

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

OCTOBER  
2024

LEE COUNTY  

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FLORIDA

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

### LUXURY INVENTORY VS. SALES | SEPTEMBER 2024

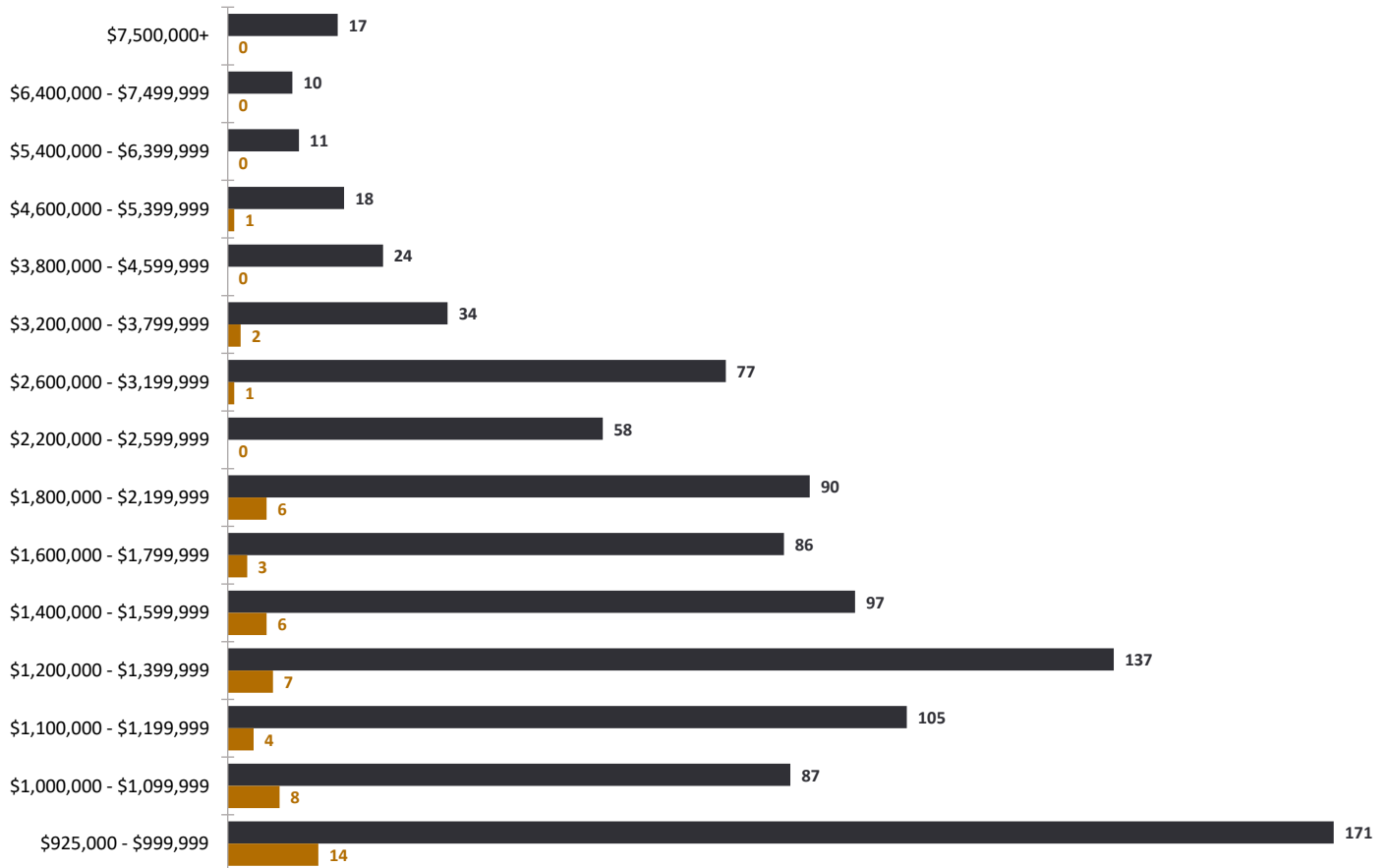
Total Inventory: **1,022**

Total Sales: **52**

Total Sales Ratio<sup>2</sup>: **5%**

Buyer's Market

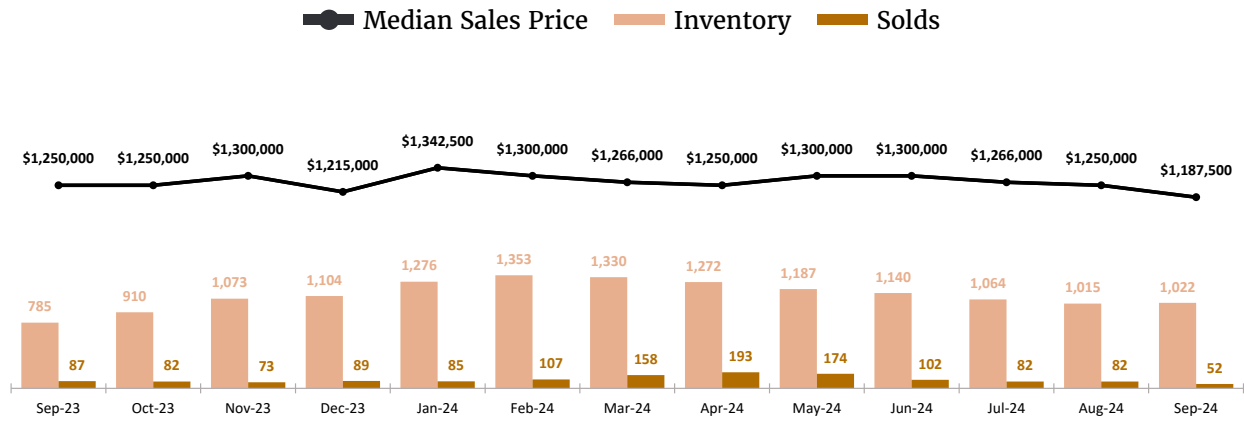
Inventory Sales



| Square Feet <sup>3</sup><br>-Range- | Price<br>-Median Sold- | Beds<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|-------------------------------------|------------------------|-----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 - 1,999                           | \$975,000              | 3                     | 2                      | 6               | 126                  | 5%                              |
| 2,000 - 2,499                       | \$1,000,000            | 3                     | 3                      | 11              | 279                  | 4%                              |
| 2,500 - 2,999                       | \$1,100,000            | 3                     | 3                      | 15              | 204                  | 7%                              |
| 3,000 - 3,499                       | \$1,262,500            | 5                     | 4                      | 8               | 164                  | 5%                              |
| 3,500 - 3,999                       | \$1,650,000            | 4                     | 4                      | 9               | 100                  | 9%                              |
| 4,000+                              | \$2,750,000            | 5                     | 5                      | 3               | 149                  | 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 < 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 | SEPTEMBER

#### TOTAL INVENTORY

Sept. 2023    Sept. 2024  
**785**      **1,022**

VARIANCE: **30%**

#### TOTAL SOLDS

Sept. 2023    Sept. 2024  
**87**      **52**

VARIANCE: **-40%**

#### SALES PRICE

Sept. 2023    Sept. 2024  
**\$1.25m**    **\$1.19m**

VARIANCE: **-5%**

#### SALE PRICE PER SQFT.

Sept. 2023    Sept. 2024  
**\$492**      **\$469**

VARIANCE: **-5%**

#### SALE TO LIST PRICE RATIO

Sept. 2023    Sept. 2024  
**95.18%**    **93.65%**

VARIANCE: **-2%**

#### DAYS ON MARKET

Sept. 2023    Sept. 2024  
**56**      **68**

VARIANCE: **21%**

### LEE COUNTY MARKET SUMMARY | SEPTEMBER 2024

- The single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **93.65% of list price** in September 2024.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **9%**.
- The median luxury sales price for single-family homes is **\$1,187,500**.
- The median days on market for September 2024 was **68** days, up from **56** in September 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.

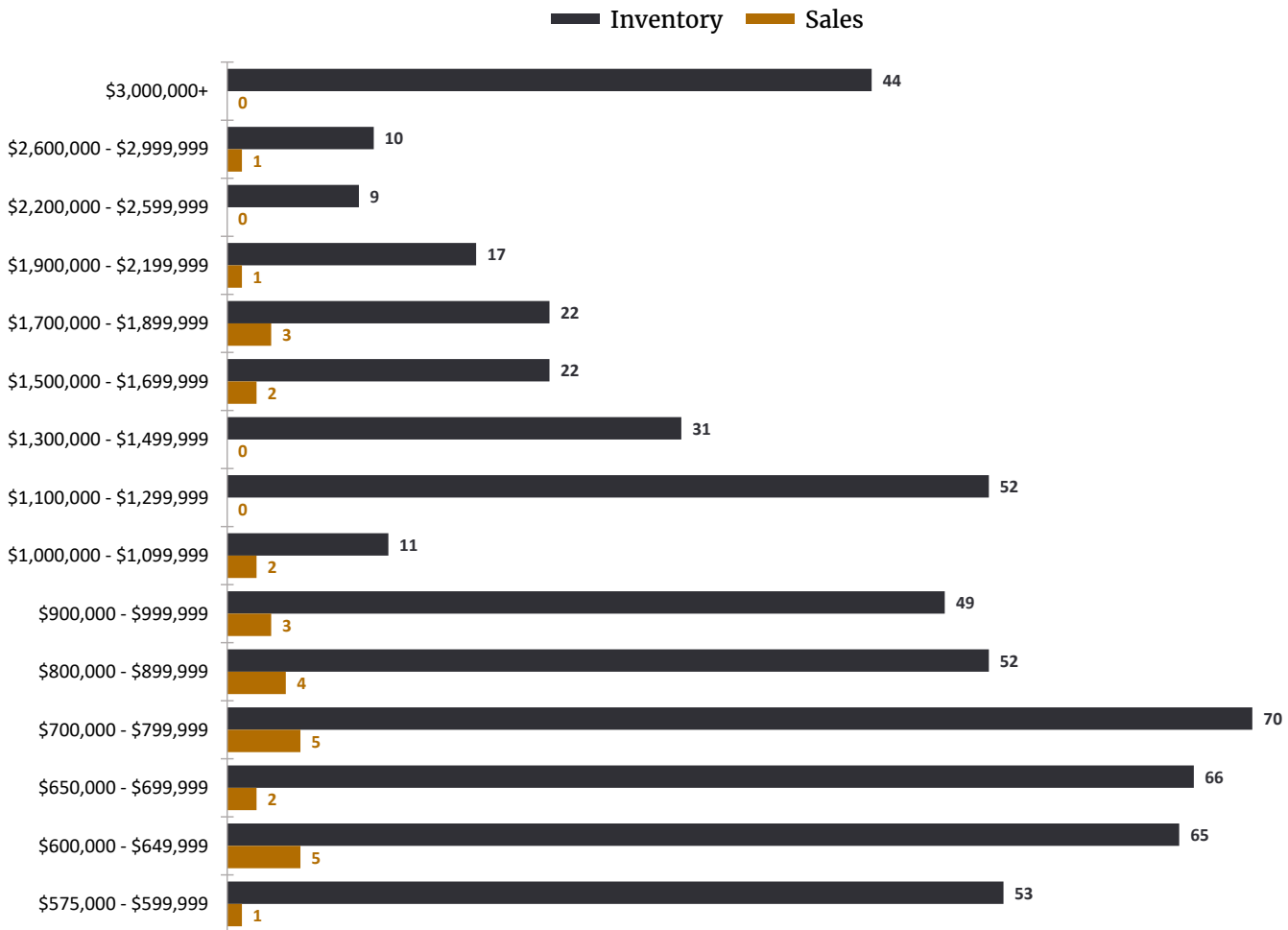
## LUXURY INVENTORY VS. SALES | SEPTEMBER 2024

Total Inventory: **573**

Total Sales: **29**

Total Sales Ratio<sup>2</sup>: **5%**

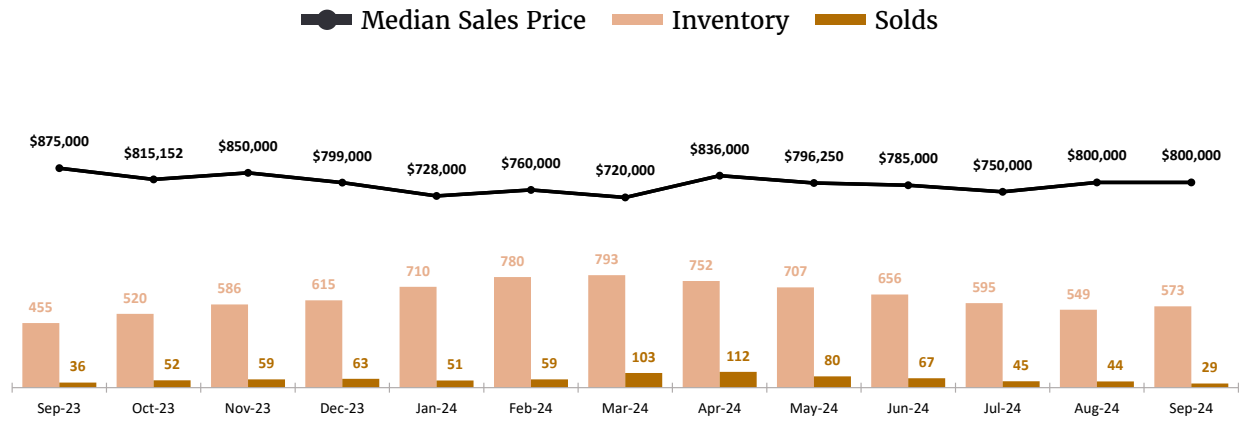
Buyer's Market



| Square Feet <sup>3</sup><br>-Range- | Price<br>-Median Sold- | Beds<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|-------------------------------------|------------------------|-----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 - 999                             | \$805,000              | 2                     | 2                      | 2               | 40                   | 5%                              |
| 1,000 - 1,499                       | \$745,000              | 2                     | 2                      | 3               | 109                  | 3%                              |
| 1,500 - 1,999                       | \$640,000              | 3                     | 2                      | 5               | 137                  | 4%                              |
| 2,000 - 2,499                       | \$770,000              | 3                     | 3                      | 8               | 124                  | 6%                              |
| 2,500 - 2,999                       | \$1,615,718            | 3                     | 3                      | 10              | 86                   | 12%                             |
| 3,000+                              | \$2,695,000            | 4                     | 4                      | 1               | 77                   | 1%                              |

<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 | SEPTEMBER

### TOTAL INVENTORY

Sept. 2023    Sept. 2024

**455**    **573**

VARIANCE: **26%**

### TOTAL SOLDS

Sept. 2023    Sept. 2024

**36**    **29**

VARIANCE: **-19%**

### SALES PRICE

Sept. 2023    Sept. 2024

**\$875k**    **\$800k**

VARIANCE: **-9%**

### SALE PRICE PER SQFT.

Sept. 2023    Sept. 2024

**\$433**    **\$388**

VARIANCE: **-10%**

### SALE TO LIST PRICE RATIO

Sept. 2023    Sept. 2024

**98.22%**    **94.59%**

VARIANCE: **-4%**

### DAYS ON MARKET

Sept. 2023    Sept. 2024

**17**    **94**

VARIANCE: **453%**

## LEE COUNTY MARKET SUMMARY | SEPTEMBER 2024

- The attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **94.59% of list price** in September 2024.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **18%**.
- The median luxury sales price for attached homes is **\$800,000**.
- The median days on market for September 2024 was **94** days, up from **17** in September 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.