

Elliman Report

Q1-2025

Lee County, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

- **5.2%**
Prices Median Sales Price
- **0.9%**
Sales Closed Sales
- + **164.3%**
Inventory Total Inventory
- + **9 days**
Marketing Time Days on Market

Condo Dashboard

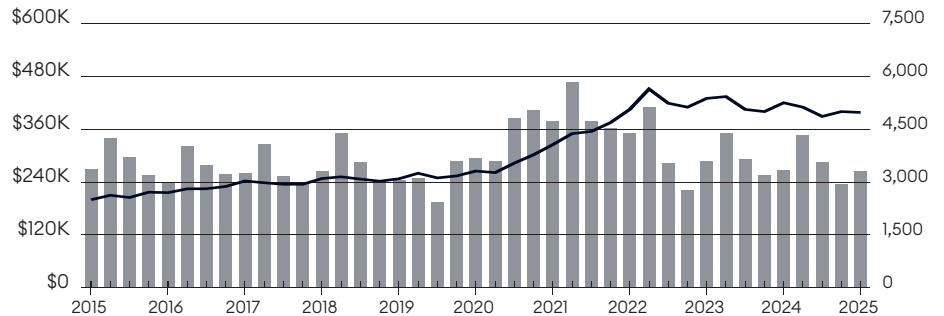
YEAR-OVER-YEAR

- **11.9%**
Prices Median Sales Price
 - **7.8%**
Sales Closed Sales
 - + **75.1%**
Inventory Total Inventory
 - + **27 days**
Marketing Time Days on Market
- Single family price trend indicators and sales slipped
 - Condo price trend indicators and sales slipped

Median Sales Price

Lee County Single Family

Number of Sales

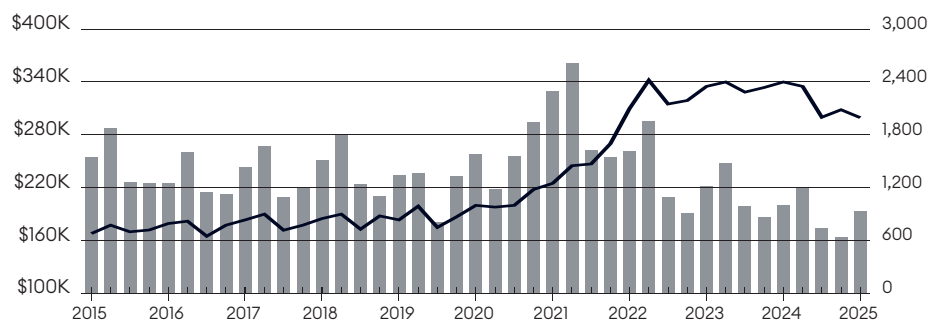


Lee County Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$558,011	2.1%	\$546,337	-4.1%	\$581,748
Average Price Per Sq Ft	\$290	2.5%	\$283	-4.9%	\$305
Median Sales Price	\$398,000	-0.5%	\$400,000	-5.2%	\$420,000
Number of Sales (Closed)	3,299	12.2%	2,939	-0.9%	3,330
Days on Market (From Last List Date)	74	-1.3%	75	13.8%	65
Listing Discount (From Last List Price)	5.1%		4.5%		4.4%
Listing Inventory	9,383	14.8%	8,172	164.3%	3,550
Months of Supply	8.5	2.4%	8.3	165.6%	3.2
Average Square Feet	1,927	-0.2%	1,930	1.0%	1,907

Median Sales Price

Lee County Condo

Number of Sales



Lee County Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$420,673	9.2%	\$385,161	-4.8%	\$441,961
Average Price Per Sq Ft	\$288	6.7%	\$270	-5.9%	\$306
Median Sales Price	\$299,500	-2.9%	\$308,500	-11.9%	\$340,000
Number of Sales (Closed)	926	45.4%	637	-7.8%	1,004
Days on Market (From Last List Date)	94	6.8%	88	40.3%	67
Listing Discount (From Last List Price)	5.2%		6.0%		4.8%
Listing Inventory	5,150	30.9%	3,933	75.1%	2,941
Months of Supply	16.7	-9.7%	18.5	89.8%	8.8
Average Square Feet	1,461	2.4%	1,427	1.3%	1,442



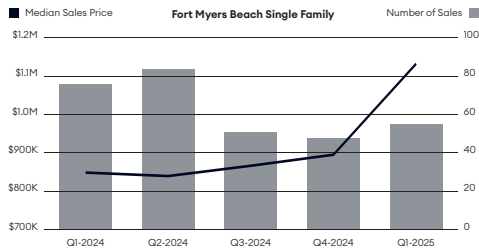
Prepared by Miller Samuel Real Estate Appraisers & Consultants

The median sales price of a single family home declined by 5.2% to \$398,000, 50.2% higher the same period five years ago. Single family sales slipped by 0.9% to 3,299 compared to the same quarter last year. Listing inventory for single family homes continued to expand, surging

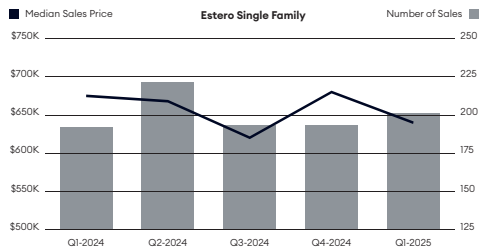
by 164.3% to 9,383. With listing inventory expanding as sales decreased, the pace of the single family market slowed. Consequently, the months of supply, the time it would take to sell all listing inventory at the current sales rate, was 8.5 months, significantly slower than

3.2 months in the same period last year. The luxury condo market, comprising the top ten percent of all condo sales starting at \$697,000 this quarter, had a median sales price of \$1,100,000, up 14.3% annually. Luxury condo inventory expanded by 56.4% to 735.

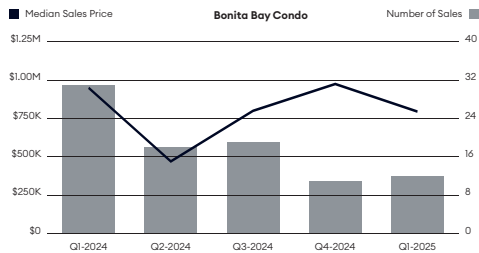
Fort Myers Beach Single Family



Estero Single Family



Bonita Bay Condo



Fort Myers Beach Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,132,449	26.5%	\$895,125	33.5%	\$848,548
Average Price per Sq Ft	\$651	15.8%	\$562	5.9%	\$615
Median Sales Price	\$799,000	14.1%	\$700,000	7.0%	\$747,000
Number of Sales (Closed)	55	14.6%	48	-27.6%	76
Days on Market (From Last List Date)	94	5.6%	89	23.7%	76
Listing Discount (From Last List Price)	9.9%		8.2%		6.6%
Listing Inventory	148	3.5%	143	448.1%	27
Months of Supply	8.1	-9.0%	8.9	636.4%	1.1
Average Square Feet	1,740	9.2%	1,593	25.4%	1,388

Estero Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$736,612	-8.4%	\$804,082	-15.1%	\$867,434
Average Price per Sq Ft	\$321	-2.1%	\$328	-13.2%	\$370
Median Sales Price	\$640,000	-5.9%	\$680,000	-5.2%	\$675,000
Number of Sales (Closed)	\$201	4.1%	\$193	4.7%	\$192
Days on Market (From Last List Date)	67	-4.3%	70	45.7%	46
Listing Discount (From Last List Price)	3.9%		4.6%		4.6%
Listing Inventory	257	-30.9%	372	277.9%	68
Months of Supply	3.8	-34.5%	5.8	245.5%	1.1
Average Square Feet	2,294	-6.4%	2,451	-2.3%	2,349

Bonita Bay Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,877,658	21.6%	\$1,544,000	16.2%	\$1,615,694
Average Price per Sq Ft	\$690	23.4%	\$559	15.2%	\$599
Median Sales Price	\$795,000	-18.5%	\$975,000	-16.3%	\$950,000
Number of Sales (Closed)	12	9.1%	11	-61.3%	31
Days on Market (From Last List Date)	73	-42.1%	126	-2.7%	75
Listing Discount (From Last List Price)	2.5%		5.8%		5.5%
Listing Inventory	187	53.3%	122	503.2%	31
Months of Supply	46.8	40.5%	33.3	1460.0%	3.0
Average Square Feet	2,720	-1.6%	2,764	0.8%	2,699

By Sales Share Lee County

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	35.1%	38.3%
Single Family Mortgage	64.9%	61.7%
Condo Cash	72.1%	72.3%
Condo Mortgage	27.9%	27.7%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	66.4%	62.7%
Single Family \$500K - \$1M	24.9%	28.3%
Single Family Over \$1M	8.6%	9.0%
Condo Under \$500K	80.1%	75.4%
Condo \$500K-\$1M	14.4%	20.0%
Condo Over \$1M	5.5%	4.6%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	8.6%	9.0%
Single Family At	24.9%	28.3%
Single Family Under	66.4%	62.7%
Condo Over	5.5%	4.6%
Condo At	14.4%	20.0%
Condo Under	80.1%	75.4%

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Methodology: millersamuel.com/research-reports/methodology

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