Monthly Market Detail - May 2023
Townhouses and Condos
Lee County

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Lee

Summary Statistics	May 2023	May 2022	Percent Change Year-over-Year
Closed Sales	614	778	-21.1%
Paid in Cash	389	513	-24.2%
Median Sale Price	$350,250	$345,000	1.5%
Average Sale Price	$432,822	$438,529	-1.3%
Dollar Volume	$265.8 Million	$341.2 Million	-22.1%
Median Percent of Original List Price Received	95.7%	100.0%	-4.3%
Median Time to Contract	27 Days	8 Days	237.5%
Median Time to Sale	65 Days	47 Days	38.3%
New Pending Sales	538	691	-22.1%
New Listings	675	769	-12.2%
Pending Inventory	863	1,015	-15.0%
Inventory (Active Listings)	1,952	812	140.4%
Months Supply of Inventory	4.1	1.2	241.7%

Closed Sales

The number of sales transactions which closed during the month

Economists' note : Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

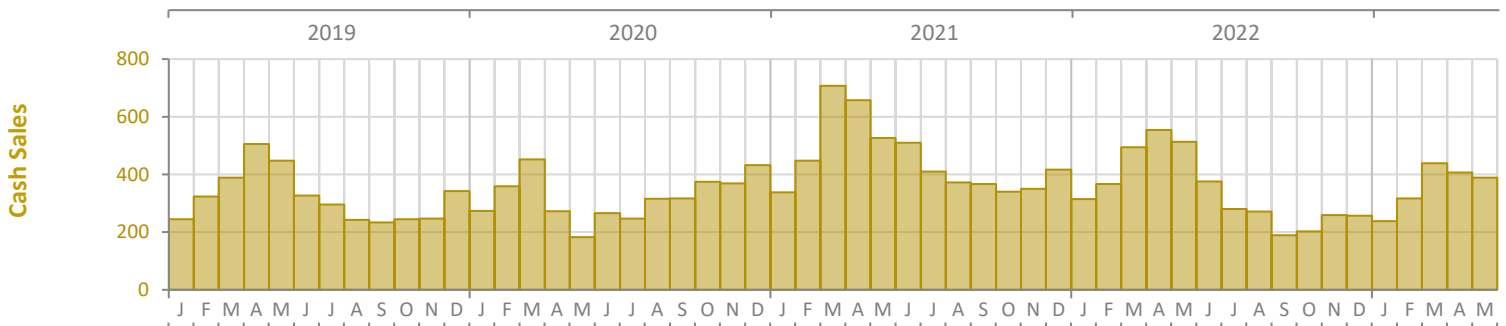| Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	2,661	-22.1%
May 2023	**614**	**-21.1%**
April 2023	607	-25.7%
March 2023	652	-14.3%
February 2023	450	-18.0%
January 2023	338	-34.0%
December 2022	396	-42.9%
November 2022	371	-36.6%
October 2022	325	-41.8%
September 2022	335	-45.2%
August 2022	464	-26.2%
July 2022	483	-31.8%
June 2022	640	-31.0%
May 2022	778	-14.6%

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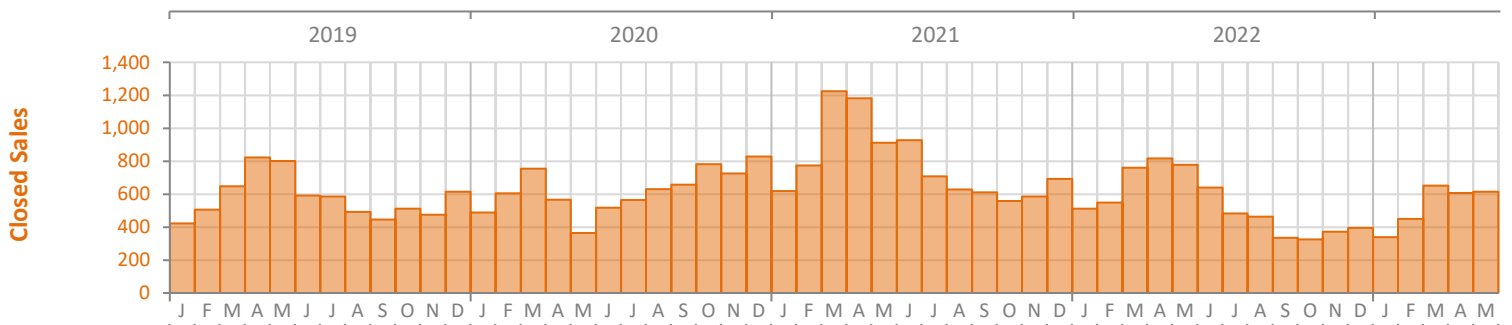
Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

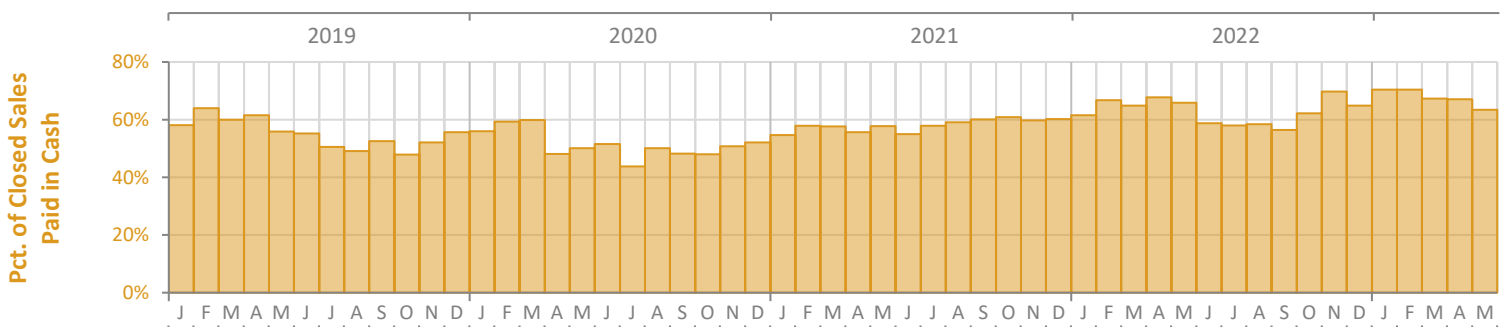| Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,790	-20.2%
May 2023	**389**	**-24.2%**
April 2023	407	-26.5%
March 2023	439	-11.1%
February 2023	317	-13.6%
January 2023	238	-24.4%
December 2022	257	-38.4%
November 2022	259	-26.0%
October 2022	202	-40.6%
September 2022	189	-48.5%
August 2022	271	-27.2%
July 2022	280	-31.7%
June 2022	376	-26.3%
May 2022	513	-2.7%

Economists' note : Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	67.3%	2.6%
May 2023	**63.4%**	**-3.8%**
April 2023	67.1%	-1.0%
March 2023	67.3%	3.7%
February 2023	70.4%	5.4%
January 2023	70.4%	14.5%
December 2022	64.9%	7.8%
November 2022	69.8%	16.7%
October 2022	62.2%	2.1%
September 2022	56.4%	-6.2%
August 2022	58.4%	-1.2%
July 2022	58.0%	0.2%
June 2022	58.8%	6.9%
May 2022	65.9%	14.0%

Economists' note : This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

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Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note : Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

| Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	$340,000	4.6%
May 2023	$350,250	1.5%
April 2023	$347,500	0.2%
March 2023	$346,250	9.2%
February 2023	$340,000	7.9%
January 2023	$320,000	7.3%
December 2022	$329,950	11.8%
November 2022	$323,000	16.6%
October 2022	$330,000	20.0%
September 2022	$320,000	25.5%
August 2022	$320,000	23.1%
July 2022	$335,000	36.5%
June 2022	$351,050	37.7%
May 2022	$345,000	38.6%
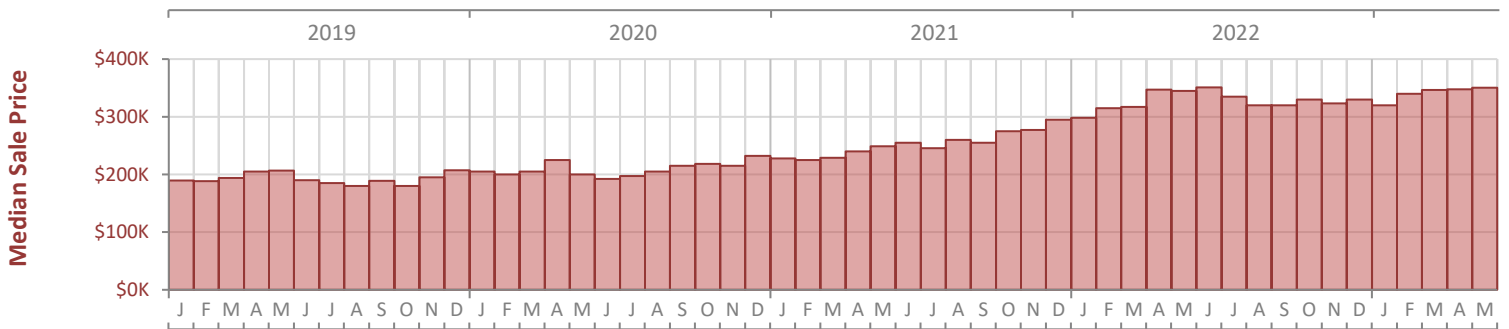
Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note : Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

| Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	$457,350	10.5%
May 2023	$432,822	-1.3%
April 2023	$448,732	1.9%
March 2023	$466,663	16.4%
February 2023	$452,998	13.3%
January 2023	$505,210	37.1%
December 2022	$399,293	2.1%
November 2022	$401,073	15.7%
October 2022	$397,501	17.6%
September 2022	$396,266	20.4%
August 2022	$403,145	22.6%
July 2022	$404,897	22.2%
June 2022	$474,821	39.8%
May 2022	$438,529	29.0%

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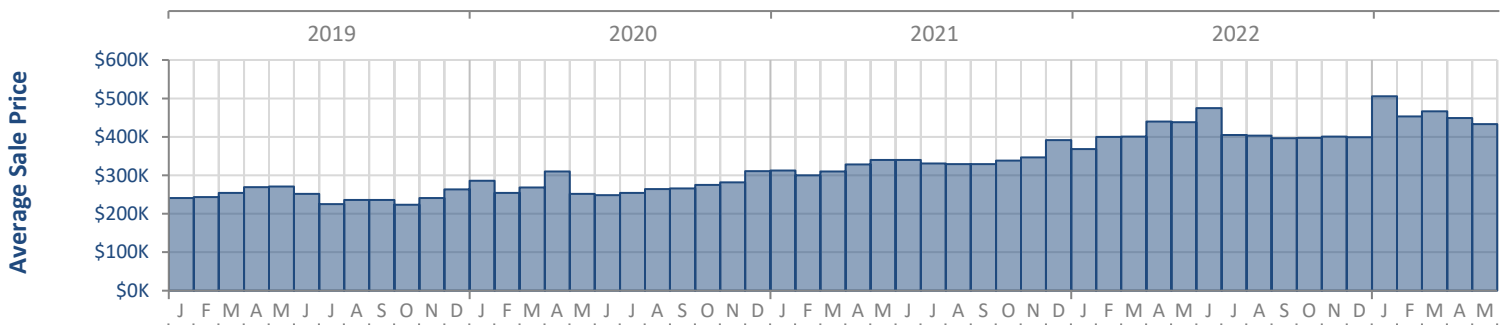
Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note : Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

| Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	$1.2 Billion	-13.9%
May 2023	$265.8 Million	-22.1%
April 2023	$272.4 Million	-24.3%
March 2023	$304.3 Million	-0.3%
February 2023	$203.8 Million	-7.1%
January 2023	$170.8 Million	-9.5%
December 2022	$158.1 Million	-41.7%
November 2022	$148.8 Million	-26.6%
October 2022	$129.2 Million	-31.5%
September 2022	$132.7 Million	-34.0%
August 2022	$187.1 Million	-9.6%
July 2022	$195.6 Million	-16.6%
June 2022	$303.9 Million	-3.6%
May 2022	$341.2 Million	10.2%
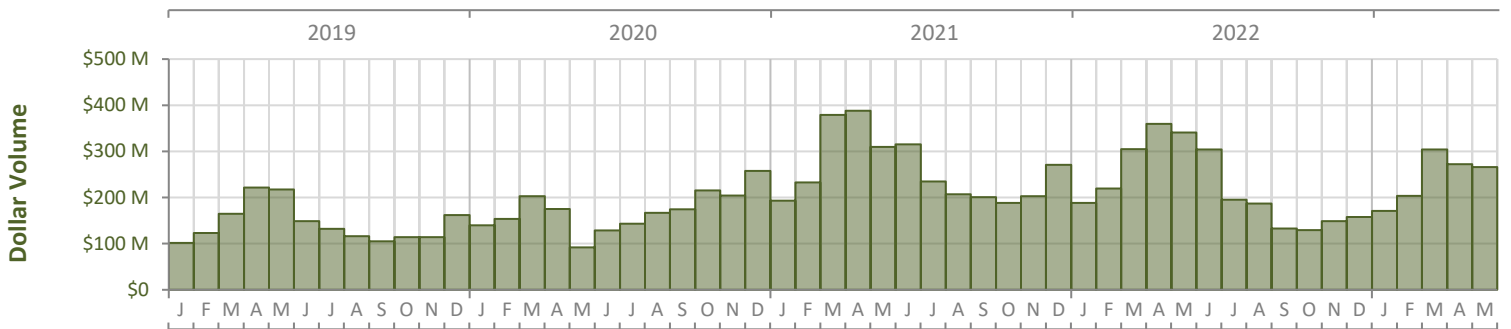
Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note : The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

| Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.4%	-3.6%
May 2023	95.7%	-4.3%
April 2023	96.3%	-3.9%
March 2023	96.6%	-3.5%
February 2023	96.9%	-3.1%
January 2023	96.8%	-3.2%
December 2022	96.9%	-3.1%
November 2022	98.2%	-1.8%
October 2022	96.9%	-3.1%
September 2022	97.0%	-3.0%
August 2022	97.6%	-2.4%
July 2022	98.5%	-1.5%
June 2022	100.0%	0.0%
May 2022	100.0%	0.4%

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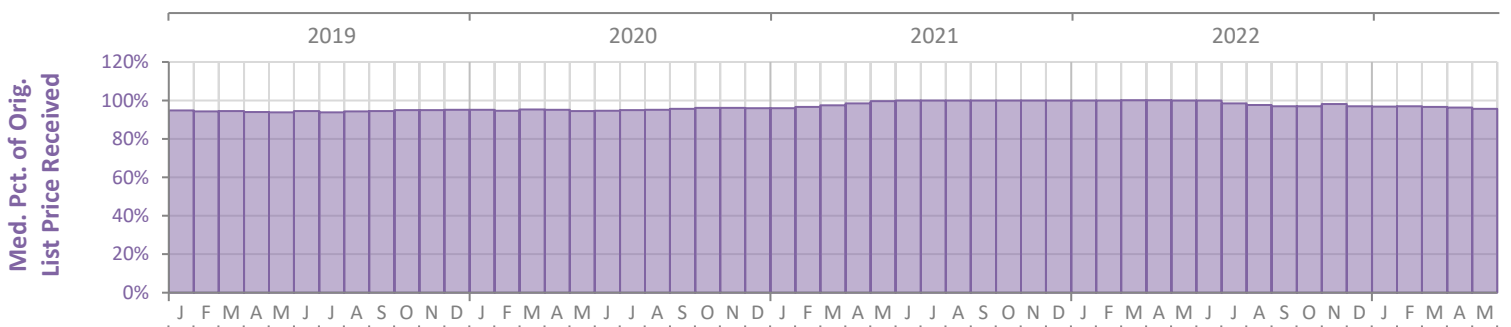
Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note : Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

| Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	25 Days	212.5%
May 2023	27 Days	237.5%
April 2023	25 Days	257.1%
March 2023	22 Days	175.0%
February 2023	23 Days	187.5%
January 2023	24 Days	140.0%
December 2022	19 Days	72.7%
November 2022	19 Days	111.1%
October 2022	32 Days	220.0%
September 2022	22 Days	120.0%
August 2022	18 Days	38.5%
July 2022	14 Days	27.3%
June 2022	12 Days	-14.3%
May 2022	8 Days	-46.7%
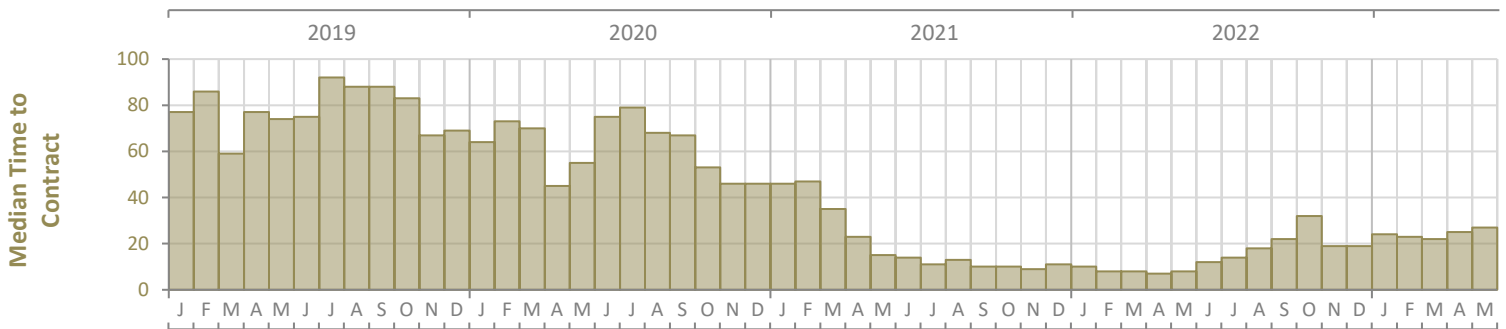
Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note : Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

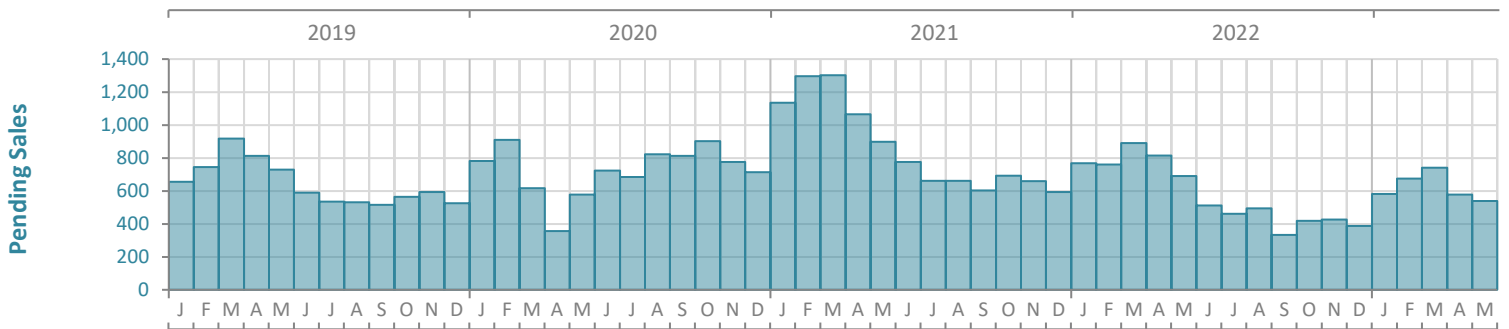| Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	62 Days	34.8%
May 2023	65 Days	38.3%
April 2023	61 Days	32.6%
March 2023	58 Days	28.9%
February 2023	56 Days	33.3%
January 2023	62 Days	21.6%
December 2022	50 Days	6.4%
November 2022	58 Days	31.8%
October 2022	69 Days	43.8%
September 2022	58 Days	18.4%
August 2022	55 Days	5.8%
July 2022	53 Days	6.0%
June 2022	50 Days	-9.1%
May 2022	47 Days	-19.0%

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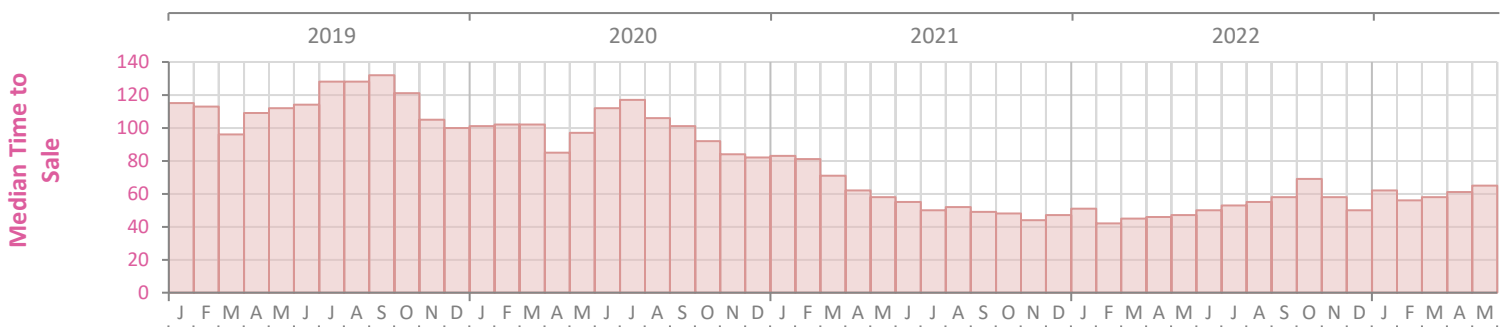
New Pending Sales

The number of listed properties that went under contract during the month

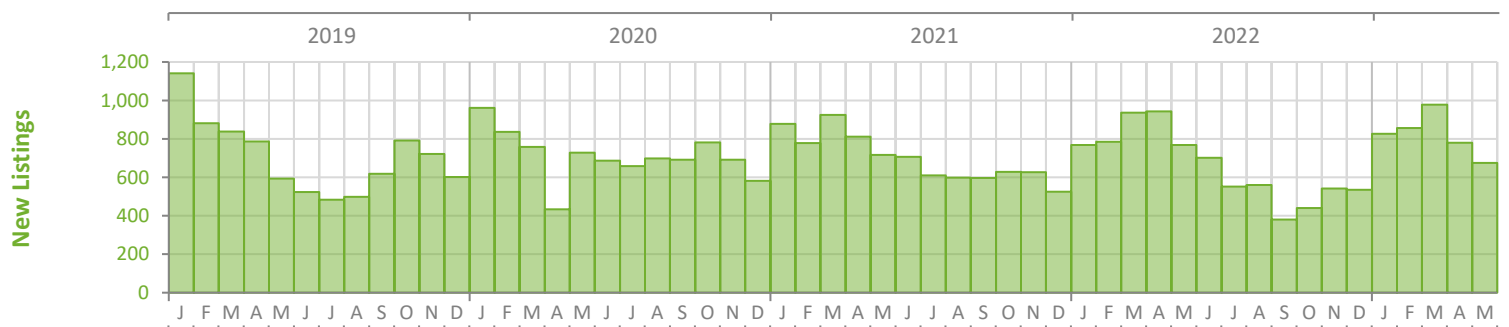| Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	3,113	-20.7%
May 2023	538	-22.1%
April 2023	577	-29.2%
March 2023	741	-16.7%
February 2023	675	-11.3%
January 2023	582	-24.3%
December 2022	388	-34.7%
November 2022	426	-35.5%
October 2022	419	-39.5%
September 2022	333	-44.8%
August 2022	495	-25.1%
July 2022	461	-30.3%
June 2022	511	-34.1%
May 2022	691	-23.1%

Economists' note : Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

New Listings

The number of properties put onto the market during the month

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	4,115	-2.1%
May 2023	675	-12.2%
April 2023	780	-17.3%
March 2023	978	4.5%
February 2023	856	9.0%
January 2023	826	7.4%
December 2022	536	2.1%
November 2022	542	-13.4%
October 2022	441	-29.8%
September 2022	380	-36.2%
August 2022	560	-6.4%
July 2022	551	-9.7%
June 2022	702	-0.7%
May 2022	769	7.4%

Economists' note : New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

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Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note : There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

| Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	1,716	187.6%
May 2023	1,952	140.4%
April 2023	1,895	174.6%
March 2023	1,780	216.2%
February 2023	1,546	220.1%
January 2023	1,409	223.2%
December 2022	1,179	168.0%
November 2022	1,075	123.5%
October 2022	992	102.4%
September 2022	1,080	93.5%
August 2022	1,053	96.8%
July 2022	1,025	81.7%
June 2022	989	72.3%
May 2022	812	33.8%
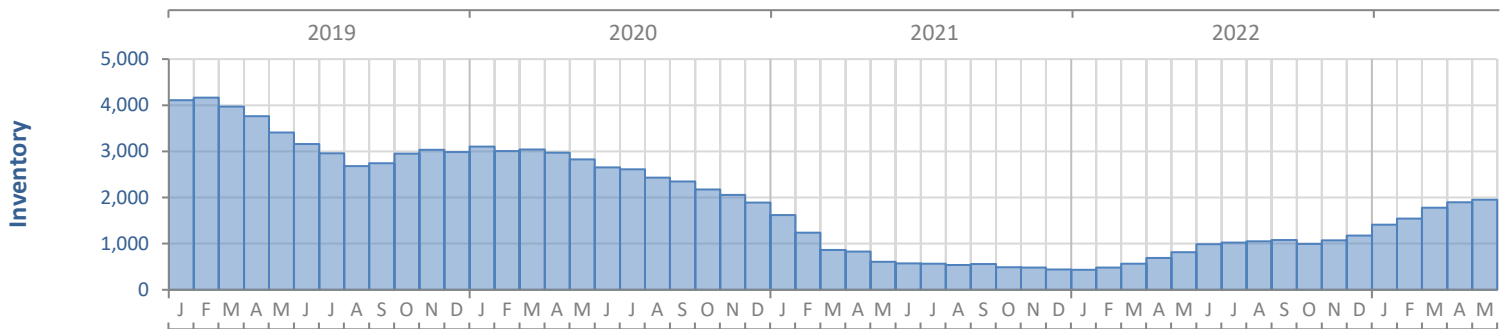
Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note : MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

| Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.4	325.0%
May 2023	4.1	241.7%
April 2023	3.9	290.0%
March 2023	3.5	337.5%
February 2023	3.0	400.0%
January 2023	2.7	350.0%
December 2022	2.2	266.7%
November 2022	1.9	216.7%
October 2022	1.7	183.3%
September 2022	1.8	157.1%
August 2022	1.7	183.3%
July 2022	1.6	128.6%
June 2022	1.5	114.3%
May 2022	1.2	50.0%

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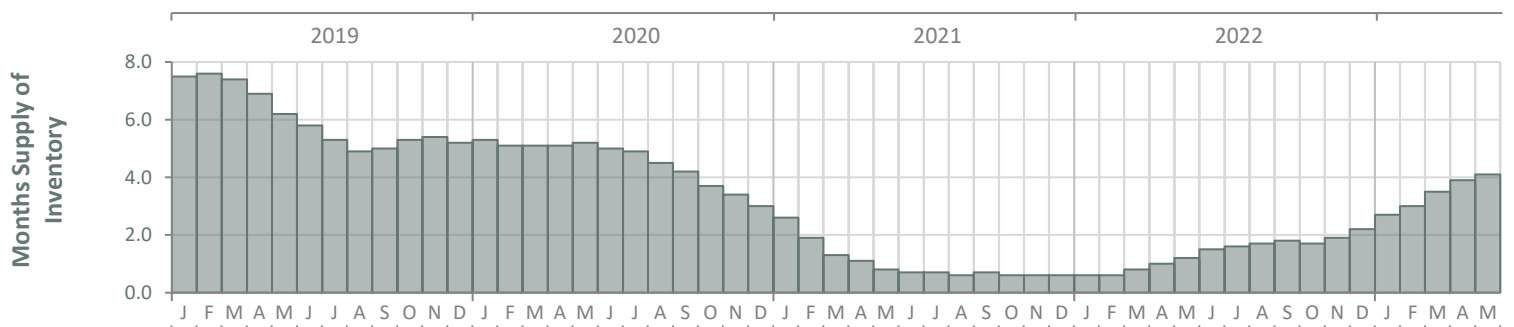
Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

| Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $50,000	1	N/A
$50,000 - $99,999	1	-50.0%
$100,000 - $149,999	19	11.8%
$150,000 - $199,999	49	0.0%
$200,000 - $249,999	74	-24.5%
$250,000 - $299,999	84	-23.6%
$300,000 - $399,999	142	-37.4%
$400,000 - $599,999	157	-6.5%
$600,000 - $999,999	57	-14.9%
$1,000,000 or more	30	-25.0%
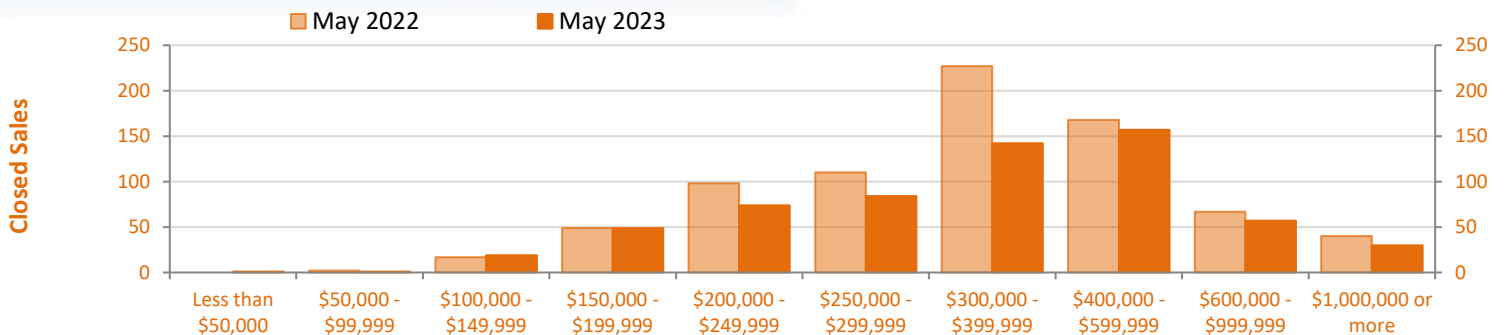
Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note : Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $50,000	69 Days	N/A
$50,000 - $99,999	0 Days	-100.0%
$100,000 - $149,999	55 Days	175.0%
$150,000 - $199,999	23 Days	187.5%
$200,000 - $249,999	22 Days	144.4%
$250,000 - $299,999	38 Days	280.0%
$300,000 - $399,999	22 Days	175.0%
$400,000 - $599,999	25 Days	257.1%
$600,000 - $999,999	24 Days	166.7%
$1,000,000 or more	35 Days	218.2%

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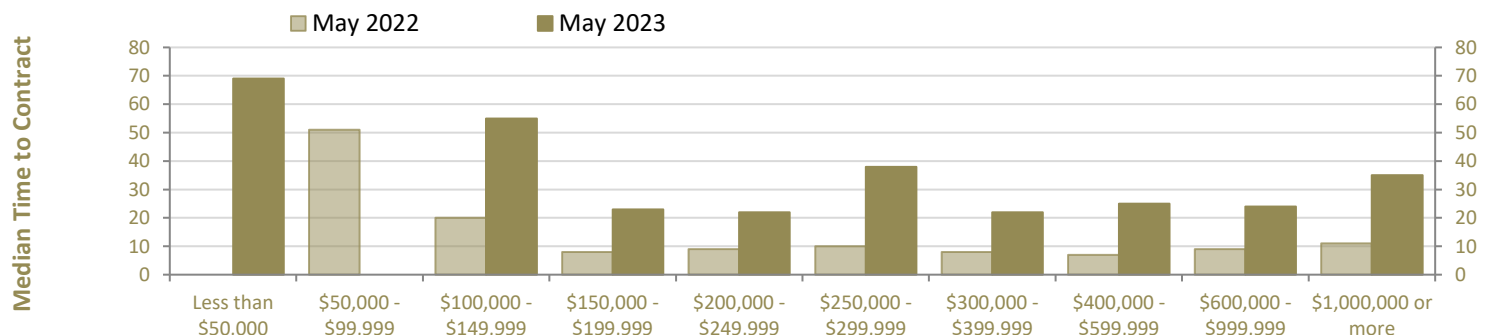
New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

| Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $50,000	0	N/A
$50,000 - $99,999	0	-100.0%
$100,000 - $149,999	15	-6.3%
$150,000 - $199,999	47	-21.7%
$200,000 - $249,999	66	-38.3%
$250,000 - $299,999	68	-35.2%
$300,000 - $399,999	211	13.4%
$400,000 - $599,999	158	-0.6%
$600,000 - $999,999	74	-19.6%
$1,000,000 or more	36	-16.3%
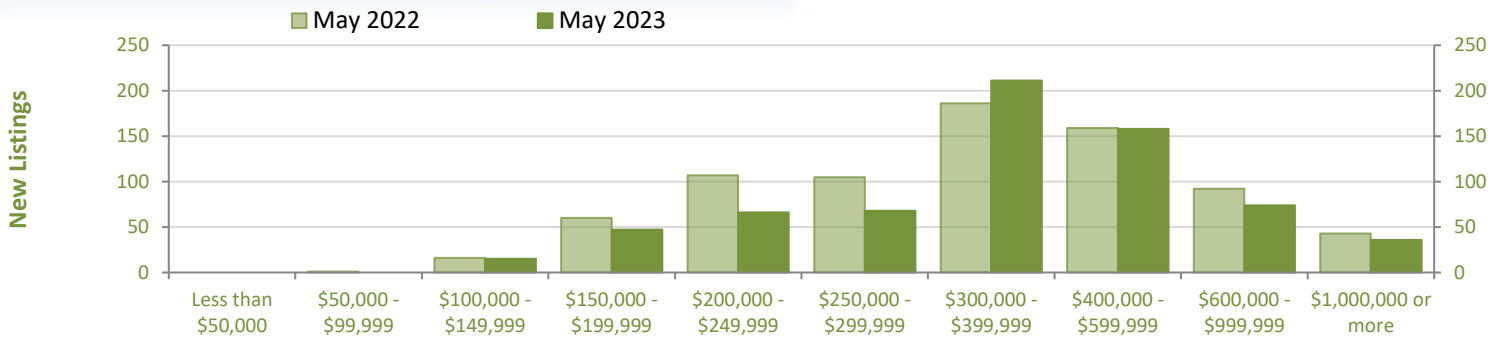
Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note : There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $50,000	0	N/A
$50,000 - $99,999	2	100.0%
$100,000 - $149,999	22	69.2%
$150,000 - $199,999	127	273.5%
$200,000 - $249,999	177	101.1%
$250,000 - $299,999	218	83.2%
$300,000 - $399,999	493	195.2%
$400,000 - $599,999	444	127.7%
$600,000 - $999,999	281	121.3%
$1,000,000 or more	188	176.5%
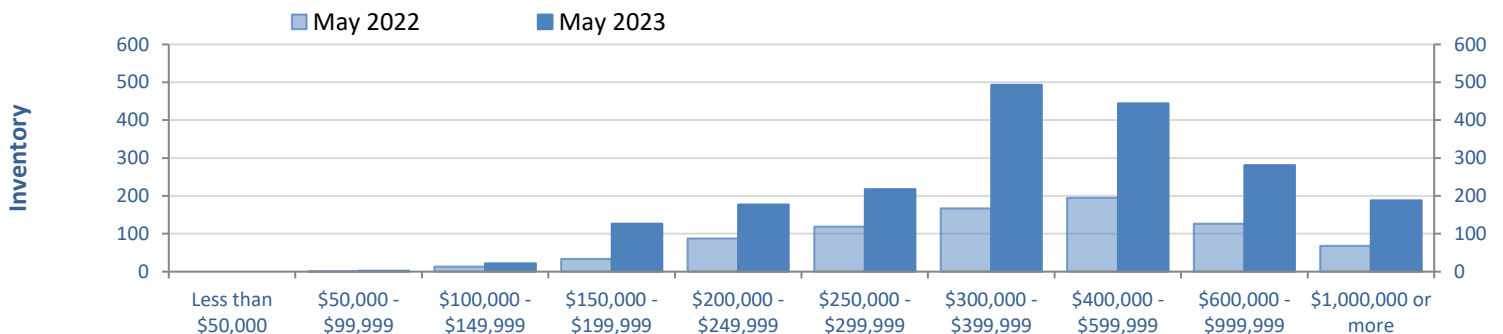
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		May 2023	May 2022	Percent Change Year-over-Year
Traditional	Closed Sales	612	777	-21.2%
	Median Sale Price	$351,500	$345,000	1.9%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	$125,000	$160,000	-21.9%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

Legend: ■ Traditional ■ Foreclosure/REO ■ Short Sale