

Local Market Update – November 2025

A Research Tool Provided by Coconut Coast Organization of REALTORS®



Southwest Florida

(Lee, Collier, Hendry Counties)

Single Family

Key Metrics	November			Year To Date		
	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	3,328	2,824	-15.1%	32,015	33,446	+4.5%
Pending Sales	1,284	1,443	+12.4%	17,628	18,471	+4.8%
Closed Sales	1,197	1,325	+10.7%	17,528	18,011	+2.8%
Days on Market (Median)	50	57	+14.0%	47	56.818	+20.9%
Median Sales Price	\$430,000	\$415,000	-3.5%	\$447,477	\$433,455	-3.1%
Sold Dollar Volume	\$877.8M	\$915.5M	+4.3%	\$13B	\$13.6B	+4.6%
Percent of List Price Received	95.91%	95.80%	-0.1%	96.25%	95.66%	-0.6%
Inventory of Homes for Sale	10,857	11,148	+2.7%			
Months Supply of Inventory	9.1	8.4	-7.2%			

Condo

Key Metrics	November			Year To Date		
	2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings	2,005	1,732	-13.6%	17,075	17,677	+3.5%
Pending Sales	632	741	+17.2%	8,167	8,316	+1.8%
Closed Sales	442	558	+26.2%	8,191	8,012	-2.2%
Days on Market (Median)	60	63	+5.0%	57.955	77.136	+33.1%
Median Sales Price	\$365,000	\$341,000	-6.6%	\$399,455	\$360,545	-9.7%
Sold Dollar Volume	\$247.6M	\$293.8M	+18.7%	\$5B	\$4.5B	-10.8%
Percent of List Price Received	94.39%	94.36%	-0.0%	95.26%	94.12%	-1.2%
Inventory of Homes for Sale	6,739	7,392	+9.7%			
Months Supply of Inventory	15.2	13.2	-13.1%			

Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Current as of September 9th, 2026. All data from Coconut Coast Organization of REALTORS® MLS | Data gathered from Domus Analytics