

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2025

ORLANDO

FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2024

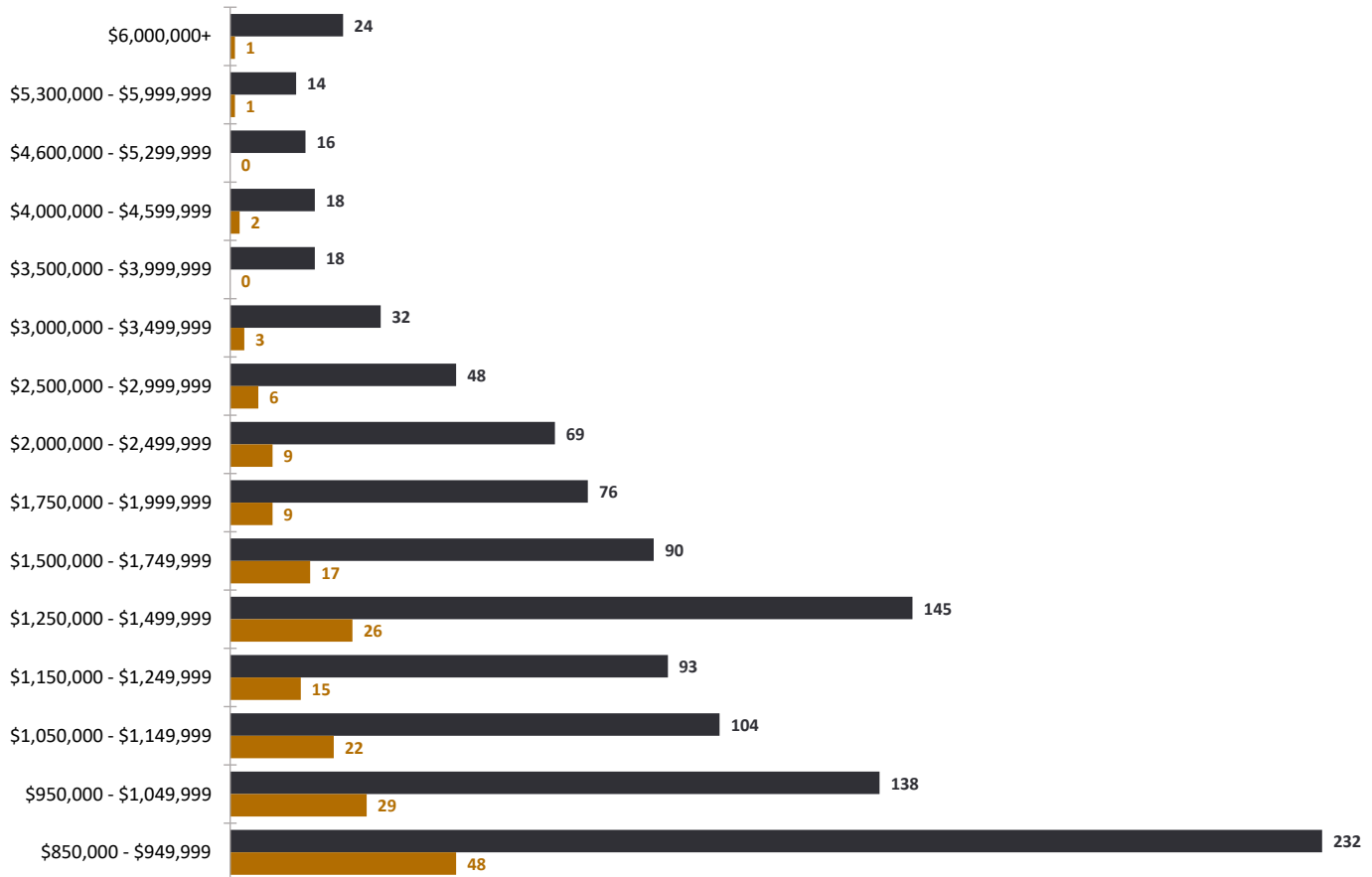
Total Inventory: **1,117**

Total Sales: **188**

Total Sales Ratio²: **17%**

Balanced Market

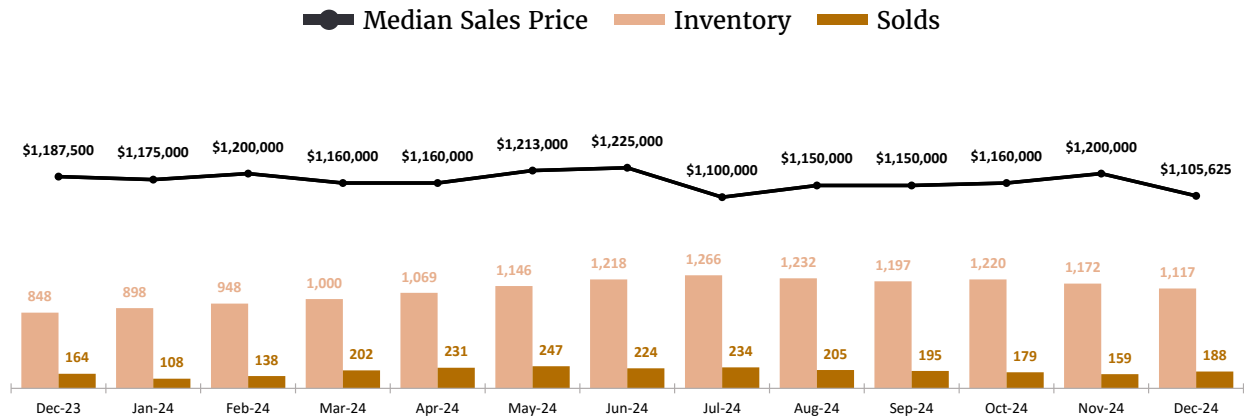
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$985,000	4	3	34	232	15%
3,000 - 3,999	\$1,035,000	4	4	81	352	23%
4,000 - 4,999	\$1,262,500	5	5	46	316	15%
5,000 - 5,999	\$1,650,000	6	6	17	93	18%
6,000 - 6,999	\$2,237,500	6	7	10	59	17%
7,000+	NA	NA	NA	0	65	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 | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
848 **1,117**

VARIANCE: **32%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
164 **188**

VARIANCE: **15%**

SALES PRICE

Dec. 2023 Dec. 2024
\$1.19m **\$1.11m**

VARIANCE: **-7%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$328 **\$320**

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
97.36% **97.18%**

VARIANCE: **0%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
24 **55**

VARIANCE: **129%**

ORLANDO MARKET SUMMARY | DECEMBER 2024

- The single-family luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **97.18% of list price** in December 2024.
- The most active price band is **\$850,000-\$949,999**, where the sales ratio is **21%**.
- The median luxury sales price for single-family homes is **\$1,105,625**.
- The median days on market for December 2024 was **55** days, up from **24** in December 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.

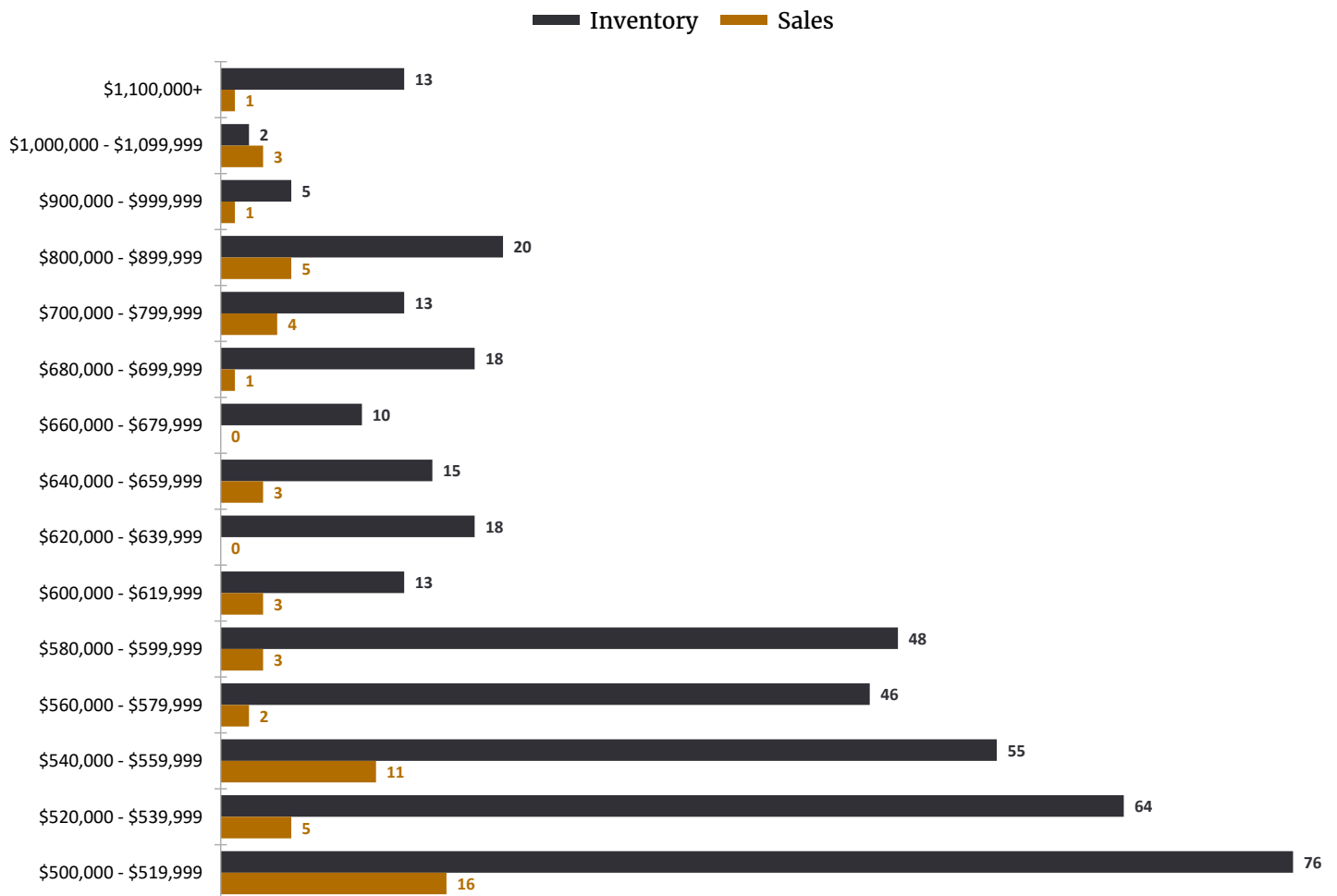
LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **416**

Total Sales: **58**

Total Sales Ratio²: **14%**

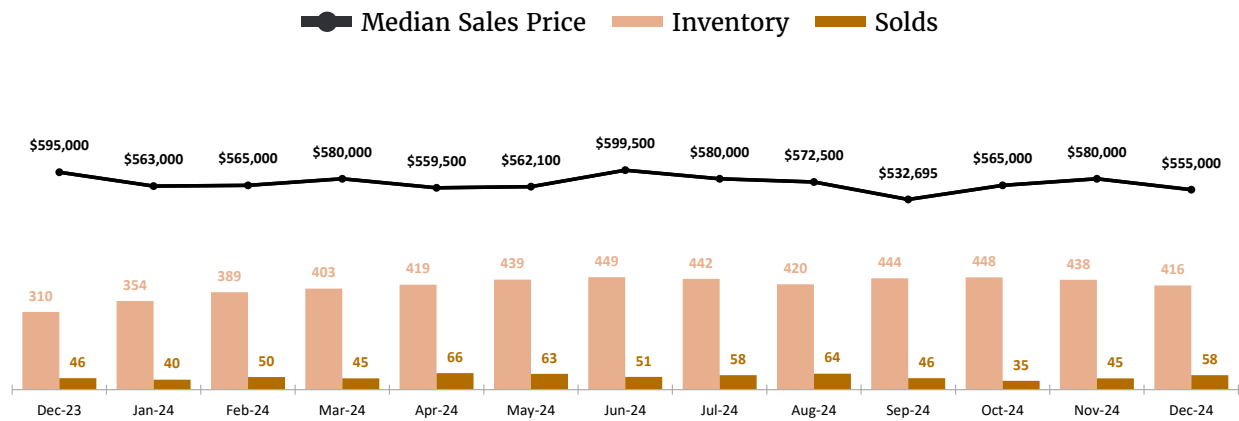
Balanced Market



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	2	0%
1,000 - 1,499	\$514,000	2	2	3	30	10%
1,500 - 1,999	\$550,550	3	3	17	116	15%
2,000 - 2,499	\$550,000	3	4	28	225	12%
2,500 - 2,999	\$730,000	3	3	5	29	17%
3,000+	\$825,610	4	5	5	14	36%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
310 **416**

VARIANCE: **34%**

TOTAL SOLD

Dec. 2023 Dec. 2024
46 **58**

VARIANCE: **26%**

SALES PRICE

Dec. 2023 Dec. 2024
\$595k **\$555k**

VARIANCE: **-7%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$342 **\$276**

VARIANCE: **-19%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
97.89% **97.77%**

VARIANCE: **0%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
26 **33**

VARIANCE: **27%**

ORLANDO MARKET SUMMARY | DECEMBER 2024

- The attached luxury market is a **Balanced Market** with a **14% Sales Ratio**.
- Homes sold for a median of **97.77% of list price** in December 2024.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **150%**.
- The median luxury sales price for attached homes is **\$555,000**.
- The median days on market for December 2024 was **33** days, up from **26** in December 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.