

INSTITUTE *for*
LUXURY HOME
MARKETING®

by Colibri Real Estate

FEBRUARY
2025

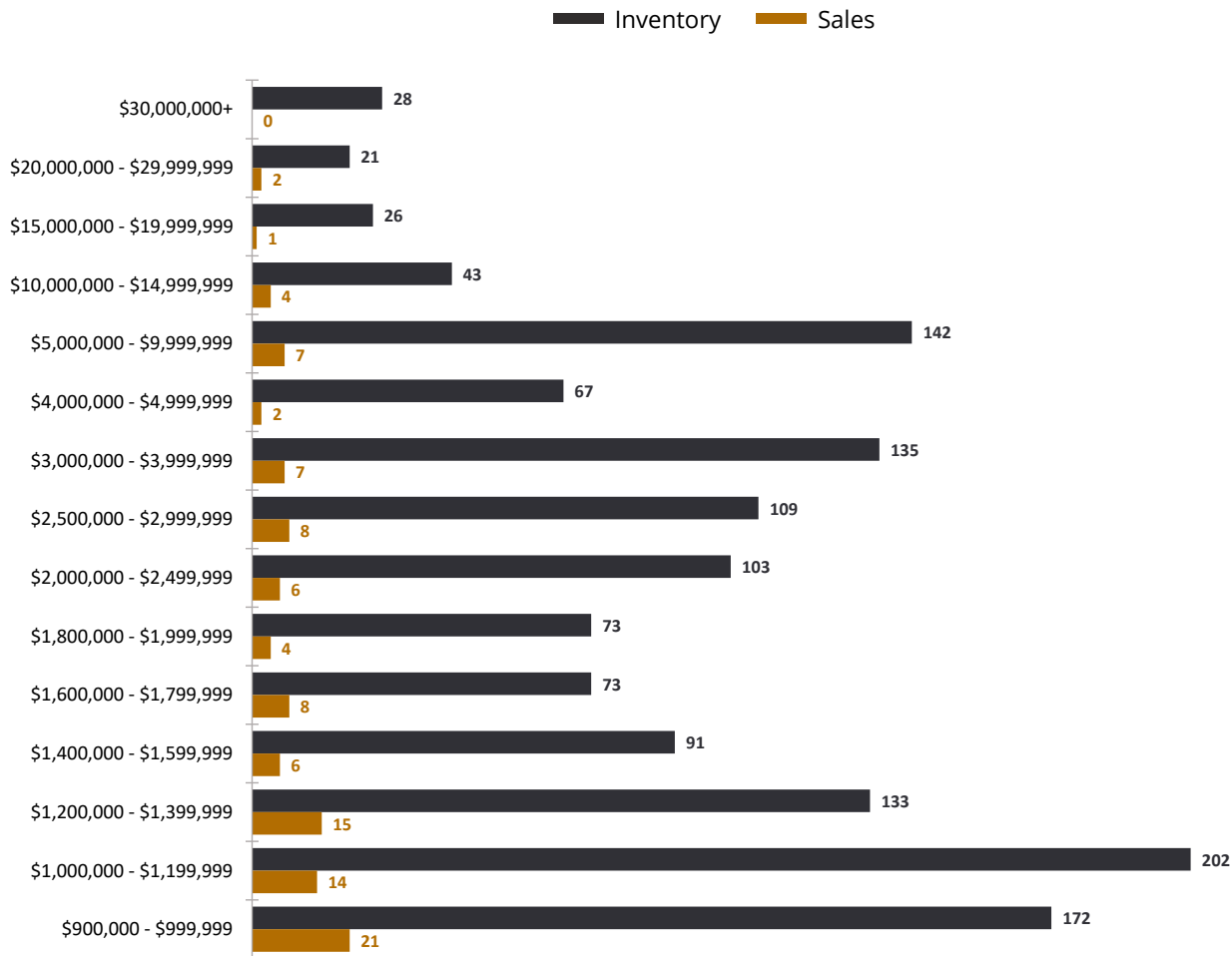


MIAMI
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JANUARY 2025

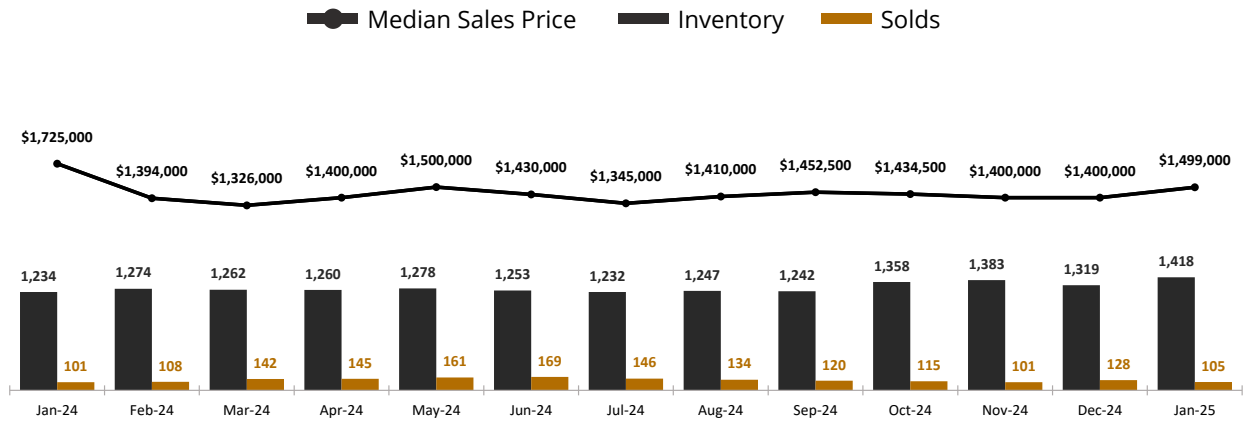
Total Inventory: 1,418 **Total Sales: 105** **Total Sales Ratio²: 7%** **Buyer's Market**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,250,000	3	3	61	793	8%
3,000 - 3,499	\$1,650,000	4	4	15	166	9%
3,500 - 3,999	\$2,400,000	5	6	6	106	6%
4,000 - 4,499	\$4,462,500	5	6	4	66	6%
4,500 - 4,999	\$3,985,000	6	7	3	41	7%
5,000+	\$11,200,000	6	7	10	165	6%

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: **1,234**
Jan. 2025: **1,418**

VARIANCE: **15%**

TOTAL SOLDS

Jan. 2024: **101**
Jan. 2025: **105**

VARIANCE: **4%**

SALES PRICE

Jan. 2024: **\$1.73m**
Jan. 2025: **\$1.50m**

VARIANCE: **-13%**

SALE PRICE PER SQFT.

Jan. 2024: **\$701**
Jan. 2025: **\$676**

VARIANCE: **-4%**

SALE TO LIST PRICE RATIO

Jan. 2024: **95.24%**
Jan. 2025: **94.44%**

VARIANCE: **-1%**

DAYS ON MARKET

Jan. 2024: **65**
Jan. 2025: **84**

VARIANCE: **29%**

MIAMI MARKET SUMMARY | JANUARY 2025

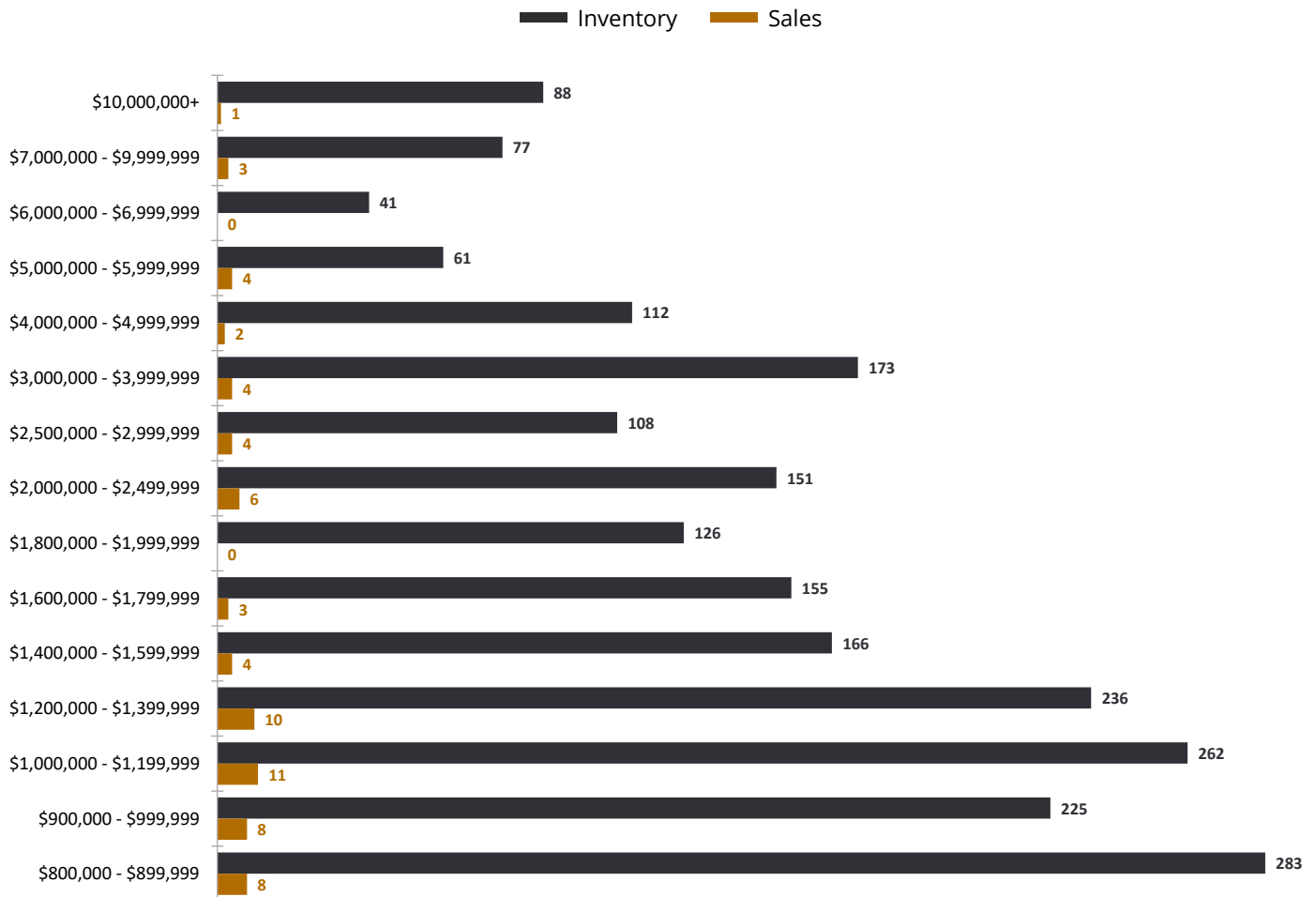
- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **94.44% of list price** in January 2025.
- The most active price band is **\$900,000-\$999,999**, where the sales ratio is **12%**.
- The median luxury sales price for single-family homes is **\$1,499,000**.
- The median days on market for January 2025 was **84** days, up from **65** 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

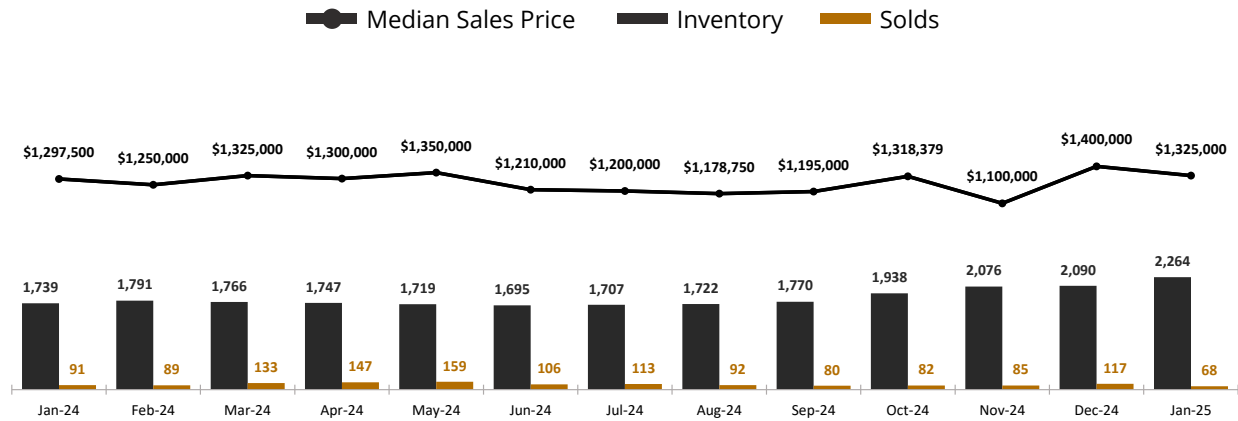
Total Inventory: 2,264 **Total Sales: 68** **Total Sales Ratio²: 3%** **Buyer's Market**



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	276	0%
1,000 - 1,499	\$1,050,000	2	2	28	756	4%
1,500 - 1,999	\$1,532,500	3	3	20	493	4%
2,000 - 2,499	\$3,125,000	3	3	8	258	3%
2,500 - 2,999	\$2,950,000	4	4	6	125	5%
3,000+	\$5,800,000	4	6	5	270	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 Jan. 2025
1,739 **2,264**

VARIANCE: **30%**

TOTAL SOLDS

Jan. 2024 Jan. 2025
91 **68**

VARIANCE: **-25%**

SALES PRICE

Jan. 2024 Jan. 2025
\$1.30m **\$1.33m**

VARIANCE: **2%**

SALE PRICE PER SQFT.

Jan. 2024 Jan. 2025
\$882 **\$938**

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

Jan. 2024 Jan. 2025
94.25% **96.45%**

VARIANCE: **2%**

DAYS ON MARKET

Jan. 2024 Jan. 2025
106 **100**

VARIANCE: **-6%**

MIAMI MARKET SUMMARY | JANUARY 2025

- The attached luxury market is a **Buyer's Market** with a **3% Sales Ratio**.
- Homes sold for a median of **96.45% of list price** in January 2025.
- The most active price band is **\$5,000,000-\$5,999,999**, where the sales ratio is **7%**.
- The median luxury sales price for attached homes is **\$1,325,000**.
- The median days on market for January 2025 was **100** days, down from **106** 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.