



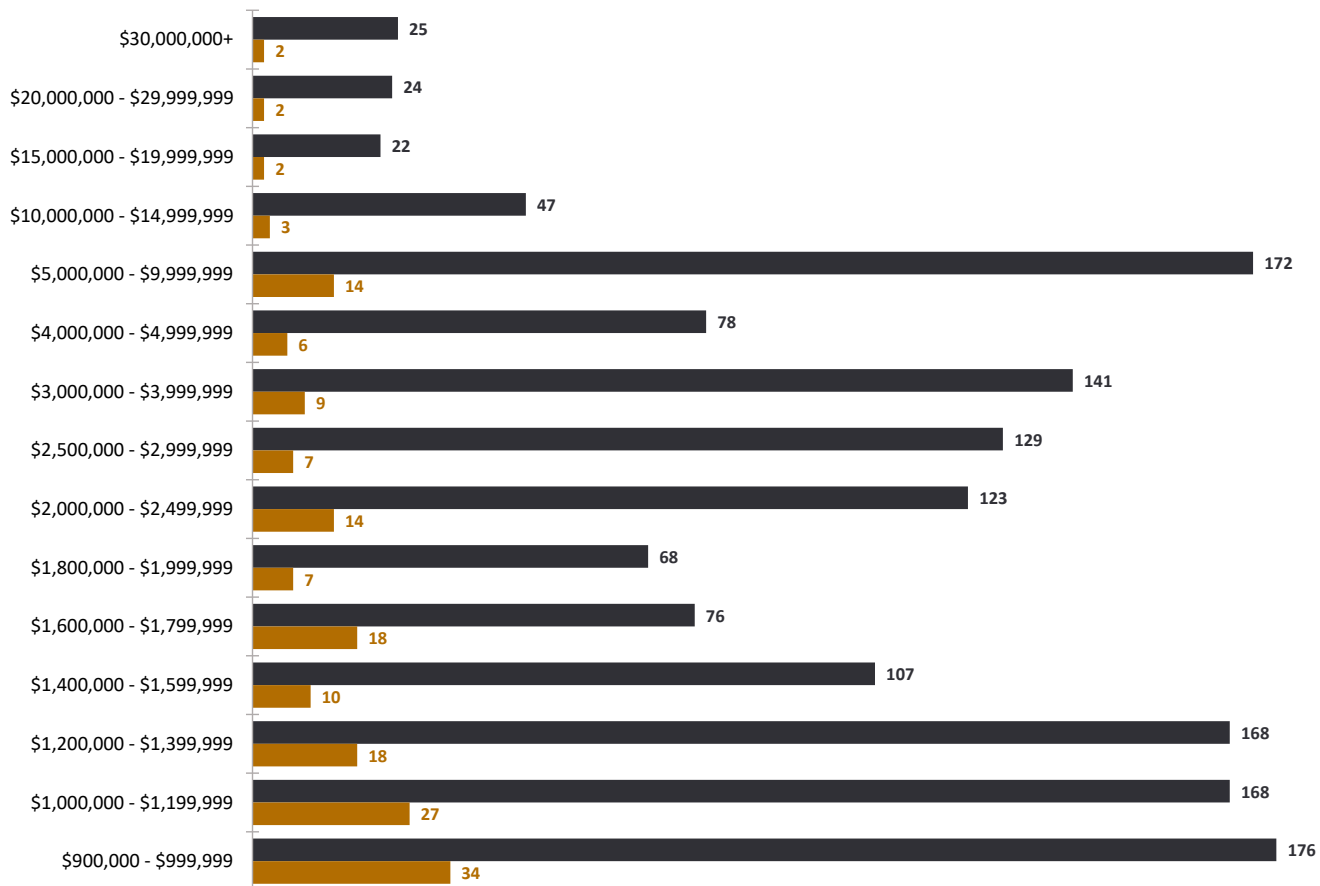
MIAMI
FLORIDA

LUXURY INVENTORY VS. SALES | MARCH 2025

Total Inventory: **1,524**Total Sales: **173**Total Sales Ratio²: **11%**

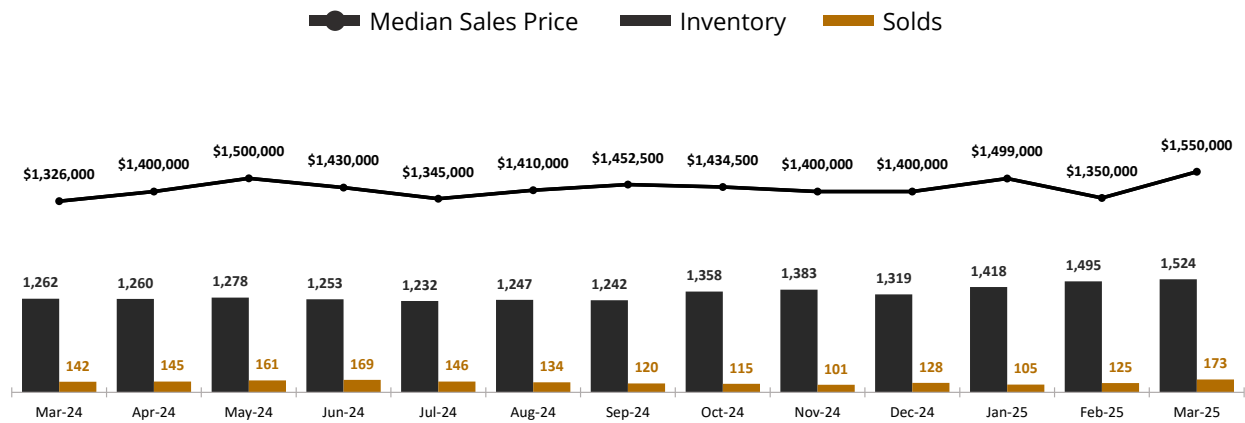
Buyer's Market

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,200,000	4	3	110	839	13%
3,000 - 3,499	\$1,839,000	4	4	15	175	9%
3,500 - 3,999	\$3,375,000	5	5	10	122	8%
4,000 - 4,499	\$2,467,500	5	4	8	82	10%
4,500 - 4,999	\$9,057,500	5	6	2	46	4%
5,000+	\$8,350,000	6	7	18	167	11%

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.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025
1,262 1,524

VARIANCE: **21%**

TOTAL SOLD

Mar. 2024 Mar. 2025
142 173

VARIANCE: **22%**

SALES PRICE

Mar. 2024 Mar. 2025
\$1.33m \$1.55m

VARIANCE: **17%**

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025
\$564 \$635

VARIANCE: **13%**

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025
95.29% 94.72%

VARIANCE: **-1%**

DAYS ON MARKET

Mar. 2024 Mar. 2025
66 61

VARIANCE: **-8%**

MIAMI MARKET SUMMARY | MARCH 2025

- The single-family luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **94.72% of list price** in March 2025.
- The most active price band is **\$1,600,000-\$1,799,999**, where the sales ratio is **24%**.
- The median luxury sales price for single-family homes is **\$1,550,000**.
- The median days on market for March 2025 was **61** days, down from **66** 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

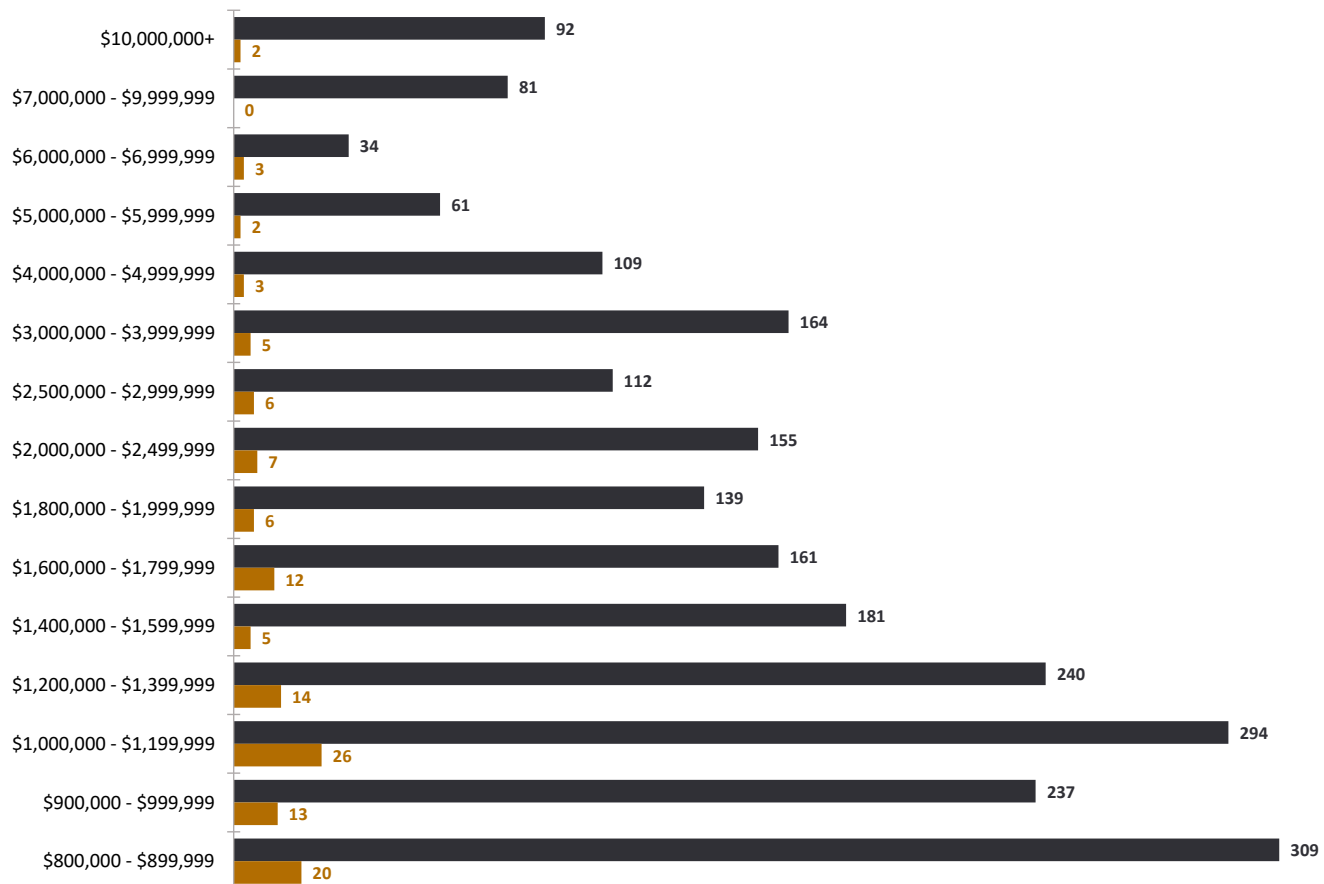
Total Inventory: 2,369

Total Sales: 124

Total Sales Ratio²: 5%

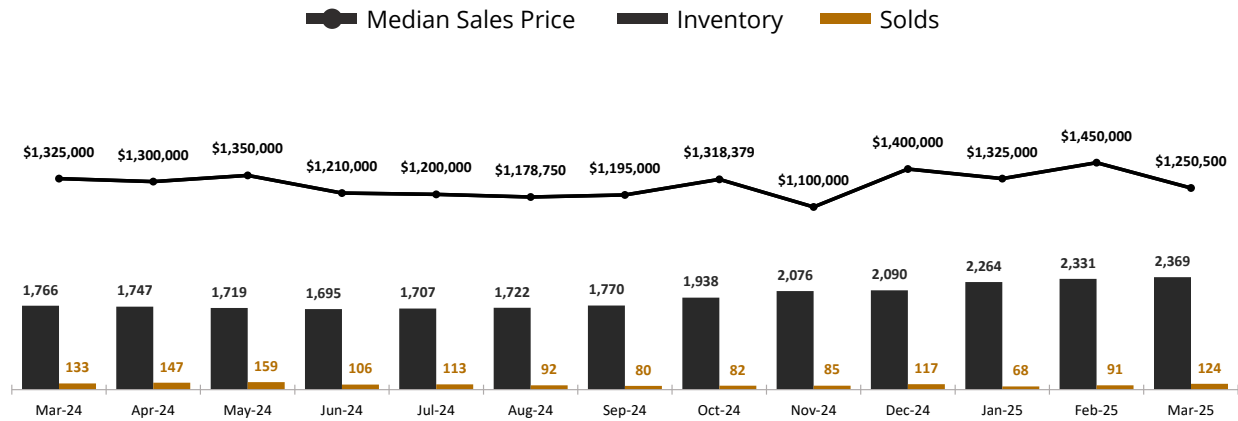
Buyer's Market

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	\$955,000	1	1	11	279	4%
1,000 - 1,499	\$1,075,000	2	2	53	809	7%
1,500 - 1,999	\$1,288,000	2	3	32	507	6%
2,000 - 2,499	\$1,657,000	3	3	13	278	5%
2,500 - 2,999	\$3,000,000	3	4	9	132	7%
3,000+	\$6,650,000	4	6	5	270	2%

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.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025
1,766 2,369

VARIANCE: **34%**

TOTAL SOLD

Mar. 2024 Mar. 2025
133 124

VARIANCE: **-7%**

SALES PRICE

Mar. 2024 Mar. 2025
\$1.33m \$1.25m

VARIANCE: **-6%**

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025
\$873 \$960

VARIANCE: **10%**

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025
95.00% 94.78%

VARIANCE: **0%**

DAYS ON MARKET

Mar. 2024 Mar. 2025
106 70

VARIANCE: **-34%**

MIAMI MARKET SUMMARY | MARCH 2025

- The attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **94.78% of list price** in March 2025.
- The most active price band is **\$1,000,000-\$1,199,999**, where the sales ratio is **9%**.
- The median luxury sales price for attached homes is **\$1,250,500**.
- The median days on market for March 2025 was **70** days, down from **106** 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.