

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MAY  
2023



MARCO ISLAND  

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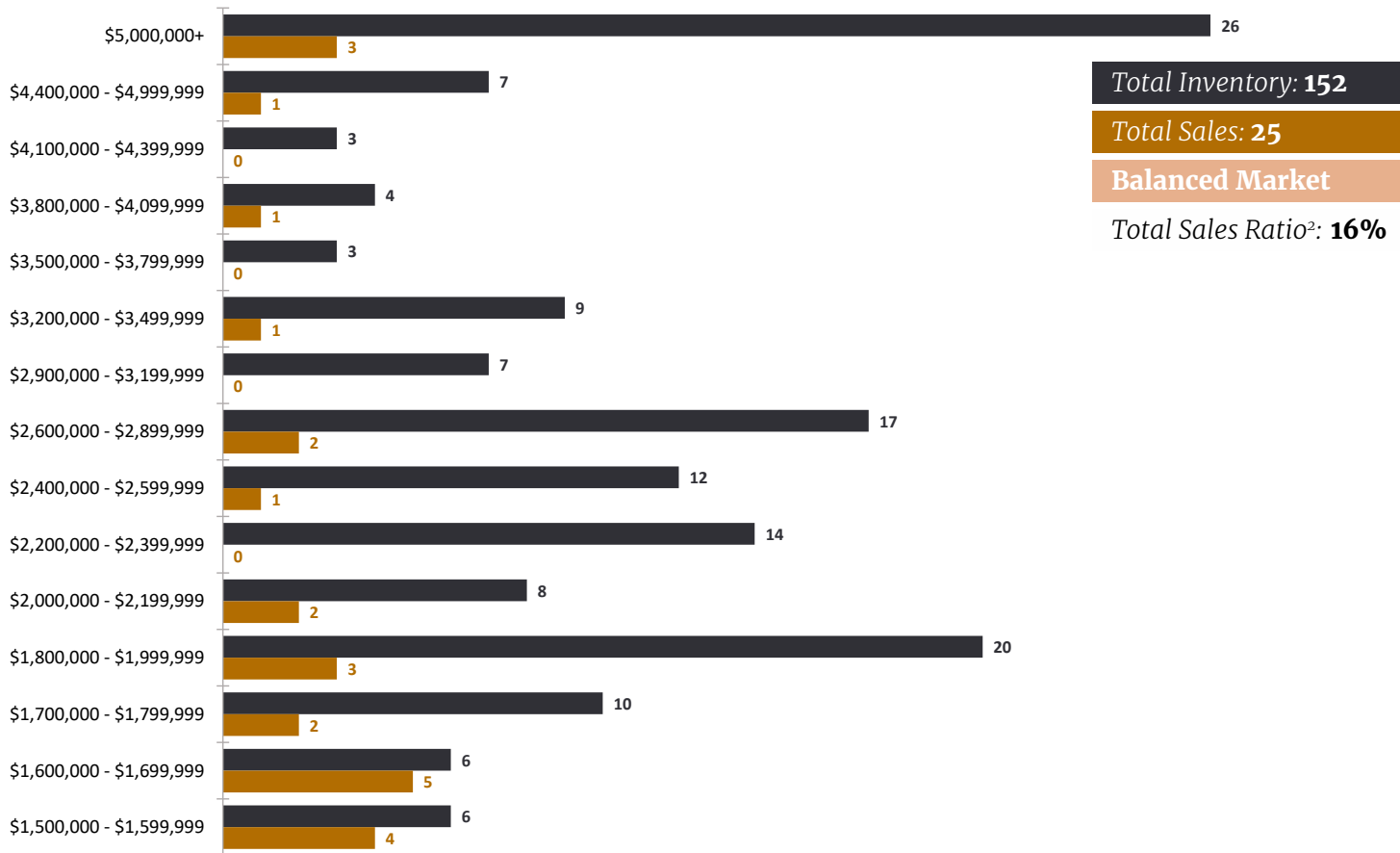
FLORIDA

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

### LUXURY INVENTORY VS. SALES | APRIL 2023

Inventory Sales

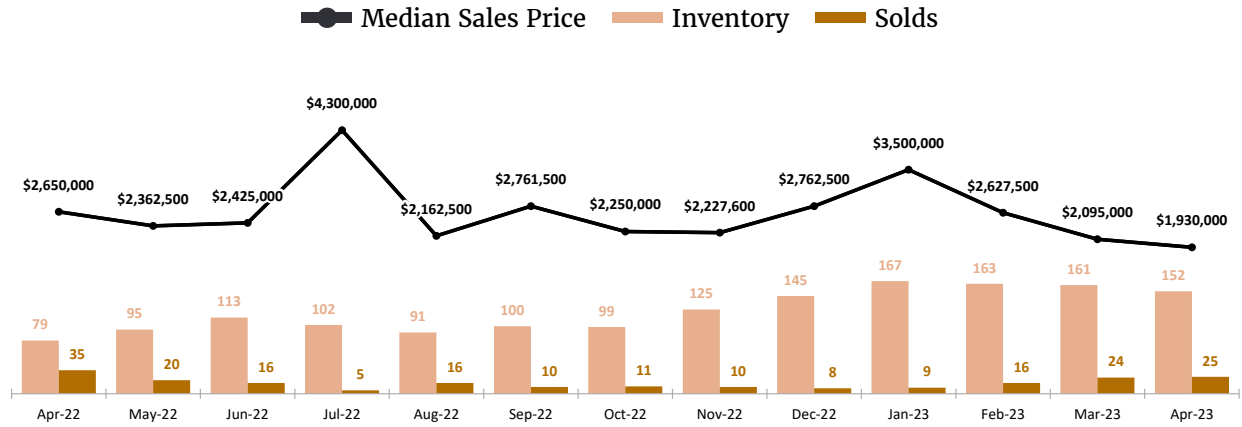
Luxury Benchmark Price<sup>1</sup>: **\$1,500,000**



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	3	2	8	21	38%
2,000 - 2,499	\$1,650,000	3	3	5	41	12%
2,500 - 2,999	\$1,999,000	4	3	3	28	11%
3,000 - 3,499	\$2,450,000	5	4	3	16	19%
3,500 - 3,999	\$4,225,000	4	5	4	17	24%
4,000+	\$5,850,000	5	6	2	29	7%

<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. 2022      Apr. 2023  
**79**            **152**

VARIANCE: **92%**

#### TOTAL SOLDS

Apr. 2022      Apr. 2023  
**35**            **25**

VARIANCE: **-29%**

#### SALES PRICE

Apr. 2022      Apr. 2023  
**\$2.65m**      **\$1.93m**

VARIANCE: **-27%**

#### SALE PRICE PER SQFT.

Apr. 2022      Apr. 2023  
**\$1,035**      **\$899**

VARIANCE: **-13%**

#### SALE TO LIST PRICE RATIO

Apr. 2022      Apr. 2023  
**100.00%**      **93.81%**

VARIANCE: **-6%**

#### DAYS ON MARKET

Apr. 2022      Apr. 2023  
**7**              **42**

VARIANCE: **500%**

## MARCO ISLAND MARKET SUMMARY | APRIL 2023

- The Marco Island single-family luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **93.81% of list price** in April 2023.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **83%**.
- The median luxury sales price for single-family homes is **\$1,930,000**.
- The median days on market for April 2023 was **42** days, up from **7** in April 2022.

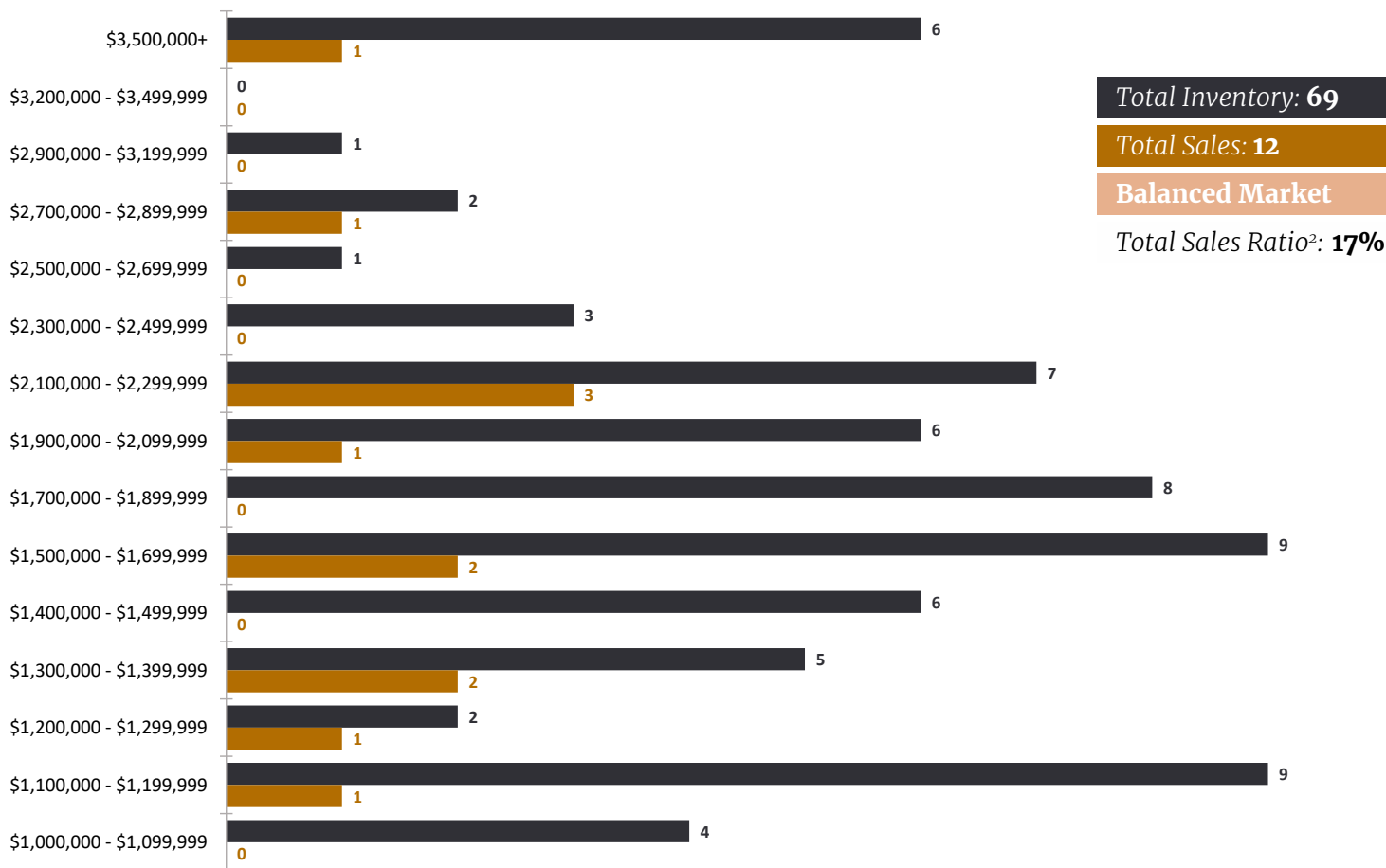
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | APRIL 2023

Inventory Sales

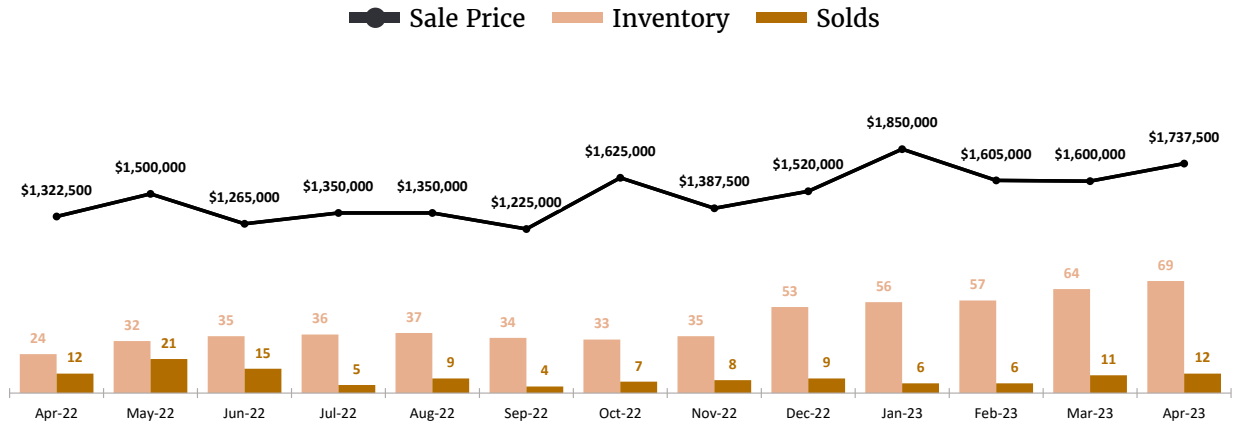
Luxury Benchmark Price<sup>1</sup>: **\$1,000,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	2	0%
1,000 - 1,499	\$1,175,000	2	2	1	17	6%
1,500 - 1,999	\$1,477,500	3	3	2	20	10%
2,000 - 2,499	\$1,700,000	3	3	4	16	25%
2,500 - 2,999	\$2,000,000	3	4	2	3	67%
3,000+	\$2,200,000	3	4	3	11	27%

<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. 2022      Apr. 2023  
**24**              **69**

VARIANCE: **188%**

#### TOTAL SOLDS

Apr. 2022      Apr. 2023  
**12**              **12**

VARIANCE: **0%**

#### SALES PRICE

Apr. 2022      Apr. 2023  
**\$1.32m**        **\$1.74m**

VARIANCE: **31%**

#### SALE PRICE PER SQFT.

Apr. 2022      Apr. 2023  
**\$850**            **\$726**

VARIANCE: **-15%**

#### SALE TO LIST PRICE RATIO

Apr. 2022      Apr. 2023  
**100.00%**       **92.96%**

VARIANCE: **-7%**

#### DAYS ON MARKET

Apr. 2022      Apr. 2023  
**4**                  **72**

VARIANCE: **1700%**

## MARCO ISLAND MARKET SUMMARY | APRIL 2023

- The Marco Island attached luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **92.96% of list price** in April 2023.
- The most active price bands are **\$1,200,000-\$1,299,999** and **\$2,700,000-\$2,899,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes is **\$1,737,500**.
- The median days on market for April 2023 was **72** days, up from **4** in April 2022.

<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.