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

OCTOBER
2025

LEE COUNTY
FLORIDA

www.LuxuryHomeMarketing.com

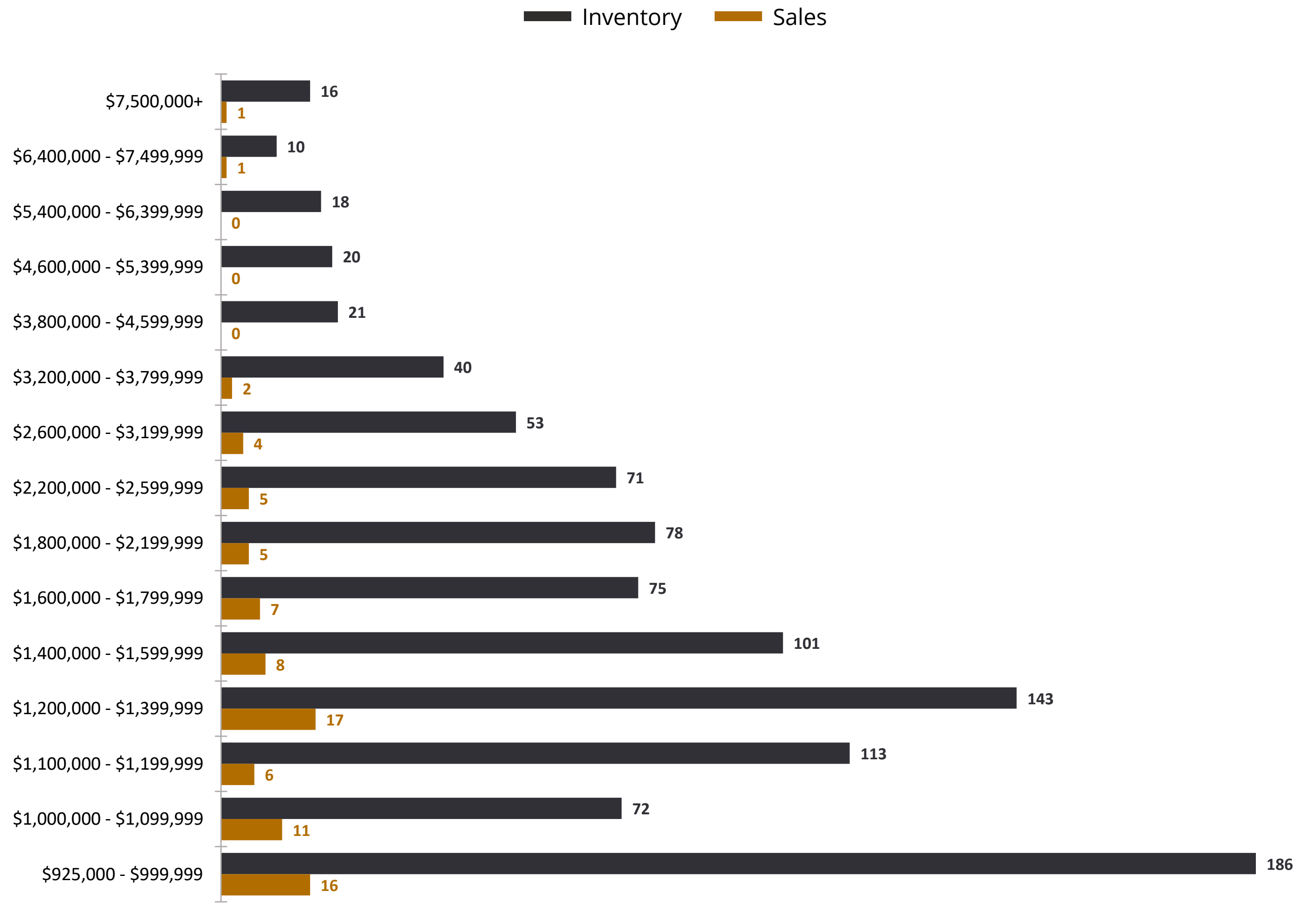
LEE COUNTY

SINGLE-FAMILY HOMES

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2025

Total Inventory: **1,017** | *Total Sales:* **83** | *Total Sales Ratio*[2]: **8%** | **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	$1,067,500	3	2	**8**	**139**	**6%**
2,000 - 2,499	$1,050,000	3	3	**15**	**270**	**6%**
2,500 - 2,999	$1,175,000	3	3	**17**	**205**	**8%**
3,000 - 3,499	$1,582,500	4	4	**16**	**147**	**11%**
3,500 - 3,999	$1,565,000	4	4	**15**	**92**	**16%**
4,000+	$2,200,000	5	6	**12**	**164**	**7%**

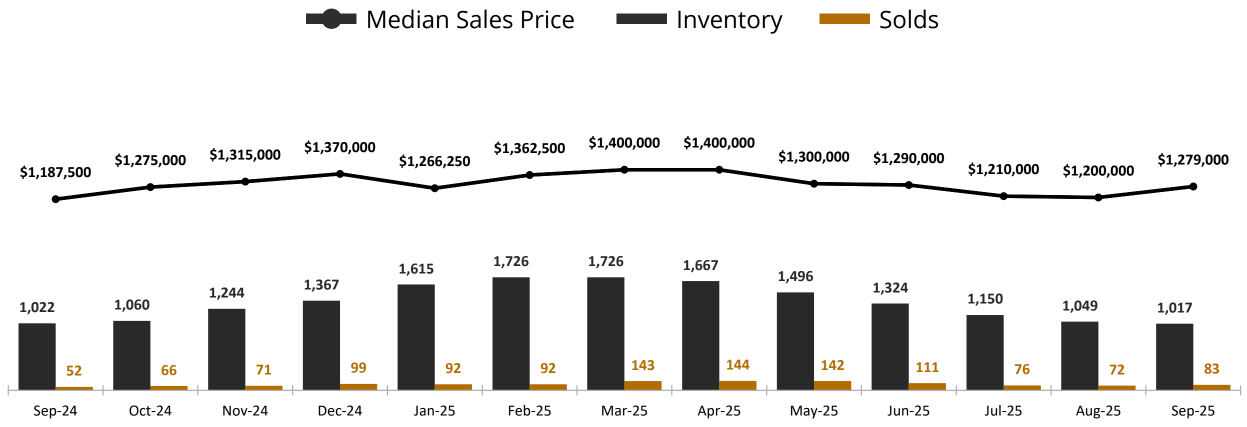
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

LEE COUNTY

SINGLE-FAMILY HOMES

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

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2024	Sept. 2025
1,022	1,017

VARIANCE: **0%**

TOTAL SOLDS

Sept. 2024	Sept. 2025
52	83

VARIANCE: **60%**

SALES PRICE

Sept. 2024	Sept. 2025
$1.19m	$1.28m

VARIANCE: **8%**

SALE PRICE PER SQFT.

Sept. 2024	Sept. 2025
$469	$454

VARIANCE: **-3%**

SALE TO LIST PRICE RATIO

Sept. 2024	Sept. 2025
93.65%	94.29%

VARIANCE: **1%**

DAYS ON MARKET

Sept. 2024	Sept. 2025
68	78

VARIANCE: **15%**

LEE COUNTY MARKET SUMMARY | SEPTEMBER 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 September 2025.
- The most active price band is **$1,000,000-$1,099,999**, where the sales ratio is **15%**.
- The median luxury sales price for single-family homes is **$1,279,000**.
- The median days on market for September 2025 was **78** days, up from **68** in September 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.

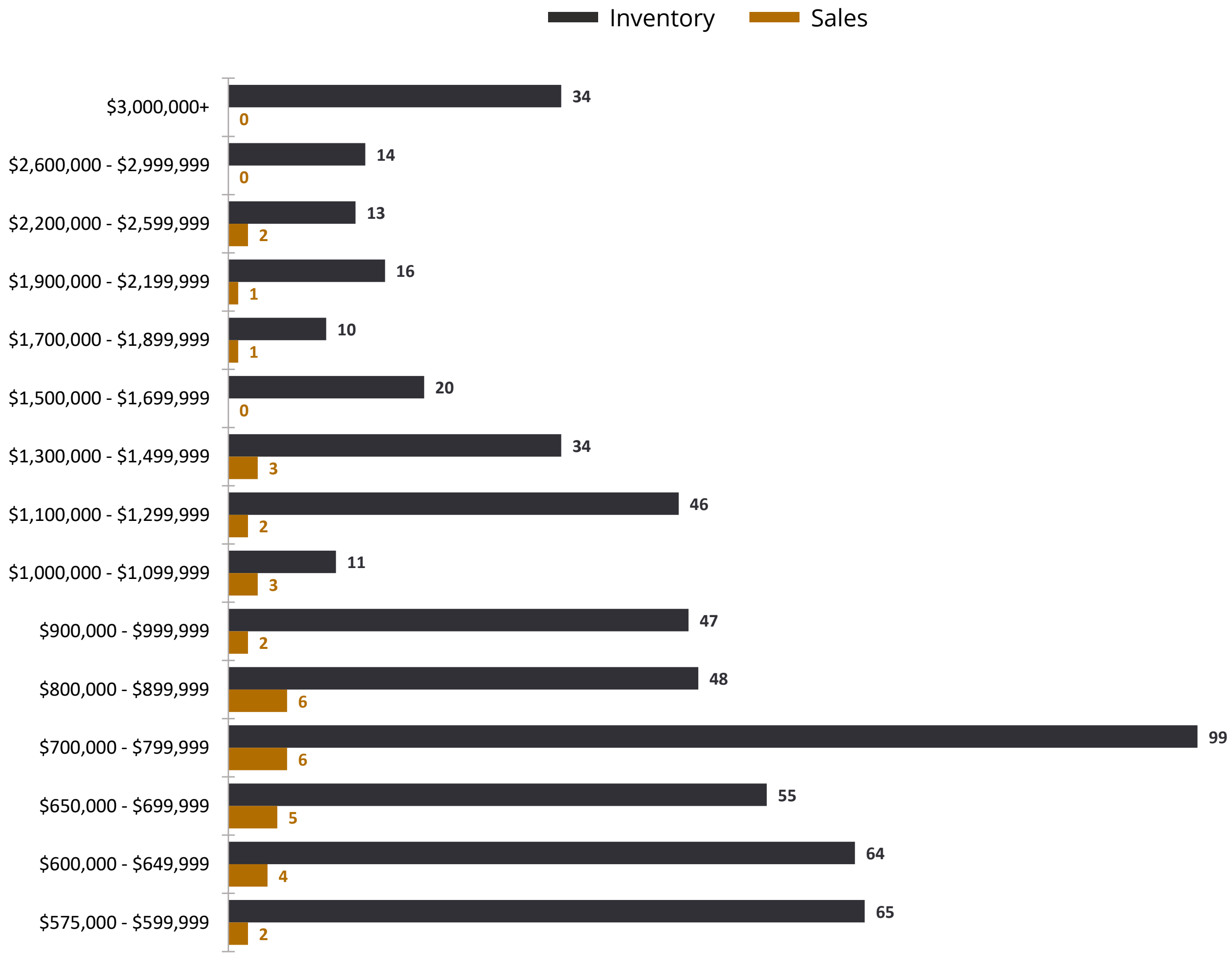
LEE COUNTY

ATTACHED HOMES

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2025

Total Inventory: **576** | *Total Sales:* **37** | *Total Sales Ratio*[2]*:* **6%** | **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	NA	NA	NA	**0**	**38**	**0%**
1,000 - 1,499	$800,000	2	2	**7**	**138**	**5%**
1,500 - 1,999	$614,500	3	2	**7**	**114**	**6%**
2,000 - 2,499	$742,500	3	3	**6**	**135**	**4%**
2,500 - 2,999	$775,000	3	3	**10**	**82**	**12%**
3,000+	$1,725,000	3	4	**7**	**69**	**10%**

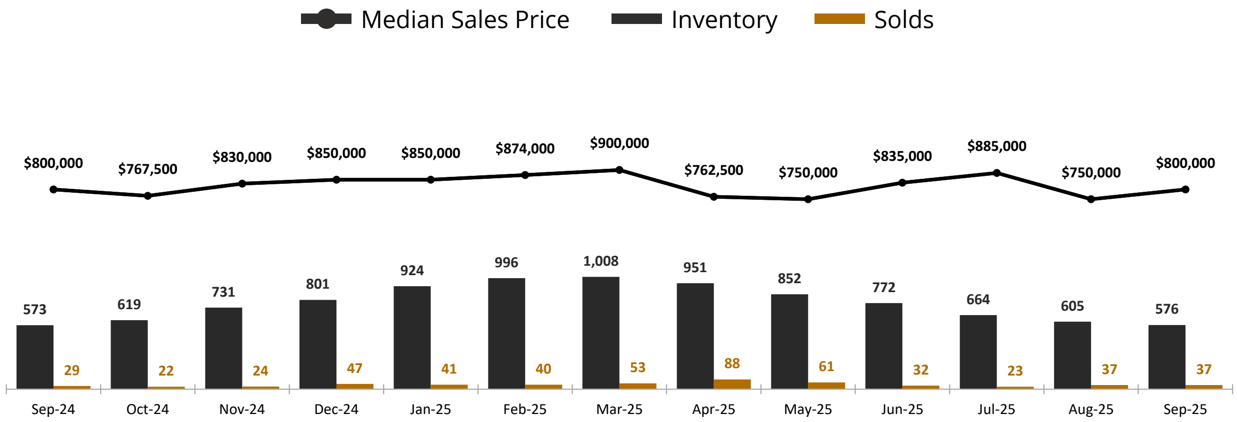
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

LEE COUNTY

ATTACHED HOMES

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

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2024	Sept. 2025
573	576

VARIANCE: **1%**

TOTAL SOLDS

Sept. 2024	Sept. 2025
29	37

VARIANCE: **28%**

SALES PRICE

Sept. 2024	Sept. 2025
$800k	$800k

VARIANCE: **0%**

SALE PRICE PER SQFT.

Sept. 2024	Sept. 2025
$388	$386

VARIANCE: **-1%**

SALE TO LIST PRICE RATIO

Sept. 2024	Sept. 2025
94.59%	92.50%

VARIANCE: **-2%**

DAYS ON MARKET

Sept. 2024	Sept. 2025
94	116

VARIANCE: **23%**

LEE COUNTY MARKET SUMMARY | SEPTEMBER 2025

- The attached luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **92.50% of list price** in September 2025.
- The most active price band is **$1,000,000-$1,099,999**, where the sales ratio is **27%**.
- The median luxury sales price for attached homes is **$800,000**.
- The median days on market for September 2025 was **116** days, up from **94** in September 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.