

SANIBEL, FL 33957

Report for 3/15/2019

- Current Real Estate Market Conditions for Condos/Townhomes
- Trends in Pricing
- Current Levels of Supply and Demand
- Value Metrics

Presented by Tina DiCharia

239-340-5636

trdicharia@gmail.com

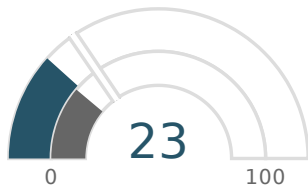


This week the median list price for Sanibel, FL 33957 is \$725,000 with the market action index hovering around 23. This is an increase over last month's market action index of 22. Inventory has held steady at or around 120.

MARKET ACTION INDEX

The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

- Today
- Last Month



Slight Buyer's Advantage

Home sales have begun exceeding new inventory. This is a Buyer's market so prices are not yet moving higher as excess inventory is consumed. If the tightening continues and the market moves into the Seller's zone, we may see upward pressure on pricing.

REAL-TIME MARKET PROFILE

Median List Price		\$725,000
Per Square Foot		\$605
Days on Market		157
Price Decreased		33%
Price Increased		1%
Relisted		4%
Inventory		120
Median Apartment Rent		• \$3,500
Most Expensive		\$2,695,000
Least Expensive		\$235,000
Market Action Index		23
Slight Buyer's Advantage		

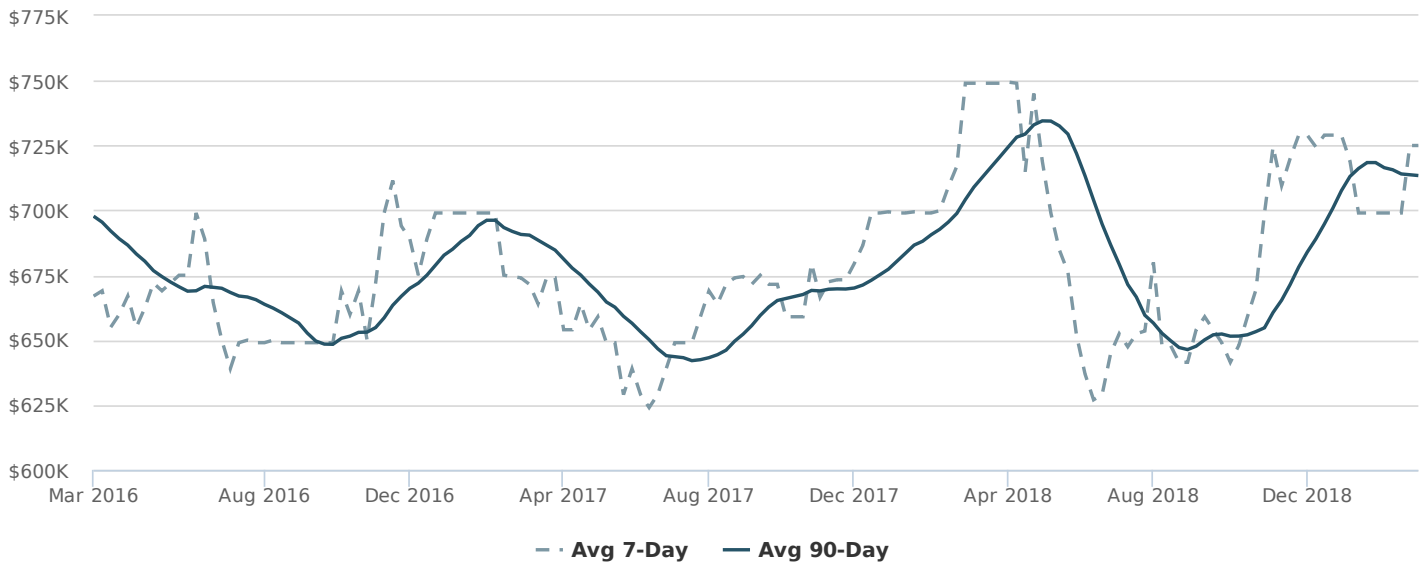
MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$1,372,500	1,663	4,500 - 6,500 sqft	2	2	38	4	1	127
\$829,000	1,326	4,500 - 6,500 sqft	2	2	43	0	0	155
\$671,500	1,237	0.25 - 0.5 acre	2	2	43	2	1	184
\$469,375	778	4,500 - 6,500 sqft	1	1	44	4	2	161

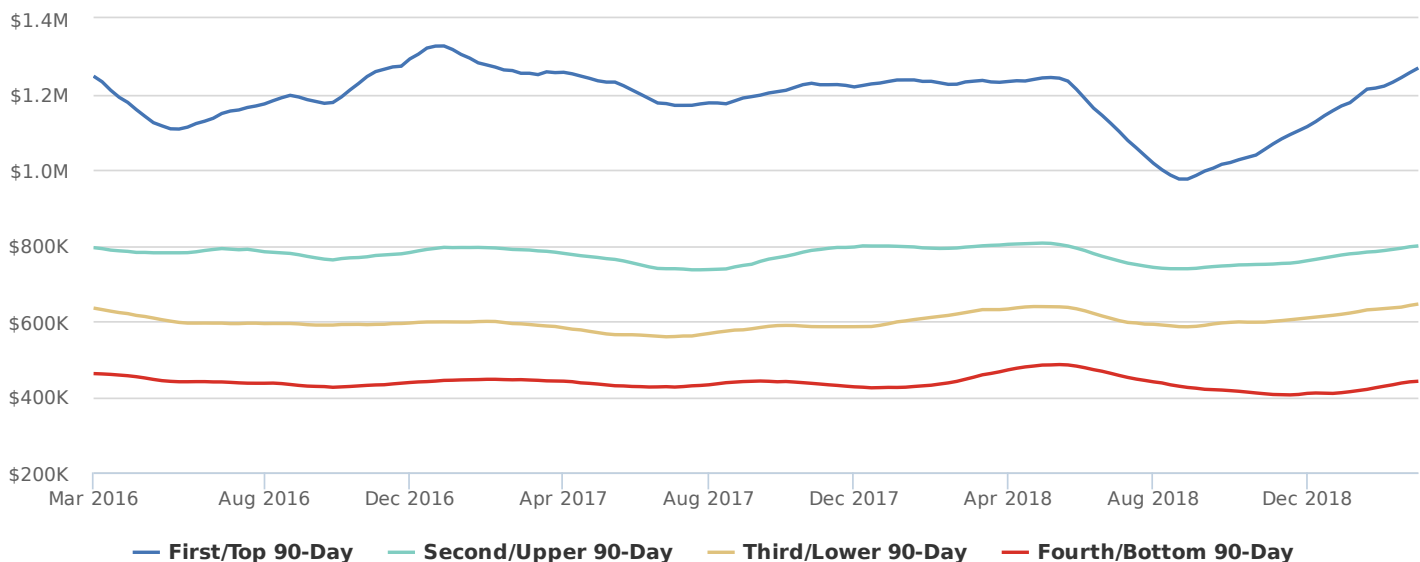
MEDIAN LIST PRICE

We continue to see prices in this zip code bounce around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.



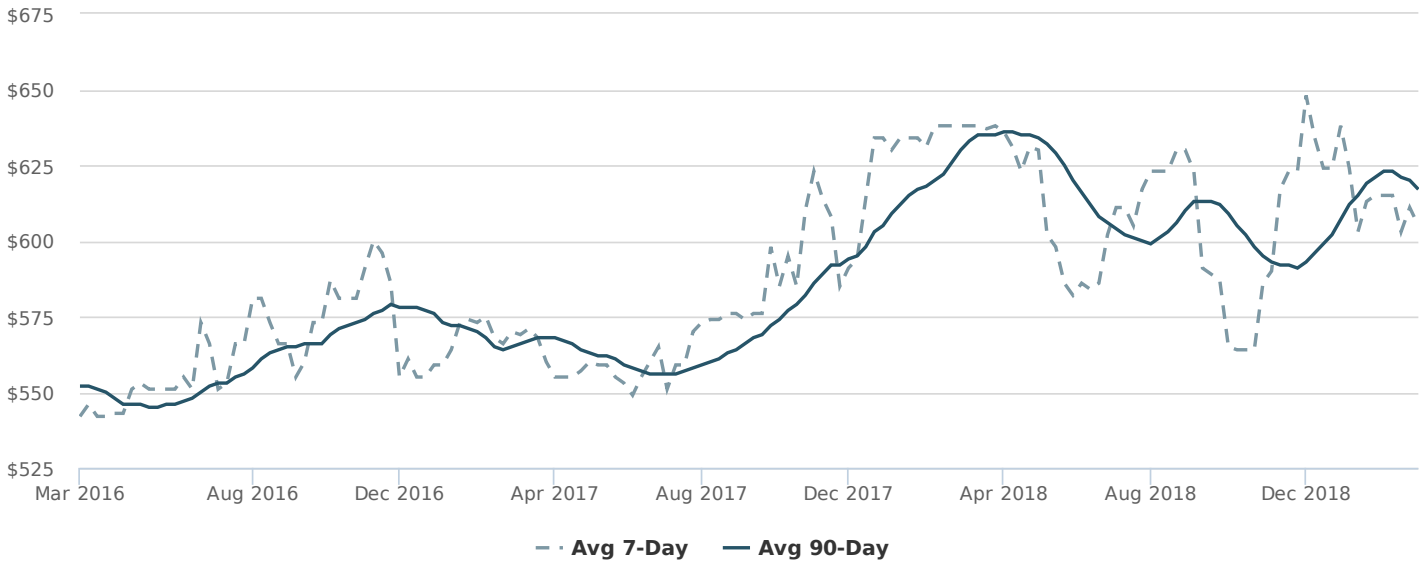
SEGMENTS

In the quartile market segments, we see prices in this zip code generally settled at a plateau, although Quartile 1 is on a bit of an up trend in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



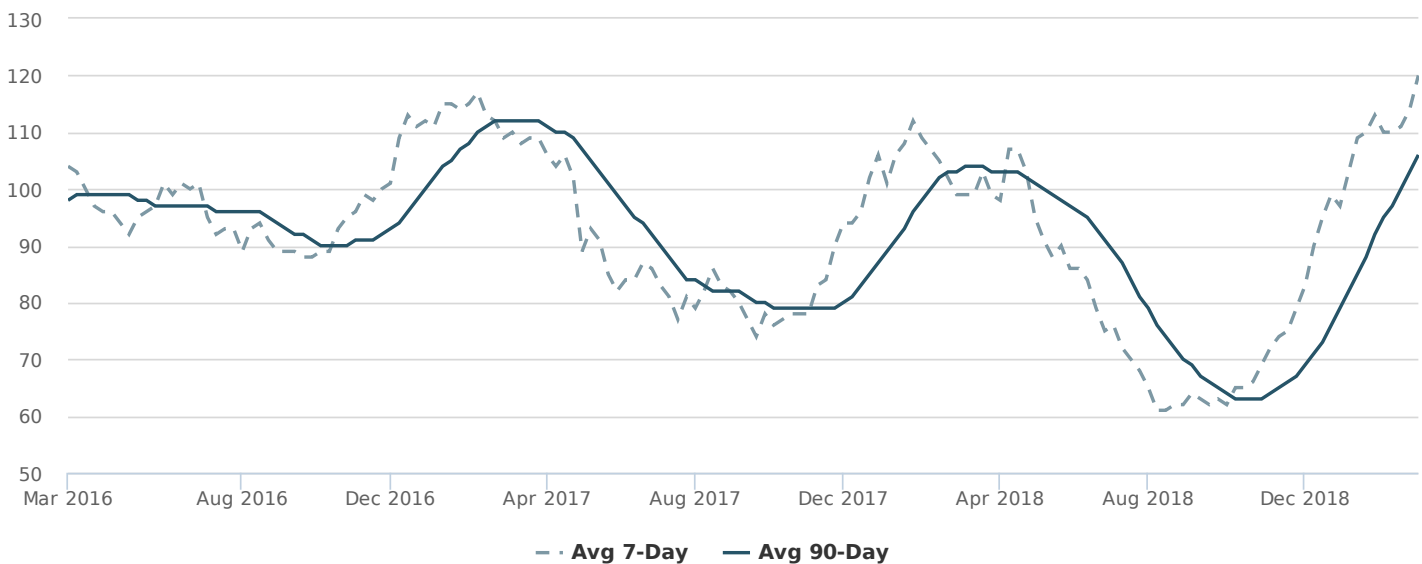
PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



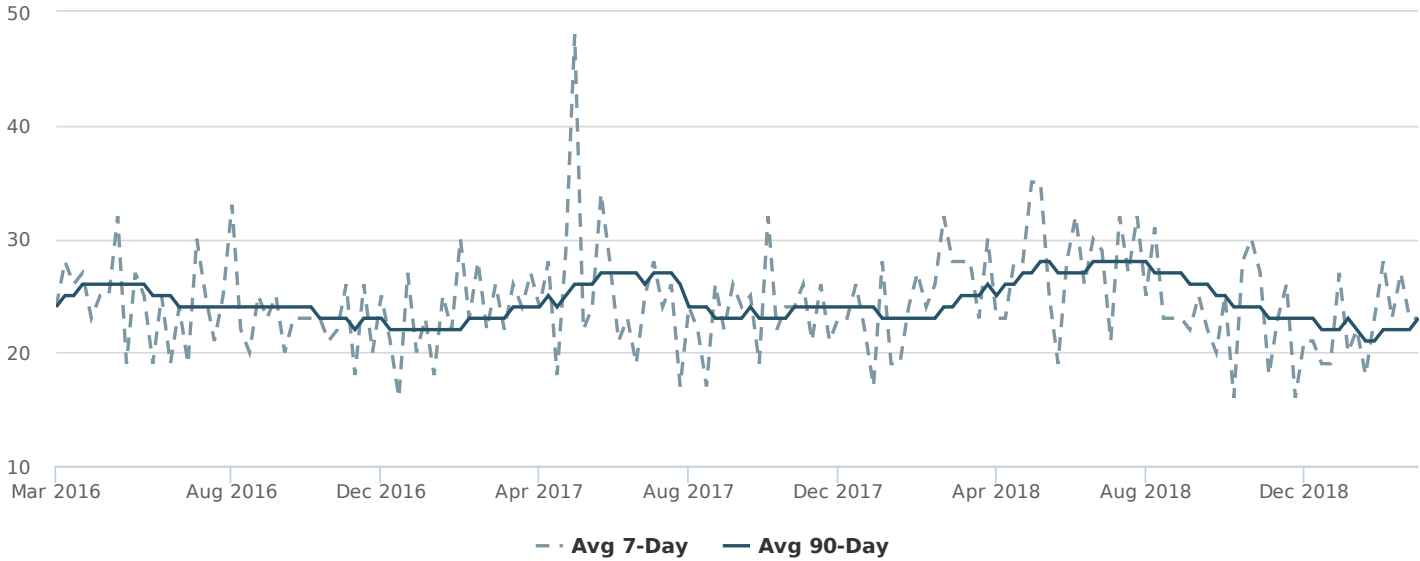
INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



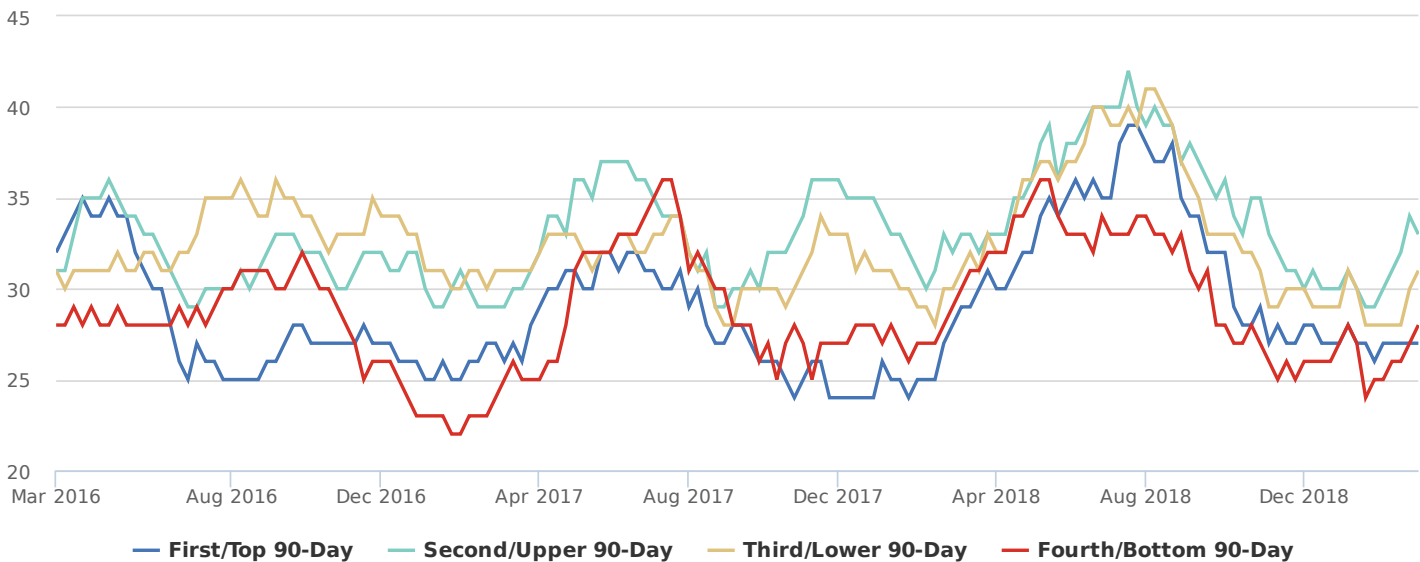
MARKET ACTION INDEX

Home sales have begun exceeding new inventory. This is a Buyer's market so prices are not yet moving higher as excess inventory is consumed. If the tightening continues and the market moves into the Seller's zone, we may see upward pressure on pricing.



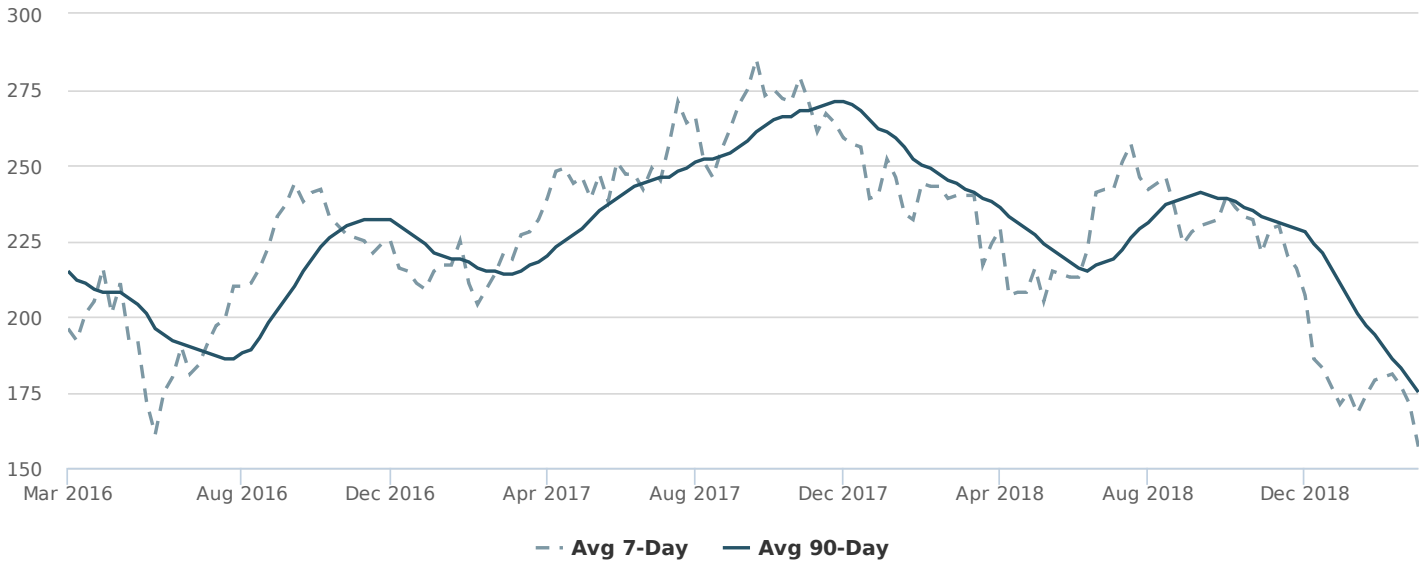
MARKET ACTION SEGMENTS

Two of the four quartiles of this zip code are in the Buyer's Market zone with several months of inventory given the current rate of demand. Notice that Quartiles 2 and 3 (the middle of the market) are showing stronger demand than either end, a Seller's market.



AVERAGE DAYS ON MARKET (DOM)

The properties have been on the market for an average of 176 days. Half of the listings have come newly on the market in the past 92 or so days. Watch the 90-day DOM trend for signals of a changing market.



SEGMENTS

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

