

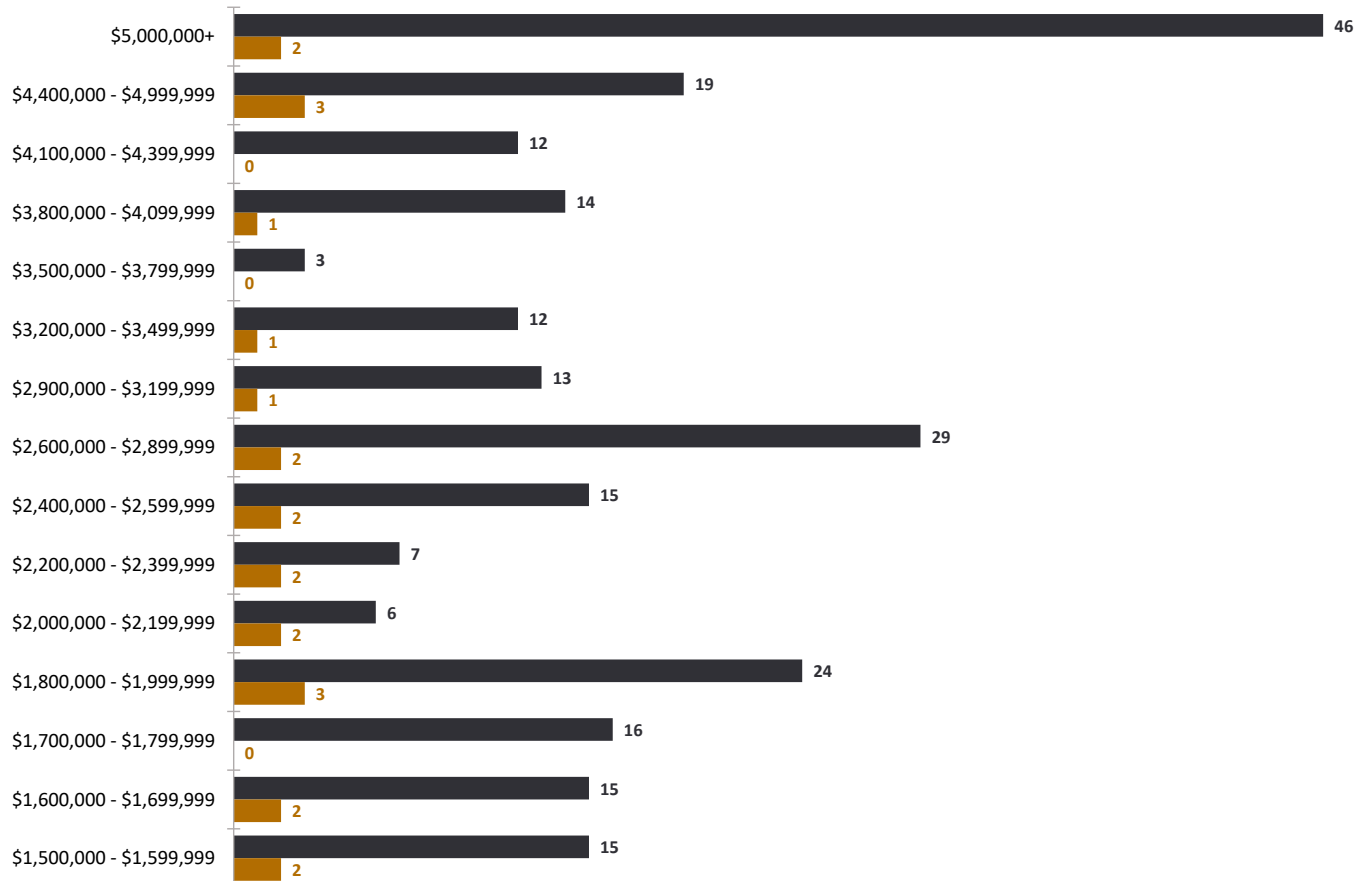


MARCO ISLAND
FLORIDA

LUXURY INVENTORY VS. SALES | MARCH 2025

Total Inventory: 246**Total Sales: 23****Total Sales Ratio²: 9%****Buyer's Market**

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,980,000	3	3	2	27	7%
2,000 - 2,499	\$1,975,000	3	3	10	69	14%
2,500 - 2,999	\$2,568,000	3	3	3	34	9%
3,000 - 3,499	\$2,750,000	4	4	4	32	13%
3,500 - 3,999	NA	NA	NA	0	19	0%
4,000+	\$4,685,000	5	5	4	65	6%

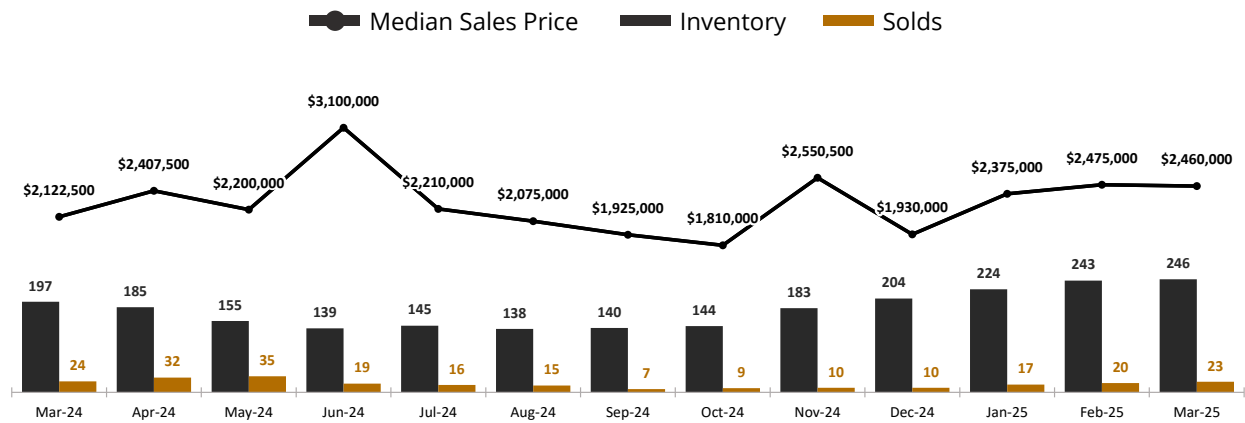
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

MARCO ISLAND

SINGLE-FAMILY HOMES

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

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024: 197
Mar. 2025: 246

VARIANCE: **25%**

TOTAL SOLD

Mar. 2024: 24
Mar. 2025: 23

VARIANCE: **-4%**

SALES PRICE

Mar. 2024: \$2.12m
Mar. 2025: \$2.46m

VARIANCE: **16%**

SALE PRICE PER SQFT.

Mar. 2024: \$928
Mar. 2025: \$954

VARIANCE: **3%**

SALE TO LIST PRICE RATIO

Mar. 2024: 93.86%
Mar. 2025: 93.94%

VARIANCE: **0%**

DAYS ON MARKET

Mar. 2024: 75
Mar. 2025: 51

VARIANCE: **-32%**

MARCO ISLAND MARKET SUMMARY | MARCH 2025

- The single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **93.94% of list price** in March 2025.
- The most active price band is **\$2,000,000-\$2,199,999**, where the sales ratio is **33%**.
- The median luxury sales price for single-family homes is **\$2,460,000**.
- The median days on market for March 2025 was **51** days, down from **75** in March 2024.

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

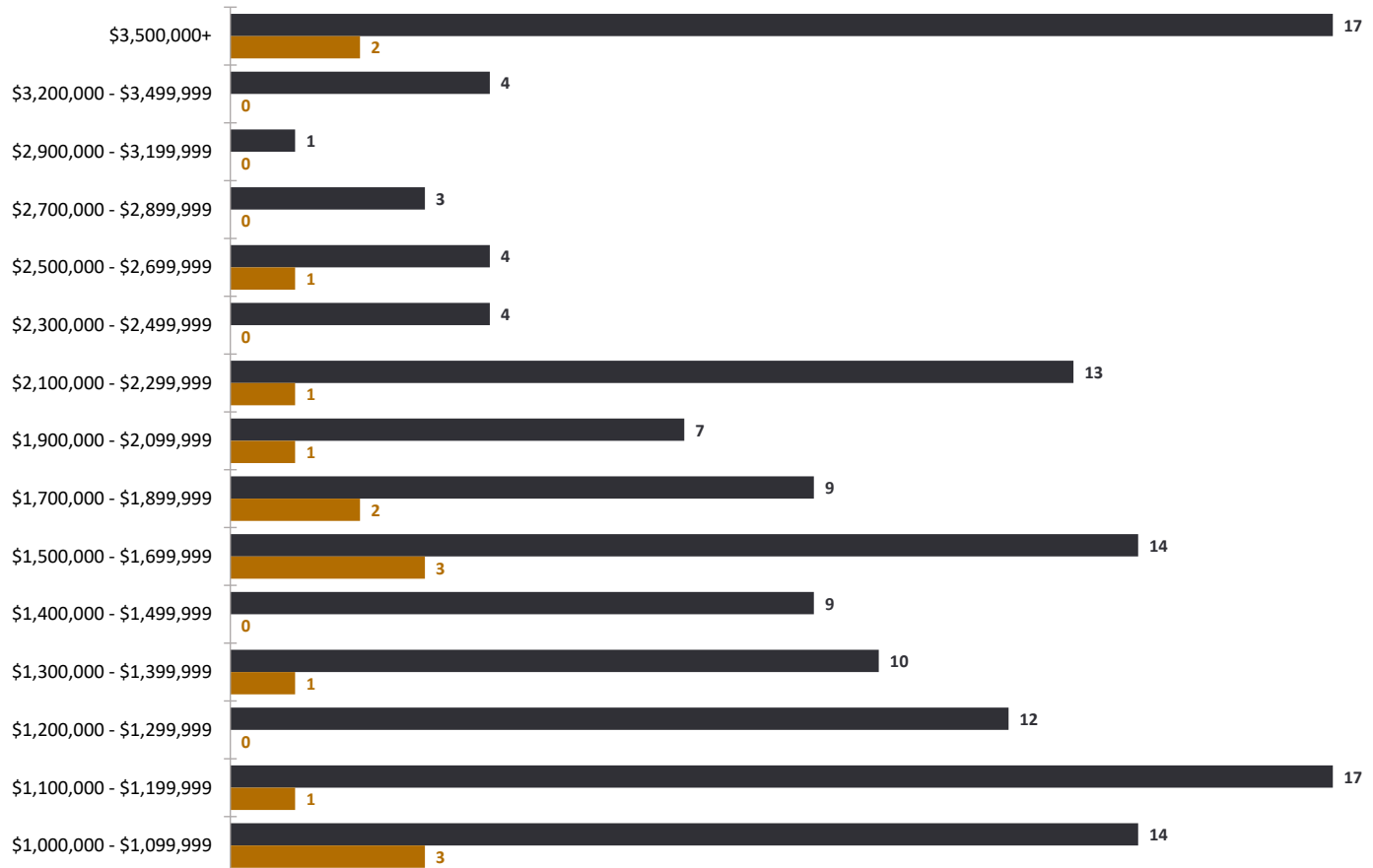
⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | MARCH 2025

Total Inventory: **138**Total Sales: **15**Total Sales Ratio²: **11%**

Buyer's Market

Inventory Sales



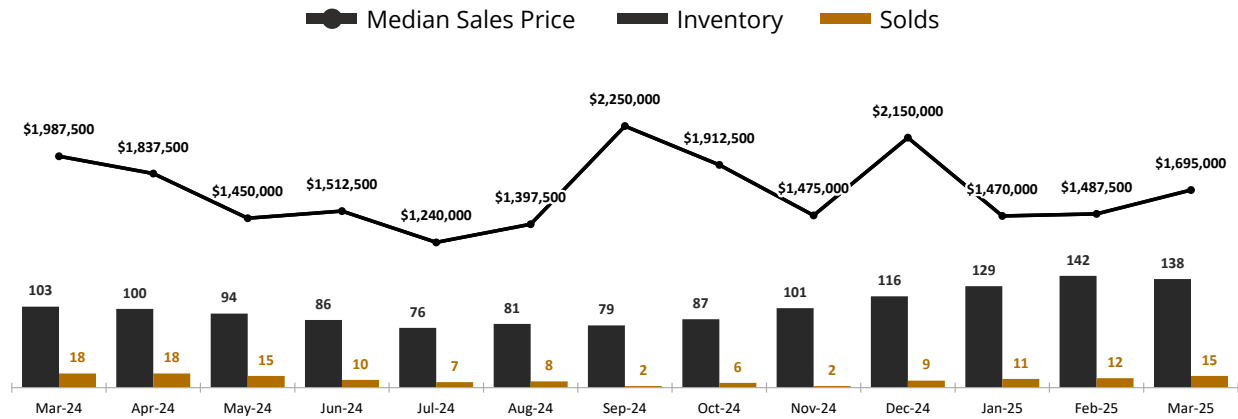
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	2	0%
1,000 - 1,499	\$1,000,000	2	2	1	29	3%
1,500 - 1,999	\$1,550,000	3	3	3	39	8%
2,000 - 2,499	\$1,300,000	3	3	5	25	20%
2,500 - 2,999	\$1,715,000	3	3	3	20	15%
3,000+	\$5,600,000	4	5	3	23	13%

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 < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

MARCO ISLAND

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

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025
103 138

VARIANCE: **34%**

TOTAL SOLDS

Mar. 2024 Mar. 2025
18 15

VARIANCE: **-17%**

SALES PRICE

Mar. 2024 Mar. 2025
\$1.99m \$1.70m

VARIANCE: **-15%**

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025
\$773 \$712

VARIANCE: **-8%**

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025
95.01% 91.12%

VARIANCE: **-4%**

DAYS ON MARKET

Mar. 2024 Mar. 2025
31 64

VARIANCE: **106%**

MARCO ISLAND MARKET SUMMARY | MARCH 2025

- The attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **91.12% of list price** in March 2025.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **25%**.
- The median luxury sales price for attached homes is **\$1,695,000**.
- The median days on market for March 2025 was **64** days, up from **31** in March 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.