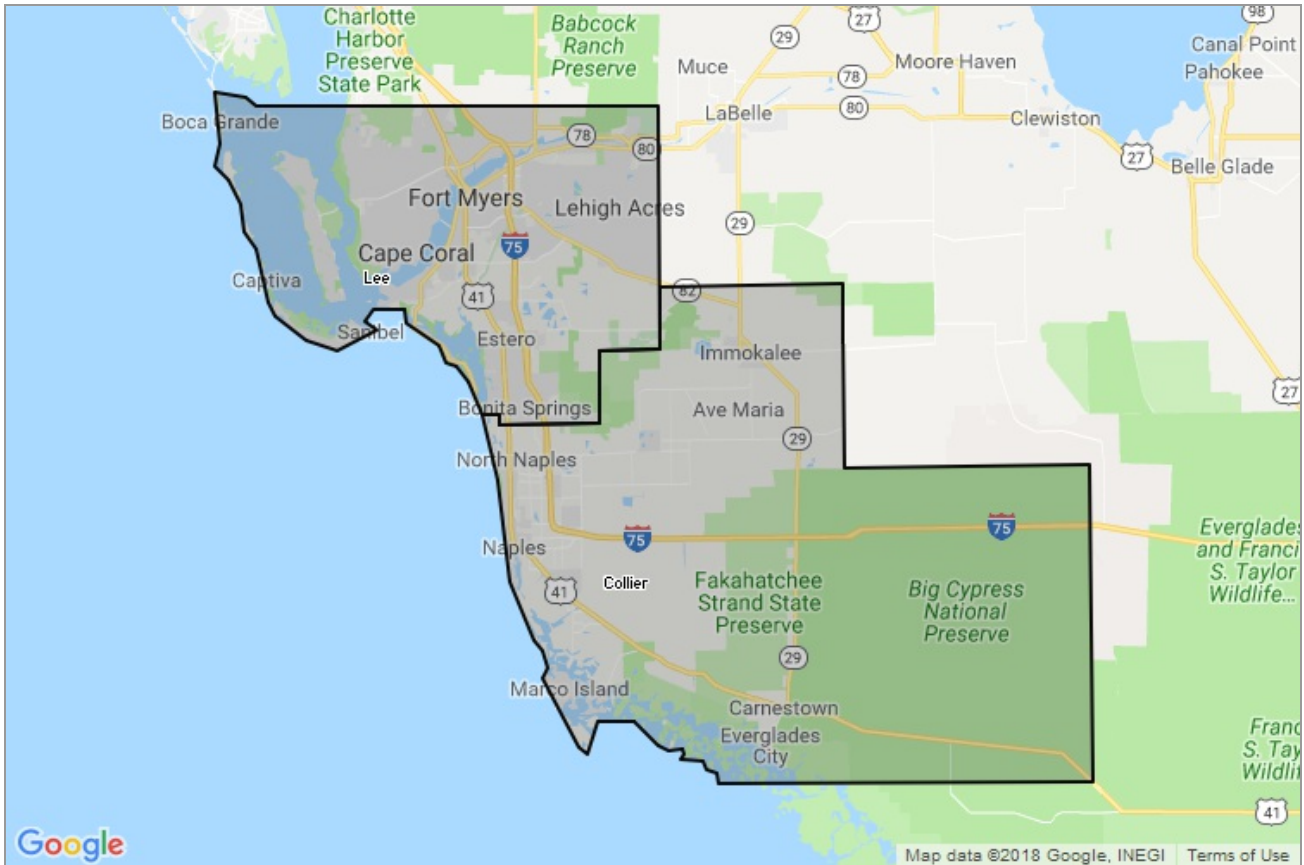




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
5/2017 – 5/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 06/10/2018

Scheduled: Yes

Presented by

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

Florida Real Estate License: 251501954

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25300 Bernwood Drive
Suite 1
Bonita Springs, FL 34135

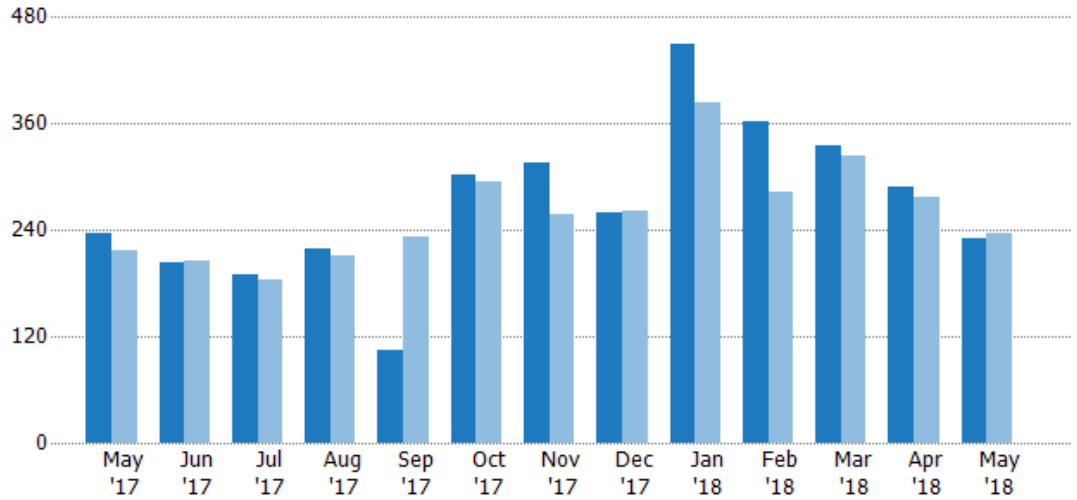
New Listings

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.
May '18	231	-2.5%
May '17	237	9.2%
May '16	217	5.5%



	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	237	203	190	218	104	302	315	259	449	363	336	288	231
Prior Year	217	205	183	211	232	294	258	261	383	282	324	277	237
Percent Change from Prior Year	9%	-1%	4%	3%	-55%	3%	22%	-1%	17%	29%	4%	4%	-3%

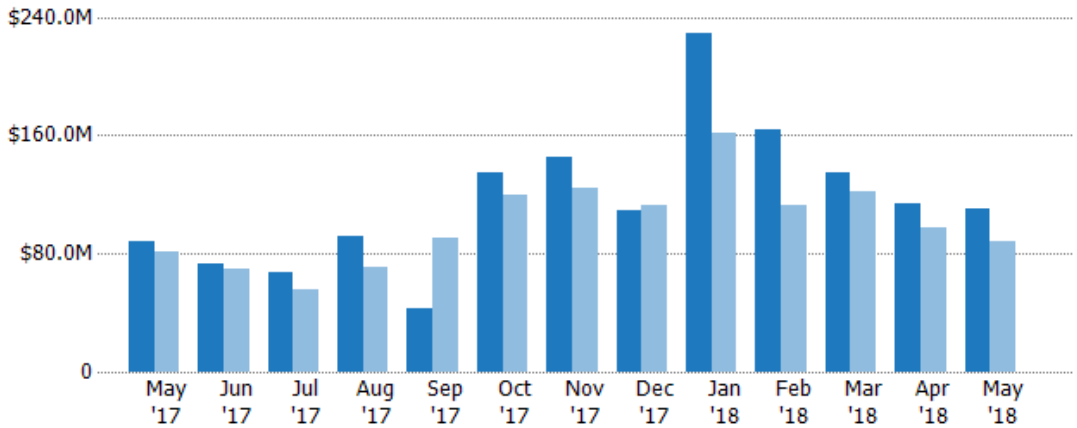
New Listing Volume

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.
May '18	\$110M	25.4%
May '17	\$88M	9.1%
May '16	\$80.7M	8.6%



	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	\$88M	\$73.4M	\$66.7M	\$91.2M	\$43.3M	\$135M	\$145M	\$110M	\$229M	\$164M	\$135M	\$113M	\$110M
Prior Year	\$80.7M	\$70.1M	\$56M	\$71.4M	\$90.7M	\$120M	\$124M	\$113M	\$162M	\$112M	\$122M	\$97.7M	\$88M
Percent Change from Prior Year	9%	5%	19%	28%	-52%	13%	17%	-2%	42%	46%	11%	16%	25%

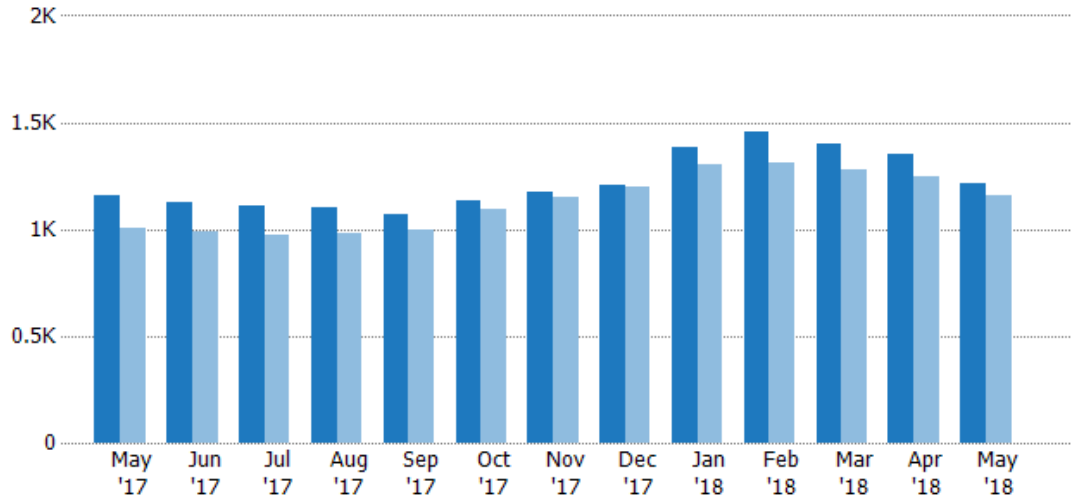
Active Listings

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.
May '18	1.21K	4.9%
May '17	1.16K	15.4%
May '16	1K	-24.2%



Current Year	1.16K	1.13K	1.11K	1.1K	1.07K	1.14K	1.17K	1.21K	1.39K	1.46K	1.4K	1.36K	1.21K
Prior Year	1K	985	973	979	1K	1.09K	1.15K	1.2K	1.31K	1.31K	1.28K	1.25K	1.16K
Percent Change from Prior Year	15%	15%	14%	12%	7%	4%	2%	1%	6%	11%	9%	9%	5%

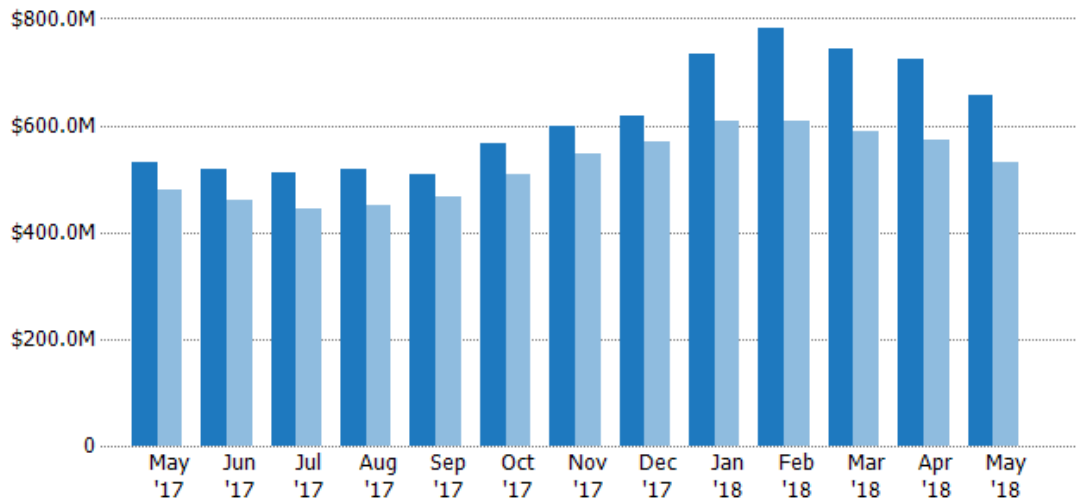
Active Listing Volume

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.
May '18	\$657M	23.6%
May '17	\$532M	11.1%
May '16	\$478M	-27.6%



Current Year	\$532M	\$519M	\$513M	\$519M	\$508M	\$565M	\$598M	\$619M	\$734M	\$781M	\$744M	\$722M	\$657M
Prior Year	\$478M	\$459M	\$445M	\$450M	\$466M	\$507M	\$546M	\$569M	\$607M	\$608M	\$589M	\$574M	\$532M
Percent Change from Prior Year	11%	13%	15%	15%	9%	11%	10%	9%	21%	29%	26%	26%	24%

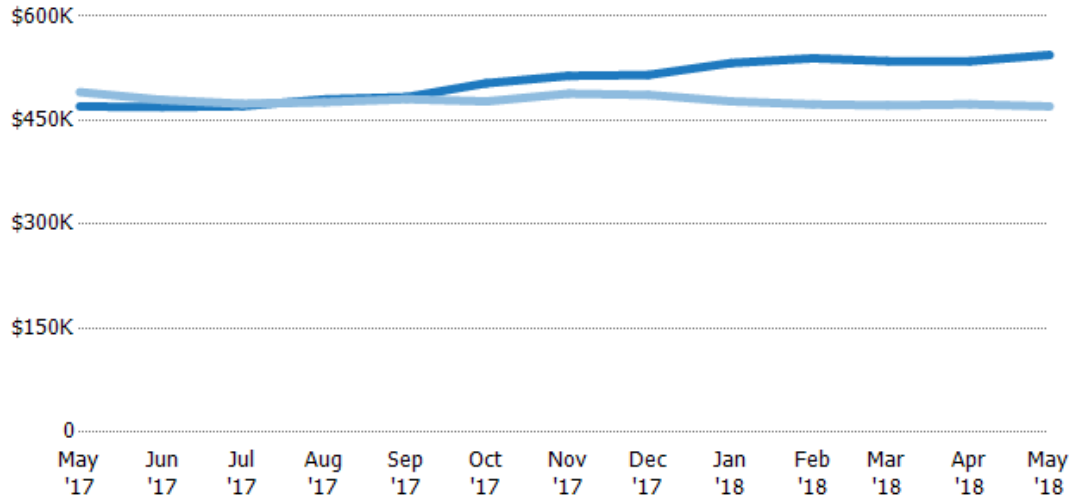
Average Listing Price

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.
May '18	\$544K	15.8%
May '17	\$470K	-4.2%
May '16	\$491K	-3.6%



	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	\$470K	\$469K	\$470K	\$480K	\$483K	\$503K	\$514K	\$515K	\$533K	\$539K	\$535K	\$535K	\$544K
Prior Year	\$491K	\$479K	\$474K	\$476K	\$480K	\$477K	\$488K	\$487K	\$477K	\$473K	\$471K	\$473K	\$470K
Percent Change from Prior Year	-4%	-2%	-1%	1%	1%	5%	5%	6%	12%	14%	14%	13%	16%

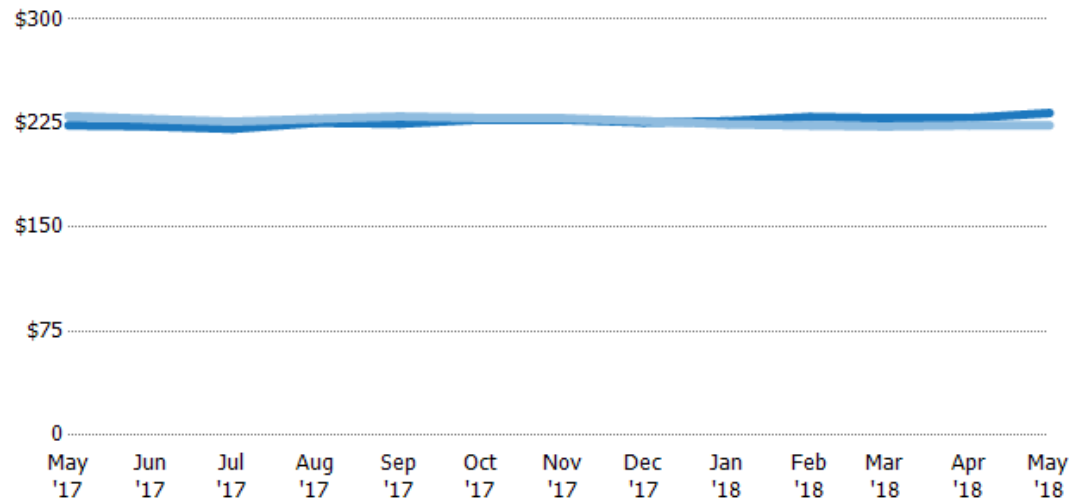
Average Listing Price per Sq Ft

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.
May '18	\$232	4%
May '17	\$223	-2.9%
May '16	\$230	-0.5%



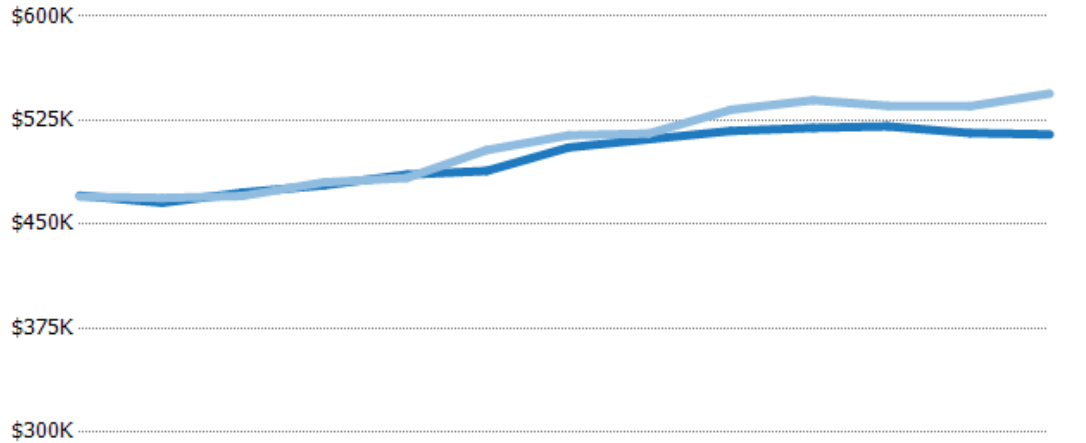
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	\$223	\$223	\$221	\$225	\$225	\$228	\$228	\$226	\$227	\$230	\$229	\$229	\$232
Prior Year	\$230	\$228	\$226	\$228	\$230	\$229	\$229	\$227	\$224	\$223	\$223	\$224	\$223
Percent Change from Prior Year	-3%	-2%	-2%	-1%	-2%	-1%	0%	0%	1%	3%	3%	2%	4%

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



	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	\$471K	\$466K	\$473K	\$478K	\$486K	\$488K	\$505K	\$511K	\$517K	\$520K	\$521K	\$516K	\$515K
Avg Listing Price	\$470K	\$469K	\$470K	\$480K	\$483K	\$503K	\$514K	\$515K	\$533K	\$539K	\$535K	\$535K	\$544K
Avg Listing Price as a % of Avg Est Value	100%	101%	99%	100%	100%	103%	102%	101%	103%	104%	103%	104%	106%

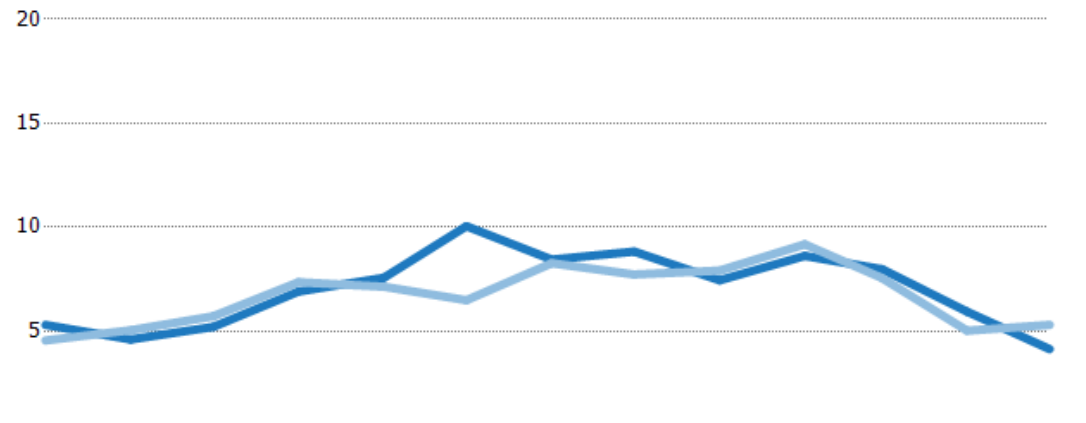
Months of Inventory

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.
May '18	4.14	-21.9%
May '17	5.31	16.4%
May '16	4.56	-37.8%



	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	5.31	4.61	5.21	6.91	7.57	10.1	8.45	8.83	7.45	8.62	7.99	5.94	4.14
Prior Year	4.56	5.05	5.72	7.36	7.14	6.49	8.27	7.73	7.92	9.18	7.56	5.03	5.31
Percent Change from Prior Year	16%	-9%	-9%	-6%	6%	55%	2%	14%	-6%	-6%	6%	18%	-22%

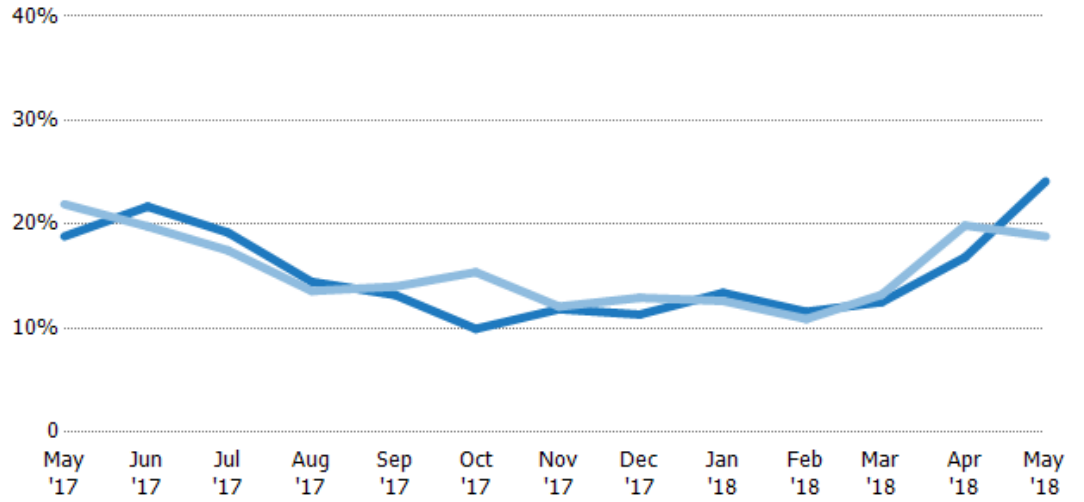
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
May '18	24%	-5.3%
May '17	19%	3.1%
May '16	22%	60.8%



	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	19%	22%	19%	14%	13%	10%	12%	11%	13%	12%	13%	17%	24%
Prior Year	22%	20%	17%	14%	14%	15%	12%	13%	13%	11%	13%	20%	19%
Change from Prior Year	3%	-2%	-2%	-1%	1%	5%	0%	2%	-1%	-1%	1%	3%	-5%

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



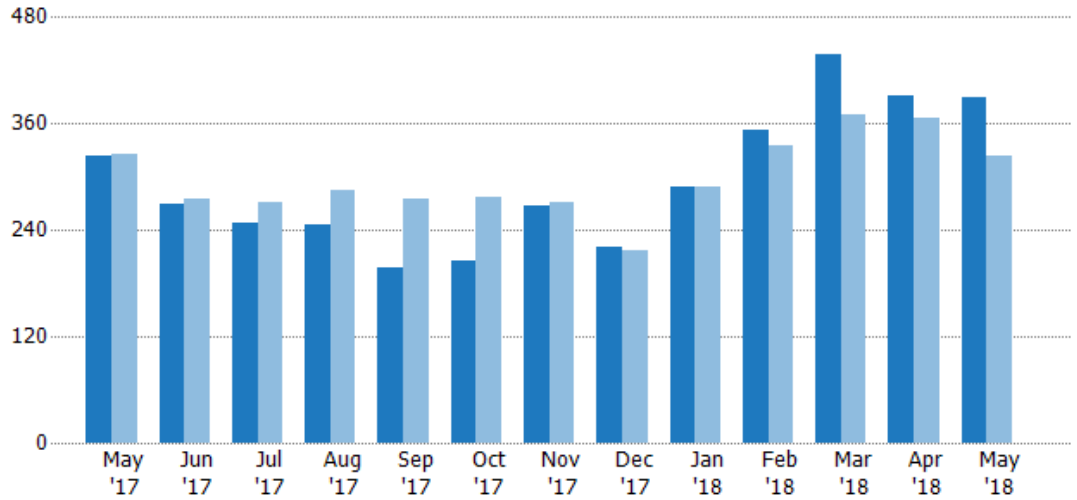
Pending Sales

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.
May '18	389	20.4%
May '17	323	-0.9%
May '16	326	11.3%



	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	323	269	248	245	198	205	268	221	289	352	437	391	389
Prior Year	326	276	272	285	275	277	272	216	289	336	371	367	323
Percent Change from Prior Year	-1%	-3%	-9%	-14%	-28%	-26%	-1%	2%	0%	5%	18%	7%	20%

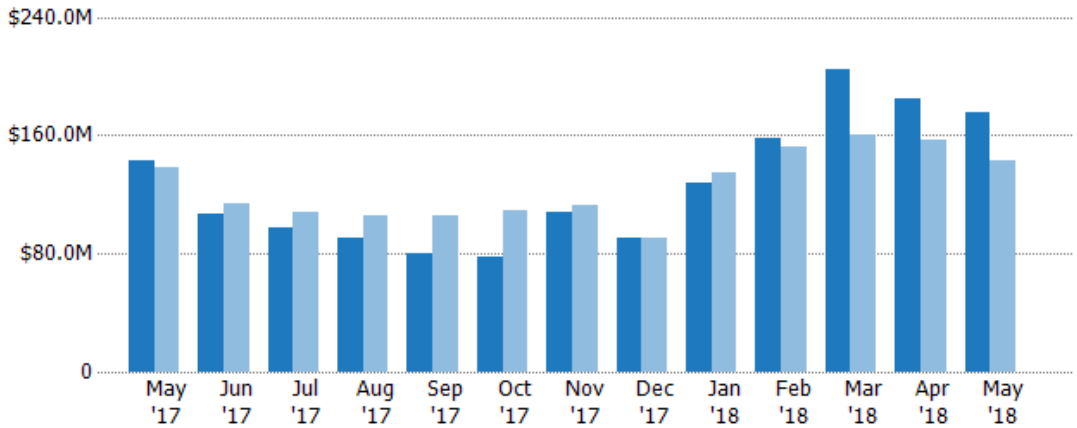
Pending Sales Volume

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.
May '18	\$176M	22.9%
May '17	\$143M	3.7%
May '16	\$138M	14.5%



	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	\$143M	\$107M	\$97.9M	\$90.6M	\$80.6M	\$77.6M	\$108M	\$90.4M	\$127M	\$159M	\$204M	\$185M	\$176M
Prior Year	\$138M	\$113M	\$108M	\$106M	\$106M	\$109M	\$113M	\$90.1M	\$135M	\$152M	\$161M	\$157M	\$143M
Percent Change from Prior Year	4%	-6%	-9%	-14%	-24%	-29%	-4%	0%	-5%	4%	27%	18%	23%

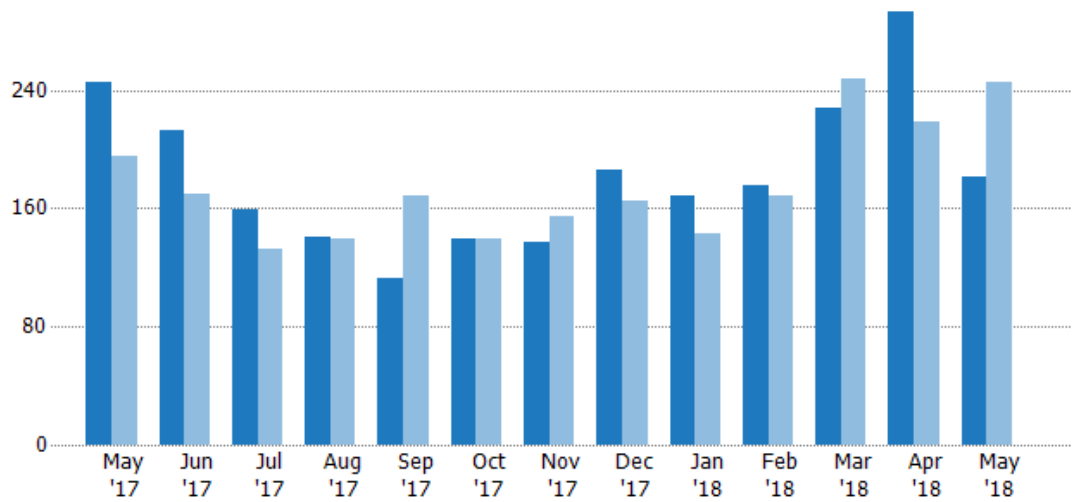
Closed Sales

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.
May '18	181	-26.1%
May '17	245	25.6%
May '16	195	32.8%



	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	245	213	159	141	113	139	137	186	169	175	228	293	181
Prior Year	195	170	133	140	168	139	155	165	143	169	248	218	245
Percent Change from Prior Year	26%	25%	20%	1%	-33%	0%	-12%	13%	18%	4%	-8%	34%	-26%

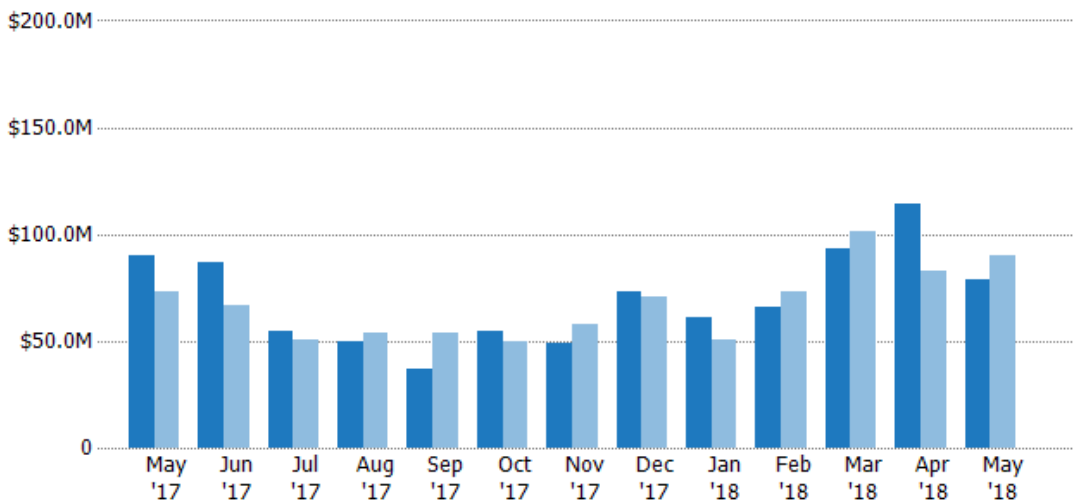
Closed Sales Volume

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.
May '18	\$78.4M	-13.2%
May '17	\$90.4M	23.5%
May '16	\$73.2M	50.6%



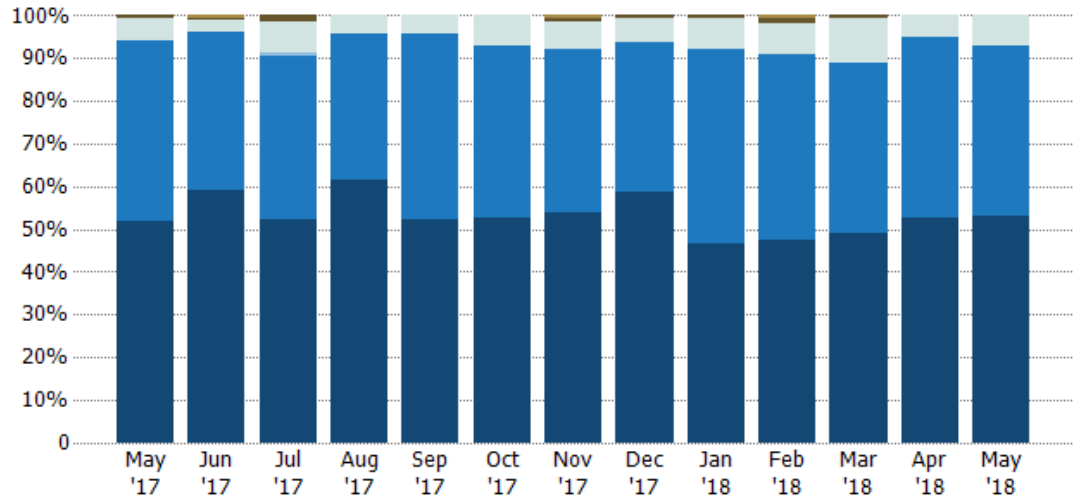
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	\$90.4M	\$86.6M	\$54.7M	\$49.9M	\$36.9M	\$54.7M	\$48.8M	\$73.1M	\$60.7M	\$65.7M	\$93.6M	\$114M	\$78.4M
Prior Year	\$73.2M	\$67.1M	\$50.5M	\$54.2M	\$53.6M	\$49.5M	\$57.7M	\$70.8M	\$51M	\$73.3M	\$102M	\$82.7M	\$90.4M
Percent Change from Prior Year	24%	29%	8%	-8%	-31%	11%	-15%	3%	19%	-10%	-8%	38%	-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

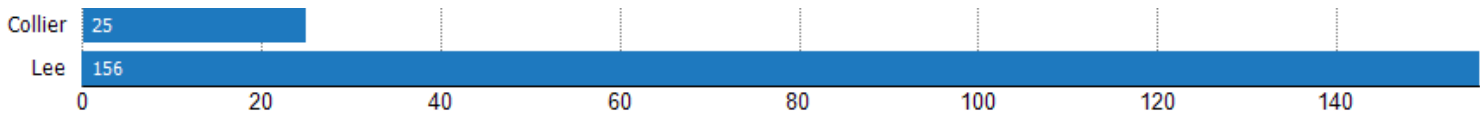


Property Type	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Other	-	0%	-	-	-	-	1%	-	-	1%	-	-	-
Lot/Land	1%	0%	1%	-	-	-	1%	1%	1%	1%	0%	-	-
Multifamily/Multiplex	5%	3%	8%	4%	4%	7%	7%	6%	7%	7%	11%	5%	7%
Mobile/Manufactured	-	-	1%	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	42%	37%	38%	34%	43%	40%	38%	35%	46%	43%	40%	42%	40%
Single Family Residence	52%	59%	52%	62%	52%	53%	54%	59%	47%	47%	49%	53%	53%

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

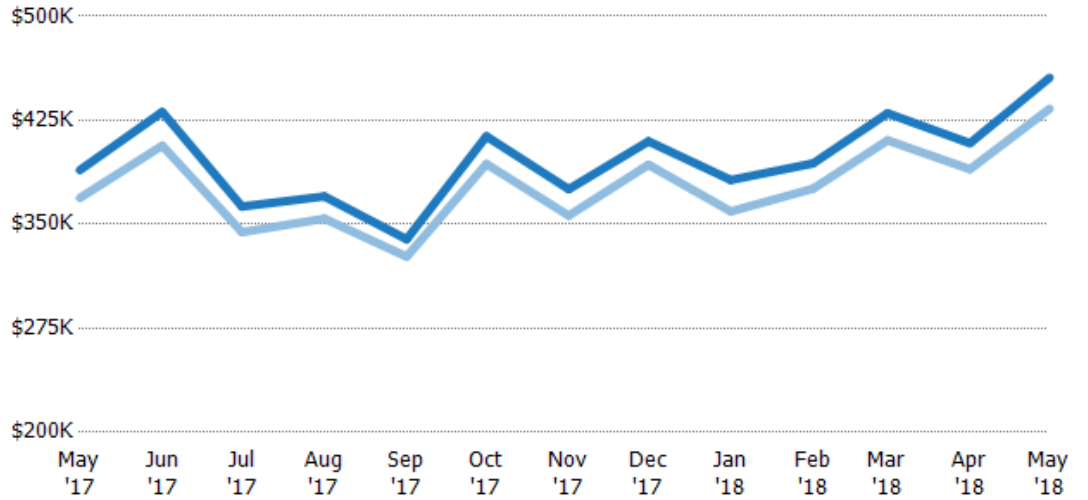


Average Sales Price vs Average Listing Price

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



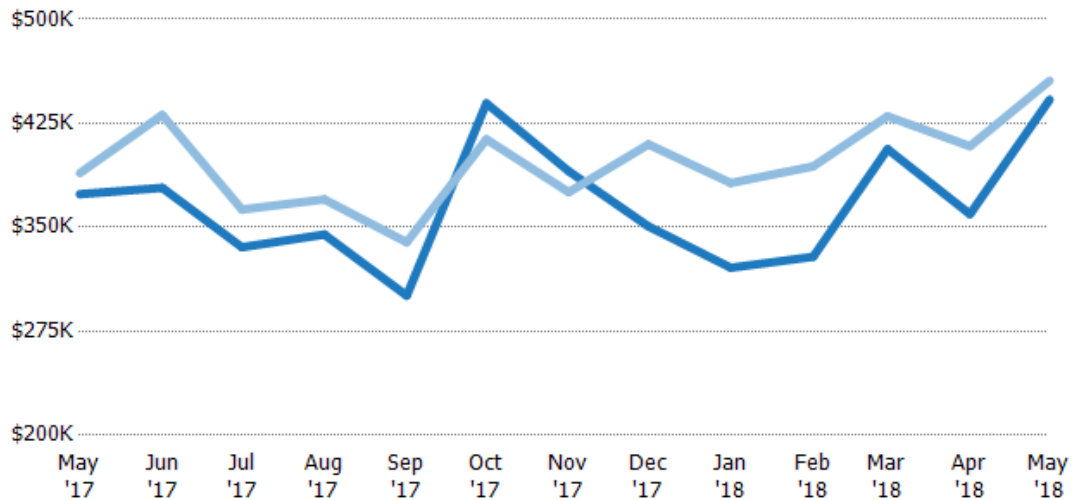
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg List Price	\$389K	\$431K	\$363K	\$370K	\$339K	\$413K	\$375K	\$410K	\$382K	\$394K	\$430K	\$408K	\$456K
Avg Sales Price	\$369K	\$407K	\$344K	\$354K	\$327K	\$393K	\$356K	\$393K	\$359K	\$376K	\$411K	\$390K	\$433K
Avg Sales Price as a % of Avg List Price	95%	94%	95%	96%	96%	95%	95%	96%	94%	95%	95%	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



	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	\$374K	\$378K	\$336K	\$345K	\$301K	\$439K	\$390K	\$351K	\$321K	\$329K	\$406K	\$359K	\$442K
Avg Sales Price	\$389K	\$431K	\$363K	\$370K	\$339K	\$413K	\$375K	\$410K	\$382K	\$394K	\$430K	\$408K	\$456K
Avg Sales Price as a % of Avg Est Value	104%	114%	108%	107%	113%	94%	96%	117%	119%	120%	106%	114%	103%

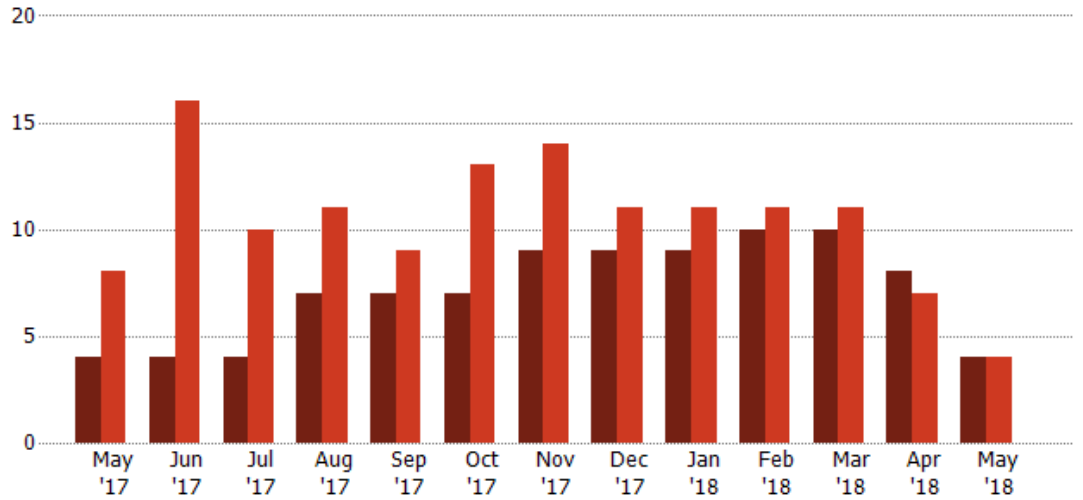
Distressed Listings

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.
May '18	4	0%
May '17	4	-50%
May '16	8	125%



Current Year	4	4	4	7	7	7	9	9	9	10	10	8	4
Prior Year	8	16	10	11	9	13	14	11	11	11	11	7	4
Percent Change from Prior Year	-50%	-75%	-60%	-36%	-22%	-46%	-36%	-18%	-18%	-9%	-9%	14%	0%

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: 06/10/2018

Scheduled: Yes

Report Date Range: From 5/2017 To: 5/2018

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 5/2018 data

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