MARKET INSIGHTS REPORT



April 2025

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Market trends and analysis are based on data from the Southwest Florida MLS through the end of each month. Data is deemed reliable but not guaranteed and may differ from previous reports due to timing of MLS entries.

This report summarizes markets served by RPCRA in Lee and Hendry counties. An online dashboard with real-time data, additional metrics, and filtering options is also available for members—contact the Association for details.

RPCRA Market Summary

April 2025



Includes Lee and Hendry counties, excluding Bonita Springs and Estero.

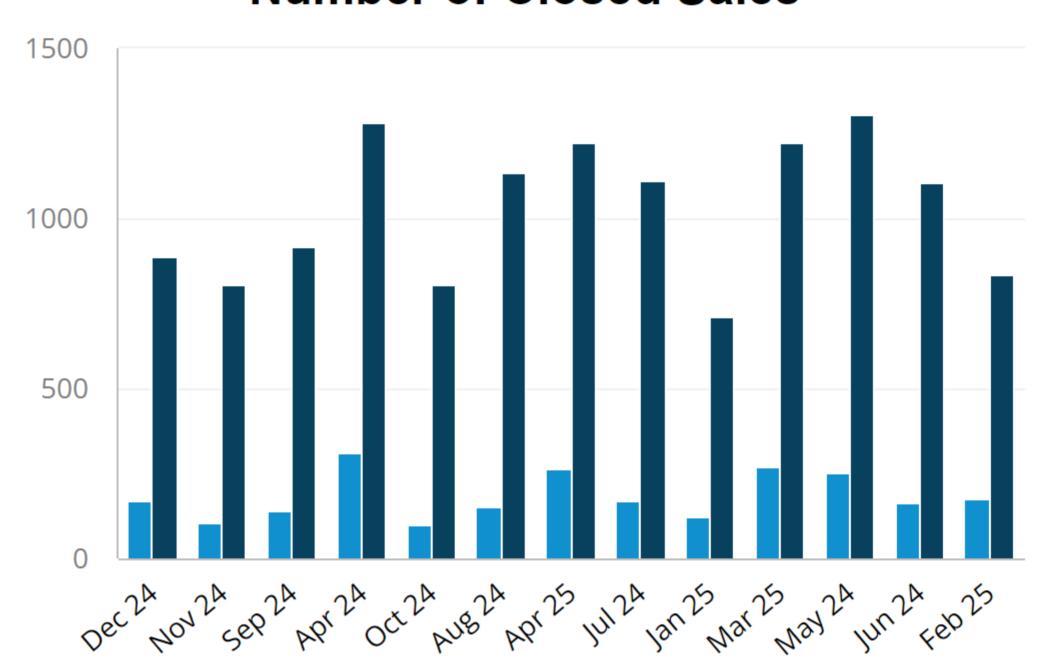
Single Family Homes

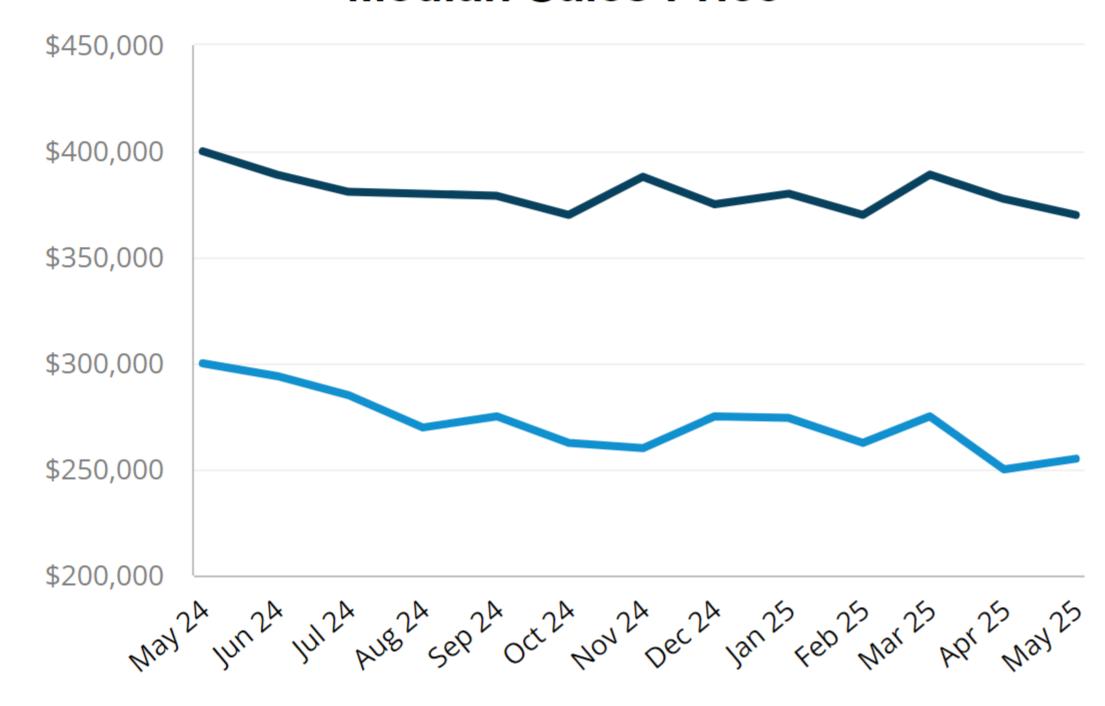
	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$370,000	\$399,999	> -7.5%	\$377,500	> -2.0%	\$375,000	\$399,000	> -6.0%
Closed Sales	1,224	1,283	> -4.6%	1,224	»0.0%	3,993	4,170	> -4.2%
New Listings	2,043	1,950	☆ 4.8%	2,240	> -8.8%	9,353	8,261	☆ 13.2%
Pending Sales	1,468	1,257	☆ 16.8%	1,339	☆ 9.6%	5,011	4,888	≈ 2.5%
Median Days on Market	53	42	≈ 26.2%	49	☆ 8.2%	51	46	☆ 10.9%
Sold Price per Square Foot	\$221	\$236	> -6.4%	\$224	> -1.3%	\$223	\$234	> -4.7%
Percent of Original Price Rec'd	91.4%	93.1%	> -1.8%	92.0%	> -0.6%	92.1%	93.2%	> -1.1%
Active Inventory	8,226	6,472	☆ 27.1%	8,728	> -5.8%			
Months Supply of Inventory	6.7	5.0	☆ 33.2%	7.1	> -5.8%			

Condominiums

	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$255,000	\$300,000	以 -15.0%	\$250,000	≈ 2.0%	\$255,000	\$304,500	> -16.3%
Closed Sales	265	314	以 -15.6%	269	> -1.5%	836	980	> -14.7%
New Listings	463	531	以 -12.8%	586	> -21.0%	2,363	2,321	☆ 1.8%
Pending Sales	271	269	≈ 0.7%	280	> -3.2%	996	1,094	> -9.0%
Median Days on Market	81	51	☆ 58.8%	72	☆ 13.3%	72	51	☆ 41.6%
Sold Price per Square Foot	\$193	\$231	> -16.3%	\$197	> -2.0%	\$199	\$233	> -14.6%
Percent of Original Price Rec'd	86.8%	89.8%	> -3.4%	88.0%	> -1.4%	87.8%	91.0%	> -3.5%
Active Inventory	2,790	2,173	≈ 28.4%	2,949	> -5.4%			
Months Supply of Inventory	10.5	6.9	☆ 52.1%	11.0	> -4.0%			

Number of Closed Sales





Cape Coral Region

April 2025



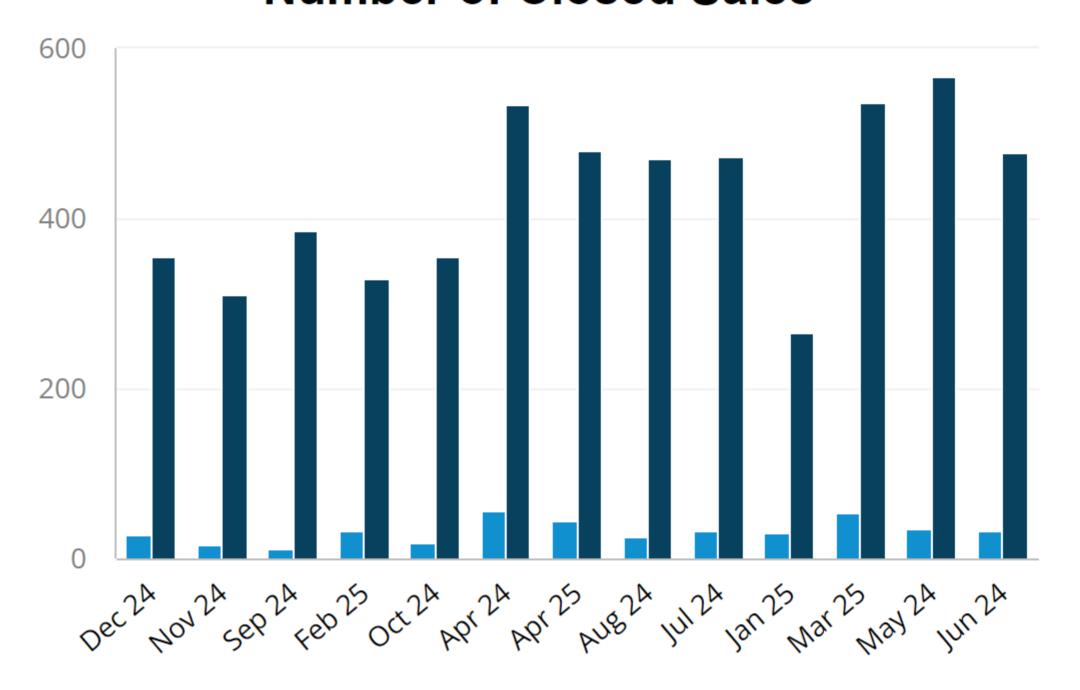
Single Family Homes

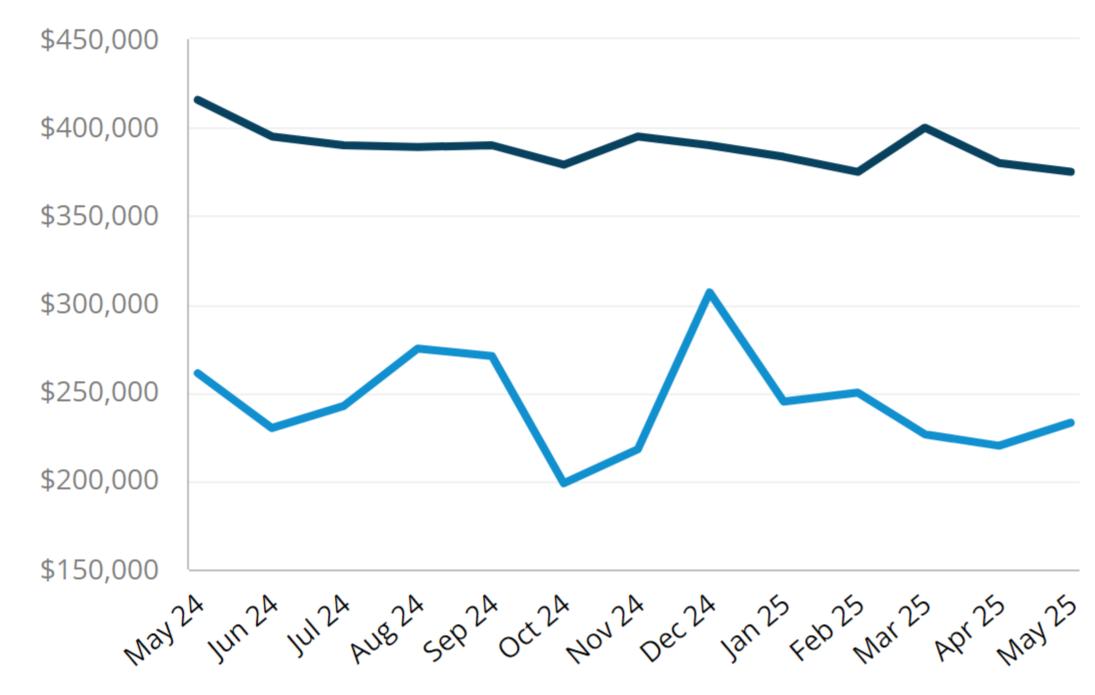
	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$375,000	\$415,700	> -9.8%	\$380,000	> -1.3%	\$380,000	\$411,999	> -7.8%
Closed Sales	480	534	> -10.1%	537	> -10.6%	1,613	1,733	> -6.9%
New Listings	861	856	☆ 0.6%	856	≈ 0.6%	3,701	3,627	≈ 2.0%
Pending Sales	572	563	☆ 1.6%	568	≈ 0.7%	2,044	2,072	> -1.4%
Median Days on Market	52	42	≈ 23.8%	52	☆ 1.0%	55	49	☆ 12.2%
Sold Price per Square Foot	\$222	\$242	> -8.1%	\$224	> -0.9%	\$223	\$238	> -6.3%
Percent of Original Price Rec'd	91.5%	92.8%	> -1.4%	91.6%	> -0.1%	92.0%	93.0%	> -1.1%
Active Inventory	3,369	2,927	☆ 15.1%	3,505	> -3.9%			
Months Supply of Inventory	7.0	5.5	≈ 28.0%	6.5	☆ 7.5%			

Condominiums

	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$233,000	\$260,999	> -10.7%	\$220,000	☆ 5.9%	\$230,000	\$255,000	以 -9.8%
Closed Sales	44	57	> -22.8%	53	> -17.0%	160	172	> -7.0%
New Listings	67	101	> -33.7%	92	> -27.2%	378	399	> -5.3%
Pending Sales	44	49	> -10.2%	52	> -15.4%	174	191	> -8.9%
Median Days on Market	84	59	☆ 41.5%	82	☆ 2.5%	80	76	☆ 5.3%
Sold Price per Square Foot	\$182	\$213	> -14.8%	\$178	≈ 2.0%	\$186	\$212	> -12.1%
Percent of Original Price Rec'd	84.2%	85.9%	> -1.9%	86.5%	> -2.6%	86.1%	88.3%	> -2.4%
Active Inventory	414	399	☆ 3.8%	443	> -6.5%			
Months Supply of Inventory	9.4	7.0	≈34.4%	8.4	☆ 12.6%			

Number of Closed Sales





Fort Myers Region

April 2025



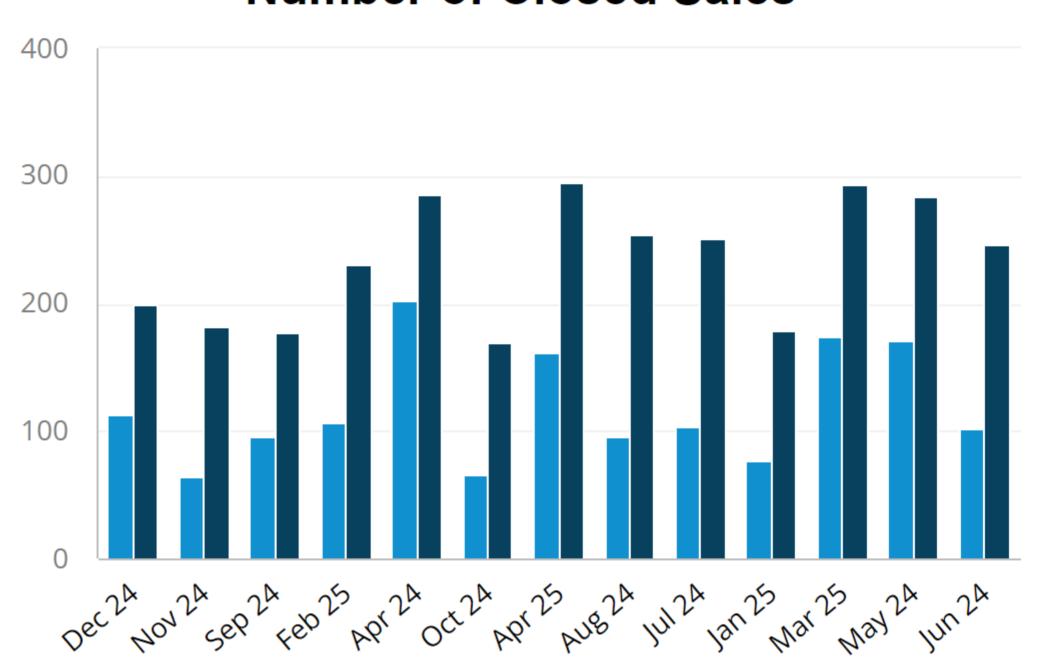
Single Family Homes

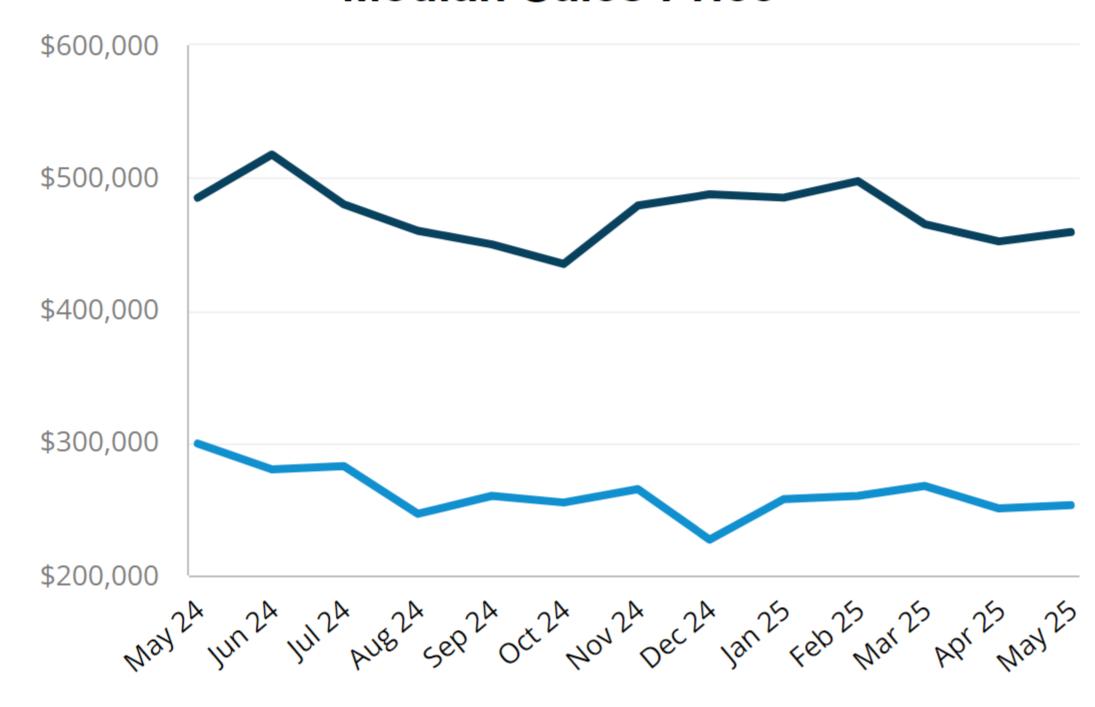
	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$459,000	\$485,000	> -5.4%	\$452,000	≈ 1.5%	\$467,500	\$494,000	> -5.4%
Closed Sales	295	286	☆ 3.1%	294	≈ 0.3%	999	969	☆ 3.1%
New Listings	435	408	☆ 6.6%	490	> -11.2%	2,146	1,851	☆ 15.9%
Pending Sales	316	279	☆ 13.3%	299	≈ 5.7%	1,183	1,120	☆ 5.6%
Median Days on Market	55	44	≈ 23.9%	45	≈21.1%	45	44	☆ 2.3%
Sold Price per Square Foot	\$246	\$261	> -5.7%	\$246	»0.0%	\$247	\$263	> -6.1%
Percent of Original Price Rec'd	89.7%	91.7%	> -2.1%	91.1%	> -1.5%	91.0%	92.2%	> -1.3%
Active Inventory	1,804	1,364	≈ 32.3%	1,926	> -6.3%			
Months Supply of Inventory	6.1	4.8	≈ 28.2%	6.6	> -6.7%			

Condominiums

	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$253,000	\$299,500	> -15.5%	\$250,500	≈ 1.0%	\$255,000	\$300,000	以 -15.0%
Closed Sales	161	202	> -20.3%	174	> -7.5%	519	613	以 -15.3%
New Listings	274	326	> -16.0%	351	以 -21.9%	1,380	1,438	以 -4.0%
Pending Sales	163	176	> -7.4%	173	> -5.8%	630	680	> -7.4%
Median Days on Market	75	50	☆ 51.5%	64	☆ 17.2%	67	46	☆ 47.3%
Sold Price per Square Foot	\$189	\$225	> -16.0%	\$201	> -5.7%	\$198	\$227	以 -12.8%
Percent of Original Price Rec'd	87.2%	90.5%	> -3.6%	88.3%	以 -1.2%	88.2%	91.6%	> -3.7%
Active Inventory	1,563	1,244	≈ 25.6%	1,674	> -6.6%			
Months Supply of Inventory	9.7	6.2	☆ 57.6%	9.6	≈ 0.9%			

Number of Closed Sales





Fort Myers Beach Region

April 2025



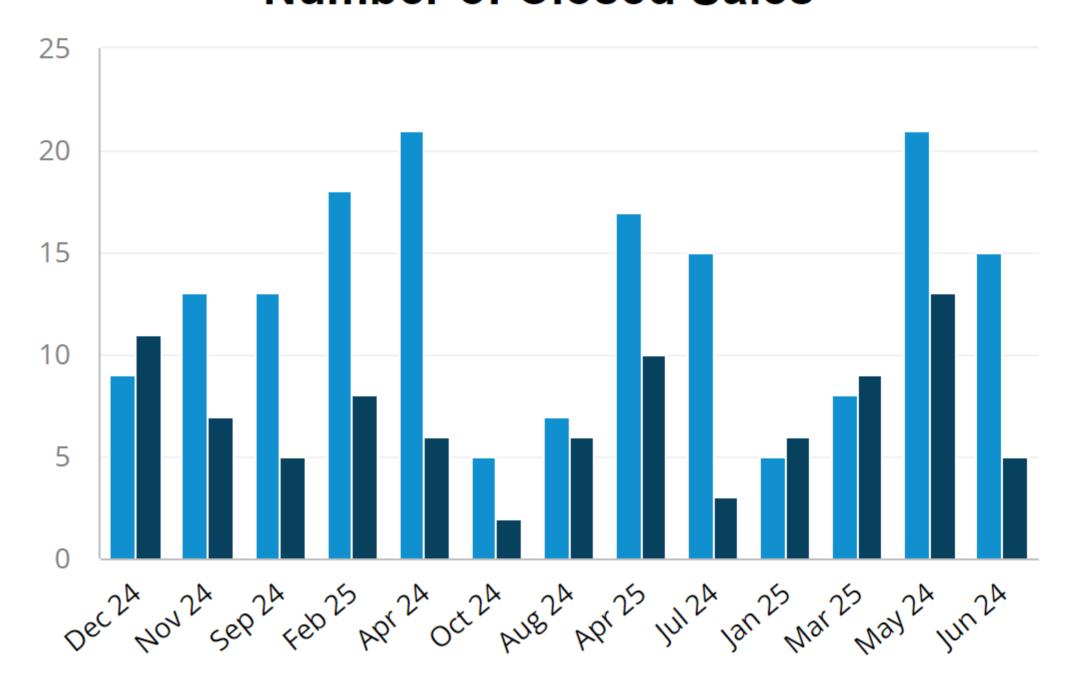
Single Family Homes

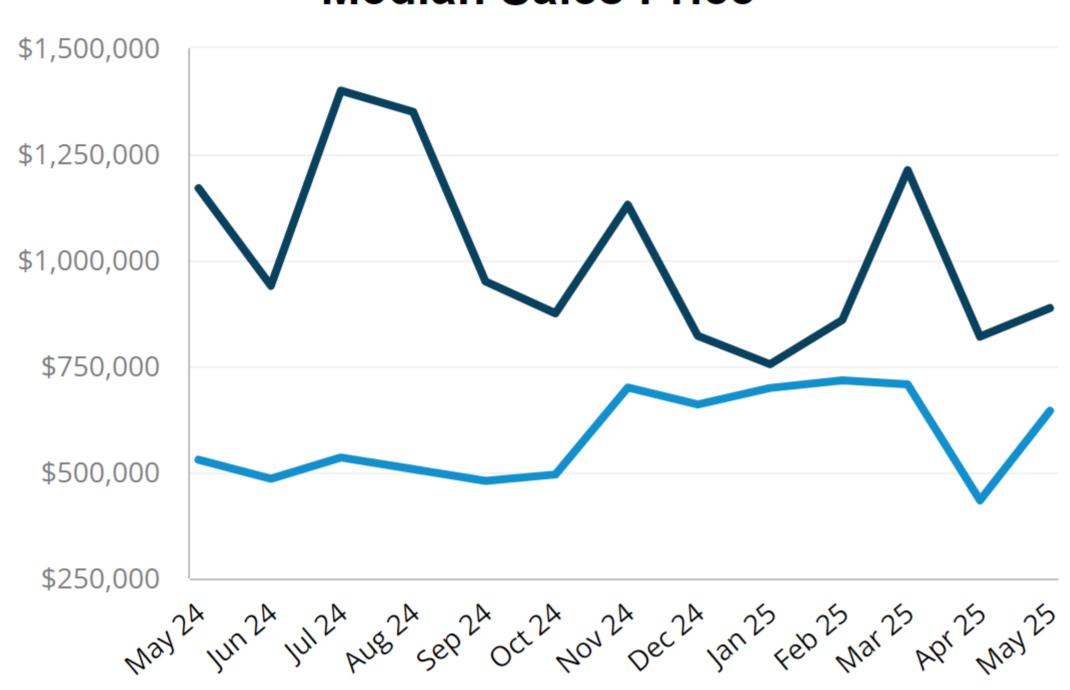
	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$887,500	\$1,170,000	> -24.1%	\$820,000	≈8.2%	\$920,000	\$1,087,500	> -15.4%
Closed Sales	10	6	☆ 66.7%	9	☆ 11.1%	33	32	☆ 3.1%
New Listings	25	14	☆ 78.6%	33	> -24.2%	155	91	☆ 70.3%
Pending Sales	6	5	≈ 20.0%	17	> -64.7%	40	39	≈ 2.6%
Median Days on Market	122	90	≈ 35.0%	98	≈ 24.0%	76	92	> -17.4%
Sold Price per Square Foot	\$563	\$693	以 -18.8%	\$609	> -7.6%	\$541	\$678	> -20.1%
Percent of Original Price Rec'd	82.6%	87.5%	> -5.6%	74.8%	☆ 10.5%	81.1%	85.9%	> -5.6%
Active Inventory	213	111	☆ 91.9%	218	> -2.3%			
Months Supply of Inventory	21.3	18.5	☆ 15.2%	24.2	> -12.1%			

Condominiums

	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$645,000	\$530,000	≈ 21.7%	\$434,000	☆ 48.6%	\$520,700	\$530,000	以 -1.8%
Closed Sales	17	21	> -19.0%	8	☆ 112.5%	48	67	以 -28.4%
New Listings	38	35	≈8.6%	55	> -30.9%	212	177	☆ 19.8%
Pending Sales	19	19	»0.0%	17	☆ 11.8%	55	78	> -29.5%
Median Days on Market	89	59	☆ 50.8%	105	> -15.2%	83	43	≈ 93.0%
Sold Price per Square Foot	\$461	\$537	> -14.2%	\$508	> -9.2%	\$504	\$512	以 -1.6%
Percent of Original Price Rec'd	89.4%	91.4%	> -2.2%	89.4%	¥ 0.0%	91.3%	92.2%	> -1.0%
Active Inventory	318	190	☆ 67.4%	319	> -0.3%			
Months Supply of Inventory	18.7	9.0	☆ 106.7%	39.8	> -53.1%			

Number of Closed Sales





Lehigh Acres Region

April 2025



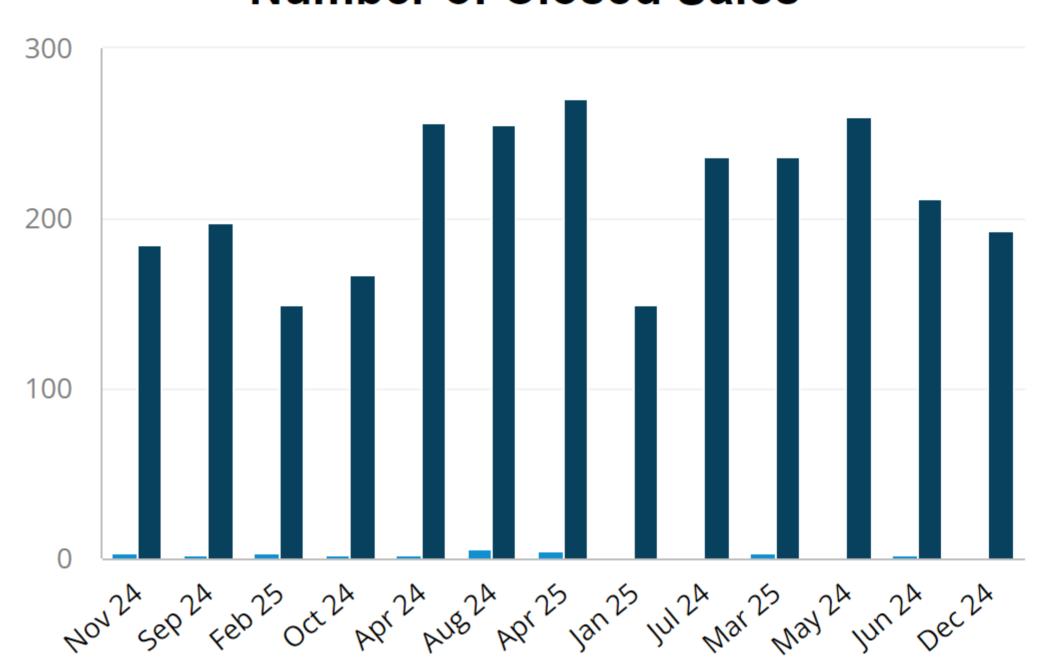
Single Family Homes

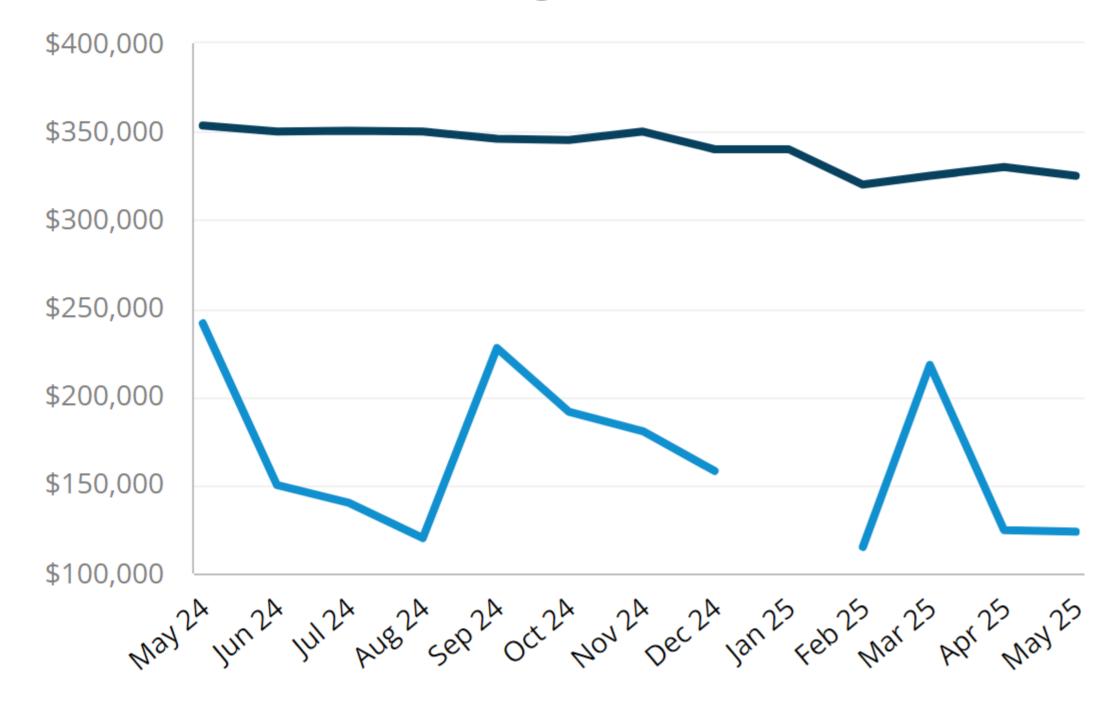
	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$325,000	\$353,495	> -8.1%	\$330,000	以 -1.5%	\$325,000	\$345,000	> -5.8%
Closed Sales	271	257	☆ 5.4%	237	☆ 14.3%	807	803	≈ 0.5%
New Listings	452	365	≈ 23.8%	506	> -10.7%	1,941	1,385	☆ 40.1%
Pending Sales	357	241	☆ 48.1%	290	≈ 23.1%	1,070	938	☆ 14.1%
Median Days on Market	48	31	☆ 54.8%	42	☆ 14.3%	45	34	≈ 32.4%
Sold Price per Square Foot	\$212	\$216	> -1.9%	\$214	> -0.9%	\$213	\$214	> -0.5%
Percent of Original Price Rec'd	94.7%	96.9%	> -2.3%	95.8%	> -1.1%	95.3%	96.6%	以 -1.3%
Active Inventory	1,403	873	☆ 60.7%	1,508	> -7.0%			
Months Supply of Inventory	5.2	3.4	☆ 52.4%	6.4	以 -18.6%			

Condominiums

	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$123,562	\$241,500	> -48.8%	\$124,500	> -0.8%	\$135,000	\$150,000	以 -10.0%
Closed Sales	5	2	☆ 150.0%	4	≈ 25.0%	14	11	≈ 27.3%
New Listings	8	12	> -33.3%	7	☆ 14.3%	40	32	≈ 25.0%
Pending Sales	5	2	☆ 150.0%	3	☆ 66.7%	16	9	☆ 77.8%
Median Days on Market	60	39	☆ 55.8%	90	> -33.3%	55	54	☆ 0.9%
Sold Price per Square Foot	\$139	\$191	> -27.2%	\$149	> -6.4%	\$151	\$169	以 -10.9%
Percent of Original Price Rec'd	84.0%	95.0%	> -11.6%	91.8%	> -8.4%	89.1%	93.3%	以 -4.5%
Active Inventory	36	30	≈ 20.0%	38	> -5.3%			
Months Supply of Inventory	7.2	14.9	> -51.9%	9.5	> -24.2%			

Number of Closed Sales





North Fort Myers Region

April 2025



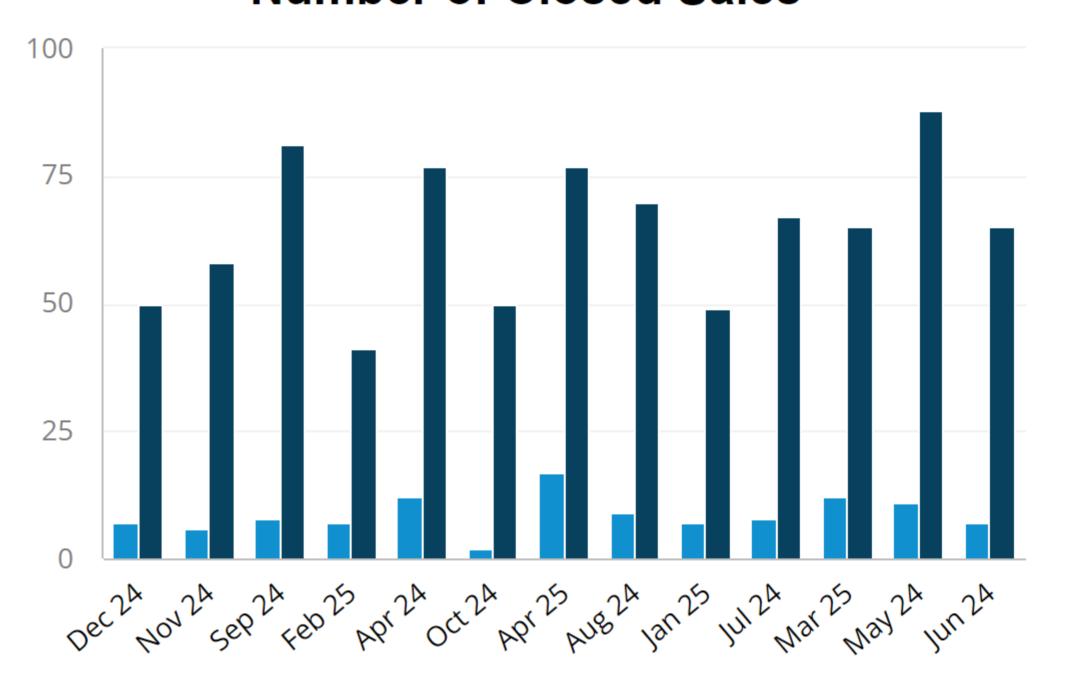
Single Family Homes

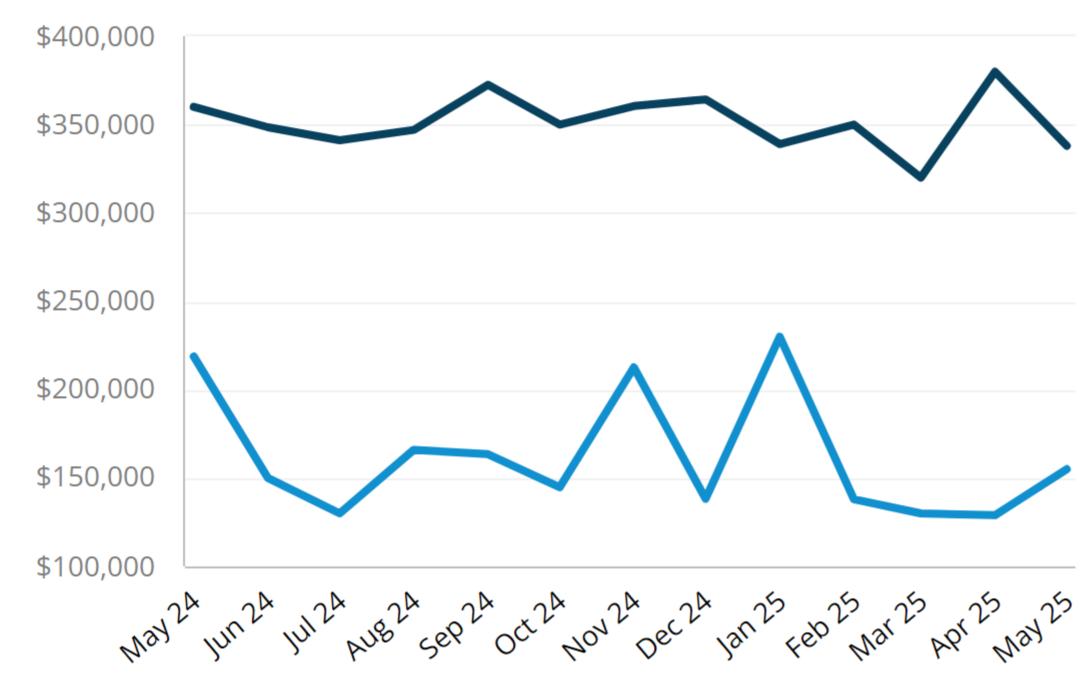
	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$338,000	\$359,999	> -6.1%	\$379,900	> -11.0%	\$342,500	\$359,999	> -4.9%
Closed Sales	77	77	»0.0%	65	☆ 18.5%	232	265	> -12.5%
New Listings	111	138	以 -19.6%	153	以 -27.5%	529	495	☆ 6.9%
Pending Sales	88	76	☆ 15.8%	71	≈ 23.9%	280	307	> -8.8%
Median Days on Market	44	47	> -5.4%	58	以 -24.1%	42	45	> -6.7%
Sold Price per Square Foot	\$203	\$206	以 -1.5%	\$211	> -3.8%	\$199	\$206	> -3.6%
Percent of Original Price Rec'd	89.7%	92.4%	> -3.0%	91.4%	以 -1.9%	90.9%	92.1%	> -1.3%
Active Inventory	423	376	☆ 12.5%	465	> -9.0%			
Months Supply of Inventory	5.5	4.9	☆ 12.5%	7.2	> -23.2%			

Condominiums

	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$155,000	\$218,750	> -29.1%	\$129,000	≈20.2%	\$145,000	\$239,000	> -39.3%
Closed Sales	17	12	☆ 41.7%	12	☆ 41.7%	43	50	> -14.0%
New Listings	32	28	☆ 14.3%	23	☆ 39.1%	135	122	☆ 10.7%
Pending Sales	12	7	☆ 71.4%	15	> -20.0%	52	58	> -10.3%
Median Days on Market	102	77	☆ 32.5%	114	> -10.5%	83	56	☆ 47.3%
Sold Price per Square Foot	\$135	\$179	> -24.6%	\$125	≈8.0%	\$132	\$188	> -29.8%
Percent of Original Price Rec'd	84.7%	86.8%	> -2.4%	81.2%	☆ 4.3%	83.5%	89.3%	> -6.4%
Active Inventory	168	134	≈ 25.4%	171	> -1.8%			
Months Supply of Inventory	9.9	11.2	> -11.5%	14.2	> -30.6%			

Number of Closed Sales





Pine Island Region

April 2025



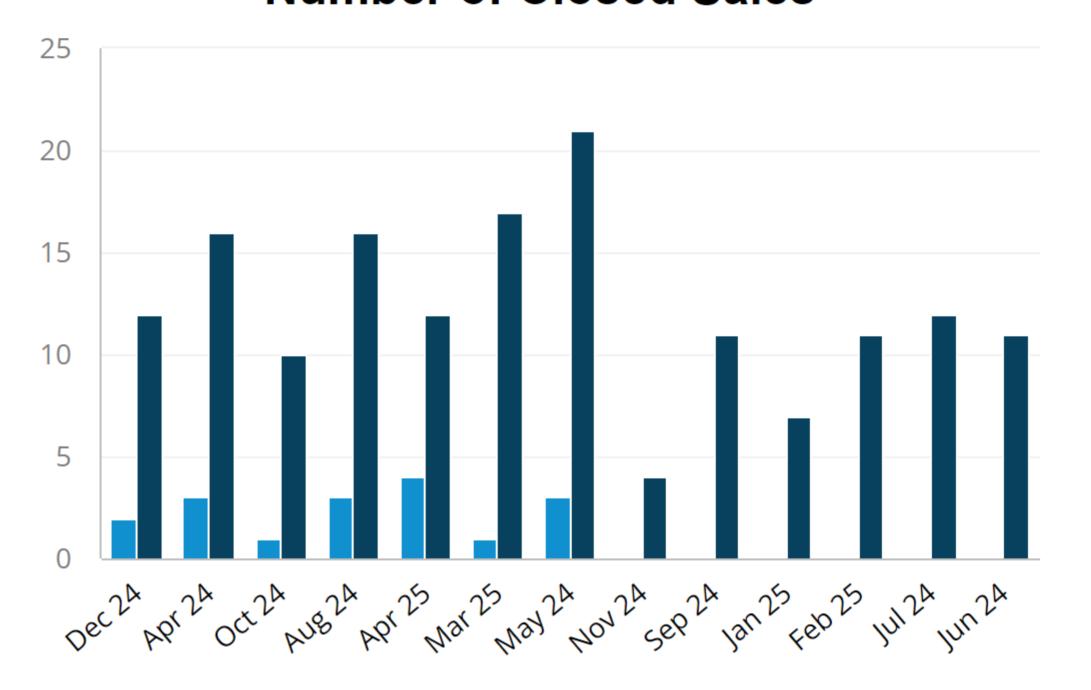
Single Family Homes

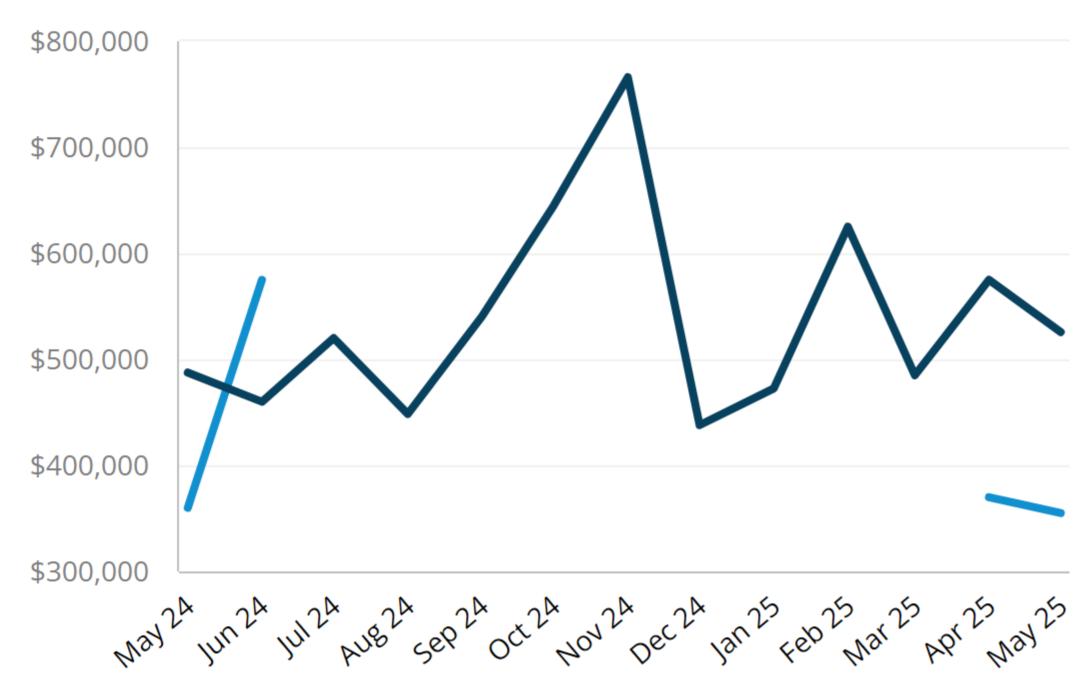
	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$525,750	\$487,500	↑ 7.8%	\$575,000	> -8.6%	\$575,000	\$575,000	>> 0.0%
Closed Sales	12	16	> -25.0%	17	> -29.4%	47	71	> -33.8%
New Listings	30	43	> -30.2%	41	> -26.8%	189	185	☆ 2.2%
Pending Sales	28	18	☆ 55.6%	9	≈211.1%	61	79	> -22.8%
Median Days on Market	89	51	≈ 73.5%	42	☆ 110.7%	60	57	☆ 5.3%
Sold Price per Square Foot	\$350	\$354	> -1.1%	\$313	☆ 11.8%	\$347	\$427	> -18.7%
Percent of Original Price Rec'd	81.7%	87.7%	> -6.8%	87.5%	> -6.6%	85.2%	86.7%	以 -1.8%
Active Inventory	239	182	≈31.3%	271	> -11.8%			
Months Supply of Inventory	19.9	11.4	☆ 75.1%	15.9	≈ 24.9%			

Condominiums

	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$355,000	\$360,000	> -1.4%	\$370,000	以 -4.1%	\$370,000	\$382,500	> -3.3%
Closed Sales	4	3	≈ 33.3%	1	≈ 300.0%	5	12	> -58.3%
New Listings	4	1	≈ 300.0%	4	>> 0.0%	16	24	> -33.3%
Pending Sales	5	2	☆ 150.0%	4	≈ 25.0%	9	14	> -35.7%
Median Days on Market	89	45	☆ 100.0%	125	> -28.5%	105	22	≈ 377.3%
Sold Price per Square Foot	\$315	\$333	> -5.4%	\$342	> -7.9%	\$342	\$354	> -3.3%
Percent of Original Price Rec'd	85.0%	92.6%	> -8.2%	92.7%	> -8.3%	86.5%	95.3%	以 -9.2%
Active Inventory	20	14	☆ 42.9%	23	以 -13.0%			
Months Supply of Inventory	5.0	4.7	☆ 7.2%	22.8	> -78.1%			

Number of Closed Sales





Sanibel Region

April 2025



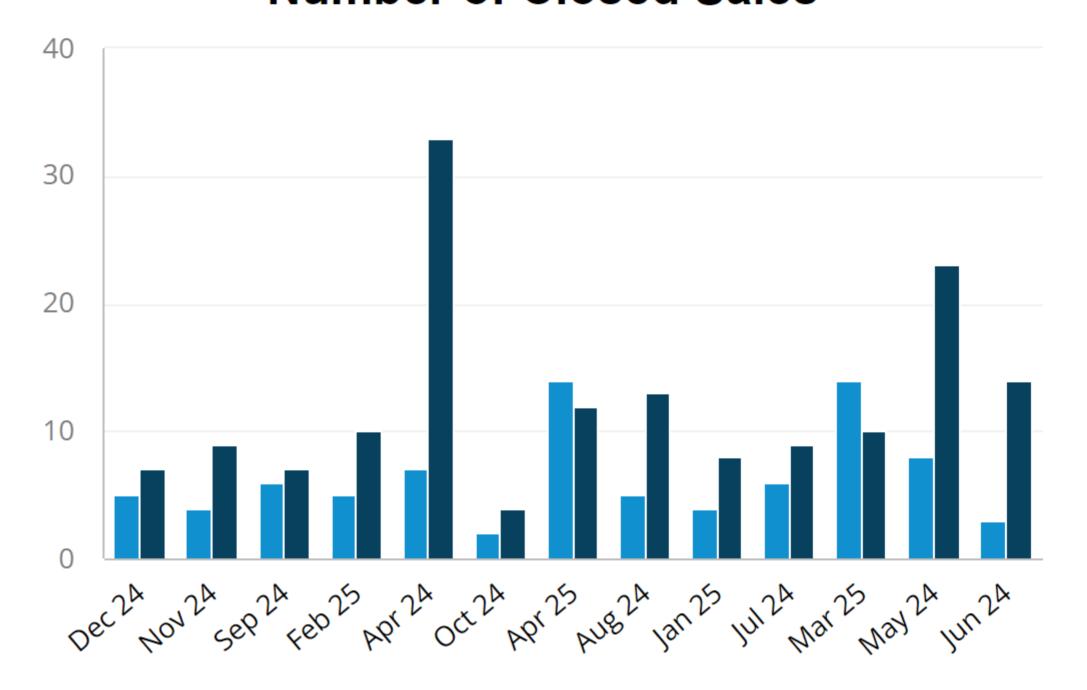
Single Family Homes

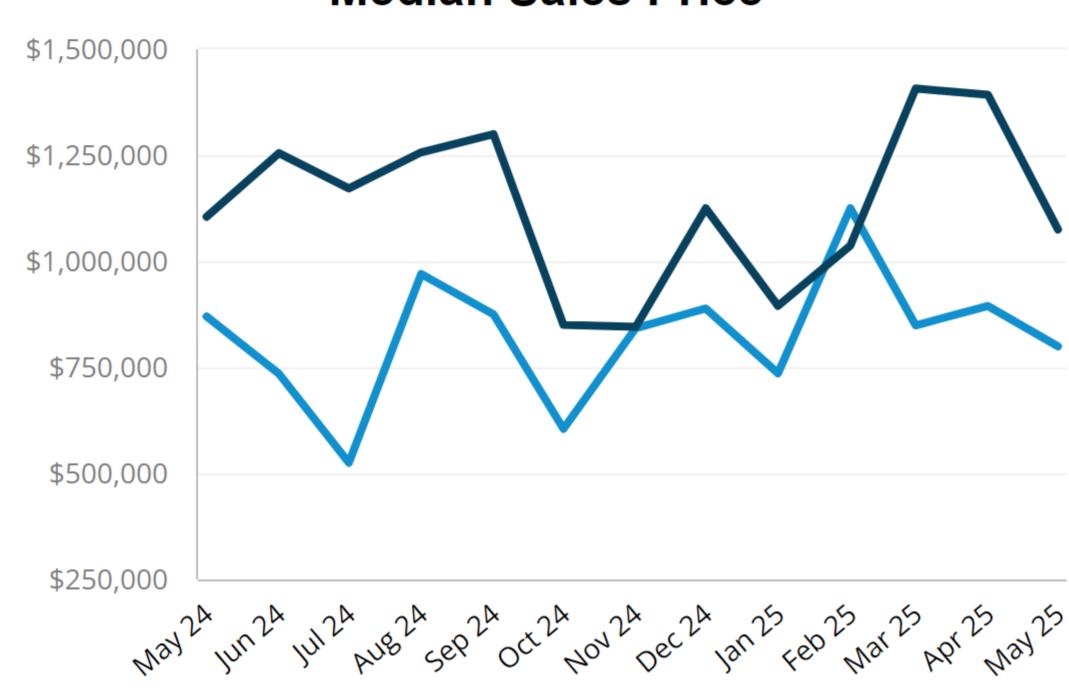
	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$1,075,000	\$1,105,000	> -2.7%	\$1,392,500	> -22.8%	\$1,155,000	\$1,170,000	> -1.3%
Closed Sales	12	33	> -63.6%	10	≈ 20.0%	40	80	> -50.0%
New Listings	34	18	≈ 88.9%	44	> -22.7%	221	166	☆ 33.1%
Pending Sales	24	20	≈ 20.0%	7	≈ 242.9%	60	84	> -28.6%
Median Days on Market	92	110	> -16.4%	87	☆ 5.7%	84	56	≈ 50.5%
Sold Price per Square Foot	\$512	\$572	> -10.5%	\$624	以 -17.9%	\$544	\$566	> -4.0%
Percent of Original Price Rec'd	78.3%	89.4%	> -12.4%	86.1%	以 -9.1%	86.4%	89.5%	> -3.4%
Active Inventory	293	173	☆ 69.4%	307	> -4.6%			
Months Supply of Inventory	24.4	5.2	☆ 365.5%	30.7	以 -20.5%			

Condominiums

	Apr 2025	Apr 2024	YoY %Chg	Mar 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$799,500	\$870,000	> -8.1%	\$894,500	> -10.6%	\$880,000	\$800,000	☆ 10.0%
Closed Sales	14	7	☆ 100.0%	14	>> 0.0%	37	27	≈ 37.0%
New Listings	27	17	☆ 58.8%	40	> -32.5%	147	75	≈ 96.0%
Pending Sales	15	5	≈ 200.0%	10	≈ 50.0%	42	33	≈ 27.3%
Median Days on Market	97	68	☆ 42.6%	26	≈ 273.1%	82	62	☆ 32.3%
Sold Price per Square Foot	\$766	\$655	☆ 16.9%	\$739	≈ 3.7%	\$695	\$655	☆ 6.1%
Percent of Original Price Rec'd	88.8%	87.8%	☆ 1.2%	90.8%	> -2.1%	88.0%	89.5%	> -1.7%
Active Inventory	180	107	☆ 68.2%	184	> -2.2%			
Months Supply of Inventory	12.8	15.3	> -15.8%	13.1	> -2.2%			

Number of Closed Sales





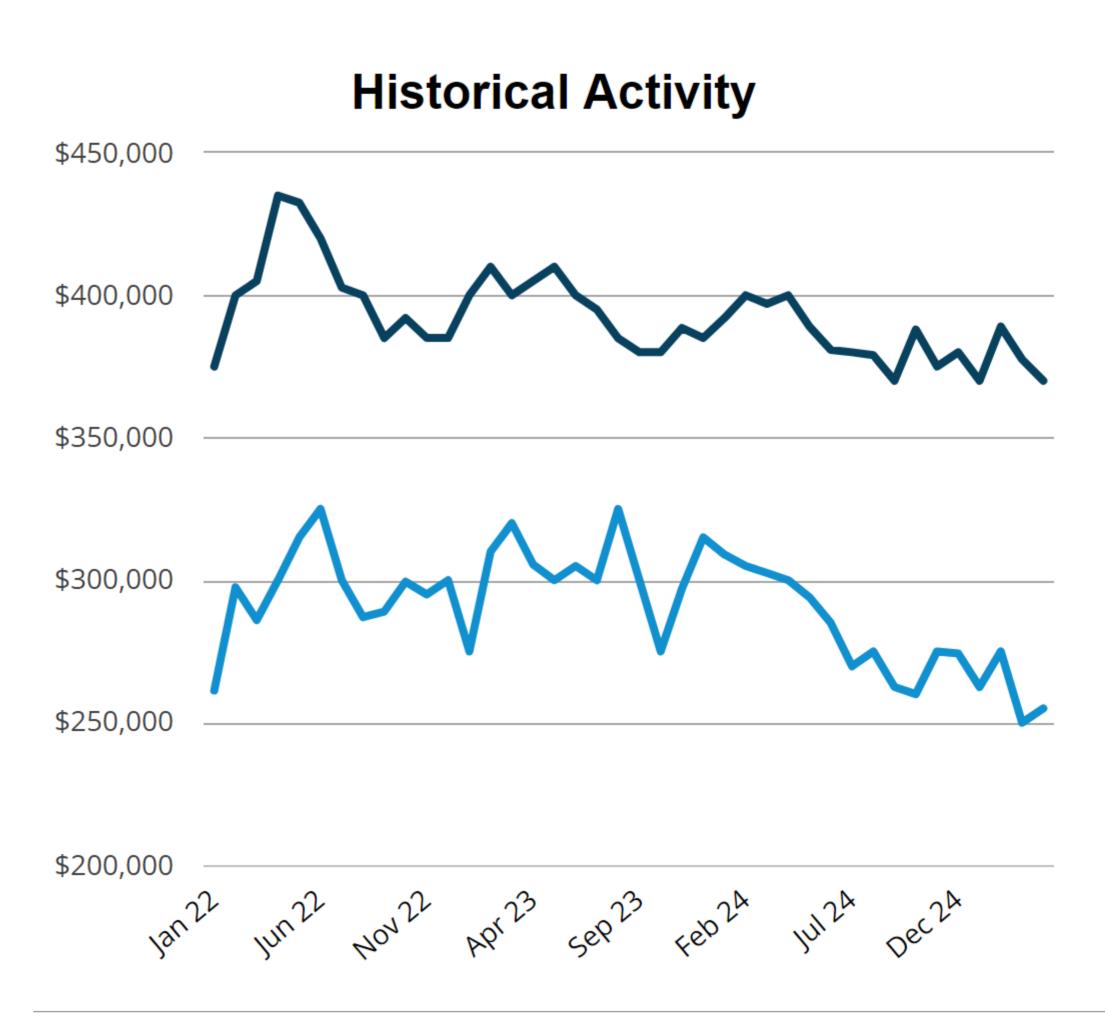
Median Sales Price

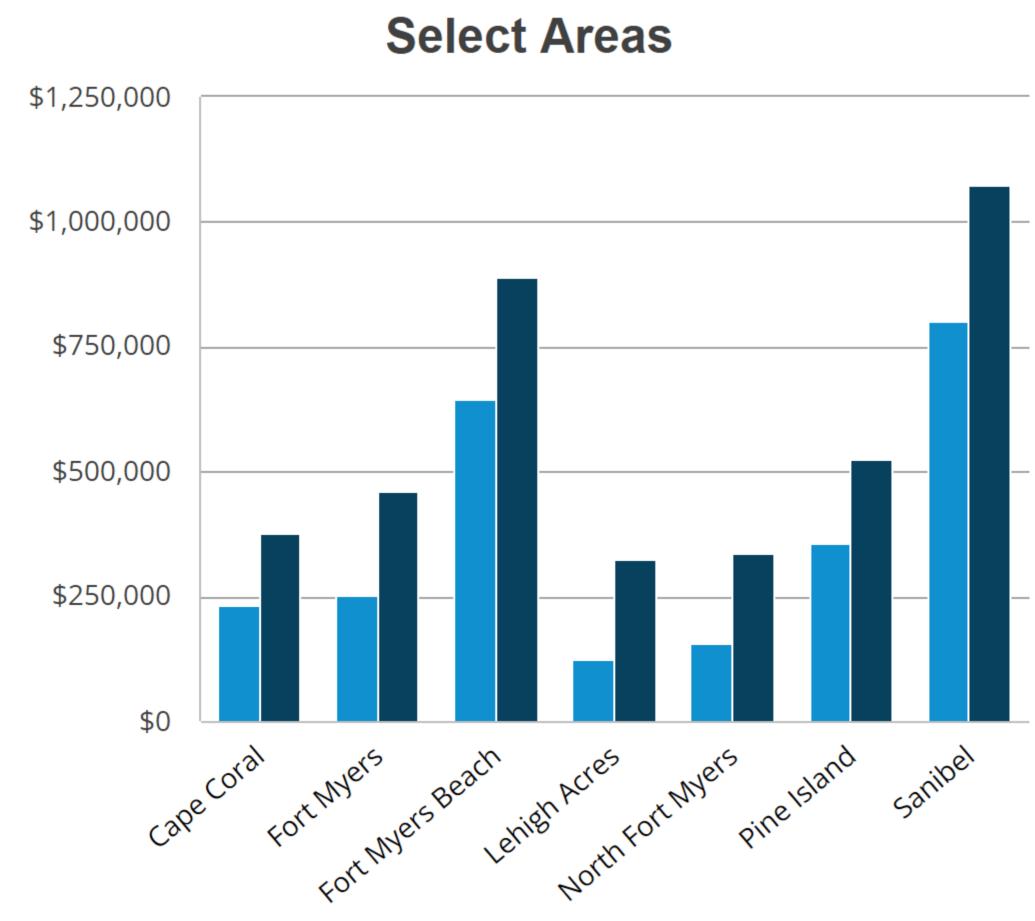


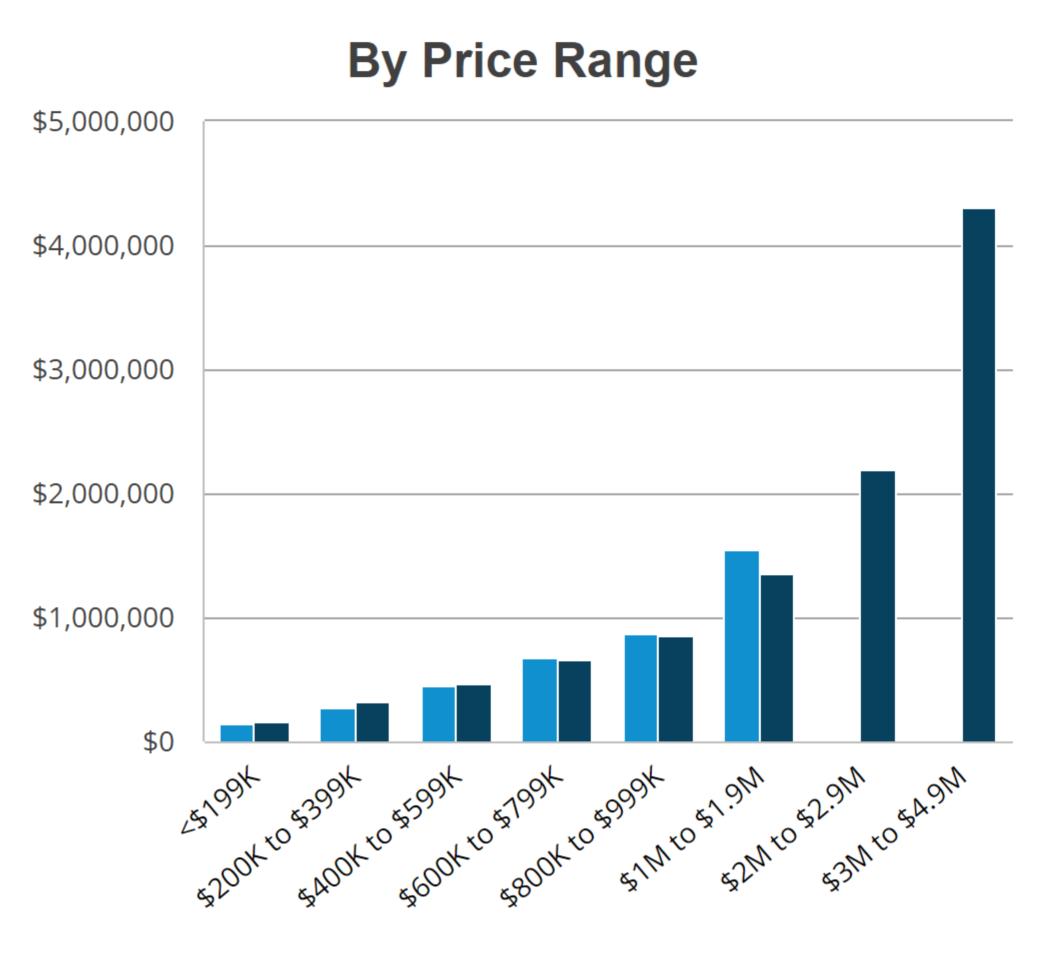
April 2025

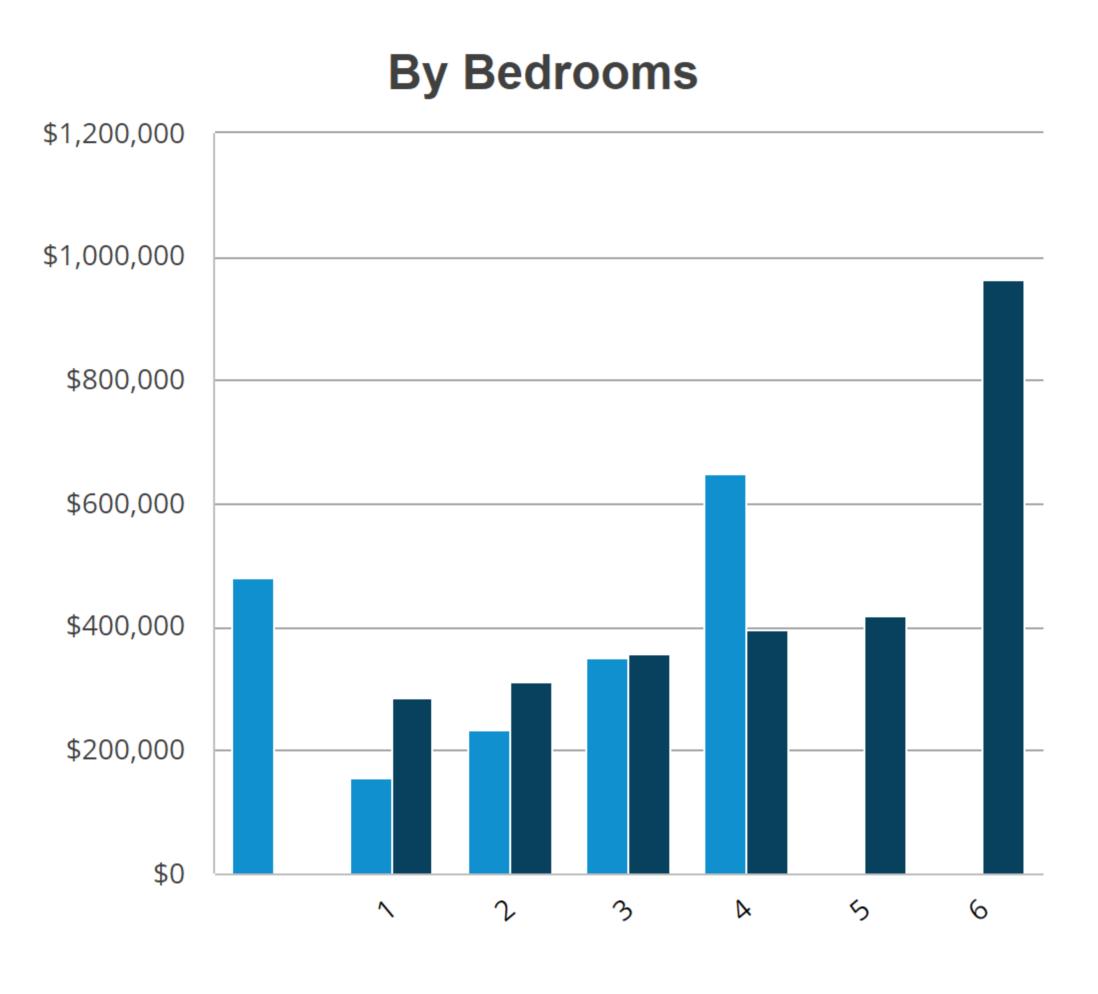
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	April 2025	Month over Month Change		Year over Year Change		Year to Date Change	
SFH	\$370,000	×	-2.0%	×	-7.5%	×	-6.0%
CONDO	\$255,000	^	2.0%	*	-15.0%	*	-16.3%









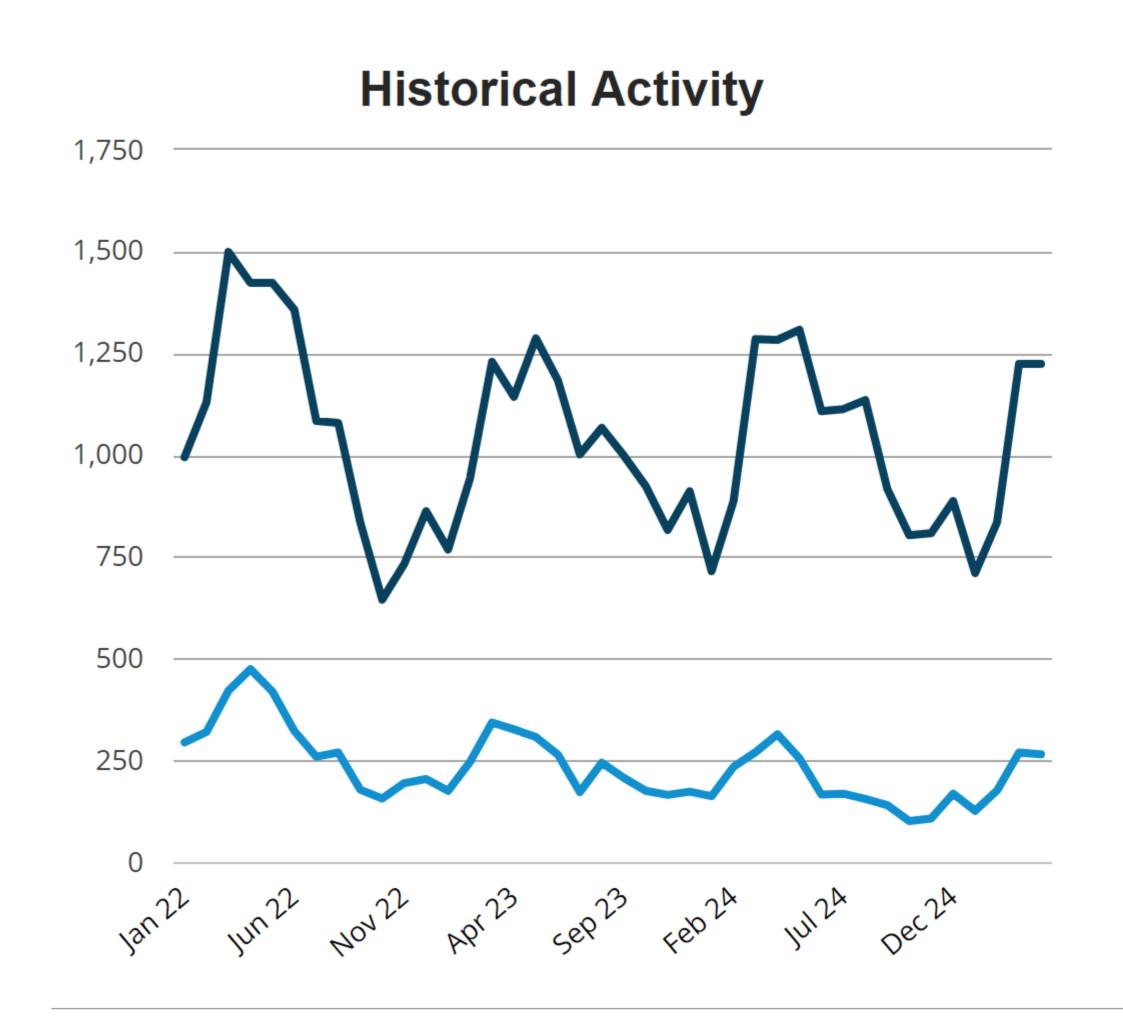
Closed Sales

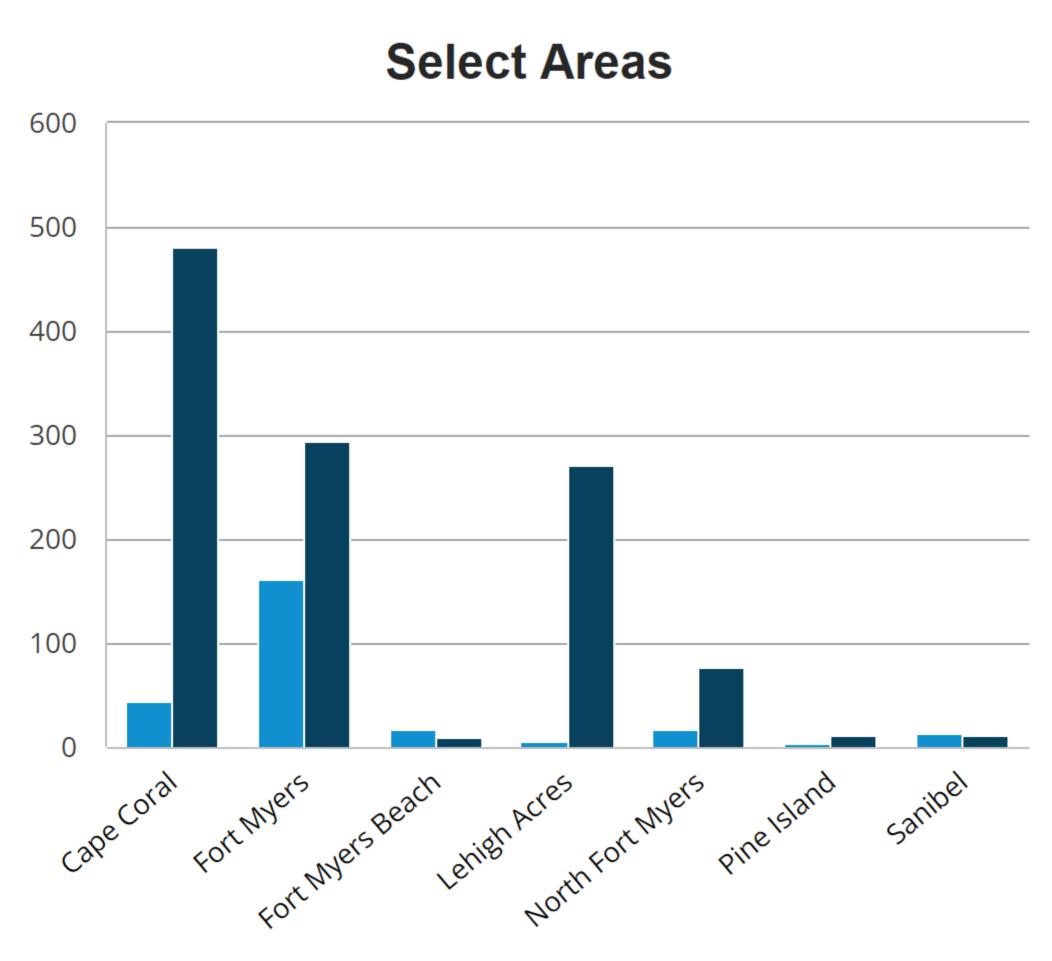
April 2025

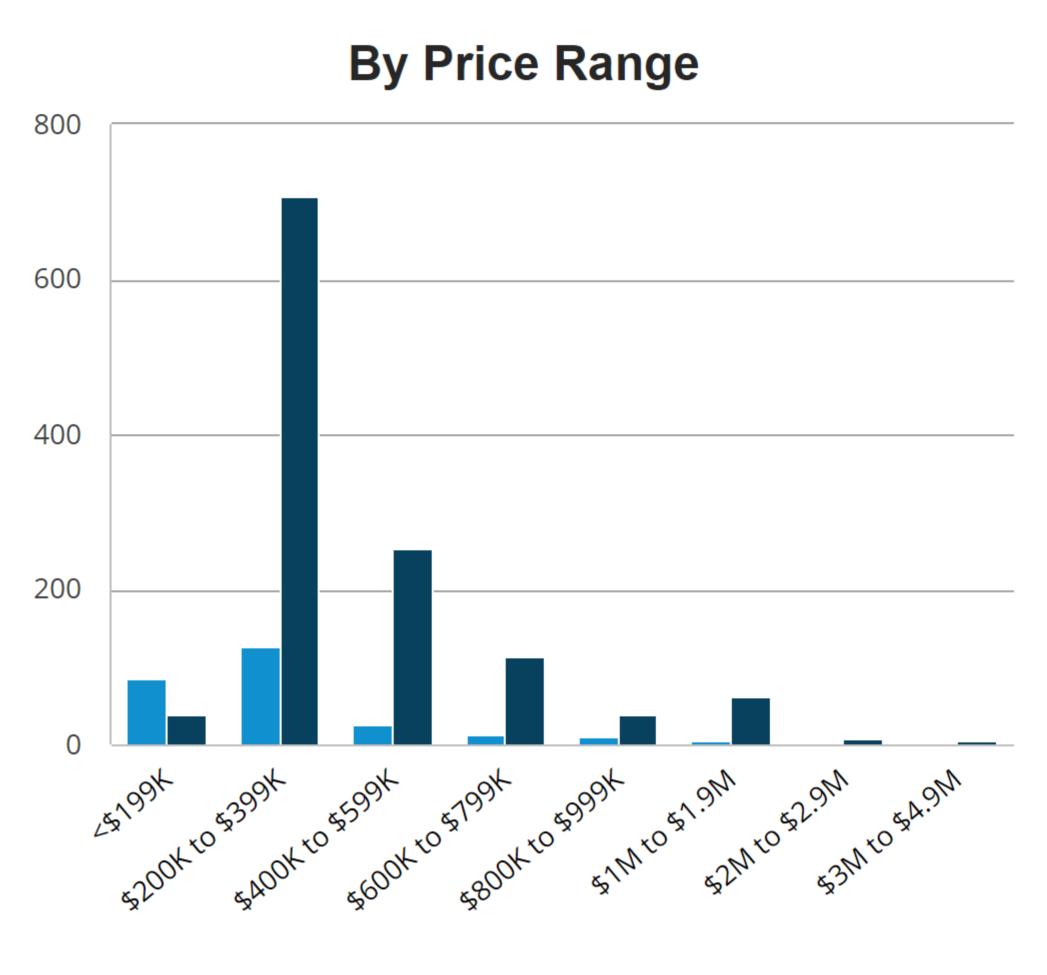


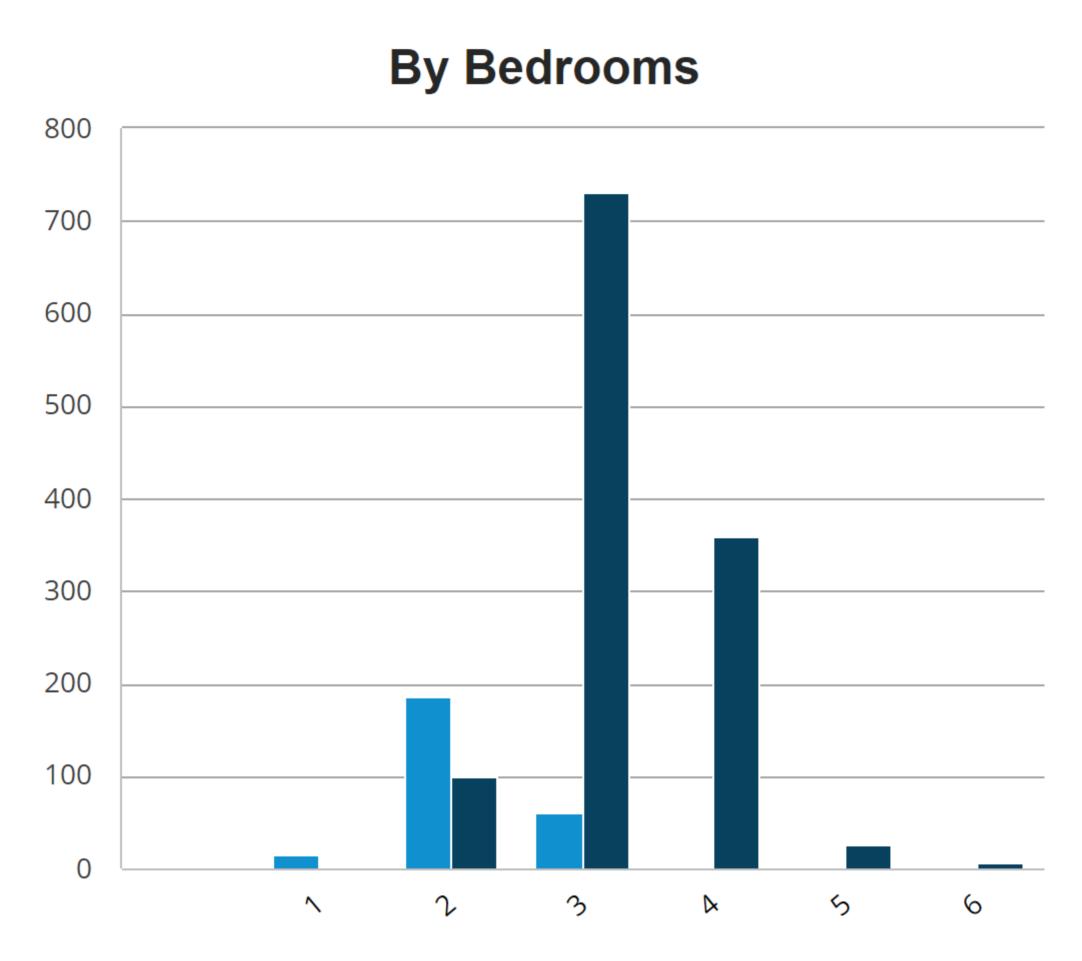
The number of properties that sold.

	April 2025	Month over Month Change	Year over Year Change	Year to Date Change	
SFH	1,224	» 0.0%	> -4.6 %	> -4.2%	
CONDO	265	> −1.5 %	> -15.6%	> -14.7%	









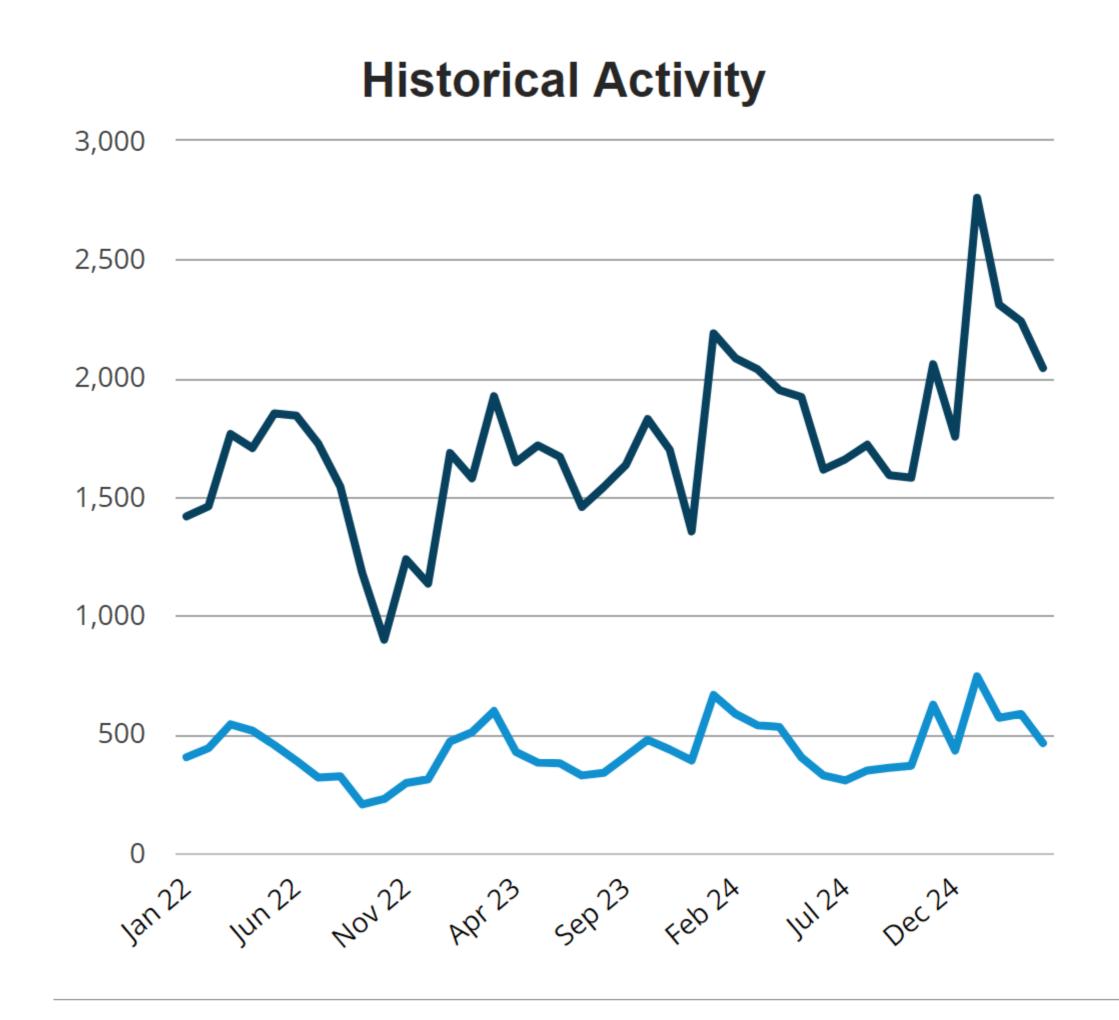
New Listings

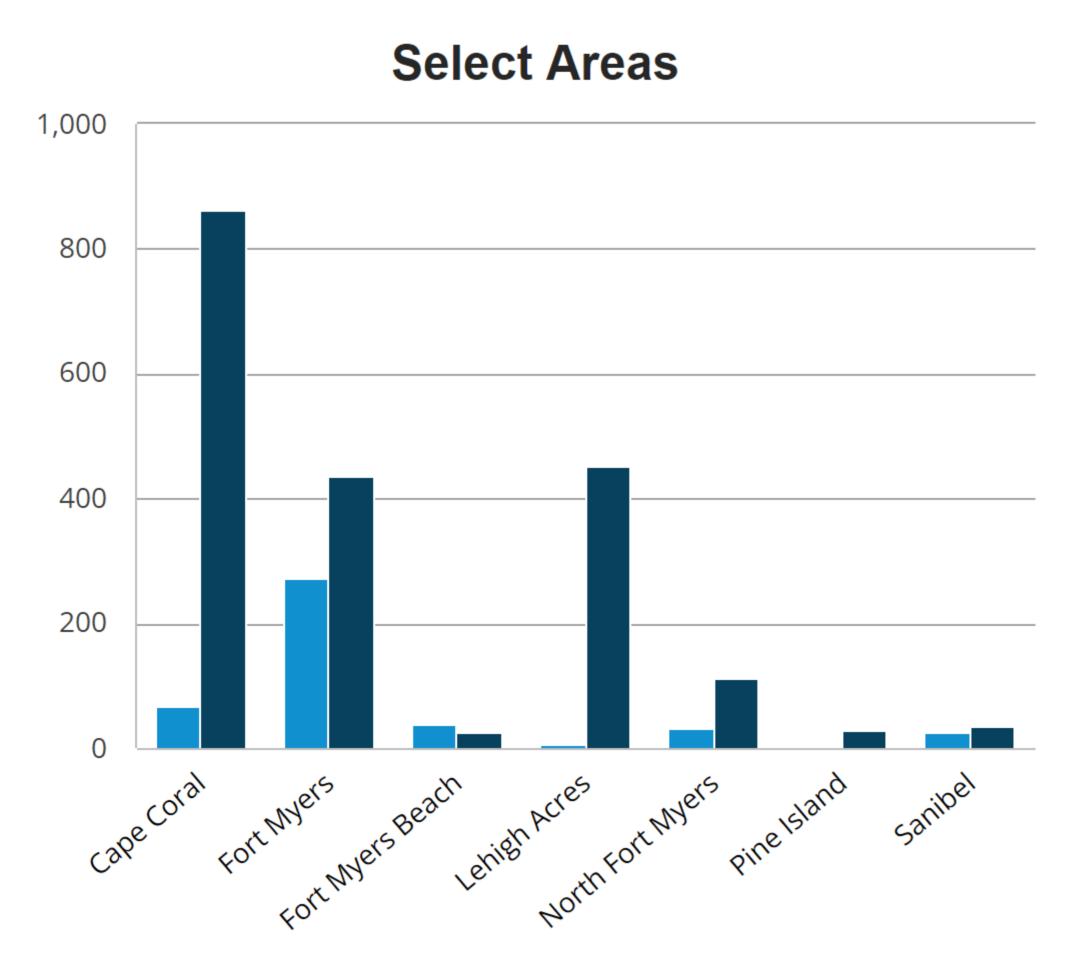
April 2025

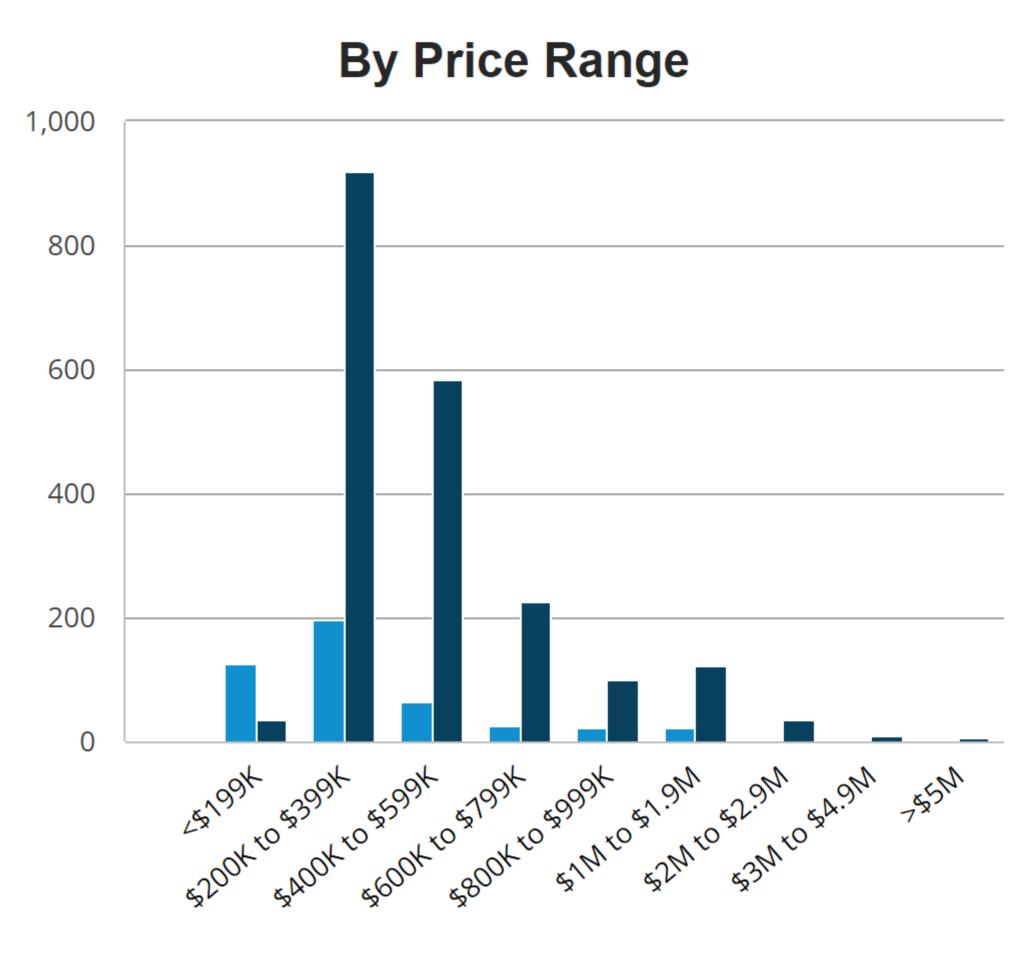


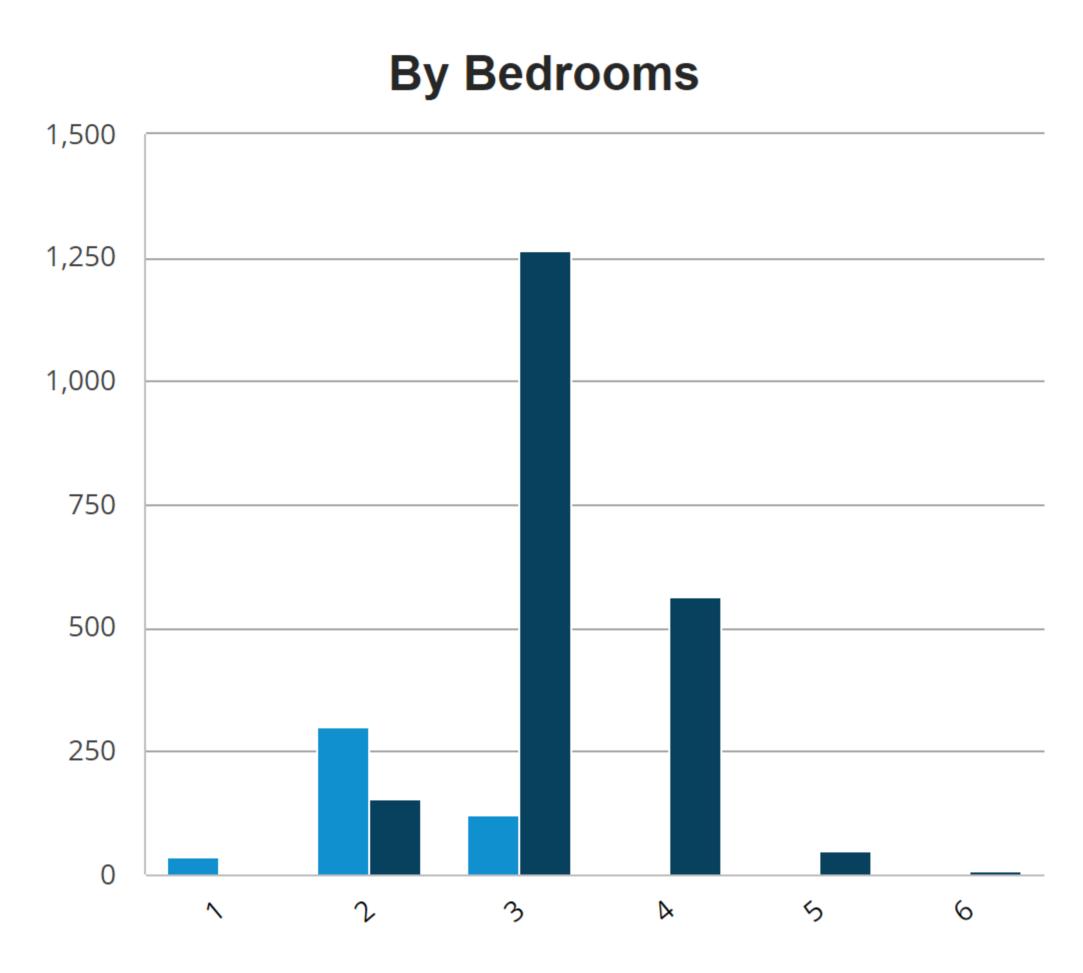
The number of properties listed regardless of current status.

	April 2025	Month over Month Change		Year	over Year Change	Year to Date Change		
SFH	2,043	×	-8.8%	☆	4.8%	☆	13.2%	
CONDO	463	×	-21.0%	*	-12.8%	^	1.8%	









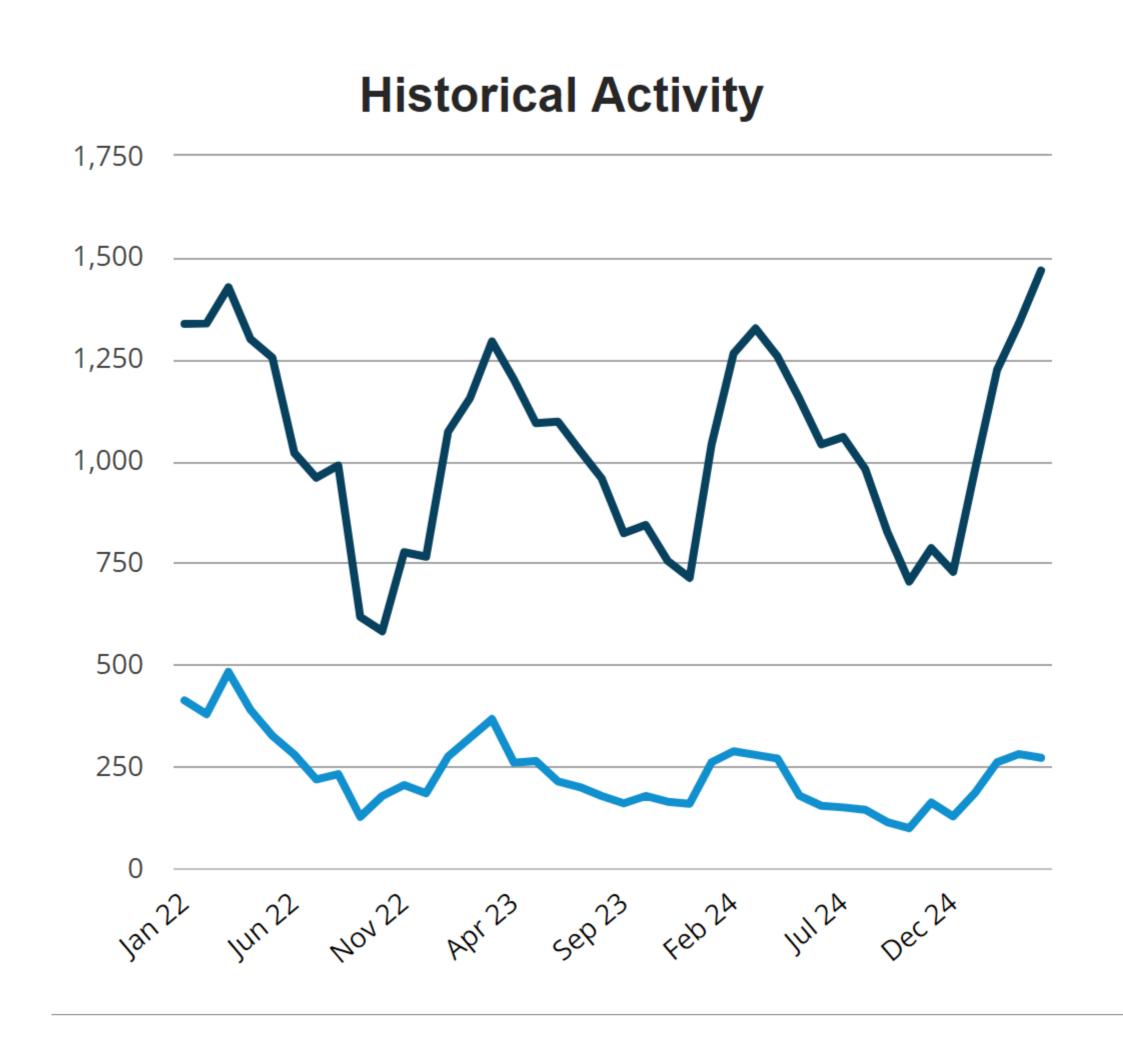
Pending Sales

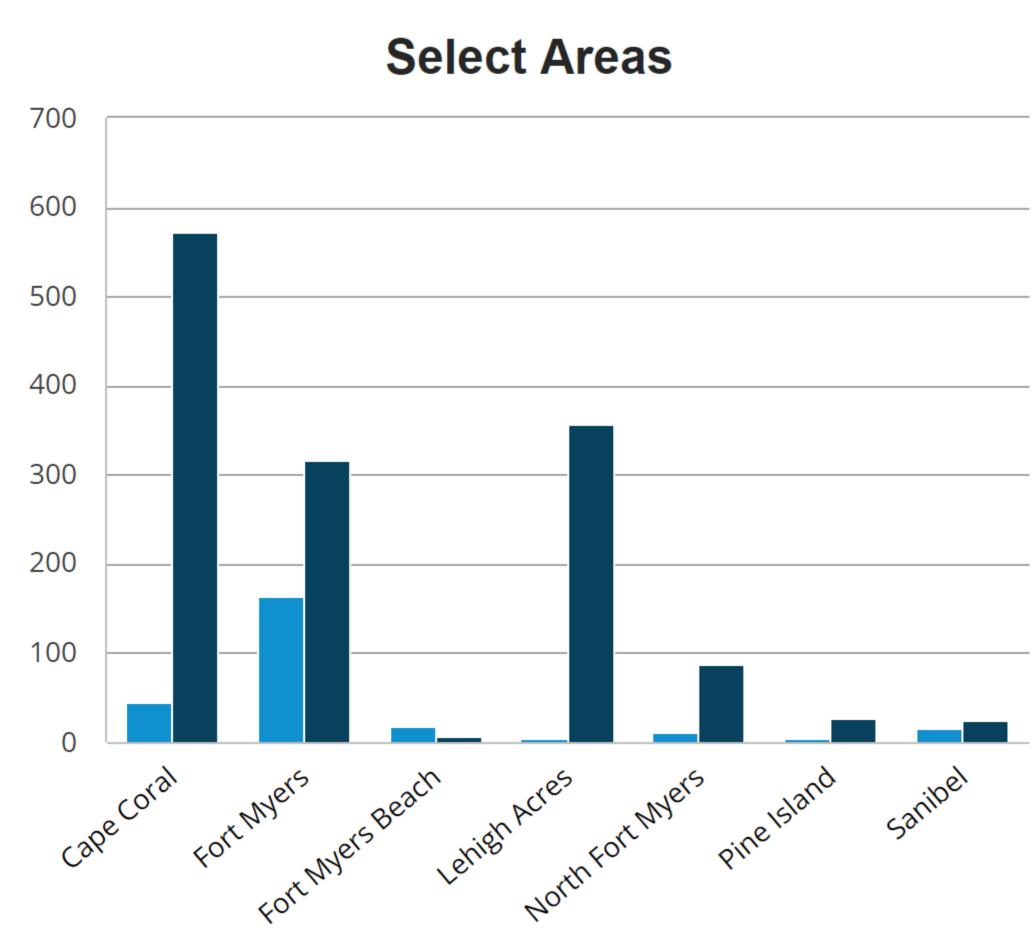


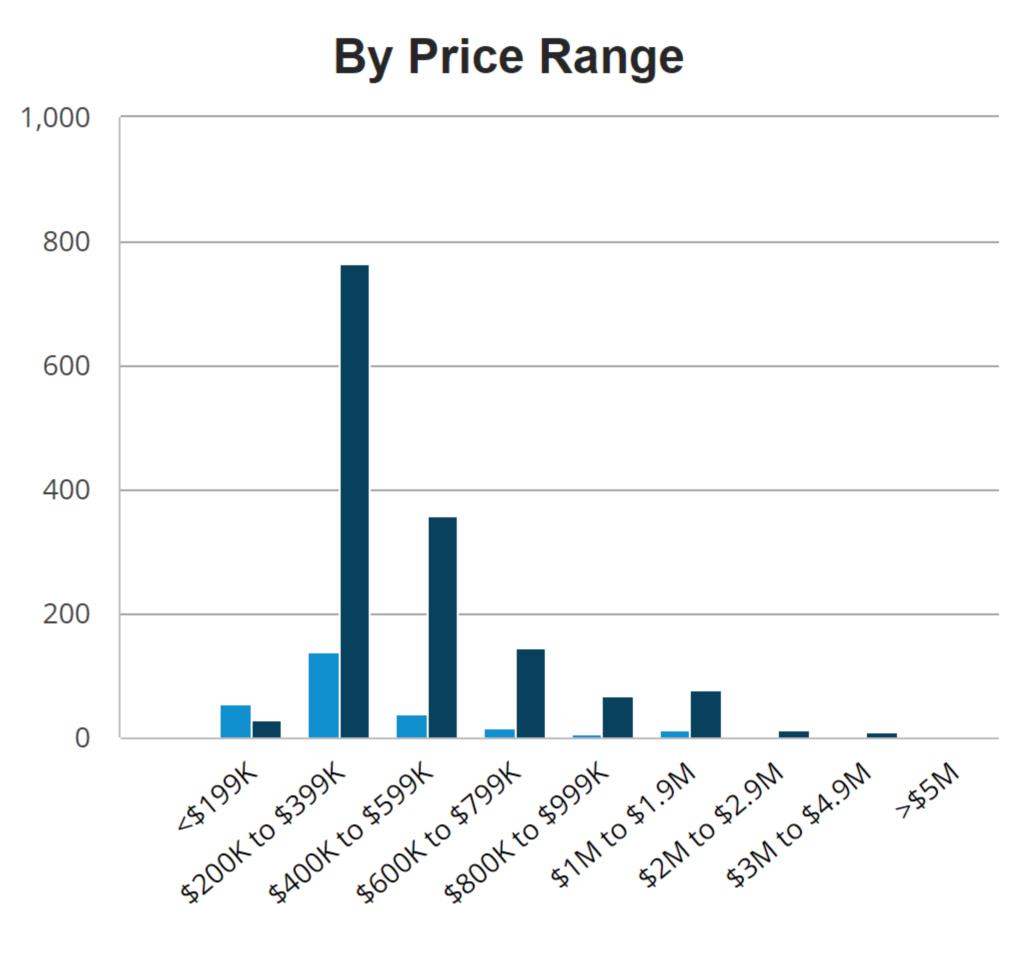
April 2025

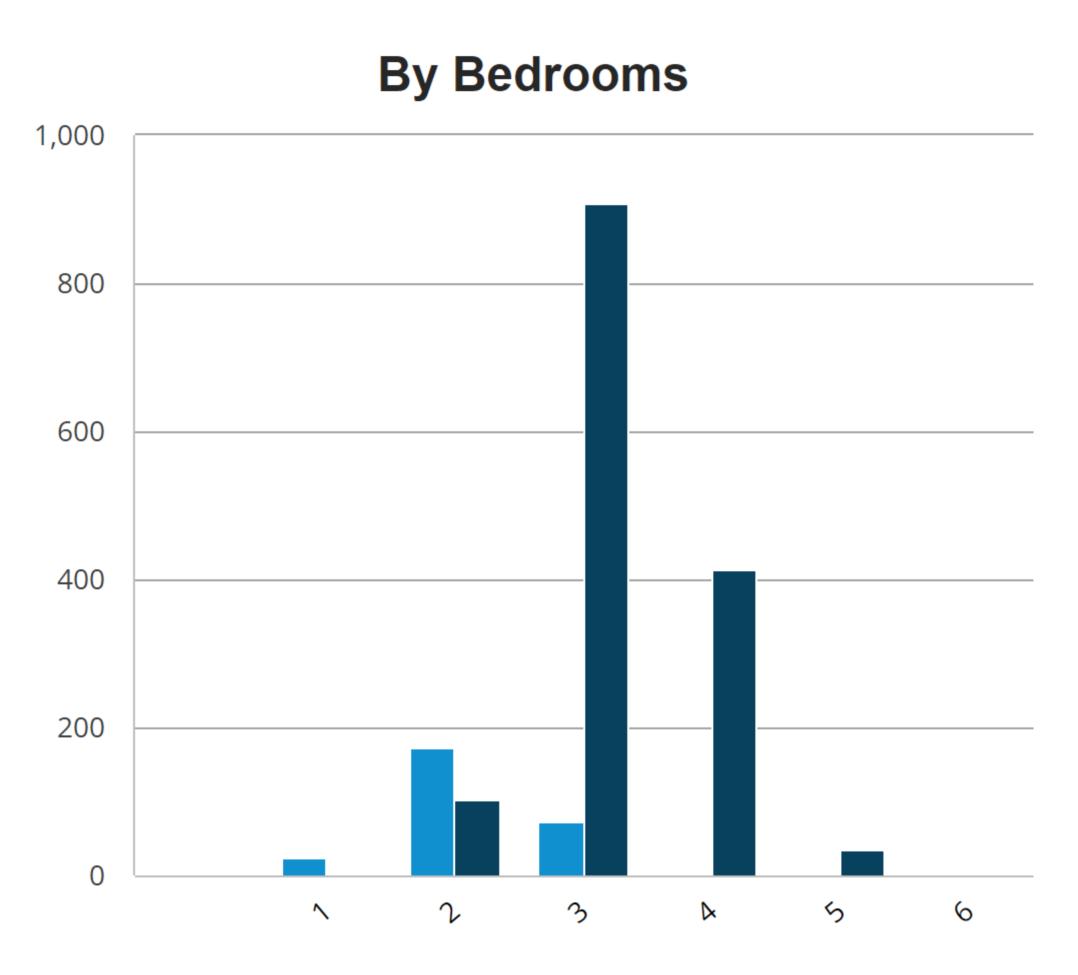
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	April 2025	Month over Month Change		Year o	over Year Change	Year to Date Change	
SFH	1,468		9.6%	☆	16.8%	☆	2.5%
CONDO	271	×	-3.2%	^	0.7%	*	-9.0%









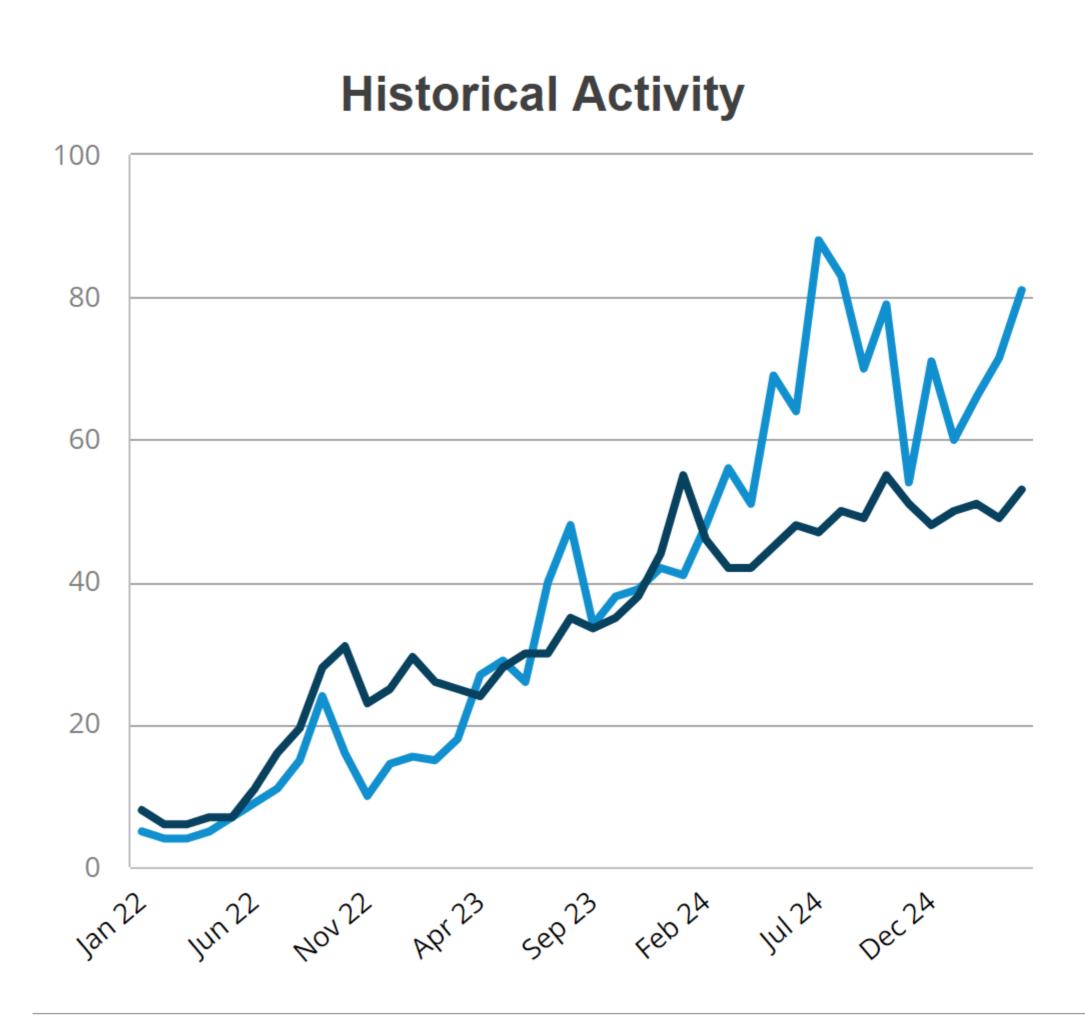
Days on Market

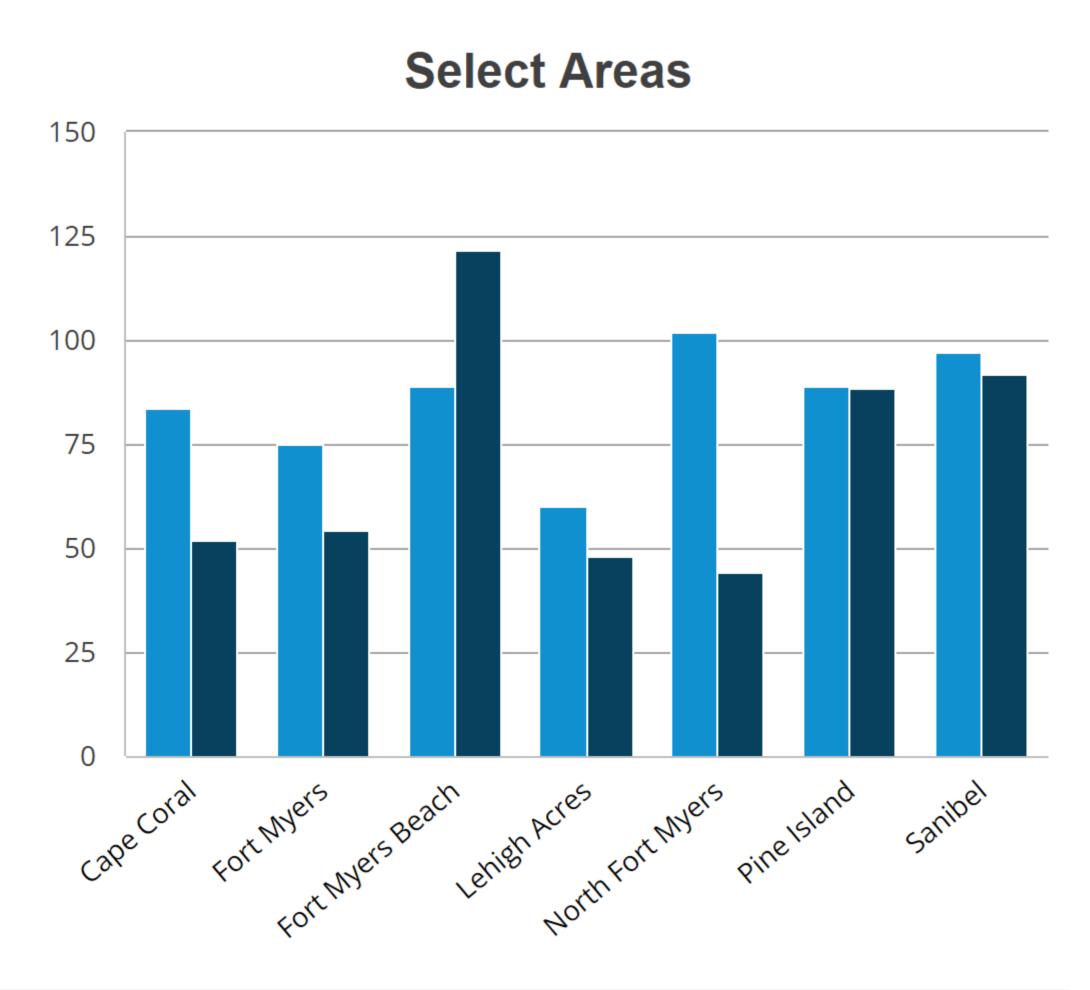


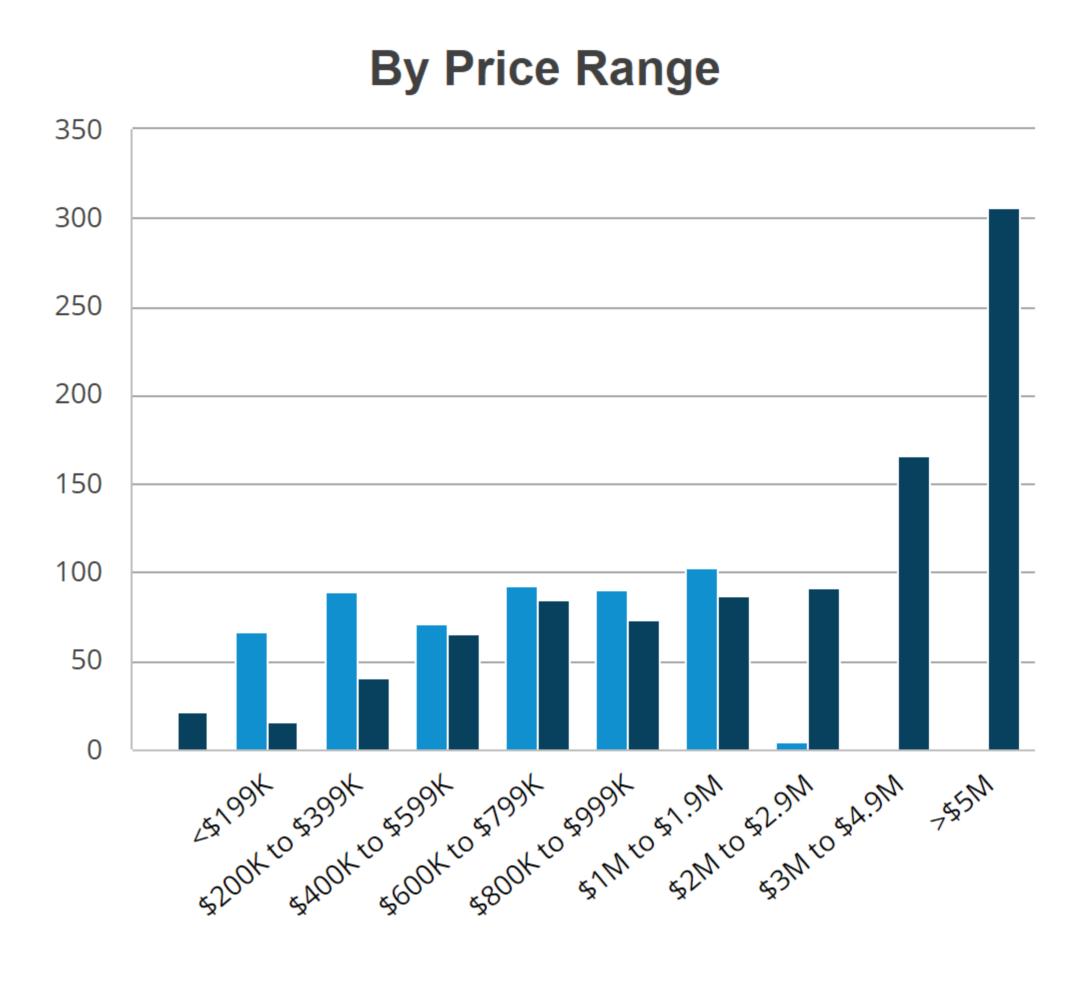


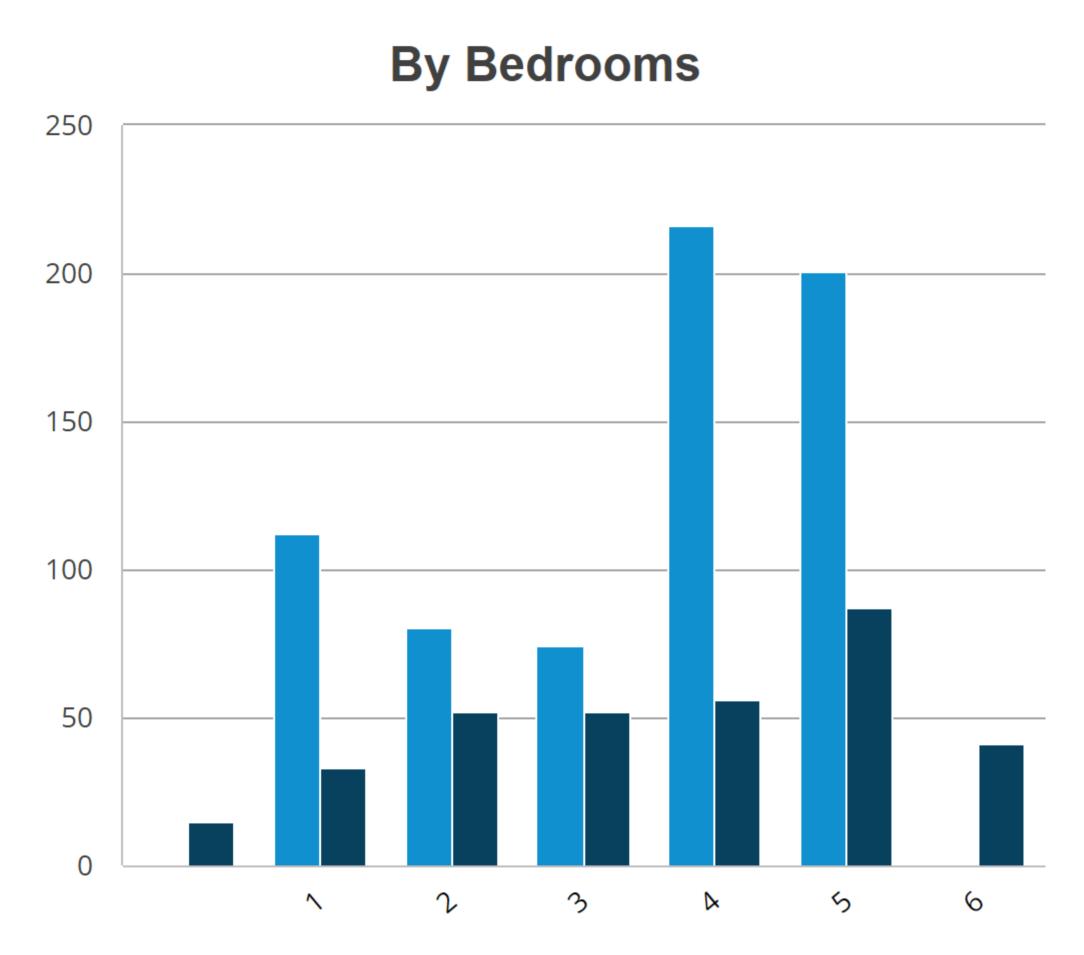
The median number of days between when a property is listed and the purchase contract date.

	April 2025	Month over Month Change	Year over Year Change	Year to Date Change	
SFH	53	≈ 8.2%	≈ 26.2%	↑ 10.9%	
CONDO	81	↑ 13.3%	58.8%	41.6%	









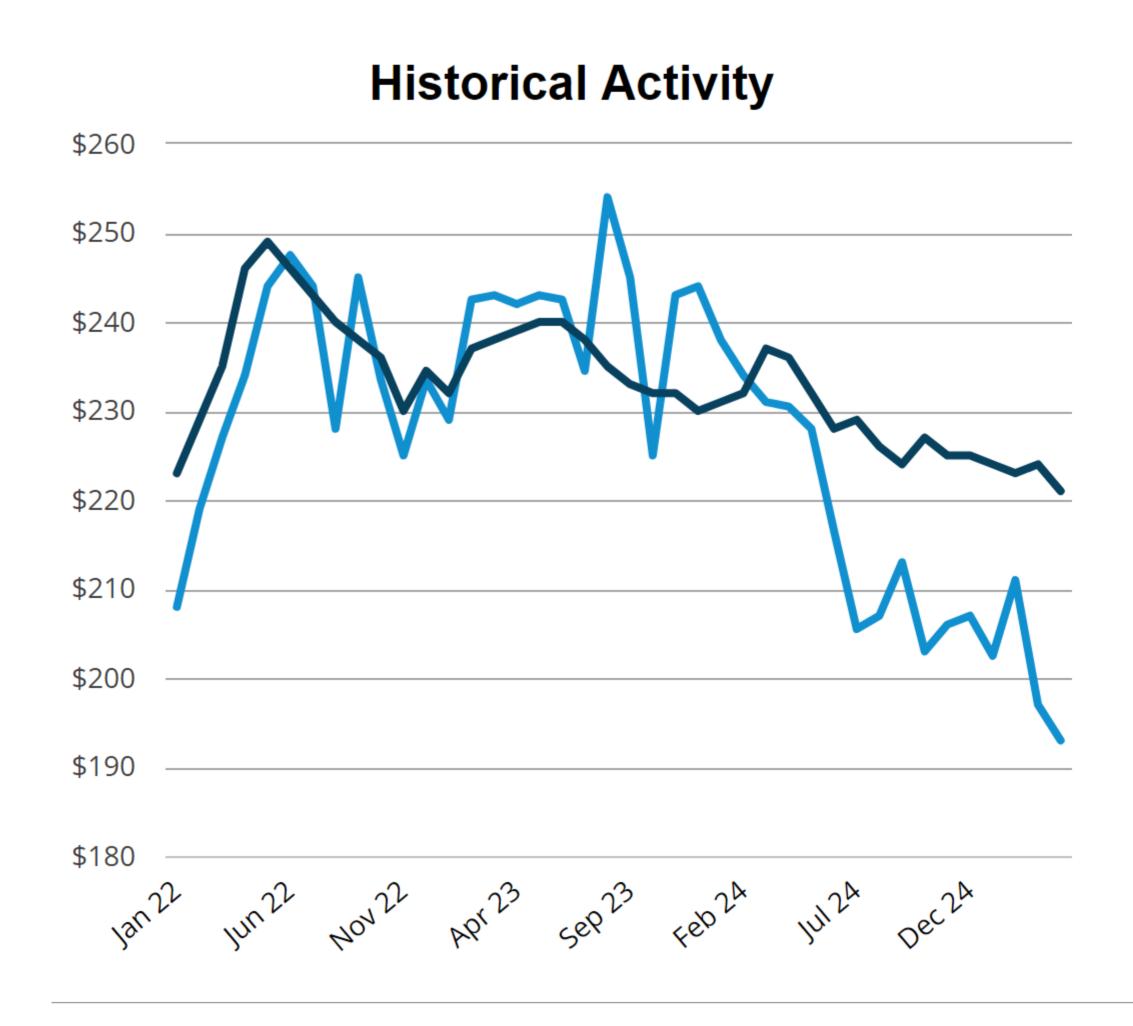
Price per Square Foot

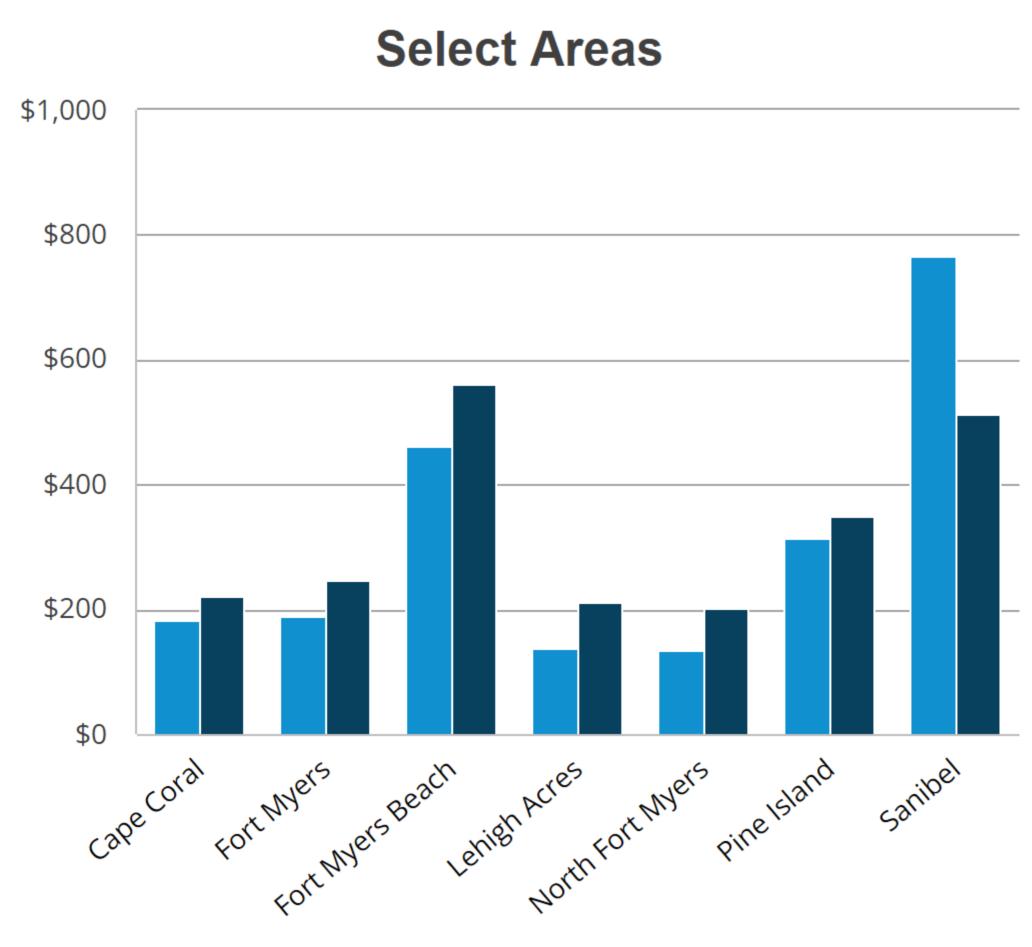


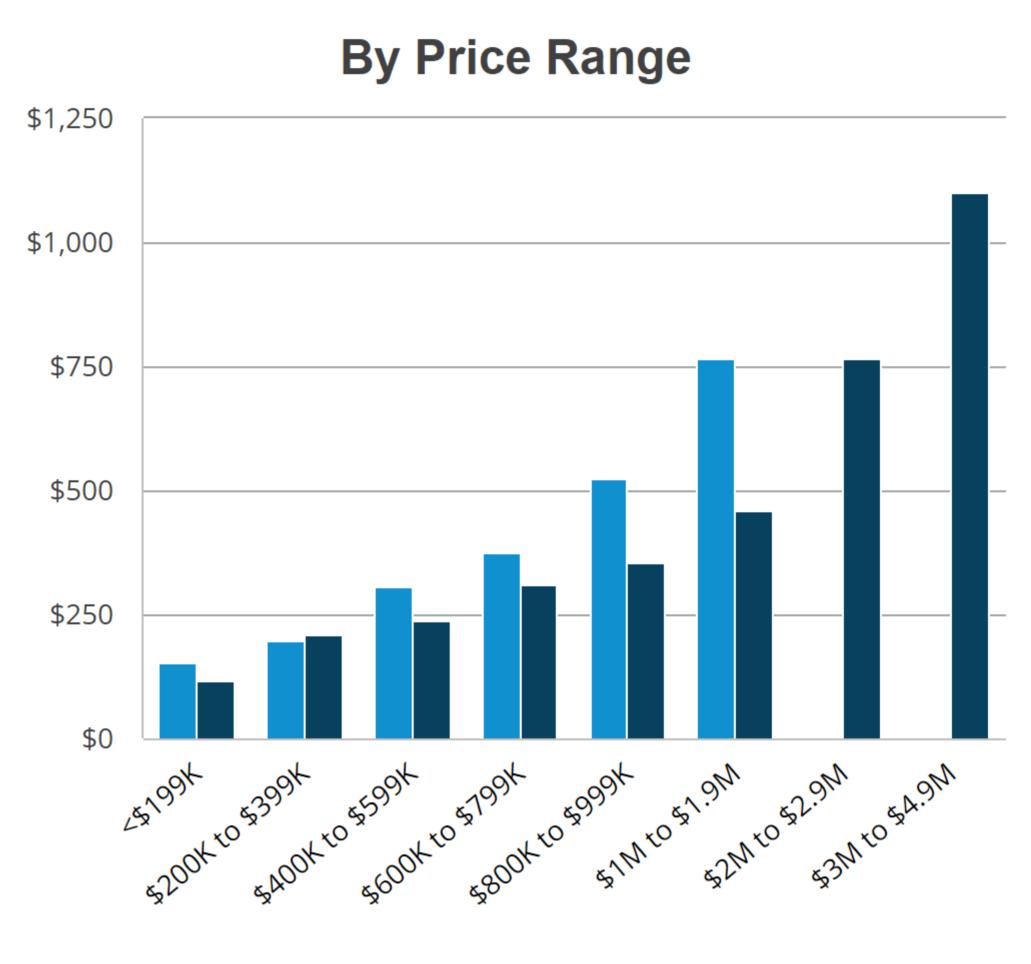
April 2025

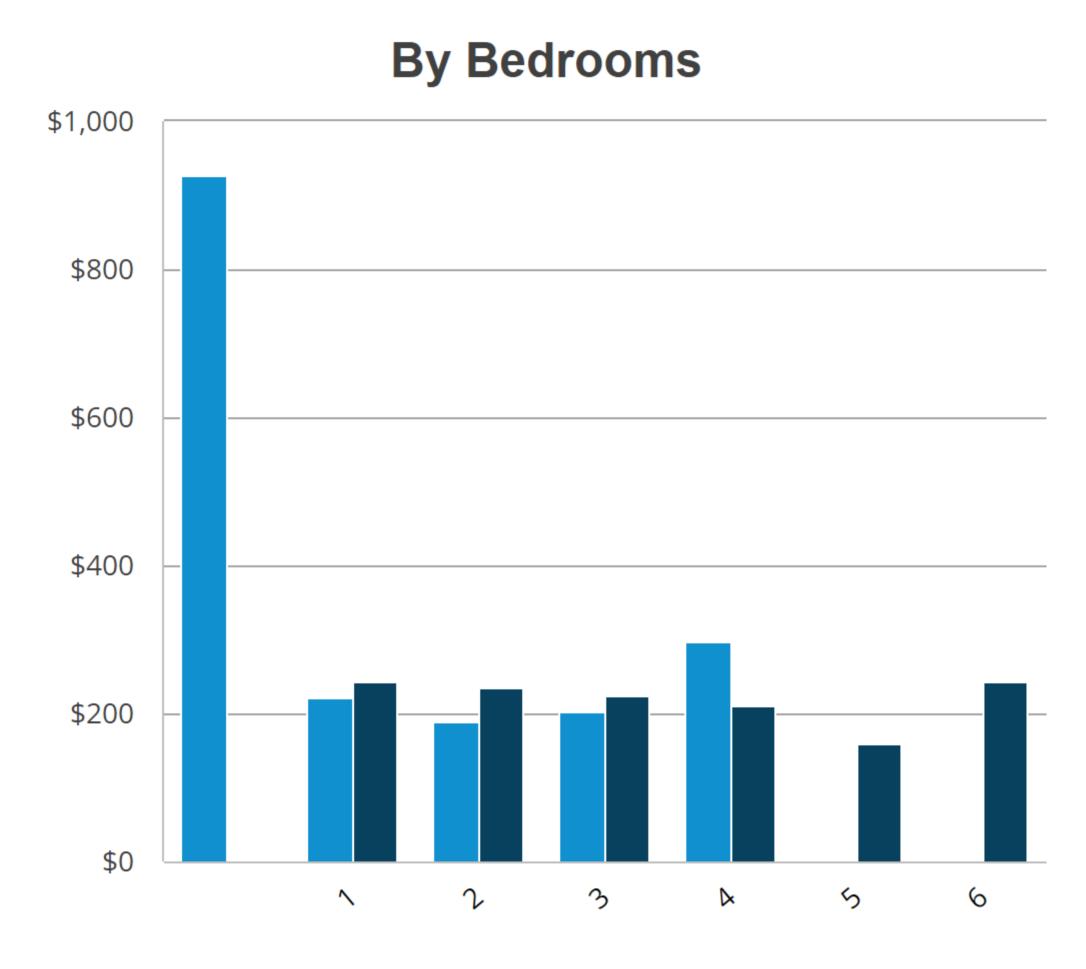
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	April 2025	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$221	> -1.3%	> -6.4%	> -4.7%
CONDO	\$193	> −2.0%	> -16.3 %	> -14.6 %









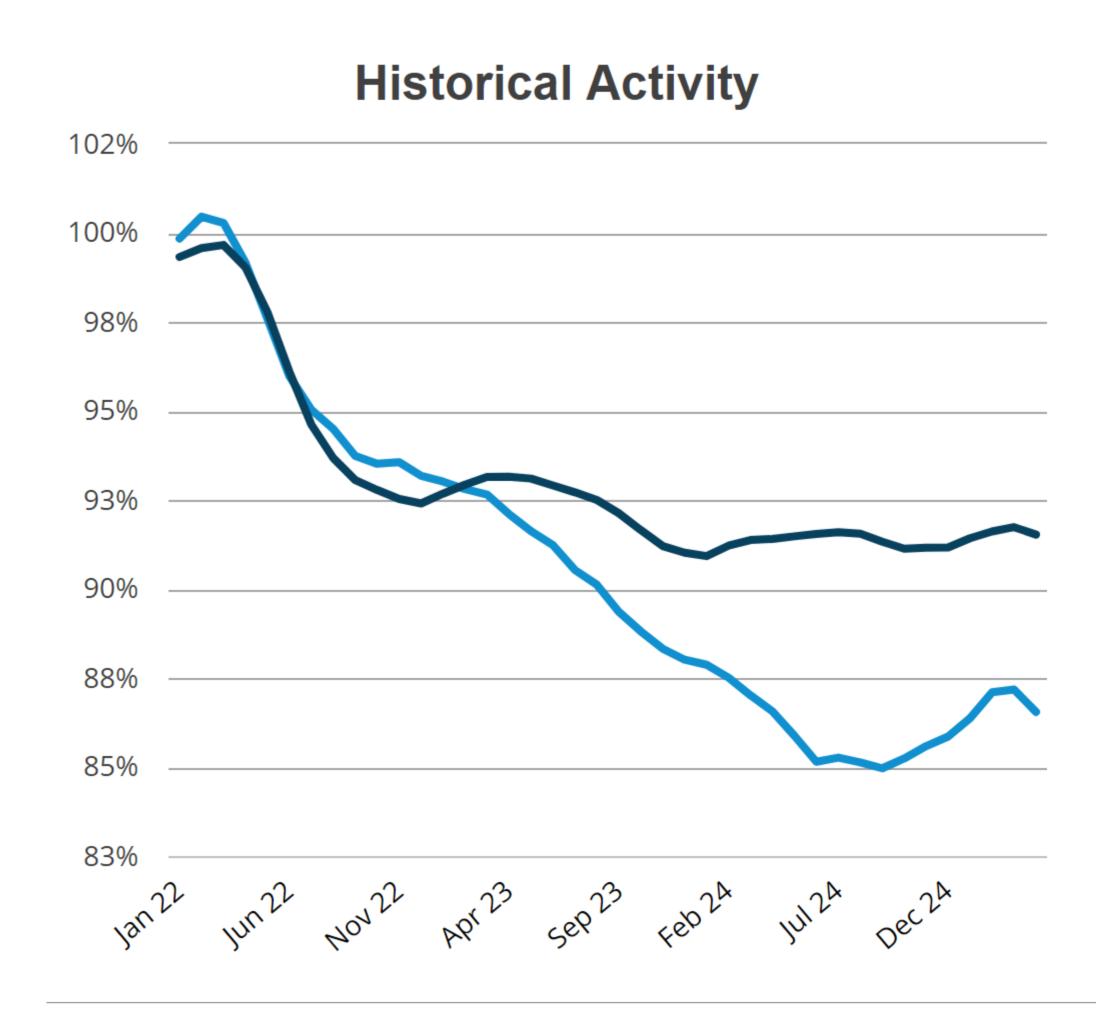
Percent of Original Price Received

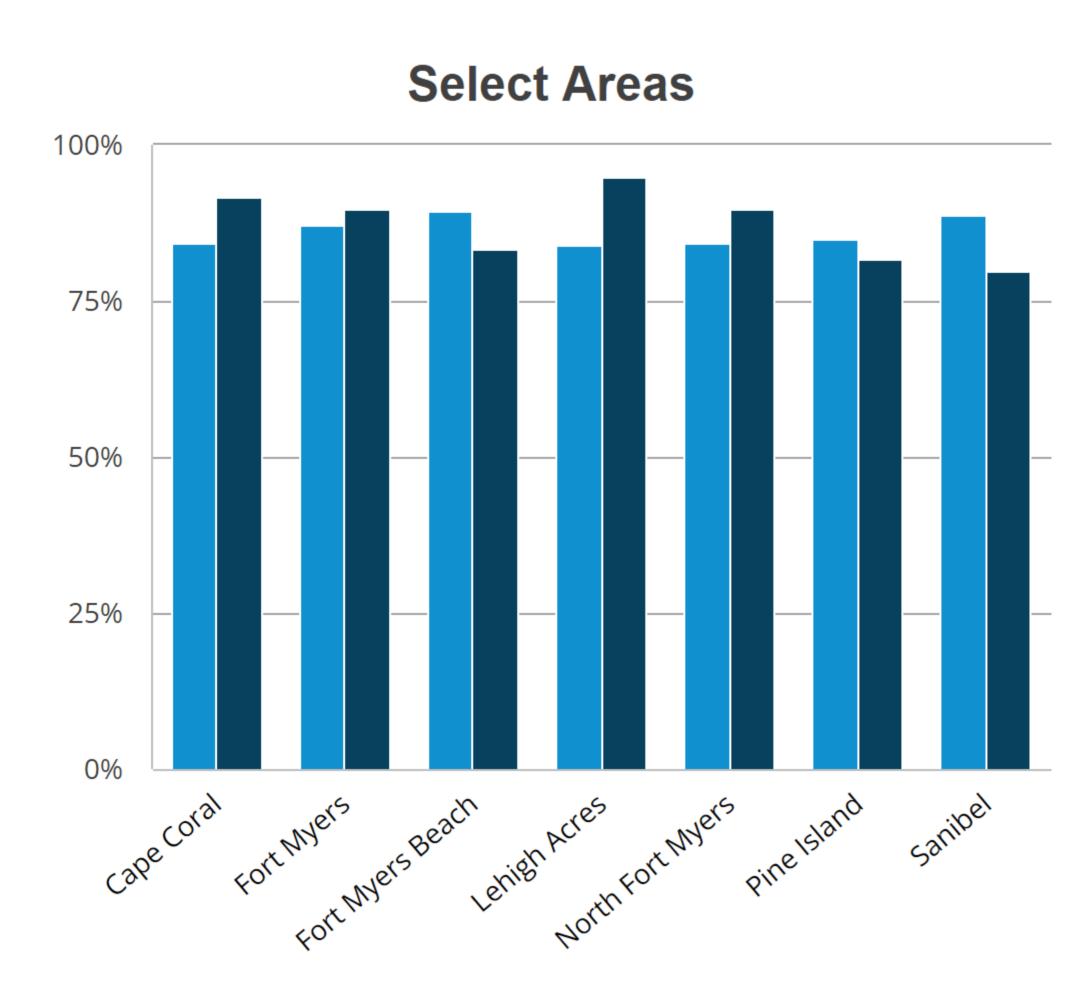


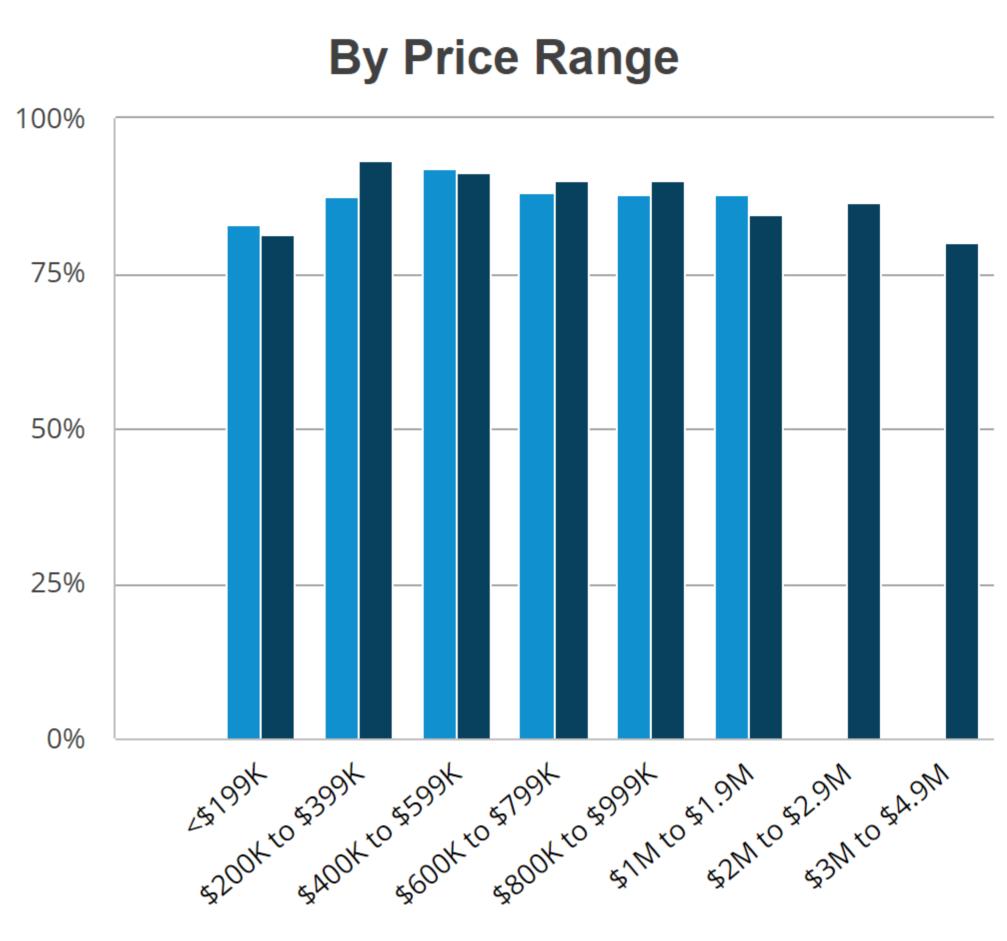
April 2025

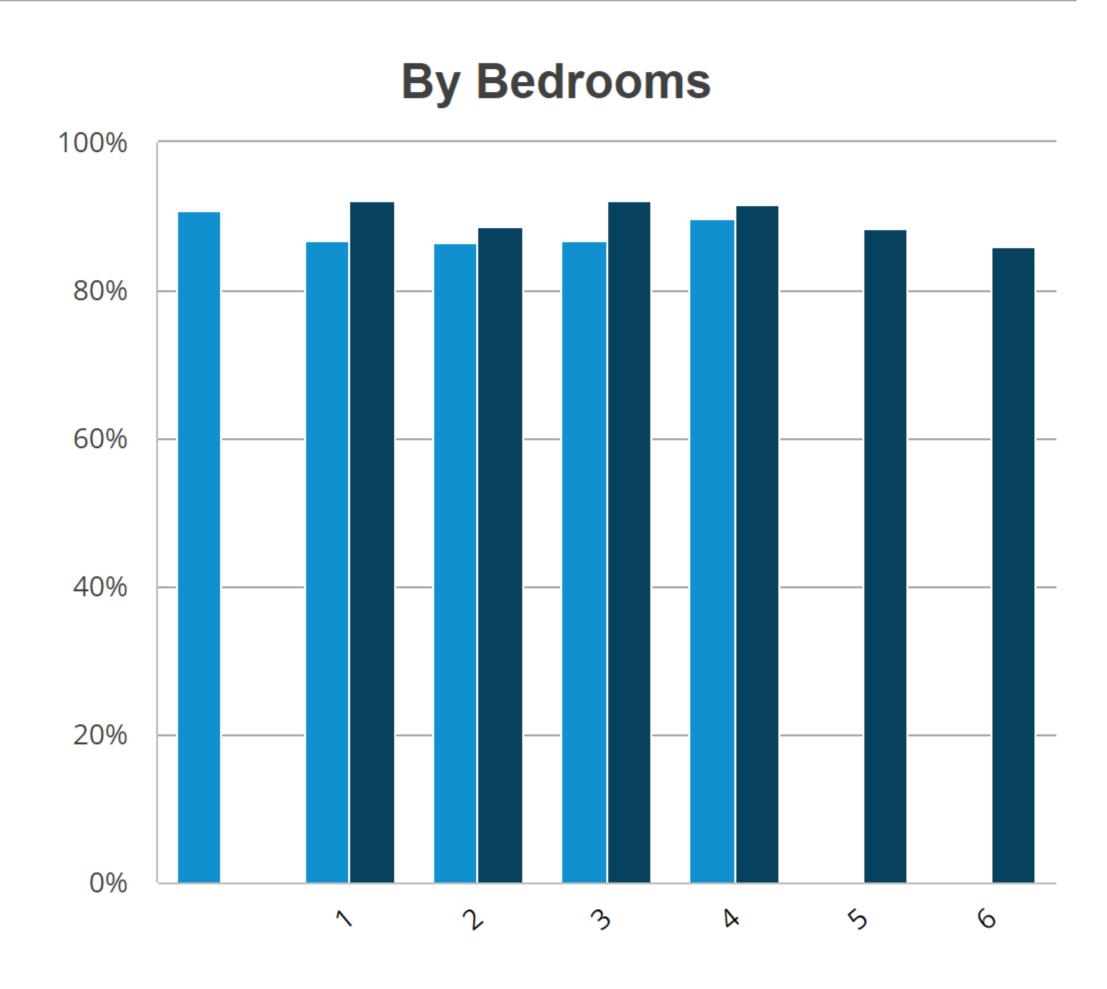
The average of the sales price divided by the original list price expressed as a percentage.

	April 2025	Month over Month Change		Year o	ver Year Change	Year to Date Change	
SFH	91.5%	×	-0.2%	☆	0.1%	☆	0.4%
CONDO	86.5%	×	-0.7%	×	-0.0%	×	-0.5%









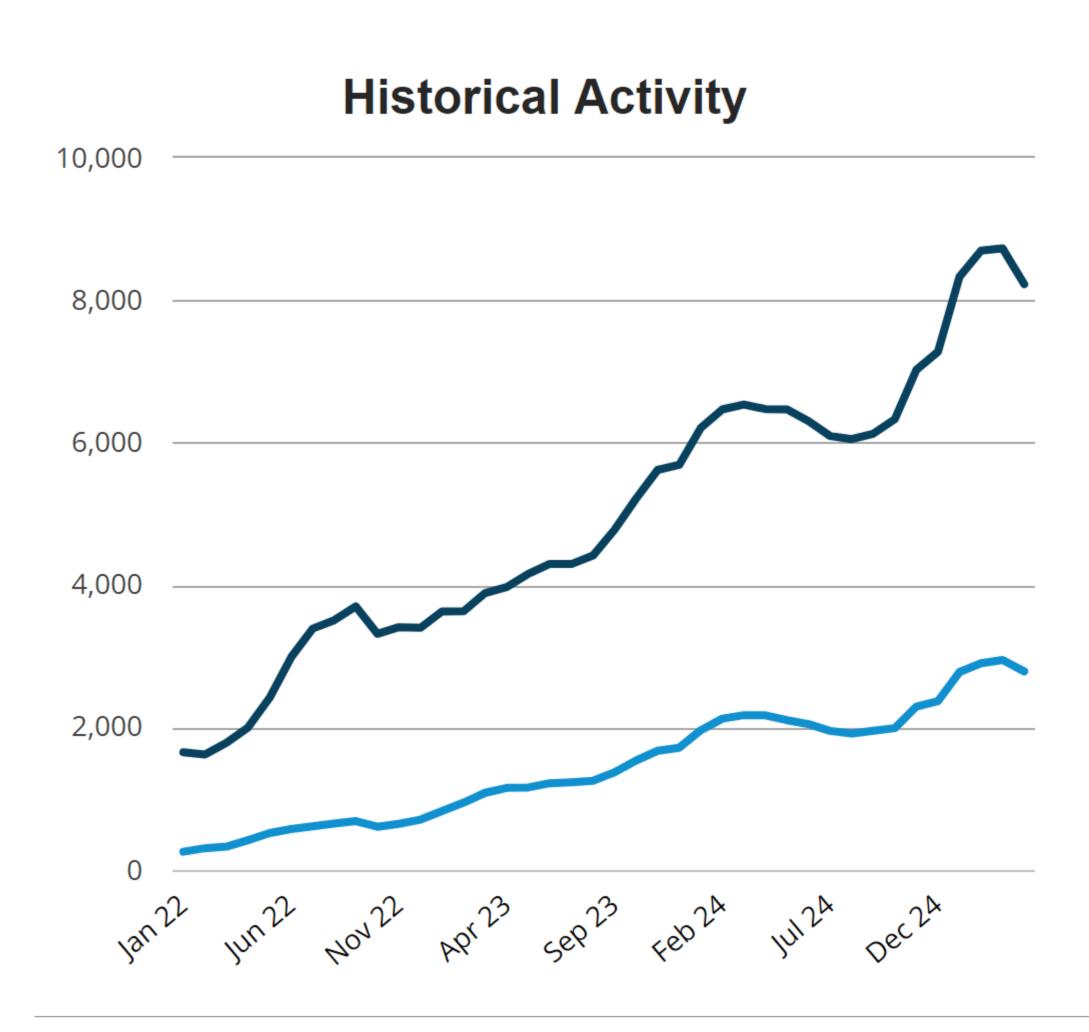
Active Inventory

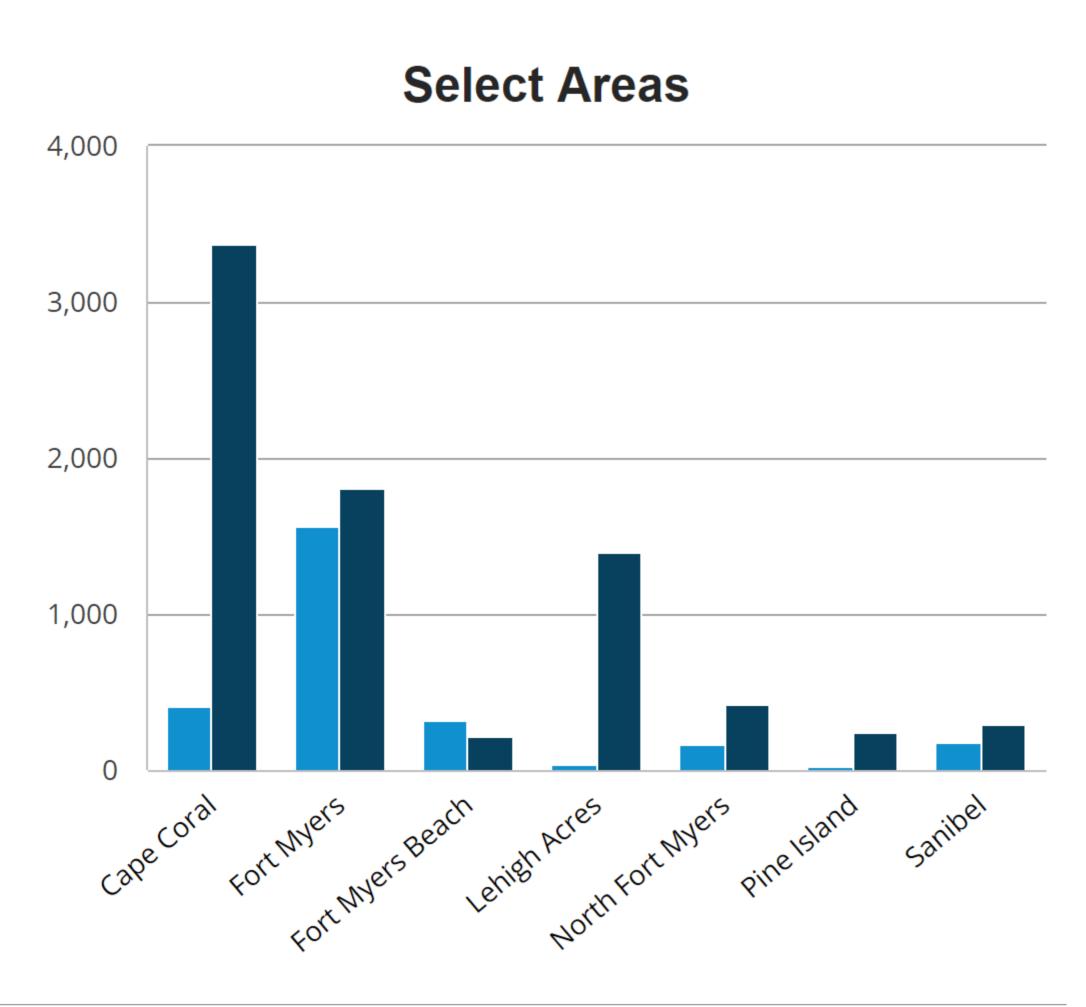


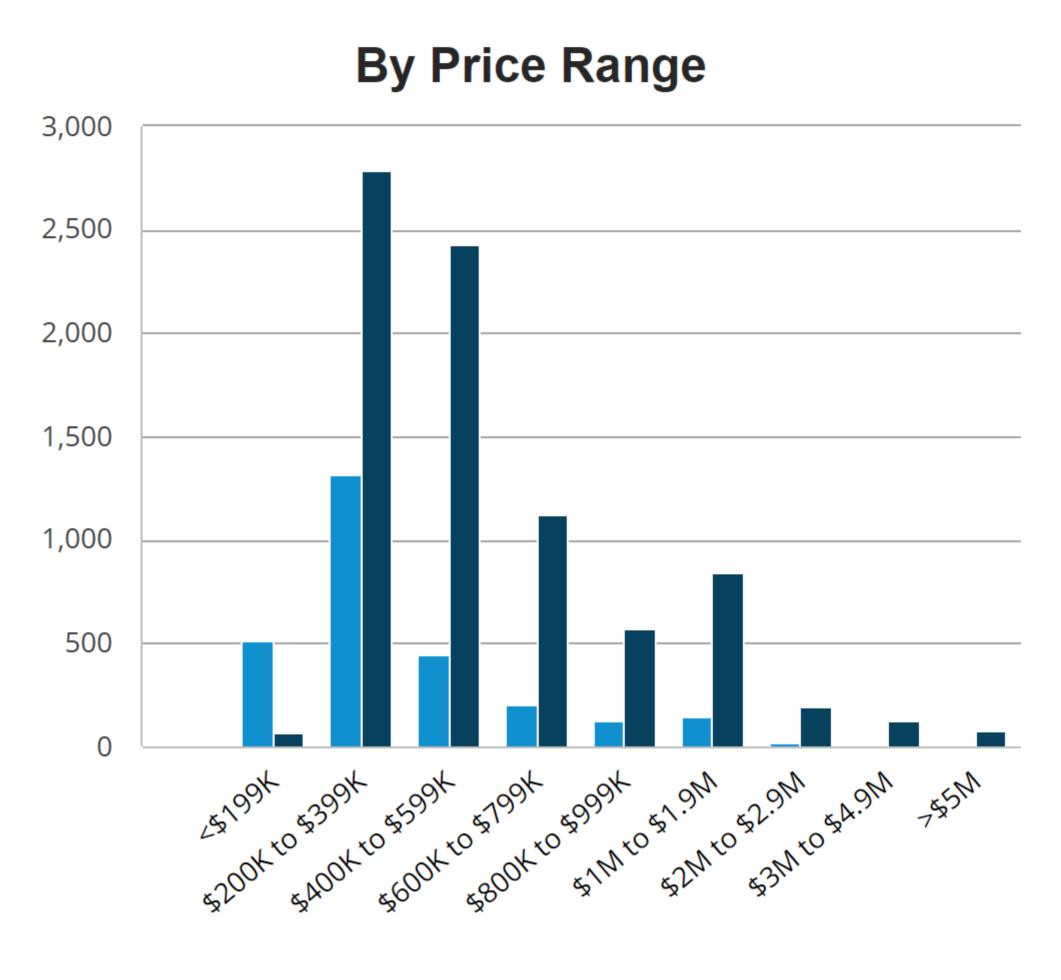
April 2025

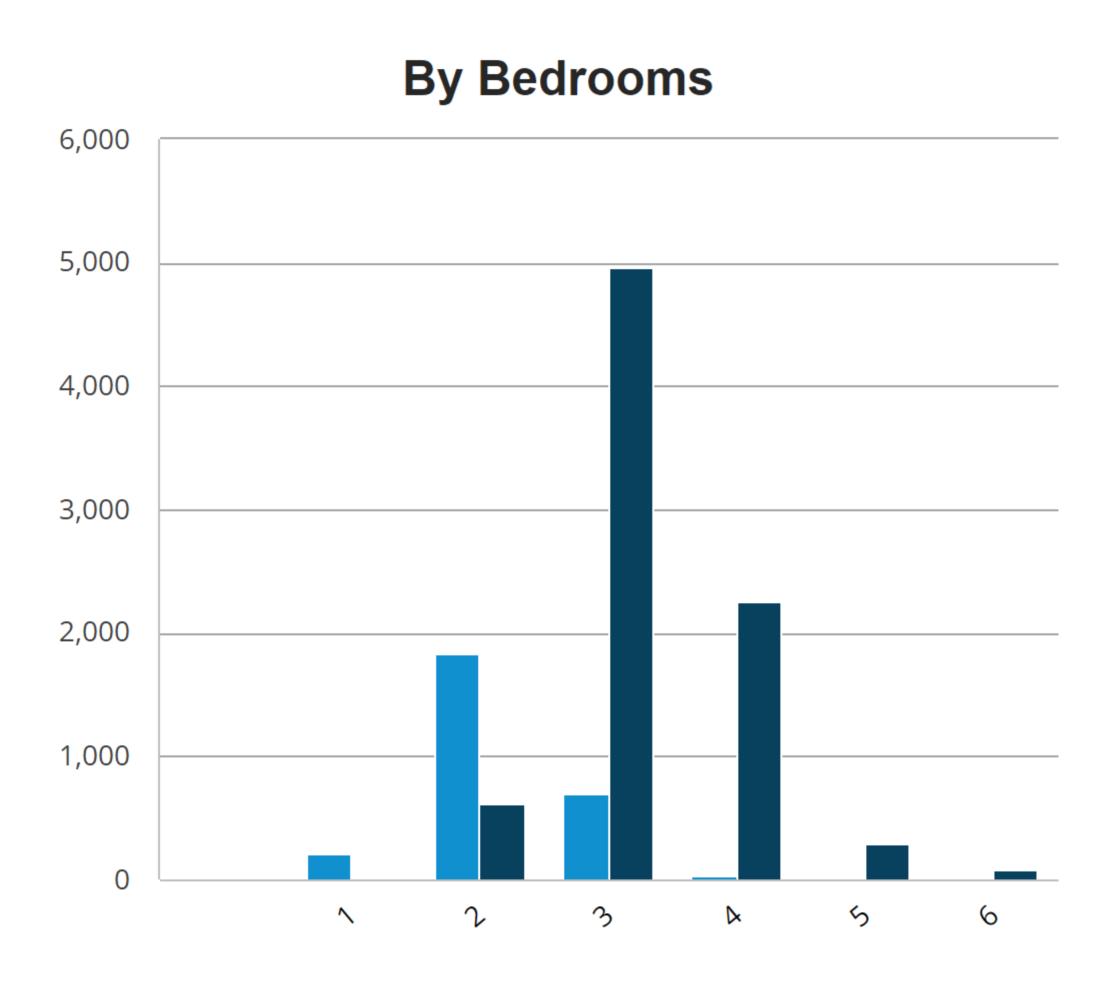
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	April 2025	Month over Month Change	Year over Year Change	Year to Date Change
SFH	8,226	⇒ -5.8%	≈ 27.1%	
CONDO	2,790	> -5.4%		









Months Supply of Inventory



April 2025

The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	April 2025	Month over Month Change		Year over Year Change		Year to Date Change
SFH	6.7	×	-5.8%	☆	33.2%	
CONDO	10.5	×	-4.0%	^	52.1%	

