

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

FEBRUARY  
2023

LEE COUNTY  

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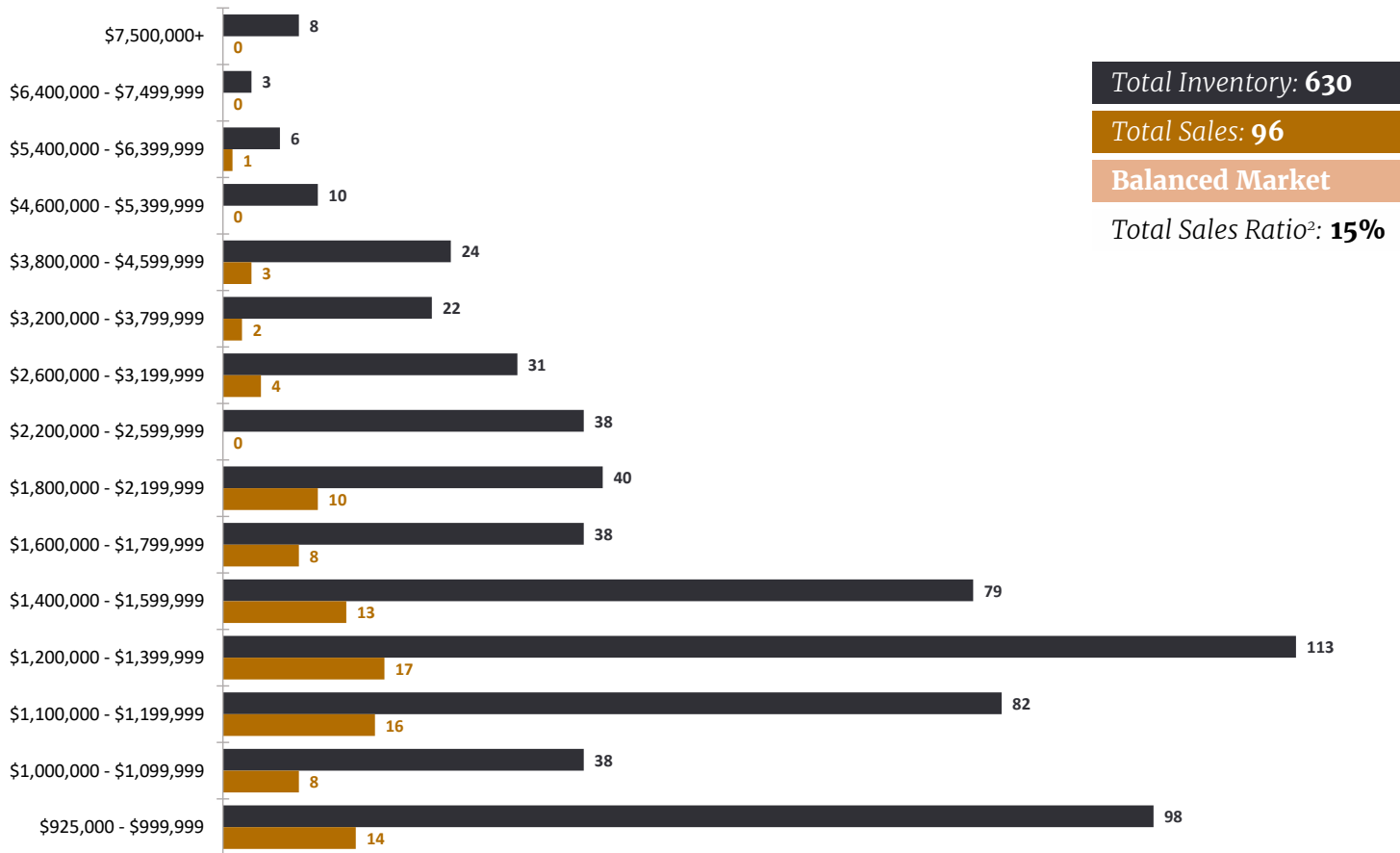
FLORIDA

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

### LUXURY INVENTORY VS. SALES | JANUARY 2023

Inventory Sales

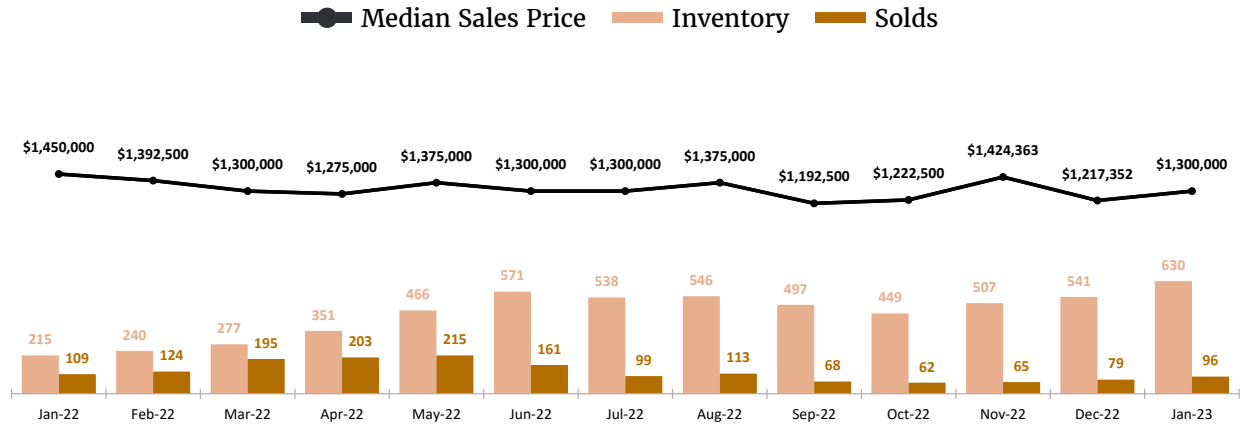
Luxury Benchmark Price<sup>1</sup>: **\$925,000**



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	\$1,150,000	3	2	10	115	9%
2,000 - 2,499	\$1,182,500	3	3	30	174	17%
2,500 - 2,999	\$1,150,000	3	3	19	128	15%
3,000 - 3,499	\$1,537,500	3	4	18	86	21%
3,500 - 3,999	\$1,760,000	4	4	11	53	21%
4,000+	\$3,044,893	5	5	8	74	11%

<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 | JANUARY

#### TOTAL INVENTORY

Jan. 2022      Jan. 2023  
**215**            **630**

VARIANCE: **193%**

#### TOTAL SOLDS

Jan. 2022      Jan. 2023  
**109**            **96**

VARIANCE: **-12%**

#### SALES PRICE

Jan. 2022      Jan. 2023  
**\$1.45m**        **\$1.30m**

VARIANCE: **-10%**

#### SALE PRICE PER SQFT.

Jan. 2022      Jan. 2023  
**\$534**            **\$491**

VARIANCE: **-8%**

#### SALE TO LIST PRICE RATIO

Jan. 2022      Jan. 2023  
**98.85%**        **95.36%**

VARIANCE: **-4%**

#### DAYS ON MARKET

Jan. 2022      Jan. 2023  
**11**                **22**

VARIANCE: **100%**

## LEE COUNTY MARKET SUMMARY | JANUARY 2023

- The Lee County single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **95.36% of list price** in January 2023.
- The most active price band is **\$1,800,000-\$2,199,999**, where the sales ratio is **25%**.
- The median luxury sales price for single-family homes is **\$1,300,000**.
- The median days on market for January 2023 was **22** days, up from **11** in January 2022.

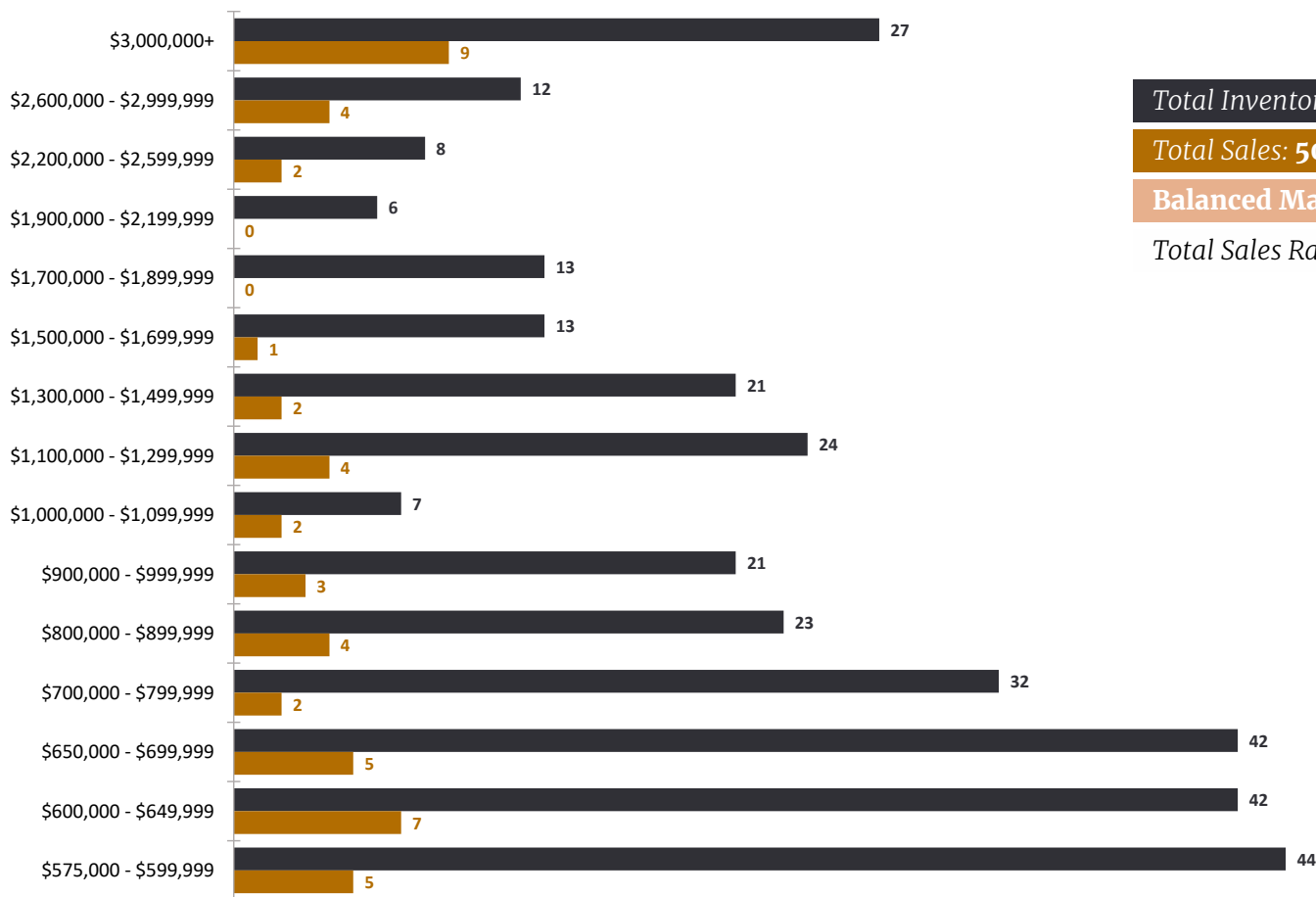
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JANUARY 2023

Inventory Sales

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



Total Inventory: **335**

Total Sales: **50**

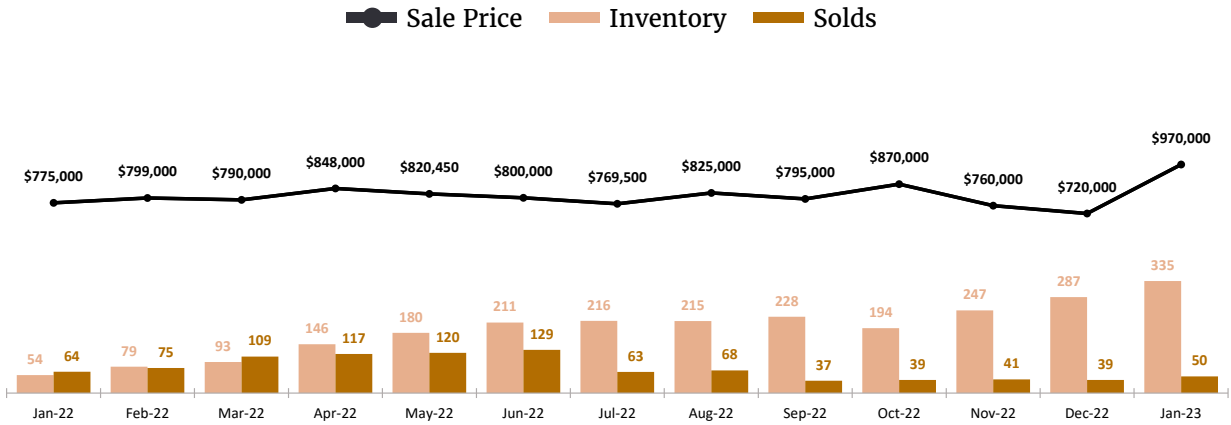
Balanced Market

Total Sales Ratio<sup>2</sup>: **15%**

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	\$697,500	2	2	2	18	11%
1,000 - 1,499	\$635,500	2	2	4	53	8%
1,500 - 1,999	\$635,730	3	2	12	95	13%
2,000 - 2,499	\$849,000	3	3	13	74	18%
2,500 - 2,999	\$980,000	3	3	5	46	11%
3,000+	\$3,475,000	4	5	14	49	29%

<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 | JANUARY

#### TOTAL INVENTORY

Jan. 2022      Jan. 2023  
**54**              **335**

VARIANCE: **520%**

#### TOTAL SOLDS

Jan. 2022      Jan. 2023  
**64**              **50**

VARIANCE: **-22%**

#### SALES PRICE

Jan. 2022      Jan. 2023  
**\$775k**          **\$970k**

VARIANCE: **25%**

#### SALE PRICE PER SQFT.

Jan. 2022      Jan. 2023  
**\$460**            **\$535**

VARIANCE: **16%**

#### SALE TO LIST PRICE RATIO

Jan. 2022      Jan. 2023  
**100.00%**      **99.75%**

VARIANCE: **0%**

#### DAYS ON MARKET

Jan. 2022      Jan. 2023  
**6**                  **21**

VARIANCE: **250%**

## LEE COUNTY MARKET SUMMARY | JANUARY 2023

- The Lee County attached luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **99.75% of list price** in January 2023.
- The most active price band is **\$3,000,000+**, where the sales ratio is **33%**.
- The median luxury sales price for attached homes is **\$970,000**.
- The median days on market for January 2023 was **21** days, up from **6** in January 2022.

<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.