

Elliman Report

Q2-2025

Lee County, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

- 7.2%
Prices Median Sales Price
- + 1.8%
Sales Closed Sales
- + 28.2%
Inventory Total Inventory
- + 11 days
Marketing Time Days on Market

Condo Dashboard

YEAR-OVER-YEAR

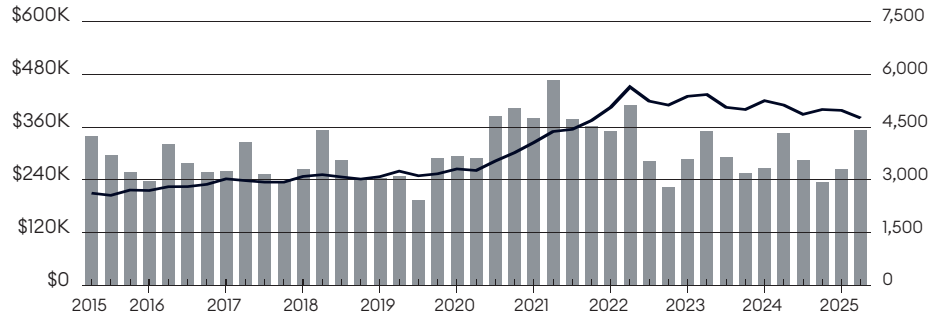
- 14.9%
Prices Median Sales Price
- 3.5%
Sales Closed Sales
- + 16.3%
Inventory Total Inventory
- + 26 days
Marketing Time Days on Market

- Single family price trend indicators continued to slip annually as sales rebounded
- Condo price trend indicators and sales continued to decline year over year

Median Sales Price

Lee County Single Family

Number of Sales

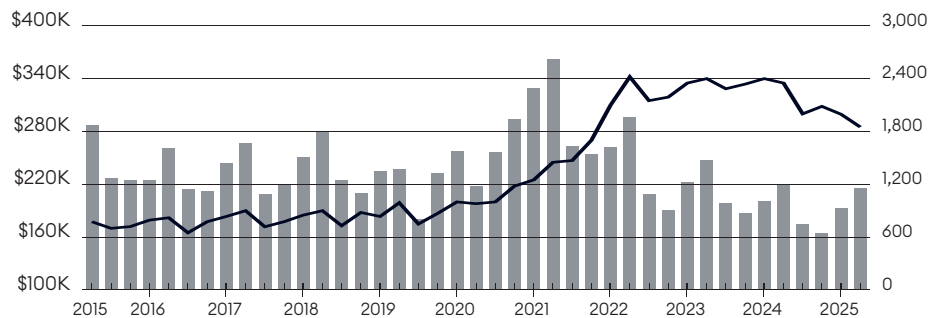


Lee County Single Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$534,808	-4.2%	\$558,011	-6.6%	\$572,380
Average Price Per Sq Ft	\$280	-3.4%	\$290	-6.4%	\$299
Median Sales Price	\$380,527	-4.4%	\$398,000	-7.2%	\$410,000
Number of Sales (Closed)	4,416	33.9%	3,299	1.8%	4,336
Days on Market (From Last List Date)	78	5.4%	74	16.4%	67
Listing Discount (From Last List Price)	5.1%		5.1%		4.4%
Listing Inventory	8,137	-13.3%	9,383	28.2%	6,345
Months of Supply	5.5	-35.3%	8.5	25.0%	4.4
Average Square Feet	1,908	-1.0%	1,927	-0.4%	1,915

Median Sales Price

Lee County Condo

Number of Sales



Lee County Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$378,787	-10.0%	\$420,673	-15.3%	\$447,077
Average Price Per Sq Ft	\$266	-7.6%	\$288	-14.2%	\$310
Median Sales Price	\$285,000	-4.8%	\$299,500	-14.9%	\$335,000
Number of Sales (Closed)	1,154	24.6%	926	-3.5%	1,196
Days on Market (From Last List Date)	100	6.4%	94	35.1%	74
Listing Discount (From Last List Price)	6.7%		5.2%		5.5%
Listing Inventory	3,953	-23.2%	5,150	16.3%	3,399
Months of Supply	10.3	-38.3%	16.7	21.2%	8.5
Average Square Feet	1,423	-2.6%	1,461	-1.5%	1,444



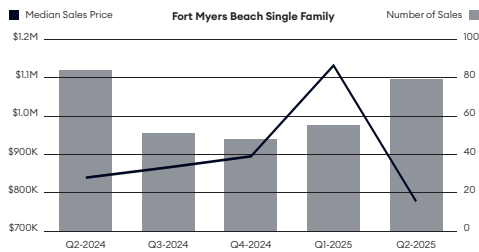
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single family median sales price declined 7.2% annually to \$380,527 as sales expanded by 1.8% annually to 4,416. Listing inventory rose 28.2%, slowing the pace of the market. As a result, the market pace to sell all listing inventory at the current sales rate was 25% slower annually, with a months of supply of 5.5 months. The median

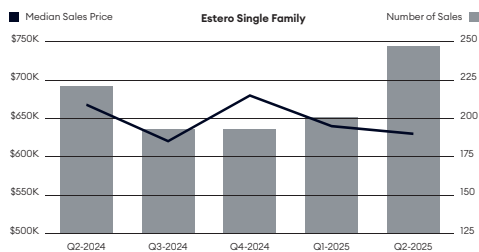
sales price of condos fell year over year by 14.9% to \$285,000 as condo sales fell 3.5% while listing inventory grew 16.3% slowing the pace of the market. The market pace, the number of months to sell all listing inventory at the current sales rate, was 21.2% slower annually, with a months of supply of 10.3 months. The Bonita

Bay condo market experienced a surge in the average size of a sale by 58.2% to 2,496 square feet. As a result, the median price of the sub-market was \$725,000, 54.3% higher than the same period last year.

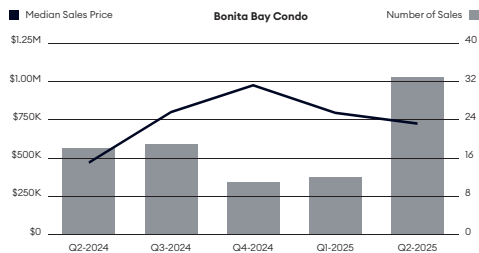
Fort Myers Beach Single Family



Estero Single Family



Bonita Bay Condo



Fort Myers Beach Single Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$777,403	-31.4%	\$1,132,449	-7.4%	\$839,499
Average Price per Sq Ft	\$539	-17.2%	\$651	-14.8%	\$633
Median Sales Price	\$625,000	-21.8%	\$799,000	2.0%	\$612,500
Number of Sales (Closed)	79	43.6%	55	-6.0%	84
Days on Market (From Last List Date)	114	21.3%	94	15.2%	99
Listing Discount (From Last List Price)	10.2%		9.9%		6.8%
Listing Inventory	176	18.9%	148	70.9%	103
Months of Supply	6.7	-17.3%	8.1	81.1%	3.7
Average Square Feet	1,443	-17.1%	1,740	8.9%	1,325

Estero Single Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$808,311	9.7%	\$736,612	-0.5%	\$812,607
Average Price per Sq Ft	\$337	5.0%	\$321	-2.0%	\$344
Median Sales Price	\$630,000	-1.6%	\$640,000	-5.7%	\$668,000
Number of Sales (Closed)	\$247	22.9%	\$201	11.8%	\$221
Days on Market (From Last List Date)	64	-4.5%	67	4.9%	61
Listing Discount (From Last List Price)	4.6%		3.9%		4.7%
Listing Inventory	330	28.4%	257	7.8%	306
Months of Supply	4.0	5.3%	3.8	-4.8%	4.2
Average Square Feet	2,398	4.5%	2,294	1.4%	2,365

Bonita Bay Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,163,152	-38.1%	\$1,877,658	141.5%	\$481,717
Average Price per Sq Ft	\$466	-32.5%	\$690	52.8%	\$305
Median Sales Price	\$725,000	-8.8%	\$795,000	54.3%	\$470,000
Number of Sales (Closed)	33	175.0%	12	83.3%	18
Days on Market (From Last List Date)	136	86.3%	73	209.1%	44
Listing Discount (From Last List Price)	6.7%		2.5%		2.9%
Listing Inventory	137	-26.7%	187	93.0%	71
Months of Supply	12.5	-73.3%	46.8	5.9%	11.8
Average Square Feet	2,496	-8.2%	2,720	58.2%	1,578

By Sales Share Lee County

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	30.7%	32.8%
Single Family Mortgage	69.3%	67.2%
Condo Cash	68.6%	67.7%
Condo Mortgage	31.4%	32.3%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	69.4%	64.6%
Single Family \$500K - \$1M	22.8%	26.2%
Single Family Over \$1M	7.8%	9.2%
Condo Under \$500K	81.1%	75.6%
Condo \$500K-\$1M	14.8%	18.1%
Condo Over \$1M	4.1%	6.3%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	7.8%	9.2%
Single Family At	22.8%	26.2%
Single Family Under	69.4%	64.6%
Condo Over	4.1%	6.3%
Condo At	14.8%	18.1%
Condo Under	81.1%	75.6%

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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