

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2022



MARCO ISLAND

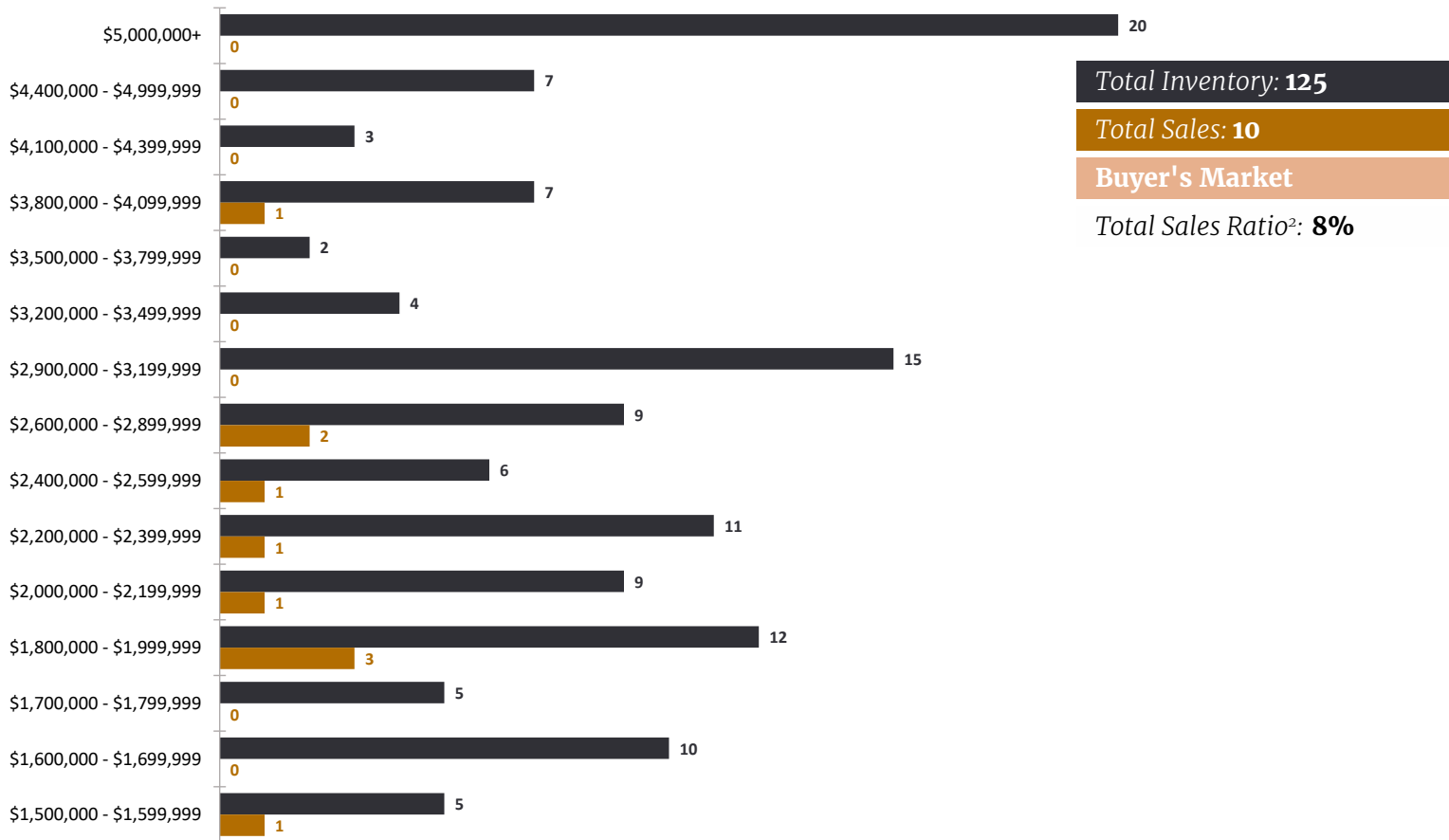
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2022

Inventory Sales

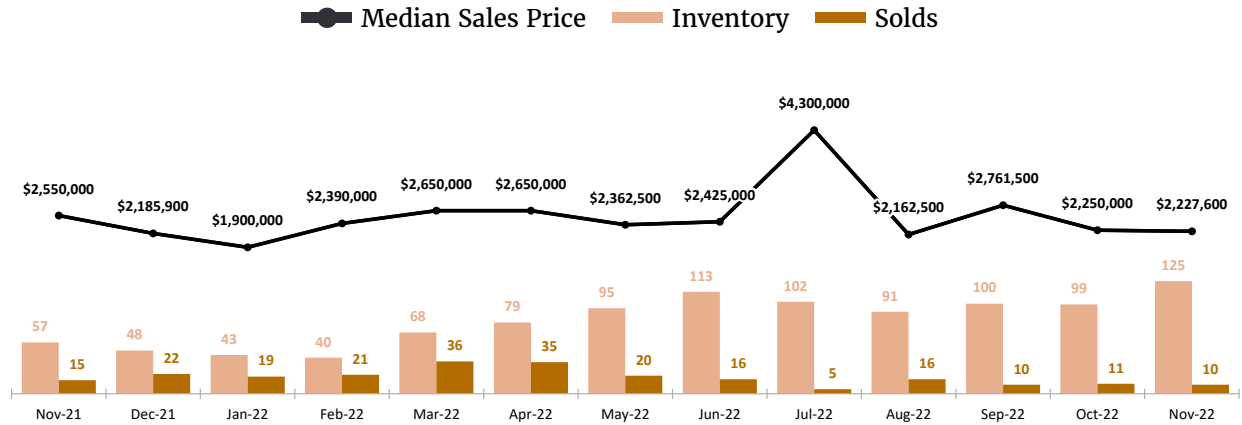
Luxury Benchmark Price¹: **\$1,500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,002,600	3	3	2	21	10%
2,000 - 2,499	\$1,850,000	3	3	3	30	10%
2,500 - 2,999	\$2,750,000	4	4	3	25	12%
3,000 - 3,499	\$2,350,000	4	4	1	15	7%
3,500 - 3,999	NA	NA	NA	0	11	0%
4,000+	\$3,850,000	3	5	1	23	4%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2021 Nov. 2022
57 **125**

VARIANCE: **119%**

TOTAL SOLDS

Nov. 2021 Nov. 2022
15 **10**

VARIANCE: **-33%**

SALES PRICE

Nov. 2021 Nov. 2022
\$2.55m **\$2.23m**

VARIANCE: **-13%**

SALE PRICE PER SQFT.

Nov. 2021 Nov. 2022
\$820 **\$896**

VARIANCE: **9%**

SALE TO LIST PRICE RATIO

Nov. 2021 Nov. 2022
93.90% **95.05%**

VARIANCE: **1%**

DAYS ON MARKET

Nov. 2021 Nov. 2022
44 **59**

VARIANCE: **34%**

MARCO ISLAND MARKET SUMMARY | NOVEMBER 2022

- The Marco Island single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **95.05% of list price** in November 2022.
- The most active price band is **\$1,800,000-\$1,999,999**, where the sales ratio is **25%**.
- The median luxury sales price for single-family homes is **\$2,227,600**.
- The median days on market for November 2022 was **59** days, up from **44** in November 2021.

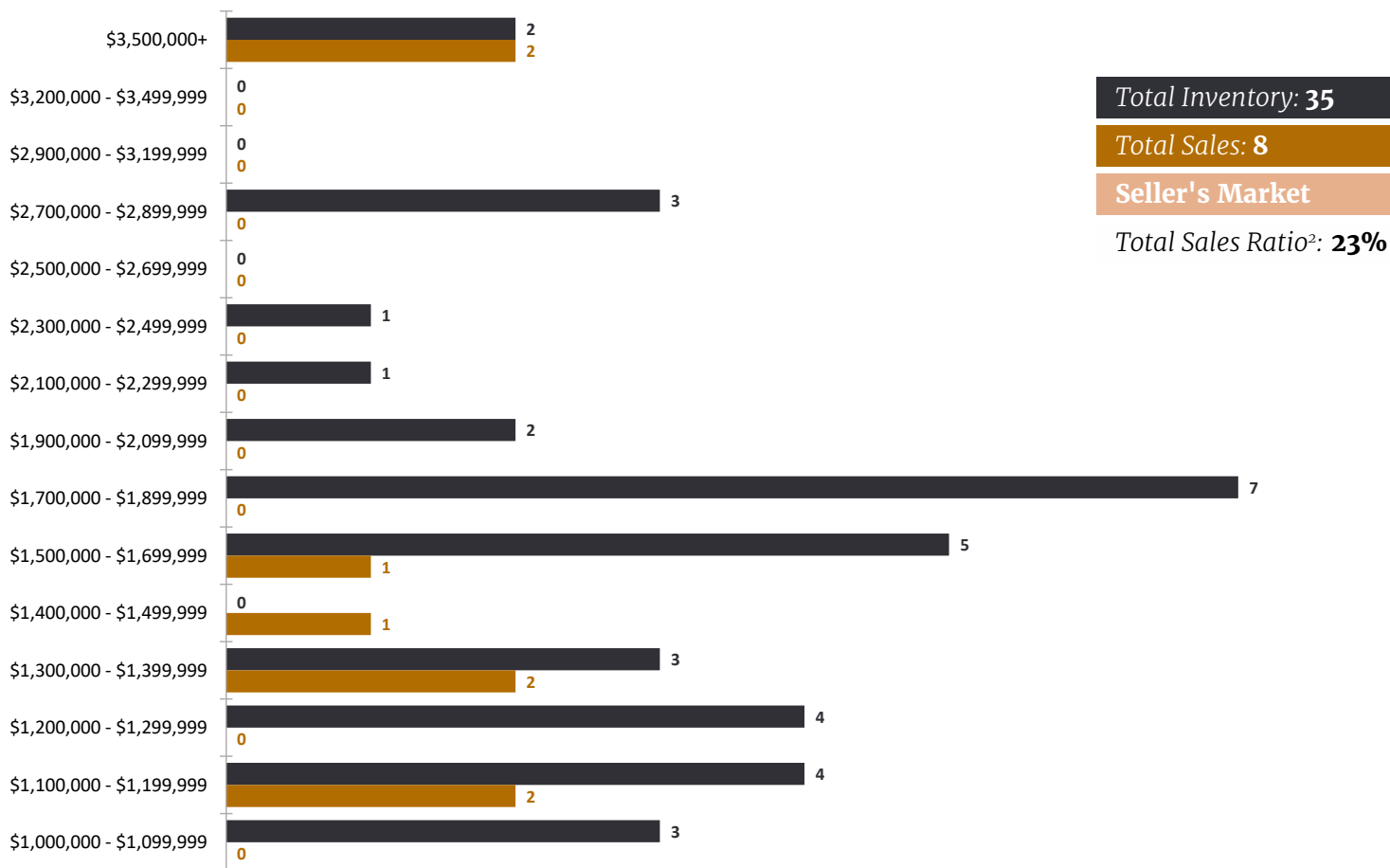
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | NOVEMBER 2022

Inventory Sales

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



Total Inventory: **35**

Total Sales: **8**

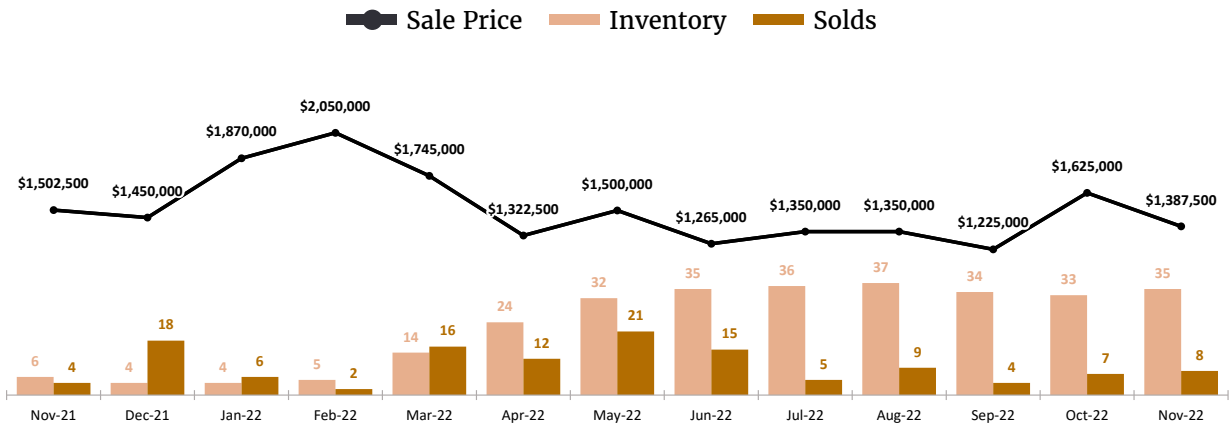
Seller's Market

Total Sales Ratio²: **23%**

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	1	0%
1,000 - 1,499	\$1,237,500	2	2	2	12	17%
1,500 - 1,999	\$1,387,500	2	3	4	8	50%
2,000 - 2,499	NA	NA	NA	0	7	0%
2,500 - 2,999	NA	NA	NA	0	3	0%
3,000+	\$3,990,000	4	5	2	4	50%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2021: 6
Nov. 2022: 35

VARIANCE: **483%**

TOTAL SOLDS

Nov. 2021: 4
Nov. 2022: 8

VARIANCE: **100%**

SALES PRICE

Nov. 2021: \$1.50m
Nov. 2022: \$1.39m

VARIANCE: **-8%**

SALE PRICE PER SQFT.

Nov. 2021: \$648
Nov. 2022: \$913

VARIANCE: **41%**

SALE TO LIST PRICE RATIO

Nov. 2021: 95.65%
Nov. 2022: 93.50%

VARIANCE: **-2%**

DAYS ON MARKET

Nov. 2021: 18
Nov. 2022: 40

VARIANCE: **122%**

MARCO ISLAND MARKET SUMMARY | NOVEMBER 2022

- The Marco Island attached luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **93.50% of list price** in November 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 **\$1,387,500**.
- The median days on market for November 2022 was **40** days, up from **18** in November 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.