INSTITUTE for LUXURY HOME MARKETING®

by Colibri Real Estate



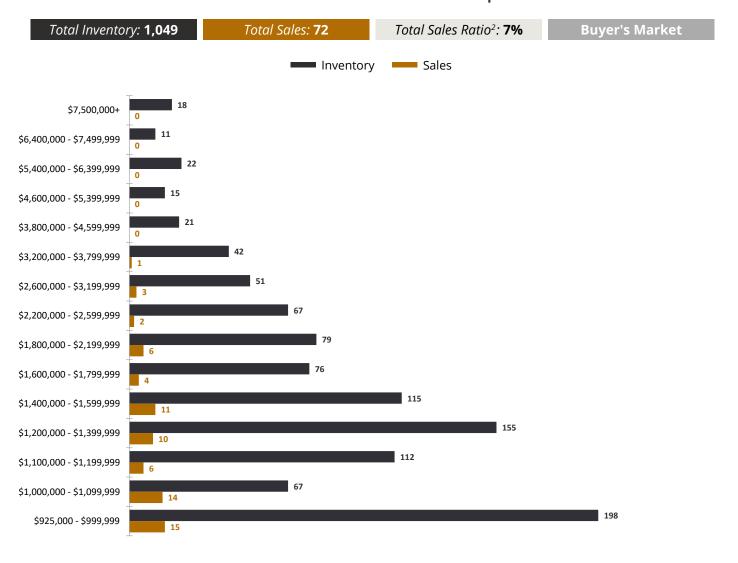


www.LuxuryHomeMarketing.com

LEE COUNTY

Luxury Benchmark Price 1: \$925,000

LUXURY INVENTORY VS. SALES | AUGUST 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	\$982,500	3	2	6	156	4%
2,000 - 2,499	\$1,105,000	3	3	10	273	4%
2,500 - 2,999	\$1,080,000	3	3	23	212	11%
3,000 - 3,499	\$1,200,000	4	4	13	147	9%
3,500 - 3,999	\$1,458,000	4	4	9	96	9%
4,000+	\$1,653,350	5	5	11	165	7%

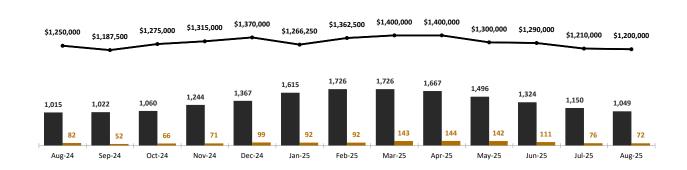
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

LEE COUNTY

Luxury Benchmark Price 1: \$925,000

13-MONTH LUXURY MARKET TREND⁴





MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024 Aug. 2025

1,015 1,049

VARIANCE: **3**%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025

\$487 \$426

VARIANCE: -13%

TOTAL SOLDS

Aug. 2024 Aug. 2025

82 72

VARIANCE: -12%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

94.14% 92.71%

VARIANCE: -2%

SALES PRICE

Aug. 2024 Aug. 2025

\$1.25m \$1.20m

VARIANCE: -4%

DAYS ON MARKET

Aug. 2024 Aug. 2025

74 70

VARIANCE: -5%

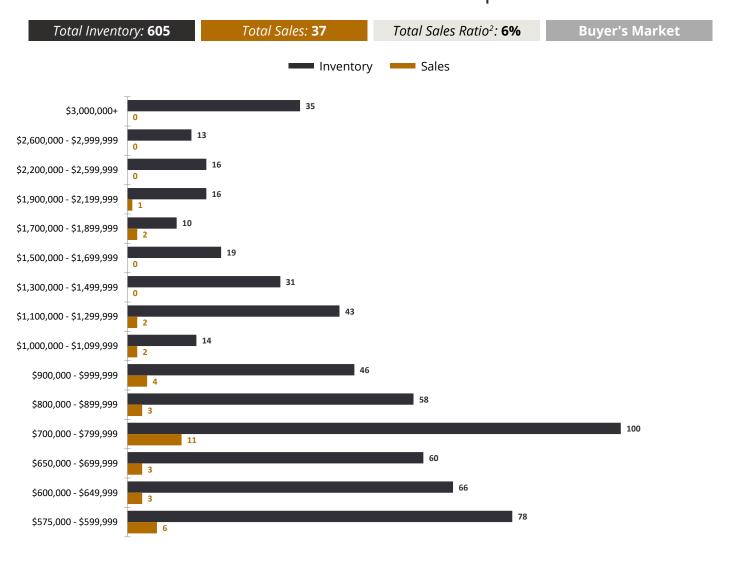
LEE COUNTY MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **92.71% of list price** in August 2025.
- The most active price band is \$1,000,000-\$1,099,999, where the sales ratio is 21%.
- The median luxury sales price for single-family homes is \$1,200,000.
- The median days on market for August 2025 was 70 days, down from 74 in August 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 | AUGUST 2025



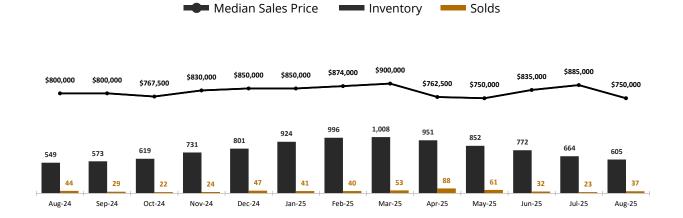
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$740,000	2	2	3	45	7%
1,000 - 1,499	\$735,000	2	2	5	155	3%
1,500 - 1,999	\$640,000	3	2	7	123	6%
2,000 - 2,499	\$720,000	3	2	9	141	6%
2,500 - 2,999	\$783,700	3	3	9	70	13%
3,000+	\$987,000	4	4	4	71	6%

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 | AUGUST

TOTAL INVENTORY TOTAL SOLDS SALES PRICE Aug. 2024 Aug. 2024 Aug. 2025 Aug. 2024 Aug. 2025 Aug. 2025 \$750k 549 605 44 37 \$800k VARIANCE: -16% VARIANCE: 10% VARIANCE: -6% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET Aug. 2024 Aug. 2024 Aug. 2024 Aug. 2025 Aug. 2025 Aug. 2025 \$395 \$397 95.24% 94.70% 95 93 VARIANCE: 1% VARIANCE: -2% VARIANCE: -1%

LEE COUNTY MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **94.70% of list price** in August 2025.
- The most active price band is \$1,700,000-\$1,899,999, where the sales ratio is 20%.
- The median luxury sales price for attached homes is \$750,000.
- The median days on market for August 2025 was 93 days, down from 95 in August 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.