

2026 HOUSING MARKET JUST GOT WORSE

**DATA
DOESN'T LIE.**



**BIGGEST DEMAND
COLLAPSE
IN U.S. HISTORY?**

-  BUYER DEMAND NEAR HISTORIC LOWS
-  COVID EQUITY DISAPPEARING FAST
-  FLORIDA REPORT SHOCKS HOMEOWNERS
-  WHAT BUYERS & SELLERS **MUST KNOW NOW**



 NATIONAL & LOCAL DATA

 REAL DEALS I'M NEGOTIATING

 ADVICE FOR BUYERS & SELLERS

End of APRIL 2026 Real Estate Market Update South West FL Housing

Written by
Ed Zoller

1-239-980-2792

“SW Florida’s Housing Expert with over 6412 transactions
and over \$350mil+ in SOLD Real Estate”

5/1/2026

www.Leecountymarketupdate.com

Advice for Sellers

- This is going to get rough for sellers. Last month I featured **Marblebrook in Lehigh Acres**, then **Westhaven at Gateway**, then I went over **Marbella on Cypress in Fort Myers FL**, this month I feature **Arborwood in Fort Myers by WCI** where you bought a 2Bedroom+Den, 2 Bathroom, 2 car garage for \$292,500 in 2019 prior to COVID, then watched it go down slightly **2%** in 2020, then up **25%** in 2021, then up **43%** in 2022, then dropped **2%** in 2023, then dropped **7%** in 2024, then another **12%** in 2025, and current to this year another **5%** already in 2026. Another example of what I call losing “FAKE COVID EQUITY.”

MLS #	Sts	List Price	Address	City	Sub Condo Name	Development	Beds/Baths	Living Area	GEO Area	DOM	Sold Price	Sold Date		
219066967	S	\$305,000	11613 GOLDEN OAK TER	FORT MYERS	ARBORWOOD PRI	ARBORWOOD PRESER 2 Bed/2(0)	2	1,917	FM22	8	\$292,500	01/25/19	TX	A
220021486	S	\$284,900	11596 GOLDEN OAK TER	FORT MYERS	ARBORWOOD PRI	ARBORWOOD PRESER 2+Den/2(0)	2	1,917	FM22	171	\$284,900	10/05/20	TX	A
221018850	S	\$350,000	11555 GOLDEN OAK TER	FORT MYERS	ARBORWOOD PRI	ARBORWOOD PRESER 2+Den/2(0)	2	1,917	FM22	0	\$355,000	04/22/21	TX	A
222019065	S	\$479,000	11585 GOLDEN OAK TER	FORT MYERS	ARBORWOOD PRI	ARBORWOOD PRESER 2+Den/2(0)	2	1,917	FM22	2	\$511,000	04/21/22	TX	A
223013936	S	\$497,900	11523 GOLDEN OAK TER	FORT MYERS	ARBORWOOD PRI	ARBORWOOD PRESER 2+Den/2(0)	2	1,917	FM22	20	\$497,900	04/24/23	TX	A
224001569	S	\$459,900	11621 GOLDEN OAK TER	FORT MYERS	ARBORWOOD PRI	ARBORWOOD PRESER 2+Den/2(0)	2	1,917	FM22	30	\$459,900	03/15/24	TX	A
225036533	S	\$400,000	11555 GOLDEN OAK TER	FORT MYERS	ARBORWOOD PRI	ARBORWOOD PRESER 2+Den/2(0)	2	1,917	FM22	96	\$400,000	08/06/25	TX	A
225072007	S	\$389,000	11581 GOLDEN OAK TER	FORT MYERS	ARBORWOOD PRI	ARBORWOOD PRESER 2+Den/2(0)	2	1,904	FM22	164	\$379,000	03/30/26	TX	A

- Real Estate Appreciates 3-4% normally like you saw prior to COVID, not 25-43% annually. I have been talking about for over a year about that FAKE EQUITY the homes never earned, and as you can see much of it has been lost.
- What if we took the \$284,900 and plugged in 3% annual appreciation as normally seen. Pretend COVID never happened. Then this home should be selling for \$340,000 in normal market conditions. Not the 6.5% interest rate conditions as in today. Let us do math. If the home should be \$340,000 with the same conditions as 2019 with a 3.5% interest rate, then what price at current rates of 6.5% should the home be today? \$270,000. We have dropped 26% from peak price, but have another 10-20% to go.
- Is it over? No! There is still FAKE COVID EQUITY but it is rapidly decreasing as buyer demand hits all time lows. So what does a seller need to do in this market to sell?
- Get a pre-inspection on your home to show buyers that they will not need to do many repairs, AND offer concessions, buydowns, etc to make it more affordable. Every dollar matters now. Price yourselves according to the market Market your home differently than the competition. Rookie agents will have no idea how to set their homes apart from the horde.

Something you should know about every HOA

- Arborwood Preserve is a gated community that offers:
- Bike And Jog Path, Bocce Court, Business Center, Clubhouse, Community Pool, Community Room, Exercise Room, Full Service Spa, Library, Pickleball, Restaurant, Sidewalk, Streetlight, Tennis Court, Theater.
- The HOA includes Irrigation water (\$120/year), Lawn/Land maintenance (\$1400/year, Pest Control exterior (\$550/year), Amenities (maybe a gym membership of \$200/year), Covers about (\$310) of your non ad valorem tax bill approximately. So a total of \$2580 worth of bills covered for a price back in 2020 of \$4868/year. A service I do when looking at HOA is look to see how they have balanced their budget over the years once its built. I would expect with rising costs adjusted for inflation, this bill to be \$5482/year. Let us look at year by year increases it did do

2020 HOA annual cost	\$4868	% increase YOY
2021	\$4893	½%
2022	\$4916	½%
2023	\$5412	10%
2024	\$6368	17%
2025	\$6728	5%
2026	\$7168	6.5%

Does this seem like they are having trouble balancing their books? I get increasing in 2023+2024 due to the unexpected expenses from hurricane Ian, but to still increase after that, in a not even 10 year old community looks tourblesome. In 6 years only, the total increase was **47% or an extra \$200/month**. Now wonder the community is dropping but the question is, are they done?

This is information I believe all buyers should research or for my clients, I do that for them anyway.

Advice for Buyers (Same every month)

- Patience Patience Patience Patience PatienceX₃. Wait for your deal. Buyers need to qualify, find what they want, narrow down their search, then strike at sellers/builders at the most opportune time. It's a market of falling daggers! **Don't catch blades...catch feathers**. Wait for your price. Forget the rates, forget the hype, wait until the perfect home hits your target number. Get Interest rates of 4% today by waiting for it. Negotiating it! Use this data to help you negotiate with sellers.
- Pick YOUR Payment and wait until the builders come to you as they currently control the market that is out of control. Like my recent deal I'll go over next slide.
- Wait for your deal and DO NOT SETTLE!
- 11,100+ Dwellings is a huge pile of inventory to sell. Sellers are going to be motivated and never be afraid IF you love the home or product to make an offer, but remember how you structure it is more important than the price 5x fold.

This month's deal!

1630 Lake Jessup CIR, Cape Coral, FL 33909

[View Comparable Properties](#)

[Listing](#) [Tax](#) [Photos](#) [History](#) [Parcel Map](#) [Flood Map](#) [Foreclosure](#)

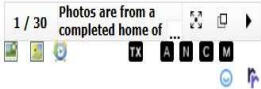
Residential REALTOR Report



General Information
 List Price: \$245,990
 MLS#: 225073194
 Address: 1630 LAKE JESSUP CIR
 CAPE CORAL, FL 33909
 CC32 - Cape Coral Unit 84-88
 GEO Area:
 County: Lee
 Status Type: New Construction
 List Price/Sqft: \$135.46
 Property ID: 30-43-24-C2-13706.0128
 Furnished: Unfurnished
 Approx. Living Area: 1816 - Architectural Plans, Developer Brochure
 Approx. Total Area: 2114 - Architectural Plans, Developer Brochure

Building Design: Townhouse
Virtual Tour URL: <https://my.matterport.com/show/?m=pVJAMz9Mu05>
Listing Broker: Pulte Realty Inc

ML# 225073194
Status: Pending (01/20/26)
Property Class: Residential
Subdivision: SAWGRASS AT CORAL LAKES
Development: SAWGRASS AT CORAL LAKES
DOM: 111
CDOM: 212
Bedrooms: 3 Bed
Baths: 3 (2 1)
Den/Flex: No
Year Built: 2025
County Permit #: CBC057850



MLS#	Status	Price	Address	City	Subdivision	Bed/Bath	Sq Ft	CC	Unit	Days	Icons
226013200	A	\$258,990	1564 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	35		TA A
226013198	A	\$258,990	1566 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	35		TA A
226012307	A	\$258,990	1570 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	42		TA A
225073194	P	\$245,990	1630 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	111		TA A
226011296	P	\$255,990	1565 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	6		TA A
226011289	P	\$255,990	1563 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	6		TA A
226011148	P	\$255,990	1561 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	28		TA A
226013184	P	\$258,990	1568 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	33		TA A
225081802	P	\$259,990	1644 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	52		TA A
225081771	P	\$259,990	1648 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	56		TA A
225081769	P	\$259,990	1650 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	70		TA A
225081763	P	\$259,990	1652 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	70		TA A
225081758	P	\$259,990	1654 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	42		TA A
225073167	S	\$269,990	1628 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	48	\$245,990	03/24/26
225073158	S	\$245,990	1634 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	48	\$245,990	03/23/26
225072689	S	\$279,990	1605 LAKE JESSUP CIR	CAPE CORAL	SAWGRASS AT CI SAWGRASS AT CORAL 3	3 Bed/2(1)	1,816	CC32	4	\$275,000	01/28/26

Pulte/Centex was giving away Townhomes in Cape Coral Community of Sawgrass at Coral Lakes that had everything a buyer wants. Impact glass throughout, tile floors, stainless steel appliances, the works! 3 bedroom 2 ½ bathroom 1800+ sq ft under air for \$258,990 offering \$15,000 in closing costs. My buyer Taylor wanted better and was patient to get her monthly payment she wanted. This community HOA includes lawn/pest and full amenities which excited her, but we needed to be under a certain dollar amount. Comparable new townhomes were over \$275k, so when this one came back on market due to a failed deal, we structured the right deal. This is when I went to work. First, the rate means everything. We got Taylor a 4.875 rate, 11k off the price, and a total of \$59,060 in total incentives above and beyond the cost as seen here.

ADJUSTMENTS TO PRICE

NAME	DESCRIPTION	AMOUNT
Hometown Hero		(\$2,000.00)
Quick Move-In Incentive		(\$27,060.00)
ADJUSTMENTS TO PRICE TOTAL		(\$29,060.00)

CLOSING COSTS INCENTIVE

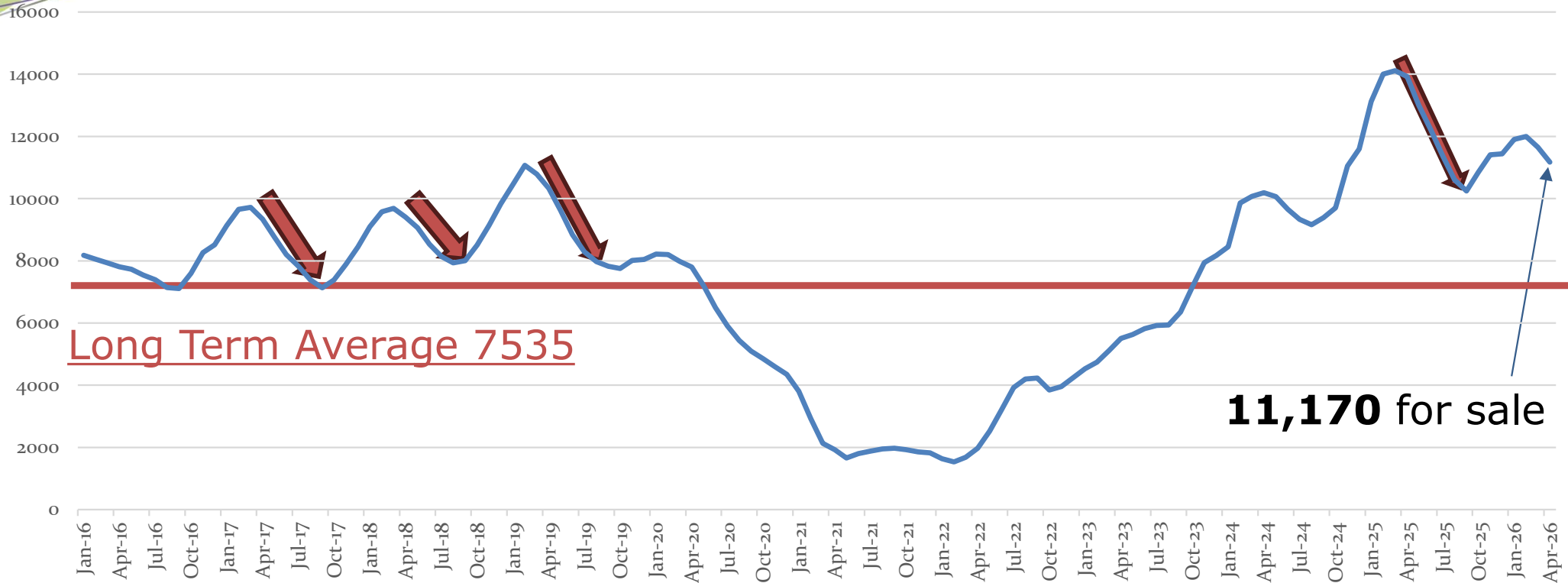
NAME	DESCRIPTION	AMOUNT
Closing Costs Incentive		\$15,000.00
Closing Cost Incentive		\$15,000.00
CLOSING COSTS INCENTIVE TOTAL		\$30,000.00

Total Incentives

\$11k off price
2k Teacher Credit
\$30,000 Incentives
4.875 CONV rate which costs 7 pts 16k
Total=\$59,060 in incentives
Payment under \$2k all in with only 10% down

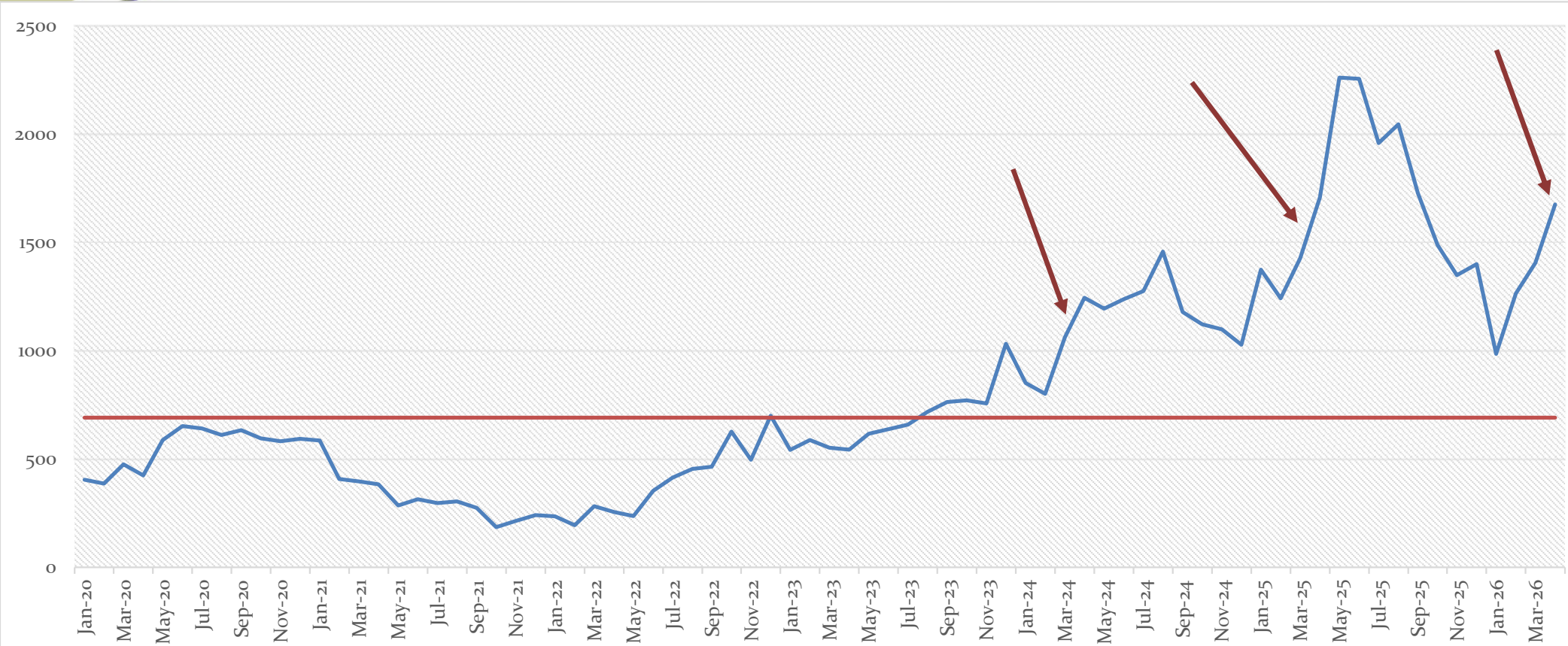
Supply of Inventory for sale in SW Florida

Inventory in Lee County



Inventory went **DOWN** in April **4%** showing a **positive sign for inventory reducing, and is 20% less than this time last year. Of course that was a 17 year high.** As you can see each peak happened in March for every previous year dating back to 2016. This is called our season where we hit the most inventory, and should have the most buyers we will ever see. This is a positive sign that the peaks do not go back to the massive amount we had back last year. Still 11,170 places for sale is still **48% higher than it should be compared to our long term average.** Last month we broke the trend of 5 **consecutive increases of inventory with our 2nd of what should be a 7 month trend to the downside.** Using this graph, we can predict this trend should continue to decrease next 6 months. If inventory continues to decline, then it will look more promising for sellers in the far future, but we need to look at demand. An abundance of INVENTORY MEANS LOWER PRICES and Price reductions, BUT also normally means lower demand. **Of this inventory, 2120 of the existing inventory are New Construction which is a drop of only 7 homes. This is not good for builders, and will continue to fuel more of the downside. This way too many homes for builders to get rid of, but they will continue to try. Will Builders start to panic now that season is over?**

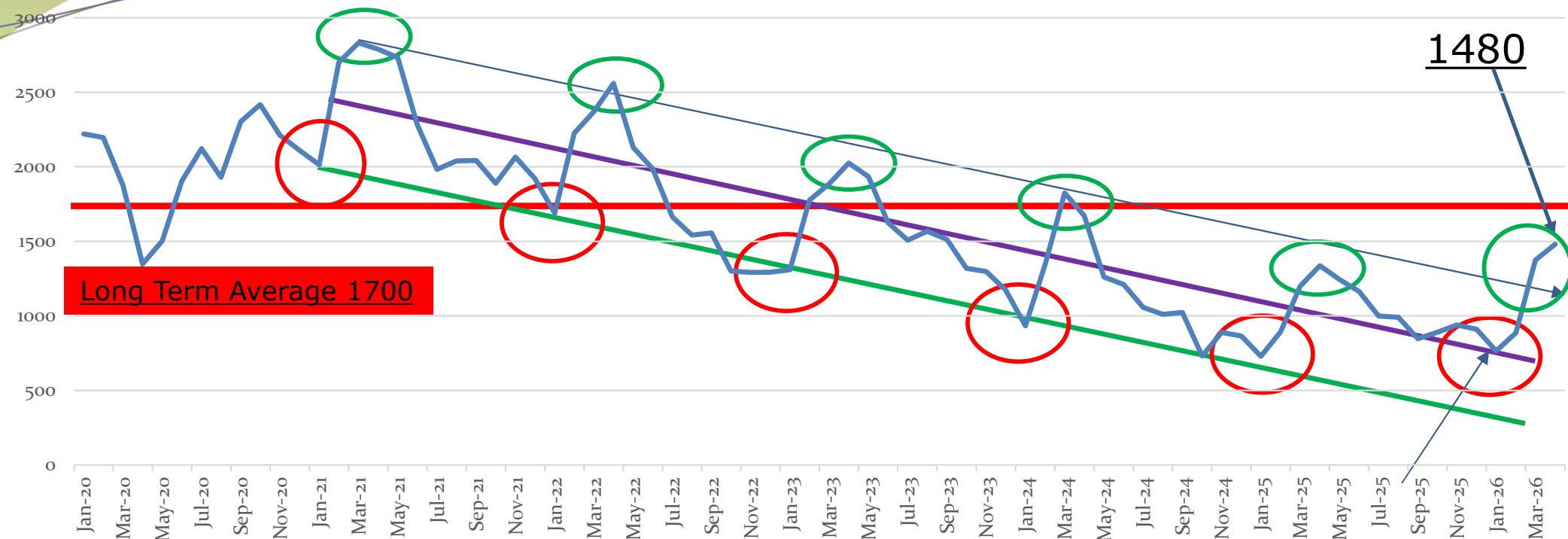
Expired/Withdrawn Terminated



I was curious if maybe we had a spike of expired, terminated, or withdrawn listings in Lee county and we did. **1676** people gave up currently. About 200 home increase. An **increase of 19%** from last month. Looking left to the previous year we see this graph skyrocket until August, so having lower inventory is great, but losing 200 or so homes because they gave up isn't the reason we want inventory to go down. Something to keep an eye on. Analysis is that sellers will give up at a more increased rate thinking season past them by.

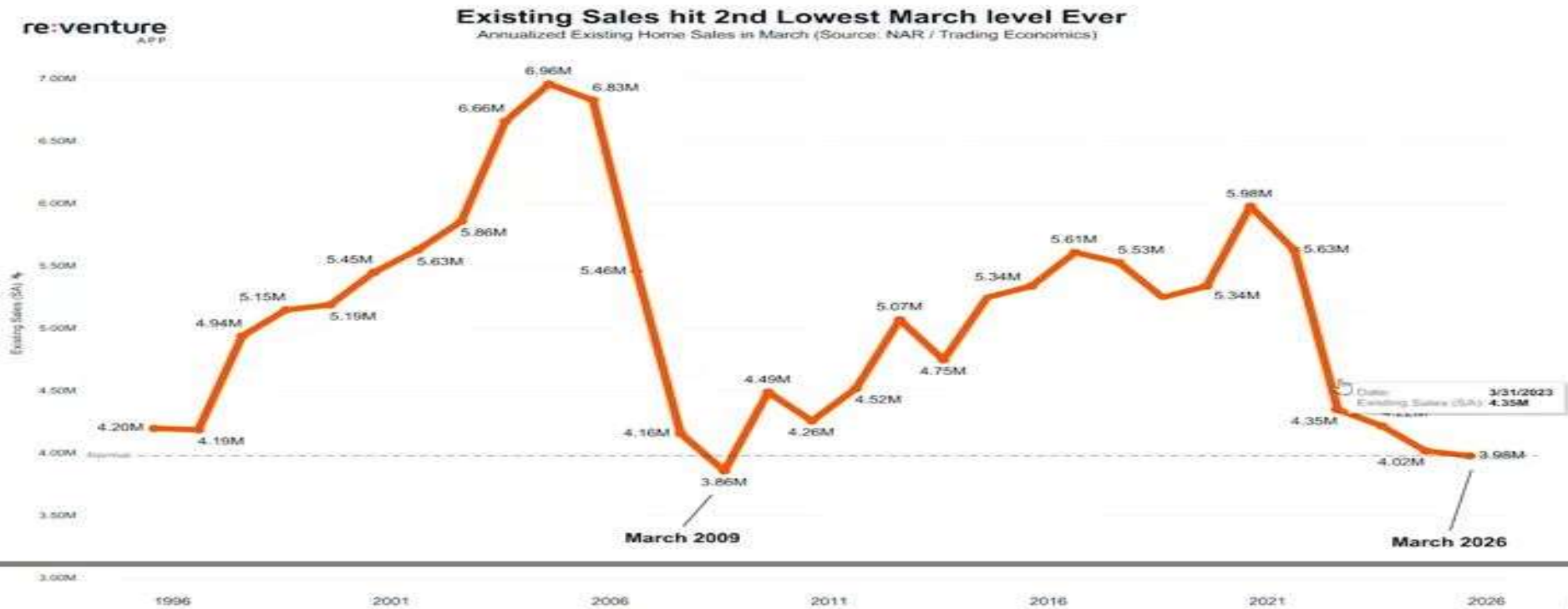
SW Florida Demand (Sold)

SW Florida Closed Sales Single Family Residential



Last month in April, Sales went **UP 8%**. This makes for the first time since COVID a **NEW 21 MONTH HIGH!!!!** AND continues a **3 month trend of increased sales**. Problem is March/April has always been our busiest time of the whole year and according to the history and data, we are expected to drop from here. Can't say anything negative other than in March Sales went up 55% in 1 month and the next month only up 8%. A big drop off in what should be a boom month. Cannot wait to see what next month is. Contrary to popular opinion, I would love to see this trend continue, but I am also a realist. This broke my 6 year downward channel. Let us see if it continues its rise to actually hit long term average, but based on historical data, sales should start to ease for the next 9 months. Pending sales will determine this. The pattern seen on this graph is simple. PEAK in MARCH/APRIL, mess around in the downward trend, bottom in January, the climb back to March peak. Rinse and repeat. **Compared to last year April we are up 11%**. February's pending home sales spike is the reason we had such a big increase in closed sales in march, but in March we had a drop of 28% in pending sales. This means we should expect May pending sales to lower from last month. This makes for a new 3 month trend of **YOY increases in a row**. Compared to the long-term average, it is **12% lower** than the average. Rates are sitting at the time of writing this at **6.38** which is **.1% lower than last month**, but remember it was **5.99** the month before. **This is a 3 month Negative trend**. **Of the 1480 Sales for April, 425 were new construction, UP 4% from last months numbers**. When you give away \$80-\$150k in incentives you would expect that. This represents **28%** of the total sales are New construction which is lower than previous months. The used market fails to play catch up to grab buyers attention over new construction still which does not fare well for the used market.

Worst Existing Home sales since 2009



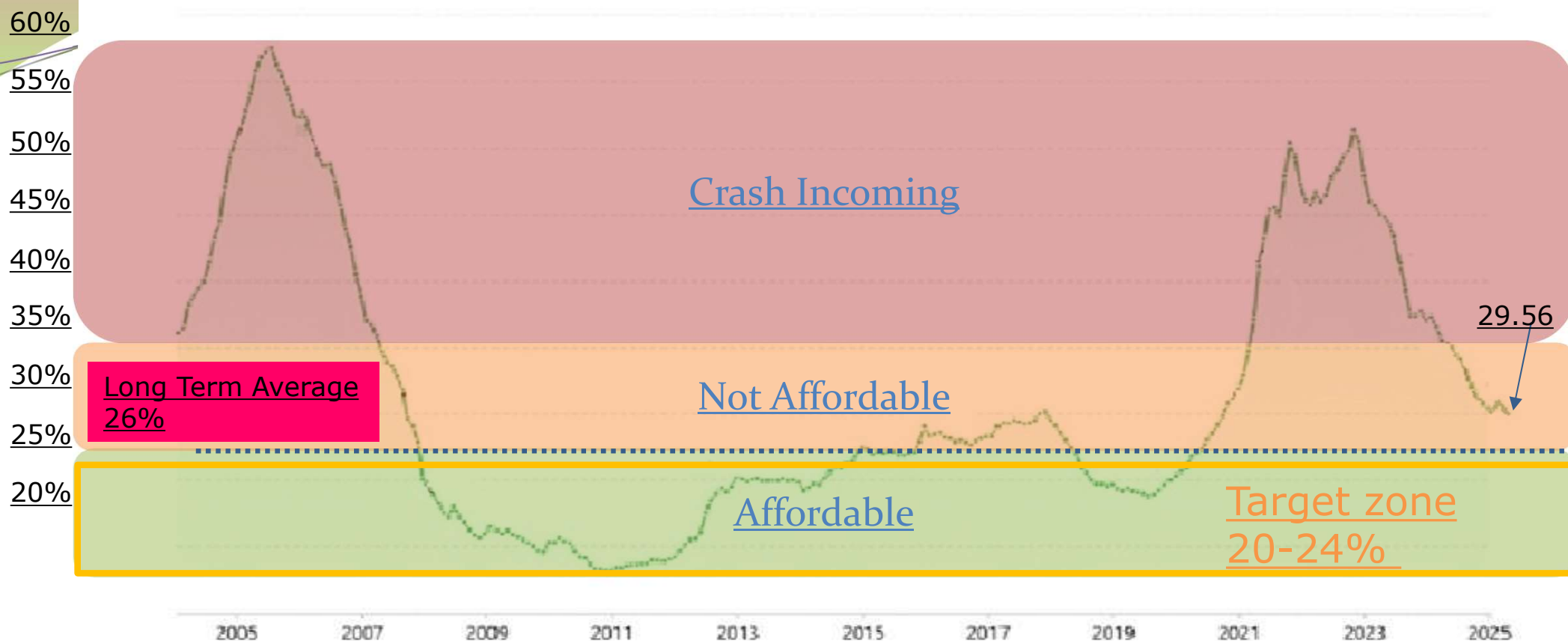
NAR came out with a recent report showing the start of the spring season for march recorded the worst March sales since March of 2009. In short, we have never seen home buyer demand this low for this long ever, forecasting that the spring selling season will become a brutal one for 2026. Realtor.com mentions the home sales fell due to weak job growth dampening buyer confidence, but the real reason buyer demand fell is simply that housing is not affordable as we see in the next graph. March historically is the countries selling season showing that this crucial season for real estate is off to a "sour start". This is a micro look specifically at this years selling season, but if you look at this through a macro scale, it shows even worse.

NAR: Existing Home Sales 1981-current



When looking at a macro scale I like to set points of control on chart that shows resistance/support. As you can see \$4mil is that point of control. Looking at the years where the graph rejected this line and where it found support. Back in 2009, the bottoming of the great financial crash which lasted 3 years, you can see where it failed to find support until it bounced off of it in 2012 and never looked back. What is concerning is how long we have sat at 4mil sales since 2023. So, for 3 years we have failed to see any support in demand at all. Dropping below 4mil sales is significant because the only time it has happened is the early 1990's recession which took 6-7 years to recover, the 2008-2012 Great Financial Crash, the shut downs of 2020, and now from 2023-present.

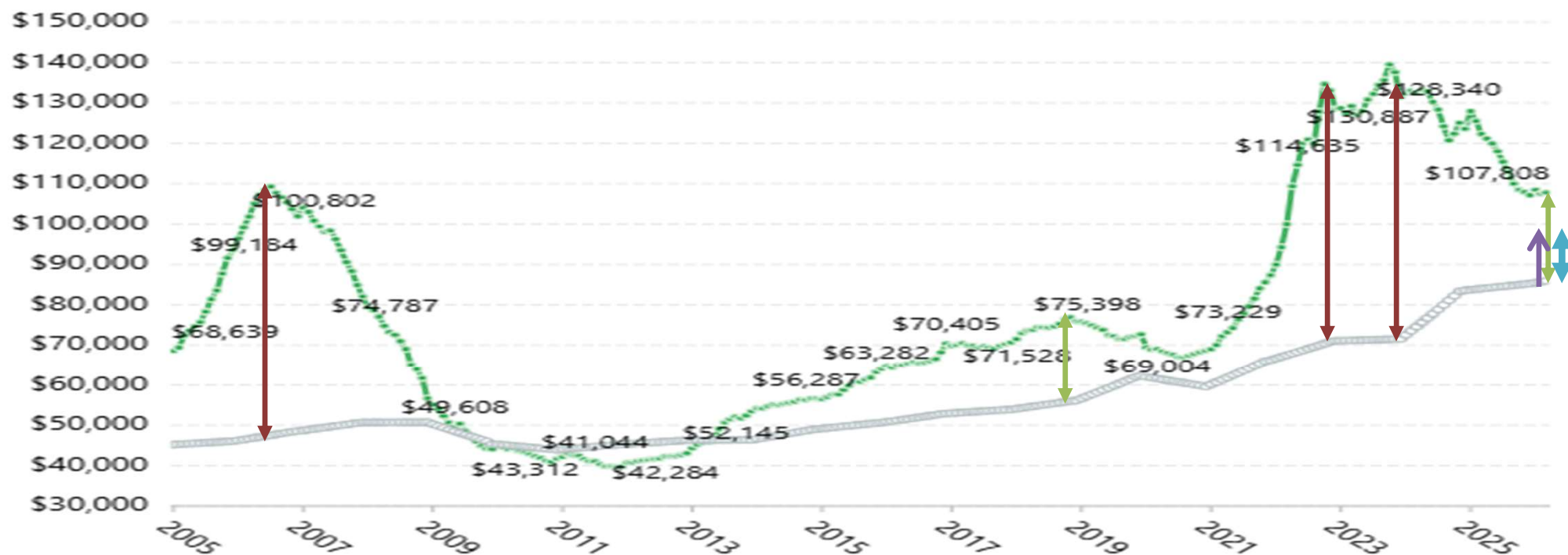
Affordability Graph Mortgage Payment as % of Income



This affordability graph is all you need to see to get a forecast of what is to come. I have color coded the shaded areas. This graph takes the average income of Lee County, takes the average 1690 sq ft 3 bedroom 2 bathroom 2 car garage average location home and calculates the mortgage payment including Principal, Interest, Taxes, and Insurance on that home and divides it by GROSS monthly household income. As you can see when the graph is in the red area, A crash has happened every time. Noone can afford over 45%+ of their GROSS income to a mortgage. From 2008, once it hit the affordable shaded area of under 26% it stayed there for 10 years. Popped up in 2018 when feds tried increasing rates, then dropped them drastically and back down into the green graph it went for another 3 years. Then COVID happened and back off to the top of the mountain it went again topping off at just over 50%. Now its going down again. My educated guess based on facts is...we got a long way to go to get back to affordable zone but once we get there. It should stay there for another decade. Until next 17 year cycle. Target Monthly payment should be under \$1750/month. Currently it is \$2119/month. Needs to drop another \$369/month or another 18%

New Affordability Graph

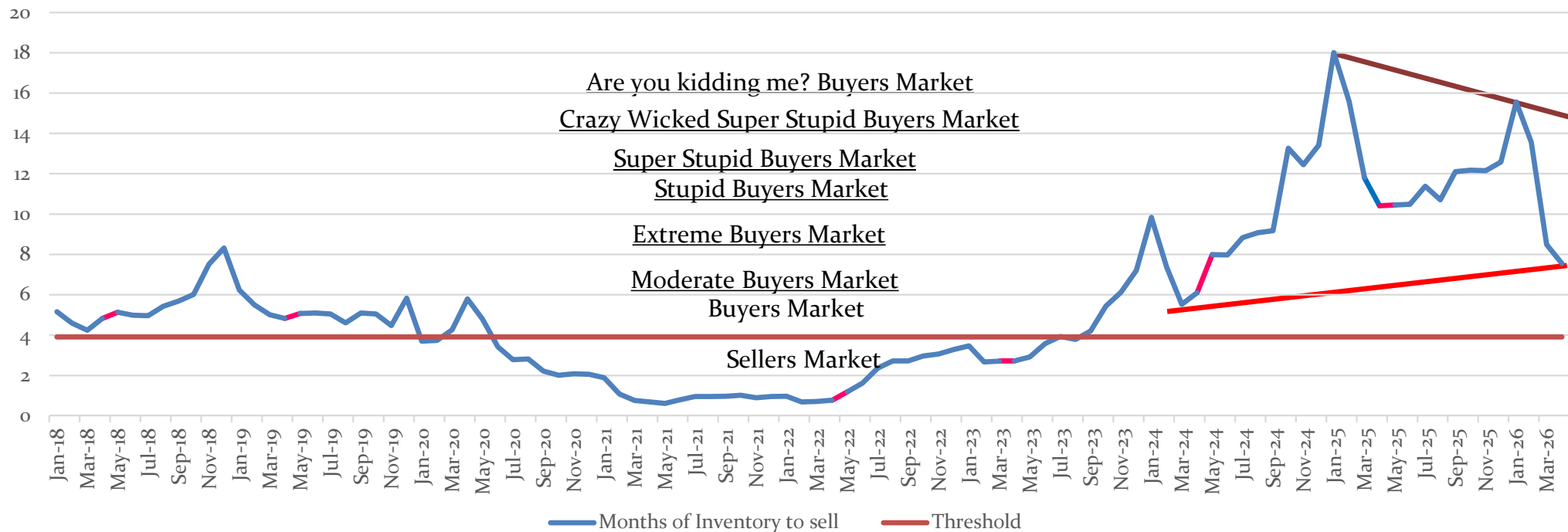
Salary needed to Buy A Home in Fort Myers/Cape Coral



This graph takes into consideration **what a family needs to make in income to COMFORTABLY afford to buy a home at current home prices and mortgage rates.** This assumes people are comfortable in spending 30% of their gross income on their PITI payment. I don't agree that people are comfortable paying 1/3 of gross pay but this should illustrate how unaffordable we are.

Buyers or Sellers Market?

Months of Inventory to show Buyers Market vs. Sellers Market

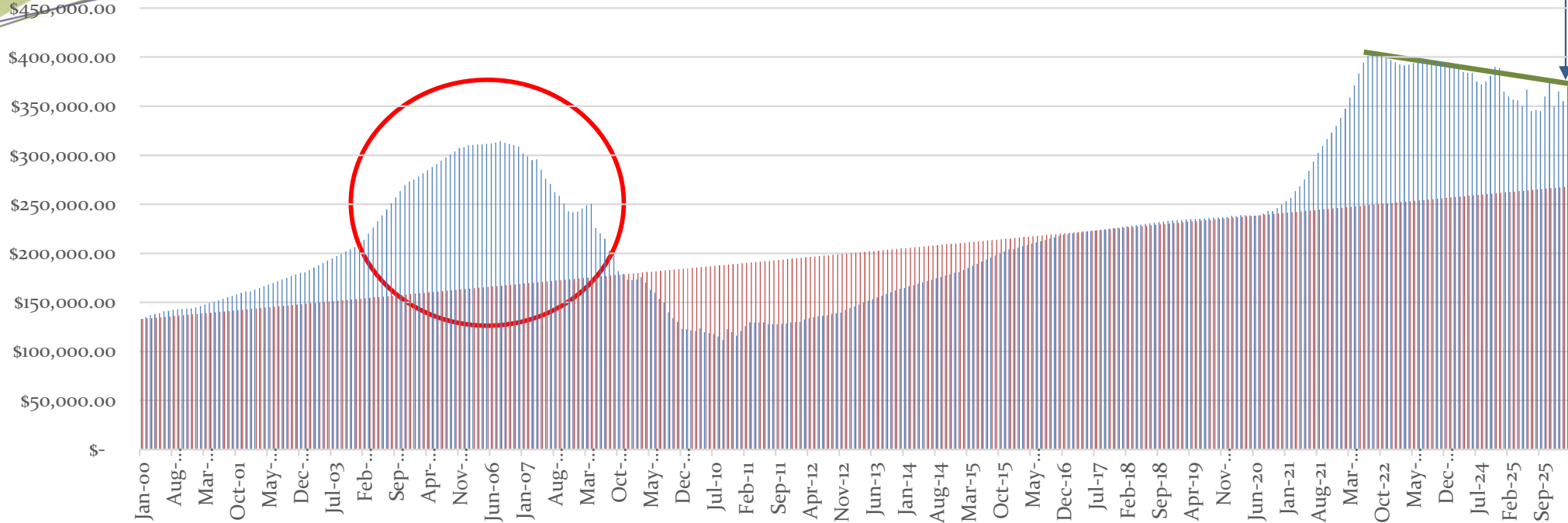


Over 7 months of inventory at this rate of buyer demand. I call that a moderate Buyers Market. At least its not an Extreme or Super Stupid one. I want you to notice something year by year. Forget COVID years 2020-2023. Look at the peak when the standing inventory hits the highest and it takes the longest to sell a home. Jan 2024, Jan 2025, then is goes down, then plateaus in April (end of season) then creeps up again. The big questions is after April is season over? Will it continue to go down? Previous graphs indicate...NO Inventory isn't dropping fast enough, and since historically buyer demand drops after March/April, it may just pop back up. We will see if demand continues to grow next month, BUT this is positive news that for the first time in since 2024 we hit under 8 months of inventory. **Nice break of a downward trend.**

Median Home price

\$375,000

Median Home Price Lee County All Types



Compared to last month, **Median home value went UP 1%.** **I hate this graph!!!!** Hate it Hate it. When we crashed last time, it was a nice smooth bubble as seen to the left. Why are we dragging this crash on and on. This will look like a flat egg when it is all said and done. Ill give you 1 reason, Bulders are keeping prices higher and buying down rates to the extreme, which was not an option last time as we went through a great financial crash. Make the payments the same as if they did drop \$100k in price, but keep prices elevated. This will not be favorable to lenders in the near future because buyers will be a bit upside down in the short term. We would see evidence that this prolonged graph bubble is being artificially elevated if foreclosures start to pile in. Will it? (HINT HINT....go to next slide.) Expect this graph to show these months of stubborn behavior with ups and downs. There were **117 Homes that sold for over \$1mil in April** which is a decrease of only 1% from last month. The highest home sold was **\$6.1 Mil home on Bonita Beach** with over 3600 sq ft under air this month. The more \$1mil homes that sell, the higher this median home price is overinflated. I look at this graph to show trends, and the trend being stubborn. **425 home sales were new construction which is 28% of all sales.** **This is the month I saw all builders reconfigure their incentives and actually sell homes under margin.** How do I know? I was told. Lennar right now if negotiated correctly actually is losing 5% on each sell. Pulte is giving away select inventory under cost to make! Even with most builders increasing their incentives, they still have plenty of homes in inventory to sell. Just in Lee County, we still have over 2000 of them. **Orange line is what the home prices should be based on household income and current rates.** The secret for buyers is waiting and having patience to get a monthly payment like you were buying at the orange trend line in price. That Orange line depicts what the homes prices should be if we didn't have the COVID/05 BOOM since 2000. Prices have to do with affordability, people, and income. Based on those factors, the median selling home price should be \$267,200 or a drop of 29% further.

Home Value Growth Month over Month for Lee County




Market Stabilized









Tracking Month over Month home Value Growth helps pin point changes in the market and signals a crash and/or bottom and WHEN STABILIZATION OCCURS! As you can see from this graph the years from 2013-2021 shows a steady line of positive growth with a rapid escalation in 2022 and part of 2023 which is almost identical to that seen in 2005-2006. The bubble popped last time in February 2006/2007, which signaled the start of the crash when this graph first hit negatives. It remained negative until January 2012 or **59 consecutive months** until it stabilized late 2012. Currently **The Zillow Home Value index** is at **-0.17** and last months we were at **-0.17, -0.24, 0.38, -.51, -0.72, -0.93, -1.17, -1.28, -1.27, -1.22, -1.04, -.085, -0.69%, -0.65%, and -.62%** so that is **32 consecutive months of negative home value** so far, **BUT** This is the 7th month the market shows slight signs of getting back to stabilization. it didn't get further away! Now it is still really low and negative. A pessimist would say, it is still losing a 1/8% a month which is not stable, and an optimist would say, Hey..This is the highest its been in over a year! It still lost .17% of value this month and that's 2% a year, if it continues at this rate for the whole year. As this graph makes it way to 0, and shows support, then we can say the market finally stabilized. Do look left on the graph to see this happened in 2007 as well, where it increased a few times then dropped further. So even with the household income going up, interest rates higher, we are still not affordable. **NOT STABILIZED YET!**

Statistics as compared to last month

April 1st 2025

- Total Housing for sale 11,656
- Total SF Homes Sold 1345
- Total Sales Pending 1592  23%
- **New construction 4sale 2126**
- Average Time on Market 94
- Median Asking Price \$379,900
- Median Selling Price \$370,000
- % of asking price sold 97.3%

May 1st 2026

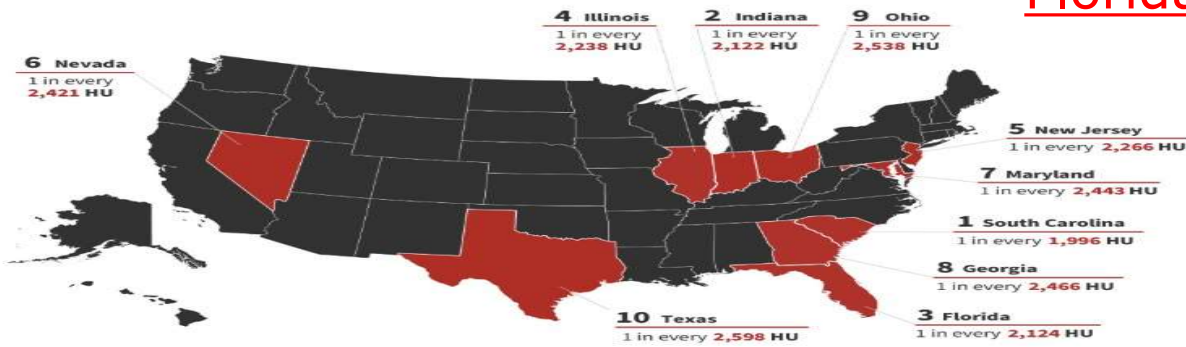
- Total Housing for sale 11,170  4%
- Total SF Homes Sold 1480  10%
- Total Sales Pending 1374  13%
- Total New construction 2120  0%
- Average Time on Market 95 
- Median Asking Price \$385,000 1% 
- Median Selling Price \$375,000 1% 
- % of asking price/sold 97.5% 

In Summary: Inventory went down 4% to 11k homes. Sold inventory (Demand) went up 10% which is carry over from the huge increase in pending sales 2 months ago. **BIG NEWS** Pending sales dropped another 13% coming off a drop of 23% drop the previous month. **A new 2 month negative trend.** Sound like season is over? New construction homes went down by 7 homes. Got 2100 to go. Geez! The % of new homes for sale is 18% of our total inventory which shows more buyers heading toward new homes over used homes as new builds are 30% of our sales. Median asking went up 1% (take your time stubborn graph) and selling price also went up 1%. With this data, it still seems buyers will have the advantage for the next few months (years) and possible through most of 2026-2027. With this data we predicted April to show slow down after a spike of pending sales, but now that spike seems over as it went to $\frac{3}{4}$ of the spike already. We also predict May to watch closed sales plummet under 1200 homes maybe even under 1100 based on current pending sales. Builder still run the show with their negative profits, and 100k incentives. Bad news for resales.

Yup Foreclosures are a rising

MARCH 2026

Foreclosure Activity Report by State



Florida #3 in foreclosure filings

RANK	STATE	FORECLOSURE RATE (1 IN EVERY X HU)	TOTAL FORECLOSURE FILINGS	% CHANGE FROM FEB 2025	% CHANGE FROM MAR 2024
1	South Carolina	1,996	1,224	11.07	37.84
2	Indiana	2,122	1,403	-24.73	19.00
3	Florida	2,124	4,829	7.22	28.47
4	Illinois	2,238	2,439	15.76	11.32
5	New Jersey	2,266	1,673	23.47	38.95
6	Nevada	2,421	548	20.44	-4.70
7	Maryland	2,443	1,048	31.00	12.45
8	Georgia	2,466	1,842	31.29	87.01
9	Ohio	2,538	2,085	9.79	21.43
10	Texas	2,598	4,669	21.49	29.12

Florida recorded the highest number of foreclosure filings in the nation during Q1 2026, with **4,829 filings** statewide — equal to **1 in every 2,124 housing units**. That places Florida ahead of every other state and above the current national average of **1 in every 3,131 housing units**.

The trend is also accelerating. **Up 18%** from February, **Up 28% year-over-year** compared to March 2025. According to ATTOM CEO Rick Sharga: ***“While volumes remain below historical peaks, the continued rise, especially in starts and bank repossessions, suggests financial pressure may be building for some homeowners and could signal shifting housing market dynamics.”*** Although foreclosure activity remains well below the levels seen during past housing crashes, the steady increase is a sign that some homeowners are beginning to feel the strain of today’s higher-cost environment. Many buyers who purchased during the ultra-low interest rate era of 2020–2022 may now be facing: *Increased insurance and tax costs, Higher consumer debt burdens, Job or income changes, Divorce, relocation, or life transitions.* This creates a growing group of homeowners who may feel “stuck” — owning real estate that is worth significantly less than they thought, but with fewer flexible options than in prior years.

For buyers, opportunities may gradually increase. For homeowners, planning early is critical. For sellers under pressure, timing and strategy matter more than ever. The smartest moves in this market will come from those who act **before** distress forces their hand.

Data acquired comes from the following sources

- **US Census Bureau**
- **Zillow.com**
- **FRED (Federal Reserve Economic Data)**
- **Realtor.com**
- **SWFLMLS (Our local board of realtors)**
- **Mortgage Brokers Association or MBA**
- **Bureau of Labor Statistics BLS.GOV**
- **Zillow**
- **Reventure APP**
- **National Association of Realtors (NAR)**
- **NAHB**
- **ATTOM**

Call me anytime to discuss anything!!!

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Look forward to hearing from you soon