MARKET INSIGHTS REPORT



February 2025

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Market trends and analysis are based on data from the Southwest Florida MLS through the end of each month. Data is deemed reliable but not guaranteed and may differ from previous reports due to timing of MLS entries.

This report summarizes markets served by RPCRA in Lee and Hendry counties. An online dashboard with real-time data, additional metrics, and filtering options is also available for members—contact the Association for details.

RPCRA Market Summary





Includes Lee and Hendry counties, excluding Bonita Springs and Estero.

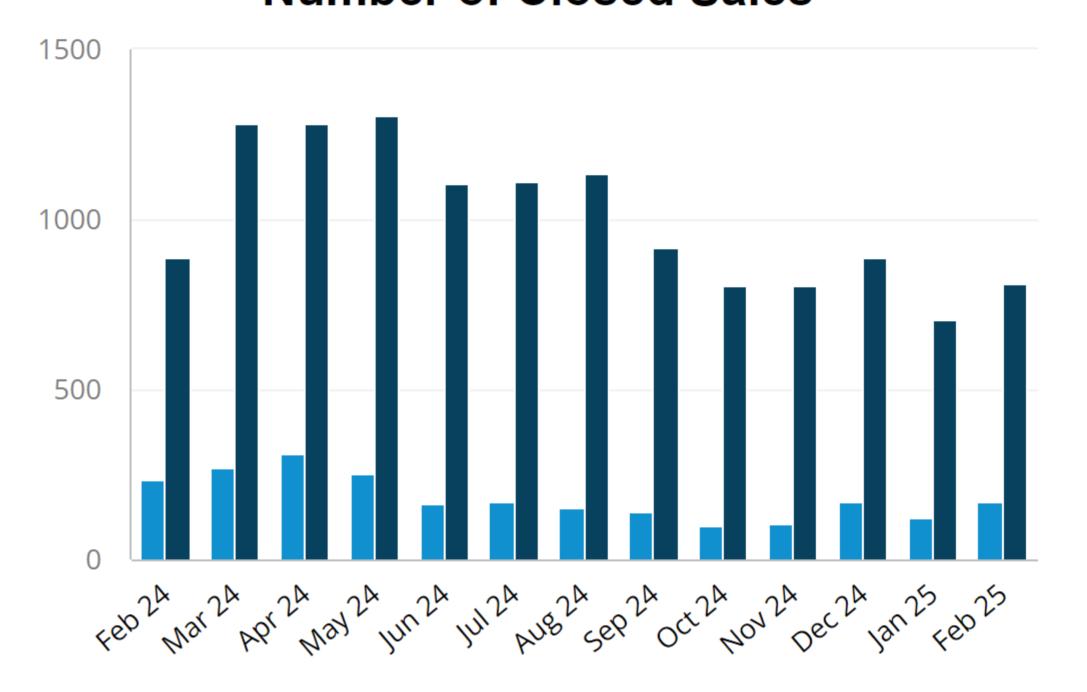
Single Family Homes

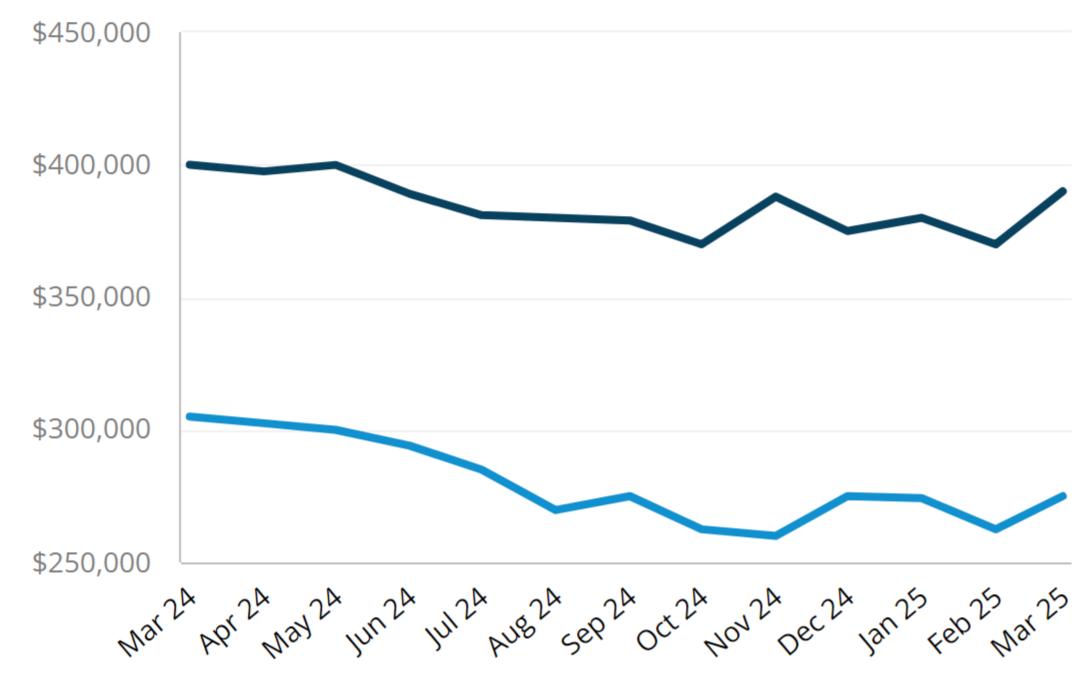
	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$390,000	\$400,000	> -2.5%	\$370,000	☆ 5.4%	\$380,000	\$398,500	> -4.6%
Closed Sales	811	887	> -8.6%	706	☆ 14.9%	1,517	1,602	> -5.3%
New Listings	2,317	2,084	☆ 11.2%	2,758	> -16.0%	5,075	4,273	☆ 18.8%
Pending Sales	1,358	1,264	☆ 7.4%	1,014	≈ 33.9%	2,372	2,305	≈ 2.9%
Median Days on Market	52	46	☆ 13.0%	50	☆ 4.0%	51	51	≫ 0.0%
Sold Price per Square Foot	\$223	\$232	> -3.9%	\$224	> -0.4%	\$223	\$232	> -3.7%
Percent of Original Price Rec'd	92.5%	93.1%	> -0.6%	93.0%	> -0.6%	92.7%	93.0%	> -0.3%
Active Inventory	8,455	6,466	☆ 30.8%	8,240	☆ 2.6%	_	_	_
Months Supply of Inventory	10.4	7.3	☆ 43.0%	11.7	> -10.7%	_	_	_

Condominiums

	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$275,000	\$305,000	> -9.8%	\$262,500	☆ 4.8%	\$270,000	\$305,500	> -11.6%
Closed Sales	171	234	> -26.9%	126	≈ 35.7%	297	396	> -25.0%
New Listings	569	586	> -2.9%	744	> -23.5%	1,313	1,252	☆ 4.9%
Pending Sales	289	287	☆ 0.7%	192	☆ 50.5%	481	547	> -12.1%
Median Days on Market	65	48	≈ 35.4%	61	☆ 7.4%	64	45	☆ 42.2%
Sold Price per Square Foot	\$210	\$234	> -10.5%	\$203	☆ 3.5%	\$207	\$237	> -12.7%
Percent of Original Price Rec'd	88.9%	91.8%	> -3.1%	87.8%	☆ 1.2%	88.4%	92.3%	以 -4.2%
Active Inventory	2,850	2,125	☆ 34.1%	2,764	☆ 3.1%	_	_	_
Months Supply of Inventory	16.7	9.1	≈83.5%	21.9	> -24.0%	_	_	_

Number of Closed Sales





Fort Myers Region

February 2025



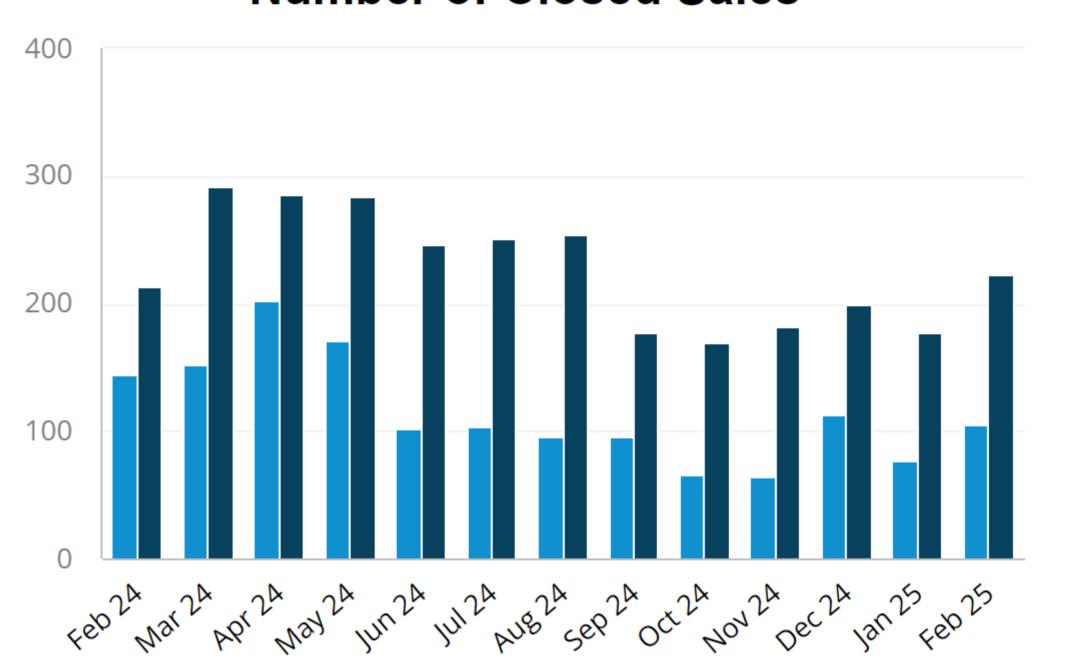
Single Family Homes

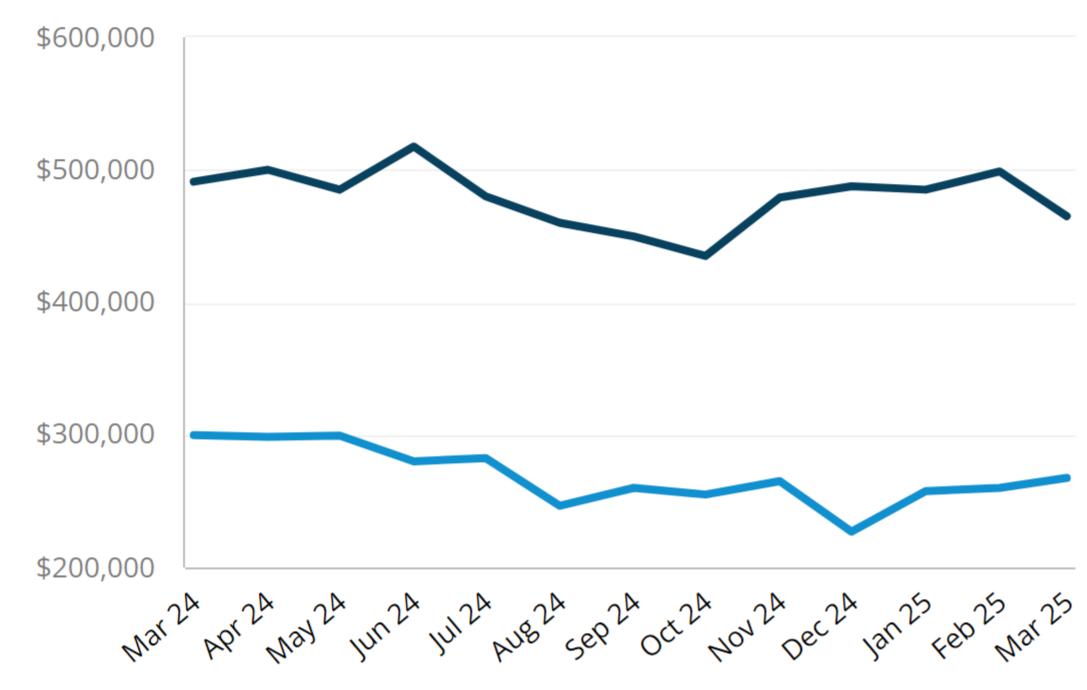
	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$465,000	\$491,000	> -5.3%	\$498,700	> -6.8%	\$480,000	\$493,000	> -2.6%
Closed Sales	223	213	≈ 4.7%	178	≈ 25.3%	401	391	≈ 2.6%
New Listings	556	495	☆ 12.3%	667	> -16.6%	1,223	984	≈ 24.3%
Pending Sales	339	285	☆ 18.9%	278	≈ 21.9%	617	520	☆ 18.7%
Median Days on Market	38	40	> -5.0%	44	> -13.6%	41	49	> -15.5%
Sold Price per Square Foot	\$240	\$258	> -7.0%	\$255	> -5.7%	\$248	\$262	> -5.3%
Percent of Original Price Rec'd	92.1%	92.5%	> -0.5%	91.4%	≈ 0.8%	91.8%	92.5%	> -0.8%
Active Inventory	1,840	1,403	☆ 31.1%	1,761	☆ 4.5%	_	_	_
Months Supply of Inventory	8.3	6.6	≈ 25.3%	9.9	> -16.6%	_	_	_

Condominiums

	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$267,500	\$299,900	以 -10.8%	\$260,000	≈ 2.9%	\$262,500	\$302,500	> -13.2%
Closed Sales	105	145	> -27.6%	77	☆ 36.4%	182	259	> -29.7%
New Listings	317	353	以 -10.2%	436	> -27.3%	753	773	> -2.6%
Pending Sales	195	173	☆ 12.7%	123	☆ 58.5%	318	335	> -5.1%
Median Days on Market	67	40	☆ 67.5%	64	☆ 4.7%	67	40	☆ 67.5%
Sold Price per Square Foot	\$205	\$227	> -9.7%	\$203	☆ 1.0%	\$203	\$232	> -12.5%
Percent of Original Price Rec'd	89.4%	92.3%	> -3.2%	87.9%	☆ 1.7%	88.8%	92.8%	> -4.3%
Active Inventory	1,605	1,206	☆ 33.1%	1,596	≈ 0.6%	_	_	_
Months Supply of Inventory	15.3	8.3	≈83.8%	20.7	> -26.3%	_	_	_

Number of Closed Sales





Fort Myers Beach Region





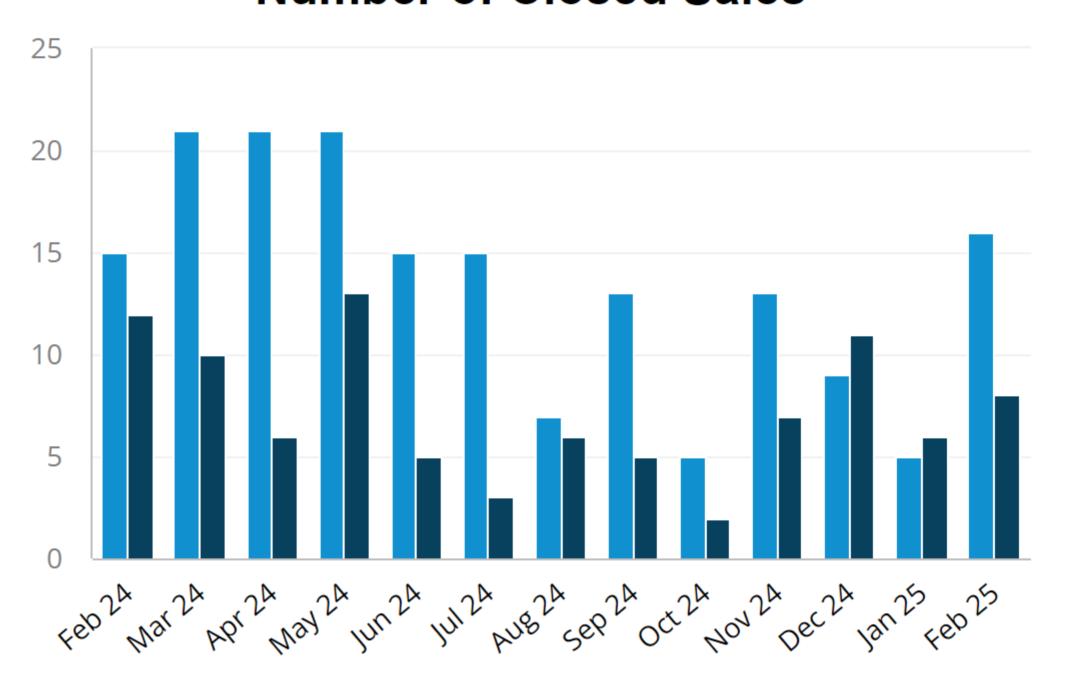
Single Family Homes

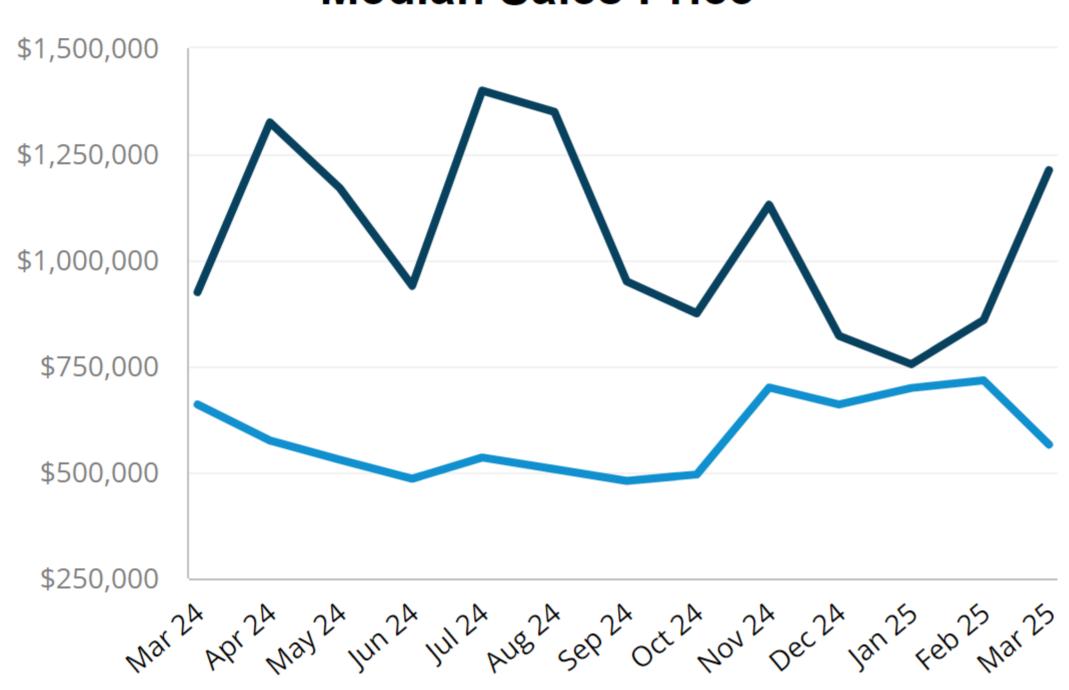
	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$1,212,400	\$925,000	≈31.1%	\$859,500	☆ 41.1%	\$952,400	\$910,000	☆ 4.7%
Closed Sales	8	12	> -33.3%	6	≈ 33.3%	14	16	> -12.5%
New Listings	42	24	≈ 75.0%	56	> -25.0%	98	53	≈ 84.9%
Pending Sales	12	12	»0.0%	8	≈ 50.0%	20	24	> -16.7%
Median Days on Market	121	90	≈ 35.2%	14	☆ 796.3%	71	90	> -20.7%
Sold Price per Square Foot	\$516	\$701	> -26.5%	\$649	> -20.6%	\$536	\$642	> -16.6%
Percent of Original Price Rec'd	85.6%	82.6%	≈3.7%	82.0%	☆ 4.4%	84.1%	84.6%	> -0.6%
Active Inventory	205	106	≈ 93.4%	185	☆ 10.8%	_	_	_
Months Supply of Inventory	25.6	8.8	≈ 190.0%	30.8	> -16.9%	_	_	_

Condominiums

	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$565,700	\$660,000	> -14.3%	\$717,000	> -21.1%	\$615,000	\$510,000	≈ 20.6%
Closed Sales	16	15	☆ 6.7%	5	≈ 220.0%	21	25	以 -16.0%
New Listings	60	43	≈ 39.5%	59	☆ 1.7%	119	101	☆ 17.8%
Pending Sales	9	24	> -62.5%	11	> -18.2%	20	38	以 -47.4%
Median Days on Market	13	50	> -74.0%	24	> -45.8%	18	50	> -64.0%
Sold Price per Square Foot	\$504	\$499	☆ 1.0%	\$486	☆ 3.7%	\$496	\$499	> -0.7%
Percent of Original Price Rec'd	92.7%	93.0%	> -0.4%	93.4%	> -0.8%	92.8%	93.0%	> -0.2%
Active Inventory	304	189	☆ 60.8%	275	☆ 10.5%	_	_	_
Months Supply of Inventory	19.0	12.6	☆ 50.8%	54.9	> -65.4%	_	_	_

Number of Closed Sales





North Fort Myers Region

February 2025



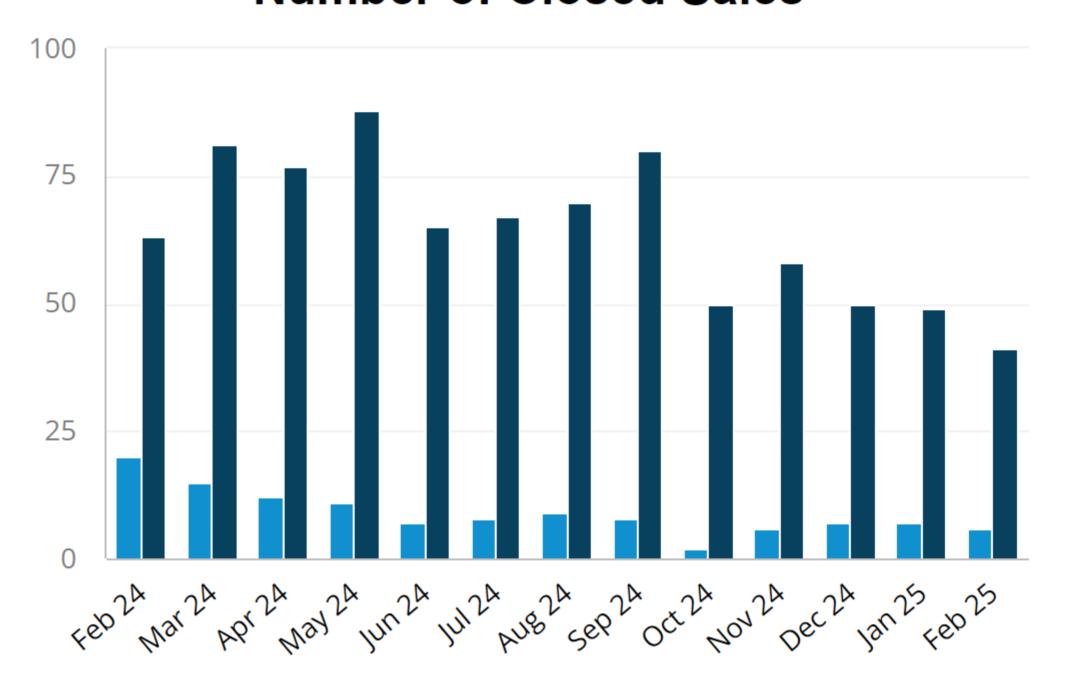
Single Family Homes

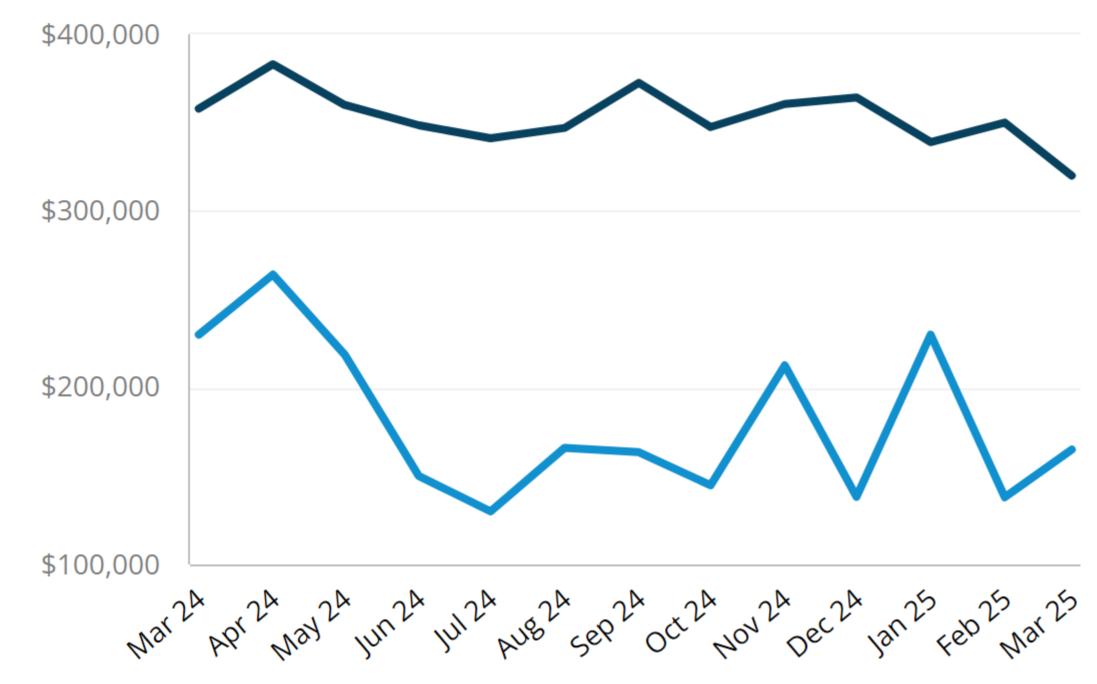
	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$320,000	\$357,900	> -10.6%	\$350,000	> -8.6%	\$338,000	\$356,097	> -5.1%
Closed Sales	41	63	> -34.9%	49	> -16.3%	90	107	> -15.9%
New Listings	137	127	☆ 7.9%	129	☆ 6.2%	266	241	≈ 10.4%
Pending Sales	75	75	»0.0%	54	☆ 38.9%	129	147	> -12.2%
Median Days on Market	36	50	> -28.0%	36	☆ 1.4%	36	57	> -36.8%
Sold Price per Square Foot	\$192	\$205	> -6.3%	\$192	»0.0%	\$192	\$204	> -5.9%
Percent of Original Price Rec'd	91.2%	92.5%	> -1.4%	91.8%	> -0.6%	91.5%	91.7%	> -0.2%
Active Inventory	410	358	☆ 14.5%	385	☆ 6.5%	_	_	_
Months Supply of Inventory	10.0	5.7	☆ 76.0%	7.9	≈ 27.3%	_	_	_

Condominiums

	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$165,000	\$230,000	> -28.3%	\$138,000	☆ 19.6%	\$138,000	\$243,000	> -43.2%
Closed Sales	6	20	> -70.0%	7	> -14.3%	13	23	> -43.5%
New Listings	32	37	> -13.5%	48	> -33.3%	80	67	☆ 19.4%
Pending Sales	17	11	☆ 54.5%	9	≈88.9%	26	35	> -25.7%
Median Days on Market	36	43	> -16.3%	59	> -39.0%	50	37	☆ 35.1%
Sold Price per Square Foot	\$149	\$198	> -24.7%	\$132	☆ 12.9%	\$132	\$188	> -29.8%
Percent of Original Price Rec'd	90.0%	89.6%	≈ 0.4%	79.3%	☆ 13.4%	84.2%	90.1%	> -6.5%
Active Inventory	183	140	≈30.7%	179	☆ 2.2%	_	_	_
Months Supply of Inventory	30.4	7.0	≈ 335.2%	25.5	☆ 19.2%	_	_	_

Number of Closed Sales





Cape Coral Region

February 2025



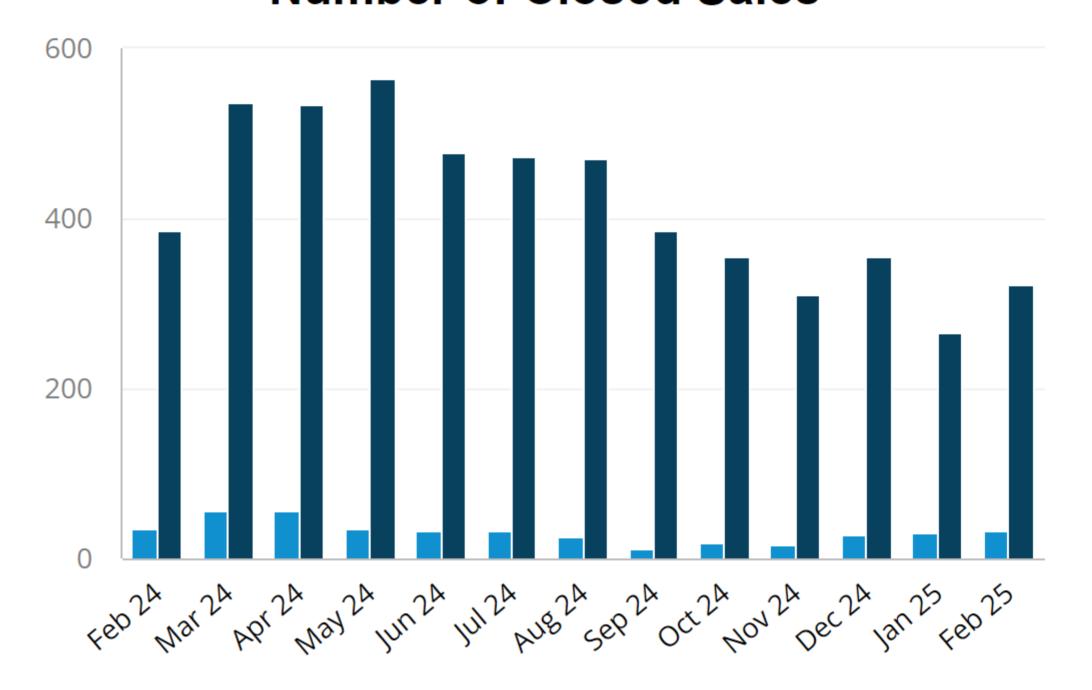
Single Family Homes

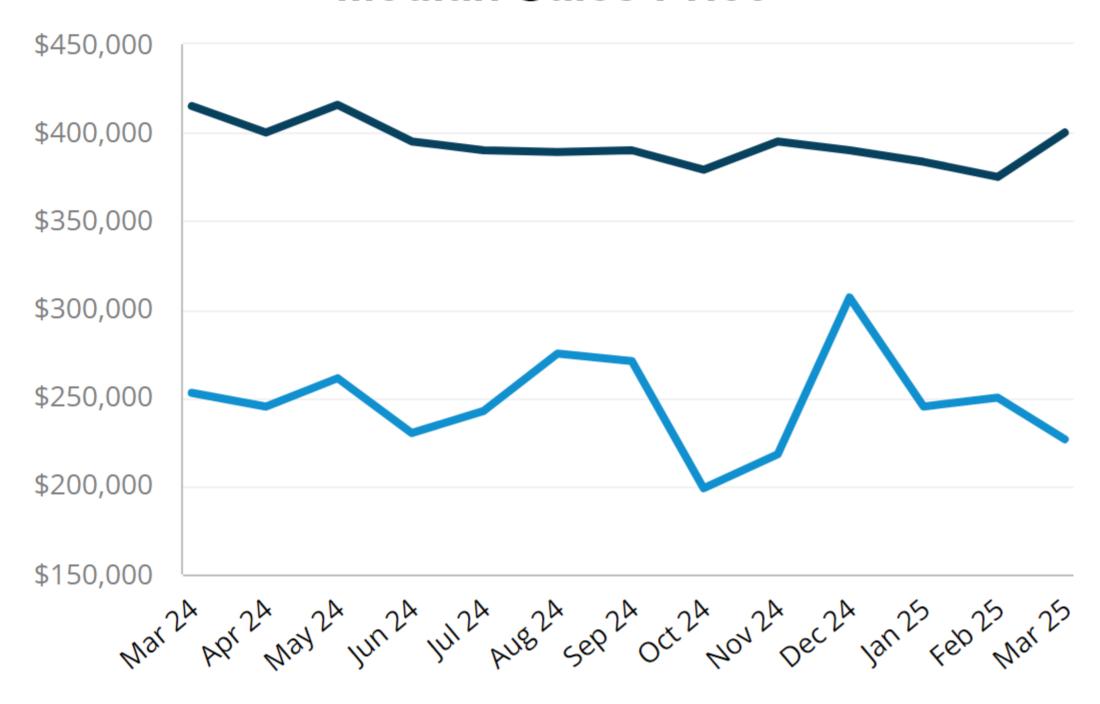
	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$400,000	\$415,000	> -3.6%	\$374,900	☆ 6.7%	\$385,000	\$419,000	> -8.1%
Closed Sales	323	385	> -16.1%	265	☆ 21.9%	588	663	> -11.3%
New Listings	879	877	☆ 0.2%	1,104	> -20.4%	1,983	1,894	☆ 4.7%
Pending Sales	569	548	☆ 3.8%	394	☆ 44.4%	963	979	> -1.6%
Median Days on Market	60	48	≈ 25.0%	60	>> 0.0%	60	55	☆ 9.1%
Sold Price per Square Foot	\$223	\$232	> -3.9%	\$222	☆ 0.5%	\$223	\$232	> -3.9%
Percent of Original Price Rec'd	92.5%	92.5%	> -0.1%	92.9%	> -0.4%	92.6%	92.5%	☆ 0.2%
Active Inventory	3,534	2,938	≈ 20.3%	3,550	> -0.5%	_	_	_
Months Supply of Inventory	10.9	7.6	☆ 43.4%	13.4	以 -18.3%	_	_	_

Condominiums

	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$226,450	\$252,750	> -10.4%	\$250,000	> -9.4%	\$246,000	\$259,000	> -5.0%
Closed Sales	32	36	> -11.1%	31	☆ 3.2%	63	59	☆ 6.8%
New Listings	83	103	以 -19.4%	136	> -39.0%	219	207	☆ 5.8%
Pending Sales	46	53	以 -13.2%	37	≈ 24.3%	83	88	> -5.7%
Median Days on Market	69	96	以 -28.6%	60	☆ 14.2%	66	83	> -20.5%
Sold Price per Square Foot	\$196	\$218	以 -10.1%	\$198	> -1.3%	\$198	\$218	以 -9.2%
Percent of Original Price Rec'd	85.9%	88.9%	> -3.4%	88.5%	> -3.0%	87.2%	89.9%	> -3.1%
Active Inventory	444	403	☆ 10.2%	436	☆ 1.8%	_	_	_
Months Supply of Inventory	13.9	11.2	≈ 23.9%	14.1	> -1.3%	_	_	_

Number of Closed Sales





Lehigh Acres Region

February 2025



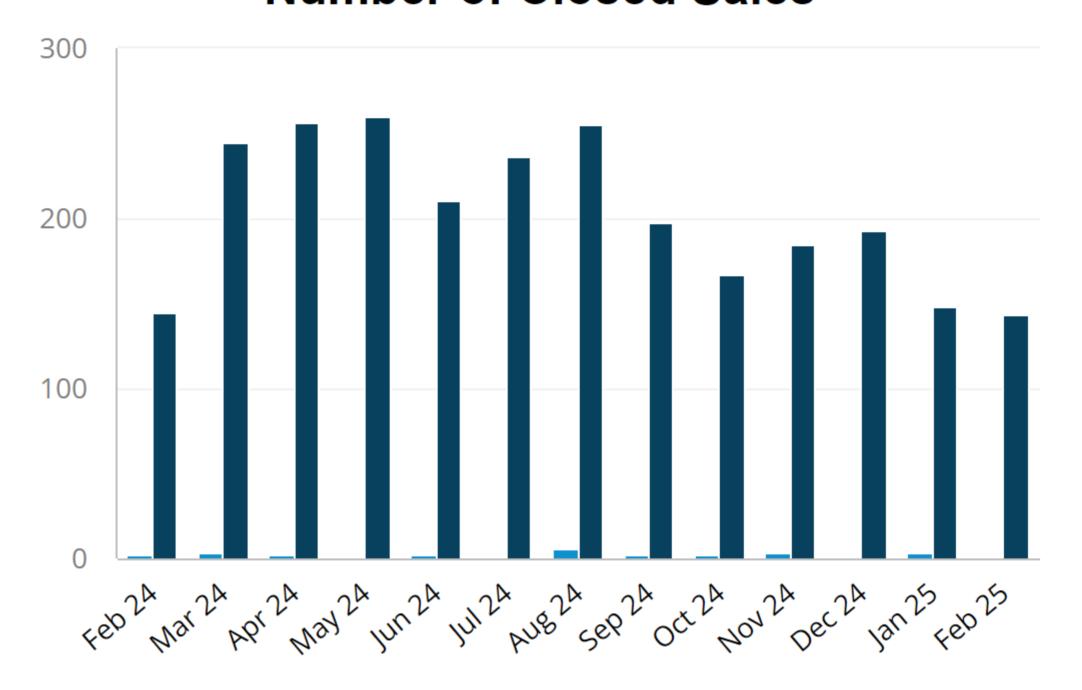
Single Family Homes

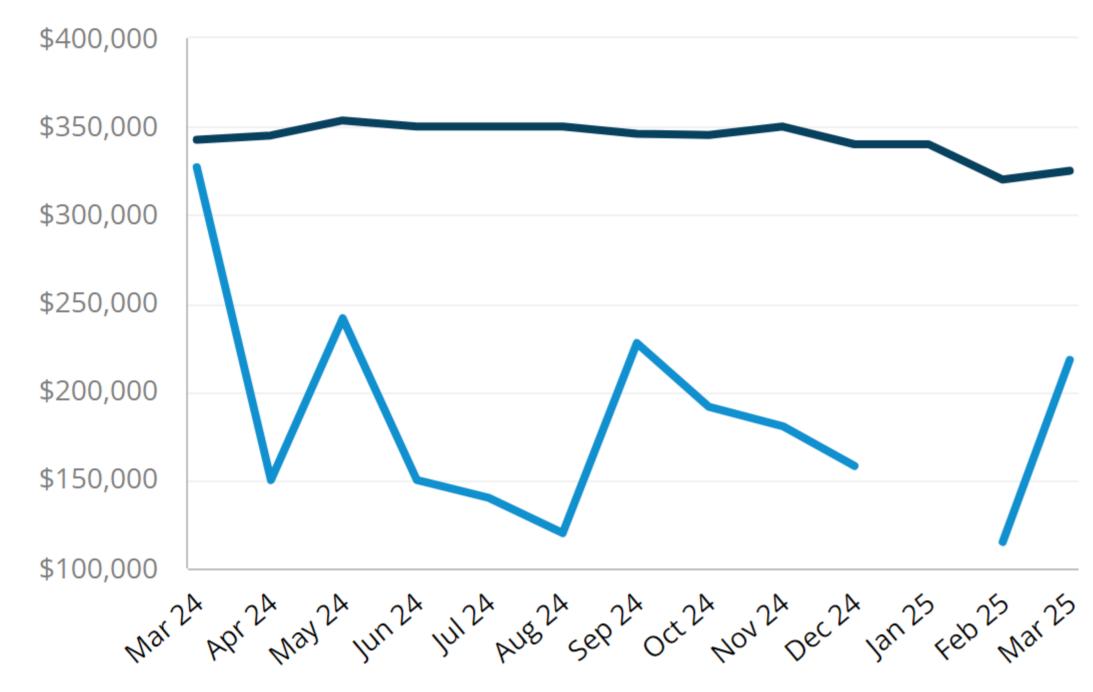
	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$325,000	\$342,597	> -5.1%	\$320,000	☆ 1.6%	\$323,000	\$342,597	> -5.7%
Closed Sales	143	145	> -1.4%	148	> -3.4%	291	300	> -3.0%
New Listings	468	341	≈ 37.2%	516	> -9.3%	984	667	☆ 47.5%
Pending Sales	264	222	☆ 18.9%	194	≈ 36.1%	458	428	☆ 7.0%
Median Days on Market	43	40	≈ 6.3%	55	> -22.7%	50	43	☆ 15.1%
Sold Price per Square Foot	\$213	\$212	≈ 0.5%	\$211	≈ 0.9%	\$212	\$214	> -0.9%
Percent of Original Price Rec'd	95.1%	96.9%	> -1.9%	95.8%	> -0.8%	95.4%	96.2%	> -0.8%
Active Inventory	1,410	867	≈ 62.6%	1,379	≈ 2.2%	_	_	_
Months Supply of Inventory	9.9	6.0	≈ 64.9%	9.3	☆ 5.8%	_	_	_

Condominiums

	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$218,000	\$327,000	> -33.3%	\$115,000	≈ 89.6%	\$214,000	\$127,500	☆ 67.8%
Closed Sales	4	2	☆ 100.0%	1	≈ 300.0%	5	6	> -16.7%
New Listings	16	8	☆ 100.0%	9	☆ 77.8%	25	15	☆ 66.7%
Pending Sales	7	2	≈ 250.0%	1	☆ 600.0%	8	5	☆ 60.0%
Median Days on Market	24	87	> -72.3%	182	> -86.8%	37	54	> -32.4%
Sold Price per Square Foot	\$192	\$238	> -19.5%	\$130	☆ 47.3%	\$191	\$176	≈ 8.8%
Percent of Original Price Rec'd	93.7%	100.6%	> -6.9%	85.2%	≈ 9.9%	92.0%	95.1%	> -3.2%
Active Inventory	35	24	☆ 45.8%	36	> -2.8%	_	_	_
Months Supply of Inventory	8.7	11.9	> -26.9%	35.6	> -75.5%	_	_	_

Number of Closed Sales





Pine Island Region

February 2025



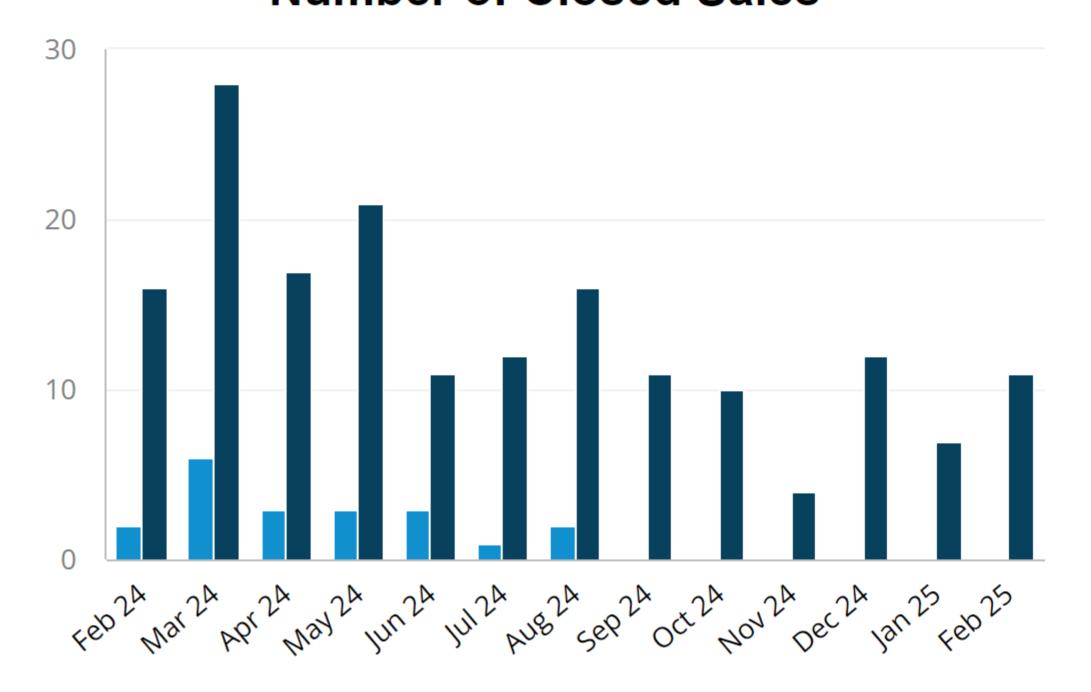
Single Family Homes

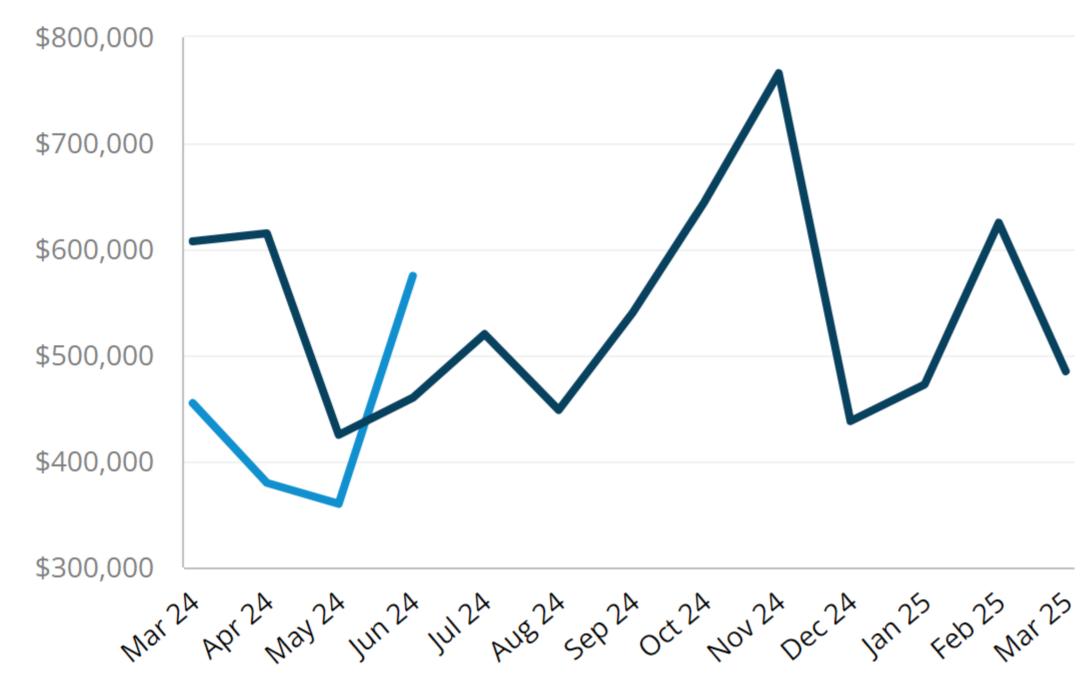
	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$485,000	\$607,500	> -20.2%	\$625,000	> -22.4%	\$550,000	\$575,000	> -4.3%
Closed Sales	11	16	> -31.3%	7	☆ 57.1%	18	27	> -33.3%
New Listings	53	41	≈ 29.3%	64	> -17.2%	117	94	≈ 24.5%
Pending Sales	16	22	> -27.3%	10	≈ 60.0%	26	44	> -40.9%
Median Days on Market	80	31	☆ 158.1%	44	≈81.8%	58	61	> -5.7%
Sold Price per Square Foot	\$347	\$434	> -20.0%	\$387	> -10.3%	\$357	\$415	> -14.0%
Percent of Original Price Rec'd	85.4%	85.8%	> -0.4%	85.3%	☆ 0.1%	85.4%	87.3%	> -2.2%
Active Inventory	250	167	≈ 49.7%	227	≈ 10.1%	_	_	_
Months Supply of Inventory	22.7	10.4	☆ 117.7%	32.4	> -29.9%	_	_	_

Condominiums

	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price		\$455,000	*		*		\$530,000	*
Closed Sales	0	2	> -100.0%	0	*	0	3	> -100.0%
New Listings	5	6	以 -16.7%	4	≈ 25.0%	9	16	> -43.8%
Pending Sales	1	7	> -85.7%	0	*	1	10	> -90.0%
Median Days on Market	119	27	≈ 340.7%		*	119	26	≈ 357.7%
Sold Price per Square Foot		\$426	*		*		\$500	*
Percent of Original Price Rec'd		93.6%	*		*		95.2%	*
Active Inventory	26	11	☆ 136.4%	22	☆ 18.2%	_	_	_
Months Supply of Inventory	2,600.0	5.5	☆ 47,409.1%	2,200.0	☆ 18.2%	_	_	_

Number of Closed Sales





Sanibel Region

February 2025



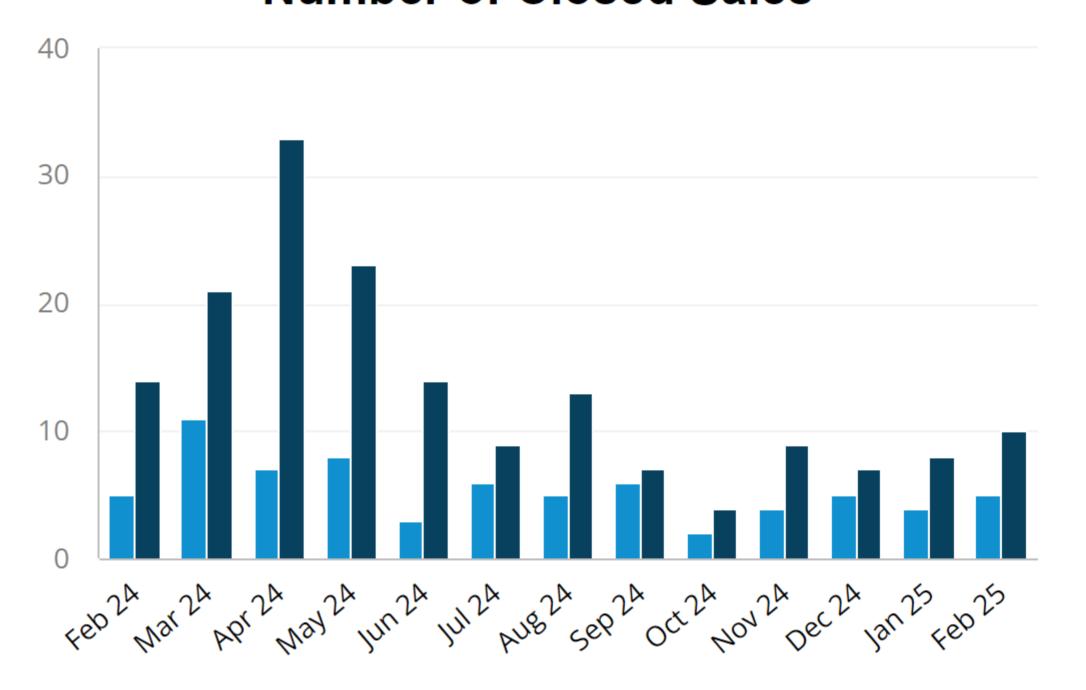
Single Family Homes

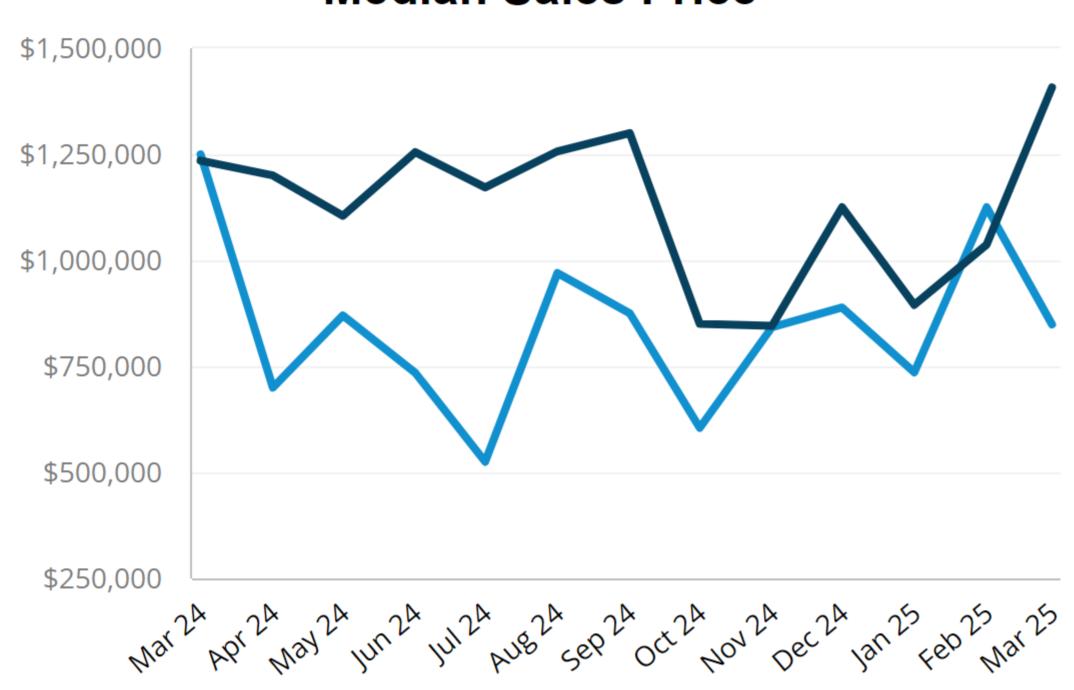
	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$1,407,500	\$1,235,000	≈ 14.0%	\$1,037,000	≈ 35.7%	\$1,322,500	\$1,172,500	☆ 12.8%
Closed Sales	10	14	> -28.6%	8	≈ 25.0%	18	26	> -30.8%
New Listings	66	54	≈ 22.2%	77	> -14.3%	143	110	≈ 30.0%
Pending Sales	18	30	> -40.0%	12	☆ 50.0%	30	42	> -28.6%
Median Days on Market	84	33	☆ 156.9%	19	≈ 351.4%	56	46	≈ 23.1%
Sold Price per Square Foot	\$544	\$554	> -1.8%	\$528	≈ 3.0%	\$544	\$554	> -1.8%
Percent of Original Price Rec'd	92.5%	94.9%	> -2.4%	91.1%	☆ 1.6%	91.9%	90.1%	≈2.0%
Active Inventory	283	188	≈ 50.5%	245	☆ 15.5%	_	_	_
Months Supply of Inventory	28.3	13.4	☆ 110.7%	30.6	> -7.6%	_	_	_

Condominiums

	Feb 2025	Feb 2024	YoY %Chg	Jan 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$849,000	\$1,250,000	> -32.1%	\$1,125,000	> -24.5%	\$1,100,000	\$810,000	☆ 35.8%
Closed Sales	5	5	»0.0%	4	≈ 25.0%	9	9	>> 0.0%
New Listings	41	19	☆ 115.8%	39	☆ 5.1%	80	39	☆ 105.1%
Pending Sales	11	9	≈ 22.2%	10	☆ 10.0%	21	16	☆ 31.3%
Median Days on Market	64	22	☆ 190.9%	51	≈ 25.5%	64	27	☆ 141.5%
Sold Price per Square Foot	\$480	\$709	> -32.3%	\$634	> -24.3%	\$564	\$709	> -20.5%
Percent of Original Price Rec'd	79.0%	94.6%	> -16.4%	86.3%	> -8.4%	82.2%	92.3%	> -10.9%
Active Inventory	160	96	☆ 66.7%	135	☆ 18.5%	_	_	_
Months Supply of Inventory	31.9	19.2	☆ 66.7%	33.7	> -5.1%	_	_	_

Number of Closed Sales





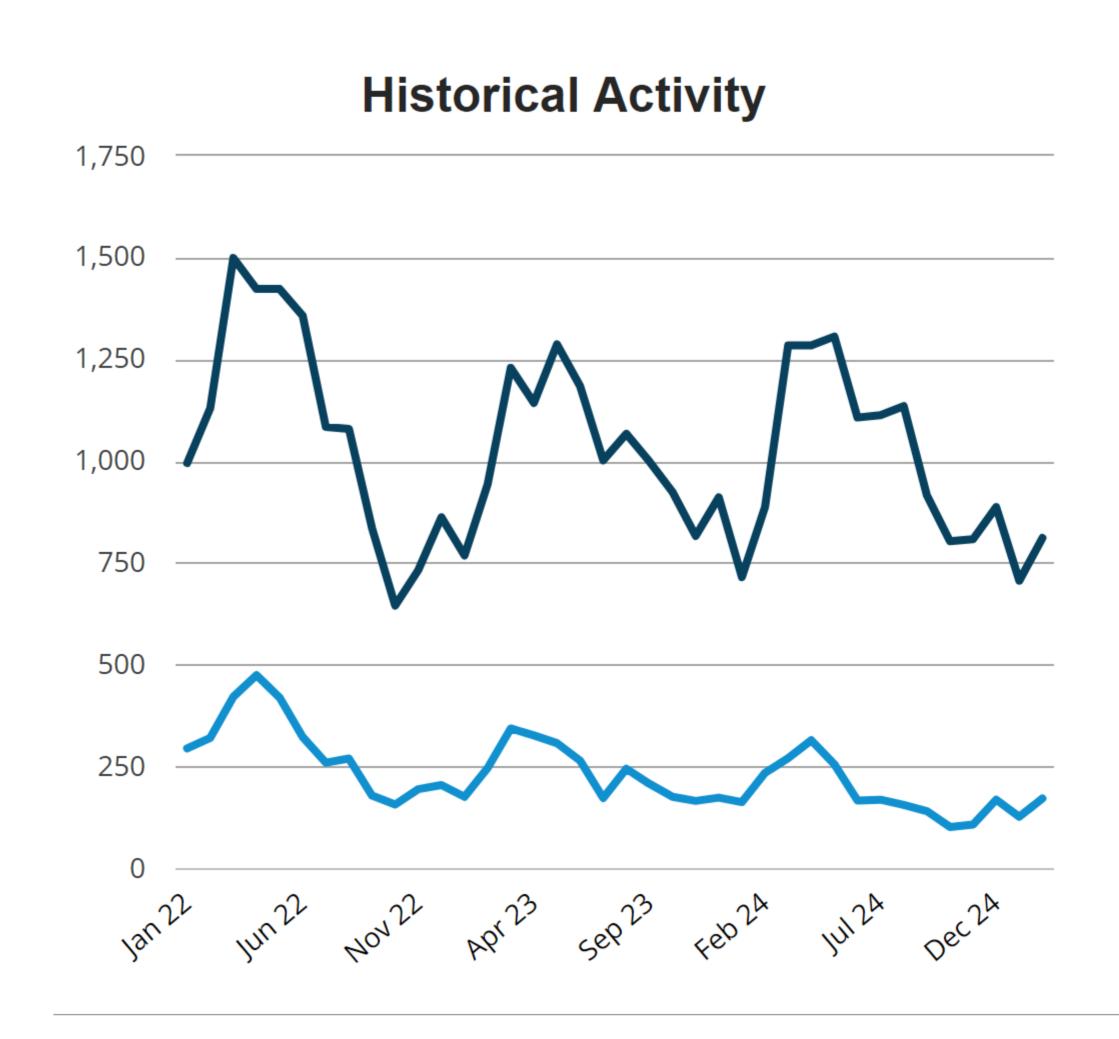
Closed Sales

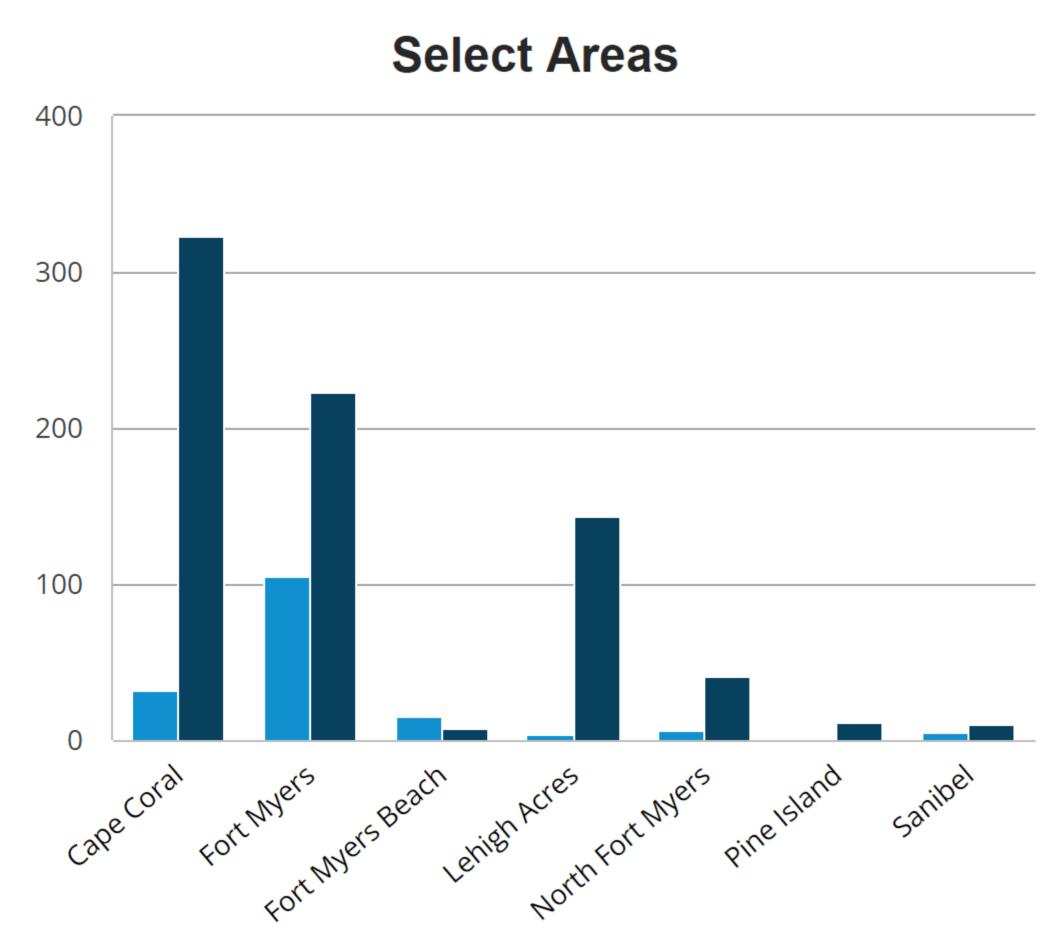
February 2025

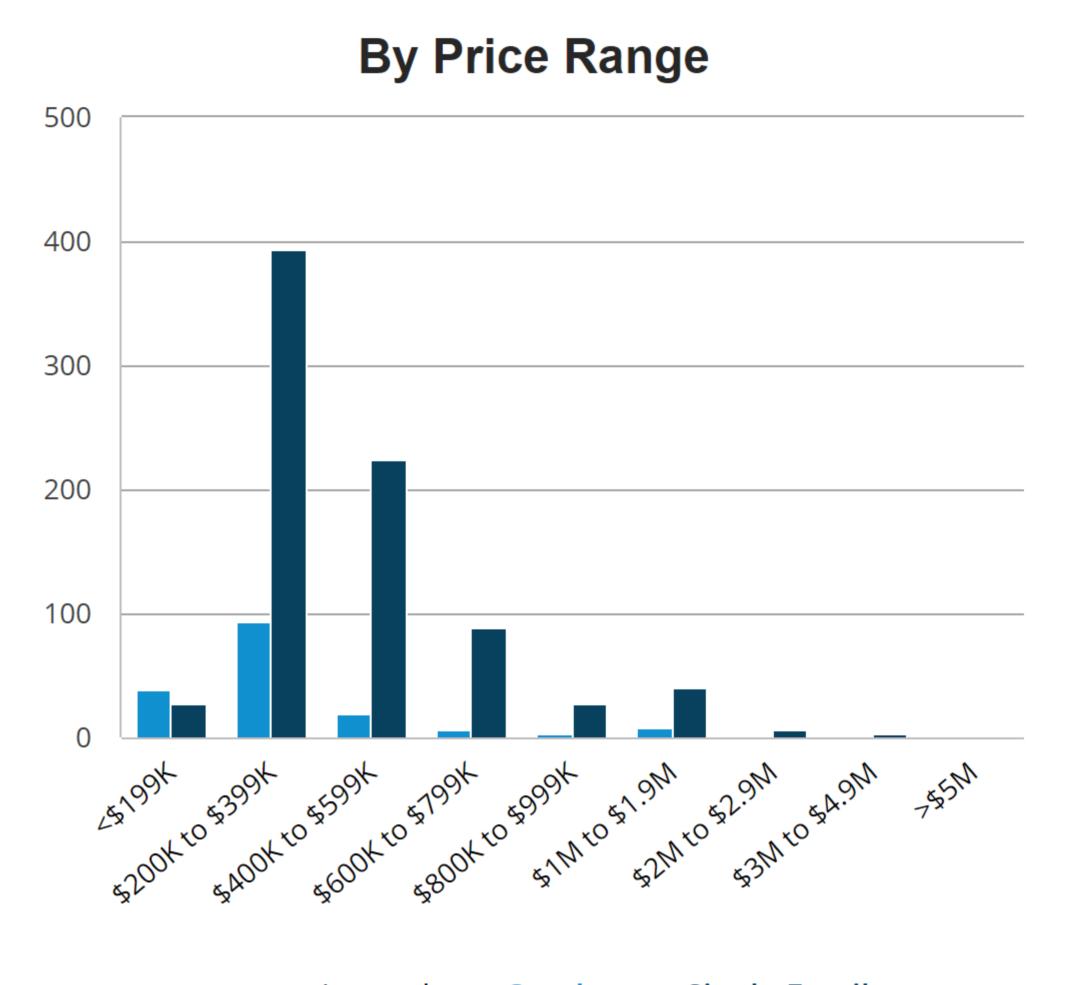


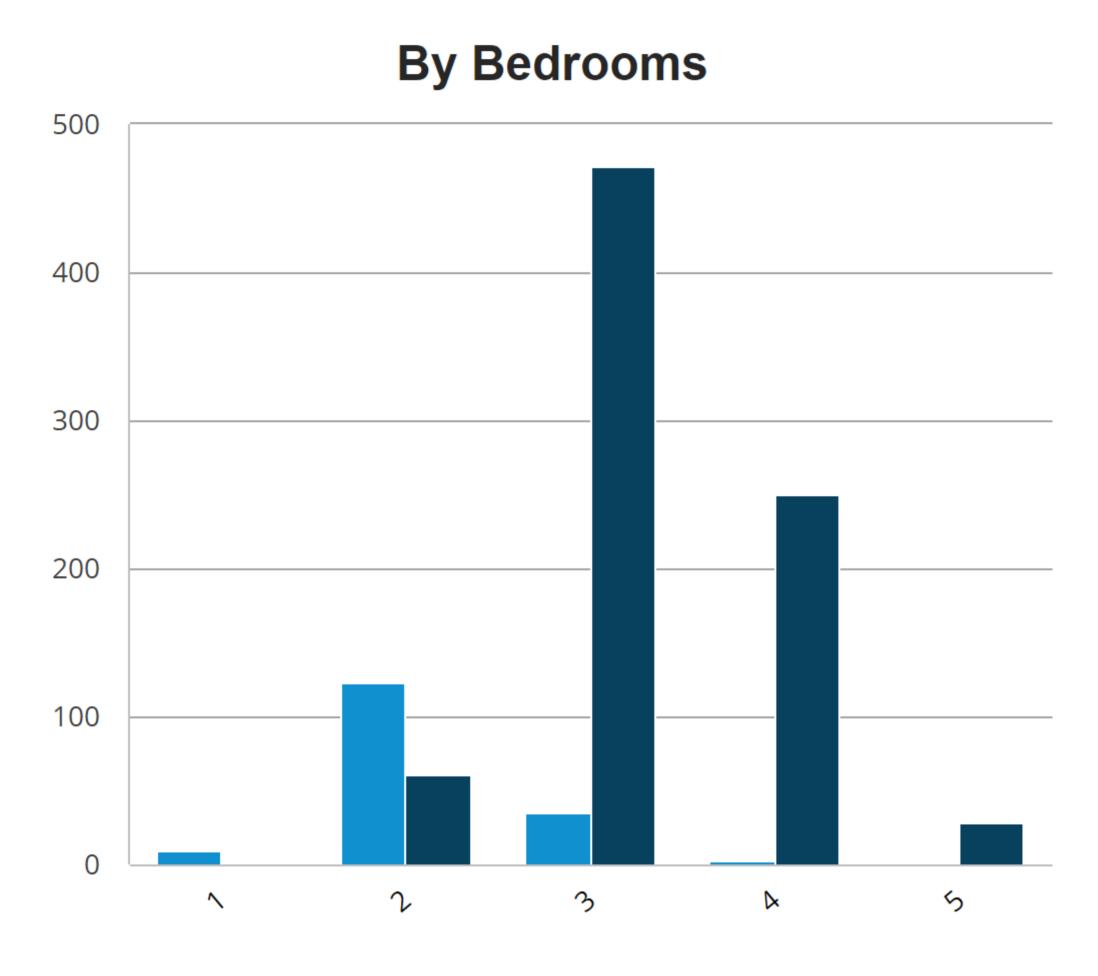
The number of properties that sold.

	February 2025	Month ov	ver Month Change	Year	over Year Change	Year	to Date Change
SFH	811	☆	14.9%	×	-8.6%	×	-5.3%
CONDO	171	^	35.7%	*	-26.9%	*	-25.0%









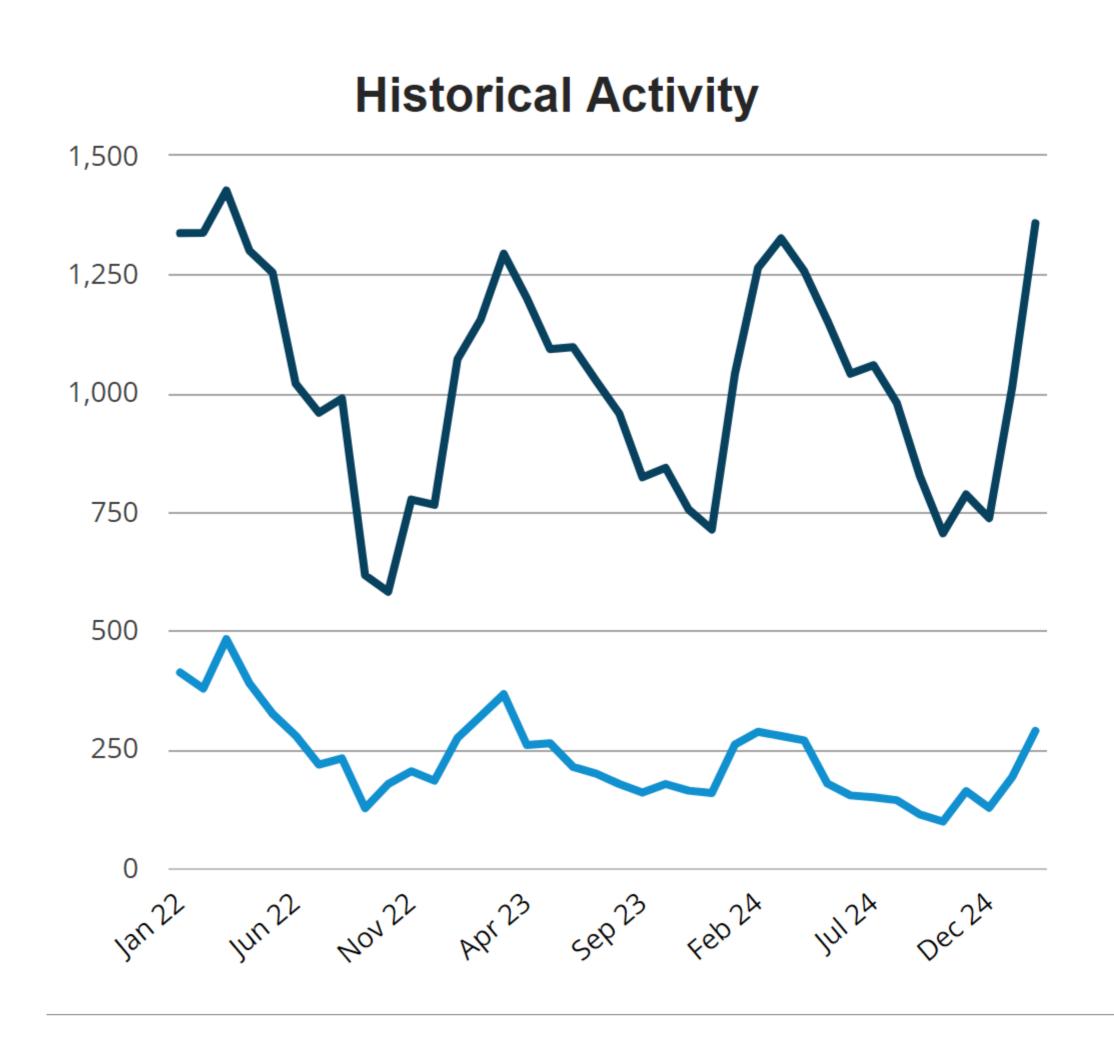
Pending Sales

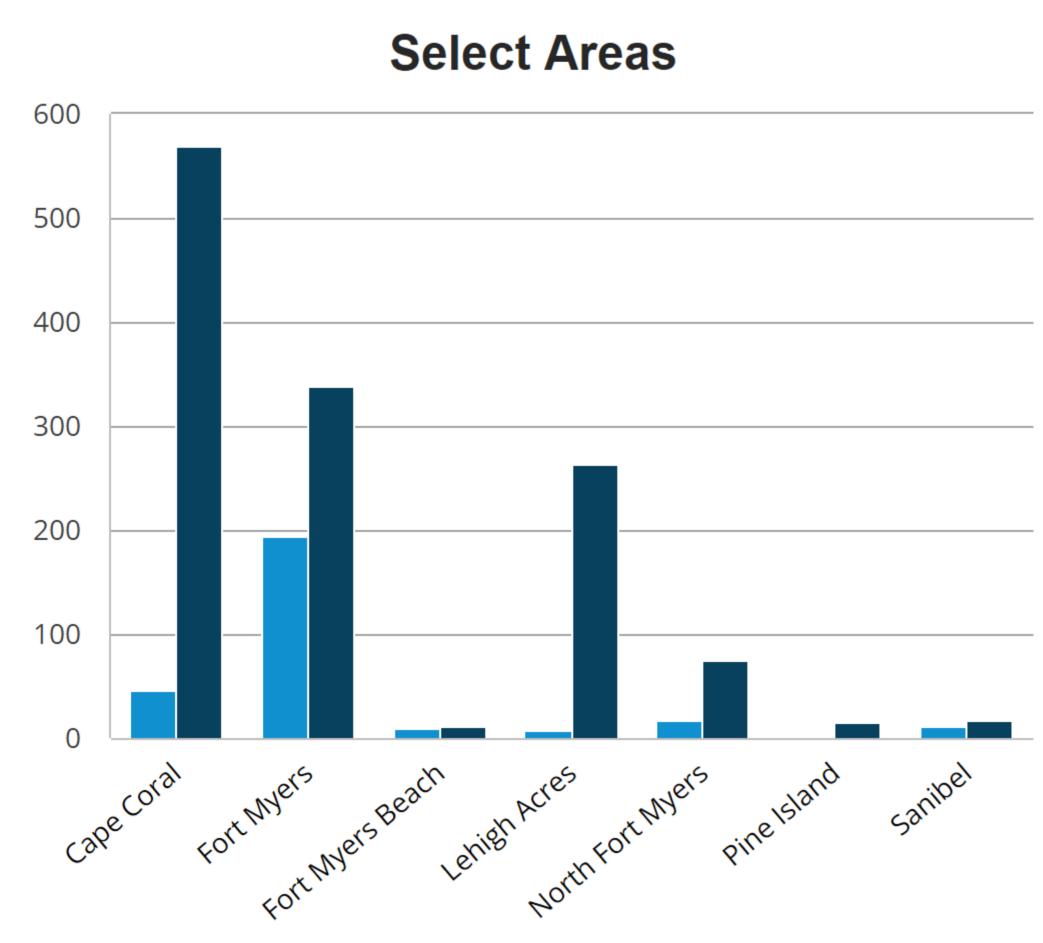


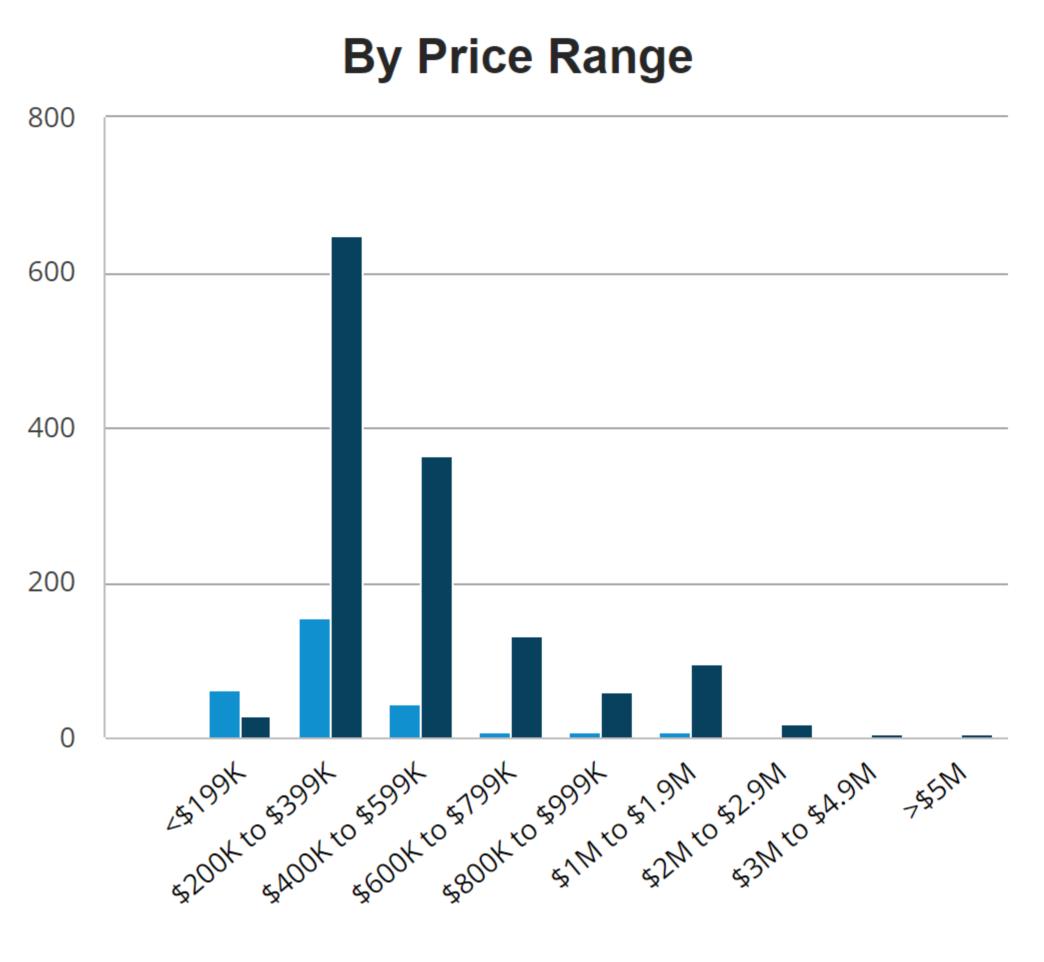
February 2025

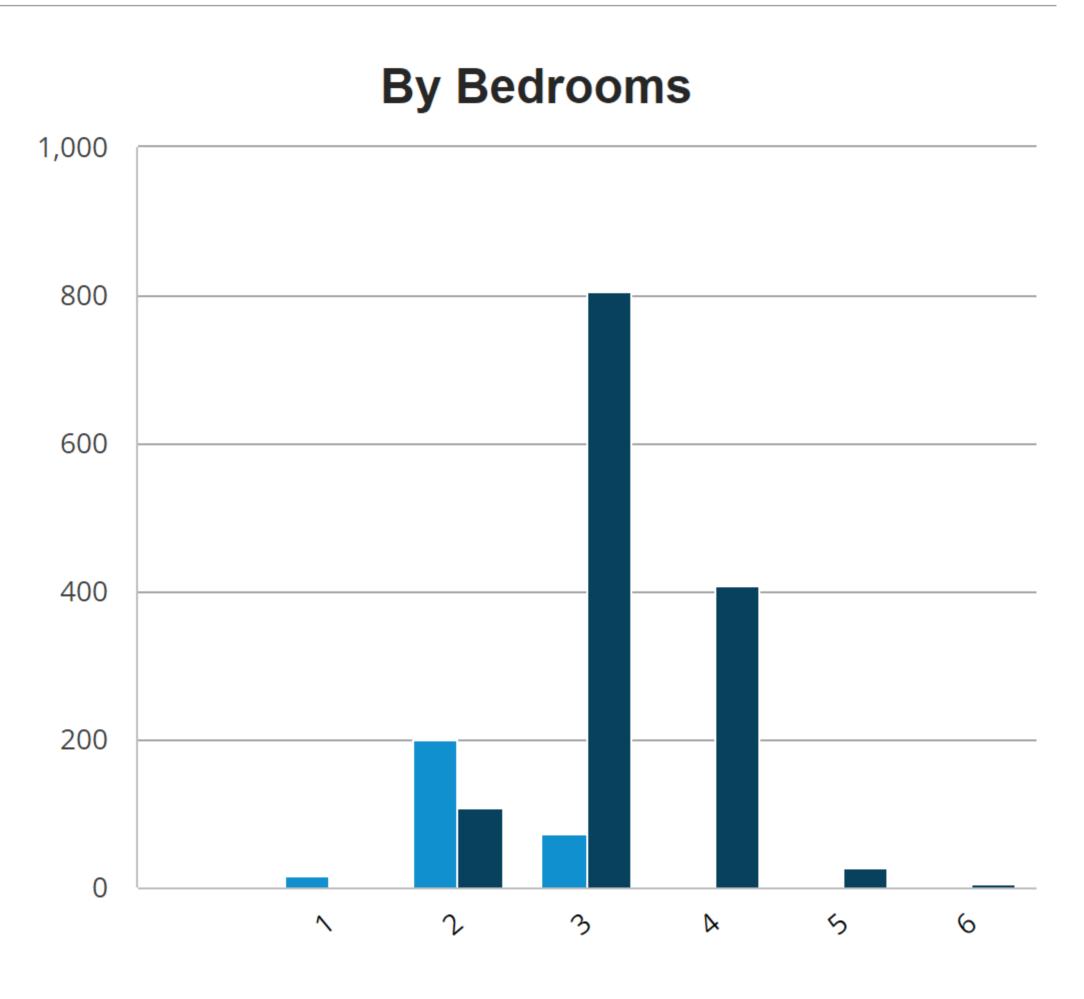
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	February 2025	Month o	ver Month Change	Year o	over Year Change	Year	to Date Change
SFH	1,358	☆	33.9%	☆	7.4%	☆	2.9%
CONDO	289	^	50.5%	^	0.7%	×	-12.1%









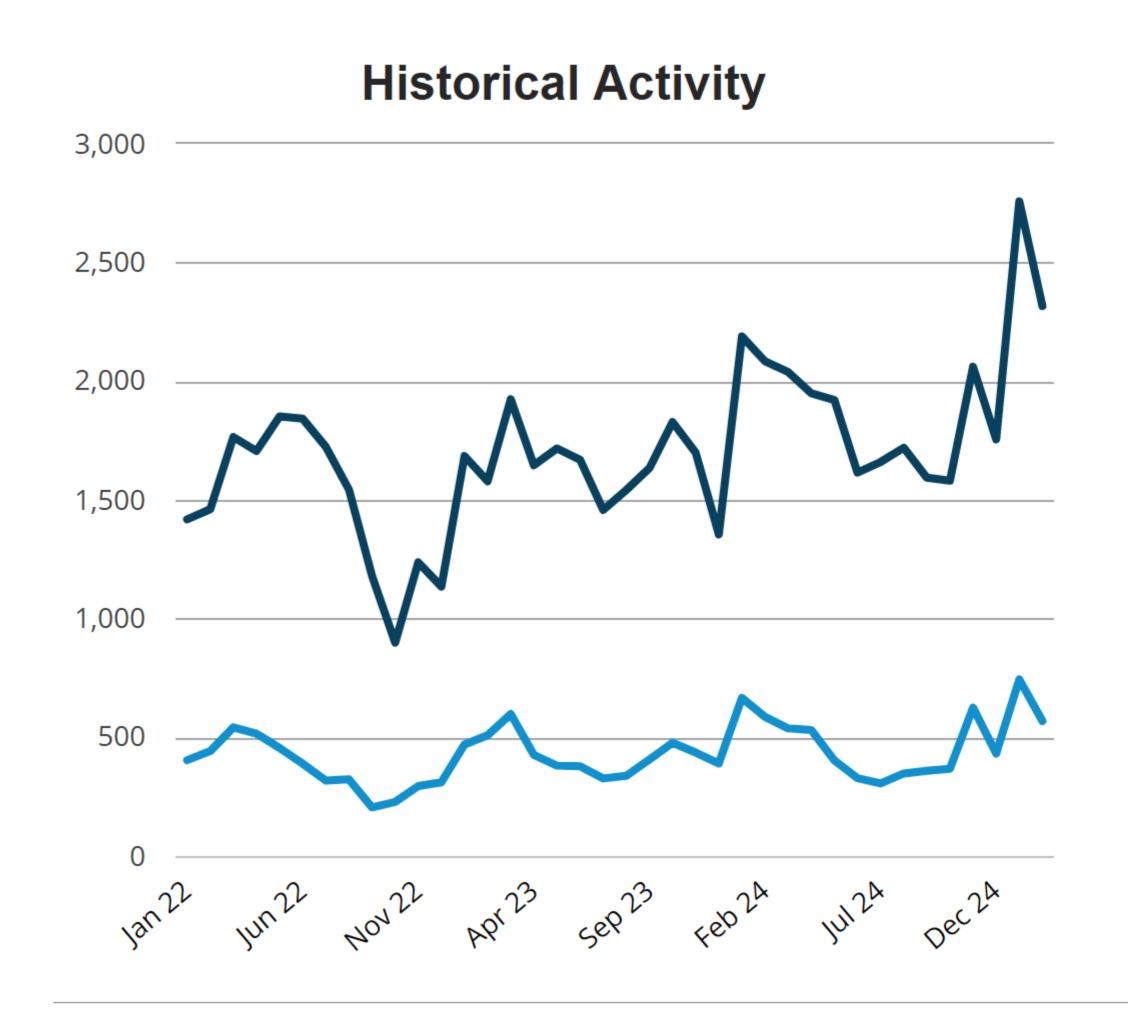
New Listings

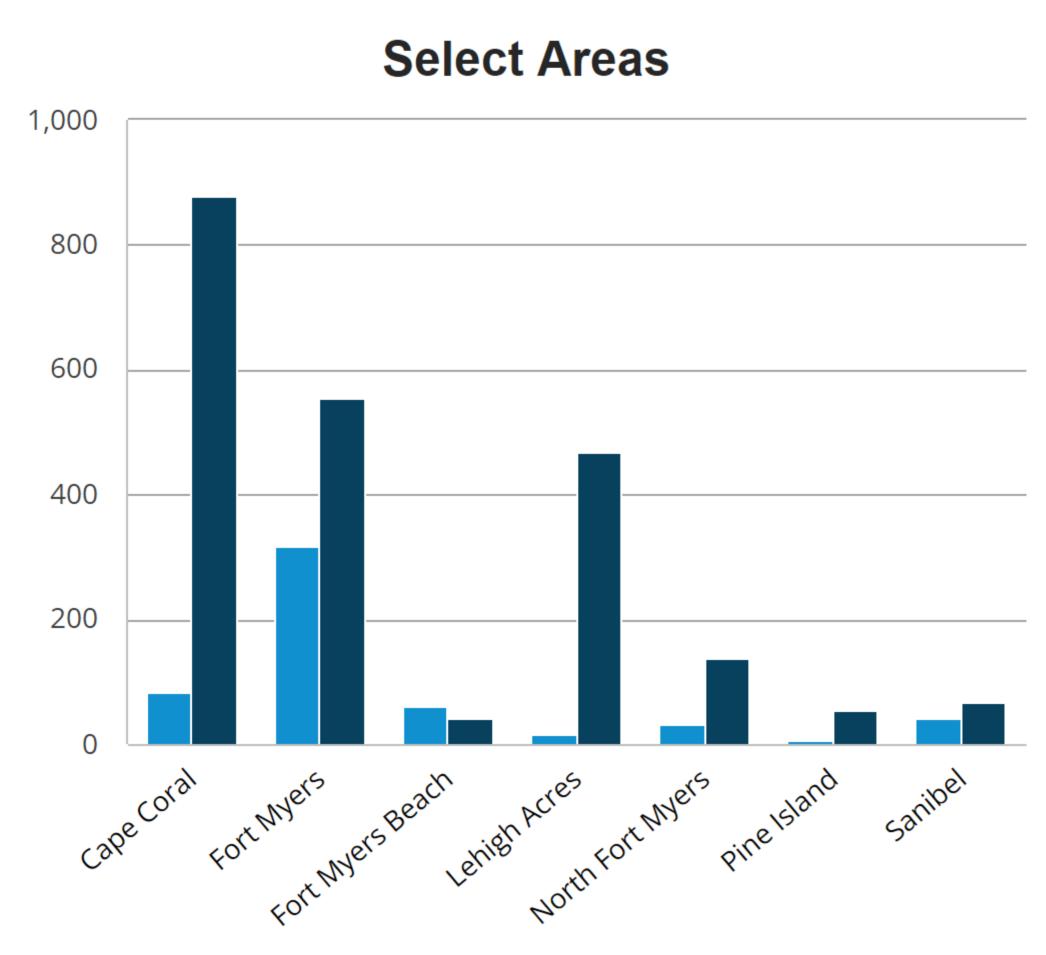
February 2025

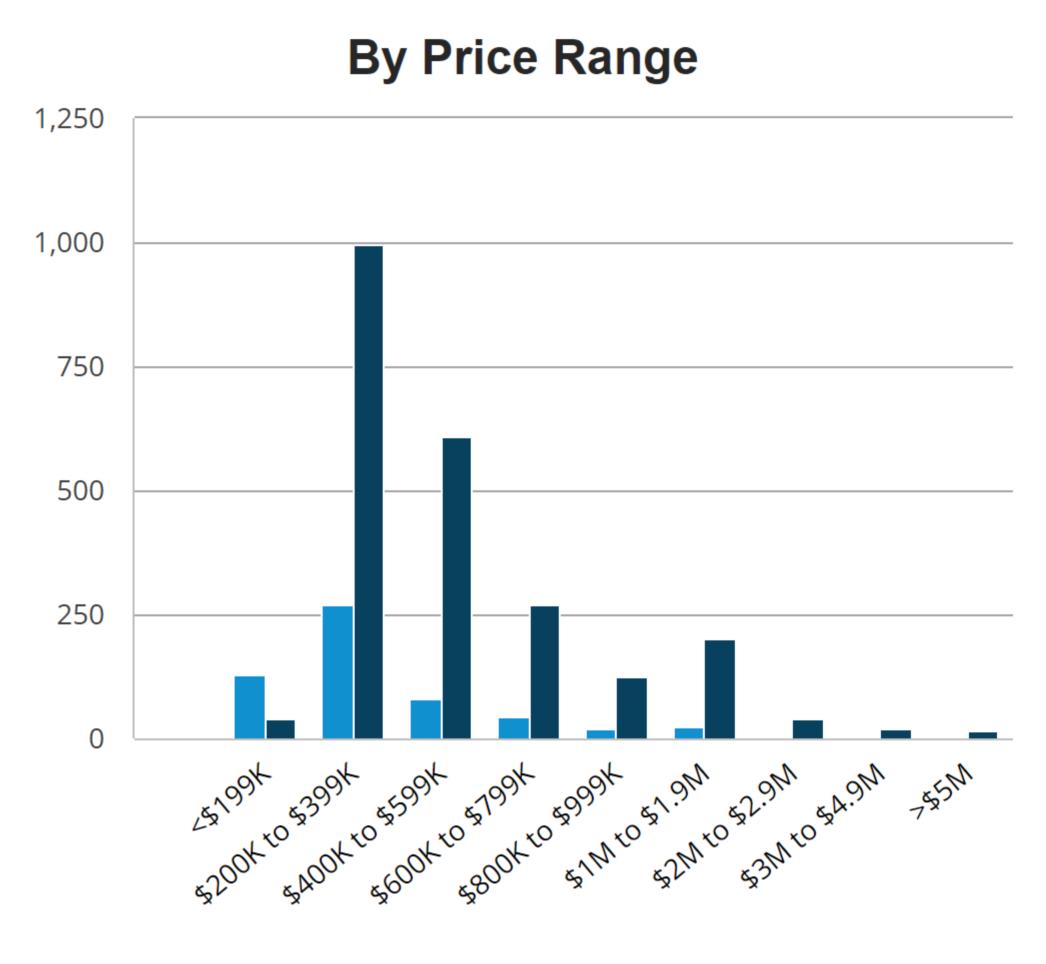


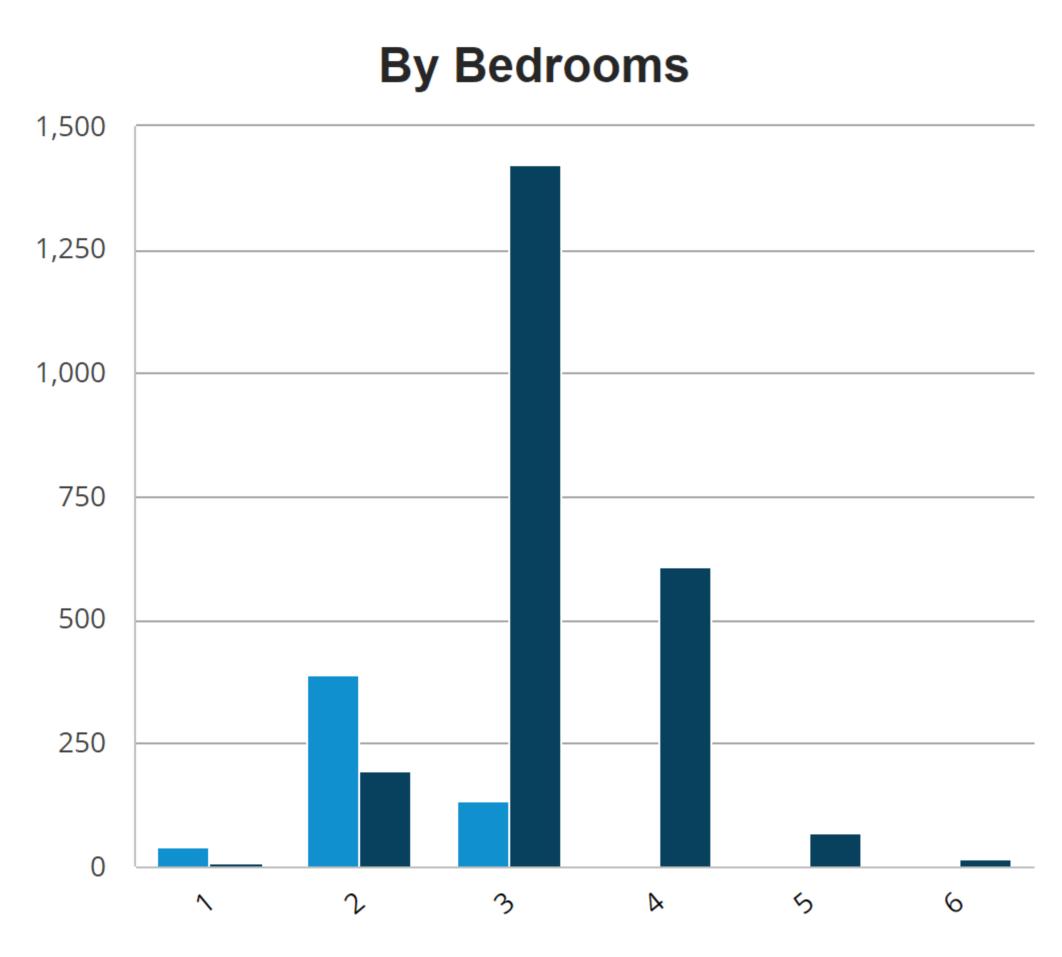
The number of properties listed regardless of current status.

	February 2025	Month over Month Change	Year over Year Change	Year to Date Change
SFH	2,317	> −16.0%	↑ 11.2%	↑ 18.8%
CONDO	569	> −23.5 %	> -2.9%	4.9%









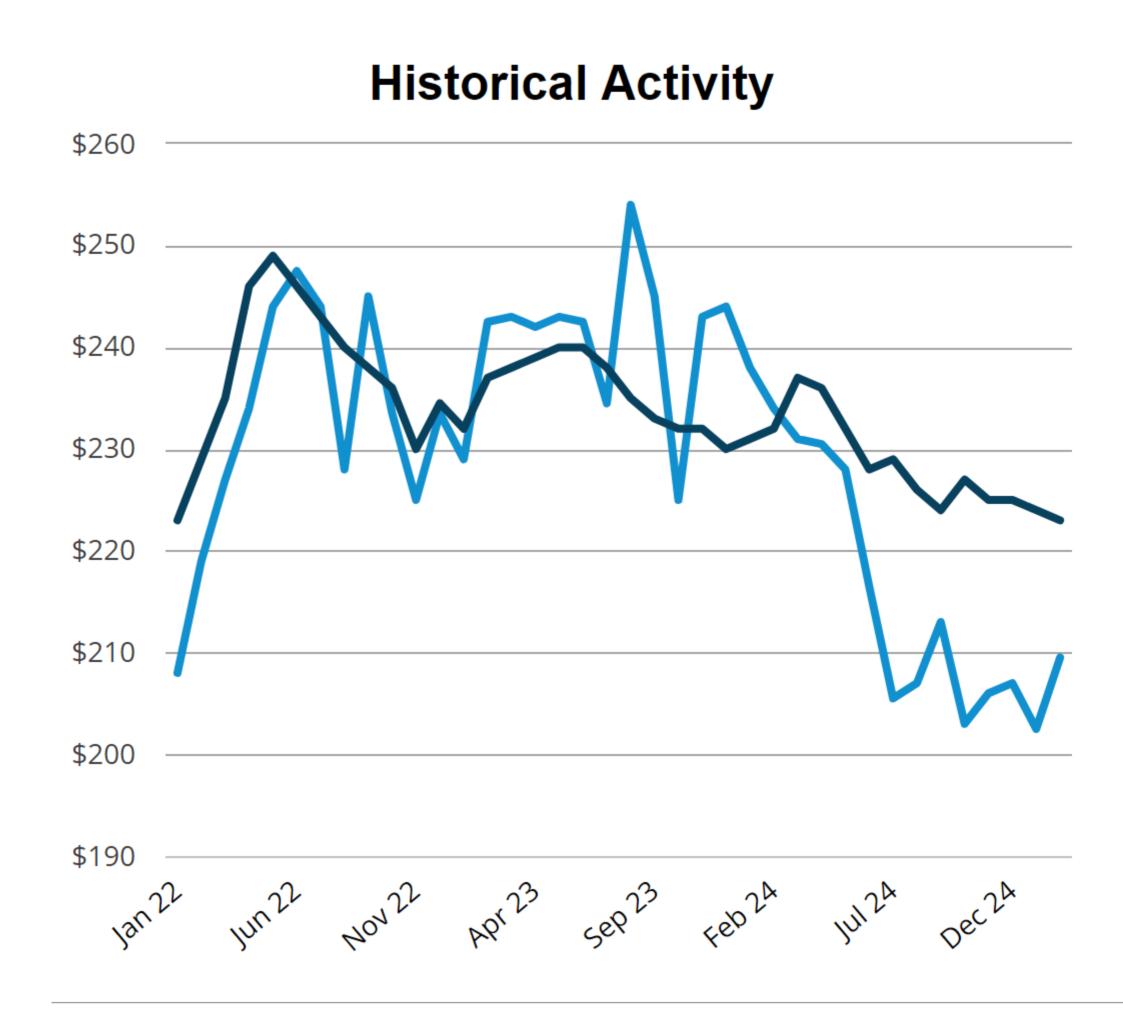
Price per Square Foot

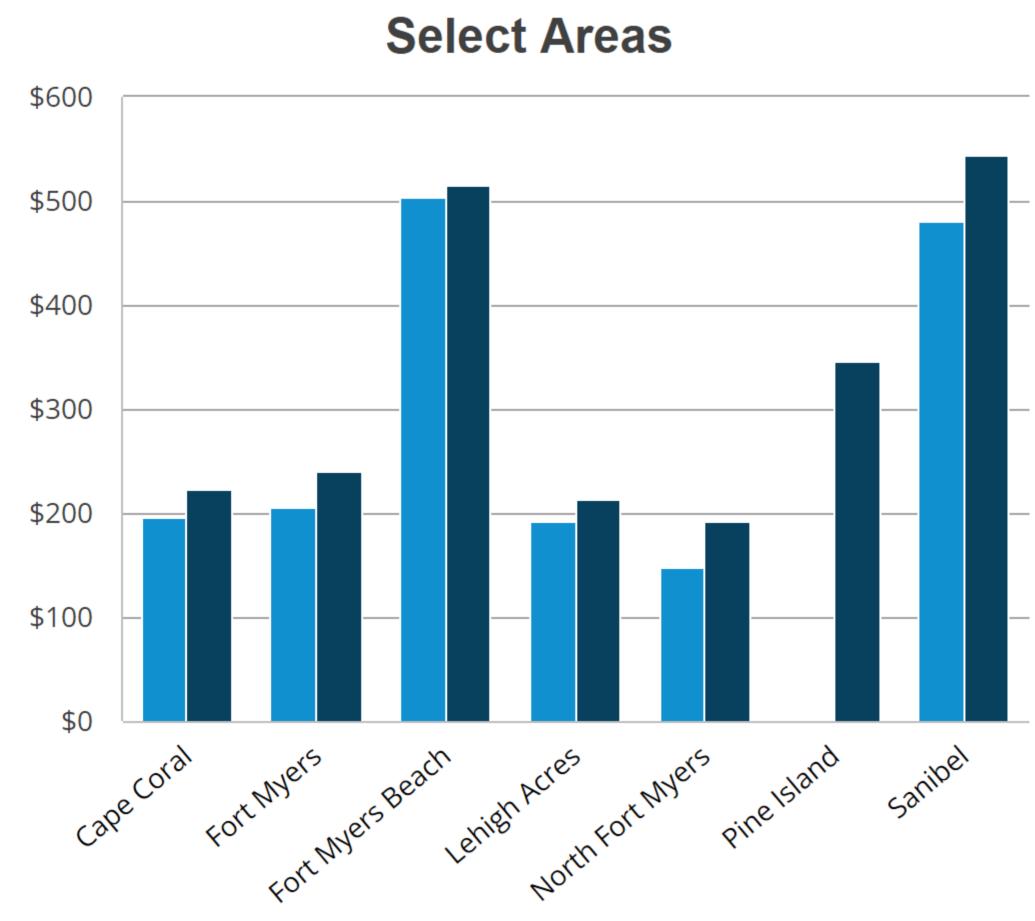


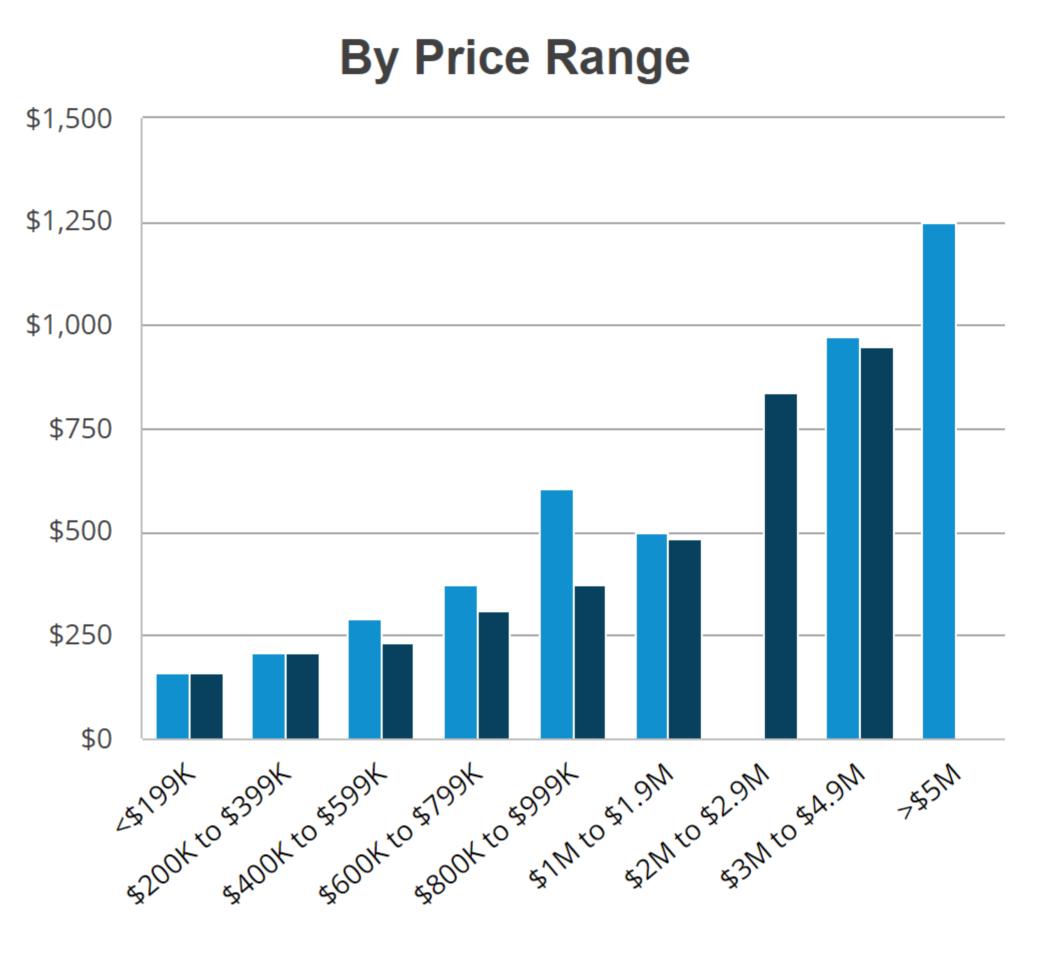
February 2025

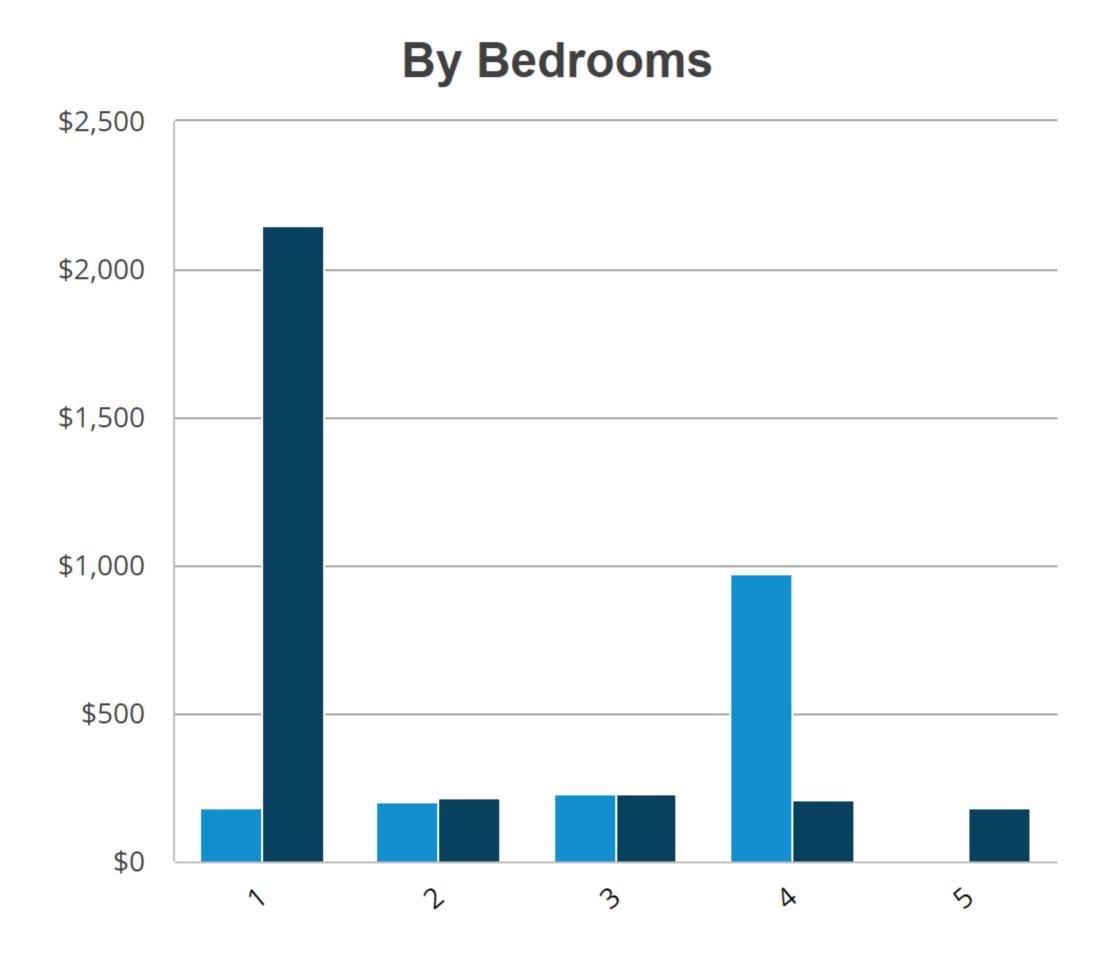
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	February 2025	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$223	⇒ -0.4%	> -3.9%	⇒ -3.7%
CONDO	\$210		> -10.5 %	> -12.7%









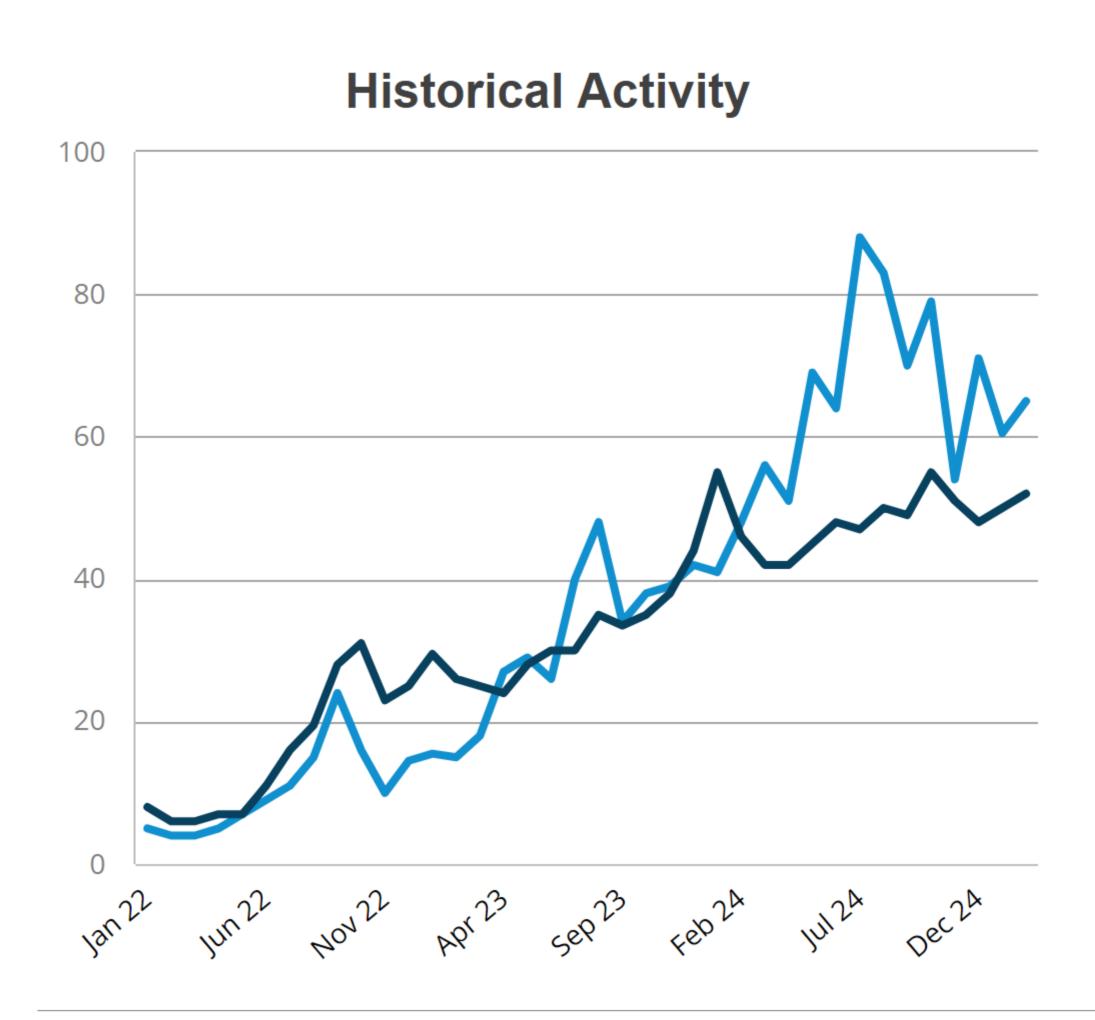
Days on Market

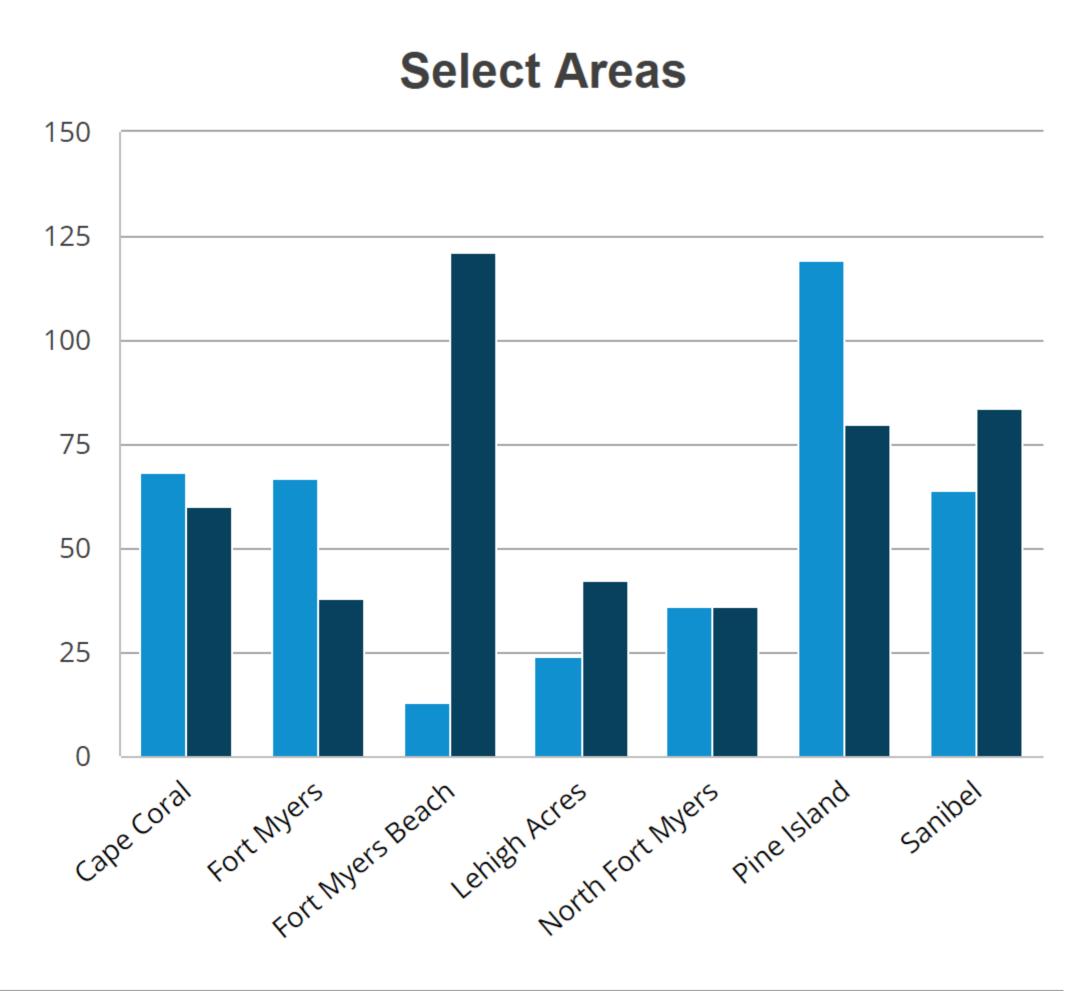


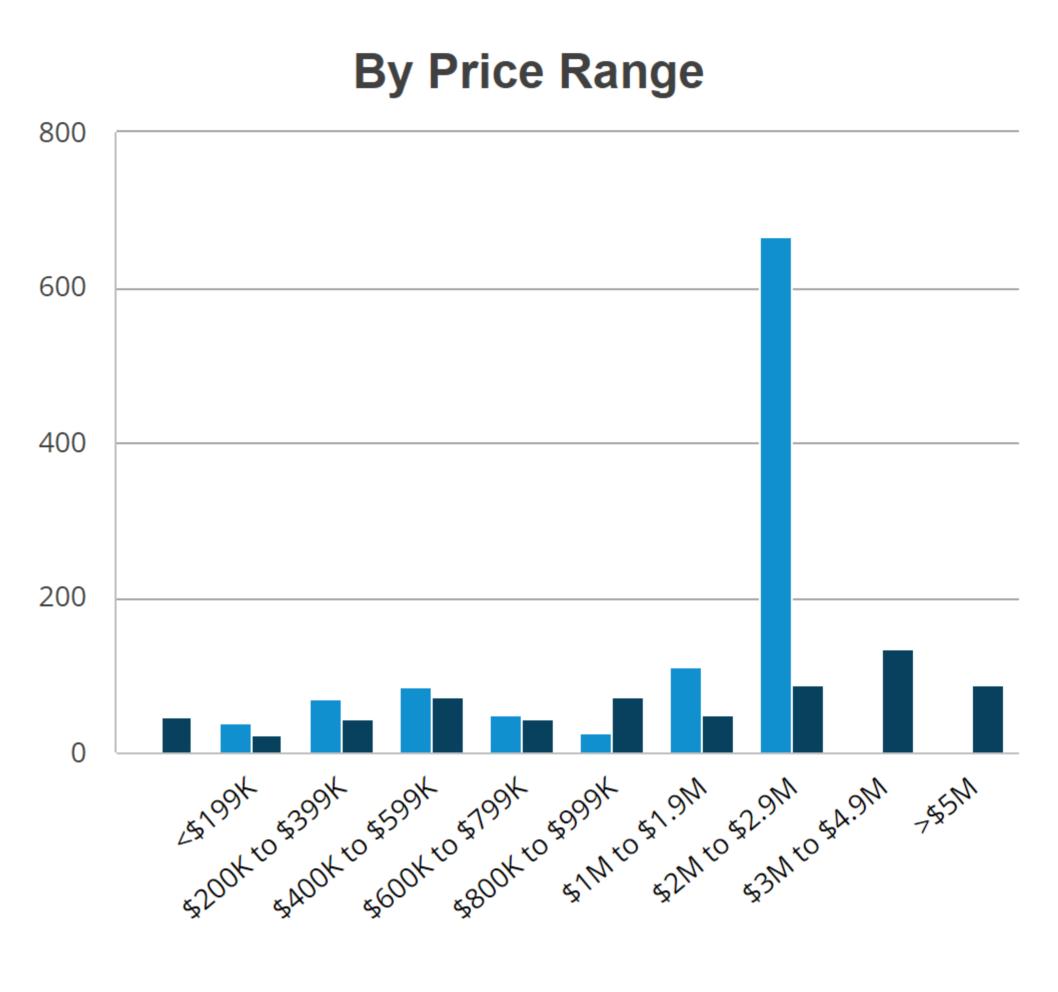


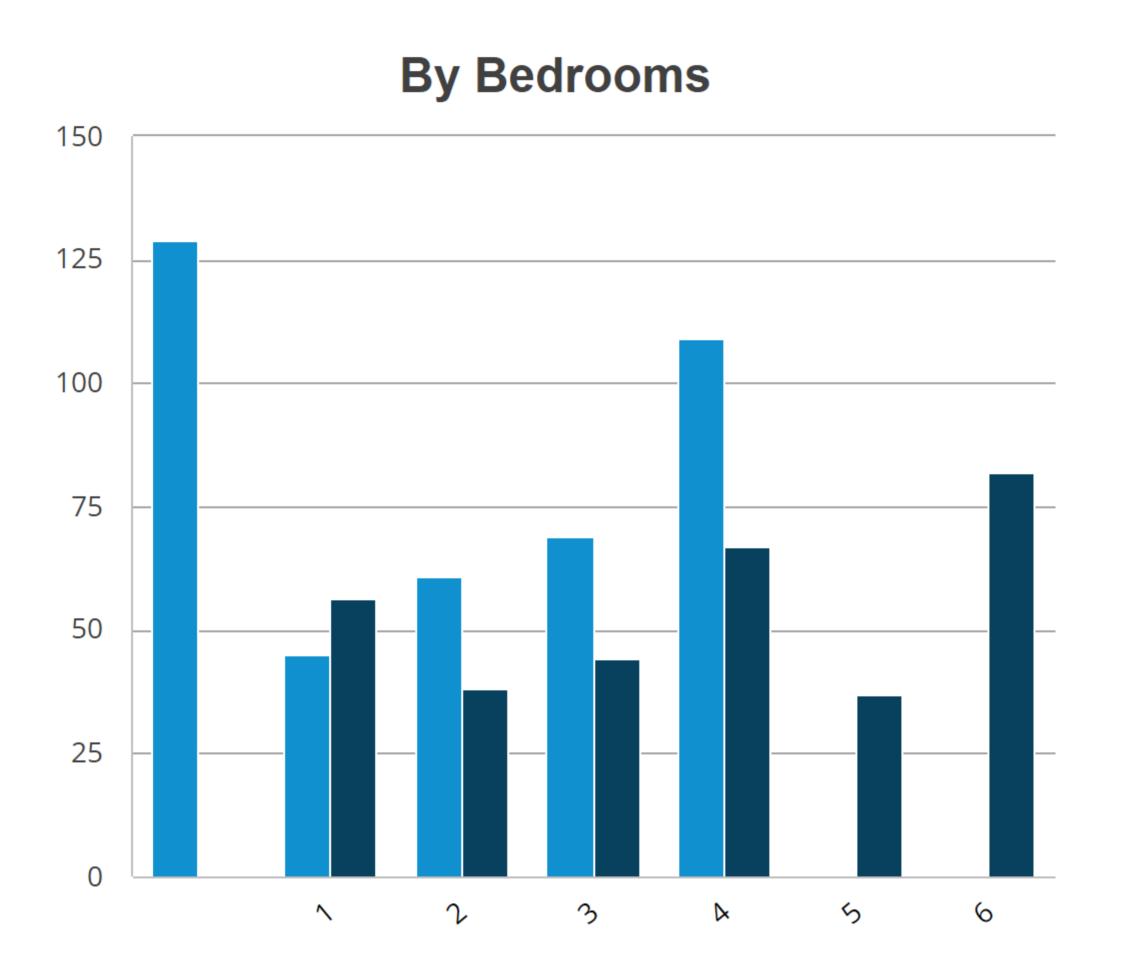
The median number of days between when a property is listed and the purchase contract date.

	February 2025	Month ove	er Month Change	Year o	over Year Change	Year	to Date Change
SFH	52		4.0%	☆	13.0%	>>	0.0%
CONDO	65	^	7.4%	^	35.4%	^	42.2%









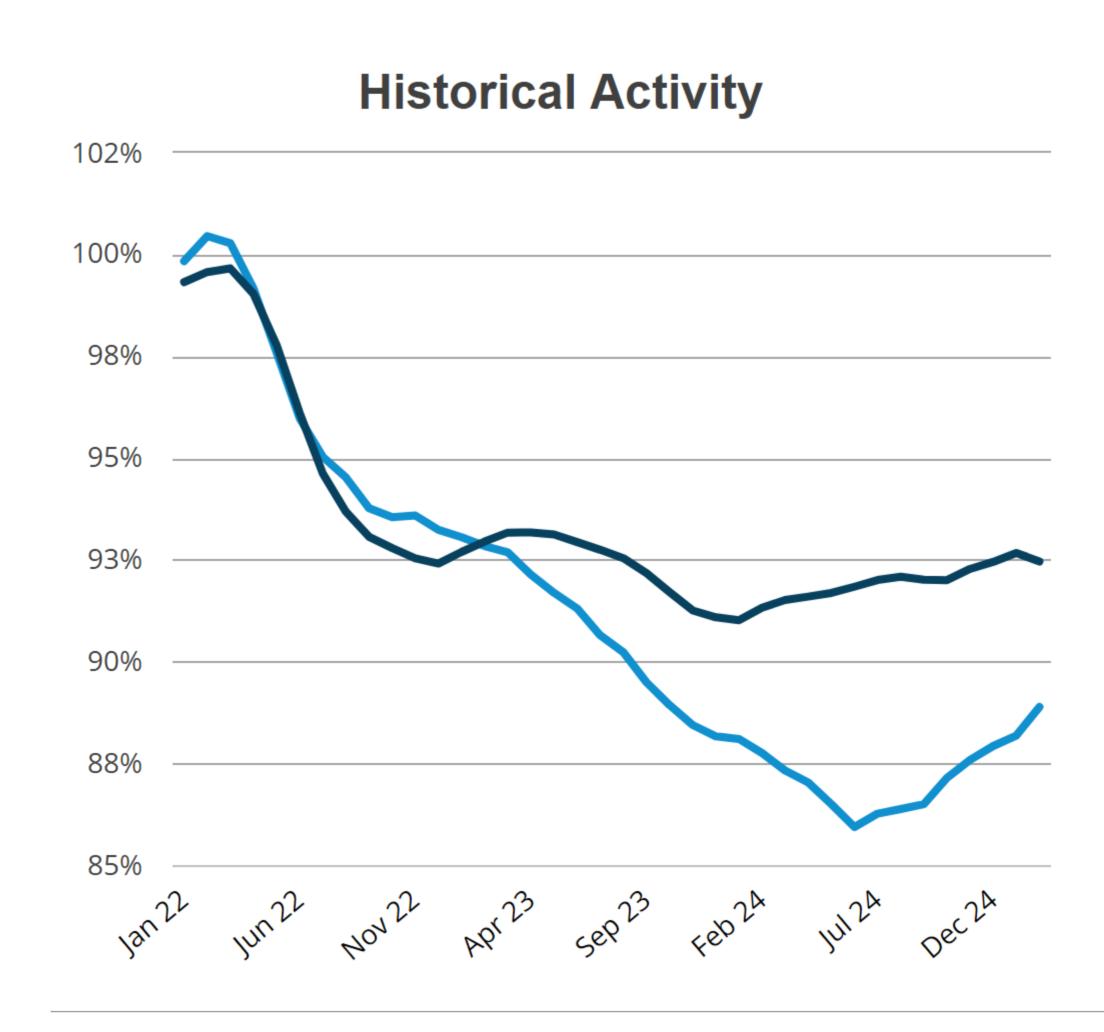
Percent of Original Price Received

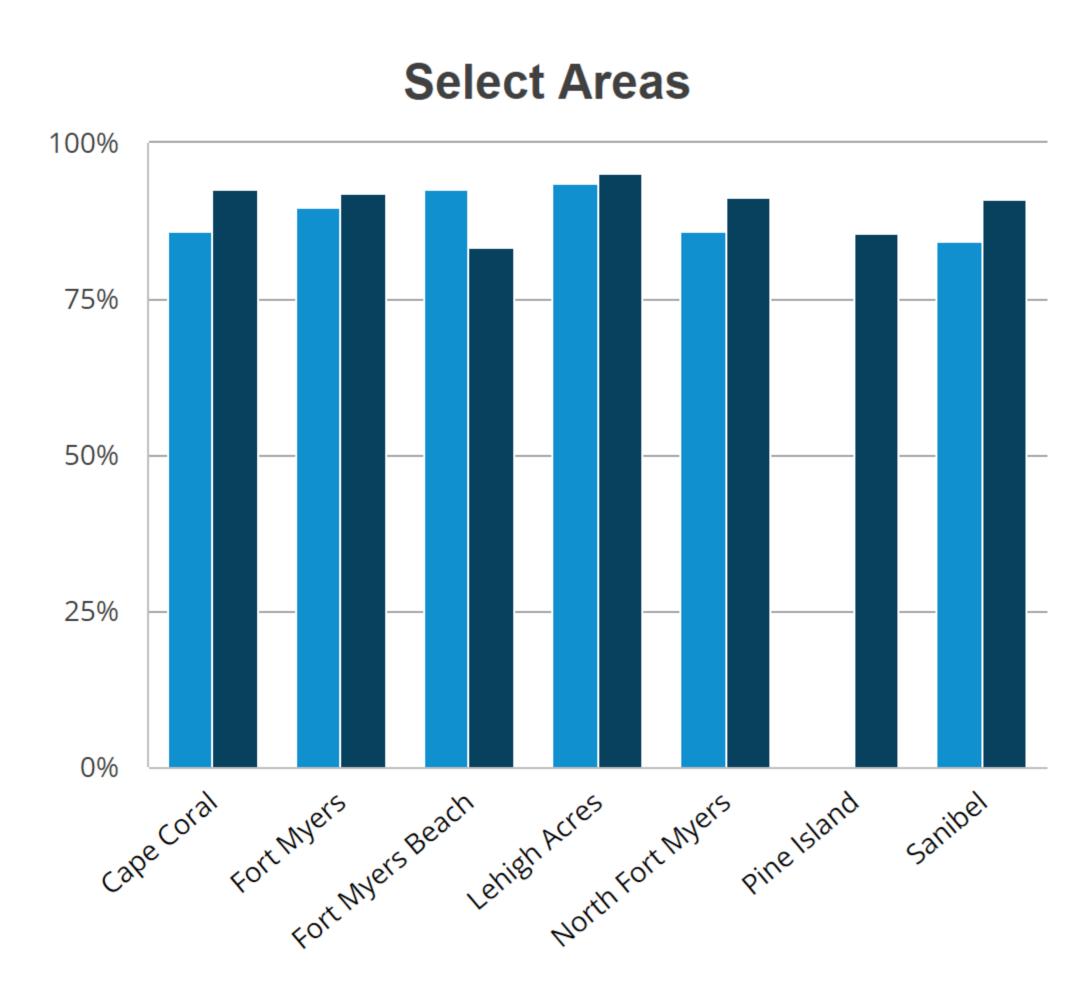


February 2025

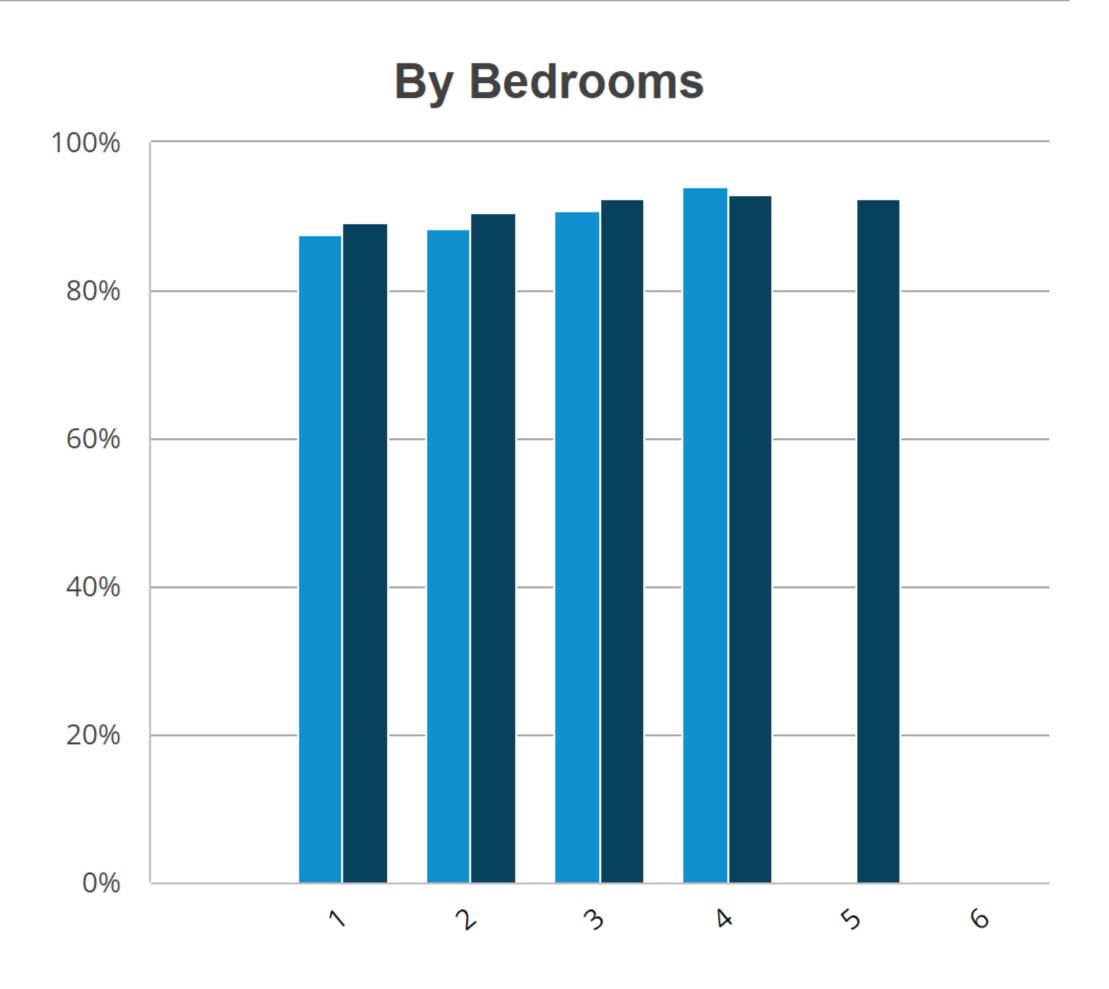
The average of the sales price divided by the original list price expressed as a percentage.

	February 2025	Month ov	er Month Change	Year o	ver Year Change	Year t	o Date Change
SFH	92.5%	×	-0.2%	☆	1.2%	☆	1.6%
CONDO	88.9%	^	0.8%	^	1.3%	^	0.6%









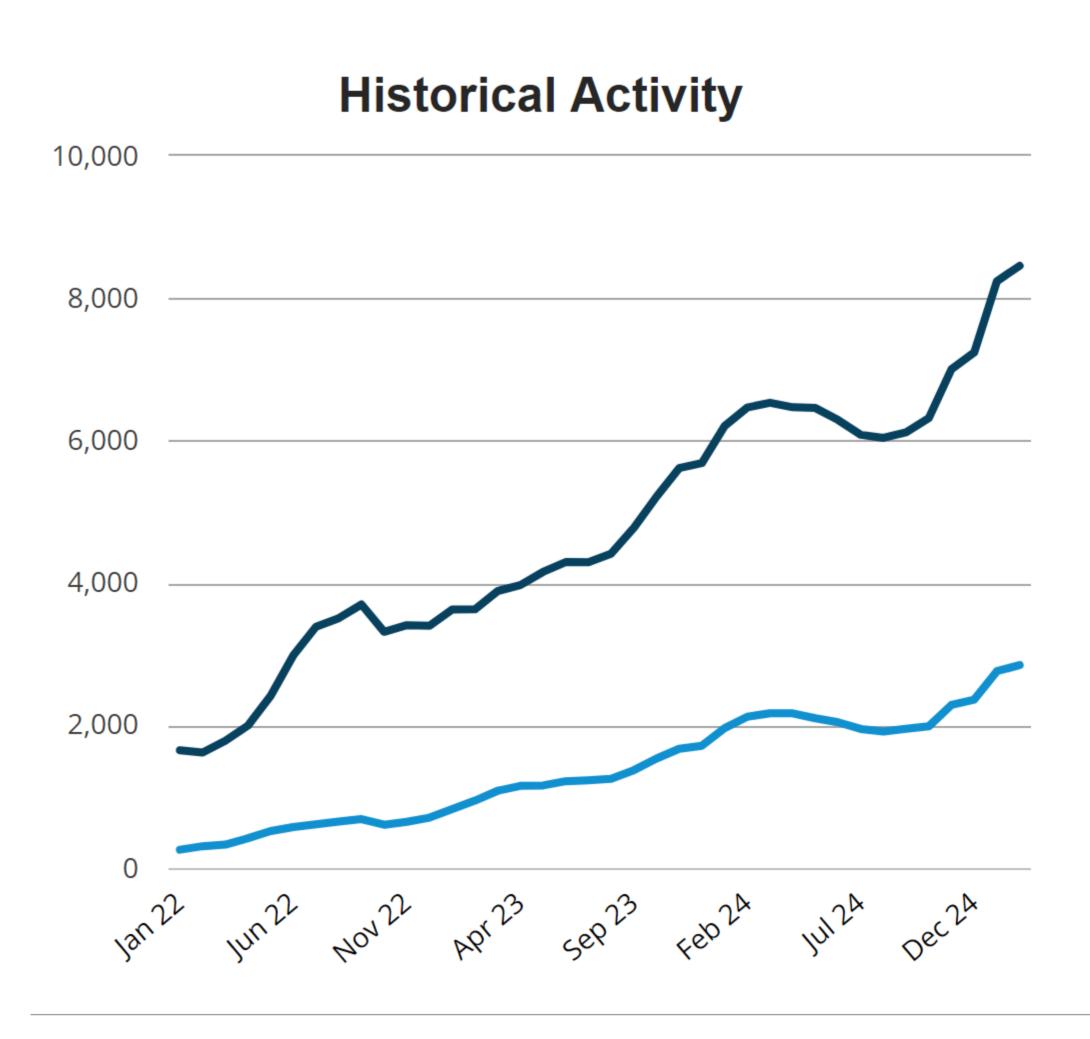
Active Inventory

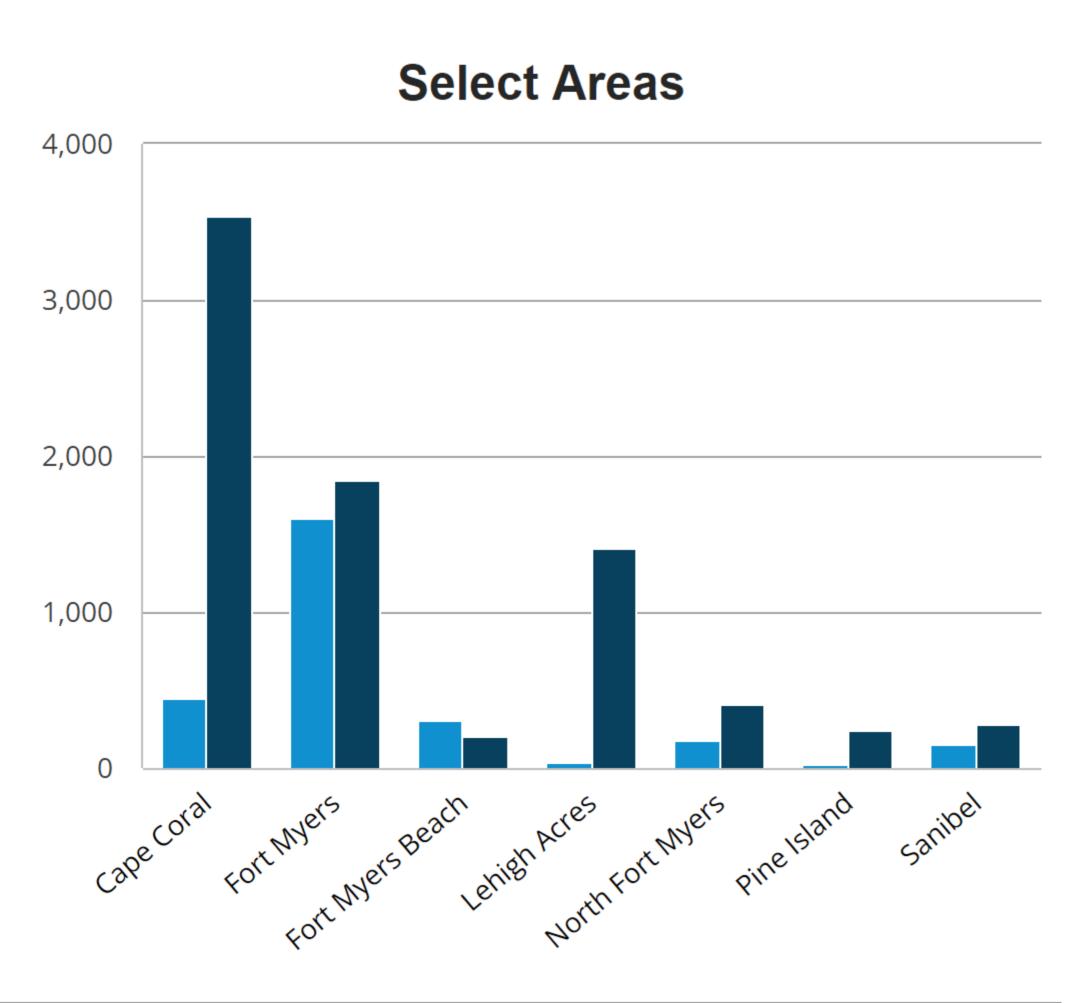


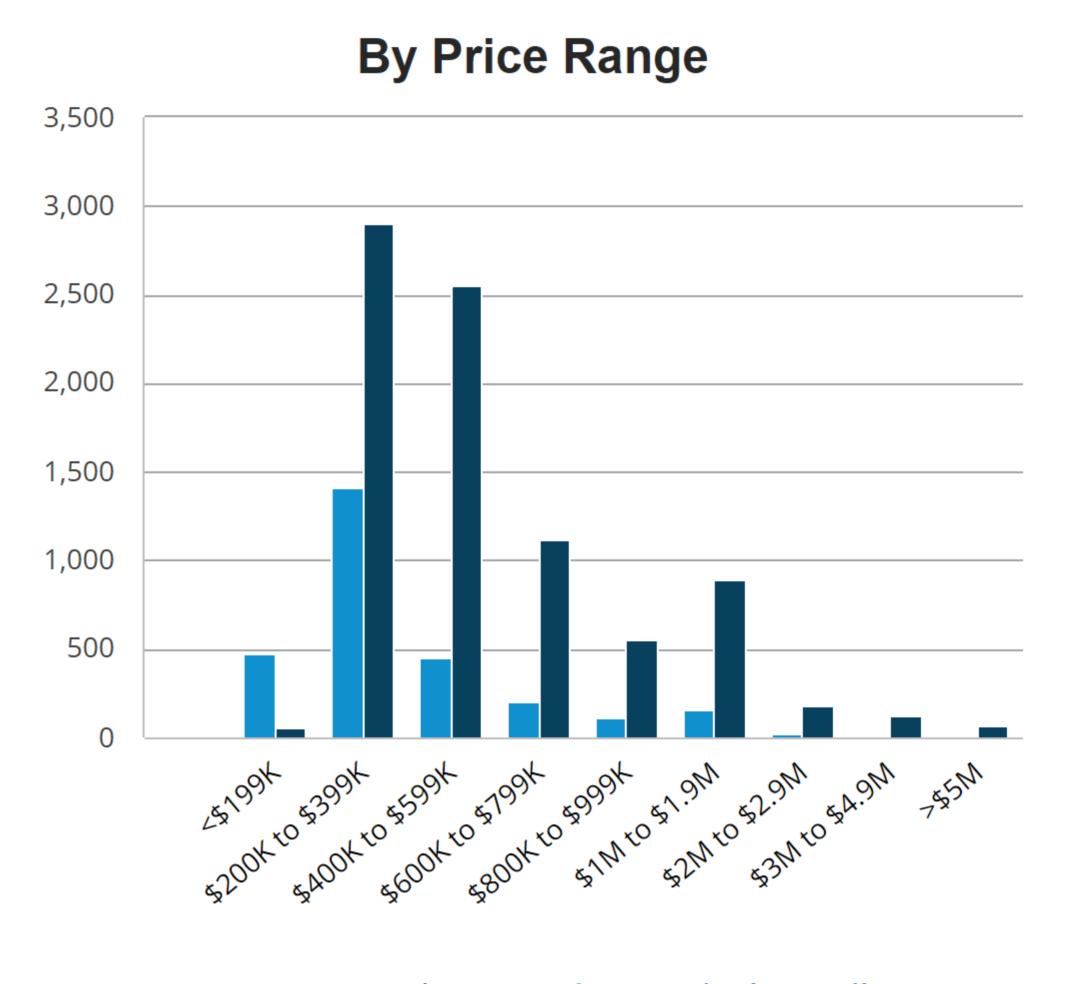
February 2025

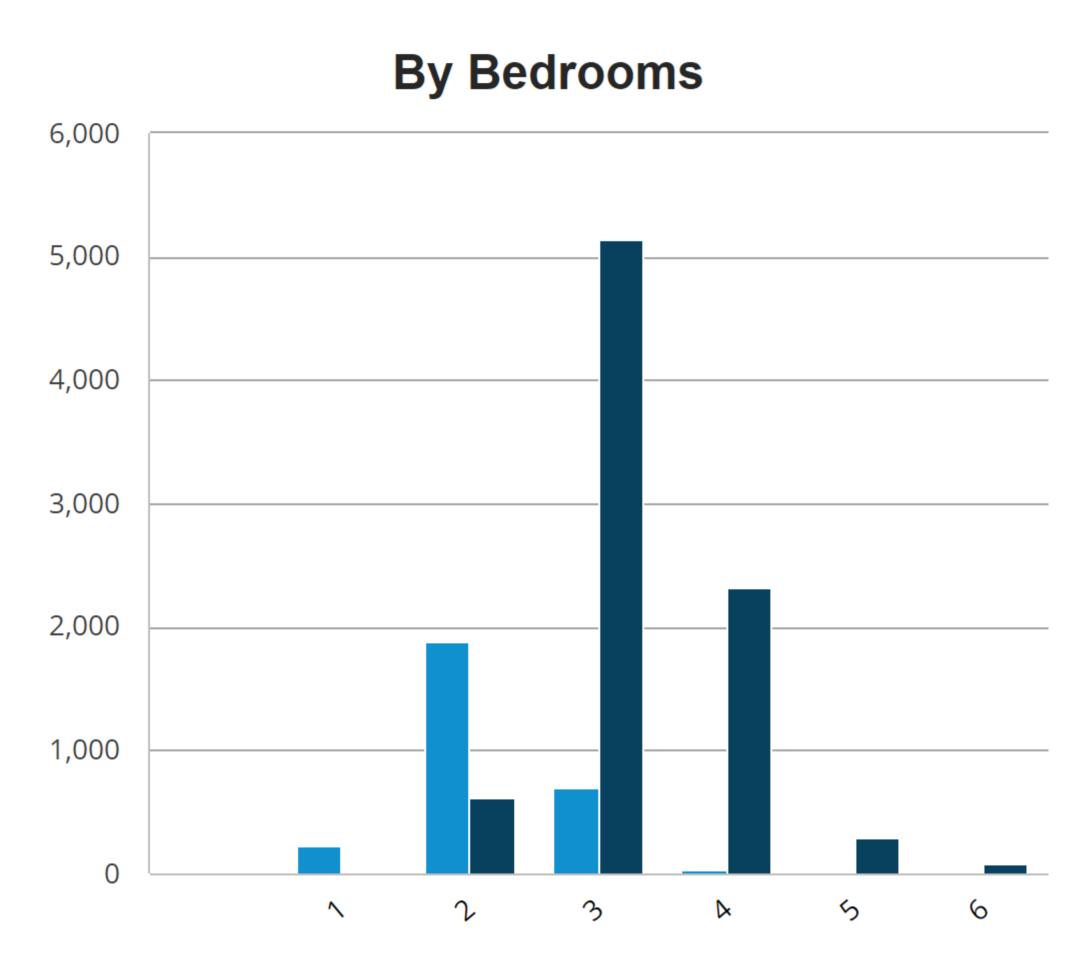
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	February 2025	Month ov	er Month Change	Year o	over Year Change	Year to Date Change
SFH	8,455		2.6%	☆	30.8%	
CONDO	2,850	^	3.1%	^	34.1%	









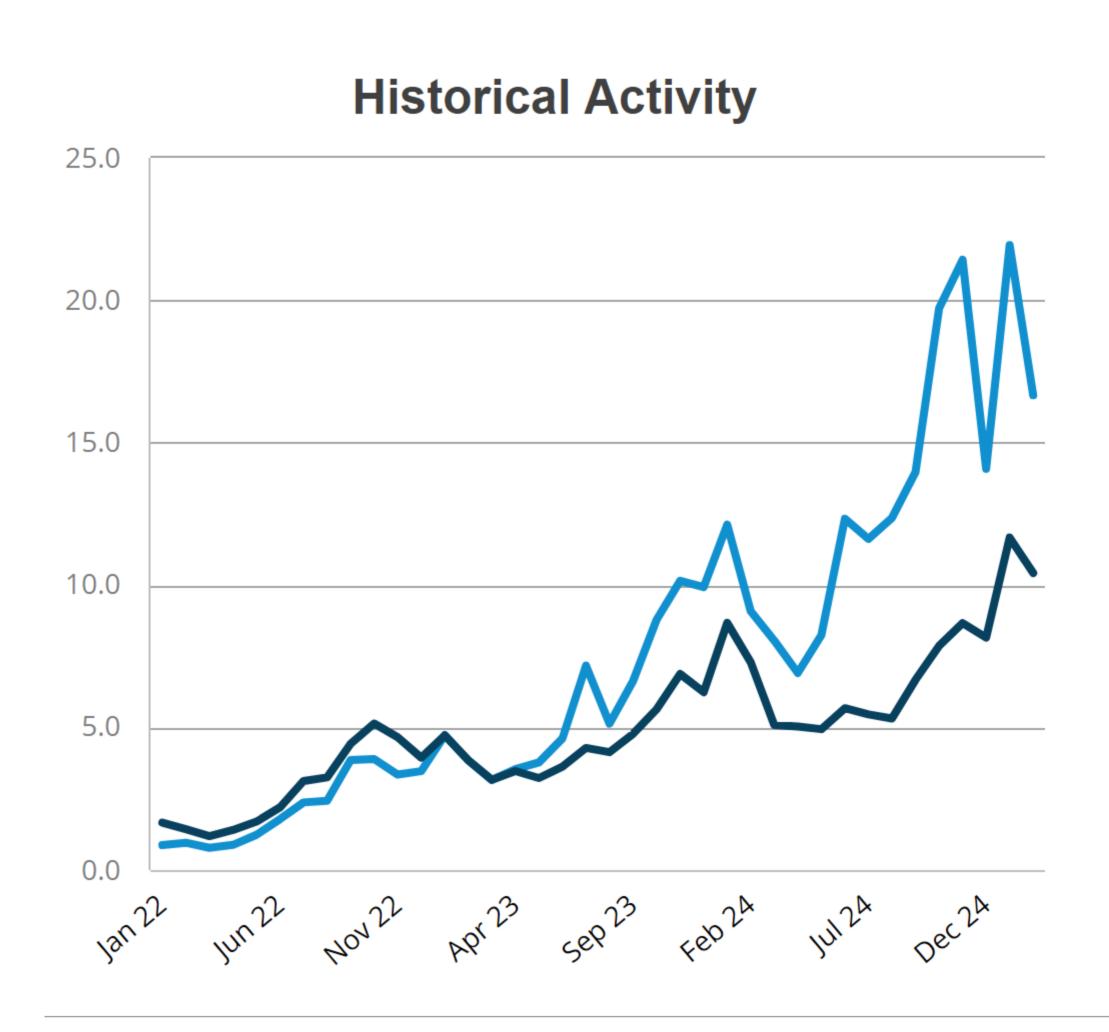
Months Supply of Inventory

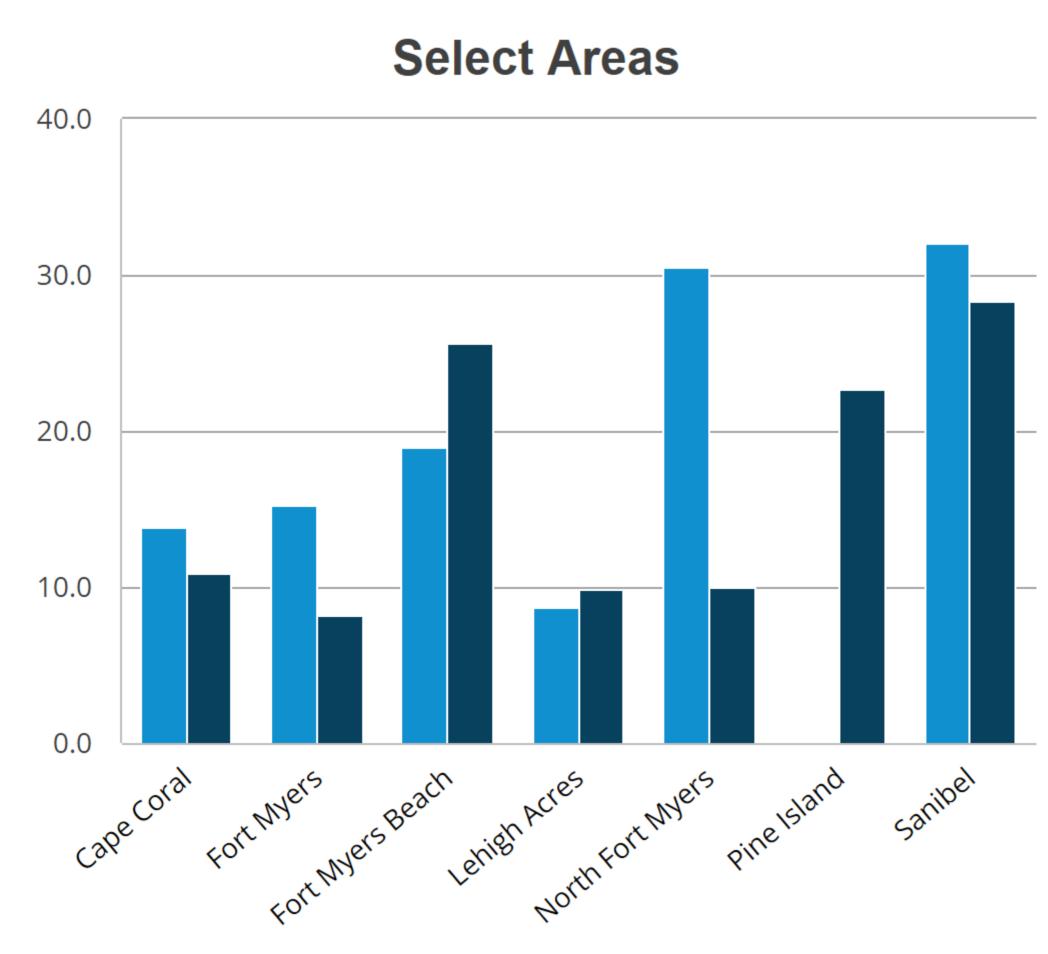


February 2025

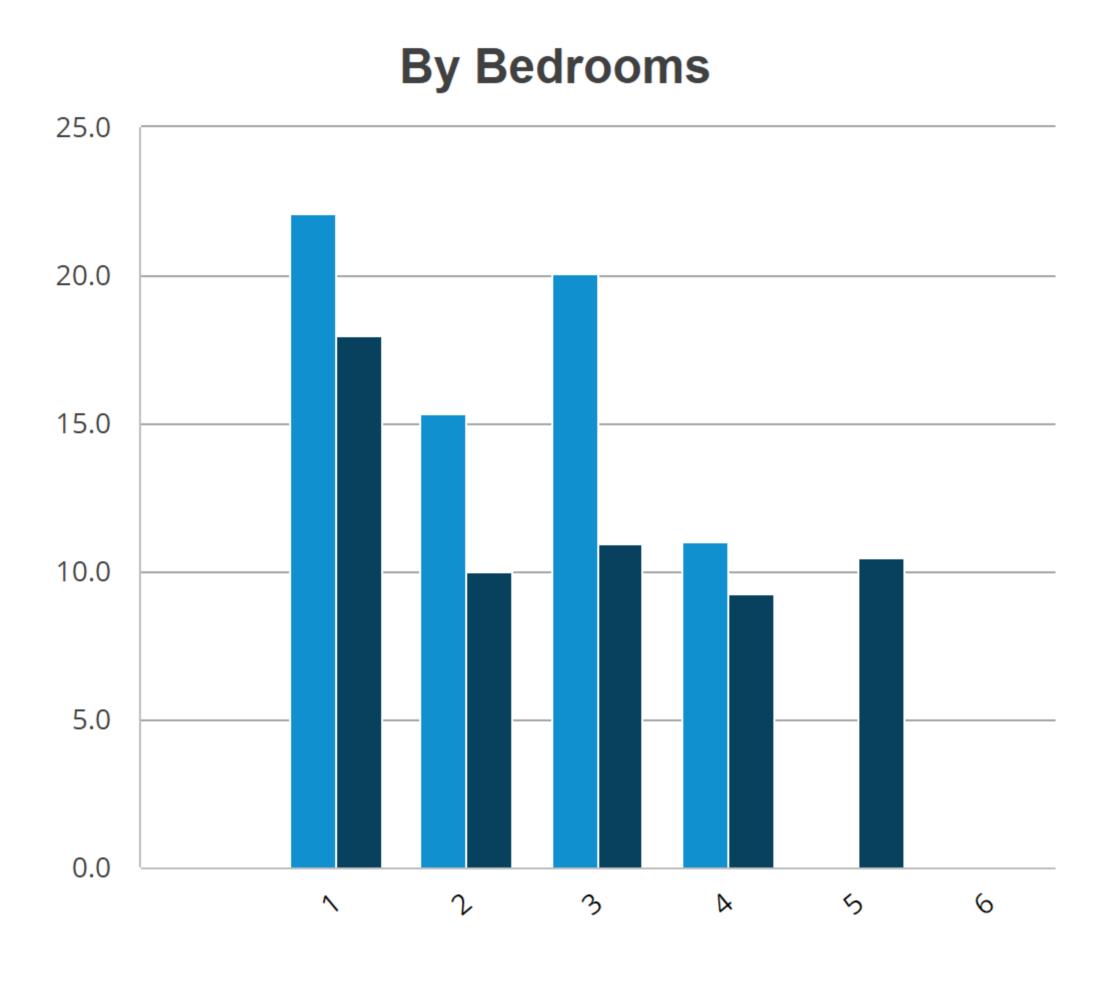
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	February 2025	Month over Month Change		Year over Year Change		Year to Date Change	
SFH	10.4	×	-10.7%	☆	43.0%		
CONDO	16.7	×	-24.0%	^	83.5%		









Median Sales Price



February 2025

Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	February 2025	Month over Month Change		Year over Year Change		Year to Date Change	
SFH	\$390,000	☆	5.4%	×	-2.5%	×	-4.6%
CONDO	\$275,000	^	4.8%	*	-9.8%	*	-11.6%

