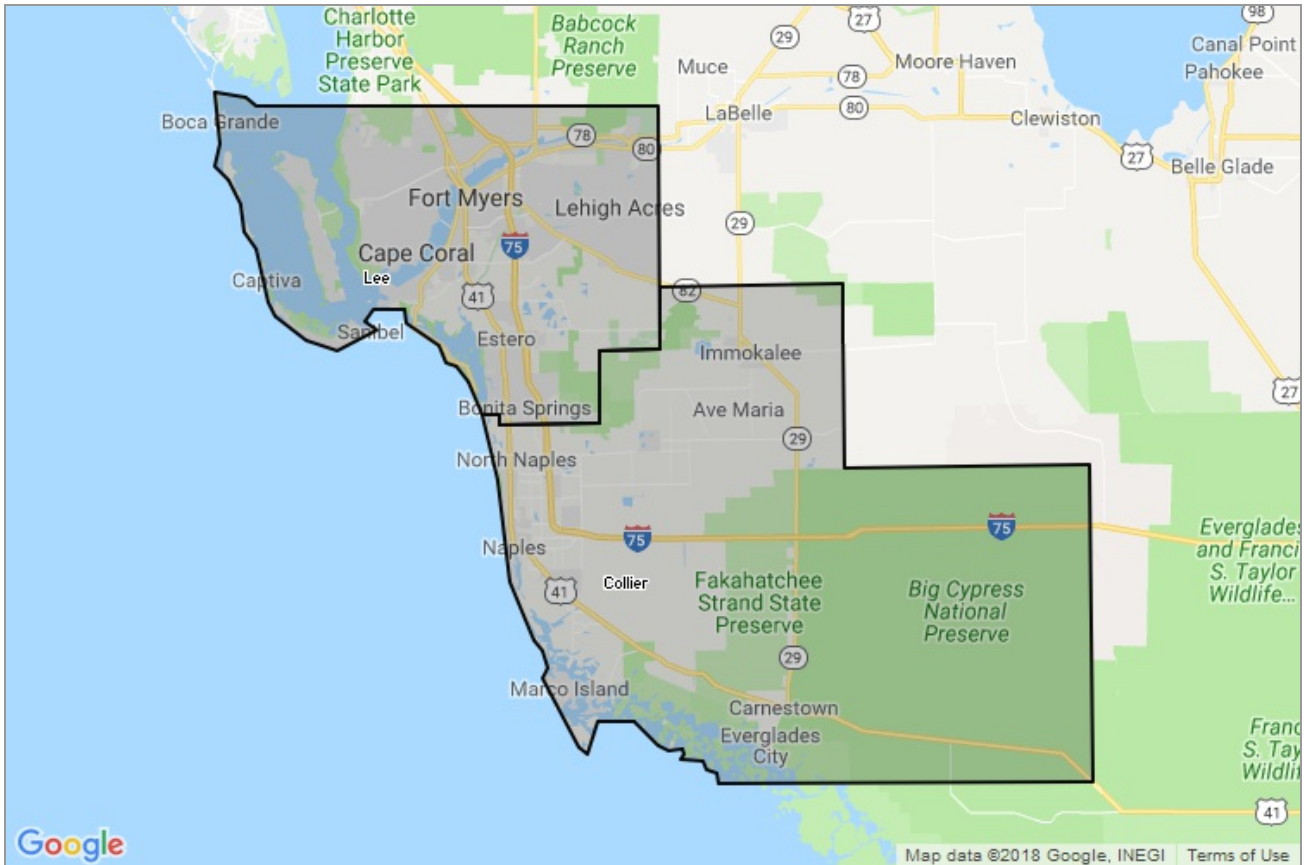




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
7/2017 – 7/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 08/07/2018

Scheduled: Yes

Presented by

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

Florida Real Estate License: 251501954

(239) 992-6771

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

25300 Bernwood Drive
Suite 1
Bonita Springs, FL 34135

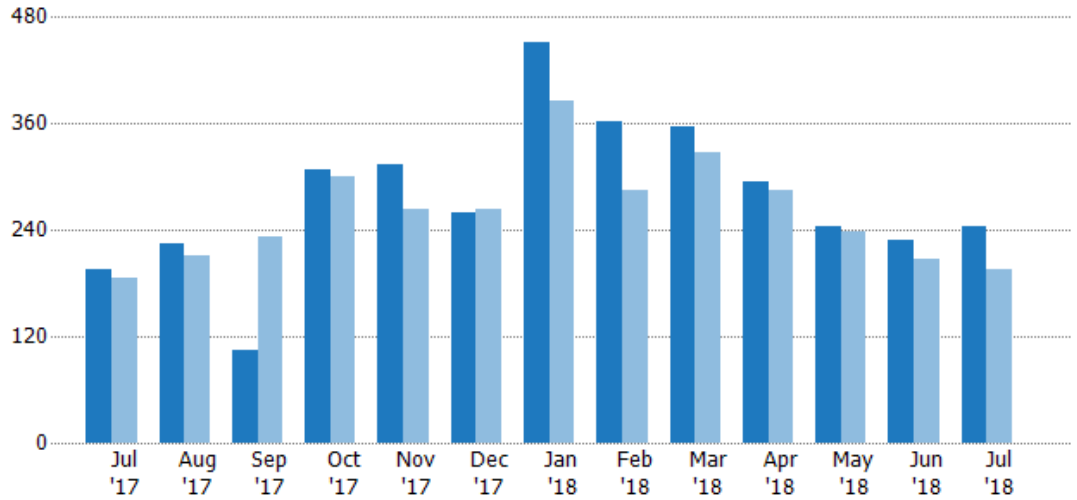
New Listings

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.
Jul '18	244	25.1%
Jul '17	195	4.8%
Jul '16	186	-3.8%



Current Year	195	225	104	308	314	260	451	362	356	294	244	229	244
Prior Year	186	211	233	300	264	264	386	284	328	284	239	208	195
Percent Change from Prior Year	5%	7%	-55%	3%	19%	-2%	17%	27%	9%	4%	2%	10%	25%

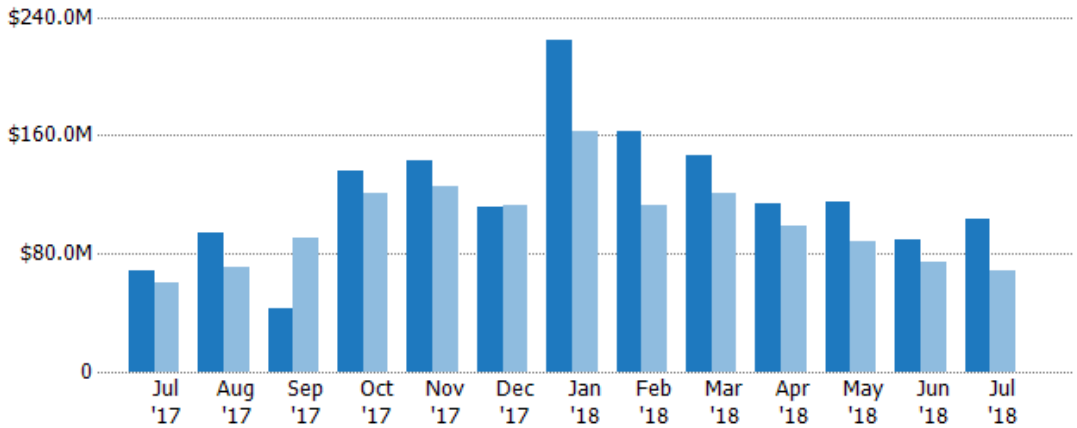
New Listing Volume

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.
Jul '18	\$103M	50.7%
Jul '17	\$68.3M	13.2%
Jul '16	\$60.3M	11.6%



Current Year	\$68.3M	\$93.7M	\$43.3M	\$136M	\$143M	\$112M	\$224M	\$162M	\$146M	\$114M	\$115M	\$88.9M	\$103M
Prior Year	\$60.3M	\$71.4M	\$90.8M	\$120M	\$126M	\$113M	\$162M	\$113M	\$121M	\$99M	\$88.6M	\$74.8M	\$68.3M
Percent Change from Prior Year	13%	31%	-52%	13%	13%	-1%	38%	44%	21%	15%	30%	19%	51%

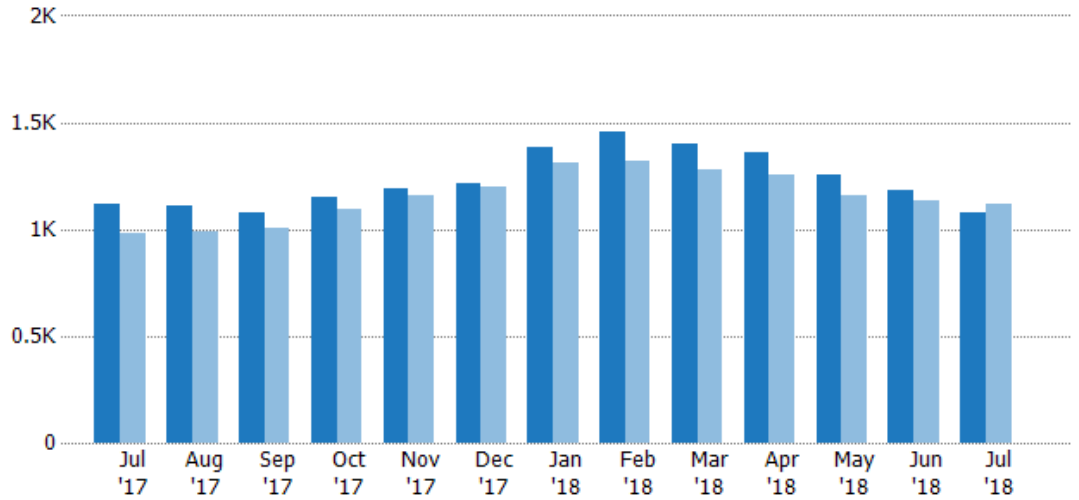
Active Listings

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.
Jul '18	1.08K	-3.8%
Jul '17	1.12K	14.2%
Jul '16	979	-29.9%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	1.12K	1.11K	1.08K	1.15K	1.19K	1.22K	1.39K	1.46K	1.4K	1.36K	1.25K	1.18K	1.08K
Prior Year	979	985	1.01K	1.1K	1.16K	1.2K	1.31K	1.32K	1.28K	1.25K	1.16K	1.13K	1.12K
Percent Change from Prior Year	14%	13%	8%	5%	3%	1%	6%	10%	10%	9%	8%	4%	-4%

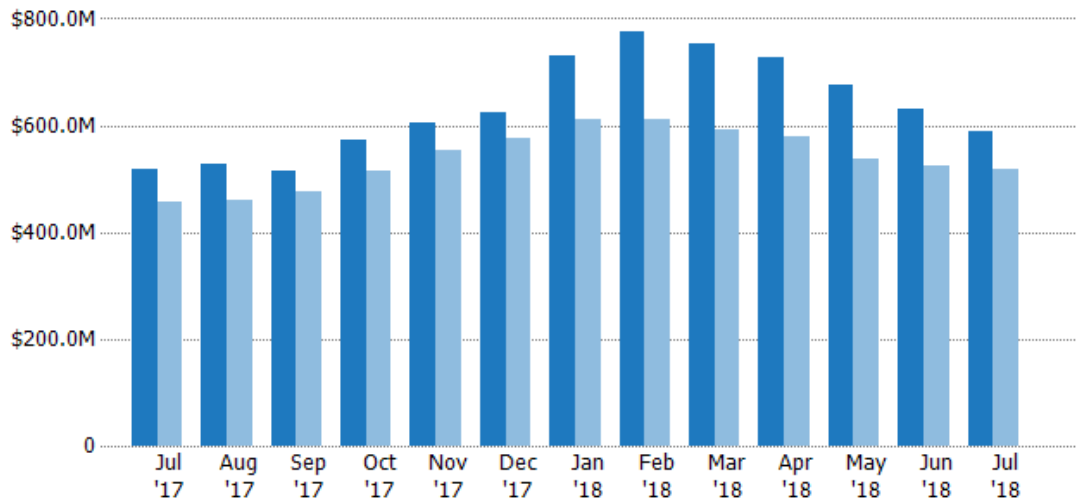
Active Listing Volume

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.
Jul '18	\$588M	13.4%
Jul '17	\$519M	13.7%
Jul '16	\$456M	-30.6%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$519M	\$527M	\$515M	\$572M	\$604M	\$623M	\$731M	\$775M	\$753M	\$728M	\$675M	\$632M	\$588M
Prior Year	\$456M	\$461M	\$477M	\$516M	\$553M	\$574M	\$611M	\$612M	\$592M	\$579M	\$537M	\$524M	\$519M
Percent Change from Prior Year	14%	14%	8%	11%	9%	8%	20%	27%	27%	26%	26%	20%	13%

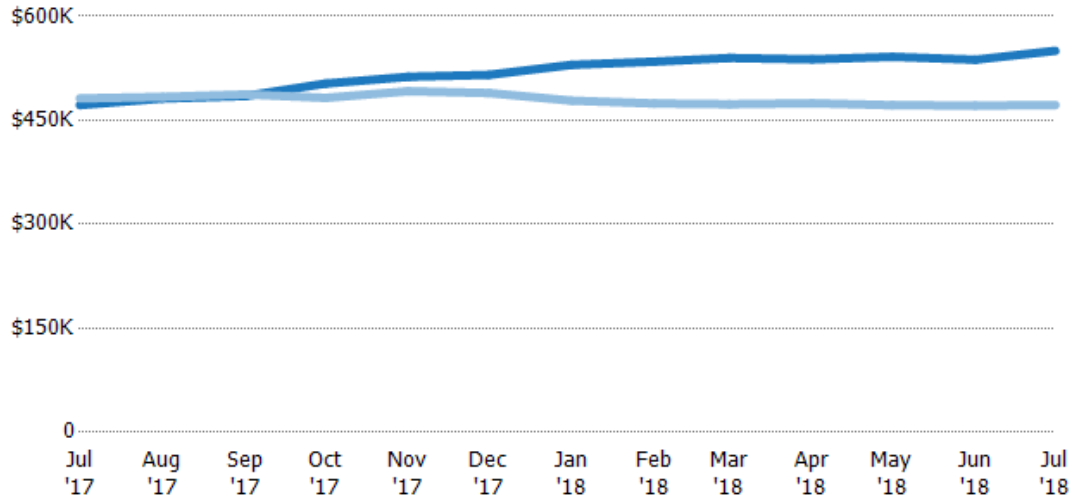
Average Listing Price

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.
Jul '18	\$550K	16.6%
Jul '17	\$472K	-2%
Jul '16	\$482K	-1.1%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$472K	\$481K	\$485K	\$503K	\$513K	\$515K	\$530K	\$535K	\$540K	\$538K	\$542K	\$537K	\$550K
Prior Year	\$482K	\$484K	\$487K	\$482K	\$492K	\$489K	\$478K	\$474K	\$473K	\$475K	\$472K	\$471K	\$472K
Percent Change from Prior Year	-2%	0%	0%	4%	4%	5%	11%	13%	14%	13%	15%	14%	17%

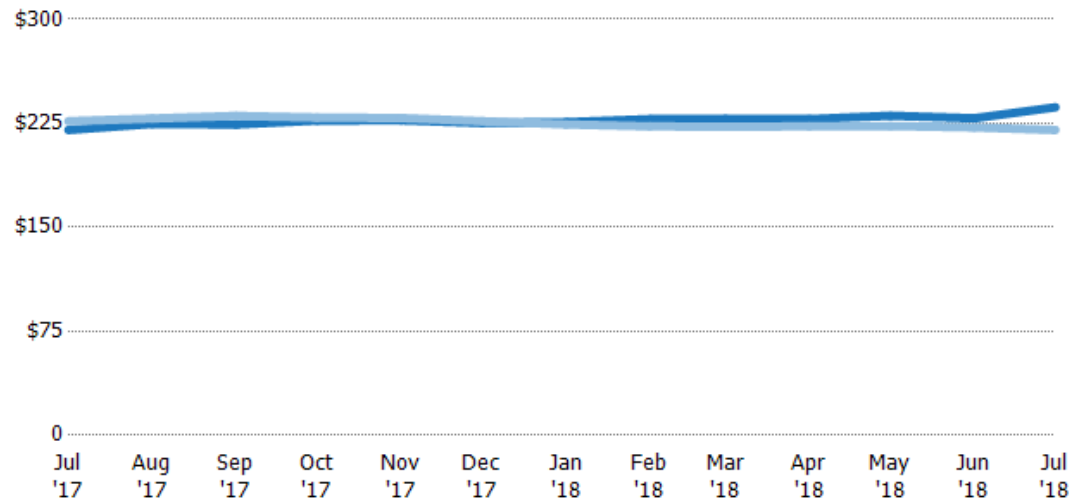
Average Listing Price per Sq Ft

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.
Jul '18	\$237	7.4%
Jul '17	\$220	-2.8%
Jul '16	\$226	2%



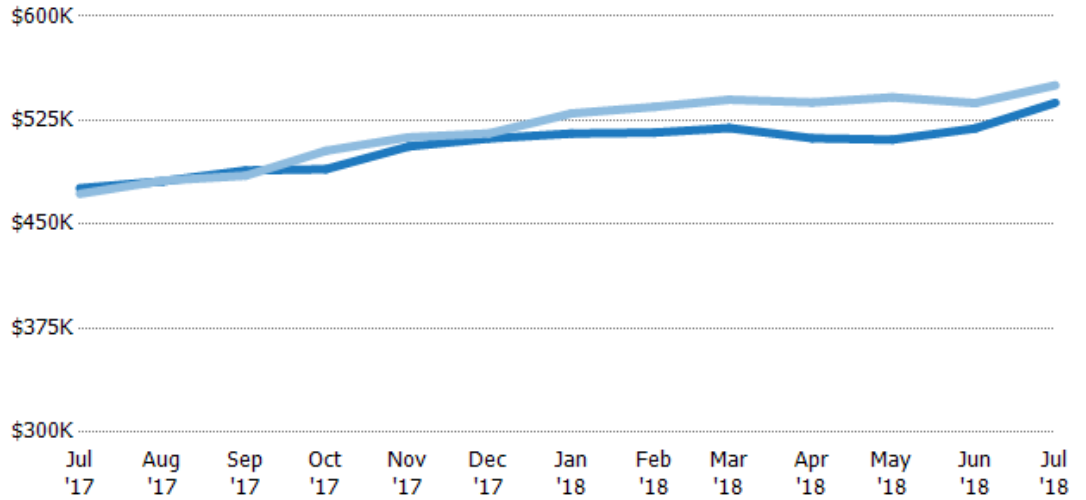
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$220	\$225	\$224	\$227	\$227	\$225	\$226	\$228	\$228	\$228	\$230	\$229	\$237
Prior Year	\$226	\$228	\$230	\$229	\$229	\$227	\$224	\$223	\$223	\$223	\$223	\$222	\$220
Percent Change from Prior Year	-3%	-2%	-3%	-1%	-1%	-1%	1%	2%	3%	2%	3%	3%	7%

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



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	\$476K	\$481K	\$489K	\$490K	\$506K	\$512K	\$515K	\$516K	\$519K	\$512K	\$511K	\$519K	\$538K
Avg Listing Price	\$472K	\$481K	\$485K	\$503K	\$513K	\$515K	\$530K	\$535K	\$540K	\$538K	\$542K	\$537K	\$550K
Avg Listing Price as a % of Avg Est Value	99%	100%	99%	103%	101%	101%	103%	104%	104%	105%	106%	104%	102%

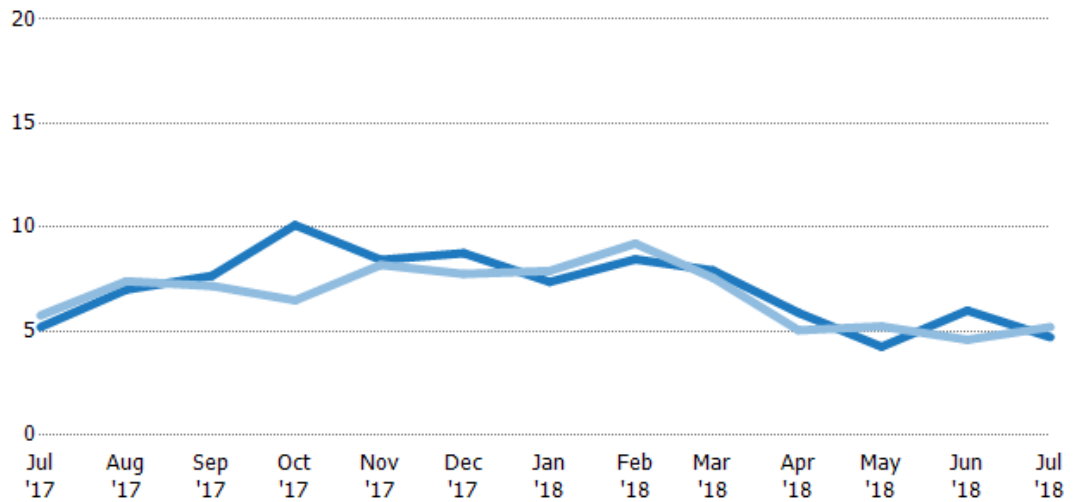
Months of Inventory

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.
Jul '18	4.71	-9.3%
Jul '17	5.2	-9.7%
Jul '16	5.76	-46.8%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	5.2	7	7.67	10.1	8.43	8.76	7.37	8.46	7.93	5.89	4.26	5.99	4.71
Prior Year	5.76	7.41	7.18	6.49	8.19	7.75	7.9	9.22	7.57	5.05	5.23	4.59	5.2
Percent Change from Prior Year	-10%	-5%	7%	56%	3%	13%	-7%	-8%	5%	17%	-19%	31%	-9%

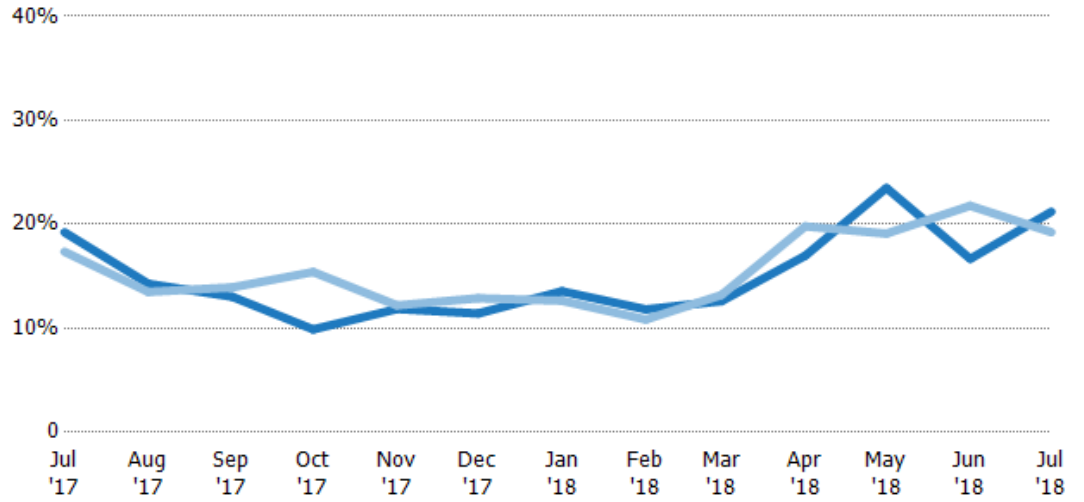
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Jul '18	21%	-2%
Jul '17	19%	-1.9%
Jul '16	17%	88.1%

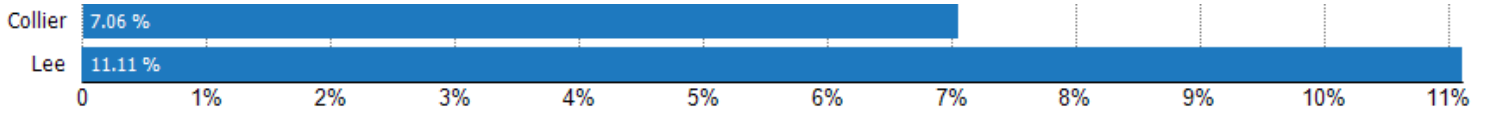


Current Year	19%	14%	13%	10%	12%	11%	14%	12%	13%	17%	24%	17%	21%
Prior Year	17%	14%	14%	15%	12%	13%	13%	11%	13%	20%	19%	22%	19%
Change from Prior Year	-2%	-1%	1%	6%	0%	1%	-1%	-1%	1%	3%	-4%	5%	-2%

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



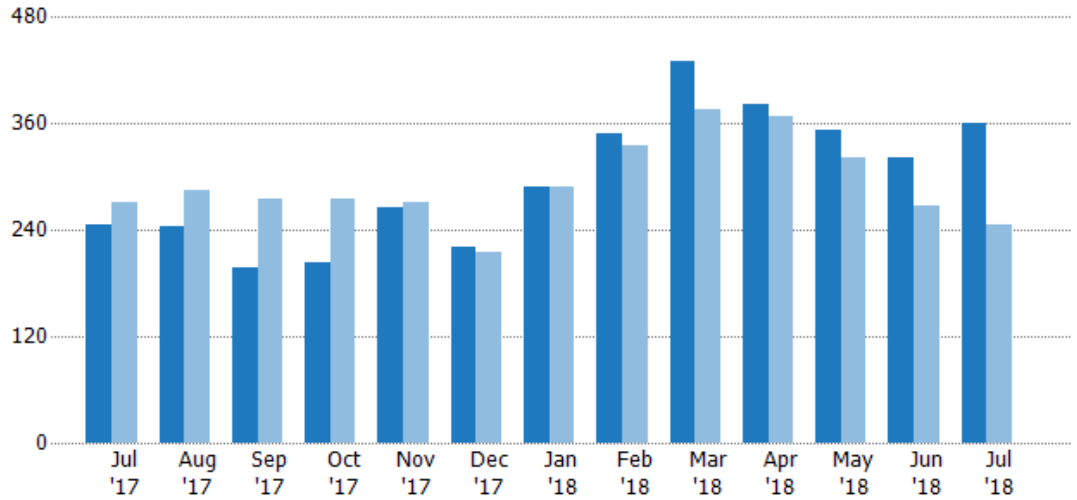
Pending Sales

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.
Jul '18	361	46.7%
Jul '17	246	-9.2%
Jul '16	271	2.6%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	246	244	197	204	265	220	288	349	430	382	352	322	361
Prior Year	271	285	275	275	271	215	288	335	375	368	322	268	246
Percent Change from Prior Year	-9%	-14%	-28%	-26%	-2%	2%	0%	4%	15%	4%	9%	20%	47%

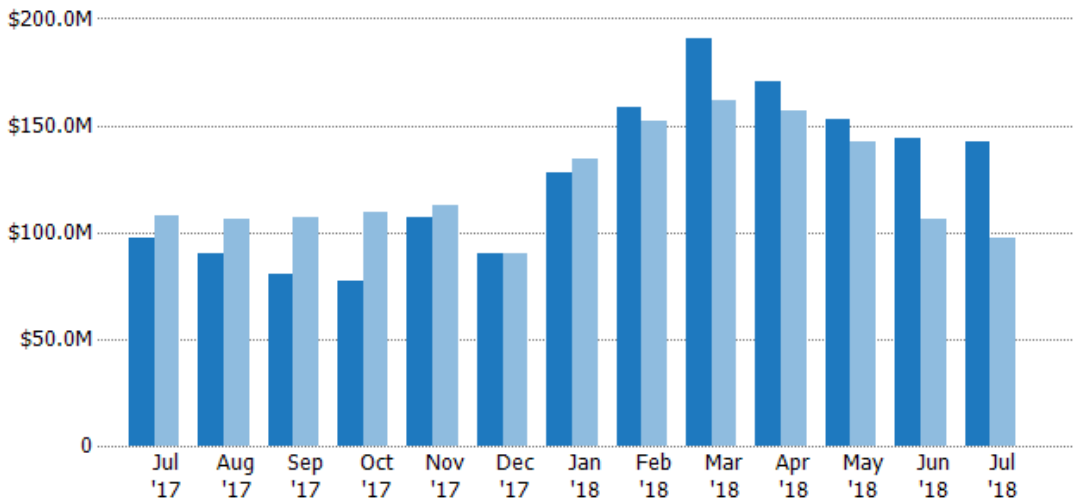
Pending Sales Volume

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.
Jul '18	\$143M	46.4%
Jul '17	\$97.4M	-9.9%
Jul '16	\$108M	6.5%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$97.4M	\$90.4M	\$80.4M	\$77.5M	\$107M	\$90M	\$128M	\$158M	\$191M	\$171M	\$153M	\$144M	\$143M
Prior Year	\$108M	\$106M	\$107M	\$109M	\$113M	\$90.1M	\$135M	\$152M	\$162M	\$157M	\$142M	\$106M	\$97.4M
Percent Change from Prior Year	-10%	-15%	-25%	-29%	-5%	0%	-5%	4%	18%	9%	7%	35%	46%

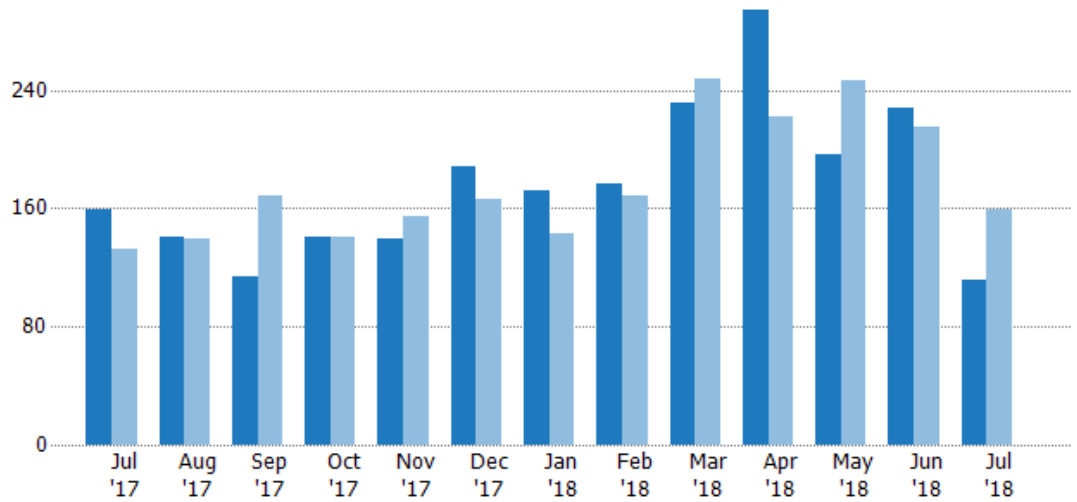
Closed Sales

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.
Jul '18	112	-29.6%
Jul '17	159	19.5%
Jul '16	133	32.3%



Current Year	159	141	114	141	139	188	172	177	231	294	197	228	112
Prior Year	133	140	169	141	155	166	143	169	248	222	247	215	159
Percent Change from Prior Year	20%	1%	-33%	0%	-10%	13%	20%	5%	-7%	32%	-20%	6%	-30%

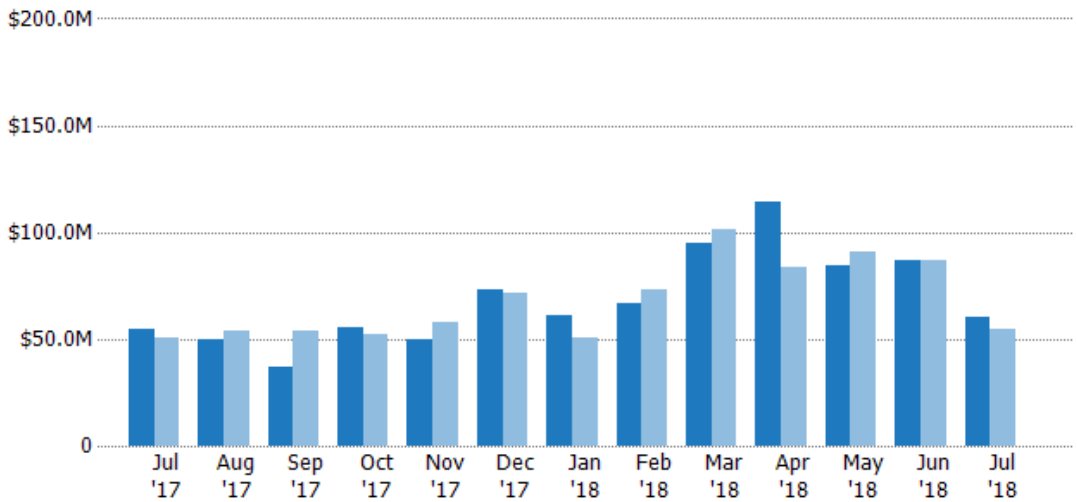
Closed Sales Volume

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.
Jul '18	\$60M	9.6%
Jul '17	\$54.7M	8.3%
Jul '16	\$50.5M	39.5%



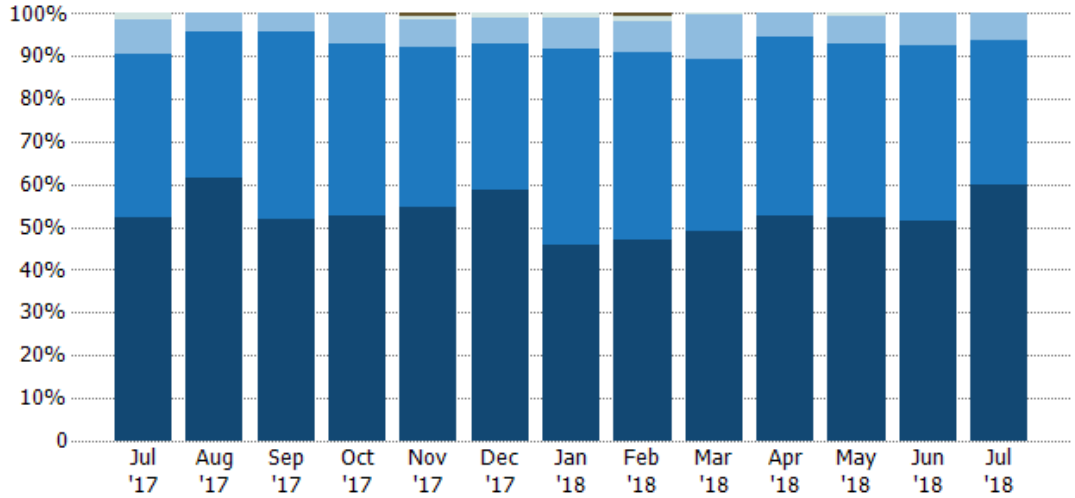
Current Year	\$54.7M	\$49.9M	\$37.1M	\$55.2M	\$49.5M	\$73.5M	\$61.2M	\$66.9M	\$95M	\$114M	\$84.1M	\$87M	\$60M
Prior Year	\$50.5M	\$54.2M	\$53.8M	\$52.1M	\$57.7M	\$71.3M	\$51M	\$73.3M	\$102M	\$83.2M	\$90.7M	\$87M	\$54.7M
Percent Change from Prior Year	8%	-8%	-31%	6%	-14%	3%	20%	-9%	-7%	38%	-7%	0%	10%

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

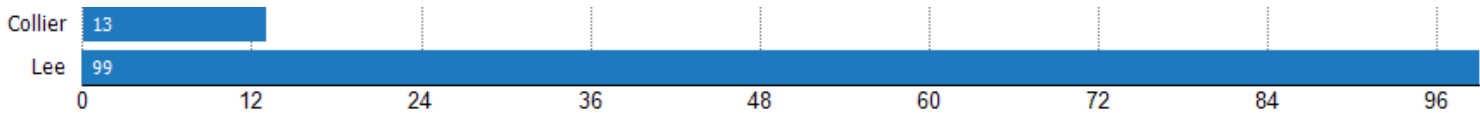


Other	-	-	-	-	1%	-	-	1%	-	-	-	-	-
Lot/Land	1%	-	-	-	1%	1%	1%	1%	0%	-	1%	-	-
Multifamily/Multiplex	8%	4%	4%	7%	6%	6%	7%	7%	10%	5%	7%	7%	6%
Condo/Townhouse	38%	34%	44%	40%	37%	35%	46%	44%	40%	42%	41%	41%	34%
Single Family Residence	52%	62%	52%	52%	55%	59%	46%	47%	49%	53%	52%	51%	60%

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

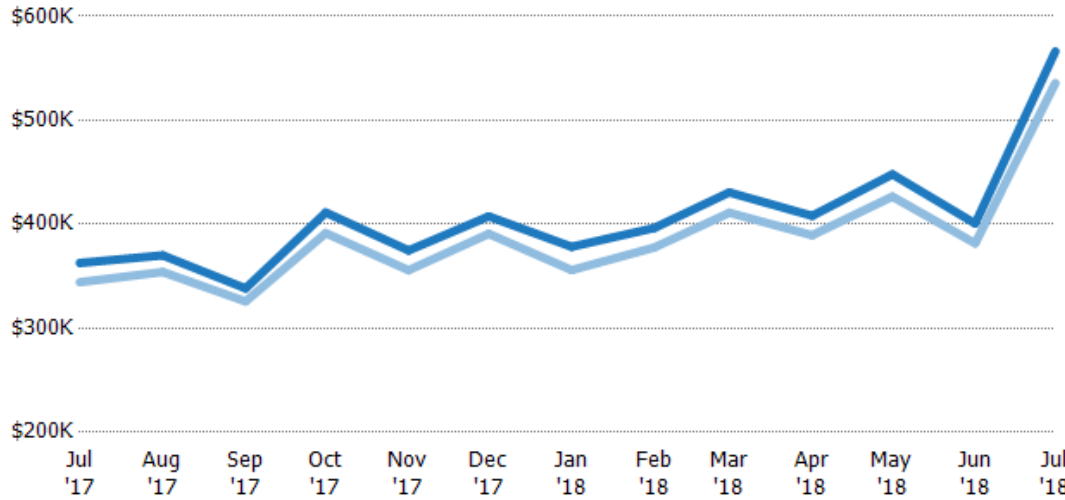


Average Sales Price vs Average Listing Price

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



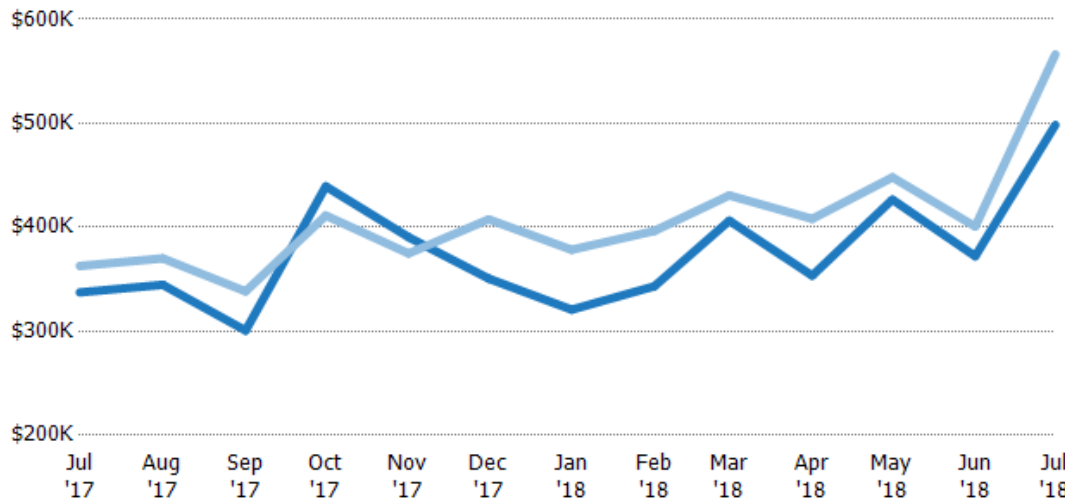
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg List Price	\$363K	\$370K	\$338K	\$411K	\$375K	\$408K	\$378K	\$397K	\$431K	\$408K	\$448K	\$401K	\$566K
Avg Sales Price	\$344K	\$354K	\$326K	\$392K	\$356K	\$391K	\$356K	\$378K	\$411K	\$389K	\$427K	\$382K	\$536K
Avg Sales Price as a % of Avg List Price	95%	96%	96%	95%	95%	96%	94%	95%	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



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	\$337K	\$345K	\$301K	\$439K	\$390K	\$351K	\$321K	\$343K	\$406K	\$353K	\$427K	\$372K	\$498K
Avg Sales Price	\$363K	\$370K	\$338K	\$411K	\$375K	\$408K	\$378K	\$397K	\$431K	\$408K	\$448K	\$401K	\$566K
Avg Sales Price as a % of Avg Est Value	108%	107%	113%	94%	96%	116%	118%	115%	106%	115%	105%	108%	114%

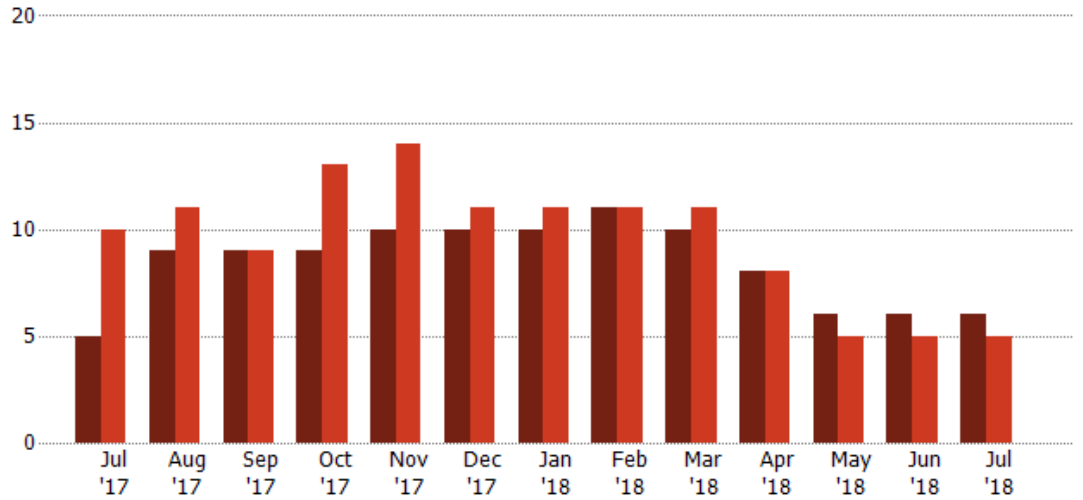
Distressed Listings

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.
Jul '18	6	20%
Jul '17	5	-50%
Jul '16	10	40%



Current Year	5	9	9	9	10	10	10	11	10	8	6	6	6
Prior Year	10	11	9	13	14	11	11	11	11	8	5	5	5
Percent Change from Prior Year	-50%	-18%	0%	-31%	-29%	-9%	-9%	0%	-9%	0%	20%	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: 08/07/2018

Scheduled: Yes

Report Date Range: From 7/2017 To: 7/2018

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 7/2018 data

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