

John R. Wood Inc., REALTORS
Pending FC SS Study 2011 04 01 NA BN ES
Count by Price Code

Sum of Unit Count		Sale Type			Grand Total
Market Defined	Code	Foreclosure	Normal	Shortsale	
Bonita Estero Markets Only	A	52	179	240	471
	B	8	117	41	166
	C		45	6	51
	D		22	3	25
	E		17	3	20
	F		7		7
Bonita Estero Markets Only Total		60	387	293	740
Naples Market Only	A	265	505	871	1641
	B	15	269	129	413
	C	7	112	23	142
	D	3	49	16	68
	E	1	82	15	98
	F		55	6	61
	G		4		4
Naples Market Only Total		291	1076	1060	2427
Grand Total		351	1463	1353	3167

John R. Wood Inc., REALTORS
Pending FC SS Study 2011 04 01 NA BN ES
Geo Code Breakdown

GeoCode	Foreclosure		Normal		Shortsale		Total Sum of Unit Count	Total % of Units
	Sum of Unit Count	% of Units	Sum of Unit Count	% of Units	Sum of Unit Count	% of Units		
	Data		Data		Data			
BN01		0.00%	12	66.67%	6	33.33%	18	100.00%
BN02	3	8.82%	16	47.06%	15	44.12%	34	100.00%
BN03		0.00%	39	81.25%	9	18.75%	48	100.00%
BN04	1	2.13%	44	93.62%	2	4.26%	47	100.00%
BN05	4	5.00%	56	70.00%	20	25.00%	80	100.00%
BN06	2	7.14%	11	39.29%	15	53.57%	28	100.00%
BN07	9	18.00%	20	40.00%	21	42.00%	50	100.00%
BN08	12	28.57%	11	26.19%	19	45.24%	42	100.00%
BN09	2	7.41%	20	74.07%	5	18.52%	27	100.00%
BN10	5	16.13%	10	32.26%	16	51.61%	31	100.00%
BN11	2	6.90%	13	44.83%	14	48.28%	29	100.00%
BN12	10	12.20%	41	50.00%	31	37.80%	82	100.00%
BN13	1	50.00%		0.00%	1	50.00%	2	100.00%
ES01	4	5.48%	44	60.27%	25	34.25%	73	100.00%
ES02	1	1.59%	27	42.86%	35	55.56%	63	100.00%
ES03	4	4.65%	23	26.74%	59	68.60%	86	100.00%
NA01	5	5.95%	57	67.86%	22	26.19%	84	100.00%
NA02		0.00%	8	53.33%	7	46.67%	15	100.00%
NA03	6	14.63%	15	36.59%	20	48.78%	41	100.00%
NA04	2	2.35%	78	91.76%	5	5.88%	85	100.00%
NA05	3	2.88%	87	83.65%	14	13.46%	104	100.00%
NA06		0.00%	41	91.11%	4	8.89%	45	100.00%
NA07		0.00%	11	100.00%		0.00%	11	100.00%
NA08	3	11.11%	13	48.15%	11	40.74%	27	100.00%
NA09	17	20.73%	19	23.17%	46	56.10%	82	100.00%
NA11	11	7.38%	73	48.99%	65	43.62%	149	100.00%
NA12	7	8.75%	32	40.00%	41	51.25%	80	100.00%
NA13	1	8.33%	4	33.33%	7	58.33%	12	100.00%
NA14	8	6.67%	76	63.33%	36	30.00%	120	100.00%
NA15	2	6.25%	11	34.38%	19	59.38%	32	100.00%
NA16	13	7.83%	74	44.58%	79	47.59%	166	100.00%
NA17	34	16.67%	65	31.86%	105	51.47%	204	100.00%
NA18	23	13.07%	98	55.68%	55	31.25%	176	100.00%
NA19	8	8.08%	44	44.44%	47	47.47%	99	100.00%
NA21	15	14.15%	40	37.74%	51	48.11%	106	100.00%
NA22	20	15.87%	36	28.57%	70	55.56%	126	100.00%

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Geo Code Breakdown

	Sale Type		Data						Total Sum of Unit Count	Total % of Units
	Foreclosure		Normal		Shortsale					
NA23	4	22.22%	2	11.11%	12	66.67%			18	100.00%
NA24	32	24.81%	39	30.23%	58	44.96%			129	100.00%
NA31		0.00%	14	46.67%	16	53.33%			30	100.00%
NA32		0.00%		0.00%	6	100.00%			6	100.00%
NA33	1	33.33%	1	33.33%	1	33.33%			3	100.00%
NA34	7	18.92%	9	24.32%	21	56.76%			37	100.00%
NA36	2	40.00%		0.00%	3	60.00%			5	100.00%
NA37	4	7.27%	30	54.55%	21	38.18%			55	100.00%
NA38	9	8.18%	46	41.82%	55	50.00%			110	100.00%
NA39		0.00%	4	50.00%	4	50.00%			8	100.00%
NA41	2	5.88%	8	23.53%	24	70.59%			34	100.00%
NA42	10	27.03%	4	10.81%	23	62.16%			37	100.00%
NA43	4	13.33%	7	23.33%	19	63.33%			30	100.00%
NA44	4	18.18%	3	13.64%	15	68.18%			22	100.00%
NA45	7	22.58%	4	12.90%	20	64.52%			31	100.00%
NA46	9	29.03%	4	12.90%	18	58.06%			31	100.00%
NA47	12	30.00%	9	22.50%	19	47.50%			40	100.00%
NA48	6	16.22%	10	27.03%	21	56.76%			37	100.00%
Grand Total	351	11.08%	1463	46.20%	1353	42.72%			3167	100.00%

Date: 4/2/2011
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Market Breakdown

	Foreclosure		Normal		Shortsale		Total Sum of Unit Count	Total % of Units
	Sum of Unit Count	% of Units	Sum of Unit Count	% of Units	Sum of Unit Count	% of Units		
Market								
Bonita	60	8.11%	387	52.30%	293	39.59%	740	100.00%
Naples	291	11.99%	1076	44.33%	1060	43.68%	2427	100.00%
Grand Total	351	11.08%	1463	46.20%	1353	42.72%	3167	100.00%

John R. Wood Inc., REALTORS
Pending FC SS Study 2011 04 01 NA BN ES
% by Market & GeoCode

			Sale Type		Data				Total Sum of Unit Count	Total % of Units
Market	GeoCode	Own Desc	Foreclosure		Normal		Shortsale			
			Sum of Unit Count	% of Units	Sum of Unit Count	% of Units	Sum of Unit Count	% of Units		
Bonita Estero	BN01	Single Family		0.00%	4	57.14%	3	42.86%	7	100.00%
		Condo		0.00%	8	72.73%	3	27.27%	11	100.00%
	BN01 Total			0.00%	12	66.67%	6	33.33%	18	100.00%
	BN02	Single Family	3	12.50%	10	41.67%	11	45.83%	24	100.00%
		Condo		0.00%	6	60.00%	4	40.00%	10	100.00%
	BN02 Total		3	8.82%	16	47.06%	15	44.12%	34	100.00%
	BN03	Single Family		0.00%	16	94.12%	1	5.88%	17	100.00%
		Condo		0.00%	23	74.19%	8	25.81%	31	100.00%
	BN03 Total			0.00%	39	81.25%	9	18.75%	48	100.00%
	BN04	Single Family		0.00%	22	100.00%		0.00%	22	100.00%
		Condo	1	4.00%	22	88.00%	2	8.00%	25	100.00%
	BN04 Total		1	2.13%	44	93.62%	2	4.26%	47	100.00%
	BN05	Single Family		0.00%	24	85.71%	4	14.29%	28	100.00%
		Condo	4	7.69%	32	61.54%	16	30.77%	52	100.00%
	BN05 Total		4	5.00%	56	70.00%	20	25.00%	80	100.00%
	BN06	Single Family	1	6.25%	4	25.00%	11	68.75%	16	100.00%
		Condo	1	8.33%	7	58.33%	4	33.33%	12	100.00%
	BN06 Total		2	7.14%	11	39.29%	15	53.57%	28	100.00%
	BN07	Single Family	6	26.09%	11	47.83%	6	26.09%	23	100.00%
		Condo	3	11.11%	9	33.33%	15	55.56%	27	100.00%
	BN07 Total		9	18.00%	20	40.00%	21	42.00%	50	100.00%
	BN08	Single Family	9	32.14%	7	25.00%	12	42.86%	28	100.00%
		Condo	3	23.08%	3	23.08%	7	53.85%	13	100.00%
		Co-op		0.00%	1	100.00%		0.00%	1	100.00%
	BN08 Total		12	28.57%	11	26.19%	19	45.24%	42	100.00%
	BN09	Single Family		0.00%	11	91.67%	1	8.33%	12	100.00%
		Condo	2	13.33%	9	60.00%	4	26.67%	15	100.00%
	BN09 Total		2	7.41%	20	74.07%	5	18.52%	27	100.00%
	BN10	Single Family	5	20.00%	6	24.00%	14	56.00%	25	100.00%
		Condo		0.00%	4	66.67%	2	33.33%	6	100.00%
BN10 Total		5	16.13%	10	32.26%	16	51.61%	31	100.00%	
BN11	Single Family	2	33.33%	1	16.67%	3	50.00%	6	100.00%	
	Condo		0.00%	12	52.17%	11	47.83%	23	100.00%	
BN11 Total		2	6.90%	13	44.83%	14	48.28%	29	100.00%	
BN12	Single Family	7	10.77%	35	53.85%	23	35.38%	65	100.00%	
	Condo	3	17.65%	6	35.29%	8	47.06%	17	100.00%	
BN12 Total		10	12.20%	41	50.00%	31	37.80%	82	100.00%	
BN13	Single Family	1	50.00%		0.00%	1	50.00%	2	100.00%	
BN13 Total		1	50.00%		0.00%	1	50.00%	2	100.00%	
ES01	Single Family	3	13.04%	15	65.22%	5	21.74%	23	100.00%	
	Condo	1	2.00%	29	58.00%	20	40.00%	50	100.00%	
ES01 Total		4	5.48%	44	60.27%	25	34.25%	73	100.00%	
ES02	Single Family	1	2.08%	27	56.25%	20	41.67%	48	100.00%	
	Condo		0.00%		0.00%	15	100.00%	15	100.00%	
ES02 Total		1	1.59%	27	42.86%	35	55.56%	63	100.00%	
ES03	Single Family	3	5.77%	13	25.00%	36	69.23%	52	100.00%	
	Condo	1	2.94%	10	29.41%	23	67.65%	34	100.00%	
ES03 Total		4	4.65%	23	26.74%	59	68.60%	86	100.00%	

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% by Market & GeoCode

			Sale Type		Data				Total Sum of Unit Count	Total % of Units	
			Foreclosure		Normal						Shortsale
Bonita											
Estero			60	8.11%	387	52.30%	293	39.59%	740	100.00%	
Naples	NA01	Single Family	1	3.57%	17	60.71%	10	35.71%	28	100.00%	
		Condo	4	7.27%	39	70.91%	12	21.82%	55	100.00%	
		Co-op		0.00%	1	100.00%		0.00%	1	100.00%	
	NA01 Total			5	5.95%	57	67.86%	22	26.19%	84	100.00%
	NA02	Single Family		0.00%	1	33.33%	2	66.67%	3	100.00%	
		Condo		0.00%	7	58.33%	5	41.67%	12	100.00%	
	NA02 Total			0.00%	8	53.33%	7	46.67%	15	100.00%	
	NA03	Single Family	6	14.63%	15	36.59%	20	48.78%	41	100.00%	
	NA03 Total			6	14.63%	15	36.59%	20	48.78%	41	100.00%
	NA04	Single Family		0.00%	11	100.00%		0.00%	11	100.00%	
		Condo	2	2.70%	67	90.54%	5	6.76%	74	100.00%	
	NA04 Total			2	2.35%	78	91.76%	5	5.88%	85	100.00%
	NA05	Single Family	1	3.70%	14	51.85%	12	44.44%	27	100.00%	
		Condo	2	2.74%	69	94.52%	2	2.74%	73	100.00%	
		Co-op		0.00%	4	100.00%		0.00%	4	100.00%	
	NA05 Total			3	2.88%	87	83.65%	14	13.46%	104	100.00%
	NA06	Single Family		0.00%	18	90.00%	2	10.00%	20	100.00%	
		Condo		0.00%	23	92.00%	2	8.00%	25	100.00%	
	NA06 Total			0.00%	41	91.11%	4	8.89%	45	100.00%	
	NA07	Single Family		0.00%	11	100.00%		0.00%	11	100.00%	
	NA07 Total			0.00%	11	100.00%		0.00%	11	100.00%	
	NA08	Single Family	3	17.65%	7	41.18%	7	41.18%	17	100.00%	
		Condo		0.00%	6	60.00%	4	40.00%	10	100.00%	
	NA08 Total			3	11.11%	13	48.15%	11	40.74%	27	100.00%
	NA09	Single Family	10	18.52%	7	12.96%	37	68.52%	54	100.00%	
		Condo	7	29.17%	8	33.33%	9	37.50%	24	100.00%	
		Co-op		0.00%	4	100.00%		0.00%	4	100.00%	
	NA09 Total			17	20.73%	19	23.17%	46	56.10%	82	100.00%
NA11	Single Family	5	6.17%	40	49.38%	36	44.44%	81	100.00%		
	Condo	6	8.82%	33	48.53%	29	42.65%	68	100.00%		
NA11 Total			11	7.38%	73	48.99%	65	43.62%	149	100.00%	
NA12	Single Family	3	8.11%	18	48.65%	16	43.24%	37	100.00%		
	Condo	4	9.30%	14	32.56%	25	58.14%	43	100.00%		
NA12 Total			7	8.75%	32	40.00%	41	51.25%	80	100.00%	
NA13	Single Family	1	11.11%	4	44.44%	4	44.44%	9	100.00%		
	Condo		0.00%		0.00%	3	100.00%	3	100.00%		
NA13 Total			1	8.33%	4	33.33%	7	58.33%	12	100.00%	
NA14	Single Family	3	4.69%	50	78.13%	11	17.19%	64	100.00%		
	Condo	5	8.93%	26	46.43%	25	44.64%	56	100.00%		
NA14 Total			8	6.67%	76	63.33%	36	30.00%	120	100.00%	
NA15	Single Family		0.00%	3	15.79%	16	84.21%	19	100.00%		
	Condo	2	15.38%	8	61.54%	3	23.08%	13	100.00%		
NA15 Total			2	6.25%	11	34.38%	19	59.38%	32	100.00%	
NA16	Single Family	2	2.86%	39	55.71%	29	41.43%	70	100.00%		
	Condo	11	11.46%	35	36.46%	50	52.08%	96	100.00%		
NA16 Total			13	7.83%	74	44.58%	79	47.59%	166	100.00%	
NA17	Single Family	14	17.50%	21	26.25%	45	56.25%	80	100.00%		
	Condo	19	15.70%	42	34.71%	60	49.59%	121	100.00%		
	Co-op	1	33.33%	2	66.67%		0.00%	3	100.00%		

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		Sale Type		Data		Foreclosure		Normal		Shortsale		Total Sum of Unit Count	Total % of Units
Naples	NA17 Total			34	16.67%	65	31.86%	105	51.47%			204	100.00%
	NA18	Single Family		6	8.33%	46	63.89%	20	27.78%			72	100.00%
		Condo		17	16.35%	52	50.00%	35	33.65%			104	100.00%
	NA18 Total			23	13.07%	98	55.68%	55	31.25%			176	100.00%
	NA19	Single Family		4	8.51%	23	48.94%	20	42.55%			47	100.00%
		Condo		4	7.69%	21	40.38%	27	51.92%			52	100.00%
	NA19 Total			8	8.08%	44	44.44%	47	47.47%			99	100.00%
	NA21	Single Family		7	14.58%	19	39.58%	22	45.83%			48	100.00%
		Condo		8	13.79%	21	36.21%	29	50.00%			58	100.00%
	NA21 Total			15	14.15%	40	37.74%	51	48.11%			106	100.00%
	NA22	Single Family		10	11.24%	29	32.58%	50	56.18%			89	100.00%
		Condo		10	27.78%	7	19.44%	19	52.78%			36	100.00%
		Co-op			0.00%		0.00%	1	100.00%			1	100.00%
	NA22 Total			20	15.87%	36	28.57%	70	55.56%			126	100.00%
	NA23	Single Family		4	22.22%	2	11.11%	12	66.67%			18	100.00%
	NA23 Total			4	22.22%	2	11.11%	12	66.67%			18	100.00%
	NA24	Single Family		28	23.93%	36	30.77%	53	45.30%			117	100.00%
		Condo		4	33.33%	3	25.00%	5	41.67%			12	100.00%
	NA24 Total			32	24.81%	39	30.23%	58	44.96%			129	100.00%
	NA31	Single Family			0.00%	6	30.00%	14	70.00%			20	100.00%
		Condo			0.00%	8	80.00%	2	20.00%			10	100.00%
	NA31 Total				0.00%	14	46.67%	16	53.33%			30	100.00%
	NA32	Single Family			0.00%		0.00%	6	100.00%			6	100.00%
	NA32 Total				0.00%		0.00%	6	100.00%			6	100.00%
	NA33	Single Family		1	33.33%	1	33.33%	1	33.33%			3	100.00%
	NA33 Total			1	33.33%	1	33.33%	1	33.33%			3	100.00%
	NA34	Single Family		7	18.92%	9	24.32%	21	56.76%			37	100.00%
	NA34 Total			7	18.92%	9	24.32%	21	56.76%			37	100.00%
	NA36	Single Family		2	40.00%		0.00%	3	60.00%			5	100.00%
	NA36 Total			2	40.00%		0.00%	3	60.00%			5	100.00%
	NA37	Single Family		2	4.88%	20	48.78%	19	46.34%			41	100.00%
		Condo		2	14.29%	10	71.43%	2	14.29%			14	100.00%
	NA37 Total			4	7.27%	30	54.55%	21	38.18%			55	100.00%
	NA38	Single Family		3	10.00%	16	53.33%	11	36.67%			30	100.00%
		Condo		6	7.59%	29	36.71%	44	55.70%			79	100.00%
		Co-op			0.00%	1	100.00%		0.00%			1	100.00%
	NA38 Total			9	8.18%	46	41.82%	55	50.00%			110	100.00%
	NA39	Single Family			0.00%	3	60.00%	2	40.00%			5	100.00%
		Condo			0.00%	1	33.33%	2	66.67%			3	100.00%
	NA39 Total				0.00%	4	50.00%	4	50.00%			8	100.00%
NA41	Single Family		2	5.88%	8	23.53%	24	70.59%			34	100.00%	
NA41 Total			2	5.88%	8	23.53%	24	70.59%			34	100.00%	
NA42	Single Family		10	27.03%	4	10.81%	23	62.16%			37	100.00%	
NA42 Total			10	27.03%	4	10.81%	23	62.16%			37	100.00%	
NA43	Single Family		4	13.79%	7	24.14%	18	62.07%			29	100.00%	
	Condo			0.00%		0.00%	1	100.00%			1	100.00%	
NA43 Total			4	13.33%	7	23.33%	19	63.33%			30	100.00%	
NA44	Single Family		4	18.18%	3	13.64%	15	68.18%			22	100.00%	
NA44 Total			4	18.18%	3	13.64%	15	68.18%			22	100.00%	
NA45	Single Family		7	22.58%	4	12.90%	20	64.52%			31	100.00%	
NA45 Total			7	22.58%	4	12.90%	20	64.52%			31	100.00%	

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% by Market & GeoCode

		Sale Type		Data				Total Sum of Unit Count	Total % of Units	
		Foreclosure		Normal		Shortsale				
Naples	NA46	Single Family	9	29.03%	4	12.90%	18	58.06%	31	100.00%
	NA46 Total		9	29.03%	4	12.90%	18	58.06%	31	100.00%
	NA47	Single Family	12	30.00%	9	22.50%	19	47.50%	40	100.00%
	NA47 Total		12	30.00%	9	22.50%	19	47.50%	40	100.00%
	NA48	Single Family	6	16.22%	10	27.03%	21	56.76%	37	100.00%
NA48 Total		6	16.22%	10	27.03%	21	56.76%	37	100.00%	
Naples			291	11.99%	1076	44.33%	1060	43.68%	2427	100.00%
Grand Total			351	11.08%	1463	46.20%	1353	42.72%	3167	100.00%