

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JULY  
2024

LEE COUNTY  

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FLORIDA

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

### LUXURY INVENTORY VS. SALES | JUNE 2024

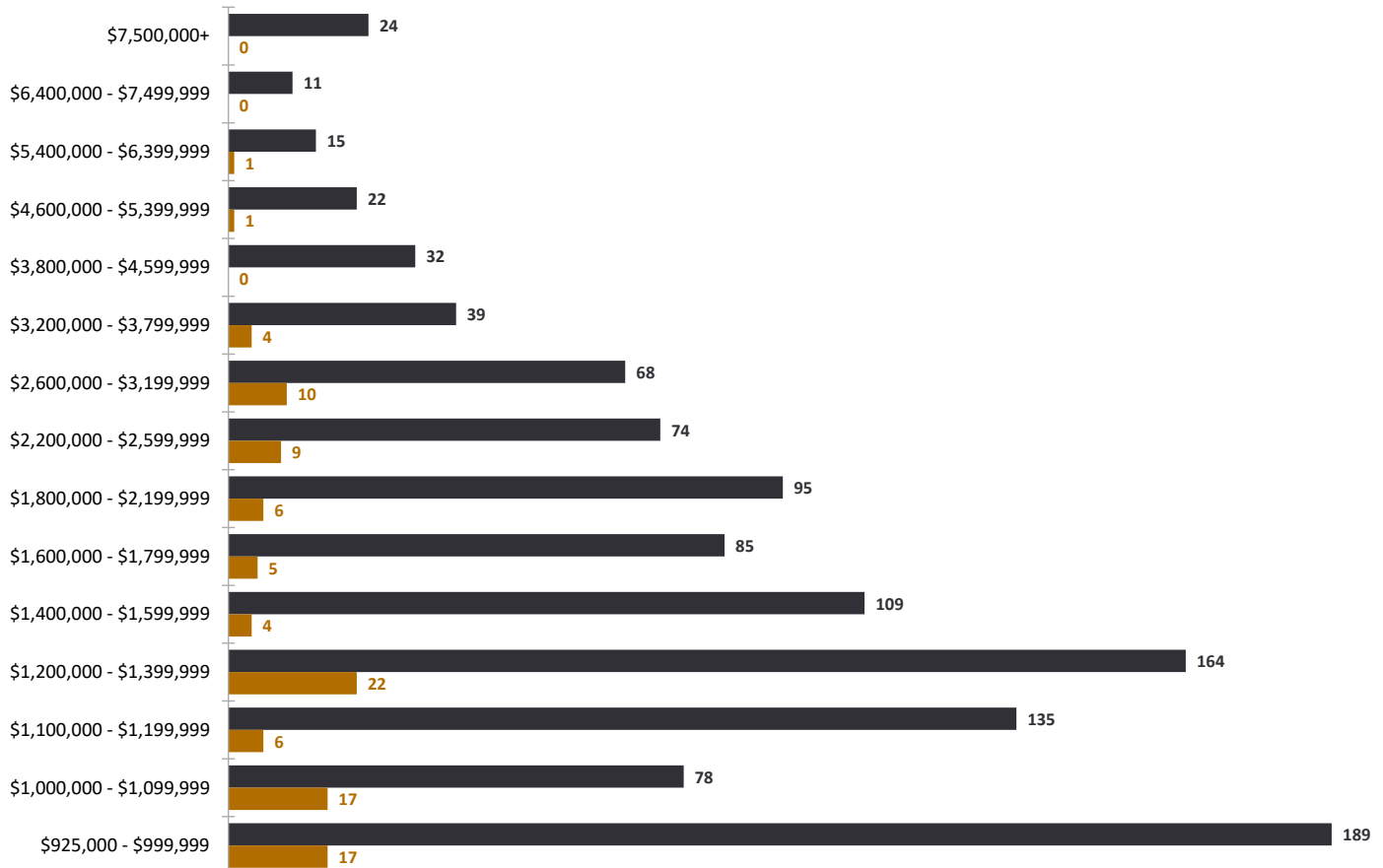
Total Inventory: **1,140**

Total Sales: **102**

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

Buyer's Market

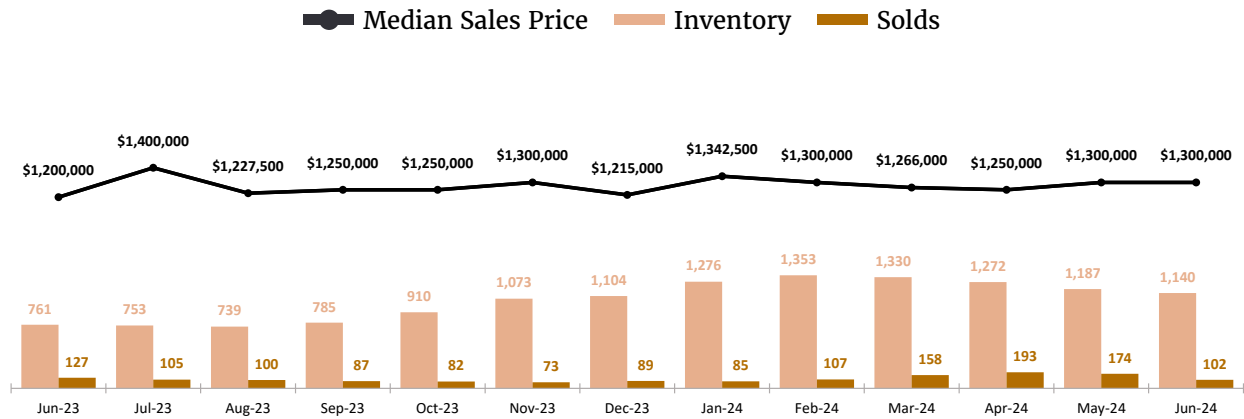
Inventory Sales



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	6	160	4%
2,000 - 2,499	\$1,120,000	3	3	32	308	10%
2,500 - 2,999	\$1,140,000	4	3	25	223	11%
3,000 - 3,499	\$1,295,000	4	4	9	165	5%
3,500 - 3,999	\$2,400,000	4	4	15	112	13%
4,000+	\$2,500,000	4	5	15	172	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 < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS<sup>®</sup> data reported previous month's sales exceeded current inventory.

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



### MEDIAN DATA REVIEW | JUNE

#### TOTAL INVENTORY

Jun. 2023    Jun. 2024  
**761      1,140**

**VARIANCE: 50%**

#### TOTAL SOLDS

Jun. 2023    Jun. 2024  
**127      102**

**VARIANCE: -20%**

#### SALES PRICE

Jun. 2023    Jun. 2024  
**\$1.20m    \$1.30m**

**VARIANCE: 8%**

#### SALE PRICE PER SQFT.

Jun. 2023    Jun. 2024  
**\$486      \$495**

**VARIANCE: 2%**

#### SALE TO LIST PRICE RATIO

Jun. 2023    Jun. 2024  
**96.00%    93.58%**

**VARIANCE: -3%**

#### DAYS ON MARKET

Jun. 2023    Jun. 2024  
**31      60**

**VARIANCE: 94%**

## LEE COUNTY MARKET SUMMARY | JUNE 2024

- The single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **93.58% of list price** in June 2024.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **22%**.
- The median luxury sales price for single-family homes is **\$1,300,000**.
- The median days on market for June 2024 was **60** days, up from **31** in June 2023.

<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.

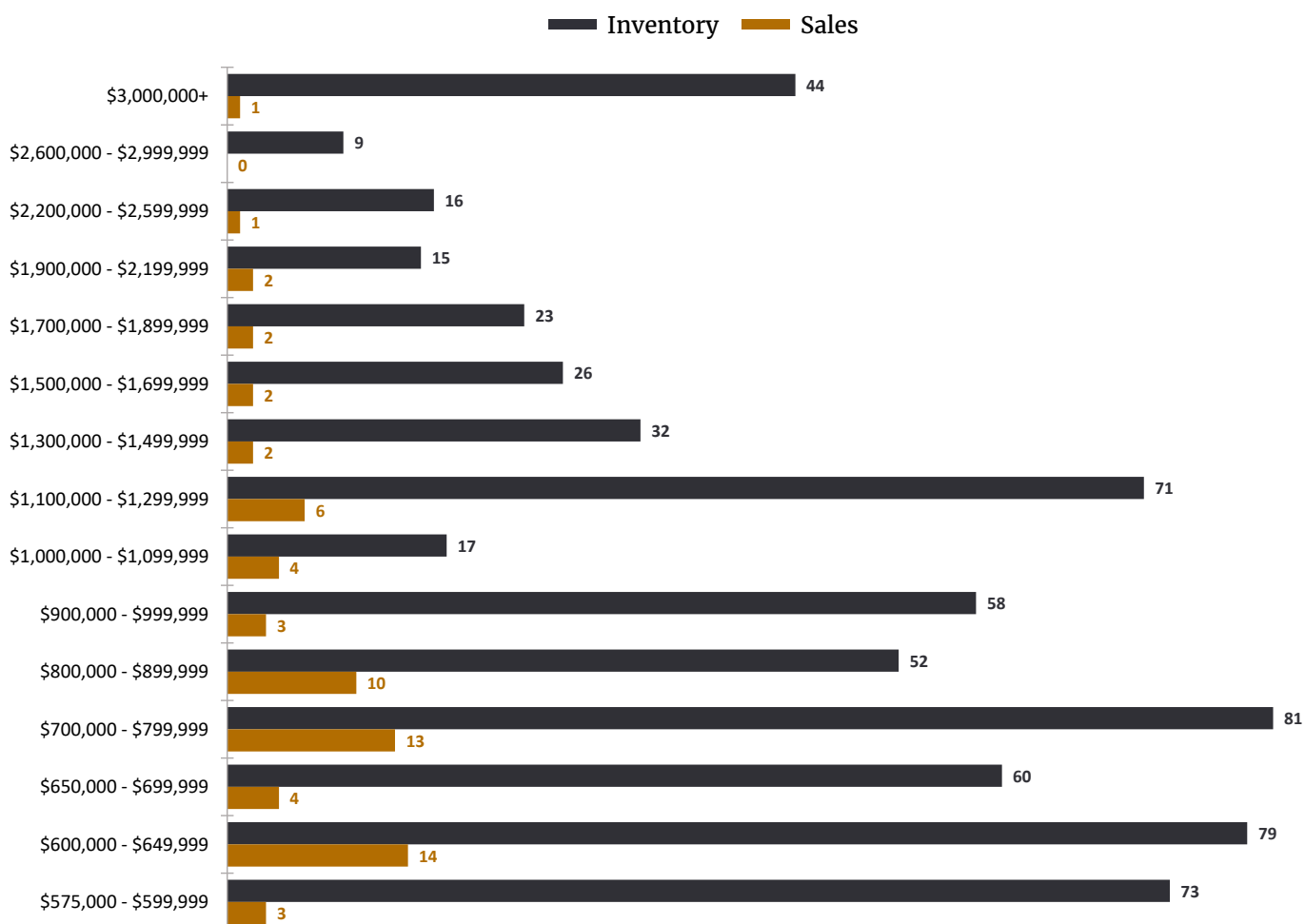
## LUXURY INVENTORY VS. SALES | JUNE 2024

Total Inventory: **656**

Total Sales: **67**

Total Sales Ratio<sup>2</sup>: **10%**

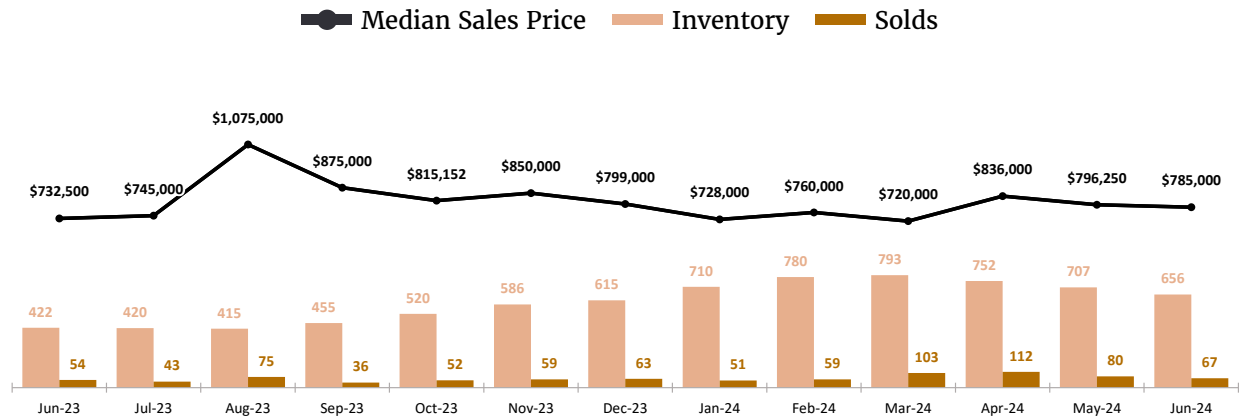
Buyer's Market



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	\$630,000	2	2	3	45	7%
1,000 - 1,499	\$640,000	2	2	7	144	5%
1,500 - 1,999	\$700,000	3	2	14	142	10%
2,000 - 2,499	\$807,500	3	3	30	158	19%
2,500 - 2,999	\$1,050,000	3	3	9	93	10%
3,000+	\$2,095,000	3	4	4	74	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 < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS<sup>®</sup> data reported previous month's sales exceeded current inventory.

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



## MEDIAN DATA REVIEW | JUNE

### TOTAL INVENTORY

Jun. 2023    Jun. 2024  
**422**      **656**

VARIANCE: **55%**

### TOTAL SOLDS

Jun. 2023    Jun. 2024  
**54**      **67**

VARIANCE: **24%**

### SALES PRICE

Jun. 2023    Jun. 2024  
**\$733k**    **\$785k**

VARIANCE: **7%**

### SALE PRICE PER SQFT.

Jun. 2023    Jun. 2024  
**\$420**      **\$406**

VARIANCE: **-3%**

### SALE TO LIST PRICE RATIO

Jun. 2023    Jun. 2024  
**96.90%**    **96.57%**

VARIANCE: **0%**

### DAYS ON MARKET

Jun. 2023    Jun. 2024  
**31**      **44**

VARIANCE: **42%**

## LEE COUNTY MARKET SUMMARY | JUNE 2024

- The attached luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **96.57% of list price** in June 2024.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **24%**.
- The median luxury sales price for attached homes is **\$785,000**.
- The median days on market for June 2024 was **44** days, up from **31** in June 2023.

<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.