

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JULY  
2023



MARCO ISLAND  

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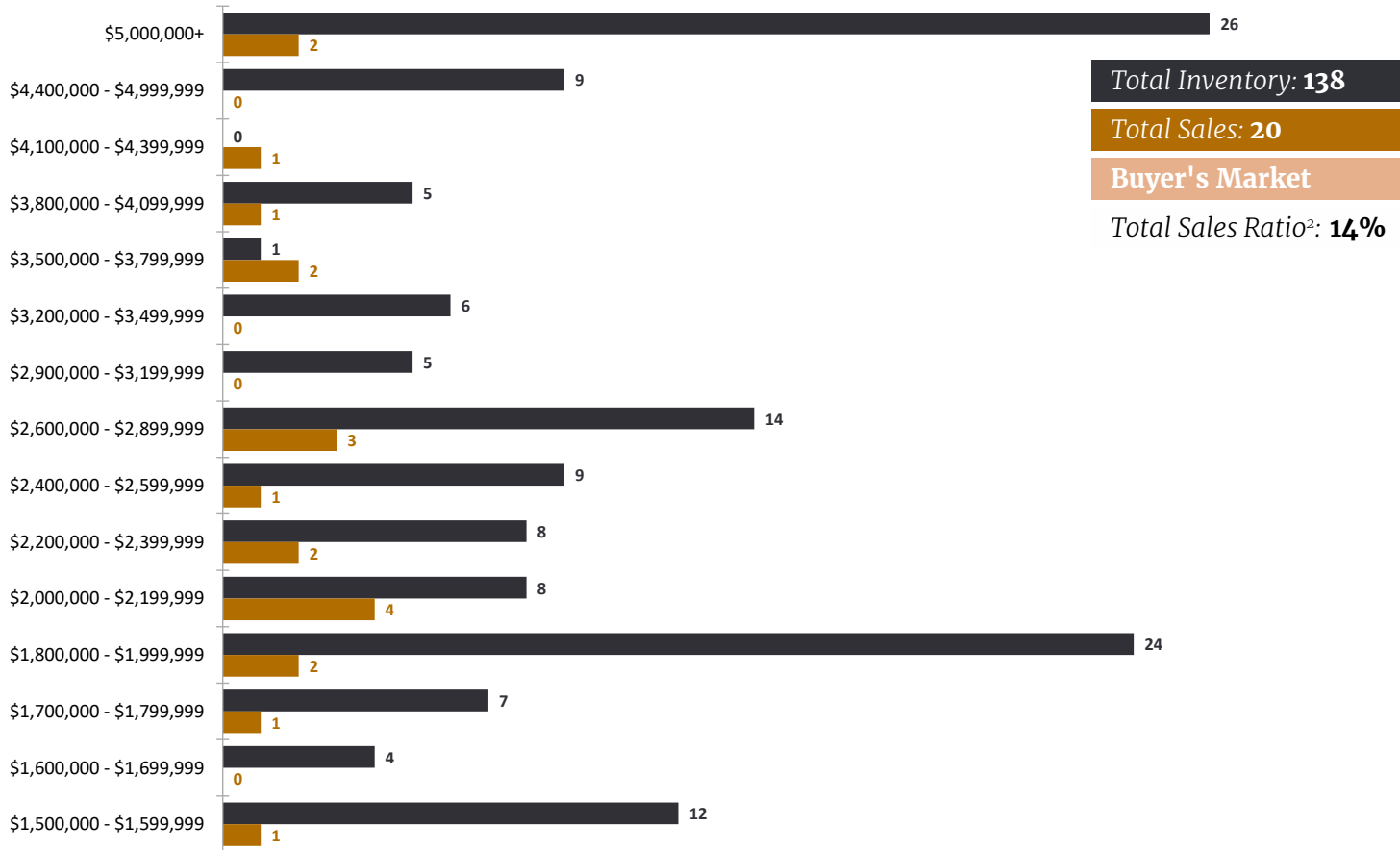
FLORIDA

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

### LUXURY INVENTORY VS. SALES | JUNE 2023

Inventory Sales

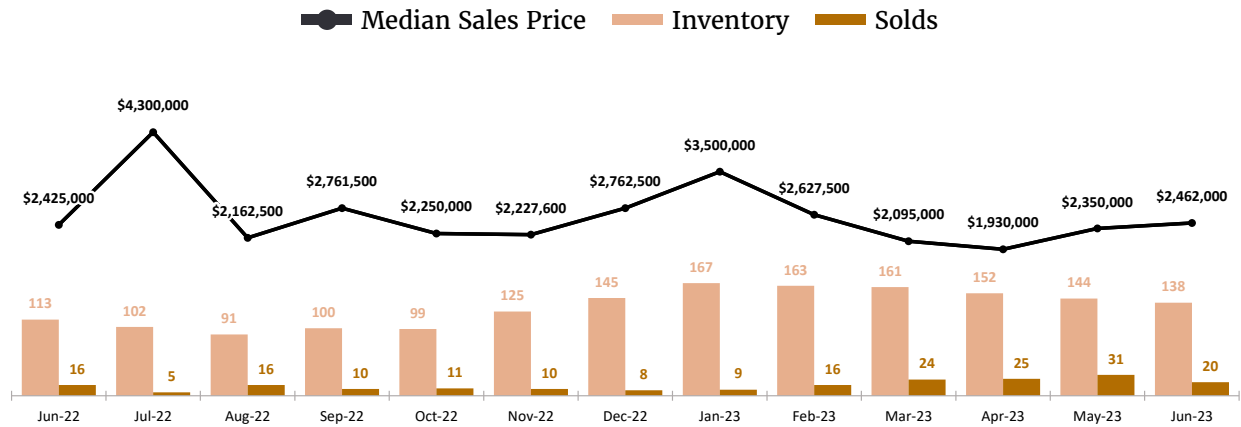
Luxury Benchmark Price<sup>1</sup>: **\$1,500,000**



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	\$1,900,000	3	2	1	26	4%
2,000 - 2,499	\$2,132,500	3	3	4	35	11%
2,500 - 2,999	\$3,100,000	3	3	4	23	17%
3,000 - 3,499	\$2,779,900	4	4	3	15	20%
3,500 - 3,999	\$2,782,500	4	5	2	12	17%
4,000+	\$3,100,000	5	7	6	27	22%

<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 | JUNE

#### TOTAL INVENTORY

Jun. 2022      Jun. 2023  
**113**            **138**

**VARIANCE: 22%**

#### TOTAL SOLDS

Jun. 2022      Jun. 2023  
**16**              **20**

**VARIANCE: 25%**

#### SALES PRICE

Jun. 2022      Jun. 2023  
**\$2.43m**      **\$2.46m**

**VARIANCE: 2%**

#### SALE PRICE PER SQFT.

Jun. 2022      Jun. 2023  
**\$915**            **\$901**

**VARIANCE: -2%**

#### SALE TO LIST PRICE RATIO

Jun. 2022      Jun. 2023  
**96.12%**      **93.20%**

**VARIANCE: -3%**

#### DAYS ON MARKET

Jun. 2022      Jun. 2023  
**29**                **57**

**VARIANCE: 97%**

## MARCO ISLAND MARKET SUMMARY | JUNE 2023

- The Marco Island single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **93.20% of list price** in June 2023.
- The most active price band is **\$3,500,000-\$3,799,999**, where the sales ratio is **200%**.
- The median luxury sales price for single-family homes is **\$2,462,000**.
- The median days on market for June 2023 was **57** days, up from **29** in June 2022.

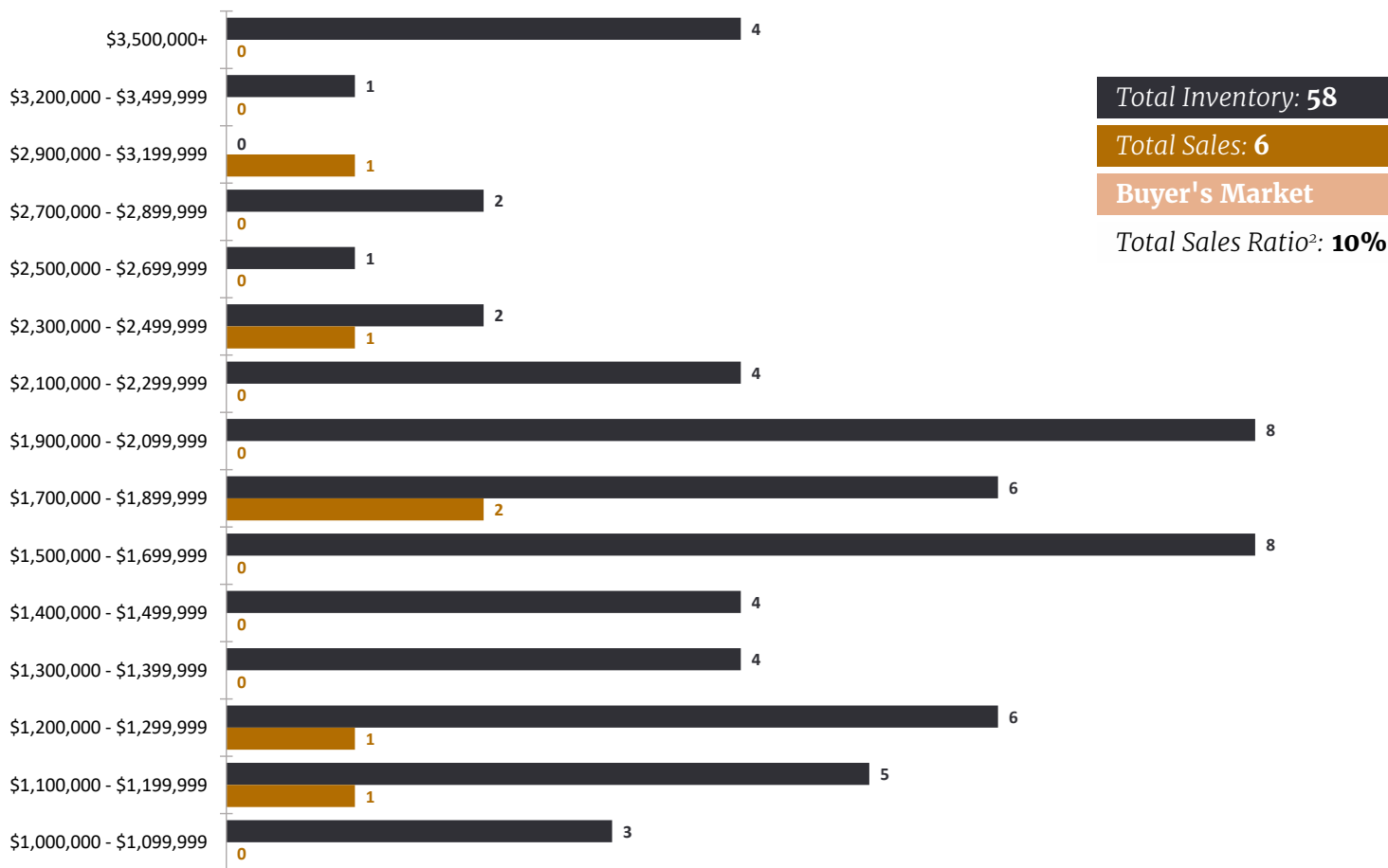
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JUNE 2023

Inventory Sales

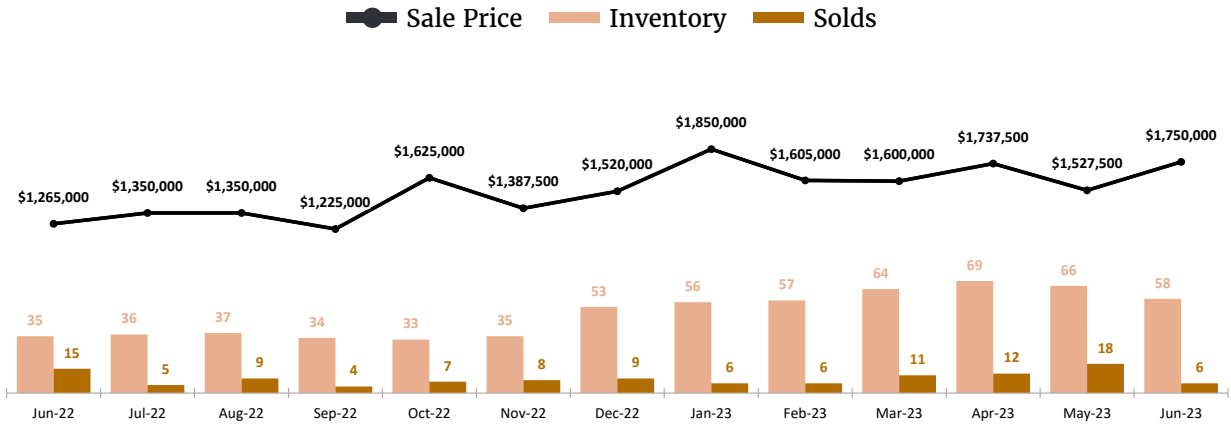
Luxury Benchmark Price<sup>1</sup>: **\$1,000,000**



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	1	0%
1,000 - 1,499	\$1,450,000	3	2	2	15	13%
1,500 - 1,999	NA	NA	NA	0	15	0%
2,000 - 2,499	\$1,850,000	3	4	2	15	13%
2,500 - 2,999	\$2,400,000	3	3	2	5	40%
3,000+	NA	NA	NA	0	7	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 | JUNE

#### TOTAL INVENTORY

Jun. 2022      Jun. 2023  
**35**              **58**

VARIANCE: **66%**

#### TOTAL SOLDS

Jun. 2022      Jun. 2023  
**15**              **6**

VARIANCE: **-60%**

#### SALES PRICE

Jun. 2022      Jun. 2023  
**\$1.27m**      **\$1.75m**

VARIANCE: **38%**

#### SALE PRICE PER SQFT.

Jun. 2022      Jun. 2023  
**\$813**              **\$987**

VARIANCE: **21%**

#### SALE TO LIST PRICE RATIO

Jun. 2022      Jun. 2023  
**94.40%**      **97.67%**

VARIANCE: **3%**

#### DAYS ON MARKET

Jun. 2022      Jun. 2023  
**16**              **63**

VARIANCE: **294%**

## MARCO ISLAND MARKET SUMMARY | JUNE 2023

- The Marco Island attached luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **97.67% of list price** in June 2023.
- The most active price band is **\$2,300,000-\$2,499,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes is **\$1,750,000**.
- The median days on market for June 2023 was **63** days, up from **16** in June 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.