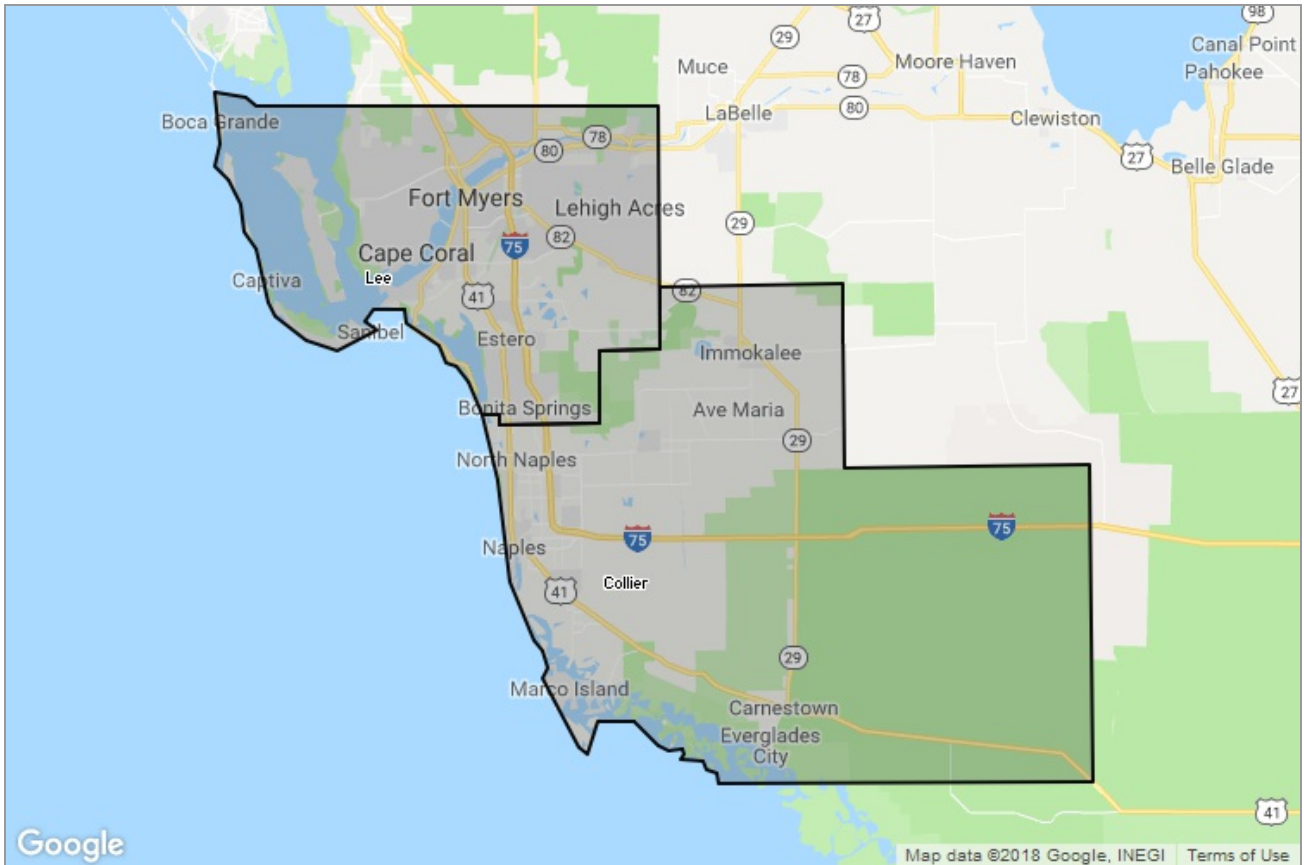




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2017 – 11/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/05/2018

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

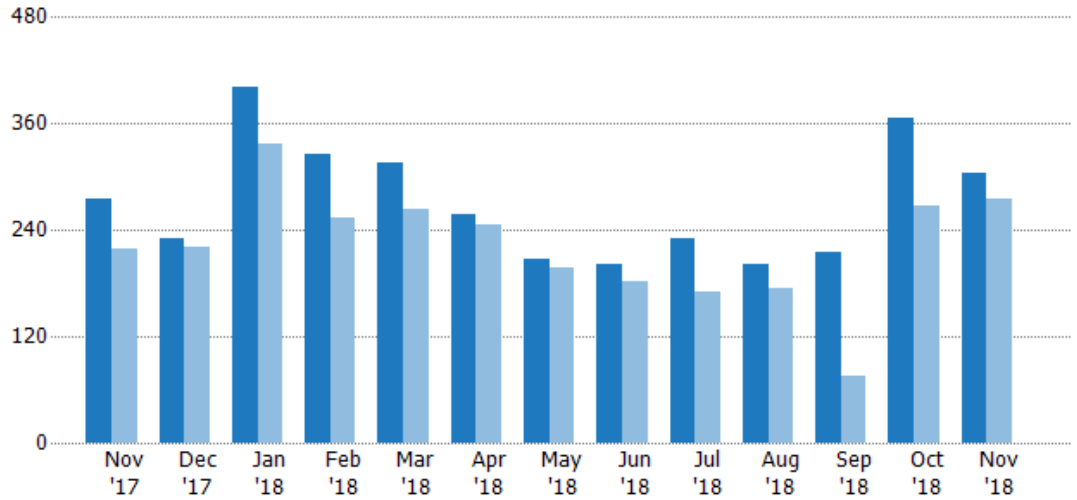
New Listings

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

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Nov '18	305	10.9%
Nov '17	275	26.1%
Nov '16	218	-7.3%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	275	231	401	325	316	257	207	202	231	201	215	366	305
Prior Year	218	220	337	254	264	246	197	181	170	174	76	267	275
Percent Change from Prior Year	26%	5%	19%	28%	20%	4%	5%	12%	36%	16%	183%	37%	11%

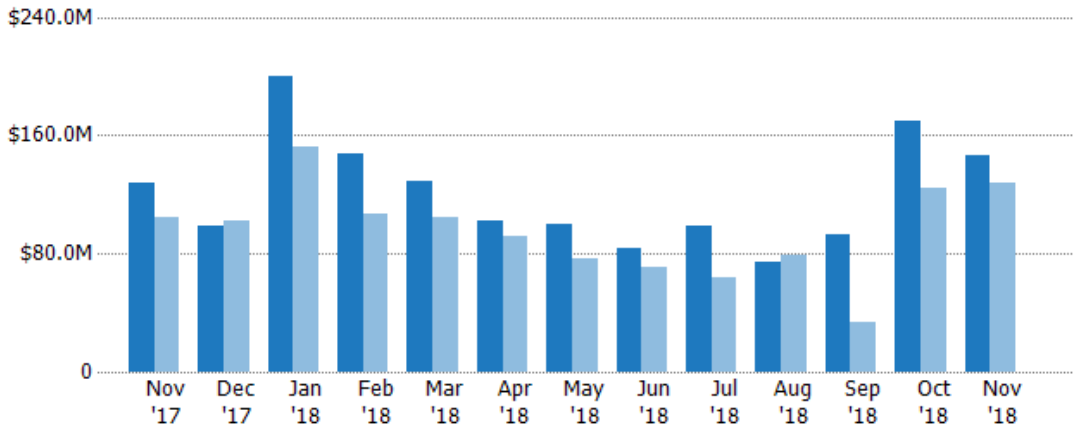
New Listing Volume

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.
Nov '18	\$146M	14%
Nov '17	\$128M	23.3%
Nov '16	\$104M	-17.1%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$128M	\$99.1M	\$200M	\$148M	\$129M	\$102M	\$99.5M	\$84.2M	\$98.7M	\$74.7M	\$92.5M	\$170M	\$146M
Prior Year	\$104M	\$102M	\$152M	\$106M	\$105M	\$92.2M	\$77.1M	\$70.7M	\$63.5M	\$78.9M	\$33.4M	\$125M	\$128M
Percent Change from Prior Year	23%	-3%	32%	39%	23%	10%	29%	19%	55%	-5%	177%	36%	14%

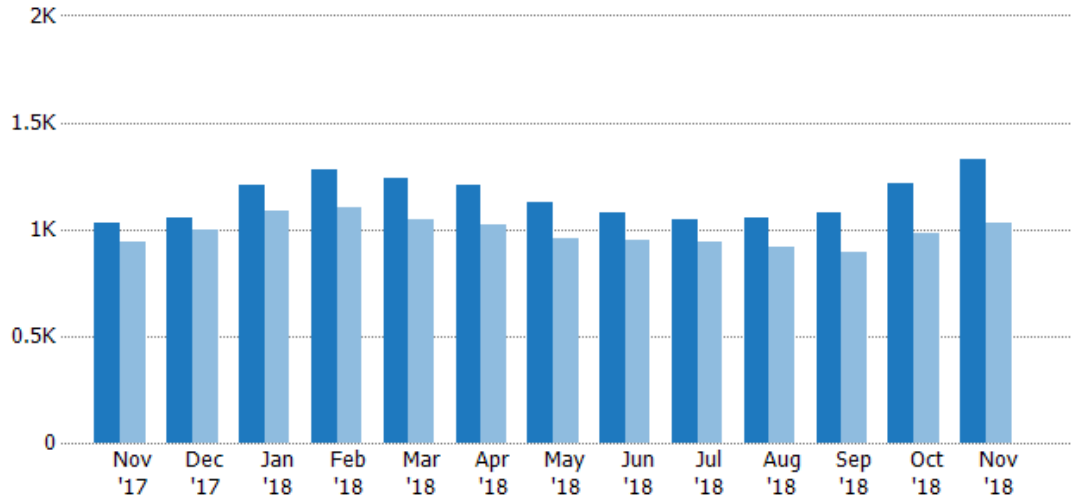
Active Listings

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.
Nov '18	1.32K	28.9%
Nov '17	1.03K	9.5%
Nov '16	938	-30.2%



Current Year	1.03K	1.06K	1.2K	1.28K	1.24K	1.21K	1.12K	1.08K	1.05K	1.06K	1.08K	1.22K	1.32K
Prior Year	938	994	1.09K	1.1K	1.05K	1.02K	959	947	938	919	890	980	1.03K
Percent Change from Prior Year	9%	6%	11%	16%	18%	18%	17%	14%	12%	15%	21%	24%	29%

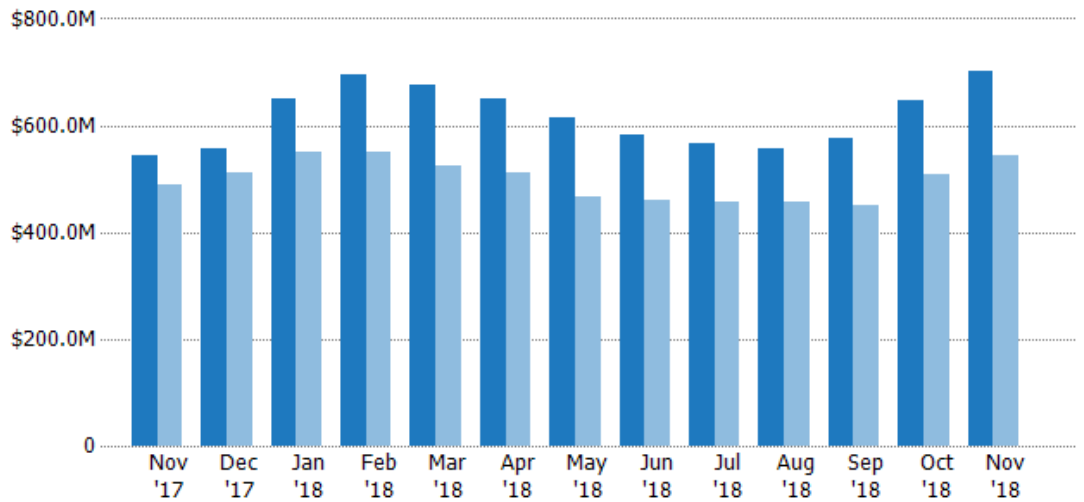
Active Listing Volume

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.
Nov '18	\$700M	28.5%
Nov '17	\$545M	11.6%
Nov '16	\$488M	-32.3%



Current Year	\$545M	\$558M	\$650M	\$694M	\$675M	\$651M	\$614M	\$583M	\$566M	\$556M	\$576M	\$647M	\$700M
Prior Year	\$488M	\$513M	\$550M	\$552M	\$523M	\$510M	\$467M	\$460M	\$456M	\$457M	\$451M	\$509M	\$545M
Percent Change from Prior Year	12%	9%	18%	26%	29%	28%	32%	27%	24%	22%	28%	27%	29%

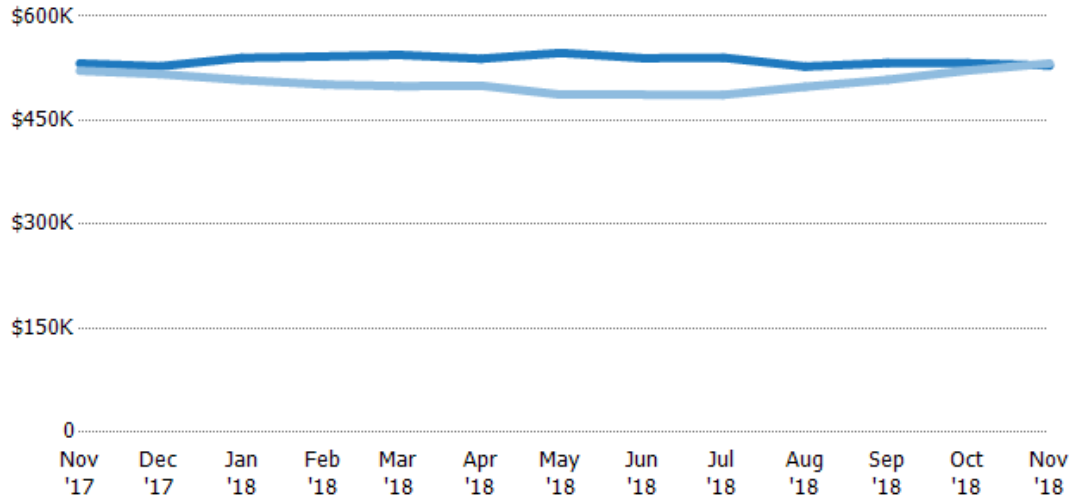
Average Listing Price

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.
Nov '18	\$529K	-0.6%
Nov '17	\$532K	2%
Nov '16	\$521K	-2.9%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$532K	\$528K	\$540K	\$542K	\$544K	\$539K	\$547K	\$540K	\$540K	\$527K	\$533K	\$532K	\$529K
Prior Year	\$521K	\$517K	\$508K	\$502K	\$499K	\$500K	\$487K	\$487K	\$487K	\$498K	\$508K	\$522K	\$532K
Percent Change from Prior Year	2%	2%	6%	8%	9%	8%	12%	11%	11%	6%	5%	2%	-1%

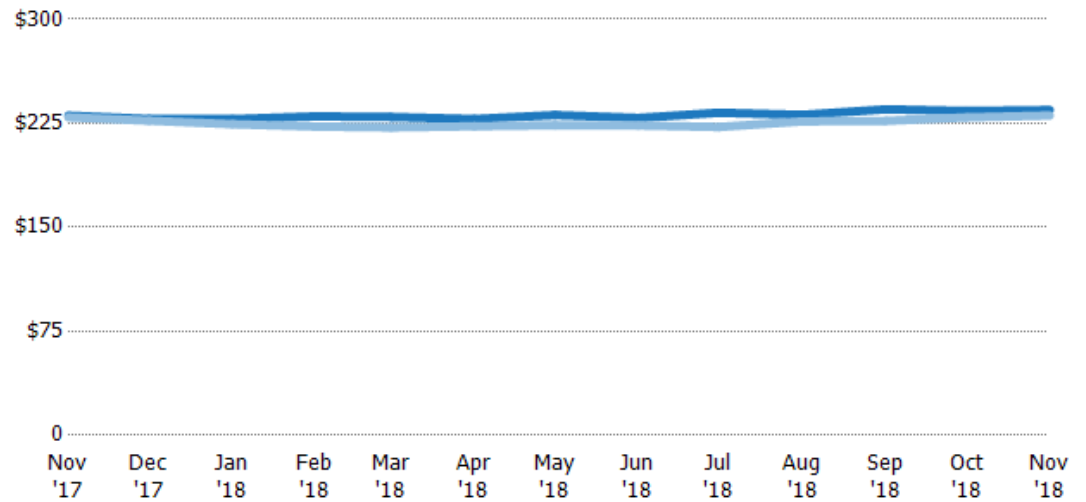
Average Listing Price per Sq Ft

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.
Nov '18	\$235	1.7%
Nov '17	\$231	0.6%
Nov '16	\$229	-1.2%



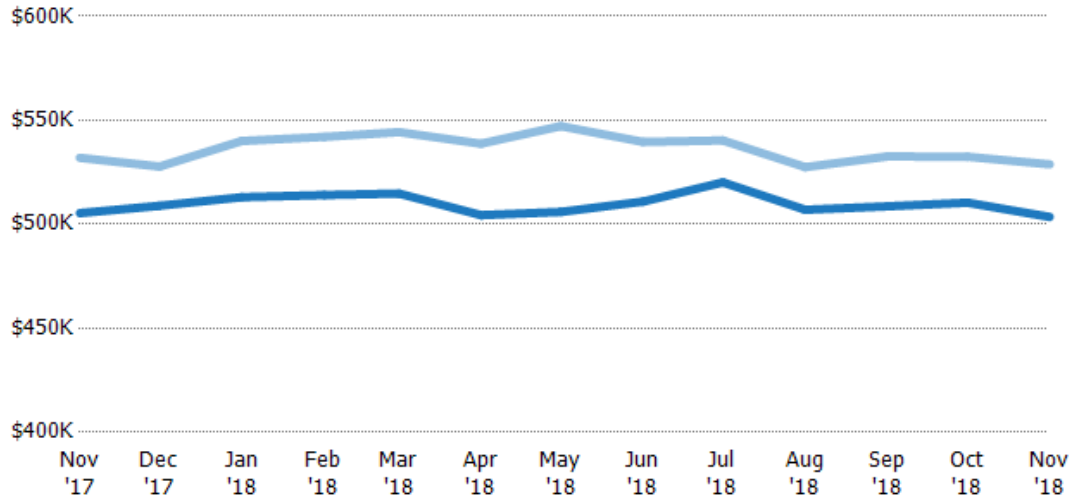
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$231	\$228	\$228	\$230	\$230	\$228	\$231	\$229	\$233	\$231	\$235	\$234	\$235
Prior Year	\$229	\$227	\$224	\$223	\$222	\$223	\$224	\$223	\$222	\$226	\$227	\$229	\$231
Percent Change from Prior Year	1%	1%	2%	3%	3%	2%	3%	2%	5%	2%	4%	2%	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



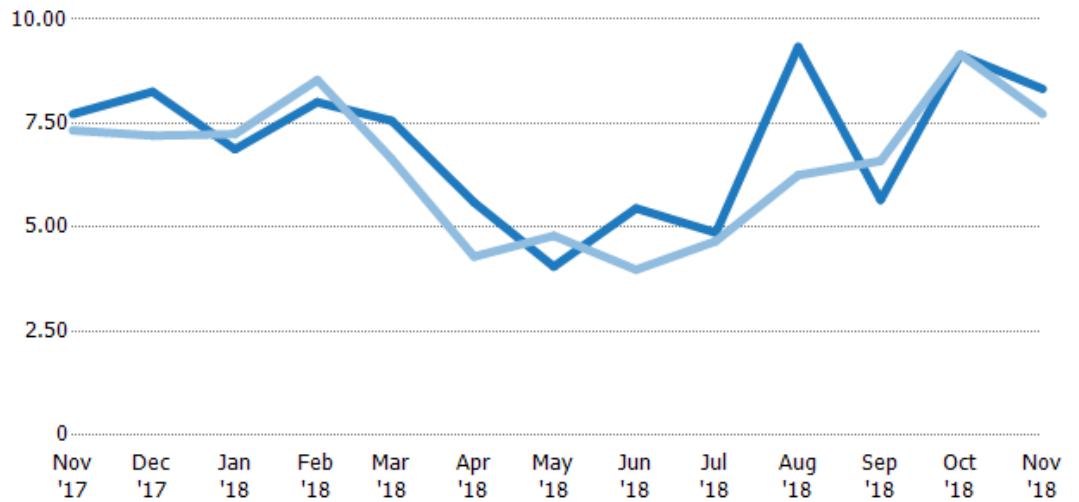
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	\$505K	\$509K	\$513K	\$514K	\$515K	\$504K	\$506K	\$511K	\$520K	\$507K	\$509K	\$510K	\$504K
Avg Listing Price	\$532K	\$528K	\$540K	\$542K	\$544K	\$539K	\$547K	\$540K	\$540K	\$527K	\$533K	\$532K	\$529K
Avg Listing Price as a % of Avg Est Value	105%	104%	105%	105%	106%	107%	108%	106%	104%	104%	105%	104%	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.
Nov '18	8.33	7.8%
Nov '17	7.72	5.4%
Nov '16	7.33	-26.1%

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	7.72	8.26	6.87	8.01	7.56	5.6	4.05	5.45	4.87	9.34	5.66	9.14	8.33
Prior Year	7.33	7.2	7.24	8.54	6.64	4.29	4.8	3.98	4.67	6.25	6.59	9.16	7.72
Percent Change from Prior Year	5%	15%	-5%	-6%	14%	30%	-15%	37%	4%	49%	-14%	0%	8%

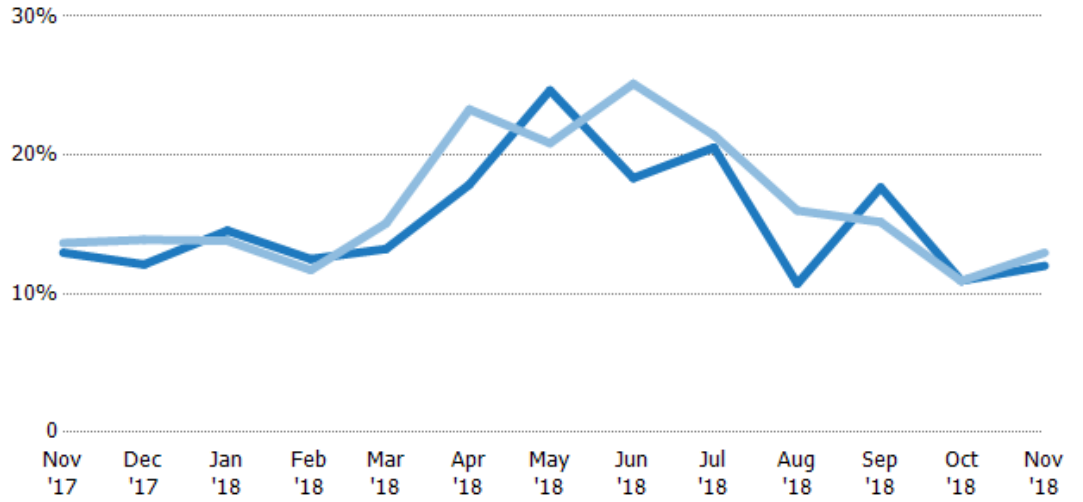
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Nov '18	12%	1%
Nov '17	13%	0.7%
Nov '16	14%	35.4%

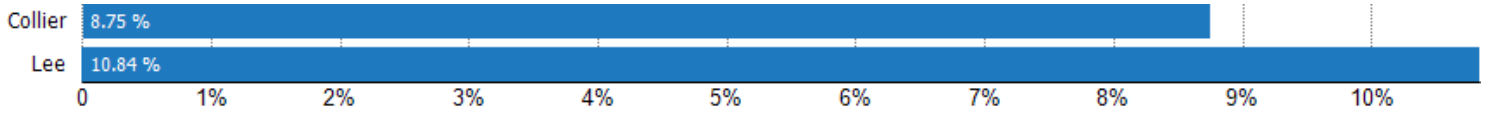


Current Year	13%	12%	15%	12%	13%	18%	25%	18%	21%	11%	18%	11%	12%
Prior Year	14%	14%	14%	12%	15%	23%	21%	25%	21%	16%	15%	11%	13%
Change from Prior Year	1%	2%	-1%	-1%	2%	5%	-4%	7%	1%	5%	-3%	0%	1%

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



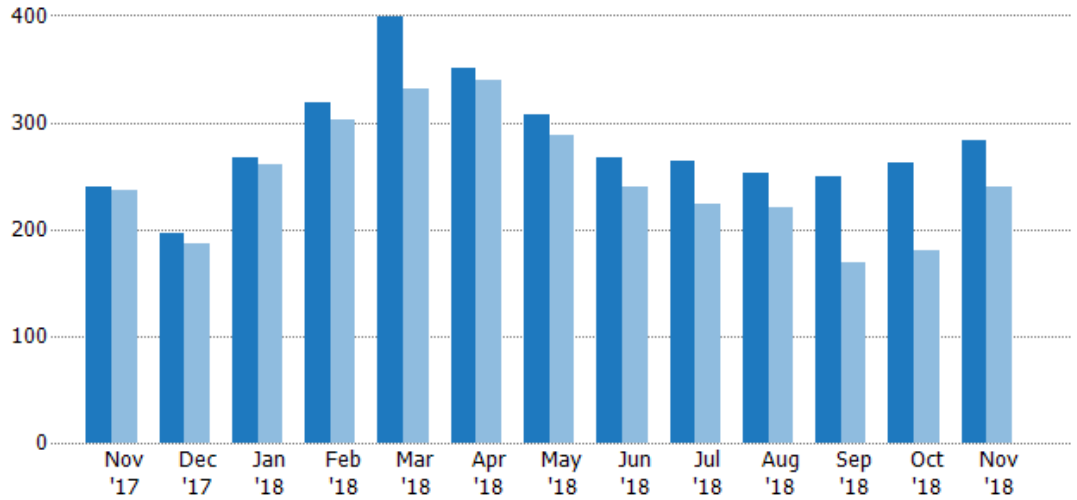
Pending Sales

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.
Nov '18	283	17.9%
Nov '17	240	1.3%
Nov '16	237	9.7%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	240	196	267	319	399	350	307	267	264	252	249	262	283
Prior Year	237	186	261	302	332	339	288	240	223	221	169	180	240
Percent Change from Prior Year	1%	5%	2%	6%	20%	3%	7%	11%	18%	14%	47%	46%	18%

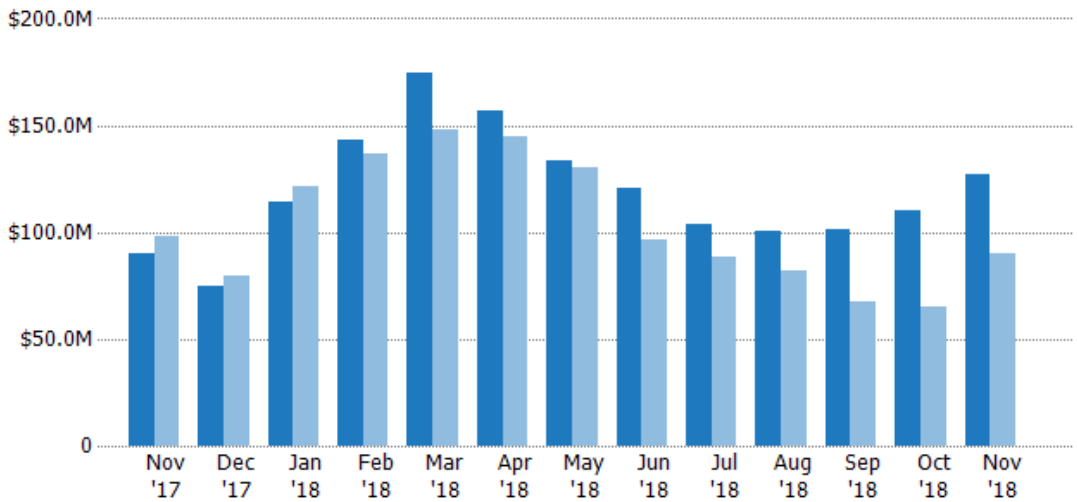
Pending Sales Volume

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.
Nov '18	\$127M	41.1%
Nov '17	\$90.1M	-8.4%
Nov '16	\$98.4M	8.5%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$90.1M	\$74.8M	\$114M	\$143M	\$175M	\$157M	\$133M	\$121M	\$104M	\$101M	\$101M	\$110M	\$127M
Prior Year	\$98.4M	\$79.7M	\$121M	\$137M	\$148M	\$145M	\$130M	\$96.7M	\$88.4M	\$82.2M	\$67.3M	\$65.3M	\$90.1M
Percent Change from Prior Year	-8%	-6%	-6%	4%	18%	8%	2%	25%	17%	23%	50%	69%	41%

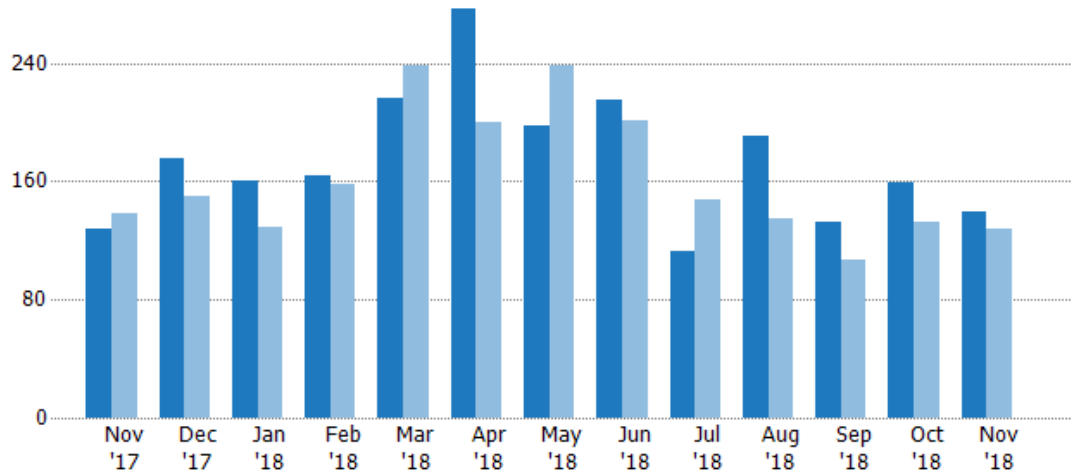
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Nov '18	139	8.6%
Nov '17	128	-7.2%
Nov '16	138	-18.1%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	128	175	160	164	216	277	198	215	113	191	133	159	139
Prior Year	138	150	129	158	238	200	238	201	147	135	107	133	128
Percent Change from Prior Year	-7%	17%	24%	4%	-9%	39%	-17%	7%	-23%	41%	24%	20%	9%

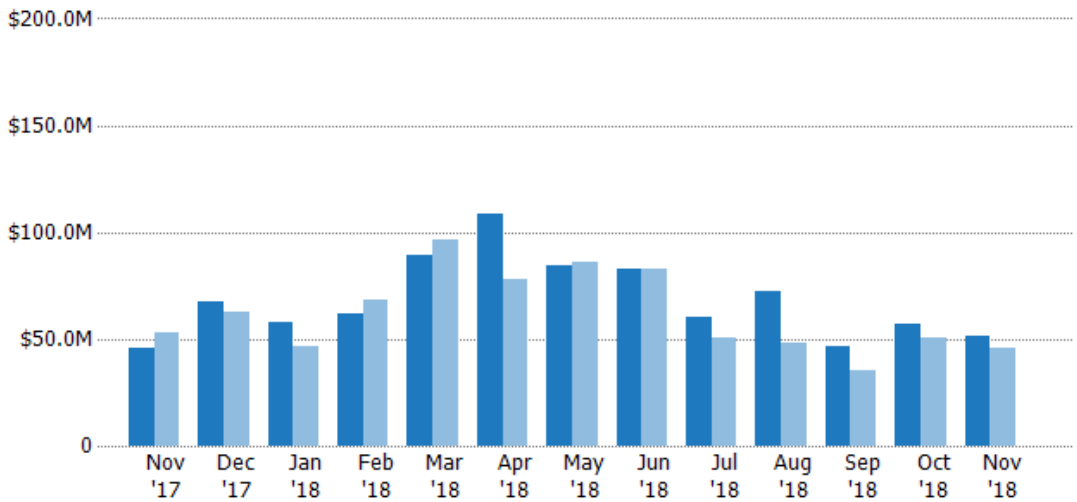
Closed Sales Volume

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.
Nov '18	\$51.8M	13.2%
Nov '17	\$45.8M	-13.6%
Nov '16	\$52.9M	-31%



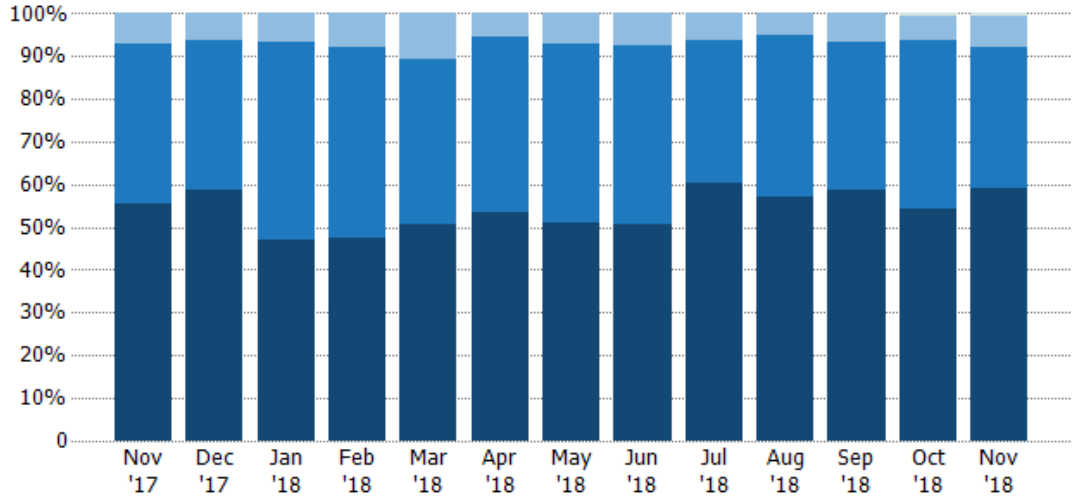
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$45.8M	\$67.8M	\$58M	\$61.6M	\$89.4M	\$108M	\$84.6M	\$83.1M	\$60.1M	\$72M	\$46.3M	\$57.1M	\$51.8M
Prior Year	\$52.9M	\$62.9M	\$46.4M	\$68.6M	\$96.5M	\$78M	\$85.7M	\$82.6M	\$50.8M	\$48.4M	\$35M	\$50.5M	\$45.8M
Percent Change from Prior Year	-14%	8%	25%	-10%	-7%	39%	-1%	1%	18%	49%	32%	13%	13%

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

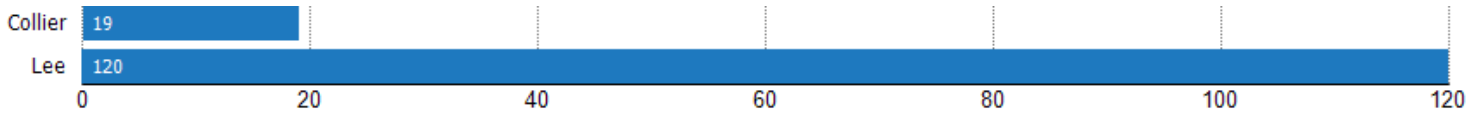


Property Type	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Other	-	-	-	-	-	-	-	-	-	-	-	1%	1%
Multifamily/Multiplex	7%	6%	7%	8%	11%	5%	7%	7%	6%	5%	7%	6%	7%
Condo/Townhouse	38%	35%	46%	45%	39%	41%	42%	42%	34%	38%	35%	40%	33%
Single Family Residence	55%	59%	47%	48%	50%	53%	51%	51%	60%	57%	59%	54%	59%

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

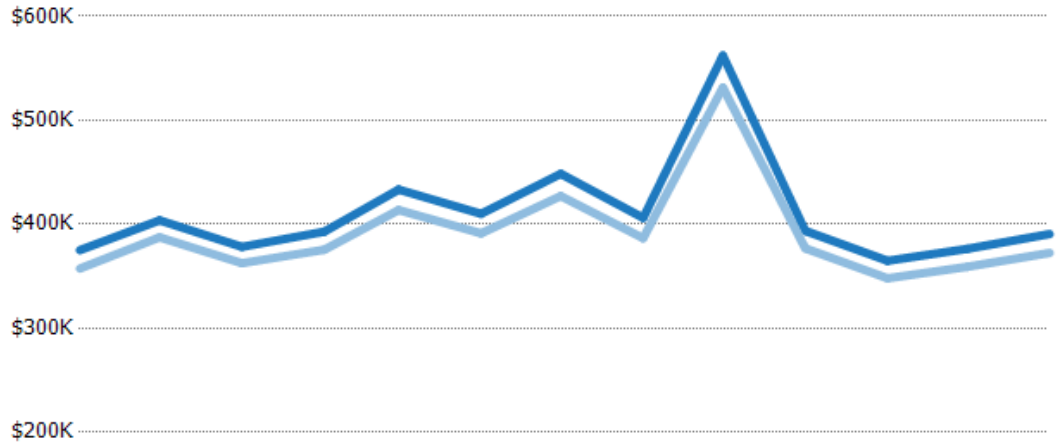


Average Sales Price vs Average Listing Price

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



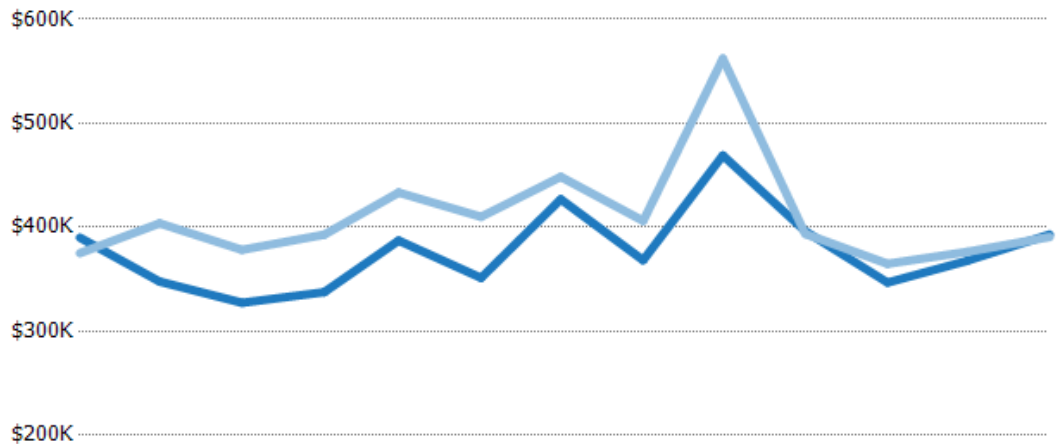
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg List Price	\$375K	\$404K	\$378K	\$393K	\$433K	\$410K	\$449K	\$406K	\$562K	\$394K	\$365K	\$376K	\$391K
Avg Sales Price	\$357K	\$388K	\$363K	\$376K	\$414K	\$391K	\$427K	\$387K	\$531K	\$377K	\$348K	\$359K	\$372K
Avg Sales Price as a % of Avg List Price	95%	96%	96%	96%	95%	95%	95%	95%	95%	96%	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



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	\$390K	\$348K	\$327K	\$338K	\$387K	\$351K	\$427K	\$368K	\$469K	\$396K	\$347K	\$368K	\$393K
Avg Sales Price	\$375K	\$404K	\$378K	\$393K	\$433K	\$410K	\$449K	\$406K	\$562K	\$394K	\$365K	\$376K	\$391K
Avg Sales Price as a % of Avg Est Value	96%	116%	116%	116%	112%	117%	105%	110%	120%	99%	105%	102%	99%

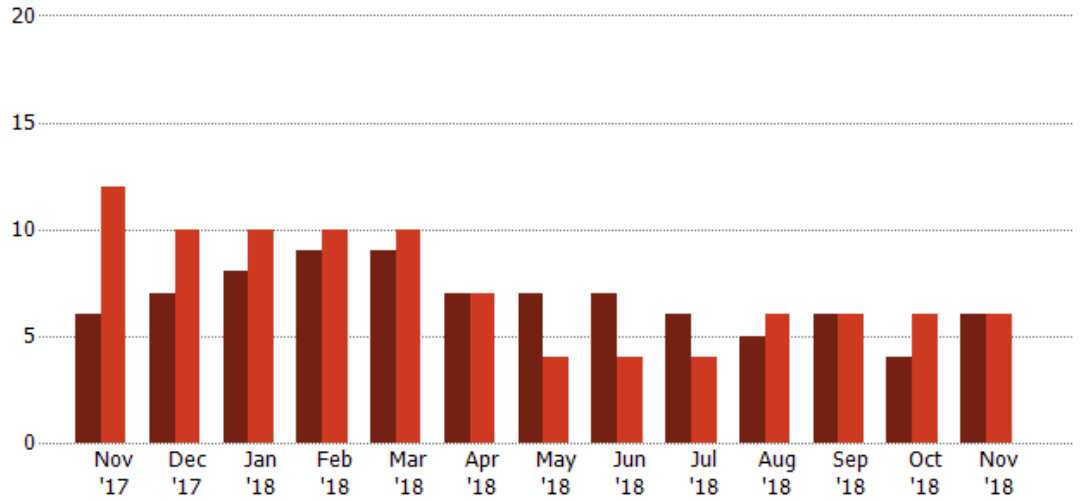
Distressed Listings

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.
Nov '18	6	0%
Nov '17	6	-50%
Nov '16	12	0%

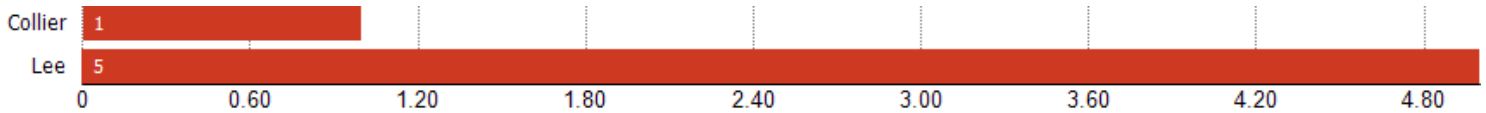


Current Year	6	7	8	9	9	7	7	7	6	5	6	4	6
Prior Year	12	10	10	10	10	7	4	4	4	6	6	6	6
Percent Change from Prior Year	-50%	-30%	-20%	-10%	-10%	0%	75%	75%	50%	-17%	0%	-33%	0%

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: 12/05/2018

Scheduled: Yes

Report Date Range: From 11/2017 To: 11/2018

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 11/2018 data

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