

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	\$415,000	-4.05%	\$450,000	\$430,000	-4.44%
Sold Dollar Volume	\$875,151,613	\$893,290,944	2.1%	\$12,879,155,814	\$13,495,798,665	4.8%
Percent of List Price Received	95.90%	95.70%	-0.21%	96.30%	95.70%	-0.62%
Inventory of Homes for Sale	11,373	11,332	-0.36%			
Months Supply of Inventory	9.6	8.8	-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	547	25.46%	8,146	7,962	-2.26%
Days on Market (Median)	61	65	6.56%	54	74	37.04%
Median Sales Price	\$365,000	\$340,000	-6.85%	\$403,018	\$360,000	-10.67%
Sold Dollar Volume	\$245,022,228.00	\$289,782,068.00	18.3%	\$4,976,987,803	\$4,427,891,626	-11.0%
Percent of List Price Received	94.40%	94.30%	-0.11%	95.40%	94.10%	-1.36%
Inventory of Homes for Sale	7003	7,459	6.51%			
Months Supply of Inventory	16.1	13.6	-15.53%			

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