



Bring Your Highest Expectations™

FOURTH QUARTER MARKET REVIEW FOR 2018
Sanibel and Captiva Islands / Fort Myers / Fort Myers Beach / Cape Coral



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SANIBEL/CAPTIVA ISLANDS

Single Family Homes

- Year-over-year closed sales were up 5.8% from 224 to 237, while fourth quarter sales were flat with 2017 at 35.
- The median annual sale price for 2018 increased 3.3% from \$770,625 to \$796,000, while the average sale price rose 2.1% from \$1,091,076 to \$1,114,206

Condominiums

- The number of annual sales declined 7.6% from 172 to 159 sales, while fourth quarter sales were down 48.8% from 41 to 21.
- At \$641,250, the year-over-year median sale price increased 14%. The average sale price grew 5.9% over the same period from \$688,495 to \$729,415.

FORT MYERS

Single Family Homes

- Annual sales for 2018 grew 6.3% from 2,365 to 2,513. Fourth quarter sales were up 8.9% from 517 to 563.
- The year-over-year median sale price increased 3.7% from \$295,158 to \$306,000. The average sale price was static with 2017 at \$358,653.

Condominiums

- Year-over-year closed sales grew 6.8% from 2,862 to 3,058. Fourth quarter sales were down 6% from 650 to 611.
- At \$171,545, the median annual sale price grew 2.2% from \$167,871. The average sale price grew 3.2% from \$193,247 to \$199,354.

FORT MYERS BEACH

Single Family Homes

- Closed sales in 2018 grew 15.8% from 120 to 139. Sales in the fourth quarter posted a 29.6% decrease from 27 to 19 sales.
- Posting a 15% decrease, the median annual sale price for 2018 was \$534,188 compared to \$628,500 in 2017. The average annual sale price decreased 9.9% from \$814,121 to \$733,246.

Condominiums

- At 286, the number of annual closed sales was static with 2017. Fourth quarter sales grew 26.5% from 49 to 62.
- The median annual sale price increased 5.5% from \$368,625 to \$388,875, while the annual average sale price was static with 2017 at \$412,534.

CAPE CORAL

Single Family Homes

- With 5,104 sales posted in 2018, a 3.3% increase was realized over the 4,939 sales posted in 2017. Fourth quarter sales were down 7.2% from 1,150 to 1,067.
- The median annual sale price increased by 8.4%, from \$227,013 to \$246,100. The annual average sale price rose 7.3% from \$276,511 to \$296,694.

Condominiums

- Sales for 2018 were down 2.2%, from 681 to 666. Fourth quarter sales were down 27.3% from 161 to 117.
- At \$157,190, the median annual sale price for 2018 was static with that of 2017. The average annual sale price was \$204,881, up 12.6% from \$181,891.

The pricing metric used in these reports is the quarter-over-quarter rolling 12-month median and average price. The reason behind using these numbers is to show overall pricing trends as they have changed from the same quarter in the prior year.

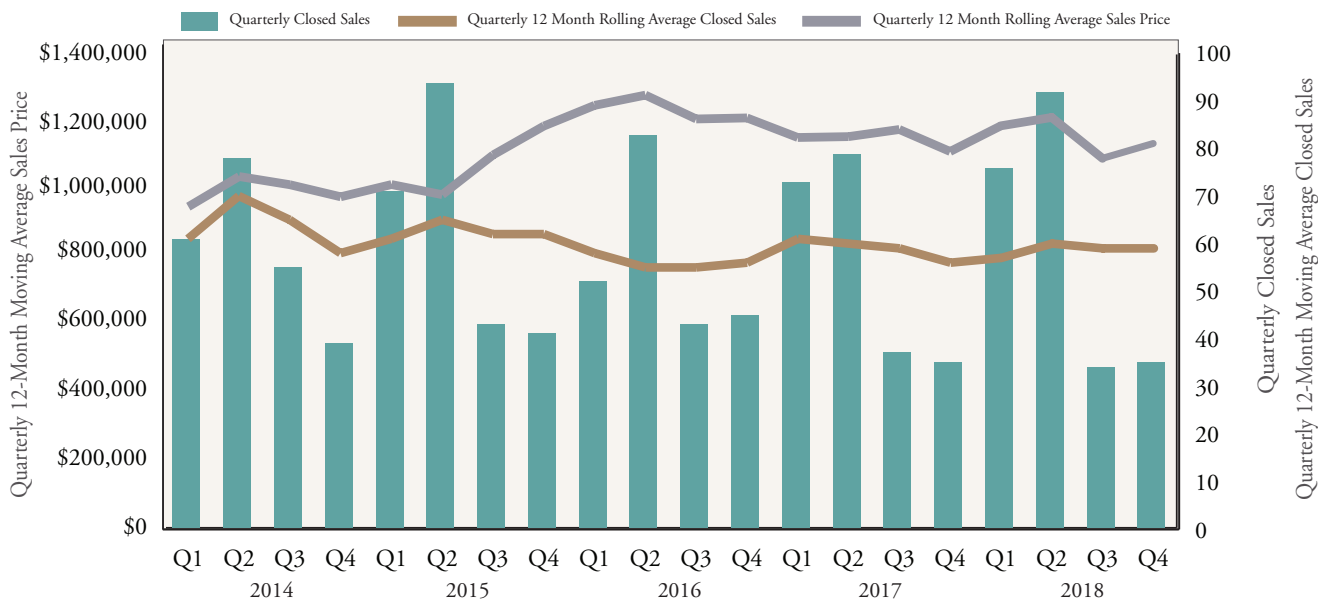


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SANIBEL/CAPTIVA

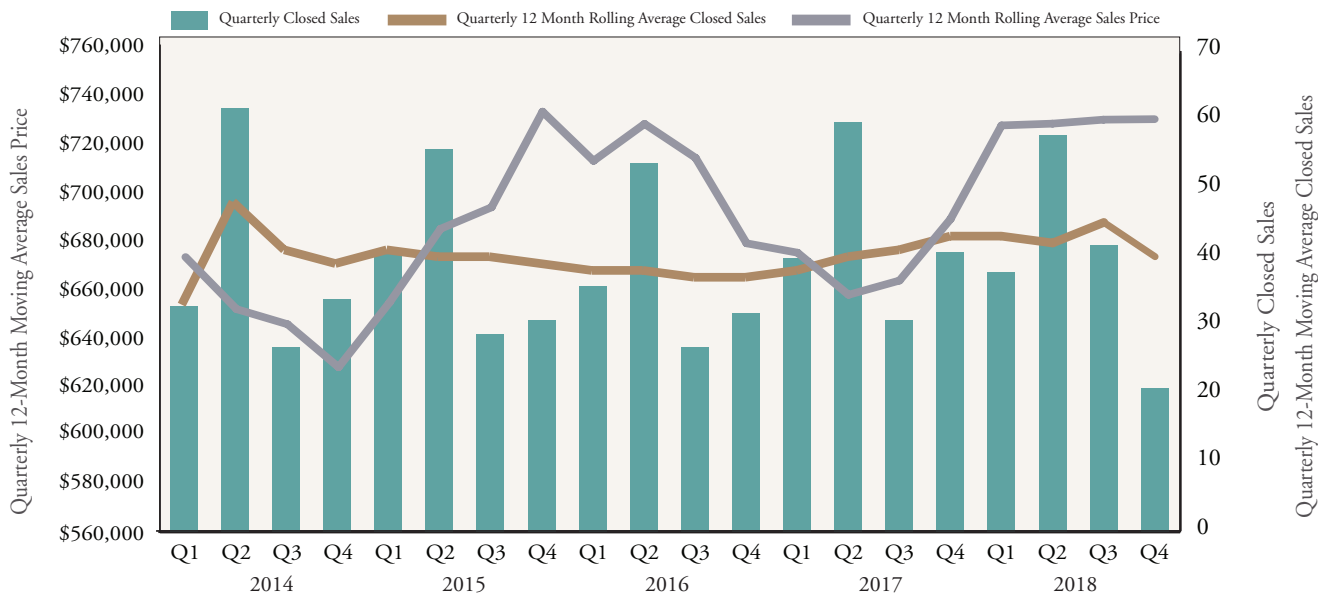
SINGLE FAMILY HOMES

Quarterly Closed Sales / Quarterly 12-Month Rolling Average Closed Sales / Quarterly 12-Month Rolling Average Sales Price



CONDOMINIUMS

Quarterly Closed Sales / Quarterly 12-Month Rolling Average Closed Sales / Quarterly 12-Month Rolling Average Sales Price



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Fort Myers data does not include Lehigh Acres or North Fort Myers.

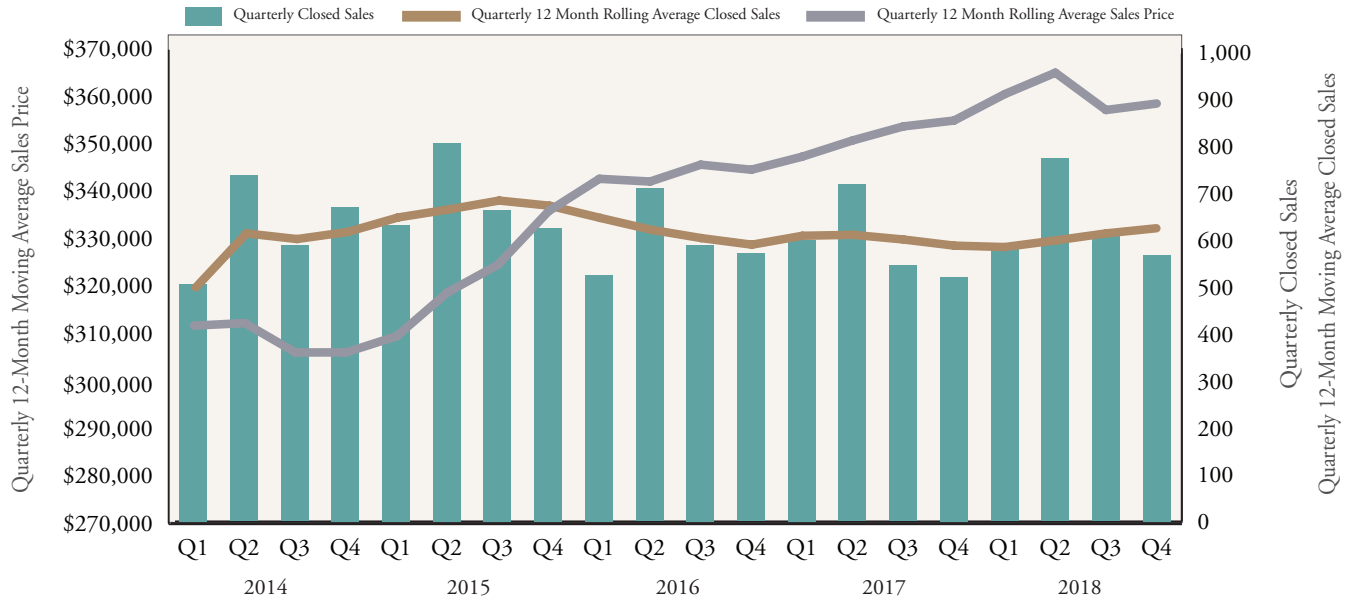


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FORT MYERS

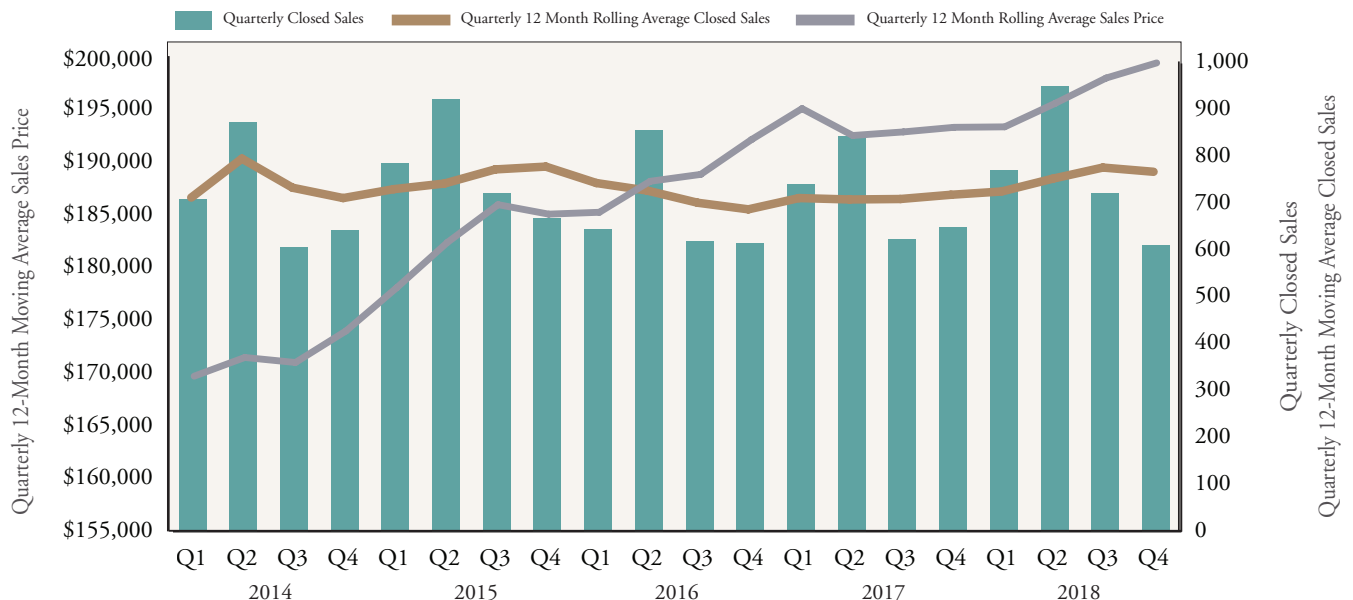
SINGLE FAMILY HOMES

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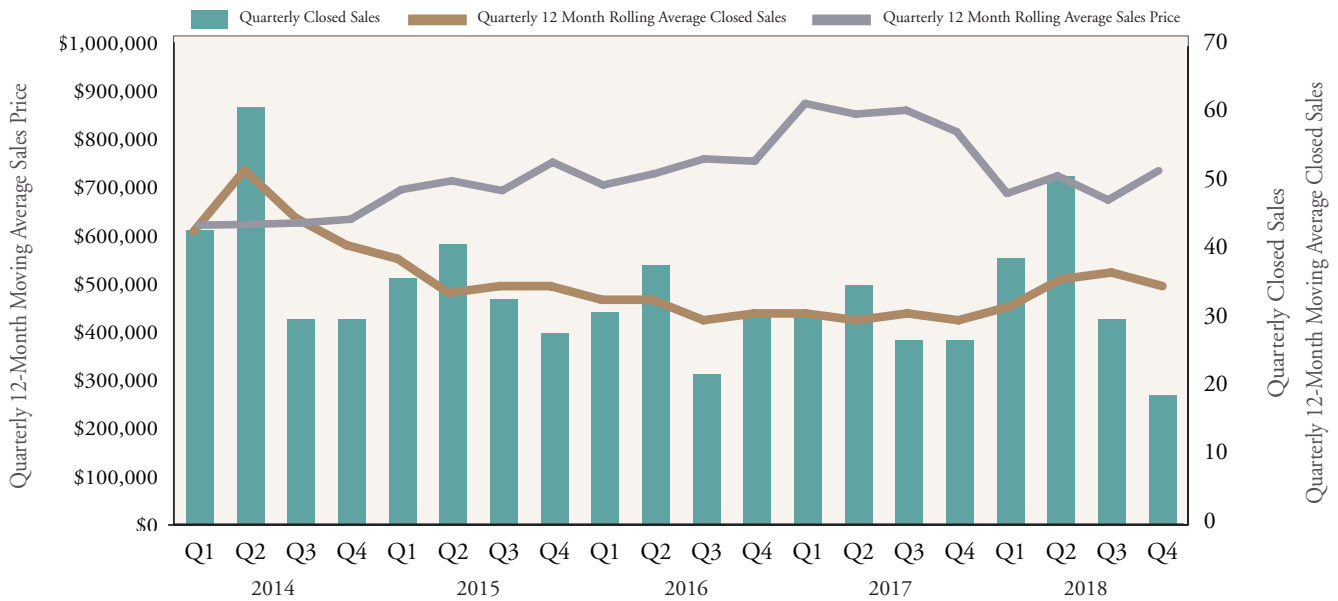


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FORT MYERS BEACH

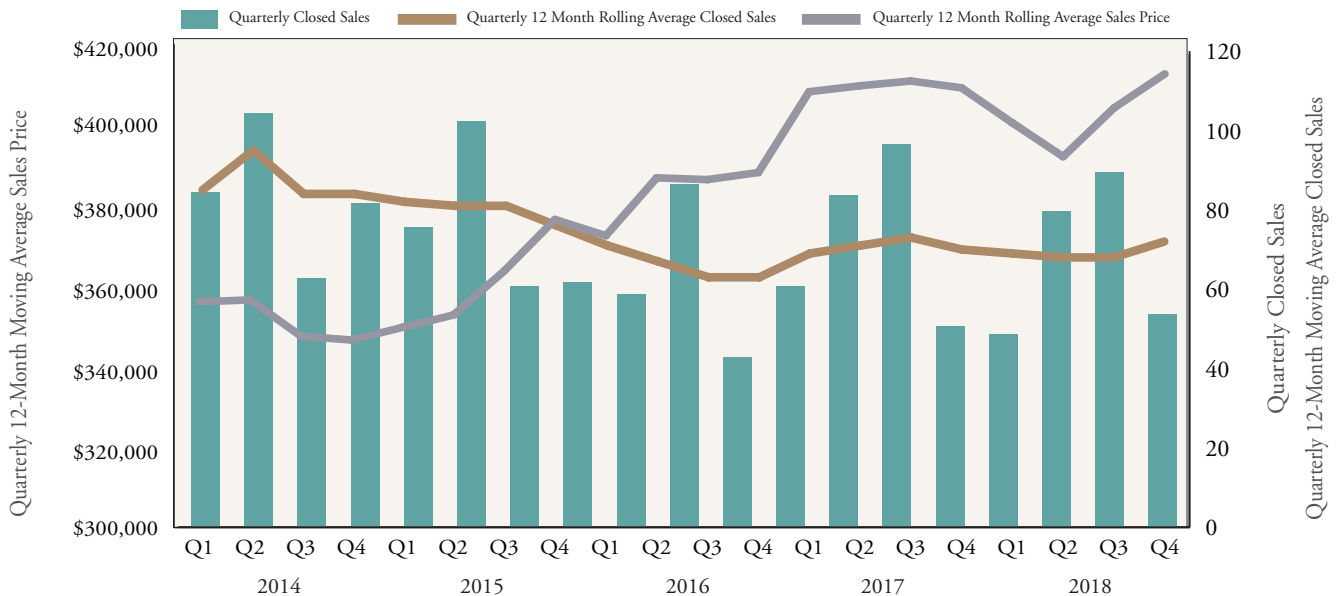
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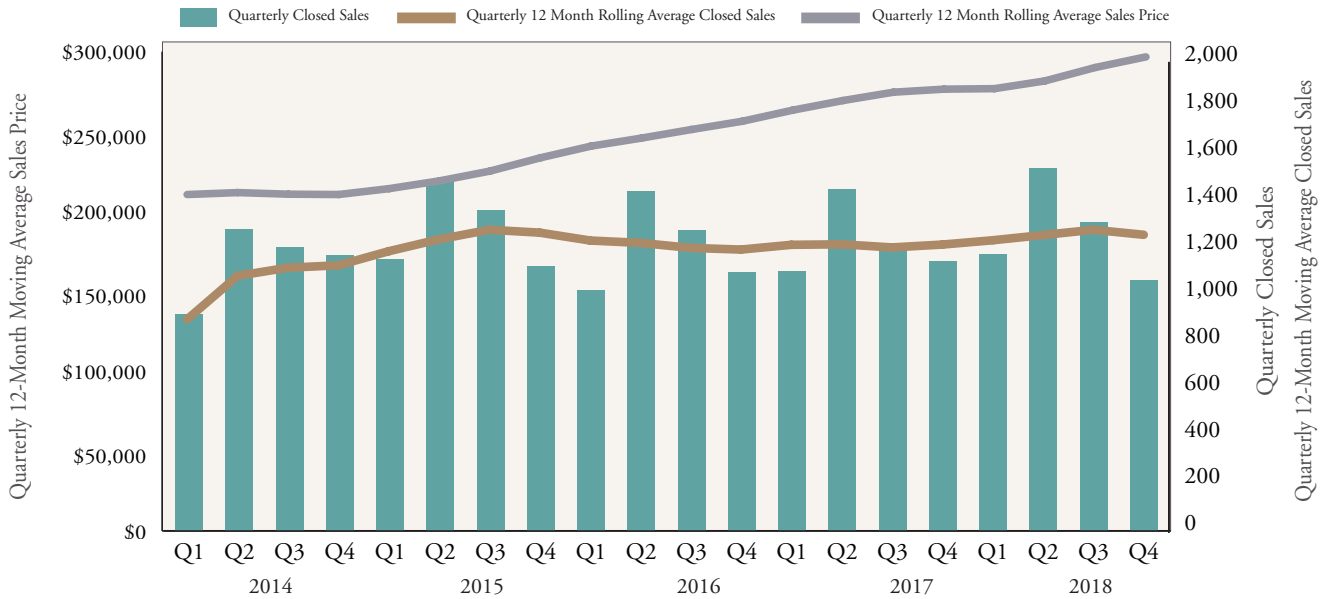


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CAPE CORAL

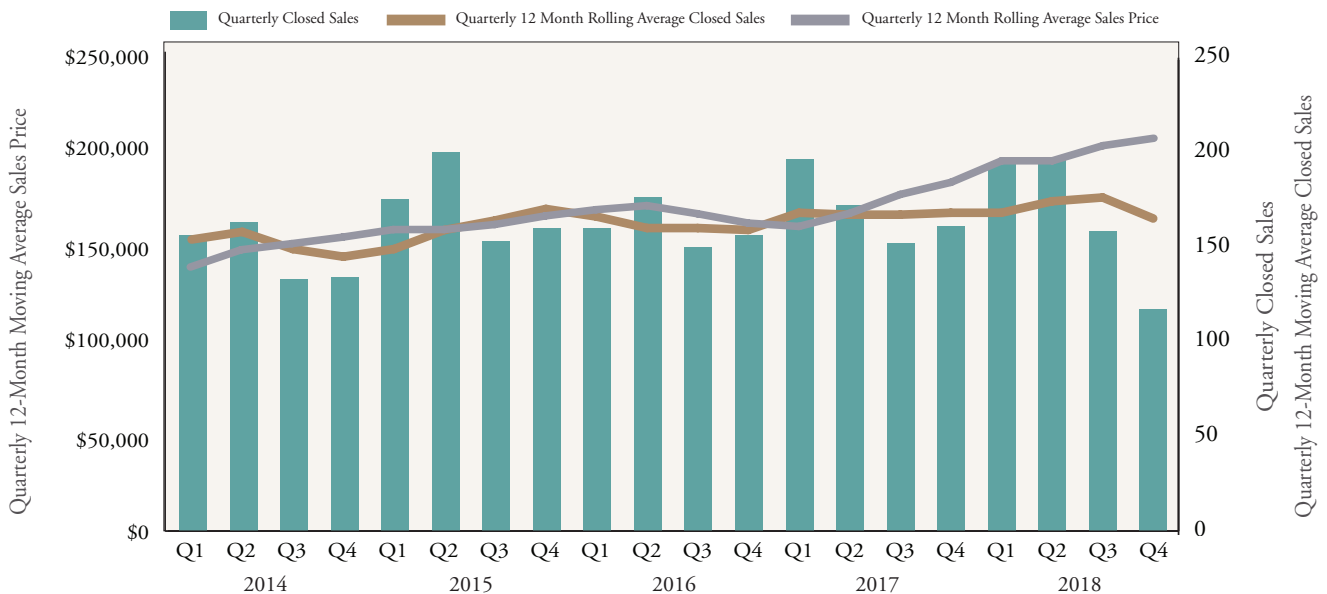
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