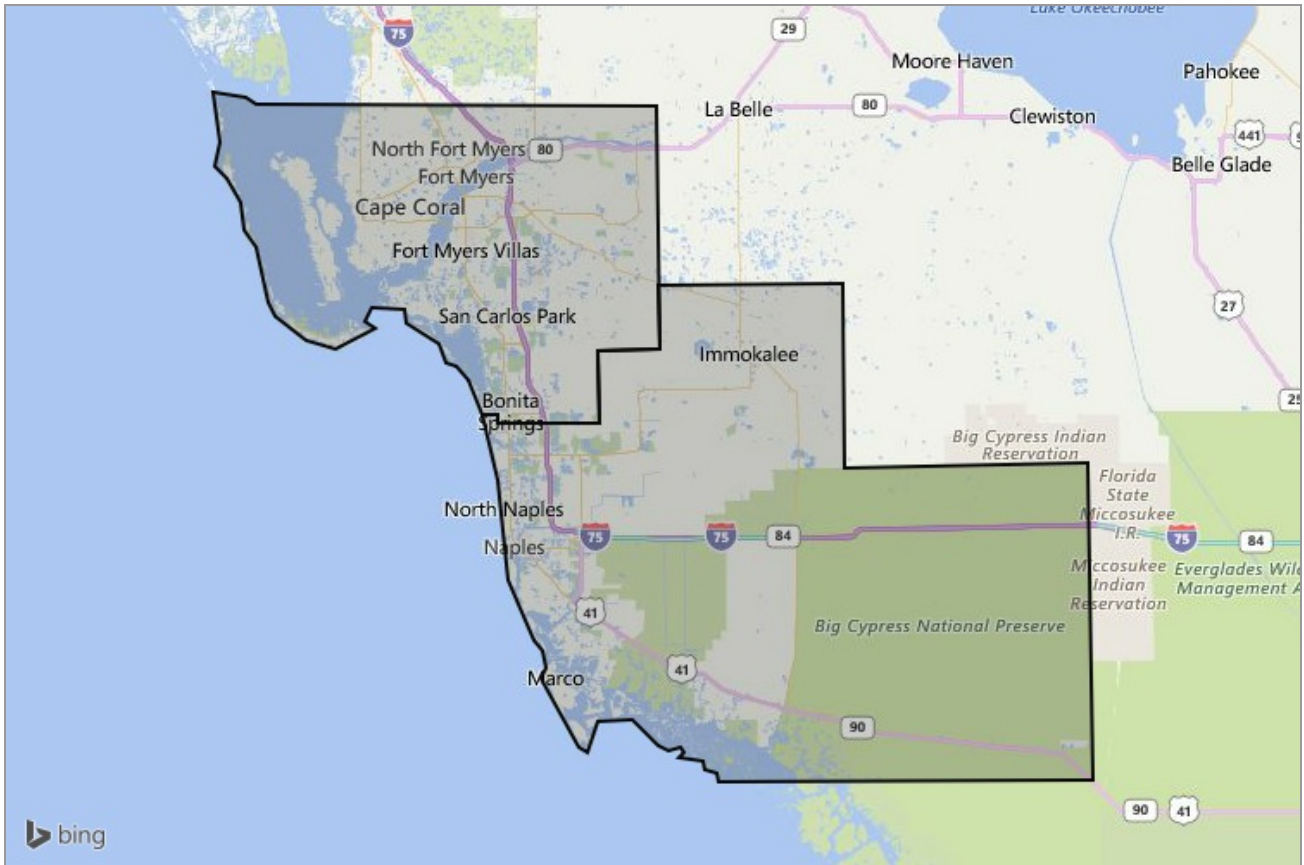




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
4/2016 – 4/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 05/08/2017

**Scheduled:** Yes

Presented by

**Bonita Springs-Estero Association of REALTORS®**

(239) 992-6771

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

25300 Bemwood Drive  
Suite 1  
Bonita Springs, FL 34135



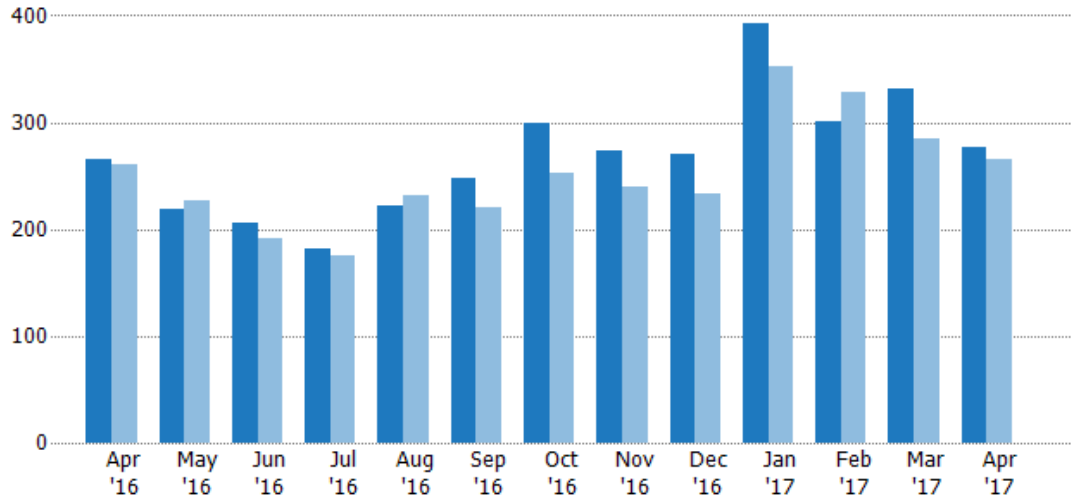
### New Listings

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.
Apr '17	277	4.1%
Apr '16	266	1.9%
Apr '15	261	-2.7%



Current Year	266	219	206	181	222	248	299	273	271	392	301	331	277
Prior Year	261	227	191	176	231	221	252	239	234	352	328	285	266
Percent Change from Prior Year	2%	-4%	8%	3%	-4%	12%	19%	14%	16%	11%	-8%	16%	4%

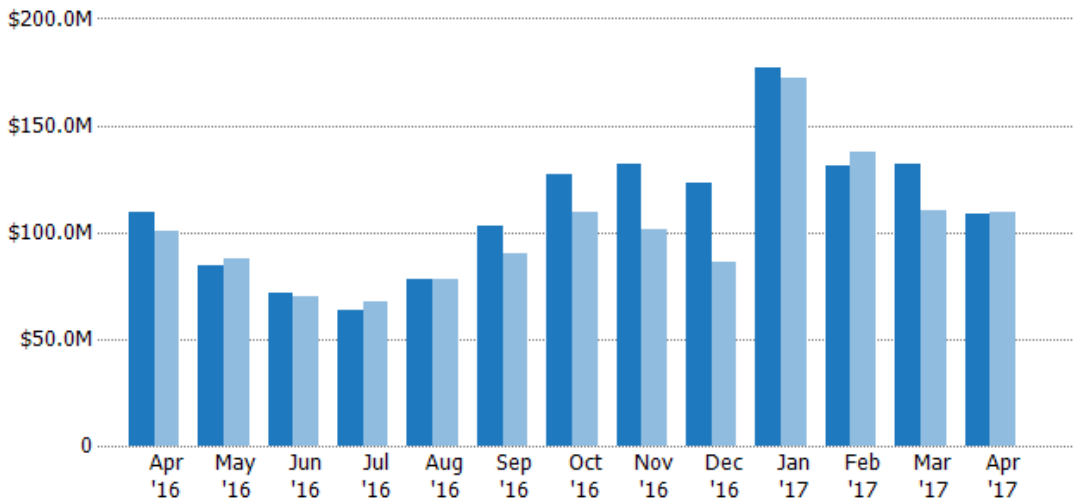
### New Listing Volume

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.
Apr '17	\$108M	-1.2%
Apr '16	\$110M	9.4%
Apr '15	\$100M	-6.1%



Current Year	\$110M	\$84.4M	\$71.7M	\$63.3M	\$77.9M	\$103M	\$127M	\$132M	\$123M	\$177M	\$131M	\$132M	\$108M
Prior Year	\$100M	\$87.8M	\$70M	\$67.3M	\$77.7M	\$90.3M	\$109M	\$102M	\$85.7M	\$173M	\$138M	\$110M	\$110M
Percent Change from Prior Year	9%	-4%	2%	-6%	0%	14%	17%	30%	44%	2%	-5%	20%	-1%





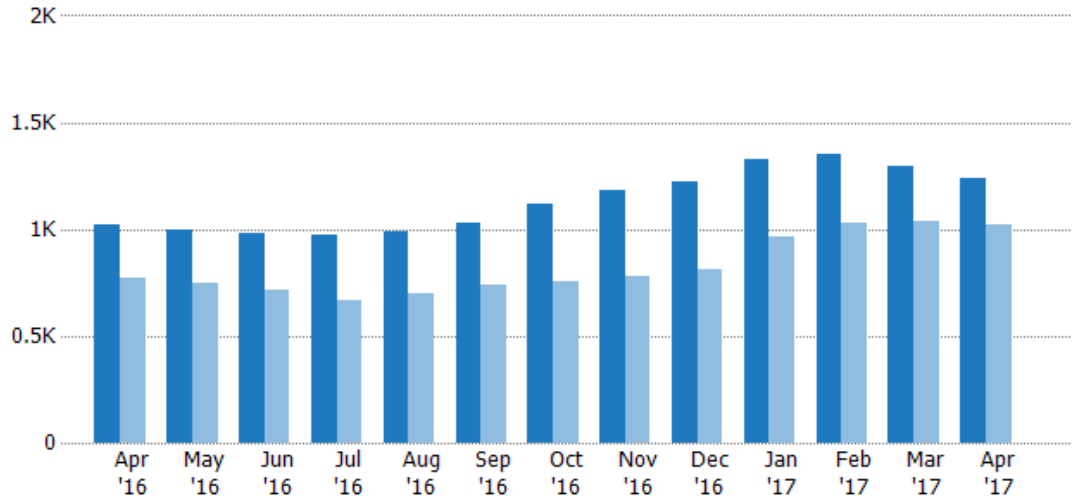
### Active Listings

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.
Apr '17	1.24K	21.2%
Apr '16	1.02K	32.1%
Apr '15	775	26.6%



Current Year	1.02K	996	983	971	990	1.03K	1.12K	1.18K	1.22K	1.33K	1.35K	1.29K	1.24K
Prior Year	775	745	717	668	699	737	753	783	813	962	1.03K	1.04K	1.02K
Percent Change from Prior Year	32%	34%	37%	45%	42%	39%	48%	51%	50%	38%	31%	25%	21%

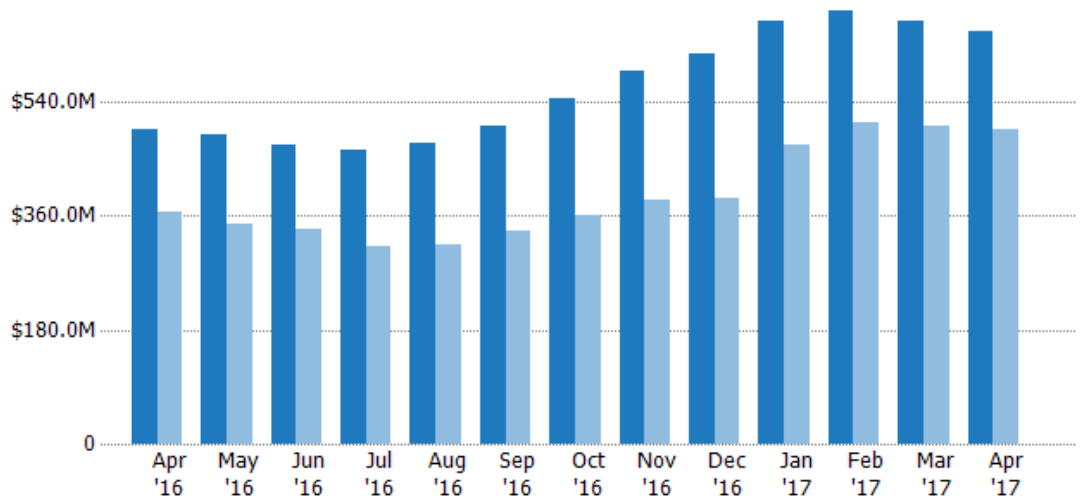
### Active Listing Volume

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.
Apr '17	\$652M	31.6%
Apr '16	\$495M	35.1%
Apr '15	\$367M	14.5%



Current Year	\$495M	\$487M	\$471M	\$463M	\$474M	\$502M	\$546M	\$589M	\$617M	\$667M	\$682M	\$668M	\$652M
Prior Year	\$367M	\$347M	\$338M	\$313M	\$314M	\$335M	\$362M	\$385M	\$387M	\$471M	\$507M	\$503M	\$495M
Percent Change from Prior Year	35%	40%	39%	48%	51%	50%	51%	53%	59%	42%	35%	33%	32%





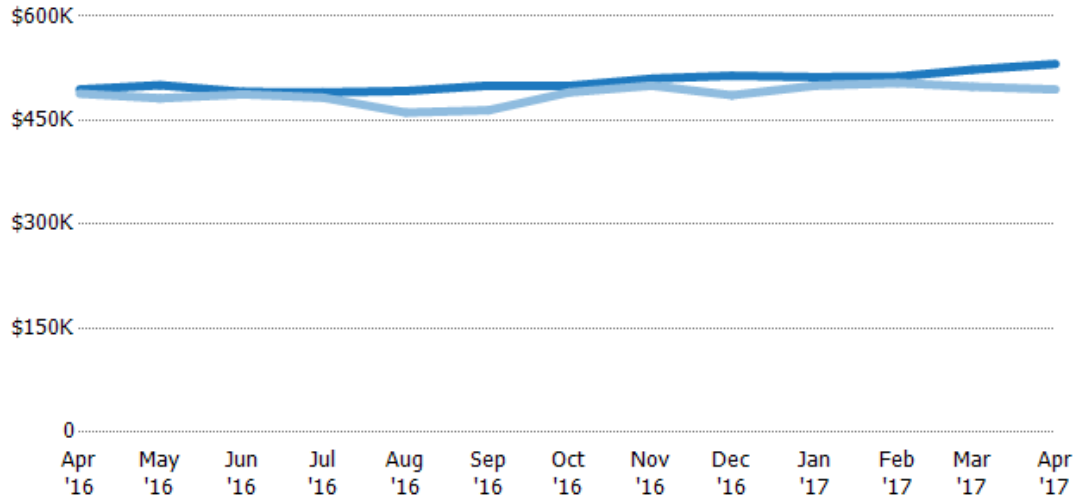
### Average Listing Price

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.
Apr '17	\$531K	7.4%
Apr '16	\$494K	1.2%
Apr '15	\$488K	-8.5%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	\$494K	\$501K	\$491K	\$490K	\$492K	\$500K	\$500K	\$510K	\$514K	\$512K	\$513K	\$523K	\$531K
Prior Year	\$488K	\$482K	\$487K	\$483K	\$461K	\$464K	\$490K	\$500K	\$486K	\$500K	\$504K	\$498K	\$494K
Percent Change from Prior Year	1%	4%	1%	2%	7%	8%	2%	2%	6%	2%	2%	5%	7%

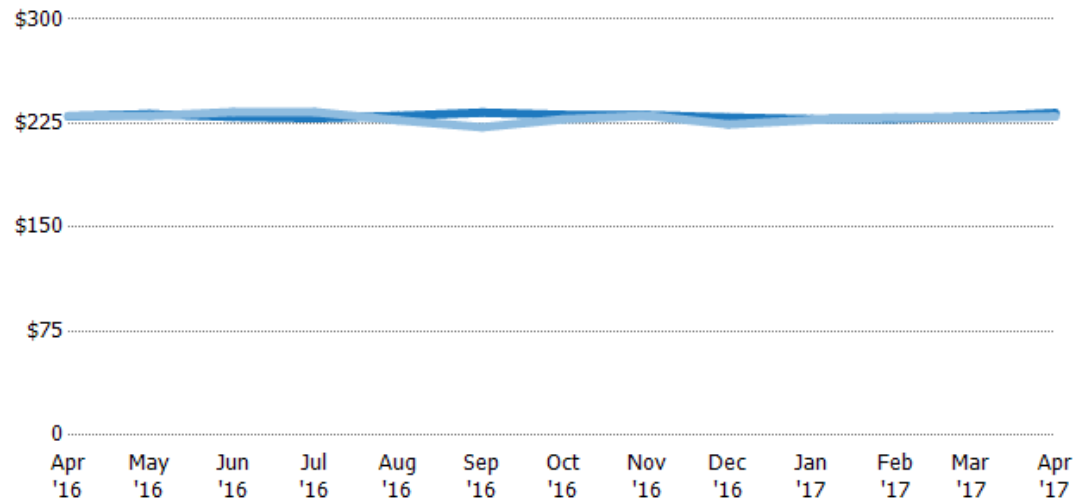
### Average Listing Price per Sq Ft

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.
Apr '17	\$232	1.1%
Apr '16	\$230	-0.1%
Apr '15	\$230	-5.5%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	\$230	\$232	\$230	\$229	\$230	\$233	\$231	\$231	\$229	\$228	\$228	\$230	\$232
Prior Year	\$230	\$230	\$233	\$233	\$227	\$222	\$228	\$230	\$224	\$227	\$229	\$229	\$230
Percent Change from Prior Year	0%	1%	-2%	-2%	1%	5%	1%	0%	2%	0%	0%	0%	1%



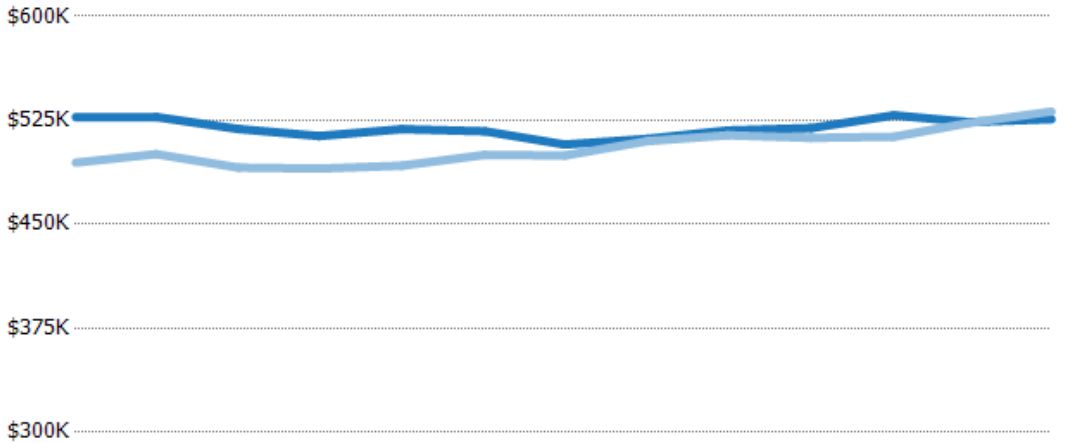


### Average Listing Price vs Average Est Value

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

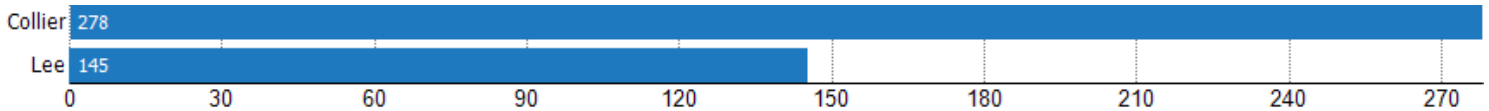


	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg Est Value	\$527K	\$527K	\$519K	\$514K	\$519K	\$517K	\$508K	\$512K	\$518K	\$519K	\$529K	\$524K	\$526K
Avg Listing Price	\$494K	\$501K	\$491K	\$490K	\$492K	\$500K	\$500K	\$510K	\$514K	\$512K	\$513K	\$523K	\$531K
Avg Listing Price as a % of Avg Est Value	94%	95%	95%	95%	95%	97%	98%	100%	99%	99%	97%	100%	101%

### 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





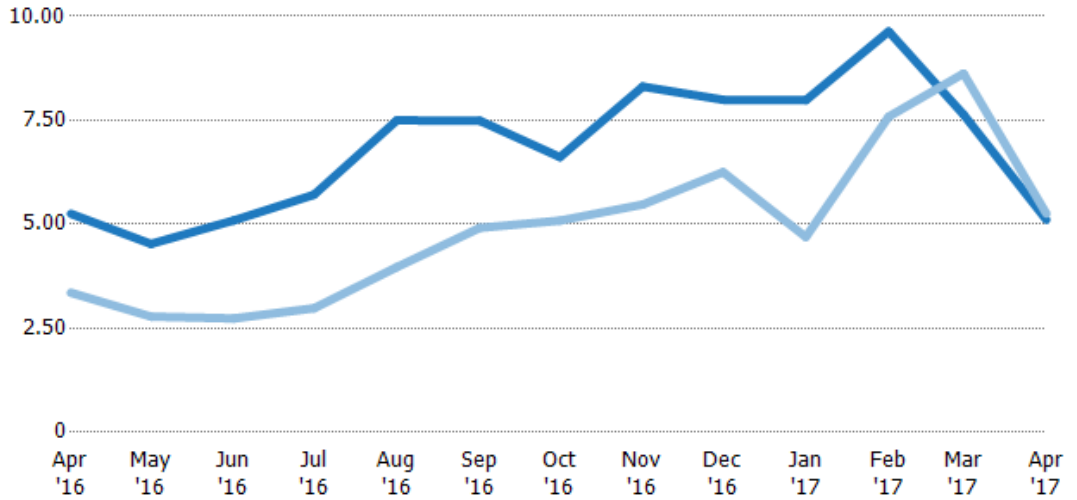
### Months of Inventory

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.
Apr '17	5.11	-2.7%
Apr '16	5.25	56.5%
Apr '15	3.35	23.9%



Current Year	5.25	4.53	5.09	5.71	7.5	7.49	6.62	8.31	7.99	7.98	9.64	7.64	5.11
Prior Year	3.35	2.78	2.74	2.98	3.97	4.91	5.09	5.48	6.25	4.69	7.59	8.63	5.25
Percent Change from Prior Year	57%	63%	86%	92%	89%	52%	30%	52%	28%	70%	27%	-11%	-3%

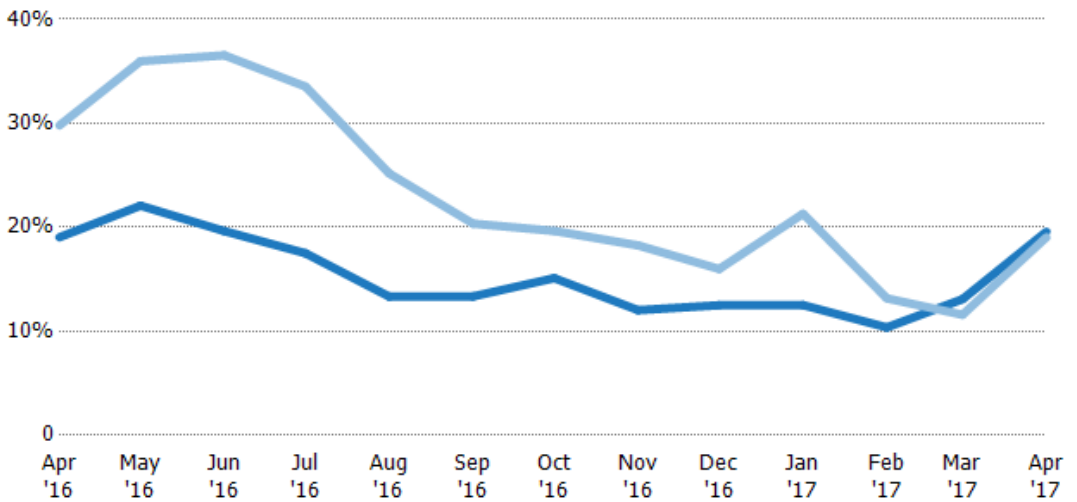
### Absorption Rate

The percentage of inventory sold per month.

#### Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Apr '17	20%	-0.5%
Apr '16	19%	10.8%
Apr '15	30%	-19.3%



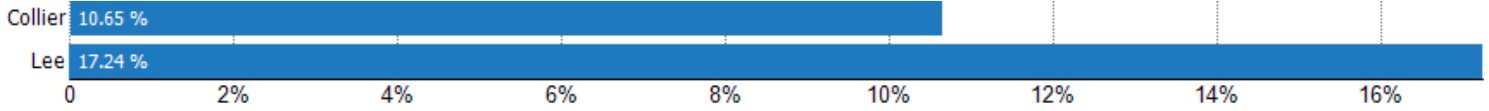
Current Year	19%	22%	20%	18%	13%	13%	15%	12%	13%	13%	10%	13%	20%
Prior Year	30%	36%	37%	34%	25%	20%	20%	18%	16%	21%	13%	12%	19%
Change from Prior Year	11%	14%	17%	16%	12%	7%	5%	6%	3%	9%	3%	-2%	-1%



### 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



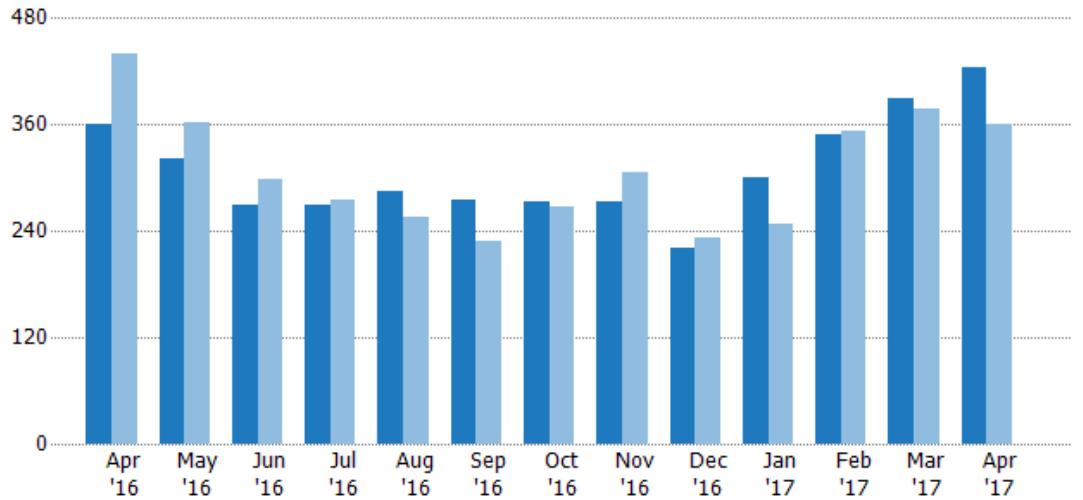
### Pending Sales

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.
Apr '17	424	17.8%
Apr '16	360	-18%
Apr '15	439	-3.6%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	360	322	269	269	284	276	274	274	221	300	349	389	424
Prior Year	439	363	298	276	256	228	268	307	232	247	352	377	360
Percent Change from Prior Year	-18%	-11%	-10%	-3%	11%	21%	2%	-11%	-5%	21%	-1%	3%	18%



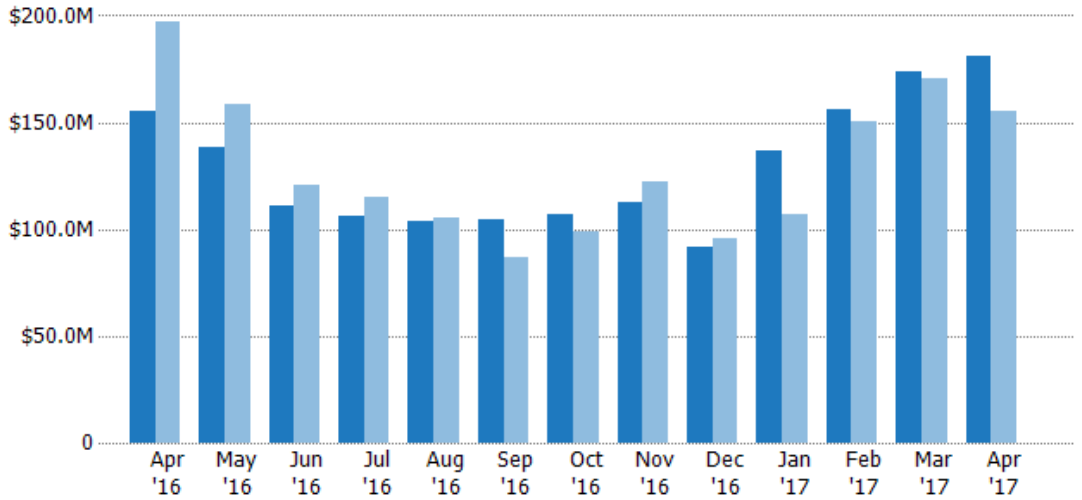
### Pending Sales Volume

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.
Apr '17	\$181M	16.5%
Apr '16	\$155M	-21.3%
Apr '15	\$197M	-10.8%



Current Year	\$155M	\$138M	\$111M	\$106M	\$104M	\$105M	\$107M	\$112M	\$91.5M	\$137M	\$156M	\$173M	\$181M
Prior Year	\$197M	\$158M	\$121M	\$115M	\$106M	\$86.7M	\$99.1M	\$122M	\$95.5M	\$107M	\$151M	\$171M	\$155M
Percent Change from Prior Year	-21%	-13%	-8%	-8%	-2%	21%	8%	-8%	-4%	29%	4%	2%	16%

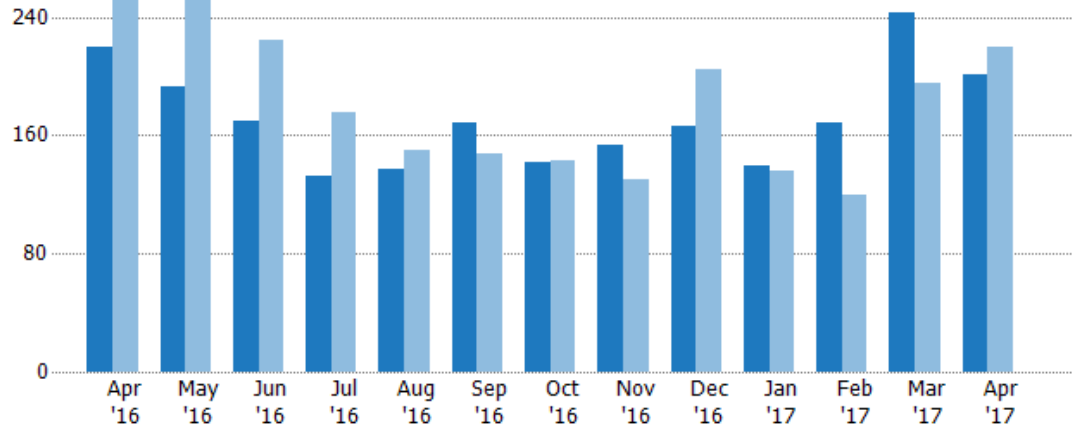
### Closed Sales

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.
Apr '17	201	-8.6%
Apr '16	220	-17.9%
Apr '15	268	1.5%



Current Year	220	193	170	132	137	169	142	153	166	140	169	243	201
Prior Year	268	262	224	176	150	148	143	130	205	136	120	195	220
Percent Change from Prior Year	-18%	-26%	-24%	-25%	-9%	14%	-1%	18%	-19%	3%	41%	25%	-9%







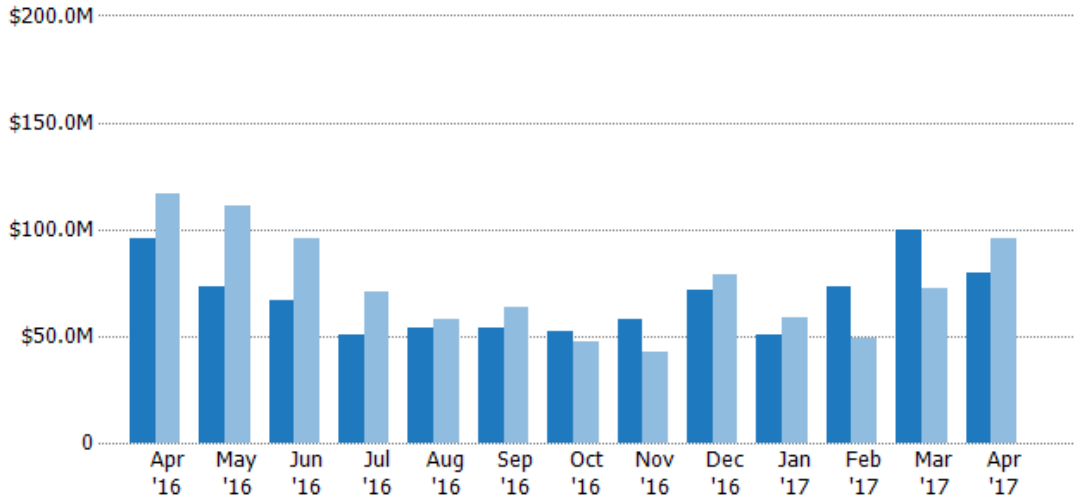
### Closed Sales Volume

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.
Apr '17	\$79.2M	-17.4%
Apr '16	\$95.9M	-17.7%
Apr '15	\$116M	-17.9%



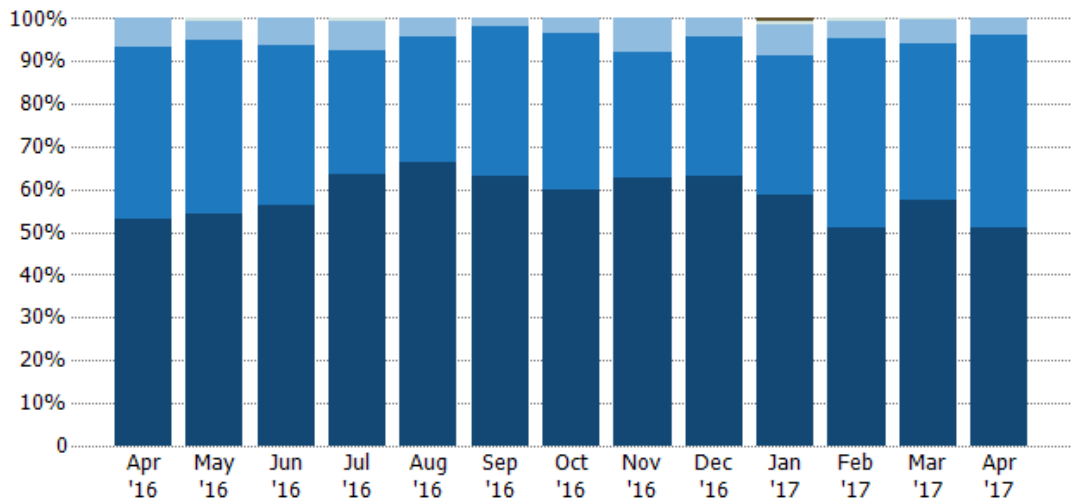
Current Year	\$95.9M	\$73.1M	\$67.1M	\$50.5M	\$54.1M	\$53.8M	\$52.2M	\$57.6M	\$71.3M	\$50.8M	\$73.3M	\$100M	\$79.2M
Prior Year	\$116M	\$111M	\$95.7M	\$70.5M	\$57.5M	\$63.1M	\$47.4M	\$42.2M	\$79M	\$59M	\$49.3M	\$72.3M	\$95.9M
Percent Change from Prior Year	-18%	-34%	-30%	-28%	-6%	-15%	10%	37%	-10%	-14%	49%	38%	-17%

### 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%	-	-	-
Lot/Land	-	1%	-	1%	-	-	-	-	-	1%	1%	0%	-
Multifamily/Multiplex	7%	5%	6%	7%	4%	2%	4%	8%	4%	7%	4%	5%	4%
Condo/Townhouse	40%	40%	37%	29%	29%	35%	37%	29%	33%	33%	44%	37%	45%
Single Family Residence	53%	54%	56%	64%	66%	63%	60%	63%	63%	59%	51%	58%	51%

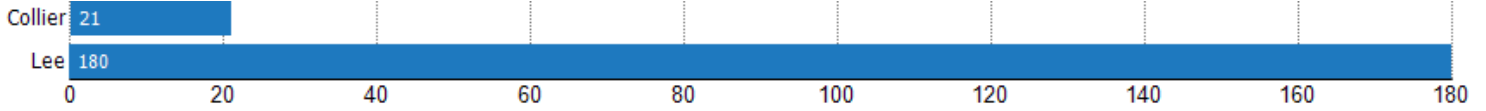




### Closed Sales (By County)

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

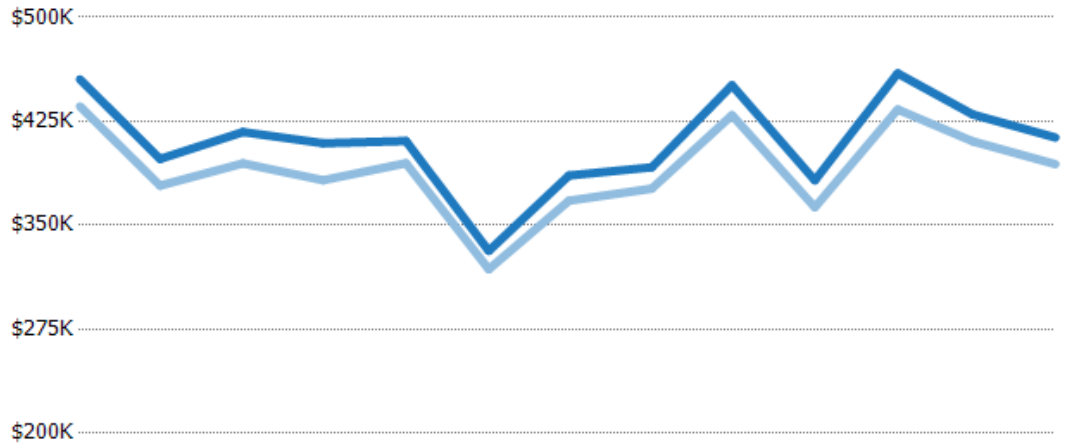


### Average Sales Price vs Average Listing Price

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



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg List Price	\$455K	\$398K	\$417K	\$409K	\$411K	\$332K	\$386K	\$392K	\$451K	\$382K	\$460K	\$430K	\$413K
Avg Sales Price	\$436K	\$379K	\$395K	\$382K	\$395K	\$318K	\$368K	\$376K	\$429K	\$363K	\$434K	\$411K	\$394K
Avg Sales Price as a % of Avg List Price	96%	95%	95%	93%	96%	96%	95%	96%	95%	95%	94%	95%	95%

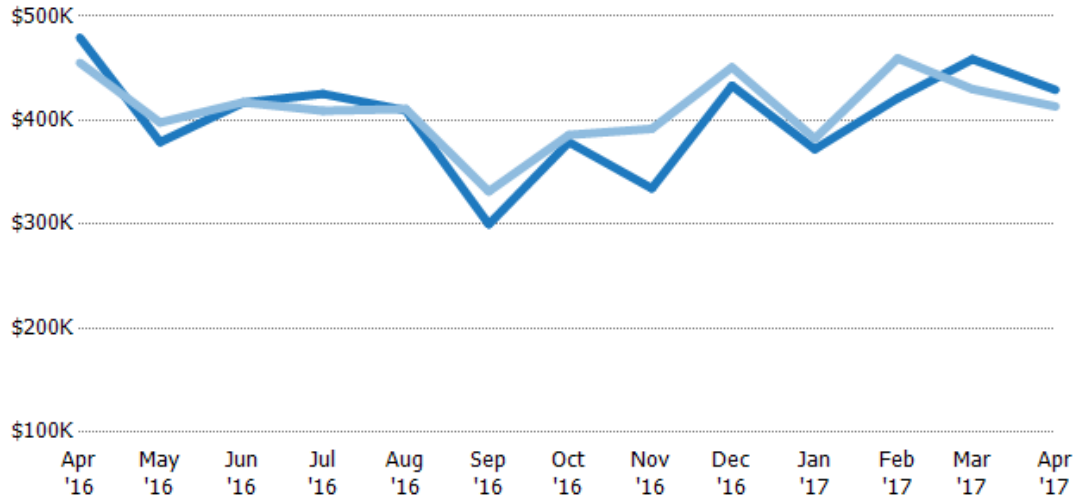


## Average Sales Price vs Average Est Value

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



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg Est Value	\$479K	\$379K	\$417K	\$425K	\$409K	\$300K	\$379K	\$335K	\$433K	\$372K	\$421K	\$459K	\$429K
Avg Sales Price	\$455K	\$398K	\$417K	\$409K	\$411K	\$332K	\$386K	\$392K	\$451K	\$382K	\$460K	\$430K	\$413K
Avg Sales Price as a % of Avg Est Value	95%	105%	100%	96%	100%	111%	102%	117%	104%	103%	109%	94%	96%

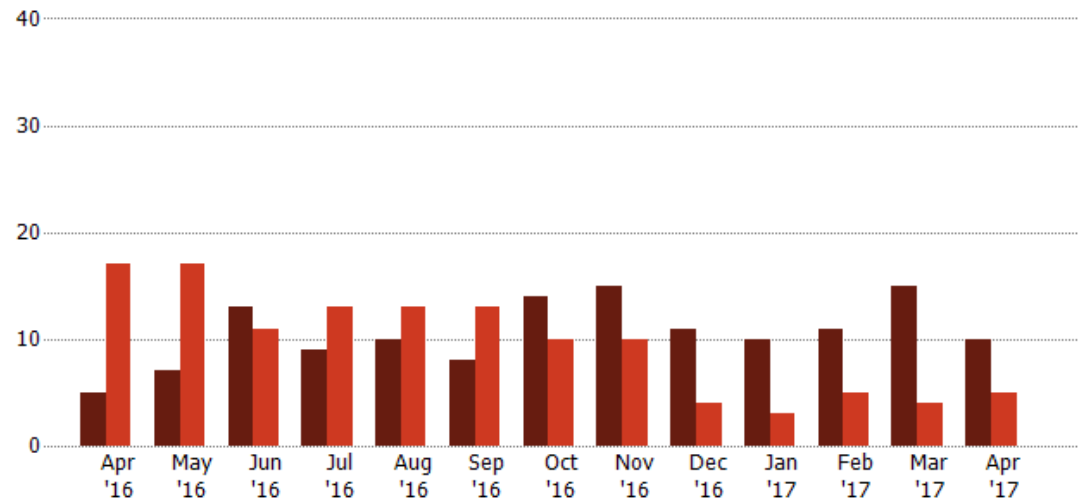
## Distressed Listings

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.
Apr '17	10	100%
Apr '16	5	-70.6%
Apr '15	17	129.4%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	5	7	13	9	10	8	14	15	11	10	11	15	10
Prior Year	17	17	11	13	13	13	10	10	4	3	5	4	5
Percent Change from Prior Year	-71%	-59%	18%	-31%	-23%	-38%	40%	50%	175%	233%	120%	275%	100%





### 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:** 05/08/2017

**Scheduled:** Yes

**Report Date Range:** From 4/2016 To: 4/2017

### Information Included

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

### 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 4/2017 data

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

