

Local Market Update for September 2025

A Research Tool Provided by Lingleaf Pine REALTORS®



Lee County

Single Family - Existing

	September			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	22	24	+ 9.1%	246	219	- 11.0%
Pending Sales	15	22	+ 46.7%	191	153	- 19.9%
Closed Sales	13	10	- 23.1%	180	136	- 24.4%
Days on Market Until Sale	60	47	- 21.7%	38	56	+ 47.4%
Median Sales Price*	\$399,900	\$282,500	- 29.4%	\$325,000	\$299,900	- 7.7%
Average Sales Price*	\$371,838	\$302,000	- 18.8%	\$349,046	\$344,765	- 1.2%
Percent of List Price Received*	98.3%	95.2%	- 3.2%	98.6%	96.3%	- 2.3%

Single Family - New Construction

	September			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	1	13	+ 1,200.0%	59	68	+ 15.3%
Pending Sales	3	4	+ 33.3%	37	43	+ 16.2%
Closed Sales	5	4	- 20.0%	37	44	+ 18.9%
Days on Market Until Sale	158	67	- 57.6%	107	152	+ 42.1%
Median Sales Price*	\$380,000	\$340,050	- 10.5%	\$326,900	\$360,550	+ 10.3%
Average Sales Price*	\$385,000	\$325,188	- 15.5%	\$360,226	\$403,464	+ 12.0%
Percent of List Price Received*	100.0%	99.4%	- 0.6%	100.3%	99.9%	- 0.4%

Townhouse/Condo

	September			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	0	2	--	6	2	- 66.7%
Pending Sales	0	0	--	6	0	- 100.0%
Closed Sales	2	0	- 100.0%	4	1	- 75.0%
Days on Market Until Sale	5	--	--	66	44	- 33.3%
Median Sales Price*	\$264,662	--	--	\$261,712	\$150,000	- 42.7%
Average Sales Price*	\$264,662	--	--	\$242,456	\$150,000	- 38.1%
Percent of List Price Received*	98.9%	--	--	98.3%	60.0%	- 39.0%

* 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

