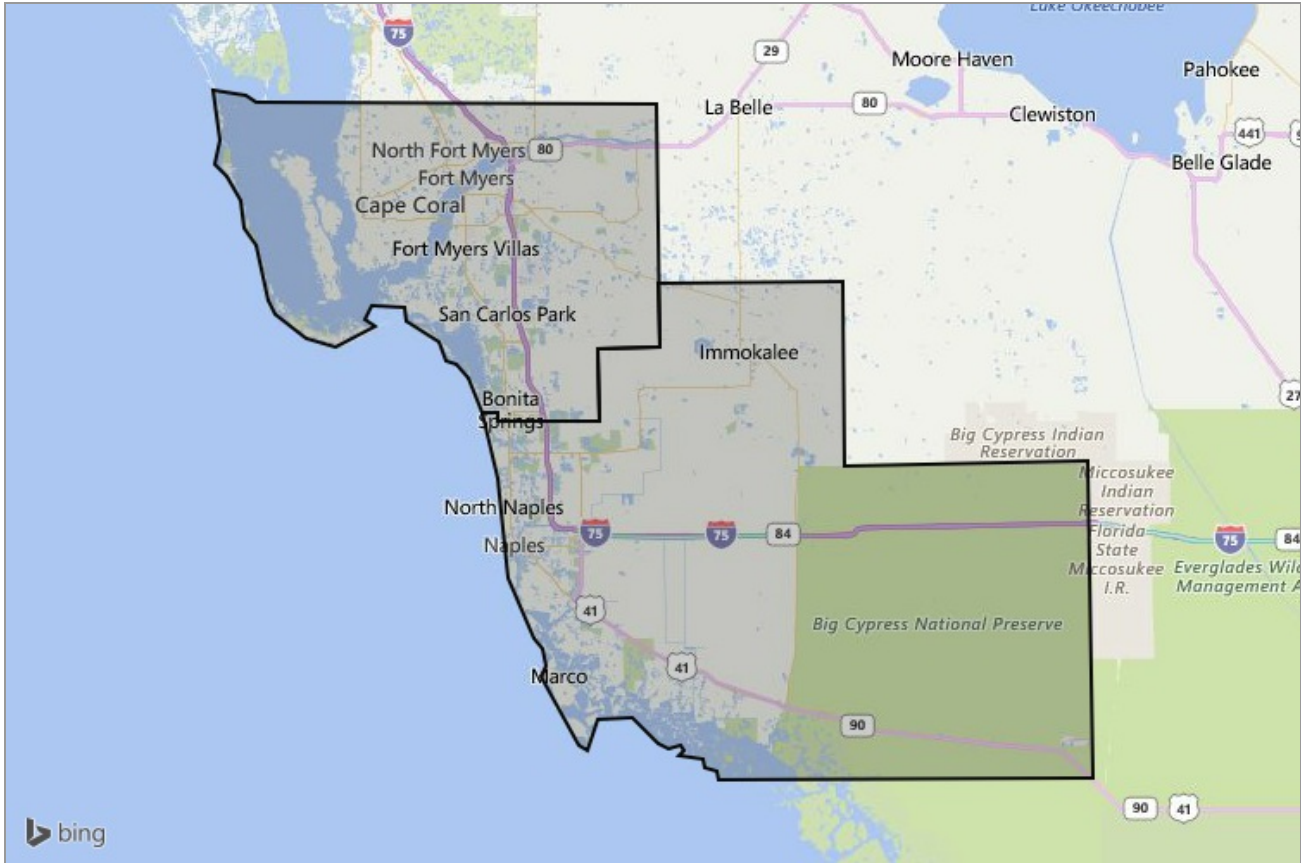




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
10/2015 – 10/2016

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 11/08/2016

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



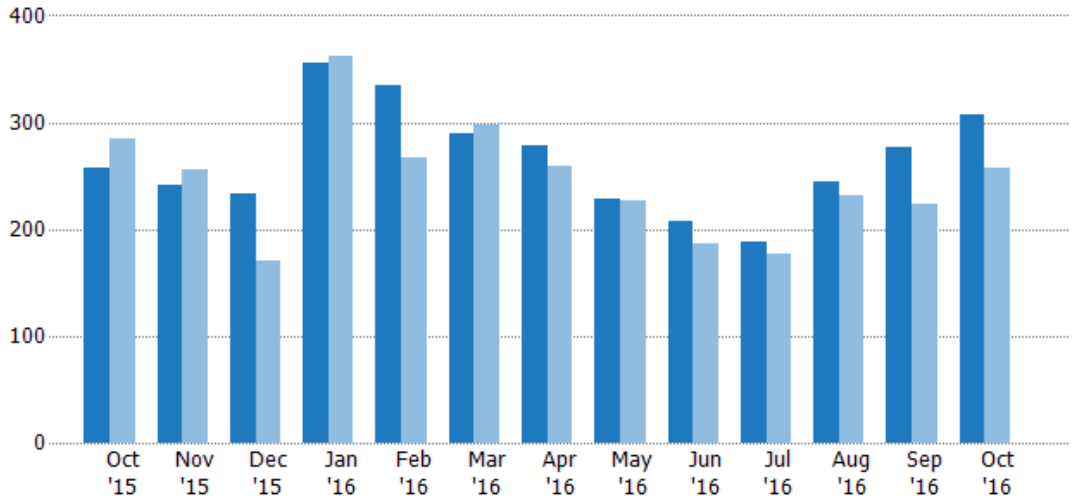
New Listings

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.
Oct '16	307	19.5%
Oct '15	257	-9.8%
Oct '14	285	3.9%



Current Year	257	241	234	355	335	289	278	229	207	188	244	276	307
Prior Year	285	255	171	362	267	297	259	227	187	177	231	223	257
Percent Change from Prior Year	-10%	-5%	37%	-2%	25%	-3%	7%	1%	11%	6%	6%	24%	19%

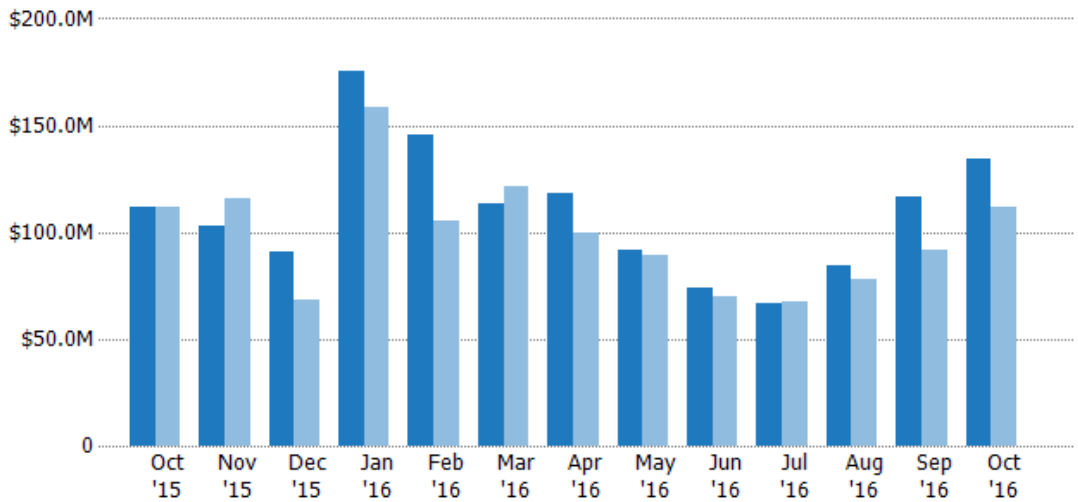
New Listing Volume

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 '16	\$135M	20.4%
Oct '15	\$112M	.4%
Oct '14	\$111M	-7.6%



Current Year	\$112M	\$103M	\$91M	\$175M	\$146M	\$114M	\$118M	\$92M	\$74.2M	\$67M	\$84.4M	\$117M	\$135M
Prior Year	\$111M	\$115M	\$68.2M	\$158M	\$105M	\$122M	\$100M	\$89M	\$69.7M	\$67.7M	\$77.9M	\$91.7M	\$112M
Percent Change from Prior Year	0	-11%	33%	11%	39%	-6%	18%	3%	6%	-1%	8%	27%	20%



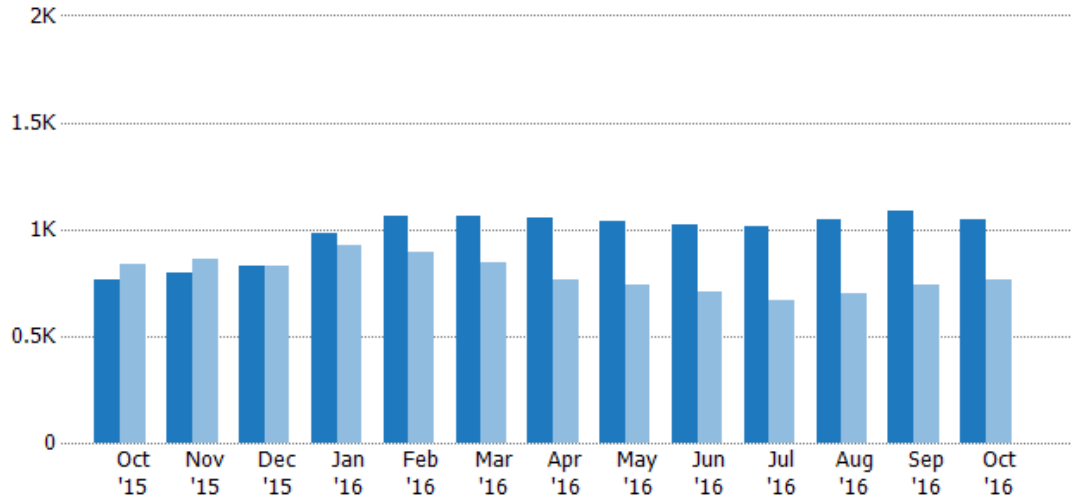
Active Listings

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 '16	1.05K	37%
Oct '15	765	-8.5%
Oct '14	836	40.1%



Current Year	765	798	828	982	1.06K	1.06K	1.06K	1.04K	1.02K	1.01K	1.04K	1.09K	1.05K
Prior Year	836	863	830	921	891	844	767	738	709	663	696	740	765
Percent Change from Prior Year	-8%	-8%	0	7%	19%	26%	38%	41%	44%	53%	50%	47%	37%

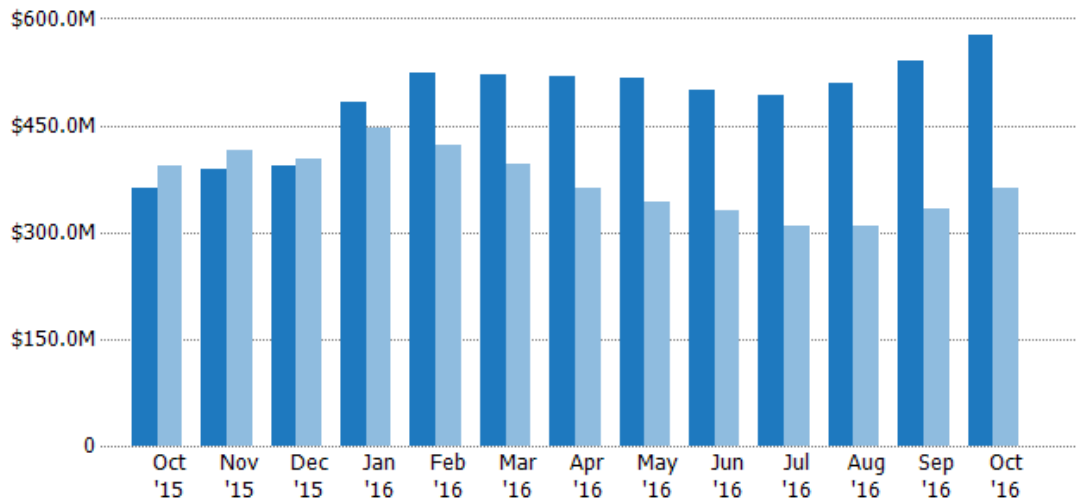
Active Listing Volume

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 '16	\$577M	60%
Oct '15	\$361M	-8%
Oct '14	\$392M	22%



Current Year	\$361M	\$387M	\$394M	\$481M	\$523M	\$522M	\$519M	\$515M	\$500M	\$493M	\$508M	\$541M	\$577M
Prior Year	\$392M	\$416M	\$402M	\$447M	\$423M	\$395M	\$361M	\$342M	\$332M	\$308M	\$308M	\$332M	\$361M
Percent Change from Prior Year	-8%	-7%	-2%	8%	24%	32%	44%	51%	51%	60%	65%	63%	60%





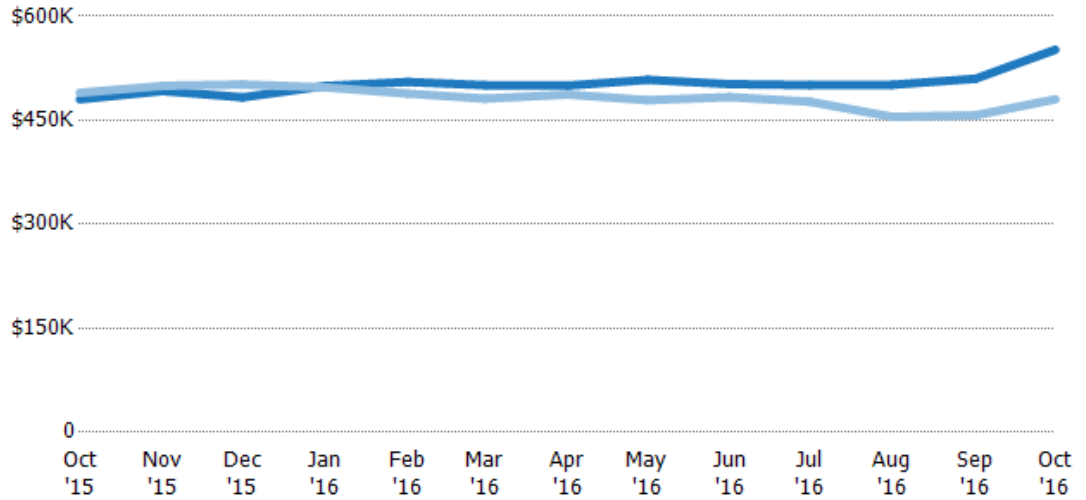
Average Listing Price

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 '16	\$552K	14.9%
Oct '15	\$480K	-1.9%
Oct '14	\$490K	-12.3%



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	
Current Year	\$480K	\$492K	\$483K	\$499K	\$505K	\$501K	\$500K	\$508K	\$502K	\$501K	\$501K	\$510K	\$552K	
Prior Year	\$490K	\$500K	\$502K	\$498K	\$488K	\$481K	\$487K	\$479K	\$483K	\$477K	\$455K	\$457K	\$480K	
Percent Change from Prior Year		-2%	-1%	-4%	0	3%	4%	3%	6%	4%	5%	10%	12%	15%

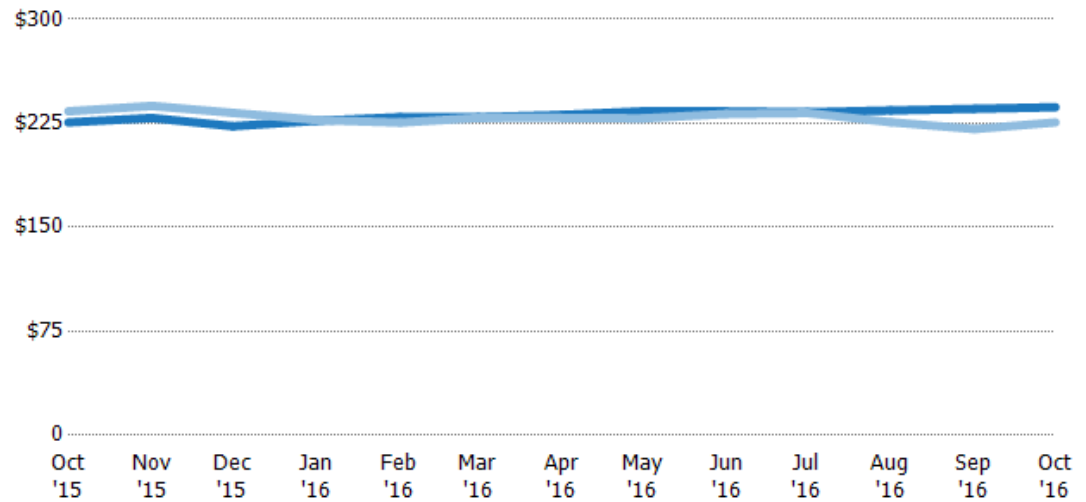
Average Listing Price per Sq Ft

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 '16	\$237	4.8%
Oct '15	\$226	-3.4%
Oct '14	\$234	-13.2%



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	
Current Year	\$226	\$229	\$223	\$227	\$229	\$229	\$231	\$234	\$234	\$233	\$234	\$235	\$237	
Prior Year	\$234	\$238	\$233	\$227	\$225	\$229	\$229	\$229	\$232	\$232	\$226	\$221	\$226	
Percent Change from Prior Year		-3%	-4%	-4%	0	2%	0	1%	2%	1%	0	4%	7%	5%

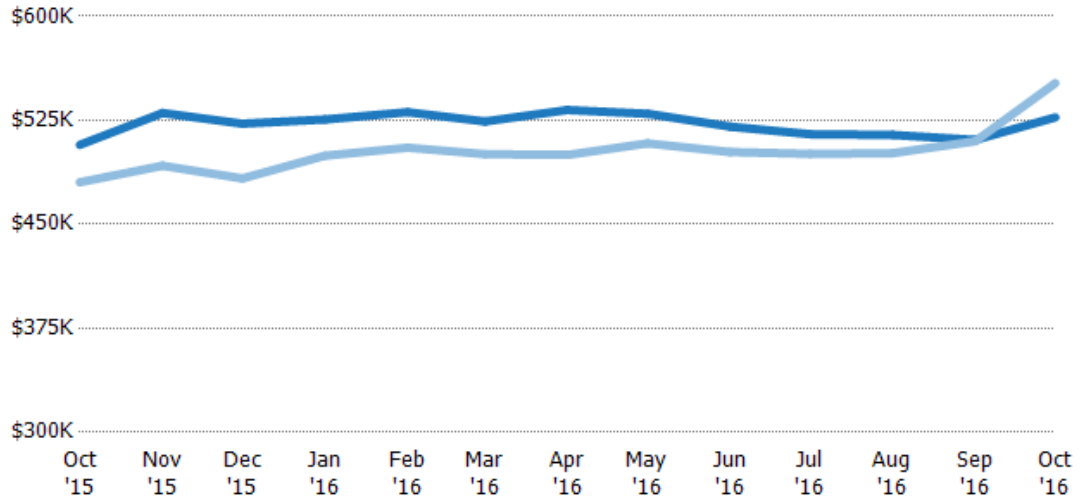


Average Listing Price vs Average Est Value

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



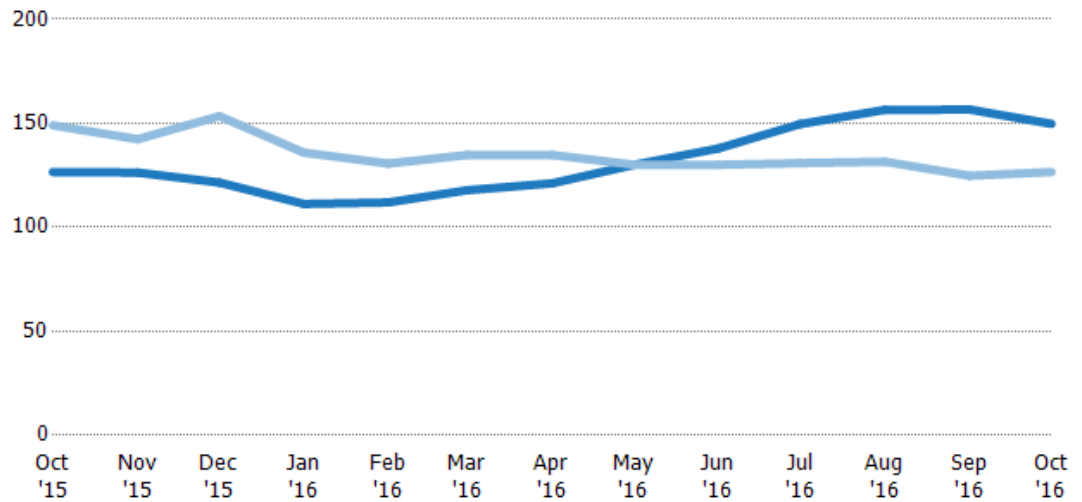
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Avg Est Value	\$507K	\$530K	\$523K	\$526K	\$531K	\$524K	\$532K	\$530K	\$520K	\$515K	\$514K	\$511K	\$527K
Avg Listing Price	\$480K	\$492K	\$483K	\$499K	\$505K	\$501K	\$500K	\$508K	\$502K	\$501K	\$501K	\$510K	\$552K
Avg Listing Price as a % of Avg Est Value	95%	93%	92%	95%	95%	95%	94%	96%	96%	97%	97%	100%	105%

Average Days in RPR

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.

Filters Used

County: Collier County, Florida, Lee County, Florida



Month/Year	Days	% Chg.
Oct '16	127	18.3%
Oct '15	127	-15.1%
Oct '14	149	19.1%

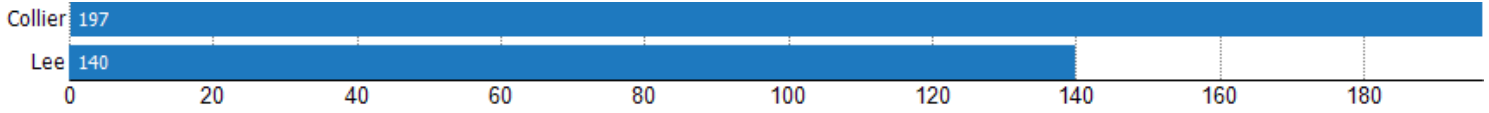
	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	127	126	122	111	112	118	121	130	138	150	156	157	150
Prior Year	149	142	153	136	131	135	135	130	130	131	132	125	127
Percent Change from Prior Year	-15%	-11%	-21%	-18%	-14%	-13%	-10%	0	6%	14%	19%	26%	18%



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



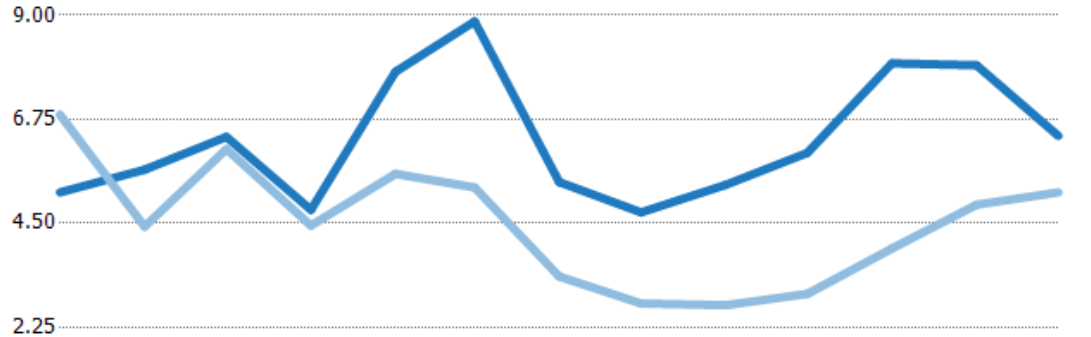
Months of Inventory

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 '16	6.39	23.6%
Oct '15	5.17	-24.6%
Oct '14	6.85	22.1%



	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	5.17	5.66	6.37	4.79	7.78	8.87	5.39	4.74	5.33	6.02	7.96	7.92	6.39
Prior Year	6.85	4.43	6.1	4.45	5.57	5.28	3.35	2.76	2.73	2.97	3.95	4.9	5.17
Percent Change from Prior Year	-25%	28%	4%	8%	40%	68%	61%	71%	95%	103%	101%	62%	24%



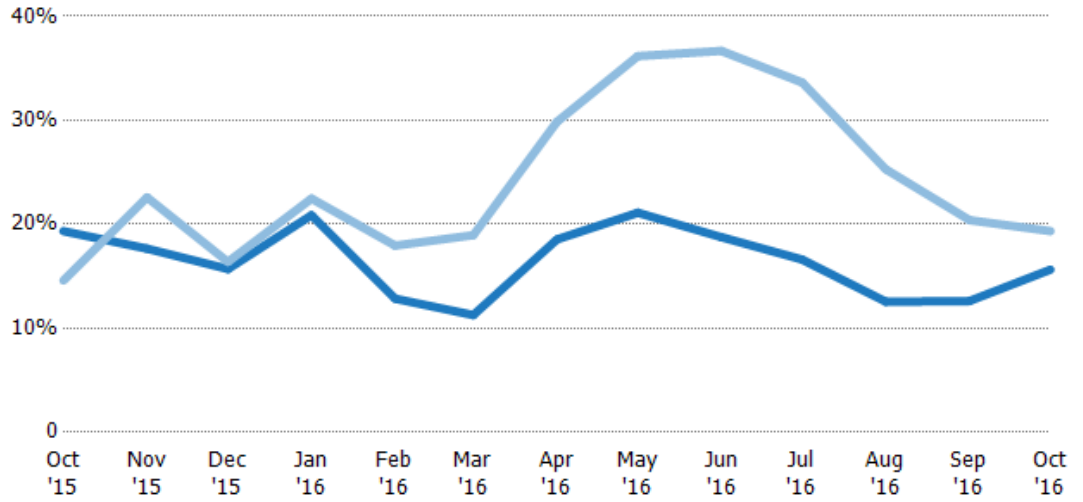
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Oct '16	16%	3.7%
Oct '15	19%	-4.8%
Oct '14	15%	-18.1%

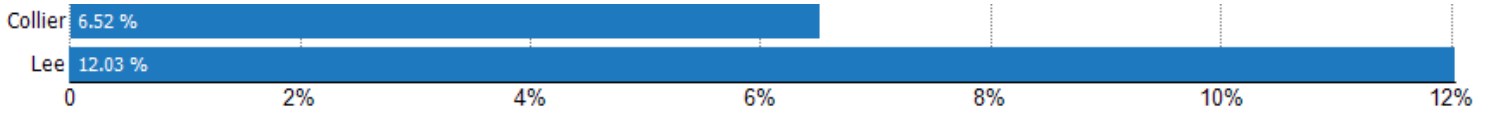


	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Current Year	19%	18%	16%	21%	13%	11%	19%	21%	19%	17%	13%	13%	16%
Prior Year	15%	23%	16%	22%	18%	19%	30%	36%	37%	34%	25%	20%	19%
Change from Prior Year	-5%	5%	1%	2%	5%	8%	11%	15%	18%	17%	13%	8%	4%

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





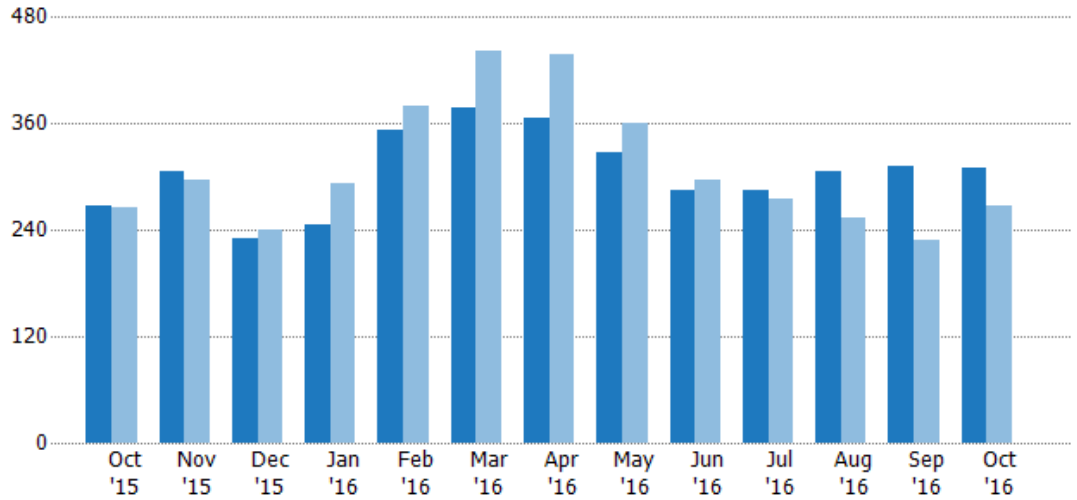
Pending Sales

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 '16	310	15.7%
Oct '15	268	.8%
Oct '14	266	-1.5%



Current Year	268	306	230	246	352	378	366	328	284	284	306	311	310
Prior Year	266	297	240	292	379	441	437	361	297	275	254	228	268
Percent Change from Prior Year	1%	3%	-4%	-16%	-7%	-14%	-16%	-9%	-4%	3%	20%	36%	16%

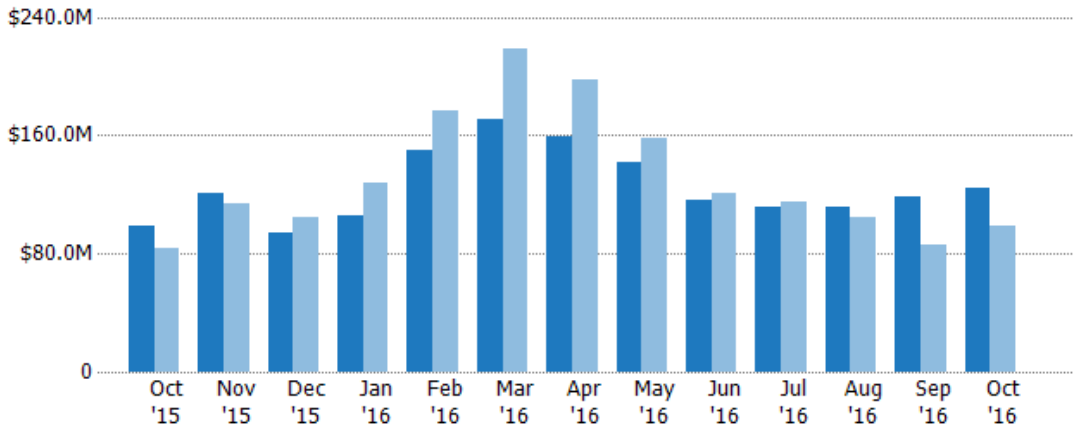
Pending Sales Volume

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 '16	\$125M	26.3%
Oct '15	\$98.7M	17.9%
Oct '14	\$83.7M	-4.6%



Current Year	\$98.7M	\$121M	\$94.5M	\$106M	\$150M	\$171M	\$159M	\$142M	\$116M	\$112M	\$112M	\$119M	\$125M
Prior Year	\$83.7M	\$114M	\$104M	\$127M	\$177M	\$218M	\$197M	\$158M	\$121M	\$115M	\$105M	\$86.1M	\$98.7M
Percent Change from Prior Year	18%	7%	-9%	-17%	-15%	-22%	-19%	-10%	-4%	-3%	6%	38%	26%





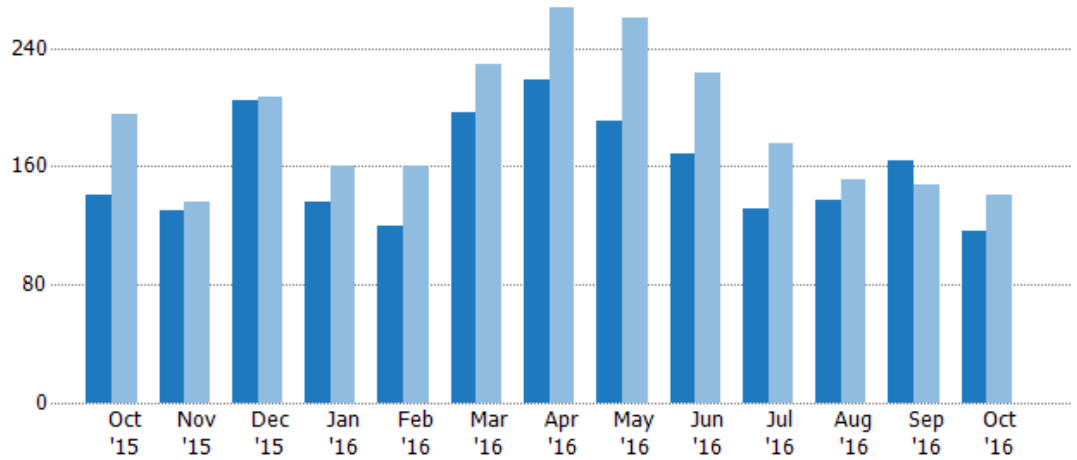
Closed Sales

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 '16	116	-17.7%
Oct '15	141	-27.7%
Oct '14	195	-15.4%



Current Year	141	130	205	136	120	196	219	191	168	131	137	164	116
Prior Year	195	136	207	160	160	229	267	260	223	176	151	148	141
Percent Change from Prior Year	-28%	-4%	-1%	-15%	-25%	-14%	-18%	-27%	-25%	-26%	-9%	11%	-18%

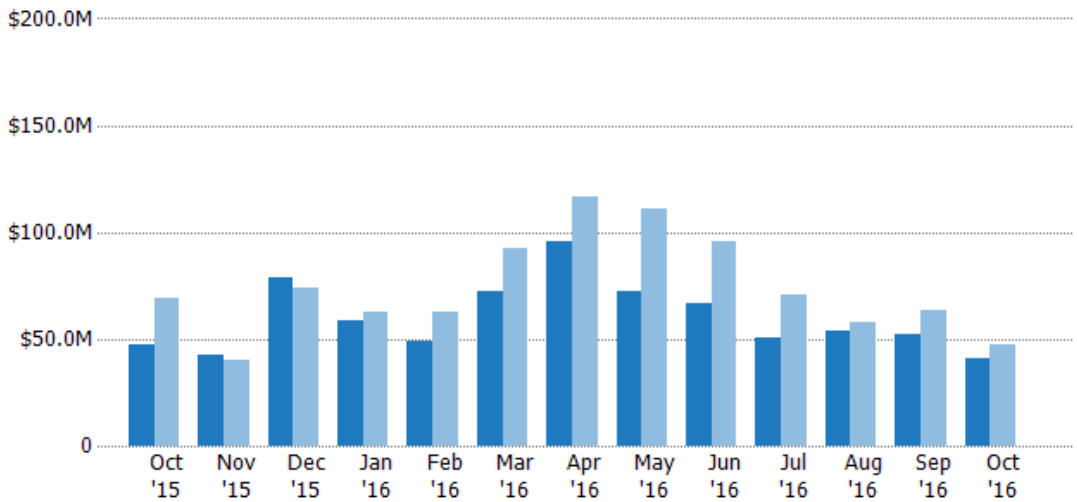
Closed Sales Volume

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 '16	\$41.3M	-12.5%
Oct '15	\$47.2M	-31.7%
Oct '14	\$69.1M	-23.8%



Current Year	\$47.2M	\$42.2M	\$79M	\$58.8M	\$49.3M	\$72.4M	\$95.6M	\$72.5M	\$66.7M	\$50.3M	\$54.1M	\$52.1M	\$41.3M
Prior Year	\$69.1M	\$40M	\$74M	\$62.8M	\$62.7M	\$92.4M	\$116M	\$111M	\$95.6M	\$70.5M	\$57.8M	\$63.1M	\$47.2M
Percent Change from Prior Year	-32%	5%	7%	-6%	-21%	-22%	-18%	-35%	-30%	-29%	-6%	-17%	-13%



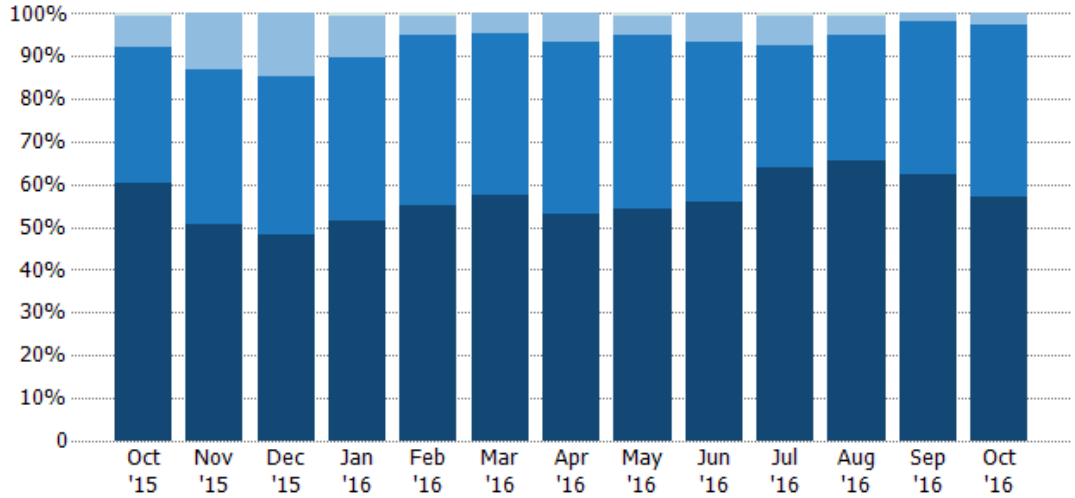


Closed Sales by Property Type

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

Filters Used

County: Collier County, Florida, Lee County, Florida

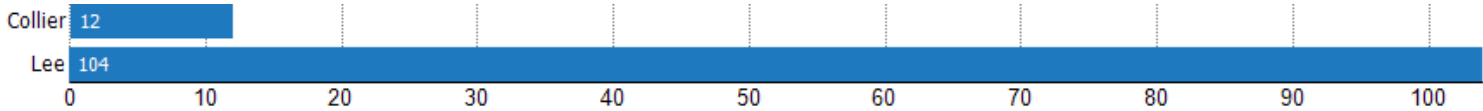


Property Type	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Lot/Land	1%	-	-	1%	1%	-	-	1%	-	1%	1%	-	-
Multifamily/Multiplex	7%	13%	15%	10%	4%	5%	7%	5%	7%	7%	4%	2%	3%
Condo/Townhouse	32%	36%	37%	38%	40%	38%	40%	40%	38%	28%	29%	36%	41%
Single Family Residence	60%	51%	48%	51%	55%	58%	53%	54%	56%	64%	66%	62%	57%

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



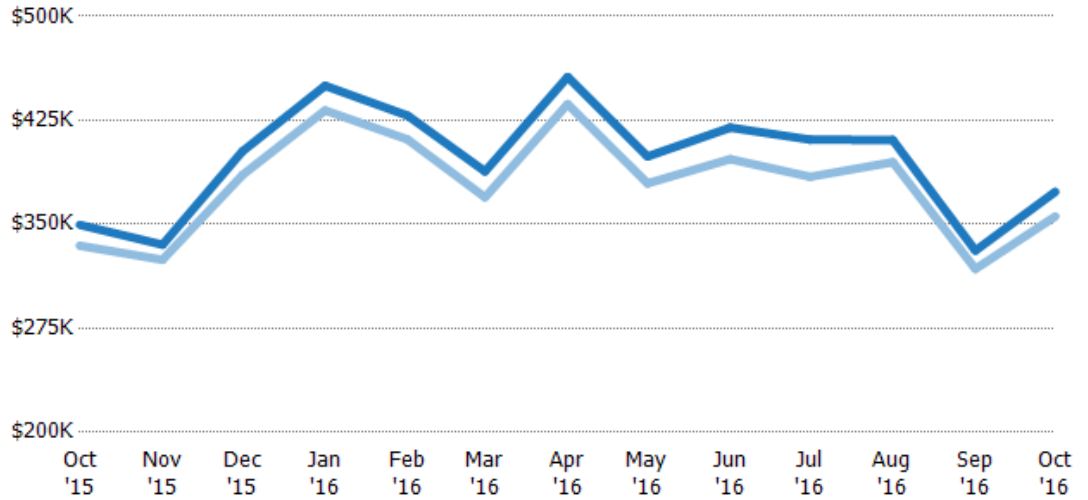


Average Sales Price vs Average Listing Price

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

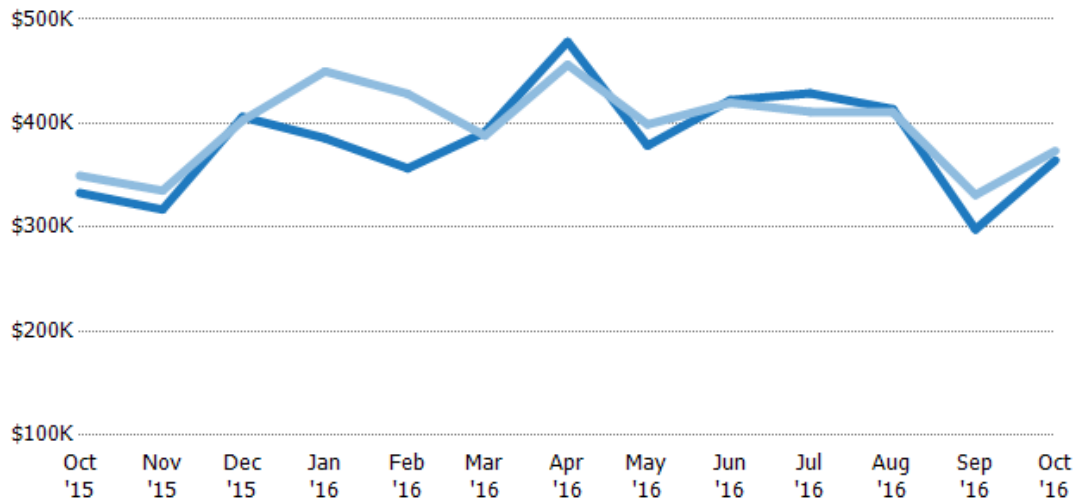


Average Sales Price vs Average Est Value

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





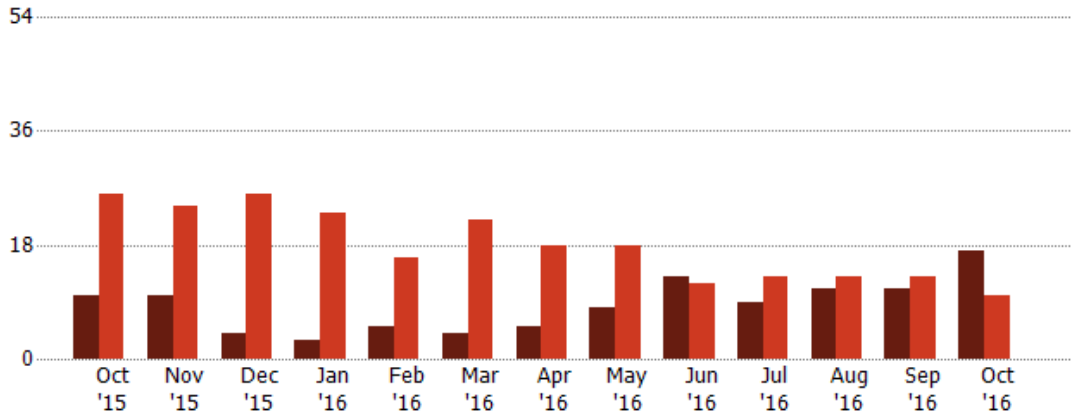
Distressed Listings

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 '16	17	70%
Oct '15	10	-61.5%
Oct '14	26	142.3%

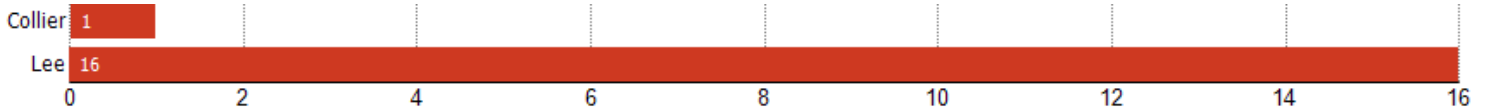


Current Year	10	10	4	3	5	4	5	8	13	9	11	11	17
Prior Year	26	24	26	23	16	22	18	18	12	13	13	13	10
Percent Change from Prior Year	-62%	-58%	-85%	-87%	-69%	-82%	-72%	-56%	8%	-31%	-15%	-15%	70%

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: 11/08/2016

Scheduled: Yes

Report Date Range: From 10/2015 To: 10/2016

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
- Average 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 10/2016 data

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

