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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

Year-End 2018 Stats +

**RE/MAX Realty Team again surpassed all other Lee County brokerages' performance
For the year 2018 by over 51% , Ninth Year in a Row!**

[see stats below]

Cape Coral:

- Cape Coral single-family sales totaled 321 a minimal dip from the previous month of 9. Overall for 2018, Cape Coral had a yearly gain of 10% in total single-family home sales.
- Lee County closed over 13,279 single family homes in 2018, of those, Cape Coral made up nearly 40%.
- Cape Coral home prices have hit a lull, 2.2% appreciation for 2018. December's average home sale price was \$281,000, while inventory levels support a buyer's market, the average list to sale ratio is a steady 97%.

Fort Myers:

- Inventory levels rose by 3% respectively in FM, bringing the total active homes to 1,677 with an average list price of \$497,000.
- Another positive end to a solid area, FM sales contribute to 28% of all Lee County single family home transactions, making it the second largest.
- \$331,000 is the average home (sale) price in FM, a yearly gain in appreciation of 5%, the highest of all three markets.

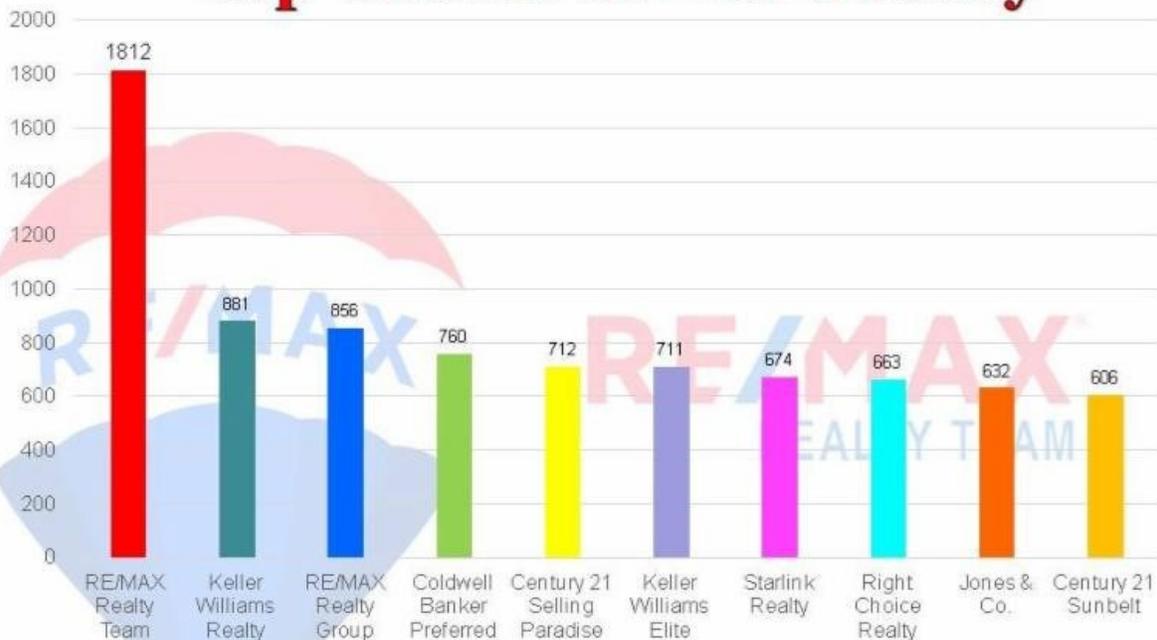
Industry News:

- Effective for all loans with a Note date on or after December 21, 2018, Lenders will temporarily suspend the requirement for tax transcripts except for the following programs: Conventional Jumbo, Non-QM and Second Liens which must adhere to program guidelines.
- Under Congressional and industry pressure, FEMA has reversed its position on the impact of the shutdown on the National Flood Insurance Program. FEMA announced that NFIP insurers may resume the sale, renewal and monetary endorsements for flood insurance policies. FEMA added that the change is retroactive to December 21st and has been extended until May 31, 2019

January 2019 Office Meeting

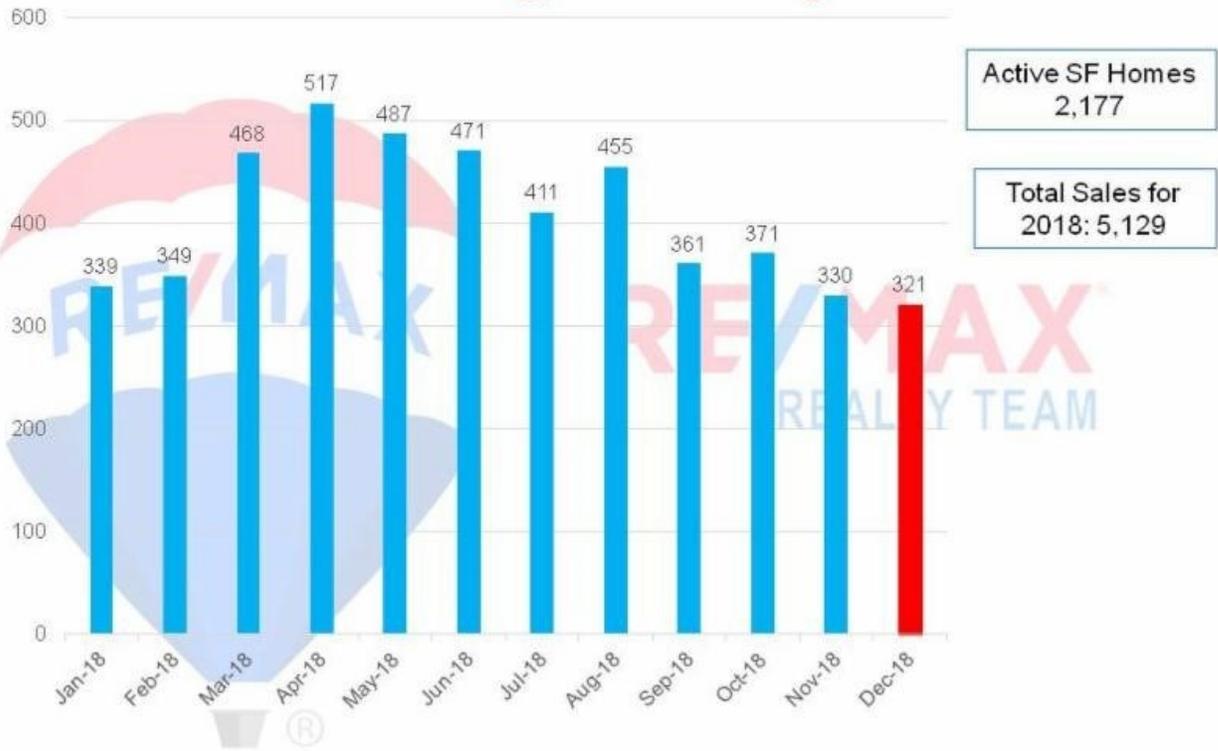


2018 Top Offices in Lee County



**RE/MAX Realty Team #1 Office in Lee County
Every Month for 9 Straight Years!**

2018 Cape Coral Closed Single Family Homes



Cape Coral Annual Average Home Prices



Cape Coral Home Statistics 2018

Home Prices at Bottom of Market (Dec. 2010): \$120,000

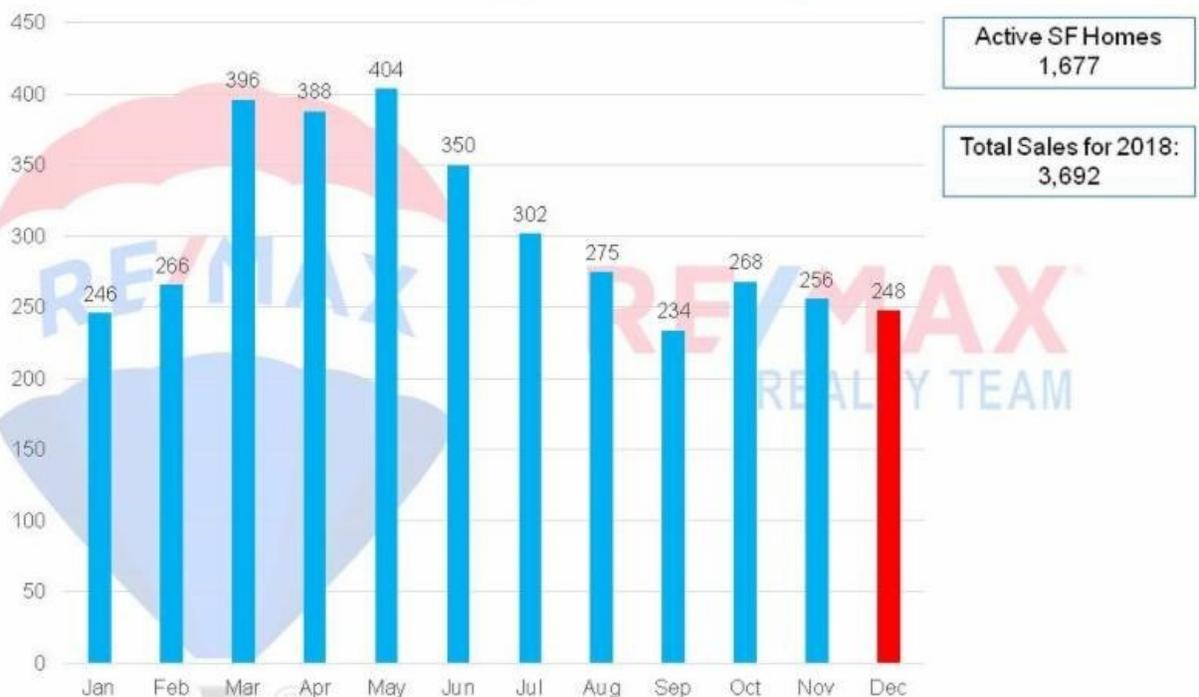
Home Prices Now: \$281,000

Percentage Increase: +134%

Home Prices at Last Peak: \$378,000 (Jan. 2006)

How Far From Last Peak: \$97,000

2018 Fort Myers Closed Single Family Homes



Fort Myers Annual Average Home Prices



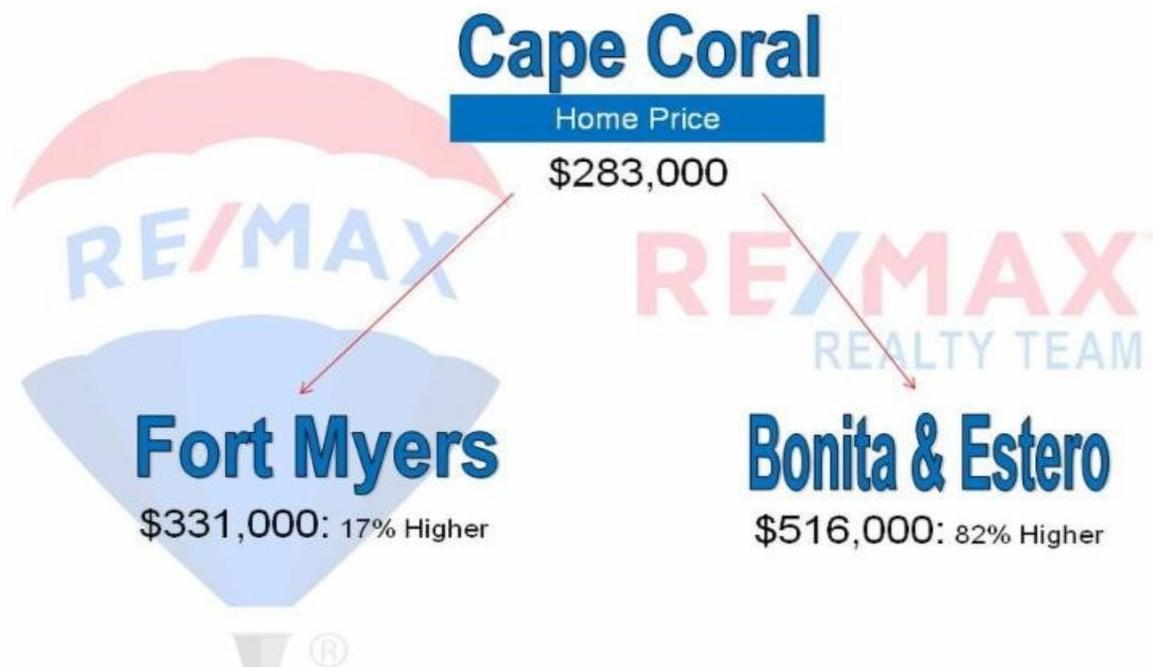
2018 Bonita/Estero Closed Single Family Homes



Bonita Estero Annual Average Home Prices



Home Price Comparisons 2018



Gulf Access Homes Comparisons 2018



Non-Gulf Access Home Comparisons 2018



**As always, if you or anyone you know needs real estate questions answered or assistance,
feel free to have them reach out to me by phone/text/email**

With all good wishes,

Realtor Judith Ann New, GRI, ABR, CDPE, CIAS, IRES, AHWD, ACCRS, RSPS

RE/MAX 100% CLUB

RE/MAX Executive Award

Graduate Realtor Institute

Accredited Buyers Representative

Certified Distressed Property Expert

Certified Investor Agent Specialist

International Real Estate Specialist

At Home With Diversity

Accredited Cape Coral Residential Specialist

Resort & Second Home Property Specialist



#1 Brokerage in Residential Sales in Lee County MLS.... Consecutive monthly 9th year in a row!

#1 RE/MAX office in ALL FLORIDA 2015 and 2016...

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