INSTITUTE *for* LUXURY HOME MARKETING®
by Colibri Real Estate

AUGUST
2025

ORLANDO
FLORIDA

www.LuxuryHomeMarketing.com

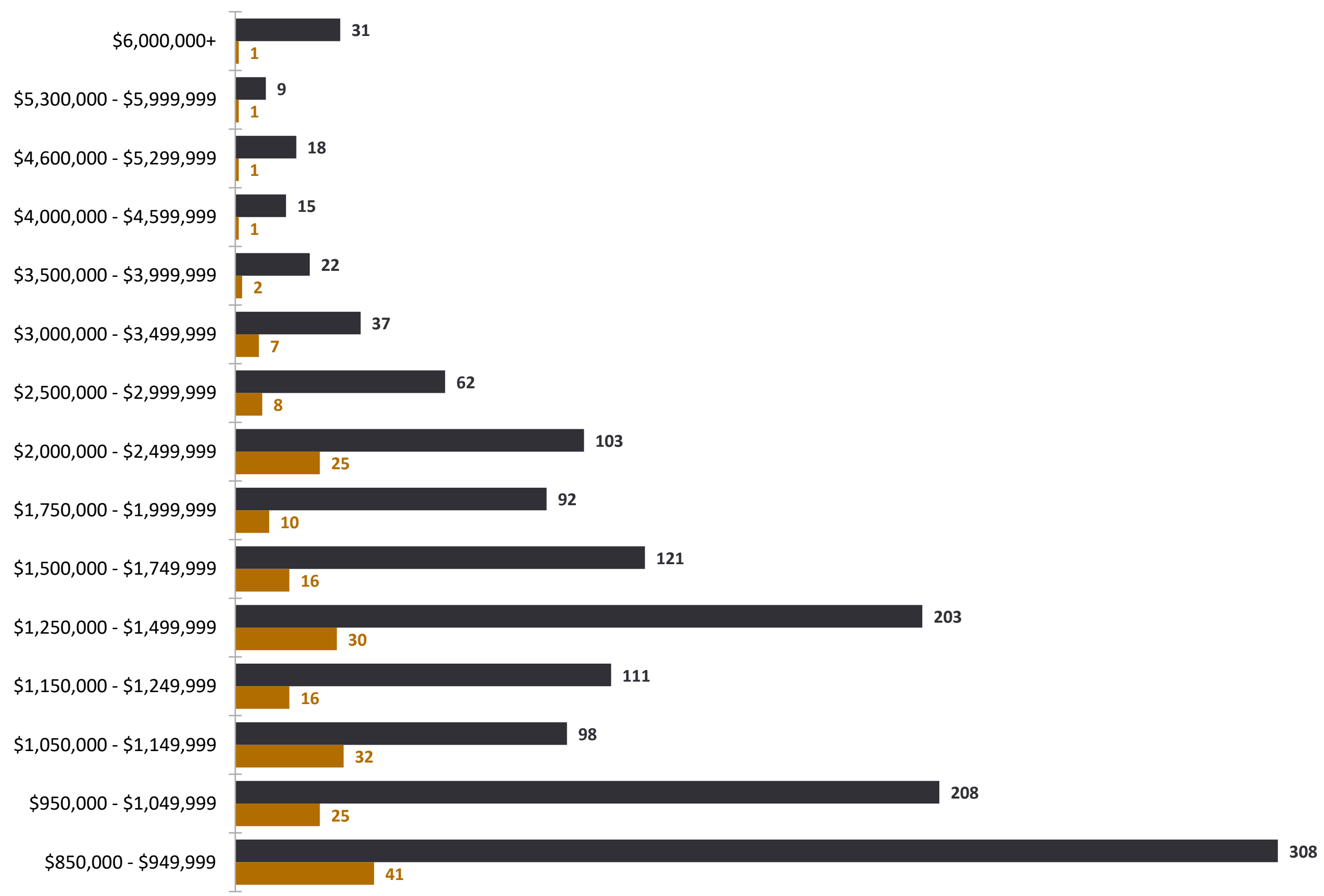
ORLANDO

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$850,000**

LUXURY INVENTORY VS. SALES | JULY 2025

Total Inventory: **1,438** | *Total Sales:* **216** | *Total Sales Ratio*[2]: **15%** | **Balanced Market**



Square Feet[3] -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	$990,000	4	3	**38**	**291**	**13%**
3,000 - 3,999	$1,133,431	4	4	**87**	**535**	**16%**
4,000 - 4,999	$1,442,500	5	5	**60**	**382**	**16%**
5,000 - 5,999	$2,100,000	5	6	**21**	**105**	**20%**
6,000 - 6,999	$2,226,662	6	7	**8**	**70**	**11%**
7,000+	$3,687,500	6	9	**2**	**54**	**4%**

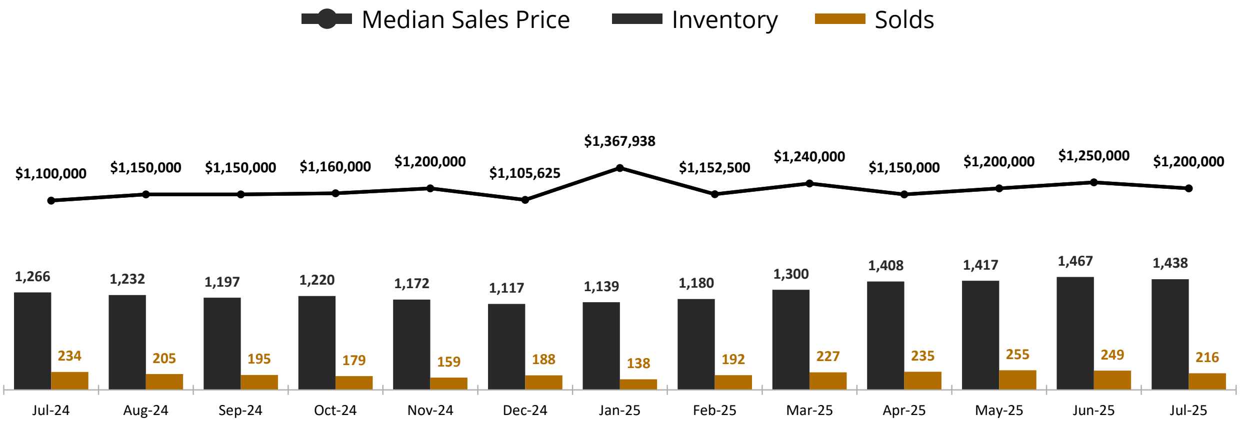
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

ORLANDO

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$850,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024	Jul. 2025
1,266	1,438

VARIANCE: **14%**

TOTAL SOLDS

Jul. 2024	Jul. 2025
234	216

VARIANCE: **-8%**

SALES PRICE

Jul. 2024	Jul. 2025
$1.10m	$1.20m

VARIANCE: **9%**

SALE PRICE PER SQFT.

Jul. 2024	Jul. 2025
$324	$348

VARIANCE: **7%**

SALE TO LIST PRICE RATIO

Jul. 2024	Jul. 2025
97.35%	96.05%

VARIANCE: **-1%**

DAYS ON MARKET

Jul. 2024	Jul. 2025
22	39

VARIANCE: **77%**

ORLANDO MARKET SUMMARY | JULY 2025

- The single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **96.05% of list price** in July 2025.
- The most active price band is **$1,050,000-$1,149,999**, where the sales ratio is **33%**.
- The median luxury sales price for single-family homes is **$1,200,000**.
- The median days on market for July 2025 was **39** days, up from **22** in July 2024.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.

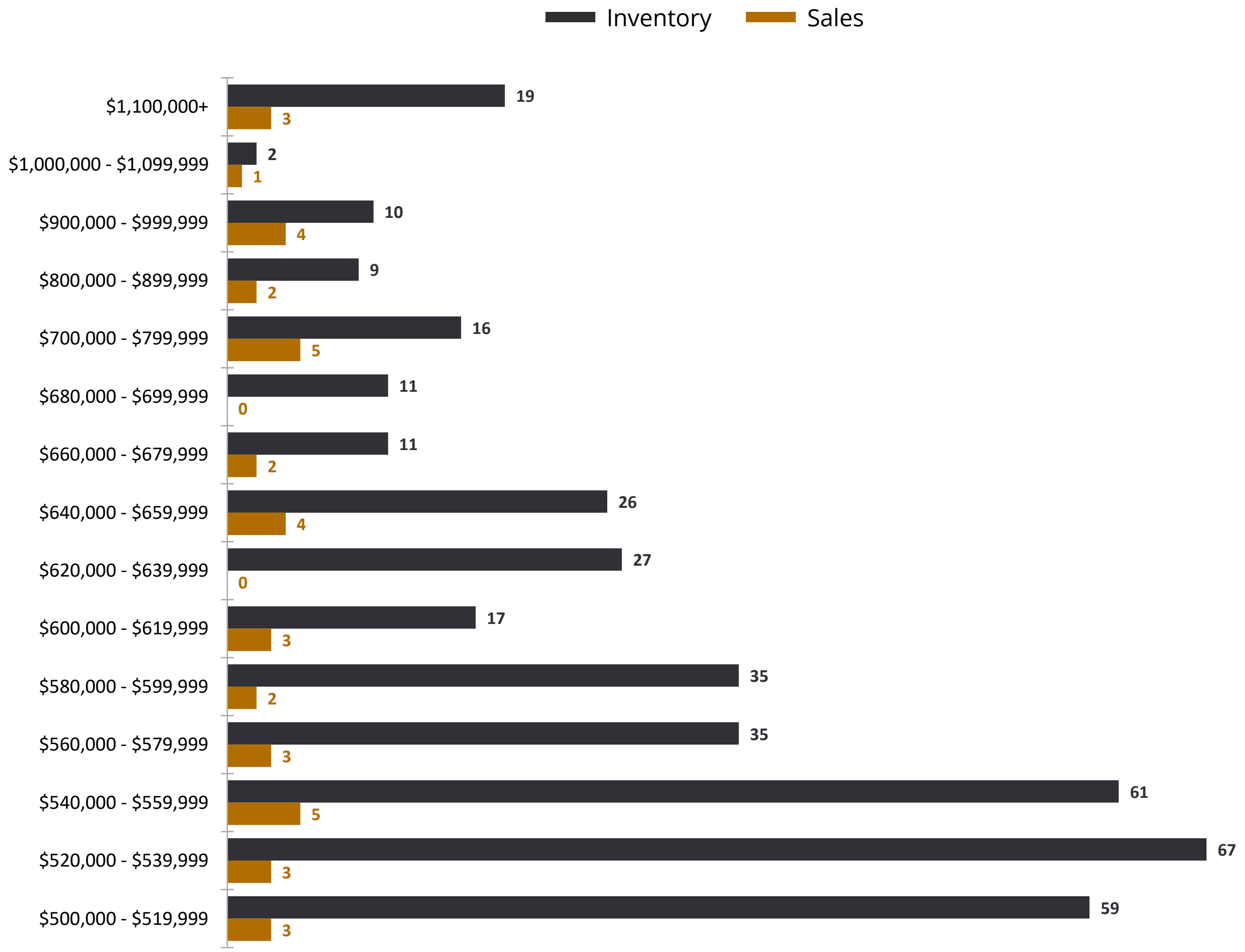
ORLANDO

ATTACHED HOMES

Luxury Benchmark Price[1]*:* **$500,000**

LUXURY INVENTORY VS. SALES | JULY 2025

Total Inventory: **405** | *Total Sales:* **40** | *Total Sales Ratio*[2]*:* **10%** | **Buyer's Market**



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	$550,000	2	2	**3**	**31**	**10%**
1,500 - 1,999	$595,000	3	3	**13**	**129**	**10%**
2,000 - 2,499	$610,000	3	4	**17**	**197**	**9%**
2,500 - 2,999	$1,000,000	3	4	**3**	**32**	**9%**
3,000+	$1,415,000	4	5	**4**	**14**	**29%**

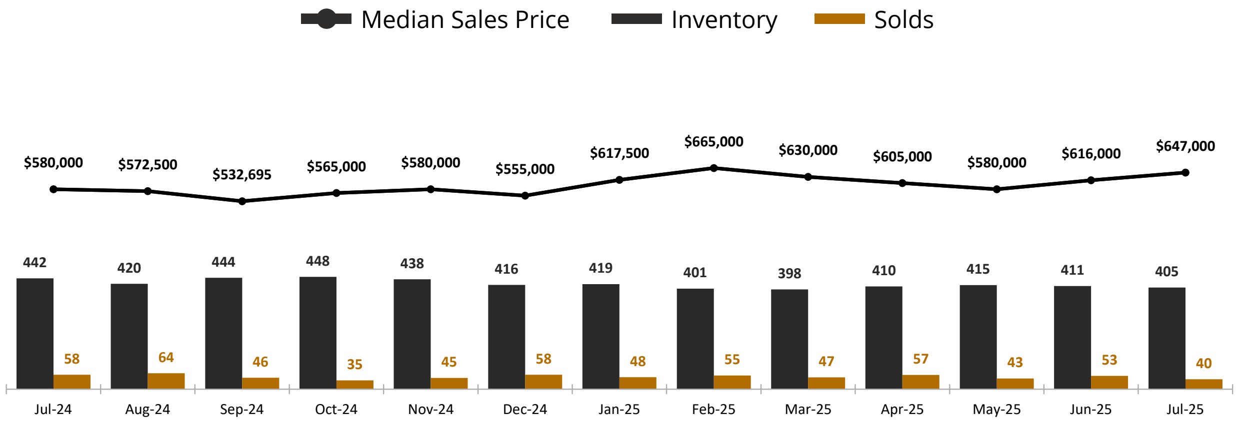
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

ORLANDO

ATTACHED HOMES

Luxury Benchmark Price[1]*:* **$500,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | JULY

	Jul. 2024	Jul. 2025	Variance
TOTAL INVENTORY	442	405	-8%
TOTAL SOLDS	58	40	-31%
SALES PRICE	$580k	$647k	12%
SALE PRICE PER SQFT.	$294	$340	16%
SALE TO LIST PRICE RATIO	98.07%	98.11%	0%
DAYS ON MARKET	47	34	-28%

ORLANDO MARKET SUMMARY | JULY 2025

- The attached luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **98.11% of list price** in July 2025.
- The most active price band is **$1,000,000-$1,099,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes is **$647,000**.
- The median days on market for July 2025 was **34** days, down from **47** in July 2024.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.