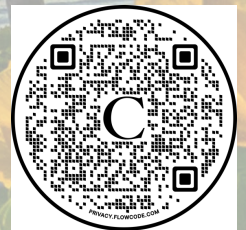


# ARE YOU READY TO MAKE YOUR MOVE?

SWFL REAL ESTATE MARKET WATCH  
October 2025



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



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

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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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Tania Agathos, PA - Broker Associate 239.292.2131

<https://www.livinglifeinswfl.com/>

# 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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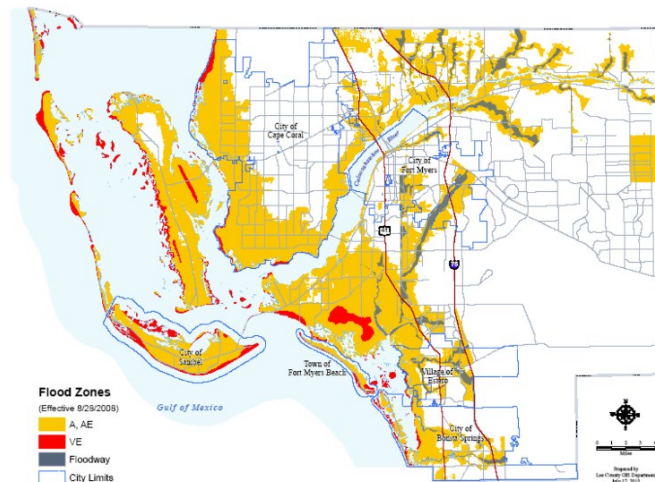
04

# 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](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 September 30, 2025 vs 2024

	Fort Myers	Cape Coral	FMB FB 01-05	Sanibel	Captiva	Pine Island	Total Units
2025	3146	4306	182	198	20	163	8015
2024	3242	4518	190	211	17	167	8345
% Difference	-3%	-4.7%	-4.2%	-6.2%	+15%	-2.4%	-4%



## Total Volume Difference (Condo & Homes) January 1 to September 30, 2025 vs 2024

	Fort Myers	Cape Coral	FMB FB 01-05	Sanibel	Captiva	Pine Island	Total Volume
2025	\$1,489,539,939	\$1,899,431,641	\$157,655,164	\$225,054,277	\$31,972,000	\$85,341,900	\$3,888,994,921
2024	\$1,597,173,880	\$2,174,000,932	\$157,838,205	\$264,509,400	\$38,197,500	\$99,093,670	\$4,330,813,587
% Difference	-6.7%	-12.6%	-1%	-15%	-16.3%	-14%	-12%



# INVENTORY & PENDING TRENDS: RESIDENTIAL

## RESIDENTIAL INVENTORY LAST 5 YEARS IN OCTOBER

City	2021	2022	2023	2024	2025	Absorption in months*
Sanibel	30	29	77	91	153	12.7 Months
Captiva	9	8	14	20	28	21.6 Months
Fort Myers	202	379	728	851	877	5.1 Months
Ft Myers Beach FB 01-05	43	28	69	100	140	18.7 Months
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	366	691	1234	1442	1389	7.3 Months
Pine Island		39	107	143	186	12.3 Months



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Sanibel • Captiva • Fort Myers • Fort Myers Beach • Cape Coral • Pine Island

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

## RESIDENTIAL PENDING LAST 5 YEARS IN OCTOBER

City	2021	2022	2023	2024	2025
Sanibel	23	8	20	11	11
Captiva	4	1	0	1	0
Fort Myers	326	221	224	197	195
Ft Myers Beach FB 01-05	13	5	8	3	5
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	545	290	278	279	282
Pine Island		8	24	20	17



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# INVENTORY & PENDING TRENDS: CONDO

## CONDO INVENTORY LAST 5 YEARS IN OCTOBER

City	2021	2022	2023	2024	2025	Absorption in months*
Sanibel	21	25	68	75	125	17 Months
Captiva	2	6	18	24	41	60 Months
Fort Myers	132	265	932	1391	1354	8.8 Months
Ft Myers Beach FB 01-05	39	71	121	183	215	19 Months
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	43	91	246	316	318	9.5 Months
Pine Island		0	10	15	20	15.2 Months



Sanibel • Captiva • Fort Myers • Fort Myers Beach • Cape Coral • Pine Island

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

## CONDO PENDING LAST 5 YEARS IN OCTOBER

City	2021	2022	2023	2024	2025
Sanibel	20	4	4	6	11
Captiva	4	0	3	0	3
Fort Myers	384	224	208	149	149
Ft Myers Beach FB 01-05	44	13	16	12	8
Cape Coral NW 33991, NE 33990, SE 33904, SW 33914	54	40	41	28	24
Pine Island		4	0	2	4



Sanibel • Captiva • Fort Myers • Fort Myers Beach • Cape Coral • Pine Island

# 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 September 30, Matrix FM01-FM22 Residential and Condo

2025	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	41	380	705	694	707	293	115	211	3146
Volume	\$3,323,200	\$60,176,545	\$176,889,217	\$241,096,216	\$335,829,705	\$199,855,525	\$101,749,913	\$370,619,618	\$1,489,539,939

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	19	293	625	767	867	348	136	187	3242
Volume	\$1,631,100	\$47,409,287	\$156,463,323	\$265,665,220	\$421,078,034	\$237,315,464	\$120,981,667	\$346,629,785	\$1,597,173,880



## Fort Myers Beach Sales (homes & condos) 2025 vs 2024 January 1 to September 30, 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	6	16	54	35	36	35	182
Volume	\$0	\$0	\$1,508,900	\$5,440,000	\$26,243,475	\$24,042,750	\$31,880,300	\$68,539,739	\$157,655,164

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	0	0	6	15	69	41	20	39	190
Volume	\$0	\$0	\$1,596,500	\$5,221,000	\$33,864,521	\$29,030,500	\$17,624,000	\$70,501,684	\$157,838,205



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<https://www.livinglifeinswfl.com/>

## Cape Coral Sales 2025 vs 2024 January 1 to September 30, 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	188	782	1653	1022	349	122	180	4306
Volume	\$789,309	\$30,067,824	\$207,484,911	\$570,003,186	\$489,559,981	\$236,417,492	\$108,343,571	\$256,765,367	\$1,899,431,641

NW 33991 – 438 sales totaling \$205,809,631 • NE 33990 – 431 sales totaling \$169,300,330  
SE 33904 – 632 sales totaling \$287,082,753 • SW 33914 – 854 sales totaling \$500,879,498

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	2	105	469	1828	1293	421	166	234	4518
Volume	\$167,500	\$17,748,543	\$124,955,901	\$635,110,812	\$611,094,612	\$285,837,489	\$147,129,347	\$351,956,728	\$2,174,000,932

NW 33991 – 535 sales totaling \$252,663,726 • NE 33990 – 387 sales totaling \$159,502,390  
SE 33904 – 678 sales totaling \$356,649,259 • SW 33914 – 874 sales totaling \$583,947,818

## Cape Coral Sales by Zip Code (NW, NE, SE, SW) January 1 to September 30, 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	54	151	146	62	14	9	438
Volume	\$0	\$316,500	\$14,617,570	\$53,197,988	\$70,765,151	\$41,849,922	\$12,718,000	\$12,344,500	\$205,809,631 Absorption 6.9/mo
<b>NE 33990</b>	2	16	79	178	112	35	6	3	431
Volume	\$180,000	\$2,430,000	\$21,185,370	\$61,205,717	\$52,292,743	\$23,485,300	\$5,186,200	\$3,335,000	\$169,300,330 Absorption 5.4/mo
<b>SE 33904</b>	5	74	159	130	145	69	13	37	632
Volume	\$424,000	\$11,815,465	\$40,051,052	\$44,988,024	\$70,859,739	\$46,078,230	\$11,155,000	\$61,711,243	\$287,082,753 Absorption 7.3/mo
<b>SW 33914</b>	2	30	91	197	243	130	64	97	854
Volume	\$185,000	\$4,730,949	\$23,822,840	\$68,908,769	\$118,630,179	\$89,352,840	\$57,033,296	\$138,215,625	\$500,879,498 Absorption 7.4/mo

## Pine Island 2025 vs 2024 sales/volume January 1 to September 30, 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	22	38	41	26	15	12	163
Volume	\$75,000	\$1,251,500	\$5,766,000	\$12,975,500	\$20,700,900	\$17,722,000	\$13,277,000	\$13,574,000	\$85,341,900

2024	0-99	100-199	200-299	300-399	400-599	600-799	800- 1M	1M +	Total
Units	0	7	15	31	54	26	17	17	167
Volume	\$0	\$928,695	\$3,901,000	\$10,936,000	\$27,375,000	\$17,365,060	\$14,822,140	\$23,765,775	\$99,093,670

**Sanibel Sales 2025 vs 2024**  
**January 1 to September 30, Residential - Matrix**  
**Volume & Units**

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	3	8	24	20	45	21	121
Volume	\$956,000	\$4,200,000	\$16,722,500	\$17,617,500	\$61,284,199	\$62,758,000	\$163,538,199

2024	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	2	8	23	21	70	23	147
Volume	\$769,000	\$4,270,000	\$16,101,000	\$19,166,000	\$95,087,000	\$75,681,500	\$211,074,500



**Captiva Sales 2025 vs 2024**  
**January 1 to September 30, 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 September 30, Condo - Matrix**  
**Volume & Units**

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	9	19	11	18	20	0	77
Volume	\$2,649,500	\$9,533,000	\$7,510,100	\$15,740,813	\$26,082,665	\$0	\$61,516,078

2024	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	4	17	13	14	15	1	64
Volume	\$1,449,000	\$8,784,000	\$8,929,900	\$12,154,500	\$20,017,500	\$2,100,000	\$53,434,900



**Captiva Sales 2025 vs 2024**  
**January 1 to September 30, Condos - Matrix**  
**Volume & Units**

2025	0-399	400-599	600-799	800-999	1M – 2M	2M +	Total
Units	3	3	0	0	2	0	8
Volume	\$865,000	\$1,490,000	\$0	\$0	\$2,795,000	\$0	\$5,150,000

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  
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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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annual global  
transactions

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

**550**  
companies

**4,700**  
offices

**136,000**  
sales  
associates

**70+**  
countries

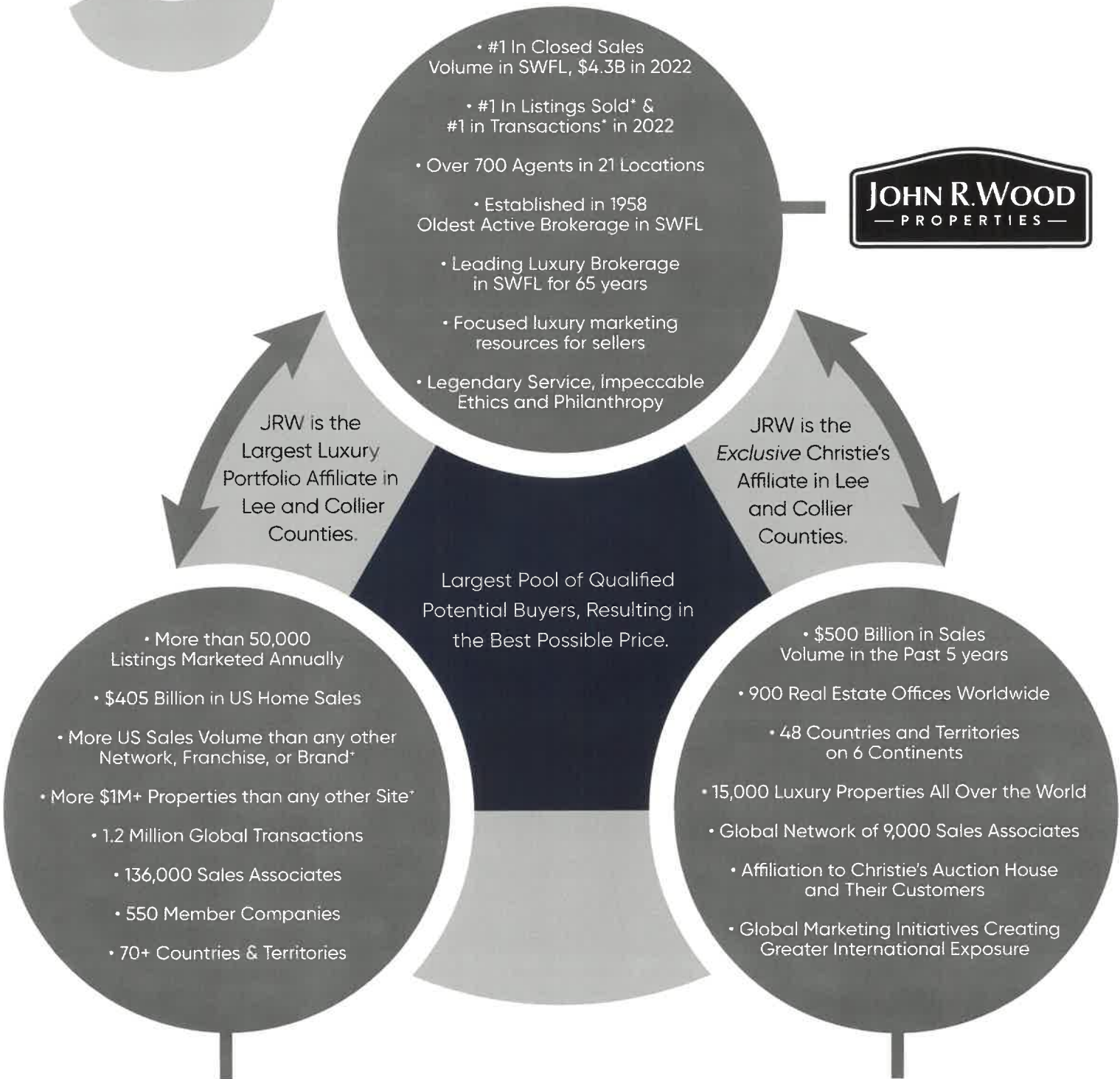
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+Source: Real Trends 500 for 2020 and Business Consulting 2022

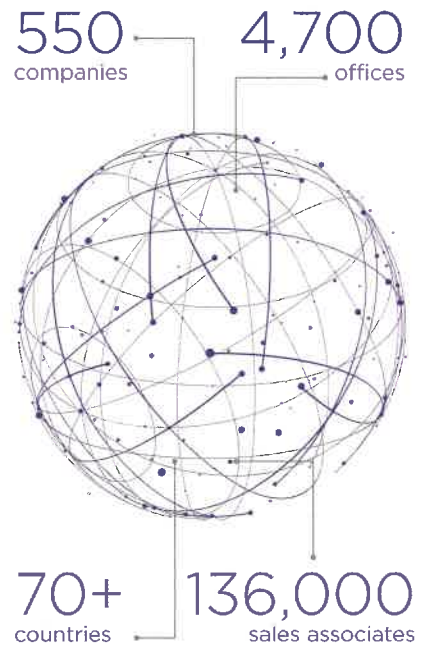


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BJ

"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