


INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

FEBRUARY
2022



LEE COUNTY

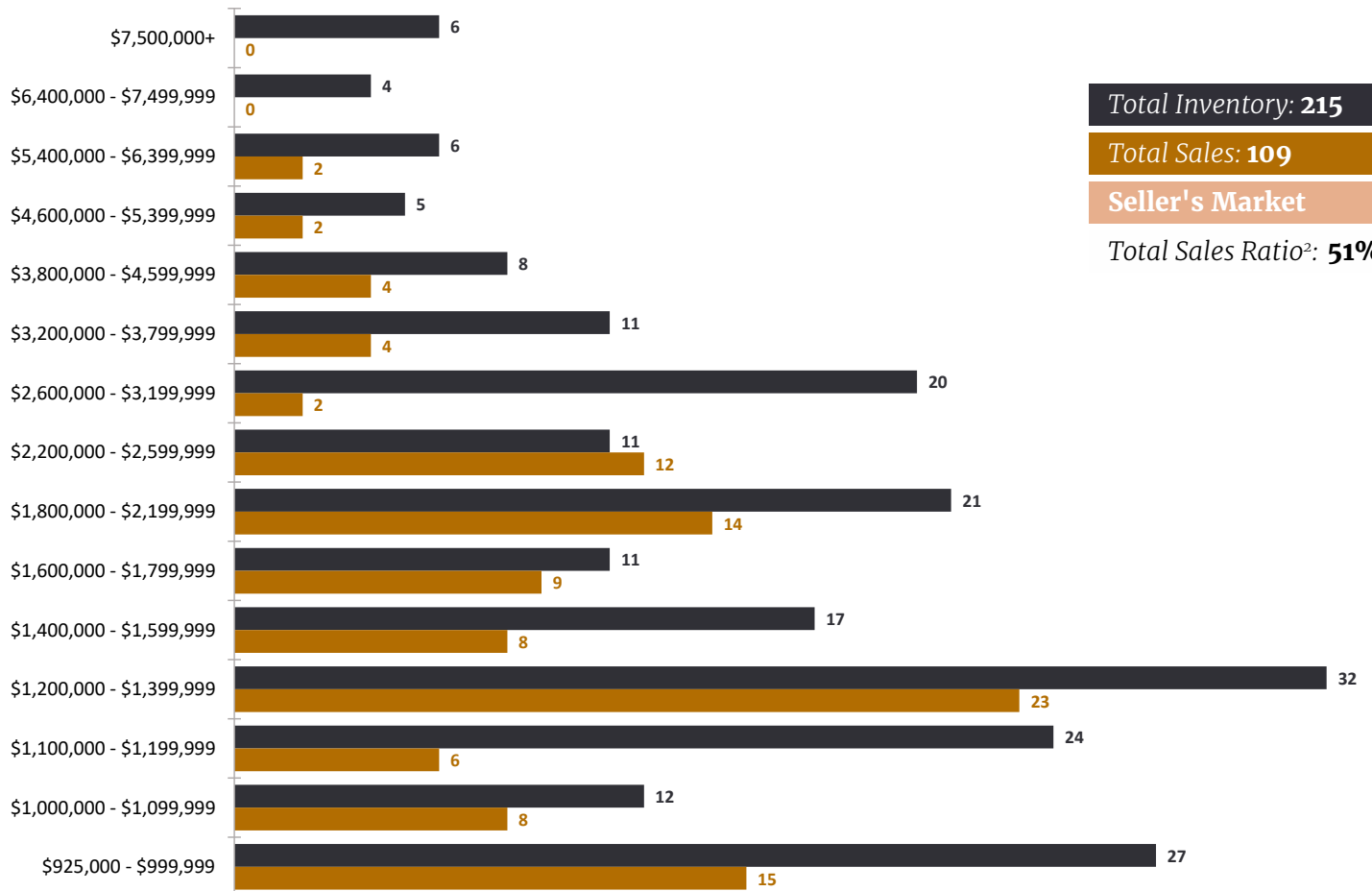
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JANUARY 2022

Inventory Sales

Luxury Benchmark Price¹: **\$925,000**



Total Inventory: **215**

Total Sales: **109**

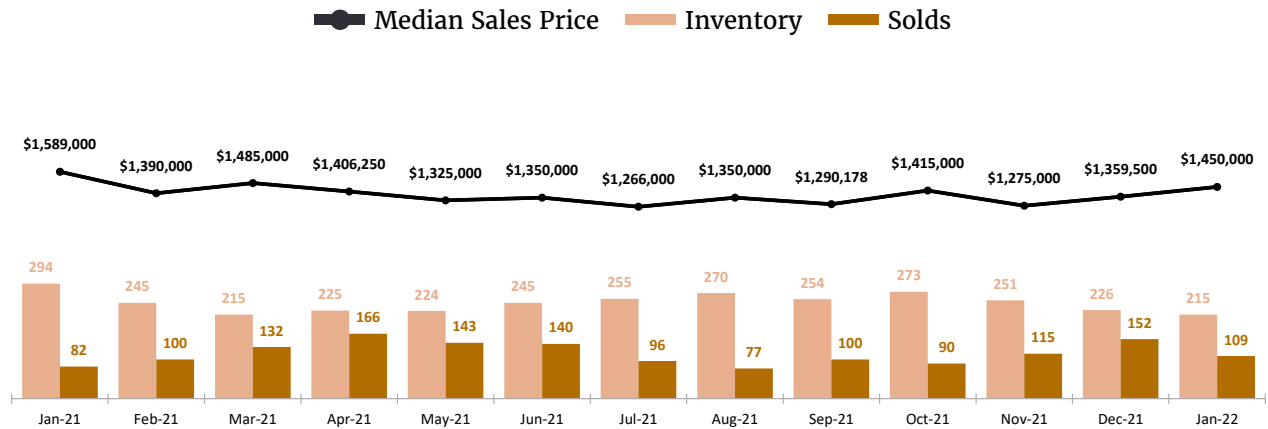
Seller's Market

Total Sales Ratio²: **51%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,250,000	3	3	59	107	55%
3,000 - 3,999	\$1,727,300	4	4	25	46	54%
4,000 - 4,999	\$2,337,500	4	5	16	29	55%
5,000 - 5,999	\$2,750,000	4	5	6	17	35%
6,000 - 6,999	\$5,000,000	5	6	1	6	17%
7,000+	\$4,925,000	6	8	2	10	20%

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 < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JANUARY

TOTAL INVENTORY

Jan. 2021	Jan. 2022
294	215

VARIANCE: **-27%**

TOTAL SOLDS

Jan. 2021	Jan. 2022
82	109

VARIANCE: **33%**

SALES PRICE

Jan. 2021	Jan. 2022
\$1.59m	\$1.45m

VARIANCE: **-9%**

SALE PRICE PER SQFT.

Jan. 2021	Jan. 2022
\$452	\$534

VARIANCE: **18%**

SALE TO LIST PRICE RATIO

Jan. 2021	Jan. 2022
95.29%	98.85%

VARIANCE: **4%**

DAYS ON MARKET

Jan. 2021	Jan. 2022
87	11

VARIANCE: **-87%**

LEE COUNTY MARKET SUMMARY | JANUARY 2022

- The Lee County single-family luxury market is a **Seller's Market** with a **51% Sales Ratio**.
- Homes sold for a median of **98.85% of list price** in January 2022.
- The most active price band is **\$2,200,000-\$2,599,999**, where the sales ratio is **109%**.
- The median luxury sales price for single-family homes is **\$1,450,000**.
- The median days on market for January 2022 was **11** days, down from **87** in January 2021.

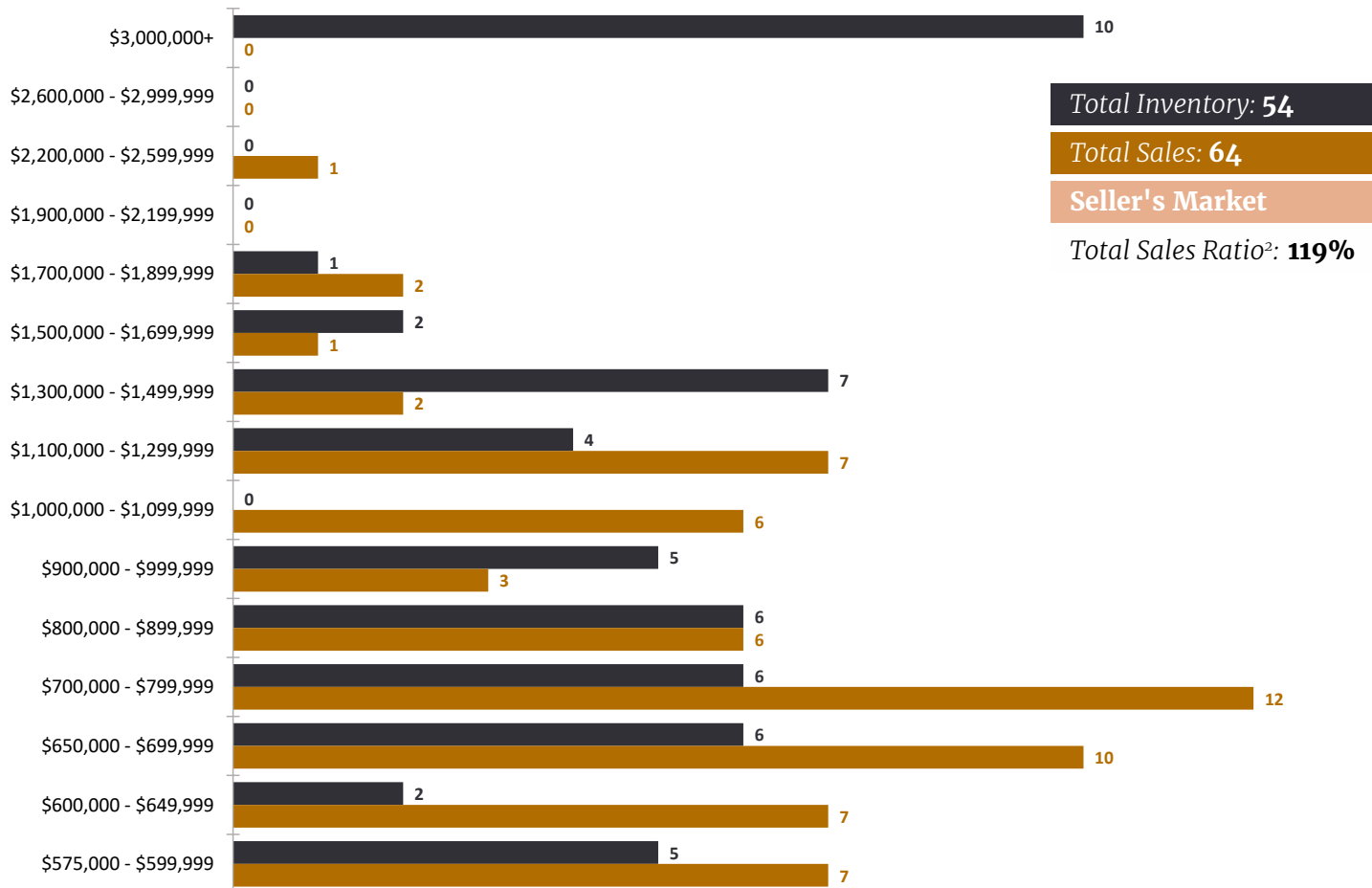
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JANUARY 2022

Inventory Sales

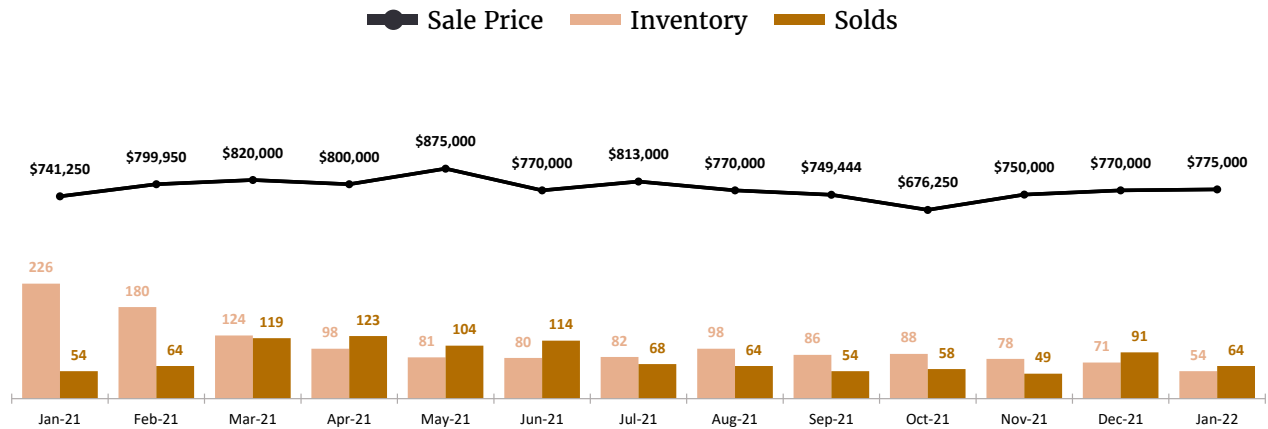
Luxury Benchmark Price¹: **\$575,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$752,600	2	2	36	32	113%
2,000 - 2,499	\$775,000	3	3	13	7	186%
2,500 - 2,999	\$868,250	3	3	10	4	250%
3,000 - 3,499	\$1,725,000	3	4	1	1	100%
3,500 - 3,999	\$1,100,000	3	4	3	1	300%
4,000+	\$2,395,000	3	4	1	9	11%

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 < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JANUARY

TOTAL INVENTORY

Jan. 2021	Jan. 2022
226	54

VARIANCE: **-76%**

TOTAL SOLD

Jan. 2021	Jan. 2022
54	64

VARIANCE: **19%**

SALES PRICE

Jan. 2021	Jan. 2022
\$741k	\$775k

VARIANCE: **5%**

SALE PRICE PER SQFT.

Jan. 2021	Jan. 2022
\$411	\$460

VARIANCE: **12%**

SALE TO LIST PRICE RATIO

Jan. 2021	Jan. 2022
96.55%	100.00%

VARIANCE: **4%**

DAYS ON MARKET

Jan. 2021	Jan. 2022
57	6

VARIANCE: **-89%**

LEE COUNTY MARKET SUMMARY | JANUARY 2022

- The Lee County attached luxury market is a **Seller's Market** with a **119% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in January 2022.
- The most active price band is **\$600,000-\$649,999**, where the sales ratio is **350%**.
- The median luxury sales price for attached homes is **\$775,000**.
- The median days on market for January 2022 was **6** days, down from **57** in January 2021.

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.