

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MARCH  
2022

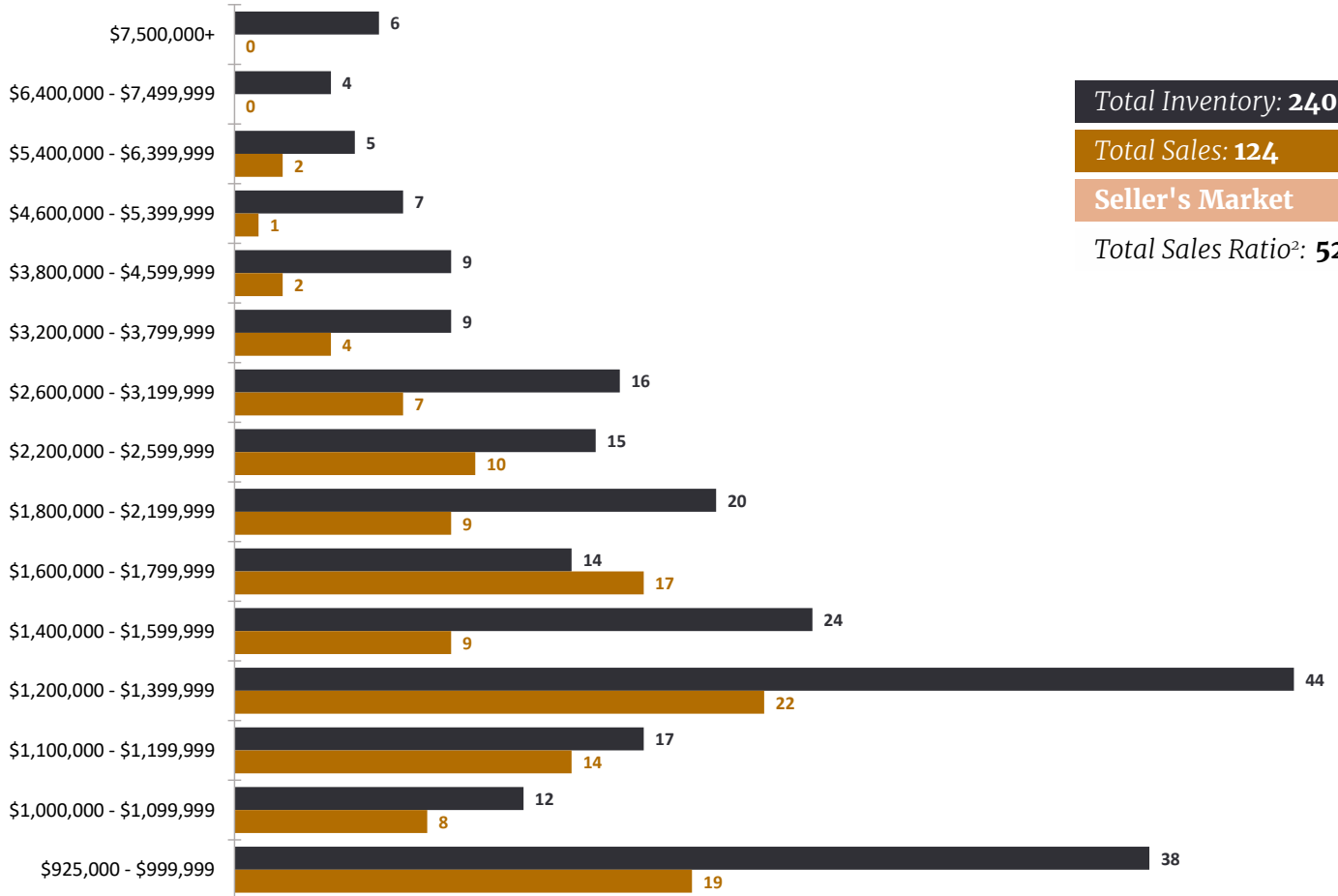
# LEE COUNTY --- FLORIDA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$925,000**



Total Inventory: **240**

Total Sales: **124**

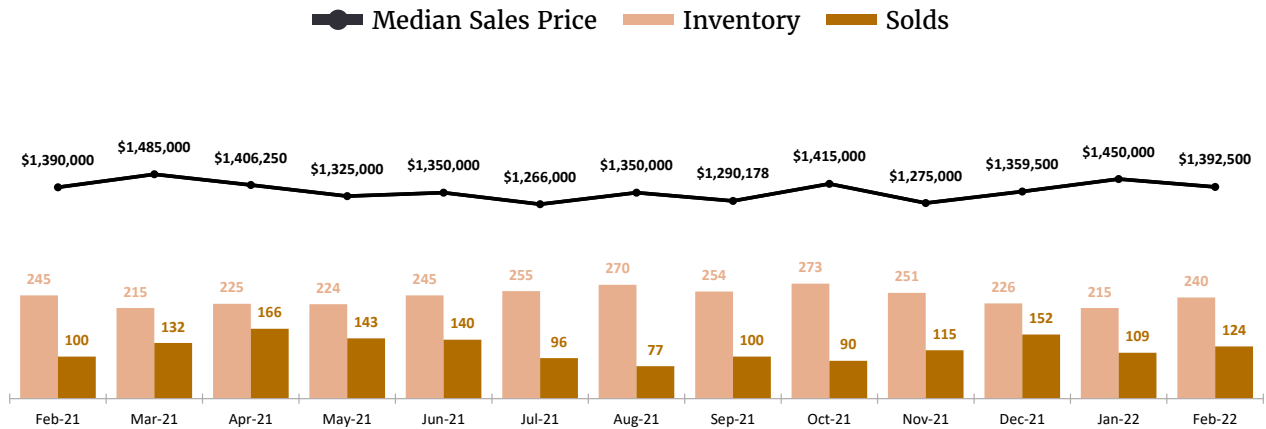
Seller's Market

Total Sales Ratio<sup>2</sup>: **52%**

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	\$1,290,000	3	3	75	133	56%
3,000 - 3,999	\$1,310,900	4	4	27	55	49%
4,000 - 4,999	\$2,345,000	4	5	14	26	54%
5,000 - 5,999	\$2,875,000	4	5	5	12	42%
6,000 - 6,999	\$2,600,000	6	6	1	6	17%
7,000+	\$2,099,500	6	7	2	8	25%

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

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



### MEDIAN DATA REVIEW | FEBRUARY

#### TOTAL INVENTORY

Feb. 2021	Feb. 2022
<b>245</b>	<b>240</b>

VARIANCE: **-2%**

#### TOTAL SOLDS

Feb. 2021	Feb. 2022
<b>100</b>	<b>124</b>

VARIANCE: **24%**

#### SALES PRICE

Feb. 2021	Feb. 2022
<b>\$1.39m</b>	<b>\$1.39m</b>

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

Feb. 2021	Feb. 2022
<b>\$413</b>	<b>\$504</b>

VARIANCE: **22%**

#### SALE TO LIST PRICE RATIO

Feb. 2021	Feb. 2022
<b>95.65%</b>	<b>98.82%</b>

VARIANCE: **3%**

#### DAYS ON MARKET

Feb. 2021	Feb. 2022
<b>59</b>	<b>9</b>

VARIANCE: **-85%**

## LEE COUNTY MARKET SUMMARY | FEBRUARY 2022

- The Lee County single-family luxury market is a **Seller's Market** with a **52% Sales Ratio**.
- Homes sold for a median of **98.82% of list price** in February 2022.
- The most active price band is **\$1,600,000-\$1,799,999**, where the sales ratio is **121%**.
- The median luxury sales price for single-family homes is **\$1,392,500**.
- The median days on market for February 2022 was **9** days, down from **59** in February 2021.

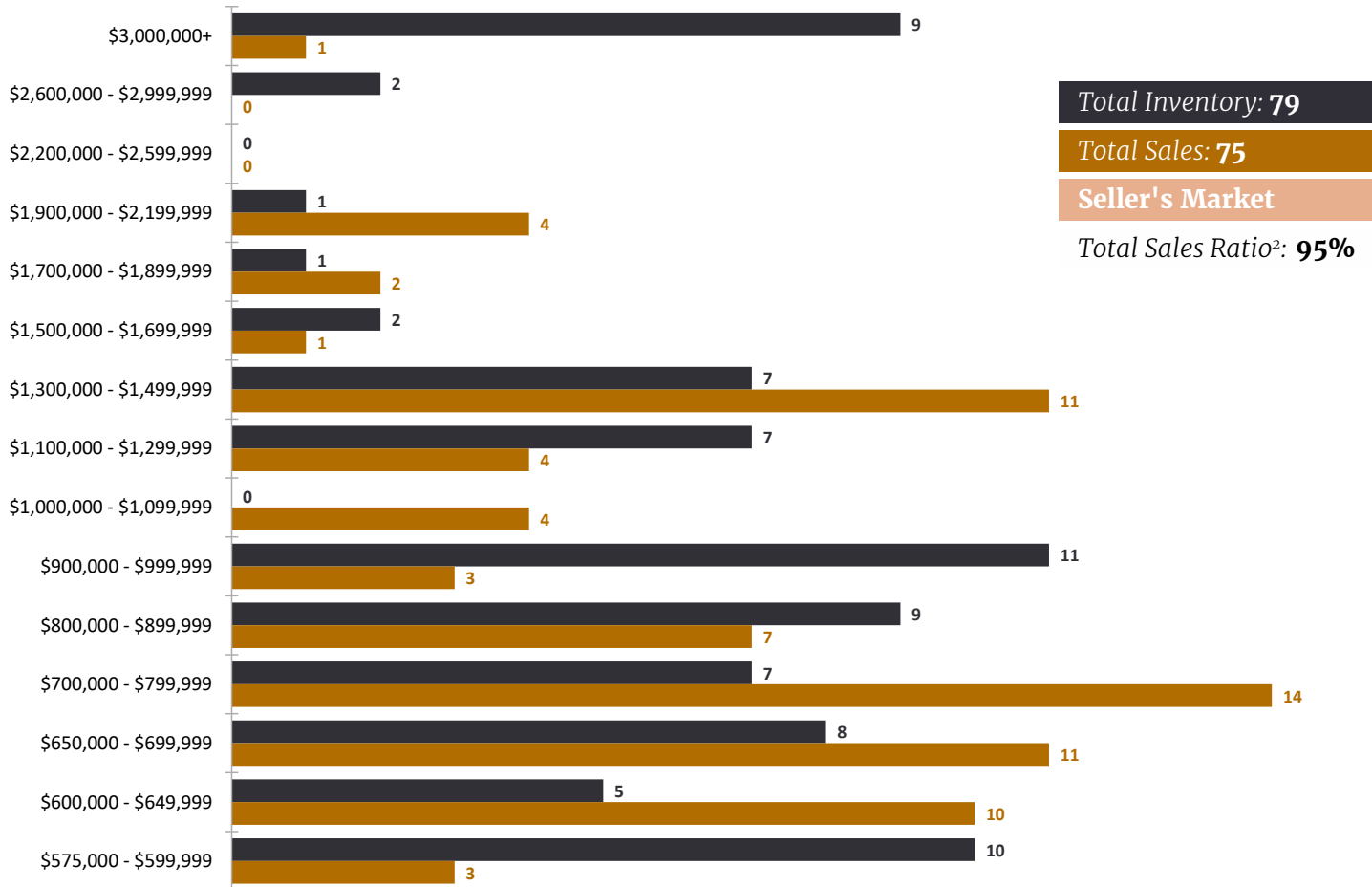
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

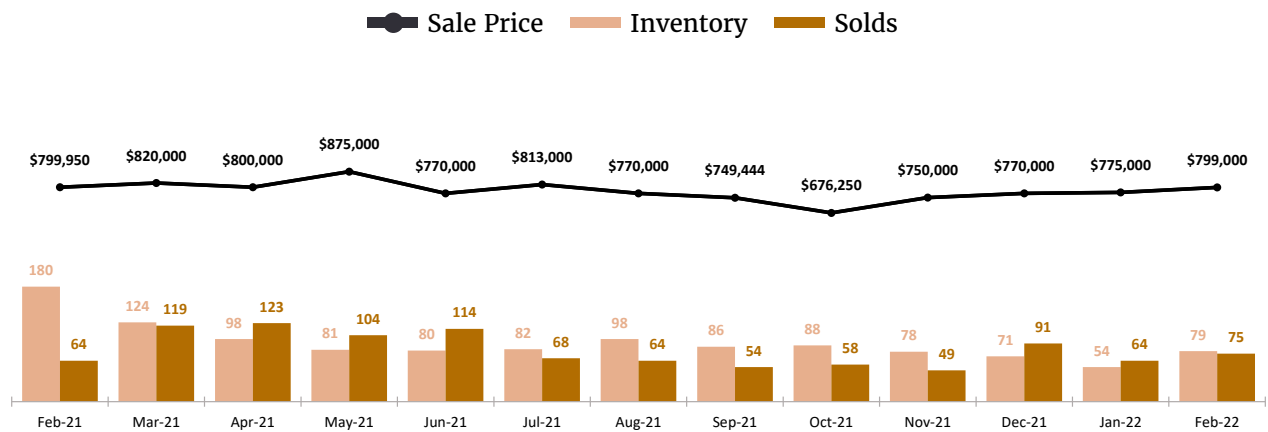
Luxury Benchmark Price<sup>1</sup>: **\$575,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$710,000	2	2	45	50	90%
2,000 - 2,499	\$767,500	3	3	12	12	100%
2,500 - 2,999	\$1,125,000	3	3	11	6	183%
3,000 - 3,499	\$1,335,000	3	4	5	2	250%
3,500 - 3,999	\$1,499,000	3	3	1	2	50%
4,000+	\$2,050,000	4	5	1	7	14%

<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 < 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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | FEBRUARY

#### TOTAL INVENTORY

Feb. 2021	Feb. 2022
<b>180</b>	<b>79</b>

VARIANCE: **-56%**

#### TOTAL SOLDS

Feb. 2021	Feb. 2022
<b>64</b>	<b>75</b>

VARIANCE: **17%**

#### SALES PRICE

Feb. 2021	Feb. 2022
<b>\$800k</b>	<b>\$799k</b>

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

Feb. 2021	Feb. 2022
<b>\$409</b>	<b>\$493</b>

VARIANCE: **21%**

#### SALE TO LIST PRICE RATIO

Feb. 2021	Feb. 2022
<b>96.95%</b>	<b>100.00%</b>

VARIANCE: **3%**

#### DAYS ON MARKET

Feb. 2021	Feb. 2022
<b>41</b>	<b>5</b>

VARIANCE: **-88%**

## LEE COUNTY MARKET SUMMARY | FEBRUARY 2022

- The Lee County attached luxury market is a **Seller's Market** with a **95% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in February 2022.
- The most active price band is **\$1,900,000-\$2,199,999**, where the sales ratio is **400%**.
- The median luxury sales price for attached homes is **\$799,000**.
- The median days on market for February 2022 was **5** days, down from **41** in February 2021.

<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.