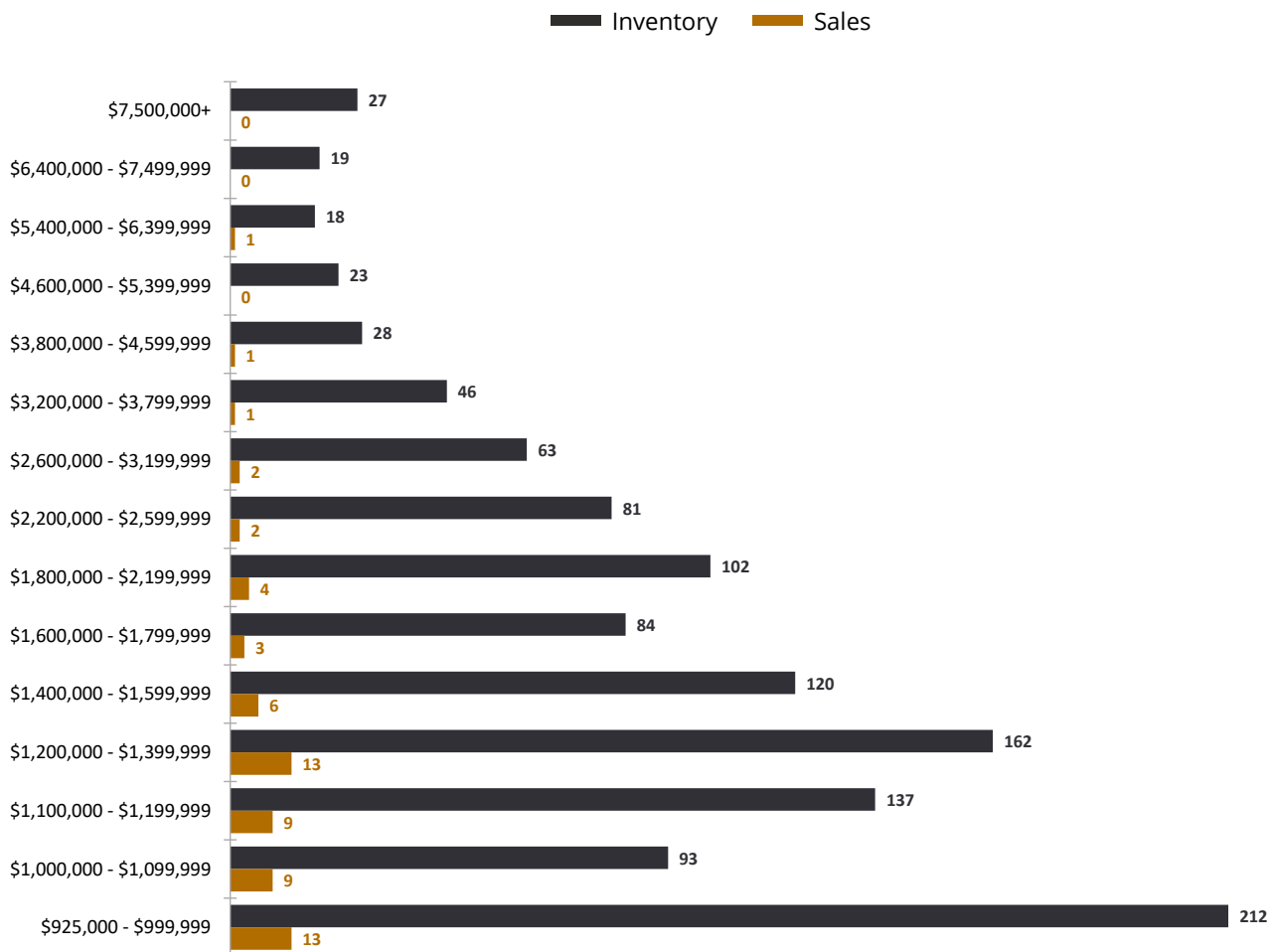




LEE COUNTY
FLORIDA

LUXURY INVENTORY VS. SALES | NOVEMBER 2025

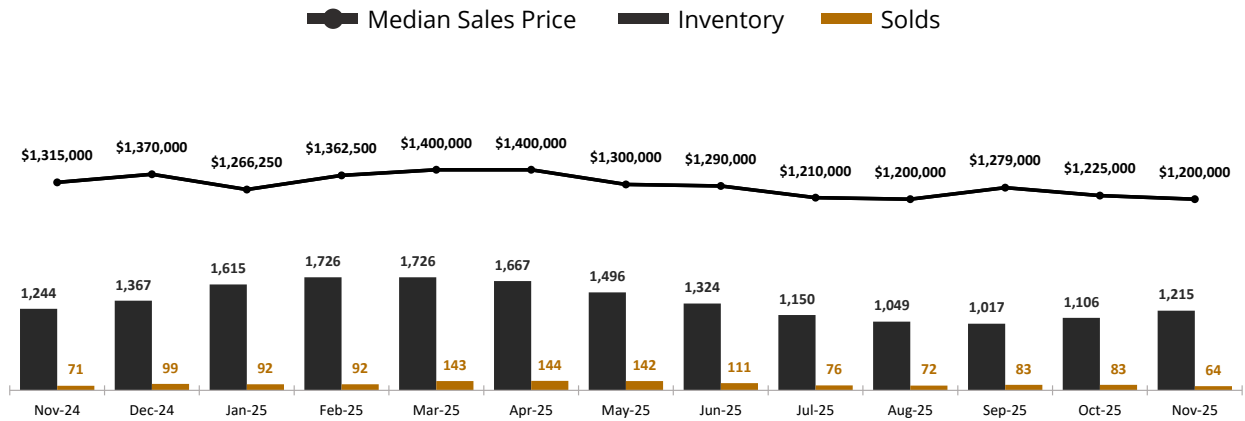
Total Inventory: 1,215 **Total Sales: 64** **Total Sales Ratio²: 5%** **Buyer's Market**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,149,250	3	2	4	171	2%
2,000 - 2,499	\$1,060,000	4	3	13	304	4%
2,500 - 2,999	\$1,250,000	4	3	19	260	7%
3,000 - 3,499	\$1,112,500	4	4	10	162	6%
3,500 - 3,999	\$1,306,250	4	4	10	114	9%
4,000+	\$2,600,000	5	5	8	204	4%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2024: 1,244
Nov. 2025: 1,215

VARIANCE: **-2%**

TOTAL SOLDS

Nov. 2024: 71
Nov. 2025: 64

VARIANCE: **-10%**

SALES PRICE

Nov. 2024: \$1.32m
Nov. 2025: \$1.20m

VARIANCE: **-9%**

SALE PRICE PER SQFT.

Nov. 2024: \$503
Nov. 2025: \$448

VARIANCE: **-11%**

SALE TO LIST PRICE RATIO

Nov. 2024: 93.93%
Nov. 2025: 94.50%

VARIANCE: **1%**

DAYS ON MARKET

Nov. 2024: 37
Nov. 2025: 58

VARIANCE: **57%**

LEE COUNTY MARKET SUMMARY | NOVEMBER 2025

- The single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **94.50% of list price** in November 2025.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **10%**.
- The median luxury sales price for single-family homes is **\$1,200,000**.
- The median days on market for November 2025 was **58** days, up from **37** in November 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.

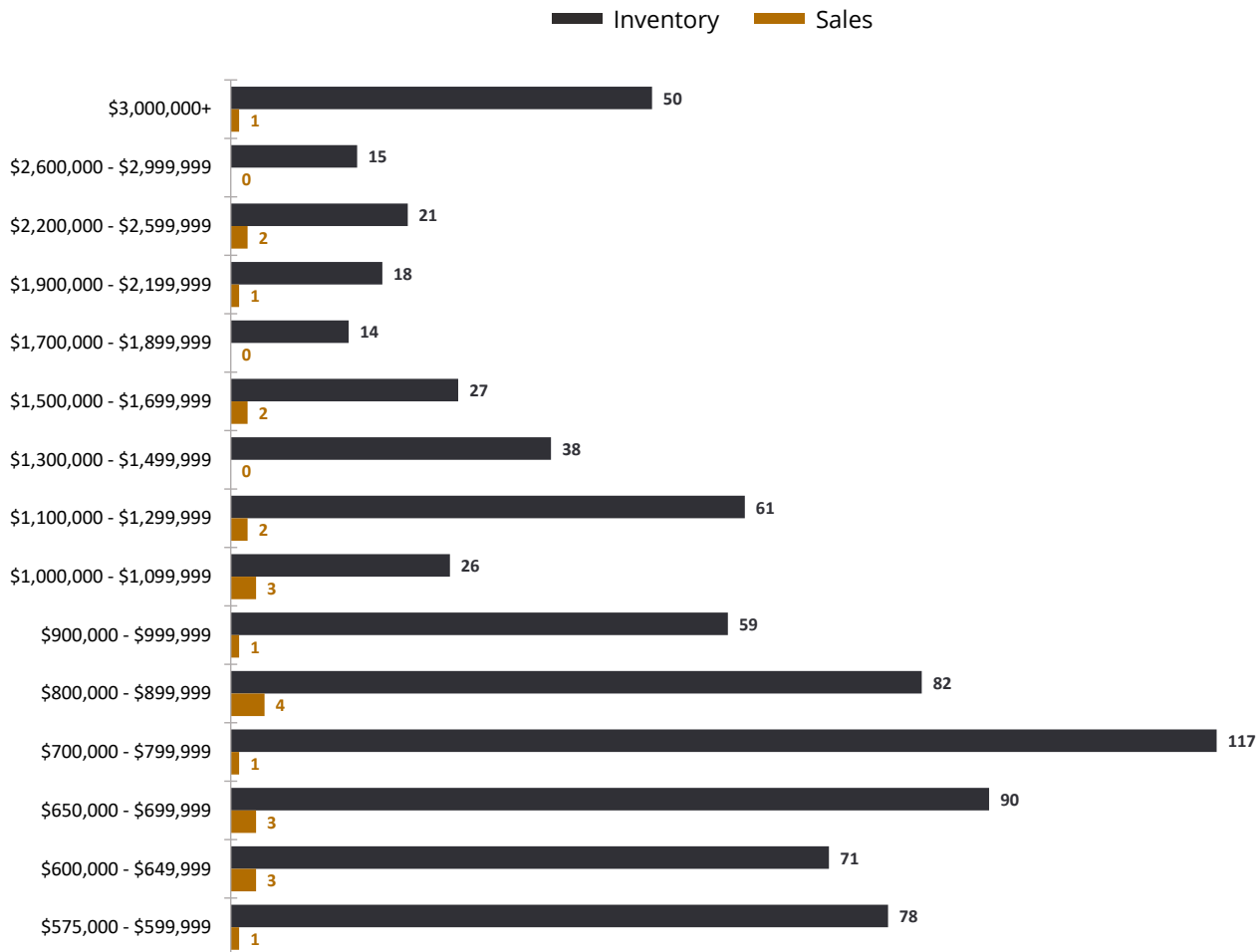
LUXURY INVENTORY VS. SALES | NOVEMBER 2025

Total Inventory: **767**

Total Sales: **24**

Total Sales Ratio²: **3%**

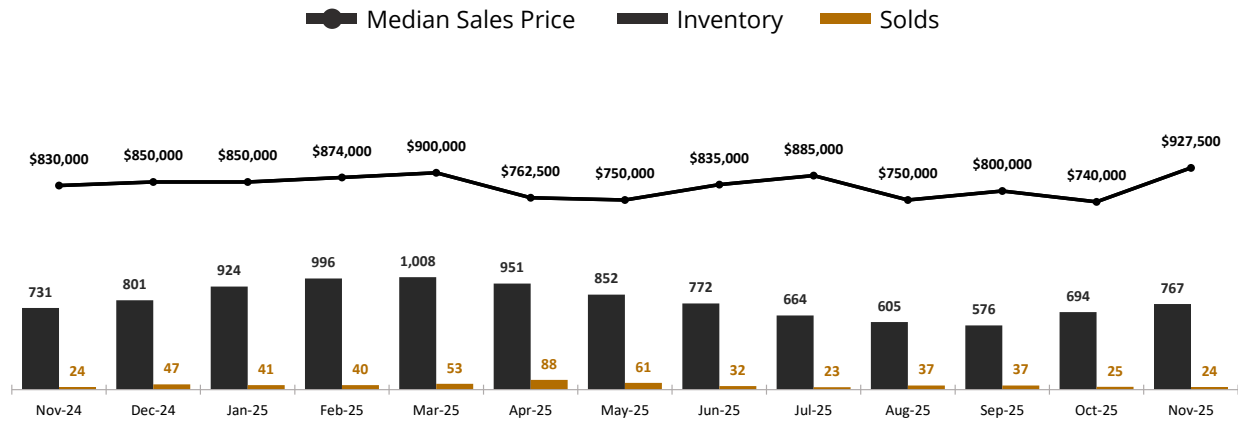
Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$665,000	2	2	1	37	3%
1,000 - 1,499	\$854,375	2	2	4	178	2%
1,500 - 1,999	\$765,000	3	2	6	149	4%
2,000 - 2,499	\$955,000	3	4	4	179	2%
2,500 - 2,999	\$925,000	3	3	4	124	3%
3,000+	\$1,677,844	3	4	5	100	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 | NOVEMBER

TOTAL INVENTORY

Nov. 2024: 731
Nov. 2025: 767

VARIANCE: **5%**

TOTAL SOLDS

Nov. 2024: 24
Nov. 2025: 24

VARIANCE: **0%**

SALES PRICE

Nov. 2024: \$830k
Nov. 2025: \$928k

VARIANCE: **12%**

SALE PRICE PER SQFT.

Nov. 2024: \$454
Nov. 2025: \$577

VARIANCE: **27%**

SALE TO LIST PRICE RATIO

Nov. 2024: 96.25%
Nov. 2025: 95.81%

VARIANCE: **0%**

DAYS ON MARKET

Nov. 2024: 55
Nov. 2025: 30

VARIANCE: **-45%**

LEE COUNTY MARKET SUMMARY | NOVEMBER 2025

- The attached luxury market is a **Buyer's Market** with a **3% Sales Ratio**.
- Homes sold for a median of **95.81% of list price** in November 2025.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **12%**.
- The median luxury sales price for attached homes is **\$927,500**.
- The median days on market for November 2025 was **30** days, down from **55** in November 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.