



CHARLOTTE COUNTY  
FLORIDA

# CHARLOTTE COUNTY

SINGLE-FAMILY HOMES

Luxury Benchmark Price<sup>1</sup>: **\$750,000**

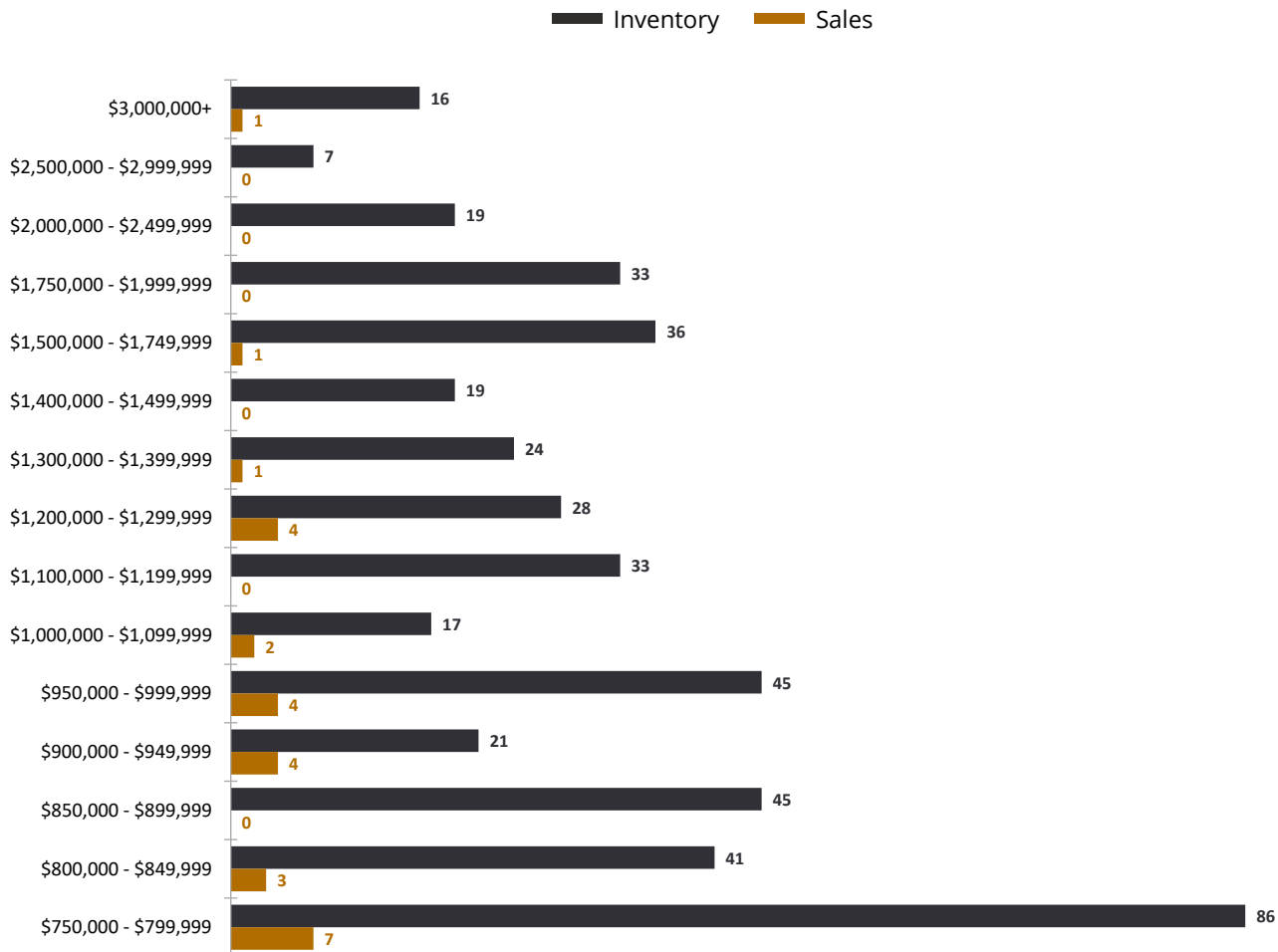
## LUXURY INVENTORY VS. SALES | DECEMBER 2025

Total Inventory: **470**

Total Sales: **27**

Total Sales Ratio<sup>2</sup>: **6%**

Buyer's Market



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$920,000	3	3	23	369	6%
3,000 - 3,999	\$947,500	4	5	4	70	6%
4,000 - 4,999	NA	NA	NA	0	20	0%
5,000 - 5,999	NA	NA	NA	0	6	0%
6,000 - 6,999	NA	NA	NA	0	3	0%
7,000+	NA	NA	NA	0	2	0%

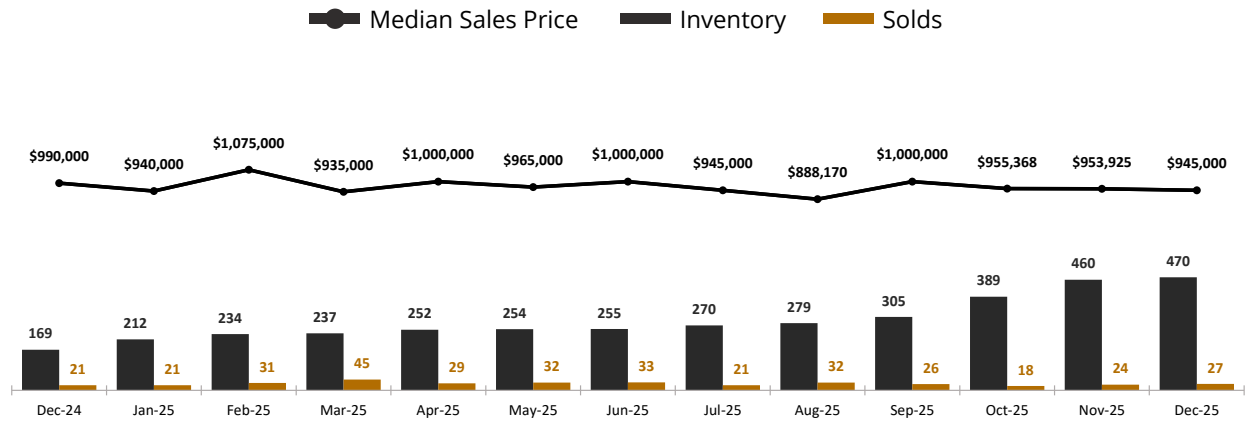
<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

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## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA REVIEW | DECEMBER

### TOTAL INVENTORY

Dec. 2024: 169  
Dec. 2025: 470

VARIANCE: **178%**

### TOTAL SOLDS

Dec. 2024: 21  
Dec. 2025: 27

VARIANCE: **29%**

### SALES PRICE

Dec. 2024: \$990k  
Dec. 2025: \$945k

VARIANCE: **-5%**

### SALE PRICE PER SQFT.

Dec. 2024: \$369  
Dec. 2025: \$357

VARIANCE: **-3%**

### SALE TO LIST PRICE RATIO

Dec. 2024: 95.35%  
Dec. 2025: 95.54%

VARIANCE: **0%**

### DAYS ON MARKET

Dec. 2024: 56  
Dec. 2025: 108

VARIANCE: **93%**

## CHARLOTTE COUNTY MARKET SUMMARY | DECEMBER 2025

- The single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **95.54% of list price** in December 2025.
- The most active price band is **\$900,000-\$949,999**, where the sales ratio is **19%**.
- The median luxury sales price for single-family homes is **\$945,000**.
- The median days on market for December 2025 was **108** days, up from **56** in December 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.