



**LEE COUNTY MARKET SNAPSHOT
MULTI-FAMILY & SINGLE FAMILY**

APRIL 2022

This snapshot will attempt to provide a brief summary of our local market conditions.

Lee County available home shortage and bidding wars continue to soar. Home inventory is at an all-time low with the majority of housing supply is at the higher end of the market while the lower end pricing disappears. Experts contribute the growth in sales to an uptick in mortgage interest rates, as buyers rushed to lock down their home purchase before rates move higher. Mortgage rates have increased a full percentage point since December, with an average 30 year fixed-rate mortgage exceeding 4% in February, the highest level since May 2019. Rental rates also continue to escalate while apartments remain a hot commodity in Southwest Florida for many reasons. They are desired by millennials and retirees, who prefer not to deal with typical homeownership requirements. High demand from renters brings higher rental rates. As home prices escalate, rent is going to go up. In 2021, more than 547,000 people switched driver licenses to the Sunshine State. That's a 40% increase from 2020. Lee County predicts about 150,000 people to locate to our area over the next four to five years. Florida is one of eight states that does not have a state income tax, which often makes it attractive to newcomers. There is not enough quality dwellings to supply the demand. Increase in construction materials, labor shortage and supply chain demands continue to challenge our area. Wood roof trusses for a typical single-family home previously took four to six weeks for delivery upon approval, currently the same wood trusses are now one year out for delivery.

- From the first quarter of 2020 to the fourth quarter of 2021, the price tag for a home in a North Cape Coral subdivision rose 37% from \$267,000 to \$366,000 while one in an Estero subdivision increased by 77% from \$385,000 to \$683,000. From 2020 to 2021 Single –Family home permits rose by 59% in Lee County to 10,285 permits. Multi-family permits fell in Lee County by 20% to 3,391 from 4,215. Lee County experienced a record year of resales- at 19,226. The median price of those sales reached 31% over the year and breaking the \$300,000 price point for the first time. The challenge for homebuyers continued to grow in January 2022, as the Fort Myers-Cape Coral market saw an inventory decrease of 74.9% for all property types in Lee versus a year ago. There were 1,593 homes For Sale in January 2022 compared to 6,348 homes For Sale in January 2021.
- Apartment List's first report for 2022 showed rents climbing 53% over the past year in Naples and 36.5% in Fort Myers. According to the report, the national median rent increased by 17.8% last year compared to an average of 2.3% from 2017 to 2019 before the pandemic hit.



- The latest economic indicators continued to show improvements for Southwest Florida economy. Improvements include a 30 percent increase in seasonally adjusted taxable sales in November 2021 compared to November 2020, as well as a 64 percent increase in airport activity between January 2021 and January 2022. Passenger traffic at Lee County regional airport was 1,044,816 for January 2022. Lee County's seasonally-adjusted tourist tax revenues totaled \$5.5 million in November 2021, a 70 percent increase from November 2020.
- Lee County's housing market saw new listings increase 0.2 percent for single-family homes but decrease 7.5 percent for townhomes/condo homes from the previous month. Pending sales increased from 43.1 percent for single-family homes and 6.6% for townhomes/condos. Inventory decreased 66.8 percent for single-family homes and decreased 82.5% for townhomes/condos. Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 month's supply.
- Median Sales Price for a Single-Family home increased from \$329,000 this time last year to \$415,000, a 26.1 percent increase. Median Sales Price for Townhomes/Condos increased from \$223,000 this time last year to \$319, 500, a 43.4 percent increase. Days on the market decreased 48.9 percent for Single-Family homes (23 days) and 77.6 percent for Townhomes/Condos, (15 days). Months' supply of inventory decreased 72.0 percent for Single-Family homes and 84.4 percent for townhomes/condos.