

# Monthly Indicators



## April 2026

April 2026 showed a stronger month for buyer activity across Southwest Florida, with total pending sales up 29.7% and closed sales up 8.9% compared to April 2025. At the same time, new listings increased 11.2%, giving buyers more options while keeping the market competitive in certain property segments. Overall inventory declined 15.1% year over year, and months supply of inventory eased slightly to 9 months, down 4.8% from last April.

Single-family homes remained one of the stronger segments in the report. Pending sales rose 26.2%, closed sales increased 10.5%, and the median sales price climbed 7.0% year over year to \$460,000. Inventory for single-family homes dropped 21.3%, while months supply fell to 5 months, suggesting this segment continues to show healthier absorption compared to other property types.

The condo market also saw a notable rebound in activity. Pending sales were up 45.4%, closed sales rose 23.6%, and inventory declined 20.3% from last year. However, pricing softened, with the median sales price down 5.3% to \$369,500. This points to a market where buyer demand is improving, but sellers are still adjusting expectations in order to move properties.

Land and residential income properties showed more mixed results. Land new listings rose 20.7%, but closed sales declined 18.8%, while months supply increased to 17 months. Residential income inventory rose 9.6%, months supply increased 47.0%, and closed sales dropped 25.4%, signaling softer conditions in that smaller segment.

## Quick Facts

**+8.9%**

Change in Closed  
Sales All Properties

**+7.0%**

Change in Median  
Sales Price All






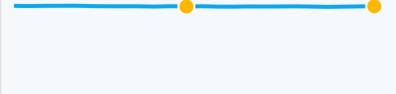


**-15.1%**

Change in Homes for  
Sale All Properties

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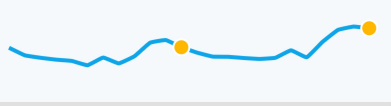
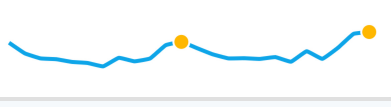
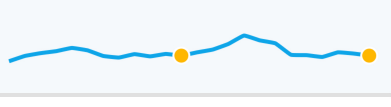
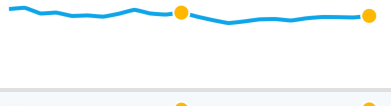
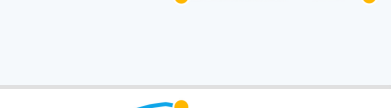

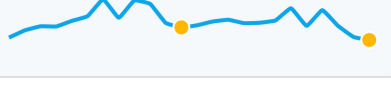
# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.

Key Metrics	Historical Graph	4-2025	4-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		3,150	2,905	-7.8%	14,988	13,034	-13.0%
Pending Sales		2,269	2,863	+26.2%	8,489	10,228	+20.5%
Closed Sales		2,003	2,214	+10.5%	6,475	7,242	+11.8%
Days on Market (Median)		52	50	-3.8%	49	54	+9.1%
Median Sales Price		\$430,000	\$460,000	+7.0%	\$452,500	\$456,375	+0.9%
Percent of List Price Received		95.6%	95.9%	+0.3%	95.7%	95.5%	-0.2%
Inventory of Homes for Sale		14,298	11,258	-21.3%			
Months Supply of Inventory		7	5	-28.8%			

# Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.

Key Metrics	Historical Graph	4-2025	4-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,637	1,479	-9.7%	8,517	7,295	-14.3%
Pending Sales		1,044	1,518	+45.4%	4,243	5,727	+35.0%
Closed Sales		1,052	1,300	+23.6%	3,229	4,089	+26.6%
Days on Market (Median)		61	61	0.0%	62	63	+1.6%
Median Sales Price		\$390,000	\$369,500	-5.3%	\$390,125	\$363,563	-6.8%
Percent of List Price Received		94.2%	94.6%	+0.4%	94.6%	94.4%	-0.2%
Inventory of Homes for Sale		9,355	7,458	-20.3%			
Months Supply of Inventory		9	6	-35.5%			

# Land Market Overview



Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Land properties only.

Key Metrics	Historical Graph	4-2025	4-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,465	1,172	-20.0%	6,165	5,037	-18.3%
Pending Sales		504	591	+17.3%	2,131	2,010	-5.7%
Closed Sales		606	492	-18.8%	2,357	1,847	-21.6%
Days on Market (Median)		43	58	+33.7%	41	57	+37.9%
Median Sales Price		\$35,500	\$40,000	+12.7%	\$35,375	\$39,625	+12.0%
Percent of List Price Received		90.8%	89.0%	-2.0%	90.7%	89.6%	-1.2%
Inventory of Homes for Sale		8,112	8,164	+0.6%			
Months Supply of Inventory		13	17	+24.0%			

# Residential Income Market Overview



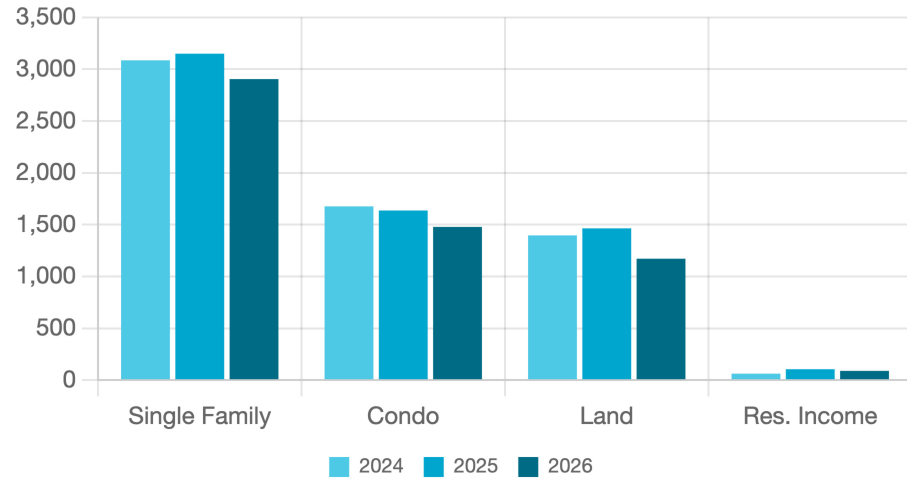
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Residential Income properties only.

Key Metrics	Historical Graph	4-2025	4-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		106	90	-15.1%	448	417	-6.9%
Pending Sales		64	62	-3.1%	239	198	-17.2%
Closed Sales		59	44	-25.4%	171	136	-20.5%
Days on Market (Median)		45	52	+15.6%	40	54	+33.9%
Median Sales Price		\$489,900	\$495,000	+1.0%	\$517,475	\$457,750	-11.5%
Percent of List Price Received		95.0%	97.3%	+2.4%	95.5%	95.5%	+0.0%
Inventory of Homes for Sale		395	433	+9.6%			
Months Supply of Inventory		7	10	+47.0%			

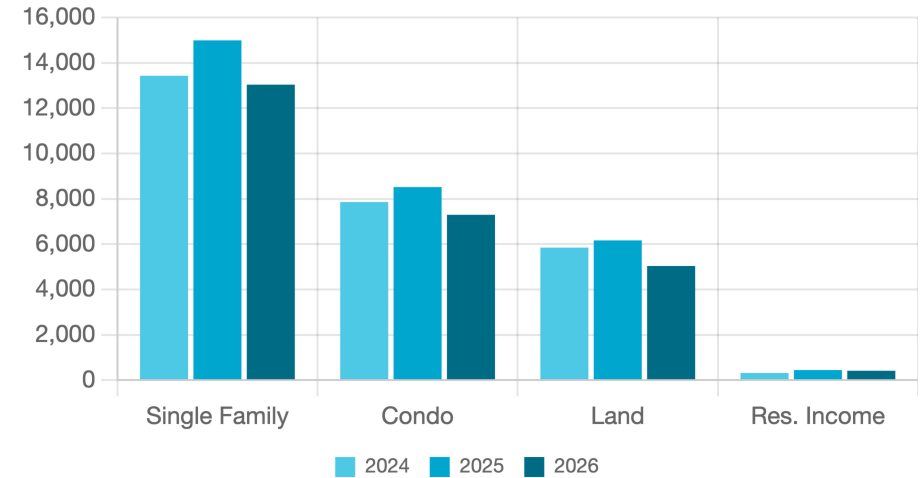
# New Listings

A count of the properties that have been newly listed on the market in a given month.

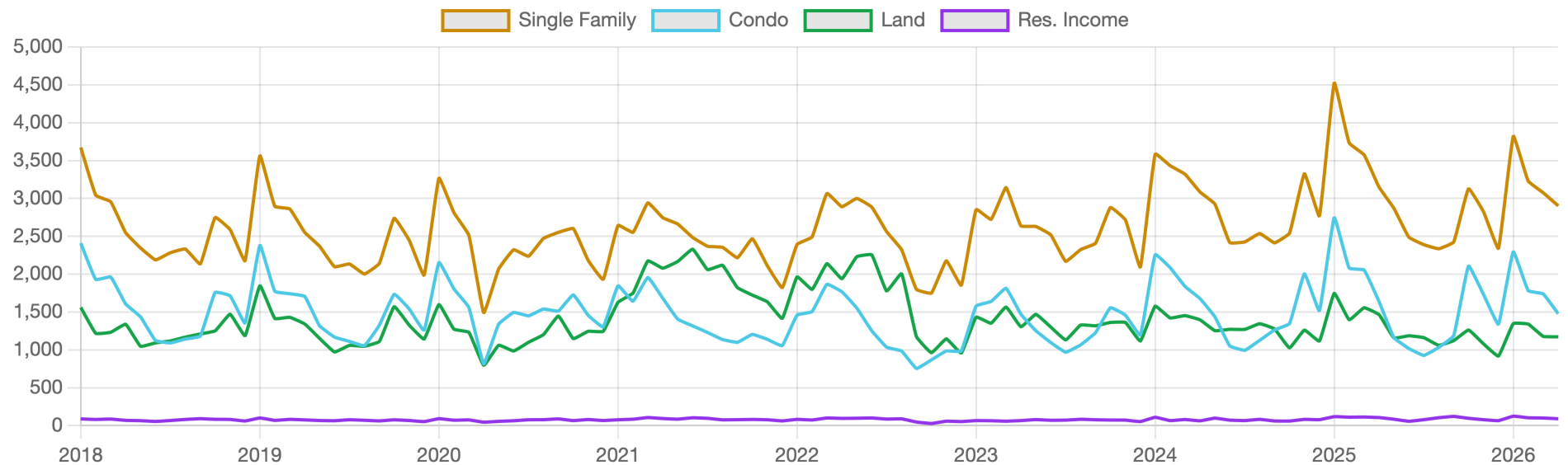
## April



## Year to Date



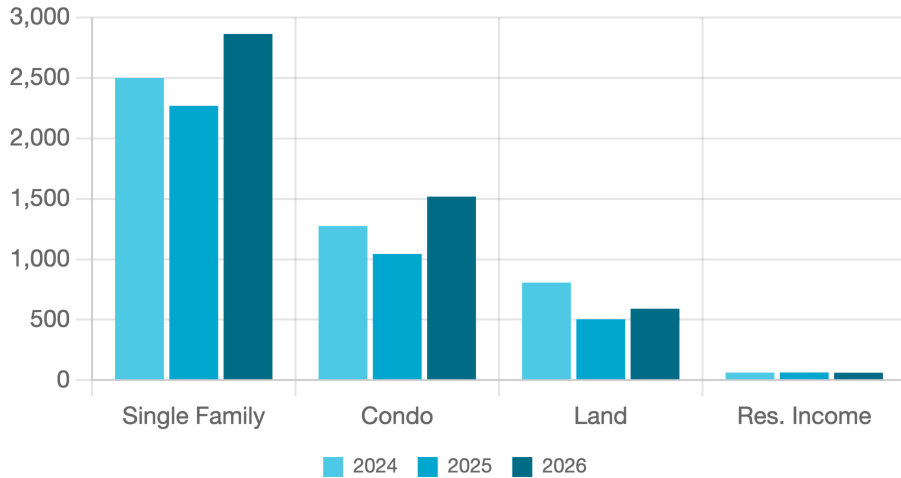
## New Listings by Month



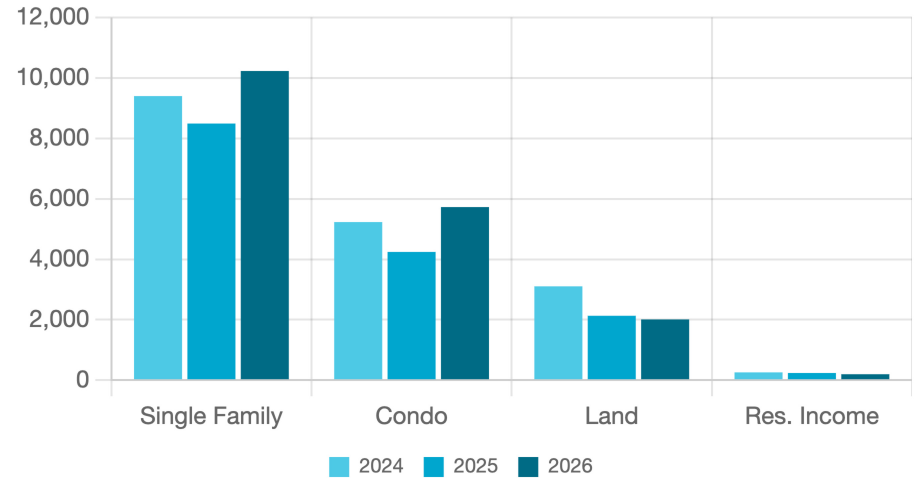
# Pending Sales

A count of the properties on which offers have been accepted in a given month.

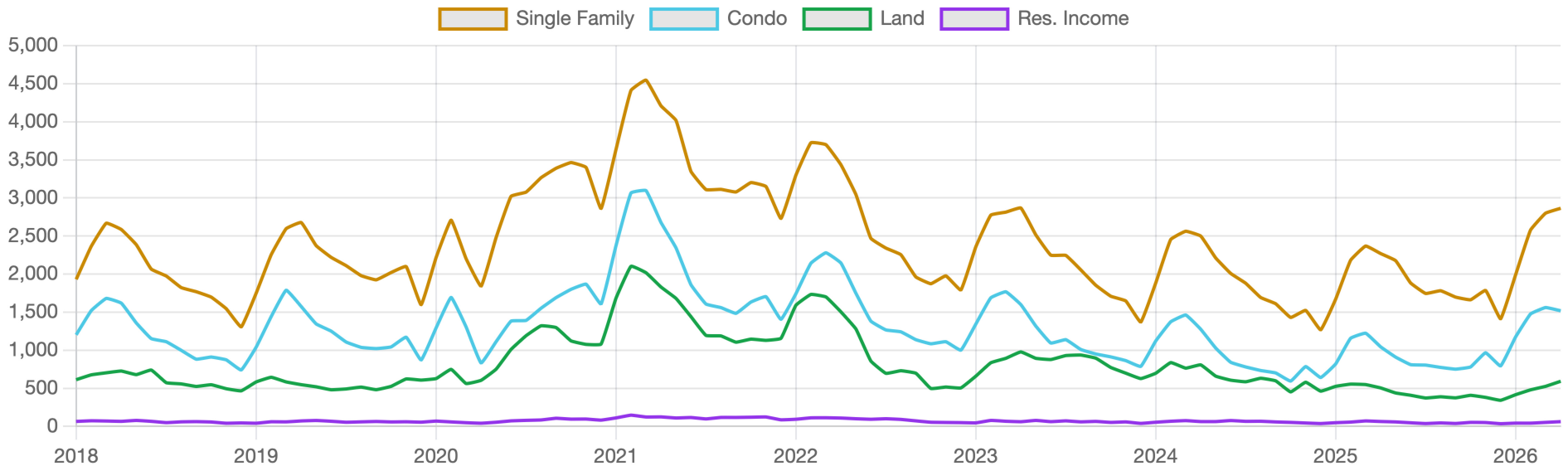
## April



## Year to Date



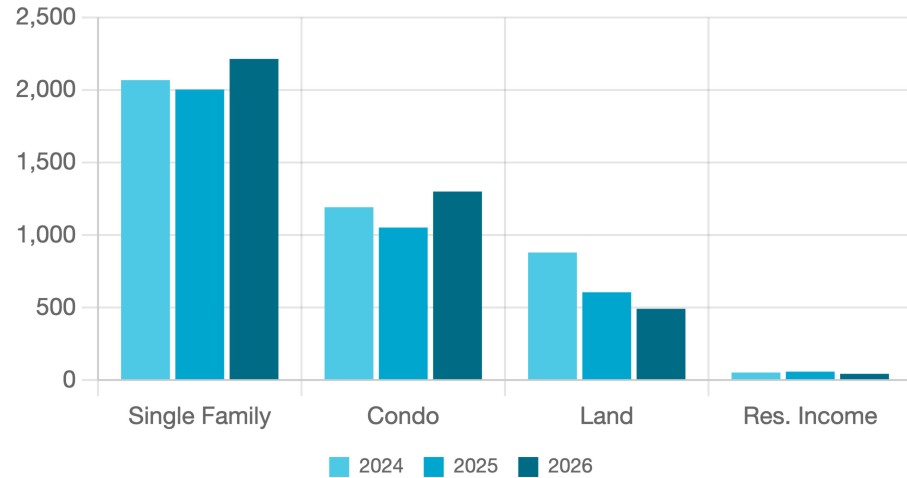
## Pending Sales by Month



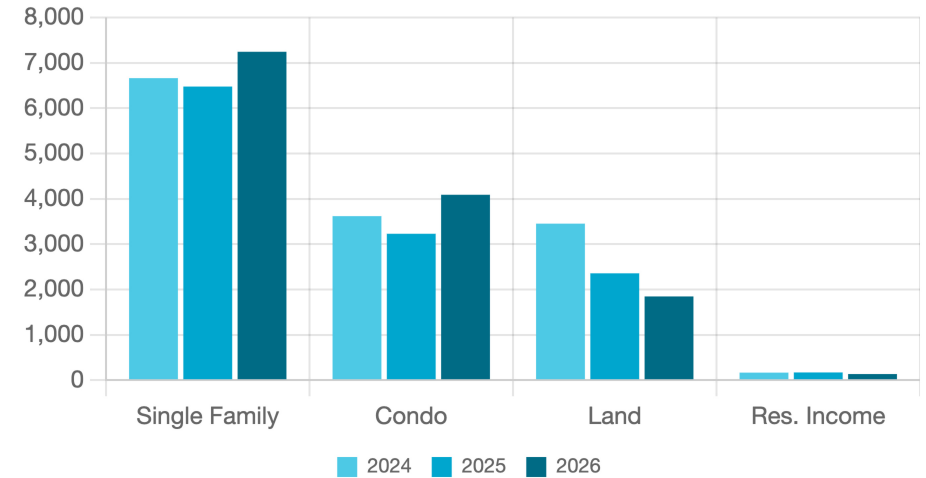
# Closed Sales

A count of the actual sales that closed in a given month.

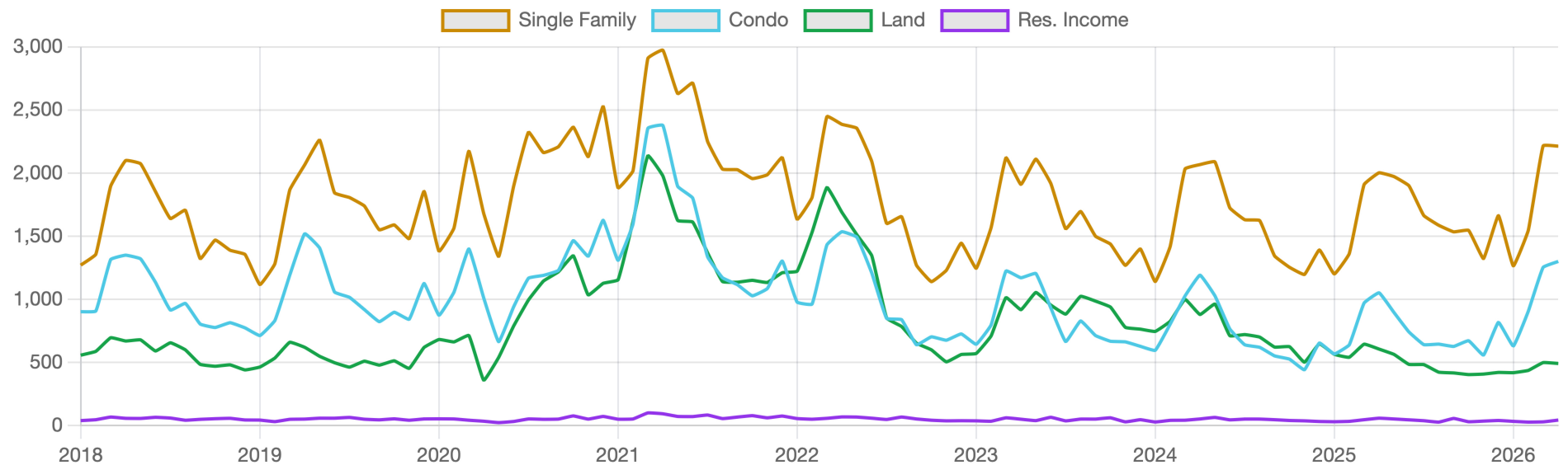
## April



## Year to Date



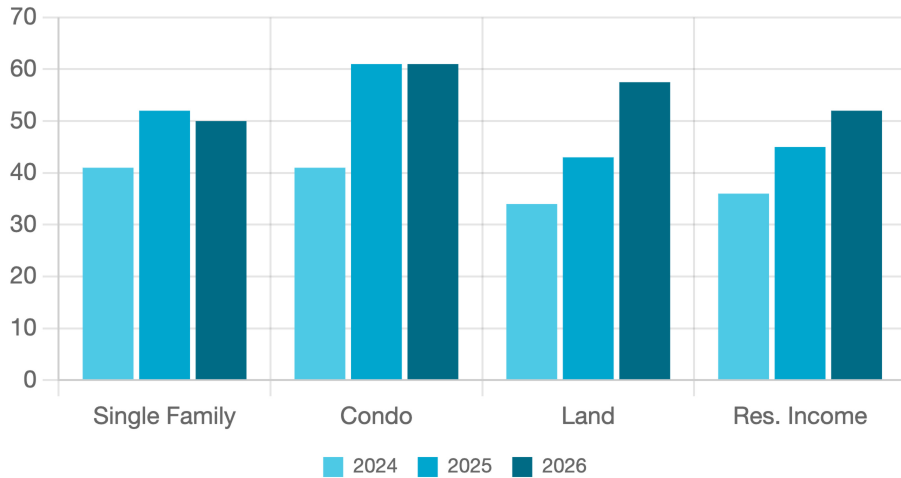
## Closed Sales by Month



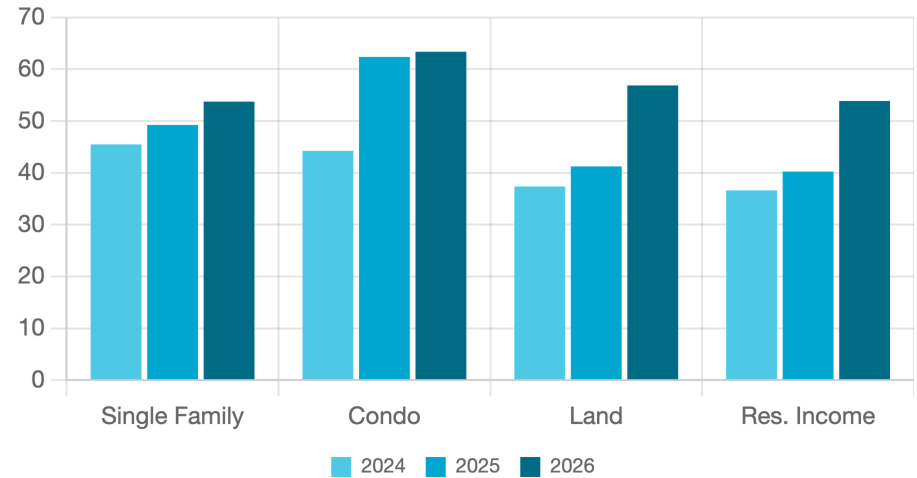
# Days on Market (Median)

Average number of days between when a property is listed and when an offer is accepted in a given month.

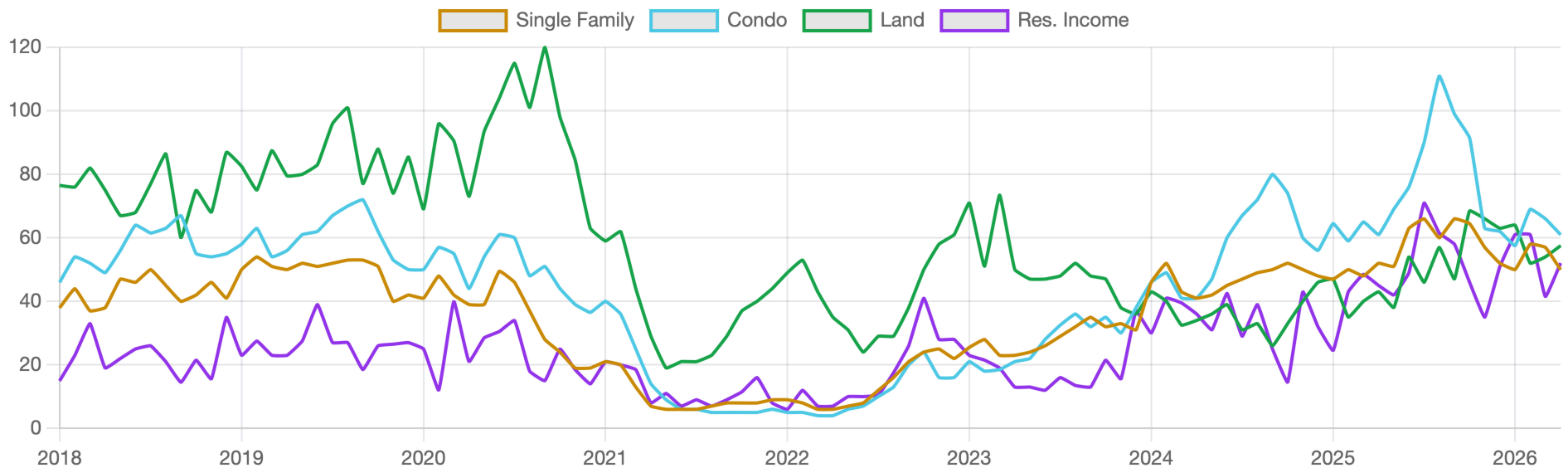
## April



## Year to Date



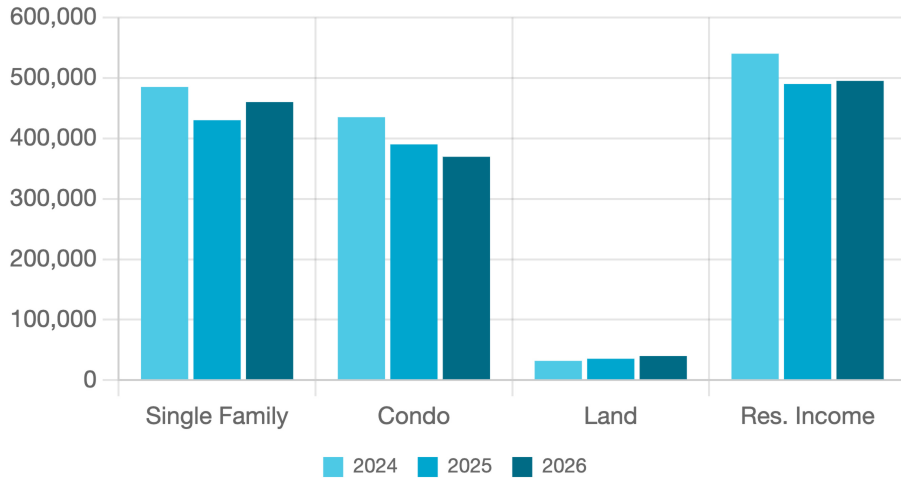
## Days on Market (Median) by Month



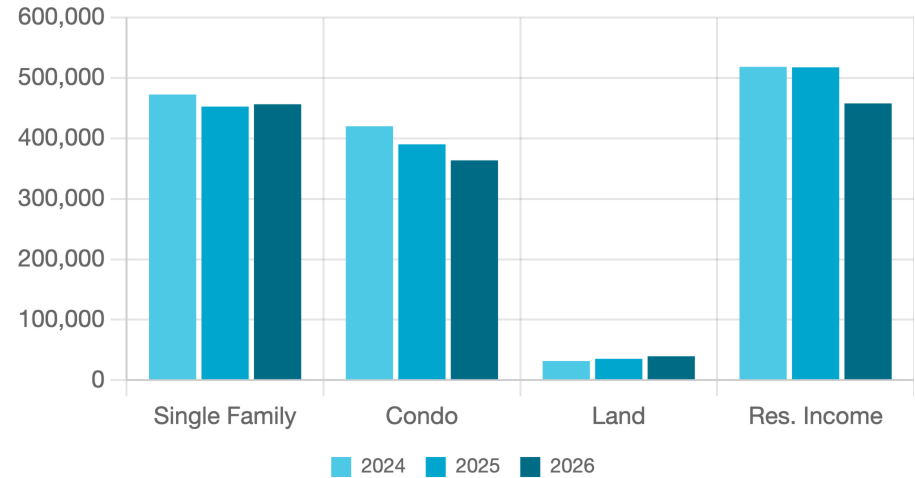
# Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

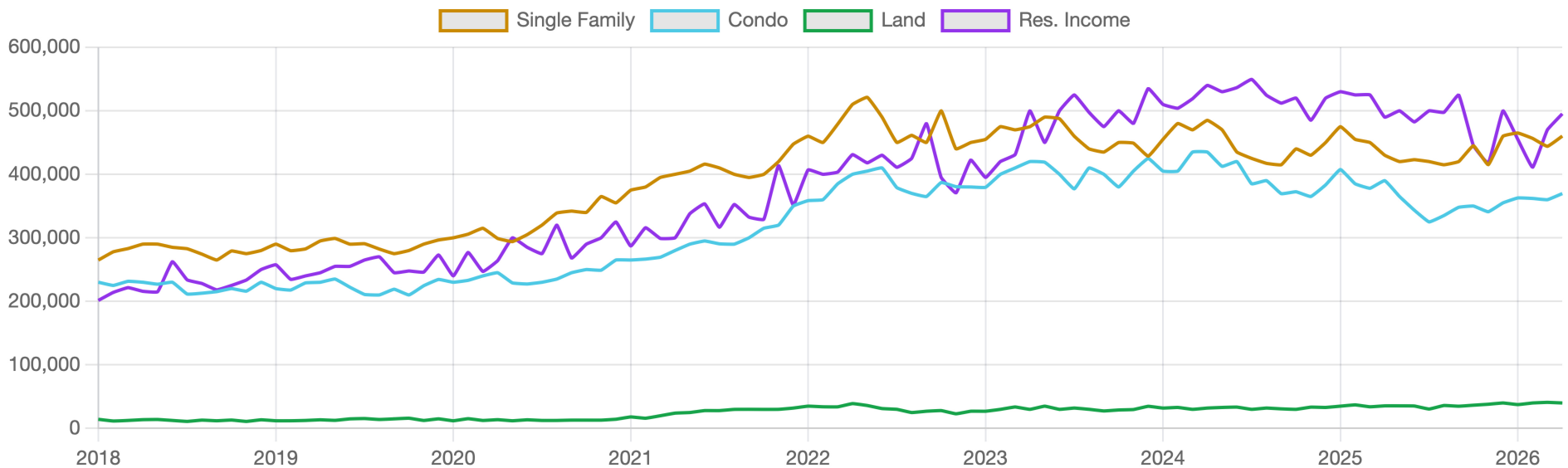
## April



## Year to Date



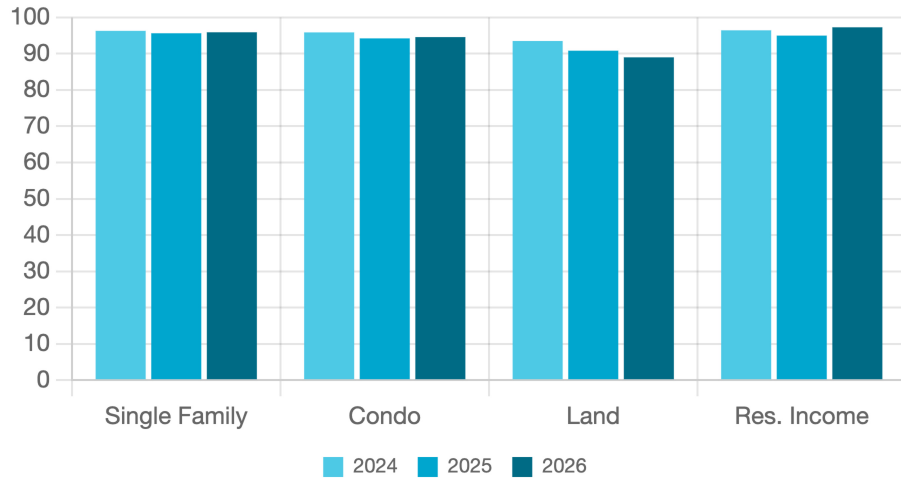
## Median Sales Price by Month



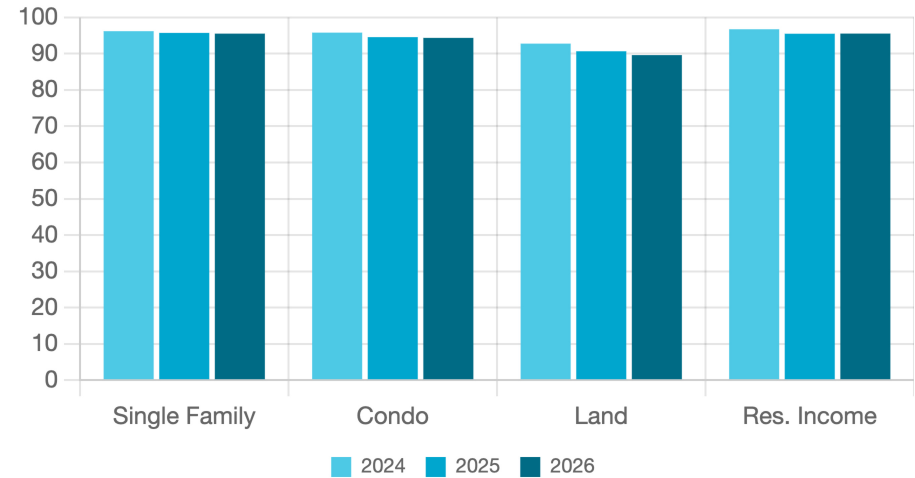
# Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

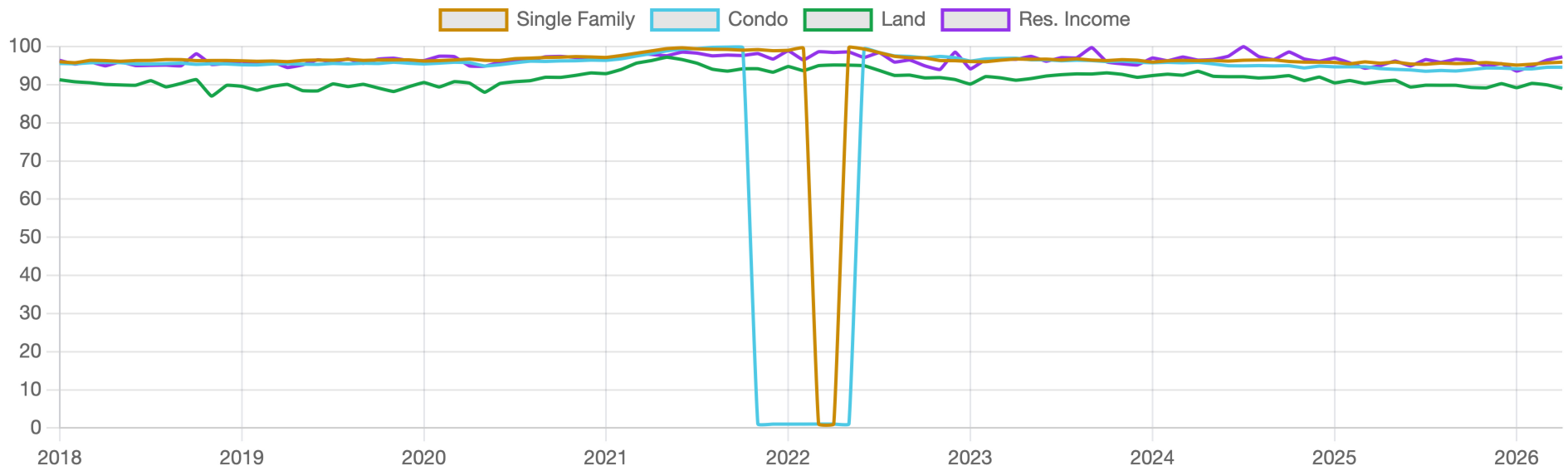
## April



## Year to Date



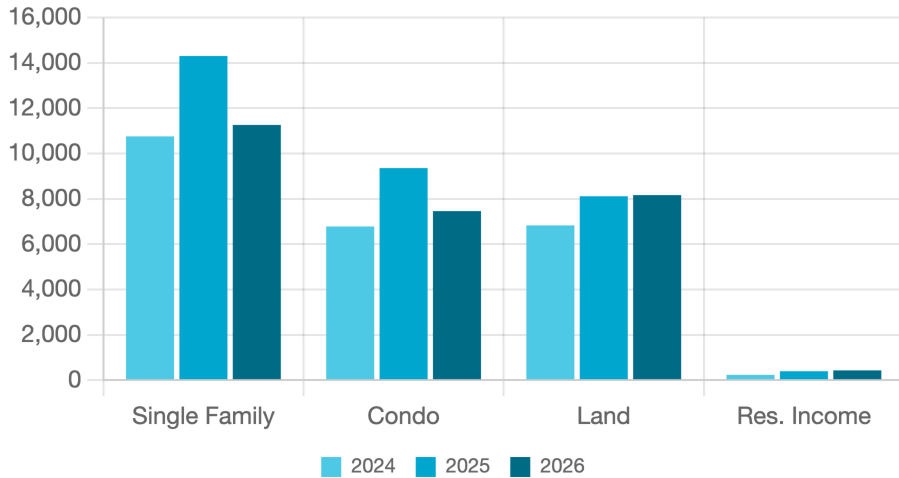
## Percent of List Price Received by Month



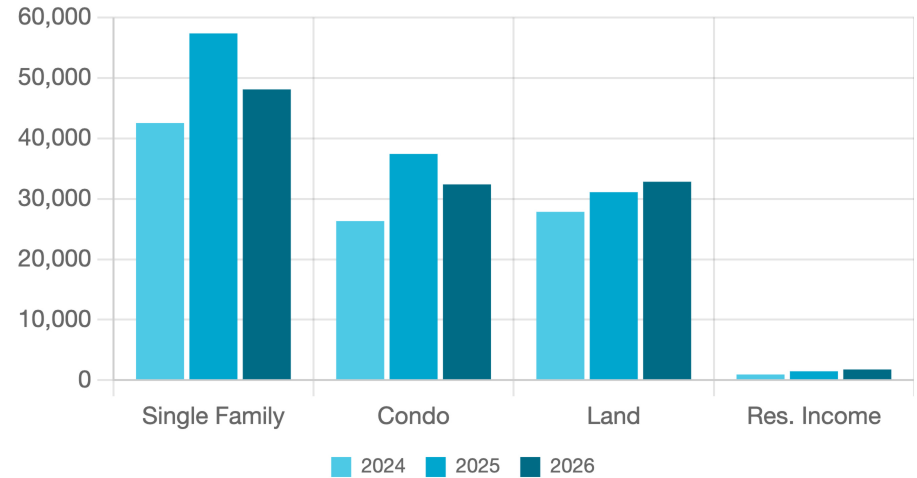
# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

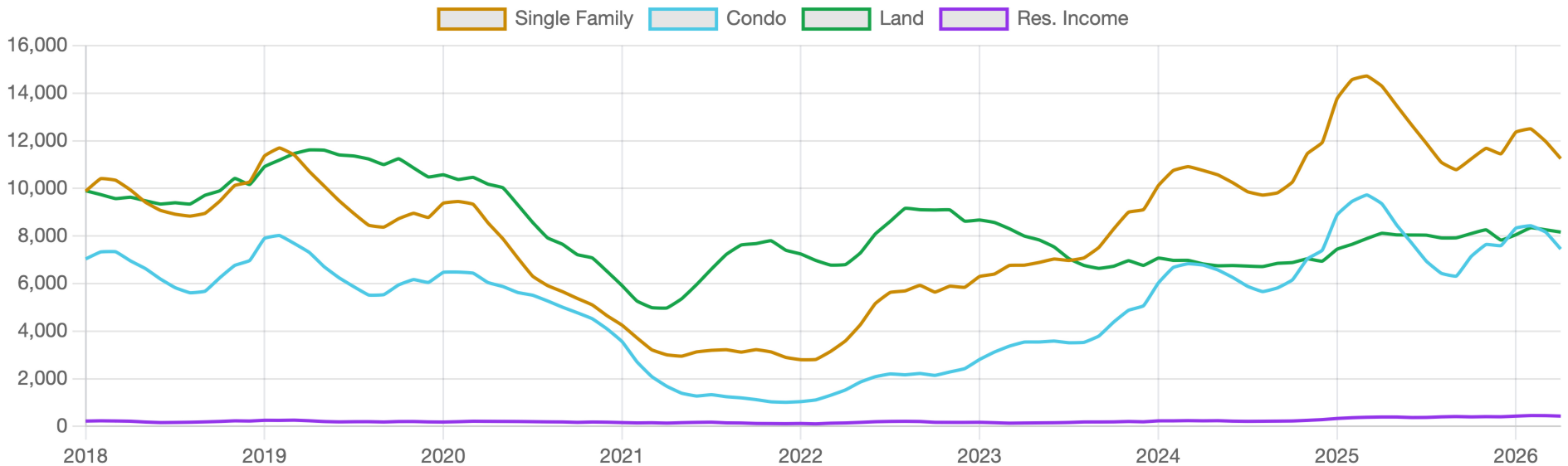
## April



## Year to Date



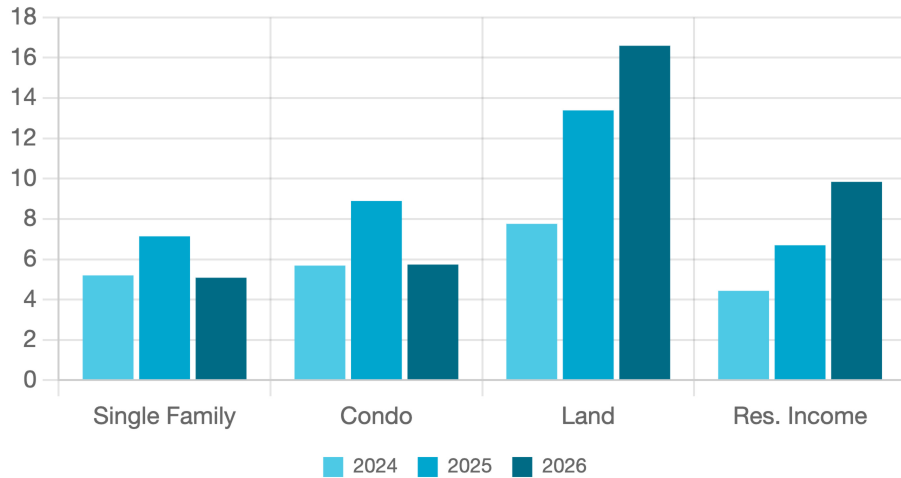
## Inventory of Homes for Sale by Month



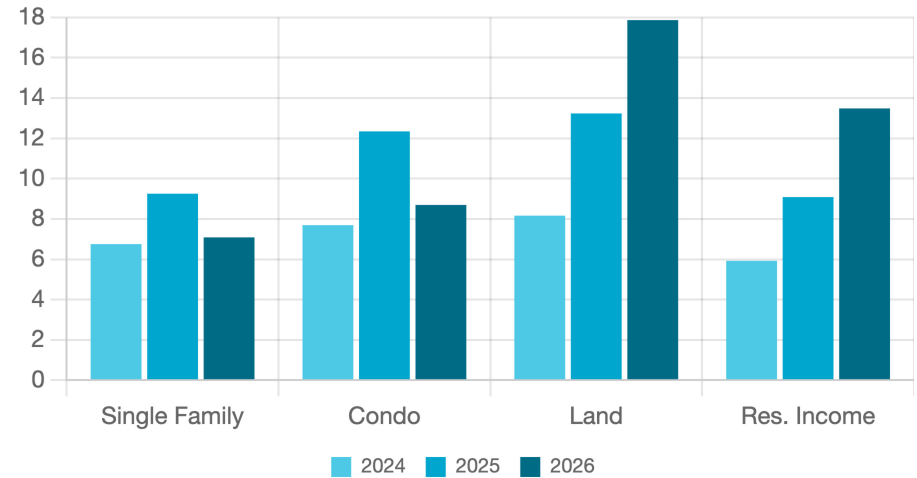
# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

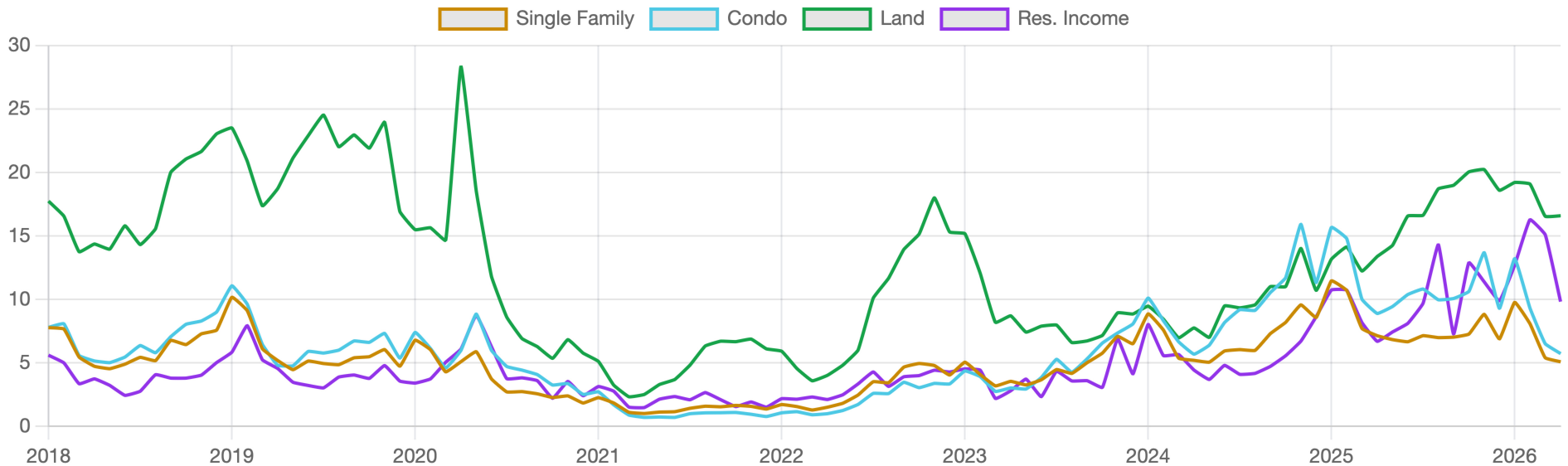
## April



## Year to Date



## Months Supply of Inventory by Month



# Southwest Florida (Lee, Collier, Hendry)



Key metrics by report month and for year-to-date (YTD) starting from the first of the year. PropertyTypes: Single Family, Condo, Land & Residential Income.

Key Metrics	Historical Graph	4-2025	4-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		6,358	5,646	-11.2%	30,118	25,783	-14.4%
Pending Sales		3,881	5,034	+29.7%	15,102	18,163	+20.3%
Closed Sales		3,720	4,050	+8.9%	12,232	13,314	+8.8%
Days on Market (Median)		53	54	+2.8%	51	57	+12.2%
Median Sales Price		\$355,373	\$380,309	+7.0%	\$354,200	\$368,336	+4.0%
Percent of List Price Received		94.4%	94.7%	+0.2%	94.4%	94.3%	-0.1%
Inventory of Homes for Sale		32,160	27,313	-15.1%			
Months Supply of Inventory		9	9	-4.8%			