

# ARE YOU READY TO MAKE YOUR MOVE?

**SOUTHWEST FLORIDA MARKET WATCH**  
September 2025



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**239.292.2131**



Please visit my website for more information  
[LivingLifeInSWFL.com](http://LivingLifeInSWFL.com)

A woman with long brown hair, wearing a purple ruffled 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 top and wooden base. A vase with yellow flowers sits on the island. The background is a bright, clean kitchen with a dining table and chairs visible on the left.

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

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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.

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- *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](http://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](http://www.capecoral.net)  
239-574-7722



Fort Myers City of Fort Myers  
[www.cityftmyers.com](http://www.cityftmyers.com)  
239-321-8100



## CABLE

Cape Coral & Fort Myers Xfinity  
[www.xfinity.com](http://www.xfinity.com)  
1-800-934-6489



Cape Coral & Fort Myers CenturyLink  
[www.centurylink.com](http://www.centurylink.com)  
1-855-204-2304



## GARBAGE SERVICE

Cape Coral & Fort Myers Waste Pro  
[www.wasteprousa.com](http://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](http://www.usps.com)



# WHO IS FEMA?

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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

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# WHAT IS THE 50/50 RULE?

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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."

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# WHAT IS THE VALUE OF MY HOME?

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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...

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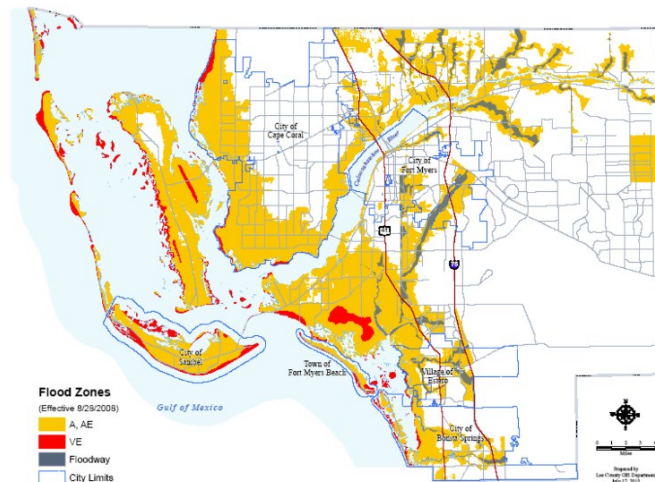
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# DO I NEED FLOOD INSURANCE?

## 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](http://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 August 31, 2025 vs 2024

	Fort Myers	Cape Coral	FMB FB 01-05	Sanibel	Captiva	Pine Island	Total Units
2025	2889	3869	159	177	17	142	7253
2024	3001	4110	173	198	15	156	7653
% Difference	-7.2%	-5.9%	-8.1%	-10.6%	+11.8%	-9%	-5.2%



## Total Volume Difference (Condo & Homes)

January 1 to August 31, 2025 vs 2024

	Fort Myers	Cape Coral	FMB FB 01-05	Sanibel	Captiva	Pine Island	Total Volume
2025	\$1,364,421,614	\$1,717,567,904	\$141,728,164	\$204,360,277	\$29,272,000	\$72,657,400	\$3,530,007,359
2024	\$1,496,822,186	\$1,989,064,766	\$147,053,205	\$250,547,400	\$34,122,500	\$91,332,670	\$4,008,942,727
% Difference	-8.8%	-13.6%	-3.6%	-18.4%	-14.2%	-20.4%	-12%



# INVENTORY & PENDING TRENDS: RESIDENTIAL

## RESIDENTIAL INVENTORY LAST 5 YEARS IN SEPTEMBER

City	2021	2022	2023	2024	2025	Absorption in months*
Sanibel	31	31	82	93	154	13.3 Months
Captiva	12	7	11	19	31	26.6 Months
Fort Myers	207	432	602	802	893	5.2 Months
Ft Myers Beach FB 01-05	32	42	64	98	147	20.6 Months
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	356	810	1097	1435	1444	6.7 Months
Pine Island		53	102	149	187	12.9 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 SEPTEMBER

City	2021	2022	2023	2024	2025
Sanibel	30	13	17	10	17
Captiva	2	2	1	2	2
Fort Myers	364	274	230	192	194
Ft Myers Beach FB 01-05	19	12	15	7	7
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	521	395	324	275	280
Pine Island		15	22	23	23



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# INVENTORY & PENDING TRENDS: CONDO

## CONDO INVENTORY LAST 5 YEARS IN SEPTEMBER

City	2021	2022	2023	2024	2025	Absorption in months*
Sanibel	19	28	60	75	139	18.9 Months
Captiva	3	5	16	24	42	72 Months
Fort Myers	142	304	788	1329	1308	8.4 Months
Ft Myers Beach FB 01-05	49	75	117	175	217	20 Months
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	52	95	217	310	322	11.5 Months
Pine Island		1	9	15	17	14.6 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 SEPTEMBER

City	2021	2022	2023	2024	2025
Sanibel	21	5	5	9	11
Captiva	4	0	1	0	2
Fort Myers	380	259	221	157	138
Ft Myers Beach FB 01-05	39	37	11	14	17
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	51	49	35	18	28
Pine Island		1	0	0	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 August 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	38	343	647	639	650	273	106	193	2889
Volume	\$3,065,200	\$54,428,400	\$162,059,417	\$222,047,314	\$308,587,906	\$186,488,025	\$93,914,913	\$333,830,439	\$1,364,421,614

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	18	266	567	707	810	325	128	180	3001
Volume	\$1,551,100	\$43,106,787	\$141,846,123	\$244,869,373	\$393,125,397	\$221,623,454	\$113,825,167	\$336,874,785	\$1,496,822,186



## Fort Myers Beach Sales (homes & condos) 2025 vs 2024 January 1 to August 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	5	14	45	30	34	31	159
Volume	\$0	\$0	\$1,233,900	\$4,715,000	\$21,810,475	\$20,607,750	\$30,055,300	\$63,305,739	\$141,728,164

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	0	0	6	12	62	38	18	37	173
Volume	\$0	\$0	\$1,596,500	\$4,155,000	\$30,325,521	\$26,995,500	\$15,799,000	\$68,181,684	\$147,053,205



## Cape Coral Sales 2025 vs 2024 January 1 to August 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	8	165	706	1481	914	315	111	169	3869
Volume	\$714,000	\$26,560,099	\$187,548,062	\$511,217,872	\$437,241,341	\$213,280,592	\$98,588,571	\$242,417,367	\$1,717,567,904

NW 33991 – 393 sales totaling \$184,502,881 • NE 33990 – 378 sales totaling \$148,480,765  
SE 33904 – 584 sales totaling \$269,473,528 • SW 33914 – 764 sales totaling \$453,530,168

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	2	100	421	1640	1181	387	156	223	4110
Volume	\$167,500	\$16,975,568	\$111,704,487	\$569,563,617	\$557,956,310	\$262,794,144	\$138,241,847	\$331,661,293	\$1,989,064,766

NW 33991 – 481 sales totaling \$228,592,112 • NE 33990 – 366 sales totaling \$150,371,100  
SE 33904 – 618 sales totaling \$323,046,484 • SW 33914 – 819 sales totaling \$549,108,889

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

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
<b>NW 33991</b>	0	2	50	137	126	58	12	8	393
Volume	\$0	\$316,500	\$13,609,700	\$48,450,508	\$61,114,151	\$39,069,522	\$10,918,000	\$11,024,500	\$184,502,881 Absorption 6.6/mo

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
<b>NE 33990</b>	2	14	71	153	98	32	5	3	378
Volume	\$180,000	\$2,085,000	\$19,041,370	\$52,384,652	\$45,663,243	\$21,465,300	\$4,326,200	\$3,335,000	\$148,480,765 Absorption 6/mo

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
<b>SE 33904</b>	4	62	147	123	138	63	13	34	584
Volume	\$349,000	\$10,085,740	\$37,215,552	\$42,734,024	\$67,554,739	\$42,216,230	\$11,155,000	\$58,163,243	\$269,473,528 Absorption 6.2/mo

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
<b>SW 33914</b>	2	29	78	170	218	116	59	92	764
Volume	\$185,000	\$4,573,949	\$20,313,840	\$59,422,789	\$106,162,829	\$79,522,840	\$52,513,296	\$130,835,625	\$453,530,168 Absorption 7.9/mo

## Pine Island 2025 vs 2024 sales/volume January 1 to August 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	8	20	34	36	22	9	12	142
Volume	\$75,000	\$1,251,500	\$5,221,000	\$11,618,500	\$18,000,900	\$14,814,500	\$8,102,000	\$13,574,000	\$72,657,400

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	0	7	14	30	51	23	17	14	156
Volume	\$0	\$928,695	\$3,667,000	\$10,556,000	\$25,775,000	\$15,350,060	\$14,822,140	\$20,233,775	\$91,332,670



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

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	3	6	22	15	41	20	107
Volume	\$956,000	\$3,225,000	\$15,382,500	\$13,111,000	\$56,816,699	\$59,298,000	\$148,789,199

2024	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	2	7	22	17	70	22	140
Volume	\$769,000	\$3,685,000	\$15,326,000	\$15,655,000	\$95,087,000	\$70,556,500	\$201,078,500



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

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	0	0	0	2	3	5	10
Volume	\$0	\$0	0	\$1,895,000	\$4,415,000	\$18,312,000	\$24,622,000

2024	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	0	0	0	0	0	4	4
Volume	\$0	\$0	0	\$0	\$0	\$14,447,500	\$14,447,500



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

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	9	17	11	15	18	0	70
Volume	\$2,649,500	\$8,638,000	\$7,510,100	\$13,165,813	\$23,607,665	\$0	\$55,571,078

2024	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	4	14	12	12	15	1	58
Volume	\$1,449,000	\$7,298,000	\$8,279,900	\$10,324,500	\$20,017,500	\$2,100,000	\$49,468,900



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

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	3	2	0	0	2	0	7
Volume	\$865,000	\$990,000	\$0	\$0	\$2,795,000	\$0	\$4,650,000

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



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# 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

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## 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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**1.2**  
million  
annual global  
transactions

**\$586**  
billion total  
annual home  
sales volume

**550**  
companies

**4,700**  
offices

**136,000**  
sales  
associates

**70+**  
countries

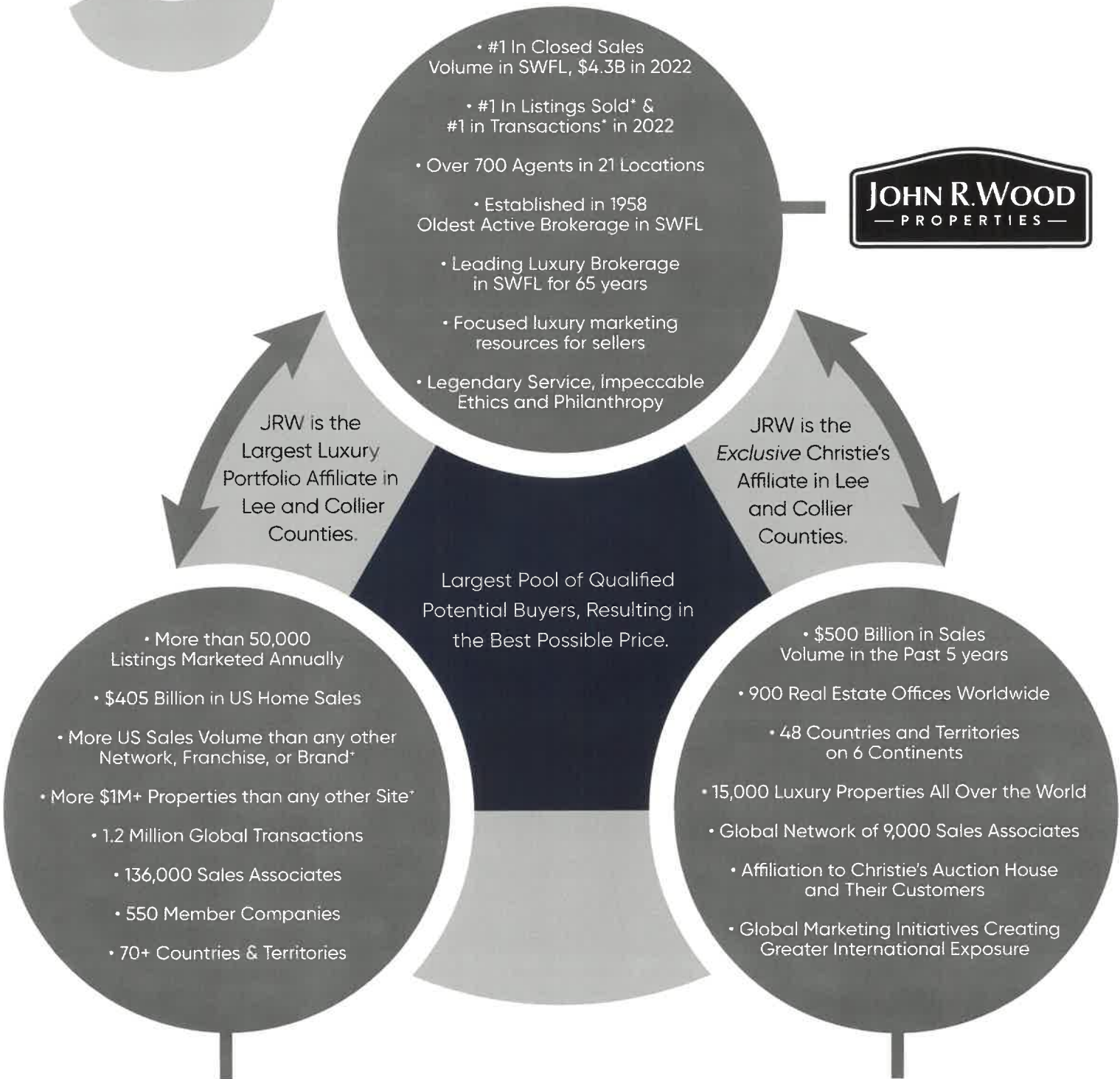
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+Source: Real Trends 500 for 2020 and Business Consulting 2022

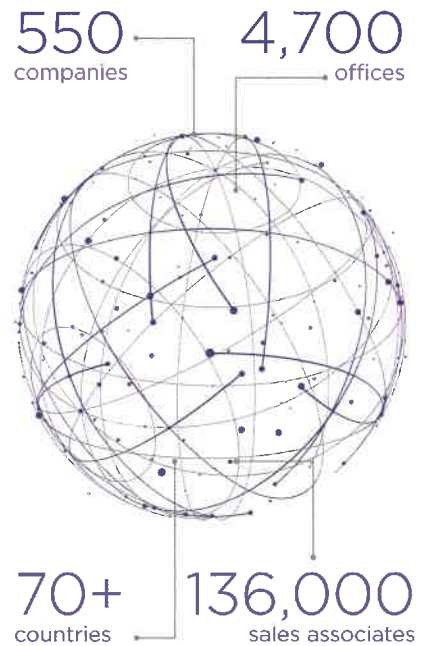


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# I'M LOCAL I'M GLOBAL<sup>®</sup>

**1.2**  
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countries

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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