

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

NOVEMBER  
2023

LEE COUNTY  

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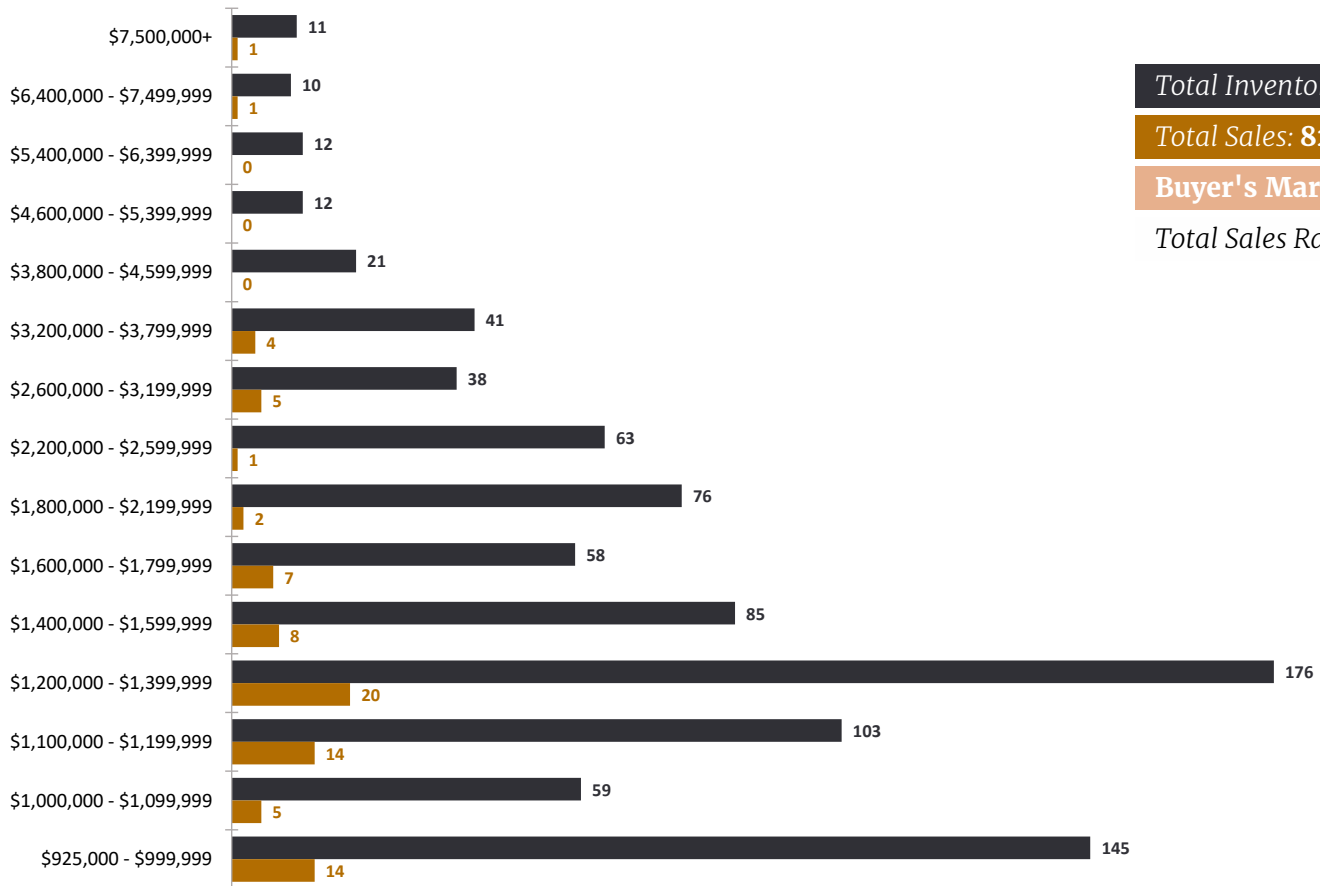
FLORIDA

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

### LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

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



Total Inventory: **910**

Total Sales: **82**

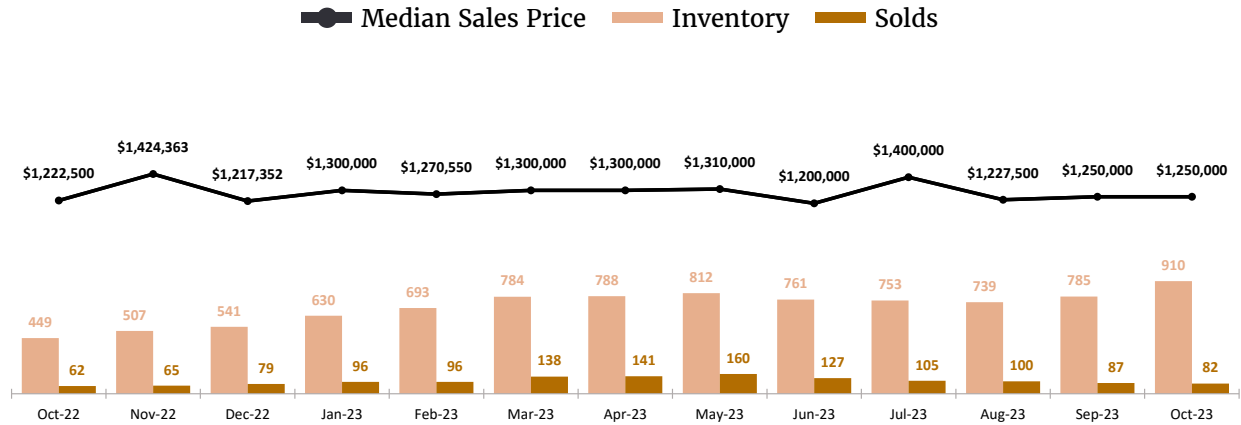
Buyer's Market

Total Sales Ratio<sup>2</sup>: **9%**

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	\$1,150,000	3	2	5	136	4%
2,000 - 2,499	\$1,175,000	3	3	26	257	10%
2,500 - 2,999	\$1,175,000	4	3	14	200	7%
3,000 - 3,499	\$1,437,500	3	4	16	125	13%
3,500 - 3,999	\$2,340,000	4	5	14	59	24%
4,000+	\$1,250,000	5	6	7	133	5%

<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 | OCTOBER

#### TOTAL INVENTORY

Oct. 2022      Oct. 2023  
**449**          **910**

VARIANCE: **103%**

#### TOTAL SOLDS

Oct. 2022      Oct. 2023  
**62**            **82**

VARIANCE: **32%**

#### SALES PRICE

Oct. 2022      Oct. 2023  
**\$1.22m**      **\$1.25m**

VARIANCE: **2%**

#### SALE PRICE PER SQFT.

Oct. 2022      Oct. 2023  
**\$466**          **\$481**

VARIANCE: **3%**

#### SALE TO LIST PRICE RATIO

Oct. 2022      Oct. 2023  
**96.10%**      **95.35%**

VARIANCE: **-1%**

#### DAYS ON MARKET

Oct. 2022      Oct. 2023  
**31**            **34**

VARIANCE: **10%**

## LEE COUNTY MARKET SUMMARY | OCTOBER 2023

- The Lee County single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **95.35% of list price** in October 2023.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **14%**.
- The median luxury sales price for single-family homes is **\$1,250,000**.
- The median days on market for October 2023 was **34** days, up from **31** in October 2022.

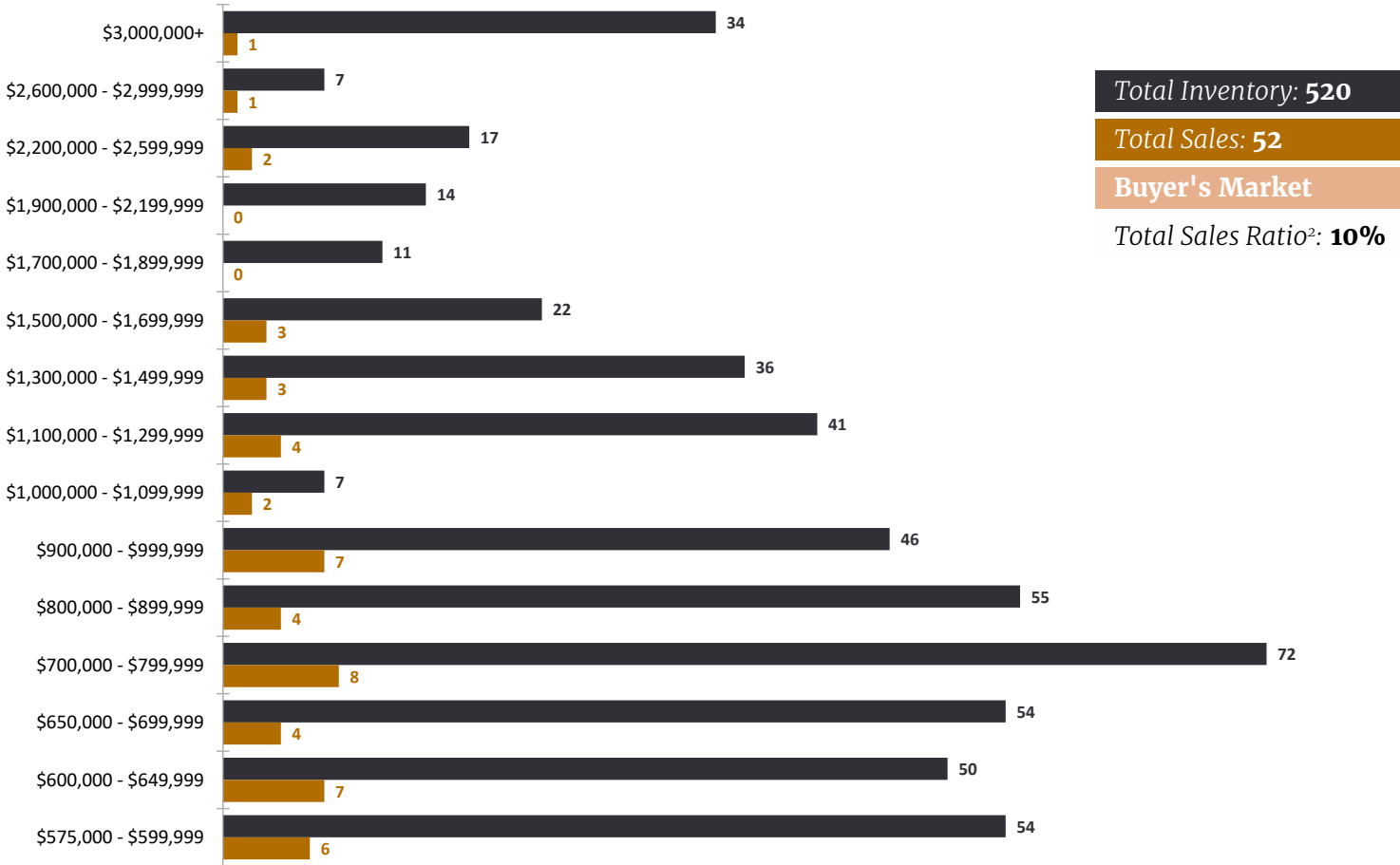
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

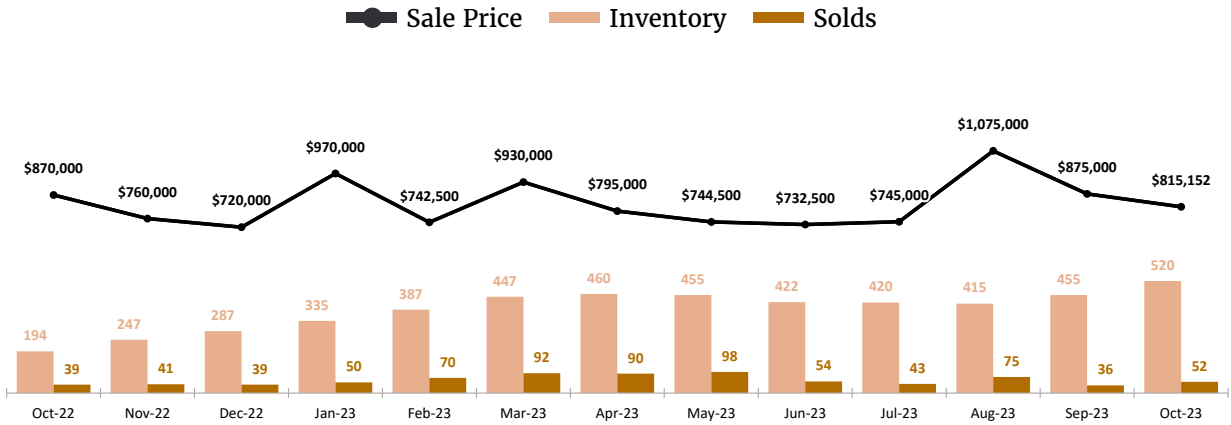
Luxury Benchmark Price<sup>1</sup>: **\$575,000**



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	NA	NA	NA	0	37	0%
1,000 - 1,499	\$817,000	2	2	6	101	6%
1,500 - 1,999	\$641,000	3	2	12	141	9%
2,000 - 2,499	\$830,303	3	3	21	116	18%
2,500 - 2,999	\$1,228,075	3	3	8	70	11%
3,000+	\$2,400,000	3	4	5	55	9%

<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 | OCTOBER

#### TOTAL INVENTORY

Oct. 2022      Oct. 2023  
**194**          **520**

**VARIANCE: 168%**

#### TOTAL SOLDS

Oct. 2022      Oct. 2023  
**39**            **52**

**VARIANCE: 33%**

#### SALES PRICE

Oct. 2022      Oct. 2023  
**\$870k**        **\$815k**

**VARIANCE: -6%**

#### SALE PRICE PER SQFT.

Oct. 2022      Oct. 2023  
**\$392**         **\$408**

**VARIANCE: 4%**

#### SALE TO LIST PRICE RATIO

Oct. 2022      Oct. 2023  
**98.52%**      **97.06%**

**VARIANCE: -1%**

#### DAYS ON MARKET

Oct. 2022      Oct. 2023  
**34**            **33**

**VARIANCE: -3%**

## LEE COUNTY MARKET SUMMARY | OCTOBER 2023

- The Lee County attached luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **97.06% of list price** in October 2023.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **29%**.
- The median luxury sales price for attached homes is **\$815,152**.
- The median days on market for October 2023 was **33** days, down from **34** in October 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.