

Monthly Market Detail - January 2022

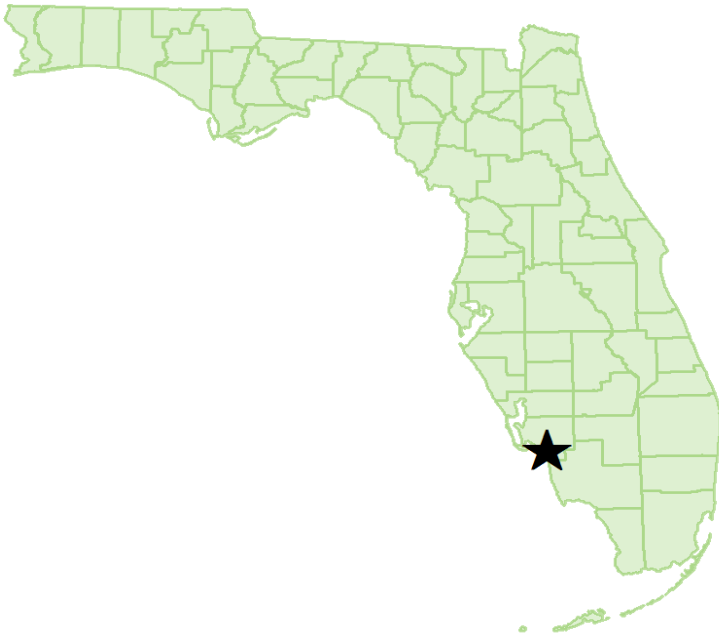
Single-Family Homes

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®



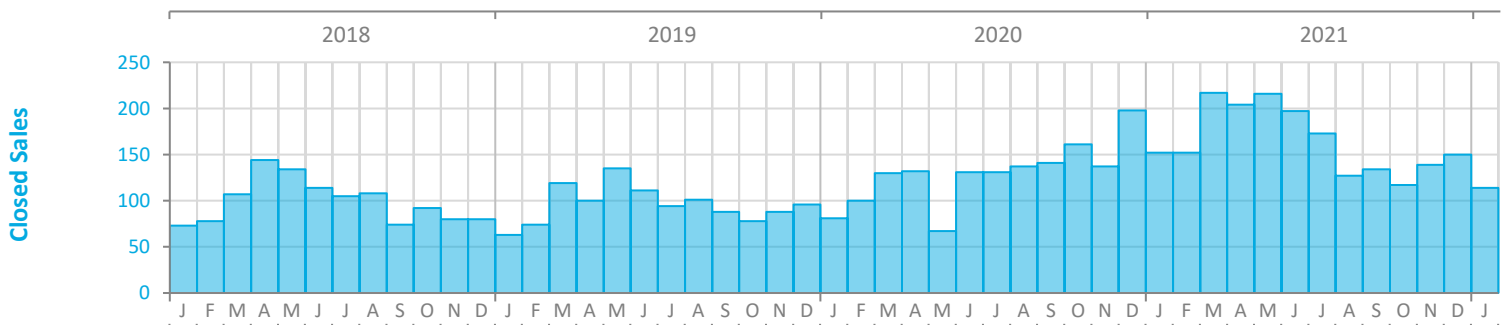
Summary Statistics	January 2022	January 2021	Percent Change Year-over-Year
Closed Sales	114	152	-25.0%
Paid in Cash	56	62	-9.7%
Median Sale Price	\$599,500	\$429,950	39.4%
Average Sale Price	\$798,387	\$645,294	23.7%
Dollar Volume	\$91.0 Million	\$98.1 Million	-7.2%
Median Percent of Original List Price Received	100.0%	98.0%	2.0%
Median Time to Contract	16 Days	41 Days	-61.0%
Median Time to Sale	66 Days	91 Days	-27.5%
New Pending Sales	170	240	-29.2%
New Listings	171	202	-15.3%
Pending Inventory	230	310	-25.8%
Inventory (Active Listings)	120	274	-56.2%
Months Supply of Inventory	0.7	2.0	-65.0%

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	114	-25.0%
January 2022	114	-25.0%
December 2021	150	-24.2%
November 2021	139	1.5%
October 2021	117	-27.3%
September 2021	134	-5.0%
August 2021	127	-7.3%
July 2021	173	32.1%
June 2021	197	50.4%
May 2021	216	222.4%
April 2021	204	54.5%
March 2021	217	66.9%
February 2021	152	52.0%
January 2021	152	87.7%



Monthly Market Detail - January 2022

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

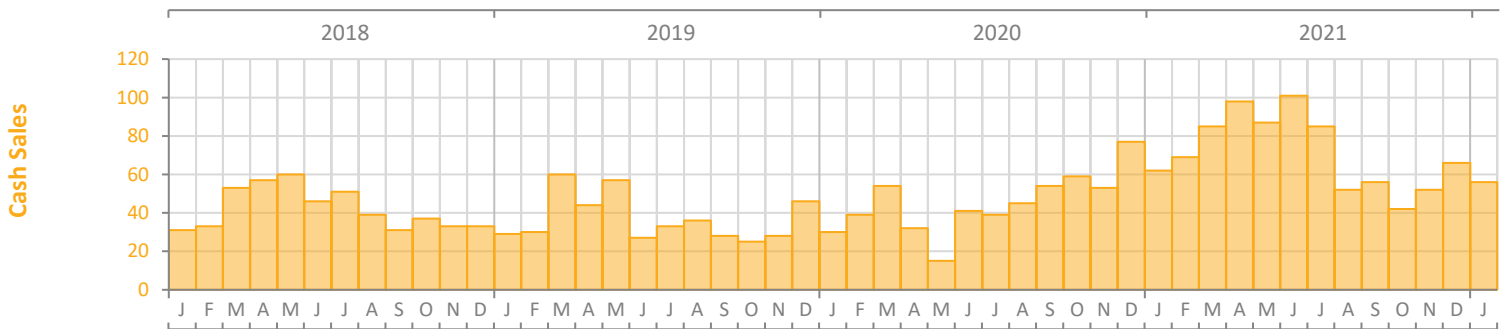
This report describes member activity for the association and is not confined to any specific geographic area.

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	56	-9.7%
January 2022	56	-9.7%
December 2021	66	-14.3%
November 2021	52	-1.9%
October 2021	42	-28.8%
September 2021	56	3.7%
August 2021	52	15.6%
July 2021	85	117.9%
June 2021	101	146.3%
May 2021	87	480.0%
April 2021	98	206.3%
March 2021	85	57.4%
February 2021	69	76.9%
January 2021	62	106.7%

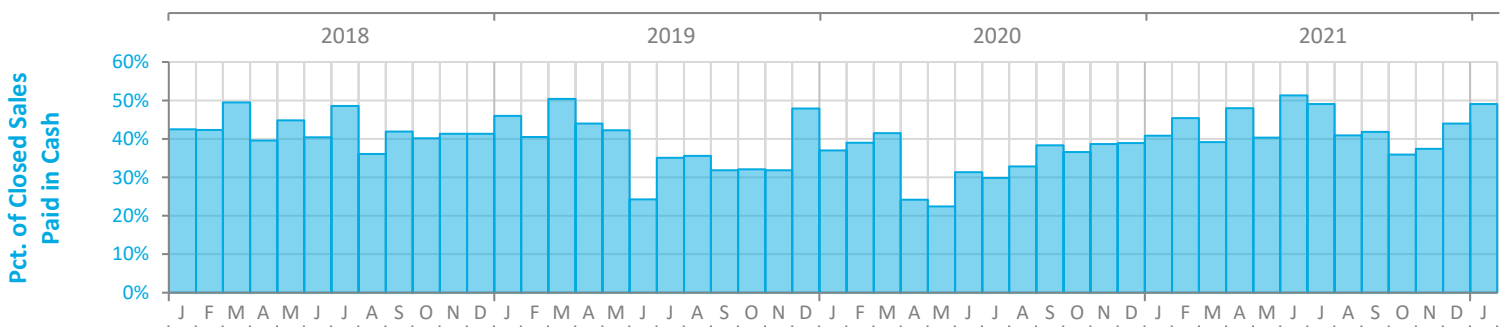


Cash Sales as a Percentage of Closed Sales

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	49.1%	20.3%
January 2022	49.1%	20.3%
December 2021	44.0%	13.1%
November 2021	37.4%	-3.4%
October 2021	35.9%	-1.9%
September 2021	41.8%	9.1%
August 2021	40.9%	24.7%
July 2021	49.1%	64.8%
June 2021	51.3%	63.9%
May 2021	40.3%	79.9%
April 2021	48.0%	98.3%
March 2021	39.2%	-5.5%
February 2021	45.4%	16.4%
January 2021	40.8%	10.3%



Monthly Market Detail - January 2022

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

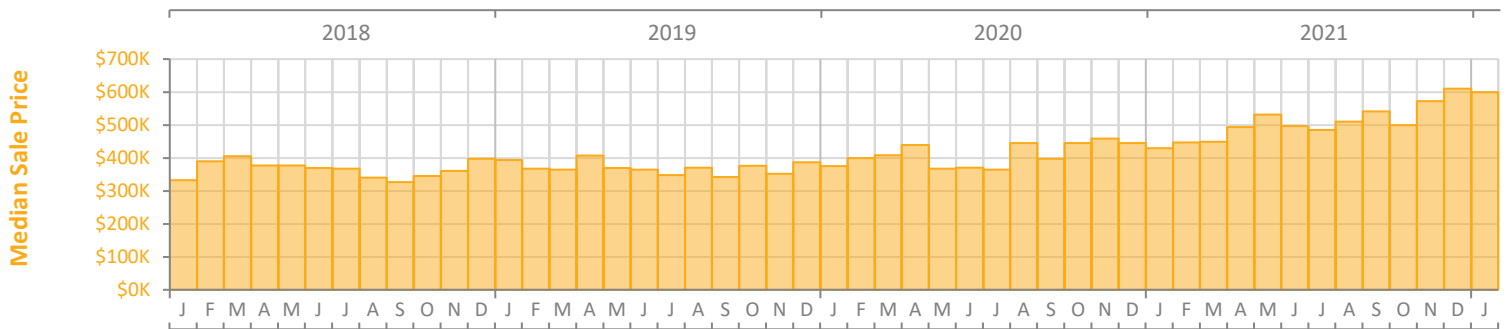
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$599,500	39.4%
January 2022	\$599,500	39.4%
December 2021	\$610,000	36.9%
November 2021	\$572,790	24.8%
October 2021	\$500,000	12.4%
September 2021	\$541,751	36.1%
August 2021	\$510,000	14.6%
July 2021	\$485,000	32.9%
June 2021	\$497,000	34.3%
May 2021	\$531,591	44.5%
April 2021	\$493,500	12.4%
March 2021	\$449,000	9.9%
February 2021	\$447,500	11.9%
January 2021	\$429,950	14.7%

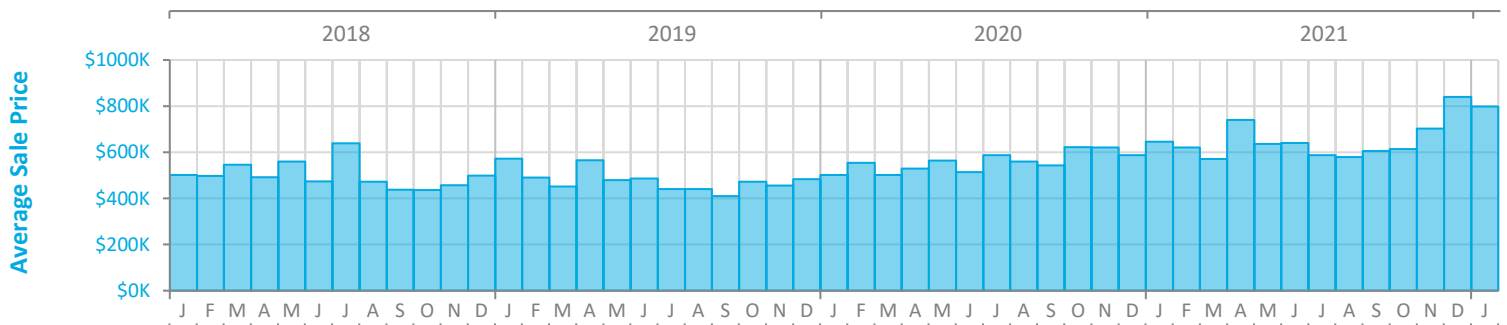


Average Sale Price

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	\$798,387	23.7%
January 2022	\$798,387	23.7%
December 2021	\$839,427	42.8%
November 2021	\$702,090	13.1%
October 2021	\$614,326	-1.3%
September 2021	\$605,939	11.5%
August 2021	\$578,800	3.5%
July 2021	\$587,014	-0.1%
June 2021	\$640,645	24.6%
May 2021	\$636,118	12.8%
April 2021	\$740,399	39.9%
March 2021	\$571,354	13.8%
February 2021	\$620,098	11.9%
January 2021	\$645,294	28.8%



Monthly Market Detail - January 2022

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

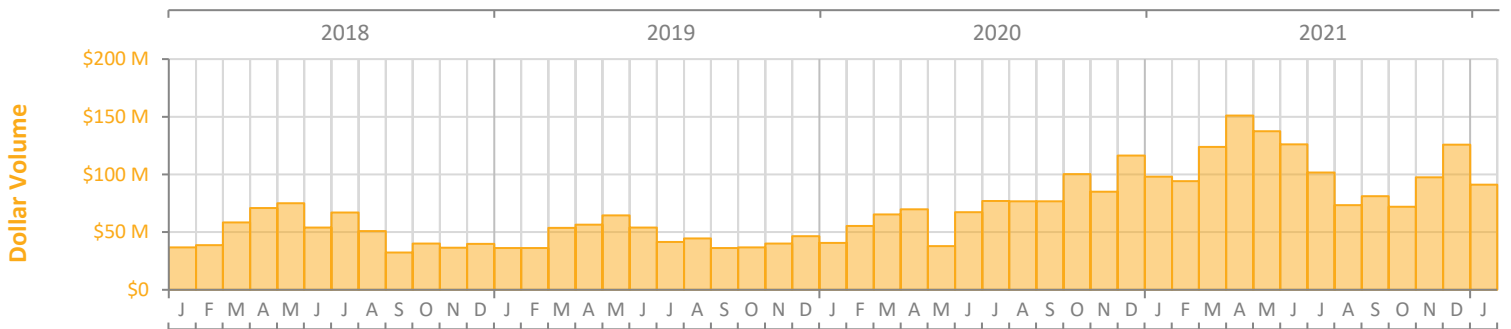
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$91.0 Million	-7.2%
January 2022	\$91.0 Million	-7.2%
December 2021	\$125.9 Million	8.1%
November 2021	\$97.6 Million	14.7%
October 2021	\$71.9 Million	-28.3%
September 2021	\$81.2 Million	6.0%
August 2021	\$73.5 Million	-4.1%
July 2021	\$101.6 Million	31.9%
June 2021	\$126.2 Million	87.4%
May 2021	\$137.4 Million	263.5%
April 2021	\$151.0 Million	116.2%
March 2021	\$124.0 Million	90.0%
February 2021	\$94.3 Million	70.0%
January 2021	\$98.1 Million	141.7%

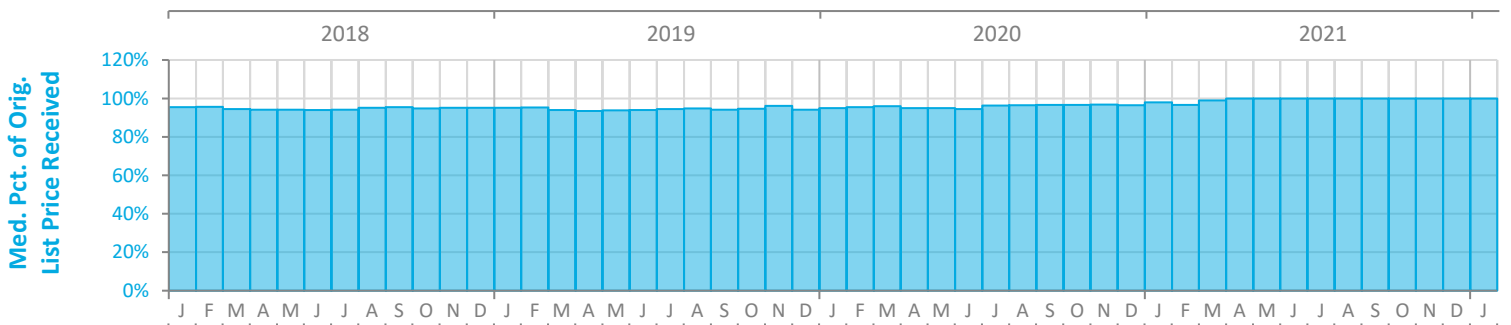


Median Percent of Original List Price Received

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

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

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	100.0%	2.0%
January 2022	100.0%	2.0%
December 2021	100.0%	3.6%
November 2021	100.0%	3.3%
October 2021	100.0%	3.5%
September 2021	100.0%	3.5%
August 2021	100.0%	3.7%
July 2021	100.0%	3.8%
June 2021	100.0%	5.8%
May 2021	100.0%	5.4%
April 2021	100.0%	5.3%
March 2021	99.0%	3.1%
February 2021	96.7%	1.4%
January 2021	98.0%	3.2%



Monthly Market Detail - January 2022

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

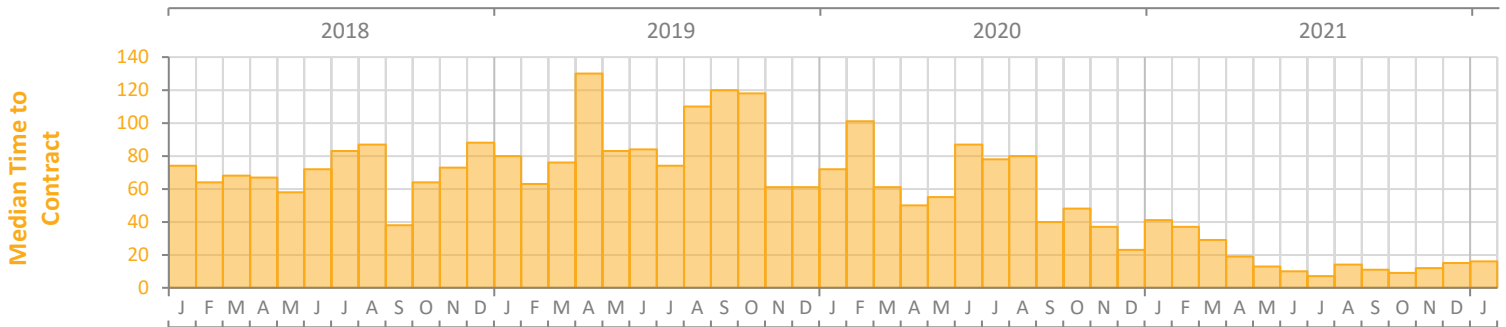
This report describes member activity for the association and is not confined to any specific geographic area.

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	16 Days	-61.0%
January 2022	16 Days	-61.0%
December 2021	15 Days	-34.8%
November 2021	12 Days	-67.6%
October 2021	9 Days	-81.3%
September 2021	11 Days	-72.5%
August 2021	14 Days	-82.5%
July 2021	7 Days	-91.0%
June 2021	10 Days	-88.5%
May 2021	13 Days	-76.4%
April 2021	19 Days	-62.0%
March 2021	29 Days	-52.5%
February 2021	37 Days	-63.4%
January 2021	41 Days	-43.1%

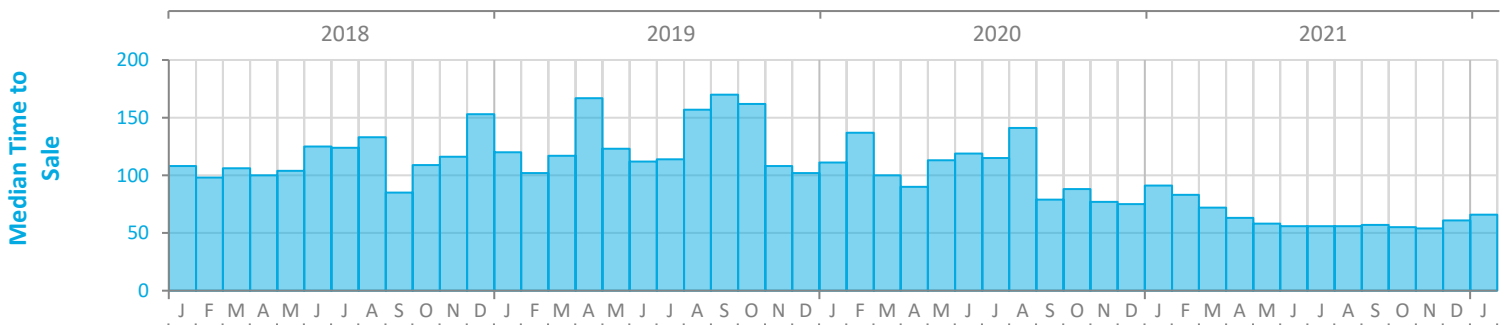


Median Time to Sale

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	66 Days	-27.5%
January 2022	66 Days	-27.5%
December 2021	61 Days	-18.7%
November 2021	54 Days	-29.9%
October 2021	55 Days	-37.5%
September 2021	57 Days	-27.8%
August 2021	56 Days	-60.3%
July 2021	56 Days	-51.3%
June 2021	56 Days	-52.9%
May 2021	58 Days	-48.7%
April 2021	63 Days	-30.0%
March 2021	72 Days	-28.0%
February 2021	83 Days	-39.4%
January 2021	91 Days	-18.0%



Monthly Market Detail - January 2022

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

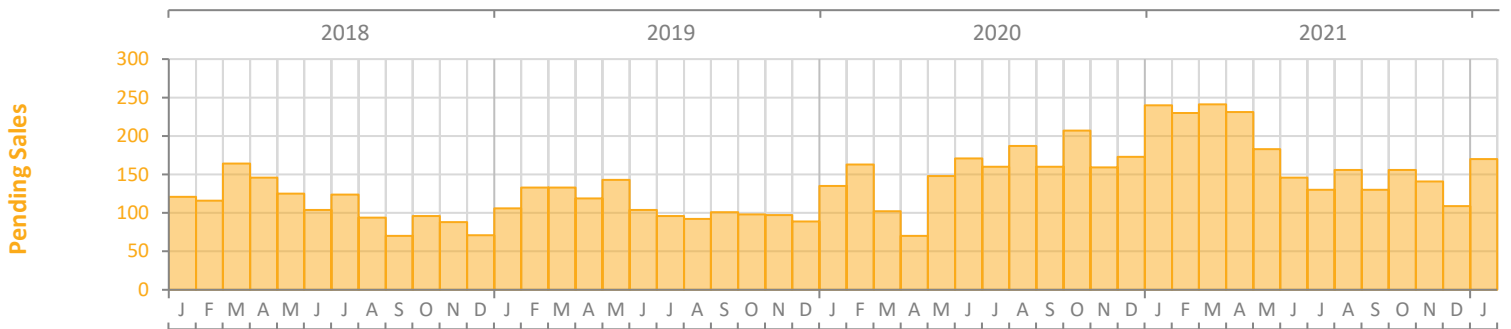
This report describes member activity for the association and is not confined to any specific geographic area.

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	170	-29.2%
January 2022	170	-29.2%
December 2021	109	-37.0%
November 2021	141	-11.3%
October 2021	156	-24.6%
September 2021	130	-18.8%
August 2021	156	-16.6%
July 2021	130	-18.8%
June 2021	146	-14.6%
May 2021	183	23.6%
April 2021	231	230.0%
March 2021	241	136.3%
February 2021	230	41.1%
January 2021	240	77.8%

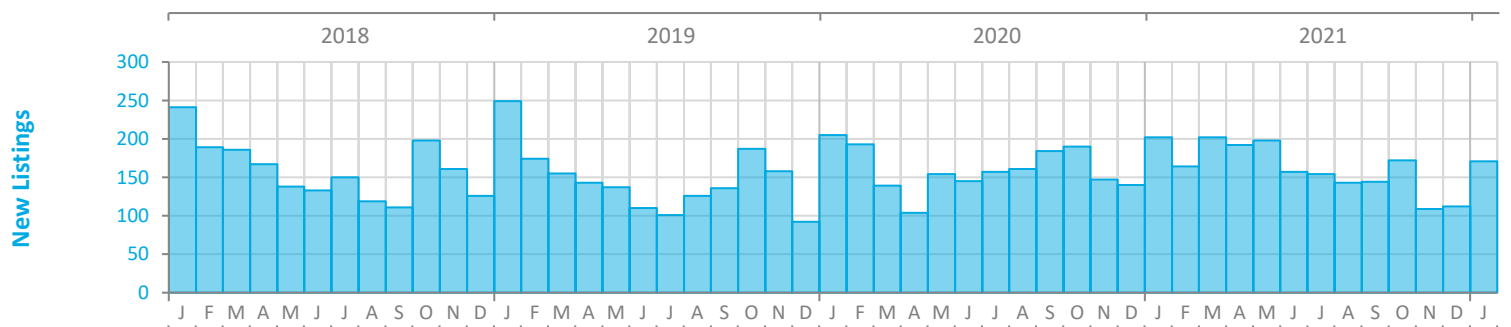


New Listings

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	171	-15.3%
January 2022	171	-15.3%
December 2021	112	-20.0%
November 2021	109	-25.9%
October 2021	172	-9.5%
September 2021	144	-21.7%
August 2021	143	-11.2%
July 2021	154	-1.9%
June 2021	157	8.3%
May 2021	198	28.6%
April 2021	192	84.6%
March 2021	202	45.3%
February 2021	164	-15.0%
January 2021	202	-1.5%



Monthly Market Detail - January 2022

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

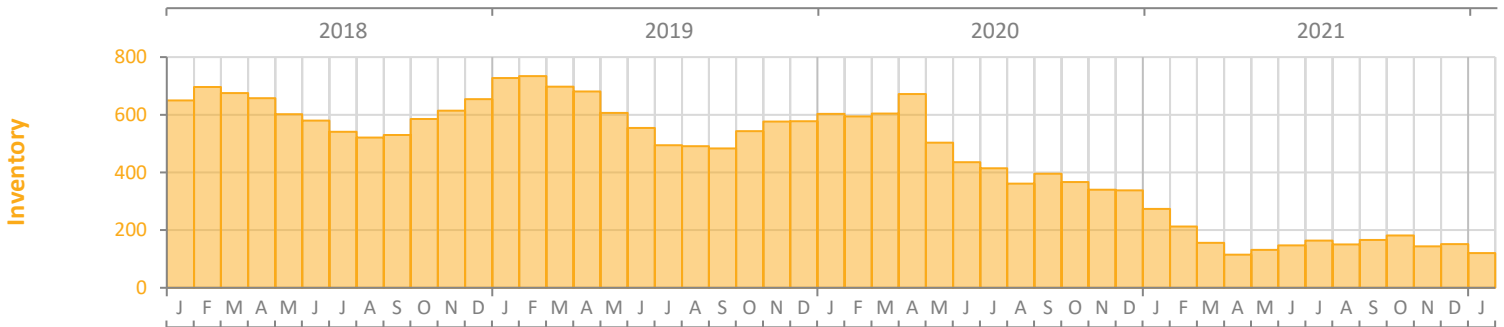
This report describes member activity for the association and is not confined to any specific geographic area.

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)	120	-56.2%
January 2022	120	-56.2%
December 2021	152	-55.0%
November 2021	144	-57.6%
October 2021	181	-50.7%
September 2021	166	-58.1%
August 2021	150	-58.4%
July 2021	164	-60.4%
June 2021	147	-66.3%
May 2021	132	-73.8%
April 2021	115	-82.9%
March 2021	156	-74.2%
February 2021	212	-64.3%
January 2021	274	-54.6%

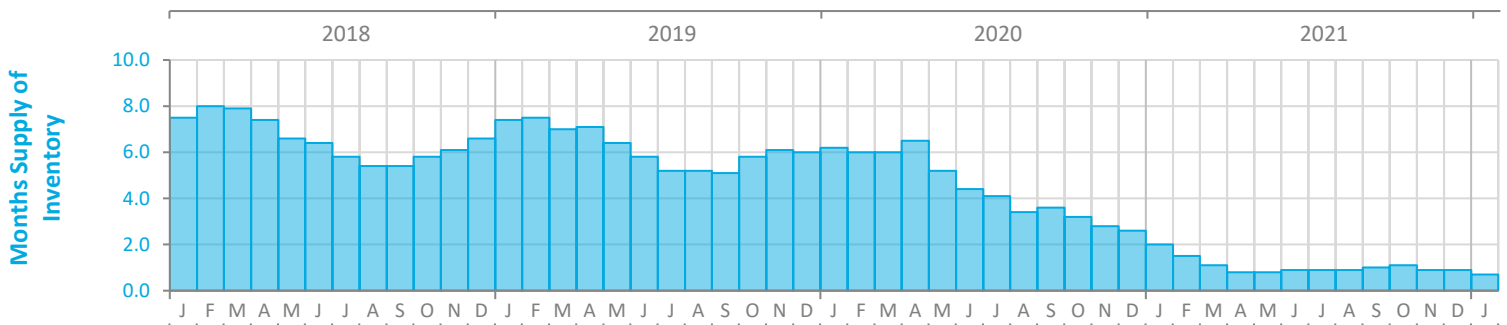


Months Supply of Inventory

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)	0.7	-65.0%
January 2022	0.7	-65.0%
December 2021	0.9	-65.4%
November 2021	0.9	-67.9%
October 2021	1.1	-65.6%
September 2021	1.0	-72.2%
August 2021	0.9	-73.5%
July 2021	0.9	-78.0%
June 2021	0.9	-79.5%
May 2021	0.8	-84.6%
April 2021	0.8	-87.7%
March 2021	1.1	-81.7%
February 2021	1.5	-75.0%
January 2021	2.0	-67.7%



Monthly Market Detail - January 2022

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

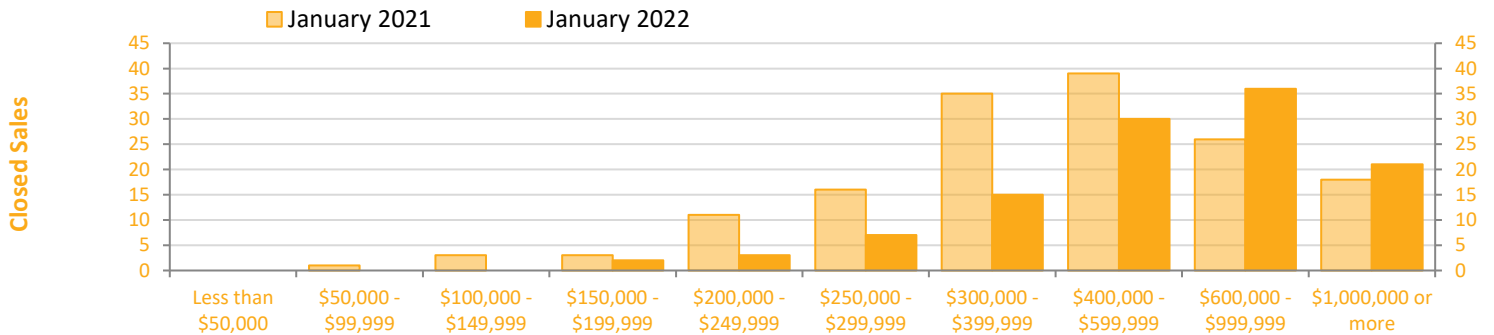
This report describes member activity for the association and is not confined to any specific geographic area.

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	-100.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	2	-33.3%
\$200,000 - \$249,999	3	-72.7%
\$250,000 - \$299,999	7	-56.3%
\$300,000 - \$399,999	15	-57.1%
\$400,000 - \$599,999	30	-23.1%
\$600,000 - \$999,999	36	38.5%
\$1,000,000 or more	21	16.7%

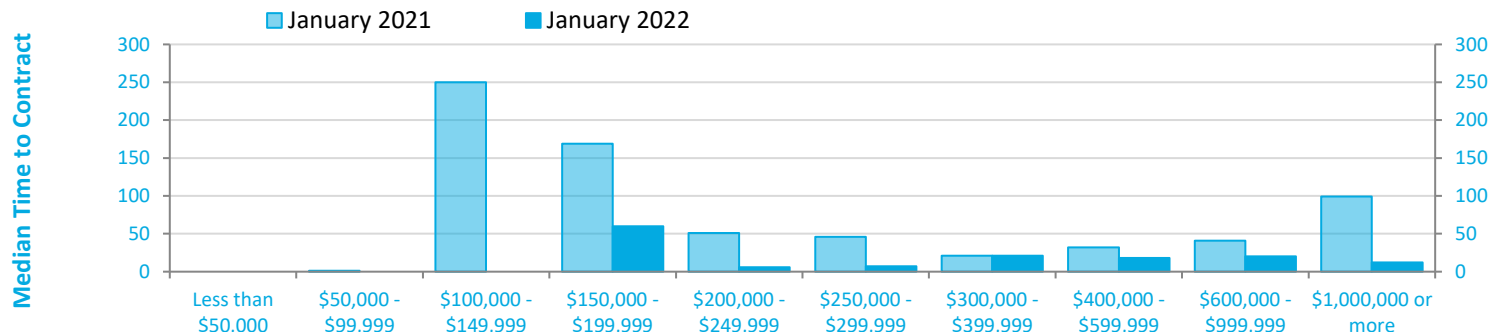


Median Time to Contract by Sale Price

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	60 Days	-64.5%
\$200,000 - \$249,999	6 Days	-88.2%
\$250,000 - \$299,999	7 Days	-84.8%
\$300,000 - \$399,999	21 Days	0.0%
\$400,000 - \$599,999	18 Days	-43.8%
\$600,000 - \$999,999	20 Days	-51.2%
\$1,000,000 or more	12 Days	-87.9%



Monthly Market Detail - January 2022

Single-Family Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

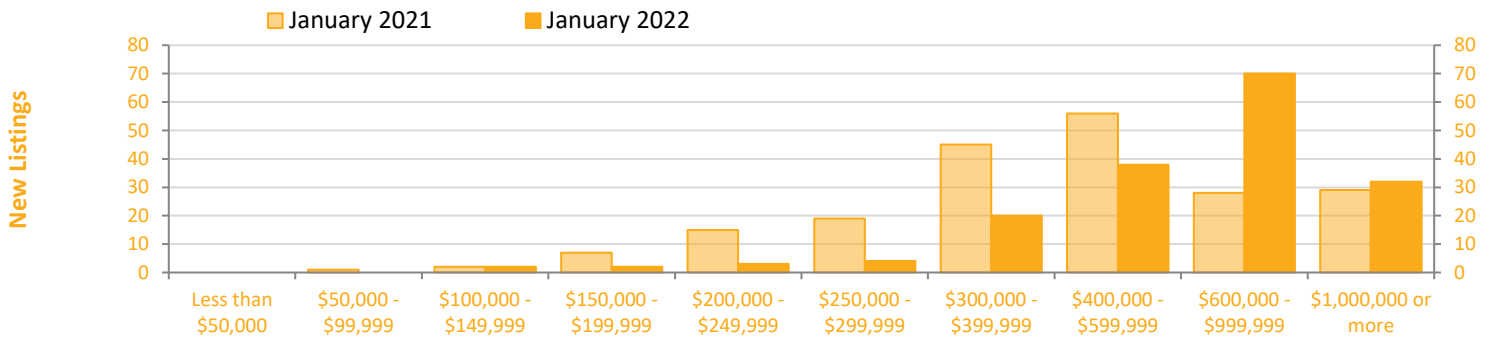
This report describes member activity for the association and is not confined to any specific geographic area.

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	-100.0%
\$100,000 - \$149,999	2	0.0%
\$150,000 - \$199,999	2	-71.4%
\$200,000 - \$249,999	3	-80.0%
\$250,000 - \$299,999	4	-78.9%
\$300,000 - \$399,999	20	-55.6%
\$400,000 - \$599,999	38	-32.1%
\$600,000 - \$999,999	70	150.0%
\$1,000,000 or more	32	10.3%

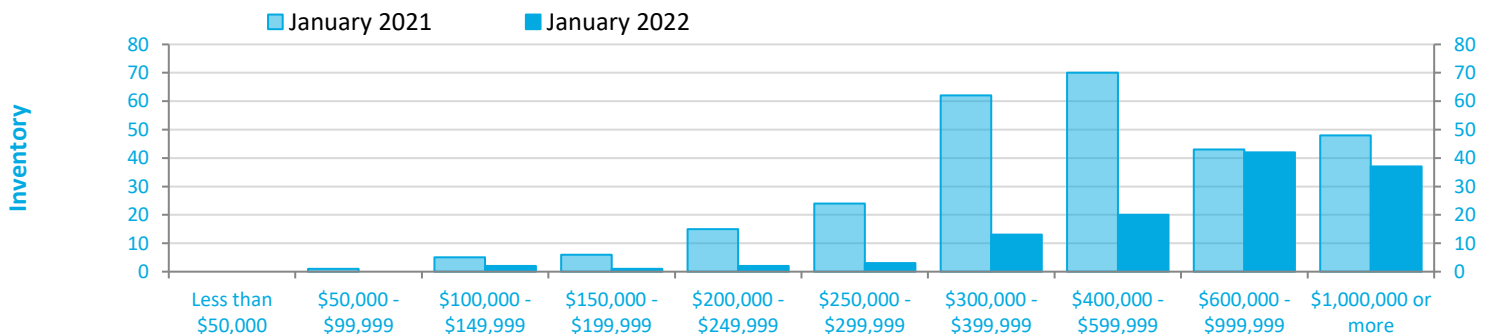


Inventory by Current Listing Price

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	-100.0%
\$100,000 - \$149,999	2	-60.0%
\$150,000 - \$199,999	1	-83.3%
\$200,000 - \$249,999	2	-86.7%
\$250,000 - \$299,999	3	-87.5%
\$300,000 - \$399,999	13	-79.0%
\$400,000 - \$599,999	20	-71.4%
\$600,000 - \$999,999	42	-2.3%
\$1,000,000 or more	37	-22.9%



Monthly Distressed Market - January 2022

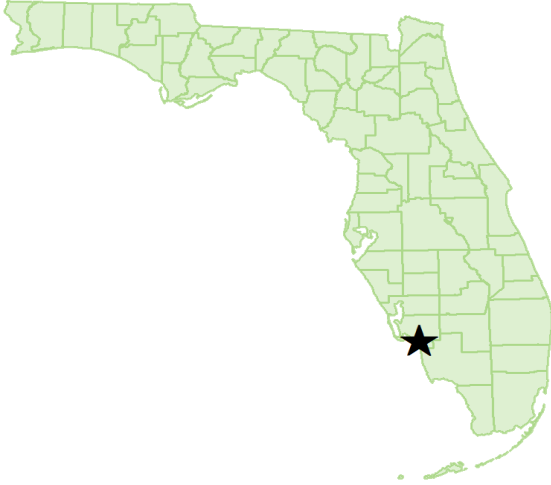
Single-Family Homes

Bonita Springs-Estero REALTORS®

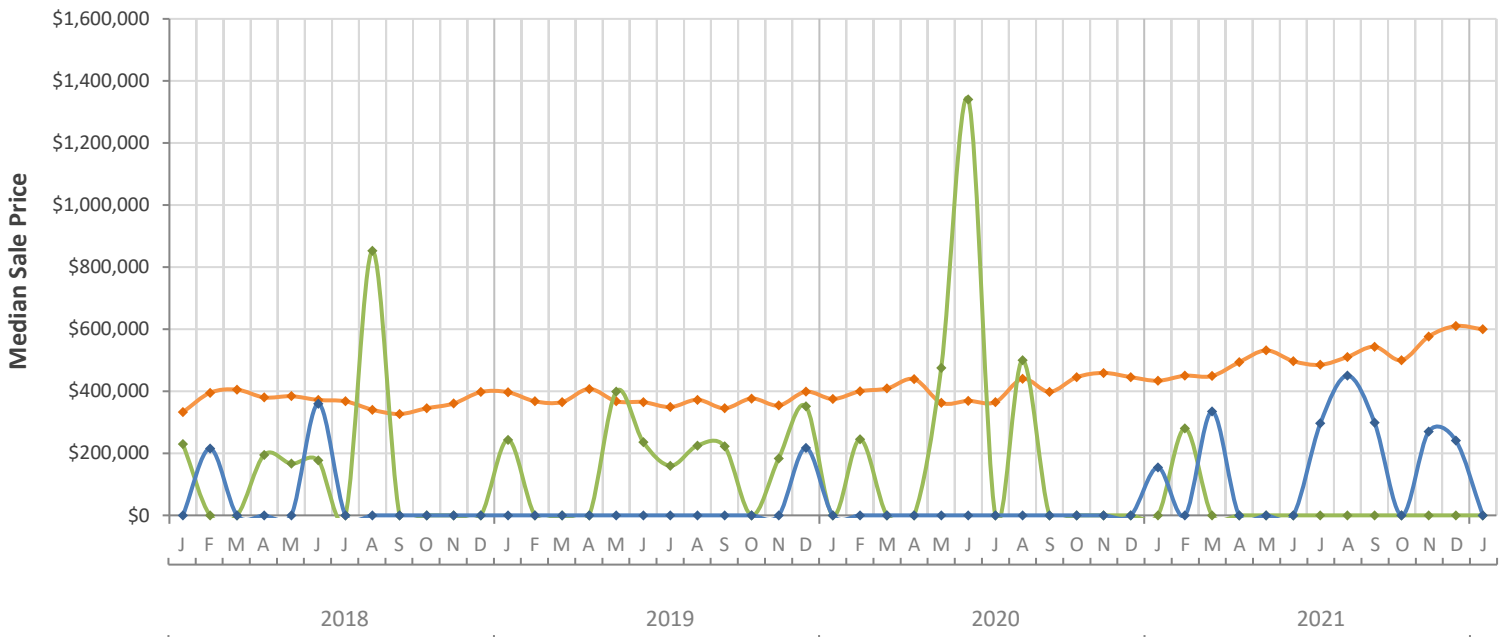
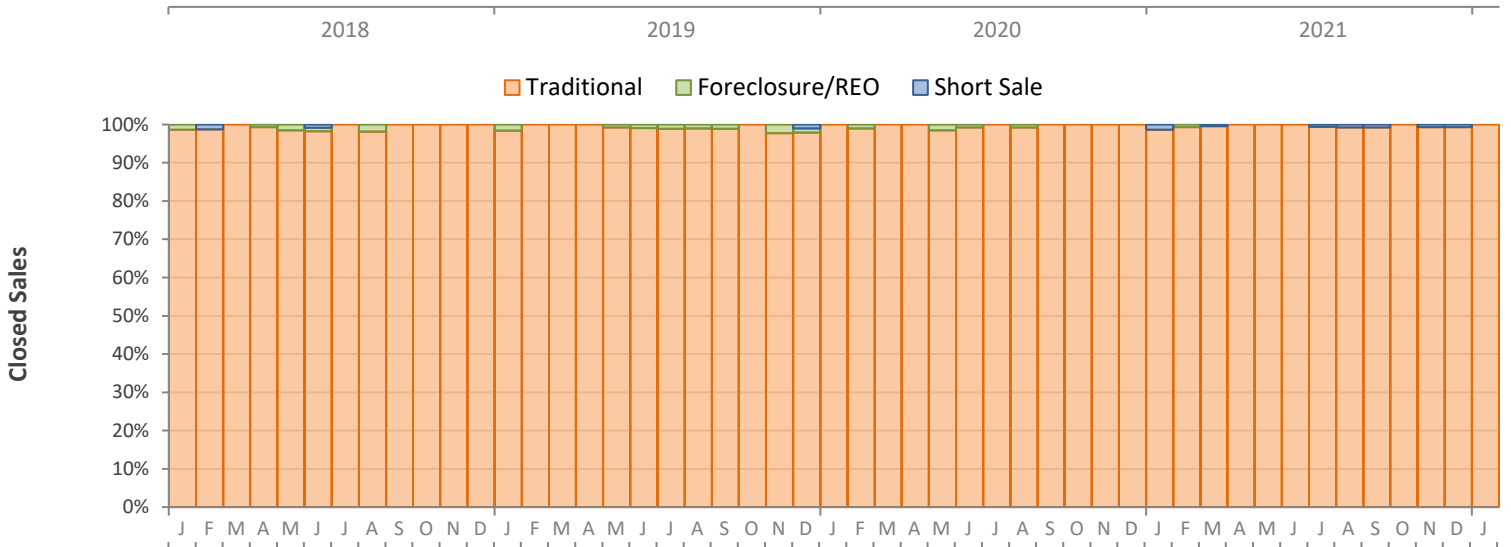


BONITA SPRINGS-ESTERO
REALTORS®

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



		January 2022	January 2021	Percent Change Year-over-Year
Traditional	Closed Sales	114	150	-24.0%
	Median Sale Price	\$599,500	\$433,750	38.2%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$154,500	N/A



Monthly Market Detail - January 2022

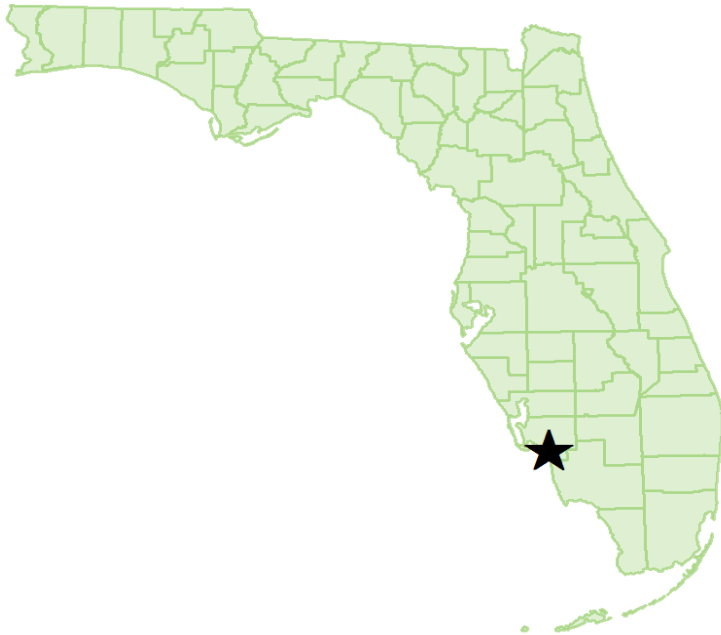
Townhouses and Condos

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®



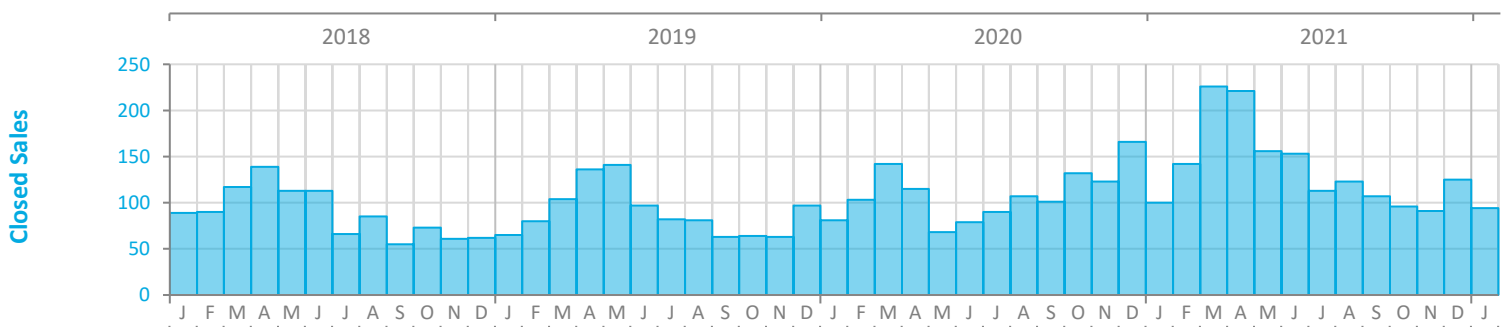
Summary Statistics	January 2022	January 2021	Percent Change Year-over-Year
Closed Sales	94	100	-6.0%
Paid in Cash	64	50	28.0%
Median Sale Price	\$372,500	\$290,000	28.4%
Average Sale Price	\$406,747	\$313,480	29.8%
Dollar Volume	\$38.2 Million	\$31.3 Million	22.0%
Median Percent of Original List Price Received	100.1%	95.4%	4.9%
Median Time to Contract	10 Days	48 Days	-79.2%
Median Time to Sale	52 Days	90 Days	-42.2%
New Pending Sales	148	212	-30.2%
New Listings	146	174	-16.1%
Pending Inventory	193	259	-25.5%
Inventory (Active Listings)	68	299	-77.3%
Months Supply of Inventory	0.5	2.7	-81.5%

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	94	-6.0%
January 2022	94	-6.0%
December 2021	125	-24.7%
November 2021	91	-26.0%
October 2021	96	-27.3%
September 2021	107	5.9%
August 2021	123	15.0%
July 2021	113	25.6%
June 2021	153	93.7%
May 2021	156	129.4%
April 2021	221	92.2%
March 2021	226	59.2%
February 2021	142	37.9%
January 2021	100	23.5%



Monthly Market Detail - January 2022

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

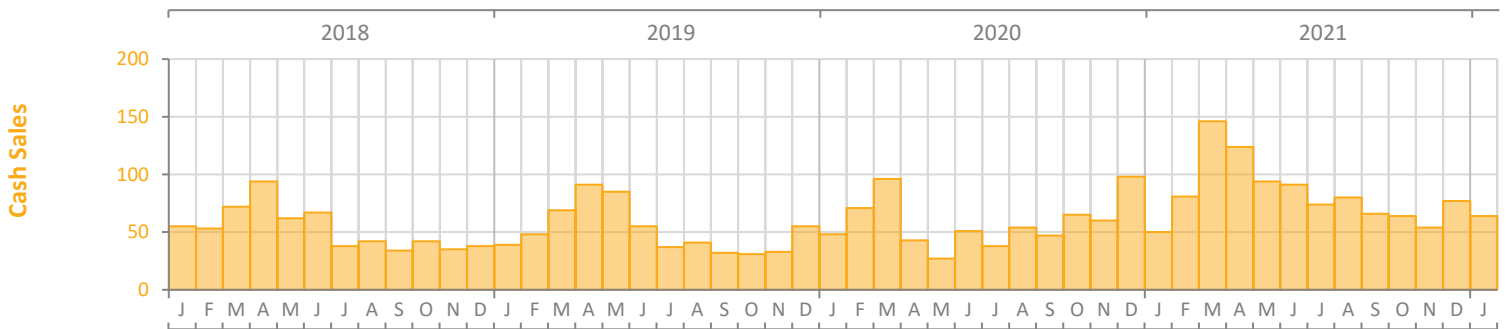
This report describes member activity for the association and is not confined to any specific geographic area.

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	64	28.0%
January 2022	64	28.0%
December 2021	77	-21.4%
November 2021	54	-10.0%
October 2021	64	-1.5%
September 2021	66	40.4%
August 2021	80	48.1%
July 2021	74	94.7%
June 2021	91	78.4%
May 2021	94	248.1%
April 2021	124	188.4%
March 2021	146	52.1%
February 2021	81	14.1%
January 2021	50	4.2%

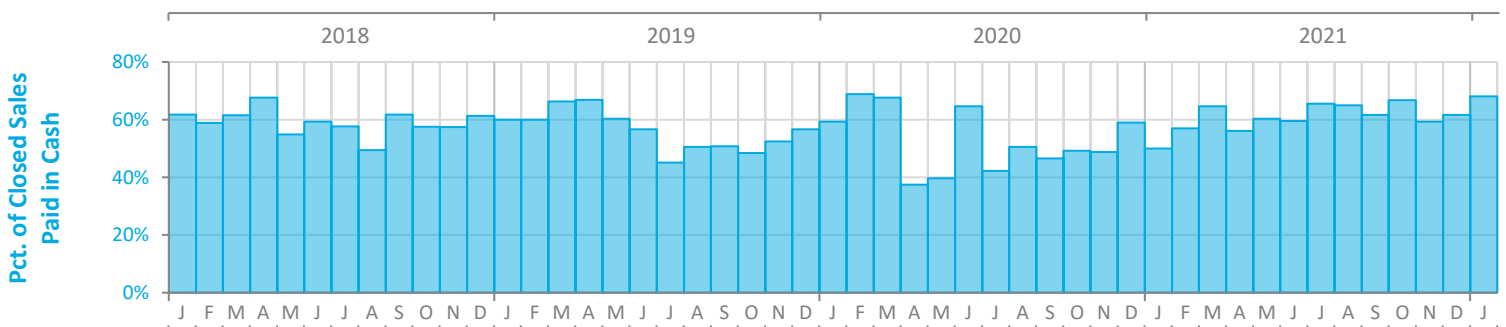


Cash Sales as a Percentage of Closed Sales

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	68.1%	36.2%
January 2022	68.1%	36.2%
December 2021	61.6%	4.4%
November 2021	59.3%	21.5%
October 2021	66.7%	35.6%
September 2021	61.7%	32.7%
August 2021	65.0%	28.7%
July 2021	65.5%	55.2%
June 2021	59.5%	-7.9%
May 2021	60.3%	51.9%
April 2021	56.1%	50.0%
March 2021	64.6%	-4.4%
February 2021	57.0%	-17.3%
January 2021	50.0%	-15.7%



Monthly Market Detail - January 2022

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

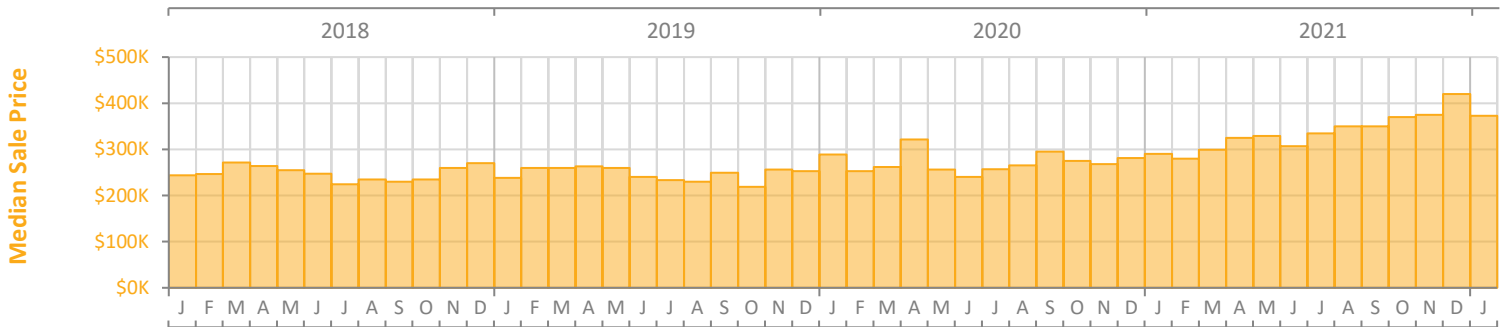
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$372,500	28.4%
January 2022	\$372,500	28.4%
December 2021	\$420,000	49.2%
November 2021	\$374,900	39.9%
October 2021	\$370,000	34.6%
September 2021	\$350,000	18.6%
August 2021	\$350,000	32.1%
July 2021	\$335,000	30.5%
June 2021	\$307,000	27.9%
May 2021	\$329,000	28.3%
April 2021	\$325,000	1.1%
March 2021	\$299,000	14.1%
February 2021	\$279,750	10.6%
January 2021	\$290,000	0.3%

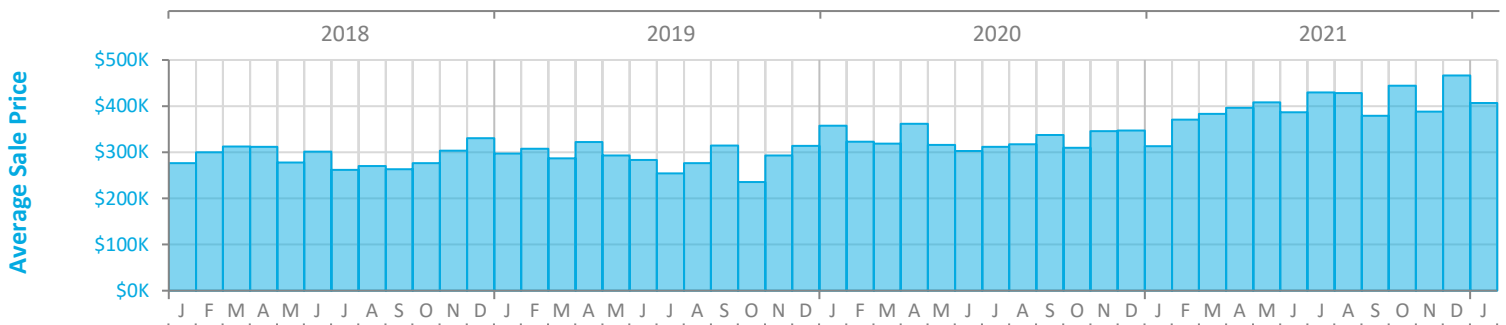


Average Sale Price

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	\$406,747	29.8%
January 2022	\$406,747	29.8%
December 2021	\$466,466	34.2%
November 2021	\$387,762	12.1%
October 2021	\$444,250	43.6%
September 2021	\$378,974	12.4%
August 2021	\$428,048	34.9%
July 2021	\$429,622	37.8%
June 2021	\$386,566	27.7%
May 2021	\$408,483	29.4%
April 2021	\$396,668	9.7%
March 2021	\$382,914	20.1%
February 2021	\$370,642	14.9%
January 2021	\$313,480	-12.3%



Monthly Market Detail - January 2022

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

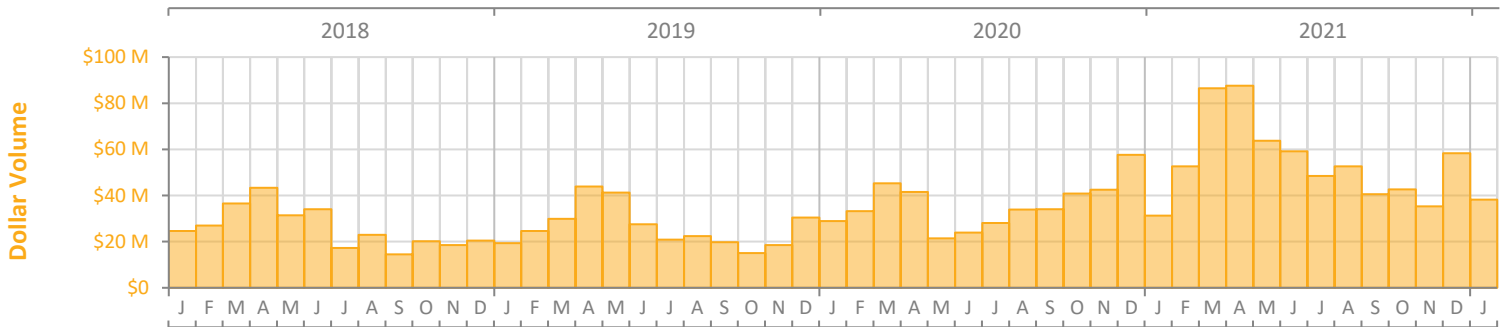
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$38.2 Million	22.0%
January 2022	\$38.2 Million	22.0%
December 2021	\$58.3 Million	1.1%
November 2021	\$35.3 Million	-17.1%
October 2021	\$42.6 Million	4.4%
September 2021	\$40.6 Million	19.1%
August 2021	\$52.6 Million	55.1%
July 2021	\$48.5 Million	73.0%
June 2021	\$59.1 Million	147.3%
May 2021	\$63.7 Million	196.9%
April 2021	\$87.7 Million	110.9%
March 2021	\$86.5 Million	91.1%
February 2021	\$52.6 Million	58.3%
January 2021	\$31.3 Million	8.2%

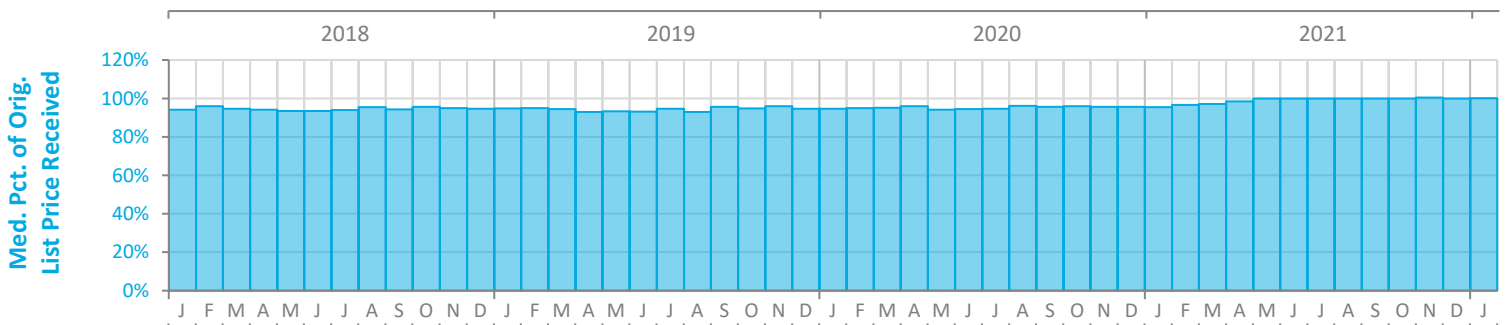


Median Percent of Original List Price Received

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	100.1%	4.9%
January 2022	100.1%	4.9%
December 2021	100.0%	4.5%
November 2021	100.4%	5.0%
October 2021	100.0%	4.2%
September 2021	100.0%	4.6%
August 2021	100.0%	4.0%
July 2021	100.0%	5.7%
June 2021	100.0%	5.8%
May 2021	100.0%	6.3%
April 2021	98.5%	2.7%
March 2021	97.1%	2.0%
February 2021	96.7%	1.8%
January 2021	95.4%	0.8%



Monthly Market Detail - January 2022

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

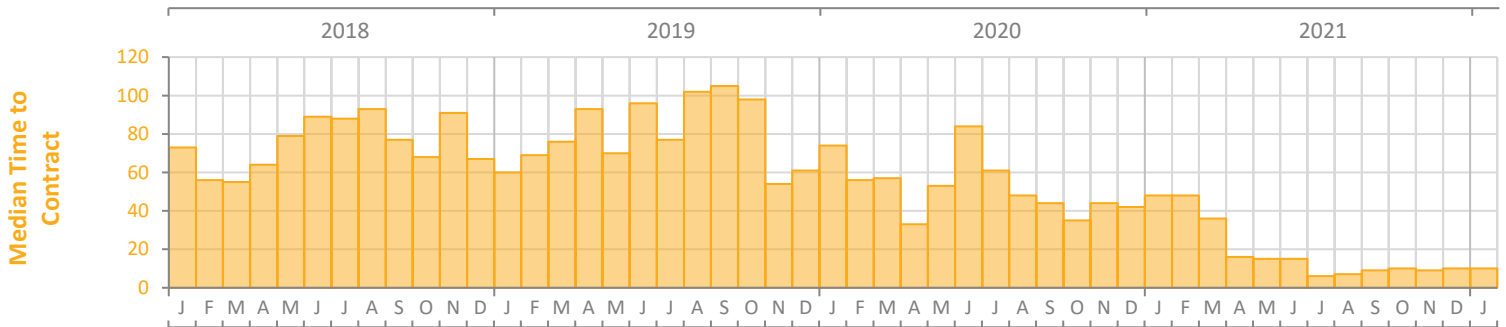
This report describes member activity for the association and is not confined to any specific geographic area.

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	10 Days	-79.2%
January 2022	10 Days	-79.2%
December 2021	10 Days	-76.2%
November 2021	9 Days	-79.5%
October 2021	10 Days	-71.4%
September 2021	9 Days	-79.5%
August 2021	7 Days	-85.4%
July 2021	6 Days	-90.2%
June 2021	15 Days	-82.1%
May 2021	15 Days	-71.7%
April 2021	16 Days	-51.5%
March 2021	36 Days	-36.8%
February 2021	48 Days	-14.3%
January 2021	48 Days	-35.1%

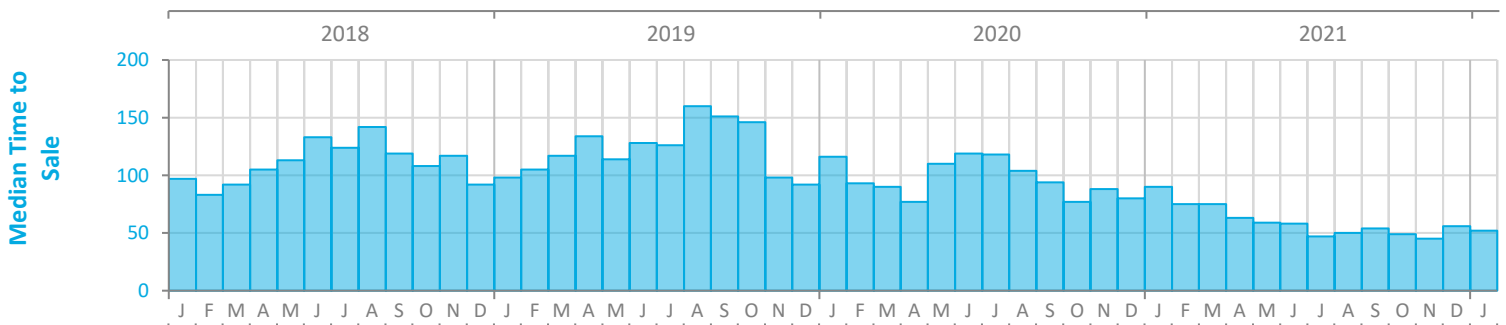


Median Time to Sale

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	52 Days	-42.2%
January 2022	52 Days	-42.2%
December 2021	56 Days	-30.0%
November 2021	45 Days	-48.9%
October 2021	49 Days	-36.4%
September 2021	54 Days	-42.6%
August 2021	50 Days	-51.9%
July 2021	47 Days	-60.2%
June 2021	58 Days	-51.3%
May 2021	59 Days	-46.4%
April 2021	63 Days	-18.2%
March 2021	75 Days	-16.7%
February 2021	75 Days	-19.4%
January 2021	90 Days	-22.4%



Monthly Market Detail - January 2022

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

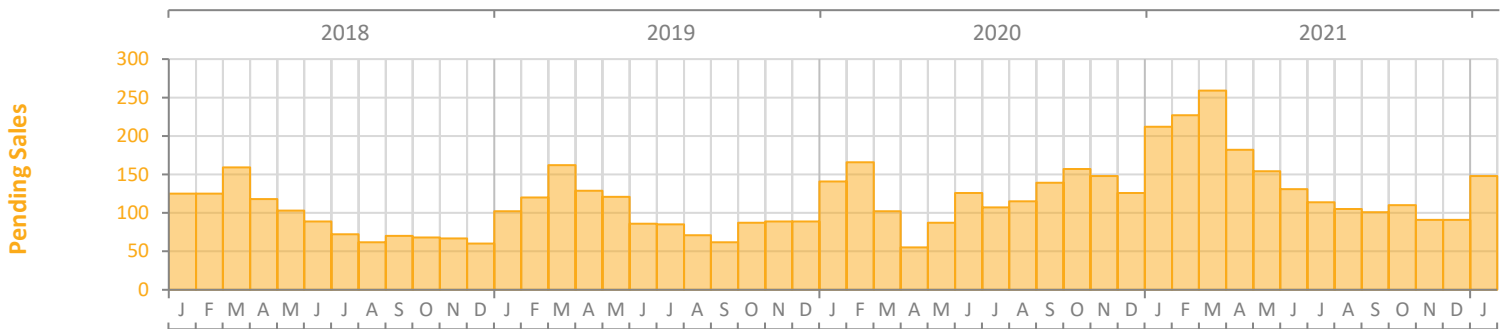
This report describes member activity for the association and is not confined to any specific geographic area.

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	148	-30.2%
January 2022	148	-30.2%
December 2021	91	-27.8%
November 2021	91	-38.5%
October 2021	110	-29.9%
September 2021	101	-27.3%
August 2021	105	-8.7%
July 2021	114	6.5%
June 2021	131	4.0%
May 2021	154	77.0%
April 2021	182	230.9%
March 2021	259	153.9%
February 2021	227	36.7%
January 2021	212	50.4%

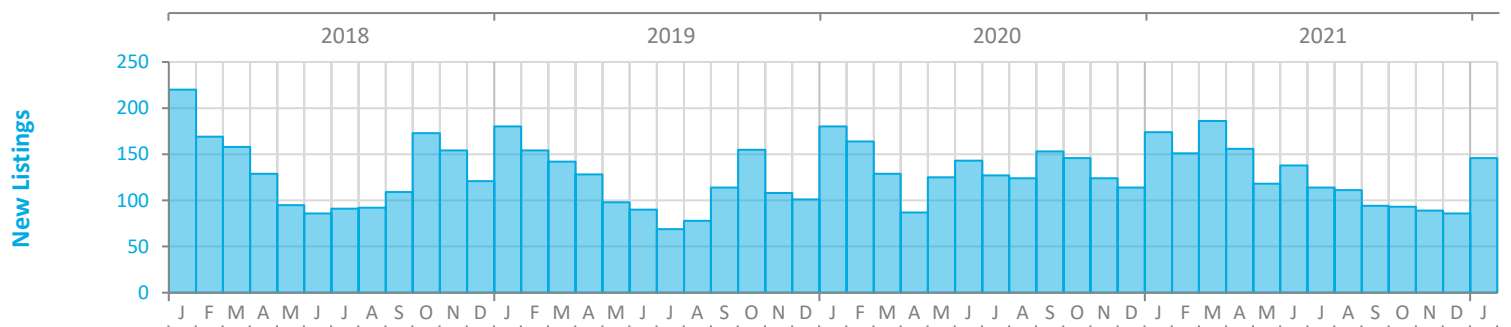


New Listings

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	146	-16.1%
January 2022	146	-16.1%
December 2021	86	-24.6%
November 2021	89	-28.2%
October 2021	93	-36.3%
September 2021	94	-38.6%
August 2021	111	-10.5%
July 2021	114	-10.2%
June 2021	138	-3.5%
May 2021	118	-5.6%
April 2021	156	79.3%
March 2021	186	44.2%
February 2021	151	-7.9%
January 2021	174	-3.3%



Monthly Market Detail - January 2022

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

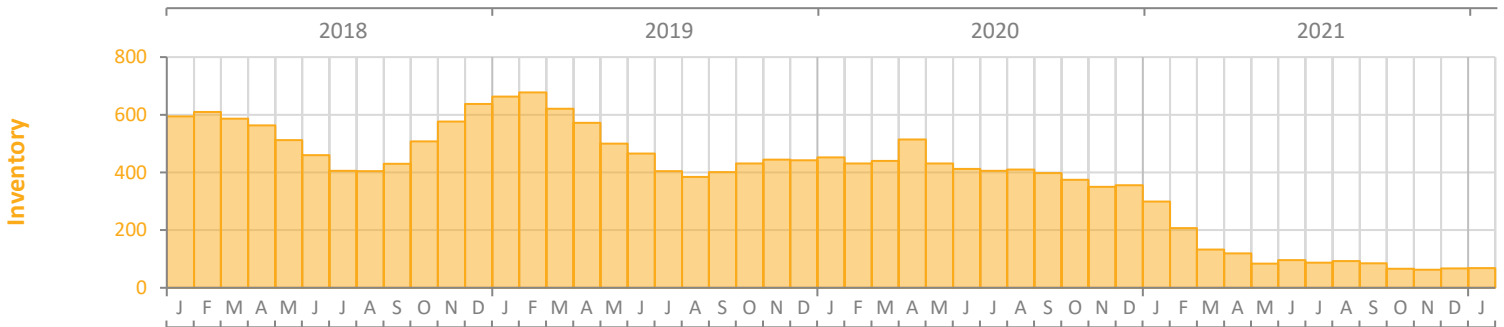
This report describes member activity for the association and is not confined to any specific geographic area.

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)	68	-77.3%
January 2022	68	-77.3%
December 2021	67	-81.2%
November 2021	63	-82.0%
October 2021	66	-82.4%
September 2021	85	-78.6%
August 2021	93	-77.3%
July 2021	87	-78.6%
June 2021	96	-76.7%
May 2021	84	-80.5%
April 2021	119	-76.8%
March 2021	133	-69.8%
February 2021	207	-52.0%
January 2021	299	-33.8%

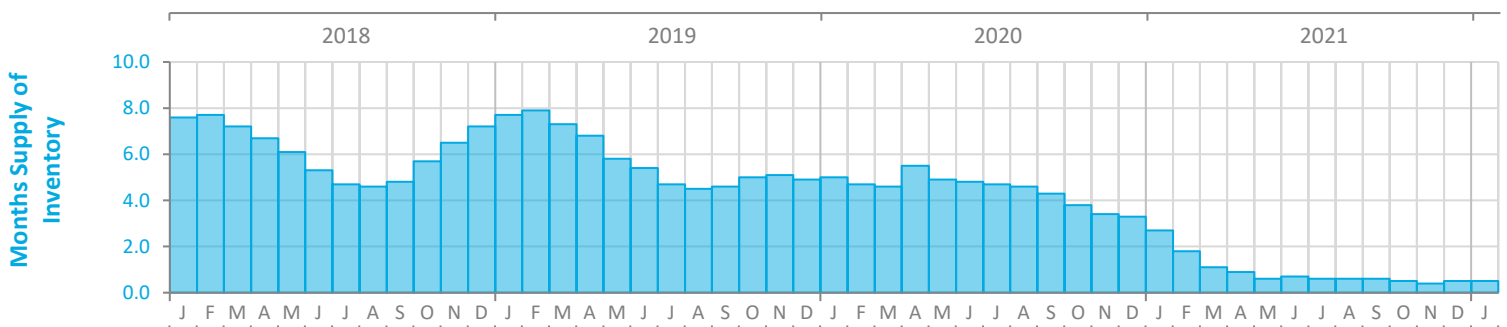


Months Supply of Inventory

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)	0.5	-81.5%
January 2022	0.5	-81.5%
December 2021	0.5	-84.8%
November 2021	0.4	-88.2%
October 2021	0.5	-86.8%
September 2021	0.6	-86.0%
August 2021	0.6	-87.0%
July 2021	0.6	-87.2%
June 2021	0.7	-85.4%
May 2021	0.6	-87.8%
April 2021	0.9	-83.6%
March 2021	1.1	-76.1%
February 2021	1.8	-61.7%
January 2021	2.7	-46.0%



Monthly Market Detail - January 2022

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

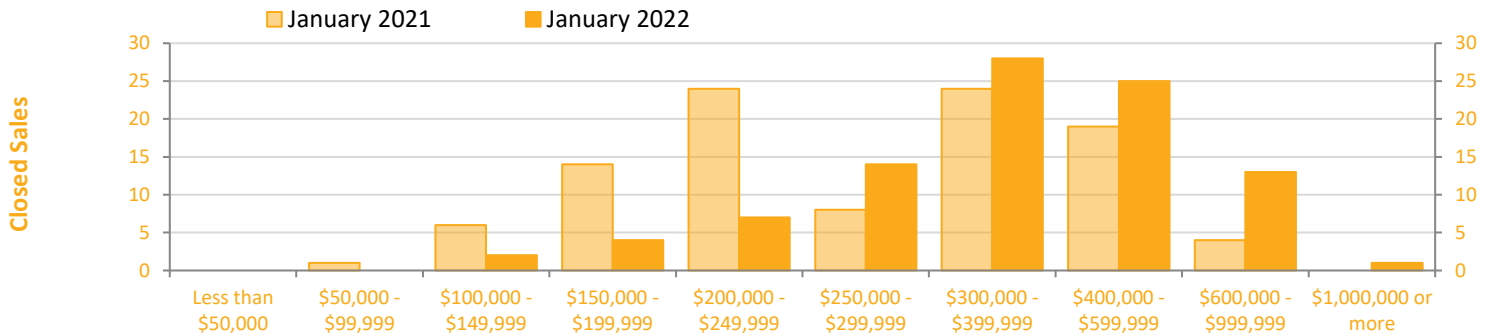
This report describes member activity for the association and is not confined to any specific geographic area.

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	0	-100.0%
\$100,000 - \$149,999	2	-66.7%
\$150,000 - \$199,999	4	-71.4%
\$200,000 - \$249,999	7	-70.8%
\$250,000 - \$299,999	14	75.0%
\$300,000 - \$399,999	28	16.7%
\$400,000 - \$599,999	25	31.6%
\$600,000 - \$999,999	13	225.0%
\$1,000,000 or more	1	N/A

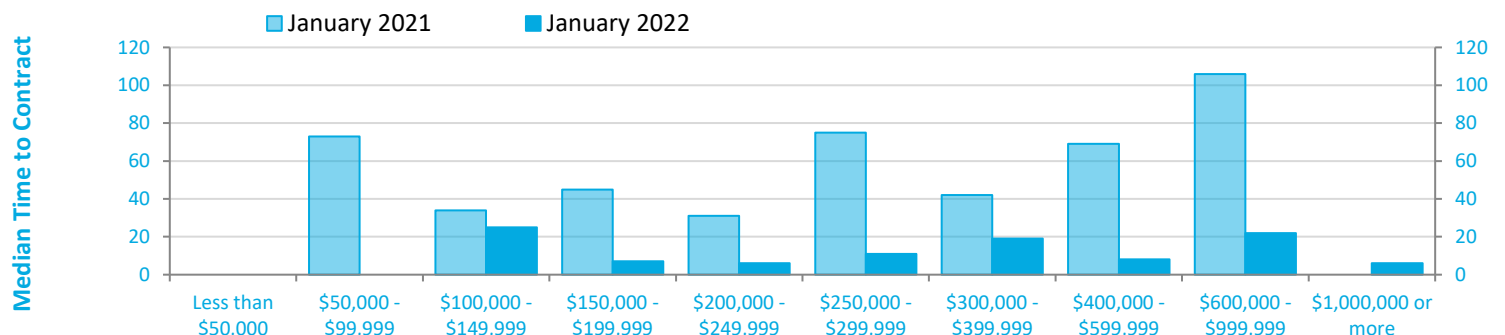


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$100,000 - \$149,999	25 Days	-26.5%
\$150,000 - \$199,999	7 Days	-84.4%
\$200,000 - \$249,999	6 Days	-80.6%
\$250,000 - \$299,999	11 Days	-85.3%
\$300,000 - \$399,999	19 Days	-54.8%
\$400,000 - \$599,999	8 Days	-88.4%
\$600,000 - \$999,999	22 Days	-79.2%
\$1,000,000 or more	6 Days	N/A



Monthly Market Detail - January 2022

Townhouses and Condos

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

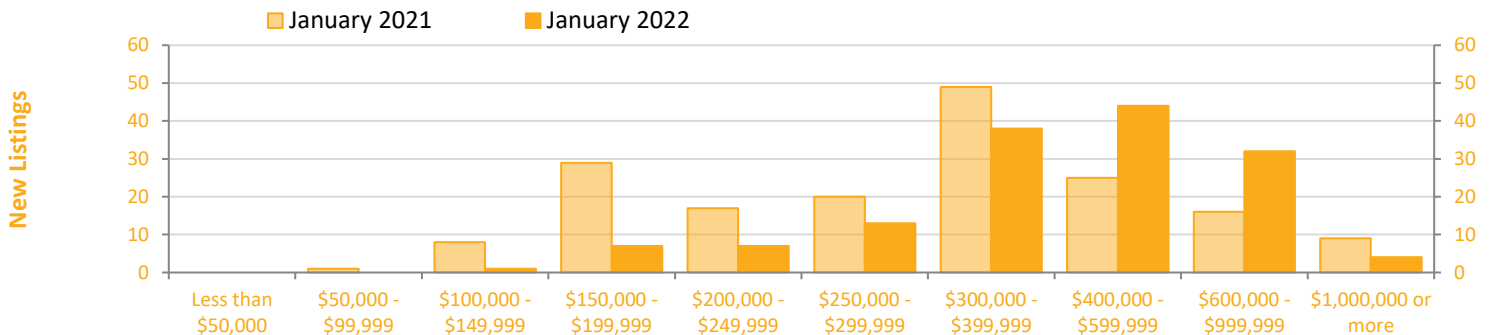
This report describes member activity for the association and is not confined to any specific geographic area.

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	-100.0%
\$100,000 - \$149,999	1	-87.5%
\$150,000 - \$199,999	7	-75.9%
\$200,000 - \$249,999	7	-58.8%
\$250,000 - \$299,999	13	-35.0%
\$300,000 - \$399,999	38	-22.4%
\$400,000 - \$599,999	44	76.0%
\$600,000 - \$999,999	32	100.0%
\$1,000,000 or more	4	-55.6%

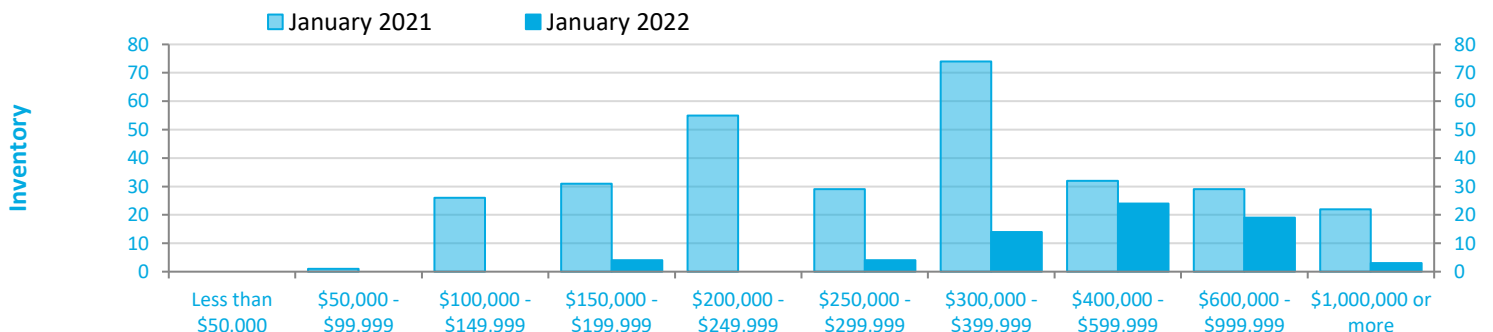


Inventory by Current Listing Price

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	-100.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	4	-87.1%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	4	-86.2%
\$300,000 - \$399,999	14	-81.1%
\$400,000 - \$599,999	24	-25.0%
\$600,000 - \$999,999	19	-34.5%
\$1,000,000 or more	3	-86.4%



Monthly Distressed Market - January 2022

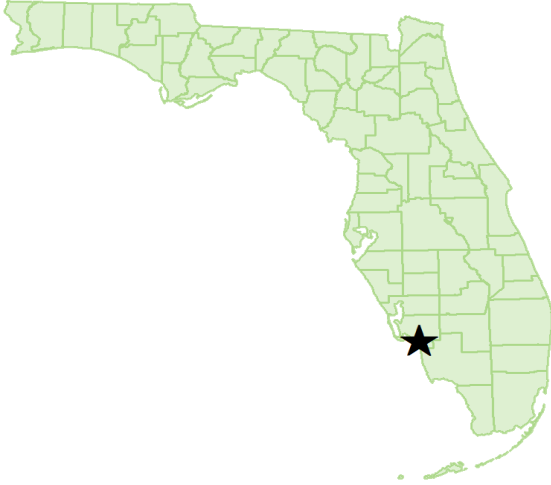
Townhouses and Condos

Bonita Springs-Estero REALTORS®

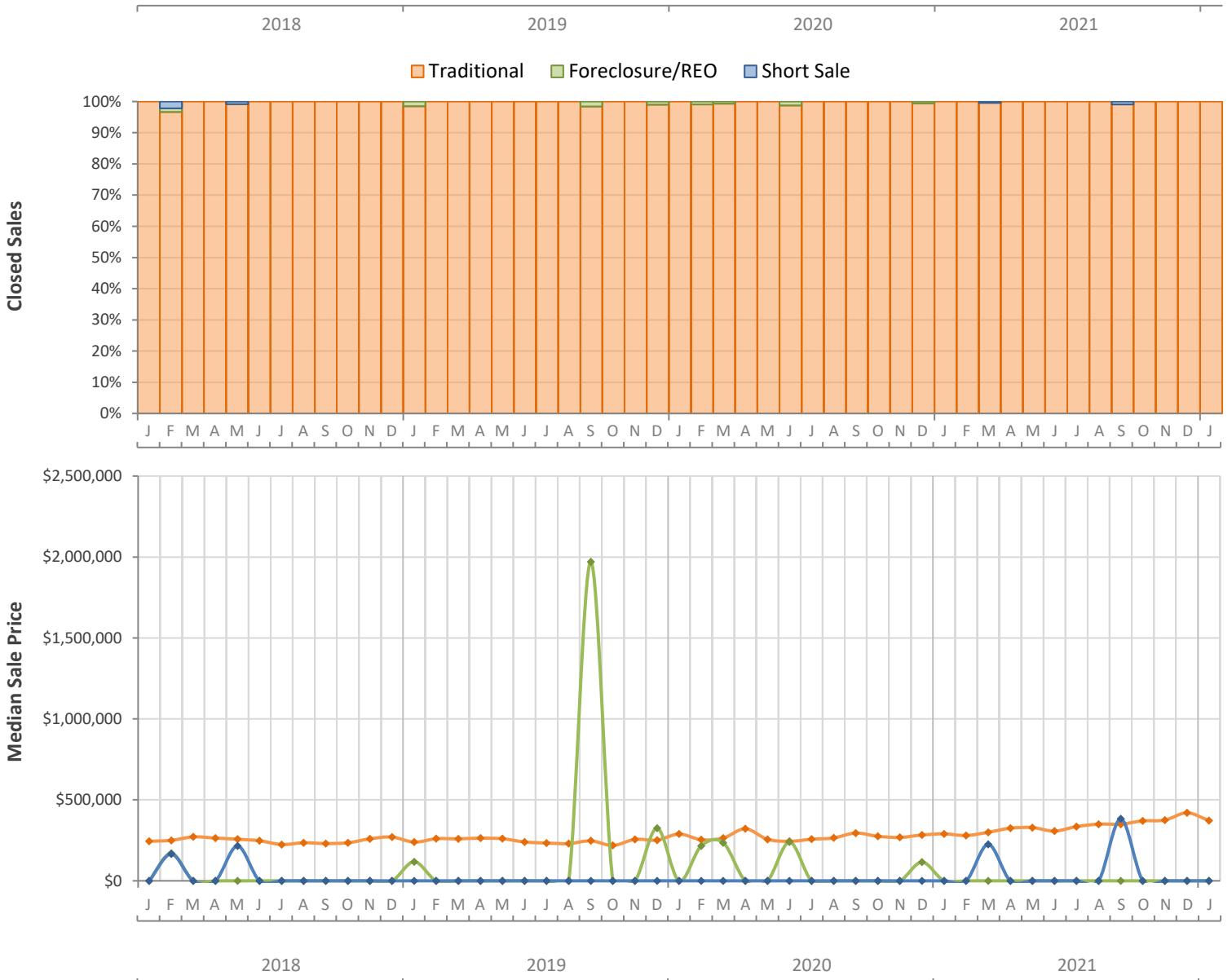


BONITA SPRINGS-ESTERO
REALTORS®

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



		January 2022	January 2021	Percent Change Year-over-Year
Traditional	Closed Sales	94	100	-6.0%
	Median Sale Price	\$372,500	\$290,000	28.4%
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



Monthly Market Detail - January 2022

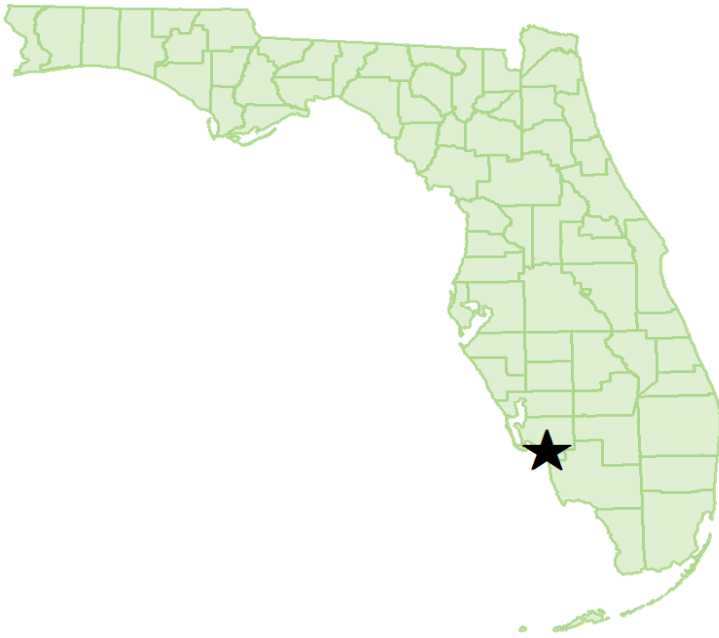
Manufactured Homes

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.



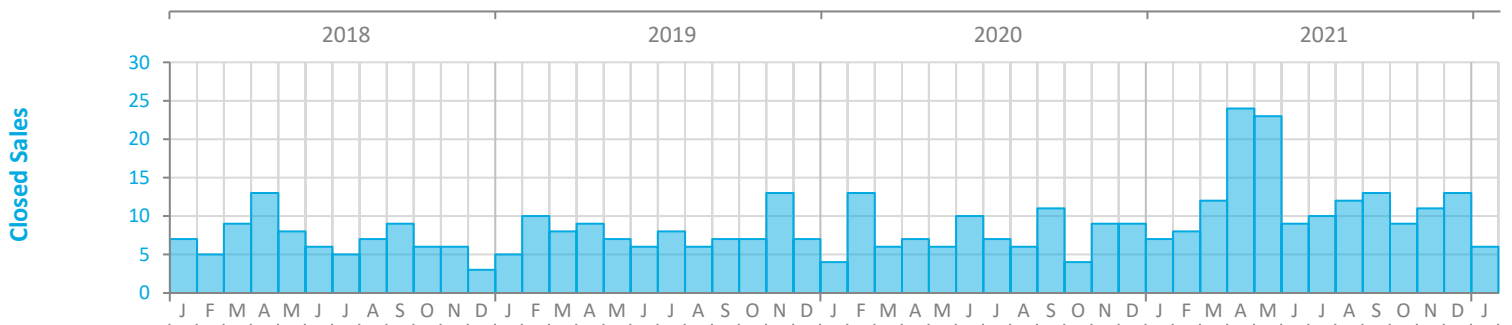
Summary Statistics	January 2022	January 2021	Percent Change Year-over-Year
Closed Sales	6	7	-14.3%
Paid in Cash	5	5	0.0%
Median Sale Price	\$157,450	\$117,000	34.6%
Average Sale Price	\$165,317	\$113,007	46.3%
Dollar Volume	\$991,902	\$791,049	25.4%
Median Percent of Original List Price Received	97.7%	98.2%	-0.5%
Median Time to Contract	15 Days	3 Days	400.0%
Median Time to Sale	43 Days	139 Days	-69.1%
New Pending Sales	13	11	18.2%
New Listings	16	8	100.0%
Pending Inventory	16	12	33.3%
Inventory (Active Listings)	17	40	-57.5%
Months Supply of Inventory	1.4	5.1	-72.5%

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	6	-14.3%
January 2022	6	-14.3%
December 2021	13	44.4%
November 2021	11	22.2%
October 2021	9	125.0%
September 2021	13	18.2%
August 2021	12	100.0%
July 2021	10	42.9%
June 2021	9	-10.0%
May 2021	23	283.3%
April 2021	24	242.9%
March 2021	12	100.0%
February 2021	8	-38.5%
January 2021	7	75.0%



Monthly Market Detail - January 2022

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

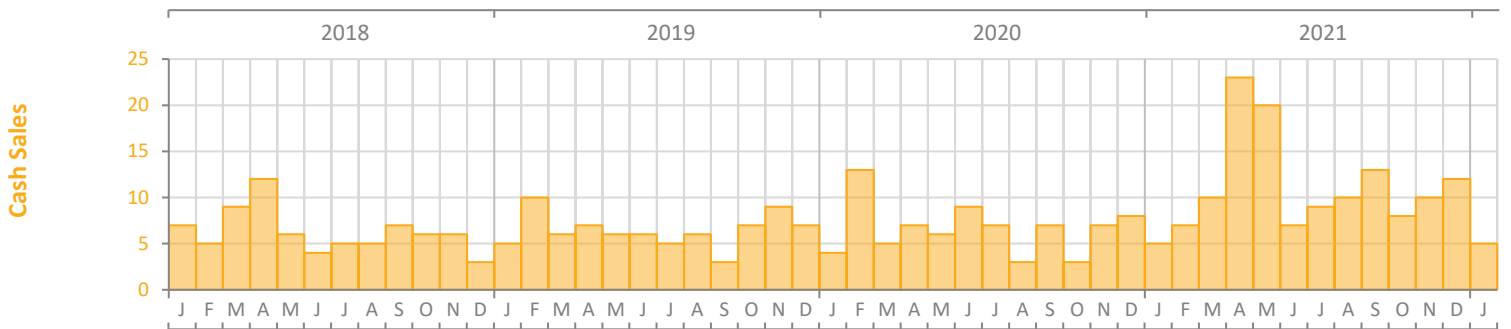
This report describes member activity for the association and is not confined to any specific geographic area.

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	5	0.0%
January 2022	5	0.0%
December 2021	12	50.0%
November 2021	10	42.9%
October 2021	8	166.7%
September 2021	13	85.7%
August 2021	10	233.3%
July 2021	9	28.6%
June 2021	7	-22.2%
May 2021	20	233.3%
April 2021	23	228.6%
March 2021	10	100.0%
February 2021	7	-46.2%
January 2021	5	25.0%

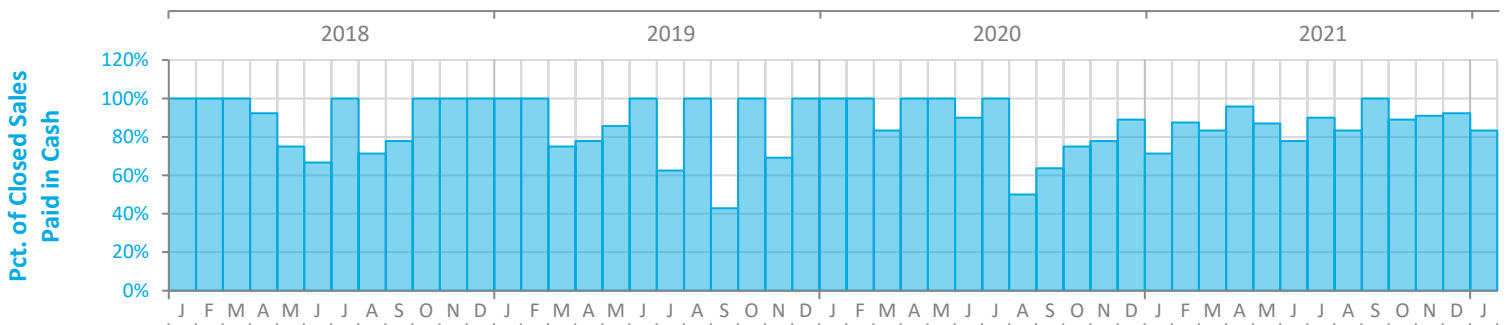


Cash Sales as a Percentage of Closed Sales

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	83.3%	16.7%
January 2022	83.3%	16.7%
December 2021	92.3%	3.8%
November 2021	90.9%	16.8%
October 2021	88.9%	18.5%
September 2021	100.0%	57.2%
August 2021	83.3%	66.6%
July 2021	90.0%	-10.0%
June 2021	77.8%	-13.6%
May 2021	87.0%	-13.0%
April 2021	95.8%	-4.2%
March 2021	83.3%	0.0%
February 2021	87.5%	-12.5%
January 2021	71.4%	-28.6%



Monthly Market Detail - January 2022

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

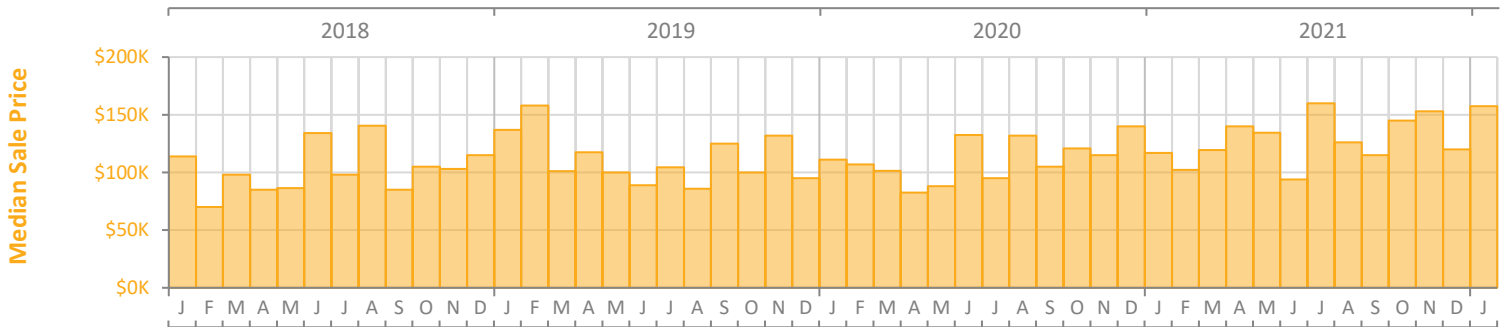
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$157,450	34.6%
January 2022	\$157,450	34.6%
December 2021	\$120,000	-14.3%
November 2021	\$153,000	33.0%
October 2021	\$145,000	19.9%
September 2021	\$115,000	9.5%
August 2021	\$126,000	-4.5%
July 2021	\$160,000	68.4%
June 2021	\$94,000	-29.1%
May 2021	\$134,500	52.8%
April 2021	\$140,000	69.7%
March 2021	\$119,500	17.7%
February 2021	\$102,250	-4.4%
January 2021	\$117,000	5.4%

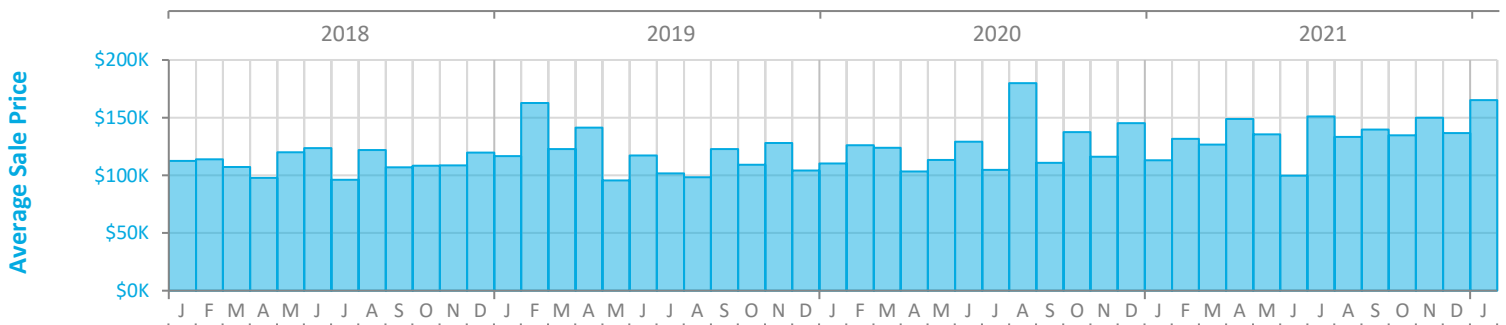


Average Sale Price

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	\$165,317	46.3%
January 2022	\$165,317	46.3%
December 2021	\$136,538	-6.1%
November 2021	\$150,036	29.4%
October 2021	\$134,667	-2.1%
September 2021	\$139,712	25.9%
August 2021	\$133,417	-25.9%
July 2021	\$151,040	44.3%
June 2021	\$99,833	-22.7%
May 2021	\$135,457	19.6%
April 2021	\$148,767	44.0%
March 2021	\$126,558	2.1%
February 2021	\$131,688	4.5%
January 2021	\$113,007	2.5%



Monthly Market Detail - January 2022

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

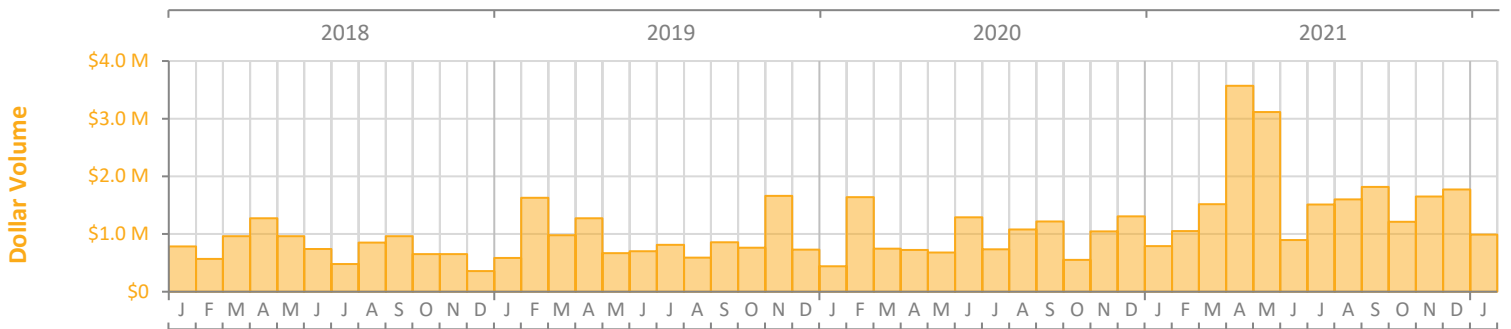
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$991,902	25.4%
January 2022	\$991,902	25.4%
December 2021	\$1.8 Million	35.7%
November 2021	\$1.7 Million	58.1%
October 2021	\$1.2 Million	120.2%
September 2021	\$1.8 Million	48.8%
August 2021	\$1.6 Million	48.3%
July 2021	\$1.5 Million	106.2%
June 2021	\$898,497	-30.4%
May 2021	\$3.1 Million	358.5%
April 2021	\$3.6 Million	393.7%
March 2021	\$1.5 Million	104.1%
February 2021	\$1.1 Million	-35.7%
January 2021	\$791,049	79.4%

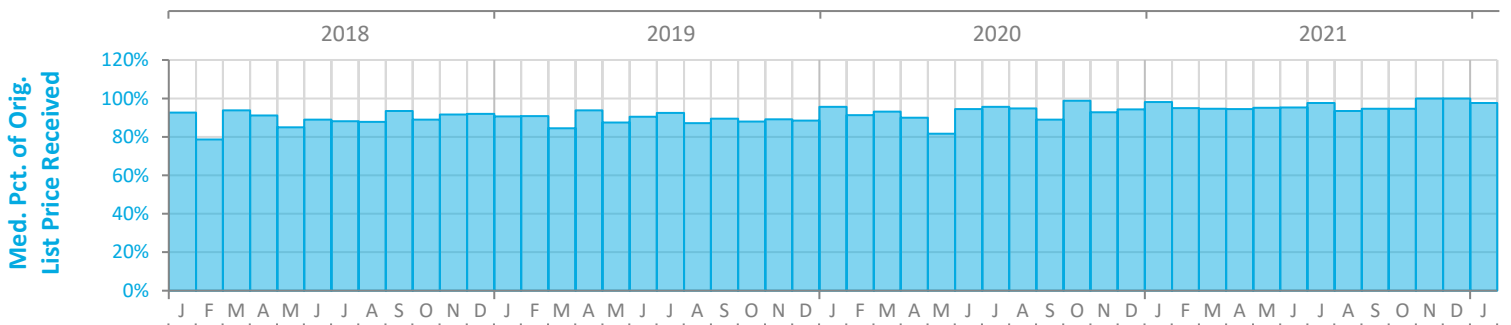


Median Percent of Original List Price Received

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

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

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	97.7%	-0.5%
January 2022	97.7%	-0.5%
December 2021	100.0%	6.0%
November 2021	100.0%	7.8%
October 2021	94.7%	-4.1%
September 2021	94.6%	6.3%
August 2021	93.4%	-1.5%
July 2021	97.6%	2.0%
June 2021	95.3%	0.8%
May 2021	95.1%	16.4%
April 2021	94.4%	5.0%
March 2021	94.6%	1.6%
February 2021	94.9%	3.9%
January 2021	98.2%	2.7%



Monthly Market Detail - January 2022

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

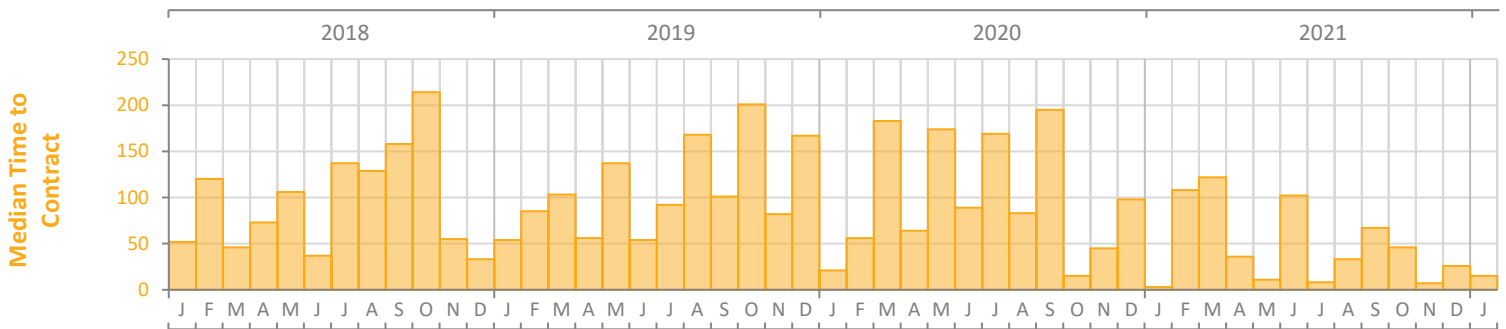
This report describes member activity for the association and is not confined to any specific geographic area.

Median 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	15 Days	400.0%
January 2022	15 Days	400.0%
December 2021	26 Days	-73.5%
November 2021	7 Days	-84.4%
October 2021	46 Days	206.7%
September 2021	67 Days	-65.6%
August 2021	33 Days	-60.2%
July 2021	8 Days	-95.3%
June 2021	102 Days	14.6%
May 2021	11 Days	-93.7%
April 2021	36 Days	-43.8%
March 2021	122 Days	-33.3%
February 2021	108 Days	92.9%
January 2021	3 Days	-85.7%

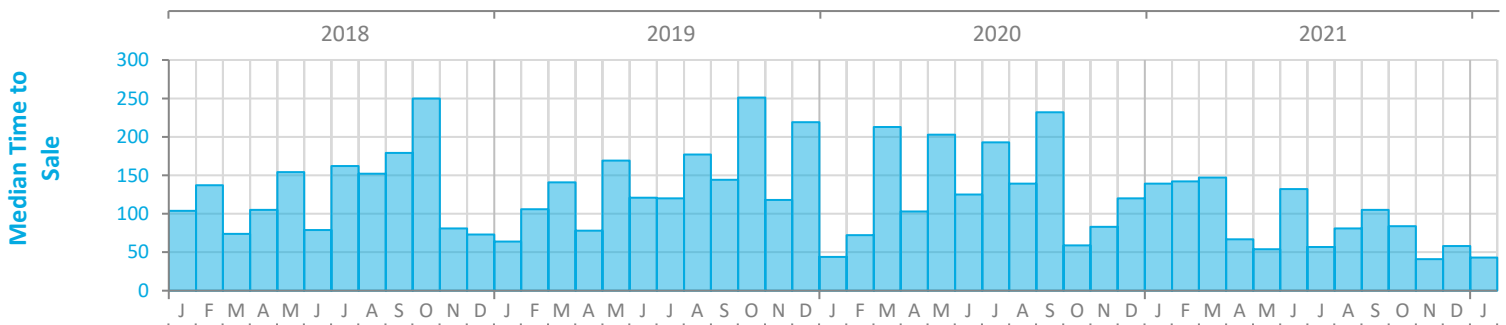


Median Time to Sale

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	43 Days	-69.1%
January 2022	43 Days	-69.1%
December 2021	58 Days	-51.7%
November 2021	41 Days	-50.6%
October 2021	84 Days	42.4%
September 2021	105 Days	-54.7%
August 2021	81 Days	-41.7%
July 2021	57 Days	-70.5%
June 2021	132 Days	5.6%
May 2021	54 Days	-73.4%
April 2021	67 Days	-35.0%
March 2021	147 Days	-31.0%
February 2021	142 Days	97.2%
January 2021	139 Days	215.9%



Monthly Market Detail - January 2022

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

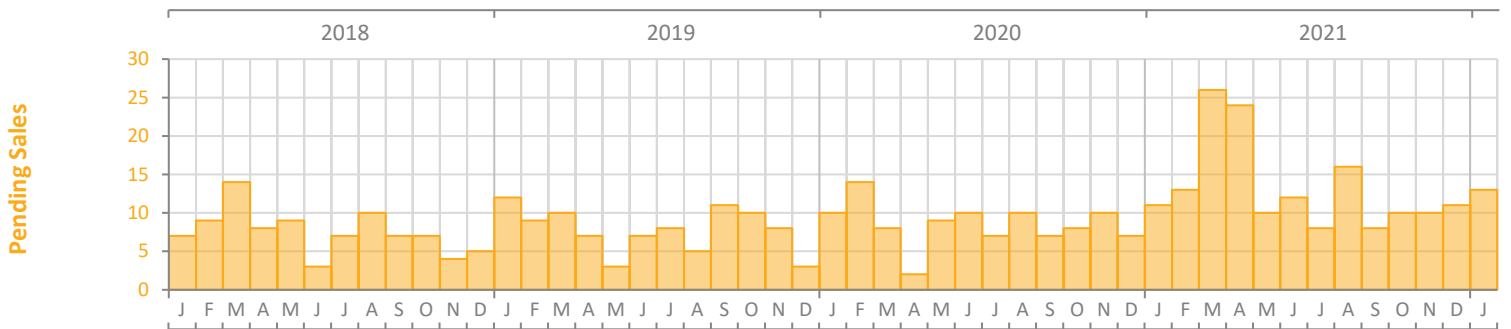
This report describes member activity for the association and is not confined to any specific geographic area.

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	13	18.2%
January 2022	13	18.2%
December 2021	11	57.1%
November 2021	10	0.0%
October 2021	10	25.0%
September 2021	8	14.3%
August 2021	16	60.0%
July 2021	8	14.3%
June 2021	12	20.0%
May 2021	10	11.1%
April 2021	24	1100.0%
March 2021	26	225.0%
February 2021	13	-7.1%
January 2021	11	10.0%

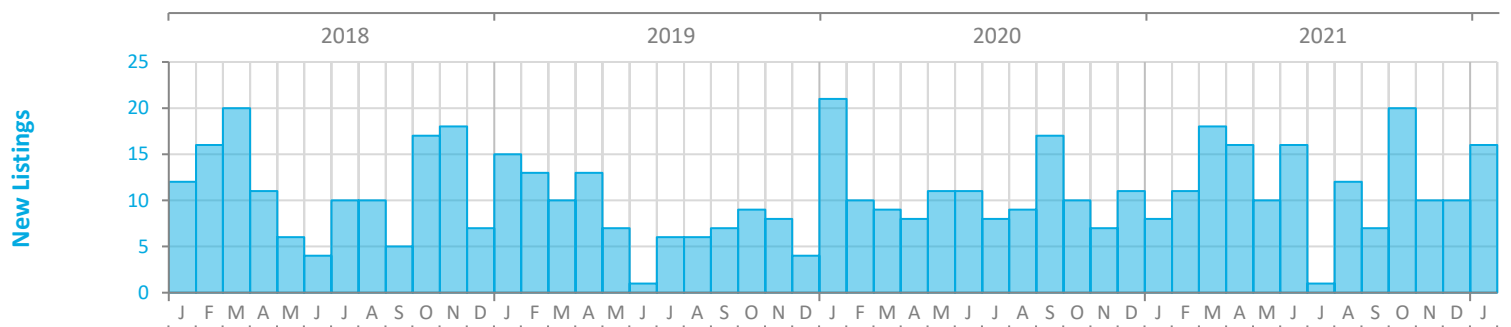


New Listings

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	16	100.0%
January 2022	16	100.0%
December 2021	10	-9.1%
November 2021	10	42.9%
October 2021	20	100.0%
September 2021	7	-58.8%
August 2021	12	33.3%
July 2021	1	-87.5%
June 2021	16	45.5%
May 2021	10	-9.1%
April 2021	16	100.0%
March 2021	18	100.0%
February 2021	11	10.0%
January 2021	8	-61.9%



Monthly Market Detail - January 2022

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

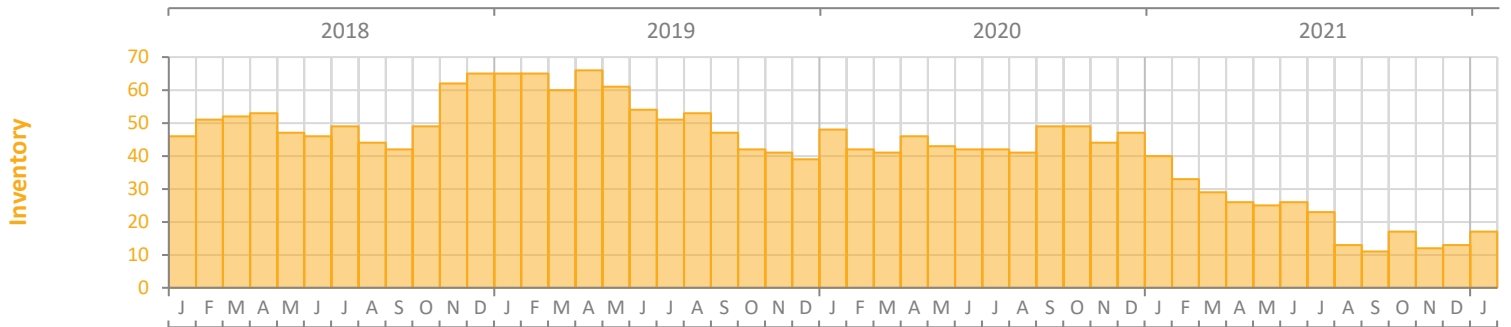
This report describes member activity for the association and is not confined to any specific geographic area.

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)	17	-57.5%
January 2022	17	-57.5%
December 2021	13	-72.3%
November 2021	12	-72.7%
October 2021	17	-65.3%
September 2021	11	-77.6%
August 2021	13	-68.3%
July 2021	23	-45.2%
June 2021	26	-38.1%
May 2021	25	-41.9%
April 2021	26	-43.5%
March 2021	29	-29.3%
February 2021	33	-21.4%
January 2021	40	-16.7%

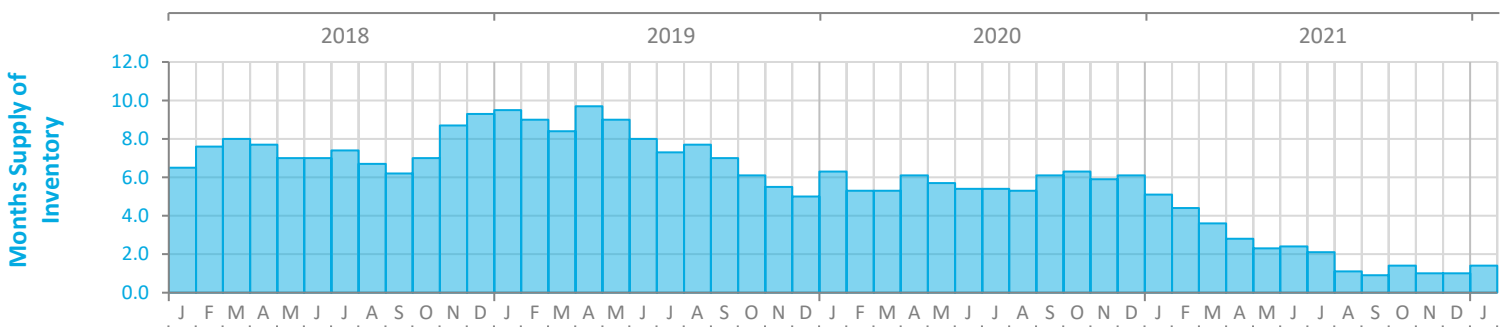


Months Supply of Inventory

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)	1.4	-72.5%
January 2022	1.4	-72.5%
December 2021	1.0	-83.6%
November 2021	1.0	-83.1%
October 2021	1.4	-77.8%
September 2021	0.9	-85.2%
August 2021	1.1	-79.2%
July 2021	2.1	-61.1%
June 2021	2.4	-55.6%
May 2021	2.3	-59.6%
April 2021	2.8	-54.1%
March 2021	3.6	-32.1%
February 2021	4.4	-17.0%
January 2021	5.1	-19.0%



Monthly Market Detail - January 2022

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

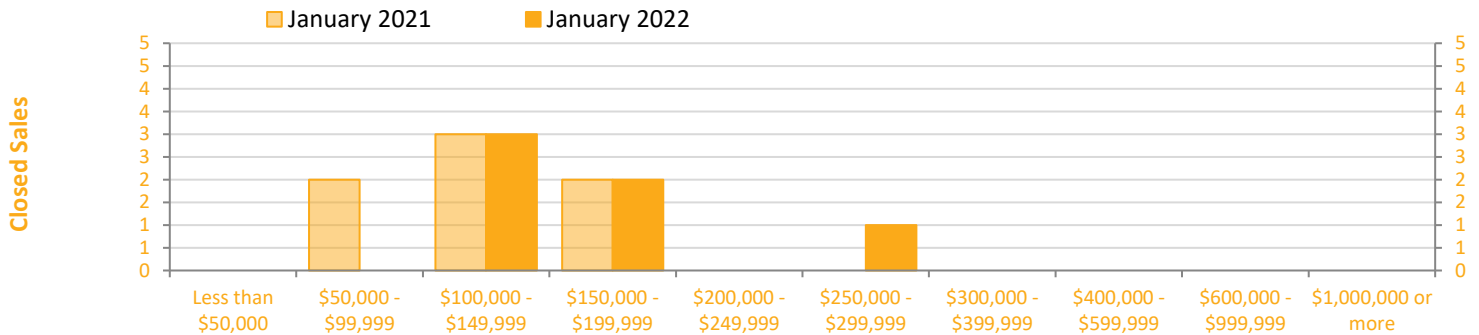
This report describes member activity for the association and is not confined to any specific geographic area.

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	0	-100.0%
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	2	0.0%
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	1	N/A
\$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

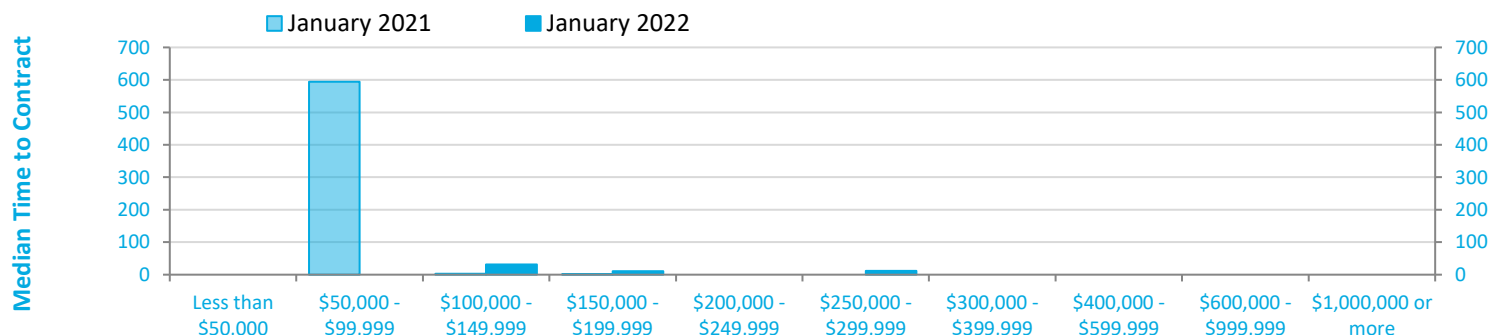


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$100,000 - \$149,999	31 Days	933.3%
\$150,000 - \$199,999	11 Days	450.0%
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	12 Days	N/A
\$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



Monthly Market Detail - January 2022

Manufactured Homes

Bonita Springs-Estero REALTORS®



BONITA SPRINGS-ESTERO
REALTORS®

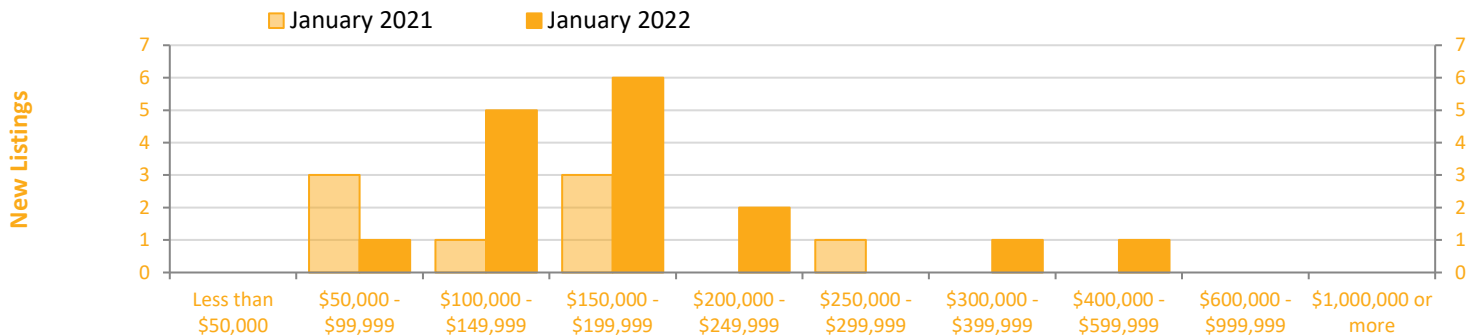
This report describes member activity for the association and is not confined to any specific geographic area.

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	-66.7%
\$100,000 - \$149,999	5	400.0%
\$150,000 - \$199,999	6	100.0%
\$200,000 - \$249,999	2	N/A
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

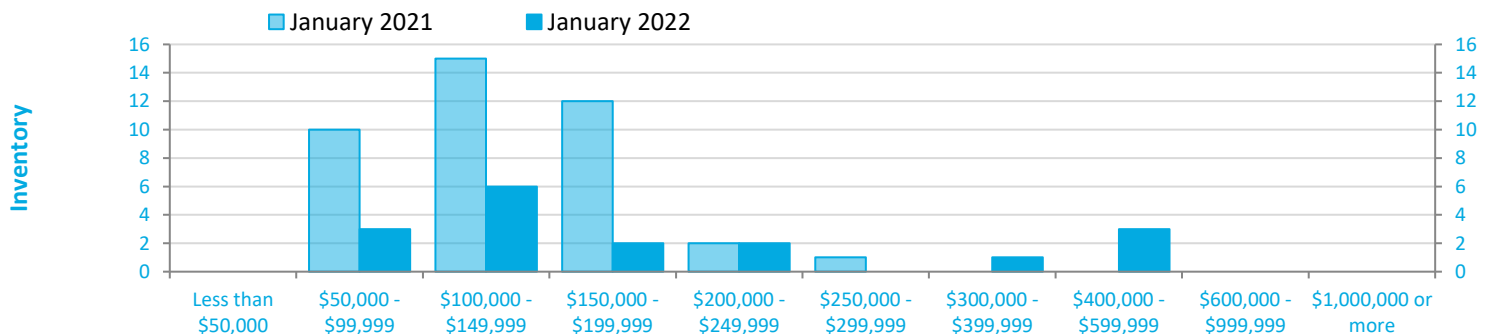


Inventory by Current Listing Price

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	3	-70.0%
\$100,000 - \$149,999	6	-60.0%
\$150,000 - \$199,999	2	-83.3%
\$200,000 - \$249,999	2	0.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	3	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - January 2022

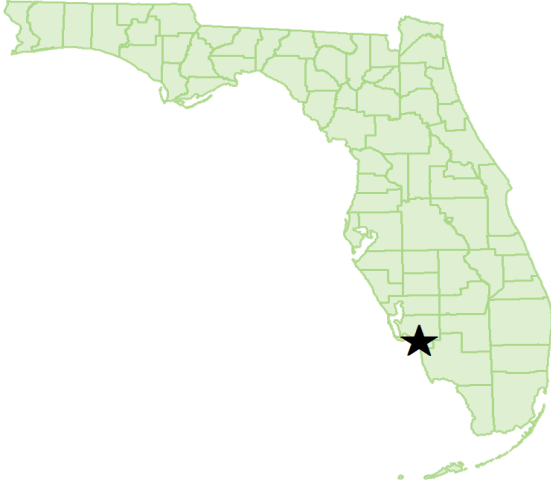
Manufactured Homes

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.



		January 2022	January 2021	Percent Change Year-over-Year
Traditional	Closed Sales	6	7	-14.3%
	Median Sale Price	\$157,450	\$117,000	34.6%
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

