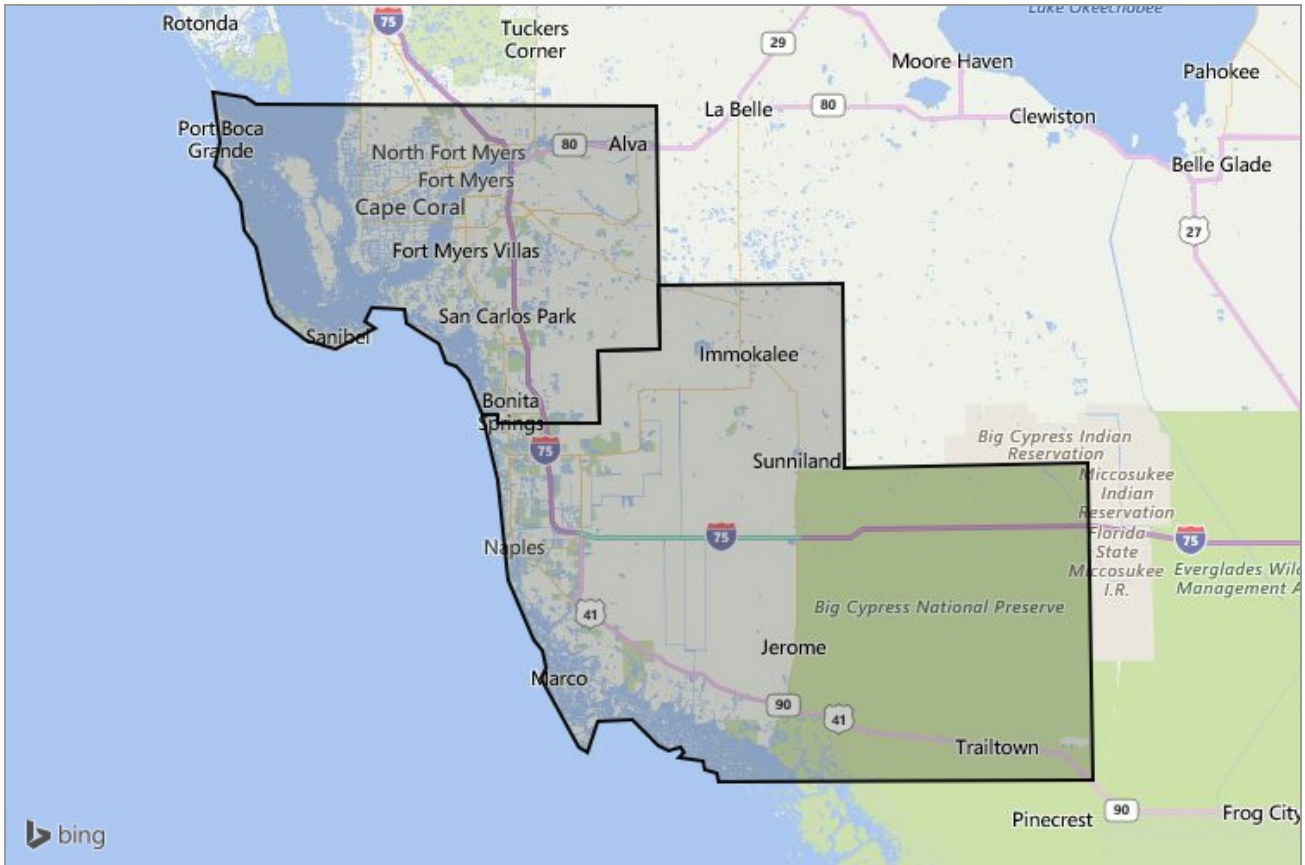




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
7/2015 – 7/2016

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 08/08/2016

**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



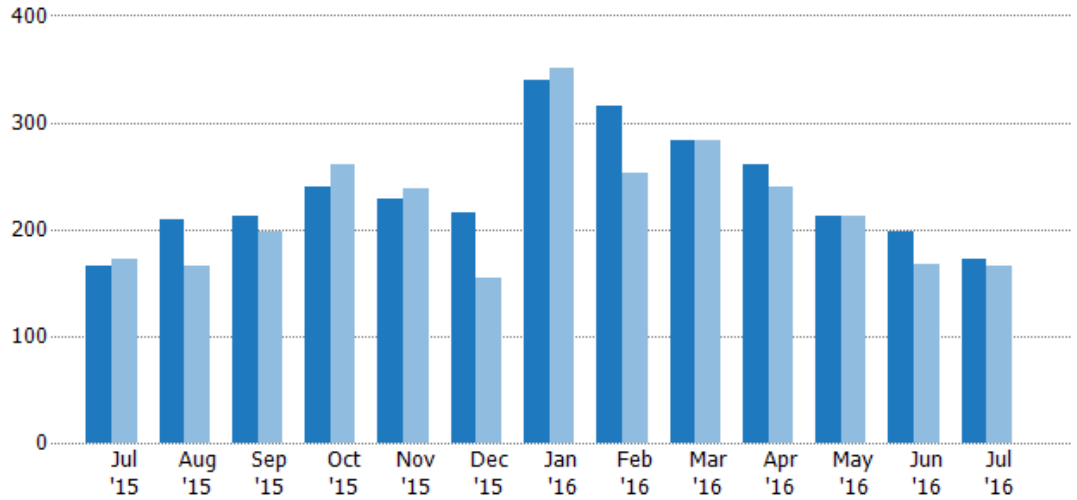
### New Listings

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.
Jul '16	172	3.6%
Jul '15	166	-3.5%
Jul '14	172	11%



Current Year	166	209	213	240	229	216	339	315	283	261	212	197	172
Prior Year	172	166	198	260	238	154	351	252	283	239	213	168	166
Percent Change from Prior Year	-3%	26%	8%	-8%	-4%	40%	-3%	25%	0	9%	0	17%	4%

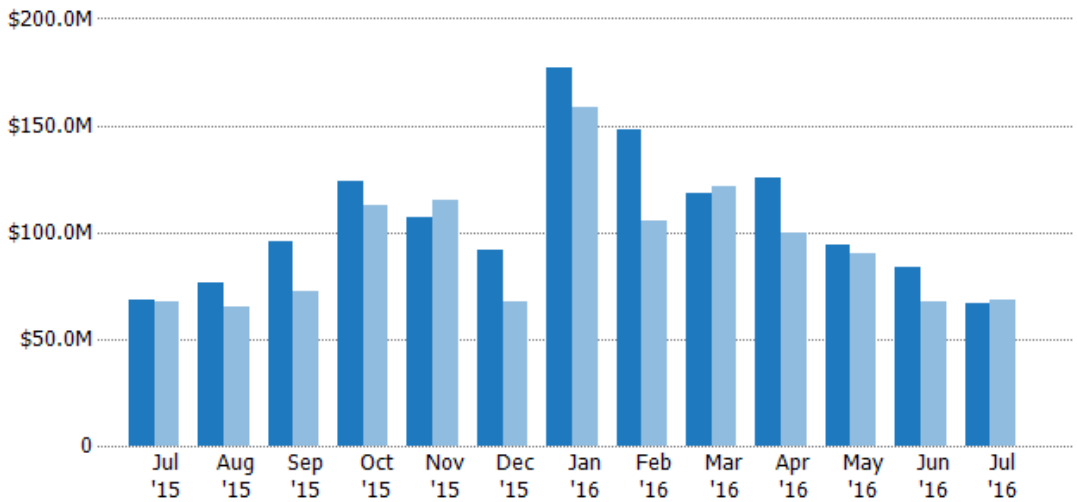
### New Listing Volume

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 '16	\$66.6M	-2%
Jul '15	\$67.9M	1.2%
Jul '14	\$67.1M	-8.2%



Current Year	\$67.9M	\$76.7M	\$96M	\$124M	\$107M	\$92M	\$177M	\$148M	\$118M	\$125M	\$93.7M	\$83.8M	\$66.6M
Prior Year	\$67.1M	\$65.1M	\$72M	\$113M	\$115M	\$67.8M	\$158M	\$105M	\$121M	\$100M	\$89.7M	\$67.2M	\$67.9M
Percent Change from Prior Year	1%	18%	33%	10%	-7%	36%	12%	41%	-2%	26%	4%	25%	-2%





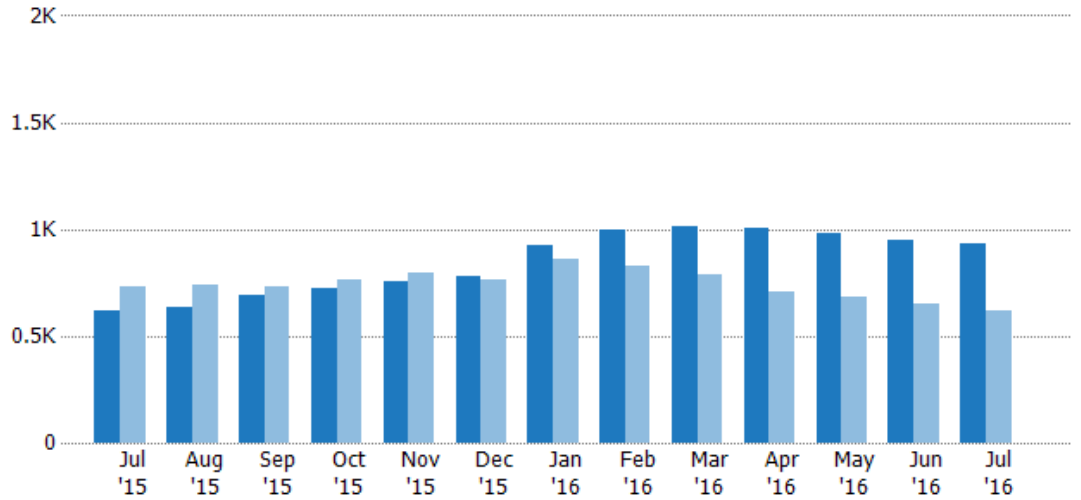
### Active Listings

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 '16	930	50.7%
Jul '15	617	-15.9%
Jul '14	734	54.5%



Current Year	617	638	688	721	752	783	926	998	1.02K	1.01K	983	949	930
Prior Year	734	742	734	765	799	762	860	827	788	709	682	647	617
Percent Change from Prior Year	-16%	-14%	-6%	-6%	-6%	3%	8%	21%	29%	42%	44%	47%	51%

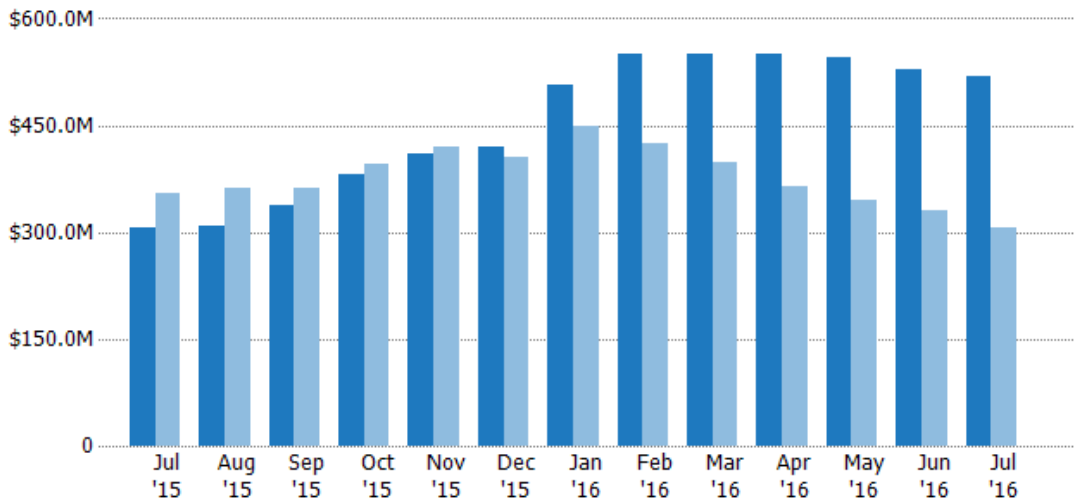
### Active Listing Volume

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 '16	\$518M	68.4%
Jul '15	\$308M	-13.4%
Jul '14	\$355M	45.2%



Current Year	\$308M	\$308M	\$337M	\$381M	\$411M	\$420M	\$507M	\$550M	\$550M	\$550M	\$544M	\$529M	\$518M
Prior Year	\$355M	\$362M	\$362M	\$396M	\$421M	\$404M	\$449M	\$425M	\$397M	\$364M	\$344M	\$331M	\$308M
Percent Change from Prior Year	-13%	-15%	-7%	-4%	-2%	4%	13%	29%	39%	51%	58%	60%	68%





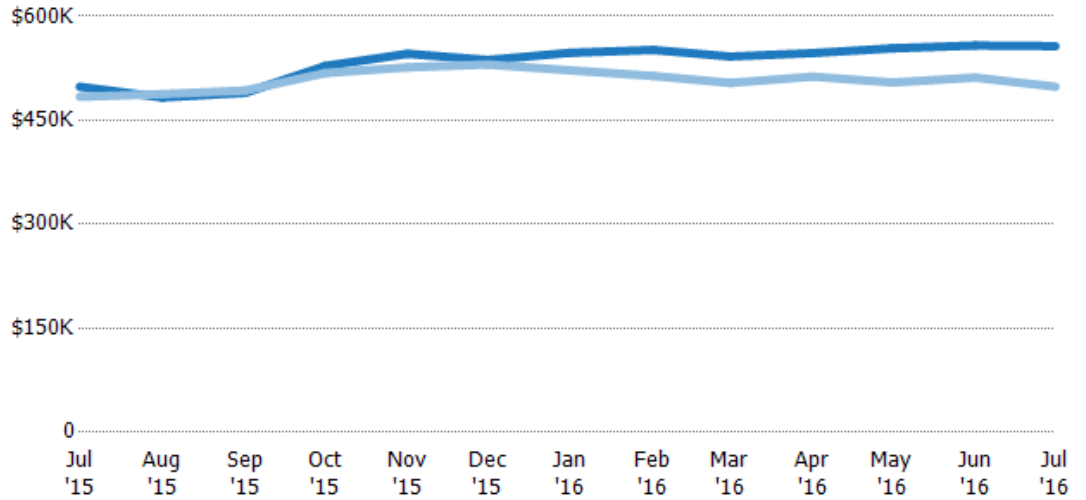
### Average Listing Price

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.
Jul '16	\$557K	11.7%
Jul '15	\$498K	3%
Jul '14	\$484K	-6%



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	\$498K	\$483K	\$490K	\$528K	\$546K	\$537K	\$547K	\$551K	\$542K	\$547K	\$554K	\$558K	\$557K
Prior Year	\$484K	\$488K	\$493K	\$518K	\$526K	\$530K	\$522K	\$514K	\$504K	\$513K	\$505K	\$512K	\$498K
Percent Change from Prior Year	3%	-1%	-1%	2%	4%	1%	5%	7%	8%	7%	10%	9%	12%

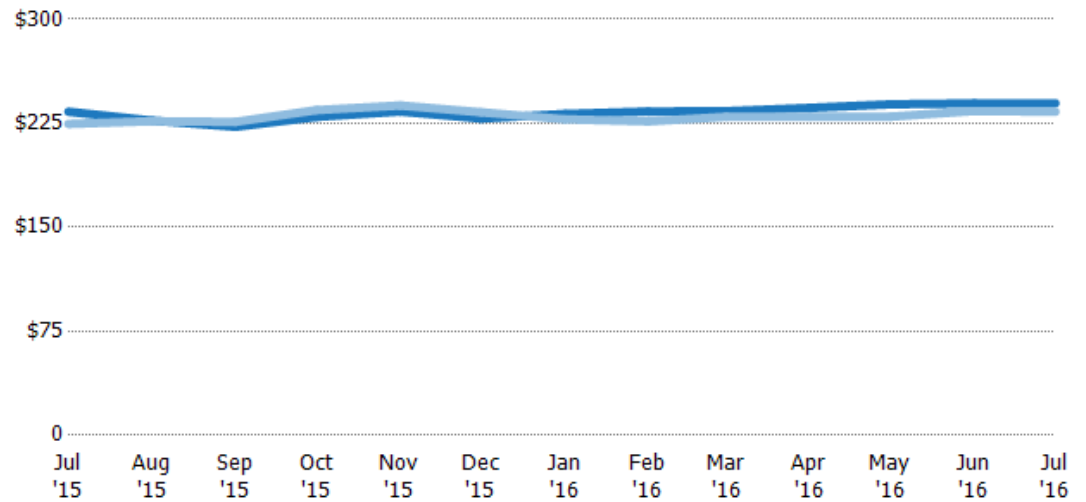
### Average Listing Price per Sq Ft

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 '16	\$239	2.6%
Jul '15	\$233	3.9%
Jul '14	\$225	-9.6%



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	\$233	\$227	\$222	\$230	\$234	\$228	\$232	\$234	\$234	\$236	\$239	\$239	\$239
Prior Year	\$225	\$227	\$226	\$235	\$238	\$233	\$228	\$226	\$230	\$230	\$230	\$234	\$233
Percent Change from Prior Year	4%	0	-2%	-2%	-2%	-2%	2%	3%	2%	3%	4%	2%	3%



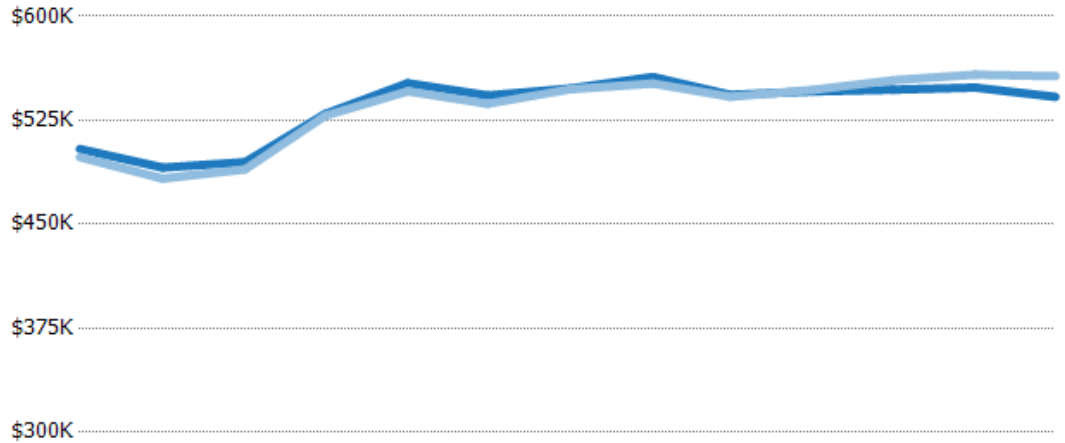


### Average Listing Price vs Average Est Value

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



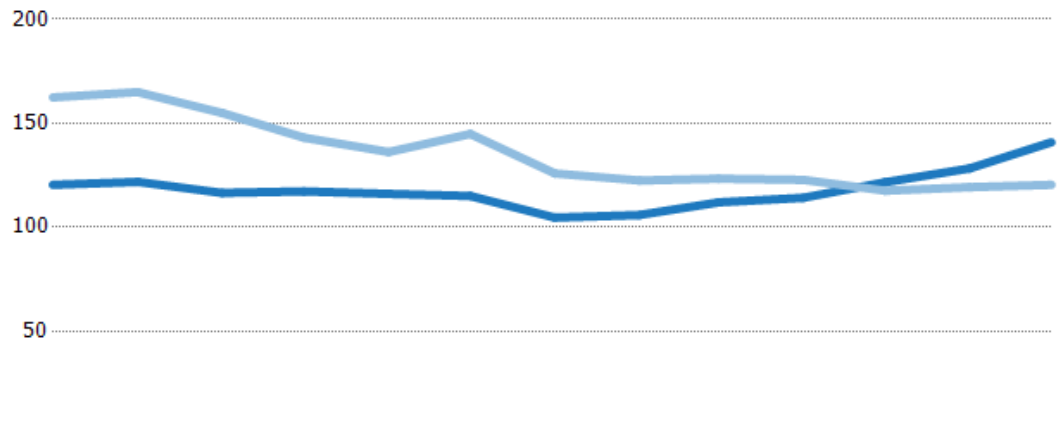
	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Avg Est Value	\$504K	\$491K	\$495K	\$530K	\$552K	\$543K	\$548K	\$556K	\$543K	\$546K	\$547K	\$549K	\$542K
Avg Listing Price	\$498K	\$483K	\$490K	\$528K	\$546K	\$537K	\$547K	\$551K	\$542K	\$547K	\$554K	\$558K	\$557K
Avg Listing Price as a % of Avg Est Value	99%	98%	99%	100%	99%	99%	100%	99%	100%	100%	101%	102%	103%

### 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.
Jul '16	141	17%
Jul '15	120	-25.9%
Jul '14	162	9.1%

	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	120	122	117	117	116	115	105	106	112	114	122	128	141
Prior Year	162	165	155	143	136	145	126	123	123	123	118	119	120
Percent Change from Prior Year	-26%	-26%	-25%	-18%	-15%	-21%	-17%	-14%	-9%	-7%	3%	8%	17%

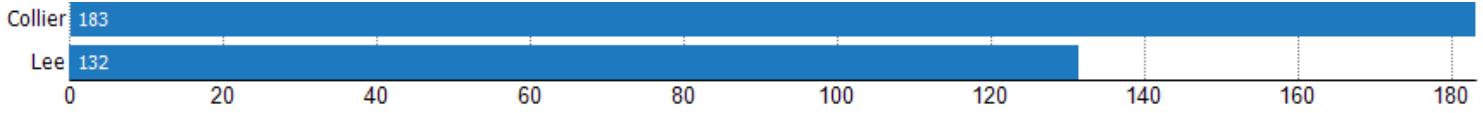




### Average Days in RPR (By County)

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



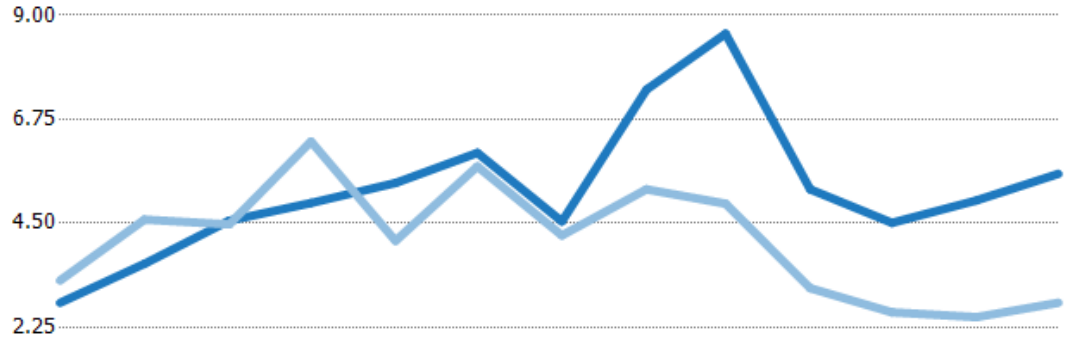
### Months of Inventory

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.
Jul '16	5.57	100.4%
Jul '15	2.78	-14.8%
Jul '14	3.26	78.3%



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	2.78	3.63	4.56	4.94	5.37	6.02	4.54	7.39	8.6	5.23	4.51	4.99	5.57
Prior Year	3.26	4.58	4.48	6.27	4.12	5.73	4.24	5.23	4.93	3.1	2.57	2.47	2.78
Percent Change from Prior Year	-15%	-21%	2%	-21%	30%	5%	7%	41%	75%	69%	75%	102%	100%



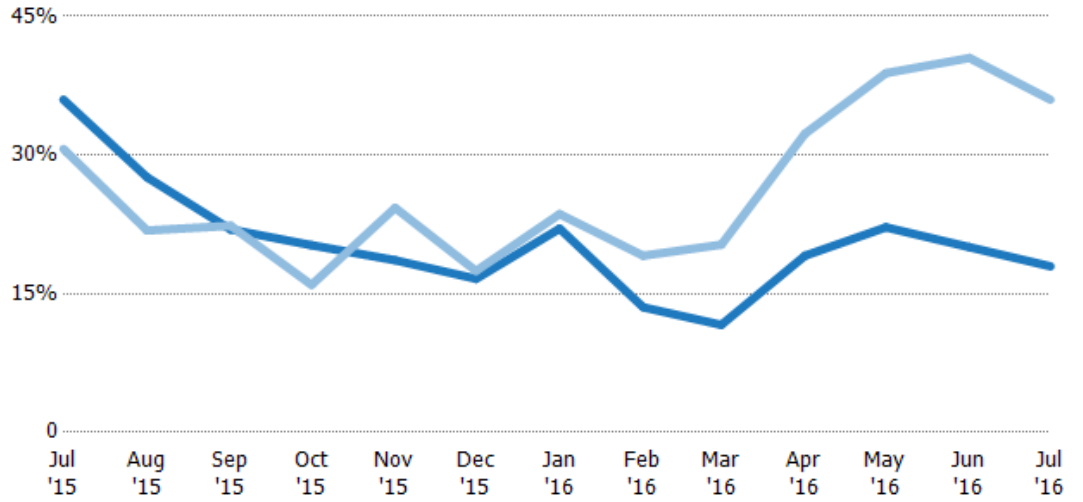
### Absorption Rate

The percentage of inventory sold per month.

#### Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Jul '16	18%	18%
Jul '15	36%	-5.3%
Jul '14	31%	-43.9%



	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Current Year	36%	28%	22%	20%	19%	17%	22%	14%	12%	19%	22%	20%	18%
Prior Year	31%	22%	22%	16%	24%	17%	24%	19%	20%	32%	39%	40%	36%
Change from Prior Year	-5%	-6%	0	-4%	6%	1%	2%	6%	9%	13%	17%	20%	18%

### 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





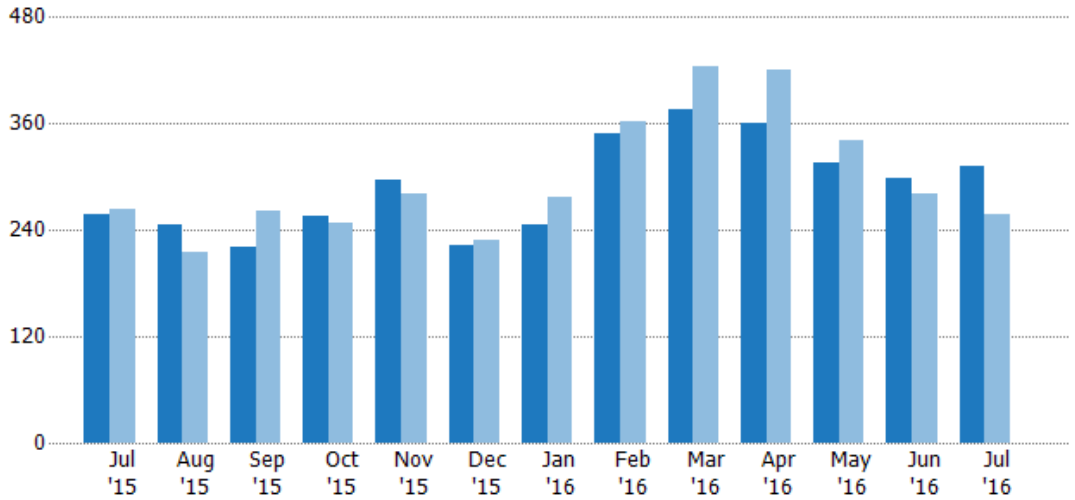
### Pending Sales

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.
Jul '16	311	21%
Jul '15	257	-2.7%
Jul '14	264	-14.8%



Current Year	257	246	220	255	296	223	245	348	376	361	316	298	311
Prior Year	264	215	262	248	280	229	277	363	425	421	341	280	257
Percent Change from Prior Year	-3%	14%	-16%	3%	6%	-3%	-12%	-4%	-12%	-14%	-7%	6%	21%

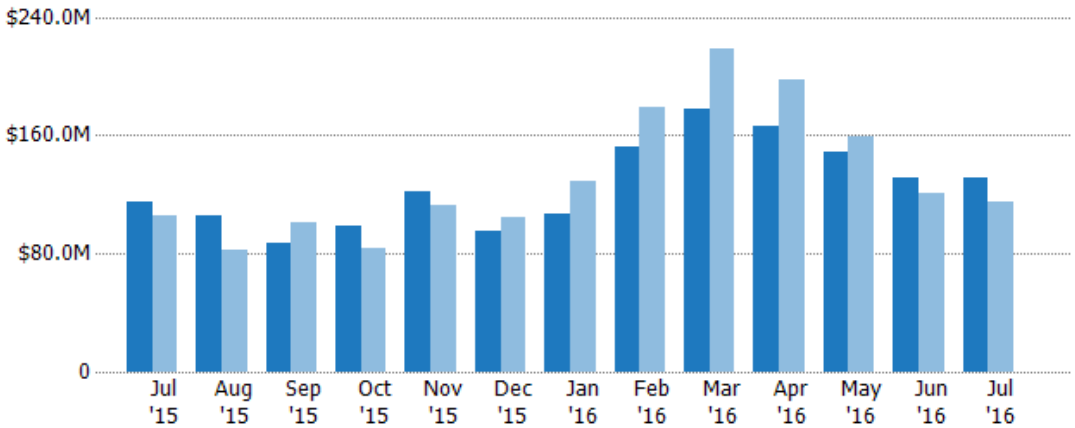
### Pending Sales Volume

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 '16	\$131M	13.8%
Jul '15	\$116M	9.1%
Jul '14	\$106M	-34.2%



Current Year	\$116M	\$106M	\$86.9M	\$98.6M	\$122M	\$95.5M	\$106M	\$153M	\$178M	\$166M	\$149M	\$131M	\$131M
Prior Year	\$106M	\$82M	\$100M	\$83.4M	\$113M	\$105M	\$129M	\$178M	\$218M	\$198M	\$159M	\$121M	\$116M
Percent Change from Prior Year	9%	29%	-14%	18%	9%	-9%	-17%	-14%	-19%	-16%	-6%	8%	14%





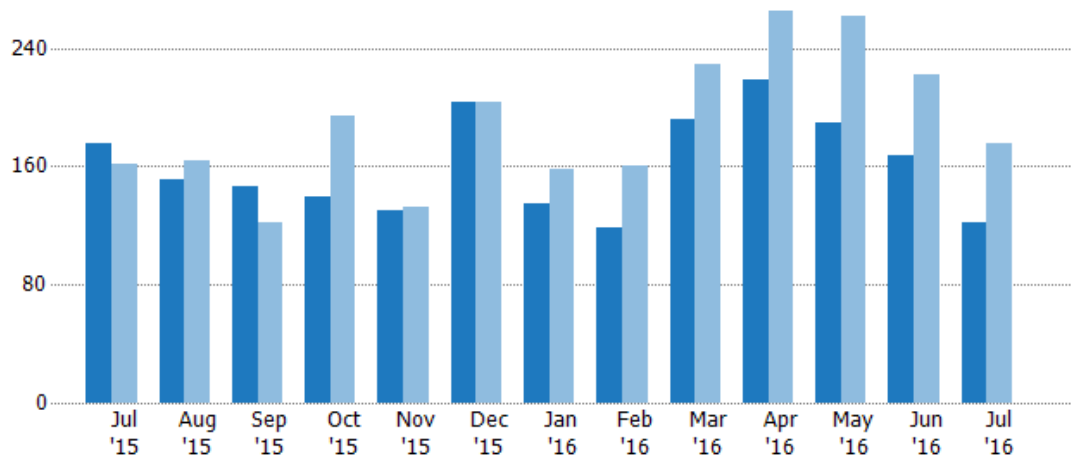
### Closed Sales

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 '16	122	-30.7%
Jul '15	176	8.6%
Jul '14	162	2.5%



Current Year	176	151	146	140	130	204	135	118	192	218	190	167	122
Prior Year	162	164	122	194	133	203	158	160	229	265	262	222	176
Percent Change from Prior Year	9%	-8%	20%	-28%	-2%	0	-15%	-26%	-16%	-18%	-27%	-25%	-31%

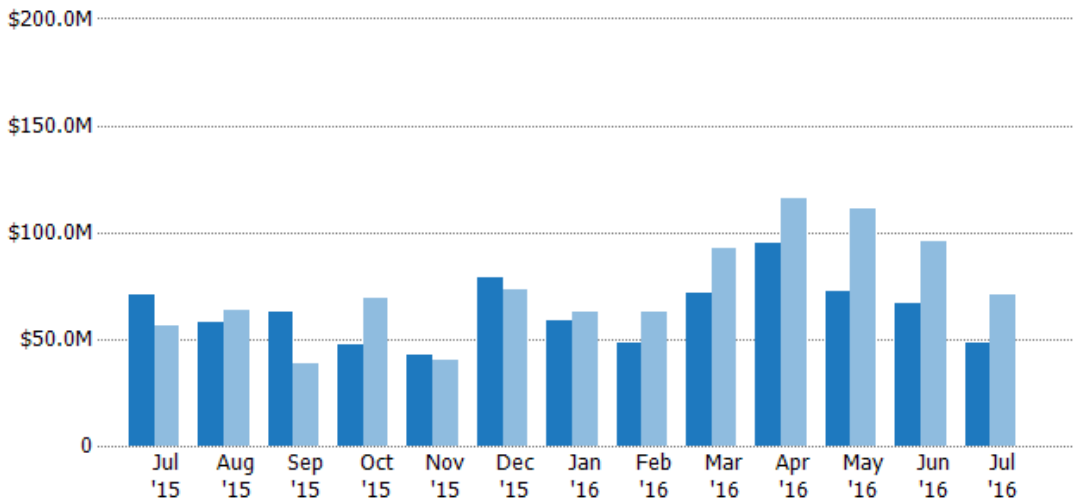
### Closed Sales Volume

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 '16	\$47.8M	-32.2%
Jul '15	\$70.5M	25.5%
Jul '14	\$56.2M	-6.1%



Current Year	\$70.5M	\$57.8M	\$62.7M	\$47.1M	\$42.2M	\$78.5M	\$58.7M	\$48.1M	\$71.4M	\$95.2M	\$72.1M	\$66.3M	\$47.8M
Prior Year	\$56.2M	\$63.6M	\$38.4M	\$69.1M	\$39.8M	\$73.4M	\$62.6M	\$62.7M	\$92.4M	\$116M	\$111M	\$95.4M	\$70.5M
Percent Change from Prior Year	25%	-9%	63%	-32%	6%	7%	-6%	-23%	-23%	-18%	-35%	-31%	-32%



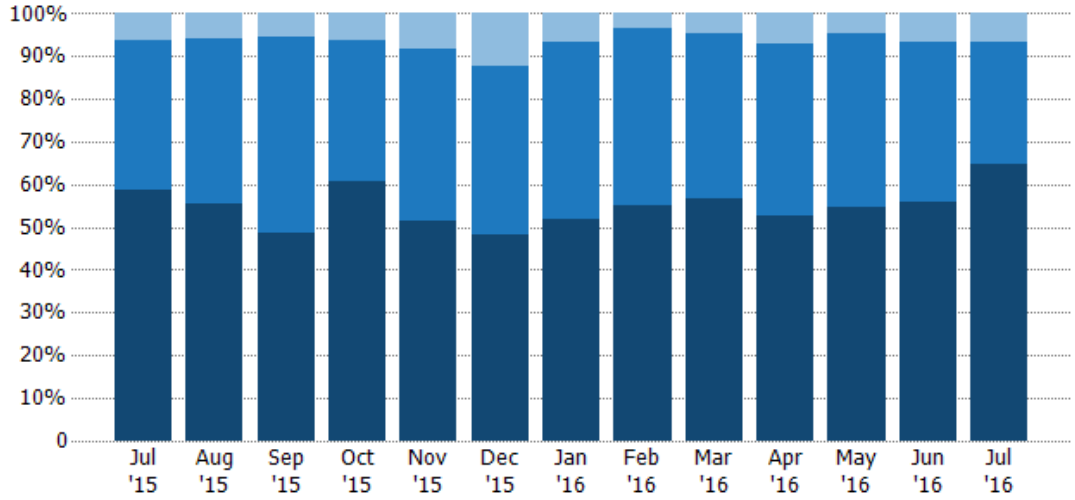


## Closed Sales by Property Type

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

**Filters Used**

County: Collier County, Florida, Lee County, Florida

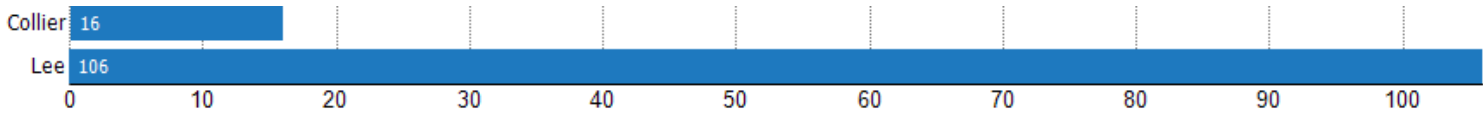


Property Type	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Multifamily/Multiplex	6%	6%	5%	6%	8%	12%	7%	3%	5%	7%	5%	7%	7%
Condo/Townhouse	35%	38%	46%	33%	40%	40%	41%	42%	39%	40%	41%	38%	29%
Single Family Residence	59%	56%	49%	61%	52%	48%	52%	55%	57%	53%	55%	56%	65%

## 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



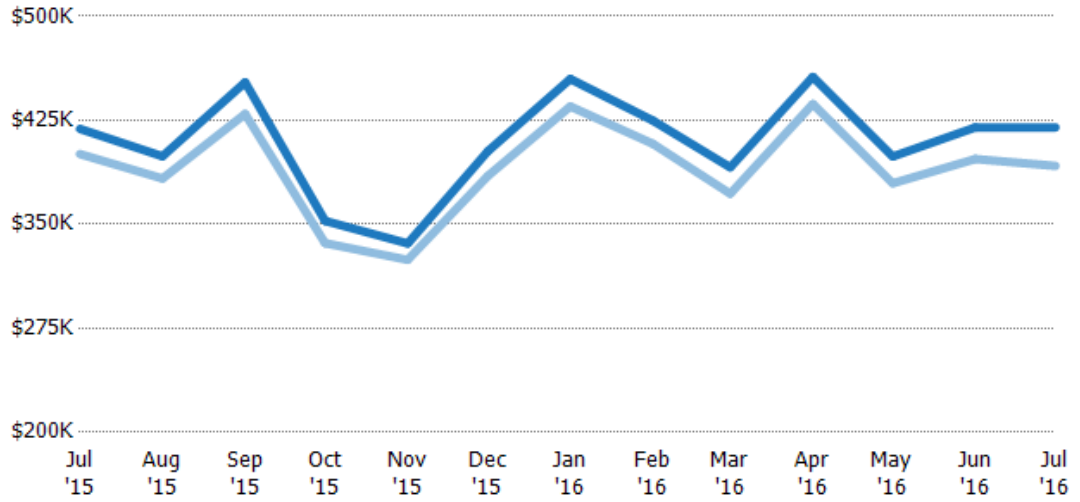


### Average Sales Price vs Average Listing Price

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



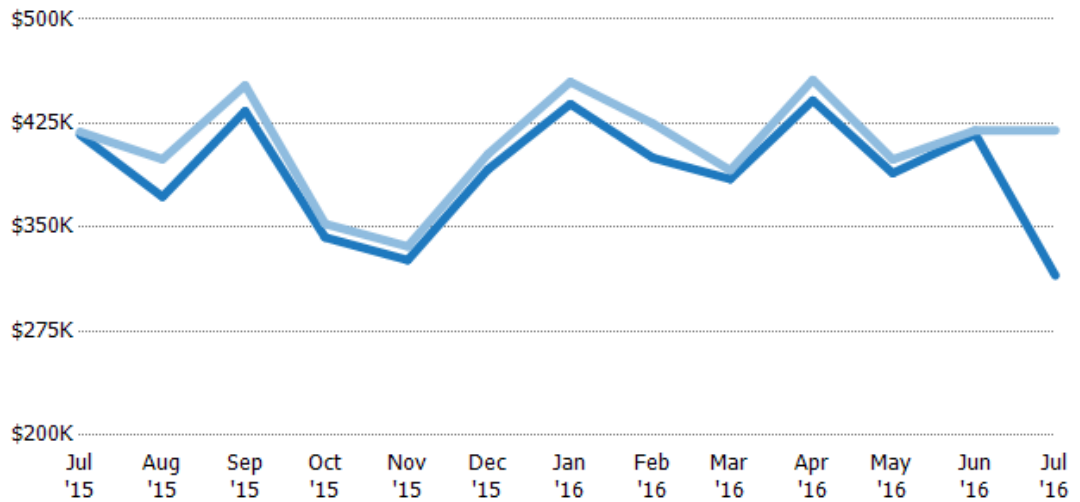
	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Avg List Price	\$419K	\$399K	\$452K	\$352K	\$336K	\$403K	\$455K	\$425K	\$391K	\$456K	\$399K	\$420K	\$420K
Avg Sales Price	\$401K	\$383K	\$430K	\$336K	\$324K	\$385K	\$435K	\$408K	\$372K	\$437K	\$380K	\$397K	\$392K
Avg Sales Price as a % of Avg List Price	96%	96%	95%	95%	96%	96%	96%	96%	95%	96%	95%	95%	93%

### 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 '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
Avg Est Value	\$417K	\$372K	\$434K	\$343K	\$326K	\$392K	\$439K	\$400K	\$385K	\$441K	\$389K	\$417K	\$315K
Avg Sales Price	\$419K	\$399K	\$452K	\$352K	\$336K	\$403K	\$455K	\$425K	\$391K	\$456K	\$399K	\$420K	\$420K
Avg Sales Price as a % of Avg Est Value	101%	107%	104%	103%	103%	103%	104%	106%	102%	103%	103%	101%	133%





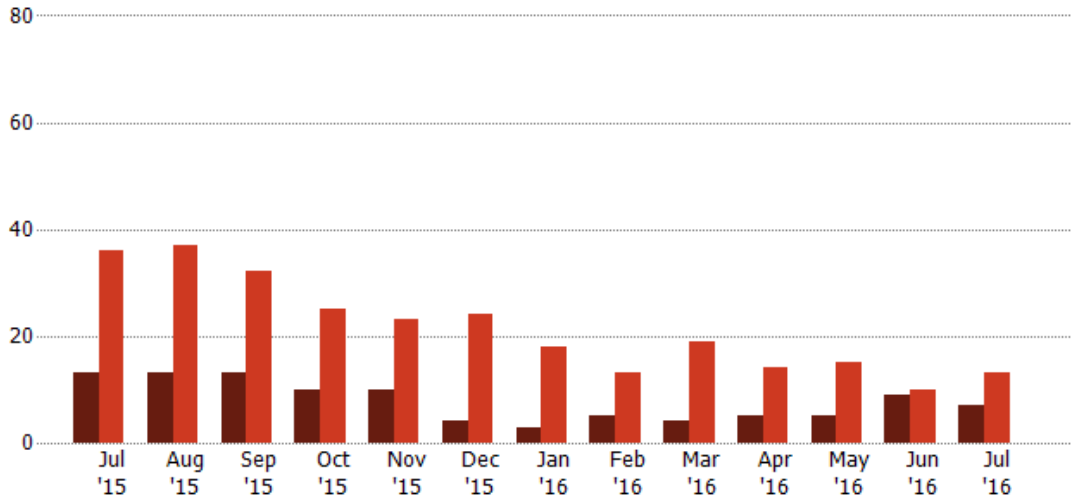
### Distressed Listings

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.
Jul '16	7	-46.2%
Jul '15	13	-63.9%
Jul '14	36	119.4%

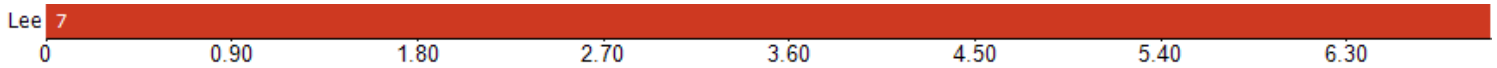


Current Year	13	13	13	10	10	4	3	5	4	5	5	9	7
Prior Year	36	37	32	25	23	24	18	13	19	14	15	10	13
Percent Change from Prior Year	-64%	-65%	-59%	-60%	-57%	-83%	-83%	-62%	-79%	-64%	-67%	-10%	-46%

### 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:** 08/08/2016

**Scheduled:** Yes

**Report Date Range:** From 7/2015 To: 7/2016

### 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 7/2016 data

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

