

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JUNE  
2024

MARCO ISLAND  

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FLORIDA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | MAY 2024

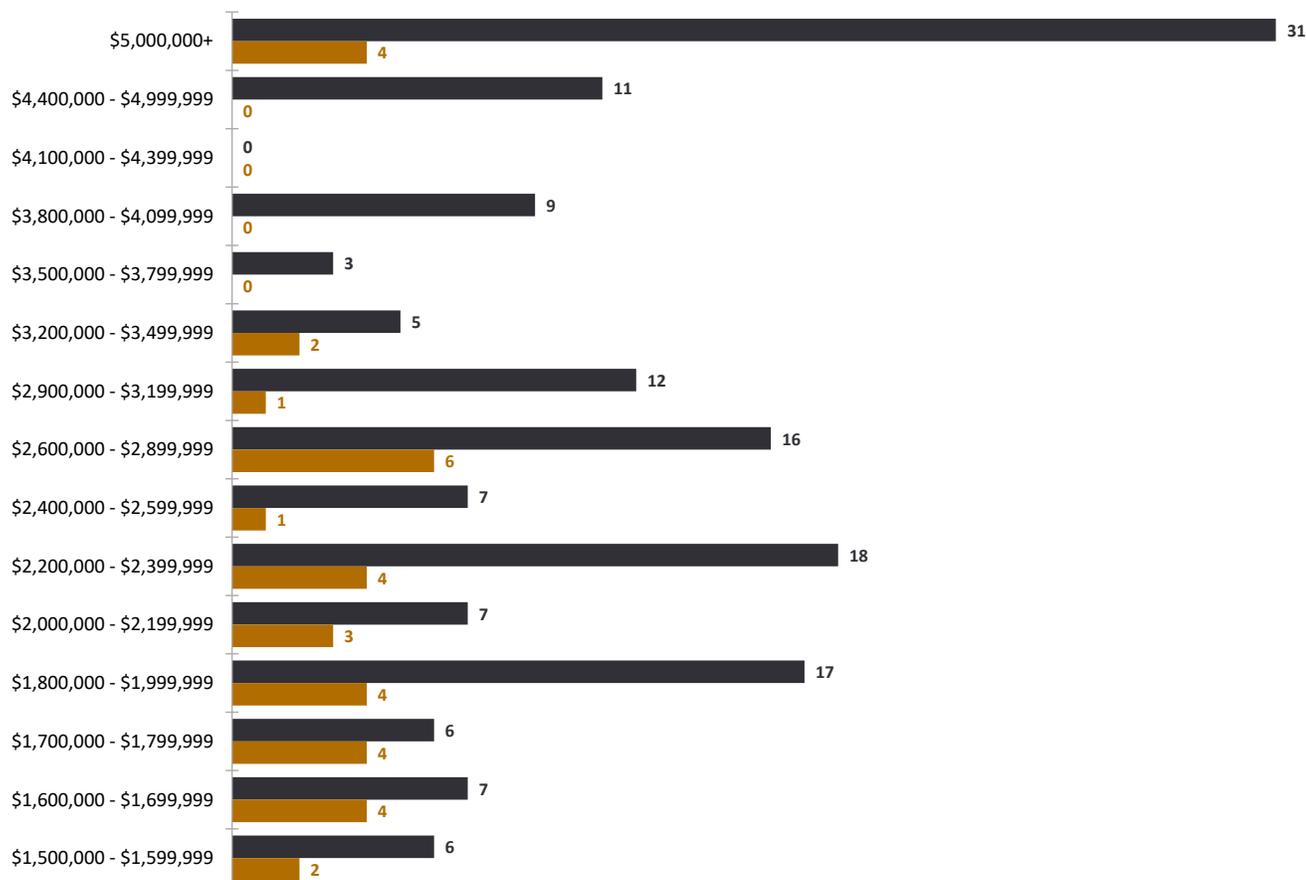
Total Inventory: **155**

Total Sales: **35**

Total Sales Ratio<sup>2</sup>: **23%**

**Seller's Market**

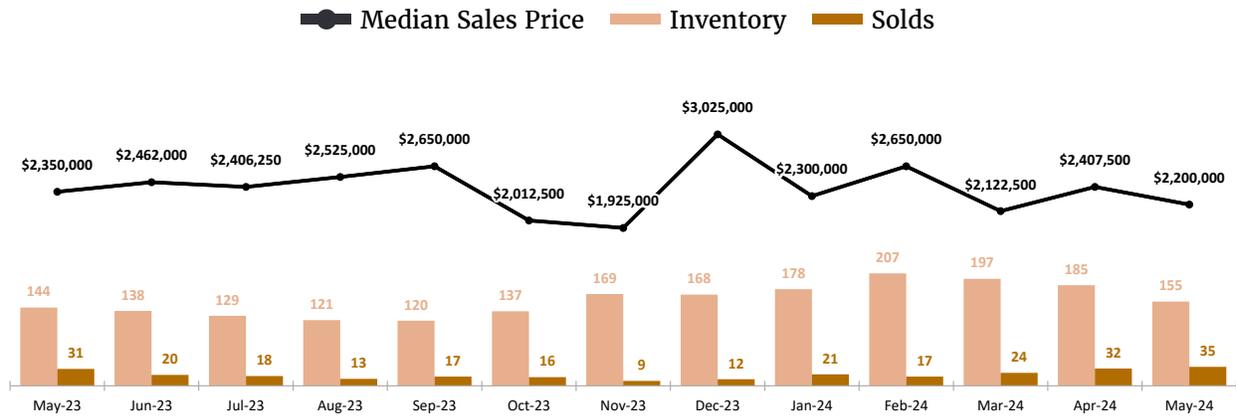
Inventory Sales



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,688,850	3	2	6	15	40%
2,000 - 2,499	\$2,025,000	3	3	12	39	31%
2,500 - 2,999	\$2,600,000	4	3	5	23	22%
3,000 - 3,499	\$2,225,000	4	4	6	25	24%
3,500 - 3,999	\$1,750,000	4	5	1	12	8%
4,000+	\$5,550,000	5	6	5	41	12%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS<sup>®</sup> data reported previous month's sales exceeded current inventory.

## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA REVIEW | MAY

### TOTAL INVENTORY

May 2023      May 2024  
**144**      **155**

VARIANCE: **8%**

### TOTAL SOLDS

May 2023      May 2024  
**31**      **35**

VARIANCE: **13%**

### SALES PRICE

May 2023      May 2024  
**\$2.35m**      **\$2.20m**

VARIANCE: **-6%**

### SALE PRICE PER SQFT.

May 2023      May 2024  
**\$941**      **\$924**

VARIANCE: **-2%**

### SALE TO LIST PRICE RATIO

May 2023      May 2024  
**92.63%**      **92.65%**

VARIANCE: **0%**

### DAYS ON MARKET

May 2023      May 2024  
**31**      **85**

VARIANCE: **174%**

## MARCO ISLAND MARKET SUMMARY | MAY 2024

- The single-family luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **92.65% of list price** in May 2024.
- The most active price band is **\$1,700,000-\$1,799,999**, where the sales ratio is **67%**.
- The median luxury sales price for single-family homes is **\$2,200,000**.
- The median days on market for May 2024 was **85** days, up from **31** in May 2023.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

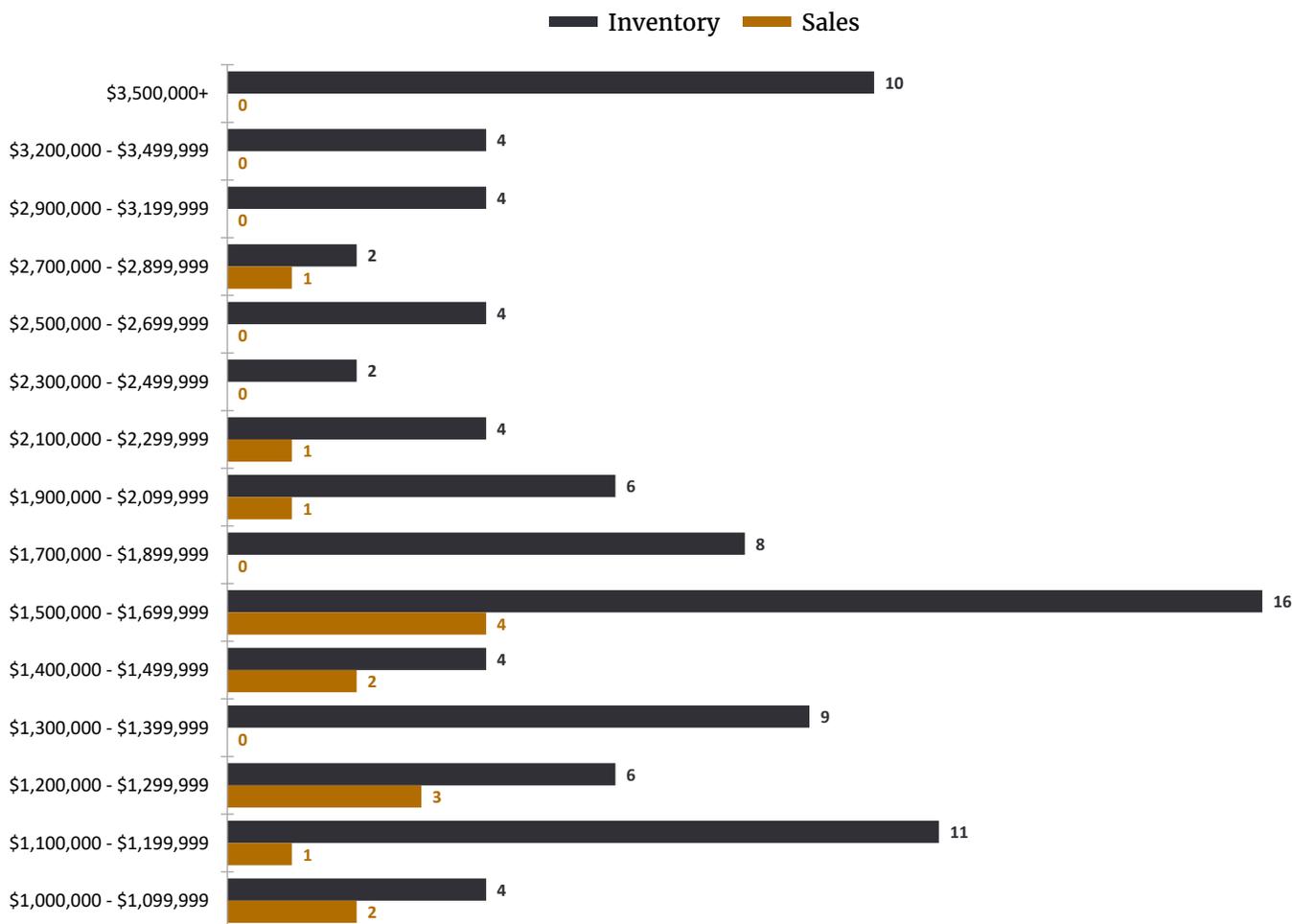
### LUXURY INVENTORY VS. SALES | MAY 2024

Total Inventory: **94**

Total Sales: **15**

Total Sales Ratio<sup>2</sup>: **16%**

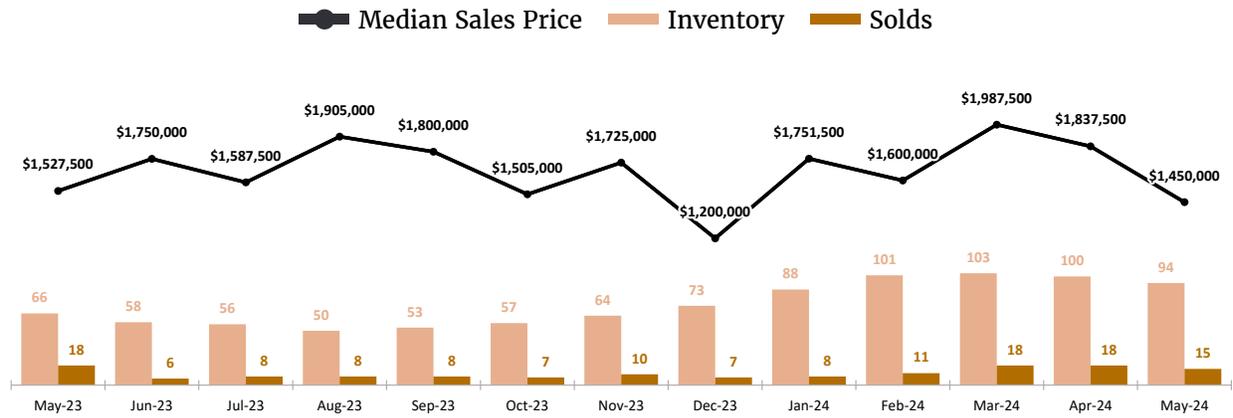
Balanced Market



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,255,000	2	2	1	4	25%
1,000 - 1,499	\$1,575,000	2	2	4	15	27%
1,500 - 1,999	\$1,200,000	3	2	5	26	19%
2,000 - 2,499	\$2,100,000	3	3	3	19	16%
2,500 - 2,999	\$1,625,000	3	3	2	14	14%
3,000+	NA	NA	NA	0	16	0%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS<sup>®</sup> data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | MAY

#### TOTAL INVENTORY

May 2023: 66  
May 2024: 94

VARIANCE: **42%**

#### TOTAL SOLD

May 2023: 18  
May 2024: 15

VARIANCE: **-17%**

#### SALES PRICE

May 2023: \$1.53m  
May 2024: \$1.45m

VARIANCE: **-5%**

#### SALE PRICE PER SQFT.

May 2023: \$870  
May 2024: \$927

VARIANCE: **7%**

#### SALE TO LIST PRICE RATIO

May 2023: 93.00%  
May 2024: 93.03%

VARIANCE: **0%**

#### DAYS ON MARKET

May 2023: 48  
May 2024: 58

VARIANCE: **21%**

## MARCO ISLAND MARKET SUMMARY | MAY 2024

- The attached luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **93.03% of list price** in May 2024.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes is **\$1,450,000**.
- The median days on market for May 2024 was **58** days, up from **48** in May 2023.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.