



CHARLOTTE COUNTY  
FLORIDA

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SINGLE-FAMILY HOMES

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

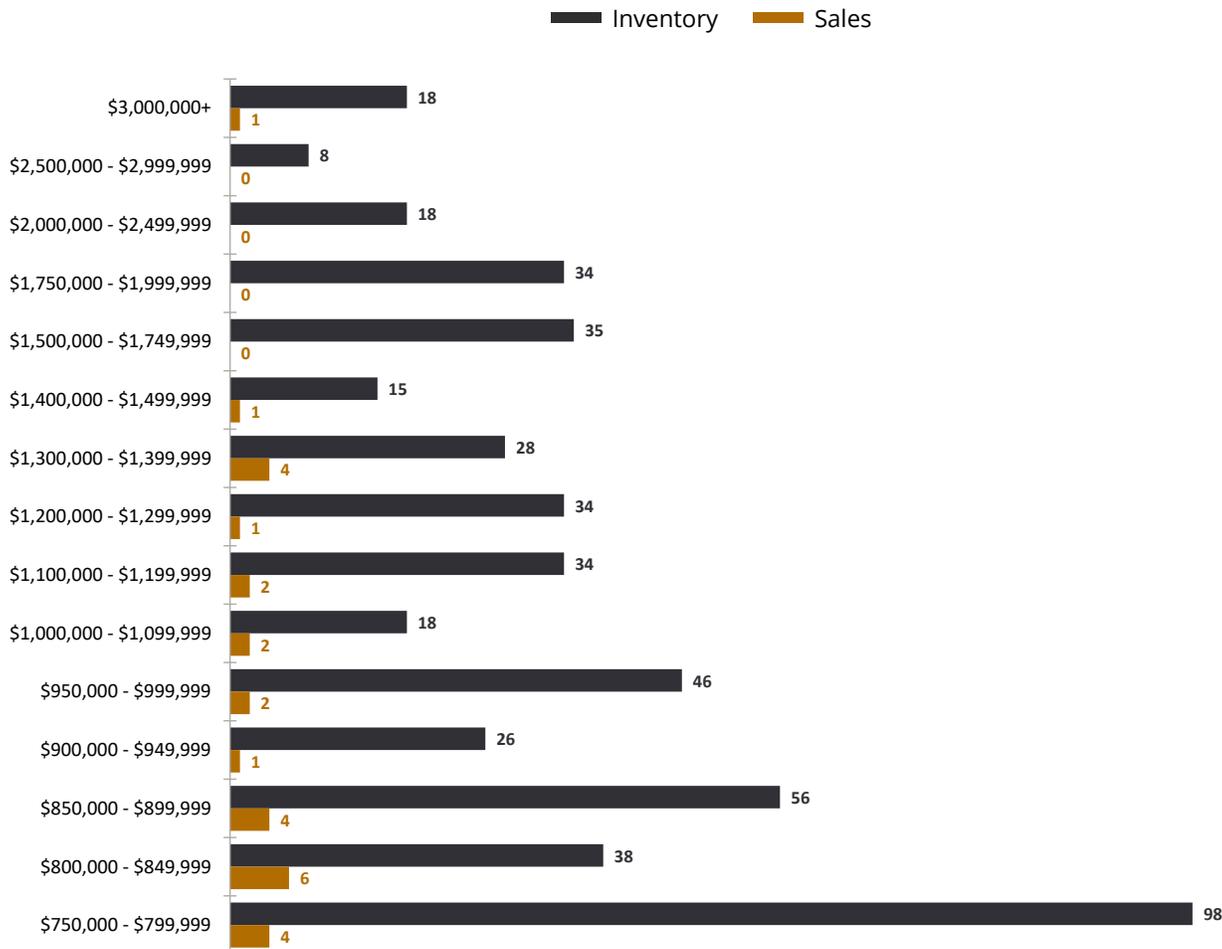
## LUXURY INVENTORY VS. SALES | JANUARY 2026

Total Inventory: **506**

Total Sales: **28**

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

Buyer's Market



| Square Feet <sup>3</sup><br>-Range- | Price<br>-Median Sold- | Beds<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|-------------------------------------|------------------------|-----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 - 2,999                           | \$874,750              | 3                     | 3                      | 26              | 397                  | 7%                              |
| 3,000 - 3,999                       | \$3,212,500            | 3                     | 4                      | 2               | 73                   | 3%                              |
| 4,000 - 4,999                       | NA                     | NA                    | NA                     | 0               | 26                   | 0%                              |
| 5,000 - 5,999                       | NA                     | NA                    | NA                     | 0               | 5                    | 0%                              |
| 6,000 - 6,999                       | NA                     | NA                    | NA                     | 0               | 3                    | 0%                              |
| 7,000+                              | NA                     | NA                    | NA                     | 0               | 2                    | 0%                              |

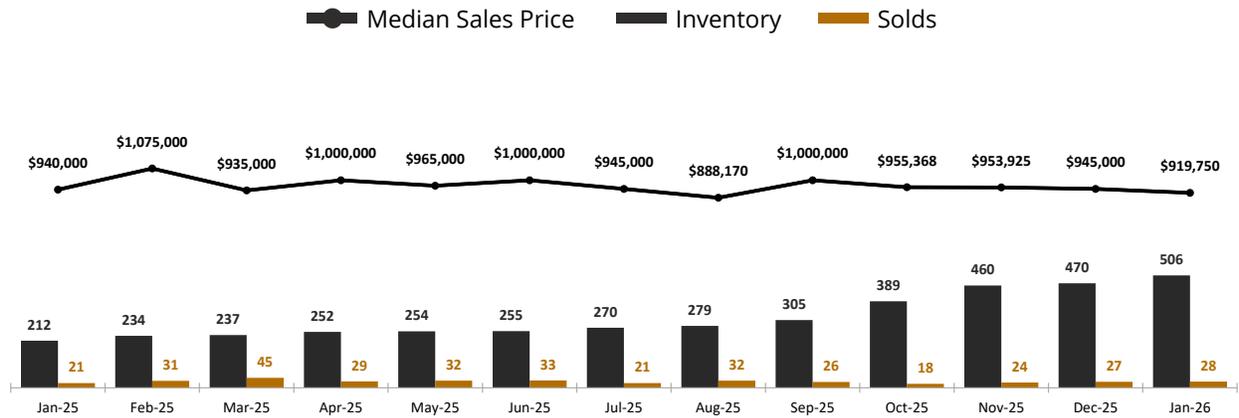
<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

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



## MEDIAN DATA REVIEW | JANUARY

### TOTAL INVENTORY

Jan. 2025: 212  
Jan. 2026: 506

VARIANCE: **139%**

### TOTAL SOLDS

Jan. 2025: 21  
Jan. 2026: 28

VARIANCE: **33%**

### SALES PRICE

Jan. 2025: \$940k  
Jan. 2026: \$920k

VARIANCE: **-2%**

### SALE PRICE PER SQFT.

Jan. 2025: \$416  
Jan. 2026: \$409

VARIANCE: **-2%**

### SALE TO LIST PRICE RATIO

Jan. 2025: 94.92%  
Jan. 2026: 95.46%

VARIANCE: **1%**

### DAYS ON MARKET

Jan. 2025: 54  
Jan. 2026: 56

VARIANCE: **4%**

## CHARLOTTE COUNTY MARKET SUMMARY | JANUARY 2026

- The single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **95.46% of list price** in January 2026.
- The most active price band is **\$800,000-\$849,999**, where the sales ratio is **16%**.
- The median luxury sales price for single-family homes is **\$919,750**.
- The median days on market for January 2026 was **56** days, up from **54** in January 2025.

<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.