

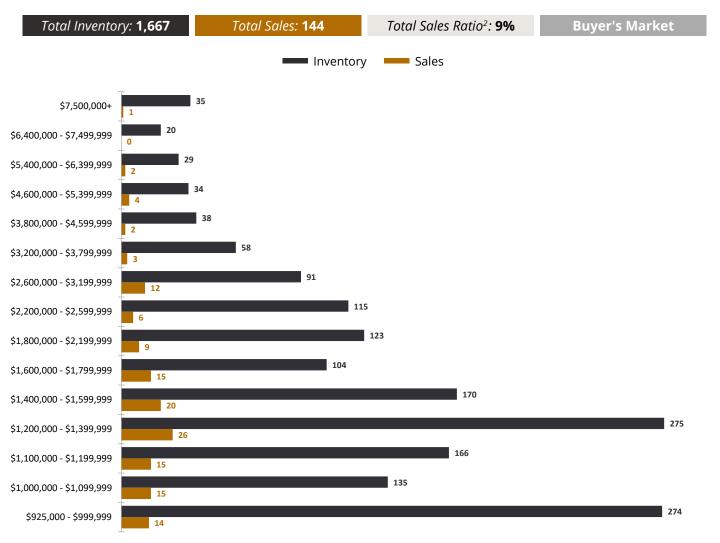
LEE COUN

FLORIDA

MAY 2025

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 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	\$1,040,000	3	2	11	238	5%
2,000 - 2,499	\$1,050,000	3	3	26	431	6%
2,500 - 2,999	\$1,400,000	4	4	31	364	9%
3,000 - 3,499	\$1,610,000	4	4	35	252	14%
3,500 - 3,999	\$1,500,000	4	4	17	139	12%
4,000+	\$3,050,000	4	5	24	243	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.

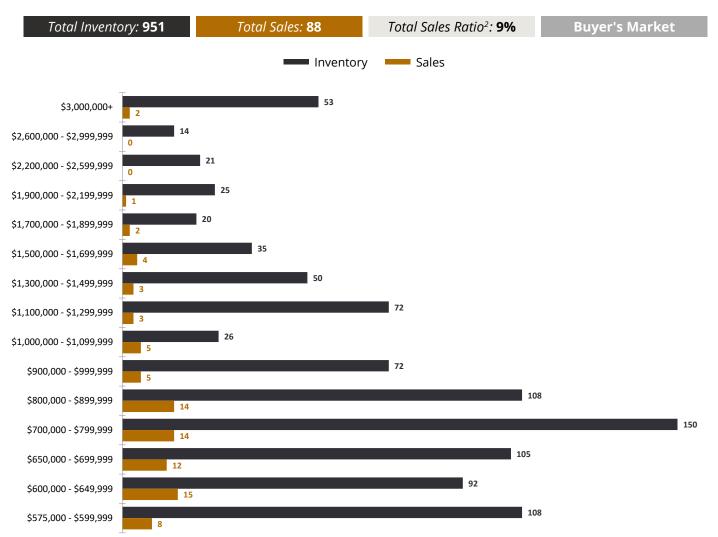


LEE COUNTY MARKET SUMMARY | APRIL 2025

- The single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of 93.22% of list price in April 2025.
- The most active price band is **\$1,600,000-\$1,799,999**, where the sales ratio is **14%**.
- The median luxury sales price for single-family homes is \$1,400,000.
- The median days on market for April 2025 was **63** days, up from **39** in April 2024.

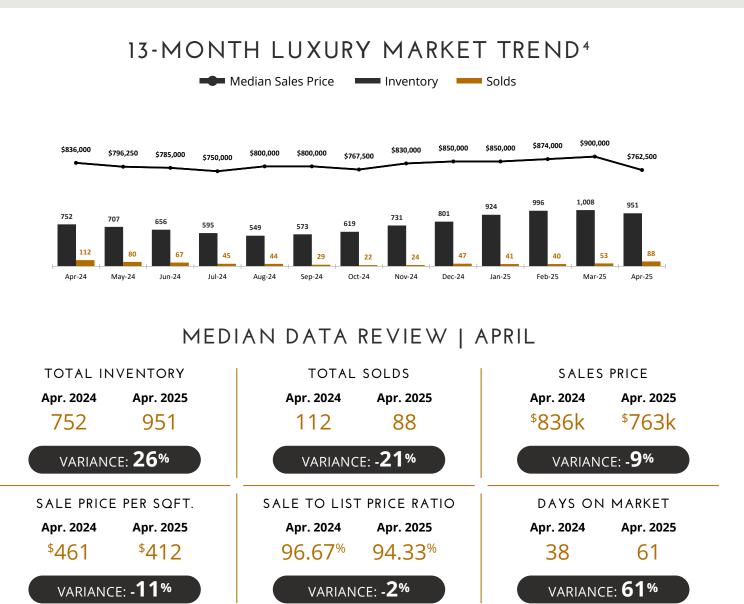
³Square foot table does not account for listings and solds where square foot data is not disclosed. ⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | APRIL 2025



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$712,500	2	2	4	65	6%
1,000 - 1,499	\$734,500	2	2	14	224	6%
1,500 - 1,999	\$675,000	2	2	23	199	12%
2,000 - 2,499	\$748,500	3	3	28	228	12%
2,500 - 2,999	\$1,033,000	3	3	15	120	13%
3,000+	\$2,262,500	3	4	4	115	3%

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 MARKET SUMMARY | APRIL 2025

- The attached luxury market is a Buyer's Market with a 9% Sales Ratio.
- Homes sold for a median of 94.33% of list price in April 2025.
- The most active price band is \$1,000,000-\$1,099,999, where the sales ratio is 19%.
- The median luxury sales price for attached homes is **\$762,500**.
- The median days on market for April 2025 was **61** days, up from **38** in April 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.