

INSTITUTE *for*
LUXURY HOME
MARKETING®

by Colibri Real Estate

MARCH
2026

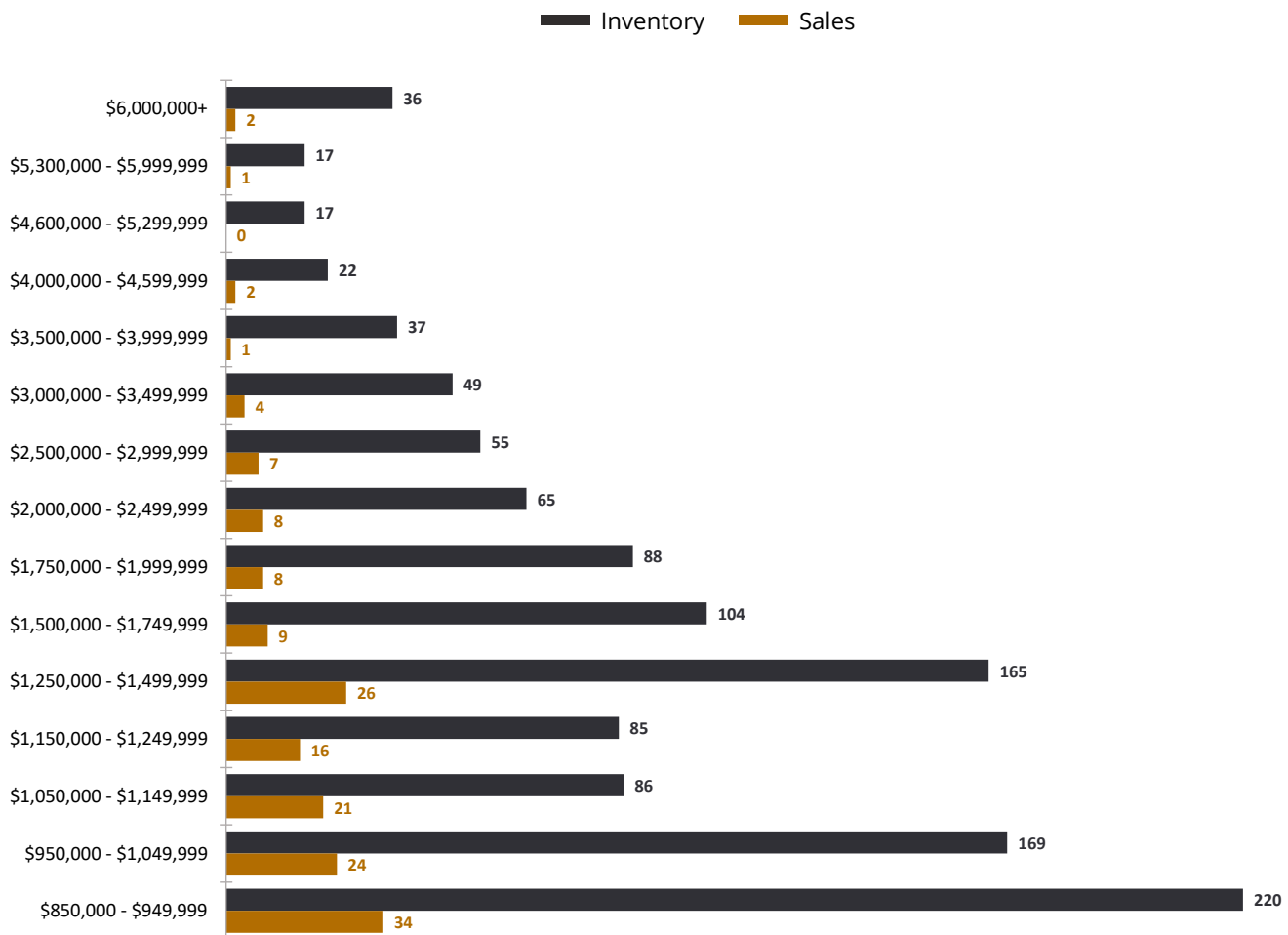


ORLANDO
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 2026

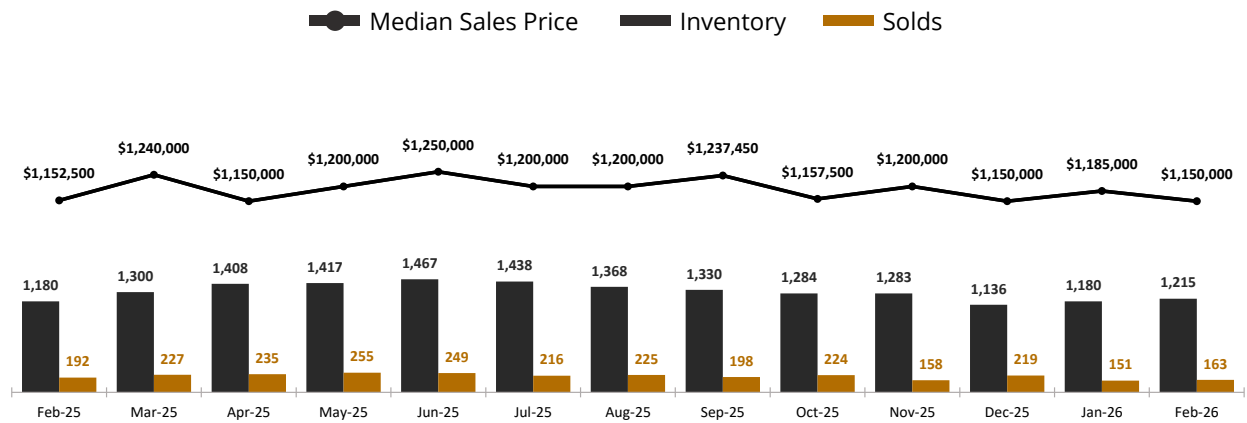
Total Inventory: 1,215 **Total Sales: 163** **Total Sales Ratio²: 13%** **Balanced Market**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$999,500	4	3	40	218	18%
3,000 - 3,999	\$1,100,000	5	4	69	431	16%
4,000 - 4,999	\$1,249,095	5	5	30	329	9%
5,000 - 5,999	\$1,625,000	5	5	8	118	7%
6,000 - 6,999	\$2,025,000	6	7	8	62	13%
7,000+	\$3,250,000	6	9	8	57	14%

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.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2025 Feb. 2026
1,180 **1,215**

VARIANCE: **3%**

TOTAL SOLDS

Feb. 2025 Feb. 2026
192 **163**

VARIANCE: **-15%**

SALES PRICE

Feb. 2025 Feb. 2026
\$1.15m **\$1.15m**

VARIANCE: **0%**

SALE PRICE PER SQFT.

Feb. 2025 Feb. 2026
\$353 **\$345**

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

Feb. 2025 Feb. 2026
96.72% **97.08%**

VARIANCE: **0%**

DAYS ON MARKET

Feb. 2025 Feb. 2026
72 **51**

VARIANCE: **-29%**

ORLANDO MARKET SUMMARY | FEBRUARY 2026

- The single-family luxury market is a **Balanced Market** with a **13% Sales Ratio**.
- Homes sold for a median of **97.08% of list price** in February 2026.
- The most active price band is **\$1,050,000-\$1,149,999**, where the sales ratio is **24%**.
- The median luxury sales price for single-family homes is **\$1,150,000**.
- The median days on market for February 2026 was **51** days, down from **72** in February 2025.

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.

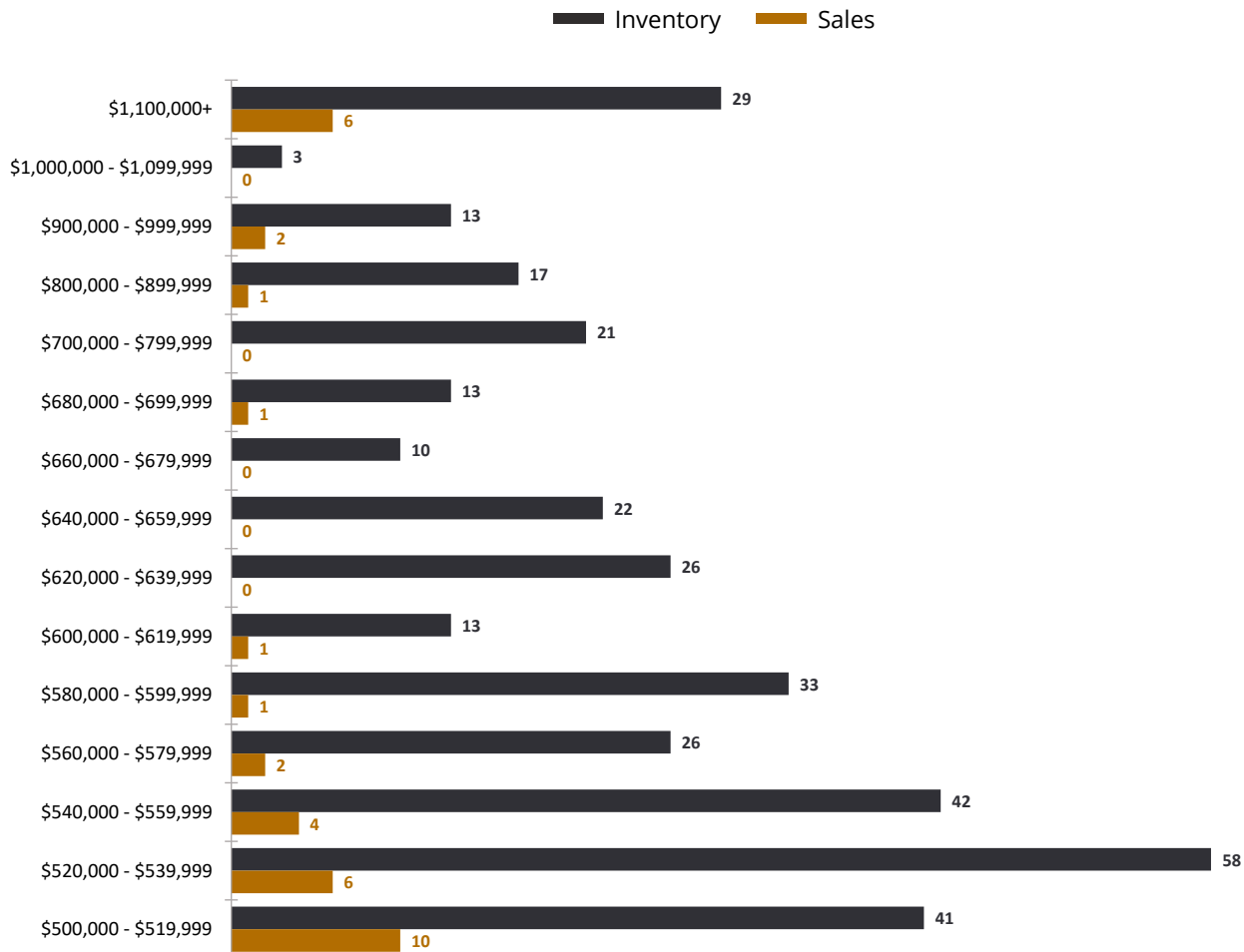
LUXURY INVENTORY VS. SALES | FEBRUARY 2026

Total Inventory: **367**

Total Sales: **34**

Total Sales Ratio²: **9%**

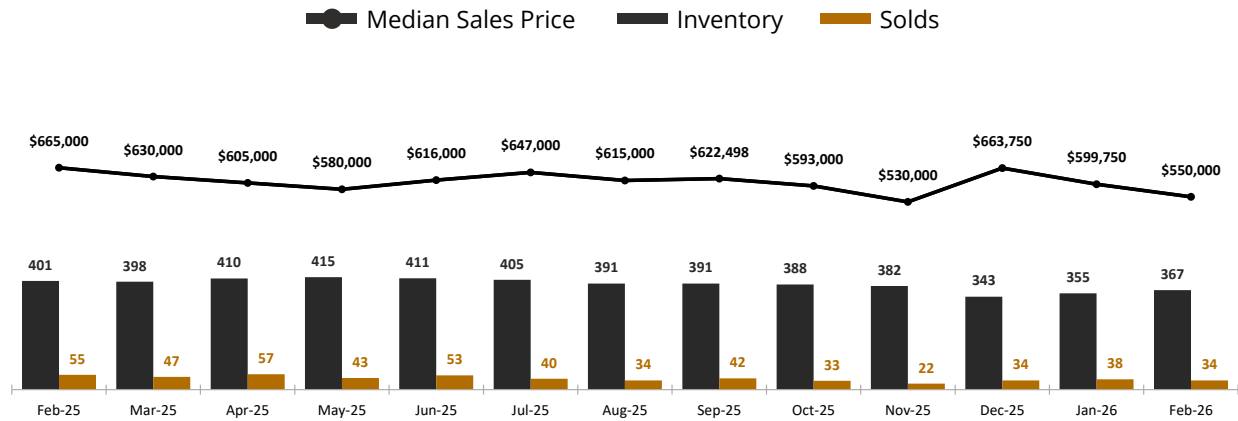
Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	5	0%
1,000 - 1,499	\$550,000	3	2	10	38	26%
1,500 - 1,999	\$573,000	3	3	11	109	10%
2,000 - 2,499	\$510,000	4	4	8	177	5%
2,500 - 2,999	\$955,000	3	4	3	24	13%
3,000+	\$4,714,000	3	5	2	14	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.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2025 Feb. 2026
401 **367**

VARIANCE: **-8%**

TOTAL SOLDS

Feb. 2025 Feb. 2026
55 **34**

VARIANCE: **-38%**

SALES PRICE

Feb. 2025 Feb. 2026
\$665k **\$550k**

VARIANCE: **-17%**

SALE PRICE PER SQFT.

Feb. 2025 Feb. 2026
\$300 **\$371**

VARIANCE: **24%**

SALE TO LIST PRICE RATIO

Feb. 2025 Feb. 2026
98.06% **97.05%**

VARIANCE: **-1%**

DAYS ON MARKET

Feb. 2025 Feb. 2026
59 **83**

VARIANCE: **41%**

ORLANDO MARKET SUMMARY | FEBRUARY 2026

- The attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **97.05% of list price** in February 2026.
- The most active price band is **\$500,000-\$519,999**, where the sales ratio is **24%**.
- The median luxury sales price for attached homes is **\$550,000**.
- The median days on market for February 2026 was **83** days, up from **59** in February 2025.

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.