

**HOME TO
HARDWORKING
AGENTS**



Backyard News for August 2018 with **JULY Stats**"

Brought to you by Realtor Judith Ann New... Doing More between "For Sale" and "Sold"!!
A Proud accomplishment: Out of 86,000 national brokerages, RE/MAX Realty Team placed 774th!!

"Backyard News"



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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 - please contact me. I'm here to help!

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

Backyard News for August 2018 with **JULY Stats**"

"Backyard News"

Cape Coral:

- Q3 is in full swing bringing with it a most expected decrease in sales for July. Cape Coral sales totaled 411 last month a drop from 474 in June.
- Another anticipated trend is the uptick in new inventory for this time of year, although 2018 has witnessed an unprecedented number of new active homes and inventory, levels crept up to those of a neutral market.
- Sales prices remain at sustainable levels with a rise of nearly 7%. July home prices were \$284,000 up from last year's \$266,000.
- Inventory has risen in the past year, and of the available listings 57% are priced over \$251,000. By comparison, entry levels home make up 39% of the supply.

Fort Myers:

- Fort Myers inventory fell again in July by 4%, the total number of homes in this market is 1440.
- Closings are up from a year ago but fell by nearly 14% in June to 302.
- Less inventory means higher percentage increase in values. The average single family home in the Ft. Myers market rose to \$364,000.
- In Fort Myers, entry levels homes make up 22% of the areas supply.

"Industry News"

- Another rate increase is highly probable as early as September, although rates are still historically low, a rise of 1% diminishes buying power by roughly \$30k. Wage growth has risen 2.6% (annualized), many potential buyers are waiting until earnings and home prices are better aligned.

- MLS Statistics for July 2018



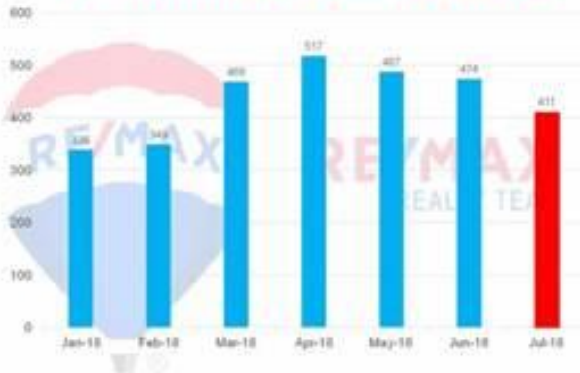
July 2018 Top Offices in Lee County



**RE/MAX Realty Team #1 Office in Lee County
Every Month for 8 Straight Years!**

NOTE: MORE than 2Xs the next single office's performances!!

Cape Coral Comparison of Closed Single Family Homes



Cape Coral Monthly Comparison

July 2017

Average List Price	\$274,000
Average Sale Price	\$266,000
Average List to Sale Ratio	98%
Inventory	3.5 Mo.

July 2018

Average List Price	\$292,000
Average Sale Price	\$284,000
Average List to Sale Ratio	97%
Inventory	4 Mo.

+6.7%

Fort Myers Comparison of Closed Single Family Homes



Fort Myers Monthly Comparison

July 2017

Average List Price	\$326,000
Average Sale Price	\$311,000
Average List to Sale Ratio	96%
Inventory	4.9 Mo.

July 2018

Average List Price	\$385,000
Average Sale Price	\$364,000
Average List to Sale Ratio	96%
Inventory	4.7 Mo.

+17%

Bonita/Estero June Closed Single Family Homes



Bonita & Estero Monthly Comparison

July 2017

Average List Price	\$450,000
Average Sale Price	\$425,000
Average List to Sale Ratio	95%
Inventory	6 Mo.

July 2018

Average List Price	\$568,000
Average Sale Price	\$542,000
Average List to Sale Ratio	96%
Inventory	7.1 Mo.

+27%



Is there a correlation?



With all good wishes,

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

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

RE/MAX 100% Club Award

Doing **More** From "FOR SALE" to "SOLD"

RE/MAX Executive Award

RE/MAX Realty Team

!! Acknowledged as one of the 1,000 largest residential real estate brokerage companies in the nation (out of 86,000) ... a noteworthy and commendable achievement".. by Swanepoel Mega 1000.

!! #1 Office in Lee County MLS~~Consistently Every Month~~ Now 8 Years In A Row !!

!! #1 RE/MAX Office in Florida 2015 and 2016

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