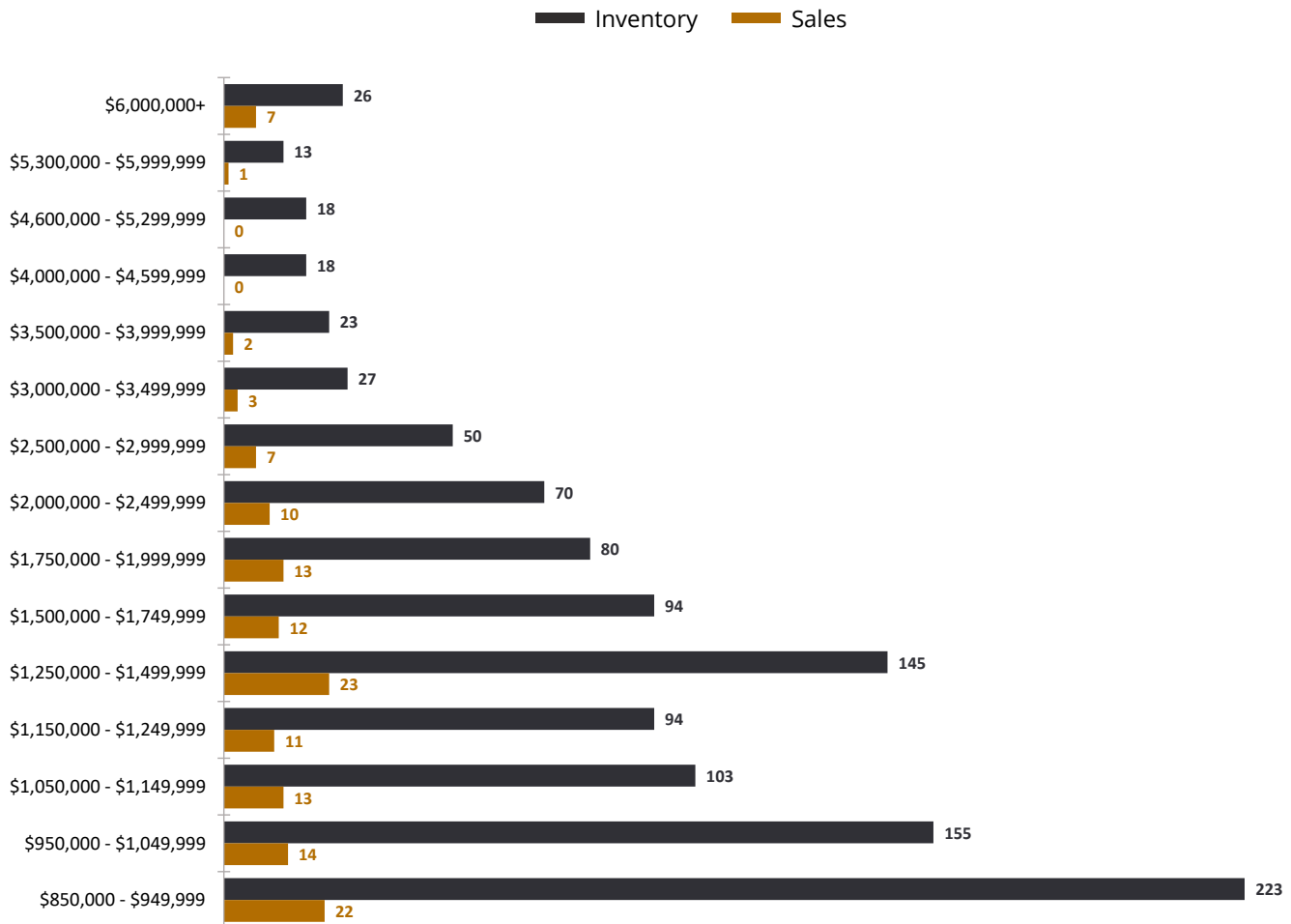




ORLANDO
FLORIDA

LUXURY INVENTORY VS. SALES | JANUARY 2025

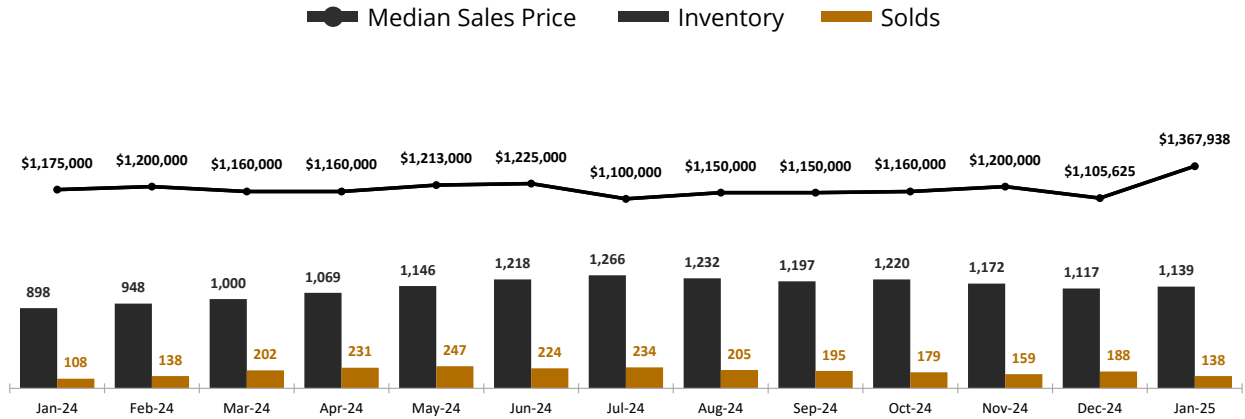
Total Inventory: 1,139 **Total Sales: 138** **Total Sales Ratio²: 12%** **Balanced Market**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,110,000	4	3	23	226	10%
3,000 - 3,999	\$1,200,000	5	4	55	380	14%
4,000 - 4,999	\$1,474,500	5	5	32	322	10%
5,000 - 5,999	\$2,017,500	5	6	14	87	16%
6,000 - 6,999	\$2,450,000	6	8	11	57	19%
7,000+	\$9,140,000	6	9	3	67	4%

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: 898
Jan. 2025: 1,139

VARIANCE: **27%**

TOTAL SOLD

Jan. 2024: 108
Jan. 2025: 138

VARIANCE: **28%**

SALES PRICE

Jan. 2024: \$1.18m
Jan. 2025: \$1.37m

VARIANCE: **16%**

SALE PRICE PER SQFT.

Jan. 2024: \$334
Jan. 2025: \$356

VARIANCE: **7%**

SALE TO LIST PRICE RATIO

Jan. 2024: 96.93%
Jan. 2025: 96.57%

VARIANCE: **0%**

DAYS ON MARKET

Jan. 2024: 45
Jan. 2025: 39

VARIANCE: **-13%**

ORLANDO MARKET SUMMARY | JANUARY 2025

- The single-family luxury market is a **Balanced Market** with a **12% Sales Ratio**.
- Homes sold for a median of **96.57% of list price** in January 2025.
- The most active price band is **\$6,000,000+**, where the sales ratio is **27%**.
- The median luxury sales price for single-family homes is **\$1,367,938**.
- The median days on market for January 2025 was **39** days, down from **45** 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.

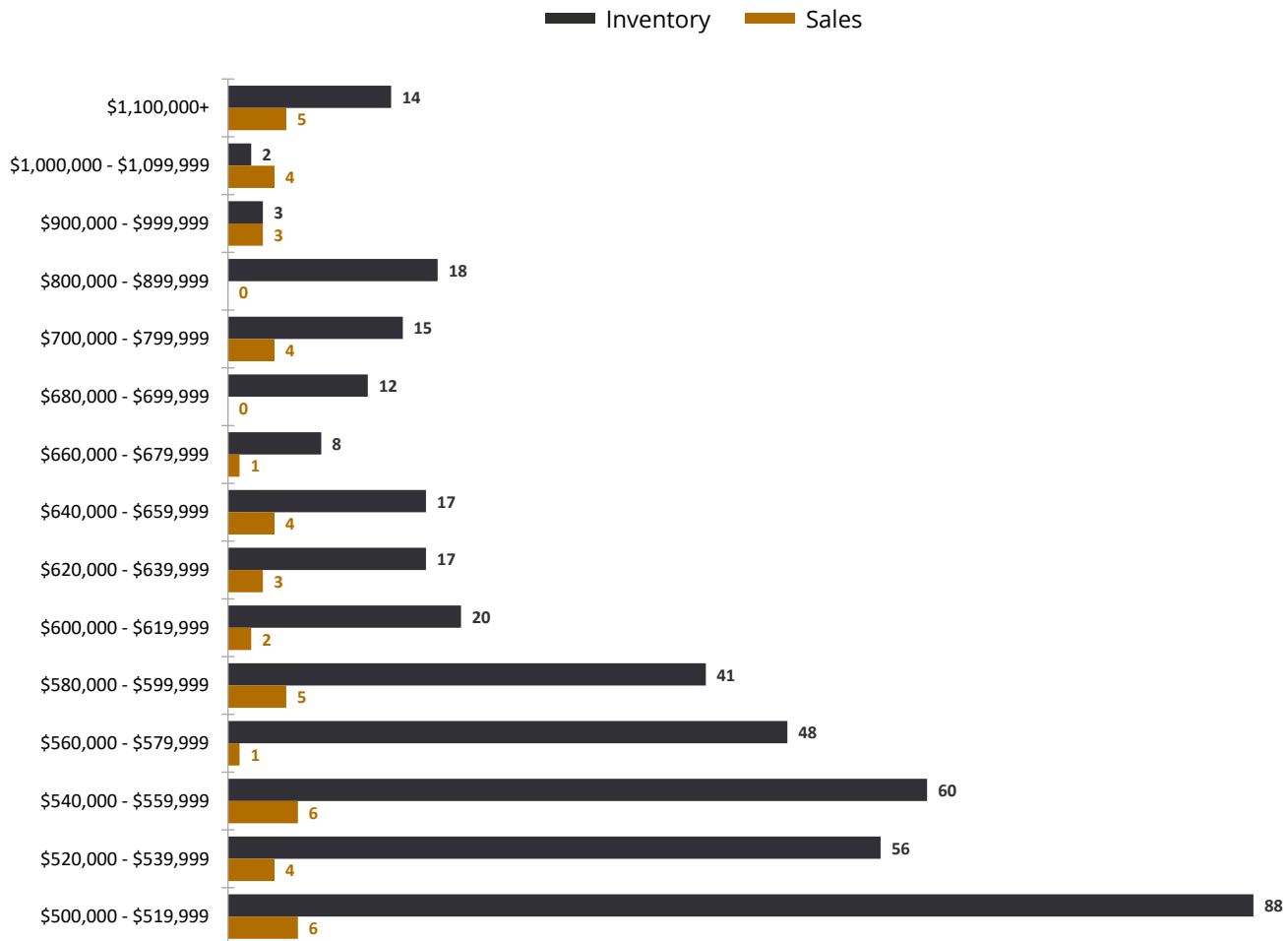
LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: **419**

Total Sales: **48**

Total Sales Ratio²: **11%**

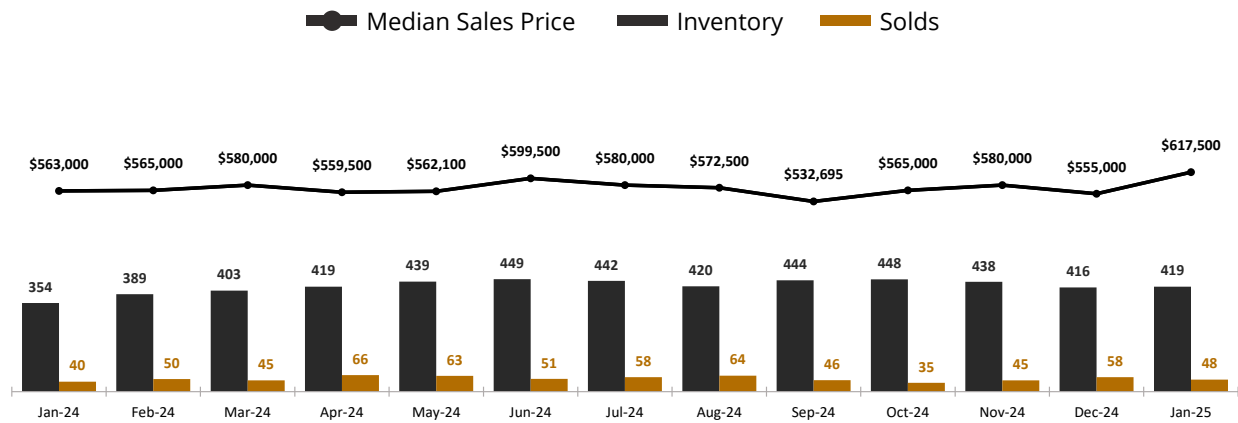
Buyer's Market



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	2	0%
1,000 - 1,499	\$587,500	3	2	6	28	21%
1,500 - 1,999	\$555,000	3	3	15	113	13%
2,000 - 2,499	\$610,000	3	4	13	232	6%
2,500 - 2,999	\$1,450,000	3	3	2	29	7%
3,000+	\$1,025,478	4	5	12	15	80%

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
354 **419**

VARIANCE: **18%**

TOTAL SOLDS

Jan. 2024 Jan. 2025
40 **48**

VARIANCE: **20%**

SALES PRICE

Jan. 2024 Jan. 2025
\$563k **\$618k**

VARIANCE: **10%**

SALE PRICE PER SQFT.

Jan. 2024 Jan. 2025
\$298 **\$306**

VARIANCE: **3%**

SALE TO LIST PRICE RATIO

Jan. 2024 Jan. 2025
98.19% **98.49%**

VARIANCE: **0%**

DAYS ON MARKET

Jan. 2024 Jan. 2025
41 **52**

VARIANCE: **27%**

ORLANDO MARKET SUMMARY | JANUARY 2025

- The attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **98.49% of list price** in January 2025.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **200%**.
- The median luxury sales price for attached homes is **\$617,500**.
- The median days on market for January 2025 was **52** days, up from **41** 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.