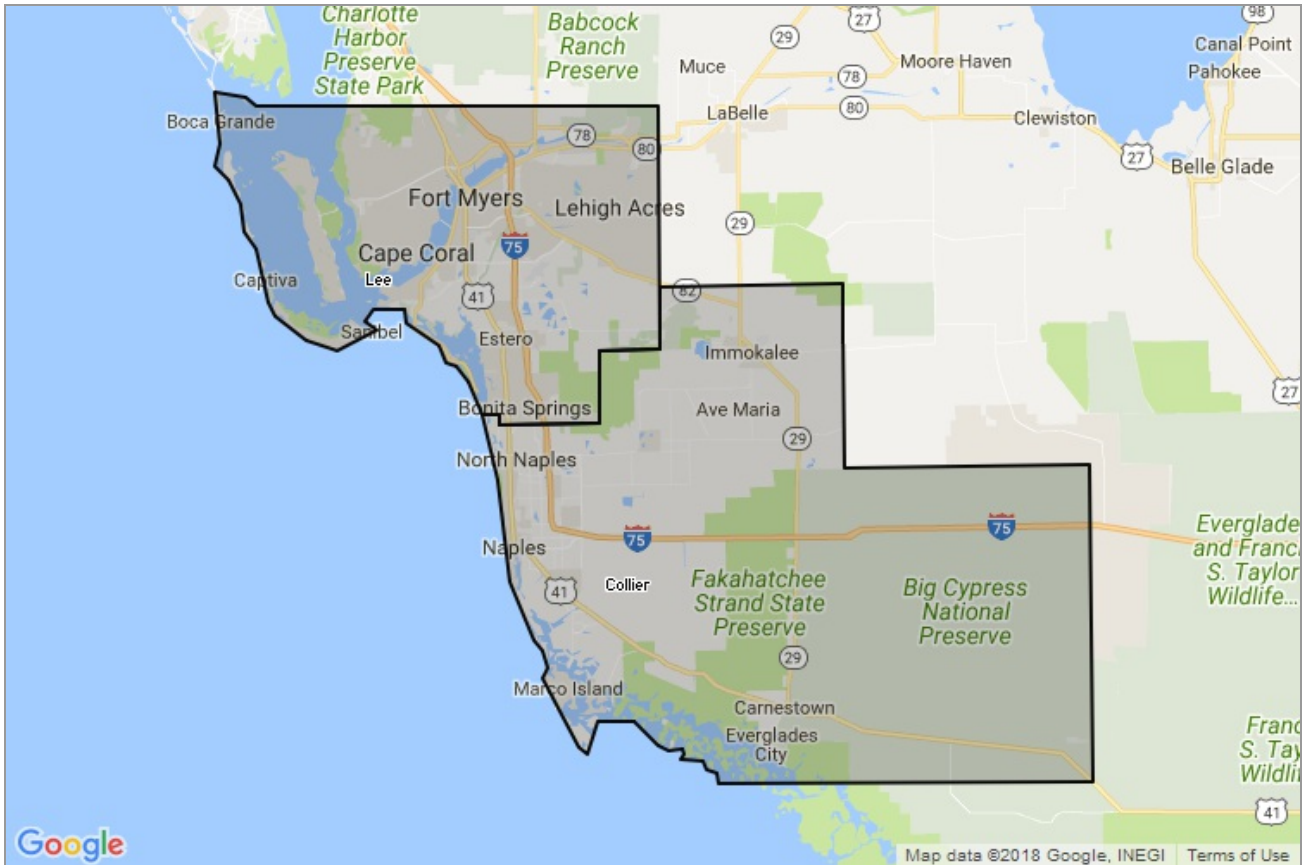




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
3/2017 – 3/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 04/06/2018

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

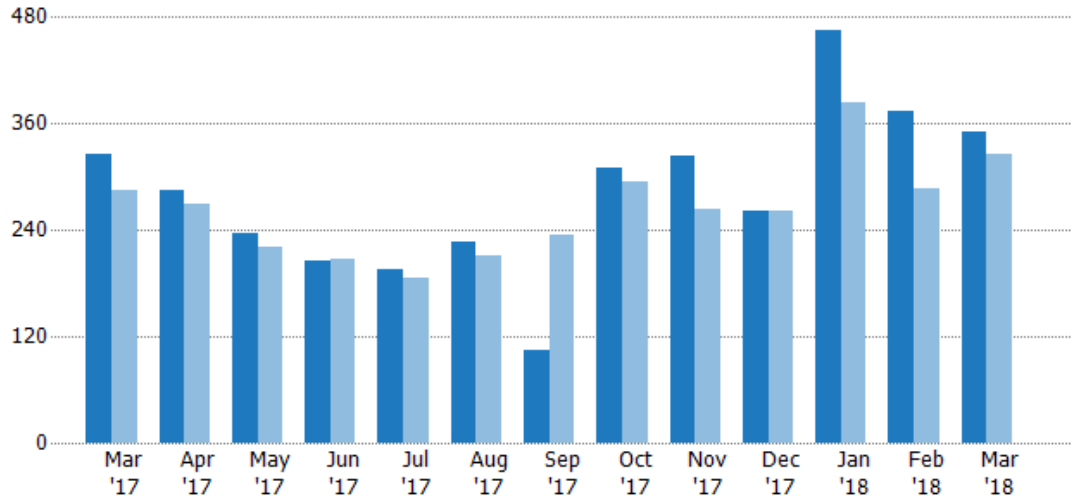
New Listings

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.
Mar '18	351	8%
Mar '17	325	14%
Mar '16	285	5.6%



Current Year	325	284	236	205	196	226	105	310	324	262	466	374	351
Prior Year	285	269	221	208	185	211	235	295	264	261	383	286	325
Percent Change from Prior Year	14%	6%	7%	-1%	6%	7%	-55%	5%	23%	0%	22%	31%	8%

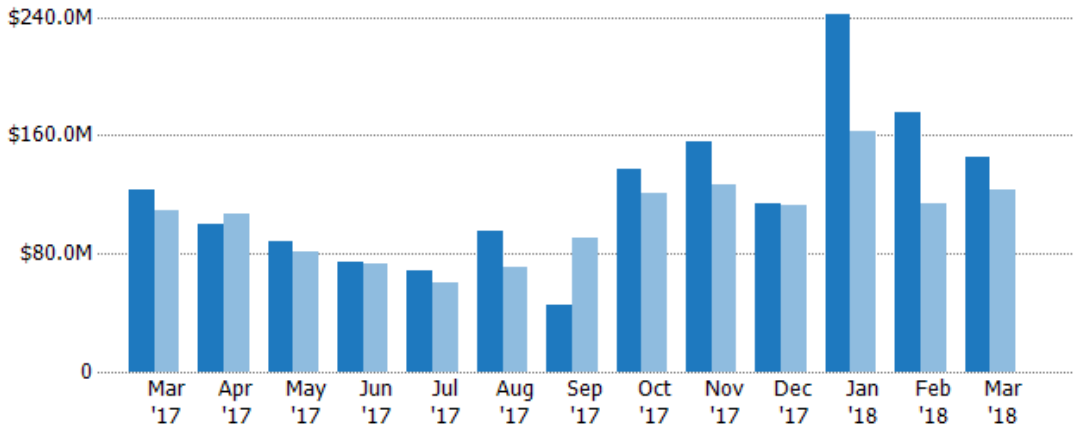
New Listing Volume

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.
Mar '18	\$145M	18.4%
Mar '17	\$123M	12.3%
Mar '16	\$109M	10.3%



Current Year	\$123M	\$99.5M	\$88.7M	\$74.6M	\$68.7M	\$95.5M	\$44.7M	\$137M	\$156M	\$114M	\$242M	\$175M	\$145M
Prior Year	\$109M	\$107M	\$80.9M	\$73.3M	\$60.3M	\$71.4M	\$91.1M	\$120M	\$126M	\$113M	\$163M	\$114M	\$123M
Percent Change from Prior Year	12%	-7%	10%	2%	14%	34%	-51%	14%	23%	0%	49%	53%	18%

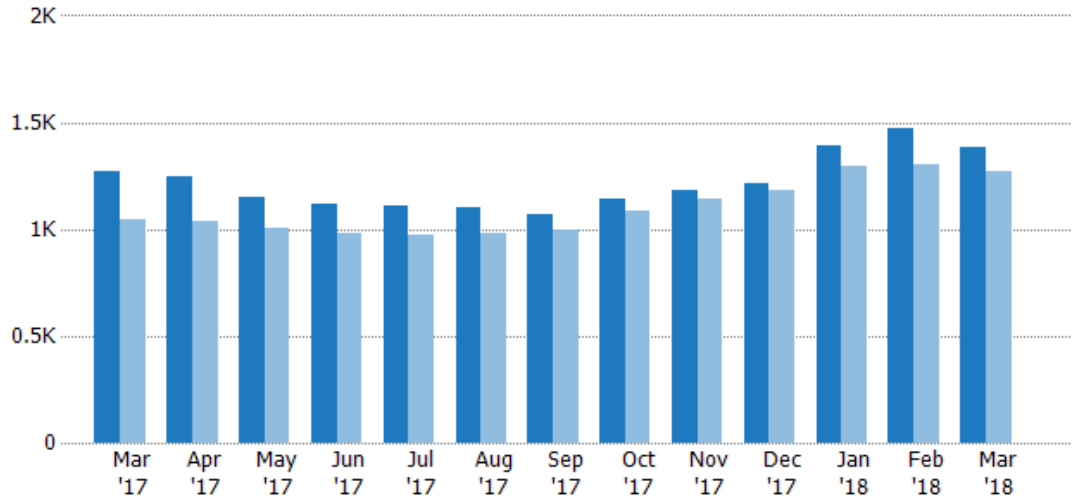
Active Listings

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.
Mar '18	1.39K	9.3%
Mar '17	1.27K	21.2%
Mar '16	1.05K	-18%



Current Year	1.27K	1.25K	1.15K	1.12K	1.11K	1.1K	1.07K	1.14K	1.18K	1.21K	1.39K	1.47K	1.39K
Prior Year	1.05K	1.03K	1K	984	972	979	999	1.08K	1.14K	1.19K	1.3K	1.3K	1.27K
Percent Change from Prior Year	21%	21%	15%	14%	14%	12%	7%	5%	3%	2%	8%	13%	9%

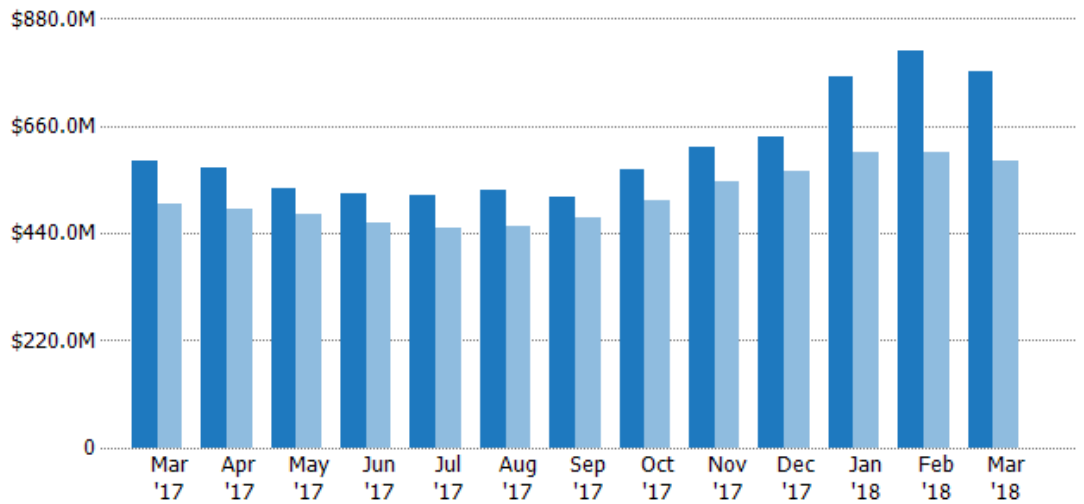
Active Listing Volume

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.
Mar '18	\$771M	30.8%
Mar '17	\$589M	18.1%
Mar '16	\$499M	-20.1%



Current Year	\$589M	\$576M	\$534M	\$521M	\$517M	\$527M	\$516M	\$573M	\$617M	\$636M	\$761M	\$814M	\$771M
Prior Year	\$499M	\$490M	\$478M	\$461M	\$451M	\$456M	\$471M	\$509M	\$546M	\$567M	\$605M	\$607M	\$589M
Percent Change from Prior Year	18%	18%	12%	13%	15%	16%	9%	13%	13%	12%	26%	34%	31%

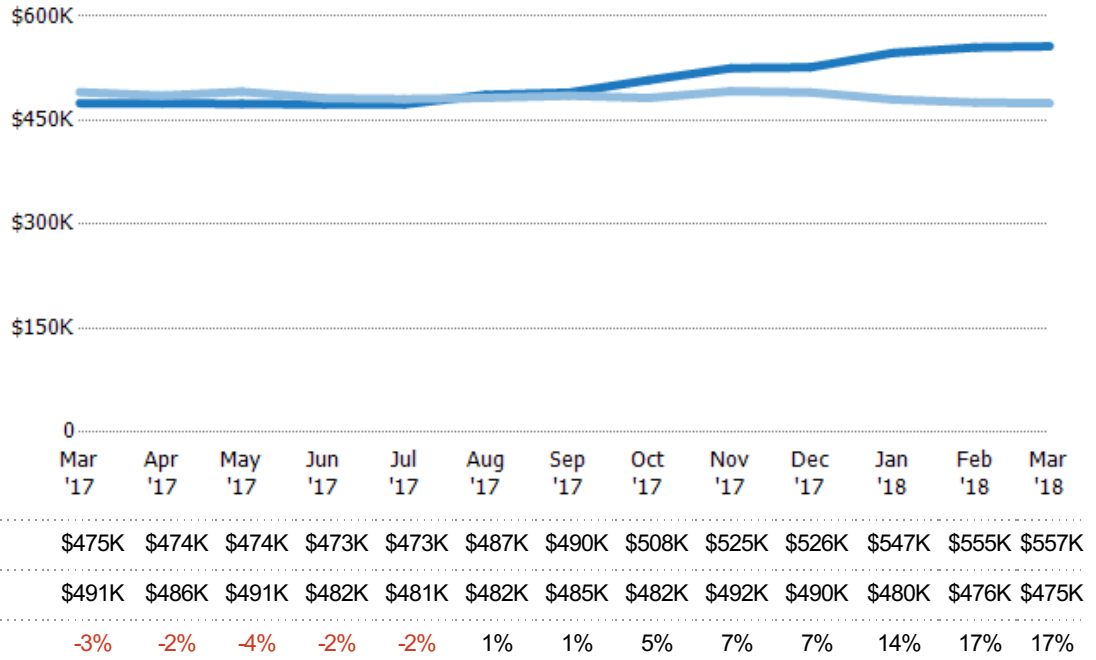
Average Listing Price

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.
Mar '18	\$557K	17.3%
Mar '17	\$475K	-3.3%
Mar '16	\$491K	-2.3%



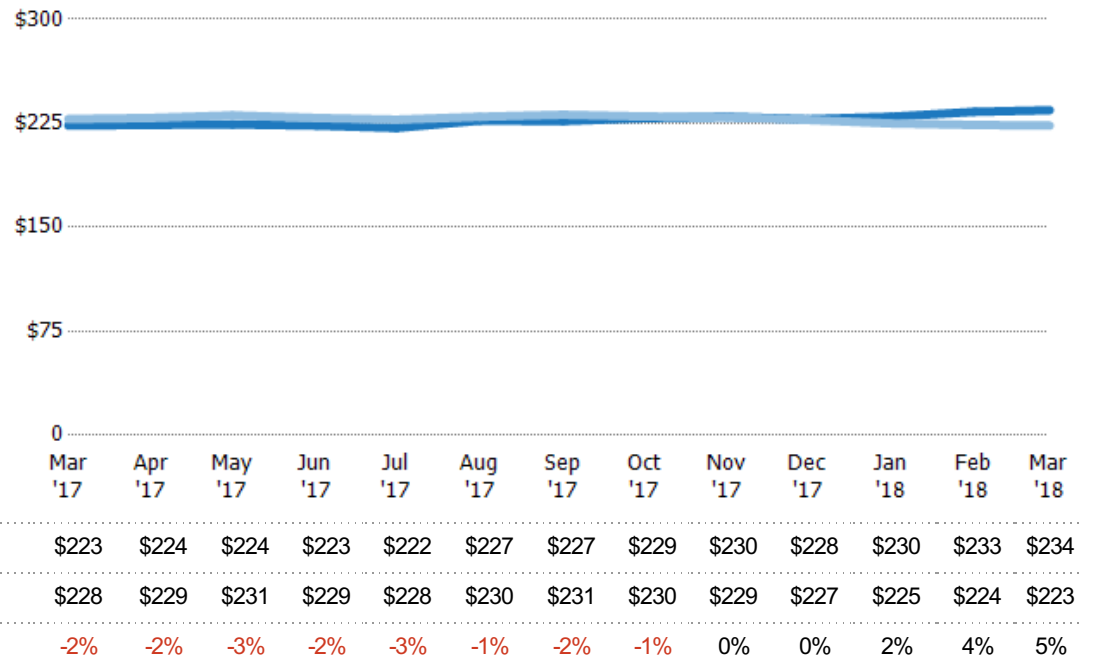
Average Listing Price per Sq Ft

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.
Mar '18	\$234	5%
Mar '17	\$223	-2.1%
Mar '16	\$228	0.5%

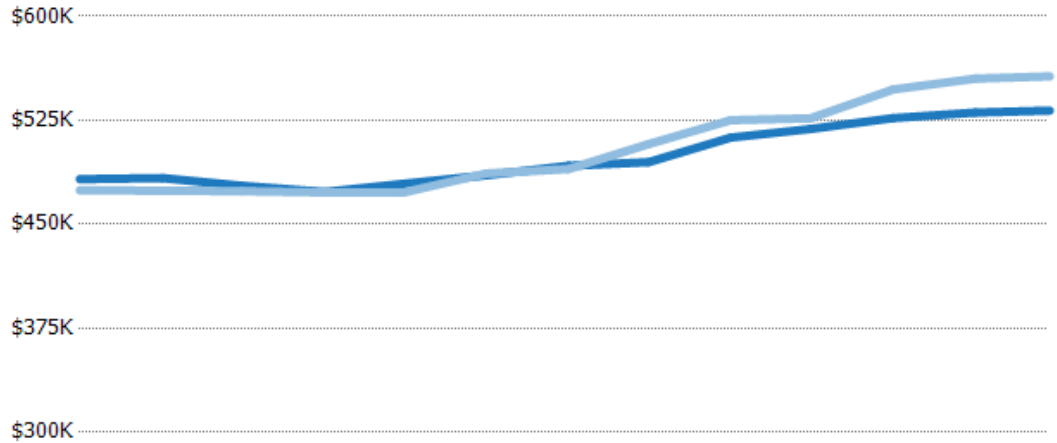


Average Listing Price vs Average Est Value

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

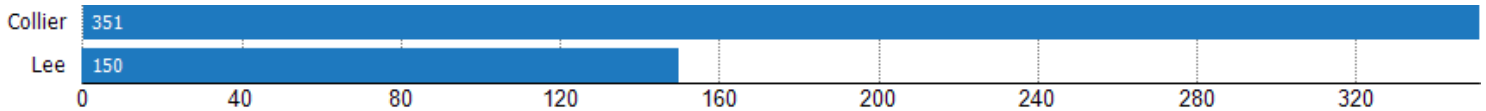


	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$483K	\$483K	\$478K	\$473K	\$479K	\$485K	\$492K	\$495K	\$513K	\$519K	\$527K	\$531K	\$532K
Avg Listing Price	\$475K	\$474K	\$474K	\$473K	\$473K	\$487K	\$490K	\$508K	\$525K	\$526K	\$547K	\$555K	\$557K
Avg Listing Price as a % of Avg Est Value	98%	98%	99%	100%	99%	100%	100%	103%	102%	101%	104%	105%	105%

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



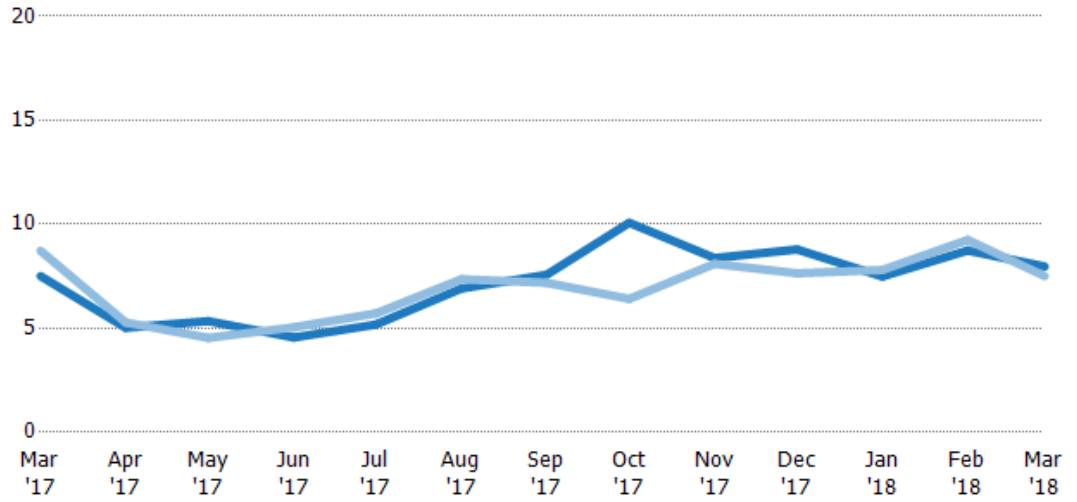
Months of Inventory

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.
Mar '18	7.97	6.2%
Mar '17	7.51	-13.9%
Mar '16	8.73	-38.8%



Current Year	7.51	5.02	5.34	4.56	5.18	6.91	7.57	10.1	8.38	8.79	7.49	8.74	7.97
Prior Year	8.73	5.28	4.54	5.05	5.72	7.36	7.19	6.41	8.1	7.65	7.8	9.25	7.51
Percent Change from Prior Year	-14%	-5%	18%	-10%	-9%	-6%	5%	57%	3%	15%	-4%	-6%	6%

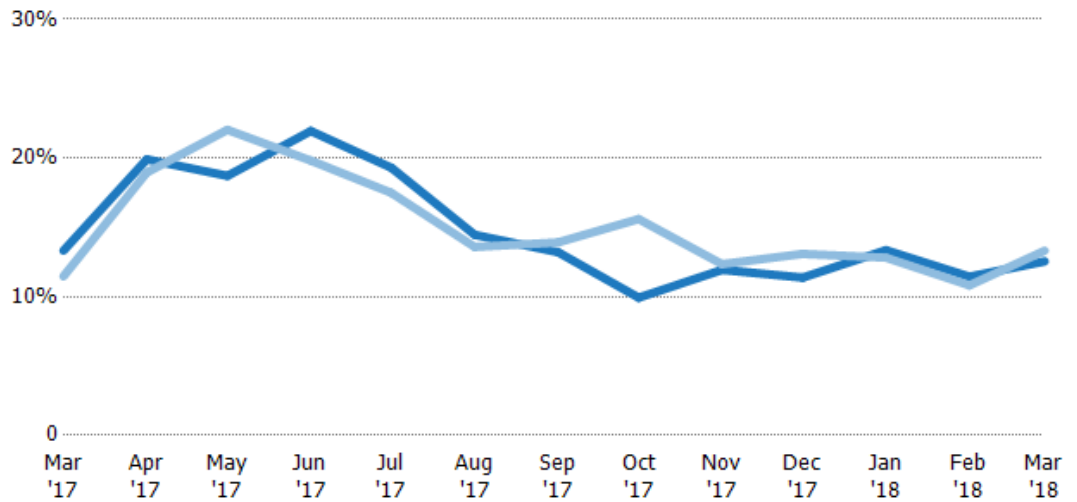
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Mar '18	13%	0.8%
Mar '17	13%	-1.9%
Mar '16	11%	63.5%

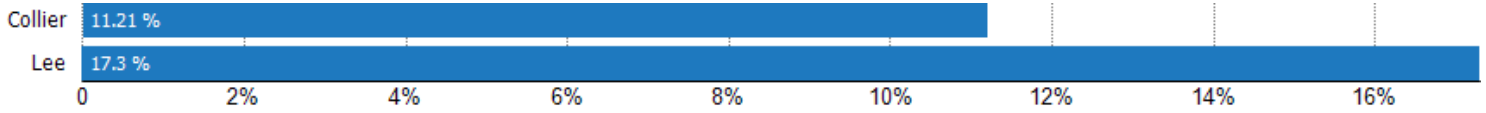


Current Year	13%	20%	19%	22%	19%	14%	13%	10%	12%	11%	13%	11%	13%
Prior Year	11%	19%	22%	20%	17%	14%	14%	16%	12%	13%	13%	11%	13%
Change from Prior Year	-2%	-1%	3%	-2%	-2%	-1%	1%	6%	0%	2%	-1%	-1%	1%

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



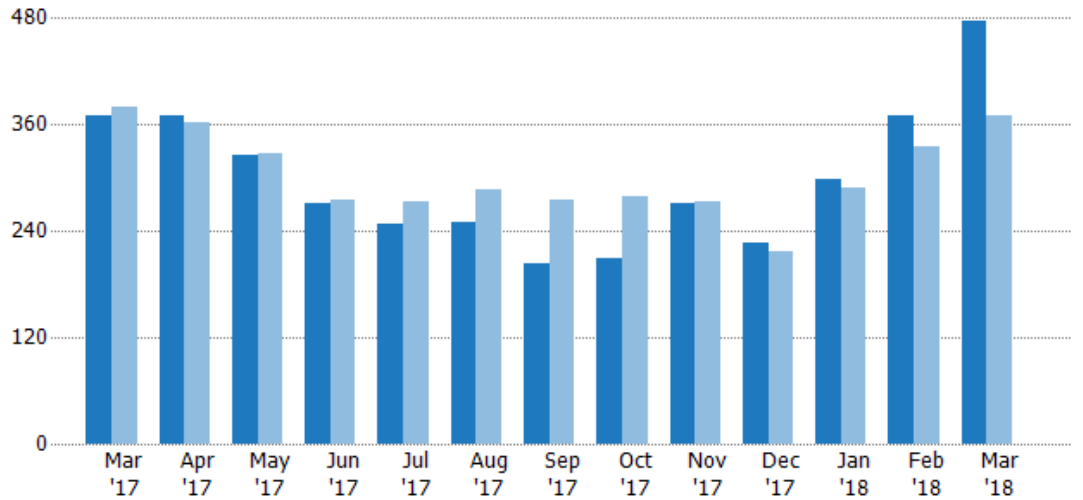
Pending Sales

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.
Mar '18	476	28.6%
Mar '17	370	-2.4%
Mar '16	379	18.2%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	370	370	325	271	247	249	203	209	271	227	299	371	476
Prior Year	379	363	328	276	273	286	276	278	273	216	289	336	370
Percent Change from Prior Year	-2%	2%	-1%	-2%	-10%	-13%	-26%	-25%	-1%	5%	3%	10%	29%

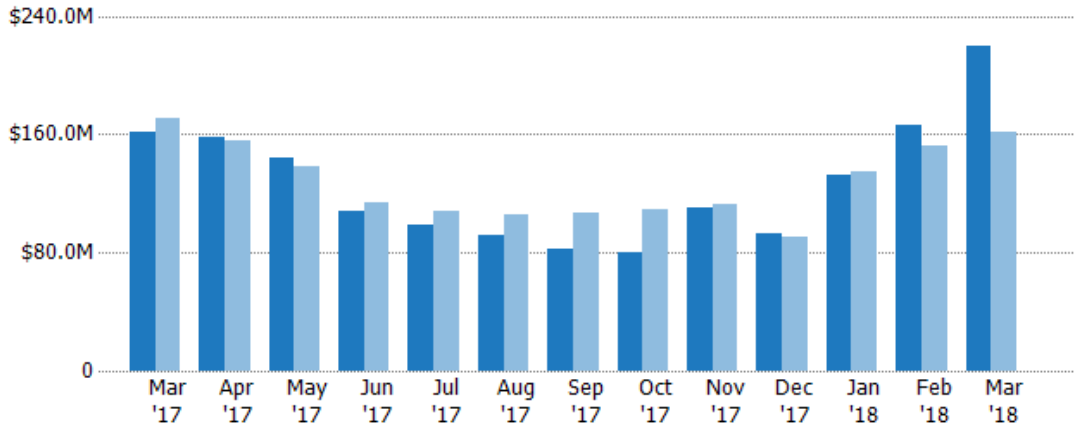
Pending Sales Volume

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.
Mar '18	\$220M	36%
Mar '17	\$162M	-5.3%
Mar '16	\$171M	27.7%



Current Year	\$162M	\$158M	\$144M	\$107M	\$98.5M	\$91.6M	\$82.5M	\$79.6M	\$111M	\$93.4M	\$132M	\$167M	\$220M
Prior Year	\$171M	\$155M	\$138M	\$113M	\$108M	\$106M	\$107M	\$109M	\$113M	\$90.3M	\$135M	\$152M	\$162M
Percent Change from Prior Year	-5%	1%	4%	-5%	-9%	-14%	-23%	-27%	-2%	3%	-2%	9%	36%

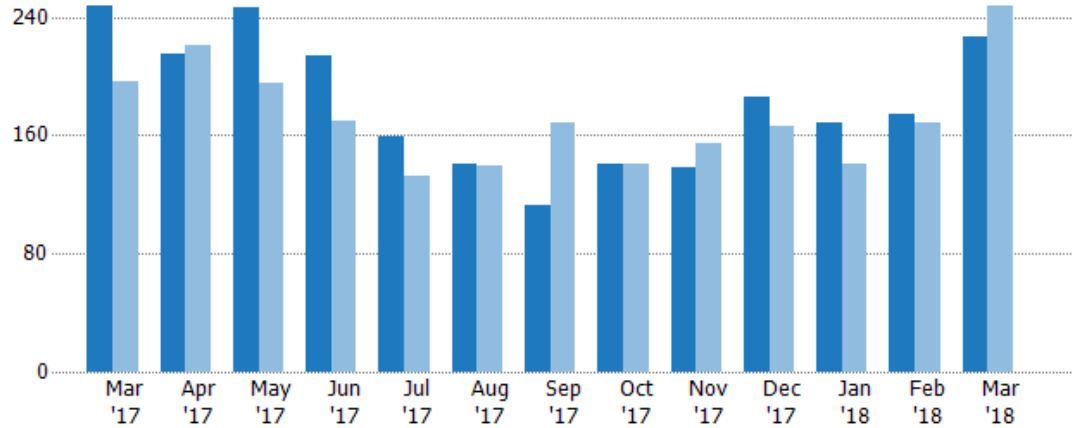
Closed Sales

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.
Mar '18	227	-8.5%
Mar '17	248	26.5%
Mar '16	196	17.9%



Current Year	248	215	246	214	159	141	113	141	138	186	168	174	227
Prior Year	196	221	195	170	133	139	169	141	155	166	141	169	248
Percent Change from Prior Year	27%	-3%	26%	26%	20%	1%	-33%	0%	-11%	12%	19%	3%	-8%

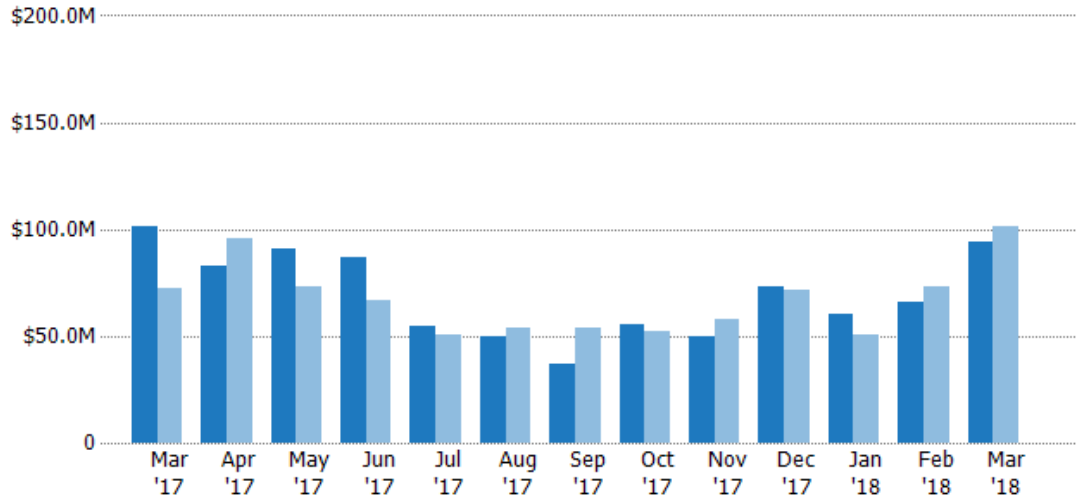
Closed Sales Volume

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.
Mar '18	\$93.8M	-7.7%
Mar '17	\$102M	40.4%
Mar '16	\$72.4M	29.5%



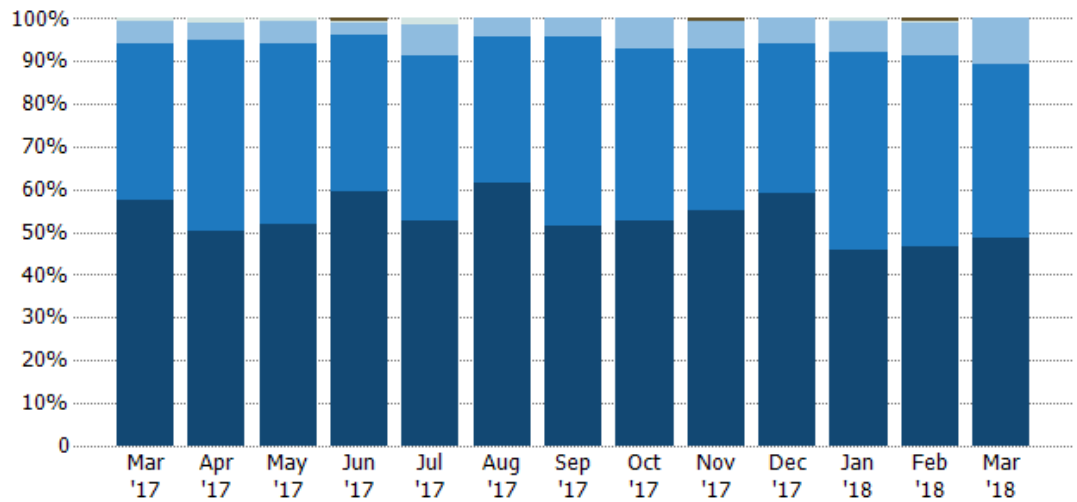
Current Year	\$102M	\$82.7M	\$90.7M	\$87M	\$54.7M	\$49.9M	\$37M	\$55.2M	\$49.4M	\$73.4M	\$60.2M	\$66.2M	\$93.8M
Prior Year	\$72.4M	\$95.9M	\$73.2M	\$67.1M	\$50.5M	\$54.1M	\$53.8M	\$52.1M	\$57.7M	\$71.3M	\$50.9M	\$73.3M	\$102M
Percent Change from Prior Year	40%	-14%	24%	30%	8%	-8%	-31%	6%	-14%	3%	18%	-10%	-8%

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

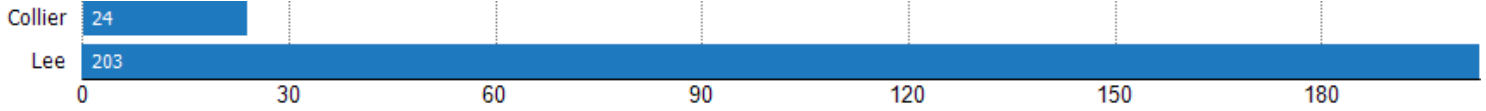


Other	-	-	-	0%	-	-	-	-	1%	-	-	1%	-
Lot/Land	1%	1%	1%	0%	1%	-	-	-	-	-	1%	1%	-
Multifamily/Multiplex	5%	4%	5%	3%	8%	4%	4%	7%	7%	6%	7%	7%	11%
Condo/Townhouse	36%	45%	42%	37%	38%	34%	44%	40%	38%	35%	46%	45%	41%
Single Family Residence	58%	50%	52%	59%	53%	62%	51%	52%	55%	59%	46%	47%	48%

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

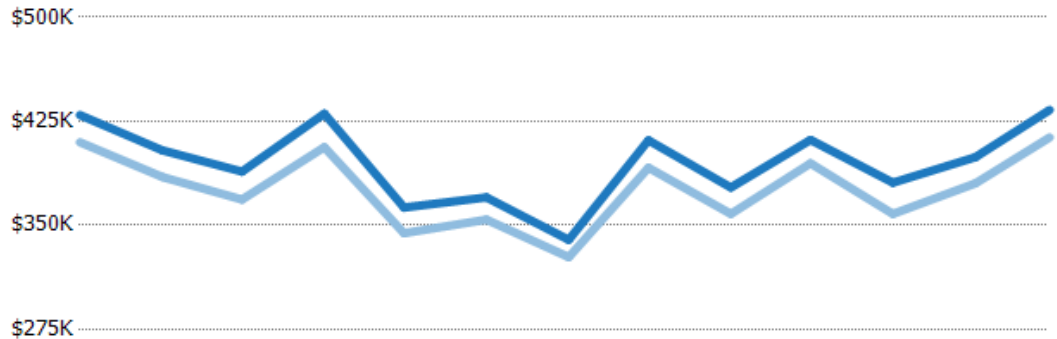


Average Sales Price vs Average Listing Price

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



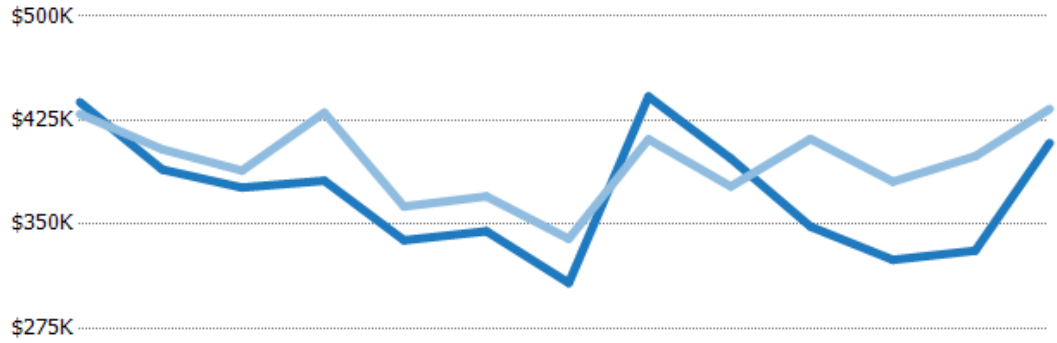
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg List Price	\$429K	\$404K	\$389K	\$431K	\$363K	\$370K	\$340K	\$411K	\$377K	\$412K	\$381K	\$399K	\$433K
Avg Sales Price	\$410K	\$385K	\$369K	\$406K	\$344K	\$354K	\$327K	\$392K	\$358K	\$395K	\$358K	\$380K	\$413K
Avg Sales Price as a % of Avg List Price	95%	95%	95%	94%	95%	96%	96%	95%	95%	96%	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



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$438K	\$389K	\$376K	\$381K	\$338K	\$345K	\$308K	\$442K	\$397K	\$348K	\$324K	\$331K	\$409K
Avg Sales Price	\$429K	\$404K	\$389K	\$431K	\$363K	\$370K	\$340K	\$411K	\$377K	\$412K	\$381K	\$399K	\$433K
Avg Sales Price as a % of Avg Est Value	98%	104%	103%	113%	107%	107%	110%	93%	95%	118%	117%	121%	106%

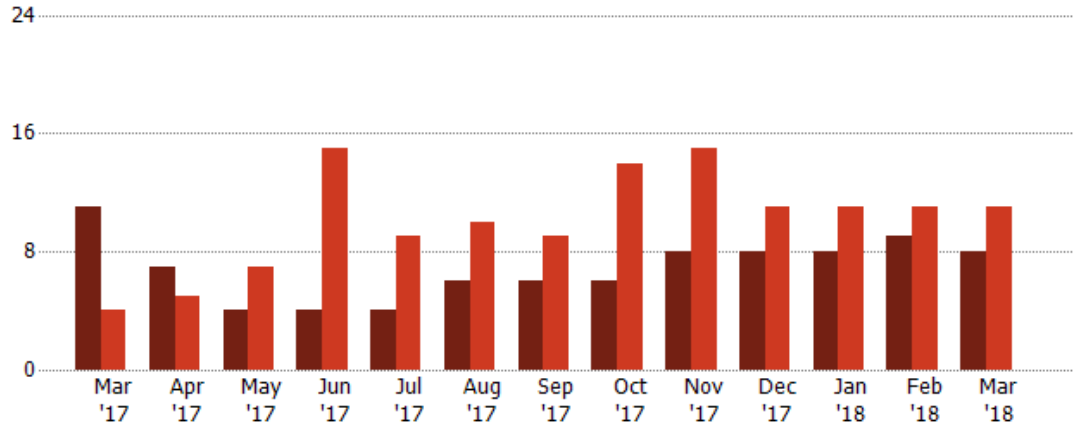
Distressed Listings

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.
Mar '18	8	-27.3%
Mar '17	11	175%
Mar '16	4	425%

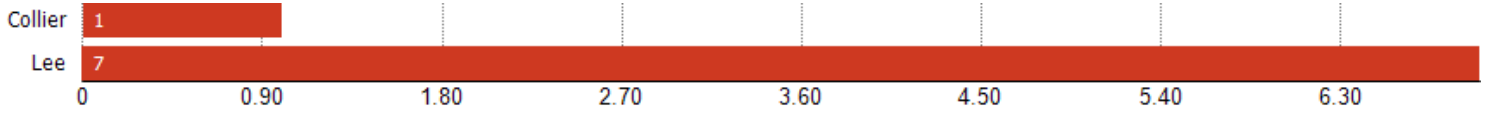


	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	11	7	4	4	4	6	6	6	8	8	8	9	8
Prior Year	4	5	7	15	9	10	9	14	15	11	11	11	11
Percent Change from Prior Year	175%	40%	-43%	-73%	-56%	-40%	-33%	-57%	-47%	-27%	-27%	-18%	-27%

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: 04/06/2018

Scheduled: Yes

Report Date Range: From 3/2017 To: 3/2018

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 3/2018 data

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