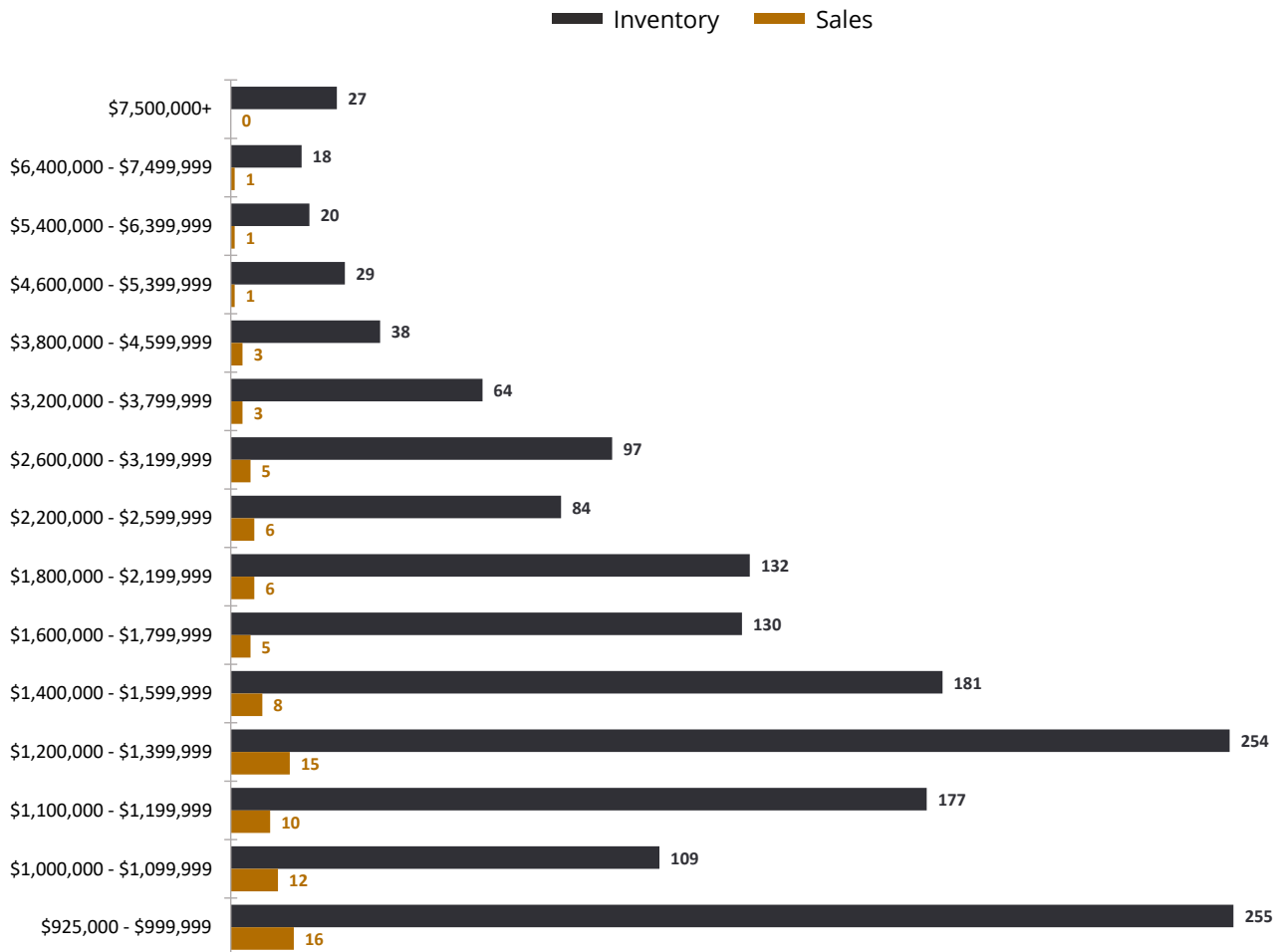




LEE COUNTY  
FLORIDA

### LUXURY INVENTORY VS. SALES | JANUARY 2025

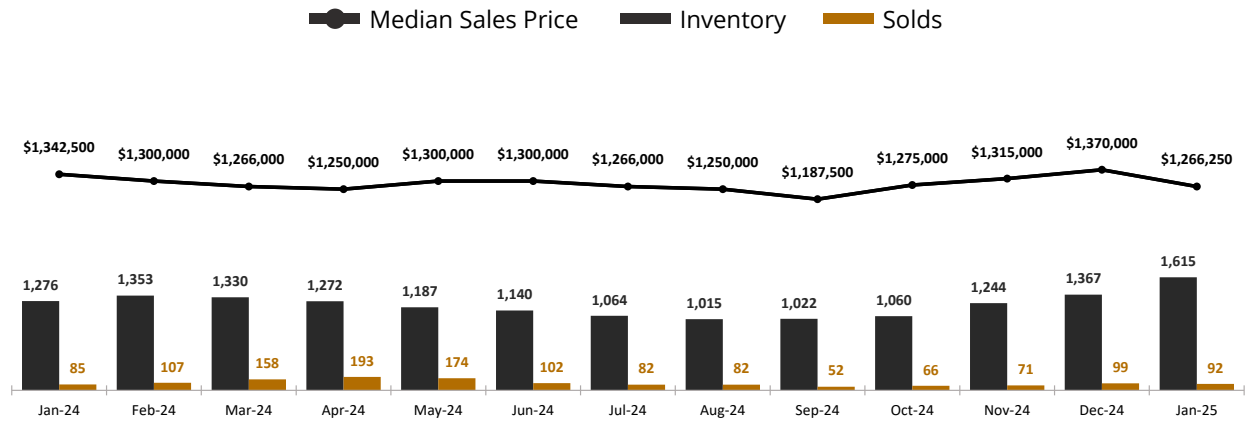
**Total Inventory: 1,615**    **Total Sales: 92**    **Total Sales Ratio<sup>2</sup>: 6%**    **Buyer's Market**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,450,000	3	2	1	229	0%
2,000 - 2,499	\$1,100,000	3	3	21	412	5%
2,500 - 2,999	\$1,150,000	3	3	32	355	9%
3,000 - 3,499	\$1,250,000	4	3	17	255	7%
3,500 - 3,999	\$1,652,500	4	5	4	129	3%
4,000+	\$3,200,000	4	5	17	235	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® data reported previous month's sales exceeded current inventory.

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



### MEDIAN DATA REVIEW | JANUARY

#### TOTAL INVENTORY

Jan. 2024: 1,276  
Jan. 2025: 1,615

VARIANCE: **27%**

#### TOTAL SOLDS

Jan. 2024: 85  
Jan. 2025: 92

VARIANCE: **8%**

#### SALES PRICE

Jan. 2024: \$1.34m  
Jan. 2025: \$1.27m

VARIANCE: **-6%**

#### SALE PRICE PER SQFT.

Jan. 2024: \$523  
Jan. 2025: \$467

VARIANCE: **-11%**

#### SALE TO LIST PRICE RATIO

Jan. 2024: 95.10%  
Jan. 2025: 94.56%

VARIANCE: **-1%**

#### DAYS ON MARKET

Jan. 2024: 57  
Jan. 2025: 38

VARIANCE: **-33%**

## LEE COUNTY MARKET SUMMARY | JANUARY 2025

- The single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **94.56% of list price** in January 2025.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **11%**.
- The median luxury sales price for single-family homes is **\$1,266,250**.
- The median days on market for January 2025 was **38** days, down from **57** in January 2024.

<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.

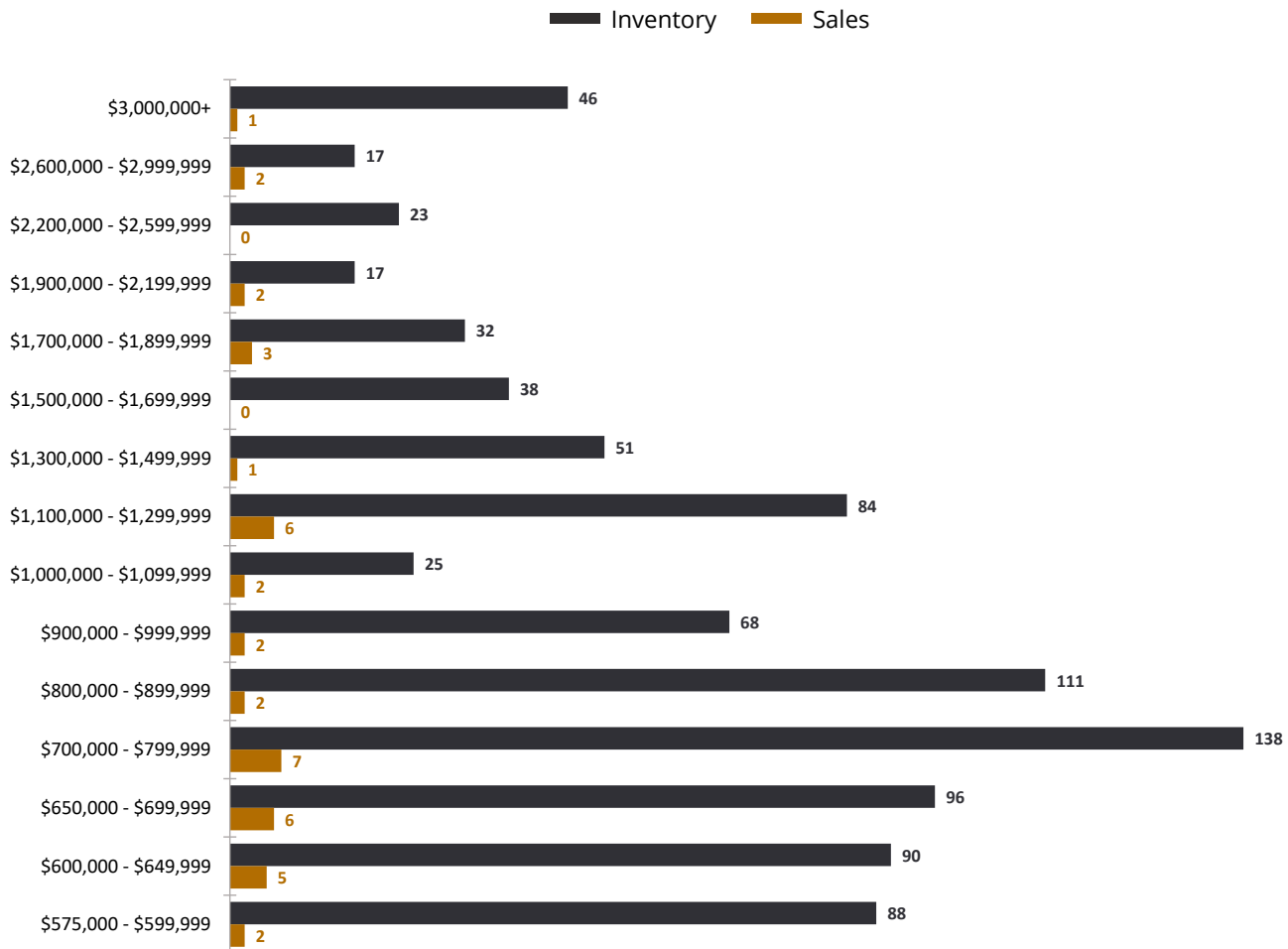
## LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: **924**

Total Sales: **41**

Total Sales Ratio<sup>2</sup>: **4%**

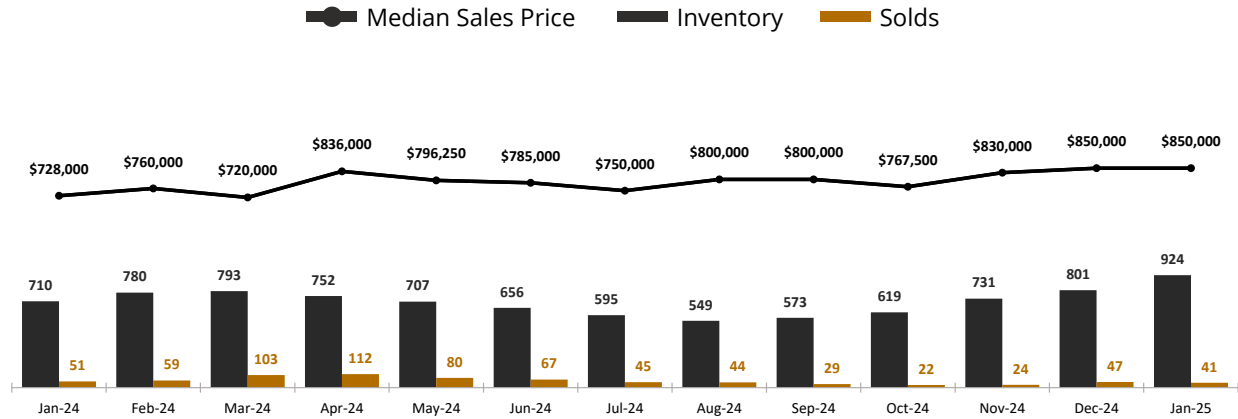
Buyer's Market



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	NA	NA	NA	0	56	0%
1,000 - 1,499	\$850,000	2	2	2	191	1%
1,500 - 1,999	\$706,000	3	2	12	202	6%
2,000 - 2,499	\$687,500	3	3	10	251	4%
2,500 - 2,999	\$1,207,500	3	3	10	123	8%
3,000+	\$1,700,000	3	4	7	101	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® data reported previous month's sales exceeded current inventory.

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



## MEDIAN DATA REVIEW | JANUARY

### TOTAL INVENTORY

Jan. 2024: **710**  
Jan. 2025: **924**

VARIANCE: **30%**

### TOTAL SOLDS

Jan. 2024: **51**  
Jan. 2025: **41**

VARIANCE: **-20%**

### SALES PRICE

Jan. 2024: **\$728k**  
Jan. 2025: **\$850k**

VARIANCE: **17%**

### SALE PRICE PER SQFT.

Jan. 2024: **\$397**  
Jan. 2025: **\$398**

VARIANCE: **0%**

### SALE TO LIST PRICE RATIO

Jan. 2024: **96.13%**  
Jan. 2025: **95.66%**

VARIANCE: **0%**

### DAYS ON MARKET

Jan. 2024: **34**  
Jan. 2025: **55**

VARIANCE: **62%**

## LEE COUNTY MARKET SUMMARY | JANUARY 2025

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **95.66% of list price** in January 2025.
- The most active price bands are **\$1,900,000-\$2,199,999** and **\$2,600,000-\$2,999,999**, where the sales ratio is **12%**.
- The median luxury sales price for attached homes is **\$850,000**.
- The median days on market for January 2025 was **55** days, up from **34** in January 2024.

<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.