

Date: 1/11/2012  
Time: 4:16 PM

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

Count of MLNum	Sale Type			Grand Total
Code	Normal	Foreclosure	Shortsale	Grand Total
A	3344	1662	1516	<b>6522</b>
B	1842	156	242	<b>2240</b>
C	628	26	56	<b>710</b>
D	269	17	30	<b>316</b>
E	433	8	19	<b>460</b>
F	205	2	8	<b>215</b>
G	30	1		<b>31</b>
<b>Grand Total</b>	<b>6751</b>	<b>1872</b>	<b>1871</b>	<b>10494</b>

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

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	51	\$33,573,425	\$658,302	9	\$4,112,150	\$456,906	6	\$2,883,900	\$480,650	66	\$40,569,475	\$614,689				
BN02	65	\$19,285,950	\$296,707	16	\$4,647,550	\$290,472	21	\$5,004,900	\$238,329	102	\$28,938,400	\$283,710				
BN03	196	\$78,046,898	\$398,198	7	\$1,008,100	\$144,014	14	\$2,839,450	\$202,818	217	\$81,894,448	\$377,394				
BN04	163	\$122,918,360	\$754,100	6	\$2,248,500	\$374,750	4	\$3,219,000	\$804,750	173	\$128,385,860	\$742,115				
BN05	184	\$94,260,550	\$512,286	18	\$3,417,750	\$189,875	31	\$8,074,150	\$260,456	233	\$105,752,450	\$453,873				
BN06	39	\$5,733,600	\$147,015	20	\$2,288,896	\$114,445	26	\$3,691,000	\$141,962	85	\$11,713,496	\$137,806				
BN07	56	\$10,993,250	\$196,308	19	\$2,411,791	\$126,936	24	\$3,003,500	\$125,146	99	\$16,408,541	\$165,743				
BN08	50	\$7,841,109	\$156,822	58	\$5,678,108	\$97,898	31	\$3,560,549	\$114,856	139	\$17,079,766	\$122,876				
BN09	65	\$19,582,201	\$301,265	7	\$1,127,545	\$161,078	9	\$1,825,000	\$202,778	81	\$22,534,746	\$278,207				
BN10	44	\$6,598,057	\$149,956	46	\$3,926,622	\$85,361	37	\$3,227,762	\$87,237	127	\$13,752,441	\$108,287				
BN11	44	\$12,293,300	\$279,393	21	\$4,067,958	\$193,712	17	\$3,008,000	\$176,941	82	\$19,369,258	\$236,210				
BN12	159	\$52,995,751	\$333,307	36	\$5,925,750	\$164,604	36	\$8,310,900	\$230,858	231	\$67,232,401	\$291,049				
ES01	211	\$56,757,388	\$268,992	21	\$2,962,500	\$141,071	41	\$7,394,464	\$180,353	273	\$67,114,352	\$245,840				
ES02	102	\$20,175,995	\$197,804	31	\$4,082,939	\$131,708	38	\$5,730,796	\$150,810	171	\$29,989,730	\$175,379				
ES03	147	\$43,924,449	\$298,806	34	\$6,865,610	\$201,930	83	\$15,499,200	\$186,737	264	\$66,289,259	\$251,096				
NA01	265	\$178,870,749	\$674,984	19	\$4,756,400	\$250,337	30	\$10,312,600	\$343,753	314	\$193,939,749	\$617,643				
NA02	102	\$115,523,675	\$1,132,585	4	\$2,710,500	\$677,625	13	\$5,188,900	\$399,146	119	\$123,423,075	\$1,037,169				
NA03	97	\$21,147,156	\$218,012	23	\$3,145,863	\$136,777	32	\$5,656,692	\$176,772	152	\$29,949,711	\$197,038				
NA04	288	\$291,159,018	\$1,010,969	8	\$3,837,150	\$479,644	7	\$4,337,000	\$619,571	303	\$299,333,168	\$987,898				
NA05	481	\$428,076,075	\$889,971	17	\$8,123,331	\$477,843	23	\$17,155,263	\$745,881	521	\$453,354,669	\$870,163				
NA06	152	\$152,915,125	\$1,006,021	5	\$1,905,600	\$381,120	10	\$6,287,557	\$628,756	167	\$161,108,282	\$964,720				
NA07	62	\$266,740,000	\$4,302,258	1	\$6,525,000	\$6,525,000	1	\$2,050,000	\$2,050,000	64	\$275,315,000	\$4,301,797				
NA08	70	\$42,140,980	\$602,014	18	\$3,826,028	\$212,557	25	\$10,451,260	\$418,050	113	\$56,418,268	\$499,277				
NA09	78	\$14,123,127	\$181,066	80	\$6,353,957	\$79,424	61	\$6,805,488	\$111,565	219	\$27,282,572	\$124,578				
NA11	342	\$155,779,232	\$455,495	80	\$18,896,119	\$236,201	103	\$23,678,259	\$229,886	525	\$198,353,610	\$377,816				
NA12	210	\$104,920,175	\$499,620	54	\$11,665,896	\$216,035	63	\$15,820,875	\$251,125	327	\$132,406,946	\$404,914				
NA13	26	\$22,275,490	\$856,750	7	\$1,698,499	\$242,643	11	\$5,603,199	\$509,382	44	\$29,577,188	\$672,209				
NA14	336	\$112,089,450	\$333,600	60	\$10,308,480	\$171,808	53	\$12,653,170	\$238,739	449	\$135,051,100	\$300,782				
NA15	62	\$10,716,702	\$172,850	24	\$2,575,375	\$107,307	30	\$4,888,514	\$162,950	116	\$18,180,591	\$156,729				
NA16	350	\$167,706,030	\$479,160	89	\$12,651,126	\$142,147	94	\$14,865,100	\$158,139	533	\$195,222,256	\$366,271				
NA17	381	\$67,043,260	\$175,967	193	\$17,674,847	\$91,580	147	\$17,772,099	\$120,899	721	\$102,490,206	\$142,150				
NA18	405	\$70,846,990	\$174,931	105	\$10,852,102	\$103,353	78	\$9,495,575	\$121,738	588	\$91,194,667	\$155,093				
NA19	254	\$77,100,732	\$303,546	51	\$7,796,971	\$152,882	49	\$12,062,550	\$246,174	354	\$96,960,253	\$273,899				
NA21	219	\$100,129,486	\$457,212	48	\$12,568,336	\$261,840	56	\$17,903,421	\$319,704	323	\$130,601,243	\$404,338				
NA22	188	\$50,162,780	\$266,823	94	\$15,554,823	\$165,477	103	\$20,304,600	\$197,132	385	\$86,022,203	\$223,434				
NA23	28	\$7,485,150	\$267,327	9	\$1,058,500	\$117,611	18	\$3,380,500	\$187,806	55	\$11,924,150	\$216,803				
NA24	156	\$17,269,828	\$110,704	97	\$8,018,863	\$82,669	75	\$6,221,633	\$82,955	328	\$31,510,324	\$96,068				
NA31	45	\$11,040,234	\$245,339	15	\$2,081,184	\$138,746	23	\$3,416,400	\$148,539	83	\$16,537,818	\$199,251				
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	40	\$8,283,687	\$207,092	33	\$5,270,804	\$159,721	49	\$8,208,278	\$167,516	122	\$21,762,769	\$178,383				
NA36	15	\$2,617,522	\$174,501	22	\$1,474,725	\$67,033	6	\$318,000	\$53,000	43	\$4,410,247	\$102,564				
NA37	120	\$29,105,556	\$242,546	24	\$3,820,375	\$159,182	40	\$7,445,000	\$186,125	184	\$40,370,931	\$219,407				
NA38	129	\$40,989,600	\$317,749	42	\$8,056,900	\$191,831	51	\$12,305,125	\$241,277	222	\$61,351,625	\$276,359				
NA39	21	\$5,245,700	\$249,795	11	\$1,936,175	\$176,016	5	\$857,000	\$171,400	37	\$8,038,875	\$217,267				
NA41	29	\$6,322,500	\$218,017	24	\$3,935,900	\$163,996	21	\$4,058,958	\$193,284	74	\$14,317,358	\$193,478				
NA42	33	\$6,521,550	\$197,623	31	\$3,560,986	\$114,871	29	\$4,149,050	\$143,071	93	\$14,231,586	\$153,028				

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

Year Mth	(All)											
	Data											
	Normal			Foreclosure			Shortsale			Total # Units	Total Sold Volume	Total ASP
NA43	24	\$4,359,200	\$181,633	19	\$2,168,100	\$114,111	23	\$2,861,300	\$124,404	66	\$9,388,600	\$142,252
NA44	24	\$3,752,715	\$156,363	24	\$2,914,775	\$121,449	18	\$2,439,600	\$135,533	66	\$9,107,090	\$137,986
NA45	20	\$3,035,460	\$151,773	26	\$2,406,985	\$92,576	20	\$1,805,800	\$90,290	66	\$7,248,245	\$109,822
NA46	28	\$3,651,050	\$130,395	53	\$4,788,845	\$90,356	26	\$2,693,201	\$103,585	107	\$11,133,096	\$104,048
NA47	50	\$7,230,658	\$144,613	56	\$5,459,194	\$97,486	25	\$2,575,756	\$103,030	131	\$15,265,608	\$116,531
NA48	43	\$5,617,750	\$130,645	45	\$4,131,255	\$91,806	32	\$3,786,600	\$118,331	120	\$13,535,605	\$112,797
Grand Total	6751	\$3,197,784,675	\$473,676	1872	\$280,307,538	\$149,737	1871	\$367,482,044	\$196,409	10494	\$3,845,574,257	\$366,455

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

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	913	202	148	<b>1263</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	204	<b>801</b>
2011-09	405	98	170	<b>673</b>
2011-10	380	101	166	<b>647</b>
2011-11	412	124	126	<b>662</b>
2011-12	498	101	123	<b>722</b>
<b>Grand Total</b>	<b>6751</b>	<b>1872</b>	<b>1871</b>	<b>10494</b>

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**Closed Foreclosures and Short Sales**

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	1576	67.26%	349	14.90%	418	17.84%	<b>2343</b>	<b>100.00%</b>	
Naples	5175	63.49%	1523	18.68%	1453	17.83%	<b>8151</b>	<b>100.00%</b>	
Grand Total	<b>6751</b>	<b>64.33%</b>	<b>1872</b>	<b>17.84%</b>	<b>1871</b>	<b>17.83%</b>	<b>10494</b>	<b>100.00%</b>	