

HISTORY OF LISTINGS PENDED

| | September 2007 PENDED SALES | | | September 2008 PENDED SALES | | | September 2009 PENDED SALES | | |
|---------------------|-----------------------------|--------|-----|-----------------------------|--------|-----|-----------------------------|--------|------|
| Price Category | Bonita | Naples | All | Bonita | Naples | All | Bonita/Estero | Naples | All |
| 0-249,999 | 21 | 57 | 78 | 54 | 329 | 383 | 171 | 626 | 797 |
| 250,000-499,999 | 40 | 116 | 156 | 60 | 120 | 180 | 55 | 185 | 240 |
| 500,000-749,999 | 6 | 35 | 41 | 8 | 48 | 56 | 13 | 41 | 54 |
| 750,000-999,999 | 8 | 12 | 20 | 8 | 20 | 28 | 3 | 25 | 28 |
| 1,000,000-1,999,999 | 3 | 20 | 23 | 1 | 24 | 25 | 5 | 25 | 30 |
| 2,000,000-4,999,999 | 1 | 9 | 10 | 1 | 11 | 12 | 1 | 17 | 18 |
| 5,000,000 and over | 0 | 3 | 3 | 0 | 1 | 1 | 0 | 0 | 0 |
| Totals | 79 | 252 | 331 | 132 | 553 | 685 | 248 | 919 | 1167 |

| | SEPTEMBER 2010 PENDED SALES | | | SEPTEMBER 2011 PENDED SALES | | | September 2012 PENDED SALES | | |
|---------------------|-----------------------------|--------|-----|-----------------------------|--------|-----|-----------------------------|--------|------|
| Price Category | Bonita/Estero | Naples | All | Bonita/Estero | Naples | All | Bonita/Estero | Naples | All |
| 0-249,999 | 126 | 586 | 712 | 106 | 459 | 565 | 106 | 517 | 623 |
| 250,000-499,999 | 30 | 136 | 166 | 42 | 108 | 150 | 58 | 193 | 251 |
| 500,000-749,999 | 14 | 31 | 45 | 6 | 40 | 46 | 11 | 58 | 69 |
| 750,000-999,999 | 1 | 29 | 30 | 6 | 20 | 26 | 4 | 21 | 25 |
| 1,000,000-1,999,999 | 3 | 19 | 22 | 6 | 20 | 26 | 4 | 26 | 30 |
| 2,000,000-4,999,999 | 0 | 12 | 12 | 0 | 8 | 8 | 1 | 10 | 11 |
| 5,000,000 and over | 0 | 0 | 0 | 0 | 2 | 2 | 0 | 2 | 2 |
| Totals | 174 | 813 | 987 | 166 | 657 | 823 | 184 | 827 | 1011 |

| | SEPTEMBER 2013 PENDED SALES | | | SEPTEMBER 2014 PENDED SALES | | | September 2015 PENDED SALES | | |
|---------------------|-----------------------------|--------|------|-----------------------------|--------|------|-----------------------------|--------|------|
| Price Category | Bonita/Estero | Naples | All | Bonita/Estero | Naples | All | Bonita/Estero | Naples | All |
| 0-249,999 | 117 | 486 | 603 | 131 | 485 | 616 | 97 | 360 | 457 |
| 250,000-499,999 | 93 | 252 | 345 | 115 | 321 | 436 | 116 | 351 | 467 |
| 500,000-749,999 | 12 | 79 | 91 | 17 | 80 | 97 | 18 | 102 | 120 |
| 750,000-999,999 | 4 | 34 | 38 | 5 | 40 | 45 | 7 | 40 | 47 |
| 1,000,000-1,999,999 | 5 | 40 | 45 | 5 | 57 | 62 | 7 | 42 | 49 |
| 2,000,000-4,999,999 | 1 | 21 | 22 | 4 | 20 | 24 | 7 | 26 | 33 |
| 5,000,000 and over | 0 | 3 | 3 | 0 | 13 | 13 | 0 | 7 | 7 |
| Totals | 232 | 915 | 1147 | 277 | 1016 | 1293 | 252 | 928 | 1180 |

| | September 2016 PENDED SALES | | | September 2017 PENDED SALES | | | September 2018 PENDED SALES | | |
|---------------------|-----------------------------|--------|------|-----------------------------|--------|-----|-----------------------------|--------|-----|
| Price Category | Bonita | Naples | All | Bonita | Naples | All | Bonita | Naples | All |
| 0-249,999 | 88 | 241 | 329 | 39 | 114 | 153 | 0 | 0 | 0 |
| 250,000-499,999 | 125 | 341 | 466 | 53 | 174 | 227 | 0 | 0 | 0 |
| 500,000-749,999 | 33 | 91 | 124 | 13 | 29 | 42 | 0 | 0 | 0 |
| 750,000-999,999 | 7 | 42 | 49 | 6 | 8 | 14 | 0 | 0 | 0 |
| 1,000,000-1,999,999 | 5 | 44 | 49 | 2 | 28 | 30 | 0 | 0 | 0 |
| 2,000,000-4,999,999 | 2 | 26 | 28 | 1 | 9 | 10 | 0 | 0 | 0 |
| 5,000,000 and over | 0 | 6 | 6 | 0 | 1 | 1 | 0 | 0 | 0 |
| Totals | 260 | 791 | 1051 | 114 | 363 | 477 | 0 | 0 | 0 |

| COMPARATIVE September PENDED SALES TOTALS | | | | | | | | | | | | |
|---|------|------|------|------|------|------|------|------|------|------|------|------|
| Price Range | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
| 0-249,999 | 78 | 383 | 797 | 712 | 565 | 623 | 603 | 616 | 457 | 329 | 153 | 0 |
| 250,000-499,999 | 156 | 180 | 240 | 166 | 150 | 251 | 345 | 436 | 467 | 466 | 227 | 0 |
| 500,000-749,999 | 41 | 56 | 54 | 45 | 46 | 69 | 91 | 97 | 120 | 124 | 42 | 0 |
| 750,000-999,999 | 20 | 28 | 28 | 30 | 26 | 25 | 38 | 45 | 47 | 49 | 14 | 0 |
| 1M-2M | 23 | 25 | 30 | 22 | 26 | 30 | 45 | 62 | 49 | 49 | 30 | 0 |
| 2M-5M | 10 | 12 | 18 | 12 | 8 | 11 | 22 | 24 | 33 | 28 | 10 | 0 |
| 5M+ | 3 | 1 | 0 | 0 | 2 | 2 | 3 | 13 | 7 | 6 | 1 | 0 |
| Totals | 331 | 685 | 1167 | 987 | 823 | 1011 | 1147 | 1293 | 1180 | 1051 | 477 | 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 | 1221 | 3127 | 8880 | 10113 | 9655 | 8980 | 8608 | 8527 | 6874 | 5049 | 4401 | 0 |
| 250,000-499,999 | 3019 | 2747 | 2825 | 3212 | 3021 | 3316 | 4464 | 5658 | 6865 | 6403 | 6737 | 0 |
| 500,000-749,999 | 936 | 768 | 739 | 860 | 912 | 1059 | 1332 | 1625 | 1848 | 1833 | 1847 | 0 |
| 750,000-999,999 | 507 | 408 | 339 | 471 | 445 | 510 | 597 | 782 | 869 | 739 | 818 | 0 |
| 1M-2M | 619 | 513 | 395 | 541 | 565 | 601 | 786 | 989 | 1083 | 951 | 962 | 0 |
| 2M-5M | 346 | 270 | 202 | 251 | 275 | 286 | 382 | 503 | 550 | 496 | 510 | 0 |
| 5M+ | 67 | 50 | 33 | 44 | 36 | 35 | 51 | 105 | 128 | 93 | 116 | 0 |
| Totals | 6715 | 7883 | 13413 | 15492 | 14909 | 14787 | 16220 | 18189 | 18217 | 15564 | 15391 | 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 | 935 | 2807 | 7539 | 7825 | 7481 | 6990 | 6689 | 6712 | 5241 | 3903 | 3441 | 0 |
| 250,000-499,999 | 2337 | 2237 | 2371 | 2431 | 2395 | 2734 | 3664 | 4581 | 5491 | 5005 | 5337 | 0 |
| 500,000-749,999 | 747 | 619 | 595 | 667 | 737 | 870 | 1083 | 1301 | 1480 | 1447 | 1480 | 0 |
| 750,000-999,999 | 414 | 318 | 288 | 354 | 360 | 394 | 495 | 637 | 703 | 582 | 652 | 0 |
| 1M-2M | 505 | 382 | 328 | 424 | 464 | 502 | 658 | 805 | 871 | 725 | 780 | 0 |
| 2M-5M | 281 | 208 | 164 | 202 | 229 | 245 | 311 | 404 | 445 | 369 | 400 | 0 |
| 5M+ | 56 | 36 | 25 | 32 | 30 | 30 | 44 | 89 | 105 | 68 | 93 | 0 |
| Totals | 5275 | 6607 | 11310 | 11935 | 11696 | 11765 | 12944 | 14529 | 14336 | 12099 | 12183 | 0 |