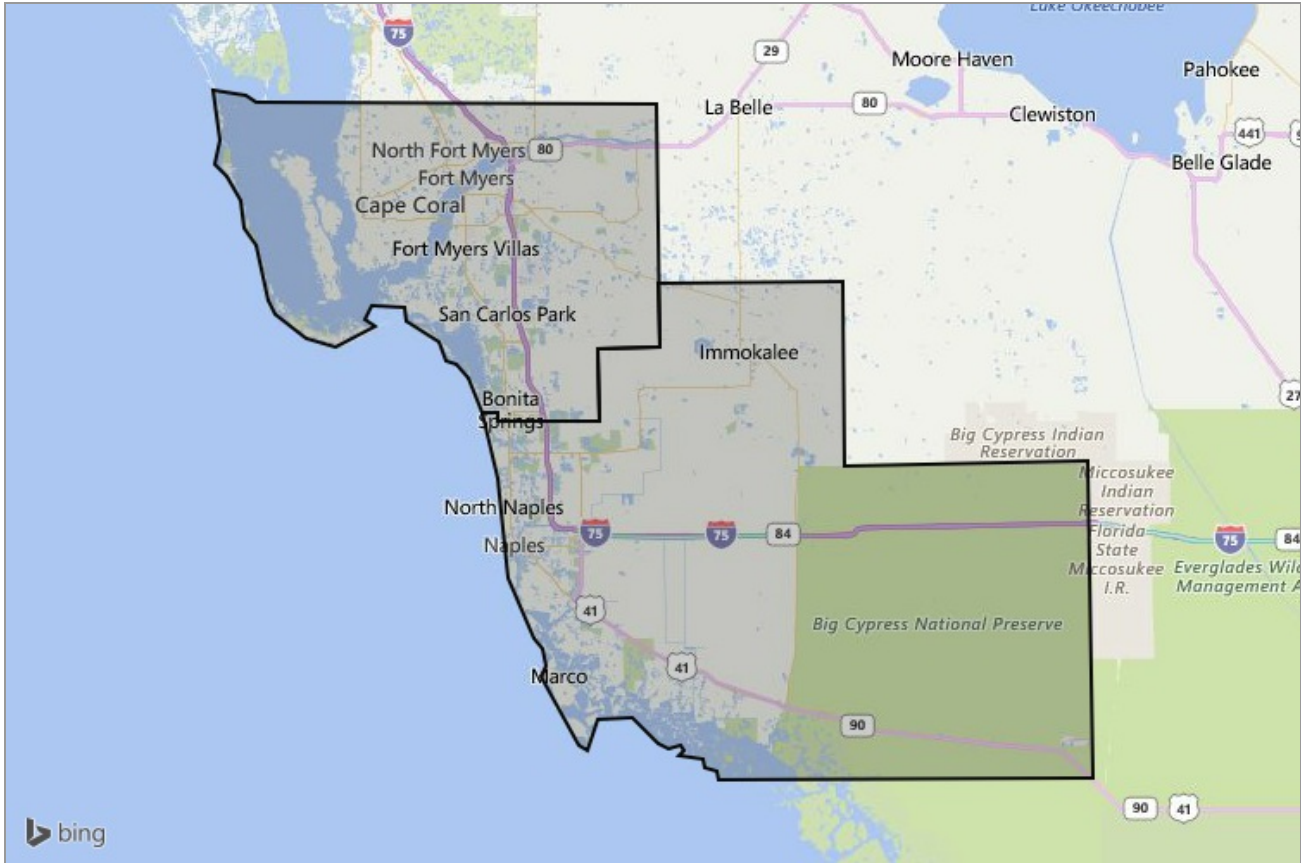




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
11/2015 – 11/2016

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 12/06/2016

**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



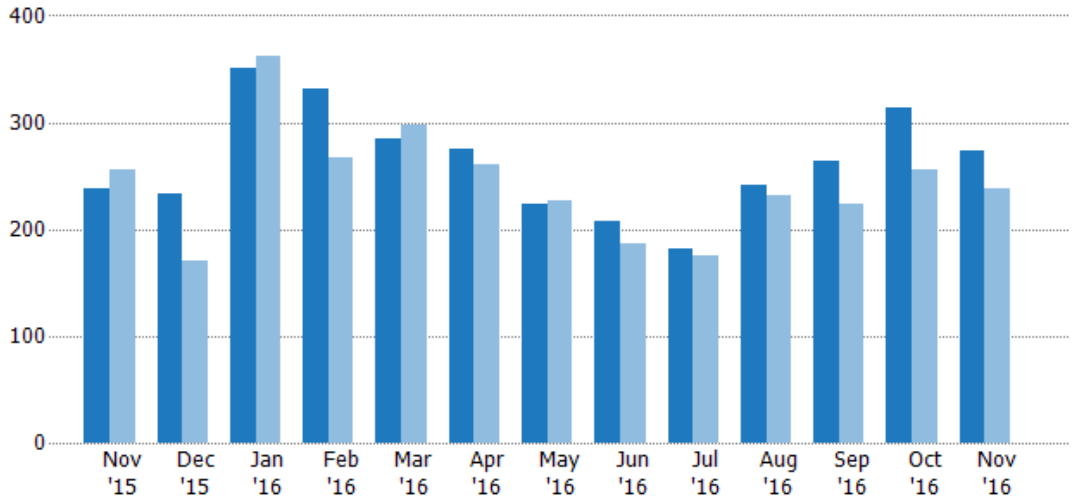
### New Listings

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.
Nov '16	274	15.1%
Nov '15	238	-7%
Nov '14	256	-1.2%



Current Year	238	233	350	331	285	275	224	207	181	241	264	313	274
Prior Year	256	171	362	267	298	260	227	187	176	232	224	255	238
Percent Change from Prior Year	-7%	36%	-3%	24%	-4%	6%	-1%	11%	3%	4%	18%	23%	15%

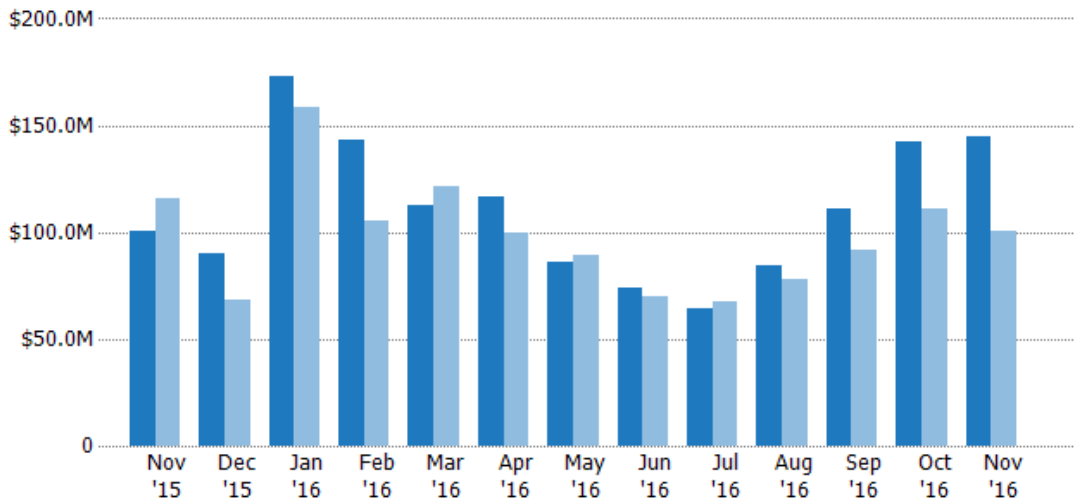
### New Listing Volume

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.
Nov '16	\$145M	43.5%
Nov '15	\$101M	-12.8%
Nov '14	\$116M	-27.6%



Current Year	\$101M	\$90.4M	\$173M	\$143M	\$113M	\$117M	\$86M	\$74M	\$64.1M	\$84.3M	\$111M	\$143M	\$145M
Prior Year	\$116M	\$68.2M	\$158M	\$105M	\$122M	\$100M	\$89M	\$69.7M	\$67.3M	\$77.9M	\$91.7M	\$111M	\$101M
Percent Change from Prior Year	-13%	32%	9%	36%	-8%	17%	-3%	6%	-5%	8%	21%	29%	43%



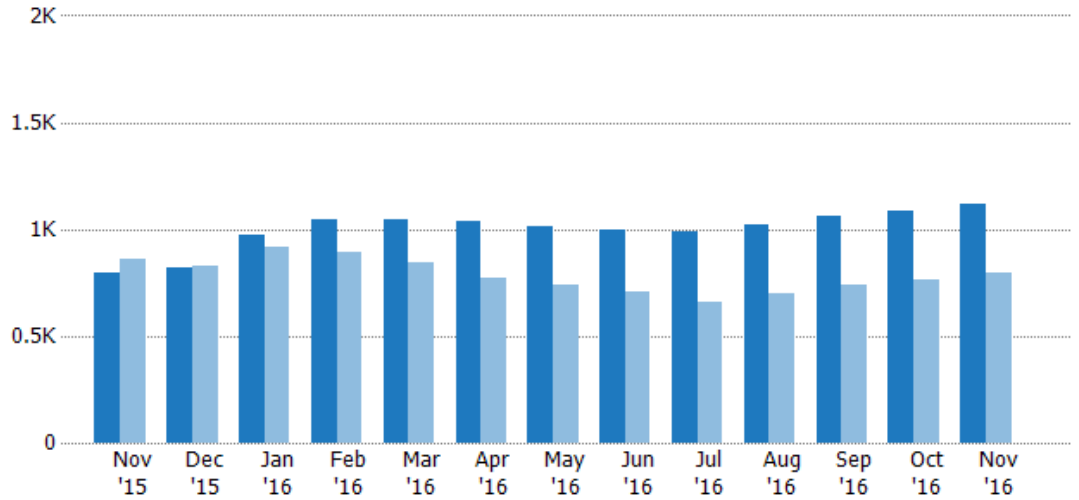
### Active Listings

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.
Nov '16	1.12K	41.4%
Nov '15	793	-8.1%
Nov '14	863	35.8%



Current Year	793	822	971	1.04K	1.05K	1.04K	1.01K	998	986	1.02K	1.06K	1.08K	1.12K
Prior Year	863	830	920	890	844	768	737	709	662	696	740	763	793
Percent Change from Prior Year	-8%	-1%	6%	17%	24%	35%	38%	41%	49%	46%	43%	42%	41%

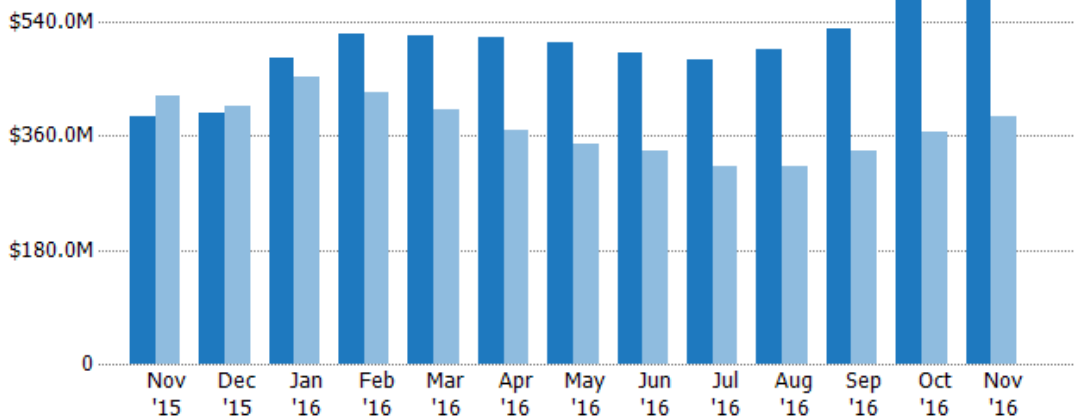
### Active Listing Volume

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.
Nov '16	\$633M	62.6%
Nov '15	\$390M	-7.7%
Nov '14	\$422M	13.6%



Current Year	\$390M	\$397M	\$483M	\$522M	\$519M	\$517M	\$508M	\$492M	\$481M	\$498M	\$529M	\$582M	\$633M
Prior Year	\$422M	\$407M	\$453M	\$429M	\$400M	\$368M	\$347M	\$337M	\$313M	\$313M	\$338M	\$365M	\$390M
Percent Change from Prior Year	-8%	-3%	7%	22%	30%	41%	46%	46%	54%	59%	57%	59%	63%



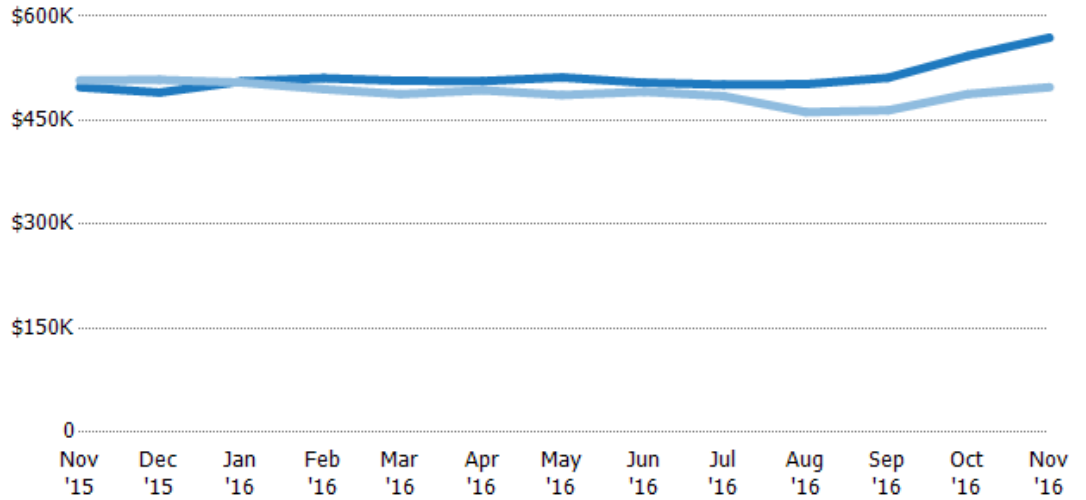
### Average Listing Price

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.
Nov '16	\$569K	14.4%
Nov '15	\$498K	-2%
Nov '14	\$508K	-15.5%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$498K	\$490K	\$506K	\$511K	\$507K	\$506K	\$512K	\$504K	\$501K	\$502K	\$511K	\$543K	\$569K
Prior Year	\$508K	\$508K	\$504K	\$495K	\$488K	\$493K	\$486K	\$491K	\$485K	\$462K	\$464K	\$488K	\$498K
Percent Change from Prior Year	-2%	-4%	0	3%	4%	3%	5%	3%	3%	9%	10%	11%	14%

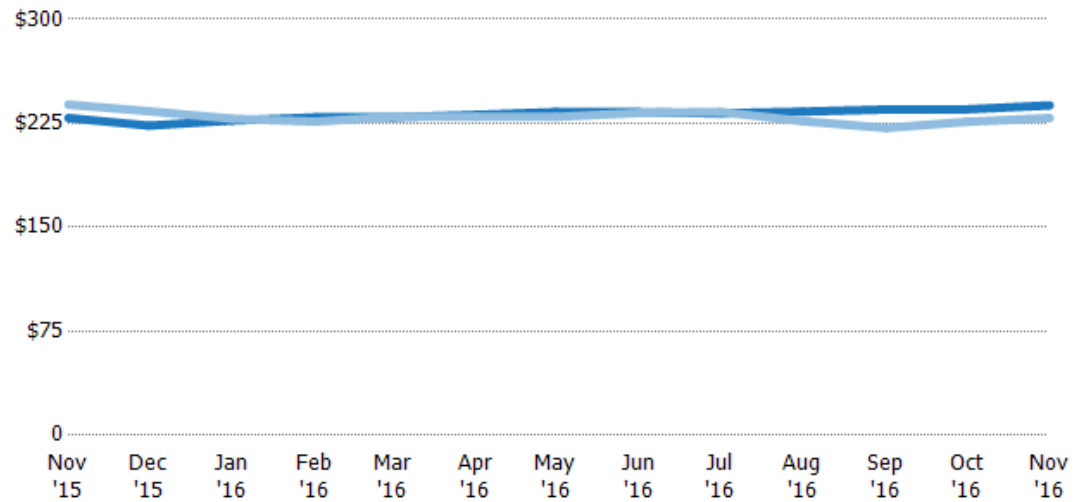
### Average Listing Price per Sq Ft

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 '16	\$238	4%
Nov '15	\$229	-4%
Nov '14	\$238	-15.1%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	\$229	\$223	\$227	\$229	\$229	\$231	\$233	\$233	\$232	\$233	\$235	\$235	\$238
Prior Year	\$238	\$234	\$228	\$226	\$230	\$230	\$230	\$233	\$233	\$227	\$222	\$226	\$229
Percent Change from Prior Year	-4%	-4%	-1%	1%	0	1%	2%	0	0	3%	6%	4%	4%



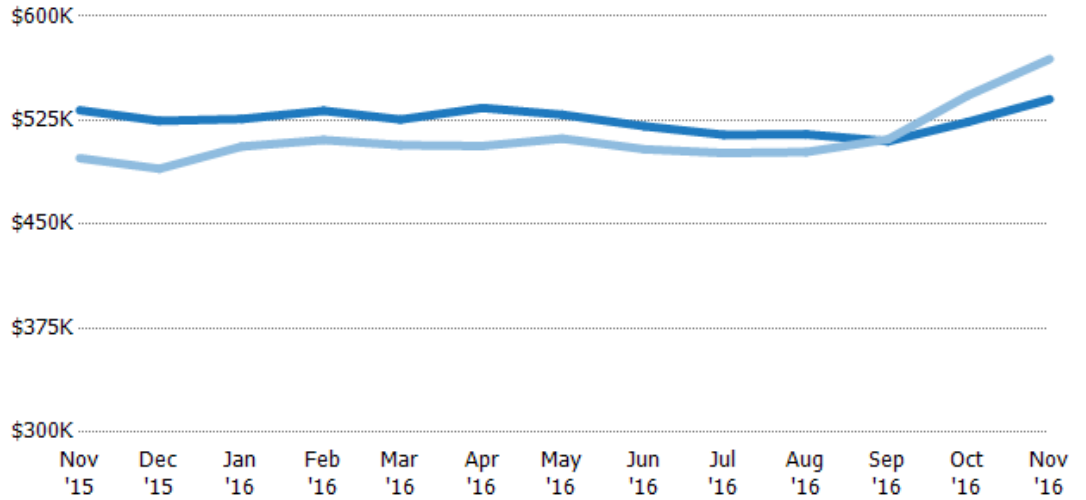


### Average Listing Price vs Average Est Value

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



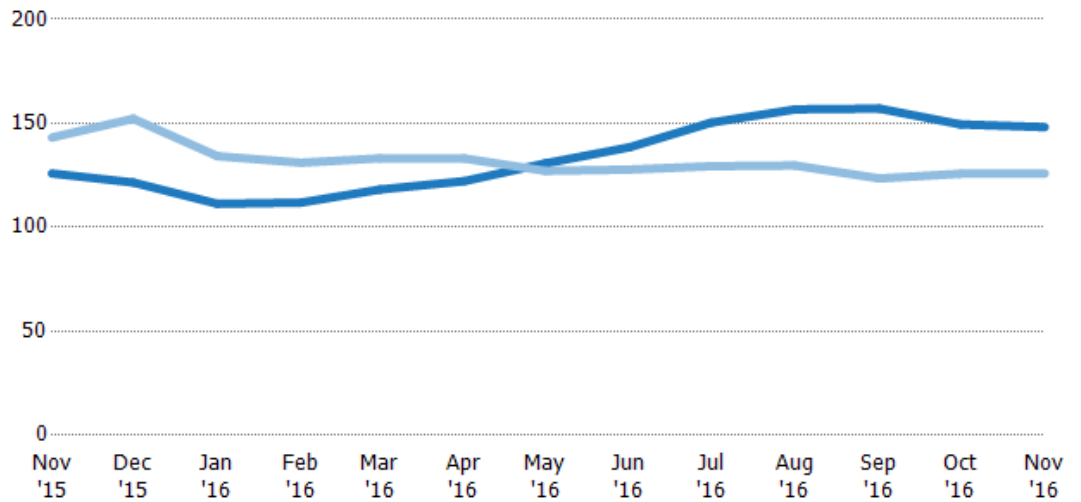
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Avg Est Value	\$532K	\$525K	\$526K	\$532K	\$526K	\$534K	\$529K	\$521K	\$515K	\$515K	\$510K	\$524K	\$540K
Avg Listing Price	\$498K	\$490K	\$506K	\$511K	\$507K	\$506K	\$512K	\$504K	\$501K	\$502K	\$511K	\$543K	\$569K
Avg Listing Price as a % of Avg Est Value	94%	93%	96%	96%	96%	95%	97%	97%	97%	98%	100%	104%	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.
Nov '16	148	17.7%
Nov '15	126	-12.1%
Nov '14	143	20.1%

	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	126	122	111	112	118	122	131	139	150	157	157	149	148
Prior Year	143	152	134	131	133	133	127	128	129	130	123	126	126
Percent Change from Prior Year	-12%	-20%	-17%	-15%	-11%	-8%	3%	8%	16%	21%	27%	19%	18%

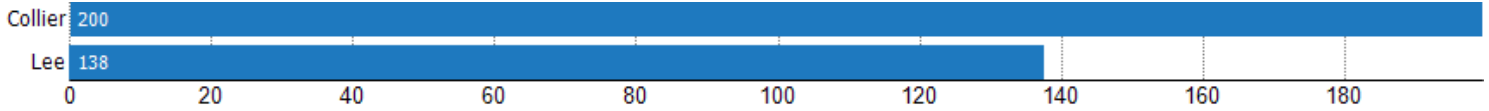




### Average Days in RPR (By County)

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



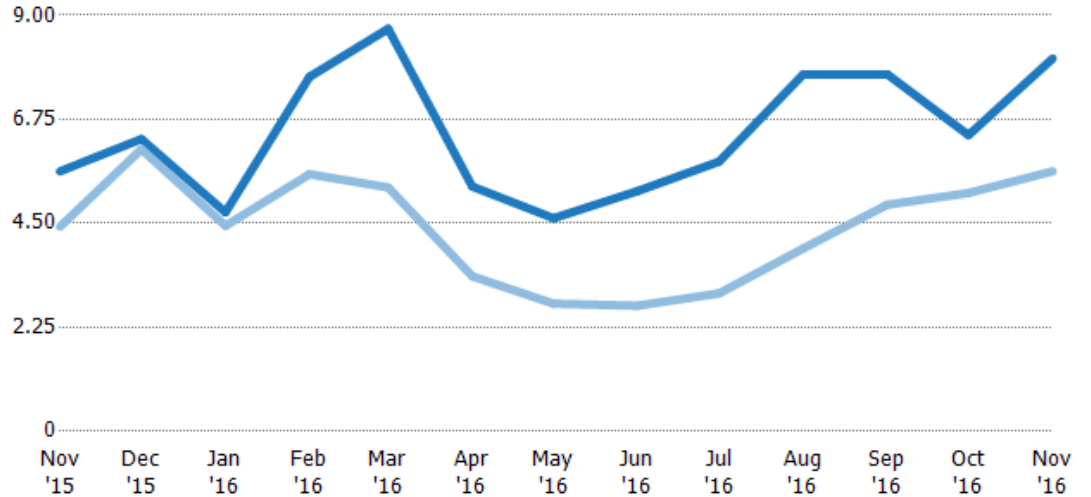
### Months of Inventory

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.
Nov '16	8.06	43.4%
Nov '15	5.62	27.1%
Nov '14	4.43	60.5%



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Current Year	5.62	6.32	4.74	7.67	8.71	5.3	4.61	5.2	5.83	7.72	7.72	6.41	8.06
Prior Year	4.43	6.1	4.44	5.56	5.28	3.35	2.76	2.72	2.98	3.95	4.9	5.16	5.62
Percent Change from Prior Year	27%	4%	7%	38%	65%	58%	67%	91%	96%	95%	58%	24%	43%



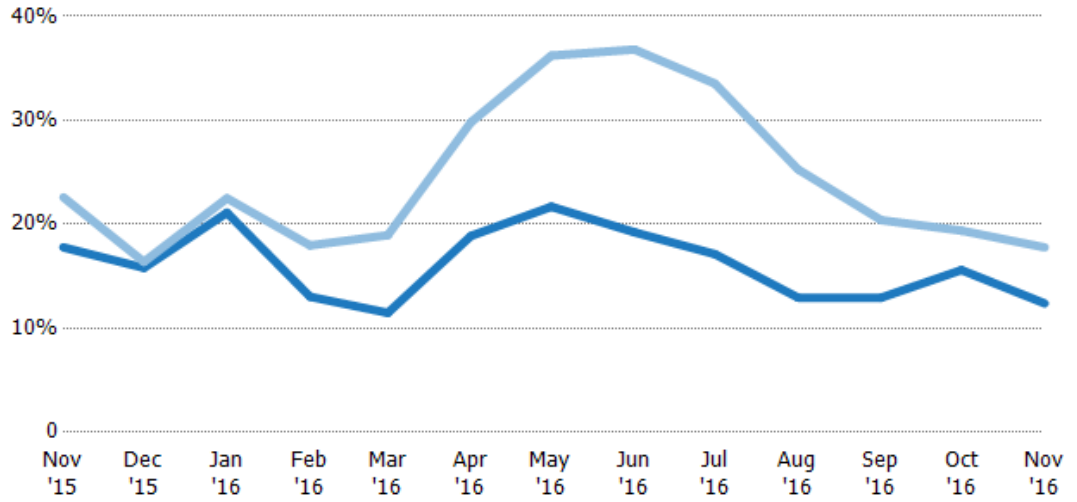
### Absorption Rate

The percentage of inventory sold per month.

#### Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Nov '16	12%	5.4%
Nov '15	18%	4.8%
Nov '14	23%	-37.7%

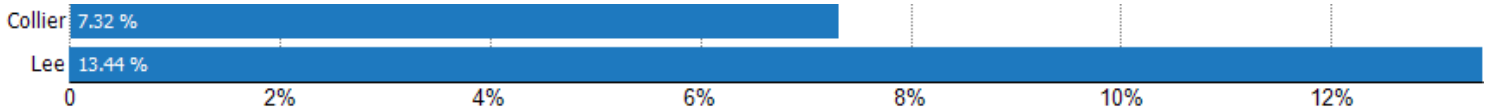


Current Year	18%	16%	21%	13%	11%	19%	22%	19%	17%	13%	13%	16%	12%
Prior Year	23%	16%	23%	18%	19%	30%	36%	37%	34%	25%	20%	19%	18%
Change from Prior Year	5%	1%	1%	5%	7%	11%	15%	18%	16%	12%	7%	4%	5%

### 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





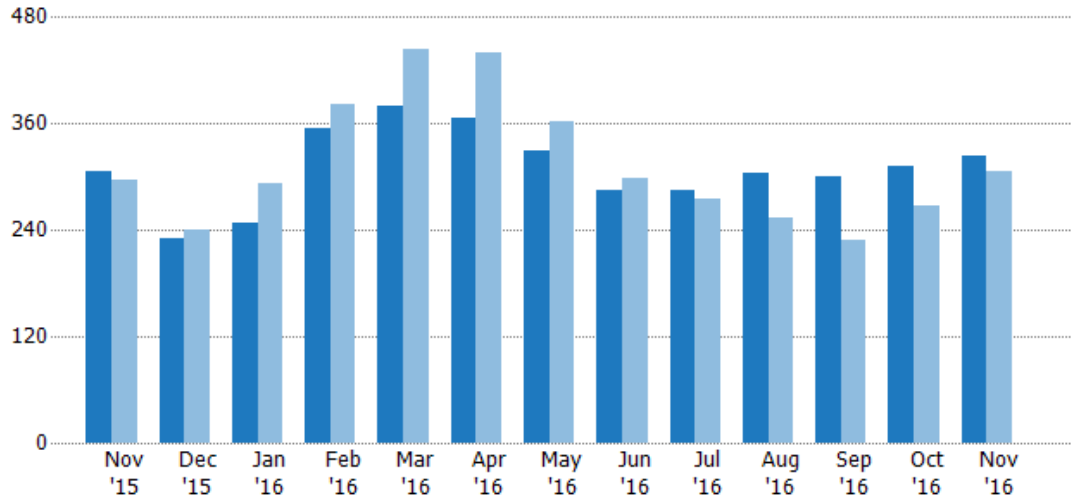
### Pending Sales

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.
Nov '16	324	5.9%
Nov '15	306	3%
Nov '14	297	-5.1%



Current Year	306	231	247	354	380	367	329	284	285	305	301	312	324
Prior Year	297	240	293	381	443	439	363	298	276	254	228	268	306
Percent Change from Prior Year	3%	-4%	-16%	-7%	-14%	-16%	-9%	-5%	3%	20%	32%	16%	6%

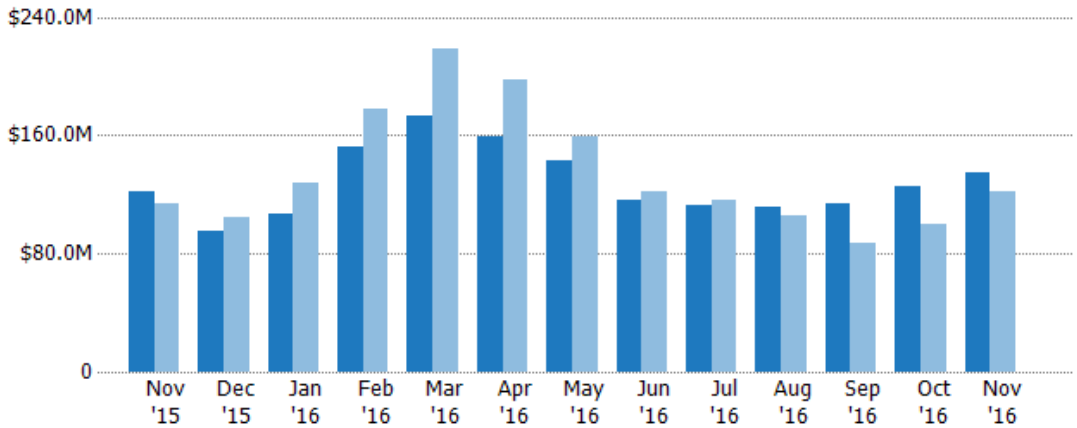
### Pending Sales Volume

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.
Nov '16	\$134M	9.9%
Nov '15	\$122M	7.6%
Nov '14	\$114M	-25.3%



Current Year	\$122M	\$95.8M	\$107M	\$152M	\$173M	\$160M	\$143M	\$117M	\$113M	\$112M	\$114M	\$125M	\$134M
Prior Year	\$114M	\$104M	\$128M	\$178M	\$219M	\$198M	\$159M	\$122M	\$116M	\$106M	\$86.9M	\$100M	\$122M
Percent Change from Prior Year	8%	-8%	-16%	-14%	-21%	-19%	-10%	-4%	-3%	5%	31%	26%	10%







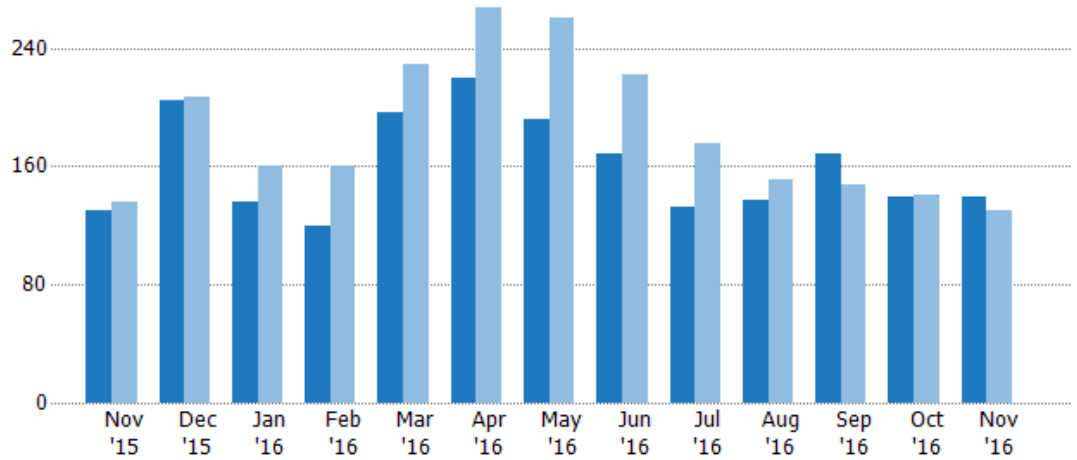
### Closed Sales

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.
Nov '16	139	6.9%
Nov '15	130	-4.4%
Nov '14	136	6.6%



Current Year	130	205	136	120	196	220	192	169	132	137	169	139	139
Prior Year	136	207	160	160	229	267	261	222	176	151	148	141	130
Percent Change from Prior Year	-4%	-1%	-15%	-25%	-14%	-18%	-26%	-24%	-25%	-9%	14%	-1%	7%

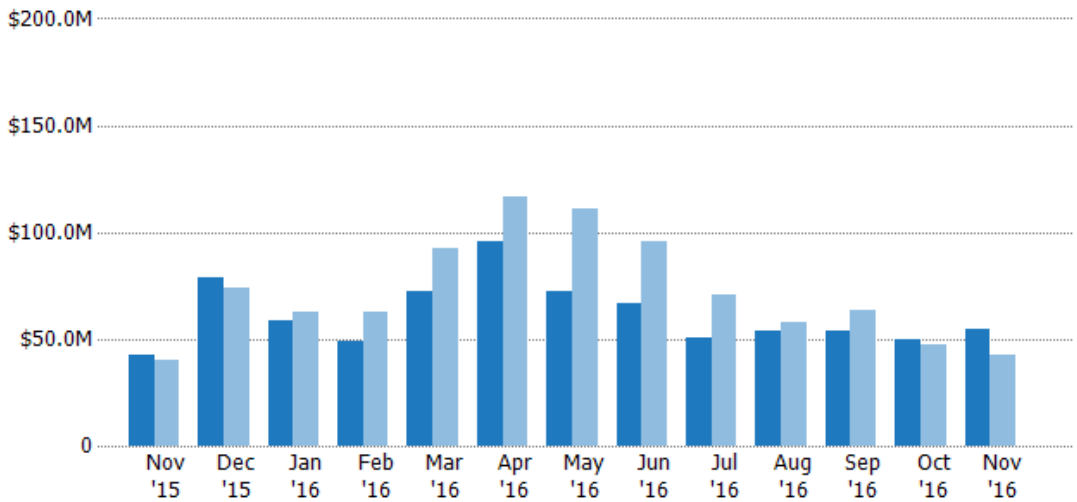
### Closed Sales Volume

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.
Nov '16	\$54.3M	28.7%
Nov '15	\$42.2M	5.3%
Nov '14	\$40M	19.6%



Current Year	\$42.2M	\$79M	\$58.8M	\$49.3M	\$72.4M	\$95.9M	\$72.6M	\$66.8M	\$50.5M	\$54.1M	\$53.8M	\$50M	\$54.3M
Prior Year	\$40M	\$74M	\$62.8M	\$62.7M	\$92.4M	\$116M	\$111M	\$95.4M	\$70.5M	\$57.8M	\$63.1M	\$47.2M	\$42.2M
Percent Change from Prior Year	5%	7%	-6%	-21%	-22%	-18%	-35%	-30%	-28%	-6%	-15%	6%	29%

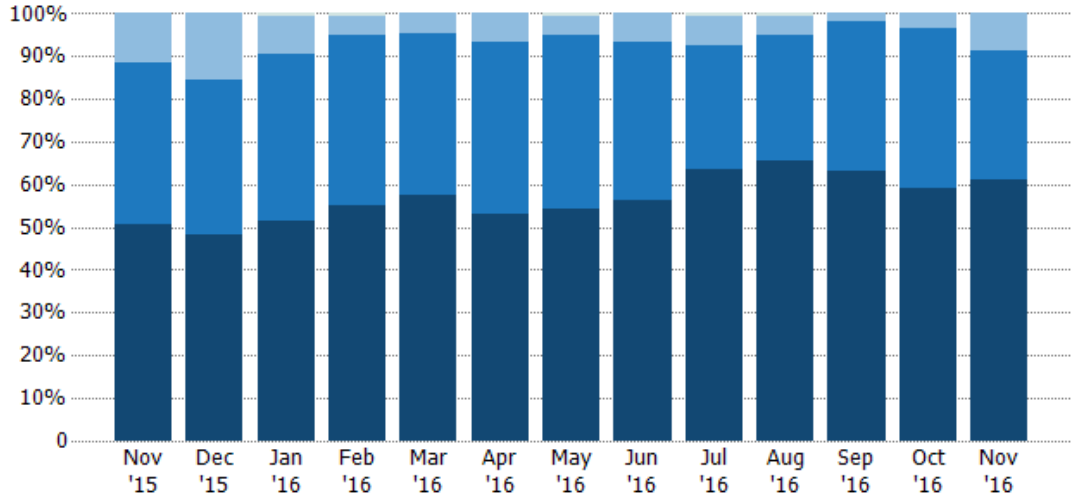


### Closed Sales by Property Type

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

#### Filters Used

County: Collier County, Florida, Lee County, Florida

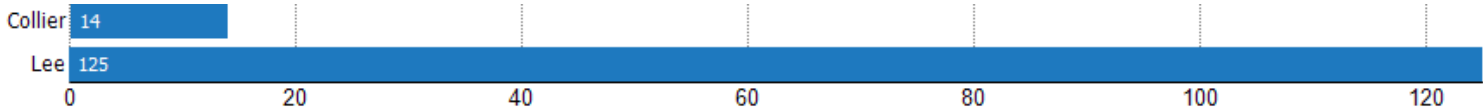


Property Type	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Lot/Land	-	-	1%	1%	-	-	1%	-	1%	1%	-	-	-
Multifamily/Multiplex	12%	16%	9%	4%	5%	7%	5%	7%	7%	4%	2%	4%	9%
Condo/Townhouse	38%	36%	39%	40%	38%	40%	41%	37%	29%	29%	35%	37%	30%
Single Family Residence	51%	48%	51%	55%	58%	53%	54%	56%	64%	66%	63%	59%	61%

### 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



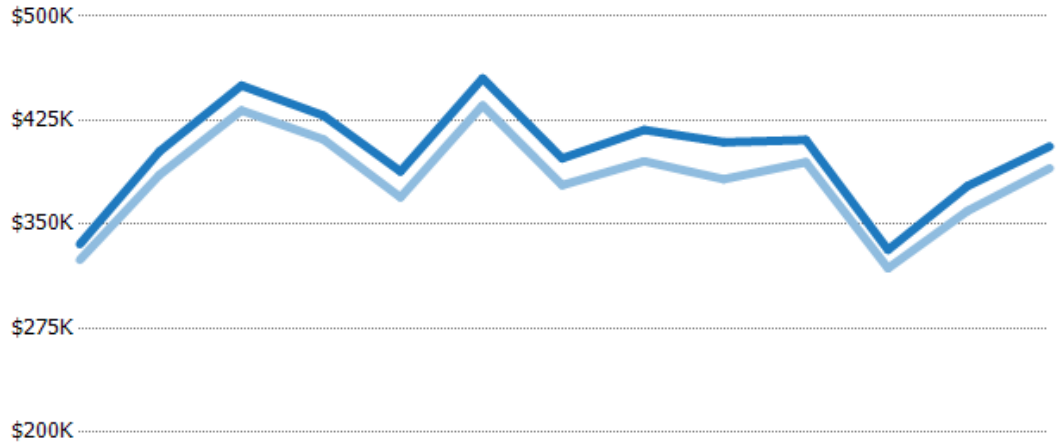


### Average Sales Price vs Average Listing Price

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



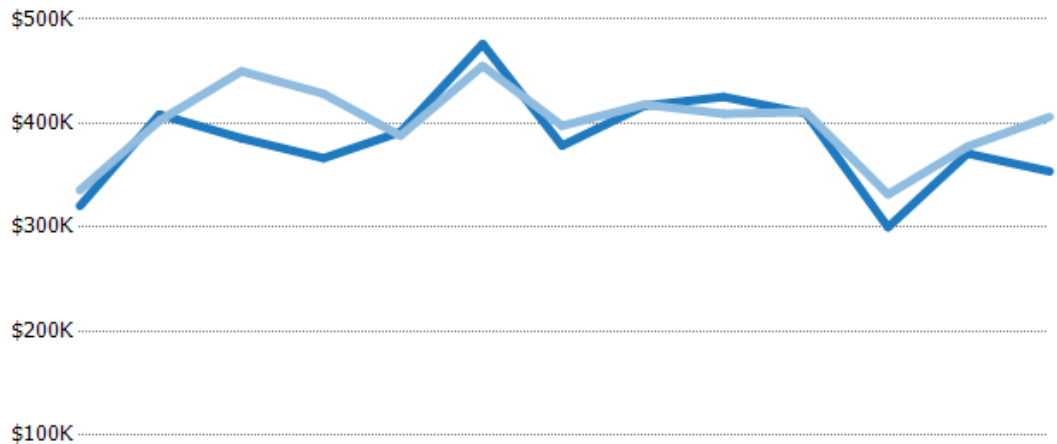
	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Avg List Price	\$336K	\$402K	\$450K	\$428K	\$388K	\$455K	\$398K	\$418K	\$409K	\$411K	\$332K	\$378K	\$406K
Avg Sales Price	\$324K	\$386K	\$432K	\$411K	\$369K	\$436K	\$378K	\$395K	\$382K	\$395K	\$318K	\$360K	\$390K
Avg Sales Price as a % of Avg List Price	97%	96%	96%	96%	95%	96%	95%	95%	93%	96%	96%	95%	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



	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16
Avg Est Value	\$320K	\$408K	\$386K	\$366K	\$392K	\$476K	\$378K	\$417K	\$425K	\$409K	\$300K	\$371K	\$354K
Avg Sales Price	\$336K	\$402K	\$450K	\$428K	\$388K	\$455K	\$398K	\$418K	\$409K	\$411K	\$332K	\$378K	\$406K
Avg Sales Price as a % of Avg Est Value	105%	99%	117%	117%	99%	96%	105%	100%	96%	100%	111%	102%	115%





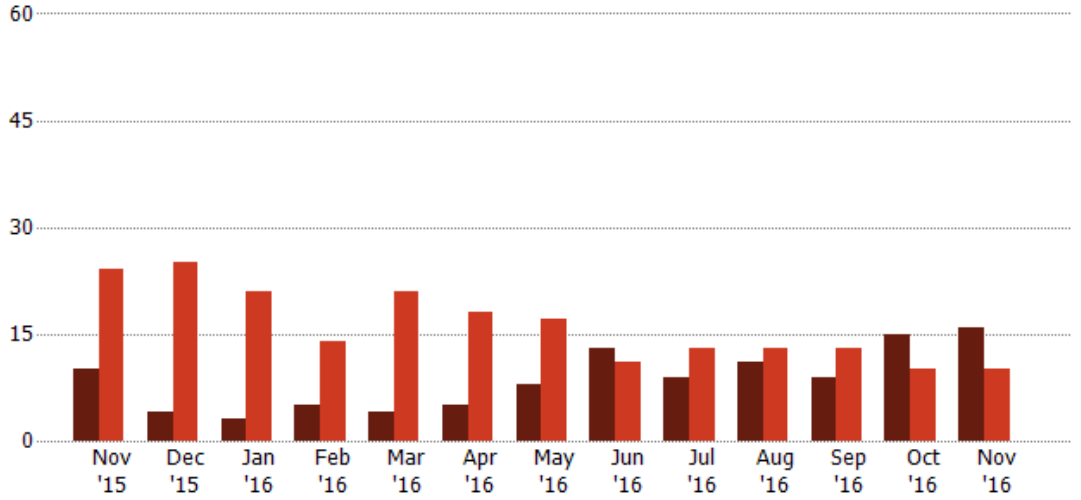
### Distressed Listings

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.
Nov '16	16	60%
Nov '15	10	-58.3%
Nov '14	24	120.8%

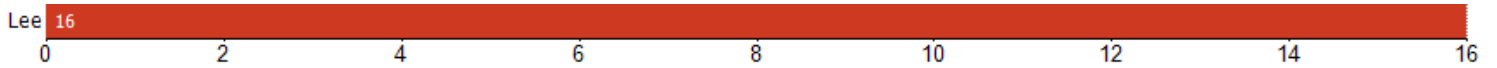


Current Year	10	4	3	5	4	5	8	13	9	11	9	15	16
Prior Year	24	25	21	14	21	18	17	11	13	13	13	10	10
Percent Change from Prior Year	-58%	-84%	-86%	-64%	-81%	-72%	-53%	18%	-31%	-15%	-31%	50%	60%

### 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:** 12/06/2016

**Scheduled:** Yes

**Report Date Range:** From 11/2015 To: 11/2016

### 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 11/2016 data

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

