

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

AUGUST  
2023

LEE COUNTY  

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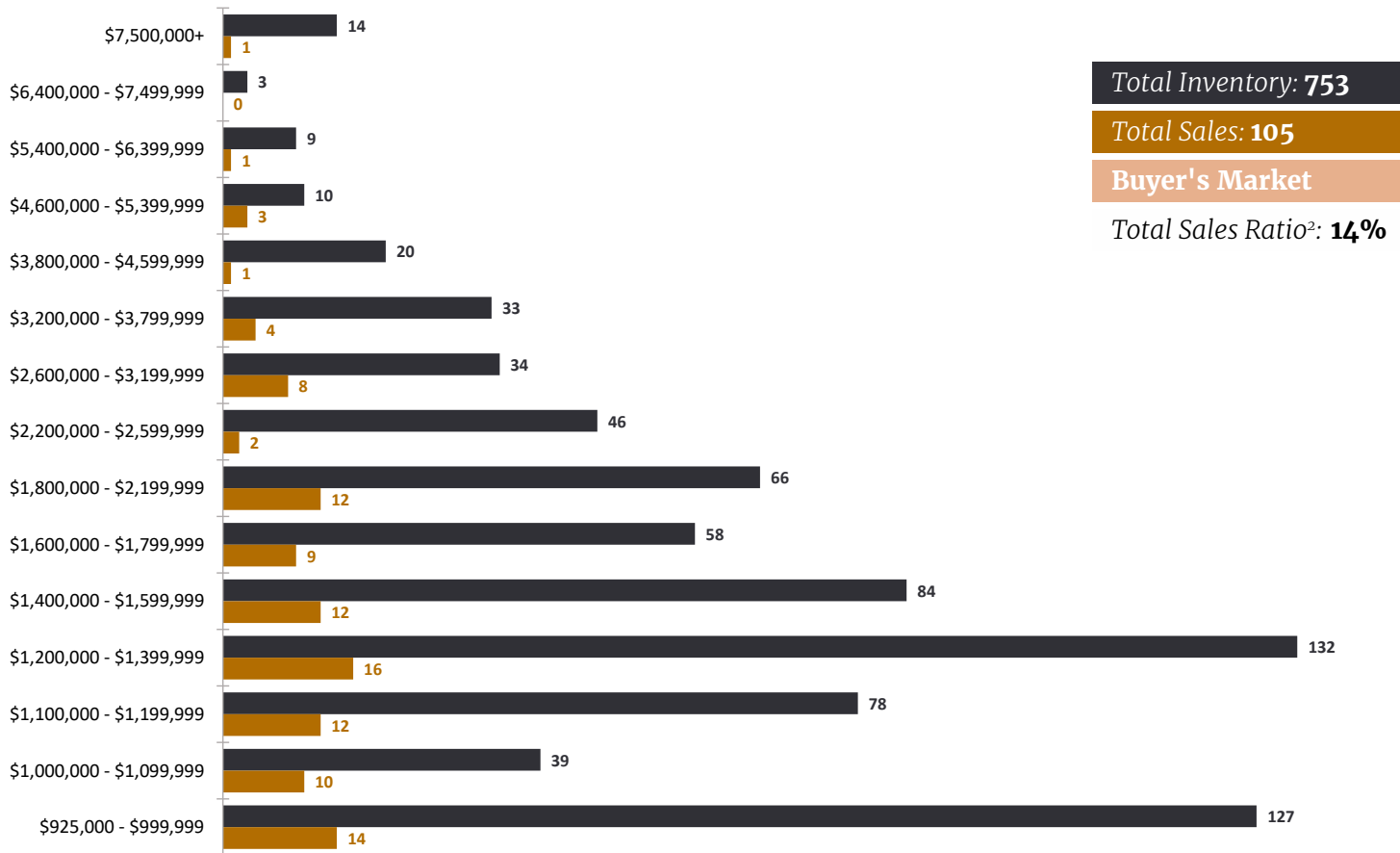
FLORIDA

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

### LUXURY INVENTORY VS. SALES | JULY 2023

Inventory Sales

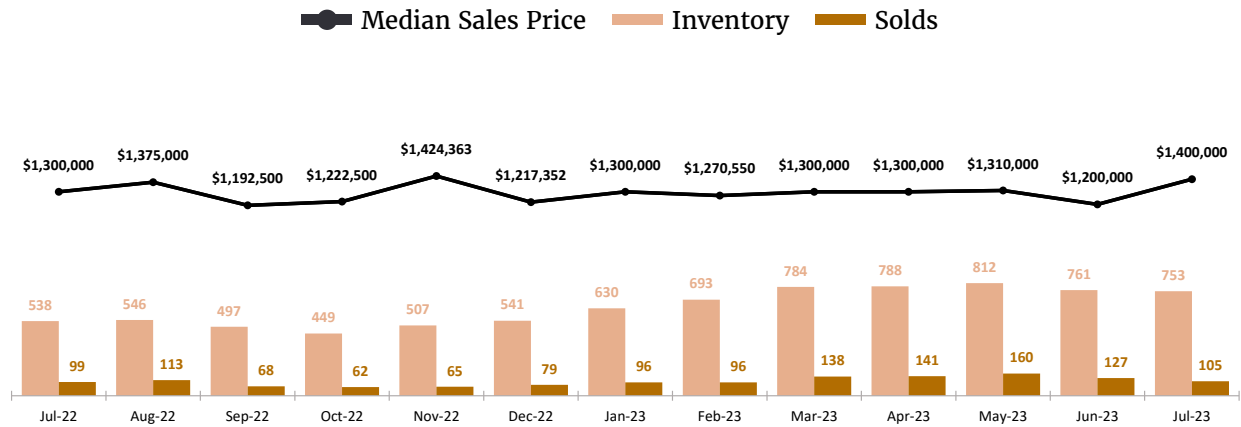
Luxury Benchmark Price<sup>1</sup>: **\$925,000**



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	\$1,030,000	3	2	10	126	8%
2,000 - 2,499	\$1,150,000	3	3	27	203	13%
2,500 - 2,999	\$1,250,000	3	3	23	155	15%
3,000 - 3,499	\$1,925,000	4	4	17	101	17%
3,500 - 3,999	\$1,912,500	4	4	14	57	25%
4,000+	\$3,250,000	4	5	14	111	13%

<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 | JULY

#### TOTAL INVENTORY

Jul. 2022      Jul. 2023  
**538**          **753**

VARIANCE: **40%**

#### TOTAL SOLDS

Jul. 2022      Jul. 2023  
**99**            **105**

VARIANCE: **6%**

#### SALES PRICE

Jul. 2022      Jul. 2023  
**\$1.30m**      **\$1.40m**

VARIANCE: **8%**

#### SALE PRICE PER SQFT.

Jul. 2022      Jul. 2023  
**\$505**        **\$540**

VARIANCE: **7%**

#### SALE TO LIST PRICE RATIO

Jul. 2022      Jul. 2023  
**97.31%**      **95.00%**

VARIANCE: **-2%**

#### DAYS ON MARKET

Jul. 2022      Jul. 2023  
**14**            **35**

VARIANCE: **150%**

## LEE COUNTY MARKET SUMMARY | JULY 2023

- The Lee County single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **95.00% of list price** in July 2023.
- The most active price band is **\$4,600,000-\$5,399,999**, where the sales ratio is **30%**.
- The median luxury sales price for single-family homes is **\$1,400,000**.
- The median days on market for July 2023 was **35** days, up from **14** in July 2022.

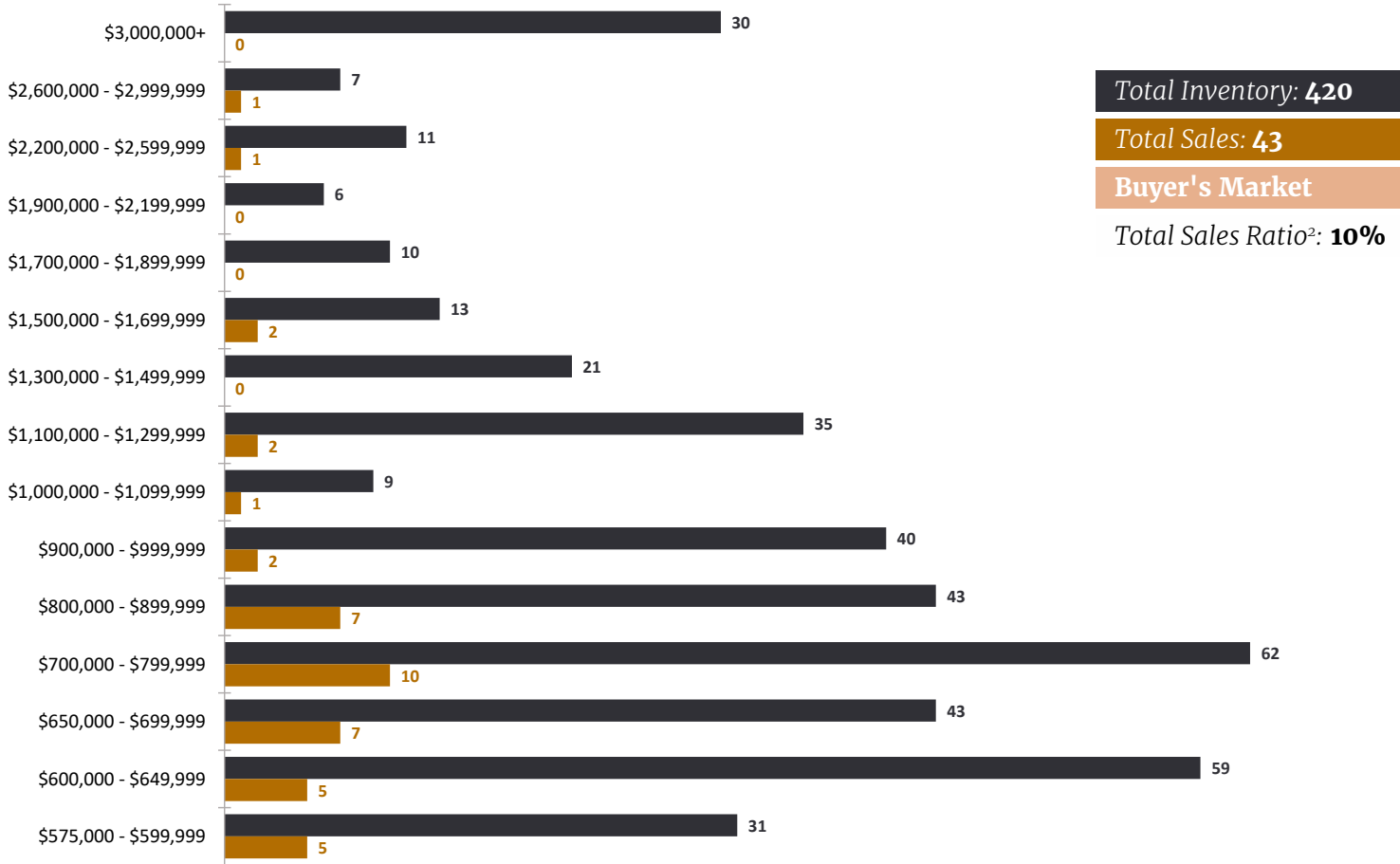
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JULY 2023

Inventory Sales

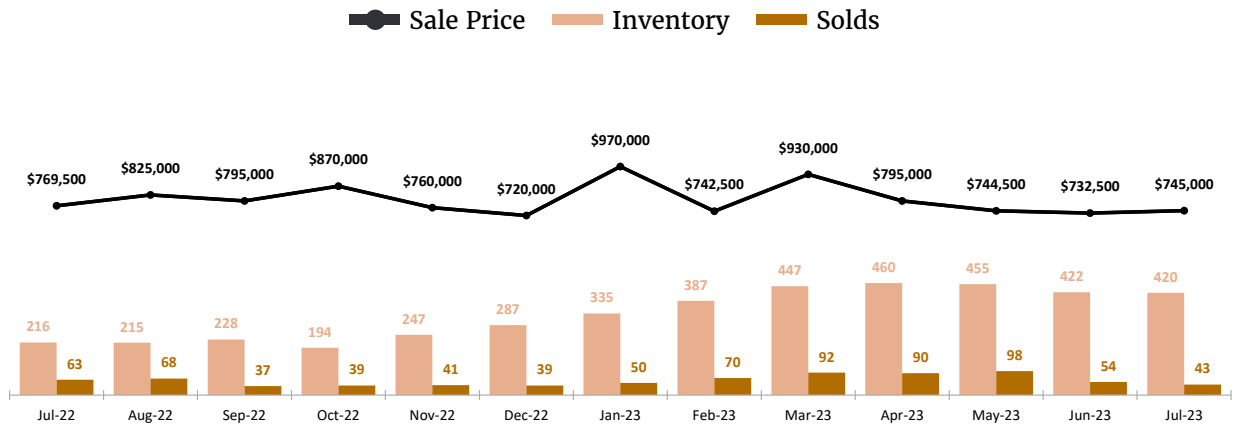
Luxury Benchmark Price<sup>1</sup>: **\$575,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$755,000	2	2	2	30	7%
1,000 - 1,499	\$850,000	2	2	5	117	4%
1,500 - 1,999	\$699,000	3	3	15	99	15%
2,000 - 2,499	\$765,000	3	3	15	82	18%
2,500 - 2,999	\$858,000	3	3	5	46	11%
3,000+	\$2,400,000	3	4	1	46	2%

<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 | JULY

#### TOTAL INVENTORY

Jul. 2022      Jul. 2023  
**216**            **420**

VARIANCE: **94%**

#### TOTAL SOLDS

Jul. 2022      Jul. 2023  
**63**              **43**

VARIANCE: **-32%**

#### SALES PRICE

Jul. 2022      Jul. 2023  
**\$770k**        **\$745k**

VARIANCE: **-3%**

#### SALE PRICE PER SQFT.

Jul. 2022      Jul. 2023  
**\$443**         **\$381**

VARIANCE: **-14%**

#### SALE TO LIST PRICE RATIO

Jul. 2022      Jul. 2023  
**98.32%**      **96.15%**

VARIANCE: **-2%**

#### DAYS ON MARKET

Jul. 2022      Jul. 2023  
**9**                **30**

VARIANCE: **233%**

## LEE COUNTY MARKET SUMMARY | JULY 2023

- The Lee County attached luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **96.15% of list price** in July 2023.
- The most active price band is **\$700,000-\$799,999**, where the sales ratio is **16%**.
- The median luxury sales price for attached homes is **\$745,000**.
- The median days on market for July 2023 was **30** days, up from **9** in July 2022.

<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.