

Date: 4/7/2012
Time: 8:17 AM

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

Count of MLNum	Sale Type			Grand Total
Code	Shortsale	Foreclosure	Normal	Grand Total
A	271	330	965	1566
B	57	30	500	587
C	16	10	208	234
D	4	1	80	85
E	3	2	106	111
F		1	46	47
G			6	6
Grand Total	351	374	1911	2636

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

Year Mth	(All)											
	Sale Type Data											
	Shortsale			Foreclosure			Normal			Total # Units	Total Sold Volume	Total ASP
Mls Area	# Units	Sold Volume	ASP	# Units	Sold Volume	ASP	# Units	Sold Volume	ASP			
BN01				2	\$2,949,900	\$1,474,950	13	\$7,744,000	\$595,692	15	\$10,693,900	\$712,927
BN02	6	\$1,740,000	\$290,000	1	\$147,500	\$147,500	15	\$4,724,000	\$314,933	22	\$6,611,500	\$300,523
BN03	5	\$1,135,000	\$227,000	1	\$225,000	\$225,000	61	\$23,556,800	\$386,177	67	\$24,916,800	\$371,893
BN04	4	\$2,605,000	\$651,250	1	\$178,500	\$178,500	63	\$34,361,914	\$545,427	68	\$37,145,414	\$546,256
BN05	2	\$74,500	\$37,250	4	\$1,078,501	\$269,625	47	\$24,185,425	\$514,584	53	\$25,338,426	\$478,084
BN06	1	\$171,900	\$171,900	2	\$314,000	\$157,000	11	\$1,760,000	\$160,000	14	\$2,245,900	\$160,421
BN07				3	\$308,050	\$102,683	9	\$1,508,000	\$167,556	12	\$1,816,050	\$151,338
BN08	5	\$801,000	\$160,200	7	\$778,800	\$111,257	16	\$2,714,500	\$169,656	28	\$4,294,300	\$153,368
BN09	1	\$152,900	\$152,900	4	\$733,801	\$183,450	15	\$3,599,500	\$239,967	20	\$4,486,201	\$224,310
BN10	6	\$540,000	\$90,000	7	\$467,650	\$66,807	17	\$2,642,900	\$155,465	30	\$3,650,550	\$121,685
BN11	1	\$55,000	\$55,000	1	\$195,000	\$195,000	9	\$4,578,400	\$508,711	11	\$4,828,400	\$438,945
BN12	6	\$893,100	\$148,850	8	\$2,255,900	\$281,988	38	\$12,828,688	\$337,597	52	\$15,977,688	\$307,263
ES01	5	\$757,500	\$151,500	2	\$582,500	\$291,250	61	\$17,272,214	\$283,151	68	\$18,612,214	\$273,709
ES02	10	\$1,287,900	\$128,790	3	\$516,000	\$172,000	24	\$5,477,450	\$228,227	37	\$7,281,350	\$196,793
ES03	6	\$1,504,500	\$250,750	11	\$2,133,500	\$193,955	39	\$11,021,500	\$282,603	56	\$14,659,500	\$261,777
NA01	3	\$483,000	\$161,000	11	\$4,471,050	\$406,459	80	\$51,415,500	\$642,694	94	\$56,369,550	\$599,676
NA02	2	\$506,000	\$253,000	1	\$555,000	\$555,000	24	\$25,463,700	\$1,060,988	27	\$26,524,700	\$982,396
NA03	7	\$1,267,000	\$181,000	4	\$625,000	\$156,250	27	\$5,484,680	\$203,136	38	\$7,376,680	\$194,123
NA04	1	\$290,000	\$290,000				65	\$66,300,800	\$1,020,012	66	\$66,590,800	\$1,008,952
NA05	8	\$4,758,212	\$594,777	3	\$1,043,001	\$347,667	126	\$99,576,255	\$790,288	137	\$105,377,468	\$769,179
NA06	4	\$2,271,000	\$567,750	1	\$630,000	\$630,000	61	\$63,878,000	\$1,047,180	66	\$66,779,000	\$1,011,803
NA07							7	\$22,886,000	\$3,269,429	7	\$22,886,000	\$3,269,429
NA08	10	\$2,663,113	\$266,311	4	\$610,455	\$152,614	28	\$16,319,000	\$582,821	42	\$19,592,568	\$466,490
NA09	13	\$2,134,100	\$164,162	13	\$819,450	\$63,035	18	\$2,425,700	\$134,761	44	\$5,379,250	\$122,256
NA11	12	\$2,328,100	\$194,008	12	\$1,689,629	\$140,802	108	\$54,947,799	\$508,776	132	\$58,965,528	\$446,709
NA12	10	\$1,618,000	\$161,800	8	\$1,400,100	\$175,013	60	\$29,711,206	\$495,187	78	\$32,729,306	\$419,606
NA13	1	\$700,000	\$700,000	4	\$461,000	\$115,250	7	\$2,284,000	\$326,286	12	\$3,445,000	\$287,083
NA14	15	\$4,597,100	\$306,473	12	\$1,529,100	\$127,425	94	\$28,699,150	\$305,310	121	\$34,825,350	\$287,813
NA15	9	\$1,250,000	\$138,889	5	\$554,595	\$110,919	21	\$3,314,900	\$157,852	35	\$5,119,495	\$146,271
NA16	25	\$5,564,100	\$222,564	24	\$3,359,231	\$139,968	104	\$42,469,755	\$408,363	153	\$51,393,086	\$335,903
NA17	24	\$3,882,210	\$161,759	31	\$2,757,811	\$88,962	111	\$20,015,850	\$180,323	166	\$26,655,871	\$160,578
NA18	16	\$1,478,900	\$92,431	13	\$1,093,003	\$84,077	105	\$18,884,949	\$179,857	134	\$21,456,852	\$160,126
NA19	11	\$2,513,100	\$228,464	12	\$1,702,600	\$141,883	90	\$28,300,404	\$314,449	113	\$32,516,104	\$287,753
NA21	5	\$1,426,000	\$285,200	20	\$3,592,300	\$179,615	60	\$27,572,763	\$459,546	85	\$32,591,063	\$383,424
NA22	18	\$3,532,800	\$196,267	13	\$2,695,700	\$207,362	57	\$18,582,350	\$326,006	88	\$24,810,850	\$281,941
NA23	5	\$1,195,000	\$239,000	4	\$527,300	\$131,825	10	\$2,788,000	\$278,800	19	\$4,510,300	\$237,384
NA24	17	\$1,243,400	\$73,141	18	\$1,384,803	\$76,934	32	\$3,475,068	\$108,596	67	\$6,103,271	\$91,094
NA31	1	\$150,000	\$150,000	2	\$314,000	\$157,000	20	\$5,590,622	\$279,531	23	\$6,054,622	\$263,244
NA32	1	\$80,000	\$80,000	3	\$183,000	\$61,000				4	\$263,000	\$65,750
NA34	11	\$1,722,900	\$156,627	2	\$262,500	\$131,250	9	\$1,981,190	\$220,132	22	\$3,966,590	\$180,300
NA36	2	\$108,000	\$54,000	2	\$123,000	\$61,500	2	\$323,500	\$161,750	6	\$554,500	\$92,417
NA37	7	\$1,245,000	\$177,857	7	\$1,148,700	\$164,100	21	\$4,170,587	\$198,599	35	\$6,564,287	\$187,551
NA38	15	\$3,967,717	\$264,514	19	\$4,844,100	\$254,953	55	\$14,597,200	\$265,404	89	\$23,409,017	\$263,023
NA39				3	\$310,000	\$103,333	5	\$1,089,500	\$217,900	8	\$1,399,500	\$174,938

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Year Mth	(All)													
	Sale Type		Data									Total # Units	Total Sold Volume	Total ASP
	Shortsale		Foreclosure			Normal								
NA41	9	\$1,545,600	\$171,733	2	\$387,500	\$193,750	12	\$3,241,700	\$270,142	23	\$5,174,800	\$224,991		
NA42	5	\$1,144,500	\$228,900	8	\$912,200	\$114,025	8	\$1,642,000	\$205,250	21	\$3,698,700	\$176,129		
NA43	1	\$145,000	\$145,000	4	\$350,000	\$87,500	2	\$294,900	\$147,450	7	\$789,900	\$112,843		
NA44	5	\$523,400	\$104,680	9	\$1,217,897	\$135,322	8	\$1,010,649	\$126,331	22	\$2,751,946	\$125,088		
NA45	6	\$696,000	\$116,000	9	\$981,280	\$109,031	10	\$1,549,800	\$154,980	25	\$3,227,080	\$129,083		
NA46	5	\$409,100	\$81,820	9	\$996,901	\$110,767	10	\$1,435,369	\$143,537	24	\$2,841,370	\$118,390		
NA47	7	\$616,100	\$88,014	16	\$1,787,430	\$111,714	7	\$1,128,400	\$161,200	30	\$3,531,930	\$117,731		
NA48	2	\$193,900	\$96,950	9	\$995,600	\$110,622	9	\$1,405,720	\$156,191	20	\$2,595,220	\$129,761		
Grand Total	351	\$69,966,652	\$199,335	374	\$59,179,838	\$158,235	1911	\$832,232,257	\$435,496	2636	\$961,378,747	\$364,711		

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Closed Foreclosures and Short Sales

Count of Sold Transactions	Sale Type			Grand Total
	Shortsale	Foreclosure	Normal	
Year Mth				
2012-01	110	114	485	709
2012-02	111	139	569	819
2012-03	130	121	857	1108
Grand Total	351	374	1911	2636

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	Sale Type Data							Total Unit Count	Total % of Units
	Shortsale		Foreclosure		Normal				
	Unit Count	% of Units	Unit Count	% of Units	Unit Count	% of Units			
Market									
Bonita	58	10.49%	57	10.31%	438	79.20%	553	100.00%	
Naples	293	14.07%	317	15.22%	1473	70.72%	2083	100.00%	
Grand Total	351	13.32%	374	14.19%	1911	72.50%	2636	100.00%	