

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JANUARY  
2023

LEE COUNTY  

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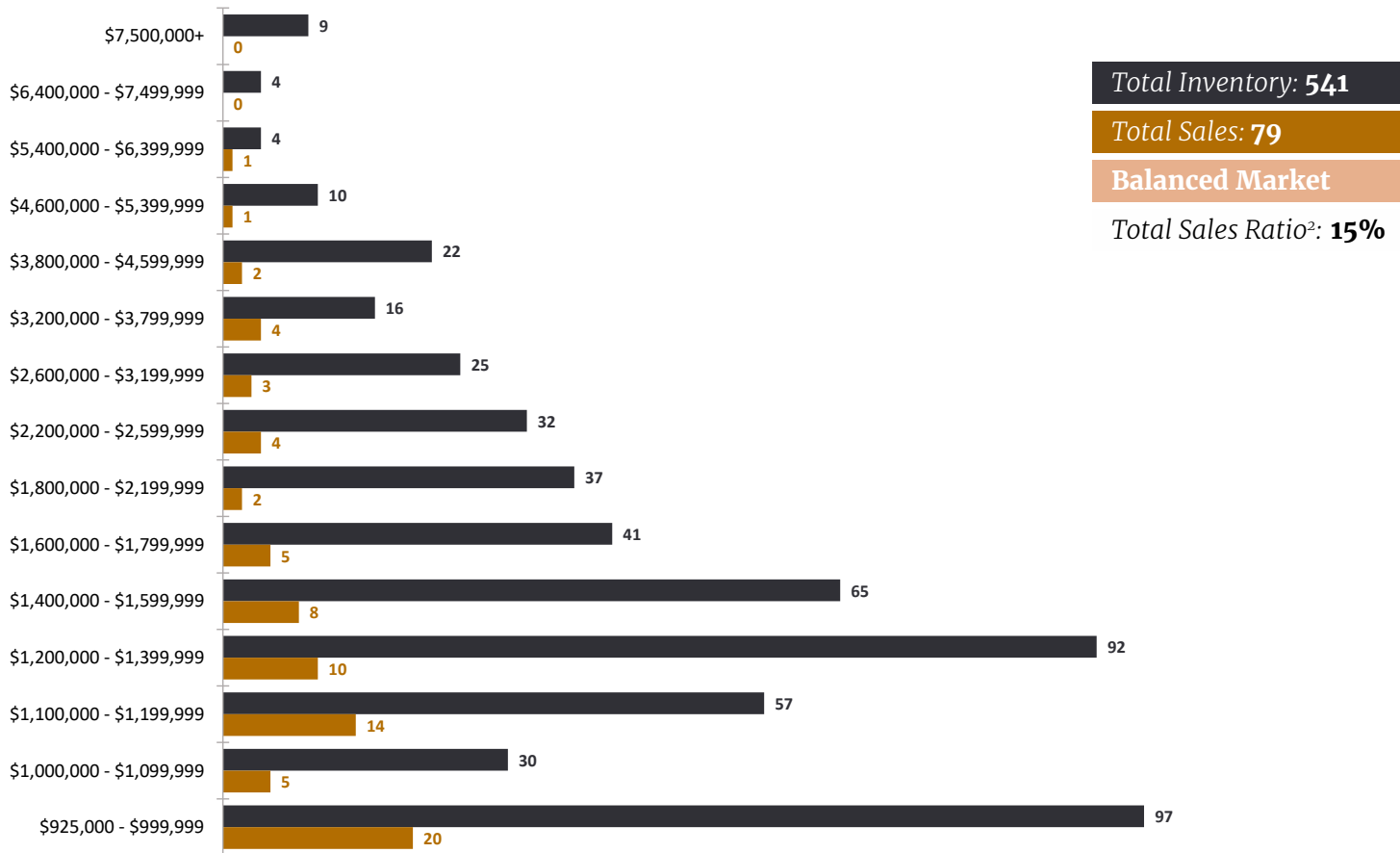
FLORIDA

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

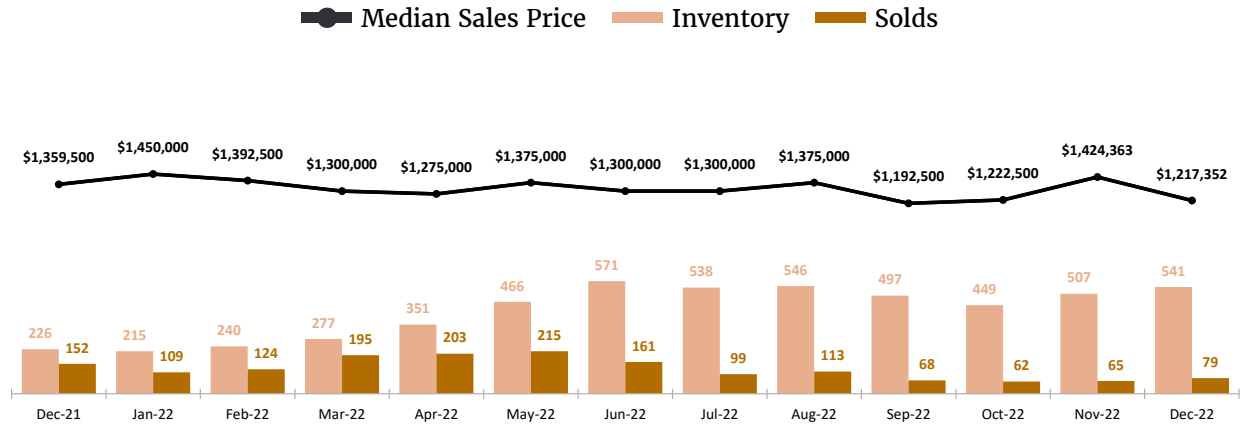
Luxury Benchmark Price<sup>1</sup>: **\$925,000**



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	\$1,050,000	3	2	4	108	4%
2,000 - 2,499	\$1,110,000	3	3	20	144	14%
2,500 - 2,999	\$1,120,000	3	3	24	107	22%
3,000 - 3,499	\$1,335,000	4	4	12	76	16%
3,500 - 3,999	\$1,550,000	4	4	8	40	20%
4,000+	\$3,200,000	4	5	11	66	17%

<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 | DECEMBER

#### TOTAL INVENTORY

Dec. 2021      Dec. 2022  
**226**            **541**

VARIANCE: **139%**

#### TOTAL SOLDS

Dec. 2021      Dec. 2022  
**152**            **79**

VARIANCE: **-48%**

#### SALES PRICE

Dec. 2021      Dec. 2022  
**\$1.36m**        **\$1.22m**

VARIANCE: **-10%**

#### SALE PRICE PER SQFT.

Dec. 2021      Dec. 2022  
**\$506**            **\$457**

VARIANCE: **-10%**

#### SALE TO LIST PRICE RATIO

Dec. 2021      Dec. 2022  
**99.14%**        **95.83%**

VARIANCE: **-3%**

#### DAYS ON MARKET

Dec. 2021      Dec. 2022  
**17**                **20**

VARIANCE: **18%**

## LEE COUNTY MARKET SUMMARY | DECEMBER 2022

- The Lee County single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **95.83% of list price** in December 2022.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **25%**.
- The median luxury sales price for single-family homes is **\$1,217,352**.
- The median days on market for December 2022 was **20** days, up from **17** in December 2021.

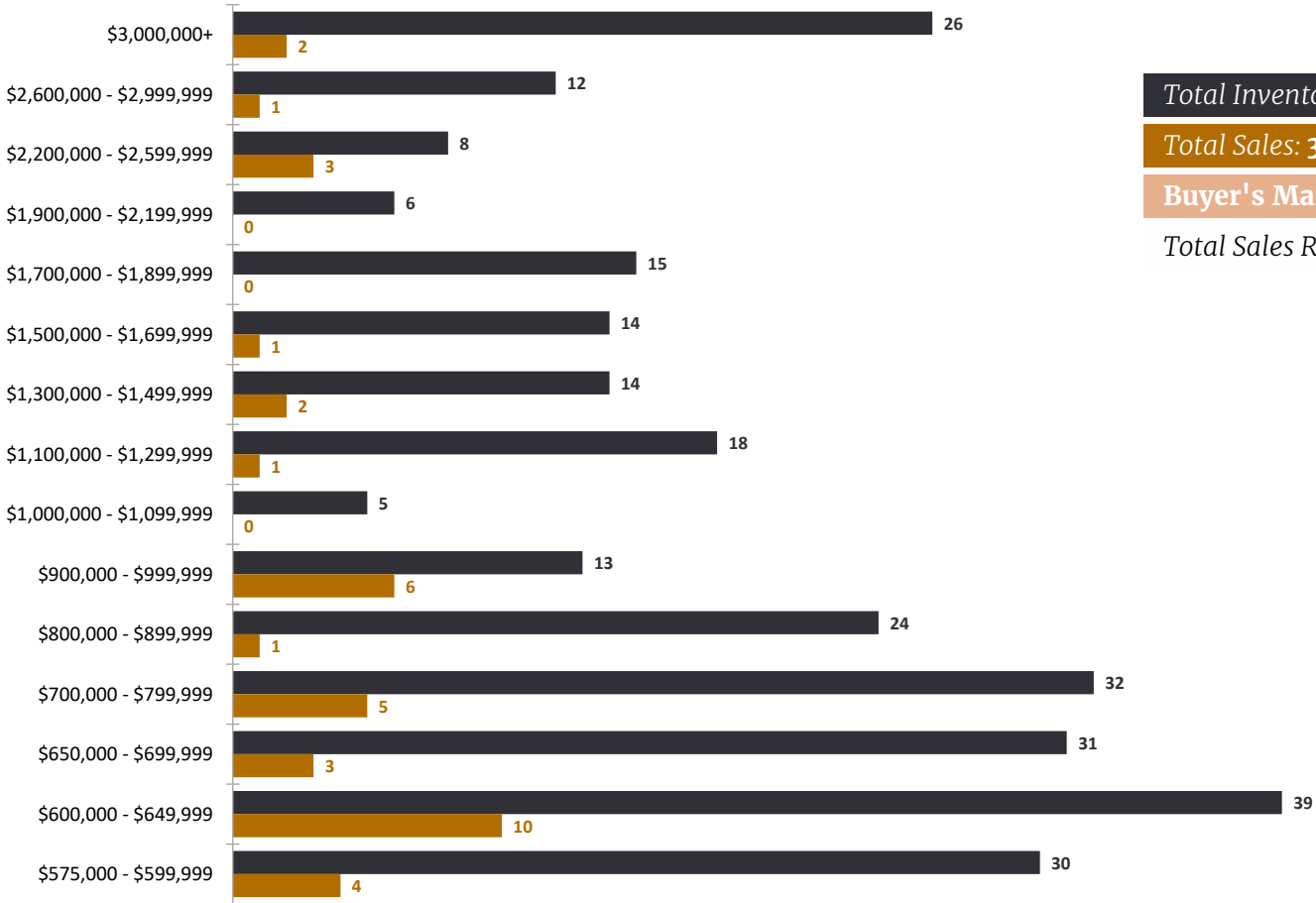
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

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



Total Inventory: **287**

Total Sales: **39**

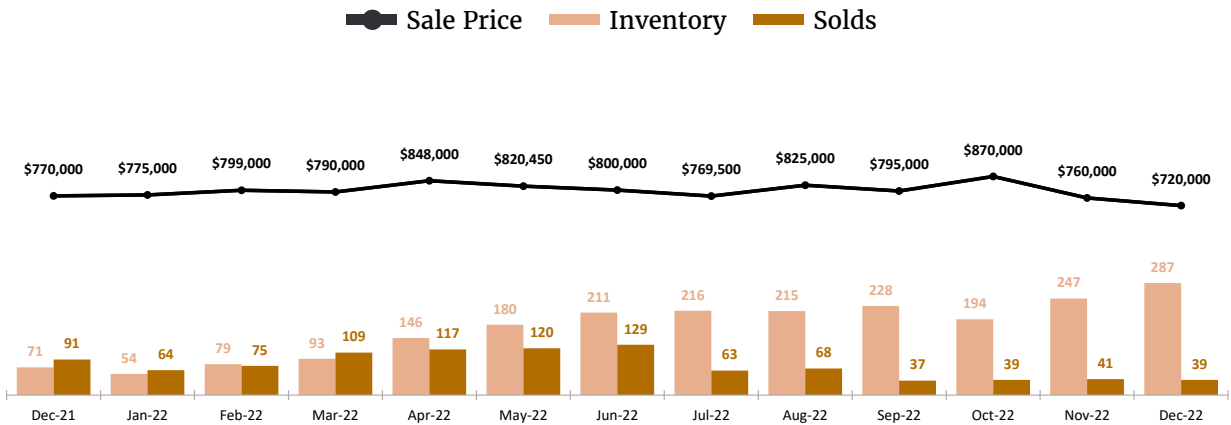
Buyer's Market

Total Sales Ratio<sup>2</sup>: **14%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	19	0%
1,000 - 1,499	\$700,000	2	2	3	50	6%
1,500 - 1,999	\$640,000	3	2	15	80	19%
2,000 - 2,499	\$740,000	3	3	9	53	17%
2,500 - 2,999	\$900,000	3	3	7	37	19%
3,000+	\$2,200,000	3	4	5	48	10%

<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 | DECEMBER

#### TOTAL INVENTORY

Dec. 2021	Dec. 2022
71	287

VARIANCE: **304%**

#### TOTAL SOLD

Dec. 2021	Dec. 2022
91	39

VARIANCE: **-57%**

#### SALES PRICE

Dec. 2021	Dec. 2022
\$770k	\$720k

VARIANCE: **-6%**

#### SALE PRICE PER SQFT.

Dec. 2021	Dec. 2022
\$440	\$385

VARIANCE: **-13%**

#### SALE TO LIST PRICE RATIO

Dec. 2021	Dec. 2022
99.53%	97.92%

VARIANCE: **-2%**

#### DAYS ON MARKET

Dec. 2021	Dec. 2022
9	7

VARIANCE: **-22%**

## LEE COUNTY MARKET SUMMARY | DECEMBER 2022

- The Lee County attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **97.92% of list price** in December 2022.
- The most active price band is **\$900,000-\$999,999**, where the sales ratio is **46%**.
- The median luxury sales price for attached homes is **\$720,000**.
- The median days on market for December 2022 was **7** days, down from **9** in December 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.