INSTITUTE for LUXURY HOME MARKETING®

^{by}Colibri Real Estate

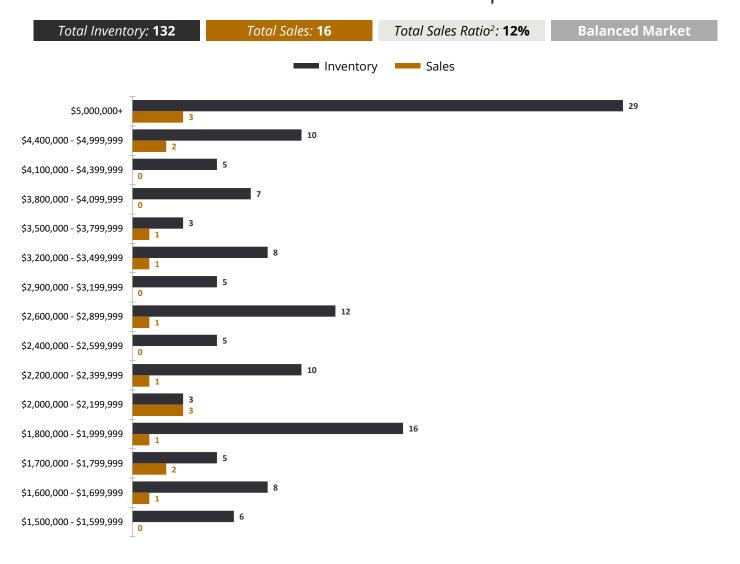




www.LuxuryHomeMarketing.com

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

LUXURY INVENTORY VS. SALES | AUGUST 2025

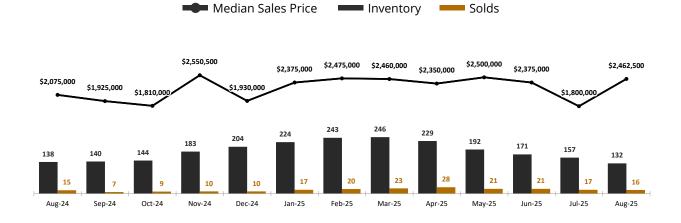


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	NA	NA	NA	0	12	0%
2,000 - 2,499	\$1,760,000	3	3	3	30	10%
2,500 - 2,999	\$2,050,000	3	4	6	16	38%
3,000 - 3,499	\$2,275,000	4	3	1	20	5%
3,500 - 3,999	\$3,725,000	4	5	1	14	7%
4,000+	\$5,600,000	4	5	5	40	13%

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 Price 1: \$1,500,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024 Aug. 2025

138 132

VARIANCE: -4%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025

\$1,019 \$833

VARIANCE: -18%

TOTAL SOLDS

Aug. 2024 Aug. 2025

15 16

VARIANCE: 7%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

94.74% 91.84%

VARIANCE: -3%

SALES PRICE

Aug. 2024 Aug. 2025

\$2.08m \$2.46m

VARIANCE: 19%

DAYS ON MARKET

Aug. 2024 Aug. 2025

22 80

VARIANCE: 264%

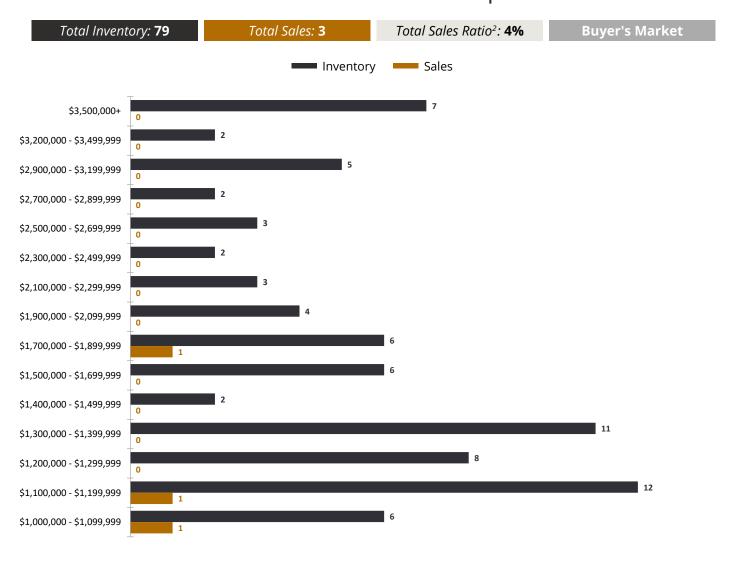
MARCO ISLAND MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Balanced Market** with a **12% Sales Ratio**.
- Homes sold for a median of **91.84% of list price** in August 2025.
- The most active price band is **\$2,000,000-\$2,199,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is \$2,462,500.
- The median days on market for August 2025 was 80 days, up from 22 in August 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 | AUGUST 2025

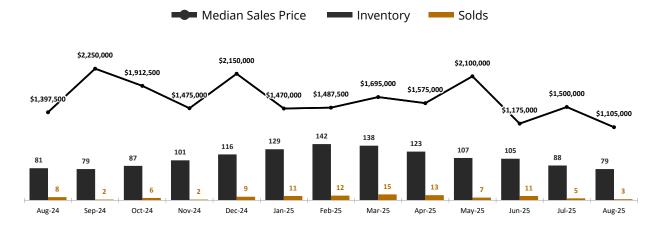


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	2	0%
1,000 - 1,499	\$1,000,000	2	2	1	13	8%
1,500 - 1,999	\$1,105,000	2	2	1	24	4%
2,000 - 2,499	NA	NA	NA	0	15	0%
2,500 - 2,999	\$1,800,000	3	3	1	10	10%
3,000+	NA	NA	NA	0	15	0%

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 | AUGUST

TOTAL INVENTORY TOTAL SOLDS SALES PRICE Aug. 2024 Aug. 2025 Aug. 2024 Aug. 2025 Aug. 2024 Aug. 2025 \$1,40m 81 \$1.11m 79 3 VARIANCE: -21% VARIANCE: -2% VARIANCE: -63% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET Aug. 2024 Aug. 2024 Aug. 2025 Aug. 2024 Aug. 2025 Aug. 2025 \$837 \$712 94.78% 90.23% 65 79 VARIANCE: -15% VARIANCE: -18% VARIANCE: -5%

MARCO ISLAND MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **90.23% of list price** in August 2025.
- The most active price bands are \$1,000,000-\$1,099,999 and \$1,700,000-\$1,899,999, where the sales ratio is 17%.
- The median luxury sales price for attached homes is \$1,105,000.
- The median days on market for August 2025 was 65 days, down from 79 in August 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.