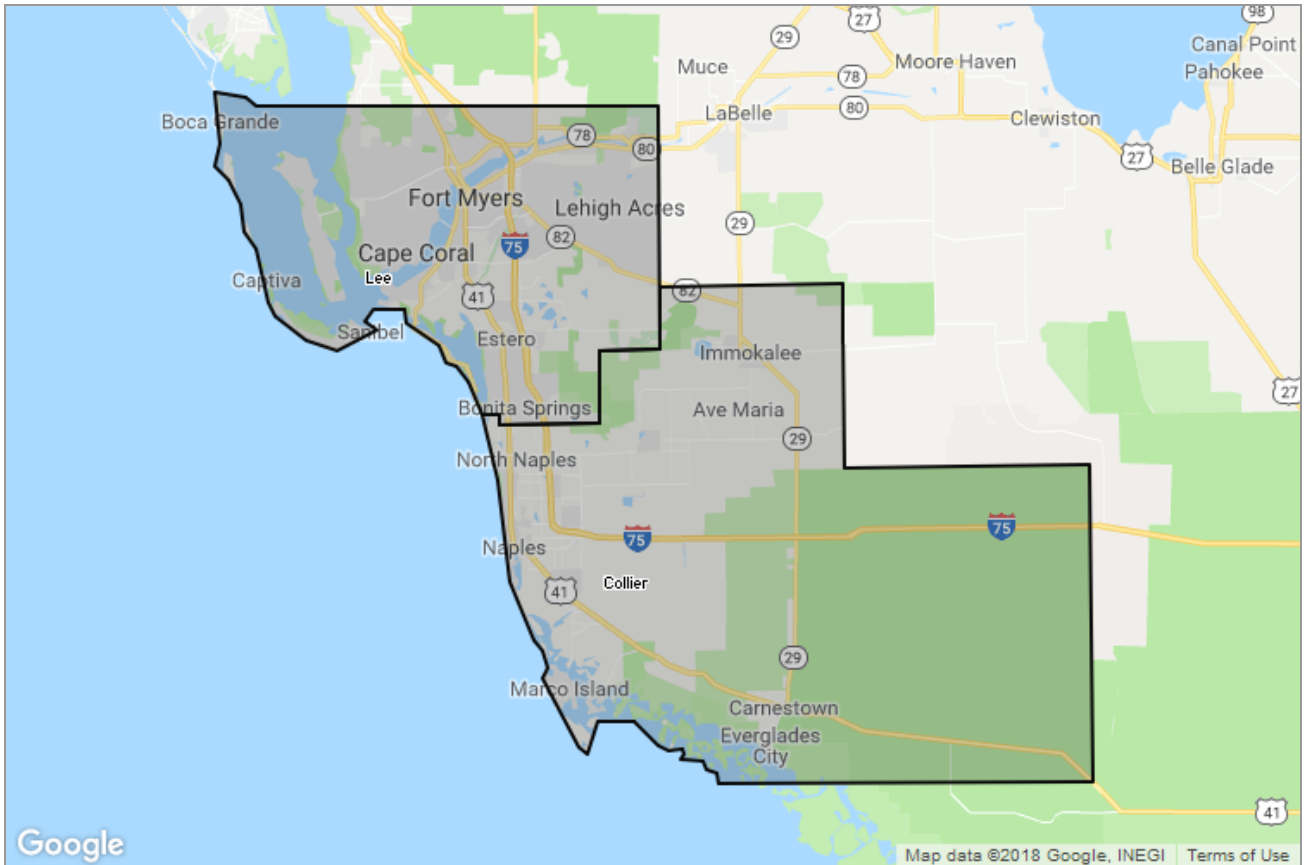




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
10/2017 – 10/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 11/09/2018

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

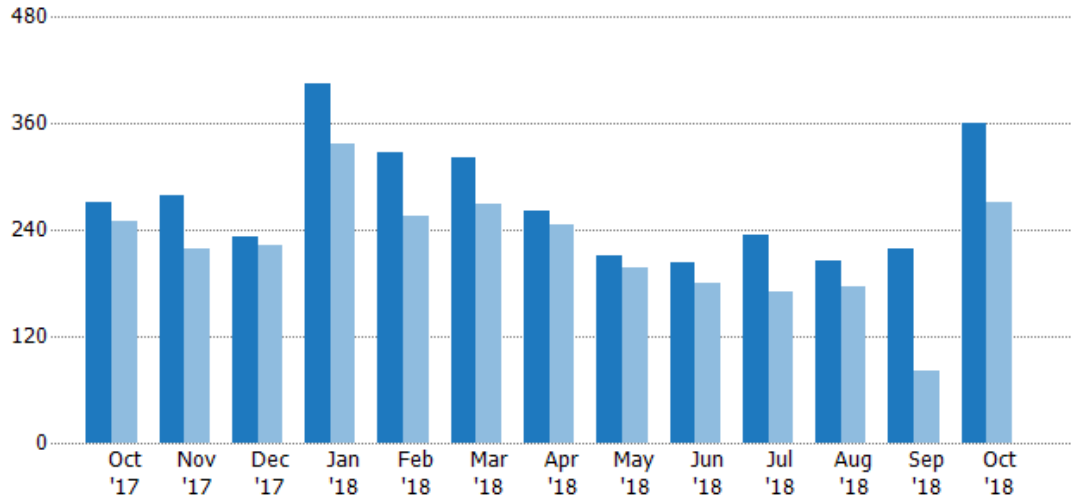
New Listings

The number of new residential listings that were added each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Oct '18	360	32.4%
Oct '17	272	8.8%
Oct '16	250	-11.2%



Current Year	272	279	233	405	327	321	261	211	204	234	205	218	360
Prior Year	250	219	222	338	255	269	246	198	180	170	176	81	272
Percent Change from Prior Year	9%	27%	5%	20%	28%	19%	6%	7%	13%	38%	16%	169%	32%

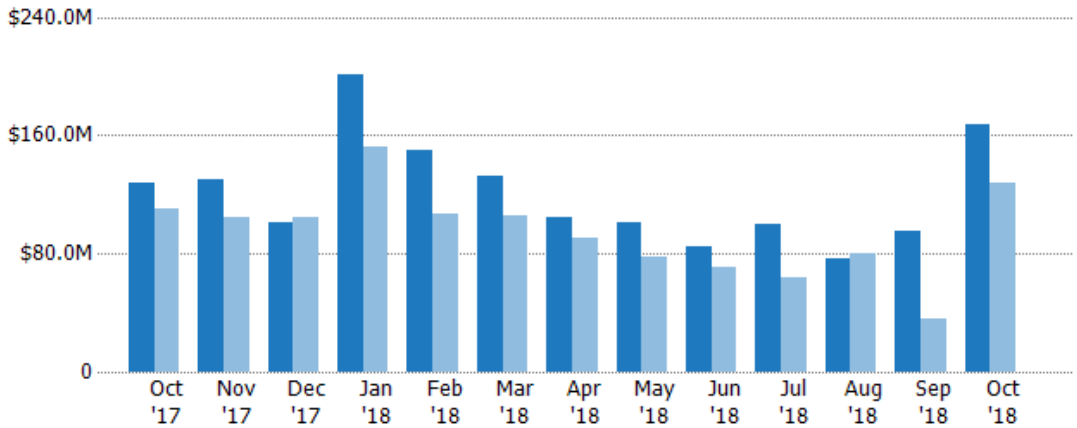
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Oct '18	\$167M	30.8%
Oct '17	\$128M	15.9%
Oct '16	\$110M	-11.7%



Current Year	\$128M	\$130M	\$101M	\$201M	\$150M	\$133M	\$104M	\$101M	\$84.8M	\$100M	\$77.1M	\$94.7M	\$167M
Prior Year	\$110M	\$104M	\$104M	\$152M	\$107M	\$106M	\$90.9M	\$77.4M	\$70.5M	\$63.5M	\$80M	\$35.7M	\$128M
Percent Change from Prior Year	16%	24%	-4%	32%	41%	26%	15%	30%	20%	58%	-4%	166%	31%

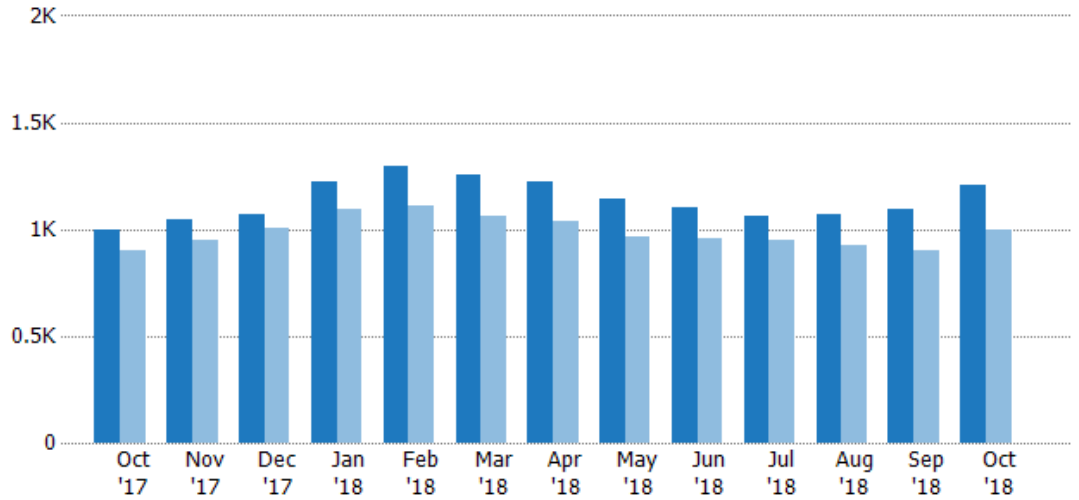
Active Listings

The number of active residential listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Oct '18	1.21K	21.3%
Oct '17	993	10.6%
Oct '16	898	-30.3%



Current Year	993	1.04K	1.07K	1.22K	1.3K	1.26K	1.23K	1.14K	1.1K	1.06K	1.07K	1.1K	1.21K
Prior Year	898	949	1K	1.09K	1.11K	1.06K	1.03K	968	955	946	927	901	993
Percent Change from Prior Year	11%	10%	7%	12%	17%	18%	18%	18%	15%	12%	15%	22%	21%

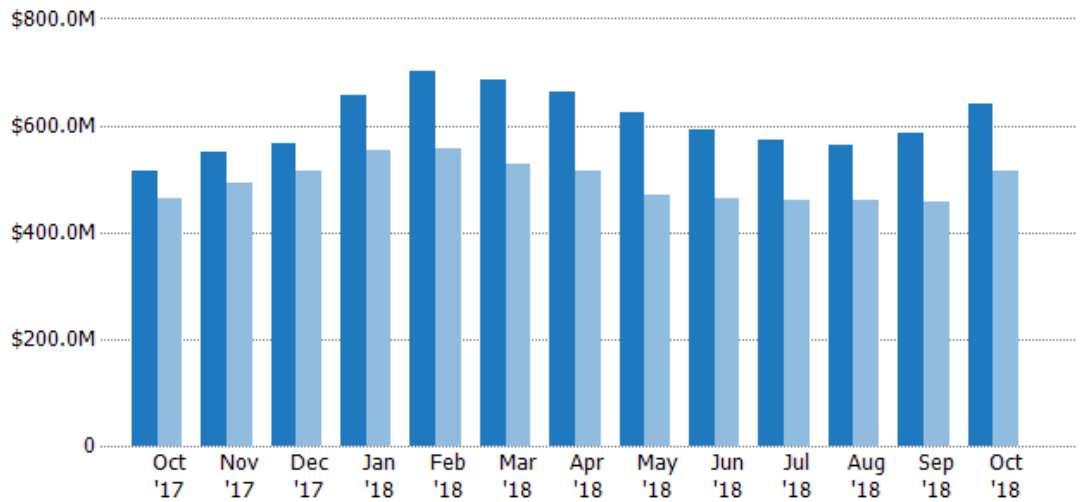
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Oct '18	\$640M	24%
Oct '17	\$516M	11%
Oct '16	\$465M	-32.4%



Current Year	\$516M	\$550M	\$565M	\$658M	\$702M	\$685M	\$662M	\$625M	\$593M	\$573M	\$564M	\$585M	\$640M
Prior Year	\$465M	\$492M	\$515M	\$553M	\$556M	\$528M	\$515M	\$470M	\$464M	\$459M	\$461M	\$457M	\$516M
Percent Change from Prior Year	11%	12%	10%	19%	26%	30%	28%	33%	28%	25%	22%	28%	24%

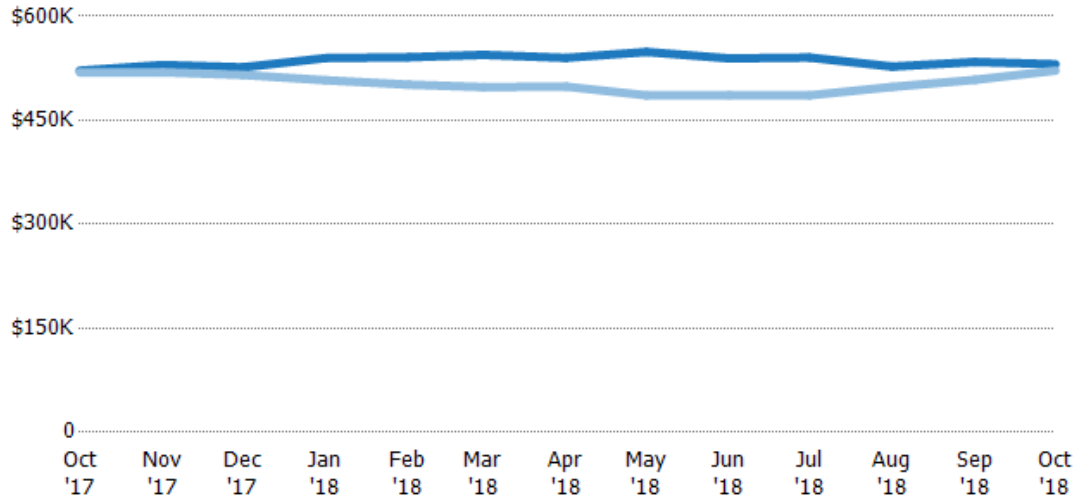
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Price	% Chg.
Oct '18	\$531K	1.8%
Oct '17	\$522K	0.5%
Oct '16	\$519K	-3%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	\$522K	\$530K	\$526K	\$540K	\$541K	\$544K	\$540K	\$549K	\$539K	\$540K	\$527K	\$534K	\$531K
Prior Year	\$519K	\$519K	\$515K	\$508K	\$501K	\$498K	\$499K	\$486K	\$486K	\$486K	\$498K	\$508K	\$522K
Percent Change from Prior Year	0%	2%	2%	6%	8%	9%	8%	13%	11%	11%	6%	5%	2%

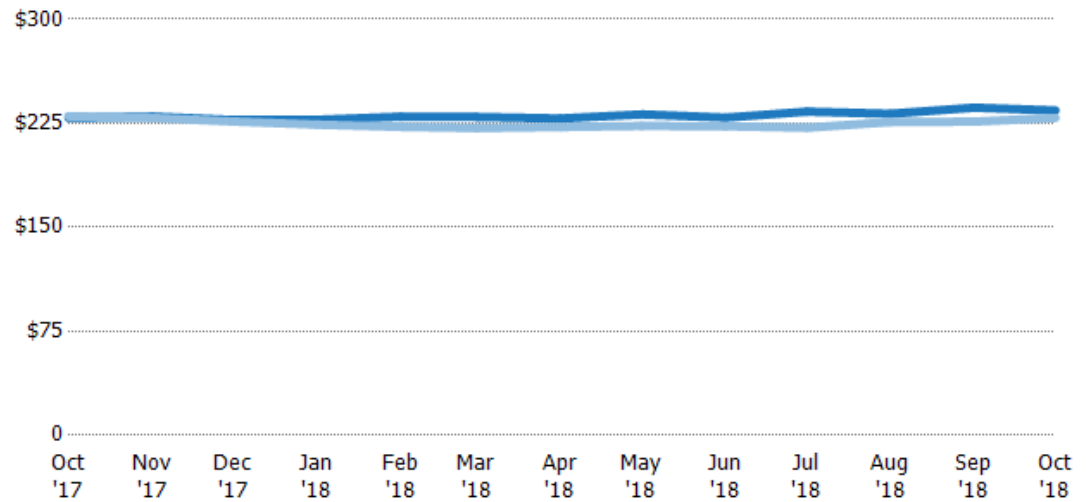
Average Listing Price per Sq Ft

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.
Oct '18	\$234	2.3%
Oct '17	\$229	-0.5%
Oct '16	\$230	-2.5%



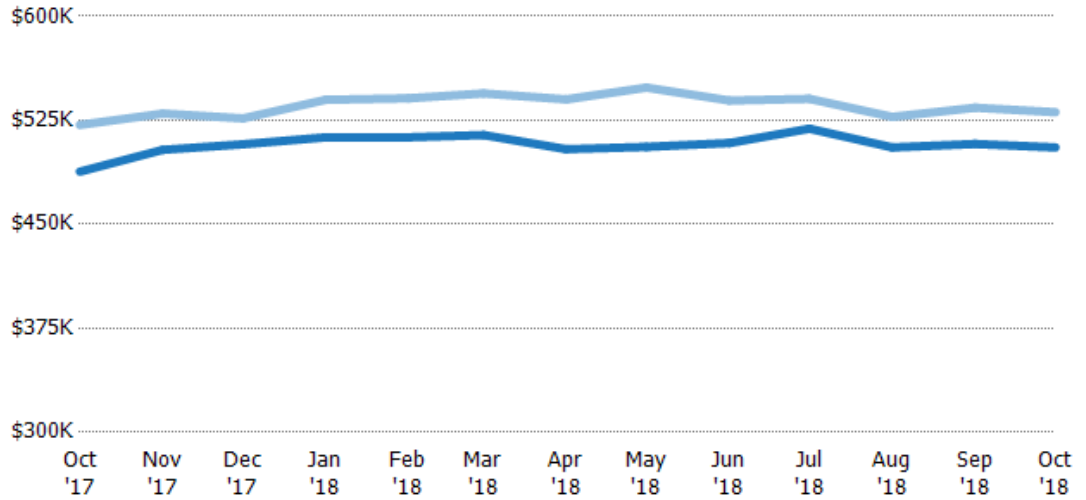
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	\$229	\$230	\$227	\$228	\$230	\$230	\$228	\$231	\$229	\$233	\$232	\$236	\$234
Prior Year	\$230	\$229	\$226	\$224	\$222	\$222	\$222	\$223	\$223	\$222	\$226	\$226	\$229
Percent Change from Prior Year	-1%	0%	0%	2%	3%	4%	3%	4%	3%	5%	3%	4%	2%

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



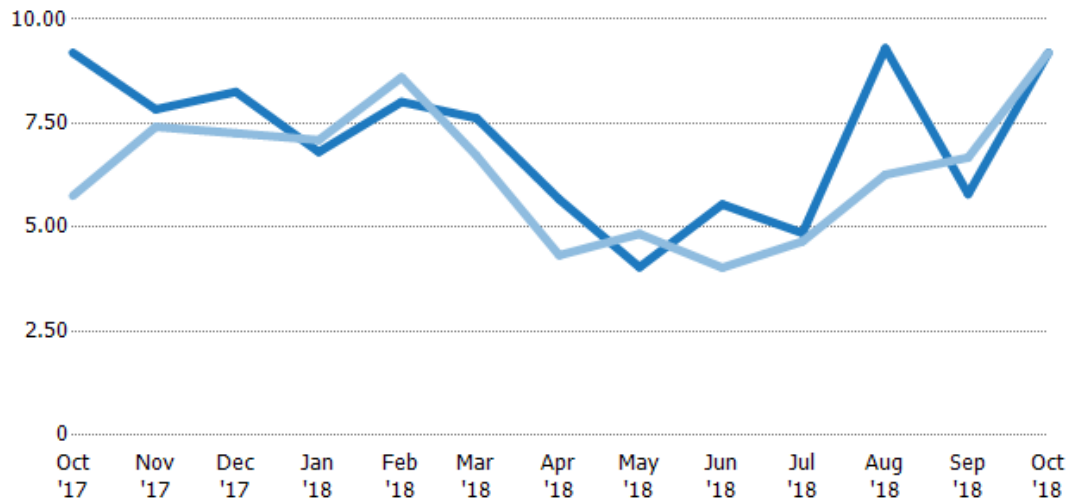
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	\$488K	\$504K	\$508K	\$513K	\$513K	\$514K	\$504K	\$506K	\$509K	\$519K	\$505K	\$508K	\$505K
Avg Listing Price	\$522K	\$530K	\$526K	\$540K	\$541K	\$544K	\$540K	\$549K	\$539K	\$540K	\$527K	\$534K	\$531K
Avg Listing Price as a % of Avg Est Value	107%	105%	104%	105%	105%	106%	107%	108%	106%	104%	104%	105%	105%

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.
Oct '18	9.2	0%
Oct '17	9.19	59.7%
Oct '16	5.76	-17%

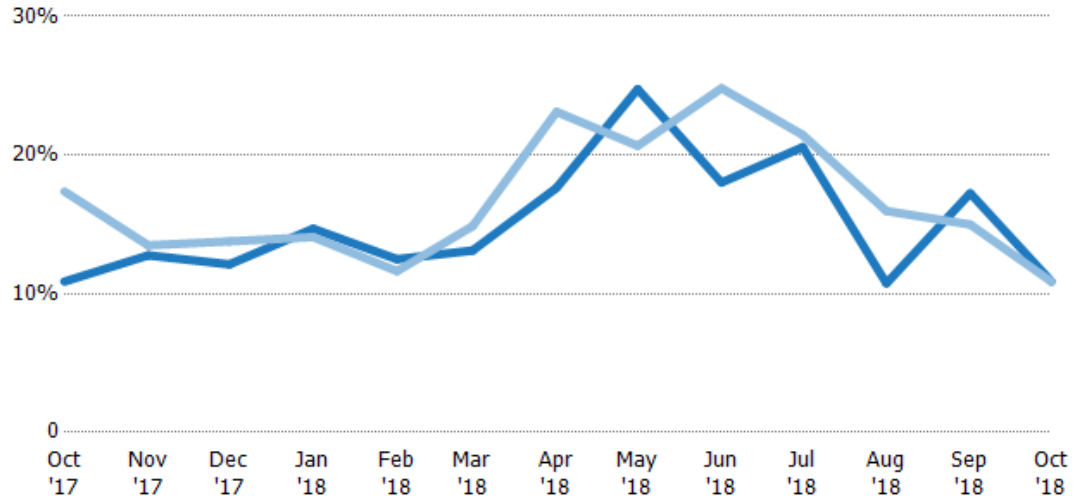
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Oct '18	11%	0%
Oct '17	11%	6.5%
Oct '16	17%	20.4%

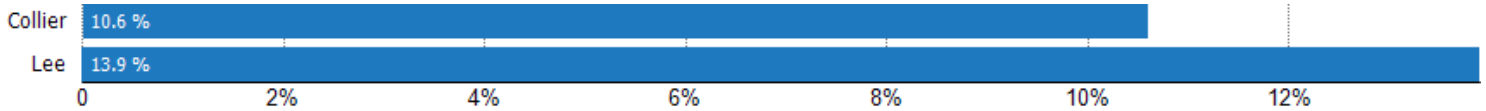


Current Year	11%	13%	12%	15%	12%	13%	18%	25%	18%	21%	11%	17%	11%
Prior Year	17%	13%	14%	14%	12%	15%	23%	21%	25%	21%	16%	15%	11%
Change from Prior Year	7%	1%	2%	-1%	-1%	2%	5%	-4%	7%	1%	5%	-2%	0%

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



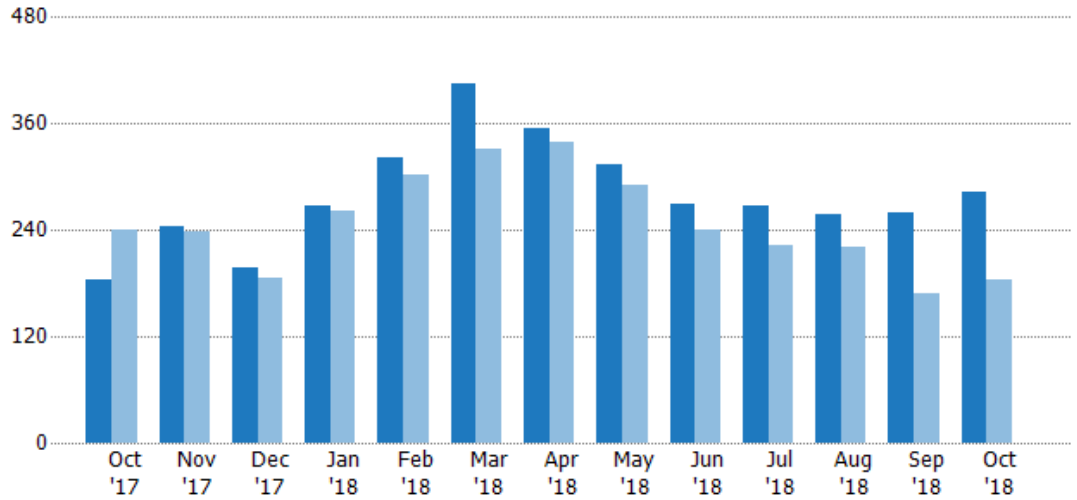
Pending Sales

The number of residential 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.
Oct '18	282	54.1%
Oct '17	183	-23.8%
Oct '16	240	-2.9%



Current Year	183	244	197	268	322	405	354	313	270	268	258	259	282
Prior Year	240	239	186	261	303	332	339	291	241	223	221	169	183
Percent Change from Prior Year	-24%	2%	6%	3%	6%	22%	4%	8%	12%	20%	17%	53%	54%

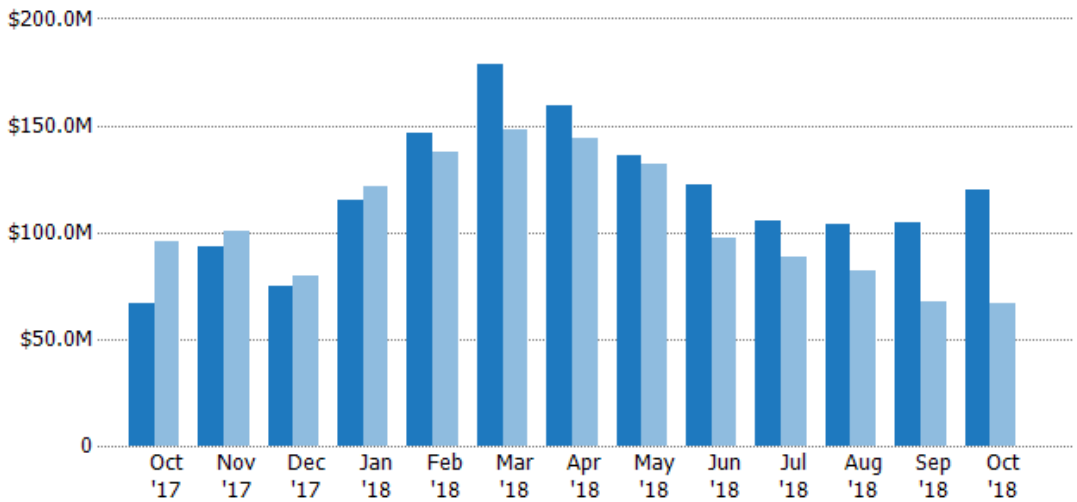
Pending Sales Volume

The sum of the sales price of residential 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.
Oct '18	\$120M	79.2%
Oct '17	\$66.8M	-30.3%
Oct '16	\$95.9M	-5.9%



Current Year	\$66.8M	\$93.4M	\$75M	\$115M	\$146M	\$179M	\$159M	\$136M	\$122M	\$105M	\$103M	\$105M	\$120M
Prior Year	\$95.9M	\$101M	\$79.7M	\$121M	\$137M	\$148M	\$144M	\$132M	\$97M	\$88.4M	\$82.2M	\$67.3M	\$66.8M
Percent Change from Prior Year	-30%	-7%	-6%	-5%	6%	21%	11%	3%	26%	19%	26%	55%	79%

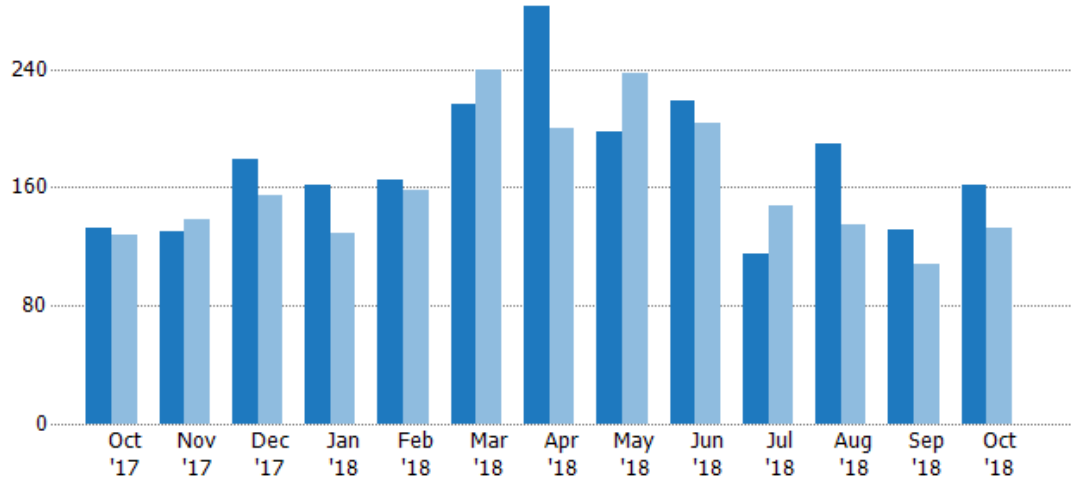
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Oct '18	161	21.1%
Oct '17	133	3.9%
Oct '16	128	-3.9%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	133	130	179	162	165	216	282	198	218	115	189	131	161
Prior Year	128	138	154	129	158	239	200	237	203	148	135	108	133
Percent Change from Prior Year	4%	-6%	16%	26%	4%	-10%	41%	-16%	7%	-22%	40%	21%	21%

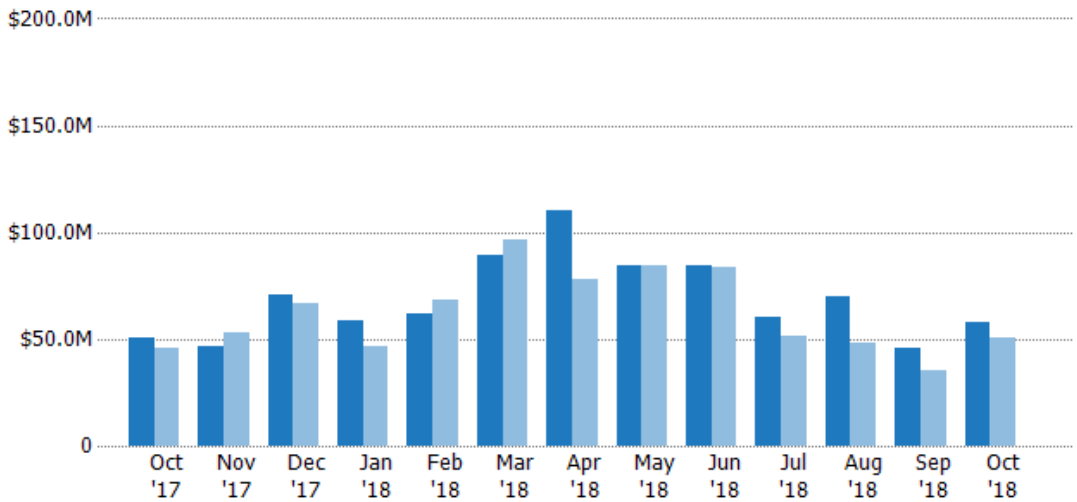
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Oct '18	\$57.5M	13.8%
Oct '17	\$50.5M	10.1%
Oct '16	\$45.9M	-9.7%



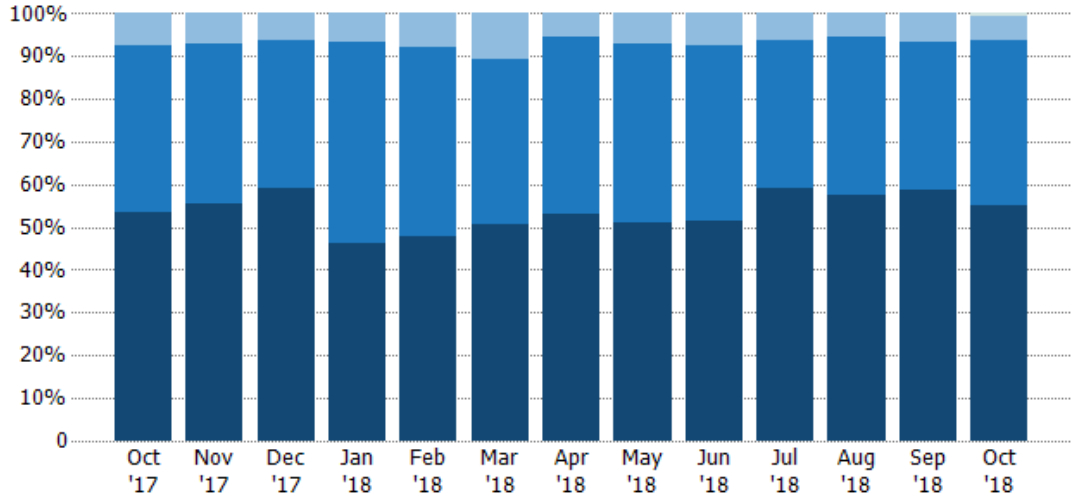
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	\$50.5M	\$46.5M	\$71M	\$58.4M	\$62.1M	\$89.4M	\$110M	\$84.6M	\$84.2M	\$60.5M	\$69.9M	\$45.8M	\$57.5M
Prior Year	\$45.9M	\$52.9M	\$66.9M	\$46.4M	\$68.6M	\$96.7M	\$78M	\$84.5M	\$83.6M	\$51.1M	\$48.4M	\$35.3M	\$50.5M
Percent Change from Prior Year	10%	-12%	6%	26%	-9%	-8%	41%	0%	1%	18%	44%	30%	14%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

County: Collier County, Florida, Lee County, Florida



Property Type	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Other	-	-	-	-	-	-	-	-	-	-	-	-	1%
Multifamily/Multiplex	8%	7%	6%	7%	8%	11%	5%	7%	7%	6%	5%	7%	6%
Condo/Townhouse	39%	38%	35%	47%	44%	39%	41%	42%	41%	35%	37%	34%	39%
Single Family Residence	53%	55%	59%	46%	48%	50%	53%	51%	51%	59%	58%	59%	55%

Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: County: Collier County, Florida, Lee County, Florida

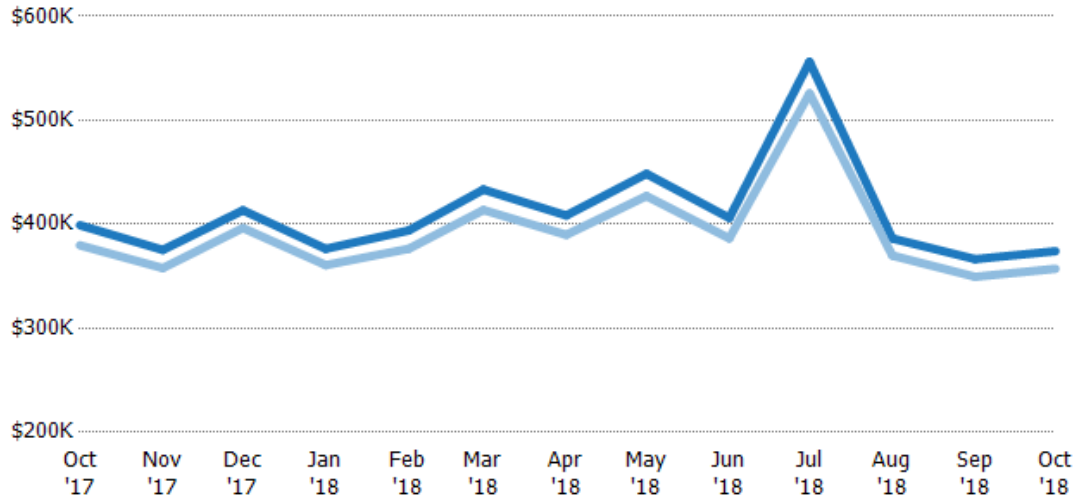


Average Sales Price vs Average Listing Price

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

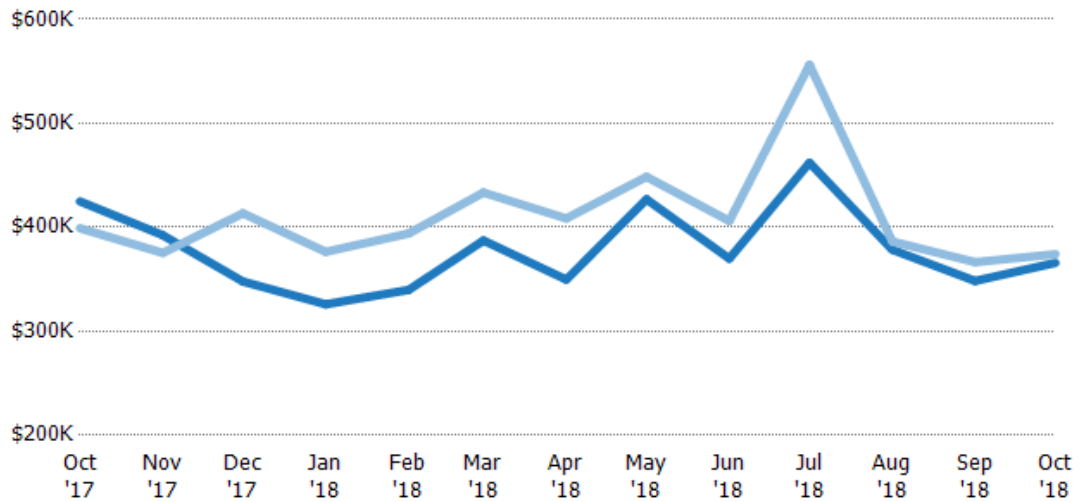


Average Sales Price vs Average Est Value

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



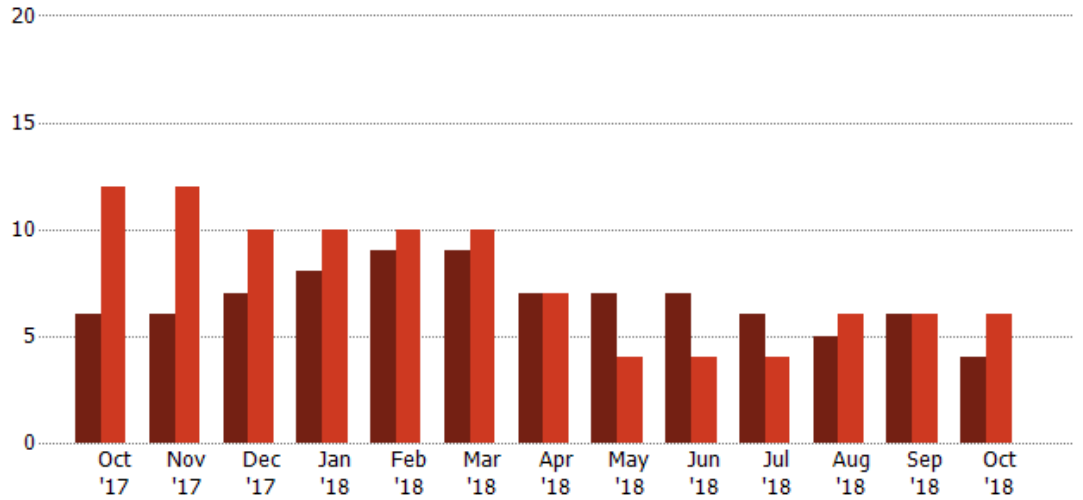
Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Oct '18	4	-33.3%
Oct '17	6	-50%
Oct '16	12	-16.7%



Current Year	6	6	7	8	9	9	7	7	7	6	5	6	4
Prior Year	12	12	10	10	10	10	7	4	4	4	6	6	6
Percent Change from Prior Year	-50%	-50%	-30%	-20%	-10%	-10%	0%	75%	75%	50%	-17%	0%	-33%

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: 11/09/2018

Scheduled: Yes

Report Date Range: From 10/2017 To: 10/2018

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 10/2018 data

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