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

OCTOBER
2025

MIAMI
FLORIDA

www.LuxuryHomeMarketing.com

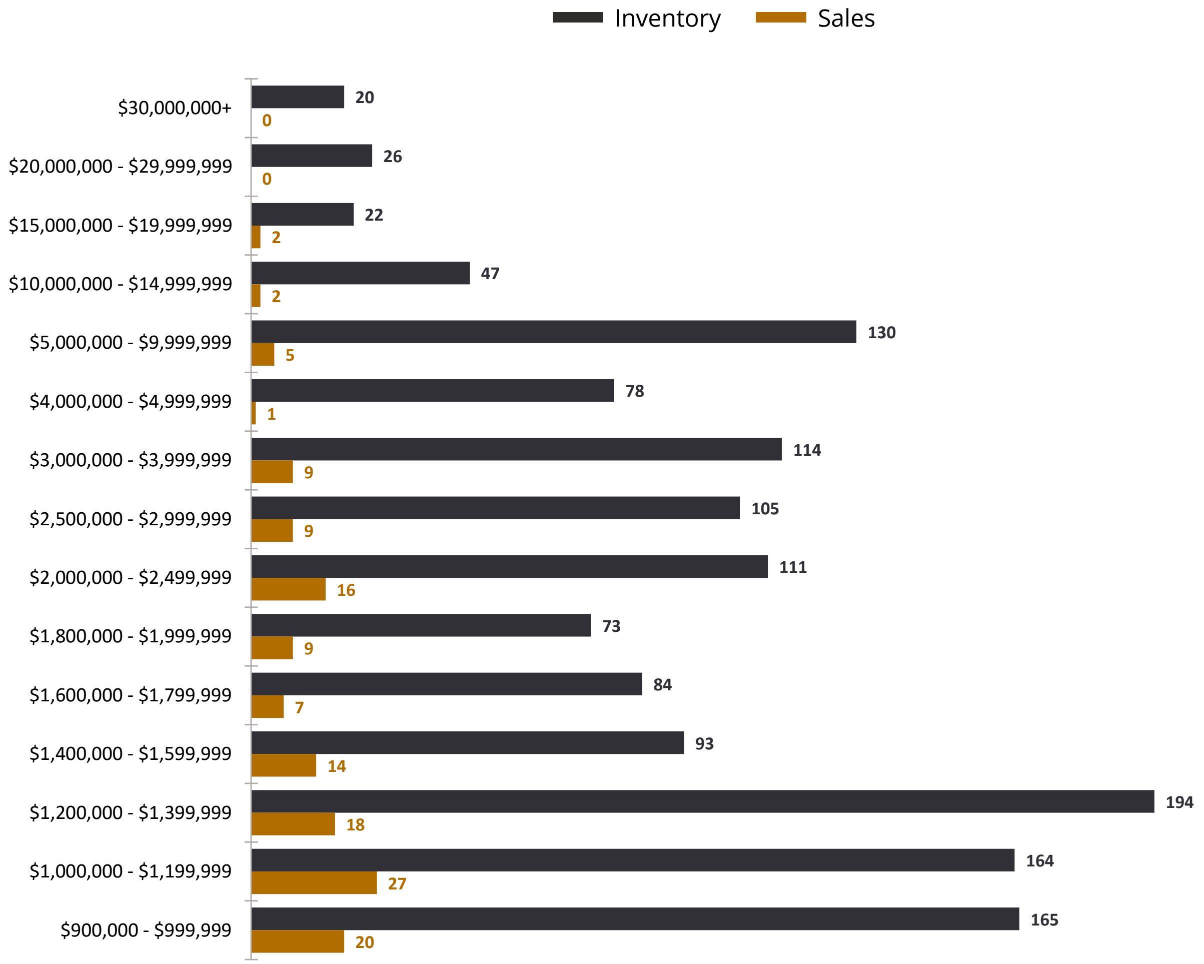
MIAMI

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$900,000**

LUXURY INVENTORY VS. SALES | SEPTEMBER 2025

Total Inventory: **1,426** | *Total Sales:* **139** | *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 - 2,999	$1,200,000	4	3	**91**	**762**	**12%**
3,000 - 3,499	$2,350,000	5	4	**13**	**156**	**8%**
3,500 - 3,999	$1,950,000	5	4	**14**	**105**	**13%**
4,000 - 4,499	$3,925,000	5	6	**8**	**80**	**10%**
4,500 - 4,999	$5,250,000	5	5	**3**	**58**	**5%**
5,000+	$6,382,500	6	7	**4**	**168**	**2%**

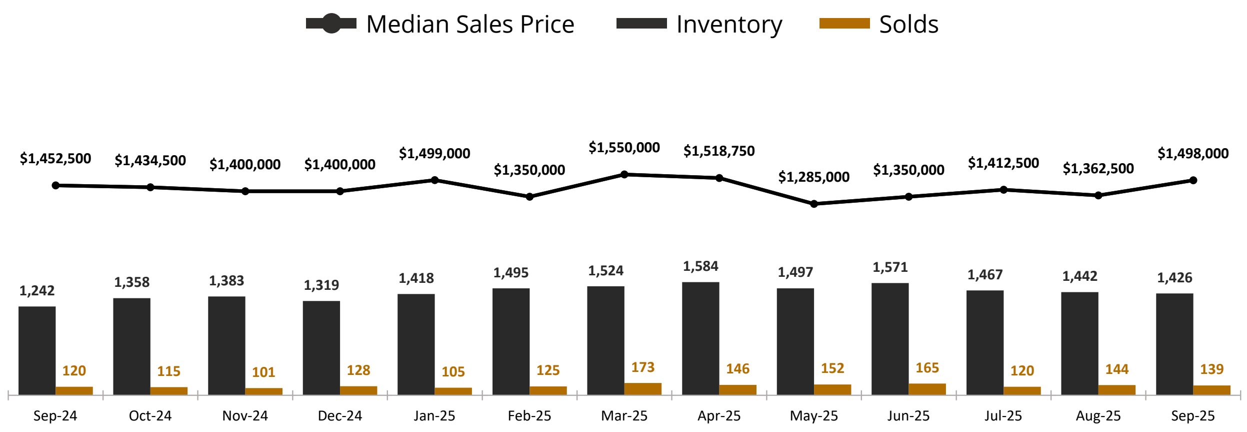
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

MIAMI

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$900,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2024	Sept. 2025
1,242	1,426

VARIANCE: **15%**

TOTAL SOLDS

Sept. 2024	Sept. 2025
120	139

VARIANCE: **16%**

SALES PRICE

Sept. 2024	Sept. 2025
$1.45m	$1.50m

VARIANCE: **3%**

SALE PRICE PER SQFT.

Sept. 2024	Sept. 2025
$627	$644

VARIANCE: **3%**

SALE TO LIST PRICE RATIO

Sept. 2024	Sept. 2025
95.34%	94.59%

VARIANCE: **-1%**

DAYS ON MARKET

Sept. 2024	Sept. 2025
54	59

VARIANCE: **9%**

MIAMI MARKET SUMMARY | SEPTEMBER 2025

- The single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **94.59% of list price** in September 2025.
- The most active price band is **$1,000,000-$1,199,999**, where the sales ratio is **16%**.
- The median luxury sales price for single-family homes is **$1,498,000**.
- The median days on market for September 2025 was **59** days, up from **54** in September 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.

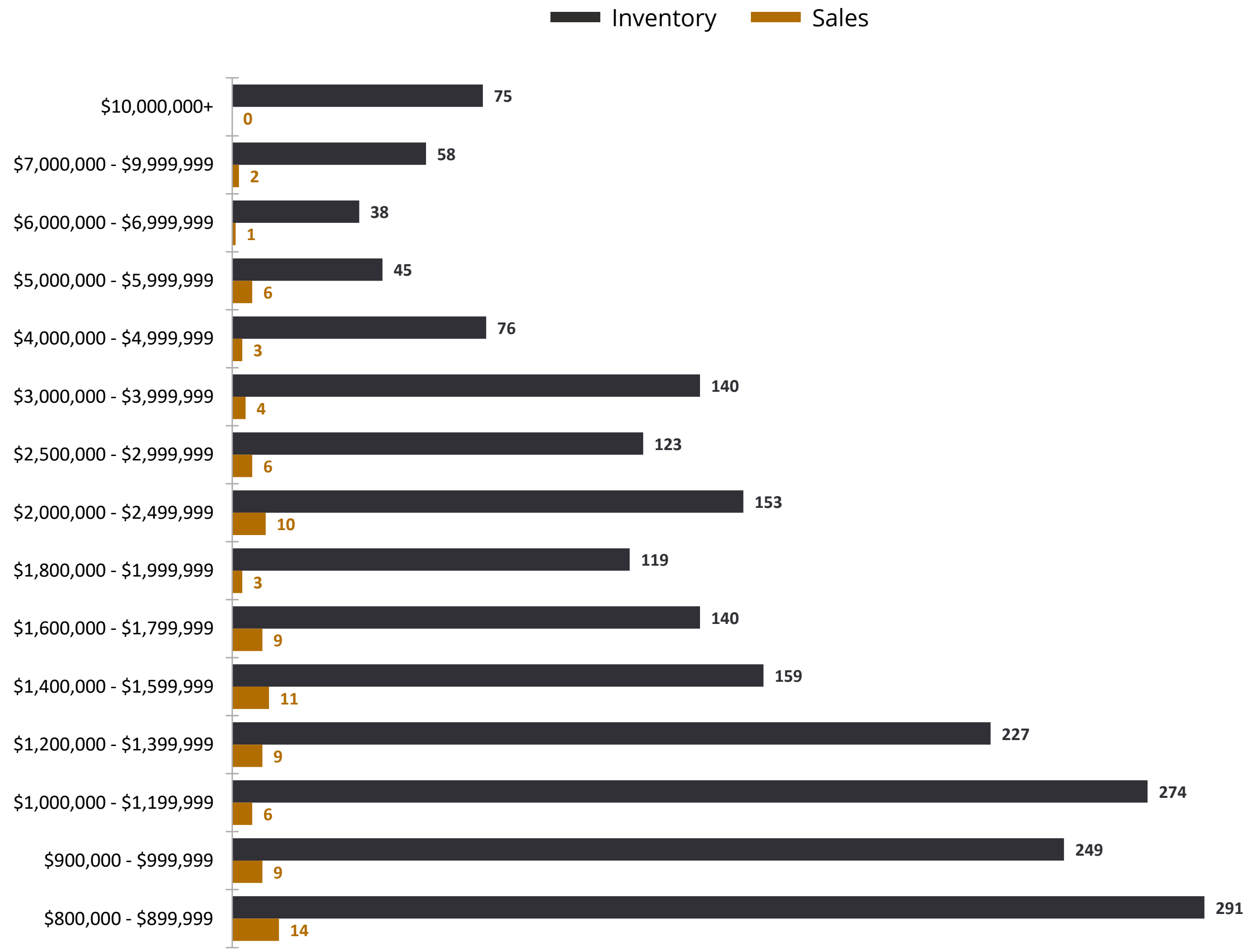
MIAMI

ATTACHED HOMES

Luxury Benchmark Price[1]*:* **$800,000**

LUXURY INVENTORY VS. SALES | SEPTEMBER 2025

Total Inventory: **2,167** | *Total Sales:* **93** | *Total Sales Ratio*[2]*:* **4%** | **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	$1,400,000	1	2	**8**	**276**	**3%**
1,000 - 1,499	$1,050,000	2	2	**27**	**757**	**4%**
1,500 - 1,999	$1,300,000	2	3	**25**	**499**	**5%**
2,000 - 2,499	$2,435,000	3	4	**11**	**212**	**5%**
2,500 - 2,999	$2,065,000	4	4	**9**	**118**	**8%**
3,000+	$5,150,000	3	5	**9**	**217**	**4%**

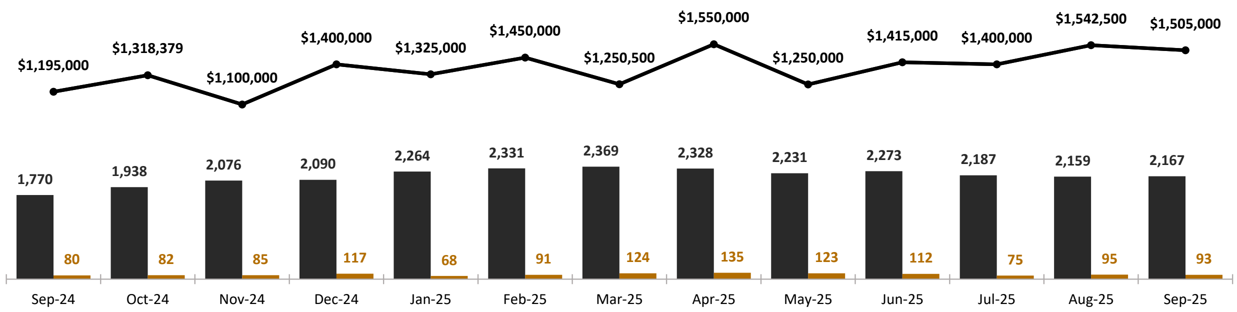
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

MIAMI

ATTACHED HOMES

Luxury Benchmark Price[1]: **$800,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2024	Sept. 2025
1,770	2,167

VARIANCE: **22%**

TOTAL SOLDS

Sept. 2024	Sept. 2025
80	93

VARIANCE: **16%**

SALES PRICE

Sept. 2024	Sept. 2025
$1.20m	$1.51m

VARIANCE: **26%**

SALE PRICE PER SQFT.

Sept. 2024	Sept. 2025
$902	$940

VARIANCE: **4%**

SALE TO LIST PRICE RATIO

Sept. 2024	Sept. 2025
94.95%	93.81%

VARIANCE: **-1%**

DAYS ON MARKET

Sept. 2024	Sept. 2025
122	96

VARIANCE: **-21%**

MIAMI MARKET SUMMARY | SEPTEMBER 2025

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **93.81% of list price** in September 2025.
- The most active price band is **$5,000,000-$5,999,999**, where the sales ratio is **13%**.
- The median luxury sales price for attached homes is **$1,505,000**.
- The median days on market for September 2025 was **96** days, down from **122** in September 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.