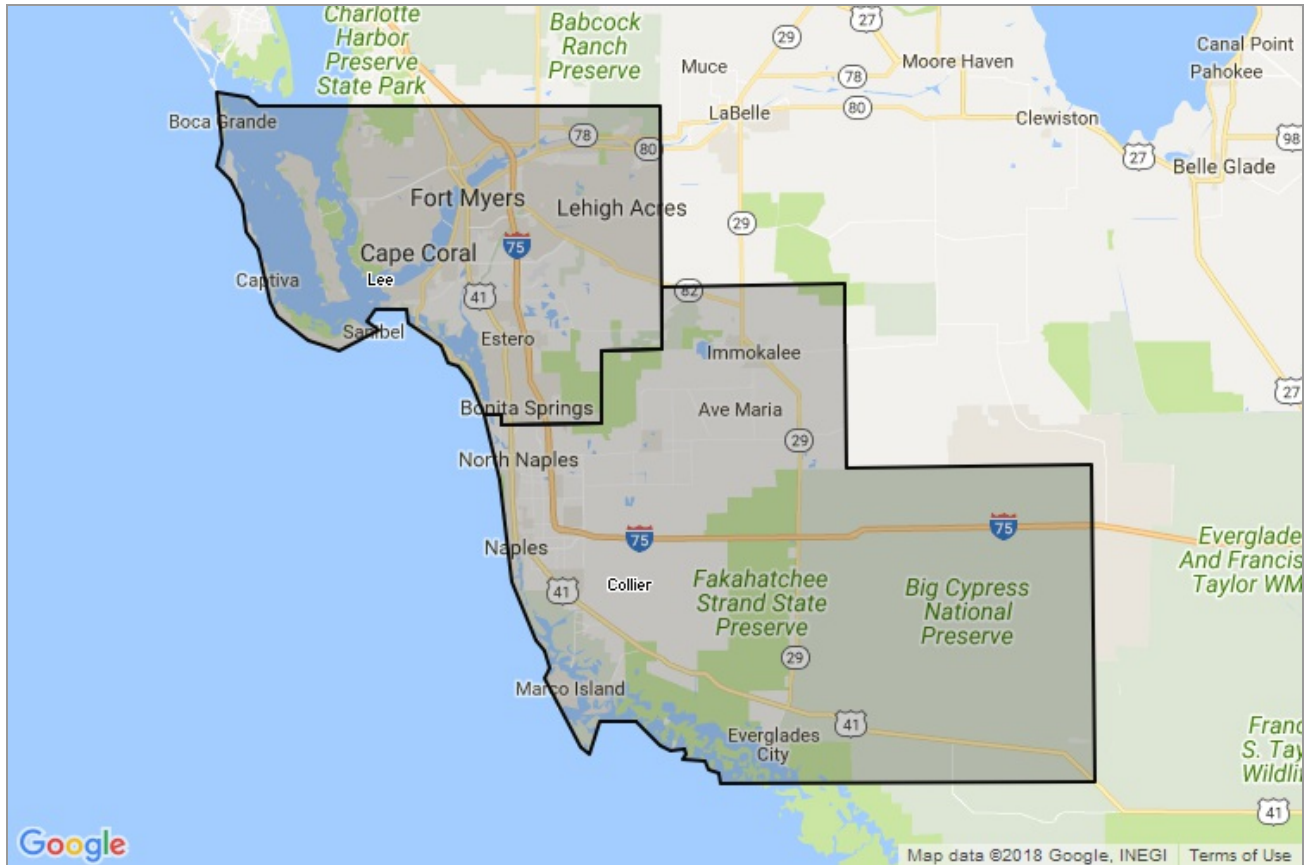




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2016 – 12/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/07/2018

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



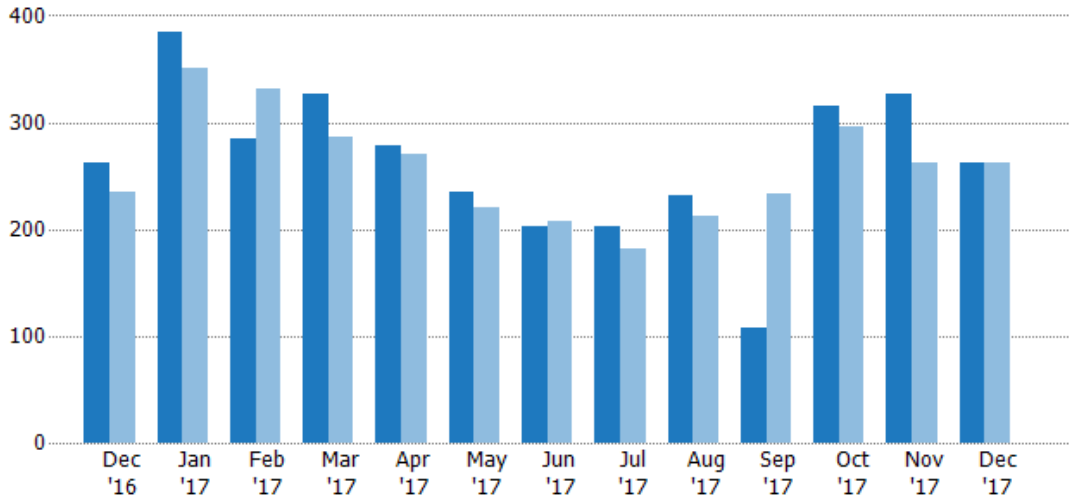
New Listings

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.
Dec '17	263	0.4%
Dec '16	262	11.5%
Dec '15	235	-25.5%



Current Year	262	384	284	326	279	235	203	203	231	107	316	326	263
Prior Year	235	351	331	287	270	220	208	181	212	234	296	263	262
Percent Change from Prior Year	11%	9%	-14%	14%	3%	7%	-2%	12%	9%	-54%	7%	24%	0%

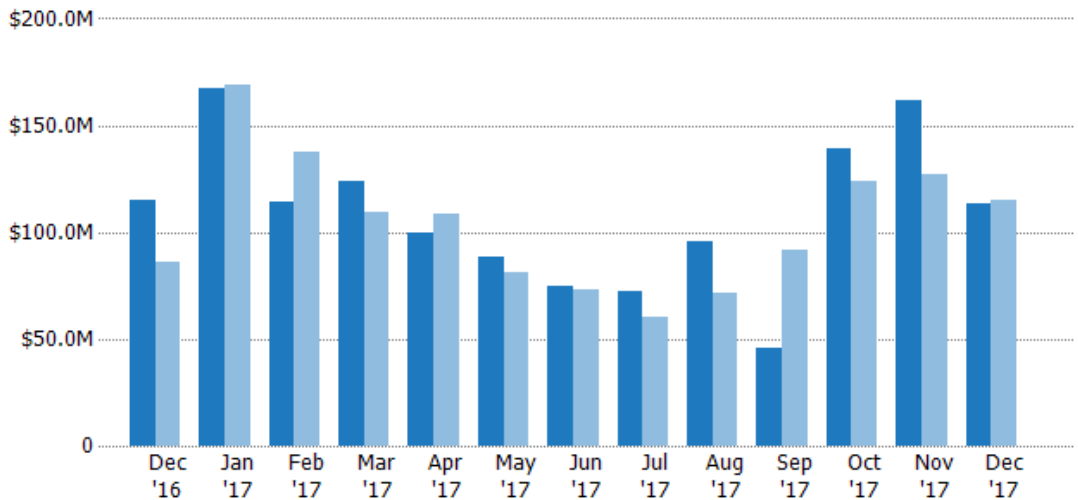
New Listing Volume

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.
Dec '17	\$113M	-1.4%
Dec '16	\$115M	33.3%
Dec '15	\$86.2M	-20.8%



Current Year	\$115M	\$167M	\$114M	\$124M	\$99.3M	\$88.6M	\$75M	\$72.4M	\$95.6M	\$45.9M	\$139M	\$161M	\$113M
Prior Year	\$86.2M	\$169M	\$138M	\$109M	\$108M	\$80.9M	\$73.3M	\$60.2M	\$71.9M	\$91.7M	\$124M	\$127M	\$115M
Percent Change from Prior Year	33%	-1%	-17%	13%	-8%	10%	2%	20%	33%	-50%	13%	27%	-1%





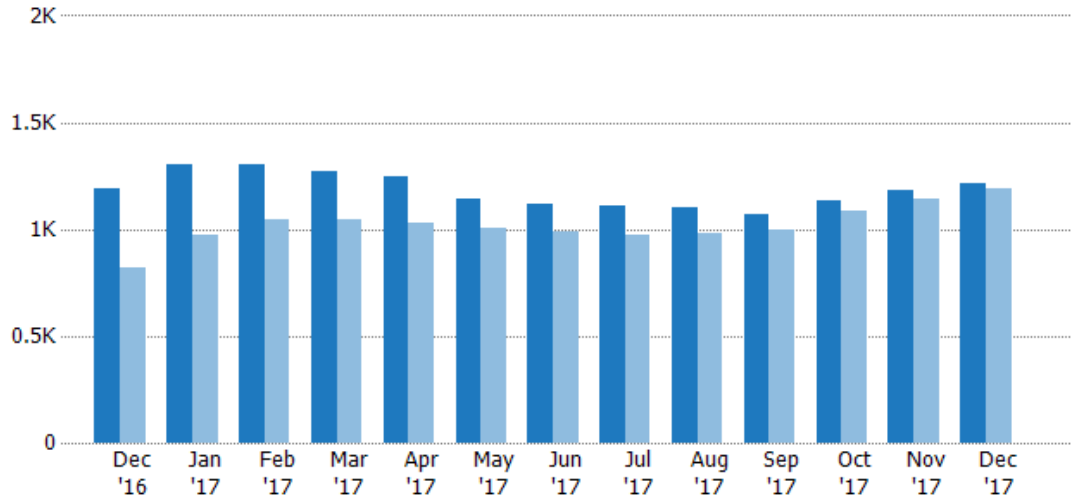
Active Listings

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.
Dec '17	1.21K	1.9%
Dec '16	1.19K	44.5%
Dec '15	823	3.6%



Current Year	1.19K	1.3K	1.3K	1.27K	1.25K	1.15K	1.11K	1.11K	1.1K	1.07K	1.14K	1.18K	1.21K
Prior Year	823	969	1.04K	1.05K	1.03K	1K	985	969	978	998	1.09K	1.14K	1.19K
Percent Change from Prior Year	44%	34%	25%	21%	21%	14%	13%	15%	13%	7%	5%	3%	2%

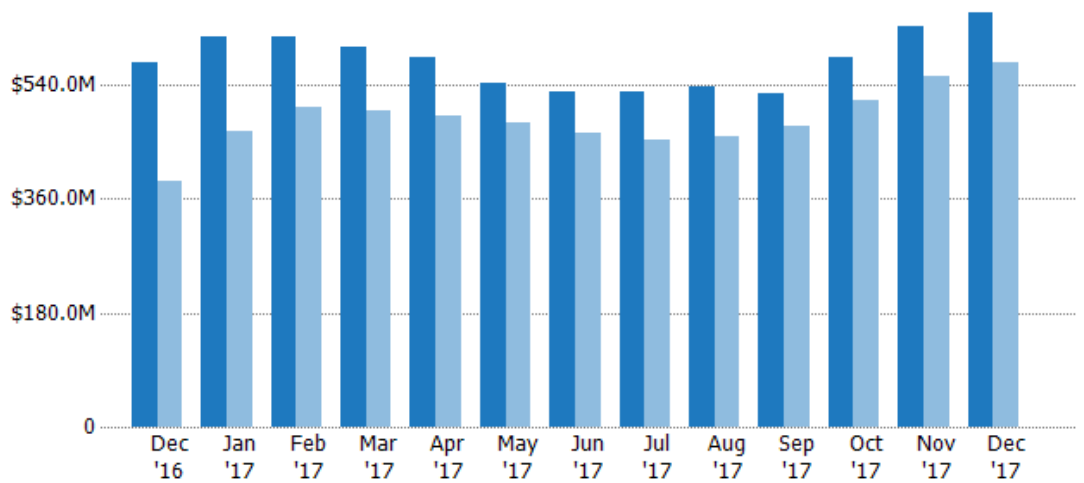
Active Listing Volume

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.
Dec '17	\$655M	13.9%
Dec '16	\$575M	48%
Dec '15	\$388M	5.5%



Current Year	\$575M	\$617M	\$616M	\$599M	\$584M	\$543M	\$530M	\$530M	\$538M	\$526M	\$584M	\$633M	\$655M
Prior Year	\$388M	\$468M	\$504M	\$499M	\$491M	\$480M	\$463M	\$453M	\$458M	\$474M	\$515M	\$552M	\$575M
Percent Change from Prior Year	48%	32%	22%	20%	19%	13%	14%	17%	17%	11%	13%	15%	14%





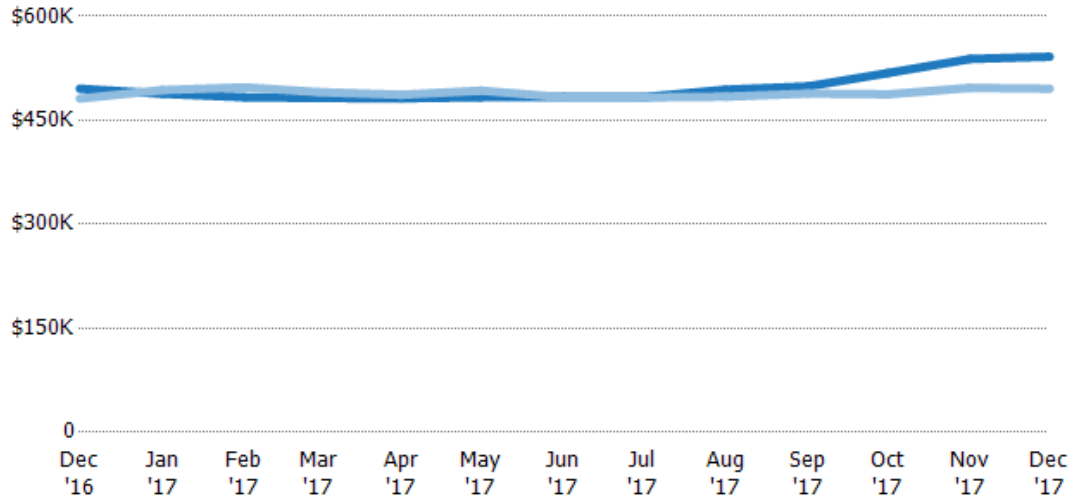
Average Listing Price

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.
Dec '17	\$542K	9.3%
Dec '16	\$496K	2.9%
Dec '15	\$481K	4.7%



Current Year	\$496K	\$488K	\$483K	\$482K	\$482K	\$483K	\$484K	\$483K	\$494K	\$499K	\$518K	\$538K	\$542K
Prior Year	\$481K	\$493K	\$498K	\$491K	\$487K	\$493K	\$483K	\$483K	\$484K	\$489K	\$487K	\$497K	\$496K
Percent Change from Prior Year	3%	-1%	-3%	-2%	-1%	-2%	0%	0%	2%	2%	6%	8%	9%

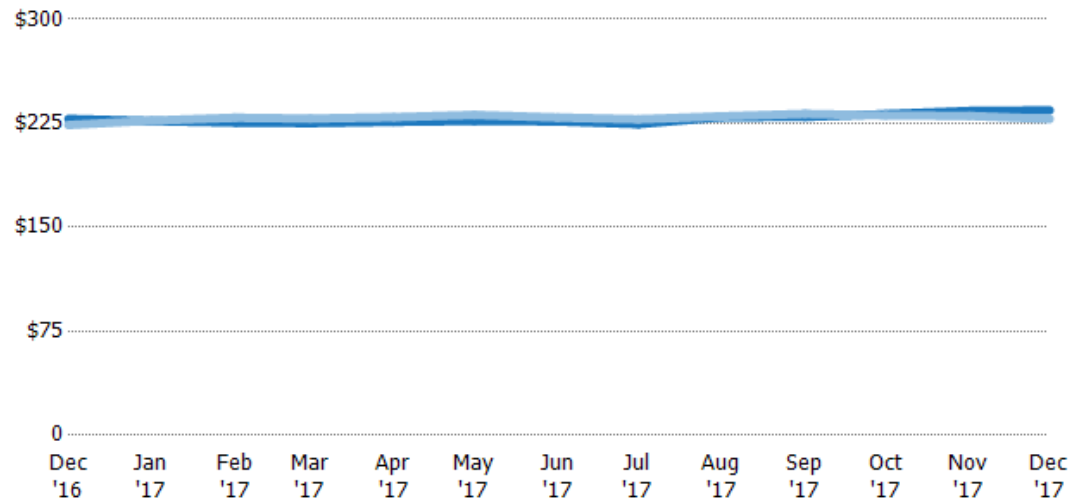
Average Listing Price per Sq Ft

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.
Dec '17	\$234	2.7%
Dec '16	\$228	2%
Dec '15	\$224	4.1%



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



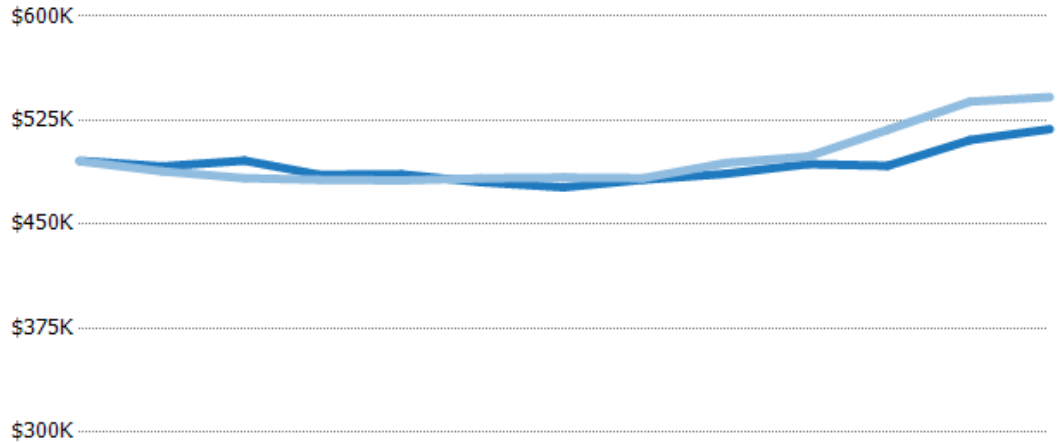


Average Listing Price vs Average Est Value

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

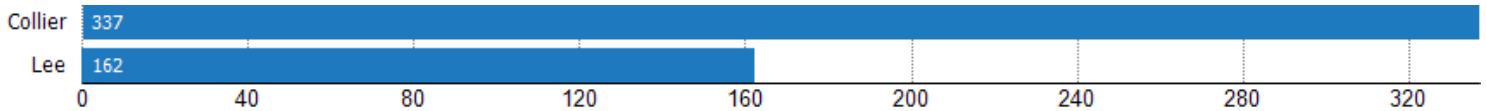


	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg Est Value	\$496K	\$492K	\$496K	\$486K	\$486K	\$480K	\$477K	\$482K	\$486K	\$493K	\$492K	\$511K	\$519K
Avg Listing Price	\$496K	\$488K	\$483K	\$482K	\$482K	\$483K	\$484K	\$483K	\$494K	\$499K	\$518K	\$538K	\$542K
Avg Listing Price as a % of Avg Est Value	100%	99%	97%	99%	99%	101%	101%	100%	102%	101%	105%	105%	104%

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





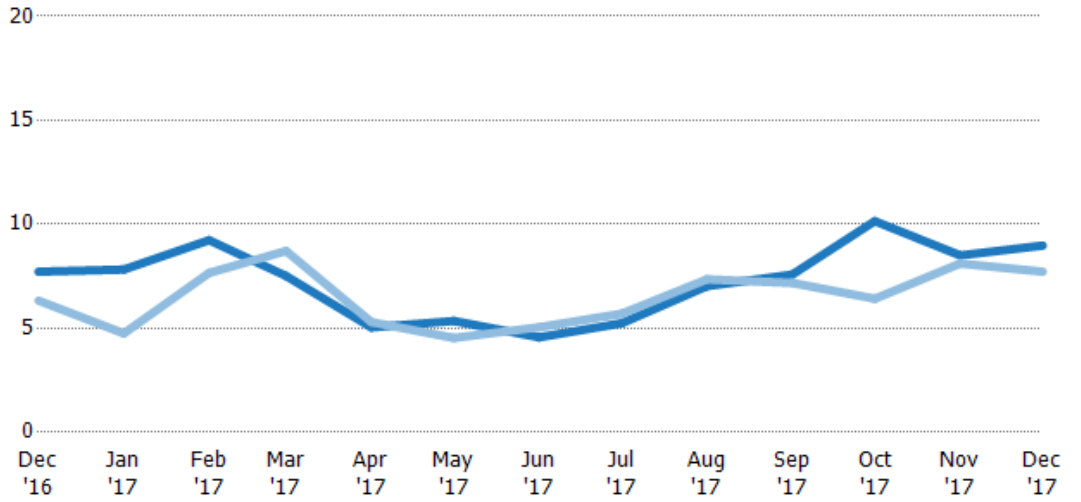
Months of Inventory

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.
Dec '17	8.98	16.3%
Dec '16	7.72	22%
Dec '15	6.33	-1.7%



Current Year	7.72	7.83	9.23	7.51	5.04	5.35	4.57	5.24	7.03	7.58	10.2	8.5	8.98
Prior Year	6.33	4.75	7.66	8.72	5.3	4.53	5.05	5.7	7.35	7.18	6.42	8.11	7.72
Percent Change from Prior Year	22%	65%	21%	-14%	-5%	18%	-10%	-8%	-4%	6%	58%	5%	16%

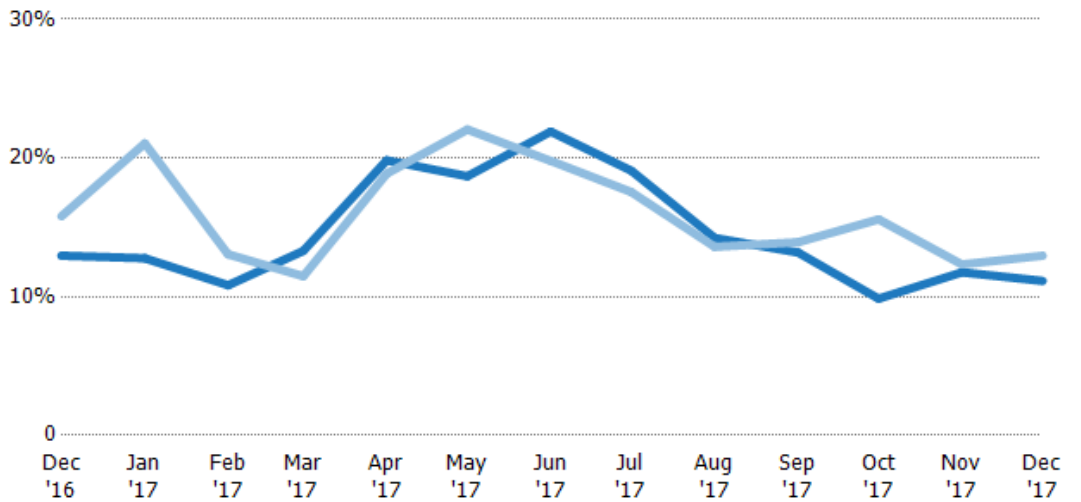
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Dec '17	11%	1.8%
Dec '16	13%	2.8%
Dec '15	16%	1.7%



Current Year	13%	13%	11%	13%	20%	19%	22%	19%	14%	13%	10%	12%	11%
Prior Year	16%	21%	13%	11%	19%	22%	20%	18%	14%	14%	16%	12%	13%
Change from Prior Year	3%	8%	2%	-2%	-1%	3%	-2%	-2%	-1%	1%	6%	1%	2%



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



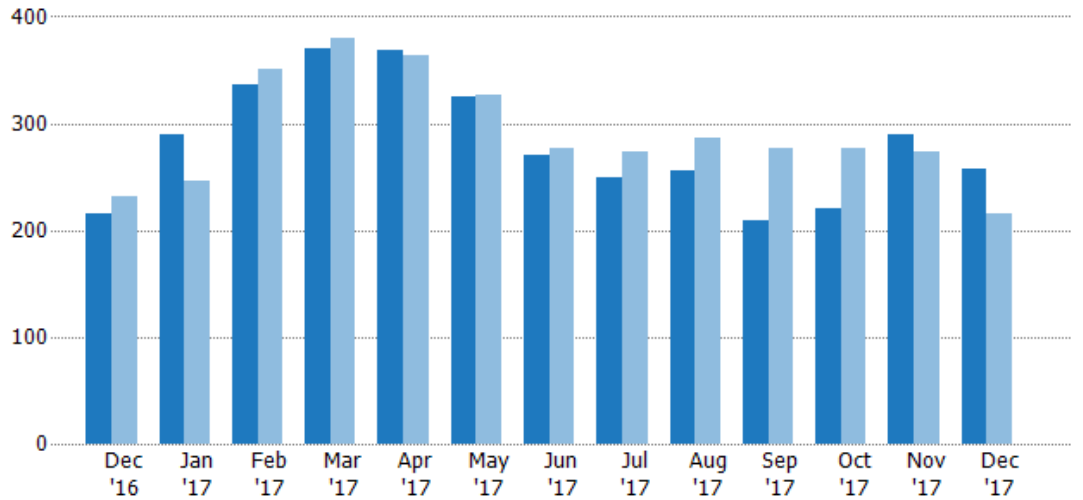
Pending Sales

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.
Dec '17	258	19.4%
Dec '16	216	-6.5%
Dec '15	231	5.2%



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	216	289	337	370	369	325	271	250	256	209	220	289	258
Prior Year	231	246	351	379	363	327	276	273	286	276	277	273	216
Percent Change from Prior Year	-6%	17%	-4%	-2%	2%	-1%	-2%	-8%	-10%	-24%	-21%	6%	19%



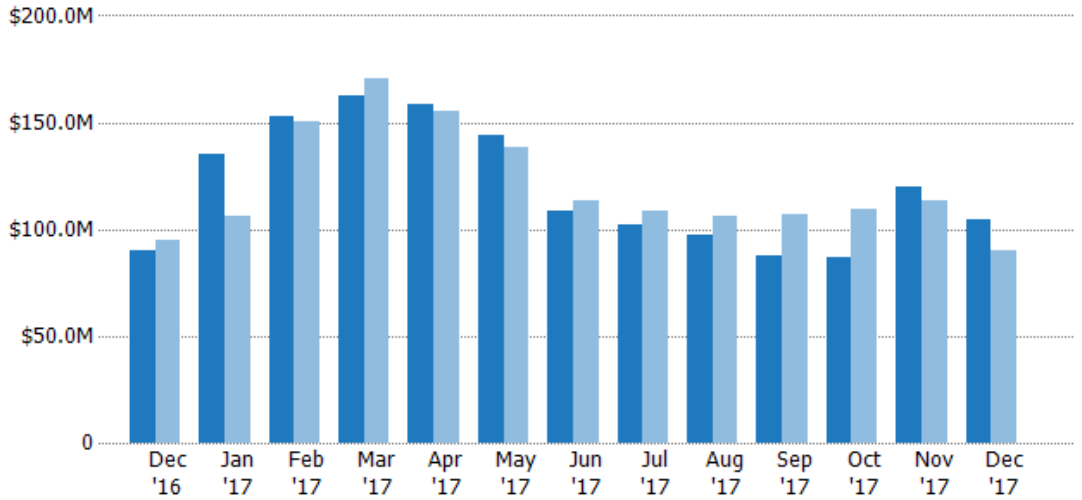
Pending Sales Volume

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.
Dec '17	\$105M	16.1%
Dec '16	\$90.3M	-5%
Dec '15	\$95M	14.2%



Current Year	\$90.3M	\$135M	\$153M	\$163M	\$158M	\$144M	\$109M	\$102M	\$97.2M	\$87.6M	\$86.5M	\$120M	\$105M
Prior Year	\$95M	\$106M	\$151M	\$171M	\$155M	\$138M	\$113M	\$108M	\$106M	\$107M	\$109M	\$113M	\$90.3M
Percent Change from Prior Year	-5%	27%	2%	-5%	2%	4%	-4%	-6%	-8%	-18%	-21%	6%	16%

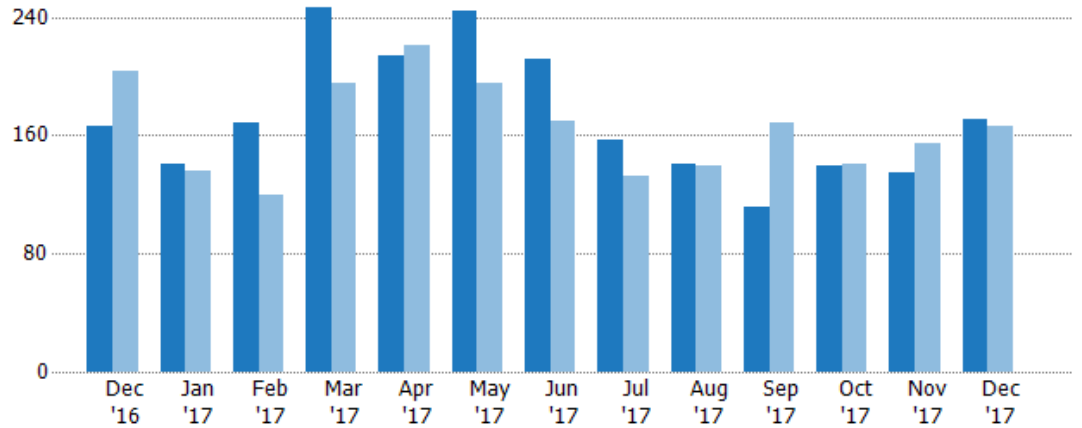
Closed Sales

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.
Dec '17	171	3%
Dec '16	166	-18.6%
Dec '15	204	1.5%



Current Year	166	141	169	247	214	244	212	157	141	112	139	135	171
Prior Year	204	136	120	195	221	195	170	133	139	169	141	154	166
Percent Change from Prior Year	-19%	4%	41%	27%	-3%	25%	25%	18%	1%	-34%	-1%	-12%	3%





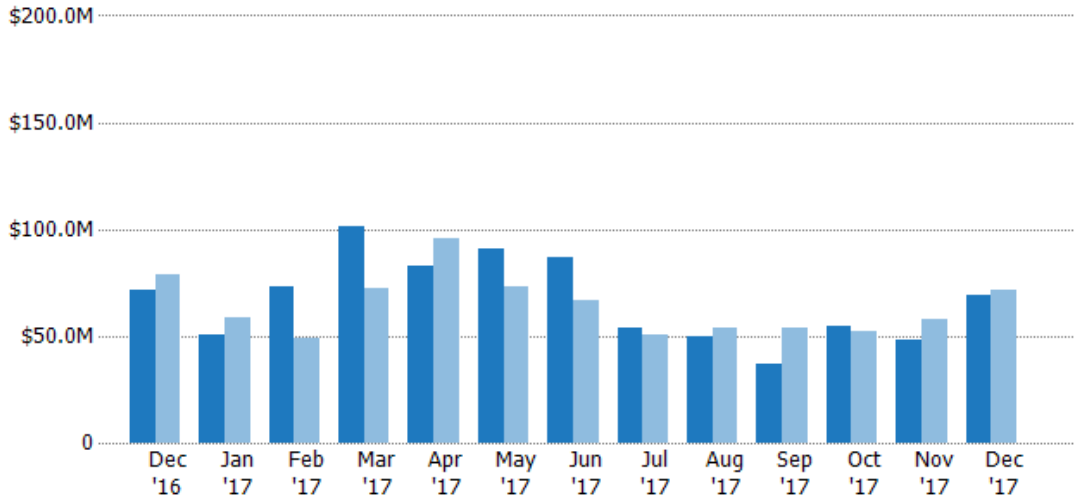
Closed Sales Volume

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.
Dec '17	\$68.9M	-3.3%
Dec '16	\$71.3M	-9.6%
Dec '15	\$78.9M	-6.2%



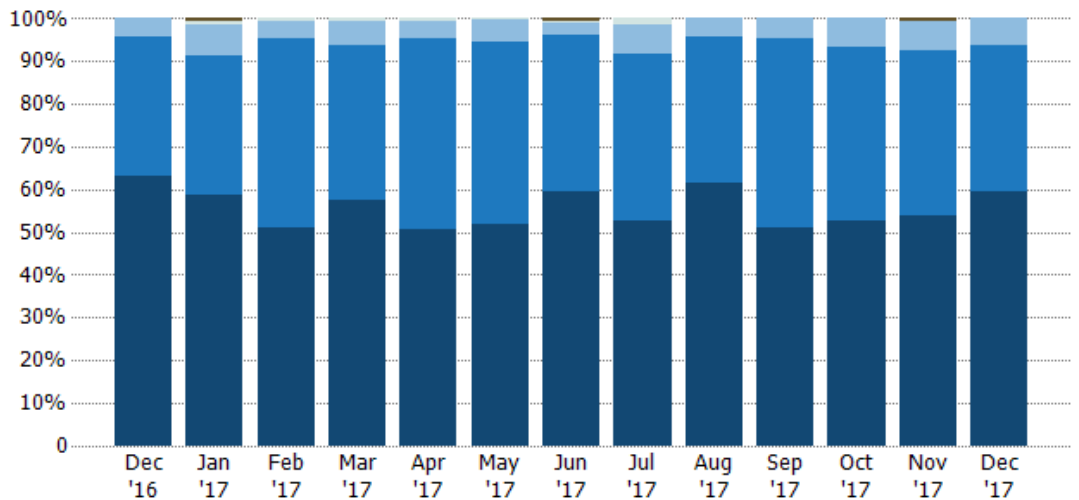
Current Year	\$71.3M	\$50.9M	\$73.3M	\$101M	\$82.7M	\$90.5M	\$86.5M	\$54.2M	\$49.9M	\$36.9M	\$54.6M	\$48.1M	\$68.9M
Prior Year	\$78.9M	\$59M	\$49.3M	\$72.3M	\$95.9M	\$73.2M	\$67.1M	\$50.5M	\$54.1M	\$53.8M	\$52.1M	\$57.6M	\$71.3M
Percent Change from Prior Year	-10%	-14%	49%	40%	-14%	24%	29%	7%	-8%	-31%	5%	-16%	-3%

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%	0%	0%	0%	1%	-	-	-	-	-
Multifamily/Multiplex	4%	7%	4%	5%	4%	5%	3%	7%	4%	4%	6%	7%	6%
Condo/Townhouse	33%	33%	44%	36%	45%	43%	37%	39%	34%	45%	41%	39%	34%
Single Family Residence	63%	59%	51%	57%	50%	52%	59%	53%	62%	51%	53%	54%	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

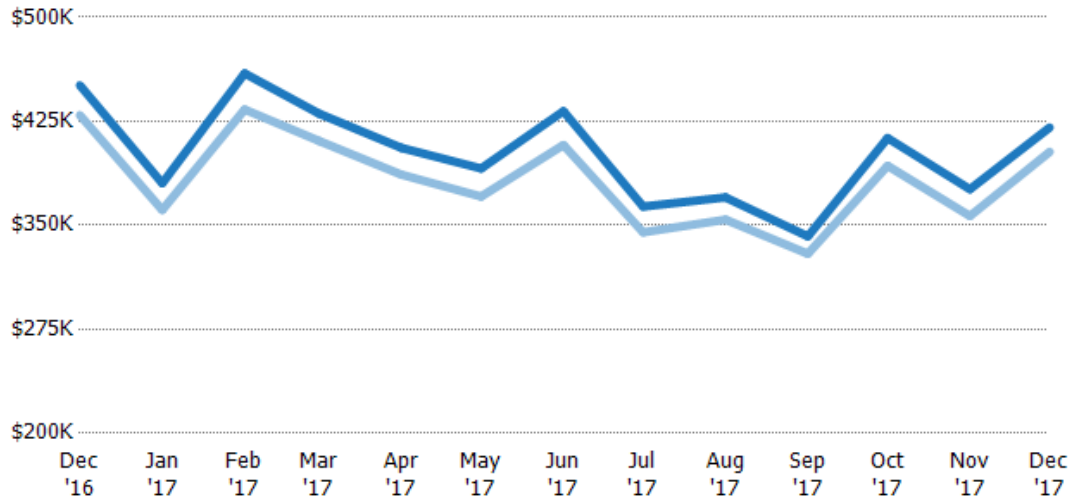


Average Sales Price vs Average Listing Price

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



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg List Price	\$451K	\$380K	\$460K	\$431K	\$406K	\$391K	\$432K	\$363K	\$370K	\$342K	\$413K	\$376K	\$421K
Avg Sales Price	\$429K	\$361K	\$434K	\$411K	\$387K	\$371K	\$408K	\$345K	\$354K	\$329K	\$393K	\$357K	\$403K
Avg Sales Price as a % of Avg List Price	95%	95%	94%	95%	95%	95%	94%	95%	96%	96%	95%	95%	96%

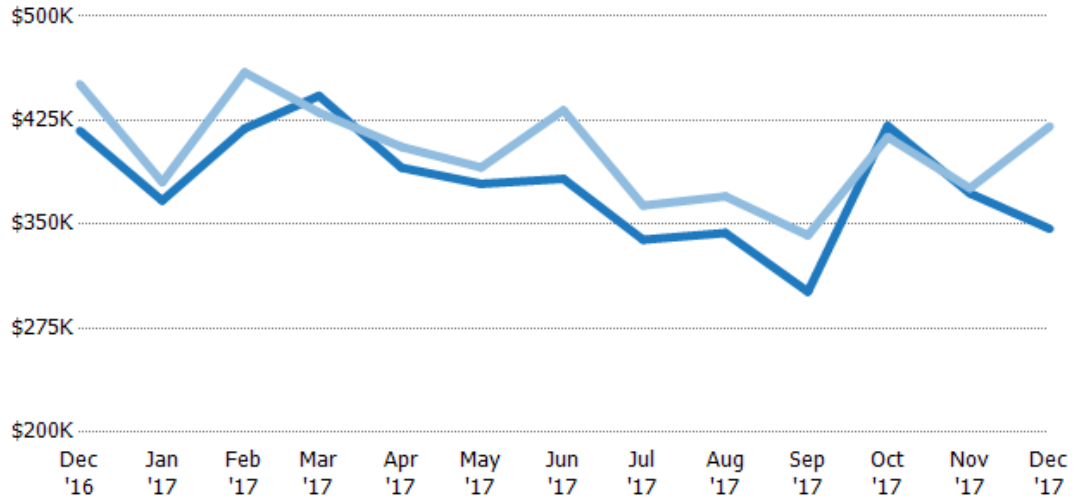


Average Sales Price vs Average Est Value

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



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg Est Value	\$417K	\$367K	\$419K	\$443K	\$391K	\$379K	\$383K	\$339K	\$344K	\$301K	\$421K	\$372K	\$347K
Avg Sales Price	\$451K	\$380K	\$460K	\$431K	\$406K	\$391K	\$432K	\$363K	\$370K	\$342K	\$413K	\$376K	\$421K
Avg Sales Price as a % of Avg Est Value	108%	104%	110%	97%	104%	103%	113%	107%	108%	113%	98%	101%	121%

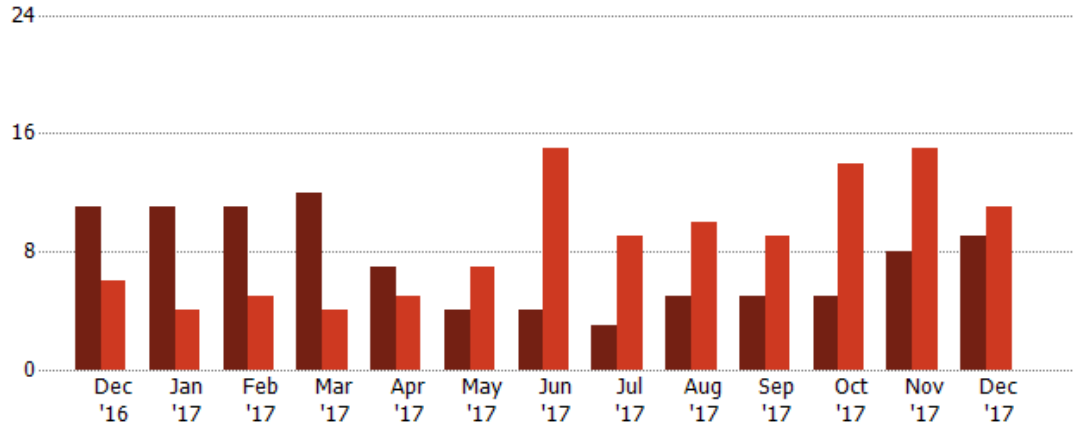
Distressed Listings

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.
Dec '17	9	-18.2%
Dec '16	11	83.3%
Dec '15	6	300%



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	11	11	11	12	7	4	4	3	5	5	5	8	9
Prior Year	6	4	5	4	5	7	15	9	10	9	14	15	11
Percent Change from Prior Year	83%	175%	120%	200%	40%	-43%	-73%	-67%	-50%	-44%	-64%	-47%	-18%

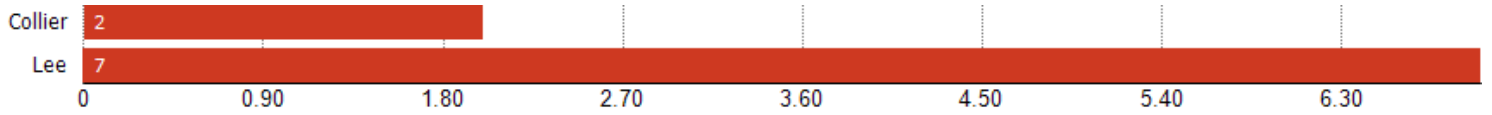




Distressed Listings (By County)

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: 01/07/2018

Scheduled: Yes

Report Date Range: From 12/2016 To: 12/2017

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 12/2017 data

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

