



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"

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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 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.

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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



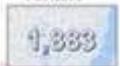
Cape Coral Monthly Comparison



Cape Coral Permits



Cape Coral Closed Single Family Stats









\$0.5100,000	\$200,000 \$200,000	\$100,000 \$400,000	Annount- Electron	8790,000 8894,999	\$1,000,000
203 Active	735 Active	863 Active	179 Active	60 Active	53.Active
Pending	252YTD pending	93 YTD pending	24 YTD pending	7 YTD pending	4YTD pending
Pending lest 30 days	162 pending lest30 days	54 pending last 30 days	16 panding last 30 days	Spending last 30 days	3 pending last 30 days
1.005 YTD Sold	1.855 YTD sold	B76YTD sold	190YTD sold	SYTD sold	41YTD sold
69 Gold last 30 days	177 Sold last 50 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	5.4 Mo. of Inventory	7.1 Mo of Inventory	11.9 Mo. of Inventory	20 Mo. of Inventory	53 Mo. of Inventory

Cape Coral Home Sale Prices

-8.2%



-.03% From 2 Years Ago





September Average Sales Price: \$266,000

Fort Myers Q3 Closed Single Family Homes





Fort Myers Permits



Bonita/Estero Q3 Closed Single Family Homes



Bonita & Estero Monthly Comparison September 2017 September 2018 Average List Price \$519,000 \$436,000 Average Sale Price \$501,000 \$421,000 -16% Average List to Average List to Sale Ratio Sale Ratio 96% 97% inventory Inventory 7.5 Mo. 8.4 Mo.

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 Cane Coral Residential Speci

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

















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