

Local Market Update for October 2025

A Research Tool Provided by Longleaf Pine REALTORS®



Lee County

Single Family - Existing

	October			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	29	27	- 6.9%	275	246	- 10.5%
Pending Sales	18	18	0.0%	209	168	- 19.6%
Closed Sales	17	19	+ 11.8%	197	155	- 21.3%
Days on Market Until Sale	29	85	+ 193.1%	37	59	+ 59.5%
Median Sales Price*	\$326,000	\$359,750	+ 10.4%	\$325,500	\$308,930	- 5.1%
Average Sales Price*	\$375,703	\$386,083	+ 2.8%	\$351,482	\$349,658	- 0.5%
Percent of List Price Received*	98.6%	96.4%	- 2.2%	98.6%	96.3%	- 2.3%

Single Family - New Construction

	October			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	17	5	- 70.6%	76	73	- 3.9%
Pending Sales	10	2	- 80.0%	47	45	- 4.3%
Closed Sales	2	4	+ 100.0%	39	48	+ 23.1%
Days on Market Until Sale	168	56	- 66.7%	110	144	+ 30.9%
Median Sales Price*	\$351,500	\$378,210	+ 7.6%	\$326,900	\$365,000	+ 11.7%
Average Sales Price*	\$351,500	\$439,855	+ 25.1%	\$359,778	\$406,497	+ 13.0%
Percent of List Price Received*	100.0%	99.9%	- 0.1%	100.3%	99.9%	- 0.4%

Townhouse/Condo

	October			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	2	0	- 100.0%	8	2	- 75.0%
Pending Sales	1	1	0.0%	7	1	- 85.7%
Closed Sales	1	0	- 100.0%	5	1	- 80.0%
Days on Market Until Sale	43	--	--	61	44	- 27.9%
Median Sales Price*	\$280,000	--	--	\$264,000	\$150,000	- 43.2%
Average Sales Price*	\$280,000	--	--	\$249,965	\$150,000	- 40.0%
Percent of List Price Received*	100.0%	--	--	98.6%	60.0%	- 39.1%

* 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

