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MARKET TRENDS©

Q2 2026

A COMPREHENSIVE **MARKET REPORT** FOR THE HOMEBUILDING AND LAND DEVELOPMENT INDUSTRIES IN SOUTHWEST FLORIDA

Presented
NELSON TAYLOR, CRE® & JOHN MARCHETTI

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Executive Summary

"The intelligent investor is a realist who sells to optimists and buys from pessimists" —
Benjamin Graham, The Intelligent Investor

Three-County Area Statistics			
County	**Lee**	**Collier**	**Charlotte**
Permitted SF Units (1 Yr.)	7,281	1,937	2,444
Permitted MF Units (1 Yr.)	4,372	1,949	586
Q2 Median SF Home Price	$385,000	$850,000	$360,000
Q2 Median MF Monthly Rental Rate	$1,742	$2,157	$1,732

Southwest Florida's residential market is entering a more balanced and measured phase of the real estate cycle. Higher mortgage rates, insurance costs, and economic and geopolitical uncertainty continue to pressure affordability, while population growth supports underlying demand. Interest rates remain the primary macroeconomic factor. The Federal Reserve maintained its federal funds target range at 3.50%–3.75% in July, citing continued inflation and elevated uncertainty. Mortgage rates remain in the mid-6% range, keeping monthly payments well above pandemic-era levels and limiting affordability.

The Fed's June Beige Books described residential real estate in the southwest district as generally declining, with Southwest Florida experiencing some of the strongest price pressure. Despite this, long-term fundamentals remain favorable. Lee, Collier, and Charlotte counties have all grown substantially since 2020, supporting continued housing demand. Single-family transactions across the three-county area increased 10.9% year-over-year, reinforcing the underlying strength of the market.

Local permitting and builder activity point to a more disciplined construction environment. From Q2 2025 through Q2 2026, 18,569 residential units were permitted, down 22.1% from the prior 12-month period. Lee County accounted for much of the decline, with approximately 4,500 fewer permits, including 1,800 fewer in Lehigh Acres, while Charlotte County permits fell 20.9%. The decline was relatively balanced between single-family and multifamily construction. Builder activity also moderated, with 32 builders permitting more than 100 units from Q2 2025–Q2 2026, compared with 44 during the preceding 12-month period, indicating that developers are increasingly aligning starts with demonstrated demand.

Geopolitical and overall macroeconomic uncertainty remain additional headwinds, affecting household expenses, construction costs, and discretionary purchasing decisions. However, these factors appear to be influencing the pace and pricing of activity more than eliminating underlying demand. With permitting declining while transactions improve, SWFL's residential market appears to be moving toward a more sustainable balance between supply and demand.

At LSI Companies, we forecast residential permits to remain flat at approximately 18,000 - 20,000, mainly due to land development constraints and rising costs. Spot lots will continue to dominate the area, and the emergence of Charlotte County and other affordable geographies is expected to endure as price level issues can be mitigated with cheaper land costs and impact fees. SWFL will be a desirable area for in-migration, but limited overall housing options and rising home ownership costs will reduce our competitiveness with other markets.

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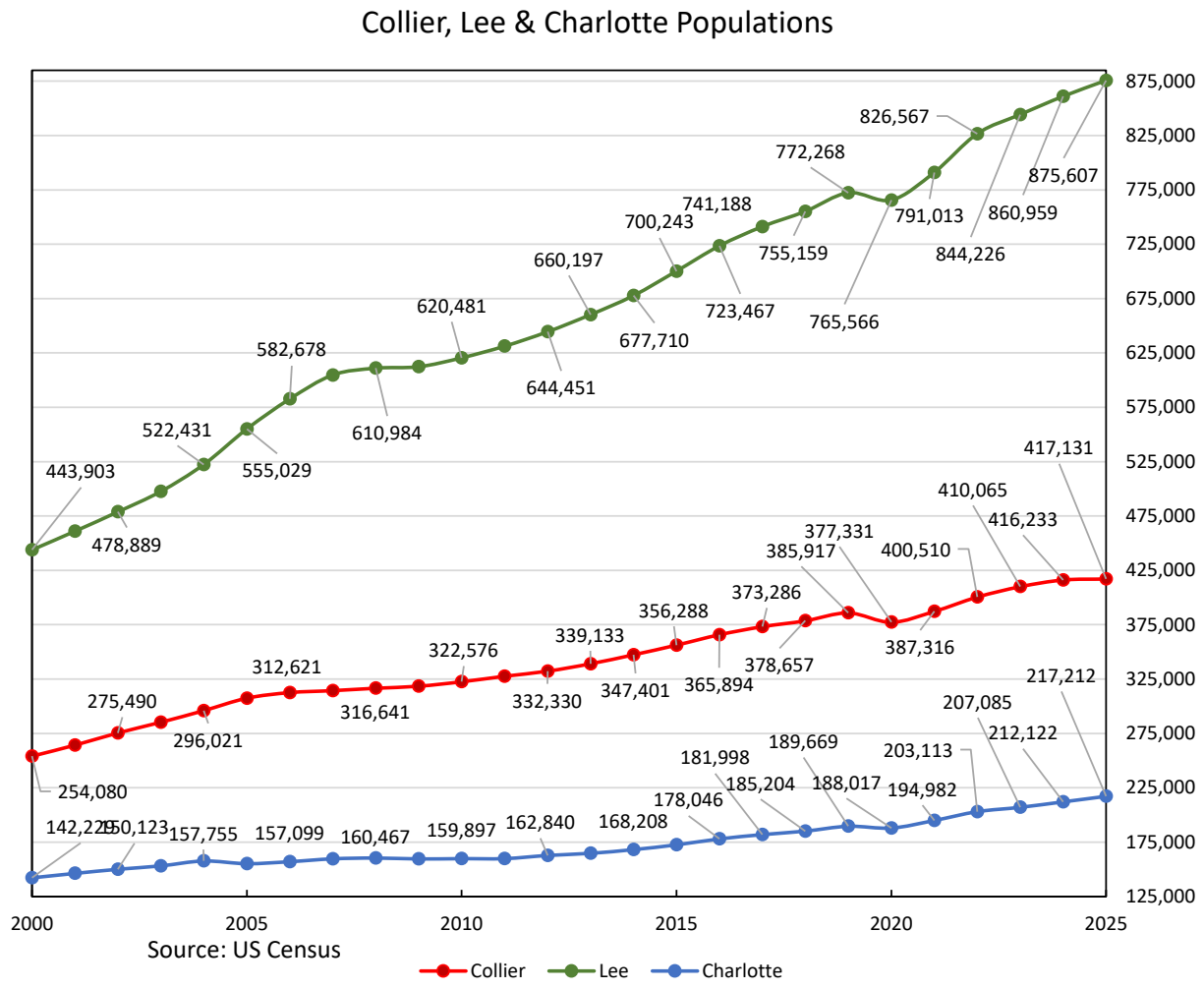
Socioeconomic Conditions

Population

Southwest Florida continues to be one of the fastest-growing areas in the nation. Growth is attributed to in-migration, mostly from Northeastern and Midwestern states. However, foreign migration and intrastate migration are also significant factors for growth. U.S. Census Population Estimates, released in 2025, show the recent growth and can be seen in the graph below. The data highlights population estimates from July 1st of each year through 2025. It shows Southwest Florida continuing to experience gains in population, with a 1.39% gain (or 20,636 people) in 2025 over 2024 for Collier, Lee, and Charlotte Counties combined. This is higher than the national population growth rate (0.5%) and almost double Florida's growth rate (0.8%) over the same period. The population trends for all three counties can be seen below.



2026 U.S. Census Population Estimates at the county level are scheduled to be released in mid-2027.

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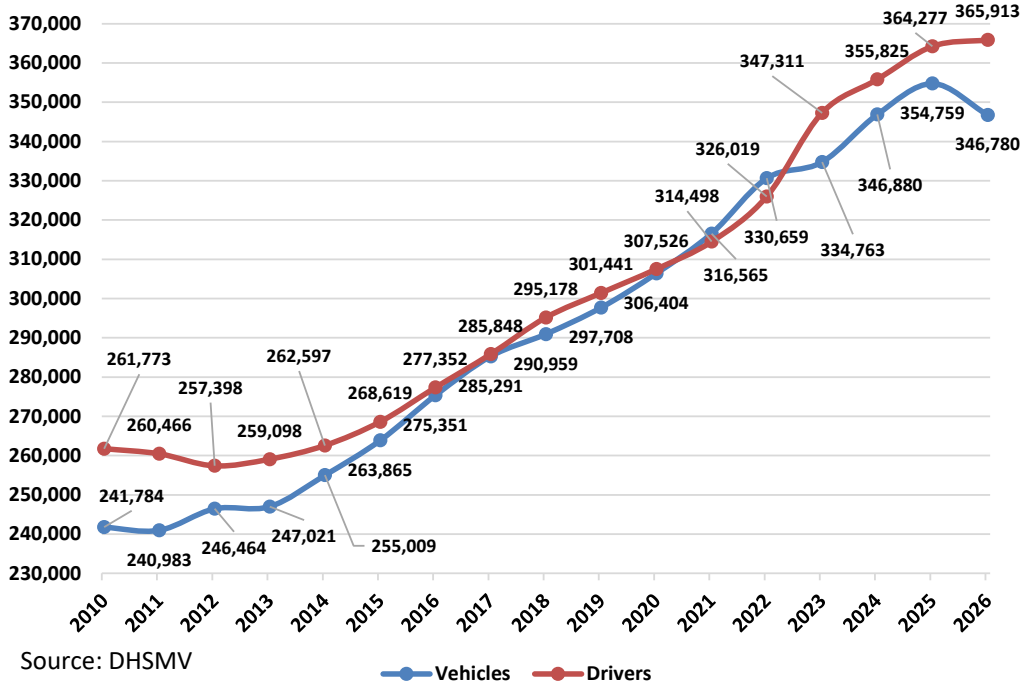
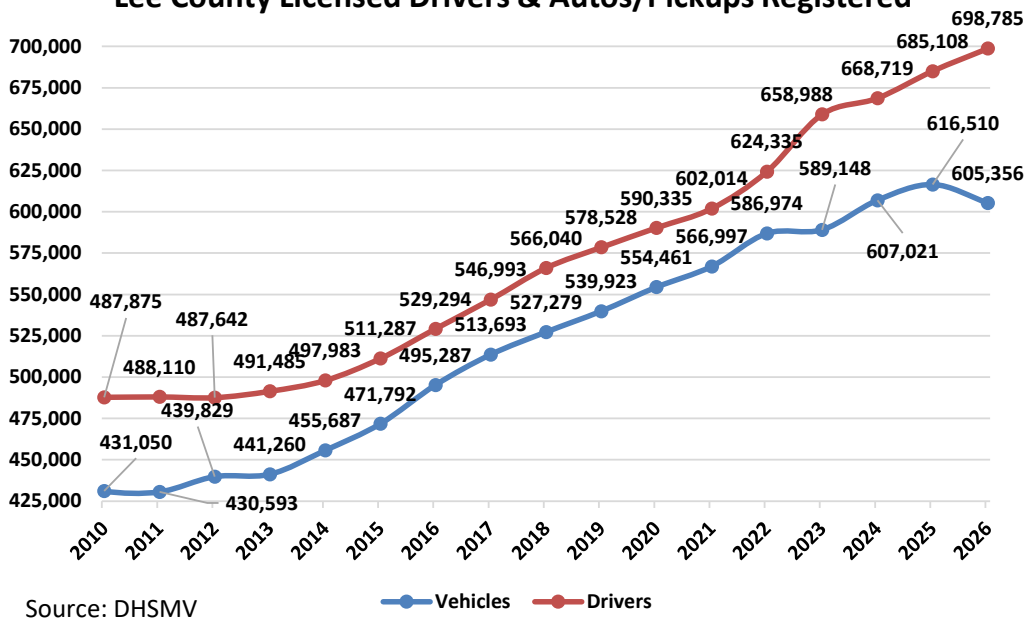
The Florida Department of Highway Safety and Motor Vehicles (DHSMV) collects data and conducts research to provide lawmakers, partners and stakeholders, the media, and citizens with important facts and valuable information related to public safety and motor services. The following charts illustrate the growth in population by tracking the number of licensed drivers (Age 15+) in conjunction with registered vehicles within the Southwest Florida market area.

Collier County Licensed Drivers & Autos/Pickups Registered



Source: DHSMV

Lee County Licensed Drivers & Autos/Pickups Registered



Source: DHSMV

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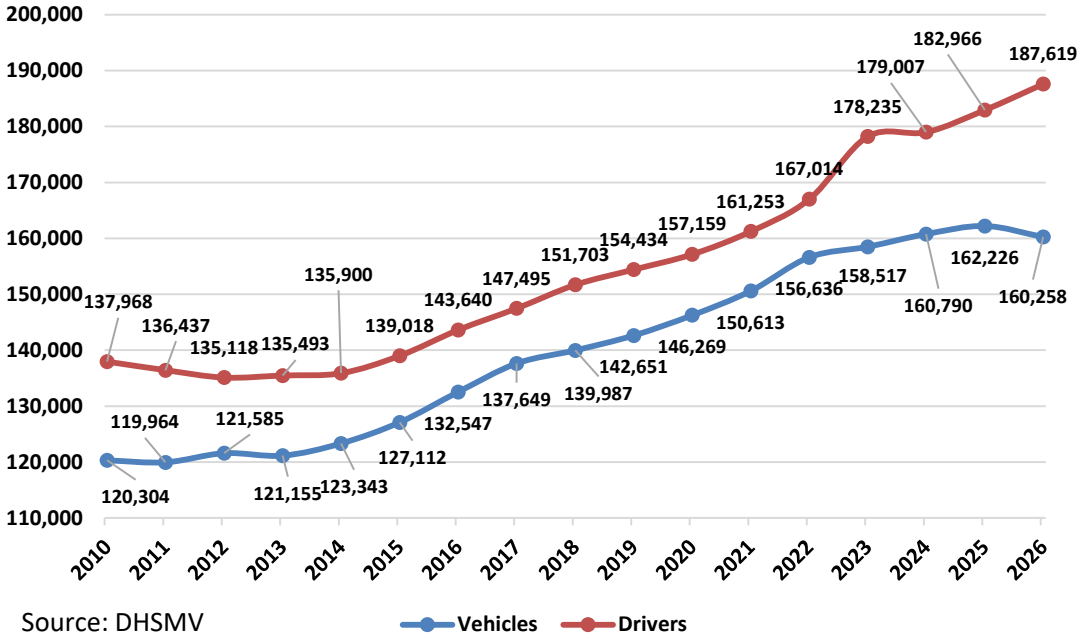
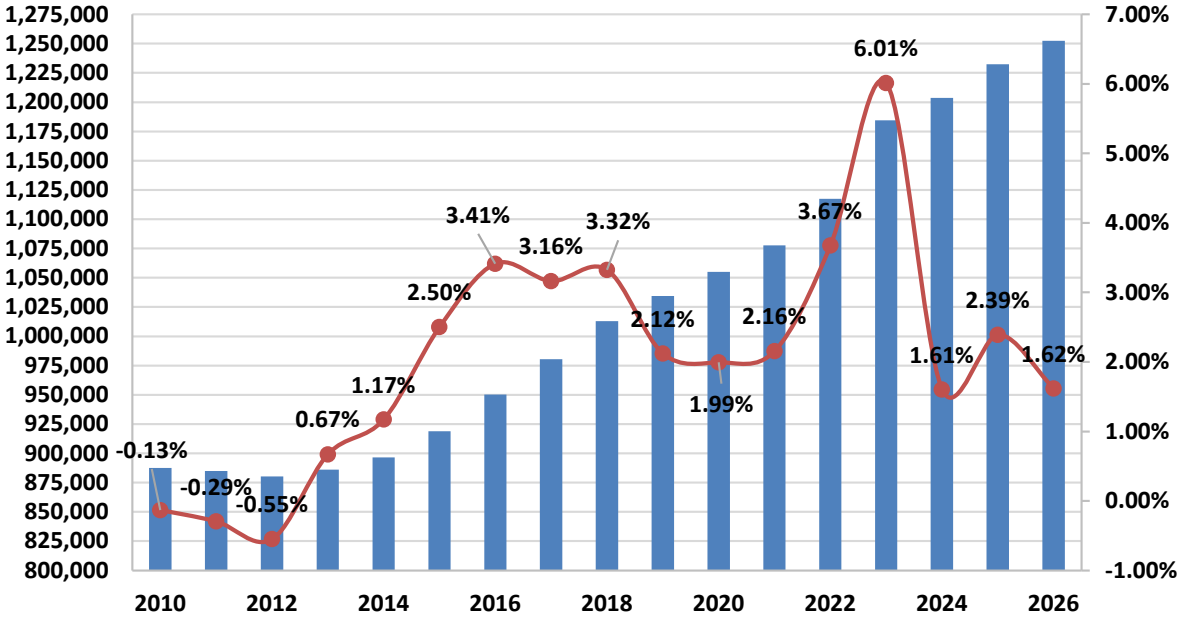
Charlotte County Licensed Drivers & Autos/Pickups Registered



Source: DHSMV

Collier, Lee & Charlotte Licensed Drivers Total



Source: DHSMV

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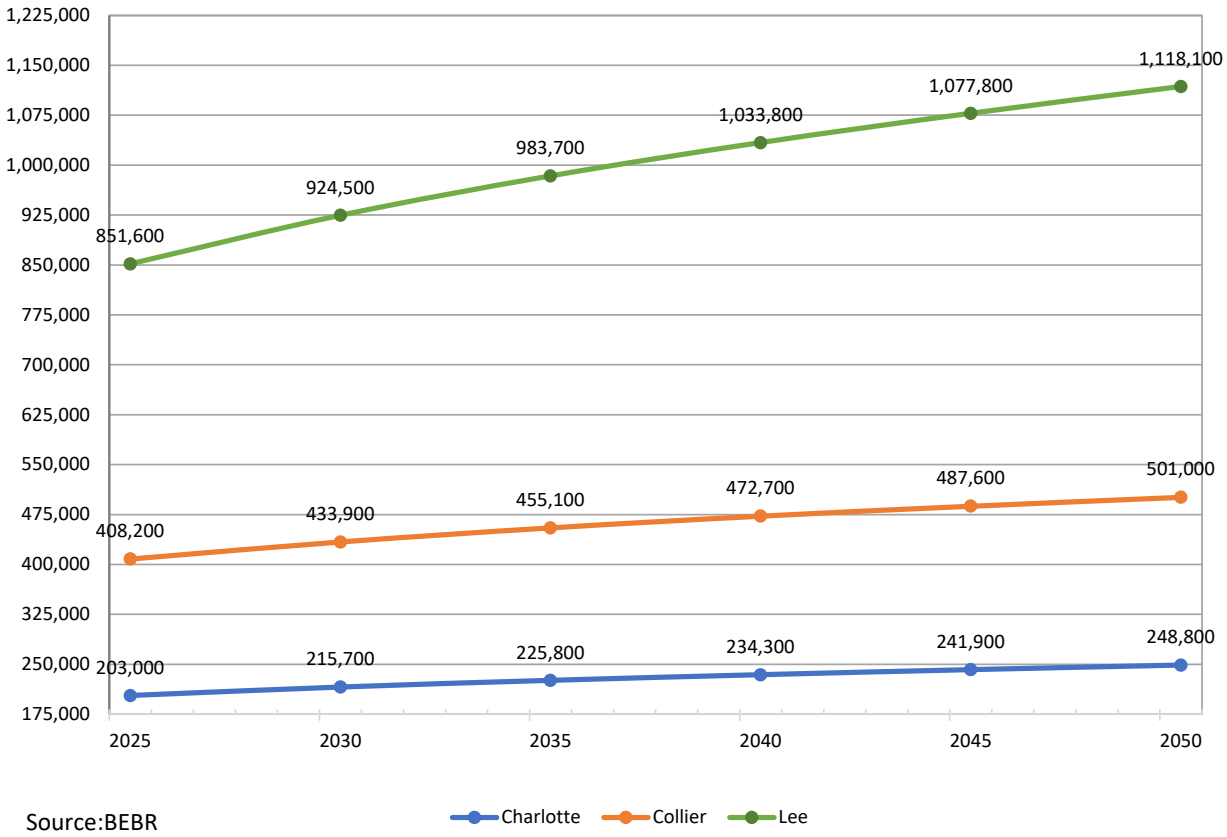
The University of Florida's Bureau of Economic and Business Research (BEBR) released its updated population projections through 2050 in April of 2024, which can be seen below for each county. Lee County is expected to grow by 31% from 2025 to 2050, with Collier at 23% and Charlotte at 24%.

Collier, Lee, & Charlotte Population Projections



Source:BEBR

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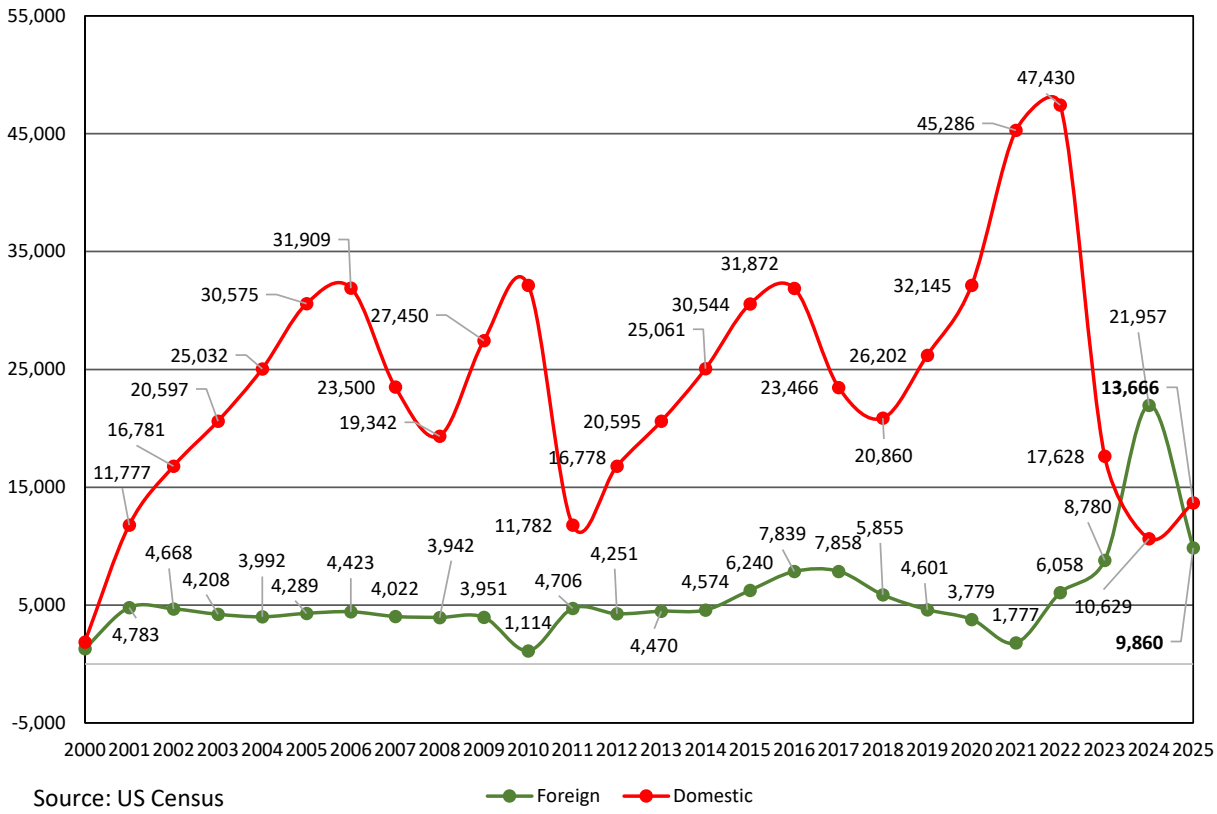
Population growth from migration can be seen in the following chart broken out into foreign and domestic migration into Collier, Lee, and Charlotte Counties combined. Total migration turned slightly negative in 2009 but has since rebounded. This data is derived from the U.S. Census and represents figures as of July 1st of each year.

Collier, Lee & Charlotte Total Migration



Source: US Census

Future growth in Southwest Florida will be due largely to record numbers of Baby Boomers retiring and migrating south. Southwest Florida has and will continue to appeal greatly to affluent Baby Boomers looking for sun, beaches, boating, and championship golf. Foreign migration is also expected to grow to record levels in Southwest Florida over the coming years, which will be aided by an increase in international flights at Southwest Florida International Airport. 2024 saw a rare reversal with international migration outpacing domestic migration, driven by a large increase in international migrants and a continued decrease in domestic migration. This trend corrected itself in 2025, though slightly compared to historical spreads.

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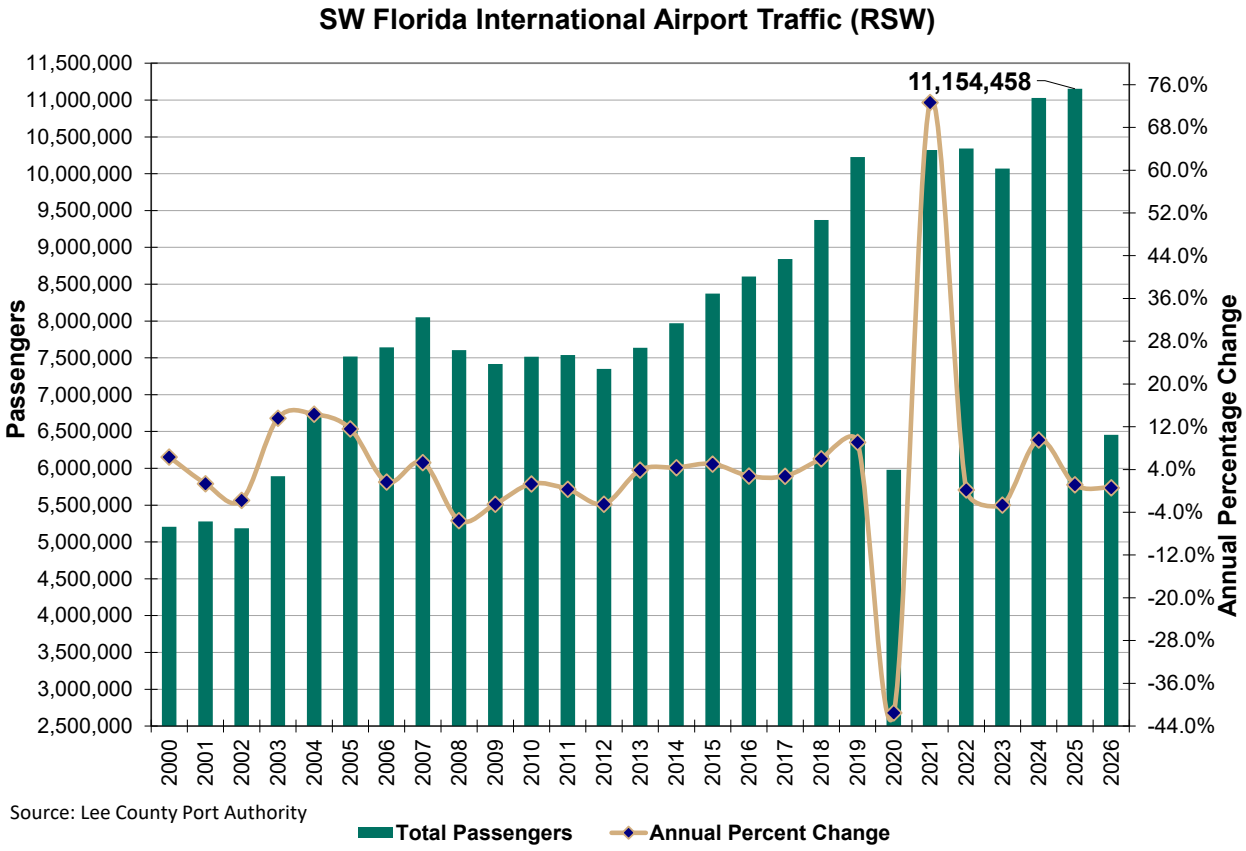
Airport Traffic

Growth in passenger air traffic usually portends population growth. Passenger traffic figures at **Southwest Florida International Airport (RSW)** concur with that notion, as seen in the following graph**.**



Passenger traffic in 2021 eclipsed 10.3 million, an all-time high for RSW, and did so again in 2022. In 2023, passenger activity fell 2.6% in comparison to 2022, but rebounded in 2024 to all-time highs. 2025 Continued this trend with record setting passenger numbers (11.15M). Furthermore, airlines are continuing to increase their presence in SWFL by adding new flight options for additional cities and underserved routes across the U.S., which will help boost passenger activity further. Passenger activity in Q2 of 2026 measured 2.68 million, a 1.16% decrease from Q2 2025 activity.

In February 2018, RSW surpassed 9,000,000 passengers on a rolling 12-month annual basis and eclipsed it for all of 2018 with more than 9.3 million passengers. This figure is significant for single-runway airports like RSW because it typically signals that the airport is at critical mass and a second runway is needed. To be able to accommodate the massive growth in passengers, RSW has begun construction on a $331-million terminal expansion project. Construction of a new traffic tower was already completed in 2021. The new tower is essential to meet the Lee County Port Authority's long-term plan to build a major new runway in the near future.

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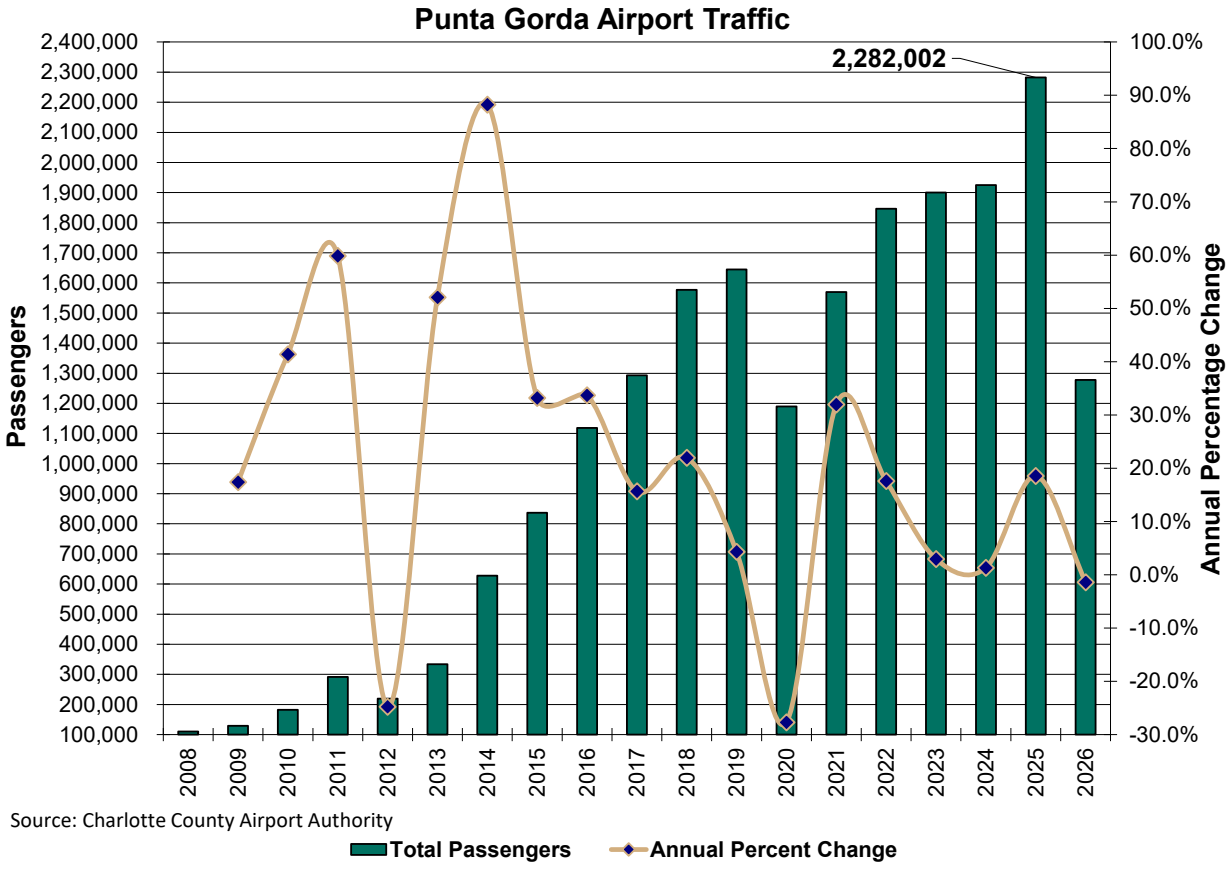
Punta Gorda Airport (PGD) in Charlotte County has been able to attract and maintain a regional carrier over the past 15 years, which has led to significant growth in passenger air traffic for Charlotte County. Currently, the only carriers at the Charlotte County Airport are Allegiant Air and Sun Country, which services 50 U.S. cities in the Midwest, Northeast, and Southeast. Passenger traffic for the airport in 2022 was 1,846,097, an all-time record which was broken in 2023 with a total surpassing 1.9 million passengers for the year. 2024 saw an increase of around 1.3% or a total of 1.925 million passengers. 2025 saw almost 2.3 million passengers, an increase of 18.52% from 2024. Q2 2026 saw 549,000 passengers, a decrease of 1.31% compared to Q2 of 2025.

Charlotte County Airport will be a major economic driver in the future, which is likely to present ample opportunities for homebuilders, developers, and the like. Accommodating Charlotte County's increasing population, the Charlotte County Airport Authorities recently selected the two firms who will be jointly working on the $40 million terminal expansion.



Passenger activity will continue to bring potential homebuyers to our market area and much-needed tourism dollars for continued economic expansion.

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Age Distribution

Due to a large number of Baby Boomers coupled with a declining birth rate, the U.S. population is getting older. Data from the U.S. Census 2024 ACS (American Community Survey) supports this notion in Southwest Florida. The table below shows the estimated population changes by age grouping.

Collier, Lee, and Charlotte Population by Age

	ACS 2006	ACS 2010	ACS 2015	ACS 2020	ACS 2024	% of Total
0-19	221,550	230,837	238,338	247,984	268,377	18.02%
20-34	182,699	163,319	184,472	201,810	218,193	14.65%
35-44	129,543	121,159	122,657	133,930	156,239	10.49%
45-54	128,142	143,543	149,064	150,719	157,990	10.61%
55-64	126,574	157,802	174,930	199,173	213,471	14.33%
65-74	119,811	157,506	199,868	229,091	234,418	15.74%
75-84	102,160	90,488	117,061	157,609	188,788	12.68%
85+	29,952	37,959	46,012	58,135	51,838	3.48%
Total	1,040,431	1,102,613	1,232,402	1,378,451	1,489,314	100.00%

Overall Change	**2006 - 2024**	
0-19	46,827	21.14%
20-34	35,494	19.43%
35-44	26,696	20.61%
45-54	29,848	23.29%
55-64	86,897	68.65%
65-74	114,607	95.66%
75-84	86,628	84.80%
85+	21,886	73.07%
Total	448,883	43.14%

According to the U.S. Census, 46.2% of the combined population of Collier, Lee, and Charlotte is 55 or older. Florida's population has been undergoing a notable aging trend over the past several decades. This demographic shift is driven by a combination of factors, including retirees moving to the state, increased life expectancy, and lower birth rates.

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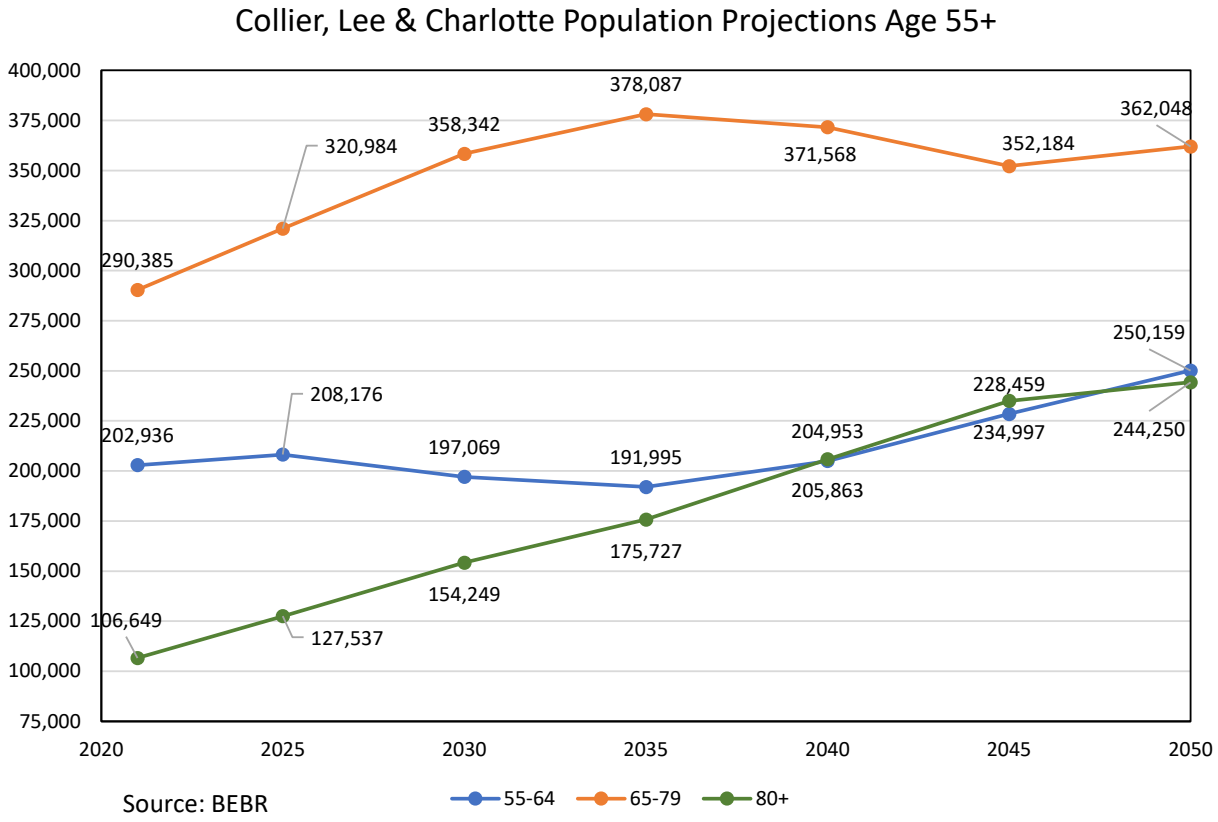
Further BEBR projections of people 55 and older, released in October 2022, indicate a 55+ population increase of 30% by 2050 over 2025 data for Collier, Lee, and Charlotte Counties combined.



The aging population almost certainly ensures an increase in housing demand from older, more affluent empty nesters and retirees in Southwest Florida moving forward.

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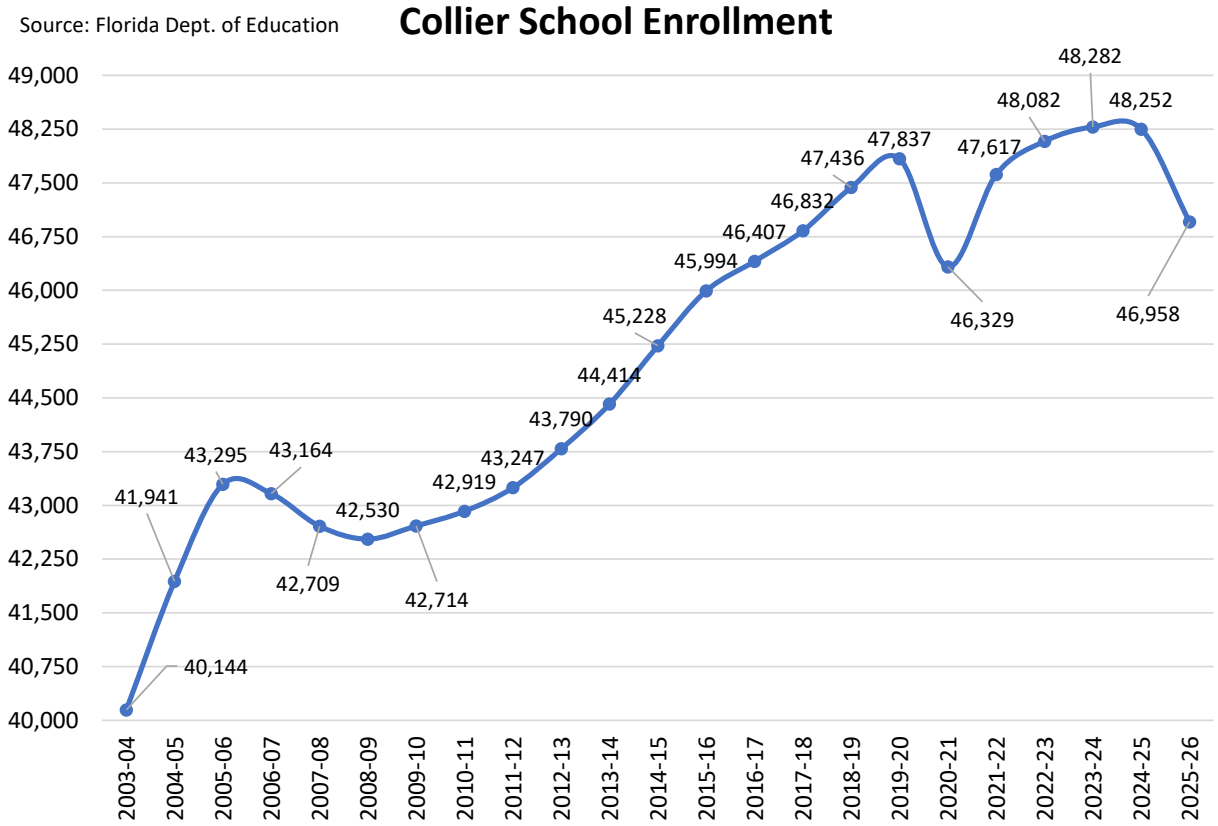
School Enrollments

Southwest Florida school enrollments saw an overall decline in the 2007-2008 and 2008-2009 school years. As a result of the 2004-2007 run-up in real estate prices, many young families opted for less expensive areas to raise their families. Families continued to exit the market when unemployment began to spike in 2008 due to the economic downturn. Post 2008, enrollments improved steadily in Lee and Collier counties, with Charlotte steadily decreasing every year until 2020, which saw an increase in only 21 individual students. All counties saw decreases in enrollment during the COVID era. Presently, Lee and Collier counties have been seeing a decreasing growth rate in enrollments, with rare decreases being observed in the 25'-26' school year; Collier also decreased in 24'-25' school year. Charlotte, despite post-2008 decreases, has seen consistent growth and has almost returned to pre-2008 levels. Enrollment growth is indicative of an improving job market in Southwest Florida. Enrollment trends are depicted in the following graphs. The decline in 2020-2021 is likely due to the COVID impacts of parents electing to homeschool or switch to private schools.



Collier's loss in enrollment may be due to increasing home affordability issues for families, with LSI previously projecting said decreases.

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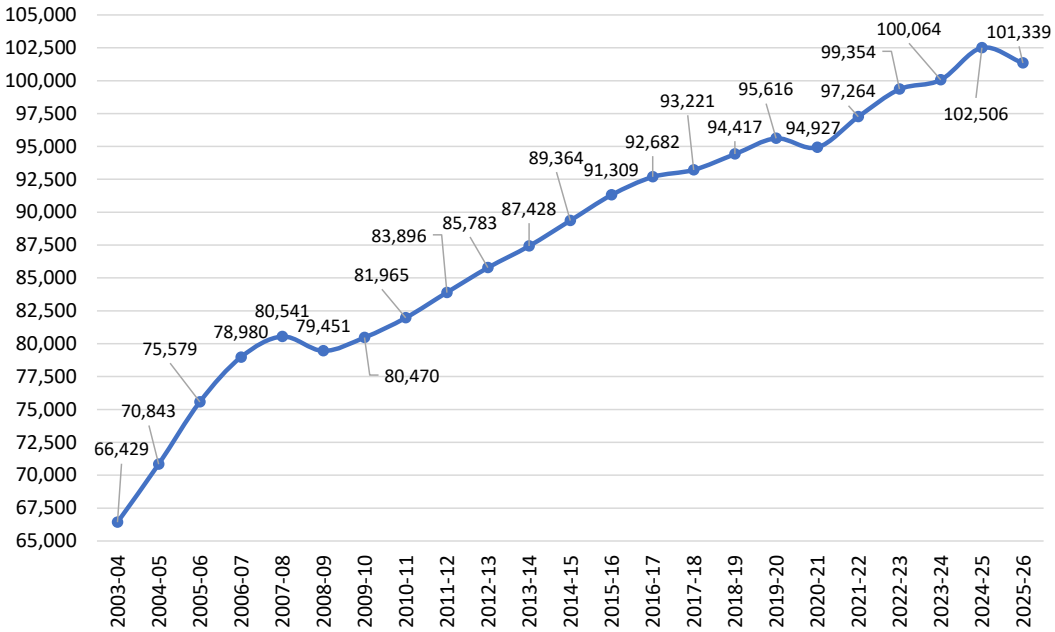
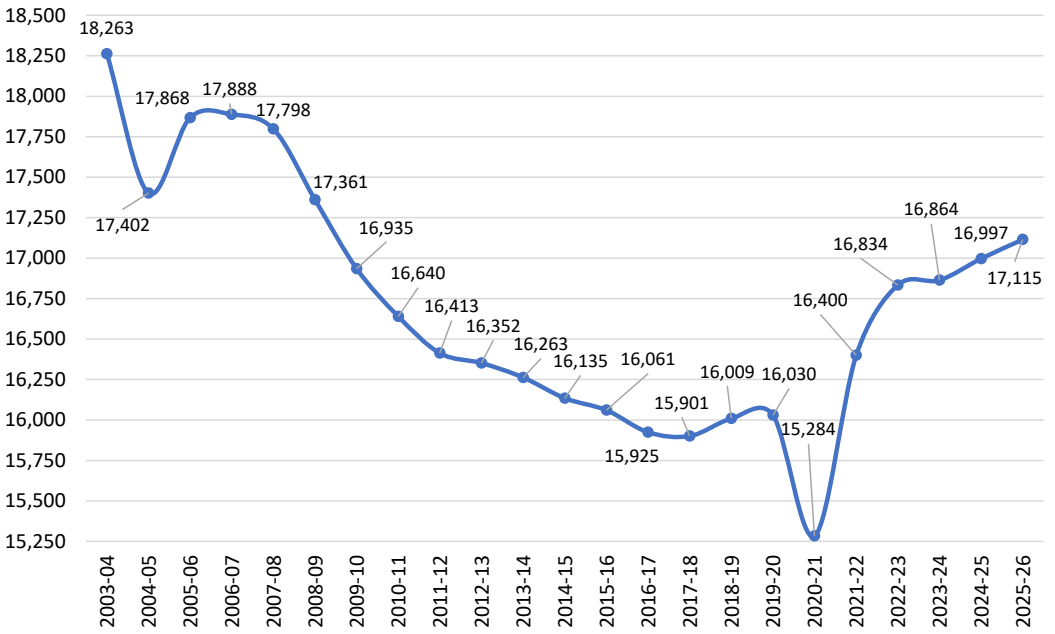
Source: Florida Dept. of Education

Lee School Enrollment



Source: Florida Dept. of Education

Charlotte School Enrollment



Charlotte County experienced its first substantial increase in student enrollment in 21'-22' school year since the 2006-07 school year. This trend has stayed steady to the present, with expectations for enrollment growth as Charlotte County remains an affordability target for families.

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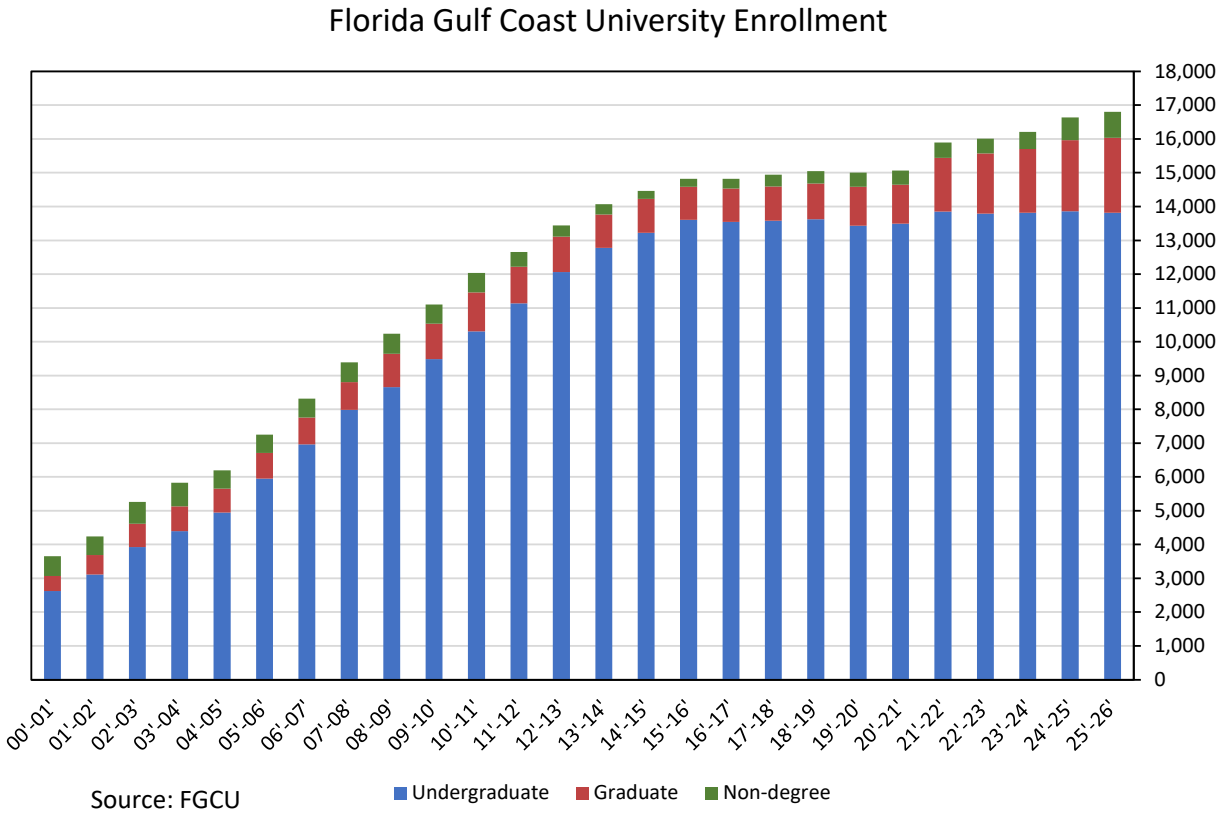
Florida Gulf Coast University

Florida Gulf Coast University (FGCU) has evolved into a significant regional educational institution and a catalyst for economic development in the Southwest Florida region. Situated on Ben Hill Griffin Parkway in southern Lee County, the university has witnessed substantial growth in enrollment, as depicted in the accompanying chart. While the rate of enrollment growth has decelerated in recent times, due largely in part to the result of deliberate strategic planning, FGCU enrollment had over 16,000 students in 2022-2023 for the first time; the 2023-2024 school year's enrollment passed that 16,000 mark once again, adding 208 students from the 16,004 students in 2022-2023 school year. 2024 – 2025 saw an increase of 421 students, double of the added students in 2023 – 2024. 2025 – 2026 shows enrollments approaching 17,000 students. As a multifaceted institution, FGCU not only contributes to the intellectual growth of its students but also serves as an integral driver of economic opportunity in Southwest Florida.



Source: FGCU

Florida Gulf Coast University's Regional Economic Research Institute (RERI) conducted a study on the economic contribution analysis of FGCU on the Southwest Florida region for the 2018-2019 academic year. The results of the study highlight just how influential and important FGCU's impact is in our area. The data shows over $584 million in total expenditures added, $228 million in total labor income, and was responsible for 3,852 total jobs.

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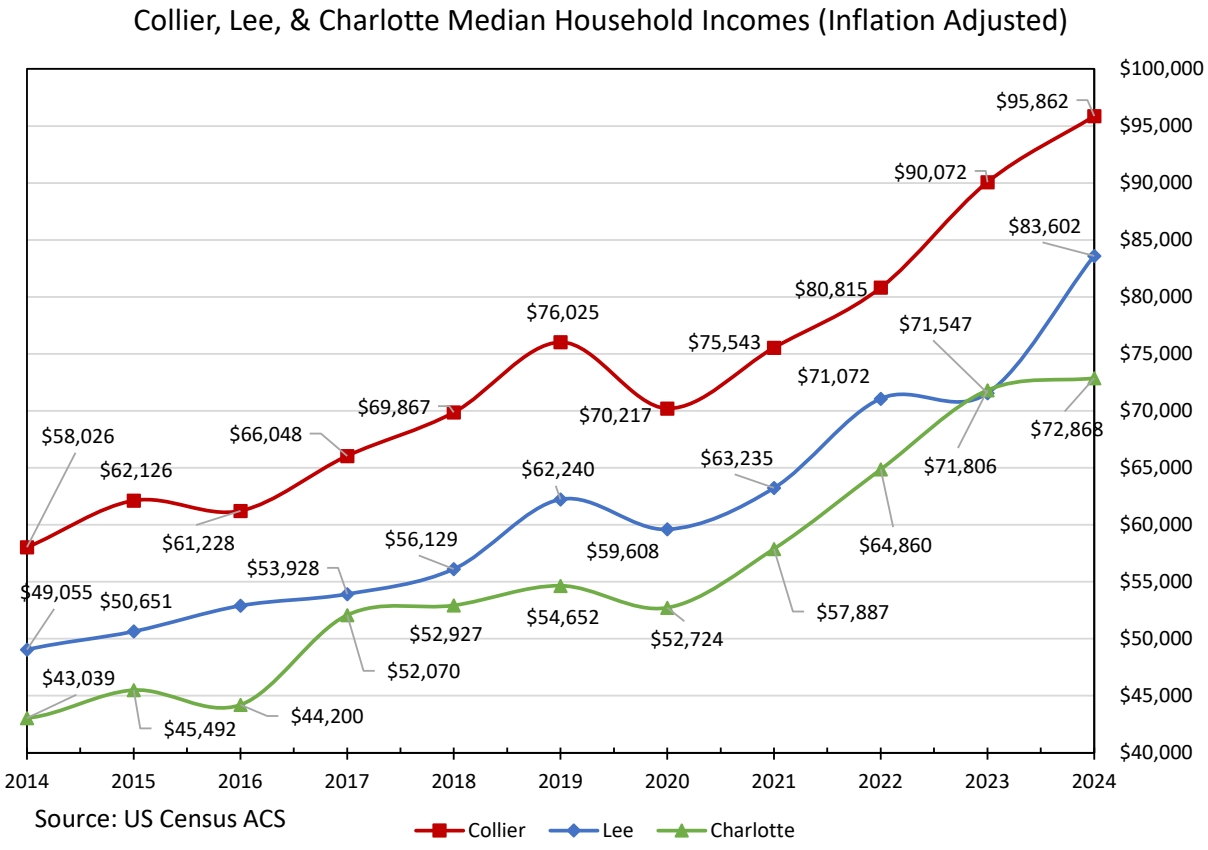
Household Income

The following graph indicates the median income levels for each county according to the U.S. Census Bureau's 2024 ACS (American Community Survey). Data for the U.S. Census 2024 ACS was released in March 2026. Median household income is inflation-adjusted, likely causing the decline from 2019 to 2020 with a surge from 2021 to the present.



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The following affordability chart estimates the required household income needed to purchase a home with a 10% down payment.

Home Price	10% Down Paymennt	Mortgage	Mortgage Rate	Property Tax 2	Annual Property Insurance 3	Monthly Payment 4	Annual Mortgage Payment	Required Household Income (30%)
$240,000	$24,000	$216,000	6.50%	$2,490	$2,400	$1,773	$21,273	**$70,911**
$260,000	$26,000	$234,000	6.50%	$2,760	$2,600	$1,926	$23,108	**$77,028**
$280,000	$28,000	$252,000	6.50%	$3,030	$2,800	$2,079	$24,944	**$83,146**
$300,000	$30,000	$270,000	6.50%	$3,300	$3,000	$2,232	$26,779	**$89,263**
$320,000	$32,000	$288,000	6.50%	$3,570	$3,200	$2,385	$28,614	**$95,381**
$340,000	$34,000	$306,000	6.50%	$3,840	$3,400	$2,537	$30,450	**$101,498**
$360,000	$36,000	$324,000	6.50%	$4,110	$3,600	$2,690	$32,285	**$107,616**
$380,000	$38,000	$342,000	6.50%	$4,380	$3,800	$2,843	$34,120	**$113,734**
$400,000	$40,000	$360,000	6.50%	$4,650	$4,000	$2,996	$35,955	**$119,851**
$420,000	$42,000	$378,000	6.50%	$4,920	$4,200	$3,149	$37,791	**$125,969**
$440,000	$44,000	$396,000	6.50%	$5,190	$4,400	$3,302	$39,626	**$132,086**
$460,000	$46,000	$414,000	6.50%	$5,460	$4,600	$3,455	$41,461	**$138,204**
$480,000	$48,000	$432,000	6.50%	$5,730	$4,800	$3,608	$43,296	**$144,321**
$500,000	$50,000	$450,000	6.50%	$6,000	$5,000	$3,761	$45,132	**$150,439**
$520,000	$52,000	$468,000	6.50%	$6,270	$5,200	$3,914	$46,967	**$156,556**
$540,000	$54,000	$486,000	6.50%	$6,540	$5,400	$4,067	$48,802	**$162,674**
$560,000	$56,000	$504,000	6.50%	$6,810	$5,600	$4,220	$50,637	**$168,792**
$580,000	$58,000	$522,000	6.50%	$7,080	$5,800	$4,373	$52,473	**$174,909**
$600,000	$60,000	$540,000	6.50%	$7,350	$6,000	$4,526	$54,308	**$181,027**

1 - Assuming Down Payment of 10% of Home Price

2 - Estimated at 1.5% of 90% of home value less $50k homestead exemption

3 - Estimated at 1% of Home Price

4 - Includes all costs, made into monthly payments

5 - Based on 30% rule of thumb

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The following chart highlights changes in purchasing power relative to mortgage rates for residents earning the median household income in each county.

Home Price	90% Mortgage	Mortgage Rate	Property Tax 2	Annual Property Insurance 3	Monthly Payment 4	Annual Mortgage Payment	Collier Median HH Income 5
$350,233	$315,210	5.75%	$3,183	$3,502	$2,396.55	$28,759	$95,862
$343,169	$308,852	6.00%	$3,106	$3,432	$2,396.55	$28,759	$95,862
$336,305	$302,675	6.25%	$3,032	$3,363	$2,396.55	$28,759	$95,862
$329,637	$296,674	6.50%	$2,960	$3,296	$2,396.55	$28,759	$95,862
$323,160	$290,844	6.75%	$2,890	$3,232	$2,396.55	$28,759	$95,862
$316,867	$285,181	7.00%	$2,822	$3,169	$2,396.55	$28,759	$95,862
$310,755	$279,680	7.25%	$2,756	$3,108	$2,396.55	$28,759	$95,862
Home Price	90% Mortgage	Mortgage Rate	Property Tax 2	Annual Property Insurance 3	Monthly Payment 4	Annual Mortgage Payment	Lee Median HH Income 5
$306,357	$275,721	5.75%	$2,709	$3,064	$2,090.05	$25,081	$83,602
$300,177	$270,160	6.00%	$2,642	$3,002	$2,090.05	$25,081	$83,602
$294,174	$264,756	6.25%	$2,577	$2,942	$2,090.05	$25,081	$83,602
$288,341	$259,507	6.50%	$2,514	$2,883	$2,090.05	$25,081	$83,602
$282,675	$254,407	6.75%	$2,453	$2,827	$2,090.05	$25,081	$83,602
$277,171	$249,454	7.00%	$2,393	$2,772	$2,090.05	$25,081	$83,602
$271,824	$244,642	7.25%	$2,336	$2,718	$2,090.05	$25,081	$83,602
Home Price	90% Mortgage	Mortgage Rate	Property Tax 2	Annual Property Insurance 3	Monthly Payment 4	Annual Mortgage Payment	Charlotte Median HH Income 5
$263,476	$237,129	5.75%	$2,620	$2,635	$1,821.70	$21,860	$72,868
$258,272	$232,444	6.00%	$2,554	$2,583	$1,821.70	$21,860	$72,868
$253,210	$227,889	6.25%	$2,490	$2,532	$1,821.70	$21,860	$72,868
$248,289	$223,460	6.50%	$2,428	$2,483	$1,821.70	$21,860	$72,868
$243,505	$219,155	6.75%	$2,368	$2,435	$1,821.70	$21,860	$72,868
$238,854	$214,969	7.00%	$2,310	$2,389	$1,821.70	$21,860	$72,868
$234,333	$210,900	7.25%	$2,253	$2,343	$1,821.70	$21,860	$72,868

1 - Assuming Down Payment of 10% of Home Price

2 - Estimated at 1.4% in Charlotte at 90% of home value less $50k homestead deduction

3 - Estimated at 1% of Home Price

4 - Includes all costs, made into monthly payments

5 - Based on 30% rule of thumb

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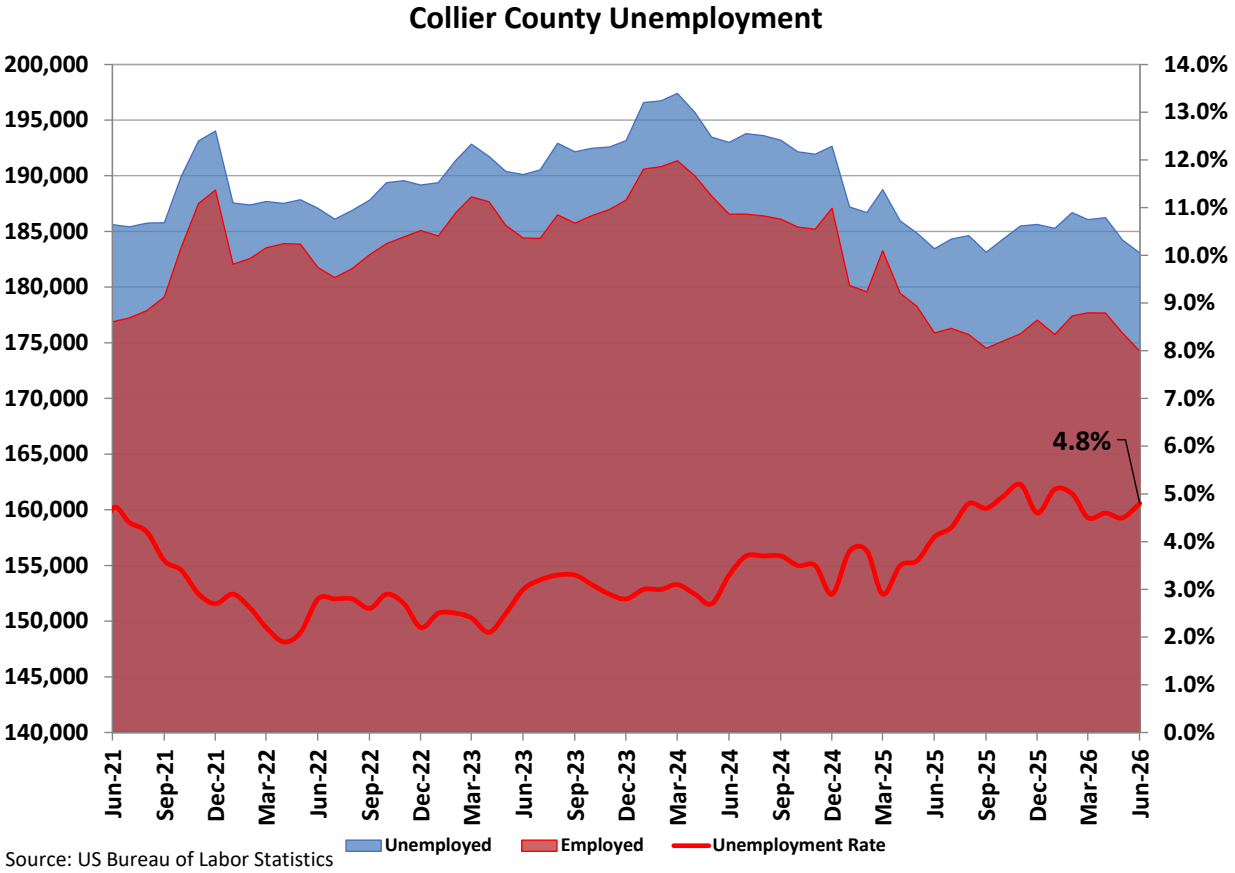
Employment

The graphs in the following section depict historical and current employment conditions at the county, state, and national levels. Note the strong seasonality in Collier County's unemployment rate. As of June 2026, Collier's unemployment rate increased to 4.8% from the last quarter.



Source: US Bureau of Labor Statistics

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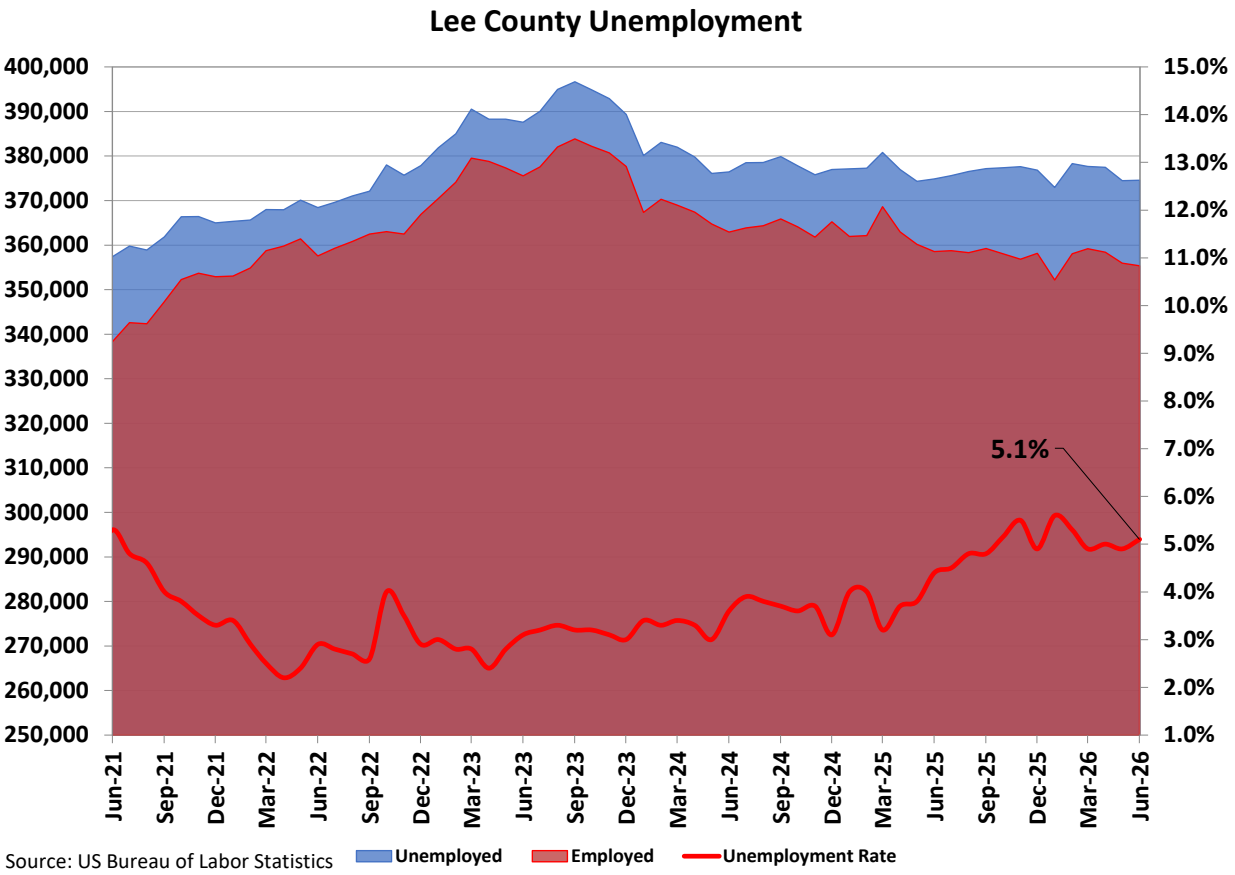
Lee County has less seasonal irregularity than Collier County and may be more relevant to the overall job market in Southwest Florida, which also affects the primary housing demand in the area. It is important to note that recent employment figures for Lee County post-pandemic show more potential employees in the county than at any time in its history. As of June 2026, the unemployment rate was 5.1%, with the available workforce (blue) exceeding pre-pandemic levels.



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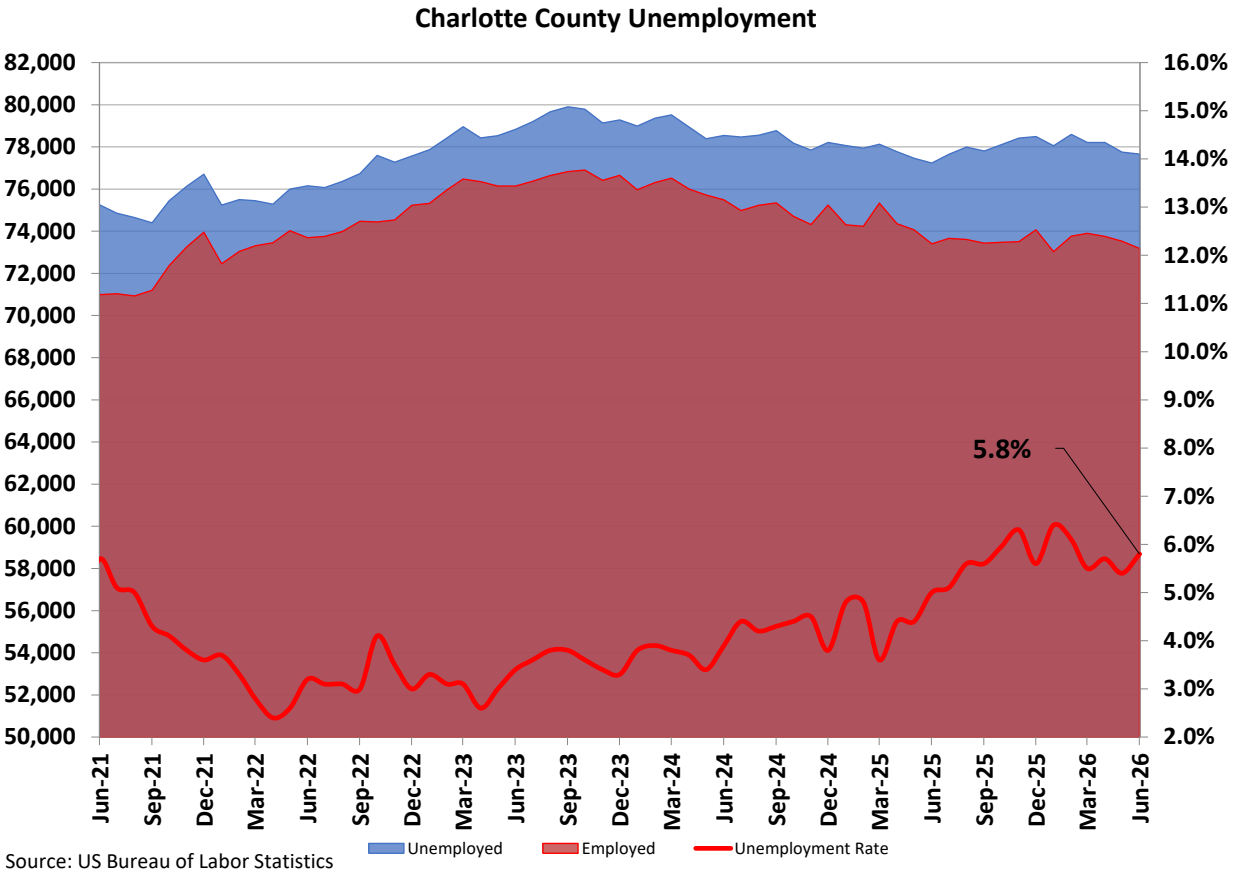
Charlotte County in June 2026 had an unemployment rate of 5.8%.



Source: US Bureau of Labor Statistics

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Largest Employers in Southwest Florida

Rank	Company Name	2025 Employment	Industry	Rank	Company Name	2025 Employment	Industry
1	Lee Health	16,506	Healthcare	51	Bank Of America	768	Finance
2	Lee County Public Schools	12,264	Educational	52	Starbucks Corporation	749	Food Services
3	Publix Asset Management Company	10,445	Retail Trade	53	Lennar Corp	740	Construction
4	Lee County Local Government	9,959	Public	54	The Tjx Companies Inc	736	Retail Trade
5	Walmart Inc	8,202	Retail Trade	53	The Wendy's Co	685	Food Services
6	Collier County Public Schools	6,091	Educational	56	Intercontinental Hotels Group	681	Accomodation
7	Collier County Local Government	5,262	Public	57	Family Health Centers of Southwest Florid	678	Healthcare
8	Arthrex Inc	4,440	Manufacturing	58	Keiser University	669	Educational
9	Nch Healthcare System	3,940	Healthcare	59	B & I Contractors	640	Construction
10	Charlotte County Local Government	2,908	Public	60	Bonita Bay Club	621	Entertainment,
11	Physicians Regional Healthcare Syster	2,692	Healthcare	61	Anywhere Advisors Llc	620	Real Estate and
12	Amazon.com Inc	2,530	Distribution	62	Lowe's Companies Inc	608	Retail Trade
13	Charlotte County Public Schools	2,512	Educational	63	Beall's Inc	604	Retail Trade
14	Herc Rentals	2,226	Management of	64	Outback Steakhouse Of Florida Llc	602	Food Services
15	Wells Fargo Bank	2,093	Finance	65	Saluscare Inc	600	Healthcare
16	Gargiulo Inc	2,082	Agriculture,	66	Family Home Health Service	588	Healthcare
17	Gartner Inc	2,000	Consulting	67	Fifth Third Bank	575	Finance
18	The Home Depot Inc	1,956	Retail Trade	68	Ave Maria University	572	Educational
19	Florida Gulf Coast University	1,943	Educational	69	Xfinity	563	Retail Trade
20	Mcdonald's Corporation	1,930	Food Services	70	Downing - Frye Realty Inc	539	Real Estate and
21	Millennium Physician Group	1,758	Healthcare	71	Family Resource Center	537	Non-profit
22	Marriott International Inc	1,680	Accomodation	72	Darden Concepts Inc	533	Food Services
23	Shell Point Retirement Community	1,563	Healthcare and	73	Domino's Pizza Inc	528	Food Services
24	Hca Florida Healthcare	1,448	Healthcare	74	Jpmorgan Chase Bank	525	Finance
25	Walgreen Co	1,440	Retail Trade	75	Florida Cancer Specialists & Research Ins	516	Healthcare
26	Unitedhealthcare Services Inc	1,295	Healthcare	76	Brinker International Inc	513	Food Services
27	Florida SouthWestern State College	1,255	Educational	77	Labcorp	509	Healthcare
28	Inspire Brands Inc	1,194	Food Services	78	Dine Brands Global Inc	507	Food Services
29	Neogenomics Inc	1,150	Healthcare	79	Dollar Tree Inc	504	Retail Trade
30	The Hertz Corporation	1,073	Management of	80	Taco Bell Ip Holder Llc	504	Food Services
31	Hendry County Public Schools	1,071	Educational	81	Vi	494	Healthcare and
32	Cvs Health Corporation	1056	Retail Trade	82	U-haul International Inc	489	Transportation
33	Southeastern Grocers Llc	1054	Retail Trade	83	Target Corp	484	Retail Trade
34	Us Sugar	1008	Agriculture,	84	R And R Harvesting	477	Agriculture,
35	Chico's Fas Inc	1000	Retail Trade	85	Dollar General Corp	474	Retail Trade
36	Ace Hardware Corp	993	Retail Trade	86	Hope Hospice	474	Healthcare
37	Walsh Group	971	Construction	87	Wyndham Hotels & Resorts Inc	472	Accomodation
38	Suncoast Credit Union	936	Finance	88	Allstate Insurance	470	Insurance
39	Truist	934	Finance	89	Ascent Hospitality Management	470	Healthcare
40	Lee County Electric Co- op	931	Utilities	90	Carrabba's Italian Grill Inc	469	Food Services
41	USA Today Co	926	Media and News	91	Bj's Wholesale Club Holdings Inc	466	Retail Trade
42	John R Wood Properties	898	Real Estate and	92	Jones Financial Companies Lllp	466	Finance
43	Hilton Hotels & Resorts	881	Accomodation	93	Quest Diagnostics Inc	457	Healthcare
44	Beasley Broadcast Group Inc	833	Broadcasting	94	Promedica Health Systems Inc	451	Healthcare
45	Dillard's Inc	826	Retail Trade	95	Lake Michigan Credit Union	448	Finance
46	Burger King Corporation	806	Food Services	96	Goodwill Industries International Inc	445	Retail Trade
47	Southern Technical College	801	Educational	97	Solaris Healthcare Charlotte Harbor	439	Healthcare
48	7-eleven Inc	772	Retail Trade	98	Lynx Services Llc	436	Finance
49	Subway Ip Llc	772	Food Services	99	Costco Wholesale Corp	429	Retail Trade
50	Hendry County Local Government	772	Public	100	Culver Franchising System Llc	411	Food Services

Source: FGCU

The Southwest Florida economy is heavily tied to the residential construction and service industries. There have been noticeable improvements in those industries over the past few years that have done a great deal to increase job growth in Southwest Florida.

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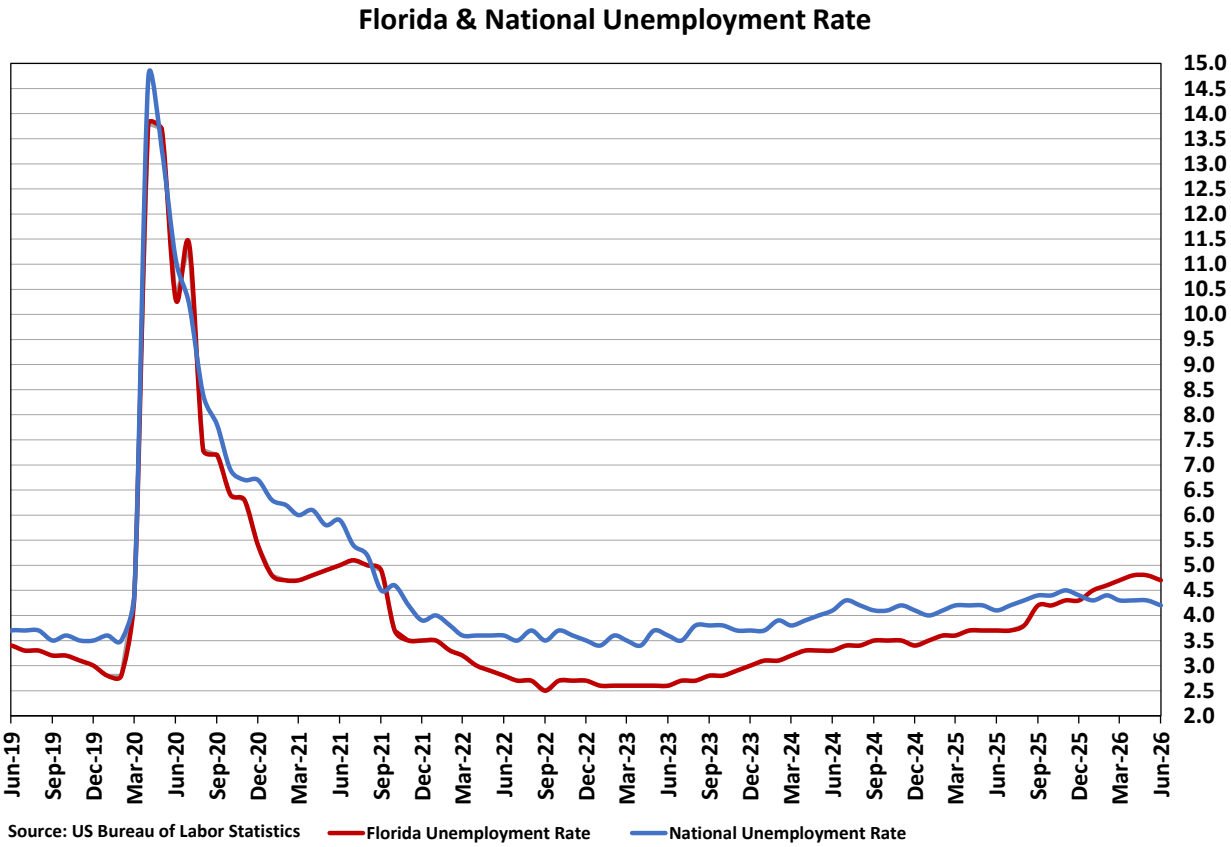
State and national unemployment figures are below:



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Migration

The Internal Revenue Service (IRS) provides annual migration data based on the addresses from annual tax returns received and compared year over year. IRS migration data captures roughly 80% of all United States residents but excludes those lower-income residents who do not need to file a return. While it does not capture all migration, it does represent data regarding migrants who have the ability to purchase a home in Southwest Florida.

Data in the following tables are from the 2022-2023 tax year. The data below shows the top originating counties and states for in-migration.

COLLIER COUNTY INFLOW MIGRATION 2022 - 2023						
In-State Inflow			Out-of-State Inflow			
Rank	County	Total	Rank	State	County	Total
1	Lee County	3,137	1	IL	Cook County	639
2	Miami-Dade County	1,331	2	IL	DuPage County	282
3	Brow ard County	864	3	MN	Hennepin County	235
4	Palm Beach County	438	4	NY	Suffolk County	234
5	Hillsborough County	196	5	MI	Oakland County	224
6	Orange County	192	6	NY	Nassau County	208
7	Hendry County	119	7	MA	Middlesex County	199
8	Pinellas County	113	8	MA	Barnstable County	187
9	Manatee County	106	9	NJ	Monmouth County	182
10	Sarasota County	102	10	IL	Lake County	161
11	Charlotte County	88	11	MA	Norfolk County	158
12	Monroe County	74	12	MA	Essex County	157
13	Alachua County	64	13	MA	Plymouth County	153
14	Polk County	61	14	NJ	Bergen County	147
15	Pasco County	61	15	CA	Los Angeles County	141
16	Duval County	54	16	NY	New York County	137
17	Osceola County	54	17	NY	Westchester County	128
18	Brevard County	49	18	MO	St. Louis County	127
19	Seminole County	47	19	NY	Queens County	123
20	Leon County	42	20	IL	Will County	123
21	St. Johns County	39	21	OH	Cuyahoga County	122
22	Highlands County	37	22	VA	Fairfax County	112
23	Volusia County	34	23	NJ	Ocean County	111
24	St. Lucie County	31	24	PA	Allegheny County	107
25			25	OH	Franklin County	104

Source: IRS

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LEE COUNTY INFLOW MIGRATION 2022 - 2023						
In-State Inflow			Out-of-State Inflow			
Rank	County	Total	Rank	State	County	Total
1	Collier County	4,627	1	IL	Cook County	547
2	Miami-Dade County	3,807	2	NY	Suffolk County	433
3	Brow ard County	1,845	3	MN	Hennepin County	375
4	Charlotte County	852	4	MI	Oakland County	326
5	Palm Beach County	726	5	IL	DuPage County	320
6	Hillsborough County	688	6	IL	Will County	269
7	Orange County	504	7	IL	Lake County	235
8	Sarasota County	456	8	NV	Clark County	227
9	Hendry County	428	9	NY	Nassau County	224
10	Pinellas County	359	10	NJ	Ocean County	221
11	Polk County	281	11	MA	Middlesex County	216
12	Manatee County	249	12	NY	Queens County	206
13	Pasco County	199	13	CA	Los Angeles County	205
14	Monroe County	168	14	AZ	Maricopa County	199
15	Duval County	166	15	NJ	Monmouth County	184
16	Brevard County	161	16	OH	Franklin County	181
17	St. Lucie County	150	17	MI	Wayne County	178
18	Seminole County	120	18	MI	Macomb County	178
19	Marion County	111	19	NJ	Bergen County	173
20	Osceola County	108	20	OH	Cuyahoga County	172
21	Alachua County	106	21	TX	Harris County	172
22	Highlands County	105	22	MA	Essex County	169
23	Volusia County	101	23	MA	Plymouth County	162
24	Leon County	99	24	MO	St. Louis County	161
25	Lake County	95	25	KY	Jefferson County	153
26	Martin County	78	26	IL	Kane County	152
27	Sumter County	74	27	NY	Monroe County	151
28	Hernando County	74	28	NY	Erie County	151
29	DeSoto County	71	29	NJ	Hudson County	142
30	Glades County	61	30	MA	Worcester County	139
31	Indian River County	60	31	NY	Kings County	135
32	Clay County	58	32	MN	Anoka County	134
33	Escambia County	56	33	VA	Fairfax County	133
34	Okaloosa County	42	34	GA	Gw innett County	133
35	Santa Rosa County	39	35	MA	Norfolk County	130
36	St. Johns County	38	36	PA	Montgomery County	127
37	Citrus County	30	37	MD	Baltimore County	127
38	Bay County	29	38	CO	El Paso County	127
			39	OH	Summit County	126
			40	WI	Waukesha County	126

Source: IRS

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CHARLOTTE COUNTY INFLOW MIGRATION 2022 - 2023						
In-State Inflow			Out-of-State Inflow			
Rank	County	Total	Rank	State	County	Total
1	Sarasota County	2,434	1	IL	Cook County	101
2	Lee County	1,830	2	MI	Oakland County	89
3	Miami-Dade County	309	3	NJ	Ocean County	81
4	Manatee County	289	4	NY	Suffolk County	76
5	Broward County	263	5	MA	Worcester County	70
6	Hillsborough County	241	6	WA	Pierce County	70
7	DeSoto County	228	7	NH	Rockingham County	68
8	Collier County	210	8	IL	Will County	60
9	Pinellas County	173	9	IL	McHenry County	59
10	Palm Beach County	169	10	NH	Hillsborough County	59
11	Orange County	131	11	IL	Lake County	57
12	Polk County	113	12	IL	DuPage County	56
13	Pasco County	70	13	MA	Bristol County	55
14	Highlands County	67	14	MN	Hennepin County	55
15	Marion County	61	15	IN	Marion County	55
16	Duval County	51	16	MA	Plymouth County	55
17	Brevard County	50	17	MI	Macomb County	54
18	St. Lucie County	42	18	MA	Essex County	52
19	Seminole County	41	19	NY	Nassau County	50
20	Osceola County	38	20	CA	San Diego County	48

Source: IRS

Those migrating into Collier, Lee, and Charlotte Counties tend to either be from other local counties or Northeastern and Midwestern states.

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The following chart provides inflow from the top originating states to Collier, Lee, and Charlotte Counties combined.

SWFL INFLOW MIGRATION 2022 - 2023					
Rank	State	Charlotte	Collier	Lee	Total
1	NY	240	1,253	2,174	3,667
2	IL	333	1,338	1,758	3,429
3	NJ	117	1,046	1,826	2,989
4	MA	354	1,059	1,150	2,563
5	OH	116	468	1,355	1,939
6	MI	189	443	1,166	1,798
7	PA	136	469	907	1,512
8	MN	97	375	927	1,399
9	CT	73	437	657	1,167
10	TX	74	277	782	1,133
11	CA	83	339	592	1,014
12	CO	88	156	540	784
13	IN	55	160	488	703
14	MD	31	213	417	661
15	WI		142	501	643
16	GA		151	412	563
17	VA		156	365	521
18	MO		161	311	472
19	NC		109	325	434
20	NH	127	94	164	385
21	AZ	42	97	232	371
22	NV	46	81	227	354
23	RI		139	211	350
24	WA	117	68	146	331
25	SC		58	214	272
26	KY		64	184	248
27	ME	32	87	111	230
28	TN		39	178	217
29	DE		84	96	180
30	KS		59	75	134
31	IA			91	91
32	NE			65	65
33	HI			53	53
34	UT			42	42
35	NM			40	40
36	DC		40		40
37	OR			36	36
38	ND			34	34
Total		2,350	9,662	18,852	30,864

Source: IRS

Historical data has shown a shift in in-migration from predominantly Midwestern states to predominantly Northeastern states over the past 15 years.

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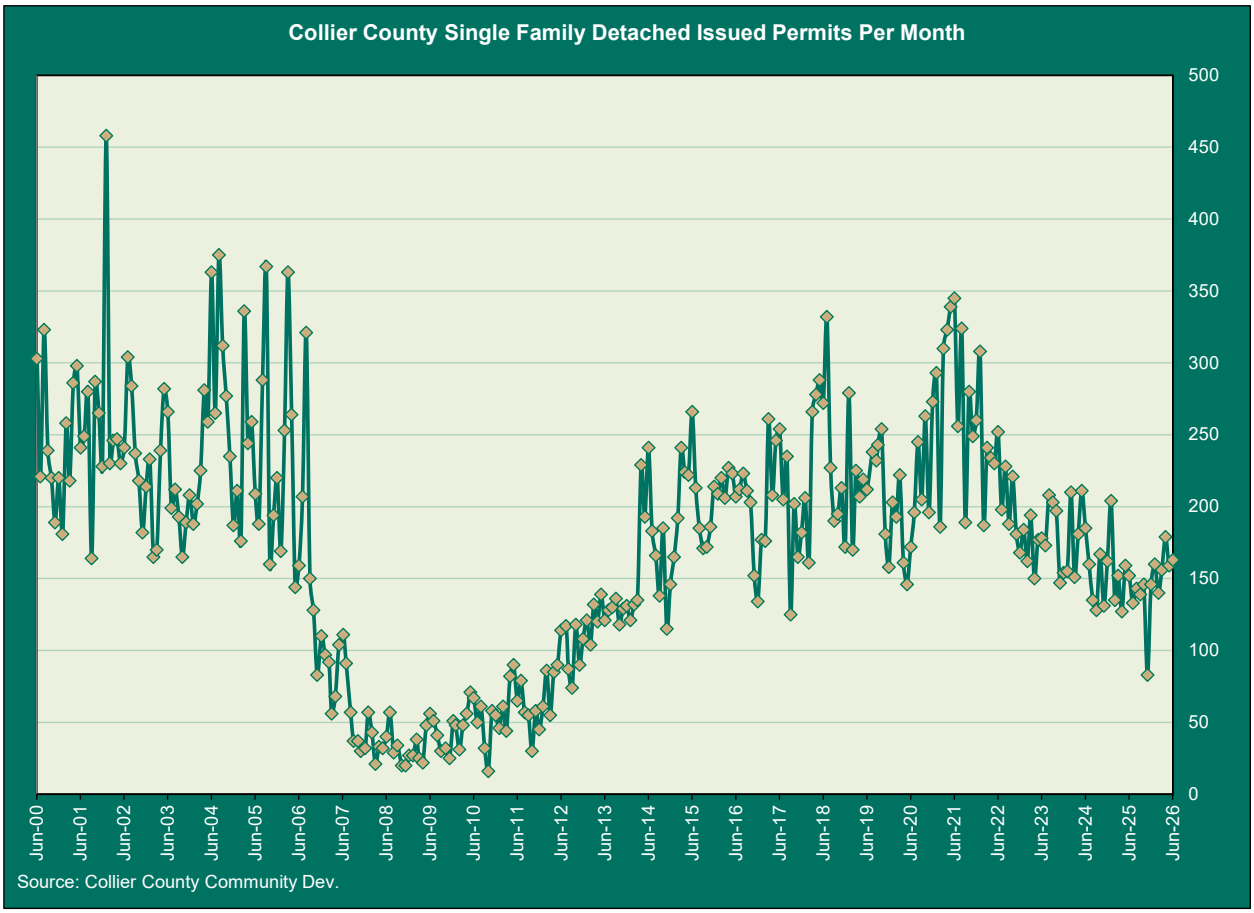
Housing Overview

Collier County Permits

The graphs in this section show the history of issued permits for single-family detached, single-family attached, and multi-family products in Collier County. All product types are important when viewed in terms of the overall health of the real estate market.

Collier County saw a total of 1,747 single-family detached permits issued for the one-year period ending in June 2026. This was a 3.6% decrease from the previous one-year period. The permit level is expected to remain flat over the next 12 months at the current level.



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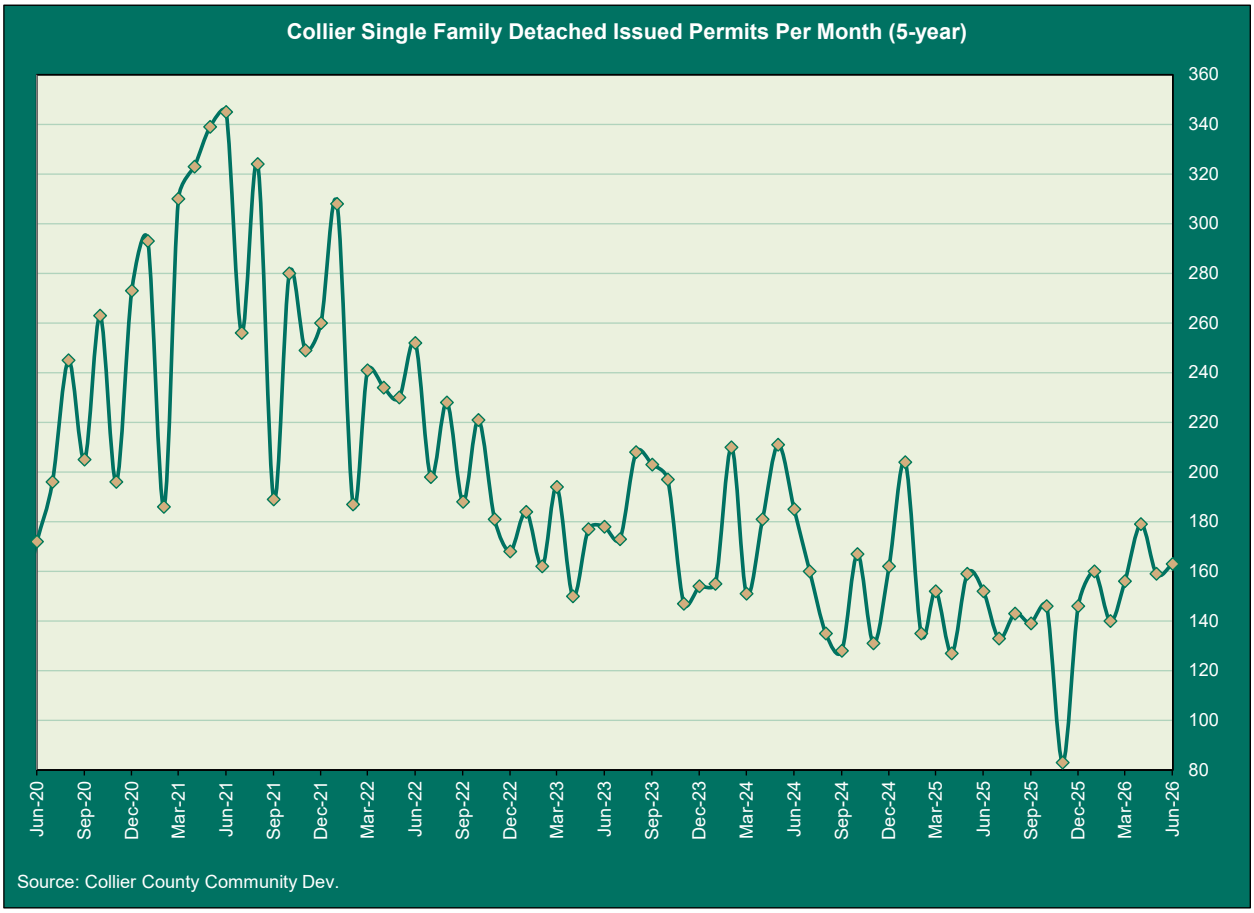
New single-family detached home permits issued in Collier County
June 2026 – June 2026



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The tables below rank the top communities and builders for Collier County by building permit issuance for new single-family detached homes for the one-year period ending in June 2026.

Rank	Builder	SFD Permits
1	Pulte	261
2	GL Homes	175
3	Lennar	128
4	Taylor Morrison	101
5	Neal Communities	85
6	CC Devco	81
7	Stock Luxury Homes	70
8	Toll Brothers	56
9	Quality Premier LLC	55
10	SBA Construction	33
11	Mattamy Homes	32
12	Habitat for Humanity	17
13	Stratos Construction	14
14	Audi Home Builders	11
15	AR Best Plumbing	10
16	ARCS Investments	10
17	Seagate Development Group	9
18	3Men2 Buildworks	8
19	B&G Properties	8
20	All Around Quality Homes	7
21	Gator Home Construction	7
22	Landmark Construction	7
23	Blackstone Construction	6
24	D-Mega Castle	6
25	DS Homes	6
26	Top Quality Asphalt	6
27	XL Homes of SW FL	6
28	Agape Home Builders	5
29	Brangus Constructions	5
30	Coastline Construction and Dev.	5
31	Design Home Remodeling	5
32	GC Fonseca Construction	5
33	Glendale Group of SWFL	5
34	Imperial Homes	5
35	Perception Building	5
2Q2026		

Rank	Community	SFD Permits
1	Golden Gate Estates	481
2	Valencia Sky	175
3	Avalon	126
4	Esplanade by the Islands	97
5	Terreno at Valencia	96
6	Skysail	85
7	Caymas Phase 1	83
8	Del Webb Ave Maria	60
9	Maple Ridge/ Hampton Ave Maria	51
10	National G&CC Ave Maria	39
11	Seven Shores	36
12	Naples Park	35
13	Summerlit	32
14	Silverwood at Ave Maria	30
15	Valencia G & CC	26
16	Hacienda North	20
17	Majestic Place	13
18	Maple Lane Home	13
19	Lido Isles	12
20	Conners Vanderbilt	9
21	Grove Bayshore	8
22	Pine Ridge	8
23	Isle of Capri	7
24	Opus Stone	7
25	Millers Park	6
26	Pelican Bay	6
27	Naples Farm	5
28	Palisades	5
29	Bella Torso An Esplande	4
30	Big Cypress Golf	4
31	Chokoloskee	4
32	Quail West	4
33	Whitehursts	4
34	Everglades City	3
35	Hallendale	3
2Q2026		

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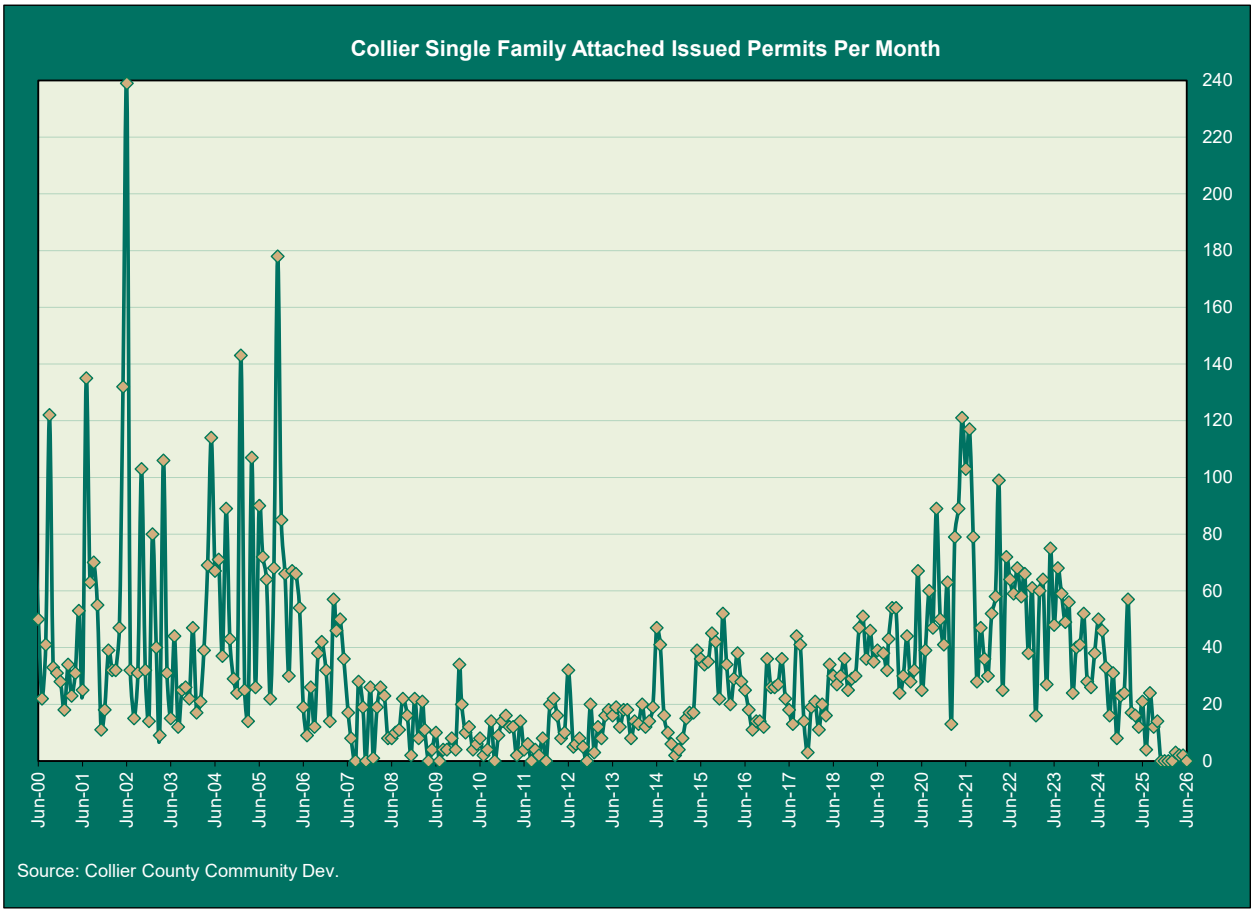
A total of 61 new single-family attached permits were issued for Collier County for the one-year period ending in June 2026; this was a 79.9% decrease from the previous one-year period.



The tables below rank the top communities and builders for Collier County by building permit issuance for new single-family attached homes for the one-year period ending in June 2026.

Rank	Community	SFA Permits
1	Seven Shores	25
2	Isles of Collier Preserve	24
3	Esplande by the Islands	5
4	Golden Gate	5
2Q2026		

Rank	Builder	SFA Permits
1	BB Living Management	25
2	Minto	24
3	Taylor Morrison	5
4	Habitat for Humanity	3
2Q2026		

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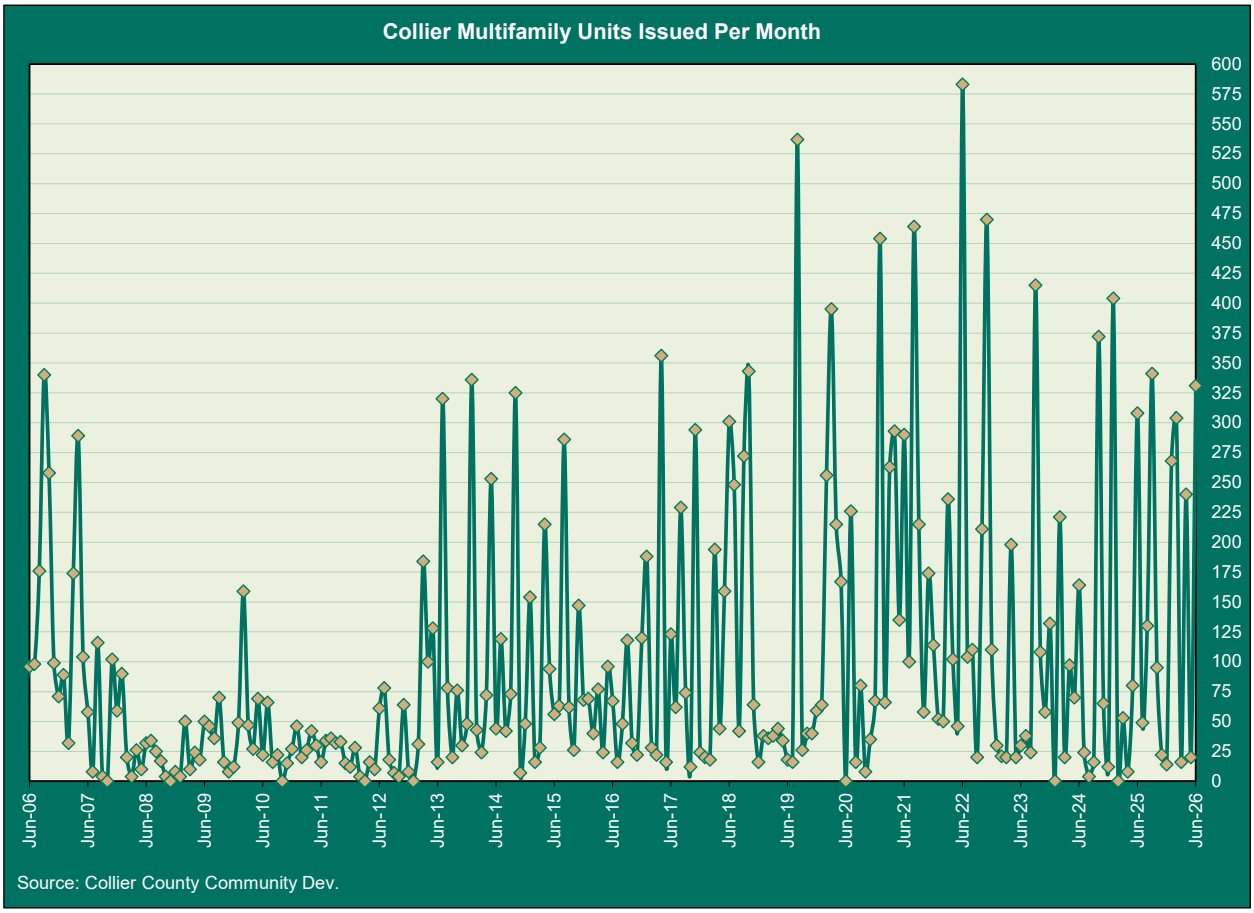
Collier County issued permits for 1,830 multi-family units (buildings with 3 or more units) for the one-year period ending in June 2026. This was a 36% increase from the previous one-year period.



The tables below rank the top communities and builders for Collier County by building permits issued for new multi-family units for the one-year period ending in June 2026.

Rank	Community	MF Permits
1	The Henley	265
2	Wave at Rose	230
3	Cassia Naples	228
4	Lely Resort	184
5	EKOS Creekside	160
6	Mattson at Vanderbilt	150
7	GS Greenway Apts.	100
8	Casa San Juan Diego	80
9	Azalea Park	64
10	Treefarm Apartments	60
11	Las Palmas	42
2Q2026		

Rank	Builder	MF Permits
1	Brooks & Freund	345
2	Buckhaven LLC	230
3	Greystar	228
4	Deangelis Diamond	201
5	Morrow Construction	184
6	Roers GC	150
7	Habitat for Humanity	117
8	GS Construction Florida	100
9	FL Star Construction	64
10	Pulte	38
11	Lennar	36
2Q2026		

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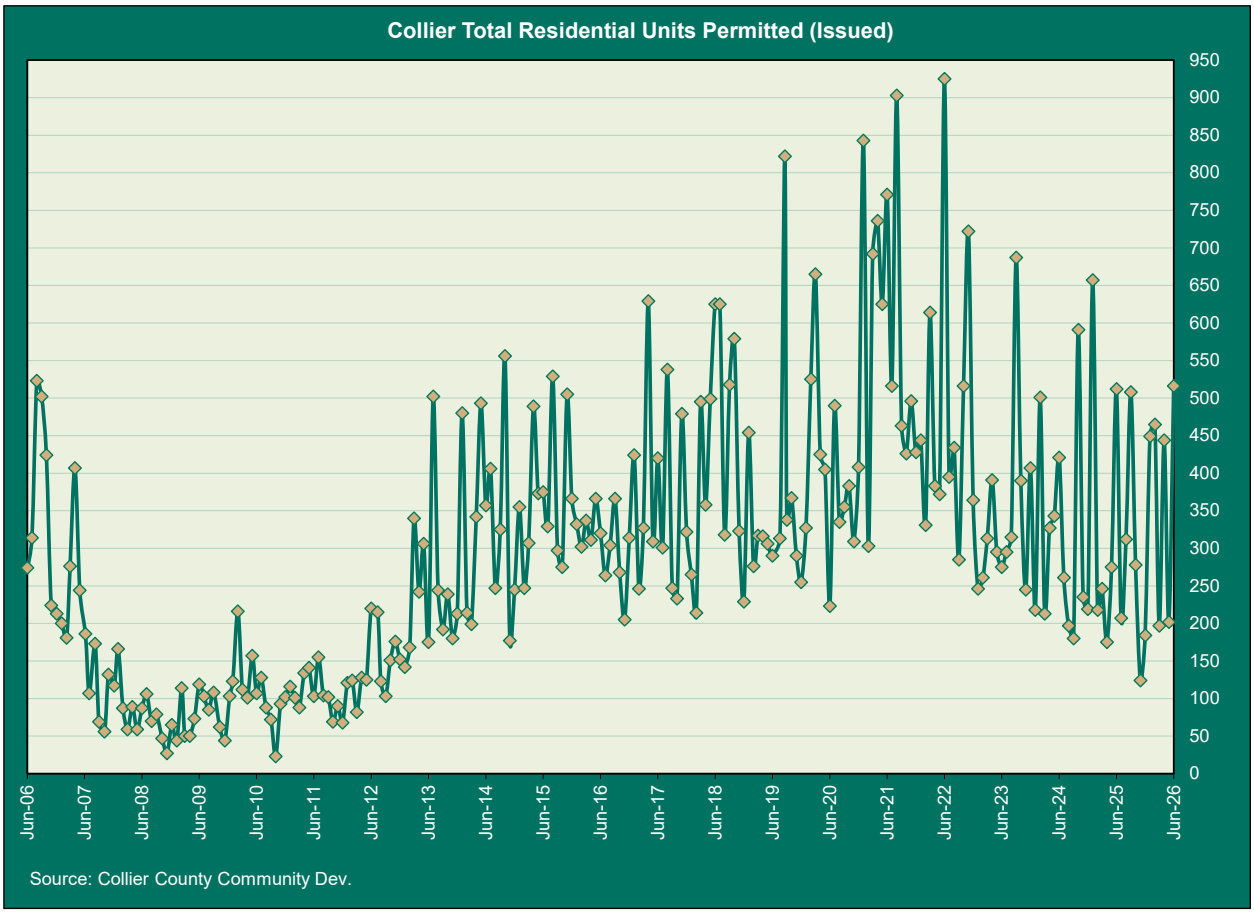
The following graph shows the trend for total residential units permitted in all of Collier County municipalities combined. Figures from the City of Naples and Marco Island are included in the graph. A total of 3,886 residential units were permitted across all product types for the one-year period ending in June 2026. This was a 3.2% increase from the previous one-year period. Looking forward, we believe residential permit issuance in Collier County will be flat over the next 12 months.



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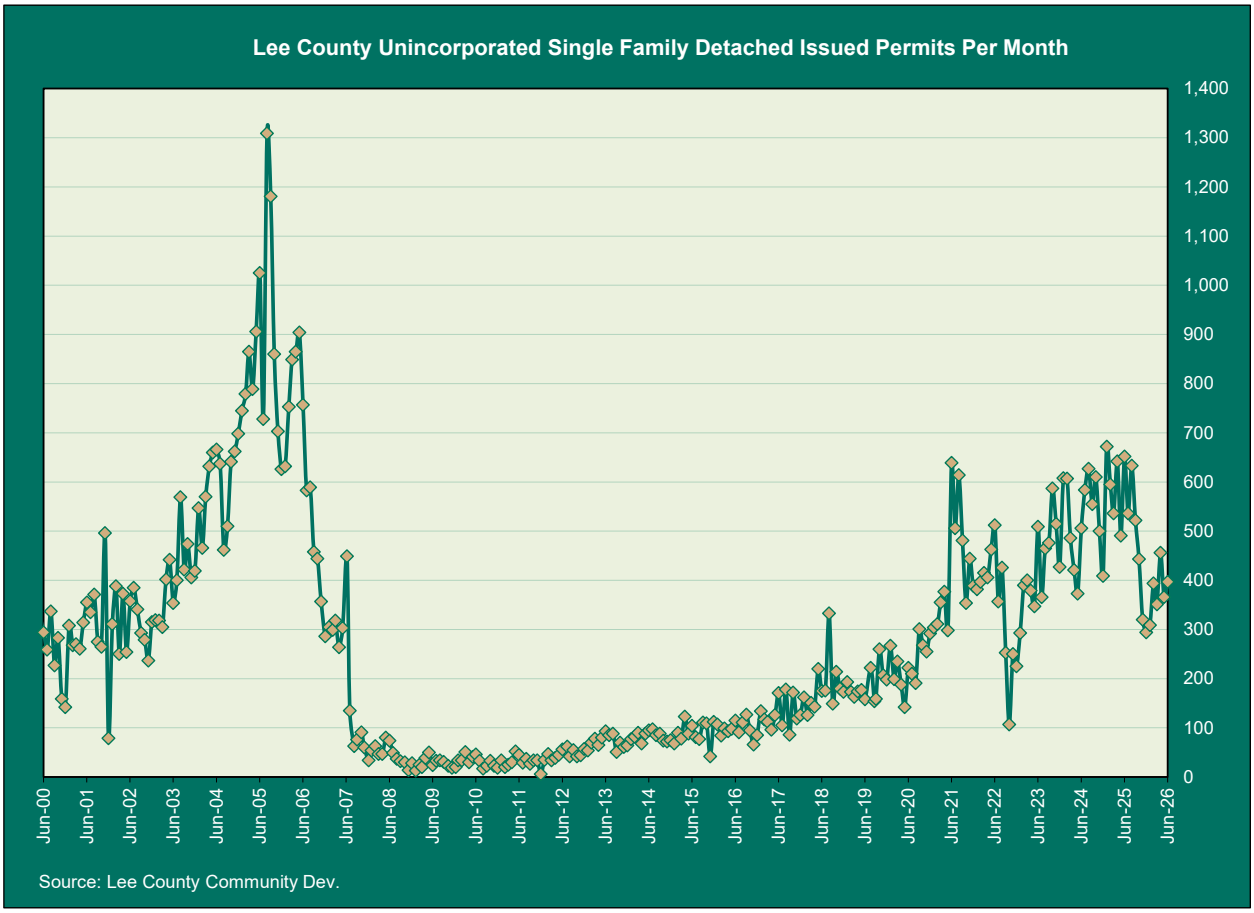
Lee County Permits

The data for Unincorporated Lee County is shown below. The City of Cape Coral, the City of Bonita Springs, Sanibel, Fort Myers Beach, the Village of Estero, and the City of Fort Myers have their own permit reporting department figures that are reported separately. The Village of Estero started reporting their permits separately in January 2015. Their permits are included in the chart below prior to January 2015.



Unincorporated Lee County issued a total of 5,021 single-family detached home permits for the one-year period ending in June 2026. This was a 26.9% decrease from the previous one-year period. The permit level in Unincorporated Lee County is expected to be on a similar trajectory for the next 12 months.

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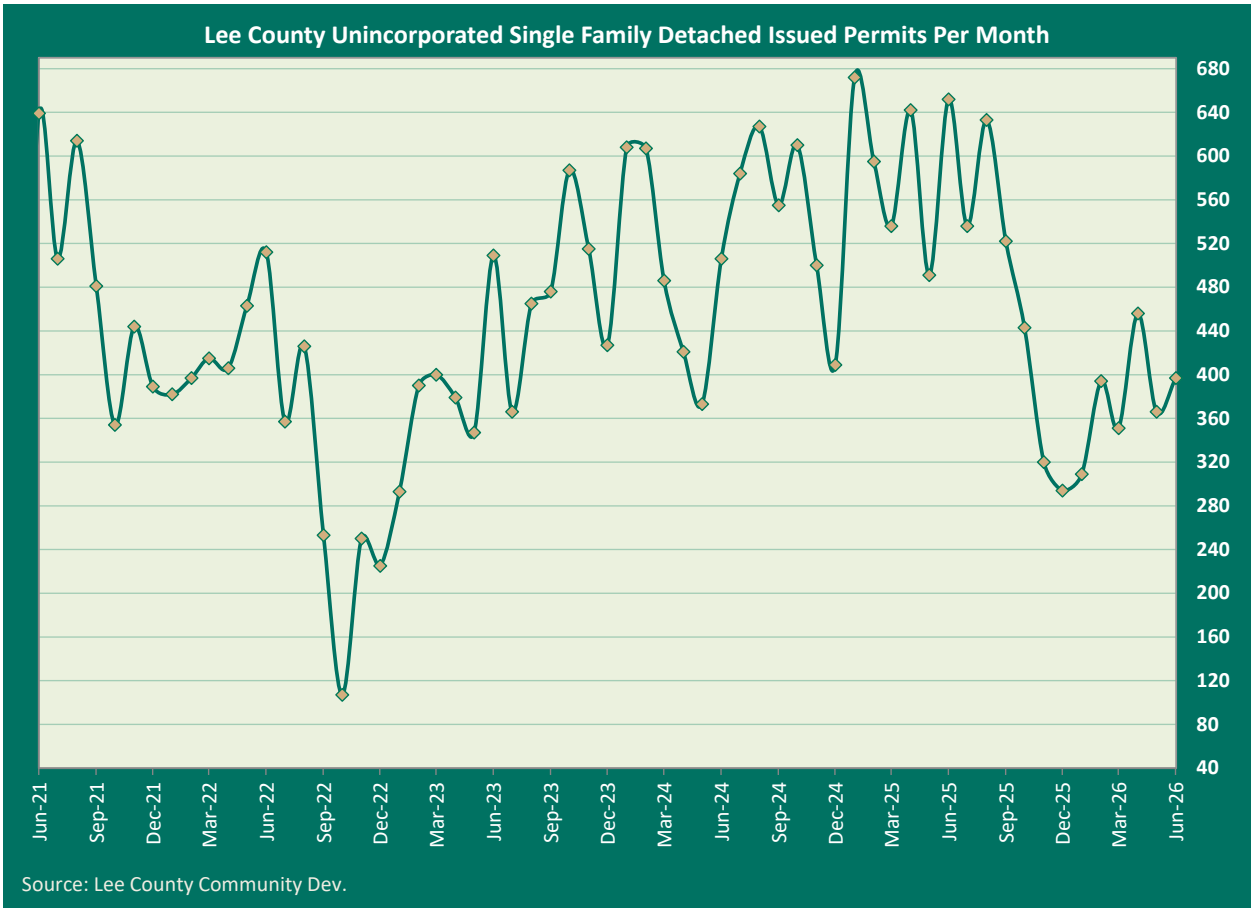
New single-family detached home permits issued in Unincorporated Lee County
June 2026 – June 2026



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The tables below rank the top communities and builders for Lee County Unincorporated by building permit issuance for new single-family detached homes for the one-year period ending in June 2026.

Rank	Builder	SFD Permits
1	Lennar	826
2	Pulte	454
3	DR Horton	317
4	Stratos Construction	252
5	GL Building Corporation	160
6	Taylor Morrison	125
7	Nathans Homes	115
8	Christopher Alan Homes	106
9	Top Quality Asphalt	90
10	Coaston Homes	79
11	Coastline Construction and Development	74
12	Val Florida	68
13	Jaj Dong Homes	55
14	Green Sun	41
15	YMS Builders Inc	39
16	Academia Development	37
17	Skyline Construction Management	37
18	M I Homes of Fort Myers	36
19	Coastec Built	34
20	O & J Construction	29
21	Triple Builders	25
22	Holiday Builders	24
23	Maronda	24
24	CMG General Contractors	22
25	DSD Homes	21
26	Ruben D Salazar Inc.	21
27	Bricks Development	20
28	Ducky Recovery	20
29	Ideal Construction	19
30	Sanchez Enterprise Group	19
31	Neal Communities	18
32	Allco of FL	17
33	DMG Builders	17
34	Sunny Coast Builders	17
2Q2026		

Rank	Community	SFD Permits
1	Lehigh Acres	2505
2	Verdana Village	400
3	Crane Landing	175
4	Valencia Harbor	161
5	Babcock Ranch Terraw Walk	94
6	River Hall	94
7	Del Webb Oak Creek	91
8	Mirror Lakes	86
9	Coral Bay	85
10	Southwood	83
11	Savanna Lakes	74
12	Esplande Lake Club	73
13	Hampton Lakes at River Hall	68
14	Bentley Crossing	67
15	Greenbriar	62
16	Avalon Village	58
17	Lehigh Park	51
18	Whispering Lakes	51
19	Ibis Landing	45
20	Bayshore Ranch	38
21	Kingston	38
22	Solena	34
23	Twin Lake Estates	33
24	Portico	30
25	Magnolia Landing/Herons Glen	23
26	Miromar Lakes	23
27	Hemingway Pointe	22
28	Sandy Key	22
29	Brightwater	15
30	Coachlight Manor	14
31	San Carlos Park	14
32	Heritage Preserve	13
33	Stonehill Manor	13
34	Flamingo Bay	12
2Q2026		

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In addition to single-family detached, 722 new single-family attached permits were issued for Unincorporated Lee for the one-year period ending in June 2026, a 30.2% decrease from the previous one-year period. The communities and builders for single-family attached can be seen in the following charts.

Rank	Builder	SFA Permits
1	O and J Construction	106
2	Lennar	85
3	Panther Construction	36
4	Stratos Construction Corp	30
5	Ricardo De Castro	26
6	Pulte	22
7	Jaj Dong Homes	20
8	Affordable Quality Homes Solutions	16
9	Catana Construction	12
10	MG Hometech	12
11	Hard Brick Corp	10
12	MSN Construction	10
13	Above Grade Builders	8
14	Avantech Construction	8
15	EZ GC	8
16	PDG	8
17	Ruben D Salazar	8
18	AA Glass and Windows	6
19	3R Construction	6
20	AC Construction Enterprises	6
21	Altrix Homes	6
22	C A Tano Construction	6
23	Construgama 77	6
24	Habitat Solutions Group	6
2Q2026		

Rank	Community	SFA Permits
1	Lehigh Estates	272
2	Lehigh Acres	215
3	Verdana Village	50
4	Southwood	30
5	Ibis Landing	23
6	Greenbriar	18
7	Babcock Ranch Terra Walk	16
8	Kingston	16
9	Lehigh Park	16
10	Parkwood Villas	14
11	Twelfth Street Park	12
2Q2026		

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There were also 608 multi-family units (3 + units per building) built in Unincorporated Lee County for the one-year period ending in June 2026. This was a 63.2% decrease from the previous one-year period. The communities and builders for multi-family units can be seen in the following charts.

Rank	Builder	MF Permits
1	TRG Builders	386
2	Lennar	122
3	Rocklyn Homes	40
4	Pulte	24
5	Maronda Homes	16
6	Frontdoor Communities	8
7	Taylor Morrison	8
8	Maloney Builders Group	4
2Q2026		

Rank	Community	MF Permits
1	TRG Tapestry Apartments	386
2	Ibis Landing	46
3	Crane Landing	42
4	Buckingham Village	40
5	Orange River Townhomes	28
6	Bonita Solis Grande	24
7	Orchid Cove	16
8	Kingston	8
9	Miromar Lakes	8
10	Entrada Townhomes	6
2Q2026		

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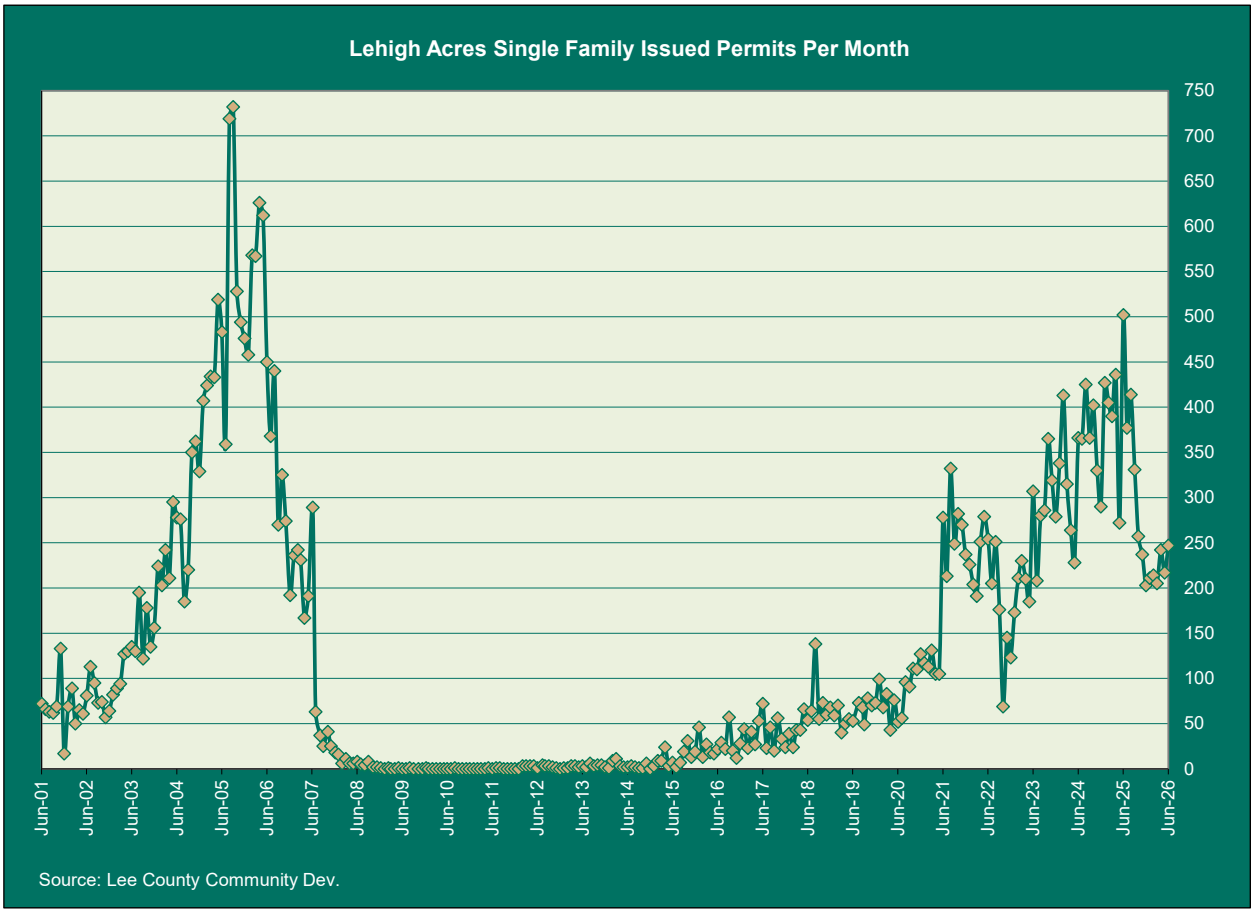
Lehigh Acres submarket figures, included in the Unincorporated Lee County chart, are shown separately in the following charts.



There were 3,155 permits issued for new single-family detached homes in Lehigh Acres for the one-year period ending in June 2026. This was a 31.6% decrease from the previous one-year period. Lehigh Acres experienced its best monthly output (427) in January 2024 for permits issued for new homes in Lehigh Acres, breaking the previous record of 365 which was set in October of 2023. June 2025 posted 502 permits, once again breaking the record. To put the current level of new home permit activity into perspective, only 3,500 new single-family permits were issued in total in Lehigh Acres over 8 years from 2012-2020; in comparison, over 9,500 single-family detached permits have been issued over 3 years from 2022 to end of 2024. Permit activity is expected to remain at near-term levels over the next 12 months as Lehigh remains a target area for affordability in the Lee County market area.

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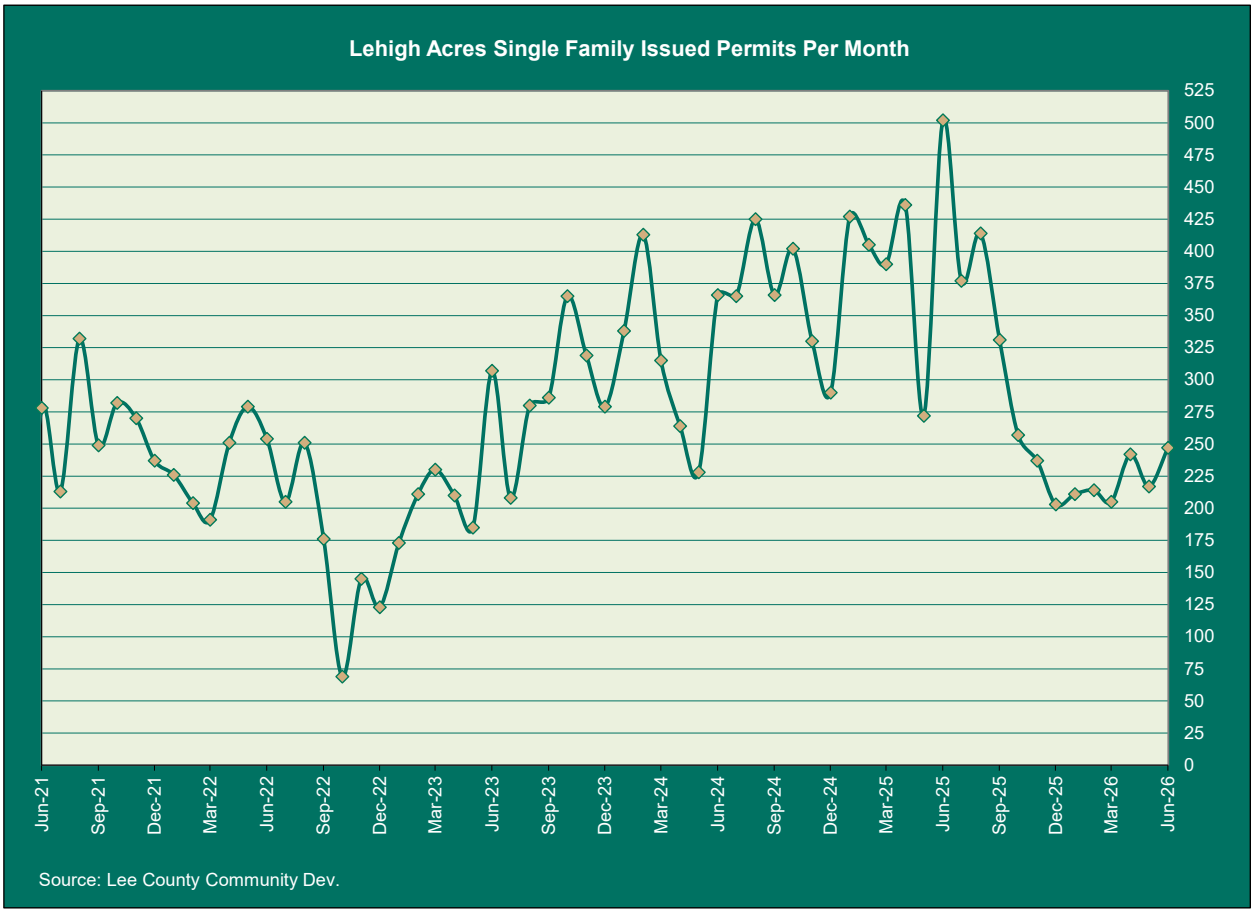
New single-family detached home permits issued in Lehigh Acres
June 2026 – March 2026



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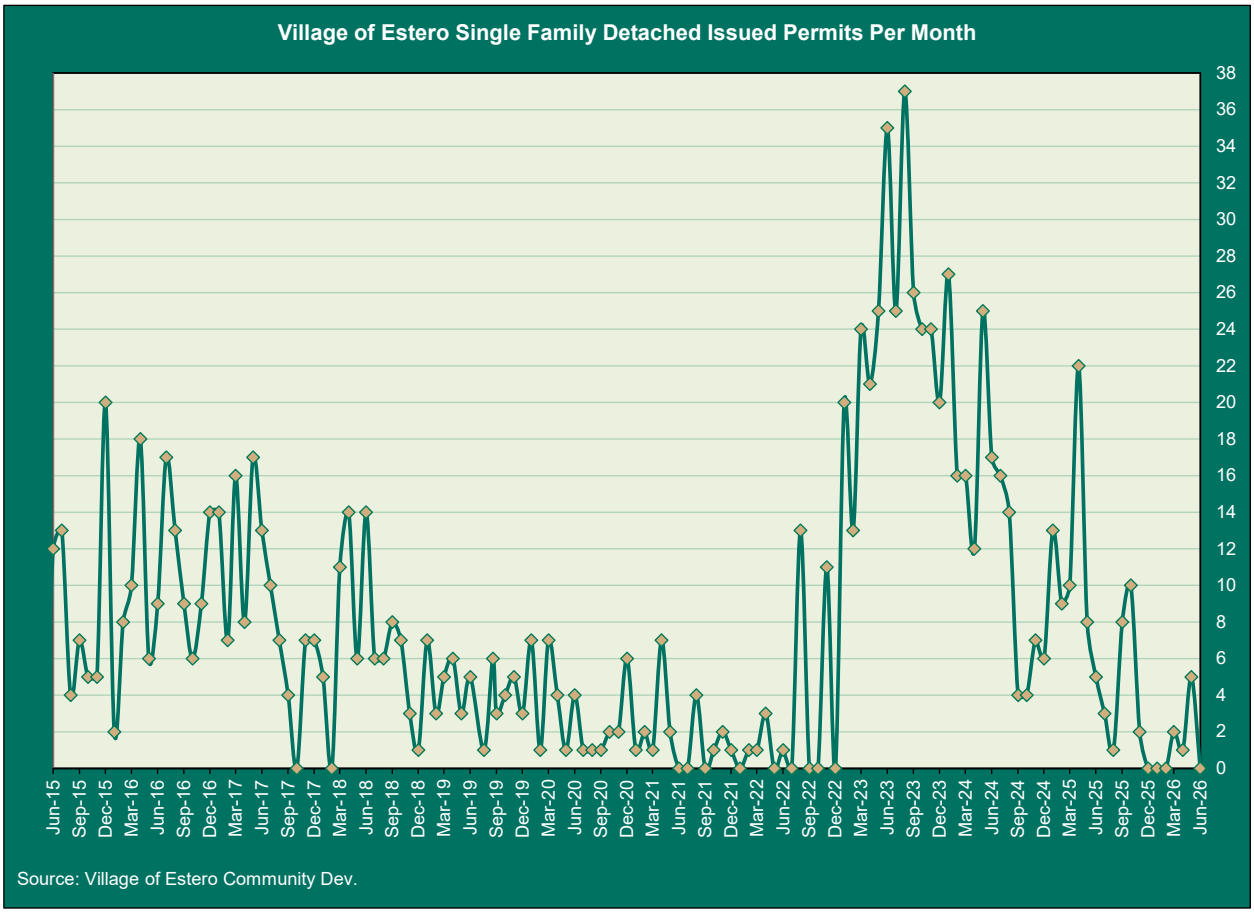
The Village of Estero figures, shown in the following chart, are in addition to the Lee County Unincorporated figures. The Village of Estero issued 32 single-family home permits for the one-year period ending in June 2026. This was a 72.9% decrease from the previous one-year period. Permit figures for the Village of Estero were included in Unincorporated Lee County figures through September 2014 and separately thereafter.



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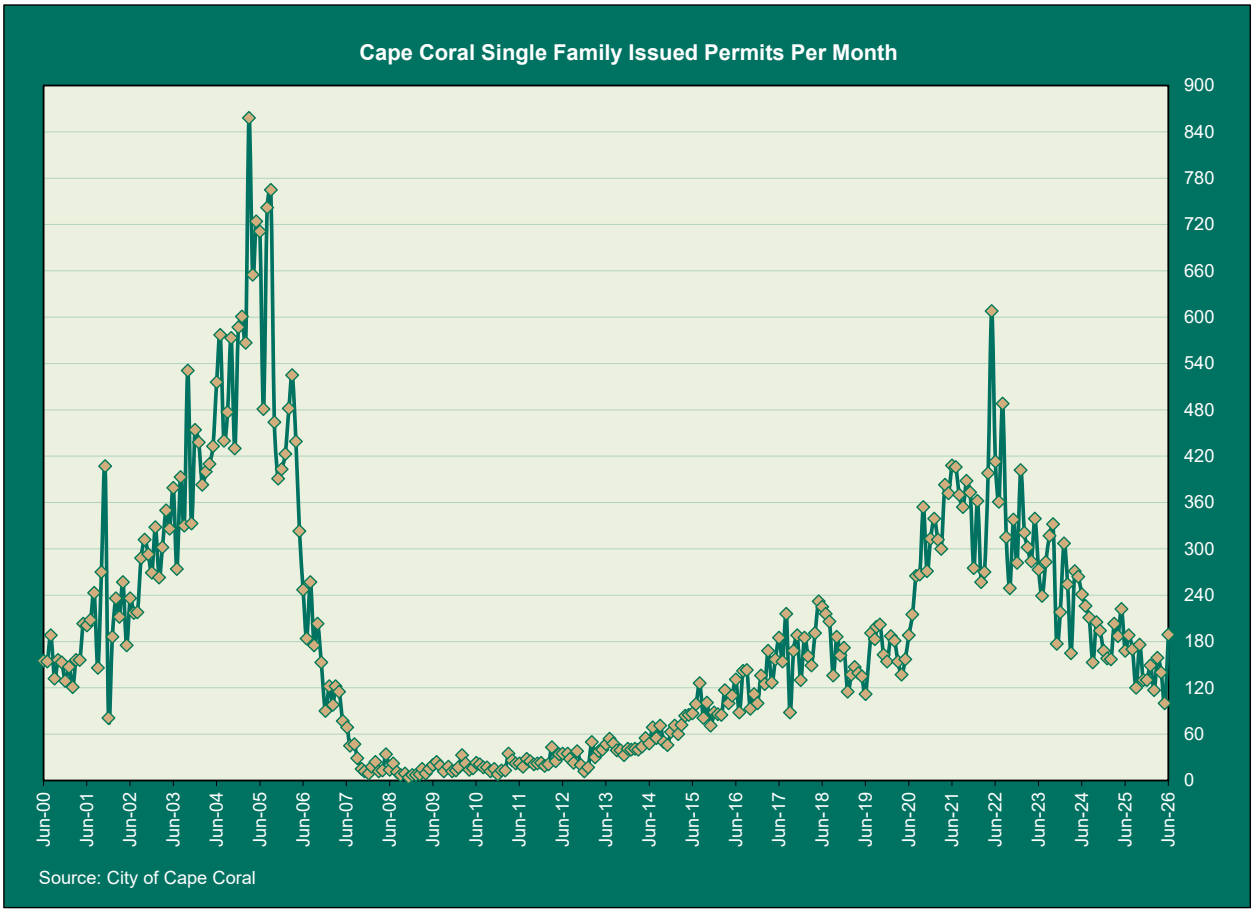
The City of Cape Coral figures, shown in the following chart, are in addition to the Lee County Unincorporated figures. Cape Coral issued a total of 1,768 single-family home permits for the one-year period ending in June 2026. This was a 21.5% decrease from the previous one-year period. Cape Coral new single-family home permit activity is expected to decline over the next 12 months.



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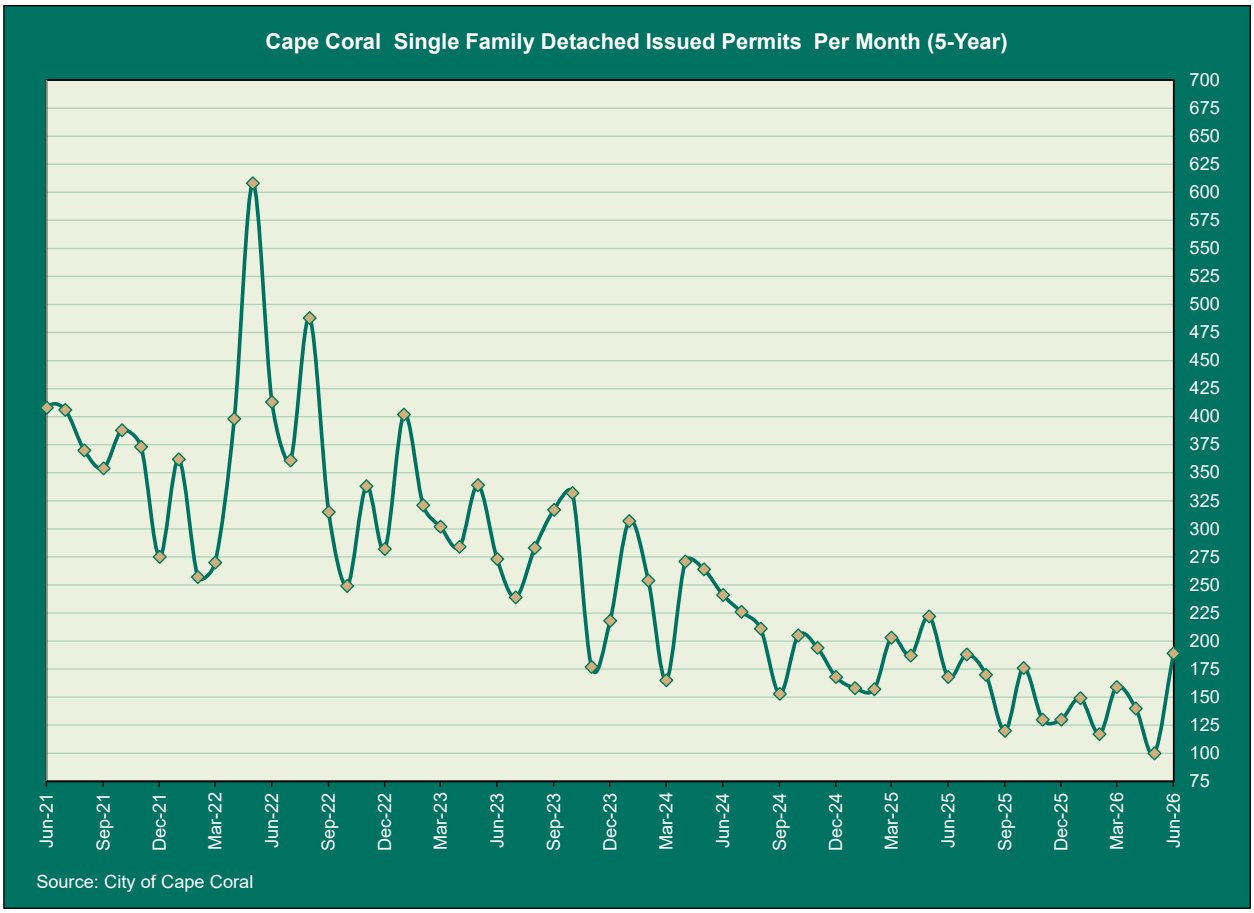
New single-family detached home permits issued per month in Cape Coral
June 2026 – June 2026



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The tables below rank the top builders for Cape Coral by building permit issuance for new single-family detached homes for the one-year period ending in June 2026.

Rank	Builder	SFD Permits
1	DR Horton	229
2	Christopher Alan Homes	178
3	Coaston Homes	148
4	Sunlife Builders	142
5	Adams Homes	45
6	Magna	38
7	Lennar	36
8	JS Coral Construction	30
9	Habitat for Humanity	26
10	Holiday Builders	26
11	Maronda Homes	25
12	Upper Class Construction	19
13	Alamo Investment Group	15
14	Teica	15
15	Hansen Homes	13
16	JL Florida Construction	13
17	BC Arvizu Construction	12
18	Gilardi Construction	12
19	Ruben D Salazar Inc.	12
20	Arnold Roberts Signature Homes	10
21	Diaz & Russell Construction	10
22	LGI / All About Building	10
23	Sposen Signature Homes	10
24	Stratos Construction Corp	10
25	Avantech Construction	9
26	Blondet Building Inc.	9
27	Build to Invest	9
28	F & F Engineering	9
29	Paraco Inc	9
30	Remir New Home Corp	9
31	Synergy Homes	9
32	APA Construct	8
33	Eagle View Construction	8
34	F3D Builders Inc	8
35	FDM Building LLC	8
2Q2026		

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In addition to single-family detached, 118 new single-family attached permits (including duplex units) were issued for the City of Cape Coral for the one-year period ending in June 2026. This was an 8.5% decrease from the previous one-year period. The builders for that product type can be seen in the table below.

Rank	Builder	SFA Permits
1	SN Construction	58
2	Blueshine Builder	24
3	Accurate Solution Construction	4
4	Dream Remodel Construction	4
5	Eddie Contractor	4
6	Sposen Signature	4
7	SWFL Pro Builders	4
8	Coral Coast Developers	2
2Q2026		

There were also 276 multi-family units (3 + units per building) built in Cape Coral for the one-year period ending in June 2026. This was a 19.3% decrease from the previous one-year period.

Rank	Builder	MF Permits
1	Brooks & Freund	200
2	Pulte	30
3	AA Glass and Windows Inc	13
4	V&J GC	12
2Q2026		

Rank	Community	MF Permits
1	Bloomsbury Apartments	200
2	Coral Lakes	30
3	Tropicana Apartments	12
4	Coral Grove Condos	6
2Q2026		

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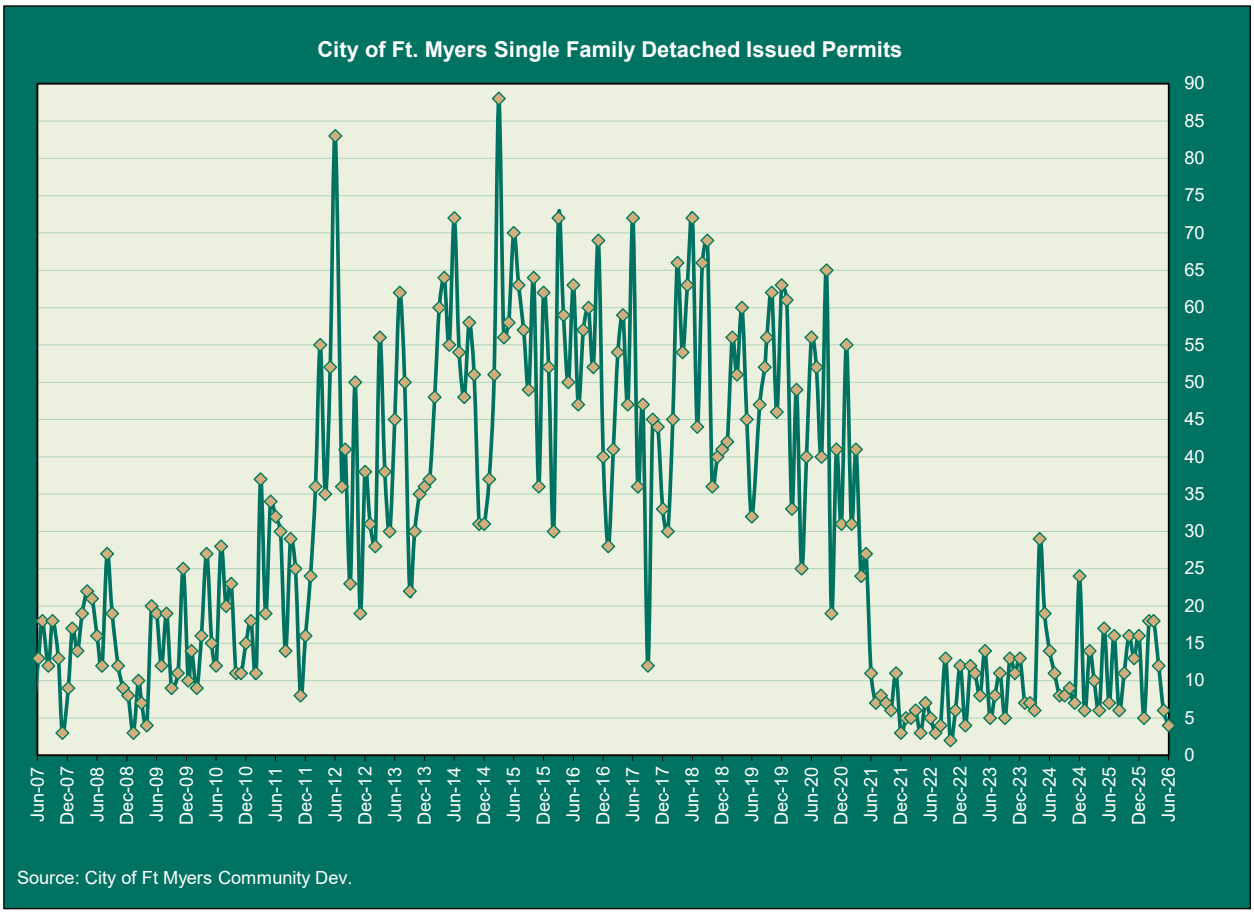
The figures for the City of Fort Myers are also in addition to the Unincorporated Lee County figures. The City of Fort Myers issued a total of 141 single-family detached home permits for the one-year period ending in June 2026. This was an 11% increase from the previous one-year period.



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In addition to single-family detached, 39 new single-family attached permits were issued for the City of Fort Myers for the one-year period ending in June 2026. This was a 20.4% decrease for that product type from the previous one-year period. The top communities and builders for that product type can be seen in the following tables.

Rank	Builder	SFA Permits
1	Mattamy Homes	24
2Q2026		

Rank	Community	SFA Permits
1	Bonavie Cove	24
2Q2026		

There were also permits issued for 1,747 multi-family units (buildings with 3 or more units) in the City of Fort Myers for the one-year period ending in June 2026. This represented a 13.3% decrease for that product type compared to the previous one-year period. The communities and builders for that product type can be seen in the following tables.

Rank	Builder	MF Permits
1	Brooks & Freund	736
2	Curran Young Construction	518
3	Lennar	165
4	Suffolk	151
5	HTG BDI LLC	130
6	DR Horton	43
2Q2026		

Rank	Community	MF Permits
1	Waves at Chana	378
2	Wave at Colonial	358
3	Reserve at Eastwood	288
4	Summerlin Apartments	230
5	North Forum Reserve BFR	165
6	Southward Village (Affordable Apts.)	151
7	Legacy Park	130
8	Asher Park	43
2Q2026		

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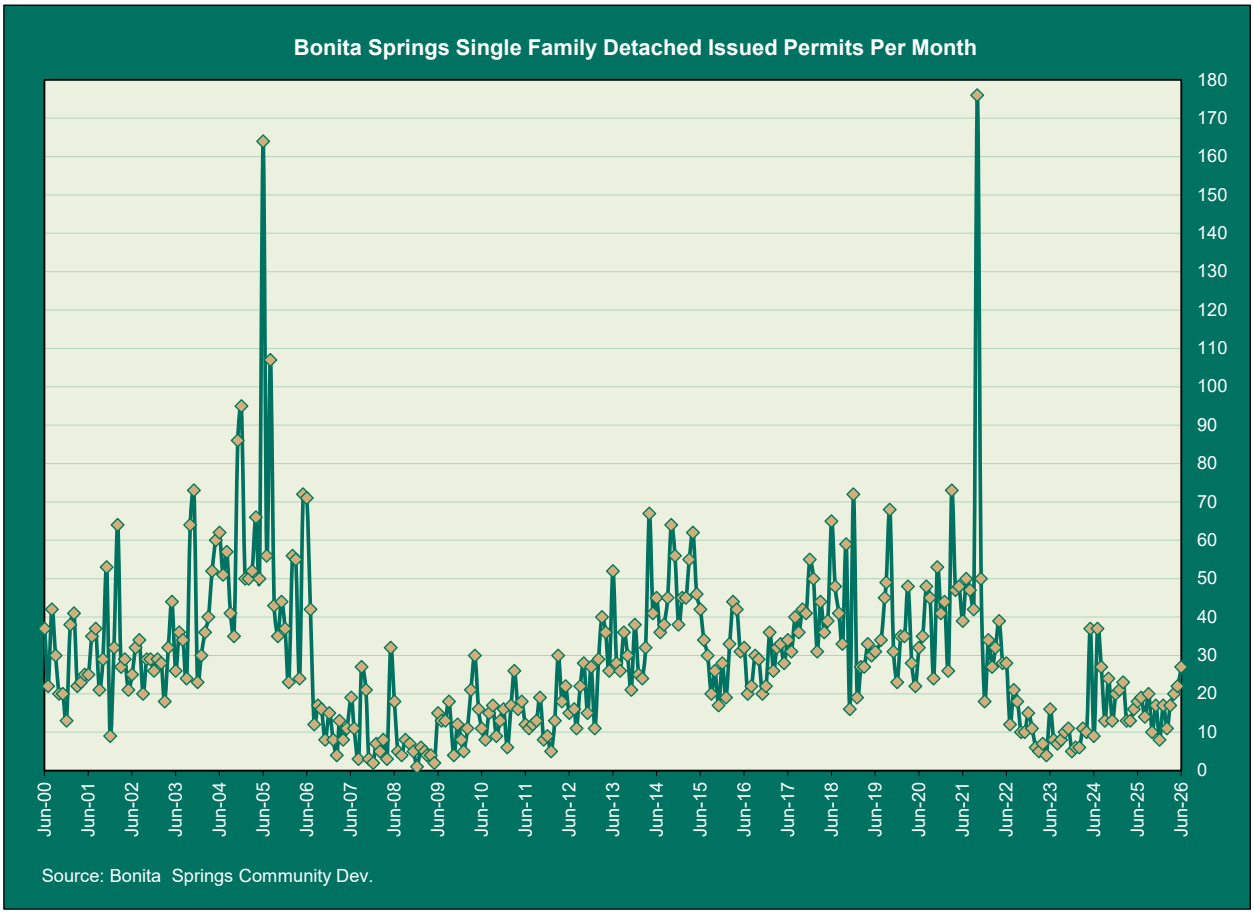
Permit figures for Bonita Springs were included in Unincorporated Lee County figures through September 2008. Beginning in July 2008, Bonita Springs started to report their figures separately.



The City of Bonita Springs issued a total of 202 new single-family detached home permits for the one-year period ending in June 2026. This was a 15.1% decrease from the previous one-year period.

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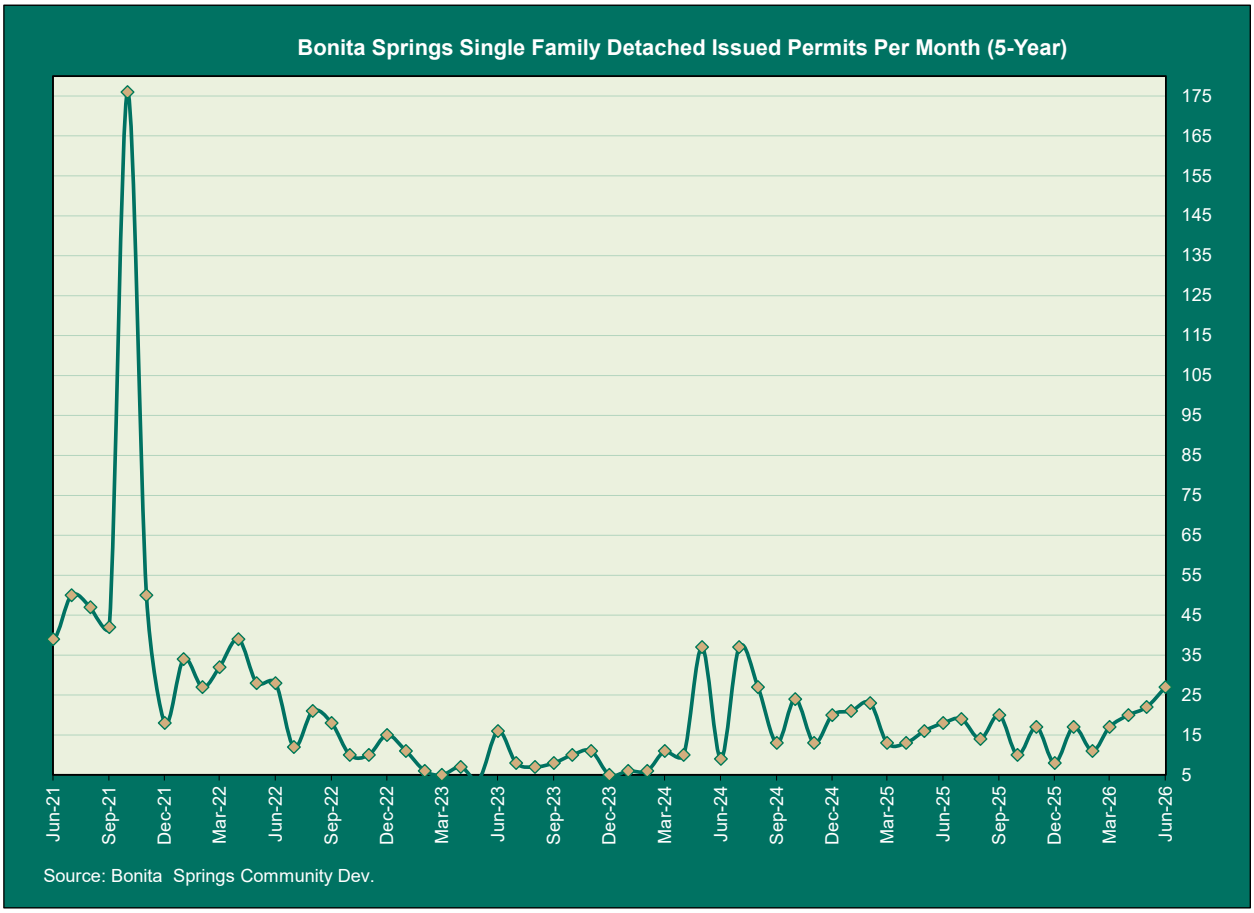
New single-family detached home permits issued in Bonita Springs
June 2026 – June 2026



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The top communities and builders measured by single-family detached permit issuance in the City of Bonita Springs for the one-year period ending in June 2026 can be seen below.

Rank	Builder	SFD Permits
1	Pulte	97
2	Stock	22
3	Christopher Alan	1
2Q2026		

Rank	Community	SFD Permits
1	Vivid Shores (Bonita Grande)	63
2	Bonita Del Sol	57
3	Bonita Bay	3
4	Estero Bay Shores	3
5	San Carlos Estates	3
6	Imperial Shores	2
7	Rosemary Park	2
2Q2026		

There were also permits issued for 120 multi-family units in the City of Bonita Springs for the one-year period ending in June 2026. This was an 88.7% decrease from the previous one-year period. The community and builder for that product type can be seen in the following chart.

Rank	Community	MF Permits
1	Imperial 41 Mixed-Use	120
2Q2026		

Rank	Builder	MF Permits
1	Brooks & Freund	120
2Q2026		

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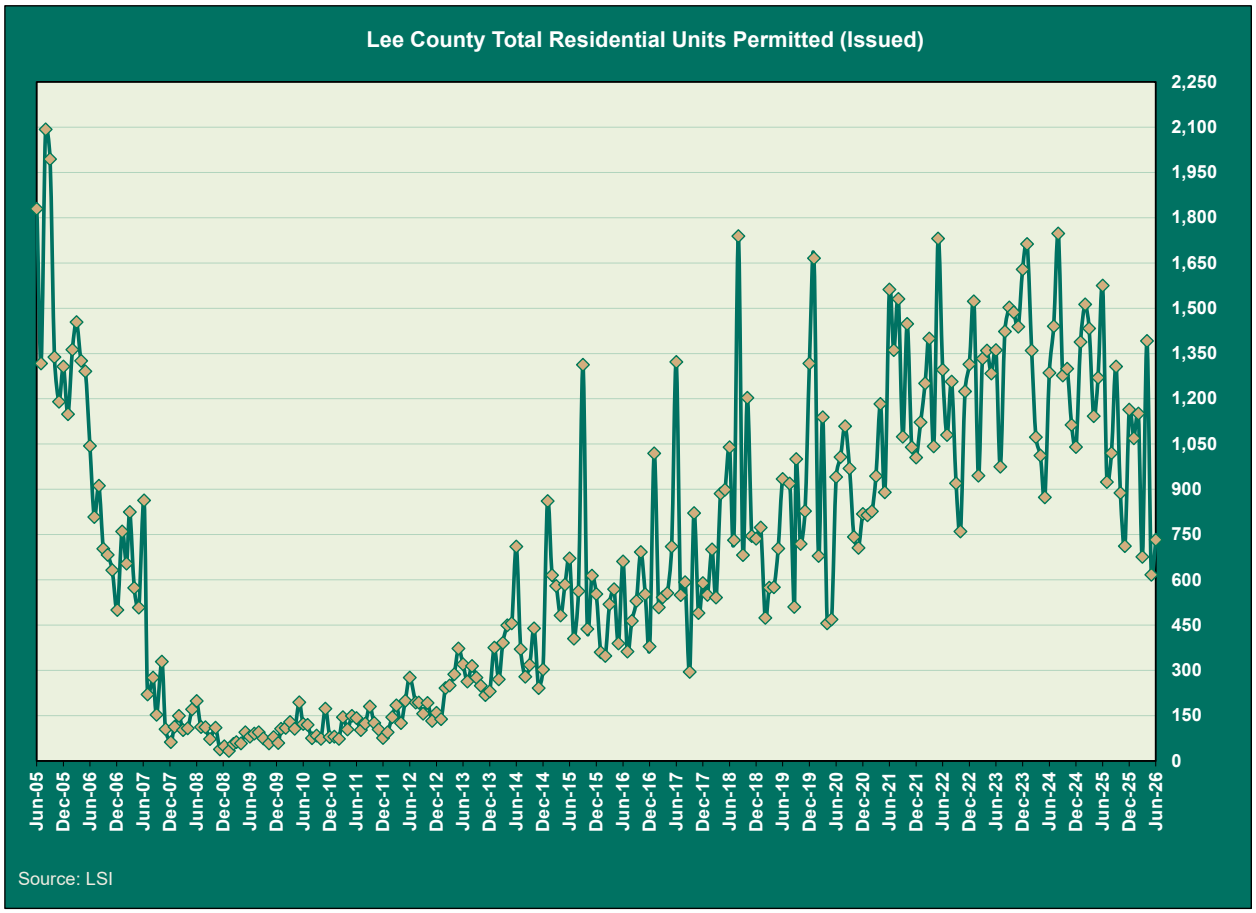
The following graph shows the trend for total residential units permitted in all Lee County municipalities combined, including figures from Sanibel and Fort Myers Beach. There was a total of 11,653 residential units permitted across all product types for the one-year period ending in June 2026. This was a 28.2% decrease from the previous one-year period. Looking forward, we believe residential permit issuance in Lee County will be flat to slightly negative for the next 12-month period.



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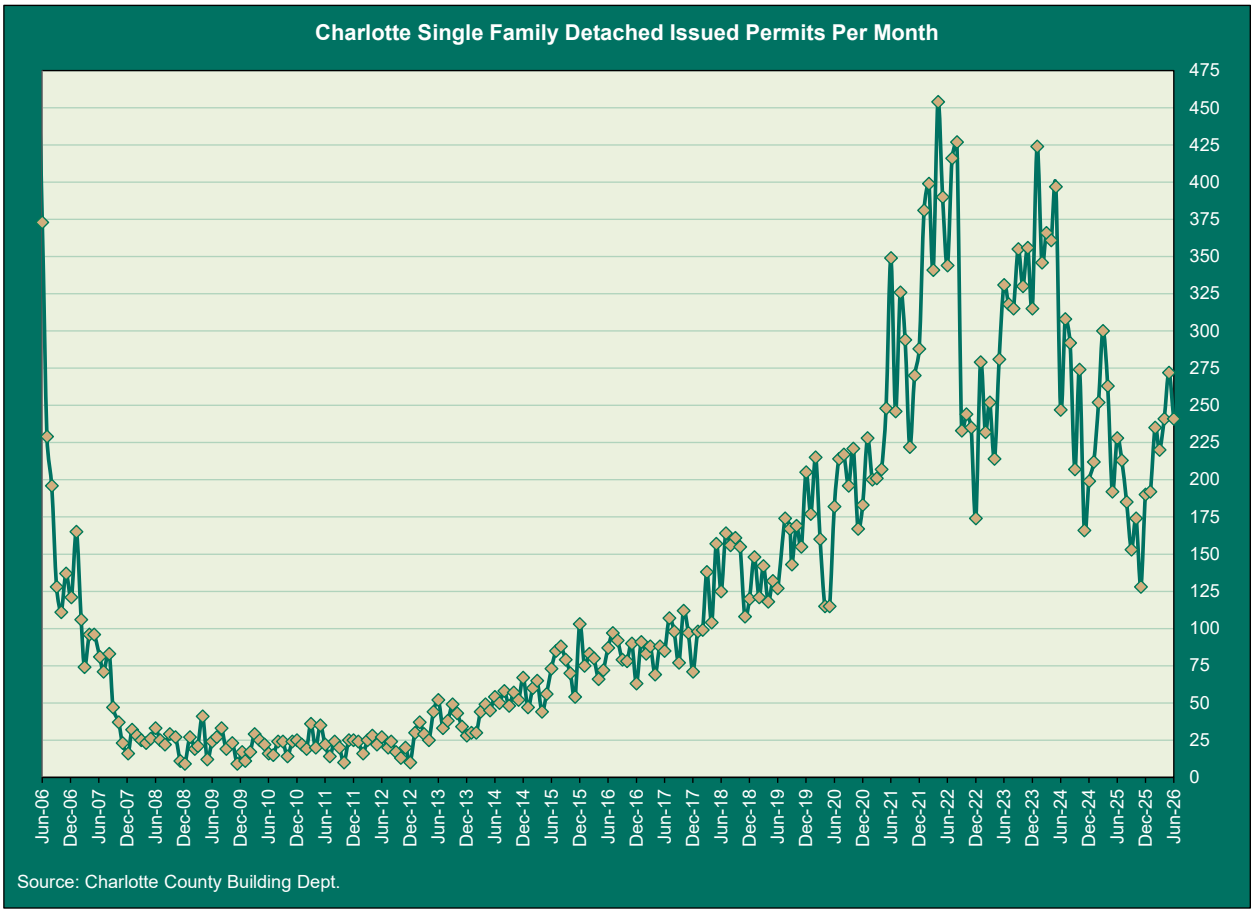
Charlotte County Permits

A total of 2,444 permits were issued for new single-family detached homes within Charlotte County for the one-year period ending in June 2026. This was a 15.5% decrease from the previous one-year period.



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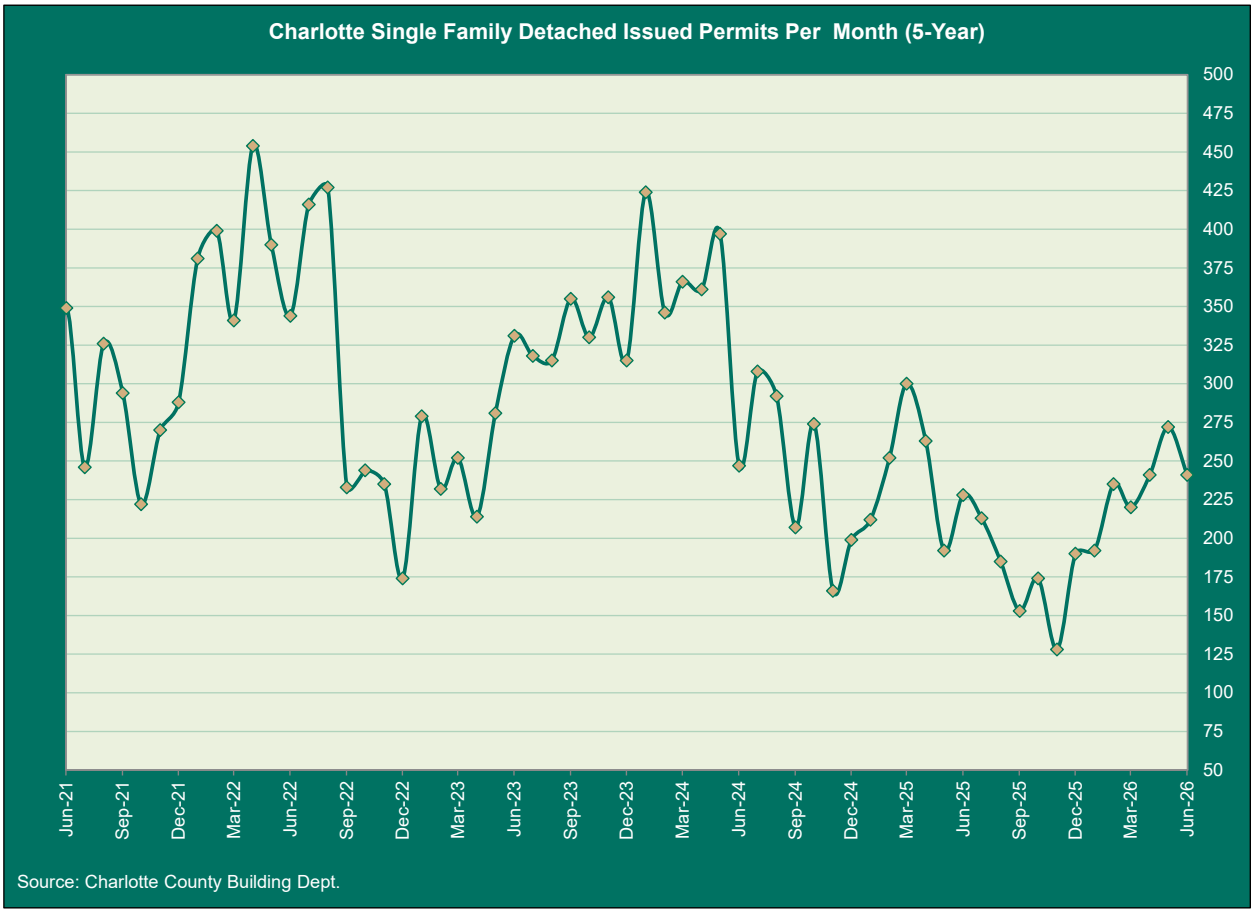
New single-family detached home permits issued in Charlotte County
June 2026 – June 2026



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The top communities and builders measured by single-family detached permit issuance in Charlotte County for the one-year period ending in June 2026 can be seen below.

Rank	Builder	SFD Permits
1	Lennar	490
2	DR Horton	344
3	Christopher Alan Homes	130
4	Pulte	87
5	Maronda	79
6	Adams Homes	70
7	Coaston Homes	65
8	William Ryan Homes	62
9	Ryan Homes	47
10	Dream Finders Homes	46
11	Taylor Morrison	45
12	Meritage Homes of Florida	37
13	Toll Bros Inc	36
14	Habitat for Humanity	30
15	Sunlife Builders	23
16	Wade Jurney / WJHFL	19
17	DM Dean Inc	16
18	Holiday Builders	16
19	M/I Homes	15
20	Blueshine Builder	14
21	Jennings Mobile Home Set Up	14
22	Perry Homes	13
23	Baumgardner House Raising	12
24	James W Turner Construction	12
25	Breakwater Construction	10
26	Mattco Modular Service	10
27	Another Level Investments	9
28	Harbor Home Builders	9
29	Kanopy Homes	9
30	RLS Homes	9
2Q2026		

Rank	Community	SFD Permits
1	Port Charlotte	821
2	Babcock Ranch	608
3	Westport	146
4	Coral Lakes	109
5	Turnleaf	92
6	Punta Gorda Isles	88
7	Tucker's Point	83
8	Starling	44
9	Coco Bay	42
10	Tropical Gulf Acres	41
11	Heritage Station	35
12	El Jobean Ward	18
13	Harbor Heights	13
14	Holiday Mobile Estates	13
15	Rotonda Lakes	13
16	South Punta Gorda Heights	12
17	Rotonda Sands	11
18	Cali Cove	10
19	Rotonda Heights	9
20	Rotonda Pinehurst	9
21	Crosswinds	8
22	Rotonda Pine Valley	8
23	Village of Hol Lake	7
2Q2026		

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There were 59 single-family attached permits issued in Charlotte County for the one-year period ending in June 2026. This was an 81.8% decrease from the previous one-year period. The communities and builders for that product type can be seen in the following charts.

Rank	Builder	SFA Permits
1	DR Horton	13
2	MGC Pro Construction	10
3	G&D Visionary	8
4	Empire Builders and Remodeling	4
5	Falgons Construction	4
6	4U Custom Homes	2
7	Beene Construction	2
8	East Coast Development Group	2
9	HLC Construction	2
10	James G Loy GC	2
2Q2026		

Rank	Community	SFA Permits
1	Port Charlotte	22
2	Heritage Lake Park	12
3	Sandhill Boulevard	10
4	Harbor Heights	6
5	Peace River Shores	4
6	Punta Gorda Isles	2
7	Tropical Gulf Acres	2
8	Babcock Ranch	1
2Q2026		

There were also permits issued for 527 multi-family units in Charlotte County for the one-year period ending in June 2026, a 14.4% decrease from the previous one-year period. The communities and builders for that product type can be seen in the following charts.

Rank	Builder	MF Permits
1	Lennar	332
2	DR Horton	129
3	M/I Homes	20
4	Tadeos Engineering	12
5	Bandes Construction	11
2Q2026		

Rank	Community	MF Permits
1	Babcock Ranch	361
2	Tucker's Pointe	50
3	Westport	36
4	Kings Gate	24
5	Coco Bay	18
6	Rotonda West Pebble Beach	12
2Q2026		

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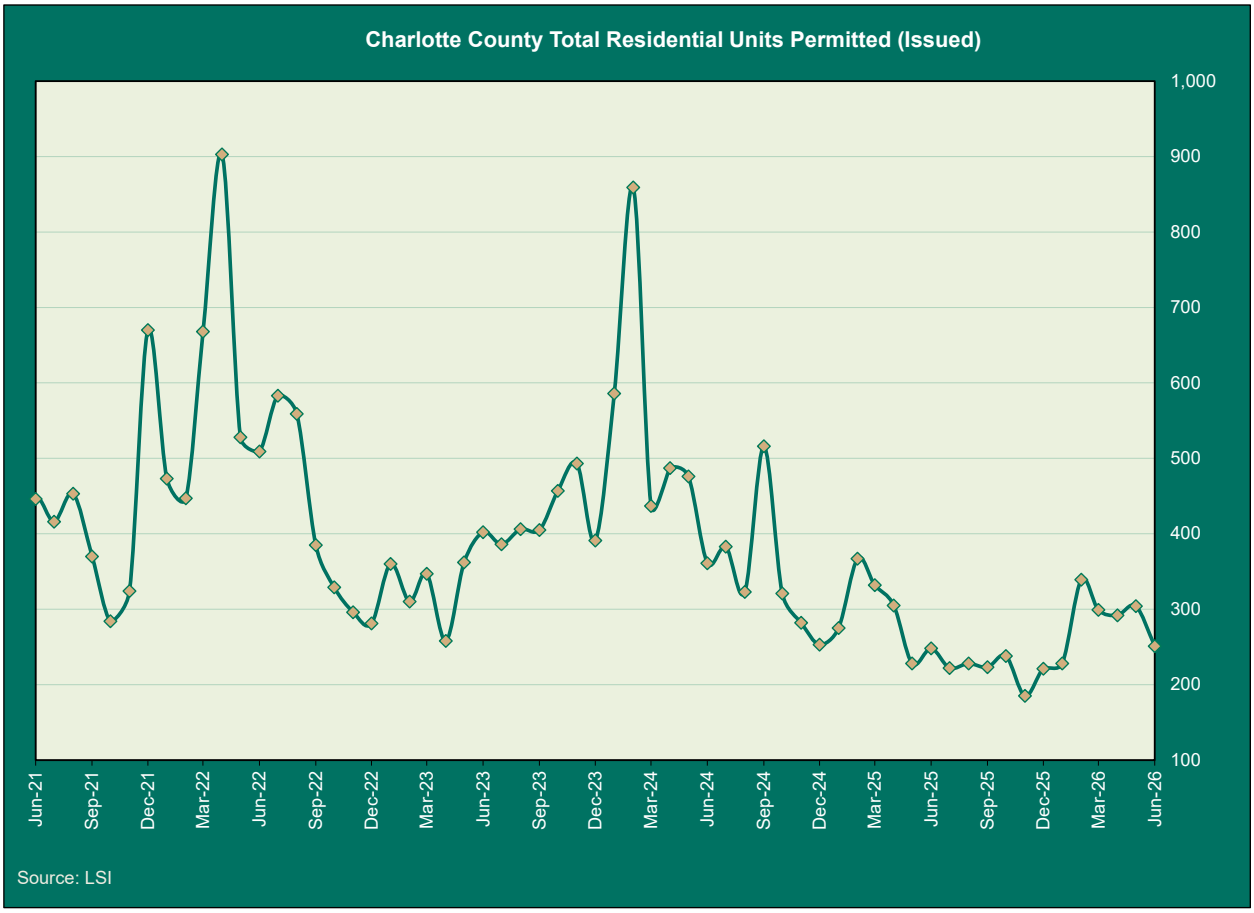
Charlotte County issued permits for a total of 3,030 residential units across all product types for the one-year period ending in June 2026. This was a 20.9% decrease from the previous one-year period. Looking forward, we believe new home residential permit issuance in Charlotte County will be similar over the next 12 months.



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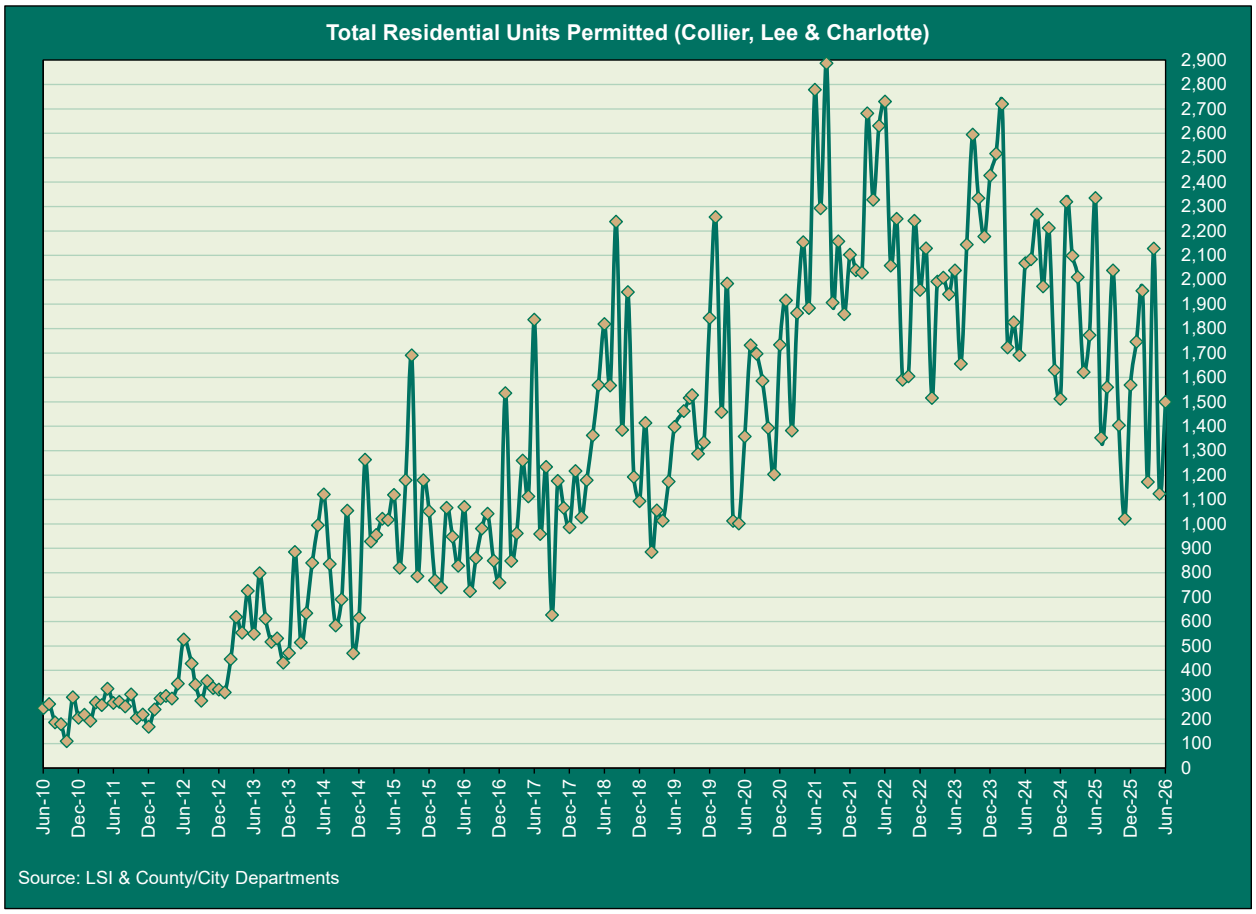
Total Combined Permits (Collier, Lee, & Charlotte)

A total of 18,569 permits were issued for new residential housing units in Collier, Lee, and Charlotte Counties combined for the one-year period ending in June 2026. This was a 22.1% decrease from the previous one-year period, which saw 23,838 new residential housing units permitted. When looking at only permits issued for new single-family detached homes (12,677), our market saw a 23.2% decrease; multi-family saw a 19.5% decrease to just under 6,000 units permitted. Looking forward, we project 2026 will finish with over 18,000 new residential units permitted. The combined monthly trend can be seen in the following chart.



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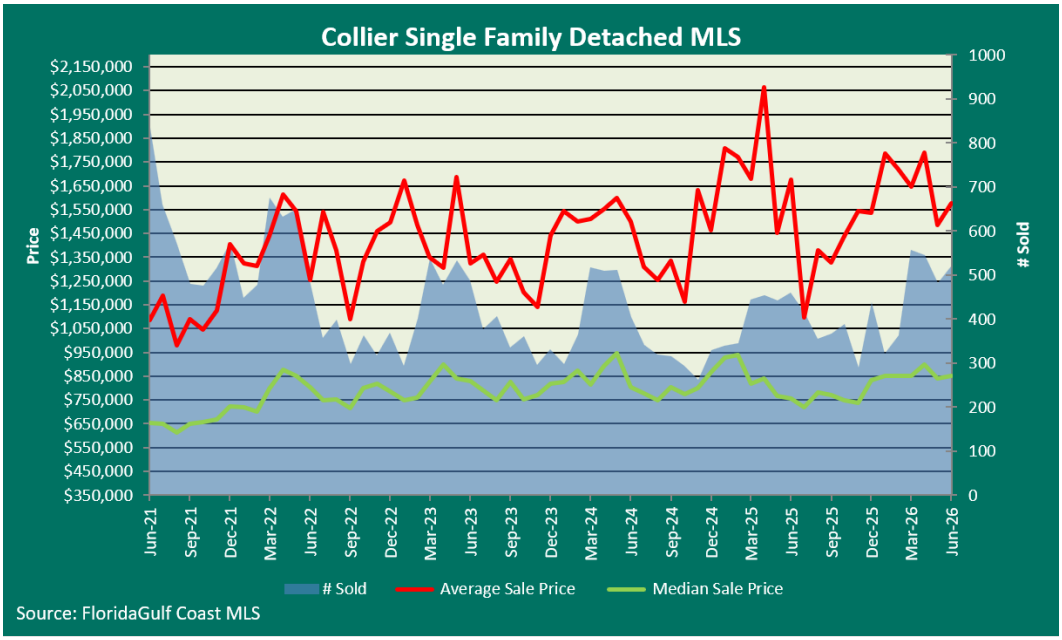
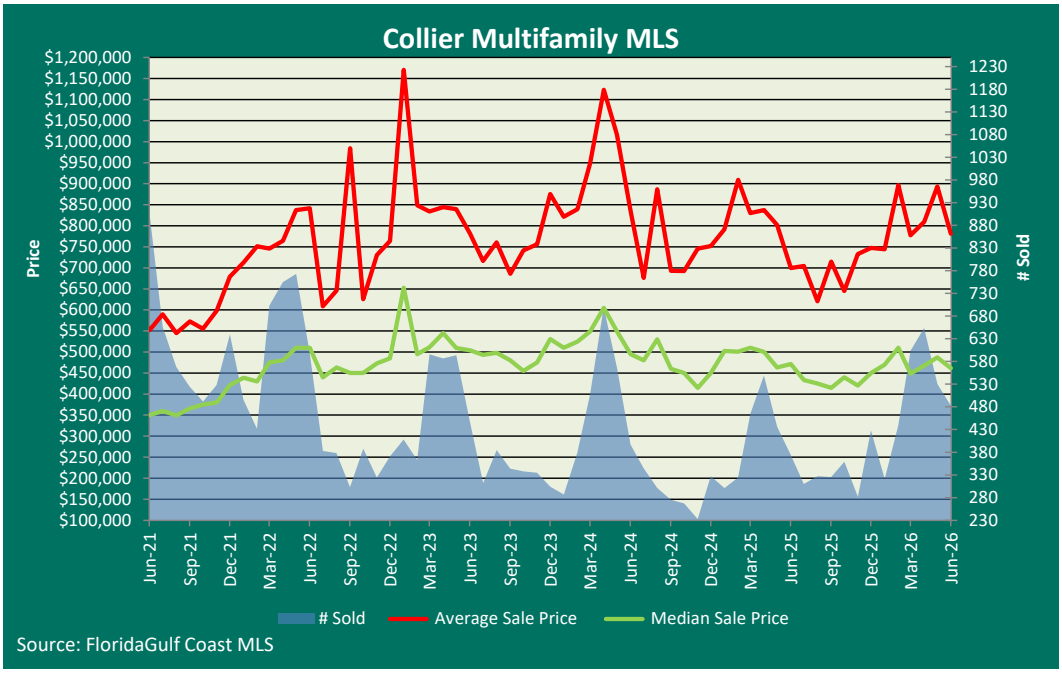
Collier MLS Sales Trends

The following graphs indicate single-family and multi-family sales trends for Collier County. The data for this portion of the report was obtained from the Naples Area Board of Realtors (NABOR).





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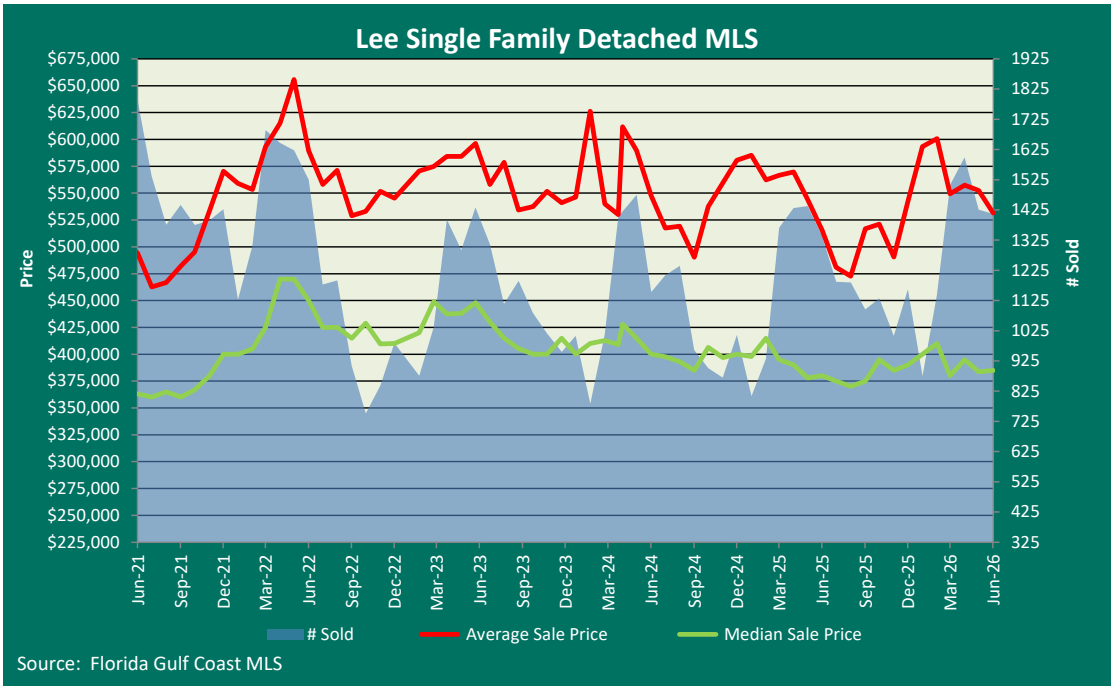
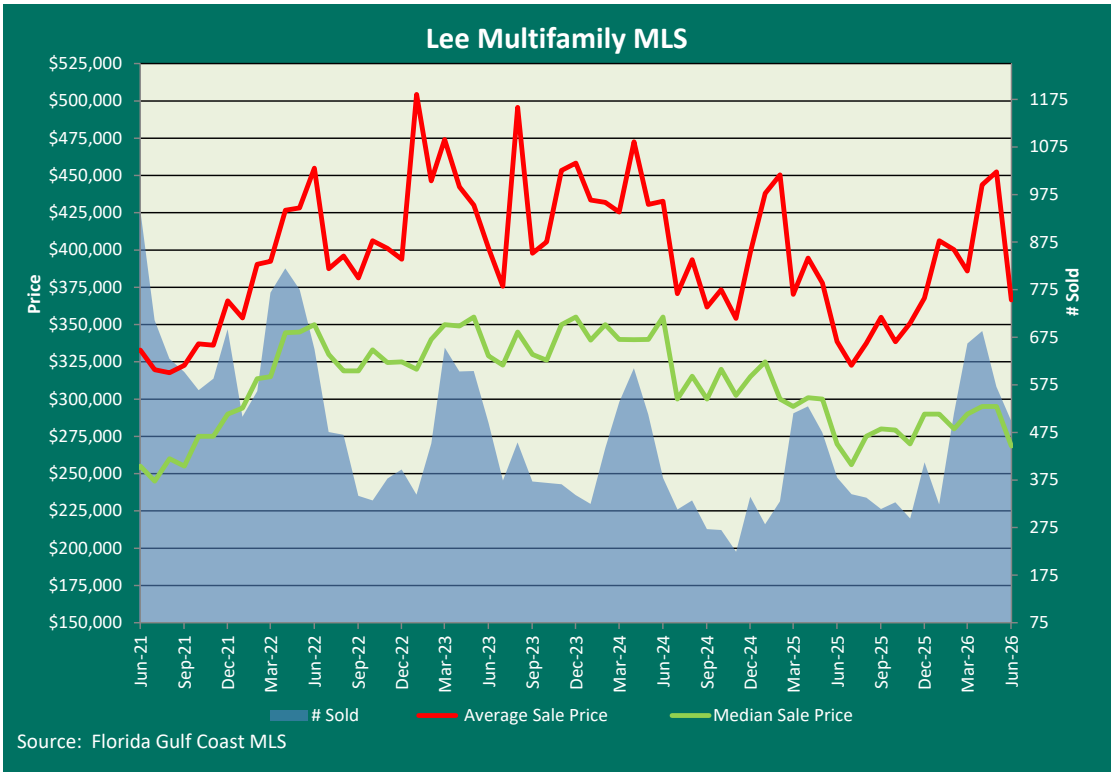
Lee MLS Sales Trends

The following graphs indicate single-family and multi-family sales trends for Lee County. The data was taken from the Realtor Association of Florida Gulf Coast MLS.





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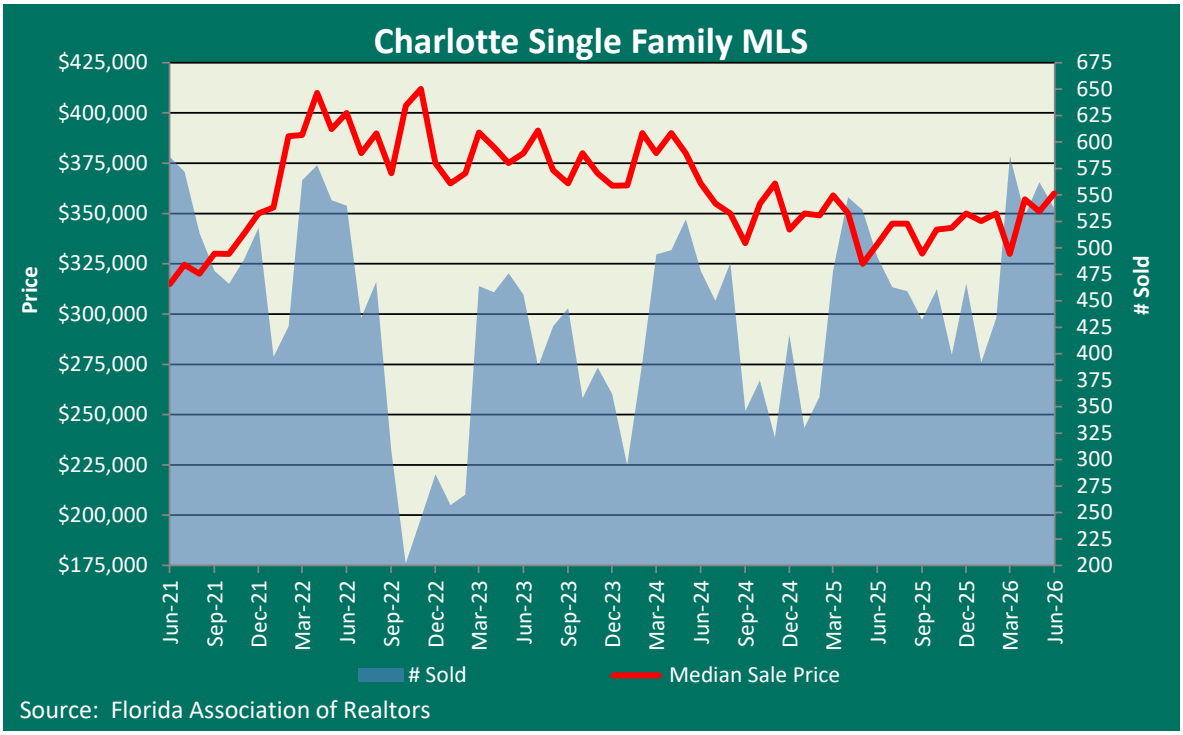
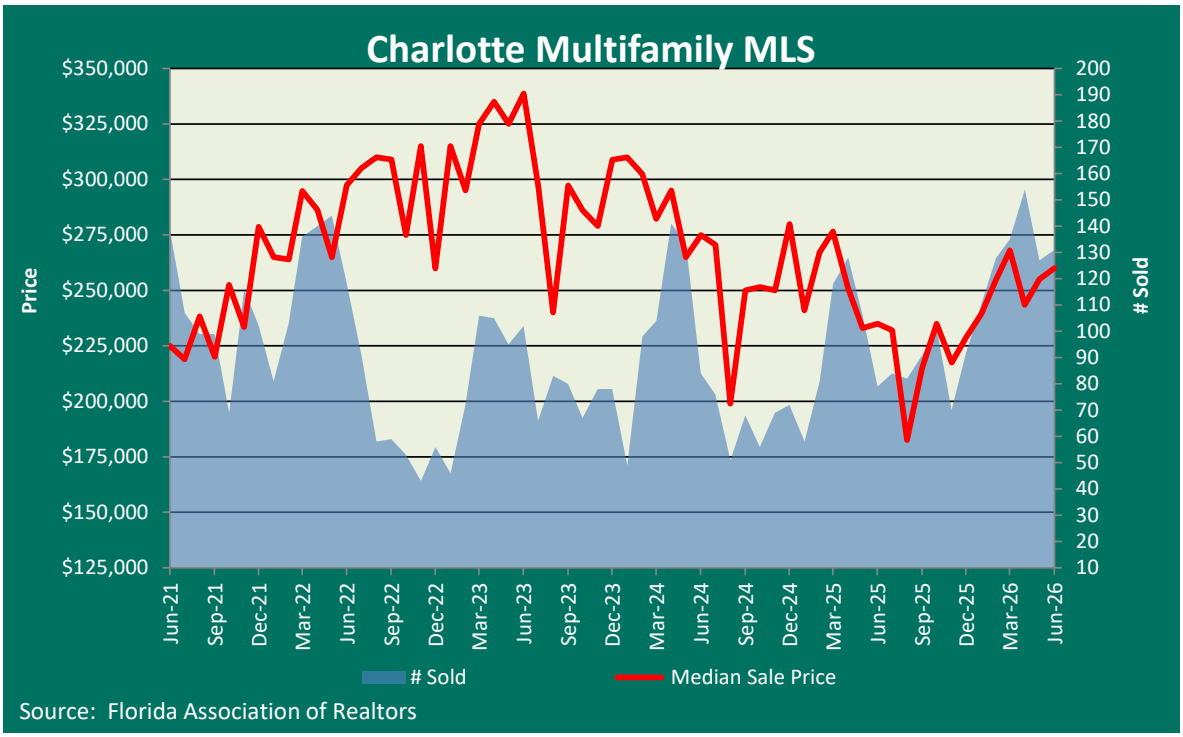
Charlotte MLS Sales Trends

The following graphs indicate single-family and multi-family sales trends for Charlotte County. The data for this portion of the report was obtained from the Florida Association of Realtors.





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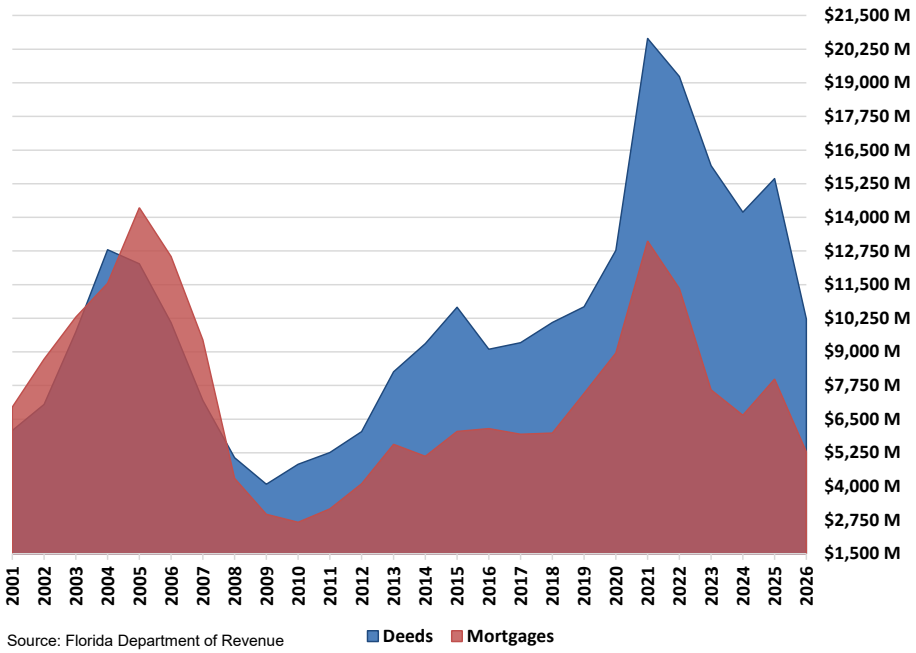
Documentary Stamp Tax Collections

The graphs in the following section depict the value of all recorded deeds and mortgages within the Southwest Florida Market area by year from 2001 to June 2026. All data comes from the Clerk of the Circuit Court filings with the Department of Revenue and accounts for approximately 92.5% of collections. Note the ratio of Deeds/Mortgages; a number less than one suggests that more debt was issued than equity in a given year (represented visually as more red than blue on the graphs below).

Total Value of Recorded Deeds & Mortgages in Collier County Comparison
(Millions of Dollars)



Source: Florida Department of Revenue

Collier County					
Year	Deeds	% Change	Mortgages	% Change	Ratio Deed/Mortgage
2001	$6,082 M		$6,947 M		0.88
2002	$7,044 M	15.8%	$8,732 M	25.7%	0.81
2003	$9,743 M	38.3%	$10,293 M	17.9%	0.95
2004	$12,797 M	31.3%	$11,547 M	12.2%	1.11
2005	$12,276 M	-4.1%	$14,359 M	24.3%	0.85
2006	$10,084 M	-17.9%	$12,545 M	-12.6%	0.80
2007	$7,198 M	-28.6%	$9,445 M	-24.7%	0.76
2008	$5,066 M	-29.6%	$4,298 M	-54.5%	1.18
2009	$4,082 M	-19.4%	$2,960 M	-31.1%	1.38
2010	$4,824 M	18.2%	$2,663 M	-10.0%	1.81
2011	$5,262 M	9.1%	$3,164 M	18.8%	1.66
2012	$6,039 M	14.8%	$4,098 M	29.5%	1.47
2013	$8,258 M	36.8%	$5,560 M	35.7%	1.49
2014	$9,308 M	12.7%	$5,117 M	-8.0%	1.82
2015	$10,656 M	14.5%	$6,043 M	18.1%	1.76
2016	$9,094 M	-14.7%	$6,148 M	1.7%	1.48
2017	$9,341 M	2.7%	$5,941 M	-3.4%	1.57
2018	$10,091 M	8.0%	$5,982 M	0.7%	1.69
2019	$10,680 M	5.8%	$7,457 M	24.6%	1.43
2020	$12,773 M	19.6%	$8,962 M	20.2%	1.43
2021	$20,649 M	61.7%	$13,116 M	46.4%	1.57
2022	$19,239 M	-6.8%	$11,359 M	-13.4%	1.69
2023	$15,917 M	-7.1%	$7,587 M	-33.2%	2.10
2024	$14,193 M	9.3%	$6,647 M	20.7%	2.14
2025	$15,442 M	-41.9%	$7,992 M	-43.3%	1.93
2026	$10,219 M	23.9%	$5,287 M	40.3%	1.93

Florida Department of Revenue

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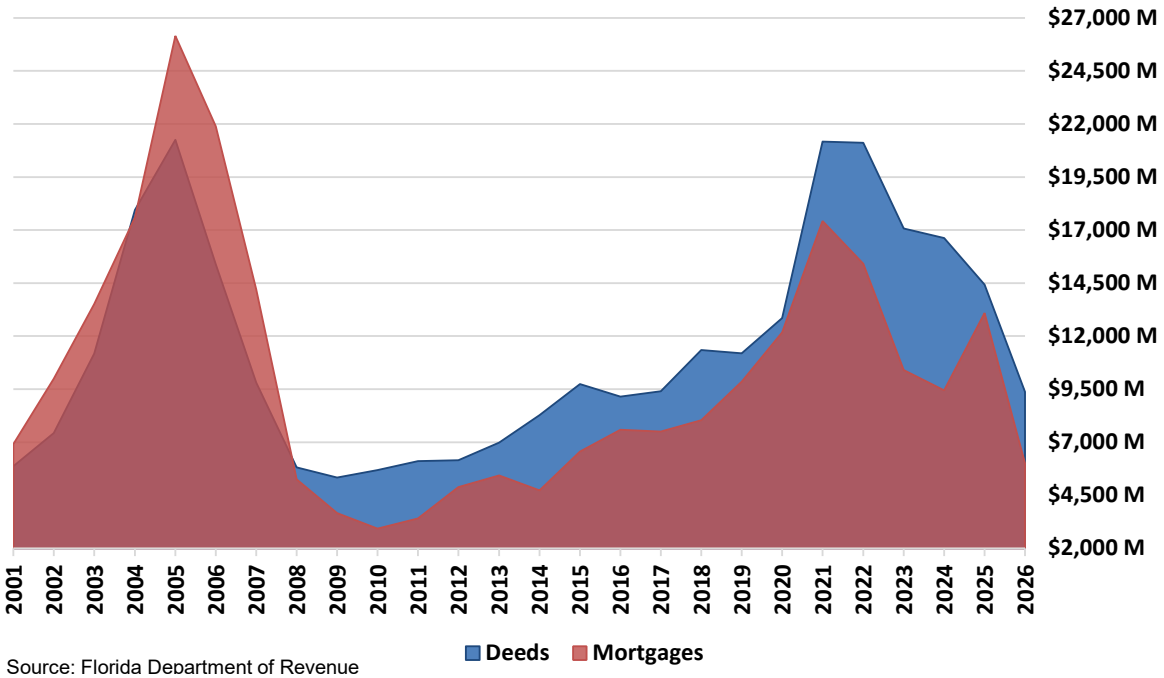
Total Value of Recorded Deeds & Mortgages in Lee County Comparison
(Millions of Dollars)



Source: Florida Department of Revenue

Lee County					
Year	Deeds	% Change	Mortgages	% Change	Ratio Deed/Mortgage
2001	$5,869 M		$6,916 M		0.85
2002	$7,425 M	26.5%	$9,992 M	44.5%	0.74
2003	$11,176 M	50.5%	$13,514 M	35.2%	0.83
2004	$17,941 M	60.5%	$17,592 M	30.2%	1.02
2005	$21,256 M	18.5%	$26,153 M	48.7%	0.81
2006	$15,386 M	-27.6%	$21,888 M	-16.3%	0.70
2007	$9,810 M	-36.2%	$14,198 M	-35.1%	0.69
2008	$5,814 M	-40.7%	$5,245 M	-63.1%	1.11
2009	$5,328 M	-8.4%	$3,661 M	-30.2%	1.46
2010	$5,684 M	6.7%	$2,925 M	-20.1%	1.94
2011	$6,110 M	7.5%	$3,408 M	16.5%	1.79
2012	$6,150 M	0.7%	$4,889 M	43.5%	1.26
2013	$6,976 M	13.4%	$5,432 M	11.1%	1.28
2014	$8,278 M	18.7%	$4,722 M	-13.1%	1.75
2015	$9,733 M	17.6%	$6,563 M	39.0%	1.48
2016	$9,145 M	-6.0%	$7,588 M	15.6%	1.21
2017	$9,399 M	2.8%	$7,494 M	-1.2%	1.25
2018	$11,342 M	20.7%	$8,036 M	7.2%	1.41
2019	$11,188 M	-1.4%	$9,849 M	22.6%	1.14
2020	$12,846 M	14.8%	$12,173 M	23.6%	1.06
2021	$21,164 M	64.8%	$17,425 M	43.1%	1.21
2022	$21,108 M	-0.3%	$15,408 M	-11.6%	1.37
2023	$17,079 M	-19.1%	$10,394 M	-32.5%	1.64
2024	$16,620 M	21.6%	$9,446 M	-10.4%	1.76
2025	$14,425 M	-54.2%	$13,086 M	-20.3%	1.10
2026	$9,370 M	23.1%	$6,008 M	-20.2%	1.56

Florida Department of Revenue

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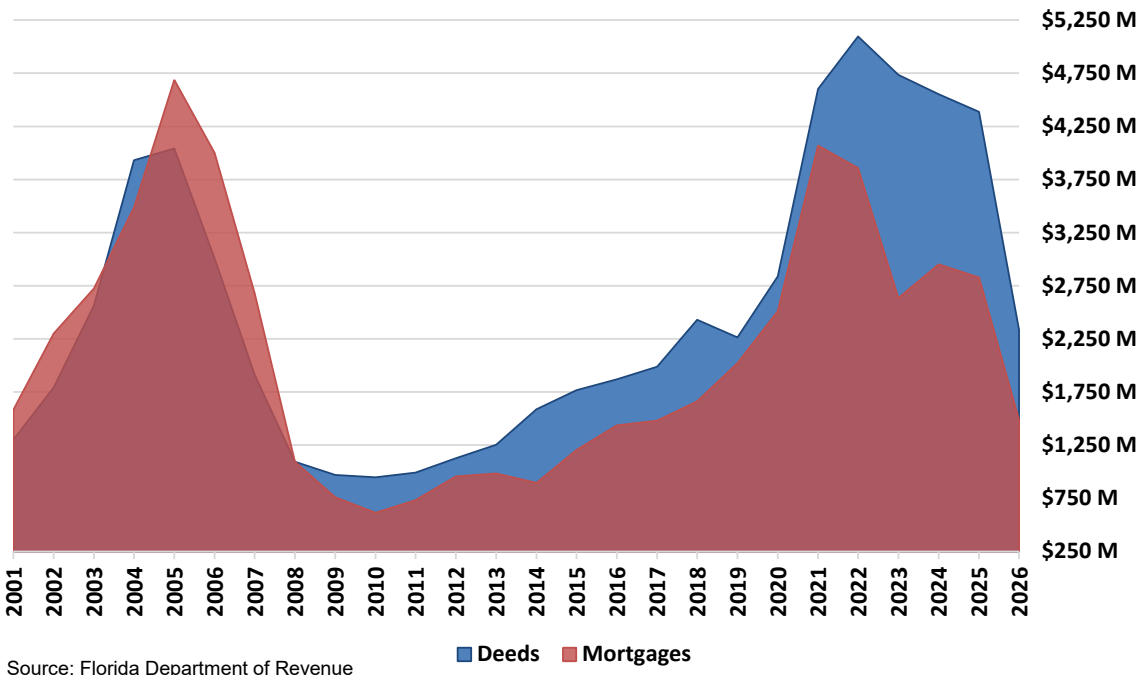
Total Value of Recorded Deeds & Mortgages in Charlotte County
Comparison (Millions of Dollars)



Source: Florida Department of Revenue

Charlotte County					
Year	Deeds	% Change	Mortgages	% Change	Ratio Deed/Mortgage
2001	$1,302 M		$1,583 M		0.82
2002	$1,792 M	37.7%	$2,302 M	45.4%	0.78
2003	$2,565 M	43.1%	$2,726 M	18.4%	0.94
2004	$3,931 M	53.3%	$3,488 M	27.9%	1.13
2005	$4,043 M	2.8%	$4,688 M	34.4%	0.86
2006	$3,006 M	-25.6%	$3,999 M	-14.7%	0.75
2007	$1,914 M	-36.3%	$2,680 M	-33.0%	0.71
2008	$1,093 M	-42.9%	$1,093 M	-59.2%	1.00
2009	$971 M	-11.1%	$760 M	-30.5%	1.28
2010	$947 M	-2.5%	$614 M	-19.2%	1.54
2011	$991 M	4.6%	$732 M	19.2%	1.35
2012	$1,126 M	13.6%	$956 M	30.7%	1.18
2013	$1,255 M	11.5%	$982 M	2.7%	1.28
2014	$1,587 M	26.5%	$895 M	-8.9%	1.77
2015	$1,766 M	11.3%	$1,204 M	34.4%	1.47
2016	$1,870 M	5.9%	$1,435 M	19.2%	1.30
2017	$1,988 M	6.3%	$1,482 M	3.2%	1.34
2018	$2,430 M	22.2%	$1,664 M	12.3%	1.46
2019	$2,264 M	-6.8%	$2,022 M	21.5%	1.12
2020	$2,837 M	25.3%	$2,509 M	24.1%	1.13
2021	$4,603 M	62.2%	$4,070 M	62.2%	1.13
2022	$5,097 M	10.7%	$3,857 M	-5.2%	1.32
2023	$4,736 M	-7.1%	$2,634 M	-31.7%	1.80
2024	$4,552 M	25.5%	$2,953 M	56.2%	1.54
2025	$4,388 M	-50.5%	$2,826 M	-4.3%	1.55
2026	$2,336 M	3.6%	$1,490 M	6.0%	1.57

Florida Department of Revenue

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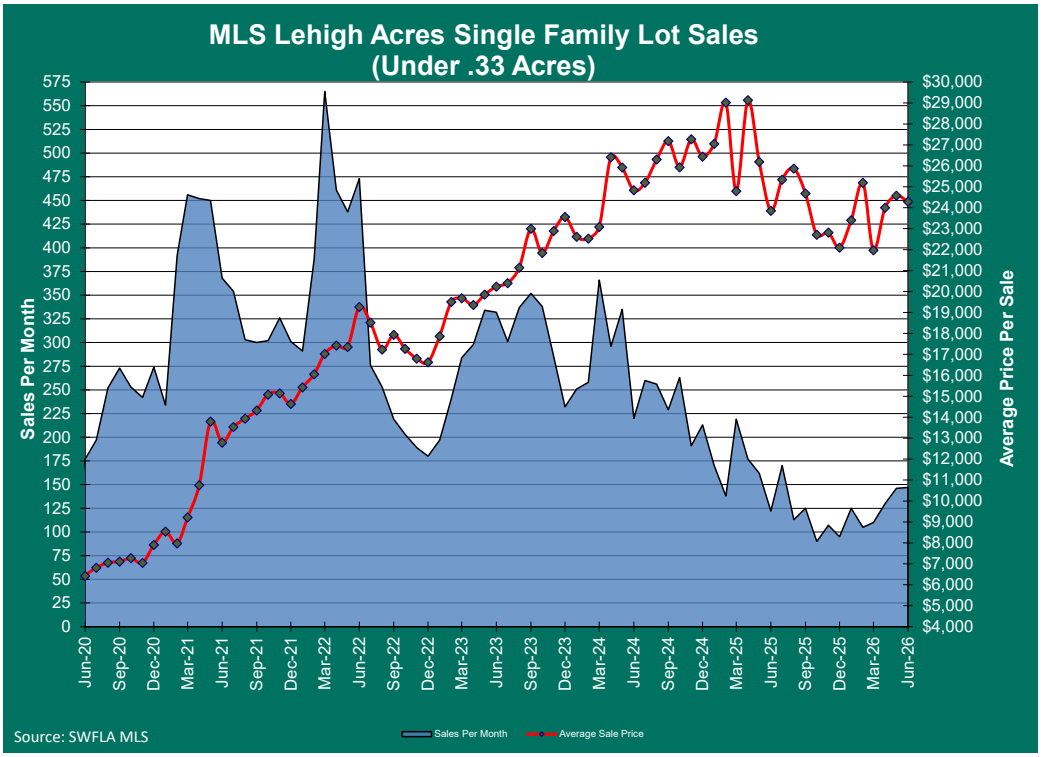
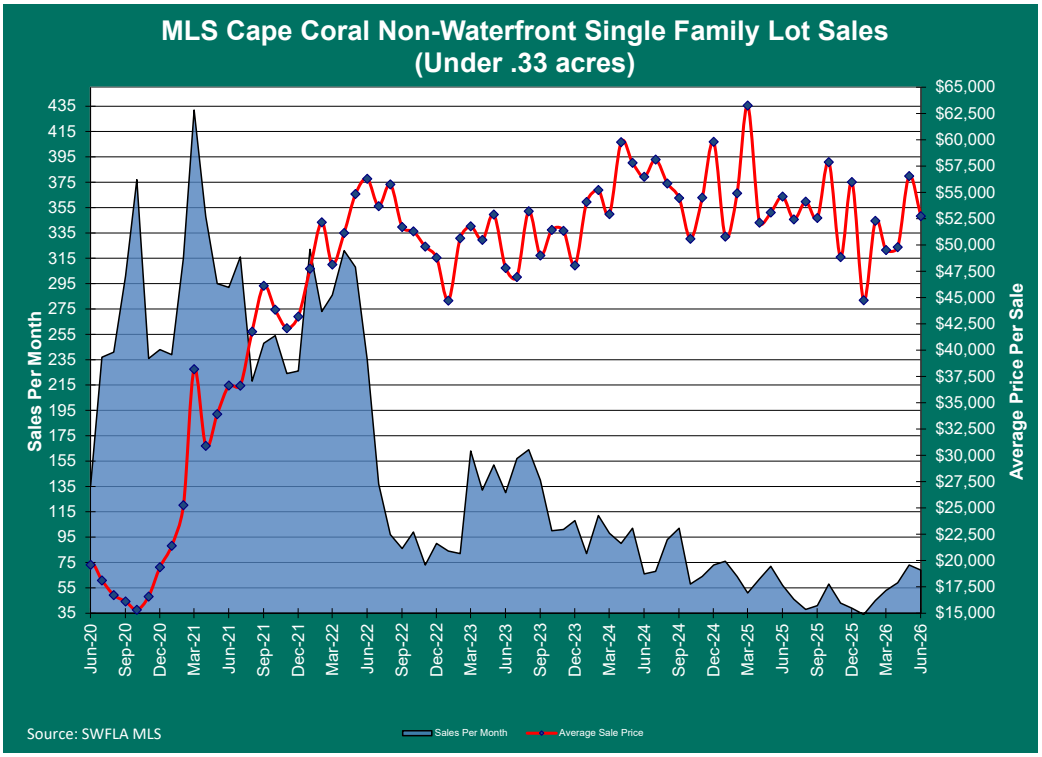
Cape Coral and Lehigh Acres Lot Sales Trends

The following charts indicate average lot sale trends in those markets for lots under 0.33 acres on a monthly basis. Lot data for Cape Coral only pertains to non-waterfront lots.





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Notable Transactions -- Land

Sale Date	County	City	Asset Type	Project Name/Location	Seller	Buyer	Price	Acres	Price per Acre	Units / Lots	Price per Unit/Lot	Comments
2/16/24	Lee	Estero	Residential Land	Enclave at Corkscrew / 20351 Corkscrew Road	Corkscrew 80 East LLC	Sea 202 LLC	$5,300,000	78.7	$67,353	74	$71,622	Initially applied for 85 units ($62K per unit). Current DO application proposes 74 units.
3/12/24	Lee	Fort Myers	Apartment Land	Daniel Falls Encore / 13501 Powers Court.	Talamh Associates	EMF Powers Court	$6,240,000	13.7	$456,140	240	$26,000	Included in the sale was the adjacent lake and an existing right of way. Apartments will be on 6.7 acres.
6/21/24	Collier	Naples	Residential Land	Summerlit / 1893 Roost Road. East of Collier Blvd. and West of Tamiami Trail in South Naples	Carleton MHC	Mattamy	$10,150,000	61.1	$166,012	249	$40,763	249 Proposed Homesites - Mix of Single-Family and Attached.
7/11/24	Collier	Naples	Apartment Land	The Henley / 6883 Henley Lane. Vacant Land south of The Carlisle. Orange Blossom Dr. x Airport Rd.	Various Individuals	SD Orange Blossom	$12,550,000	10.0	$1,257,515	336	$37,351	MF Apartment Land
7/16/24	Lee	Cape Coral	Residential Land	East Gator Circle Townhomes / 3710 NE 19th Place.	Southern Impression Homes	Lennar	$9,000,000	26.7	$336,700	336	$26,786	Townhome Project
10/22/24	Collier	Naples	Finished Lots	Seven Shores / East side of Collier Blvd. between Rattlesnake Hammock Rd. and Davis Blvd.	BHEG Seven Shores	Seven Shores Build to Rent	$17,280,000	-	-	96	$180,000	Total linear front feet: 3,456 ft. or $5,000 / linear front foot. Lot splits: 36 ' - 96. Intended for paired villas.
10/30/24	Lee	Bonita	Raw Lots	Grande Shores / East of I-75 and North of Bonita Beach Rd. Former Bonita Grande Mine.	Oakbrook	Pulte	$32,508,713	-	-	302	$107,645	Total linear front feet: 18,865 ft. or $1,725 / linear front foot.
10/30/24	Lee	Bonita	Raw Lots	Grande Shores / East of I-75 and North of Bonita Beach Rd. Former Bonita Grande Mine.	Oakbrook	Stock	$17,937,109	-	-	84	$213,537	Total linear front feet: 7,390 ft. or $2,425 / linear front foot.
11/12/24	Charlotte	Charlotte County - Rotonda	Residential Land	Wilmington Preserve / Northeast corner of S McCall Rd. x Wilmington Blvd.	Dennis Fullenkamp	TEG S McCall Rd	$7,500,000	47.0	$159,574	376	$19,947	Intented for "376 residential single-family and multifamily units" per ERP.
12/16/24	Collier	Naples	Apartment Land	Vintage Naples Apartments / 2470 4th St. Northeast. Northeast corner of Randall Blvd. x Immokalee Rd.	RCDG Partners	Vintage Naples Owner	$18,500,000	32.9	$562,310	400	$46,250	A part of the greater Randall Curve MPUD.
12/26/24	Charlotte	Charlotte County	Finished Lots	Turnleaf / 13250 Burnstore Road. East of Burntstore.	Burntstore Developers	Dream Finders	$1,675,000	-	-	15	$111,667	Total linear front feet: 690 ft. or $2,425 / linear front foot. Lot splits: 60 ' - 2 | 50 ' - 5 | 40 ' - 8
1/8/25	Charlotte	Charlotte County	Finished Lots	Turnleaf / 13250 Burnstore Road. East of Burntstore.	Burntstore Developers	Perry Homes	$5,175,000	-	-	38	$136,184	Total linear front feet: 2,130 ft. or $2,425 / linear front foot. Lot splits: 60 ' - 23 | 50 ' - 15
1/8/25	Charlotte	Charlotte County	Finished Lots	Turnleaf / 13250 Burnstore Road. East of Burntstore.	Burntstore Developers	Lennar	$2,831,000	-	-	30	$94,367	Total linear front feet: 1,510 ft. or $1,875 / linear front foot. Lot splits: 60 ' - 6 | 50 ' - 19 | 40 ' - 5
1/16/25	Lee	Fort Myers	Mixed-Use Land	8591 Gladiolus Drive / Southeast corner of Gladiolus Dr. and Winkler Road.	Multiple	W&G Fort Myers Apartments	$19,969,400	31.9	$626,000	386	$51,734	The new owner plans to develop 386 luxury apartment units alongside seven acres of commercial outparcels on the site.
1/24/25	Lee	Cape Coral	Residential Land	Entrada Townhomes / 16701 N Cleveland Avenue	Entrada Apartment Investors P2	Lennar	$8,400,000	34.9	$240,550	278	$30,216	Partially developed site - proposed townhomes
1/30/25	Collier	Naples	Apartment Land	Mattson at Vanderbilt / 3333/3375 Vanderbilt Beach Road	VBR LLC	Roers Naples Apartments	$7,650,000	5.9	$1,301,020	150	$51,000	MF Apartment Land

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Notable Transactions – Non-Land

Sale Date	Asset Type	Address	County	Seller	Buyer	Sale Price	SF Under AC	$ PSF	Units	$/Unit	Notes
10/28/2024	Mine	East Alico Road	Lee	Youngquist	Martin Marietta North Texas Cement LLC	$620,000,000					A member of the S&P 500 Index, Martin Marietta is an American-based company and a leading supplier of building materials - including aggregates, cement, ready mixed concrete and asphalt.
10/30/2024	Warehouse	6115-6195 Tri County Commerce Way	Lee	CG Lee IND Property Owner LLC LLC	W TC75 Owner IX LP	$155,100,000	815,847	$190			Tri County Commerce Warehouse Sale
9/24/2024	Shopping Center	13300 S Cleveland Ave	Lee	DDRTC Cypress Trace LLC	CCB Associates 34 LLC	$40,350,000	280,766	$144			Anchor Tenants of Winn Dixie, Ross, Five Below, Popshelf, Burlington, Bealls. Sold for 15 million in 2007
10/7/2024	Various	Bimini Square Cape Coral	Lee	Bimini Centre Of Cape Coral LLC	City of Cape Coral	$40,089,504					Cape Coral buying this land for redevelopment. News articles suggest possible mixed use development. Not planned to be held through development. Currently housing.
9/17/2024	Hotel/Motel	10054 Gulf Center Dr.	Lee	McKibbon Hotel Group	AAM Fort Myers Hotel	$25,610,000	87,092	$294	116	$220,776	116 Room hotel in Gulf Coast Town Center
8/16/2024	Shopping Center	11521-801 S Cleveland Ave.	Lee	2010 Palm Pointe LP	LMR II - Palm Pointe LLC	$19,440,000	100,233	$193.9			
8/30/2024	Shopping Center	11600 Gladiolus Dr.	Lee	PR II Gladiolus Gateway LLC	Real Sub LLC	$17,200,000	77,758	$221			Shopping Center sold on Corner of Gladiolus x San Carlos
9/25/2024	Office	2270 Colonial Blvd.	Lee	HCP-RTS LLC	Family Health Centers of SWFL INC	$15,500,000	81,941	$189			2 property sale. Medical/Class A Office. It appears to be vacant at sale.
8/27/2024	Shopping Center	7070 College Pkwy.	Lee	College Venture I LLC	College Plaza Center LLC	$14,600,000	56,597	$258			Bought in 2010 for 3.9m
8/26/2024	Self Storage	2080 Tamiami Trail	Charlotte	Quality Self Storage III Land Trust	Prime Storage Port Charlotte LLC	$13,000,000	57,270	$227			Self Storage Sale in Port Charlotte
8/6/2024	Self Storage	17625 S Tamiami Trail	Lee	Tamiami South Storage LP, Metro Storage HHF GP TS LLC	Areit Fort Myers Self Storage	$11,449,800	90,780	$126			Built in 1987
10/18/2024	Golf Course	4003 Palm Tree Blvd.	Lee	Florida Gulf Venture LLC	City of Cape Coral	$10,400,000					Another speculative purchase by Cape Coral. Hopes to turn it into a park
9/9/2024	Multi Family	2034 Canal Street	Lee	Silvercreek Realty Investments 1 LLC	Paradise Palms Portfolio LLC	$9,800,000			56	$175,000	Different housing products.
9/16/2024	Warehouse	18485 Paulson Dr.	Charlotte	HS Growth Properties LLC	18485 Paulson LLC	$8,100,000	86,640	$93			Google map street view shows flea market advterising Friday-Sunday
8/16/2024	Car Wash	42 Del Prado Dlvd.	Lee	Tommy Express Holdings		$8,000,000	5,315	$1,505			7.56% cap for Tommy's Express Car Wash
8/8/2024	Industrial	2624 Hanson St./3091 Evans Ave.	Lee	Robert & Kathryn Dean	AED 47 LLC	$7,700,000	88,418	$87			Built In 1965 - 1972. Bob and Dean Supply Co.. Price set by an appraiser. 5$ mil given as a gift to grantee.
9/23/2024	Shopping Center	15501/15455 Old McGregor Blvd	Lee	CE Divito LLC VMD FORT MYERS LLC ...	Moners Plaza Holdings LLC	$7,696,000	56,572	$136			Quoted as a 7.46% Cap. Advertised as under market rents and potential redevelopment opportunity. Planet fitness anchor
9/11/2024	Warehouse	3625 Dr. Martin Luther King Jr. Blvd.	Lee	Bottling Group LLC	3625 MLK Boulevard LLC	$7,275,000	69,841	$104			Main building built in 55', others in 80's.
8/21/2024	Office	6231 Estero Blvd.	Lee	6231 Estero LLC	Town of Fort Myers Beach	$7,000,000	15,668	$447			Office on the beach
8/27/2024	Self Storage	4130/4150 Hancock Bridge Pkwy.	Lee	Eric D Howell Trustee	Prime Storage 4150 Fort Myers LLC	$6,996,240	66,665	$105			Property Appraiser shows the parcel as including the retail, but past agreements shows they are two different
8/12/2024	Restaurant	13671 Olympic Ct.	Lee	SD Daniels Crossing LLC	Wadhams Development Company	$6,600,000	10,535	$626			Cooper's Hawk Sale. 6.28% cap
9/6/2024	Hotel/Motel	10150 Metro Pkwy	Lee	Gumbo Limbo Mangement Development L.L.C	LAXMI Of RSW LLC	$6,240,000	45,800	$136	101	$61,782	Suburban Studios Sale
11/4/2024	Auto Dealership	2320 Colonial Blvd.	Lee	Pajero Re Holdings LLC	401 Real Estate Florida 1 LLC	$6,100,000	12,601	$484			Mitsubishi Dealership
8/2/2024	Grocery Store	2615 Santa Barbara Blvd.	Lee	SB VETS 1 LLC	CCALDIFL LLC	$5,300,000	24,615	$215.3			Vacant 2017-2022. Aldi built in 2022
10/1/2024	Car Wash	13601 Goldenwood Dr.	Lee	WFCW PROPCO Goldenwood LLC	MPT Goldenwood LLC	$5,263,743	4,366	$1,205.6			Mister Car Wash
11/13/2024	Car Wash	2474 Liberty Park Dr.	Lee	Car Wash Headquarters LLC	Skyline Principal Investors II LLC	$5,250,000	6,472	$811			No Cap Rate data available. Land sold for 1.25m in late 2022
10/17/2024	Strip Center	7385 Radio Rd.	Collier	Dixie A whatley Living Trust	N/A	$5,200,000	11,032	$471			Tenants are Beef O Brady's, Domino's, Hair and nail salon, dentist, Naples Clinic.
9/20/2024	Condos	8800 Business Park Dr	Lee	Trianon Holdings LLC	REVS Institute INC	$5,100,000	14,936	$341	8	$637,500	8 unit condo sale north of Alico
10/25/2024	Office	1612 Cape Coral Parkway E	Lee	Alex Diaz	Cape Gateway LLC	$5,000,000	37,642	$133			Sold in 2020 for 2.5m at a 4.27% cap. Appears vacant based on september 2023 Google street view, no costar data for tenants/leases
10/23/2024	Building	2718 4th Street W	Lee	Palmetto Capital Group LLC	Lehigh West IV LLC	$5,000,000	6,590	$759			Tire plus tenant through 2039

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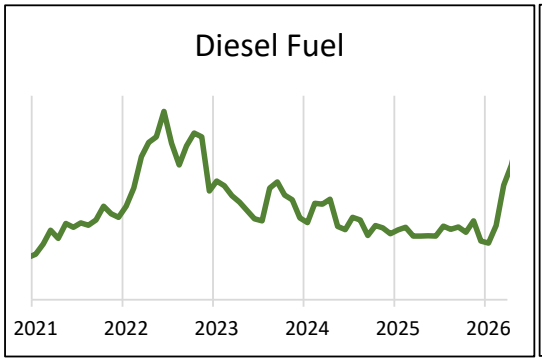
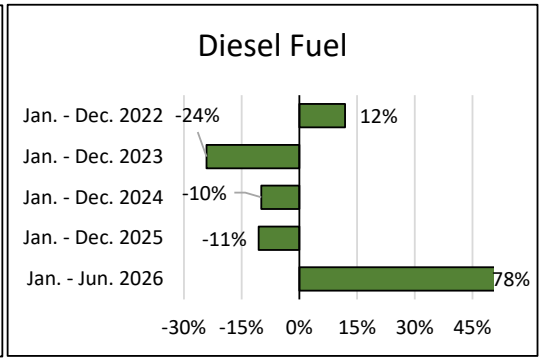
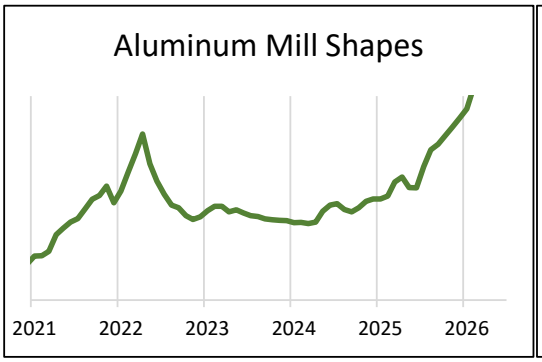
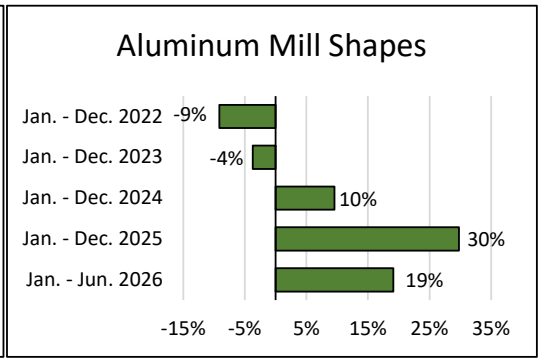
Construction Material Indexes

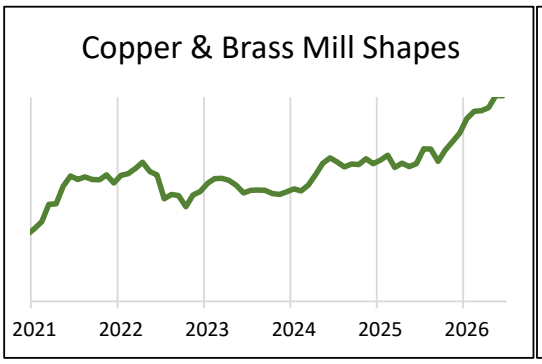
The following graphs show price indices for various construction materials with a base starting point of January 2018 obtained from the Producer Price Index. Higher material costs are a concern because they make new homes less competitive against re-sales.

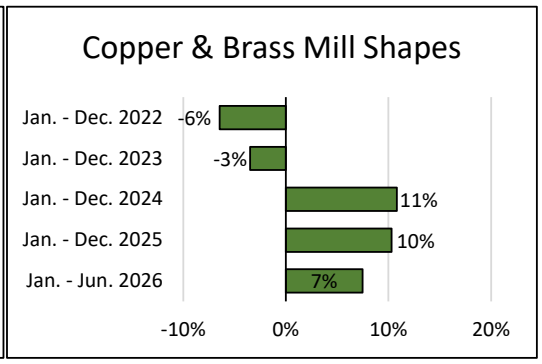


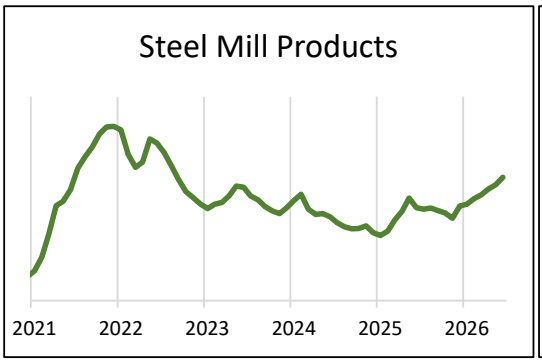


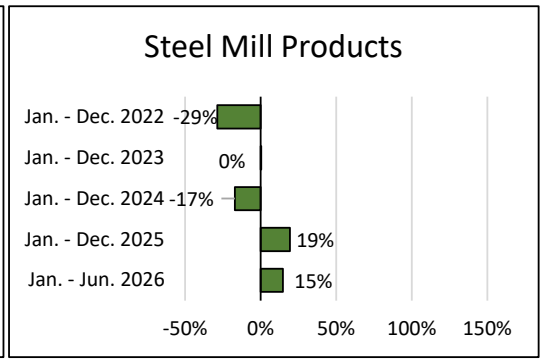












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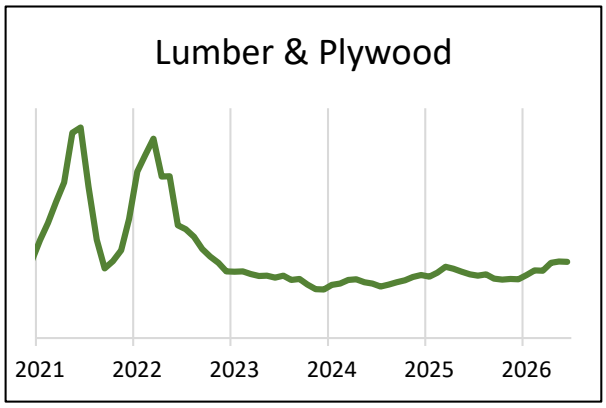

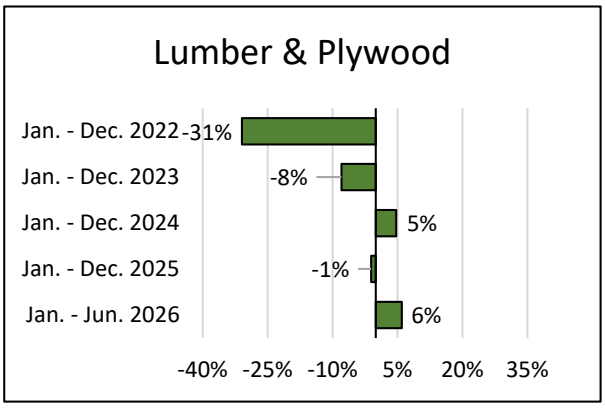

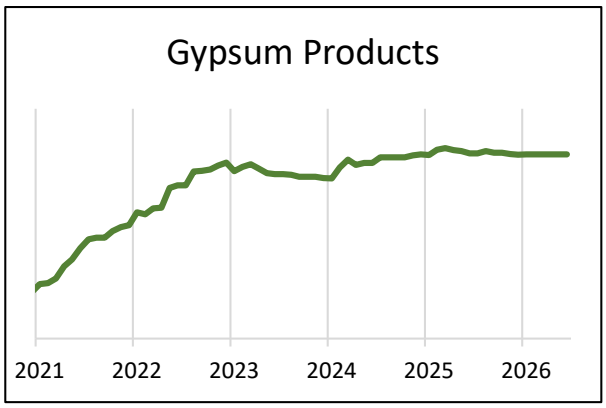

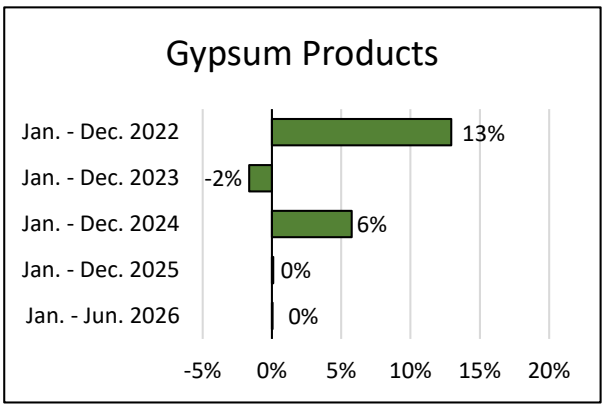

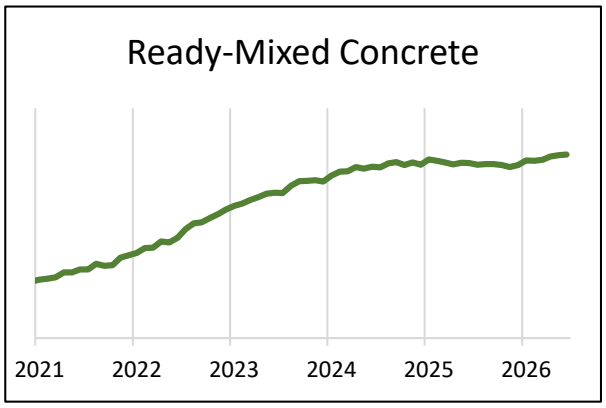

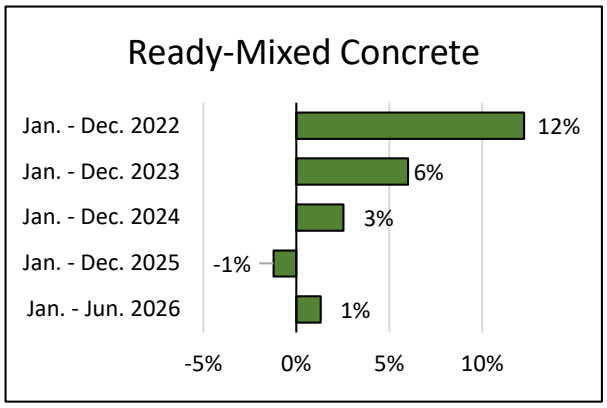

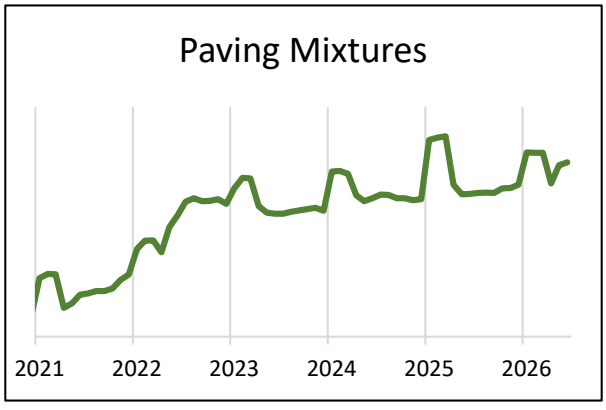

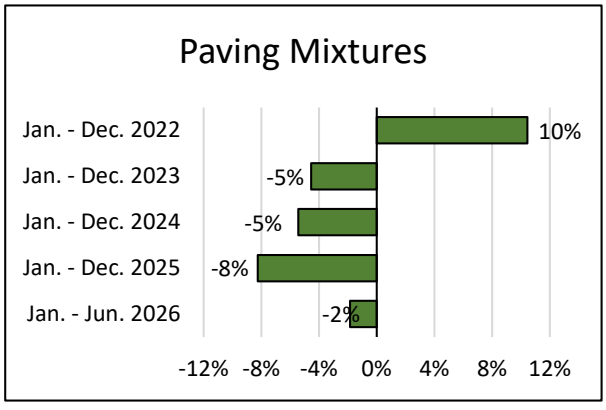

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MARKET RESEARCH & REPORTING

by Nelson Taylor, MRICS, MSRE, Vice President of Market Research & John Marchetti, Analyst.

As the Vice President of Market Research for LSI Companies, it is my goal to provide the most accurate and up-to-date information about land and improved properties throughout Southwest Florida. I have been active in real estate statistics and valuation for several years. Unlike other research organizations that rely on national data to formulate market predictions, we track transactional data, including permitting and demographics, to paint an accurate picture of the market in real-time. We research every aspect of statistical and transactional data in Lee, Collier, and Charlotte counties to keep the finger on the pulse in Southwest Florida.

Should you need assistance with real estate market research or reporting, please consider LSI Companies as your brokerage firm that can provide your organization with any of the following:

- Market Studies
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- Litigation Support
- Target Market Analysis
- Highest and Best Use Analysis
- Feasibility Analysis
- Site Selection
- Data Gathering
- Appraisal Reviews
- Pricing Strategy
- Absorption Forecasts
- Demographic Analysis
- Acquisition, Reposition, & Disposition Strategies
- Broker Opinion of Value
- Custom Reports
- Product Recommendations

Nelson, serves as the Vice President of Market Research for LSI Companies. He focuses on the market analytics of residential and commercial properties throughout Southwest Florida in order to provide clients with clear market analysis. Nelson has 12 years of real estate experience, where he supplied services for a broad range of commercial real estate product types throughout Florida. Nelson has worked directly with clients to develop market-based solutions in response to complex real estate issues for use in strategic asset management, investment analysis, portfolio valuation, and litigation. Taylor is a graduate of Florida State University with a degree in Real Estate as well as a graduate from the University of Denver with a master's degree in Real Estate. He also is a member of the Royal Institute of Chartered Surveyors.

John focuses on valuation, forecasting, and real estate data analytics, acting as a member of the Market and Research team to deliver the best insights, allowing our clients and users to make the most informed decisions for their real estate. He is also responsible for providing the sales team with research data and operational support. John's previous experiences in real estate and finance allow him to deliver quality, evidence-based conclusions on the SWFL real estate market and related areas. John received a BS in economics with a concentration in finance from the University of Pennsylvania, Wharton School of Business.

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