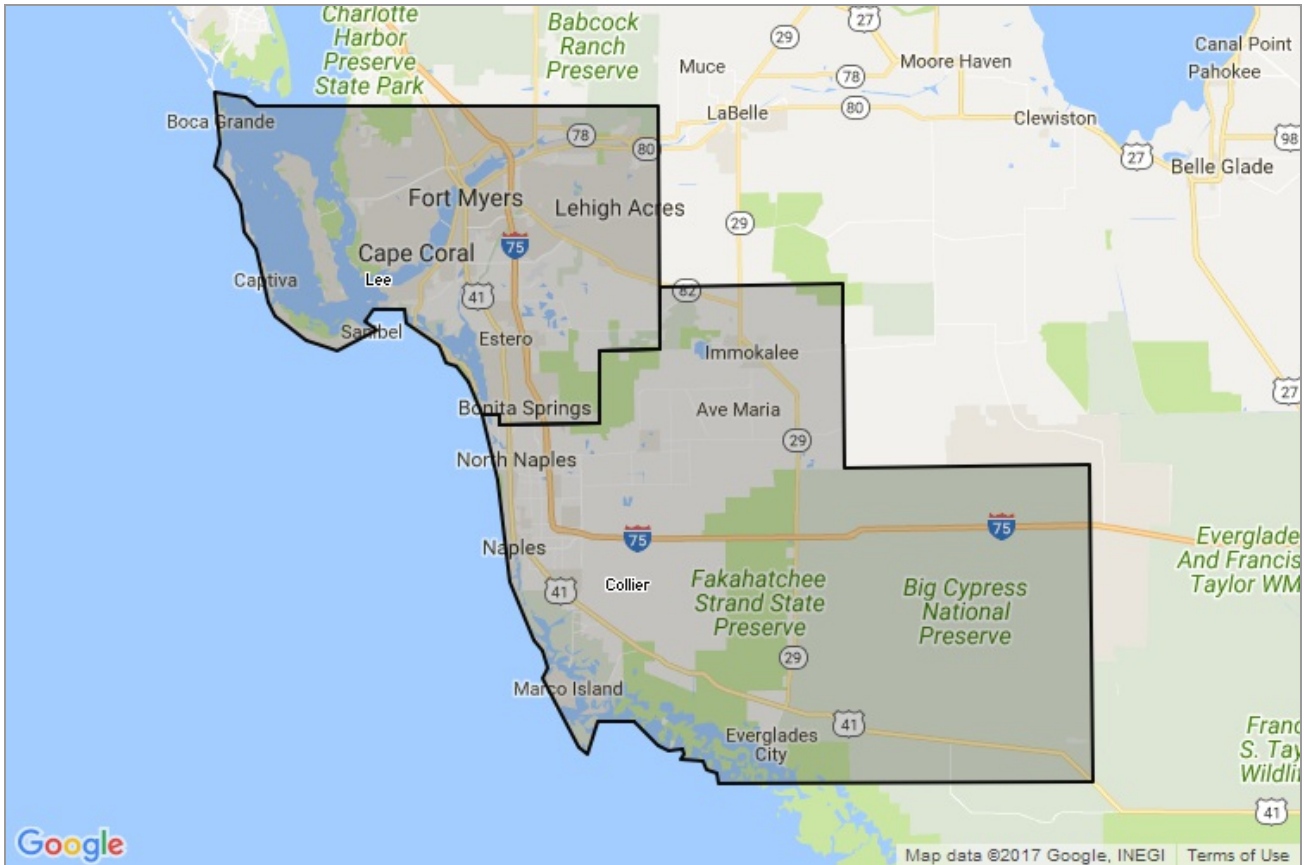




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
11/2016 – 11/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 12/07/2017

**Scheduled:** Yes

Presented by

**Bonita Springs-Estero Association of REALTORS®**

(239) 992-6771

<http://bearflorida.point2agent.com/>

25300 Bernwood Drive  
Suite 1  
Bonita Springs, FL 34135



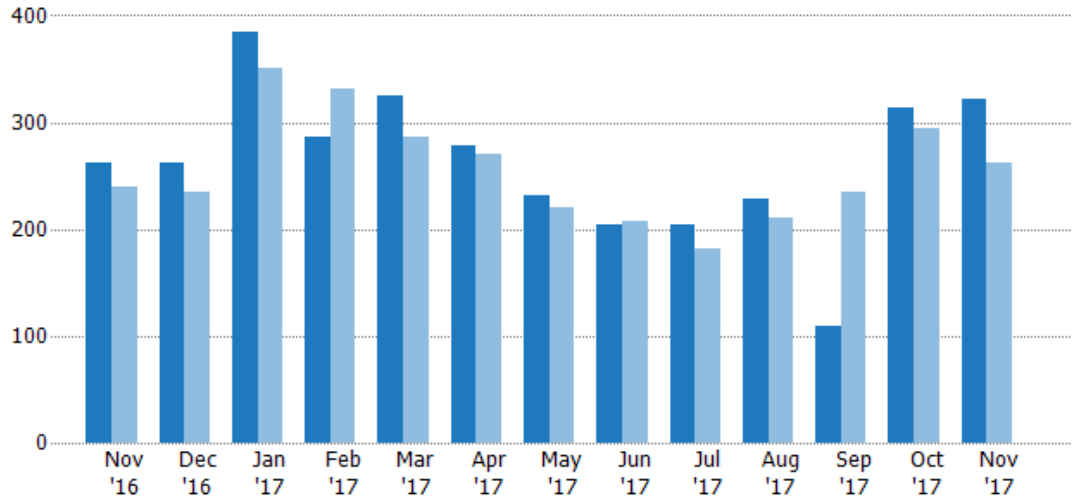
### New Listings

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.
Nov '17	322	22.9%
Nov '16	262	9.2%
Nov '15	240	7.9%



Current Year	262	262	384	286	325	278	232	204	205	229	110	313	322
Prior Year	240	235	351	331	287	270	220	208	181	211	235	295	262
Percent Change from Prior Year	9%	11%	9%	-14%	13%	3%	5%	-2%	13%	9%	-53%	6%	23%

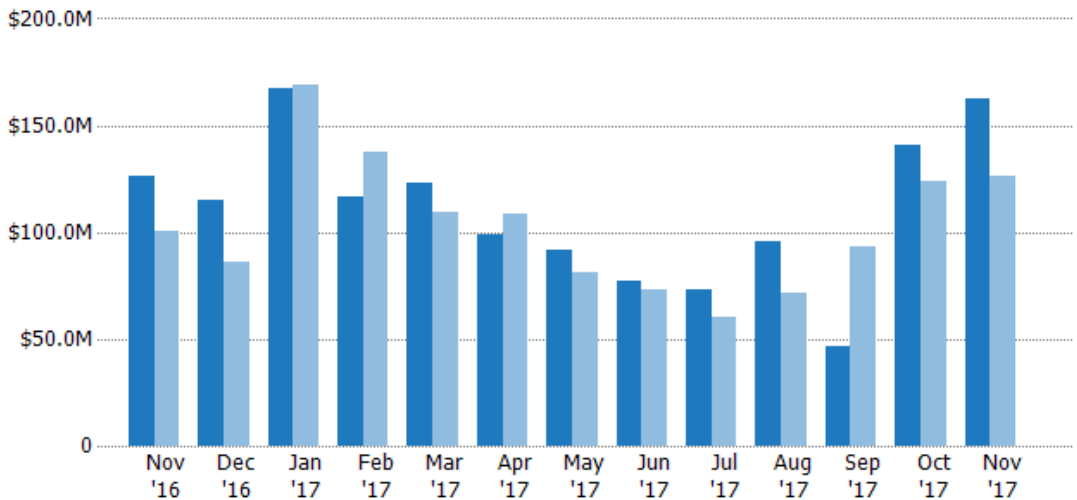
### New Listing Volume

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.
Nov '17	\$162M	28.2%
Nov '16	\$126M	25.5%
Nov '15	\$101M	14.2%



Current Year	\$126M	\$115M	\$167M	\$116M	\$123M	\$98.9M	\$91.3M	\$77.3M	\$73.2M	\$95.3M	\$46.8M	\$141M	\$162M
Prior Year	\$101M	\$86.2M	\$169M	\$138M	\$109M	\$108M	\$80.9M	\$73.3M	\$60.2M	\$71.9M	\$93.2M	\$124M	\$126M
Percent Change from Prior Year	25%	33%	-1%	-15%	13%	-9%	13%	6%	22%	33%	-50%	14%	28%



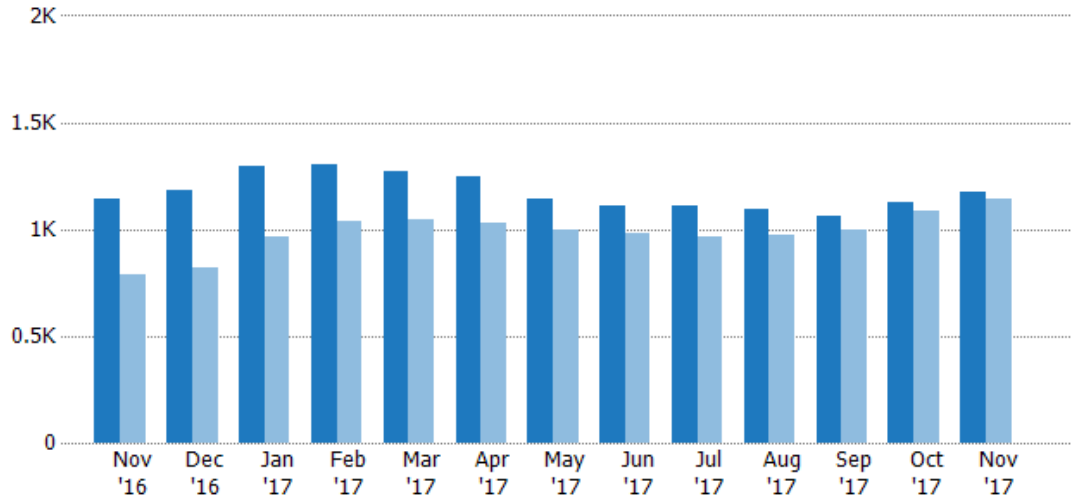
### Active Listings

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.
Nov '17	1.17K	2.9%
Nov '16	1.14K	44.6%
Nov '15	789	12.4%



Current Year	1.14K	1.19K	1.3K	1.3K	1.27K	1.24K	1.14K	1.11K	1.11K	1.09K	1.06K	1.13K	1.17K
Prior Year	789	821	967	1.04K	1.05K	1.03K	1K	983	968	976	997	1.08K	1.14K
Percent Change from Prior Year	45%	44%	34%	25%	22%	21%	14%	13%	14%	12%	6%	4%	3%

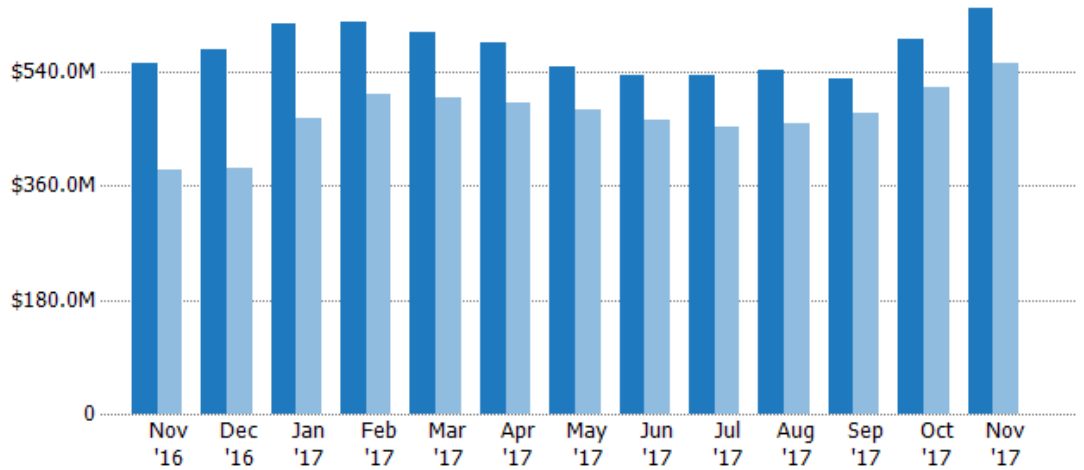
### Active Listing Volume

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.
Nov '17	\$639M	15.8%
Nov '16	\$552M	43.5%
Nov '15	\$385M	11.4%



Current Year	\$552M	\$574M	\$617M	\$618M	\$601M	\$586M	\$547M	\$534M	\$534M	\$541M	\$529M	\$591M	\$639M
Prior Year	\$385M	\$388M	\$468M	\$504M	\$499M	\$491M	\$480M	\$463M	\$453M	\$458M	\$475M	\$516M	\$552M
Percent Change from Prior Year	43%	48%	32%	23%	20%	19%	14%	15%	18%	18%	11%	15%	16%



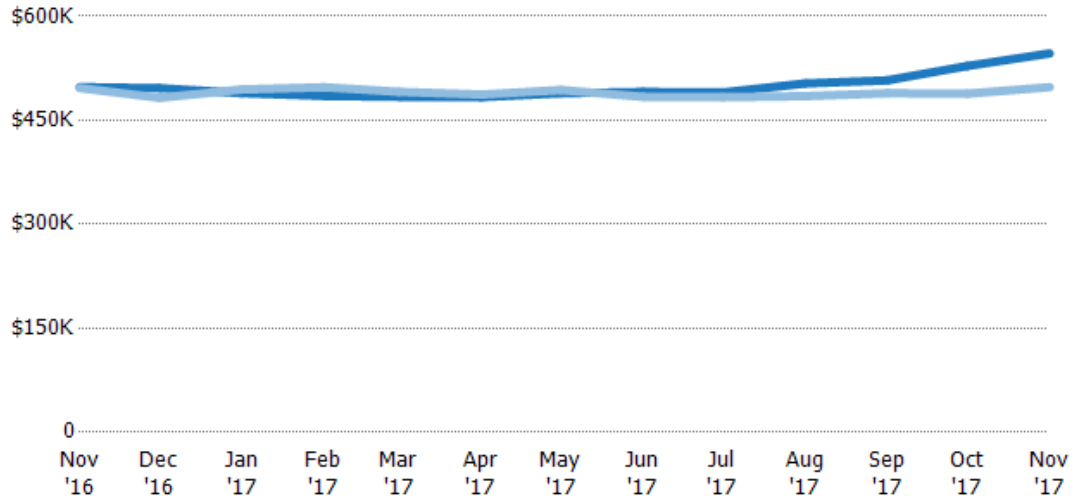
### Average Listing Price

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.
Nov '17	\$546K	9.8%
Nov '16	\$498K	0.3%
Nov '15	\$497K	2%



Current Year	\$498K	\$496K	\$489K	\$485K	\$484K	\$483K	\$489K	\$491K	\$490K	\$503K	\$508K	\$528K	\$546K
Prior Year	\$497K	\$482K	\$494K	\$498K	\$491K	\$487K	\$494K	\$484K	\$483K	\$485K	\$489K	\$488K	\$498K
Percent Change from Prior Year	0%	3%	-1%	-3%	-1%	-1%	-1%	1%	1%	4%	4%	8%	10%

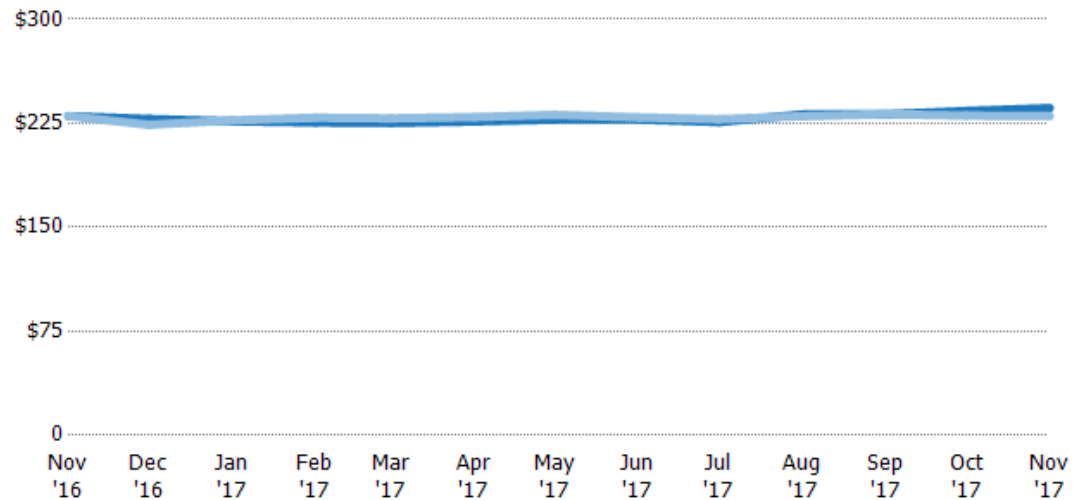
### Average Listing Price per Sq Ft

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.
Nov '17	\$236	2.5%
Nov '16	\$230	0%
Nov '15	\$230	3.9%



Current Year	\$230	\$228	\$226	\$226	\$225	\$226	\$228	\$228	\$226	\$231	\$232	\$234	\$236
Prior Year	\$230	\$224	\$227	\$229	\$229	\$229	\$231	\$229	\$228	\$230	\$232	\$231	\$230
Percent Change from Prior Year	0%	2%	0%	-1%	-1%	-1%	-1%	-1%	-1%	1%	0%	1%	3%

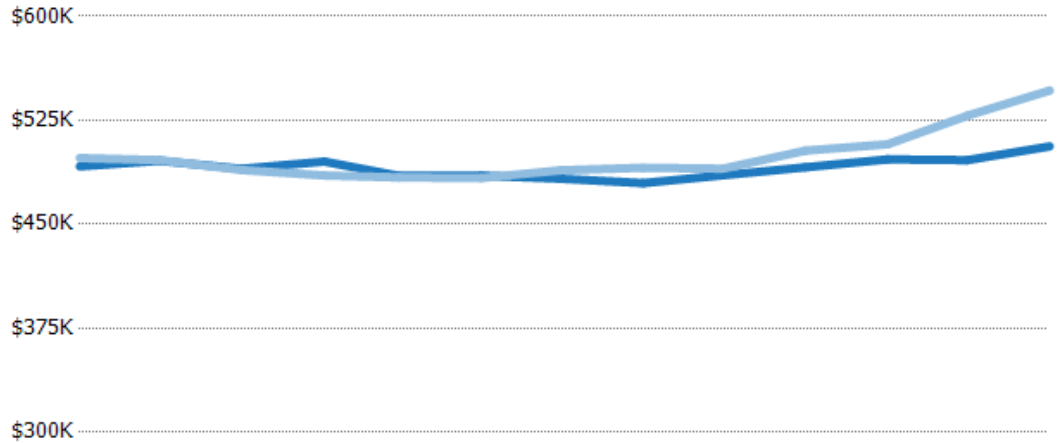


### Average Listing Price vs Average Est Value

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

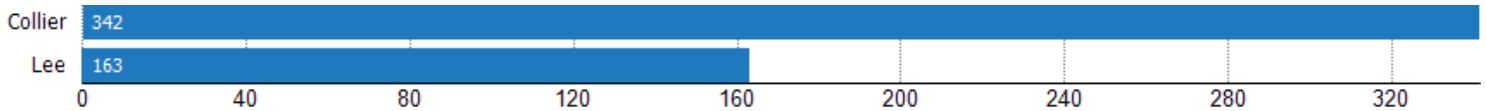


	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg Est Value	\$492K	\$496K	\$490K	\$495K	\$485K	\$485K	\$483K	\$480K	\$485K	\$491K	\$497K	\$496K	\$506K
Avg Listing Price	\$498K	\$496K	\$489K	\$485K	\$484K	\$483K	\$489K	\$491K	\$490K	\$503K	\$508K	\$528K	\$546K
Avg Listing Price as a % of Avg Est Value	101%	100%	100%	98%	100%	100%	101%	102%	101%	102%	102%	106%	108%

### 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





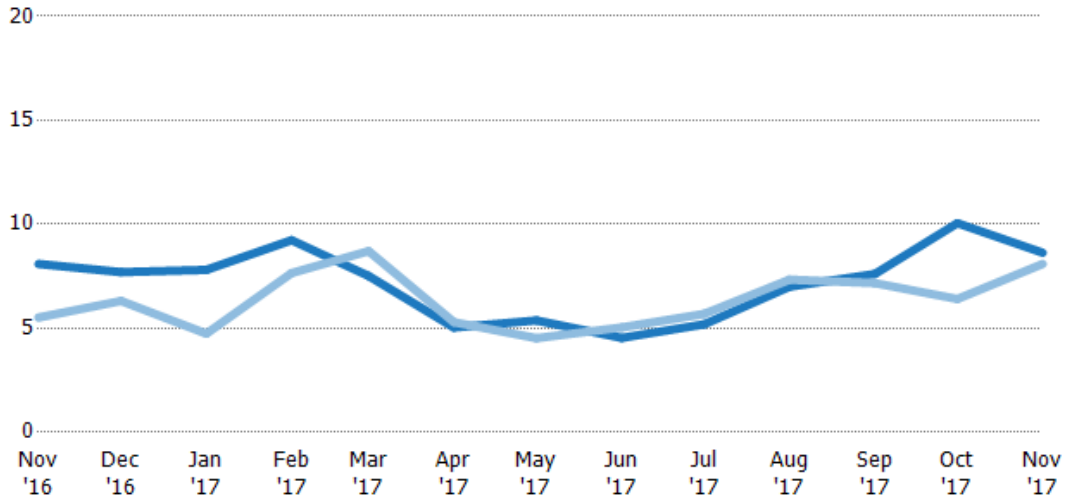
### Months of Inventory

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.
Nov '17	8.63	6.7%
Nov '16	8.09	46.7%
Nov '15	5.52	-17.6%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	8.09	7.7	7.81	9.23	7.51	5.04	5.38	4.54	5.19	7	7.61	10.1	8.63
Prior Year	5.52	6.32	4.74	7.65	8.71	5.29	4.52	5.04	5.69	7.34	7.17	6.41	8.09
Percent Change from Prior Year	47%	22%	65%	21%	-14%	-5%	19%	-10%	-9%	-5%	6%	57%	7%

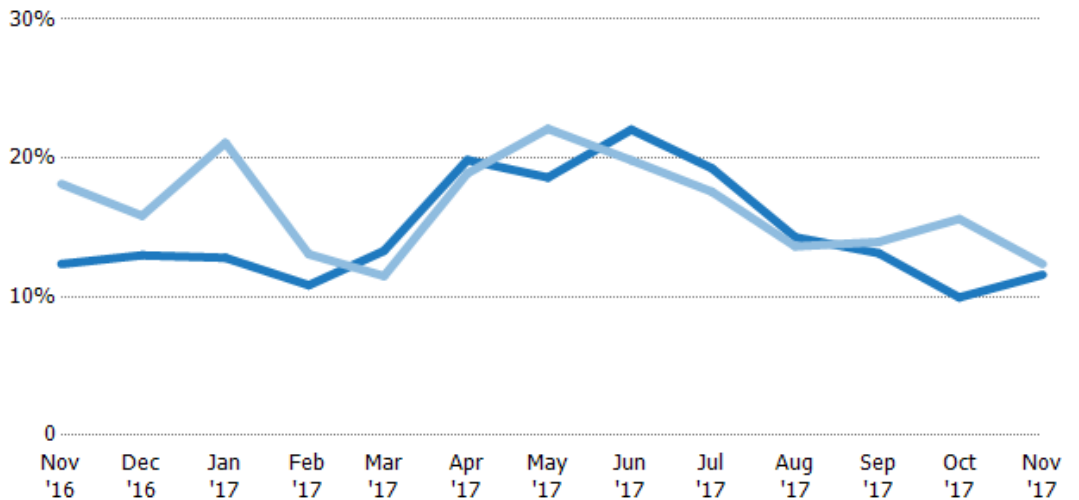
### Absorption Rate

The percentage of inventory sold per month.

#### Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Nov '17	12%	0.8%
Nov '16	12%	5.8%
Nov '15	18%	21.3%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	12%	13%	13%	11%	13%	20%	19%	22%	19%	14%	13%	10%	12%
Prior Year	18%	16%	21%	13%	11%	19%	22%	20%	18%	14%	14%	16%	12%
Change from Prior Year	6%	3%	8%	2%	-2%	-1%	4%	-2%	-2%	-1%	1%	6%	1%

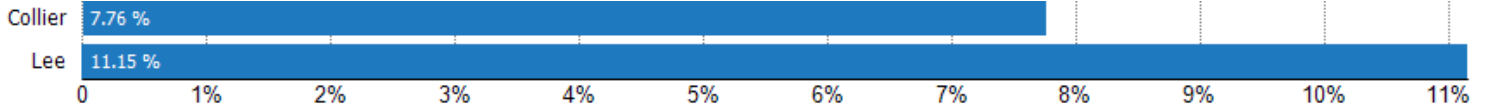




### Absorption Rate (By County)

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

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



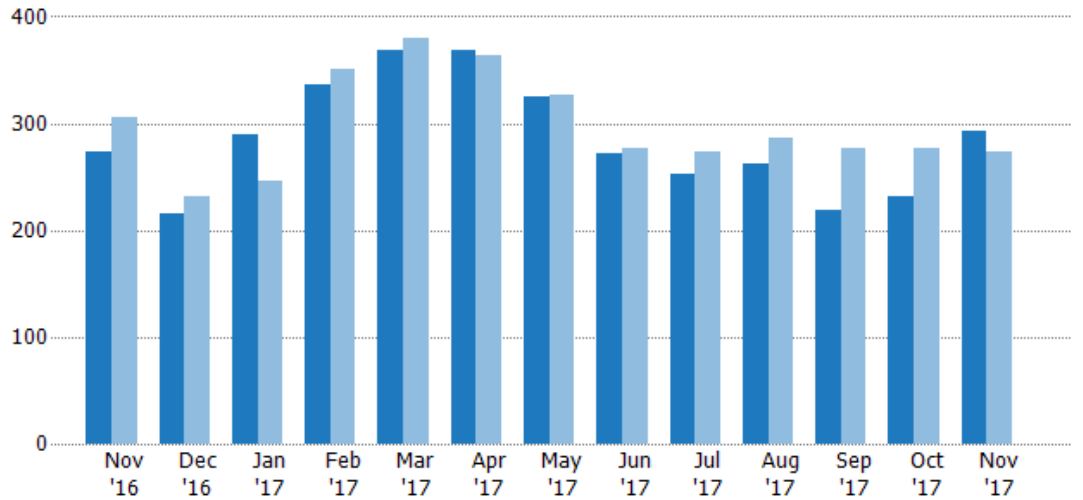
### Pending Sales

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.
Nov '17	293	7.3%
Nov '16	273	-10.5%
Nov '15	305	-2%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	273	216	289	336	368	369	325	272	252	263	218	232	293
Prior Year	305	231	246	351	379	363	327	276	273	286	276	277	273
Percent Change from Prior Year	-10%	-6%	17%	-4%	-3%	2%	-1%	-1%	-8%	-8%	-21%	-16%	7%





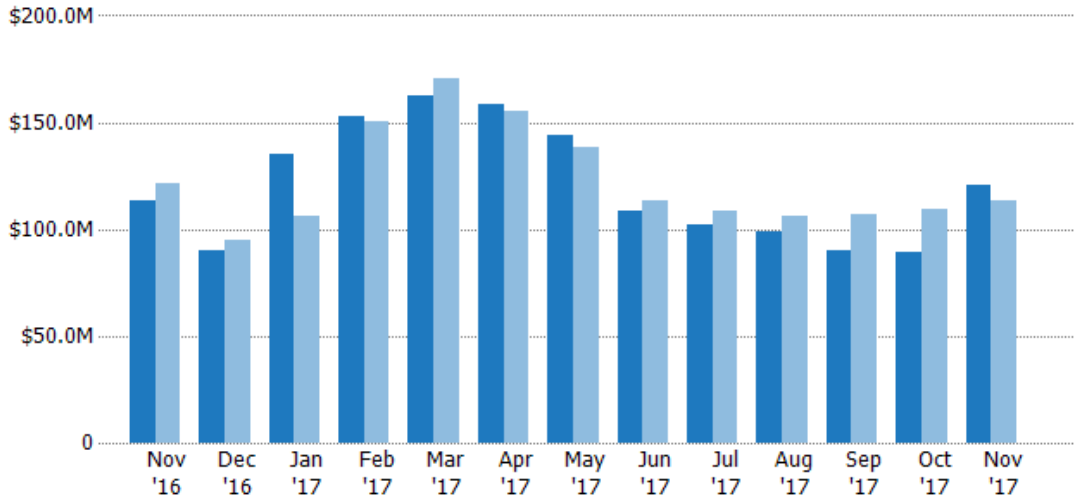
### Pending Sales Volume

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.
Nov '17	\$121M	6.7%
Nov '16	\$113M	-6.8%
Nov '15	\$121M	-6.5%



Current Year	\$113M	\$90.3M	\$135M	\$153M	\$162M	\$158M	\$144M	\$109M	\$102M	\$98.7M	\$90.3M	\$88.9M	\$121M
Prior Year	\$121M	\$95M	\$106M	\$151M	\$171M	\$155M	\$138M	\$113M	\$108M	\$106M	\$107M	\$109M	\$113M
Percent Change from Prior Year	-7%	-5%	27%	2%	-5%	2%	5%	-4%	-6%	-7%	-16%	-19%	7%

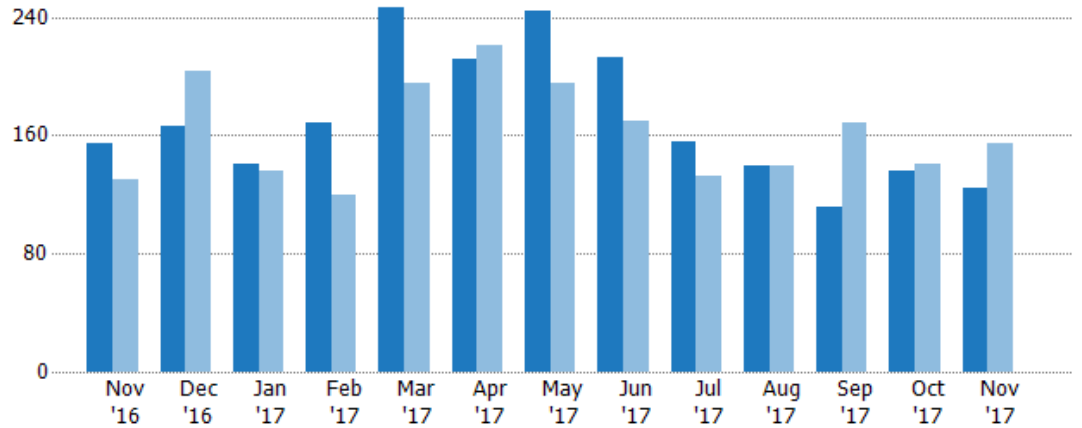
### Closed Sales

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.
Nov '17	124	-19.5%
Nov '16	154	18.5%
Nov '15	130	5.4%



Current Year	154	166	141	169	247	212	244	213	156	139	112	136	124
Prior Year	130	204	136	120	195	221	195	170	133	139	169	141	154
Percent Change from Prior Year	18%	-19%	4%	41%	27%	-4%	25%	25%	17%	0%	-34%	-4%	-19%





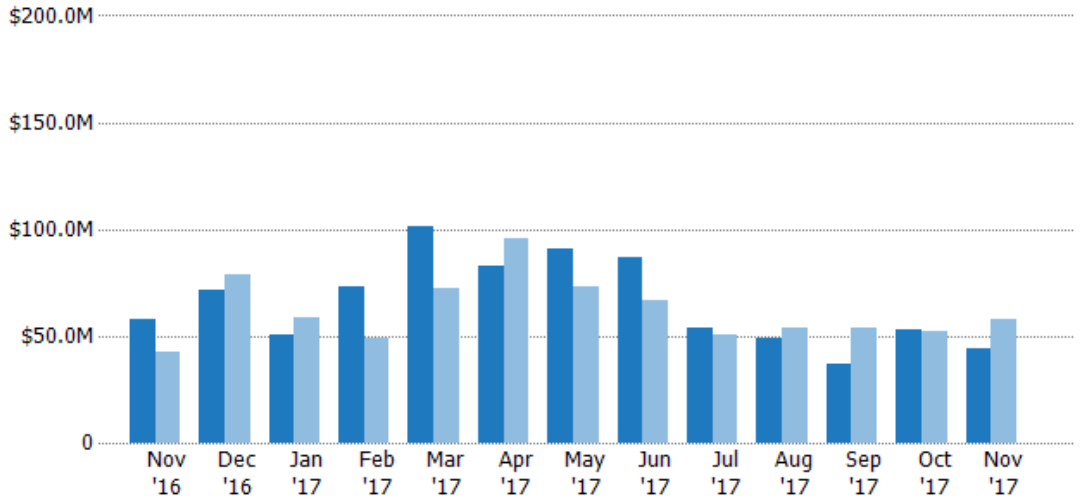
### Closed Sales Volume

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.
Nov '17	\$43.8M	-24%
Nov '16	\$57.6M	36.7%
Nov '15	\$42.2M	-5%



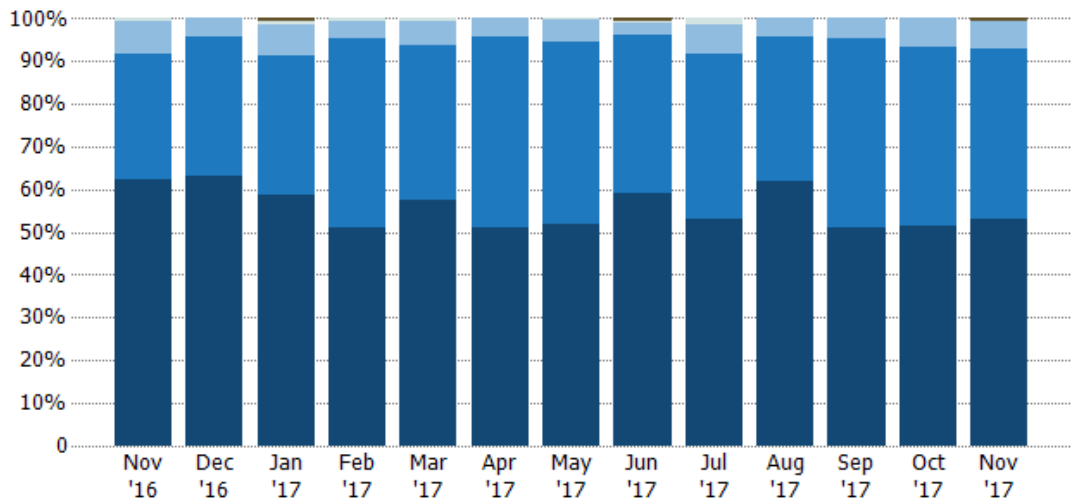
Current Year	\$57.6M	\$71.3M	\$50.9M	\$73.3M	\$101M	\$82.4M	\$90.5M	\$86.7M	\$53.8M	\$49.3M	\$36.9M	\$53.3M	\$43.8M
Prior Year	\$42.2M	\$78.9M	\$59M	\$49.3M	\$72.3M	\$95.9M	\$73.2M	\$67.1M	\$50.5M	\$54.1M	\$53.8M	\$52.1M	\$57.6M
Percent Change from Prior Year	37%	-10%	-14%	49%	40%	-14%	24%	29%	7%	-9%	-31%	2%	-24%

### 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



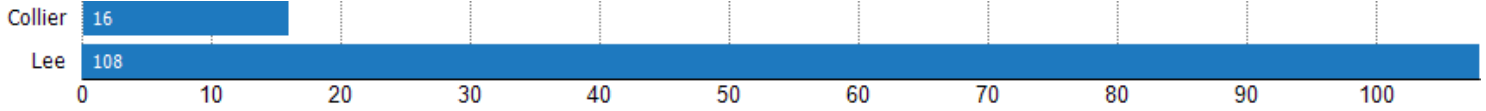
Other	-	-	1%	-	-	-	-	0%	-	-	-	-	1%
Lot/Land	1%	-	1%	1%	1%	-	0%	0%	1%	-	-	-	-
Multifamily/Multiplex	8%	4%	7%	4%	5%	4%	5%	3%	7%	4%	4%	7%	6%
Condo/Townhouse	29%	33%	33%	44%	36%	45%	43%	37%	38%	34%	45%	42%	40%
Single Family Residence	62%	63%	59%	51%	57%	51%	52%	59%	53%	62%	51%	51%	53%



### 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

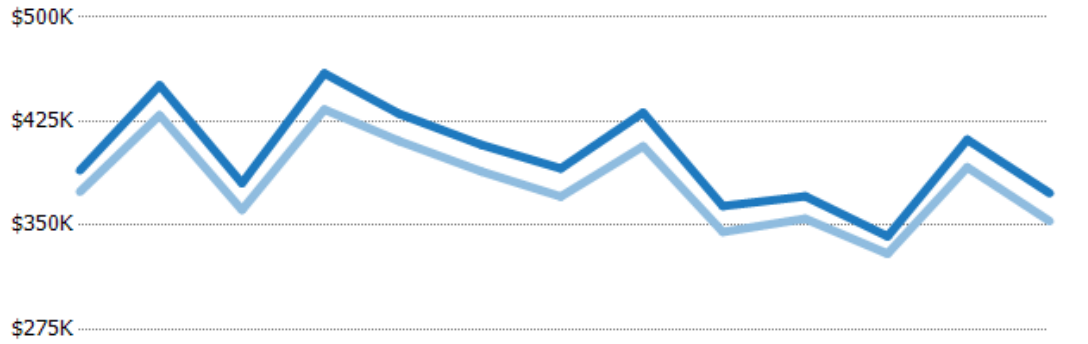


### Average Sales Price vs Average Listing Price

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



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg List Price	\$390K	\$451K	\$380K	\$460K	\$431K	\$408K	\$391K	\$431K	\$364K	\$371K	\$342K	\$412K	\$373K
Avg Sales Price	\$374K	\$429K	\$361K	\$434K	\$411K	\$389K	\$371K	\$407K	\$345K	\$355K	\$329K	\$392K	\$353K
Avg Sales Price as a % of Avg List Price	96%	95%	95%	94%	95%	95%	95%	94%	95%	96%	96%	95%	95%

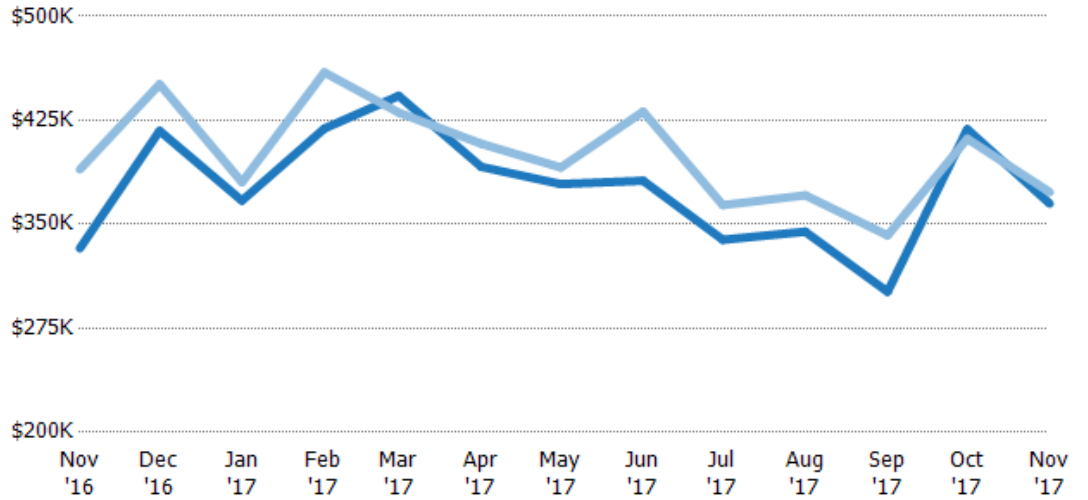


### Average Sales Price vs Average Est Value

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



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg Est Value	\$333K	\$417K	\$367K	\$419K	\$443K	\$391K	\$379K	\$381K	\$339K	\$345K	\$301K	\$419K	\$365K
Avg Sales Price	\$390K	\$451K	\$380K	\$460K	\$431K	\$408K	\$391K	\$431K	\$364K	\$371K	\$342K	\$412K	\$373K
Avg Sales Price as a % of Avg Est Value	117%	108%	104%	110%	97%	104%	103%	113%	107%	108%	113%	98%	102%

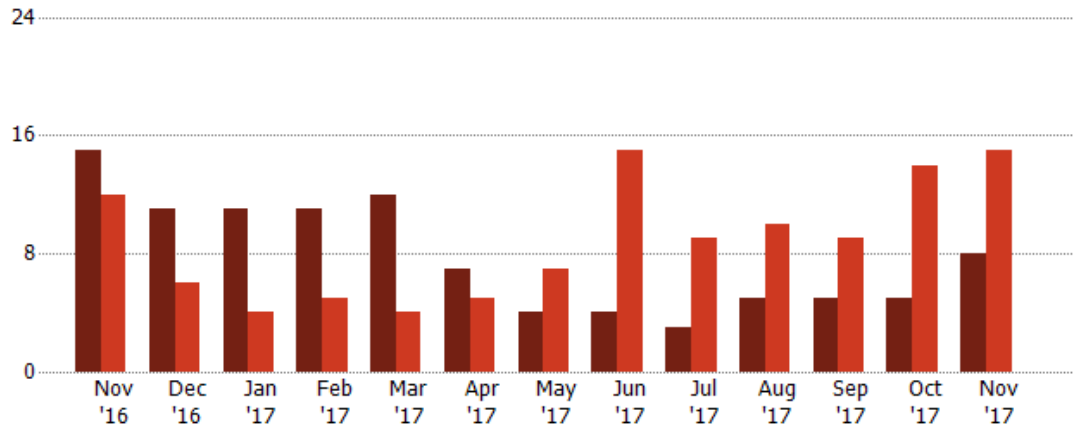
### Distressed Listings

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.
Nov '17	8	-46.7%
Nov '16	15	25%
Nov '15	12	91.7%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	15	11	11	11	12	7	4	4	3	5	5	5	8
Prior Year	12	6	4	5	4	5	7	15	9	10	9	14	15
Percent Change from Prior Year	25%	83%	175%	120%	200%	40%	-43%	-73%	-67%	-50%	-44%	-64%	-47%





### 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:** 12/07/2017

**Scheduled:** Yes

**Report Date Range:** From 11/2016 To: 11/2017

## 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
- 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 11/2017 data

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

