

# Local Market Update - November 2025

A Research Tool Provided by Bonita Springs-Estero Realtors®



## Southwest Florida (Lee, Collier, Hendry Counties)

Single Family		November			Year To Date		
Key Metrics		2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings		3,301	2,821	-14.54%	31,738	33,284	4.87%
Pending Sales		1,520	2,050	34.87%	15,241	15,929	4.51%
Closed Sales		1,188	1,289	8.50%	17,381	17,870	2.81%
Days on Market (Median)		53	62	16.98%	48	58	20.83%
Median Sales Price		\$432,495	<b>\$415,000</b>	-4.05%	\$450,000	<b>\$430,000</b>	-4.44%
Sold Dollar Volume		\$875,151,613	<b>\$893,290,944</b>	2.1%	\$12,879,155,814	<b>\$13,495,798,665</b>	4.8%
Percent of List Price Received		95.90%	<b>95.70%</b>	-0.21%	96.30%	<b>95.70%</b>	-0.62%
Inventory of Homes for Sale		11,373	<b>11,332</b>	-0.36%			
Months Supply of Inventory		9.6	<b>8.8</b>	-8.33%			

Condo		November			Year To Date		
Key Metrics		2024	2025	% Change	Thru 11-2024	Thru 11-2025	% Change
New Listings		1,998	1,728	-13.51%	16,991	17,622	3.71%
Pending Sales		785	1,082	37.83%	7,046	7,036	-0.14%
Closed Sales		436	<b>547</b>	25.46%	8,146	7,962	-2.26%
Days on Market (Median)		61	<b>65</b>	6.56%	54	74	37.04%
Median Sales Price		\$365,000	<b>\$340,000</b>	-6.85%	\$403,018	\$360,000	-10.67%
Sold Dollar Volume		\$245,022,228.00	<b>\$289,782,068.00</b>	18.3%	\$4,976,987,803	<b>\$4,427,891,626</b>	-11.0%
Percent of List Price Received		94.40%	<b>94.30%</b>	-0.11%	95.40%	94.10%	-1.36%
Inventory of Homes for Sale		7003	<b>7,459</b>	6.51%			
Months Supply of Inventory		16.1	<b>13.6</b>	-15.53%			

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