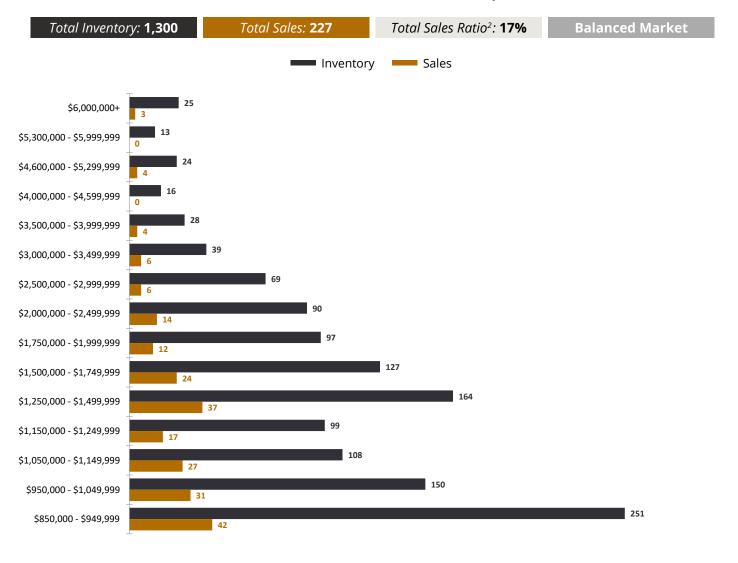


Luxury Benchmark Price 1: \$850,000

## LUXURY INVENTORY VS. SALES | MARCH 2025



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,010,000	4	3	43	229	19%
3,000 - 3,999	\$1,107,500	4	4	96	450	21%
4,000 - 4,999	\$1,423,640	5	5	52	362	14%
5,000 - 5,999	\$2,000,000	6	6	19	120	16%
6,000 - 6,999	\$1,965,000	6	7	8	68	12%
7,000+	\$2,800,000	6	8	9	71	13%

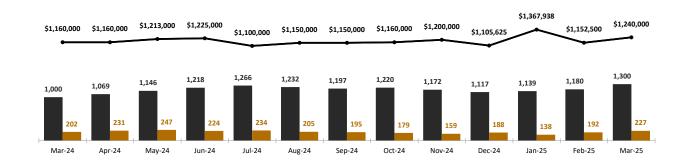
<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

# ORLANDO

Luxury Benchmark Price 1: \$850,000

#### 13-MONTH LUXURY MARKET TREND<sup>4</sup>





#### MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

1,000 1,300

VARIANCE: 30%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\$339 \$348

VARIANCE: **3**%

TOTAL SOLDS

Mar. 2024 Mar. 2025

202 227

VARIANCE: 12%

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025

97.26% 97.58%

VARIANCE: **0**%

SALES PRICE

Mar. 2024 Mar. 2025

\$1.16m \$1.24m

VARIANCE: 7%

DAYS ON MARKET

Mar. 2024 Mar. 2025

30 18

VARIANCE: -40%

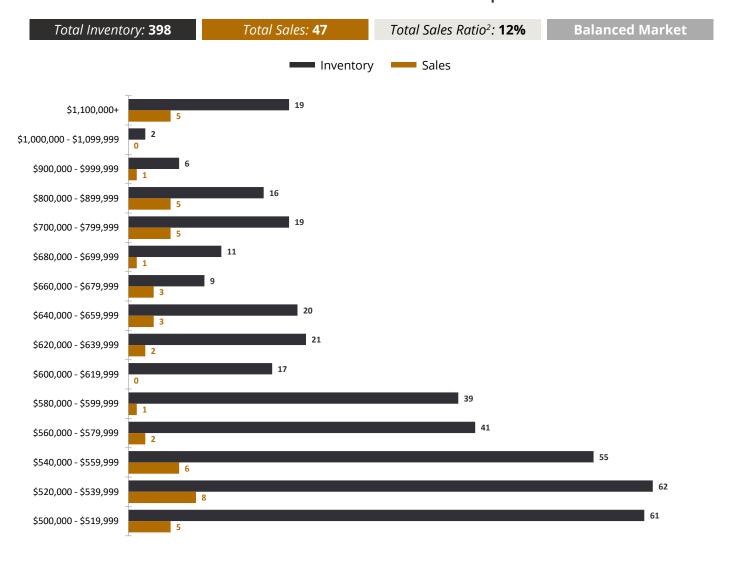
## ORLANDO MARKET SUMMARY | MARCH 2025

- The single-family luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **97.58% of list price** in March 2025.
- The most active price band is \$1,050,000-\$1,149,999, where the sales ratio is 25%.
- The median luxury sales price for single-family homes is \$1,240,000.
- The median days on market for March 2025 was 18 days, down from 30 in March 2024.

<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 Benchmark Price 1: \$500,000

## LUXURY INVENTORY VS. SALES | MARCH 2025



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	3	0%
1,000 - 1,499	\$543,863	2	2	6	24	25%
1,500 - 1,999	\$658,495	3	3	16	132	12%
2,000 - 2,499	\$535,000	3	4	21	196	11%
2,500 - 2,999	\$850,000	4	4	1	31	3%
3,000+	\$2,625,000	4	5	3	12	25%

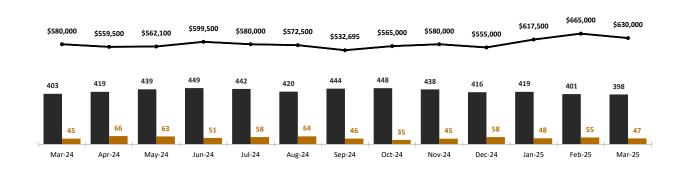
<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

# ORLANDO

Luxury Benchmark Price 1: \$500,000

#### 13-MONTH LUXURY MARKET TREND<sup>4</sup>





#### MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

403 398

VARIANCE: -1%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\$289 \$350

VARIANCE: **21%** 

TOTAL SOLDS

Mar. 2024 Mar. 2025

45 47

VARIANCE: 4%

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025

98.57% 98.95%

VARIANCE: **0**%

SALES PRICE

Mar. 2024 Mar. 2025

\$580k \$630k

VARIANCE: 9%

DAYS ON MARKET

Mar. 2024 Mar. 2025

22 49

VARIANCE: 123%

## ORLANDO MARKET SUMMARY | MARCH 2025

- The attached luxury market is a **Balanced Market** with a **12% Sales Ratio**.
- Homes sold for a median of **98.95% of list price** in March 2025.
- The most active price band is \$660,000-\$679,999, where the sales ratio is 33%.
- The median luxury sales price for attached homes is \$630,000.
- The median days on market for March 2025 was 49 days, up from 22 in March 2024.

<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.