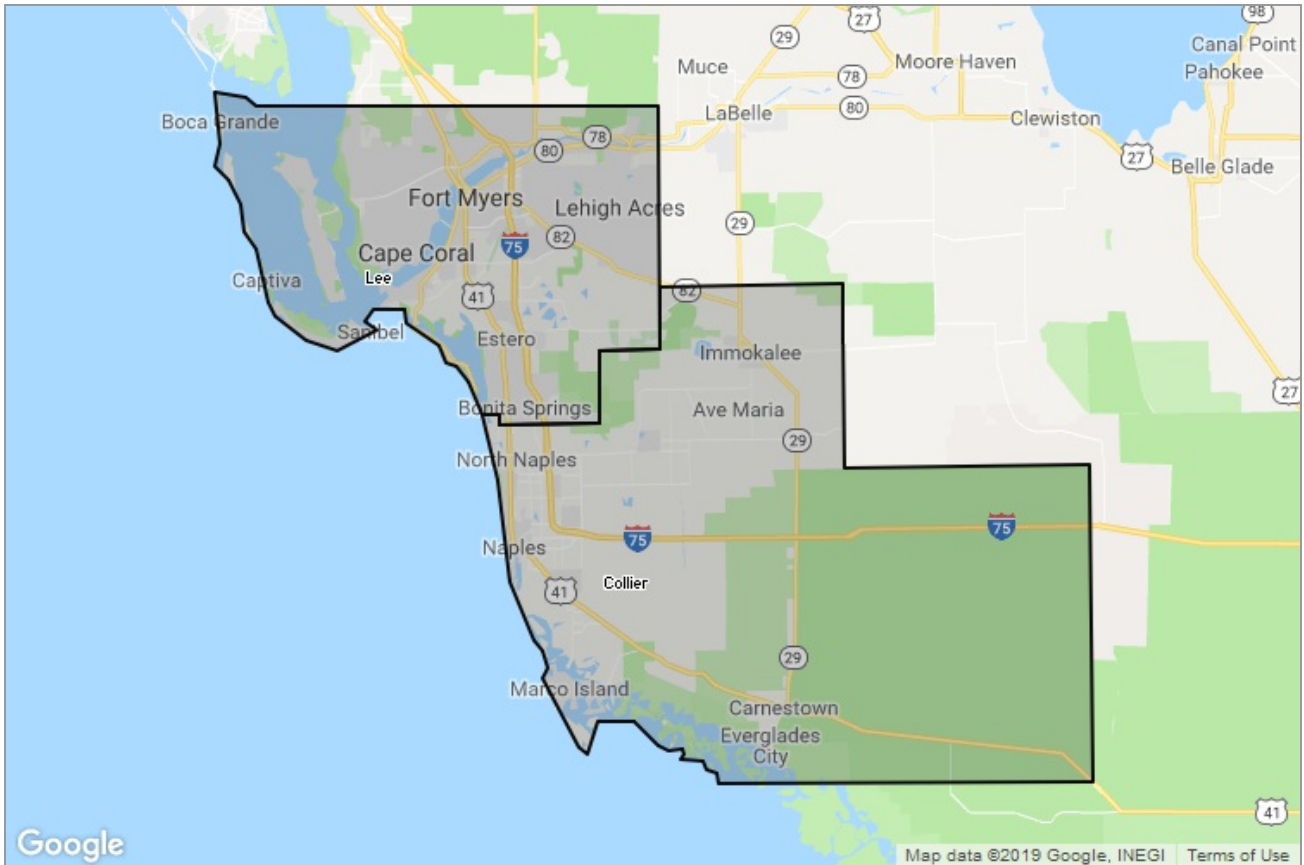




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
12/2017 – 12/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 01/08/2019

**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

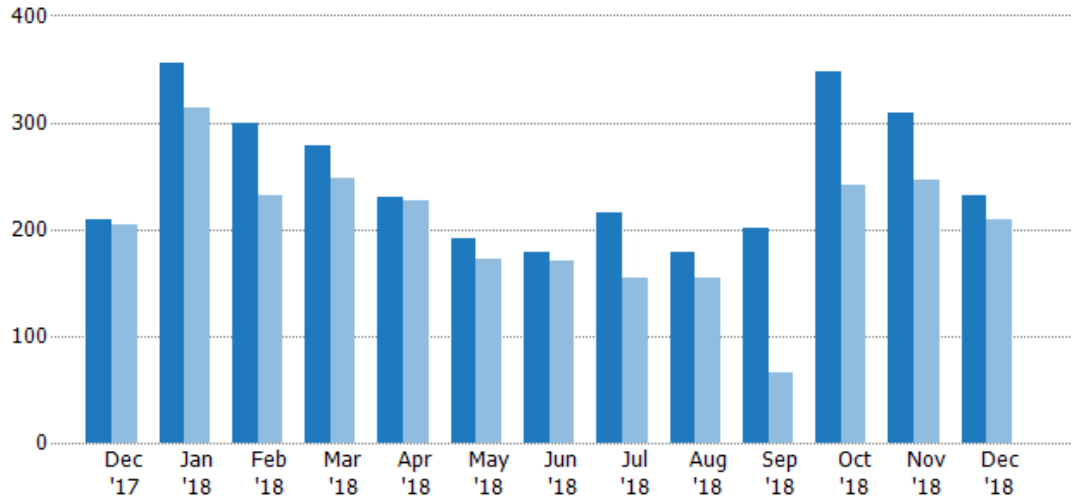
## New Listings

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

**Filters Used**

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Dec '18	232	11%
Dec '17	209	2.5%
Dec '16	204	-5.4%



Current Year	209	355	299	278	230	192	179	216	178	201	347	309	232
Prior Year	204	313	231	248	226	172	170	155	155	65	242	246	209
Percent Change from Prior Year	2%	13%	29%	12%	2%	12%	5%	39%	15%	209%	43%	26%	11%

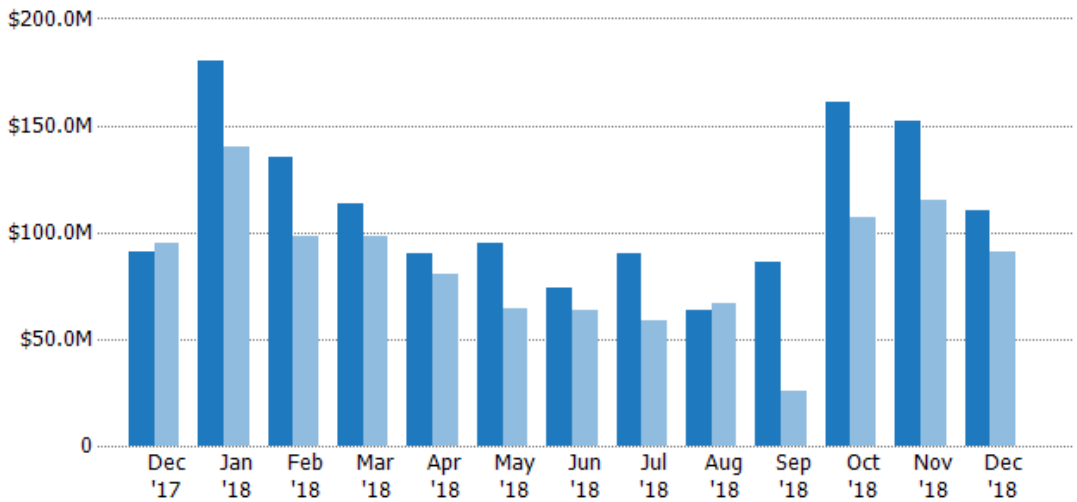
## New Listing Volume

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.
Dec '18	\$110M	21.1%
Dec '17	\$91M	-3.8%
Dec '16	\$94.6M	-21%



Current Year	\$91M	\$180M	\$135M	\$114M	\$90M	\$95M	\$73.8M	\$90.4M	\$63.6M	\$86M	\$161M	\$152M	\$110M
Prior Year	\$94.6M	\$140M	\$98.3M	\$98.2M	\$80.3M	\$64.1M	\$63.7M	\$58.7M	\$66.9M	\$25.5M	\$107M	\$115M	\$91M
Percent Change from Prior Year	-4%	28%	37%	16%	12%	48%	16%	54%	-5%	237%	51%	33%	21%

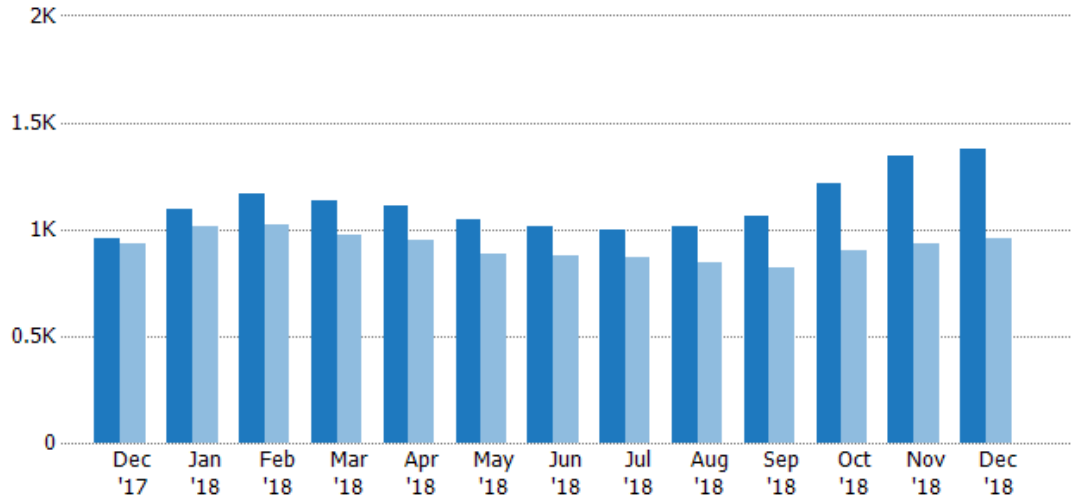
## Active Listings

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.
Dec '18	1.37K	43%
Dec '17	960	3%
Dec '16	932	-29.1%



Current Year	960	1.09K	1.16K	1.13K	1.11K	1.04K	1.01K	1K	1.02K	1.06K	1.21K	1.35K	1.37K
Prior Year	932	1.02K	1.02K	974	950	883	873	867	844	816	899	935	960
Percent Change from Prior Year	3%	7%	14%	16%	17%	18%	16%	15%	20%	30%	35%	44%	43%

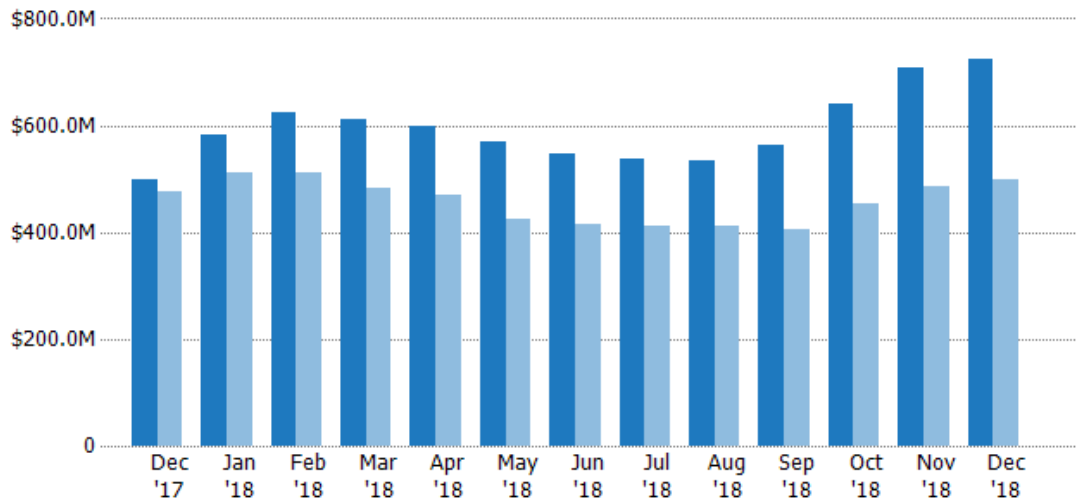
## Active Listing Volume

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.
Dec '18	\$725M	45.8%
Dec '17	\$498M	4.5%
Dec '16	\$476M	-32.8%



Current Year	\$498M	\$583M	\$624M	\$612M	\$600M	\$571M	\$547M	\$538M	\$535M	\$563M	\$640M	\$708M	\$725M
Prior Year	\$476M	\$510M	\$511M	\$484M	\$470M	\$424M	\$416M	\$413M	\$412M	\$405M	\$454M	\$486M	\$498M
Percent Change from Prior Year	4%	14%	22%	26%	28%	35%	32%	30%	30%	39%	41%	46%	46%

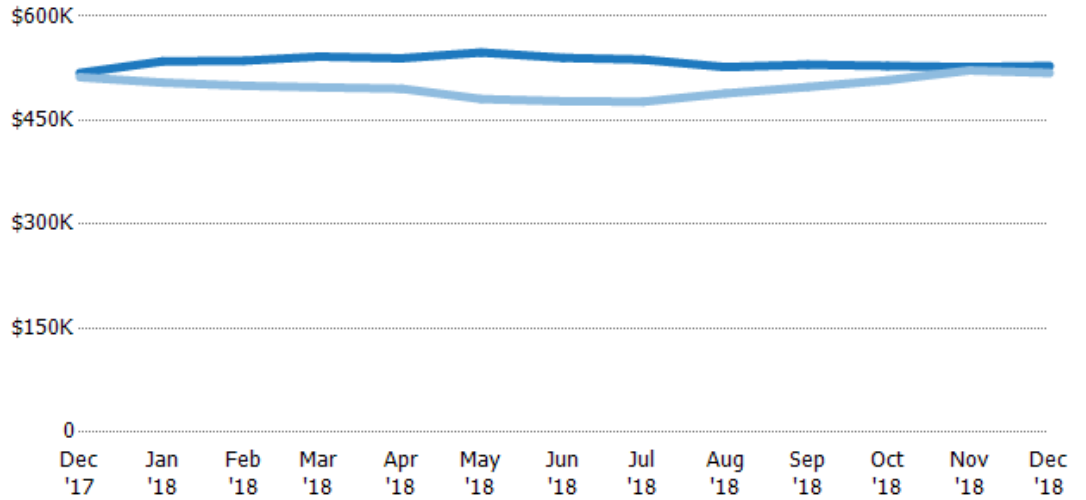
## Average Listing Price

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.
Dec '18	\$528K	1.9%
Dec '17	\$518K	1.2%
Dec '16	\$512K	-5.2%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$518K	\$535K	\$536K	\$542K	\$539K	\$548K	\$540K	\$538K	\$527K	\$530K	\$528K	\$527K	\$528K
Prior Year	\$512K	\$504K	\$500K	\$498K	\$496K	\$481K	\$477K	\$477K	\$489K	\$498K	\$508K	\$522K	\$518K
Percent Change from Prior Year	1%	6%	7%	9%	9%	14%	13%	13%	8%	6%	4%	1%	2%

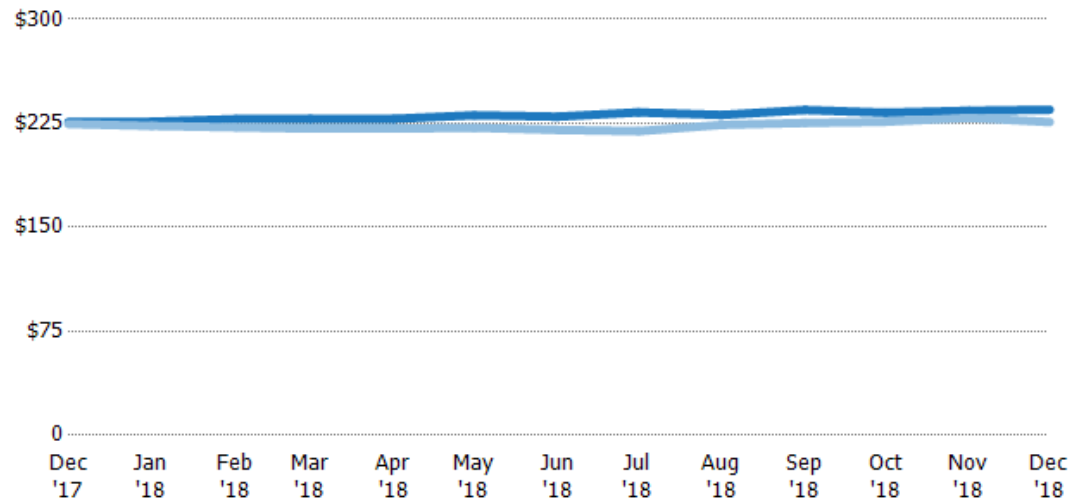
## Average Listing Price per Sq Ft

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.
Dec '18	\$235	3.9%
Dec '17	\$226	0.6%
Dec '16	\$224	-2.5%



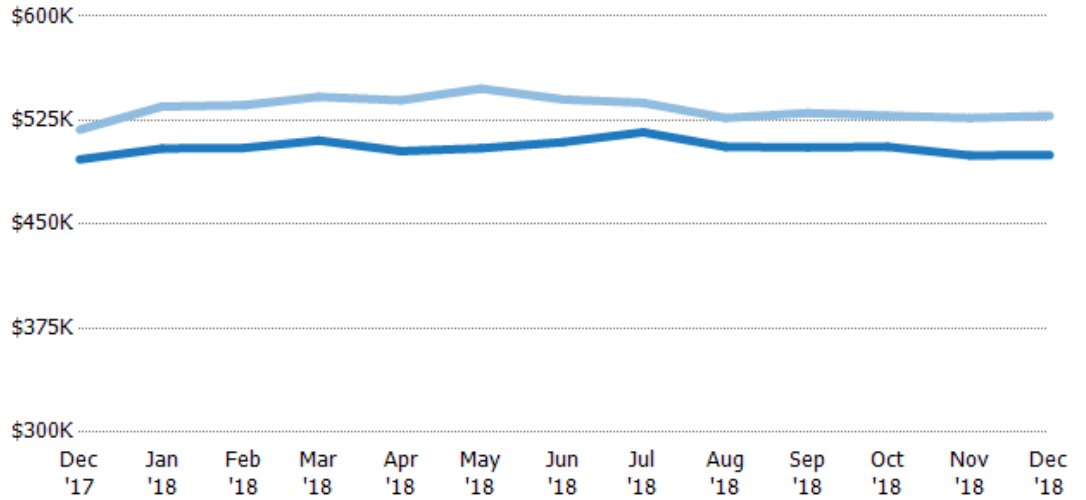
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$226	\$226	\$228	\$228	\$228	\$231	\$230	\$233	\$231	\$235	\$233	\$234	\$235
Prior Year	\$224	\$223	\$222	\$221	\$221	\$222	\$220	\$219	\$224	\$225	\$226	\$229	\$226
Percent Change from Prior Year	1%	1%	3%	3%	3%	4%	4%	6%	3%	4%	3%	2%	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



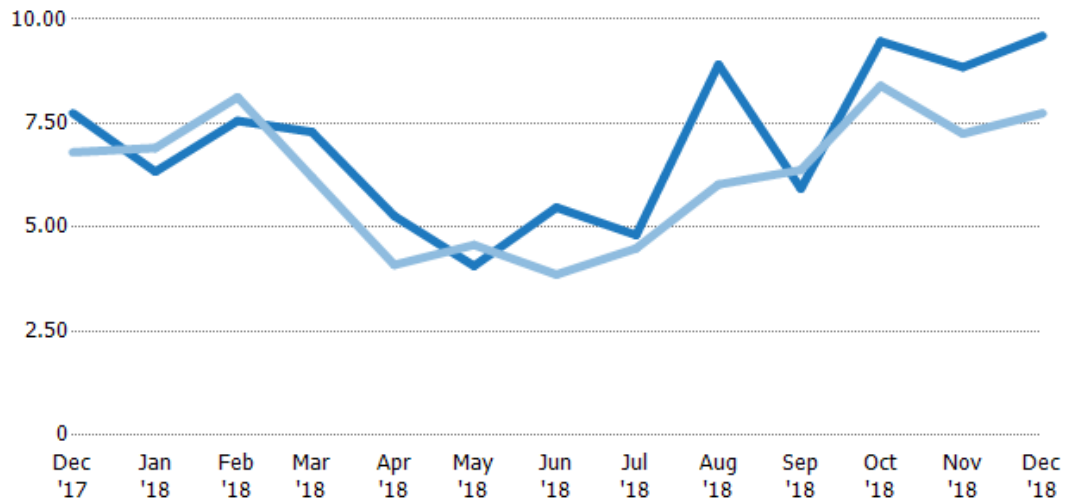
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	\$497K	\$505K	\$505K	\$510K	\$503K	\$505K	\$509K	\$516K	\$506K	\$505K	\$506K	\$500K	\$500K
Avg Listing Price	\$518K	\$535K	\$536K	\$542K	\$539K	\$548K	\$540K	\$538K	\$527K	\$530K	\$528K	\$527K	\$528K
Avg Listing Price as a % of Avg Est Value	104%	106%	106%	106%	107%	109%	106%	104%	104%	105%	104%	105%	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.
Dec '18	9.6	24%
Dec '17	7.74	13.8%
Dec '16	6.8	-12.5%

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	7.74	6.34	7.56	7.29	5.27	4.07	5.48	4.81	8.91	5.93	9.47	8.85	9.6
Prior Year	6.8	6.9	8.13	6.2	4.09	4.58	3.86	4.49	6.03	6.38	8.4	7.25	7.74
Percent Change from Prior Year	14%	-8%	-7%	18%	29%	-11%	42%	7%	48%	-7%	13%	22%	24%

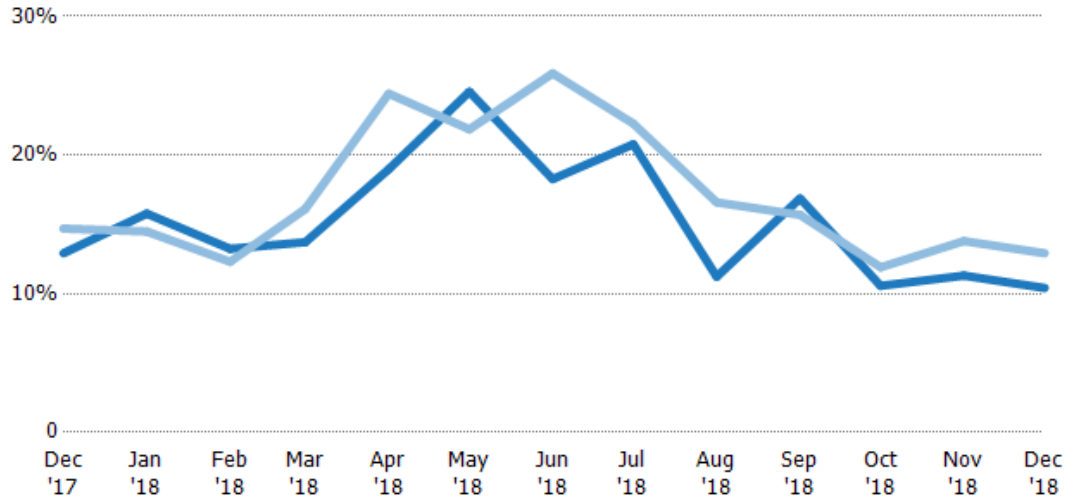
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Dec '18	10%	2.5%
Dec '17	13%	1.8%
Dec '16	15%	14.3%

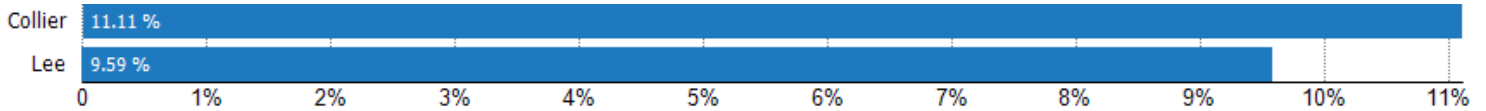


Current Year	13%	16%	13%	14%	19%	25%	18%	21%	11%	17%	11%	11%	10%
Prior Year	15%	14%	12%	16%	24%	22%	26%	22%	17%	16%	12%	14%	13%
Change from Prior Year	2%	-1%	-1%	2%	5%	-3%	8%	1%	5%	-1%	1%	2%	3%

## 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



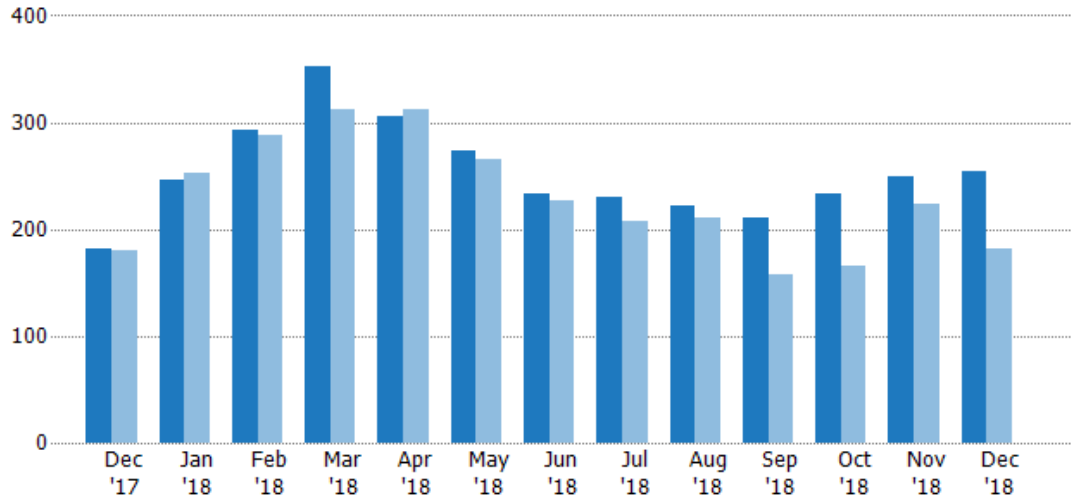
## Pending Sales

The number of 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.
Dec '18	254	40.3%
Dec '17	181	0.6%
Dec '16	180	9.4%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	181	246	293	353	305	273	234	230	222	210	234	250	254
Prior Year	180	253	288	312	312	265	227	208	210	158	166	224	181
Percent Change from Prior Year	1%	-3%	2%	13%	-2%	3%	3%	11%	6%	33%	41%	12%	40%

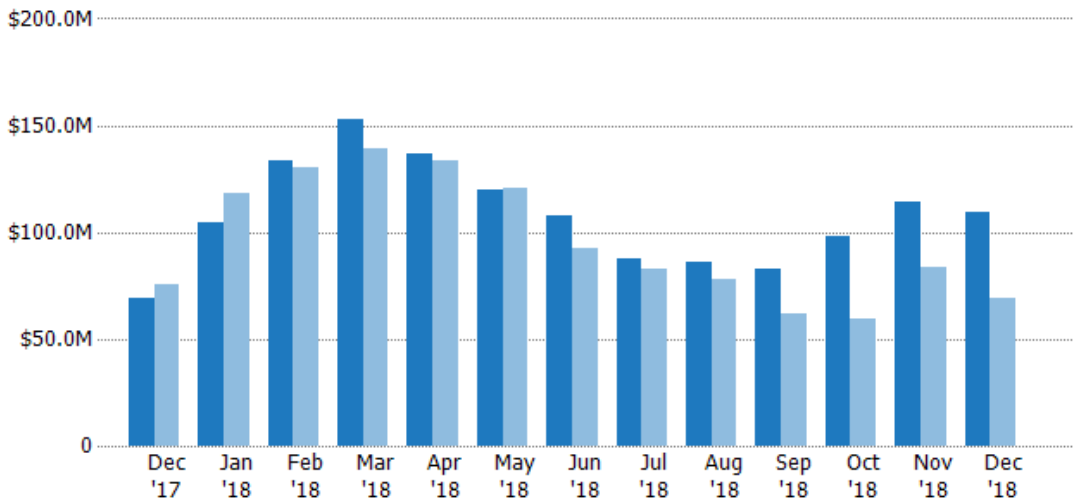
## Pending Sales Volume

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.
Dec '18	\$110M	58.9%
Dec '17	\$69M	-8.2%
Dec '16	\$75.2M	9%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$69M	\$105M	\$134M	\$153M	\$137M	\$120M	\$108M	\$87.9M	\$85.8M	\$83M	\$98M	\$114M	\$110M
Prior Year	\$75.2M	\$118M	\$131M	\$139M	\$134M	\$121M	\$92.4M	\$83.2M	\$78.3M	\$61.7M	\$59.1M	\$83.9M	\$69M
Percent Change from Prior Year	-8%	-11%	3%	10%	2%	-1%	17%	6%	10%	34%	66%	36%	59%

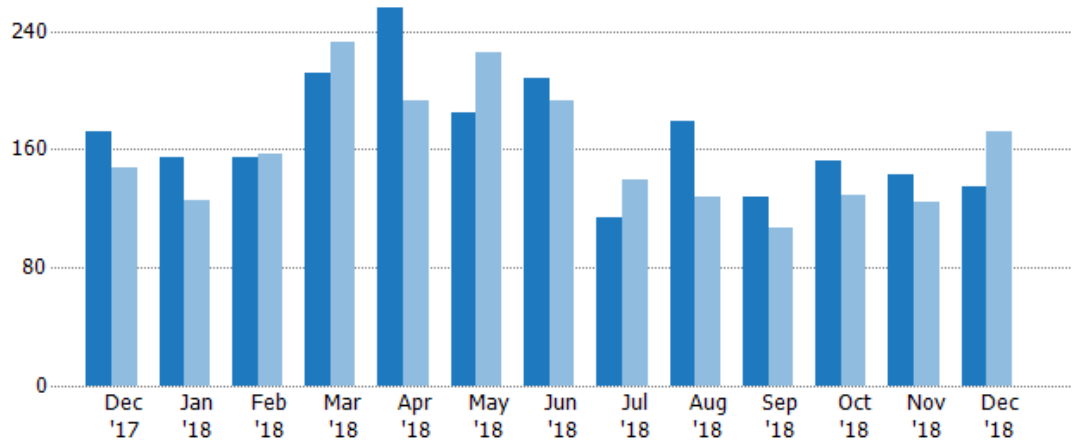
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Dec '18	135	-21.5%
Dec '17	172	17%
Dec '16	147	18.4%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	172	154	155	211	256	185	208	114	179	128	152	143	135
Prior Year	147	126	157	232	193	226	193	140	128	107	129	124	172
Percent Change from Prior Year	17%	22%	-1%	-9%	33%	-18%	8%	-19%	40%	20%	18%	15%	-22%

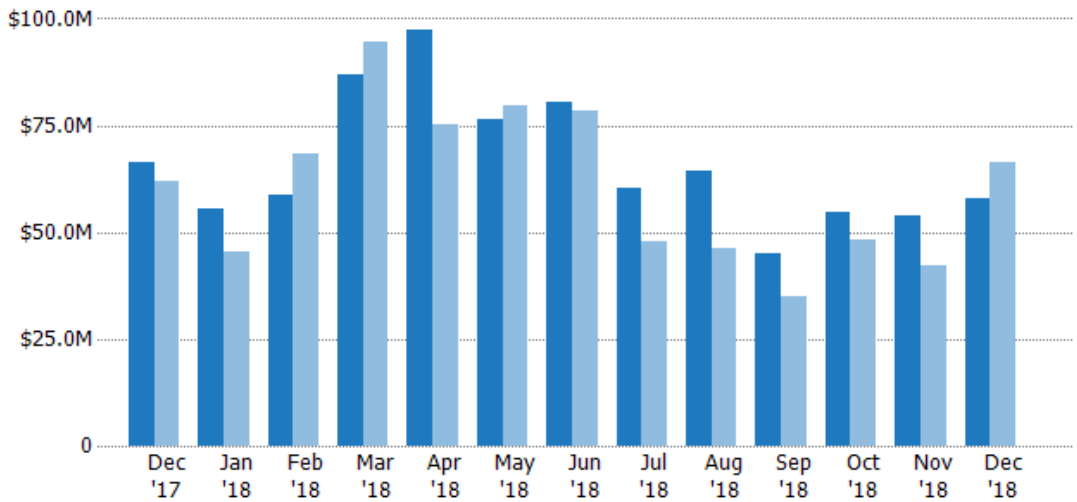
## Closed Sales Volume

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.
Dec '18	\$57.8M	-12.8%
Dec '17	\$66.3M	7.1%
Dec '16	\$61.9M	8.2%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$66.3M	\$55.4M	\$58.6M	\$86.8M	\$97.2M	\$76.6M	\$80.6M	\$60.4M	\$64.2M	\$45M	\$54.8M	\$53.7M	\$57.8M
Prior Year	\$61.9M	\$45.6M	\$68.2M	\$94.6M	\$75.3M	\$79.8M	\$78.4M	\$47.7M	\$46.3M	\$35M	\$48.4M	\$42.2M	\$66.3M
Percent Change from Prior Year	7%	22%	-14%	-8%	29%	-4%	3%	27%	39%	28%	13%	27%	-13%

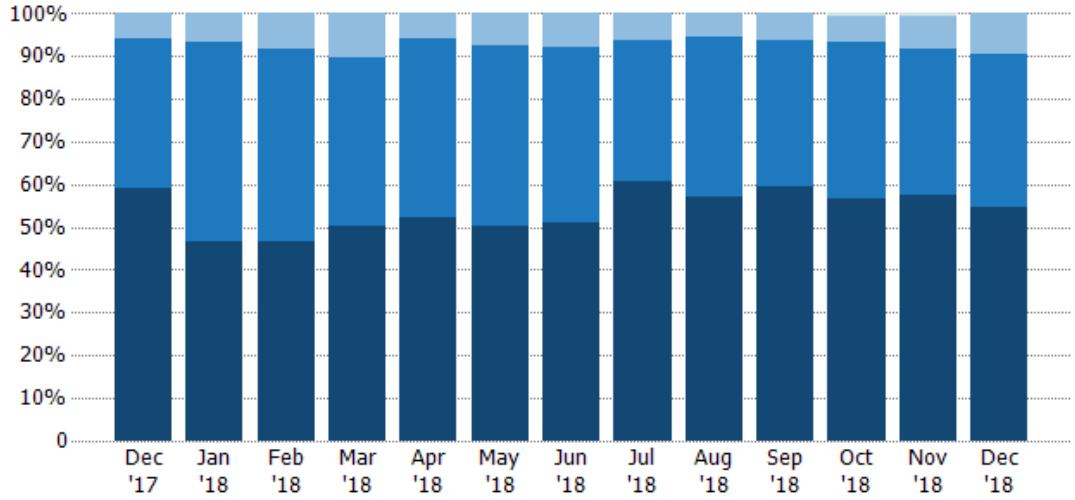


### Closed Sales by Property Type

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

**Filters Used**

County: Collier County, Florida, Lee County, Florida

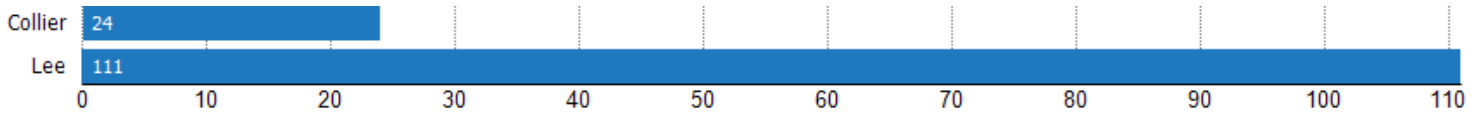


Property Type	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Other	-	-	-	-	-	-	-	-	-	-	1%	1%	-
Multifamily/Multiplex	6%	6%	8%	10%	6%	8%	8%	6%	6%	6%	6%	8%	10%
Condo/Townhouse	35%	47%	45%	39%	42%	42%	41%	33%	37%	34%	37%	34%	36%
Single Family Residence	59%	47%	46%	50%	52%	50%	51%	61%	57%	59%	57%	57%	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

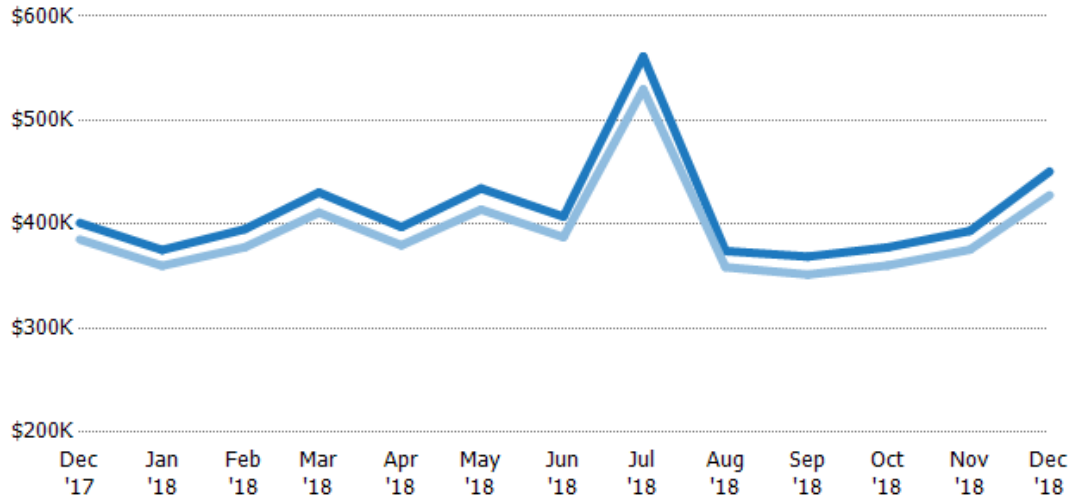


## Average Sales Price vs Average Listing Price

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



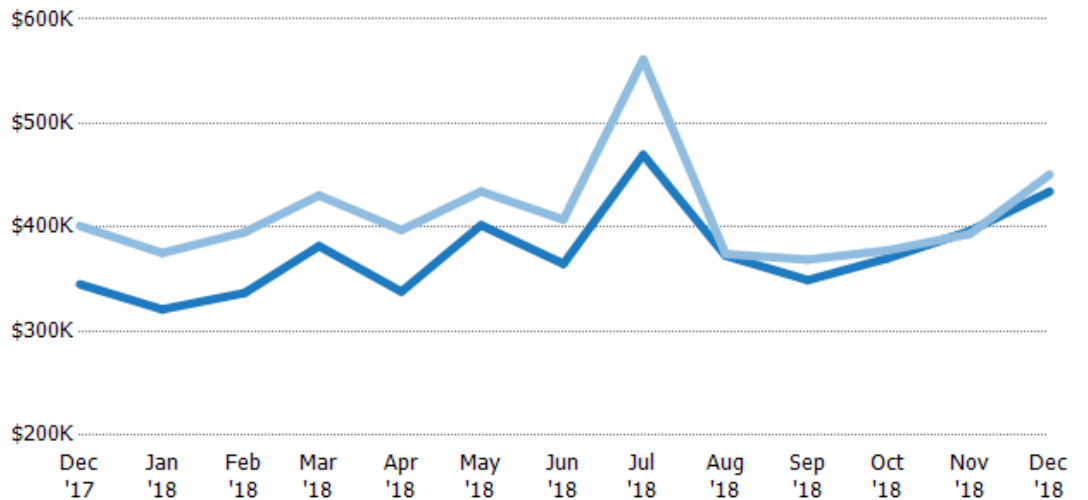
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg List Price	\$401K	\$375K	\$395K	\$431K	\$397K	\$434K	\$407K	\$561K	\$374K	\$369K	\$378K	\$394K	\$451K
Avg Sales Price	\$385K	\$360K	\$378K	\$411K	\$380K	\$414K	\$388K	\$530K	\$359K	\$352K	\$360K	\$376K	\$428K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	95%	96%	95%	95%	94%	96%	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



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	\$345K	\$321K	\$337K	\$382K	\$338K	\$402K	\$365K	\$470K	\$373K	\$349K	\$370K	\$396K	\$434K
Avg Sales Price	\$401K	\$375K	\$395K	\$431K	\$397K	\$434K	\$407K	\$561K	\$374K	\$369K	\$378K	\$394K	\$451K
Avg Sales Price as a % of Avg Est Value	116%	117%	117%	113%	118%	108%	112%	120%	100%	106%	102%	99%	104%

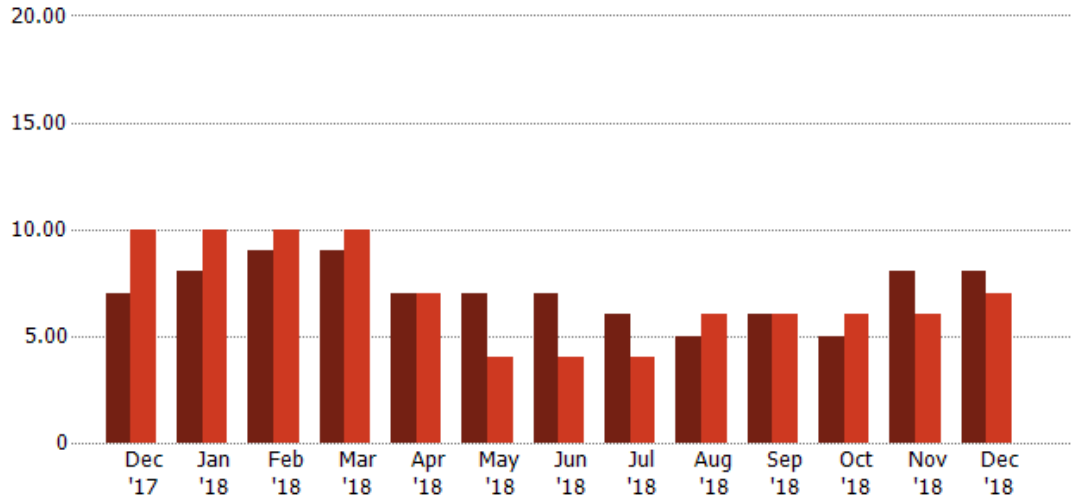
## Distressed Listings

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.
Dec '18	8	14.3%
Dec '17	7	-30%
Dec '16	10	-40%



Current Year	7	8	9	9	7	7	7	6	5	6	5	8	8
Prior Year	10	10	10	10	7	4	4	4	6	6	6	6	7
Percent Change from Prior Year	-30%	-20%	-10%	-10%	0%	75%	75%	50%	-17%	0%	-17%	33%	14%

## 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:** 01/08/2019

**Scheduled:** Yes

**Report Date Range:** From 12/2017 To: 12/2018

### 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 12/2018 data

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