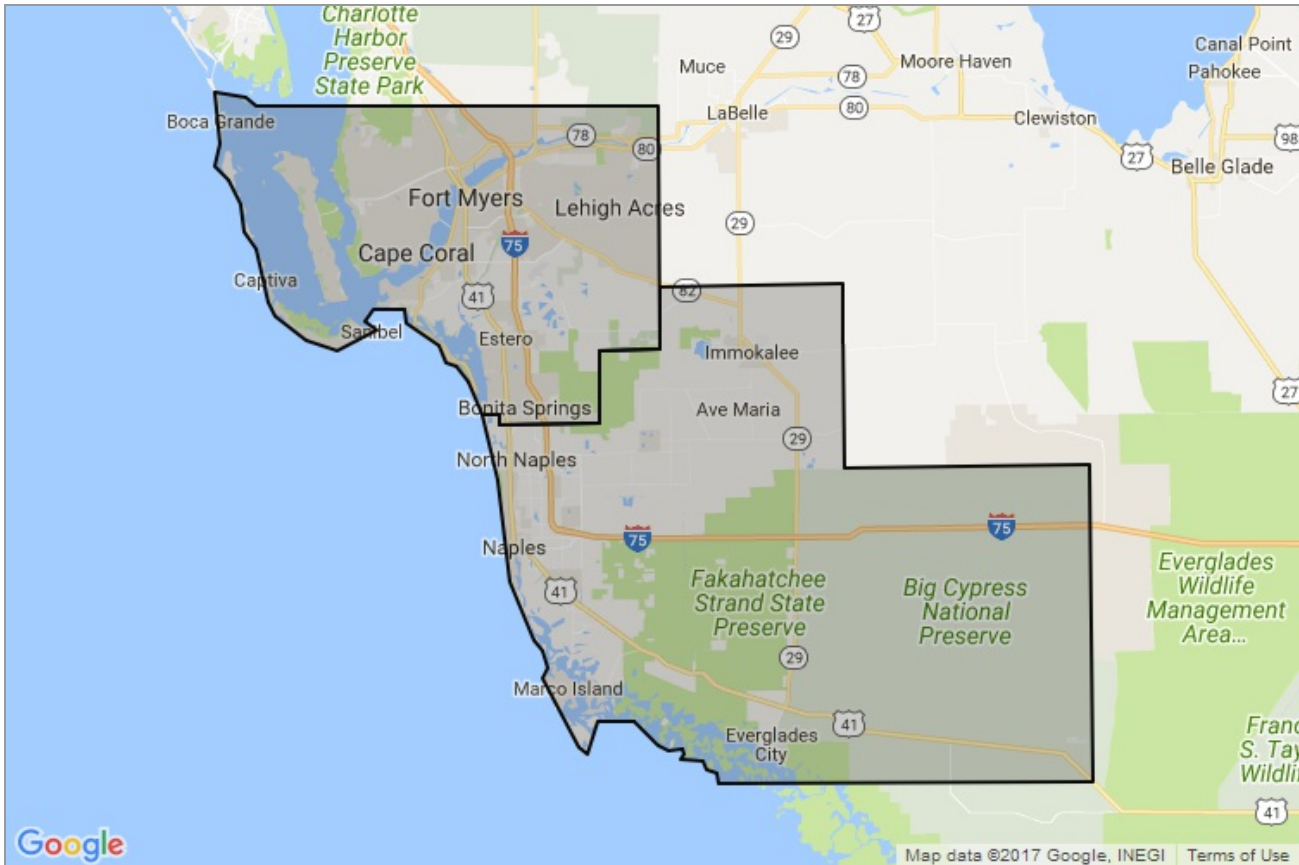




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
6/2016 – 6/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 07/06/2017

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



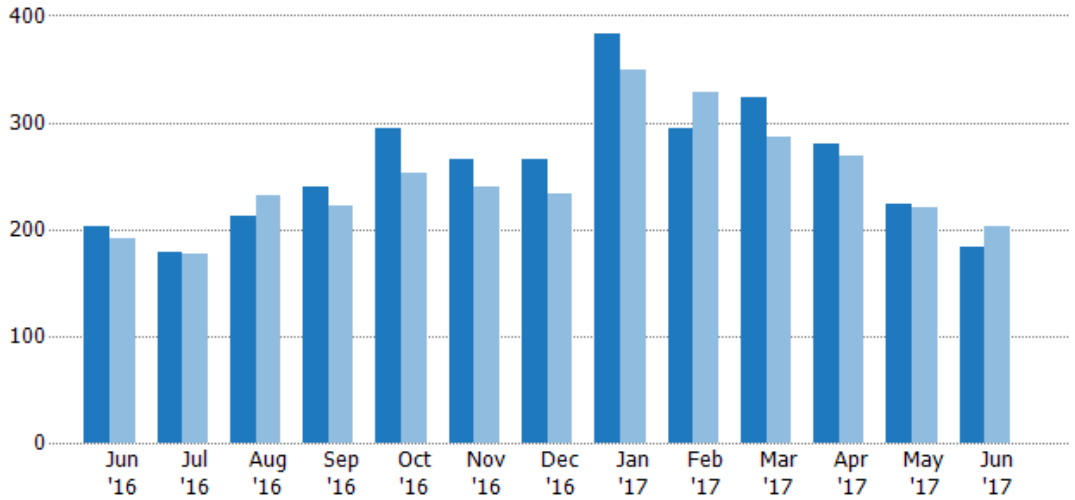
New Listings

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.
Jun '17	184	-8.9%
Jun '16	202	5.8%
Jun '15	191	-3.7%



Current Year	202	178	213	239	294	265	265	383	294	324	280	223	184
Prior Year	191	177	232	222	253	239	234	349	329	286	268	220	202
Percent Change from Prior Year	6%	1%	-8%	8%	16%	11%	13%	10%	-11%	13%	4%	1%	-9%

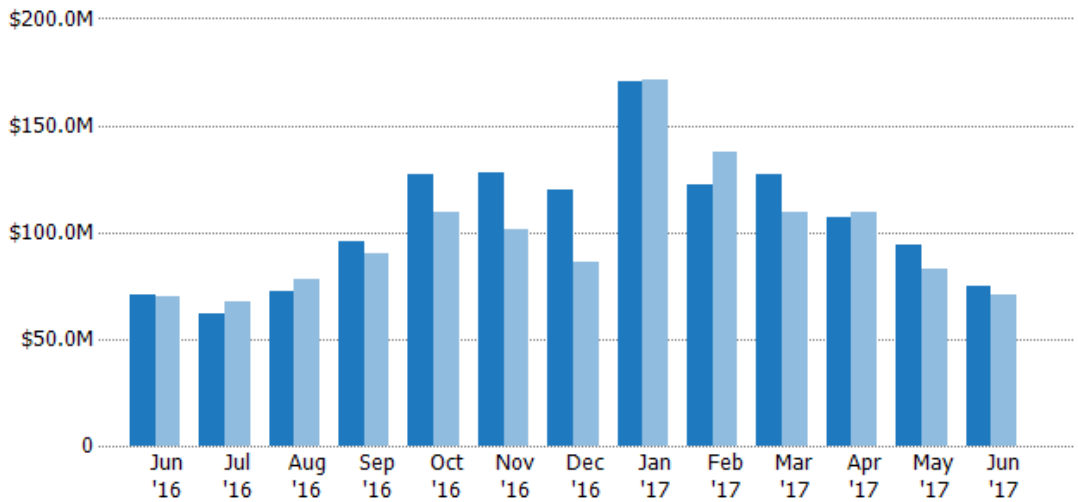
New Listing Volume

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.
Jun '17	\$74.8M	6.2%
Jun '16	\$70.4M	0.6%
Jun '15	\$70M	-13.3%



Current Year	\$70.4M	\$61.8M	\$72.7M	\$95.7M	\$127M	\$128M	\$120M	\$171M	\$122M	\$127M	\$107M	\$94.3M	\$74.8M
Prior Year	\$70M	\$67.3M	\$77.6M	\$89.8M	\$109M	\$101M	\$85.7M	\$172M	\$138M	\$109M	\$110M	\$83M	\$70.4M
Percent Change from Prior Year	1%	-8%	-6%	7%	16%	27%	39%	-1%	-11%	16%	-2%	14%	6%





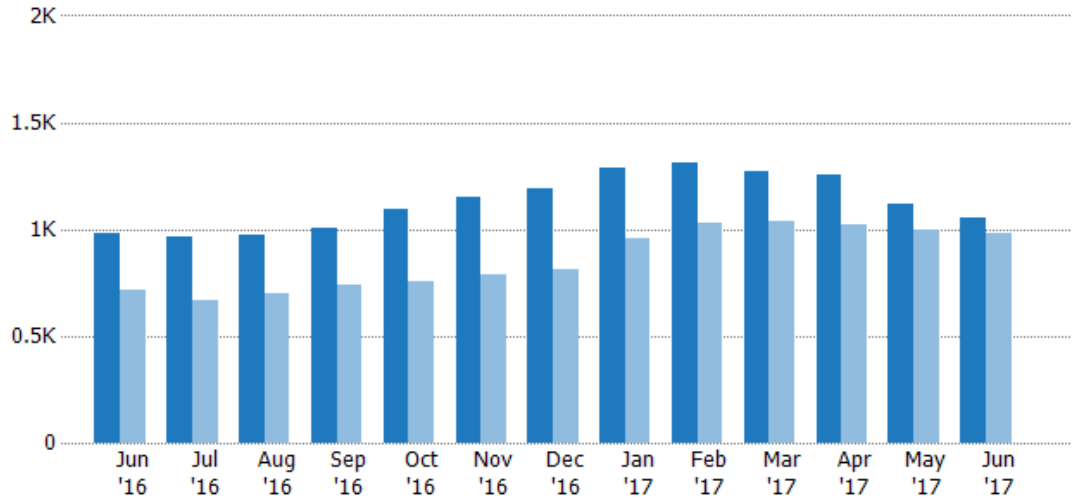
Active Listings

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.
Jun '17	1.05K	7.8%
Jun '16	977	36.3%
Jun '15	717	16.5%



Current Year	977	966	976	1K	1.09K	1.15K	1.19K	1.29K	1.31K	1.27K	1.25K	1.12K	1.05K
Prior Year	717	669	701	739	755	784	813	959	1.03K	1.04K	1.02K	995	977
Percent Change from Prior Year	36%	44%	39%	36%	44%	46%	46%	34%	27%	23%	22%	12%	8%

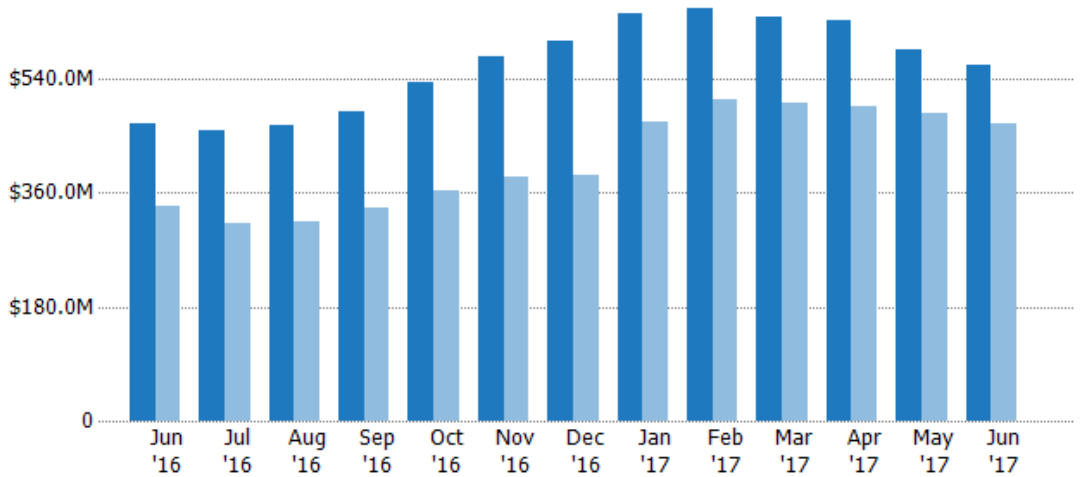
Active Listing Volume

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.
Jun '17	\$562M	20%
Jun '16	\$469M	38.6%
Jun '15	\$338M	8.8%



Current Year	\$469M	\$460M	\$466M	\$487M	\$534M	\$574M	\$599M	\$643M	\$651M	\$637M	\$632M	\$587M	\$562M
Prior Year	\$338M	\$312M	\$313M	\$335M	\$362M	\$386M	\$388M	\$471M	\$507M	\$503M	\$497M	\$486M	\$469M
Percent Change from Prior Year	39%	47%	49%	45%	47%	49%	54%	37%	28%	27%	27%	21%	20%





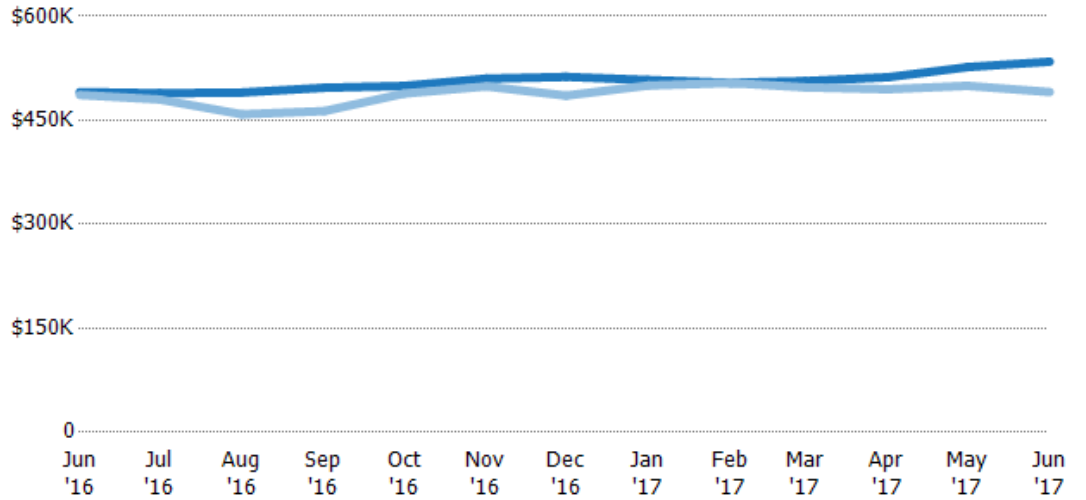
Average Listing Price

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.
Jun '17	\$535K	8.9%
Jun '16	\$491K	0.9%
Jun '15	\$486K	-6%



Current Year	\$491K	\$489K	\$490K	\$497K	\$500K	\$510K	\$513K	\$508K	\$504K	\$507K	\$512K	\$527K	\$535K
Prior Year	\$486K	\$480K	\$459K	\$463K	\$489K	\$499K	\$486K	\$500K	\$504K	\$498K	\$495K	\$500K	\$491K
Percent Change from Prior Year	1%	2%	7%	7%	2%	2%	6%	2%	0%	2%	4%	5%	9%

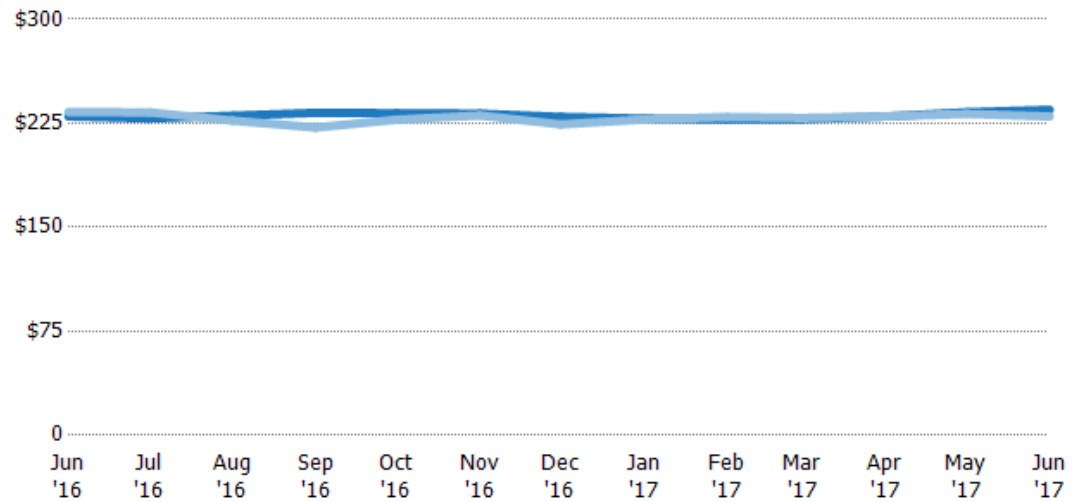
Average Listing Price per Sq Ft

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.
Jun '17	\$235	2.1%
Jun '16	\$230	-1.4%
Jun '15	\$233	-2.5%



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



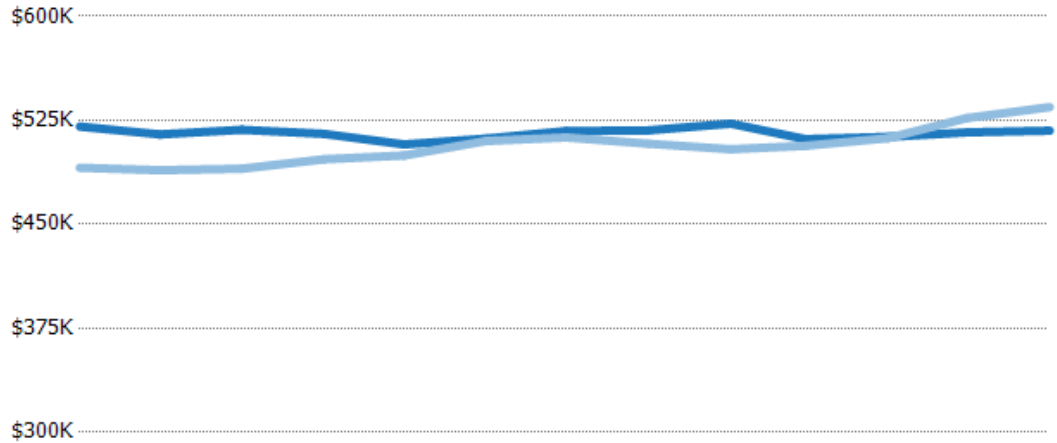


Average Listing Price vs Average Est Value

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

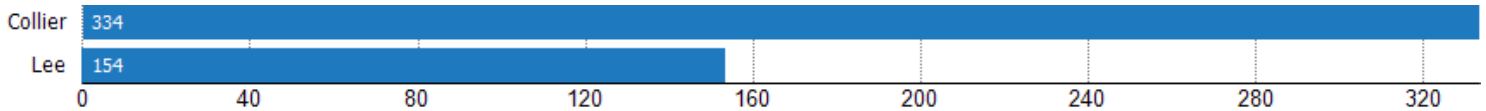


	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Avg Est Value	\$520K	\$515K	\$518K	\$515K	\$508K	\$512K	\$517K	\$518K	\$523K	\$511K	\$513K	\$516K	\$517K
Avg Listing Price	\$491K	\$489K	\$490K	\$497K	\$500K	\$510K	\$513K	\$508K	\$504K	\$507K	\$512K	\$527K	\$535K
Avg Listing Price as a % of Avg Est Value	94%	95%	95%	96%	98%	100%	99%	98%	96%	99%	100%	102%	103%

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





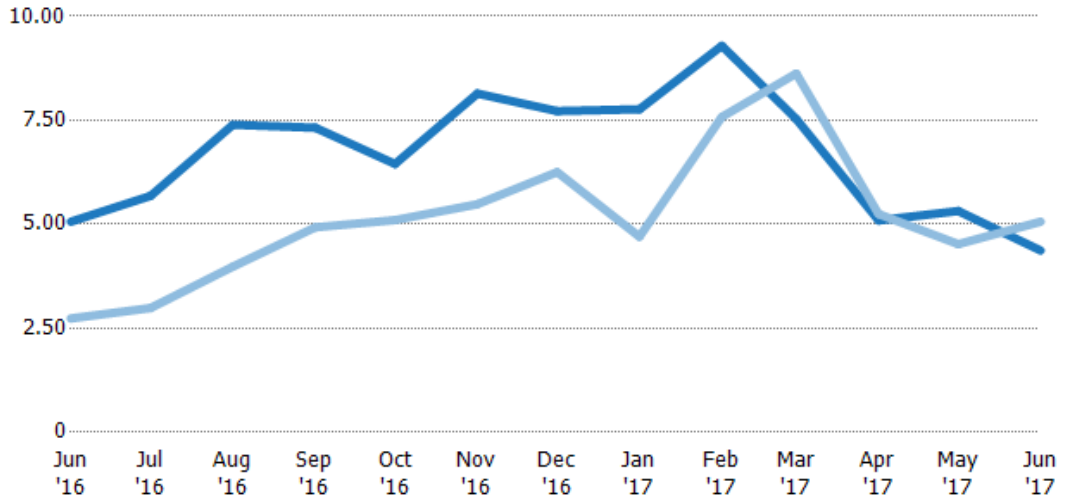
Months of Inventory

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.
Jun '17	4.37	-13.7%
Jun '16	5.06	85%
Jun '15	2.74	19.2%



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	5.06	5.68	7.39	7.32	6.45	8.14	7.72	7.77	9.29	7.53	5.09	5.32	4.37
Prior Year	2.74	2.99	3.98	4.93	5.1	5.48	6.25	4.7	7.58	8.63	5.25	4.52	5.06
Percent Change from Prior Year	85%	90%	86%	49%	26%	49%	23%	65%	23%	-13%	-3%	18%	-14%

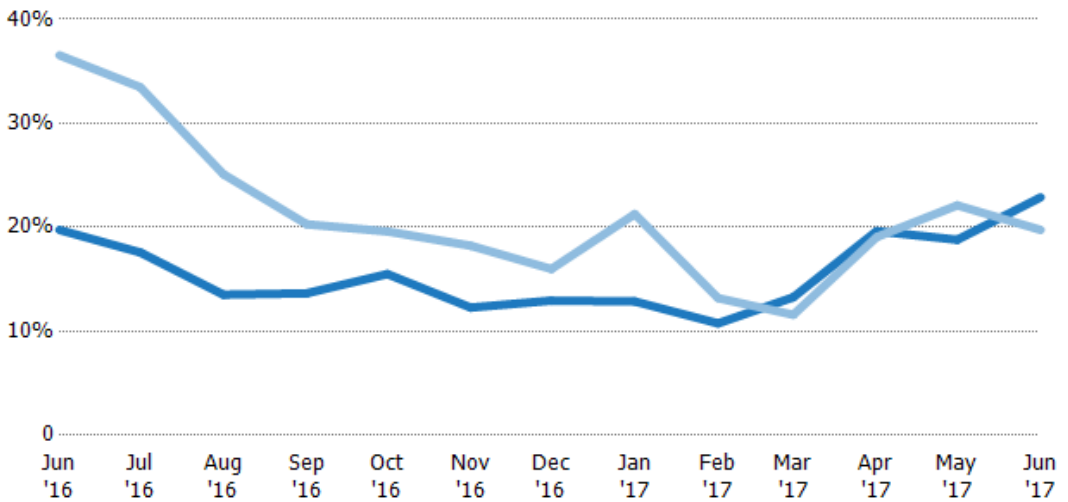
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Jun '17	23%	-3.1%
Jun '16	20%	16.8%
Jun '15	37%	-16.1%



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	20%	18%	14%	14%	16%	12%	13%	13%	11%	13%	20%	19%	23%
Prior Year	37%	33%	25%	20%	20%	18%	16%	21%	13%	12%	19%	22%	20%
Change from Prior Year	17%	16%	12%	7%	4%	6%	3%	8%	2%	-2%	-1%	3%	-3%

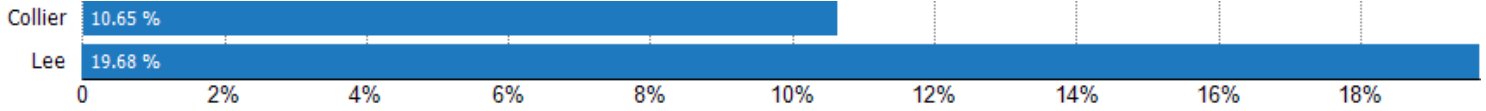




Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

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



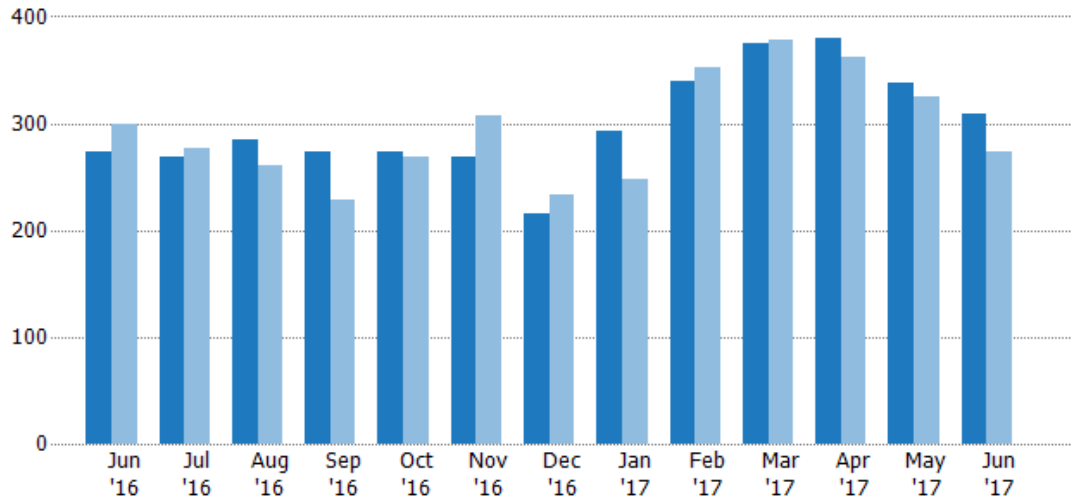
Pending Sales

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.
Jun '17	309	13.2%
Jun '16	273	-8.7%
Jun '15	299	-0.7%



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	273	268	284	274	273	269	215	292	340	375	379	338	309
Prior Year	299	277	260	228	268	308	233	247	352	378	362	325	273
Percent Change from Prior Year	-9%	-3%	9%	20%	2%	-13%	-8%	18%	-3%	-1%	5%	4%	13%





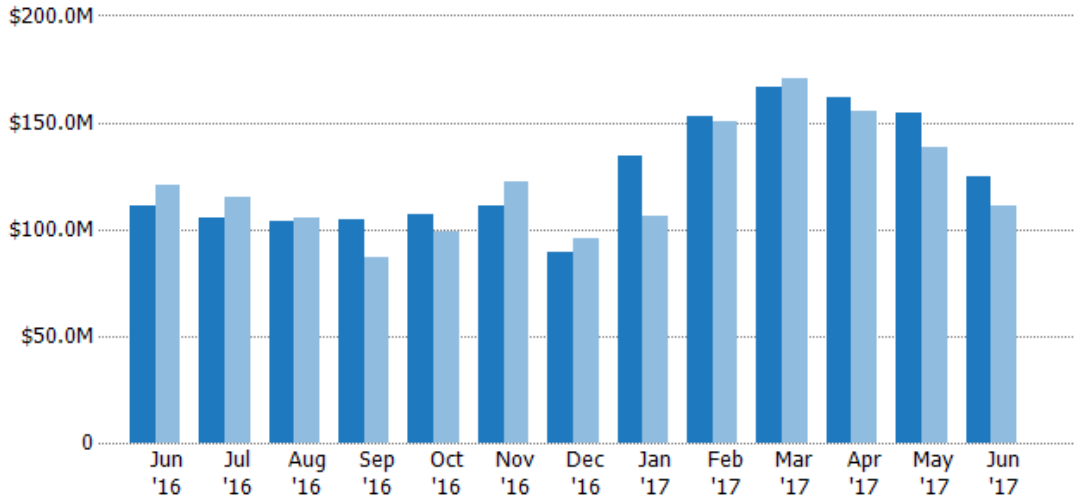
Pending Sales Volume

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.
Jun '17	\$125M	12.6%
Jun '16	\$111M	-8.3%
Jun '15	\$121M	-5.4%



Current Year	\$111M	\$106M	\$103M	\$104M	\$107M	\$111M	\$89.1M	\$134M	\$153M	\$166M	\$162M	\$154M	\$125M
Prior Year	\$121M	\$115M	\$106M	\$86.6M	\$99.1M	\$122M	\$95.5M	\$106M	\$151M	\$171M	\$155M	\$138M	\$111M
Percent Change from Prior Year	-8%	-8%	-2%	20%	8%	-9%	-7%	26%	2%	-3%	4%	12%	13%

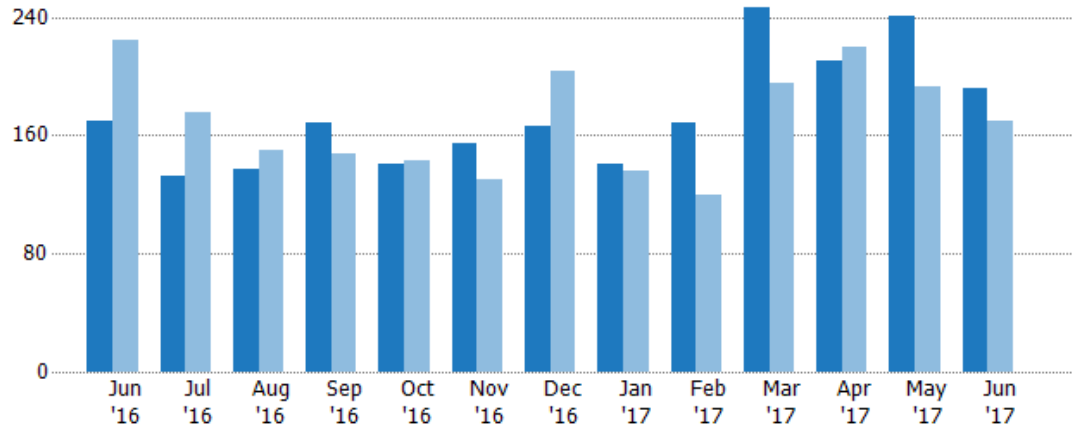
Closed Sales

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.
Jun '17	192	12.9%
Jun '16	170	-24.1%
Jun '15	224	1.3%



Current Year	170	132	137	169	141	154	166	141	169	246	210	241	192
Prior Year	224	176	150	148	143	130	204	136	120	195	220	193	170
Percent Change from Prior Year	-24%	-25%	-9%	14%	-1%	18%	-19%	4%	41%	26%	-5%	25%	13%





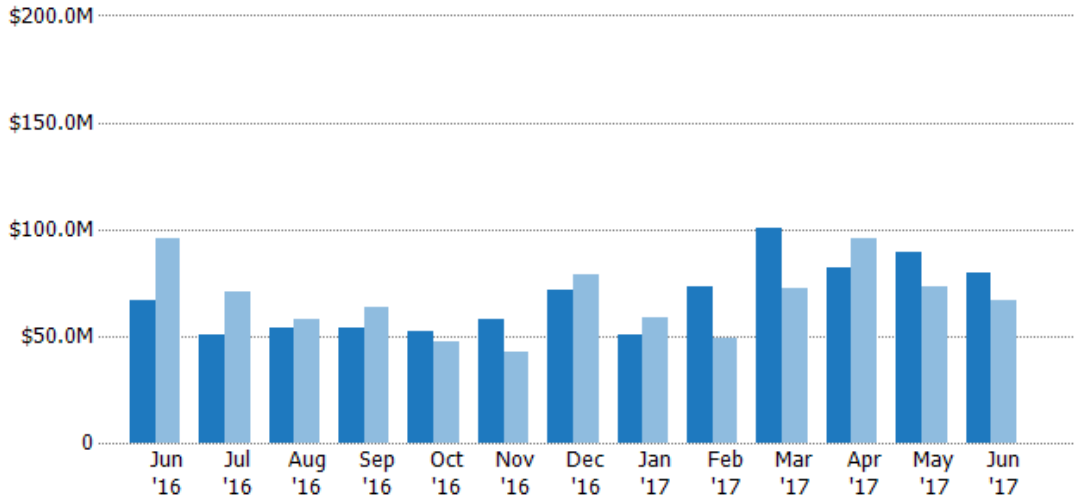
Closed Sales Volume

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.
Jun '17	\$79.9M	19.2%
Jun '16	\$67.1M	-29.9%
Jun '15	\$95.7M	-9.4%



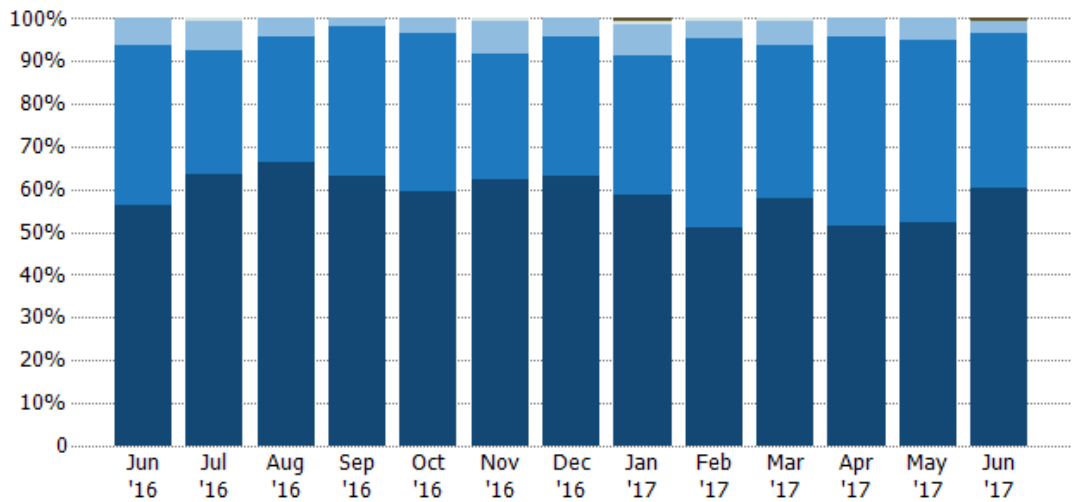
Current Year	\$67.1M	\$50.5M	\$54.1M	\$53.8M	\$52.1M	\$57.6M	\$71.3M	\$50.9M	\$73.3M	\$101M	\$82.2M	\$88.9M	\$79.9M
Prior Year	\$95.7M	\$70.5M	\$57.5M	\$63.1M	\$47.4M	\$42.2M	\$78.9M	\$59M	\$49.3M	\$72.3M	\$95.9M	\$73.1M	\$67.1M
Percent Change from Prior Year	-30%	-28%	-6%	-15%	10%	37%	-10%	-14%	49%	39%	-14%	22%	19%

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



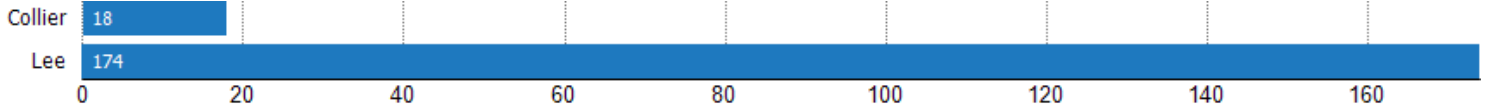
Other	-	-	-	-	-	-	-	1%	-	-	-	-	1%
Lot/Land	-	1%	-	-	-	1%	-	1%	1%	1%	-	-	-
Multifamily/Multiplex	6%	7%	4%	2%	4%	8%	4%	7%	4%	5%	4%	5%	3%
Condo/Townhouse	37%	29%	29%	35%	37%	29%	33%	33%	44%	36%	44%	43%	36%
Single Family Residence	56%	64%	66%	63%	60%	62%	63%	59%	51%	58%	51%	52%	60%



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

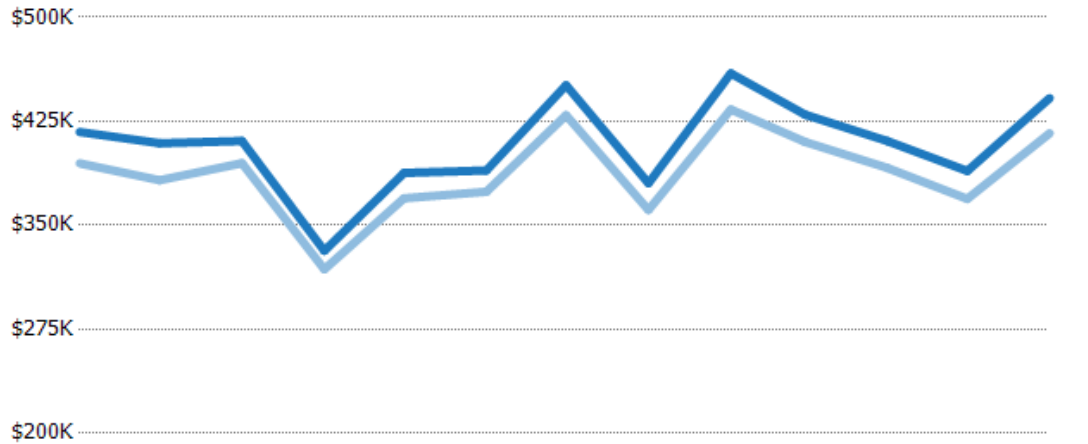


Average Sales Price vs Average Listing Price

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



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Avg List Price	\$417K	\$409K	\$411K	\$332K	\$388K	\$390K	\$451K	\$380K	\$460K	\$430K	\$411K	\$389K	\$442K
Avg Sales Price	\$395K	\$382K	\$395K	\$318K	\$369K	\$374K	\$429K	\$361K	\$434K	\$410K	\$391K	\$369K	\$416K
Avg Sales Price as a % of Avg List Price	95%	93%	96%	96%	95%	96%	95%	95%	94%	95%	95%	95%	94%

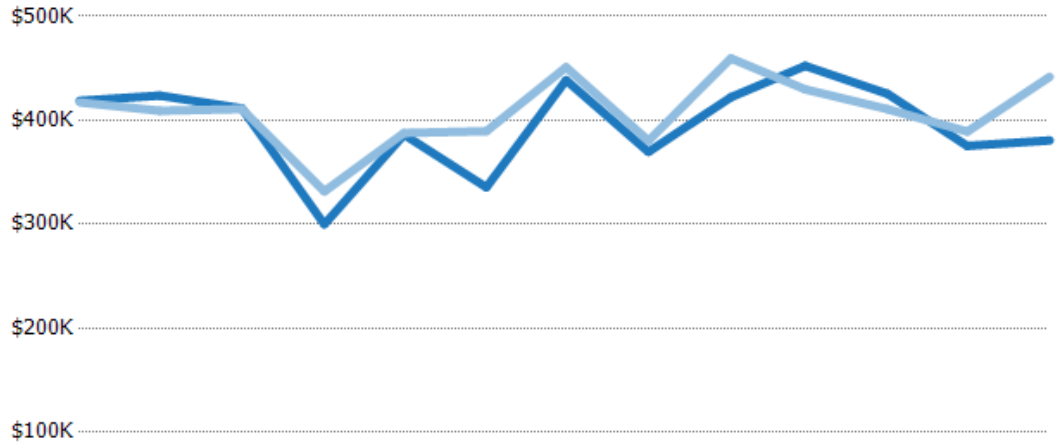


Average Sales Price vs Average Est Value

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



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Avg Est Value	\$419K	\$424K	\$411K	\$300K	\$386K	\$336K	\$438K	\$370K	\$422K	\$452K	\$425K	\$375K	\$381K
Avg Sales Price	\$417K	\$409K	\$411K	\$332K	\$388K	\$390K	\$451K	\$380K	\$460K	\$430K	\$411K	\$389K	\$442K
Avg Sales Price as a % of Avg Est Value	100%	97%	100%	111%	100%	116%	103%	103%	109%	95%	97%	104%	116%

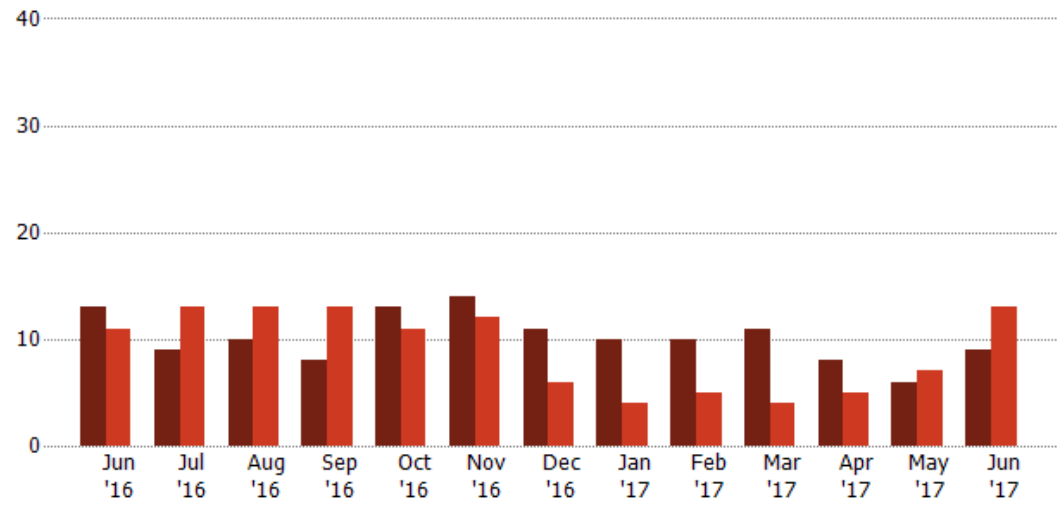
Distressed Listings

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.
Jun '17	9	-30.8%
Jun '16	13	18.2%
Jun '15	11	218.2%



	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17
Current Year	13	9	10	8	13	14	11	10	10	11	8	6	9
Prior Year	11	13	13	13	11	12	6	4	5	4	5	7	13
Percent Change from Prior Year	18%	-31%	-23%	-38%	18%	17%	83%	150%	100%	175%	60%	-14%	-31%

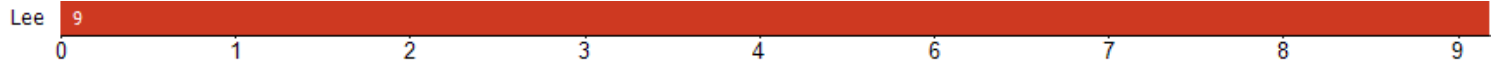




Distressed Listings (By County)

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: 07/06/2017

Scheduled: Yes

Report Date Range: From 6/2016 To: 6/2017

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
- 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 6/2017 data

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

