

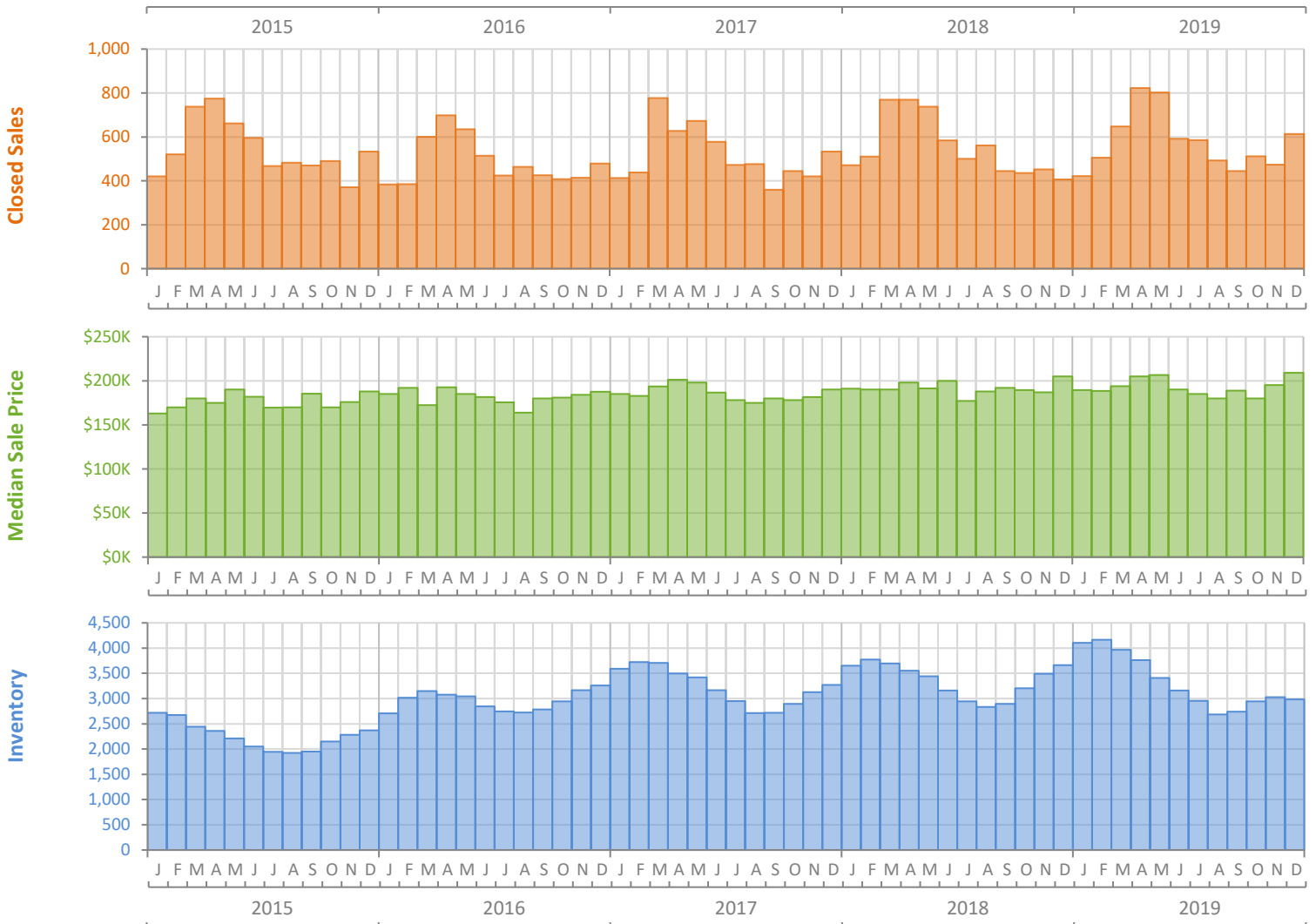
# Monthly Market Summary - December 2019

## Townhouses and Condos

### Lee County



|  | December 2019   | December 2018   | Percent Change Year-over-Year |
|--|-----------------|-----------------|-------------------------------|
| Closed Sales                           | 613             | 407             | 50.6%                         |
| Paid in Cash                           | 341             | 236             | 44.5%                         |
| Median Sale Price                      | \$209,000       | \$205,000       | 2.0%                          |
| Average Sale Price                     | \$263,730       | \$304,353       | -13.3%                        |
| Dollar Volume                          | \$161.7 Million | \$123.9 Million | 30.5%                         |
| Med. Pct. of Orig. List Price Received | 95.1%           | 95.0%           | 0.1%                          |
| Median Time to Contract                | 69 Days         | 69 Days         | 0.0%                          |
| Median Time to Sale                    | 100 Days        | 105 Days        | -4.8%                         |
| New Pending Sales                      | 524             | 392             | 33.7%                         |
| New Listings                           | 601             | 661             | -9.1%                         |
| Pending Inventory                      | 550             | 501             | 9.8%                          |
| Inventory (Active Listings)            | 2,983           | 3,663           | -18.6%                        |
| Months Supply of Inventory             | 5.2             | 6.6             | -21.2%                        |



# Monthly Distressed Market - December 2019

## Townhouses and Condos

### Lee County



|                 |                   | December 2019 | December 2018 | Percent Change Year-over-Year |
|-----------------|-------------------|---------------|---------------|-------------------------------|
| Traditional     | Closed Sales      | 602           | 404           | 49.0%                         |
|                 | Median Sale Price | \$210,000     | \$205,000     | 2.4%                          |
| Foreclosure/REO | Closed Sales      | 10            | 2             | 400.0%                        |
|                 | Median Sale Price | \$120,750     | \$142,400     | -15.2%                        |
| Short Sale      | Closed Sales      | 1             | 1             | 0.0%                          |
|                 | Median Sale Price | \$203,168     | \$230,000     | -11.7%                        |

