

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MAY  
2022

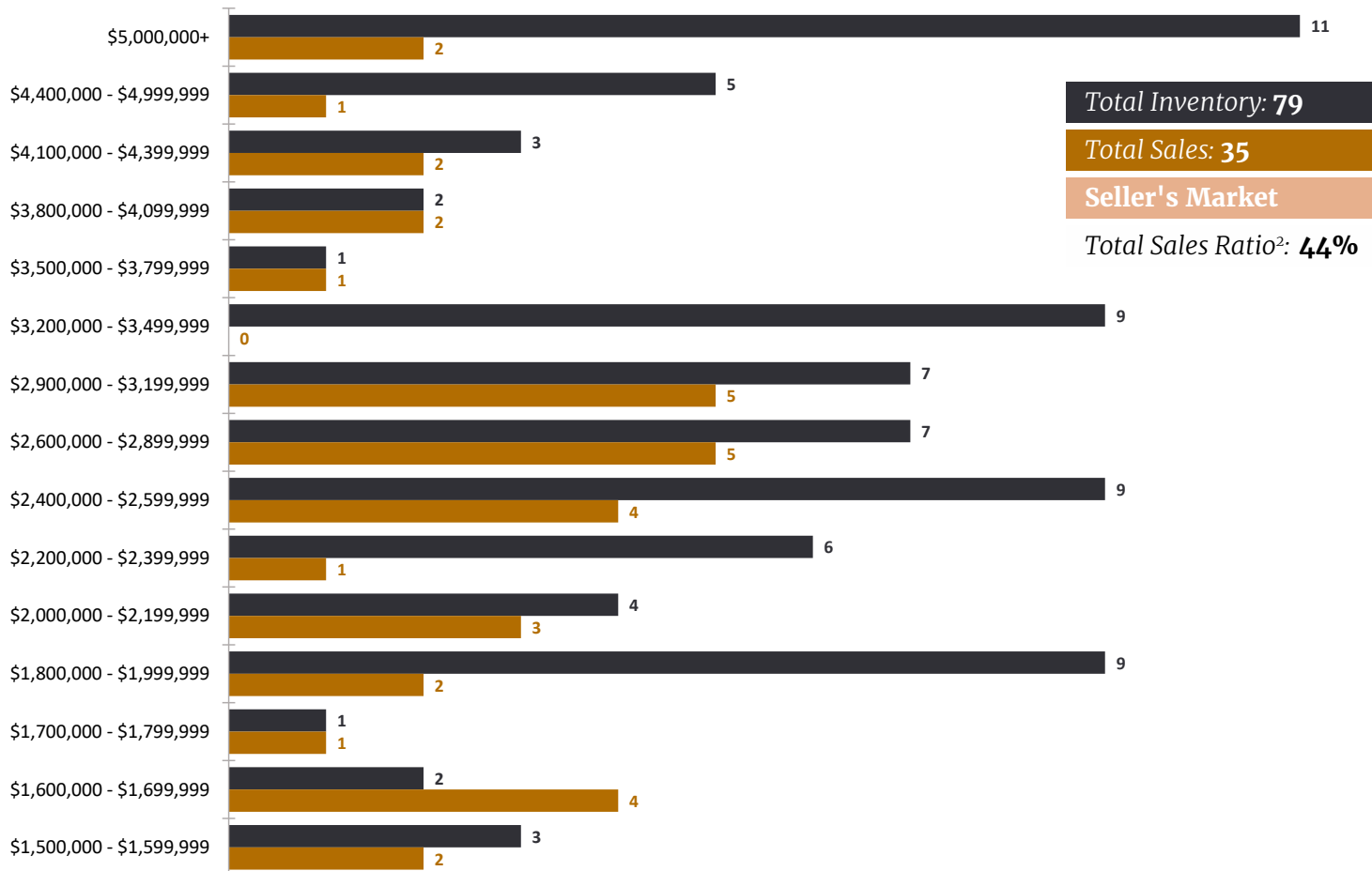
# MARCO ISLAND --- FLORIDA

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

### LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

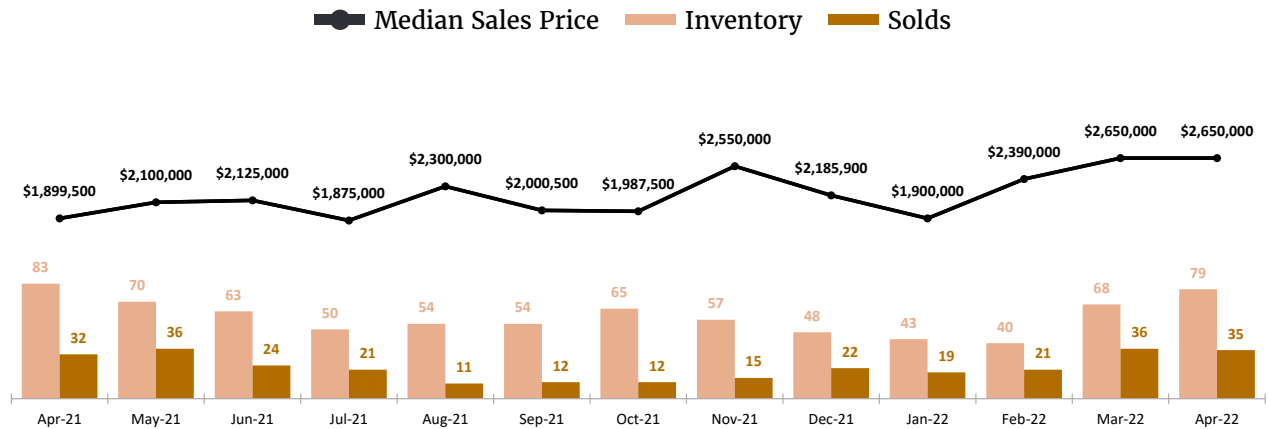
Luxury Benchmark Price<sup>1</sup>: **\$1,500,000**



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	\$1,700,000	3	2	7	10	70%
2,000 - 2,499	\$2,400,000	3	3	11	21	52%
2,500 - 2,999	\$2,650,000	3	3	5	14	36%
3,000 - 3,499	\$2,875,000	4	4	2	17	12%
3,500 - 3,999	\$4,050,000	4	5	4	3	133%
4,000+	\$3,500,000	5	6	6	14	43%

<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 | APRIL

#### TOTAL INVENTORY

Apr. 2021      Apr. 2022

83              79

VARIANCE: **-5%**

#### TOTAL SOLDS

Apr. 2021      Apr. 2022

32              35

VARIANCE: **9%**

#### SALES PRICE

Apr. 2021      Apr. 2022

\$1.90m      \$2.65m

VARIANCE: **40%**

#### SALE PRICE PER SQFT.

Apr. 2021      Apr. 2022

\$443              \$1,035

VARIANCE: **134%**

#### SALE TO LIST PRICE RATIO

Apr. 2021      Apr. 2022

100.00%      100.00%

VARIANCE: **0%**

#### DAYS ON MARKET

Apr. 2021      Apr. 2022

12              7

VARIANCE: **-42%**

## MARCO ISLAND MARKET SUMMARY | APRIL 2022

- The Marco Island single-family luxury market is a **Seller's Market** with a **44% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **200%**.
- The median luxury sales price for single-family homes is **\$2,650,000**.
- The median days on market for April 2022 was **7** days, down from **12** in April 2021.

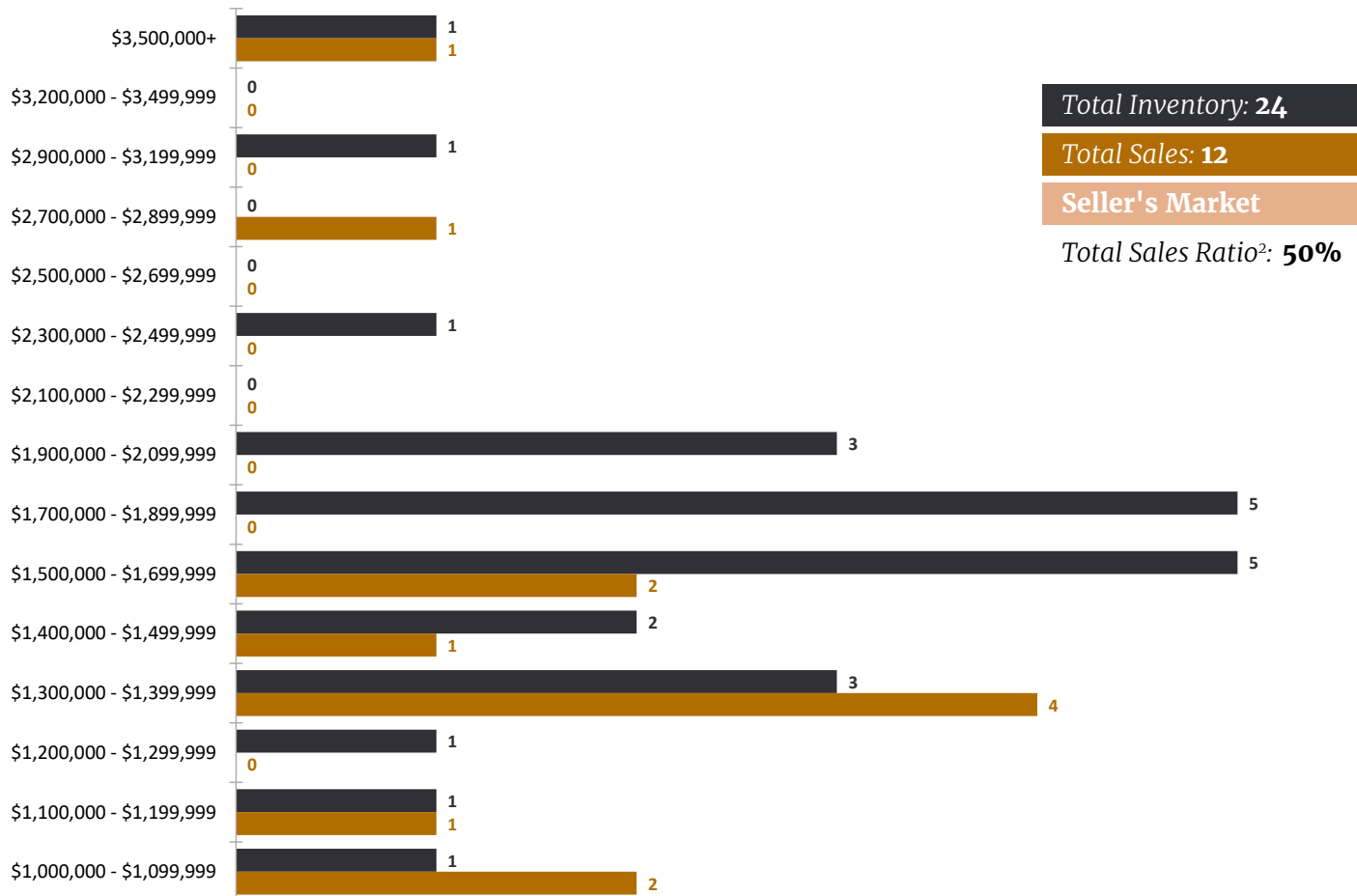
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

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



Total Inventory: **24**

Total Sales: **12**

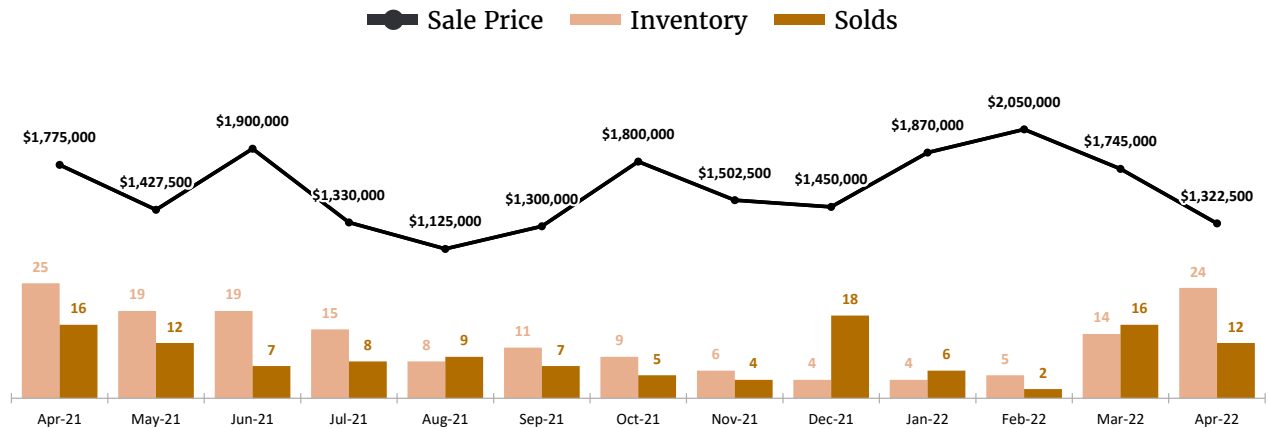
Seller's Market

Total Sales Ratio<sup>2</sup>: **50%**

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	\$1,400,000	2	2	1	3	33%
1,000 - 1,499	\$1,335,000	2	2	5	7	71%
1,500 - 1,999	\$1,060,000	3	3	3	8	38%
2,000 - 2,499	\$1,300,000	3	3	1	3	33%
2,500 - 2,999	NA	NA	NA	0	1	0%
3,000+	\$3,280,500	3	4	2	2	100%

<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<sup>®</sup> data reported previous month's sales exceeded current inventory.

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



### MEDIAN DATA REVIEW | APRIL

#### TOTAL INVENTORY

Apr. 2021	Apr. 2022
25	24

VARIANCE: **-4%**

#### TOTAL SOLDS

Apr. 2021	Apr. 2022
16	12

VARIANCE: **-25%**

#### SALES PRICE

Apr. 2021	Apr. 2022
\$1.78m	\$1.32m

VARIANCE: **-25%**

#### SALE PRICE PER SQFT.

Apr. 2021	Apr. 2022
\$572	\$850

VARIANCE: **49%**

#### SALE TO LIST PRICE RATIO

Apr. 2021	Apr. 2022
96.94%	100.00%

VARIANCE: **3%**

#### DAYS ON MARKET

Apr. 2021	Apr. 2022
29	4

VARIANCE: **-86%**

## MARCO ISLAND MARKET SUMMARY | APRIL 2022

- The Marco Island attached luxury market is a **Seller's Market** with a **50% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- 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 **\$1,322,500**.
- The median days on market for April 2022 was **4** days, down from **29** in April 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.