INSTITUTE for LUXURY HOME MARKETING®

by Colibri Real Estate

MARCH 2025



www.LuxuryHomeMarketing.com

Luxury Benchmark Price¹: \$2,500,000

LUXURY INVENTORY VS. SALES | FEBRUARY 2025



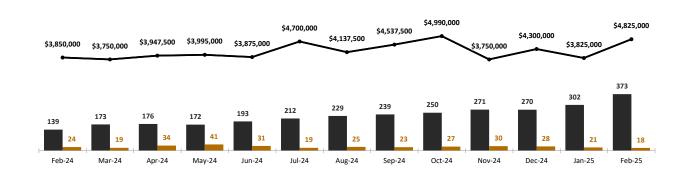
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$6,500,000	3	3	1	59	2%
3,000 - 3,999	\$4,650,000	4	5	7	113	6%
4,000 - 4,999	\$4,375,000	4	6	3	97	3%
5,000 - 5,999	\$3,847,500	7	8	5	58	9%
6,000 - 6,999	\$5,650,000	6	7	1	30	3%
7,000+	\$10,700,000	8	11	1	16	6%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

Luxury Benchmark Price 1: \$2,500,000

13-MONTH LUXURY MARKET TREND⁴





MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2024 Feb. 2025

139 373

VARIANCE: 168%

SALE PRICE PER SQFT.

Feb. 2024 Feb. 2025

\$1.059 \$1.081

VARIANCE: 2%

TOTAL SOLDS

Feb. 2024 Feb. 2025

24 18

VARIANCE: -25%

SALE TO LIST PRICE RATIO

Feb. 2024 Feb. 2025

96.28% 95.88%

VARIANCE: **0**%

SALES PRICE

Feb. 2024 Feb. 2025

\$3.85m \$4.83m

VARIANCE: 25%

DAYS ON MARKET

Feb. 2024 Feb. 2025

69 41

VARIANCE: -41%

SOUTH WALTON MARKET SUMMARY | FEBRUARY 2025

- The single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **95.88% of list price** in February 2025.
- The most active price band is \$12,500,000-\$14,999,999, where the sales ratio is 25%.
- The median luxury sales price for single-family homes is \$4,825,000.
- The median days on market for February 2025 was 41 days, down from 69 in February 2024.

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 Benchmark Price¹: \$1,000,000

LUXURY INVENTORY VS. SALES | FEBRUARY 2025

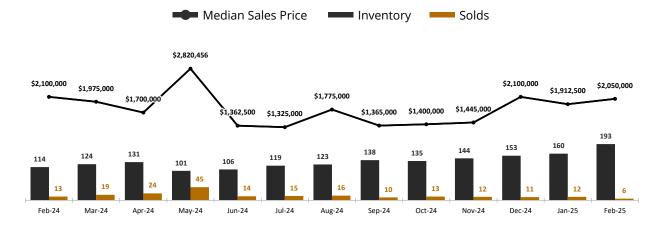


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,630,000	3	3	2	44	5%
1,500 - 1,999	\$1,887,500	3	3	2	56	4%
2,000 - 2,499	NA	NA	NA	0	51	0%
2,500 - 2,999	\$2,700,000	4	4	1	25	4%
3,000 - 3,499	\$2,000,000	4	4	1	3	33%
3,500+	NA	NA	NA	0	14	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

Luxury Benchmark Price¹: \$1,000,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY TOTAL SOLDS Feb. 2024 Feb. 2025 Feb. 2024 Feb. 2025 114 193 13 6 VARIANCE: 69% VARIANCE: -54% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO Feb. 2024 Feb. 2025 Feb. 2024 Feb. 2025

VARIANCE: -7%

\$950

\$1.018

TOTAL SOLDS

Feb. 2024 Feb. 2025

13 6

VARIANCE: -54%

LE TO LIST PRICE RATIO
Feb. 2024 Feb. 2025

DAYS ON MARKET
Feb. 2024 Feb. 2025

95.45% 92.09%

VARIANCE: -4%

VARIANCE: -182%

SOUTH WALTON MARKET SUMMARY | FEBRUARY 2025

- The attached luxury market is a **Buyer's Market** with a **3% Sales Ratio**.
- Homes sold for a median of **92.09% of list price** in February 2025.
- The most active price band is \$2,000,000-\$2,249,999, where the sales ratio is 18%.
- The median luxury sales price for attached homes is \$2,050,000.
- The median days on market for February 2025 was **79** days, up from **28** in February 2024.

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.