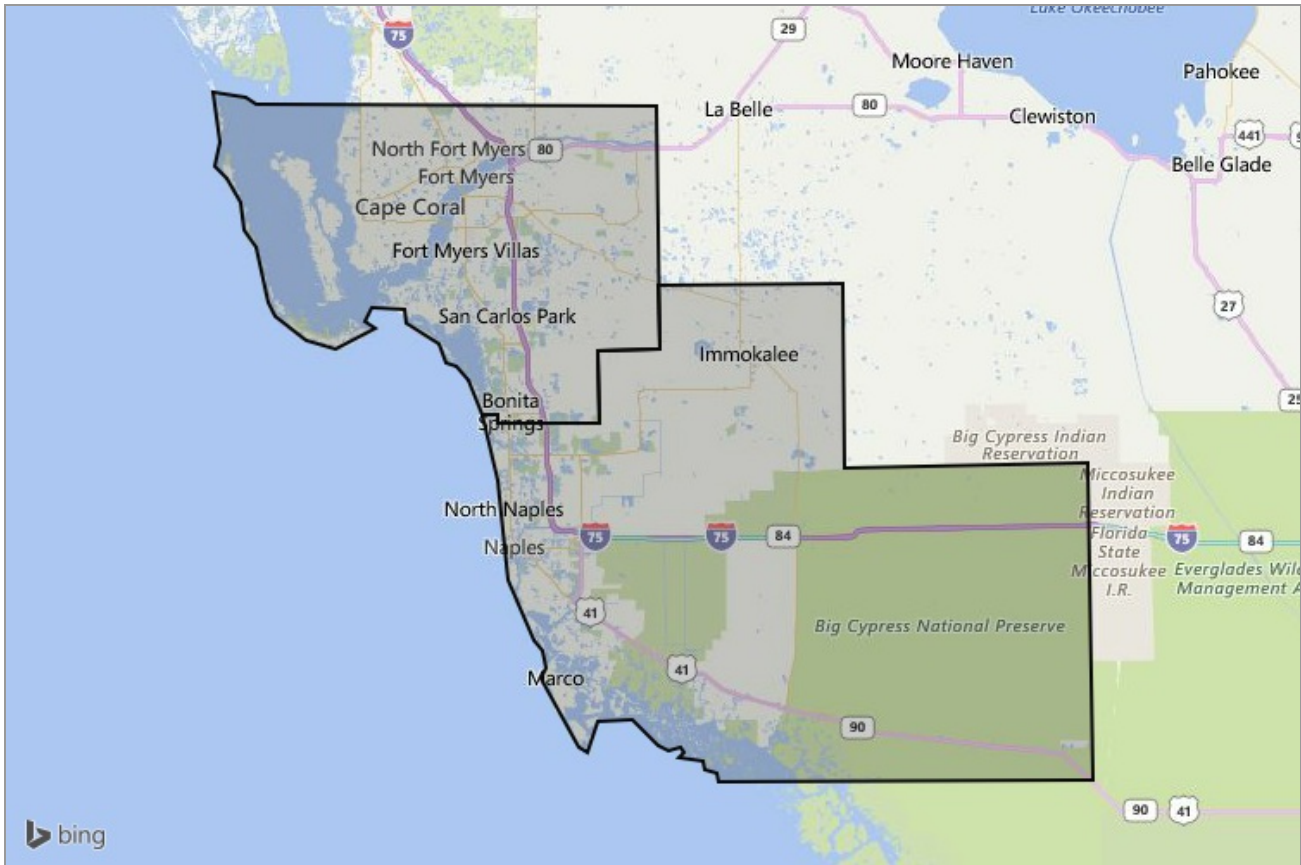




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
3/2016 – 3/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 04/07/2017

**Scheduled:** Yes

Presented by

**Bonita Springs-Estero Association of REALTORS®**

Florida Real Estate License: 251501954

(239) 992-6771

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

25300 Bemwood Drive  
Suite 1  
Bonita Springs, FL 34135



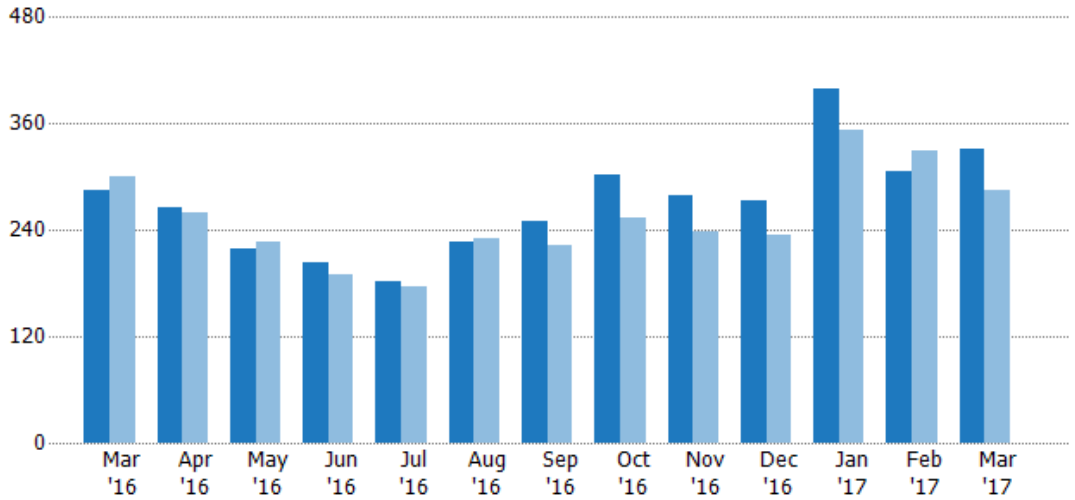
### New Listings

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.
Mar '17	331	16.5%
Mar '16	284	-5.3%
Mar '15	300	-6%



Current Year	284	265	219	203	182	226	250	302	279	273	400	307	331
Prior Year	300	260	227	189	176	231	223	253	238	234	352	329	284
Percent Change from Prior Year	-5%	2%	-4%	7%	3%	-2%	12%	19%	17%	17%	14%	-7%	17%

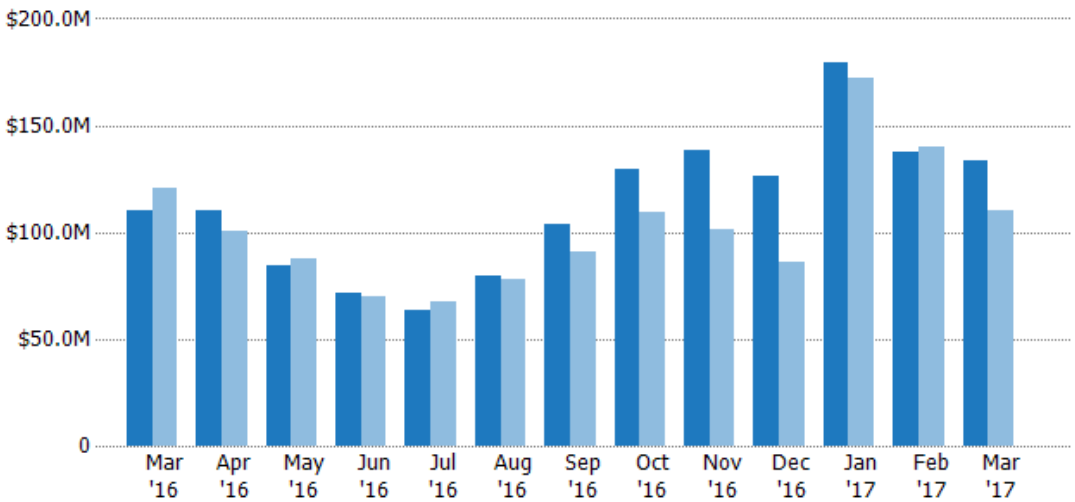
### New Listing Volume

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.
Mar '17	\$133M	21%
Mar '16	\$110M	-8.8%
Mar '15	\$121M	-20.3%



Current Year	\$110M	\$110M	\$84.4M	\$71.4M	\$63.8M	\$79.6M	\$103M	\$129M	\$138M	\$126M	\$179M	\$138M	\$133M
Prior Year	\$121M	\$100M	\$87.7M	\$70M	\$67.3M	\$77.6M	\$90.8M	\$109M	\$102M	\$85.9M	\$173M	\$140M	\$110M
Percent Change from Prior Year	-9%	10%	-4%	2%	-5%	3%	14%	18%	36%	47%	4%	-2%	21%





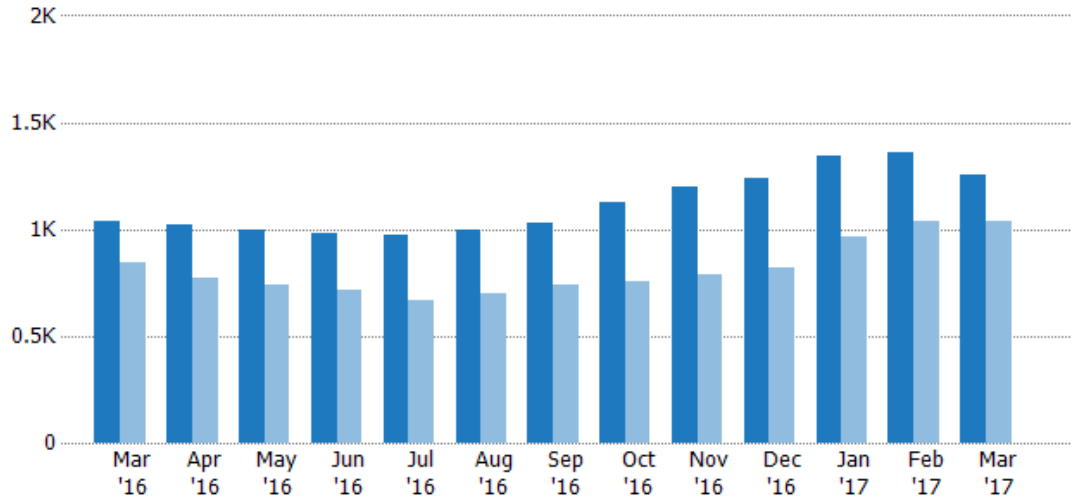
### Active Listings

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.
Mar '17	1.26K	21.1%
Mar '16	1.04K	22.3%
Mar '15	848	23%



Current Year	1.04K	1.03K	997	981	971	995	1.03K	1.13K	1.2K	1.24K	1.34K	1.36K	1.26K
Prior Year	848	772	742	716	667	698	739	756	785	816	965	1.04K	1.04K
Percent Change from Prior Year	22%	33%	34%	37%	46%	43%	40%	49%	52%	52%	39%	31%	21%

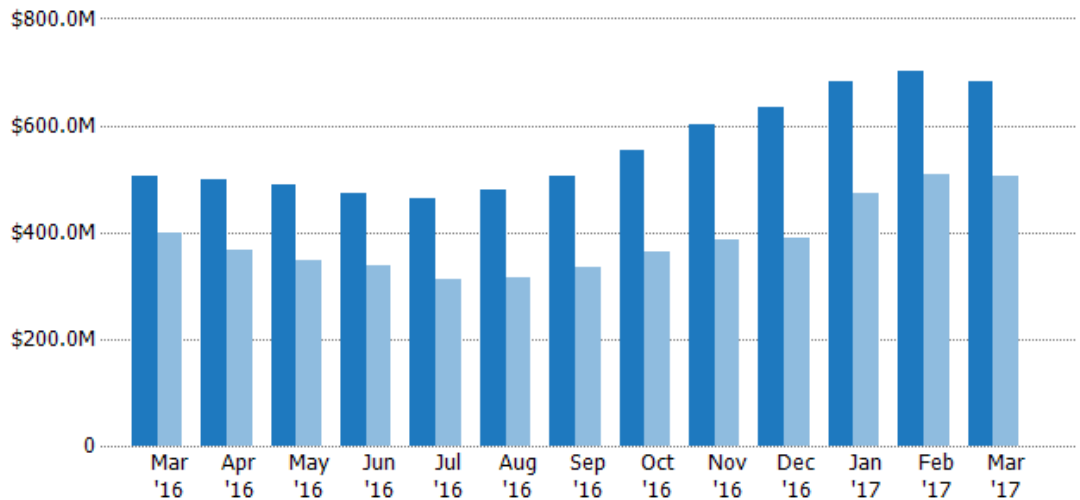
### Active Listing Volume

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.
Mar '17	\$681M	34.8%
Mar '16	\$505M	26.5%
Mar '15	\$400M	13.2%



Current Year	\$505M	\$498M	\$489M	\$473M	\$465M	\$478M	\$506M	\$553M	\$602M	\$633M	\$682M	\$703M	\$681M
Prior Year	\$400M	\$367M	\$347M	\$338M	\$313M	\$314M	\$336M	\$362M	\$385M	\$388M	\$473M	\$509M	\$505M
Percent Change from Prior Year	26%	36%	41%	40%	48%	52%	51%	53%	56%	63%	44%	38%	35%



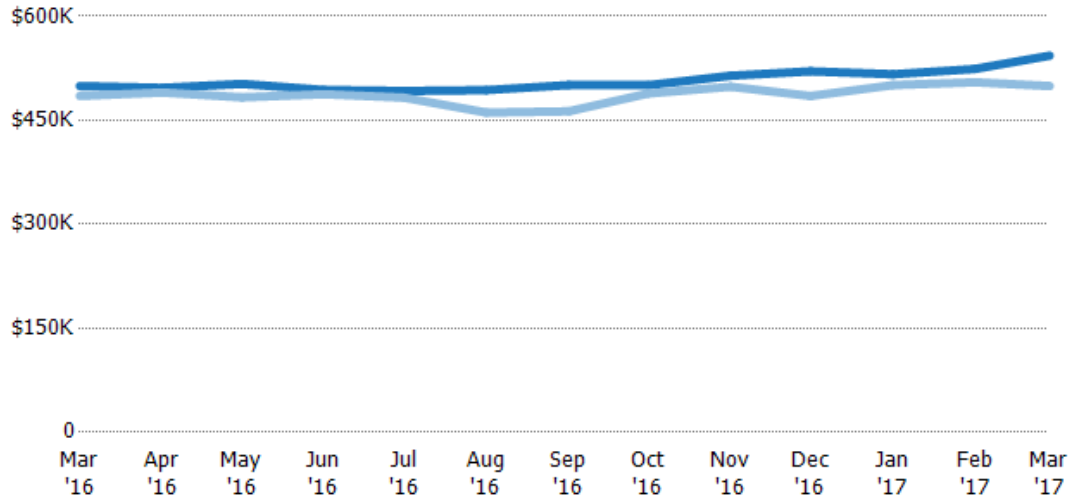
### Average Listing Price

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.
Mar '17	\$543K	8.8%
Mar '16	\$499K	3%
Mar '15	\$485K	-6.3%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	\$499K	\$497K	\$503K	\$494K	\$492K	\$494K	\$501K	\$501K	\$514K	\$521K	\$516K	\$524K	\$543K
Prior Year	\$485K	\$490K	\$483K	\$488K	\$483K	\$461K	\$463K	\$489K	\$498K	\$485K	\$501K	\$505K	\$499K
Percent Change from Prior Year	3%	1%	4%	1%	2%	7%	8%	2%	3%	7%	3%	4%	9%

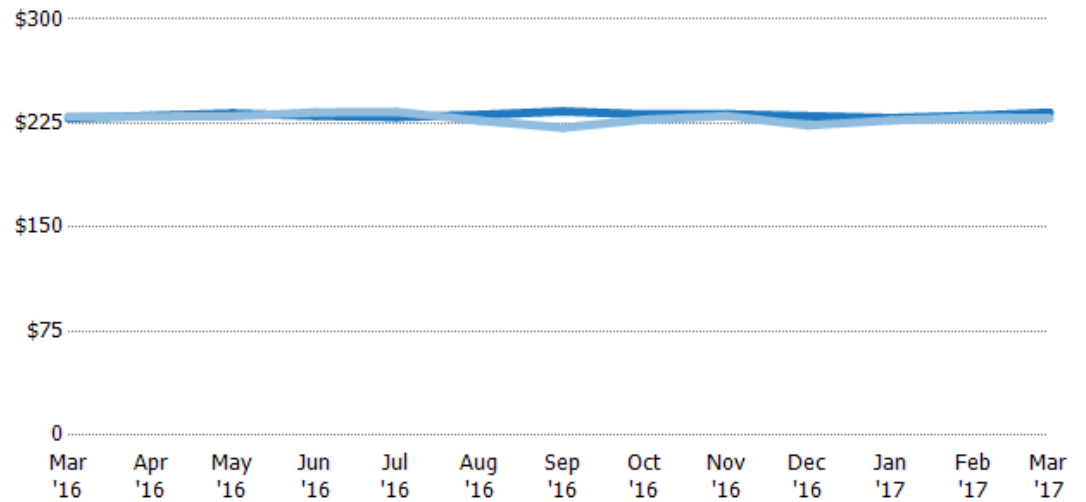
### Average Listing Price per Sq Ft

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.
Mar '17	\$233	1.8%
Mar '16	\$229	-0.5%
Mar '15	\$230	-6.1%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	\$229	\$230	\$232	\$230	\$229	\$231	\$234	\$231	\$232	\$230	\$229	\$230	\$233
Prior Year	\$230	\$230	\$230	\$233	\$233	\$227	\$222	\$228	\$230	\$224	\$227	\$229	\$229
Percent Change from Prior Year	0%	0%	1%	-1%	-2%	2%	5%	2%	1%	3%	1%	1%	2%



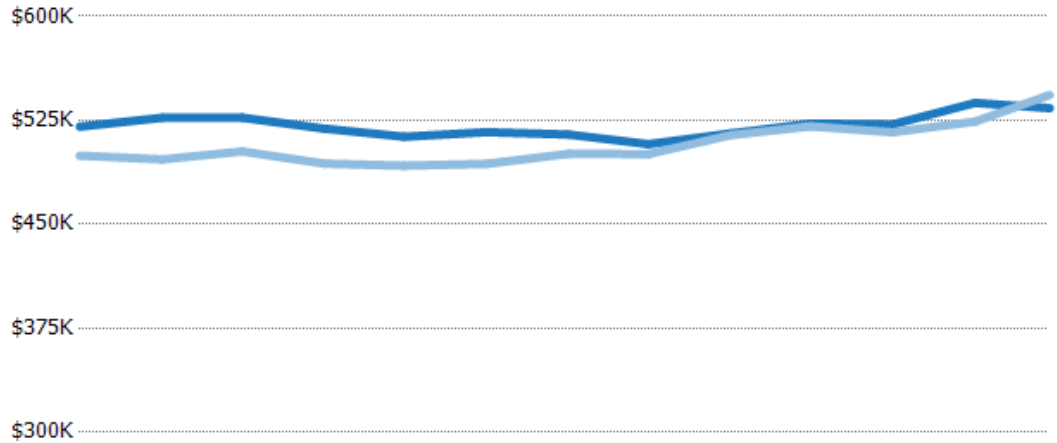


### Average Listing Price vs Average Est Value

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



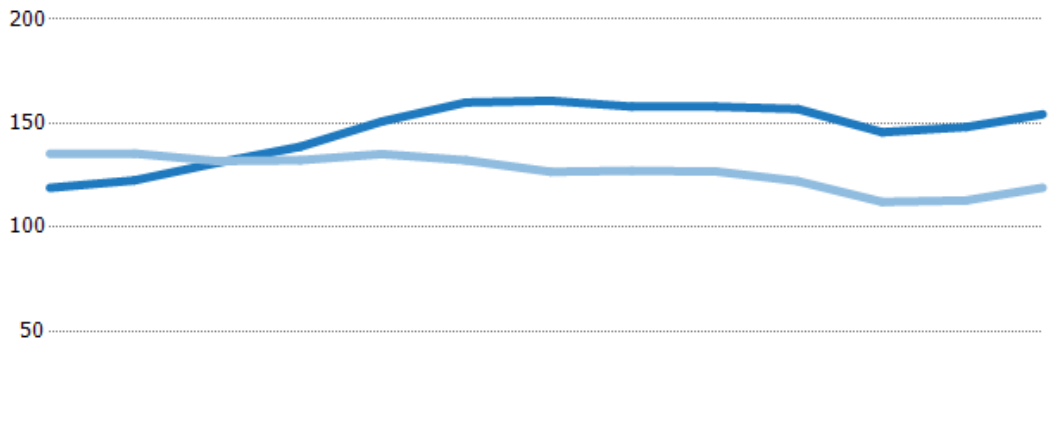
	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Avg Est Value	\$520K	\$527K	\$527K	\$519K	\$513K	\$516K	\$515K	\$508K	\$516K	\$523K	\$522K	\$538K	\$534K
Avg Listing Price	\$499K	\$497K	\$503K	\$494K	\$492K	\$494K	\$501K	\$501K	\$514K	\$521K	\$516K	\$524K	\$543K
Avg Listing Price as a % of Avg Est Value	96%	94%	95%	95%	96%	96%	97%	99%	100%	100%	99%	97%	102%

### 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.
Mar '17	154	29.7%
Mar '16	119	-12.1%
Mar '15	135	13.2%

	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	119	123	131	139	151	160	161	158	158	157	146	148	154
Prior Year	135	135	132	132	135	132	127	127	127	122	112	113	119
Percent Change from Prior Year	-12%	-10%	-1%	5%	12%	21%	27%	24%	25%	28%	30%	31%	30%

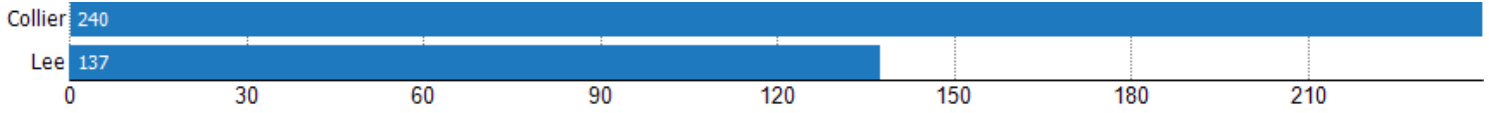




### Average Days in RPR (By County)

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

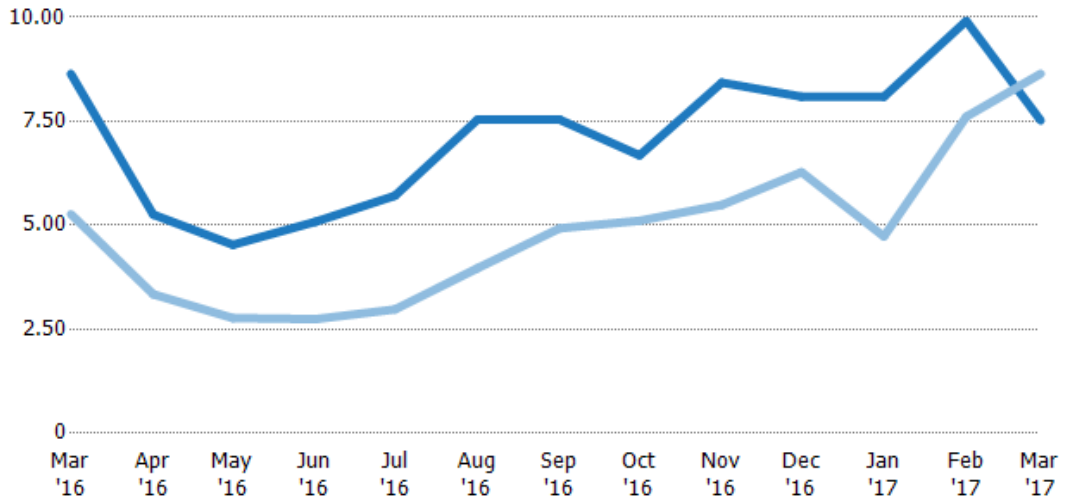


### Months of Inventory

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.
Mar '17	7.52	-13%
Mar '16	8.64	64.1%
Mar '15	5.27	19.3%

	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	8.64	5.26	4.53	5.08	5.71	7.54	7.54	6.68	8.43	8.09	8.09	9.91	7.52
Prior Year	5.27	3.34	2.77	2.74	2.98	3.97	4.93	5.11	5.49	6.28	4.73	7.61	8.64
Percent Change from Prior Year	64%	57%	64%	85%	92%	90%	53%	31%	54%	29%	71%	30%	-13%



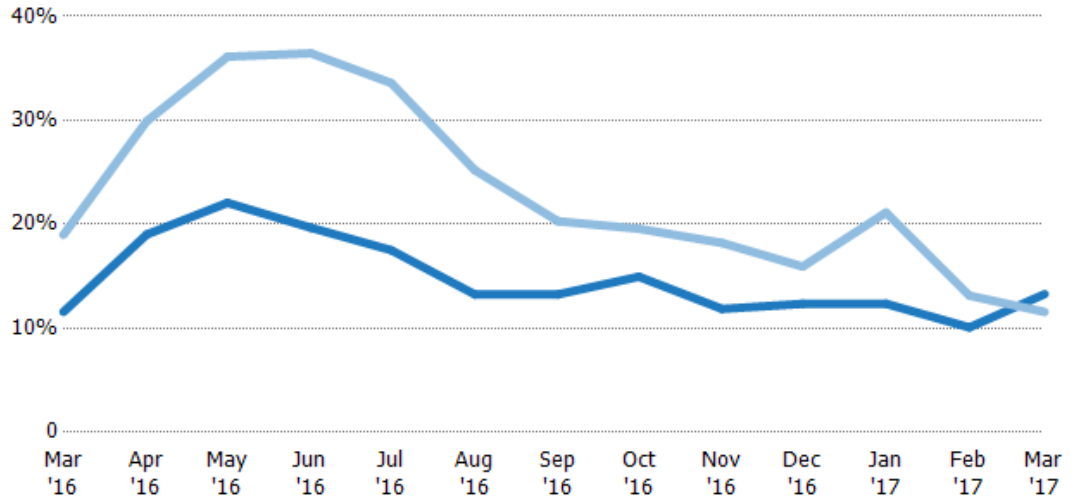
### Absorption Rate

The percentage of inventory sold per month.

#### Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Mar '17	13%	-1.7%
Mar '16	12%	7.4%
Mar '15	19%	-16.2%

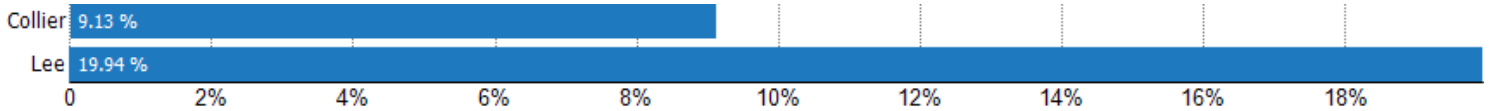


	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	12%	19%	22%	20%	18%	13%	13%	15%	12%	12%	12%	10%	13%
Prior Year	19%	30%	36%	36%	34%	25%	20%	20%	18%	16%	21%	13%	12%
Change from Prior Year	7%	11%	14%	17%	16%	12%	7%	5%	6%	4%	9%	3%	-2%

### 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





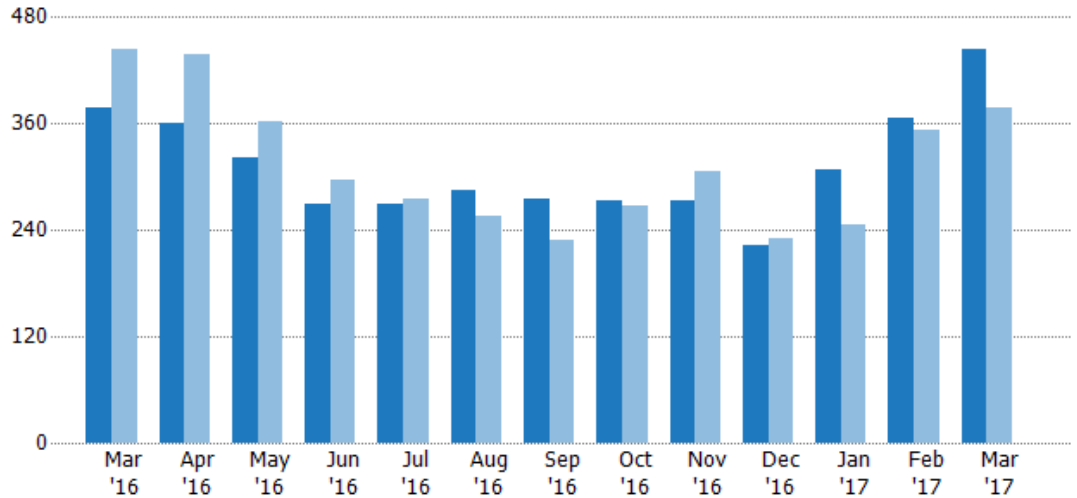
### Pending Sales

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.
Mar '17	443	17.5%
Mar '16	377	-14.9%
Mar '15	443	5.9%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	377	361	322	270	269	284	276	274	274	222	308	367	443
Prior Year	443	438	362	297	275	255	228	268	307	231	246	353	377
Percent Change from Prior Year	-15%	-18%	-11%	-9%	-2%	11%	21%	2%	-11%	-4%	25%	4%	18%

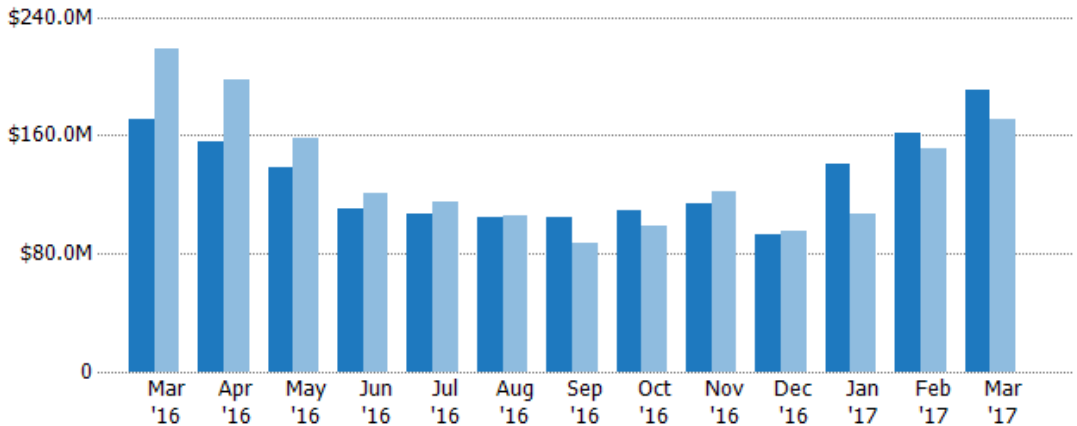
### Pending Sales Volume

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.
Mar '17	\$191M	11.6%
Mar '16	\$171M	-21.5%
Mar '15	\$218M	-17.3%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	\$171M	\$156M	\$138M	\$111M	\$106M	\$104M	\$105M	\$109M	\$114M	\$93.2M	\$141M	\$162M	\$191M
Prior Year	\$218M	\$197M	\$158M	\$121M	\$115M	\$106M	\$86.5M	\$99M	\$122M	\$95.5M	\$106M	\$151M	\$171M
Percent Change from Prior Year	-21%	-21%	-13%	-8%	-8%	-1%	21%	10%	-7%	-2%	32%	7%	12%







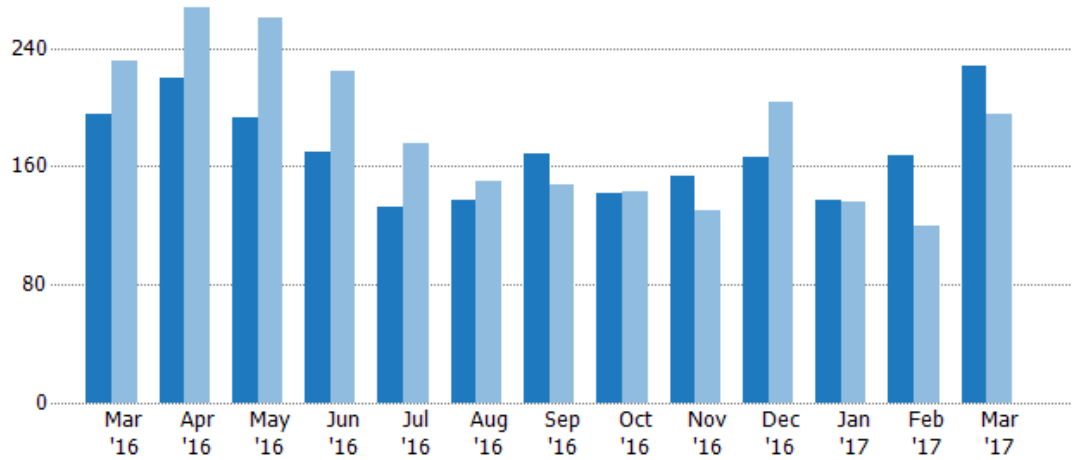
### Closed Sales

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.
Mar '17	228	16.9%
Mar '16	195	-15.6%
Mar '15	231	2.2%



Current Year	195	220	193	170	132	137	169	142	153	166	137	167	228
Prior Year	231	268	261	224	176	150	148	143	130	204	136	120	195
Percent Change from Prior Year	-16%	-18%	-26%	-24%	-25%	-9%	14%	-1%	18%	-19%	1%	39%	17%

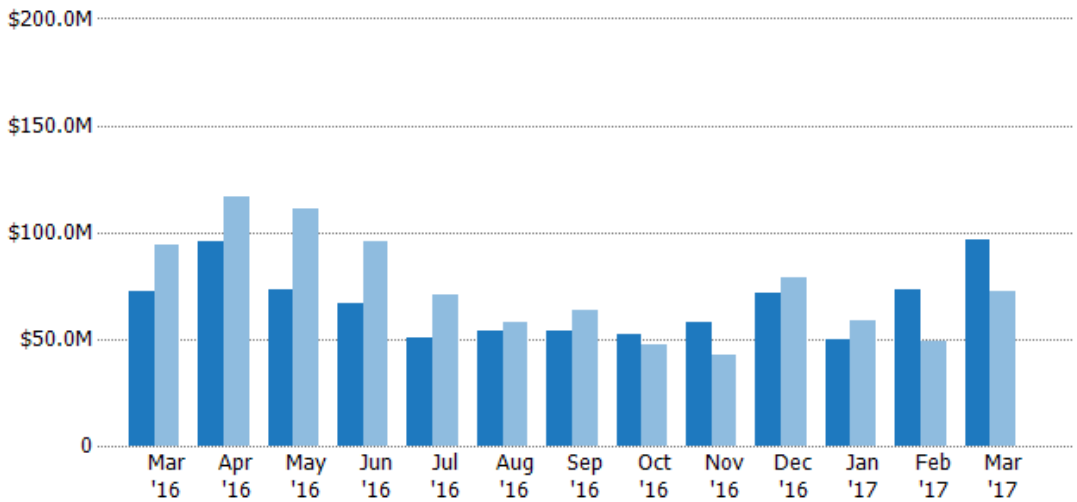
### Closed Sales Volume

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.
Mar '17	\$96.5M	33.5%
Mar '16	\$72.3M	-22.9%
Mar '15	\$93.8M	-11.2%



Current Year	\$72.3M	\$95.9M	\$73.1M	\$67.1M	\$50.5M	\$54.1M	\$53.8M	\$52.2M	\$57.6M	\$71.3M	\$50.2M	\$72.9M	\$96.5M
Prior Year	\$93.8M	\$116M	\$111M	\$95.7M	\$70.5M	\$57.5M	\$63.1M	\$47.4M	\$42.2M	\$78.9M	\$59M	\$49.3M	\$72.3M
Percent Change from Prior Year	-23%	-18%	-34%	-30%	-28%	-6%	-15%	10%	37%	-10%	-15%	48%	33%



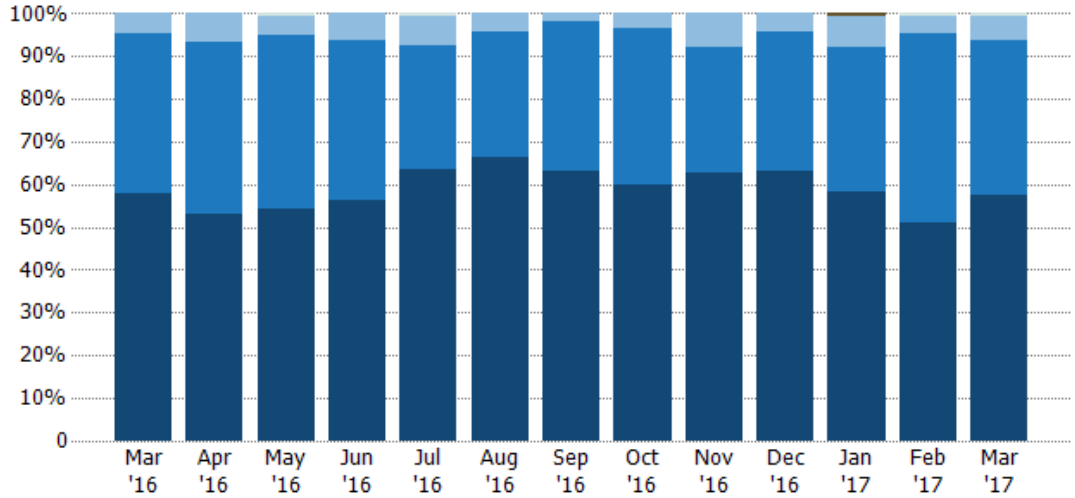


### Closed Sales by Property Type

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	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Other	-	-	-	-	-	-	-	-	-	-	1%	-	-
Lot/Land	-	-	1%	-	1%	-	-	-	-	-	-	1%	0%
Multifamily/Multiplex	5%	7%	5%	6%	7%	4%	2%	4%	8%	4%	7%	4%	6%
Condo/Townhouse	37%	40%	40%	37%	29%	29%	35%	37%	29%	33%	34%	44%	36%
Single Family Residence	58%	53%	54%	56%	64%	66%	63%	60%	63%	63%	58%	51%	57%

### 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



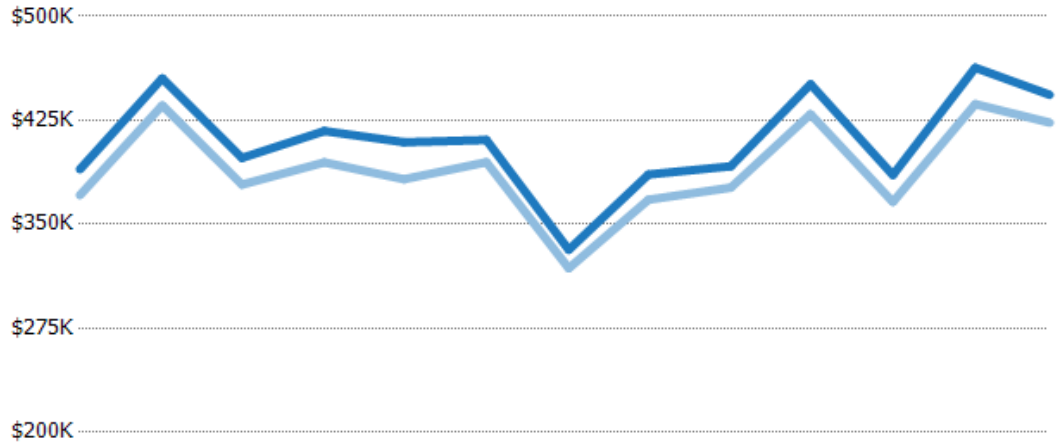


### Average Sales Price vs Average Listing Price

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



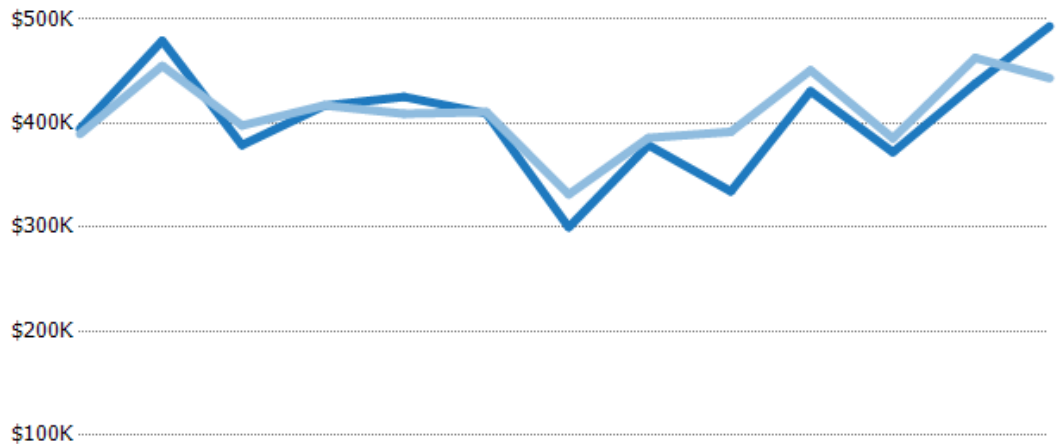
	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Avg List Price	\$390K	\$455K	\$398K	\$417K	\$409K	\$411K	\$332K	\$386K	\$392K	\$451K	\$386K	\$463K	\$443K
Avg Sales Price	\$371K	\$436K	\$379K	\$395K	\$382K	\$395K	\$318K	\$368K	\$376K	\$429K	\$366K	\$437K	\$423K
Avg Sales Price as a % of Avg List Price	95%	96%	95%	95%	93%	96%	96%	95%	96%	95%	95%	94%	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



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Avg Est Value	\$395K	\$479K	\$379K	\$417K	\$425K	\$409K	\$300K	\$379K	\$335K	\$431K	\$372K	\$438K	\$493K
Avg Sales Price	\$390K	\$455K	\$398K	\$417K	\$409K	\$411K	\$332K	\$386K	\$392K	\$451K	\$386K	\$463K	\$443K
Avg Sales Price as a % of Avg Est Value	99%	95%	105%	100%	96%	100%	111%	102%	117%	105%	104%	106%	90%





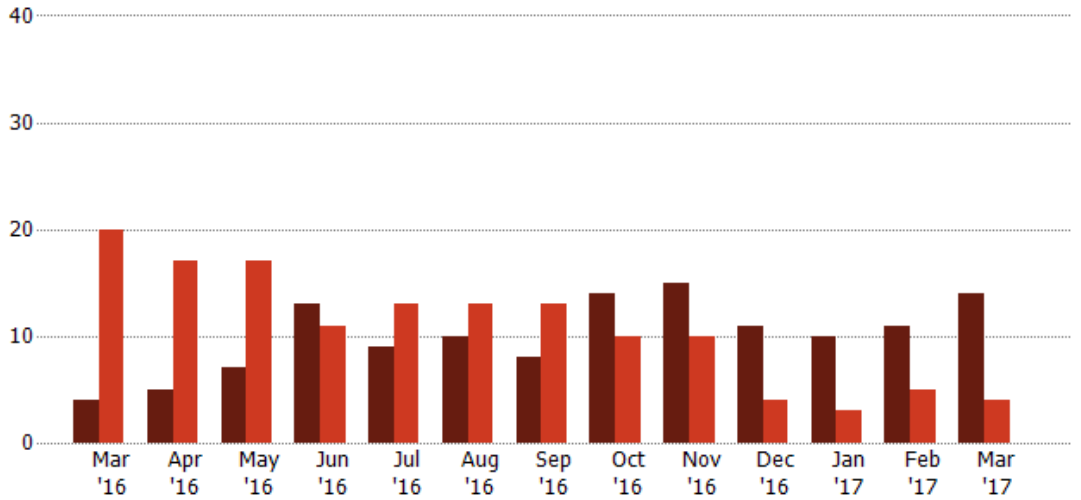
### Distressed Listings

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.
Mar '17	14	250%
Mar '16	4	-80%
Mar '15	20	90%

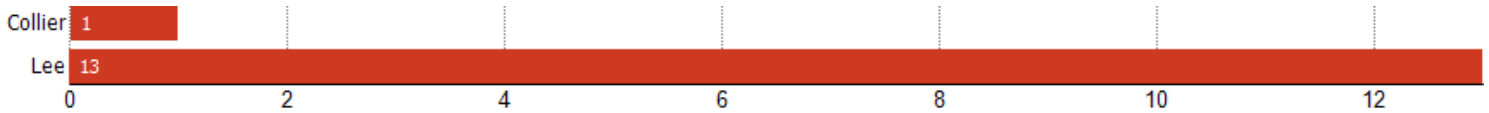


Current Year	4	5	7	13	9	10	8	14	15	11	10	11	14
Prior Year	20	17	17	11	13	13	13	10	10	4	3	5	4
Percent Change from Prior Year	-80%	-71%	-59%	18%	-31%	-23%	-38%	40%	50%	175%	233%	120%	250%

### 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:** 04/07/2017

**Scheduled:** Yes

**Report Date Range:** From 3/2016 To: 3/2017

### 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 3/2017 data

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

