



MARCO ISLAND
FLORIDA

LUXURY INVENTORY VS. SALES | JANUARY 2025

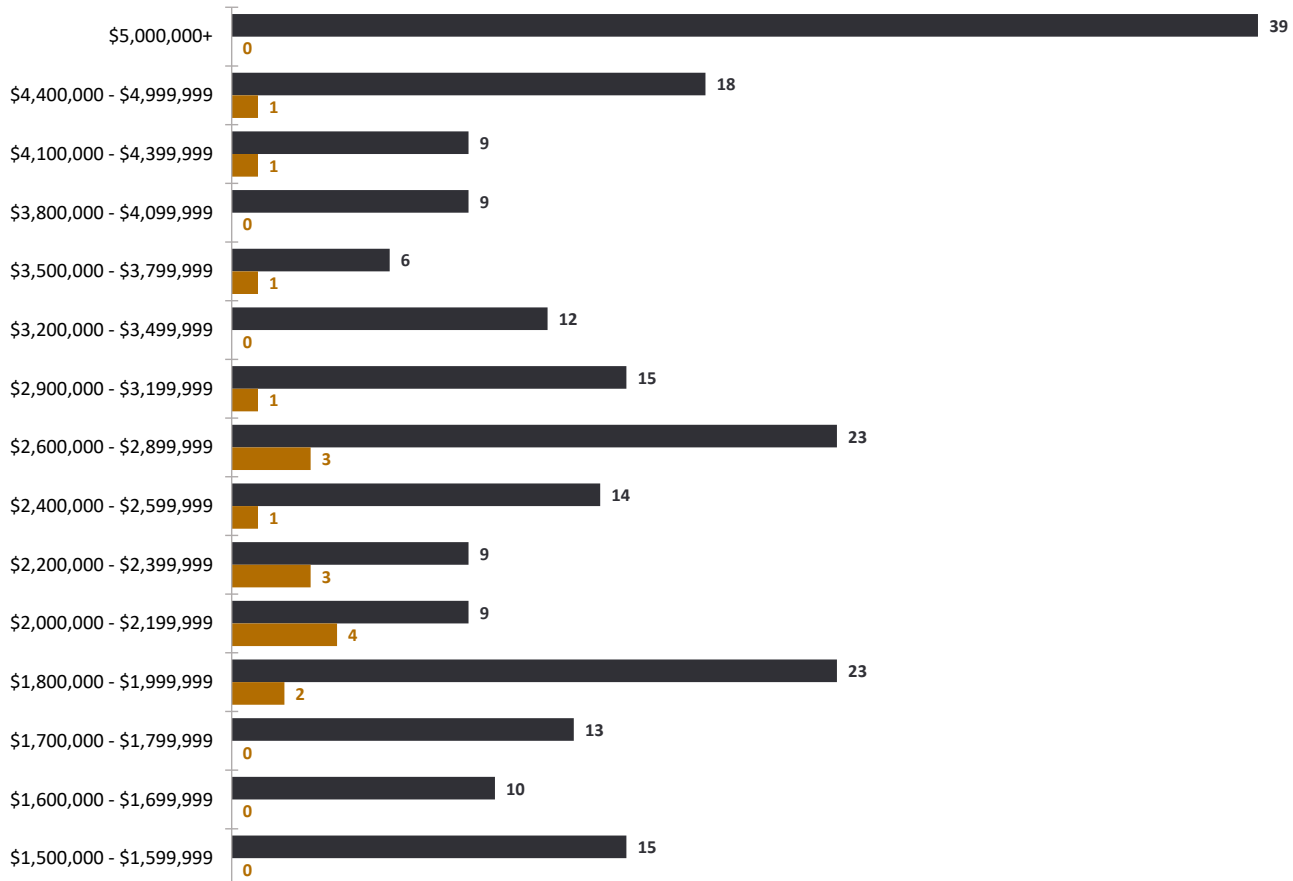
Total Inventory: **224**

Total Sales: **17**

Total Sales Ratio²: **8%**

Buyer's Market

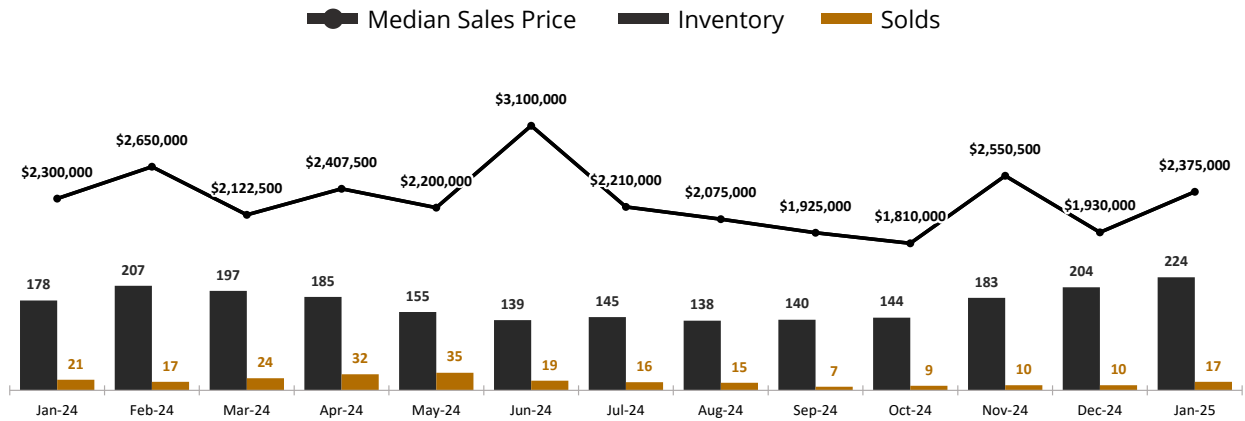
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,350,000	3	2	1	26	4%
2,000 - 2,499	\$2,037,500	3	3	8	69	12%
2,500 - 2,999	\$2,650,000	4	4	3	38	8%
3,000 - 3,499	\$3,600,000	3	4	3	27	11%
3,500 - 3,999	\$4,750,000	4	5	1	16	6%
4,000+	\$2,200,000	5	5	1	48	2%

¹ The 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 | JANUARY

TOTAL INVENTORY

Jan. 2024: 178
Jan. 2025: 224

VARIANCE: **26%**

TOTAL SOLDS

Jan. 2024: 21
Jan. 2025: 17

VARIANCE: **-19%**

SALES PRICE

Jan. 2024: \$2.30m
Jan. 2025: \$2.38m

VARIANCE: **3%**

SALE PRICE PER SQFT.

Jan. 2024: \$987
Jan. 2025: \$961

VARIANCE: **-3%**

SALE TO LIST PRICE RATIO

Jan. 2024: 94.50%
Jan. 2025: 93.72%

VARIANCE: **-1%**

DAYS ON MARKET

Jan. 2024: 50
Jan. 2025: 77

VARIANCE: **54%**

MARCO ISLAND MARKET SUMMARY | JANUARY 2025

- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **93.72% of list price** in January 2025.
- The most active price band is **\$2,000,000-\$2,199,999**, where the sales ratio is **44%**.
- The median luxury sales price for single-family homes is **\$2,375,000**.
- The median days on market for January 2025 was **77** days, up from **50** in January 2024.

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.

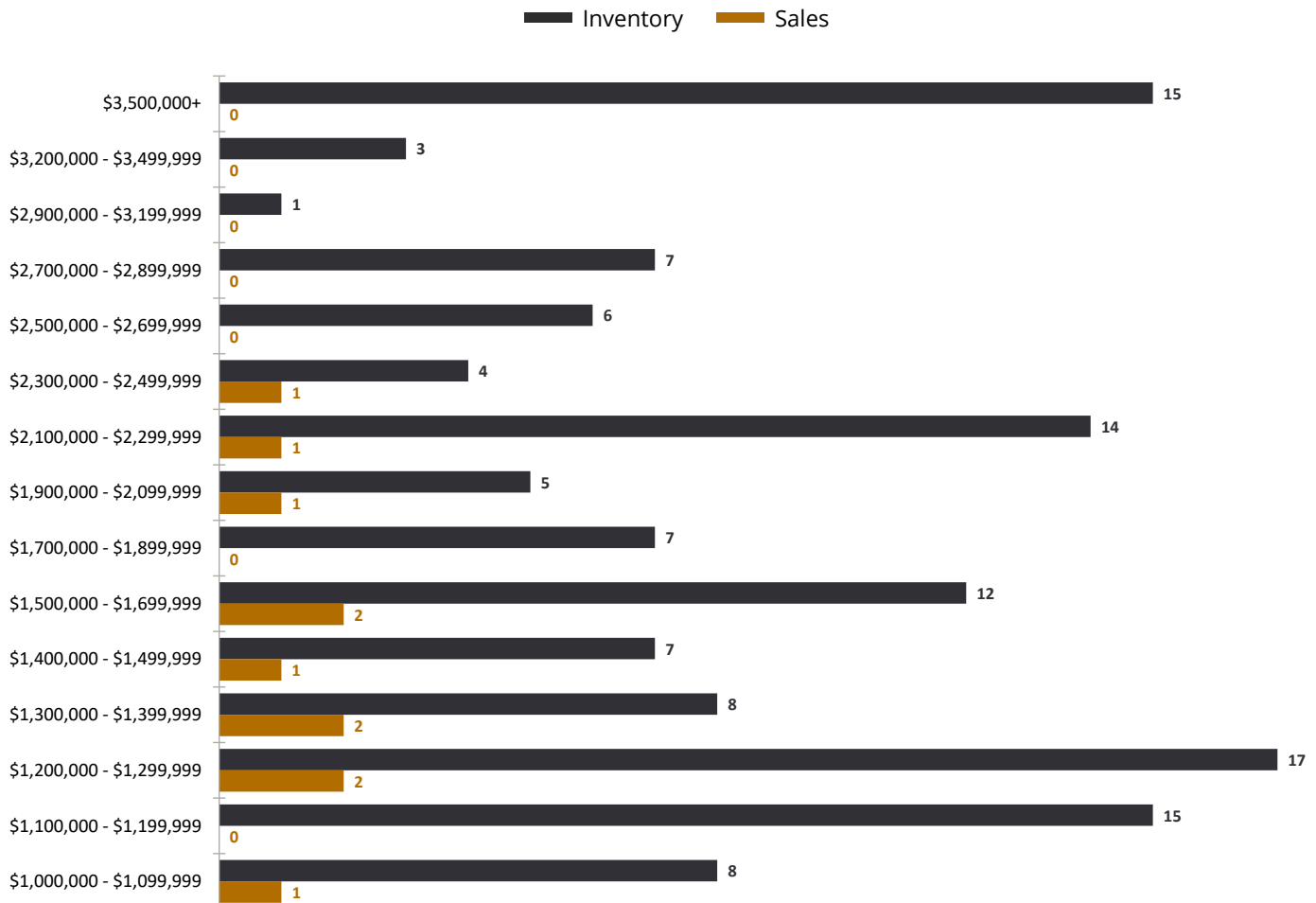
LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: **129**

Total Sales: **11**

Total Sales Ratio²: **9%**

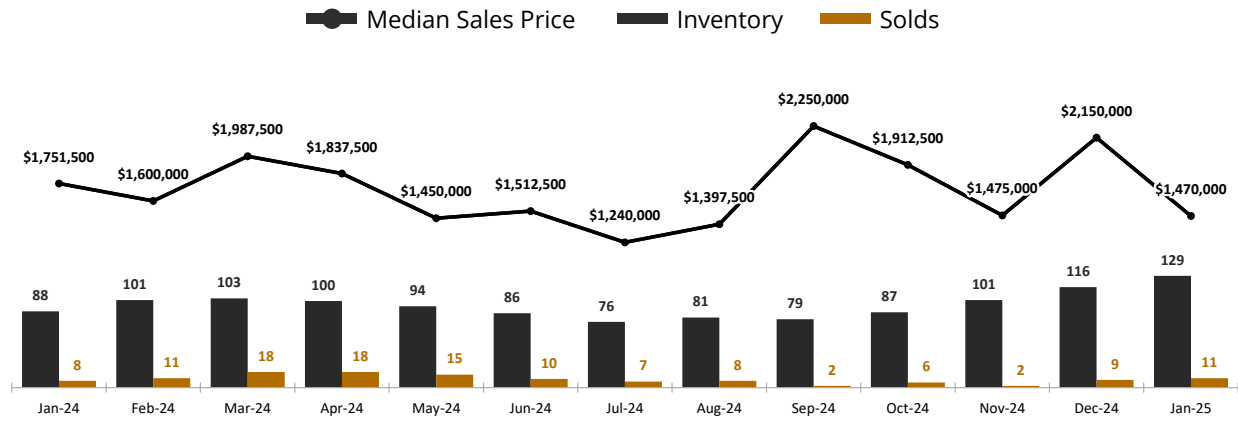
Buyer's Market



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	\$1,262,500	2	2	2	26	8%
1,500 - 1,999	\$1,220,000	3	2	3	34	9%
2,000 - 2,499	\$1,300,000	3	3	3	30	10%
2,500 - 2,999	\$1,862,500	3	3	2	18	11%
3,000+	\$2,300,000	3	3	1	20	5%

¹ The 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 | JANUARY

TOTAL INVENTORY

Jan. 2024 **88** Jan. 2025 **129**

VARIANCE: **47%**

TOTAL SOLDS

Jan. 2024 **8** Jan. 2025 **11**

VARIANCE: **38%**

SALES PRICE

Jan. 2024 **\$1.75m** Jan. 2025 **\$1.47m**

VARIANCE: **-16%**

SALE PRICE PER SQFT.

Jan. 2024 **\$994** Jan. 2025 **\$635**

VARIANCE: **-36%**

SALE TO LIST PRICE RATIO

Jan. 2024 **93.27%** Jan. 2025 **90.57%**

VARIANCE: **-3%**

DAYS ON MARKET

Jan. 2024 **53** Jan. 2025 **22**

VARIANCE: **-58%**

MARCO ISLAND MARKET SUMMARY | JANUARY 2025

- The attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **90.57% of list price** in January 2025.
- The most active price band is **\$1,300,000-\$1,399,999**, where the sales ratio is **25%**.
- The median luxury sales price for attached homes is **\$1,470,000**.
- The median days on market for January 2025 was **22** days, down from **53** in January 2024.

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.