



www.CapeCoralRealtorJudith.com

www.JudithNew.com

Judith@JudithNew.com

realtorjudithannnew@gmail.com

www.linkedin.com/in/realtor-judith-ann-new-75962917



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

February 2019 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!**

Cape Coral

- The active single family home inventory is on the rise again, with a total of 2,326 homes on the market, this is the highest Cape Coral has seen in over 8 years, including when the majority were distressed properties.
- The rise in single family homes has kept Cape Coral favoring a buyer's market but buyers beware, it's not by much. Levels are very close to a level playing field and list to sale ratios continue at 97%.
- Single family home sales fell from last year by less than 4%. Home sales did rise from January by 25%. Sales totaled 336 in February.
- A whopping 15% drop in new construction permits from a year ago. This drop signifies a second consecutive month of declining new construction permits and measures the strength or weakness of a market.

Fort Myers

- Although inventory levels were insignificant last month, sales plummeted by 13% to 230. This drop in sales indicates a two month consecutive drop.
- Prices appreciated by nearly 4% from a year ago to \$331,000, while inventory and sales go hand in hand, prices tend to lag by a month or two.
- New construction permits rose to 168 nearly a 50% increase in two years.
- Of all Lee County residential lot sales, Cape Coral remains at the top with nearly half!.

March 2019 Office Meeting



Cape Coral Monthly Comparison

February 2018

Average List Price

\$305,000

Average Sale Price

\$294,000

Average List to
Sale Ratio

97%

Inventory

5.7 Mo.

February 2019

Average List Price

\$311,000

Average Sale Price

\$299,000

Average List to
Sale Ratio

97%

Inventory

6.9 Mo.

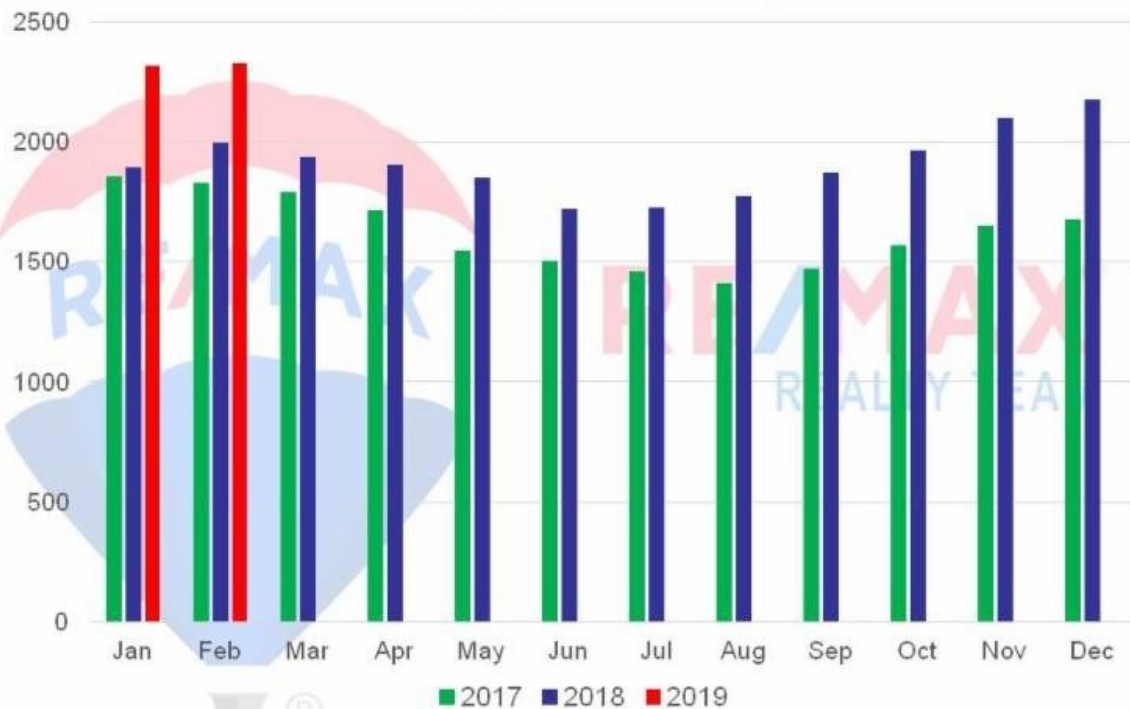
+1.7%

2019 Top Offices in Lee County



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

Cape Coral Active Single Family Homes



Cape Coral Closed Single Family Homes



Cape Coral Home Permits



Fort Myers Closed Single Family Homes



Fort Myers Monthly Comparison

February 2018

Average List Price

\$333,000

Average Sale Price

\$319,000

Average List to
Sale Ratio

95%

Inventory

6.8 Mo.

February 2019

Average List Price

\$347,000

Average Sale Price

\$331,000

Average List to
Sale Ratio

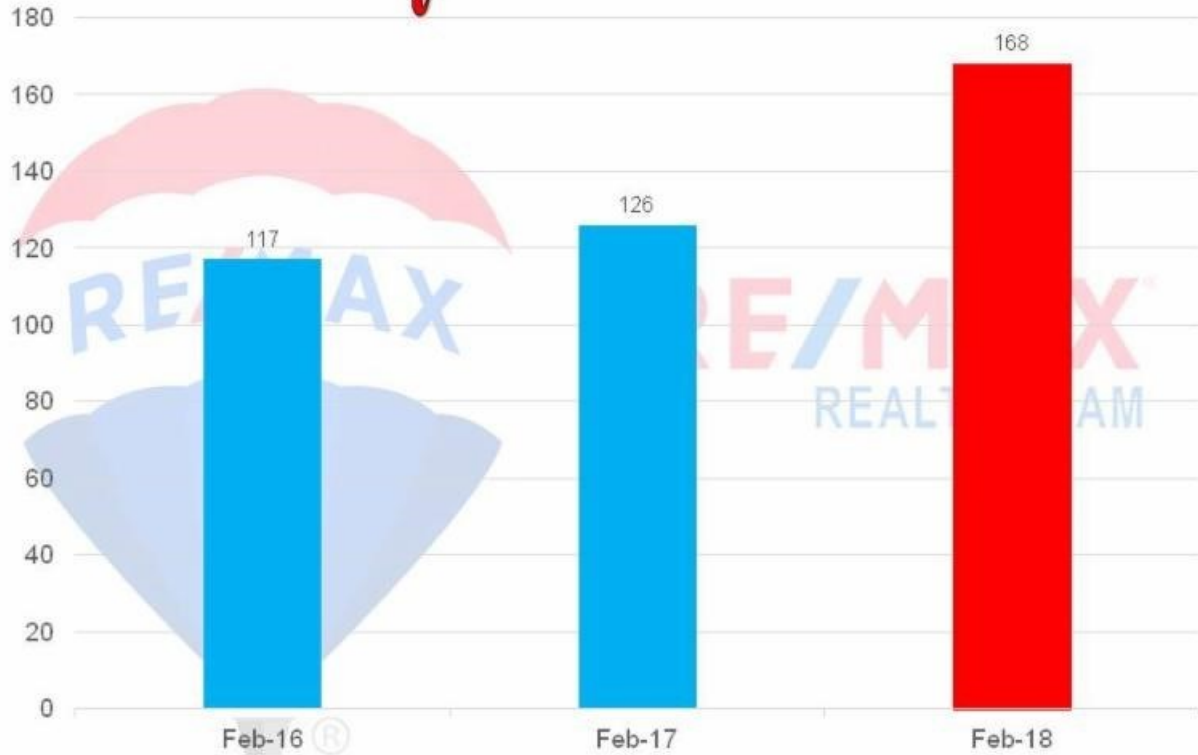
96%

Inventory

8.1 Mo.

+3.7%

Fort Myers Home Permits



February Residential Lot Sales



Market Characteristics

RE is perceived to be a high-risk investment
 Home sale activity is at multi year lows
 Construction activity is way down (multi year lows)
 The economy is sluggish or severely depressed (high unemployment)
 Mortgage financing is more difficult to get
 Media is reporting stories of doom and gloom
 Consumer confidence is low



- RE is perceived to be almost risk free
- Home sale activity is at (or near) multi year highs
- New home construction is at or near multi year highs
- The economy is strong (unemployment is low and continues to fall)
- Mortgage financing is easy to obtain (fog mirror test)
- Media reporting how terrific everything is
- Consumer confidence is high

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...

Fon: **239.560.1423**

Email: Judith@JudithNew.com

Website: www.CapeCoralRealtorJudith.com / www.JudithNew.com

