



*Bring Your Highest Expectations™*

FIRST 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 QoQ rolling 12 month Median price was up 4% from last year at \$793,750 while the QoQ rolling 12 month Average price was up 3% to \$1,165,173. The first quarter of 2018 included four sales above \$4M, with the highest recorded sale at \$7.8M.
- The number of closings in Q1 increased 4% to 76 compared to 73 for Q1 2017.

### Condominiums

- The QoQ rolling 12 month Median price remained consistent with last year at \$590,063 vs. \$598,125 in 2017. The QoQ rolling 12 month Average price was up 7.7% over the same period last year at \$726,856. The first quarter included two condominium sales over \$2M.
- There were 38 closings during Q1, compared to 40 in Q1 2017.

## FORT MYERS

### Single Family Homes

- The QoQ rolling 12 month Median price was up 4.3% over last year at \$297,250 while the QoQ rolling 12 month Average price increased 3.8% to \$360,638, the highest for a first quarter during the past 5 years.
- The number of closings in Q1 decreased to 581 compared to 595 for Q1 2017.

### Condominiums

- The QoQ rolling 12 month Median price was unchanged over last year at \$167,871 as was the QoQ rolling 12 month Average price at \$193,291.
- There were 772 closings during Q1, up 3.9% from 743 in Q1 2017.

## FORT MYERS BEACH

### Single Family Homes

- The QoQ rolling 12 month Median price was down 14% from last year at \$542,875 compared to \$631,250 in the same period last year. The QoQ rolling 12 month Average price declined to \$686,161 from \$872,672 reported in the same period last year.
- The number of closings in Q1 increased 25.8% to 39 compared to 31 for Q1 2017, and the highest for the quarter since Q2 2015.

### Condominiums

- The QoQ rolling 12 month Median price was static with last year at \$361,000, while the QoQ rolling 12 month Average price declined slightly over the same period last year to \$400,391.
- There were 80 closings during Q1, compared to 84 in Q1 2017.

## CAPE CORAL

### Single Family Homes

- The QoQ rolling 12 month Median price was up 5.4% over last year at \$229,513 while the QoQ rolling 12 month Average price increased to \$276,821 compared to \$263,346 at the same time last year.
- The number of closings in Q1 increased 6.4% to 1148 compared to 1107 in Q1 2017.

### Condominiums

- The QoQ rolling 12 month Median price was up 14.2% over last year at \$159,250 while the QoQ rolling 12 month Average price was up 21.5% to \$193,122. This increase is a result of a higher number of sales in Cape Harbour and Tarpon Point.
- There were 194 closings during Q1, unchanged from 196 in Q1 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.

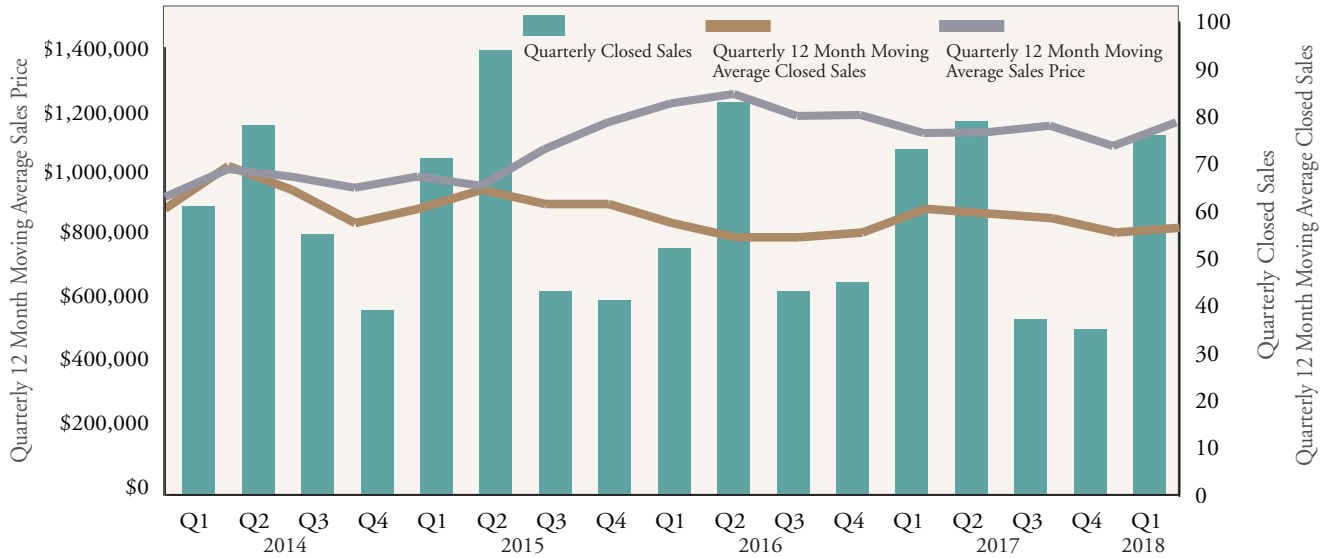


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# SANIBEL/CAPTIVA

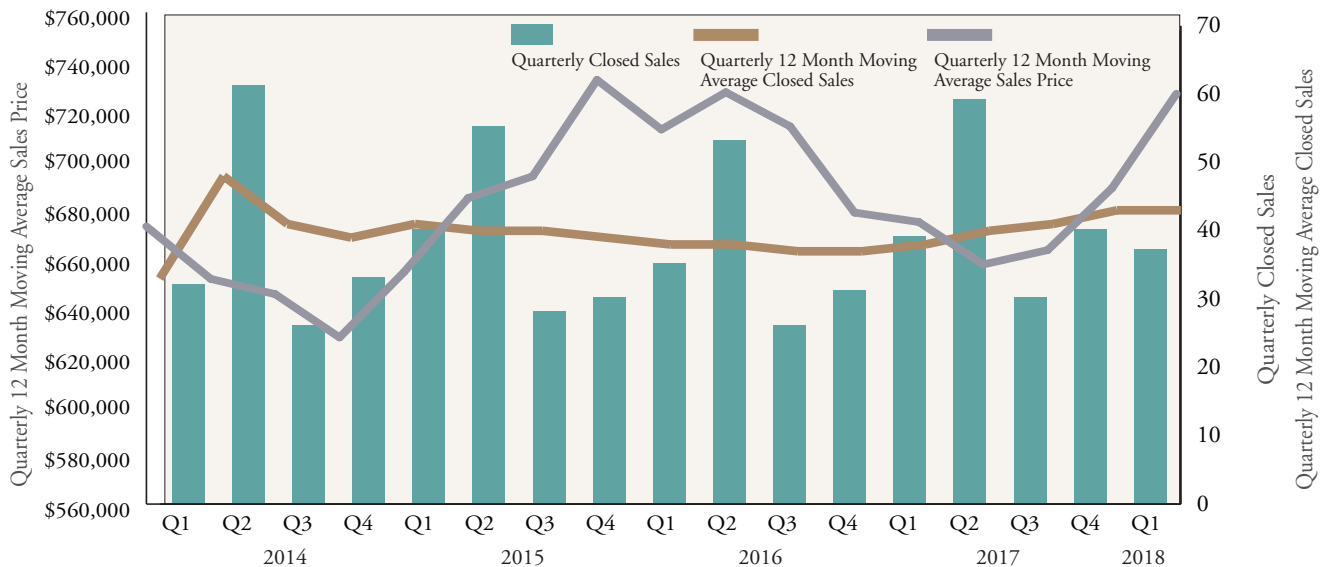
## SINGLE FAMILY HOMES

Quarterly Closed Sales / Quarterly 12 Month Moving Average Closed Sales / Quarterly 12 Month Moving Average Sales Price



## CONDOMINIUMS

Quarterly Closed Sales / Quarterly 12 Month Moving Average Closed Sales / Quarterly 12 Month Moving Average Sales Price



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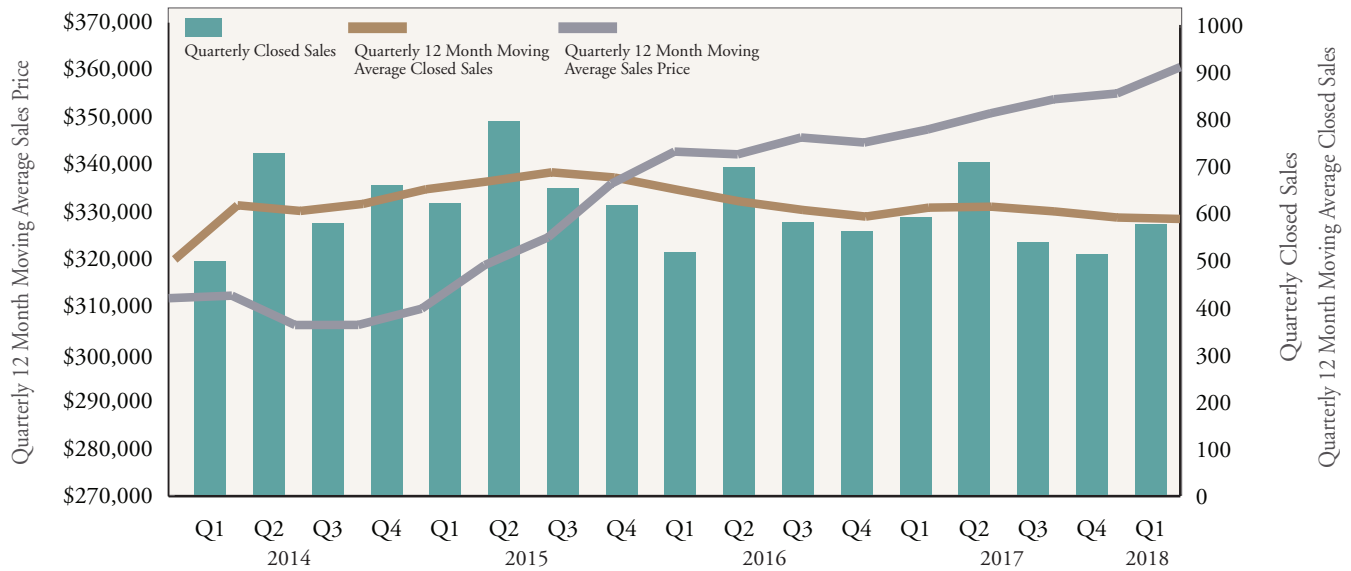


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## FORT MYERS

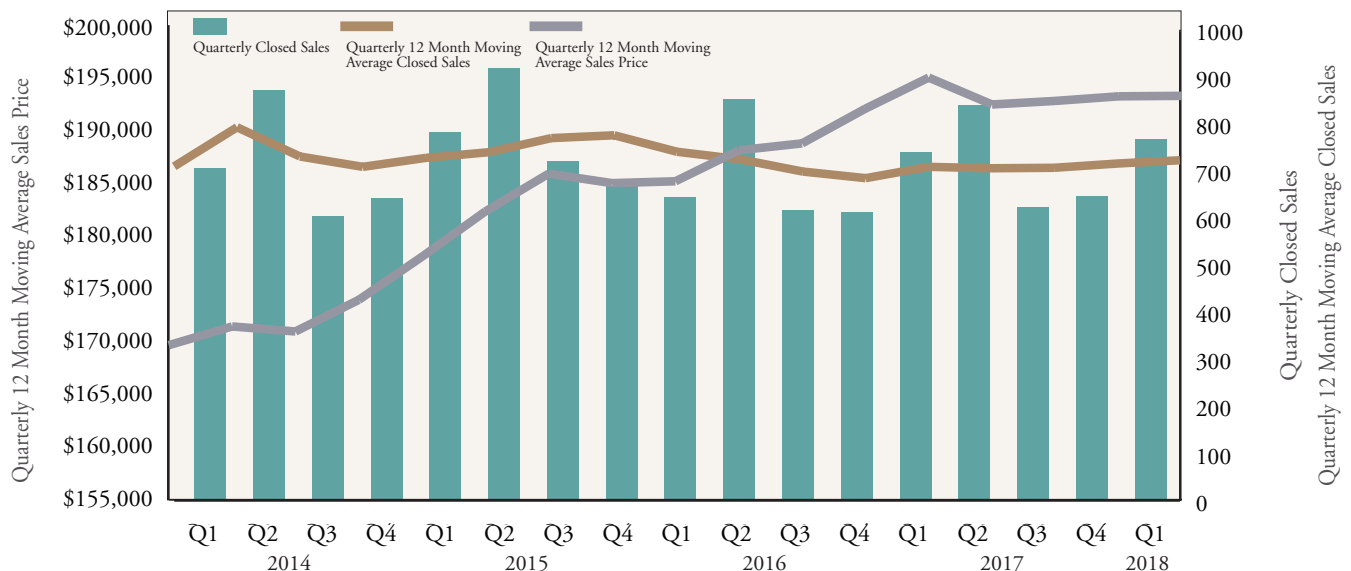
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### CONDOMINIUMS

Quarterly Closed Sales / Quarterly 12 Month Moving Average Closed Sales / Quarterly 12 Month Moving Average Sales Price



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

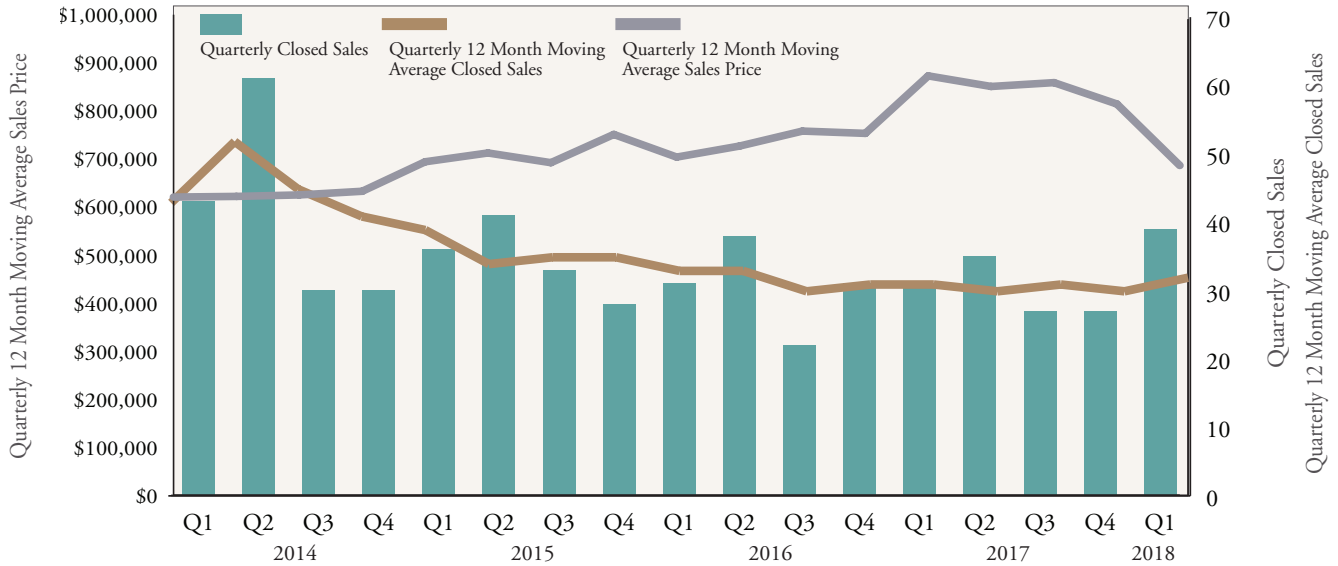


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# FORT MYERS BEACH

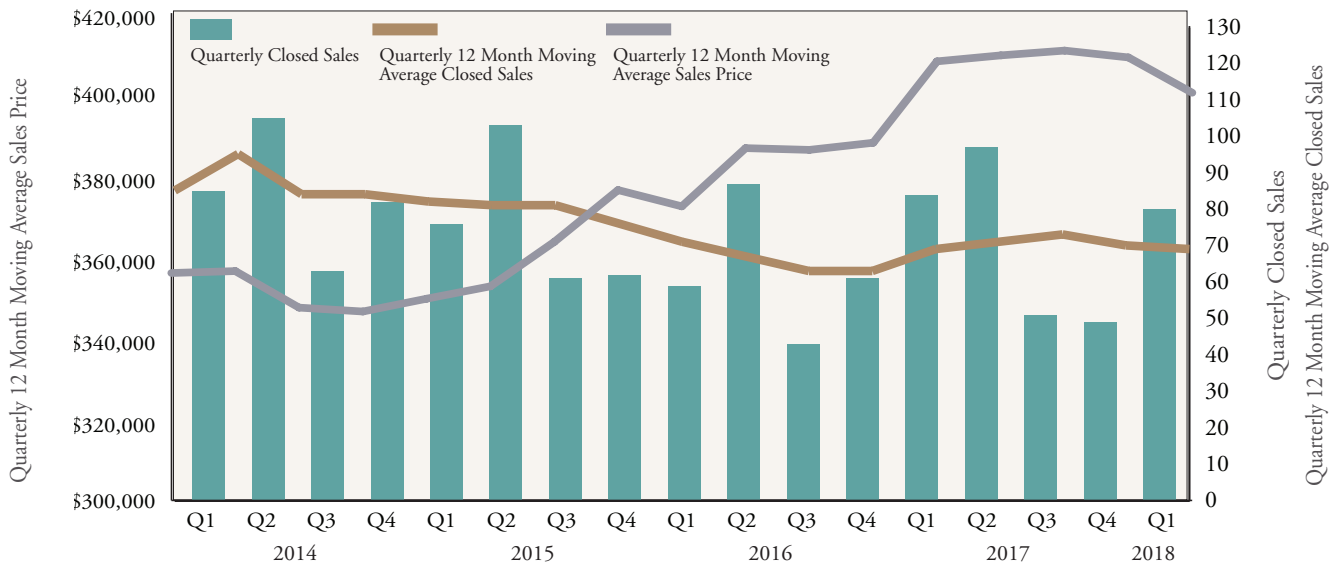
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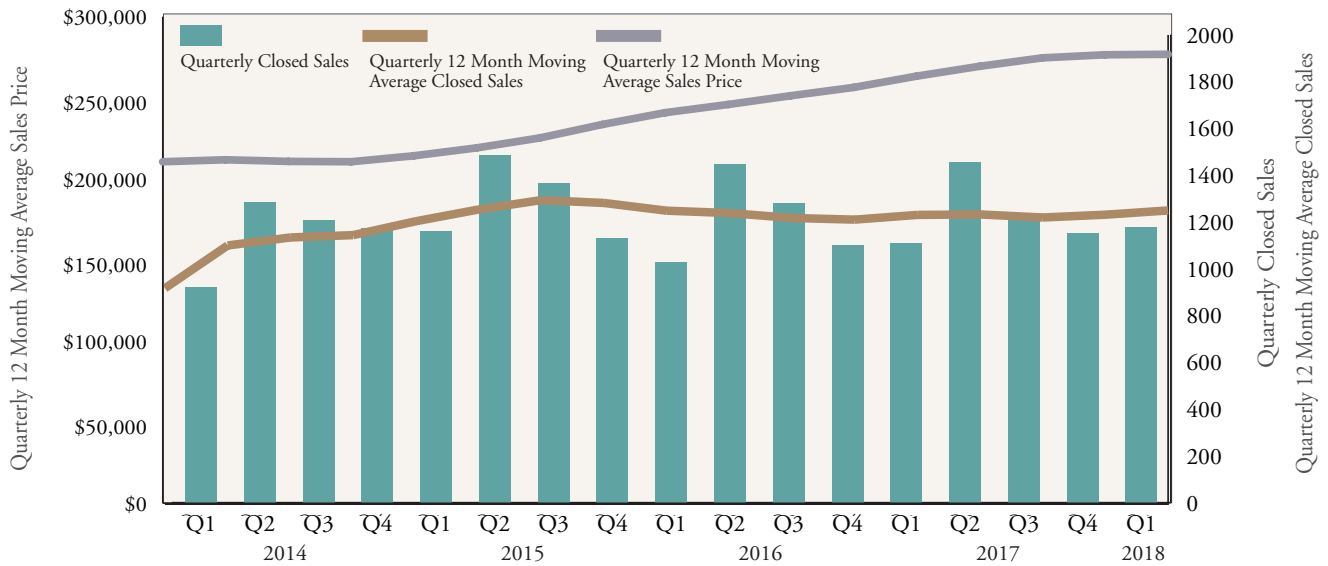


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## CAPE CORAL

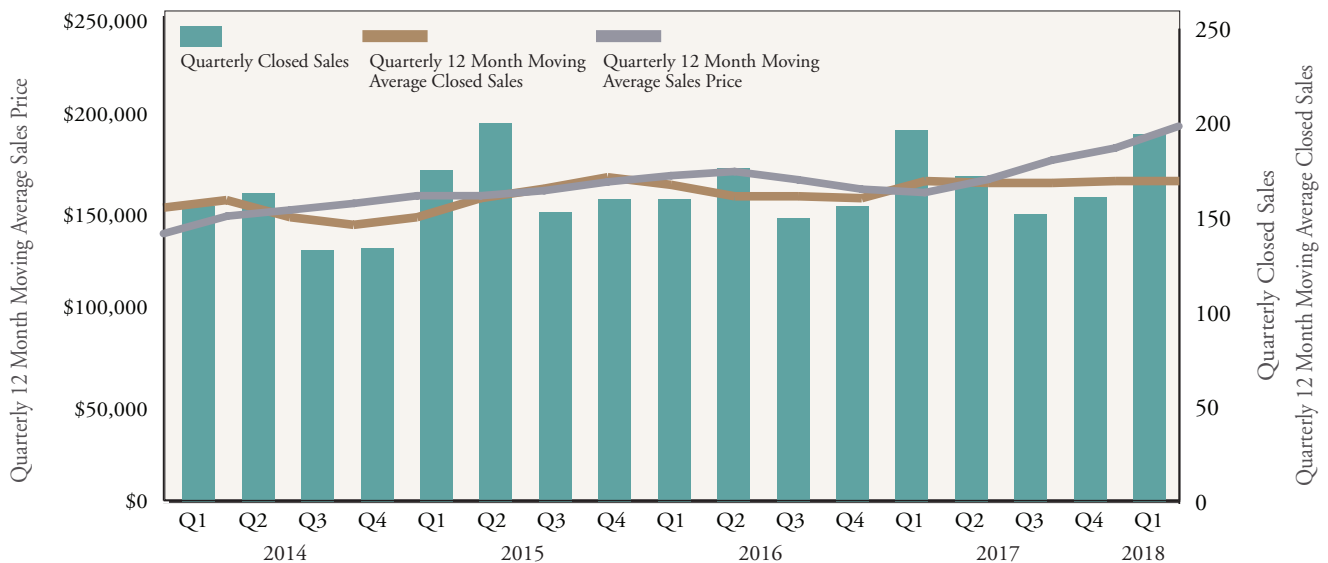
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