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As always, if you or anyone you know is thinking of buying or selling a home or has real estate questions - I'm here to help!

Good Service Is A Choice!!! . . . RE/MAX' Realtor Judith does more between "FOR SALE" and "SOLD"!!

Backyard News

- Cape Coral reaches the \$300k mark for single family home prices in over a decade, although still off by nearly 21% from peak prices of 2006. Inventory is 3.6 months.
- Cape Coral new construction permits reached nearly 200 in April.
- Nearly 15-20% of total economy whether local or nationally hinges on the strength of new construction in a market.
- RE/MAX Realty Team proudly CLOSED MORE THAN 52% MORE CLOSINGS [at 187 closings] than next brokerages in line with closings of 89, 88, 85, 83.
- Cape Coral had over 530 closings for April 2018. The highest number of closings in a single month in over 7 years... roughly 12% are new construction.
- Cape permits issued were 191 for April 2018.... Strongest market for sales....
- Existing home sales is one of the most important gauges of a healthy market, Ft. Myers felt it's much anticipated first annual peak, with over 400 single family home sales.
- Fort Myers in a neutral market, as inventory levels continue to drop between 4-6% monthly, Ft Myers should enter into a full-swing "sellers" market before the end of Q2.
- Fort Myers had its highest single month since 2006 with 4% activity being new construction. Average list +6% from 2017 average. Average List to sale ratio 96%
- Fort Myers has seen a 7% increase in new construction from 2017
- Bonita Springs market-share equals 12% of County's activity
- Bonita Springs Inventory is 801 properties at 5.3months inventory.... A 12% increase from March

NEWS [OUR Fort Myers office is open for business](#)

"Industry News"

Freddie Mac to roll out Home One Mortgage (July 29th, pending lender roll out) a new conventional 3% down payment option for qualified first-time homebuyers. Home One mortgage serves borrowers without geographic or income restrictions and will help overcome the common down payment resource hurdle. The program is only for conforming fixed-rate mortgages secured by a one unit primary

• A possible amendment to the Truth in Lending Act would allow seller financing transactions that an individual can participate in without having to register as a mortgage loan originator to five. Currently, the limit is three within a 12-month period. Qualifying sellers include persons as well as entities, such as corporations, partnerships, proprietorships, associations, cooperatives, estates, and trusts and must contain safeguards such as: the loan cannot have a negative amortization, prohibits high cost loans, and requires interest rates to be fixed for five years.

