

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JULY  
2022

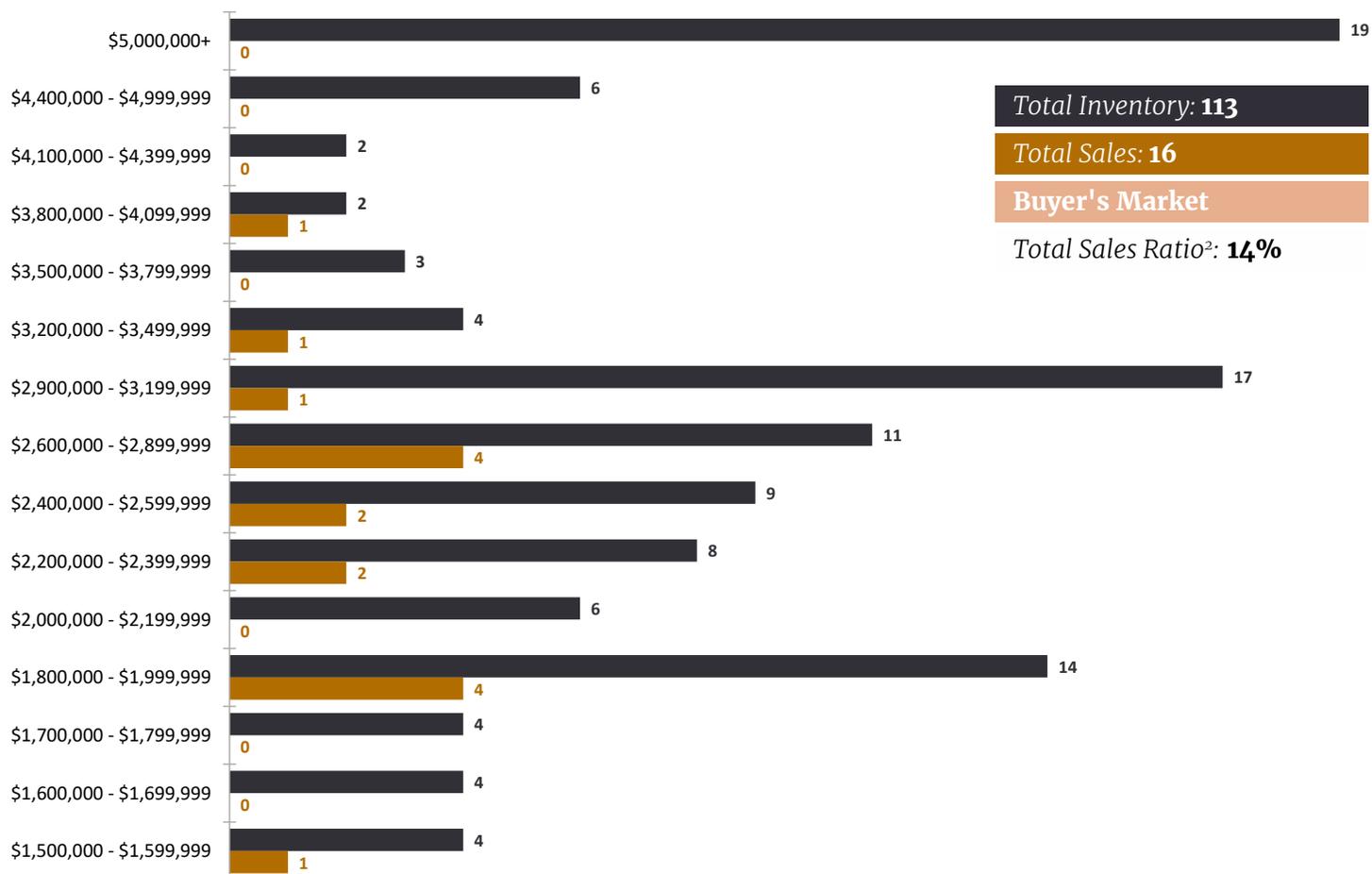
# MARCO ISLAND --- FLORIDA

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

### LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

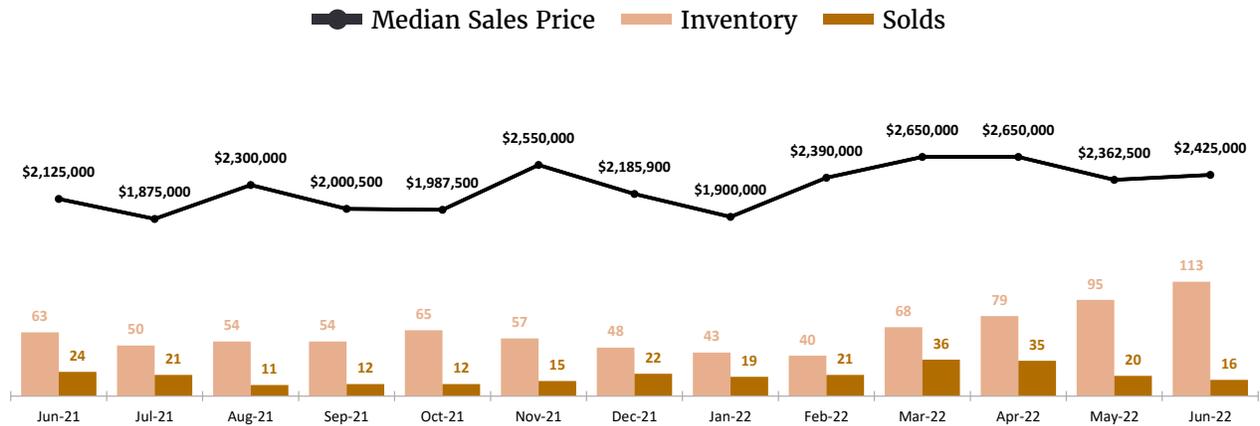
Luxury Benchmark Price<sup>1</sup>: **\$1,500,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,315,000	3	3	1	15	7%
2,000 - 2,499	\$1,875,000	3	2	7	31	23%
2,500 - 2,999	\$2,400,000	3	3	3	23	13%
3,000 - 3,499	\$2,975,000	5	4	4	15	27%
3,500 - 3,999	NA	NA	NA	0	7	0%
4,000+	\$2,690,000	6	5	1	22	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 < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

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



### MEDIAN DATA REVIEW | JUNE

#### TOTAL INVENTORY

Jun. 2021      Jun. 2022  
**63**            **113**

VARIANCE: **79%**

#### TOTAL SOLDS

Jun. 2021      Jun. 2022  
**24**            **16**

VARIANCE: **-33%**

#### SALES PRICE

Jun. 2021      Jun. 2022  
**\$2.13m**      **\$2.43m**

VARIANCE: **14%**

#### SALE PRICE PER SQFT.

Jun. 2021      Jun. 2022  
**\$528**            **\$915**

VARIANCE: **73%**

#### SALE TO LIST PRICE RATIO

Jun. 2021      Jun. 2022  
**97.59%**      **96.12%**

VARIANCE: **-2%**

#### DAYS ON MARKET

Jun. 2021      Jun. 2022  
**26**              **29**

VARIANCE: **12%**

## MARCO ISLAND MARKET SUMMARY | JUNE 2022

- The Marco Island single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **96.12% of list price** in June 2022.
- The most active price band is **\$3,800,000-\$4,099,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **\$2,425,000**.
- The median days on market for June 2022 was **29** days, up from **26** in June 2021.

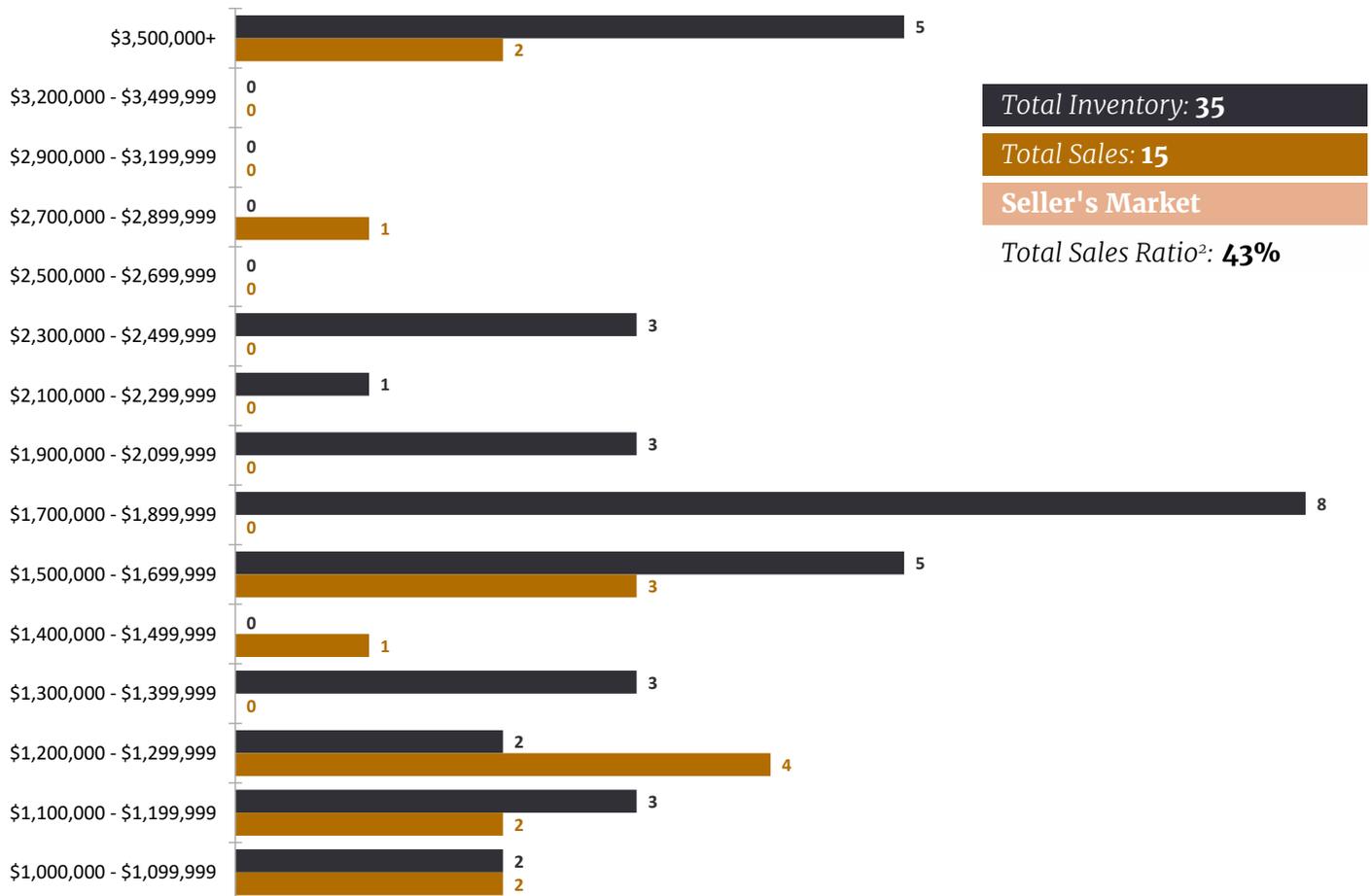
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

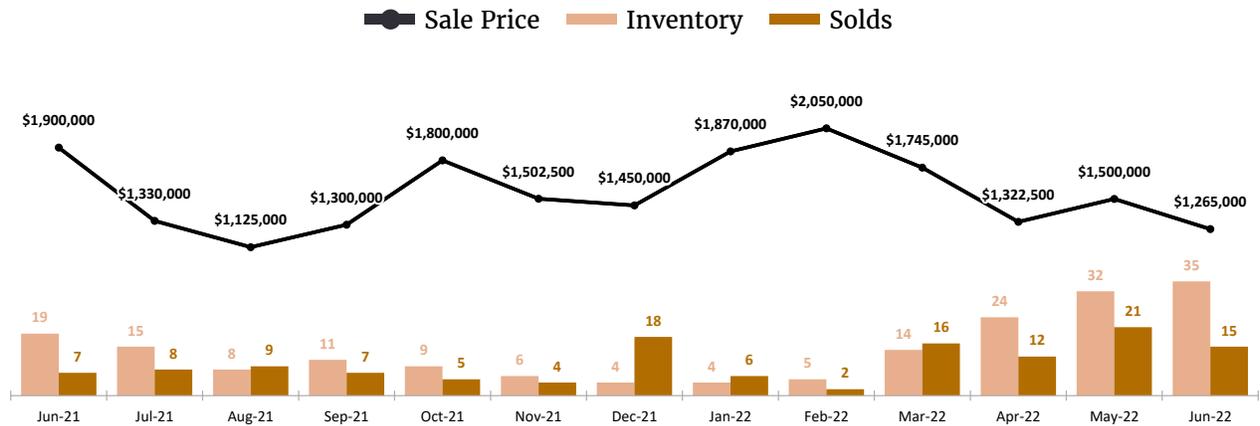
Luxury Benchmark Price<sup>1</sup>: **\$1,000,000**



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	NA	NA	NA	0	1	0%
1,000 - 1,499	\$1,212,500	2	2	6	12	50%
1,500 - 1,999	\$1,014,500	3	3	2	9	22%
2,000 - 2,499	\$1,452,500	3	3	4	7	57%
2,500 - 2,999	NA	NA	NA	0	1	0%
3,000+	\$3,850,000	3	5	3	5	60%

<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 < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

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



### MEDIAN DATA REVIEW | JUNE

#### TOTAL INVENTORY

Jun. 2021	Jun. 2022
19	35

VARIANCE: **84%**

#### TOTAL SOLDS

Jun. 2021	Jun. 2022
7	15

VARIANCE: **114%**

#### SALES PRICE

Jun. 2021	Jun. 2022
\$1.90m	\$1.27m

VARIANCE: **-33%**

#### SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$643	\$813

VARIANCE: **26%**

#### SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
100.00%	94.40%

VARIANCE: **-6%**

#### DAYS ON MARKET

Jun. 2021	Jun. 2022
50	16

VARIANCE: **-68%**

## MARCO ISLAND MARKET SUMMARY | JUNE 2022

- The Marco Island attached luxury market is a **Seller's Market** with a **43% Sales Ratio**.
- Homes sold for a median of **94.40% of list price** in June 2022.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **200%**.
- The median luxury sales price for attached homes is **\$1,265,000**.
- The median days on market for June 2022 was **16** days, down from **50** in June 2021.

<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.