

INSTITUTE *for*
LUXURY HOME
MARKETING®

by Colibri Real Estate

JUNE
2025



MARCO ISLAND
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MAY 2025

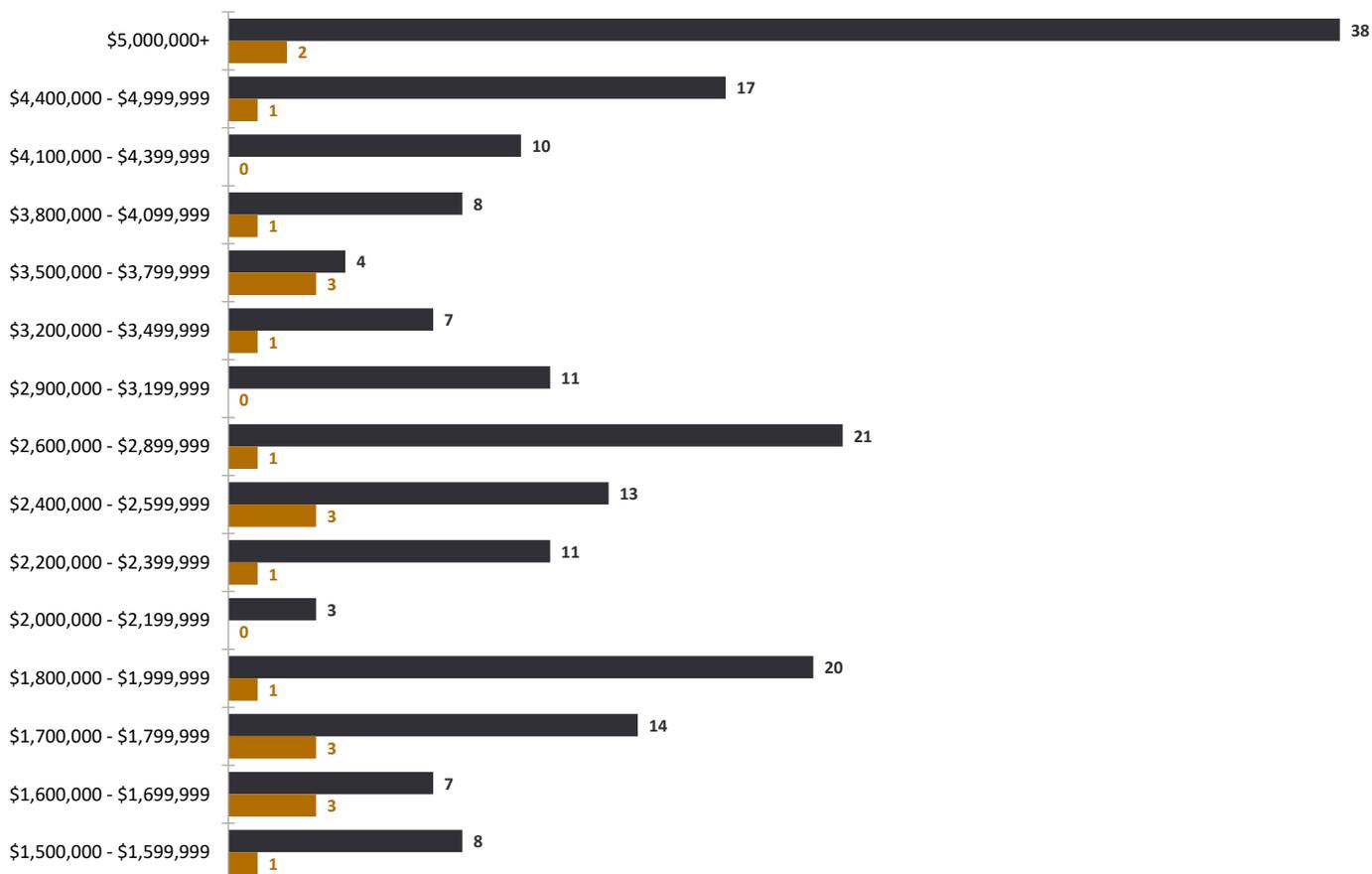
Total Inventory: 192

Total Sales: 21

Total Sales Ratio²: 11%

Buyer's Market

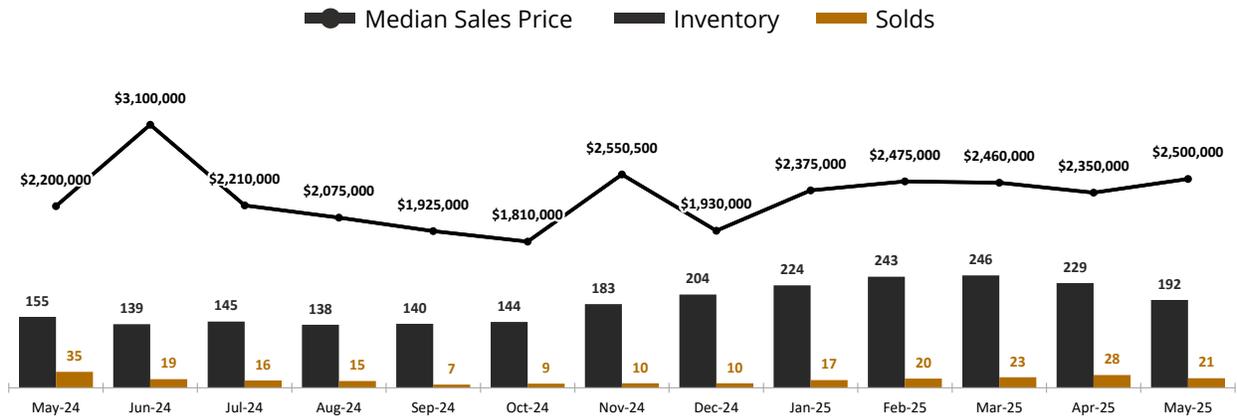
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,750,000	3	2	5	19	26%
2,000 - 2,499	\$2,100,000	3	3	4	46	9%
2,500 - 2,999	\$2,500,000	4	4	3	30	10%
3,000 - 3,499	\$1,600,000	4	4	1	24	4%
3,500 - 3,999	\$3,750,000	4	6	3	17	18%
4,000+	\$4,900,000	6	6	5	56	9%

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.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024: 155
May 2025: 192

VARIANCE: **24%**

TOTAL SOLDS

May 2024: 35
May 2025: 21

VARIANCE: **-40%**

SALES PRICE

May 2024: \$2.20m
May 2025: \$2.50m

VARIANCE: **14%**

SALE PRICE PER SQFT.

May 2024: \$924
May 2025: \$965

VARIANCE: **4%**

SALE TO LIST PRICE RATIO

May 2024: 92.65%
May 2025: 94.26%

VARIANCE: **2%**

DAYS ON MARKET

May 2024: 85
May 2025: 50

VARIANCE: **-41%**

MARCO ISLAND MARKET SUMMARY | MAY 2025

- The single-family luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **94.26% of list price** in May 2025.
- The most active price band is **\$3,500,000-\$3,799,999**, where the sales ratio is **75%**.
- The median luxury sales price for single-family homes is **\$2,500,000**.
- The median days on market for May 2025 was **50** days, down from **85** in May 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 | MAY 2025

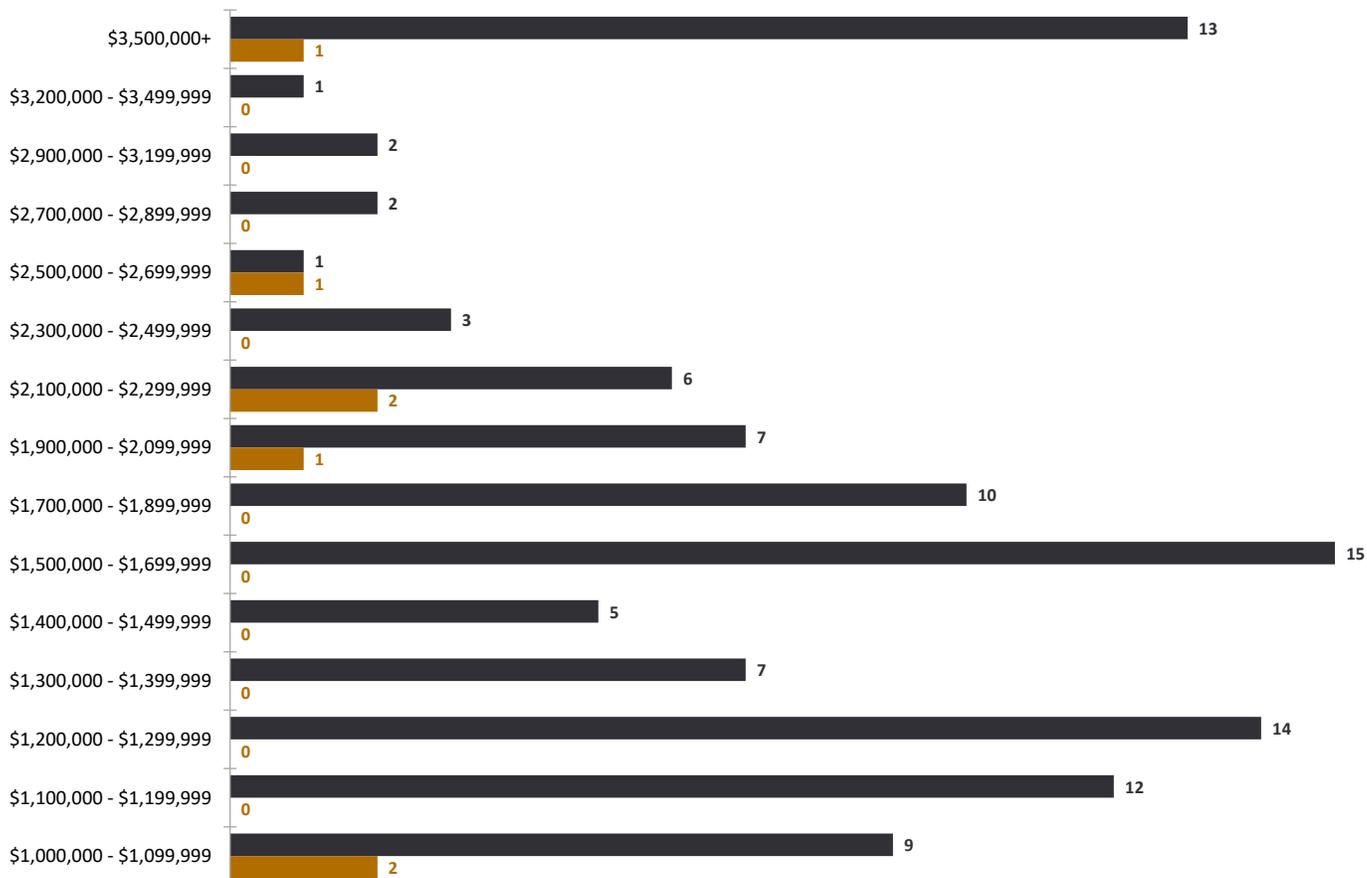
Total Inventory: **107**

Total Sales: **7**

Total Sales Ratio²: **7%**

Buyer's Market

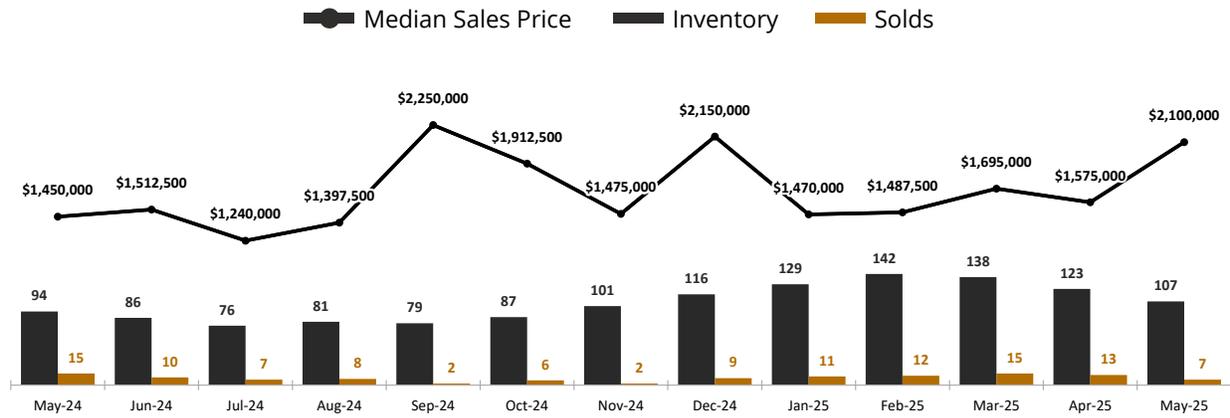
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,025,000	2	2	1	1	100%
1,000 - 1,499	\$1,050,000	2	2	1	19	5%
1,500 - 1,999	\$2,100,000	3	3	1	33	3%
2,000 - 2,499	NA	NA	NA	0	22	0%
2,500 - 2,999	\$2,250,000	3	3	3	12	25%
3,000+	\$5,500,000	3	3	1	20	5%

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 | MAY

TOTAL INVENTORY

May 2024: 94
May 2025: 107

VARIANCE: **14%**

TOTAL SOLDS

May 2024: 15
May 2025: 7

VARIANCE: **-53%**

SALES PRICE

May 2024: \$1.45m
May 2025: \$2.10m

VARIANCE: **45%**

SALE PRICE PER SQFT.

May 2024: \$927
May 2025: \$905

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

May 2024: 93.03%
May 2025: 91.68%

VARIANCE: **-1%**

DAYS ON MARKET

May 2024: 58
May 2025: 63

VARIANCE: **9%**

MARCO ISLAND MARKET SUMMARY | MAY 2025

- The attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **91.68% of list price** in May 2025.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$2,100,000**.
- The median days on market for May 2025 was **63** days, up from **58** in May 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.