

by Colibri Real Estate





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

LUXURY INVENTORY VS. SALES | MARCH 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	\$3,272,250	4	5	8	75	11%
3,000 - 3,999	\$2,897,500	4	5	8	124	6%
4,000 - 4,999	\$3,975,000	5	7	4	109	4%
5,000 - 5,999	\$5,000,000	6	8	7	60	12%
6,000 - 6,999	NA	NA	NA	0	39	0%
7,000+	\$4,725,000	5	7	1	18	6%

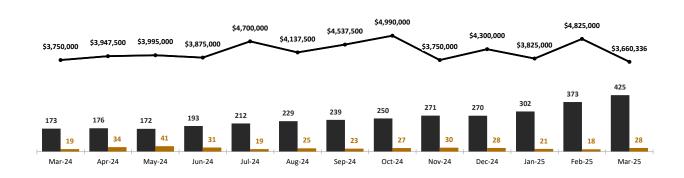
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

SINGLE-FAMILY HOMES

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

13-MONTH LUXURY MARKET TREND⁴





MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

173 425

VARIANCE: 146%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\$936 \$982

VARIANCE: 5%

TOTAL SOLDS

Mar. 2024 Mar. 2025

19 28

VARIANCE: 47%

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025

94.28% 97.28%

VARIANCE: 3%

SALES PRICE

Mar. 2024 Mar. 2025

\$3.75m \$3.66m

VARIANCE: **-2**%

DAYS ON MARKET

Mar. 2024 Mar. 2025

30 64

VARIANCE: 113%

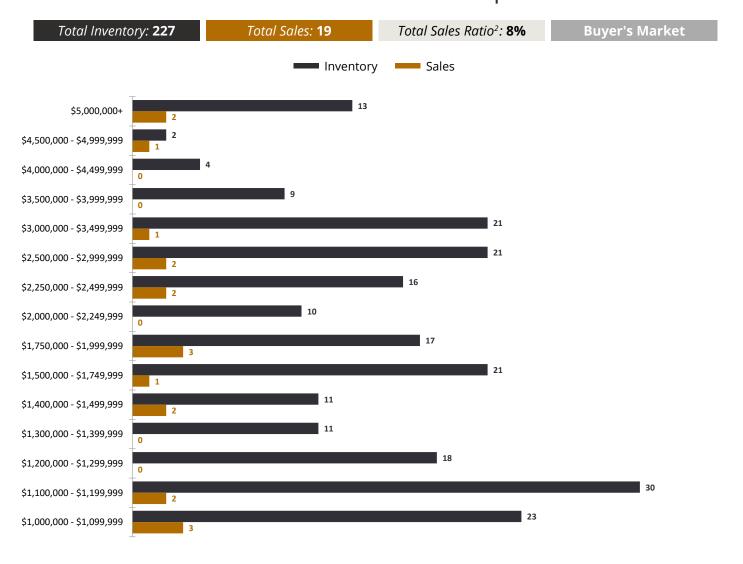
SOUTH WALTON MARKET SUMMARY | MARCH 2025

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **97.28% of list price** in March 2025.
- The most active price band is \$3,000,000-\$3,249,999, where the sales ratio is 17%.
- The median luxury sales price for single-family homes is \$3,660,336.
- The median days on market for March 2025 was 64 days, up from 30 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 Benchmark Price¹: \$1,000,000

LUXURY INVENTORY VS. SALES | MARCH 2025

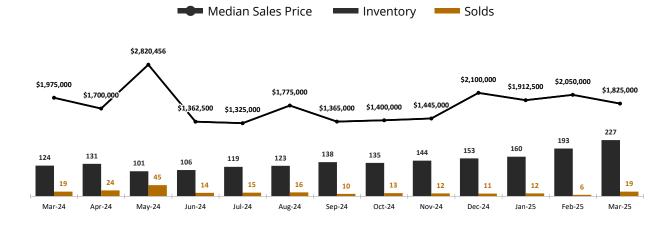


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,170,000	2	2	5	55	9%
1,500 - 1,999	\$1,480,000	3	3	5	62	8%
2,000 - 2,499	\$2,057,000	3	4	2	56	4%
2,500 - 2,999	\$3,079,590	4	4	4	28	14%
3,000 - 3,499	NA	NA	NA	0	7	0%
3,500+	\$5,200,000	5	6	3	19	16%

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 | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

124 227

VARIANCE: 83%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\$1,028 \$1,156

VARIANCE: 12%

TOTAL SOLDS

Mar. 2024 Mar. 2025

19 19

VARIANCE: 0%

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025

95.56% 95.71%

VARIANCE: **0**%

SALES PRICE

Mar. 2024 Mar. 2025

\$1.98m \$1.83m

VARIANCE: -8%

DAYS ON MARKET

Mar. 2024 Mar. 2025

27 46

VARIANCE: 70%

SOUTH WALTON MARKET SUMMARY | MARCH 2025

- The attached luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **95.71% of list price** in March 2025.
- The most active price band is \$4,500,000-\$4,999,999, where the sales ratio is 50%.
- The median luxury sales price for attached homes is \$1,825,000.
- The median days on market for March 2025 was 46 days, up from 27 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.