INSTITUTE *for* LUXURY HOME MARKETING®
by Colibri Real Estate

AUGUST
2025

LEE COUNTY
FLORIDA

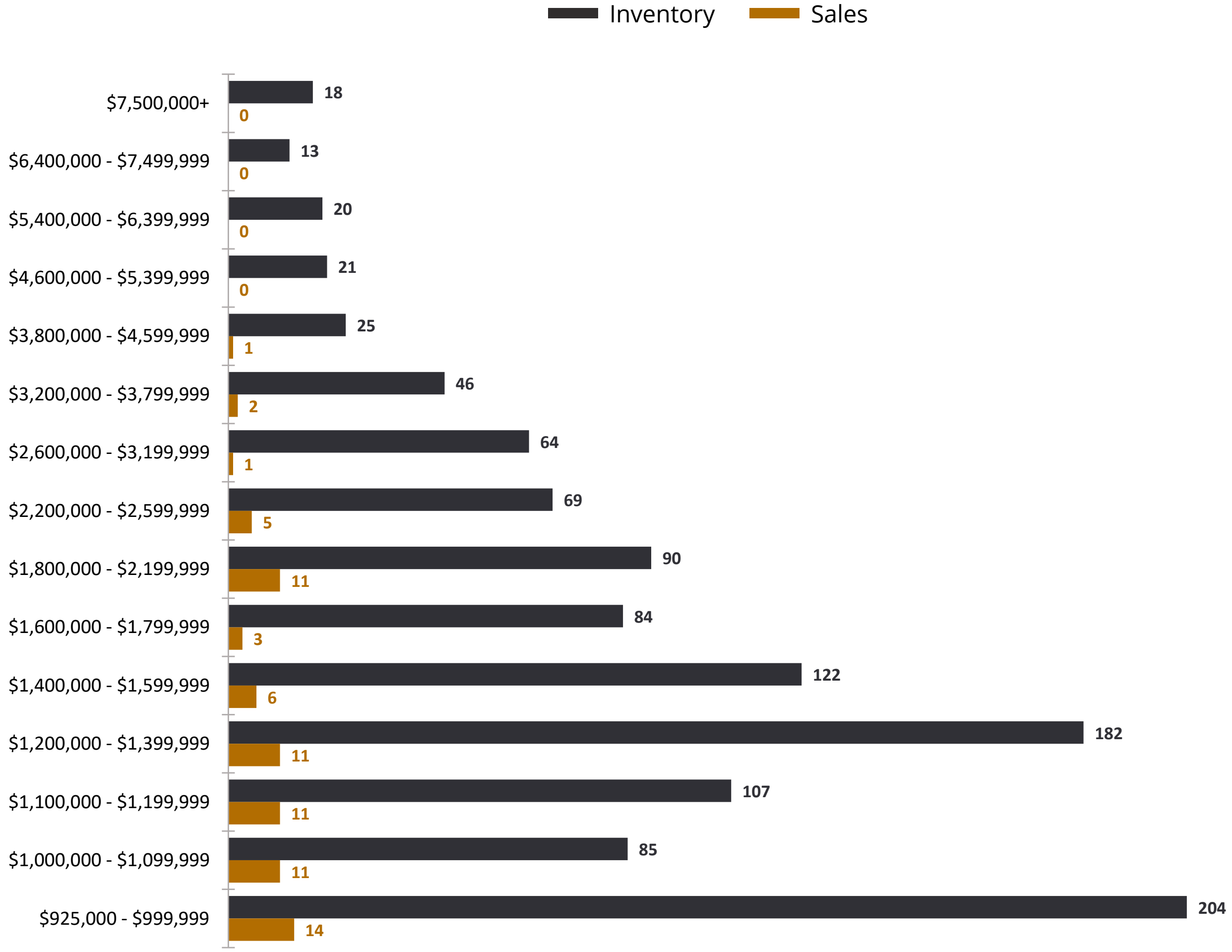
LEE COUNTY

SINGLE-FAMILY HOMES

Luxury Benchmark Price [1]*:* **$925,000**

LUXURY INVENTORY VS. SALES | JULY 2025

Total Inventory: **1,150** | *Total Sales:* **76** | *Total Sales Ratio* [2]*:* **7%** | **Buyer's Market**



Square Feet[3] -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	$950,000	3	2	**5**	**170**	**3%**
2,000 - 2,499	$1,080,000	3	3	**13**	**310**	**4%**
2,500 - 2,999	$1,242,500	3	3	**18**	**228**	**8%**
3,000 - 3,499	$1,425,000	4	4	**21**	**164**	**13%**
3,500 - 3,999	$1,399,000	4	4	**8**	**107**	**7%**
4,000+	$1,200,000	5	5	**11**	**171**	**6%**

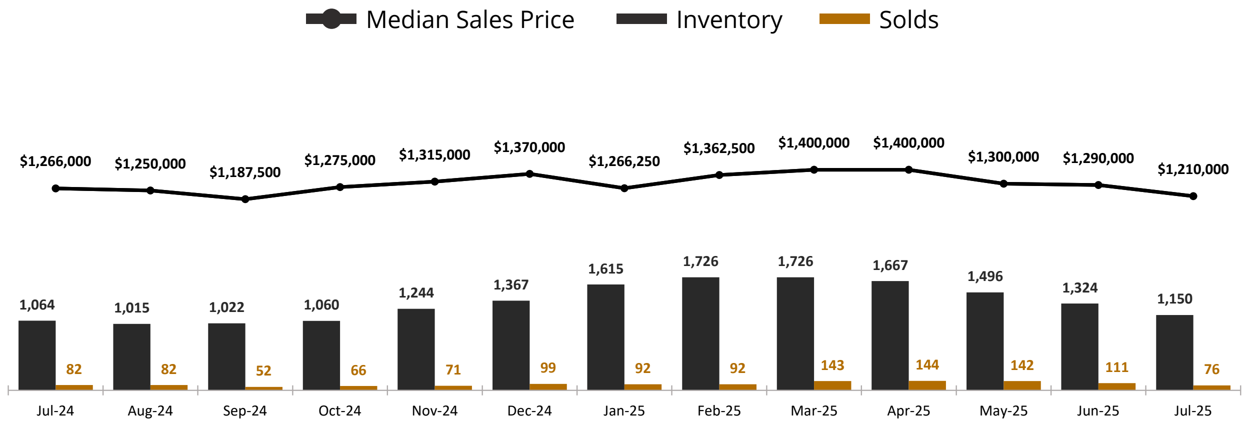
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

LEE COUNTY

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$925,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024	Jul. 2025
1,064	1,150

VARIANCE: **8%**

TOTAL SOLDS

Jul. 2024	Jul. 2025
82	76

VARIANCE: **-7%**

SALES PRICE

Jul. 2024	Jul. 2025
$1.27m	$1.21m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Jul. 2024	Jul. 2025
$476	$434

VARIANCE: **-9%**

SALE TO LIST PRICE RATIO

Jul. 2024	Jul. 2025
94.14%	92.76%

VARIANCE: **-1%**

DAYS ON MARKET

Jul. 2024	Jul. 2025
79	86

VARIANCE: **9%**

LEE COUNTY MARKET SUMMARY | JULY 2025

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **92.76% of list price** in July 2025.
- The most active price band is **$1,000,000-$1,099,999**, where the sales ratio is **13%**.
- The median luxury sales price for single-family homes is **$1,210,000**.
- The median days on market for July 2025 was **86** days, up from **79** in July 2024.

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

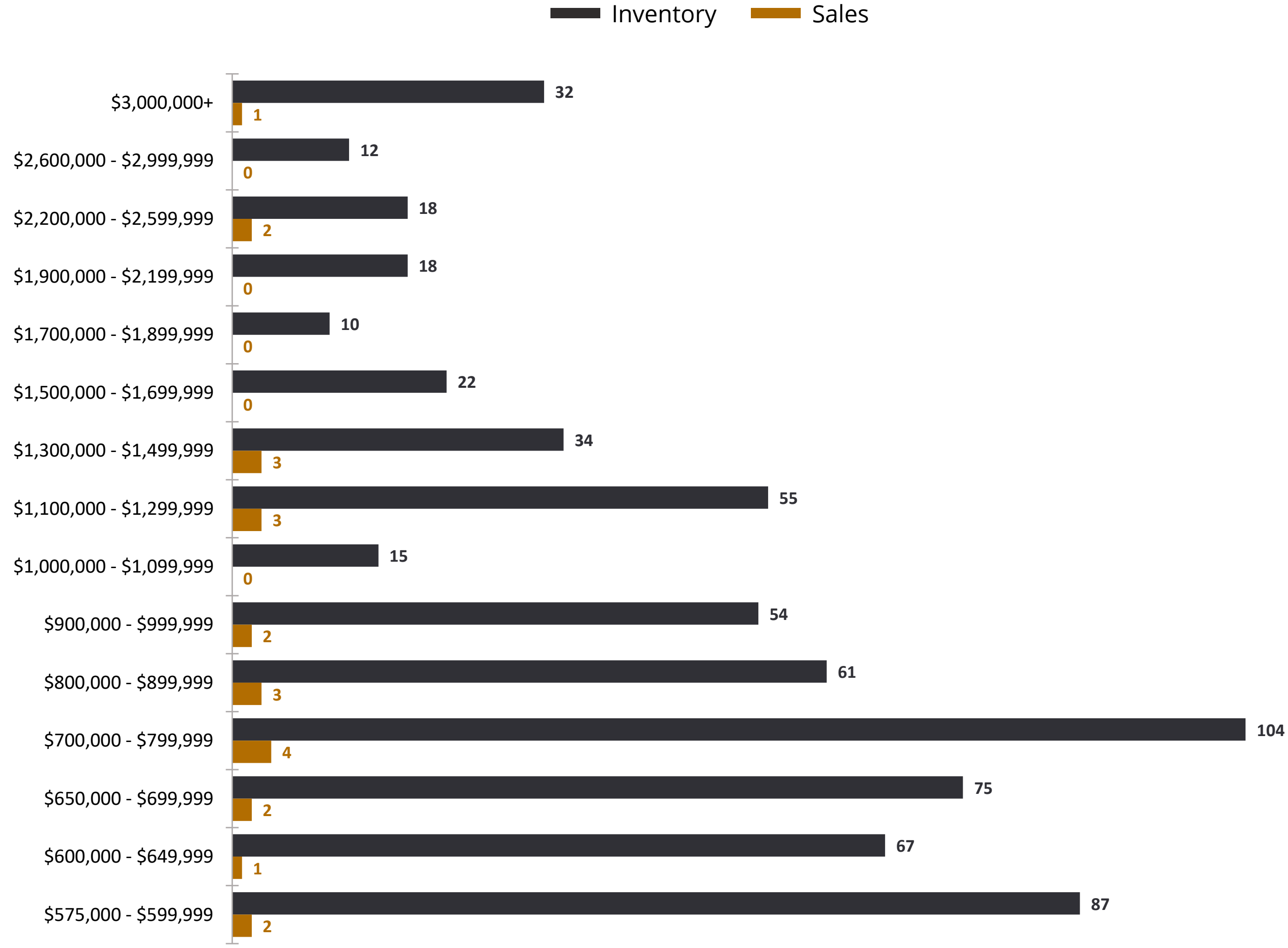
LEE COUNTY

ATTACHED HOMES

Luxury Benchmark Price[1]: **$575,000**

LUXURY INVENTORY VS. SALES | JULY 2025

Total Inventory: **664** | *Total Sales:* **23** | *Total Sales Ratio*[2]: **3%** | **Buyer's Market**



Square Feet[3] -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	$632,500	2	2	**2**	**51**	**4%**
1,000 - 1,499	$710,000	2	2	**1**	**178**	**1%**
1,500 - 1,999	$712,500	3	2	**6**	**134**	**4%**
2,000 - 2,499	$859,000	3	3	**5**	**149**	**3%**
2,500 - 2,999	$1,190,000	3	3	**5**	**80**	**6%**
3,000+	$2,225,000	3	4	**4**	**72**	**6%**

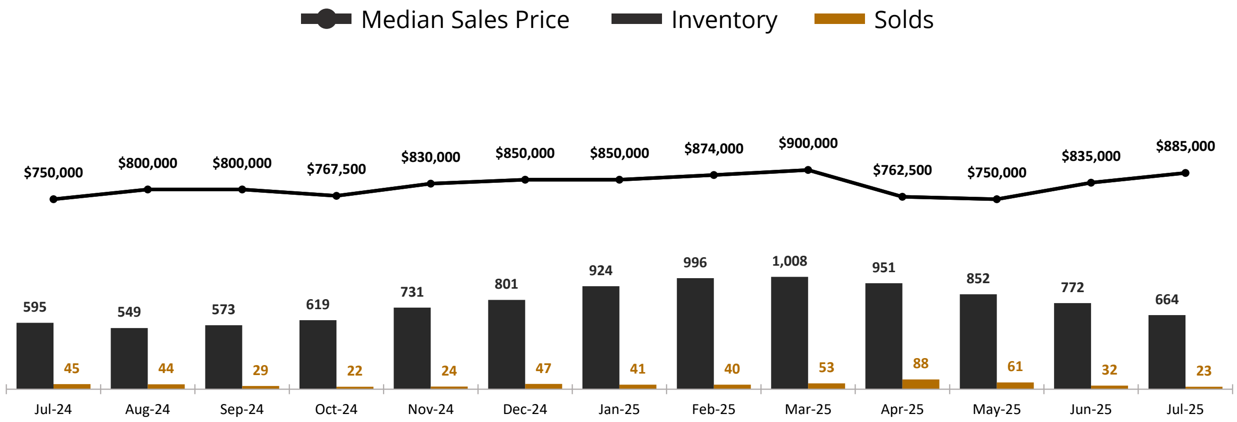
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

LEE COUNTY

ATTACHED HOMES

Luxury Benchmark Price[1]: **$575,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | JULY

	Jul. 2024	Jul. 2025	Variance
TOTAL INVENTORY	595	664	12%
TOTAL SOLDS	45	23	-49%
SALES PRICE	$750k	$885k	18%
SALE PRICE PER SQFT.	$397	$445	12%
SALE TO LIST PRICE RATIO	95.24%	92.25%	-3%
DAYS ON MARKET	80	70	-13%

LEE COUNTY MARKET SUMMARY | JULY 2025

- The attached luxury market is a **Buyer's Market** with a **3% Sales Ratio**.
- Homes sold for a median of **92.25% of list price** in July 2025.
- The most active price band is **$2,200,000-$2,599,999**, where the sales ratio is **11%**.
- The median luxury sales price for attached homes is **$885,000**.
- The median days on market for July 2025 was **70** days, down from **80** in July 2024.

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