

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

NOVEMBER
2022



MARCO ISLAND

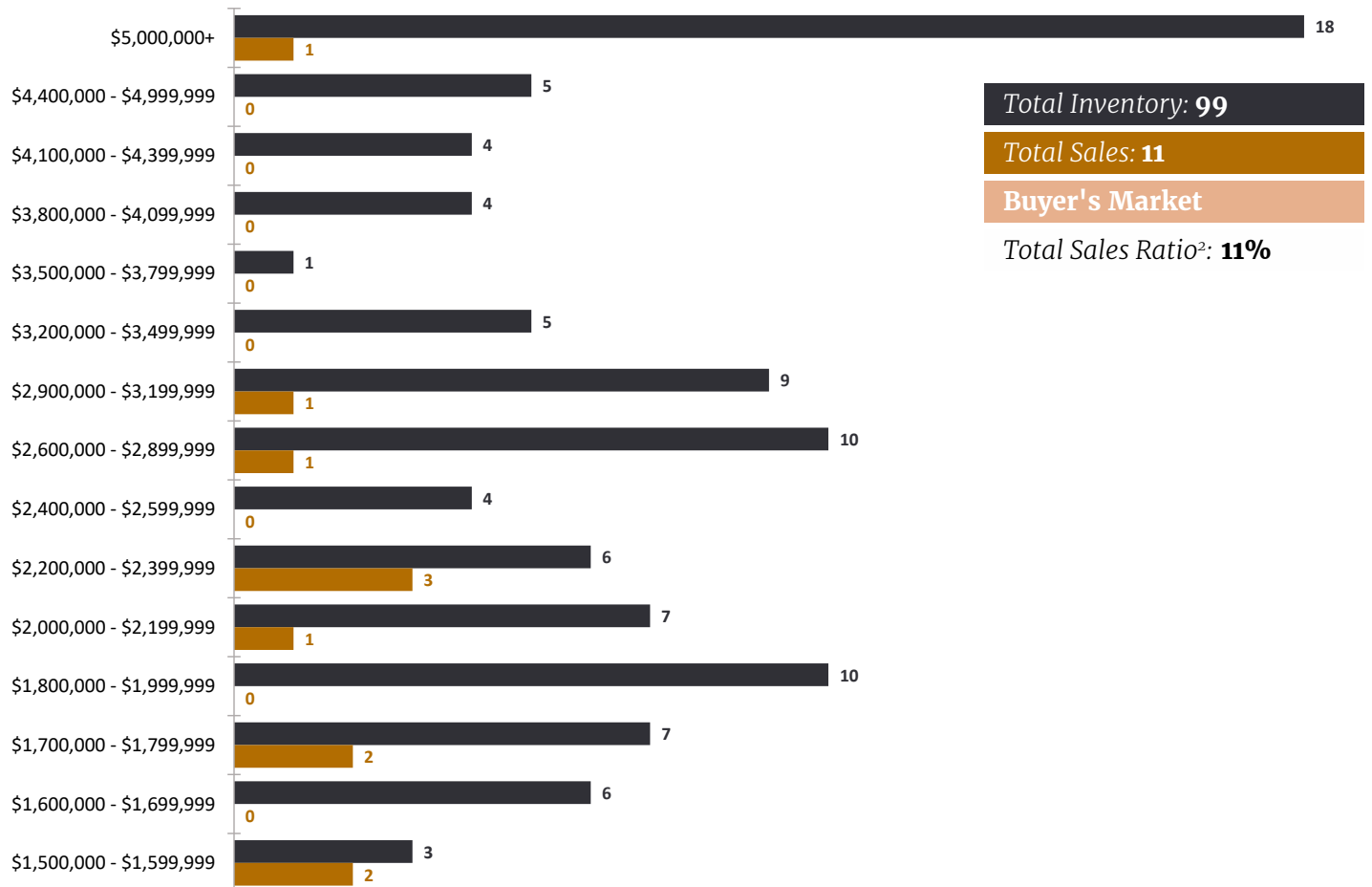
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | OCTOBER 2022

Inventory Sales

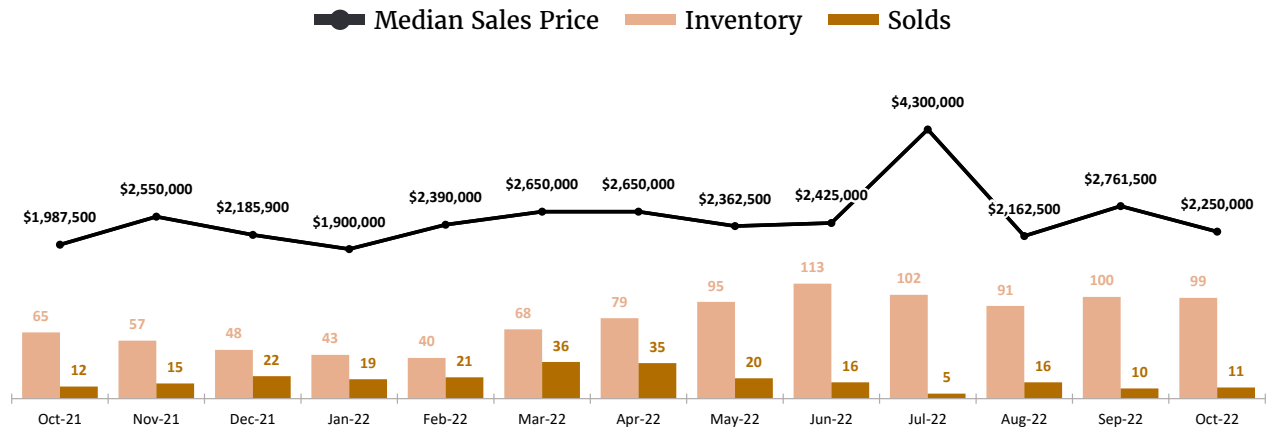
Luxury Benchmark Price¹: **\$1,500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	NA	NA	NA	0	16	0%
2,000 - 2,499	\$1,750,000	3	2	6	22	27%
2,500 - 2,999	\$2,300,000	3	3	1	18	6%
3,000 - 3,499	\$2,537,500	4	4	2	10	20%
3,500 - 3,999	NA	NA	NA	0	8	0%
4,000+	\$4,025,000	5	6	2	25	8%

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 | OCTOBER

TOTAL INVENTORY

Oct. 2021 Oct. 2022
65 **99**

VARIANCE: **52%**

TOTAL SOLDS

Oct. 2021 Oct. 2022
12 **11**

VARIANCE: **-8%**

SALES PRICE

Oct. 2021 Oct. 2022
\$1.99m **\$2.25m**

VARIANCE: **13%**

SALE PRICE PER SQFT.

Oct. 2021 Oct. 2022
\$602 **\$778**

VARIANCE: **29%**

SALE TO LIST PRICE RATIO

Oct. 2021 Oct. 2022
99.63% **92.13%**

VARIANCE: **-8%**

DAYS ON MARKET

Oct. 2021 Oct. 2022
6 **69**

VARIANCE: **1050%**

MARCO ISLAND MARKET SUMMARY | OCTOBER 2022

- The Marco Island single-family luxury market is a **Buyer's Market** with an **11% Sales Ratio**.
- Homes sold for a median of **92.13% of list price** in October 2022.
- The most active price band is **\$1,500,000-\$1,599,999**, where the sales ratio is **67%**.
- The median luxury sales price for single-family homes is **\$2,250,000**.
- The median days on market for October 2022 was **69** days, up from **6** in October 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 | OCTOBER 2022

Inventory Sales

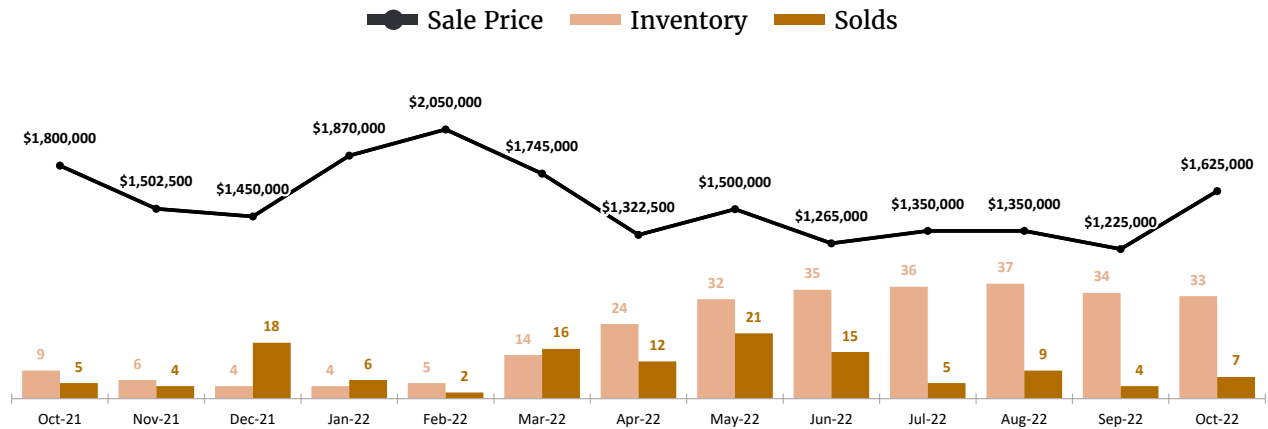
Luxury Benchmark Price¹: **\$1,000,000**



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	2	0%
1,000 - 1,499	\$1,350,000	3	2	2	9	22%
1,500 - 1,999	\$1,505,000	2	2	1	9	11%
2,000 - 2,499	\$1,625,000	3	3	1	7	14%
2,500 - 2,999	\$2,125,000	2	4	1	3	33%
3,000+	\$4,187,500	3	4	2	3	67%

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

TOTAL INVENTORY

Oct. 2021 Oct. 2022
9 **33**

VARIANCE: **267%**

TOTAL SOLDS

Oct. 2021 Oct. 2022
5 **7**

VARIANCE: **40%**

SALES PRICE

Oct. 2021 Oct. 2022
\$1.80m **\$1.63m**

VARIANCE: **-10%**

SALE PRICE PER SQFT.

Oct. 2021 Oct. 2022
\$663 **\$997**

VARIANCE: **50%**

SALE TO LIST PRICE RATIO

Oct. 2021 Oct. 2022
95.48% **94.51%**

VARIANCE: **-1%**

DAYS ON MARKET

Oct. 2021 Oct. 2022
44 **95**

VARIANCE: **116%**

MARCO ISLAND MARKET SUMMARY | OCTOBER 2022

- The Marco Island attached luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **94.51% of list price** in October 2022.
- The most active price band is **\$3,500,000+**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,625,000**.
- The median days on market for October 2022 was **95** days, up from **44** in October 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.