

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

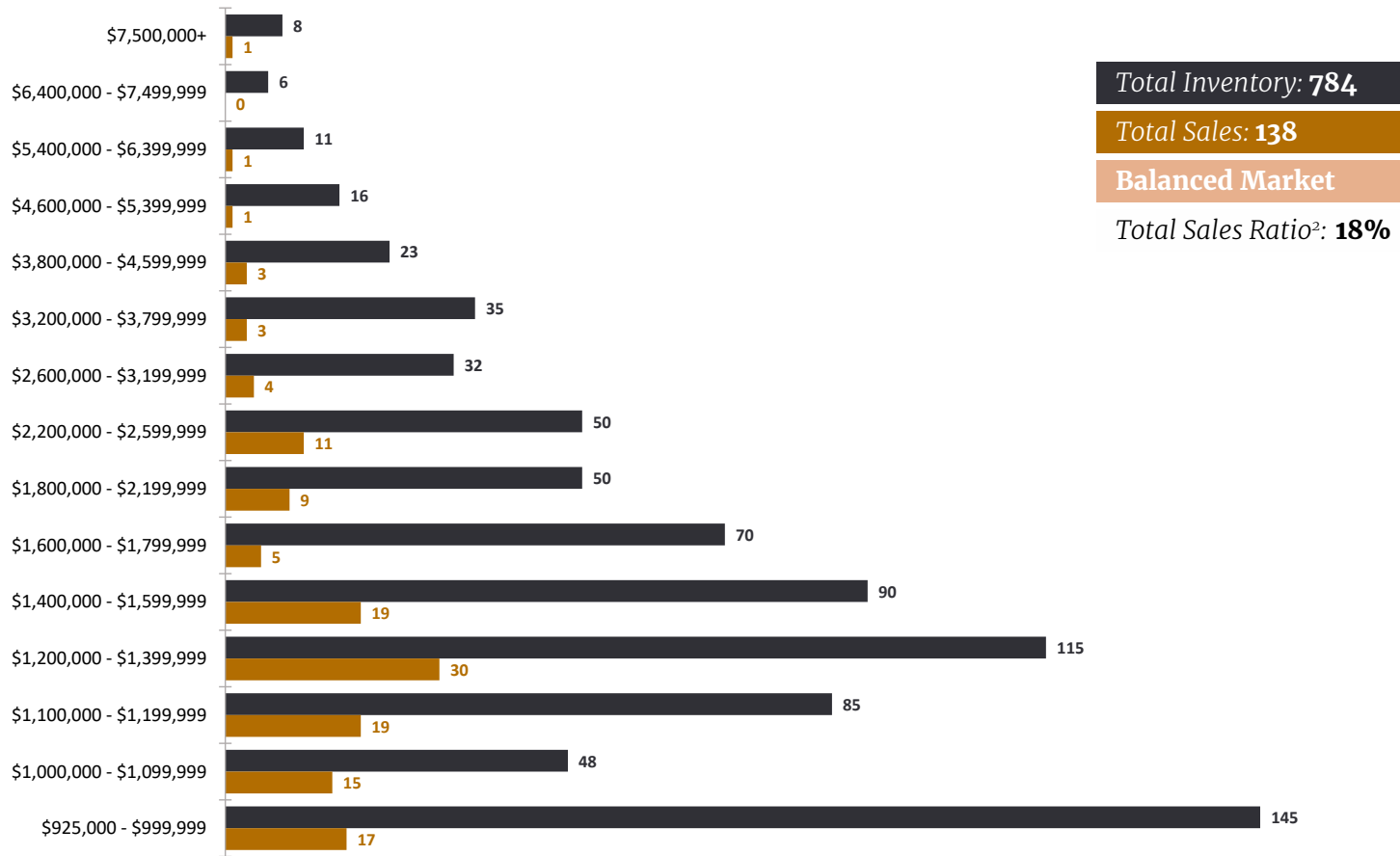
APRIL
2023

LEE COUNTY --- FLORIDA

www.LuxuryHomeMarketing.com

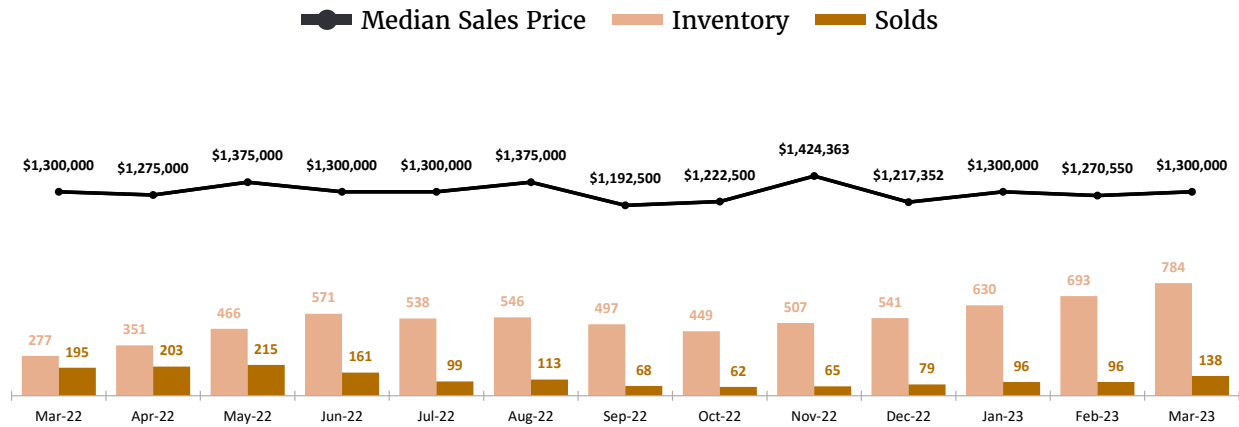
LUXURY INVENTORY VS. SALES | MARCH 2023

Inventory Sales

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

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$1,412,500	3	2	12	148	8%
2,000 - 2,499	\$1,100,000	3	3	44	216	20%
2,500 - 2,999	\$1,312,500	3	3	40	154	26%
3,000 - 3,499	\$1,520,000	4	4	21	109	19%
3,500 - 3,999	\$2,912,000	4	4	10	64	16%
4,000+	\$1,800,000	4	5	11	93	12%

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 | MARCH

TOTAL INVENTORY

Mar. 2022 Mar. 2023

277 784

VARIANCE: 183%

TOTAL SOLDs

Mar. 2022 Mar. 2023

195 138

VARIANCE: -29%

SALES PRICE

Mar. 2022 Mar. 2023

\$1.30m \$1.30m

VARIANCE: 0%

SALE PRICE PER SQFT.

Mar. 2022 Mar. 2023

\$519 \$512

VARIANCE: -1%

SALE TO LIST PRICE RATIO

Mar. 2022 Mar. 2023

100.00% 95.17%

VARIANCE: -5%

DAYS ON MARKET

Mar. 2022 Mar. 2023

8 21

VARIANCE: 163%

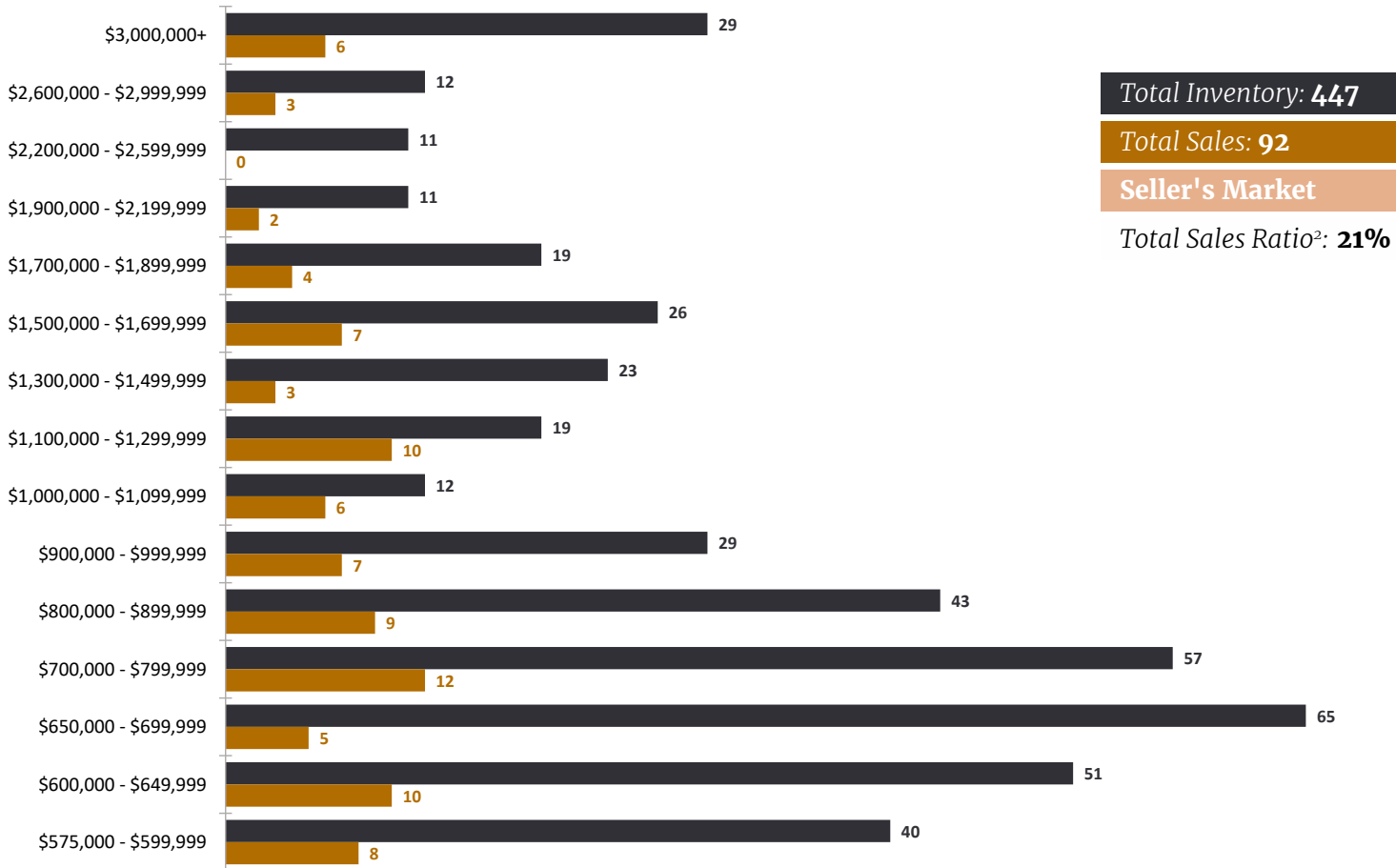
LEE COUNTY MARKET SUMMARY | MARCH 2023

- The Lee County single-family luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **95.17% of list price** in March 2023.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **31%**.
- The median luxury sales price for single-family homes is **\$1,300,000**.
- The median days on market for March 2023 was **21** days, up from **8** in March 2022.

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.

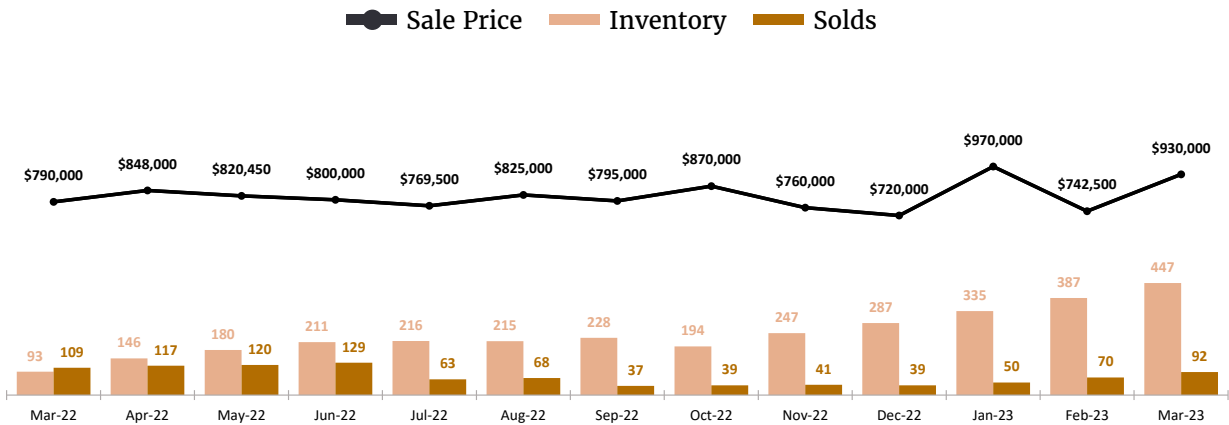
LUXURY INVENTORY VS. SALES | MARCH 2023

Inventory Sales

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

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$615,000	2	2	3	30	10%
1,000 - 1,499	\$700,000	2	2	7	100	7%
1,500 - 1,999	\$700,000	3	2	25	118	21%
2,000 - 2,499	\$957,500	3	3	23	88	26%
2,500 - 2,999	\$1,270,000	3	3	18	56	32%
3,000+	\$2,230,000	3	4	16	55	29%

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 | MARCH

TOTAL INVENTORY

Mar. 2022 Mar. 2023

93 447

VARIANCE: 381%

TOTAL SOLD

Mar. 2022 Mar. 2023

109 92

VARIANCE: -16%

SALES PRICE

Mar. 2022 Mar. 2023

\$790k \$930k

VARIANCE: 18%

SALE PRICE PER SQFT.

Mar. 2022 Mar. 2023

\$451 \$452

VARIANCE: 0%

SALE TO LIST PRICE RATIO

Mar. 2022 Mar. 2023

100.00% 96.90%

VARIANCE: -3%

DAYS ON MARKET

Mar. 2022 Mar. 2023

4 15

VARIANCE: 275%

LEE COUNTY MARKET SUMMARY | MARCH 2023

- The Lee County attached luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **96.90% of list price** in March 2023.
- The most active price band is **\$1,100,000-\$1,299,999**, where the sales ratio is **53%**.
- The median luxury sales price for attached homes is **\$930,000**.
- The median days on market for March 2023 was **15** days, up from **4** in March 2022.

³Square foot table does not account for listings and sells where square foot data is not disclosed.⁴Data reported includes Active and Sold properties and does not include Pending properties.