

# Monthly Market Detail - December 2025

## Townhouses and Condos

### Lee County



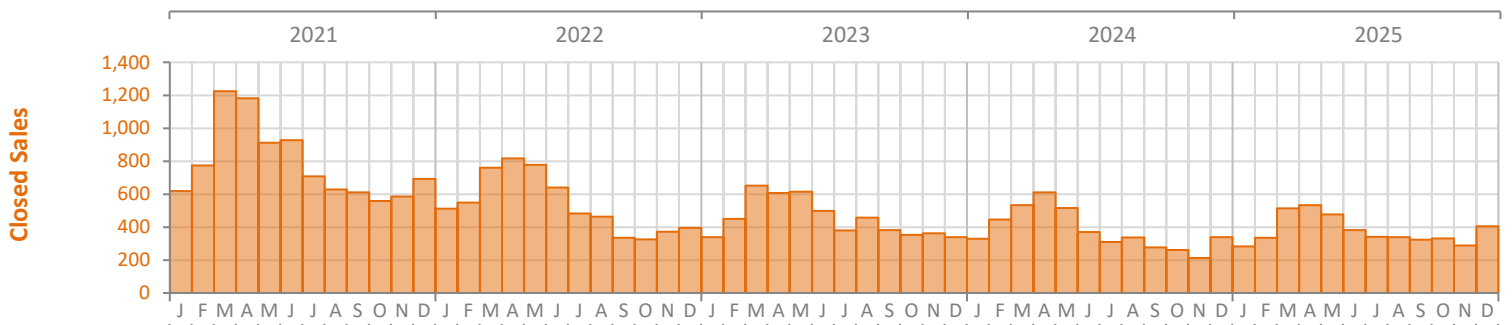
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	404	339	19.2%
Paid in Cash	260	211	23.2%
Median Sale Price	\$287,500	\$315,000	-8.7%
Average Sale Price	\$354,617	\$411,093	-13.7%
Dollar Volume	\$143.3 Million	\$139.4 Million	2.8%
Median Percent of Original List Price Received	91.2%	92.6%	-1.5%
Median Time to Contract	72 Days	61 Days	18.0%
Median Time to Sale	105 Days	103 Days	1.9%
New Pending Sales	357	276	29.3%
New Listings	660	713	-7.4%
Pending Inventory	471	392	20.2%
Inventory (Active Listings)	4,228	4,154	1.8%
Months Supply of Inventory	11.2	11.0	1.8%

## 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	4,550	0.3%
<b>December 2025</b>	<b>404</b>	<b>19.2%</b>
November 2025	288	35.2%
October 2025	331	26.8%
September 2025	324	17.0%
August 2025	339	0.9%
July 2025	341	10.4%
June 2025	382	3.2%
May 2025	477	-7.4%
April 2025	533	-12.6%
March 2025	514	-3.7%
February 2025	335	-24.7%
January 2025	282	-14.3%
December 2024	339	0.0%

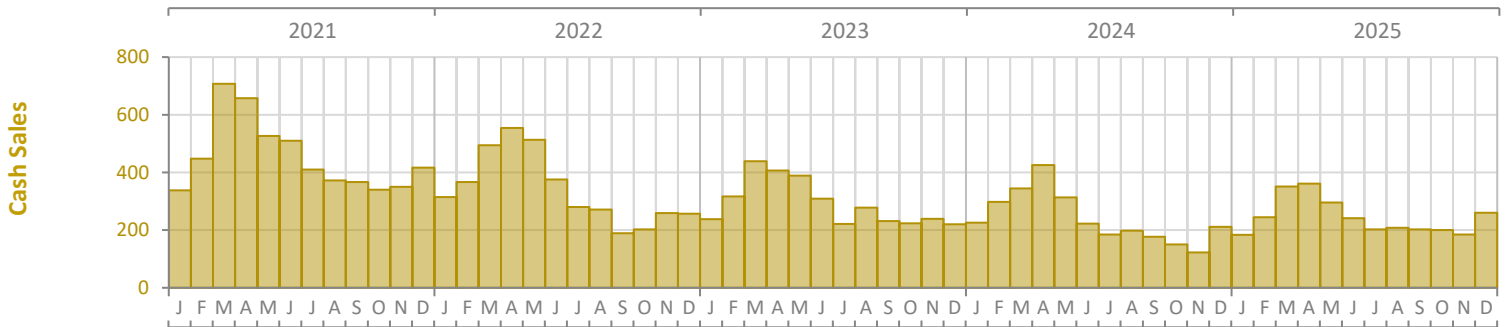


## Cash Sales

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	2,936	2.1%
<b>December 2025</b>	<b>260</b>	<b>23.2%</b>
November 2025	185	50.4%
October 2025	200	33.3%
September 2025	202	14.1%
August 2025	208	5.1%
July 2025	203	9.7%
June 2025	241	8.1%
May 2025	296	-5.7%
April 2025	361	-15.3%
March 2025	351	1.7%
February 2025	245	-17.8%
January 2025	184	-18.6%
December 2024	211	-4.1%

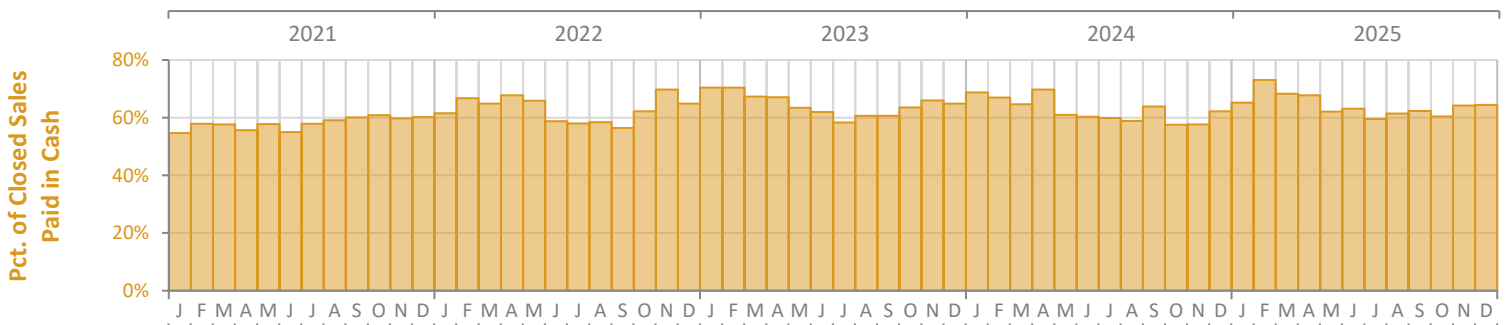


## Cash Sales as a Percentage of Closed Sales

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	64.5%	1.7%
<b>December 2025</b>	<b>64.4%</b>	<b>3.5%</b>
November 2025	64.2%	11.3%
October 2025	60.4%	5.0%
September 2025	62.3%	-2.5%
August 2025	61.4%	4.2%
July 2025	59.5%	-0.7%
June 2025	63.1%	4.6%
May 2025	62.1%	1.8%
April 2025	67.7%	-3.0%
March 2025	68.3%	5.7%
February 2025	73.1%	9.1%
January 2025	65.2%	-5.1%
December 2024	62.2%	-4.2%

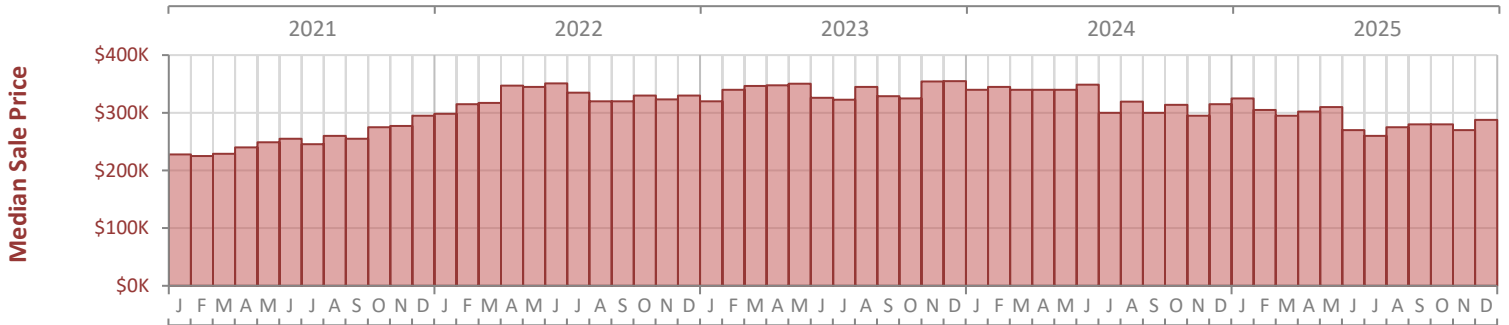


## Median Sale Price

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	\$290,000	-12.0%
<b>December 2025</b>	<b>\$287,500</b>	<b>-8.7%</b>
November 2025	\$270,000	-8.5%
October 2025	\$280,000	-10.7%
September 2025	\$280,000	-6.7%
August 2025	\$275,000	-13.9%
July 2025	\$259,990	-13.3%
June 2025	\$270,000	-22.5%
May 2025	\$310,000	-8.8%
April 2025	\$302,000	-11.1%
March 2025	\$295,000	-13.2%
February 2025	\$305,000	-11.6%
January 2025	\$325,000	-4.4%
December 2024	\$315,000	-11.3%

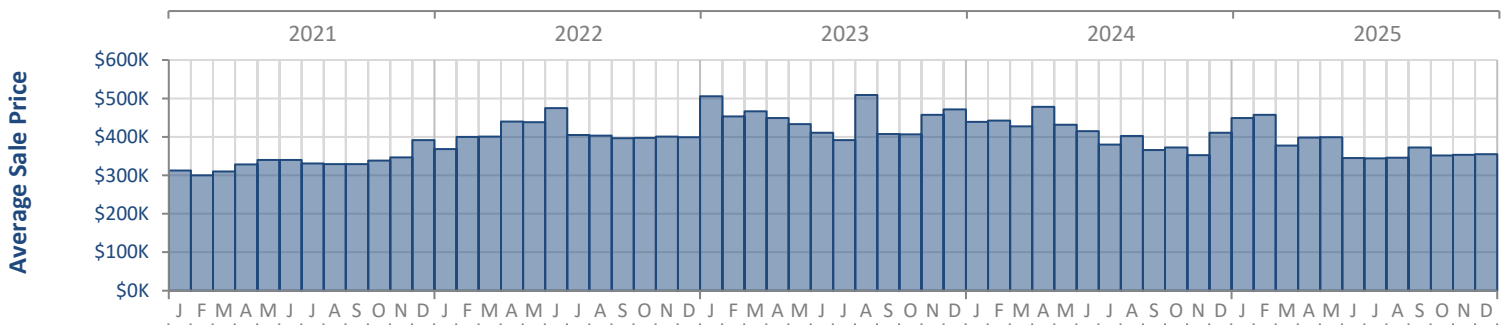


## Average Sale Price

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	\$379,151	-9.6%
<b>December 2025</b>	<b>\$354,617</b>	<b>-13.7%</b>
November 2025	\$353,023	0.1%
October 2025	\$352,006	-5.6%
September 2025	\$372,413	1.8%
August 2025	\$346,065	-14.0%
July 2025	\$343,966	-9.4%
June 2025	\$345,107	-16.7%
May 2025	\$399,343	-7.5%
April 2025	\$398,313	-16.7%
March 2025	\$377,253	-11.7%
February 2025	\$457,336	3.3%
January 2025	\$449,232	2.3%
December 2024	\$411,093	-12.8%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### Lee County

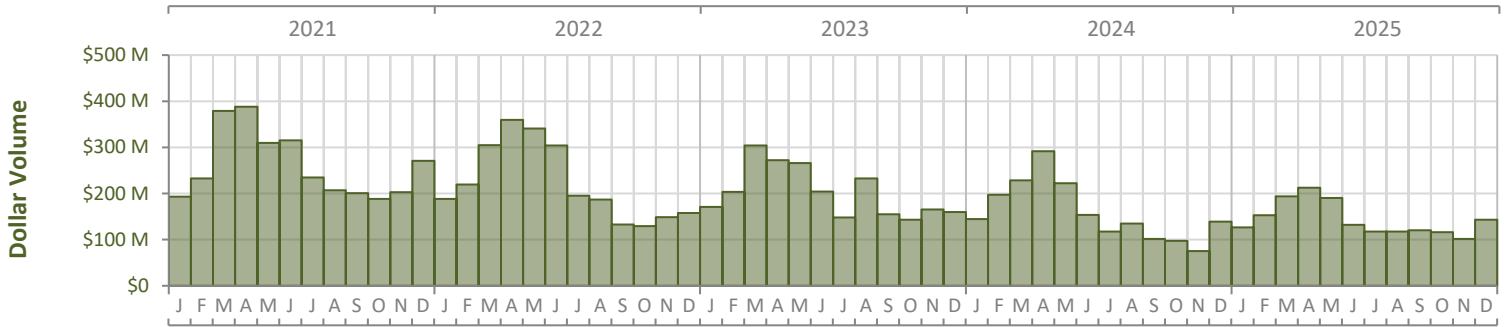


## Dollar Volume

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	\$1.7 Billion	-9.3%
<b>December 2025</b>	<b>\$143.3 Million</b>	<b>2.8%</b>
November 2025	\$101.7 Million	35.3%
October 2025	\$116.5 Million	19.7%
September 2025	\$120.7 Million	19.1%
August 2025	\$117.3 Million	-13.2%
July 2025	\$117.3 Million	0.0%
June 2025	\$131.8 Million	-14.0%
May 2025	\$190.5 Million	-14.3%
April 2025	\$212.3 Million	-27.2%
March 2025	\$193.9 Million	-15.0%
February 2025	\$153.2 Million	-22.2%
January 2025	\$126.7 Million	-12.3%
December 2024	\$139.4 Million	-12.8%

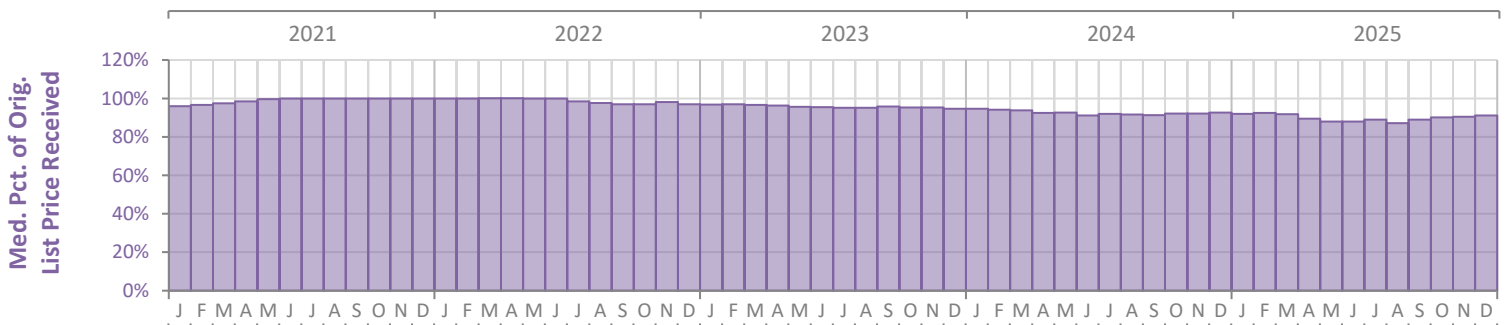


## Median Percent of Original List Price Received

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	90.0%	-3.0%
<b>December 2025</b>	<b>91.2%</b>	<b>-1.5%</b>
November 2025	90.4%	-2.0%
October 2025	90.2%	-2.1%
September 2025	89.0%	-2.5%
August 2025	87.2%	-4.9%
July 2025	88.9%	-3.3%
June 2025	87.9%	-3.6%
May 2025	88.0%	-5.0%
April 2025	89.5%	-3.2%
March 2025	91.8%	-2.1%
February 2025	92.5%	-1.7%
January 2025	92.0%	-2.7%
December 2024	92.6%	-2.1%

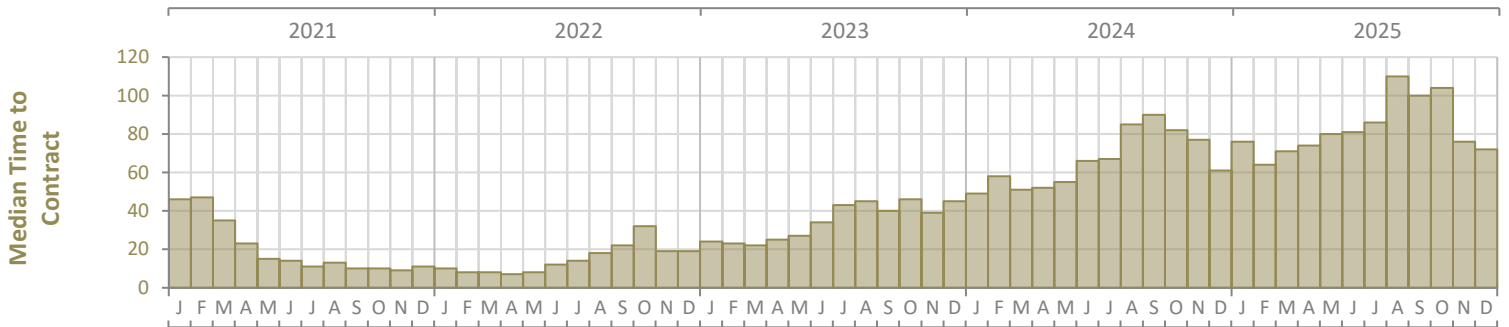


## Median Time to Contract

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	96 Days	33.3%
<b>December 2025</b>	<b>72 Days</b>	<b>18.0%</b>
November 2025	76 Days	-1.3%
October 2025	104 Days	26.8%
September 2025	100 Days	11.1%
August 2025	110 Days	29.4%
July 2025	86 Days	28.4%
June 2025	81 Days	22.7%
May 2025	80 Days	45.5%
April 2025	74 Days	42.3%
March 2025	71 Days	39.2%
February 2025	64 Days	10.3%
January 2025	76 Days	55.1%
December 2024	61 Days	35.6%

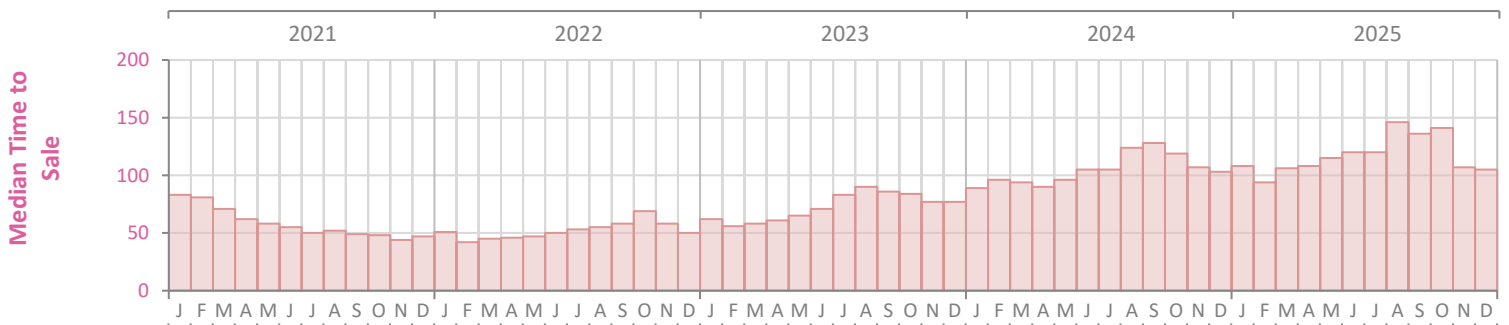


## Median Time to Sale

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	130 Days	17.1%
<b>December 2025</b>	<b>105 Days</b>	<b>1.9%</b>
November 2025	107 Days	0.0%
October 2025	141 Days	18.5%
September 2025	136 Days	6.3%
August 2025	146 Days	17.7%
July 2025	120 Days	14.3%
June 2025	120 Days	14.3%
May 2025	115 Days	19.8%
April 2025	108 Days	20.0%
March 2025	106 Days	12.8%
February 2025	94 Days	-2.1%
January 2025	108 Days	21.3%
December 2024	103 Days	33.8%

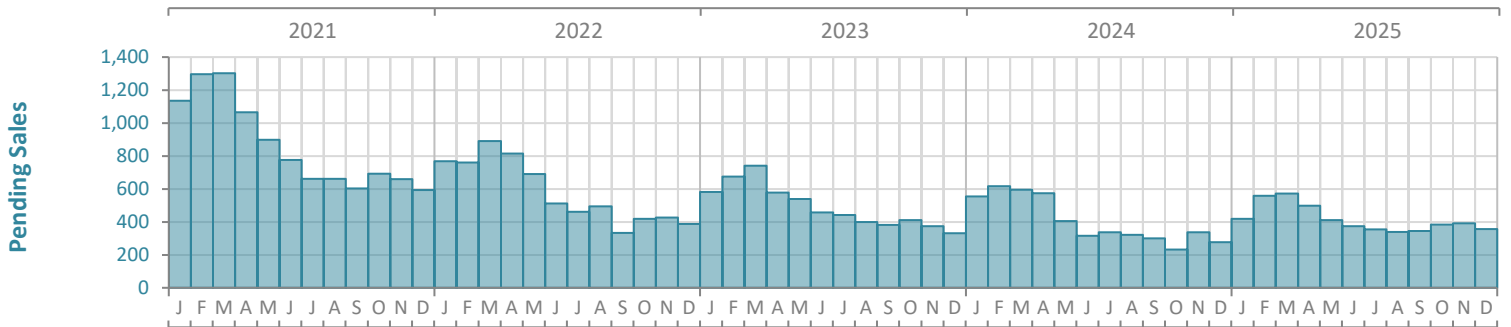


## New Pending Sales

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	4,998	2.8%
<b>December 2025</b>	<b>357</b>	<b>29.3%</b>
November 2025	392	16.7%
October 2025	384	64.8%
September 2025	344	14.3%
August 2025	338	5.3%
July 2025	354	5.4%
June 2025	373	18.0%
May 2025	411	1.7%
April 2025	498	-13.1%
March 2025	571	-4.2%
February 2025	558	-9.4%
January 2025	418	-24.5%
December 2024	276	-16.9%

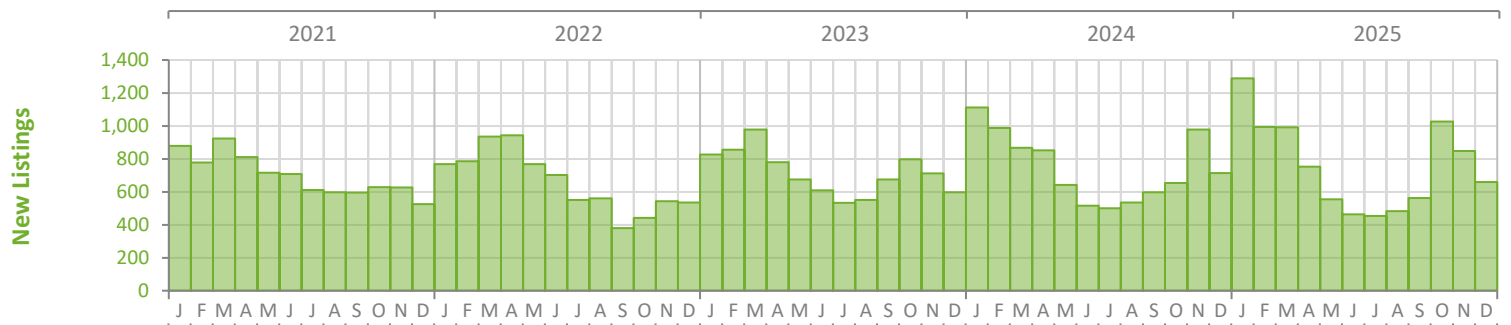


## New Listings

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	9,075	1.4%
<b>December 2025</b>	<b>660</b>	<b>-7.4%</b>
November 2025	848	-13.3%
October 2025	1,027	57.0%
September 2025	562	-5.9%
August 2025	482	-10.1%
July 2025	454	-9.4%
June 2025	463	-10.1%
May 2025	554	-13.6%
April 2025	752	-11.7%
March 2025	991	14.3%
February 2025	994	0.7%
January 2025	1,288	15.8%
December 2024	713	19.2%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### Lee County

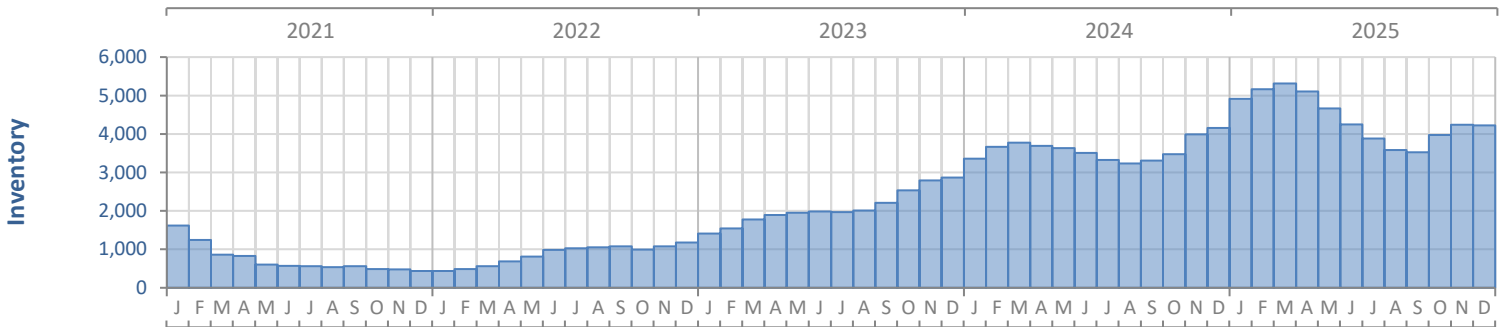


## Inventory (Active Listings)

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)	4,404	22.6%
<b>December 2025</b>	<b>4,228</b>	<b>1.8%</b>
November 2025	4,243	6.4%
October 2025	3,973	14.3%
September 2025	3,525	6.5%
August 2025	3,582	10.7%
July 2025	3,885	16.7%
June 2025	4,251	21.1%
May 2025	4,664	28.5%
April 2025	5,107	38.5%
March 2025	5,312	40.8%
February 2025	5,161	40.8%
January 2025	4,917	46.3%
December 2024	4,154	44.8%

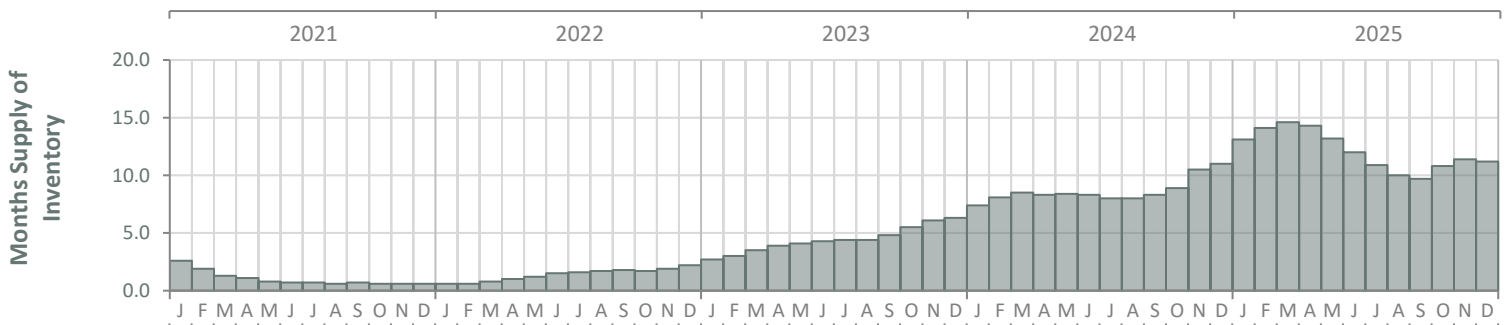


## Months Supply of Inventory

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)	12.1	40.7%
<b>December 2025</b>	<b>11.2</b>	<b>1.8%</b>
November 2025	11.4	8.6%
October 2025	10.8	21.3%
September 2025	9.7	16.9%
August 2025	10.0	25.0%
July 2025	10.9	36.3%
June 2025	12.0	44.6%
May 2025	13.2	57.1%
April 2025	14.3	72.3%
March 2025	14.6	71.8%
February 2025	14.1	74.1%
January 2025	13.1	77.0%
December 2024	11.0	74.6%

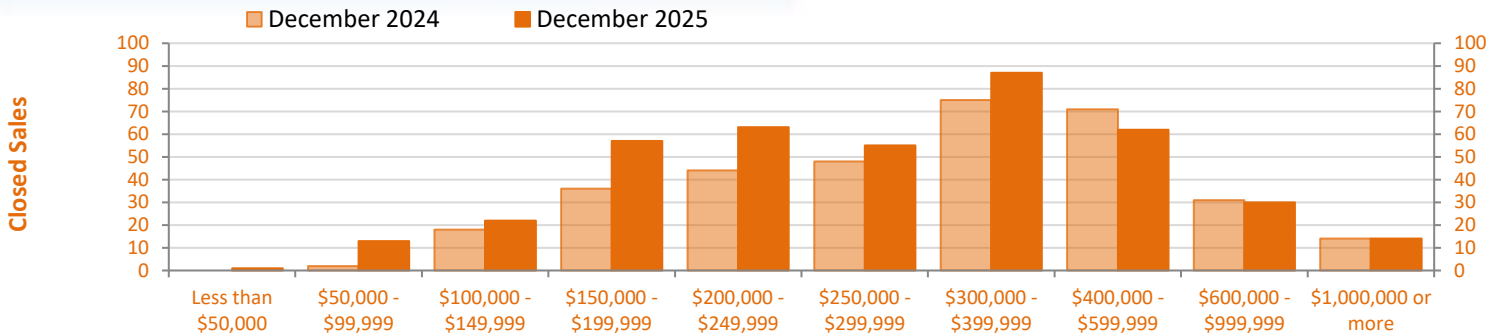


## Closed Sales by Sale Price

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	13	550.0%
\$100,000 - \$149,999	22	22.2%
\$150,000 - \$199,999	57	58.3%
\$200,000 - \$249,999	63	43.2%
\$250,000 - \$299,999	55	14.6%
\$300,000 - \$399,999	87	16.0%
\$400,000 - \$599,999	62	-12.7%
\$600,000 - \$999,999	30	-3.2%
\$1,000,000 or more	14	0.0%

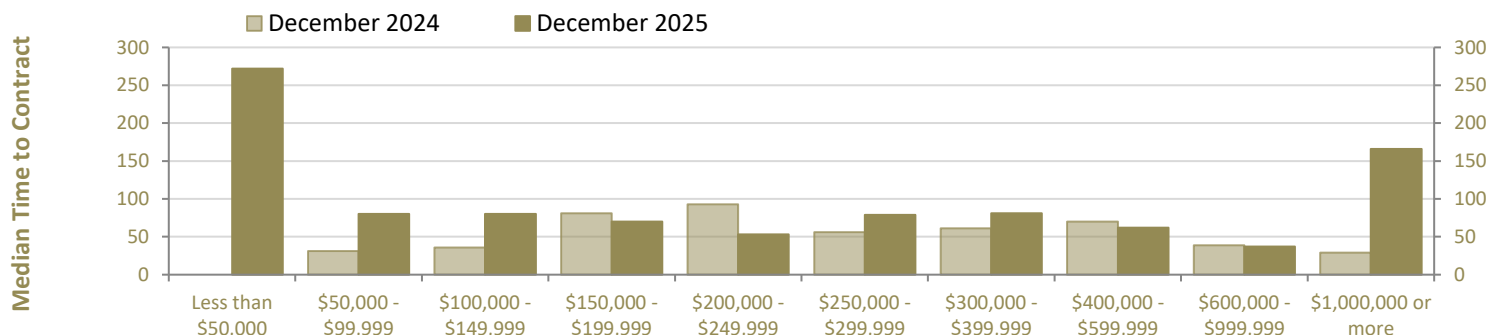


## Median Time to Contract by Sale Price

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	272 Days	N/A
\$50,000 - \$99,999	80 Days	158.1%
\$100,000 - \$149,999	80 Days	122.2%
\$150,000 - \$199,999	70 Days	-13.6%
\$200,000 - \$249,999	53 Days	-43.0%
\$250,000 - \$299,999	79 Days	41.1%
\$300,000 - \$399,999	81 Days	32.8%
\$400,000 - \$599,999	62 Days	-11.4%
\$600,000 - \$999,999	37 Days	-5.1%
\$1,000,000 or more	166 Days	472.4%





## 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	11	450.0%
\$100,000 - \$149,999	40	42.9%
\$150,000 - \$199,999	60	-18.9%
\$200,000 - \$249,999	79	27.4%
\$250,000 - \$299,999	114	23.9%
\$300,000 - \$399,999	133	-16.4%
\$400,000 - \$599,999	99	-28.3%
\$600,000 - \$999,999	71	-16.5%
\$1,000,000 or more	52	-28.8%

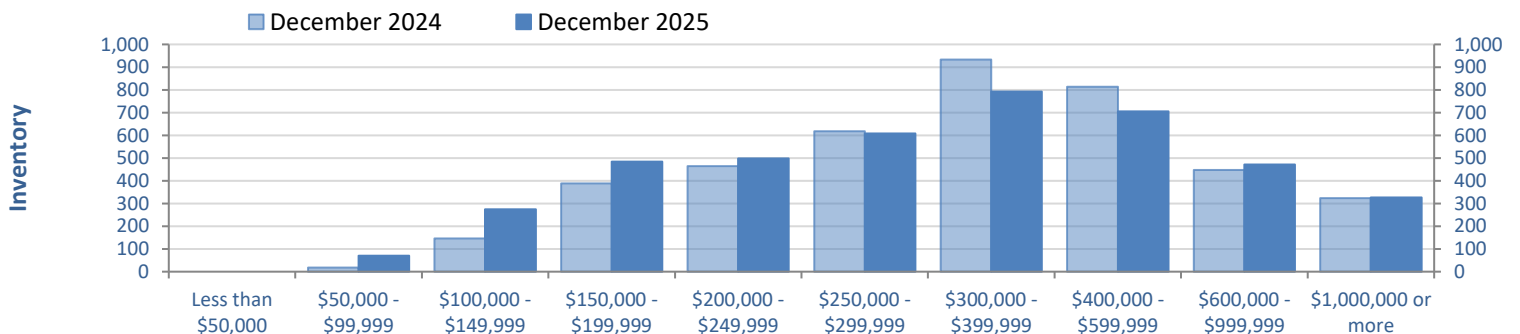


## Inventory by Current Listing Price

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	70	288.9%
\$100,000 - \$149,999	274	87.7%
\$150,000 - \$199,999	484	24.4%
\$200,000 - \$249,999	498	7.1%
\$250,000 - \$299,999	608	-1.6%
\$300,000 - \$399,999	792	-15.1%
\$400,000 - \$599,999	705	-13.3%
\$600,000 - \$999,999	471	5.1%
\$1,000,000 or more	326	0.6%



# Monthly Distressed Market - December 2025

## Townhouses and Condos

### Lee County



		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	402	337	19.3%
	Median Sale Price	\$290,000	\$315,000	-7.9%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$107,500	\$223,000	-51.8%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

