

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2024

MARCO ISLAND

FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2024

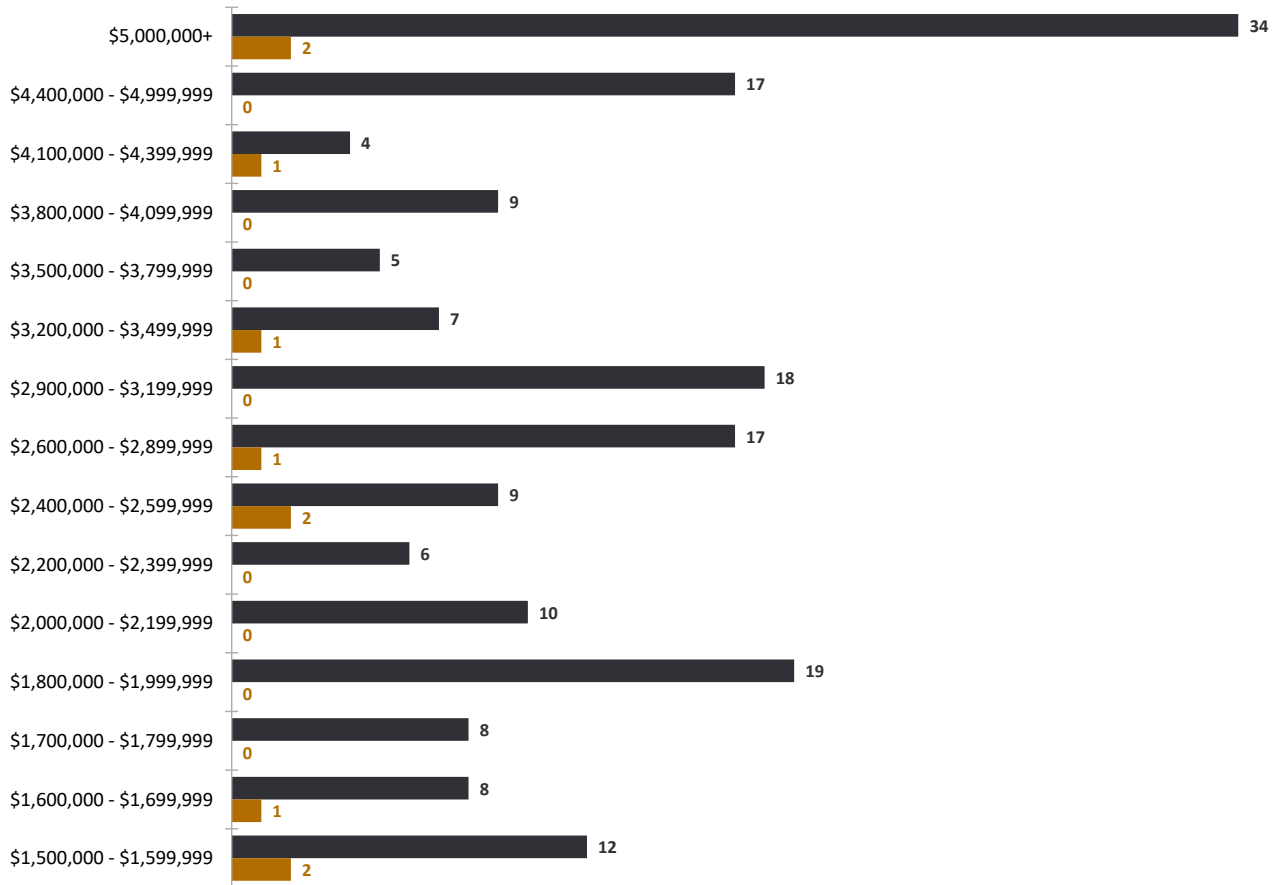
Total Inventory: **183**

Total Sales: **10**

Total Sales Ratio²: **5%**

Buyer's Market

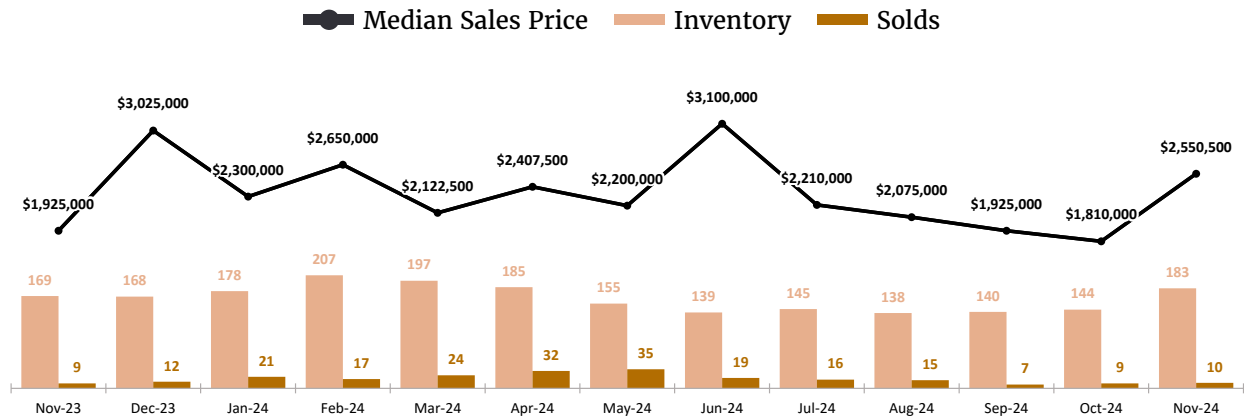
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,451,000	3	2	1	20	5%
2,000 - 2,499	\$2,001,250	3	2	4	52	8%
2,500 - 2,999	NA	NA	NA	0	27	0%
3,000 - 3,499	\$3,775,000	4	5	2	24	8%
3,500 - 3,999	\$1,565,000	5	4	1	15	7%
4,000+	\$8,797,500	5	7	2	45	4%

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

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | NOVEMBER

TOTAL INVENTORY

Nov. 2023 Nov. 2024
169 **183**

VARIANCE: **8%**

TOTAL SOLDS

Nov. 2023 Nov. 2024
9 **10**

VARIANCE: **11%**

SALES PRICE

Nov. 2023 Nov. 2024
\$1.93m **\$2.55m**

VARIANCE: **32%**

SALE PRICE PER SQFT.

Nov. 2023 Nov. 2024
\$797 **\$1,046**

VARIANCE: **31%**

SALE TO LIST PRICE RATIO

Nov. 2023 Nov. 2024
95.52% **95.30%**

VARIANCE: **0%**

DAYS ON MARKET

Nov. 2023 Nov. 2024
102 **82**

VARIANCE: **-20%**

MARCO ISLAND MARKET SUMMARY | NOVEMBER 2024

- The single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **95.30% of list price** in November 2024.
- The most active price band is **\$4,100,000-\$4,399,999**, where the sales ratio is **25%**.
- The median luxury sales price for single-family homes is **\$2,550,500**.
- The median days on market for November 2024 was **82** days, down from **102** in November 2023.

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

⁴Data reported includes Active and Sold properties and does not include Pending properties.

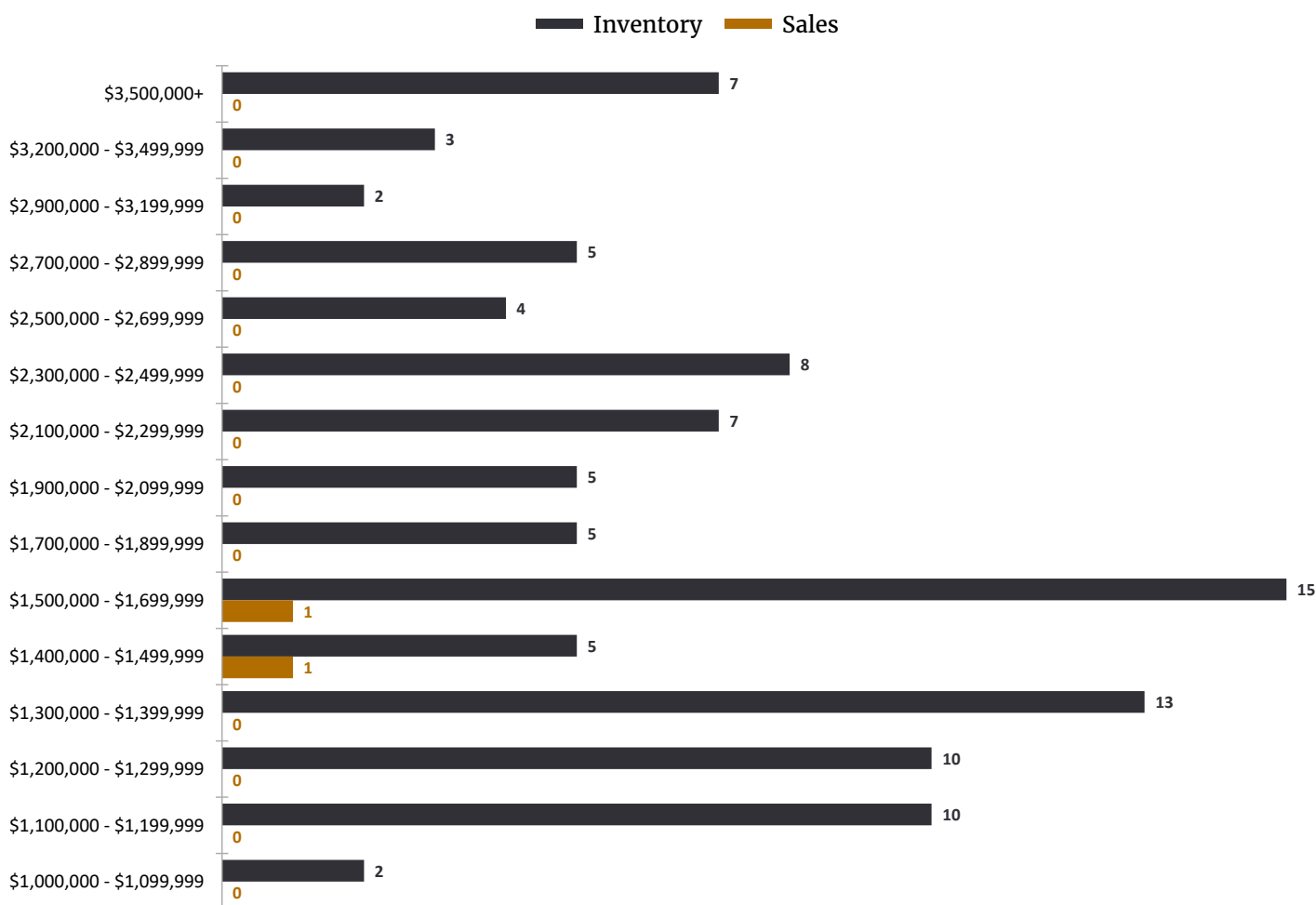
LUXURY INVENTORY VS. SALES | NOVEMBER 2024

Total Inventory: **101**

Total Sales: **2**

Total Sales Ratio²: **2%**

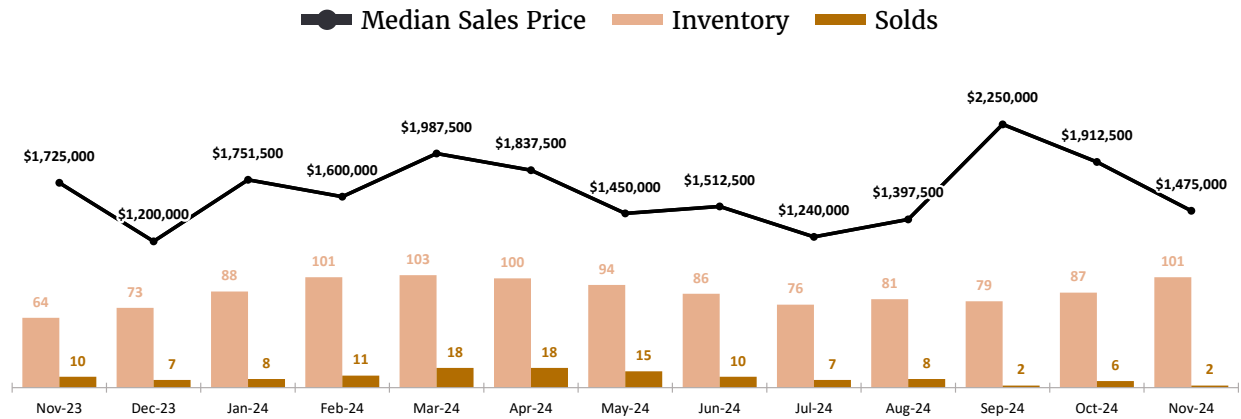
Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	1	0%
1,000 - 1,499	NA	NA	NA	0	14	0%
1,500 - 1,999	\$1,400,000	2	2	1	33	3%
2,000 - 2,499	NA	NA	NA	0	26	0%
2,500 - 2,999	\$1,550,000	3	3	1	14	7%
3,000+	NA	NA	NA	0	13	0%

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

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | NOVEMBER

TOTAL INVENTORY

Nov. 2023 Nov. 2024
64 **101**

VARIANCE: **58%**

TOTAL SOLDS

Nov. 2023 Nov. 2024
10 **2**

VARIANCE: **-80%**

SALES PRICE

Nov. 2023 Nov. 2024
\$1.73m **\$1.48m**

VARIANCE: **-14%**

SALE PRICE PER SQFT.

Nov. 2023 Nov. 2024
\$711 **\$728**

VARIANCE: **2%**

SALE TO LIST PRICE RATIO

Nov. 2023 Nov. 2024
94.96% **92.70%**

VARIANCE: **-2%**

DAYS ON MARKET

Nov. 2023 Nov. 2024
25 **133**

VARIANCE: **432%**

MARCO ISLAND MARKET SUMMARY | NOVEMBER 2024

- The attached luxury market is a **Buyer's Market** with a **2% Sales Ratio**.
- Homes sold for a median of **92.70% of list price** in November 2024.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **20%**.
- The median luxury sales price for attached homes is **\$1,475,000**.
- The median days on market for November 2024 was **133** days, up from **25** in November 2023.

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

⁴Data reported includes Active and Sold properties and does not include Pending properties.