

**HOME TO
HARDWORKING
AGENTS**



Backyard News for October 2018 with **SEPTEMBER 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"

www.JudithNew.com for home search

realtorjudithannnew@gmail.com

info@CapeCoralRealtorJudith.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 - 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 October 2018 with **SEPTEMBER 2018 Stats**

Cape Coral:

- The possible beginning of our annual cyclical shift is in full force in Cape Coral, inventory levels increased again from last month by 5% while this area did see another month over month rise it still wasn't enough to propel it to favor either buyers or sellers.
- For the time being, Cape Coral remains at neutral inventory levels with over 1,800 single family homes and 361 single family sales.
- Total number of sales rose by 4% last month from a year ago, however sales in September declined from August by 21%.
- Average sales prices dipped last month by over 8% from a year ago. The reasons may be attributed to more inventory levels, affordability issues resulting from higher rates and fewer entry level homes causing buyers to hold off on purchasing a home.

Fort Myers

- Fort Myers market is following suit to Cape Coral with an increase year over year in sales and a decline in sales from a month ago. Sales totaled 234 in September.
- Inventory levels showed no real change from a month ago, as we move into the fourth quarter, expect levels to rise as this area prepares for their seasonal shift.
- Single family home inventory hit 1,474 for September.
- The average sales price for this area at \$306,000, no gain or loss from 2017.

Industry News

- Amendment 2 is on this year's ballot. The passing of this law would make the 10 percent cap permanent on annual increases of non-homestead property taxes, which includes home and apartment rentals, business and commercial parcels and vacant lots.
- Challenges with Manufactured Homes in a flood zone (Pine Island as an example). FHA and VA do not allow you to close Manufactured Homes in a flood zone unless they are at a certain elevation, unlike Conventional loans. A pre-emptive move is to have your buyers and sellers get an elevation certificate to the lender to confirm if they can go FHA or VA. Requirements for Manufactured Home financing are: they must be built after 1976, own their own land, fixed to the ground and must be at least 14 feet wide.
- 2nd Home/Vacation Home- For those who are investors, there are programs which allow the borrower to purchase a vacation home for 10% down. See Barb Liberto of Loan Depot 239.791.555 or BLiberto@loandepot.com for questions and/or assistance.
- Fannie and Freddie may be backing up all Non-QM Mortgages in the foreseeable future.

MLS Statistics for **September 2018**



Q3 2018 Top Offices in Lee County



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

NOTE: 55% MORE than the next single office's performances, again!!

480 closings vs 216 closings

Cape Coral Q3 Closed Single Family Homes



Cape Coral Monthly Comparison

September 2017

Average List Price

\$299,000

Average Sale Price

\$290,000

Average List to Sale Ratio

98%

Inventory

4.8 Mo.

September 2018

Average List Price

\$273,000

Average Sale Price

\$266,000

Average List to Sale Ratio

97%

Inventory

5.1 Mo.

-8.2%%

Cape Coral Permits



Cape Coral Closed Single Family Stats

All Active

Sold YTD

Sold in September

1,333

4,060

381

\$0 - \$100,000	\$100,000 - \$200,000	\$200,000 - \$300,000	\$300,000 - \$400,000	\$400,000 - \$700,000	\$700,000 - \$1,000,000+
293 Active	735 Active	553 Active	179 Active	60 Active	53 Active
137 YTD Pending	252 YTD pending	93 YTD pending	24 YTD pending	7 YTD pending	4 YTD pending
82 Pending last 30 days	162 pending last 30 days	54 pending last 30 days	18 pending last 30 days	3 pending last 30 days	3 pending last 30 days
1,035 YTD Sold	1,355 YTD sold	876 YTD sold	160 YTD sold	3 YTD sold	41 YTD sold
88 Sold last 30 days	177 Sold last 30 days	79 Sold last 30 days	15 Sold last 30 days	3 Sold last 30 days	0 Sold last 30 day
3.3 Mo. of Inventory	1.4 Mo. of Inventory	7.1 Mo. of Inventory	11.3 Mo. of Inventory	20 Mo. of Inventory	53 Mo. of Inventory

Cape Coral Home Sale Prices

-8.2%

From Last Year

-.03%

From 2 Years Ago

15%

From 3 Years Ago

September
Average Sales
Price: \$266,000

Fort Myers Q3 Closed Single Family Homes



Fort Myers Monthly Comparison

September 2017

Average List Price

\$322,000

Average Sale Price

\$307,000

Average List to
Sale Ratio

94%

Inventory

7 Mo.

September 2018

Average List Price

\$317,000

Average Sale Price

\$306,000

Average List to
Sale Ratio

96%

Inventory

6.2 Mo.

PAR

Fort Myers Permits



Bonita/Estero Q3 Closed Single Family Homes



Bonita & Estero Monthly Comparison



With all good wishes,

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

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 and Second-Home Property 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 / 2018 As A Multi-Office !! #7 RE/MAX in Florida in **Volume and #8 in **Transactions****

Direct Fon **239.560.1423**



As always, If you or anyone you know is thinking of buying or selling a home - contact me. I'm here to help!

Stellar Customer Service Is A Choice!!!. . . Doing more between "FOR SALE" and "SOLD"!!

www.JudithNew.com

realtorjudithannnew@gmail.com

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