

Monthly Indicators



May 2026

May 2026 showed stronger buyer momentum across Southwest Florida, especially in contract activity. Across all property types in Lee, Collier, and Hendry counties, pending sales rose 41.2% year over year, while year-to-date closed sales were up 6.8%. At the same time, new listings fell 10.2%, total inventory declined 14.7%, and months supply eased to 9 months, suggesting the market is becoming more active while available inventory begins to tighten.

Single-family homes remained the most balanced segment. Pending sales increased 36.1%, inventory dropped 21.4%, and the median sales price rose 4.8% to \$440,000. Condos also saw a strong rebound in activity, with pending sales up 56.3% and closed sales up 14.3%. However, condo pricing continued to soften, with the median price down 2.0% to \$357,860, showing that buyers are responding when pricing aligns with today's market.

Land and residential income properties remained more uneven. Land pending sales improved, but closed sales were down and months supply rose to 16 months, pointing to a slower-moving segment. Residential income also saw softer conditions, with closed sales down 20.8% and months supply rising to 10 months. Overall, May's report points to a market where buyers are re-engaging, but pricing, property type, and seller expectations continue to play a major role in how quickly listings move.

Quick Facts

-1.6%

Change in Closed
Sales All Properties

+3.2%

Change in Median
Sales Price All


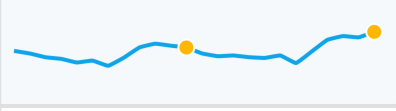
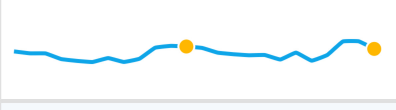
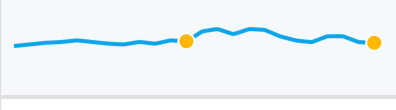

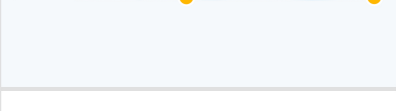
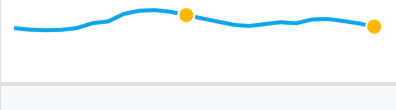
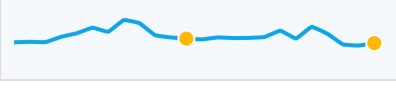
-14.7%

Change in Homes for
Sale All Properties

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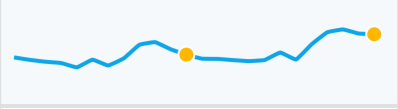
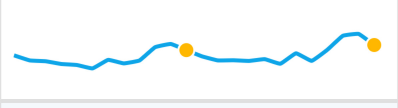
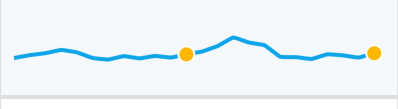
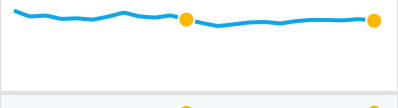
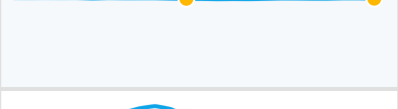

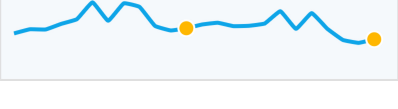
Single Family Market Overview

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	5-2025	5-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		2,869	2,512	-12.4%	17,857	15,542	-13.0%
Pending Sales		2,173	2,958	+36.1%	10,654	12,923	+21.3%
Closed Sales		1,973	1,856	-5.9%	8,448	9,128	+8.0%
Days on Market (Median)		51	49	-3.9%	50	53	+6.0%
Median Sales Price		\$420,000	\$440,000	+4.8%	\$446,000	\$453,000	+1.6%
Percent of List Price Received		95.9%	96.1%	+0.2%	95.8%	95.6%	-0.1%
Inventory of Homes for Sale		13,478	10,588	-21.4%			
Months Supply of Inventory		7	6	-16.5%			






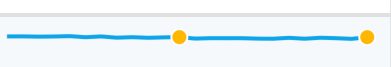

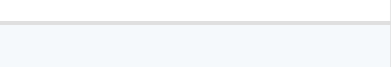
Condo Market Overview

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	5-2025	5-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,160	1,139	-1.8%	9,677	8,436	-12.8%
Pending Sales		908	1,419	+56.3%	5,147	7,036	+36.7%
Closed Sales		896	1,024	+14.3%	4,125	5,120	+24.1%
Days on Market (Median)		69	72	+4.3%	64	65	+2.4%
Median Sales Price		\$365,000	\$357,600	-2.0%	\$385,100	\$362,020	-6.0%
Percent of List Price Received		94.0%	94.2%	+0.2%	94.5%	94.3%	-0.1%
Inventory of Homes for Sale		8,460	6,838	-19.2%			
Months Supply of Inventory		9	7	-29.3%			

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	5-2025	5-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,157	998	-13.7%	7,322	6,041	-17.5%
Pending Sales		433	597	+37.9%	2,553	2,511	-1.6%
Closed Sales		564	508	-9.9%	2,921	2,365	-19.0%
Days on Market (Median)		38	60	+57.9%	41	58	+42.6%
Median Sales Price		\$35,500	\$36,000	+1.4%	\$35,400	\$38,900	+9.9%
Percent of List Price Received		91.1%	91.1%	-0.1%	90.8%	89.9%	-1.0%
Inventory of Homes for Sale		8,049	8,058	+0.1%			
Months Supply of Inventory		14	16	+11.1%			

Residential Income Market Overview



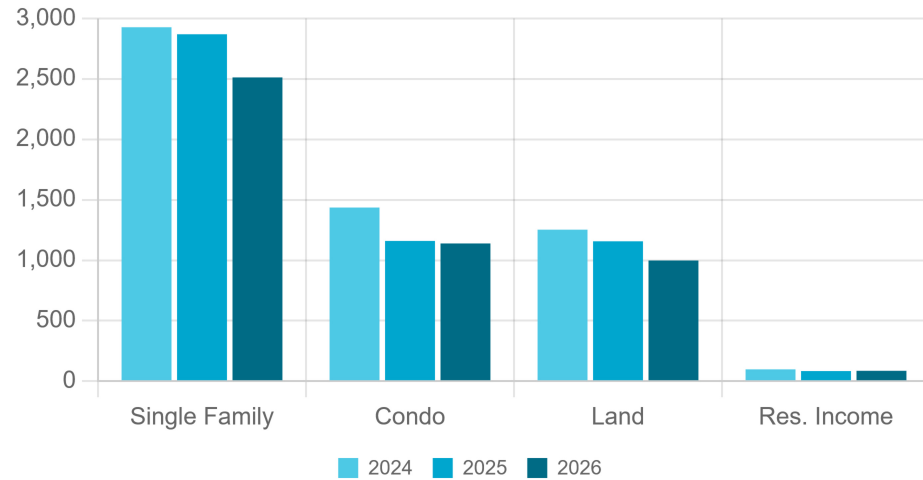
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Residential Income properties only.

Key Metrics	Historical Graph	5-2025	5-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		84	86	+2.4%	532	503	-5.5%
Pending Sales		58	69	+19.0%	297	256	-13.8%
Closed Sales		53	42	-20.8%	224	178	-20.5%
Days on Market (Median)		42	37	-13.1%	41	50	+24.1%
Median Sales Price		\$500,000	\$459,950	-8.0%	\$513,980	\$458,190	-10.9%
Percent of List Price Received		96.2%	95.3%	-0.9%	95.6%	95.5%	-0.2%
Inventory of Homes for Sale		394	424	+7.6%			
Months Supply of Inventory		7	10	+35.8%			

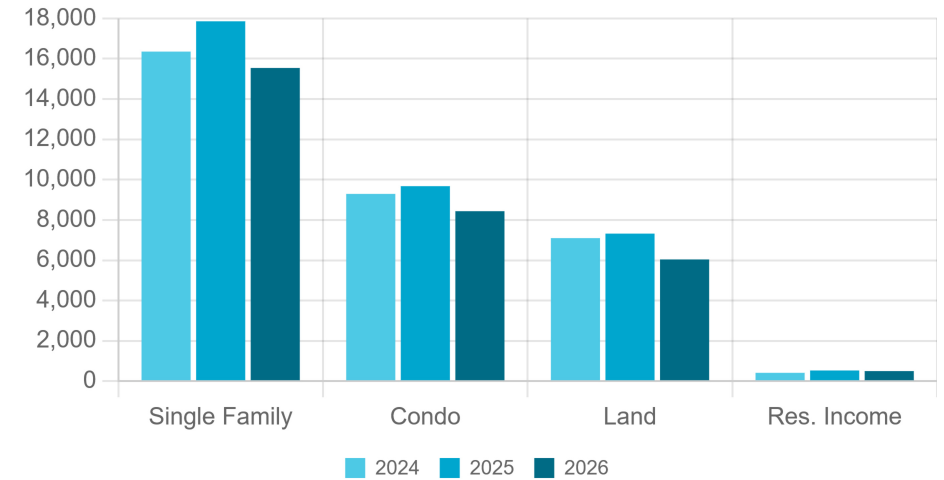
New Listings

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

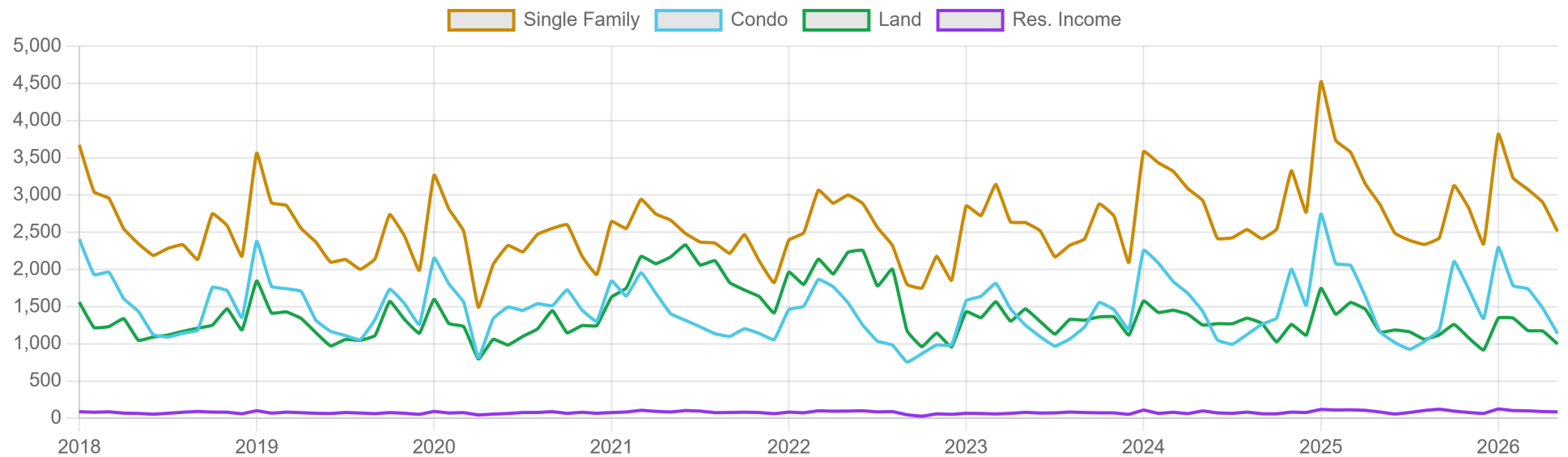
May



Year to Date



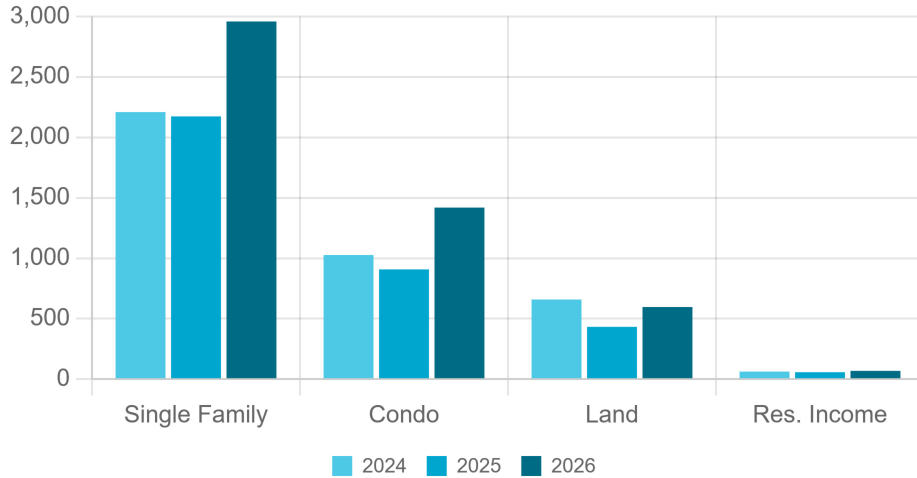
New Listings by Month



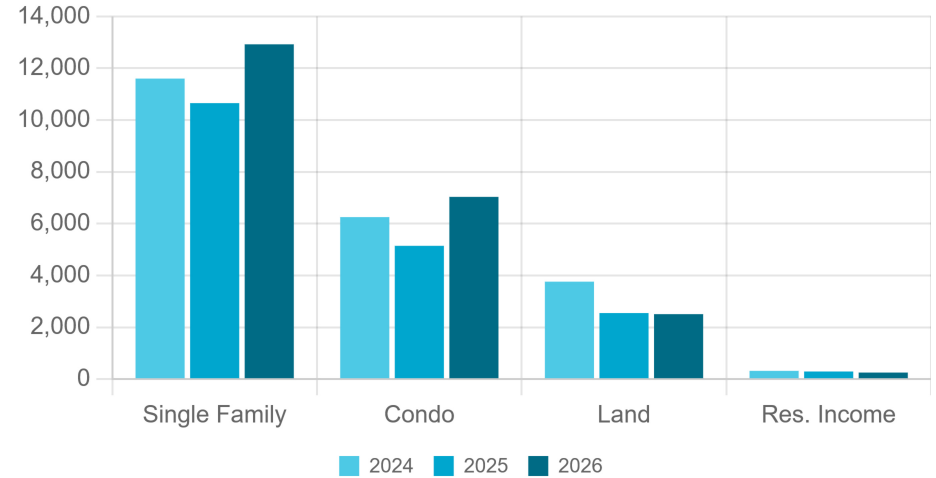
Pending Sales

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

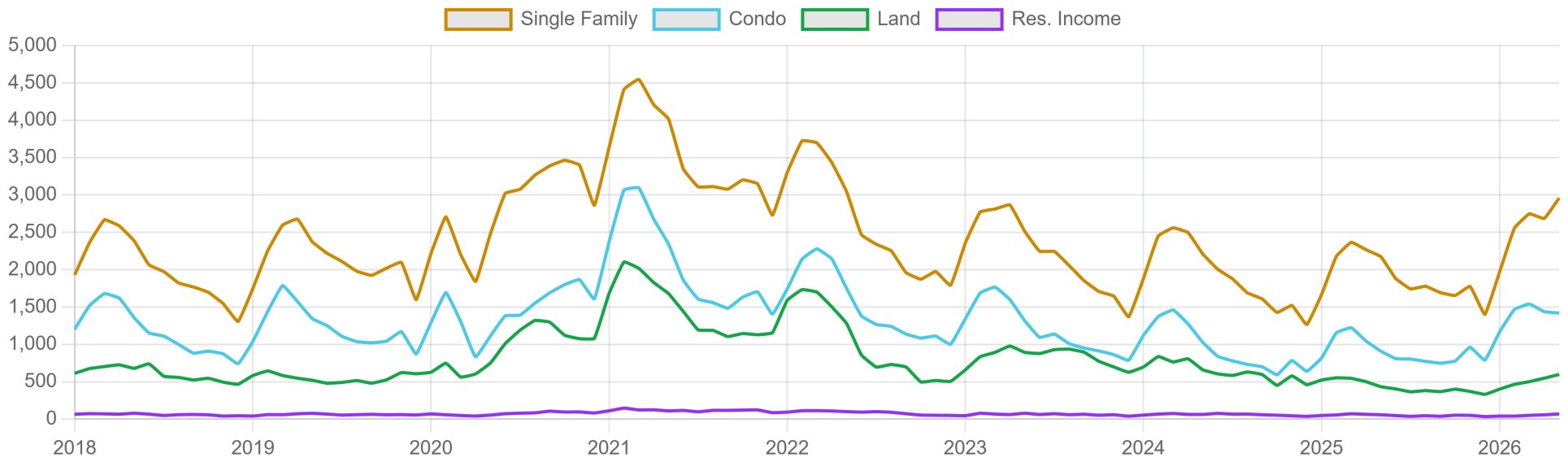
May



Year to Date



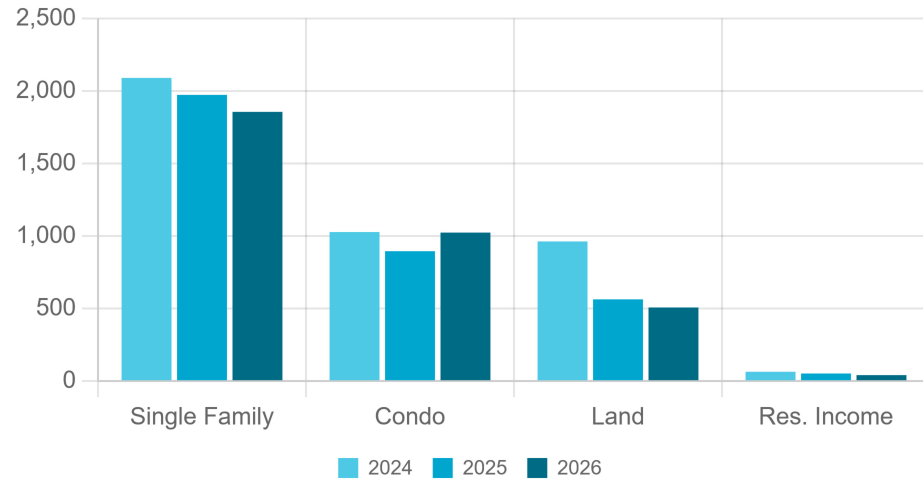
Pending Sales by Month



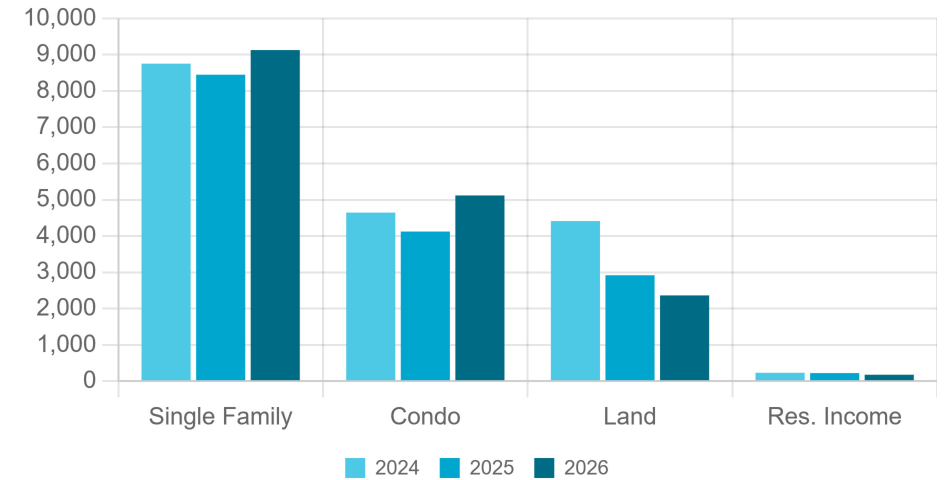
Closed Sales

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

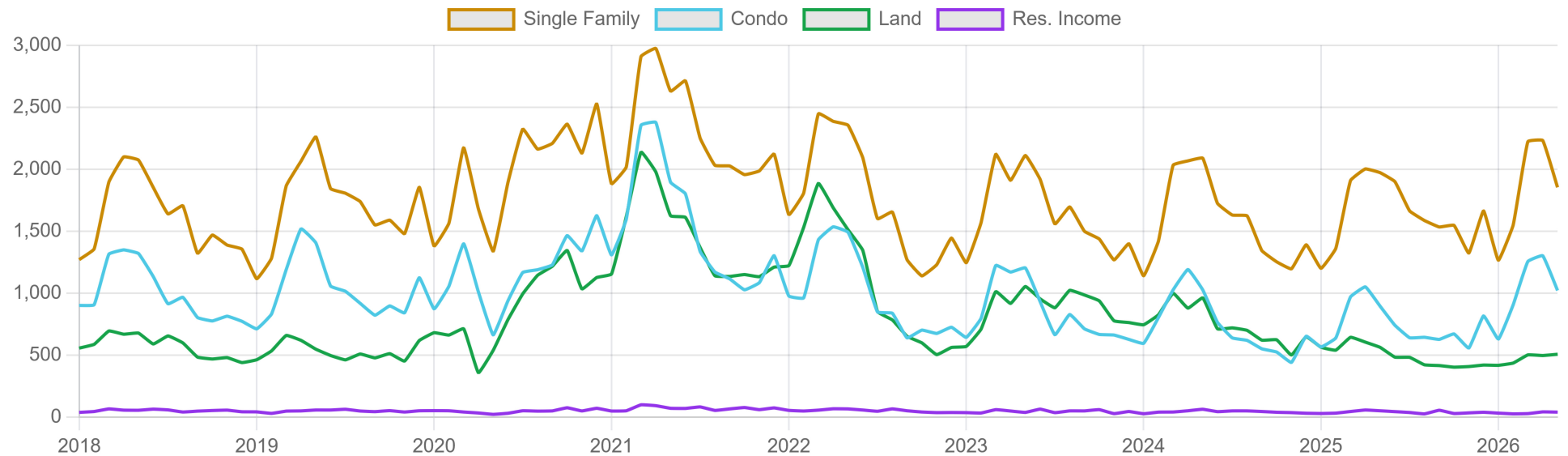
May



Year to Date



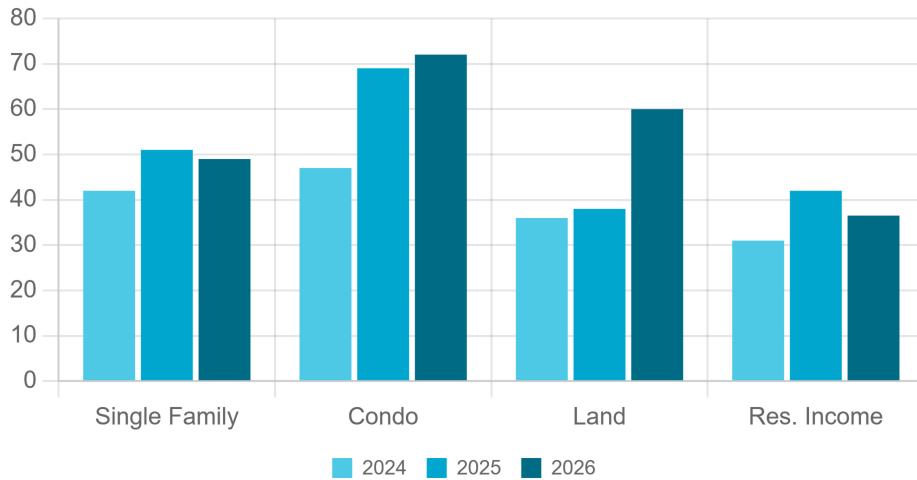
Closed Sales by Month



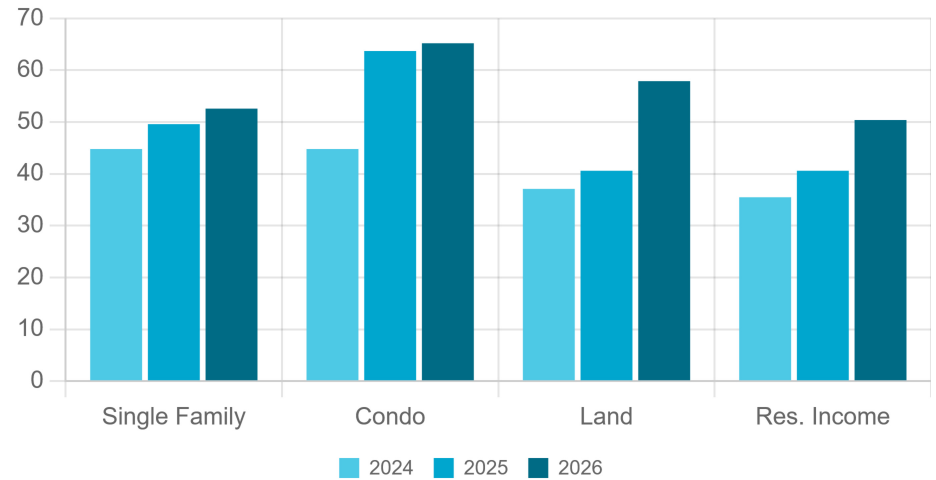
Days on Market (Median)

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

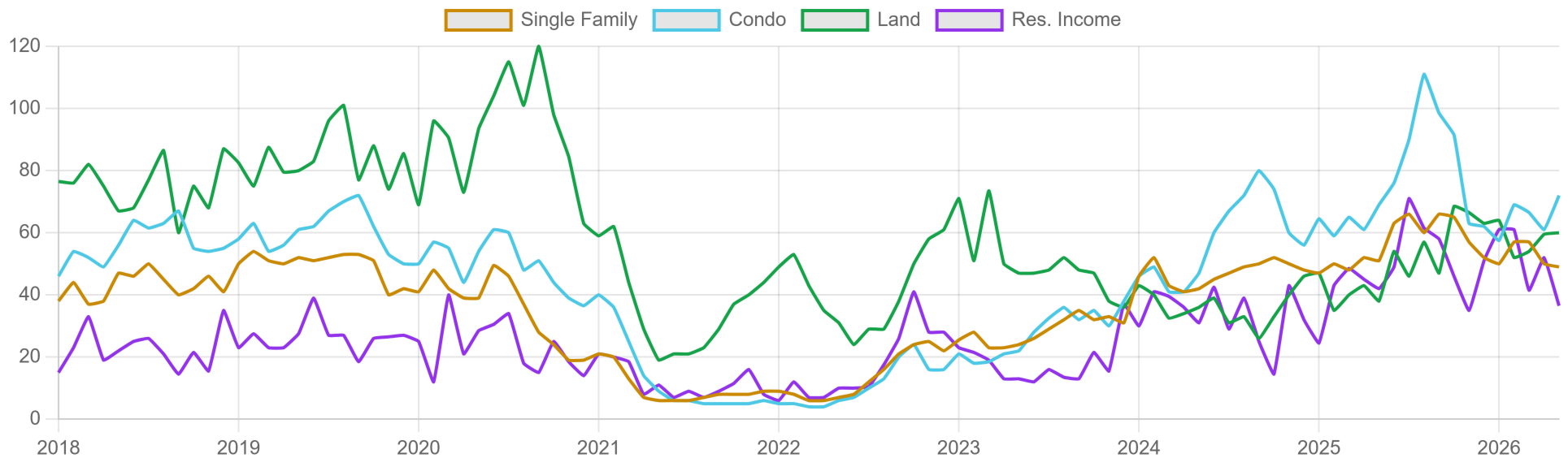
May



Year to Date



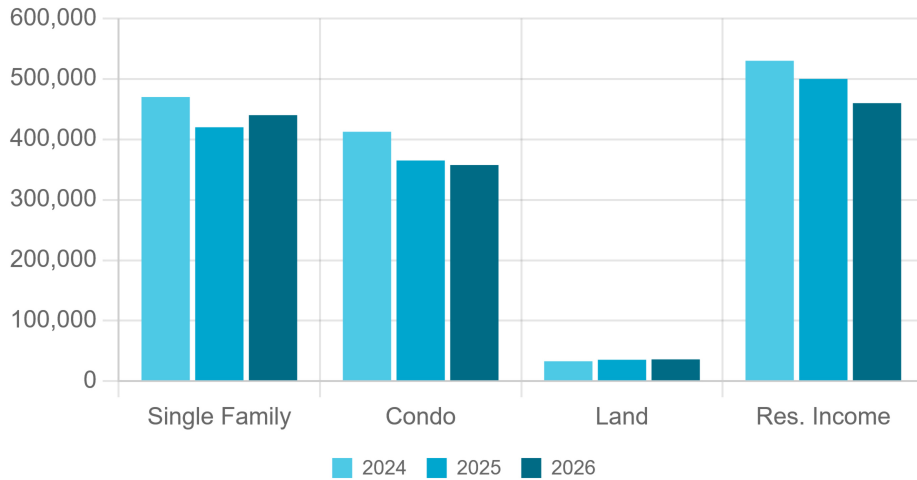
Days on Market (Median) by Month



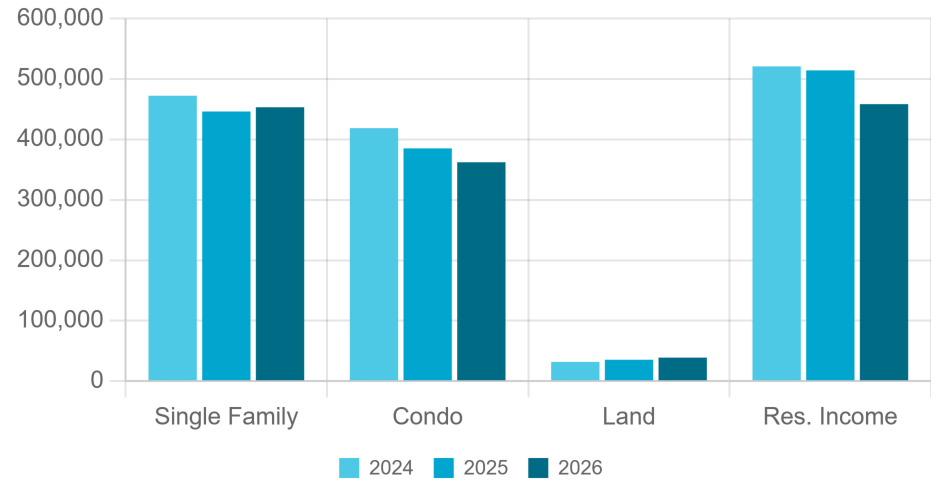
Median Sales Price

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

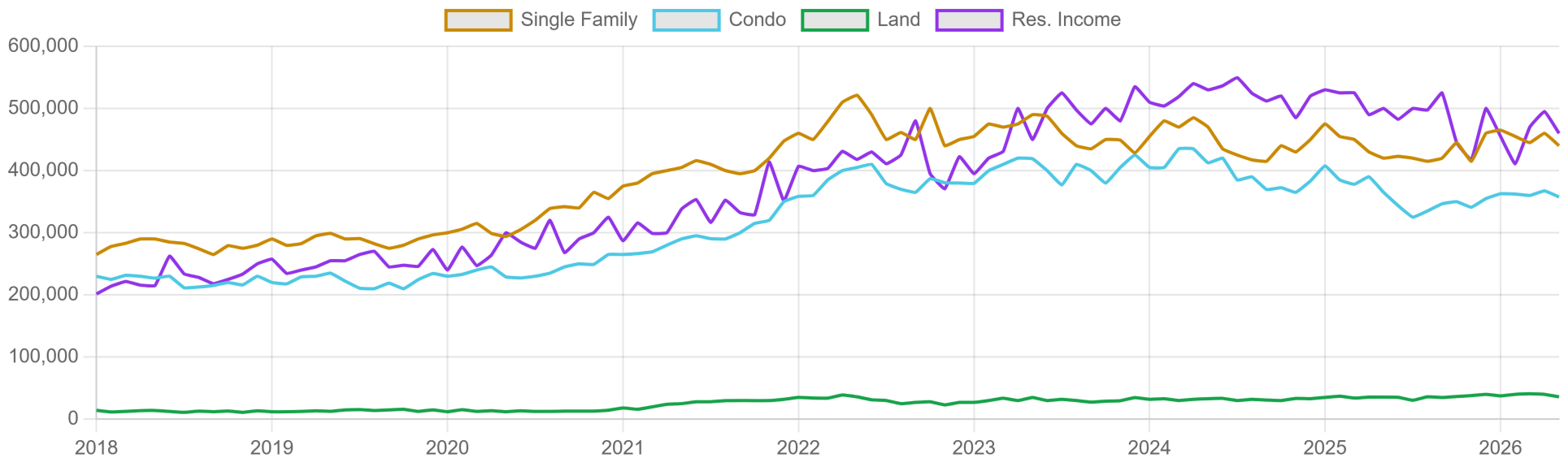
May



Year to Date



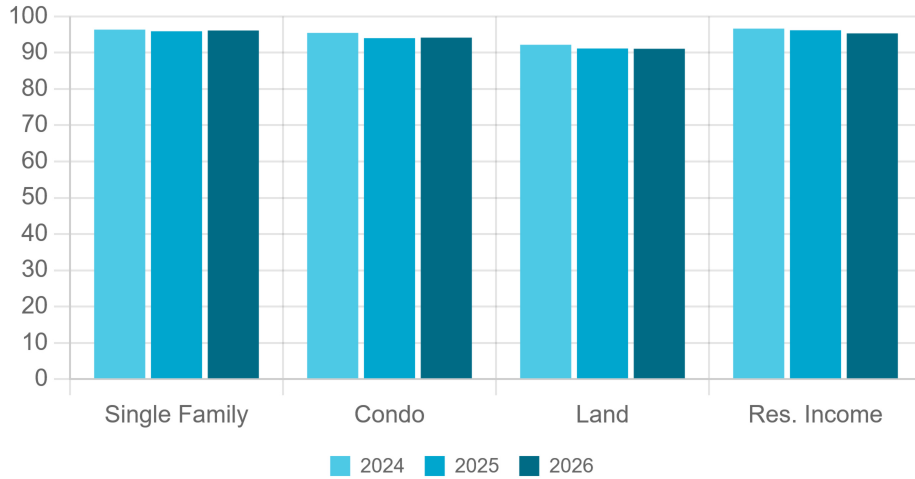
Median Sales Price by Month



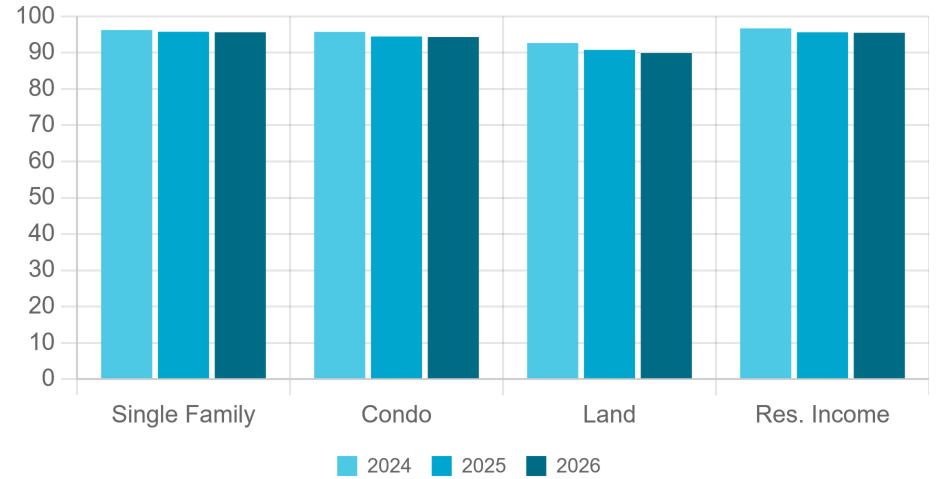
Percent of List Price Received

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.

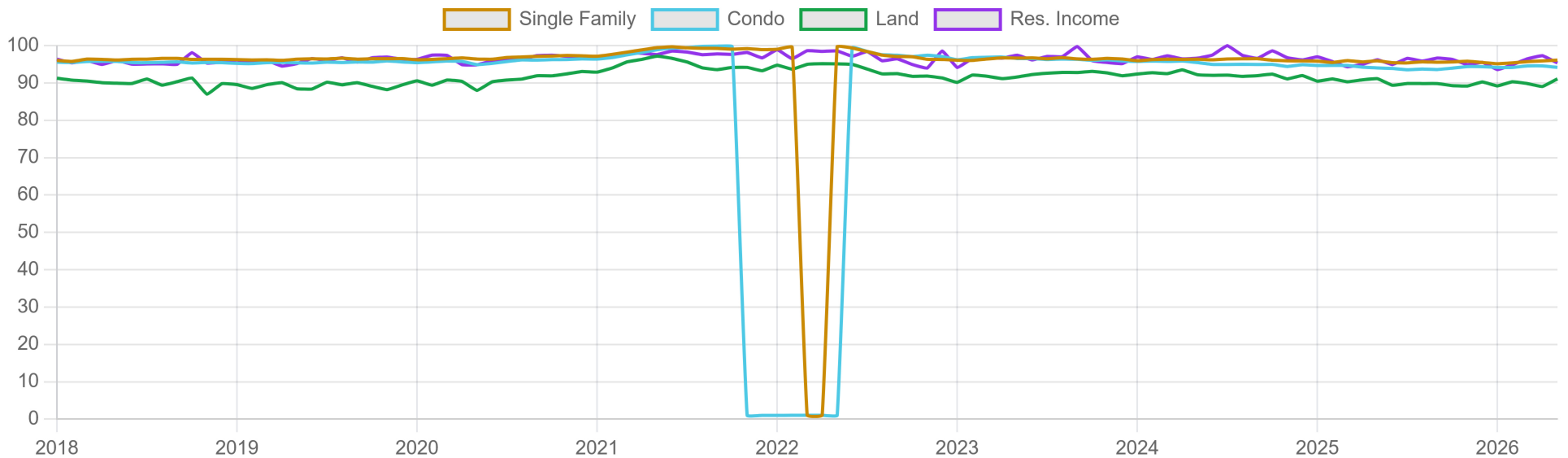
May



Year to Date



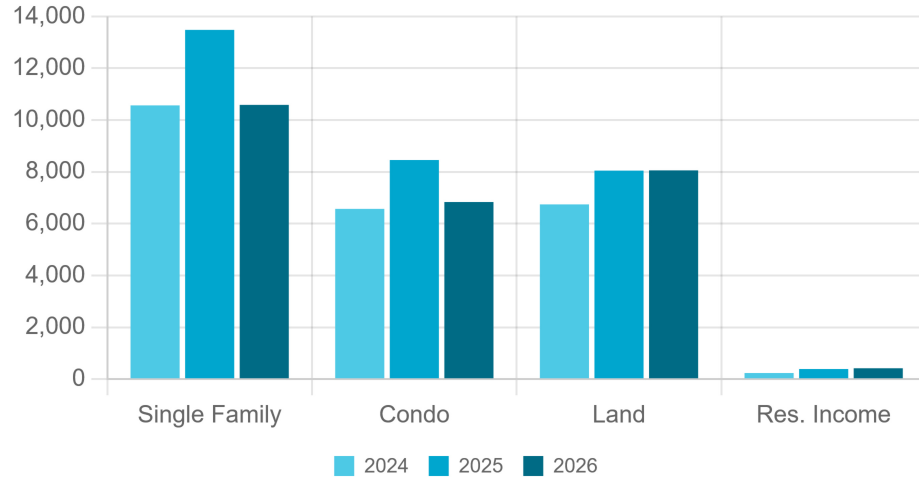
Percent of List Price Received by Month



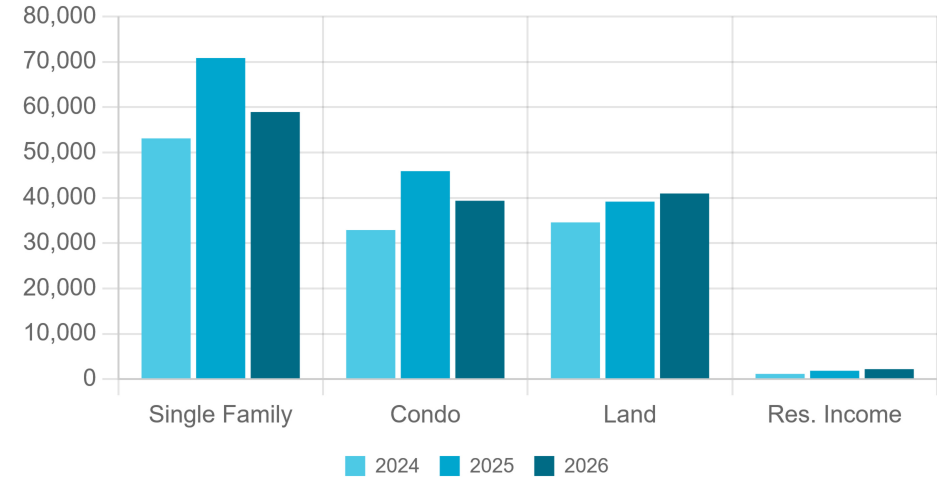
Inventory of Homes for Sale

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

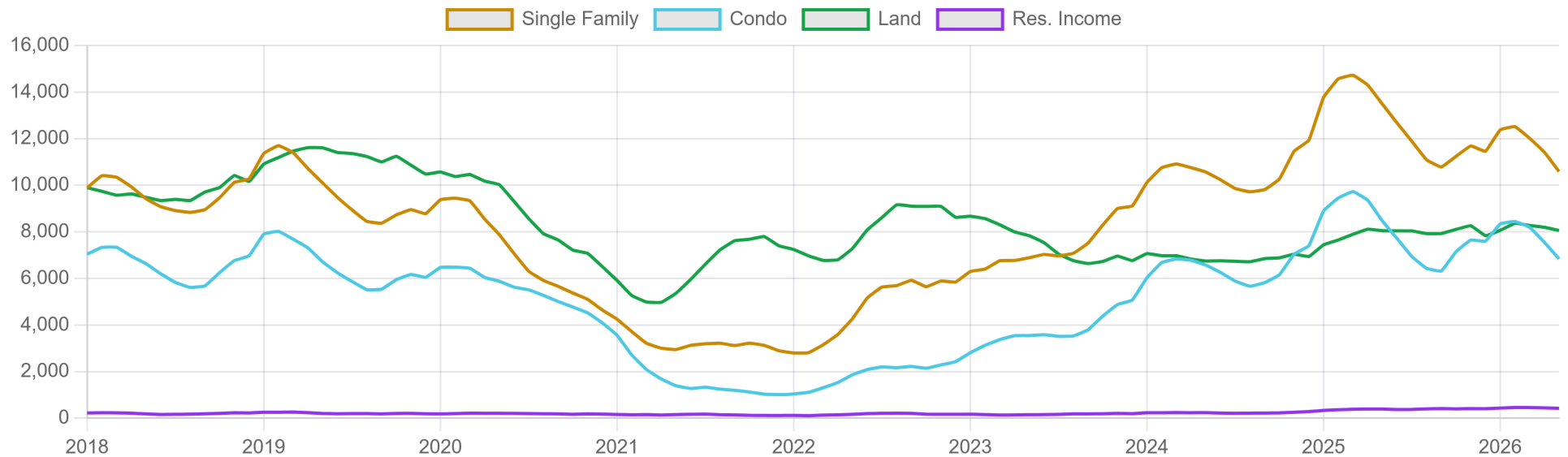
May



Year to Date



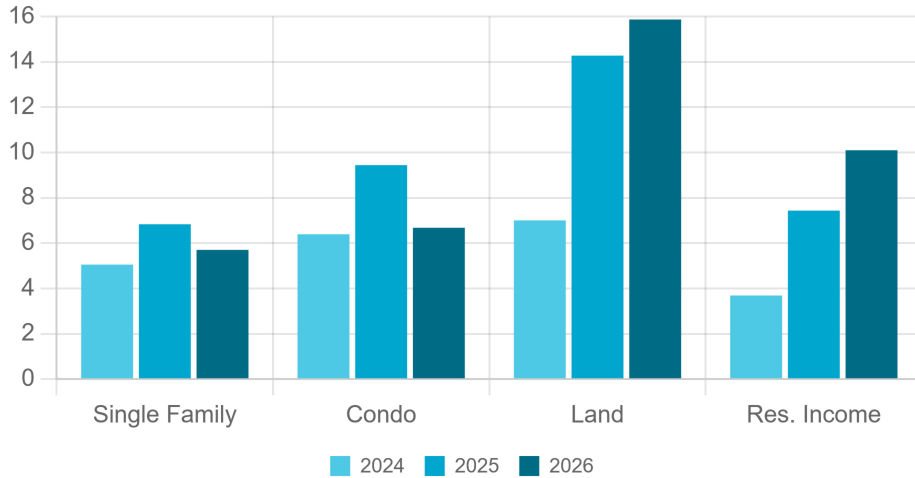
Inventory of Homes for Sale by Month



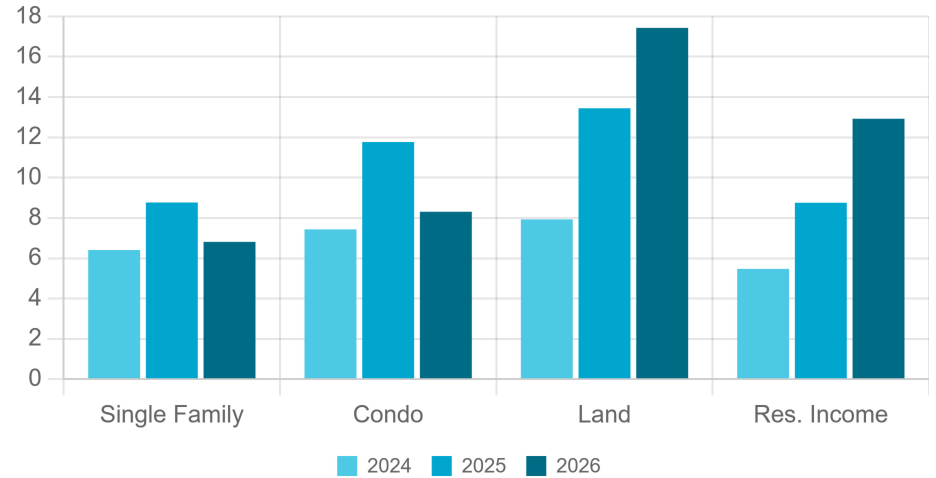
Months Supply of Inventory

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.

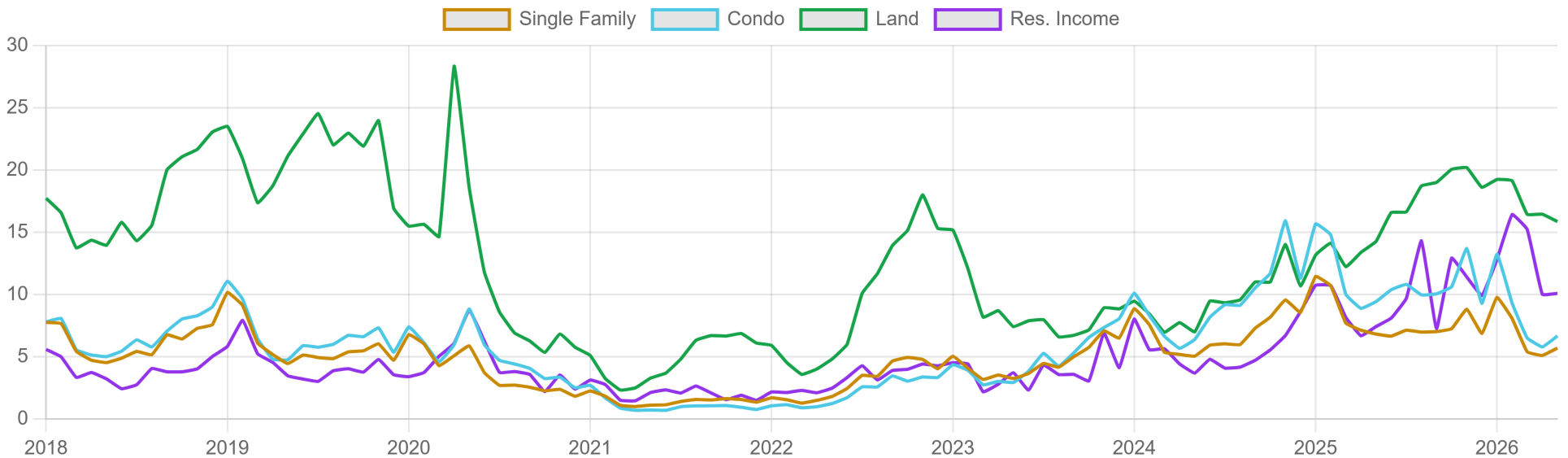
May



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	5-2025	5-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		5,270	4,735	-10.2%	35,388	30,522	-13.8%
Pending Sales		3,572	5,043	+41.2%	18,651	22,726	+21.8%
Closed Sales		3,486	3,430	-1.6%	15,718	16,791	+6.8%
Days on Market (Median)		53	57	+7.4%	51	57	+11.2%
Median Sales Price		\$344,871	\$355,810	+3.2%	\$352,334	\$365,631	+3.8%
Percent of List Price Received		94.7%	94.8%	+0.1%	94.5%	94.4%	-0.1%
Inventory of Homes for Sale		30,381	25,908	-14.7%			
Months Supply of Inventory		10	9	-3.6%			