

Monthly Market Detail - December 2025

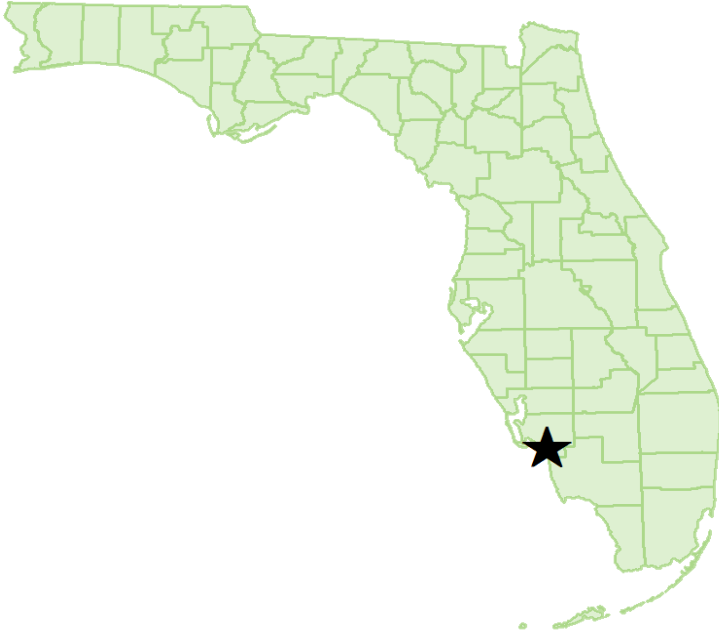
Single-Family Homes

Bonita Springs-Estero REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



BONITA SPRINGS-ESTERO
REALTORS®



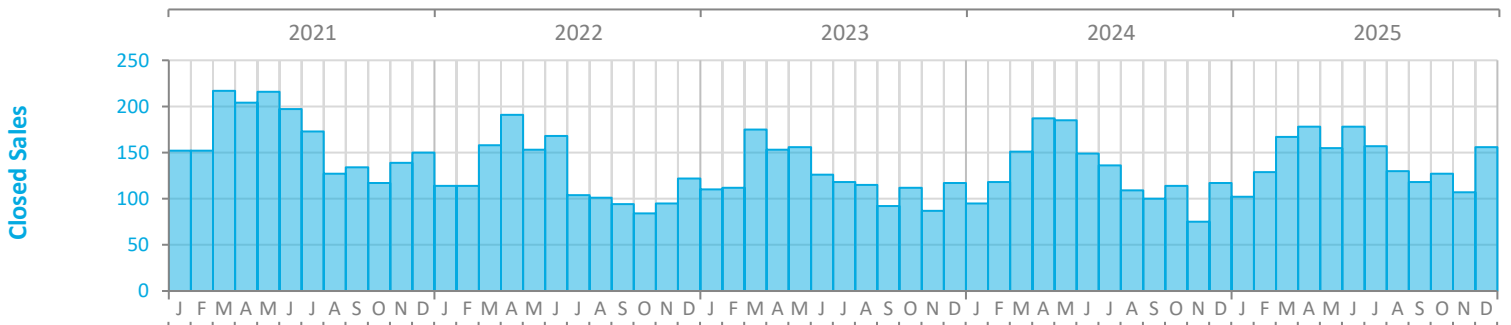
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	156	117	33.3%
Paid in Cash	59	62	-4.8%
Median Sale Price	\$560,000	\$655,000	-14.5%
Average Sale Price	\$815,364	\$851,764	-4.3%
Dollar Volume	\$127.2 Million	\$99.7 Million	27.6%
Median Percent of Original List Price Received	92.4%	94.0%	-1.7%
Median Time to Contract	59 Days	43 Days	37.2%
Median Time to Sale	91 Days	78 Days	16.7%
New Pending Sales	105	108	-2.8%
New Listings	176	194	-9.3%
Pending Inventory	131	135	-3.0%
Inventory (Active Listings)	831	846	-1.8%
Months Supply of Inventory	5.9	6.6	-10.6%

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	1,704	10.9%
December 2025	156	33.3%
November 2025	107	42.7%
October 2025	127	11.4%
September 2025	118	18.0%
August 2025	130	19.3%
July 2025	157	15.4%
June 2025	178	19.5%
May 2025	155	-16.2%
April 2025	178	-4.8%
March 2025	167	10.6%
February 2025	129	9.3%
January 2025	102	7.4%
December 2024	117	0.0%



Monthly Market Detail - December 2025

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

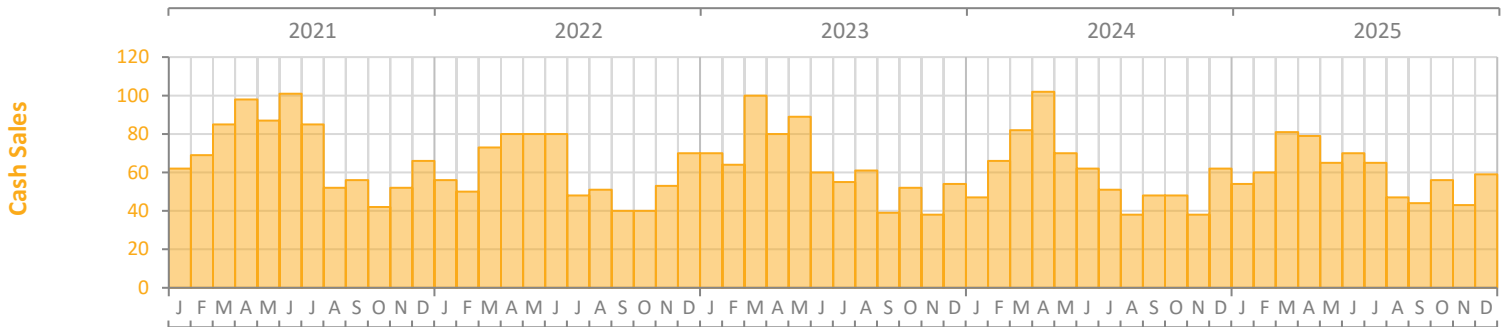
This report describes member activity for the association and is not confined to any specific geographic area.

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	723	1.3%
December 2025	59	-4.8%
November 2025	43	13.2%
October 2025	56	16.7%
September 2025	44	-8.3%
August 2025	47	23.7%
July 2025	65	27.5%
June 2025	70	12.9%
May 2025	65	-7.1%
April 2025	79	-22.5%
March 2025	81	-1.2%
February 2025	60	-9.1%
January 2025	54	14.9%
December 2024	62	14.8%

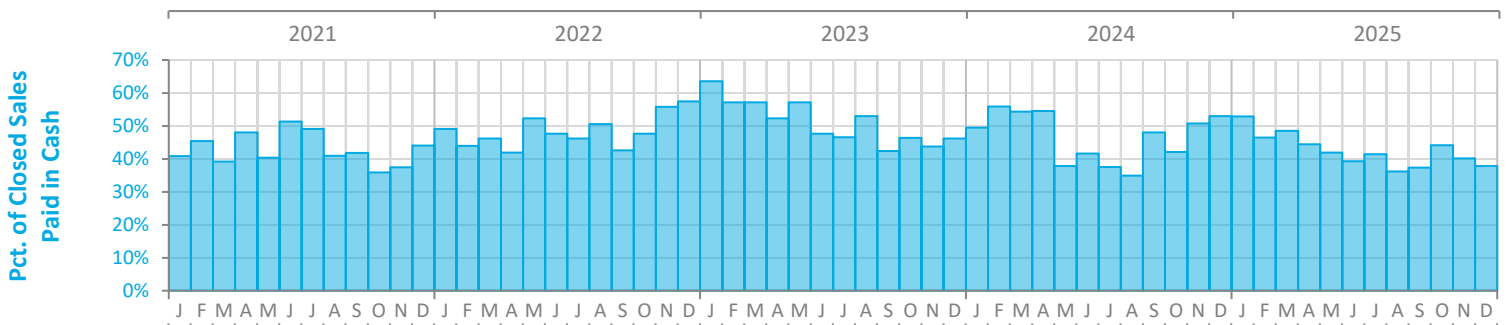


Cash Sales as a Percentage of Closed Sales

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	42.4%	-8.8%
December 2025	37.8%	-28.7%
November 2025	40.2%	-20.7%
October 2025	44.1%	4.8%
September 2025	37.3%	-22.3%
August 2025	36.2%	3.7%
July 2025	41.4%	10.4%
June 2025	39.3%	-5.5%
May 2025	41.9%	10.8%
April 2025	44.4%	-18.5%
March 2025	48.5%	-10.7%
February 2025	46.5%	-16.8%
January 2025	52.9%	6.9%
December 2024	53.0%	14.7%



Monthly Market Detail - December 2025

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

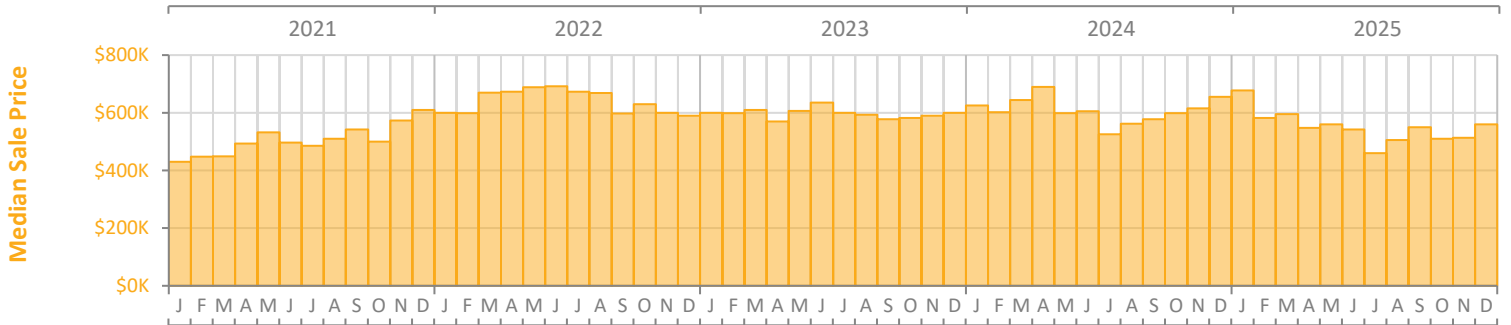
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$545,000	-9.2%
December 2025	\$560,000	-14.5%
November 2025	\$513,000	-16.6%
October 2025	\$510,000	-14.8%
September 2025	\$550,000	-4.8%
August 2025	\$505,000	-10.2%
July 2025	\$460,000	-12.4%
June 2025	\$541,610	-10.5%
May 2025	\$559,990	-6.5%
April 2025	\$547,450	-20.7%
March 2025	\$595,000	-7.7%
February 2025	\$582,285	-3.3%
January 2025	\$677,500	8.4%
December 2024	\$655,000	9.2%

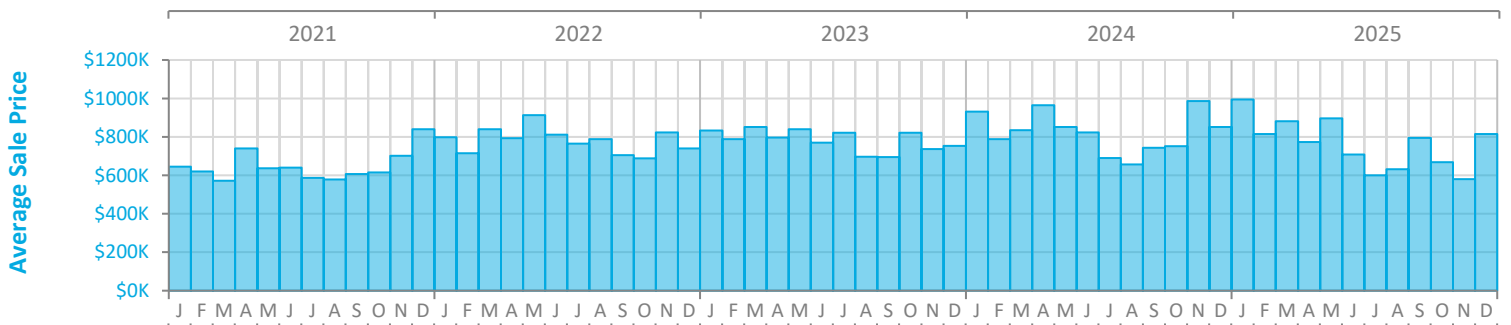


Average Sale Price

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	\$763,452	-7.5%
December 2025	\$815,364	-4.3%
November 2025	\$580,110	-41.1%
October 2025	\$667,776	-11.2%
September 2025	\$795,128	7.0%
August 2025	\$632,320	-3.7%
July 2025	\$599,778	-13.1%
June 2025	\$708,904	-14.0%
May 2025	\$896,583	5.3%
April 2025	\$773,508	-19.8%
March 2025	\$881,898	5.6%
February 2025	\$815,031	3.4%
January 2025	\$994,109	6.8%
December 2024	\$851,764	13.1%



Monthly Market Detail - December 2025

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

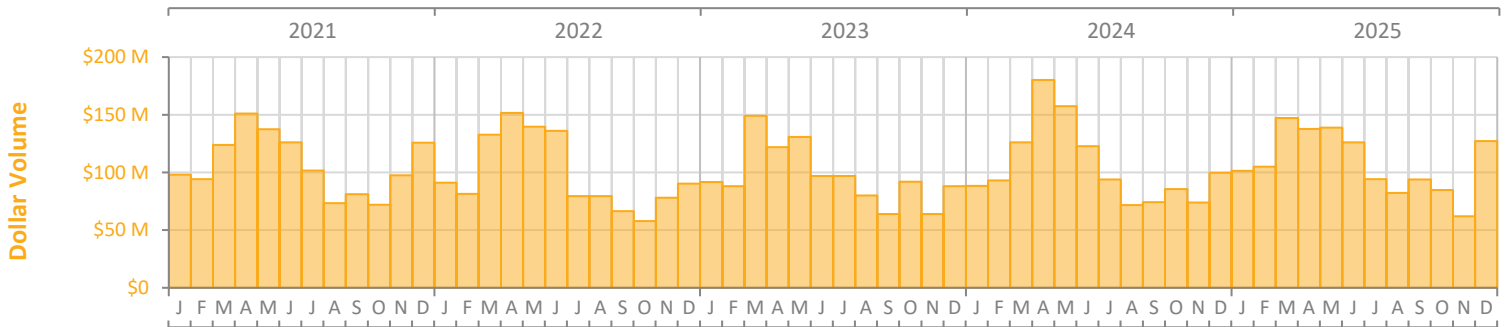
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$1.3 Billion	2.7%
December 2025	\$127.2 Million	27.6%
November 2025	\$62.1 Million	-16.0%
October 2025	\$84.8 Million	-1.0%
September 2025	\$93.8 Million	26.2%
August 2025	\$82.2 Million	14.8%
July 2025	\$94.2 Million	0.4%
June 2025	\$126.2 Million	2.8%
May 2025	\$139.0 Million	-11.8%
April 2025	\$137.7 Million	-23.6%
March 2025	\$147.3 Million	16.8%
February 2025	\$105.1 Million	13.0%
January 2025	\$101.4 Million	14.7%
December 2024	\$99.7 Million	13.1%

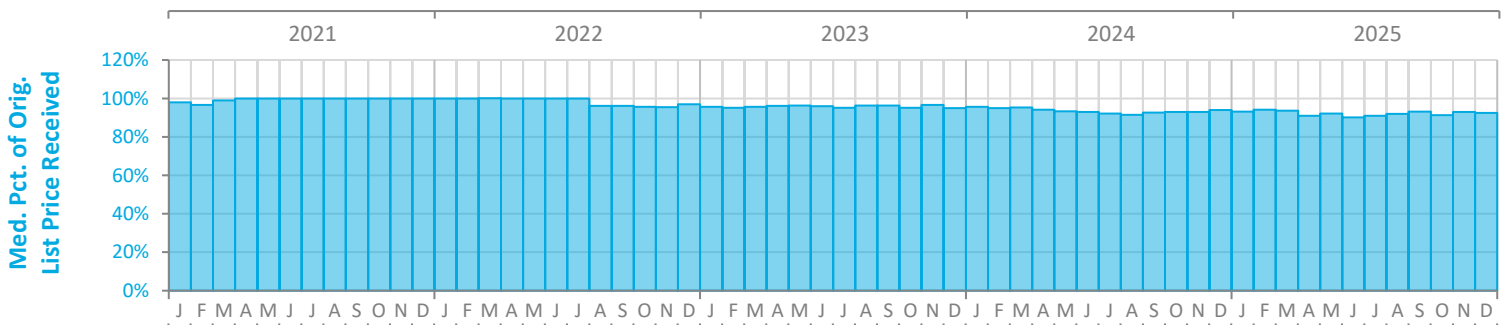


Median Percent of Original List Price Received

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	92.1%	-1.7%
December 2025	92.4%	-1.7%
November 2025	93.0%	0.0%
October 2025	91.3%	-1.7%
September 2025	93.1%	0.4%
August 2025	91.9%	0.4%
July 2025	90.9%	-1.4%
June 2025	90.1%	-3.0%
May 2025	92.2%	-1.2%
April 2025	91.0%	-3.3%
March 2025	93.7%	-1.7%
February 2025	94.1%	-0.8%
January 2025	93.1%	-2.6%
December 2024	94.0%	-0.9%



Monthly Market Detail - December 2025

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

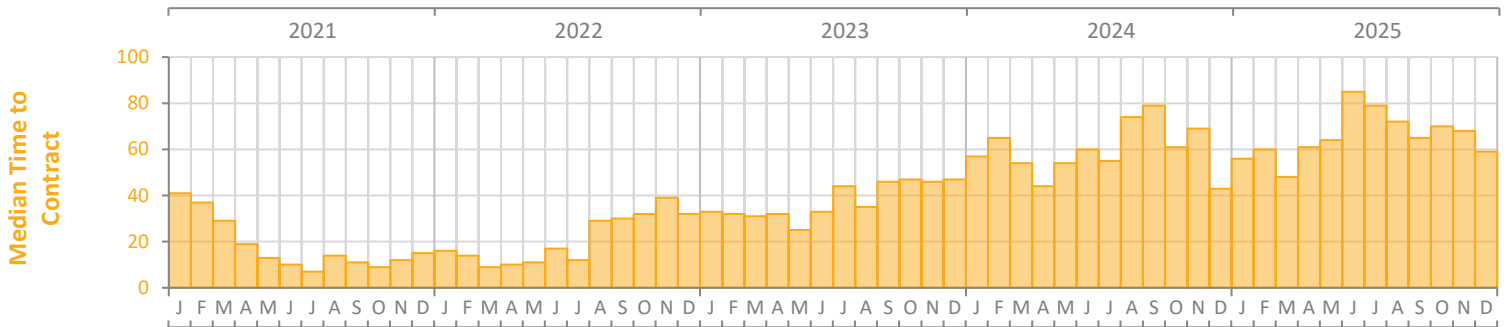
This report describes member activity for the association and is not confined to any specific geographic area.

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	73 Days	14.1%
December 2025	59 Days	37.2%
November 2025	68 Days	-1.4%
October 2025	70 Days	14.8%
September 2025	65 Days	-17.7%
August 2025	72 Days	-2.7%
July 2025	79 Days	43.6%
June 2025	85 Days	41.7%
May 2025	64 Days	18.5%
April 2025	61 Days	38.6%
March 2025	48 Days	-11.1%
February 2025	60 Days	-7.7%
January 2025	56 Days	-1.8%
December 2024	43 Days	-8.5%

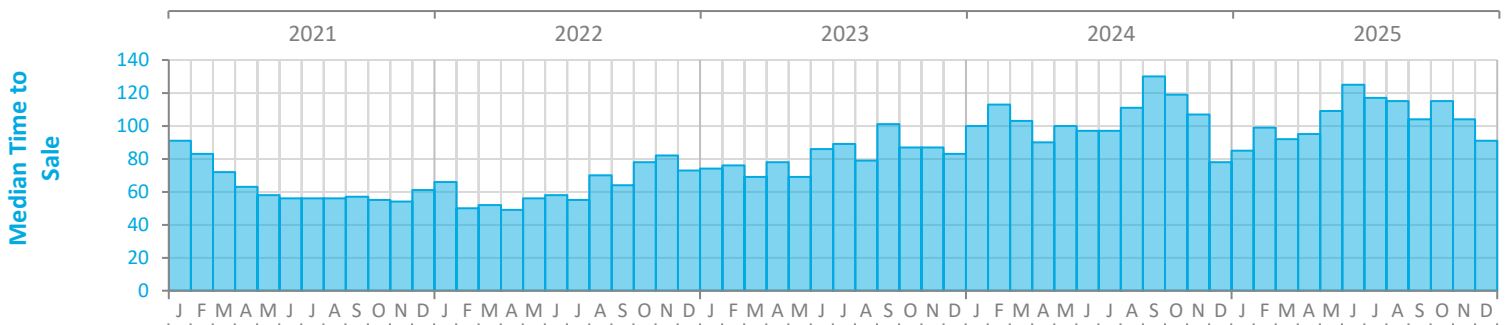


Median Time to Sale

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	112 Days	4.7%
December 2025	91 Days	16.7%
November 2025	104 Days	-2.8%
October 2025	115 Days	-3.4%
September 2025	104 Days	-20.0%
August 2025	115 Days	3.6%
July 2025	117 Days	20.6%
June 2025	125 Days	28.9%
May 2025	109 Days	9.0%
April 2025	95 Days	5.6%
March 2025	92 Days	-10.7%
February 2025	99 Days	-12.4%
January 2025	85 Days	-15.0%
December 2024	78 Days	-6.0%



Monthly Market Detail - December 2025

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

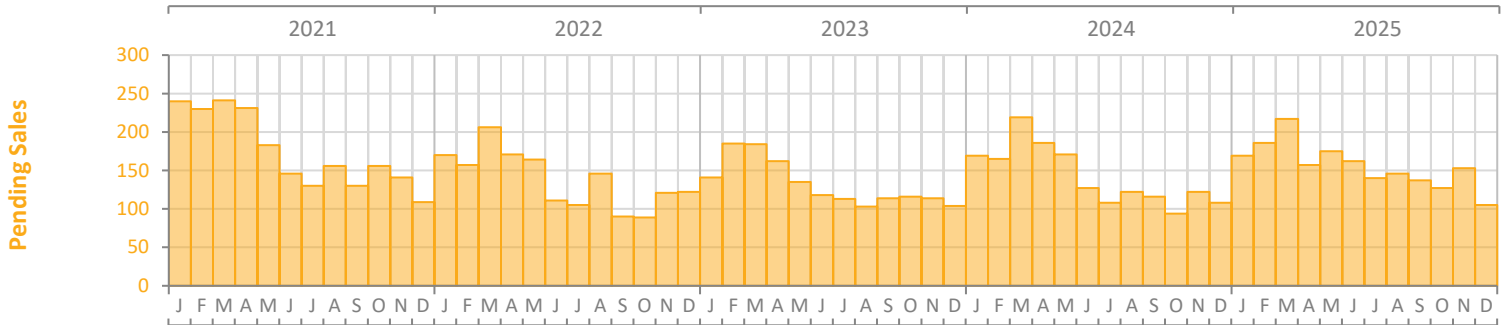
This report describes member activity for the association and is not confined to any specific geographic area.

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	1,874	9.8%
December 2025	105	-2.8%
November 2025	153	25.4%
October 2025	127	35.1%
September 2025	137	18.1%
August 2025	146	19.7%
July 2025	140	29.6%
June 2025	162	27.6%
May 2025	175	2.3%
April 2025	157	-15.6%
March 2025	217	-0.9%
February 2025	186	12.7%
January 2025	169	0.0%
December 2024	108	3.8%

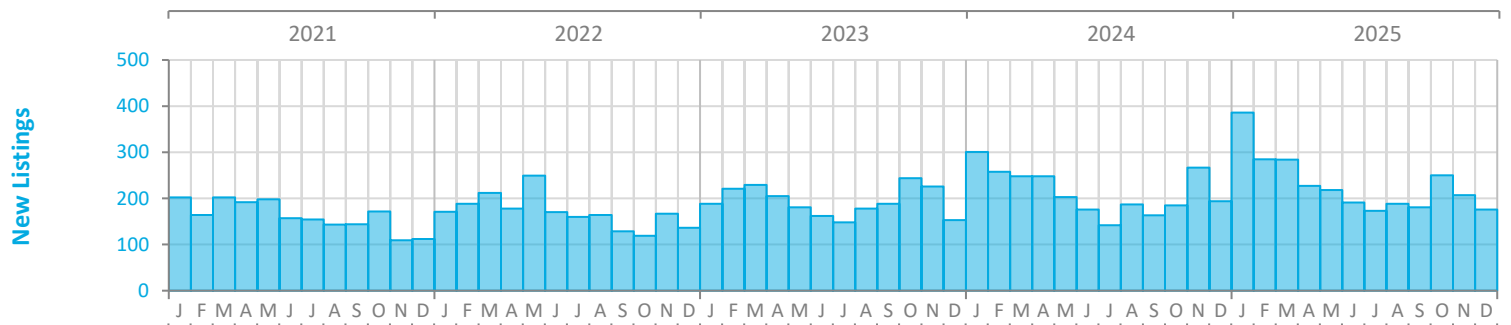


New Listings

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	2,766	7.5%
December 2025	176	-9.3%
November 2025	207	-22.5%
October 2025	250	35.1%
September 2025	181	11.0%
August 2025	188	0.5%
July 2025	173	21.8%
June 2025	191	8.5%
May 2025	218	7.4%
April 2025	227	-8.5%
March 2025	284	14.5%
February 2025	285	10.5%
January 2025	386	28.2%
December 2024	194	26.8%



Monthly Market Detail - December 2025

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

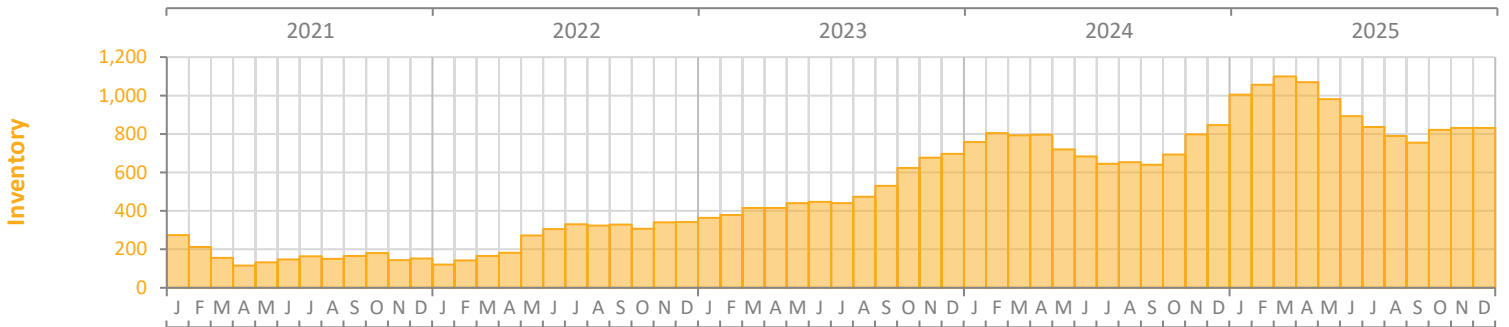
This report describes member activity for the association and is not confined to any specific geographic area.

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)	914	24.2%
December 2025	831	-1.8%
November 2025	831	4.0%
October 2025	821	18.5%
September 2025	755	18.0%
August 2025	790	20.8%
July 2025	836	29.6%
June 2025	893	30.6%
May 2025	981	36.3%
April 2025	1,069	34.3%
March 2025	1,099	38.4%
February 2025	1,057	31.3%
January 2025	1,005	32.6%
December 2024	846	21.6%

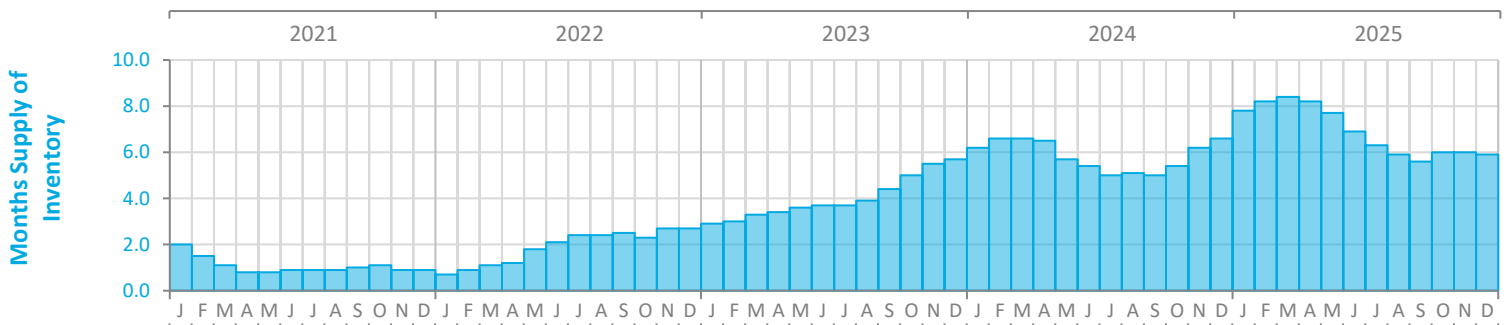


Months Supply of Inventory

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)	6.9	16.9%
December 2025	5.9	-10.6%
November 2025	6.0	-3.2%
October 2025	6.0	11.1%
September 2025	5.6	12.0%
August 2025	5.9	15.7%
July 2025	6.3	26.0%
June 2025	6.9	27.8%
May 2025	7.7	35.1%
April 2025	8.2	26.2%
March 2025	8.4	27.3%
February 2025	8.2	24.2%
January 2025	7.8	25.8%
December 2024	6.6	15.8%



Monthly Market Detail - December 2025

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

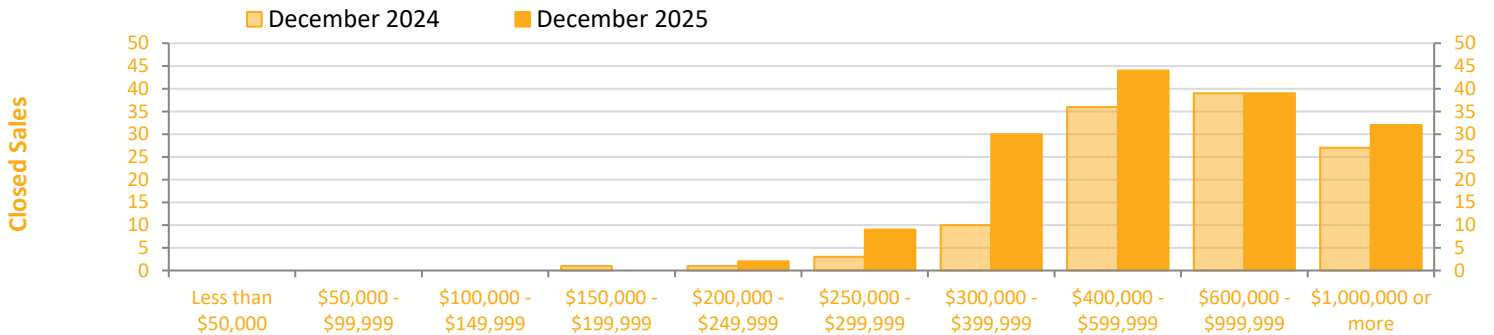
This report describes member activity for the association and is not confined to any specific geographic area.

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	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	0	-100.0%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	9	200.0%
\$300,000 - \$399,999	30	200.0%
\$400,000 - \$599,999	44	22.2%
\$600,000 - \$999,999	39	0.0%
\$1,000,000 or more	32	18.5%

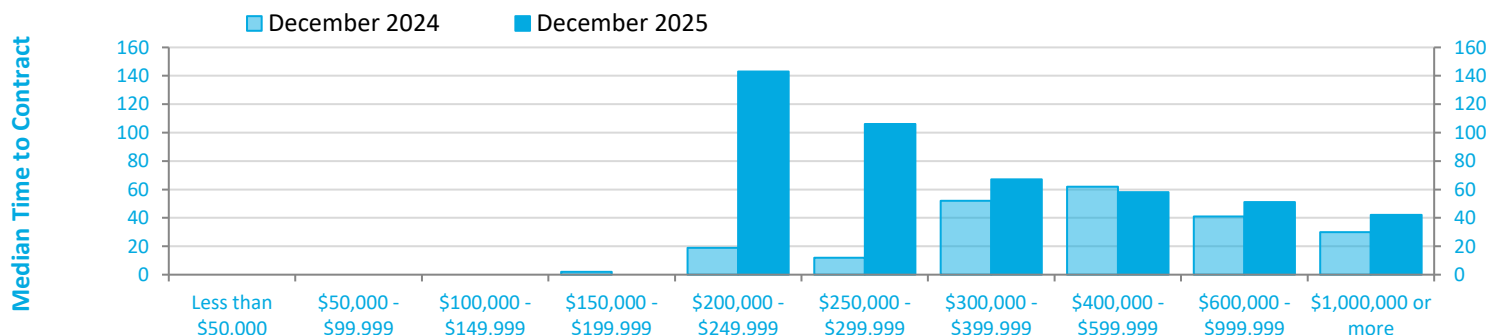


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	(No Sales)	N/A
\$200,000 - \$249,999	143 Days	652.6%
\$250,000 - \$299,999	106 Days	783.3%
\$300,000 - \$399,999	67 Days	28.8%
\$400,000 - \$599,999	58 Days	-6.5%
\$600,000 - \$999,999	51 Days	24.4%
\$1,000,000 or more	42 Days	40.0%



Monthly Market Detail - December 2025

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

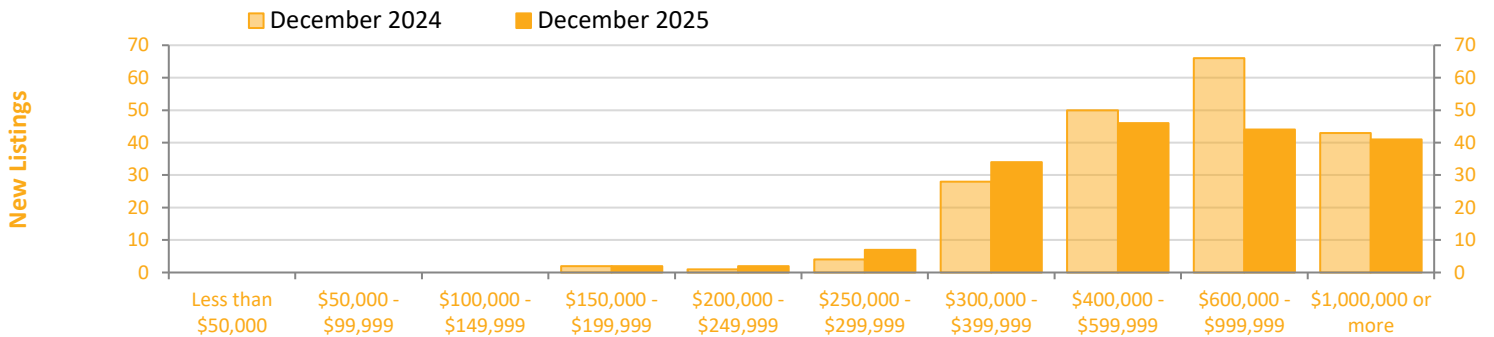
This report describes member activity for the association and is not confined to any specific geographic area.

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	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	2	0.0%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	7	75.0%
\$300,000 - \$399,999	34	21.4%
\$400,000 - \$599,999	46	-8.0%
\$600,000 - \$999,999	44	-33.3%
\$1,000,000 or more	41	-4.7%

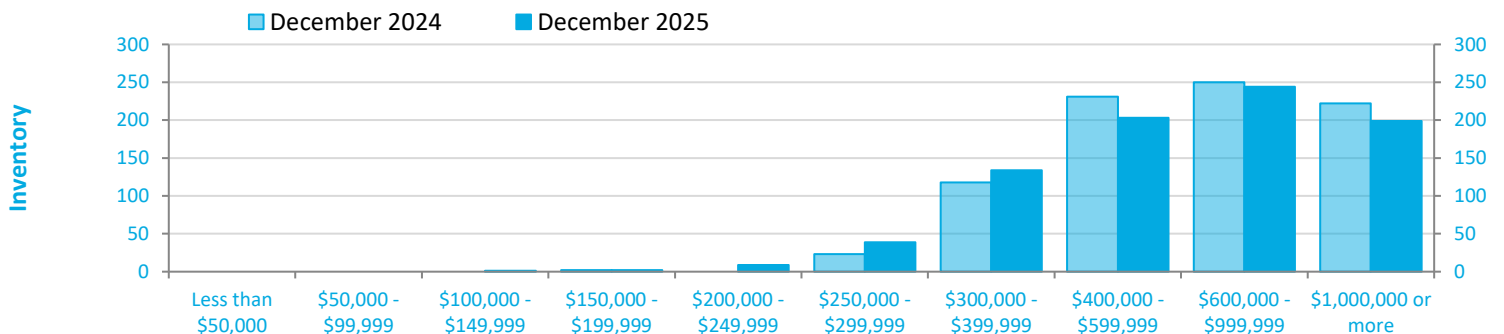


Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	2	0.0%
\$200,000 - \$249,999	9	N/A
\$250,000 - \$299,999	39	69.6%
\$300,000 - \$399,999	134	13.6%
\$400,000 - \$599,999	203	-12.1%
\$600,000 - \$999,999	244	-2.4%
\$1,000,000 or more	199	-10.4%



Monthly Distressed Market - December 2025

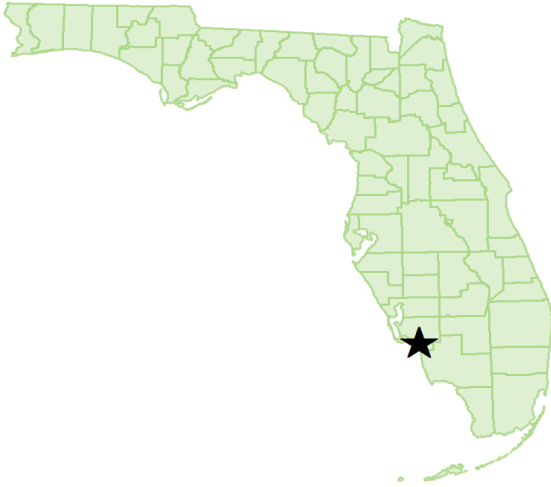
Single-Family Homes

Bonita Springs-Estero REALTORS®

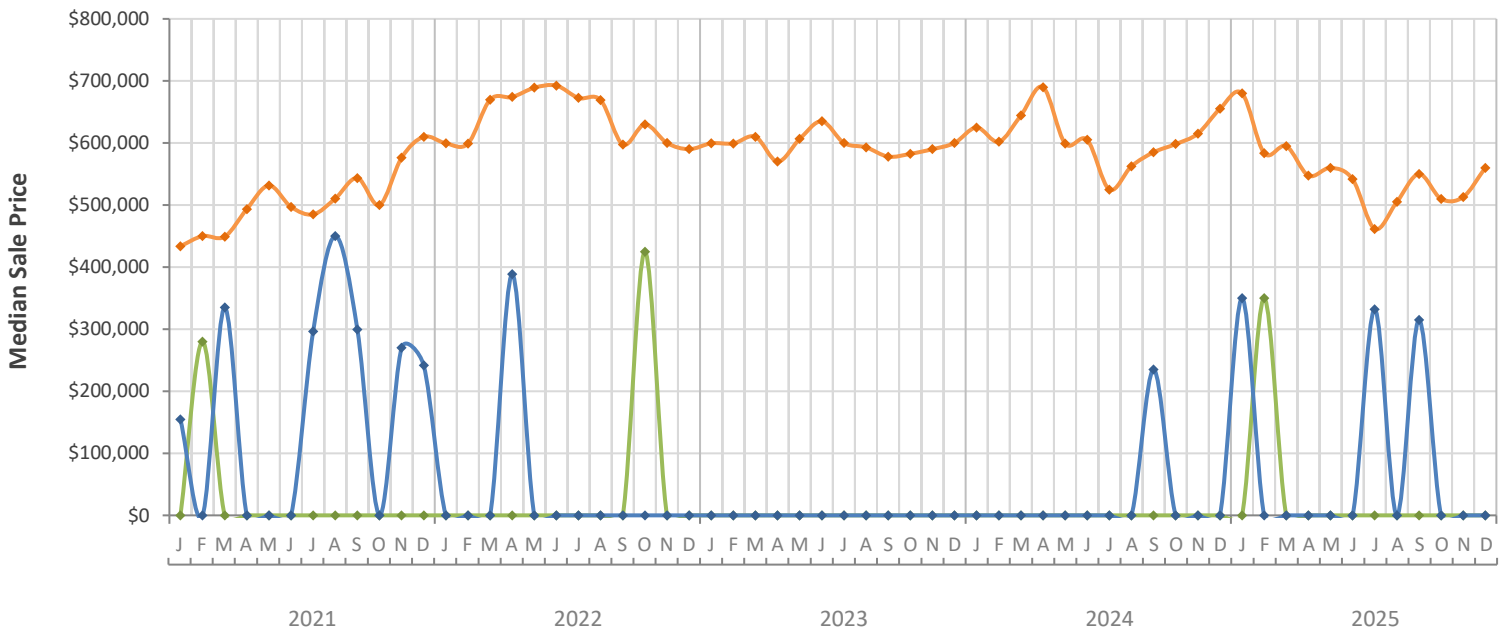
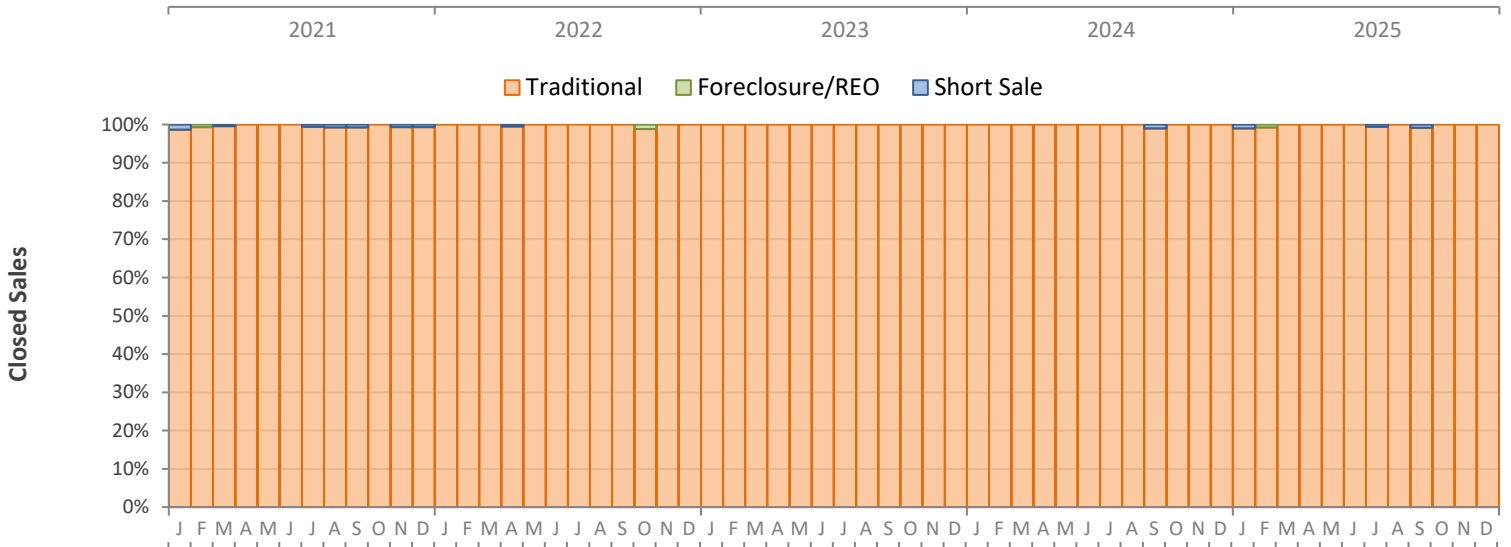
This report describes member activity for the association and is not confined to any specific geographic area.



BONITA SPRINGS-ESTERO
REALTORS®



		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	156	117	33.3%
	Median Sale Price	\$560,000	\$655,000	-14.5%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - December 2025

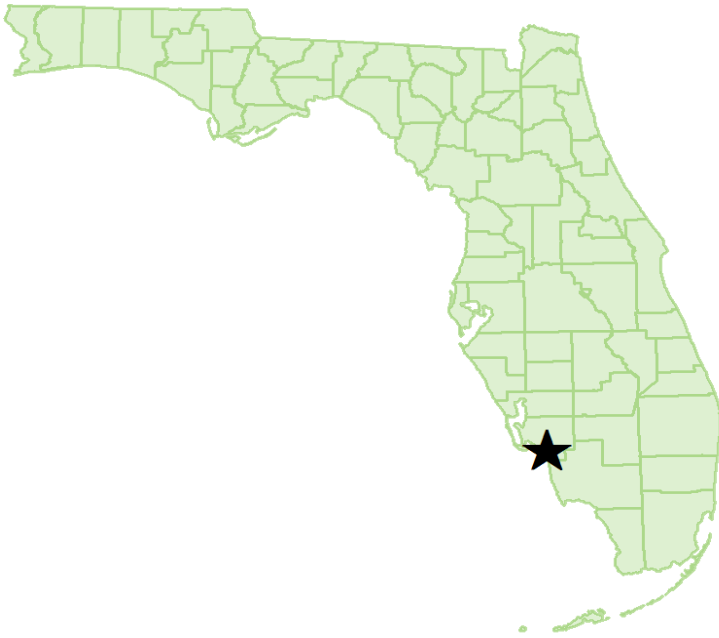
Townhouses and Condos

Bonita Springs-Estero REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



BONITA SPRINGS-ESTERO
REALTORS®



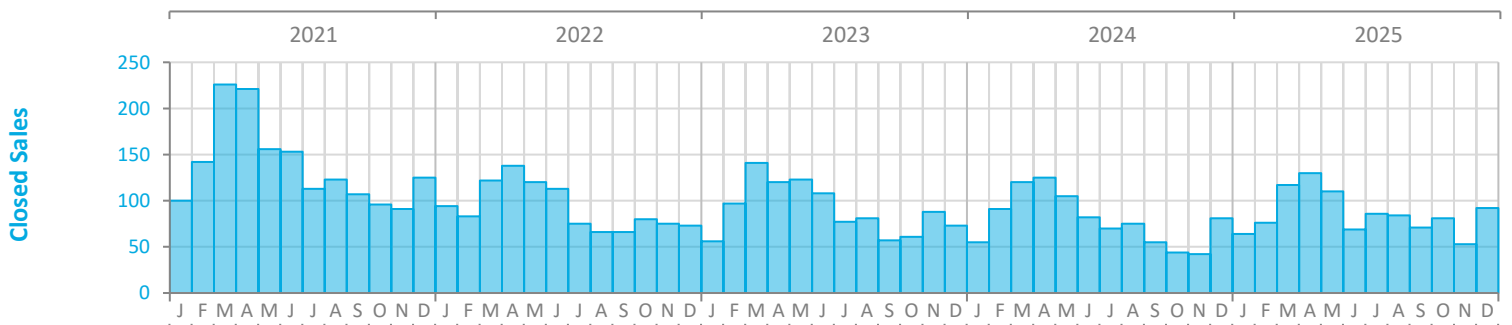
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	92	81	13.6%
Paid in Cash	54	49	10.2%
Median Sale Price	\$391,000	\$390,000	0.3%
Average Sale Price	\$474,690	\$460,337	3.1%
Dollar Volume	\$43.7 Million	\$37.3 Million	17.1%
Median Percent of Original List Price Received	93.5%	90.9%	2.9%
Median Time to Contract	64 Days	60 Days	6.7%
Median Time to Sale	92 Days	94 Days	-2.1%
New Pending Sales	94	76	23.7%
New Listings	135	157	-14.0%
Pending Inventory	105	84	25.0%
Inventory (Active Listings)	704	707	-0.4%
Months Supply of Inventory	8.2	9.0	-8.9%

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	1,033	9.3%
December 2025	92	13.6%
November 2025	53	26.2%
October 2025	81	84.1%
September 2025	71	29.1%
August 2025	84	12.0%
July 2025	86	22.9%
June 2025	69	-15.9%
May 2025	110	4.8%
April 2025	130	4.0%
March 2025	117	-2.5%
February 2025	76	-16.5%
January 2025	64	16.4%
December 2024	81	11.0%



Monthly Market Detail - December 2025

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

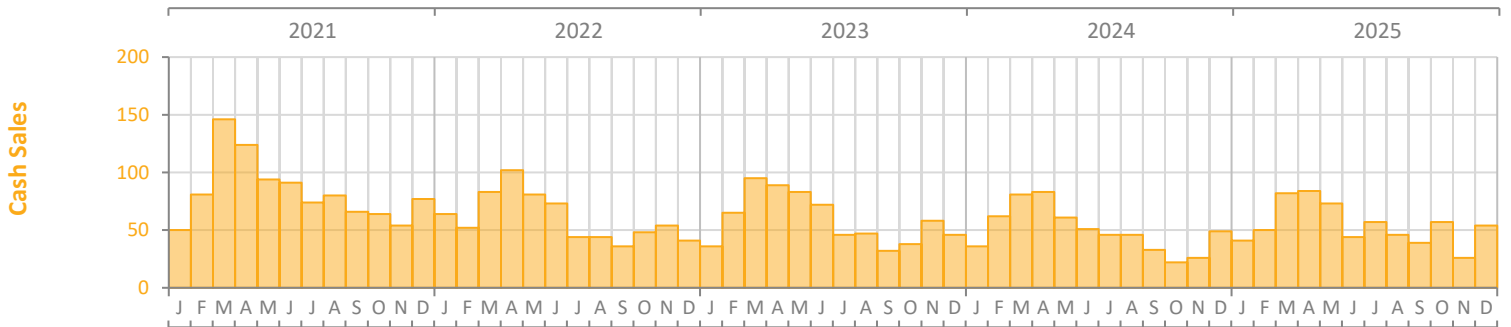
This report describes member activity for the association and is not confined to any specific geographic area.

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	653	9.6%
December 2025	54	10.2%
November 2025	26	0.0%
October 2025	57	159.1%
September 2025	39	18.2%
August 2025	46	0.0%
July 2025	57	23.9%
June 2025	44	-13.7%
May 2025	73	19.7%
April 2025	84	1.2%
March 2025	82	1.2%
February 2025	50	-19.4%
January 2025	41	13.9%
December 2024	49	6.5%

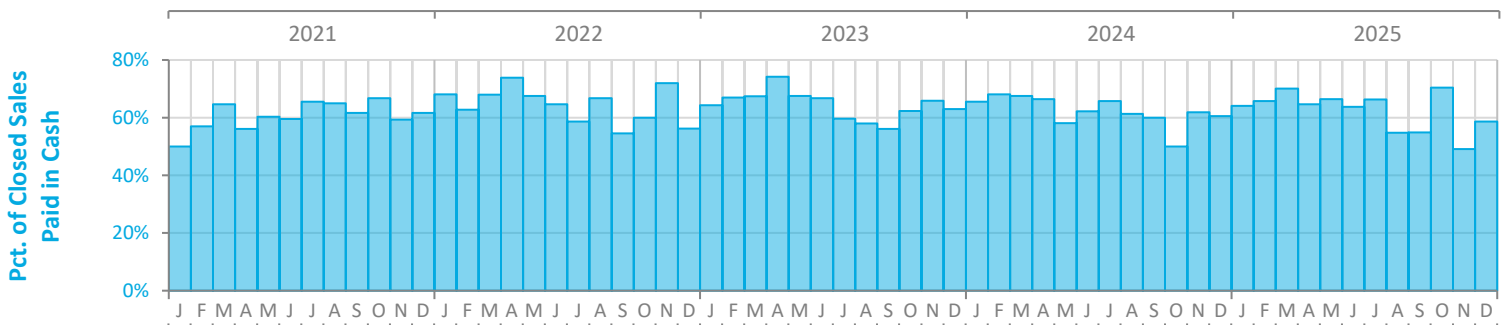


Cash Sales as a Percentage of Closed Sales

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	63.2%	0.2%
December 2025	58.7%	-3.0%
November 2025	49.1%	-20.7%
October 2025	70.4%	40.8%
September 2025	54.9%	-8.5%
August 2025	54.8%	-10.6%
July 2025	66.3%	0.9%
June 2025	63.8%	2.6%
May 2025	66.4%	14.3%
April 2025	64.6%	-2.7%
March 2025	70.1%	3.9%
February 2025	65.8%	-3.4%
January 2025	64.1%	-2.1%
December 2024	60.5%	-4.0%



Monthly Market Detail - December 2025

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

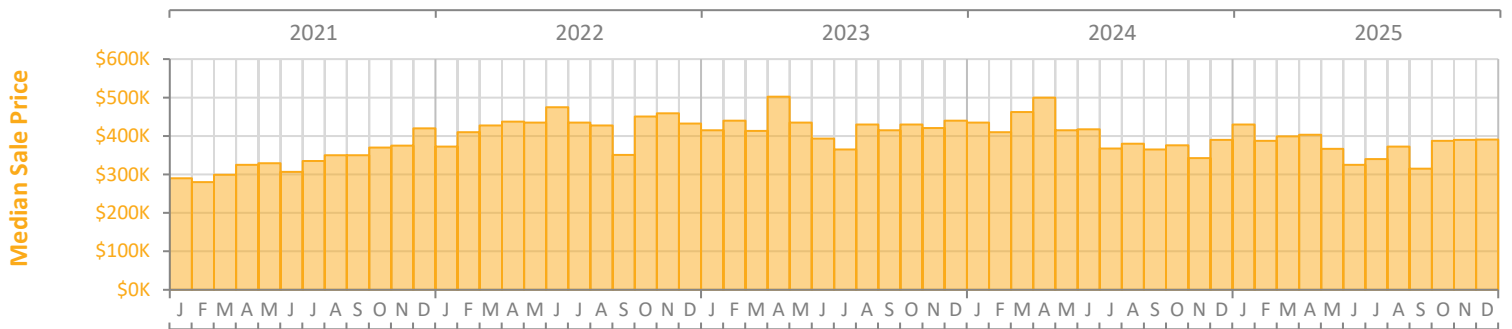
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$380,000	-7.7%
December 2025	\$391,000	0.3%
November 2025	\$390,000	13.9%
October 2025	\$387,135	3.1%
September 2025	\$315,000	-13.7%
August 2025	\$372,500	-2.0%
July 2025	\$340,000	-7.5%
June 2025	\$325,000	-22.2%
May 2025	\$366,250	-11.7%
April 2025	\$403,500	-19.3%
March 2025	\$399,000	-13.6%
February 2025	\$387,500	-5.5%
January 2025	\$430,000	-1.1%
December 2024	\$390,000	-11.4%

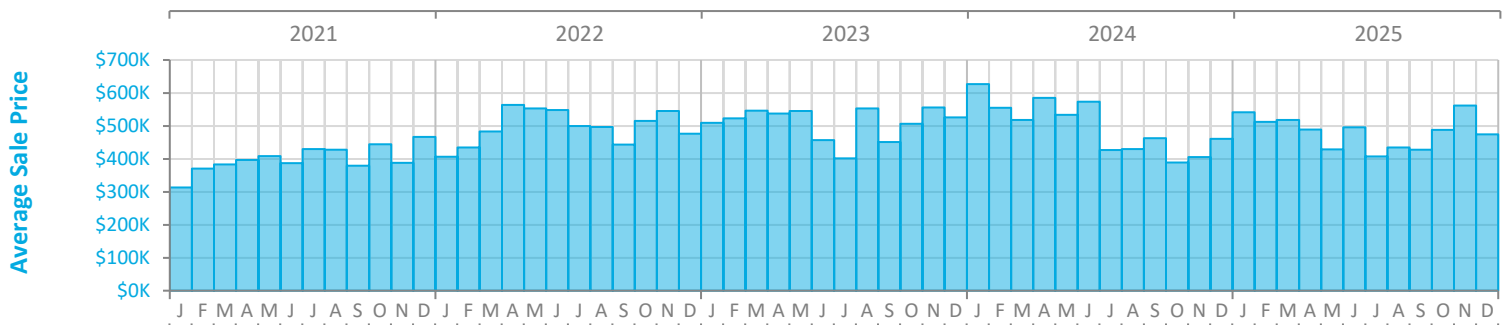


Average Sale Price

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	\$478,408	-6.3%
December 2025	\$474,690	3.1%
November 2025	\$561,730	38.4%
October 2025	\$488,004	25.6%
September 2025	\$427,829	-7.6%
August 2025	\$434,637	1.2%
July 2025	\$407,730	-4.5%
June 2025	\$496,095	-13.4%
May 2025	\$428,990	-19.6%
April 2025	\$489,127	-16.4%
March 2025	\$518,195	0.0%
February 2025	\$512,683	-7.6%
January 2025	\$541,791	-13.5%
December 2024	\$460,337	-12.4%



Monthly Market Detail - December 2025

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

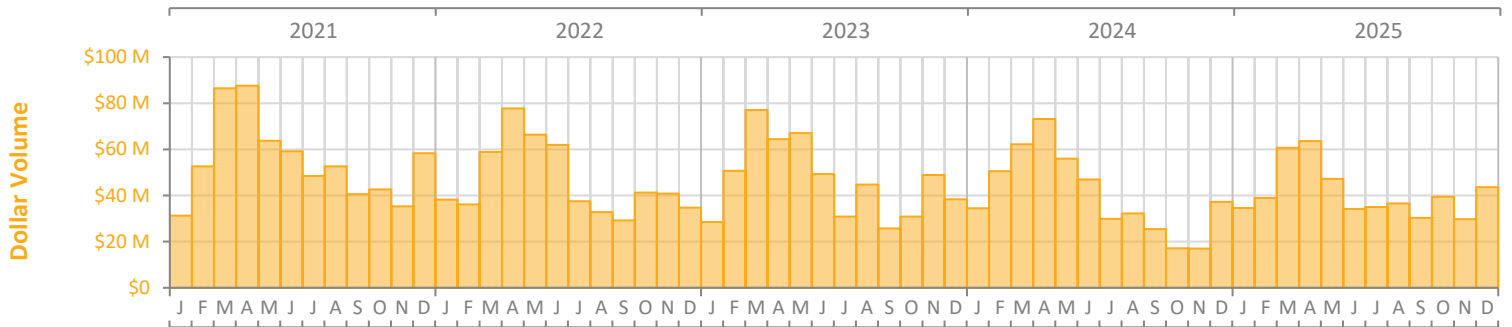
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$494.2 Million	2.5%
December 2025	\$43.7 Million	17.1%
November 2025	\$29.8 Million	74.7%
October 2025	\$39.5 Million	131.2%
September 2025	\$30.4 Million	19.3%
August 2025	\$36.5 Million	13.3%
July 2025	\$35.1 Million	17.3%
June 2025	\$34.2 Million	-27.2%
May 2025	\$47.2 Million	-15.8%
April 2025	\$63.6 Million	-13.1%
March 2025	\$60.6 Million	-2.5%
February 2025	\$39.0 Million	-22.9%
January 2025	\$34.7 Million	0.6%
December 2024	\$37.3 Million	-2.8%

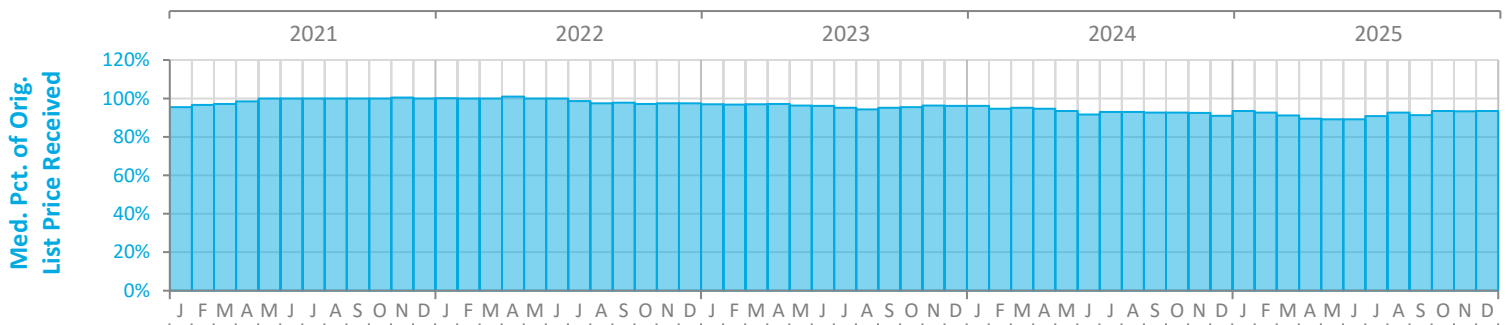


Median Percent of Original List Price Received

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	91.6%	-2.3%
December 2025	93.5%	2.9%
November 2025	93.3%	1.0%
October 2025	93.4%	0.9%
September 2025	91.3%	-1.5%
August 2025	92.6%	-0.3%
July 2025	90.8%	-2.4%
June 2025	89.2%	-2.7%
May 2025	89.2%	-4.6%
April 2025	89.5%	-5.5%
March 2025	91.1%	-4.2%
February 2025	92.7%	-2.1%
January 2025	93.5%	-2.8%
December 2024	90.9%	-5.4%



Monthly Market Detail - December 2025

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

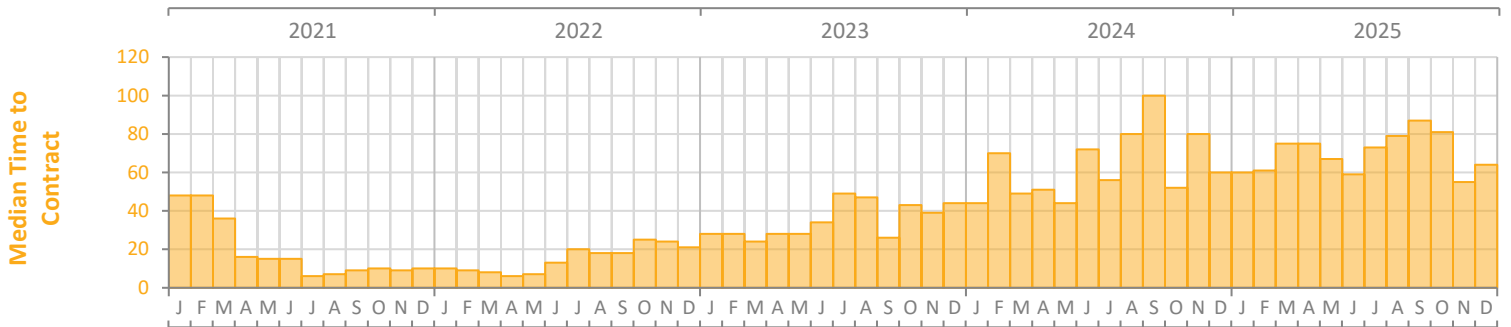
This report describes member activity for the association and is not confined to any specific geographic area.

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	80 Days	23.1%
December 2025	64 Days	6.7%
November 2025	55 Days	-31.3%
October 2025	81 Days	55.8%
September 2025	87 Days	-13.0%
August 2025	79 Days	-1.3%
July 2025	73 Days	30.4%
June 2025	59 Days	-18.1%
May 2025	67 Days	52.3%
April 2025	75 Days	47.1%
March 2025	75 Days	53.1%
February 2025	61 Days	-12.9%
January 2025	60 Days	36.4%
December 2024	60 Days	36.4%

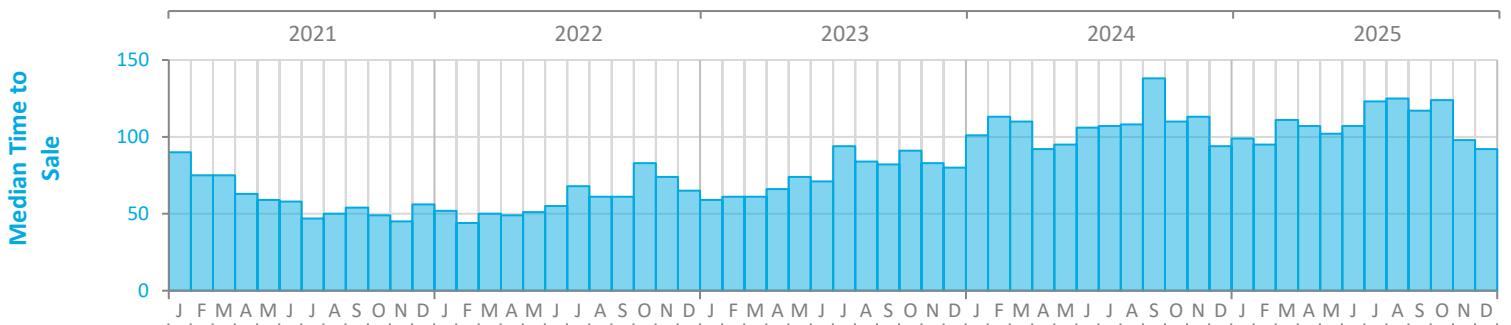


Median Time to Sale

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	119 Days	8.2%
December 2025	92 Days	-2.1%
November 2025	98 Days	-13.3%
October 2025	124 Days	12.7%
September 2025	117 Days	-15.2%
August 2025	125 Days	15.7%
July 2025	123 Days	15.0%
June 2025	107 Days	0.9%
May 2025	102 Days	7.4%
April 2025	107 Days	16.3%
March 2025	111 Days	0.9%
February 2025	95 Days	-15.9%
January 2025	99 Days	-2.0%
December 2024	94 Days	17.5%



Monthly Market Detail - December 2025

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

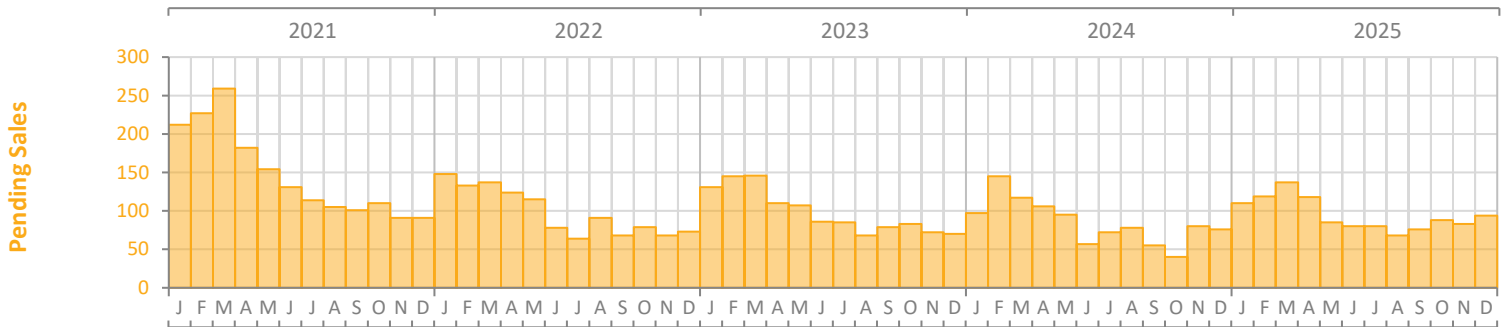
This report describes member activity for the association and is not confined to any specific geographic area.

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	1,138	11.8%
December 2025	94	23.7%
November 2025	83	3.8%
October 2025	88	120.0%
September 2025	76	38.2%
August 2025	68	-12.8%
July 2025	80	11.1%
June 2025	80	40.4%
May 2025	85	-10.5%
April 2025	118	11.3%
March 2025	137	17.1%
February 2025	119	-17.9%
January 2025	110	13.4%
December 2024	76	8.6%

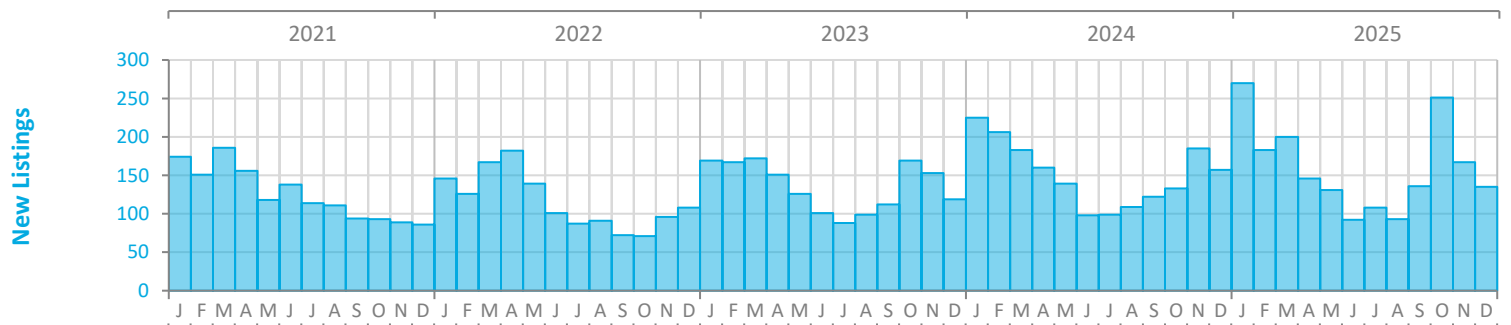


New Listings

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	1,912	5.3%
December 2025	135	-14.0%
November 2025	167	-9.7%
October 2025	251	88.7%
September 2025	136	11.5%
August 2025	93	-14.7%
July 2025	108	9.1%
June 2025	92	-6.1%
May 2025	131	-5.8%
April 2025	146	-8.8%
March 2025	200	9.3%
February 2025	183	-11.2%
January 2025	270	20.0%
December 2024	157	31.9%



Monthly Market Detail - December 2025

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

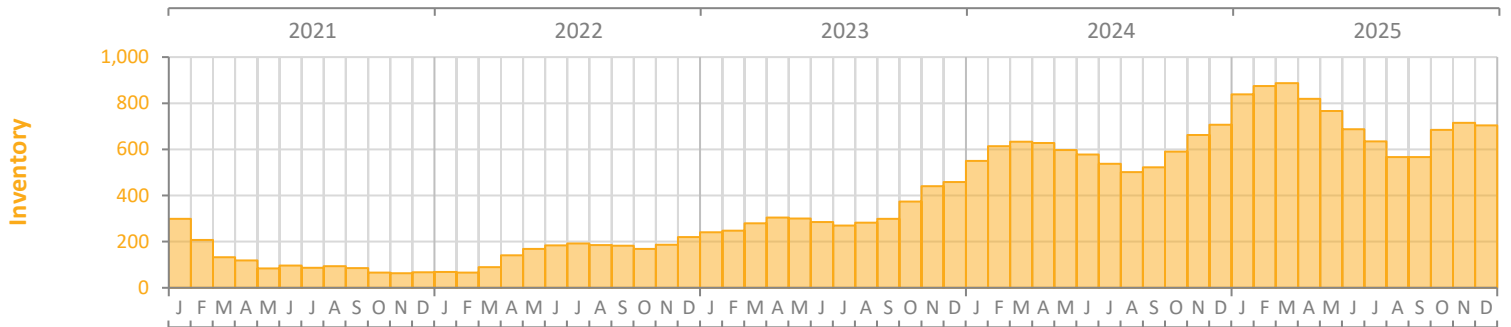
This report describes member activity for the association and is not confined to any specific geographic area.

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)	729	22.8%
December 2025	704	-0.4%
November 2025	715	7.8%
October 2025	684	15.9%
September 2025	567	8.6%
August 2025	566	13.0%
July 2025	634	17.8%
June 2025	688	19.0%
May 2025	766	28.3%
April 2025	819	30.4%
March 2025	887	40.1%
February 2025	874	42.3%
January 2025	839	52.5%
December 2024	707	54.0%

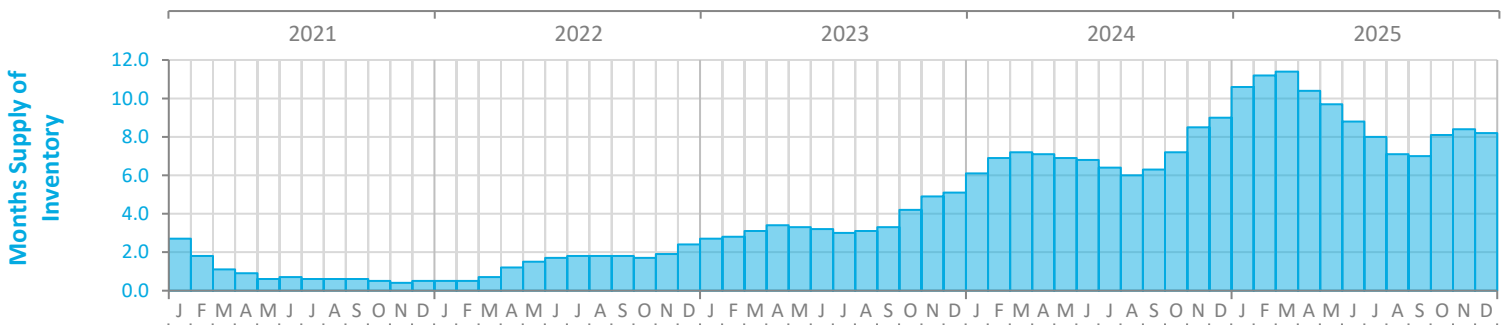


Months Supply of Inventory

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)	9.1	30.0%
December 2025	8.2	-8.9%
November 2025	8.4	-1.2%
October 2025	8.1	12.5%
September 2025	7.0	11.1%
August 2025	7.1	18.3%
July 2025	8.0	25.0%
June 2025	8.8	29.4%
May 2025	9.7	40.6%
April 2025	10.4	46.5%
March 2025	11.4	58.3%
February 2025	11.2	62.3%
January 2025	10.6	73.8%
December 2024	9.0	76.5%



Monthly Market Detail - December 2025

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

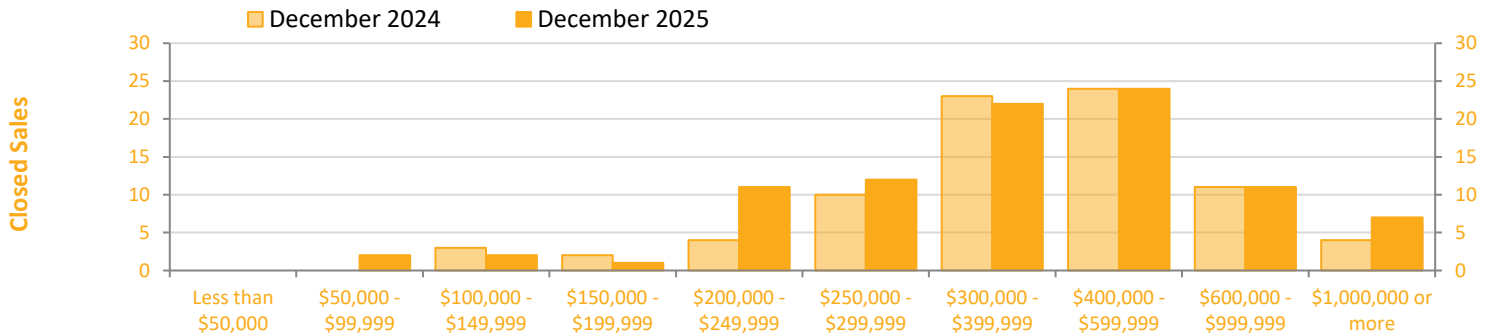
This report describes member activity for the association and is not confined to any specific geographic area.

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	N/A
\$50,000 - \$99,999	2	N/A
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	1	-50.0%
\$200,000 - \$249,999	11	175.0%
\$250,000 - \$299,999	12	20.0%
\$300,000 - \$399,999	22	-4.3%
\$400,000 - \$599,999	24	0.0%
\$600,000 - \$999,999	11	0.0%
\$1,000,000 or more	7	75.0%

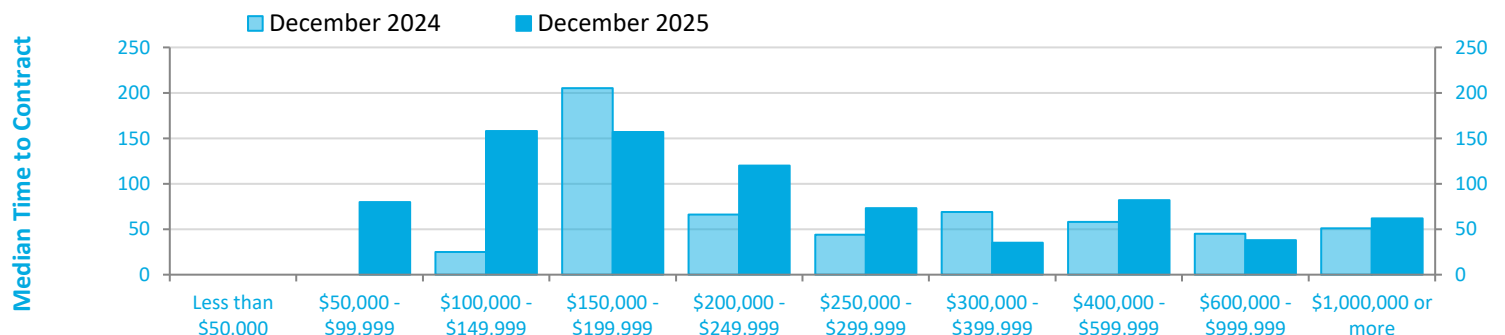


Median Time to Contract by Sale Price

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	80 Days	N/A
\$100,000 - \$149,999	158 Days	532.0%
\$150,000 - \$199,999	157 Days	-23.4%
\$200,000 - \$249,999	120 Days	81.8%
\$250,000 - \$299,999	73 Days	65.9%
\$300,000 - \$399,999	35 Days	-49.3%
\$400,000 - \$599,999	82 Days	41.4%
\$600,000 - \$999,999	38 Days	-15.6%
\$1,000,000 or more	62 Days	21.6%



Monthly Market Detail - December 2025

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

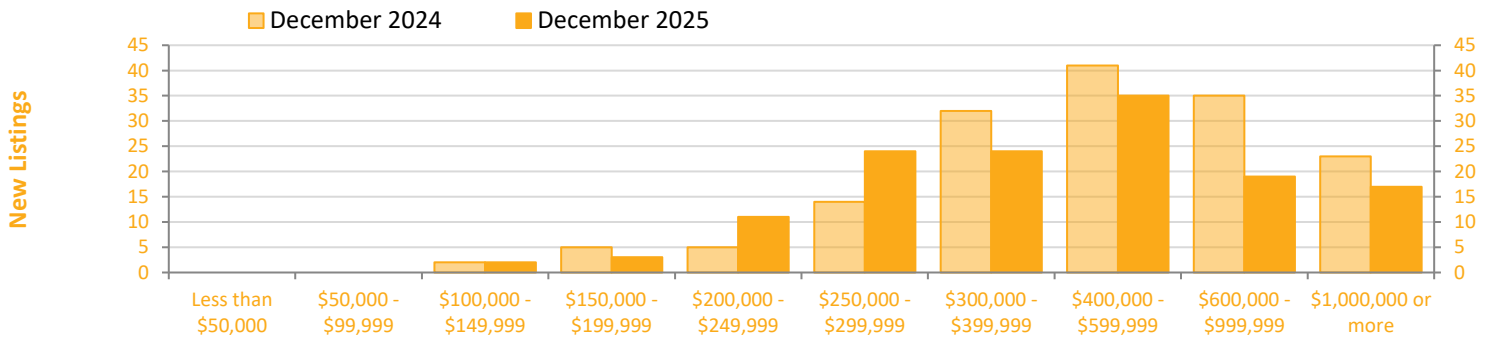
This report describes member activity for the association and is not confined to any specific geographic area.

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	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	2	0.0%
\$150,000 - \$199,999	3	-40.0%
\$200,000 - \$249,999	11	120.0%
\$250,000 - \$299,999	24	71.4%
\$300,000 - \$399,999	24	-25.0%
\$400,000 - \$599,999	35	-14.6%
\$600,000 - \$999,999	19	-45.7%
\$1,000,000 or more	17	-26.1%

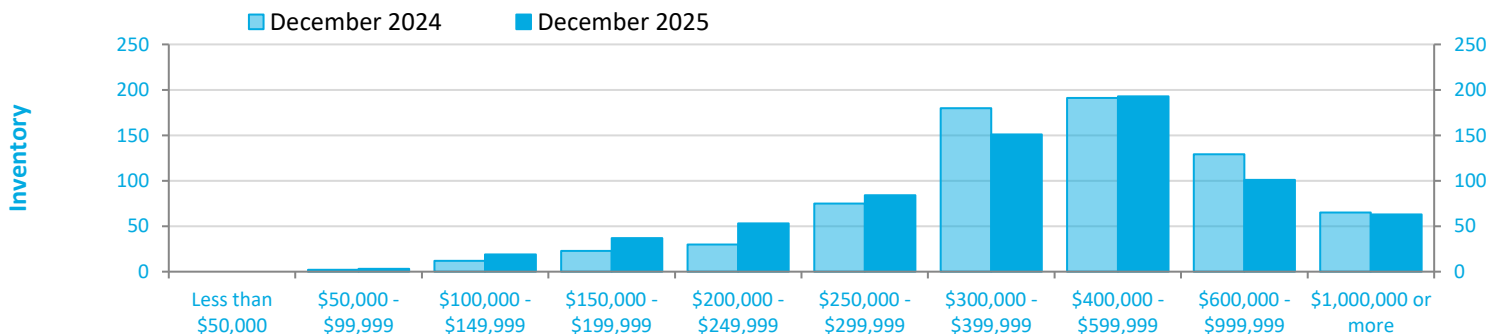


Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	3	50.0%
\$100,000 - \$149,999	19	58.3%
\$150,000 - \$199,999	37	60.9%
\$200,000 - \$249,999	53	76.7%
\$250,000 - \$299,999	84	12.0%
\$300,000 - \$399,999	151	-16.1%
\$400,000 - \$599,999	193	1.0%
\$600,000 - \$999,999	101	-21.7%
\$1,000,000 or more	63	-3.1%



Monthly Distressed Market - December 2025

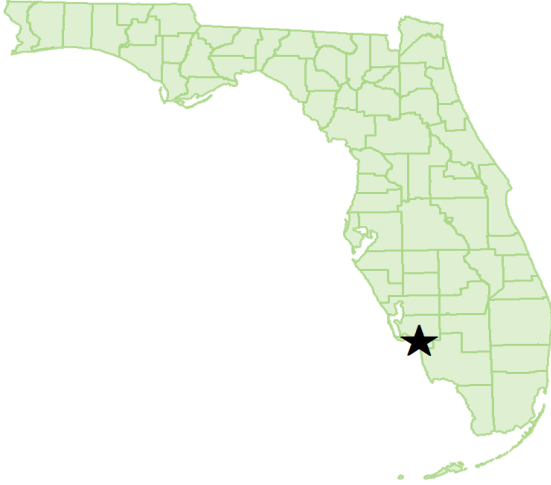
Townhouses and Condos

Bonita Springs-Estero REALTORS®

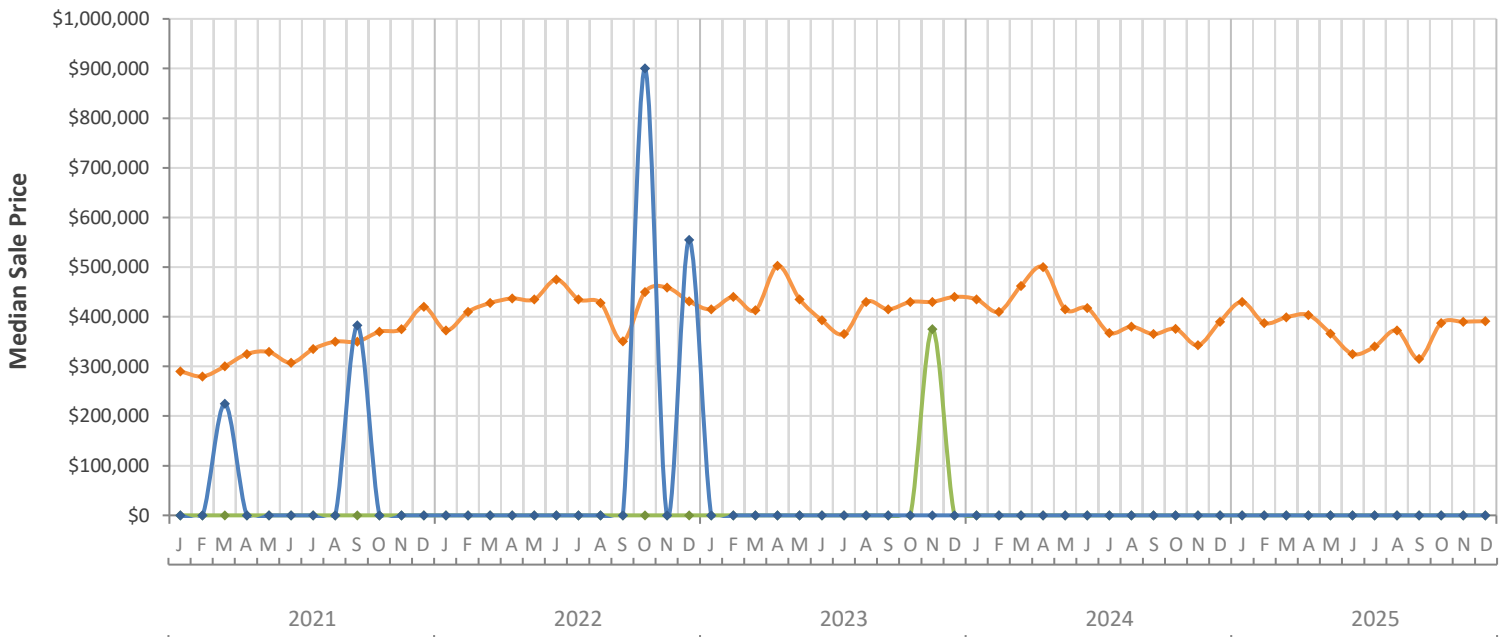
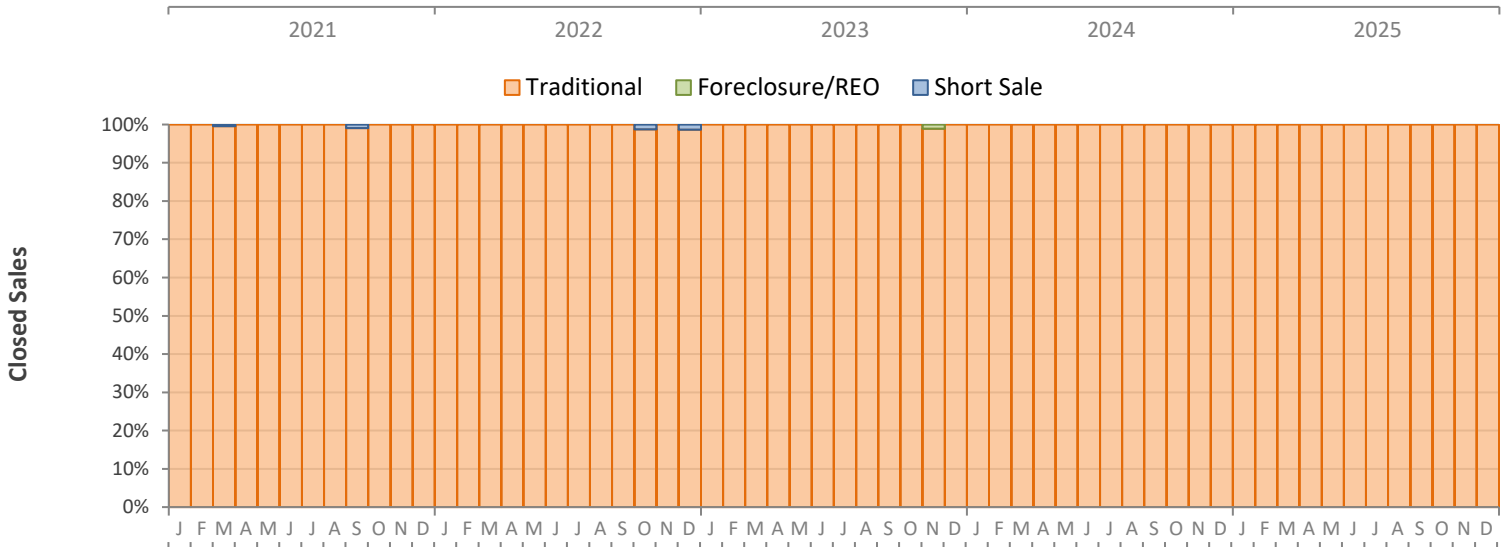


BONITA SPRINGS-ESTERO
REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	92	81	13.6%
	Median Sale Price	\$391,000	\$390,000	0.3%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - December 2025

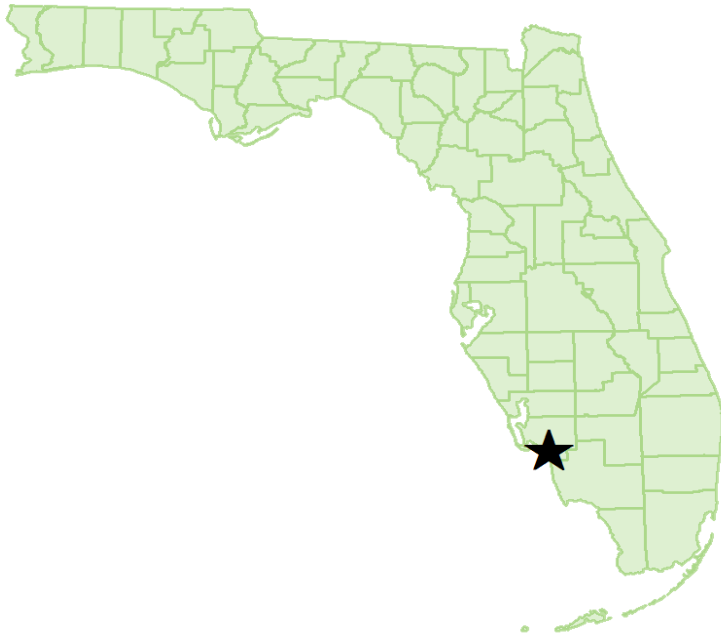
Manufactured Homes

Bonita Springs-Estero REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



BONITA SPRINGS-ESTERO
REALTORS®



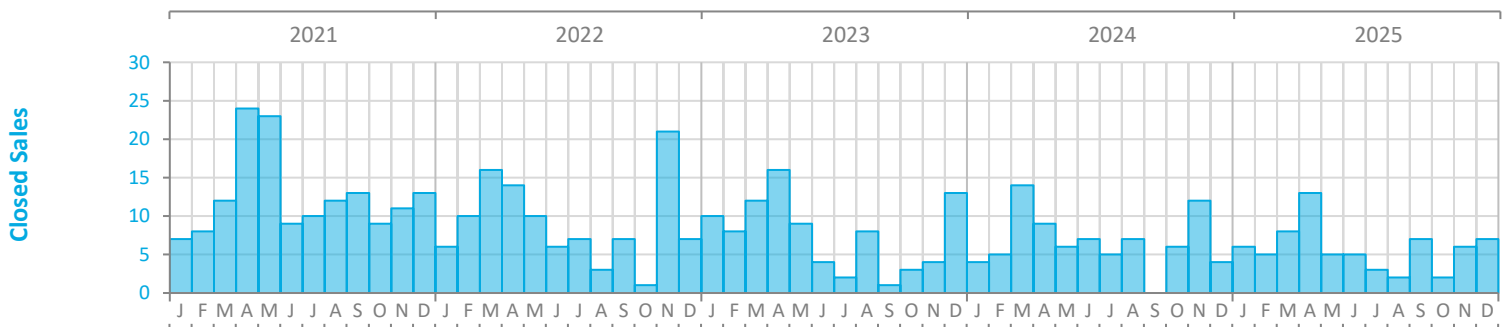
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	7	4	75.0%
Paid in Cash	7	4	75.0%
Median Sale Price	\$150,000	\$198,500	-24.4%
Average Sale Price	\$158,714	\$203,000	-21.8%
Dollar Volume	\$1.1 Million	\$812,000	36.8%
Median Percent of Original List Price Received	87.5%	81.3%	7.6%
Median Time to Contract	97 Days	56 Days	73.2%
Median Time to Sale	126 Days	92 Days	37.0%
New Pending Sales	8	6	33.3%
New Listings	13	12	8.3%
Pending Inventory	11	6	83.3%
Inventory (Active Listings)	65	66	-1.5%
Months Supply of Inventory	11.3	10.0	13.0%

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	69	-12.7%
December 2025	7	75.0%
November 2025	6	-50.0%
October 2025	2	-66.7%
September 2025	7	N/A
August 2025	2	-71.4%
July 2025	3	-40.0%
June 2025	5	-28.6%
May 2025	5	-16.7%
April 2025	13	44.4%
March 2025	8	-42.9%
February 2025	5	0.0%
January 2025	6	50.0%
December 2024	4	-69.2%



Monthly Market Detail - December 2025

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

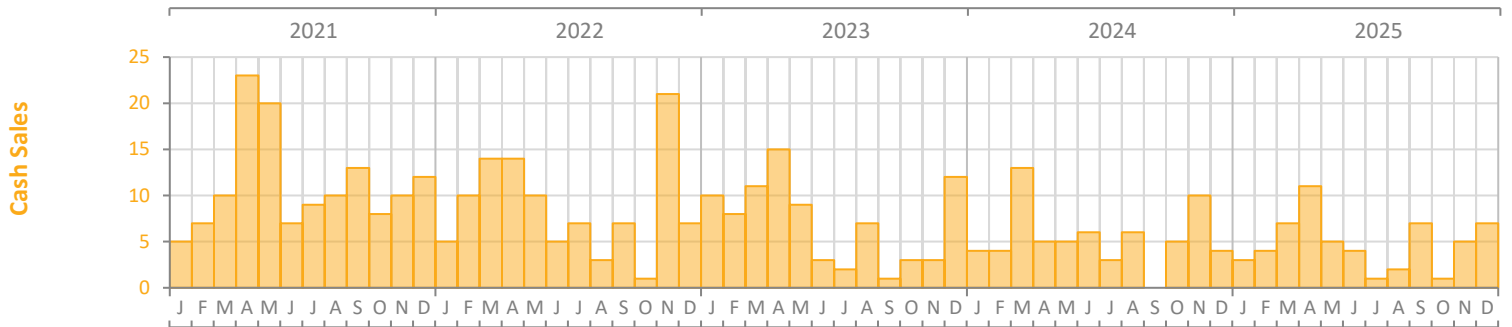
This report describes member activity for the association and is not confined to any specific geographic area.

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	57	-12.3%
December 2025	7	75.0%
November 2025	5	-50.0%
October 2025	1	-80.0%
September 2025	7	N/A
August 2025	2	-66.7%
July 2025	1	-66.7%
June 2025	4	-33.3%
May 2025	5	0.0%
April 2025	11	120.0%
March 2025	7	-46.2%
February 2025	4	0.0%
January 2025	3	-25.0%
December 2024	4	-66.7%

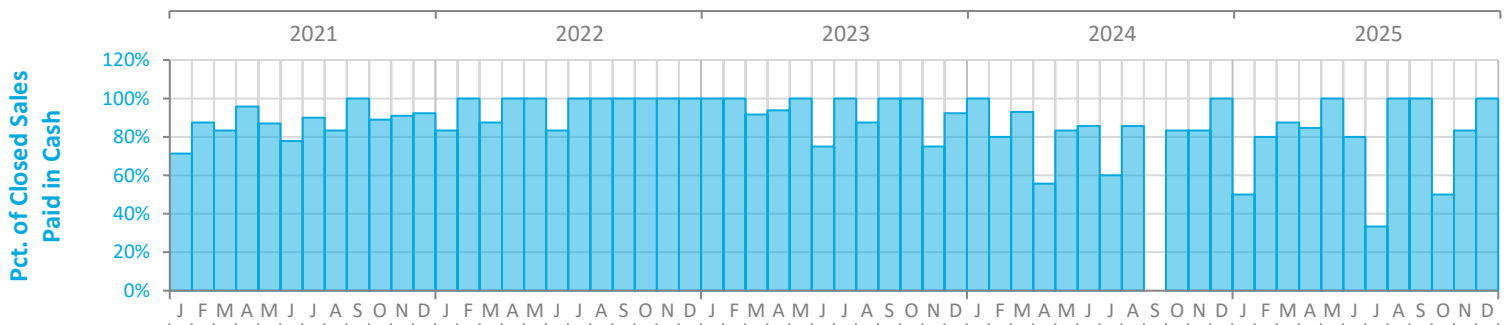


Cash Sales as a Percentage of Closed Sales

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	82.6%	0.4%
December 2025	100.0%	0.0%
November 2025	83.3%	0.0%
October 2025	50.0%	-40.0%
September 2025	100.0%	N/A
August 2025	100.0%	16.7%
July 2025	33.3%	-44.5%
June 2025	80.0%	-6.7%
May 2025	100.0%	20.0%
April 2025	84.6%	52.2%
March 2025	87.5%	-5.8%
February 2025	80.0%	0.0%
January 2025	50.0%	-50.0%
December 2024	100.0%	8.3%



Monthly Market Detail - December 2025

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

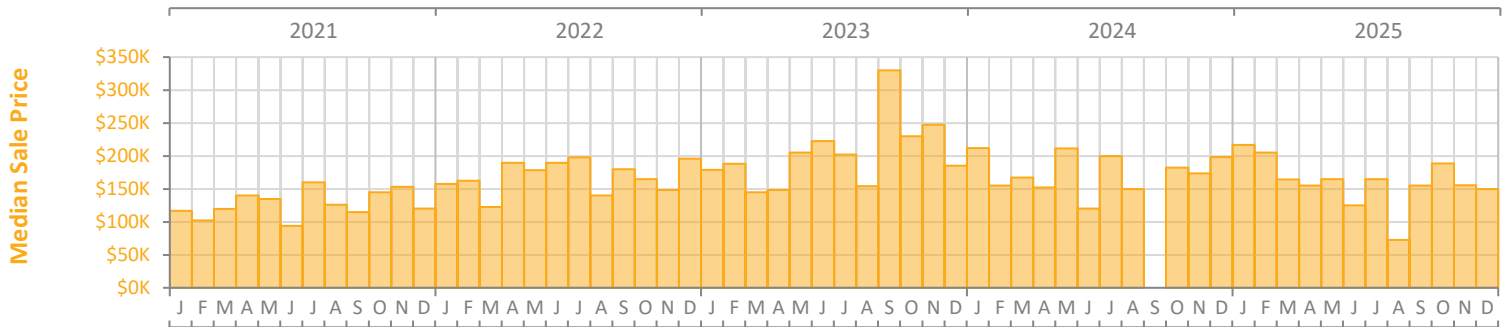
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$155,500	-9.9%
December 2025	\$150,000	-24.4%
November 2025	\$155,500	-10.4%
October 2025	\$188,500	3.3%
September 2025	\$155,000	N/A
August 2025	\$72,500	-51.7%
July 2025	\$165,000	-17.5%
June 2025	\$125,000	4.2%
May 2025	\$165,000	-22.0%
April 2025	\$155,000	2.0%
March 2025	\$164,500	-1.8%
February 2025	\$205,000	32.3%
January 2025	\$217,000	2.4%
December 2024	\$198,500	7.3%

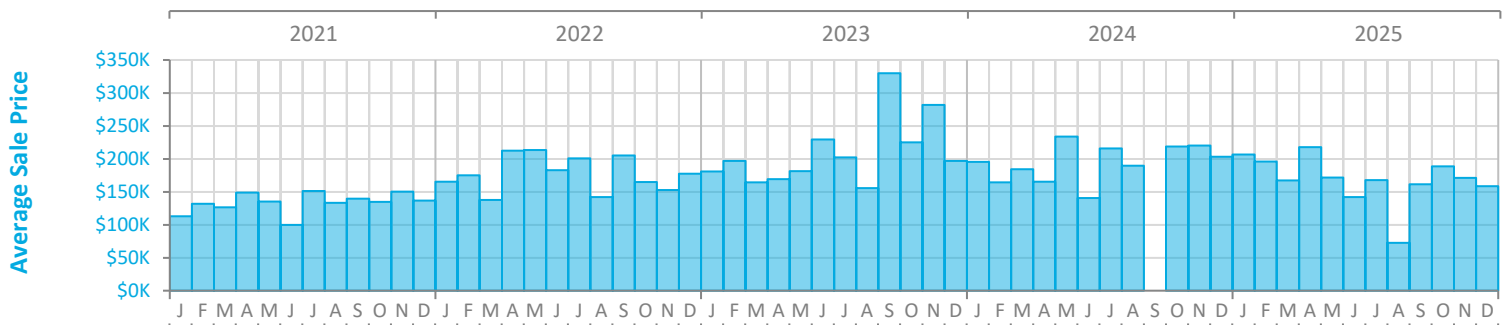


Average Sale Price

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	\$177,536	-7.9%
December 2025	\$158,714	-21.8%
November 2025	\$171,167	-22.3%
October 2025	\$188,500	-13.8%
September 2025	\$161,429	N/A
August 2025	\$72,500	-61.8%
July 2025	\$167,667	-22.3%
June 2025	\$142,200	1.1%
May 2025	\$171,800	-26.5%
April 2025	\$217,615	31.4%
March 2025	\$167,188	-9.3%
February 2025	\$196,000	19.4%
January 2025	\$206,750	5.8%
December 2024	\$203,000	3.2%



Monthly Market Detail - December 2025

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

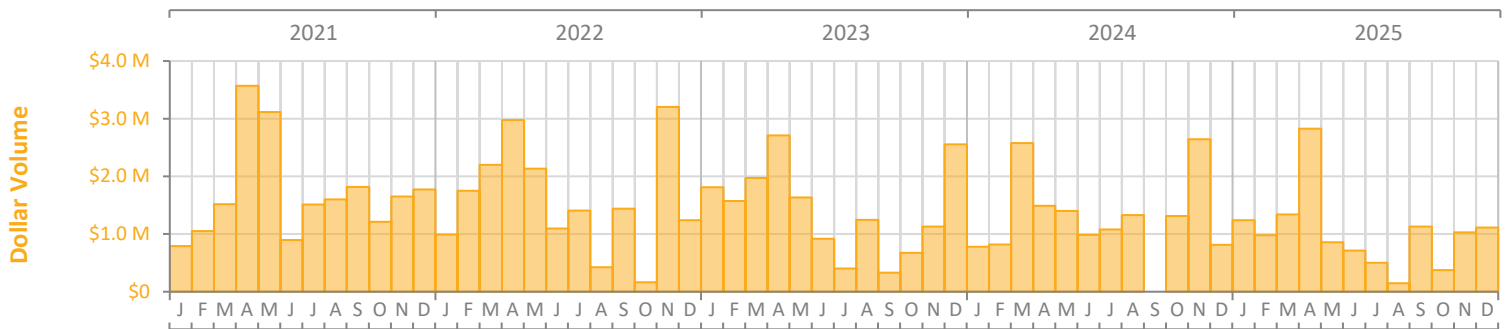
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$12.2 Million	-19.6%
December 2025	\$1.1 Million	36.8%
November 2025	\$1.0 Million	-61.1%
October 2025	\$377,000	-71.3%
September 2025	\$1.1 Million	N/A
August 2025	\$145,000	-89.1%
July 2025	\$503,001	-53.4%
June 2025	\$711,000	-27.8%
May 2025	\$859,000	-38.8%
April 2025	\$2.8 Million	89.9%
March 2025	\$1.3 Million	-48.1%
February 2025	\$980,000	19.4%
January 2025	\$1.2 Million	58.6%
December 2024	\$812,000	-68.2%

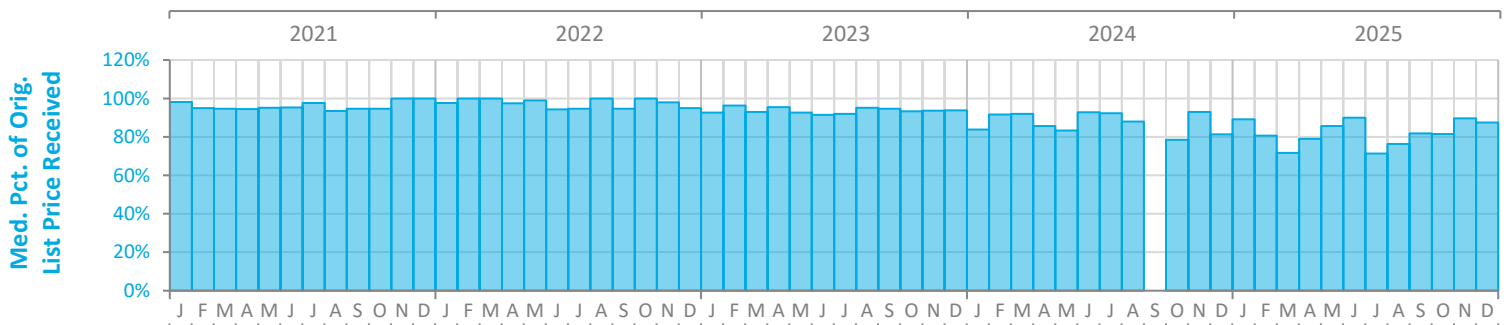


Median Percent of Original List Price Received

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	83.5%	-7.1%
December 2025	87.5%	7.6%
November 2025	89.6%	-3.7%
October 2025	81.5%	3.8%
September 2025	81.8%	N/A
August 2025	76.3%	-13.3%
July 2025	71.3%	-22.8%
June 2025	89.9%	-3.1%
May 2025	85.6%	2.8%
April 2025	79.0%	-7.8%
March 2025	71.6%	-22.1%
February 2025	80.7%	-12.0%
January 2025	89.1%	6.3%
December 2024	81.3%	-13.3%



Monthly Market Detail - December 2025

Manufactured Homes

Bonita Springs-Estero REALTORS®



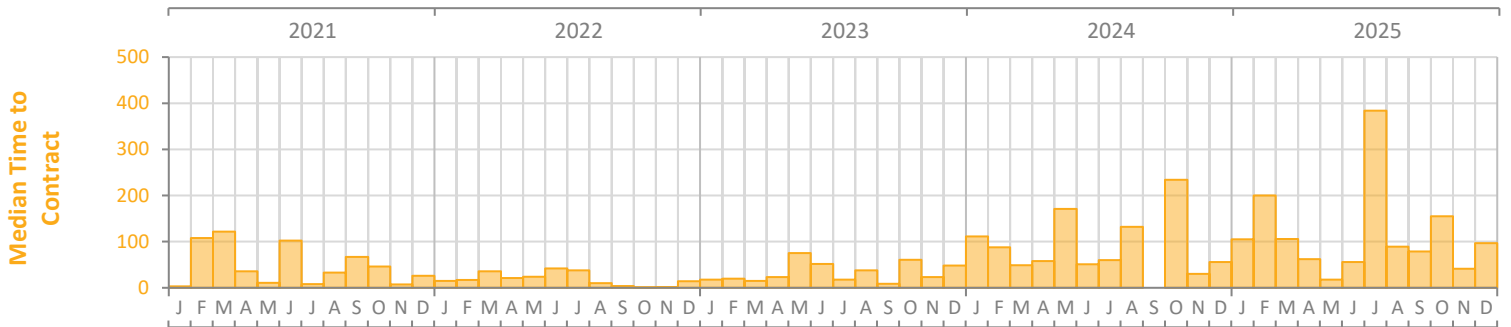
This report describes member activity for the association and is not confined to any specific geographic area.

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	84 Days	3.7%
December 2025	97 Days	73.2%
November 2025	41 Days	36.7%
October 2025	155 Days	-33.8%
September 2025	79 Days	N/A
August 2025	89 Days	-32.6%
July 2025	384 Days	540.0%
June 2025	56 Days	9.8%
May 2025	18 Days	-89.5%
April 2025	62 Days	6.9%
March 2025	106 Days	116.3%
February 2025	200 Days	127.3%
January 2025	105 Days	-5.4%
December 2024	56 Days	16.7%

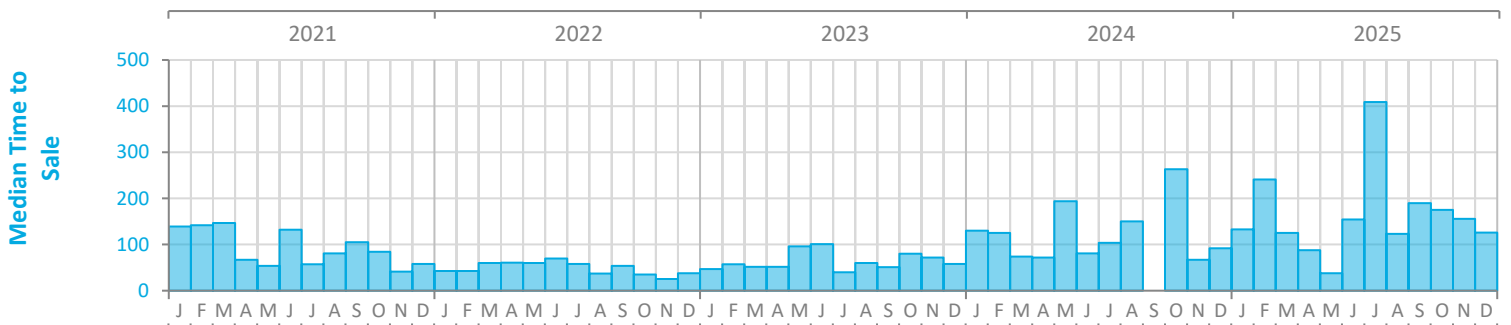


Median Time to Sale

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	134 Days	31.4%
December 2025	126 Days	37.0%
November 2025	156 Days	132.8%
October 2025	175 Days	-33.5%
September 2025	190 Days	N/A
August 2025	123 Days	-18.0%
July 2025	409 Days	293.3%
June 2025	154 Days	90.1%
May 2025	38 Days	-80.4%
April 2025	88 Days	22.2%
March 2025	125 Days	68.9%
February 2025	241 Days	92.8%
January 2025	133 Days	2.3%
December 2024	92 Days	58.6%



Monthly Market Detail - December 2025

Manufactured Homes

Bonita Springs-Estero REALTORS®



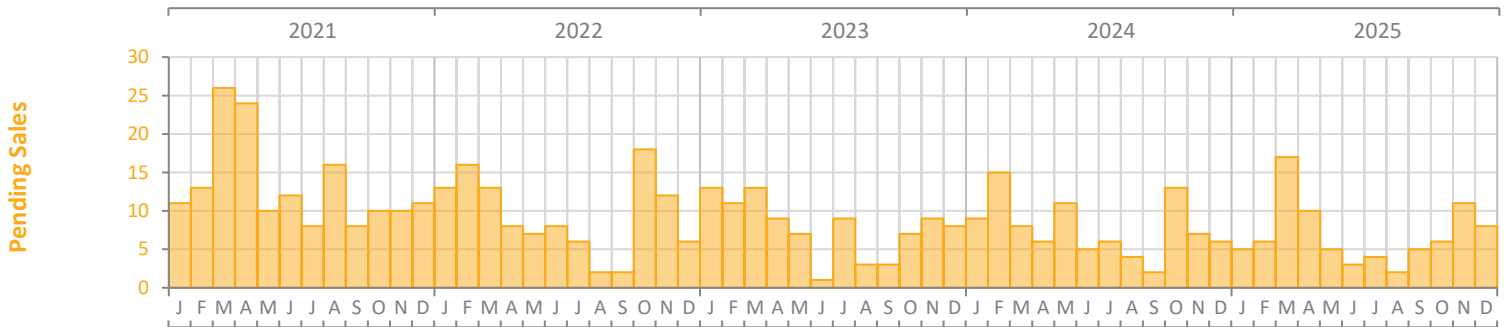
This report describes member activity for the association and is not confined to any specific geographic area.

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	82	-10.9%
December 2025	8	33.3%
November 2025	11	57.1%
October 2025	6	-53.8%
September 2025	5	150.0%
August 2025	2	-50.0%
July 2025	4	-33.3%
June 2025	3	-40.0%
May 2025	5	-54.5%
April 2025	10	66.7%
March 2025	17	112.5%
February 2025	6	-60.0%
January 2025	5	-44.4%
December 2024	6	-25.0%

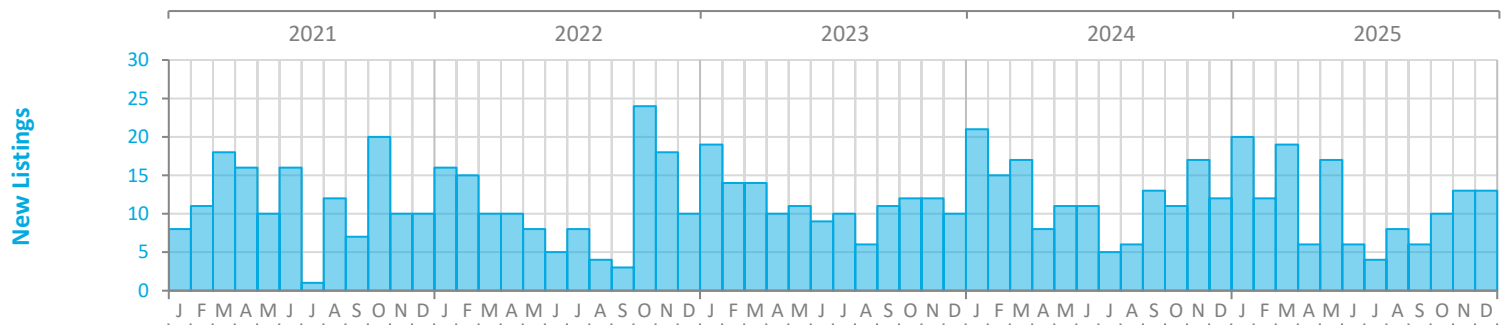


New Listings

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	134	-8.8%
December 2025	13	8.3%
November 2025	13	-23.5%
October 2025	10	-9.1%
September 2025	6	-53.8%
August 2025	8	33.3%
July 2025	4	-20.0%
June 2025	6	-45.5%
May 2025	17	54.5%
April 2025	6	-25.0%
March 2025	19	11.8%
February 2025	12	-20.0%
January 2025	20	-4.8%
December 2024	12	20.0%



Monthly Market Detail - December 2025

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

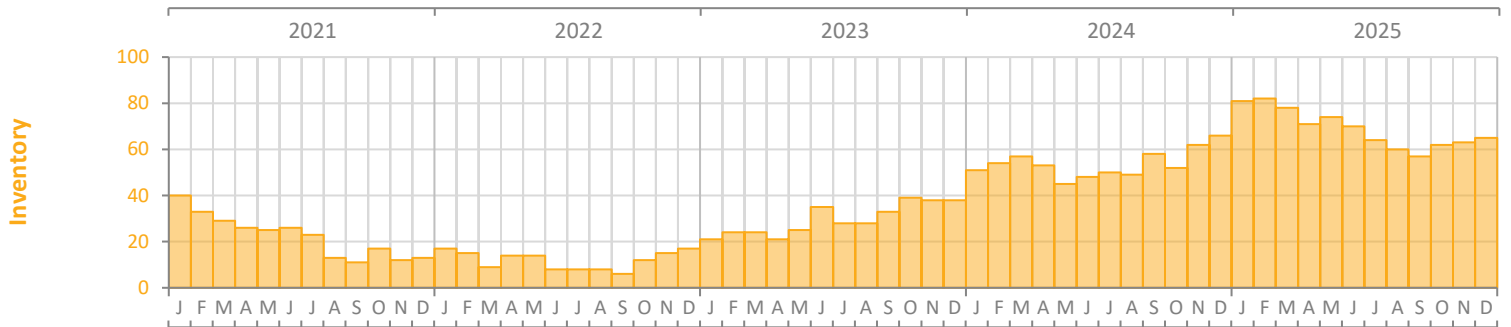
This report describes member activity for the association and is not confined to any specific geographic area.

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)	69	28.1%
December 2025	65	-1.5%
November 2025	63	1.6%
October 2025	62	19.2%
September 2025	57	-1.7%
August 2025	60	22.4%
July 2025	64	28.0%
June 2025	70	45.8%
May 2025	74	64.4%
April 2025	71	34.0%
March 2025	78	36.8%
February 2025	82	51.9%
January 2025	81	58.8%
December 2024	66	73.7%

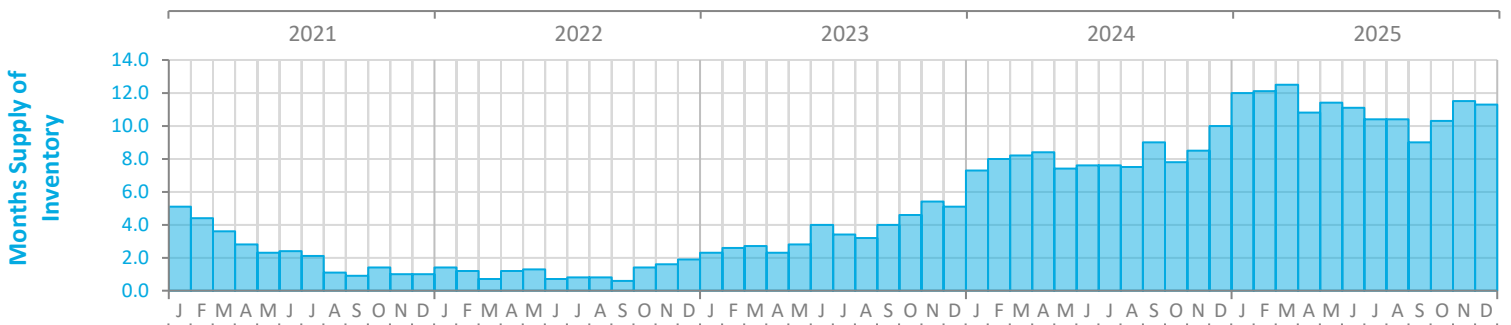


Months Supply of Inventory

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)	11.1	37.0%
December 2025	11.3	13.0%
November 2025	11.5	35.3%
October 2025	10.3	32.1%
September 2025	9.0	0.0%
August 2025	10.4	38.7%
July 2025	10.4	36.8%
June 2025	11.1	46.1%
May 2025	11.4	54.1%
April 2025	10.8	28.6%
March 2025	12.5	52.4%
February 2025	12.1	51.3%
January 2025	12.0	64.4%
December 2024	10.0	96.1%



Monthly Market Detail - December 2025

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

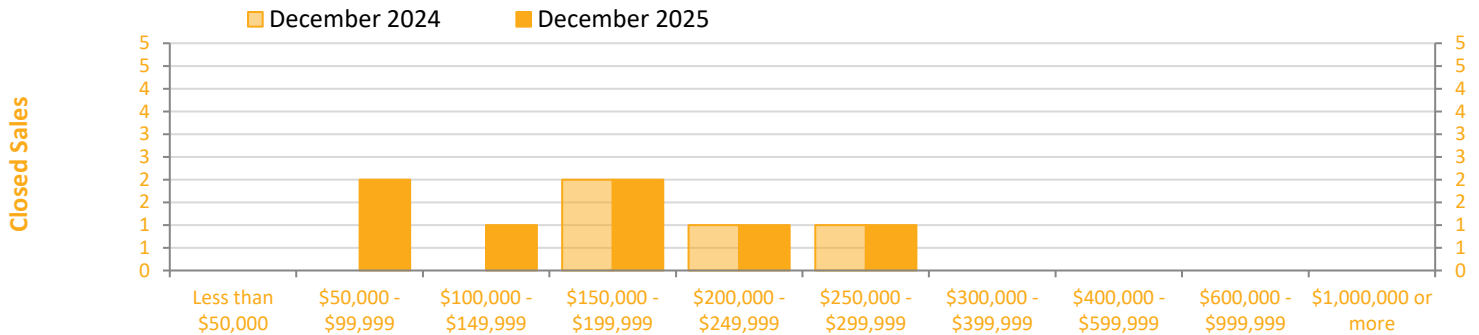
This report describes member activity for the association and is not confined to any specific geographic area.

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	N/A
\$50,000 - \$99,999	2	N/A
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	2	0.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

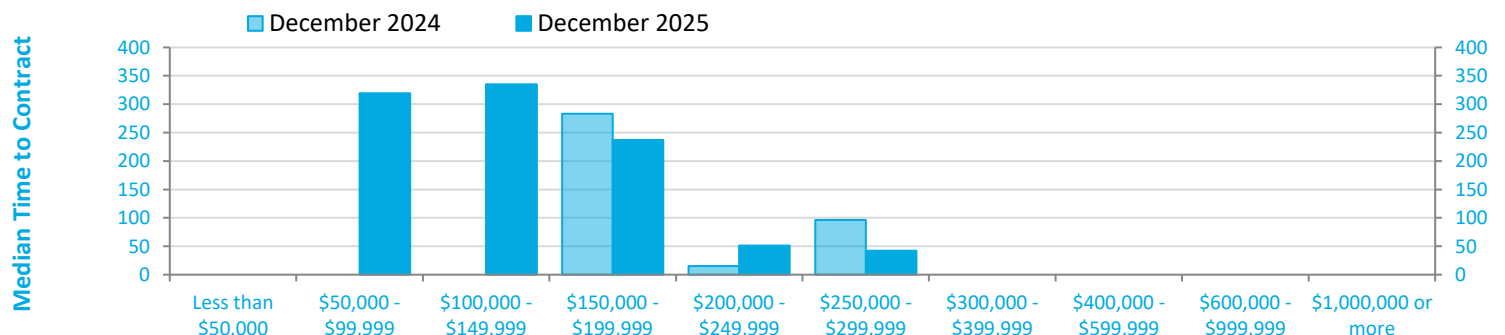


Median Time to Contract by Sale Price

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	319 Days	N/A
\$100,000 - \$149,999	335 Days	N/A
\$150,000 - \$199,999	237 Days	-16.3%
\$200,000 - \$249,999	51 Days	240.0%
\$250,000 - \$299,999	42 Days	-56.3%
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A





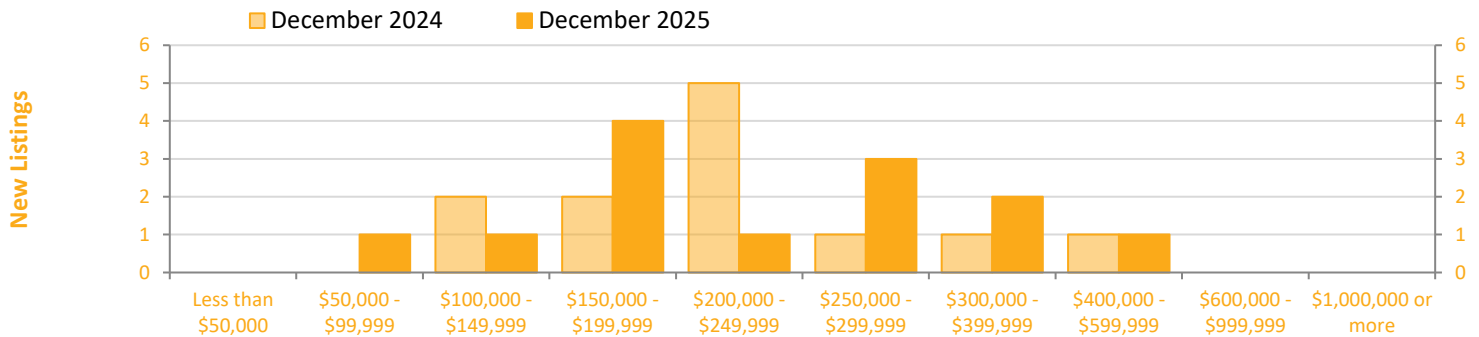
This report describes member activity for the association and is not confined to any specific geographic area.

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	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	4	100.0%
\$200,000 - \$249,999	1	-80.0%
\$250,000 - \$299,999	3	200.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

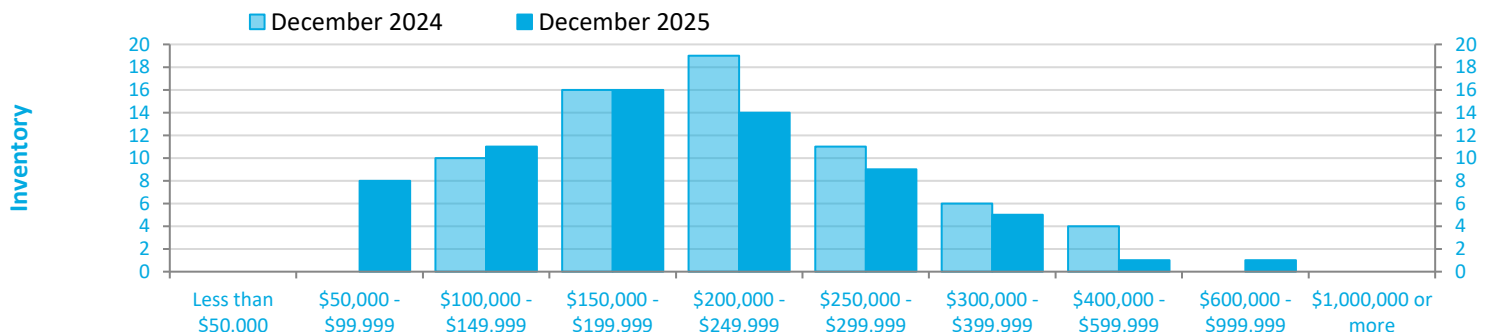


Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	8	N/A
\$100,000 - \$149,999	11	10.0%
\$150,000 - \$199,999	16	0.0%
\$200,000 - \$249,999	14	-26.3%
\$250,000 - \$299,999	9	-18.2%
\$300,000 - \$399,999	5	-16.7%
\$400,000 - \$599,999	1	-75.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



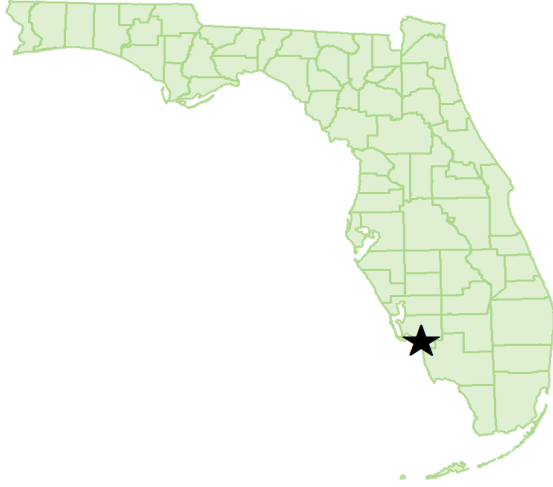
Monthly Distressed Market - December 2025

Manufactured Homes

Bonita Springs-Estero REALTORS®



This report describes member activity for the association and is not confined to any specific geographic area.



		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	7	4	75.0%
	Median Sale Price	\$150,000	\$198,500	-24.4%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

