

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

by Colibri Real Estate

DECEMBER  
2025

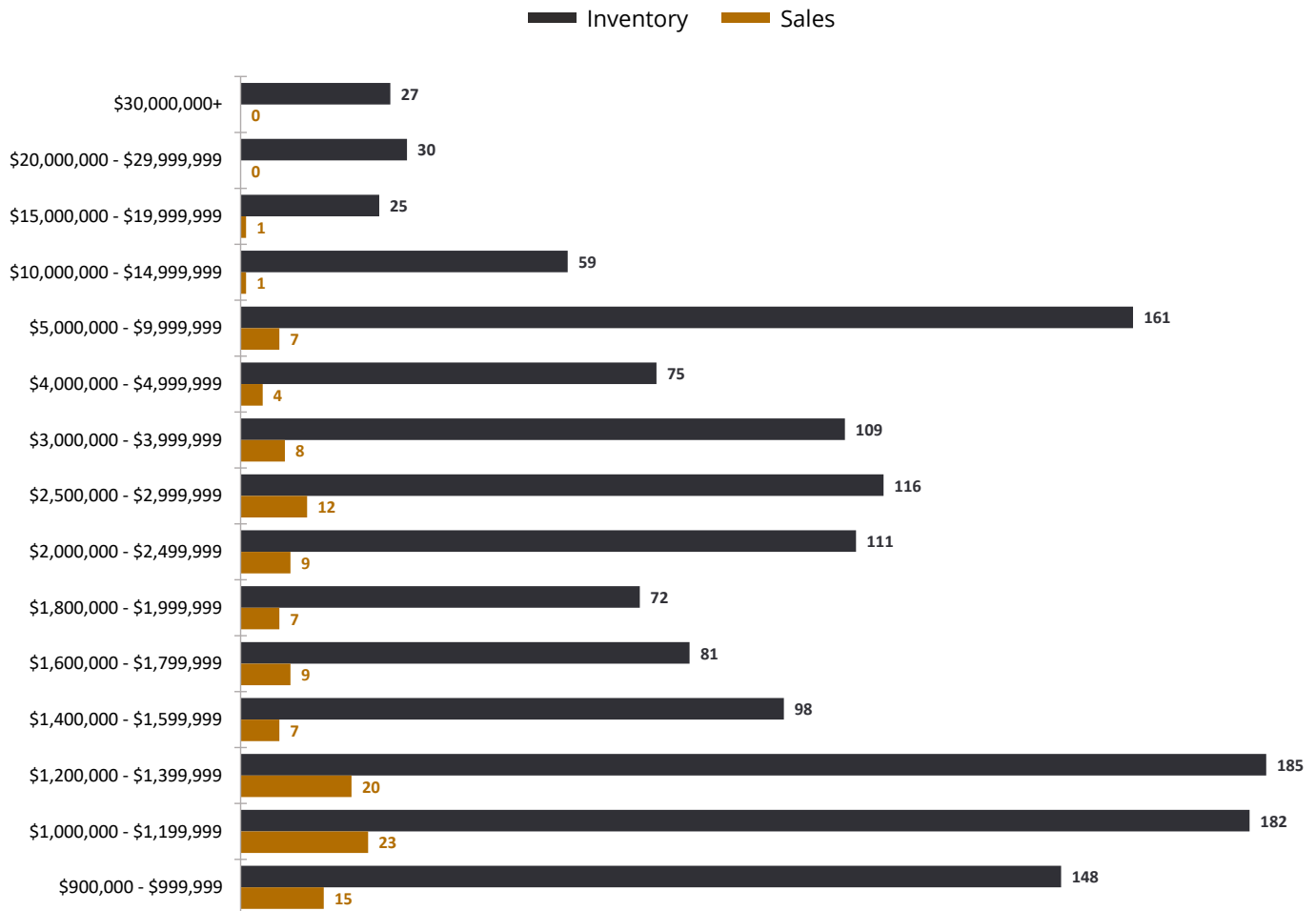


MIAMI  
FLORIDA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | NOVEMBER 2025

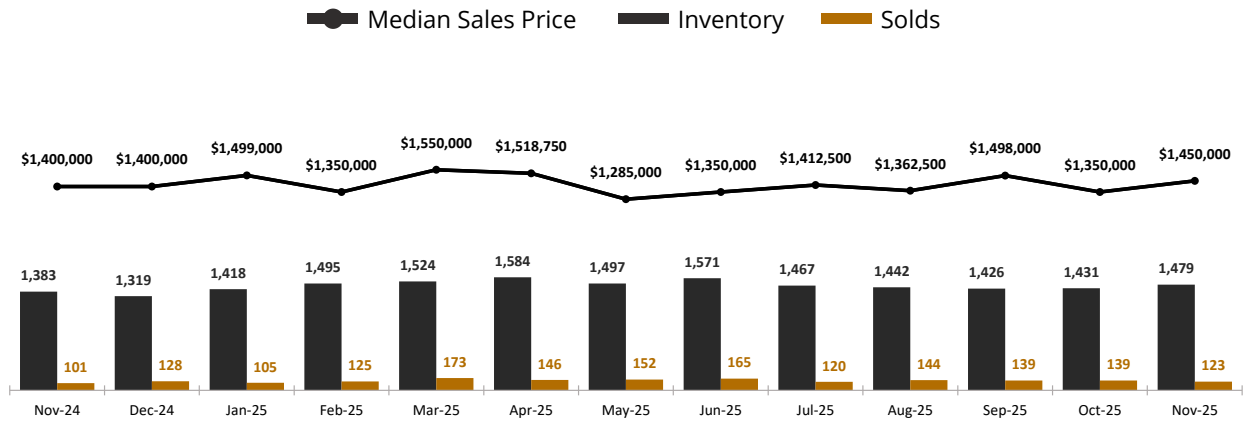
**Total Inventory: 1,479**    **Total Sales: 123**    **Total Sales Ratio<sup>2</sup>: 8%**    **Buyer's Market**



Square Feet <sup>3</sup> -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	67	780	9%
3,000 - 3,499	\$1,387,500	5	4	18	154	12%
3,500 - 3,999	\$1,235,000	5	5	5	117	4%
4,000 - 4,499	\$2,625,000	5	5	12	84	14%
4,500 - 4,999	\$2,325,000	6	6	3	59	5%
5,000+	\$4,500,000	6	6	11	192	6%

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

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | NOVEMBER

#### TOTAL INVENTORY

Nov. 2024: 1,383  
Nov. 2025: 1,479

VARIANCE: **7%**

#### TOTAL SOLDS

Nov. 2024: 101  
Nov. 2025: 123

VARIANCE: **22%**

#### SALES PRICE

Nov. 2024: \$1.40m  
Nov. 2025: \$1.45m

VARIANCE: **4%**

#### SALE PRICE PER SQFT.

Nov. 2024: \$585  
Nov. 2025: \$555

VARIANCE: **-5%**

#### SALE TO LIST PRICE RATIO

Nov. 2024: 95.26%  
Nov. 2025: 93.54%

VARIANCE: **-2%**

#### DAYS ON MARKET

Nov. 2024: 56  
Nov. 2025: 55

VARIANCE: **-2%**

## MIAMI MARKET SUMMARY | NOVEMBER 2025

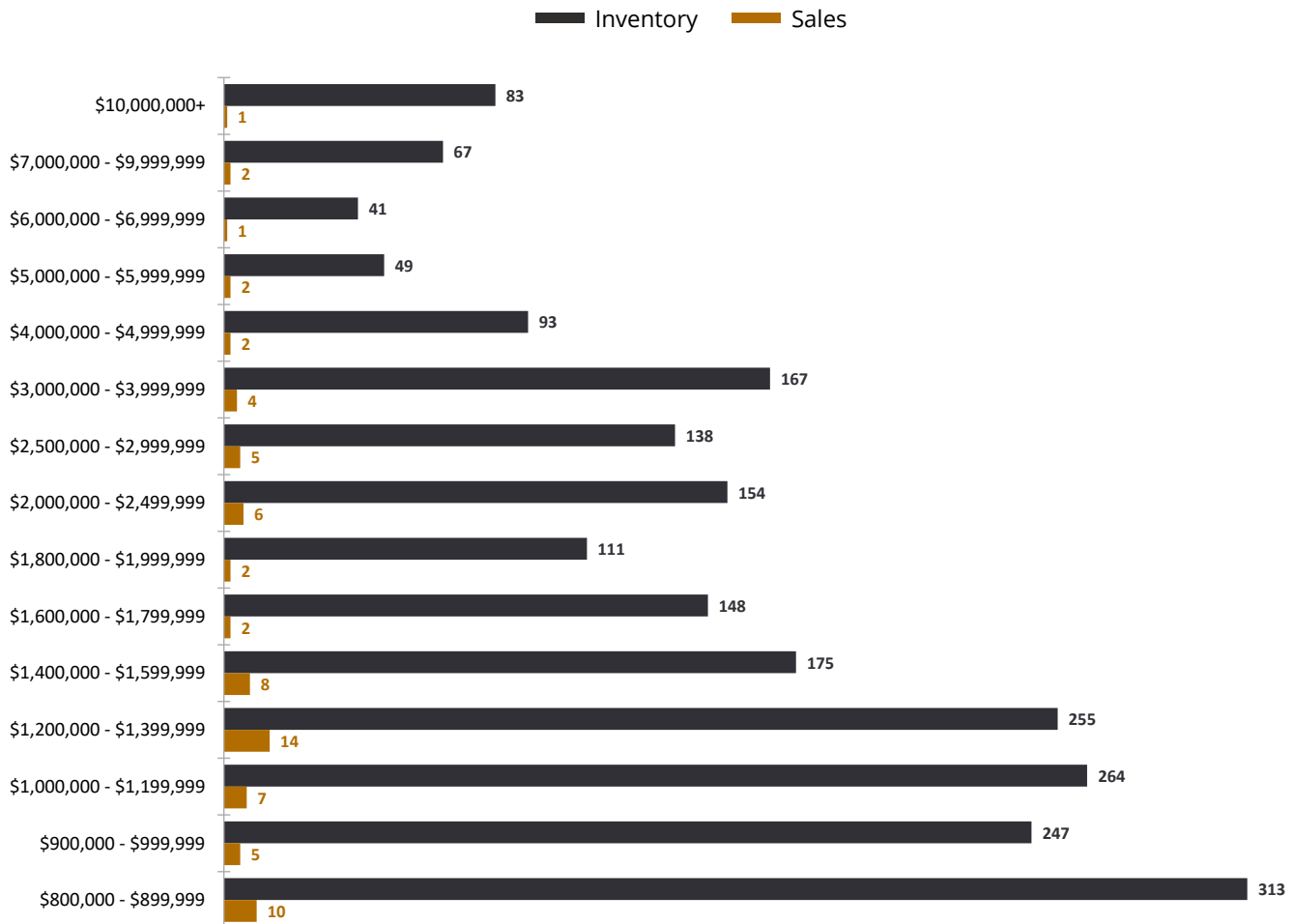
- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **93.54% of list price** in November 2025.
- The most active price band is **\$1,000,000-\$1,199,999**, where the sales ratio is **13%**.
- The median luxury sales price for single-family homes is **\$1,450,000**.
- The median days on market for November 2025 was **55** days, down from **56** in November 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

## LUXURY INVENTORY VS. SALES | NOVEMBER 2025

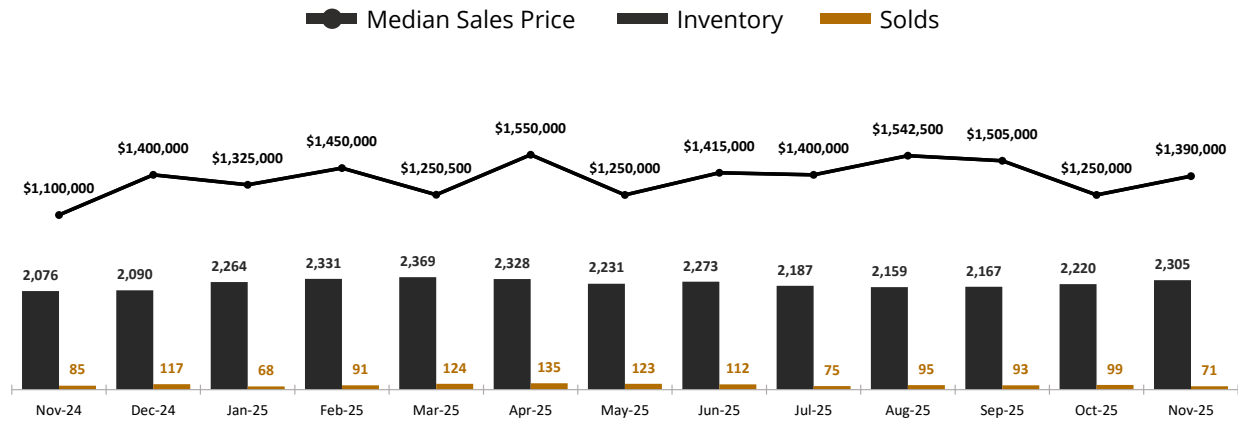
**Total Inventory: 2,305**    **Total Sales: 71**    **Total Sales Ratio<sup>2</sup>: 3%**    **Buyer's Market**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$850,000	1	1	6	303	2%
1,000 - 1,499	\$1,250,000	2	2	21	776	3%
1,500 - 1,999	\$1,300,000	2	3	23	522	4%
2,000 - 2,499	\$2,112,500	3	4	8	230	3%
2,500 - 2,999	\$2,799,999	3	4	5	143	3%
3,000+	\$6,750,000	4	5	7	243	3%

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

## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA REVIEW | NOVEMBER

### TOTAL INVENTORY

Nov. 2024: 2,076  
Nov. 2025: 2,305

VARIANCE: **11%**

### TOTAL SOLDS

Nov. 2024: 85  
Nov. 2025: 71

VARIANCE: **-16%**

### SALES PRICE

Nov. 2024: \$1.10m  
Nov. 2025: \$1.39m

VARIANCE: **26%**

### SALE PRICE PER SQFT.

Nov. 2024: \$849  
Nov. 2025: \$1,008

VARIANCE: **19%**

### SALE TO LIST PRICE RATIO

Nov. 2024: 93.45%  
Nov. 2025: 93.48%

VARIANCE: **0%**

### DAYS ON MARKET

Nov. 2024: 132  
Nov. 2025: 121

VARIANCE: **-8%**

## MIAMI MARKET SUMMARY | NOVEMBER 2025

- The attached luxury market is a **Buyer's Market** with a **3% Sales Ratio**.
- Homes sold for a median of **93.48% of list price** in November 2025.
- The most active price band is **\$1,200,000-\$1,399,999**, where the sales ratio is **5%**.
- The median luxury sales price for attached homes is **\$1,390,000**.
- The median days on market for November 2025 was **121** days, down from **132** in November 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.