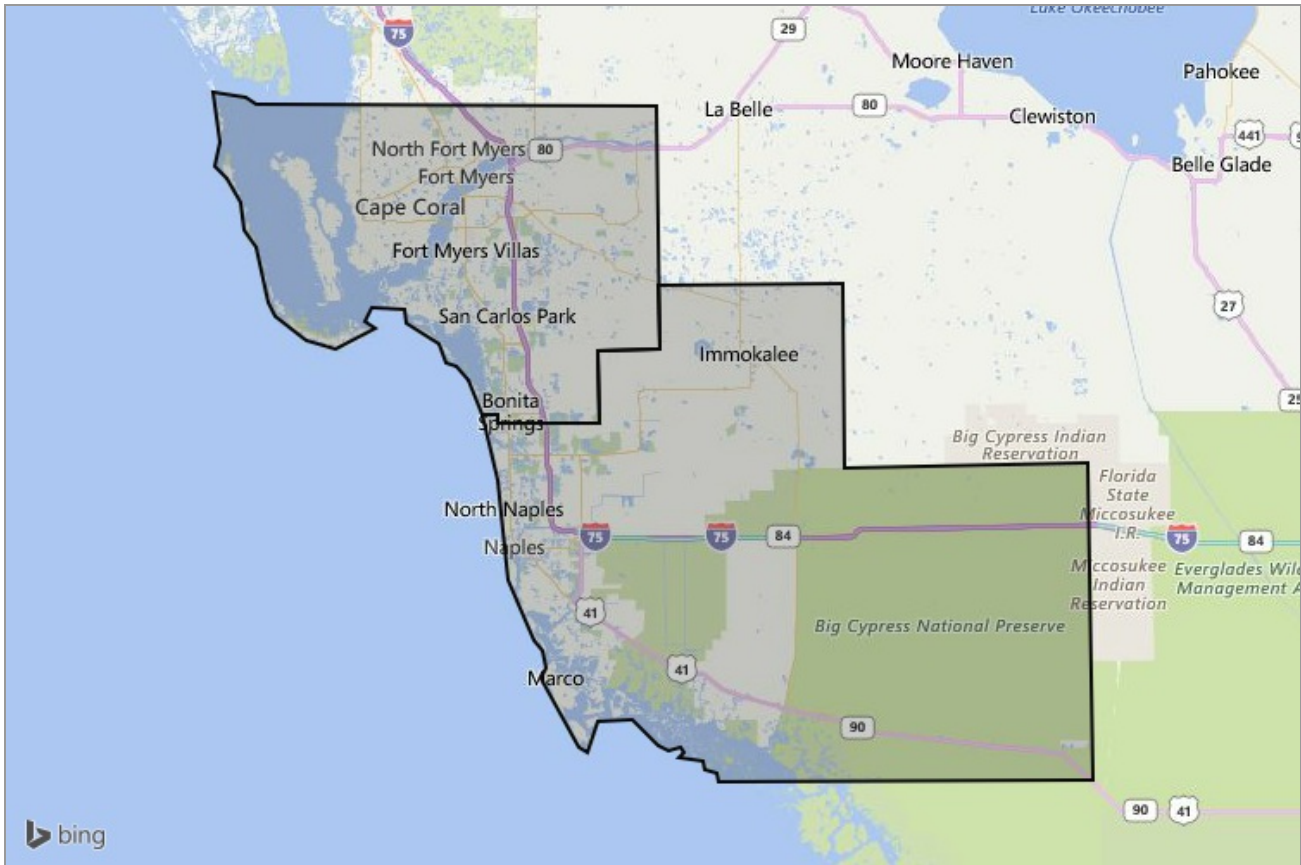




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
5/2016 – 5/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 06/05/2017

**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



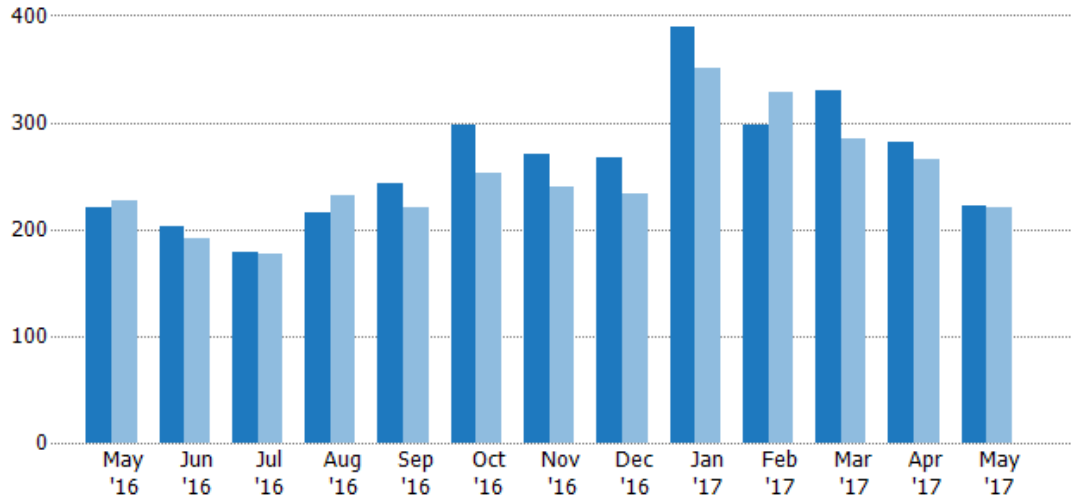
### New Listings

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.
May '17	222	0.9%
May '16	220	-2.7%
May '15	226	-0.9%



Current Year	220	202	179	215	243	297	271	267	390	297	330	282	222
Prior Year	226	191	177	231	221	253	240	234	351	328	285	266	220
Percent Change from Prior Year	-3%	6%	1%	-7%	10%	17%	13%	14%	11%	-9%	16%	6%	1%

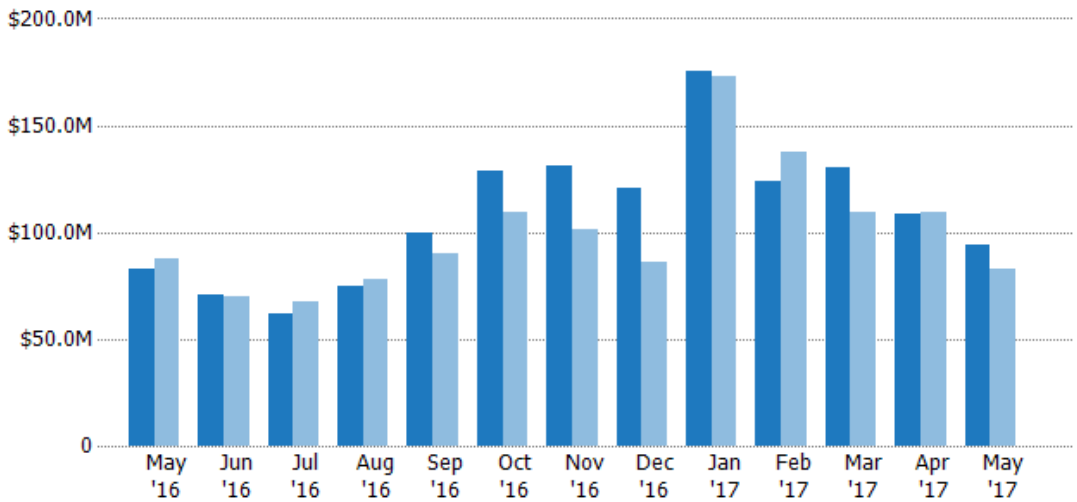
### New Listing Volume

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.
May '17	\$93.8M	12.9%
May '16	\$83.1M	-5.5%
May '15	\$88M	-12.9%



Current Year	\$83.1M	\$70.4M	\$62.1M	\$74.4M	\$100M	\$129M	\$131M	\$121M	\$175M	\$124M	\$130M	\$108M	\$93.8M
Prior Year	\$88M	\$70M	\$67.3M	\$77.6M	\$89.8M	\$109M	\$101M	\$85.7M	\$173M	\$138M	\$109M	\$110M	\$83.1M
Percent Change from Prior Year	-6%	1%	-8%	-4%	11%	18%	29%	41%	2%	-10%	19%	-1%	13%





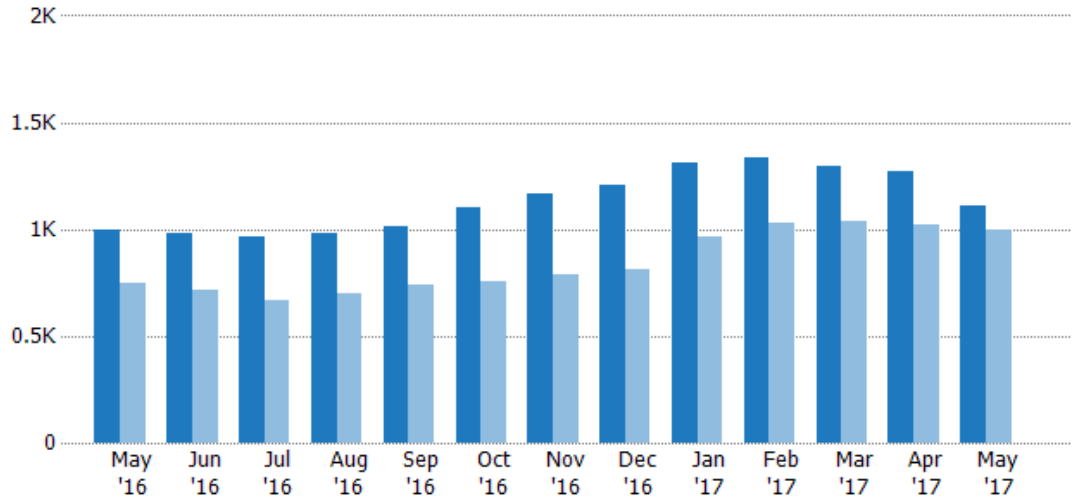
### Active Listings

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.
May '17	1.11K	11.8%
May '16	995	33.7%
May '15	744	21%



Current Year	995	978	968	980	1.01K	1.1K	1.16K	1.2K	1.31K	1.33K	1.3K	1.27K	1.11K
Prior Year	744	717	669	700	737	754	785	814	962	1.03K	1.04K	1.02K	995
Percent Change from Prior Year	34%	36%	45%	40%	37%	46%	48%	48%	36%	29%	25%	24%	12%

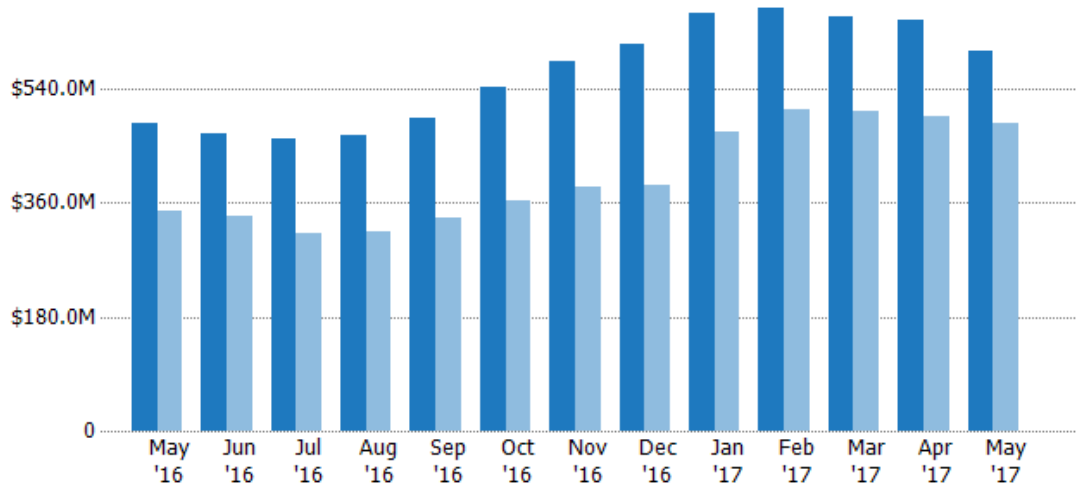
### Active Listing Volume

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.
May '17	\$598M	23%
May '16	\$486M	40.2%
May '15	\$347M	13.5%



Current Year	\$486M	\$469M	\$460M	\$468M	\$493M	\$541M	\$584M	\$610M	\$659M	\$668M	\$654M	\$648M	\$598M
Prior Year	\$347M	\$338M	\$313M	\$313M	\$335M	\$362M	\$386M	\$388M	\$472M	\$508M	\$504M	\$497M	\$486M
Percent Change from Prior Year	40%	39%	47%	49%	47%	49%	51%	57%	39%	31%	30%	30%	23%





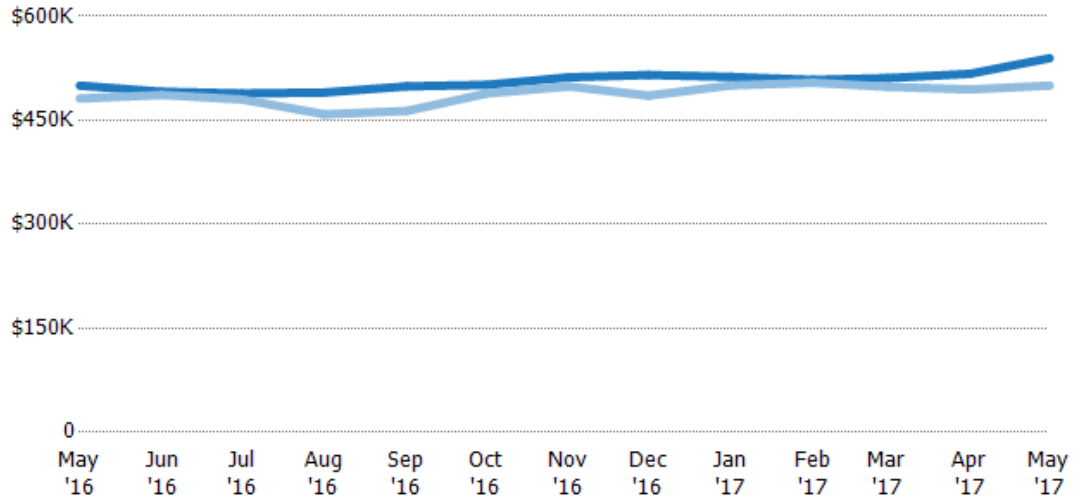
### Average Listing Price

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.
May '17	\$540K	7.9%
May '16	\$500K	3.9%
May '15	\$481K	-5.9%



Current Year	\$500K	\$491K	\$489K	\$490K	\$499K	\$501K	\$512K	\$515K	\$513K	\$508K	\$511K	\$517K	\$540K
Prior Year	\$481K	\$486K	\$480K	\$459K	\$463K	\$489K	\$499K	\$486K	\$500K	\$504K	\$498K	\$494K	\$500K
Percent Change from Prior Year	4%	1%	2%	7%	8%	3%	3%	6%	2%	1%	3%	5%	8%

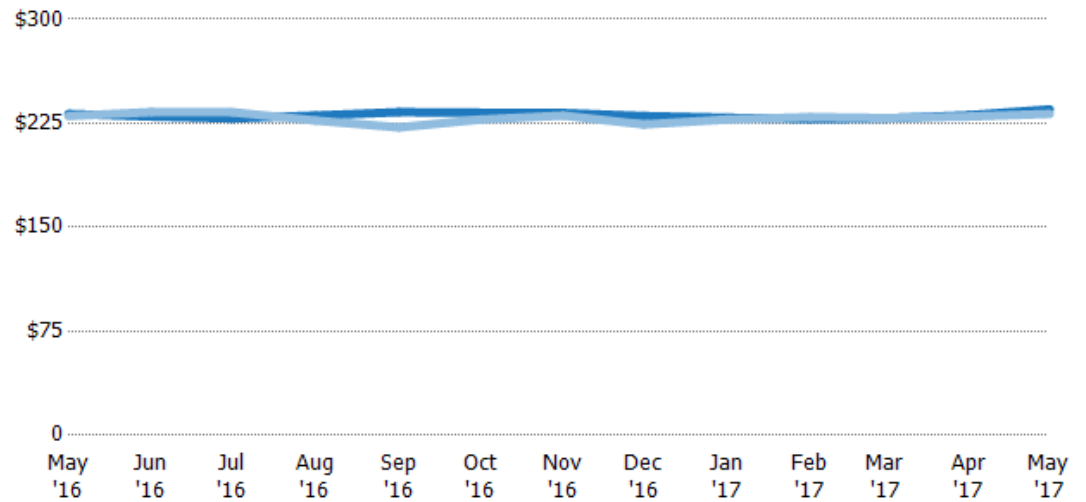
### Average Listing Price per Sq Ft

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.
May '17	\$235	1.4%
May '16	\$232	0.6%
May '15	\$230	-3.3%



Current Year	\$232	\$230	\$229	\$231	\$233	\$233	\$232	\$230	\$229	\$228	\$229	\$231	\$235
Prior Year	\$230	\$233	\$233	\$227	\$222	\$228	\$231	\$224	\$228	\$229	\$229	\$230	\$232
Percent Change from Prior Year	1%	-1%	-2%	2%	5%	2%	1%	3%	1%	-1%	0%	0%	1%



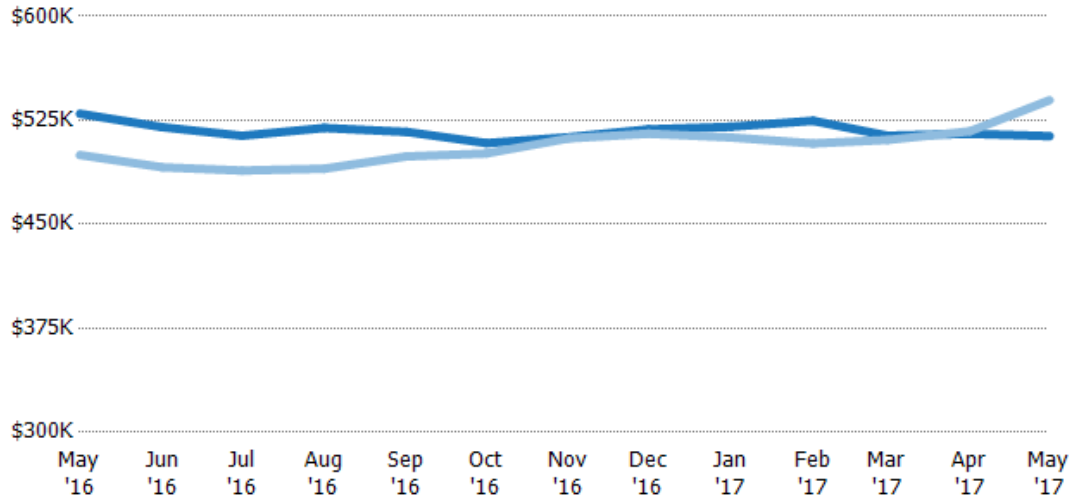


### Average Listing Price vs Average Est Value

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



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Avg Est Value	\$530K	\$520K	\$514K	\$519K	\$517K	\$509K	\$513K	\$518K	\$520K	\$525K	\$514K	\$515K	\$514K
Avg Listing Price	\$500K	\$491K	\$489K	\$490K	\$499K	\$501K	\$512K	\$515K	\$513K	\$508K	\$511K	\$517K	\$540K
Avg Listing Price as a % of Avg Est Value	94%	94%	95%	94%	97%	99%	100%	99%	99%	97%	99%	100%	105%

### 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





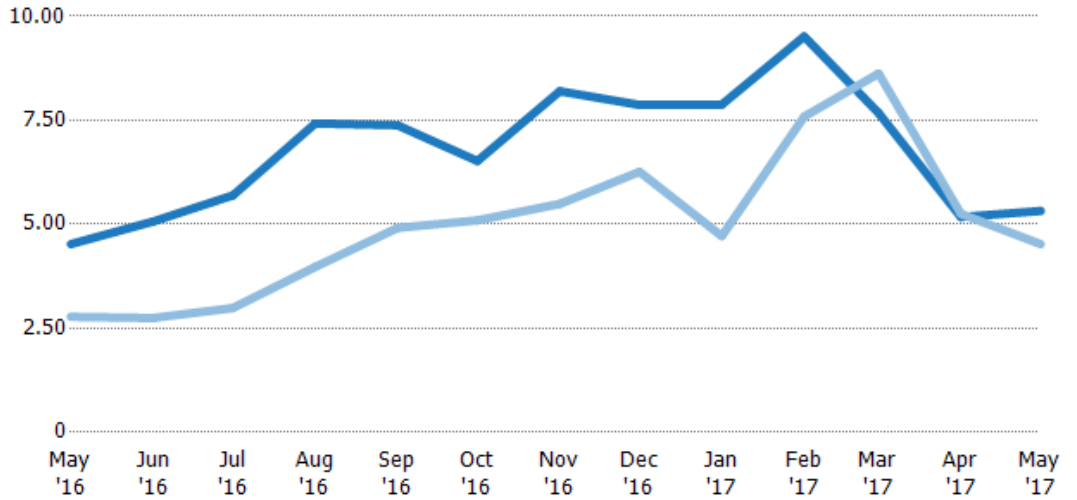
### Months of Inventory

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.
May '17	5.32	17.6%
May '16	4.52	62.9%
May '15	2.78	19.2%



Current Year	4.52	5.07	5.69	7.42	7.38	6.52	8.2	7.87	7.88	9.51	7.67	5.17	5.32
Prior Year	2.78	2.75	2.99	3.98	4.91	5.09	5.49	6.26	4.72	7.59	8.63	5.25	4.52
Percent Change from Prior Year	63%	84%	91%	87%	50%	28%	49%	26%	67%	25%	-11%	-1%	18%

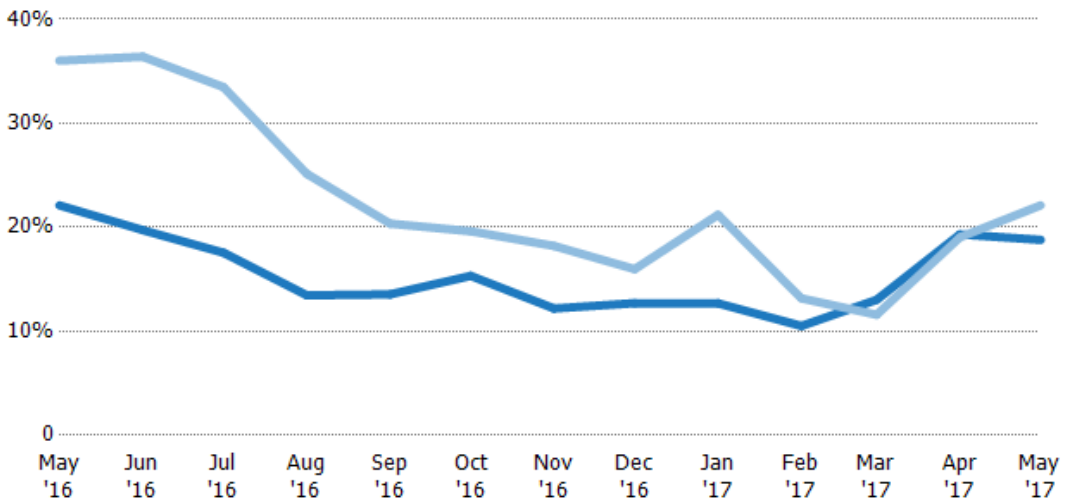
### Absorption Rate

The percentage of inventory sold per month.

#### Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
May '17	19%	3.3%
May '16	22%	13.9%
May '15	36%	-16.1%



Current Year	22%	20%	18%	13%	14%	15%	12%	13%	13%	11%	13%	19%	19%
Prior Year	36%	36%	33%	25%	20%	20%	18%	16%	21%	13%	12%	19%	22%
Change from Prior Year	14%	17%	16%	12%	7%	4%	6%	3%	9%	3%	-1%	0%	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



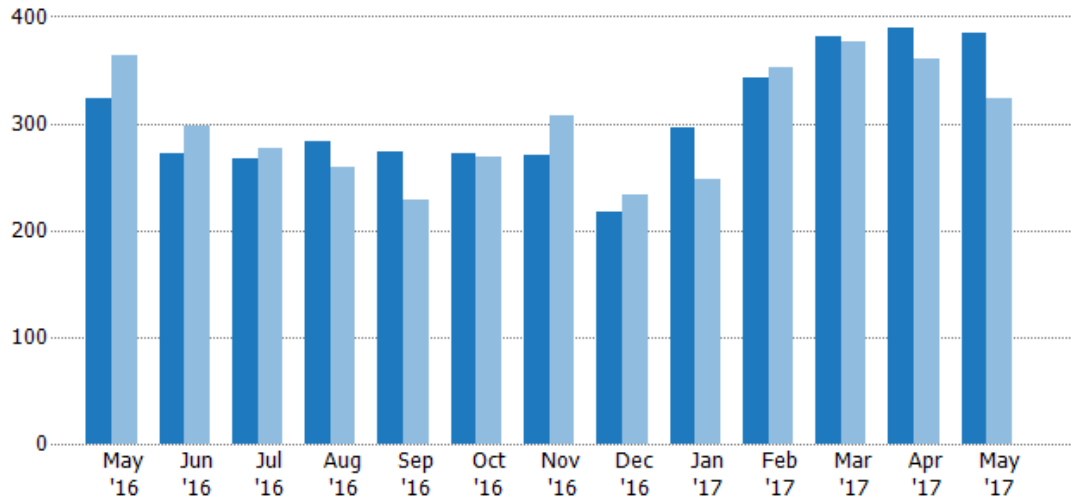
### Pending Sales

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.
May '17	385	18.8%
May '16	324	-11%
May '15	364	1.9%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	324	272	267	283	274	272	270	217	296	343	381	390	385
Prior Year	364	298	277	259	228	268	307	233	247	352	377	360	324
Percent Change from Prior Year	-11%	-9%	-4%	9%	20%	1%	-12%	-7%	20%	-3%	1%	8%	19%



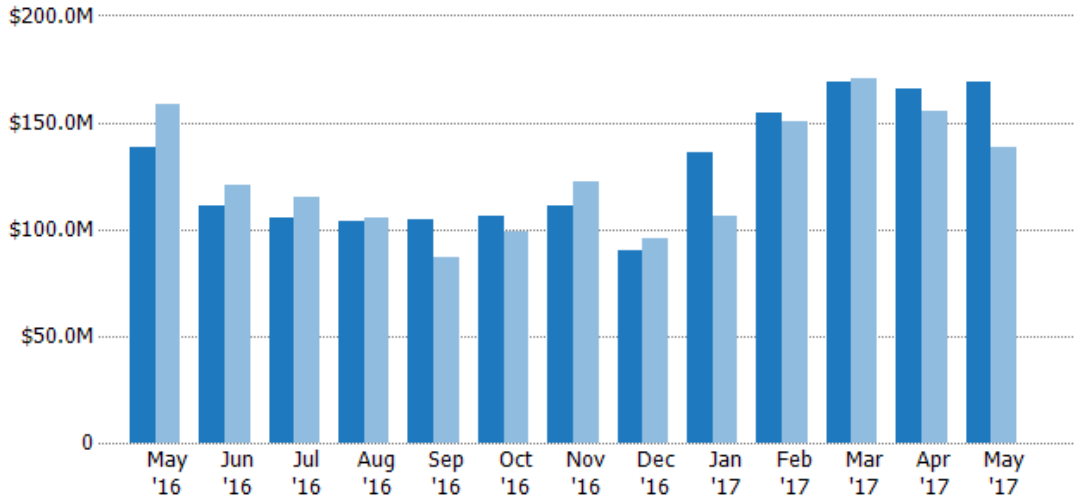
### Pending Sales Volume

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.
May '17	\$169M	22.4%
May '16	\$138M	-12.8%
May '15	\$158M	-6.1%



Current Year	\$138M	\$111M	\$106M	\$103M	\$104M	\$107M	\$111M	\$90.4M	\$136M	\$155M	\$169M	\$165M	\$169M
Prior Year	\$158M	\$121M	\$115M	\$106M	\$86.6M	\$99.1M	\$122M	\$95.5M	\$106M	\$151M	\$171M	\$155M	\$138M
Percent Change from Prior Year	-13%	-8%	-8%	-2%	20%	8%	-9%	-5%	28%	3%	-1%	7%	22%

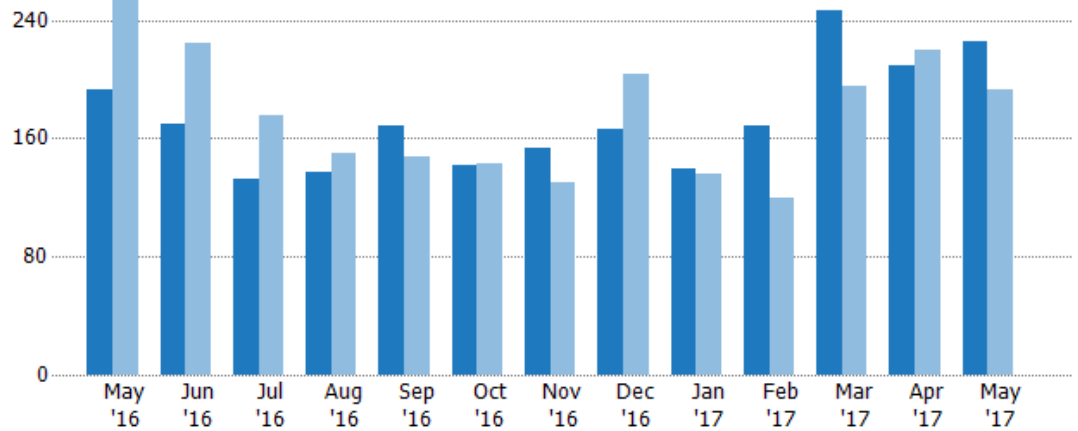
### Closed Sales

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.
May '17	225	16.6%
May '16	193	-26.1%
May '15	261	-1.9%



Current Year	193	170	132	137	169	142	153	166	140	169	246	209	225
Prior Year	261	224	176	150	148	143	130	204	136	120	195	220	193
Percent Change from Prior Year	-26%	-24%	-25%	-9%	14%	-1%	18%	-19%	3%	41%	26%	-5%	17%







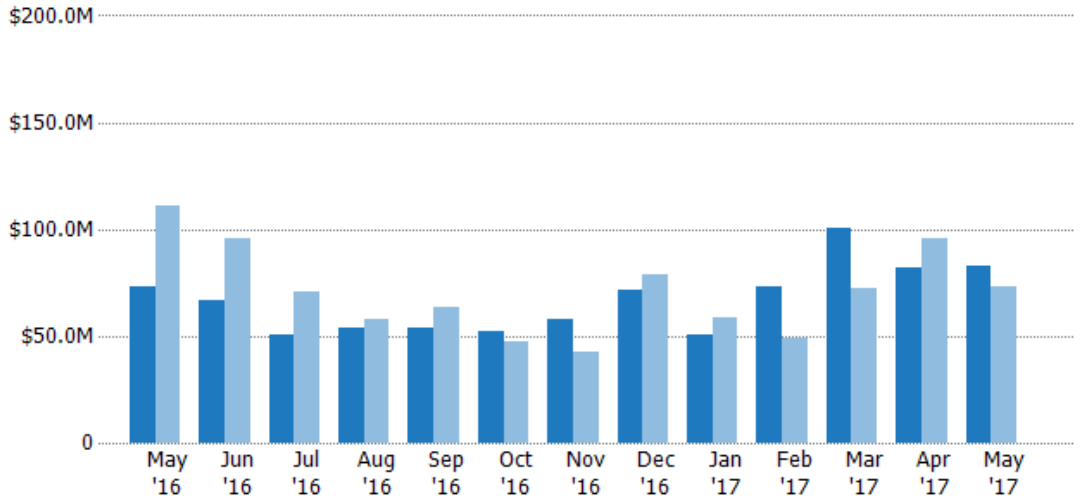
### Closed Sales Volume

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.
May '17	\$83.1M	13.8%
May '16	\$73.1M	-34.3%
May '15	\$111M	-14.7%



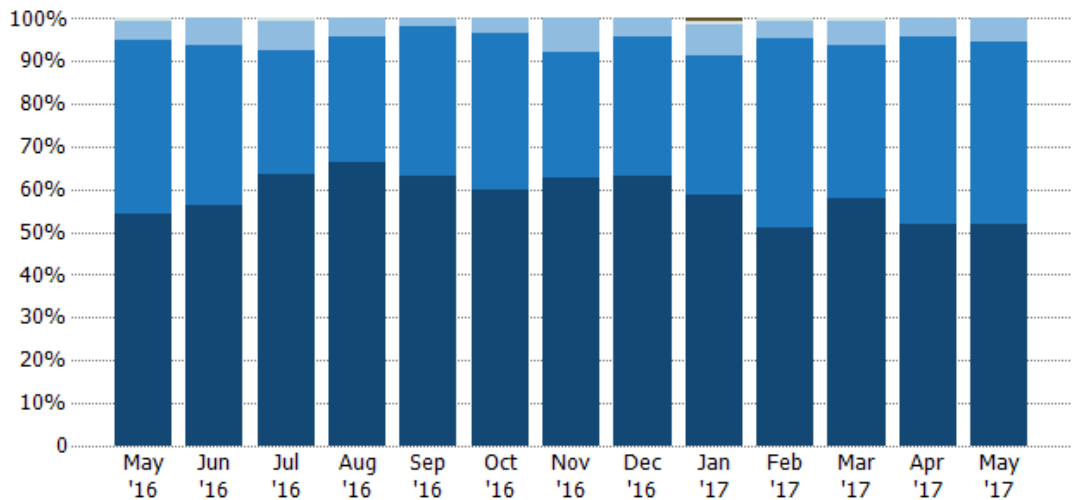
Current Year	\$73.1M	\$67.1M	\$50.5M	\$54.1M	\$53.8M	\$52.2M	\$57.6M	\$71.3M	\$50.8M	\$73.3M	\$101M	\$82M	\$83.1M
Prior Year	\$111M	\$95.7M	\$70.5M	\$57.5M	\$63.1M	\$47.4M	\$42.2M	\$78.9M	\$59M	\$49.3M	\$72.3M	\$95.9M	\$73.1M
Percent Change from Prior Year	-34%	-30%	-28%	-6%	-15%	10%	37%	-10%	-14%	49%	39%	-14%	14%

### 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



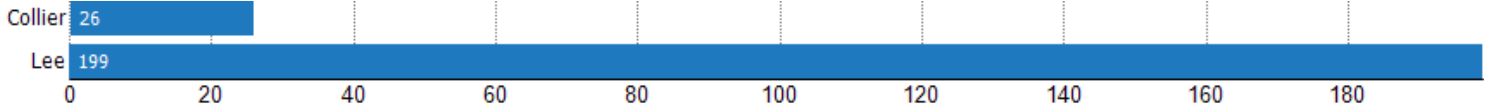
Other	-	-	-	-	-	-	-	-	1%	-	-	-	-
Lot/Land	1%	-	1%	-	-	-	-	-	1%	1%	1%	-	-
Multifamily/Multiplex	5%	6%	7%	4%	2%	4%	8%	4%	7%	4%	5%	4%	5%
Condo/Townhouse	40%	37%	29%	29%	35%	37%	29%	33%	33%	44%	36%	44%	43%
Single Family Residence	54%	56%	64%	66%	63%	60%	63%	63%	59%	51%	58%	52%	52%



### 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

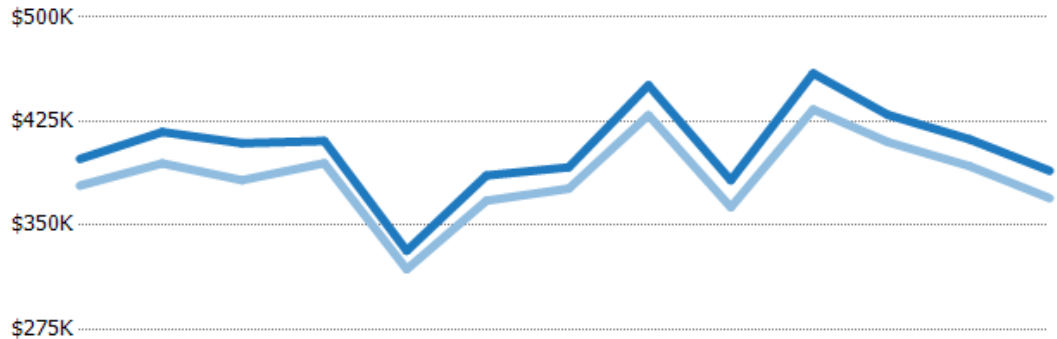


### Average Sales Price vs Average Listing Price

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



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Avg List Price	\$398K	\$417K	\$409K	\$411K	\$332K	\$386K	\$392K	\$451K	\$382K	\$460K	\$430K	\$412K	\$389K
Avg Sales Price	\$379K	\$395K	\$382K	\$395K	\$318K	\$368K	\$376K	\$429K	\$363K	\$434K	\$410K	\$393K	\$370K
Avg Sales Price as a % of Avg List Price	95%	95%	93%	96%	96%	95%	96%	95%	95%	94%	95%	95%	95%

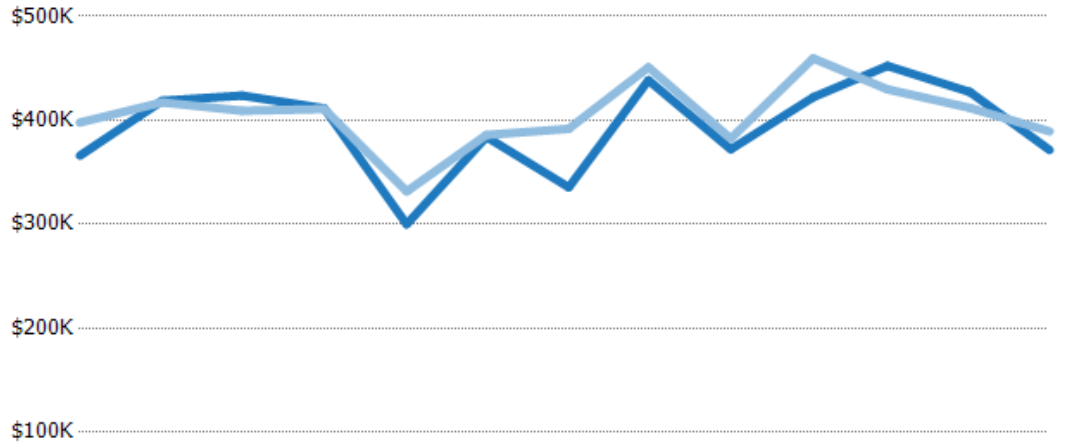


### Average Sales Price vs Average Est Value

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



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Avg Est Value	\$366K	\$419K	\$424K	\$411K	\$300K	\$384K	\$336K	\$438K	\$372K	\$422K	\$452K	\$427K	\$371K
Avg Sales Price	\$398K	\$417K	\$409K	\$411K	\$332K	\$386K	\$392K	\$451K	\$382K	\$460K	\$430K	\$412K	\$389K
Avg Sales Price as a % of Avg Est Value	109%	100%	97%	100%	111%	100%	117%	103%	103%	109%	95%	96%	105%

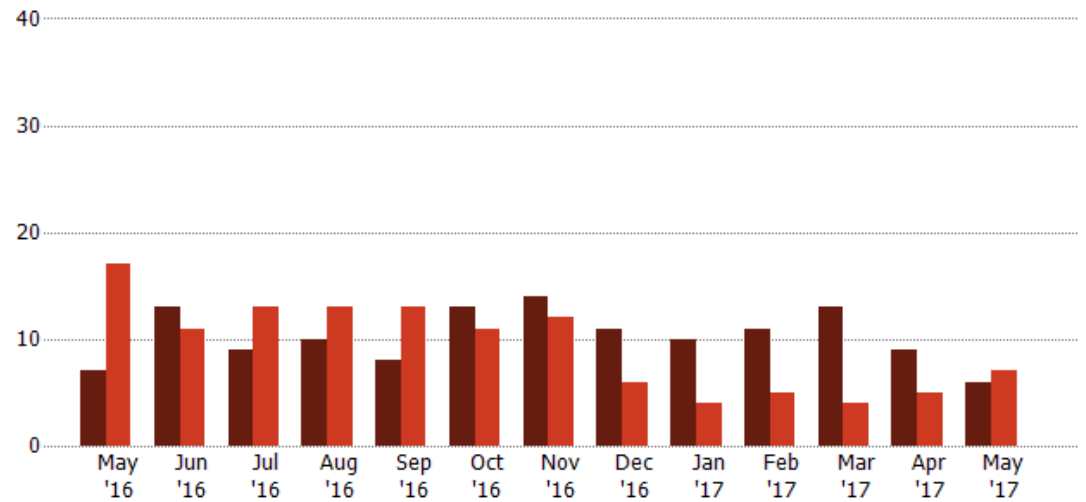
### Distressed Listings

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.
May '17	6	-14.3%
May '16	7	-58.8%
May '15	17	129.4%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	7	13	9	10	8	13	14	11	10	11	13	9	6
Prior Year	17	11	13	13	13	11	12	6	4	5	4	5	7
Percent Change from Prior Year	-59%	18%	-31%	-23%	-38%	18%	17%	83%	150%	120%	225%	80%	-14%

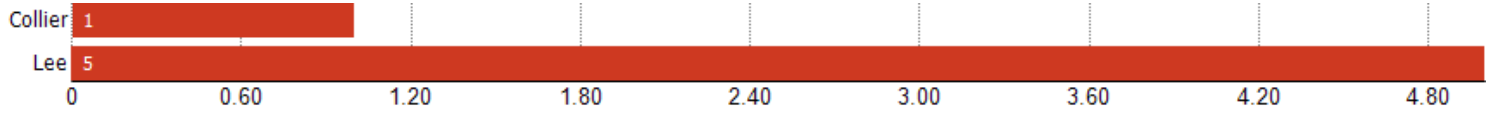




### Distressed Listings (By County)

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:** 06/05/2017

**Scheduled:** Yes

**Report Date Range:** From 5/2016 To: 5/2017

### Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Medians
- Include Appendix

### 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
- Median 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 5/2017 data

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

