

HISTORY OF LISTINGS PENDED

| | July 2007 PENDED SALES | | | July 2008 PENDED SALES | | | July 2009 PENDED SALES | | |
|---------------------|------------------------|------------|------------|------------------------|------------|------------|------------------------|------------|-------------|
| Price Category | Bonita | Naples | All | Bonita | Naples | All | Bonita/Estero | Naples | All |
| 0-249,999 | 20 | 71 | 91 | 63 | 301 | 364 | 178 | 675 | 853 |
| 250,000-499,999 | 56 | 146 | 202 | 51 | 160 | 211 | 58 | 202 | 260 |
| 500,000-749,999 | 8 | 52 | 60 | 11 | 42 | 53 | 3 | 54 | 57 |
| 750,000-999,999 | 6 | 21 | 27 | 5 | 19 | 24 | 3 | 26 | 29 |
| 1,000,000-1,999,999 | 5 | 20 | 25 | 3 | 20 | 23 | 3 | 28 | 31 |
| 2,000,000-4,999,999 | 2 | 11 | 13 | 2 | 17 | 19 | 0 | 11 | 11 |
| 5,000,000 and over | 0 | 6 | 6 | 0 | 4 | 4 | 0 | 1 | 1 |
| Totals | 97 | 327 | 424 | 135 | 563 | 698 | 245 | 997 | 1242 |

| | JULY 2010 PENDED SALES | | | JULY 2011 PENDED SALES | | | July 2012 PENDED SALES | | |
|---------------------|------------------------|------------|-------------|------------------------|------------|------------|------------------------|------------|-------------|
| Price Category | Bonita/Estero | Naples | All | Bonita/Estero | Naples | All | Bonita/Estero | Naples | All |
| 0-249,999 | 134 | 572 | 706 | 95 | 458 | 553 | 133 | 515 | 648 |
| 250,000-499,999 | 44 | 146 | 190 | 50 | 166 | 216 | 39 | 204 | 243 |
| 500,000-749,999 | 6 | 37 | 43 | 6 | 41 | 47 | 10 | 57 | 67 |
| 750,000-999,999 | 3 | 20 | 23 | 4 | 20 | 24 | 3 | 23 | 26 |
| 1,000,000-1,999,999 | 3 | 28 | 31 | 1 | 18 | 19 | 5 | 25 | 30 |
| 2,000,000-4,999,999 | 0 | 14 | 14 | 0 | 13 | 13 | 1 | 18 | 19 |
| 5,000,000 and over | 0 | 2 | 2 | 0 | 2 | 2 | 0 | 2 | 2 |
| Totals | 190 | 819 | 1009 | 156 | 718 | 874 | 191 | 844 | 1035 |

| | JULY 2013 PENDED SALES | | | JULY 2014 PENDED SALES | | | July 2015 PENDED SALES | | |
|---------------------|------------------------|------------|-------------|------------------------|-------------|-------------|------------------------|-------------|-------------|
| Price Category | Bonita/Estero | Naples | All | Bonita/Estero | Naples | All | Bonita/Estero | Naples | All |
| 0-249,999 | 115 | 555 | 670 | 121 | 503 | 624 | 121 | 412 | 533 |
| 250,000-499,999 | 82 | 275 | 357 | 108 | 341 | 449 | 140 | 404 | 544 |
| 500,000-749,999 | 14 | 81 | 95 | 16 | 101 | 117 | 24 | 117 | 141 |
| 750,000-999,999 | 8 | 29 | 37 | 12 | 39 | 51 | 10 | 49 | 59 |
| 1,000,000-1,999,999 | 7 | 34 | 41 | 6 | 47 | 53 | 8 | 63 | 71 |
| 2,000,000-4,999,999 | 1 | 19 | 20 | 0 | 25 | 25 | 2 | 28 | 30 |
| 5,000,000 and over | 0 | 1 | 1 | 2 | 5 | 7 | 2 | 7 | 9 |
| Totals | 227 | 994 | 1221 | 265 | 1061 | 1326 | 307 | 1080 | 1387 |

| | July 2016 PENDED SALES | | | July 2017 PENDED SALES | | | July 2018 PENDED SALES | | |
|---------------------|------------------------|------------|-------------|------------------------|----------|----------|------------------------|----------|----------|
| Price Category | Bonita | Naples | All | Bonita | Naples | All | Bonita | Naples | All |
| 0-249,999 | 94 | 272 | 366 | 0 | 0 | 0 | 0 | 0 | 0 |
| 250,000-499,999 | 111 | 352 | 463 | 0 | 0 | 0 | 0 | 0 | 0 |
| 500,000-749,999 | 31 | 87 | 118 | 0 | 0 | 0 | 0 | 0 | 0 |
| 750,000-999,999 | 7 | 26 | 33 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1,000,000-1,999,999 | 6 | 47 | 53 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2,000,000-4,999,999 | 2 | 20 | 22 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5,000,000 and over | 0 | 3 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| Totals | 251 | 807 | 1058 | 0 | 0 | 0 | 0 | 0 | 0 |

| COMPARATIVE July PENDED SALES TOTALS | | | | | | | | | | | | |
|--------------------------------------|------------|------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|-------------|----------|----------|
| Price Range | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
| 0-249,999 | 91 | 364 | 853 | 706 | 553 | 648 | 670 | 624 | 533 | 366 | 0 | 0 |
| 250,000-499,999 | 202 | 211 | 260 | 190 | 216 | 243 | 357 | 449 | 544 | 463 | 0 | 0 |
| 500,000-749,999 | 60 | 53 | 57 | 43 | 47 | 67 | 95 | 117 | 141 | 118 | 0 | 0 |
| 750,000-999,999 | 27 | 24 | 29 | 23 | 24 | 26 | 37 | 51 | 59 | 33 | 0 | 0 |
| 1M-2M | 25 | 23 | 31 | 31 | 19 | 30 | 41 | 53 | 71 | 53 | 0 | 0 |
| 2M-5M | 13 | 19 | 11 | 14 | 13 | 19 | 20 | 25 | 30 | 22 | 0 | 0 |
| 5M+ | 6 | 4 | 1 | 2 | 2 | 2 | 1 | 7 | 9 | 3 | 0 | 0 |
| Totals | 424 | 698 | 1242 | 1009 | 874 | 1035 | 1221 | 1326 | 1387 | 1058 | 0 | 0 |

| COMPARATIVE ROLLING TOTALS OF PENDED SALES DURING THE PAST YEAR | | | | | | | | | | | | |
|---|-------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------|----------|
| Price Range | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
| 0-249,999 | 1185 | 2535 | 8025 | ##### | 9910 | 8885 | 8575 | 8611 | 7182 | 5238 | 0 | 0 |
| 250,000-499,999 | 3205 | 2724 | 2707 | 3358 | 3062 | 3131 | 4234 | 5544 | 6759 | 6349 | 0 | 0 |
| 500,000-749,999 | 949 | 747 | 729 | 889 | 906 | 1019 | 1268 | 1631 | 1797 | 1834 | 0 | 0 |
| 750,000-999,999 | 495 | 396 | 358 | 465 | 452 | 499 | 570 | 771 | 866 | 742 | 0 | 0 |
| 1M-2M | 618 | 522 | 383 | 557 | 549 | 595 | 756 | 972 | 1088 | 957 | 0 | 0 |
| 2M-5M | 341 | 273 | 192 | 260 | 286 | 282 | 353 | 512 | 527 | 514 | 0 | 0 |
| 5M+ | 65 | 53 | 34 | 45 | 33 | 35 | 51 | 91 | 133 | 95 | 0 | 0 |
| Totals | 6858 | 7250 | ##### | ##### | 15198 | 14446 | 15807 | 18132 | 18352 | 15729 | 0 | 0 |

| COMPARATIVE YEAR TO DATE TOTALS OF PENDED SALES THROUGH CURRENT MONTH | | | | | | | | | | | | |
|---|-------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|-------------|----------|----------|
| Price Range | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
| 0-249,999 | 759 | 2039 | 5916 | 6398 | 6309 | 5723 | 5389 | 5496 | 4333 | 3184 | 0 | 0 |
| 250,000-499,999 | 1971 | 1848 | 1864 | 2070 | 2075 | 2229 | 2929 | 3732 | 4536 | 3996 | 0 | 0 |
| 500,000-749,999 | 655 | 506 | 472 | 573 | 637 | 730 | 879 | 1103 | 1231 | 1199 | 0 | 0 |
| 750,000-999,999 | 360 | 252 | 241 | 301 | 314 | 337 | 411 | 542 | 605 | 487 | 0 | 0 |
| 1M-2M | 451 | 337 | 271 | 383 | 407 | 439 | 565 | 695 | 766 | 626 | 0 | 0 |
| 2M-5M | 250 | 180 | 126 | 173 | 211 | 223 | 260 | 362 | 380 | 322 | 0 | 0 |
| 5M+ | 50 | 33 | 23 | 31 | 26 | 26 | 40 | 71 | 92 | 57 | 0 | 0 |
| Totals | 4496 | 5195 | 8913 | 9929 | 9979 | 9707 | 10473 | 12001 | 11943 | 9871 | 0 | 0 |