

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

OCTOBER  
2022



MARCO ISLAND  

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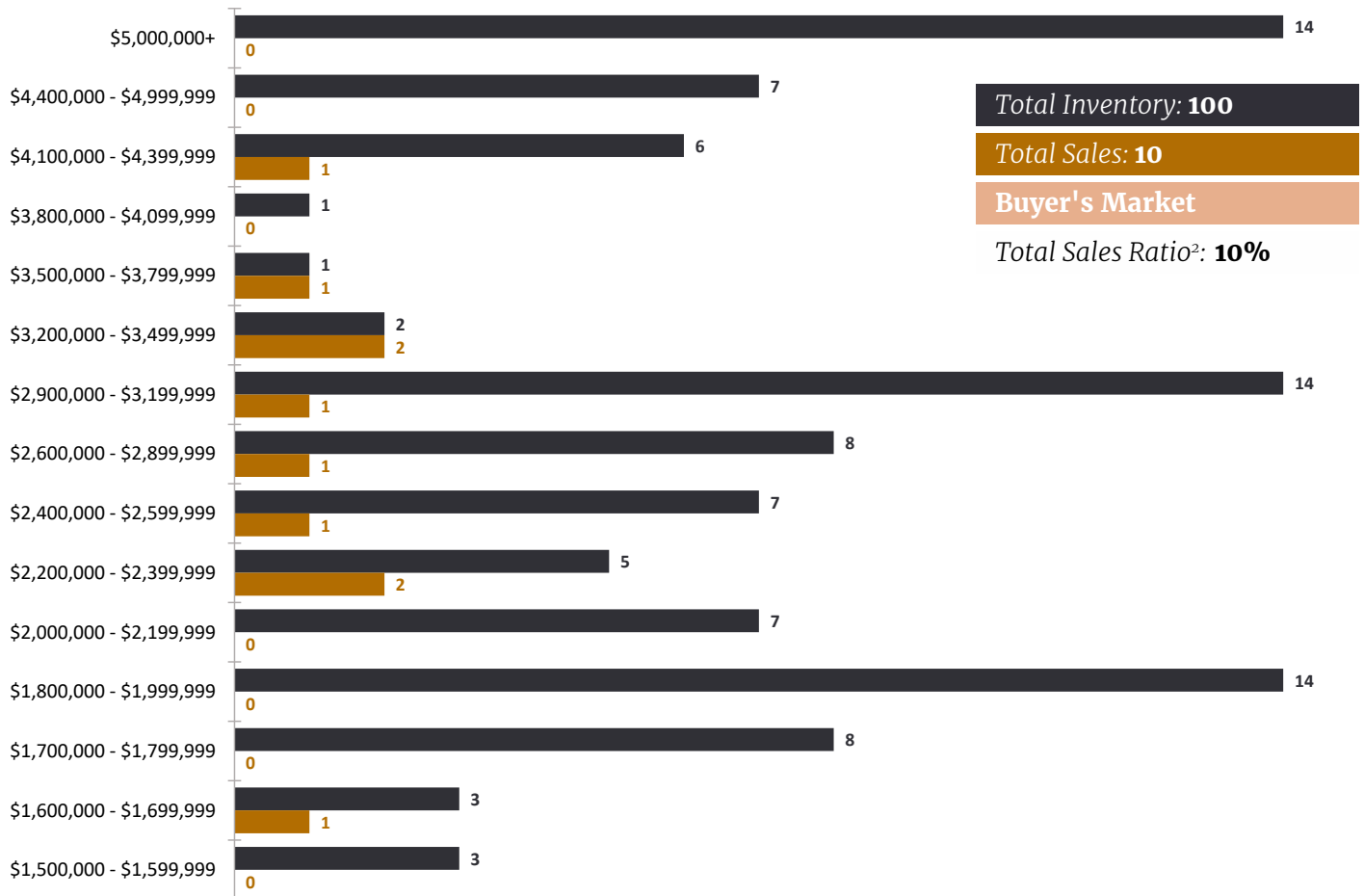
FLORIDA

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

### LUXURY INVENTORY VS. SALES | SEPTEMBER 2022

Inventory Sales

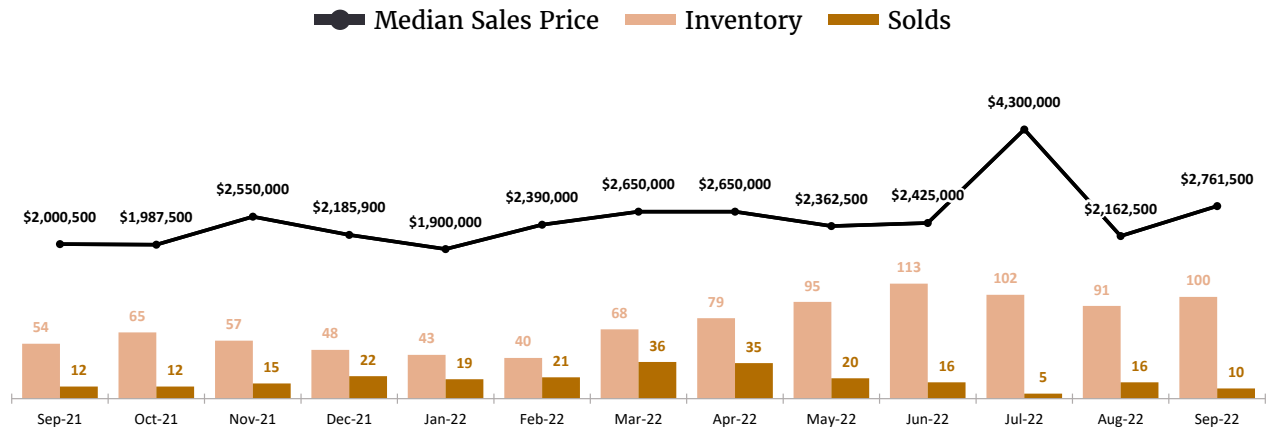
Luxury Benchmark Price<sup>1</sup>: **\$1,500,000**



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	\$1,600,000	4	2	1	16	6%
2,000 - 2,499	\$2,536,500	4	3	4	20	20%
2,500 - 2,999	\$2,850,000	5	5	2	23	9%
3,000 - 3,499	\$3,700,000	5	4	2	14	14%
3,500 - 3,999	\$3,750,000	4	5	1	7	14%
4,000+	NA	NA	NA	0	20	0%

<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 | SEPTEMBER

#### TOTAL INVENTORY

Sept. 2021    Sept. 2022

54            100

VARIANCE: **85%**

#### TOTAL SOLDS

Sept. 2021    Sept. 2022

12            10

VARIANCE: **-17%**

#### SALES PRICE

Sept. 2021    Sept. 2022

\$2.00m    \$2.76m

VARIANCE: **38%**

#### SALE PRICE PER SQFT.

Sept. 2021    Sept. 2022

\$754        \$1,050

VARIANCE: **39%**

#### SALE TO LIST PRICE RATIO

Sept. 2021    Sept. 2022

97.95%    92.58%

VARIANCE: **-5%**

#### DAYS ON MARKET

Sept. 2021    Sept. 2022

19            85

VARIANCE: **347%**

## MARCO ISLAND MARKET SUMMARY | SEPTEMBER 2022

- The Marco Island single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **92.58% of list price** in September 2022.
- The most active price band is **\$3,200,000-\$3,499,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$2,761,500**.
- The median days on market for September 2022 was **85** days, up from **19** in September 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 | SEPTEMBER 2022

Inventory Sales

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

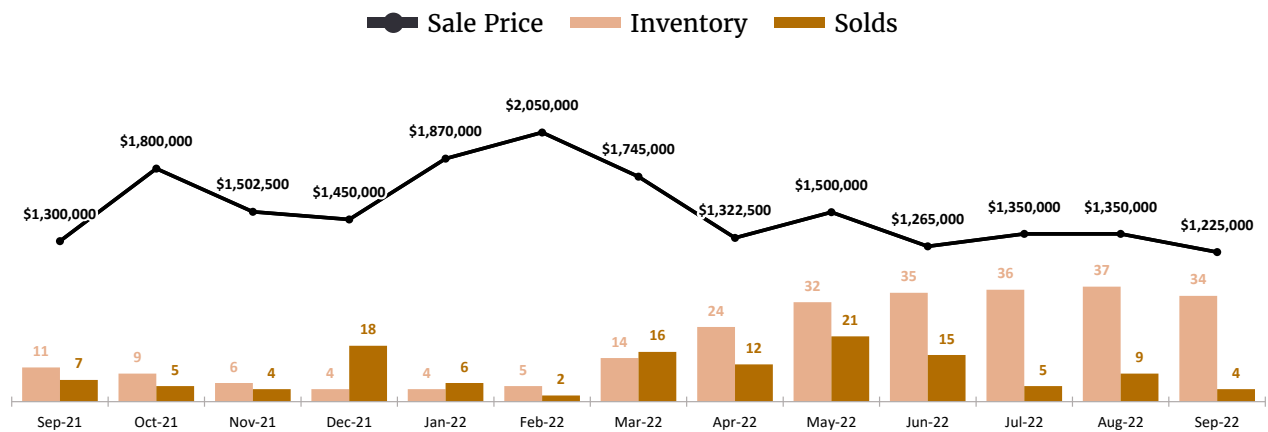


Total Inventory: **34**  
 Total Sales: **4**  
 Buyer's Market  
 Total Sales Ratio<sup>2</sup>: **12%**

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	2	0%
1,000 - 1,499	\$1,605,000	2	2	1	9	11%
1,500 - 1,999	\$1,200,000	3	2	3	10	30%
2,000 - 2,499	NA	NA	NA	0	7	0%
2,500 - 2,999	NA	NA	NA	0	3	0%
3,000+	NA	NA	NA	0	3	0%

<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 | SEPTEMBER

#### TOTAL INVENTORY

Sept. 2021    Sept. 2022

11              34

VARIANCE: **209%**

#### TOTAL SOLDS

Sept. 2021    Sept. 2022

7                4

VARIANCE: **-43%**

#### SALES PRICE

Sept. 2021    Sept. 2022

\$1.30m        \$1.23m

VARIANCE: **-6%**

#### SALE PRICE PER SQFT.

Sept. 2021    Sept. 2022

\$777            \$711

VARIANCE: **-8%**

#### SALE TO LIST PRICE RATIO

Sept. 2021    Sept. 2022

96.67%        94.56%

VARIANCE: **-2%**

#### DAYS ON MARKET

Sept. 2021    Sept. 2022

19                16

VARIANCE: **-16%**

## MARCO ISLAND MARKET SUMMARY | SEPTEMBER 2022

- The Marco Island attached luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **94.56% of list price** in September 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 **\$1,225,000**.
- The median days on market for September 2022 was **16** days, down from **19** in September 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.