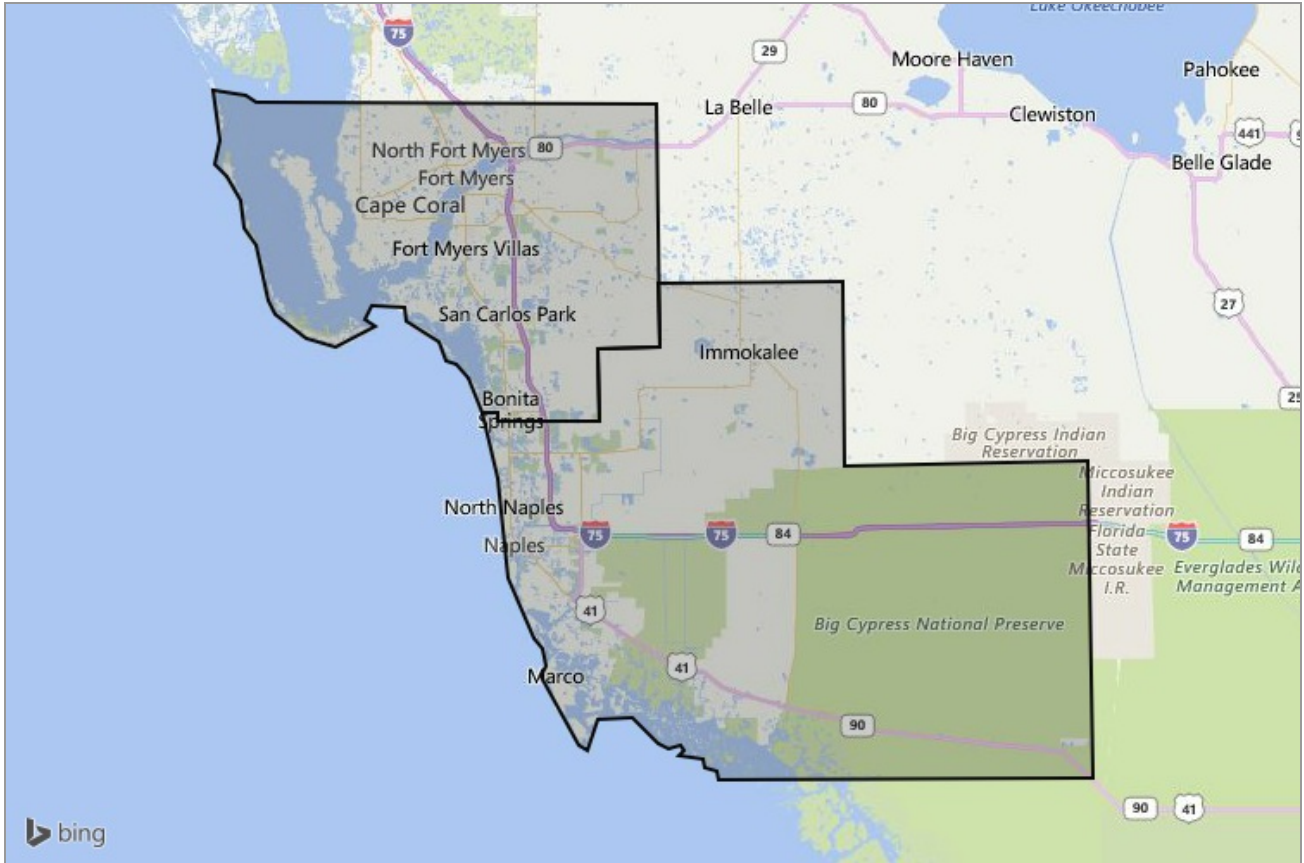




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
12/2015 – 12/2016

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 01/06/2017

**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



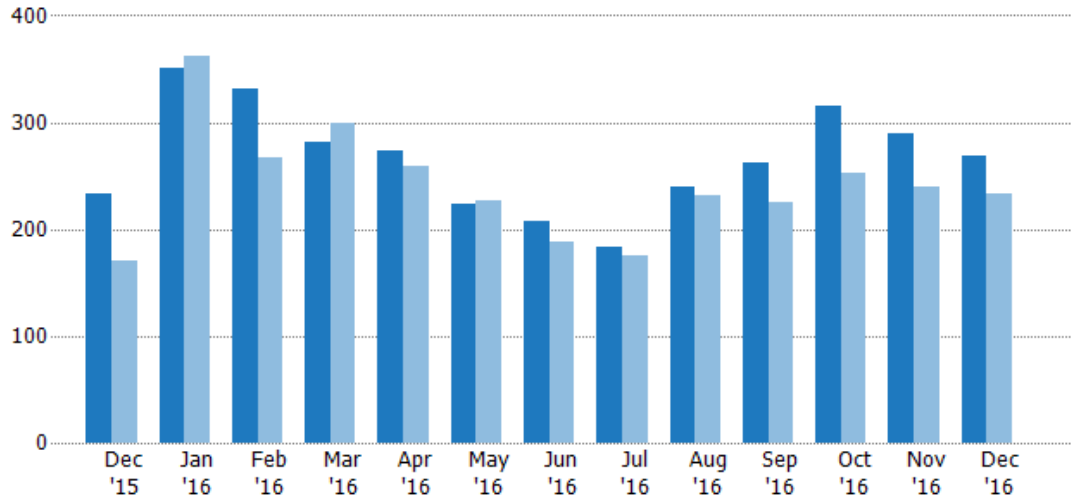
### New Listings

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.
Dec '16	268	14.5%
Dec '15	234	36.8%
Dec '14	171	29.2%



Current Year	234	351	332	282	274	223	207	183	239	263	316	289	268
Prior Year	171	362	267	300	259	227	188	176	232	225	253	239	234
Percent Change from Prior Year	37%	-3%	24%	-6%	6%	-2%	10%	4%	3%	17%	25%	21%	15%

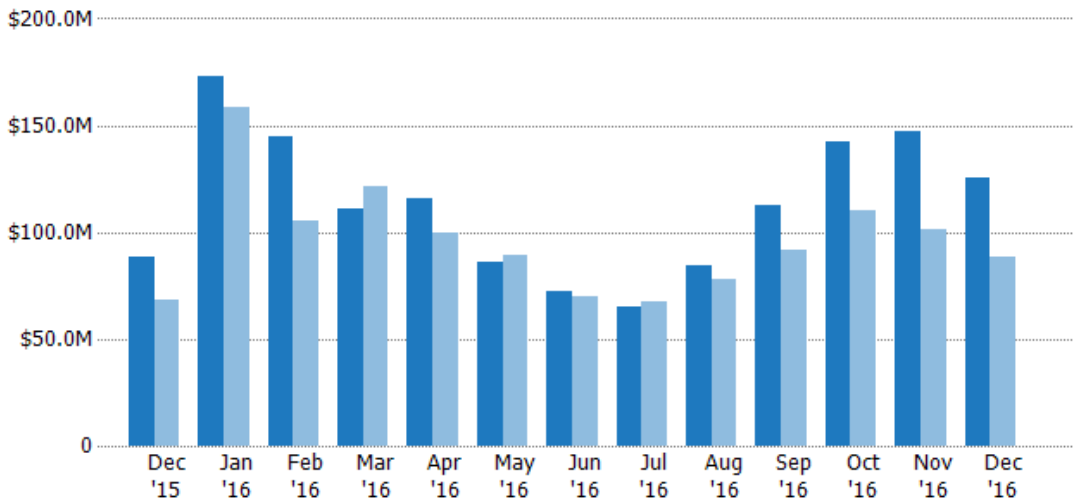
### New Listing Volume

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.
Dec '16	\$126M	41.9%
Dec '15	\$88.6M	29.8%
Dec '14	\$68.3M	30.1%



Current Year	\$88.6M	\$173M	\$145M	\$111M	\$116M	\$85.6M	\$72.6M	\$65M	\$84.1M	\$113M	\$142M	\$147M	\$126M
Prior Year	\$68.3M	\$158M	\$105M	\$121M	\$100M	\$89M	\$70M	\$67.3M	\$77.9M	\$91.8M	\$110M	\$101M	\$88.6M
Percent Change from Prior Year	30%	10%	38%	-9%	16%	-4%	4%	-3%	8%	23%	29%	45%	42%





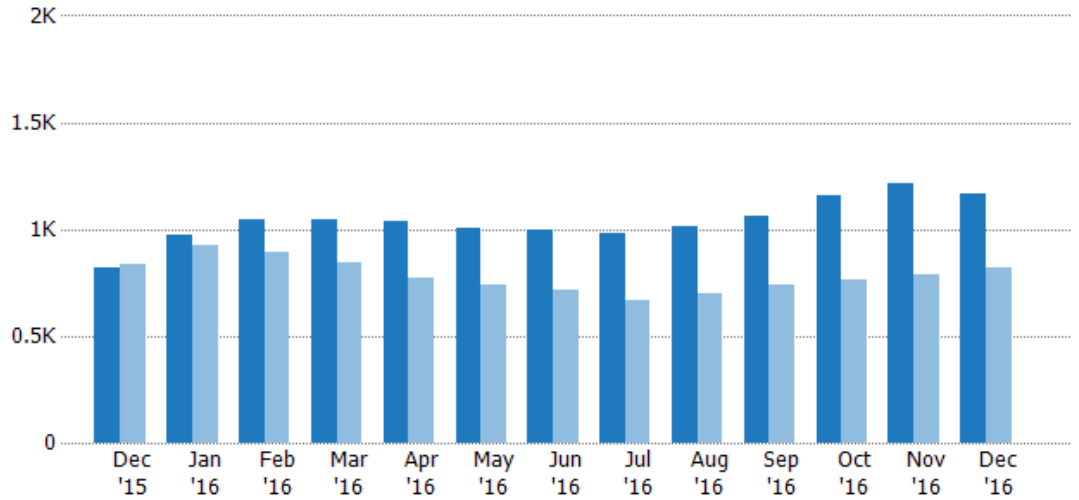
### Active Listings

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.
Dec '16	1.17K	42.3%
Dec '15	821	-1.6%
Dec '14	834	35.6%



Current Year	821	970	1.04K	1.04K	1.03K	1.01K	993	983	1.02K	1.06K	1.16K	1.22K	1.17K
Prior Year	834	923	893	848	771	740	713	666	699	742	760	790	821
Percent Change from Prior Year	-2%	5%	17%	23%	34%	36%	39%	48%	45%	43%	53%	54%	42%

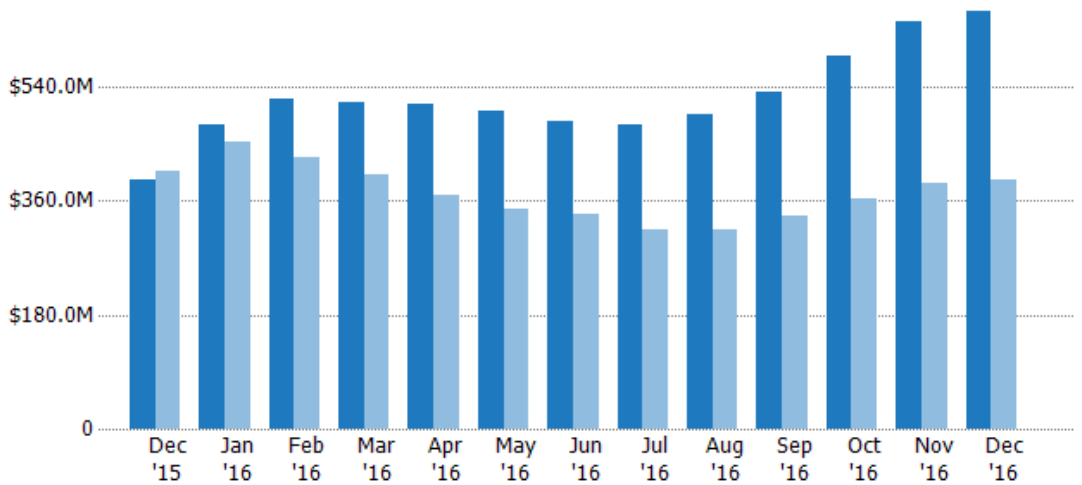
### Active Listing Volume

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.
Dec '16	\$659M	67.8%
Dec '15	\$392M	-3.8%
Dec '14	\$408M	17.6%



Current Year	\$392M	\$479M	\$519M	\$516M	\$512M	\$503M	\$487M	\$480M	\$495M	\$531M	\$589M	\$643M	\$659M
Prior Year	\$408M	\$454M	\$429M	\$400M	\$368M	\$347M	\$338M	\$314M	\$314M	\$337M	\$364M	\$388M	\$392M
Percent Change from Prior Year	-4%	6%	21%	29%	39%	45%	44%	53%	58%	58%	62%	66%	68%

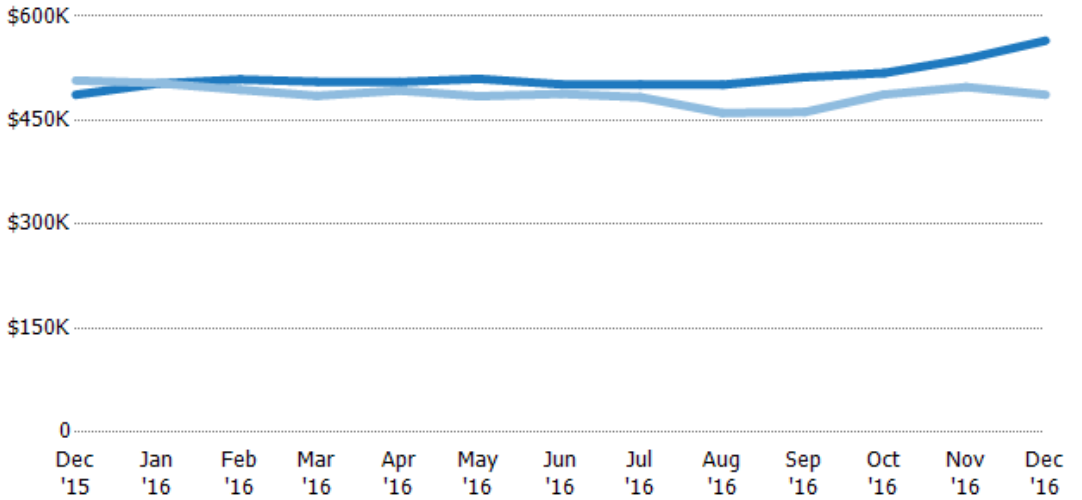


### Average Listing Price

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



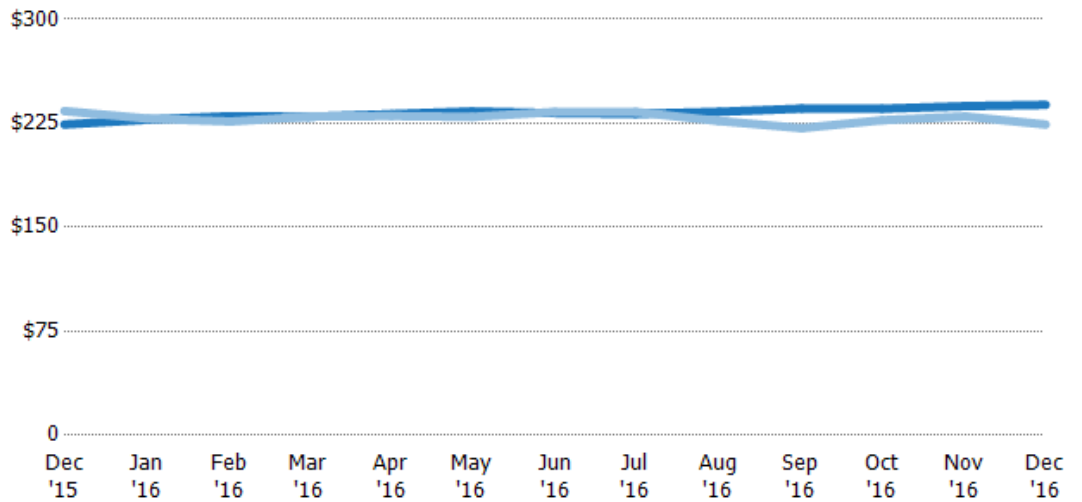
Month/Year	Price	% Chg.
Dec '16	\$565K	16%
Dec '15	\$487K	-4.1%
Dec '14	\$507K	-12.8%

### 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 '16	\$238	6.3%
Dec '15	\$224	-4.1%
Dec '14	\$234	-12%

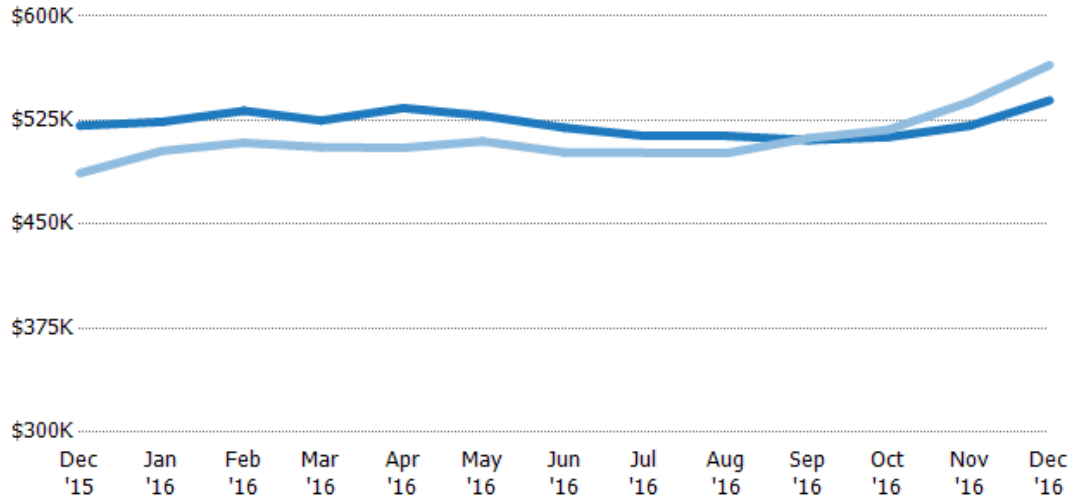


### Average Listing Price vs Average Est Value

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



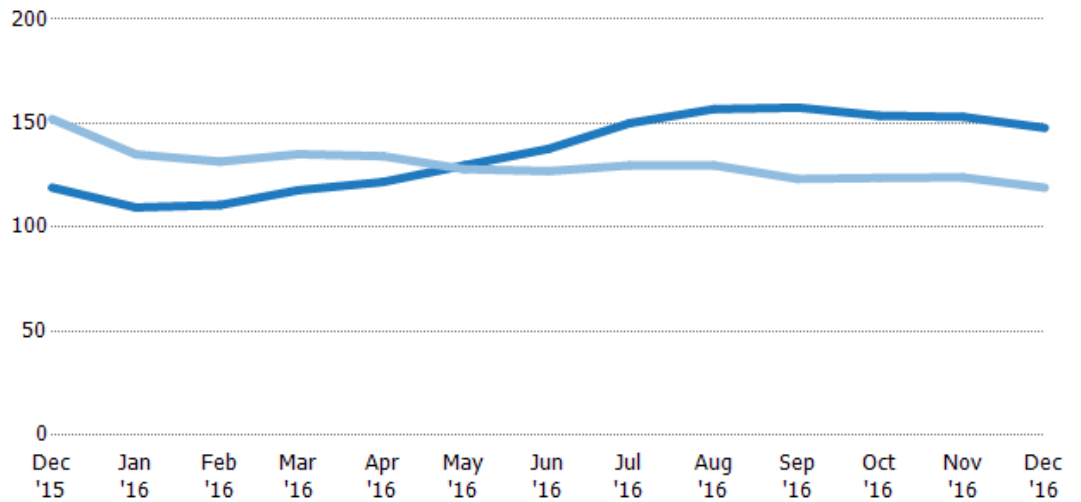
	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Avg Est Value	\$521K	\$524K	\$532K	\$525K	\$534K	\$528K	\$520K	\$514K	\$514K	\$511K	\$513K	\$521K	\$539K
Avg Listing Price	\$487K	\$503K	\$509K	\$506K	\$505K	\$510K	\$502K	\$502K	\$501K	\$512K	\$518K	\$538K	\$565K
Avg Listing Price as a % of Avg Est Value	93%	96%	96%	96%	95%	96%	97%	98%	98%	100%	101%	103%	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.
Dec '16	148	24.1%
Dec '15	119	-21.7%
Dec '14	152	14%

	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	119	109	111	118	122	130	138	150	157	158	154	153	148
Prior Year	152	135	132	135	134	128	127	130	130	123	124	124	119
Percent Change from Prior Year	-22%	-19%	-16%	-13%	-9%	1%	8%	16%	21%	28%	24%	23%	24%





### 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



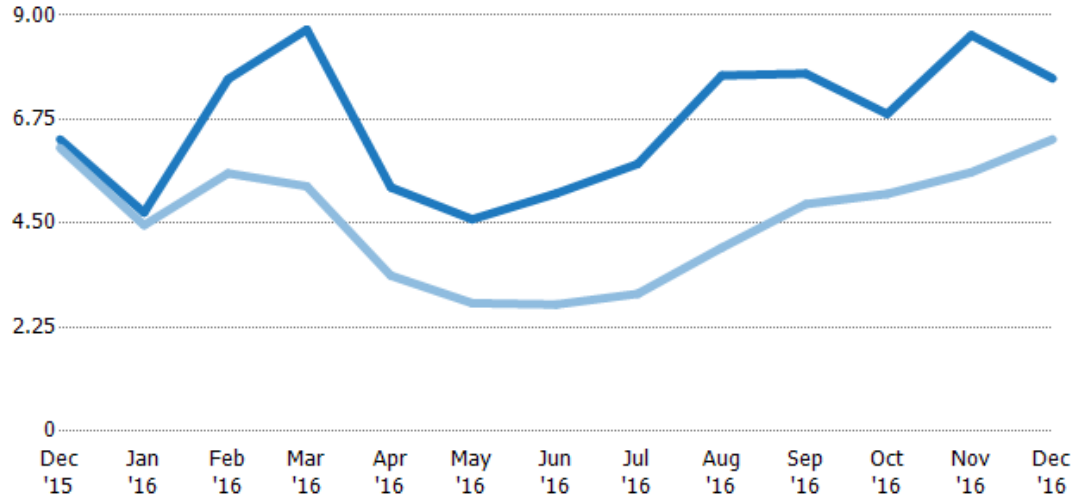
### Months of Inventory

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.
Dec '16	7.63	20.9%
Dec '15	6.32	3%
Dec '14	6.13	27.2%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	6.32	4.73	7.62	8.69	5.28	4.59	5.15	5.78	7.7	7.74	6.86	8.57	7.63
Prior Year	6.13	4.46	5.58	5.3	3.37	2.77	2.74	2.97	3.97	4.91	5.14	5.6	6.32
Percent Change from Prior Year	3%	6%	37%	64%	57%	65%	88%	94%	94%	57%	34%	53%	21%



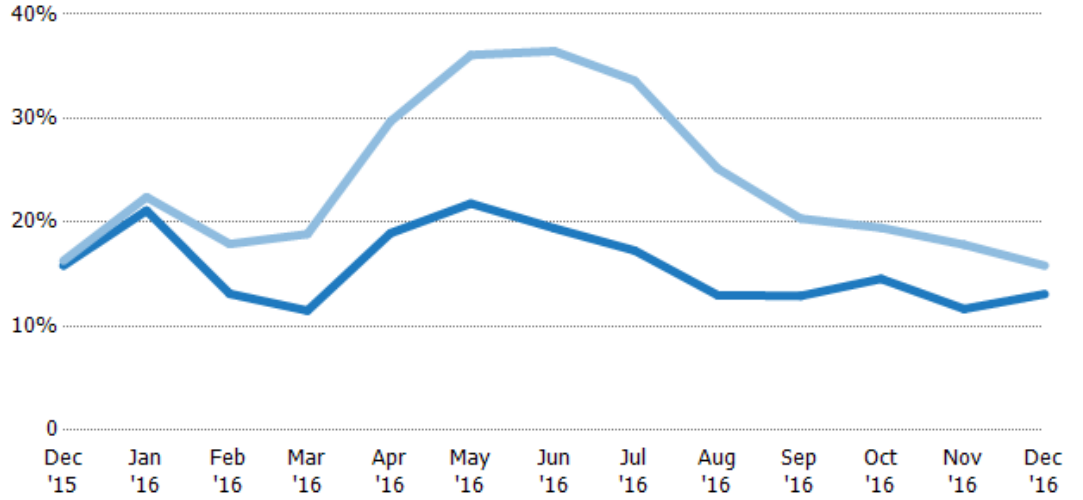
### Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Dec '16	13%	2.7%
Dec '15	16%	.5%
Dec '14	16%	-21.3%

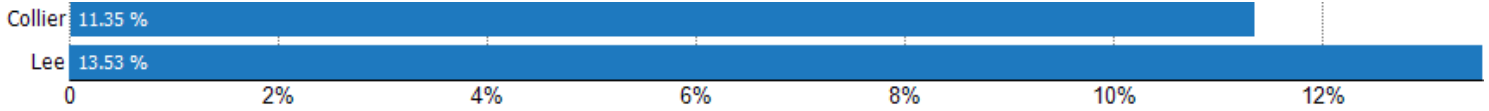


Current Year	16%	21%	13%	12%	19%	22%	19%	17%	13%	13%	15%	12%	13%
Prior Year	16%	22%	18%	19%	30%	36%	36%	34%	25%	20%	19%	18%	16%
Change from Prior Year	0	1%	5%	7%	11%	14%	17%	16%	12%	7%	5%	6%	3%

### 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





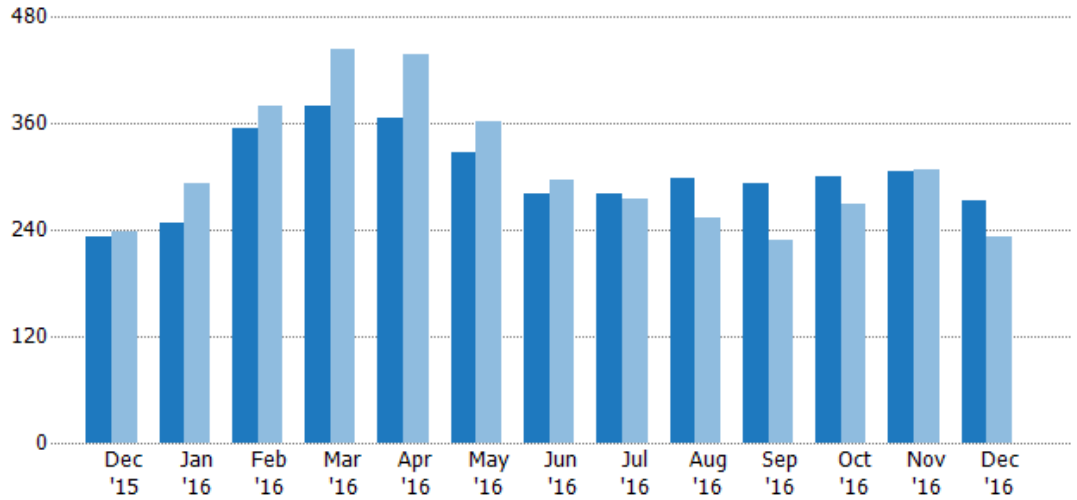
### Pending Sales

The number of 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.
Dec '16	274	18.1%
Dec '15	232	-2.9%
Dec '14	239	1.3%



Current Year	232	247	354	380	366	327	280	281	299	292	300	307	274
Prior Year	239	293	380	443	438	362	297	275	254	228	269	308	232
Percent Change from Prior Year	-3%	-16%	-7%	-14%	-16%	-10%	-6%	2%	18%	28%	12%	0	18%

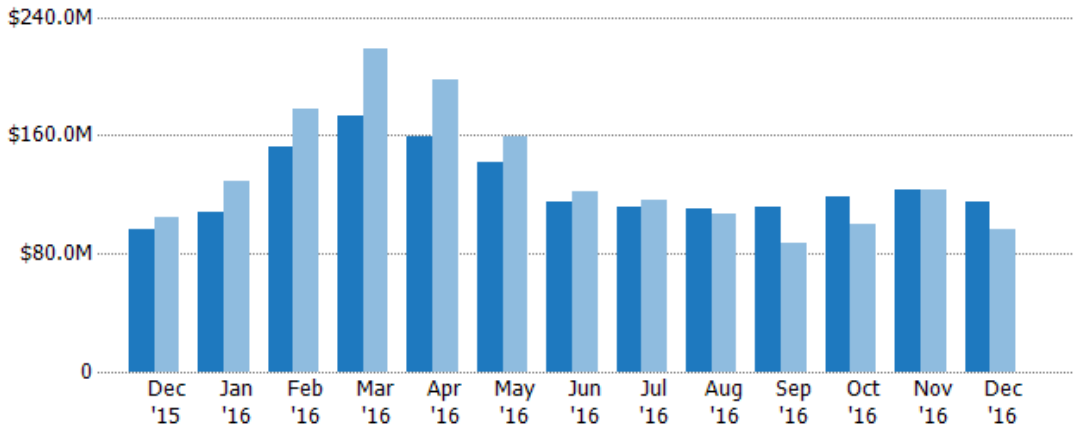
### Pending Sales Volume

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.
Dec '16	\$115M	19.5%
Dec '15	\$96.5M	-7.2%
Dec '14	\$104M	-23%



Current Year	\$96.5M	\$107M	\$152M	\$173M	\$160M	\$142M	\$115M	\$111M	\$110M	\$111M	\$118M	\$123M	\$115M
Prior Year	\$104M	\$129M	\$178M	\$219M	\$198M	\$159M	\$121M	\$116M	\$106M	\$87.2M	\$100M	\$123M	\$96.5M
Percent Change from Prior Year	-7%	-17%	-14%	-21%	-19%	-11%	-5%	-4%	4%	28%	19%	0	19%







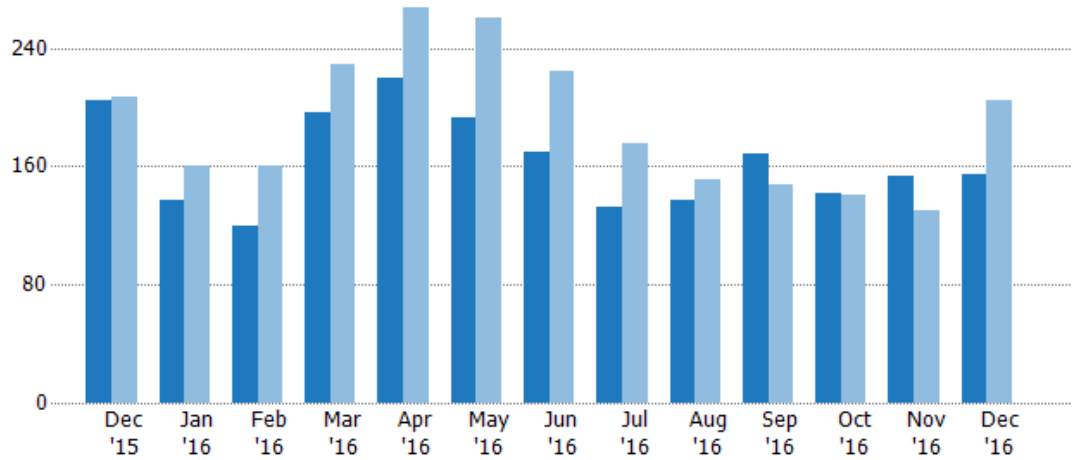
### Closed Sales

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.
Dec '16	154	-24.9%
Dec '15	205	-1%
Dec '14	207	-17.9%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	205	137	120	196	220	193	170	132	137	169	142	153	154
Prior Year	207	160	160	229	267	260	224	176	151	148	141	130	205
Percent Change from Prior Year	-1%	-14%	-25%	-14%	-18%	-26%	-24%	-25%	-9%	14%	1%	18%	-25%

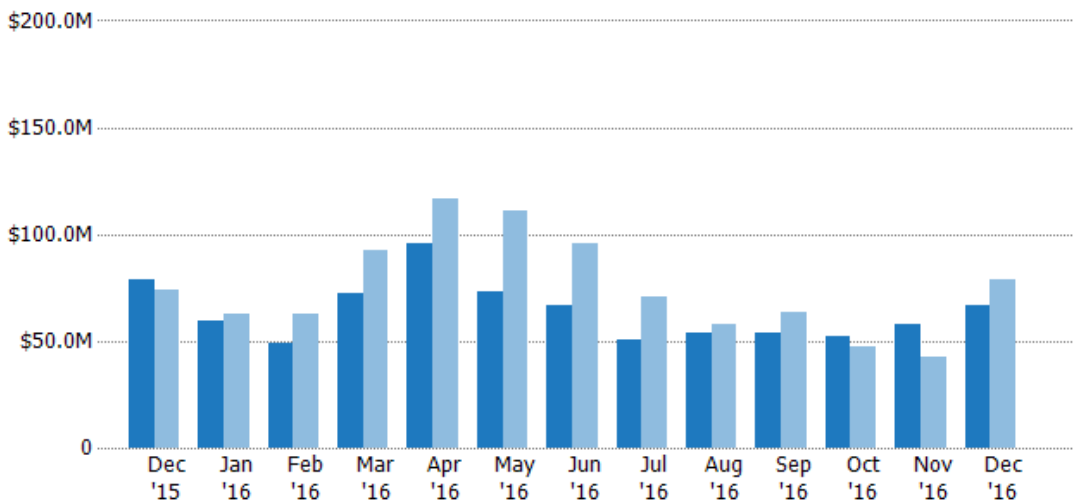
### Closed Sales Volume

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.
Dec '16	\$66.6M	-15.7%
Dec '15	\$79M	6.9%
Dec '14	\$74M	-32%



	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Current Year	\$79M	\$59.3M	\$49.3M	\$72.4M	\$95.9M	\$73.1M	\$67.1M	\$50.5M	\$54.1M	\$53.8M	\$52.2M	\$57.6M	\$66.6M
Prior Year	\$74M	\$62.8M	\$62.7M	\$92.4M	\$116M	\$111M	\$95.7M	\$70.5M	\$57.8M	\$63.1M	\$47.2M	\$42.2M	\$79M
Percent Change from Prior Year	7%	-6%	-21%	-22%	-18%	-34%	-30%	-28%	-6%	-15%	11%	37%	-16%



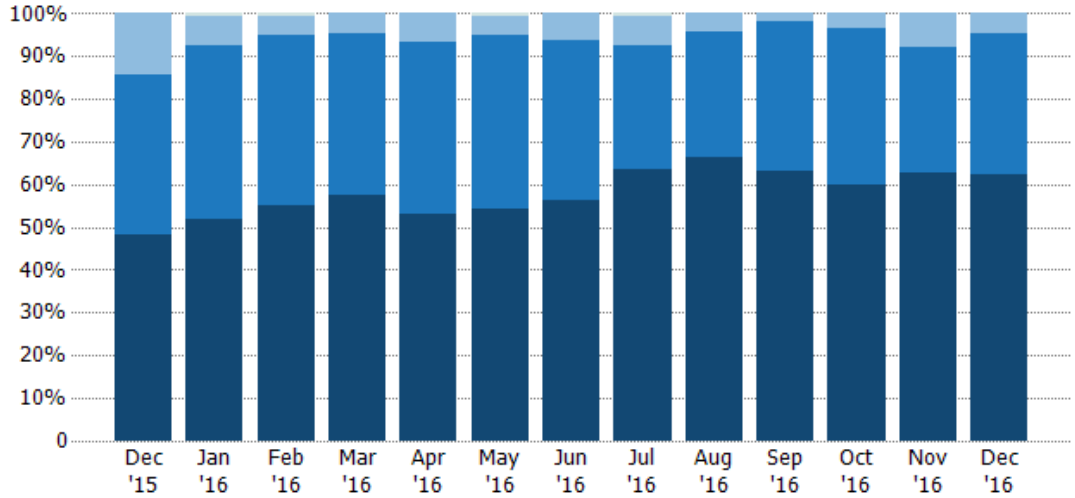


### Closed Sales by Property Type

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

**Filters Used**

County: Collier County, Florida, Lee County, Florida

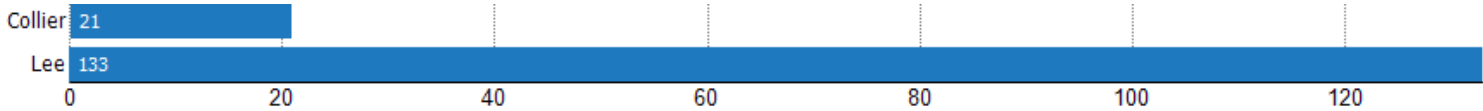


Property Type	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16
Lot/Land	-	1%	1%	-	-	1%	-	1%	-	-	-	-	-
Multifamily/Multiplex	14%	7%	4%	5%	7%	5%	6%	7%	4%	2%	4%	8%	5%
Condo/Townhouse	38%	41%	40%	38%	40%	40%	37%	29%	29%	35%	37%	29%	33%
Single Family Residence	48%	52%	55%	58%	53%	54%	56%	64%	66%	63%	60%	63%	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



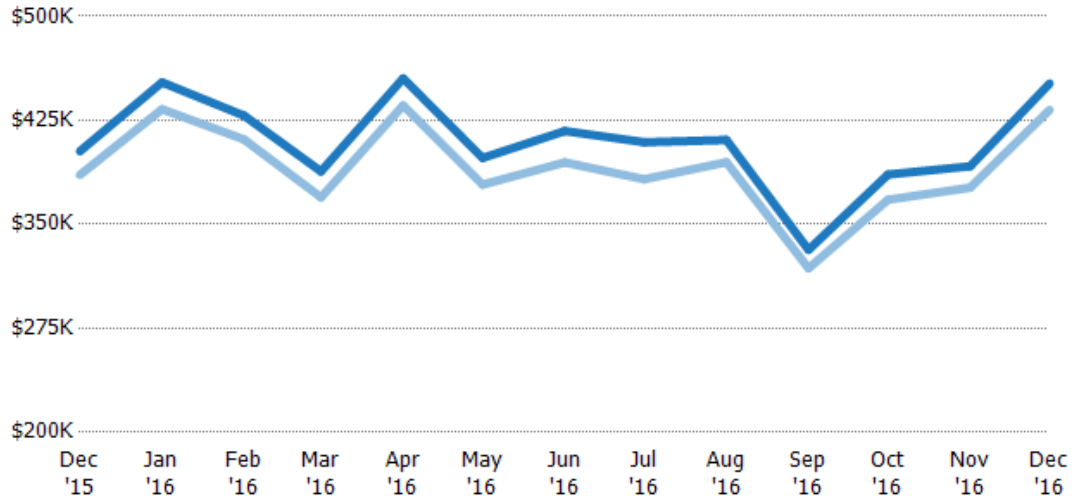


### Average Sales Price vs Average Listing Price

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



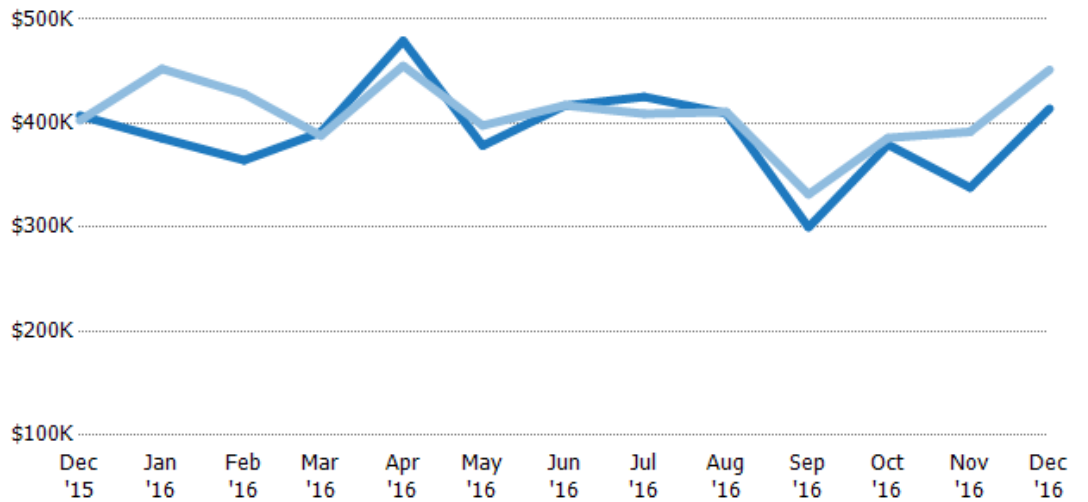
Avg List Price	\$403K	\$452K	\$428K	\$388K	\$455K	\$398K	\$417K	\$409K	\$411K	\$332K	\$386K	\$392K	\$452K
Avg Sales Price	\$386K	\$433K	\$411K	\$369K	\$436K	\$379K	\$395K	\$382K	\$395K	\$318K	\$368K	\$376K	\$432K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	95%	96%	95%	95%	93%	96%	96%	95%	96%	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



Avg Est Value	\$407K	\$386K	\$365K	\$392K	\$479K	\$378K	\$417K	\$425K	\$409K	\$300K	\$379K	\$338K	\$414K
Avg Sales Price	\$403K	\$452K	\$428K	\$388K	\$455K	\$398K	\$417K	\$409K	\$411K	\$332K	\$386K	\$392K	\$452K
Avg Sales Price as a % of Avg Est Value	99%	117%	118%	99%	95%	105%	100%	96%	100%	111%	102%	116%	109%





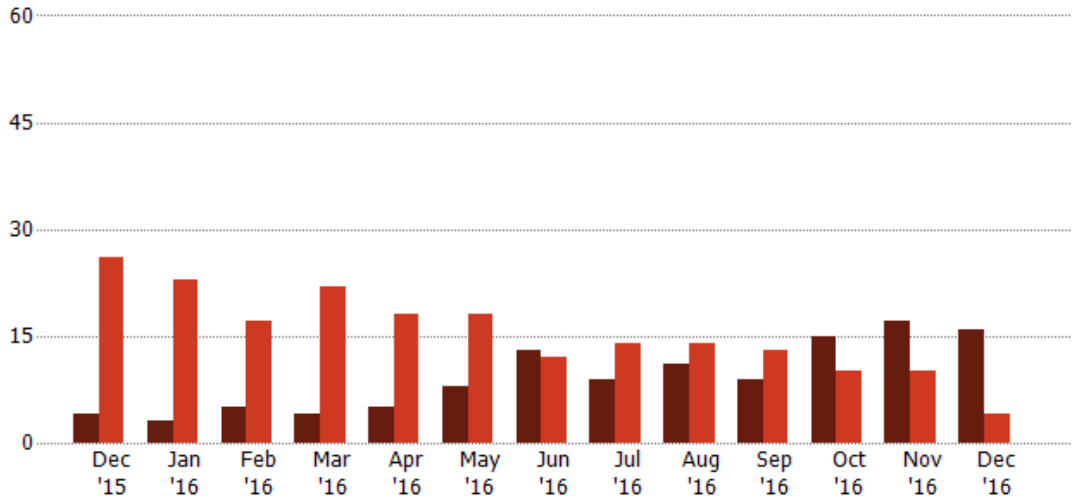
### Distressed Listings

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.
Dec '16	16	300%
Dec '15	4	-84.6%
Dec '14	26	119.2%

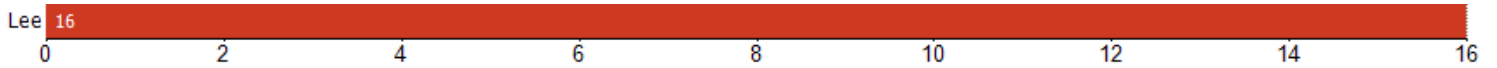


Current Year	4	3	5	4	5	8	13	9	11	9	15	17	16
Prior Year	26	23	17	22	18	18	12	14	14	13	10	10	4
Percent Change from Prior Year	-85%	-87%	-71%	-82%	-72%	-56%	8%	-36%	-21%	-31%	50%	70%	300%

### 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:** 01/06/2017

**Scheduled:** Yes

**Report Date Range:** From 12/2015 To: 12/2016

### 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 12/2016 data

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

