

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2025

LEE COUNTY

FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2024

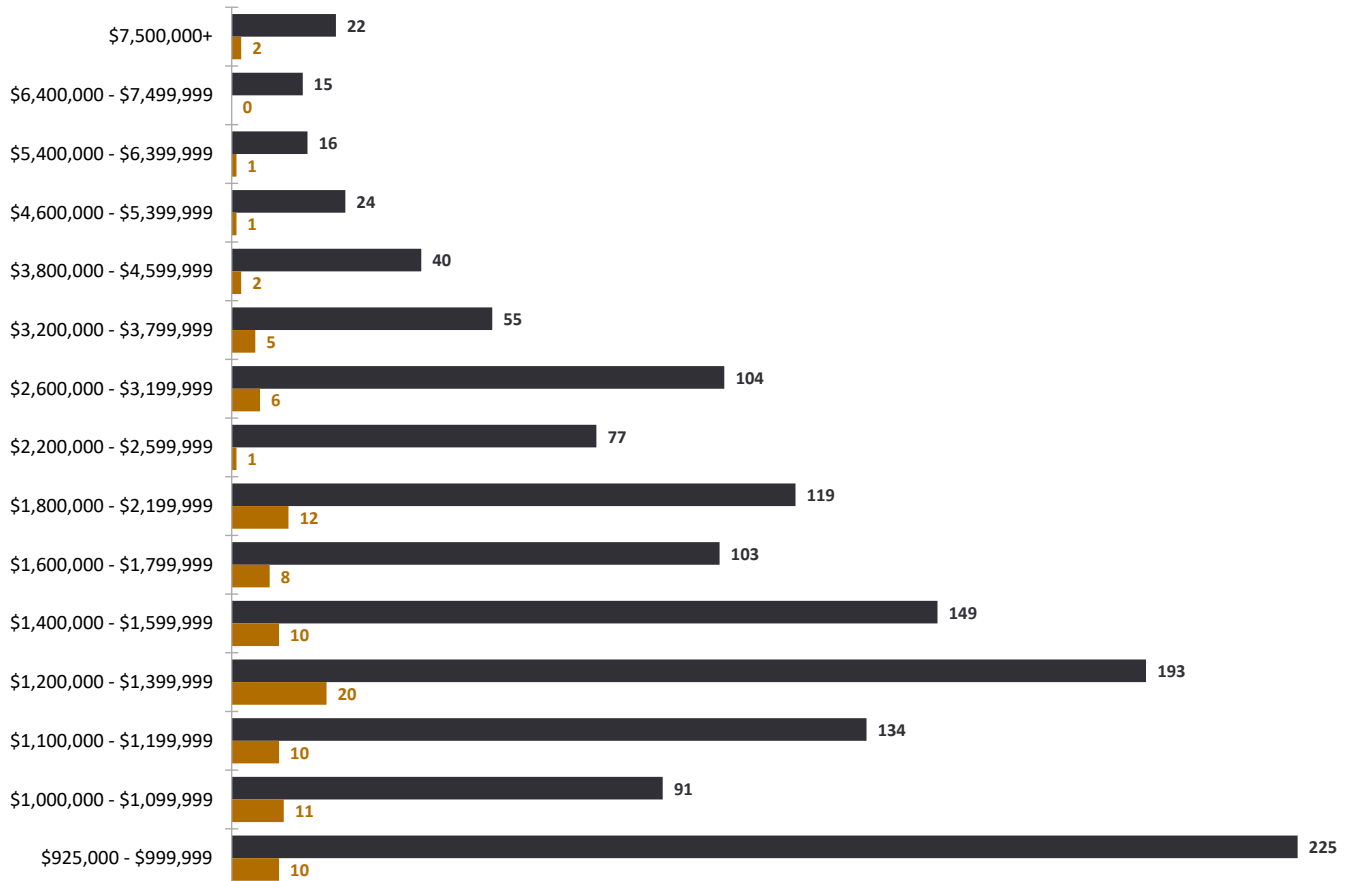
Total Inventory: **1,367**

Total Sales: **99**

Total Sales Ratio²: **7%**

Buyer's Market

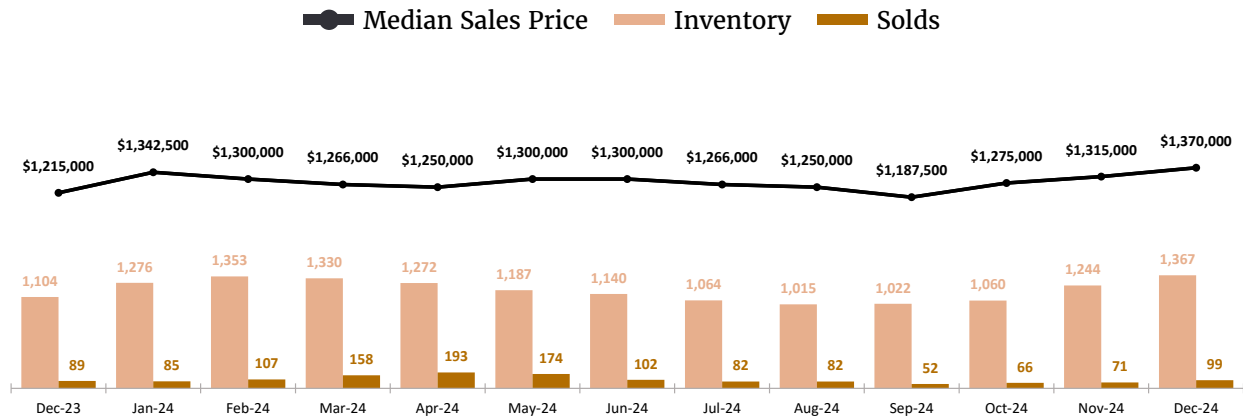
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,267,500	3	3	6	167	4%
2,000 - 2,499	\$1,135,000	3	3	21	354	6%
2,500 - 2,999	\$1,265,000	4	3	19	307	6%
3,000 - 3,499	\$1,430,000	4	4	19	222	9%
3,500 - 3,999	\$1,675,000	4	5	11	105	10%
4,000+	\$2,720,000	4	5	23	212	11%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
1,104 **1,367**

VARIANCE: 24%

TOTAL SOLDS

Dec. 2023 Dec. 2024
89 **99**

VARIANCE: 11%

SALES PRICE

Dec. 2023 Dec. 2024
\$1.22m **\$1.37m**

VARIANCE: 13%

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$480 **\$488**

VARIANCE: 2%

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
95.65% **94.74%**

VARIANCE: -1%

DAYS ON MARKET

Dec. 2023 Dec. 2024
22 **31**

VARIANCE: 41%

LEE COUNTY MARKET SUMMARY | DECEMBER 2024

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **94.74% of list price** in December 2024.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **12%**.
- The median luxury sales price for single-family homes is **\$1,370,000**.
- The median days on market for December 2024 was **31** days, up from **22** in December 2023.

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

⁴Data reported includes Active and Sold properties and does not include Pending properties.

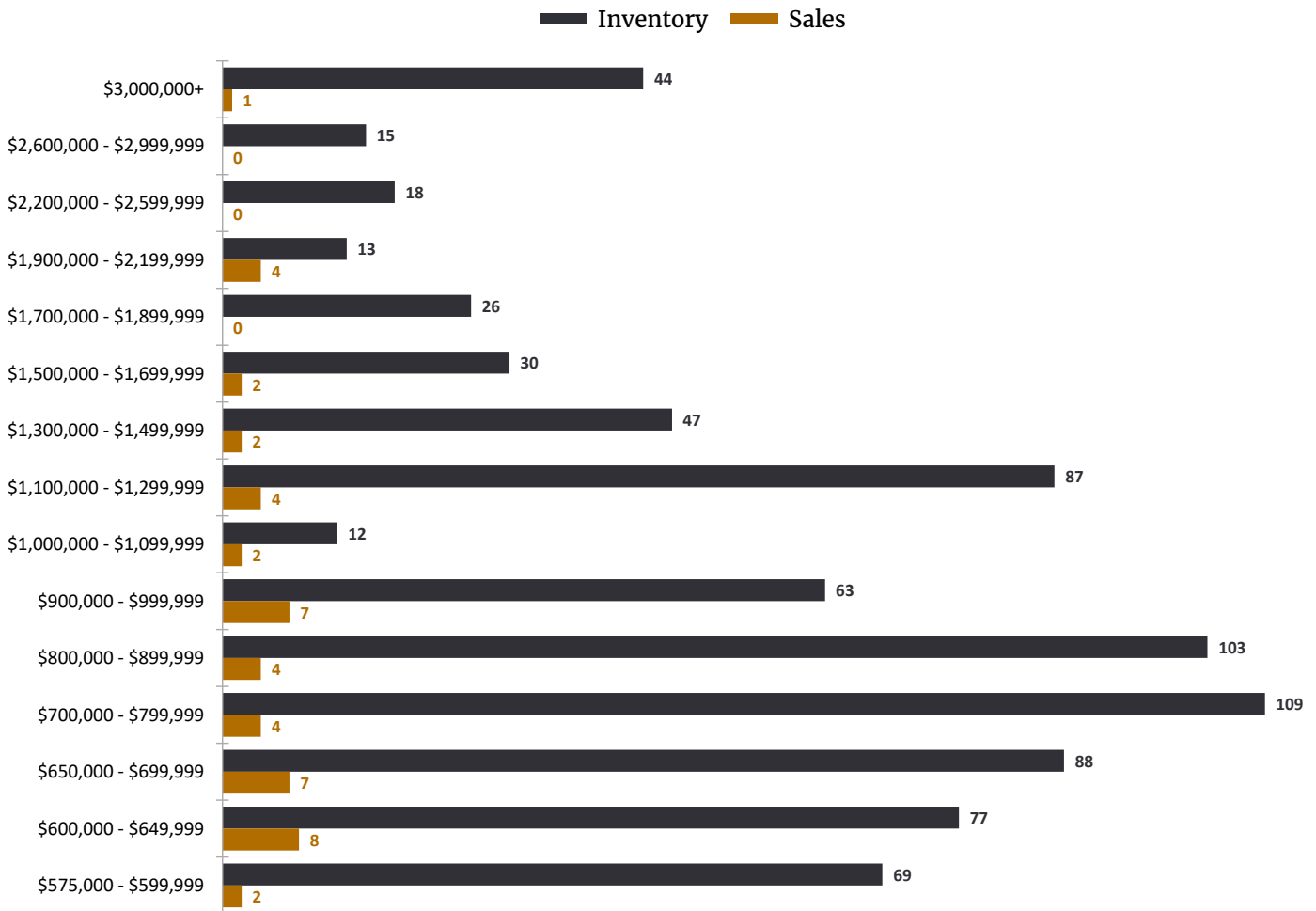
LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **801**

Total Sales: **47**

Total Sales Ratio²: **6%**

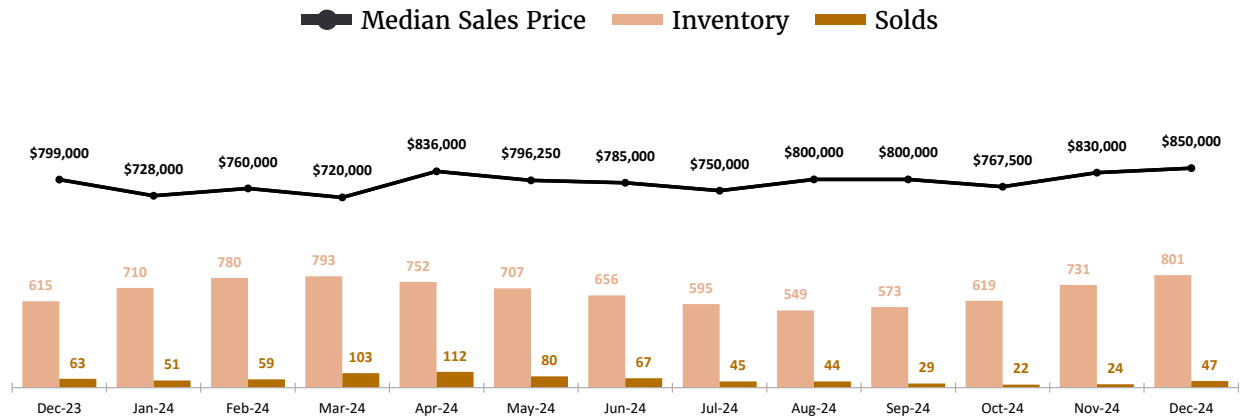
Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$840,000	2	2	1	42	2%
1,000 - 1,499	\$855,000	2	2	5	172	3%
1,500 - 1,999	\$660,000	3	2	11	185	6%
2,000 - 2,499	\$700,000	3	3	13	214	6%
2,500 - 2,999	\$980,000	3	3	11	104	11%
3,000+	\$2,025,000	3	4	6	84	7%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
615 **801**

VARIANCE: **30%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
63 **47**

VARIANCE: **-25%**

SALES PRICE

Dec. 2023 Dec. 2024
\$799k **\$850k**

VARIANCE: **6%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$405 **\$398**

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
96.83% **94.85%**

VARIANCE: **-2%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
38 **36**

VARIANCE: **-5%**

LEE COUNTY MARKET SUMMARY | DECEMBER 2024

- The attached luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **94.85% of list price** in December 2024.
- The most active price band is **\$1,900,000-\$2,199,999**, where the sales ratio is **31%**.
- The median luxury sales price for attached homes is **\$850,000**.
- The median days on market for December 2024 was **36** days, down from **38** in December 2023.

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

⁴Data reported includes Active and Sold properties and does not include Pending properties.