

Monthly Market Detail - January 2025

Townhouses and Condos

Lee County



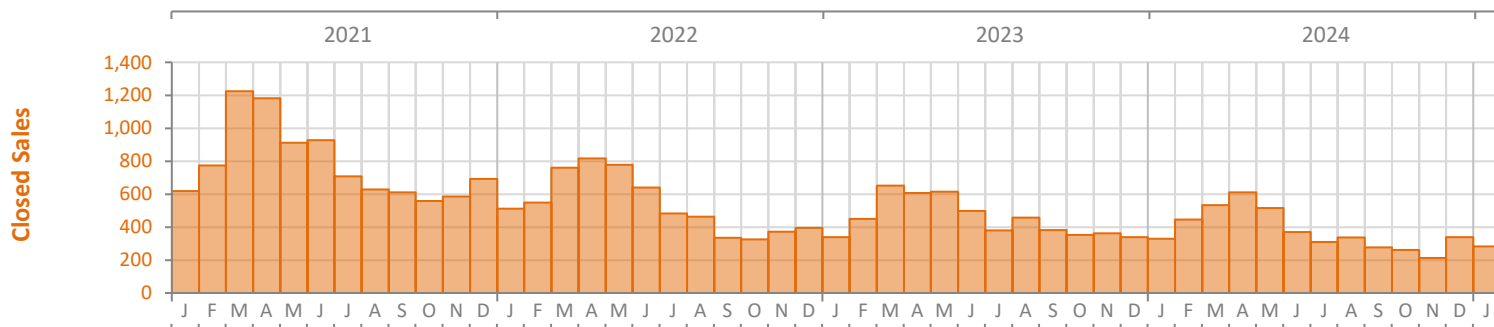
Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	282	329	-14.3%
Paid in Cash	184	226	-18.6%
Median Sale Price	\$325,000	\$340,000	-4.4%
Average Sale Price	\$449,232	\$439,299	2.3%
Dollar Volume	\$126.7 Million	\$144.5 Million	-12.3%
Median Percent of Original List Price Received	92.0%	94.6%	-2.7%
Median Time to Contract	76 Days	49 Days	55.1%
Median Time to Sale	108 Days	89 Days	21.3%
New Pending Sales	418	554	-24.5%
New Listings	1,288	1,112	15.8%
Pending Inventory	503	772	-34.8%
Inventory (Active Listings)	4,917	3,362	46.3%
Months Supply of Inventory	13.1	7.4	77.0%

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	282	-14.3%
January 2025	282	-14.3%
December 2024	339	0.0%
November 2024	213	-41.2%
October 2024	261	-26.1%
September 2024	277	-27.3%
August 2024	336	-26.6%
July 2024	309	-18.5%
June 2024	370	-25.7%
May 2024	515	-16.1%
April 2024	610	0.5%
March 2024	534	-18.1%
February 2024	445	-1.1%
January 2024	329	-2.7%

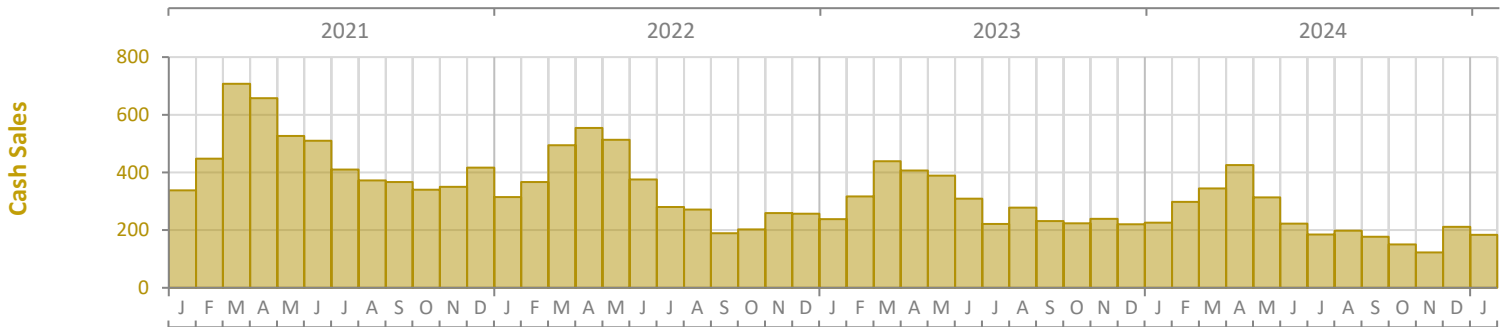


Cash Sales

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

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.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	184	-18.6%
January 2025	184	-18.6%
December 2024	211	-4.1%
November 2024	123	-48.5%
October 2024	150	-33.0%
September 2024	177	-23.4%
August 2024	198	-28.8%
July 2024	185	-16.3%
June 2024	223	-27.8%
May 2024	314	-19.3%
April 2024	426	4.7%
March 2024	345	-21.4%
February 2024	298	-6.0%
January 2024	226	-5.0%

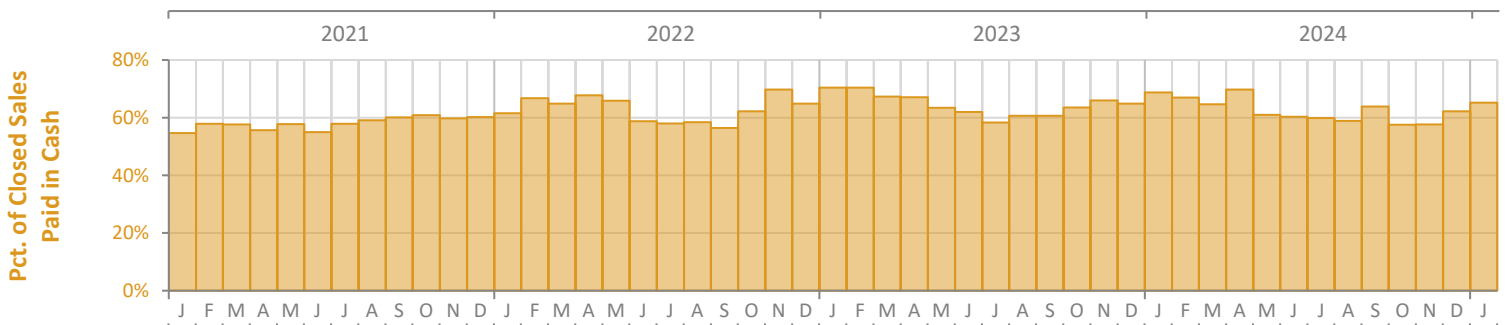


Cash Sales as a Percentage of Closed Sales

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

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.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	65.2%	-5.1%
January 2025	65.2%	-5.1%
December 2024	62.2%	-4.2%
November 2024	57.7%	-12.6%
October 2024	57.5%	-9.4%
September 2024	63.9%	5.4%
August 2024	58.9%	-3.0%
July 2024	59.9%	2.7%
June 2024	60.3%	-2.7%
May 2024	61.0%	-3.8%
April 2024	69.8%	4.0%
March 2024	64.6%	-4.0%
February 2024	67.0%	-4.8%
January 2024	68.7%	-2.4%



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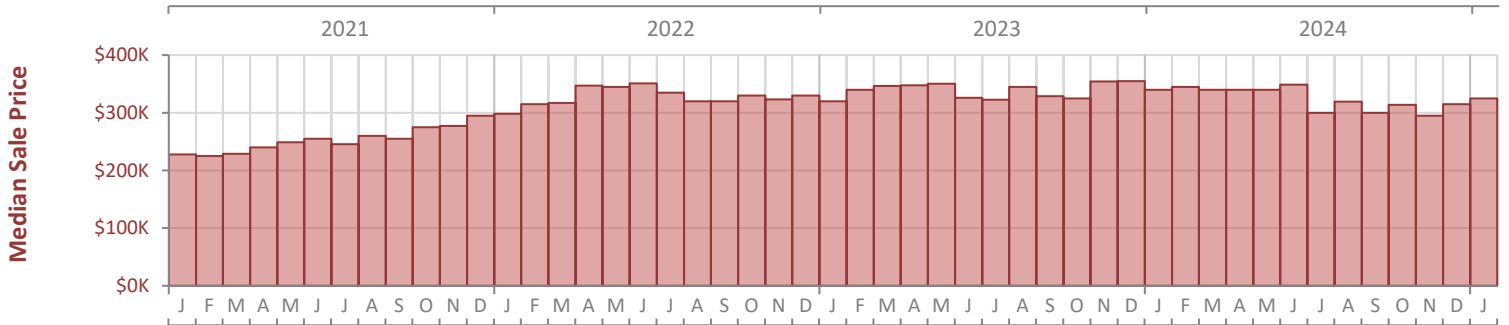


Median Sale Price

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	\$325,000	-4.4%
January 2025	\$325,000	-4.4%
December 2024	\$315,000	-11.3%
November 2024	\$295,000	-16.8%
October 2024	\$313,500	-3.5%
September 2024	\$300,000	-8.8%
August 2024	\$319,500	-7.4%
July 2024	\$300,000	-7.0%
June 2024	\$348,500	6.9%
May 2024	\$340,000	-2.9%
April 2024	\$339,700	-2.2%
March 2024	\$340,000	-1.8%
February 2024	\$345,000	1.5%
January 2024	\$340,000	6.3%

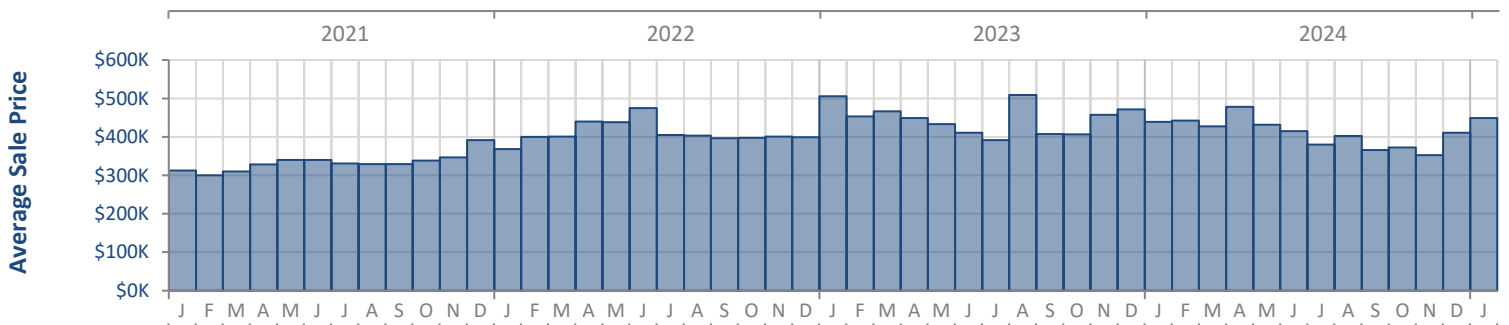


Average Sale Price

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	\$449,232	2.3%
January 2025	\$449,232	2.3%
December 2024	\$411,093	-12.8%
November 2024	\$352,735	-22.9%
October 2024	\$372,808	-8.3%
September 2024	\$365,717	-10.3%
August 2024	\$402,285	-20.9%
July 2024	\$379,612	-3.1%
June 2024	\$414,511	0.9%
May 2024	\$431,803	-0.2%
April 2024	\$478,179	6.6%
March 2024	\$427,420	-8.4%
February 2024	\$442,737	-2.3%
January 2024	\$439,299	-13.0%



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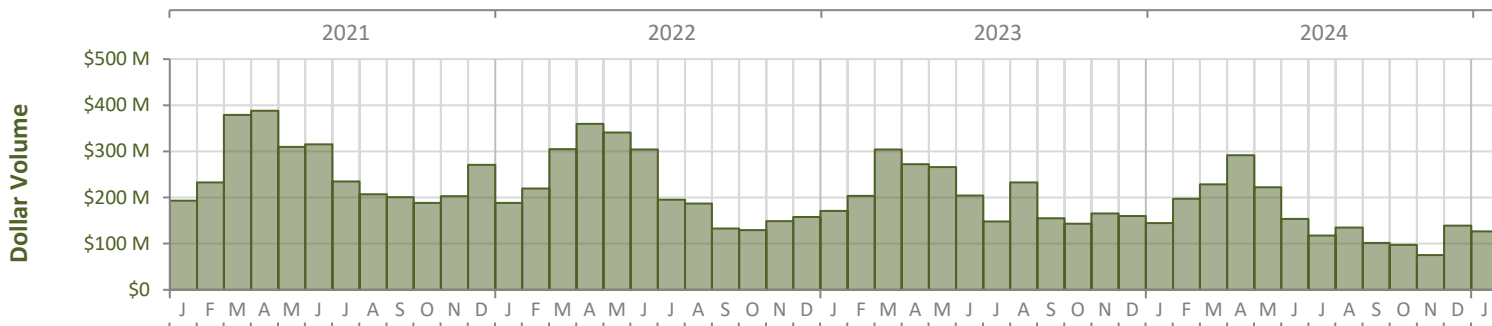


Dollar Volume

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	\$126.7 Million	-12.3%
January 2025	\$126.7 Million	-12.3%
December 2024	\$139.4 Million	-12.8%
November 2024	\$75.1 Million	-54.6%
October 2024	\$97.3 Million	-32.2%
September 2024	\$101.3 Million	-34.8%
August 2024	\$135.2 Million	-42.0%
July 2024	\$117.3 Million	-21.0%
June 2024	\$153.4 Million	-25.0%
May 2024	\$222.4 Million	-16.3%
April 2024	\$291.7 Million	7.1%
March 2024	\$228.2 Million	-25.0%
February 2024	\$197.0 Million	-3.4%
January 2024	\$144.5 Million	-15.4%

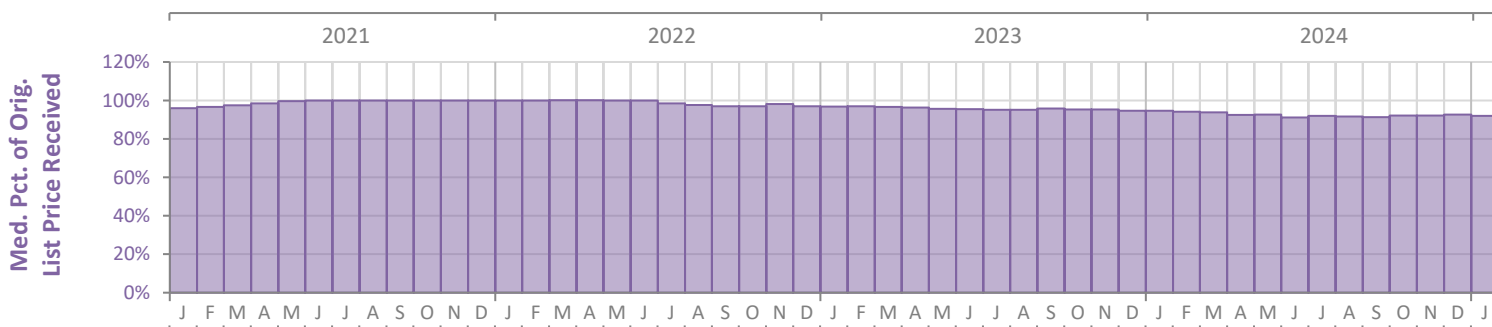


Median Percent of Original List Price Received

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	92.0%	-2.7%
January 2025	92.0%	-2.7%
December 2024	92.6%	-2.1%
November 2024	92.2%	-3.3%
October 2024	92.1%	-3.4%
September 2024	91.3%	-4.7%
August 2024	91.7%	-3.7%
July 2024	91.9%	-3.4%
June 2024	91.2%	-4.4%
May 2024	92.6%	-3.2%
April 2024	92.5%	-3.9%
March 2024	93.8%	-2.9%
February 2024	94.1%	-2.9%
January 2024	94.6%	-2.3%

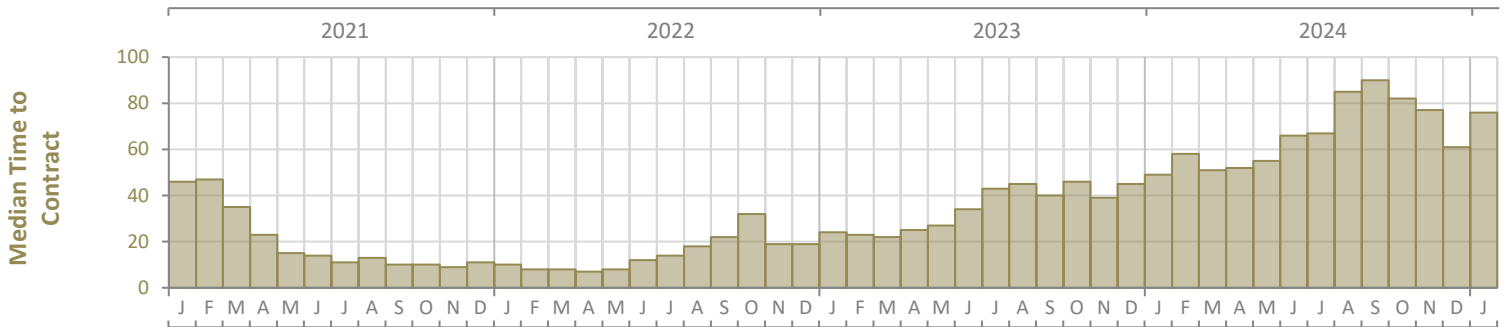


Median Time to Contract

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	76 Days	55.1%
January 2025	76 Days	55.1%
December 2024	61 Days	35.6%
November 2024	77 Days	97.4%
October 2024	82 Days	78.3%
September 2024	90 Days	125.0%
August 2024	85 Days	88.9%
July 2024	67 Days	55.8%
June 2024	66 Days	94.1%
May 2024	55 Days	103.7%
April 2024	52 Days	108.0%
March 2024	51 Days	131.8%
February 2024	58 Days	152.2%
January 2024	49 Days	104.2%

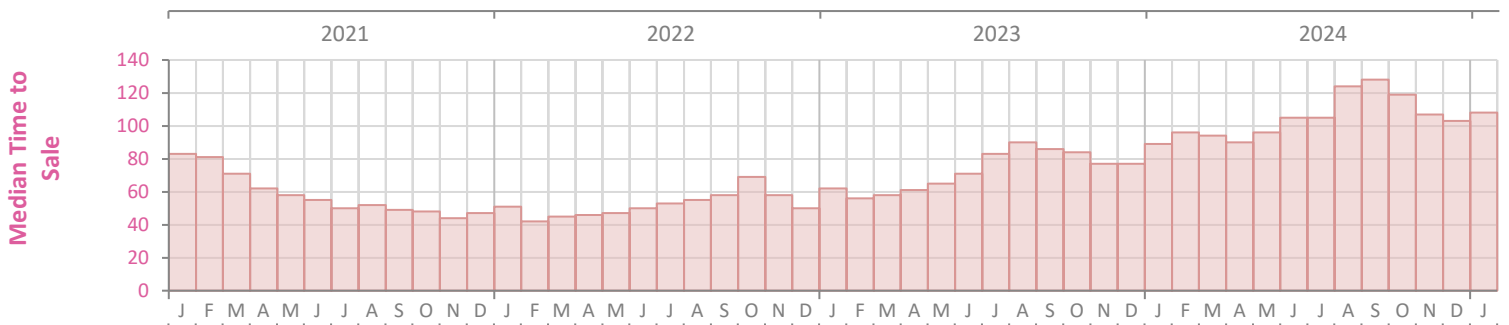


Median Time to Sale

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	108 Days	21.3%
January 2025	108 Days	21.3%
December 2024	103 Days	33.8%
November 2024	107 Days	39.0%
October 2024	119 Days	41.7%
September 2024	128 Days	48.8%
August 2024	124 Days	37.8%
July 2024	105 Days	26.5%
June 2024	105 Days	47.9%
May 2024	96 Days	47.7%
April 2024	90 Days	47.5%
March 2024	94 Days	62.1%
February 2024	96 Days	71.4%
January 2024	89 Days	43.5%

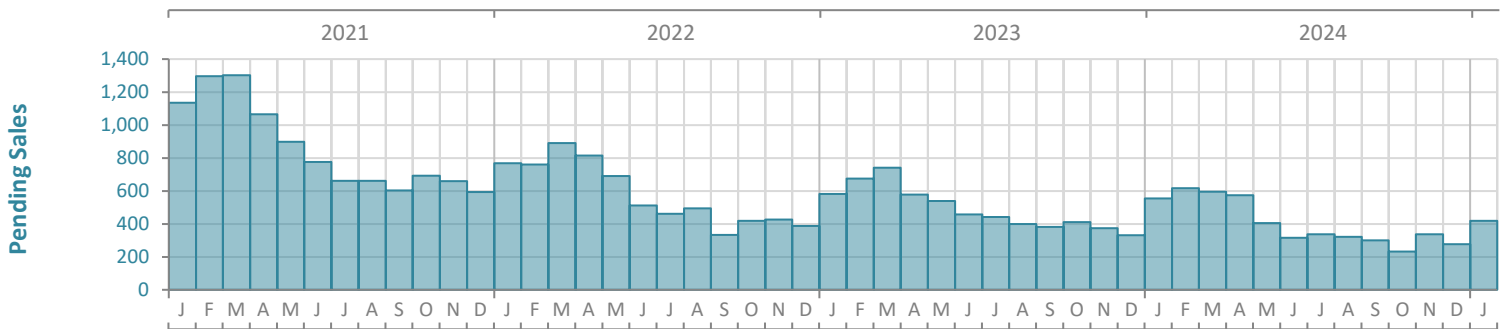


New Pending Sales

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

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.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	418	-24.5%
January 2025	418	-24.5%
December 2024	276	-16.9%
November 2024	336	-10.2%
October 2024	233	-43.3%
September 2024	301	-21.0%
August 2024	321	-19.8%
July 2024	336	-24.0%
June 2024	316	-30.9%
May 2024	404	-24.9%
April 2024	573	-0.7%
March 2024	596	-19.6%
February 2024	616	-8.7%
January 2024	554	-4.8%

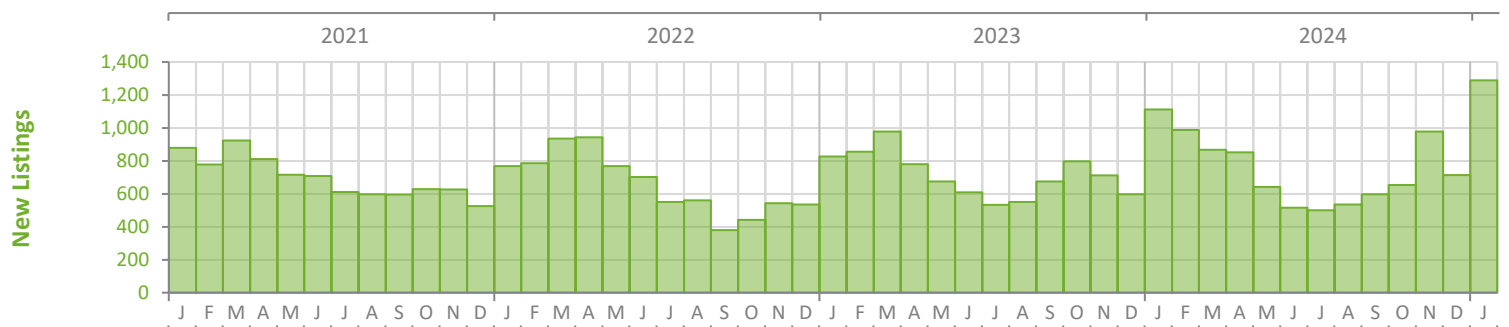


New Listings

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.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	1,288	15.8%
January 2025	1,288	15.8%
December 2024	713	19.2%
November 2024	978	37.4%
October 2024	654	-18.0%
September 2024	597	-11.4%
August 2024	536	-2.5%
July 2024	501	-6.2%
June 2024	515	-15.3%
May 2024	641	-5.0%
April 2024	852	9.2%
March 2024	867	-11.3%
February 2024	987	15.3%
January 2024	1,112	34.6%



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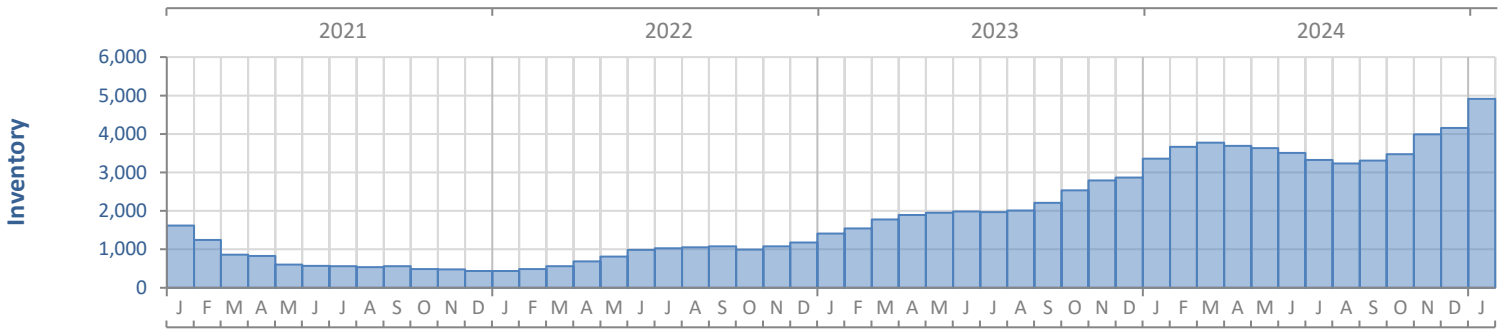


Inventory (Active Listings)

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)	4,917	46.3%
January 2025	4,917	46.3%
December 2024	4,154	44.8%
November 2024	3,987	42.6%
October 2024	3,476	37.2%
September 2024	3,311	50.0%
August 2024	3,235	60.9%
July 2024	3,329	68.9%
June 2024	3,511	76.9%
May 2024	3,629	85.9%
April 2024	3,688	94.6%
March 2024	3,774	112.0%
February 2024	3,666	137.1%
January 2024	3,362	138.6%

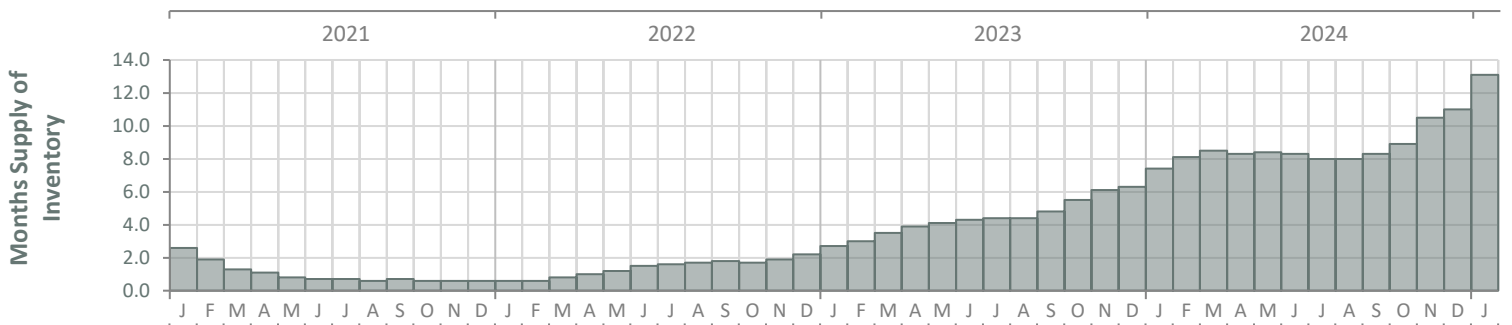


Months Supply of Inventory

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)	13.1	77.0%
January 2025	13.1	77.0%
December 2024	11.0	74.6%
November 2024	10.5	72.1%
October 2024	8.9	61.8%
September 2024	8.3	72.9%
August 2024	8.0	81.8%
July 2024	8.0	81.8%
June 2024	8.3	93.0%
May 2024	8.4	104.9%
April 2024	8.3	112.8%
March 2024	8.5	142.9%
February 2024	8.1	170.0%
January 2024	7.4	174.1%

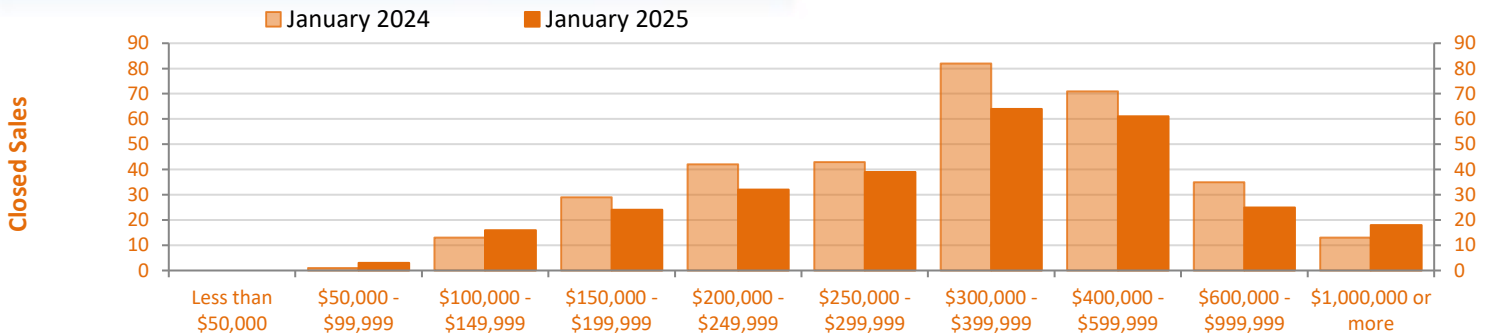


Closed Sales by Sale Price

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	0	N/A
\$50,000 - \$99,999	3	200.0%
\$100,000 - \$149,999	16	23.1%
\$150,000 - \$199,999	24	-17.2%
\$200,000 - \$249,999	32	-23.8%
\$250,000 - \$299,999	39	-9.3%
\$300,000 - \$399,999	64	-22.0%
\$400,000 - \$599,999	61	-14.1%
\$600,000 - \$999,999	25	-28.6%
\$1,000,000 or more	18	38.5%

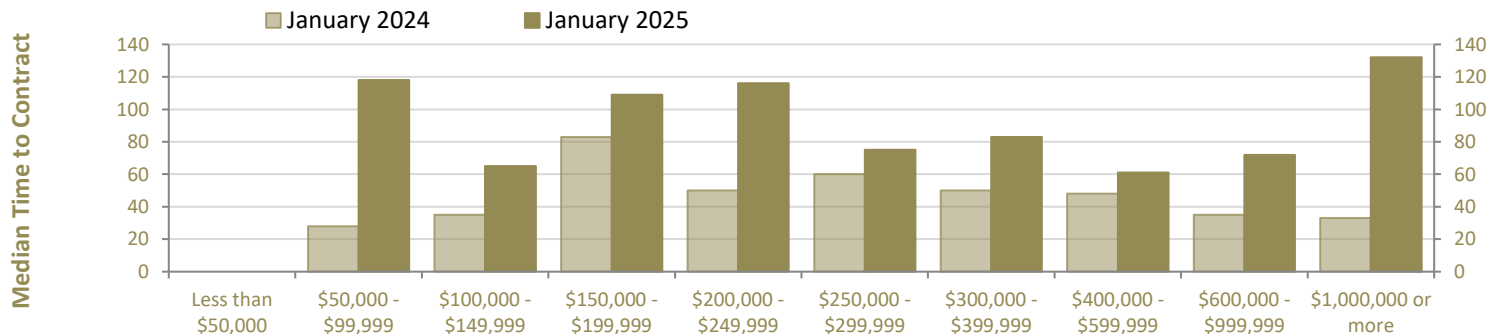


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	118 Days	321.4%
\$100,000 - \$149,999	65 Days	85.7%
\$150,000 - \$199,999	109 Days	31.3%
\$200,000 - \$249,999	116 Days	132.0%
\$250,000 - \$299,999	75 Days	25.0%
\$300,000 - \$399,999	83 Days	66.0%
\$400,000 - \$599,999	61 Days	27.1%
\$600,000 - \$999,999	72 Days	105.7%
\$1,000,000 or more	132 Days	300.0%

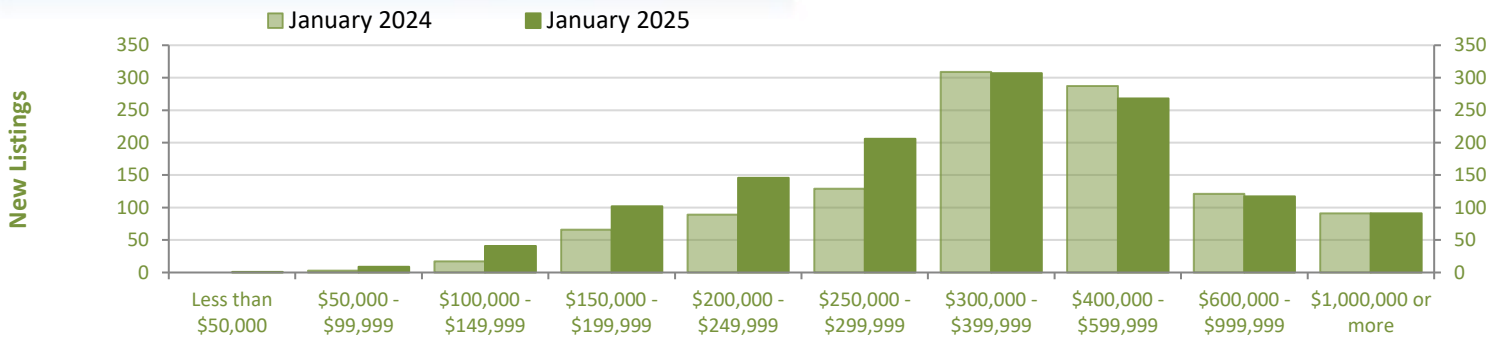


New Listings by Initial Listing Price

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	1	N/A
\$50,000 - \$99,999	9	200.0%
\$100,000 - \$149,999	41	141.2%
\$150,000 - \$199,999	102	54.5%
\$200,000 - \$249,999	146	64.0%
\$250,000 - \$299,999	206	59.7%
\$300,000 - \$399,999	307	-0.6%
\$400,000 - \$599,999	268	-6.6%
\$600,000 - \$999,999	117	-3.3%
\$1,000,000 or more	91	0.0%

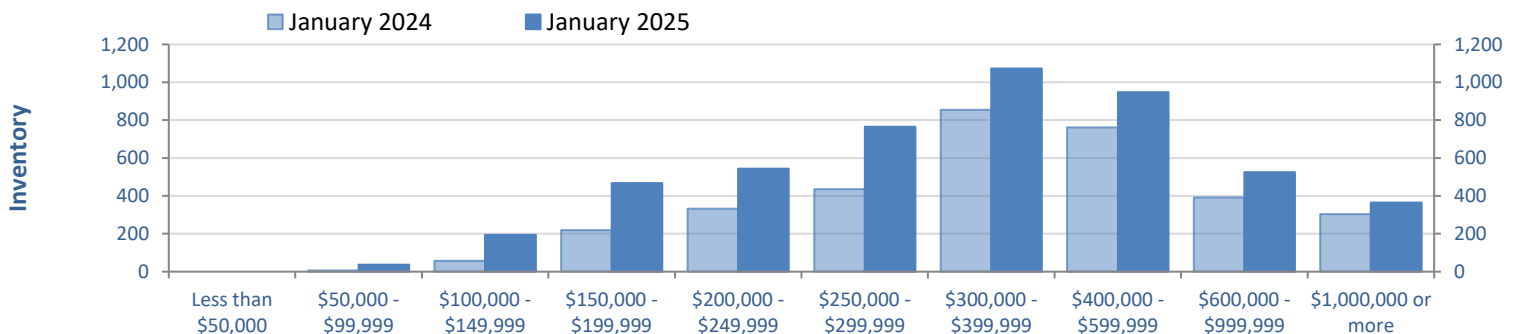


Inventory by Current Listing Price

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	37	428.6%
\$100,000 - \$149,999	194	240.4%
\$150,000 - \$199,999	468	112.7%
\$200,000 - \$249,999	543	63.6%
\$250,000 - \$299,999	766	76.1%
\$300,000 - \$399,999	1,073	25.6%
\$400,000 - \$599,999	947	24.4%
\$600,000 - \$999,999	525	33.9%
\$1,000,000 or more	364	19.7%



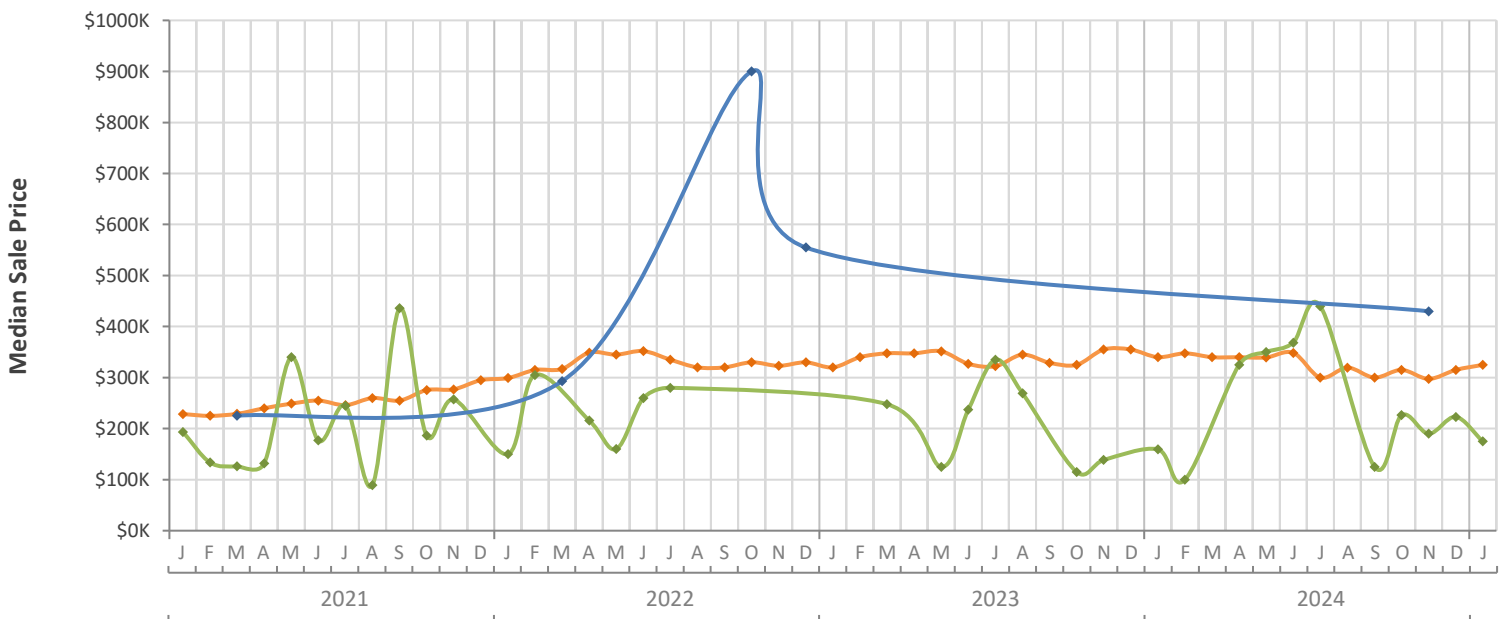
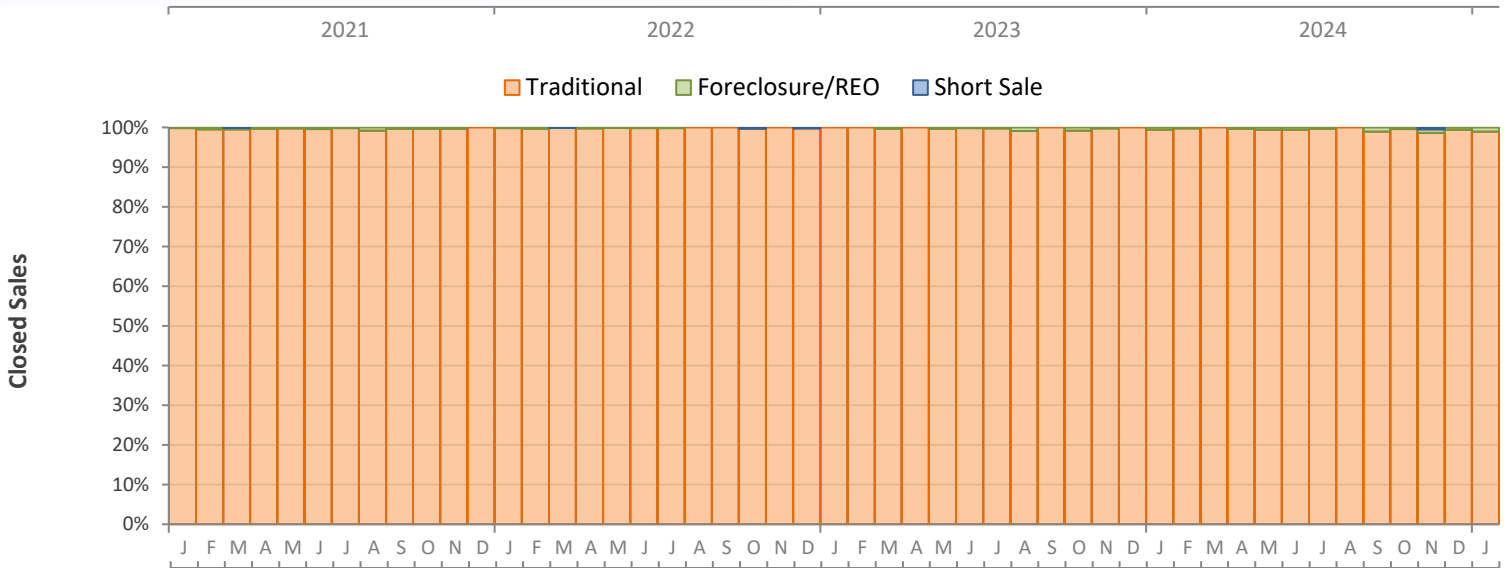
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Townhouses and Condos

Lee County



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	279	327	-14.7%
	Median Sale Price	\$325,000	\$340,000	-4.4%
Foreclosure/REO	Closed Sales	3	2	50.0%
	Median Sale Price	\$175,000	\$159,375	9.8%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Friday, February 21, 2025. Next data release is Thursday, March 20, 2025.