INSTITUTE for LUXURY HOME MARKETING®

SEPTEMBER





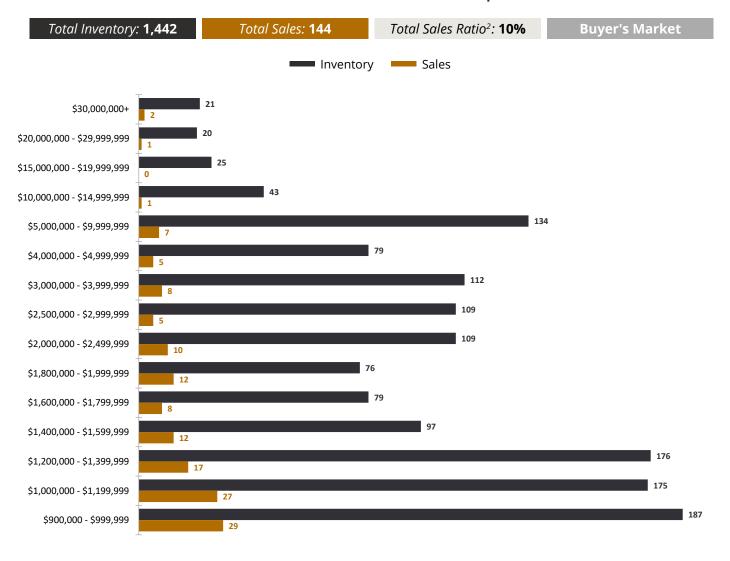


www.LuxuryHomeMarketing.com



Luxury Benchmark Price 1: \$900,000

LUXURY INVENTORY VS. SALES | AUGUST 2025



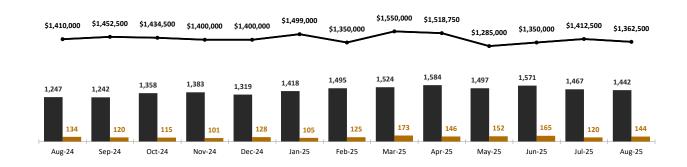
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,187,500	4	3	92	775	12%
3,000 - 3,499	\$1,410,000	5	4	21	163	13%
3,500 - 3,999	\$3,400,000	5	5	9	109	8%
4,000 - 4,499	\$3,590,000	5	5	6	80	8%
4,500 - 4,999	\$1,875,000	4	3	1	57	2%
5,000+	\$6,975,000	6	7	10	160	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.

Luxury Benchmark Price 1: \$900,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024 Aug. 2025

1,247 1,442

VARIANCE: 16%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025

\$596 \$601

VARIANCE: 1%

TOTAL SOLDS

Aug. 2024 Aug. 2025

134 144

VARIANCE: 7%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

95.19% 93.71%

VARIANCE: -2%

SALES PRICE

Aug. 2024 Aug. 2025

\$1.41m \$1.36m

VARIANCE: -3%

DAYS ON MARKET

Aug. 2024 Aug. 2025

40 70

VARIANCE: **75**%

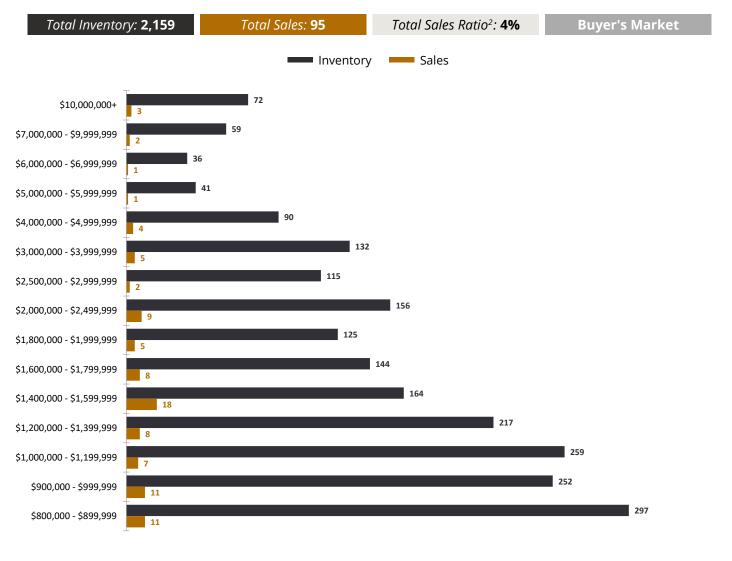
MIAMI MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **93.71% of list price** in August 2025.
- The most active price band is \$900,000-\$999,999, where the sales ratio is 16%.
- The median luxury sales price for single-family homes is \$1,362,500.
- The median days on market for August 2025 was 70 days, up from 40 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 Price 1: \$800,000

LUXURY INVENTORY VS. SALES | AUGUST 2025



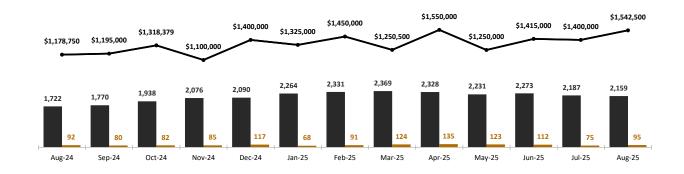
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,272,500	1	2	6	291	2%
1,000 - 1,499	\$930,000	2	2	27	745	4%
1,500 - 1,999	\$1,525,000	2	3	21	482	4%
2,000 - 2,499	\$1,677,500	3	4	26	218	12%
2,500 - 2,999	\$2,550,000	3	4	6	103	6%
3,000+	\$9,000,000	3	5	9	217	4%

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: \$800,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024 Aug. 2025

1,722 2,159

VARIANCE: 25%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025

\$847 \$885

VARIANCE: 4%

TOTAL SOLDS

Aug. 2024 Aug. 2025

92 95

VARIANCE: 3%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

95.08% 93.48%

VARIANCE: **-2%**

SALES PRICE

Aug. 2024 Aug. 2025

\$1.18m \$1.54m

VARIANCE: 31%

DAYS ON MARKET

Aug. 2024 Aug. 2025

101 100

VARIANCE: -1%

MIAMI MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **93.48% of list price** in August 2025.
- The most active price band is \$1,400,000-\$1,599,999, where the sales ratio is 11%.
- The median luxury sales price for attached homes is \$1,542,500.
- The median days on market for August 2025 was 100 days, down from 101 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.