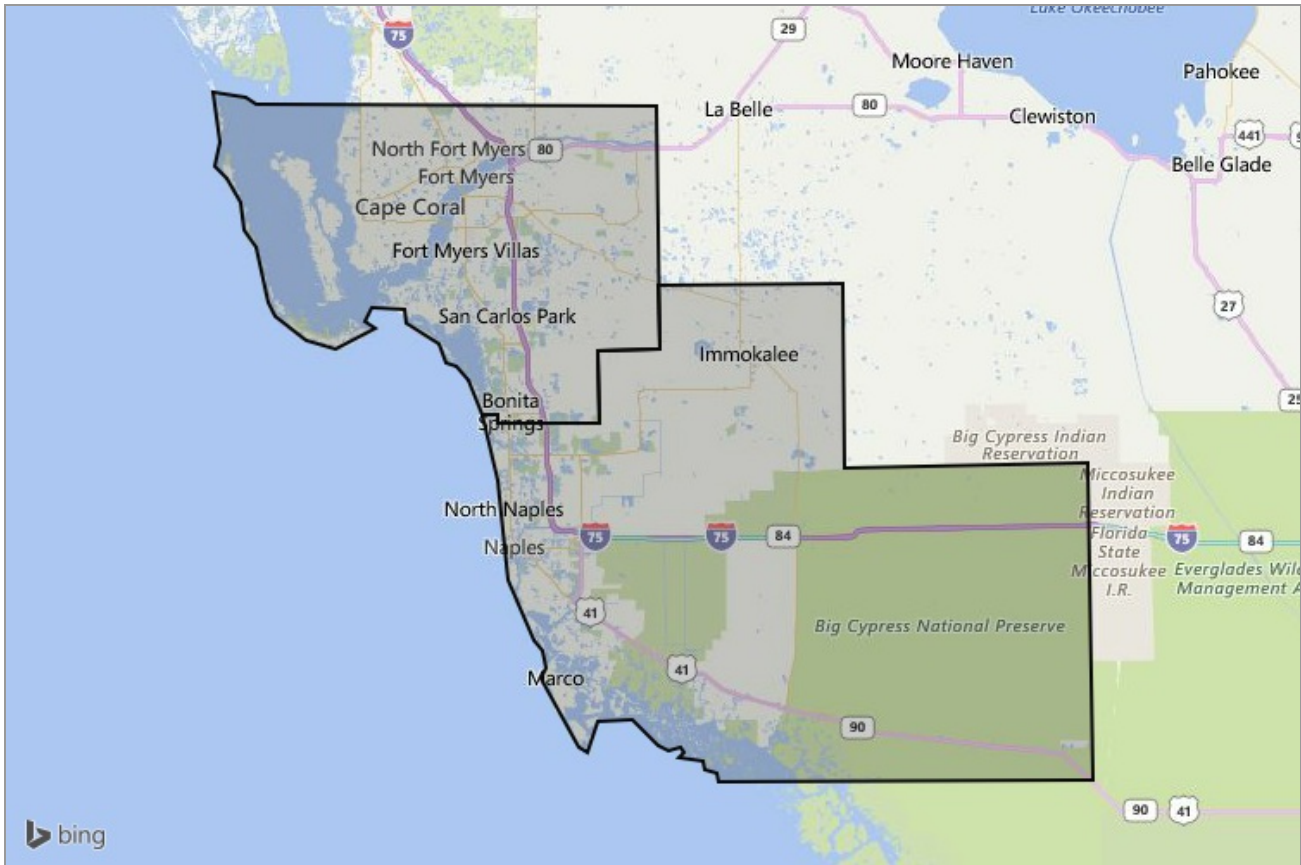# Monthly Market Data Report

Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2016 – 2/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/08/2017

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
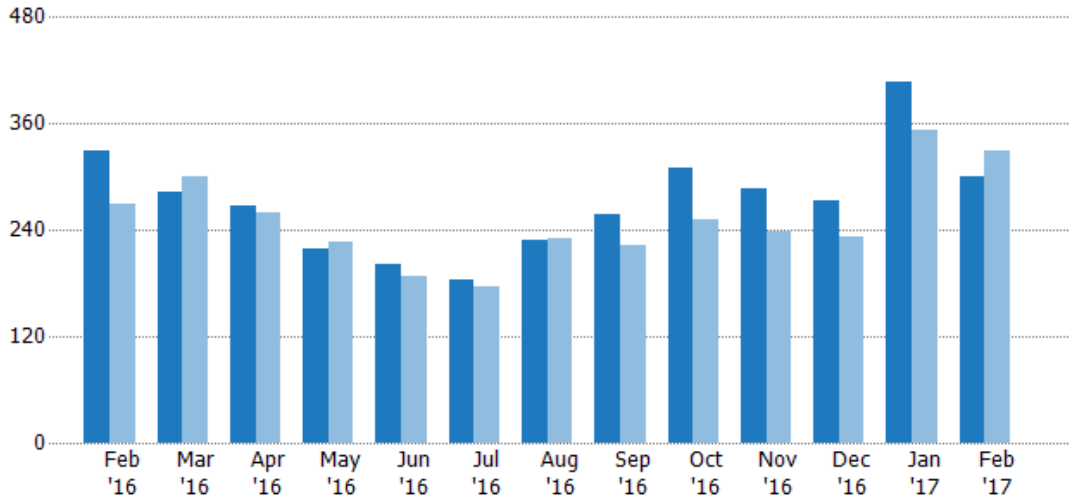Bonita Springs, FL 34135

RPR®

3/8/2017

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.
Feb '17	300	-9.1%
Feb '16	330	22.7%
Feb '15	269	7.8%

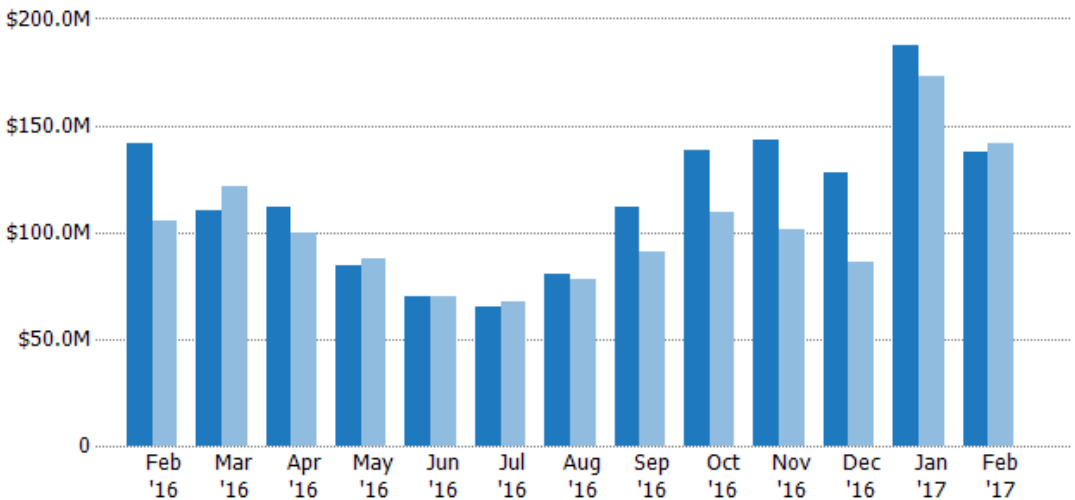|	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
■ Current Year	330	282	267	219	202	183	229	258	310	287	273	407	300
■ Prior Year	269	300	259	226	188	176	231	223	252	238	233	352	330
Percent Change from Prior Year	23%	-6%	3%	-3%	7%	4%	-1%	16%	23%	21%	17%	16%	-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.
Feb '17	$137M	-2.8%
Feb '16	$141M	34.4%
Feb '15	$105M	7.2%

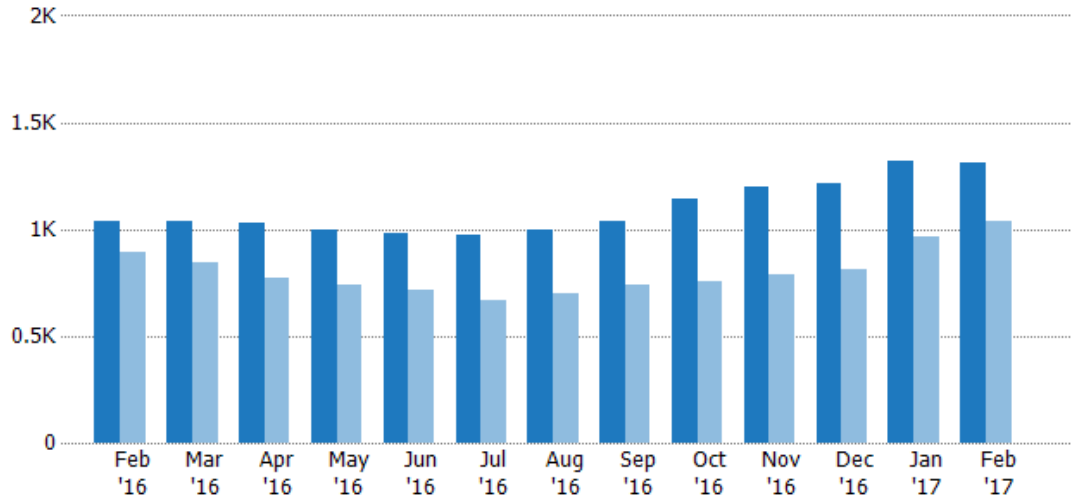|	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
■ Current Year	$141M	$110M	$112M	$84.4M	$70M	$64.9M	$80.1M	$112M	$138M	$144M	$128M	$188M	$137M
■ Prior Year	$105M	$121M	$100M	$88M	$70M	$67.3M	$77.6M	$90.7M	$110M	$102M	$86.2M	$173M	$141M
Percent Change from Prior Year	34%	-9%	12%	-4%	0	-4%	3%	23%	26%	41%	49%	9%	-3%

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.
Feb '17	1.31K	26.8%
Feb '16	1.04K	16%
Feb '15	892	23.4%

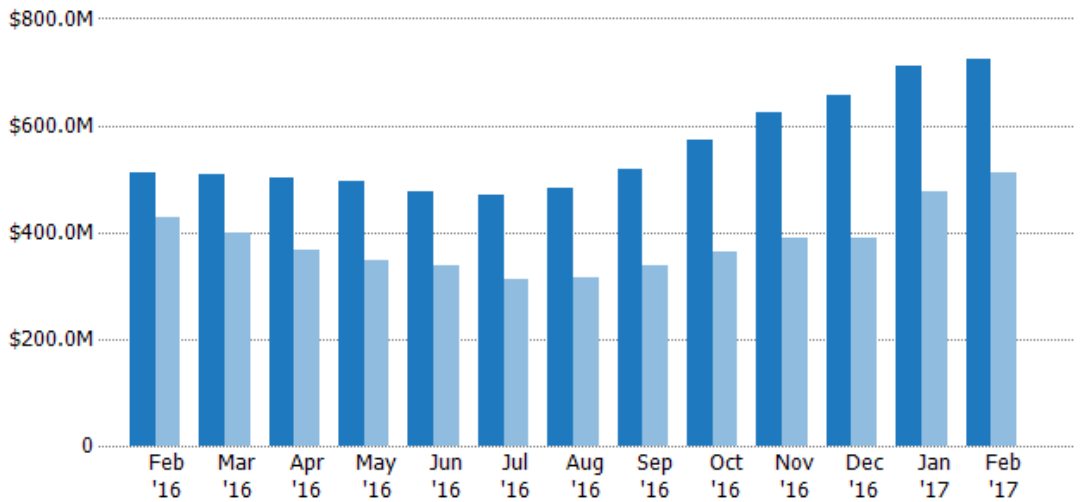| | Feb '16 | Mar '16 | Apr '16 | May '16 | Jun '16 | Jul '16 | Aug '16 | Sep '16 | Oct '16 | Nov '16 | Dec '16 | Jan '17 | Feb '17 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| ■ Current Year | 1.04K | 1.04K | 1.03K | 998 | 980 | 970 | 996 | 1.04K | 1.14K | 1.2K | 1.21K | 1.32K | 1.31K |
| ■ Prior Year | 892 | 848 | 771 | 739 | 712 | 665 | 697 | 739 | 756 | 785 | 815 | 964 | 1.04K |
| Percent Change from Prior Year | 16% | 22% | 33% | 35% | 38% | 46% | 43% | 40% | 51% | 53% | 49% | 37% | 27% |

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.
Feb '17	$724M	41%
Feb '16	$513M	19.6%
Feb '15	$429M	10.6%

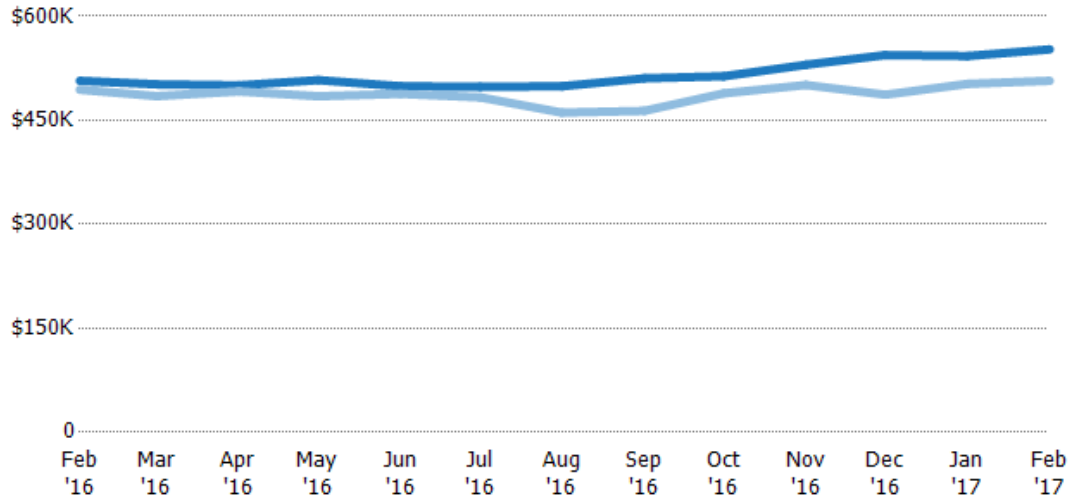|	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
■ Current Year	$513M	$508M	$503M	$495M	$478M	$470M	$484M	$519M	$573M	$625M	$655M	$712M	$724M
■ Prior Year	$429M	$400M	$368M	$347M	$338M	$313M	$314M	$337M	$363M	$388M	$390M	$475M	$513M
Percent Change from Prior Year	20%	27%	37%	43%	41%	50%	54%	54%	58%	61%	68%	50%	41%

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.
Feb '17	$552K	9%
Feb '16	$507K	2.6%
Feb '15	$494K	-8.9%

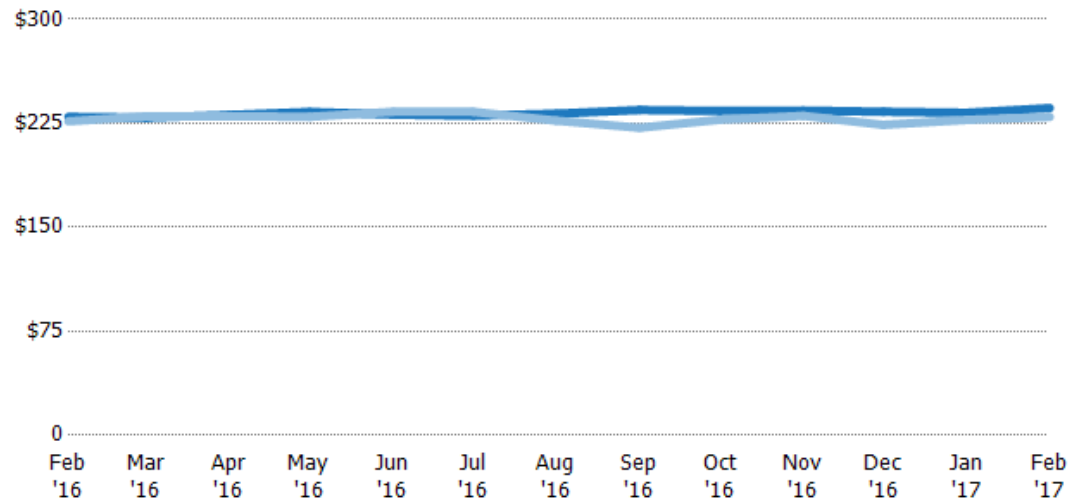|	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	$507K	$502K	$500K	$508K	$499K	$498K	$499K	$511K	$514K	$530K	$544K	$543K	$552K
Prior Year	$494K	$485K	$492K	$485K	$488K	$483K	$461K	$464K	$489K	$501K	$487K	$503K	$507K
Percent Change from Prior Year	3%	4%	2%	5%	2%	3%	8%	10%	5%	6%	12%	8%	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.
Feb '17	$236	2.8%
Feb '16	$230	1.4%
Feb '15	$226	-7.4%

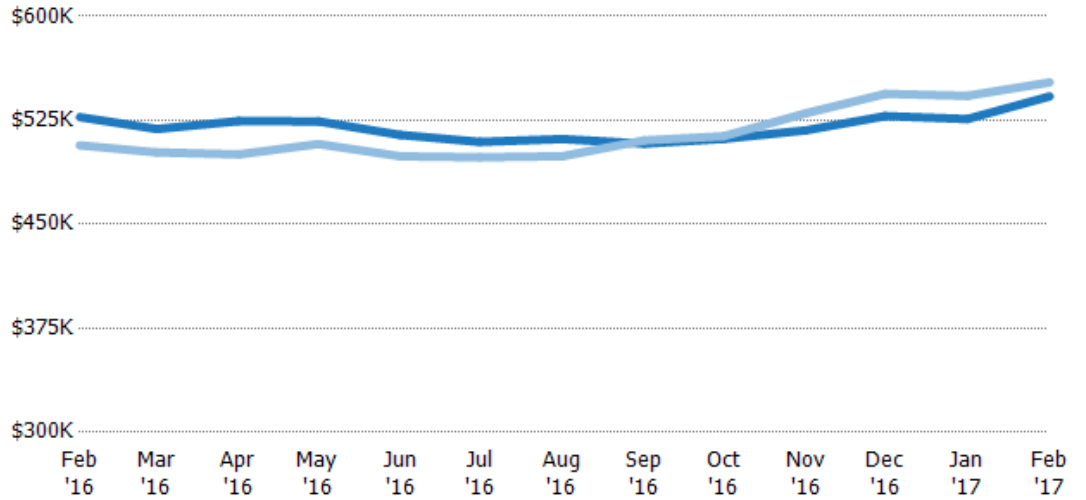|	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	$230	$229	$231	$233	$231	$230	$232	$235	$234	$234	$233	$233	$236
Prior Year	$226	$230	$230	$230	$233	$233	$227	$222	$228	$230	$224	$227	$230
Percent Change from Prior Year	1%	0	0	2%	-1%	-1%	2%	6%	3%	2%	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

	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Avg Est Value	$527K	$519K	$524K	$524K	$514K	$509K	$511K	$508K	$512K	$518K	$528K	$526K	$542K
Avg Listing Price	$507K	$502K	$500K	$508K	$499K	$498K	$499K	$511K	$514K	$530K	$544K	$543K	$552K
Avg Listing Price as a % of Avg Est Value	96%	97%	95%	97%	97%	98%	98%	100%	100%	102%	103%	103%	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
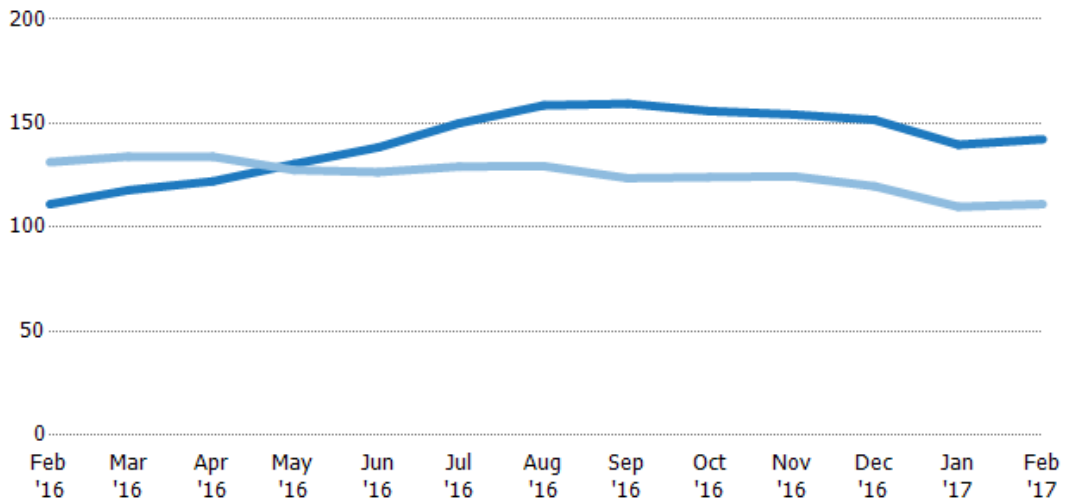
Month/ Year	Days	% Chg.
Feb '17	142	28.1%
Feb '16	111	-15.4%
Feb '15	131	14.6%

	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	111	118	122	130	138	150	159	159	156	154	152	140	142
Prior Year	131	134	134	128	127	129	129	124	124	125	120	110	111
Percent Change from Prior Year	-15%	-12%	-9%	2%	9%	16%	23%	29%	26%	24%	27%	27%	28%

RPR

3/8/2017
5 of 13

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.

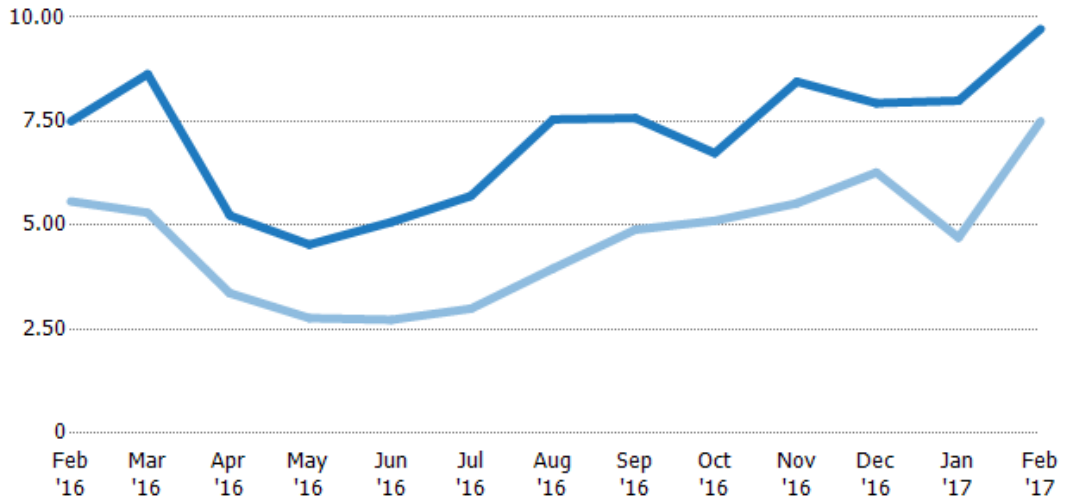Filters Used: County: Collier County, Florida, Lee County, Florida

County	Days
Collier	215
Lee	128

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.
Feb '17	9.72	29.6%
Feb '16	7.5	34.5%
Feb '15	5.58	29.1%

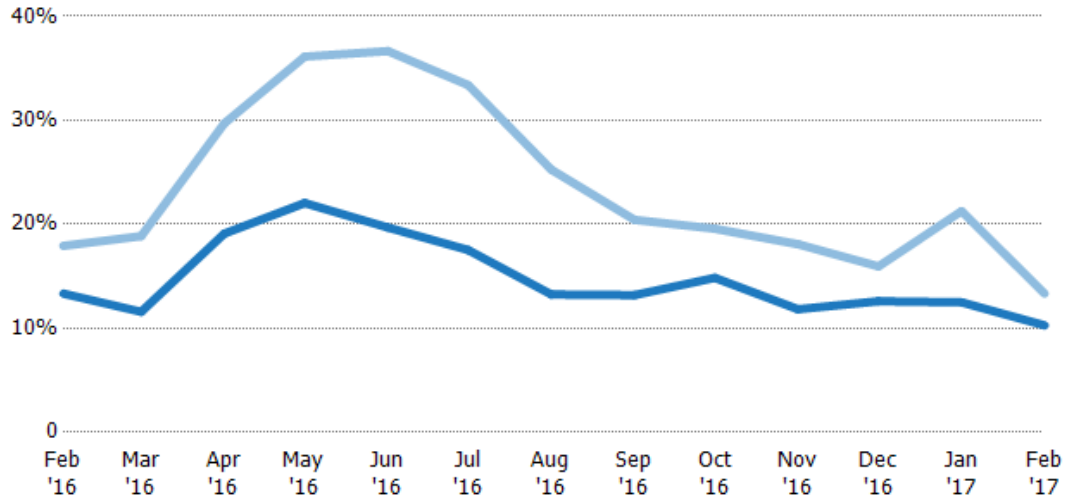|	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	7.5	8.63	5.23	4.54	5.08	5.71	7.55	7.58	6.73	8.45	7.93	7.99	9.72
Prior Year	5.58	5.3	3.37	2.77	2.73	3	3.96	4.89	5.11	5.53	6.27	4.7	7.5
Percent Change from Prior Year	35%	63%	55%	64%	86%	90%	91%	55%	32%	53%	27%	70%	30%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Feb '17	10%	3.1%
Feb '16	13%	4.6%
Feb '15	18%	-22.5%

	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
▬ Current Year	13%	12%	19%	22%	20%	18%	13%	13%	15%	12%	13%	13%	10%
▬ Prior Year	18%	19%	30%	36%	37%	33%	25%	20%	20%	18%	16%	21%	13%
Change from Prior Year	5%	7%	11%	14%	17%	16%	12%	7%	5%	6%	3%	9%	3%

Absorption Rate (By County)

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

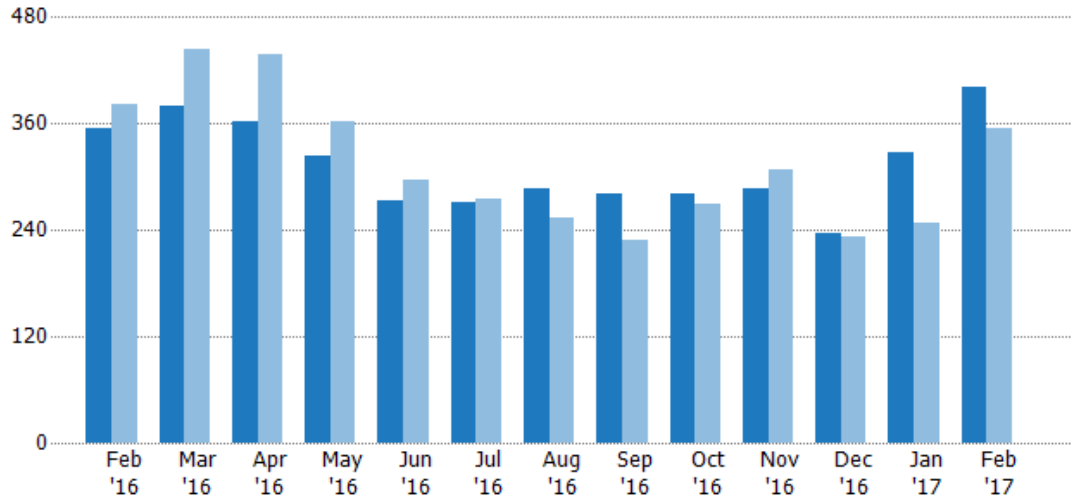Filters Used: County: Collier County, Florida, Lee County, Florida

Collier 8.49 %
Lee 12.36 %
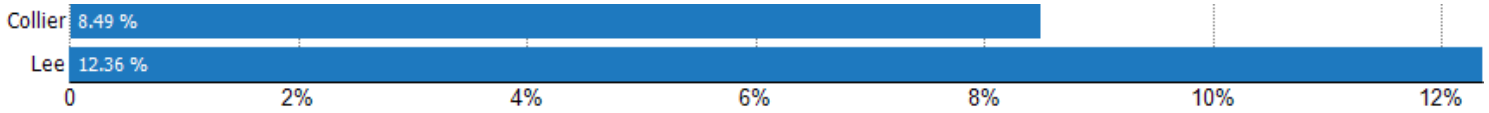
Pending Sales

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.
Feb '17	401	13.3%
Feb '16	354	-7.1%
Feb '15	381	14.4%

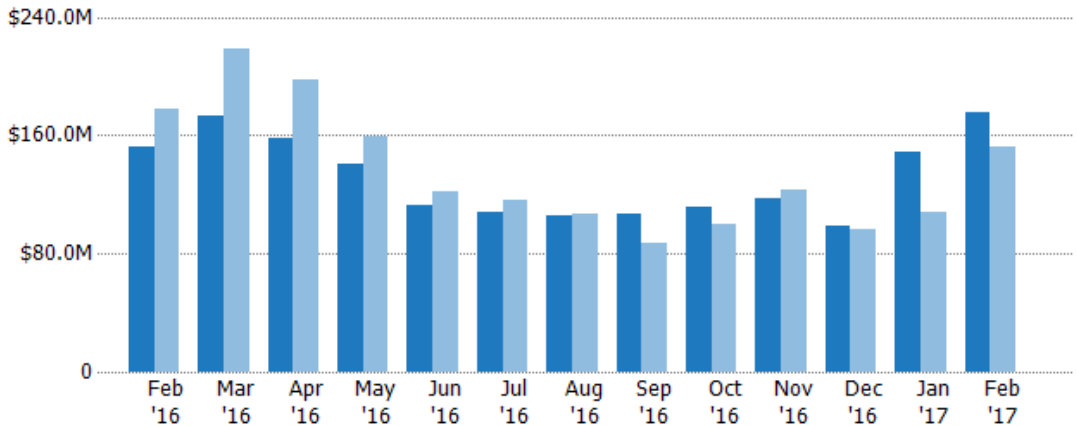| | Feb '16 | Mar '16 | Apr '16 | May '16 | Jun '16 | Jul '16 | Aug '16 | Sep '16 | Oct '16 | Nov '16 | Dec '16 | Jan '17 | Feb '17 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 354 | 379 | 363 | 324 | 273 | 272 | 287 | 280 | 281 | 286 | 236 | 327 | 401 |
| Prior Year | 381 | 443 | 438 | 362 | 297 | 275 | 254 | 228 | 269 | 308 | 232 | 247 | 354 |
| Percent Change from Prior Year | -7% | -14% | -17% | -10% | -8% | -1% | 13% | 23% | 4% | -7% | 2% | 32% | 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.
Feb '17	$176M	15.7%
Feb '16	$152M	-14.4%
Feb '15	$178M	-6.1%

|	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	$152M	$173M	$158M	$140M	$113M	$108M	$106M	$107M	$111M	$118M	$98.9M	$149M	$176M
Prior Year	$178M	$219M	$198M	$159M	$121M	$116M	$106M	$87.4M	$100M	$123M	$96.5M	$107M	$152M
Percent Change from Prior Year	-14%	-21%	-20%	-12%	-7%	-7%	0	22%	11%	-4%	2%	39%	16%

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.
Feb '17	154	28.3%
Feb '16	120	-25%
Feb '15	160	3.8%
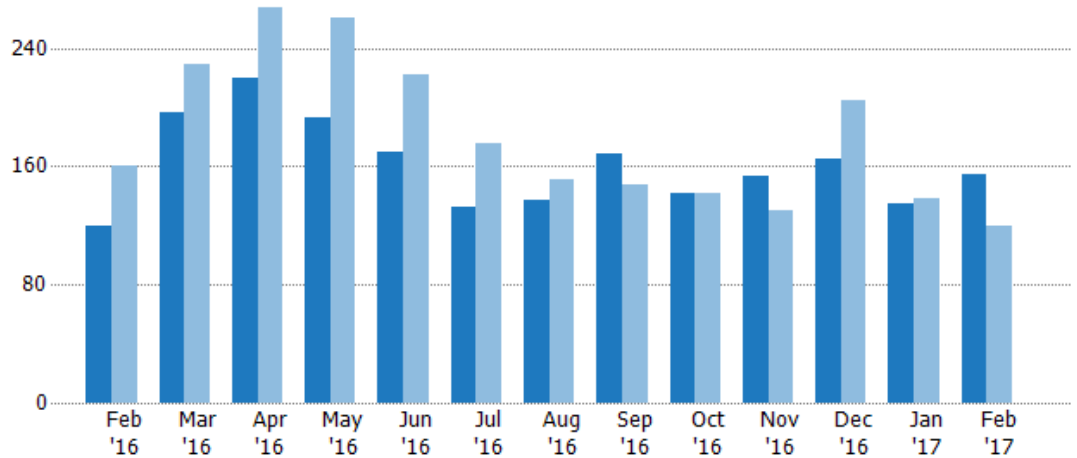
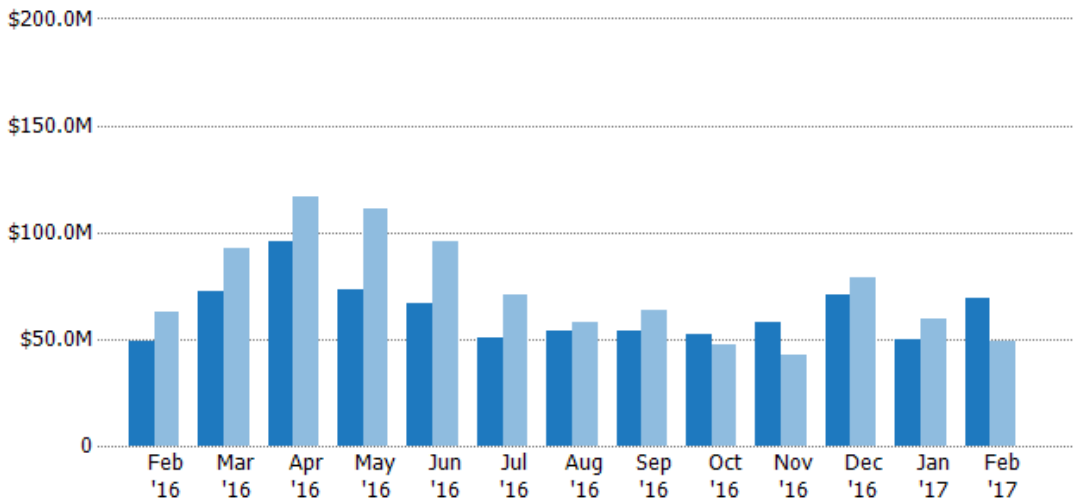|	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	120	196	220	193	170	132	137	169	142	153	165	135	154
Prior Year	160	229	267	261	222	176	151	148	142	130	205	138	120
Percent Change from Prior Year	-25%	-14%	-18%	-26%	-23%	-25%	-9%	14%	0	18%	-20%	-2%	28%

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.
Feb '17	$68.9M	39.6%
Feb '16	$49.3M	-21.3%
Feb '15	$62.7M	-21.2%

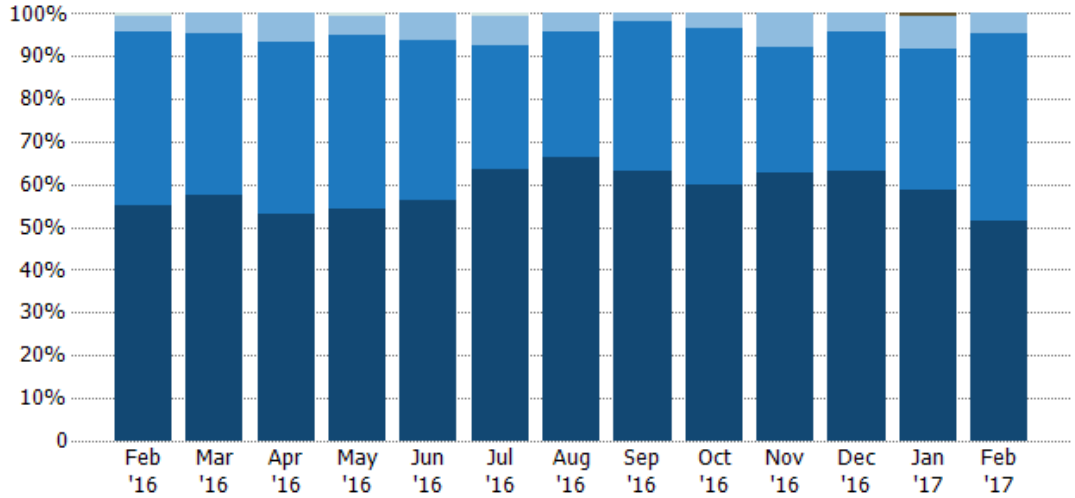|	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Current Year	$49.3M	$72.4M	$95.9M	$73.1M	$67.1M	$50.5M	$54.1M	$53.8M	$52.2M	$57.6M	$71M	$49.5M	$68.9M
Prior Year	$62.7M	$92.4M	$116M	$111M	$95.4M	$70.5M	$57.8M	$63.1M	$47.2M	$42.2M	$79M	$59.4M	$49.3M
Percent Change from Prior Year	-21%	-22%	-18%	-34%	-30%	-28%	-6%	-15%	11%	37%	-10%	-17%	40%

Closed Sales by Property Type

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

Filters Used

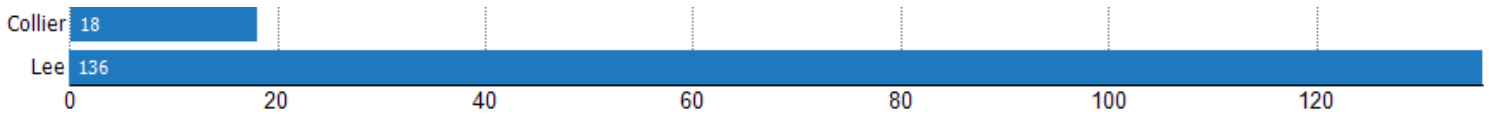County: Collier County, Florida, Lee County, Florida

	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Other	-	-	-	-	-	-	-	-	-	-	-	1%	-
Lot/Land	1%	-	-	1%	-	1%	-	-	-	-	-	-	-
Multifamily/Multiplex	3%	5%	7%	5%	6%	7%	4%	2%	4%	8%	4%	7%	5%
Condo/Townhouse	41%	38%	40%	40%	37%	29%	29%	35%	37%	29%	33%	33%	44%
Single Family Residence	55%	58%	53%	54%	56%	64%	66%	63%	60%	63%	63%	59%	51%

Closed Sales (By County)

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

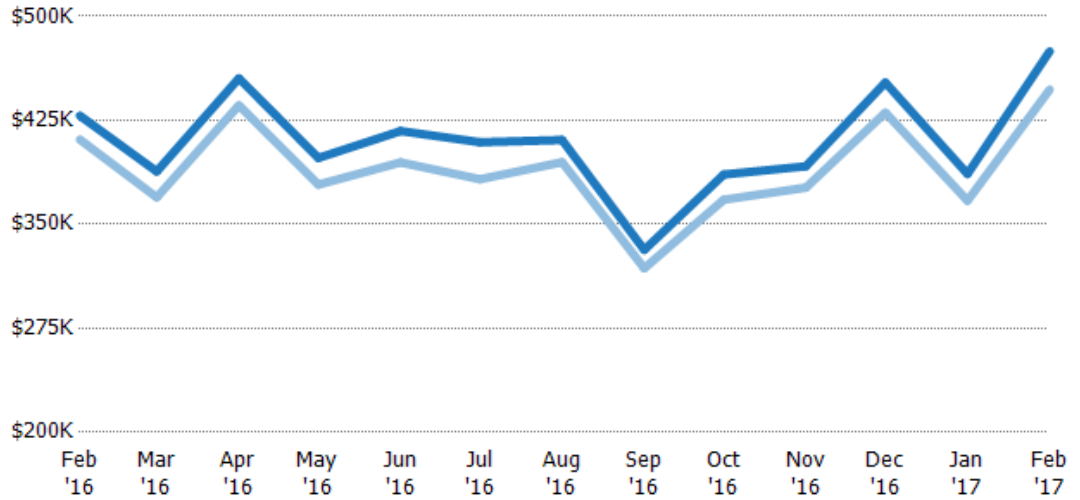Filters Used: County: Collier County, Florida, Lee County, Florida

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

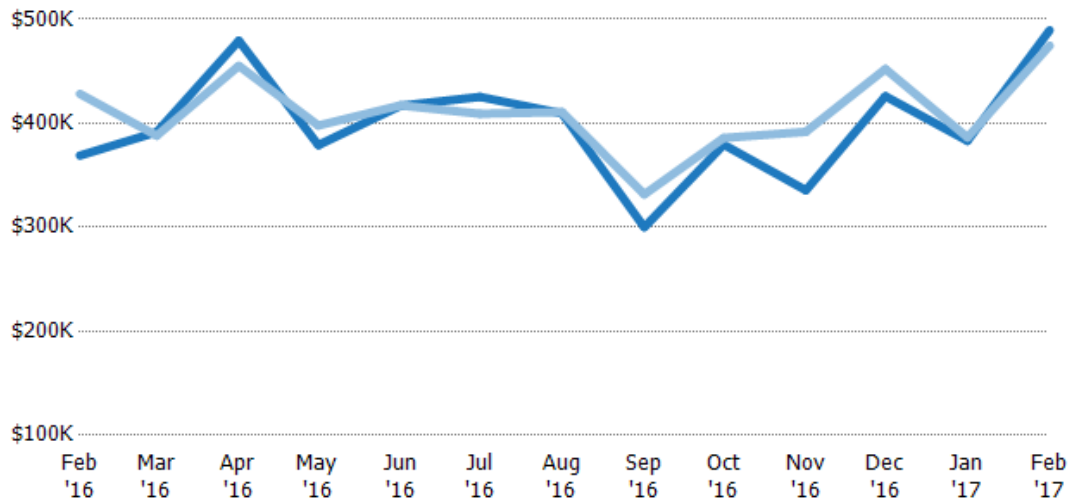County: Collier County, Florida, Lee County, Florida

	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Avg List Price	$428K	$388K	$455K	$398K	$417K	$409K	$411K	$332K	$386K	$392K	$452K	$386K	$475K
Avg Sales Price	$411K	$369K	$436K	$379K	$395K	$382K	$395K	$318K	$368K	$376K	$431K	$367K	$447K
Avg Sales Price as a % of Avg List Price	96%	95%	96%	95%	95%	93%	96%	96%	95%	96%	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

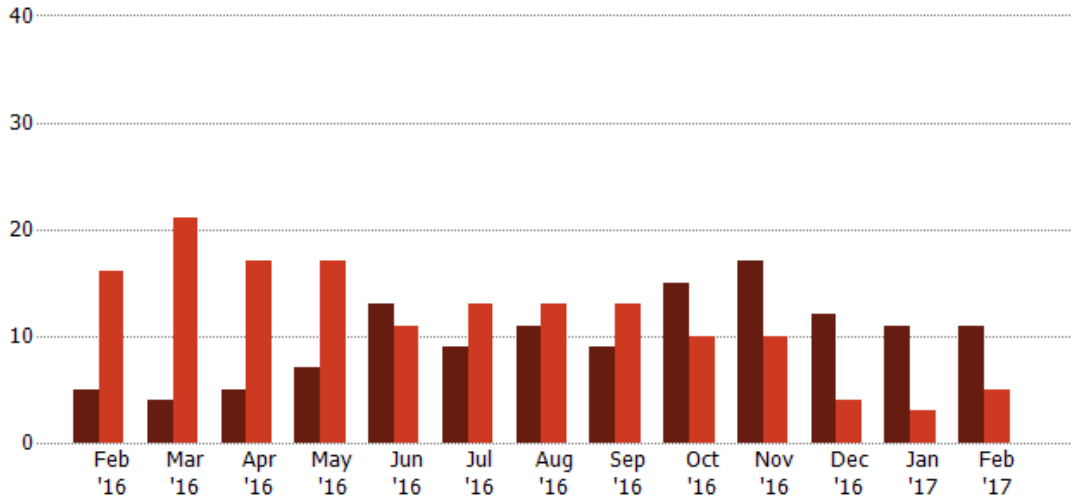|	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
Avg Est Value	$369K	$392K	$479K	$379K	$417K	$425K	$409K	$300K	$379K	$336K	$426K	$383K	$490K
Avg Sales Price	$428K	$388K	$455K	$398K	$417K	$409K	$411K	$332K	$386K	$392K	$452K	$386K	$475K
Avg Sales Price as a % of Avg Est Value	116%	99%	95%	105%	100%	96%	100%	111%	102%	117%	106%	101%	97%

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.
Feb '17	11	120%
Feb '16	5	-68.8%
Feb '15	16	137.5%

	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17
■ Current Year	5	4	5	7	13	9	11	9	15	17	12	11	11
■ Prior Year	16	21	17	17	11	13	13	13	10	10	4	3	5
Percent Change from Prior Year	-69%	-81%	-71%	-59%	18%	-31%	-15%	-31%	50%	70%	200%	267%	120%

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

Collier: 2
Lee: 9

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: 03/08/2017

Scheduled: Yes

Report Date Range: From: 2/2016 To: 2/2017

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**

☑ **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 2/2017 data

☐ **Listing Activity by ZIP**

☐ **Listing Activity by Metro Area**

☐ **Sales Activity by ZIP**

☐ **Sales Activity by Metro Area**