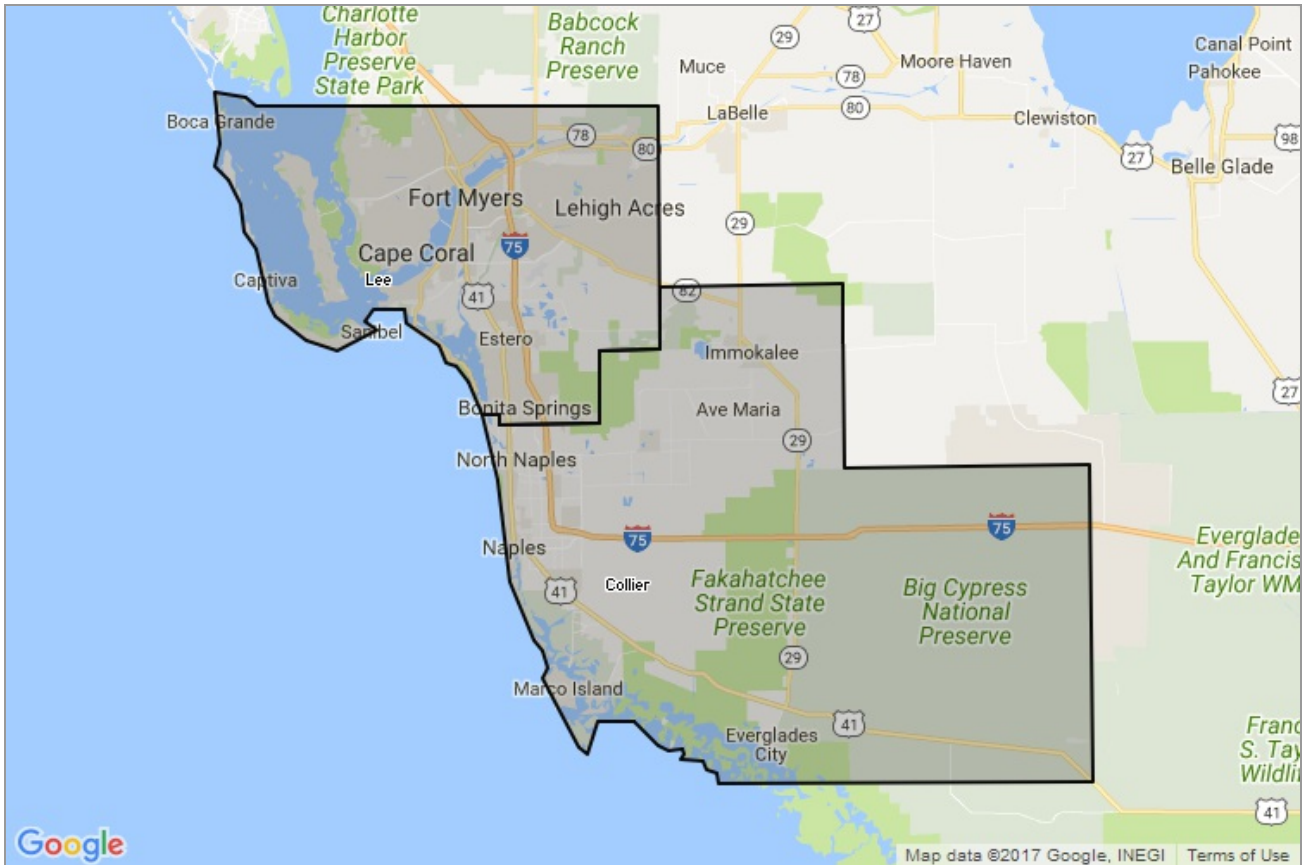




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
10/2016 – 10/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 11/07/2017

Scheduled: Yes

Presented by

Bonita Springs-Estero Association of REALTORS®

(239) 992-6771

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

25300 Bernwood Drive
Suite 1
Bonita Springs, FL 34135



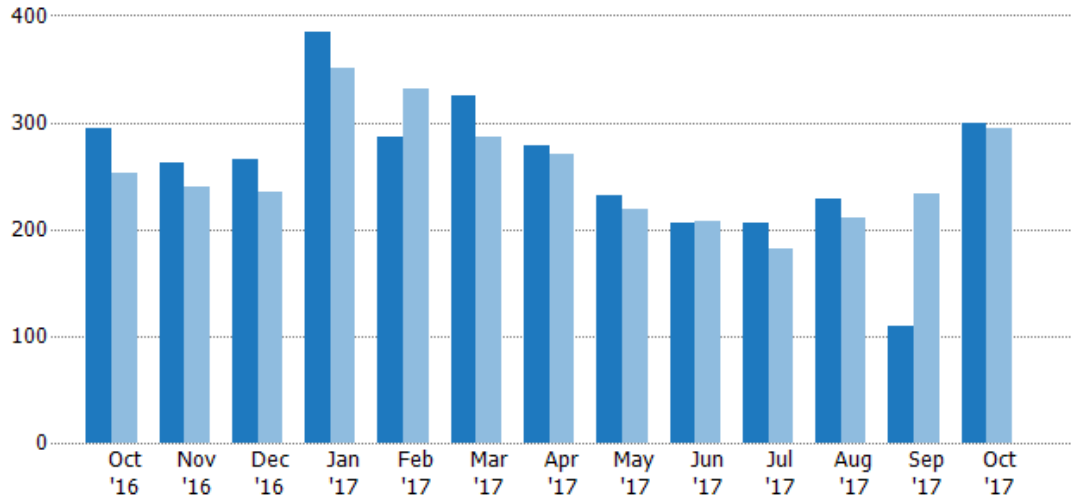
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Oct '17	299	1.4%
Oct '16	295	16.6%
Oct '15	253	17%



Current Year	295	262	265	385	287	325	279	232	206	206	229	110	299
Prior Year	253	240	235	351	331	287	271	219	207	181	211	234	295
Percent Change from Prior Year	17%	9%	13%	10%	-13%	13%	3%	6%	0%	14%	9%	-53%	1%

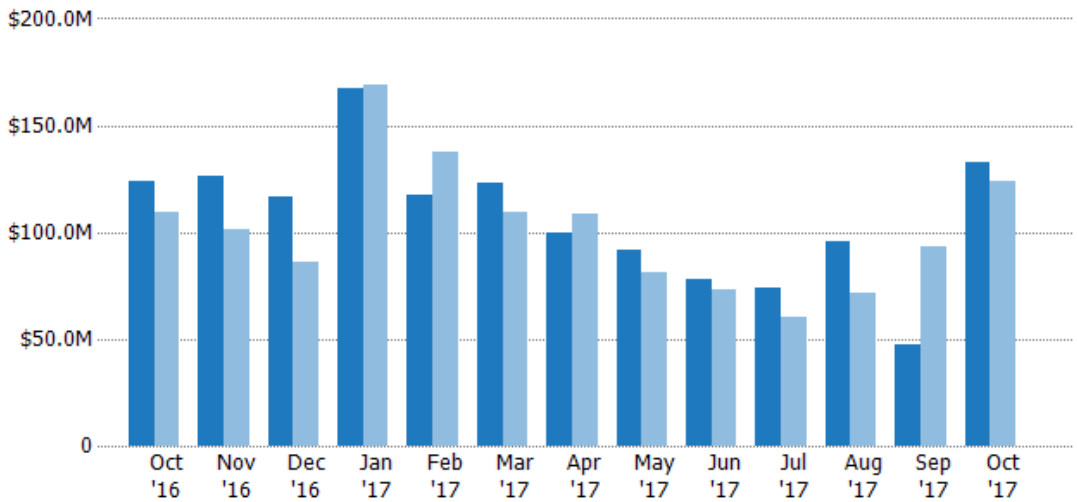
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Oct '17	\$132M	7.2%
Oct '16	\$124M	13%
Oct '15	\$109M	3.5%



Current Year	\$124M	\$126M	\$116M	\$167M	\$117M	\$123M	\$100M	\$91.3M	\$78.2M	\$73.7M	\$96M	\$47M	\$132M
Prior Year	\$109M	\$101M	\$86.2M	\$169M	\$138M	\$109M	\$109M	\$80.9M	\$73.3M	\$60.2M	\$71.9M	\$93.2M	\$124M
Percent Change from Prior Year	13%	25%	35%	-1%	-15%	13%	-8%	13%	7%	22%	34%	-50%	7%



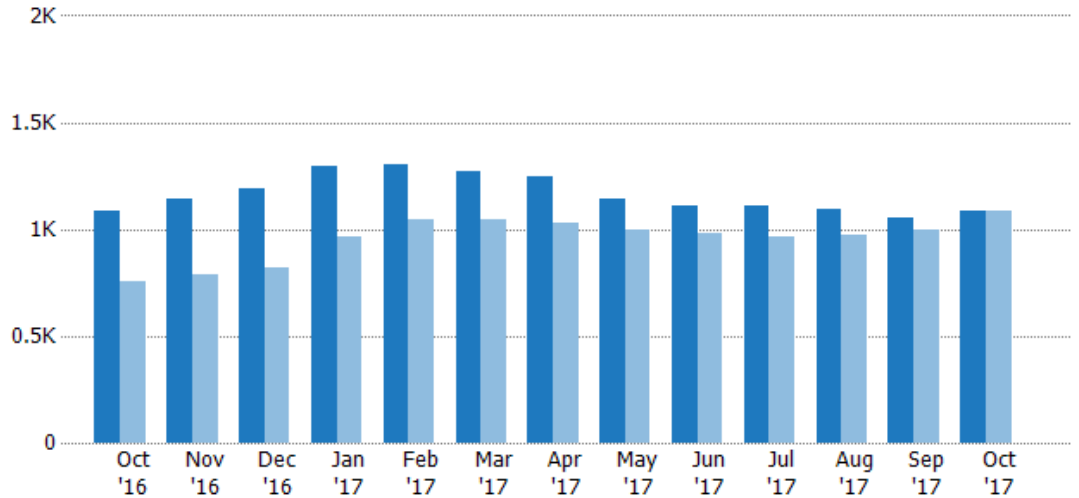
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Oct '17	1.09K	0.6%
Oct '16	1.08K	42.6%
Oct '15	759	13.3%



Current Year	1.08K	1.14K	1.19K	1.3K	1.3K	1.27K	1.25K	1.14K	1.11K	1.11K	1.09K	1.06K	1.09K
Prior Year	759	789	821	967	1.04K	1.05K	1.03K	999	982	967	975	996	1.08K
Percent Change from Prior Year	43%	44%	45%	34%	25%	22%	21%	14%	13%	15%	12%	6%	1%

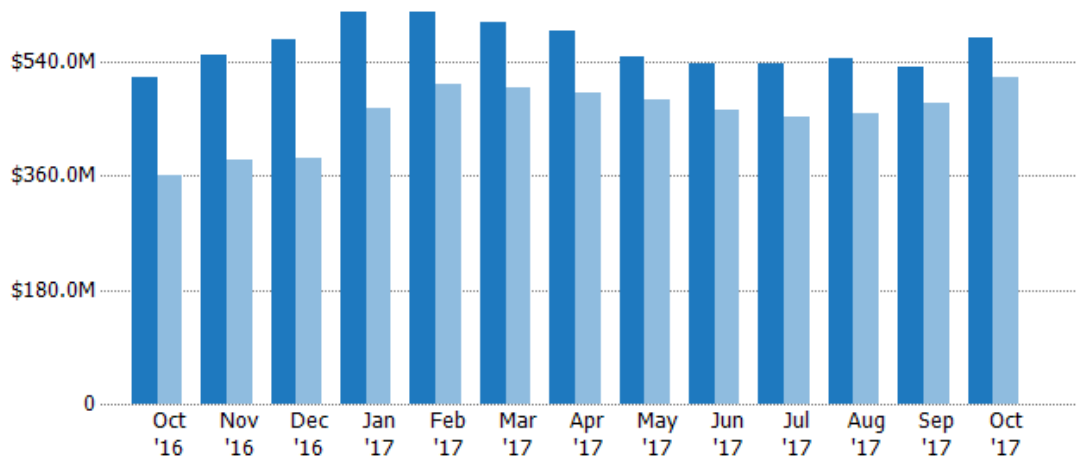
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Oct '17	\$578M	12.2%
Oct '16	\$516M	42.7%
Oct '15	\$361M	11.8%



Current Year	\$516M	\$552M	\$576M	\$618M	\$619M	\$603M	\$589M	\$547M	\$537M	\$536M	\$544M	\$531M	\$578M
Prior Year	\$361M	\$385M	\$388M	\$468M	\$504M	\$500M	\$491M	\$480M	\$463M	\$453M	\$458M	\$475M	\$516M
Percent Change from Prior Year	43%	43%	48%	32%	23%	21%	20%	14%	16%	18%	19%	12%	12%



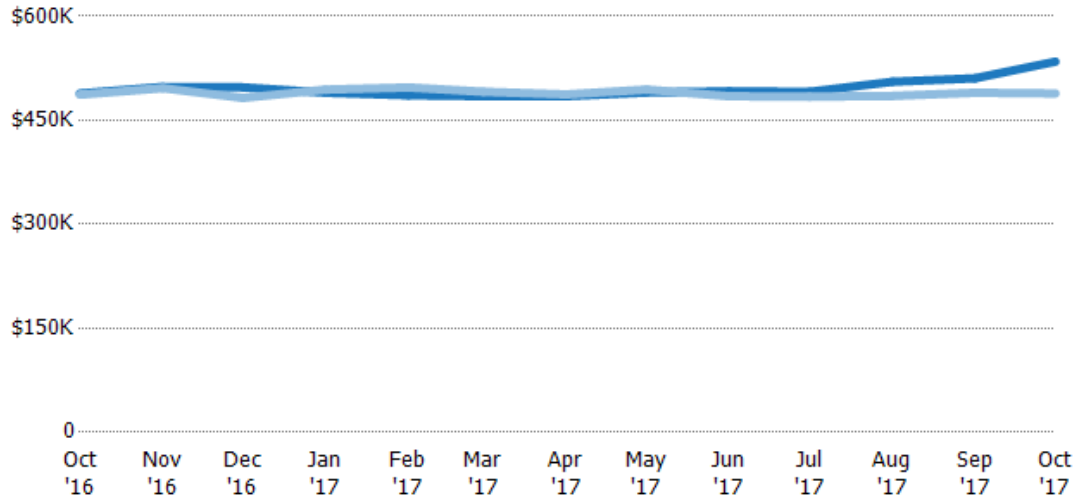
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Price	% Chg.
Oct '17	\$535K	9.4%
Oct '16	\$489K	0.3%
Oct '15	\$487K	1.8%



Current Year	\$489K	\$498K	\$498K	\$490K	\$486K	\$485K	\$485K	\$490K	\$492K	\$491K	\$506K	\$511K	\$535K
Prior Year	\$487K	\$496K	\$482K	\$494K	\$497K	\$491K	\$487K	\$494K	\$485K	\$484K	\$485K	\$490K	\$489K
Percent Change from Prior Year	0%	0%	3%	-1%	-2%	-1%	0%	-1%	1%	1%	4%	4%	9%

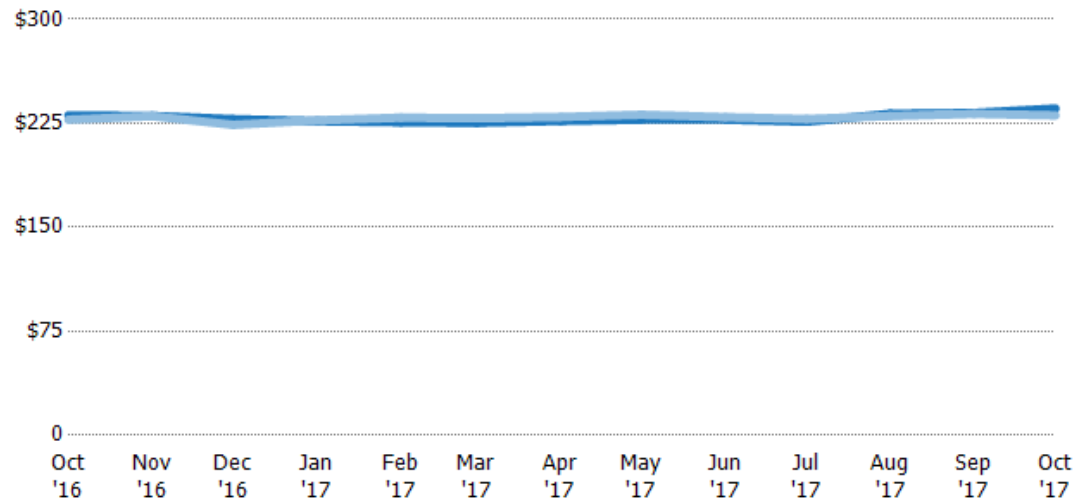
Average Listing Price per Sq Ft

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.
Oct '17	\$236	2.2%
Oct '16	\$231	1.4%
Oct '15	\$228	4.8%



Current Year	\$231	\$230	\$228	\$227	\$226	\$225	\$227	\$228	\$228	\$226	\$232	\$233	\$236
Prior Year	\$228	\$230	\$224	\$227	\$229	\$229	\$230	\$231	\$229	\$228	\$230	\$232	\$231
Percent Change from Prior Year	1%	0%	2%	0%	-1%	-1%	-1%	-2%	-1%	-1%	1%	0%	2%



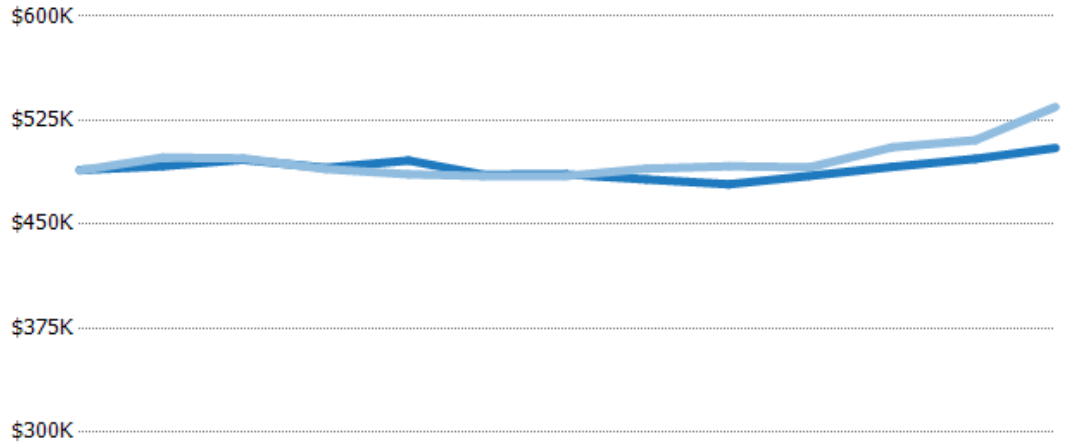


Average Listing Price vs Average Est Value

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

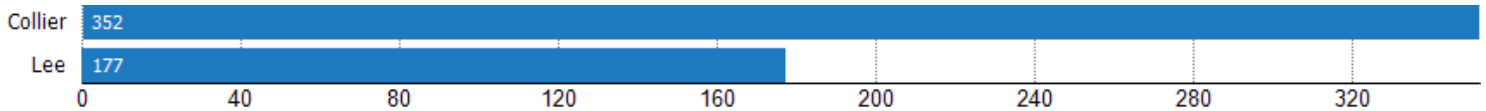


	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg Est Value	\$489K	\$492K	\$497K	\$491K	\$496K	\$486K	\$486K	\$482K	\$479K	\$485K	\$491K	\$497K	\$505K
Avg Listing Price	\$489K	\$498K	\$498K	\$490K	\$486K	\$485K	\$485K	\$490K	\$492K	\$491K	\$506K	\$511K	\$535K
Avg Listing Price as a % of Avg Est Value	100%	101%	100%	100%	98%	100%	100%	102%	103%	101%	103%	103%	106%

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

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





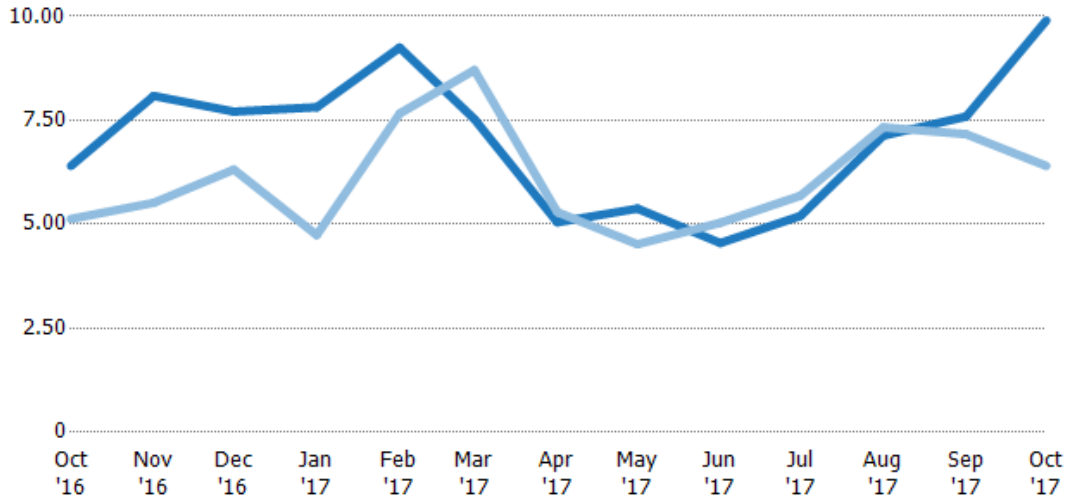
Months of Inventory

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.
Oct '17	9.9	54.6%
Oct '16	6.4	24.8%
Oct '15	5.13	37.5%



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	6.4	8.09	7.71	7.81	9.25	7.53	5.05	5.38	4.55	5.2	7.13	7.59	9.9
Prior Year	5.13	5.52	6.32	4.74	7.66	8.71	5.29	4.52	5.04	5.69	7.33	7.17	6.4
Percent Change from Prior Year	25%	47%	22%	65%	21%	-14%	-5%	19%	-10%	-9%	-3%	6%	55%

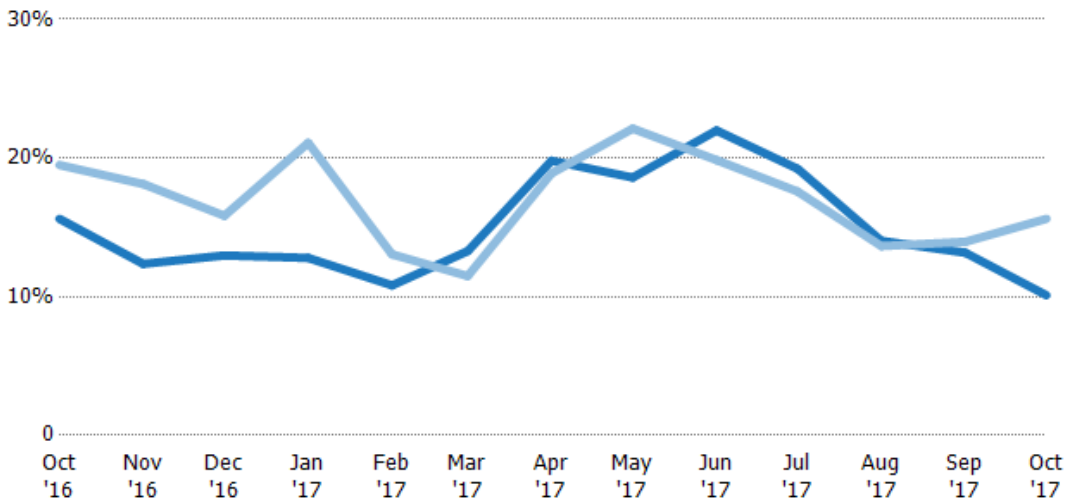
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Oct '17	10%	5.5%
Oct '16	16%	3.9%
Oct '15	19%	-27.2%



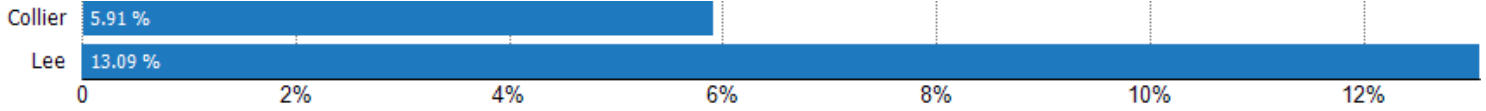
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	16%	12%	13%	13%	11%	13%	20%	19%	22%	19%	14%	13%	10%
Prior Year	19%	18%	16%	21%	13%	11%	19%	22%	20%	18%	14%	14%	16%
Change from Prior Year	4%	6%	3%	8%	2%	-2%	-1%	4%	-2%	-2%	0%	1%	6%



Absorption Rate (By County)

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

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



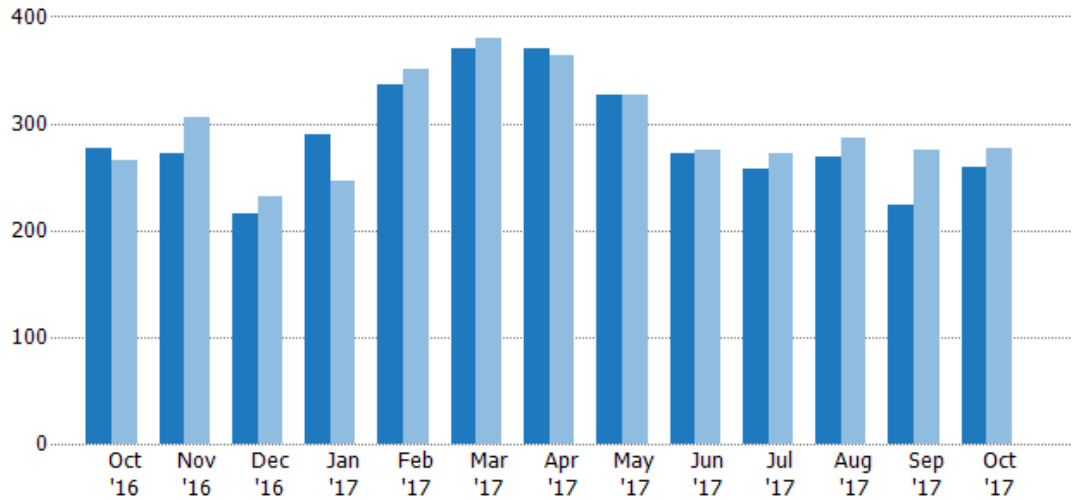
Pending Sales

The number of single-family, condominium and townhome 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.
Oct '17	259	-6.2%
Oct '16	276	3.8%
Oct '15	266	0.4%



Current Year	276	272	216	290	337	370	370	327	272	257	269	224	259
Prior Year	266	305	231	246	351	379	363	327	275	272	286	275	276
Percent Change from Prior Year	4%	-11%	-6%	18%	-4%	-2%	2%	0%	-1%	-6%	-6%	-19%	-6%



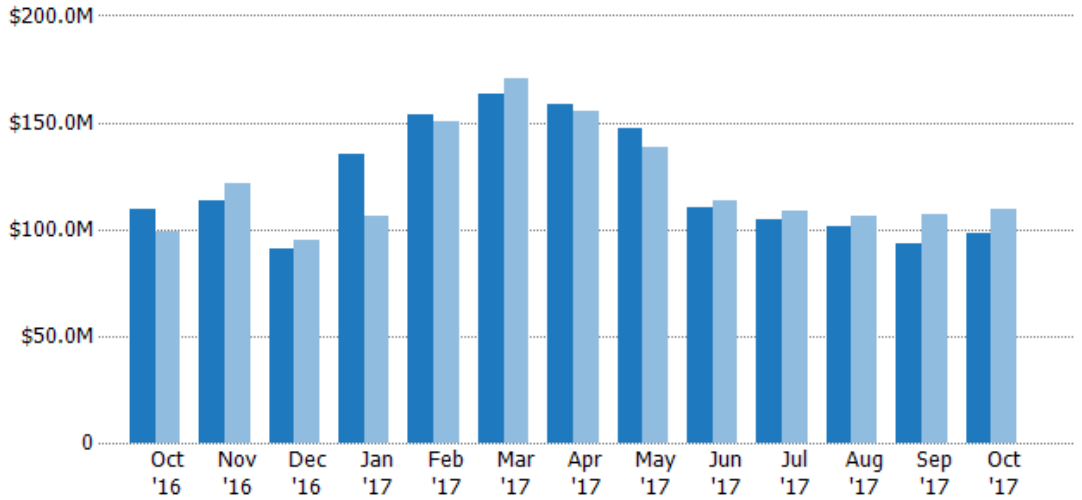
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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.
Oct '17	\$97.8M	-10.5%
Oct '16	\$109M	10.9%
Oct '15	\$98.5M	-15%



Current Year	\$109M	\$113M	\$90.5M	\$135M	\$153M	\$163M	\$159M	\$147M	\$110M	\$105M	\$101M	\$93M	\$97.8M
Prior Year	\$98.5M	\$122M	\$95.2M	\$106M	\$151M	\$171M	\$155M	\$138M	\$113M	\$108M	\$106M	\$107M	\$109M
Percent Change from Prior Year	11%	-7%	-5%	27%	2%	-5%	2%	6%	-3%	-3%	-5%	-13%	-10%

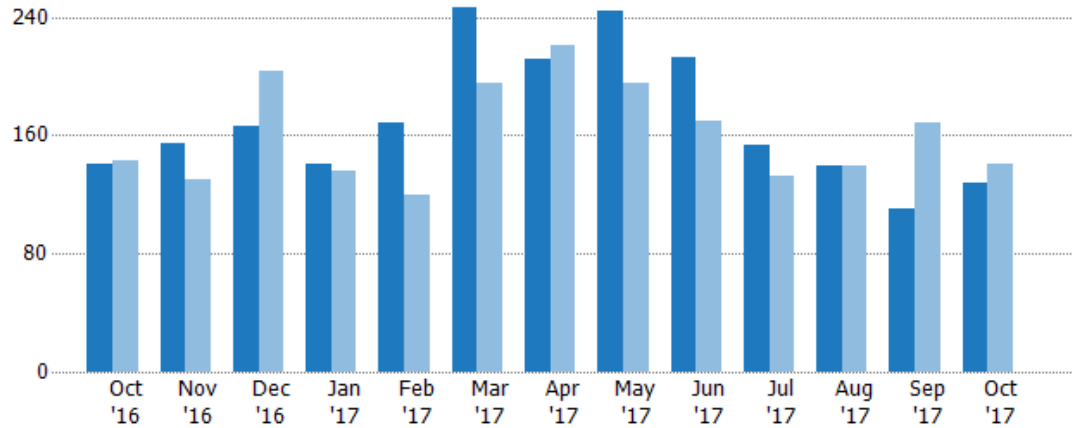
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Oct '17	128	-9.2%
Oct '16	141	-1.4%
Oct '15	143	36.4%



Current Year	141	154	166	141	169	247	212	244	213	153	139	110	128
Prior Year	143	130	204	136	120	195	221	195	170	133	139	169	141
Percent Change from Prior Year	-1%	18%	-19%	4%	41%	27%	-4%	25%	25%	15%	0%	-35%	-9%



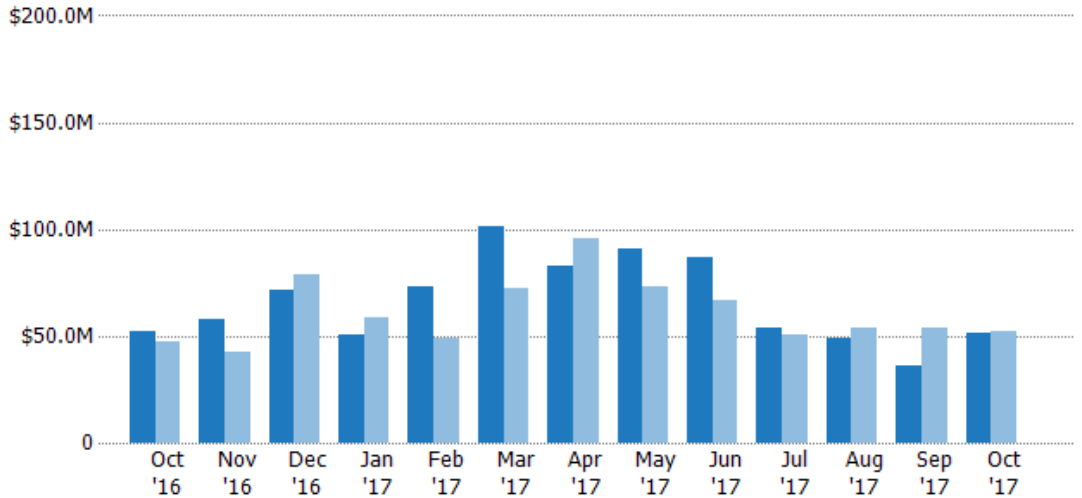
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Oct '17	\$51.1M	-1.8%
Oct '16	\$52.1M	10%
Oct '15	\$47.4M	45.9%



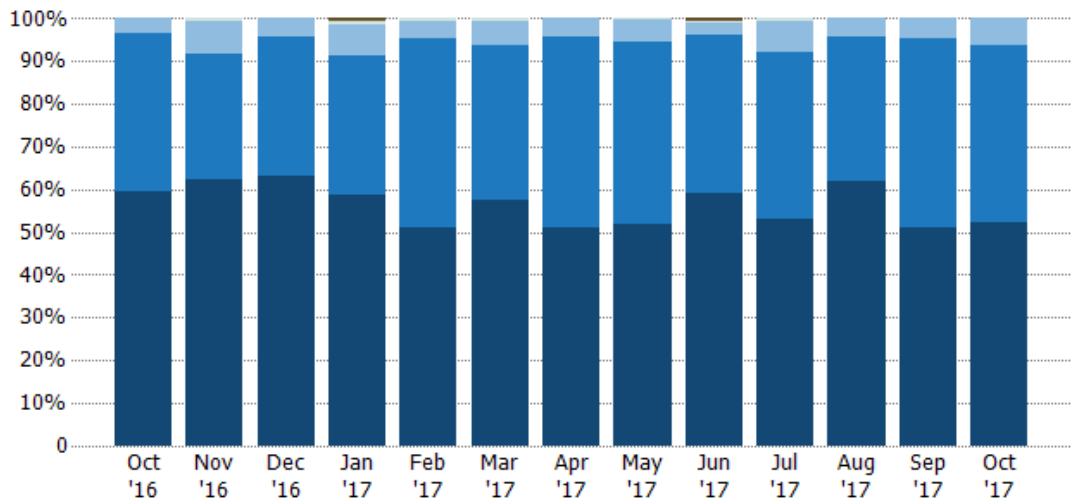
Current Year	\$52.1M	\$57.6M	\$71.3M	\$50.9M	\$73.3M	\$101M	\$82.4M	\$90.5M	\$86.7M	\$53.7M	\$49.3M	\$36.5M	\$51.1M
Prior Year	\$47.4M	\$42.2M	\$78.9M	\$59M	\$49.3M	\$72.3M	\$95.9M	\$73.2M	\$67.1M	\$50.5M	\$54.1M	\$53.8M	\$52.1M
Percent Change from Prior Year	10%	37%	-10%	-14%	49%	40%	-14%	24%	29%	6%	-9%	-32%	-2%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

County: Collier County, Florida, Lee County, Florida



Other	-	-	-	1%	-	-	-	-	0%	-	-	-	-
Lot/Land	-	1%	-	1%	1%	1%	-	0%	0%	1%	-	-	-
Multifamily/Multiplex	4%	8%	4%	7%	4%	5%	4%	5%	3%	7%	4%	5%	6%
Condo/Townhouse	37%	29%	33%	33%	44%	36%	45%	43%	37%	39%	34%	45%	41%
Single Family Residence	60%	62%	63%	59%	51%	57%	51%	52%	59%	53%	62%	51%	52%

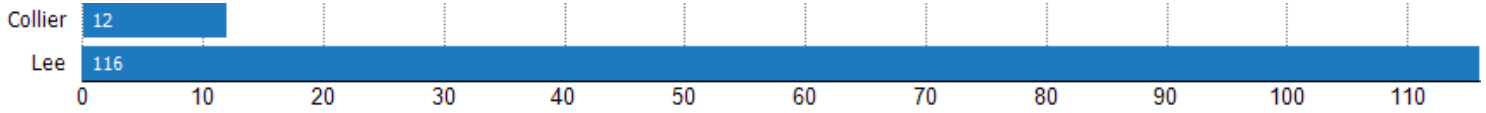




Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

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

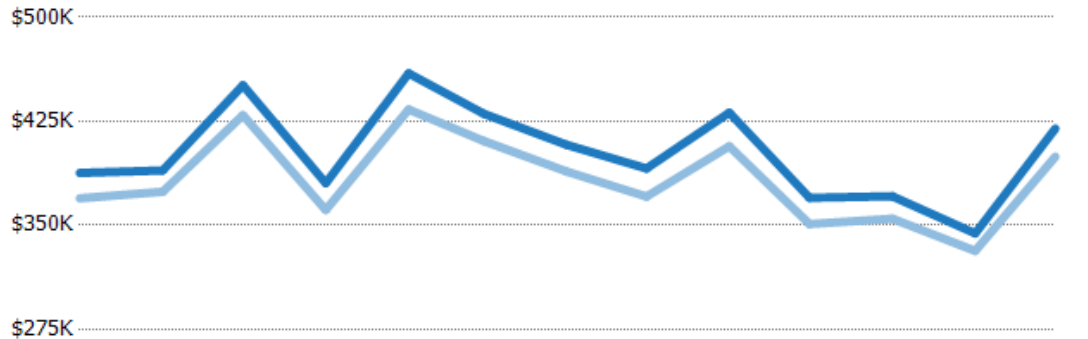


Average Sales Price vs Average Listing Price

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



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg List Price	\$388K	\$390K	\$451K	\$380K	\$460K	\$431K	\$408K	\$391K	\$431K	\$370K	\$371K	\$344K	\$420K
Avg Sales Price	\$369K	\$374K	\$429K	\$361K	\$434K	\$411K	\$389K	\$371K	\$407K	\$351K	\$355K	\$332K	\$400K
Avg Sales Price as a % of Avg List Price	95%	96%	95%	95%	94%	95%	95%	95%	94%	95%	96%	96%	95%

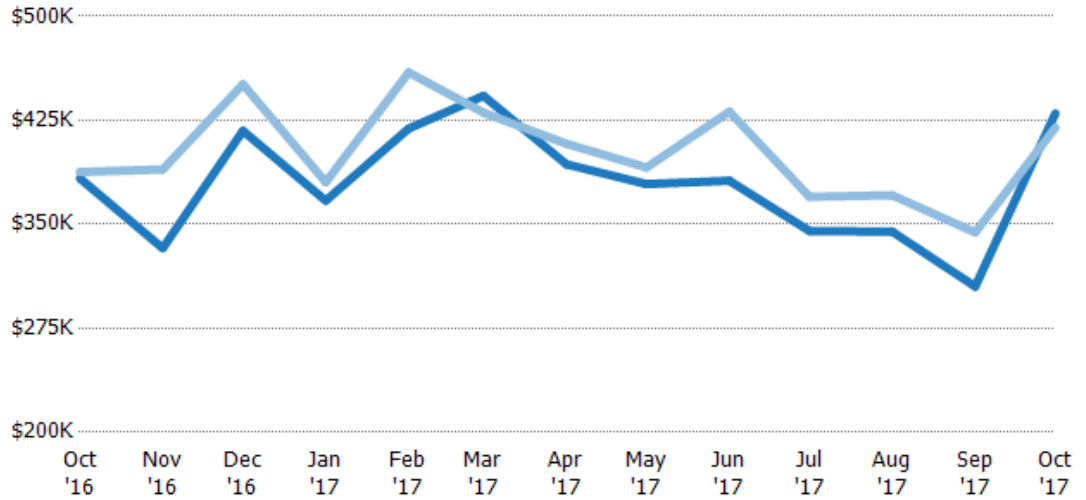


Average Sales Price vs Average Est Value

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

Filters Used

County: Collier County, Florida, Lee County, Florida



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg Est Value	\$383K	\$333K	\$417K	\$367K	\$419K	\$443K	\$393K	\$379K	\$381K	\$345K	\$345K	\$305K	\$430K
Avg Sales Price	\$388K	\$390K	\$451K	\$380K	\$460K	\$431K	\$408K	\$391K	\$431K	\$370K	\$371K	\$344K	\$420K
Avg Sales Price as a % of Avg Est Value	101%	117%	108%	104%	110%	97%	104%	103%	113%	107%	108%	113%	98%

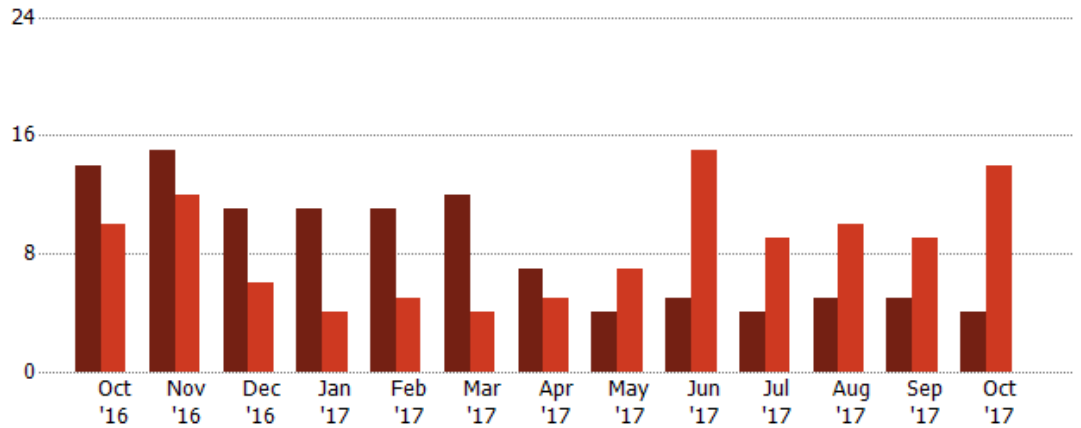
Distressed Listings

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Oct '17	4	-71.4%
Oct '16	14	40%
Oct '15	10	150%



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	14	15	11	11	11	12	7	4	5	4	5	5	4
Prior Year	10	12	6	4	5	4	5	7	15	9	10	9	14
Percent Change from Prior Year	40%	25%	83%	175%	120%	200%	40%	-43%	-67%	-56%	-50%	-44%	-71%

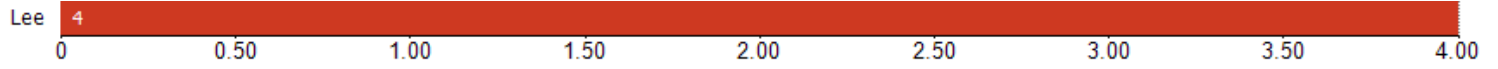




Distressed Listings (By County)

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

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





Appendix

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

Report Details

Report Name: Monthly Market Data Report

Run Date: 11/07/2017

Scheduled: Yes

Report Date Range: From 10/2016 To: 10/2017

Information Included

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

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Collier County, Florida Lee County, Florida

ZIP Code: All

Listing Activity Charts

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

Sales Activity Charts

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

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 10/2017 data

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

