Quarterly Market Detail - Q3 2026
Townhouses and Condos
Lee County

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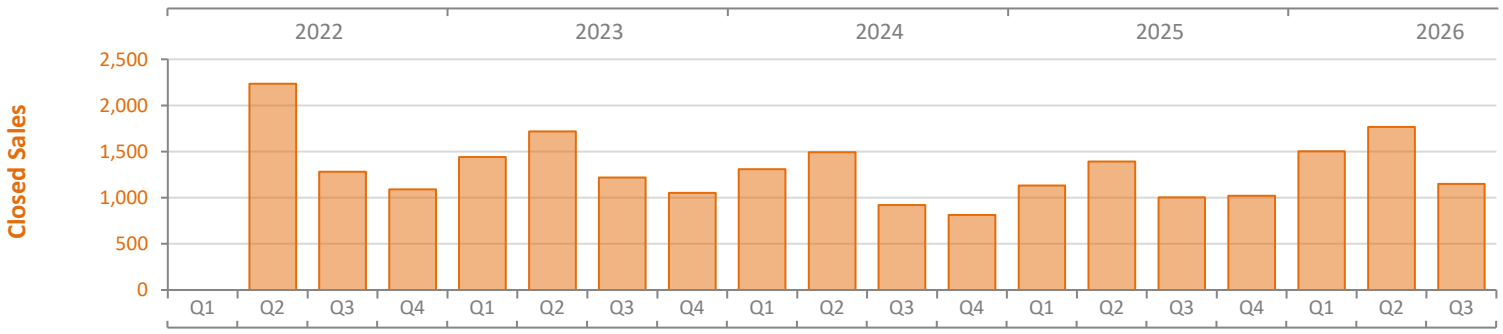
Summary Statistics	Q3 2026	Q3 2025	Percent Change Year-over-Year
Closed Sales	1,149	1,004	14.4%
Paid in Cash	739	613	20.6%
Median Sale Price	$260,000	$270,450	-3.9%
Average Sale Price	$350,326	$353,855	-1.0%
Dollar Volume	$402.5 Million	$355.3 Million	13.3%
Median Percent of Original List Price Received	90.5%	88.6%	2.1%
Median Time to Contract	103 Days	100 Days	3.0%
Median Time to Sale	137 Days	138 Days	-0.7%
New Pending Sales	1,165	1,036	12.5%
New Listings	1,557	1,498	3.9%
Pending Inventory	447	441	1.4%
Inventory (Active Listings)	3,005	3,525	-14.8%
Months Supply of Inventory	6.6	9.7	-32.0%

Closed Sales

The number of sales transactions which closed during the quarter

Economists' note : Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	4,421	25.3%
Q3 2026	**1,149**	**14.4%**
Q2 2026	1,767	26.9%
Q1 2026	1,505	33.1%
Q4 2025	1,023	25.8%
Q3 2025	1,004	9.0%
Q2 2025	1,392	-6.8%
Q1 2025	1,131	-13.5%
Q4 2024	813	-22.9%
Q3 2024	921	-24.4%
Q2 2024	1,493	-13.1%
Q1 2024	1,308	-9.2%
Q4 2023	1,054	-3.5%
Q3 2023	1,218	-5.0%



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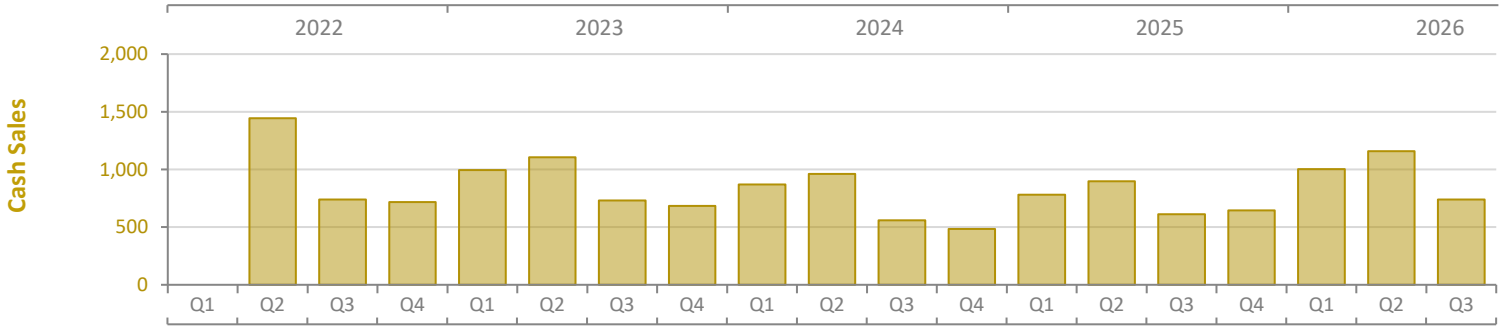
Cash Sales

The number of Closed Sales during the quarter in which buyers exclusively paid in cash

Economists' note : Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	2,900	26.6%
Q3 2026	**739**	**20.6%**
Q2 2026	1,157	28.8%
Q1 2026	1,004	28.7%
Q4 2025	645	33.3%
Q3 2025	613	9.5%
Q2 2025	898	-6.6%
Q1 2025	780	-10.2%
Q4 2024	484	-29.1%
Q3 2024	560	-23.3%
Q2 2024	961	-13.0%
Q1 2024	869	-12.6%
Q4 2023	683	-4.9%
Q3 2023	730	-1.4%

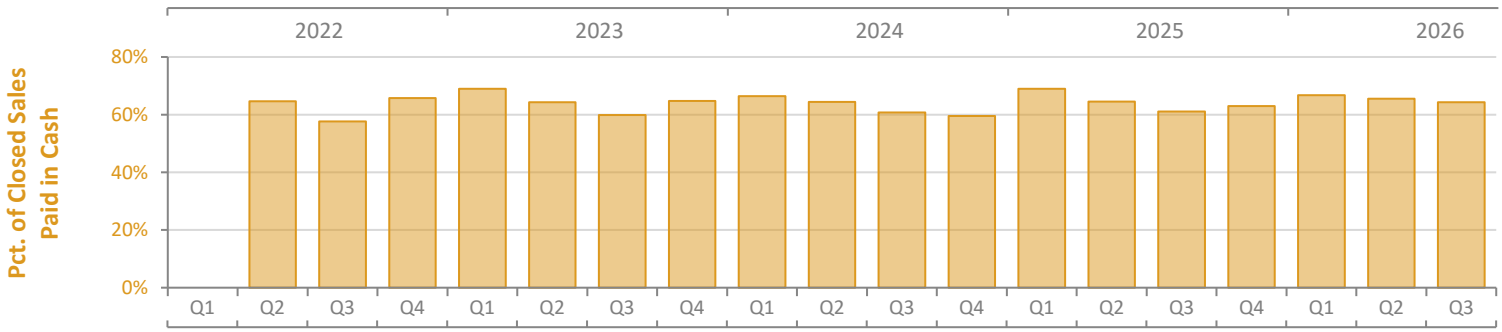


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter which were Cash Sales

Economists' note : This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	65.6%	0.9%
Q3 2026	**64.3%**	**5.2%**
Q2 2026	65.5%	1.6%
Q1 2026	66.7%	-3.3%
Q4 2025	63.0%	5.9%
Q3 2025	61.1%	0.5%
Q2 2025	64.5%	0.2%
Q1 2025	69.0%	3.9%
Q4 2024	59.5%	-8.2%
Q3 2024	60.8%	1.5%
Q2 2024	64.4%	0.2%
Q1 2024	66.4%	-3.8%
Q4 2023	64.8%	-1.5%
Q3 2023	59.9%	3.8%



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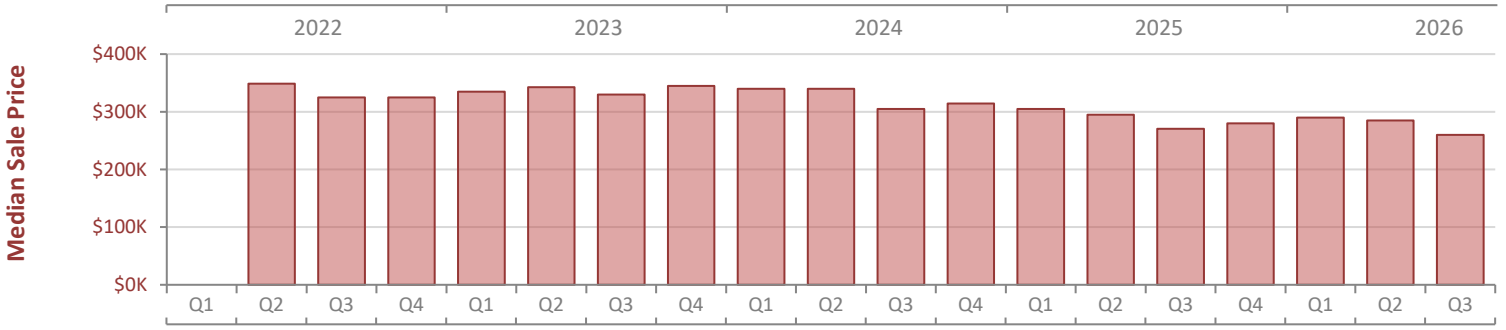
Median Sale Price

The median sale price reported for the quarter (i.e. 50% of sales were above and 50% of sales were below)

Economists' note : Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	$280,000	-3.4%
Q3 2026	**$260,000**	**-3.9%**
Q2 2026	$285,000	-3.4%
Q1 2026	$289,700	-5.0%
Q4 2025	$280,000	-10.9%
Q3 2025	$270,450	-11.3%
Q2 2025	$295,000	-13.2%
Q1 2025	$305,000	-10.3%
Q4 2024	$314,200	-8.9%
Q3 2024	$305,000	-7.6%
Q2 2024	$340,000	-0.7%
Q1 2024	$340,000	1.5%
Q4 2023	$345,000	6.2%
Q3 2023	$330,000	1.5%

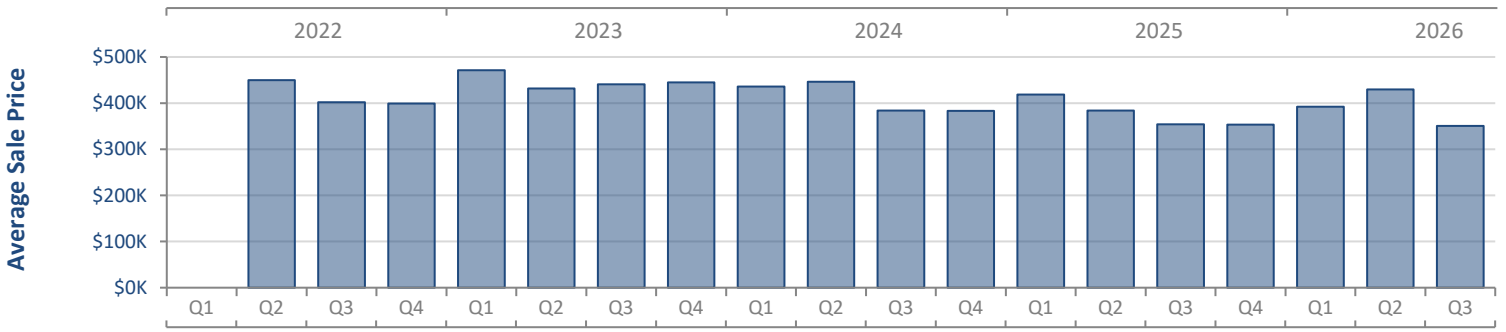


Average Sale Price

The average sale price reported for the quarter (i.e. total sales in dollars divided by the number of sales)

Economists' note : Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	$396,447	2.5%
Q3 2026	**$350,326**	**-1.0%**
Q2 2026	$429,987	12.0%
Q1 2026	$392,280	-6.4%
Q4 2025	$353,323	-7.9%
Q3 2025	$353,855	-7.8%
Q2 2025	$384,065	-13.9%
Q1 2025	$418,920	-3.8%
Q4 2024	$383,513	-13.8%
Q3 2024	$383,651	-12.9%
Q2 2024	$446,006	3.2%
Q1 2024	$435,619	-7.6%
Q4 2023	$444,819	11.4%
Q3 2023	$440,645	9.6%



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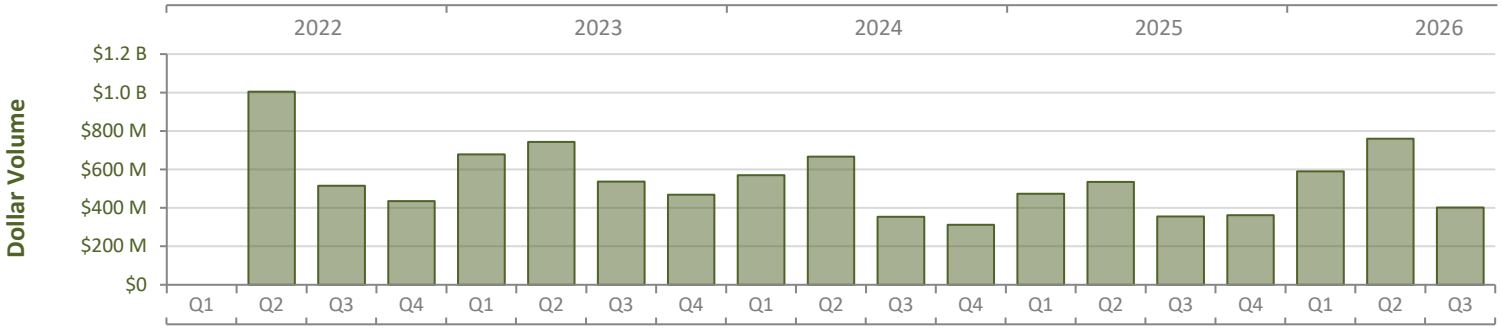
Dollar Volume

The sum of the sale prices for all sales which closed during the quarter

Economists' note : Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	$1.8 Billion	28.5%
Q3 2026	**$402.5 Million**	**13.3%**
Q2 2026	$759.8 Million	42.1%
Q1 2026	$590.4 Million	24.6%
Q4 2025	$361.4 Million	15.9%
Q3 2025	$355.3 Million	0.5%
Q2 2025	$534.6 Million	-19.7%
Q1 2025	$473.8 Million	-16.8%
Q4 2024	$311.8 Million	-33.5%
Q3 2024	$353.3 Million	-34.2%
Q2 2024	$665.9 Million	-10.3%
Q1 2024	$569.8 Million	-16.1%
Q4 2023	$468.8 Million	7.5%
Q3 2023	$536.7 Million	4.1%

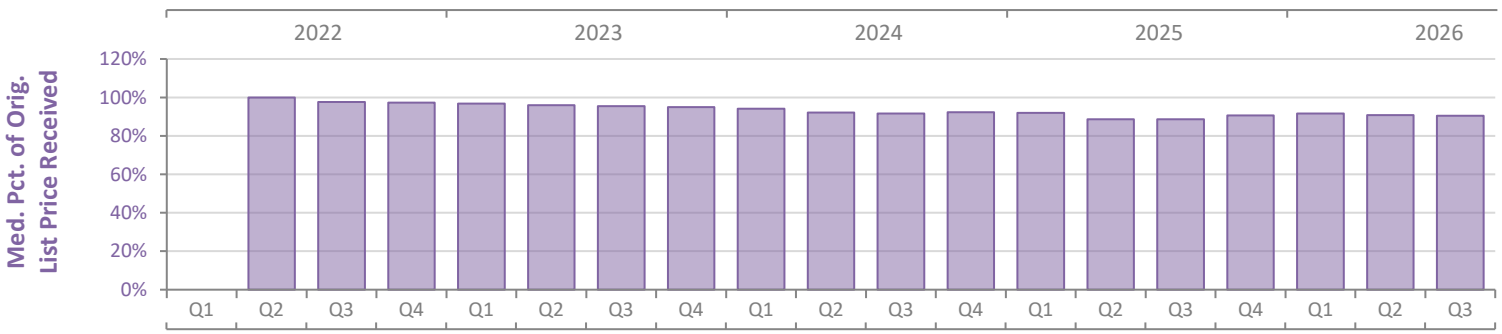


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the quarter

Economists' note : The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	91.1%	1.3%
Q3 2026	**90.5%**	**2.1%**
Q2 2026	90.8%	2.4%
Q1 2026	91.7%	-0.3%
Q4 2025	90.7%	-1.7%
Q3 2025	88.6%	-3.4%
Q2 2025	88.7%	-3.8%
Q1 2025	92.0%	-2.3%
Q4 2024	92.3%	-2.8%
Q3 2024	91.7%	-4.0%
Q2 2024	92.2%	-4.0%
Q1 2024	94.2%	-2.7%
Q4 2023	95.0%	-2.4%
Q3 2023	95.5%	-2.3%



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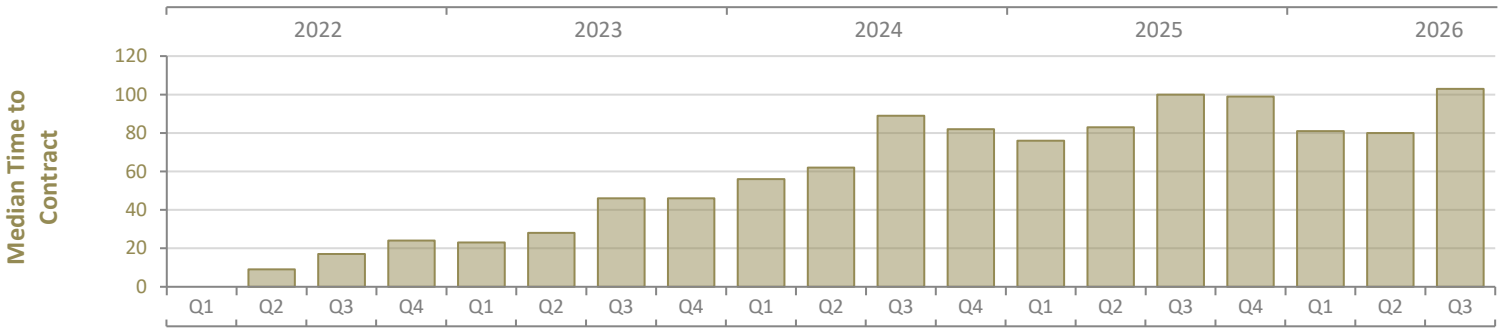
Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the quarter

Economists' note : Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the quarter. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	98 Days	7.7%
Q3 2026	**103 Days**	**3.0%**
Q2 2026	80 Days	-3.6%
Q1 2026	81 Days	6.6%
Q4 2025	99 Days	20.7%
Q3 2025	100 Days	12.4%
Q2 2025	83 Days	33.9%
Q1 2025	76 Days	35.7%
Q4 2024	82 Days	78.3%
Q3 2024	89 Days	93.5%
Q2 2024	62 Days	121.4%
Q1 2024	56 Days	143.5%
Q4 2023	46 Days	91.7%
Q3 2023	46 Days	170.6%

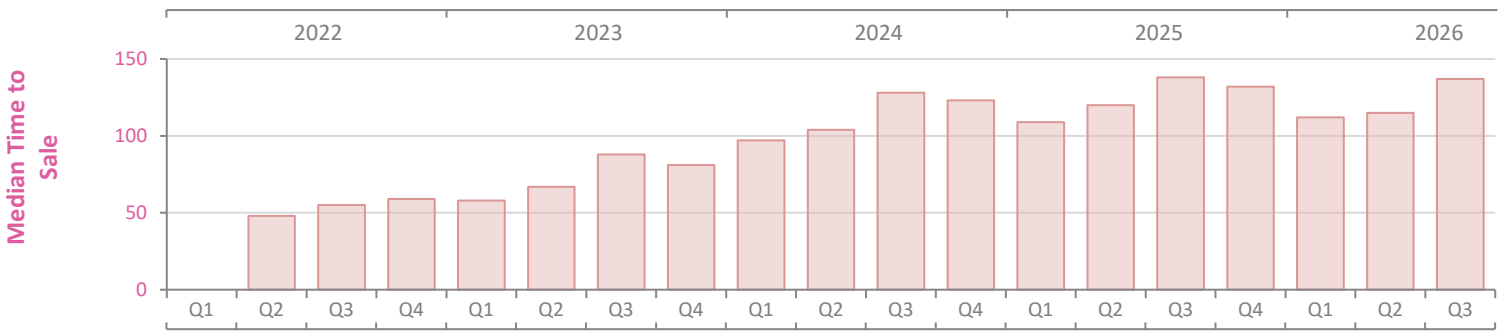


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the quarter

Economists' note : Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	133 Days	5.6%
Q3 2026	**137 Days**	**-0.7%**
Q2 2026	115 Days	-4.2%
Q1 2026	112 Days	2.8%
Q4 2025	132 Days	7.3%
Q3 2025	138 Days	7.8%
Q2 2025	120 Days	15.4%
Q1 2025	109 Days	12.4%
Q4 2024	123 Days	51.9%
Q3 2024	128 Days	45.5%
Q2 2024	104 Days	55.2%
Q1 2024	97 Days	67.2%
Q4 2023	81 Days	37.3%
Q3 2023	88 Days	60.0%



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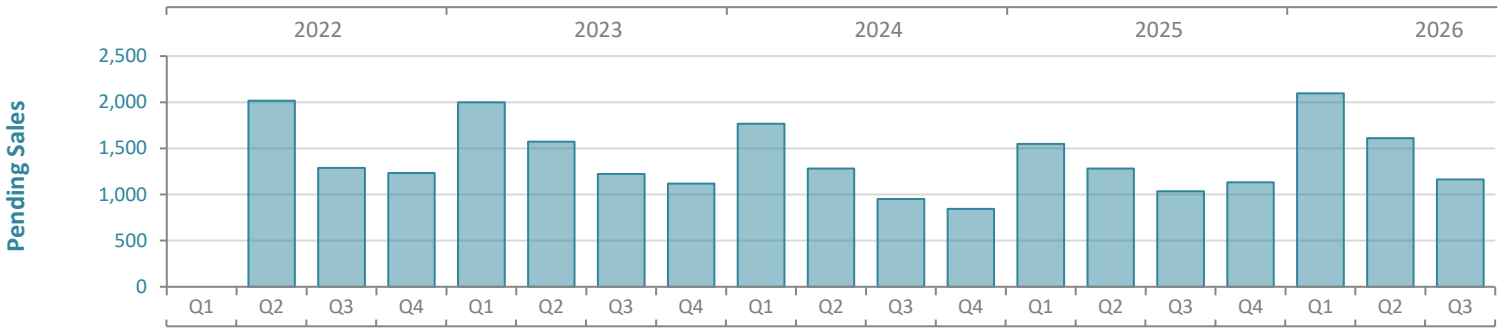
New Pending Sales

The number of listed properties that went under contract during the quarter

Economists' note : Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	4,871	26.0%
Q3 2026	**1,165**	**12.5%**
Q2 2026	1,610	25.6%
Q1 2026	2,096	35.5%
Q4 2025	1,133	34.1%
Q3 2025	1,036	8.8%
Q2 2025	1,282	0.0%
Q1 2025	1,547	-12.4%
Q4 2024	845	-24.4%
Q3 2024	952	-22.2%
Q2 2024	1,282	-18.4%
Q1 2024	1,766	-11.6%
Q4 2023	1,117	-9.4%
Q3 2023	1,223	-5.1%

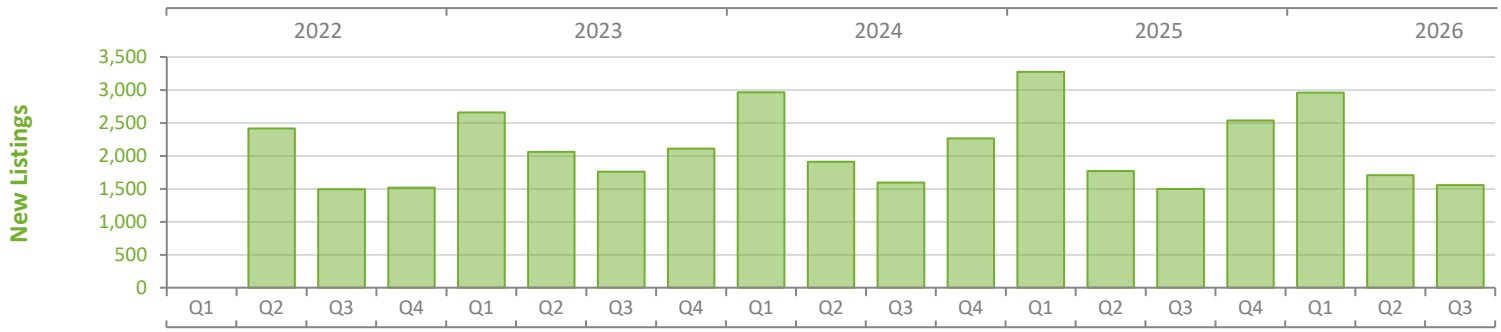


New Listings

The number of properties put onto the market during the quarter

Economists' note : New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	6,223	-4.8%
Q3 2026	**1,557**	**3.9%**
Q2 2026	1,705	-3.6%
Q1 2026	2,961	-9.5%
Q4 2025	2,535	12.0%
Q3 2025	1,498	-6.0%
Q2 2025	1,769	-7.5%
Q1 2025	3,273	10.4%
Q4 2024	2,263	7.4%
Q3 2024	1,594	-9.3%
Q2 2024	1,912	-7.3%
Q1 2024	2,966	11.5%
Q4 2023	2,108	38.8%
Q3 2023	1,758	17.9%



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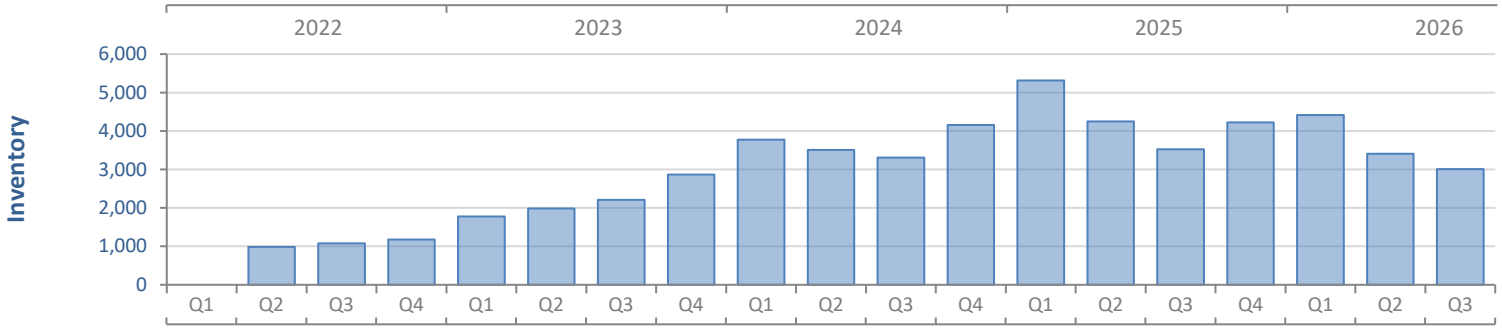
Inventory (Active Listings)

The number of property listings active at the end of the quarter

Economists' note : There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the quarter, and hold this number to compare with the same quarter the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	3,808	-15.2%
Q3 2026	**3,005**	**-14.8%**
Q2 2026	3,408	-19.8%
Q1 2026	4,419	-16.8%
Q4 2025	4,228	1.8%
Q3 2025	3,525	6.5%
Q2 2025	4,251	21.1%
Q1 2025	5,312	40.8%
Q4 2024	4,154	44.8%
Q3 2024	3,311	50.0%
Q2 2024	3,511	76.9%
Q1 2024	3,774	112.0%
Q4 2023	2,869	143.3%
Q3 2023	2,208	104.4%

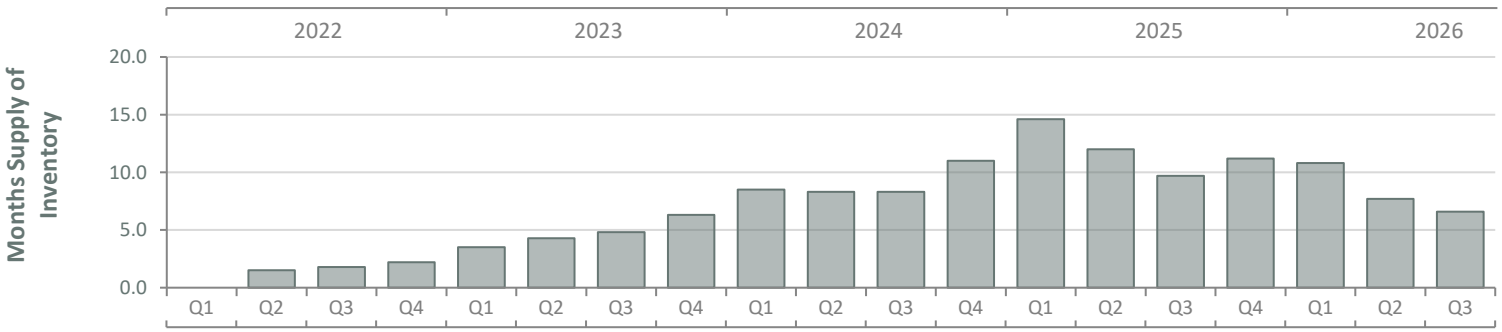


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note : MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	9.0	-27.4%
Q3 2026	**6.6**	**-32.0%**
Q2 2026	7.7	-35.8%
Q1 2026	10.8	-26.0%
Q4 2025	11.2	1.8%
Q3 2025	9.7	16.9%
Q2 2025	12.0	44.6%
Q1 2025	14.6	71.8%
Q4 2024	11.0	74.6%
Q3 2024	8.3	72.9%
Q2 2024	8.3	93.0%
Q1 2024	8.5	142.9%
Q4 2023	6.3	186.4%
Q3 2023	4.8	166.7%



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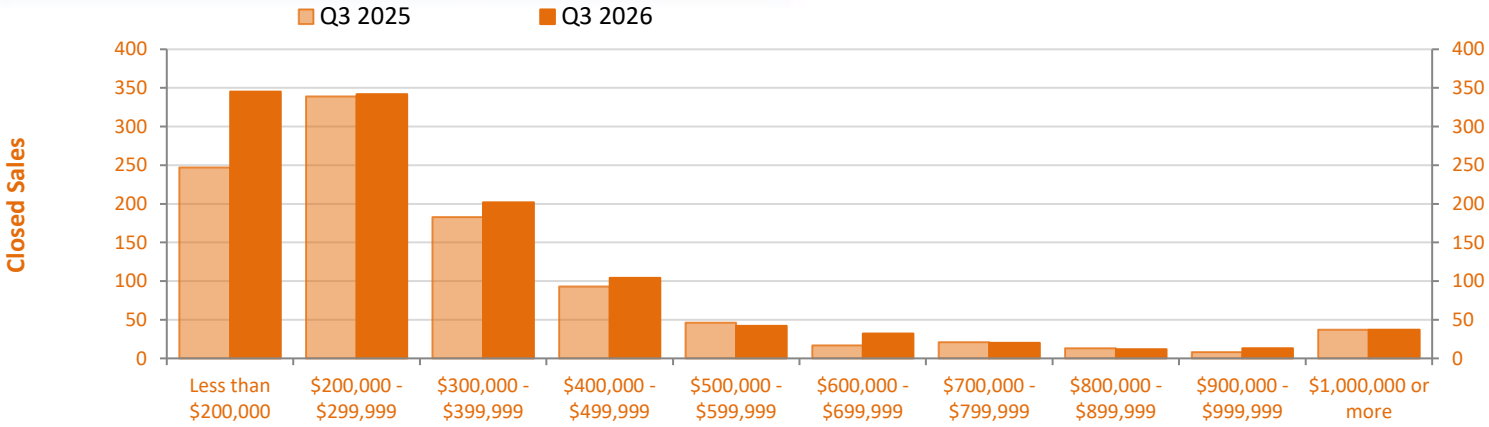
Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

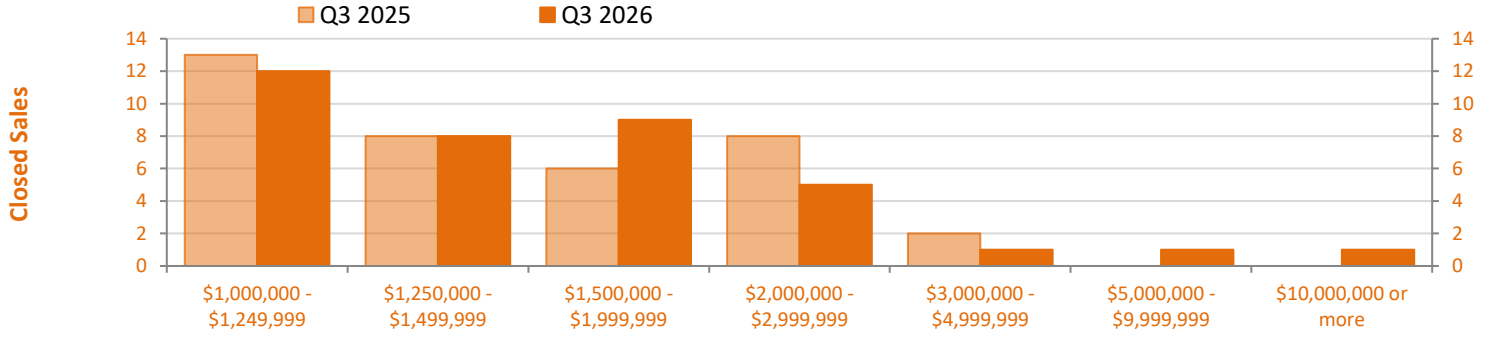
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	345	39.7%
$200,000 - $299,999	342	0.9%
$300,000 - $399,999	202	10.4%
$400,000 - $499,999	104	11.8%
$500,000 - $599,999	42	-8.7%
$600,000 - $699,999	32	88.2%
$700,000 - $799,999	20	-4.8%
$800,000 - $899,999	12	-7.7%
$900,000 - $999,999	13	62.5%
$1,000,000 or more	37	0.0%



Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for $1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
$1,000,000 - $1,249,999	12	-7.7%
$1,250,000 - $1,499,999	8	0.0%
$1,500,000 - $1,999,999	9	50.0%
$2,000,000 - $2,999,999	5	-37.5%
$3,000,000 - $4,999,999	1	-50.0%
$5,000,000 - $9,999,999	1	N/A
$10,000,000 or more	1	N/A



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Quarterly Market Detail - Q3 2026
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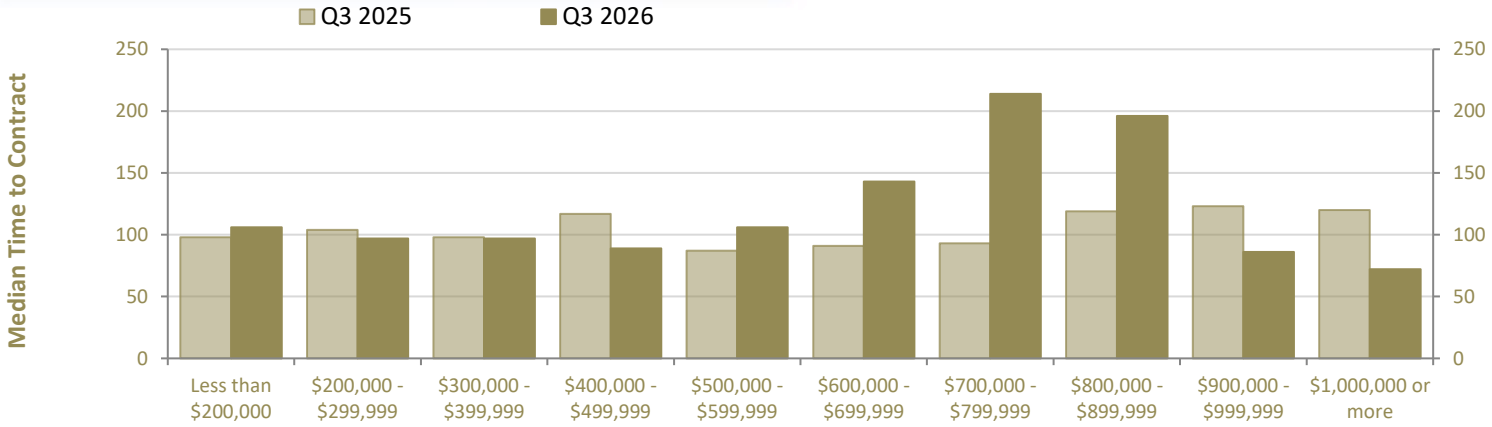
Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

Economists' note : Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the quarter. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

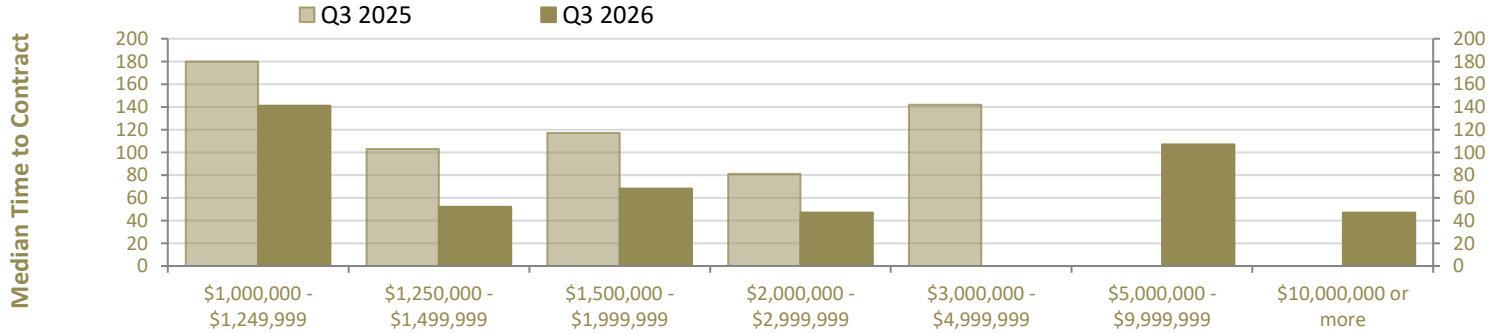
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	106 Days	8.2%
$200,000 - $299,999	97 Days	-6.7%
$300,000 - $399,999	97 Days	-1.0%
$400,000 - $499,999	89 Days	-23.9%
$500,000 - $599,999	106 Days	21.8%
$600,000 - $699,999	143 Days	57.1%
$700,000 - $799,999	214 Days	130.1%
$800,000 - $899,999	196 Days	64.7%
$900,000 - $999,999	86 Days	-30.1%
$1,000,000 or more	72 Days	-40.0%



Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for $1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
$1,000,000 - $1,249,999	141 Days	-21.7%
$1,250,000 - $1,499,999	52 Days	-49.5%
$1,500,000 - $1,999,999	68 Days	-41.9%
$2,000,000 - $2,999,999	47 Days	-42.0%
$3,000,000 - $4,999,999	0 Days	-100.0%
$5,000,000 - $9,999,999	107 Days	N/A
$10,000,000 or more	47 Days	N/A



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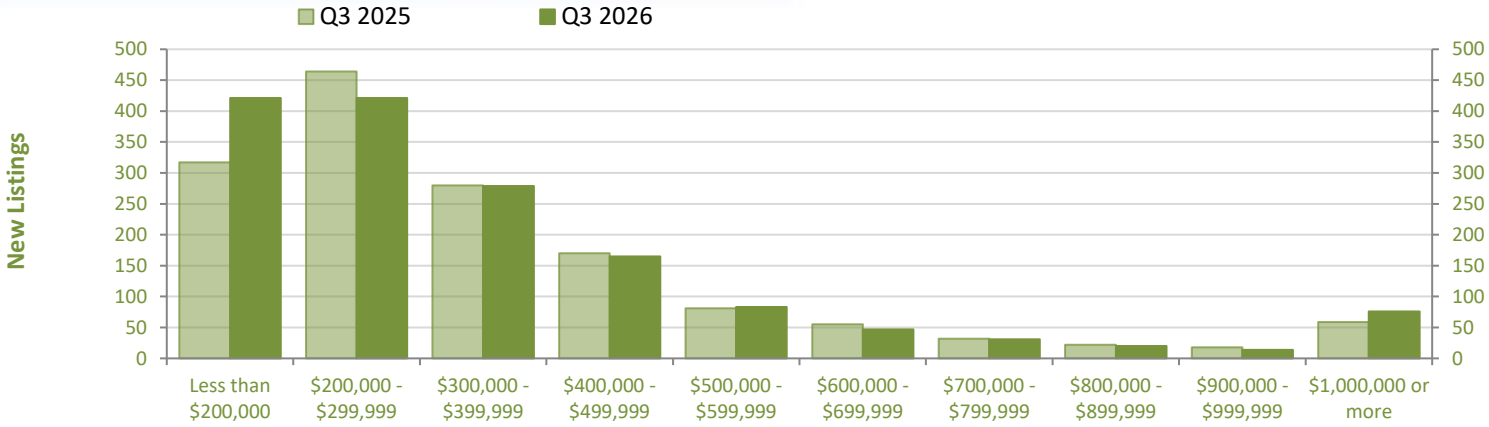
New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

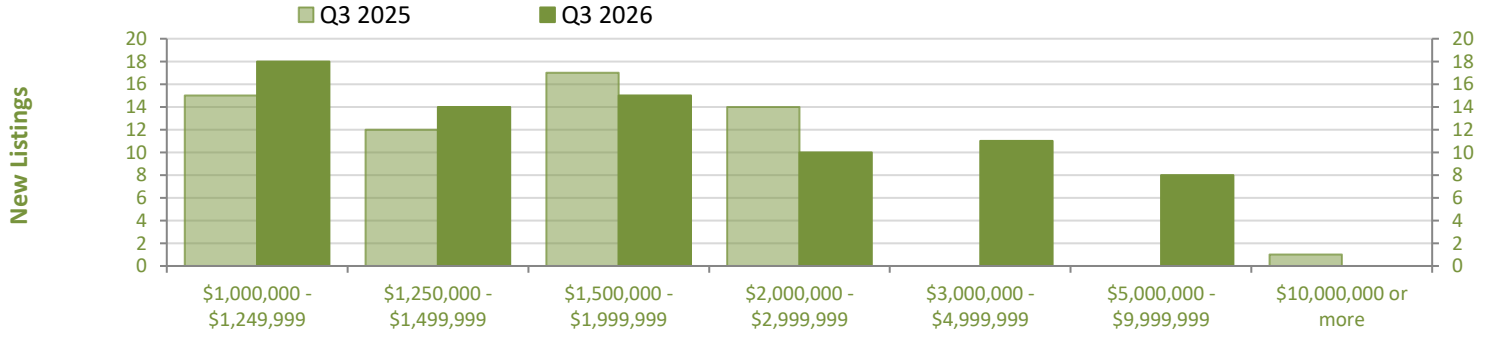
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	421	32.8%
$200,000 - $299,999	421	-9.3%
$300,000 - $399,999	279	-0.4%
$400,000 - $499,999	165	-2.9%
$500,000 - $599,999	83	2.5%
$600,000 - $699,999	47	-14.5%
$700,000 - $799,999	31	-3.1%
$800,000 - $899,999	20	-9.1%
$900,000 - $999,999	14	-22.2%
$1,000,000 or more	76	28.8%



Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for $1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
$1,000,000 - $1,249,999	18	20.0%
$1,250,000 - $1,499,999	14	16.7%
$1,500,000 - $1,999,999	15	-11.8%
$2,000,000 - $2,999,999	10	-28.6%
$3,000,000 - $4,999,999	11	N/A
$5,000,000 - $9,999,999	8	N/A
$10,000,000 or more	0	-100.0%



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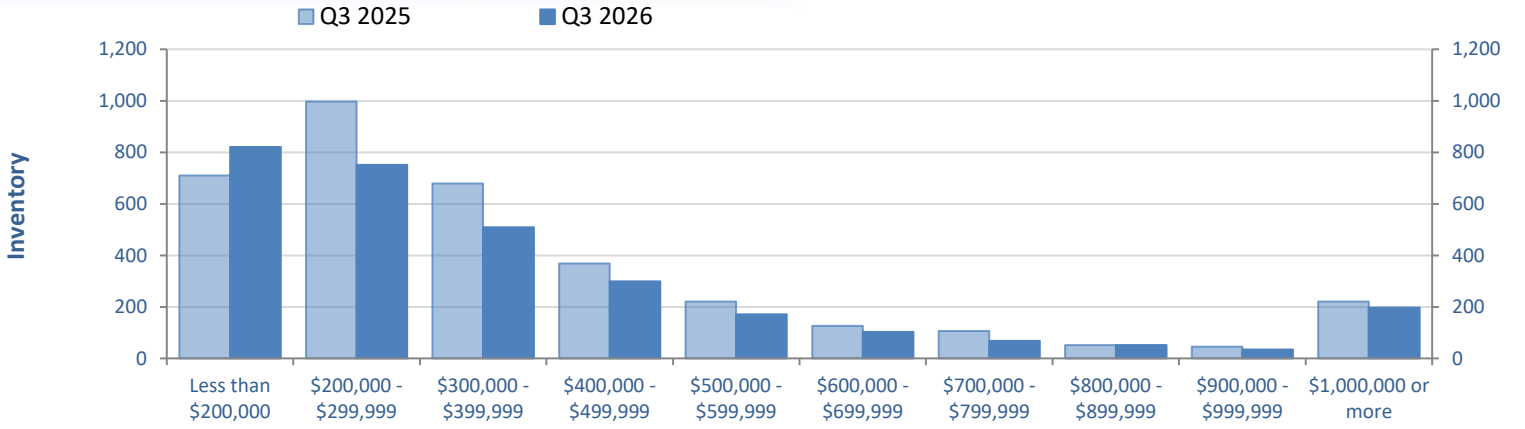
Inventory by Current Listing Price

The number of property listings active at the end of the quarter

Economists' note : There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the quarter, and hold this number to compare with the same quarter the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

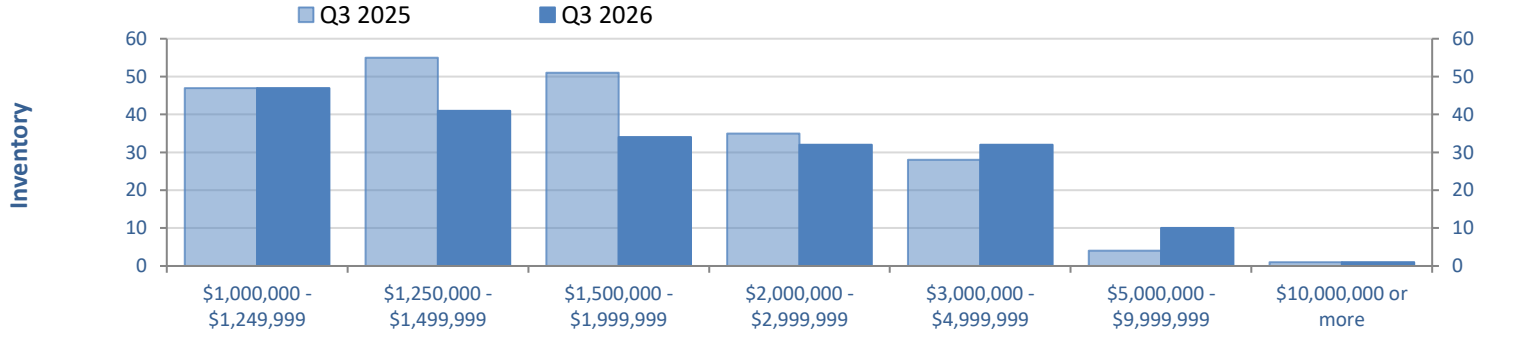
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	821	15.6%
$200,000 - $299,999	751	-24.7%
$300,000 - $399,999	509	-25.0%
$400,000 - $499,999	299	-18.8%
$500,000 - $599,999	171	-22.3%
$600,000 - $699,999	103	-18.3%
$700,000 - $799,999	68	-35.8%
$800,000 - $899,999	52	0.0%
$900,000 - $999,999	34	-26.1%
$1,000,000 or more	197	-10.9%



Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for $1,000,000 or more

Current Listing Price	Inventory	Percent Change Year-over-Year
$1,000,000 - $1,249,999	47	0.0%
$1,250,000 - $1,499,999	41	-25.5%
$1,500,000 - $1,999,999	34	-33.3%
$2,000,000 - $2,999,999	32	-8.6%
$3,000,000 - $4,999,999	32	14.3%
$5,000,000 - $9,999,999	10	150.0%
$10,000,000 or more	1	0.0%



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Quarterly Distressed Market - Q3 2026
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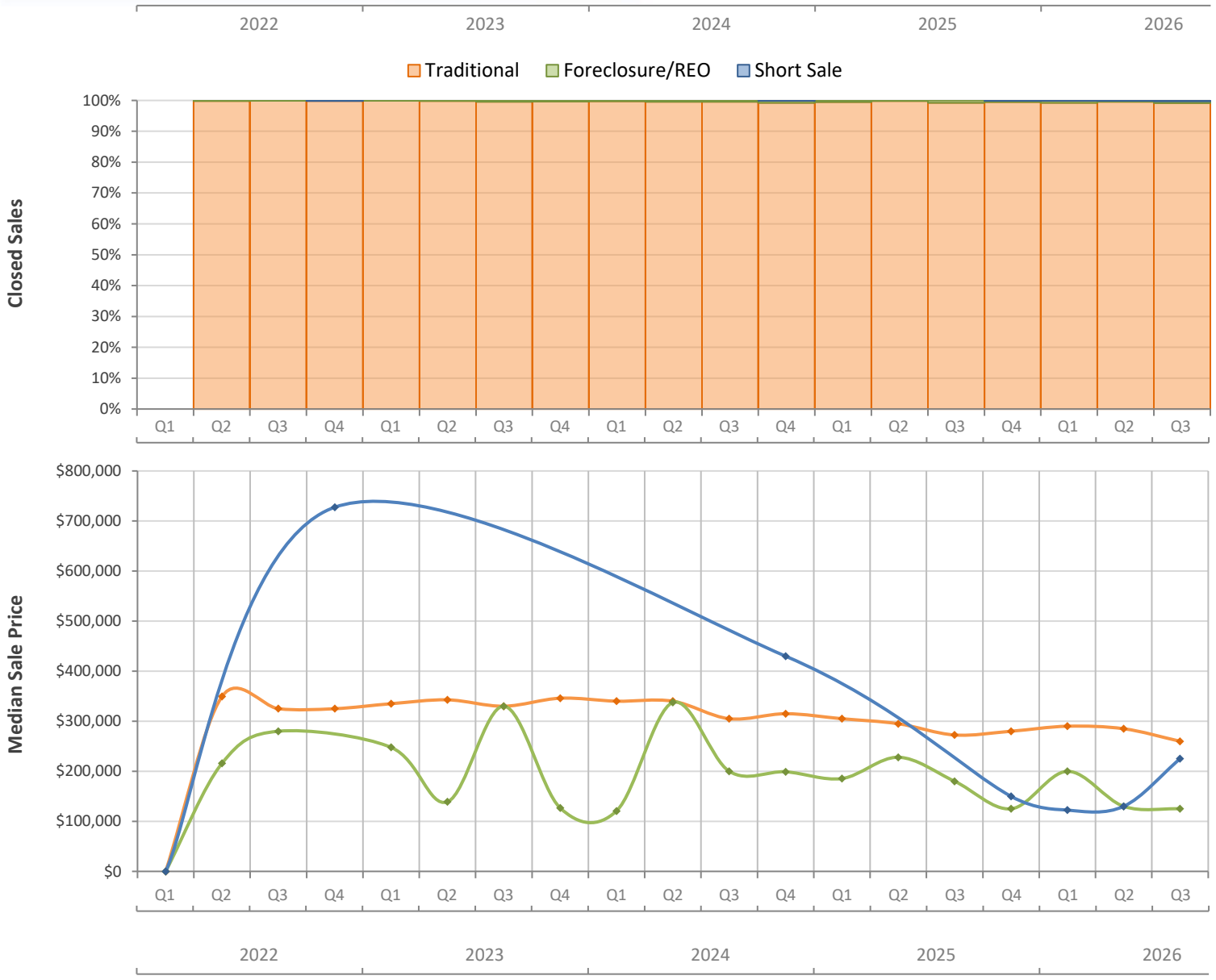
		Q3 2026	Q3 2025	Percent Change Year-over-Year
Traditional	Closed Sales	1,139	996	14.4%
	Median Sale Price	$260,000	$272,500	-4.6%
Foreclosure/REO	Closed Sales	7	8	-12.5%
	Median Sale Price	$125,000	$180,000	-30.6%
Short Sale	Closed Sales	3	0	N/A
	Median Sale Price	$225,000	(No Sales)	N/A



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