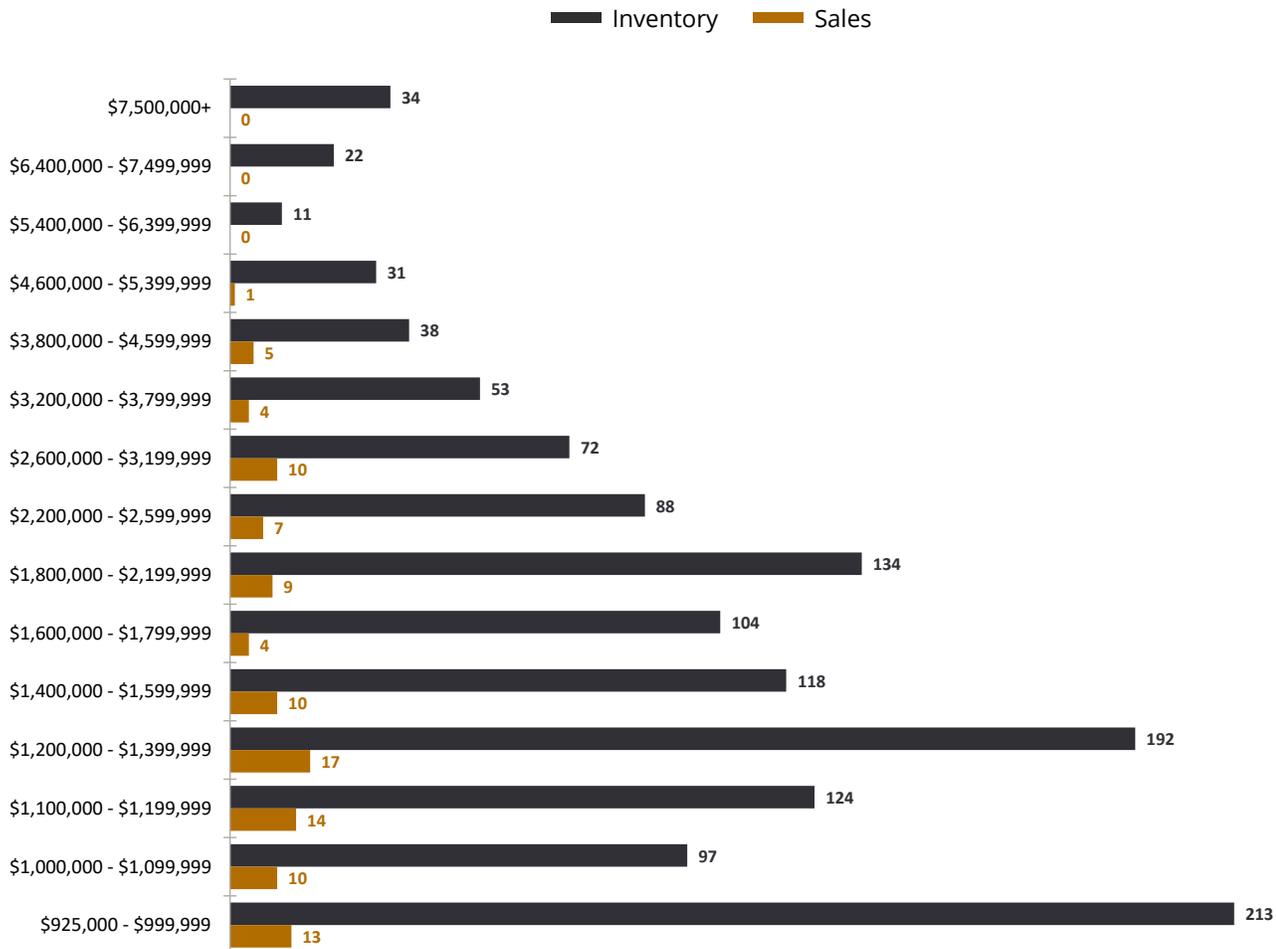




LEE COUNTY
FLORIDA

LUXURY INVENTORY VS. SALES | JANUARY 2026

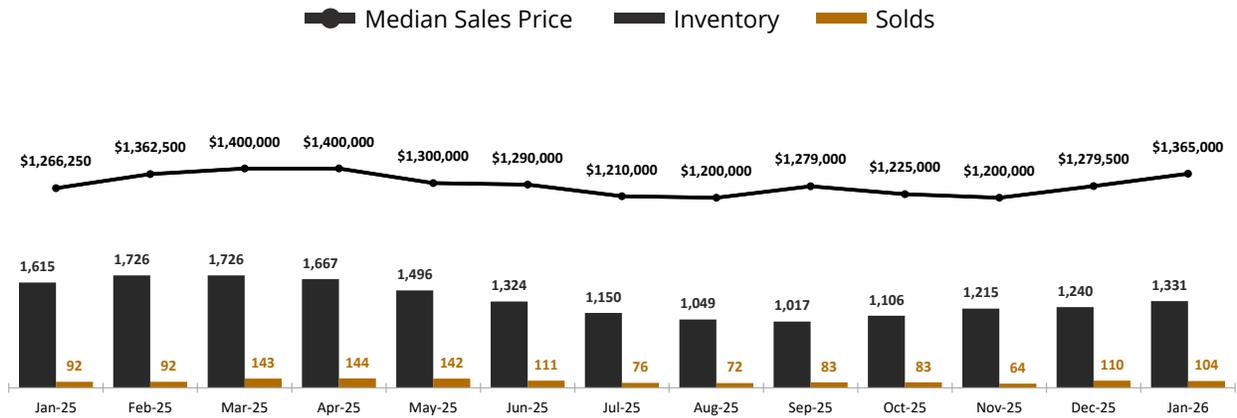
Total Inventory: 1,331 **Total Sales: 104** **Total Sales Ratio²: 8%** **Buyer's Market**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,225,000	3	3	7	181	4%
2,000 - 2,499	\$1,125,000	3	3	16	312	5%
2,500 - 2,999	\$1,170,000	3	3	27	280	10%
3,000 - 3,499	\$2,125,000	4	4	20	197	10%
3,500 - 3,999	\$2,175,000	4	4	12	129	9%
4,000+	\$2,825,000	4	5	22	232	9%

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 | JANUARY

TOTAL INVENTORY

Jan. 2025 Jan. 2026
1,615 **1,331**

VARIANCE: **-18%**

TOTAL SOLDS

Jan. 2025 Jan. 2026
92 **104**

VARIANCE: **13%**

SALES PRICE

Jan. 2025 Jan. 2026
\$1.27m **\$1.37m**

VARIANCE: **8%**

SALE PRICE PER SQFT.

Jan. 2025 Jan. 2026
\$467 **\$505**

VARIANCE: **8%**

SALE TO LIST PRICE RATIO

Jan. 2025 Jan. 2026
94.56% **94.16%**

VARIANCE: **0%**

DAYS ON MARKET

Jan. 2025 Jan. 2026
38 **47**

VARIANCE: **24%**

LEE COUNTY MARKET SUMMARY | JANUARY 2026

- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **94.16% of list price** in January 2026.
- The most active price band is **\$2,600,000-\$3,199,999**, where the sales ratio is **14%**.
- The median luxury sales price for single-family homes is **\$1,365,000**.
- The median days on market for January 2026 was **47** days, up from **38** in January 2025.

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.

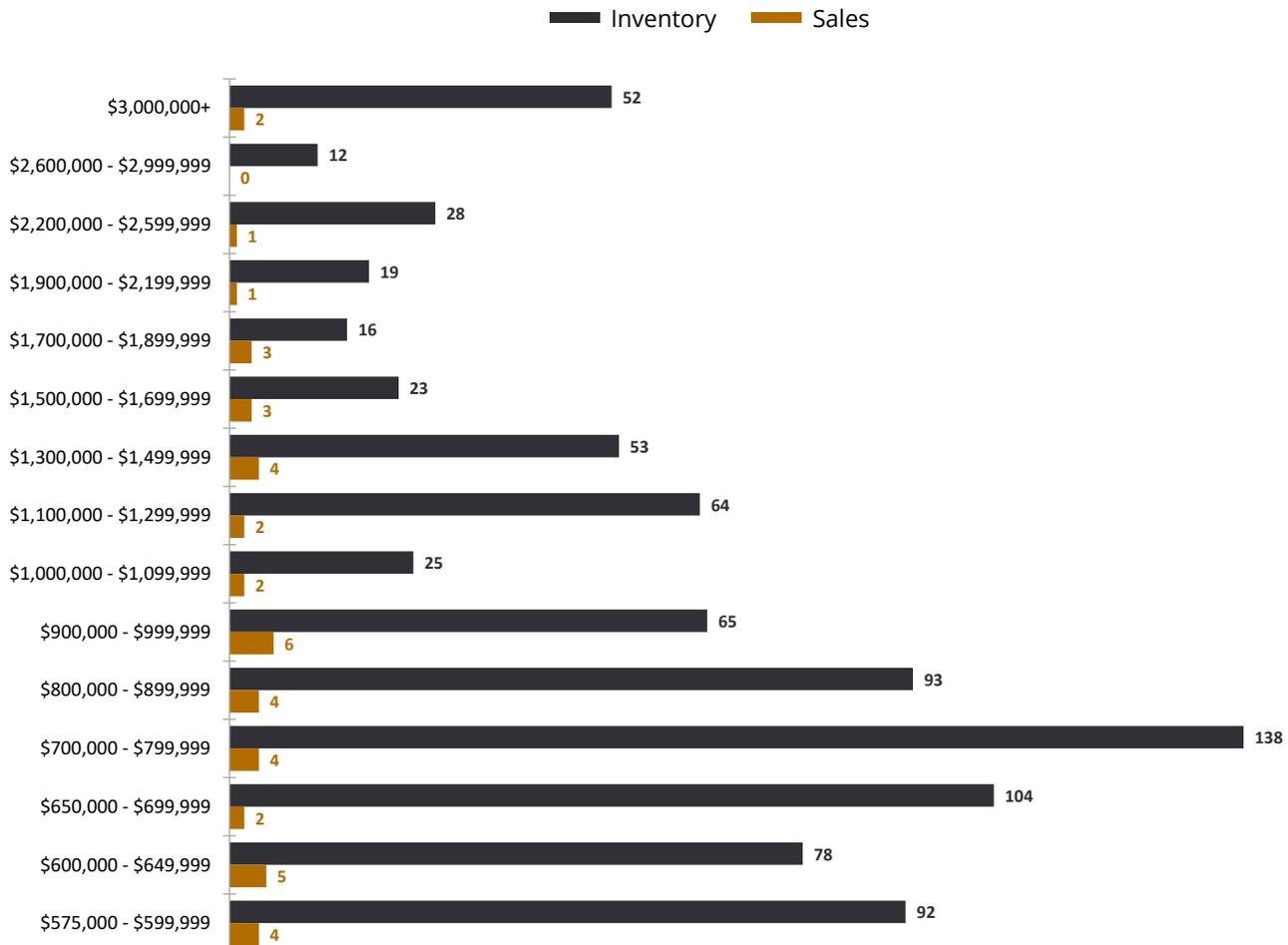
LUXURY INVENTORY VS. SALES | JANUARY 2026

Total Inventory: **862**

Total Sales: **43**

Total Sales Ratio²: **5%**

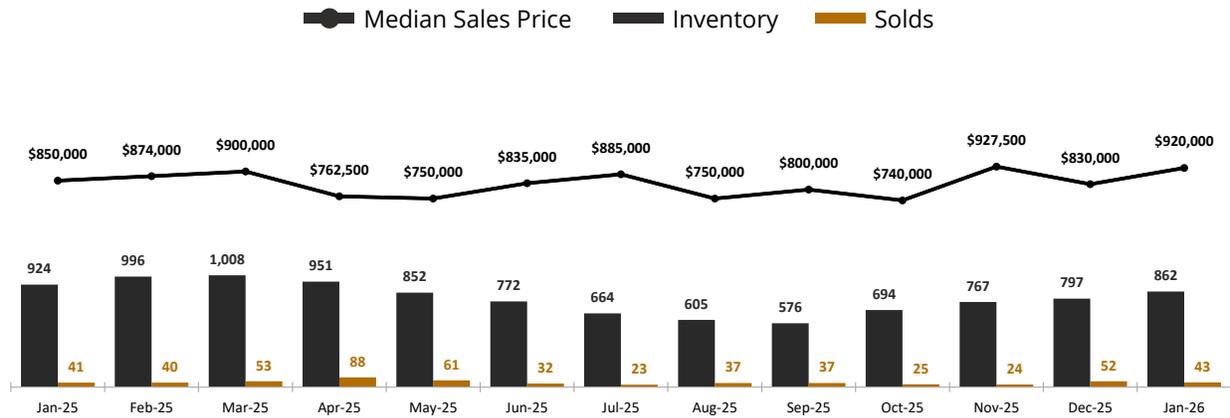
Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	52	0%
1,000 - 1,499	\$872,500	2	2	6	228	3%
1,500 - 1,999	\$588,575	3	2	4	164	2%
2,000 - 2,499	\$775,000	3	3	9	179	5%
2,500 - 2,999	\$1,225,000	3	3	17	139	12%
3,000+	\$1,800,000	3	4	7	100	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.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JANUARY

TOTAL INVENTORY

Jan. 2025: 924
Jan. 2026: 862

VARIANCE: **-7%**

TOTAL SOLDS

Jan. 2025: 41
Jan. 2026: 43

VARIANCE: **5%**

SALES PRICE

Jan. 2025: \$850k
Jan. 2026: \$920k

VARIANCE: **8%**

SALE PRICE PER SQFT.

Jan. 2025: \$398
Jan. 2026: \$408

VARIANCE: **3%**

SALE TO LIST PRICE RATIO

Jan. 2025: 95.66%
Jan. 2026: 95.99%

VARIANCE: **0%**

DAYS ON MARKET

Jan. 2025: 55
Jan. 2026: 48

VARIANCE: **-13%**

LEE COUNTY MARKET SUMMARY | JANUARY 2026

- The attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **95.99% of list price** in January 2026.
- The most active price band is **\$1,700,000-\$1,899,999**, where the sales ratio is **19%**.
- The median luxury sales price for attached homes is **\$920,000**.
- The median days on market for January 2026 was **48** days, down from **55** in January 2025.

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.