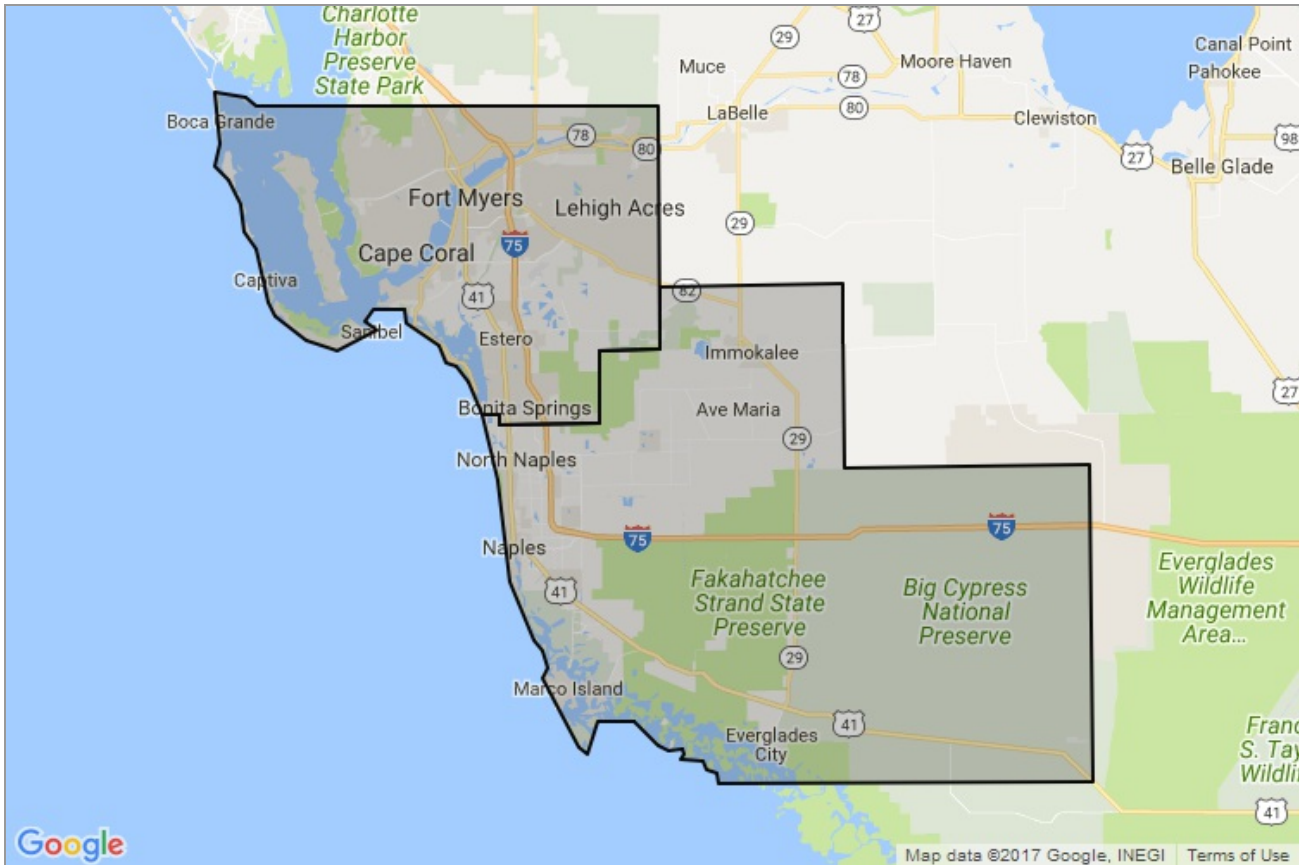MARKET DATA REPORT

Monthly Market Data Report

Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
7/2016 – 7/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 08/07/2017

Scheduled: Yes

Presented by

Bonita Springs-Estero Association of REALTORS®

Florida Real Estate License: 251501954

(239) 992-6771

http://bearflorida.point2agent.com/

25300 Bernwood Drive
Suite 1
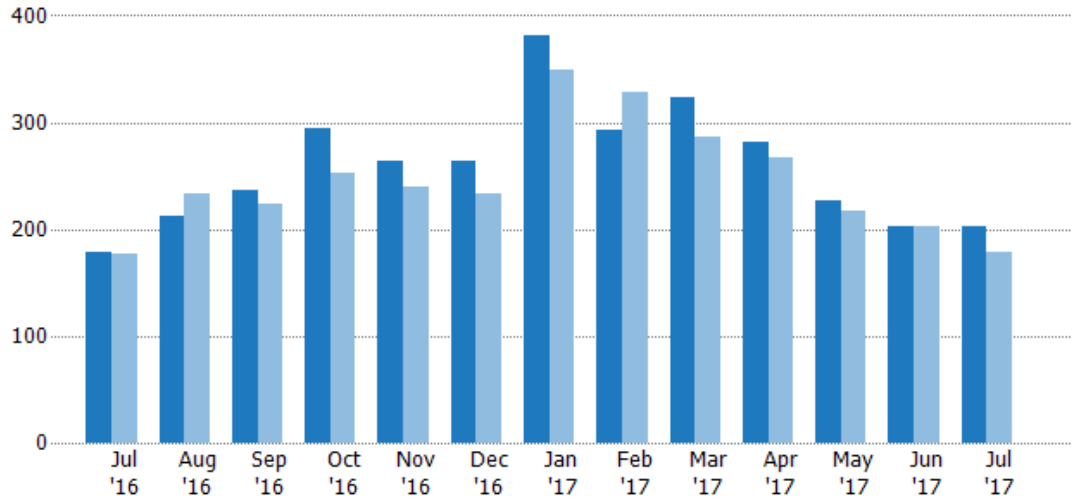Bonita Springs, FL 34135

8/7/2017

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.
Jul '17	202	13.5%
Jul '16	178	0.6%
Jul '15	177	11.9%

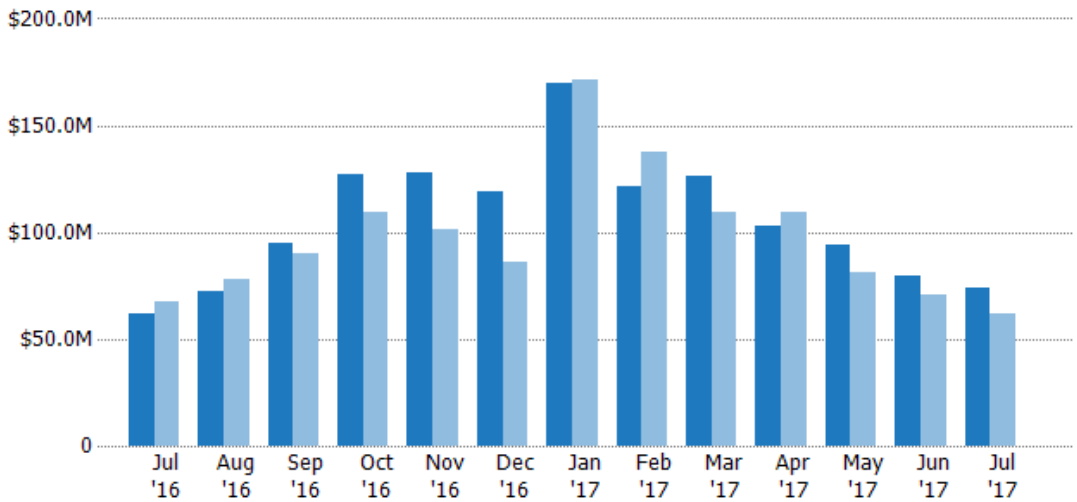| | Jul '16 | Aug '16 | Sep '16 | Oct '16 | Nov '16 | Dec '16 | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 178 | 212 | 237 | 294 | 264 | 264 | 382 | 293 | 324 | 282 | 226 | 203 | 202 |
| Prior Year | 177 | 233 | 223 | 253 | 239 | 234 | 349 | 329 | 286 | 267 | 217 | 203 | 178 |
| Percent Change from Prior Year | 1% | -9% | 6% | 16% | 10% | 13% | 9% | -11% | 13% | 6% | 4% | 0% | 13% |

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.
Jul '17	$73.8M	19.3%
Jul '16	$61.8M	-8.2%
Jul '15	$67.3M	0.1%

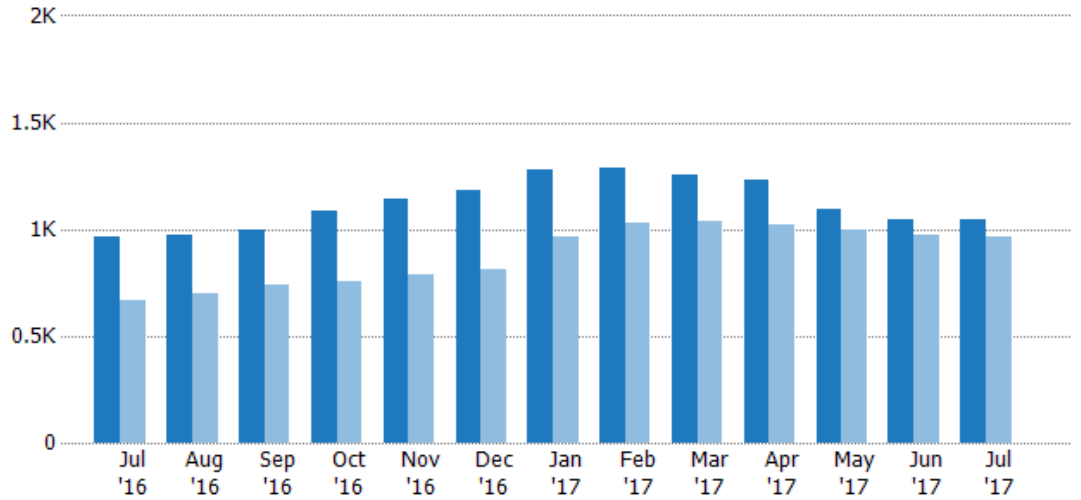| | Jul '16 | Aug '16 | Sep '16 | Oct '16 | Nov '16 | Dec '16 | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $61.8M | $72.6M | $95.2M | $127M | $128M | $119M | $170M | $121M | $126M | $103M | $94.4M | $79.6M | $73.8M |
| Prior Year | $67.3M | $77.6M | $89.8M | $109M | $101M | $85.7M | $172M | $138M | $109M | $110M | $81.3M | $70.4M | $61.8M |
| Percent Change from Prior Year | -8% | -6% | 6% | 16% | 26% | 39% | -1% | -12% | 15% | -6% | 16% | 13% | 19% |

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.
Jul '17	1.04K	8.3%
Jul '16	962	43.6%
Jul '15	670	22.8%

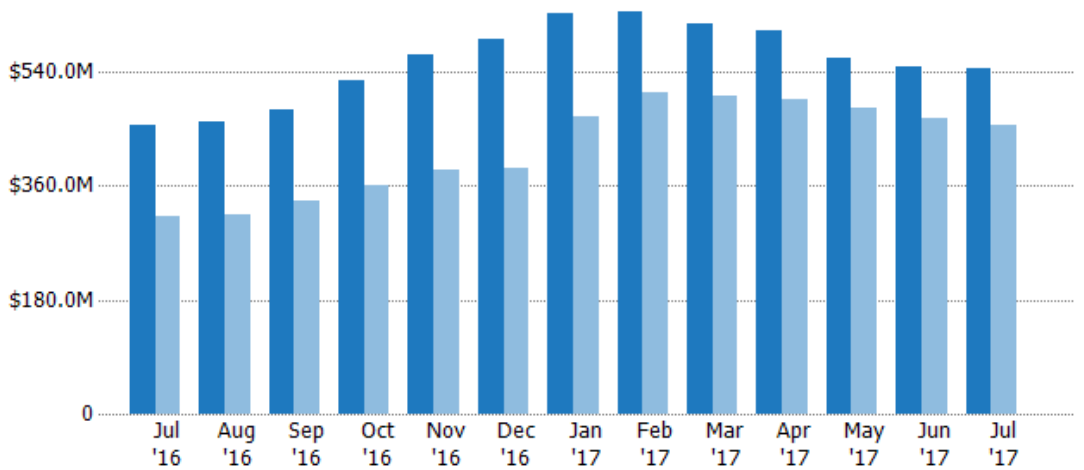| | Jul '16 | Aug '16 | Sep '16 | Oct '16 | Nov '16 | Dec '16 | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 962 | 973 | 996 | 1.08K | 1.14K | 1.18K | 1.28K | 1.29K | 1.25K | 1.23K | 1.1K | 1.05K | 1.04K |
| Prior Year | 670 | 703 | 742 | 756 | 785 | 815 | 961 | 1.03K | 1.04K | 1.02K | 993 | 976 | 962 |
| Percent Change from Prior Year | 44% | 38% | 34% | 43% | 45% | 45% | 33% | 25% | 21% | 20% | 10% | 7% | 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.
Jul '17	$545M	19.5%
Jul '16	$456M	45.9%
Jul '15	$312M	14.9%

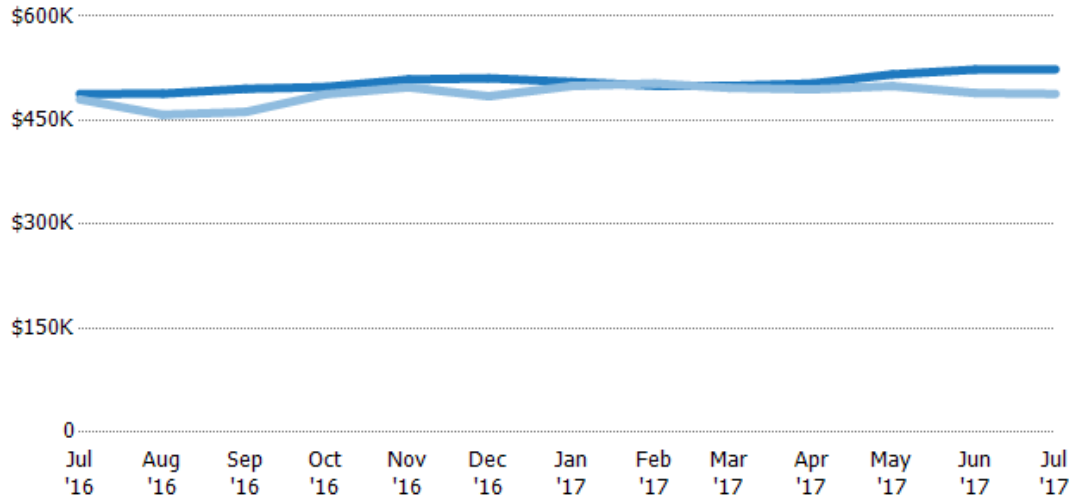|	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	$456M	$461M	$481M	$527M	$566M	$591M	$633M	$635M	$617M	$606M	$562M	$547M	$545M
Prior Year	$312M	$313M	$335M	$361M	$385M	$388M	$470M	$507M	$503M	$497M	$484M	$466M	$456M
Percent Change from Prior Year	46%	47%	43%	46%	47%	53%	35%	25%	23%	22%	16%	17%	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.
Jul '17	$523K	7.2%
Jul '16	$488K	1.7%
Jul '15	$480K	-5.2%

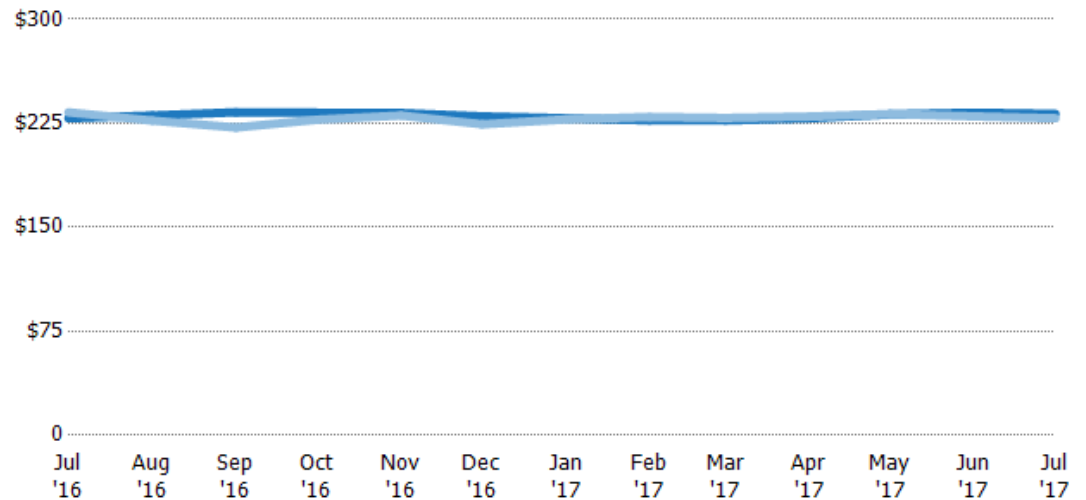|	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	$488K	$488K	$495K	$498K	$509K	$511K	$505K	$500K	$500K	$503K	$516K	$523K	$523K
Prior Year	$480K	$458K	$462K	$488K	$498K	$485K	$499K	$503K	$497K	$495K	$499K	$489K	$488K
Percent Change from Prior Year	2%	7%	7%	2%	2%	5%	1%	-1%	1%	2%	3%	7%	7%

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.
Jul '17	$232	1.4%
Jul '16	$229	-1.9%
Jul '15	$233	-1.9%

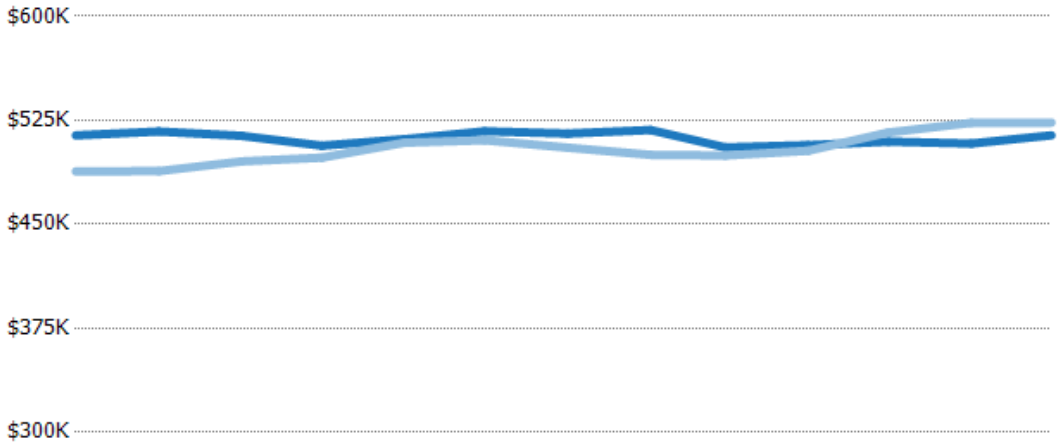|	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	$229	$231	$233	$233	$232	$230	$229	$227	$227	$229	$231	$233	$232
Prior Year	$233	$227	$222	$228	$231	$224	$228	$230	$229	$230	$232	$230	$229
Percent Change from Prior Year	-2%	2%	5%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

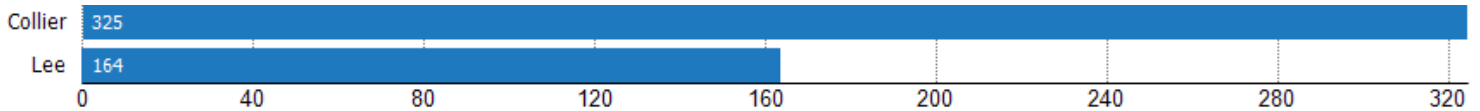County: Collier County, Florida, Lee County, Florida

	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Avg Est Value	$514K	$517K	$514K	$507K	$511K	$517K	$515K	$518K	$505K	$507K	$510K	$508K	$514K
Avg Listing Price	$488K	$488K	$495K	$498K	$509K	$511K	$505K	$500K	$500K	$503K	$516K	$523K	$523K
Avg Listing Price as a % of Avg Est Value	95%	94%	96%	98%	100%	99%	98%	97%	99%	99%	101%	103%	102%

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.

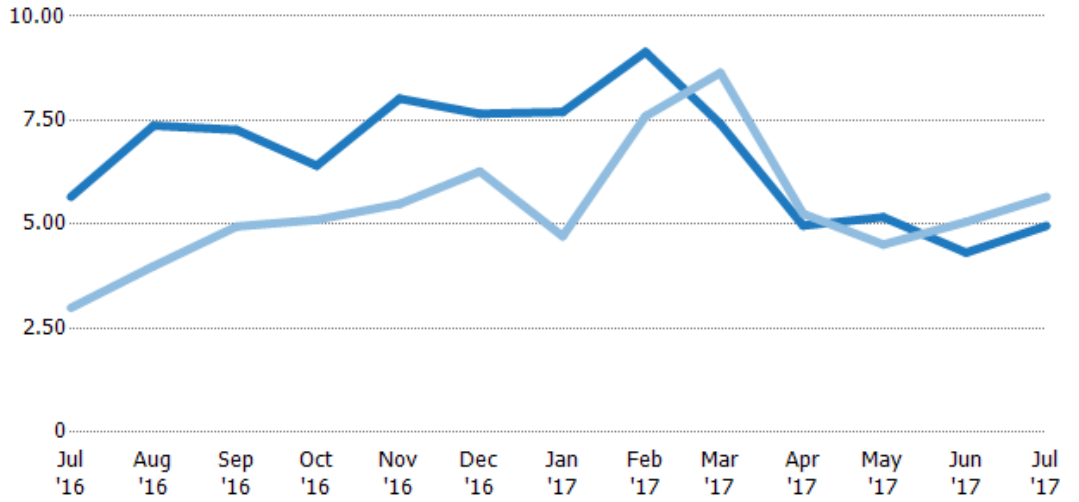Filters Used: County: Collier County, Florida, Lee County, Florida

County	Days
Collier	325
Lee	164

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.
Jul '17	4.96	-12.3%
Jul '16	5.66	89.2%
Jul '15	2.99	21.2%

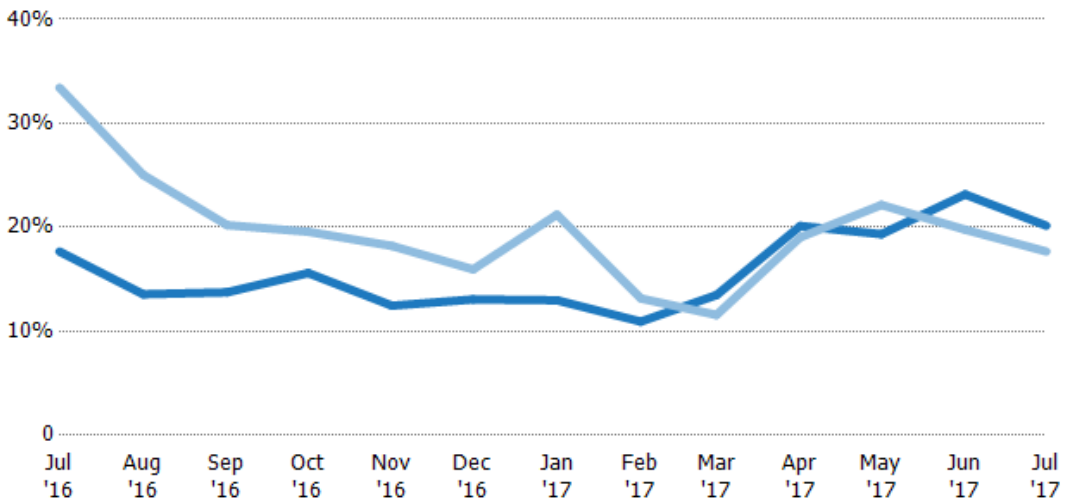| | Jul '16 | Aug '16 | Sep '16 | Oct '16 | Nov '16 | Dec '16 | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 5.66 | 7.37 | 7.27 | 6.41 | 8.02 | 7.66 | 7.7 | 9.14 | 7.41 | 4.97 | 5.17 | 4.32 | 4.96 |
| Prior Year | 2.99 | 3.99 | 4.95 | 5.11 | 5.49 | 6.27 | 4.71 | 7.6 | 8.64 | 5.25 | 4.51 | 5.06 | 5.66 |
| Percent Change from Prior Year | 89% | 85% | 47% | 25% | 46% | 22% | 63% | 20% | -14% | -5% | 15% | -15% | -12% |

Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Jul '17	20%	-2.5%
Jul '16	18%	15.8%
Jul '15	33%	-17.5%

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

RPR®

Absorption Rate (By County)

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

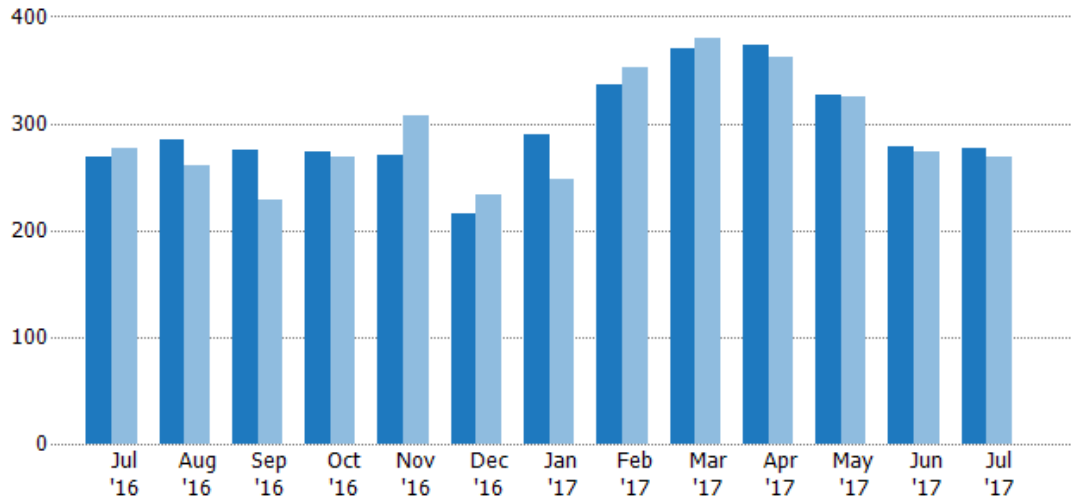Filters Used: County: Collier County, Florida, Lee County, Florida

Collier	10.55 %
Lee	15.08 %

Scale: 0, 2%, 4%, 6%, 8%, 10%, 12%, 14%

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.
Jul '17	277	3%
Jul '16	269	-2.9%
Jul '15	277	1.1%

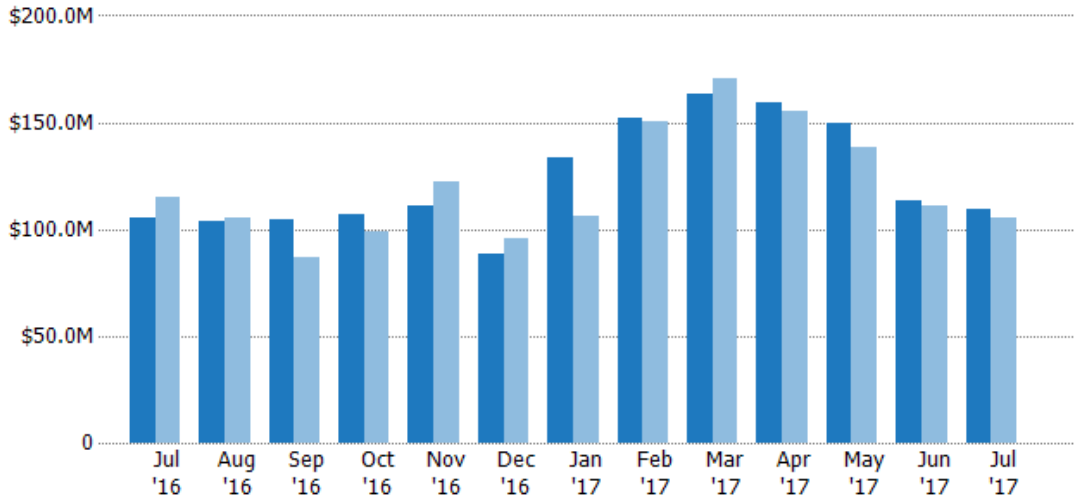| | Jul '16 | Aug '16 | Sep '16 | Oct '16 | Nov '16 | Dec '16 | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 269 | 285 | 275 | 274 | 270 | 215 | 290 | 336 | 370 | 373 | 327 | 279 | 277 |
| Prior Year | 277 | 260 | 228 | 268 | 308 | 233 | 247 | 352 | 379 | 362 | 325 | 273 | 269 |
| Percent Change from Prior Year | -3% | 10% | 21% | 2% | -12% | -8% | 17% | -5% | -2% | 3% | 1% | 2% | 3% |

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.
Jul '17	$110M	3.8%
Jul '16	$106M	-8.3%
Jul '15	$115M	-8.1%

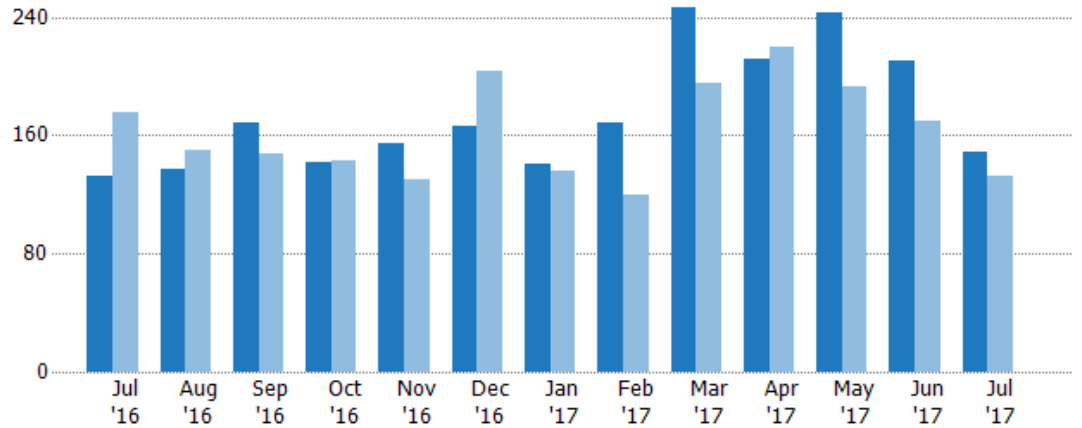|	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	$106M	$103M	$104M	$107M	$111M	$88.7M	$134M	$152M	$163M	$159M	$149M	$113M	$110M
Prior Year	$115M	$106M	$86.6M	$99.1M	$122M	$95.5M	$106M	$151M	$171M	$155M	$138M	$111M	$106M
Percent Change from Prior Year	-8%	-2%	20%	8%	-9%	-7%	26%	1%	-4%	2%	8%	3%	4%

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.
Jul '17	149	12.9%
Jul '16	132	-25%
Jul '15	176	-8%

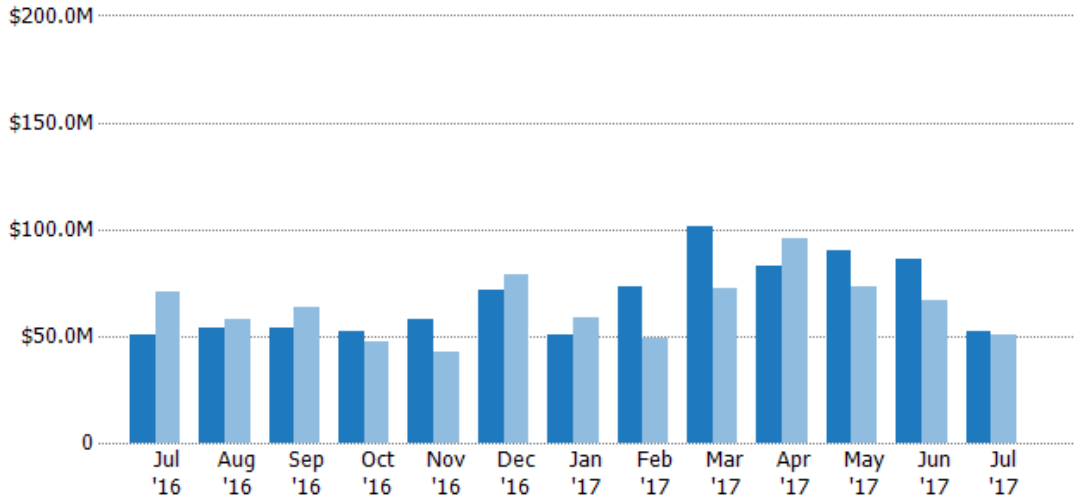|	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	132	137	169	142	154	166	141	169	247	212	243	210	149
Prior Year	176	150	148	143	130	204	136	120	195	220	193	170	132
Percent Change from Prior Year	-25%	-9%	14%	-1%	18%	-19%	4%	41%	27%	-4%	26%	24%	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.
Jul '17	$52.4M	3.7%
Jul '16	$50.5M	-28.4%
Jul '15	$70.5M	-21%

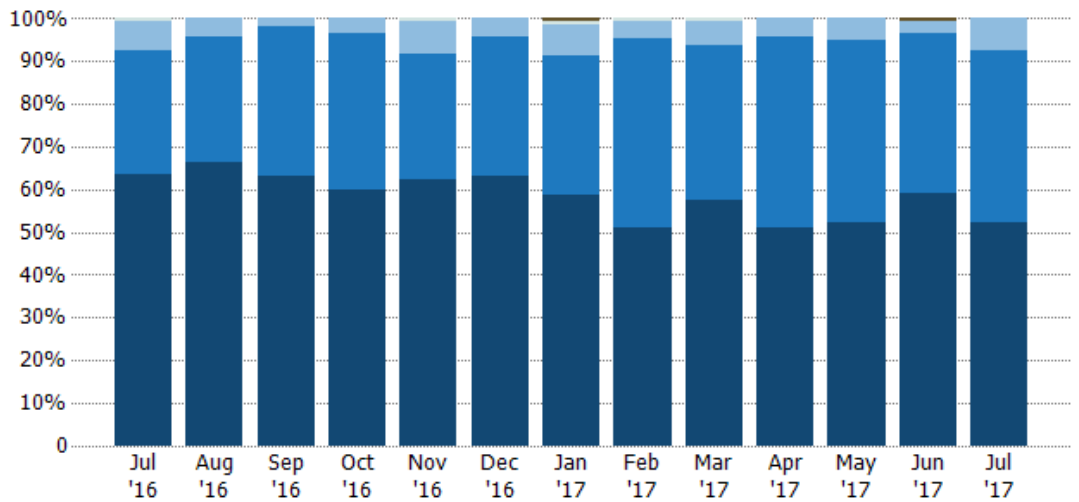| | Jul '16 | Aug '16 | Sep '16 | Oct '16 | Nov '16 | Dec '16 | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $50.5M | $54.1M | $53.8M | $52.2M | $57.6M | $71.3M | $50.9M | $73.3M | $101M | $82.4M | $90.4M | $86M | $52.4M |
| Prior Year | $70.5M | $57.5M | $63.1M | $47.4M | $42.2M | $78.9M | $59M | $49.3M | $72.3M | $95.9M | $73.1M | $67.1M | $50.5M |
| Percent Change from Prior Year | -28% | -6% | -15% | 10% | 37% | -10% | -14% | 49% | 40% | -14% | 24% | 28% | 4% |

Closed Sales by Property Type

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

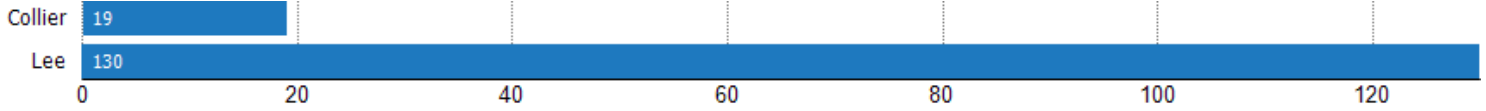**Filters Used**

County: Collier County, Florida, Lee County, Florida

	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Other	-	-	-	-	-	-	1%	-	-	-	-	0%	-
Lot/Land	1%	-	-	-	1%	-	1%	1%	1%	-	-	-	-
Multifamily/Multiplex	7%	4%	2%	4%	8%	4%	7%	4%	5%	4%	5%	3%	7%
Condo/Townhouse	29%	29%	35%	37%	29%	33%	33%	44%	36%	45%	43%	38%	40%
Single Family Residence	64%	66%	63%	60%	62%	63%	59%	51%	57%	51%	52%	59%	52%

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

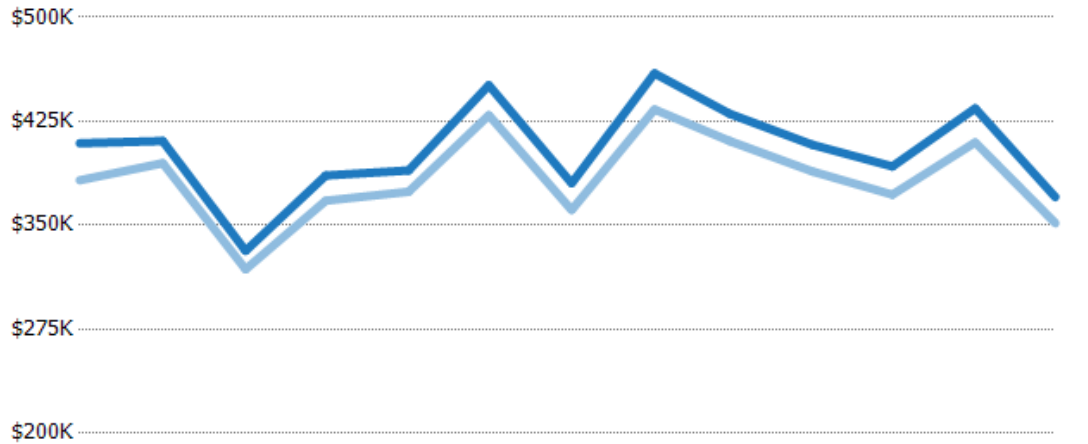Filters Used: County: Collier County, Florida, Lee County, Florida

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**

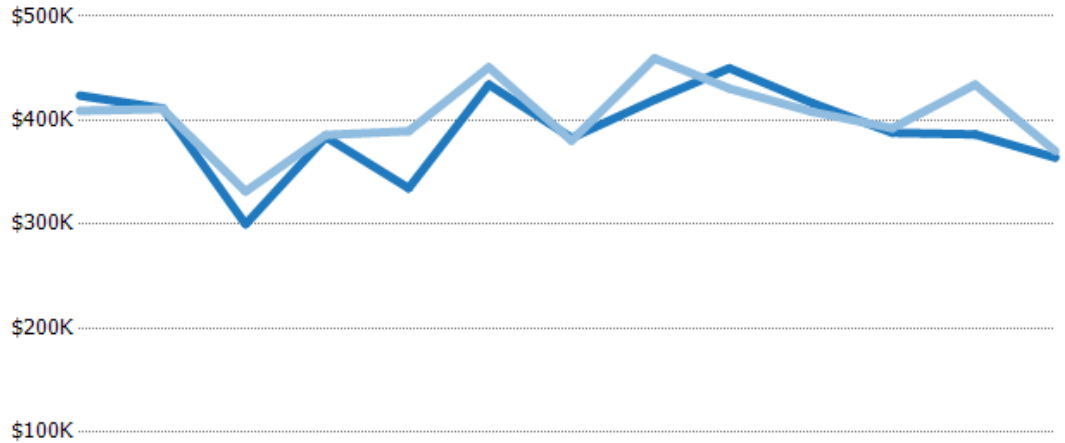|	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Avg List Price	$409K	$411K	$332K	$386K	$390K	$451K	$380K	$460K	$431K	$408K	$392K	$434K	$370K
Avg Sales Price	$382K	$395K	$318K	$368K	$374K	$429K	$361K	$434K	$411K	$389K	$372K	$410K	$352K
Avg Sales Price as a % of Avg List Price	93%	96%	96%	95%	96%	95%	95%	94%	95%	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

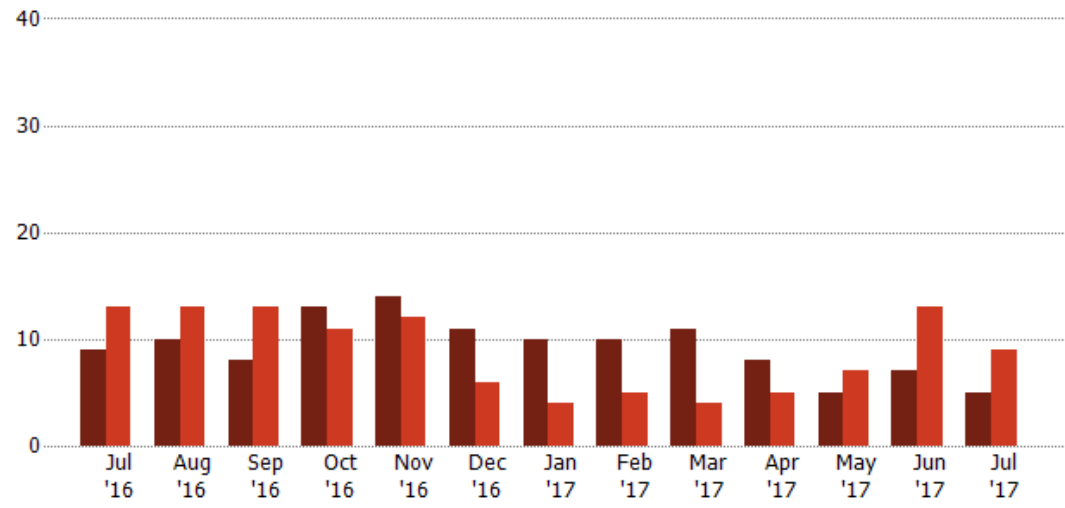|	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Avg Est Value	$424K	$411K	$300K	$384K	$335K	$434K	$383K	$420K	$450K	$417K	$388K	$386K	$364K
Avg Sales Price	$409K	$411K	$332K	$386K	$390K	$451K	$380K	$460K	$431K	$408K	$392K	$434K	$370K
Avg Sales Price as a % of Avg Est Value	97%	100%	111%	100%	116%	104%	99%	110%	96%	98%	101%	112%	102%

Distressed Listings

The number of distressed single-family, condominum 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.
Jul '17	5	-44.4%
Jul '16	9	-30.8%
Jul '15	13	169.2%

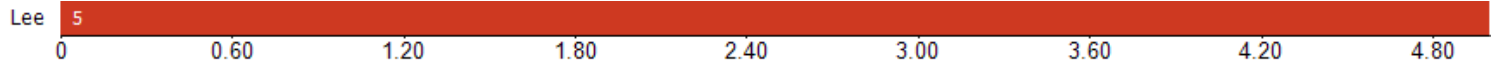|	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	9	10	8	13	14	11	10	10	11	8	5	7	5
Prior Year	13	13	13	11	12	6	4	5	4	5	7	13	9
Percent Change from Prior Year	-31%	-23%	-38%	18%	17%	83%	150%	100%	175%	60%	-29%	-46%	-44%

Distressed Listings (By County)

The number of distressed single-family, condominum 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

Lee	5

0   0.60   1.20   1.80   2.40   3.00   3.60   4.20   4.80

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: 08/07/2017

Scheduled: Yes

Report Date Range: From: 7/2016 To: 7/2017

Information Included

- ☑ **Include Cover Sheet**
- ☐ **Include Key Metric Summary**
- ☑ **Include Metrics By: County**
- ☑ **Include Appendix**
- ☑ **Averages**
- ☐ **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 7/2017 data

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