

Date: 12/6/2011  
Time: 2:17 AM

**John R. Wood Inc., REALTORS**  
**Closed Foreclosures and Short Sales**  
Sold Count Breakdown

Count of MLNum	Sale Type			Grand Total
Code	Normal	Foreclosure	Shortsale	Grand Total
A	3059	1569	1406	6034
B	1704	143	224	2071
C	579	26	51	656
D	248	16	28	292
E	399	8	19	426
F	194	1	7	202
G	28	1		29
<b>Grand Total</b>	<b>6211</b>	<b>1764</b>	<b>1735</b>	<b>9710</b>

**John R. Wood Inc., REALTORS**  
**Closed Foreclosures and Short Sales**  
GeoCode Breakdown

Year Mth	(All)															
	Sale Type		Data			Foreclosure			Shortsale			Total # Units	Total Sold Volume	Total ASP		
Mls Area	# Units	Sold Volume	ASP	# Units	Sold Volume	ASP	# Units	Sold Volume	ASP							
BN01	43	\$27,970,675	\$650,481	9	\$4,112,150	\$456,906	6	\$2,883,900	\$480,650	58	\$34,966,725	\$602,875				
BN02	58	\$17,074,500	\$294,388	16	\$4,647,550	\$290,472	21	\$5,004,900	\$238,329	95	\$26,726,950	\$281,336				
BN03	185	\$74,339,898	\$401,837	7	\$1,008,100	\$144,014	14	\$2,839,450	\$202,818	206	\$78,187,448	\$379,551				
BN04	154	\$114,504,360	\$743,535	5	\$2,111,000	\$422,200	4	\$3,219,000	\$804,750	163	\$119,834,360	\$735,180				
BN05	171	\$87,380,150	\$510,995	17	\$3,360,250	\$197,662	30	\$7,141,150	\$238,038	218	\$97,881,550	\$448,998				
BN06	35	\$5,193,500	\$148,386	18	\$2,124,896	\$118,050	24	\$3,208,000	\$133,667	77	\$10,526,396	\$136,706				
BN07	51	\$9,921,250	\$194,534	18	\$2,231,791	\$123,988	23	\$2,873,500	\$124,935	92	\$15,026,541	\$163,332				
BN08	47	\$7,474,209	\$159,026	57	\$5,543,108	\$97,248	29	\$3,290,549	\$113,467	133	\$16,307,866	\$122,616				
BN09	61	\$18,266,201	\$299,446	5	\$821,045	\$164,209	8	\$1,640,000	\$205,000	74	\$20,727,246	\$280,098				
BN10	38	\$5,832,667	\$153,491	44	\$3,679,722	\$83,630	33	\$2,957,262	\$89,614	115	\$12,469,651	\$108,432				
BN11	40	\$11,585,800	\$289,645	19	\$3,899,058	\$205,214	16	\$2,894,700	\$180,919	75	\$18,379,558	\$245,061				
BN12	143	\$48,254,318	\$337,443	34	\$5,524,750	\$162,493	35	\$8,161,900	\$233,197	212	\$61,940,968	\$292,174				
ES01	192	\$51,281,201	\$267,090	20	\$2,726,500	\$136,325	40	\$7,309,464	\$182,737	252	\$61,317,165	\$243,322				
ES02	98	\$19,451,595	\$198,486	27	\$3,477,402	\$128,793	37	\$5,629,796	\$152,157	162	\$28,558,793	\$176,289				
ES03	129	\$38,646,549	\$299,586	31	\$6,294,110	\$203,036	80	\$14,943,700	\$186,796	240	\$59,884,359	\$249,518				
NA01	241	\$166,403,549	\$690,471	18	\$3,856,400	\$214,244	28	\$9,912,600	\$354,021	287	\$180,172,549	\$627,779				
NA02	90	\$105,297,675	\$1,169,974	4	\$2,710,500	\$677,625	11	\$4,613,900	\$419,445	105	\$112,622,075	\$1,072,591				
NA03	88	\$19,170,856	\$217,851	21	\$2,869,863	\$136,660	30	\$5,423,692	\$180,790	139	\$27,464,411	\$197,586				
NA04	276	\$280,695,018	\$1,017,011	7	\$3,367,250	\$481,036	7	\$4,337,000	\$619,571	290	\$288,399,268	\$994,480				
NA05	445	\$397,875,775	\$894,103	16	\$7,843,331	\$490,208	22	\$16,654,159	\$757,007	483	\$422,373,265	\$874,479				
NA06	144	\$147,297,125	\$1,022,897	5	\$1,905,600	\$381,120	9	\$6,187,557	\$687,506	158	\$155,390,282	\$983,483				
NA07	57	\$246,455,000	\$4,323,772	1	\$6,525,000	\$6,525,000	1	\$2,050,000	\$2,050,000	59	\$255,030,000	\$4,322,542				
NA08	65	\$39,280,180	\$604,310	18	\$3,826,028	\$212,557	25	\$10,451,260	\$418,050	108	\$53,557,468	\$495,902				
NA09	71	\$13,587,228	\$191,369	73	\$5,744,057	\$78,686	56	\$6,161,988	\$110,036	200	\$25,493,273	\$127,466				
NA11	315	\$145,806,062	\$462,876	75	\$17,937,969	\$239,173	95	\$22,145,259	\$233,108	485	\$185,889,290	\$383,277				
NA12	194	\$98,236,175	\$506,372	52	\$9,263,896	\$178,152	57	\$14,301,775	\$250,908	303	\$121,801,846	\$401,986				
NA13	24	\$18,850,490	\$785,437	6	\$1,566,999	\$261,167	10	\$4,848,199	\$484,820	40	\$25,265,688	\$631,642				
NA14	316	\$107,647,850	\$340,658	56	\$9,256,330	\$165,292	49	\$11,889,850	\$242,650	421	\$128,794,030	\$305,924				
NA15	58	\$10,101,702	\$174,167	23	\$2,503,375	\$108,842	28	\$4,573,514	\$163,340	109	\$17,178,591	\$157,602				
NA16	316	\$142,541,930	\$451,082	83	\$12,097,876	\$145,758	84	\$13,709,900	\$163,213	483	\$168,349,706	\$348,550				
NA17	351	\$61,435,360	\$175,030	183	\$16,783,947	\$91,716	136	\$16,427,599	\$120,791	670	\$94,646,906	\$141,264				
NA18	363	\$63,343,880	\$174,501	98	\$9,922,802	\$101,253	76	\$9,387,075	\$123,514	537	\$82,653,757	\$153,918				
NA19	233	\$70,226,672	\$301,402	48	\$7,318,071	\$152,460	48	\$11,866,550	\$247,220	329	\$89,411,293	\$271,767				
NA21	206	\$94,861,511	\$460,493	47	\$12,168,336	\$258,901	53	\$15,358,421	\$289,782	306	\$122,388,268	\$399,962				
NA22	175	\$46,867,965	\$267,817	85	\$14,050,923	\$165,305	96	\$18,832,200	\$196,169	356	\$79,751,088	\$224,020				
NA23	26	\$7,150,150	\$275,006	9	\$1,058,500	\$117,611	16	\$3,095,500	\$193,469	51	\$11,304,150	\$221,650				
NA24	137	\$15,116,148	\$110,337	92	\$7,659,728	\$83,258	67	\$5,630,902	\$84,043	296	\$28,406,778	\$95,969				
NA31	41	\$10,081,500	\$245,890	15	\$2,081,184	\$138,746	23	\$3,416,400	\$148,539	79	\$15,579,084	\$197,204				
NA32				10	\$851,614	\$85,161	1	\$87,000	\$87,000	11	\$938,614	\$85,329				
NA33	2	\$810,000	\$405,000	2	\$174,186	\$87,093	2	\$308,150	\$154,075	6	\$1,292,336	\$215,389				
NA34	36	\$7,432,595	\$206,461	32	\$5,130,804	\$160,338	42	\$6,915,530	\$164,655	110	\$19,478,929	\$177,081				
NA36	14	\$2,390,522	\$170,752	22	\$1,474,725	\$67,033	5	\$244,000	\$48,800	41	\$4,109,247	\$100,226				
NA37	111	\$27,158,591	\$244,672	22	\$3,569,375	\$162,244	33	\$6,267,500	\$189,924	166	\$36,995,466	\$222,864				
NA38	120	\$37,467,600	\$312,230	36	\$7,496,500	\$208,236	47	\$11,071,125	\$235,556	203	\$56,035,225	\$276,036				
NA39	21	\$5,245,700	\$249,795	10	\$1,894,275	\$189,428	4	\$357,000	\$89,250	35	\$7,496,975	\$214,199				
NA41	28	\$6,097,500	\$217,768	23	\$3,909,900	\$169,996	19	\$3,486,958	\$183,524	70	\$13,494,358	\$192,777				
NA42	28	\$5,479,650	\$195,702	30	\$3,465,986	\$115,533	26	\$3,648,050	\$140,310	84	\$12,593,686	\$149,925				

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**John R. Wood Inc., REALTORS**  
**Closed Foreclosures and Short Sales**  
 GeoCode Breakdown

Year Mth	(All)											
	Sale Type		Data									
	Normal		Foreclosure				Shortsale				Total # Units	Total Sold Volume
NA43	24	\$4,359,200	\$181,633	18	\$2,073,000	\$115,167	20	\$2,561,300	\$128,065	62	\$8,993,500	\$145,056
NA44	23	\$3,397,715	\$147,727	23	\$2,835,775	\$123,295	16	\$2,080,600	\$130,038	62	\$8,314,090	\$134,098
NA45	19	\$2,900,460	\$152,656	25	\$2,351,850	\$94,074	18	\$1,627,800	\$90,433	62	\$6,880,110	\$110,970
NA46	25	\$3,241,650	\$129,666	51	\$4,624,412	\$90,675	23	\$2,437,201	\$105,965	99	\$10,303,263	\$104,073
NA47	45	\$6,593,658	\$146,526	53	\$5,123,294	\$96,666	24	\$2,500,756	\$104,198	122	\$14,217,708	\$116,539
NA48	38	\$5,065,650	\$133,307	45	\$4,131,255	\$91,806	28	\$3,266,400	\$116,657	111	\$12,463,305	\$112,282
Grand Total	6211	\$2,963,147,165	\$477,081	1764	\$262,986,348	\$149,085	1735	\$342,131,941	\$197,194	9710	\$3,568,265,454	\$367,484

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**John R. Wood Inc., REALTORS**  
**Closed Foreclosures and Short Sales**  
Monthly Unit Breakdown

Count of Sold Transactions	Sale Type			Grand Total
	Normal	Foreclosure	Shortsale	
Year Mth				
2011-01	382	207	120	<b>709</b>
2011-02	503	223	118	<b>844</b>
2011-03	796	282	185	<b>1263</b>
2011-04	911	202	147	<b>1260</b>
2011-05	778	150	176	<b>1104</b>
2011-06	699	158	188	<b>1045</b>
2011-07	506	108	147	<b>761</b>
2011-08	479	118	203	<b>800</b>
2011-09	403	98	169	<b>670</b>
2011-10	376	100	164	<b>640</b>
2011-11	378	118	118	<b>614</b>
<b>Grand Total</b>	<b>6211</b>	<b>1764</b>	<b>1735</b>	<b>9710</b>

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**John R. Wood Inc., REALTORS**  
**Closed Foreclosures and Short Sales**  
 Market Breakdown

Market	Sale Type Data							Total Unit Count	Total % of Units
	Normal		Foreclosure		Shortsale				
	Unit Count	% of Units	Unit Count	% of Units	Unit Count	% of Units			
Bonita	1445	66.53%	327	15.06%	400	18.42%	<b>2172</b>	<b>100.00%</b>	
Naples	4766	63.23%	1437	19.06%	1335	17.71%	<b>7538</b>	<b>100.00%</b>	
Grand Total	<b>6211</b>	<b>63.96%</b>	<b>1764</b>	<b>18.17%</b>	<b>1735</b>	<b>17.87%</b>	<b>9710</b>	<b>100.00%</b>	