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

OCTOBER 2025

ORLANDO FLORIDA

www.LuxuryHomeMarketing.com

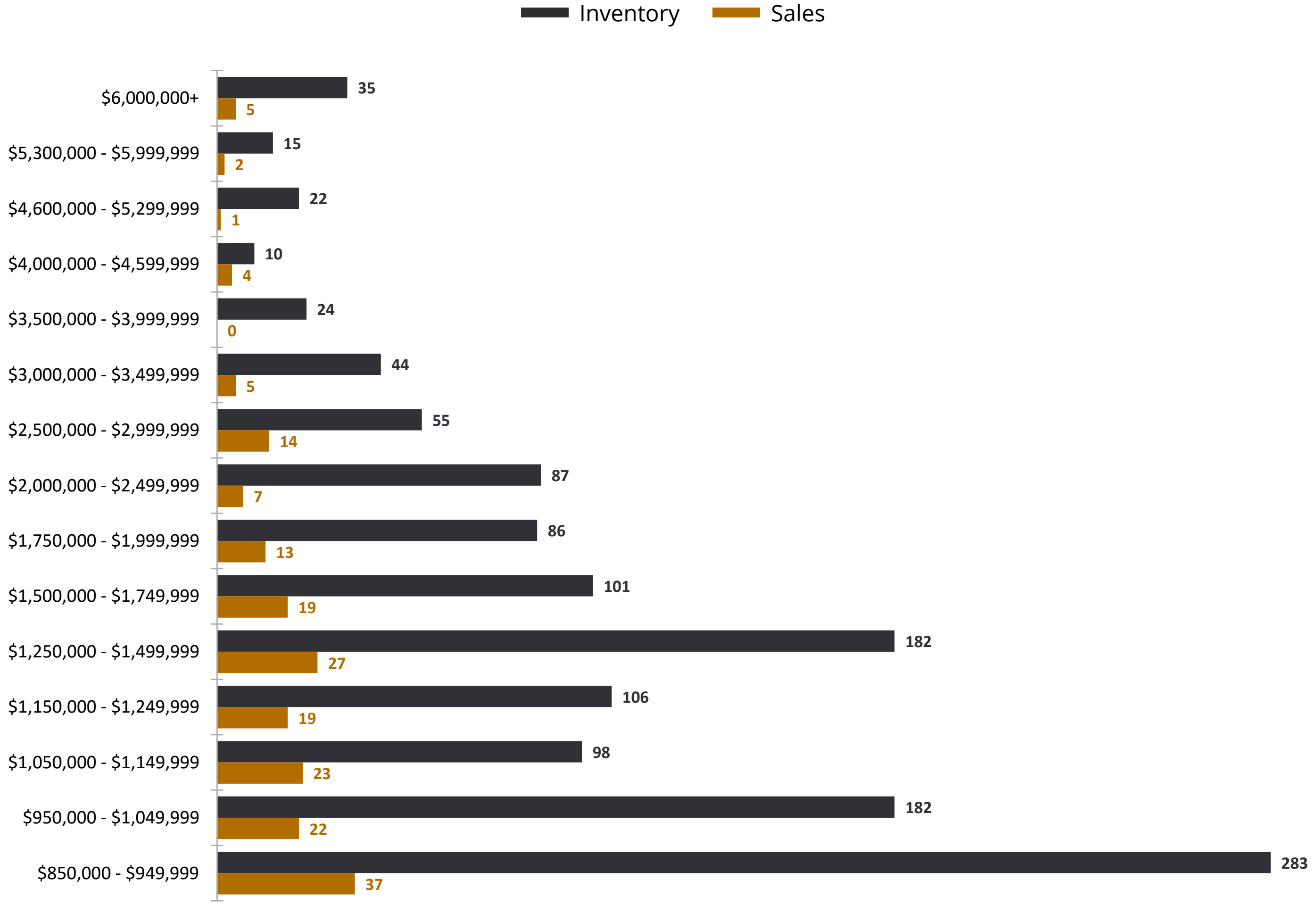
ORLANDO

SINGLE-FAMILY HOMES

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2025

Total Inventory: **1,330** | *Total Sales:* **198** | *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	$1,025,000	4	3	**37**	**257**	**14%**
3,000 - 3,999	$1,139,000	5	4	**85**	**496**	**17%**
4,000 - 4,999	$1,382,500	5	5	**52**	**351**	**15%**
5,000 - 5,999	$2,291,375	5	6	**10**	**96**	**10%**
6,000 - 6,999	$3,250,000	6	6	**5**	**65**	**8%**
7,000+	$4,350,000	6	8	**9**	**65**	**14%**

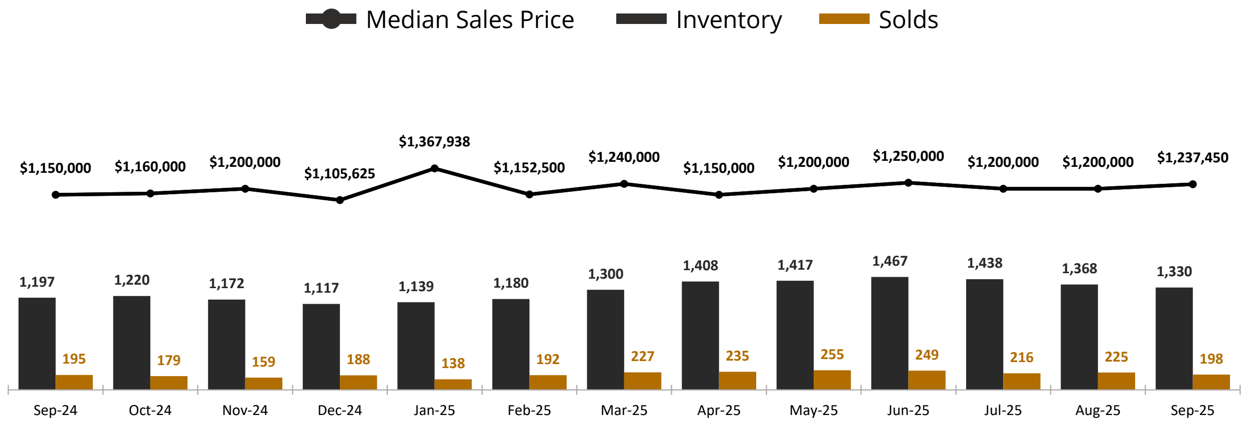
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

ORLANDO

SINGLE-FAMILY HOMES

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

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2024	Sept. 2025
1,197	1,330

VARIANCE: **11%**

TOTAL SOLDS

Sept. 2024	Sept. 2025
195	198

VARIANCE: **2%**

SALES PRICE

Sept. 2024	Sept. 2025
$1.15m	$1.24m

VARIANCE: **8%**

SALE PRICE PER SQFT.

Sept. 2024	Sept. 2025
$328	$355

VARIANCE: **8%**

SALE TO LIST PRICE RATIO

Sept. 2024	Sept. 2025
96.74%	96.23%

VARIANCE: **-1%**

DAYS ON MARKET

Sept. 2024	Sept. 2025
42	46

VARIANCE: **10%**

ORLANDO MARKET SUMMARY | SEPTEMBER 2025

- The single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **96.23% of list price** in September 2025.
- The most active price band is **$4,000,000-$4,599,999**, where the sales ratio is **40%**.
- The median luxury sales price for single-family homes is **$1,237,450**.
- The median days on market for September 2025 was **46** days, up from **42** 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.

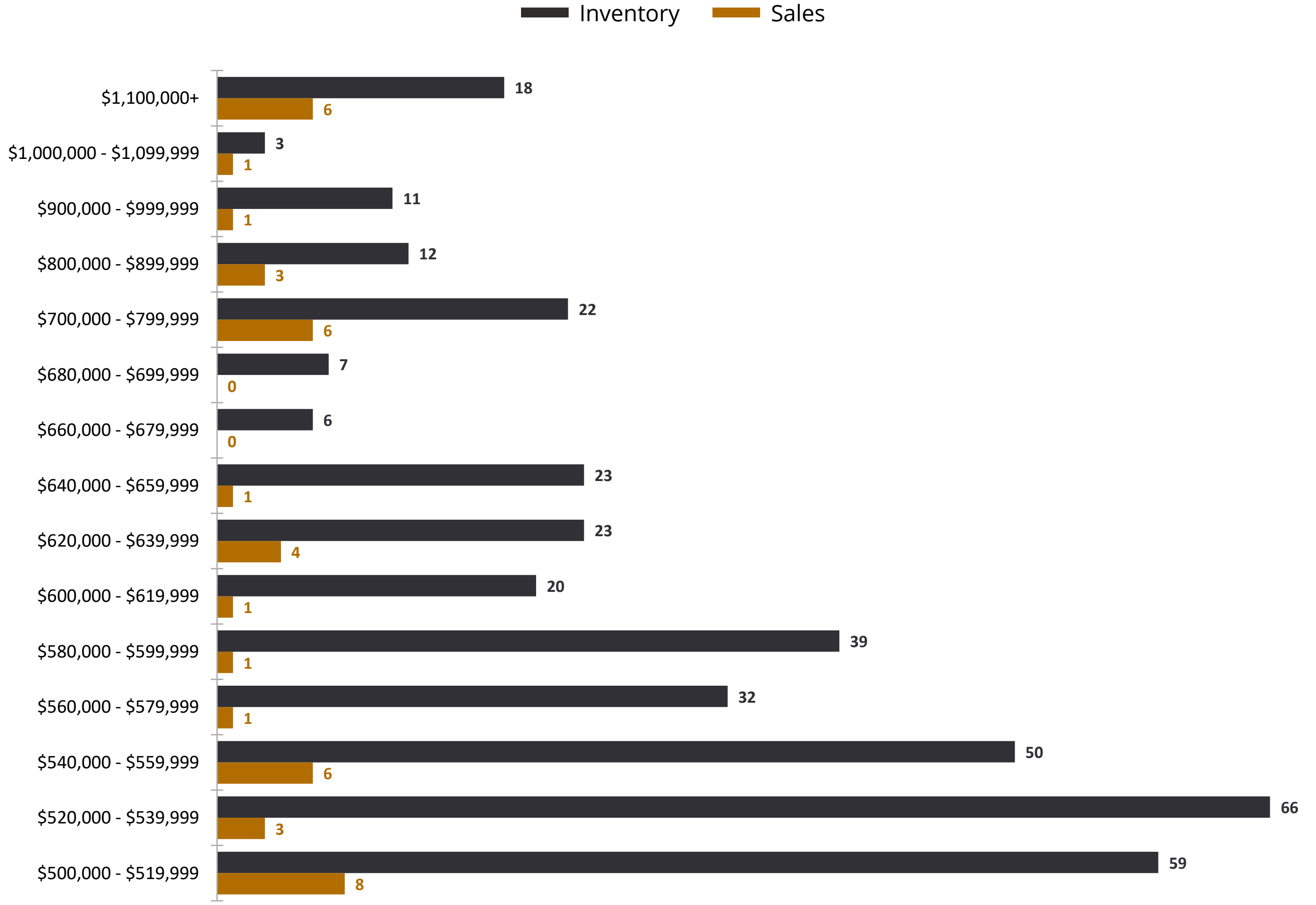
ORLANDO

ATTACHED HOMES

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2025

Total Inventory: **391** | *Total Sales:* **42** | *Total Sales Ratio*[2]: **11%** | **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	$750,000	2	2	**1**	**4**	**25%**
1,000 - 1,499	$612,500	2	2	**6**	**39**	**15%**
1,500 - 1,999	$570,000	3	3	**11**	**122**	**9%**
2,000 - 2,499	$545,000	3	4	**15**	**184**	**8%**
2,500 - 2,999	$909,000	3	4	**4**	**26**	**15%**
3,000+	$2,825,000	4	5	**5**	**16**	**31%**

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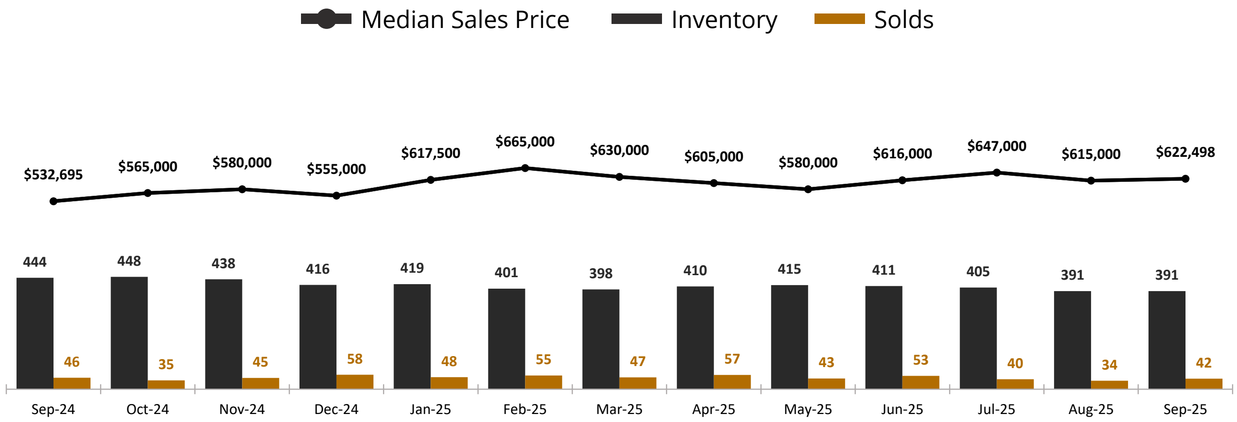
ORLANDO

ATTACHED HOMES

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

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | SEPTEMBER

	Sept. 2024	Sept. 2025	Variance
TOTAL INVENTORY	444	391	-12%
TOTAL SOLDS	46	42	-9%
SALES PRICE	$533k	$622k	17%
SALE PRICE PER SQFT.	$299	$330	10%
SALE TO LIST PRICE RATIO	98.50%	97.49%	-1%
DAYS ON MARKET	47	29	-38%

ORLANDO MARKET SUMMARY | SEPTEMBER 2025

- The attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **97.49% of list price** in September 2025.
- The most active price band is **$1,100,000**+, where the sales ratio is **33%**.
- The median luxury sales price for attached homes is **$622,498**.
- The median days on market for September 2025 was **29** days, down from **47** 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.