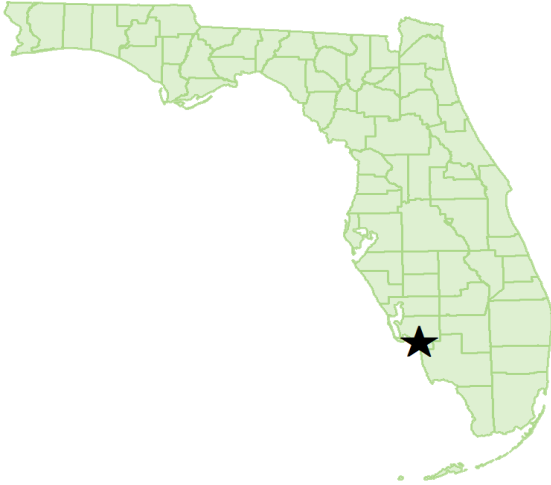
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	9	125.0%
\$200,000 - \$249,999	3	N/A
\$250,000 - \$299,999	25	525.0%
\$300,000 - \$399,999	48	128.6%
\$400,000 - \$599,999	68	277.8%
\$600,000 - \$999,999	41	141.2%
\$1,000,000 or more	24	1100.0%



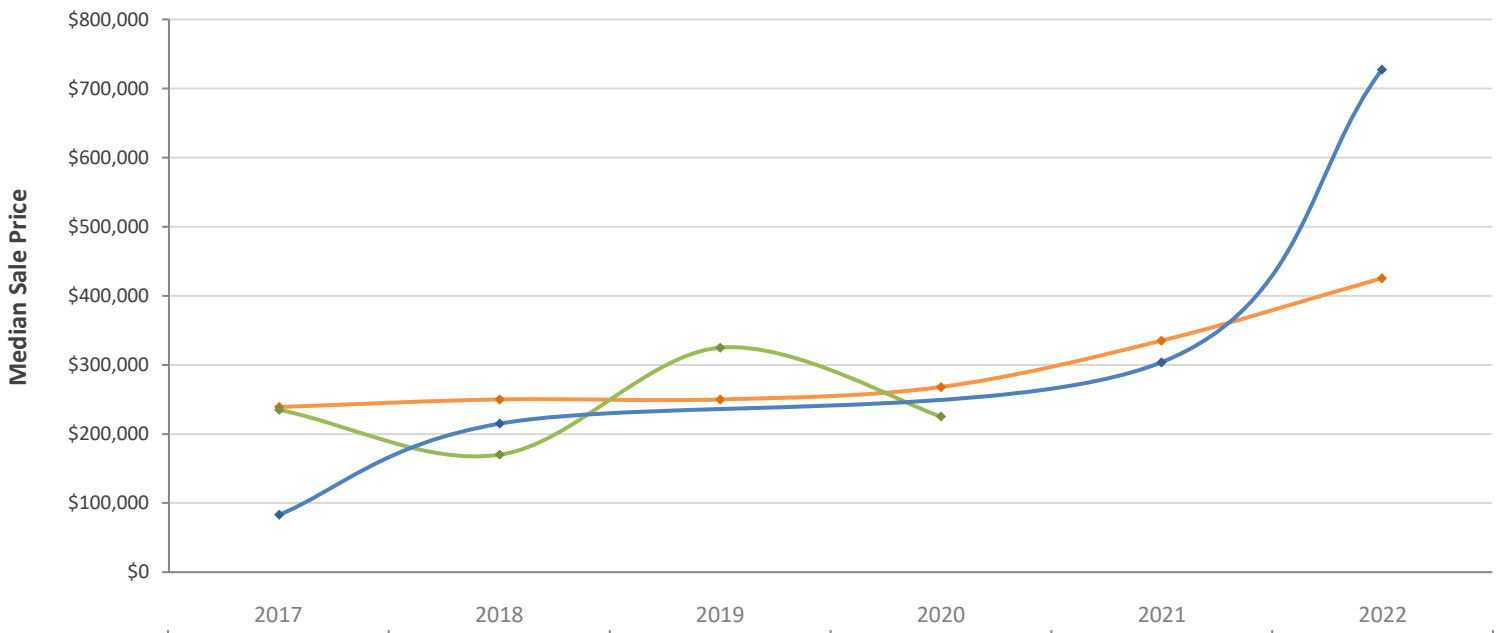
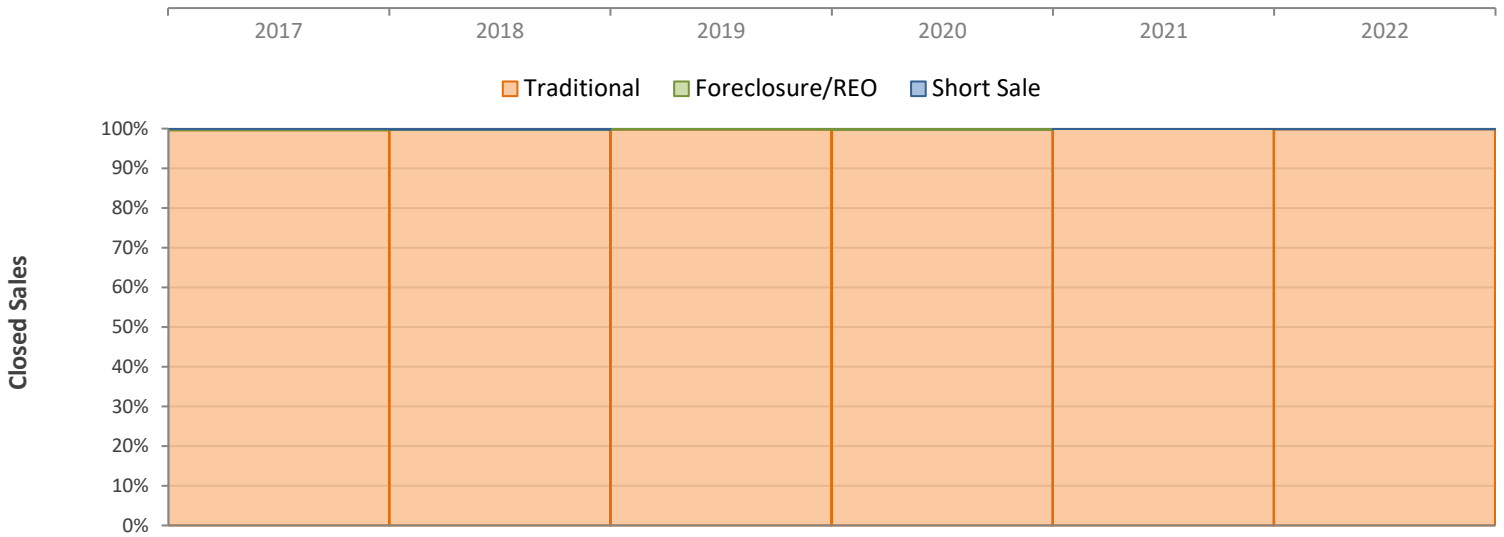
Yearly Distressed Market - 2022

Townhouses and Condos

Bonita Springs-Estero REALTORS®



		2022	2021	Percent Change Year-over-Year
Traditional	Closed Sales	1,103	1,651	-33.2%
	Median Sale Price	\$425,500	\$335,000	27.0%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$727,500	\$303,750	139.5%

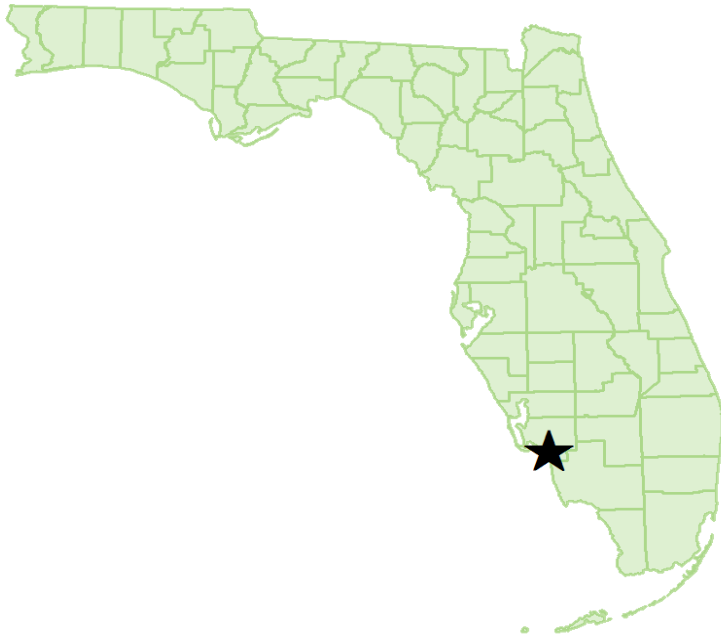


Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Friday, January 20, 2023. Next yearly data release is TBD.

Yearly Market Detail - 2022

Manufactured Homes

Bonita Springs-Estero REALTORS®



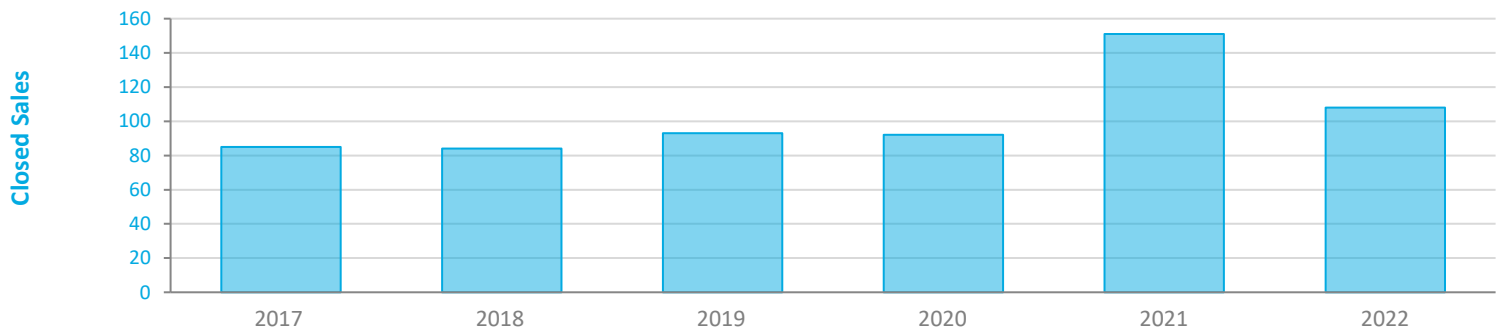
Summary Statistics	2022	2021	Percent Change Year-over-Year
Closed Sales	108	151	-28.5%
Paid in Cash	104	134	-22.4%
Median Sale Price	\$175,000	\$127,000	37.8%
Average Sale Price	\$176,233	\$135,846	29.7%
Dollar Volume	\$19.0 Million	\$20.5 Million	-7.2%
Median Percent of Original List Price Received	97.6%	95.8%	1.9%
Median Time to Contract	16 Days	36 Days	-55.6%
Median Time to Sale	49 Days	80 Days	-38.8%
New Pending Sales	111	159	-30.2%
New Listings	131	139	-5.8%
Pending Inventory	7	10	-30.0%
Inventory (Active Listings)	17	13	30.8%
Months Supply of Inventory	1.9	1.0	90.0%

Closed Sales

The number of sales transactions which closed during the year

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.

Year	Closed Sales	Percent Change Year-over-Year
2022	108	-28.5%
2021	151	64.1%
2020	92	-1.1%
2019	93	10.7%
2018	84	-1.2%
2017	85	4.9%

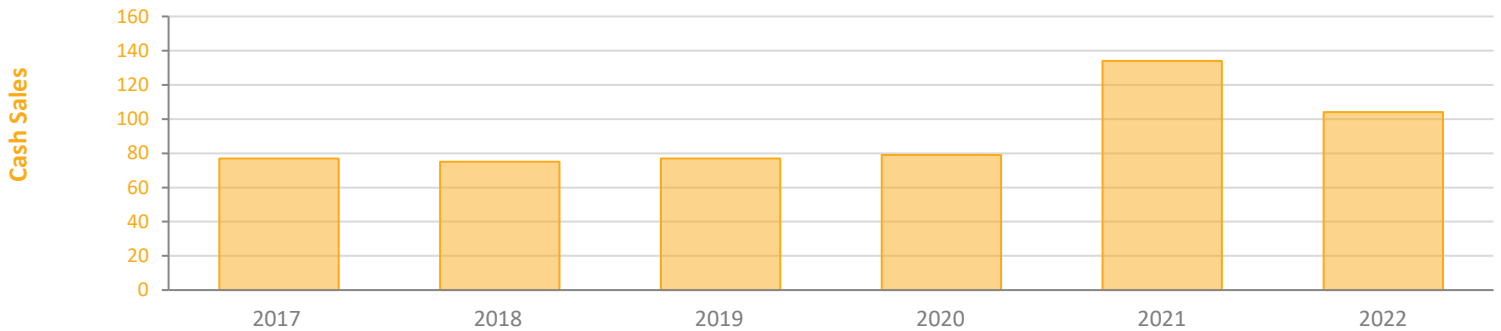


Cash Sales

The number of Closed Sales during the year 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.

Year	Cash Sales	Percent Change Year-over-Year
2022	104	-22.4%
2021	134	69.6%
2020	79	2.6%
2019	77	2.7%
2018	75	-2.6%
2017	77	10.0%

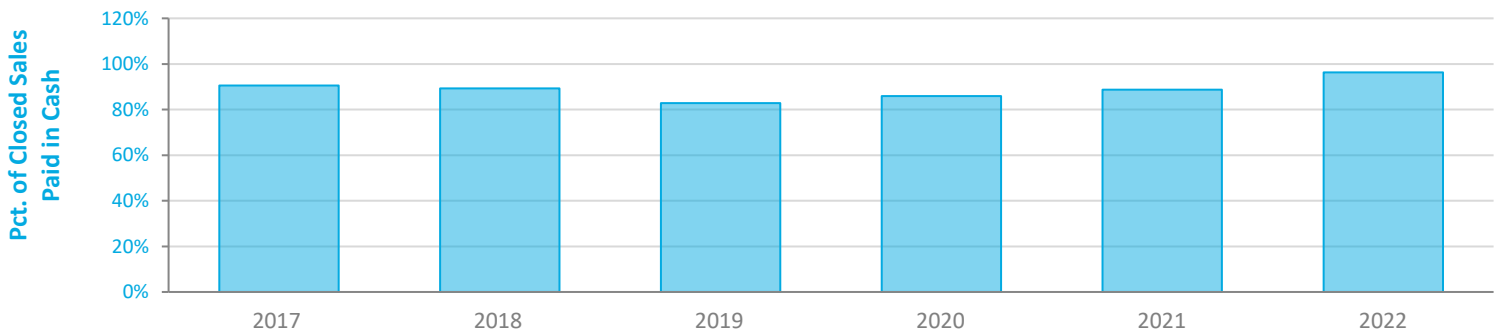


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the year 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 year involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Year	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
2022	96.3%	8.6%
2021	88.7%	3.3%
2020	85.9%	3.7%
2019	82.8%	-7.3%
2018	89.3%	-1.4%
2017	90.6%	4.9%

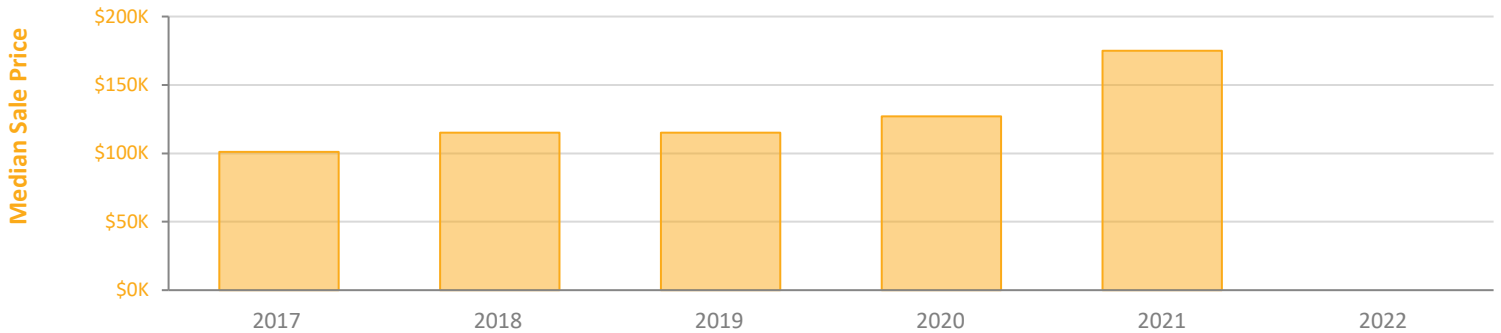


Median Sale Price

The median sale price reported for the year (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 year, and the mix of the types of homes that sell can change over time.

Year	Median Sale Price	Percent Change Year-over-Year
2022	\$175,000	37.8%
2021	\$127,000	10.4%
2020	\$115,000	0.0%
2019	\$115,000	13.9%
2018	\$101,000	6.3%
2017	\$95,000	0.0%

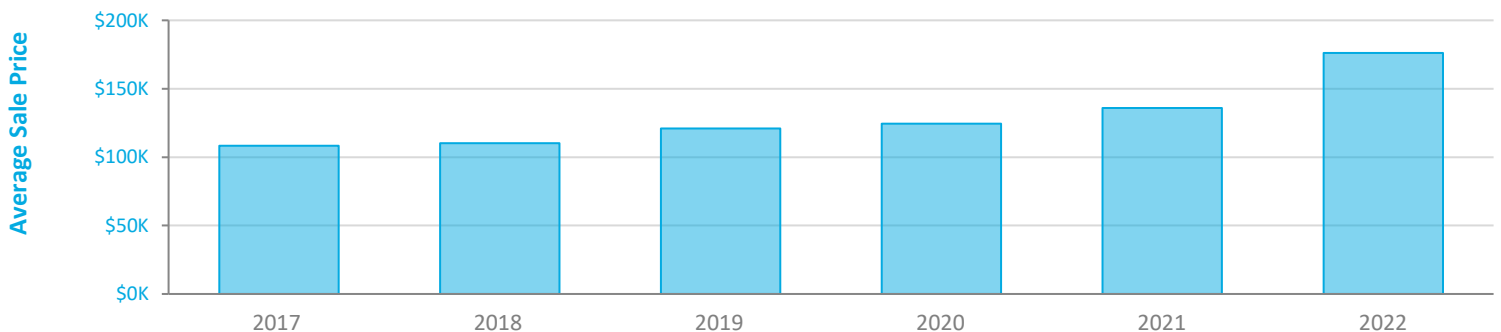


Average Sale Price

The average sale price reported for the year (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.

Year	Average Sale Price	Percent Change Year-over-Year
2022	\$176,233	29.7%
2021	\$135,846	9.1%
2020	\$124,476	2.8%
2019	\$121,039	9.9%
2018	\$110,149	1.8%
2017	\$108,224	3.6%

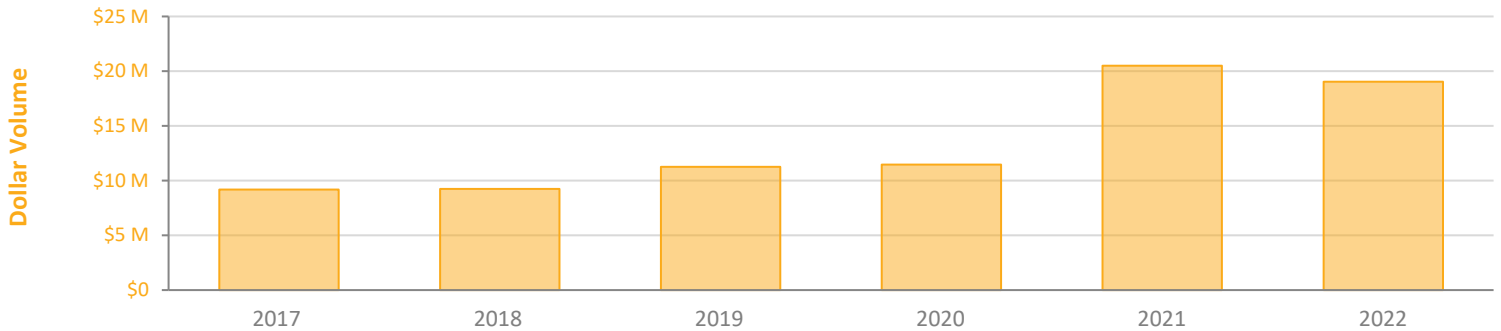


Dollar Volume

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

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.

Year	Dollar Volume	Percent Change Year-over-Year
2022	\$19.0 Million	-7.2%
2021	\$20.5 Million	79.1%
2020	\$11.5 Million	1.7%
2019	\$11.3 Million	21.7%
2018	\$9.3 Million	0.6%
2017	\$9.2 Million	8.7%

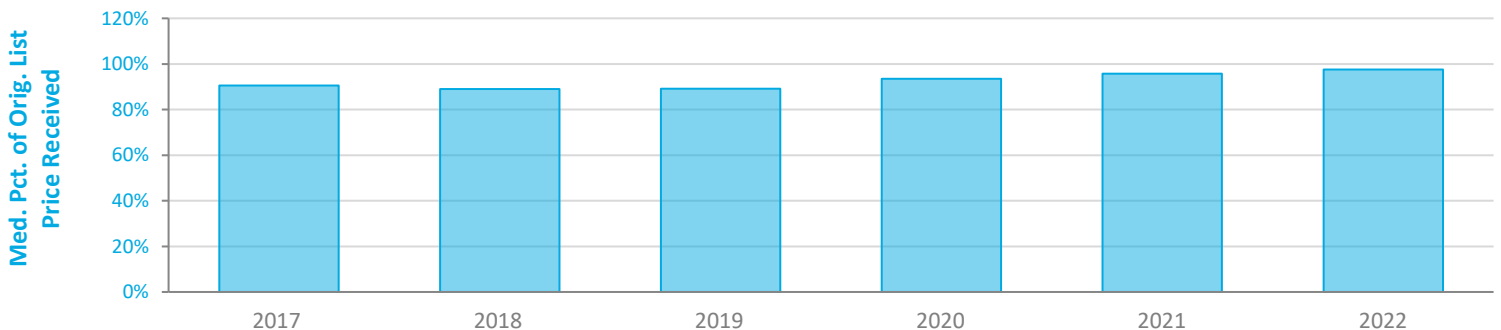


Median Percent of Original List Price Received

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

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.

Year	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
2022	97.6%	1.9%
2021	95.8%	2.5%
2020	93.5%	4.9%
2019	89.1%	0.1%
2018	89.0%	-1.7%
2017	90.5%	-0.7%

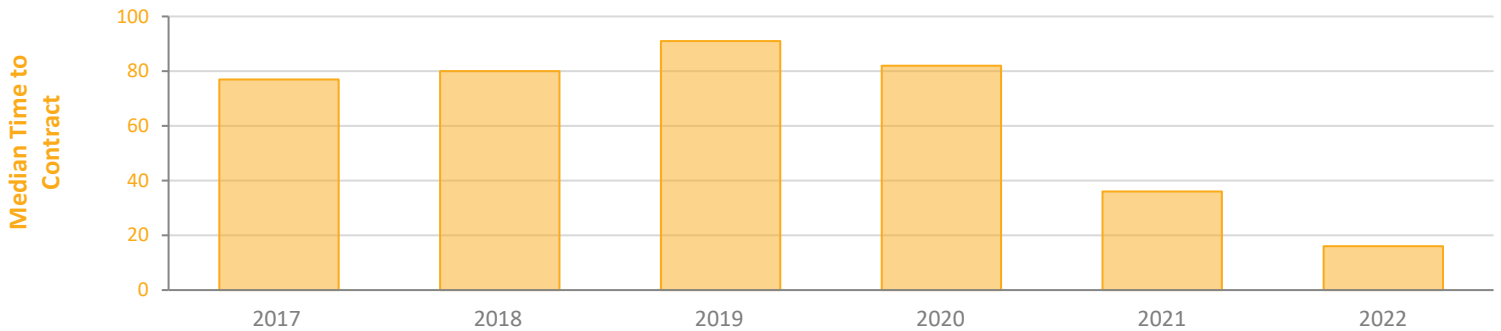


Median Time to Contract

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

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 year. 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.

Year	Median Time to Contract	Percent Change Year-over-Year
2022	16 Days	-55.6%
2021	36 Days	-56.1%
2020	82 Days	-9.9%
2019	91 Days	13.8%
2018	80 Days	3.9%
2017	77 Days	-9.4%

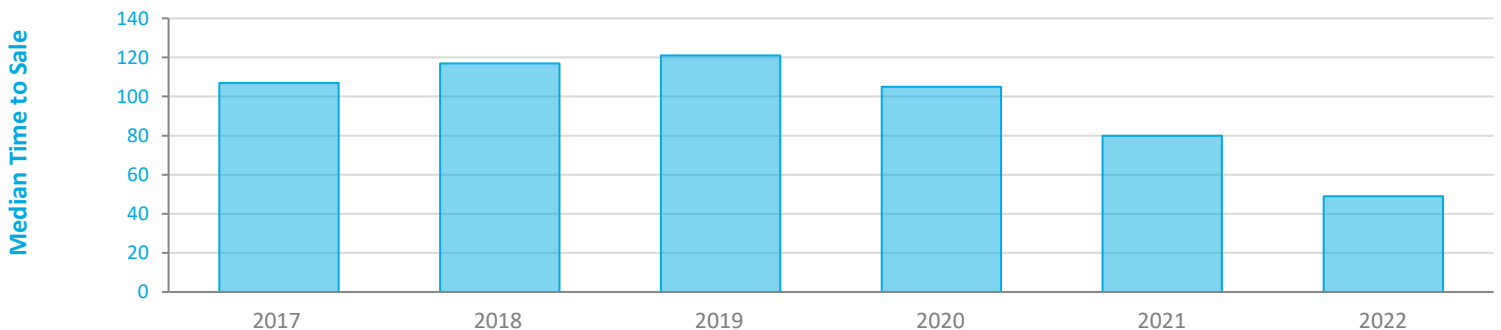


Median Time to Sale

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

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.

Year	Median Time to Sale	Percent Change Year-over-Year
2022	49 Days	-38.8%
2021	80 Days	-23.8%
2020	105 Days	-13.2%
2019	121 Days	3.4%
2018	117 Days	9.3%
2017	107 Days	-8.5%

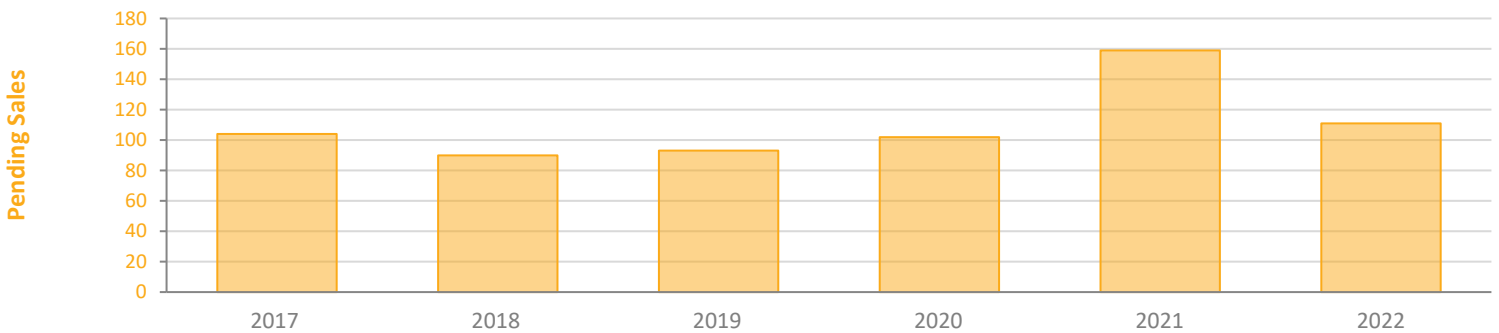


New Pending Sales

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

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.

Year	New Pending Sales	Percent Change Year-over-Year
2022	111	-30.2%
2021	159	55.9%
2020	102	9.7%
2019	93	3.3%
2018	90	-13.5%
2017	104	18.2%

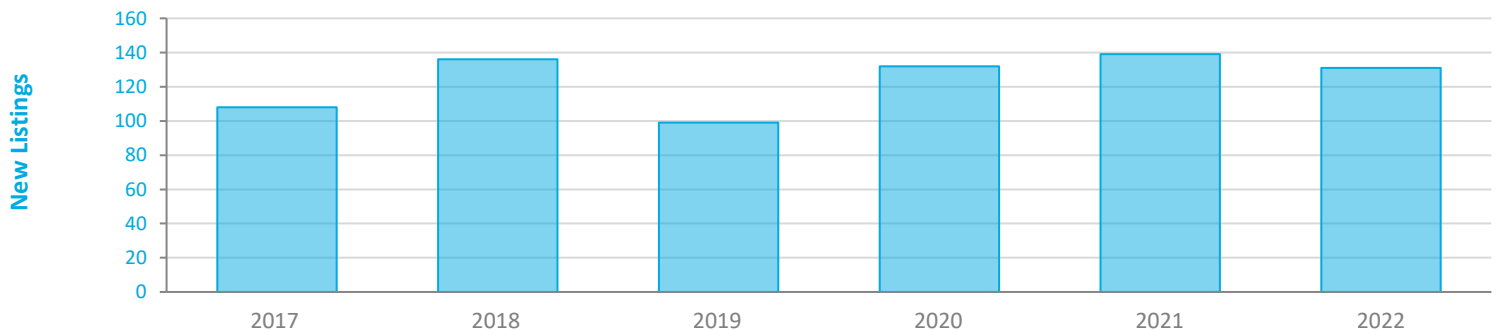


New Listings

The number of properties put onto the market during the year

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.

Year	New Listings	Percent Change Year-over-Year
2022	131	-5.8%
2021	139	5.3%
2020	132	33.3%
2019	99	-27.2%
2018	136	25.9%
2017	108	-6.1%

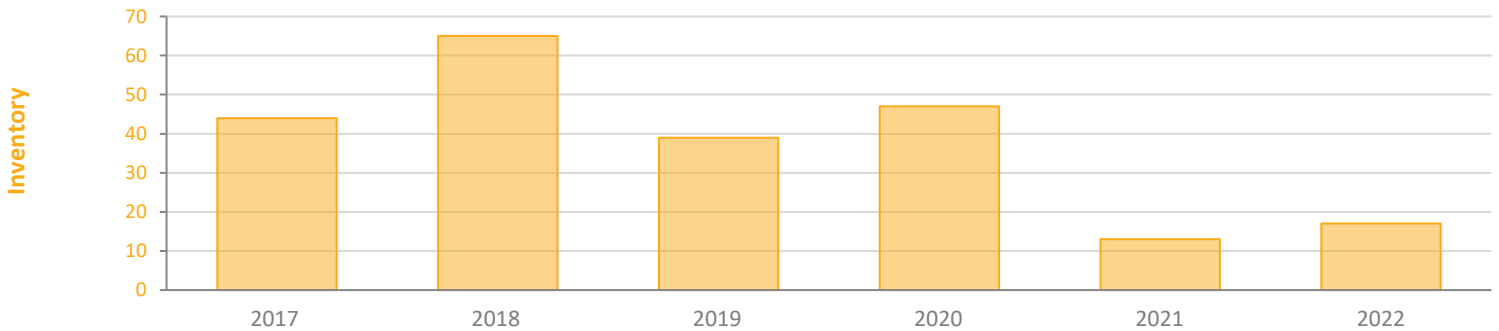


Inventory (Active Listings)

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

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 year, since it is the most current. 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.

Year	Inventory	Percent Change Year-over-Year
2022	17	30.8%
2021	13	-72.3%
2020	47	20.5%
2019	39	-40.0%
2018	65	47.7%
2017	44	-13.7%

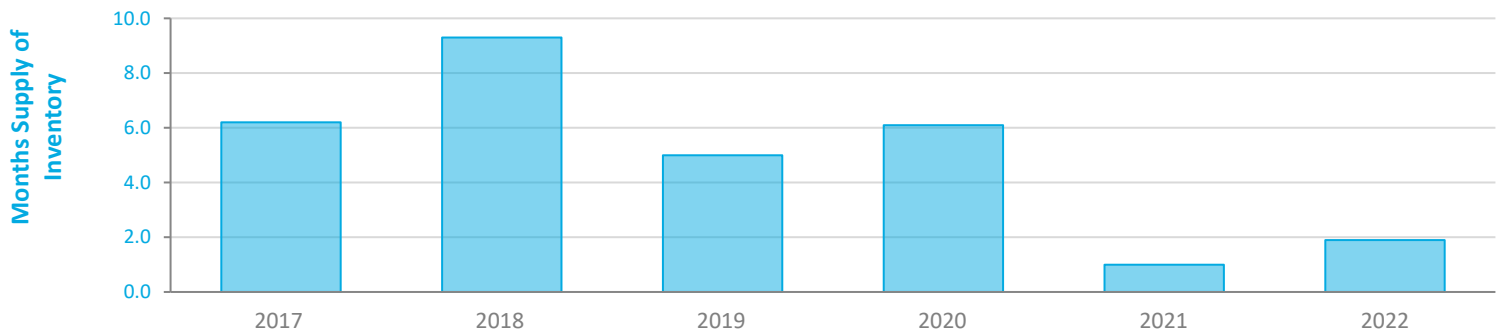


Months Supply of Inventory (Year-End)

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.

Year	Months Supply	Percent Change Year-over-Year
2022	1.9	90.0%
2021	1.0	-83.6%
2020	6.1	22.0%
2019	5.0	-46.2%
2018	9.3	50.0%
2017	6.2	-18.4%

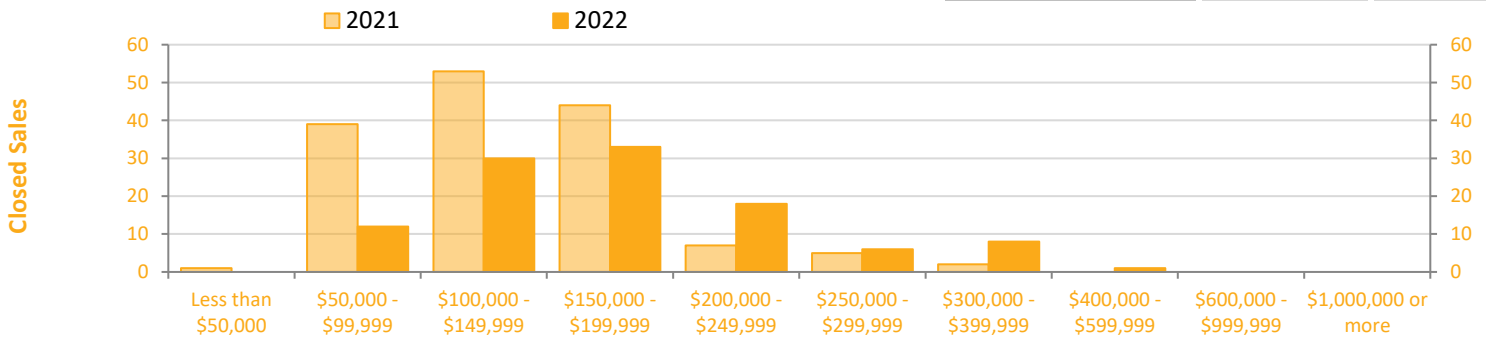


Closed Sales by Sale Price

The number of sales transactions which closed during the year

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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	12	-69.2%
\$100,000 - \$149,999	30	-43.4%
\$150,000 - \$199,999	33	-25.0%
\$200,000 - \$249,999	18	157.1%
\$250,000 - \$299,999	6	20.0%
\$300,000 - \$399,999	8	300.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

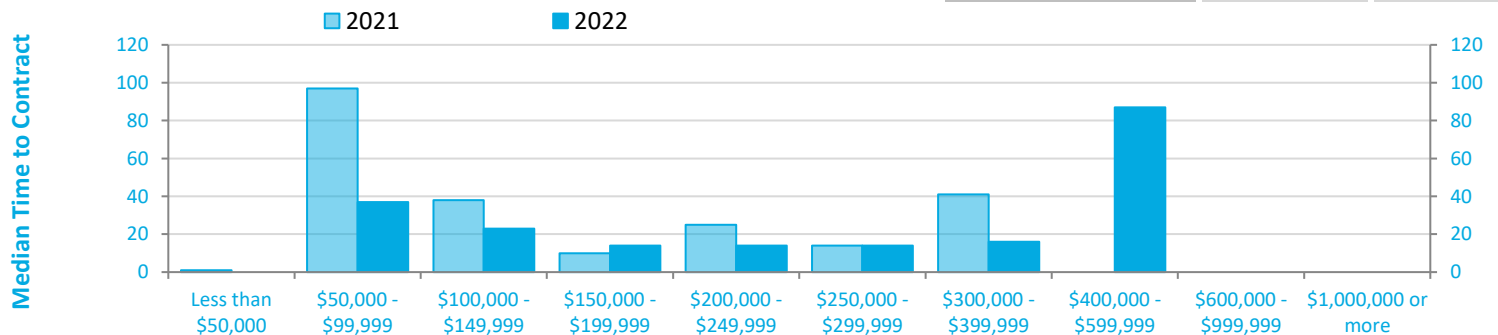


Median Time to Contract by Sale Price

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

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 year. 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	37 Days	-61.9%
\$100,000 - \$149,999	23 Days	-39.5%
\$150,000 - \$199,999	14 Days	40.0%
\$200,000 - \$249,999	14 Days	-44.0%
\$250,000 - \$299,999	14 Days	0.0%
\$300,000 - \$399,999	16 Days	-61.0%
\$400,000 - \$599,999	87 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

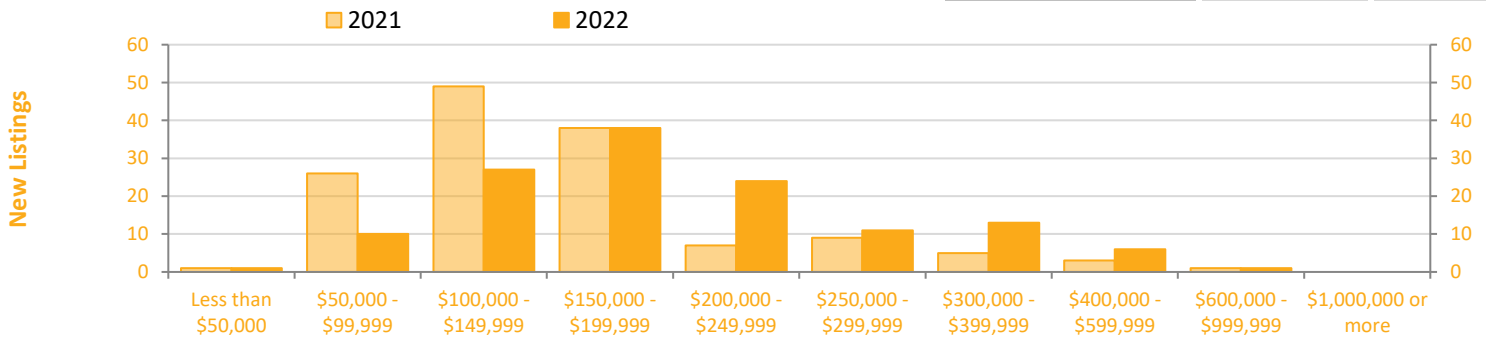


New Listings by Initial Listing Price

The number of properties put onto the market during the year

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	1	0.0%
\$50,000 - \$99,999	10	-61.5%
\$100,000 - \$149,999	27	-44.9%
\$150,000 - \$199,999	38	0.0%
\$200,000 - \$249,999	24	242.9%
\$250,000 - \$299,999	11	22.2%
\$300,000 - \$399,999	13	160.0%
\$400,000 - \$599,999	6	100.0%
\$600,000 - \$999,999	1	0.0%
\$1,000,000 or more	0	N/A

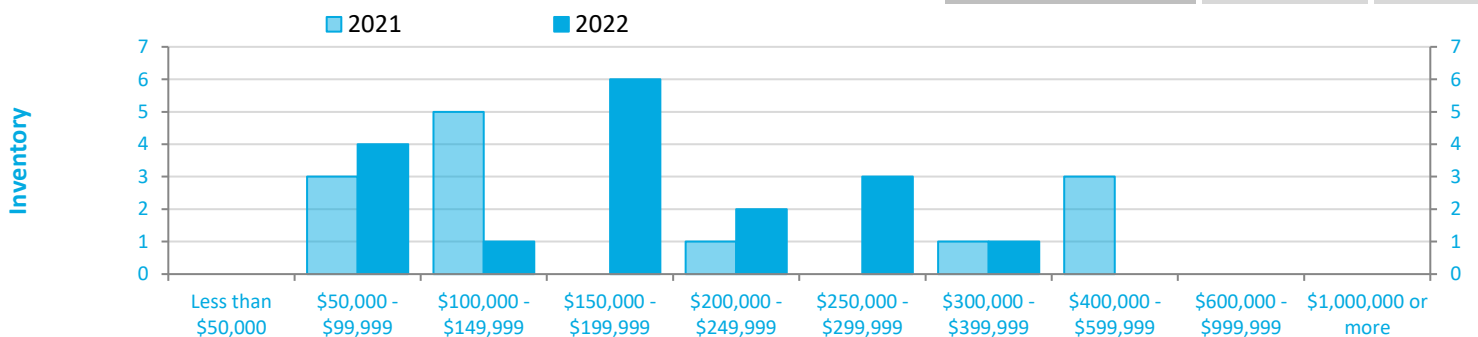


Inventory by Current Listing Price

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

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 year, since it is the most current. 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.

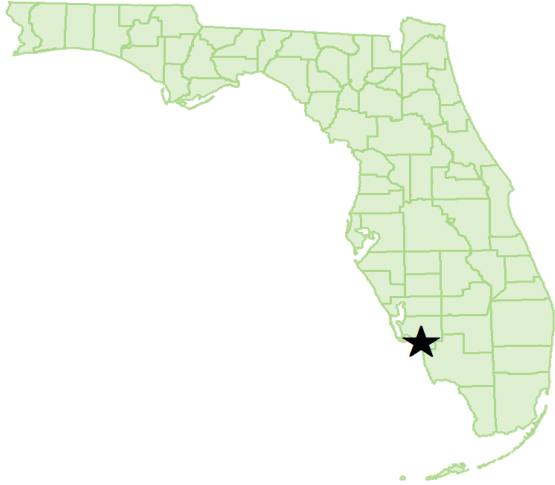
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	4	33.3%
\$100,000 - \$149,999	1	-80.0%
\$150,000 - \$199,999	6	N/A
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	3	N/A
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Yearly Distressed Market - 2022

Manufactured Homes

Bonita Springs-Estero REALTORS®



		2022	2021	Percent Change Year-over-Year
Traditional	Closed Sales	108	151	-28.5%
	Median Sale Price	\$175,000	\$127,000	37.8%
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

