



**Media Contact:**

## **Single Family Homes Closed Sales Up Again For 2018**

### **FOR IMMEDIATE RELEASE**

**(Fort Myers, FL –December 21, 2018)** – Lee County’s housing market saw a lot of positive change during the month of November, according to the latest statistics just released by Florida Realtors®. Year-over-year, sales were up for Single Family Homes and for Townhouses and Condos.

November showed a 12.2% increase in the number of Closed Sales for Single Family Homes, and a 7.6% increase for Townhouses and Condos, compared to the same time last year. Median Sale prices were also up slightly for both. The number of Active Listings jumped up 17.4% for Single Family Homes and 11.6% for Townhouses and Condos compared to 2017. The time properties spent on the market in November, was 67 Days for Single Family Homes and 71 Days for Townhouses and Condos .

Broken down by cities, sales in Bonita Springs skyrocketed once again in November. There were 87 Closed Sales of Single Family Homes, a 29.9% jump from 2017 (67 Closed Sales). Fort Myers saw a jump of 22.8%, going from 202 Closed Sales in 2017 to 248 Closed Sales this year. Sanibel/Captive saw an increase of 33.36 with 12 Closed Sales for this year compared to 19 in 2017.

When looking at Closed Sales by Price Point, the numbers were up for Single Family Homes for all price ranges in between \$300,000 - \$999,999 by double digits. The \$150,000 and less range dropped significantly in November .For Condos and Townhouses, there was a significant drop of -93.8.0% for properties less than \$50,000. The \$600,000-\$999,999 range of Condos and Townhouses saw an increase of 114.3%.

# Lee County Market Snapshot

## November 2018

<u>Single Family Homes</u>	<u>2018</u>	<u>2017</u>	<u>% Change</u>
Closed Sales	939	837	12.2%
Median Sale Price	\$250,000	\$245,000	2.0%
Active Listings	6,209	5,288	17.4%
New Pending Sales	917	1,148	-20.1%
Months Supply of Inventory	5.5	5.1	7.8%
Median % of Original List Price Received	95.4%	95.7%	- 0.3%
Median Time to Contract	67 days	66 days	1.5%

<u>Townhouses &amp; Condos</u>	<u>2018</u>	<u>2017</u>	<u>% Change</u>
Closed Sales	452	420	7.6%
Median Sale Price	\$187,000	\$181,495	3.0%
Active Listings	3,491	3,128	11.6%
New Pending Sales	464	584	-20.5%
Months Supply of Inventory	6.2	6.1	1.6%
Median % of Original List Price Received	95.2%	94.1%	1.2%
Median Time to Contract	71 days	84 days	-15.5%



The numbers reported represent sales by all members of Florida Realtors® / SWFLA Matrix for Lee County, FL. Statistics released each month may be revised in the future as new data is released.

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## November 2018

### Single Family City Breakdown

	2018 Sold	2017 Sold	% Change	2018 Median \$	2017 Median \$	% Change
Bonita Springs	87	67	29.9 %	\$380,000	\$390,000	-2.6 %
Cape Coral	343	350	-2.0 %	\$235,000	\$225,000	4.4 %
Estero	50	27	85.2 %	\$371,200	\$376,000	-1.3 %
Fort Myers	248	202	22.8 %	\$301,000	\$276,000	9.1 %
Fort Myers Beach	8	10	-20.0%	\$617,500	\$364,950	69.2%
Lehigh Acres	129	139	-7.2 %	\$177,000	\$166,000	6.6 %
North Fort Myers	32	34	-5.9 %	\$190,000	\$234,500	0.8 %
Pine Island	11	8	37.5 %	\$220,000	\$365,000	-39.7%
Sanibel/Captiva	12	9	33.3 %	\$780,000	\$797,500	-2.2 %

### Closed Sales by Price Point

	Single Family	% Change	Median Time to Contract	Condos	% Change	Median Time to Contract
Less than \$50,000	4	300.0%	85 days	1	-93.8%	564 days
\$50,000 - \$99,999	13	-43.5%	27 days	39	-7.1 %	61 days
\$100,000 - \$149,999	47	-26.6%	31 days	80	-10.1%	53 days
\$150,000 - \$199,999	198	8.2 %	53 days	137	31.7 %	63 days
\$200,000 - \$249,999	195	19.6 %	64 days	68	9.7 %	84 days
\$250,000 - \$299,999	131	3.1 %	69 days	45	25.0 %	60 days
\$300,000 - \$399,999	167	33.6%	71 days	32	6.7 %	135 days
\$400,000 - \$599,999	118	21.6%	86 days	25	0.0 %	95 days
\$600,000 - \$999,999	44	33.3%	147 days	15	114.3%	103 days
\$1,000,000 and above	22	4.8 %	232 days	10	11.1 %	208 days



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