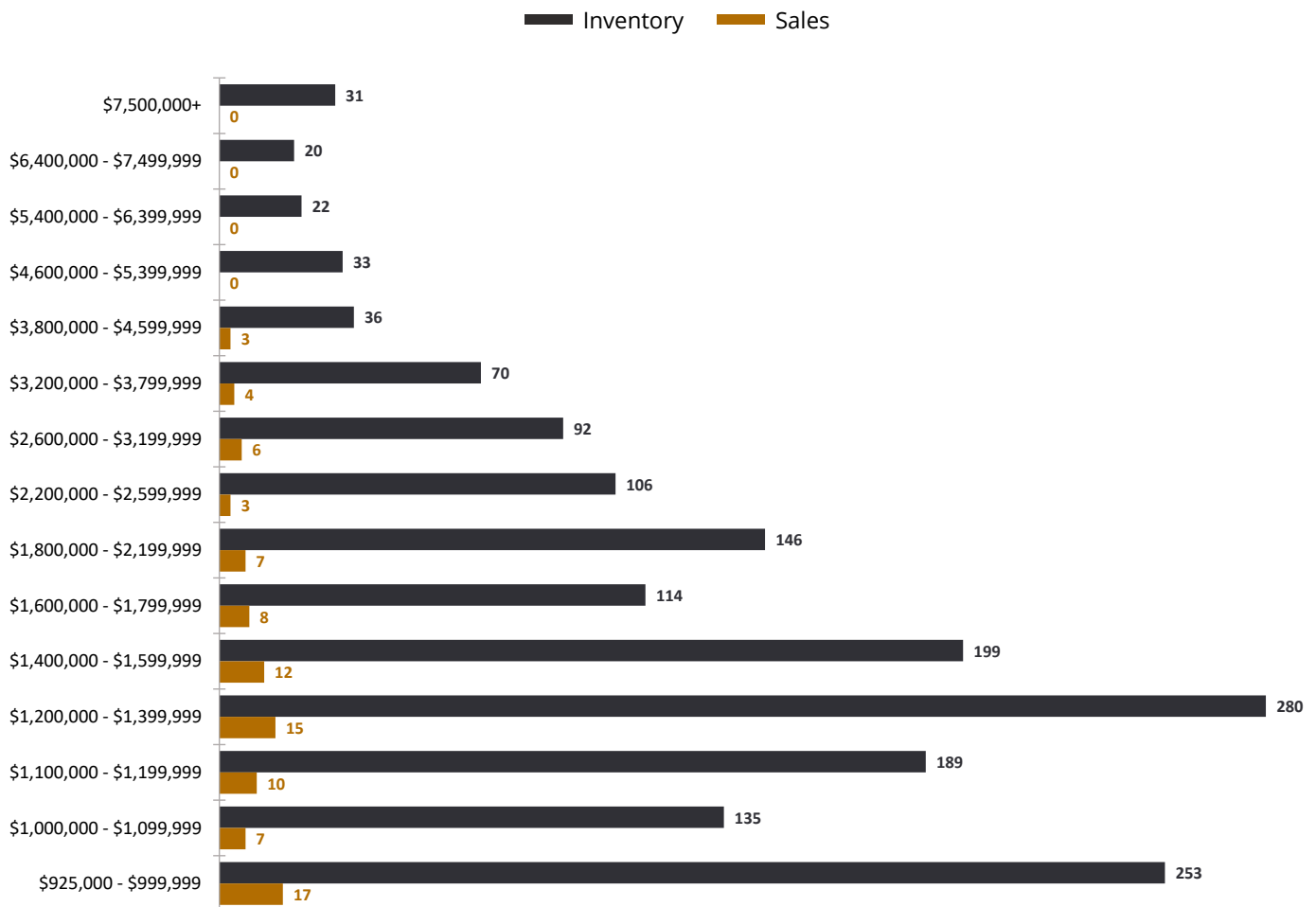


LEE COUNTY
FLORIDA

LUXURY INVENTORY VS. SALES | FEBRUARY 2025

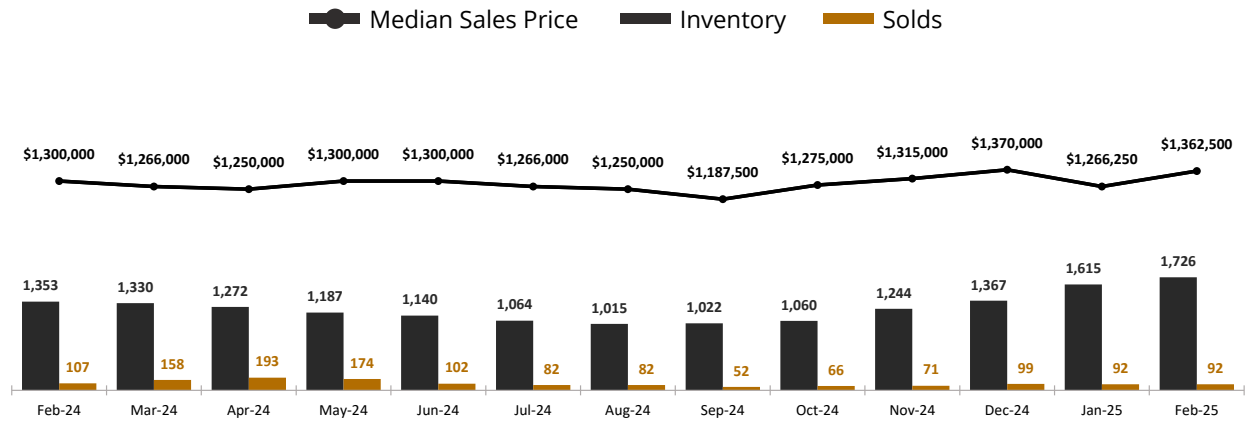
Total Inventory: 1,726 **Total Sales: 92** **Total Sales Ratio²: 5%** **Buyer's Market**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,480,000	3	2	4	242	2%
2,000 - 2,499	\$1,135,000	3	3	22	467	5%
2,500 - 2,999	\$1,250,000	3	3	21	382	5%
3,000 - 3,499	\$1,622,000	4	4	22	258	9%
3,500 - 3,999	\$1,265,000	4	4	10	131	8%
4,000+	\$2,825,000	4	5	13	246	5%

¹ The 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 | FEBRUARY

TOTAL INVENTORY

Feb. 2024 Feb. 2025
1,353 **1,726**

VARIANCE: **28%**

TOTAL SOLDS

Feb. 2024 Feb. 2025
107 **92**

VARIANCE: **-14%**

SALES PRICE

Feb. 2024 Feb. 2025
\$1.30m **\$1.36m**

VARIANCE: **5%**

SALE PRICE PER SQFT.

Feb. 2024 Feb. 2025
\$497 **\$480**

VARIANCE: **-3%**

SALE TO LIST PRICE RATIO

Feb. 2024 Feb. 2025
94.94% **94.69%**

VARIANCE: **0%**

DAYS ON MARKET

Feb. 2024 Feb. 2025
54 **47**

VARIANCE: **-13%**

LEE COUNTY MARKET SUMMARY | FEBRUARY 2025

- The single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **94.69% of list price** in February 2025.
- The most active price band is **\$3,800,000-\$4,599,999**, where the sales ratio is **8%**.
- The median luxury sales price for single-family homes is **\$1,362,500**.
- The median days on market for February 2025 was **47** days, down from **54** in February 2024.

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.

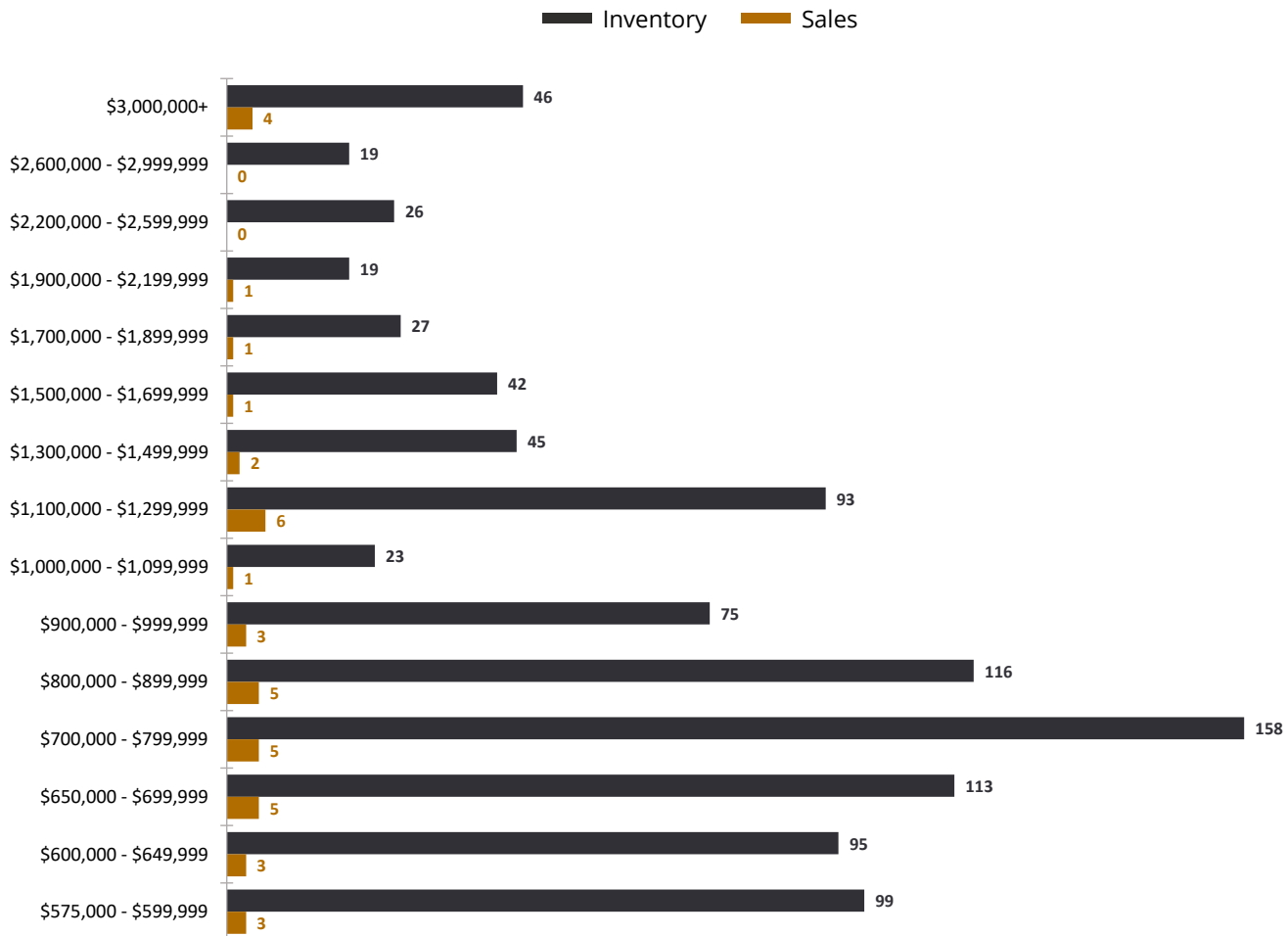
LUXURY INVENTORY VS. SALES | FEBRUARY 2025

Total Inventory: **996**

Total Sales: **40**

Total Sales Ratio²: **4%**

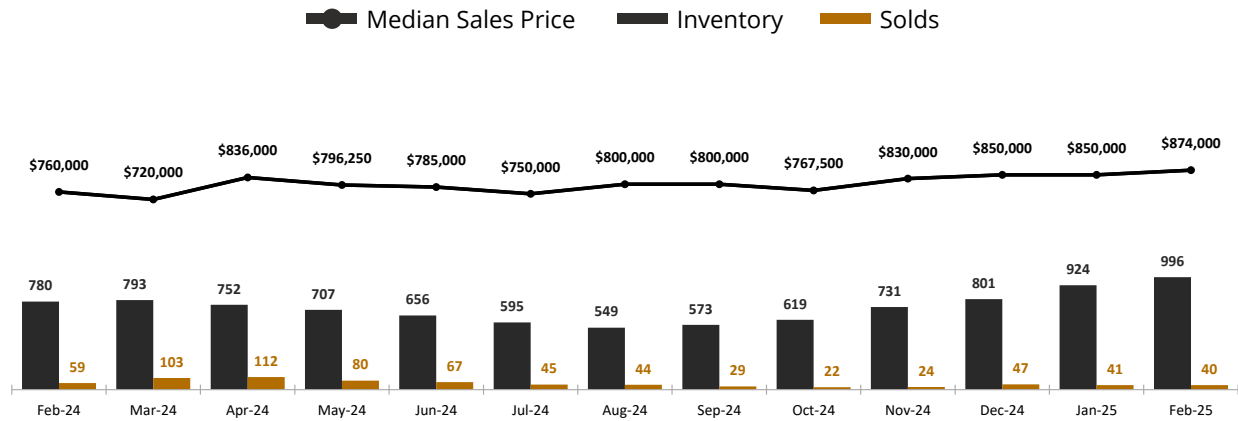
Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	58	0%
1,000 - 1,499	\$824,500	2	2	8	223	4%
1,500 - 1,999	\$697,000	3	2	11	222	5%
2,000 - 2,499	\$900,000	3	2	8	263	3%
2,500 - 2,999	\$1,237,500	3	3	8	118	7%
3,000+	\$4,700,000	4	5	5	112	4%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² 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 TREND⁴



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2024: **780**
Feb. 2025: **996**

VARIANCE: **28%**

TOTAL SOLD

Feb. 2024: **59**
Feb. 2025: **40**

VARIANCE: **-32%**

SALES PRICE

Feb. 2024: **\$760k**
Feb. 2025: **\$874k**

VARIANCE: **15%**

SALE PRICE PER SQFT.

Feb. 2024: **\$434**
Feb. 2025: **\$486**

VARIANCE: **12%**

SALE TO LIST PRICE RATIO

Feb. 2024: **96.53%**
Feb. 2025: **96.36%**

VARIANCE: **0%**

DAYS ON MARKET

Feb. 2024: **42**
Feb. 2025: **54**

VARIANCE: **29%**

LEE COUNTY MARKET SUMMARY | FEBRUARY 2025

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **96.36% of list price** in February 2025.
- The most active price band is **\$3,000,000+**, where the sales ratio is **9%**.
- The median luxury sales price for attached homes is **\$874,000**.
- The median days on market for February 2025 was **54** days, up from **42** in February 2024.

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.