INSTITUTE for LUXURY HOME MARKETING®

by Colibri Real Estate

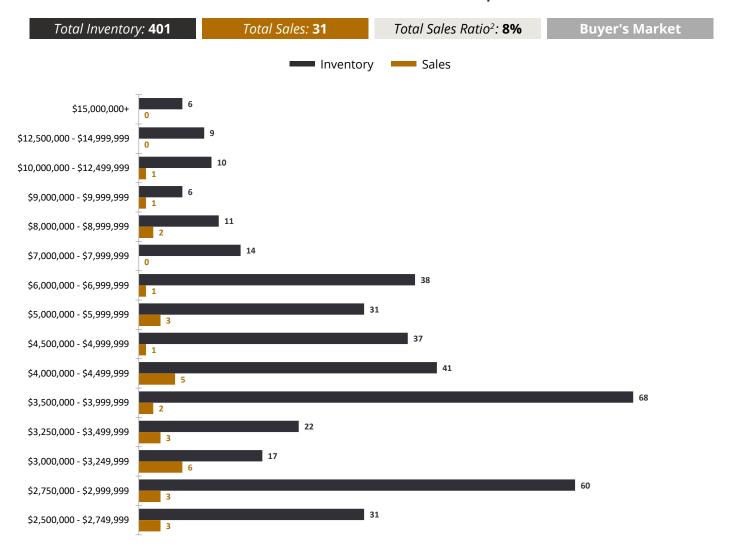
SEPTEMBER 2025



www.LuxuryHomeMarketing.com

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

LUXURY INVENTORY VS. SALES | AUGUST 2025



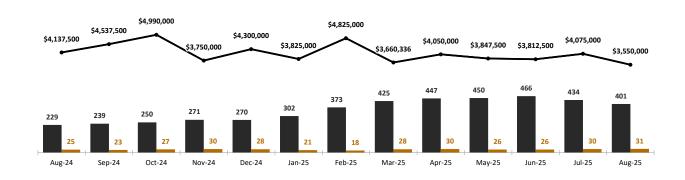
Square Feet³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$3,050,000	4	5	7	56	13%
3,000 - 3,999	\$3,795,000	4	5	9	110	8%
4,000 - 4,999	\$3,061,500	5	6	6	107	6%
5,000 - 5,999	\$4,387,500	6	8	6	66	9%
6,000 - 6,999	\$7,587,500	6	8	2	42	5%
7,000+	\$8,250,000	7	9	1	20	5%

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: \$2,500,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024 Aug. 2025

229 401

VARIANCE: **75**%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025

\$1,006 \$1,008

VARIANCE: 0%

TOTAL SOLDS

Aug. 2024 Aug. 2025

25 31

VARIANCE: **24**%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

93.75% 94.02%

VARIANCE: **0**%

SALES PRICE

Aug. 2024 Aug. 2025

\$4.14m \$3.55m

VARIANCE: -14%

DAYS ON MARKET

Aug. 2024 Aug. 2025

47 85

VARIANCE: 81%

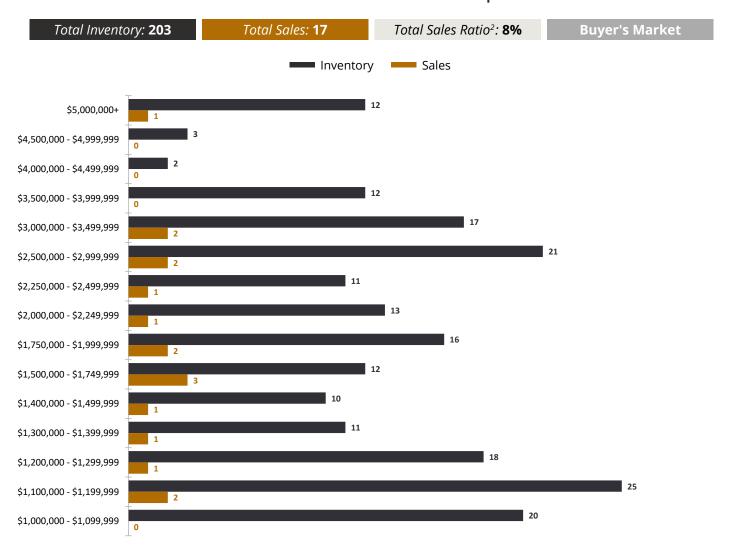
SOUTH WALTON MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **94.02% of list price** in August 2025.
- The most active price band is \$3,000,000-\$3,249,999, where the sales ratio is 35%.
- The median luxury sales price for single-family homes is \$3,550,000.
- The median days on market for August 2025 was 85 days, up from 47 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

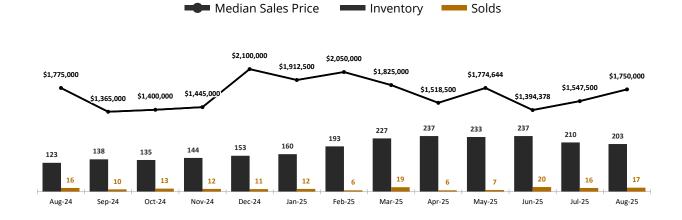


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,350,000	2	2	1	47	2%
1,500 - 1,999	\$1,550,000	3	3	5	61	8%
2,000 - 2,499	\$1,730,000	3	4	6	43	14%
2,500 - 2,999	\$2,400,000	4	4	4	30	13%
3,000 - 3,499	\$3,000,000	4	4	1	7	14%
3,500+	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

Aug. 2024 Aug. 2025

123 203

VARIANCE: 65%

\$ALE PRICE PER SQFT. **Aug. 2024**\$829

\$857

VARIANCE: **3**%

TOTAL SOLDS

Aug. 2024 Aug. 2025

16 17

VARIANCE: 6%

Aug. 2024 Aug. 2025 93.39% 96.34% SALES PRICE

Aug. 2024 Aug. 2025

\$1.78m \$1.75m

VARIANCE: -1%

DAYS ON MARKET

Aug. 2024 Aug. 2025

92 88

VARIANCE: -4%

SOUTH WALTON MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **96.34% of list price** in August 2025.
- The most active price band is \$1,500,000-\$1,749,999, where the sales ratio is 25%.
- The median luxury sales price for attached homes is \$1,750,000.
- The median days on market for August 2025 was 88 days, down from 92 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.