

ARE YOU READY TO MAKE YOUR MOVE?

**SOUTHWEST FLORIDA MARKET WATCH
November 2025**



**Tania Agathos, PA
Broker Associate – Realtor®
239.292.2131**



**Please visit my website for more information
LivingLifeInSWFL.com**

A woman with long brown hair, wearing a purple sleeveless top and black pants, is sitting on a black stool in a modern kitchen. The kitchen features white cabinetry, a white countertop, and a large island with a white countertop. A vase with yellow flowers is on the island. The background is a bright, well-lit kitchen with wooden floors.

Message from *Tania*

Ready to make a move? Look no further! As a seasoned real estate professional serving Southwest Florida, I understand that every transition in life deserves the utmost attention and care. Whether you're relocating for work, seeking a change of scenery, or finally ready to invest in your dream home, I am here to streamline the process and ensure a smooth and stress-free experience from start to finish. With a deep knowledge of the Southwest Florida market and a commitment to personalized service, I am dedicated to helping you find the perfect property that aligns with your unique needs and preferences. Let's take the next step together and make your real estate goals a reality in the vibrant and welcoming communities of Southwest Florida!

"I am here to share my array of knowledge in the ever-changing market conditions to help you achieve the best possible outcome for your individual situation!"

Stay Safe, Stay Kind & Stay Connected!

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WHY HIRE A REAL ESTATE EXPERT

Did you know, only about 8% of sellers go the for-sale-by-owner (FSBO) path, according to Zillow Group Consumer Housing Trends Report 2022. Because of the complexity of the paperwork, another 17% did most of the work, but felt they still needed to hire an agent to help finalize the sale. Here are a few key benefits of hiring a Real Estate Expert.

- *Understanding the current market trends*
- *Organizing inspection timelines per legal contract documents, repairs, and managing all aspects from listing, photography, negotiating, staging options, and curb appeal.*
- *Manage and review over 30 pages of legal documents*
- *Likely to get you more money for your property*
- *Likely to generate a speedier sale*
- *Helps juggle many moving parts of the process*
 - *Setting an asking price based on market data*
 - *Advertising the home on various platforms*
 - *Assists in preparing the house for showings*
 - *Shows the home to buyers*
 - *Negotiates offers*
 - *Prepares contracts*
 - *Reviews seller disclosures*
 - *Review loan paperwork*
 - *Home inspections*
 - *Buyer inspections*
 - *Appraisals*
 - *Closing documents*
 - *Walkthrough*
 - *Closing*
- *Can identify home improvements to help the sale*
- *Expert at setting the right price*
- *Designs a winning market strategy*
 - *Optimized listings*
 - *Cleaning & staging tips*
- *Manages and explains all those documents to you and navigates the tricky lingo*
- *Acts as a skilled negotiator*
- *Serves as an advocate from listing to closing*
- *Has access to off-market listings*
- *Spots red flags*
- *Helps craft a competitive offer*
- *Helps negotiate in a hot market*
- *Navigates contingencies*
- *Creates solutions for unpleasant surprises*

And that's not all, call Tania Agathos, Broker Associate today to find out why hiring a Real Estate Expert is right for you!



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RELOCATION UTILITY SERVICES

Our goal is to make the move into your new home as smooth as possible. This information sheet includes important phone numbers to help ease your transition. Keep in mind many services may be initiated, transferred, and paid online. Some services may require a deposit. Additional information is available on each service provider website.

ELECTRIC SERVICE

Cape Coral Lee County Electric Cooperative (LCEC)
www.lcec.net
239-656-2300
800-599-2356



Fort Myers Florida Power & Light (FPL)
239-334-7754



WATER SERVICE

Cape Coral City of Cape Coral
www.capecoral.net
239-574-7722



Fort Myers City of Fort Myers
www.cityftmyers.com
239-321-8100



CABLE

Cape Coral & Fort Myers Xfinity
www.xfinity.com
1-800-934-6489



Cape Coral & Fort Myers CenturyLink
www.centurylink.com
1-855-204-2304



GARBAGE SERVICE

Cape Coral & Fort Myers Waste Pro
www.wasteprousa.com
239-945-0800



The City of Cape Coral provides garbage containers and recycle bins at your request

U.S. POST OFFICE

Pick up a change of address form at any US Post Office branch or change your address online
www.usps.com



WHO IS FEMA?

FEMA is the Federal Emergency Management Agency. It is FEMA's job to carry out the National Flood Insurance Program (NFIP). FEMA is essentially a consumer protection agency. They identify and map areas that are at risk of flooding to citizens. Then, they promote guidelines to the cities and counties for development in areas of high flood probability for the public safety of the citizens.

FEMA is the backer of the National Flood Insurance Program and the entity that ultimately pays all the claims. Everyone has a policy through various carriers, but unless the policy is called a "private market flood insurance policy," it is most likely a National Flood Insurance policy backed by FEMA. So even though a company like American Bankers or Progressive might be on the declarations page for an individual's flood policy, it is a FEMA-backed policy. The claim check will come

WHAT IS THE 50/50 RULE?

FEMA has an important tool in advising citizens on flood risk. It's called Flood Insurance rate Maps (FIRM). These maps change and update periodically. Homes built before the flood maps came into existence or were built under a previous (now outdated) flood map are non-conforming. Owners of nonconforming structures have been able to get insurance under the NFIP.

However, there is a caveat. At a certain point of remodeling or destruction, you must rebuild under current laws. FEMA places the enforcement of these rules on the cities and counties. Often, cities and counties vary in how they govern the law. They are mandated to comply or risk not being able to offer insurance through the NFIP, making it expensive to own. Non-compliance insurance is available but at extremely high rates. "No thanks," consumers say, as they work with this rule.

You cannot improve more than 50% of the "building value." The building value is defined as "the total property value minus the land value."

WHAT IS THE VALUE OF MY HOME?

That is an interesting question. It cannot be answered by any computer model. It takes knowledge.

This is what our realtors have and can share with you. Each case is different. We look at a combination of the following:

- *What is the lot worth?*
- *What was the value before the fact appreciation of the COVID years (2019)*
- *What was the value before Hurricane Ian struck Southwest Florida (2022)*
- *What are the current supply and demand market trends? (More info on the next few pages)*

We look at all these factors to triangulate...



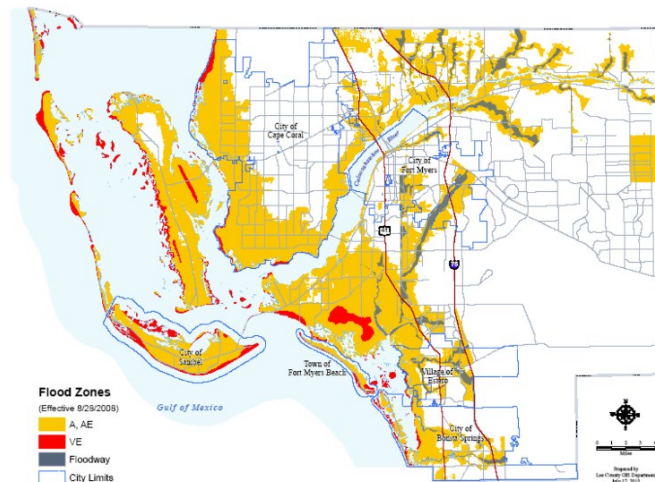
04

DO I NEED FLOOD INSURANCE?

HOW DO I FIND A PROPERTY WHERE I DON'T NEED FLOOD INSURANCE?

They used to say east of 41 was a good bet. But if you look at the map, you will see flood areas east of 41. You can find the flood zone of properties you are interested in. If you are buying, use an As-Is contract, get a quote for insurance within your Due Diligence Period. If it is too high, you can cancel or renegotiate.

Lee County Flood Zones and Regulatory Floodways established by FEMA



You can find your flood zone by visiting:

www.msc.fema.gov/portal/home
Find on the map what your zone is, then determine if you are in a flood zone and will need insurance.

ZONES:

High risk zones

Mandatory flood insurance purchase requirements.

A, AE, A1-30, AH, AO, AR, A99, V, VE, V1-30

Areas subject to inundation by the 1-percent-annual-chance flood event generally determined using approximate methodologies.

Moderate risk zones

Non-mandatory flood insurance purchase requirements.

X (SHADED), B

An area of minimal flood hazard that is determined to be outside the Special Flood Hazard Area and higher than the elevation of the 0.2-percent-annualchance (or 500-year) flood.

Low-risk zones

Non-mandatory flood insurance purchase requirements.

X (UNSHADED), C

An area of minimal flood hazard that is determined to be outside the Special Flood Hazard Area and higher than the elevation of the 0.2-percent-annualchance (or 500-year) flood.

COUNTY-WIDE SALES TOTALS: UNITS AND VOLUME

This section presents the combined results for all markets, comparing total units sold and total dollar volume in 2025 VS 2024.

Total Units Sold Difference (Condo & Homes) January 1 to October 31, 2025 vs 2024

	Fort Myers	Cape Coral	FMB FB 01-05	Sanibel	Captiva	Pine Island	Total Units
2025	3415	4756	195	216	22	177	8781
2024	3463	4889	195	217	17	178	8959
% Difference	-1.4%	-2.7%	0%	-.5%	+22%	-.6%	-2%



Total Volume Difference (Condo & Homes) January 1 to October 31, 2025 vs 2024

	Fort Myers	Cape Coral	FMB FB 01-05	Sanibel	Captiva	Pine Island	Total Volume
2025	\$1,610,111,509	\$2,106,727,517	\$166,108,164	\$238,380,777	\$32,866,000	\$93,040,800	\$4,247,234,767
2024	\$1,707,093,378	\$2,335,559,784	\$161,963,205	\$272,805,400	\$38,197,500	\$106,165,570	\$4,621,784,837
% Difference	-5.7%	-9.8%	+ 2.5%	-12.6%%	-14%	-12.4%	-8%



INVENTORY & PENDING TRENDS: RESIDENTIAL

RESIDENTIAL INVENTORY LAST 5 YEARS IN NOVEMBER

City	2021	2022	2023	2024	2025	Absorption in months*
Sanibel	28	31	97	108	169	14.4 Months
Captiva	7	7	18	20	27	21.6 Months
Fort Myers	209	356	824	920	941	5.5 Months
Ft Myers Beach FB 01-05	39	41	74	99	149	18.9 Months
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	372	687	1314	1468	1398	6 Months
Pine Island	41	33	120	143	185	12.3 Months



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* Pace of sales. Calculated by active listings divided by closed sales over 12 months.

RESIDENTIAL PENDING LAST 5 YEARS IN NOVEMBER

City	2021	2022	2023	2024	2025
Sanibel	27	10	20	9	18
Captiva	4	1	0	1	1
Fort Myers	343	213	200	186	208
Ft Myers Beach FB 01-05	22	12	9	9	4
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	535	256	277	226	305
Pine Island	31	8	12	8	16



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INVENTORY & PENDING TRENDS: CONDO

CONDO INVENTORY LAST 5 YEARS IN NOVEMBER

City	2021	2022	2023	2024	2025	Absorption in months*
Sanibel	15	18	73	75	139	19 Months
Captiva	2	5	21	27	43	50 Months
Fort Myers	116	308	1017	1426	1482	9.5 Months
Ft Myers Beach FB 01-05	42	61	121	180	228	19.8 Months
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	39	90	253	307	328	9.8 Months
Pine Island	1	0	10	18	20	15.2 Months



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* Pace of sales. Calculated by active listings divided by closed sales over 12 months.

CONDO PENDING LAST 5 YEARS IN NOVEMBER

City	2021	2022	2023	2024	2025
Sanibel	29	4	8	7	11
Captiva	45	0	5	0	1
Fort Myers	371	240	208	131	170
Ft Myers Beach FB 01-05	37	6	18	10	9
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	64	35	33	22	30
Pine Island	2	3	0	2	1



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MARKET PERFORMANCE BY AREA

This section breaks down residential and condo sales across Lee County's key markets: Fort Myers, Fort Myers Beach, Cape Coral, Pine Island, Sanibel, and Captiva. Each page compares 2025 vs. 2024, highlighting units sold, total volume, and price range trends to show how each community's market has evolved.

Fort Myers Sales 2025 vs 2024 January 1 to October 31, Matrix FM01-FM22 Residential and Condo

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	48	415	759	747	775	321	127	223	3415
Volume	\$3,807,380	\$65,934,709	\$190,673,617	\$259,373,763	\$368,155,585	\$219,056,425	\$112,293,913	\$390,816,117	\$1,610,111,509

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	19	322	668	811	920	376	146	201	3463
Volume	\$1,631,100	\$51,969,787	\$167,194,423	\$281,028,010	\$446,980,642	\$129,673,167	\$129,673,167	\$372,419,785	\$1,707,093,378



Fort Myers Beach Sales (homes & condos) 2025 vs 2024 January 1 to October 31, Matrix FB01 – FB05 Volume & Units

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	0	0	7	18	59	38	37	36	195
Volume	\$0	\$0	\$1,726,400	\$6,140,000	\$28,695,975	\$26,396,750	\$32,709,300	\$70,439,739	\$166,108,164

2024	0-99	100-199	200-299	300-399	400-5959	600-799	800- 1M	1M +	Total
Units	0	0	6	16	70	42	21	40	195
Volume	\$0	\$0	\$1,596,500	\$5,596,000	\$34,344,521	\$29,730,500	\$18,574,000	\$72,121,684	\$161,963,205



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Cape Coral Sales 2025 vs 2024 January 1 to October 31, CC11-CC45 Matrix (homes and condos) Volume & Units

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	10	207	876	1798	1145	390	130	200	4756
Volume	\$878,000	\$33,173,324	\$232,212,246	\$619,487,889	\$549,409,584	\$264,415,592	\$115,276,071	\$291,874,811	\$2,106,727,517

NW 33991 – 476 sales totaling \$222,497,423 • NE 33990 – 472 sales totaling \$184,863,839
SE 33904 – 700 sales totaling \$326,548,653 • SW 33914 – 956 sales totaling \$560,171,794

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	3	115	505	1982	1418	449	177	240	4889
Volume	\$219,000	\$19,392,689	\$134,395,501	\$689,181,377	\$670,487,750	\$304,842,189	\$156,911,550	\$360,129,728	\$2,335,559,784

NW 33991 – 585 sales totaling \$276,290,406 • NE 33990 – 420 sales totaling \$172,181,621
SE 33904 – 730 sales totaling \$379,552,659 • SW 33914 – 948 sales totaling \$623,442,021

Cape Coral Sales by Zip Code (NW, NE, SE, SW) January 1 to October 31, Cape Coral - Matrix (homes and condos)

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
NW 33991	0	2	60	165	158	67	15	9	476
Volume	\$0	\$316,500	\$16,159,970	\$58,028,380	\$76,588,151	\$45,471,922	\$13,588,000	\$12,344,500	\$222,497,423 Absorption 7.5/mo
NE 33990	2	17	94	192	119	39	6	3	472
Volume	\$180,000	\$2,615,000	\$25,364,879	\$66,015,217	\$55,989,743	\$26,177,800	\$5,186,200	\$3,335,000	\$184,863,839 Absorption 5/mo
SE 33904	6	82	170	146	159	78	17	42	700
Volume	\$513,000	\$13,079,465	\$42,801,052	\$50,478,924	\$78,081,739	\$51,990,230	\$14,568,000	\$75,036,243	\$326,548,653 Absorption 7.4/mo
SW 33914	2	35	100	221	275	147	66	110	956
Volume	\$185,000	\$5,502,449	\$26,212,340	\$77,101,266	\$134,201,378	\$100,700,440	\$58,783,296	\$157,485,625	\$560,171,794 Absorption 7.3/mo

Pine Island 2025 vs 2024 sales/volume January 1 to October 31, Matrix PI01, PI02, PI03 Residential and Condo

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	1	9	23	41	45	29	16	13	177
Volume	\$75,000	\$1,396,500	\$6,035,900	\$14,087,500	\$22,602,900	\$19,717,000	\$14,267,000	\$14,859,000	\$93,040,800

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	0	7	16	34	55	28	19	19	178
Volume	\$0	\$928,695	\$4,171,000	\$11,981,000	\$27,825,000	\$18,694,960	\$16,624,140	\$25,940,775	\$106,165,570



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Sanibel Sales 2025 vs 2024
January 1 to October 31, Residential - Matrix
Volume & Units

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	5	9	26	24	46	21	131
Volume	\$1,721,000	\$4,700,000	\$18,117,500	\$21,112,500	\$62,509,199	\$62,758,000	\$170,918,199

2024	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	2	8	25	22	70	24	151
Volume	\$769,000	\$4,270,000	\$17,556,000	\$20,122,000	\$95,087,000	\$79,881,500	\$217,685,500



Captiva Sales 2025 vs 2024
January 1 to October 31, Residential - Matrix
Volume & Units

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	0	0	0	3	4	5	12
Volume	\$0	\$0	0	\$2,745,000	\$5,765,000	\$18,312,000	\$26,822,000

2024	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	0	0	0	0	0	6	6
Volume	\$0	\$0	0	\$0	\$0	\$18,522,500	\$18,522,500



Sanibel Sales 2025 vs 2024
January 1 to October 31, Condo - Matrix
Volume & Units

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	9	22	14	19	21	0	85
Volume	\$2,649,500	\$11,013,000	\$9,639,100	\$16,628,313	\$27,532,665	\$0	\$67,462,578

2024	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	5	17	13	14	16	1	66
Volume	\$1,769,000	\$8,784,000	\$8,929,900	\$12,154,500	\$21,382,500	\$2,100,000	\$55,119,900



Captiva Sales 2025 vs 2024
January 1 to October 31, Condos - Matrix
Volume & Units

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	4	3	1	0	2	0	10
Volume	\$1,124,000	\$1,490,000	\$635,000	\$0	\$2,795,000	\$0	\$6,044,000

2024	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	0	1	1	4	2	3	11
Volume	\$0	\$595,000	\$600,000	\$3,660,000	\$3,000,000	\$11,820,000	\$19,675,000



SUMMER SALES SNAPSHOT

This section provides a focused analysis of residential and condo sales activity across Lee County's key markets during the summer months (June, July, and August). Each area's results for 2025 are compared to the same period in 2024, highlighting units sold, total dollar volume, and shifts across different price ranges. Use this chart to quickly see seasonal trends and how summer sales stack up year-over-year.



COUNTY-WIDE SALES TOTALS: UNITS AND VOLUME

This section presents the combined results for all markets, comparing total units sold and total dollar volume in the summer months.

Summer Chart

Total Units Sold Difference (Condo & Homes)

June, July, August, 2025 vs 2024

	Fort Myers	Cape Coral	FMB FB 01-05	Sanibel	Captiva	Pine Island	Total Units
2025	1019	1462	61	63	11	64	2680
2024	984	1567	49	52	4	43	2699
% Difference	+3.4%	-6.7%	+19.7%	+17.5%	+63.6%	+33%	- .7%



Summer Chart

Total Volume Difference (Condo & Homes)

June, July, August, 2025 vs 2024

	Fort Myers	Cape Coral	FMB FB 01-05	Sanibel	Captiva	Pine Island	Total Volume
2025	\$430,490,777	\$623,552,164	\$46,452,150	\$72,519,699	\$20,907,000	\$31,072,400	\$1,224,994,190
2024	\$479,872,134	\$727,642,818	\$49,506,684	\$67,838,000	\$8,025,000	\$24,127,015	\$1,357,011,651
% Difference	-10.3%	-14.3%	-6.2%	+6.5%	+61.6%	+22.4%	-9.8%



SUMMER MARKET PERFORMANCE BY AREA

This section provides a focused analysis of residential and condo sales activity across Lee County's key markets during the summer months (June, July, and August). Each area's results for 2025 are compared to the same period in 2024, highlighting units sold, total dollar volume, and shifts across different price ranges. Use this chart to quickly see seasonal trends and how summer sales stack up year-over-year.

Summer Chart

Fort Myers Sales 2025 vs 2024 June, July, August, Matrix FM01-FM22 Residential and Condo

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	18	136	242	225	225	96	30	47	1019
Volume	\$1,475,000	\$21,395,200	\$59,578,349	\$78,143,646	\$106,516,757	\$65,943,325	\$26,530,500	\$70,908,000	\$430,490,777

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	7	97	186	211	293	107	30	53	984
Volume	\$593,200	\$15,507,674	\$46,349,755	\$73,531,520	\$141,704,224	\$73,088,300	\$26,564,167	\$102,533,294	\$479,872,134



Summer Chart

Fort Myers Beach Sales (homes & condos) 2025 vs 2024 June, July, August, Matrix FB01 – FB05 Volume & Units

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	0	0	4	6	17	11	16	7	61
Volume	\$0	\$0	\$1,003,900	\$1,905,000	\$8,307,500	\$7,706,750	\$14,225,500	\$13,303,500	\$46,452,150

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	0	0	1	5	17	13	3	10	49
Volume	\$0	\$0	\$269,500	\$1,685,000	\$8,375,500	\$9,144,500	\$2,575,000	\$27,457,184	\$49,506,684



Tania Agathos, PA - Broker Associate 239.292.2131
<https://www.livinglifeinswfl.com/>

Summer Chart

Cape Coral Sales 2025 vs 2024 June, July, August, CC11-CC45 Matrix (homes and condos)

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	4	59	295	568	331	116	41	48	1462
Volume	\$363,000	\$9,331,190	\$77,737,933	\$196,140,332	\$158,261,165	\$78,481,445	\$36,456,750	\$66,780,349	\$623,552,164

NW 33991 – 143 sales totaling \$67,882,948 • NE 33990 – 138 sales totaling \$52,651,065
SE 33904 – 202 sales totaling \$85,904,822 • SW 33914 – 300 sales totaling \$164,638,906

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	1	35	163	667	438	152	52	59	1567
Volume	\$95,000	\$5,820,300	\$43,672,945	\$232,223,548	\$205,935,482	\$103,643,384	\$45,881,975	\$90,370,184	\$727,642,818

NW 33991 – 184 sales totaling \$83,153,475 • NE 33990 – 141 sales totaling \$56,205,708
SE 33904 – 227 sales totaling \$108,251,454 • SW 33914 – 275 sales totaling \$177,824,799



Summer Chart

Pine Island 2025 vs 2024 sales/volume June, July, August, Matrix PI01, PI02, PI03 Residential and Condo

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	1	4	8	19	15	8	4	5	64
Volume	\$75,000	\$534,000	\$2,076,000	\$6,553,500	\$7,402,900	\$5,314,000	\$3,712,000	\$5,405,000	\$31,072,400

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	0	1	3	9	17	5	5	3	43
Volume	\$0	\$112,500	\$750,000	\$3,063,000	\$8,425,000	\$3,345,000	\$4,471,515	\$3,960,000	\$24,127,015



Summer Chart

Sanibel Sales 2025 vs 2024 June, July, August, Residential - Matrix Volume & Units

2025	0-399	400-599	600-799	800-999	1M - 2M	2M +	Total
Units	1	1	11	5	17	8	43
Volume	\$350,000	\$435,000	\$7,765,000	\$4,450,000	\$23,569,699	\$22,625,000	\$59,194,699

2024	0-399	400-599	600-799	800-999	1M - 2M	2M +	Total
Units	0	1	6	4	18	7	36
Volume	\$0	\$550,000	\$4,270,000	\$3,680,500	\$24,143,500	\$22,300,000	\$54,944,000



Summer Chart

Captiva Sales 2025 vs 2024 June, July, August, Residential - Matrix Volume & Units

2025	0-399	400-599	600-799	800-999	1M - 2M	2M +	Total
Units	0	0	0	1	2	4	7
Volume	\$0	\$0	0	\$985,000	\$2,855,000	\$15,612,000	\$19,452,000

2024	0-399	400-599	600-799	800-999	1M - 2M	2M +	Total
Units	0	0	0	0	0	2	2
Volume	\$0	\$0	0	\$0	\$0	\$6,250,000	\$6,250,000



Summer Chart

Sanibel Sales 2025 vs 2024 June, July, August, Condo - Matrix Volume & Units

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	2	7	5	4	2	0	20
Volume	\$625,000	\$3,357,500	\$3,337,500	\$3,580,000	\$2,425,000	\$0	\$13,325,000

2024	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	2	4	3	3	4	0	16
Volume	\$750,000	\$2,104,000	\$2,065,000	\$2,790,000	\$5,185,000	\$0	\$12,894,000



Summer Chart

Captiva Sales 2025 vs 2024 June, July, August, Condos - Matrix Volume & Units

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	3	1	0	0	0	0	4
Volume	\$865,000	\$590,000	\$0	\$0	\$0	\$0	\$1,455,000

2024	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	0	0	0	2	0	0	2
Volume	\$0	\$0	\$0	\$1,775,000	\$0	\$0	\$1,775,000





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million
annual global
transactions

\$586
billion total
annual home
sales volume

550
companies

4,700
offices

136,000
sales
associates

70+
countries

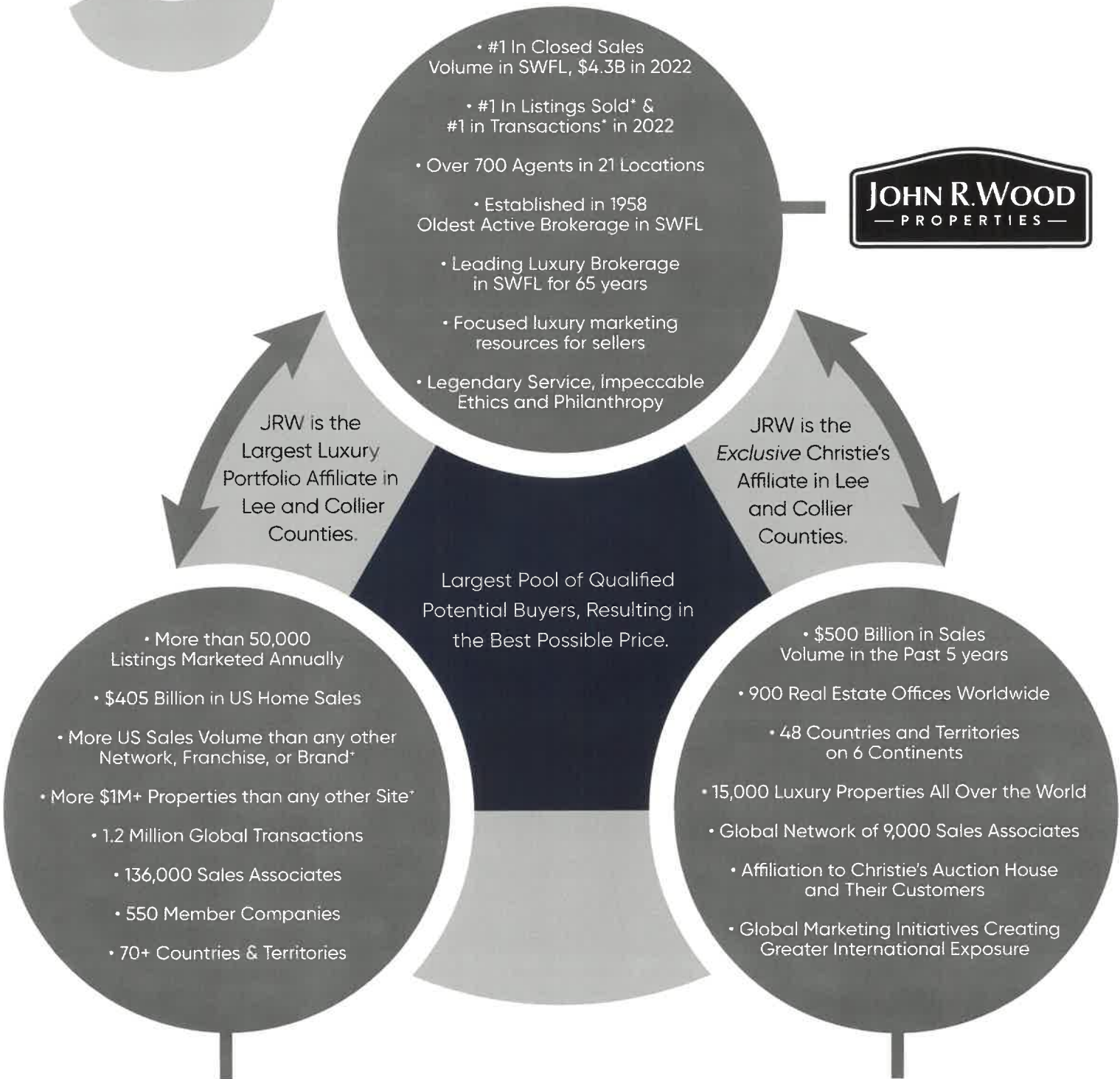
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+Source: Real Trends 500 for 2020 and Business Consulting 2022

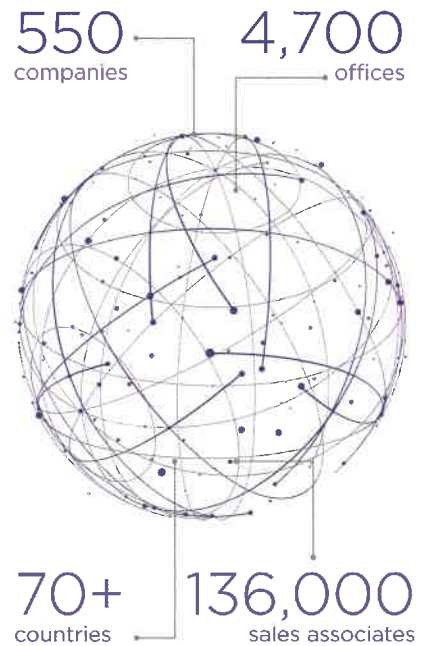


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BJ

"Tania Agathos was truly exceptional, I have known her personally for over 20 years, so when it came time to sell, I knew exactly who I wanted to help me sell my home. The amount of time and effort she put into walking me through the process was incredible. This is a particularly challenging time in real estate especially in Florida but though it all she was always patient and professional. The entire TEAM was behind Tania and help get me to the finish line/closing. I would not hesitate to recommend her to any of my family or friends her diligence and level of time/ dedication is very much appreciated."
TAJ

"What an amazing experience. From the beginning to the end. We had a comfortable and easy experience purchasing our home. Tania and her team are exceptional in their knowledge and ability to expedite our purchase. This was definitely the easiest and best collaboration I have had purchasing a home or anything else, for that matter. Thank you Tania"
JM