

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

FEBRUARY  
2024

LEE COUNTY  

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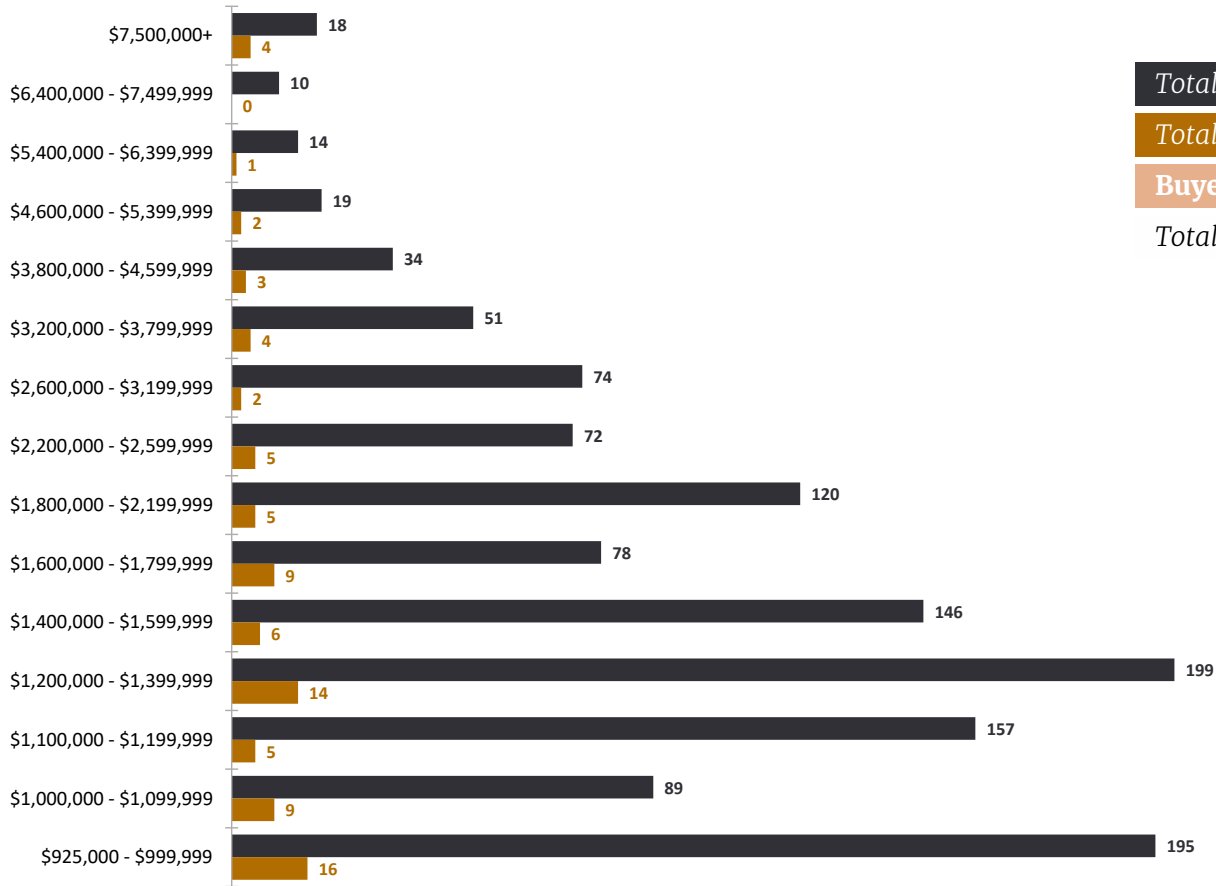
FLORIDA

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

### LUXURY INVENTORY VS. SALES | JANUARY 2024

Inventory Sales

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



Total Inventory: **1,276**

Total Sales: **85**

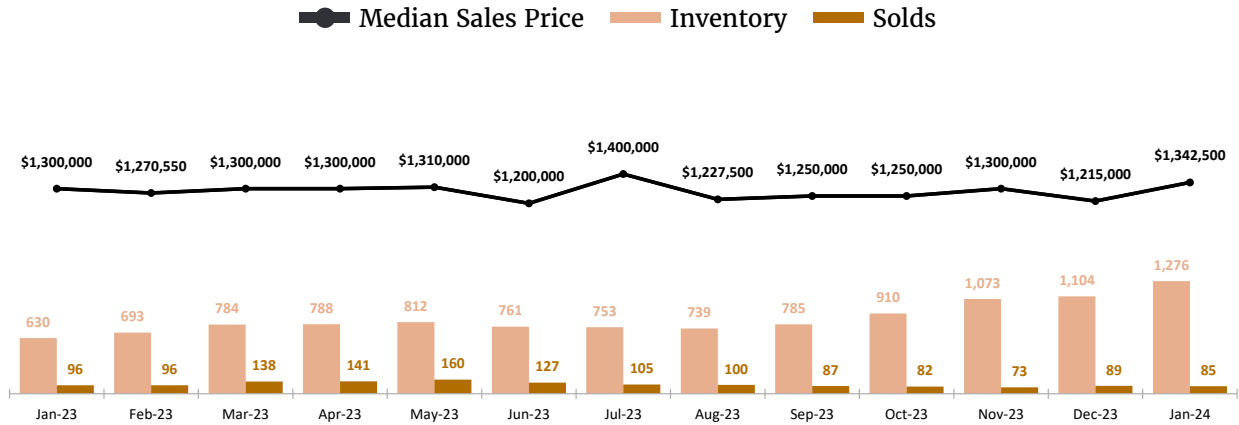
Buyer's Market

Total Sales Ratio<sup>2</sup>: **7%**

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	\$1,000,000	3	2	7	171	4%
2,000 - 2,499	\$1,325,000	3	3	18	362	5%
2,500 - 2,999	\$1,250,000	3	3	18	276	7%
3,000 - 3,499	\$1,235,000	4	4	16	182	9%
3,500 - 3,999	\$1,800,000	4	5	7	94	7%
4,000+	\$3,460,000	4	5	18	191	9%

<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. 2023      Jan. 2024  
**630**      **1,276**

VARIANCE: **103%**

#### TOTAL SOLDS

Jan. 2023      Jan. 2024  
**96**      **85**

VARIANCE: **-11%**

#### SALES PRICE

Jan. 2023      Jan. 2024  
**\$1.30m**      **\$1.34m**

VARIANCE: **3%**

#### SALE PRICE PER SQFT.

Jan. 2023      Jan. 2024  
**\$491**      **\$523**

VARIANCE: **7%**

#### SALE TO LIST PRICE RATIO

Jan. 2023      Jan. 2024  
**95.36%**      **95.10%**

VARIANCE: **0%**

#### DAYS ON MARKET

Jan. 2023      Jan. 2024  
**22**      **57**

VARIANCE: **159%**

## LEE COUNTY MARKET SUMMARY | JANUARY 2024

- The Lee County single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **95.10% of list price** in January 2024.
- The most active price band is **\$7,500,000+**, where the sales ratio is **22%**.
- The median luxury sales price for single-family homes is **\$1,342,500**.
- The median days on market for January 2024 was **57** days, up from **22** in January 2023.

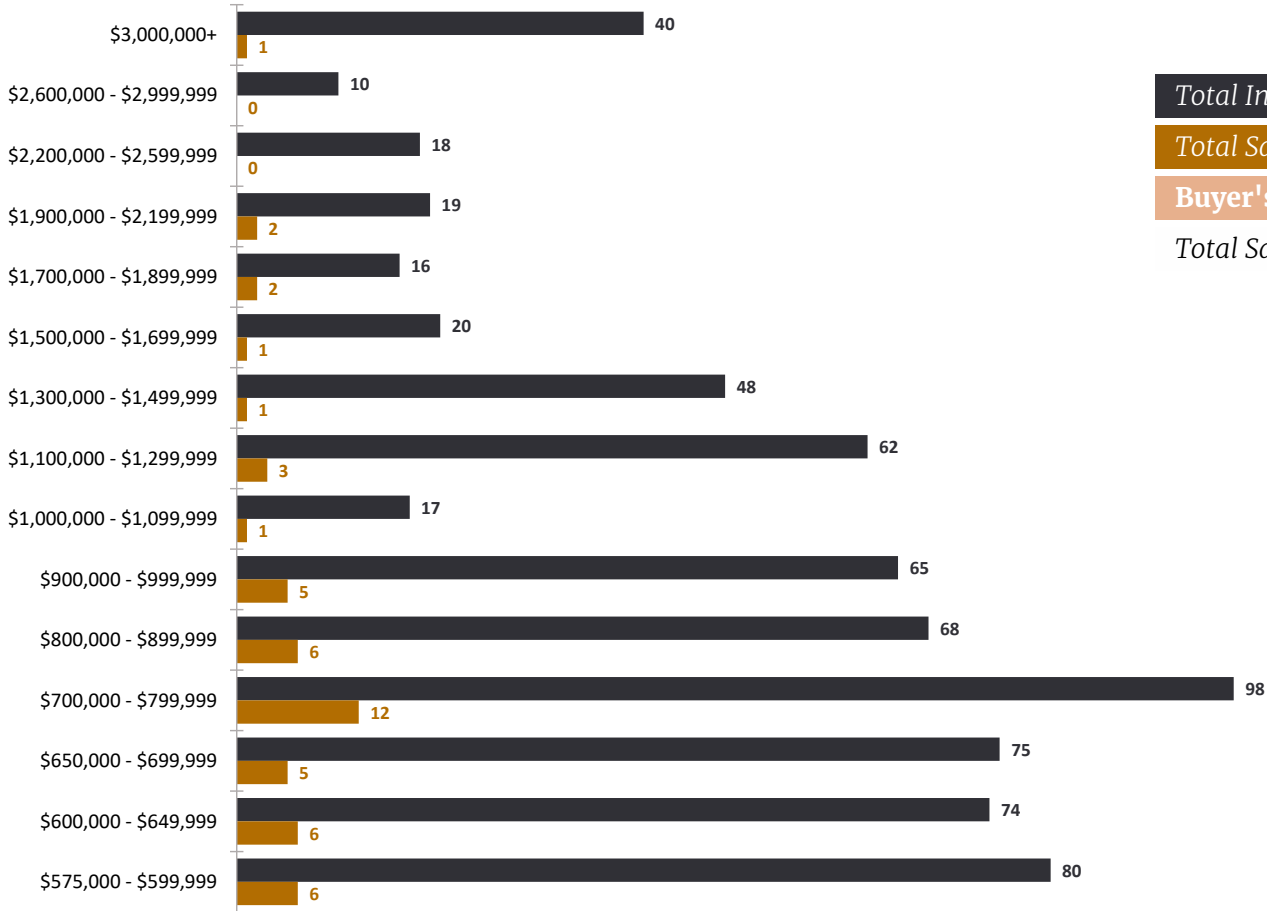
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JANUARY 2024

Inventory Sales

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



Total Inventory: **710**

Total Sales: **51**

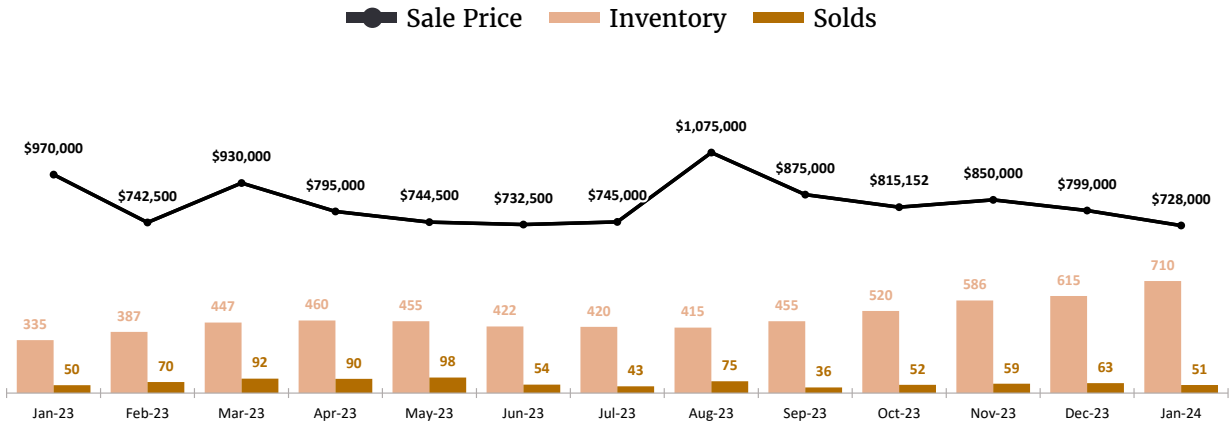
Buyer's Market

Total Sales Ratio<sup>2</sup>: **7%**

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	\$810,000	2	2	3	35	9%
1,000 - 1,499	\$815,000	2	2	4	134	3%
1,500 - 1,999	\$657,500	3	2	14	190	7%
2,000 - 2,499	\$728,000	3	3	21	174	12%
2,500 - 2,999	\$1,175,000	3	3	6	107	6%
3,000+	\$1,900,000	3	4	3	70	4%

<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. 2023      Jan. 2024  
**335**            **710**

VARIANCE: **112%**

#### TOTAL SOLDS

Jan. 2023      Jan. 2024  
**50**              **51**

VARIANCE: **2%**

#### SALES PRICE

Jan. 2023      Jan. 2024  
**\$970k**        **\$728k**

VARIANCE: **-25%**

#### SALE PRICE PER SQFT.

Jan. 2023      Jan. 2024  
**\$535**        **\$397**

VARIANCE: **-26%**

#### SALE TO LIST PRICE RATIO

Jan. 2023      Jan. 2024  
**99.75%**    **96.13%**

VARIANCE: **-4%**

#### DAYS ON MARKET

Jan. 2023      Jan. 2024  
**21**             **34**

VARIANCE: **62%**

## LEE COUNTY MARKET SUMMARY | JANUARY 2024

- The Lee County attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **96.13% of list price** in January 2024.
- The most active price band is **\$1,700,000-\$1,899,999**, where the sales ratio is **13%**.
- The median luxury sales price for attached homes is **\$728,000**.
- The median days on market for January 2024 was **34** days, up from **21** in January 2023.

<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.