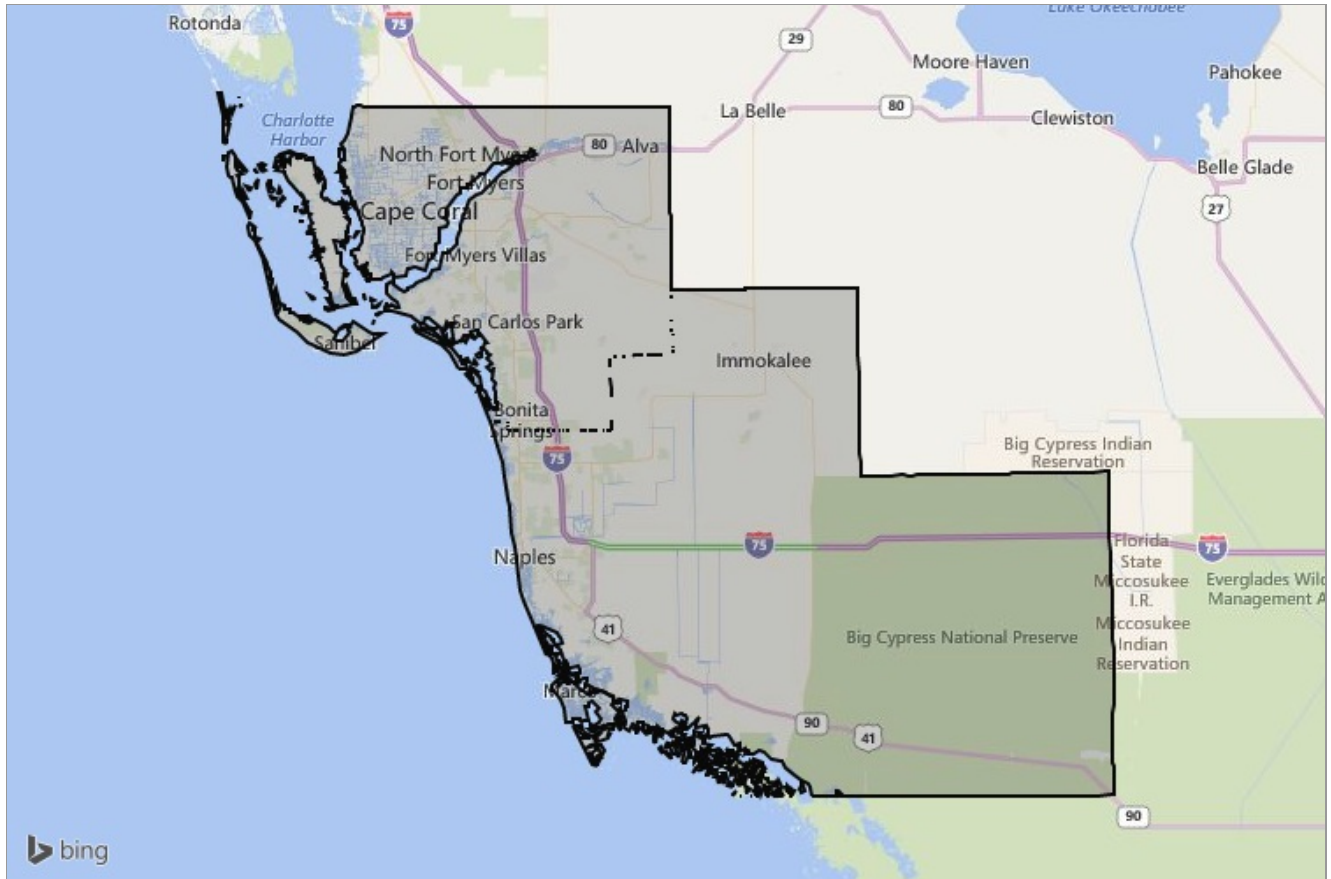




Bonita Springs-Estero  
Association of REALTORS®  
Providing the highest quality  
real estate information  
Small enough to be personal.

## MARKET DATA REPORT

# Bonita Springs-Estero Association of REALTORS®



Provided for the month of  
September 2014

(239) 992-6771





## Listings Trends

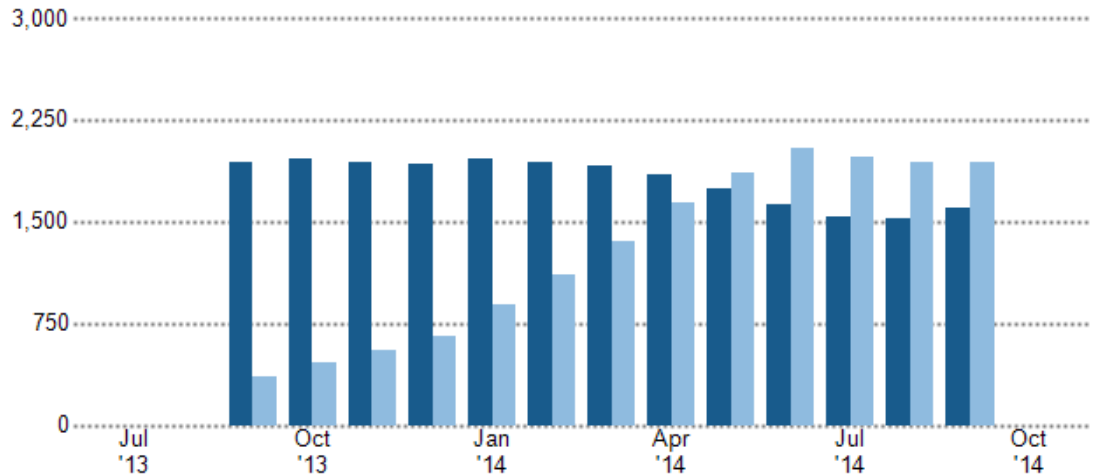
The key metrics for residential inventory (single-family homes, condominiums and townhomes) track the total number and value of active listings, pricing and market pace. Inventory trends are subject to seasonal effects and are driven by employment, household formation and affordability. The average time it takes to sell a property and the rate of inventory absorption are constrained by inventory or demand, and pricing reflects the impact of these constraints. The area covered by these graphs is the footprint of an Association, MLS or broker. Data source(s): MLS listings data

### Active Listing Count

The total number of single-family, condominium and townhome units that are actively listed during each monthly period.

■ Past 12 Months  
■ One Year Earlier

|                       |       |
|-----------------------|-------|
| This Month            | 1,595 |
| Last Month            | 1,518 |
| Same Month a Year Ago | 1,941 |

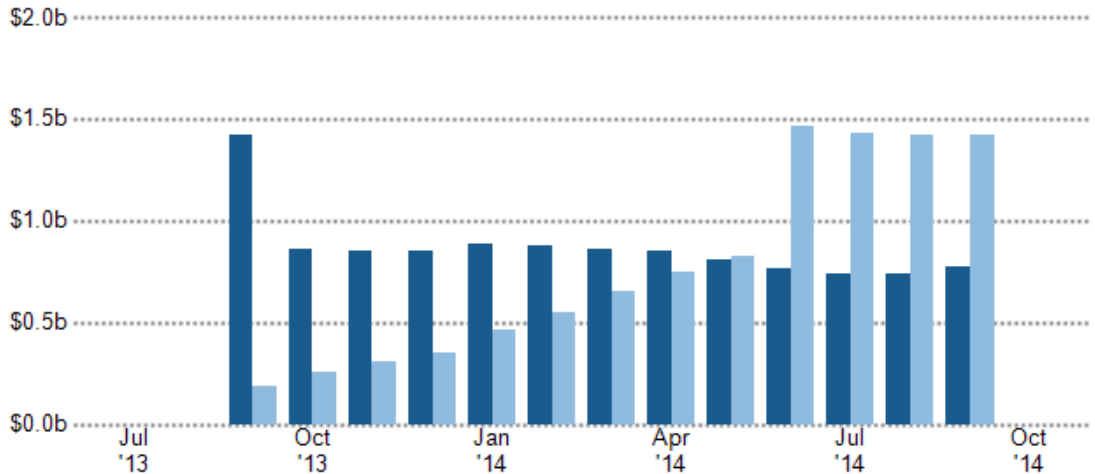


### Active Listing Volume

The sum of listing prices for all actively listed residential properties during each monthly period.

■ Past 12 Months  
■ One Year Earlier

|                       |          |
|-----------------------|----------|
| This Month            | \$773.3M |
| Last Month            | \$740.5M |
| Same Month a Year Ago | \$1.4B   |



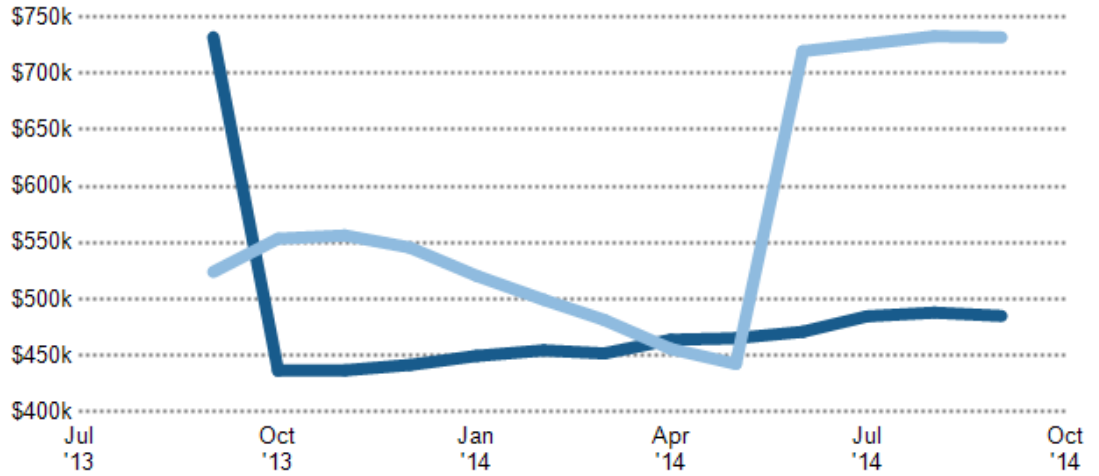


## Average Listing Price

The average price for all actively listed residential properties during each monthly period.

- Past 12 Months
- One Year Earlier

|                       |        |
|-----------------------|--------|
| This Month            | \$485K |
| Last Month            | \$488K |
| Same Month a Year Ago | \$732K |

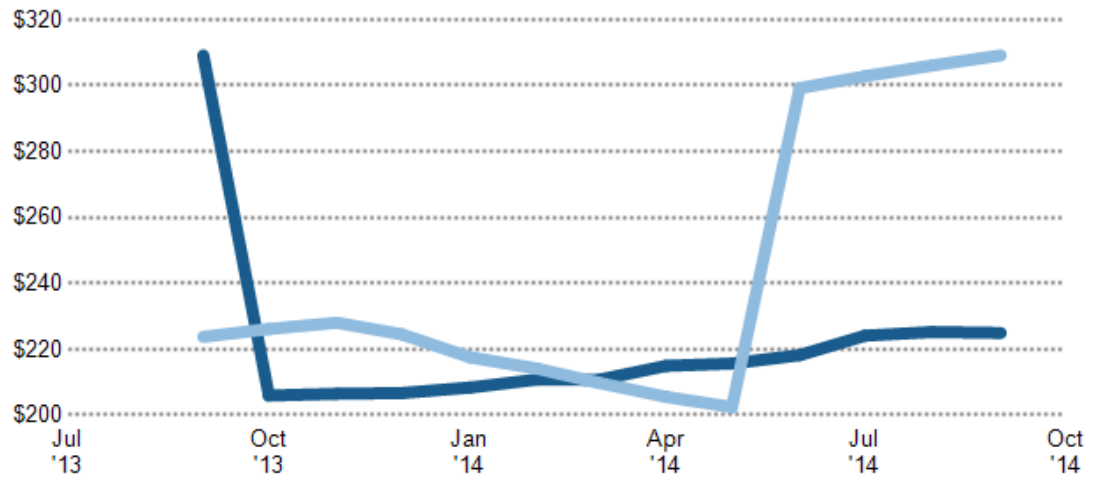


## Average Listing Price per Square Foot

The average of listing prices divided into the living area of homes on the market during each monthly period.

- Past 12 Months
- One Year Earlier

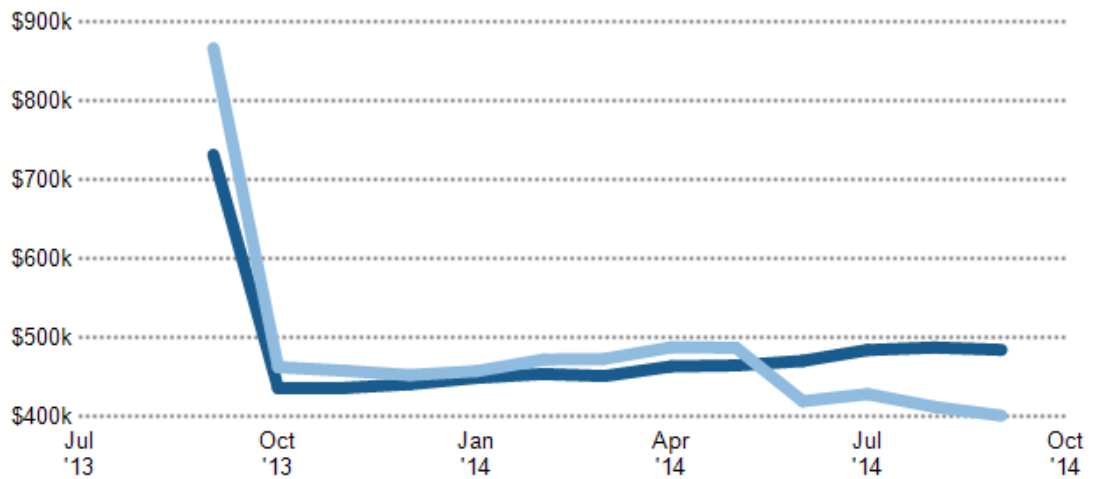
|                       |       |
|-----------------------|-------|
| This Month            | \$225 |
| Last Month            | \$225 |
| Same Month a Year Ago | \$309 |



## Average Listing Price vs. Estimated Value

The ratio of average listing price to the average AVM or RVM® automated valuation estimate for the same properties. Realtors Valuation Model® is a computer model of residential property values produced by RPR.

- List Price
- RVM



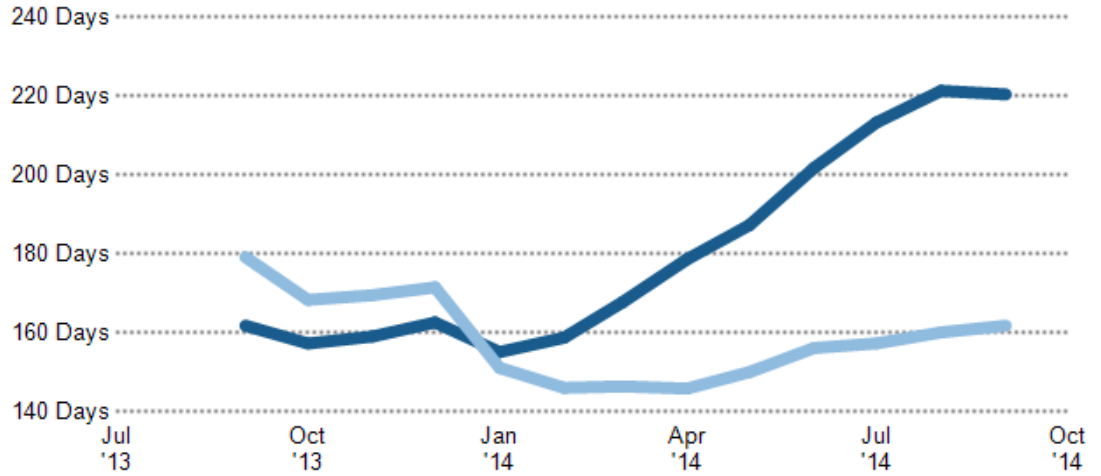


## Average Days in RPR

The average number of days between when residential properties are first displayed as active listings on RPR and when accepted offers have been noted in RPR's system.

- Past 12 Months
- One Year Earlier

|                       |          |
|-----------------------|----------|
| This Month            | 220 Days |
| Last Month            | 221 Days |
| Same Month a Year Ago | 162 Days |



## Average Days in RPR By County

A geographical breakdown of the average days in RPR. Up to 10 markets with the lowest average days in RPR are displayed.

- County

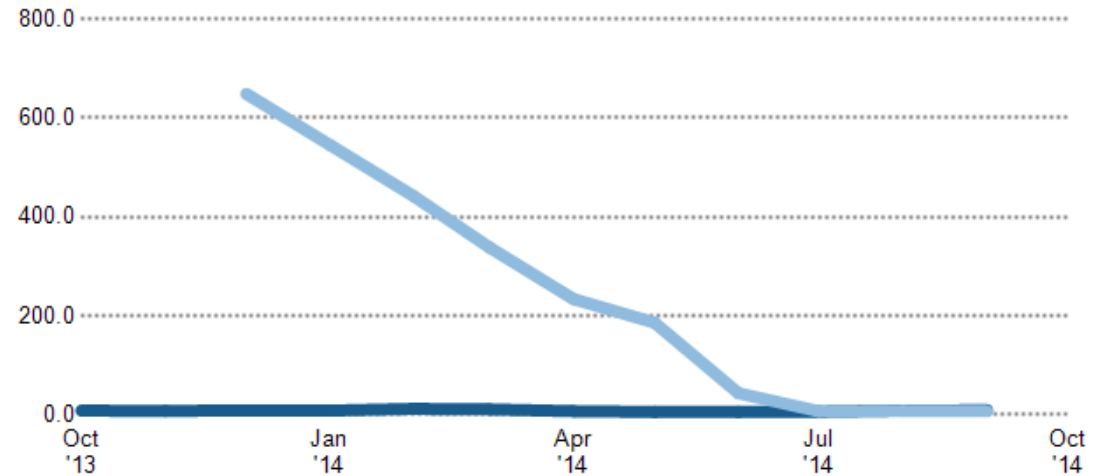


## Months of Inventory

Compares the number of months it would take to exhaust active listings at the current sales rate.

- Past 12 Months
- One Year Earlier

|                       |    |
|-----------------------|----|
| This Month            | 10 |
| Last Month            | 9  |
| Same Month a Year Ago | 8  |



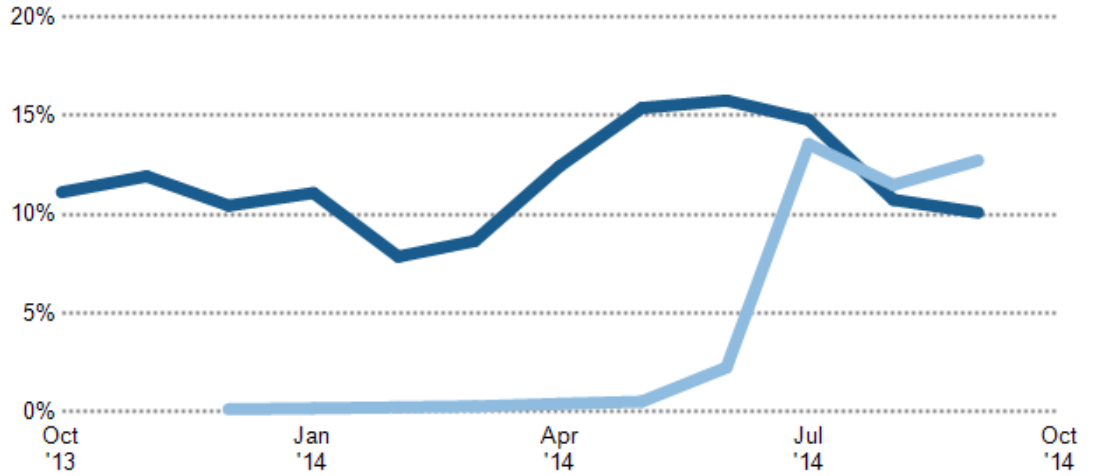


## Absorption Rate

A measure of market pace, which compares that rate at which new inventory is coming onto the market to the average time it takes to sell.

- Past 12 Months
- One Year Earlier

|                       |     |
|-----------------------|-----|
| This Month            | 10% |
| Last Month            | 11% |
| Same Month a Year Ago | 13% |



## Absorption Rate By County

A geographical breakdown of absorption rate. Up to 10 markets with the highest absorption rates are displayed.

- County





# Sales Trends

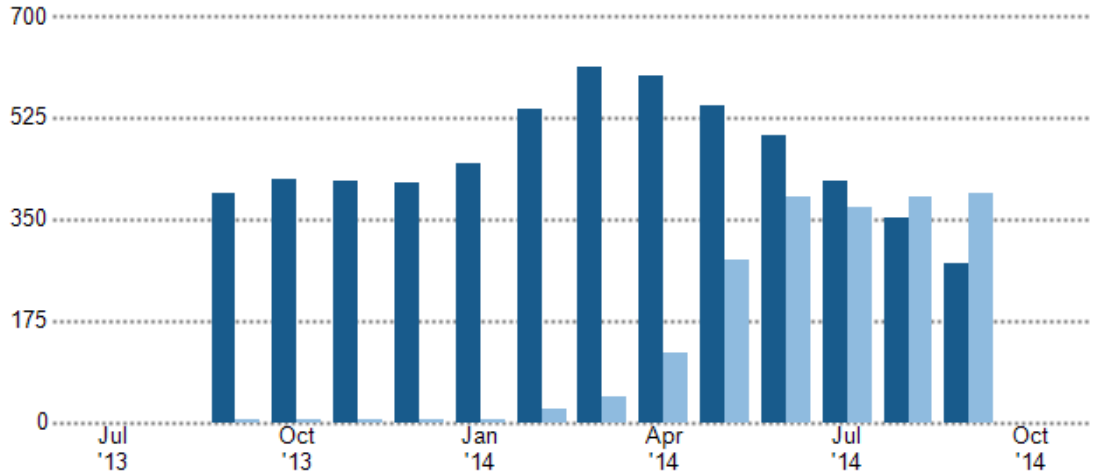
The metrics for completed sales reflect the demand side of the housing market—how many residential properties actually were sold and for how much. Large differences between supply (active inventory) and demand can indicate an imbalance in the market, which tends to even out over time as pricing shifts to correct for an over- or undersupply of inventory. The area covered by these graphs is the footprint of an Association, MLS or broker. Data source(s): MLS listings data

## Pending Sales Count

The total number of single-family, condominium and townhome units with accepted offers during each monthly period.

■ Past 12 Months  
■ One Year Earlier

|                       |     |
|-----------------------|-----|
| This Month            | 274 |
| Last Month            | 353 |
| Same Month a Year Ago | 393 |

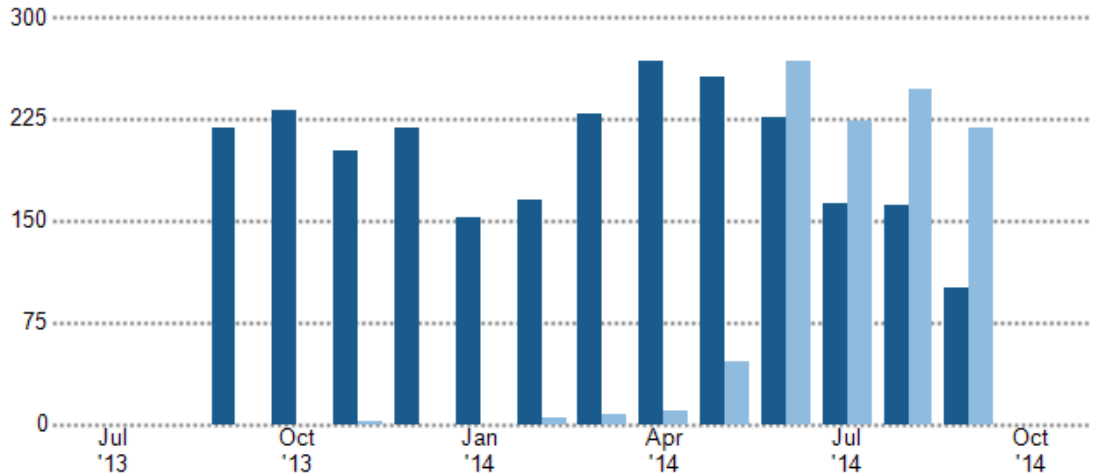


## Sales Count

The total number of single-family, condominium and townhome units that closed sale during each monthly period.

■ Past 12 Months  
■ One Year Earlier

|                       |     |
|-----------------------|-----|
| This Month            | 100 |
| Last Month            | 161 |
| Same Month a Year Ago | 218 |



## Sales Count by County

A geographical breakdown of sales count. Up to 10 markets with the highest sales count are displayed.

■ County



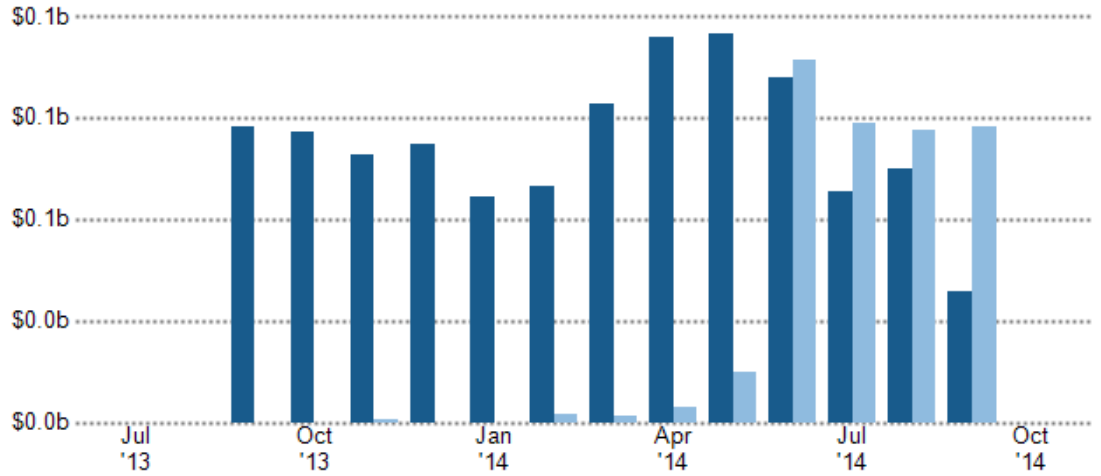


## Sales Volume

The sum of prices for all residential properties that closed during each monthly period, excluding any concessions.

- Past 12 Months
- One Year Earlier

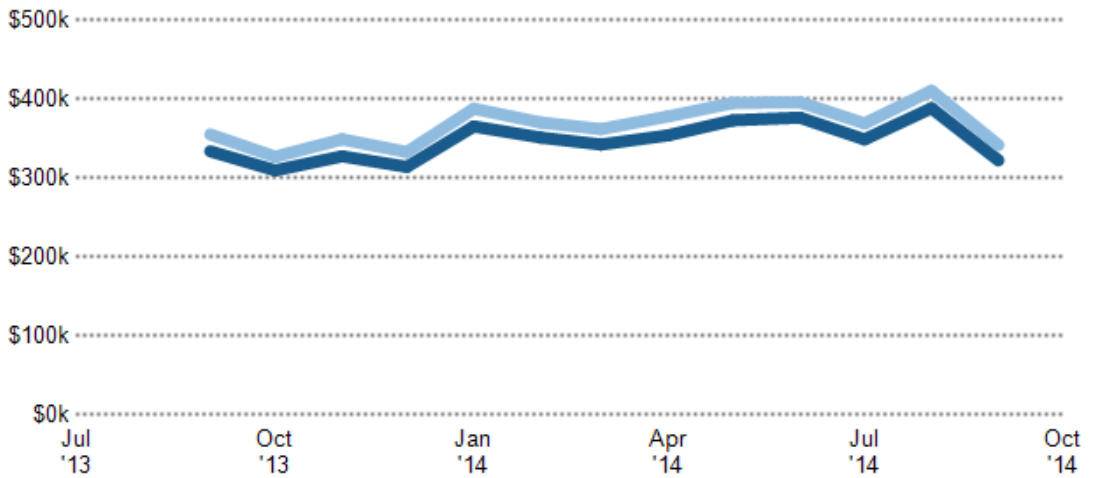
|                       |         |
|-----------------------|---------|
| This Month            | \$32.2M |
| Last Month            | \$62.5M |
| Same Month a Year Ago | \$72.7M |



## Average Listing Price vs. Average Sales Price

The ratio of average listing prices to average sales prices each month, reflecting whether the market is a "buyers market," "sellers market" or a balanced market.

- Sales Price
- List Price

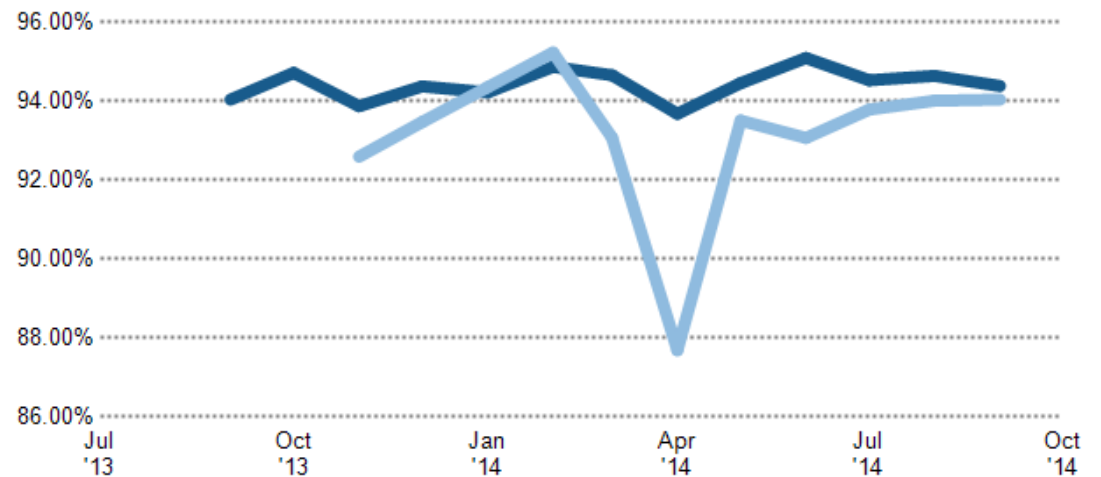


## Percentage of Listing Price

The average percentage of listing price for which homes sold for each monthly period.

- Past 12 Months
- One Year Earlier

|                       |        |
|-----------------------|--------|
| This Month            | 94.37% |
| Last Month            | 94.63% |
| Same Month a Year Ago | 94.03% |

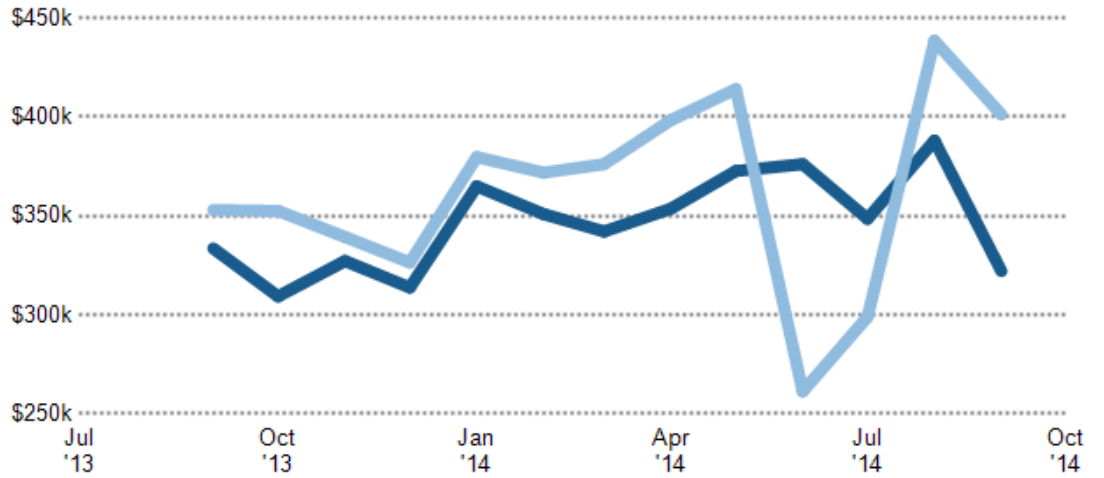




## Average Sales Price vs. Estimated Value

The ratio of average sales price (excluding any concessions) to the average AVM or RVM® automated valuation estimate for the same properties. Realtors Valuation Model® is a computer model of residential property values produced by RPR.

- Sales Price
- RVM







# Distressed Trends

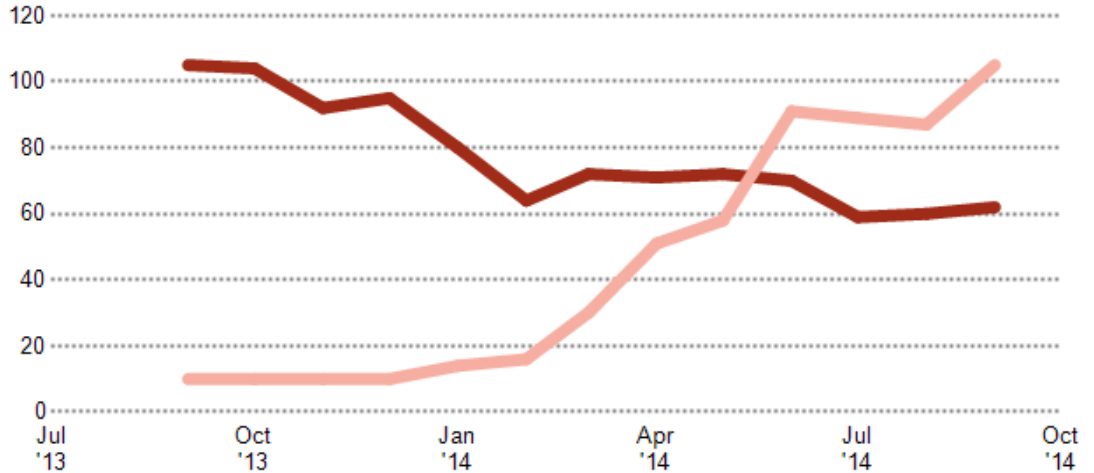
The distressed segment of the market represents those homes in some stage of the mortgage default process, from short sale, to pre-foreclosure, to foreclosure, bank repossession, and auction or sale. Not all distressed properties are in foreclosure. Distressed pricing tends to reflect the impaired condition of the borrower or the property. Historically, there has always been some "normal" level of distressed activity, which has been elevated over the last several years. The area covered by this graph is the footprint of an Association, MLS or broker. Data source(s): Public records and MLS listings data where available

## Distressed Listings Count

The total number of distressed single-family, condominium and townhome units that are actively listed during each monthly period.

- Past 12 Months
- One Year Earlier

|                       |     |
|-----------------------|-----|
| This Month            | 62  |
| Last Month            | 60  |
| Same Month a Year Ago | 105 |



## Distressed Listings Count By County

A geographical breakdown of the distressed listing count. Up to 10 markets with the highest number of distressed listings are displayed.

- County

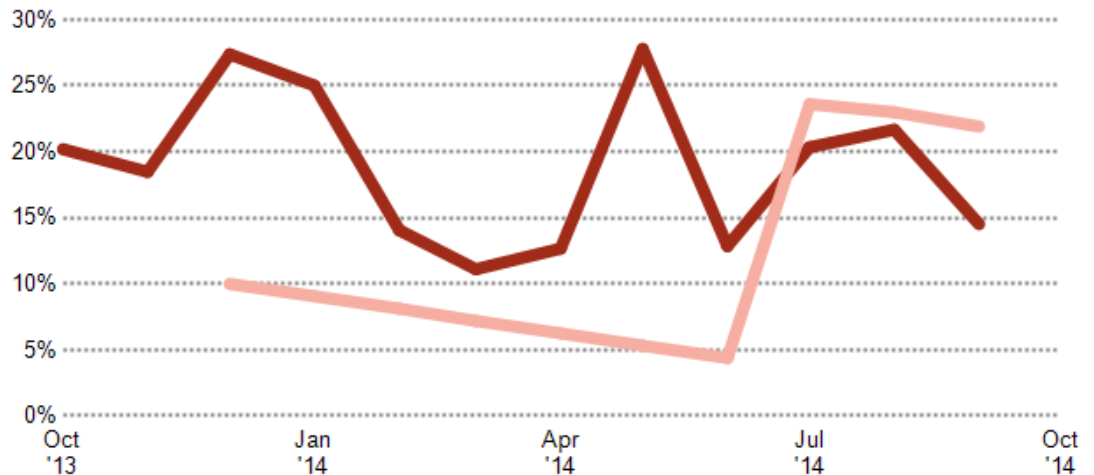


## Distressed Absorption Rate

A measure of market pace, which compares that rate at which new distressed inventory is coming onto the market to the average time it takes to sell distressed properties.

- Past 12 Months
- One Year Earlier

|                       |     |
|-----------------------|-----|
| This Month            | 15% |
| Last Month            | 22% |
| Same Month a Year Ago | 22% |





# Market Data Report

For the month of  
September 2014

**Disclaimer:**  
Report prepared 10/7/2014. Listing data supplied by Bonita Springs - Estero MLS, subject to broker exclusion, and may not include all listings available from the MLS. Listing data covers Collier and Lee counties. All information is not guaranteed and should be independently verified.

