



Bring Your Highest Expectations™

THIRD 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

- The Quarter over Quarter (QoQ) rolling 12 month median price was up 2.5% from last year at \$772,875, while the QoQ rolling 12 month average price decreased 7.2% to \$1,071,354.
- The number of closings in Q3 decreased 8.1% to 34 compared to 37 for Q3 2017.

Condominiums

- The QoQ rolling 12 month median price was up 6.3% over last year at \$611,250, while the QoQ rolling 12 month average price was up 9.9% over the same period last year at \$729,216.
- There were 42 closings during Q3, compared to 31 in Q3 2017.

FORT MYERS

Single Family Homes

- The QoQ rolling 12 month median price was up 2.5% over last year at \$301,000, while the QoQ rolling 12 month average price rose by 1% to \$357,296.
- The number of closings in Q3 increased 11.3% to 602 compared to 541 for Q3 2017.

Condominiums

- The QoQ rolling 12 month median price was unchanged from last year at \$169,375, while the QoQ rolling 12 month average price was up 1.6% over the same period last year at \$197,916.
- There were 724 closings during Q3, an increase of 12.7% over Q3 last year.

FORT MYERS BEACH

Single Family Homes

- The QoQ rolling 12 month median price declined 13.3% from last year to \$529,438 compared to \$610,750 in the same period last year.
- The QoQ rolling 12 month average price was down 21.7% to \$672,468.
- The number of closings in Q3 increased 11.1% to 30 compared to 27 for Q3 2017.

Condominiums

- The QoQ rolling 12 month median price was up 3% over last year at \$374,375, while the QoQ rolling 12 month average price decreased 1.6% from the same period last year to \$404,088.
- There were 54 closings during Q3, compared to 51 in Q3 2017.

CAPE CORAL

Single Family Homes

- The QoQ rolling 12 month median price increased 8.6% over last year to \$243,913, while the QoQ rolling 12 month average price was up 5.6% to \$290,064.
- The number of closings in Q3 increased 7.1% to 1314 compared to 1227 for the period last year.

Condominiums

- The QoQ rolling 12 month median price was up 3% over last year at \$156,815, while the QoQ rolling 12 month average price increased 14.5% over the same period last year to \$201,036. This increase is at least partly due to a higher number of sales at Cape Harbour and Tarpon Point
- There were 158 closings during Q3, up 3.9% from Q3 2017.

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.

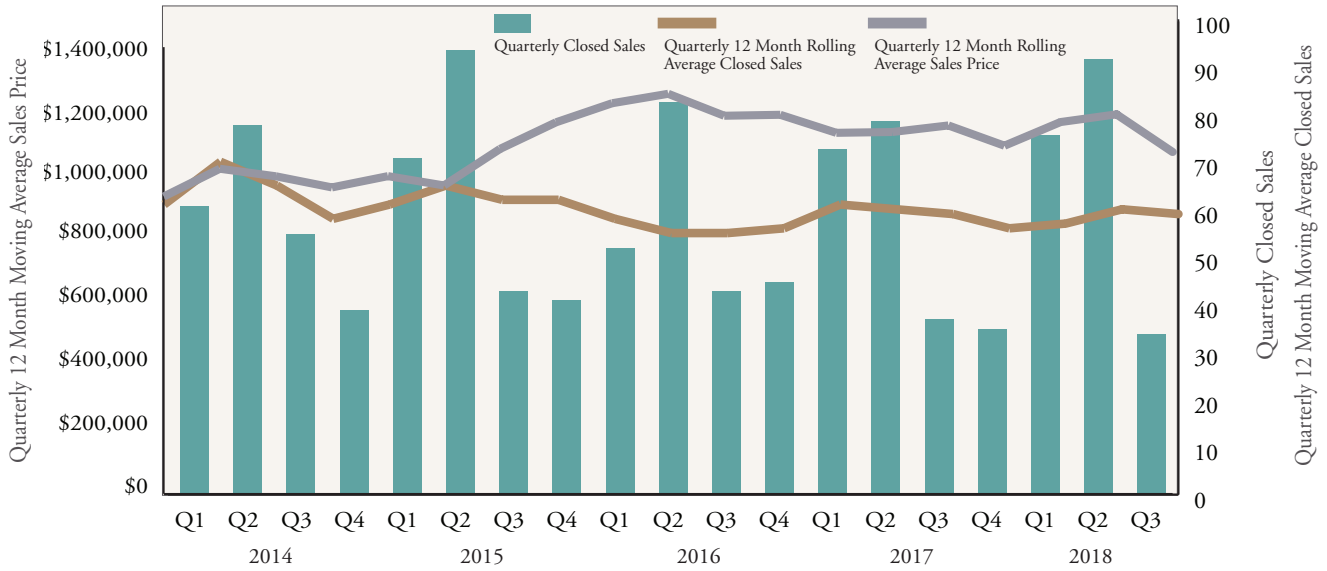


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SANIBEL/CAPTIVA

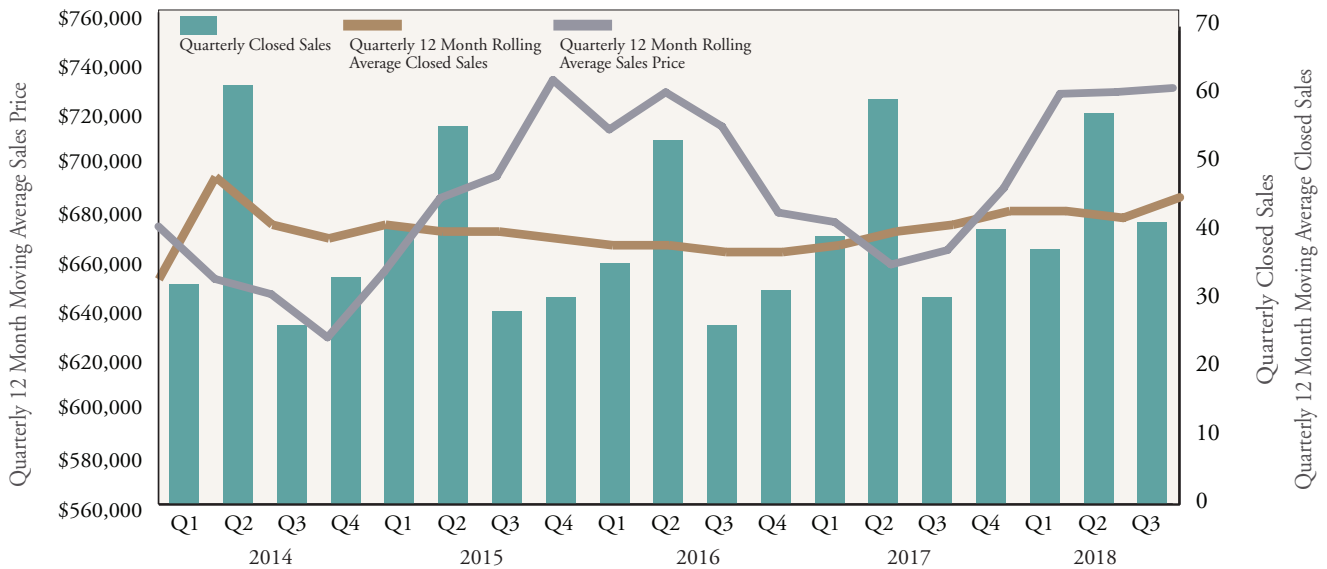
SINGLE FAMILY HOMES

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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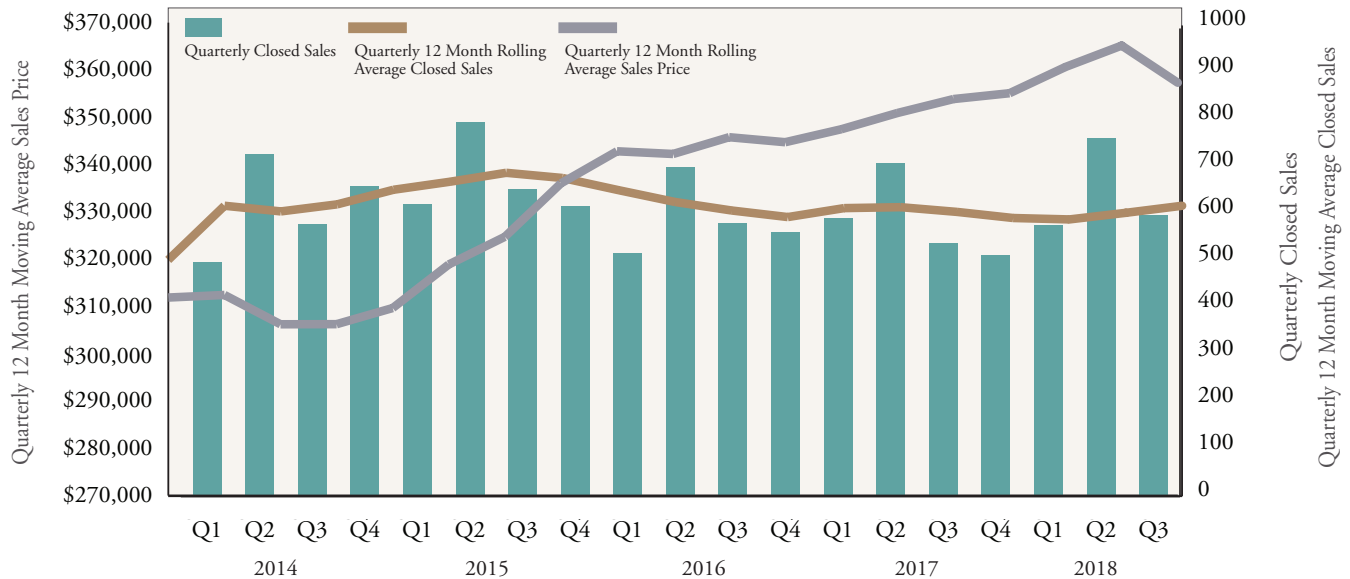


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FORT MYERS

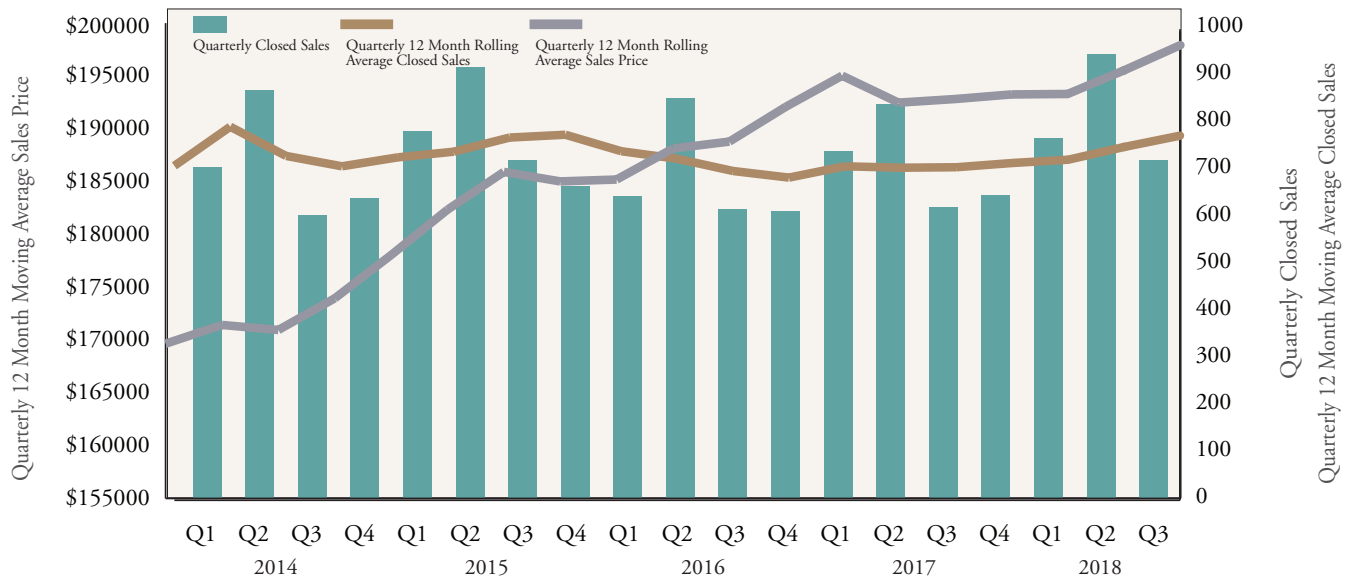
SINGLE FAMILY HOMES

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

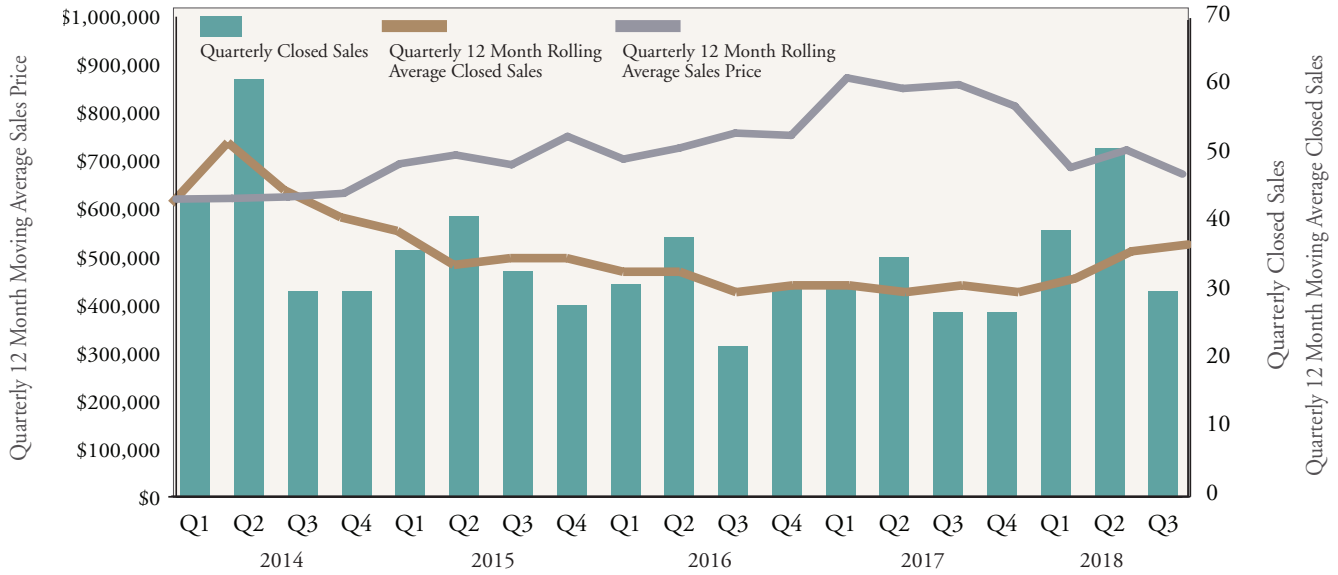


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FORT MYERS BEACH

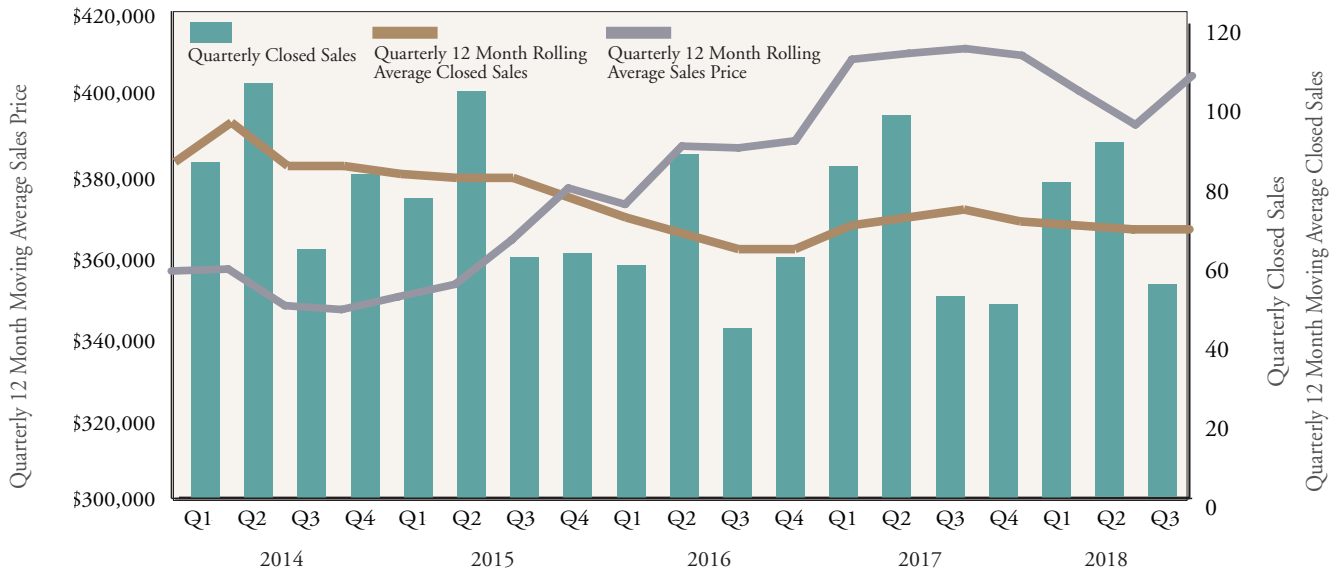
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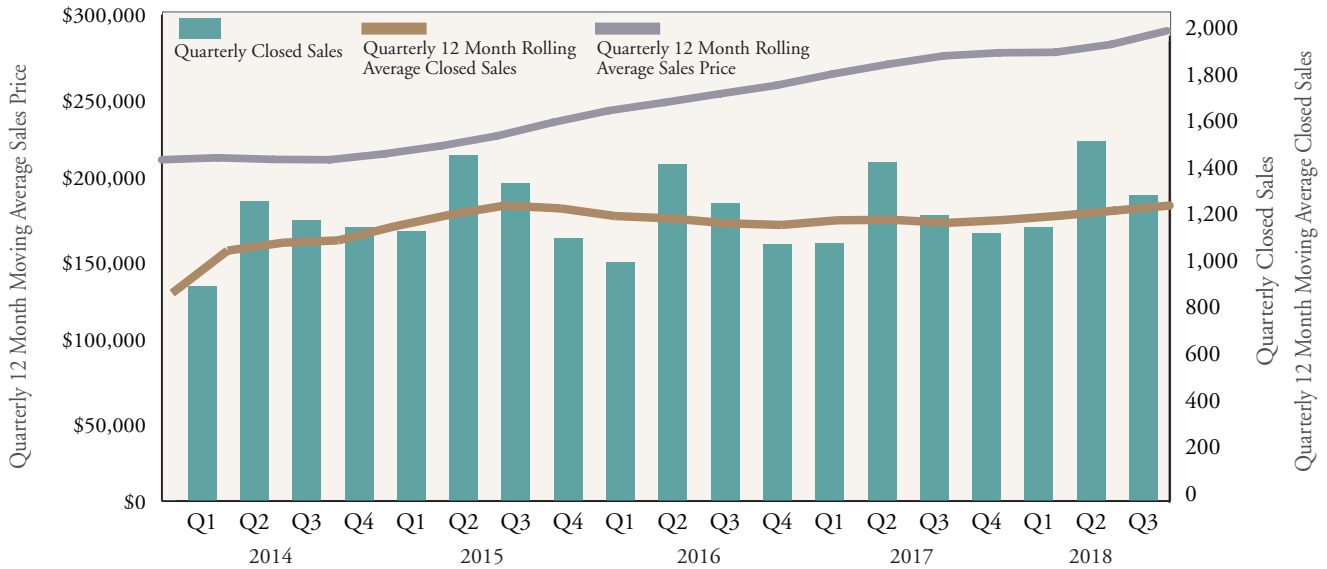


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CAPE CORAL

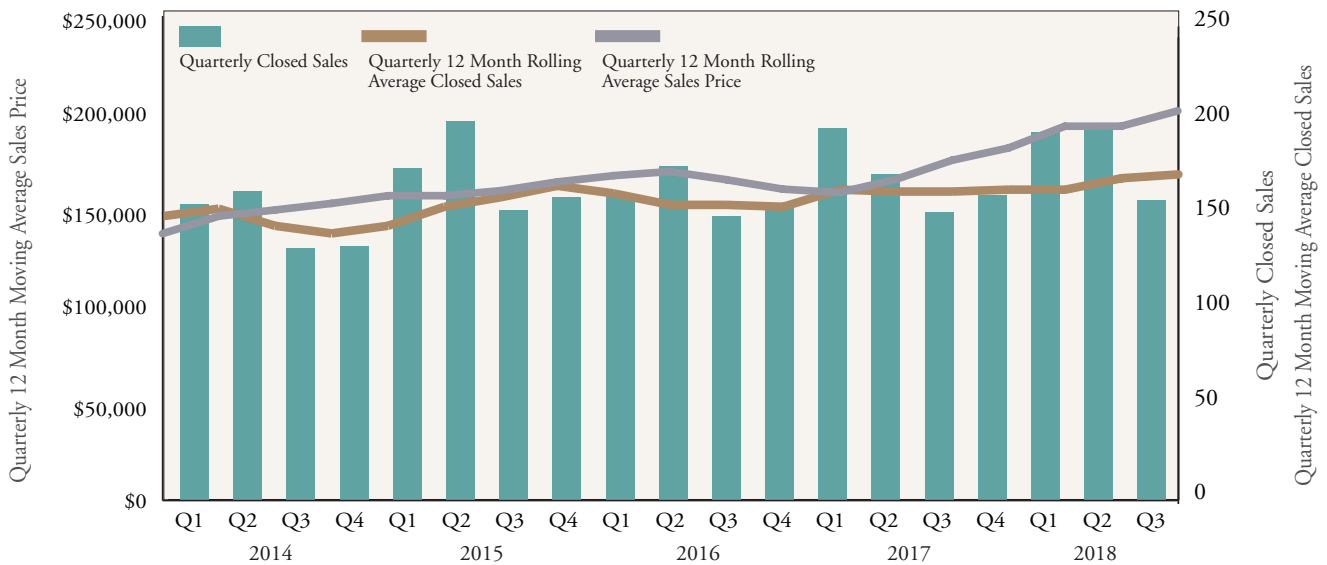
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