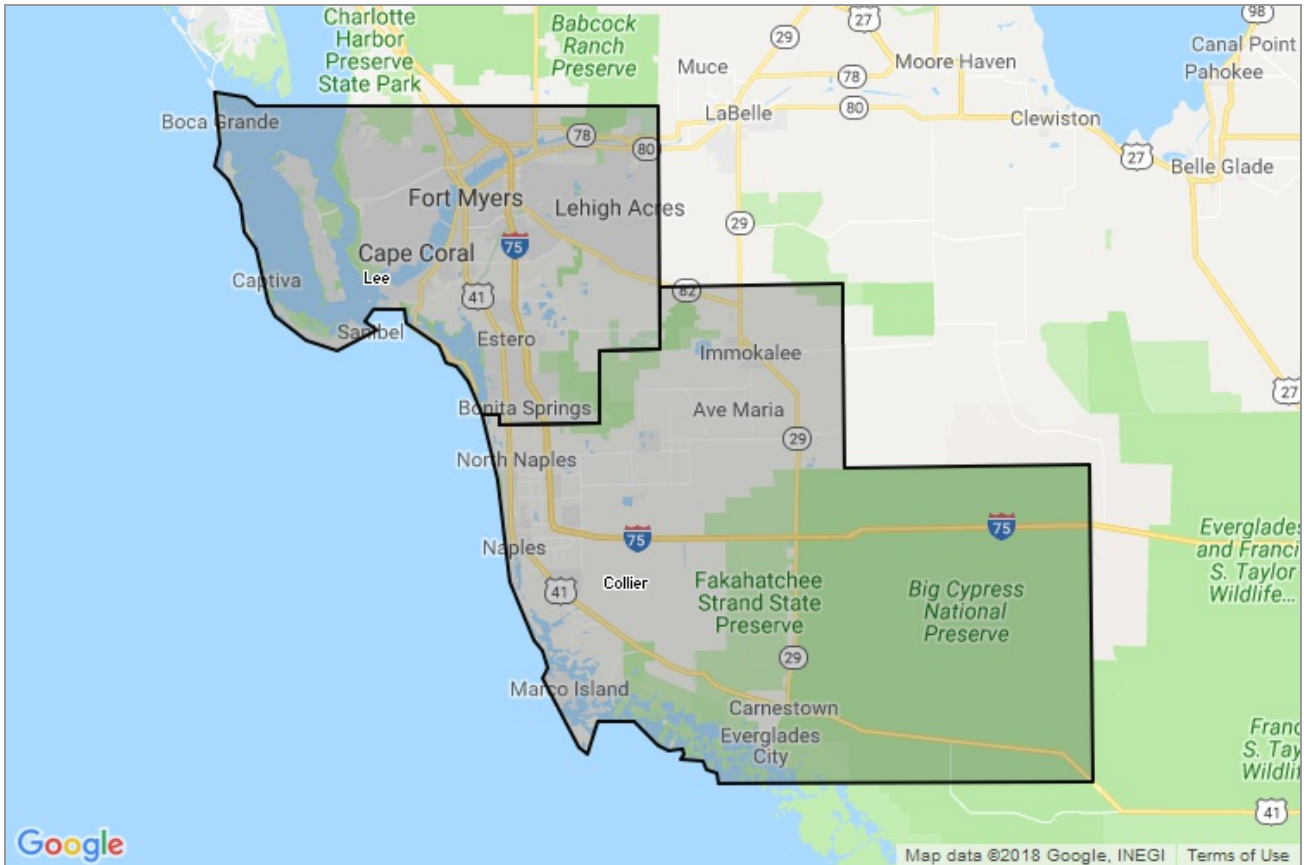




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
6/2017 – 6/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 07/09/2018

Scheduled: Yes

Presented by

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

(239) 992-6771

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

25300 Bernwood Drive
Suite 1
Bonita Springs, FL 34135

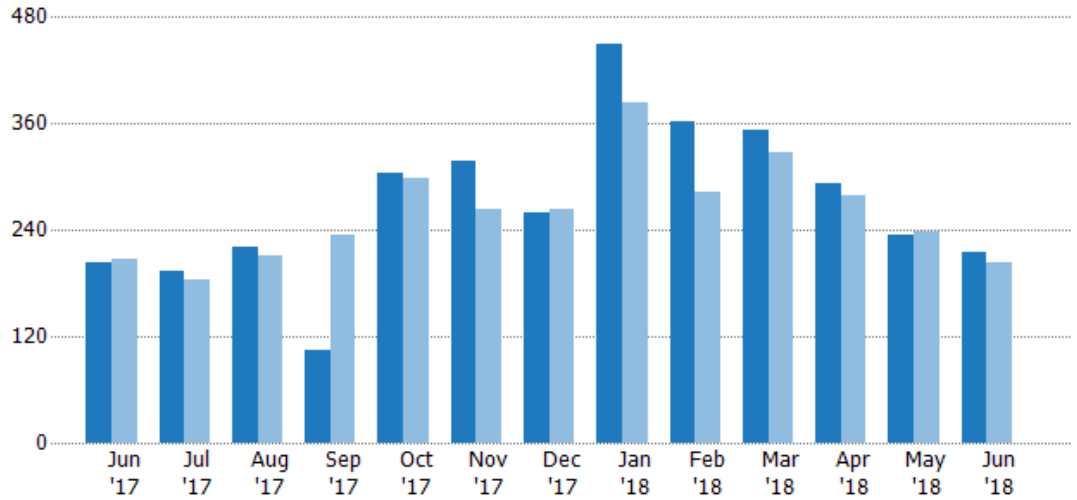
New Listings

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.
Jun '18	215	5.4%
Jun '17	204	-1.4%
Jun '16	207	-7.7%



Current Year	204	193	221	104	304	318	259	450	362	352	293	235	215
Prior Year	207	183	211	234	299	263	264	383	283	327	279	239	204
Percent Change from Prior Year	-1%	5%	5%	-56%	2%	21%	-2%	17%	28%	8%	5%	-2%	5%

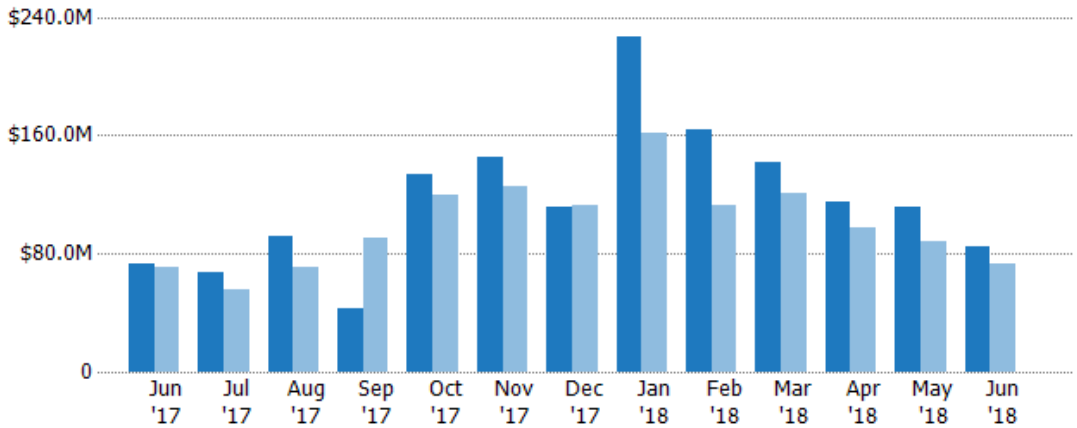
New Listing Volume

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.
Jun '18	\$84.6M	14.9%
Jun '17	\$73.7M	4.5%
Jun '16	\$70.5M	-3%



Current Year	\$73.7M	\$67.7M	\$91.9M	\$43.3M	\$134M	\$145M	\$111M	\$227M	\$164M	\$142M	\$115M	\$112M	\$84.6M
Prior Year	\$70.5M	\$56M	\$71.4M	\$90.9M	\$120M	\$126M	\$113M	\$161M	\$113M	\$121M	\$97.7M	\$88.6M	\$73.7M
Percent Change from Prior Year	5%	21%	29%	-52%	12%	15%	-2%	41%	45%	17%	17%	26%	15%

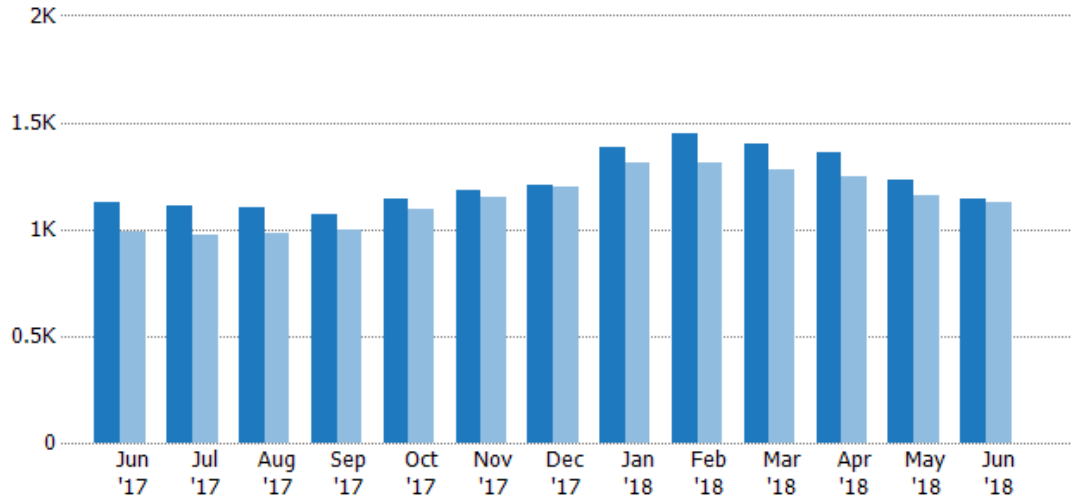
Active Listings

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.
Jun '18	1.14K	1.3%
Jun '17	1.13K	14.4%
Jun '16	985	-25.8%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	1.13K	1.11K	1.1K	1.07K	1.14K	1.18K	1.21K	1.38K	1.45K	1.4K	1.36K	1.23K	1.14K
Prior Year	985	972	979	1K	1.09K	1.15K	1.2K	1.31K	1.31K	1.28K	1.25K	1.16K	1.13K
Percent Change from Prior Year	14%	14%	12%	7%	4%	3%	1%	6%	11%	9%	9%	7%	1%

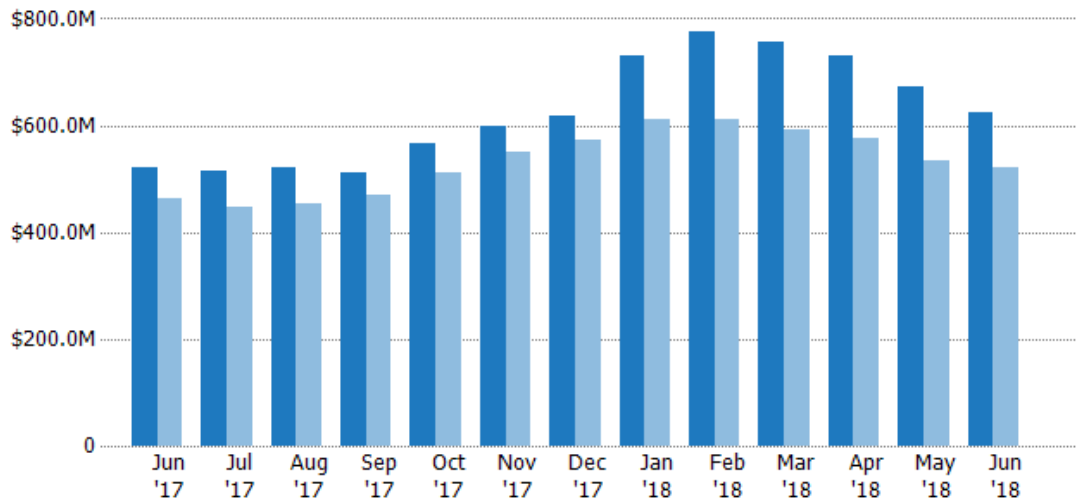
Active Listing Volume

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.
Jun '18	\$623M	19.5%
Jun '17	\$521M	12.7%
Jun '16	\$463M	-27%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	\$521M	\$515M	\$521M	\$510M	\$565M	\$599M	\$619M	\$730M	\$775M	\$755M	\$731M	\$673M	\$623M
Prior Year	\$463M	\$448M	\$454M	\$470M	\$511M	\$550M	\$572M	\$610M	\$611M	\$592M	\$577M	\$534M	\$521M
Percent Change from Prior Year	13%	15%	15%	9%	11%	9%	8%	20%	27%	27%	27%	26%	20%

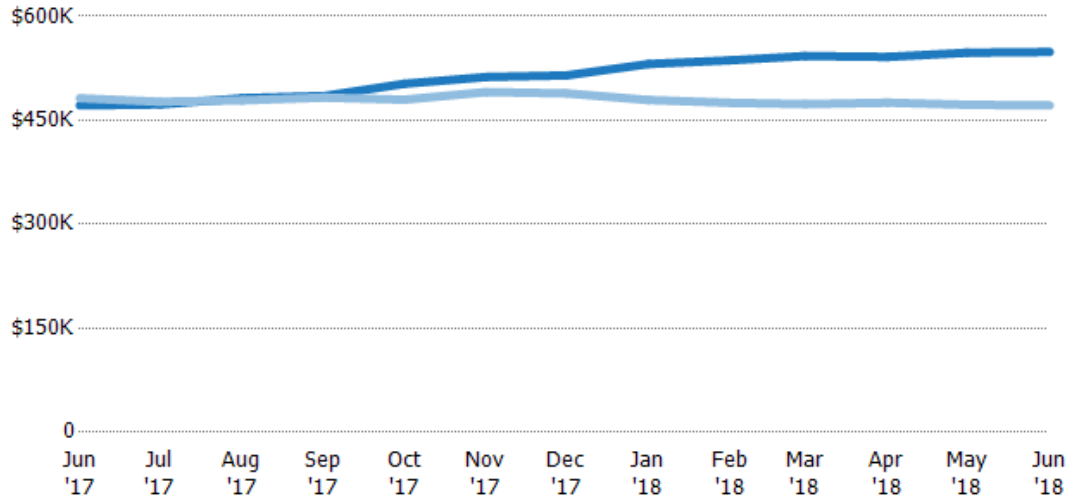
Average Listing Price

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.
Jun '18	\$549K	16.4%
Jun '17	\$471K	-2.2%
Jun '16	\$482K	-0.6%



Current Year	\$471K	\$473K	\$482K	\$485K	\$503K	\$512K	\$515K	\$531K	\$537K	\$543K	\$541K	\$548K	\$549K
Prior Year	\$482K	\$477K	\$479K	\$483K	\$480K	\$491K	\$489K	\$479K	\$475K	\$473K	\$475K	\$472K	\$471K
Percent Change from Prior Year	-2%	-1%	1%	0%	5%	4%	5%	11%	13%	15%	14%	16%	16%

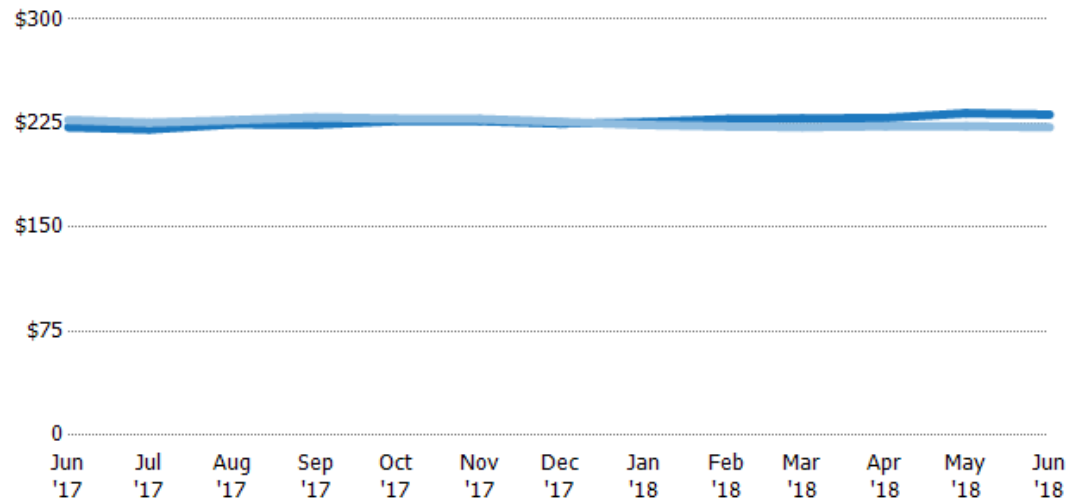
Average Listing Price per Sq Ft

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.
Jun '18	\$231	4.1%
Jun '17	\$222	-2.3%
Jun '16	\$227	1.3%



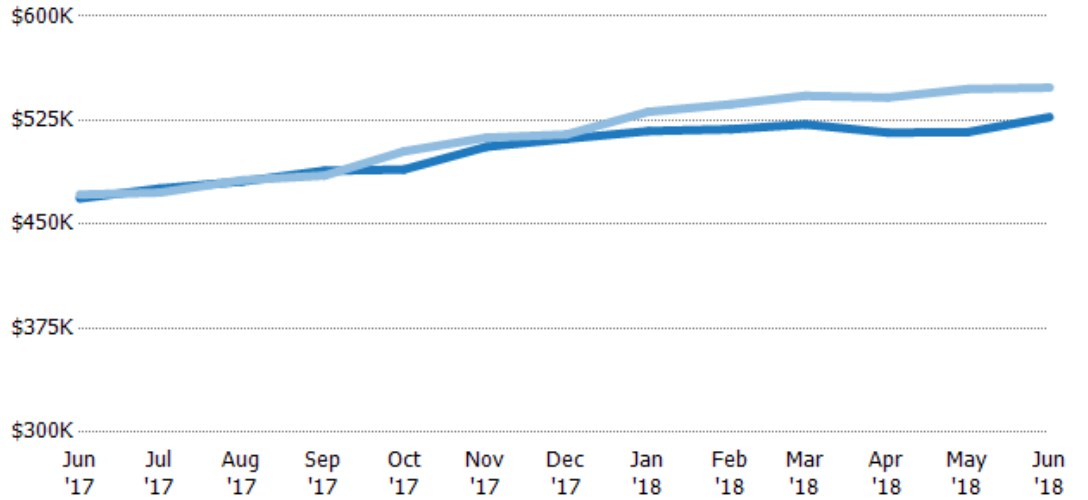
Current Year	\$222	\$221	\$224	\$224	\$227	\$227	\$225	\$226	\$228	\$228	\$229	\$232	\$231
Prior Year	\$227	\$225	\$227	\$229	\$228	\$228	\$226	\$224	\$223	\$222	\$223	\$223	\$222
Percent Change from Prior Year	-2%	-2%	-1%	-2%	-1%	-1%	-1%	1%	2%	3%	3%	4%	4%

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



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg Est Value	\$469K	\$476K	\$481K	\$489K	\$489K	\$506K	\$512K	\$517K	\$519K	\$522K	\$516K	\$516K	\$527K
Avg Listing Price	\$471K	\$473K	\$482K	\$485K	\$503K	\$512K	\$515K	\$531K	\$537K	\$543K	\$541K	\$548K	\$549K
Avg Listing Price as a % of Avg Est Value	101%	99%	100%	99%	103%	101%	101%	103%	103%	104%	105%	106%	104%

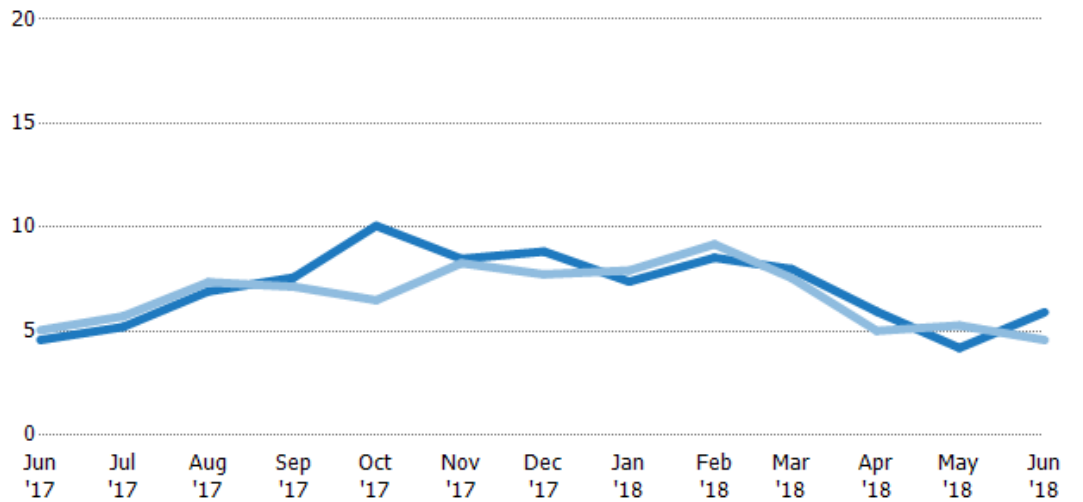
Months of Inventory

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.
Jun '18	5.92	29.2%
Jun '17	4.58	-9.3%
Jun '16	5.05	-44.3%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	4.58	5.21	6.92	7.58	10.1	8.48	8.83	7.39	8.54	7.99	5.95	4.2	5.92
Prior Year	5.05	5.72	7.36	7.14	6.49	8.27	7.74	7.92	9.18	7.56	5.02	5.28	4.58
Percent Change from Prior Year	-9%	-9%	-6%	6%	55%	3%	14%	-7%	-7%	6%	18%	-20%	29%

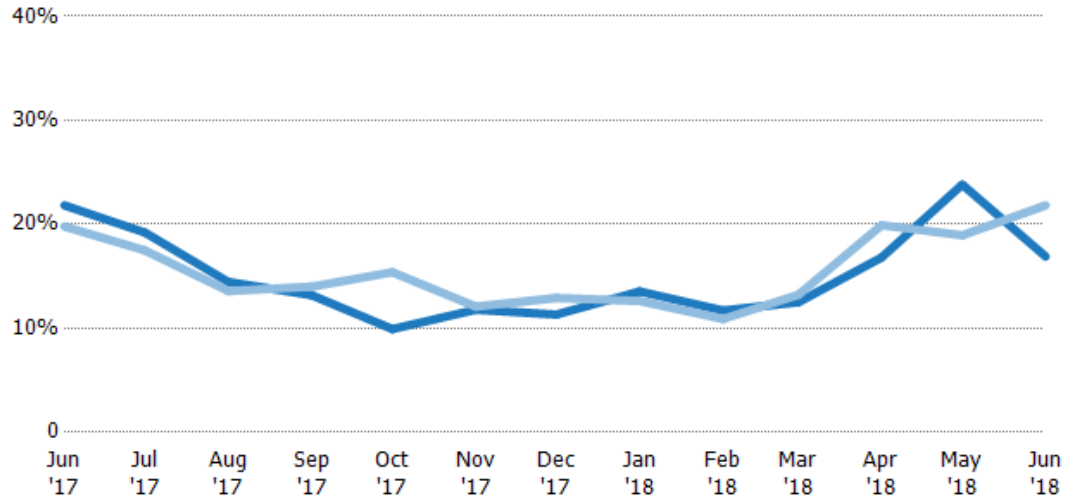
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Jun '18	17%	4.9%
Jun '17	22%	-2%
Jun '16	20%	79.7%

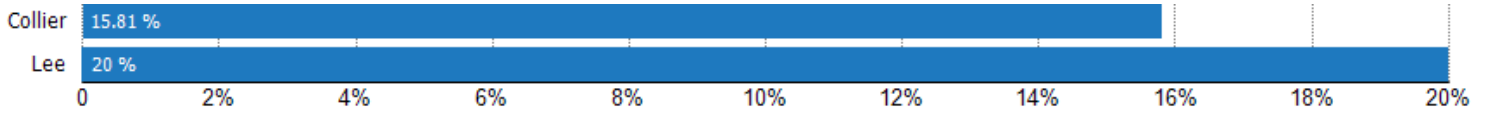


	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	22%	19%	14%	13%	10%	12%	11%	14%	12%	13%	17%	24%	17%
Prior Year	20%	17%	14%	14%	15%	12%	13%	13%	11%	13%	20%	19%	22%
Change from Prior Year	-2%	-2%	-1%	1%	5%	0%	2%	-1%	-1%	1%	3%	-5%	5%

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



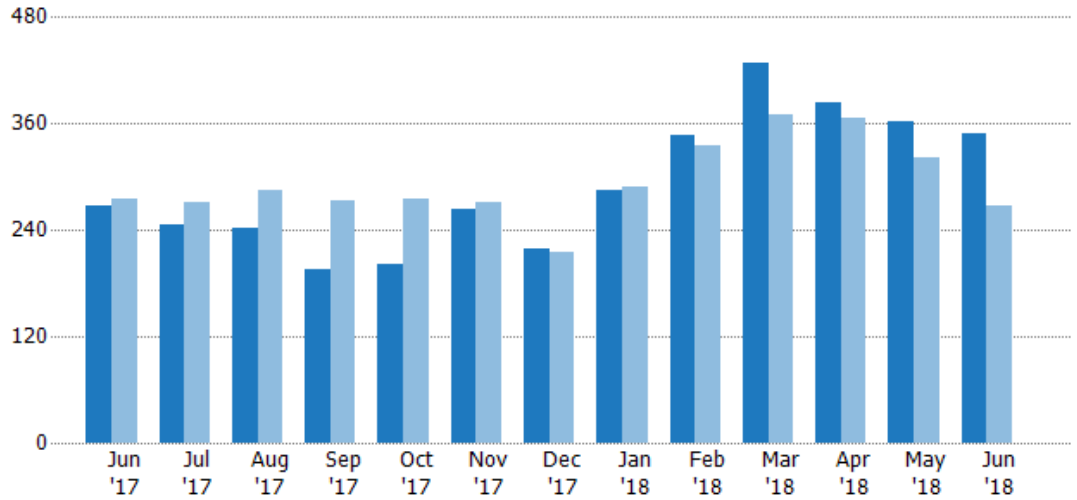
Pending Sales

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.
Jun '18	348	30.3%
Jun '17	267	-2.9%
Jun '16	275	9.1%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	267	246	242	195	202	264	218	284	346	429	383	362	348
Prior Year	275	271	284	274	275	271	215	288	335	371	367	322	267
Percent Change from Prior Year	-3%	-9%	-15%	-29%	-27%	-3%	1%	-1%	3%	16%	4%	12%	30%

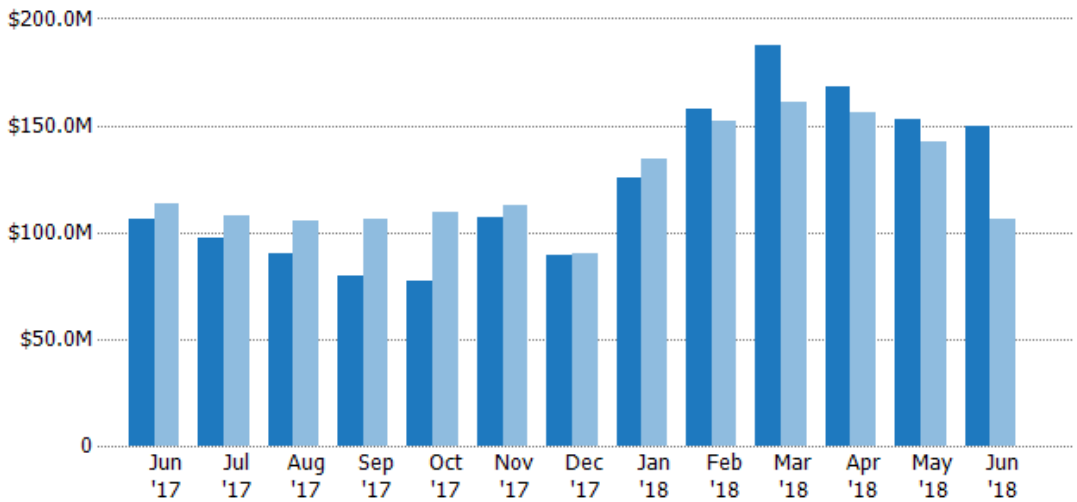
Pending Sales Volume

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.
Jun '18	\$150M	40.7%
Jun '17	\$106M	-6.2%
Jun '16	\$113M	6.2%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	\$106M	\$97.4M	\$90M	\$79.9M	\$76.9M	\$107M	\$89.5M	\$125M	\$157M	\$188M	\$168M	\$153M	\$150M
Prior Year	\$113M	\$108M	\$106M	\$106M	\$109M	\$113M	\$90.1M	\$135M	\$152M	\$161M	\$156M	\$142M	\$106M
Percent Change from Prior Year	-6%	-10%	-15%	-25%	-30%	-5%	-1%	-7%	4%	16%	8%	7%	41%

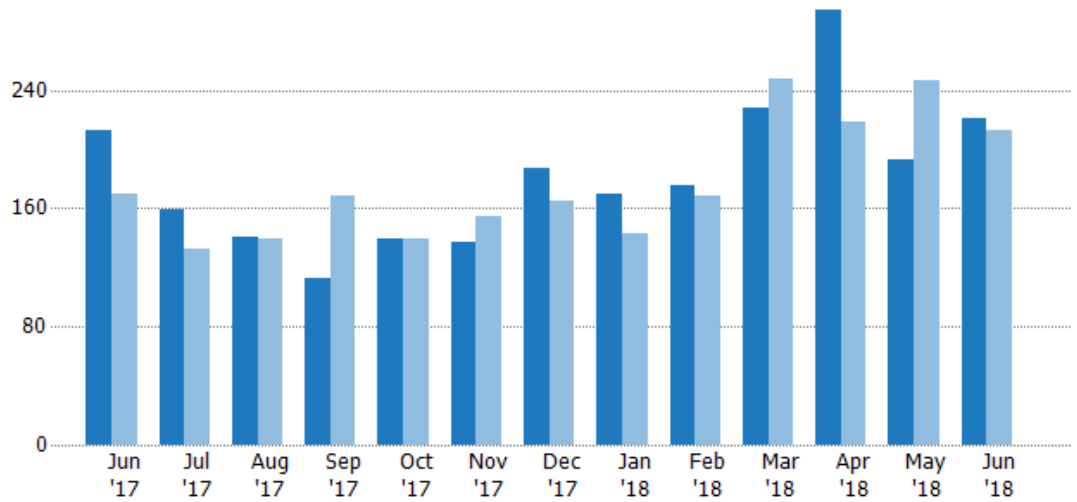
Closed Sales

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.
Jun '18	221	3.8%
Jun '17	213	25.3%
Jun '16	170	31.2%



Current Year	213	159	141	113	139	137	187	170	175	228	294	193	221
Prior Year	170	133	140	168	139	155	165	143	169	248	219	246	213
Percent Change from Prior Year	25%	20%	1%	-33%	0%	-12%	13%	19%	4%	-8%	34%	-22%	4%

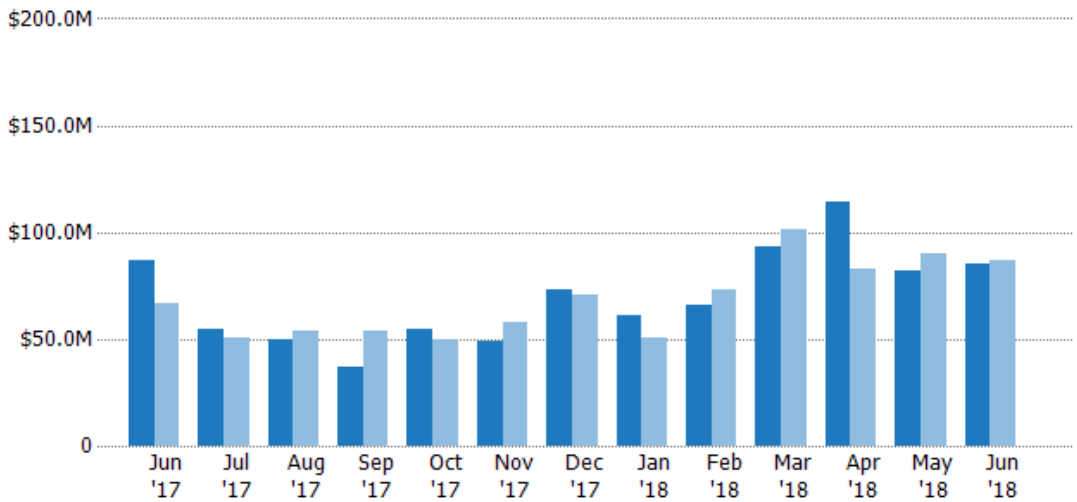
Closed Sales Volume

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.
Jun '18	\$84.9M	-2%
Jun '17	\$86.6M	29.1%
Jun '16	\$67.1M	42.4%



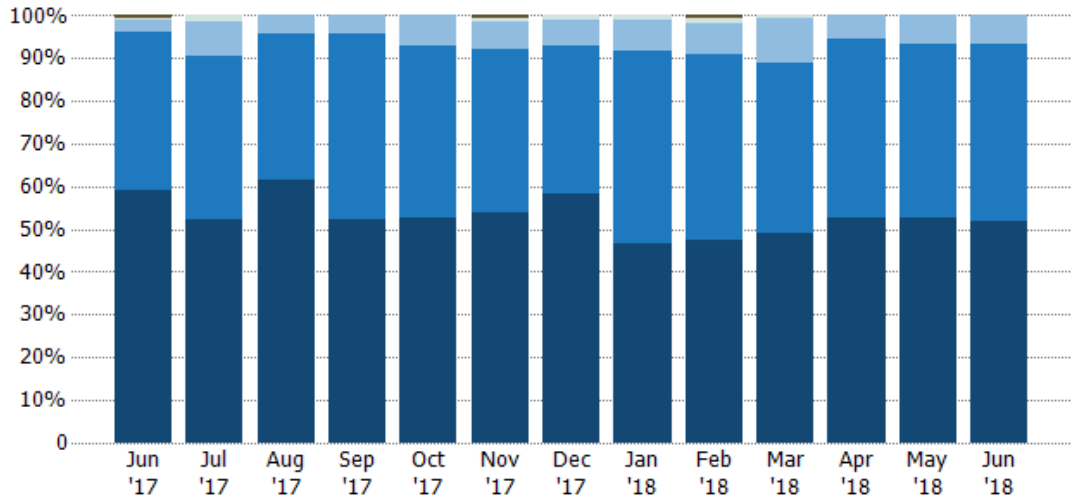
Current Year	\$86.6M	\$54.7M	\$49.9M	\$36.9M	\$54.7M	\$48.8M	\$73.1M	\$60.8M	\$65.7M	\$93.6M	\$114M	\$81.8M	\$84.9M
Prior Year	\$67.1M	\$50.5M	\$54.2M	\$53.6M	\$49.5M	\$57.7M	\$70.8M	\$51M	\$73.3M	\$102M	\$82.8M	\$90.4M	\$86.6M
Percent Change from Prior Year	29%	8%	-8%	-31%	11%	-15%	3%	19%	-10%	-8%	38%	-10%	-2%

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

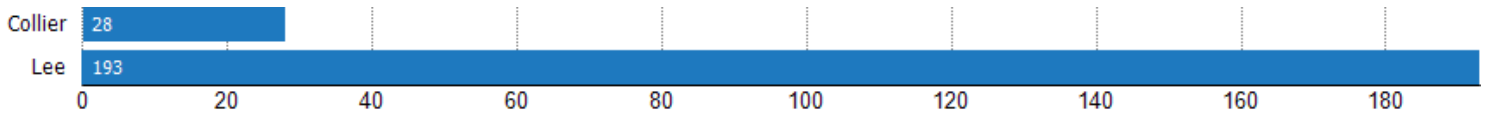


Other	0%	-	-	-	-	1%	-	-	1%	-	-	-	-
Lot/Land	0%	1%	-	-	-	1%	1%	1%	1%	0%	-	-	-
Multifamily/Multiplex	3%	8%	4%	4%	7%	7%	6%	7%	7%	11%	5%	7%	7%
Condo/Townhouse	37%	38%	34%	43%	40%	38%	35%	45%	43%	40%	42%	40%	41%
Single Family Residence	59%	52%	62%	52%	53%	54%	58%	46%	47%	49%	53%	53%	52%

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

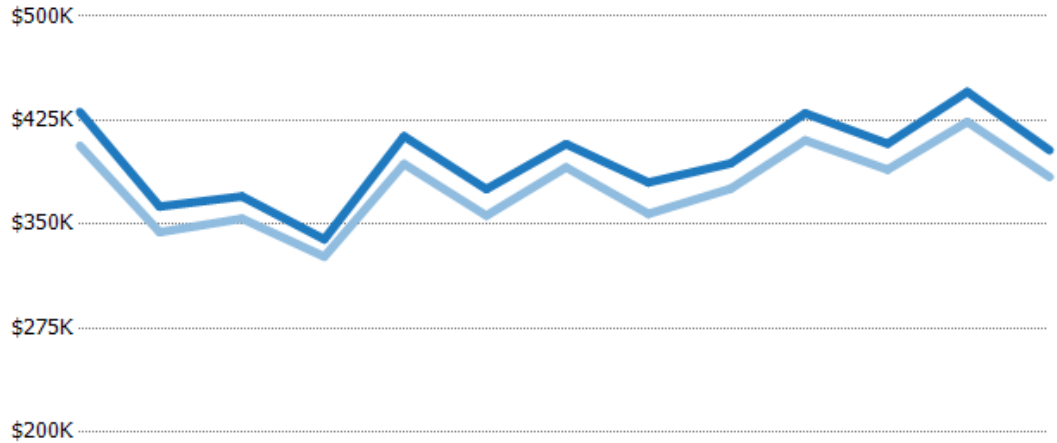


Average Sales Price vs Average Listing Price

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



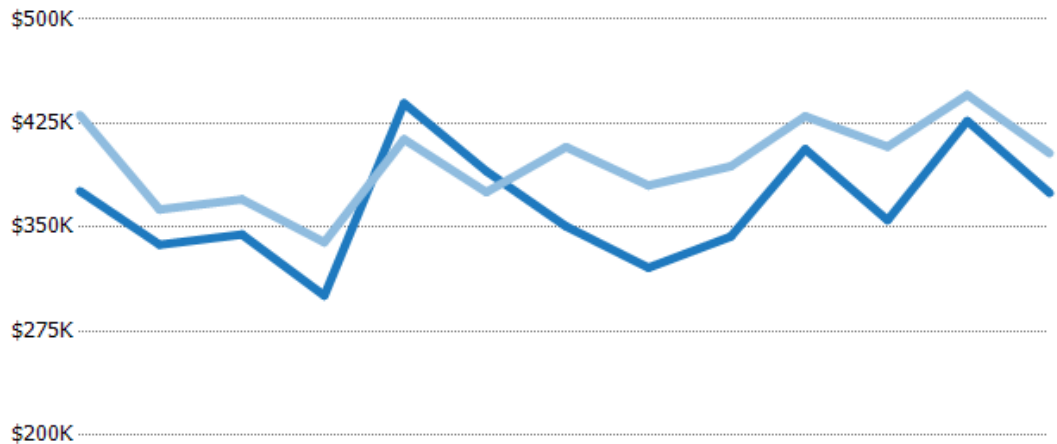
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg List Price	\$431K	\$363K	\$370K	\$339K	\$413K	\$375K	\$408K	\$380K	\$394K	\$430K	\$408K	\$446K	\$403K
Avg Sales Price	\$407K	\$344K	\$354K	\$327K	\$393K	\$356K	\$391K	\$358K	\$376K	\$411K	\$389K	\$424K	\$384K
Avg Sales Price as a % of Avg List Price	94%	95%	96%	96%	95%	95%	96%	94%	95%	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



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg Est Value	\$376K	\$337K	\$345K	\$301K	\$439K	\$390K	\$351K	\$321K	\$343K	\$406K	\$355K	\$427K	\$375K
Avg Sales Price	\$431K	\$363K	\$370K	\$339K	\$413K	\$375K	\$408K	\$380K	\$394K	\$430K	\$408K	\$446K	\$403K
Avg Sales Price as a % of Avg Est Value	115%	108%	107%	113%	94%	96%	116%	118%	115%	106%	115%	104%	108%

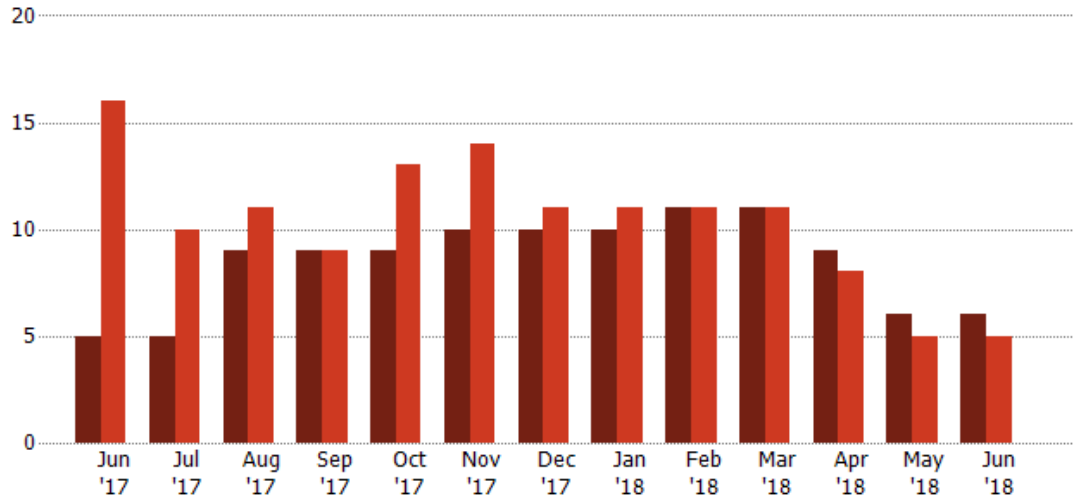
Distressed Listings

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.
Jun '18	6	20%
Jun '17	5	-68.8%
Jun '16	16	-25%

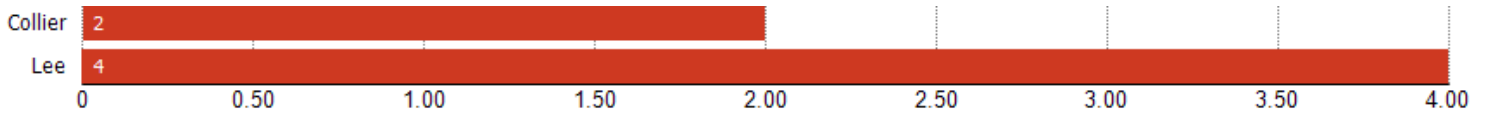


Current Year	5	5	9	9	9	10	10	10	11	11	9	6	6
Prior Year	16	10	11	9	13	14	11	11	11	11	8	5	5
Percent Change from Prior Year	-69%	-50%	-18%	0%	-31%	-29%	-9%	-9%	0%	0%	13%	20%	20%

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: 07/09/2018

Scheduled: Yes

Report Date Range: From 6/2017 To: 6/2018

Information Included

- | | |
|----------------------------------------------------------------|------------------------------------------------------|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> 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 6/2018 data

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