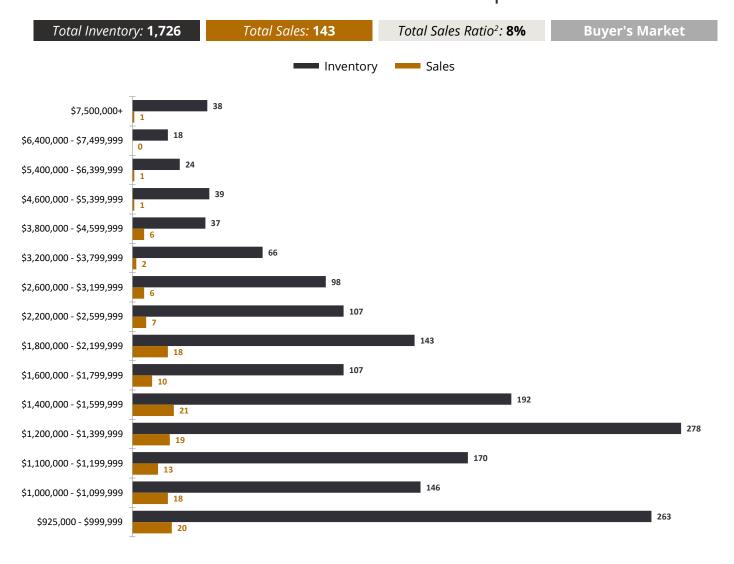






Luxury Benchmark Price 1: \$925,000

LUXURY INVENTORY VS. SALES | MARCH 2025



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,017,500	3	3	6	239	3%
2,000 - 2,499	\$1,070,000	3	3	33	455	7%
2,500 - 2,999	\$1,325,000	3	3	38	390	10%
3,000 - 3,499	\$1,525,000	4	4	29	260	11%
3,500 - 3,999	\$1,447,500	4	4	12	129	9%
4,000+	\$2,767,200	5	6	25	253	10%

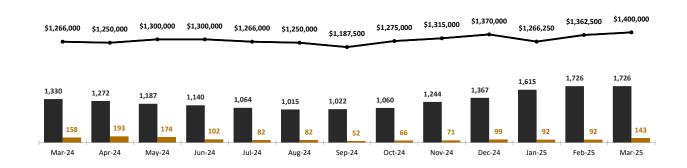
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

LEE COUNTY

Luxury Benchmark Price 1: \$925,000

13-MONTH LUXURY MARKET TREND⁴





MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

1,330 1,726

VARIANCE: 30%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\$492 \$480

VARIANCE: **-2**%

TOTAL SOLDS

Mar. 2024 Mar. 2025

158 143

VARIANCE: -9%

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025

94.91% 94.29%

VARIANCE: -1%

SALES PRICE

Mar. 2024 Mar. 2025

\$1.27m \$1.40m

VARIANCE: 11%

DAYS ON MARKET

Mar. 2024 Mar. 2025

56 47

VARIANCE: -16%

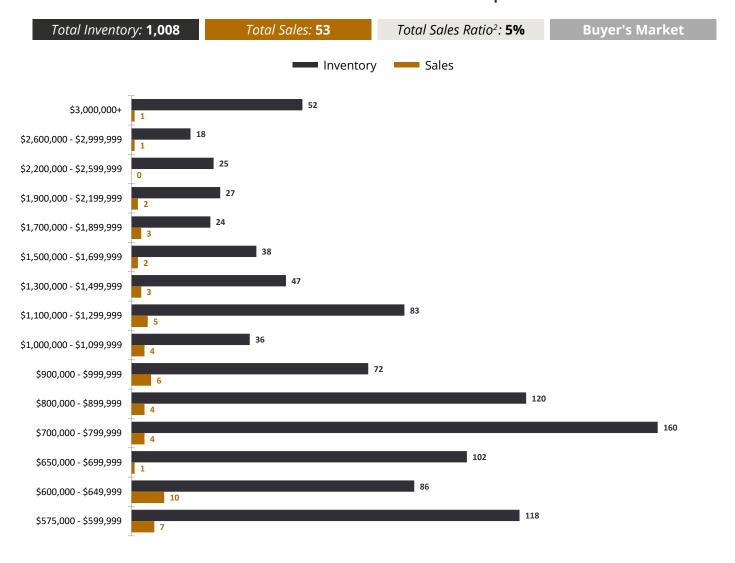
LEE COUNTY MARKET SUMMARY | MARCH 2025

- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **94.29% of list price** in March 2025.
- The most active price band is \$3,800,000-\$4,599,999, where the sales ratio is 16%.
- The median luxury sales price for single-family homes is \$1,400,000.
- The median days on market for March 2025 was 47 days, down from 56 in March 2024.

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 Benchmark Price 1: \$575,000

LUXURY INVENTORY VS. SALES | MARCH 2025



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$869,500	2	2	6	63	10%
1,000 - 1,499	\$962,813	2	2	5	230	2%
1,500 - 1,999	\$620,000	3	2	13	210	6%
2,000 - 2,499	\$700,000	3	3	11	254	4%
2,500 - 2,999	\$1,325,000	3	3	12	128	9%
3,000+	\$1,876,712	3	4	6	123	5%

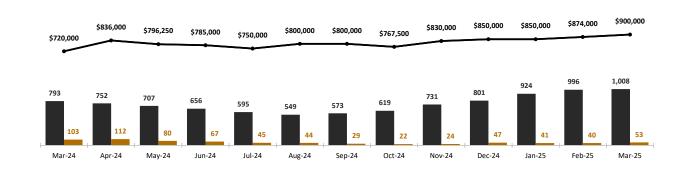
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

LEE COUNTY

Luxury Benchmark Price 1: \$575,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

793 1,008

VARIANCE: **27**%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\$379 \$435

VARIANCE: **15**%

TOTAL SOLDS

Mar. 2024 Mar. 2025

103 53

VARIANCE: -49%

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025

96.24% 97.18%

VARIANCE: **1%**

SALES PRICE

Mar. 2024 Mar. 2025

\$720k \$900k

VARIANCE: 25%

DAYS ON MARKET

Mar. 2024 Mar. 2025

40 37

VARIANCE: -8%

LEE COUNTY MARKET SUMMARY | MARCH 2025

- The attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **97.18% of list price** in March 2025.
- 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 \$900,000.
- The median days on market for March 2025 was 37 days, down from 40 in March 2024.

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.