INSTITUTE for LUXURY HOME MARKETING®

by Colibri Real Estate



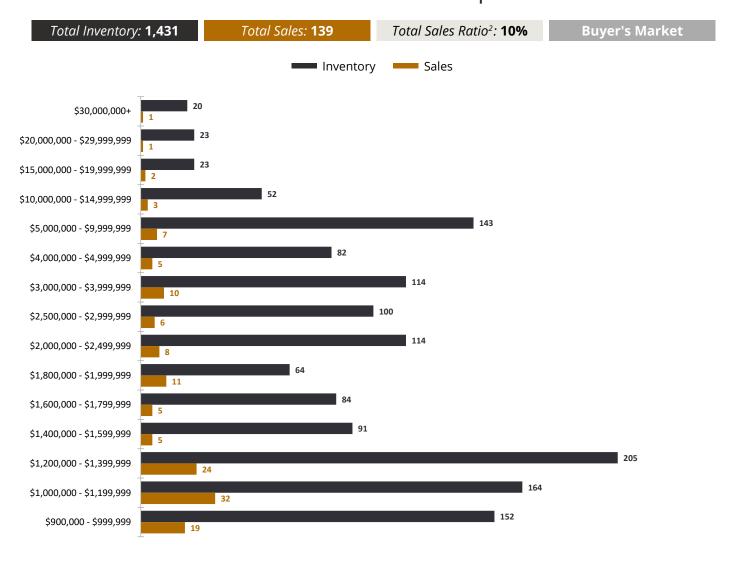


www.LuxuryHomeMarketing.com



Luxury Benchmark Price 1: \$900,000

LUXURY INVENTORY VS. SALES | OCTOBER 2025



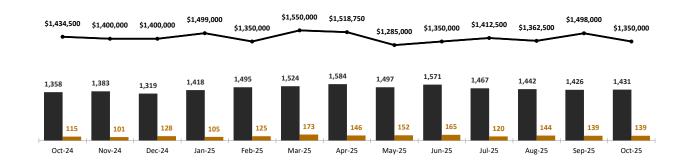
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,200,000	4	3	91	761	12%
3,000 - 3,499	\$1,300,000	4	4	13	154	8%
3,500 - 3,999	\$2,830,000	5	4	11	108	10%
4,000 - 4,499	\$4,600,000	5	6	5	86	6%
4,500 - 4,999	\$4,510,000	5	5	3	58	5%
5,000+	\$7,625,000	6	7	12	176	7%

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: \$900,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2024 Oct. 2025

1,358 1,431

VARIANCE: 5%

SALE PRICE PER SQFT.

Oct. 2024 Oct. 2025

\$648 \$638

VARIANCE: -2%

TOTAL SOLDS

Oct. 2024 Oct. 2025

115 139

VARIANCE: 21%

SALE TO LIST PRICE RATIO

Oct. 2024 Oct. 2025

94.32% 94.29%

VARIANCE: **0**%

SALES PRICE

Oct. 2024 Oct. 2025

\$1.43m \$1.35m

VARIANCE: -6%

DAYS ON MARKET

Oct. 2024 Oct. 2025

71 69

VARIANCE: -3%

MIAMI MARKET SUMMARY | OCTOBER 2025

- The single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **94.29% of list price** in October 2025.
- The most active price band is \$1,000,000-\$1,199,999, where the sales ratio is 20%.
- The median luxury sales price for single-family homes is \$1,350,000.
- The median days on market for October 2025 was 69 days, down from 71 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.

Luxury Benchmark Price 1: \$800,000

LUXURY INVENTORY VS. SALES | OCTOBER 2025



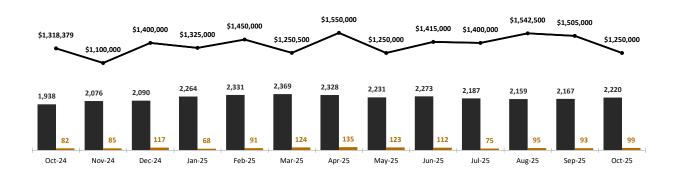
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$950,000	1	2	5	293	2%
1,000 - 1,499	\$1,000,000	2	2	33	773	4%
1,500 - 1,999	\$1,412,500	2	3	26	488	5%
2,000 - 2,499	\$1,618,839	3	4	15	222	7%
2,500 - 2,999	\$2,875,000	3	4	8	132	6%
3,000+	\$3,365,000	4	5	10	224	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 Price 1: \$800,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2024 Oct. 2025

1,938 2,220

VARIANCE: 15%

SALE PRICE PER SQFT.

Oct. 2024 Oct. 2025

\$913 \$845

VARIANCE: -**7**%

TOTAL SOLDS

Oct. 2024 Oct. 2025

82 99

VARIANCE: 21%

SALE TO LIST PRICE RATIO

Oct. 2024 Oct. 2025

94.16% 93.85%

VARIANCE: **0**%

SALES PRICE

Oct. 2024 Oct. 2025

\$1.32m \$1.25m

VARIANCE: -5%

DAYS ON MARKET

Oct. 2024 Oct. 2025

93 87

VARIANCE: -6%

MIAMI MARKET SUMMARY | OCTOBER 2025

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **93.85% of list price** in October 2025.
- The most active price band is \$6,000,000-\$6,999,999, where the sales ratio is 10%.
- The median luxury sales price for attached homes is \$1,250,000.
- The median days on market for October 2025 was 87 days, down from 93 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.