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ESTATE REALTY

INTERNATIONAL

SOUTHWEST FLORIDA MARKET REPORT JUNE 2020

Safe at Home (Fun at Home) in Florida

What I've experienced is that being "Safe at Home" in Florida is more pleasurable than one could imagine. I'm able to get out into nature everyday, riding my bicycle down to the bay and then back through a golf community before heading back to my neighborhood. There is not much traffic here living near the coast. Many mornings I'm the only one on the road. My company are the rabbits scurrying around and the birds just waking up. I don't feel guilty for enjoying my life here in Florida. It was a conscious decision to live here, and now I'm devoted to helping others realize the same dream, whether it's for year-round living or getaway vacations. All you have to do is say "Yes" to warm winter beaches, and then give me a call.

The Florida Sun is waiting for you!

All the best, *Jens.*

NAPLES AREA: PROPERTY VALUES STEADY

As expected, the Coronavirus slowed real estate market activity in April during Florida's safe-at-home restrictions. Overall closed sales in April 2020 decreased 28.6 percent to 838 closed sales compared to 1,173 closed sales in April 2019. Inventory also decreased in April by 29.1 percent to 5,394 homes compared to 7,605 homes in April 2019. As people were urged to stay home in April, showings decreased to 9,420 from 22,862 in April 2019 (does not include virtual showings). As a result, pending sales in April decreased 53.6 percent, as was expected. Home values remain intact. Median closed prices increased 0.3 percent in April to \$340,000 from \$339,000 in April 2019.

MARCO ISLAND AREA: SALES, INVENTORY DOWN

The Marco Island Area Assoc. of Realtors® reported that April 2020 compared to April 2019 showed the following: Total inventory (855 properties) was down by 22 percent and closed sales (87 properties) were down by 31 percent with a dollar volume (\$64.6 million) that was 28 percent lower. The median single family sales price for April 2020 (\$805,000) was 8 percent higher than the year ago figure, and for condos (\$482,501) was 23 percent higher than last April.

BONITA / ESTERO: MARKET RESILIENCY

April 2020 showed a dip mid-month in new and pended listings that corresponds with the onset of the Coronavirus outbreak. However, as the market moves through May, those numbers are ticking back up to levels last seen in late February and early March. Area brokers are still seeing low inventory numbers, and they also report that out of town buyers are taking advantage of virtual showings with great feedback from clients. In April 2020 the median closed sales price was up 10 percent from April 2019 to \$329,950, while the times to sell a property decreased from an average of 93 days to 71 days.

FLORIDA: HOME VALUES HOLDING FIRM

April's closed sales of single-family homes statewide dropped 20.7 percent year-over-year, totaling 21,403 while condo-townhouse sales declined 36.5 percent, for a total of 7,506. (Closed sales may occur from 30- to 90-plus days after sales contracts are written.) The statewide median sales prices for both single-family homes and condo-townhouse properties rose year-over-year for 100 months in a row. The statewide median sales price for single-family existing homes was \$275,000, up 6 percent from the previous year. "Median sale prices continued to rise in April for both single-family homes and condo-townhouse properties, signaling that home values are generally holding firm," noted Florida Realtors Chief Economist Dr. Brad O'Connor. "Looking ahead to May, all indications are that we will continue to see stable prices but will see a further decline in closed sales."

USA: WATCH FOR HOME SALES TO REBOUND

There are still many unknowns about the Coronavirus and what might happen next. But with that in mind, NAR Chief Economist Lawrence Yun saw reason to be optimistic on the potential for home sales once the economy picks up steam. Of particular note were home prices, which he said were strong. "There is no meaningful downward trend," he said. "If anything, they appear to be rising." Yun pointed to the current housing inventory shortage as the source of stable prices, and he predicted that the shortage could grow even more severe since the usual spring increase in listings didn't occur this year. He suggested that sellers will be ready to list once the economy reopens. "People are upgrading their homes," Yun said. "When the market reopens, that housing will go up in value. People are remodeling, working on lawn care. All things you do to sell a home."

Sources:

The Bonita Springs-Estero Assoc. of REALTORS®, Naples Area Board of REALTORS®, National Assoc. of REALTORS®, Florida REALTORS®

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