



LEE COUNTY
FLORIDA

LUXURY INVENTORY VS. SALES | JUNE 2025

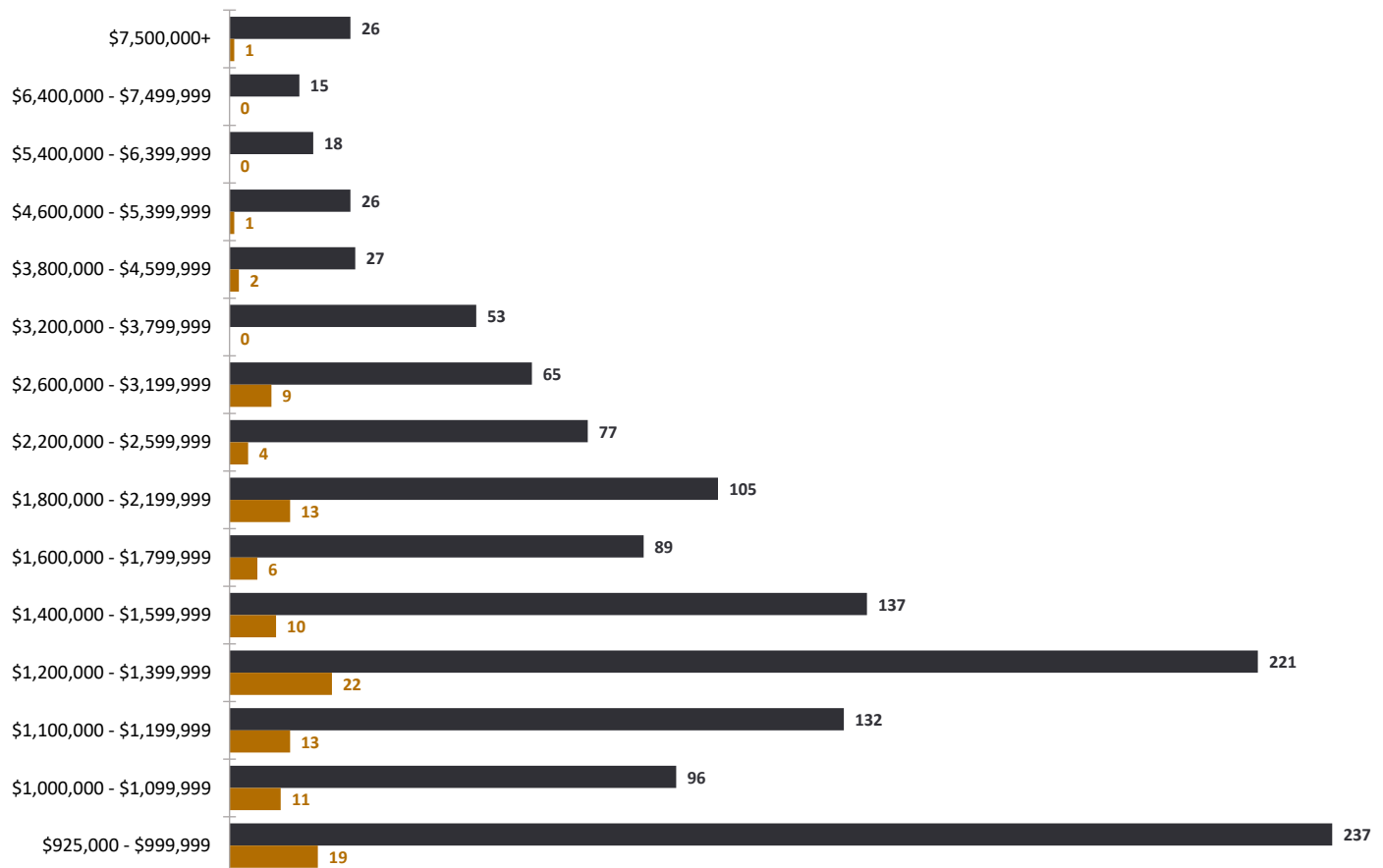
Total Inventory: 1,324

Total Sales: 111

Total Sales Ratio²: 8%

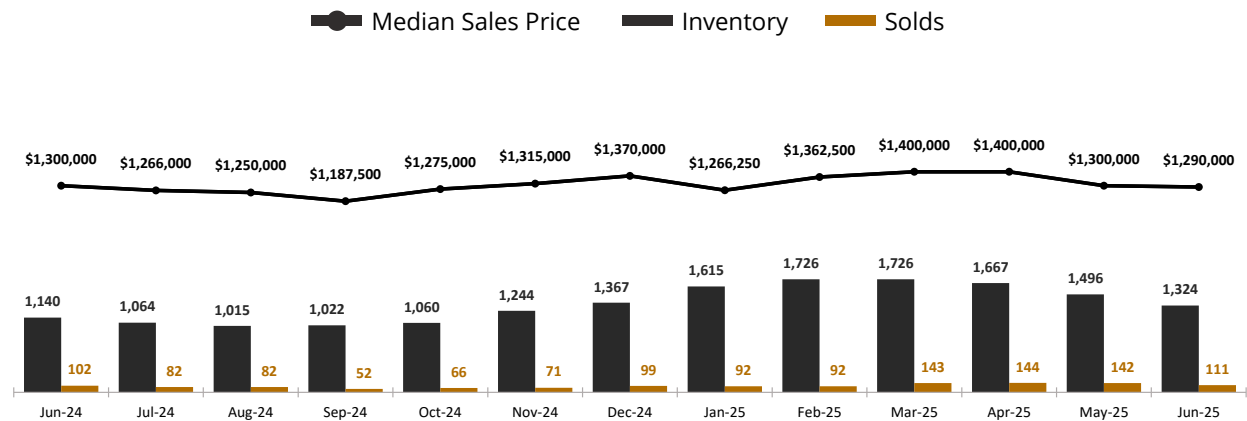
Buyer's Market

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$973,250	3	3	6	190	3%
2,000 - 2,499	\$1,115,000	3	3	32	343	9%
2,500 - 2,999	\$1,280,000	3	3	29	291	10%
3,000 - 3,499	\$1,900,000	4	4	25	194	13%
3,500 - 3,999	\$1,499,999	4	4	9	127	7%
4,000+	\$2,580,000	4	5	10	179	6%

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 < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2024	Jun. 2025
1,140	1,324

VARIANCE: **16%**

TOTAL SOLD

Jun. 2024	Jun. 2025
102	111

VARIANCE: **9%**

SALES PRICE

Jun. 2024	Jun. 2025
\$1.30m	\$1.29m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Jun. 2024	Jun. 2025
\$495	\$501

VARIANCE: **1%**

SALE TO LIST PRICE RATIO

Jun. 2024	Jun. 2025
93.58%	93.00%

VARIANCE: **-1%**

DAYS ON MARKET

Jun. 2024	Jun. 2025
60	83

VARIANCE: **38%**

LEE COUNTY MARKET SUMMARY | JUNE 2025

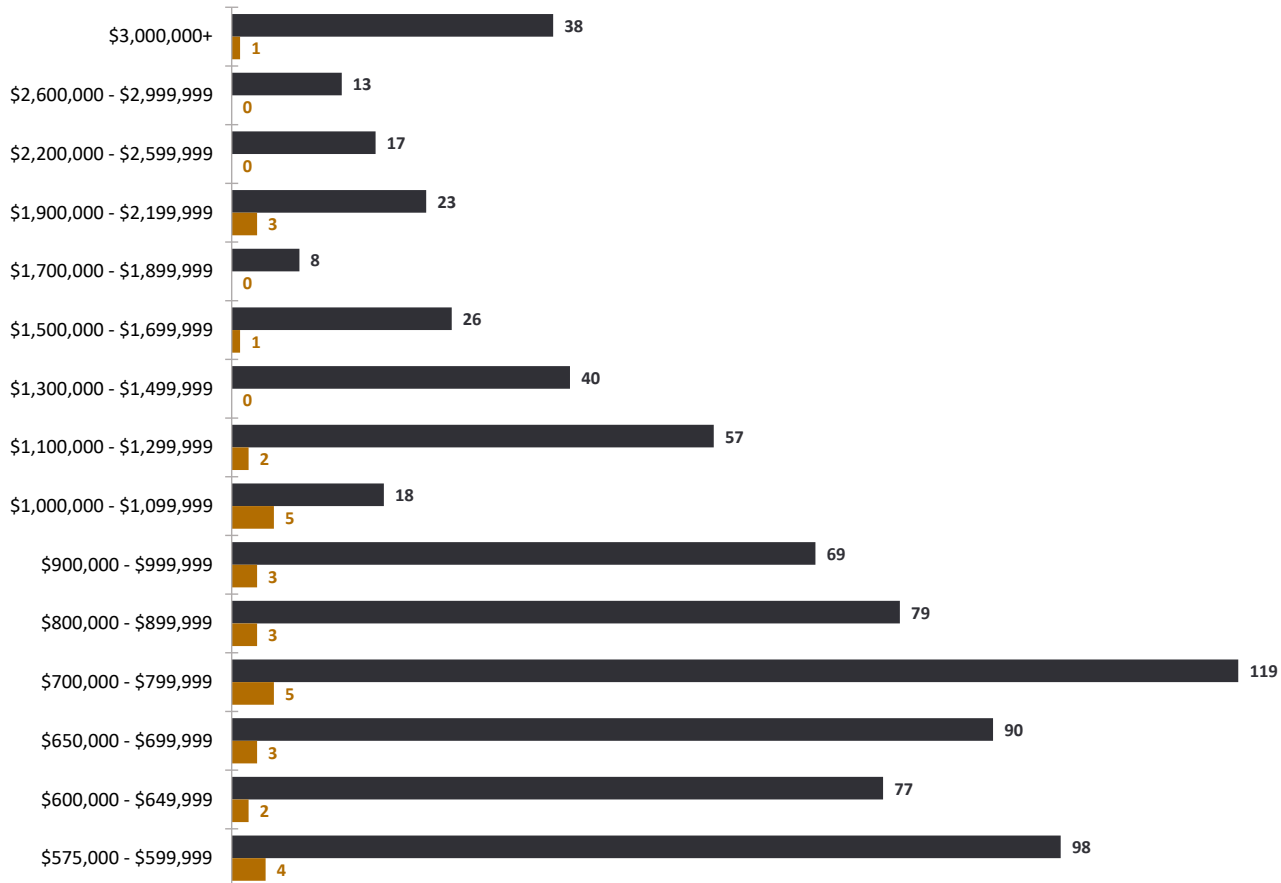
- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **93.00% of list price** in June 2025.
- The most active price band is **\$2,600,000-\$3,199,999**, where the sales ratio is **14%**.
- The median luxury sales price for single-family homes is **\$1,290,000**.
- The median days on market for June 2025 was **83** days, up from **60** in June 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 | JUNE 2025

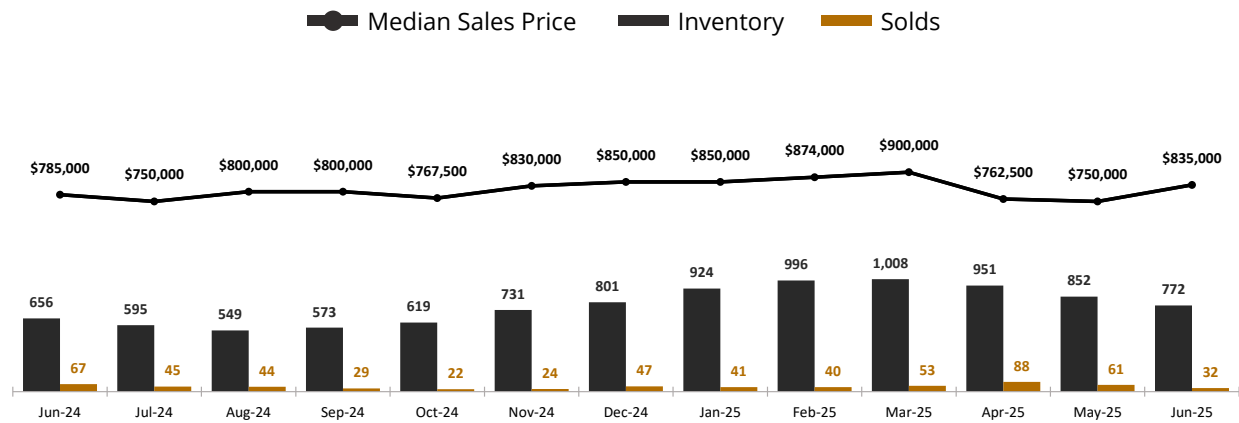
Total Inventory: 772**Total Sales: 32****Total Sales Ratio²: 4%****Buyer's Market**

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$675,000	3	2	1	60	2%
1,000 - 1,499	\$757,500	2	2	8	202	4%
1,500 - 1,999	\$590,000	2	2	3	163	2%
2,000 - 2,499	\$740,000	3	3	7	168	4%
2,500 - 2,999	\$1,050,000	3	3	9	93	10%
3,000+	\$2,182,500	3	4	4	86	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.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2024	Jun. 2025
656	772

VARIANCE: **18%**

TOTAL SOLD

Jun. 2024	Jun. 2025
67	32

VARIANCE: **-52%**

SALES PRICE

Jun. 2024	Jun. 2025
\$785k	\$835k

VARIANCE: **6%**

SALE PRICE PER SQFT.

Jun. 2024	Jun. 2025
\$406	\$427

VARIANCE: **5%**

SALE TO LIST PRICE RATIO

Jun. 2024	Jun. 2025
96.57%	95.84%

VARIANCE: **-1%**

DAYS ON MARKET

Jun. 2024	Jun. 2025
44	68

VARIANCE: **55%**

LEE COUNTY MARKET SUMMARY | JUNE 2025

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **95.84% of list price** in June 2025.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **28%**.
- The median luxury sales price for attached homes is **\$835,000**.
- The median days on market for June 2025 was **68** days, up from **44** in June 2024.

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.