

Date: 2/7/2012
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John R. Wood Inc., REALTORS
Closed Foreclosures and Short Sales
Sold Count Breakdown

Count of MLNum	Sale Type			Grand Total
Code	Normal	Shortsale	Foreclosure	Grand Total
A	235	84	97	416
B	124	13	7	144
C	44	5	2	51
D	15			15
E	26		2	28
F	10		1	11
G	1			1
Grand Total	455	102	109	666

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

Year Mth	2012-01															
Mls Area	Normal			Shortsale			Foreclosure			Total # Units	Total Sold Volume	Total ASP				
	# Units	Sold Volume	ASP	# Units	Sold Volume	ASP	# Units	Sold Volume	ASP							
BN01	2	\$705,000	\$352,500				1	\$2,550,000	\$2,550,000	3	\$3,255,000	\$1,085,000				
BN02	9	\$3,259,500	\$362,167	2	\$410,000	\$205,000	1	\$147,500	\$147,500	12	\$3,817,000	\$318,083				
BN03	18	\$6,601,000	\$366,722	4	\$985,000	\$246,250				22	\$7,586,000	\$344,818				
BN04	12	\$10,400,914	\$866,743							12	\$10,400,914	\$866,743				
BN05	15	\$5,958,000	\$397,200	2	\$74,500	\$37,250	2	\$807,500	\$403,750	19	\$6,840,000	\$360,000				
BN06	1	\$165,000	\$165,000				2	\$314,000	\$157,000	3	\$479,000	\$159,667				
BN07	2	\$418,000	\$209,000				2	\$170,000	\$85,000	4	\$588,000	\$147,000				
BN08	7	\$1,262,000	\$180,286	1	\$105,000	\$105,000	5	\$600,000	\$120,000	13	\$1,967,000	\$151,308				
BN09	7	\$1,769,000	\$252,714							7	\$1,769,000	\$252,714				
BN10	7	\$1,139,000	\$162,714	1	\$54,000	\$54,000	3	\$178,000	\$59,333	11	\$1,371,000	\$124,636				
BN11	1	\$405,000	\$405,000							1	\$405,000	\$405,000				
BN12	11	\$4,179,783	\$379,980	1	\$135,000	\$135,000	3	\$1,435,900	\$478,633	15	\$5,750,683	\$383,379				
ES01	21	\$6,620,700	\$315,271	1	\$46,000	\$46,000	1	\$170,000	\$170,000	23	\$6,836,700	\$297,248				
ES02	4	\$841,200	\$210,300	5	\$584,400	\$116,880				9	\$1,425,600	\$158,400				
ES03	7	\$1,478,500	\$211,214	1	\$80,000	\$80,000	2	\$355,000	\$177,500	10	\$1,913,500	\$191,350				
NA01	22	\$9,047,500	\$411,250	3	\$483,000	\$161,000				25	\$9,530,500	\$381,220				
NA02	5	\$5,040,000	\$1,008,000				1	\$555,000	\$555,000	6	\$5,595,000	\$932,500				
NA03	5	\$872,400	\$174,480	3	\$505,000	\$168,333	2	\$294,900	\$147,450	10	\$1,672,300	\$167,230				
NA04	16	\$13,737,300	\$858,581							16	\$13,737,300	\$858,581				
NA05	26	\$16,828,500	\$647,250	3	\$1,150,000	\$383,333				29	\$17,978,500	\$619,948				
NA06	9	\$9,172,500	\$1,019,167	3	\$1,385,000	\$461,667				12	\$10,557,500	\$879,792				
NA07	2	\$7,350,000	\$3,675,000							2	\$7,350,000	\$3,675,000				
NA08	8	\$4,480,000	\$560,000	2	\$140,000	\$70,000	2	\$331,555	\$165,778	12	\$4,951,555	\$412,630				
NA09	4	\$469,200	\$117,300	4	\$513,100	\$128,275	3	\$173,000	\$57,667	11	\$1,155,300	\$105,027				
NA11	23	\$14,581,899	\$633,996	3	\$525,500	\$175,167	2	\$290,900	\$145,450	28	\$15,398,299	\$549,939				
NA12	16	\$8,052,000	\$503,250	3	\$488,000	\$162,667	3	\$289,100	\$96,367	22	\$8,829,100	\$401,323				
NA13	2	\$267,000	\$133,500				2	\$301,000	\$150,500	4	\$568,000	\$142,000				
NA14	19	\$5,158,500	\$271,500	5	\$835,000	\$167,000	4	\$331,500	\$82,875	28	\$6,325,000	\$225,893				
NA15	8	\$1,168,000	\$146,000	1	\$140,000	\$140,000				9	\$1,308,000	\$145,333				
NA16	18	\$3,398,900	\$188,828	11	\$2,592,000	\$235,636	9	\$1,355,951	\$150,661	38	\$7,346,851	\$193,338				
NA17	26	\$25,937,300	\$997,588	6	\$1,370,000	\$228,333	11	\$1,129,811	\$102,710	43	\$28,437,111	\$661,328				
NA18	23	\$4,180,399	\$181,756	3	\$226,000	\$75,333	3	\$344,152	\$114,717	29	\$4,750,551	\$163,812				
NA19	22	\$7,646,000	\$347,545	5	\$965,000	\$193,000	5	\$588,900	\$117,780	32	\$9,199,900	\$287,497				
NA21	18	\$6,886,313	\$382,573	1	\$140,000	\$140,000	4	\$421,900	\$105,475	23	\$7,448,213	\$323,835				
NA22	13	\$4,826,400	\$371,262	3	\$454,900	\$151,633	4	\$842,000	\$210,500	20	\$6,123,300	\$306,165				
NA23	1	\$250,000	\$250,000				1	\$171,500	\$171,500	2	\$421,500	\$210,750				
NA24	12	\$1,221,200	\$101,767	5	\$342,300	\$68,460	6	\$411,480	\$68,580	23	\$1,974,980	\$85,869				
NA31	3	\$752,000	\$250,667	1	\$150,000	\$150,000	1	\$155,000	\$155,000	5	\$1,057,000	\$211,400				
NA34	1	\$202,000	\$202,000	2	\$325,000	\$162,500	1	\$150,000	\$150,000	4	\$677,000	\$169,250				
NA36				1	\$45,000	\$45,000	1	\$85,000	\$85,000	2	\$130,000	\$65,000				
NA37				3	\$652,000	\$217,333				3	\$652,000	\$217,333				
NA38	10	\$2,893,700	\$289,370	5	\$1,242,717	\$248,543	4	\$1,816,900	\$454,225	19	\$5,953,317	\$313,332				
NA39	1	\$14,500	\$14,500							1	\$14,500	\$14,500				
NA41	3	\$570,000	\$190,000	1	\$57,500	\$57,500				4	\$627,500	\$156,875				

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

Year Mth	2012-01												
	Sale Type		Data										
	Normal		Shortsale				Foreclosure				Total # Units	Total Sold Volume	Total ASP
NA42	2	\$615,000	\$307,500	1	\$135,000	\$135,000	4	\$476,300	\$119,075	7	\$1,226,300	\$175,186	
NA43							2	\$157,000	\$78,500	2	\$157,000	\$78,500	
NA44	3	\$398,000	\$132,667				3	\$419,000	\$139,667	6	\$817,000	\$136,167	
NA45	3	\$369,000	\$123,000	3	\$426,000	\$142,000	1	\$115,000	\$115,000	7	\$910,000	\$130,000	
NA46	3	\$414,569	\$138,190	2	\$132,100	\$66,050	4	\$413,800	\$103,450	9	\$960,469	\$106,719	
NA47	2	\$440,000	\$220,000				1	\$199,900	\$199,900	3	\$639,900	\$213,300	
NA48	2	\$249,000	\$124,500	1	\$74,000	\$74,000	3	\$218,000	\$72,667	6	\$541,000	\$90,167	
Grand Total	455	\$202,691,677	\$445,476	102	\$17,968,017	\$176,157	109	\$18,766,449	\$172,169	666	\$239,426,143	\$359,499	

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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	Shortsale	Foreclosure	
Year Mth				
2012-01	455	102	109	666
Grand Total	455	102	109	666

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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		Shortsale		Foreclosure				
	Unit Count	% of Units	Unit Count	% of Units	Unit Count	% of Units			
Bonita	124	75.61%	18	10.98%	22	13.41%	164	100.00%	
Naples	331	65.94%	84	16.73%	87	17.33%	502	100.00%	
Grand Total	455	68.32%	102	15.32%	109	16.37%	666	100.00%	