

# Monthly Indicators



## March 2026

March 2026 showed firmer buyer momentum across Southwest Florida (Lee, Collier, Hendry), with closed sales rising 10.9% year over year to 3,912 and pending sales up 32.3% to 5,477, even as fresh supply fell and inventory tightened. New listings declined 16.6% to 5,996, while homes for sale dropped 14.2% to 27,755, bringing months of supply down to 9 (from 10 last March). Prices stayed resilient with the median sale price up 3.6% to \$366,900, but the market took longer to move with median days on market increasing to 60 (+17.0%); sellers held steady on concessions with 94.6% of list price received, essentially unchanged from a year ago.

The strongest gains were in residential, paired with meaningful tightening in available inventory. Single-family demand accelerated (pendings 3,162, +33.5%; closings 2,179, +14.1%) while supply tightened sharply (inventory 11,587, -21.3%; months supply down to 5), though the median price eased 1.1% to \$445,000 and median DOM rose to 57. Condo/townhouse also surged (pendings 1,740, +42.4%; closings 1,237, +27.4%) with inventory down (-18.1%) and months supply improving to 6, but pricing softened (median \$360,000, -4.8%) and DOM ticked up (68 days). Land remained the outlier: closings fell 23.1% to 496, inventory increased 4.0% and months supply expanded to 17, even with a higher median price (\$41,000, +20.6%) and slightly higher pendings — keeping land more buyer-leaning compared with the tightening residential market.

## Quick Facts

**+10.9%**

Change in Closed Sales All Properties

**+3.6%**

Change in Median Sales Price All

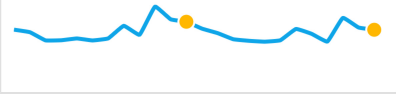







**-14.2%**

Change in Homes for Sale All Properties

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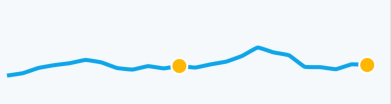

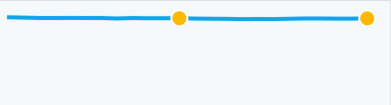


# Single Family Market Overview

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	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		3,576	3,080	-13.9%	11,838	10,127	-14.5%
Pending Sales		2,369	3,162	+33.5%	6,223	7,857	+26.3%
Closed Sales		1,910	2,179	+14.1%	4,472	4,986	+11.5%
Days on Market (Median)		48	57	+18.8%	48	55	+13.1%
Median Sales Price		\$450,000	\$445,000	-1.1%	\$460,000	\$455,500	-1.0%
Percent of List Price Received		96.0%	95.7%	-0.3%	95.8%	95.4%	-0.4%
Inventory of Homes for Sale		14,717	11,587	-21.3%			
Months Supply of Inventory		8	5	-31.0%			

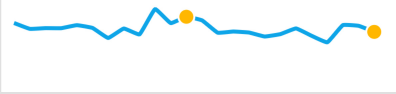
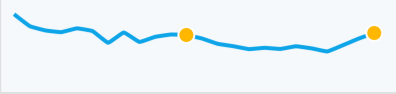






# Condo Market Overview

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	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		2,054	1,737	-15.4%	6,880	5,811	-15.5%
Pending Sales		1,222	1,740	+42.4%	3,196	4,410	+38.0%
Closed Sales		971	1,237	+27.4%	2,177	2,771	+27.3%
Days on Market (Median)		65	68	+3.8%	63	65	+2.7%
Median Sales Price		\$377,999	\$360,000	-4.8%	\$390,166	\$361,667	-7.3%
Percent of List Price Received		94.7%	94.5%	-0.2%	94.7%	94.3%	-0.5%
Inventory of Homes for Sale		9,725	7,964	-18.1%			
Months Supply of Inventory		10	6	-35.7%			

# Land Market Overview

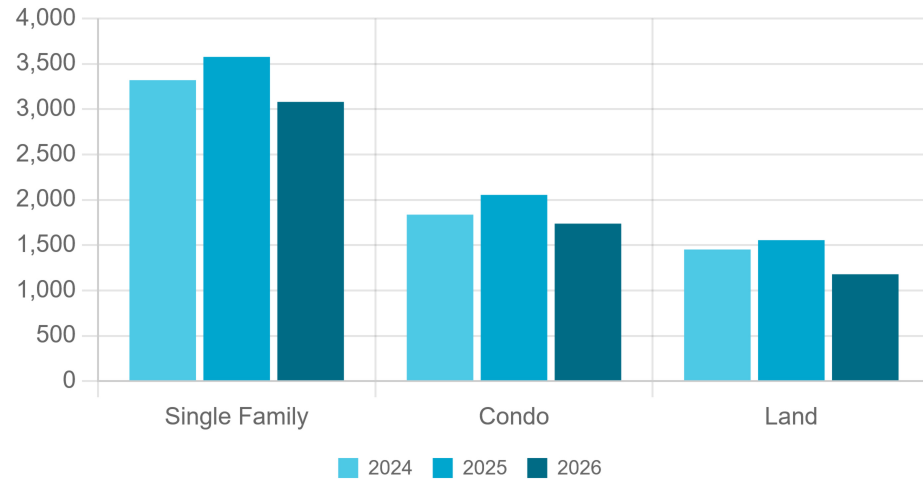
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Land properties only.

Key Metrics	Historical Graph	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,556	1,179	-24.2%	4,700	3,855	-18.0%
Pending Sales		550	575	+4.5%	1,633	1,503	-8.0%
Closed Sales		645	496	-23.1%	1,751	1,349	-23.0%
Days on Market (Median)		40	54	+35.0%	41	56	+37.7%
Median Sales Price		\$34,000	\$41,000	+20.6%	\$35,333	\$39,500	+11.8%
Percent of List Price Received		90.3%	89.9%	-0.4%	90.6%	89.8%	-0.9%
Inventory of Homes for Sale		7,891	8,204	+4.0%			
Months Supply of Inventory		12	17	+35.2%			

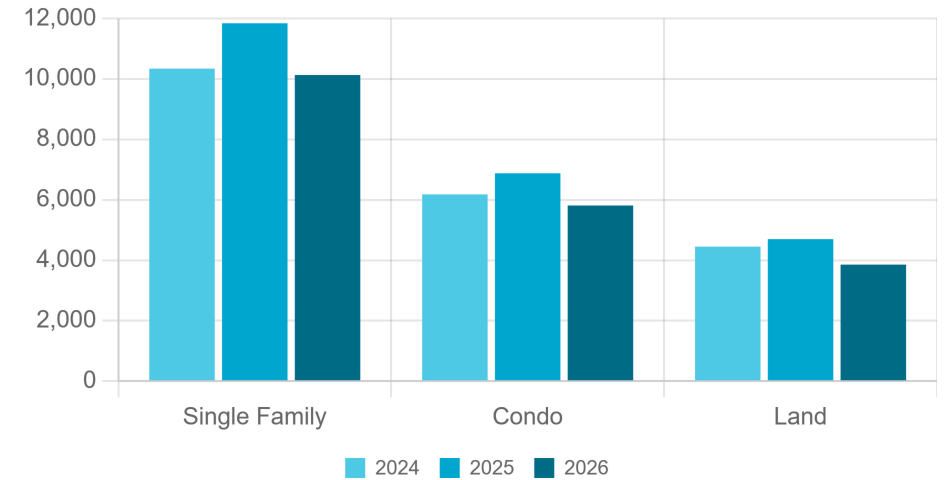
# New Listings

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

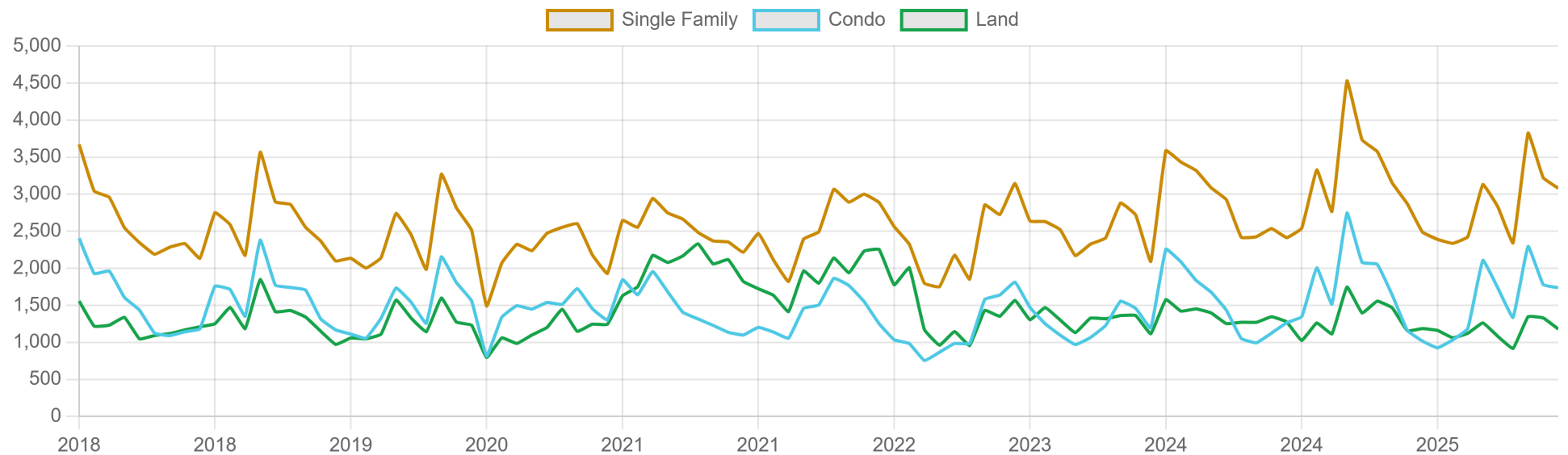
## March



## Year to Date



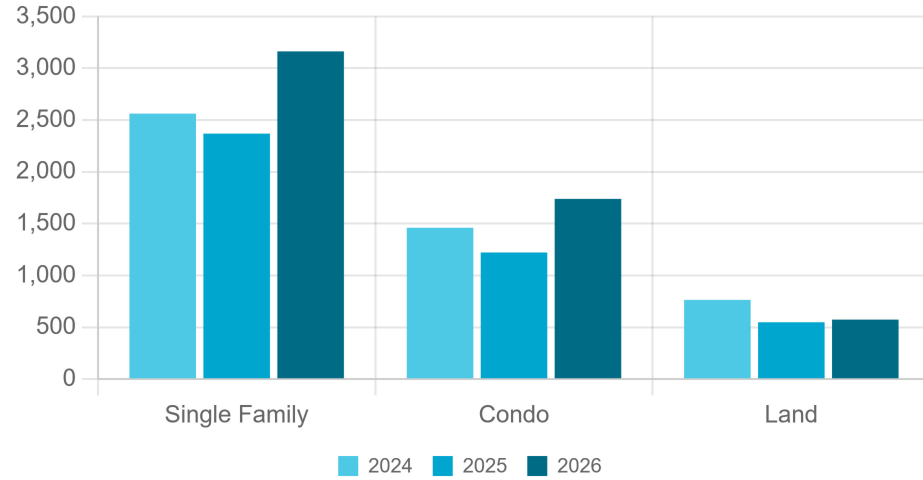
## New Listings by Month



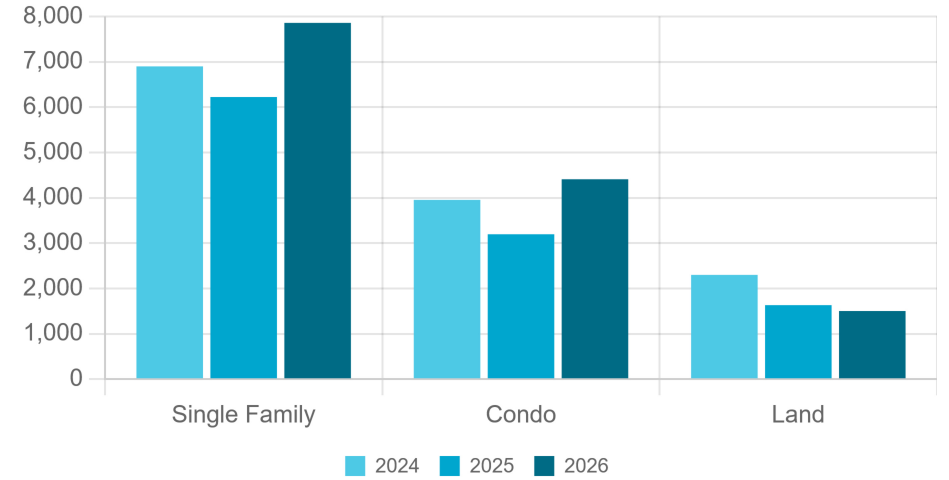
# Pending Sales

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

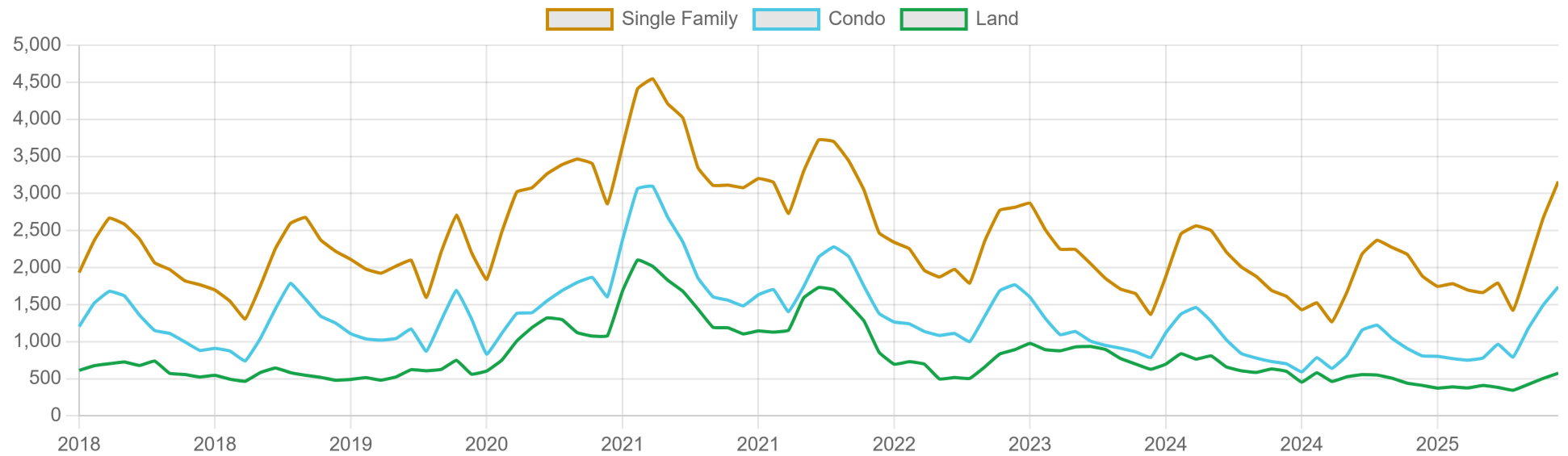
## March



## Year to Date



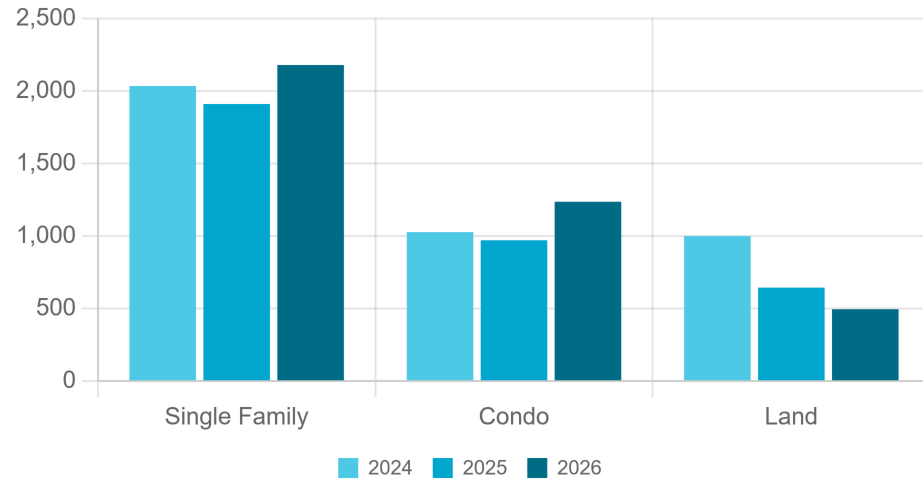
## Pending Sales by Month



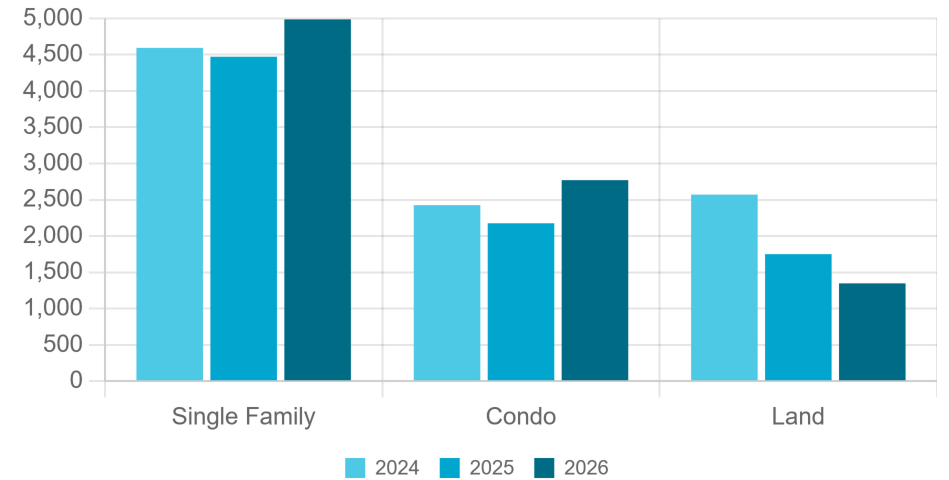
# Closed Sales

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

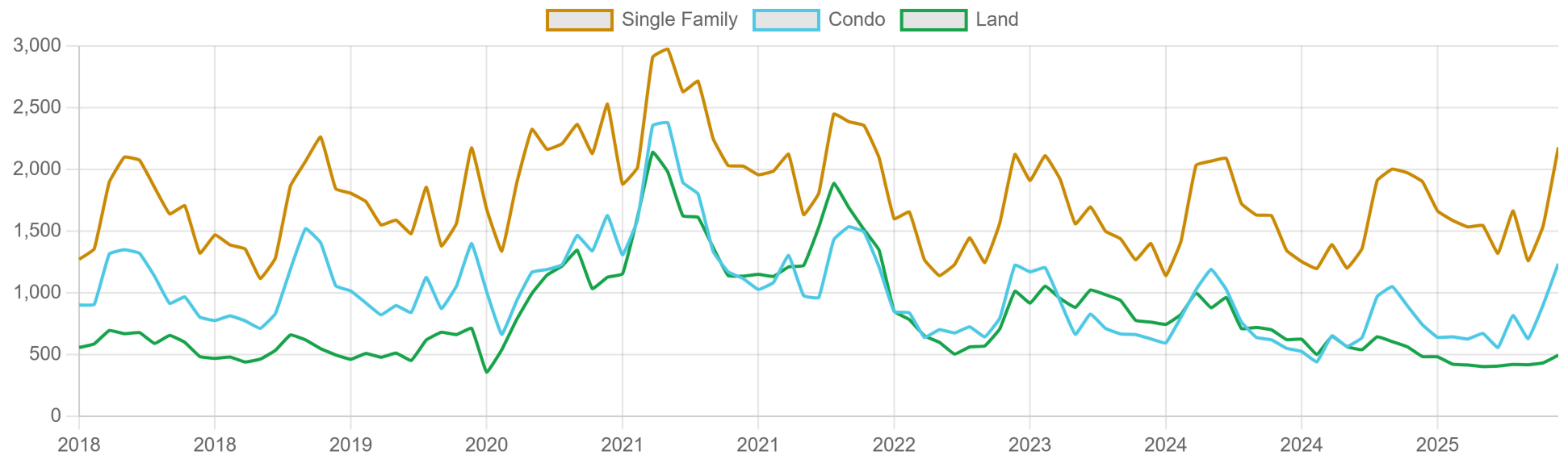
## March



## Year to Date



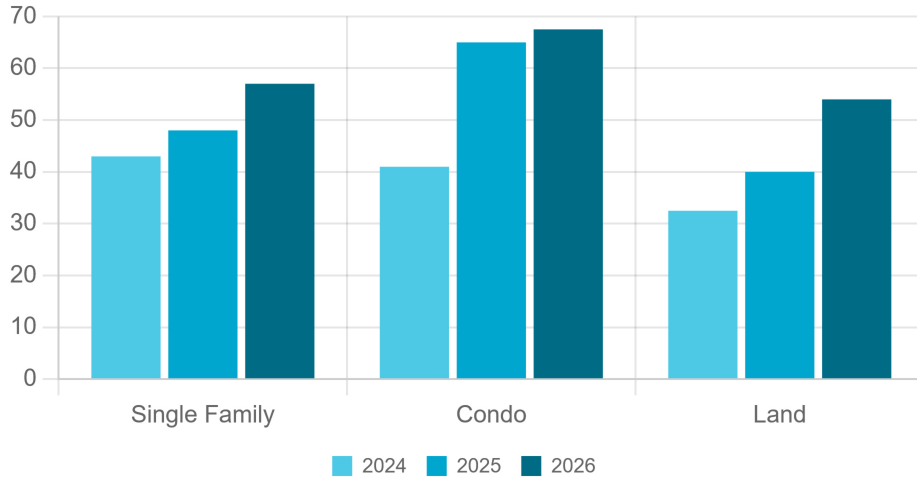
## Closed Sales by Month



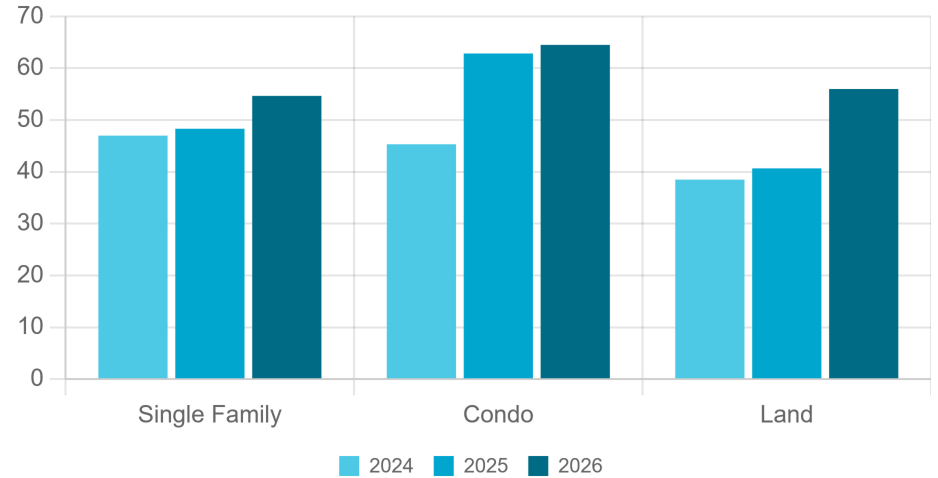
# Days on Market (Median)

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

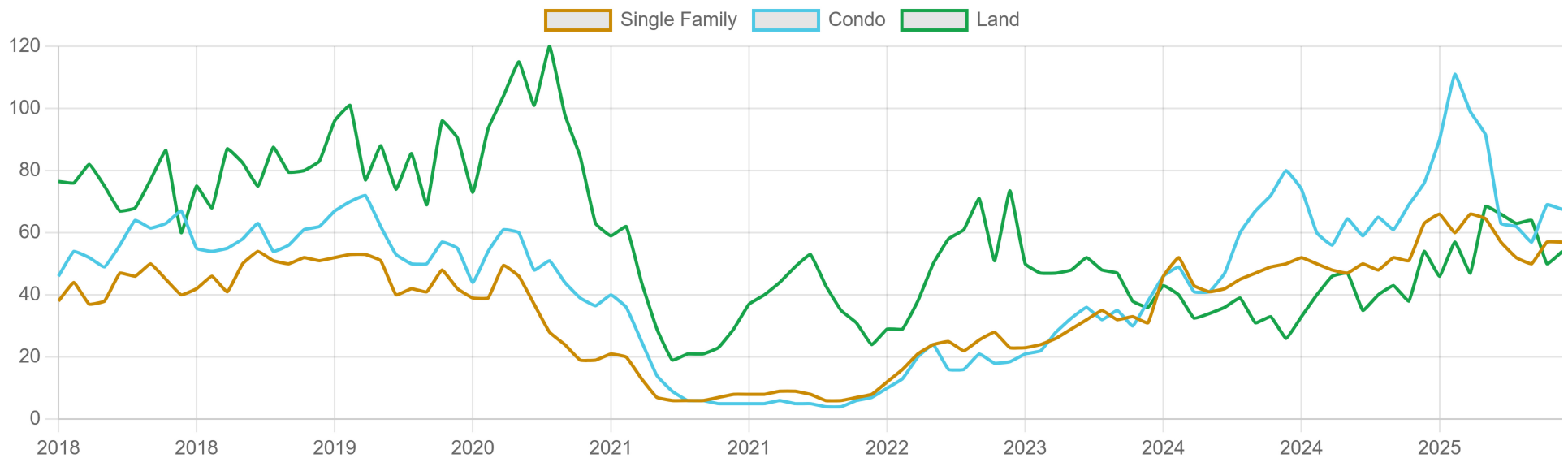
## March



## Year to Date



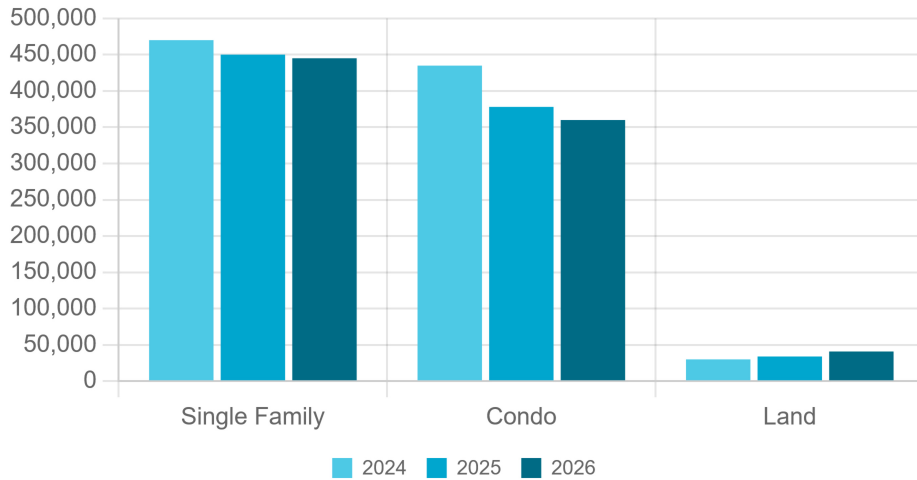
## Days on Market (Median) by Month



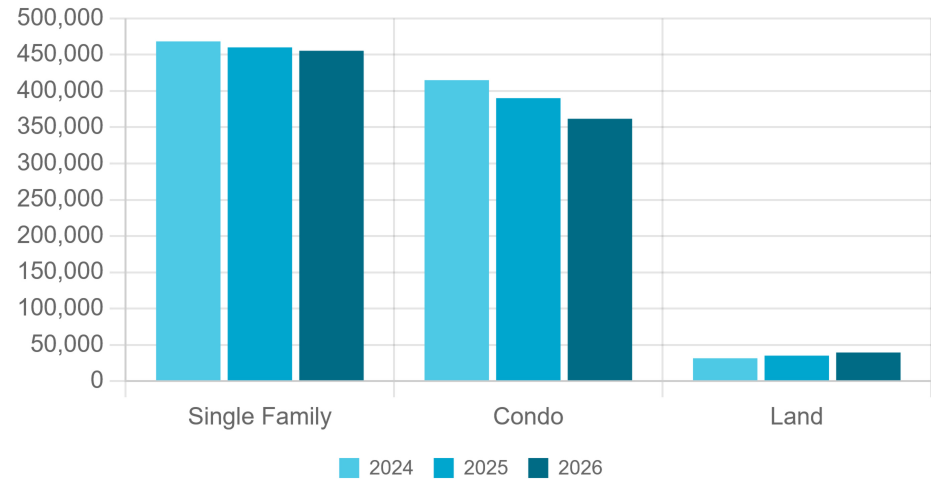
# Median Sales Price

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

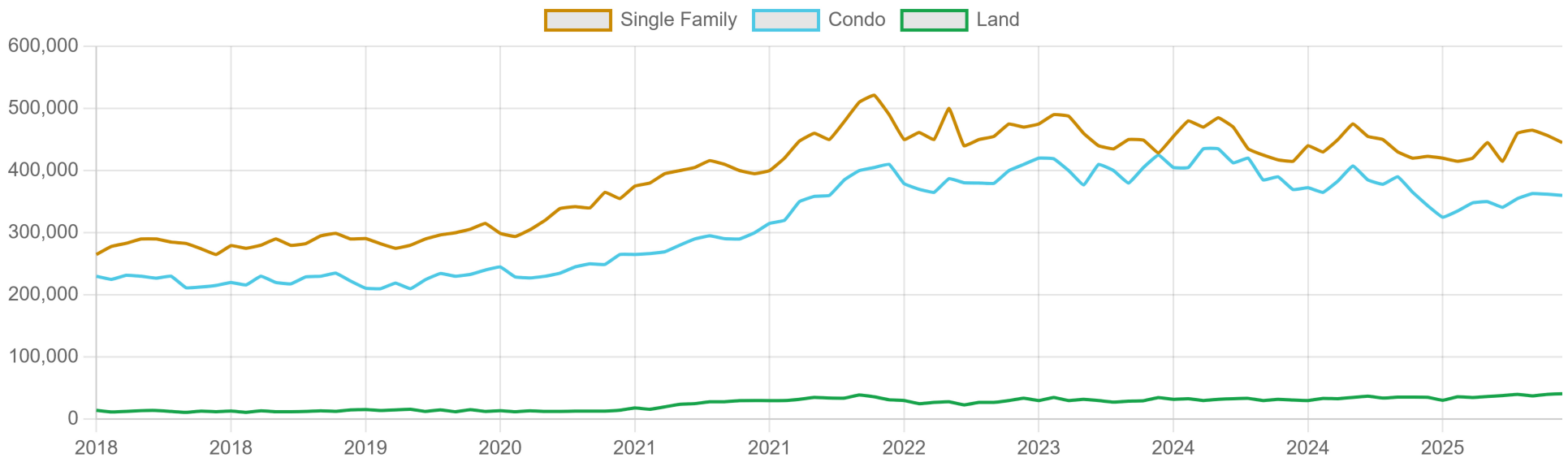
## March



## Year to Date



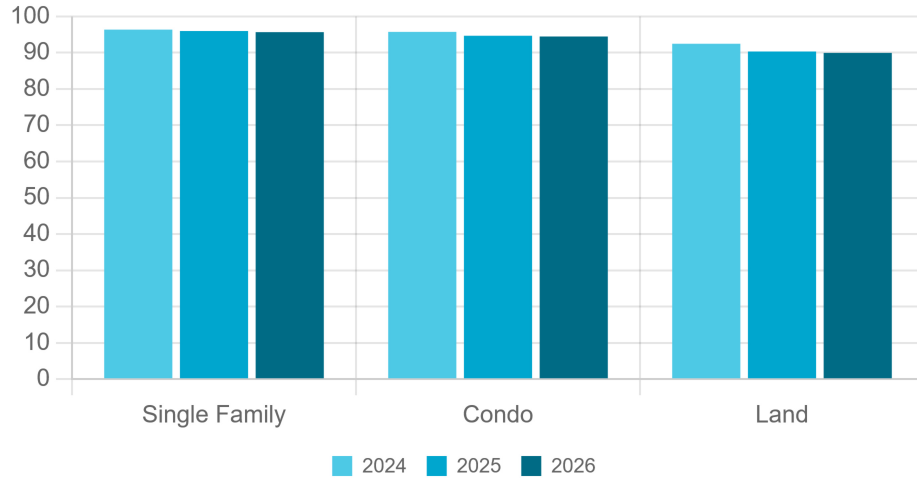
## Median Sales Price by Month



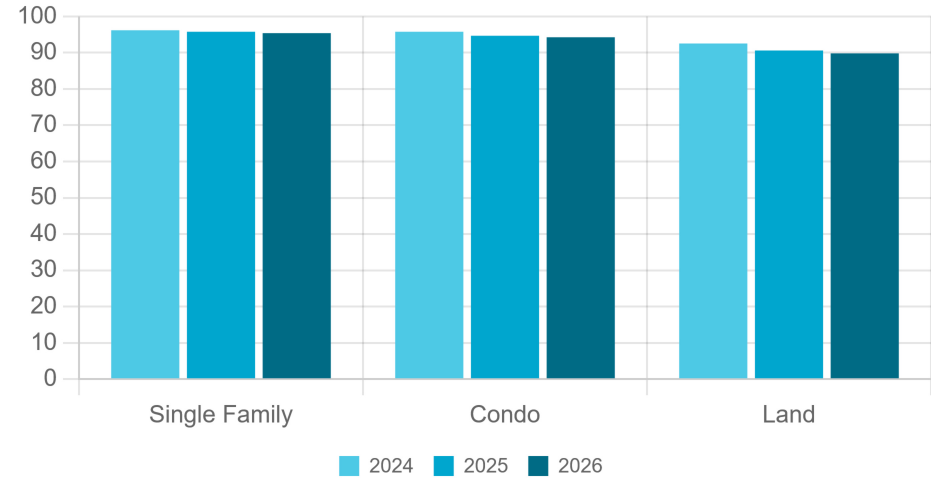
# Percent of List Price Received

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.

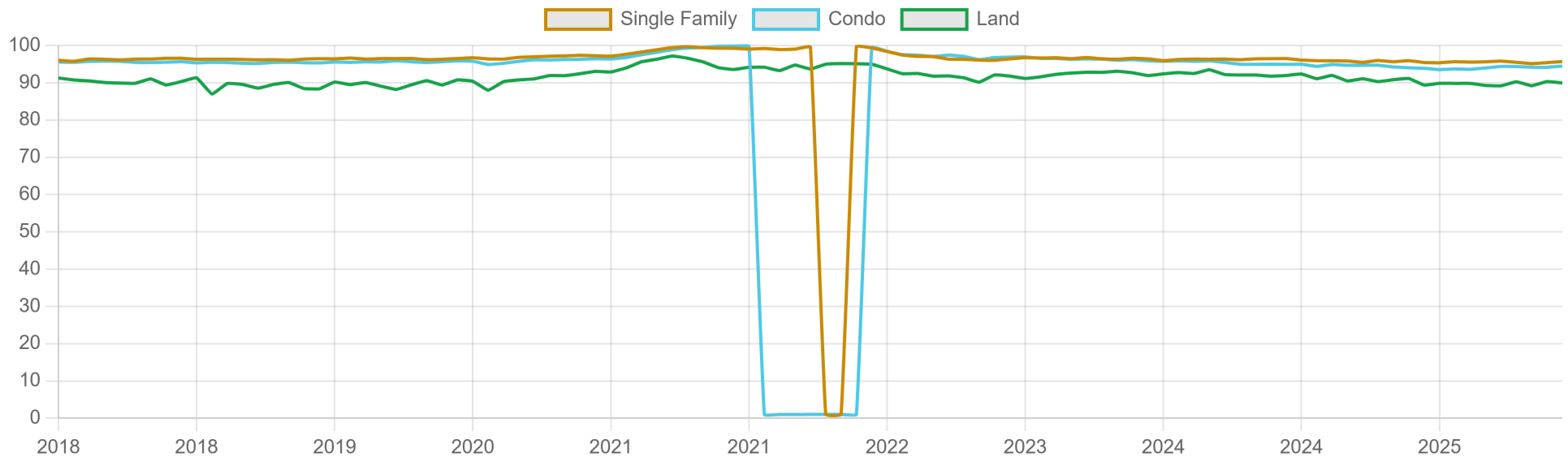
## March



## Year to Date



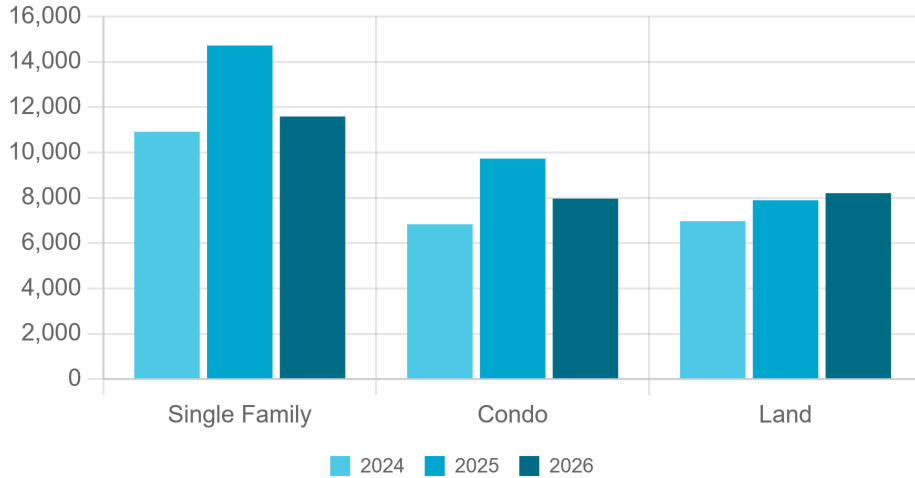
## Percent of List Price Received by Month



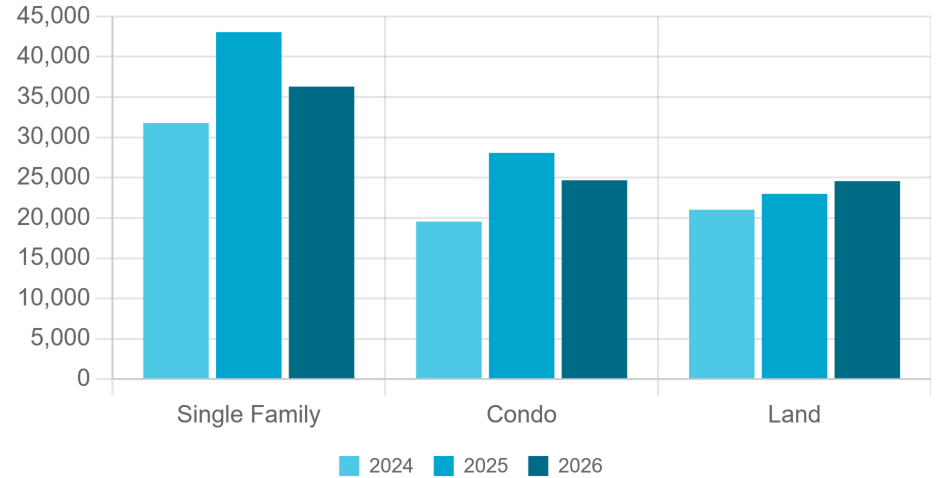
# Inventory of Homes for Sale

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

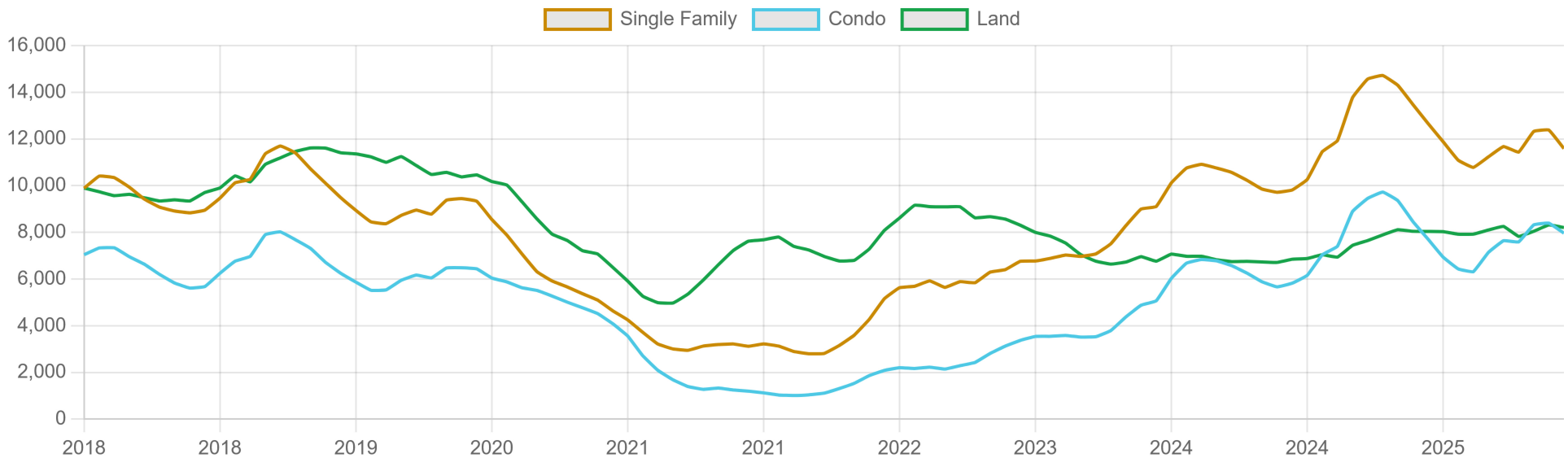
## March



## Year to Date



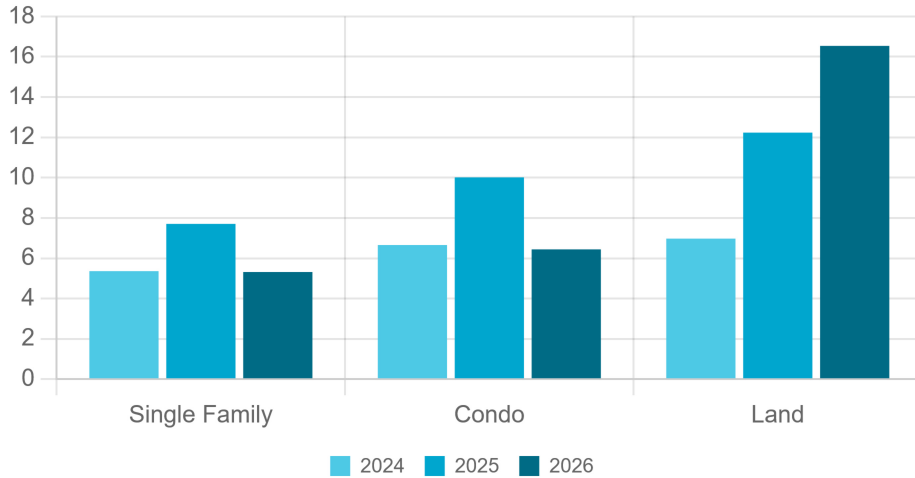
## Inventory of Homes for Sale by Month



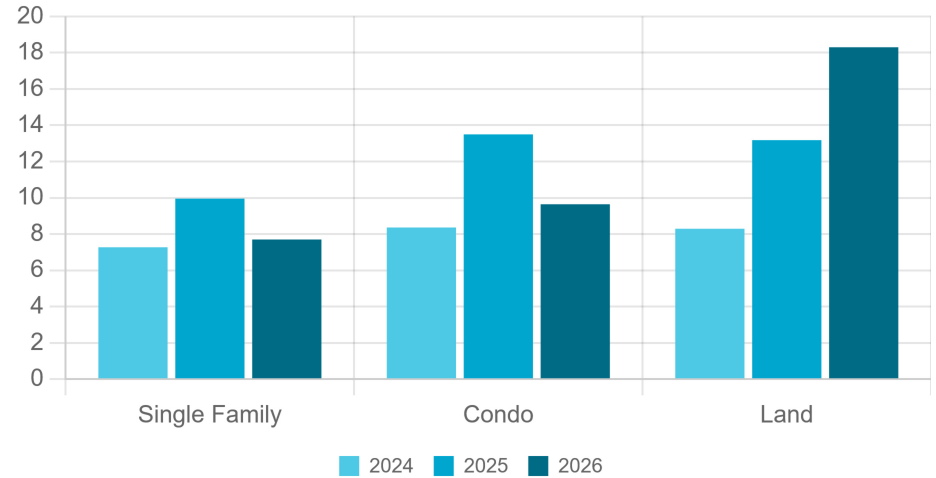
# Months Supply of Inventory

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.

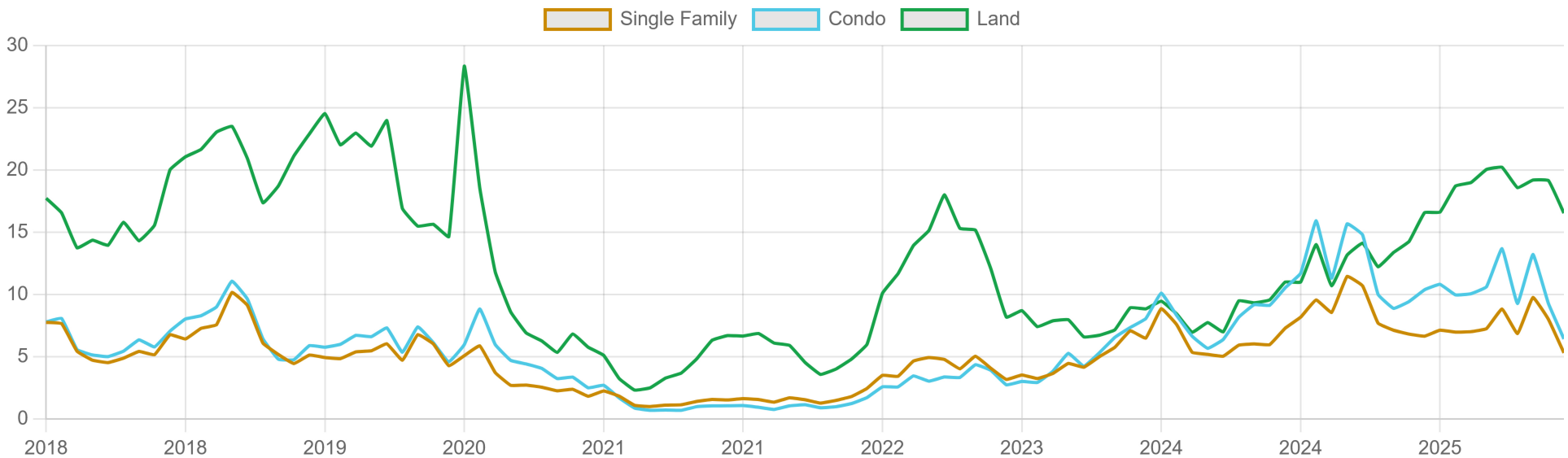
## March



## 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.

Key Metrics	Historical Graph	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		7,186	5,996	-16.6%	23,418	19,793	-15.5%
Pending Sales		4,141	5,477	+32.3%	11,052	13,770	+24.6%
Closed Sales		3,526	3,912	+10.9%	8,400	9,106	+8.4%
Days on Market (Median)		51	60	+17.0%	51	58	+14.9%
Median Sales Price		\$354,075	\$366,900	+3.6%	\$351,504	\$363,579	+3.4%
Percent of List Price Received		94.6%	94.6%	-0.0%	94.4%	94.2%	-0.2%
Inventory of Homes for Sale		32,333	27,755	-14.2%			
Months Supply of Inventory		10	9	-5.8%			