Monthly Market Detail - August 2026
Single-Family Homes
Lee County

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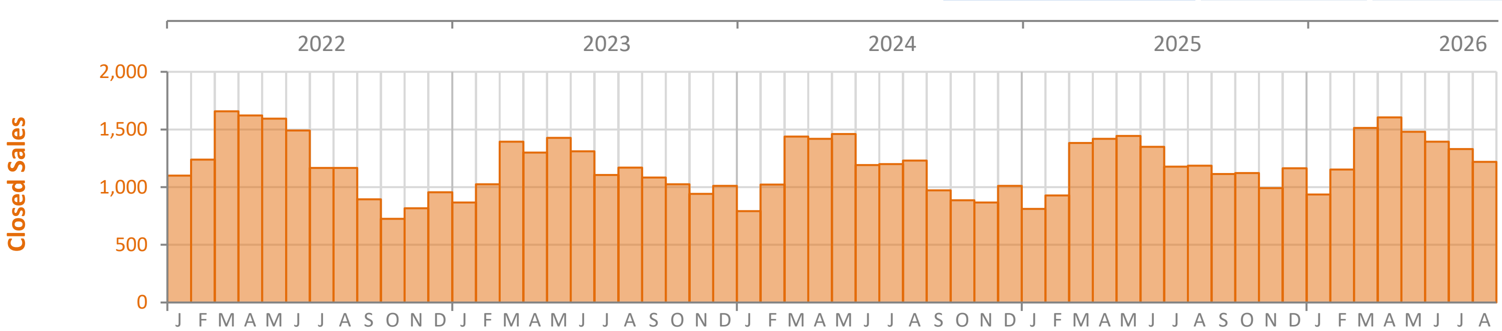
Summary Statistics	August 2026	August 2025	Percent Change Year-over-Year
Closed Sales	1,218	1,185	2.8%
Paid in Cash	360	333	8.1%
Median Sale Price	$380,000	$370,000	2.7%
Average Sale Price	$511,987	$477,144	7.3%
Dollar Volume	$623.6 Million	$565.4 Million	10.3%
Median Percent of Original List Price Received	94.7%	93.3%	1.5%
Median Time to Contract	60 Days	64 Days	-6.3%
Median Time to Sale	102 Days	100 Days	2.0%
New Pending Sales	1,296	1,342	-3.4%
New Listings	1,610	1,489	8.1%
Pending Inventory	1,535	1,527	0.5%
Inventory (Active Listings)	6,512	7,704	-15.5%
Months Supply of Inventory	5.2	6.9	-24.6%

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	10,632	9.6%
August 2026	**1,218**	**2.8%**
July 2026	1,331	13.0%
June 2026	1,394	3.3%
May 2026	1,479	2.5%
April 2026	1,606	13.2%
March 2026	1,514	9.5%
February 2026	1,153	24.4%
January 2026	937	15.4%
December 2025	1,165	15.2%
November 2025	992	14.4%
October 2025	1,123	26.7%
September 2025	1,113	14.4%
August 2025	1,185	-3.7%



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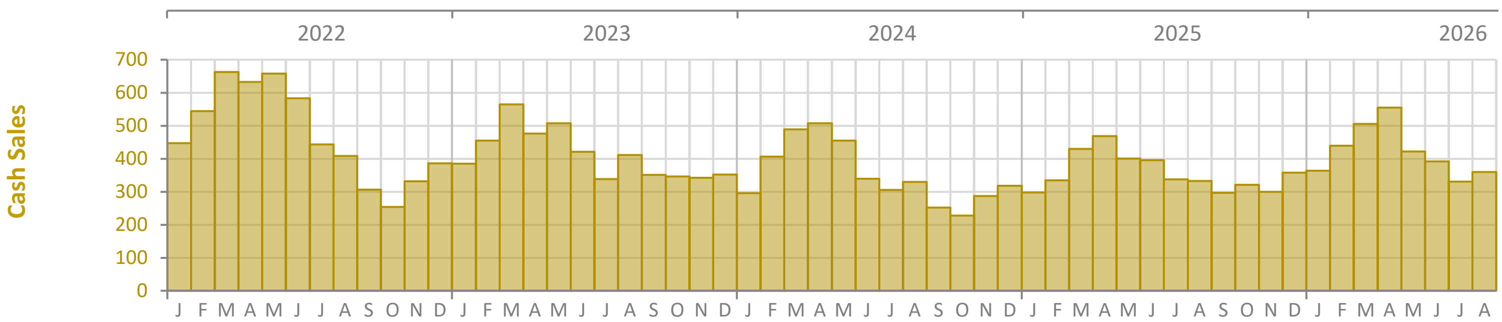
Cash Sales

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	3,368	12.3%
August 2026	**360**	**8.1%**
July 2026	331	-1.8%
June 2026	392	-1.0%
May 2026	422	5.2%
April 2026	555	18.3%
March 2026	505	17.4%
February 2026	439	31.0%
January 2026	364	22.1%
December 2025	358	12.6%
November 2025	300	4.5%
October 2025	321	40.8%
September 2025	297	17.9%
August 2025	333	0.9%

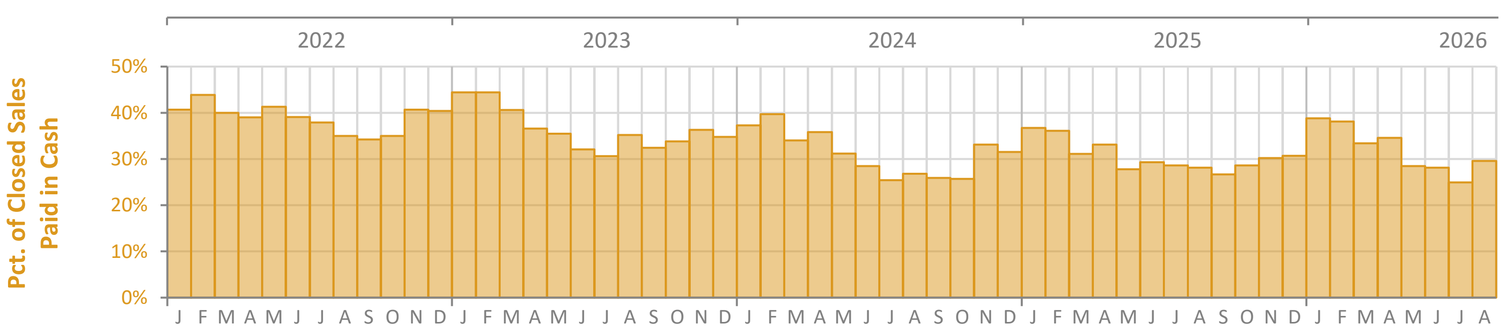


Cash Sales as a Percentage of Closed Sales

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	31.7%	2.6%
August 2026	**29.6%**	**5.3%**
July 2026	24.9%	-12.9%
June 2026	28.1%	-4.1%
May 2026	28.5%	2.5%
April 2026	34.6%	4.5%
March 2026	33.4%	7.4%
February 2026	38.1%	5.5%
January 2026	38.8%	5.7%
December 2025	30.7%	-2.5%
November 2025	30.2%	-8.8%
October 2025	28.6%	11.3%
September 2025	26.7%	3.1%
August 2025	28.1%	4.9%



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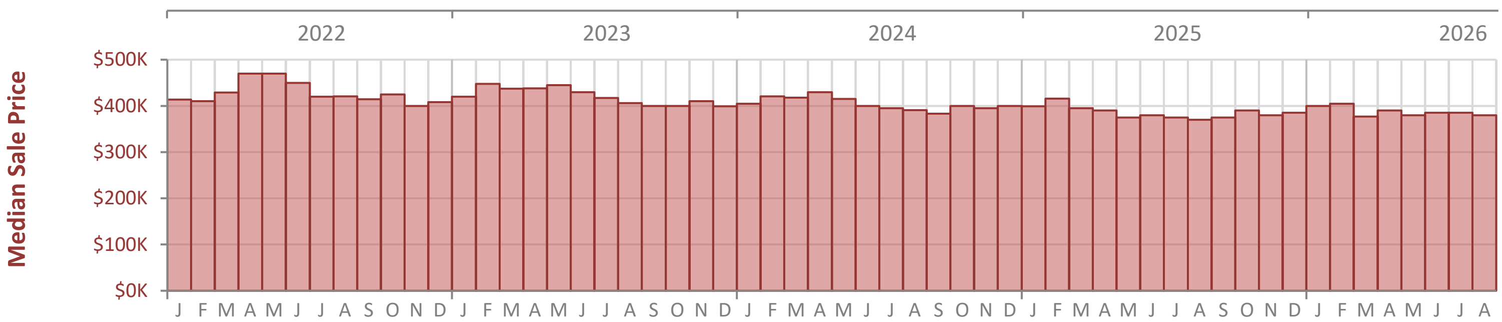
Median Sale Price

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	$385,125	0.0%
August 2026	**$380,000**	**2.7%**
July 2026	$385,000	2.7%
June 2026	$385,000	1.3%
May 2026	$380,000	1.3%
April 2026	$390,000	0.0%
March 2026	$376,750	-4.6%
February 2026	$405,000	-2.6%
January 2026	$400,000	0.1%
December 2025	$385,000	-3.8%
November 2025	$380,000	-3.8%
October 2025	$389,900	-2.5%
September 2025	$375,000	-2.1%
August 2025	$370,000	-5.2%

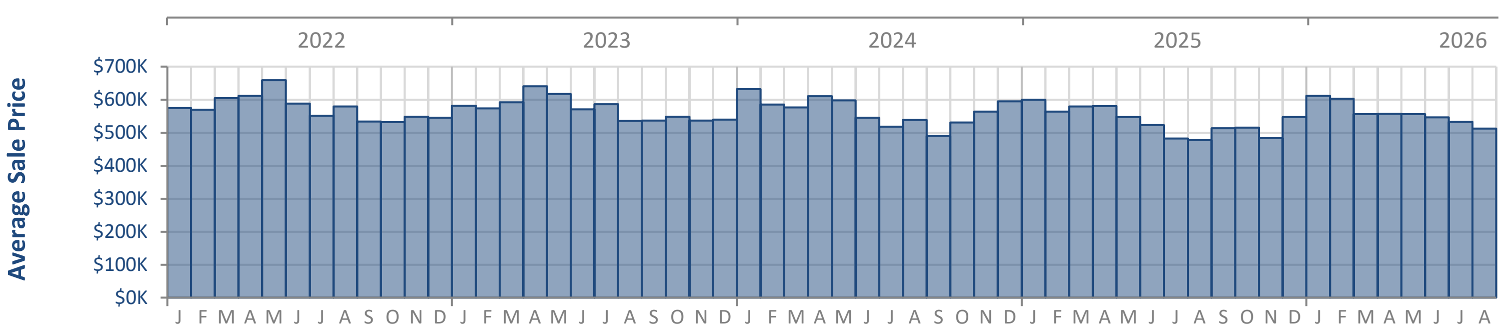


Average Sale Price

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	$556,778	2.6%
August 2026	**$511,987**	**7.3%**
July 2026	$532,577	10.4%
June 2026	$545,818	4.4%
May 2026	$555,532	1.5%
April 2026	$557,001	-3.9%
March 2026	$556,211	-4.0%
February 2026	$602,672	7.0%
January 2026	$611,708	2.0%
December 2025	$546,769	-8.1%
November 2025	$482,744	-14.3%
October 2025	$515,575	-2.8%
September 2025	$513,454	4.8%
August 2025	$477,144	-11.4%



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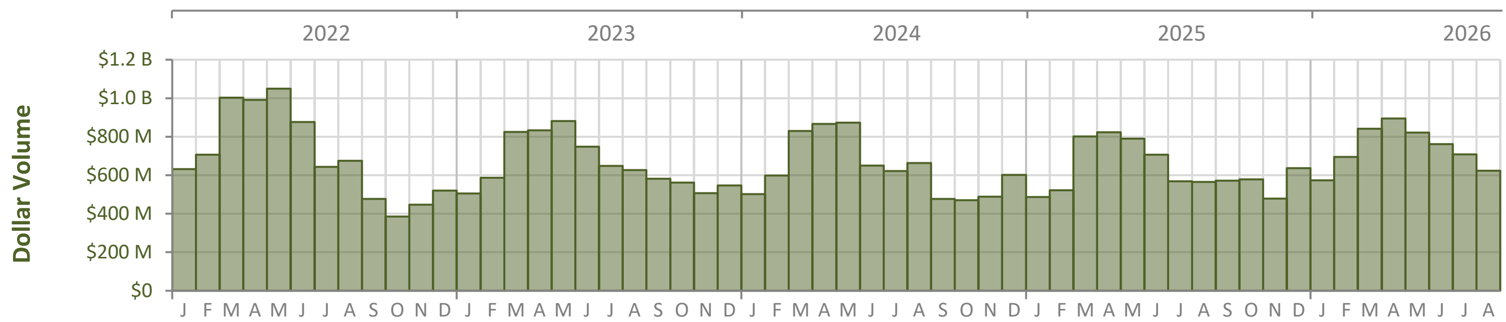
Dollar Volume

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	$5.9 Billion	12.5%
August 2026	**$623.6 Million**	**10.3%**
July 2026	$708.9 Million	24.8%
June 2026	$760.9 Million	7.8%
May 2026	$821.6 Million	4.0%
April 2026	$894.5 Million	8.7%
March 2026	$842.1 Million	5.1%
February 2026	$694.9 Million	33.1%
January 2026	$573.2 Million	17.7%
December 2025	$637.0 Million	5.9%
November 2025	$478.9 Million	-1.9%
October 2025	$579.0 Million	23.2%
September 2025	$571.5 Million	19.9%
August 2025	$565.4 Million	-14.7%

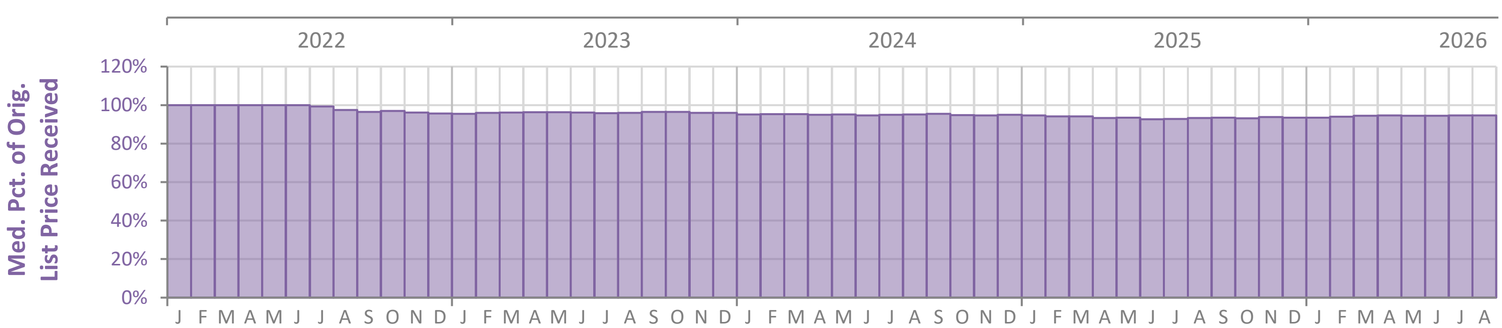


Median Percent of Original List Price Received

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	94.4%	1.0%
August 2026	**94.7%**	**1.5%**
July 2026	94.6%	1.9%
June 2026	94.5%	1.9%
May 2026	94.5%	1.1%
April 2026	94.6%	1.4%
March 2026	94.5%	0.3%
February 2026	93.9%	-0.2%
January 2026	93.5%	-1.2%
December 2025	93.4%	-1.6%
November 2025	93.8%	-1.0%
October 2025	93.1%	-1.8%
September 2025	93.5%	-2.1%
August 2025	93.3%	-2.0%



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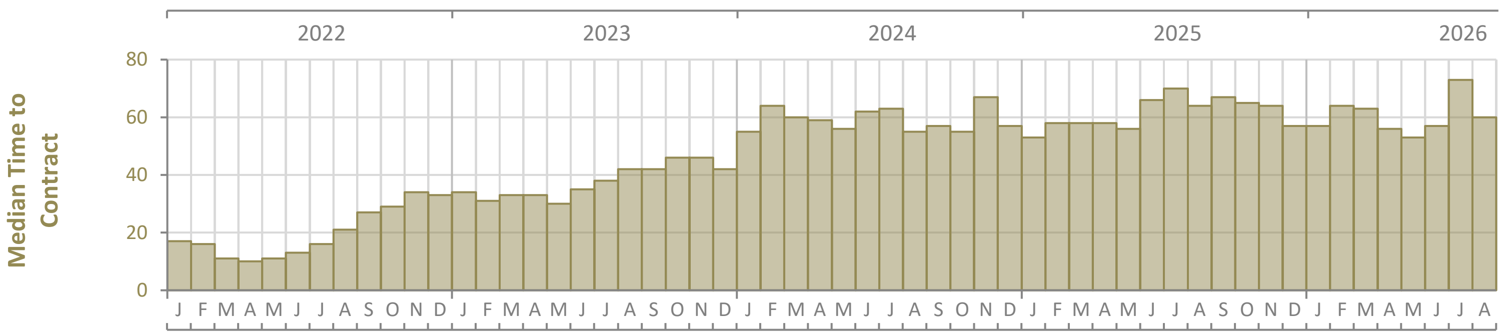
Median Time to Contract

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	68 Days	-1.4%
August 2026	**60 Days**	**-6.3%**
July 2026	73 Days	4.3%
June 2026	57 Days	-13.6%
May 2026	53 Days	-5.4%
April 2026	56 Days	-3.4%
March 2026	63 Days	8.6%
February 2026	64 Days	10.3%
January 2026	57 Days	7.5%
December 2025	57 Days	0.0%
November 2025	64 Days	-4.5%
October 2025	65 Days	18.2%
September 2025	67 Days	17.5%
August 2025	64 Days	16.4%

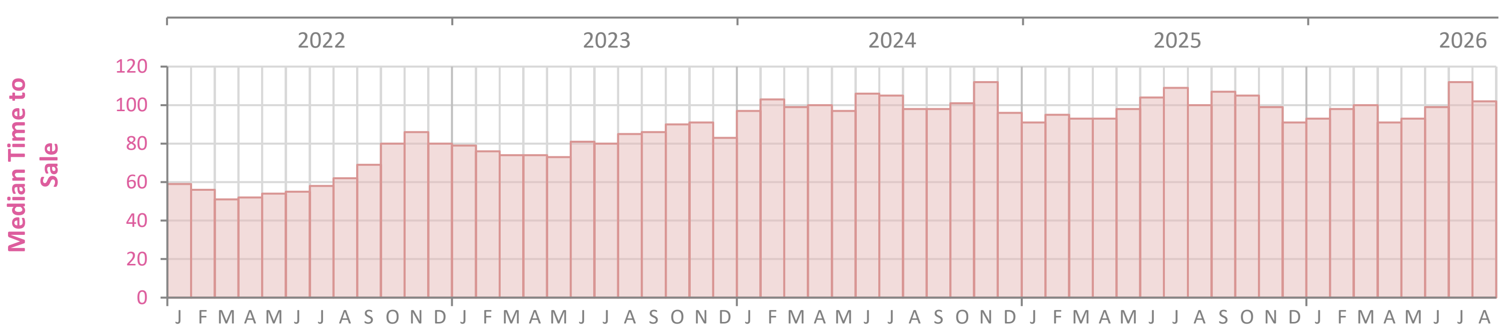


Median Time to Sale

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	1.9%
August 2026	**102 Days**	**2.0%**
July 2026	112 Days	2.8%
June 2026	99 Days	-4.8%
May 2026	93 Days	-5.1%
April 2026	91 Days	-2.2%
March 2026	100 Days	7.5%
February 2026	98 Days	3.2%
January 2026	93 Days	2.2%
December 2025	91 Days	-5.2%
November 2025	99 Days	-11.6%
October 2025	105 Days	4.0%
September 2025	107 Days	9.2%
August 2025	100 Days	2.0%



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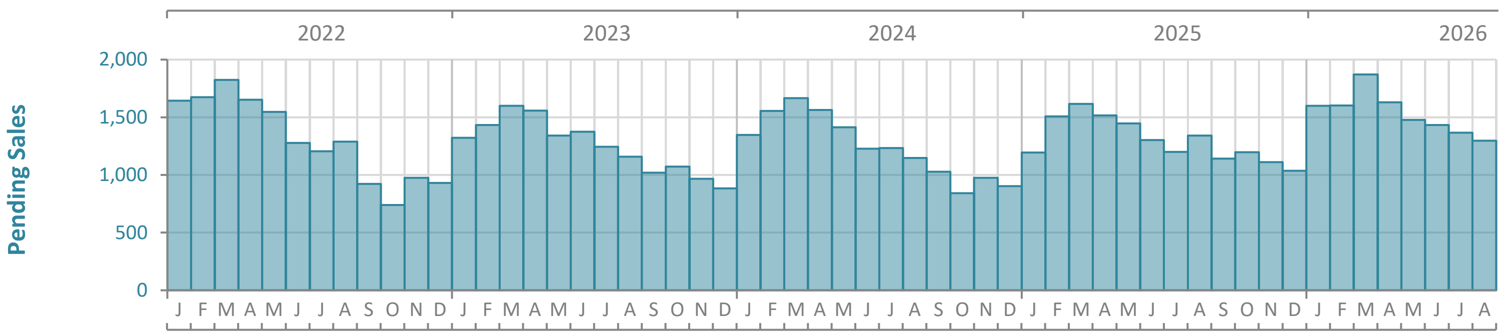
New Pending Sales

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	12,275	10.3%
August 2026	**1,296**	**-3.4%**
July 2026	1,365	13.7%
June 2026	1,433	10.1%
May 2026	1,477	2.1%
April 2026	1,630	7.5%
March 2026	1,871	15.7%
February 2026	1,603	6.3%
January 2026	1,600	33.9%
December 2025	1,037	14.8%
November 2025	1,111	14.1%
October 2025	1,197	42.0%
September 2025	1,141	11.0%
August 2025	1,342	17.0%

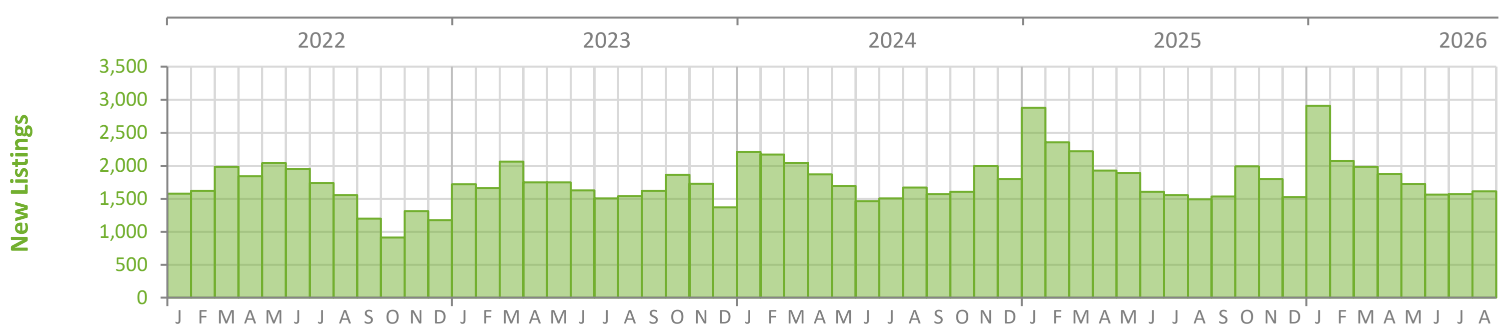


New Listings

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	15,290	-3.8%
August 2026	**1,610**	**8.1%**
July 2026	1,564	1.0%
June 2026	1,563	-2.6%
May 2026	1,719	-8.8%
April 2026	1,873	-2.7%
March 2026	1,981	-10.6%
February 2026	2,072	-11.9%
January 2026	2,908	1.0%
December 2025	1,520	-15.2%
November 2025	1,792	-10.0%
October 2025	1,987	23.7%
September 2025	1,532	-2.3%
August 2025	1,489	-10.6%



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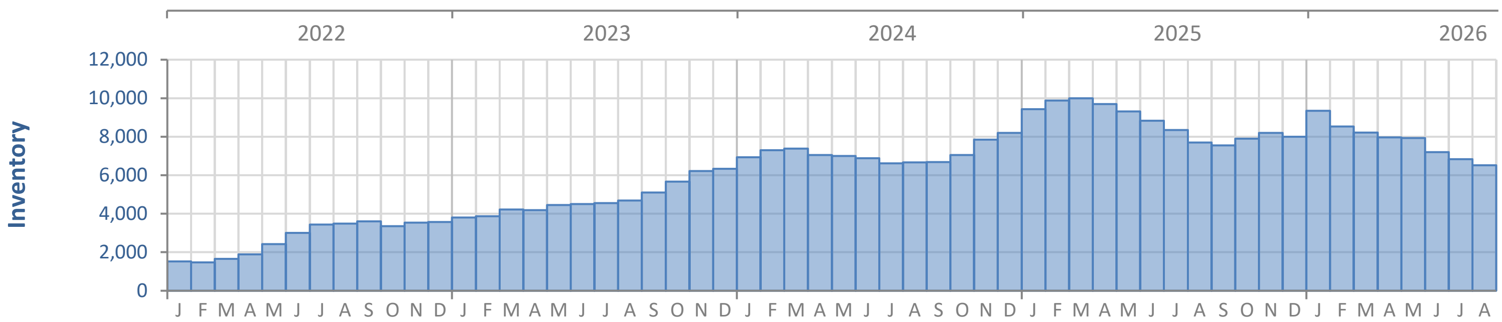
Inventory (Active Listings)

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)	7,815	-14.6%
August 2026	**6,512**	**-15.5%**
July 2026	6,835	-18.1%
June 2026	7,195	-18.6%
May 2026	7,936	-14.8%
April 2026	7,959	-17.9%
March 2026	8,208	-17.9%
February 2026	8,532	-13.6%
January 2026	9,344	-1.0%
December 2025	8,000	-2.5%
November 2025	8,196	4.4%
October 2025	7,896	11.9%
September 2025	7,551	12.9%
August 2025	7,704	15.5%

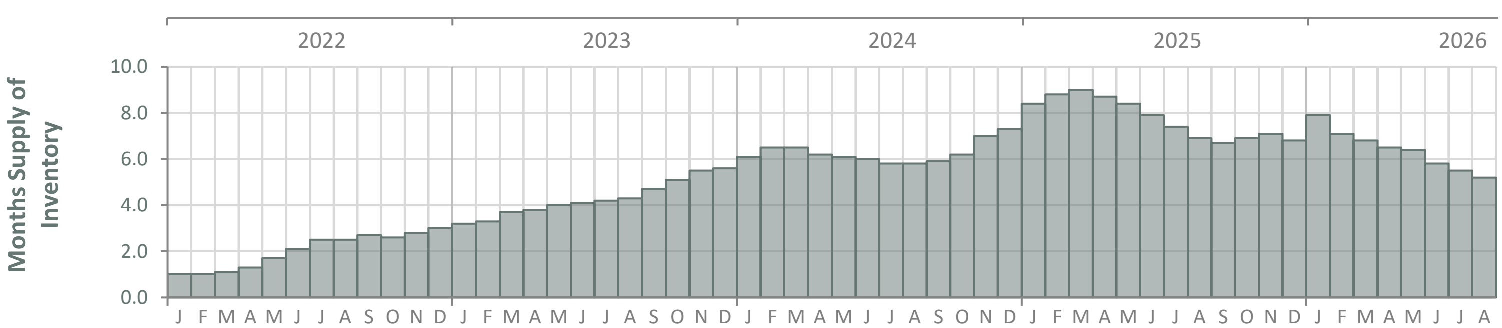


Months Supply of Inventory

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)	6.4	-22.0%
August 2026	**5.2**	**-24.6%**
July 2026	5.5	-25.7%
June 2026	5.8	-26.6%
May 2026	6.4	-23.8%
April 2026	6.5	-25.3%
March 2026	6.8	-24.4%
February 2026	7.1	-19.3%
January 2026	7.9	-6.0%
December 2025	6.8	-6.8%
November 2025	7.1	1.4%
October 2025	6.9	11.3%
September 2025	6.7	13.6%
August 2025	6.9	19.0%



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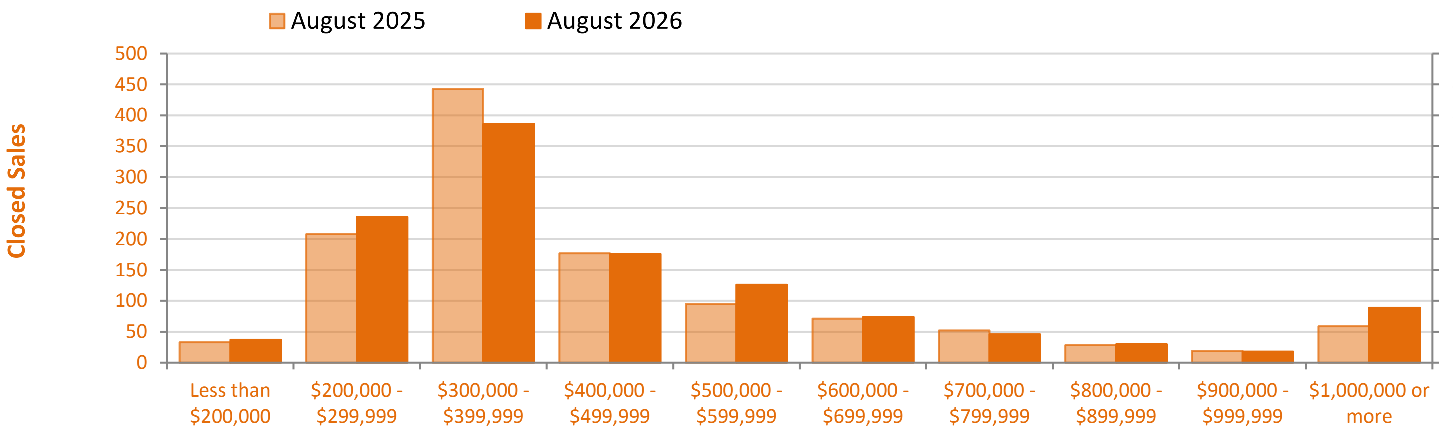
Closed Sales by Sale Price

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.

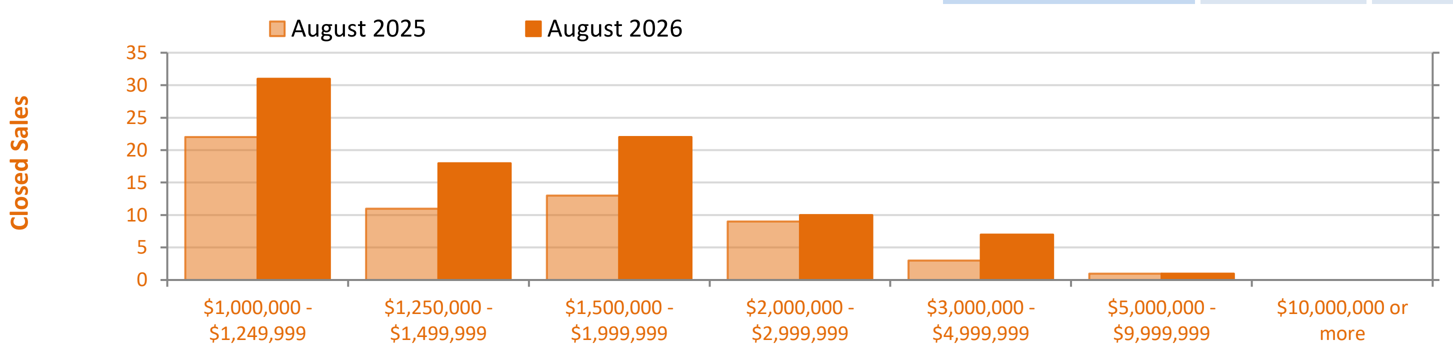
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	37	12.1%
$200,000 - $299,999	236	13.5%
$300,000 - $399,999	386	-12.9%
$400,000 - $499,999	176	-0.6%
$500,000 - $599,999	126	32.6%
$600,000 - $699,999	74	4.2%
$700,000 - $799,999	46	-11.5%
$800,000 - $899,999	30	7.1%
$900,000 - $999,999	18	-5.3%
$1,000,000 or more	89	50.8%



Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for $1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
$1,000,000 - $1,249,999	31	40.9%
$1,250,000 - $1,499,999	18	63.6%
$1,500,000 - $1,999,999	22	69.2%
$2,000,000 - $2,999,999	10	11.1%
$3,000,000 - $4,999,999	7	133.3%
$5,000,000 - $9,999,999	1	0.0%
$10,000,000 or more	0	N/A



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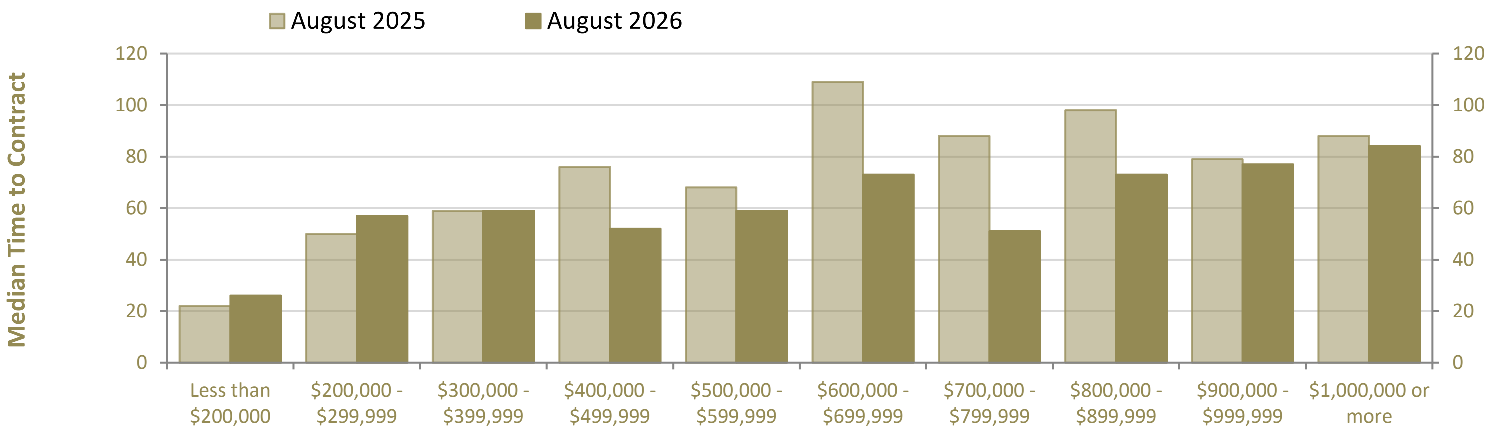
Median Time to Contract by Sale Price

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.

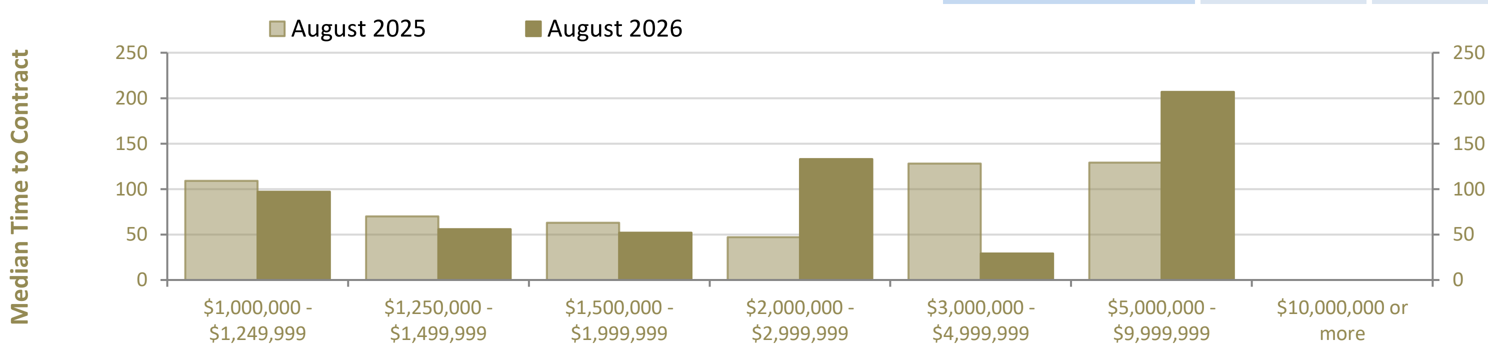
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	26 Days	18.2%
$200,000 - $299,999	57 Days	14.0%
$300,000 - $399,999	59 Days	0.0%
$400,000 - $499,999	52 Days	-31.6%
$500,000 - $599,999	59 Days	-13.2%
$600,000 - $699,999	73 Days	-33.0%
$700,000 - $799,999	51 Days	-42.0%
$800,000 - $899,999	73 Days	-25.5%
$900,000 - $999,999	77 Days	-2.5%
$1,000,000 or more	84 Days	-4.5%



Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for $1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
$1,000,000 - $1,249,999	97 Days	-11.0%
$1,250,000 - $1,499,999	56 Days	-20.0%
$1,500,000 - $1,999,999	52 Days	-17.5%
$2,000,000 - $2,999,999	133 Days	183.0%
$3,000,000 - $4,999,999	29 Days	-77.3%
$5,000,000 - $9,999,999	207 Days	60.5%
$10,000,000 or more	(No Sales)	N/A



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Monthly Market Detail - August 2026
Single-Family Homes
Lee County

FloridaRealtors®
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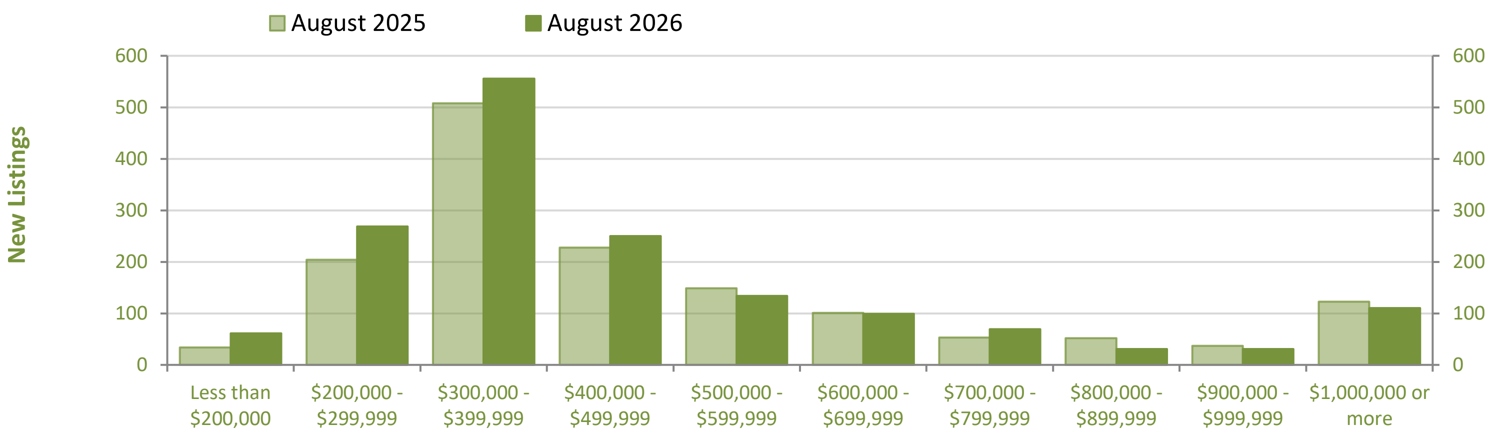
New Listings by Initial Listing Price

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.

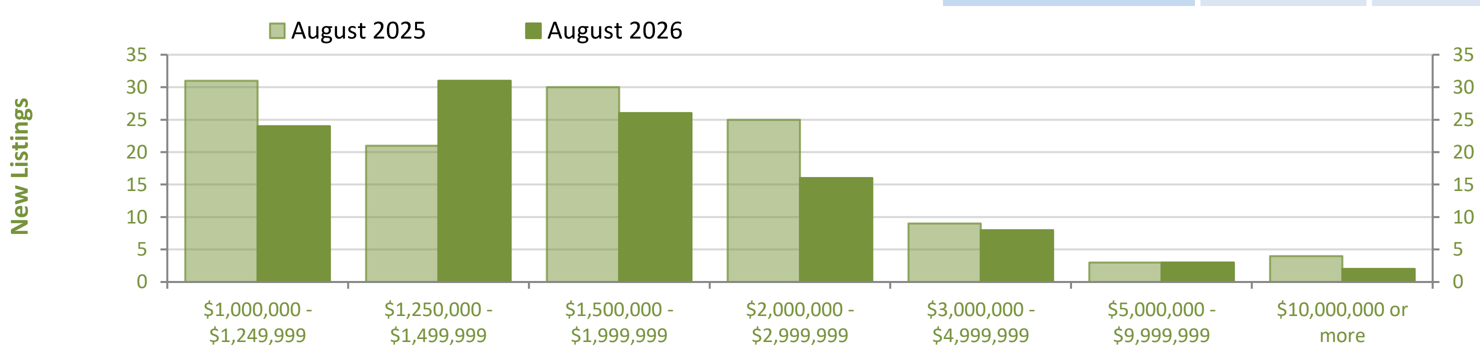
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	61	79.4%
$200,000 - $299,999	269	31.9%
$300,000 - $399,999	556	9.4%
$400,000 - $499,999	250	9.6%
$500,000 - $599,999	134	-10.1%
$600,000 - $699,999	99	-2.0%
$700,000 - $799,999	69	30.2%
$800,000 - $899,999	31	-40.4%
$900,000 - $999,999	31	-16.2%
$1,000,000 or more	110	-10.6%



Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for $1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
$1,000,000 - $1,249,999	24	-22.6%
$1,250,000 - $1,499,999	31	47.6%
$1,500,000 - $1,999,999	26	-13.3%
$2,000,000 - $2,999,999	16	-36.0%
$3,000,000 - $4,999,999	8	-11.1%
$5,000,000 - $9,999,999	3	0.0%
$10,000,000 or more	2	-50.0%



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Monthly Market Detail - August 2026
Single-Family Homes
Lee County

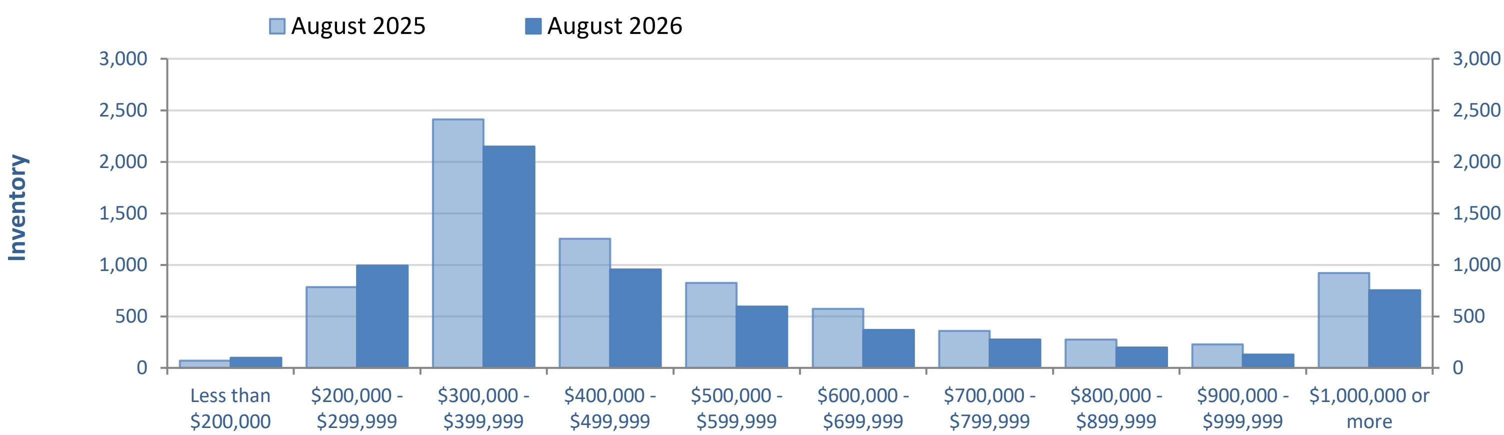
FloridaRealtors® The Voice for Real Estate® in Florida

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.

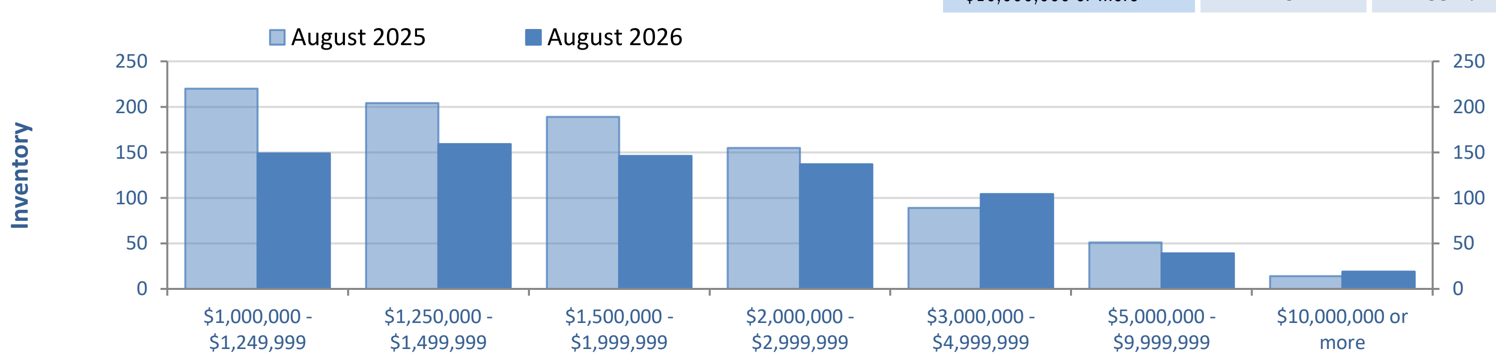
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	99	41.4%
$200,000 - $299,999	992	26.5%
$300,000 - $399,999	2,149	-10.9%
$400,000 - $499,999	954	-23.9%
$500,000 - $599,999	596	-27.7%
$600,000 - $699,999	368	-35.8%
$700,000 - $799,999	275	-23.4%
$800,000 - $899,999	197	-28.4%
$900,000 - $999,999	129	-43.9%
$1,000,000 or more	753	-18.3%



Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for $1,000,000 or more

Current Listing Price	Inventory	Percent Change Year-over-Year
$1,000,000 - $1,249,999	149	-32.3%
$1,250,000 - $1,499,999	159	-22.1%
$1,500,000 - $1,999,999	146	-22.8%
$2,000,000 - $2,999,999	137	-11.6%
$3,000,000 - $4,999,999	104	16.9%
$5,000,000 - $9,999,999	39	-23.5%
$10,000,000 or more	19	35.7%



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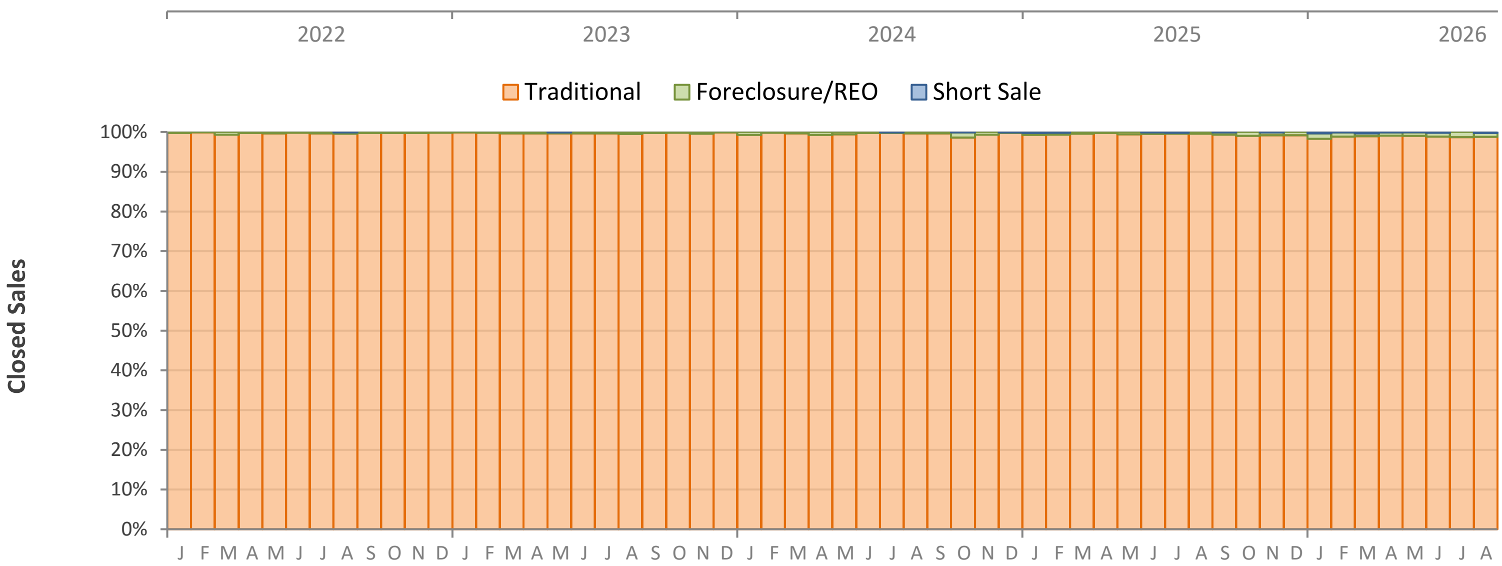
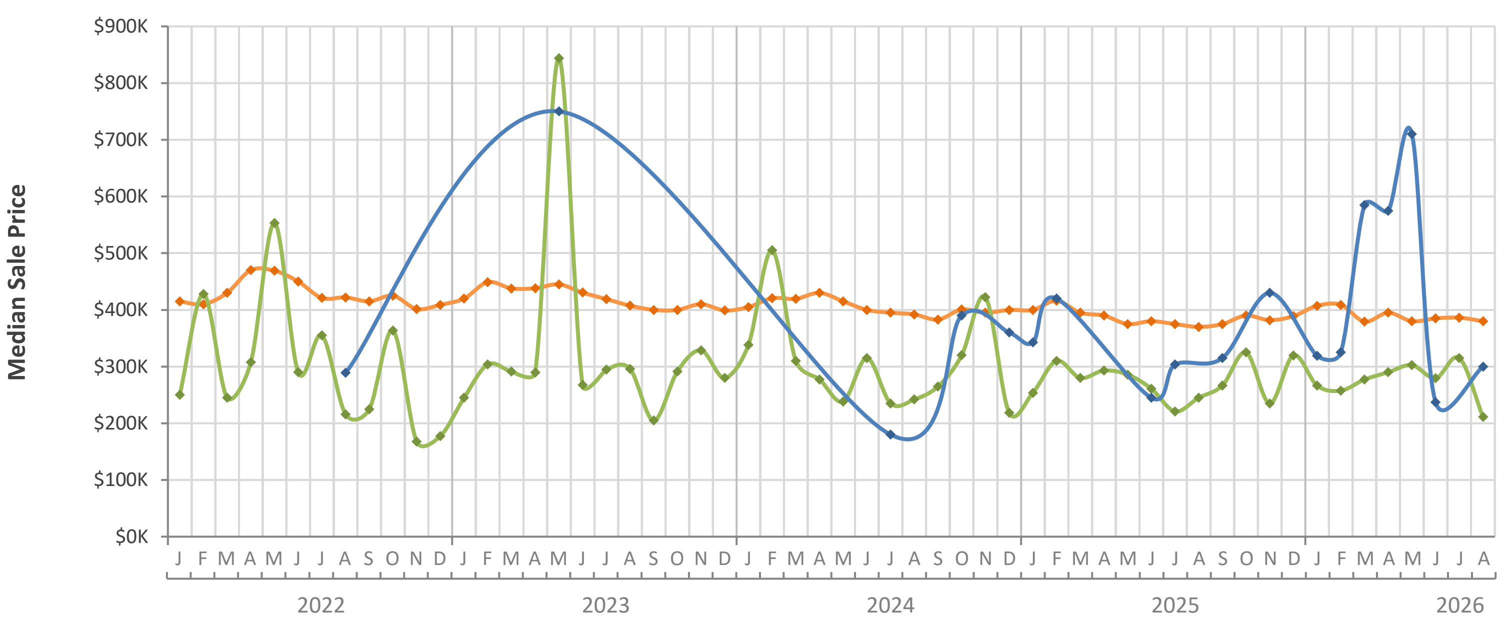
Monthly Distressed Market - August 2026
Single-Family Homes
Lee County

		August 2026	August 2025	Percent Change Year-over-Year
Traditional	Closed Sales	1,203	1,180	1.9%
	Median Sale Price	$380,000	$370,000	2.7%
Foreclosure/REO	Closed Sales	12	5	140.0%
	Median Sale Price	$211,150	$245,000	-13.8%
Short Sale	Closed Sales	3	0	N/A
	Median Sale Price	$300,000	(No Sales)	N/A





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