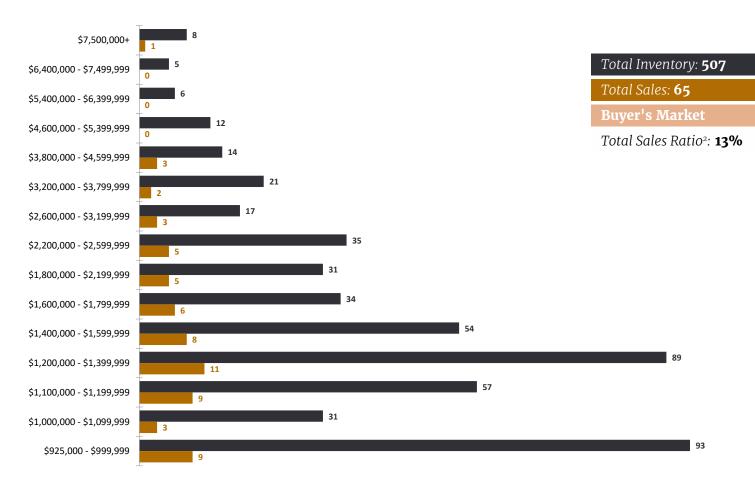


LEE COUNTY

LUXURY INVENTORY VS. SALES | NOVEMBER 2022

Inventory Sales

Luxury Benchmark Price¹: \$925,000

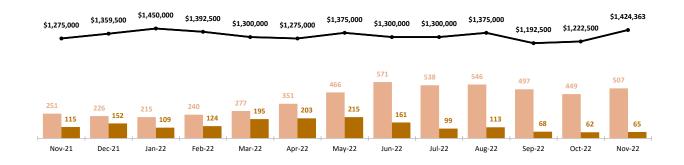


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio
0 - 1,999	\$1,425,000	3	2	3	91	3%
2,000 - 2,499	\$1,125,000	3	3	23	137	17%
2,500 - 2,999	\$1,600,000	3	3	11	109	10%
3,000 - 3,499	\$1,790,000	4	4	13	63	21%
3,500 - 3,999	\$3,672,500	3	5	6	38	16%
4,000+	\$1,500,000	5	5	9	69	13%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2021 Nov. 2022

251 507

VARIANCE: 102%

SALE PRICE PER SQFT.

Nov. 2021 Nov. 2022

\$496 \$522

VARIANCE: 5%

TOTAL SOLDS

Nov. 2021 Nov. 2022

115 65

VARIANCE: -43[%]

SALE TO LIST PRICE RATIO

Nov. 2021 Nov. 2022

97.67% 95.50%

VARIANCE: -2%

SALES PRICE

Nov. 2021 Nov. 2022

\$1.28m \$1.42m

VARIANCE: 12%

DAYS ON MARKET

Nov. 2021 Nov. 2022

19 31

VARIANCE: 63%

LEE COUNTY MARKET SUMMARY | NOVEMBER 2022

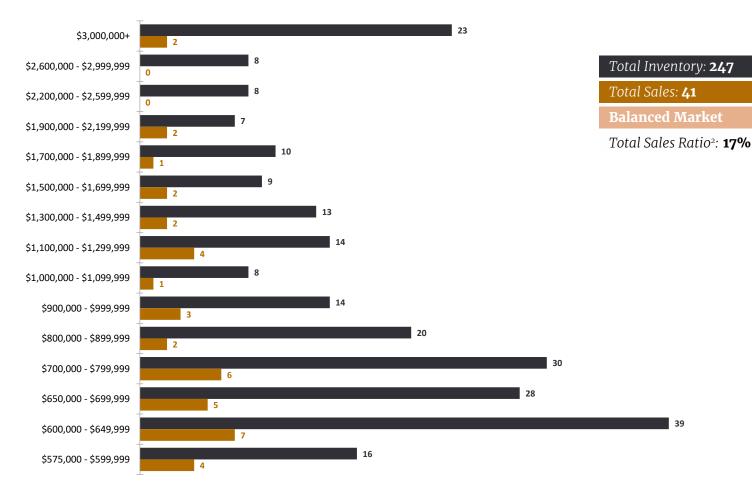
- The Lee County single-family luxury market is a **Buyer's Market** with a **13% Sales Ratio**.
- Homes sold for a median of **95.50% of list price** in November 2022.
- The most active price band is \$3,800,000-\$4,599,999, where the sales ratio is 21%.
- The median luxury sales price for single-family homes is \$1,424,363.
- The median days on market for November 2022 was 31 days, up from 19 in November 2021.

LEE COUNTY

LUXURY INVENTORY VS. SALES | NOVEMBER 2022

Inventory Sales

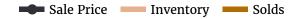
Luxury Benchmark Price¹: \$575,000

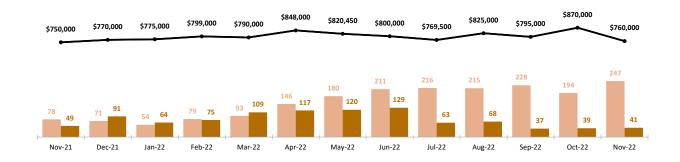


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio
0 - 999	NA	NA	NA	0	20	0%
1,000 - 1,499	\$605,000	2	2	1	43	2%
1,500 - 1,999	\$650,000	3	2	15	66	23%
2,000 - 2,499	\$750,000	3	3	9	50	18%
2,500 - 2,999	\$1,100,000	3	3	9	28	32%
3,000+	\$1,995,000	4	4	7	40	18%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2021 Nov. 2022

78 247

VARIANCE: 217%

SALE PRICE PER SQFT.

Nov. 2021 Nov. 2022

\$459 \$386

VARIANCE: -16%

TOTAL SOLDS

Nov. 2021 Nov. 2022

49 41

VARIANCE: -16%

SALE TO LIST PRICE RATIO

Nov. 2021 Nov. 2022

100.00% 98.83%

VARIANCE: -1%

SALES PRICE

Nov. 2021 Nov. 2022

\$750k \$760k

VARIANCE: 1%

DAYS ON MARKET

Nov. 2021 Nov. 2022

9

VARIANCE: 29%

LEE COUNTY MARKET SUMMARY | NOVEMBER 2022

- The Lee County attached luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **98.83% of list price** in November 2022.
- The most active price band is \$1,100,000-\$1,299,999, where the sales ratio is 29%.
- The median luxury sales price for attached homes is **\$760,000**.
- The median days on market for November 2022 was 9 days, up from 7 in November 2021.