INSTITUTE for LUXURY HOME MARKETING®

by Colibri Real Estate

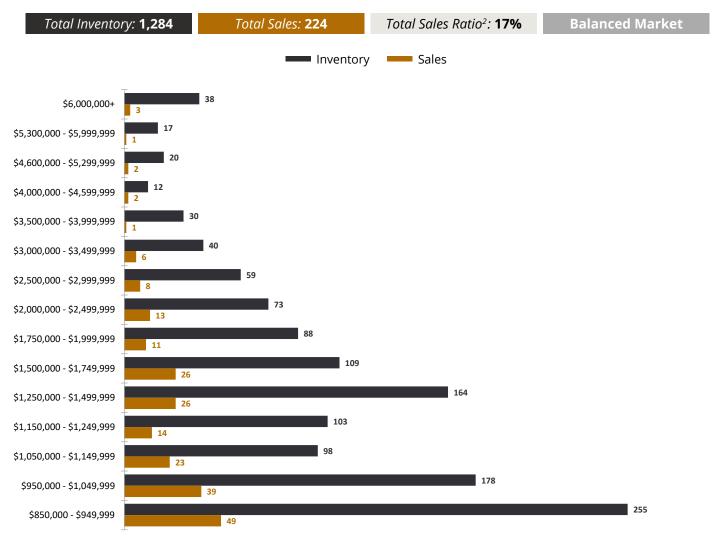




www.LuxuryHomeMarketing.com

Luxury Benchmark Price 1: \$850,000

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	\$985,000	4	3	40	244	16%
3,000 - 3,999	\$1,099,990	4	4	83	466	18%
4,000 - 4,999	\$1,200,000	5	5	74	334	22%
5,000 - 5,999	\$1,500,000	5	5	13	98	13%
6,000 - 6,999	\$2,750,000	5	7	9	74	12%
7,000+	\$4,800,000	6	9	5	68	7%

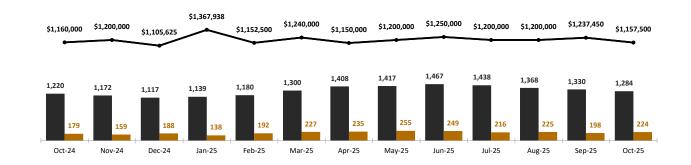
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

ORLANDO

Luxury Benchmark Price 1: \$850,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2024 Oct. 2025

1,220 1,284

VARIANCE: 5%

SALE PRICE PER SQFT.

Oct. 2024 Oct. 2025

\$339 \$337

VARIANCE: -1%

TOTAL SOLDS

Oct. 2024 Oct. 2025

179 224

VARIANCE: 25%

SALE TO LIST PRICE RATIO

Oct. 2024 Oct. 2025

96.74% 97.07%

VARIANCE: **0**%

SALES PRICE

Oct. 2024 Oct. 2025

\$1.16m \$1.16m

VARIANCE: 0%

DAYS ON MARKET

Oct. 2024 Oct. 2025

51 59

VARIANCE: 16%

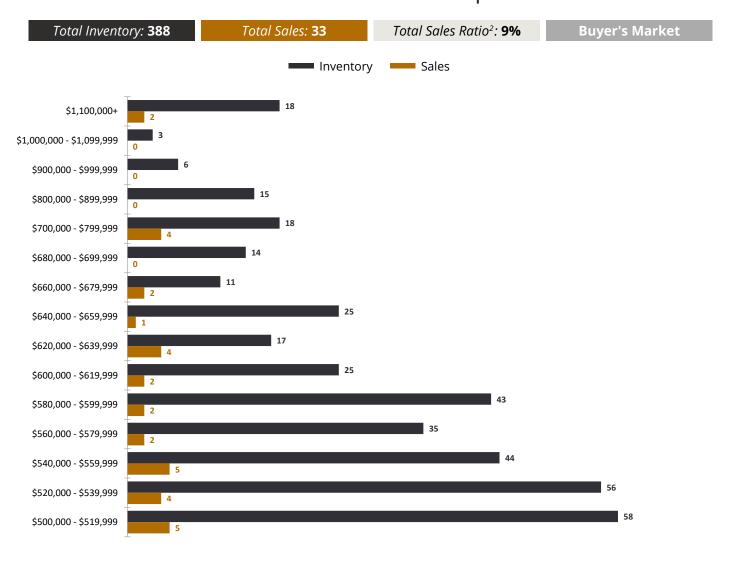
ORLANDO MARKET SUMMARY | OCTOBER 2025

- The single-family luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **97.07% of list price** in October 2025.
- The most active price band is \$1,500,000-\$1,749,999, where the sales ratio is 24%.
- The median luxury sales price for single-family homes is \$1,157,500.
- The median days on market for October 2025 was **59** days, up from **51** 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: \$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 - 999	NA	NA	NA	0	7	0%
1,000 - 1,499	\$550,000	2	2	5	39	13%
1,500 - 1,999	\$555,550	3	3	14	126	11%
2,000 - 2,499	\$599,000	3	4	11	174	6%
2,500 - 2,999	\$795,000	4	4	1	26	4%
3,000+	\$2,669,460	4	6	2	16	13%

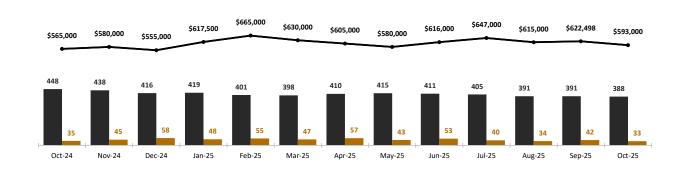
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

ORLANDO

Luxury Benchmark Price 1: \$500,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2024 Oct. 2025

448 388

VARIANCE: -13%

SALE PRICE PER SQFT.

Oct. 2024 Oct. 2025

\$291

\$311

VARIANCE: 7%

TOTAL SOLDS

Oct. 2024 Oct. 2025

> 35 33

VARIANCE: -6%

SALE TO LIST PRICE RATIO

Oct. 2024 Oct. 2025

98.46% 98.33%

VARIANCE: **0**%

SALES PRICE

Oct. 2024 Oct. 2025

\$565k \$593k

VARIANCE: 5%

DAYS ON MARKET

Oct. 2024 Oct. 2025

> 49 53

VARIANCE: 8%

ORLANDO MARKET SUMMARY | OCTOBER 2025

- The attached luxury market is a Buyer's Market with a 9% Sales Ratio.
- Homes sold for a median of **98.33% of list price** in October 2025.
- The most active price band is \$620,000-\$639,999, where the sales ratio is 24%.
- The median luxury sales price for attached homes is \$593,000.
- The median days on market for October 2025 was 53 days, up from 49 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.