

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2022

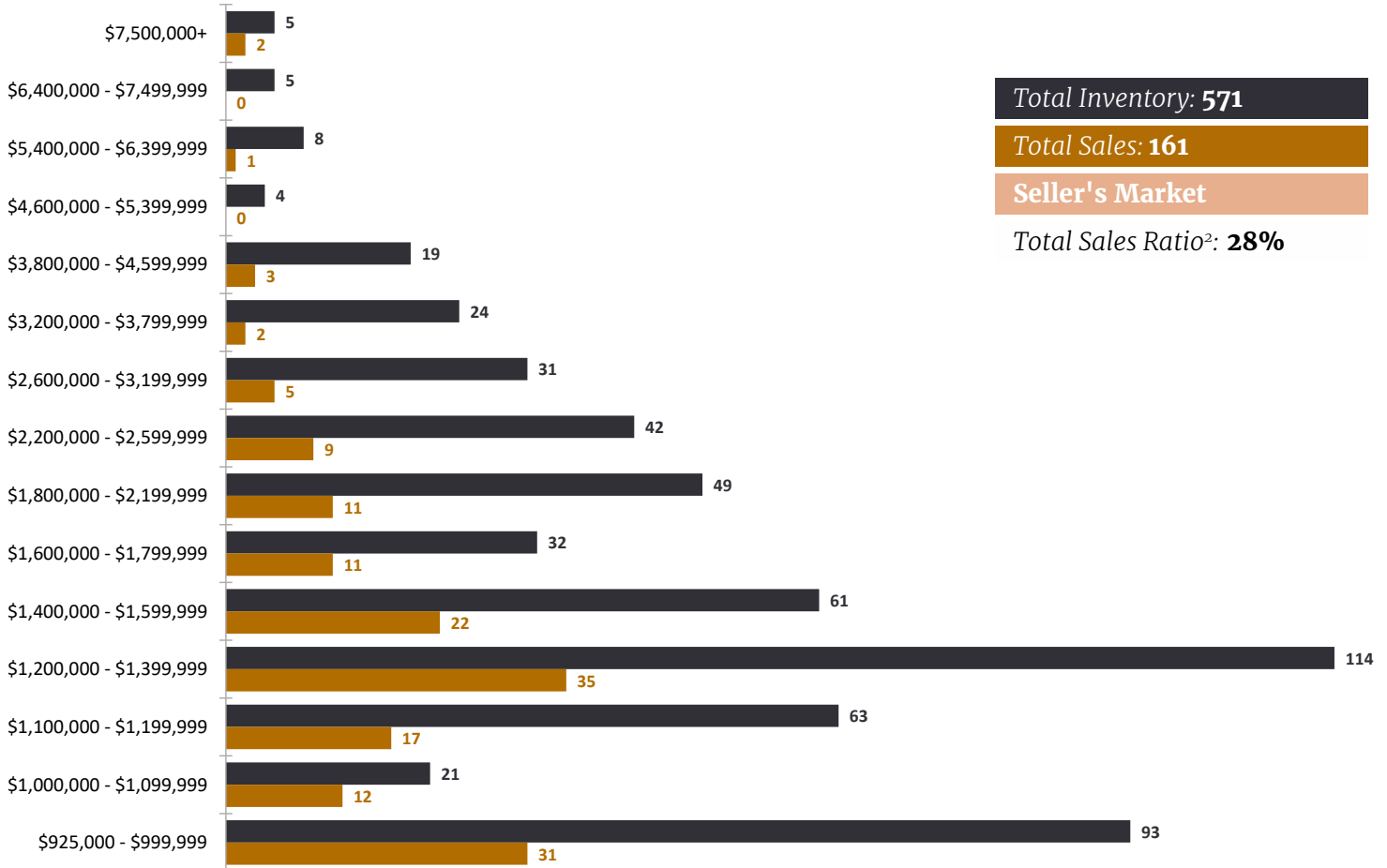
LEE COUNTY --- FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

Luxury Benchmark Price¹: **\$925,000**

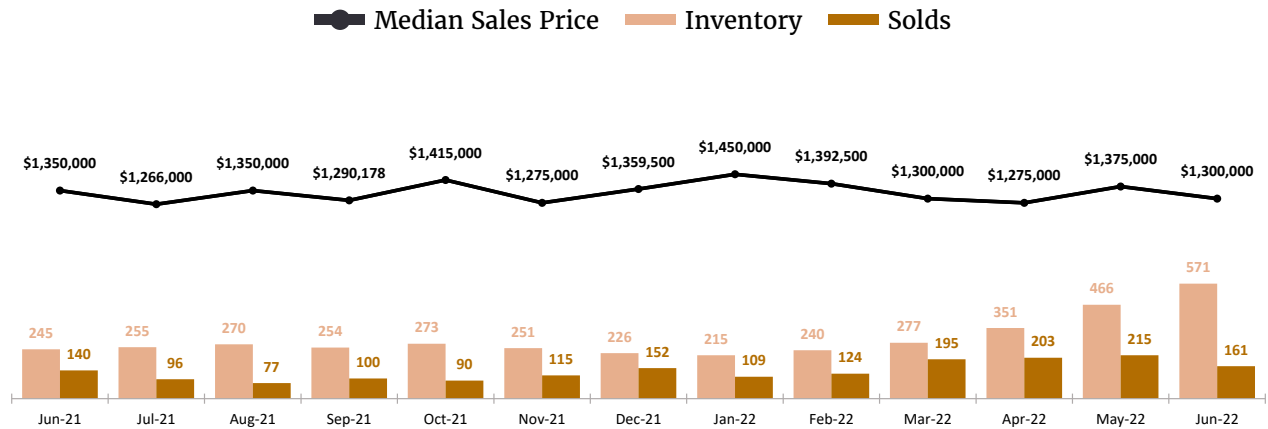


Total Inventory: 571
Total Sales: 161
Seller's Market
Total Sales Ratio²: 28%

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,220,863	3	3	102	388	26%
3,000 - 3,999	\$1,450,000	4	4	39	115	34%
4,000 - 4,999	\$1,687,000	5	5	14	39	36%
5,000 - 5,999	\$2,950,000	5	5	6	14	43%
6,000 - 6,999	NA	NA	NA	0	9	0%
7,000+	NA	NA	NA	0	6	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² 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 TREND⁴



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2021	Jun. 2022
245	571

VARIANCE: **133%**

TOTAL SOLDS

Jun. 2021	Jun. 2022
140	161

VARIANCE: **15%**

SALES PRICE

Jun. 2021	Jun. 2022
\$1.35m	\$1.30m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$444	\$506

VARIANCE: **14%**

SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
98.43%	99.49%

VARIANCE: **1%**

DAYS ON MARKET

Jun. 2021	Jun. 2022
9	8

VARIANCE: **-11%**

LEE COUNTY MARKET SUMMARY | JUNE 2022

- The Lee County single-family luxury market is a **Seller's Market** with a **28% Sales Ratio**.
- Homes sold for a median of **99.49% of list price** in June 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **57%**.
- The median luxury sales price for single-family homes is **\$1,300,000**.
- The median days on market for June 2022 was **8** days, down from **9** in June 2021.

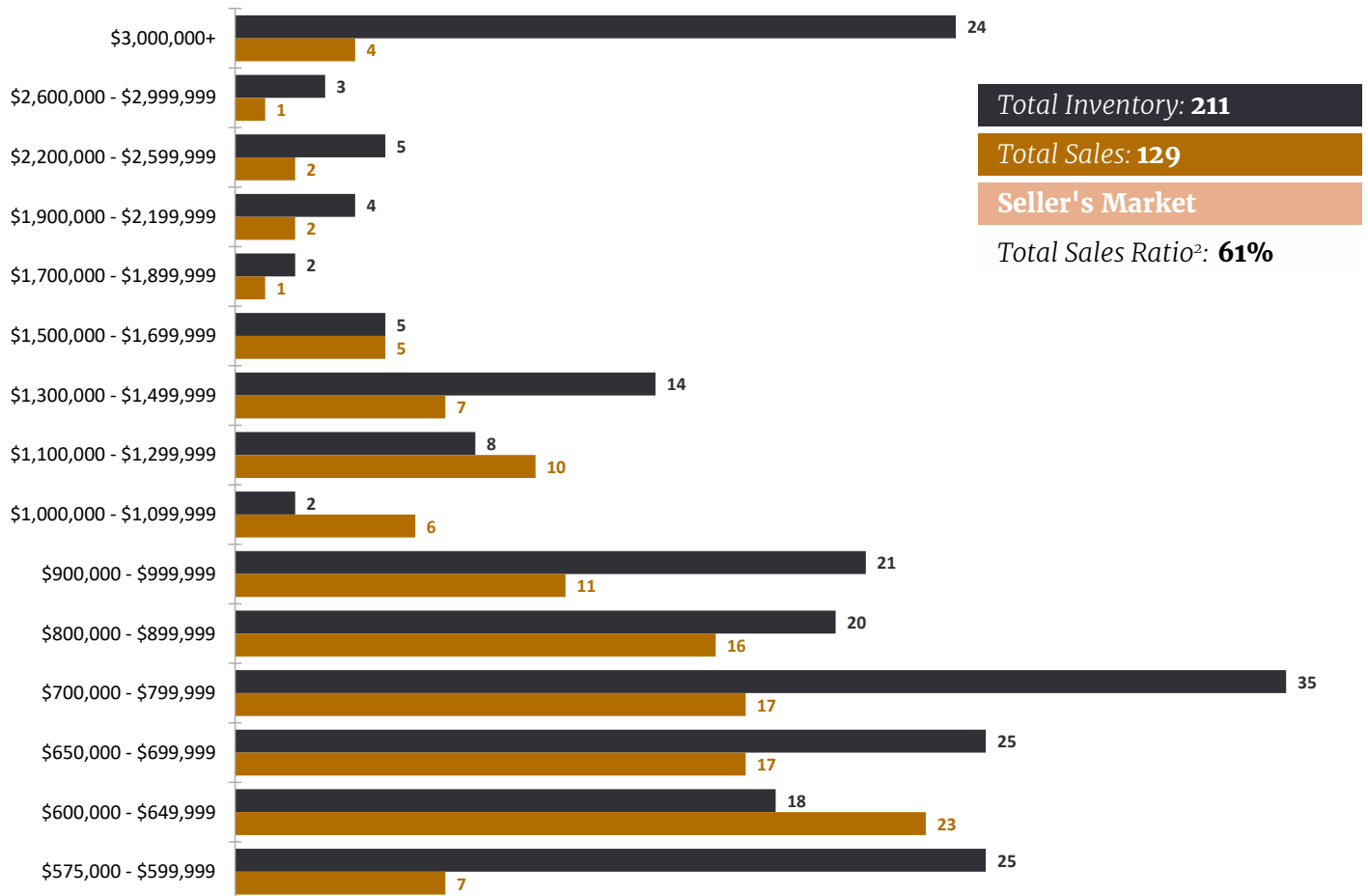
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

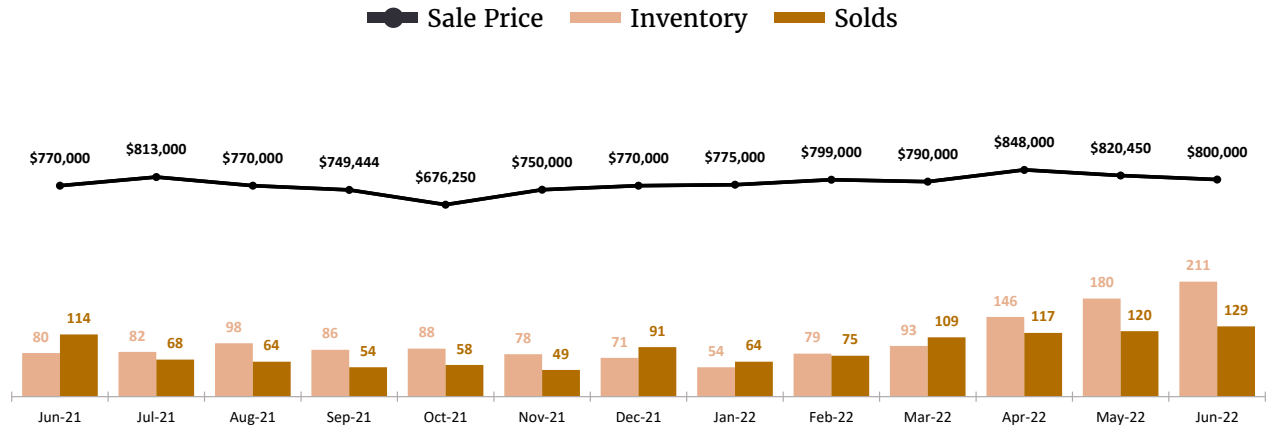
Luxury Benchmark Price¹: **\$575,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$720,000	2	2	77	132	58%
2,000 - 2,499	\$833,000	3	3	30	28	107%
2,500 - 2,999	\$1,049,000	3	3	17	21	81%
3,000 - 3,499	\$2,410,000	3	4	2	10	20%
3,500 - 3,999	\$1,375,000	3	4	1	6	17%
4,000+	\$3,074,500	3	5	2	14	14%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 TREND⁴



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2021 Jun. 2022

80 211

VARIANCE: **164%**

TOTAL SOLDS

Jun. 2021 Jun. 2022

114 129

VARIANCE: **13%**

SALES PRICE

Jun. 2021 Jun. 2022

\$770k \$800k

VARIANCE: **4%**

SALE PRICE PER SQFT.

Jun. 2021 Jun. 2022

\$439 \$471

VARIANCE: **7%**

SALE TO LIST PRICE RATIO

Jun. 2021 Jun. 2022

98.06% 100.00%

VARIANCE: **2%**

DAYS ON MARKET

Jun. 2021 Jun. 2022

17 7

VARIANCE: **-59%**

LEE COUNTY MARKET SUMMARY | JUNE 2022

- The Lee County attached luxury market is a **Seller's Market** with a **61% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in June 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **300%**.
- The median luxury sales price for attached homes is **\$800,000**.
- The median days on market for June 2022 was **7** days, down from **17** in June 2021.

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

⁴Data reported includes Active and Sold properties and does not include Pending properties.