

Monthly Market Detail - June 2022

Townhouses and Condos

Lee County



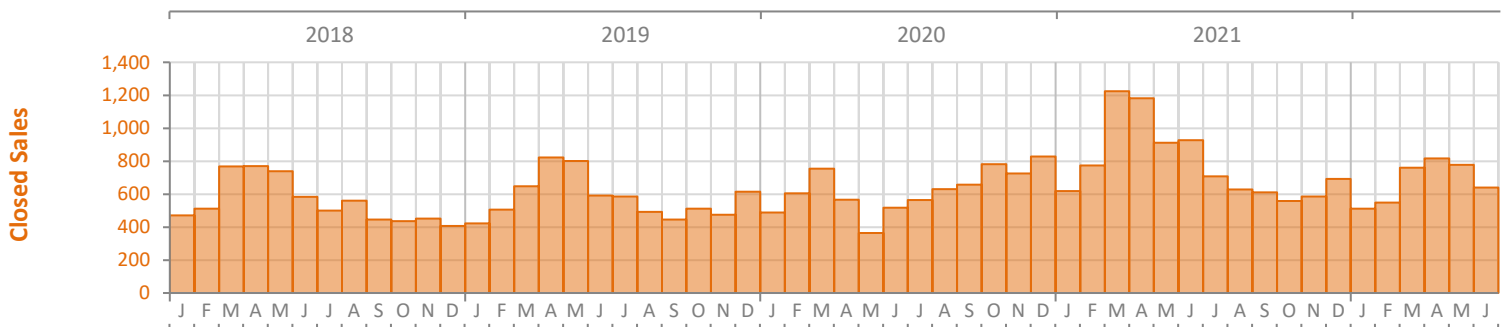
Summary Statistics	June 2022	June 2021	Percent Change Year-over-Year
Closed Sales	640	928	-31.0%
Paid in Cash	376	510	-26.3%
Median Sale Price	\$351,050	\$255,000	37.7%
Average Sale Price	\$474,821	\$339,648	39.8%
Dollar Volume	\$303.9 Million	\$315.2 Million	-3.6%
Median Percent of Original List Price Received	100.0%	100.0%	0.0%
Median Time to Contract	12 Days	14 Days	-14.3%
Median Time to Sale	50 Days	55 Days	-9.1%
New Pending Sales	511	776	-34.1%
New Listings	702	707	-0.7%
Pending Inventory	831	1,000	-16.9%
Inventory (Active Listings)	989	574	72.3%
Months Supply of Inventory	1.5	0.7	114.3%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	4,057	-28.0%
June 2022	640	-31.0%
May 2022	778	-14.6%
April 2022	817	-30.8%
March 2022	761	-37.9%
February 2022	549	-29.1%
January 2022	512	-17.2%
December 2021	693	-16.4%
November 2021	585	-19.4%
October 2021	558	-28.6%
September 2021	611	-7.0%
August 2021	629	-0.3%
July 2021	708	25.5%
June 2021	928	79.5%

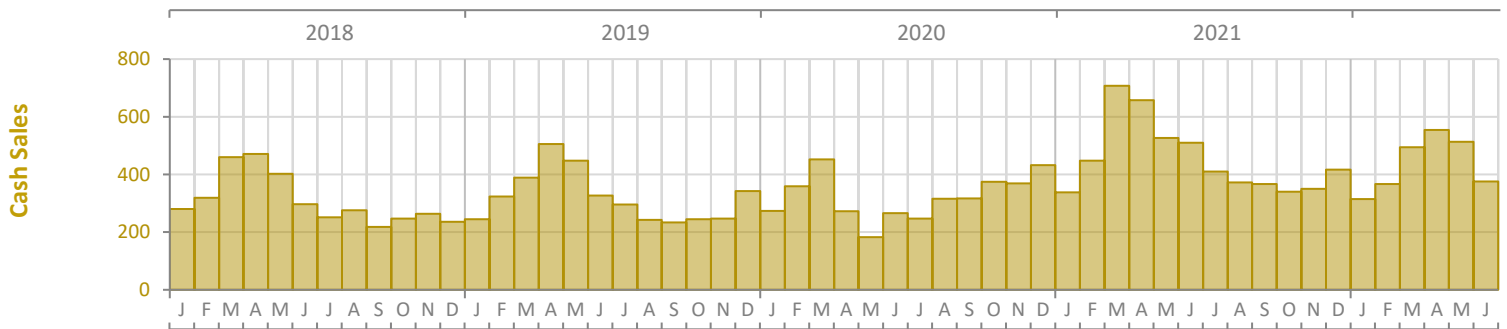


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	2,619	-17.8%
June 2022	376	-26.3%
May 2022	513	-2.7%
April 2022	554	-15.8%
March 2022	494	-30.1%
February 2022	367	-18.1%
January 2022	315	-6.8%
December 2021	417	-3.5%
November 2021	350	-5.1%
October 2021	340	-9.3%
September 2021	367	15.8%
August 2021	372	17.7%
July 2021	410	66.0%
June 2021	510	91.7%

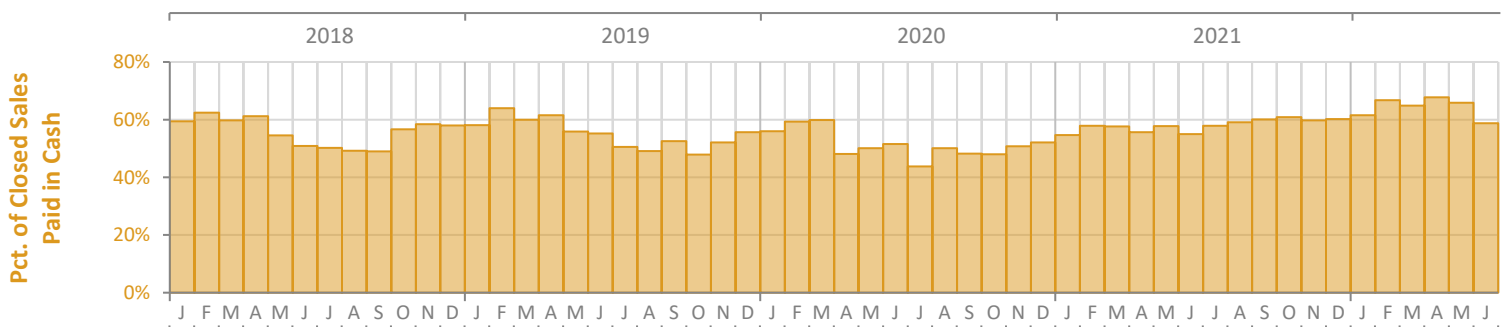


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	64.6%	14.1%
June 2022	58.8%	6.9%
May 2022	65.9%	14.0%
April 2022	67.8%	21.7%
March 2022	64.9%	12.5%
February 2022	66.8%	15.4%
January 2022	61.5%	12.4%
December 2021	60.2%	15.5%
November 2021	59.8%	17.7%
October 2021	60.9%	26.9%
September 2021	60.1%	24.7%
August 2021	59.1%	18.0%
July 2021	57.9%	32.2%
June 2021	55.0%	6.8%

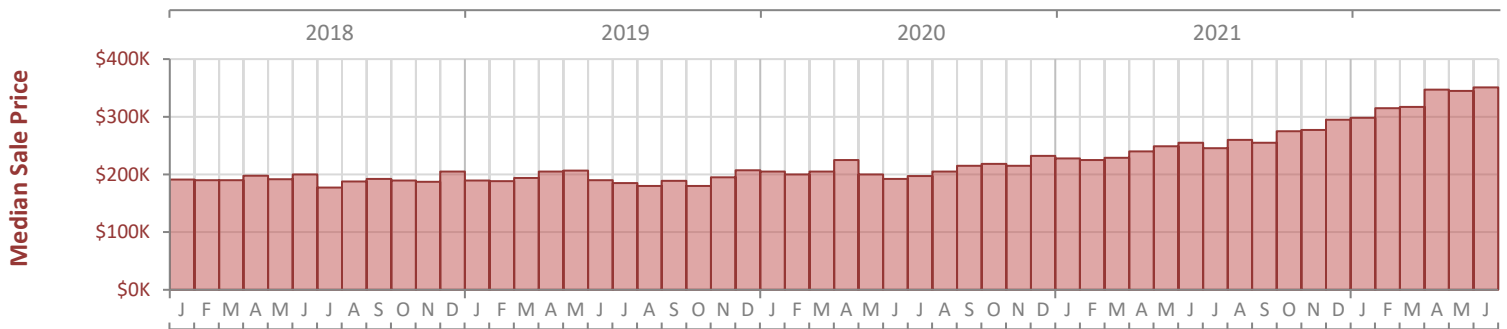


Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$329,900	38.3%
June 2022	\$351,050	37.7%
May 2022	\$345,000	38.6%
April 2022	\$346,900	44.6%
March 2022	\$317,000	38.4%
February 2022	\$315,000	40.0%
January 2022	\$298,250	30.8%
December 2021	\$295,000	27.2%
November 2021	\$277,000	28.8%
October 2021	\$275,050	25.9%
September 2021	\$255,000	18.6%
August 2021	\$260,000	26.8%
July 2021	\$245,501	24.6%
June 2021	\$255,000	32.8%

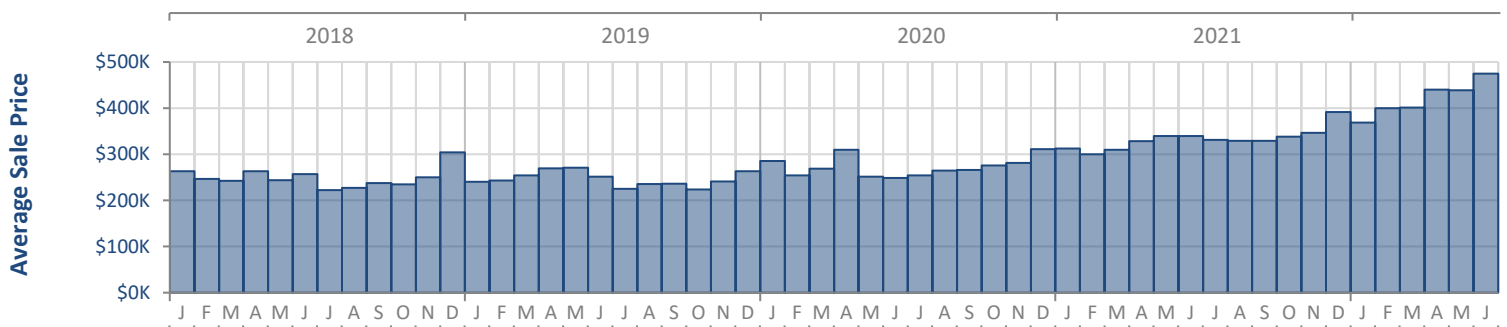


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$423,463	31.3%
June 2022	\$474,821	39.8%
May 2022	\$438,529	29.0%
April 2022	\$440,162	34.0%
March 2022	\$400,945	29.5%
February 2022	\$399,893	33.2%
January 2022	\$368,470	17.8%
December 2021	\$391,253	25.9%
November 2021	\$346,567	23.2%
October 2021	\$337,968	22.7%
September 2021	\$329,163	23.8%
August 2021	\$328,936	24.4%
July 2021	\$331,205	30.3%
June 2021	\$339,648	36.7%



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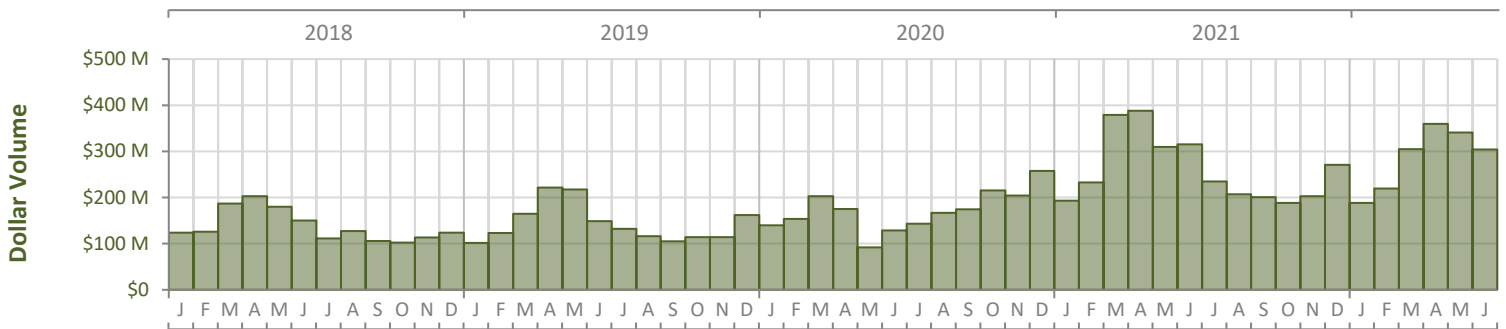


Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$1.7 Billion	-5.5%
June 2022	\$303.9 Million	-3.6%
May 2022	\$341.2 Million	10.2%
April 2022	\$359.6 Million	-7.3%
March 2022	\$305.1 Million	-19.6%
February 2022	\$219.5 Million	-5.5%
January 2022	\$188.7 Million	-2.4%
December 2021	\$271.1 Million	5.2%
November 2021	\$202.7 Million	-0.7%
October 2021	\$188.6 Million	-12.4%
September 2021	\$201.1 Million	15.2%
August 2021	\$206.9 Million	24.0%
July 2021	\$234.5 Million	63.6%
June 2021	\$315.2 Million	145.4%

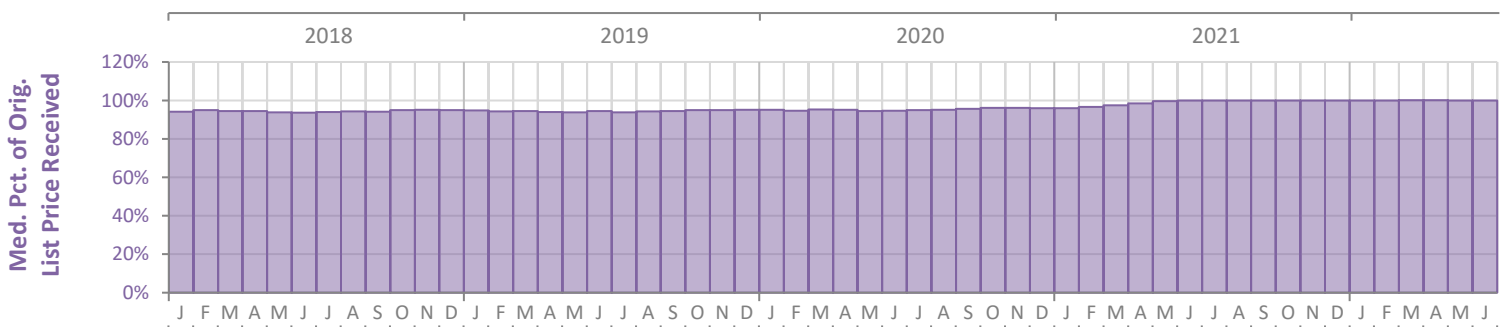


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	100.0%	2.4%
June 2022	100.0%	0.0%
May 2022	100.0%	0.4%
April 2022	100.2%	1.8%
March 2022	100.1%	2.8%
February 2022	100.0%	3.5%
January 2022	100.0%	4.2%
December 2021	100.0%	4.2%
November 2021	100.0%	4.1%
October 2021	100.0%	4.1%
September 2021	100.0%	4.5%
August 2021	100.0%	5.0%
July 2021	100.0%	5.3%
June 2021	100.0%	5.6%

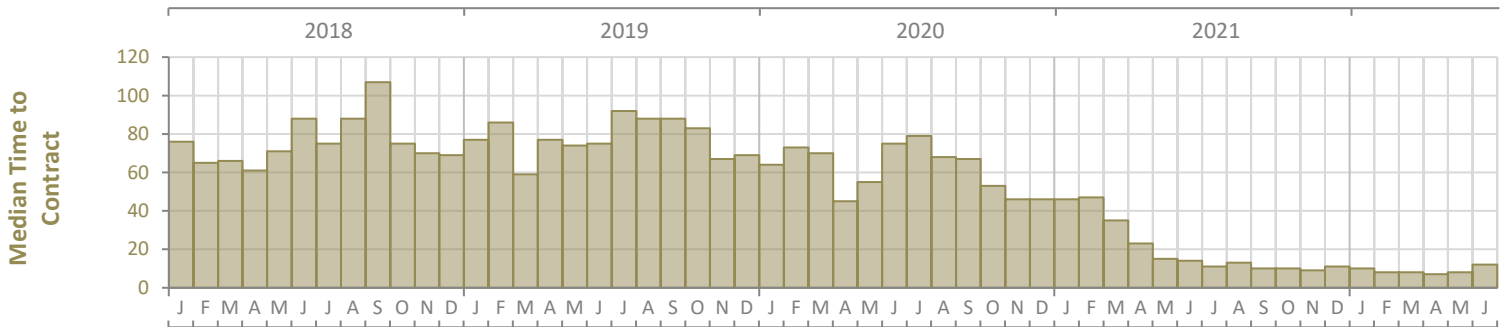


Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	9 Days	-66.7%
June 2022	12 Days	-14.3%
May 2022	8 Days	-46.7%
April 2022	7 Days	-69.6%
March 2022	8 Days	-77.1%
February 2022	8 Days	-83.0%
January 2022	10 Days	-78.3%
December 2021	11 Days	-76.1%
November 2021	9 Days	-80.4%
October 2021	10 Days	-81.1%
September 2021	10 Days	-85.1%
August 2021	13 Days	-80.9%
July 2021	11 Days	-86.1%
June 2021	14 Days	-81.3%

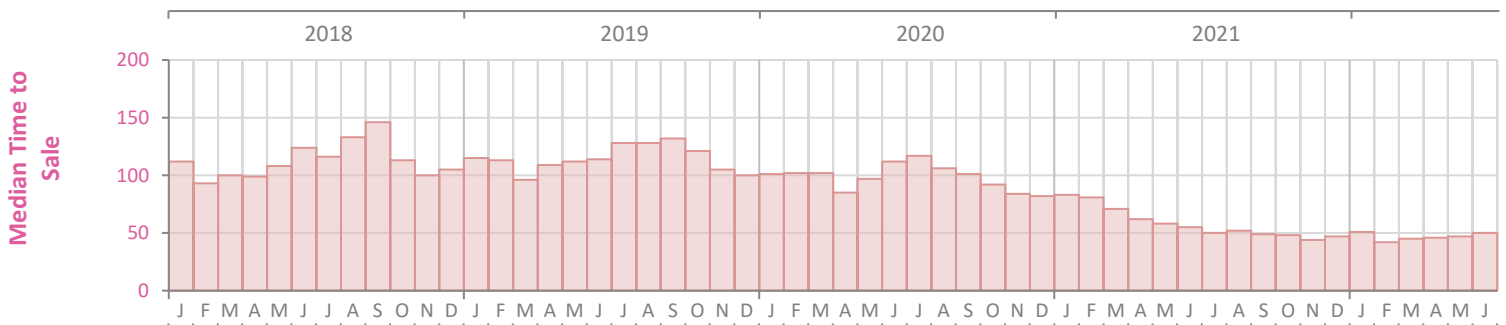


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	47 Days	-27.7%
June 2022	50 Days	-9.1%
May 2022	47 Days	-19.0%
April 2022	46 Days	-25.8%
March 2022	45 Days	-36.6%
February 2022	42 Days	-48.1%
January 2022	51 Days	-38.6%
December 2021	47 Days	-42.7%
November 2021	44 Days	-47.6%
October 2021	48 Days	-47.8%
September 2021	49 Days	-51.5%
August 2021	52 Days	-50.9%
July 2021	50 Days	-57.3%
June 2021	55 Days	-50.9%

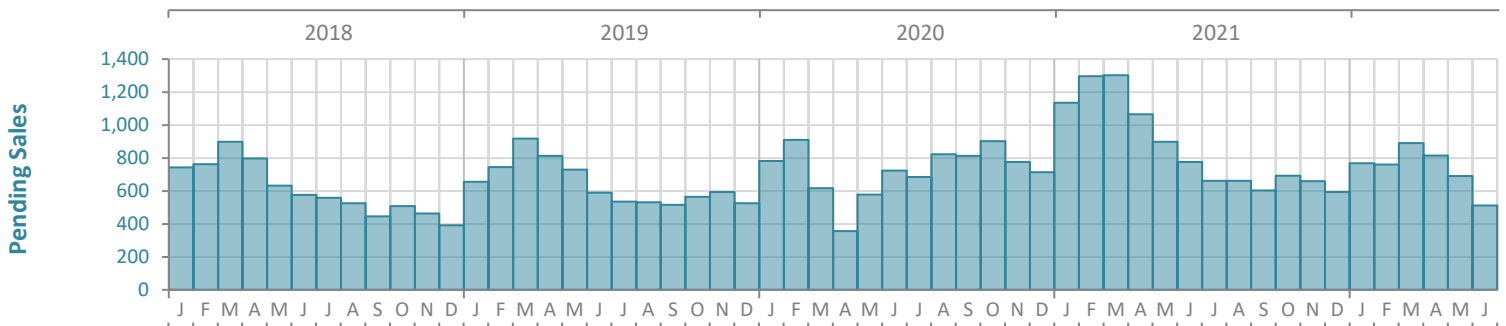


New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	4,437	-31.5%
June 2022	511	-34.1%
May 2022	691	-23.1%
April 2022	815	-23.5%
March 2022	890	-31.7%
February 2022	761	-41.3%
January 2022	769	-32.2%
December 2021	594	-16.8%
November 2021	660	-14.8%
October 2021	692	-23.4%
September 2021	603	-25.8%
August 2021	661	-19.6%
July 2021	661	-3.4%
June 2021	776	7.2%

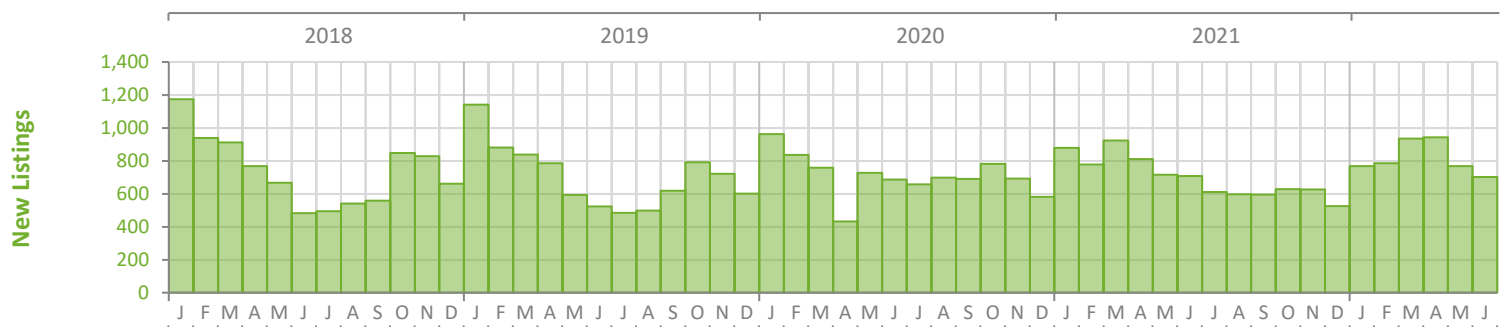


New Listings

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	4,904	1.9%
June 2022	702	-0.7%
May 2022	769	7.4%
April 2022	943	16.3%
March 2022	936	1.3%
February 2022	785	0.9%
January 2022	769	-12.4%
December 2021	525	-9.8%
November 2021	626	-9.5%
October 2021	628	-19.7%
September 2021	596	-13.7%
August 2021	598	-14.3%
July 2021	610	-7.3%
June 2021	707	3.1%



Monthly Market Detail - June 2022

Townhouses and Condos

Lee County



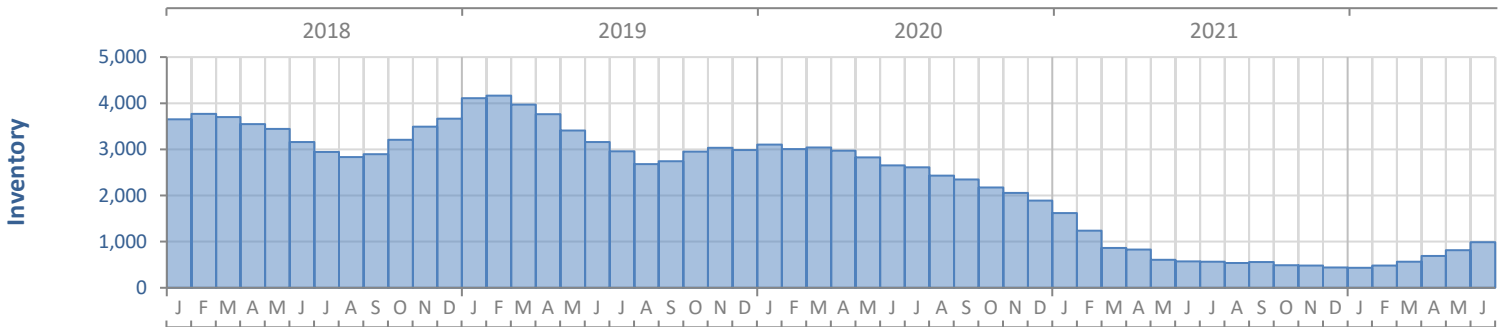
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Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	662	-30.7%
June 2022	989	72.3%
May 2022	812	33.8%
April 2022	690	-16.8%
March 2022	563	-34.6%
February 2022	483	-61.1%
January 2022	436	-73.1%
December 2021	440	-76.7%
November 2021	481	-76.6%
October 2021	490	-77.5%
September 2021	558	-76.2%
August 2021	535	-78.0%
July 2021	564	-78.4%
June 2021	574	-78.4%

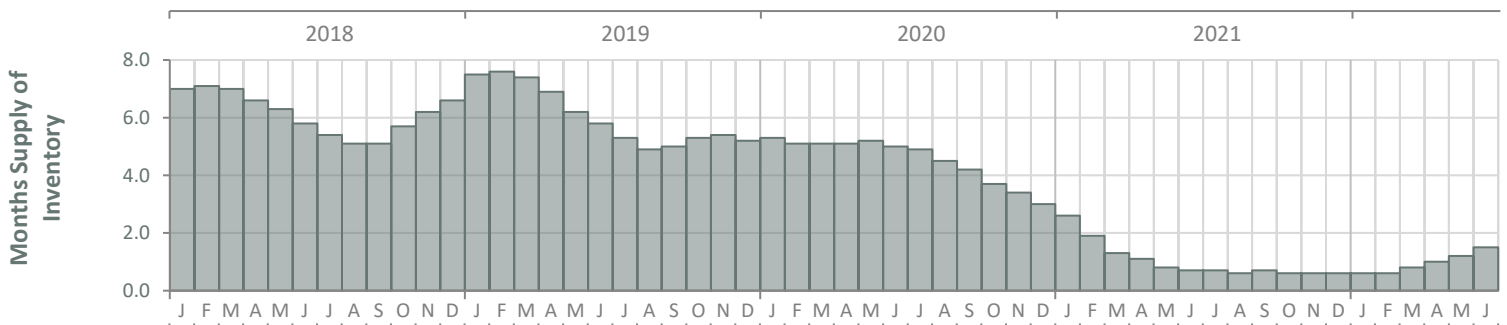


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	1.0	-28.6%
June 2022	1.5	114.3%
May 2022	1.2	50.0%
April 2022	1.0	-9.1%
March 2022	0.8	-38.5%
February 2022	0.6	-68.4%
January 2022	0.6	-76.9%
December 2021	0.6	-80.0%
November 2021	0.6	-82.4%
October 2021	0.6	-83.8%
September 2021	0.7	-83.3%
August 2021	0.6	-86.7%
July 2021	0.7	-85.7%
June 2021	0.7	-86.0%



Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	3	-92.5%
\$100,000 - \$149,999	29	-73.4%
\$150,000 - \$199,999	45	-69.6%
\$200,000 - \$249,999	73	-47.9%
\$250,000 - \$299,999	78	-45.1%
\$300,000 - \$399,999	168	12.8%
\$400,000 - \$599,999	118	24.2%
\$600,000 - \$999,999	86	24.6%
\$1,000,000 or more	40	14.3%

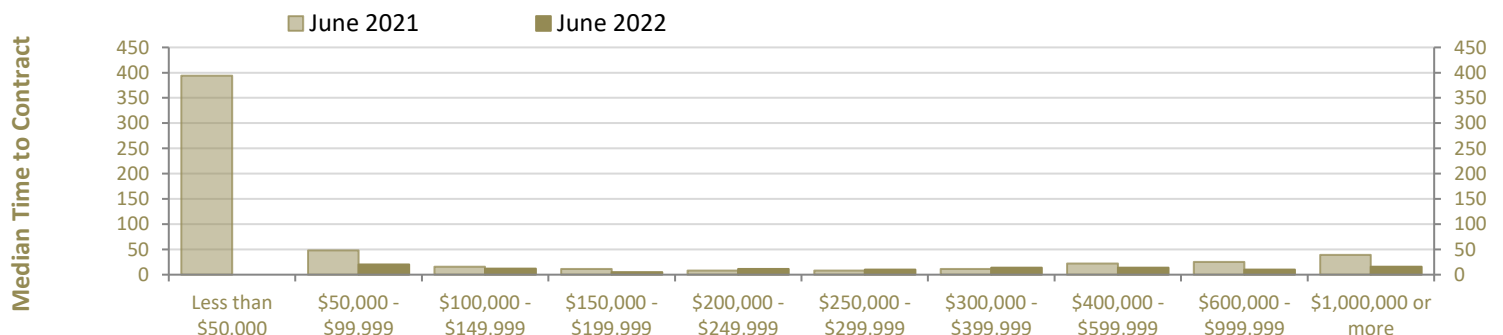


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	20 Days	-58.3%
\$100,000 - \$149,999	12 Days	-25.0%
\$150,000 - \$199,999	5 Days	-54.5%
\$200,000 - \$249,999	11 Days	37.5%
\$250,000 - \$299,999	10 Days	25.0%
\$300,000 - \$399,999	14 Days	27.3%
\$400,000 - \$599,999	14 Days	-36.4%
\$600,000 - \$999,999	10 Days	-60.0%
\$1,000,000 or more	16 Days	-59.0%



New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	0.0%
\$50,000 - \$99,999	3	-82.4%
\$100,000 - \$149,999	21	-73.4%
\$150,000 - \$199,999	58	-57.4%
\$200,000 - \$249,999	91	-23.5%
\$250,000 - \$299,999	97	-7.6%
\$300,000 - \$399,999	173	38.4%
\$400,000 - \$599,999	151	118.8%
\$600,000 - \$999,999	58	93.3%
\$1,000,000 or more	49	88.5%

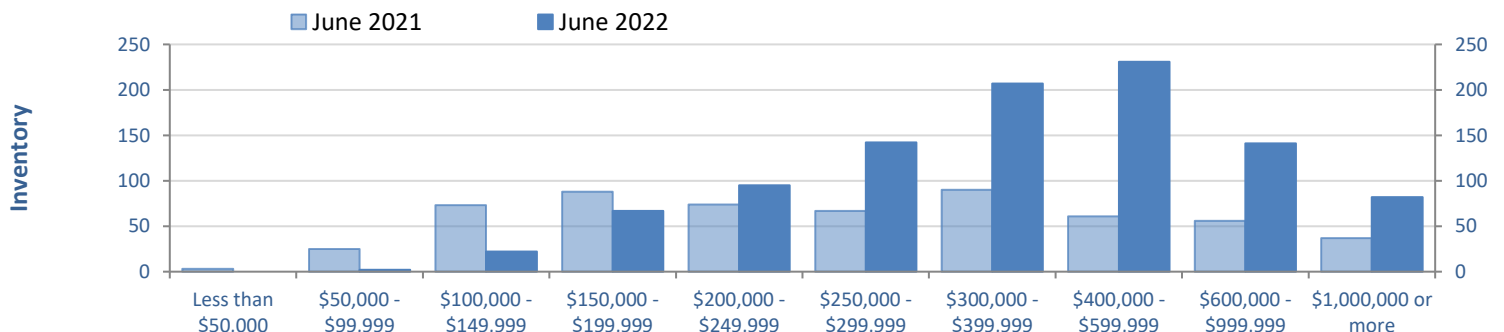


Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	2	-92.0%
\$100,000 - \$149,999	22	-69.9%
\$150,000 - \$199,999	67	-23.9%
\$200,000 - \$249,999	95	28.4%
\$250,000 - \$299,999	142	111.9%
\$300,000 - \$399,999	207	130.0%
\$400,000 - \$599,999	231	278.7%
\$600,000 - \$999,999	141	151.8%
\$1,000,000 or more	82	121.6%



Monthly Distressed Market - June 2022

Townhouses and Condos

Lee County



		June 2022	June 2021	Percent Change Year-over-Year
Traditional	Closed Sales	639	924	-30.8%
	Median Sale Price	\$352,000	\$255,000	38.0%
Foreclosure/REO	Closed Sales	1	4	-75.0%
	Median Sale Price	\$260,000	\$176,750	47.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

