

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

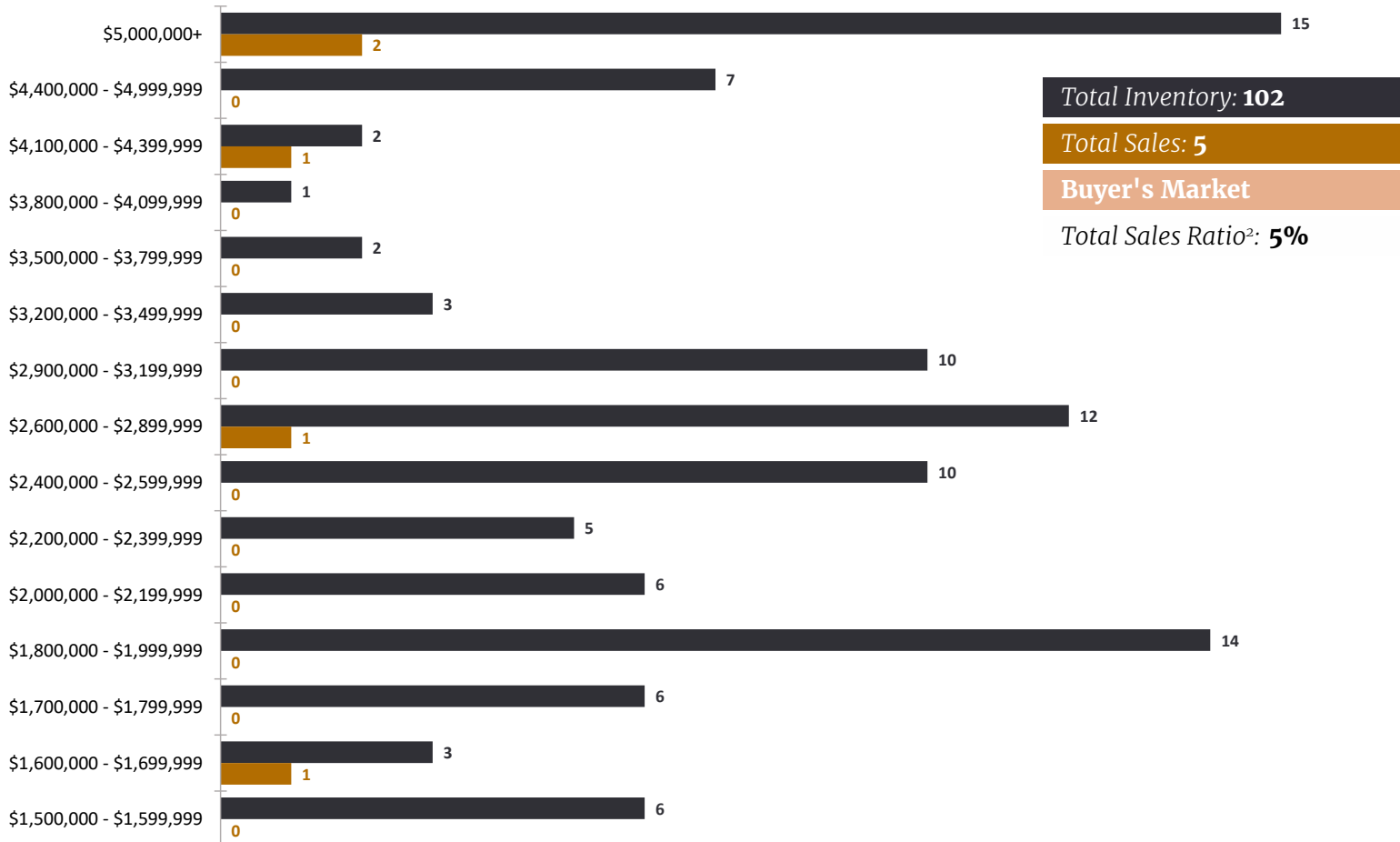
AUGUST
2022

MARCO ISLAND FLORIDA

www.LuxuryHomeMarketing.com

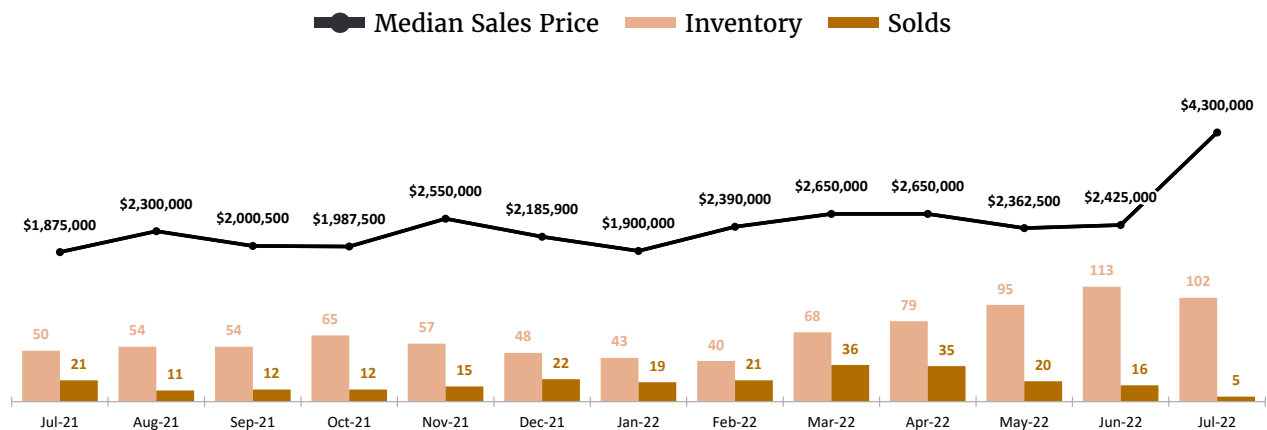
LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

Luxury Benchmark Price¹: **\$1,500,000**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	NA	NA	NA	0	13	0%
2,000 - 2,499	\$1,600,000	4	3	1	28	4%
2,500 - 2,999	\$2,800,000	3	4	1	23	4%
3,000 - 3,499	NA	NA	NA	0	11	0%
3,500 - 3,999	NA	NA	NA	0	6	0%
4,000+	\$6,600,000	3	4	3	21	14%

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 < 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 TREND⁴

MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2021 Jul. 2022

50 102

VARIANCE: 104%

TOTAL SOLDs

Jul. 2021 Jul. 2022

21 5

VARIANCE: -76%

SALES PRICE

Jul. 2021 Jul. 2022

\$1.88m \$4.30m

VARIANCE: 129%

SALE PRICE PER SQFT.

Jul. 2021 Jul. 2022

\$552 \$1,016

VARIANCE: 84%

SALE TO LIST PRICE RATIO

Jul. 2021 Jul. 2022

97.94% 100.00%

VARIANCE: 2%

DAYS ON MARKET

Jul. 2021 Jul. 2022

16 70

VARIANCE: 338%

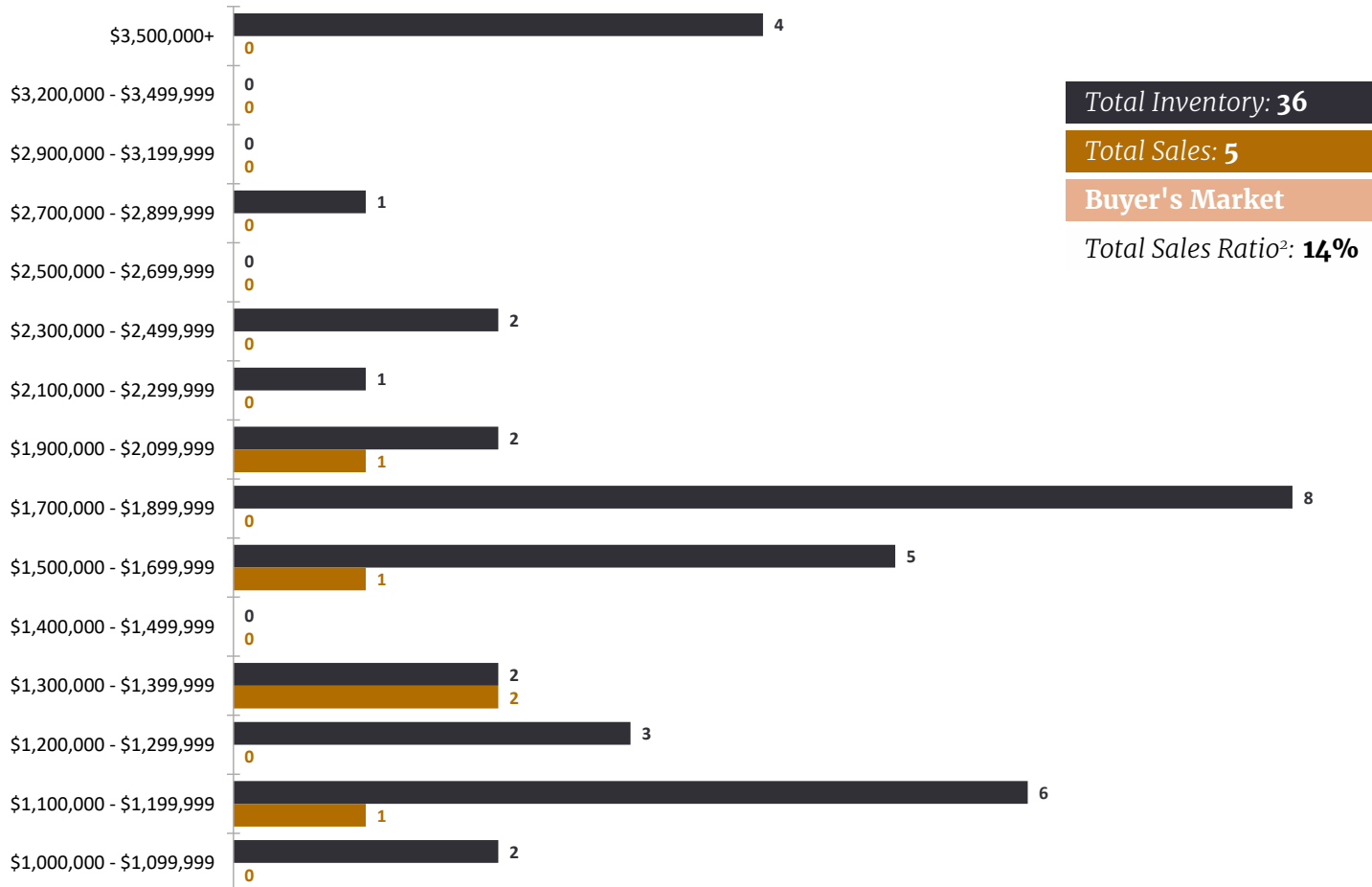
MARCO ISLAND MARKET SUMMARY | JULY 2022

- The Marco Island single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in July 2022.
- The most active price band is **\$4,100,000-\$4,399,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **\$4,300,000**.
- The median days on market for July 2022 was **70** days, up from **16** in July 2021.

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.

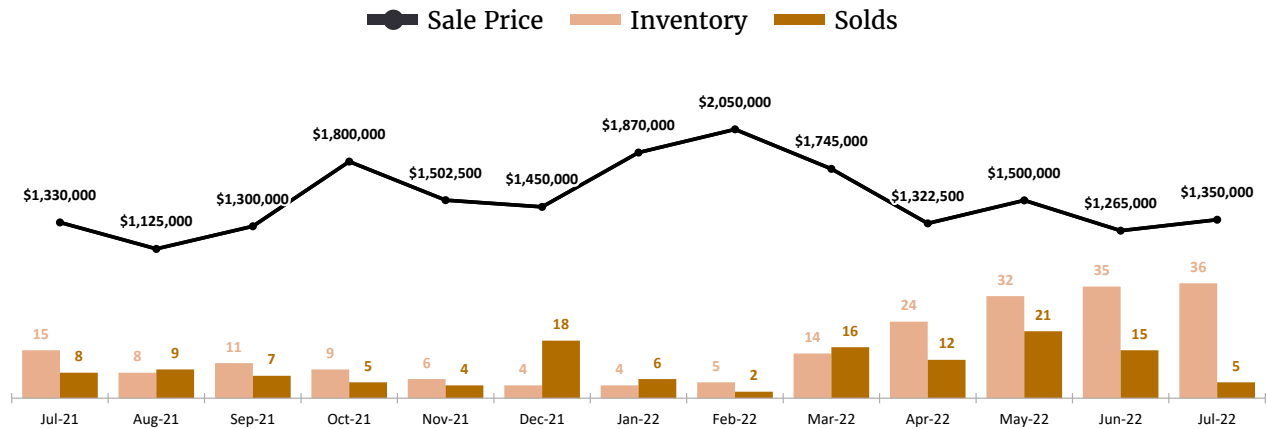
LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

Luxury Benchmark Price¹: **\$1,000,000**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	NA	NA	NA	0	1	0%
1,000 - 1,499	\$1,350,000	2	2	3	15	20%
1,500 - 1,999	NA	NA	NA	0	8	0%
2,000 - 2,499	\$1,300,000	3	3	1	6	17%
2,500 - 2,999	NA	NA	NA	0	2	0%
3,000+	\$1,900,000	3	4	1	4	25%

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 < 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 TREND⁴

MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2021 Jul. 2022
15 36

VARIANCE: **140%**

TOTAL SOLD

Jul. 2021 Jul. 2022
8 5

VARIANCE: **-38%**

SALES PRICE

Jul. 2021 Jul. 2022
\$1.33m \$1.35m

VARIANCE: **2%**

SALE PRICE PER SQFT.

Jul. 2021 Jul. 2022
\$610 \$959

VARIANCE: **57%**

SALE TO LIST PRICE RATIO

Jul. 2021 Jul. 2022
98.94% 100.00%

VARIANCE: **1%**

DAYS ON MARKET

Jul. 2021 Jul. 2022
25 8

VARIANCE: **-68%**

MARCO ISLAND MARKET SUMMARY | JULY 2022

- The Marco Island attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in July 2022.
- The most active price band is **\$1,300,000–\$1,399,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,350,000**.
- The median days on market for July 2022 was **8** days, down from **25** in July 2021.

³Square foot table does not account for listings and sells where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.