INSTITUTE for LUXURY HOME MARKETING®

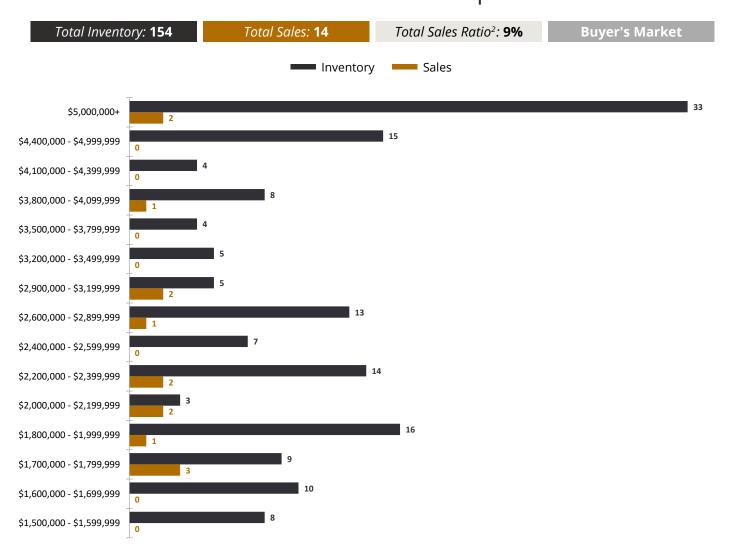
by Colibri Real Estate

NOVEMBER 2025



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

LUXURY INVENTORY VS. SALES | OCTOBER 2025

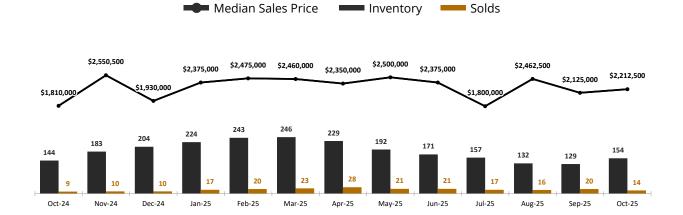


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	NA	NA	NA	0	14	0%
2,000 - 2,499	\$2,137,500	3	3	6	37	16%
2,500 - 2,999	\$1,796,250	5	4	2	21	10%
3,000 - 3,499	\$3,200,000	4	5	4	18	22%
3,500 - 3,999	NA	NA	NA	0	19	0%
4,000+	\$4,825,000	5	6	2	45	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 Price¹: \$1,500,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2024 Oct. 2025

144 154

VARIANCE: 7%

SALE PRICE PER SQFT.

Oct. 2024 Oct. 2025

\$717 \$858

VARIANCE: 20%

TOTAL SOLDS

Oct. 2024 Oct. 2025

9 14

VARIANCE: 56%

oct. 2024 oct. 2025
93.75% 91.16%

VARIANCE: -3%

SALES PRICE

Oct. 2024 Oct. 2025

\$1.81m \$2.21m

VARIANCE: 22%

DAYS ON MARKET
Oct. 2024 Oct. 2025

105 88

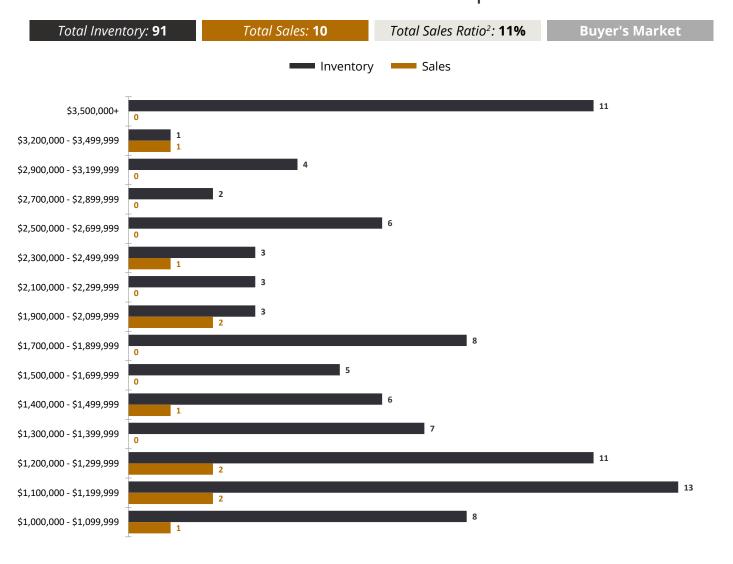
VARIANCE: -16%

MARCO ISLAND MARKET SUMMARY | OCTOBER 2025

- The single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **91.16% of list price** in October 2025.
- The most active price band is \$2,000,000-\$2,199,999, where the sales ratio is 67%.
- The median luxury sales price for single-family homes is \$2,212,500.
- The median days on market for October 2025 was 88 days, down from 105 in October 2024.

Luxury Benchmark Price¹: \$1,000,000

LUXURY INVENTORY VS. SALES | OCTOBER 2025

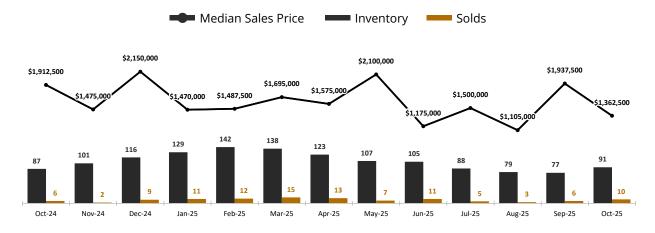


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	0	NA
1,000 - 1,499	\$1,175,000	2	2	3	17	18%
1,500 - 1,999	\$1,540,000	3	3	2	27	7%
2,000 - 2,499	\$1,250,000	2	3	1	19	5%
2,500 - 2,999	\$1,687,500	3	3	2	11	18%
3,000+	\$2,925,000	3	4	2	17	12%

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 | OCTOBER

TOTAL INVENTORY TOTAL SOLDS SALES PRICE Oct. 2024 Oct. 2025 Oct. 2024 Oct. 2024 Oct. 2025 Oct. 2025 \$1.91m \$1.36m 91 87 6 10 VARIANCE: 5% VARIANCE: 67% VARIANCE: -29% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET Oct. 2024 Oct. 2025 Oct. 2024 Oct. 2025 Oct. 2024 Oct. 2025 \$812 \$799 90.44% 91.58% 103 125 VARIANCE: -2% VARIANCE: 21% VARIANCE: 1%

MARCO ISLAND MARKET SUMMARY | OCTOBER 2025

- The attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **91.58% of list price** in October 2025.
- The most active price band is \$3,200,000-\$3,499,999, where the sales ratio is 100%.
- The median luxury sales price for attached homes is \$1,362,500.
- The median days on market for October 2025 was 125 days, up from 103 in October 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.