


INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

AUGUST
2022



LEE COUNTY

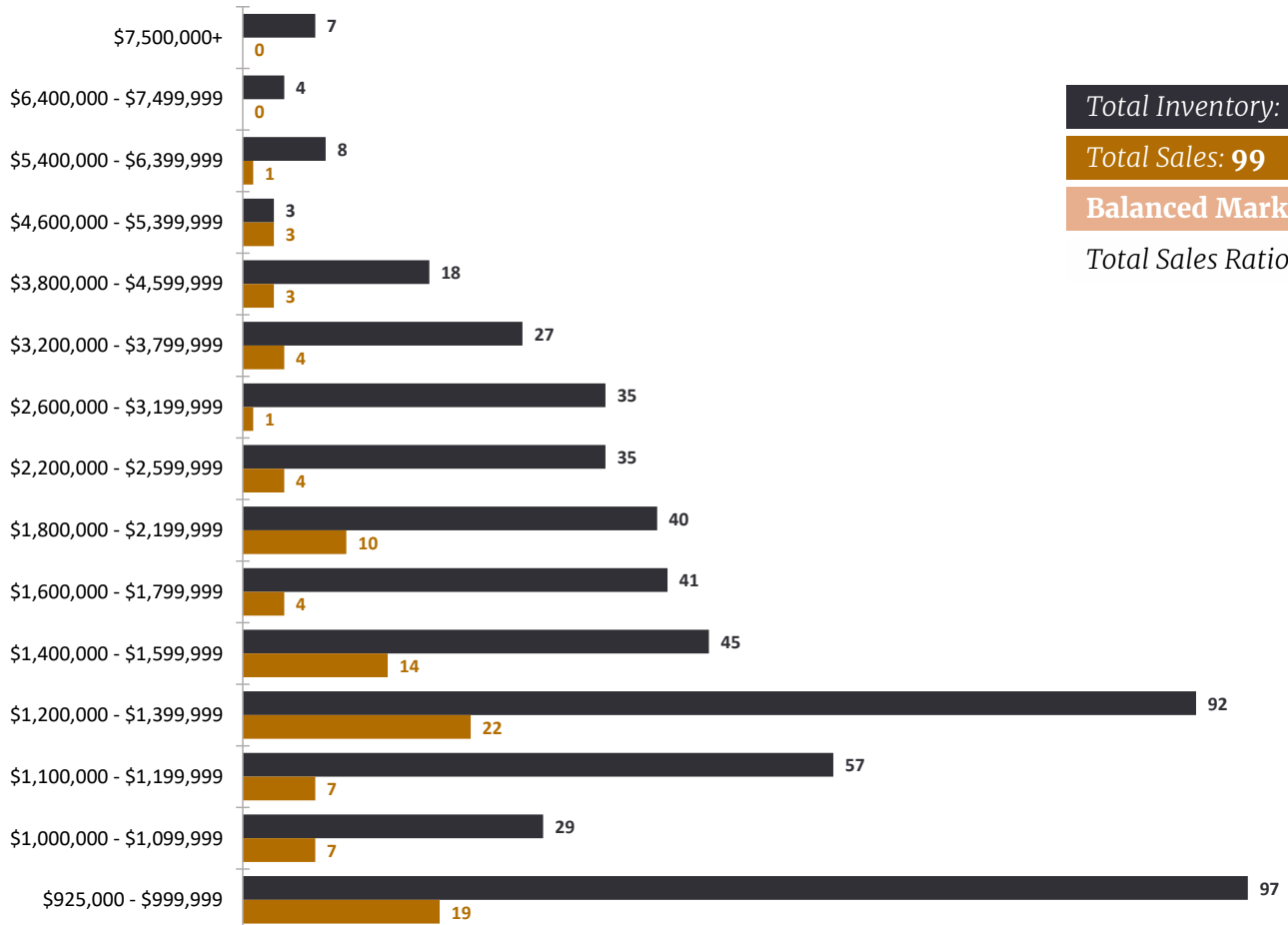
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

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



Total Inventory: **538**

Total Sales: **99**

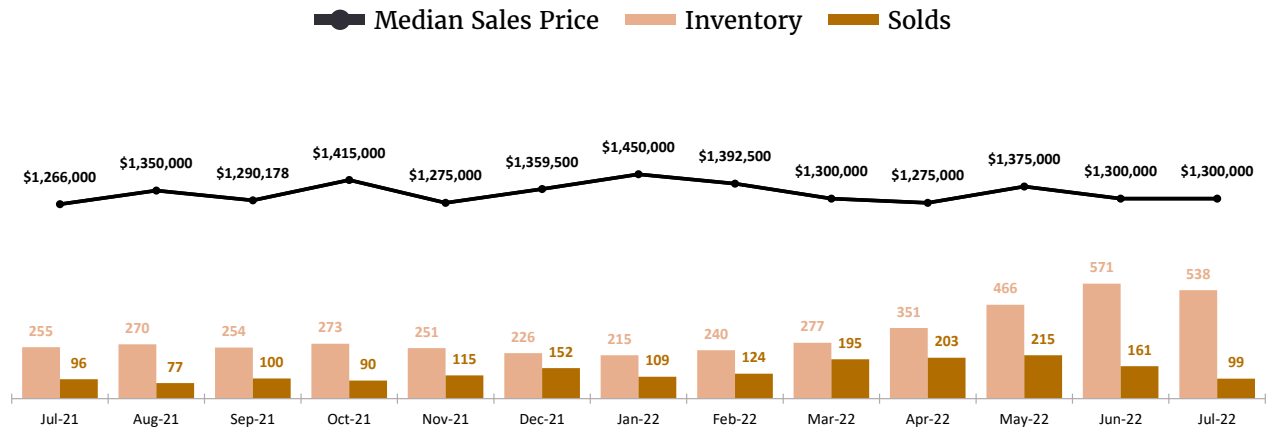
Balanced Market

Total Sales Ratio²: **18%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 2,999	\$1,200,000	3	3	52	354	15%
3,000 - 3,999	\$1,725,000	4	4	33	108	31%
4,000 - 4,999	\$1,720,000	4	5	9	39	23%
5,000 - 5,999	\$3,300,000	5	6	3	22	14%
6,000 - 6,999	\$5,300,000	4	7	1	9	11%
7,000+	\$5,300,000	5	6	1	6	17%

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 | JULY

TOTAL INVENTORY

Jul. 2021 Jul. 2022
255 **538**

VARIANCE: **111%**

TOTAL SOLDS

Jul. 2021 Jul. 2022
96 **99**

VARIANCE: **3%**

SALES PRICE

Jul. 2021 Jul. 2022
\$1.27m **\$1.30m**

VARIANCE: **3%**

SALE PRICE PER SQFT.

Jul. 2021 Jul. 2022
\$417 **\$505**

VARIANCE: **21%**

SALE TO LIST PRICE RATIO

Jul. 2021 Jul. 2022
98.17% **97.31%**

VARIANCE: **-1%**

DAYS ON MARKET

Jul. 2021 Jul. 2022
16 **14**

VARIANCE: **-13%**

LEE COUNTY MARKET SUMMARY | JULY 2022

- The Lee County single-family luxury market is a **Balanced Market** with a **18% Sales Ratio**.
- Homes sold for a median of **97.31% of list price** in July 2022.
- The most active price band is **\$4,600,000-\$5,399,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$1,300,000**.
- The median days on market for July 2022 was **14** days, down from **16** in July 2021.

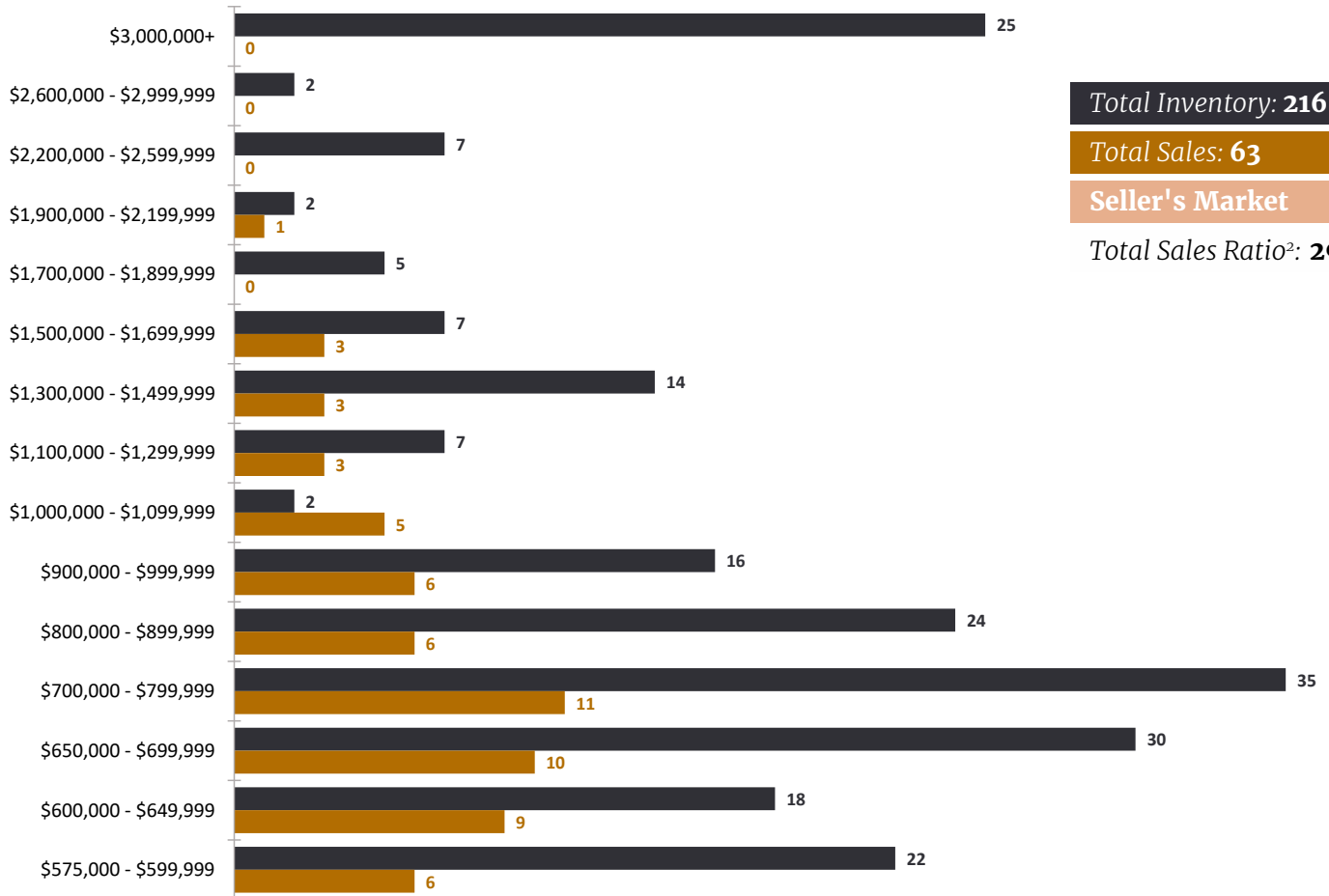
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

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

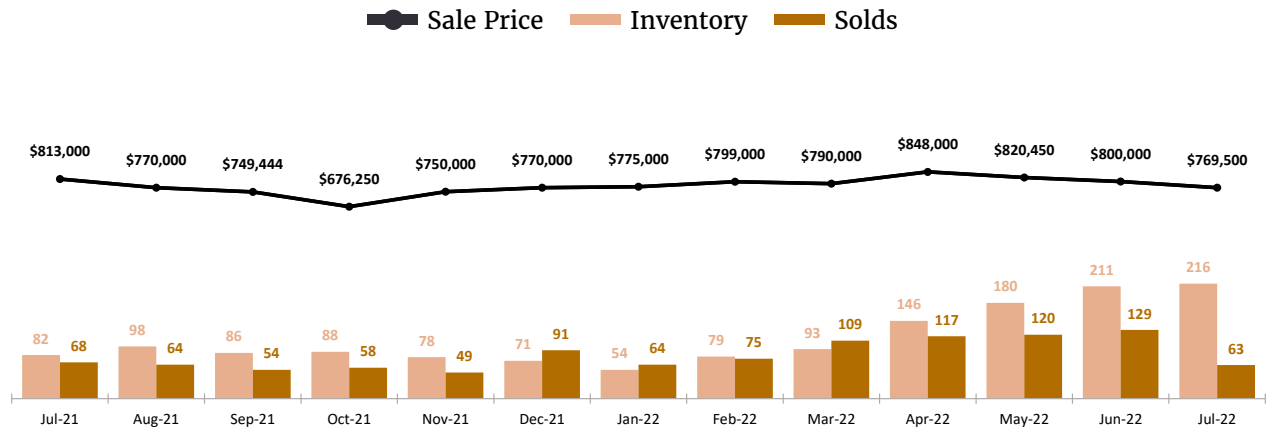


Total Inventory: 216
Total Sales: 63
Seller's Market
Total Sales Ratio²: 29%

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$725,000	2	2	41	131	31%
2,000 - 2,499	\$786,777	3	3	15	33	45%
2,500 - 2,999	\$1,425,000	3	3	7	22	32%
3,000 - 3,499	NA	NA	NA	0	11	0%
3,500 - 3,999	NA	NA	NA	0	7	0%
4,000+	NA	NA	NA	0	12	0%

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 | JULY

TOTAL INVENTORY

Jul. 2021	Jul. 2022
82	216

VARIANCE: **163%**

TOTAL SOLDS

Jul. 2021	Jul. 2022
68	63

VARIANCE: **-7%**

SALES PRICE

Jul. 2021	Jul. 2022
\$813k	\$770k

VARIANCE: **-5%**

SALE PRICE PER SQFT.

Jul. 2021	Jul. 2022
\$437	\$443

VARIANCE: **1%**

SALE TO LIST PRICE RATIO

Jul. 2021	Jul. 2022
100.00%	98.32%

VARIANCE: **-2%**

DAYS ON MARKET

Jul. 2021	Jul. 2022
6	9

VARIANCE: **50%**

LEE COUNTY MARKET SUMMARY | JULY 2022

- The Lee County attached luxury market is a **Seller's Market** with a **29% Sales Ratio**.
- Homes sold for a median of **98.32% of list price** in July 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **250%**.
- The median luxury sales price for attached homes is **\$769,500**.
- The median days on market for July 2022 was **9** days, up from **6** in July 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.