

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MAY  
2022

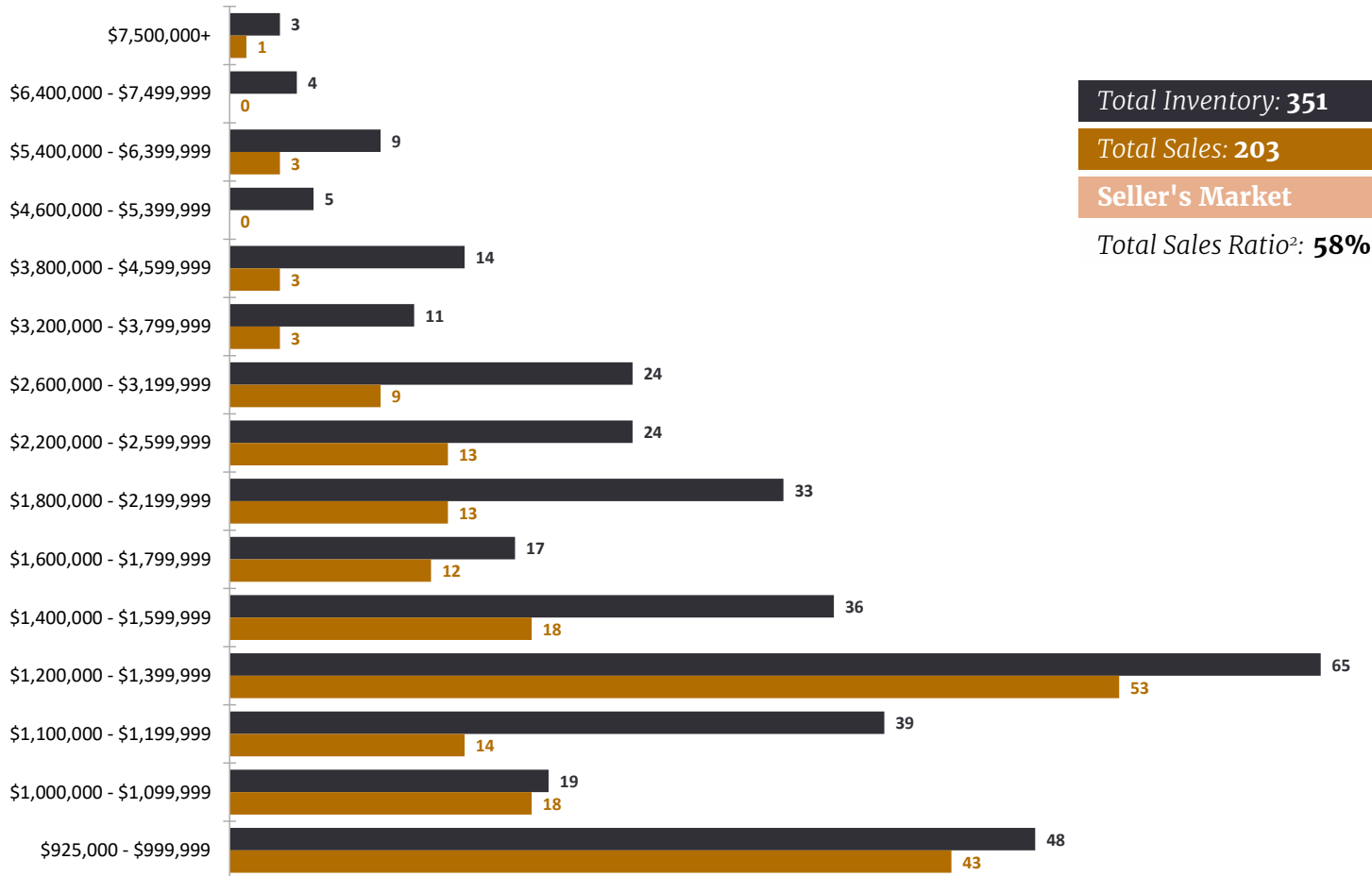
# LEE COUNTY --- FLORIDA

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

### LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

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



Total Inventory: **351**

Total Sales: **203**

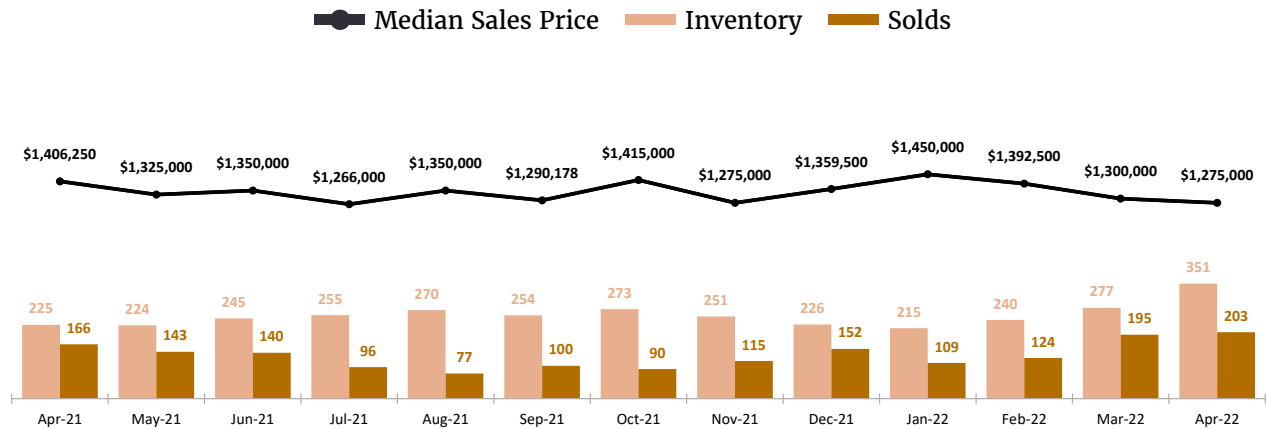
Seller's Market

Total Sales Ratio<sup>2</sup>: **58%**

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	131	227	58%
3,000 - 3,999	\$1,352,000	4	4	49	66	74%
4,000 - 4,999	\$1,625,000	4	5	19	35	54%
5,000 - 5,999	\$8,525,000	5	6	2	14	14%
6,000 - 6,999	\$3,180,000	4	5	1	4	25%
7,000+	\$3,495,000	5	7	1	5	20%

<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 | APRIL

#### TOTAL INVENTORY

Apr. 2021    Apr. 2022  
**225**        **351**

VARIANCE: **56%**

#### TOTAL SOLDS

Apr. 2021    Apr. 2022  
**166**        **203**

VARIANCE: **22%**

#### SALES PRICE

Apr. 2021    Apr. 2022  
**\$1.41m**    **\$1.28m**

VARIANCE: **-9%**

#### SALE PRICE PER SQFT.

Apr. 2021    Apr. 2022  
**\$454**        **\$504**

VARIANCE: **11%**

#### SALE TO LIST PRICE RATIO

Apr. 2021    Apr. 2022  
**96.99%**    **100.00%**

VARIANCE: **3%**

#### DAYS ON MARKET

Apr. 2021    Apr. 2022  
**32**            **9**

VARIANCE: **-72%**

## LEE COUNTY MARKET SUMMARY | APRIL 2022

- The Lee County single-family luxury market is a **Seller's Market** with a **58% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **95%**.
- The median luxury sales price for single-family homes is **\$1,275,000**.
- The median days on market for April 2022 was **9** days, down from **32** in April 2021.

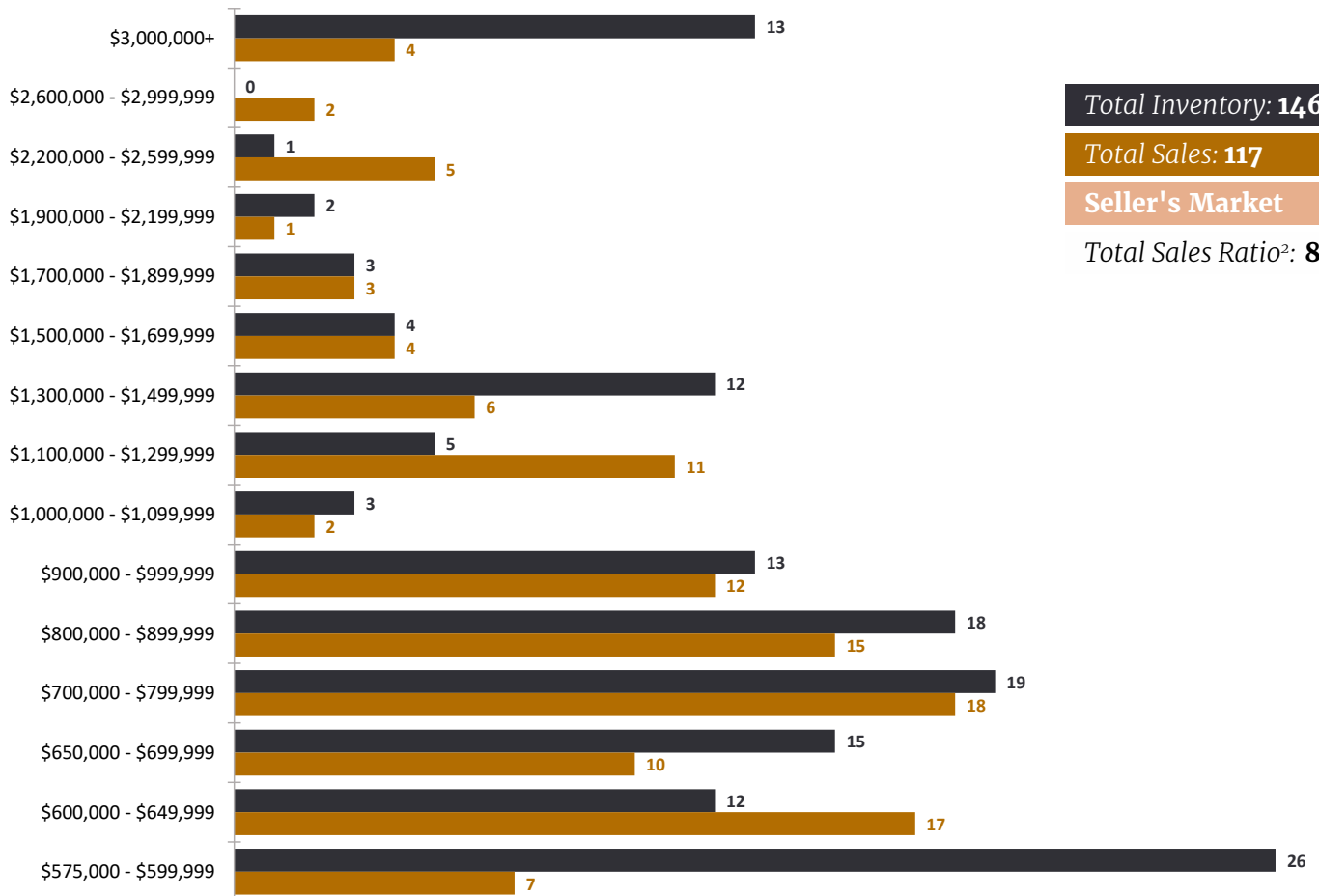
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

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



Total Inventory: **146**

Total Sales: **117**

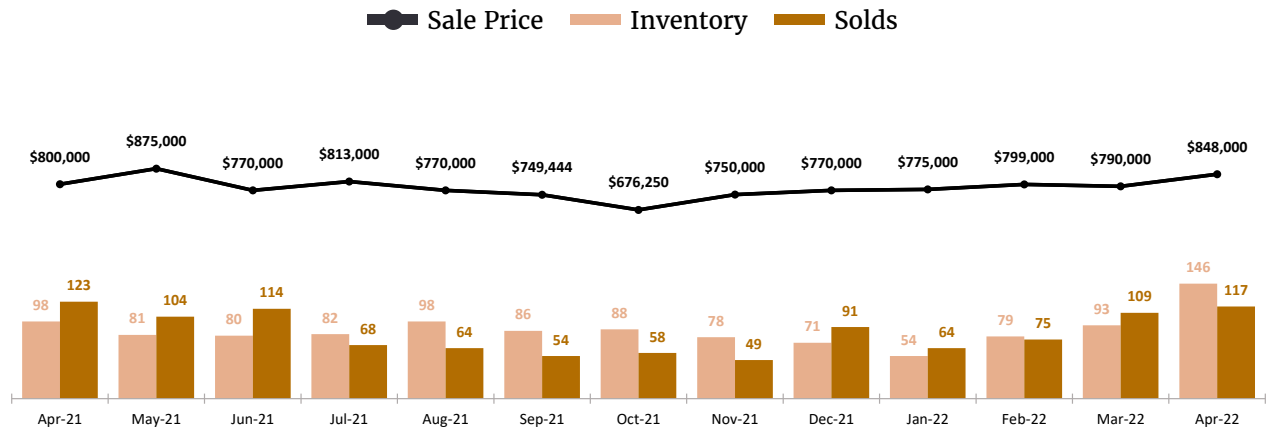
Seller's Market

Total Sales Ratio<sup>2</sup>: **80%**

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	\$777,000	2	2	69	91	76%
2,000 - 2,499	\$720,500	3	3	22	25	88%
2,500 - 2,999	\$1,200,000	3	3	17	16	106%
3,000 - 3,499	\$2,935,000	3	4	4	1	400%
3,500 - 3,999	\$2,600,000	3	4	2	2	100%
4,000+	\$3,300,000	4	5	3	11	27%

<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 | APRIL

#### TOTAL INVENTORY

Apr. 2021	Apr. 2022
98	146

VARIANCE: **49%**

#### TOTAL SOLDS

Apr. 2021	Apr. 2022
123	117

VARIANCE: **-5%**

#### SALES PRICE

Apr. 2021	Apr. 2022
\$800k	\$848k

VARIANCE: **6%**

#### SALE PRICE PER SQFT.

Apr. 2021	Apr. 2022
\$429	\$502

VARIANCE: **17%**

#### SALE TO LIST PRICE RATIO

Apr. 2021	Apr. 2022
97.41%	100.00%

VARIANCE: **3%**

#### DAYS ON MARKET

Apr. 2021	Apr. 2022
35	3

VARIANCE: **-91%**

## LEE COUNTY MARKET SUMMARY | APRIL 2022

- The Lee County attached luxury market is a **Seller's Market** with an **80% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price band is **\$2,200,000-\$2,599,999**, where the sales ratio is **500%**.
- The median luxury sales price for attached homes is **\$848,000**.
- The median days on market for April 2022 was **3** days, down from **35** in April 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.