

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

APRIL  
2022

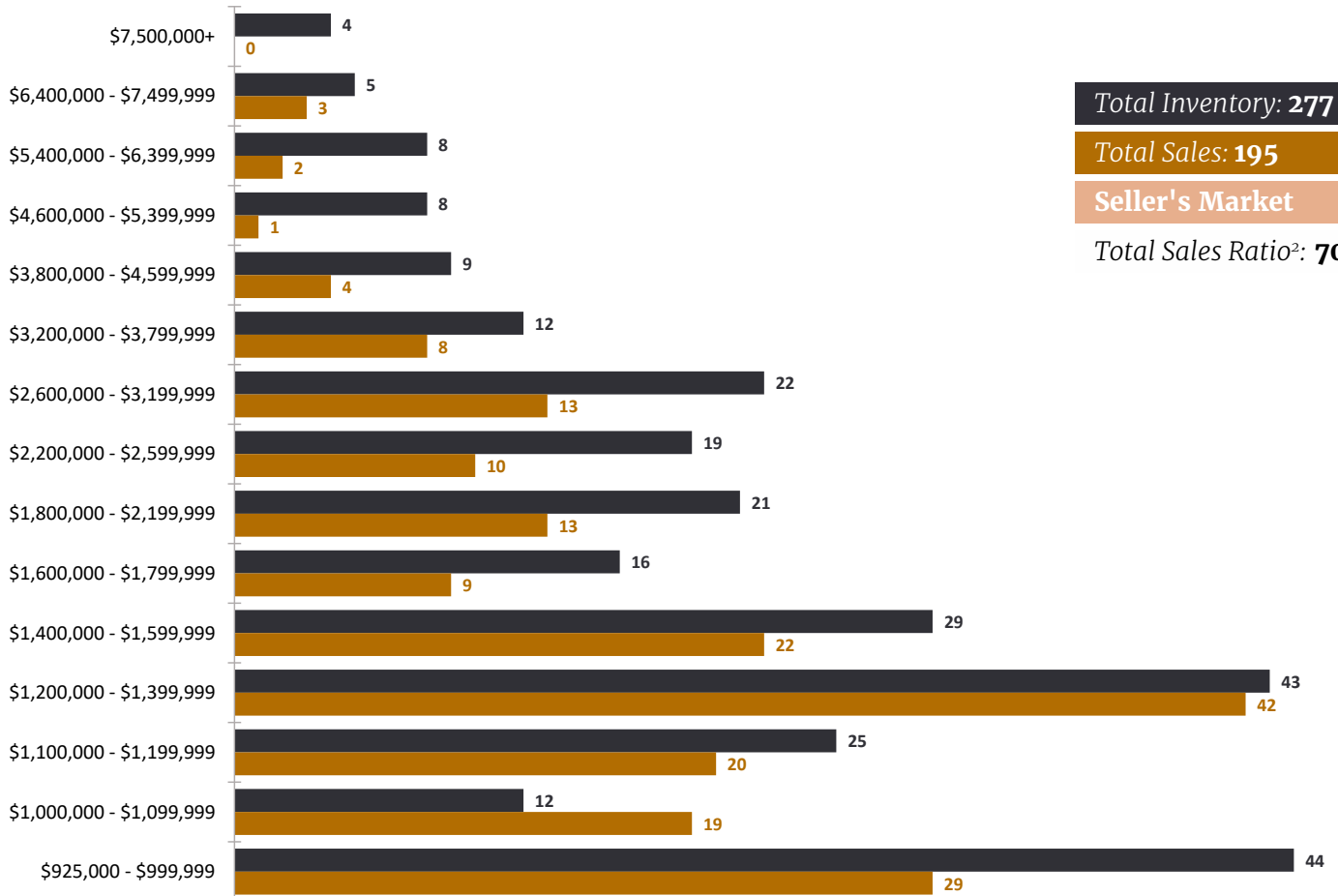
# LEE COUNTY --- FLORIDA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | MARCH 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$925,000**



Total Inventory: **277**

Total Sales: **195**

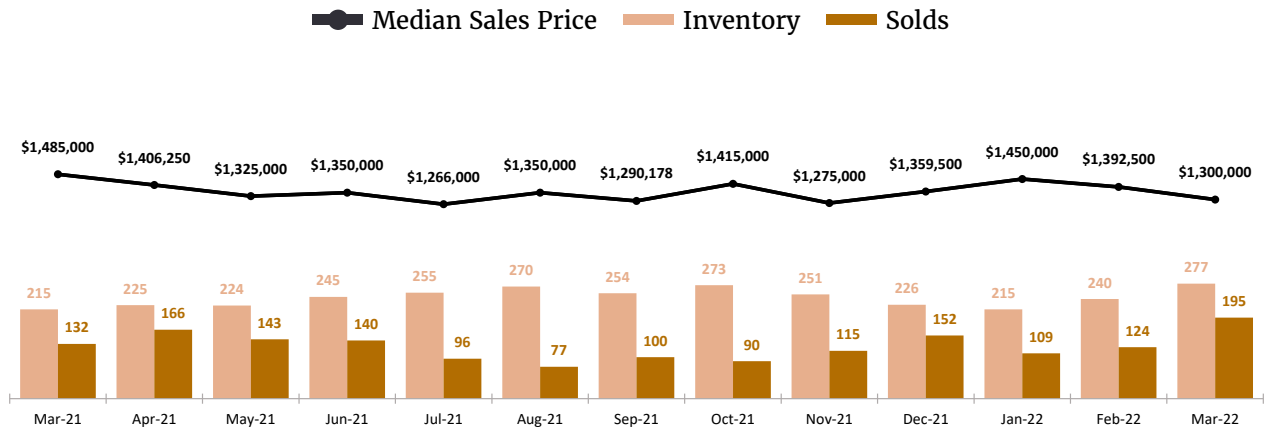
Seller's Market

Total Sales Ratio<sup>2</sup>: **70%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,200,000	3	3	113	171	66%
3,000 - 3,999	\$1,590,000	4	4	50	49	102%
4,000 - 4,999	\$1,924,500	5	5	22	33	67%
5,000 - 5,999	\$3,233,500	4	6	4	14	29%
6,000 - 6,999	\$5,362,500	4	5	4	5	80%
7,000+	\$2,300,000	6	9	2	5	40%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | MARCH

#### TOTAL INVENTORY

Mar. 2021    Mar. 2022  
215            277

VARIANCE: **29%**

#### TOTAL SOLDS

Mar. 2021    Mar. 2022  
132            195

VARIANCE: **48%**

#### SALES PRICE

Mar. 2021    Mar. 2022  
\$1.49m       \$1.30m

VARIANCE: **-12%**

#### SALE PRICE PER SQFT.

Mar. 2021    Mar. 2022  
\$444           \$519

VARIANCE: **17%**

#### SALE TO LIST PRICE RATIO

Mar. 2021    Mar. 2022  
96.08%       100.00%

VARIANCE: **4%**

#### DAYS ON MARKET

Mar. 2021    Mar. 2022  
43              8

VARIANCE: **-81%**

## LEE COUNTY MARKET SUMMARY | MARCH 2022

- The Lee County single-family luxury market is a **Seller's Market** with a **70% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in March 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **158%**.
- The median luxury sales price for single-family homes is **\$1,300,000**.
- The median days on market for March 2022 was **8** days, down from **43** in March 2021.

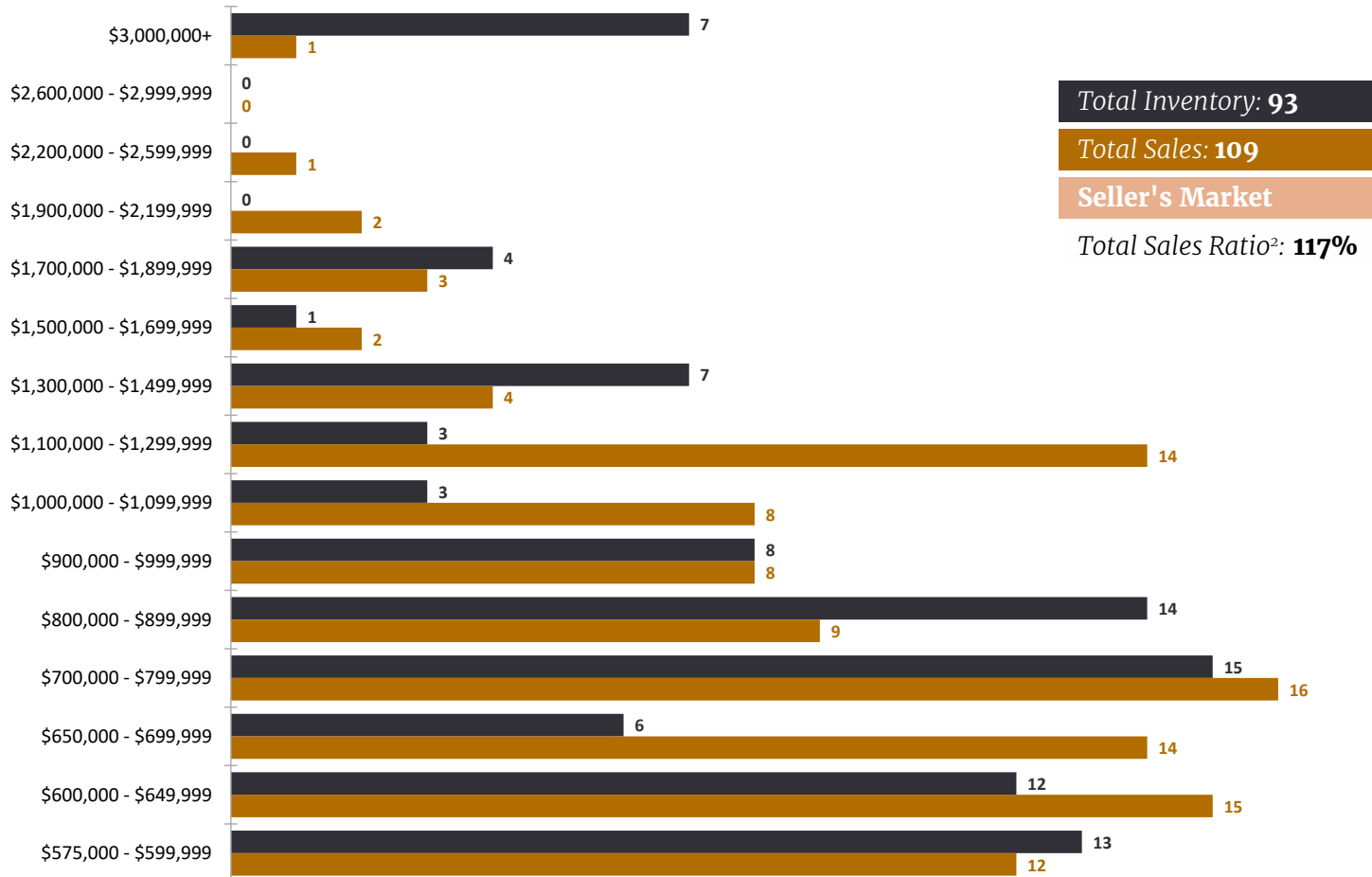
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | MARCH 2022

Inventory Sales

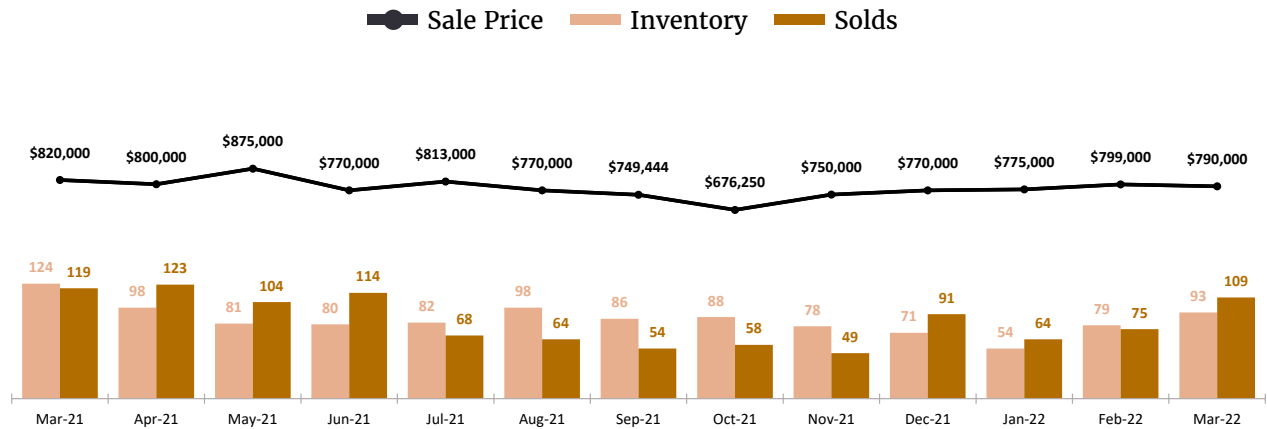
Luxury Benchmark Price<sup>1</sup>: **\$575,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$715,000	2	2	60	62	97%
2,000 - 2,499	\$695,000	3	3	26	17	153%
2,500 - 2,999	\$1,077,500	3	3	16	6	267%
3,000 - 3,499	\$1,260,000	3	4	5	2	250%
3,500 - 3,999	NA	NA	NA	0	1	0%
4,000+	\$3,873,000	4	5	2	5	40%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | MARCH

#### TOTAL INVENTORY

Mar. 2021    Mar. 2022  
**124**      **93**

VARIANCE: **-25%**

#### TOTAL SOLDS

Mar. 2021    Mar. 2022  
**119**      **109**

VARIANCE: **-8%**

#### SALES PRICE

Mar. 2021    Mar. 2022  
**\$820k**    **\$790k**

VARIANCE: **-4%**

#### SALE PRICE PER SQFT.

Mar. 2021    Mar. 2022  
**\$413**      **\$451**

VARIANCE: **9%**

#### SALE TO LIST PRICE RATIO

Mar. 2021    Mar. 2022  
**97.53%**    **100.00%**

VARIANCE: **3%**

#### DAYS ON MARKET

Mar. 2021    Mar. 2022  
**53**      **4**

VARIANCE: **-92%**

## LEE COUNTY MARKET SUMMARY | MARCH 2022

- The Lee County attached luxury market is a **Seller's Market** with a **117% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in March 2022.
- The most active price band is **\$1,100,000-\$1,299,999**, where the sales ratio is **467%**.
- The median luxury sales price for attached homes is **\$790,000**.
- The median days on market for March 2022 was **4** days, down from **53** in March 2021.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.