

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

DECEMBER  
2024

LEE COUNTY  

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FLORIDA

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

### LUXURY INVENTORY VS. SALES | NOVEMBER 2024

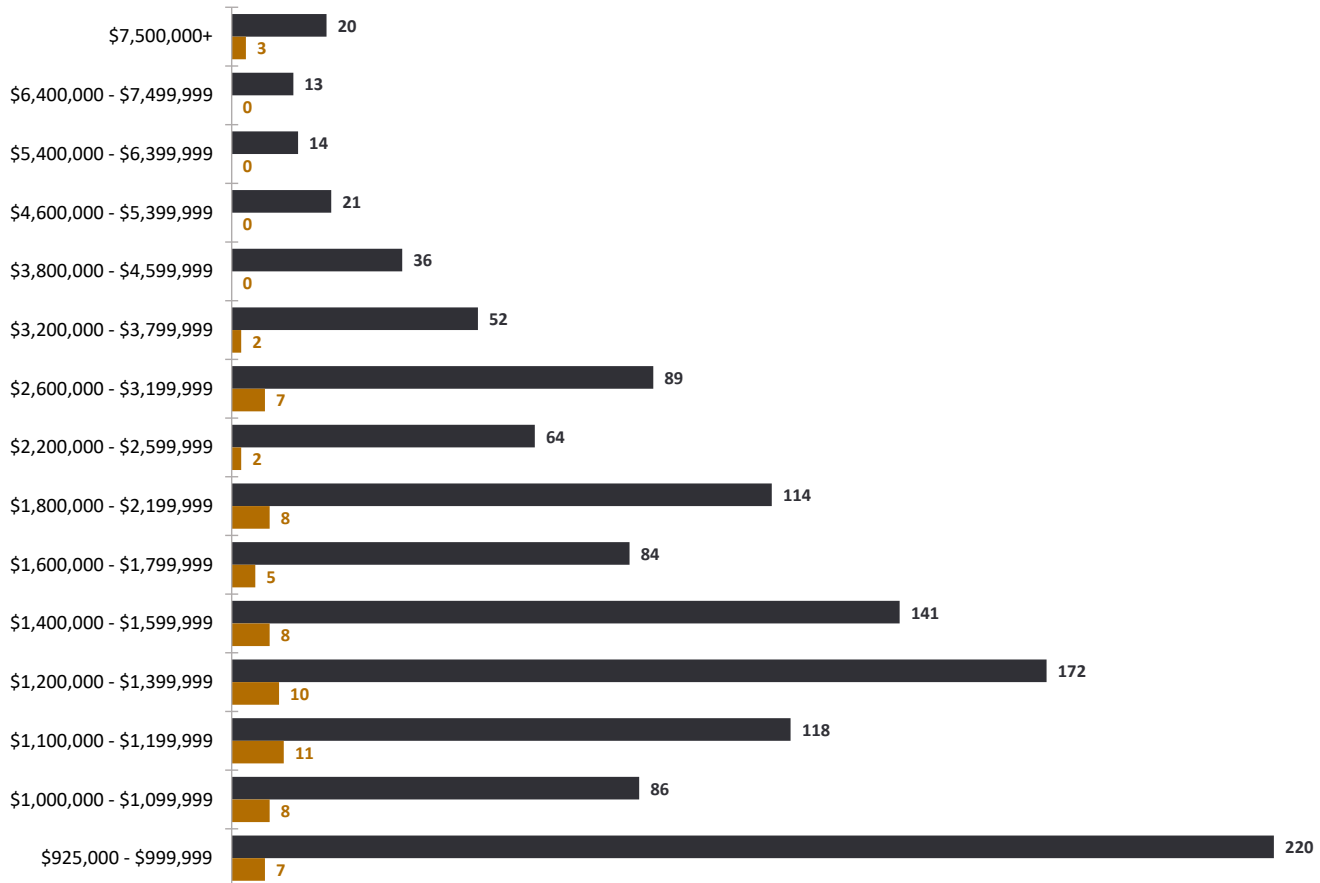
Total Inventory: **1,244**

Total Sales: **71**

Total Sales Ratio<sup>2</sup>: **6%**

Buyer's Market

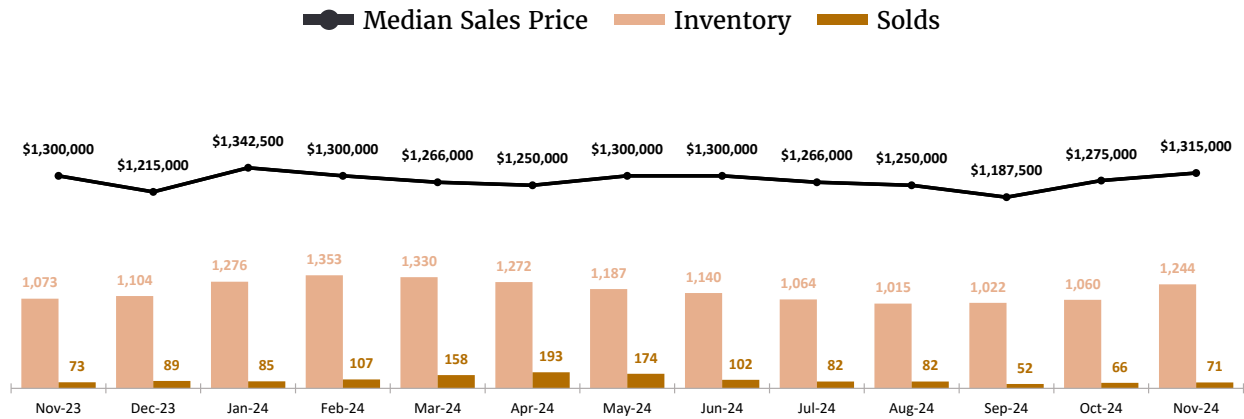
Inventory Sales



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	\$1,125,000	3	3	4	151	3%
2,000 - 2,499	\$1,195,000	3	3	9	340	3%
2,500 - 2,999	\$1,250,000	4	4	17	271	6%
3,000 - 3,499	\$1,537,500	4	4	18	191	9%
3,500 - 3,999	\$1,200,000	4	5	9	100	9%
4,000+	\$2,662,500	4	6	14	191	7%

<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 | NOVEMBER

#### TOTAL INVENTORY

Nov. 2023    Nov. 2024  
**1,073    1,244**

**VARIANCE: 16%**

#### TOTAL SOLDS

Nov. 2023    Nov. 2024  
**73    71**

**VARIANCE: -3%**

#### SALES PRICE

Nov. 2023    Nov. 2024  
**\$1.30m    \$1.32m**

**VARIANCE: 1%**

#### SALE PRICE PER SQFT.

Nov. 2023    Nov. 2024  
**\$456    \$503**

**VARIANCE: 10%**

#### SALE TO LIST PRICE RATIO

Nov. 2023    Nov. 2024  
**95.74%    93.93%**

**VARIANCE: -2%**

#### DAYS ON MARKET

Nov. 2023    Nov. 2024  
**41    37**

**VARIANCE: -10%**

## LEE COUNTY MARKET SUMMARY | NOVEMBER 2024

- The single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **93.93% of list price** in November 2024.
- The most active price band is **\$7,500,000+**, where the sales ratio is **15%**.
- The median luxury sales price for single-family homes is **\$1,315,000**.
- The median days on market for November 2024 was **37** days, down from **41** in November 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.

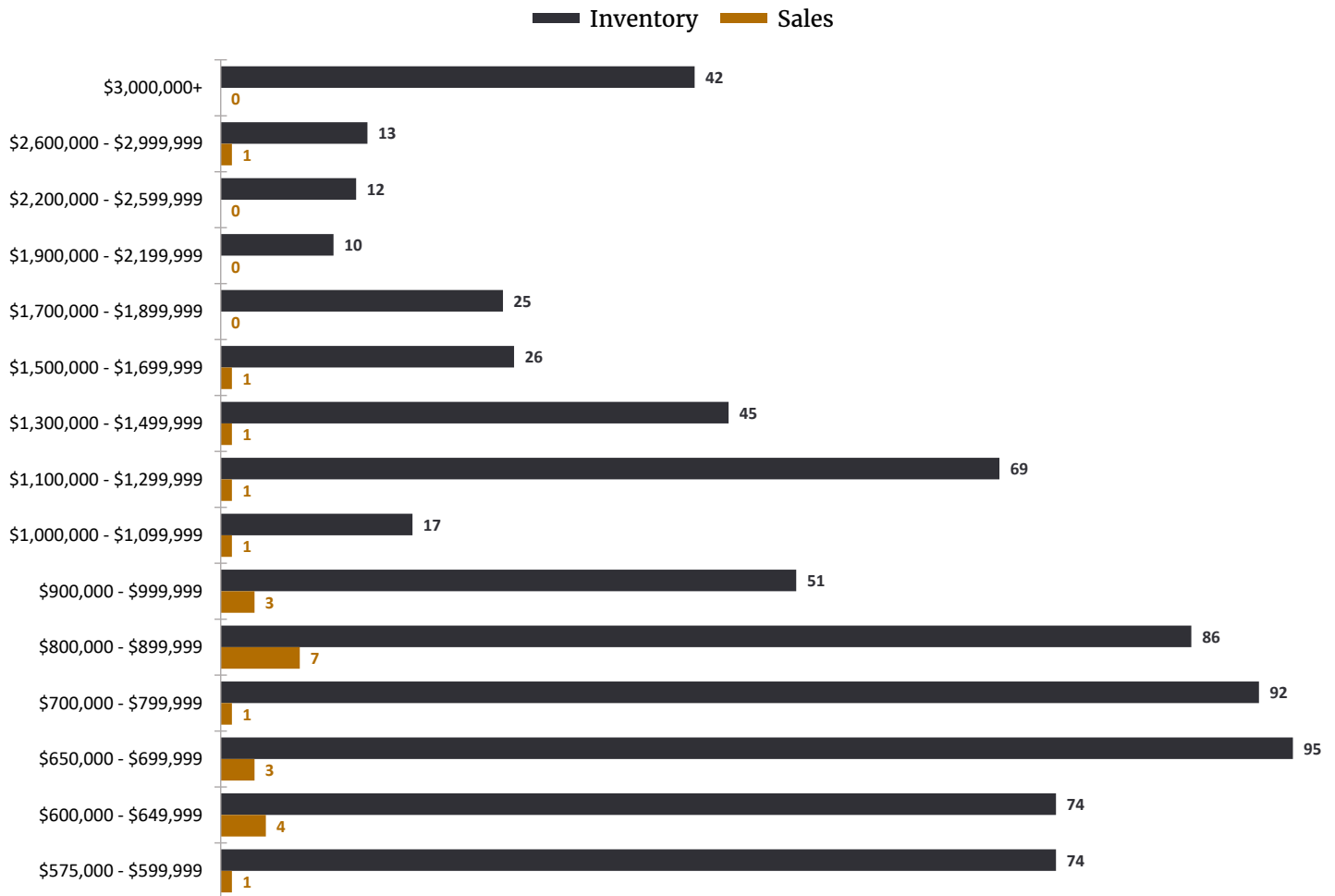
## LUXURY INVENTORY VS. SALES | NOVEMBER 2024

Total Inventory: **731**

Total Sales: **24**

Total Sales Ratio<sup>2</sup>: **3%**

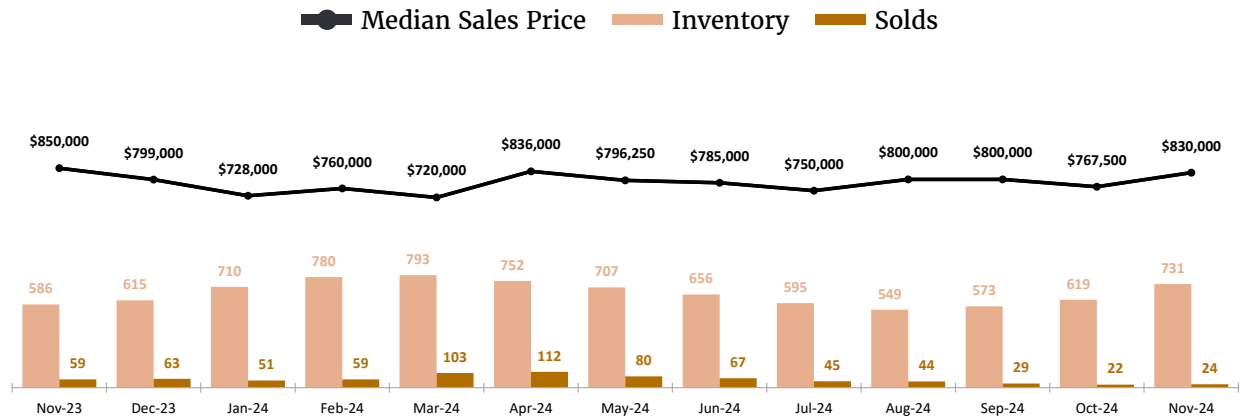
Buyer's Market



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	\$700,000	1	1	1	40	3%
1,000 - 1,499	\$860,000	2	2	8	147	5%
1,500 - 1,999	\$632,500	3	2	6	185	3%
2,000 - 2,499	\$892,500	3	3	4	186	2%
2,500 - 2,999	\$1,398,000	3	3	3	95	3%
3,000+	\$1,719,000	4	4	2	78	3%

<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 | NOVEMBER

### TOTAL INVENTORY

Nov. 2023    Nov. 2024  
**586**        **731**

VARIANCE: **25%**

### TOTAL SOLDS

Nov. 2023    Nov. 2024  
**59**         **24**

VARIANCE: **-59%**

### SALES PRICE

Nov. 2023    Nov. 2024  
**\$850k**      **\$830k**

VARIANCE: **-2%**

### SALE PRICE PER SQFT.

Nov. 2023    Nov. 2024  
**\$469**        **\$454**

VARIANCE: **-3%**

### SALE TO LIST PRICE RATIO

Nov. 2023    Nov. 2024  
**96.64%**    **96.25%**

VARIANCE: **0%**

### DAYS ON MARKET

Nov. 2023    Nov. 2024  
**13**         **55**

VARIANCE: **323%**

## LEE COUNTY MARKET SUMMARY | NOVEMBER 2024

- The attached luxury market is a **Buyer's Market** with a **3% Sales Ratio**.
- Homes sold for a median of **96.25% of list price** in November 2024.
- The most active price band is **\$800,000-\$899,999**, where the sales ratio is **8%**.
- The median luxury sales price for attached homes is **\$830,000**.
- The median days on market for November 2024 was **55** days, up from **13** in November 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.