

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

by Colibri Real Estate

MARCH  
2025

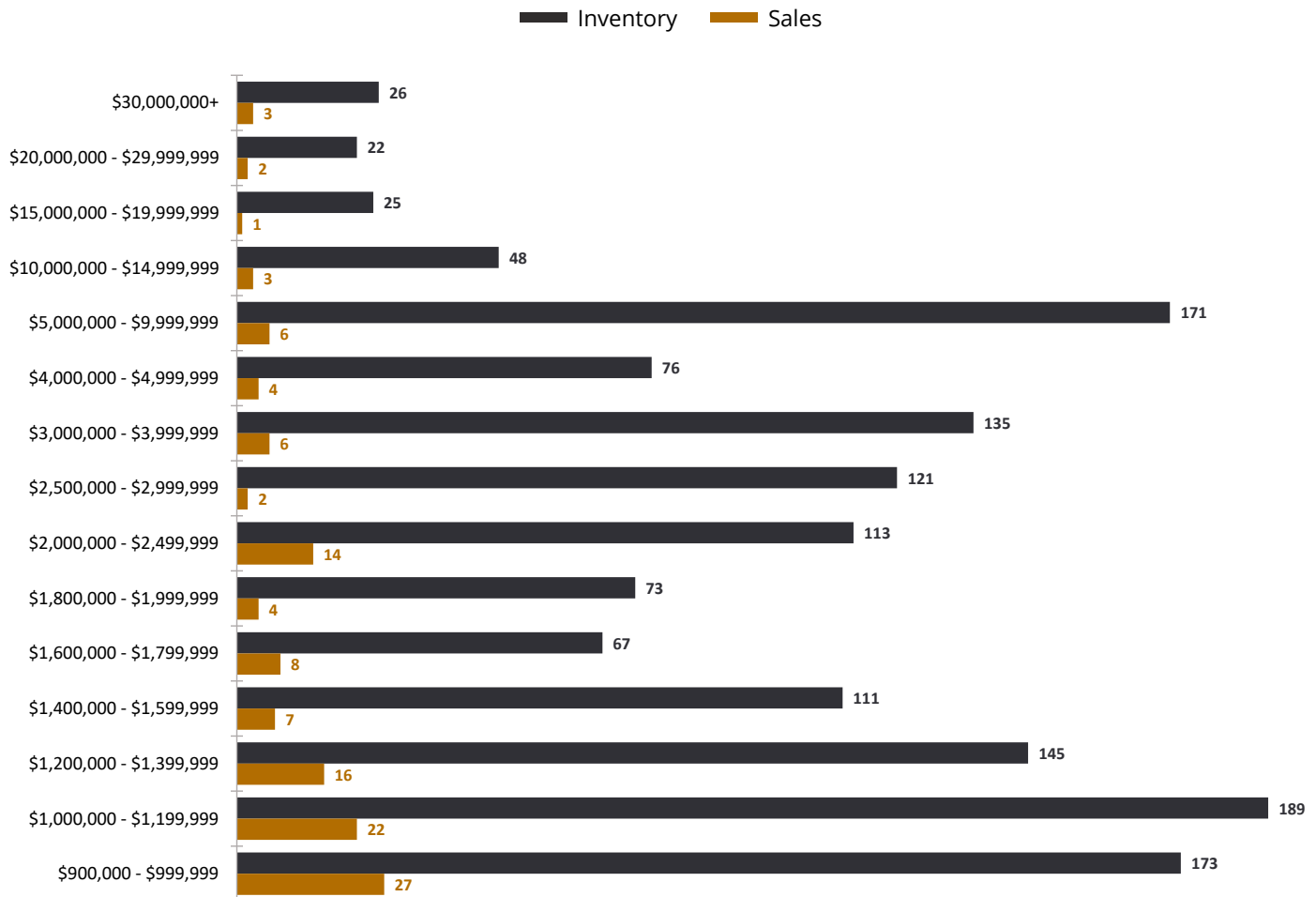


MIAMI  
FLORIDA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | FEBRUARY 2025

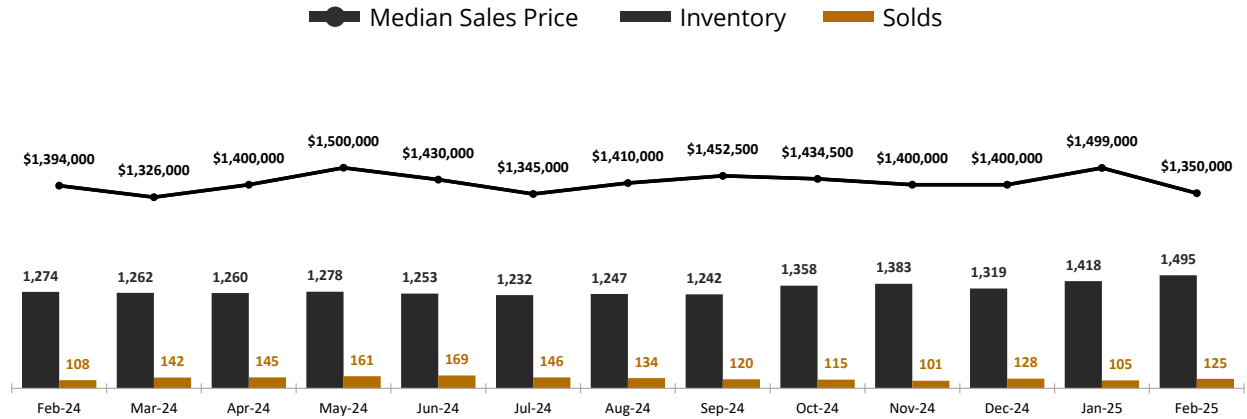
**Total Inventory: 1,495**    **Total Sales: 125**    **Total Sales Ratio<sup>2</sup>: 8%**    **Buyer's Market**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,125,000	4	3	67	839	8%
3,000 - 3,499	\$1,287,500	5	4	20	163	12%
3,500 - 3,999	\$2,400,000	5	4	12	112	11%
4,000 - 4,499	\$2,595,000	5	4	6	74	8%
4,500 - 4,999	\$4,350,000	5	6	4	47	9%
5,000+	\$18,750,000	6	7	9	173	5%

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

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | FEBRUARY

#### TOTAL INVENTORY

Feb. 2024      Feb. 2025  
**1,274**      **1,495**

VARIANCE: **17%**

#### TOTAL SOLDS

Feb. 2024      Feb. 2025  
**108**      **125**

VARIANCE: **16%**

#### SALES PRICE

Feb. 2024      Feb. 2025  
**\$1.39m**      **\$1.35m**

VARIANCE: **-3%**

#### SALE PRICE PER SQFT.

Feb. 2024      Feb. 2025  
**\$607**      **\$556**

VARIANCE: **-8%**

#### SALE TO LIST PRICE RATIO

Feb. 2024      Feb. 2025  
**94.62%**      **94.24%**

VARIANCE: **0%**

#### DAYS ON MARKET

Feb. 2024      Feb. 2025  
**82**      **73**

VARIANCE: **-11%**

## MIAMI MARKET SUMMARY | FEBRUARY 2025

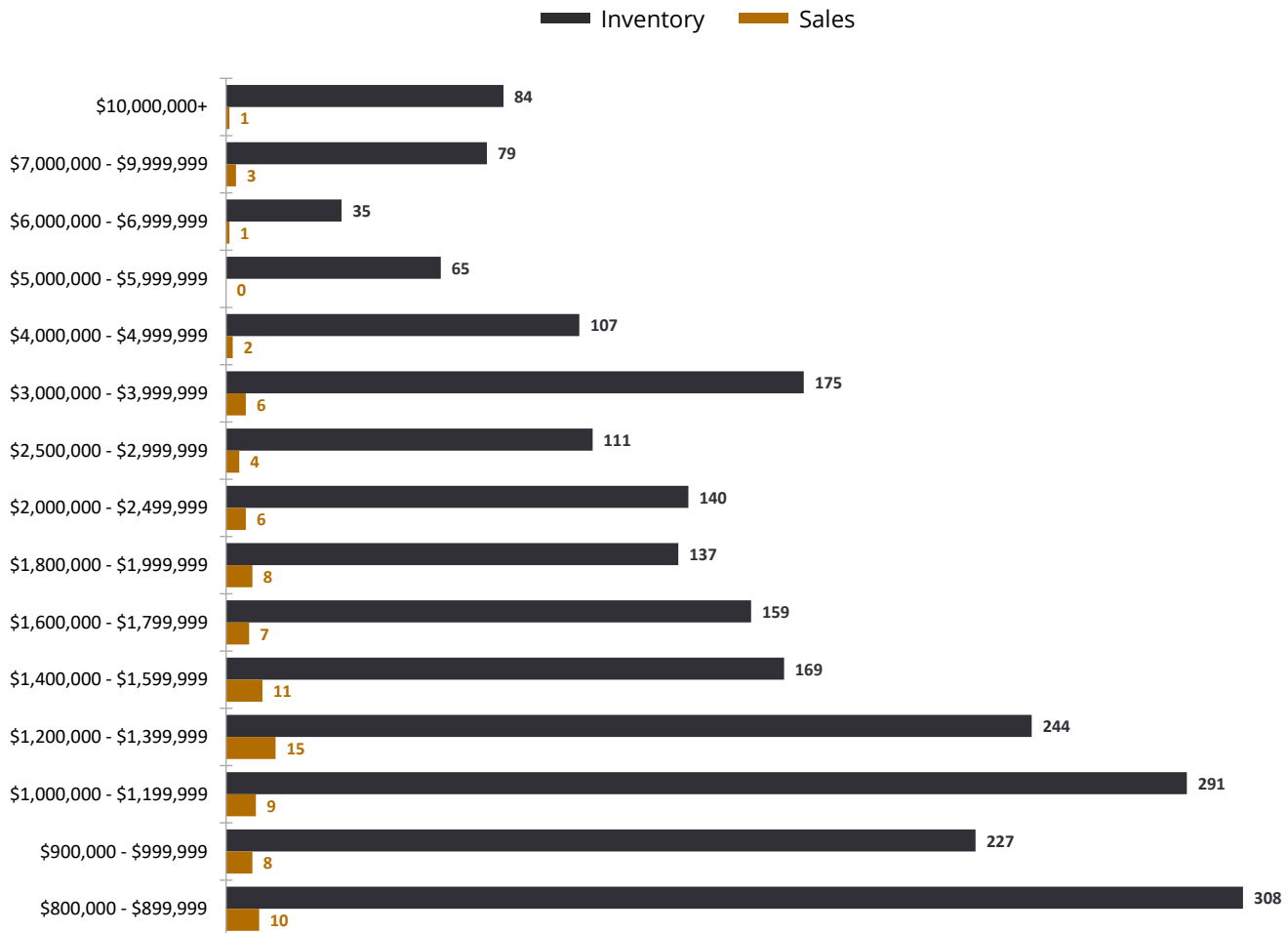
- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **94.24% of list price** in February 2025.
- The most active price band is **\$900,000-\$999,999**, where the sales ratio is **16%**.
- The median luxury sales price for single-family homes is **\$1,350,000**.
- The median days on market for February 2025 was **73** days, down from **82** in February 2024.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

## LUXURY INVENTORY VS. SALES | FEBRUARY 2025

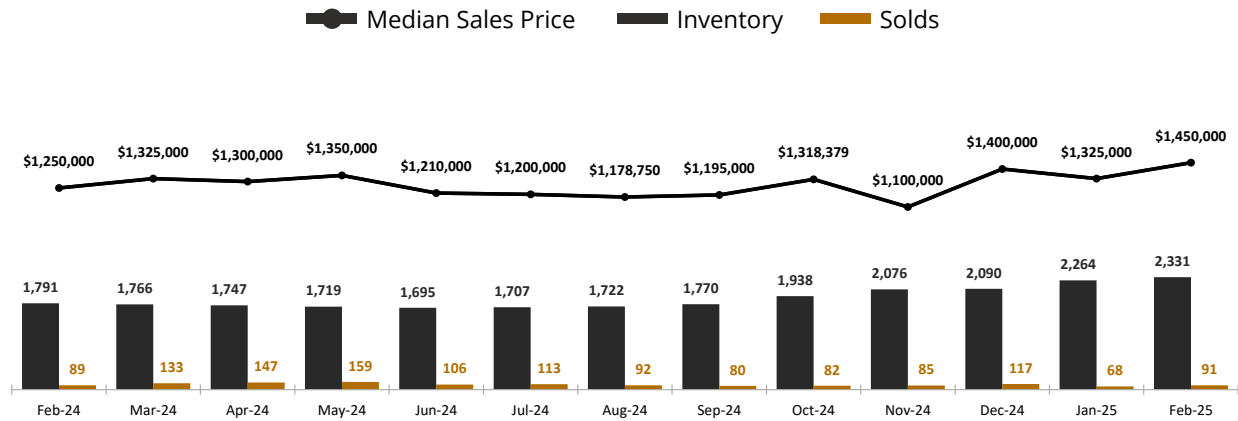
**Total Inventory: 2,331**    **Total Sales: 91**    **Total Sales Ratio<sup>2</sup>: 4%**    **Buyer's Market**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,300,000	2	2	9	274	3%
1,000 - 1,499	\$1,218,000	2	2	39	794	5%
1,500 - 1,999	\$1,600,000	2	3	21	519	4%
2,000 - 2,499	\$1,875,000	3	3	14	258	5%
2,500 - 2,999	\$2,672,500	4	4	2	128	2%
3,000+	\$7,650,000	4	5	6	271	2%

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

## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA REVIEW | FEBRUARY

### TOTAL INVENTORY

Feb. 2024      Feb. 2025  
**1,791**      **2,331**

VARIANCE: **30%**

### TOTAL SOLDS

Feb. 2024      Feb. 2025  
**89**      **91**

VARIANCE: **2%**

### SALES PRICE

Feb. 2024      Feb. 2025  
**\$1.25m**      **\$1.45m**

VARIANCE: **16%**

### SALE PRICE PER SQFT.

Feb. 2024      Feb. 2025  
**\$842**      **\$990**

VARIANCE: **18%**

### SALE TO LIST PRICE RATIO

Feb. 2024      Feb. 2025  
**94.97%**      **95.31%**

VARIANCE: **0%**

### DAYS ON MARKET

Feb. 2024      Feb. 2025  
**110**      **94**

VARIANCE: **-15%**

## MIAMI MARKET SUMMARY | FEBRUARY 2025

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **95.31% of list price** in February 2025.
- The most active price band is **\$1,400,000-\$1,599,999**, where the sales ratio is **7%**.
- The median luxury sales price for attached homes is **\$1,450,000**.
- The median days on market for February 2025 was **94** days, down from **110** in February 2024.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.