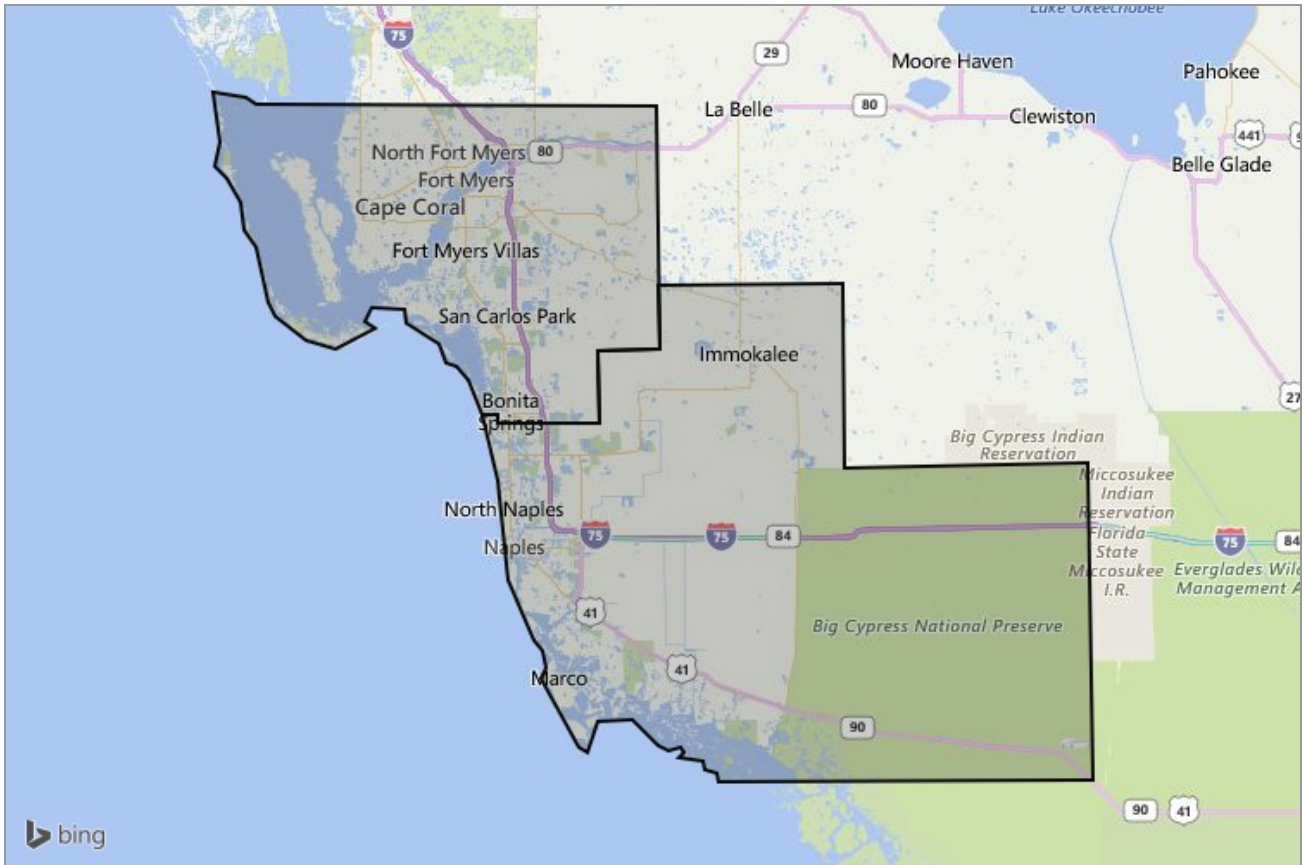




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2015 – 9/2016

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/06/2016

Scheduled: Yes

Presented by

Bonita Springs-Estero Association of REALTORS®

(239) 992-6771

<http://bearflorida.point2agent.com/>

25300 Bemwood Drive
Suite 1
Bonita Springs, FL 34135



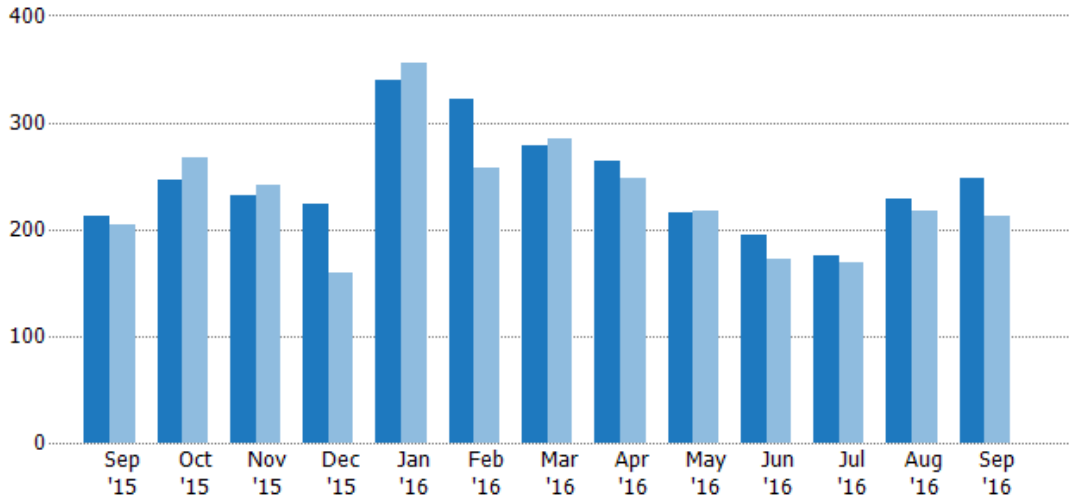
New Listings

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.
Sep '16	247	16.5%
Sep '15	212	3.4%
Sep '14	205	-6.3%



Current Year	212	246	232	224	340	322	278	264	216	194	175	228	247
Prior Year	205	267	242	159	355	258	285	248	217	172	169	217	212
Percent Change from Prior Year	3%	-8%	-4%	41%	-4%	25%	-2%	6%	0	13%	4%	5%	17%

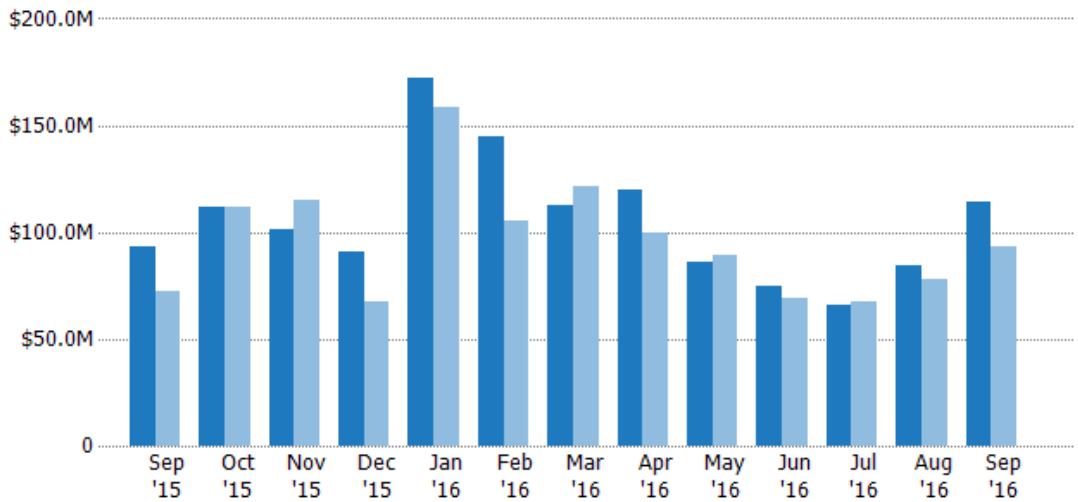
New Listing Volume

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.
Sep '16	\$115M	23%
Sep '15	\$93.1M	29.4%
Sep '14	\$71.9M	-20.7%



Current Year	\$93.1M	\$112M	\$101M	\$90.7M	\$172M	\$145M	\$113M	\$120M	\$86.2M	\$74.8M	\$65.8M	\$84.6M	\$115M
Prior Year	\$71.9M	\$112M	\$115M	\$67.9M	\$158M	\$105M	\$121M	\$100M	\$89.3M	\$69.4M	\$67.7M	\$77.9M	\$93.1M
Percent Change from Prior Year	29%	0	-12%	34%	9%	38%	-7%	20%	-3%	8%	-3%	9%	23%



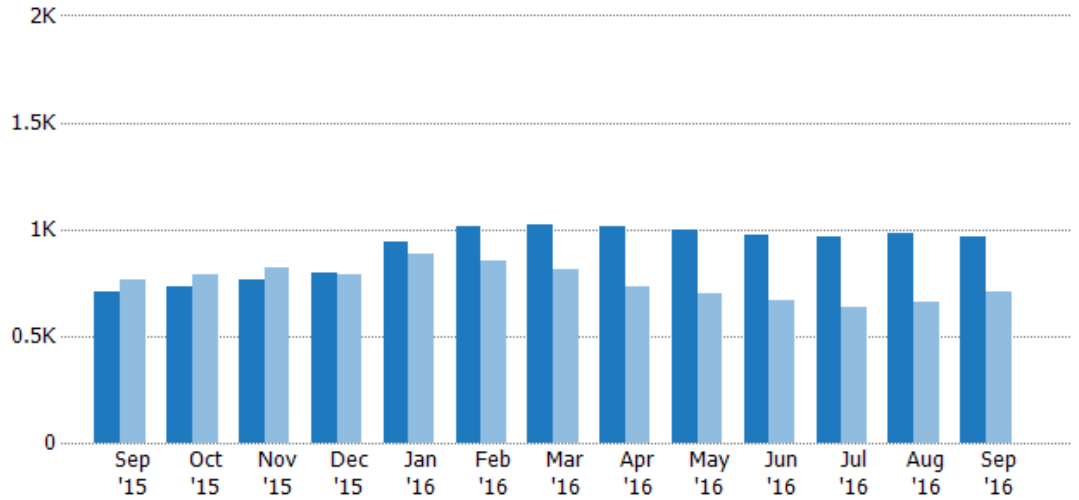
Active Listings

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.
Sep '16	966	37.2%
Sep '15	704	-7.7%
Sep '14	763	44.6%



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	704	735	767	797	942	1.01K	1.02K	1.01K	995	971	962	980	966
Prior Year	763	789	820	786	883	853	809	732	702	668	635	659	704
Percent Change from Prior Year	-8%	-7%	-6%	1%	7%	19%	26%	38%	42%	45%	51%	49%	37%

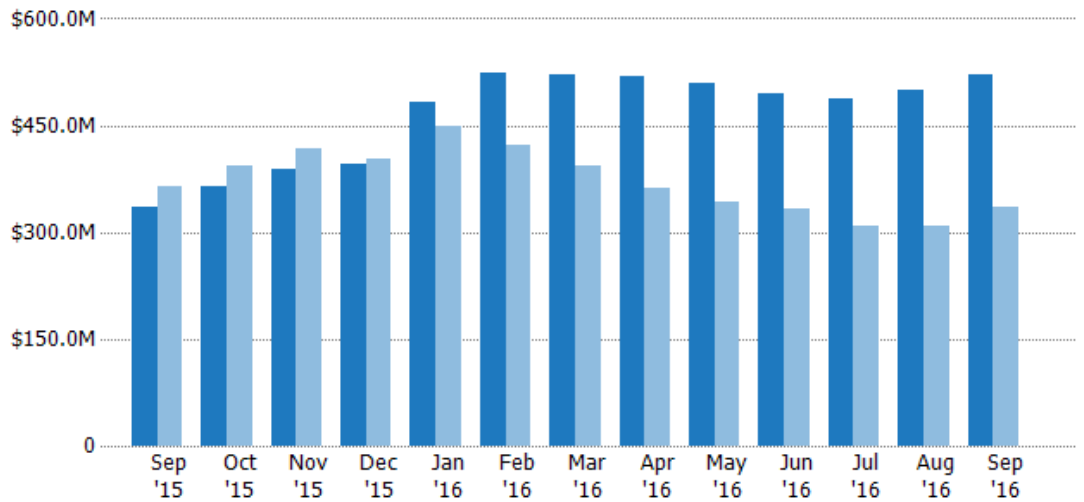
Active Listing Volume

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.
Sep '16	\$522M	55.9%
Sep '15	\$335M	-8%
Sep '14	\$364M	28.5%



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	\$335M	\$364M	\$389M	\$396M	\$482M	\$523M	\$521M	\$518M	\$509M	\$494M	\$487M	\$499M	\$522M
Prior Year	\$364M	\$393M	\$418M	\$402M	\$448M	\$423M	\$394M	\$362M	\$342M	\$332M	\$308M	\$309M	\$335M
Percent Change from Prior Year	-8%	-7%	-7%	-2%	8%	24%	32%	43%	49%	49%	58%	62%	56%





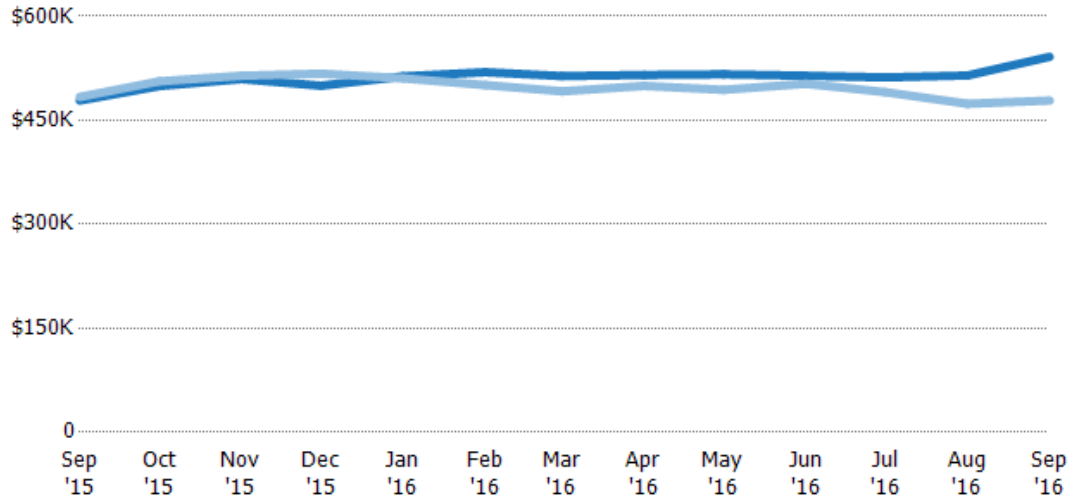
Average Listing Price

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.
Sep '16	\$542K	13.2%
Sep '15	\$478K	-1.1%
Sep '14	\$484K	-9.8%



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	\$478K	\$499K	\$509K	\$500K	\$513K	\$519K	\$514K	\$515K	\$516K	\$514K	\$512K	\$515K	\$542K
Prior Year	\$484K	\$506K	\$514K	\$517K	\$511K	\$501K	\$492K	\$500K	\$494K	\$503K	\$491K	\$474K	\$478K
Percent Change from Prior Year	-1%	-1%	-1%	-3%	1%	4%	4%	3%	5%	2%	4%	9%	13%

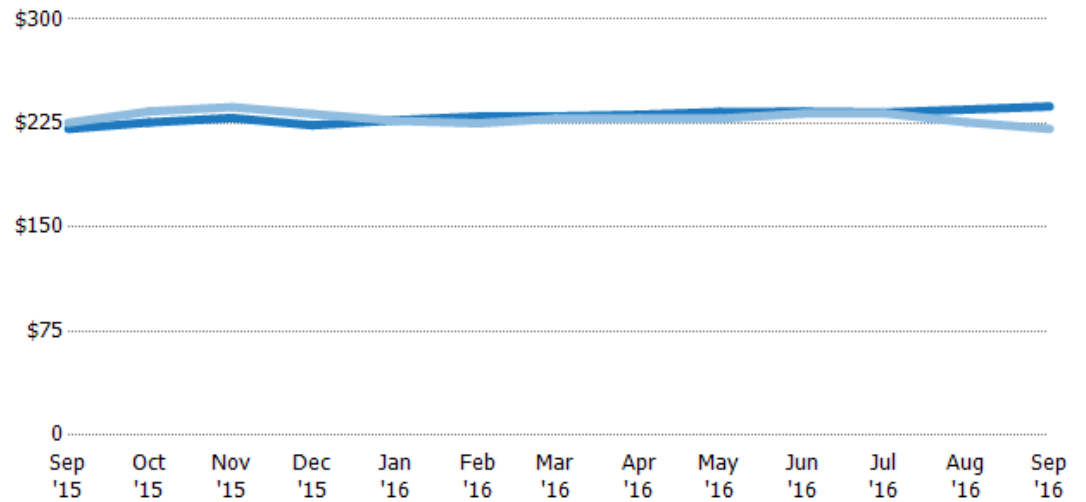
Average Listing Price per Sq Ft

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.
Sep '16	\$237	7.3%
Sep '15	\$221	-2%
Sep '14	\$225	-10.1%



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	\$221	\$226	\$229	\$224	\$227	\$230	\$230	\$231	\$233	\$233	\$233	\$235	\$237
Prior Year	\$225	\$233	\$237	\$232	\$227	\$225	\$228	\$228	\$228	\$232	\$232	\$226	\$221
Percent Change from Prior Year	-2%	-3%	-3%	-4%	0	2%	1%	1%	2%	1%	0	4%	7%



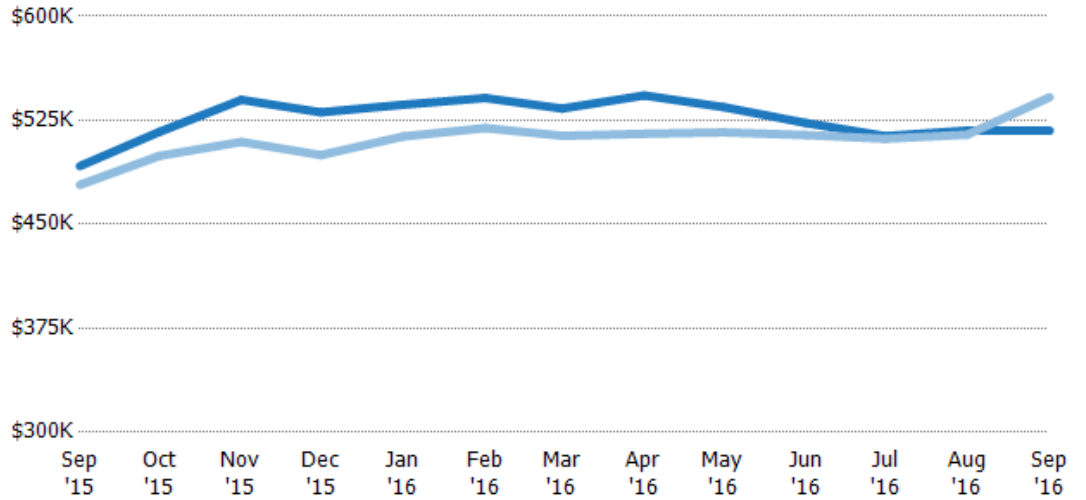


Average Listing Price vs Average Est Value

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



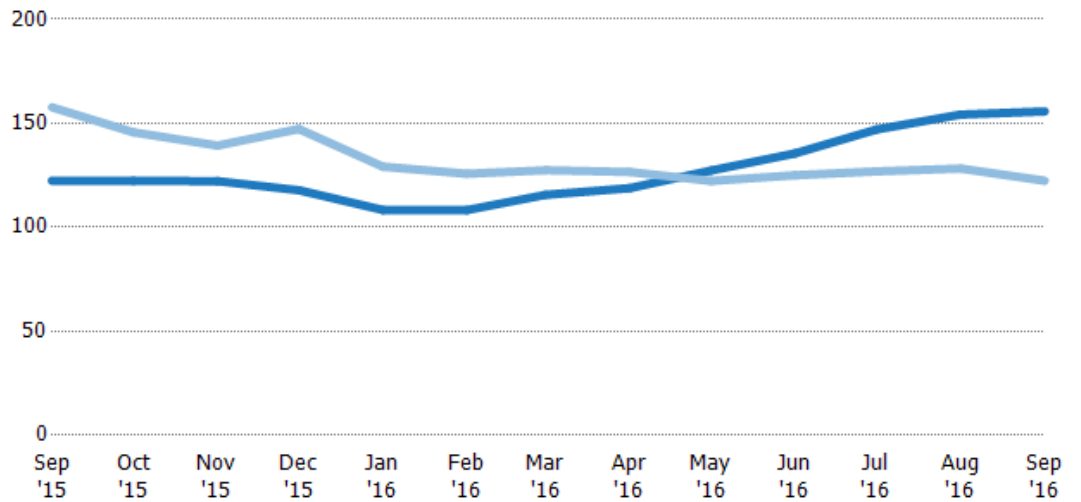
	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Avg Est Value	\$492K	\$517K	\$540K	\$531K	\$536K	\$541K	\$533K	\$543K	\$534K	\$523K	\$514K	\$518K	\$518K
Avg Listing Price	\$478K	\$499K	\$509K	\$500K	\$513K	\$519K	\$514K	\$515K	\$516K	\$514K	\$512K	\$515K	\$542K
Avg Listing Price as a % of Avg Est Value	97%	97%	94%	94%	96%	96%	96%	95%	97%	98%	100%	99%	105%

Average Days in RPR

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

Filters Used

County: Collier County, Florida, Lee County, Florida



Month/Year	Days	% Chg.
Sep '16	156	27.3%
Sep '15	122	-22.4%
Sep '14	158	13.5%

	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	122	122	122	118	108	108	116	119	127	136	147	154	156
Prior Year	158	146	139	147	129	126	127	127	122	125	127	128	122
Percent Change from Prior Year	-22%	-16%	-12%	-20%	-16%	-14%	-9%	-6%	4%	8%	16%	20%	27%

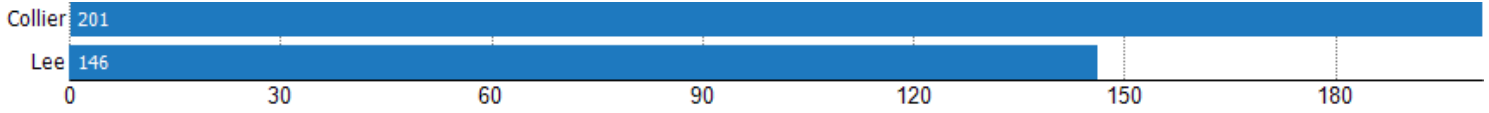




Average Days in RPR (By County)

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

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



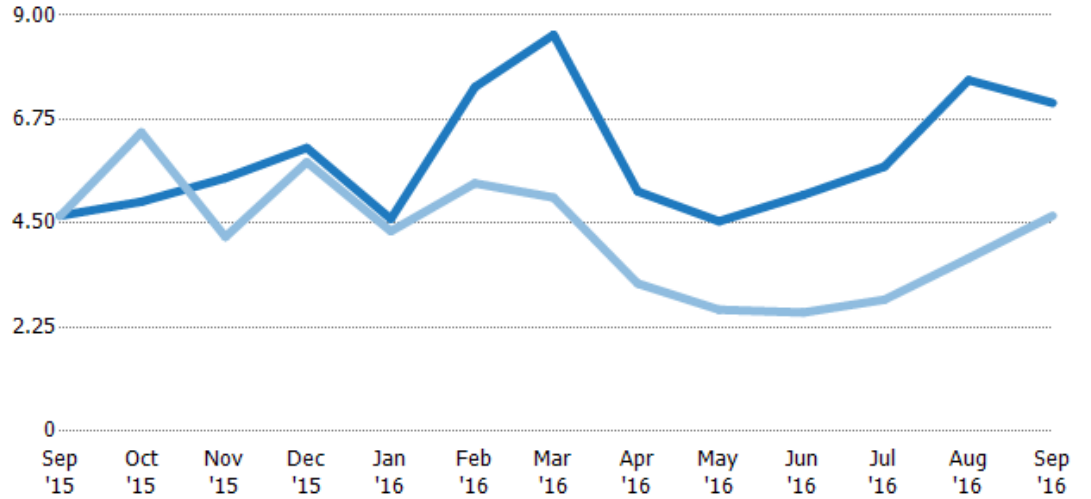
Months of Inventory

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.
Sep '16	7.1	52.4%
Sep '15	4.66	.2%
Sep '14	4.65	42%



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	4.66	4.97	5.48	6.13	4.6	7.45	8.58	5.19	4.54	5.11	5.73	7.6	7.1
Prior Year	4.65	6.47	4.21	5.82	4.33	5.36	5.06	3.2	2.63	2.57	2.85	3.74	4.66
Percent Change from Prior Year	0	-23%	30%	5%	6%	39%	70%	62%	73%	99%	101%	103%	52%



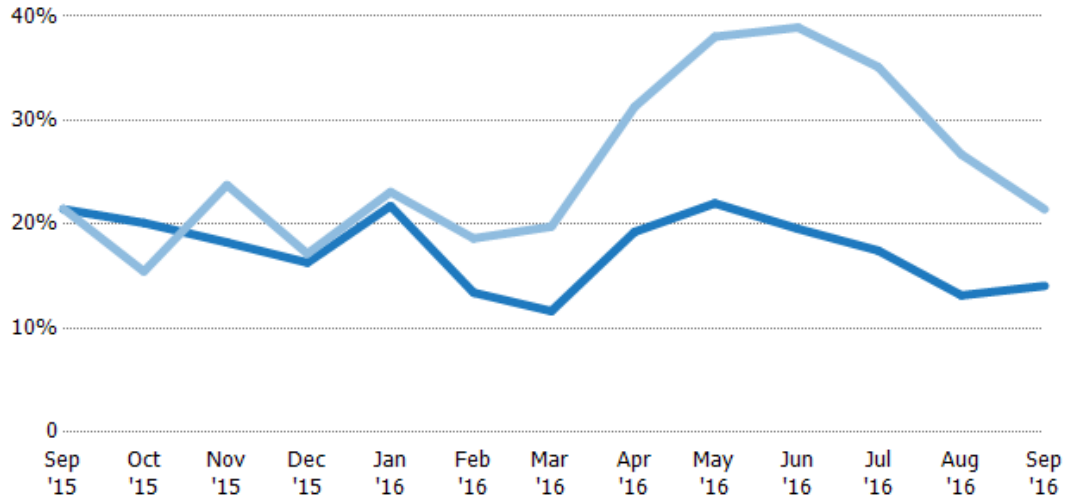
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Sep '16	14%	7.4%
Sep '15	21%	.1%
Sep '14	21%	-29.5%

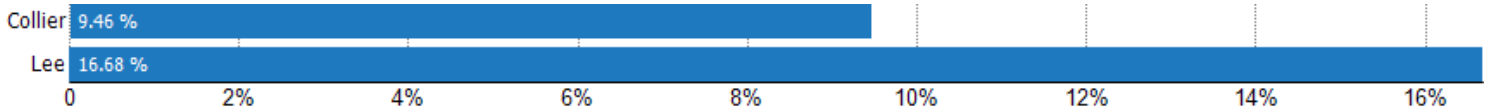


	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Current Year	21%	20%	18%	16%	22%	13%	12%	19%	22%	20%	17%	13%	14%
Prior Year	21%	15%	24%	17%	23%	19%	20%	31%	38%	39%	35%	27%	21%
Change from Prior Year	0	-5%	6%	1%	1%	5%	8%	12%	16%	19%	18%	14%	7%

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





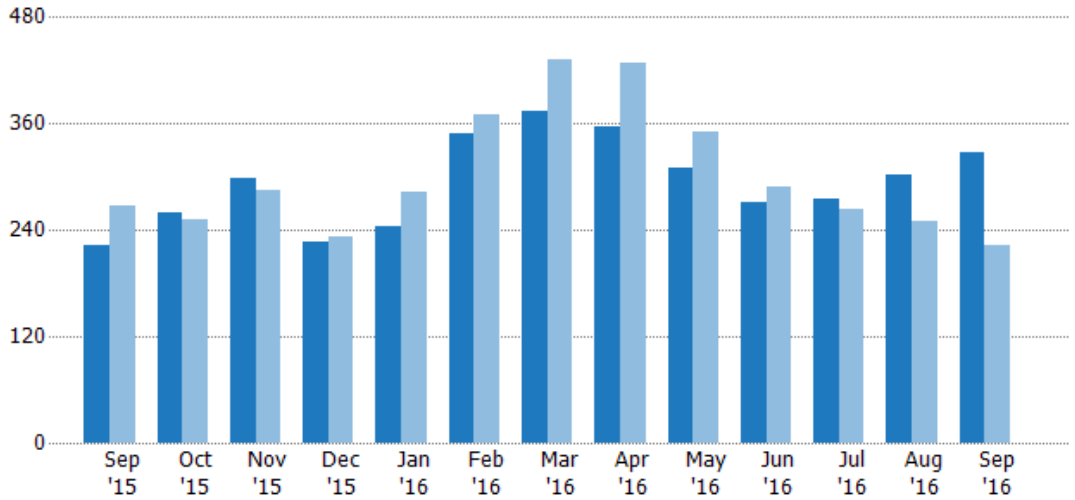
Pending Sales

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.
Sep '16	328	47.7%
Sep '15	222	-17.2%
Sep '14	268	-10.8%



Current Year	222	260	299	226	244	349	374	356	310	272	276	302	328
Prior Year	268	252	285	232	283	370	432	428	350	288	263	250	222
Percent Change from Prior Year	-17%	3%	5%	-3%	-14%	-6%	-13%	-17%	-11%	-6%	5%	21%	48%

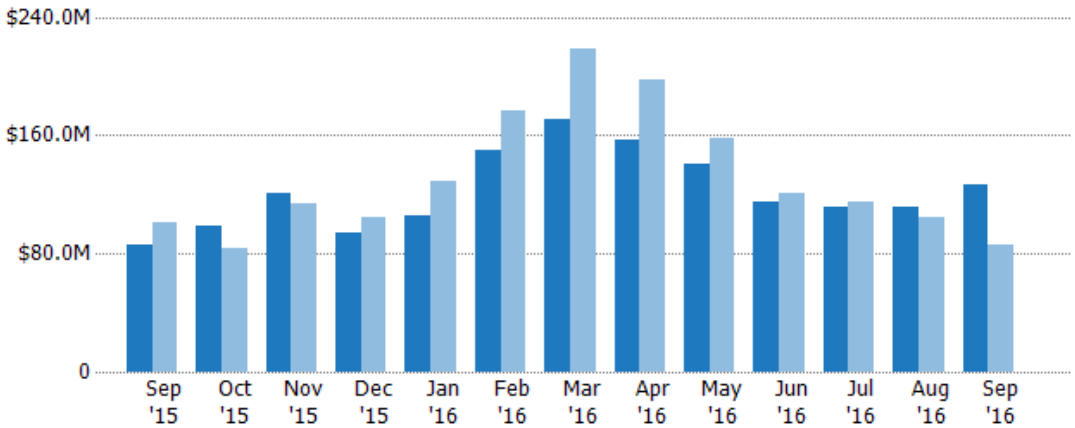
Pending Sales Volume

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.
Sep '16	\$126M	46.8%
Sep '15	\$86.1M	-14.4%
Sep '14	\$101M	-22.1%



Current Year	\$86.1M	\$98.6M	\$121M	\$94.5M	\$106M	\$150M	\$170M	\$157M	\$140M	\$115M	\$112M	\$112M	\$126M
Prior Year	\$101M	\$83.7M	\$113M	\$104M	\$129M	\$177M	\$218M	\$197M	\$158M	\$121M	\$115M	\$105M	\$86.1M
Percent Change from Prior Year	-14%	18%	7%	-9%	-18%	-15%	-22%	-20%	-11%	-5%	-3%	7%	47%





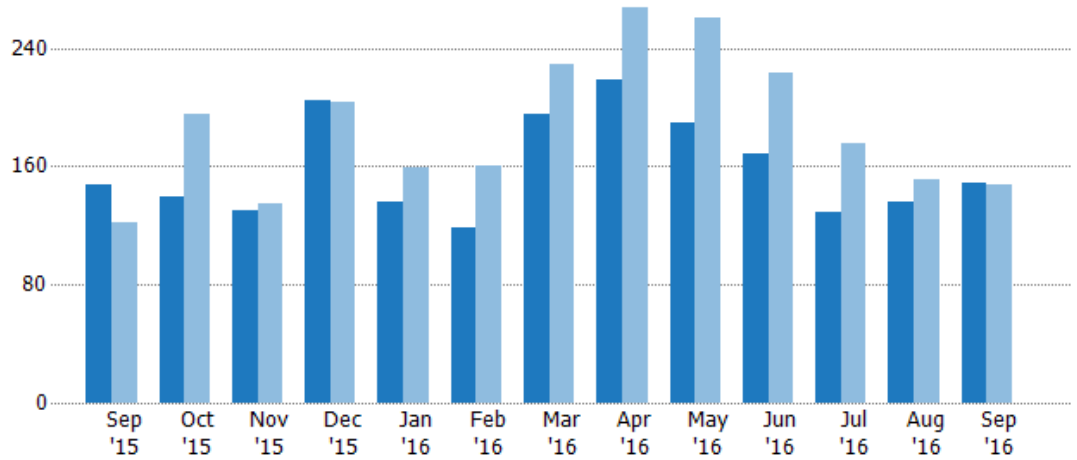
Closed Sales

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.
Sep '16	149	.7%
Sep '15	148	21.3%
Sep '14	122	13.1%



Current Year	148	140	130	205	136	119	195	219	190	168	129	136	149
Prior Year	122	195	135	204	159	160	229	267	260	223	176	151	148
Percent Change from Prior Year	21%	-28%	-4%	0	-14%	-26%	-15%	-18%	-27%	-25%	-27%	-10%	1%

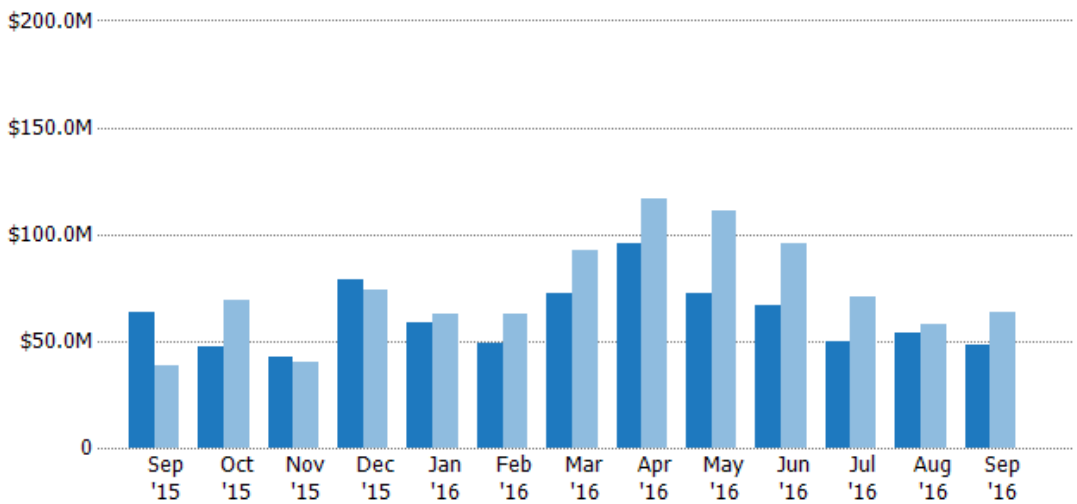
Closed Sales Volume

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.
Sep '16	\$47.8M	-24.2%
Sep '15	\$63.1M	64.2%
Sep '14	\$38.4M	16.8%



Current Year	\$63.1M	\$47.1M	\$42.2M	\$79M	\$58.8M	\$49.1M	\$72.2M	\$95.6M	\$72.1M	\$66.7M	\$50M	\$53.9M	\$47.8M
Prior Year	\$38.4M	\$69.1M	\$40M	\$73.9M	\$62.8M	\$62.7M	\$92.4M	\$116M	\$111M	\$95.6M	\$70.5M	\$57.8M	\$63.1M
Percent Change from Prior Year	64%	-32%	5%	7%	-6%	-22%	-22%	-18%	-35%	-30%	-29%	-7%	-24%

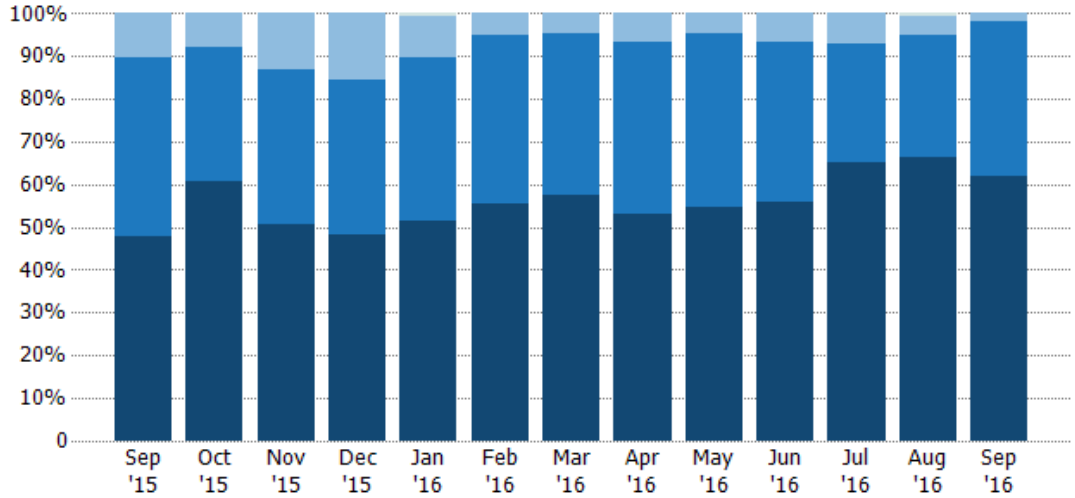


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

County: Collier County, Florida, Lee County, Florida

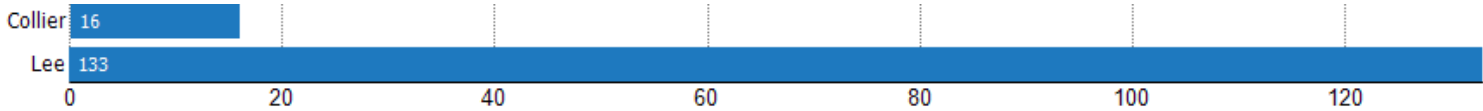


Property Type	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Lot/Land	-	-	-	-	1%	-	-	-	-	-	-	1%	-
Multifamily/Multiplex	10%	8%	13%	16%	10%	5%	5%	7%	5%	7%	7%	4%	2%
Condo/Townhouse	42%	31%	36%	36%	38%	39%	38%	40%	41%	38%	28%	29%	36%
Single Family Residence	48%	61%	51%	48%	51%	55%	57%	53%	55%	56%	65%	66%	62%

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



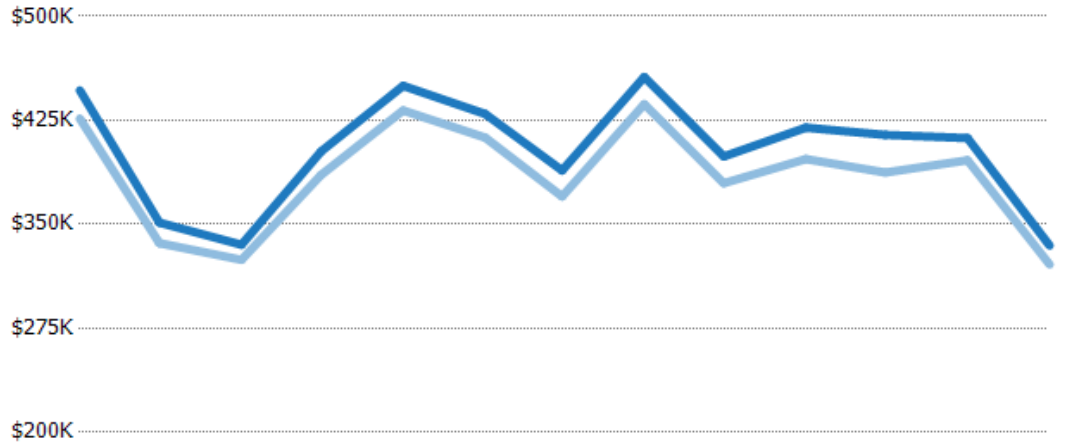


Average Sales Price vs Average Listing Price

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



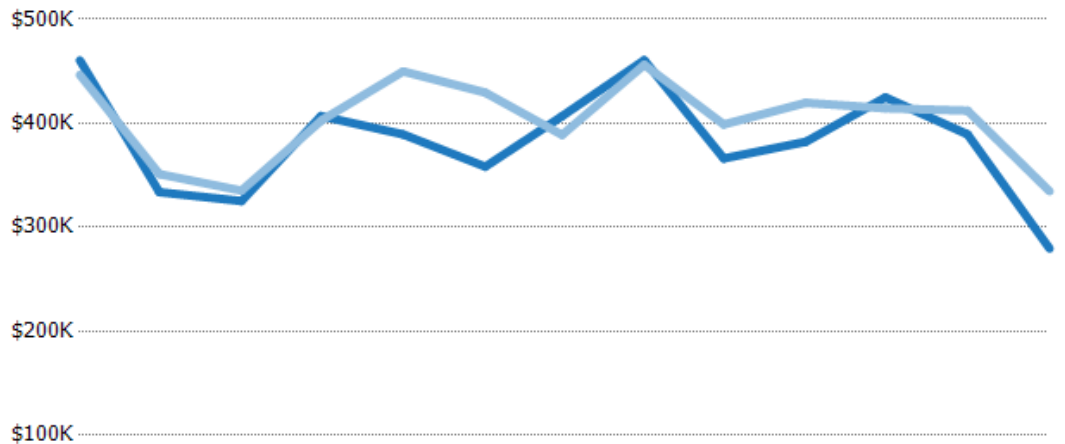
	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Avg List Price	\$447K	\$351K	\$335K	\$402K	\$450K	\$430K	\$389K	\$456K	\$399K	\$420K	\$414K	\$412K	\$335K
Avg Sales Price	\$426K	\$336K	\$324K	\$386K	\$432K	\$412K	\$370K	\$437K	\$380K	\$397K	\$387K	\$396K	\$321K
Avg Sales Price as a % of Avg List Price	95%	96%	97%	96%	96%	96%	95%	96%	95%	95%	93%	96%	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



	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16
Avg Est Value	\$460K	\$334K	\$325K	\$407K	\$389K	\$358K	\$407K	\$461K	\$366K	\$382K	\$425K	\$389K	\$279K
Avg Sales Price	\$447K	\$351K	\$335K	\$402K	\$450K	\$430K	\$389K	\$456K	\$399K	\$420K	\$414K	\$412K	\$335K
Avg Sales Price as a % of Avg Est Value	97%	105%	103%	99%	116%	120%	96%	99%	109%	110%	98%	106%	120%





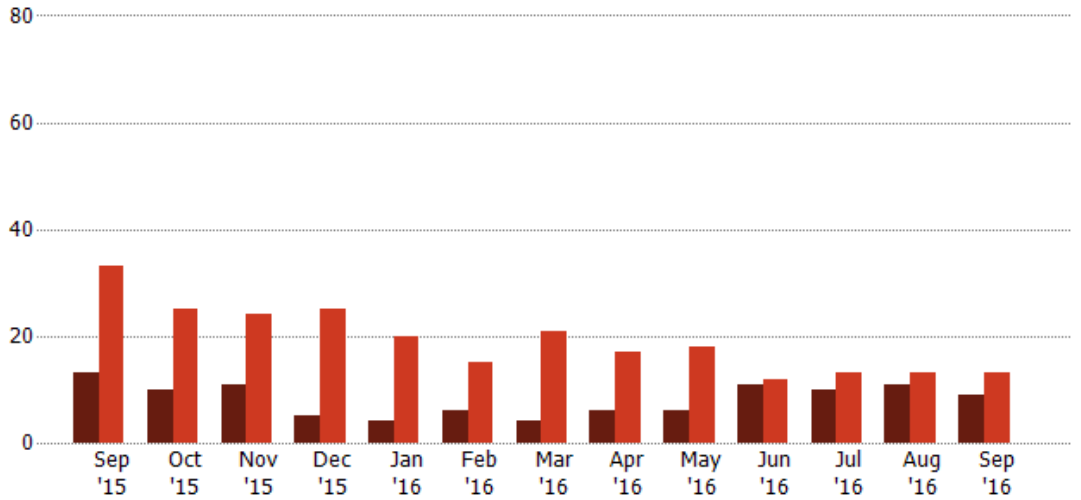
Distressed Listings

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.
Sep '16	9	-30.8%
Sep '15	13	-60.6%
Sep '14	33	124.2%

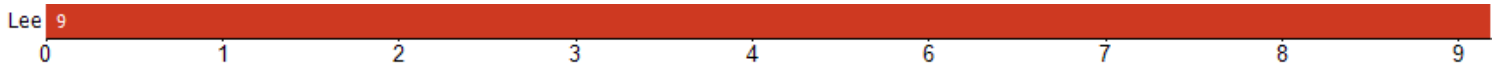


Current Year	13	10	11	5	4	6	4	6	6	11	10	11	9
Prior Year	33	25	24	25	20	15	21	17	18	12	13	13	13
Percent Change from Prior Year	-61%	-60%	-54%	-80%	-80%	-60%	-81%	-65%	-67%	-8%	-23%	-15%	-31%

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: 10/06/2016

Scheduled: Yes

Report Date Range: From 9/2015 To: 9/2016

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
- Average 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 9/2016 data

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

