

Lee County Local Residential Market Metrics - Q3 2017

Single Family Homes

Municipalities and Census-Designated Places*



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Name of County, Municipality, or CDP*	Closed Sales	Y/Y % Chg.	Closed Sales Paid in Cash	Y/Y % Chg.	Median Sale Price	Y/Y % Chg.	Average Sale Price	Y/Y % Chg.
Lee County	2,888	-9.0%	792	-16.0%	\$240,000	6.7%	\$314,425	6.4%
Alva (CDP)	4	-63.6%	1	-50.0%	\$252,450	-18.6%	\$276,225	4.8%
Bokeelia (CDP)	11	450.0%	2	0.0%	\$335,000	99.4%	\$344,640	105.1%
Bonita Springs (City)	153	-20.7%	60	-18.9%	\$370,000	-2.6%	\$533,585	12.9%
Buckingham (CDP)	16	-33.3%	3	-75.0%	\$241,500	-2.4%	\$259,512	-13.4%
Burnt Store Marina (CDP)	6	-14.3%	5	66.7%	\$282,000	-23.4%	\$300,083	-36.2%
Cape Coral (City)	1,179	-3.0%	307	-8.9%	\$229,500	5.5%	\$276,861	8.9%
Captiva (CDP)	9	-18.2%	6	-14.3%	\$1,920,000	5.5%	\$2,305,000	-7.0%
Charleston Park (CDP)	1	0.0%	1	N/A	\$44,000	-26.7%	\$44,000	-26.7%
Cypress Lake (CDP)	15	-48.3%	3	-57.1%	\$215,000	12.4%	\$247,323	12.6%
Estero (Village)	126	-10.6%	57	23.9%	\$395,000	8.2%	\$473,775	13.1%
Fort Myers (City)	175	-11.2%	61	-14.1%	\$298,000	11.4%	\$307,243	3.7%
Fort Myers Beach (Town)	25	13.6%	12	-7.7%	\$575,000	9.3%	\$737,816	9.3%
Fort Myers Shores (CDP)	19	-5.0%	8	14.3%	\$136,400	-1.9%	\$186,958	-34.5%
Gateway (CDP)	70	12.9%	17	41.7%	\$300,000	0.3%	\$316,886	2.7%
Harlem Heights (CDP)	2	100.0%	1	N/A	\$119,500	-17.6%	\$119,500	-17.6%
Iona (CDP)	49	48.5%	20	25.0%	\$414,934	16.9%	\$540,153	31.3%
Lehigh Acres (CDP)	450	-11.1%	73	-38.1%	\$162,000	13.8%	\$165,573	14.1%
Lochmoor Waterway Estates (CDP)	19	-55.8%	6	-53.8%	\$260,000	-3.7%	\$283,116	5.4%
Matlacha (CDP)	3	-62.5%	2	-66.7%	\$285,000	-8.1%	\$523,667	55.3%
Matlacha Isles-Matlacha Shores (CDP)	0	-100.0%	0	N/A	(No Sales)	N/A	(No Sales)	N/A
McGregor (CDP)	33	6.5%	10	66.7%	\$293,000	-21.9%	\$383,625	-17.8%
North Fort Myers (CDP)	97	-14.2%	33	-15.4%	\$184,000	-8.0%	\$205,622	5.9%
Olga (CDP)	7	-36.4%	2	0.0%	\$207,000	26.2%	\$179,643	7.3%
Page Park (CDP)	0	-100.0%	0	-100.0%	(No Sales)	N/A	(No Sales)	N/A
Palmona Park (CDP)	1	0.0%	1	0.0%	\$32,000	-13.5%	\$32,000	100.0%
Pine Island Center (CDP)	7	16.7%	4	33.3%	\$280,000	25.8%	\$278,800	23.0%
Pine Manor (CDP)	1	-50.0%	0	-100.0%	\$93,500	27.2%	\$93,500	27.2%
Pineland (CDP)	3	-70.0%	0	-100.0%	\$265,000	1.9%	\$244,967	-16.2%
Punta Rassa (CDP)	5	400.0%	3	200.0%	\$535,000	0.0%	\$537,600	0.5%
San Carlos Park (CDP)	64	-28.9%	5	-72.2%	\$235,000	22.4%	\$229,683	14.5%
Sanibel (City)	30	-23.1%	13	-38.1%	\$697,000	-15.5%	\$1,111,647	14.5%
St. James City (CDP)	20	-4.8%	7	-12.5%	\$326,888	-2.0%	\$380,744	13.6%
Suncoast Estates (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Three Oaks (CDP)	17	-22.7%	2	-33.3%	\$281,000	12.4%	\$268,824	3.5%
Tice (CDP)	10	42.9%	4	-33.3%	\$110,000	16.7%	\$126,850	31.4%
Villas (CDP)	23	35.3%	2	-60.0%	\$199,900	-17.1%	\$234,520	-7.1%
Whiskey Creek (CDP)	17	-41.4%	2	-75.0%	\$267,500	-2.7%	\$289,368	-13.5%

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Single Family Homes

Municipalities and Census-Designated Places*



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Name of County, Municipality, or CDP*	Dollar Volume	Y/Y % Chg.	Pct. of Orig. List Price Received	Y/Y % Chg.	Median Time to Contract	Y/Y % Chg.	New Listings	Y/Y % Chg.
Lee County	\$908.1 Million	-3.2%	95.5%	-0.4%	70 Days	22.8%	3,158	-18.1%
Alva (CDP)	\$1.1 Million	-61.9%	91.7%	-4.9%	110 Days	32.5%	8	-33.3%
Bokeelia (CDP)	\$3.8 Million	1028.3%	92.1%	6.1%	154 Days	55.6%	4	-55.6%
Bonita Springs (City)	\$81.6 Million	-10.5%	94.5%	-0.1%	125 Days	43.7%	152	-40.2%
Buckingham (CDP)	\$4.2 Million	-42.3%	95.3%	1.5%	69 Days	-23.3%	15	-28.6%
Burnt Store Marina (CDP)	\$1.8 Million	-45.3%	94.7%	0.4%	116 Days	-31.4%	5	-61.5%
Cape Coral (City)	\$326.4 Million	5.7%	96.2%	-0.2%	61 Days	8.9%	1,312	-7.2%
Captiva (CDP)	\$20.7 Million	-23.9%	87.5%	-6.7%	378 Days	38.5%	8	-20.0%
Charleston Park (CDP)	\$44,000	-26.7%	73.5%	-20.5%	60 Days	275.0%	0	N/A
Cypress Lake (CDP)	\$3.7 Million	-41.8%	94.1%	-0.6%	59 Days	37.2%	21	-19.2%
Estero (Village)	\$59.7 Million	1.1%	94.3%	1.0%	108 Days	14.9%	155	-15.8%
Fort Myers (City)	\$53.8 Million	-7.8%	94.9%	-0.1%	92 Days	46.0%	208	-21.8%
Fort Myers Beach (Town)	\$18.4 Million	24.3%	90.5%	-0.4%	146 Days	-19.8%	25	-26.5%
Fort Myers Shores (CDP)	\$3.6 Million	-37.8%	96.0%	-1.4%	80 Days	122.2%	13	-53.6%
Gateway (CDP)	\$22.2 Million	15.9%	95.6%	0.3%	73 Days	5.8%	63	-17.1%
Harlem Heights (CDP)	\$239,000	64.8%	97.2%	-2.8%	7 Days	133.3%	2	100.0%
Iona (CDP)	\$26.5 Million	95.0%	91.5%	-3.0%	131 Days	59.8%	32	-38.5%
Lehigh Acres (CDP)	\$74.5 Million	1.5%	97.9%	-0.1%	44 Days	29.4%	531	-19.3%
Lochmoor Waterway Estates (CDP)	\$5.4 Million	-53.4%	95.1%	1.8%	55 Days	-35.3%	16	-54.3%
Matlacha (CDP)	\$1.6 Million	-41.8%	95.2%	3.9%	91 Days	-32.6%	6	50.0%
Matlacha Isles-Matlacha Shores (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	-100.0%
McGregor (CDP)	\$12.7 Million	-12.5%	91.7%	-2.1%	171 Days	67.6%	30	-26.8%
North Fort Myers (CDP)	\$19.9 Million	-9.1%	94.2%	-0.1%	66 Days	29.4%	98	-26.3%
Olga (CDP)	\$1.3 Million	-31.7%	94.1%	2.4%	94 Days	23.7%	13	-7.1%
Page Park (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Palmona Park (CDP)	\$32,000	100.0%	91.4%	-19.4%	1 Day	-96.6%	4	100.0%
Pine Island Center (CDP)	\$2.0 Million	43.5%	88.1%	-0.6%	94 Days	-1.1%	7	75.0%
Pine Manor (CDP)	\$93,500	-36.4%	89.1%	-11.7%	3 Days	-85.0%	1	-50.0%
Pineland (CDP)	\$734,901	-74.9%	88.8%	-3.7%	146 Days	-1.4%	1	-75.0%
Punta Rassa (CDP)	\$2.7 Million	402.4%	91.6%	7.0%	124 Days	36.3%	3	50.0%
San Carlos Park (CDP)	\$14.7 Million	-18.6%	95.2%	-2.6%	37 Days	94.7%	65	-41.4%
Sanibel (City)	\$33.3 Million	-12.0%	90.9%	-2.0%	139 Days	13.0%	32	-5.9%
St. James City (CDP)	\$7.6 Million	8.2%	92.2%	1.3%	158 Days	19.7%	17	-15.0%
Suncoast Estates (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Three Oaks (CDP)	\$4.6 Million	-20.0%	95.4%	1.1%	60 Days	9.1%	14	7.7%
Tice (CDP)	\$1.3 Million	87.7%	91.2%	2.4%	72 Days	620.0%	6	-50.0%
Villas (CDP)	\$5.4 Million	25.6%	96.9%	5.6%	38 Days	-25.5%	19	-29.6%
Whiskey Creek (CDP)	\$4.9 Million	-49.3%	90.3%	-5.2%	84 Days	127.0%	19	-26.9%

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Municipalities and Census-Designated Places*



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Name of County, Municipality, or CDP*	New Pending Sales	Y/Y % Chg.	Pending Inventory	Y/Y % Chg.	Active Inventory	Y/Y % Chg.	Months Supply of Inventory	Y/Y % Chg.
Lee County	3,075	-12.6%	1,363	-23.2%	4,616	-4.3%	4.4	-4.3%
Alva (CDP)	5	-50.0%	4	-20.0%	23	-11.5%	7.7	18.5%
Bokeelia (CDP)	8	60.0%	2	-33.3%	12	-33.3%	3.3	-57.1%
Bonita Springs (City)	151	-30.4%	63	-44.7%	383	-12.6%	5.7	-18.6%
Buckingham (CDP)	19	-32.1%	9	-40.0%	15	-51.6%	2.7	-53.4%
Burnt Store Marina (CDP)	8	-55.6%	2	-83.3%	20	-16.7%	4.8	-33.3%
Cape Coral (City)	1,230	-5.8%	537	-14.4%	1,536	-0.8%	4.0	0.0%
Captiva (CDP)	6	0.0%	3	50.0%	56	16.7%	16.4	25.2%
Charleston Park (CDP)	1	N/A	0	N/A	0	N/A	0.0	N/A
Cypress Lake (CDP)	17	-22.7%	7	-22.2%	22	-4.3%	2.6	-3.7%
Estero (Village)	118	-28.0%	56	-35.6%	310	-1.0%	6.1	-1.6%
Fort Myers (City)	201	-3.8%	79	-30.1%	341	3.0%	5.2	4.0%
Fort Myers Beach (Town)	25	13.6%	10	25.0%	69	-23.3%	7.0	-27.1%
Fort Myers Shores (CDP)	18	-14.3%	6	-14.3%	40	14.3%	5.5	-6.8%
Gateway (CDP)	71	14.5%	23	-23.3%	89	-2.2%	4.2	-4.5%
Harlem Heights (CDP)	3	200.0%	1	N/A	0	N/A	0.0	N/A
Iona (CDP)	37	-14.0%	14	-44.0%	98	-11.7%	5.5	-25.7%
Lehigh Acres (CDP)	542	-14.9%	252	-30.6%	468	-1.7%	2.9	0.0%
Lochmoor Waterway Estates (CDP)	21	-56.3%	11	-38.9%	32	-31.9%	3.7	-19.6%
Matlacha (CDP)	5	25.0%	2	100.0%	12	50.0%	10.3	171.1%
Matlacha Isles-Matlacha Shores (CDP)	0	-100.0%	1	-50.0%	7	75.0%	14.0	45.8%
McGregor (CDP)	36	33.3%	18	38.5%	66	-18.5%	6.5	-8.5%
North Fort Myers (CDP)	102	-27.1%	37	-41.3%	141	20.5%	4.1	41.4%
Olga (CDP)	14	-12.5%	9	-10.0%	10	25.0%	2.6	4.0%
Page Park (CDP)	1	N/A	1	N/A	1	0.0%	12.0	500.0%
Palmona Park (CDP)	2	0.0%	1	-50.0%	1	-50.0%	1.5	-31.8%
Pine Island Center (CDP)	8	100.0%	1	-50.0%	14	16.7%	5.2	33.3%
Pine Manor (CDP)	1	-50.0%	0	-100.0%	3	50.0%	7.2	20.0%
Pineland (CDP)	1	-88.9%	0	-100.0%	3	-66.7%	2.0	-53.5%
Punta Rassa (CDP)	3	200.0%	2	0.0%	9	12.5%	8.3	-48.1%
San Carlos Park (CDP)	76	-29.0%	37	-28.8%	54	-11.5%	2.3	9.5%
Sanibel (City)	37	-5.1%	22	10.0%	127	-4.5%	7.9	-2.5%
St. James City (CDP)	16	0.0%	8	0.0%	52	-10.3%	8.1	-10.0%
Suncoast Estates (CDP)	0	-100.0%	0	N/A	0	-100.0%	0.0	-100.0%
Three Oaks (CDP)	19	26.7%	6	50.0%	17	54.5%	4.6	155.6%
Tice (CDP)	15	36.4%	5	-16.7%	14	-6.7%	4.7	4.4%
Villas (CDP)	25	0.0%	11	-15.4%	14	-41.7%	1.9	-45.7%
Whiskey Creek (CDP)	12	-62.5%	4	-60.0%	17	-15.0%	2.6	8.3%

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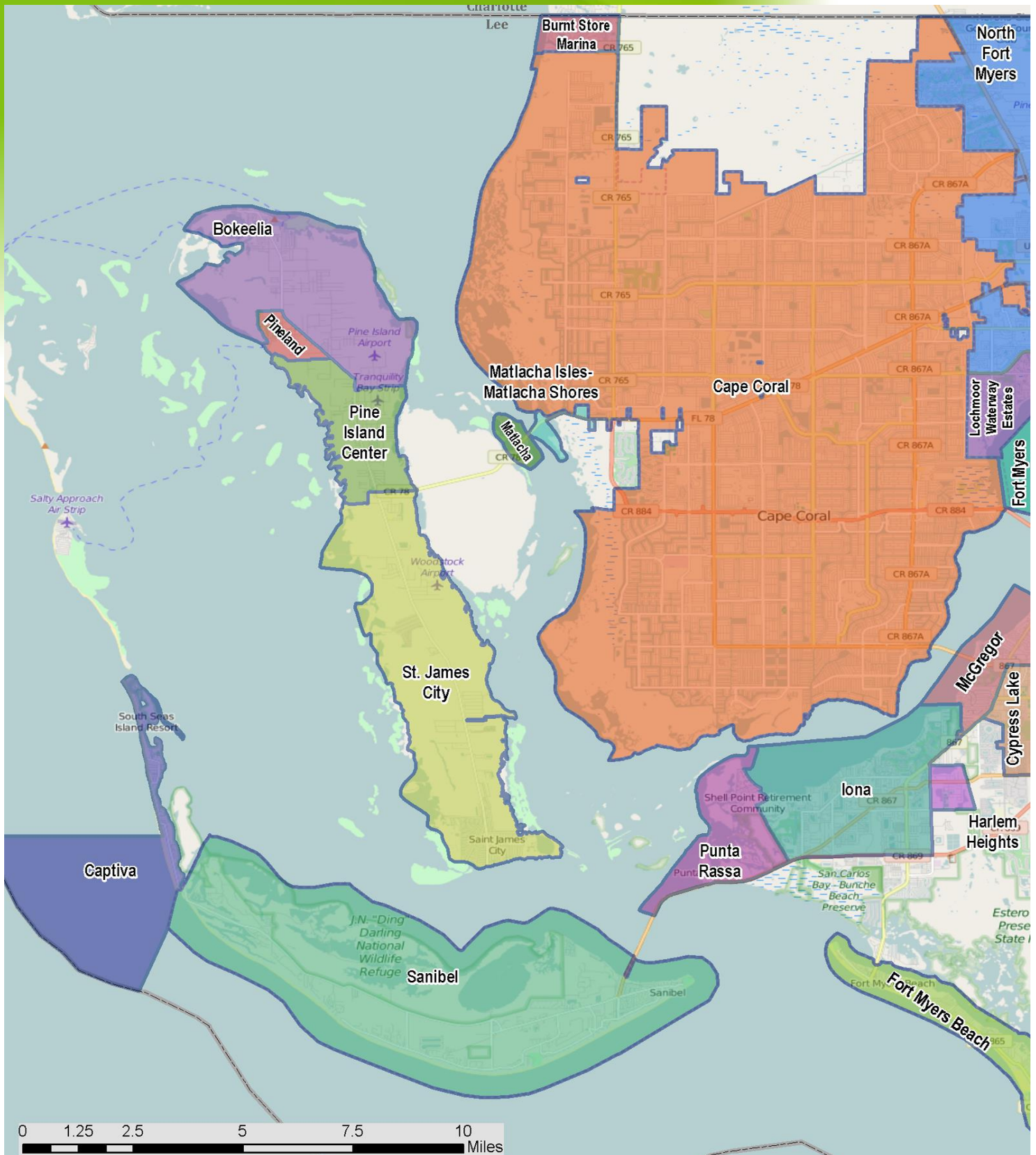
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Lee County Local Residential Market Metrics - Q3 2017
 Reference Map - Western Lee County
 Municipalities and Census-Designated Places*



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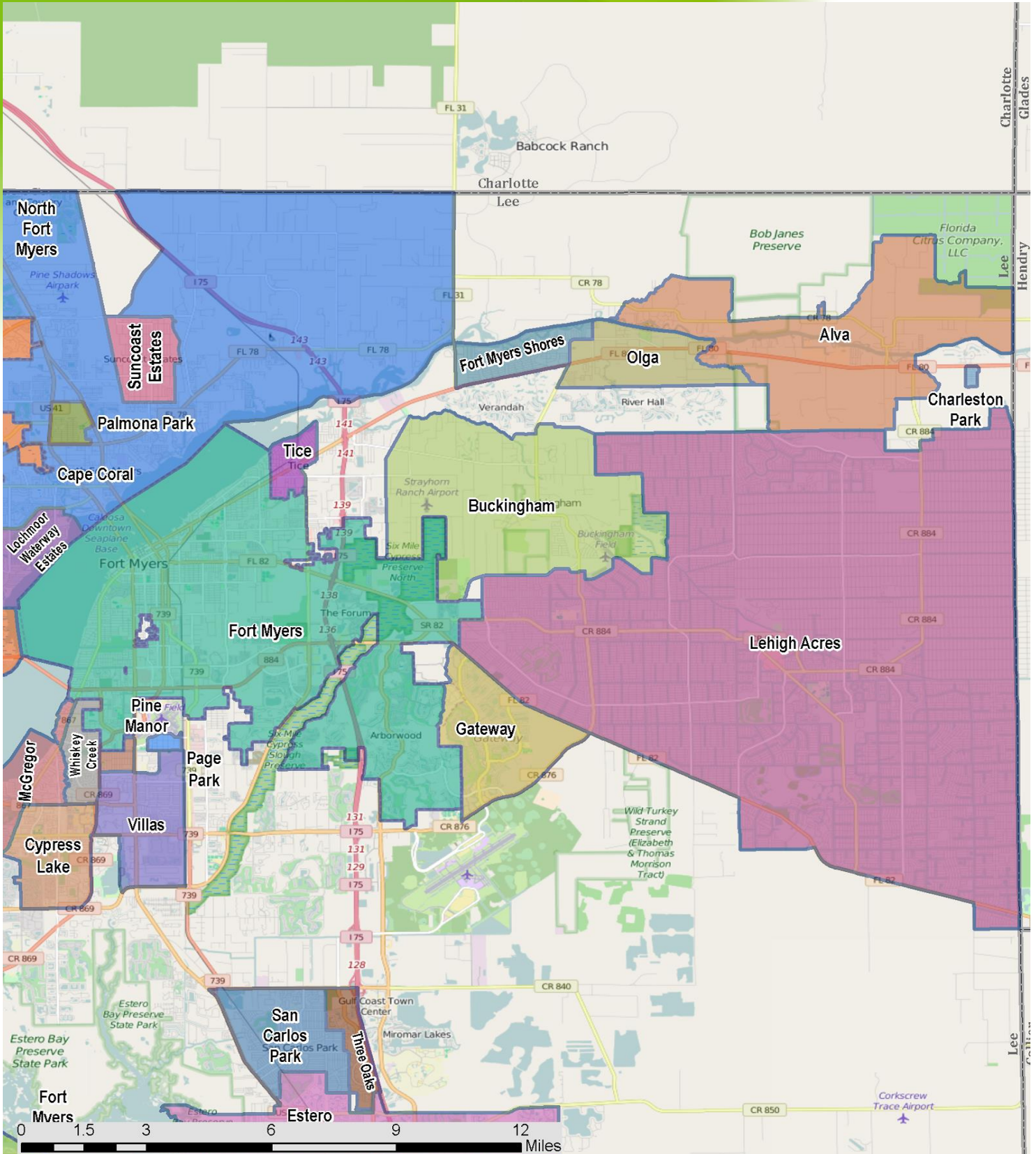


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Lee County Local Residential Market Metrics - Q3 2017
 Reference Map - Eastern Lee County
 Municipalities and Census-Designated Places*



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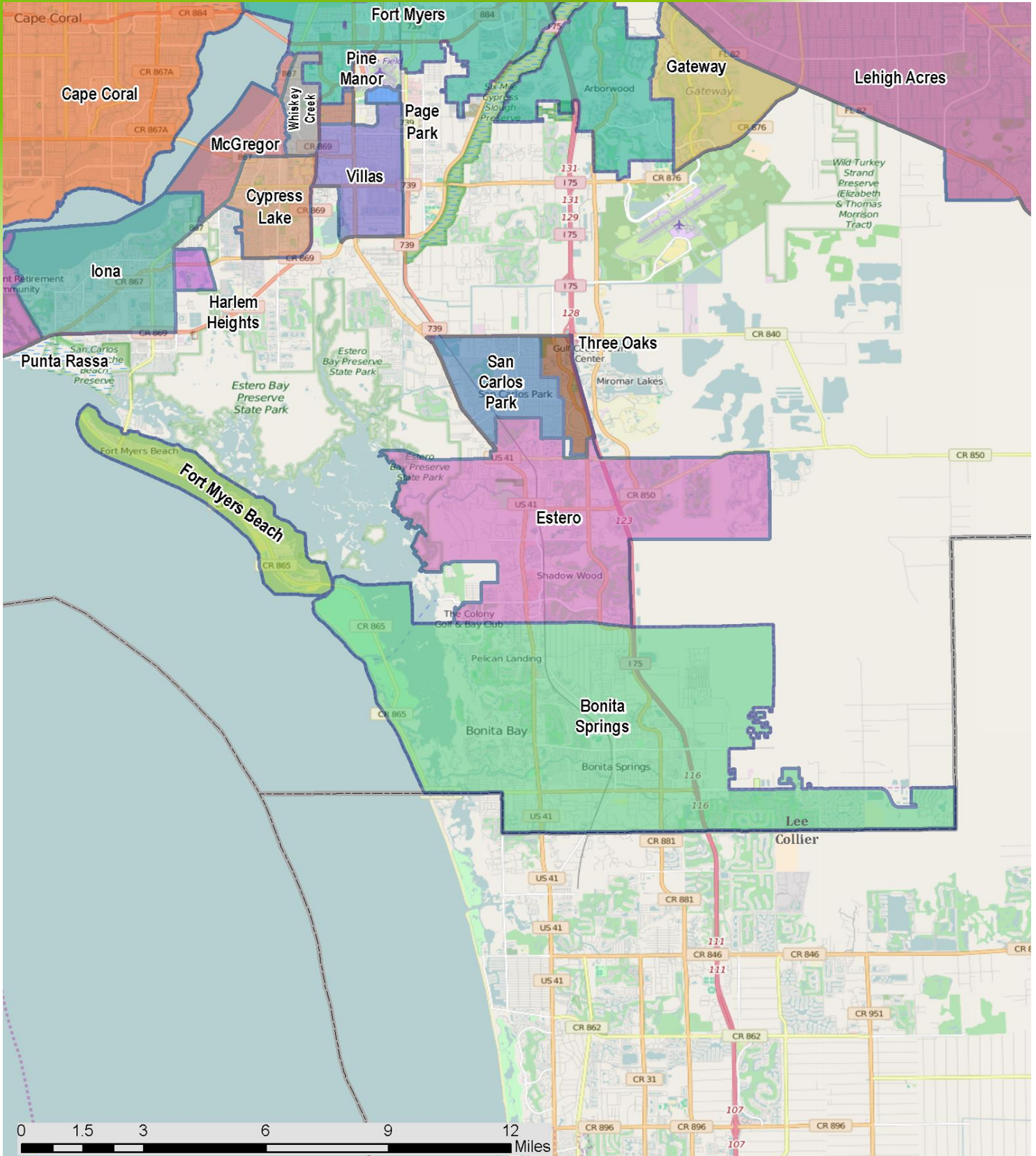
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Reference Map - Southern Lee County

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Lee County Local Residential Market Metrics - Q3 2017

Townhouses and Condos

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Lee County	1,308	-0.3%	726	-0.7%	\$178,000	1.7%	\$218,988	-0.9%
Alva (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Bokeelia (CDP)	3	-25.0%	2	-50.0%	\$300,000	36.8%	\$299,000	46.1%
Bonita Springs (City)	145	-30.0%	84	-31.7%	\$243,000	1.8%	\$282,995	-9.0%
Buckingham (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Burnt Store Marina (CDP)	13	44.4%	9	125.0%	\$223,000	-15.8%	\$229,073	-18.0%
Cape Coral (City)	153	6.3%	86	0.0%	\$165,000	28.4%	\$189,712	25.1%
Captiva (CDP)	13	85.7%	6	200.0%	\$320,000	-46.9%	\$364,269	-56.9%
Charleston Park (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Cypress Lake (CDP)	75	-26.5%	39	-26.4%	\$127,000	-4.5%	\$127,909	-6.1%
Estero (Village)	131	4.8%	76	16.9%	\$220,000	-5.2%	\$251,523	0.8%
Fort Myers (City)	184	-4.2%	92	-6.1%	\$172,475	1.5%	\$173,703	3.7%
Fort Myers Beach (Town)	47	34.3%	37	85.0%	\$325,000	-3.3%	\$374,044	0.6%
Fort Myers Shores (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Gateway (CDP)	35	25.0%	14	16.7%	\$151,000	22.0%	\$162,656	14.3%
Harlem Heights (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Iona (CDP)	48	-12.7%	30	-11.8%	\$153,000	-16.4%	\$231,535	3.7%
Lehigh Acres (CDP)	40	-2.4%	28	-3.4%	\$60,000	0.1%	\$75,450	3.5%
Lochmoor Waterway Estates (CDP)	8	-33.3%	3	-66.7%	\$98,750	4.0%	\$127,938	12.1%
Matlacha (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Matlacha Isles-Matlacha Shores (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
McGregor (CDP)	23	-14.8%	15	-21.1%	\$172,000	7.5%	\$182,000	-11.6%
North Fort Myers (CDP)	49	28.9%	25	66.7%	\$140,750	9.6%	\$140,601	-14.2%
Olga (CDP)	2	-33.3%	0	-100.0%	\$168,265	0.5%	\$171,633	2.1%
Page Park (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Palmona Park (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Pine Island Center (CDP)	0	-100.0%	0	-100.0%	(No Sales)	N/A	(No Sales)	N/A
Pine Manor (CDP)	0	-100.0%	0	-100.0%	(No Sales)	N/A	(No Sales)	N/A
Pineland (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Punta Rassa (CDP)	3	0.0%	3	50.0%	\$455,000	5.8%	\$463,333	9.0%
San Carlos Park (CDP)	2	100.0%	1	N/A	\$80,250	-2.1%	\$80,250	-2.1%
Sanibel (City)	24	-11.1%	15	7.1%	\$602,000	15.2%	\$735,542	29.7%
St. James City (CDP)	2	100.0%	1	N/A	\$162,500	-20.7%	\$162,500	-20.7%
Suncoast Estates (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Three Oaks (CDP)	3	-57.1%	0	-100.0%	\$221,500	4.6%	\$223,167	6.7%
Tice (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Villas (CDP)	60	-11.8%	32	-28.9%	\$118,750	-1.0%	\$136,614	-10.8%
Whiskey Creek (CDP)	17	21.4%	8	-11.1%	\$155,000	2.6%	\$158,941	7.8%

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Lee County Local Residential Market Metrics - Q3 2017

Townhouses and Condos

Municipalities and Census-Designated Places*



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Name of County, Municipality, or CDP*	Dollar Volume	Y/Y % Chg.	Pct. of Orig. List Price Received	Y/Y % Chg.	Median Time to Contract	Y/Y % Chg.	New Listings	Y/Y % Chg.
Lee County	\$286.4 Million	-1.2%	94.0%	-0.7%	89 Days	21.9%	1,358	-16.0%
Alva (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Bokeelia (CDP)	\$897,000	9.6%	86.7%	-7.7%	21 Days	-32.3%	2	100.0%
Bonita Springs (City)	\$41.0 Million	-36.3%	93.6%	-1.0%	103 Days	37.3%	150	-33.6%
Buckingham (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Burnt Store Marina (CDP)	\$3.0 Million	18.5%	95.4%	8.2%	145 Days	-7.1%	21	16.7%
Cape Coral (City)	\$29.0 Million	32.9%	93.3%	-1.1%	83 Days	29.7%	165	-13.2%
Captiva (CDP)	\$4.7 Million	-19.9%	91.8%	-4.1%	216 Days	307.5%	7	-53.3%
Charleston Park (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Cypress Lake (CDP)	\$9.6 Million	-31.0%	93.3%	-1.4%	62 Days	17.0%	79	-21.0%
Estero (Village)	\$32.9 Million	5.6%	94.0%	-0.9%	104 Days	28.4%	131	-17.6%
Fort Myers (City)	\$32.0 Million	-0.6%	93.9%	-1.4%	71 Days	-7.8%	249	-3.1%
Fort Myers Beach (Town)	\$17.6 Million	35.1%	95.0%	1.0%	112 Days	-22.2%	49	8.9%
Fort Myers Shores (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Gateway (CDP)	\$5.7 Million	42.9%	95.2%	1.6%	43 Days	-32.8%	39	77.3%
Harlem Heights (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Iona (CDP)	\$11.1 Million	-9.5%	92.9%	-1.0%	110 Days	10.0%	49	-36.4%
Lehigh Acres (CDP)	\$3.0 Million	1.0%	94.7%	-0.3%	35 Days	-23.9%	36	-23.4%
Lochmoor Waterway Estates (CDP)	\$1.0 Million	-25.3%	92.9%	-2.5%	40 Days	90.5%	8	-61.9%
Matlacha (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Matlacha Isles-Matlacha Shores (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
McGregor (CDP)	\$4.2 Million	-24.7%	93.3%	-1.8%	81 Days	-1.2%	25	-30.6%
North Fort Myers (CDP)	\$6.9 Million	10.7%	91.2%	-3.0%	129 Days	72.0%	28	-20.0%
Olga (CDP)	\$343,266	-31.9%	92.4%	-2.0%	137 Days	-4.9%	1	-66.7%
Page Park (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Palmona Park (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Pine Island Center (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	2	N/A
Pine Manor (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	1	N/A
Pineland (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Punta Rassa (CDP)	\$1.4 Million	9.0%	94.9%	3.5%	232 Days	510.5%	6	200.0%
San Carlos Park (CDP)	\$160,500	95.7%	85.2%	-7.5%	87 Days	-32.0%	3	0.0%
Sanibel (City)	\$17.7 Million	15.3%	92.5%	-2.6%	137 Days	-3.5%	30	-11.8%
St. James City (CDP)	\$325,000	58.5%	93.5%	-1.9%	391 Days	-86.3%	1	0.0%
Suncoast Estates (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Three Oaks (CDP)	\$669,501	-54.3%	98.5%	2.3%	18 Days	-33.3%	5	-66.7%
Tice (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Villas (CDP)	\$8.2 Million	-21.3%	94.8%	-0.8%	72 Days	46.9%	63	-11.3%
Whiskey Creek (CDP)	\$2.7 Million	30.9%	94.4%	-0.1%	97 Days	49.2%	13	-18.8%

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Townhouses and Condos

Municipalities and Census-Designated Places*



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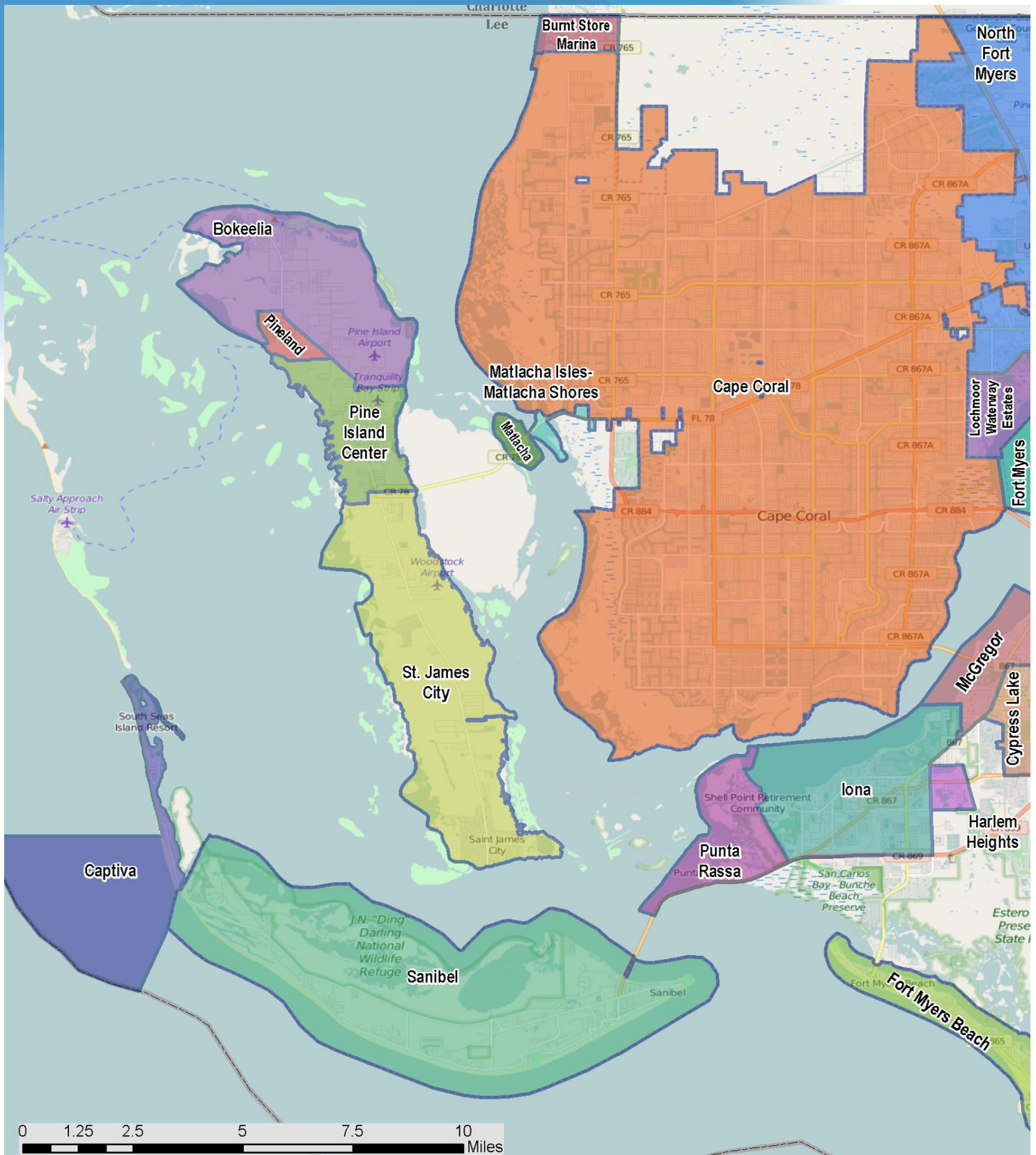
Name of County, Municipality, or CDP*	New Pending Sales	Y/Y % Chg.	Pending Inventory	Y/Y % Chg.	Active Inventory	Y/Y % Chg.	Months Supply of Inventory	Y/Y % Chg.
Lee County	1,371	-3.0%	516	-20.5%	2,721	-2.3%	5.3	-5.4%
Alva (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Bokeelia (CDP)	0	-100.0%	0	-100.0%	9	12.5%	15.4	43.9%
Bonita Springs (City)	137	-26.3%	71	-12.3%	440	-12.5%	6.2	-11.4%
Buckingham (CDP)	0	N/A	0	N/A	0	-100.0%	0.0	N/A
Burnt Store Marina (CDP)	17	54.5%	7	40.0%	39	-31.6%	5.9	-28.0%
Cape Coral (City)	165	-5.2%	57	-16.2%	253	-11.5%	4.5	-15.1%
Captiva (CDP)	21	320.0%	4	0.0%	41	-16.3%	9.3	-52.6%
Charleston Park (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Cypress Lake (CDP)	79	-20.2%	35	-30.0%	99	1.0%	3.2	6.7%
Estero (Village)	129	-9.8%	65	-3.0%	314	16.3%	5.7	7.5%
Fort Myers (City)	199	-5.7%	77	-23.0%	417	1.7%	5.9	-4.8%
Fort Myers Beach (Town)	48	20.0%	14	-30.0%	136	14.3%	6.1	-6.2%
Fort Myers Shores (CDP)	0	N/A	0	N/A	1	0.0%	12.0	N/A
Gateway (CDP)	41	32.3%	12	-20.0%	35	20.7%	3.9	0.0%
Harlem Heights (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Iona (CDP)	67	9.8%	23	-25.8%	139	-2.8%	6.1	10.9%
Lehigh Acres (CDP)	38	-15.6%	12	-45.5%	32	-27.3%	2.2	-38.9%
Lochmoor Waterway Estates (CDP)	9	-10.0%	5	25.0%	14	-33.3%	3.7	-38.3%
Matlacha (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Matlacha Isles-Matlacha Shores (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
McGregor (CDP)	23	-25.8%	9	-30.8%	50	-28.6%	5.4	-27.0%
North Fort Myers (CDP)	55	37.5%	16	-11.1%	59	0.0%	4.1	-2.4%
Olga (CDP)	2	-71.4%	1	-50.0%	1	-50.0%	1.2	-80.0%
Page Park (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Palmona Park (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Pine Island Center (CDP)	0	N/A	0	N/A	3	200.0%	18.0	958.8%
Pine Manor (CDP)	0	-100.0%	0	N/A	1	N/A	6.0	N/A
Pineland (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Punta Rassa (CDP)	2	N/A	0	-100.0%	9	-25.0%	5.7	-32.9%
San Carlos Park (CDP)	6	500.0%	7	600.0%	12	300.0%	28.8	700.0%
Sanibel (City)	35	2.9%	13	44.4%	103	-1.9%	8.5	3.7%
St. James City (CDP)	1	-50.0%	0	-100.0%	3	-57.1%	7.2	-57.1%
Suncoast Estates (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Three Oaks (CDP)	2	-66.7%	0	-100.0%	8	-50.0%	3.4	-43.3%
Tice (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Villas (CDP)	60	-17.8%	21	-30.0%	120	39.5%	5.1	45.7%
Whiskey Creek (CDP)	23	91.7%	6	50.0%	12	-40.0%	2.0	-39.4%

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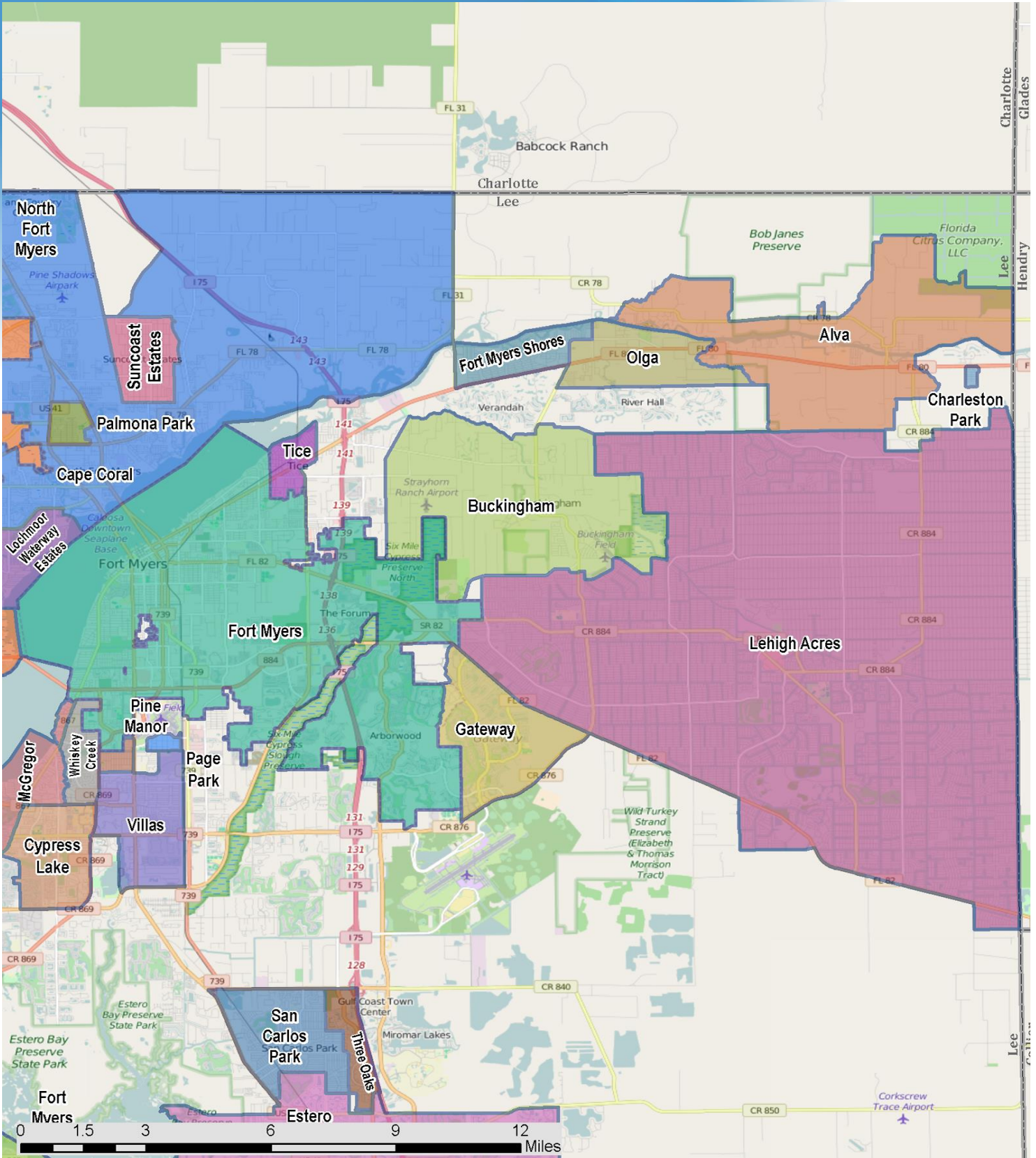
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Lee County Local Residential Market Metrics - Q3 2017
 Reference Map - Western Lee County
 Municipalities and Census-Designated Places*



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Lee County Local Residential Market Metrics - Q3 2017
 Reference Map - Eastern Lee County
 Municipalities and Census-Designated Places*



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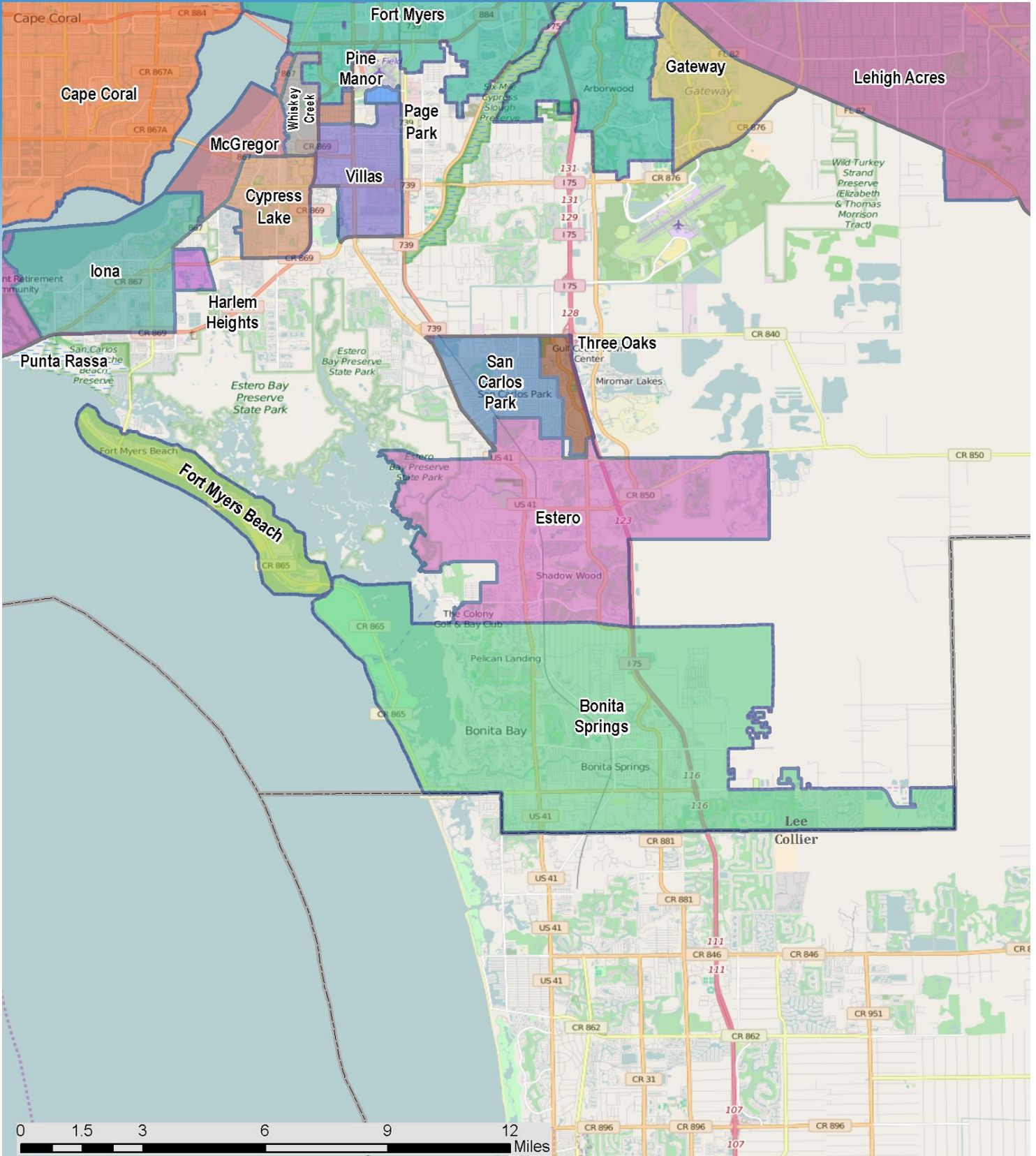
Lee County Local Residential Market Metrics - Q3 2017

Reference Map - Southern Lee County

Municipalities and Census-Designated Places*



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Lee County Local Residential Market Metrics - Q3 2017

Manufactured Homes

Municipalities and Census-Designated Places*



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Name of County, Municipality, or CDP*	Closed Sales	Y/Y % Chg.	Closed Sales Paid in Cash	Y/Y % Chg.	Median Sale Price	Y/Y % Chg.	Average Sale Price	Y/Y % Chg.
Lee County	113	6.6%	94	8.0%	\$85,000	2.5%	\$101,729	-7.9%
Alva (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Bokeelia (CDP)	5	400.0%	4	N/A	\$71,000	-43.2%	\$88,500	-29.2%
Bonita Springs (City)	14	7.7%	14	27.3%	\$102,000	14.6%	\$109,072	6.7%
Buckingham (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Burnt Store Marina (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Cape Coral (City)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Captiva (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Charleston Park (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Cypress Lake (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Estero (Village)	12	20.0%	11	57.1%	\$83,500	-11.2%	\$86,000	-9.6%
Fort Myers (City)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Fort Myers Beach (Town)	0	-100.0%	0	-100.0%	(No Sales)	N/A	(No Sales)	N/A
Fort Myers Shores (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Gateway (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Harlem Heights (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Iona (CDP)	13	116.7%	11	83.3%	\$97,500	6.6%	\$98,915	15.8%
Lehigh Acres (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Lochmoor Waterway Estates (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Matlacha (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Matlacha Isles-Matlacha Shores (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
McGregor (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
North Fort Myers (CDP)	27	-20.6%	23	-25.8%	\$78,750	9.4%	\$79,981	6.1%
Olga (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Page Park (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Palmona Park (CDP)	0	-100.0%	0	-100.0%	(No Sales)	N/A	(No Sales)	N/A
Pine Island Center (CDP)	2	N/A	2	N/A	\$76,250	N/A	\$76,250	N/A
Pine Manor (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Pineland (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Punta Rassa (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
San Carlos Park (CDP)	2	N/A	2	N/A	\$68,000	N/A	\$68,000	N/A
Sanibel (City)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
St. James City (CDP)	9	0.0%	4	-33.3%	\$180,000	-7.2%	\$191,056	2.8%
Suncoast Estates (CDP)	11	22.2%	9	50.0%	\$89,900	63.5%	\$90,582	57.4%
Three Oaks (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Tice (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Villas (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A
Whiskey Creek (CDP)	0	N/A	0	N/A	(No Sales)	N/A	(No Sales)	N/A

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Manufactured Homes

Municipalities and Census-Designated Places*



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Name of County, Municipality, or CDP*	Dollar Volume	Y/Y % Chg.	Pct. of Orig. List Price Received	Y/Y % Chg.	Median Time to Contract	Y/Y % Chg.	New Listings	Y/Y % Chg.
Lee County	\$11.5 Million	-1.9%	89.9%	-2.0%	89 Days	20.3%	130	-0.8%
Alva (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	1	-50.0%
Bokeelia (CDP)	\$442,500	254.0%	95.7%	6.5%	28 Days	-75.4%	0	N/A
Bonita Springs (City)	\$1.5 Million	14.9%	88.7%	-3.5%	108 Days	107.7%	13	-40.9%
Buckingham (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	1	N/A
Burnt Store Marina (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Cape Coral (City)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Captiva (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Charleston Park (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Cypress Lake (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Estero (Village)	\$1.0 Million	8.5%	87.8%	-4.3%	111 Days	-33.5%	11	-38.9%
Fort Myers (City)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	1	N/A
Fort Myers Beach (Town)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Fort Myers Shores (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	-100.0%
Gateway (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Harlem Heights (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Iona (CDP)	\$1.3 Million	150.9%	90.3%	0.6%	68 Days	-28.4%	14	40.0%
Lehigh Acres (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Lochmoor Waterway Estates (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Matlacha (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Matlacha Isles-Matlacha Shores (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
McGregor (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
North Fort Myers (CDP)	\$2.2 Million	-15.8%	93.3%	5.4%	46 Days	-34.3%	30	0.0%
Olga (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Page Park (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Palmona Park (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	1	0.0%
Pine Island Center (CDP)	\$152,500	N/A	82.9%	N/A	78 Days	N/A	1	N/A
Pine Manor (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Pineland (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Punta Rassa (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
San Carlos Park (CDP)	\$136,000	N/A	93.3%	N/A	112 Days	N/A	0	N/A
Sanibel (City)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
St. James City (CDP)	\$1.7 Million	2.8%	90.1%	-3.7%	139 Days	414.8%	12	-20.0%
Suncoast Estates (CDP)	\$996,402	92.4%	88.5%	-0.6%	96 Days	123.3%	12	50.0%
Three Oaks (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Tice (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Villas (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A
Whiskey Creek (CDP)	(No Sales)	N/A	(No Sales)	N/A	(No Sales)	N/A	0	N/A

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Lee County Local Residential Market Metrics - Q3 2017

Manufactured Homes

Municipalities and Census-Designated Places*



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Name of County, Municipality, or CDP*	New Pending Sales	Y/Y % Chg.	Pending Inventory	Y/Y % Chg.	Active Inventory	Y/Y % Chg.	Months Supply of Inventory	Y/Y % Chg.
Lee County	117	-11.4%	38	-30.9%	237	0.9%	5.0	0.0%
Alva (CDP)	0	N/A	0	N/A	1	-75.0%	0.0	-100.0%
Bokeelia (CDP)	4	300.0%	1	-50.0%	1	N/A	1.7	N/A
Bonita Springs (City)	17	-5.6%	7	-30.0%	29	16.0%	4.5	-2.2%
Buckingham (CDP)	0	N/A	1	N/A	2	100.0%	12.0	0.0%
Burnt Store Marina (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Cape Coral (City)	0	N/A	0	N/A	0	N/A	0.0	N/A
Captiva (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Charleston Park (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Cypress Lake (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Estero (Village)	13	-27.8%	2	-77.8%	25	-28.6%	4.5	-60.5%
Fort Myers (City)	0	N/A	0	N/A	1	N/A	0.0	N/A
Fort Myers Beach (Town)	0	N/A	0	N/A	0	N/A	0.0	N/A
Fort Myers Shores (CDP)	0	N/A	1	N/A	3	200.0%	36.0	200.0%
Gateway (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Harlem Heights (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Iona (CDP)	9	12.5%	2	-33.3%	19	-9.5%	4.5	-15.1%
Lehigh Acres (CDP)	0	-100.0%	0	N/A	1	0.0%	0.0	N/A
Lochmoor Waterway Estates (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Matlacha (CDP)	0	N/A	0	N/A	1	0.0%	0.0	-100.0%
Matlacha Isles-Matlacha Shores (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
McGregor (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
North Fort Myers (CDP)	30	-23.1%	6	-40.0%	41	-22.6%	3.2	-13.5%
Olga (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Page Park (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Palmona Park (CDP)	0	-100.0%	0	N/A	1	N/A	12.0	N/A
Pine Island Center (CDP)	1	N/A	1	N/A	2	N/A	8.0	N/A
Pine Manor (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Pineland (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Punta Rassa (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
San Carlos Park (CDP)	1	N/A	0	N/A	0	N/A	0.0	N/A
Sanibel (City)	0	N/A	0	N/A	0	N/A	0.0	N/A
St. James City (CDP)	11	22.2%	5	0.0%	28	21.7%	5.5	41.0%
Suncoast Estates (CDP)	9	0.0%	4	-20.0%	14	55.6%	4.2	44.8%
Three Oaks (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Tice (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Villas (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A
Whiskey Creek (CDP)	0	N/A	0	N/A	0	N/A	0.0	N/A

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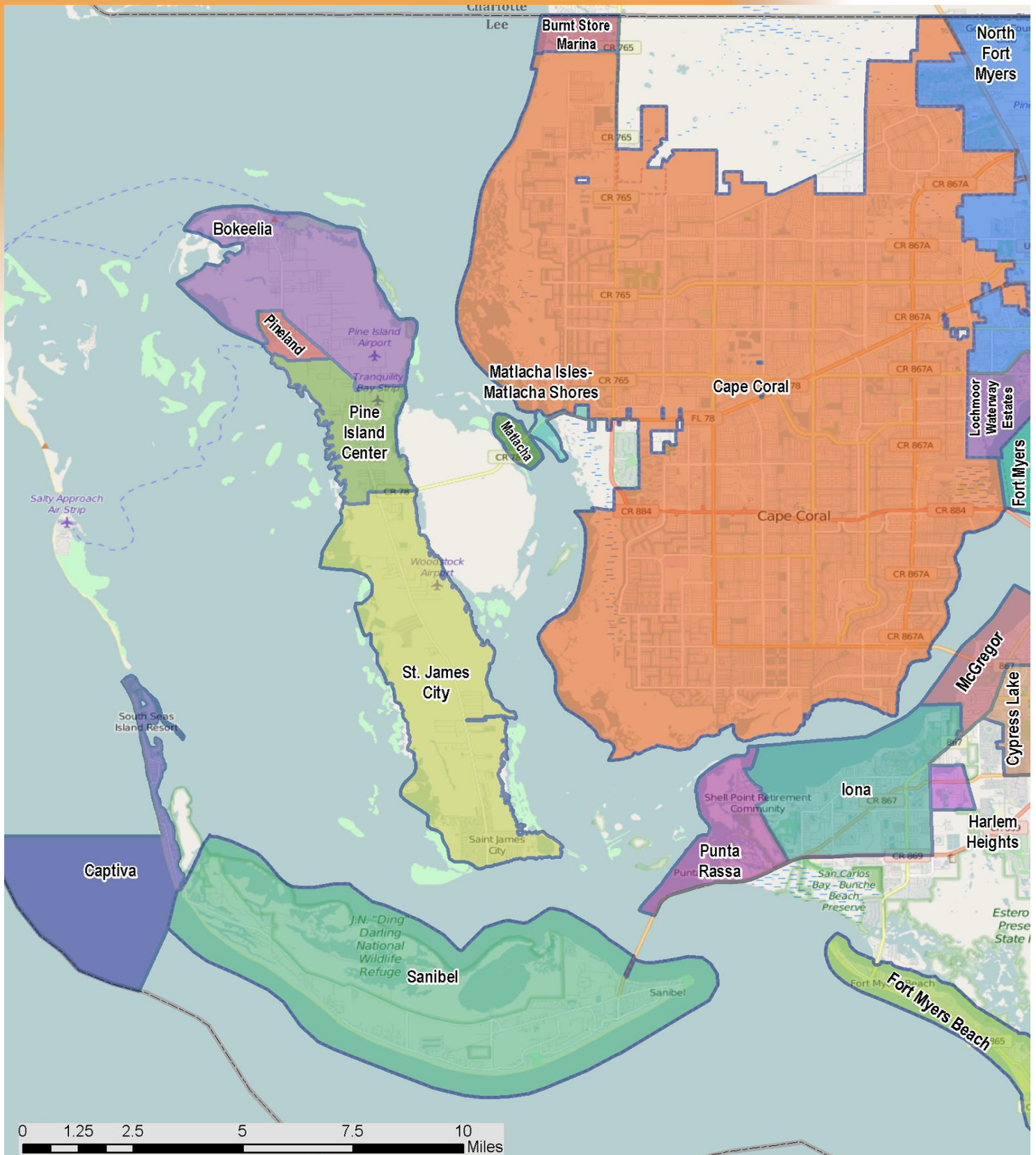
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Lee County Local Residential Market Metrics - Q3 2017
 Reference Map - Western Lee County
 Municipalities and Census-Designated Places*

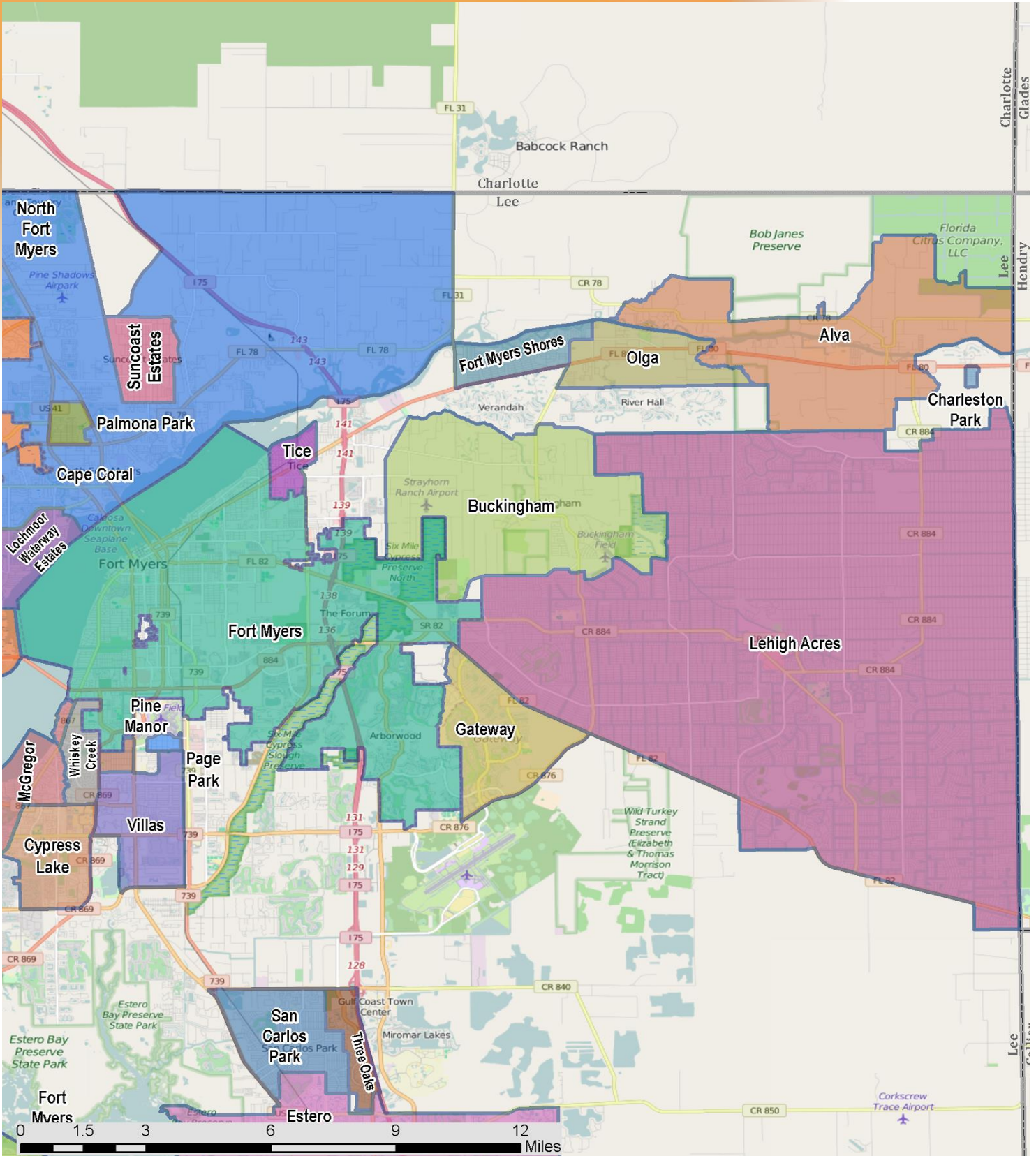


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Lee County Local Residential Market Metrics - Q3 2017
 Reference Map - Eastern Lee County
 Municipalities and Census-Designated Places*



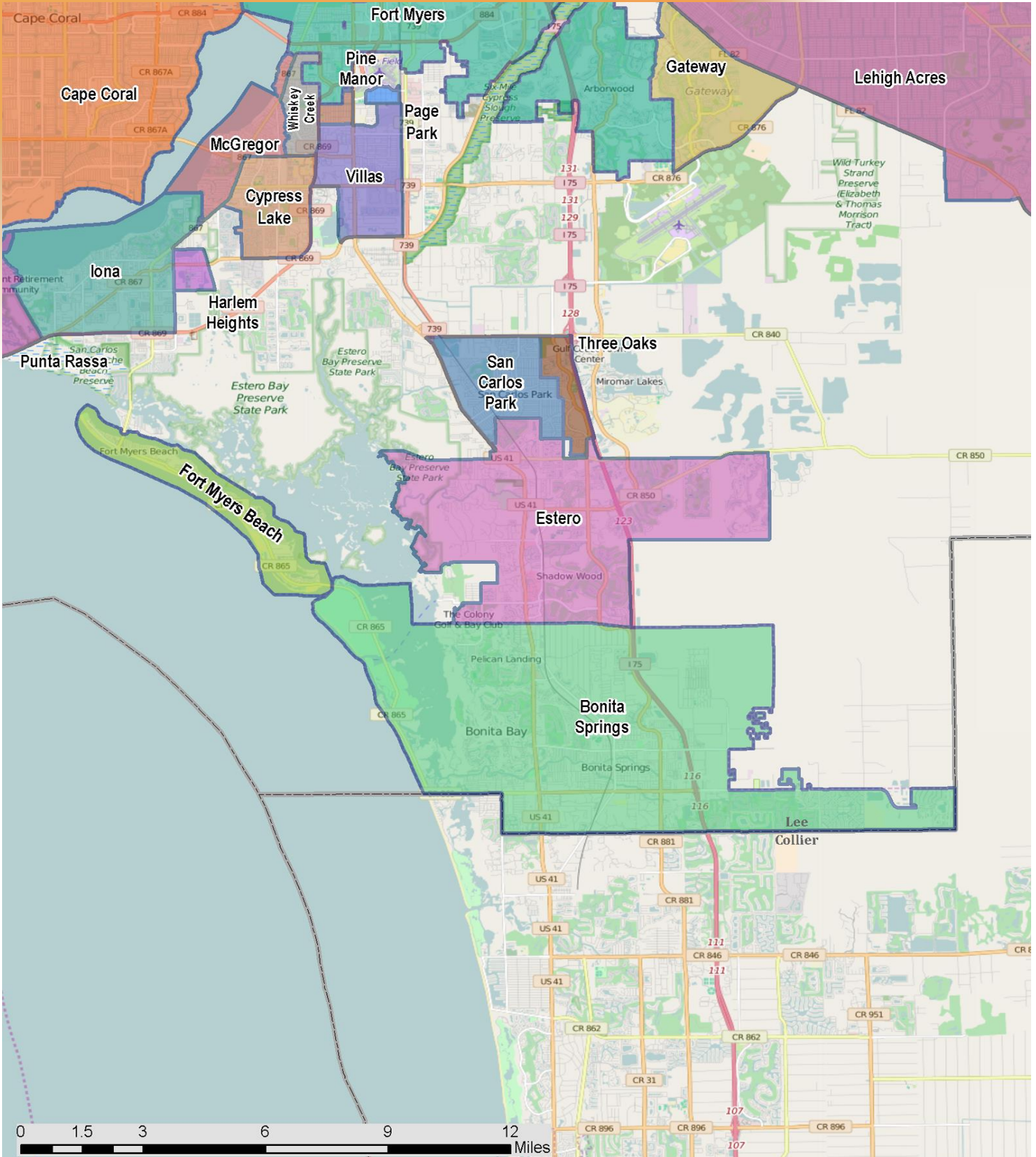
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Lee County Local Residential Market Metrics - Q3 2017

Reference Map - Southern Lee County Municipalities and Census-Designated Places*



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