

INSTITUTE *for*
LUXURY HOME
MARKETING®

by Colibri Real Estate

MARCH
2025

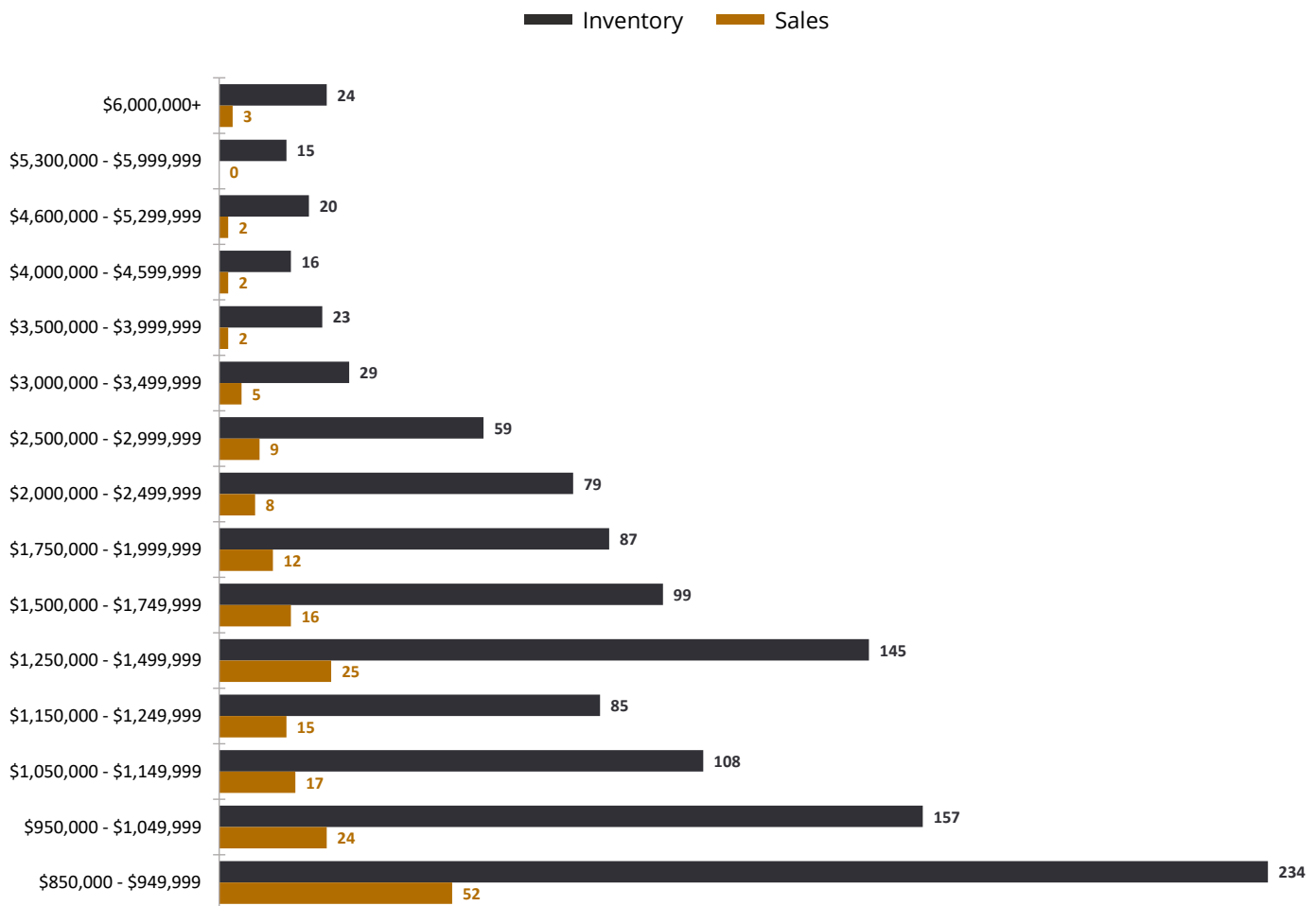


ORLANDO
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 2025

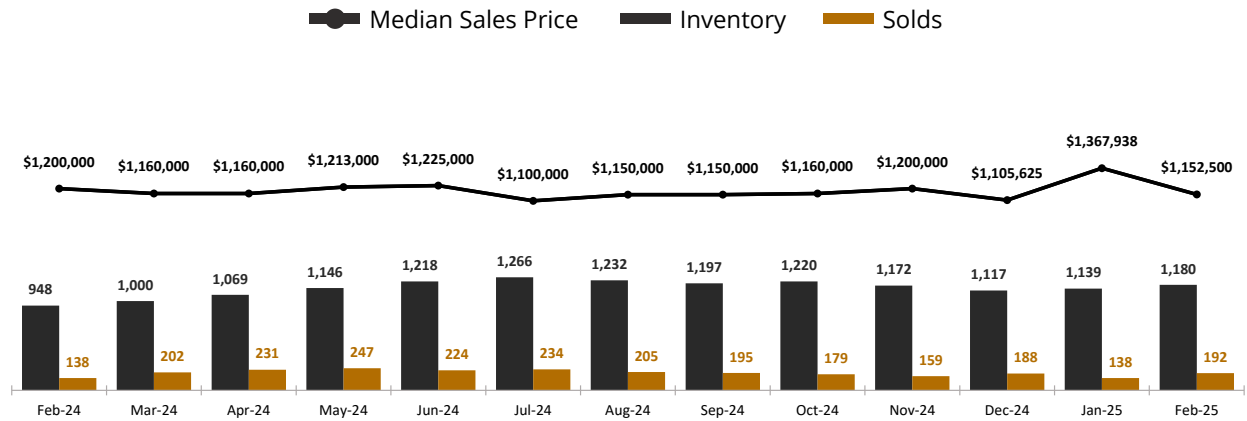
Total Inventory: 1,180 **Total Sales: 192** **Total Sales Ratio²: 16%** **Balanced Market**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$973,000	4	3	52	230	23%
3,000 - 3,999	\$1,125,000	4	4	65	404	16%
4,000 - 4,999	\$1,432,000	5	5	48	326	15%
5,000 - 5,999	\$1,950,000	5	6	15	92	16%
6,000 - 6,999	\$2,100,000	6	7	7	61	11%
7,000+	\$5,200,000	6	8	5	67	7%

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 | FEBRUARY

TOTAL INVENTORY

Feb. 2024: 948
Feb. 2025: 1,180

VARIANCE: **24%**

TOTAL SOLDS

Feb. 2024: 138
Feb. 2025: 192

VARIANCE: **39%**

SALES PRICE

Feb. 2024: \$1.20m
Feb. 2025: \$1.15m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Feb. 2024: \$331
Feb. 2025: \$353

VARIANCE: **7%**

SALE TO LIST PRICE RATIO

Feb. 2024: 97.47%
Feb. 2025: 96.72%

VARIANCE: **-1%**

DAYS ON MARKET

Feb. 2024: 33
Feb. 2025: 72

VARIANCE: **118%**

ORLANDO MARKET SUMMARY | FEBRUARY 2025

- The single-family luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **96.72% of list price** in February 2025.
- The most active price band is **\$850,000-\$949,999**, where the sales ratio is **22%**.
- The median luxury sales price for single-family homes is **\$1,152,500**.
- The median days on market for February 2025 was **72** days, up from **33** in February 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.

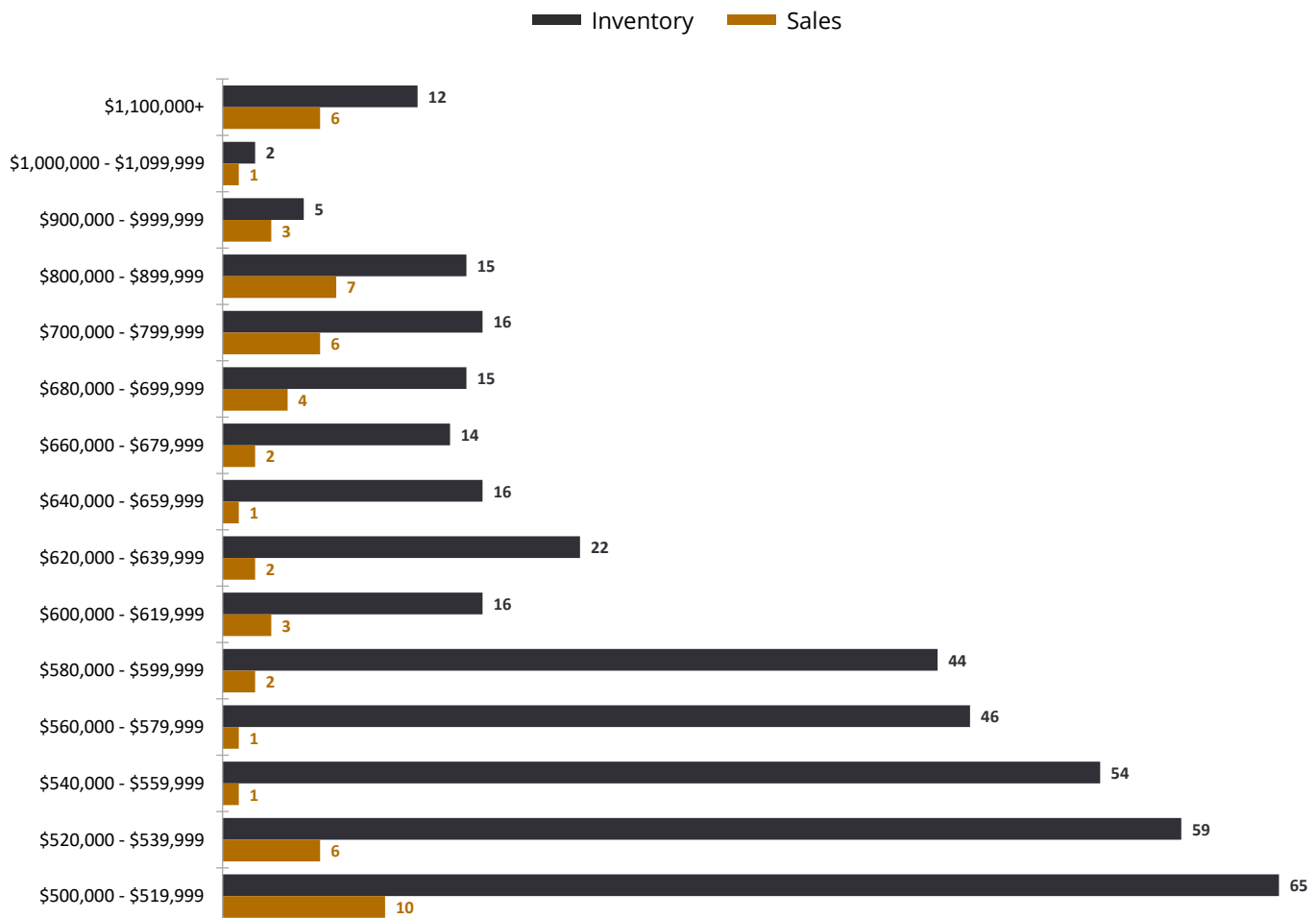
LUXURY INVENTORY VS. SALES | FEBRUARY 2025

Total Inventory: **401**

Total Sales: **55**

Total Sales Ratio²: **14%**

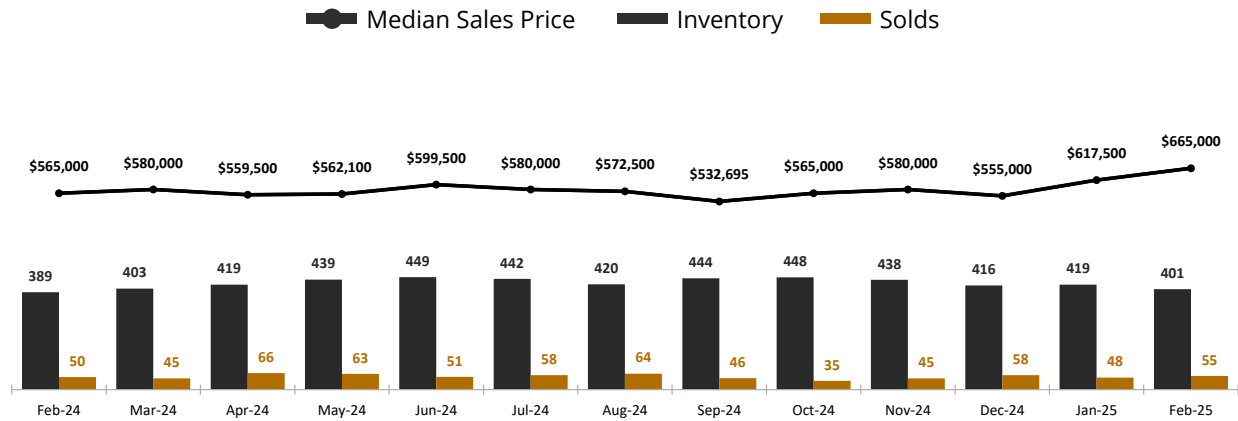
Balanced Market



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	4	0%
1,000 - 1,499	\$620,000	2	2	3	28	11%
1,500 - 1,999	\$526,105	3	3	16	124	13%
2,000 - 2,499	\$610,000	4	3	21	206	10%
2,500 - 2,999	\$1,030,500	3	4	6	27	22%
3,000+	\$895,000	4	5	9	12	75%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales 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 | FEBRUARY

TOTAL INVENTORY

Feb. 2024 Feb. 2025
389 **401**

VARIANCE: **3%**

TOTAL SOLDS

Feb. 2024 Feb. 2025
50 **55**

VARIANCE: **10%**

SALES PRICE

Feb. 2024 Feb. 2025
\$565k **\$665k**

VARIANCE: **18%**

SALE PRICE PER SQFT.

Feb. 2024 Feb. 2025
\$313 **\$300**

VARIANCE: **-4%**

SALE TO LIST PRICE RATIO

Feb. 2024 Feb. 2025
97.99% **98.06%**

VARIANCE: **0%**

DAYS ON MARKET

Feb. 2024 Feb. 2025
36 **59**

VARIANCE: **64%**

ORLANDO MARKET SUMMARY | FEBRUARY 2025

- The attached luxury market is a **Balanced Market** with a **14% Sales Ratio**.
- Homes sold for a median of **98.06% of list price** in February 2025.
- The most active price band is **\$900,000-\$999,999**, where the sales ratio is **60%**.
- The median luxury sales price for attached homes is **\$665,000**.
- The median days on market for February 2025 was **59** days, up from **36** in February 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.