

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

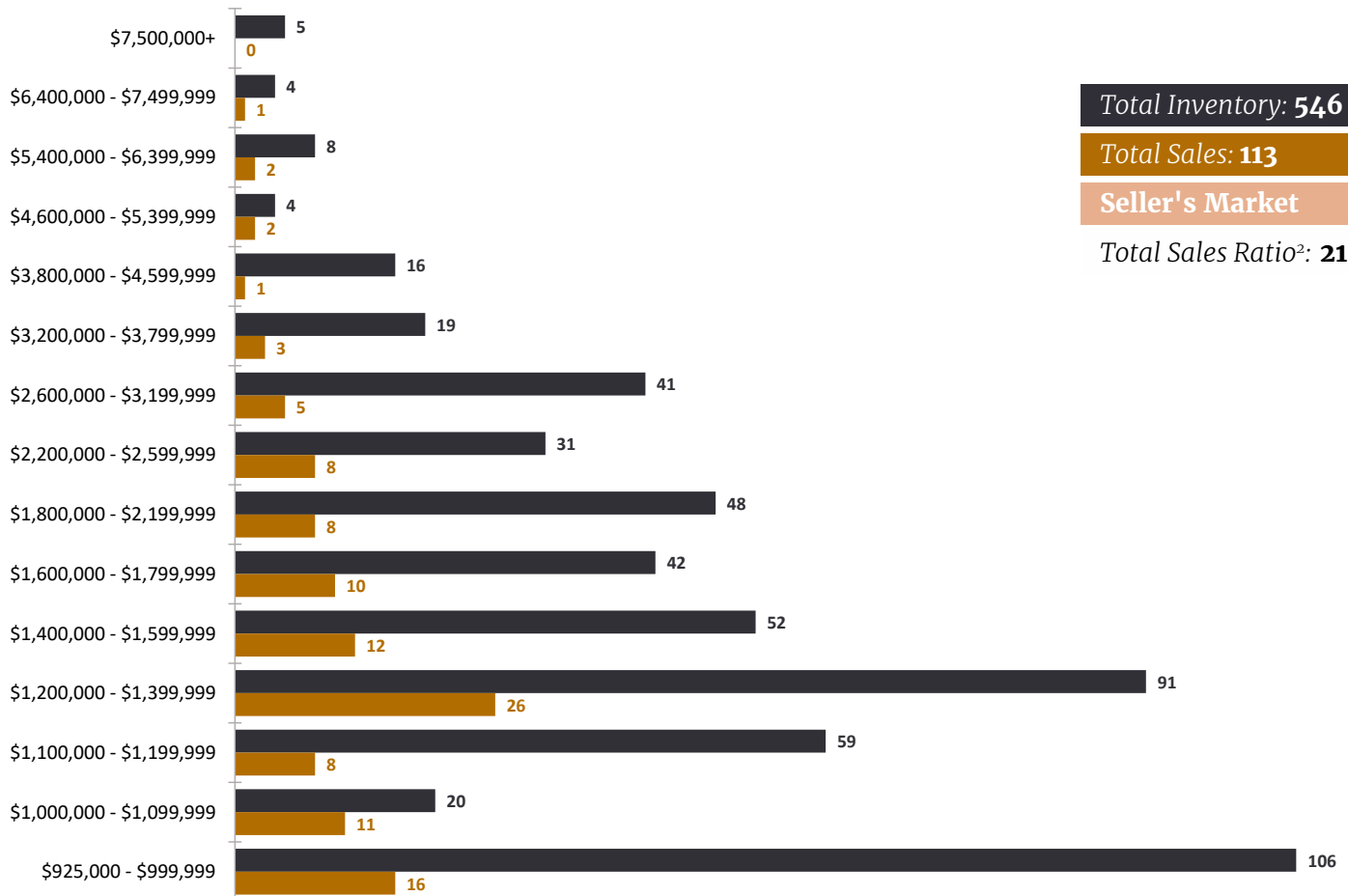
SEPTEMBER
2022

LEE COUNTY --- FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | AUGUST 2022

Inventory Sales

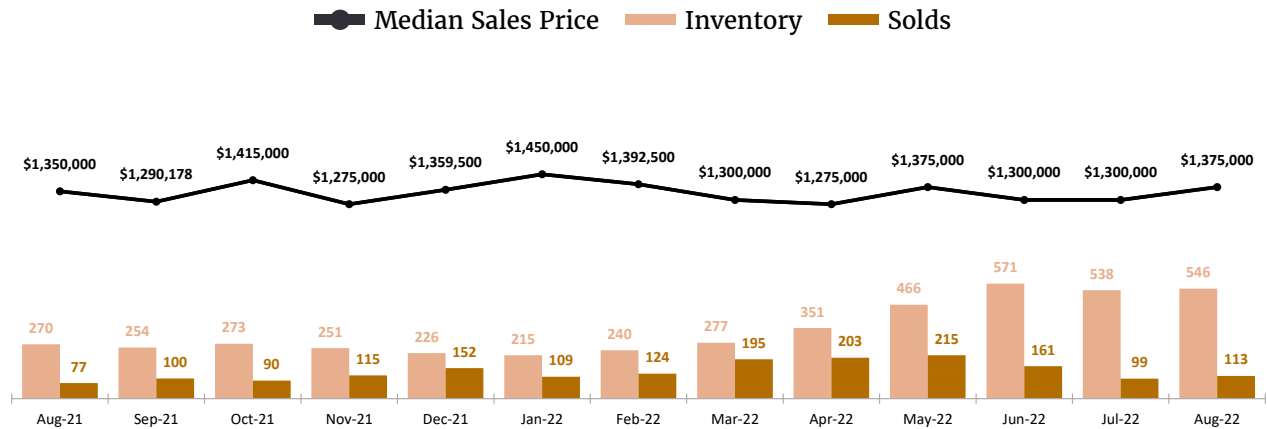
Luxury Benchmark Price¹: **\$925,000**Total Inventory: **546**Total Sales: **113**

Seller's Market

Total Sales Ratio²: **21%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$1,022,513	3	2	12	77	16%
2,000 - 2,499	\$1,120,000	3	3	33	181	18%
2,500 - 2,999	\$1,490,000	3	3	23	109	21%
3,000 - 3,499	\$1,448,500	3	4	22	71	31%
3,500 - 3,999	\$1,650,000	4	5	9	35	26%
4,000+	\$2,912,500	5	5	14	73	19%

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 | AUGUST

TOTAL INVENTORY

Aug. 2021 Aug. 2022

270 546

VARIANCE: 102%

TOTAL SOLDs

Aug. 2021 Aug. 2022

77 113

VARIANCE: 47%

SALES PRICE

Aug. 2021 Aug. 2022

\$1.35m \$1.38m

VARIANCE: 2%

SALE PRICE PER SQFT.

Aug. 2021 Aug. 2022

\$491 \$508

VARIANCE: 3%

SALE TO LIST PRICE RATIO

Aug. 2021 Aug. 2022

99.17% 95.48%

VARIANCE: -4%

DAYS ON MARKET

Aug. 2021 Aug. 2022

8 24

VARIANCE: 200%

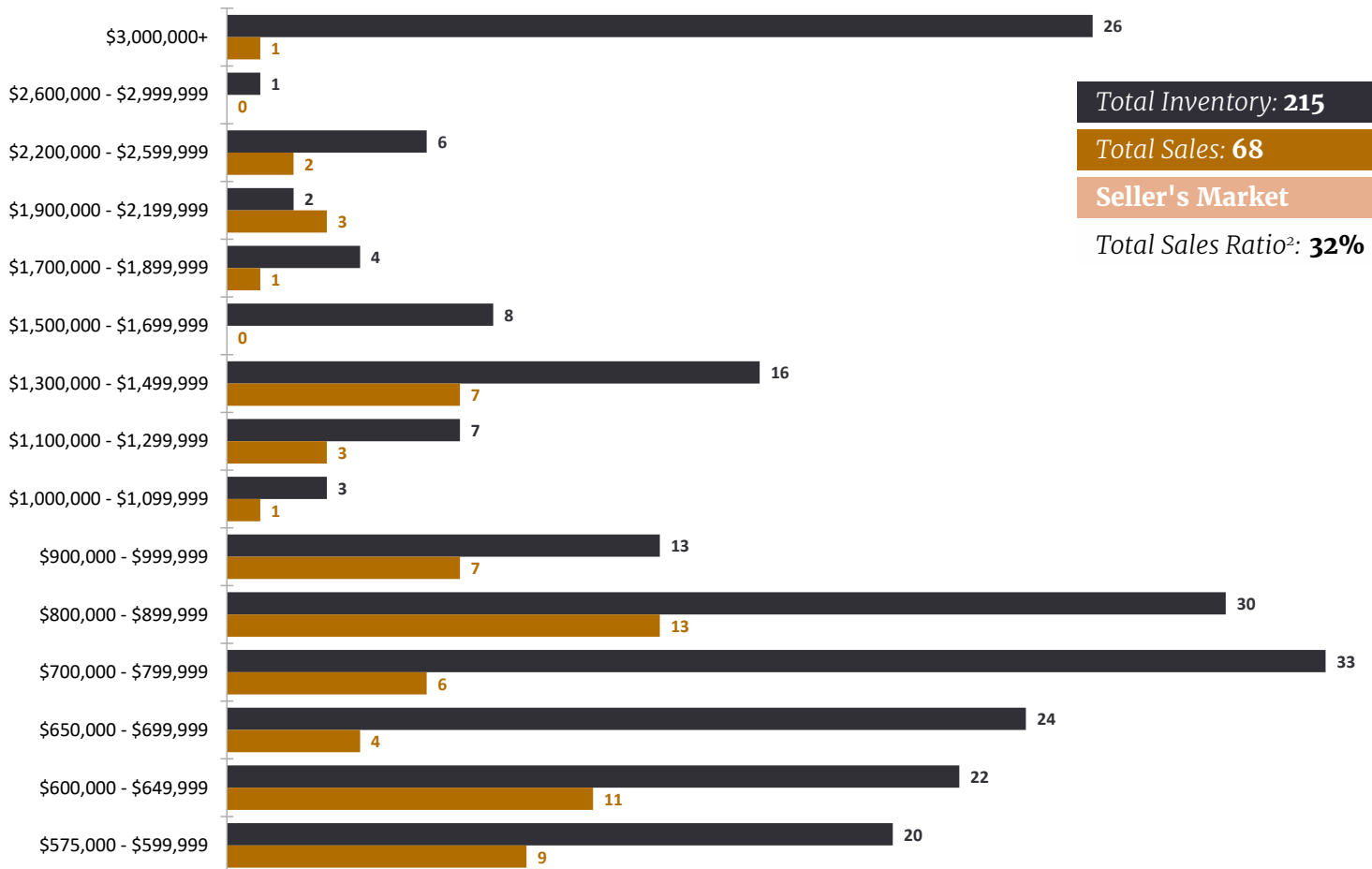
LEE COUNTY MARKET SUMMARY | AUGUST 2022

- The Lee County single-family luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **95.48% of list price** in August 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **55%**.
- The median luxury sales price for single-family homes is **\$1,375,000**.
- The median days on market for August 2022 was **24** days, up from **8** in August 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 | AUGUST 2022

Inventory Sales

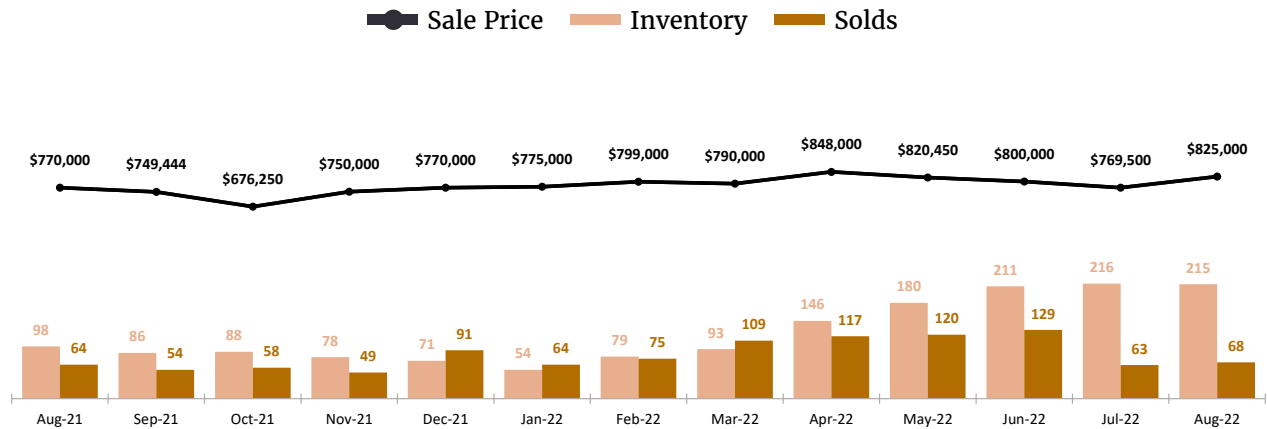
Luxury Benchmark Price¹: **\$575,000**Total Inventory: **215**Total Sales: **68**

Seller's Market

Total Sales Ratio²: **32%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$650,000	2	2	9	26	35%
1,000 - 1,499	\$820,000	2	2	11	51	22%
1,500 - 1,999	\$795,000	3	2	21	56	38%
2,000 - 2,499	\$815,000	3	3	15	31	48%
2,500 - 2,999	\$1,395,000	3	4	7	20	35%
3,000+	\$2,328,000	4	4	5	31	16%

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 | AUGUST

TOTAL INVENTORY

Aug. 2021 Aug. 2022

98 215

VARIANCE: 119%

TOTAL SOLDs

Aug. 2021 Aug. 2022

64 68

VARIANCE: 6%

SALES PRICE

Aug. 2021 Aug. 2022

\$770k \$825k

VARIANCE: 7%

SALE PRICE PER SQFT.

Aug. 2021 Aug. 2022

\$450 \$487

VARIANCE: 8%

SALE TO LIST PRICE RATIO

Aug. 2021 Aug. 2022

100.00% 99.05%

VARIANCE: -1%

DAYS ON MARKET

Aug. 2021 Aug. 2022

7 11

VARIANCE: 57%

LEE COUNTY MARKET SUMMARY | AUGUST 2022

- The Lee County attached luxury market is a **Seller's Market** with a **32% Sales Ratio**.
- Homes sold for a median of **99.05% of list price** in August 2022.
- The most active price band is **\$1,900,000-\$2,199,999**, where the sales ratio is **150%**.
- The median luxury sales price for attached homes is **\$825,000**.
- The median days on market for August 2022 was **11** days, up from **7** in August 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.