

Local Market Update for December 2025

A Research Tool Provided by Longleaf Pine REALTORS®



Lee County

Single Family - Existing

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	14	13	- 7.1%	307	281	- 8.5%
Pending Sales	10	17	+ 70.0%	233	192	- 17.6%
Closed Sales	20	8	- 60.0%	232	179	- 22.8%
Days on Market Until Sale	66	44	- 33.3%	40	57	+ 42.5%
Median Sales Price*	\$330,000	\$350,000	+ 6.1%	\$326,000	\$320,000	- 1.8%
Average Sales Price*	\$363,630	\$412,670	+ 13.5%	\$353,575	\$350,611	- 0.8%
Percent of List Price Received*	96.9%	98.9%	+ 2.1%	98.5%	96.6%	- 1.9%

Single Family - New Construction

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	1	16	+ 1,500.0%	81	104	+ 28.4%
Pending Sales	3	5	+ 66.7%	52	54	+ 3.8%
Closed Sales	11	6	- 45.5%	59	56	- 5.1%
Days on Market Until Sale	92	65	- 29.3%	97	132	+ 36.1%
Median Sales Price*	\$353,100	\$399,999	+ 13.3%	\$352,888	\$371,135	+ 5.2%
Average Sales Price*	\$386,742	\$413,923	+ 7.0%	\$365,043	\$410,471	+ 12.4%
Percent of List Price Received*	100.1%	99.2%	- 0.9%	100.2%	99.8%	- 0.4%

Townhouse/Condo

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	0	0	--	8	2	- 75.0%
Pending Sales	1	0	- 100.0%	9	1	- 88.9%
Closed Sales	1	0	- 100.0%	7	2	- 71.4%
Days on Market Until Sale	248	--	--	82	37	- 54.9%
Median Sales Price*	\$222,500	--	--	\$259,423	\$203,000	- 21.7%
Average Sales Price*	\$222,500	--	--	\$241,612	\$203,000	- 16.0%
Percent of List Price Received*	96.8%	--	--	97.6%	79.2%	- 18.9%

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price by Property Type

Rolling 12-Month Calculation

