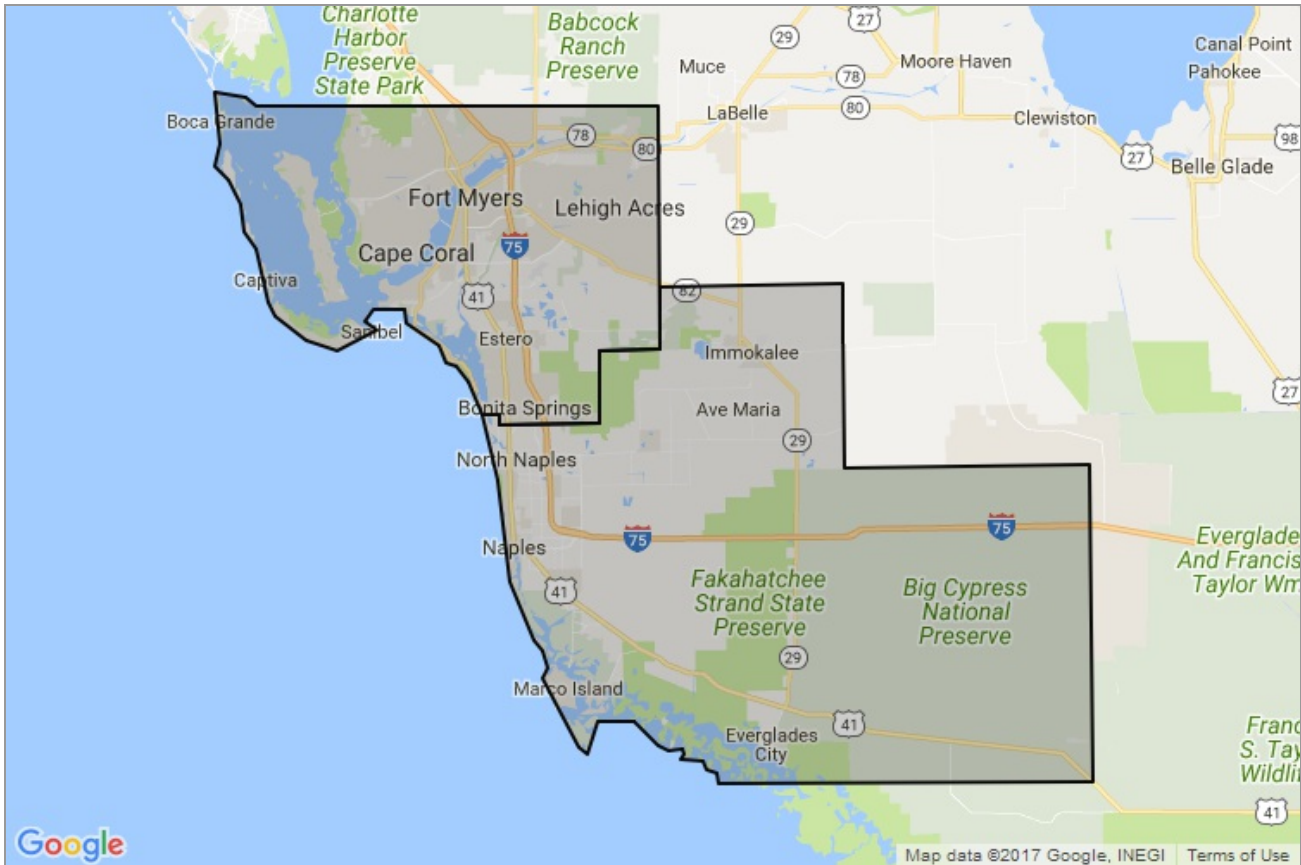# Monthly Market Data Report

Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
8/2016 – 8/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 09/06/2017

Scheduled: Yes

Presented by

Bonita Springs-Estero Association of REALTORS®

Florida Real Estate License: 251501954

(239) 992-6771

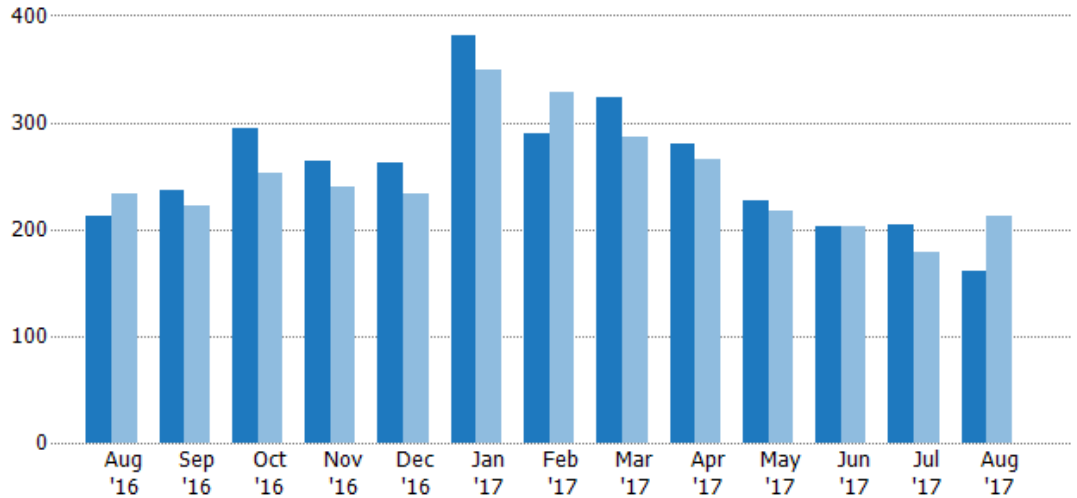http://bearflorida.point2agent.com/

25300 Bernwood 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.
Aug '17	161	-24.1%
Aug '16	212	-9%
Aug '15	233	-16.7%

	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	212	236	295	264	263	382	289	323	280	227	202	204	161
Prior Year	233	222	253	239	234	349	329	286	266	217	202	178	212
Percent Change from Prior Year	-9%	6%	17%	10%	12%	9%	-12%	13%	5%	5%	0%	15%	-24%

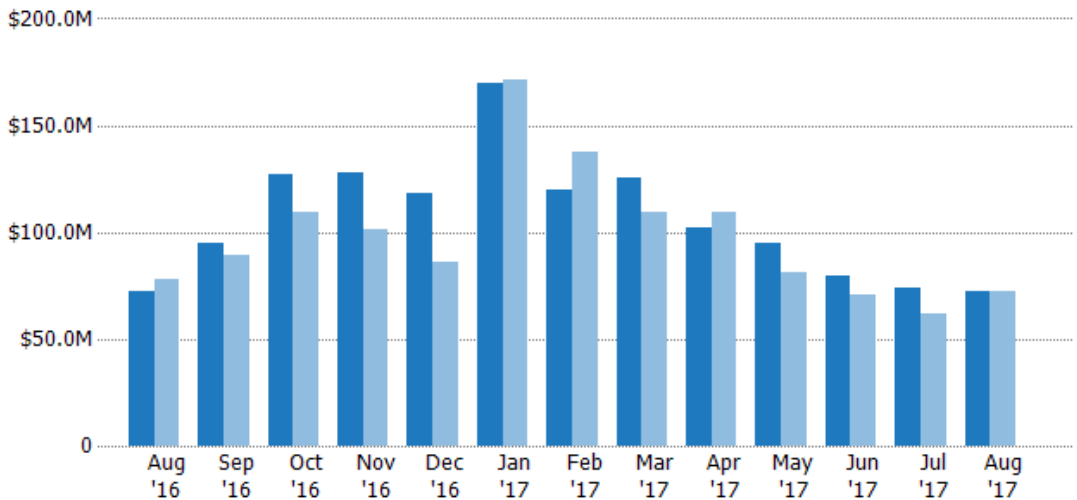# New Listing Volume

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.
Aug '17	$72.2M	-0.6%
Aug '16	$72.7M	-6.4%
Aug '15	$77.6M	-8.9%

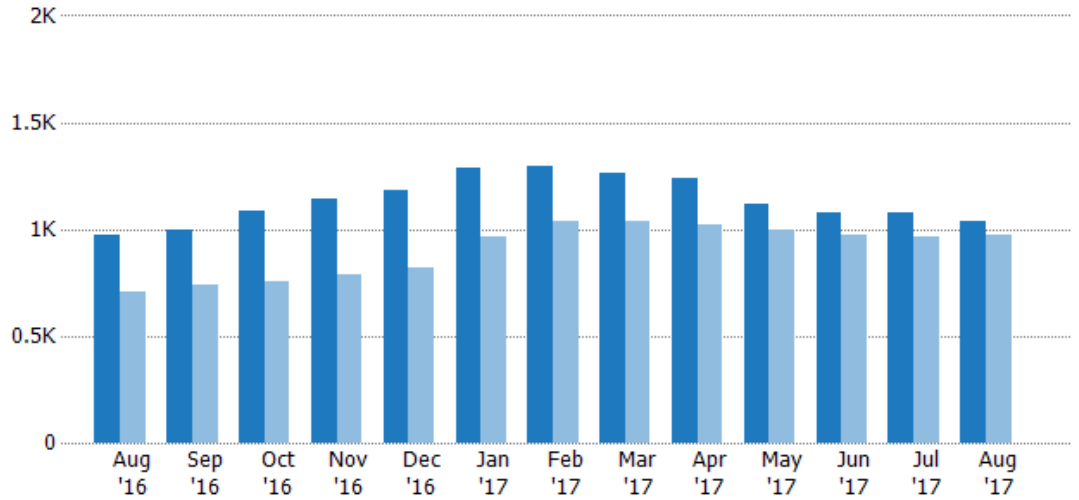|	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	$72.7M	$94.8M	$127M	$128M	$118M	$170M	$120M	$125M	$102M	$94.6M	$79.3M	$74M	$72.2M
Prior Year	$77.6M	$89.5M	$109M	$101M	$85.7M	$172M	$138M	$109M	$109M	$81.3M	$70.4M	$61.8M	$72.7M
Percent Change from Prior Year	-6%	6%	16%	26%	38%	-1%	-13%	15%	-7%	16%	13%	20%	-1%

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.
Aug '17	1.04K	6.4%
Aug '16	974	38.4%
Aug '15	704	19.2%

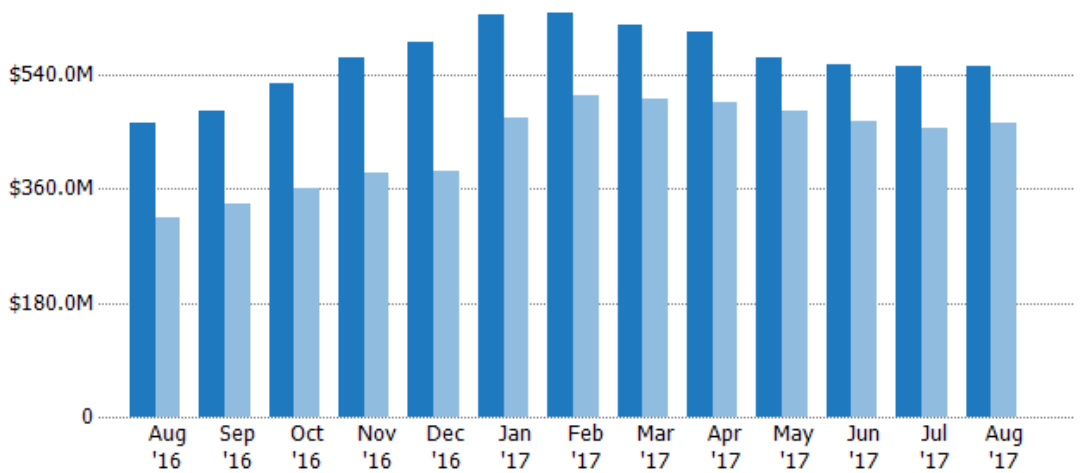|	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	974	996	1.08K	1.14K	1.18K	1.28K	1.29K	1.26K	1.24K	1.12K	1.08K	1.08K	1.04K
Prior Year	704	742	756	786	816	962	1.03K	1.04K	1.02K	993	975	963	974
Percent Change from Prior Year	38%	34%	43%	45%	45%	33%	25%	21%	21%	12%	11%	12%	6%

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.
Aug '17	$554M	19.7%
Aug '16	$462M	47.4%
Aug '15	$314M	18.5%

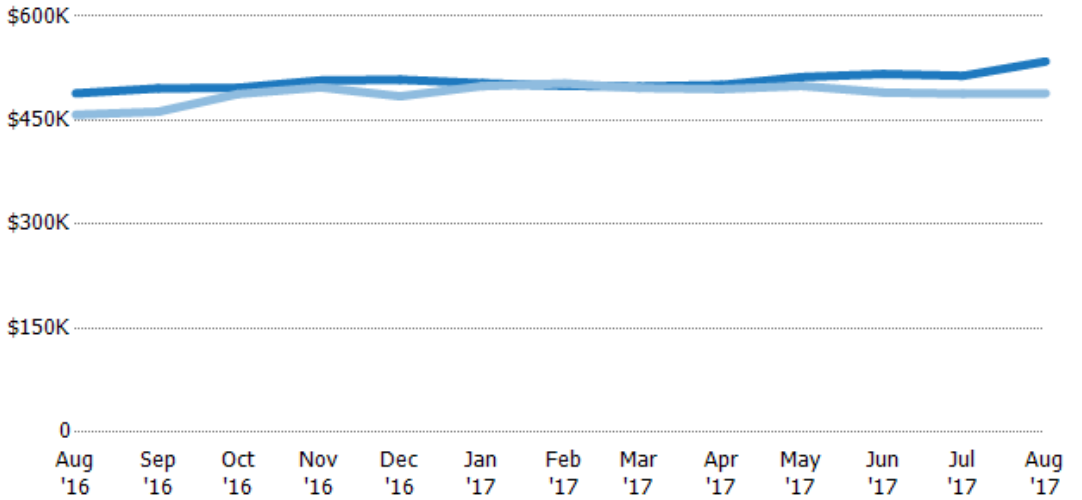|	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	$462M	$482M	$527M	$566M	$591M	$634M	$637M	$619M	$609M	$568M	$556M	$554M	$554M
Prior Year	$314M	$336M	$361M	$385M	$388M	$471M	$507M	$503M	$497M	$484M	$467M	$456M	$462M
Percent Change from Prior Year	47%	44%	46%	47%	52%	35%	26%	23%	22%	17%	19%	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.
Aug '17	$535K	9.4%
Aug '16	$489K	6.8%
Aug '15	$458K	1.7%

	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	$489K	$496K	$497K	$507K	$509K	$503K	$500K	$499K	$501K	$512K	$517K	$514K	$535K
Prior Year	$458K	$462K	$488K	$497K	$485K	$499K	$503K	$497K	$495K	$500K	$490K	$488K	$489K
Percent Change from Prior Year	7%	7%	2%	2%	5%	1%	-1%	0%	1%	3%	5%	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
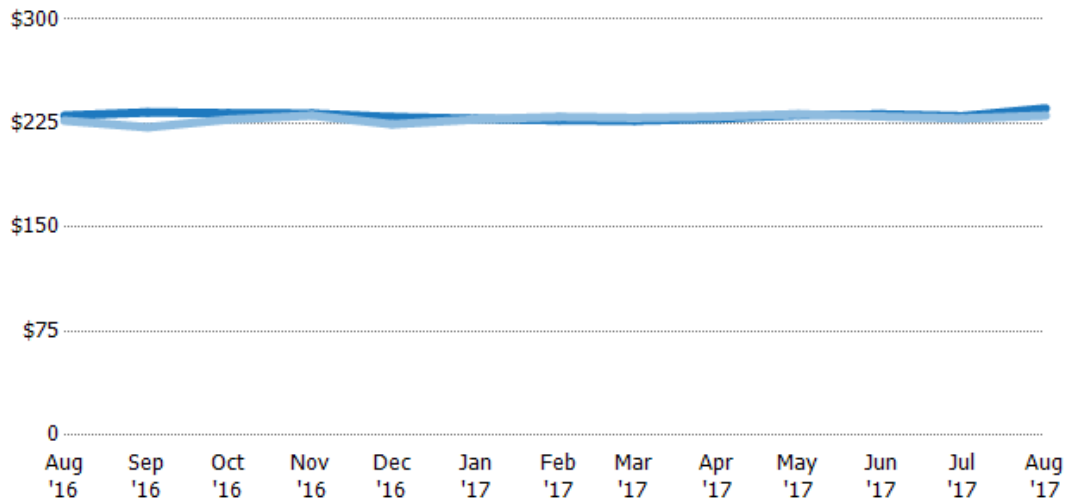
Month/ Year	Price/sq ft	% Chg.
Aug '17	$236	2.3%
Aug '16	$231	1.6%
Aug '15	$227	2.1%

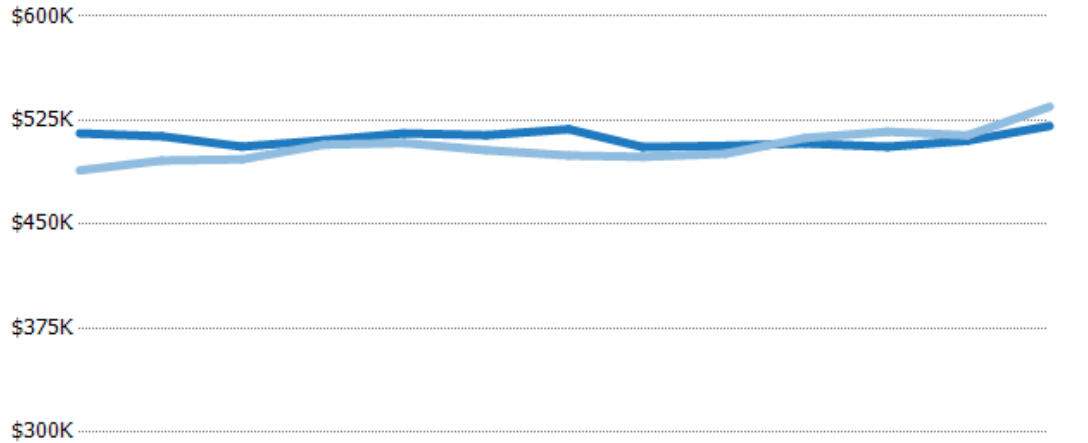|	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	$231	$233	$232	$232	$229	$228	$227	$227	$228	$231	$231	$230	$236
Prior Year	$227	$222	$228	$231	$224	$228	$230	$229	$230	$232	$230	$228	$231
Percent Change from Prior Year	2%	5%	2%	1%	2%	0%	-1%	-1%	-1%	0%	1%	1%	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

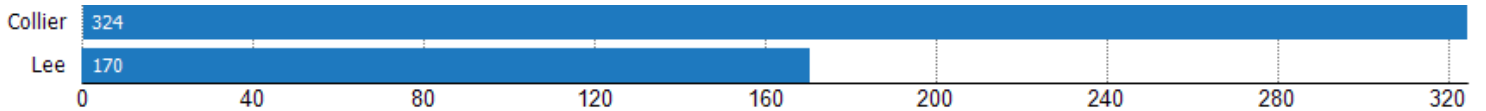County: Collier County, Florida, Lee County, Florida

	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Avg Est Value	$516K	$513K	$506K	$511K	$516K	$514K	$519K	$506K	$507K	$508K	$506K	$510K	$521K
Avg Listing Price	$489K	$496K	$497K	$507K	$509K	$503K	$500K	$499K	$501K	$512K	$517K	$514K	$535K
Avg Listing Price as a % of Avg Est Value	95%	97%	98%	99%	99%	98%	96%	99%	99%	101%	102%	101%	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.

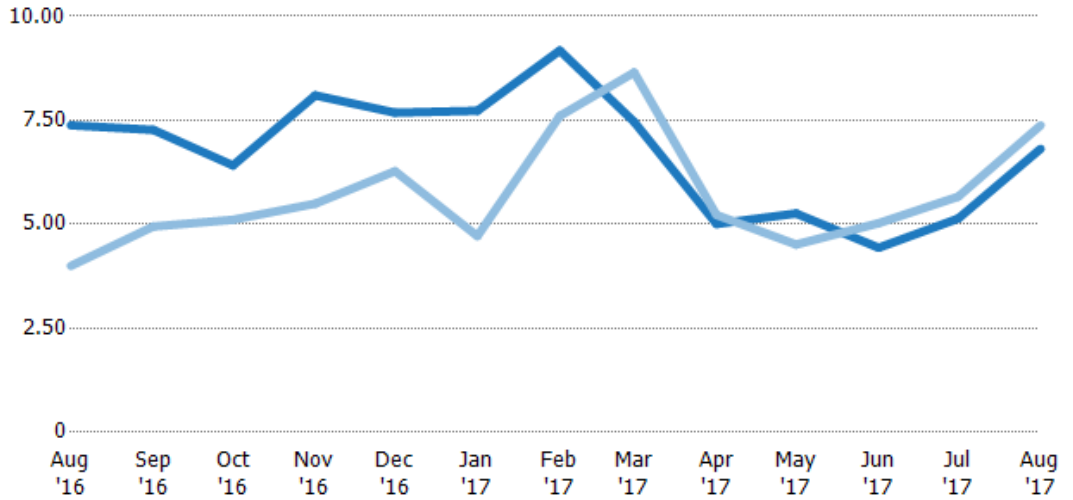Filters Used: County: Collier County, Florida, Lee County, Florida

County	Days
Collier	324
Lee	170

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.
Aug '17	6.82	-7.6%
Aug '16	7.38	84.5%
Aug '15	4	29.5%

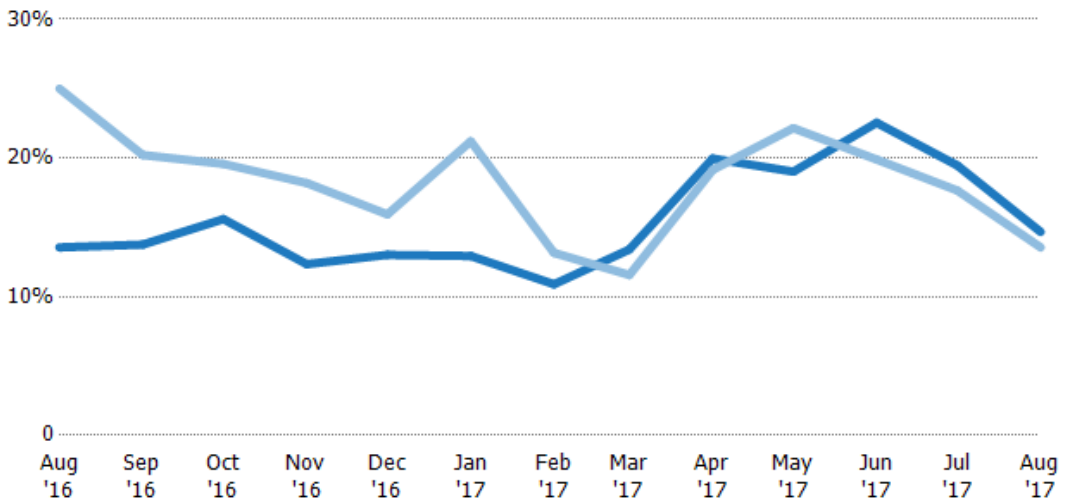| | Aug '16 | Sep '16 | Oct '16 | Nov '16 | Dec '16 | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 7.38 | 7.27 | 6.41 | 8.1 | 7.68 | 7.73 | 9.18 | 7.46 | 5.01 | 5.26 | 4.44 | 5.14 | 6.82 |
| Prior Year | 4 | 4.95 | 5.11 | 5.5 | 6.28 | 4.72 | 7.6 | 8.65 | 5.22 | 4.51 | 5.03 | 5.66 | 7.38 |
| Percent Change from Prior Year | 84% | 47% | 26% | 47% | 22% | 64% | 21% | -14% | -4% | 17% | -12% | -9% | -8% |

Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Aug '17	15%	-1.1%
Aug '16	14%	11.5%
Aug '15	25%	-22.8%

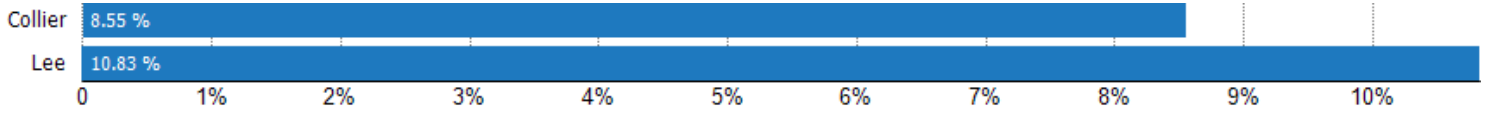| | Aug '16 | Sep '16 | Oct '16 | Nov '16 | Dec '16 | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 14% | 14% | 16% | 12% | 13% | 13% | 11% | 13% | 20% | 19% | 23% | 19% | 15% |
| Prior Year | 25% | 20% | 20% | 18% | 16% | 21% | 13% | 12% | 19% | 22% | 20% | 18% | 14% |
| Change from Prior Year | 11% | 6% | 4% | 6% | 3% | 8% | 2% | -2% | -1% | 3% | -3% | -2% | -1% |

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	8.55 %	
Lee	10.83 %	

0   1%   2%   3%   4%   5%   6%   7%   8%   9%   10%

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.
Aug '17	290	1.8%
Aug '16	285	9.6%
Aug '15	260	-14.2%
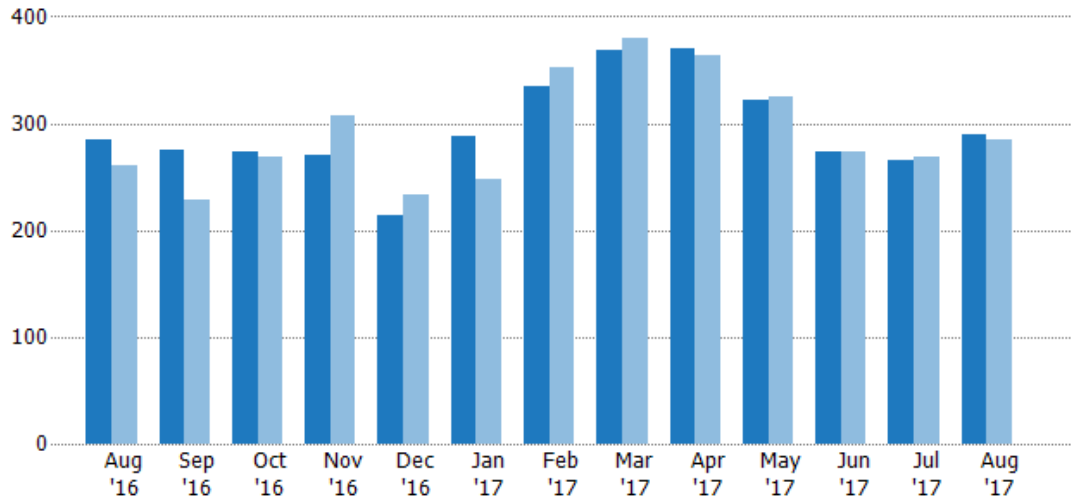
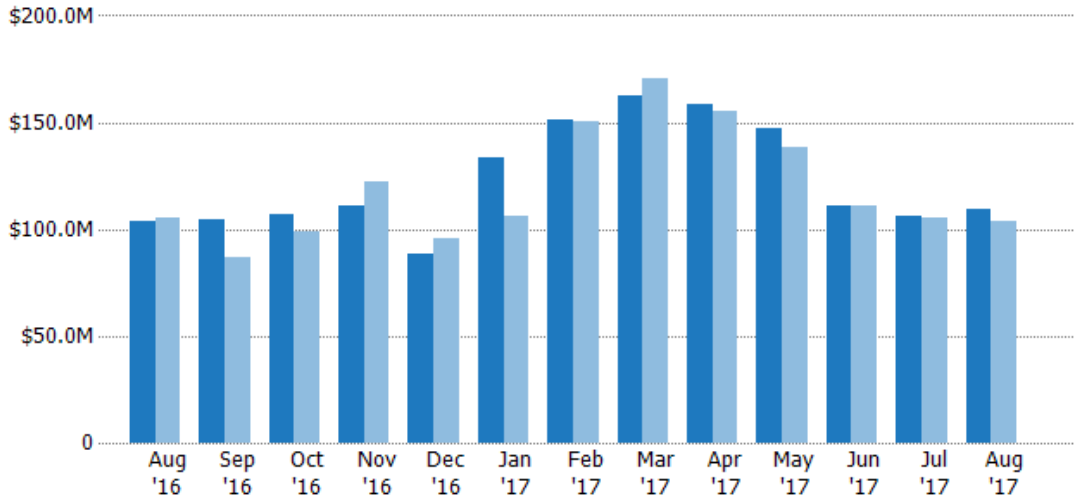|	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	285	275	274	270	214	288	334	368	370	322	273	265	290
Prior Year	260	228	268	307	233	247	352	379	363	325	273	268	285
Percent Change from Prior Year	10%	21%	2%	-12%	-8%	17%	-5%	-3%	2%	-1%	0%	-1%	2%

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.
Aug '17	$109M	5.3%
Aug '16	$103M	-2%
Aug '15	$106M	-22.3%

|	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	$103M	$104M	$107M	$111M	$88.2M	$133M	$151M	$163M	$159M	$147M	$111M	$106M	$109M
Prior Year	$106M	$86.6M	$99.1M	$122M	$95.5M	$106M	$151M	$171M	$155M	$138M	$111M	$106M	$103M
Percent Change from Prior Year	-2%	20%	8%	-9%	-8%	25%	0%	-5%	2%	7%	0%	0%	5%

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.
Aug '17	108	-21.2%
Aug '16	137	-8.7%
Aug '15	150	10%
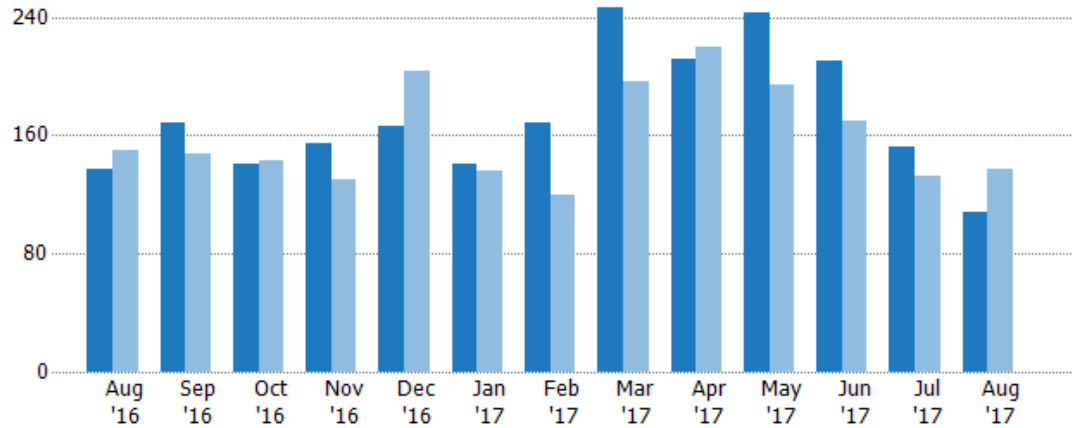
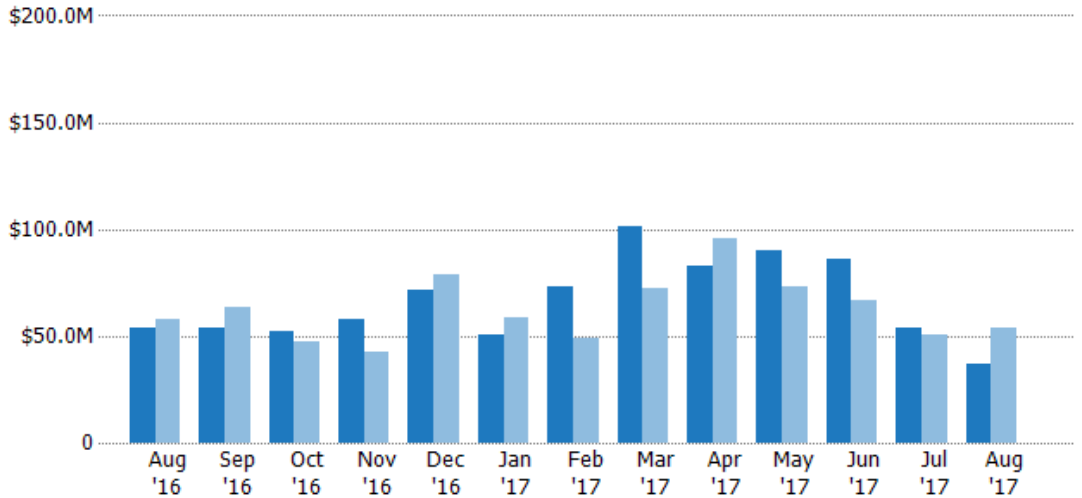|	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	137	169	141	154	166	141	169	247	212	243	210	152	108
Prior Year	150	148	143	130	204	136	120	196	220	194	170	132	137
Percent Change from Prior Year	-9%	14%	-1%	18%	-19%	4%	41%	26%	-4%	25%	24%	15%	-21%

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.
Aug '17	$37M	-31.6%
Aug '16	$54.1M	-6%
Aug '15	$57.5M	10.8%

	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	$54.1M	$53.8M	$52.1M	$57.6M	$71.3M	$50.9M	$73.3M	$101M	$82.4M	$90.4M	$86M	$53.5M	$37M
Prior Year	$57.5M	$63.1M	$47.4M	$42.2M	$78.9M	$59M	$49.3M	$72.4M	$95.9M	$73.1M	$67.1M	$50.5M	$54.1M
Percent Change from Prior Year	-6%	-15%	10%	37%	-10%	-14%	49%	40%	-14%	24%	28%	6%	-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	
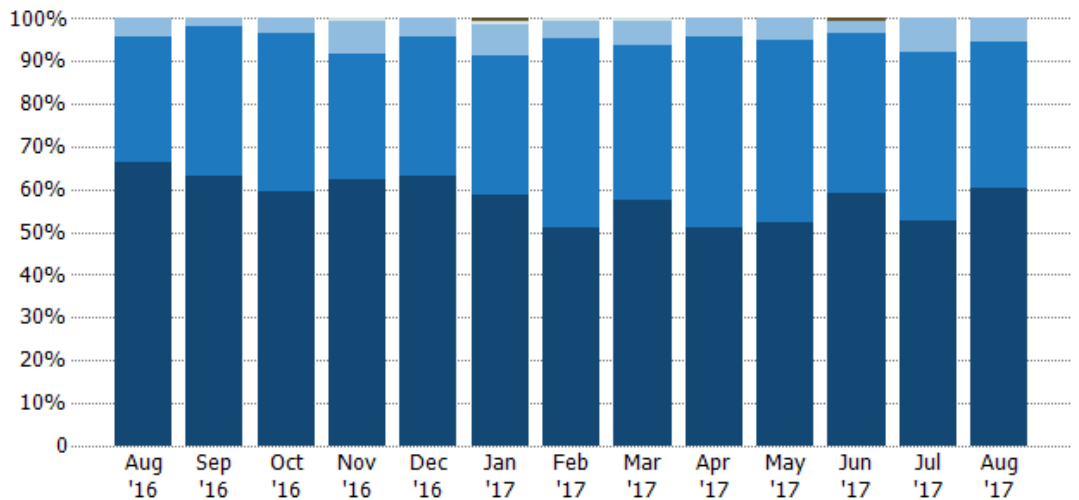
	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Other	-	-	-	-	-	1%	-	-	-	-	0%	-	-
Lot/Land	-	-	-	1%	-	1%	1%	1%	-	-	-	-	-
Multifamily/Multiplex	4%	2%	4%	8%	4%	7%	4%	5%	4%	5%	3%	8%	6%
Condo/Townhouse	29%	35%	37%	29%	33%	33%	44%	36%	45%	43%	38%	39%	34%
Single Family Residence	66%	63%	60%	62%	63%	59%	51%	57%	51%	52%	59%	53%	60%

Closed Sales (By County)

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

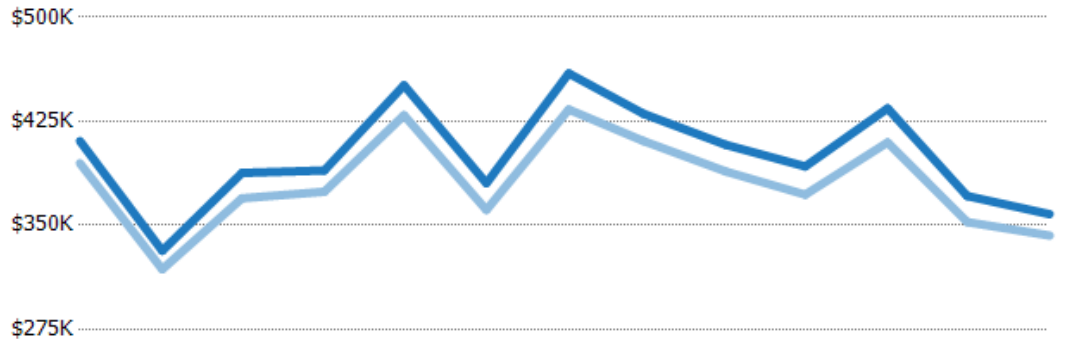Filters Used: County: Collier County, Florida, Lee County, Florida

County	Value
Collier	16
Lee	92

(Bar chart axis: 0, 12, 24, 36, 48, 60, 72, 84)

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

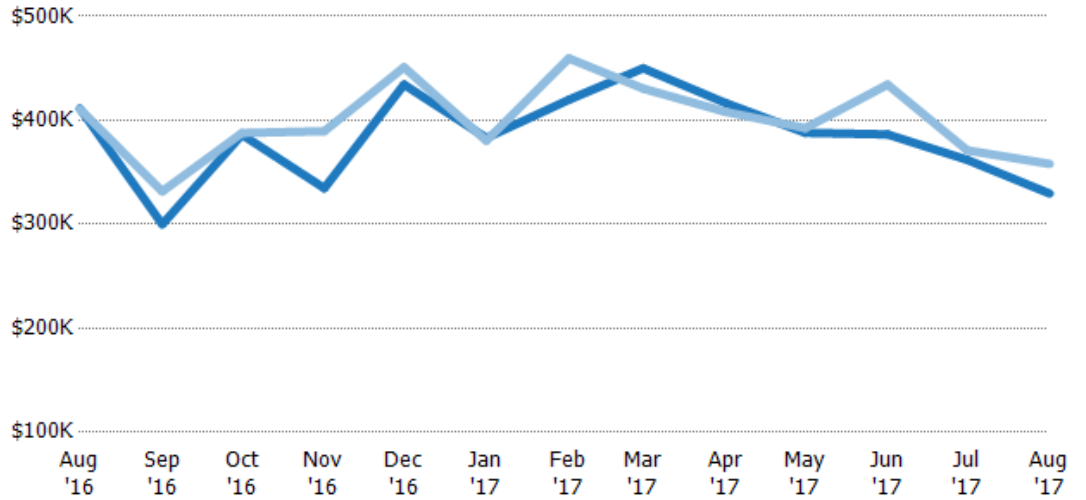|	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Avg List Price	$411K	$332K	$388K	$390K	$451K	$380K	$460K	$431K	$408K	$392K	$434K	$371K	$358K
Avg Sales Price	$395K	$318K	$369K	$374K	$429K	$361K	$434K	$411K	$389K	$372K	$410K	$352K	$343K
Avg Sales Price as a % of Avg List Price	96%	96%	95%	96%	95%	95%	94%	95%	95%	95%	94%	95%	96%

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

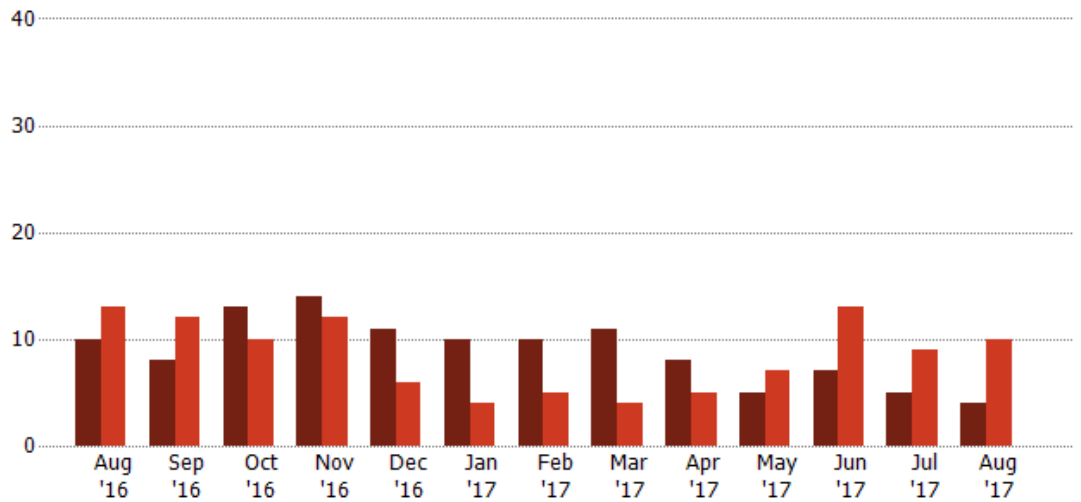|	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Avg Est Value	$411K	$300K	$386K	$335K	$434K	$383K	$420K	$450K	$417K	$388K	$386K	$362K	$330K
Avg Sales Price	$411K	$332K	$388K	$390K	$451K	$380K	$460K	$431K	$408K	$392K	$434K	$371K	$358K
Avg Sales Price as a % of Avg Est Value	100%	111%	100%	116%	104%	99%	110%	96%	98%	101%	112%	103%	109%

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.
Aug '17	4	-60%
Aug '16	10	-23.1%
Aug '15	13	176.9%

|	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17
Current Year	10	8	13	14	11	10	10	11	8	5	7	5	4
Prior Year	13	12	10	12	6	4	5	4	5	7	13	9	10
Percent Change from Prior Year	-23%	-33%	30%	17%	83%	150%	100%	175%	60%	-29%	-46%	-44%	-60%

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	4

| 0 | 0.50 | 1.00 | 1.50 | 2.00 | 2.50 | 3.00 | 3.50 | 4.00 |
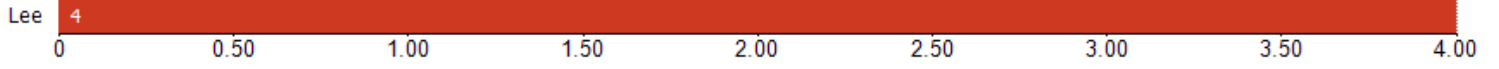
Appendix

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: 09/06/2017

Scheduled: Yes

Report Date Range: From: 8/2016 To: 8/2017

Information Included

☑ Include Cover Sheet

☐ Include Key Metric Summary   ☑ Include Appendix   ☐ Medians

☑ Include Metrics By: County

☑ Averages

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 8/2017 data

☐ **Listing Activity by ZIP**

☐ **Listing Activity by Metro Area**

☐ **Sales Activity by ZIP**

☐ **Sales Activity by Metro Area**