



**NOVEMBER 2025
LEE COUNTY MARKET SNAPSHOT
SINGLE FAMILY/MULTI-FAMILY**

This market snapshot will provide a brief summary of our local Real Estate market conditions for our valued clients.

- As of the writing of this real estate market snapshot, Southwest Florida is in the final weeks of hurricane season. We have experienced a very mild summer with moderate rain and no tropical disturbances. Hopefully, the balance of the hurricane season ending November 30th will remain the same and this season will be the norm for the foreseeable future. Unfortunately, Lee County real estate may be facing some very tough months ahead. After a three-year period tied to the pandemic that experienced record medians in pricing rise upwards of 75%, isn't at least part of what is happening a correction? According to the Federal Housing Finance Agency, long-term appreciation of United States homes is historically 4.25% annually. Compared to a decade ago, current listings for the most part are well ahead of that rate. These trends reflect a healthy adjustment period and opportunities for both buyers and sellers.
- Historically, September is when the total for-sale home count normally is at its lowest for the year, and then the climb commences in October ahead of the snowbird arrivals. This season, though, there is a bit of apprehension after record inventory of 2025 as homes lingered and sold slower at times than the rest of the United States. And that is before the haunting reality of this year's economic policies, and tariffs truly kicked in, as new data recently indicated that the number of recent FHA mortgages granted to non-permanent residents who are potential local buyers is now near zero, according to John Burns Research & Consulting Group. In 2024, that number was about 32,000. Sellers who removed their homes from the market during the summer with the expectation that they will achieve a higher price if they sell during the typical upcoming season are going to be disappointed. Pricing has and will continue downward. Unless sellers are willing to reintroduce their property into a market at a price in line with what buyers are willing to pay, sellers will be unsuccessful with selling their home. According to a representative from John R. Woods Realty, "Right now, what we are experiencing are delusional sellers, I mean, we just are." And it is not the Real Estate agents' fault for this happening. Some sellers are still thinking we are in a market where COVID accelerated prices and they can still achieve those prices. The same theory applies to rental housing. While there are other factors in play, such as insurance rates, that have played a significant role in the year over year 8% drop in sales and a 31% plummet for multi-family product.

- According to a study from Florida Gulf Coast university, our local university, median prices for all housing is down 10%, and Southwest Florida finds itself ranked among the most challenging housing markets in America. Unable to sell their home, numerous sellers have turned into “accidental landlords,” and have given renting their home a try. This has typically been unsuccessful as Owners are met with numerous obstacles. Without a property management company, owners are faced with navigating credit and rental history checks, providing proper lease terms, recent flood/insurance regulations and securing required maintenance. Not to mention determining a competitive rental price as Southwest Florida has experienced a staggering 275% year over year growth in straight rental new apartments in 2025. Vacancies have more than doubled since 2021 as average rent for a one-bedroom apartment is \$1,500 per month and a two- bedroom is \$1,700. In the past year, rental prices have decreased approximately 6.0%, which averages \$88.00 less per month, and \$1,056 annually. With all the incentives and availability, local dwellers are shopping around a lot to take advantage of better pricing. In Lee County, the share of renters moving frequently surged 27% in five years, the fifth highest increase in what RentCafe termed, a “high mobility rate”. The trend shows almost half of Lee’s renters are changing addresses every two years.
- According to Royal Palm Coast Realtor Association September Market Summary, the median sales price for a single-family home was \$355,000, compared to \$369,900 in September 2024, down 4%. New listings were approximately the same year over year however, the price per square foot in September 2025 was \$211, compared to \$223 in September 2024, down 5.4%. Average days on the market increased from 50 days to 60 days, a 20% increase year over year. The median sales price for multi-family product in September 2025 was \$245,000 compared to \$275,000 in September 2024, down 10.6%. New listings were approximately the same year over year however, the price per square foot in September 2025 was \$175, compared to \$199 in September 2024, down 12.3%. Average days on the market increased from 60 days to 104 days, a 73.3% increase year over year.
- Latest data on the region’s tourism sector indicated performance remained steady during the second quarter of 2025. The region served 4.5 million passengers during the second quarter, a 3% improvement from the same period in 2024. Seasonally adjusted tourist tax revenues, a measure of demand for short-term rentals, have totaled \$40.5 million during the first five months of 2025, up 2% from 2024 but still 22 percent below 2022. Individual communities within this region, such as Fort Myers Beach, Sanibel, and Captiva, continue to face challenges and operate at a reduced vacancy level following Hurricane Ian in September 2022.