MARKET INSIGHTS REPORT



June 2025

Contents

Market Overview	1
Median Sales Price	2
Closed Sales	3
New Listings	4
Pending Sales	5
Days on Market	6
Price per SqFt	7
Percent of Original List	8
Active Inventory	9
Months Supply Inventory	10
Region Reports	11-18

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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

June 2025



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

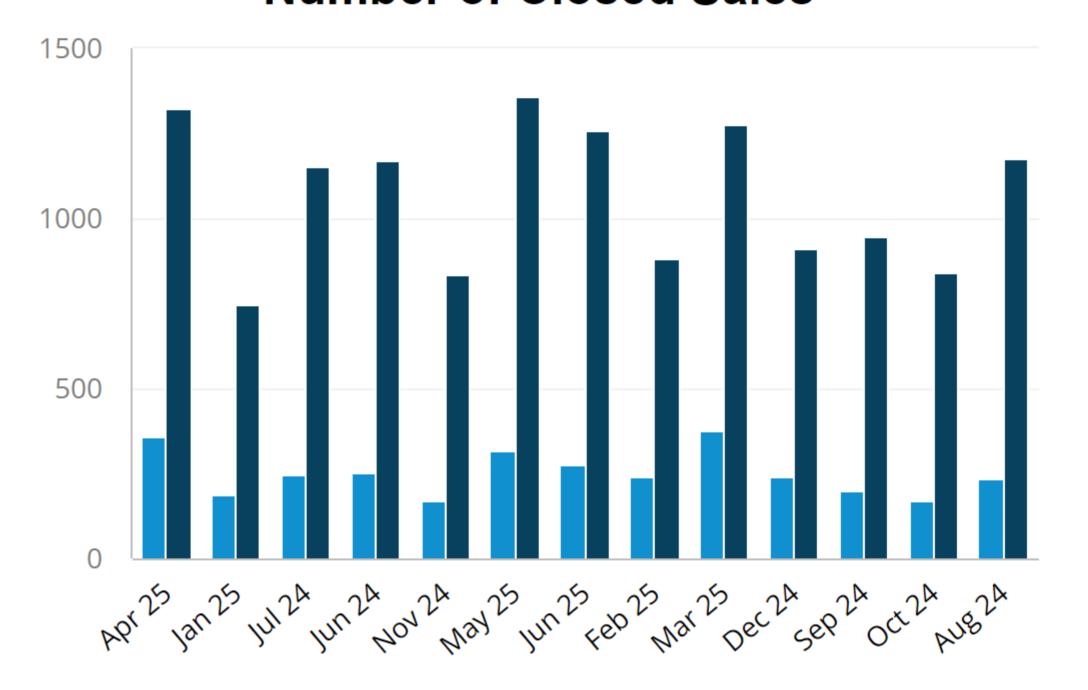
Single Family Homes

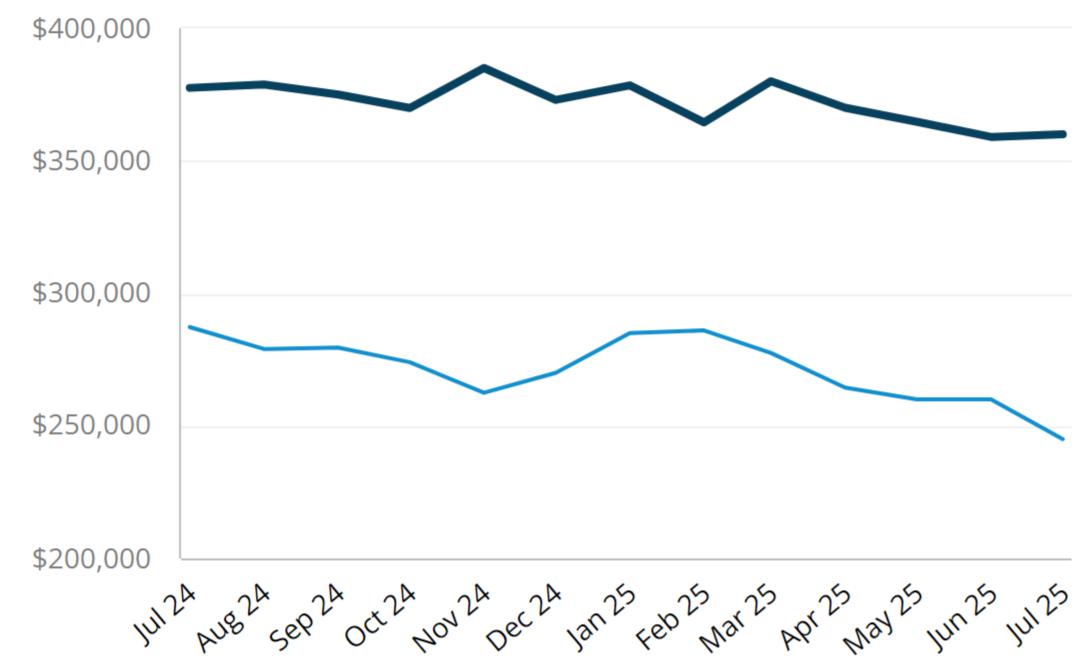
	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$360,000	\$377,500	> -4.6%	\$359,000	≈ 0.3%	\$365,000	\$385,000	> -5.2%
Closed Sales	1,258	1,172	↑ 7.3%	1,358	> -7.4%	6,843	6,932	> -1.3%
New Listings	1,787	1,684	☆ 6.1%	2,083	> -14.2%	13,756	12,450	☆ 10.5%
Pending Sales	1,280	1,089	☆ 17.5%	1,304	以 -1.8%	7,569	7,415	≈ 2.1%
Median Days on Market	63	49	≈ 28.6%	58	≈8.6%	55	46	☆ 19.6%
Sold Price per Square Foot	\$217	\$226	> -4.2%	\$219	以 -1.1%	\$220	\$230	> -4.3%
Percent of Original Price Rec'd	90.6%	92.9%	> -2.4%	91.4%	> -0.8%	91.5%	92.9%	以 -1.5%
Active Inventory	8,114	6,703	≈ 21.1%	8,693	> -6.7%			
Months Supply of Inventory	6.4	5.7	☆ 12.8%	6.4	≈ 0.8%			

Condominiums

	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$245,000	\$287,250	> -14.7%	\$260,000	> -5.8%	\$262,500	\$300,000	> -12.5%
Closed Sales	276	255	≈8.2%	317	> -12.9%	1,759	2,029	> -13.3%
New Listings	447	471	> -5.1%	504	> -11.3%	4,189	4,185	☆ 0.1%
Pending Sales	284	223	≈27.4%	266	☆ 6.8%	1,874	2,038	> -8.0%
Median Days on Market	84	58	☆ 44.8%	76	☆ 10.5%	71	51	≈ 39.2%
Sold Price per Square Foot	\$178	\$212	> -16.0%	\$187	> -4.8%	\$193	\$222	以 -13.1%
Percent of Original Price Rec'd	85.4%	89.4%	> -4.5%	84.9%	☆ 0.7%	87.3%	90.9%	以 -4.0%
Active Inventory	3,092	2,687	☆ 15.1%	3,395	> -8.9%			
Months Supply of Inventory	11.2	10.5	☆ 6.3%	10.7	☆ 4.6%			

Number of Closed Sales





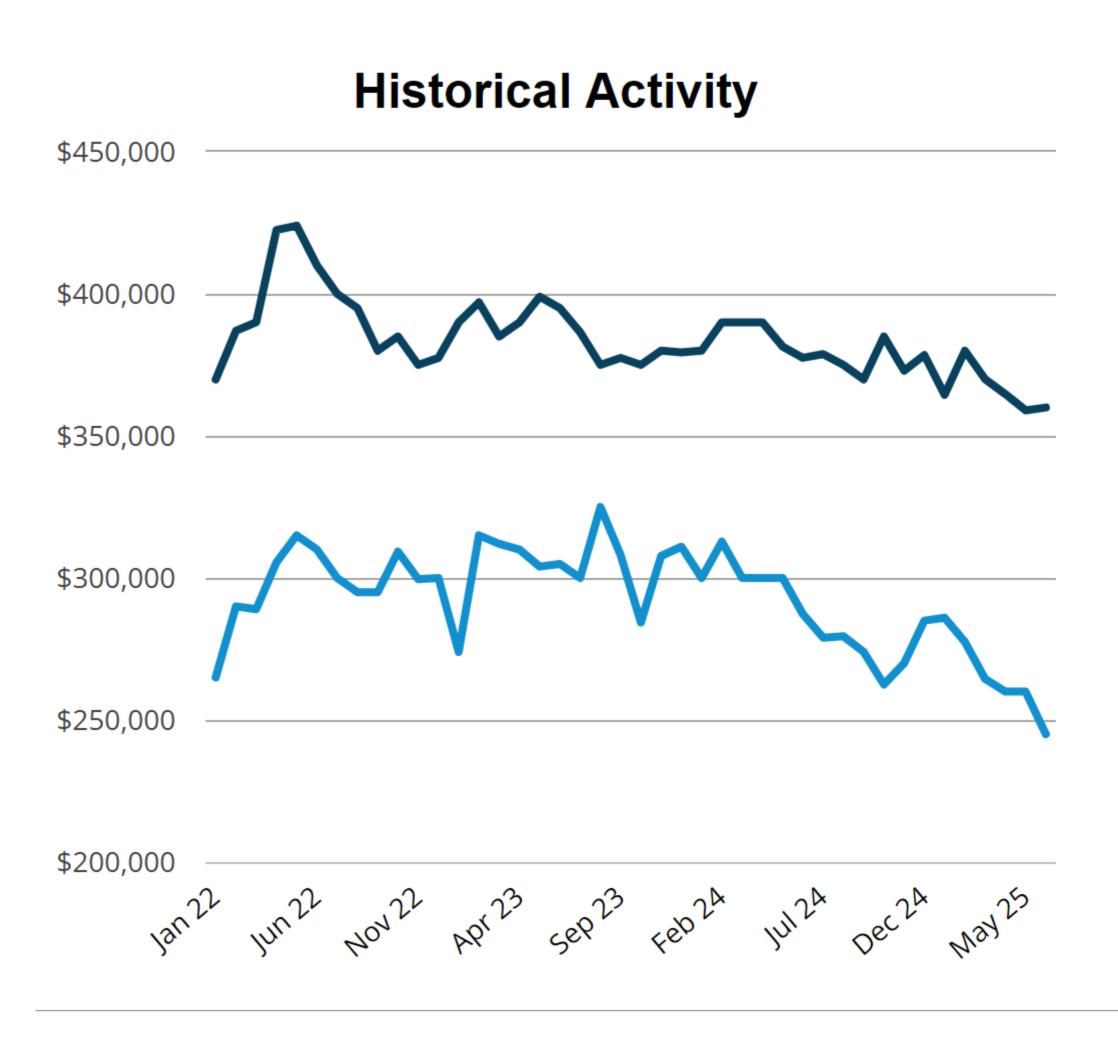
Median Sales Price

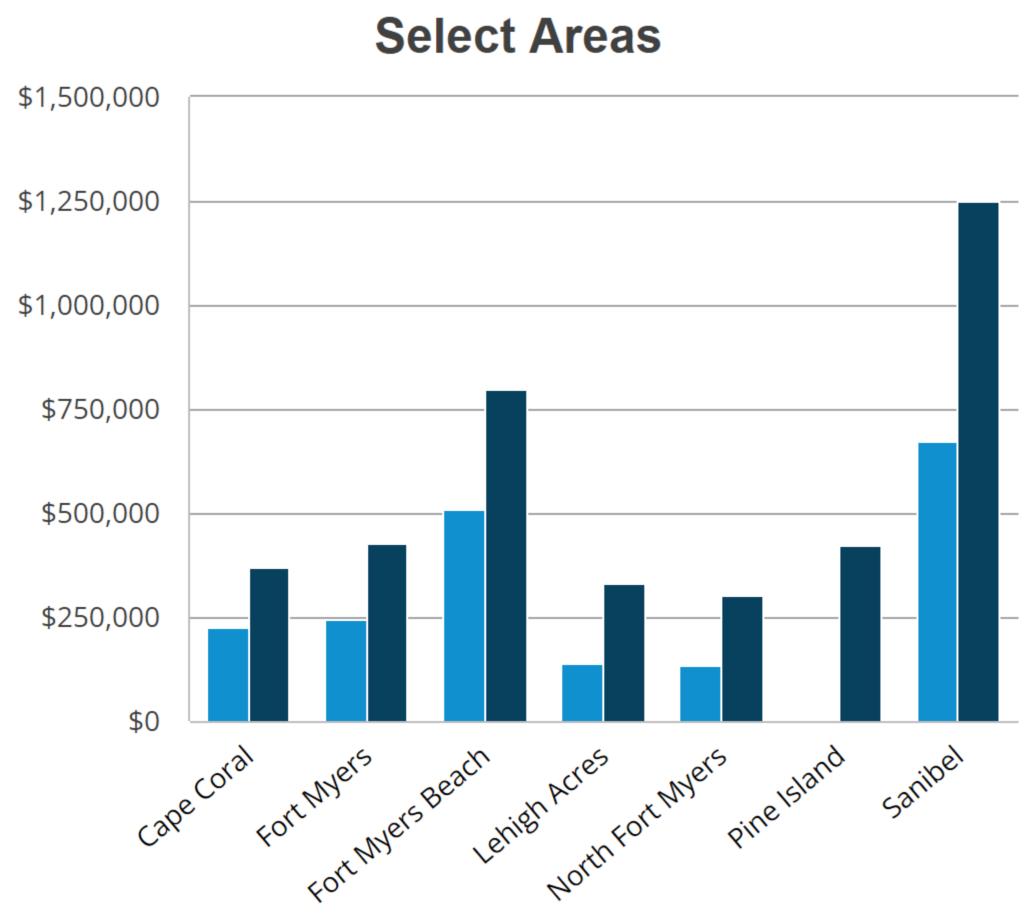


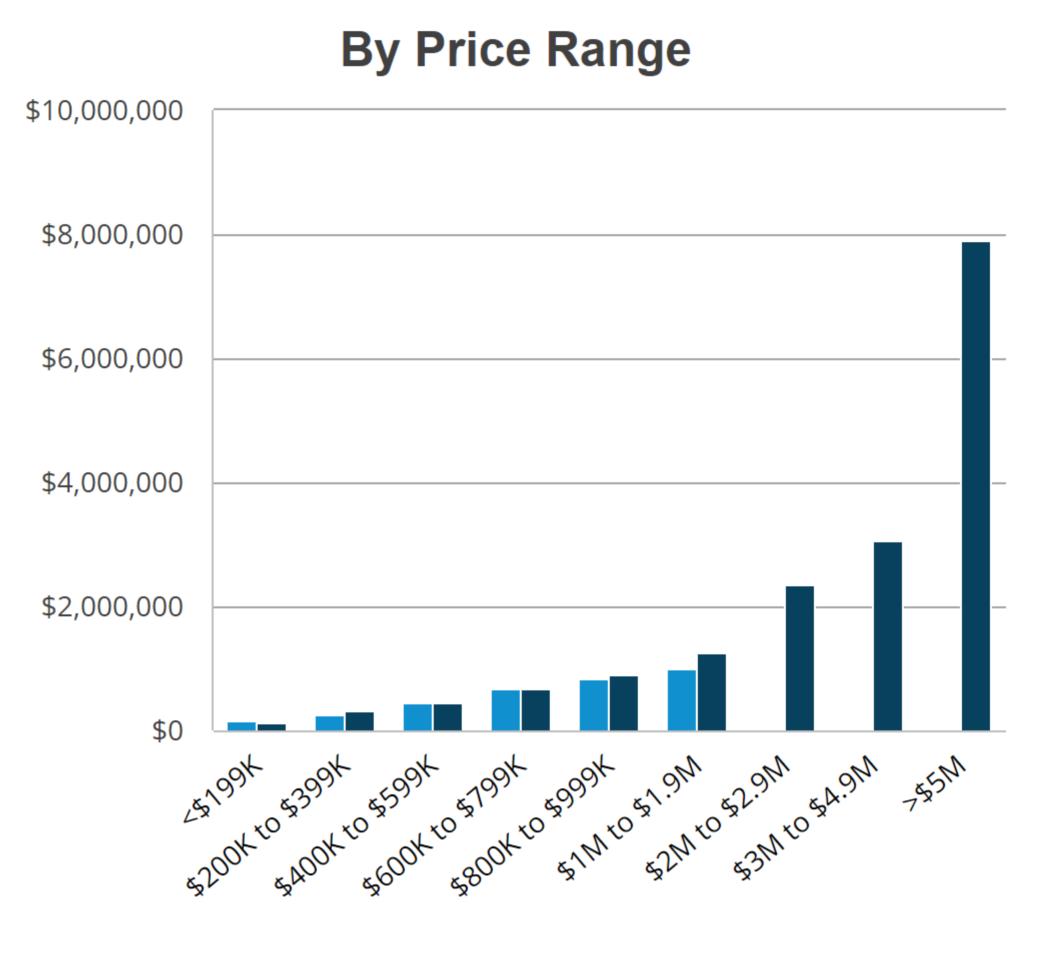
June 2025

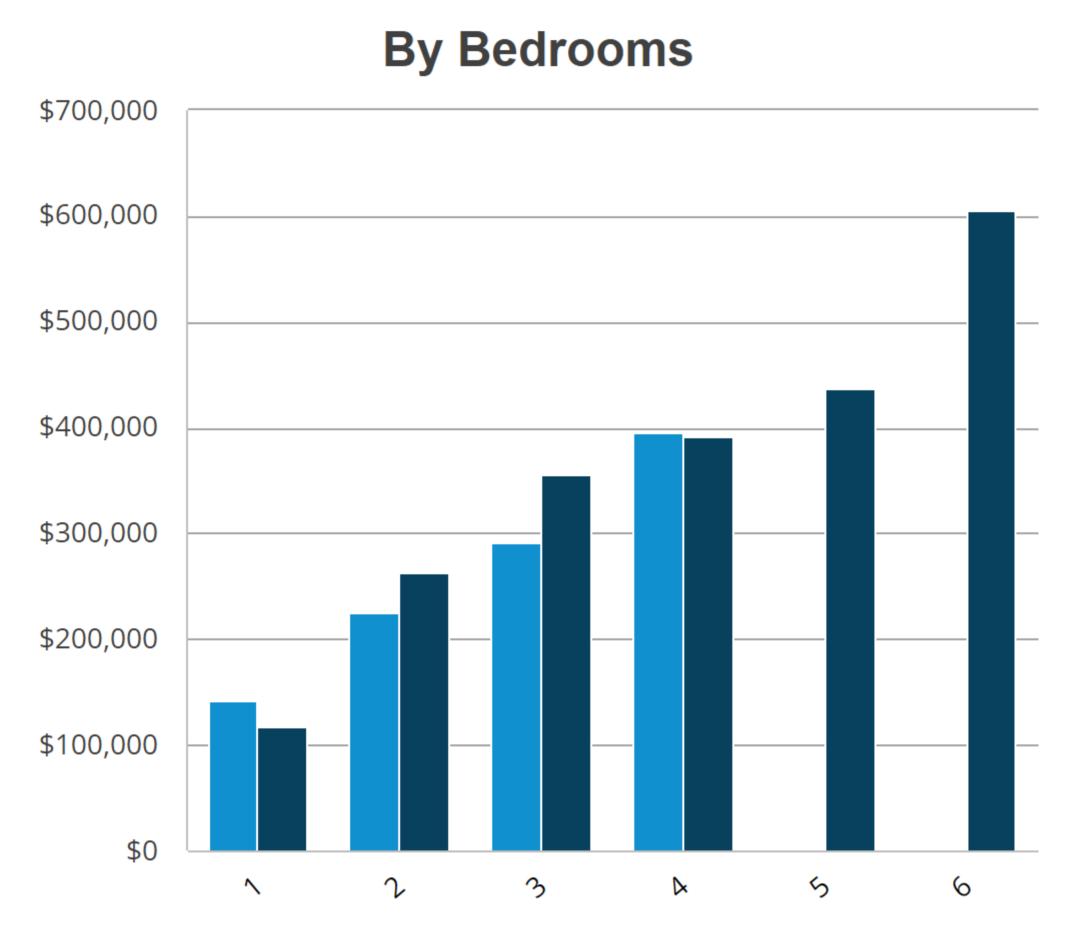
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	June 2025	Month ov	er Month Change	Year	over Year Change	Year	to Date Change
SFH	\$360,000	☆	0.3%	×	-4.6%	×	-5.2%
CONDO	\$245,000	×	-5.8%	*	-14.7%	*	-12.5%









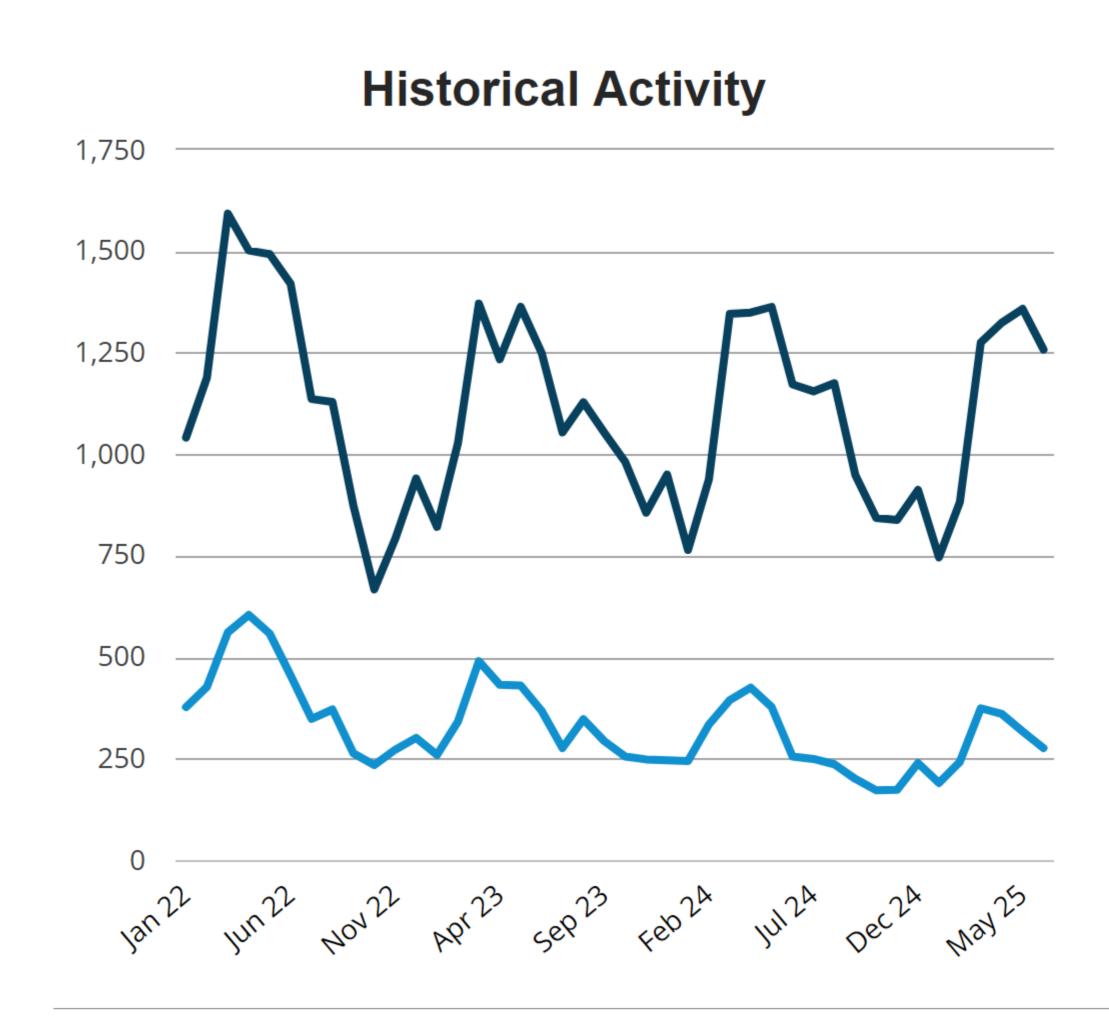
Closed Sales

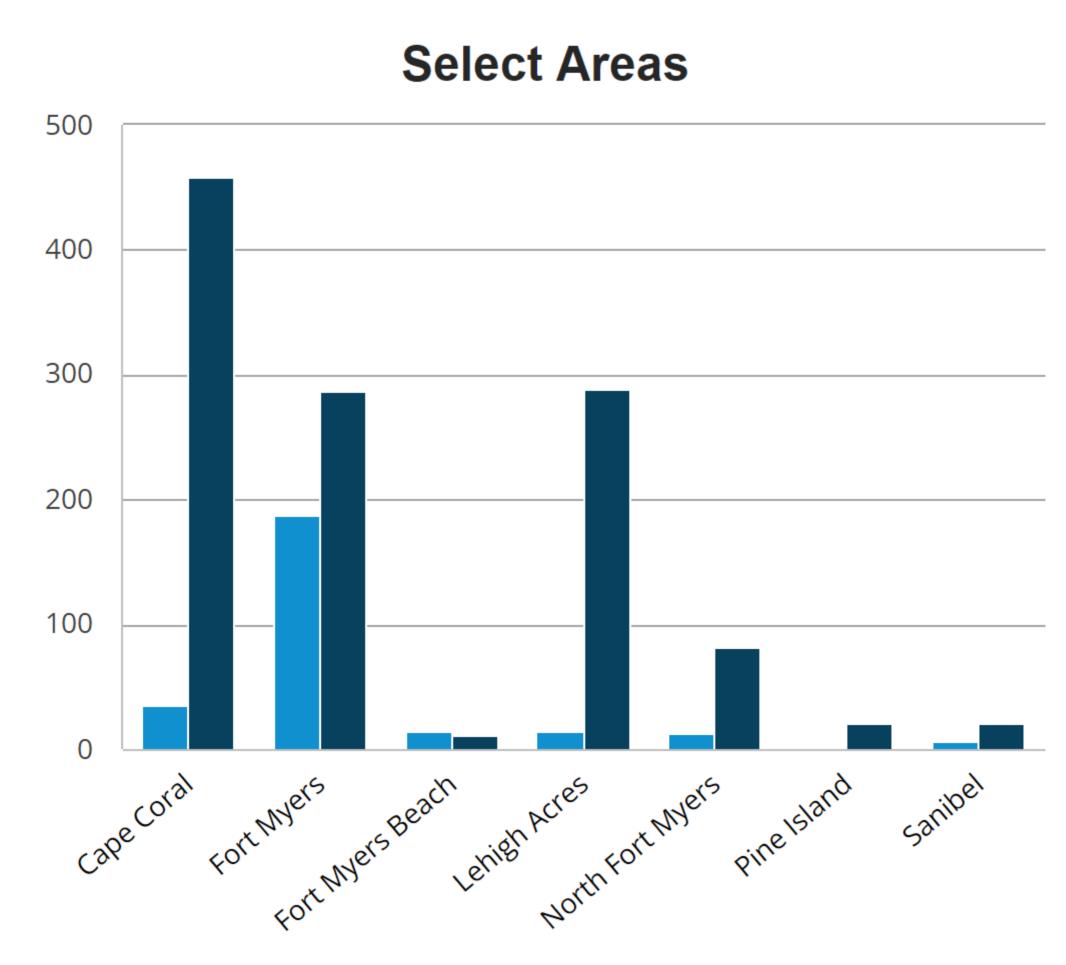
June 2025

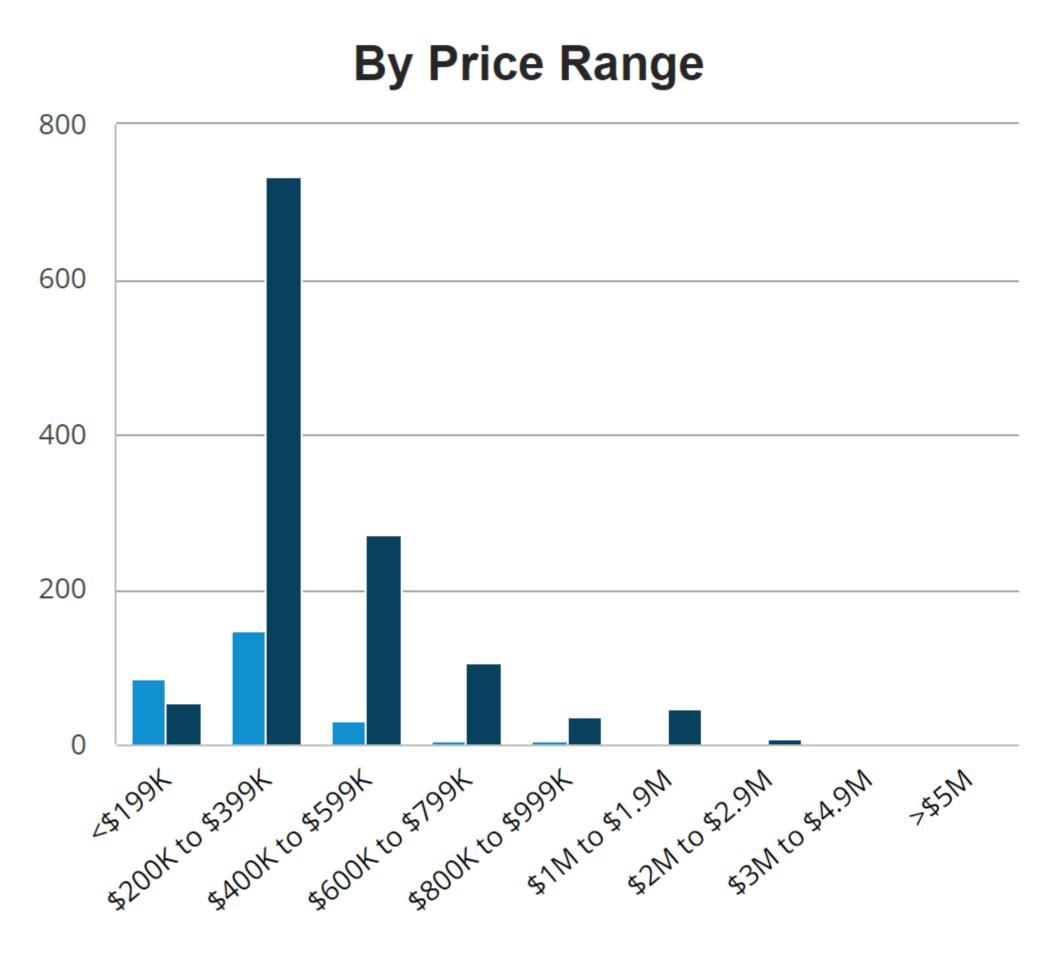
The number of properties that sold.

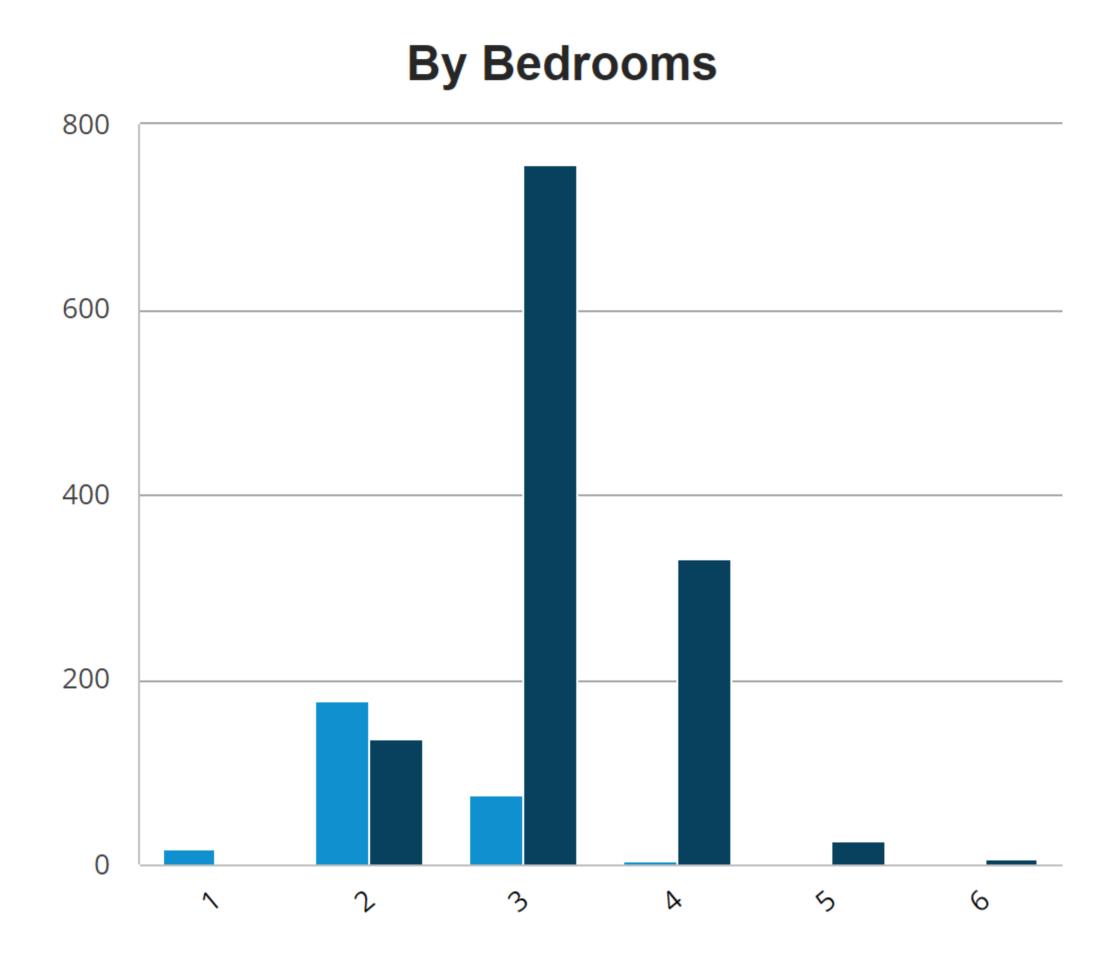


	June 2025	Month o	ver Month Change	Year o	ver Year Change	Year	to Date Change
SFH	1,258	×	-7.4%	☆	7.3%	×	-1.3%
CONDO	276	×	-12.9%	^	8.2%	*	-13.3%









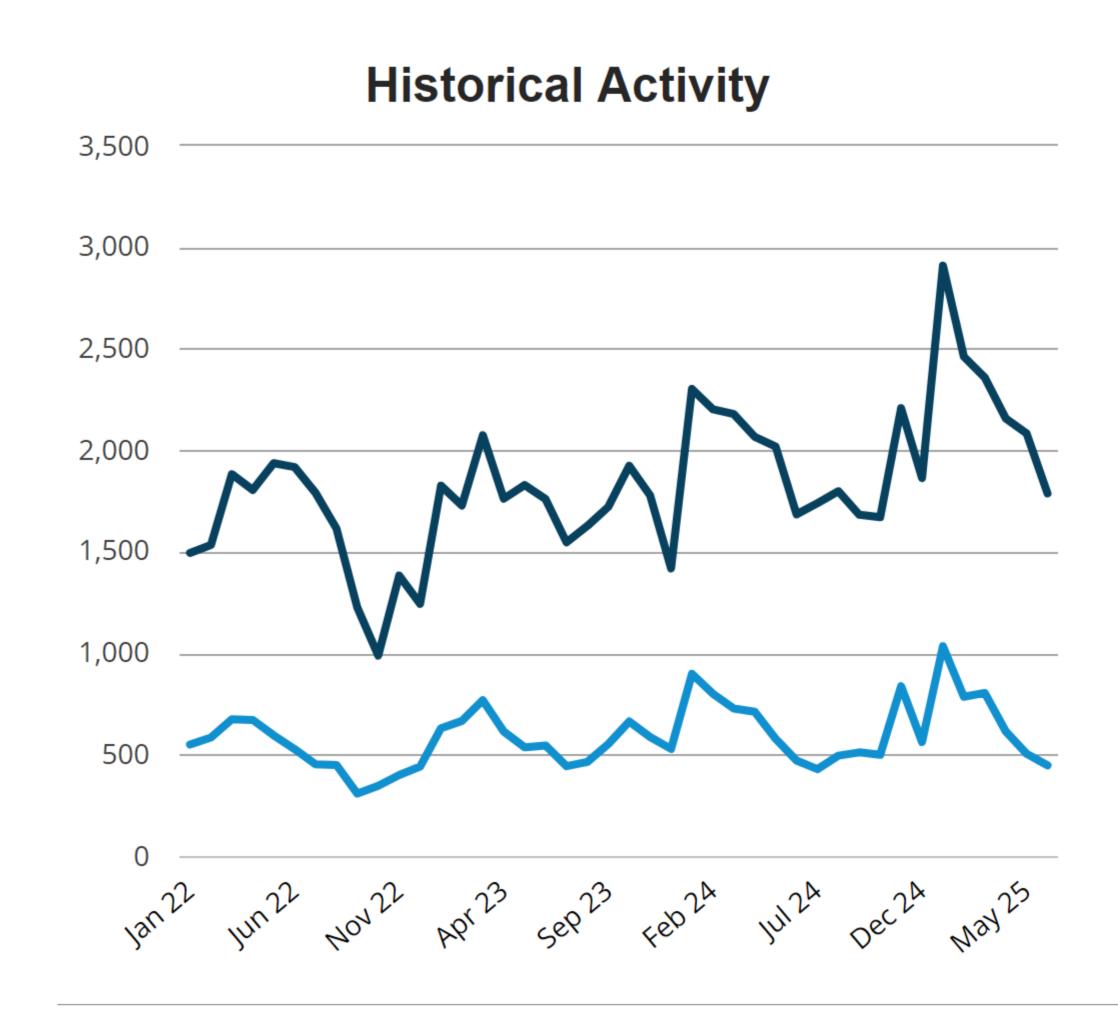
New Listings

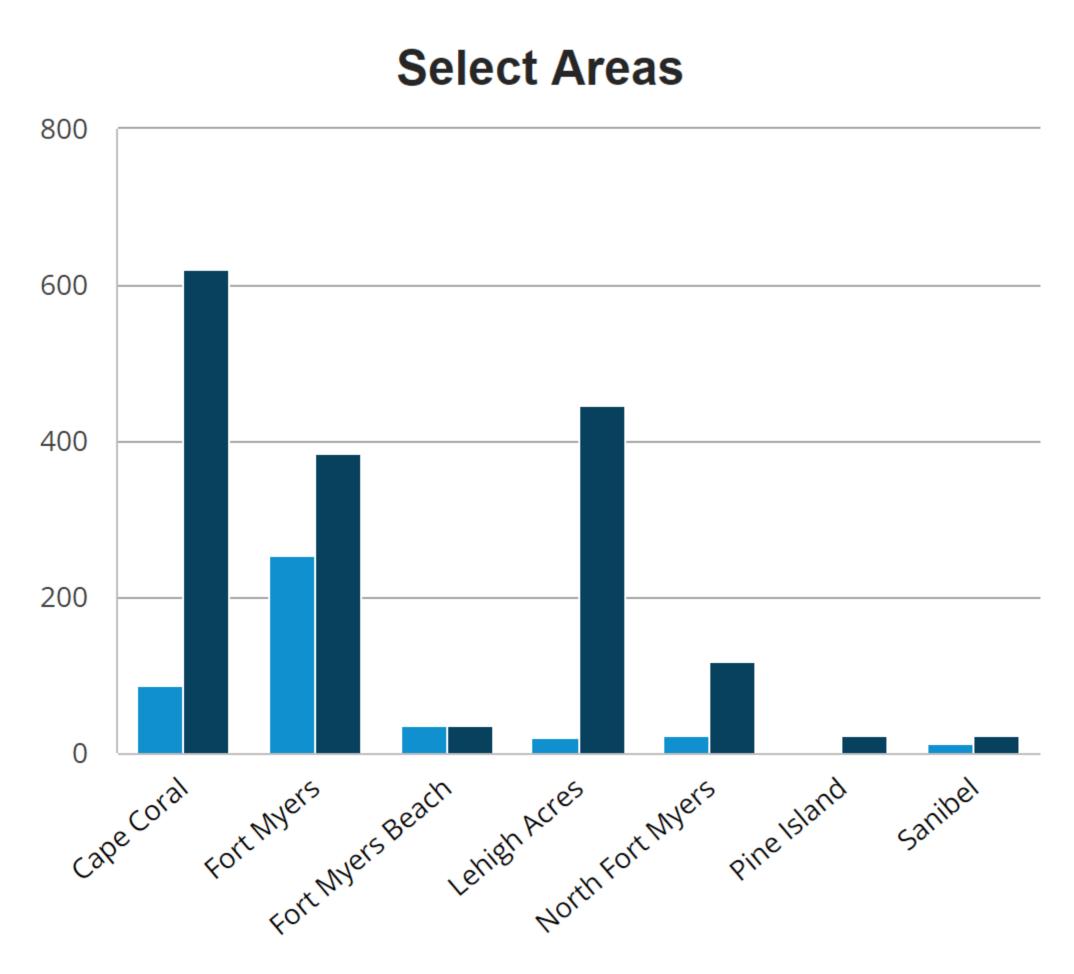
June 2025

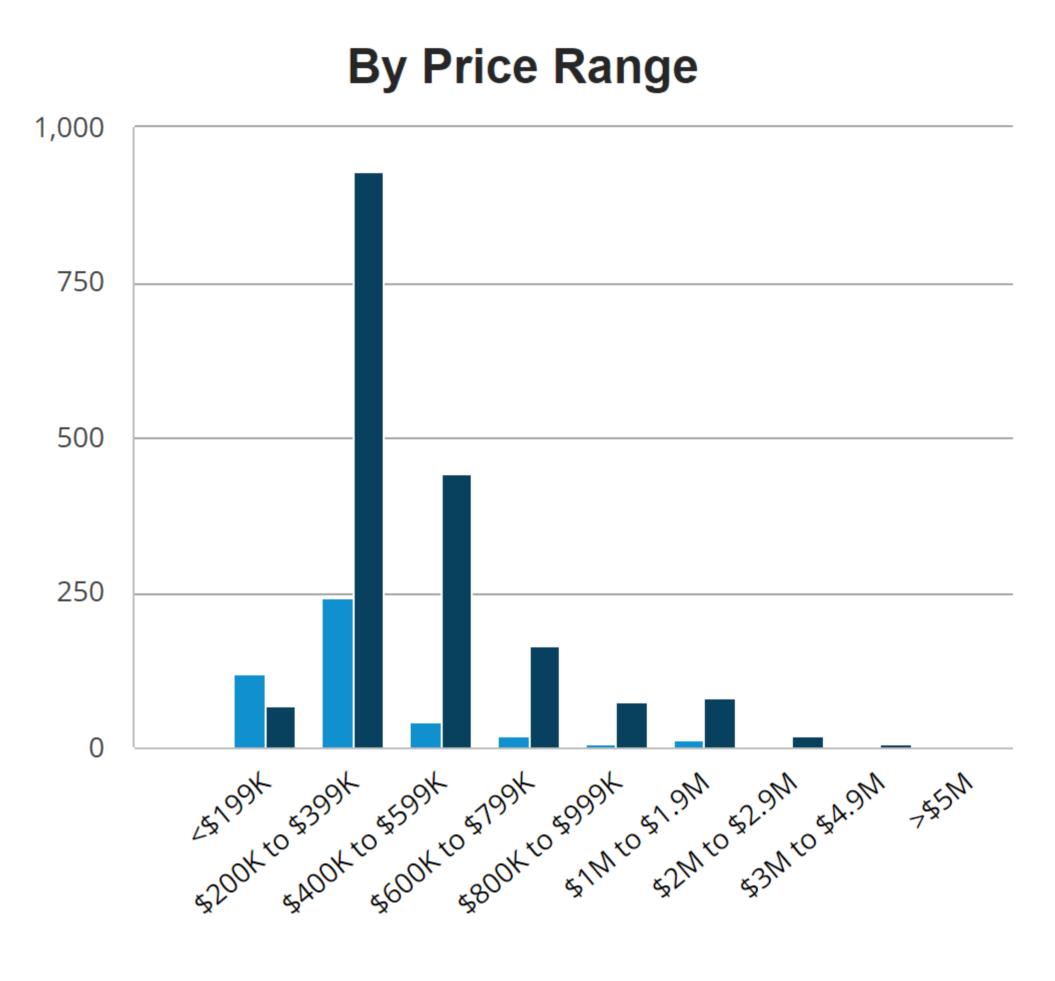


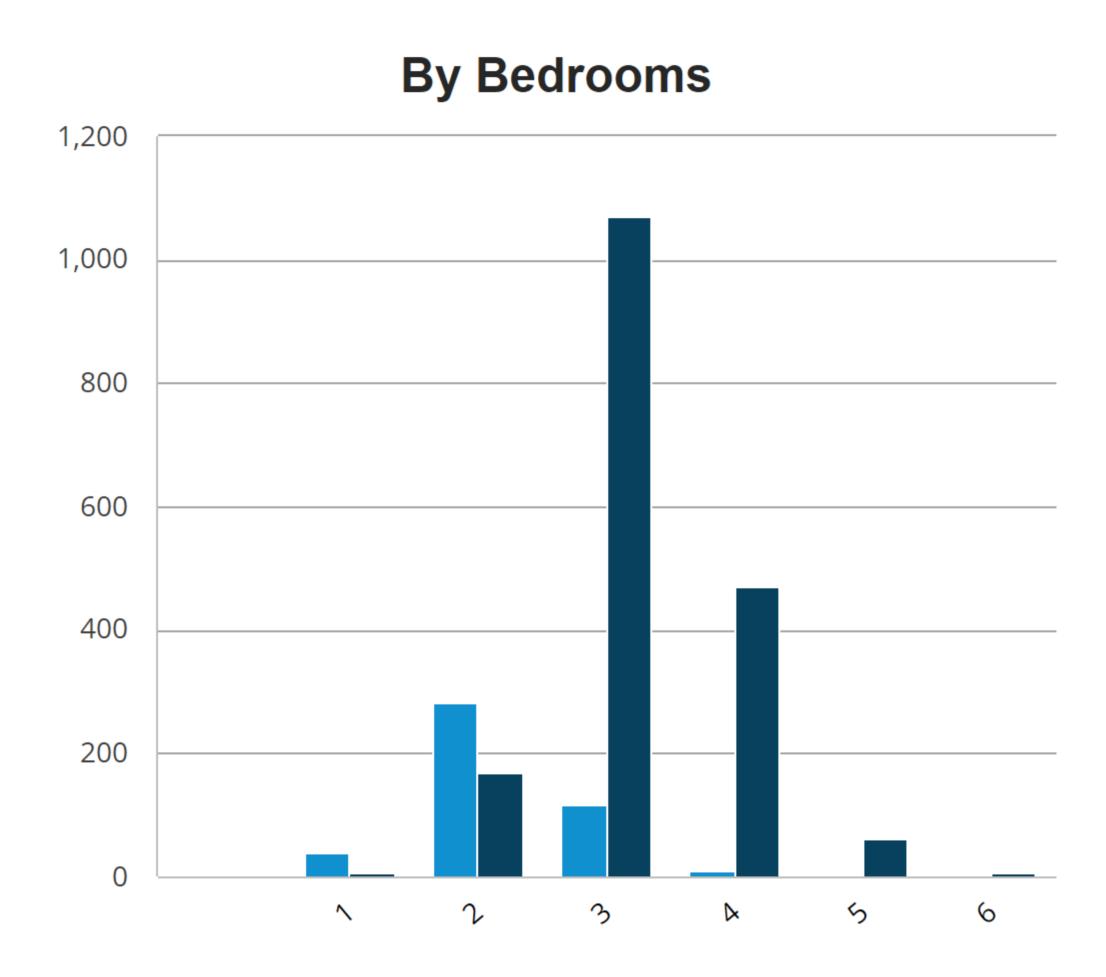
The number of properties listed regardless of current status.

	June 2025	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,787	> -14.2 %		↑ 10.5%
CONDO	447	> −11.3%	> -5.1%	









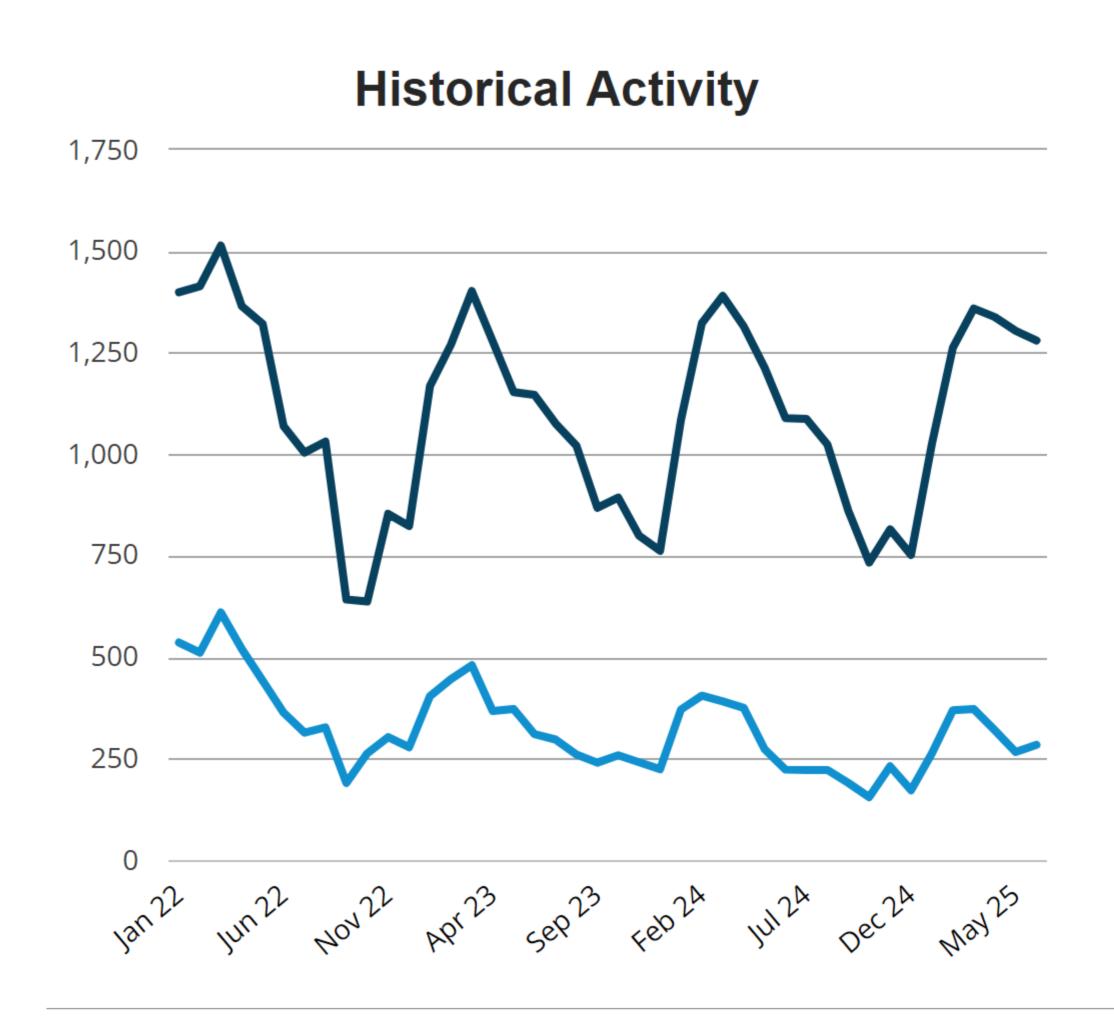
Pending Sales

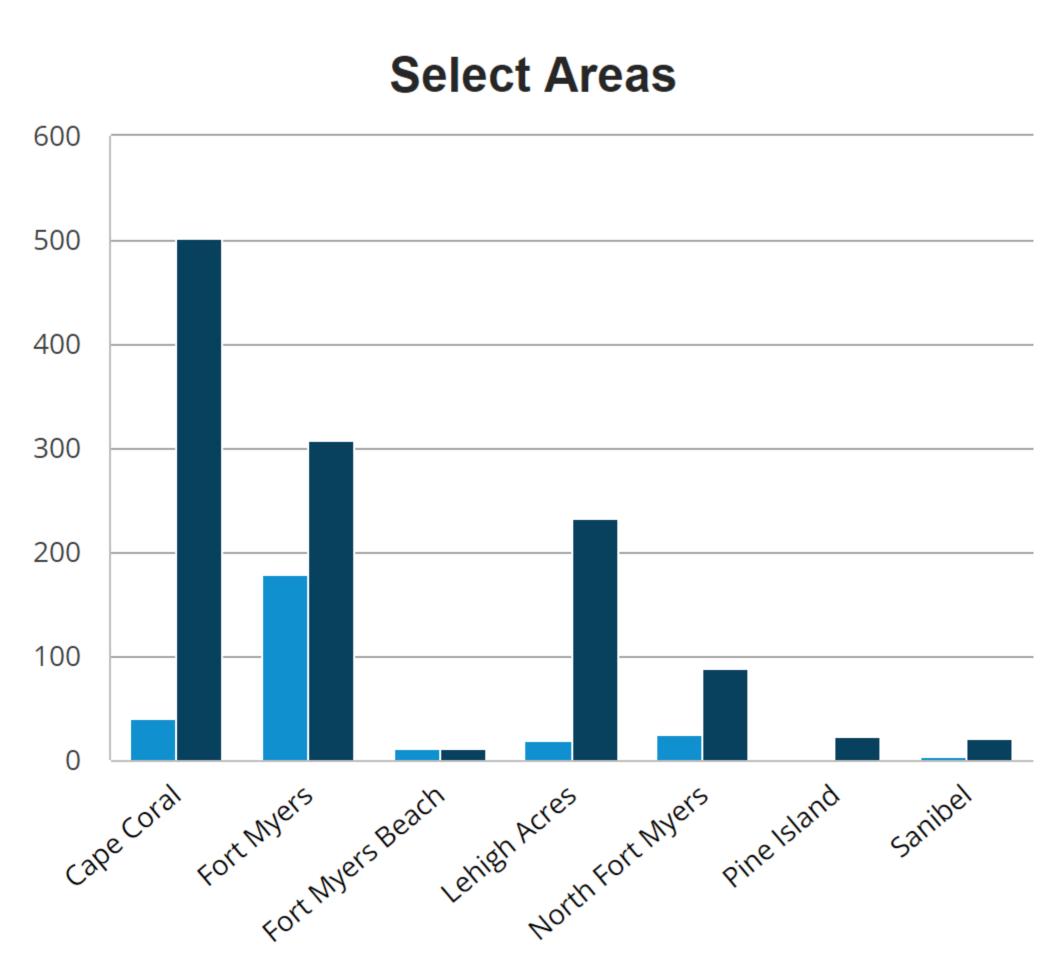


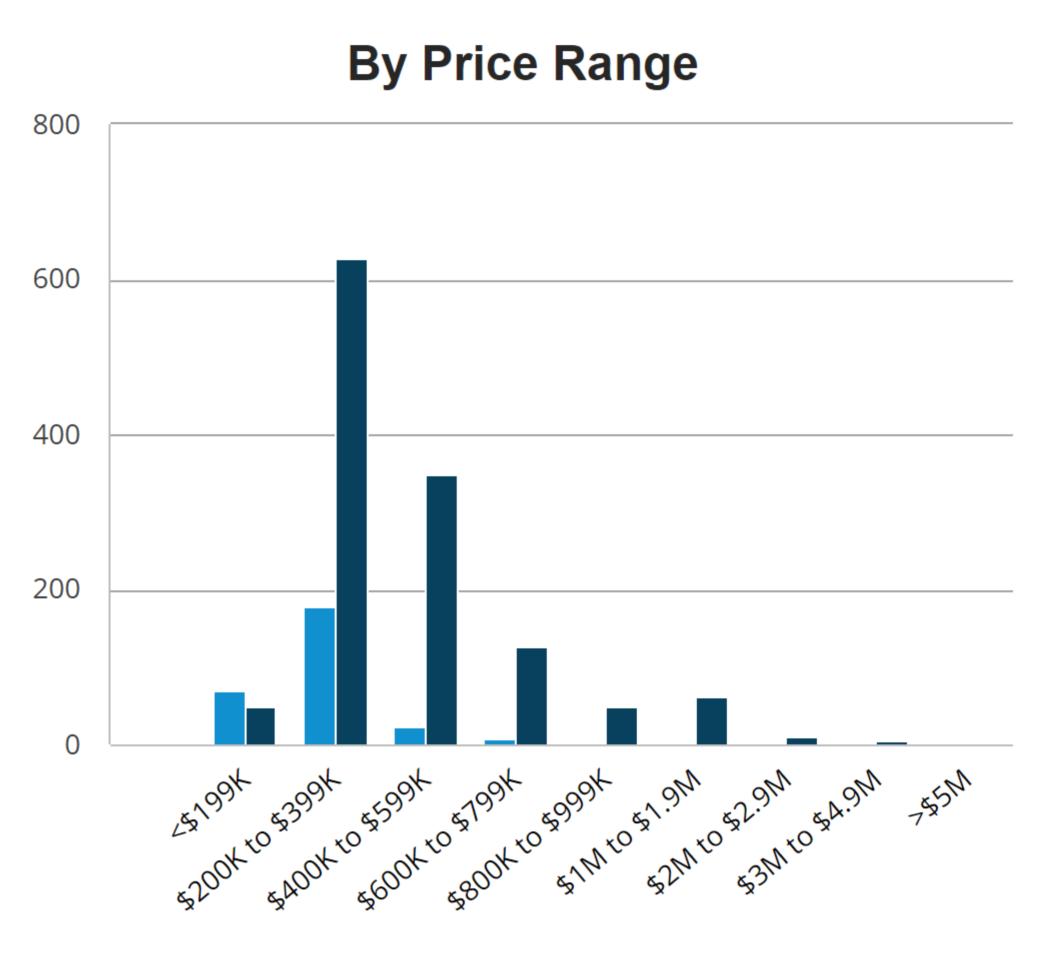


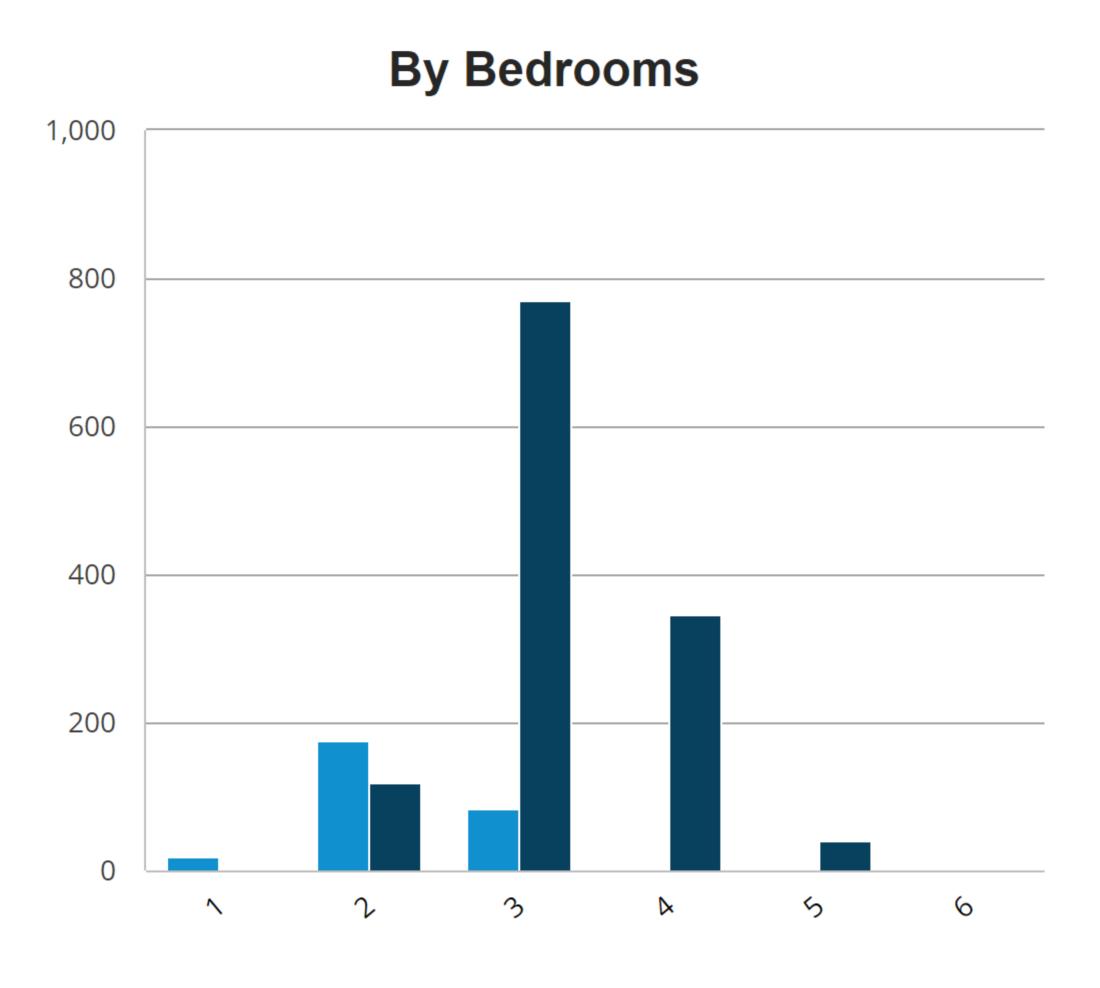
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	June 2025	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,280	> -1.8%	↑ 17.5%	≈ 2.1%
CONDO	284			3.0% 3.0









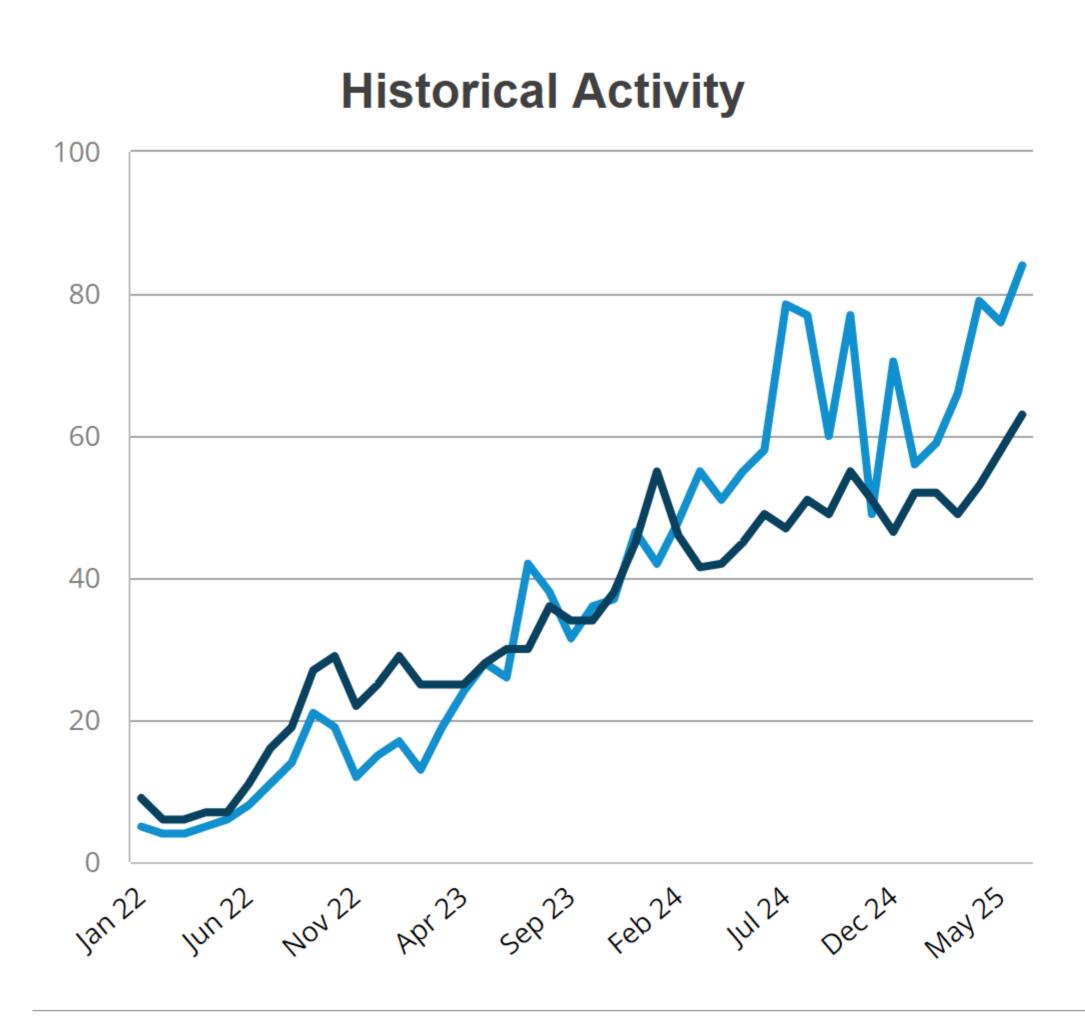
Days on Market

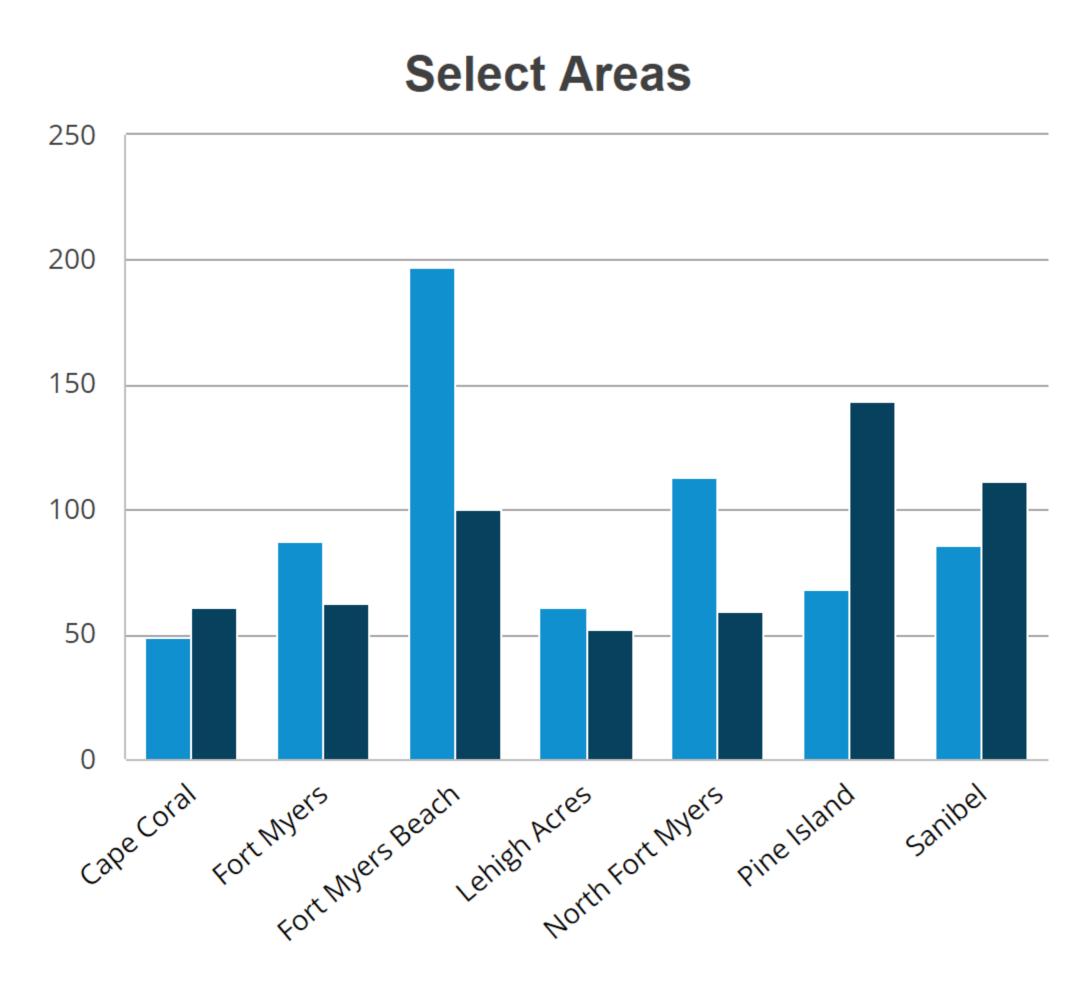
June 2025

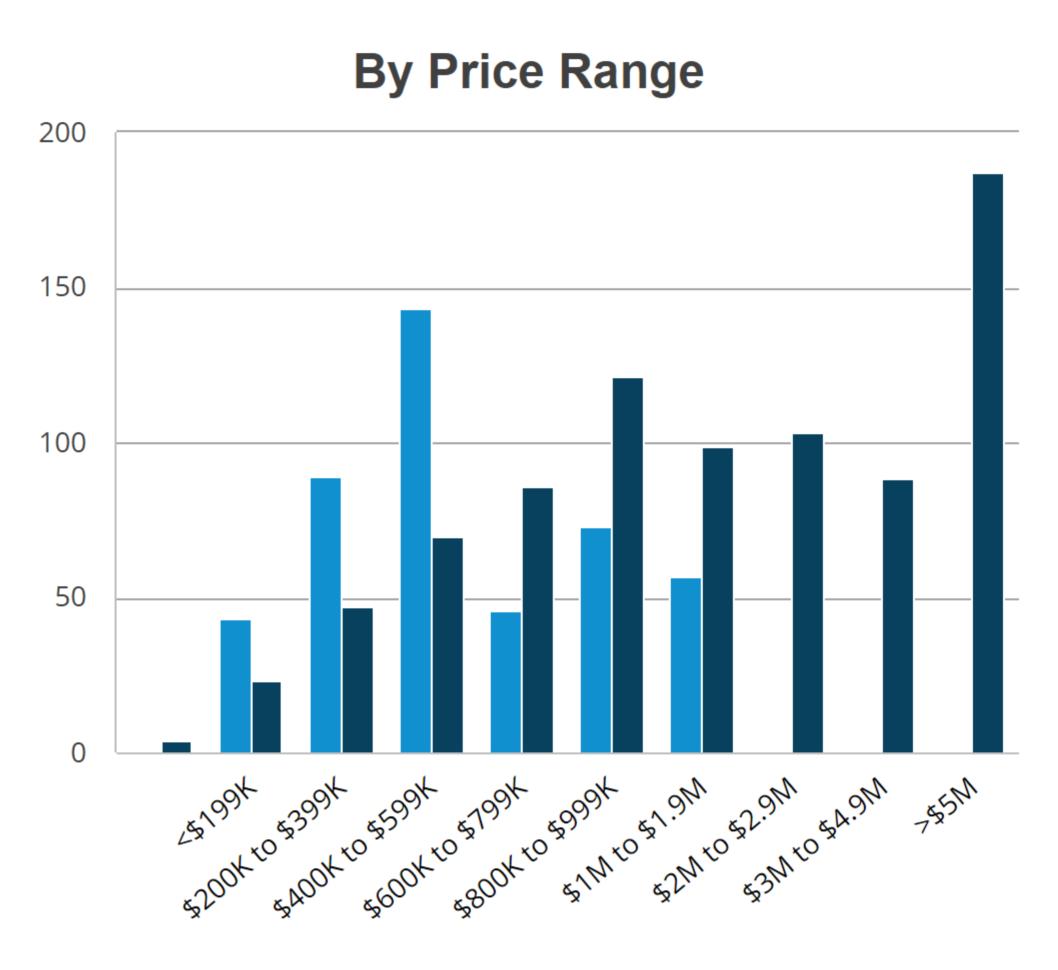


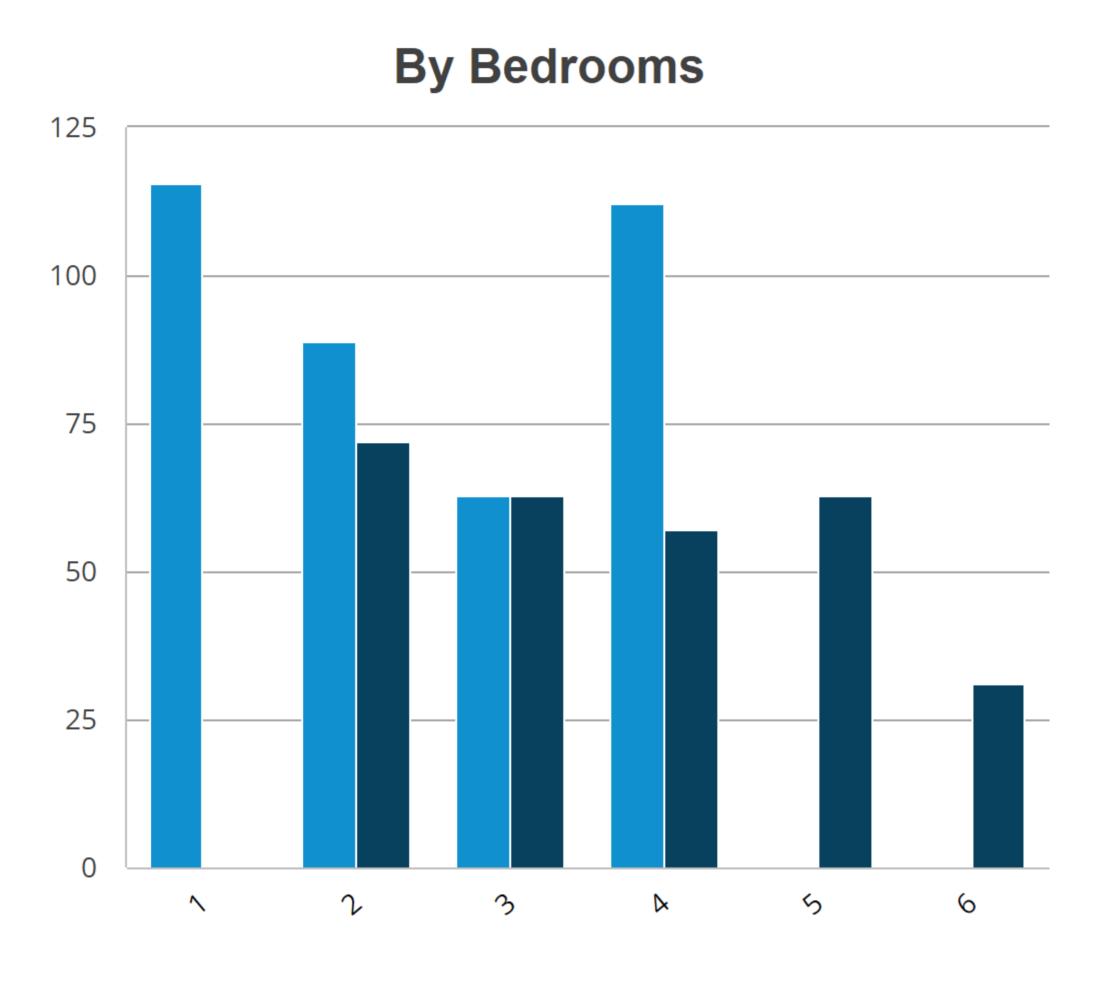
The median number of days between when a property is listed and the purchase contract date.

	June 2025	Month over Month Change	Year over Year Change	Year to Date Change
SFH	63			↑ 19.6%
CONDO	84	↑ 10.5%	44.8%	









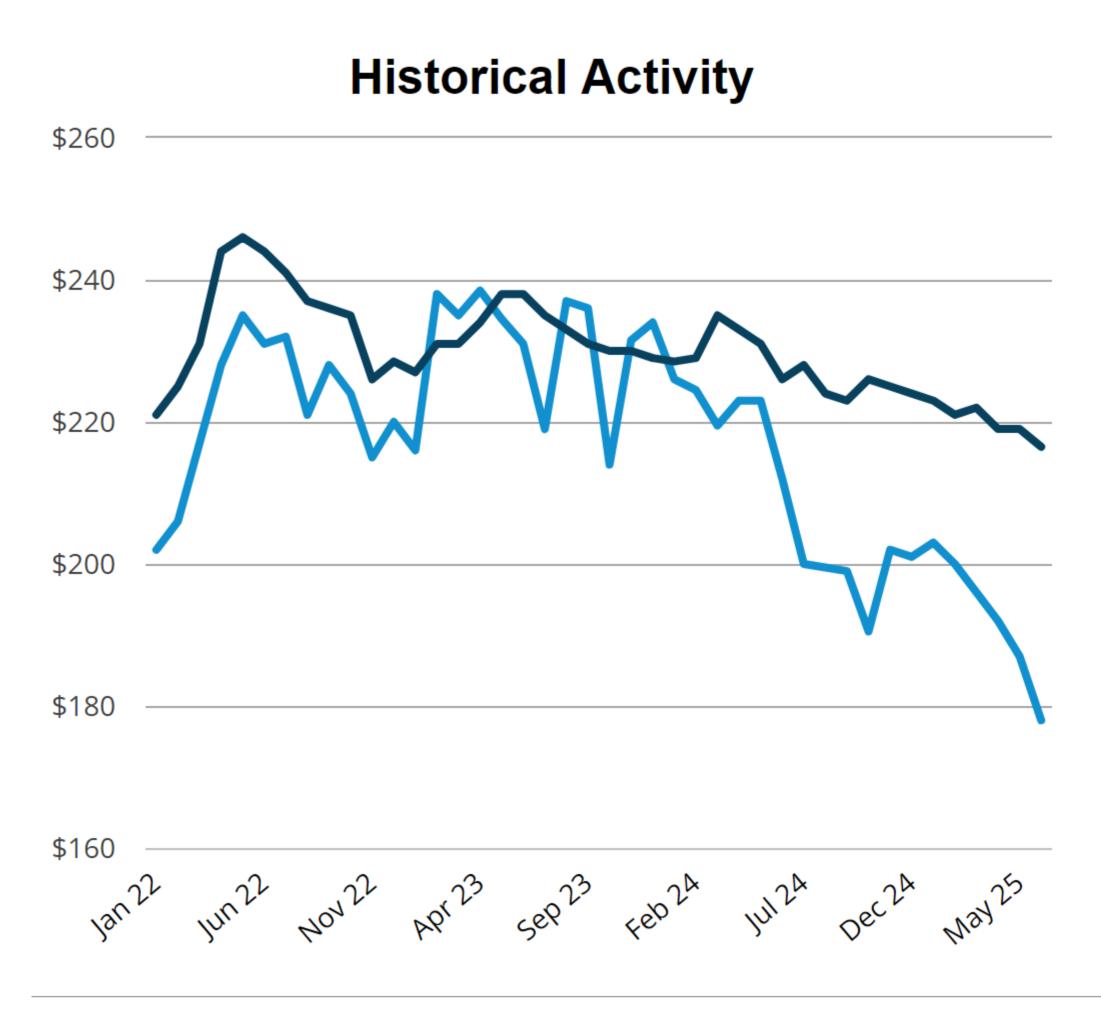
Price per Square Foot

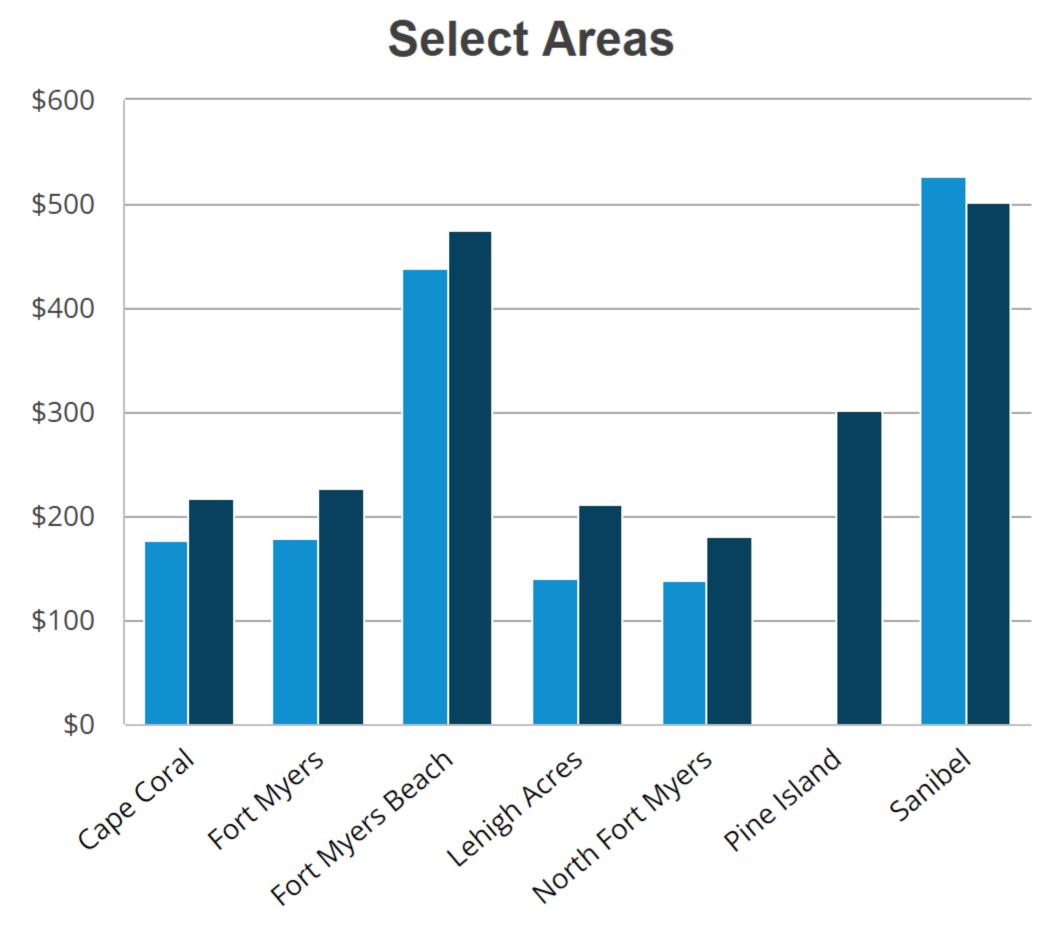


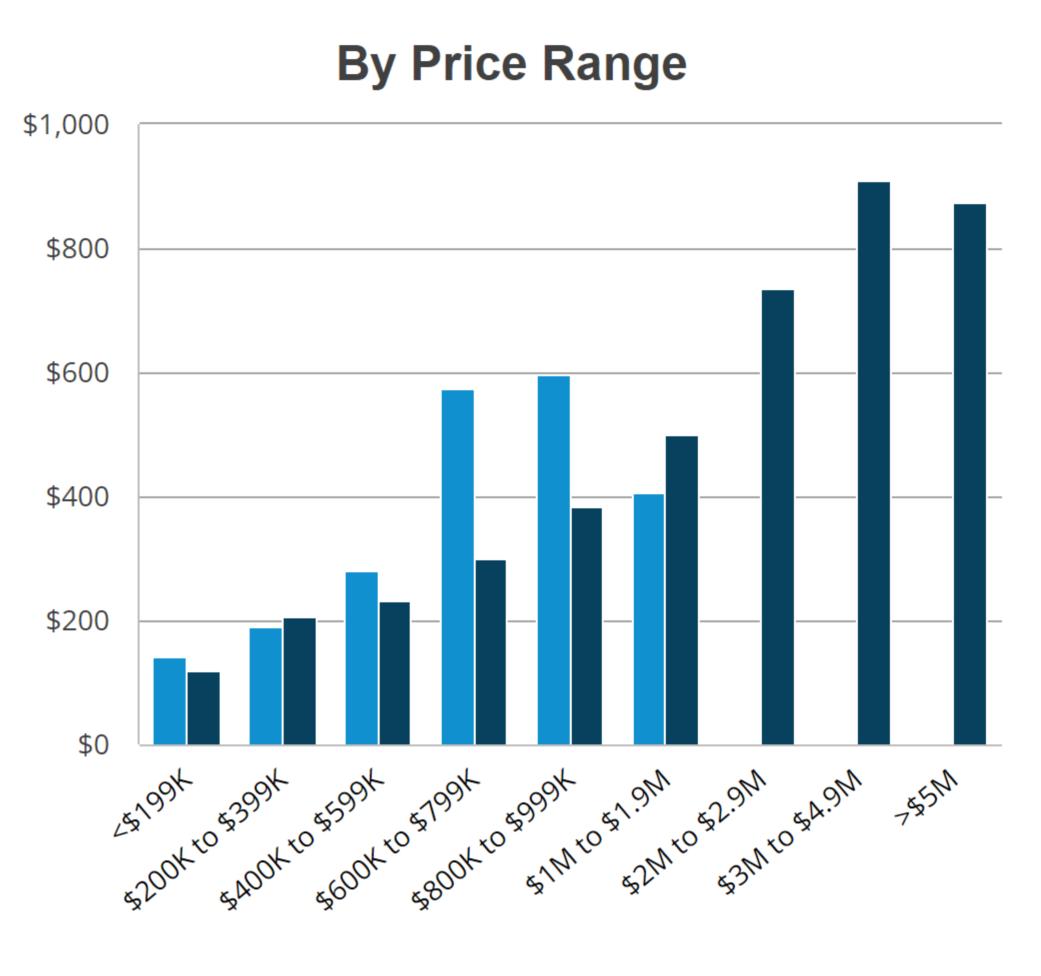
June 2025

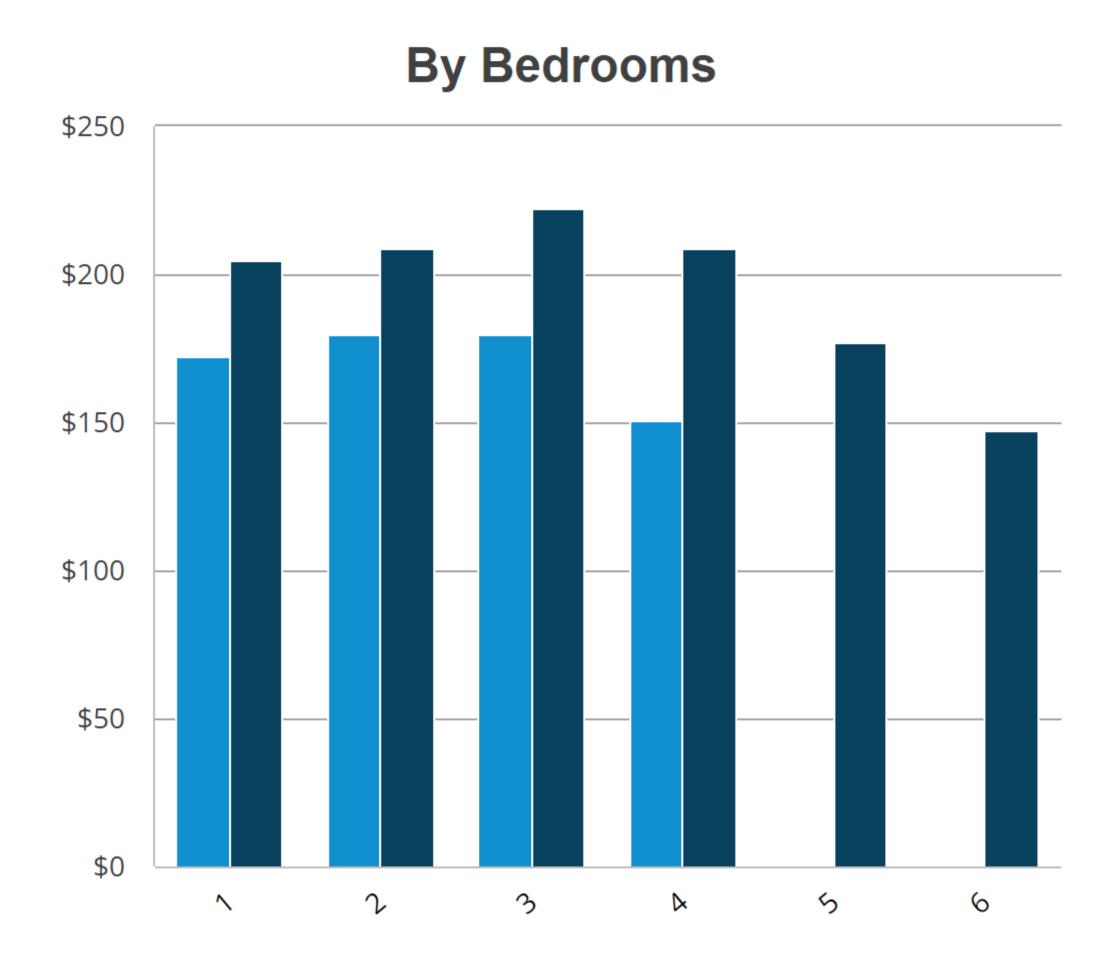
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	June 2025	Month ov	er Month Change	Year	over Year Change	Year	to Date Change
SFH	\$217	×	-1.1%	×	-4.2%	×	-4.3%
CONDO	\$178	×	-4.8%	*	-16.0%	×	-13.1%









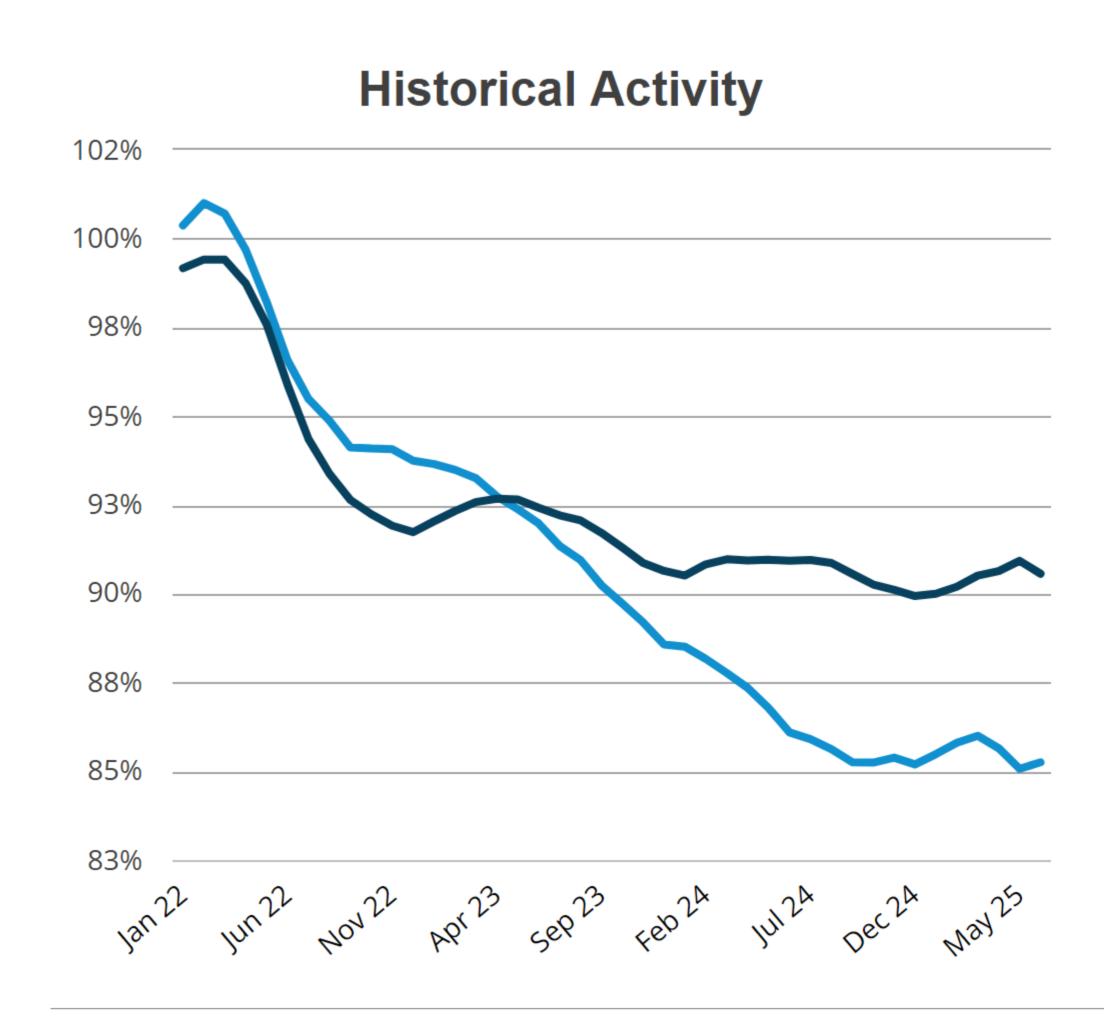
Percent of Original Price Received

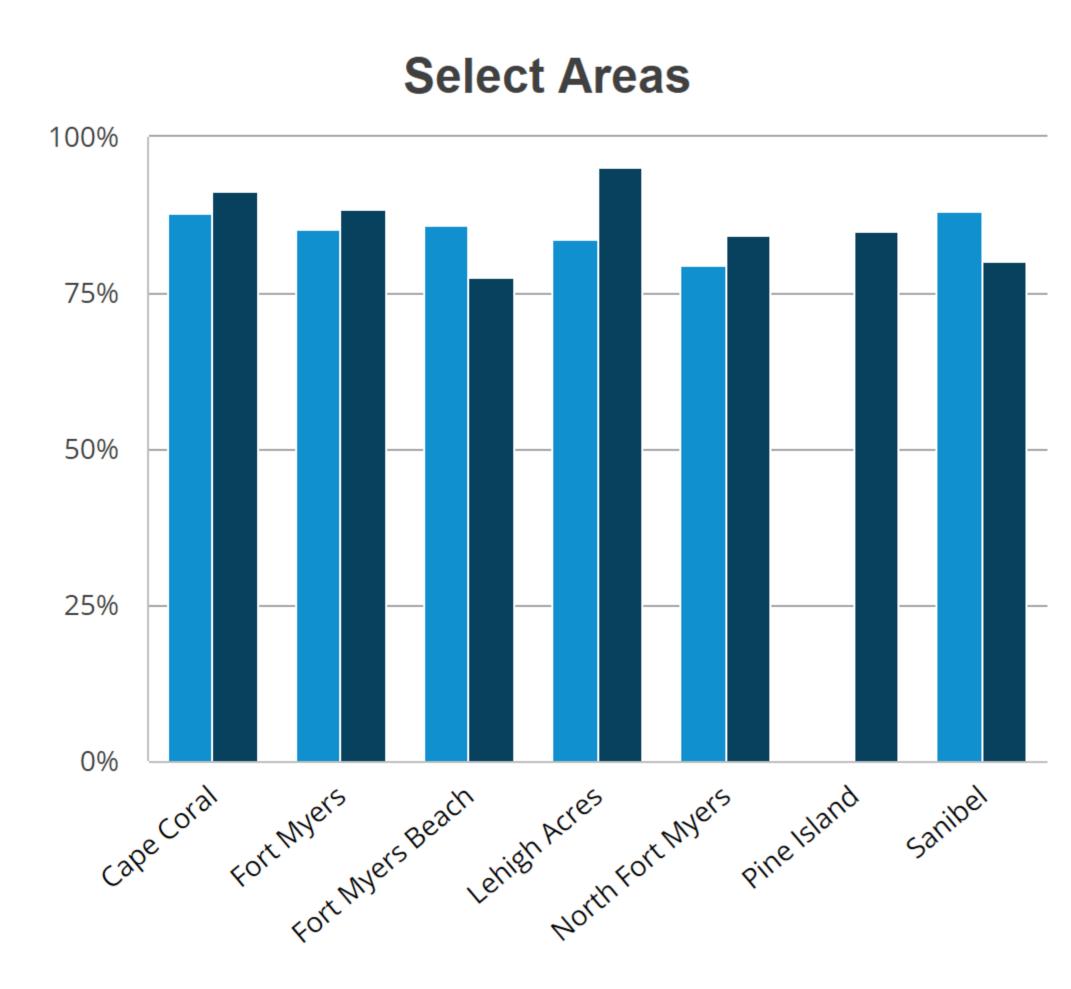


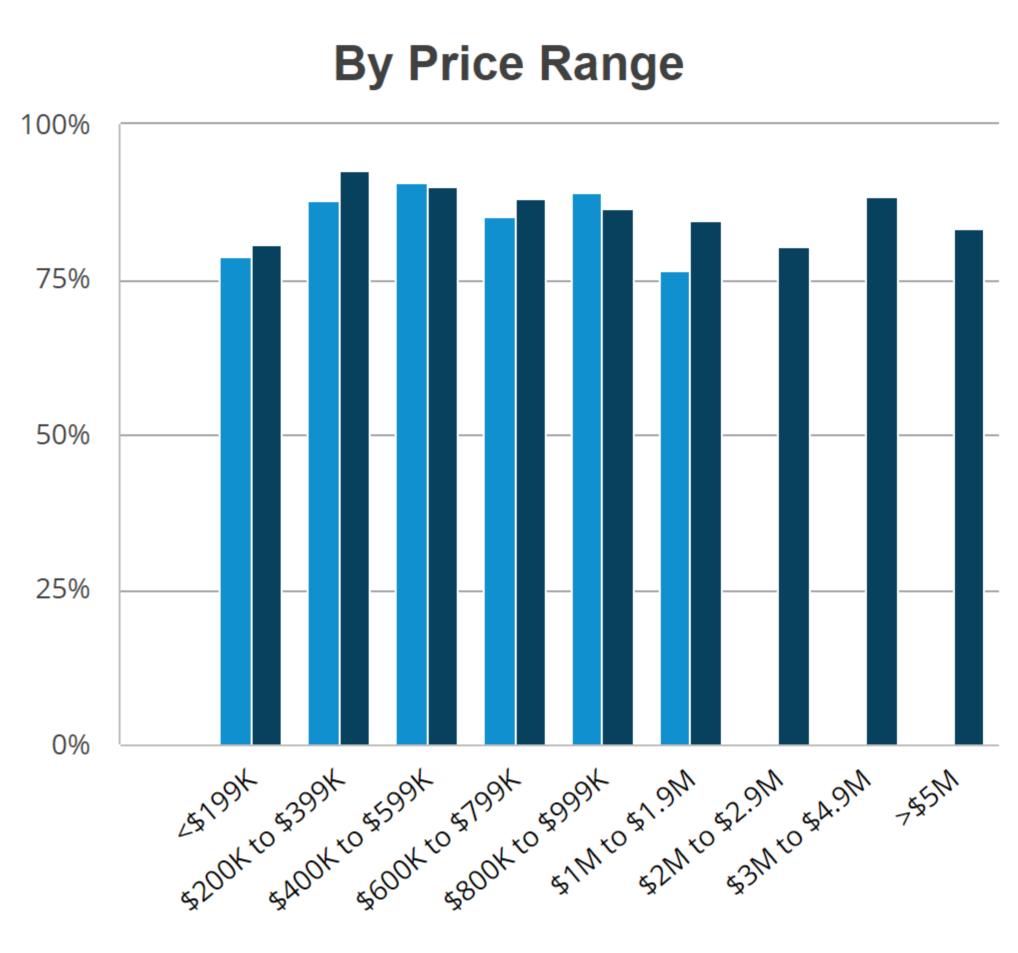
June 2025

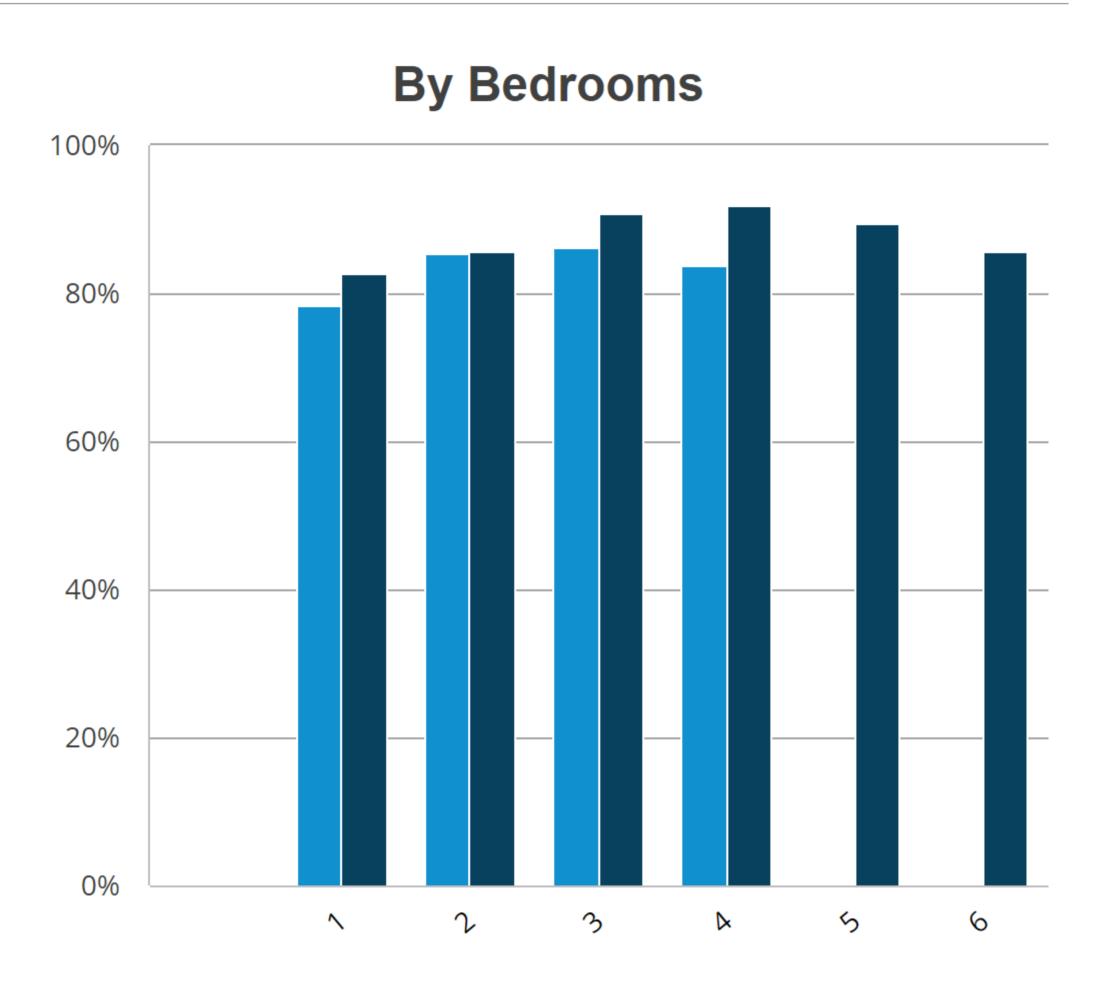
The average of the sales price divided by the original list price expressed as a percentage.

	June 2025	Month ov	er Month Change	Year o	ver Year Change	Year	to Date Change
SFH	90.6%	×	-0.4%	×	-0.4%	×	-0.5%
CONDO	85.3%	^	0.2%	*	-1.0%	*	-2.1%









Active Inventory

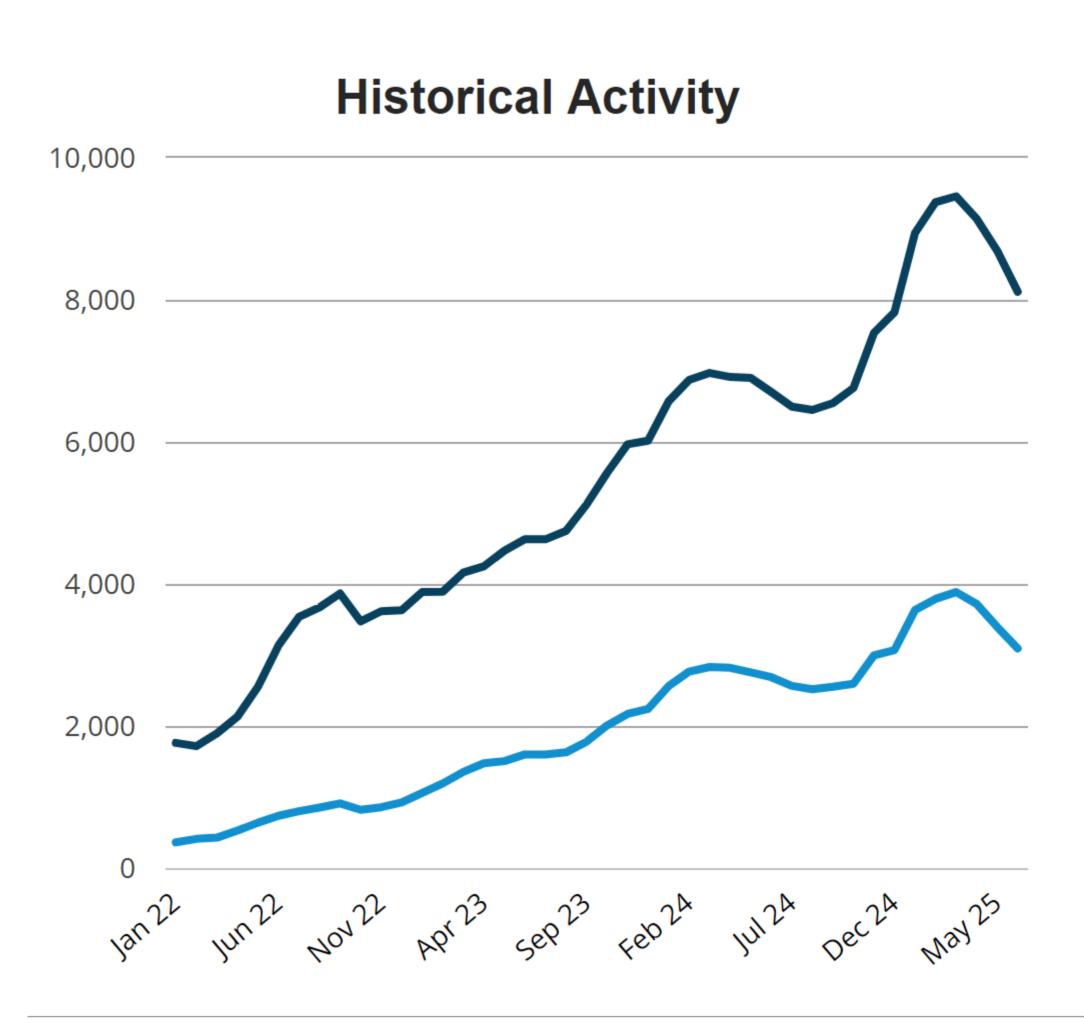


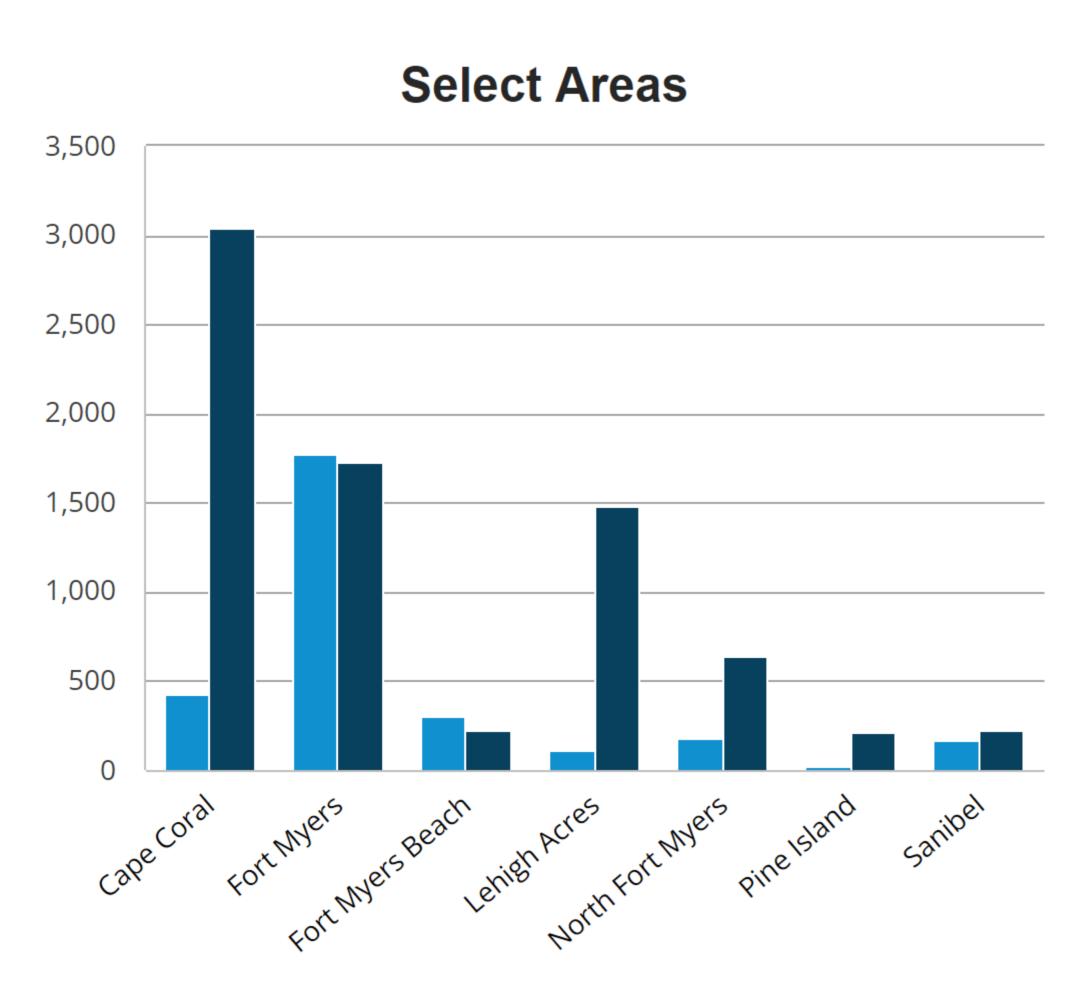


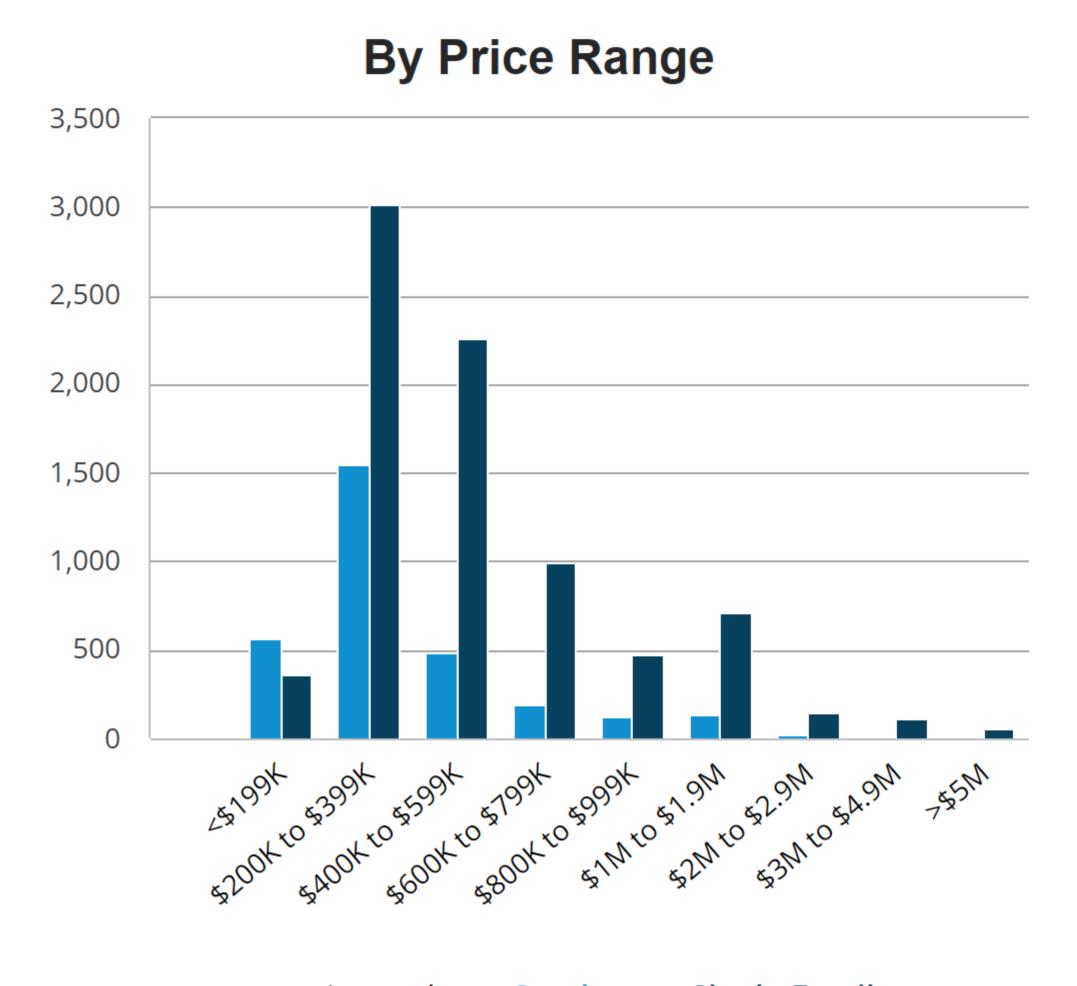
June 2025

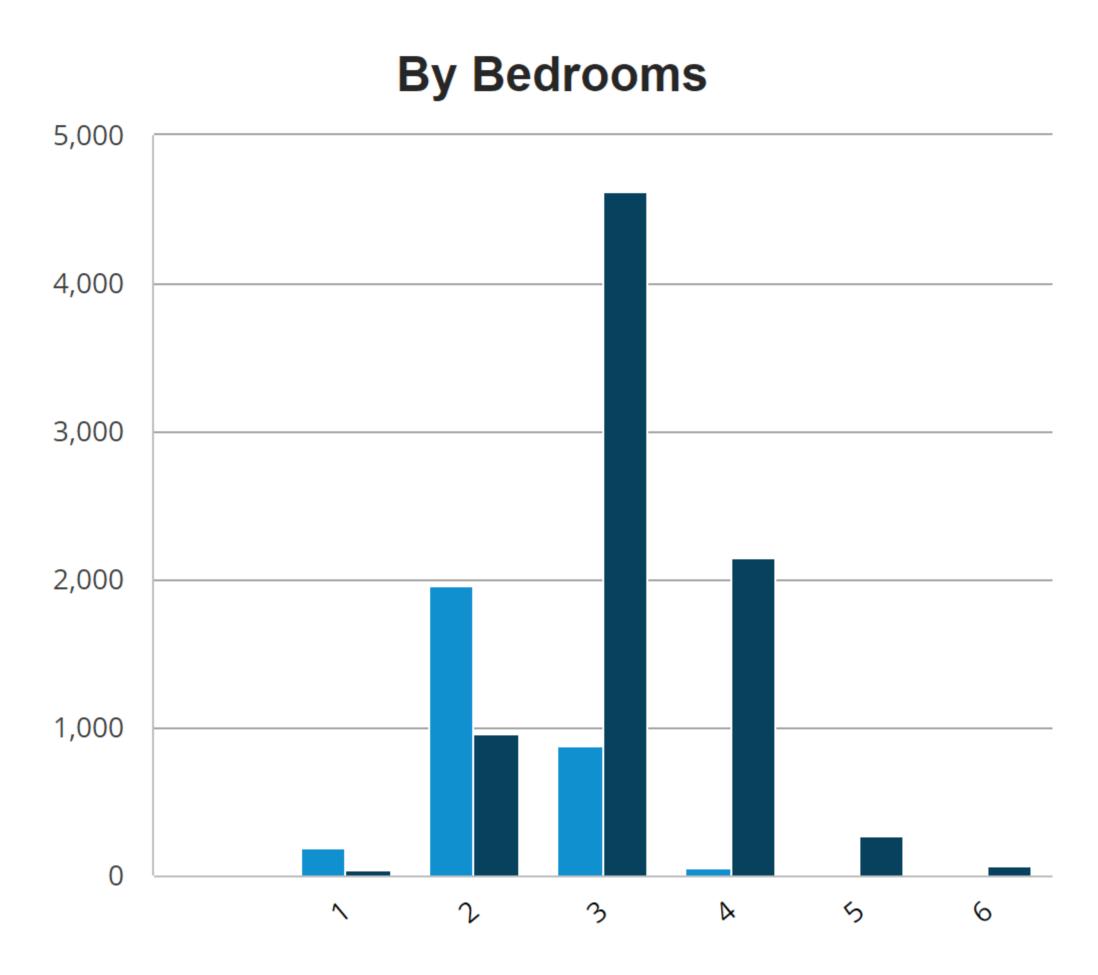
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	June 2025	Month ov	er Month Change	Year	over Year Change	Year to Date Change
SFH	8,114	×	-6.7%	☆	21.1%	
CONDO	3,092	×	-8.9%	^	15.1%	









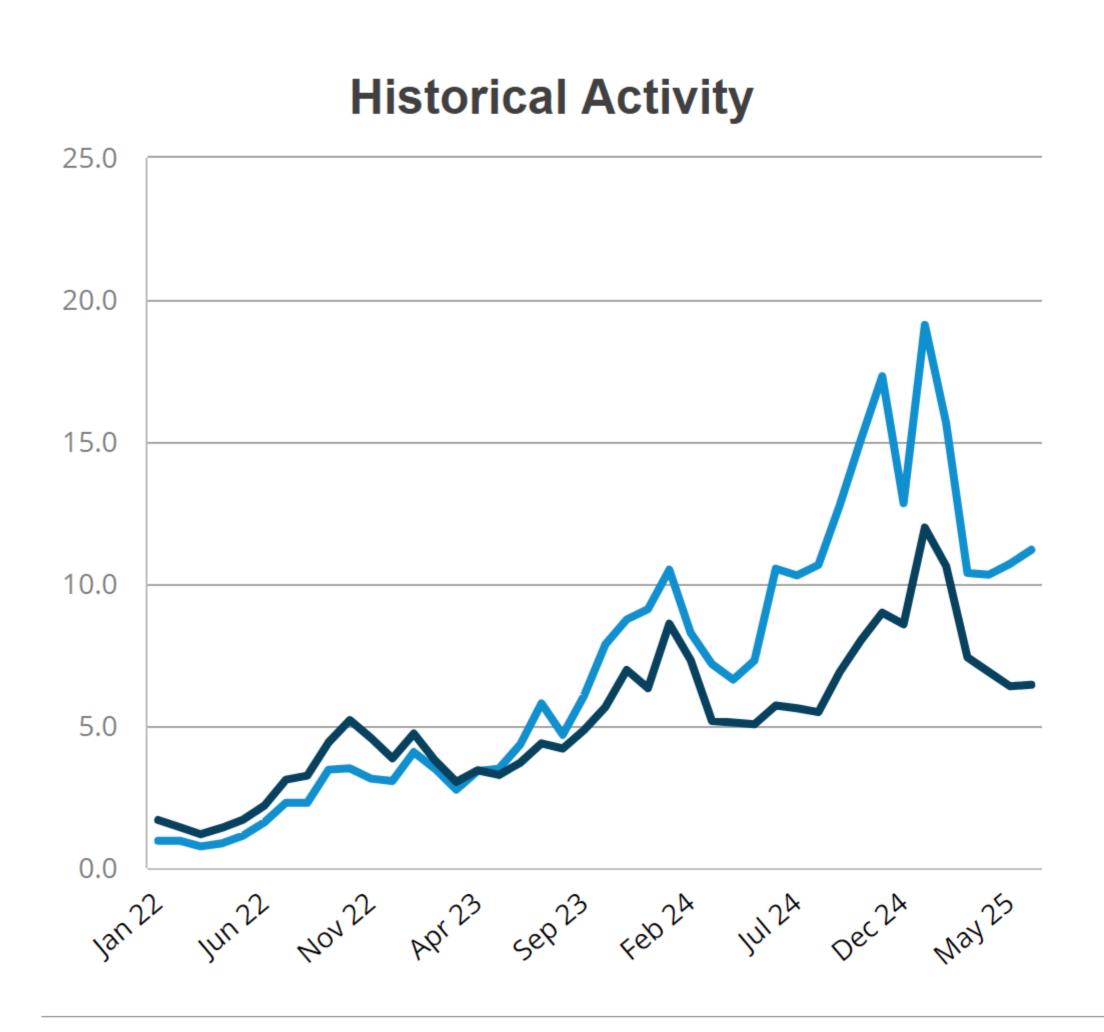
Months Supply of Inventory

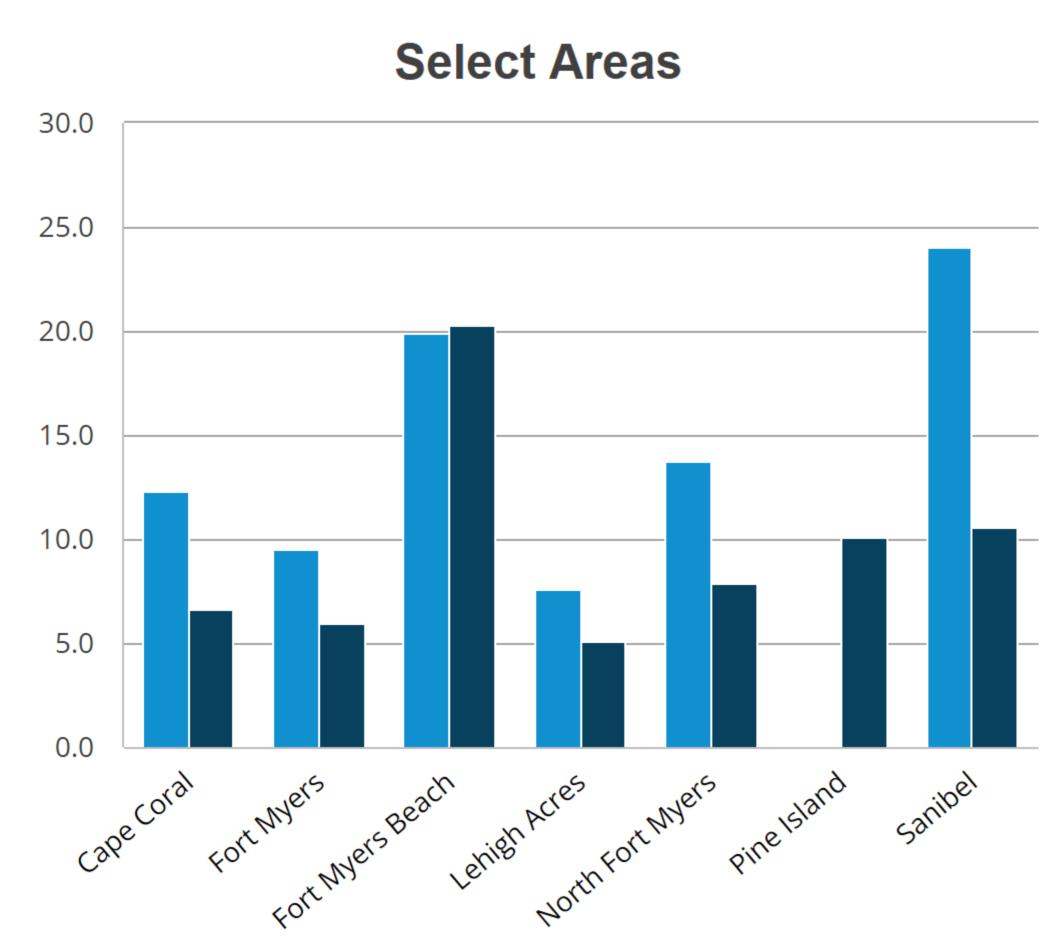


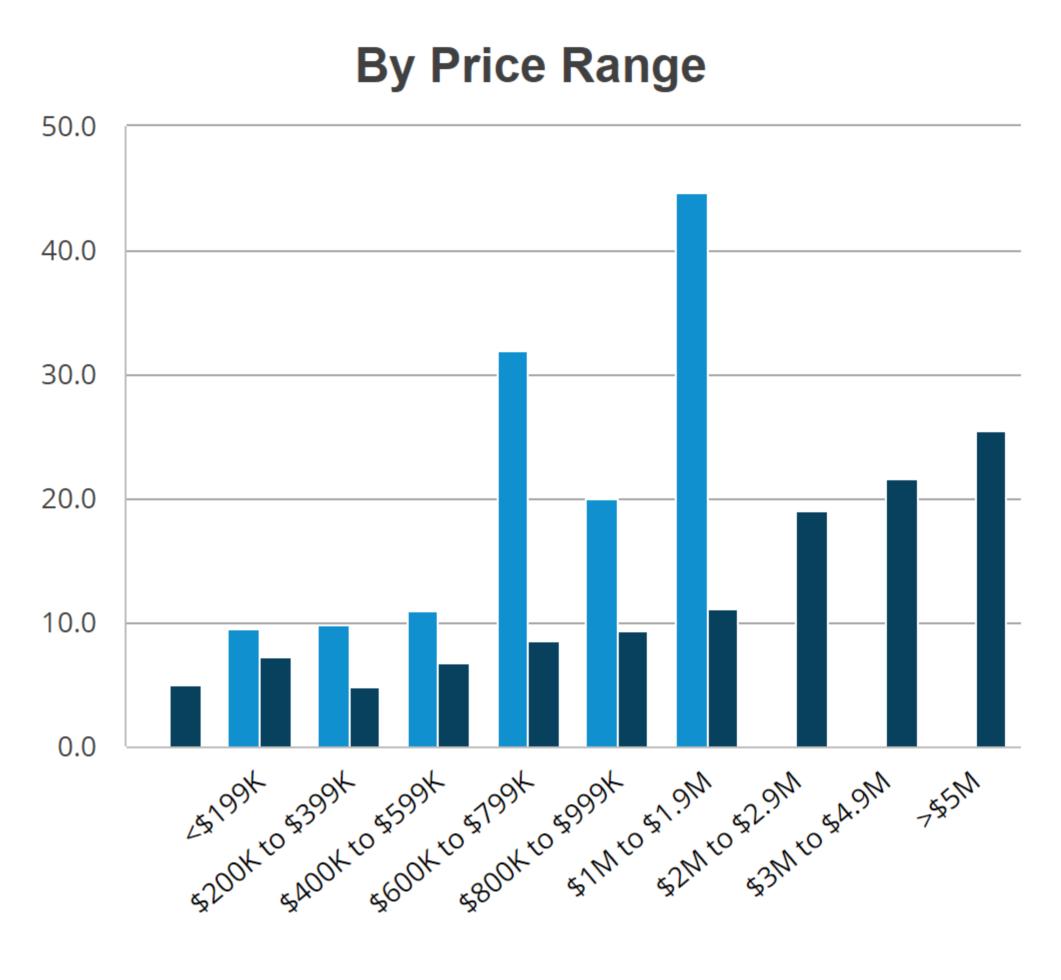
June 2025

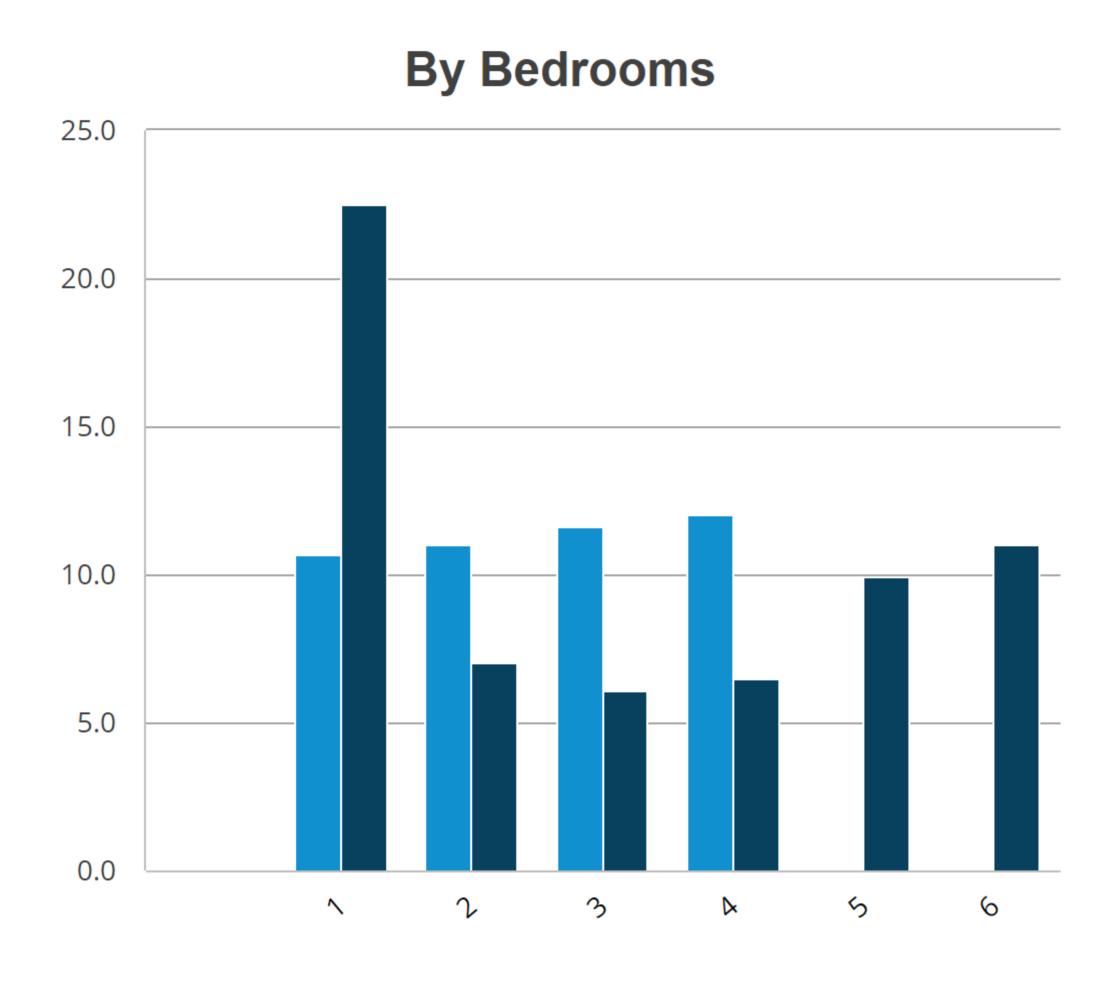
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	June 2025	Month ov	er Month Change	ge Year over Year Change		Year to Date Change
SFH	6.4		0.8%	☆	12.8%	
CONDO	11.2	☆	4.6%	^	6.3%	









Cape Coral Region

June 2025



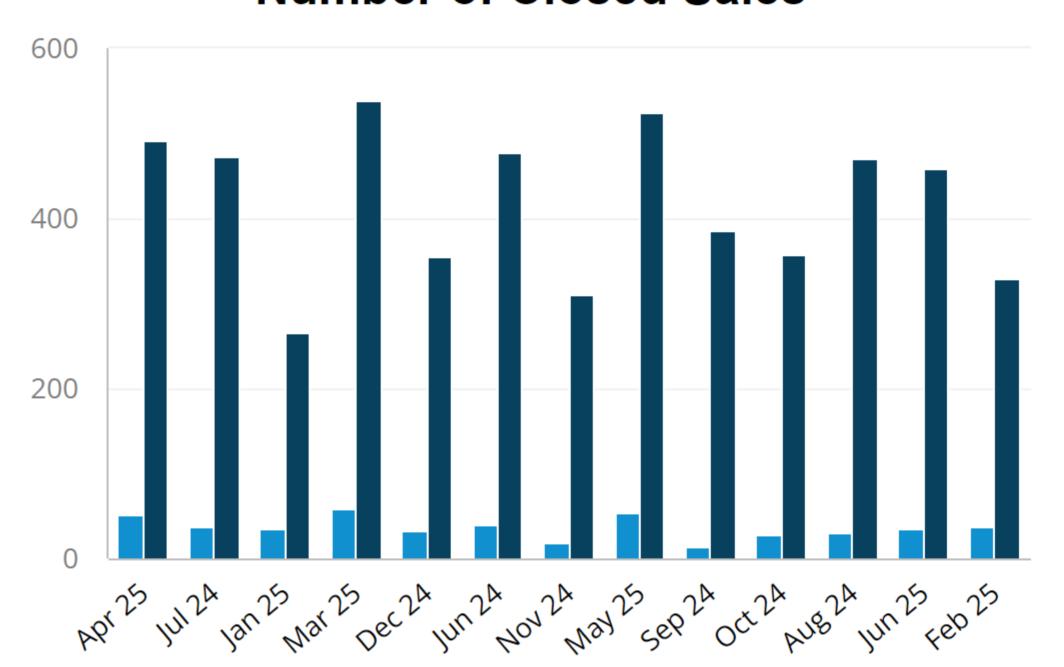
Single Family Homes

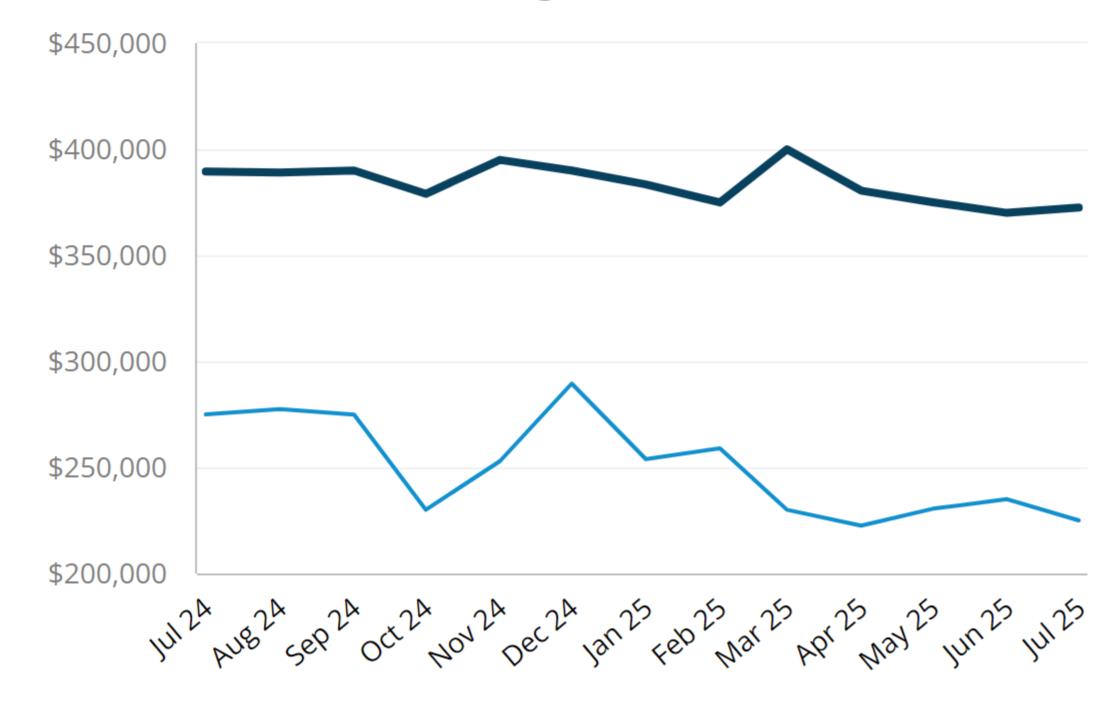
	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$372,500	\$389,500	> -4.4%	\$370,000	≈ 0.7%	\$377,000	\$405,000	> -6.9%
Closed Sales	459	478	> -4.0%	524	> -12.4%	2,609	2,778	> -6.1%
New Listings	621	692	> -10.3%	772	> -19.6%	5,092	5,190	> -1.9%
Pending Sales	501	440	☆ 13.9%	495	☆ 1.2%	2,939	3,001	> -2.1%
Median Days on Market	61	57	≈8.0%	55	☆ 10.9%	56	50	☆ 12.0%
Sold Price per Square Foot	\$218	\$231	> -5.6%	\$220	> -0.9%	\$221	\$236	> -6.4%
Percent of Original Price Rec'd	91.5%	93.0%	> -1.6%	91.5%	≈ 0.0%	91.8%	92.9%	> -1.2%
Active Inventory	3,040	2,833	☆ 7.3%	3,308	> -8.1%			
Months Supply of Inventory	6.6	5.9	☆ 11.7%	6.3	☆ 4.9%			

Condominiums

	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$225,000	\$275,000	> -18.2%	\$235,000	> -4.3%	\$234,950	\$262,000	> -10.3%
Closed Sales	35	39	> -10.3%	53	> -34.0%	270	289	> -6.6%
New Listings	87	76	☆ 14.5%	77	☆ 13.0%	604	618	> -2.3%
Pending Sales	41	38	☆ 7.9%	41	>> 0.0%	277	291	以 -4.8%
Median Days on Market	49	71	> -30.5%	66	> -25.8%	66	71	> -7.0%
Sold Price per Square Foot	\$177	\$212	> -16.5%	\$179	> -1.1%	\$180	\$204	> -11.8%
Percent of Original Price Rec'd	87.0%	88.1%	> -1.3%	83.8%	≈ 3.8%	86.1%	88.6%	> -2.9%
Active Inventory	430	425	☆ 1.2%	440	> -2.3%			
Months Supply of Inventory	12.3	10.9	☆ 12.7%	8.3	☆ 48.0%			

Number of Closed Sales





Fort Myers Region

June 2025



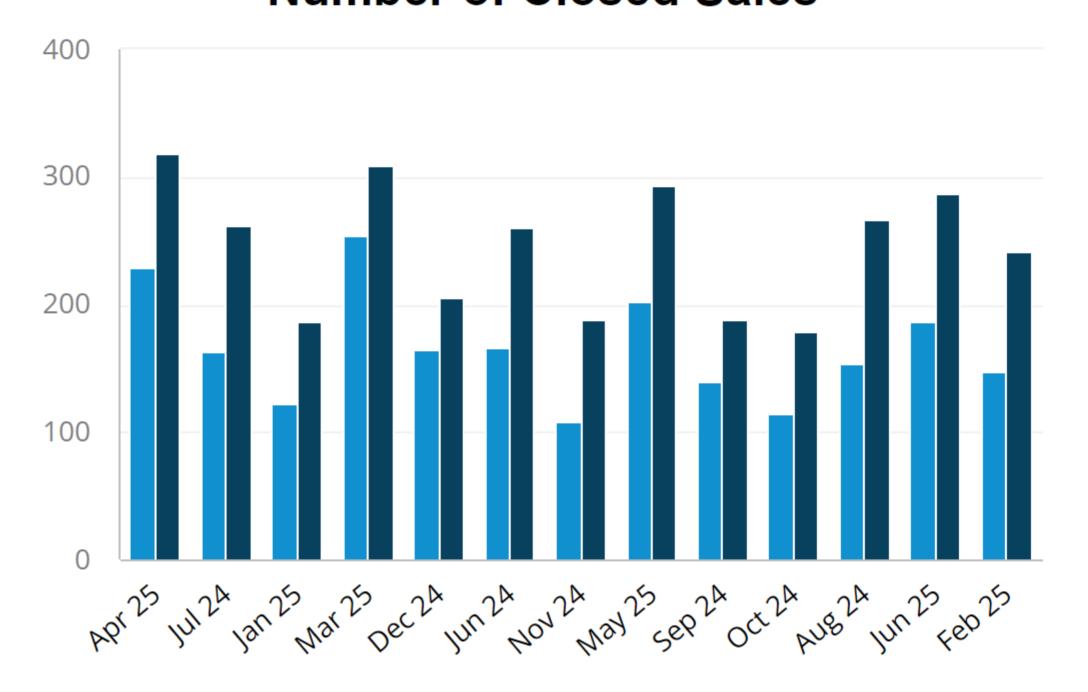
Single Family Homes

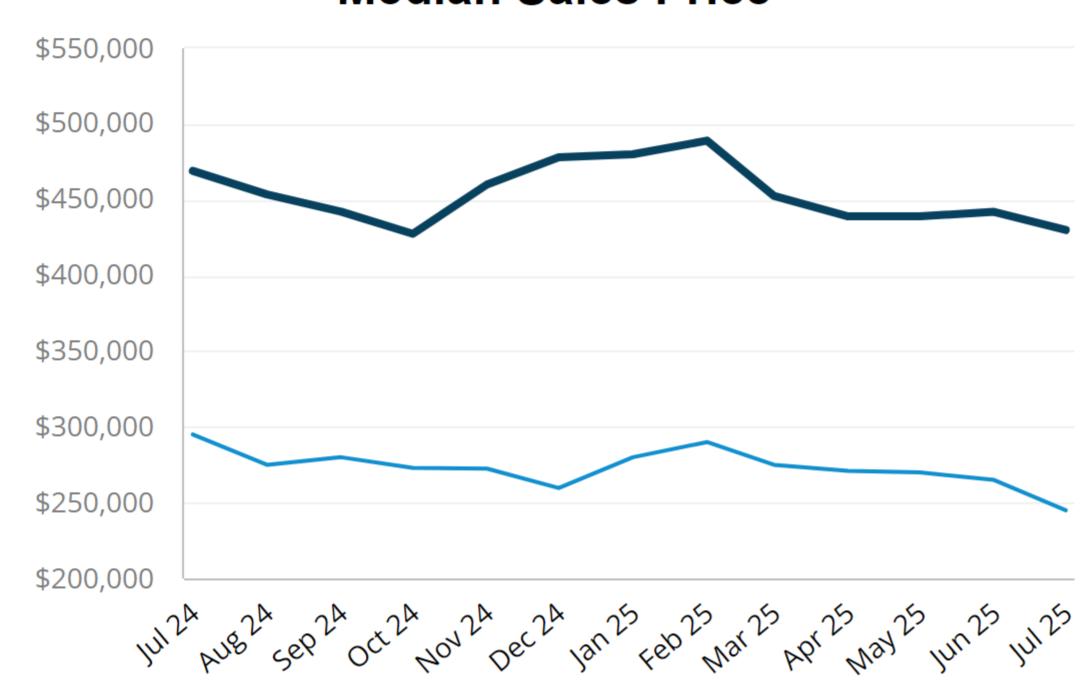
	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$430,000	\$469,000	> -8.3%	\$442,000	> -2.7%	\$447,250	\$475,000	> -5.8%
Closed Sales	287	261	☆ 10.0%	293	> -2.0%	1,636	1,619	☆ 1.1%
New Listings	385	368	☆ 4.6%	445	> -13.5%	3,128	2,773	☆ 12.8%
Pending Sales	308	234	☆ 31.6%	293	☆ 5.1%	1,776	1,708	≈ 4.0%
Median Days on Market	63	48	≈ 30.2%	71	> -12.0%	52	45	☆ 15.6%
Sold Price per Square Foot	\$226	\$249	> -9.2%	\$248	> -8.9%	\$242	\$257	> -5.8%
Percent of Original Price Rec'd	88.3%	91.9%	> -4.0%	90.6%	> -2.6%	90.3%	91.9%	> -1.7%
Active Inventory	1,722	1,406	≈ 22.5%	1,908	> -9.7%			
Months Supply of Inventory	6.0	5.4	☆ 11.4%	6.5	> -7.9%			

Condominiums

	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$245,000	\$295,000	> -16.9%	\$265,000	> -7.5%	\$269,750	\$304,500	> -11.4%
Closed Sales	187	166	☆ 12.7%	203	> -7.9%	1,144	1,344	以 -14.9%
New Listings	253	292	> -13.4%	303	> -16.5%	2,536	2,694	> -5.9%
Pending Sales	179	137	≈ 30.7%	167	☆ 7.2%	1,215	1,334	> -8.9%
Median Days on Market	87	50	☆ 74.0%	76	☆ 14.5%	70	50	☆ 40.0%
Sold Price per Square Foot	\$178	\$213	> -16.4%	\$187	以 -4.8%	\$195	\$223	以 -12.6%
Percent of Original Price Rec'd	85.7%	89.7%	> -4.4%	85.6%	≈ 0.1%	87.7%	91.2%	> -3.9%
Active Inventory	1,777	1,643	≈8.2%	1,994	> -10.9%			
Months Supply of Inventory	9.5	9.9	> -4.0%	9.8	> -3.3%			

Number of Closed Sales





Fort Myers Beach Region





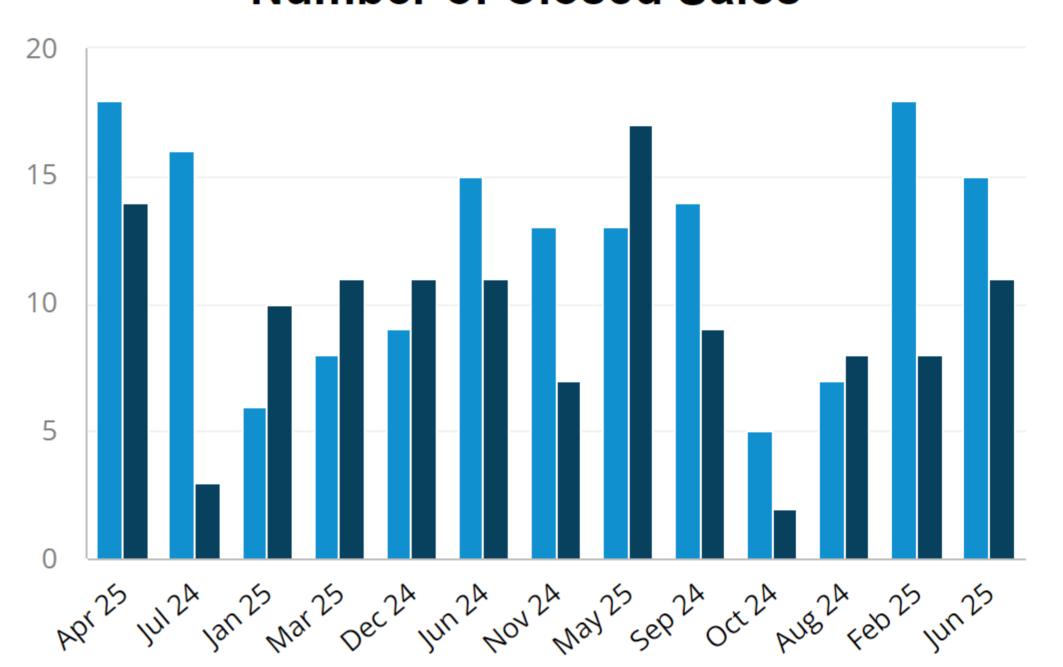
Single Family Homes

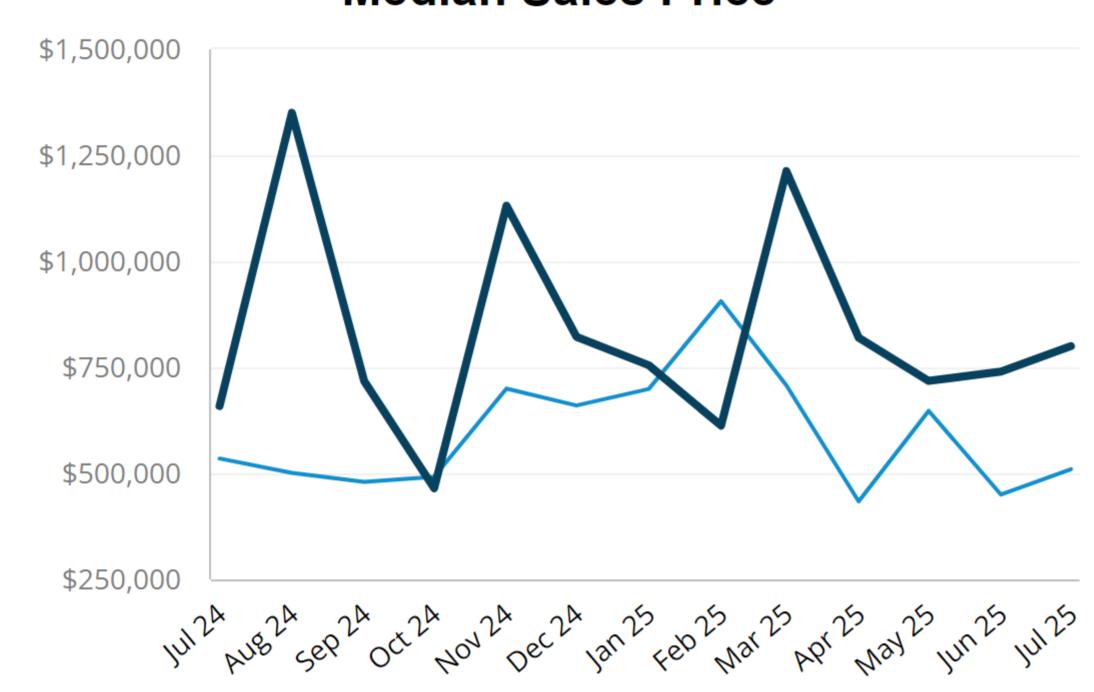
	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$800,000	\$659,000	≈21.4%	\$740,000	≈ 8.1%	\$800,000	\$856,250	> -6.6%
Closed Sales	11	11	»0.0%	17	> -35.3%	71	68	☆ 4.4%
New Listings	36	26	≈ 38.5%	41	> -12.2%	263	164	☆ 60.4%
Pending Sales	12	5	☆ 140.0%	16	> -25.0%	82	67	≈ 22.4%
Median Days on Market	101	53	≈ 89.6%	95	☆ 6.3%	90	89	☆ 0.6%
Sold Price per Square Foot	\$475	\$467	≈ 1.7%	\$467	☆ 1.7%	\$481	\$596	> -19.3%
Percent of Original Price Rec'd	78.6%	87.0%	> -9.6%	81.5%	> -3.6%	80.6%	84.9%	> -5.0%
Active Inventory	223	134	≈ 66.4%	243	> -8.2%			
Months Supply of Inventory	20.3	12.2	≈ 66.4%	14.3	≈ 41.8%			

Condominiums

	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$510,000	\$535,000	> -4.7%	\$450,000	☆ 13.3%	\$514,000	\$530,000	> -3.0%
Closed Sales	15	15	>> 0.0%	13	☆ 15.4%	78	105	> -25.7%
New Listings	35	36	以 -2.8%	30	☆ 16.7%	290	246	☆ 17.9%
Pending Sales	12	12	>> 0.0%	15	> -20.0%	79	109	以 -27.5%
Median Days on Market	198	126	☆ 56.7%	89	☆ 121.9%	99	49	☆ 102.0%
Sold Price per Square Foot	\$439	\$567	以 -22.6%	\$389	☆ 12.9%	\$450	\$499	以 -9.8%
Percent of Original Price Rec'd	86.0%	87.0%	以 -1.2%	83.6%	☆ 2.8%	88.8%	91.1%	> -2.6%
Active Inventory	299	194	☆ 54.1%	315	> -5.1%			
Months Supply of Inventory	19.9	12.9	☆ 54.1%	24.2	> -17.7%			

Number of Closed Sales





Lehigh Acres Region

June 2025



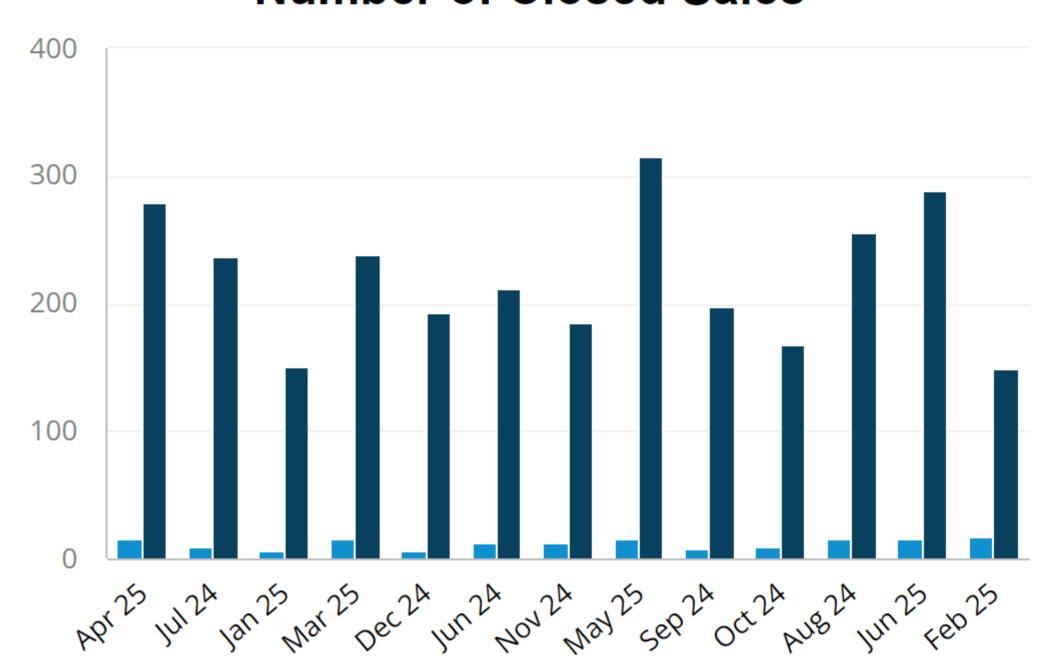
Single Family Homes

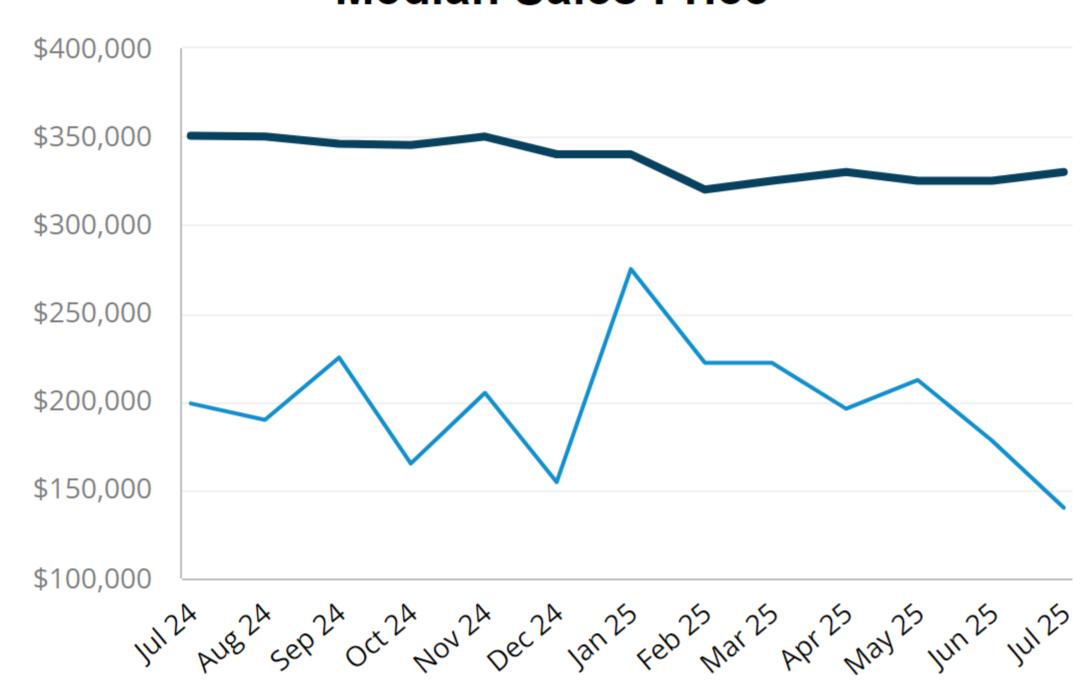
	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$329,999	\$350,500	> -5.8%	\$325,000	☆ 1.5%	\$325,000	\$349,226	> -6.9%
Closed Sales	289	212	≈ 36.3%	316	> -8.5%	1,423	1,281	☆ 11.1%
New Listings	447	329	≈ 35.9%	464	> -3.7%	2,862	2,105	≈ 36.0%
Pending Sales	233	229	☆ 1.7%	300	> -22.3%	1,563	1,402	☆ 11.5%
Median Days on Market	52	34	☆ 52.9%	49	☆ 6.1%	48	33	☆ 45.5%
Sold Price per Square Foot	\$212	\$219	> -3.0%	\$210	☆ 1.2%	\$212	\$215	> -1.4%
Percent of Original Price Rec'd	95.1%	96.7%	> -1.7%	95.7%	> -0.7%	95.5%	96.7%	> -1.3%
Active Inventory	1,479	931	☆ 58.9%	1,450	☆ 2.0%			
Months Supply of Inventory	5.1	4.4	☆ 16.5%	4.6	☆ 11.5%			

Condominiums

	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$140,000	\$199,000	> -29.6%	\$178,000	> -21.3%	\$200,000	\$186,500	☆ 7.2%
Closed Sales	15	13	☆ 15.4%	15	>> 0.0%	84	67	≈ 25.4%
New Listings	21	16	☆ 31.3%	32	> -34.4%	214	152	☆ 40.8%
Pending Sales	19	12	☆ 58.3%	15	≈ 26.7%	97	68	☆ 42.6%
Median Days on Market	61	48	≈ 27.1%	84	> -27.4%	55	43	≈ 29.4%
Sold Price per Square Foot	\$141	\$181	> -22.1%	\$137	≈ 2.9%	\$159	\$166	以 -4.2%
Percent of Original Price Rec'd	83.0%	95.2%	> -12.9%	86.1%	> -3.7%	87.8%	93.6%	> -6.3%
Active Inventory	114	69	☆ 65.2%	127	以 -10.2%			
Months Supply of Inventory	7.6	5.3	☆ 43.2%	8.5	以 -10.2%			

Number of Closed Sales





North Fort Myers Region

June 2025



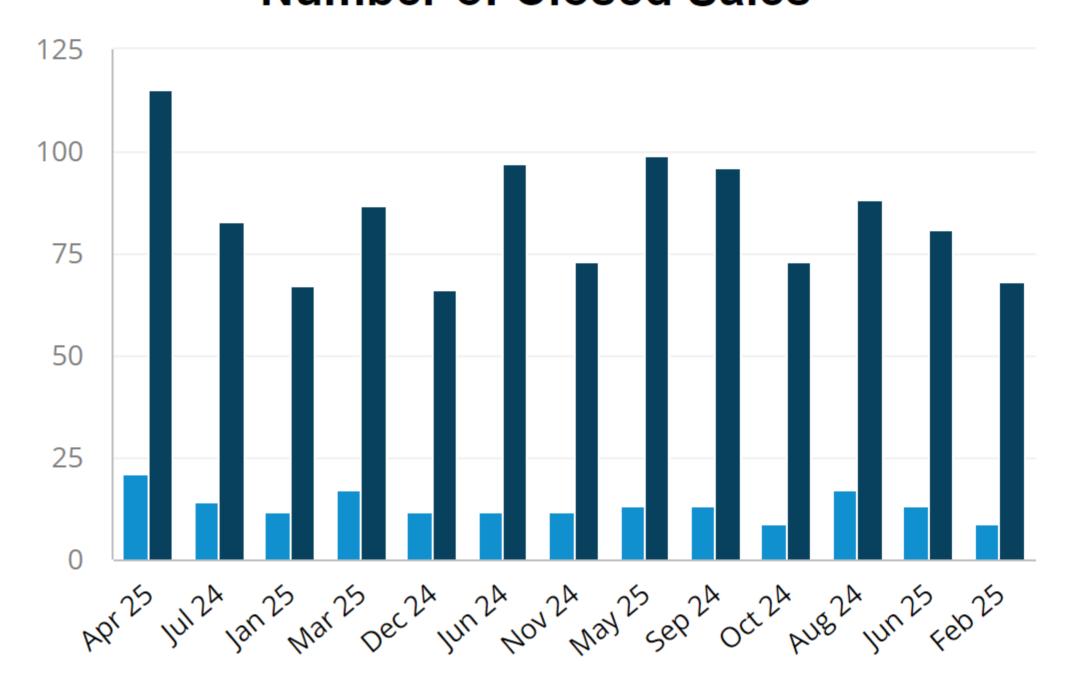
Single Family Homes

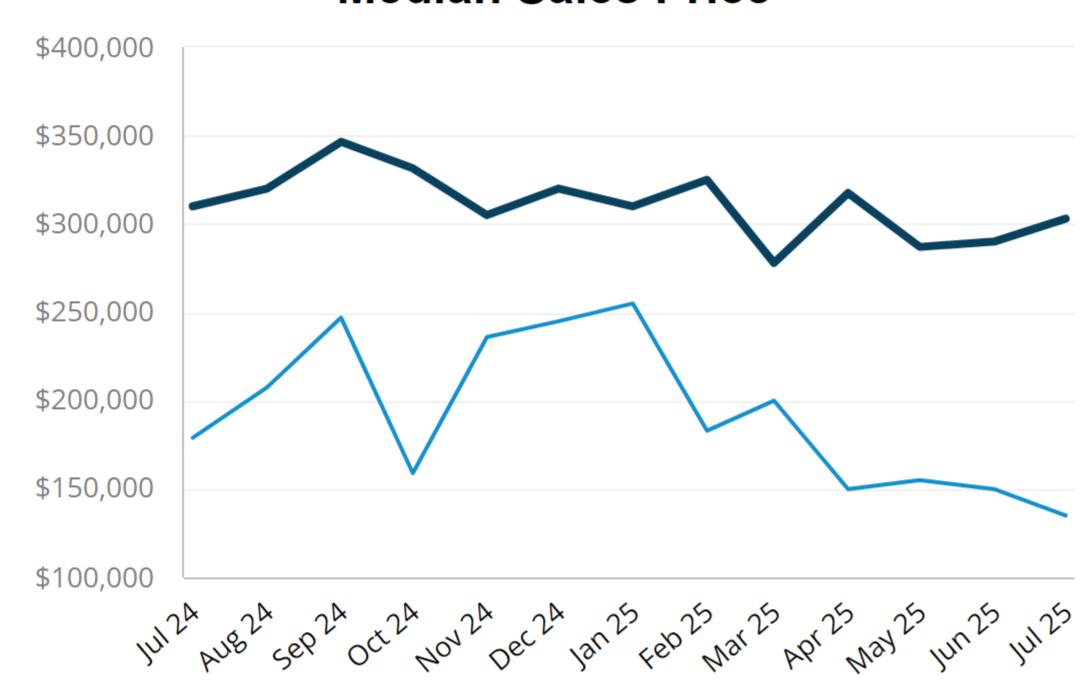
	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$303,000	\$310,000	> -2.3%	\$290,000	≈ 4.5%	\$300,000	\$320,000	> -6.3%
Closed Sales	81	97	> -16.5%	99	> -18.2%	517	569	> -9.1%
New Listings	118	119	> -0.8%	145	> -18.6%	1,045	1,011	≈3.4%
Pending Sales	89	95	> -6.3%	91	> -2.2%	561	597	> -6.0%
Median Days on Market	59	50	☆ 18.0%	65	> -9.2%	53	43	≈ 23.3%
Sold Price per Square Foot	\$181	\$182	> -0.5%	\$166	≈ 9.0%	\$176	\$194	> -9.3%
Percent of Original Price Rec'd	84.4%	87.8%	> -3.9%	87.0%	> -3.1%	87.9%	90.5%	> -2.9%
Active Inventory	636	554	☆ 14.8%	679	> -6.3%			
Months Supply of Inventory	7.9	5.7	☆ 37.5%	6.9	☆ 14.5%			

Condominiums

	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$135,000	\$179,000	> -24.6%	\$150,000	以 -10.0%	\$155,000	\$270,000	> -42.6%
Closed Sales	13	12	≈8.3%	13	>> 0.0%	85	119	以 -28.6%
New Listings	23	28	以 -17.9%	30	> -23.3%	236	244	> -3.3%
Pending Sales	25	16	☆ 56.3%	12	☆ 108.3%	101	127	> -20.5%
Median Days on Market	113	71	☆ 59.2%	111	☆ 1.8%	76	58	☆ 31.0%
Sold Price per Square Foot	\$138	\$154	以 -10.1%	\$136	☆ 1.5%	\$146	\$188	> -22.3%
Percent of Original Price Rec'd	78.5%	86.7%	> -9.5%	75.6%	☆ 3.8%	83.2%	89.5%	> -7.1%
Active Inventory	179	164	☆ 9.1%	210	以 -14.8%			
Months Supply of Inventory	13.8	13.7	☆ 0.8%	16.1	以 -14.8%			

Number of Closed Sales





Pine Island Region

June 2025



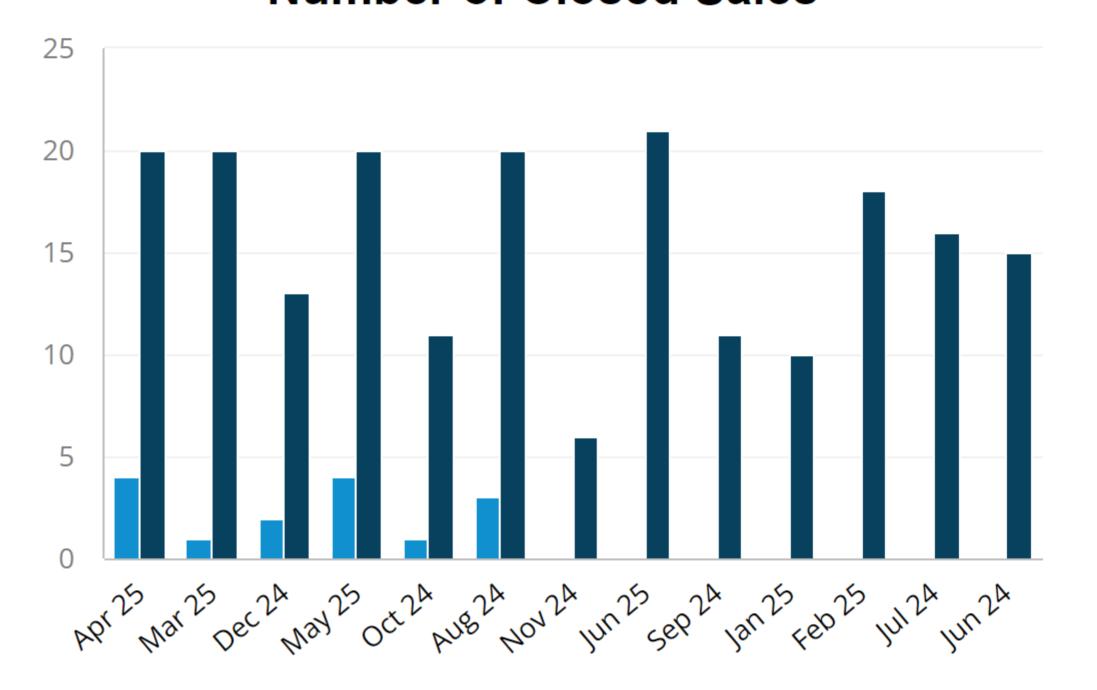
Single Family Homes

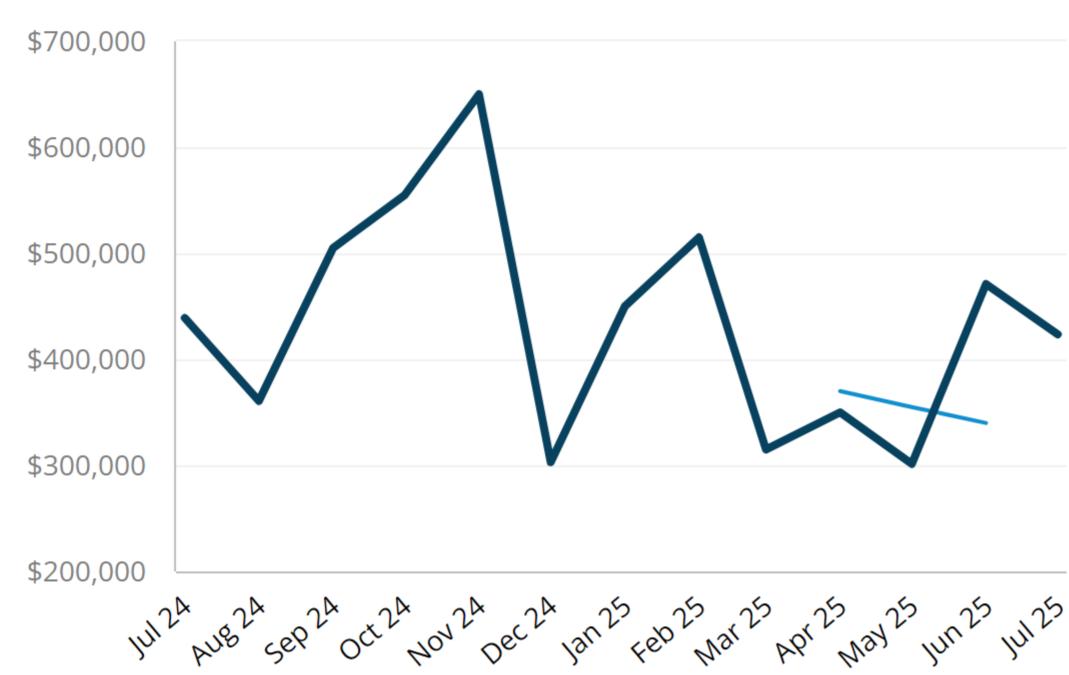
	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$423,600	\$439,000	> -3.5%	\$471,000	> -10.1%	\$415,000	\$440,000	> -5.7%
Closed Sales	21	15	≈ 40.0%	20	☆ 5.0%	109	125	以 -12.8%
New Listings	23	24	> -4.2%	32	> -28.1%	271	286	> -5.2%
Pending Sales	24	10	☆ 140.0%	13	≈ 84.6%	117	128	> -8.6%
Median Days on Market	144	70	☆ 106.5%	102	☆ 40.7%	84	60	☆ 40.0%
Sold Price per Square Foot	\$302	\$428	> -29.4%	\$252	☆ 19.8%	\$291	\$391	> -25.6%
Percent of Original Price Rec'd	85.3%	88.2%	> -3.3%	82.5%	≈3.3%	83.6%	86.7%	> -3.5%
Active Inventory	212	201	☆ 5.5%	233	> -9.0%			
Months Supply of Inventory	10.1	13.4	> -24.6%	11.6	> -13.3%			

Condominiums

	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price				\$340,000		\$370,000	\$399,000	> -7.3%
Closed Sales	0	0		4	> -100.0%	9	15	> -40.0%
New Listings	3	3	»0.0%	1	≈ 200.0%	22	30	> -26.7%
Pending Sales	1	1	»0.0%	0		10	16	> -37.5%
Median Days on Market	68	99	> -31.3%			98	22	≈ 345.5%
Sold Price per Square Foot				\$309		\$339	\$363	> -6.6%
Percent of Original Price Rec'd				85.1%		85.9%	95.1%	> -9.6%
Active Inventory	20	15	≈ 33.3%	19	☆ 5.3%			
Months Supply of Inventory	2,000.0	1,500.0	≈ 33.3%	4.7	☆ 42,110.5%			

Number of Closed Sales





Sanibel Region

June 2025



Single Family Homes

	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$1,250,000	\$1,171,875	☆ 6.7%	\$1,052,500	↑ 18.8%	\$1,100,000	\$1,175,000	> -6.4%
Closed Sales	21	14	☆ 50.0%	22	以 -4.5%	83	117	> -29.1%
New Listings	24	18	≈ 33.3%	31	> -22.6%	276	198	≈ 39.4%
Pending Sales	21	9	☆ 133.3%	19	☆ 10.5%	92	112	> -17.9%
Median Days on Market	111	101	☆ 9.9%	81	≈37.0%	86	60	☆ 43.3%
Sold Price per Square Foot	\$501	\$533	> -5.9%	\$442	☆ 13.5%	\$514	\$564	> -8.9%
Percent of Original Price Rec'd	79.4%	88.5%	> -10.3%	79.8%	> -0.4%	82.9%	89.1%	> -7.0%
Active Inventory	222	130	☆ 70.8%	261	> -14.9%			
Months Supply of Inventory	10.6	9.3	☆ 13.9%	11.9	以 -10.9%			

Condominiums

	Jun 2025	Jun 2024	YoY %Chg	May 2025	MoM %Chg	YTD 2025	YTD 2024	YTD %Chg
Median Sales Price	\$675,000	\$525,000	≈ 28.6%	\$675,000	>> 0.0%	\$832,500	\$769,900	≈ 8.1%
Closed Sales	7	3	☆ 133.3%	8	以 -12.5%	56	43	≈ 30.2%
New Listings	13	13	»0.0%	12	≈8.3%	187	106	☆ 76.4%
Pending Sales	3	3	»0.0%	11	> -72.7%	58	46	≈ 26.1%
Median Days on Market	86	74	☆ 16.2%	88	> -2.3%	77	71	☆ 7.7%
Sold Price per Square Foot	\$526	\$411	≈ 28.0%	\$741	> -29.0%	\$682	\$612	☆ 11.4%
Percent of Original Price Rec'd	87.5%	82.6%	☆ 5.9%	88.0%	> -0.6%	88.3%	89.5%	> -1.3%
Active Inventory	168	103	☆ 63.1%	176	以 -4.5%			
Months Supply of Inventory	24.0	34.2	> -30.0%	22.0	≈ 9.1%			

Number of Closed Sales

