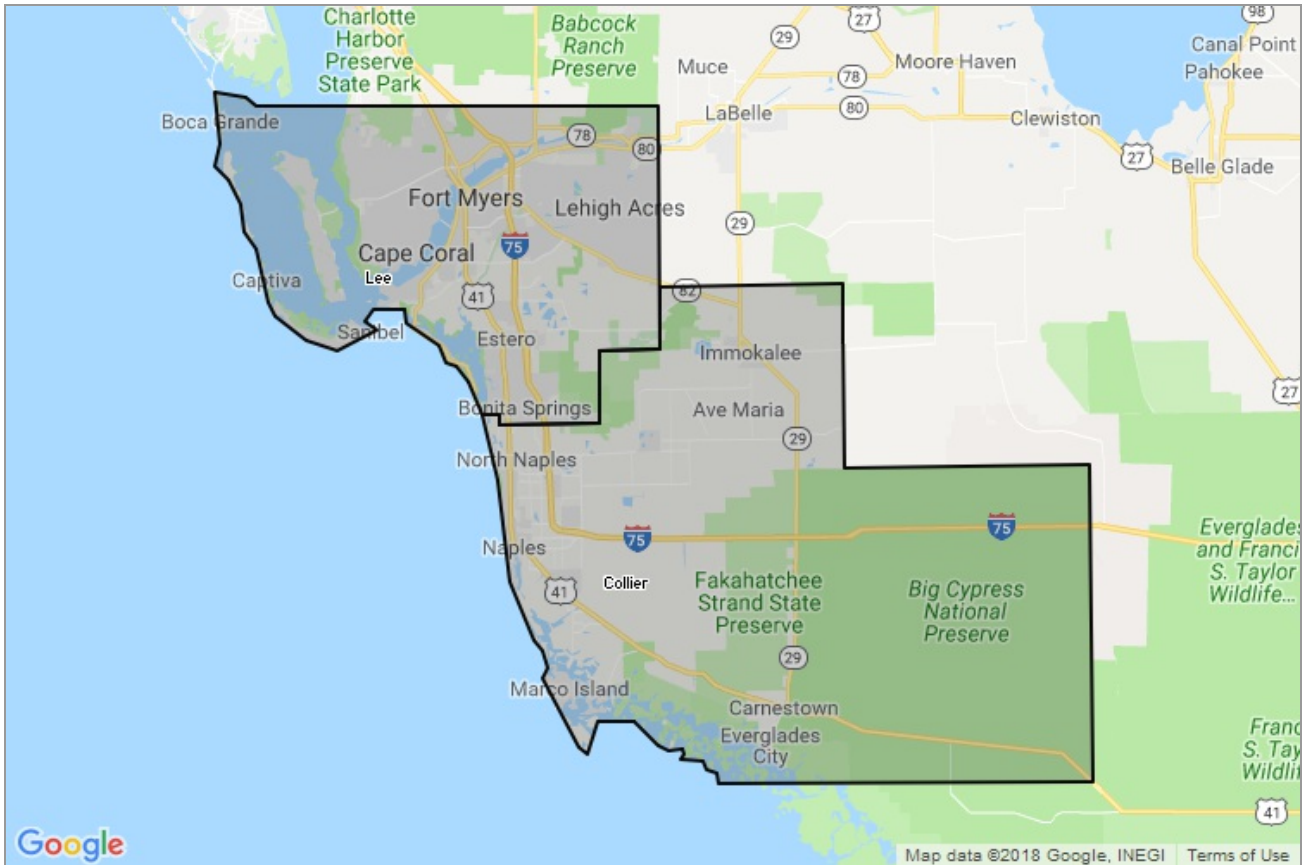




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
8/2017 – 8/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 09/07/2018

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

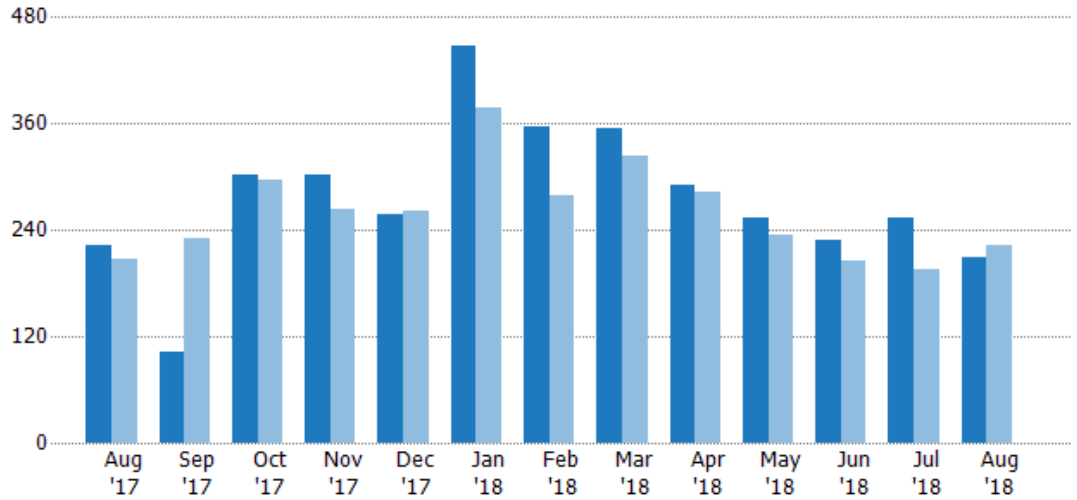
New Listings

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.
Aug '18	209	-5.9%
Aug '17	222	6.7%
Aug '16	208	12.5%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	222	103	302	303	257	447	357	354	290	254	228	253	209
Prior Year	208	231	296	263	261	378	279	324	283	235	205	195	222
Percent Change from Prior Year	7%	-55%	2%	15%	-2%	18%	28%	9%	2%	8%	11%	30%	-6%

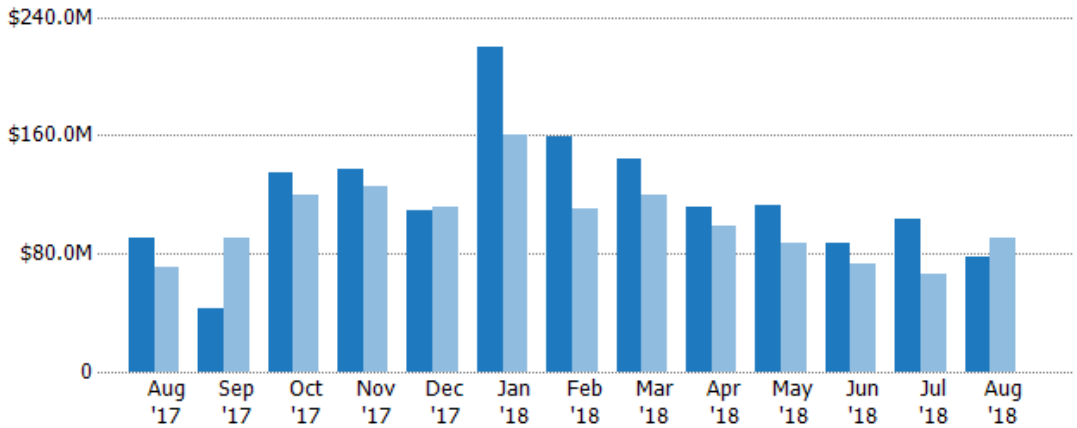
New Listing Volume

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.
Aug '18	\$77.6M	-14.5%
Aug '17	\$90.7M	28.4%
Aug '16	\$70.7M	9.5%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$90.7M	\$43.1M	\$134M	\$137M	\$109M	\$220M	\$160M	\$144M	\$111M	\$113M	\$87.3M	\$103M	\$77.6M
Prior Year	\$70.7M	\$90.7M	\$119M	\$125M	\$111M	\$160M	\$110M	\$120M	\$99M	\$86.7M	\$73.5M	\$66.1M	\$90.7M
Percent Change from Prior Year	28%	-52%	13%	9%	-2%	37%	45%	21%	12%	30%	19%	56%	-14%

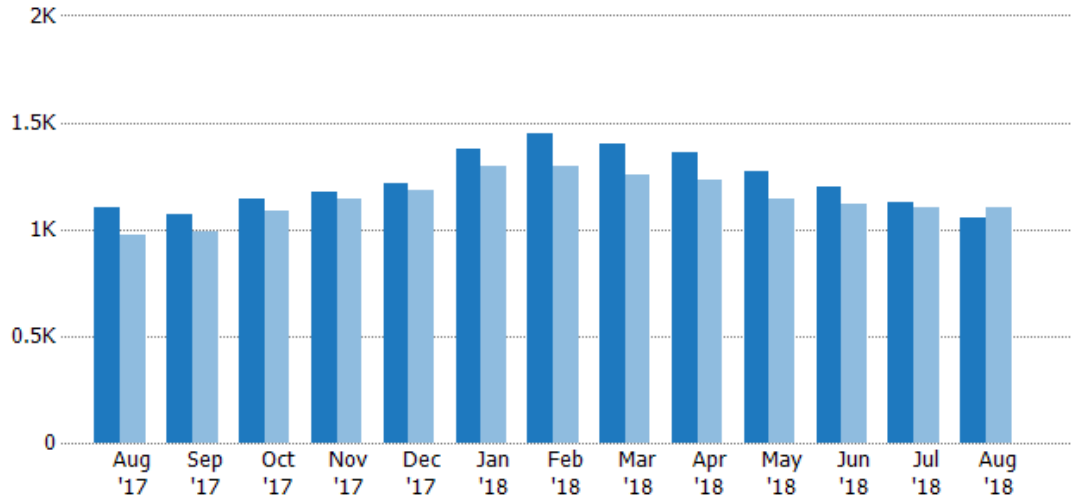
Active Listings

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.
Aug '18	1.06K	-4.2%
Aug '17	1.1K	13.6%
Aug '16	969	-26.1%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	1.1K	1.07K	1.14K	1.18K	1.21K	1.38K	1.44K	1.4K	1.36K	1.27K	1.2K	1.12K	1.06K
Prior Year	969	991	1.08K	1.14K	1.19K	1.29K	1.29K	1.26K	1.23K	1.14K	1.12K	1.11K	1.1K
Percent Change from Prior Year	14%	8%	6%	3%	2%	7%	12%	11%	10%	11%	7%	2%	-4%

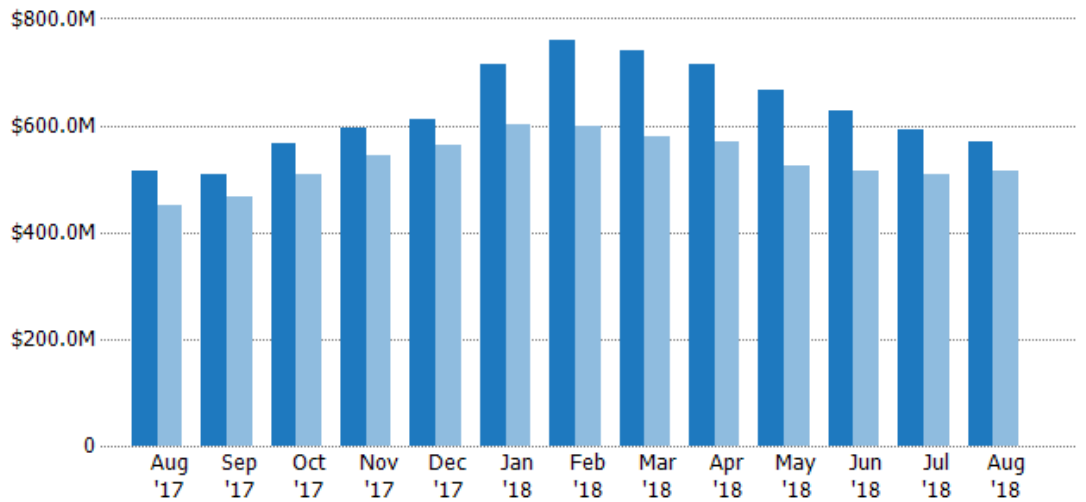
Active Listing Volume

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.
Aug '18	\$568M	10.1%
Aug '17	\$516M	14.4%
Aug '16	\$451M	-29.9%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$516M	\$507M	\$565M	\$595M	\$613M	\$716M	\$759M	\$739M	\$713M	\$667M	\$627M	\$593M	\$568M
Prior Year	\$451M	\$468M	\$507M	\$544M	\$563M	\$600M	\$599M	\$580M	\$568M	\$525M	\$515M	\$510M	\$516M
Percent Change from Prior Year	14%	8%	11%	9%	9%	19%	27%	27%	26%	27%	22%	16%	10%

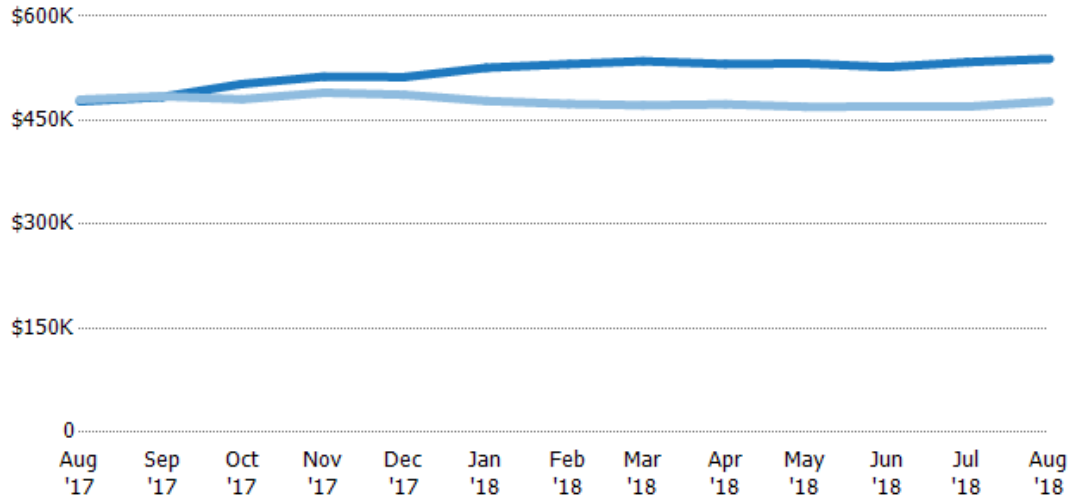
Average Listing Price

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.
Aug '18	\$538K	12.8%
Aug '17	\$477K	-0.5%
Aug '16	\$480K	-4.9%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$477K	\$484K	\$502K	\$513K	\$512K	\$526K	\$531K	\$535K	\$531K	\$532K	\$527K	\$534K	\$538K
Prior Year	\$480K	\$485K	\$480K	\$490K	\$487K	\$478K	\$473K	\$472K	\$473K	\$470K	\$470K	\$470K	\$477K
Percent Change from Prior Year	-1%	0%	5%	5%	5%	10%	12%	13%	12%	13%	12%	14%	13%

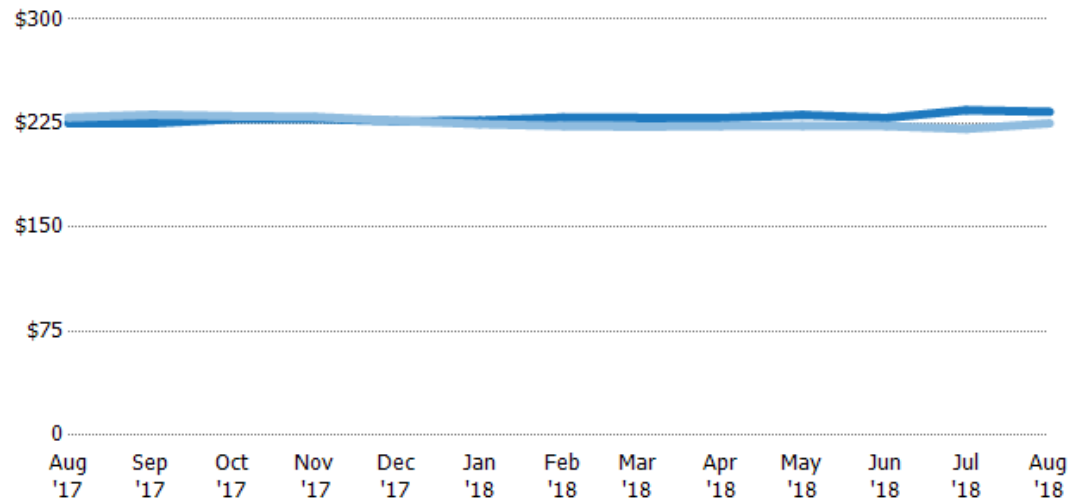
Average Listing Price per Sq Ft

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.
Aug '18	\$233	3.7%
Aug '17	\$225	-1.8%
Aug '16	\$229	-1.3%



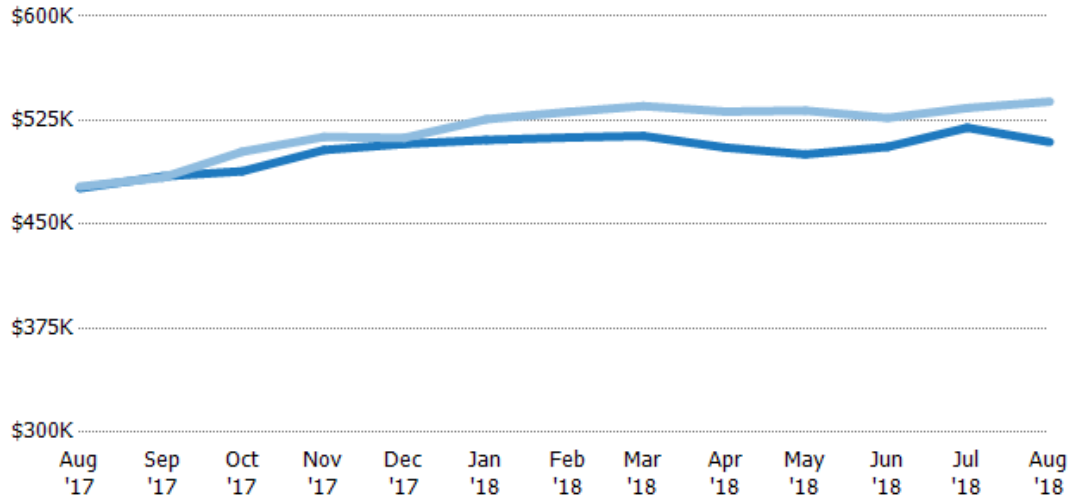
	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$225	\$225	\$228	\$228	\$227	\$227	\$229	\$229	\$229	\$231	\$229	\$234	\$233
Prior Year	\$229	\$231	\$230	\$230	\$227	\$224	\$223	\$223	\$223	\$223	\$223	\$221	\$225
Percent Change from Prior Year	-2%	-3%	-1%	-1%	0%	1%	3%	3%	3%	4%	3%	6%	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



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Avg Est Value	\$476K	\$484K	\$488K	\$504K	\$508K	\$511K	\$513K	\$514K	\$505K	\$500K	\$506K	\$520K	\$509K
Avg Listing Price	\$477K	\$484K	\$502K	\$513K	\$512K	\$526K	\$531K	\$535K	\$531K	\$532K	\$527K	\$534K	\$538K
Avg Listing Price as a % of Avg Est Value	100%	100%	103%	102%	101%	103%	104%	104%	105%	106%	104%	103%	106%

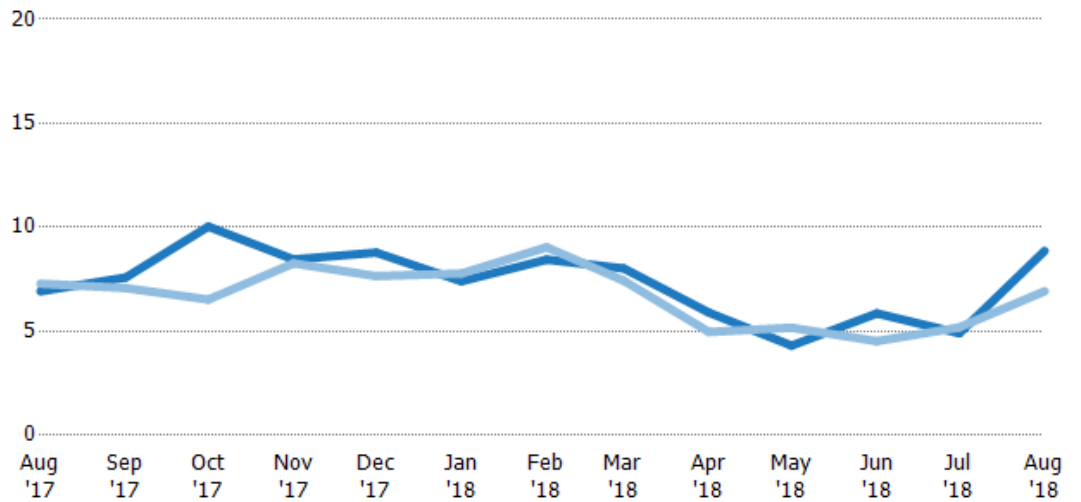
Months of Inventory

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.
Aug '18	8.87	28%
Aug '17	6.92	-5%
Aug '16	7.29	-44.2%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	6.92	7.59	10	8.45	8.78	7.4	8.44	8.02	5.9	4.31	5.86	4.9	8.87
Prior Year	7.29	7.08	6.52	8.27	7.65	7.78	9.04	7.43	4.96	5.17	4.53	5.19	6.92
Percent Change from Prior Year	-5%	7%	54%	2%	15%	-5%	-7%	8%	19%	-17%	29%	-5%	28%

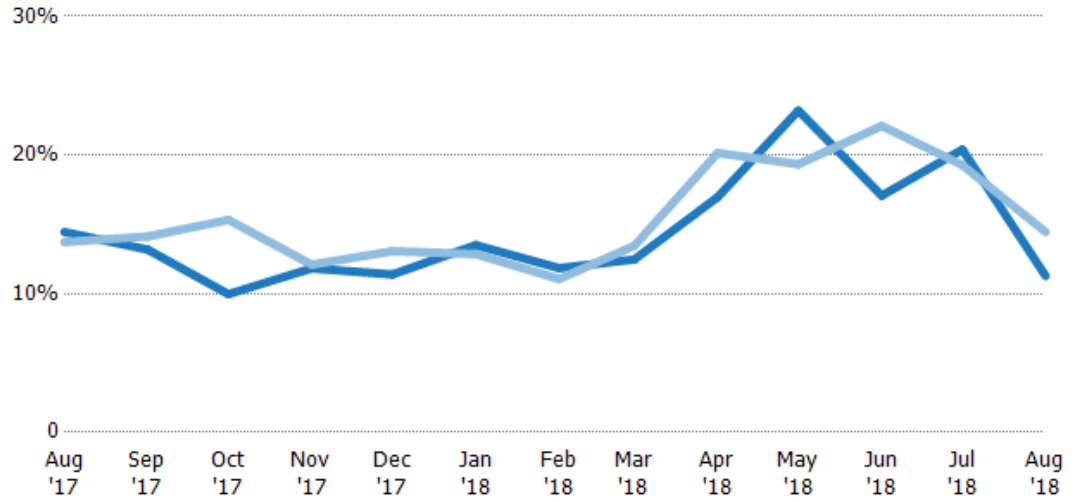
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Aug '18	11%	3.2%
Aug '17	14%	-0.7%
Aug '16	14%	79.2%

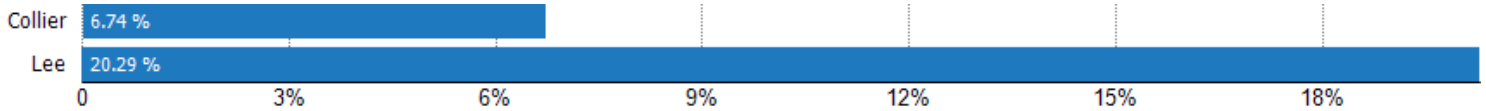


Current Year	14%	13%	10%	12%	11%	14%	12%	12%	17%	23%	17%	20%	11%
Prior Year	14%	14%	15%	12%	13%	13%	11%	13%	20%	19%	22%	19%	14%
Change from Prior Year	-1%	1%	5%	0%	2%	-1%	-1%	1%	3%	-4%	5%	-1%	3%

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



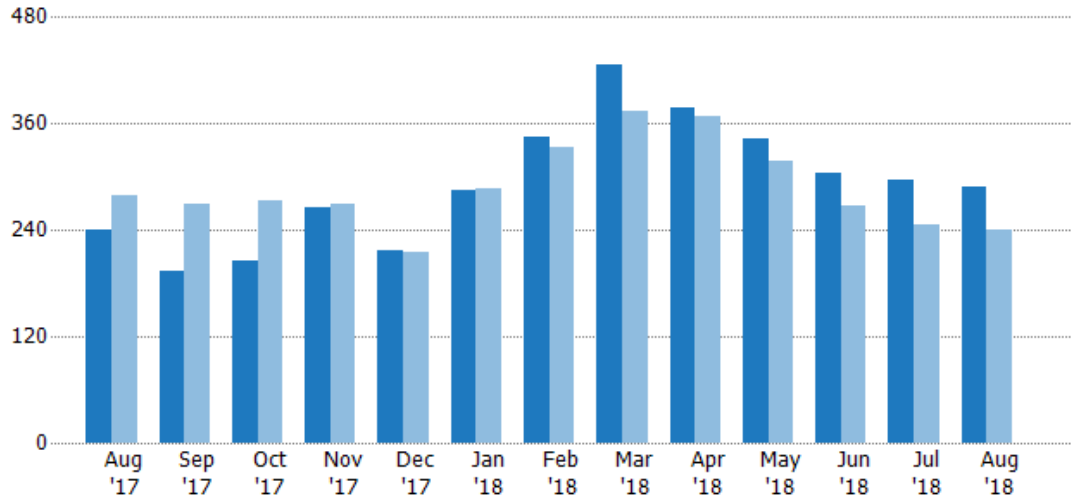
Pending Sales

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.
Aug '18	288	19.5%
Aug '17	241	-13.3%
Aug '16	278	-6.5%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	241	194	206	266	217	284	345	427	377	342	305	297	288
Prior Year	278	270	274	270	214	287	334	374	368	318	267	245	241
Percent Change from Prior Year	-13%	-28%	-25%	-1%	1%	-1%	3%	14%	2%	8%	14%	21%	20%

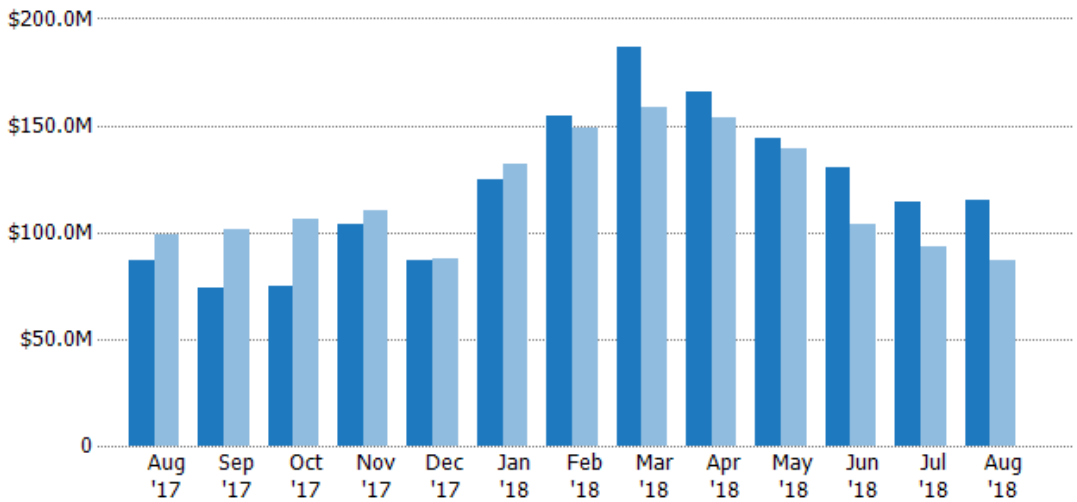
Pending Sales Volume

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.
Aug '18	\$115M	31.7%
Aug '17	\$87.2M	-11.8%
Aug '16	\$98.8M	5.5%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$87.2M	\$74M	\$74.4M	\$104M	\$86.7M	\$124M	\$154M	\$187M	\$166M	\$144M	\$131M	\$114M	\$115M
Prior Year	\$98.8M	\$101M	\$106M	\$110M	\$87.3M	\$132M	\$149M	\$159M	\$154M	\$139M	\$104M	\$93.4M	\$87.2M
Percent Change from Prior Year	-12%	-27%	-30%	-6%	-1%	-6%	4%	17%	7%	4%	26%	22%	32%

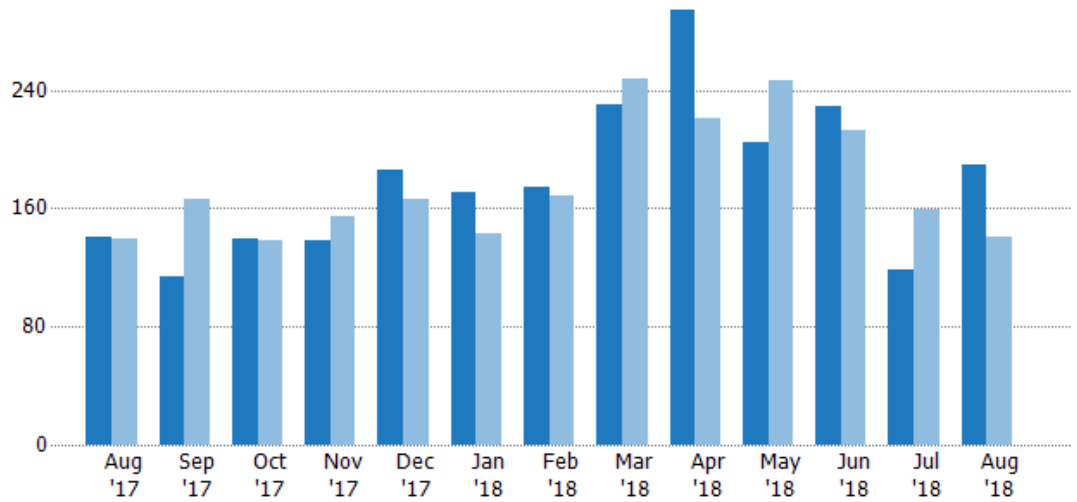
Closed Sales

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.
Aug '18	190	34.8%
Aug '17	141	0.7%
Aug '16	140	6.4%



Current Year	141	114	139	138	186	171	174	230	294	205	229	119	190
Prior Year	140	166	138	155	166	143	169	248	221	247	213	159	141
Percent Change from Prior Year	1%	-31%	1%	-11%	12%	20%	3%	-7%	33%	-17%	8%	-25%	35%

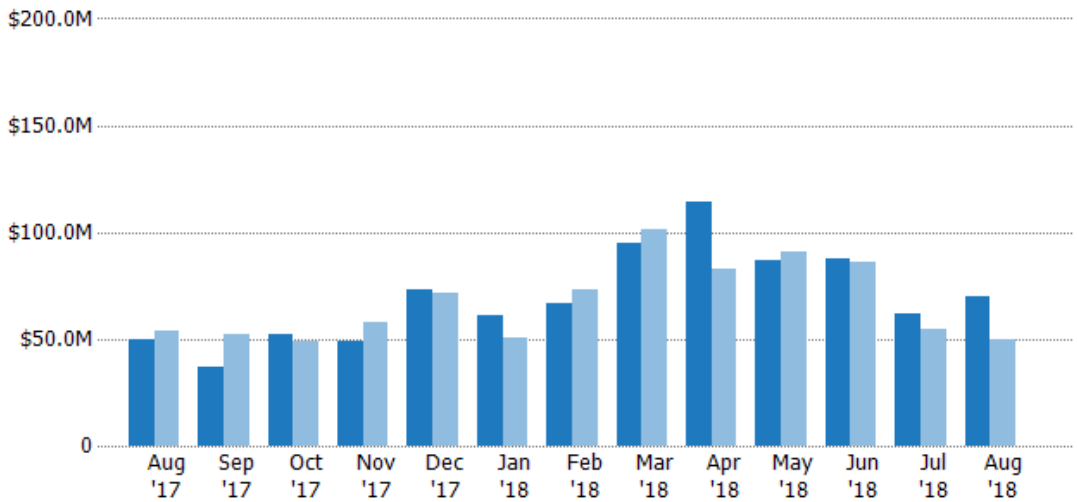
Closed Sales Volume

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.
Aug '18	\$70.2M	41.1%
Aug '17	\$49.8M	-8.2%
Aug '16	\$54.2M	5.7%



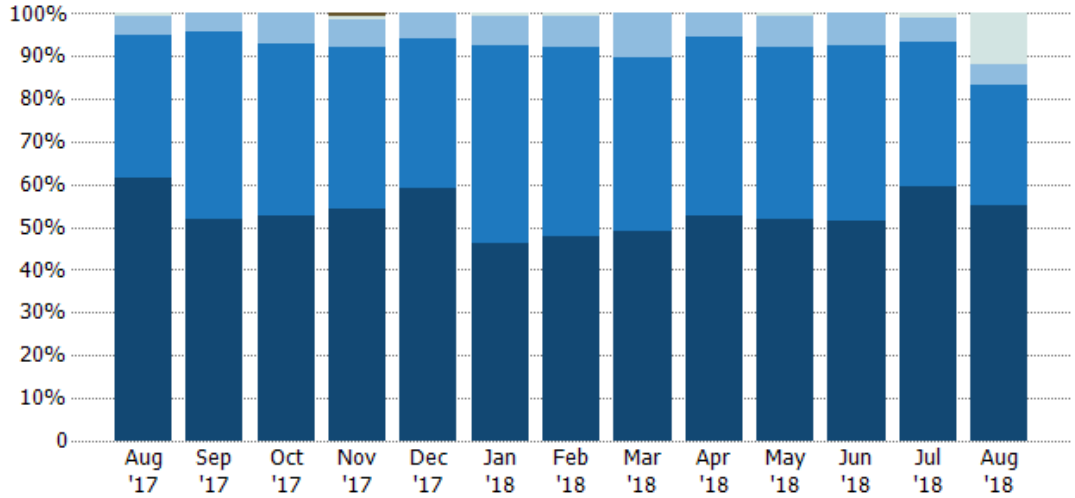
Current Year	\$49.8M	\$37.1M	\$52.1M	\$49.1M	\$73.4M	\$61.2M	\$66.7M	\$94.9M	\$114M	\$86.5M	\$87.2M	\$61.9M	\$70.2M
Prior Year	\$54.2M	\$52.3M	\$49.3M	\$57.7M	\$71.3M	\$51M	\$73.3M	\$102M	\$83M	\$90.7M	\$86.4M	\$54.7M	\$49.8M
Percent Change from Prior Year	-8%	-29%	6%	-15%	3%	20%	-9%	-7%	38%	-5%	1%	13%	41%

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

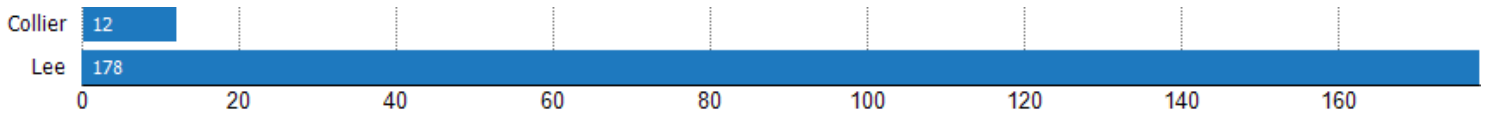


Other	-	-	-	1%	-	-	-	-	-	-	-	-	-
Lot/Land	1%	-	-	1%	-	1%	1%	-	-	0%	-	1%	12%
Multifamily/Multiplex	4%	4%	7%	7%	6%	7%	7%	10%	5%	7%	7%	6%	5%
Condo/Townhouse	33%	44%	40%	38%	35%	46%	44%	40%	42%	40%	41%	34%	28%
Single Family Residence	62%	52%	53%	54%	59%	46%	48%	49%	53%	52%	52%	60%	55%

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

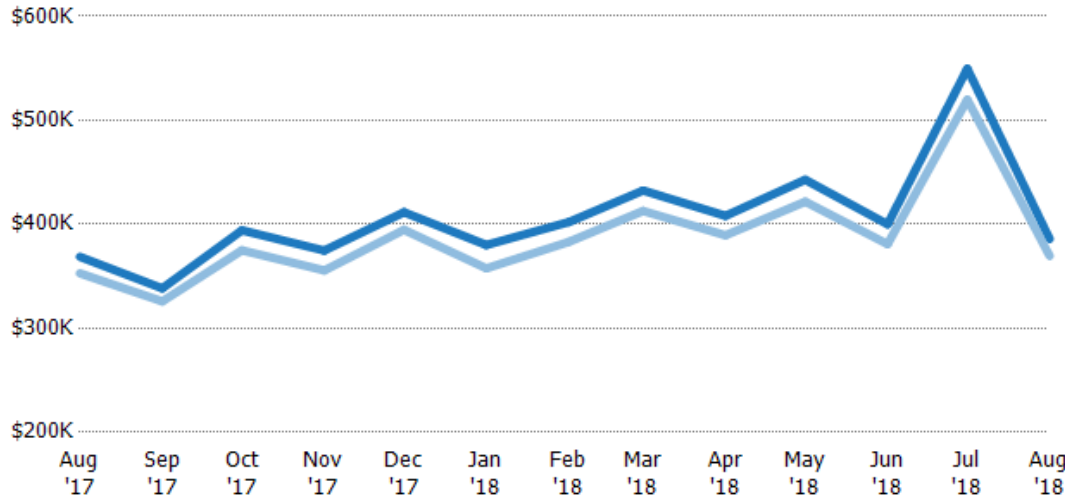


Average Sales Price vs Average Listing Price

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



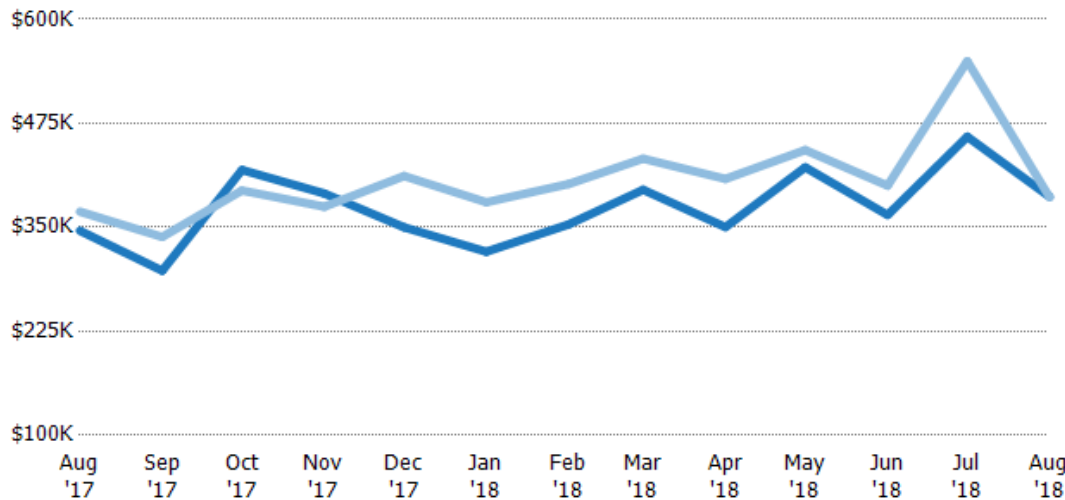
	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Avg List Price	\$369K	\$338K	\$394K	\$375K	\$412K	\$380K	\$402K	\$433K	\$408K	\$443K	\$400K	\$550K	\$386K
Avg Sales Price	\$353K	\$326K	\$375K	\$356K	\$395K	\$358K	\$383K	\$413K	\$389K	\$422K	\$381K	\$520K	\$370K
Avg Sales Price as a % of Avg List Price	96%	96%	95%	95%	96%	94%	95%	95%	95%	95%	95%	95%	96%

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



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Avg Est Value	\$346K	\$298K	\$419K	\$391K	\$350K	\$321K	\$354K	\$395K	\$350K	\$422K	\$365K	\$459K	\$387K
Avg Sales Price	\$369K	\$338K	\$394K	\$375K	\$412K	\$380K	\$402K	\$433K	\$408K	\$443K	\$400K	\$550K	\$386K
Avg Sales Price as a % of Avg Est Value	107%	114%	94%	96%	118%	119%	114%	109%	117%	105%	110%	120%	100%

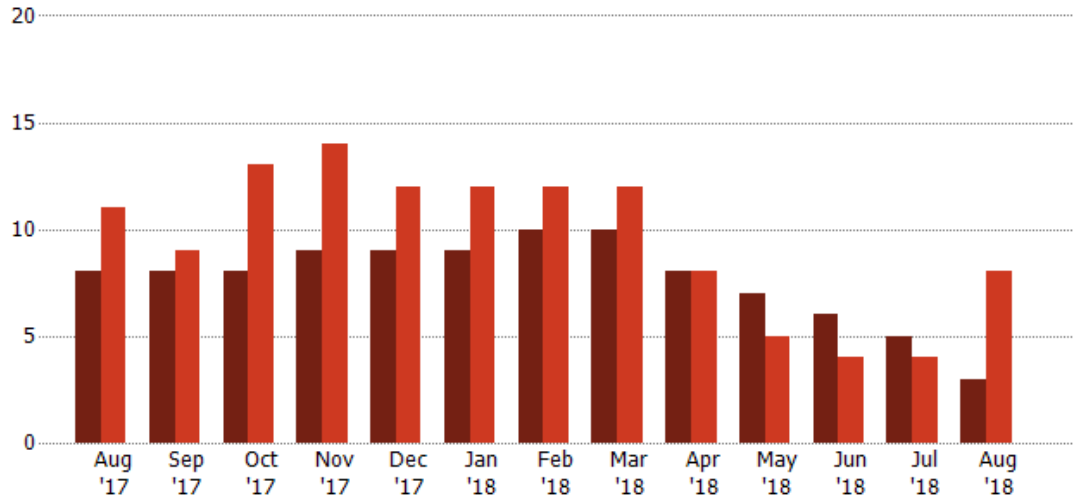
Distressed Listings

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.
Aug '18	3	-62.5%
Aug '17	8	-27.3%
Aug '16	11	27.3%



Current Year	8	8	8	9	9	9	10	10	8	7	6	5	3
Prior Year	11	9	13	14	12	12	12	12	8	5	4	4	8
Percent Change from Prior Year	-27%	-11%	-38%	-36%	-25%	-25%	-17%	-17%	0%	40%	50%	25%	-63%

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: 09/07/2018

Scheduled: Yes

Report Date Range: From 8/2017 To: 8/2018

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 8/2018 data

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