

INSTITUTE for  
LUXURY HOME  
MARKETING®

by Colibri Real Estate

JULY  
2025



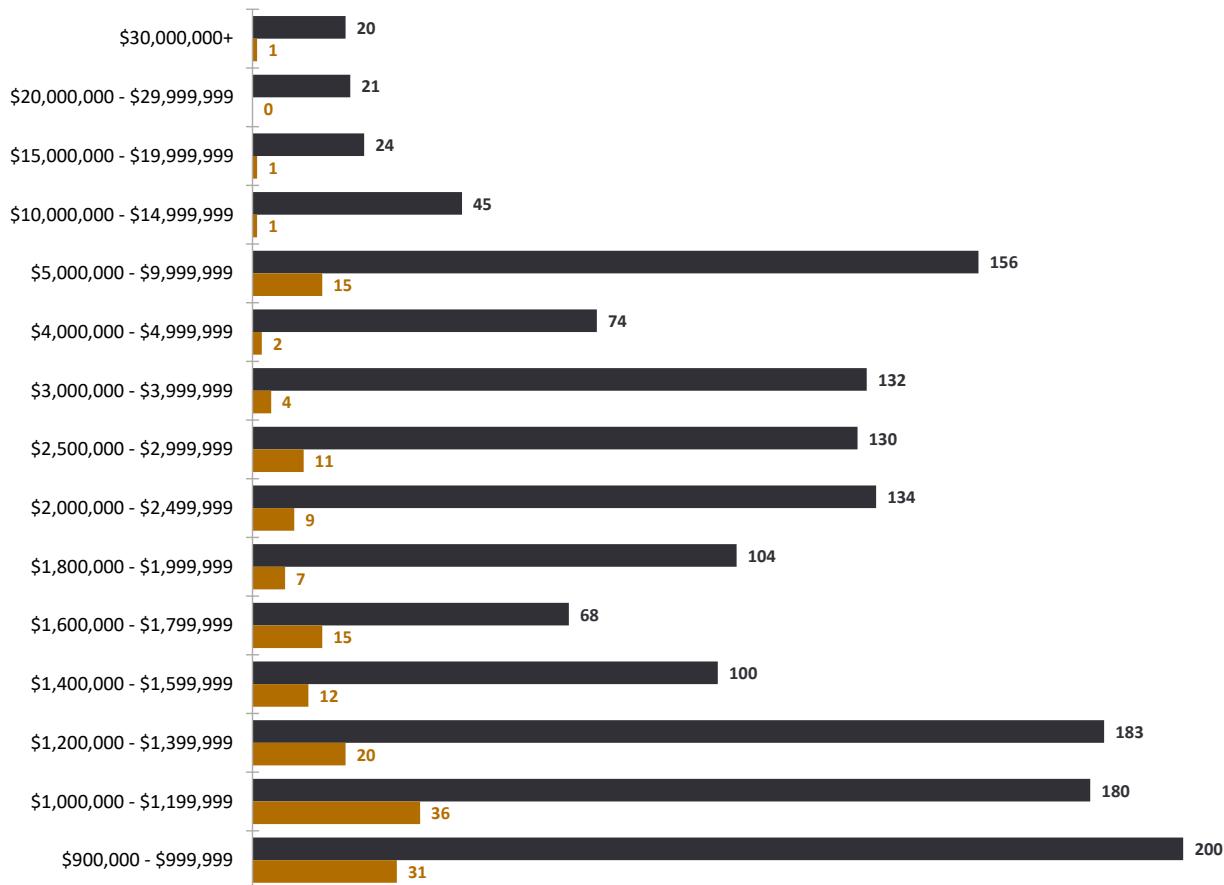
MIAMI  
FLORIDA

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

## LUXURY INVENTORY VS. SALES | JUNE 2025

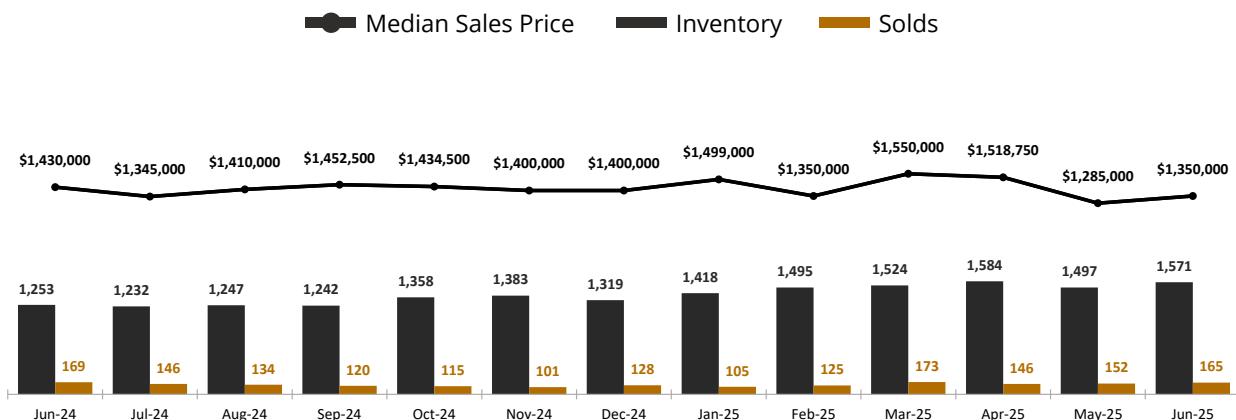
Total Inventory: 1,571      Total Sales: 165      Total Sales Ratio<sup>2</sup>: 11%      Buyer's Market

■ Inventory      ■ Sales



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	\$1,175,000	4	3	105	874	12%
3,000 - 3,499	\$1,575,000	4	4	25	174	14%
3,500 - 3,999	\$1,750,000	5	5	7	127	6%
4,000 - 4,499	\$4,544,900	5	5	11	79	14%
4,500 - 4,999	\$5,000,000	5	6	5	53	9%
5,000+	\$9,450,000	7	8	7	168	4%

<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® data reported previous month's sales exceeded current inventory.

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

## MEDIAN DATA REVIEW | JUNE

## TOTAL INVENTORY

Jun. 2024	Jun. 2025
1,253	1,571

VARIANCE: 25%

## TOTAL SOLDS

Jun. 2024	Jun. 2025
169	165

VARIANCE: -2%

## SALES PRICE

Jun. 2024	Jun. 2025
\$1.43m	\$1.35m

VARIANCE: -6%

## SALE PRICE PER SQFT.

Jun. 2024	Jun. 2025
\$628	\$615

VARIANCE: -2%

## SALE TO LIST PRICE RATIO

Jun. 2024	Jun. 2025
94.92%	94.40%

VARIANCE: -1%

## DAYS ON MARKET

Jun. 2024	Jun. 2025
44	50

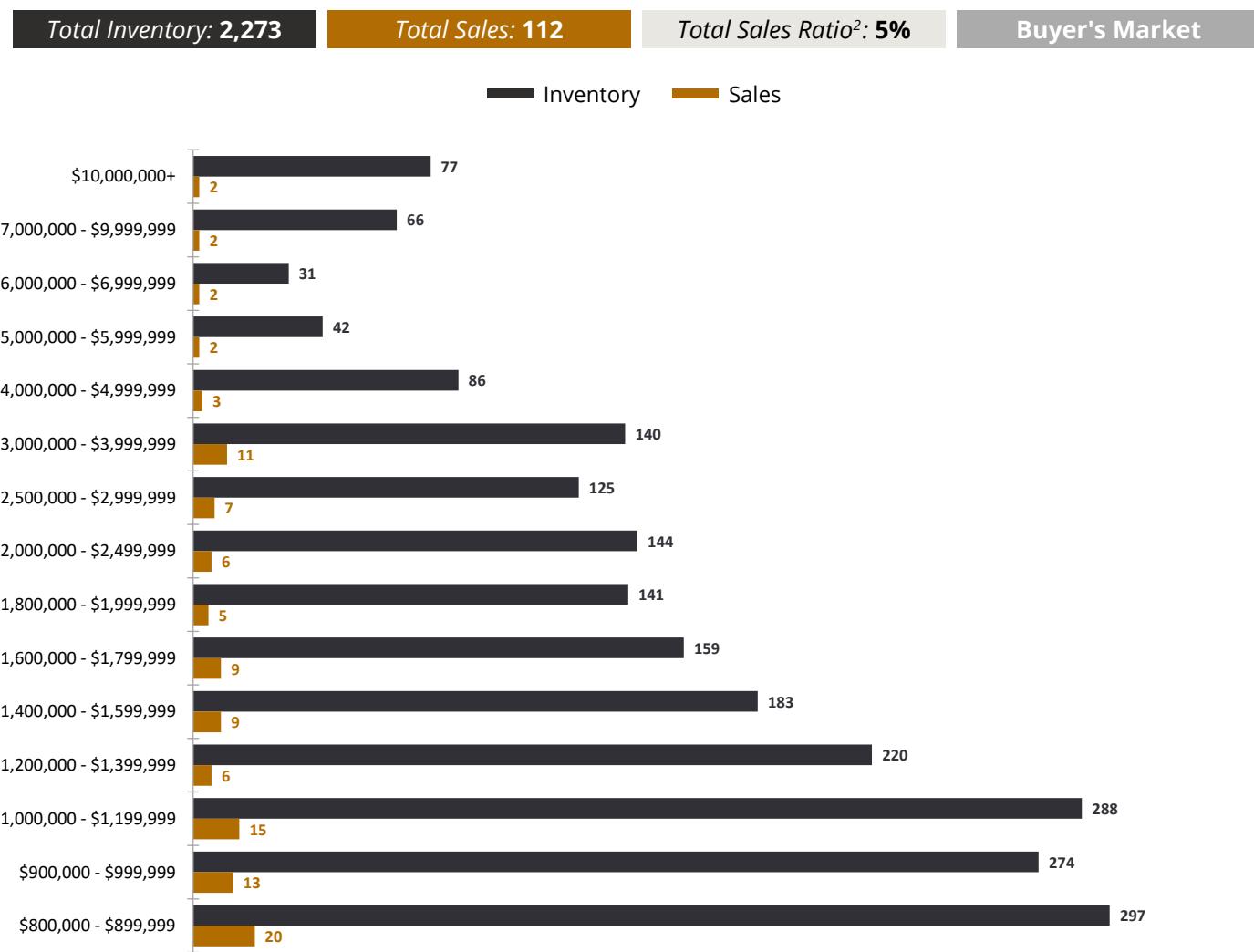
VARIANCE: 14%

## MIAMI MARKET SUMMARY | JUNE 2025

- The single-family luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **94.40% of list price** in June 2025.
- The most active price band is **\$1,600,000-\$1,799,999**, where the sales ratio is **22%**.
- The median luxury sales price for single-family homes is **\$1,350,000**.
- The median days on market for June 2025 was **50** days, up from **44** in June 2024.

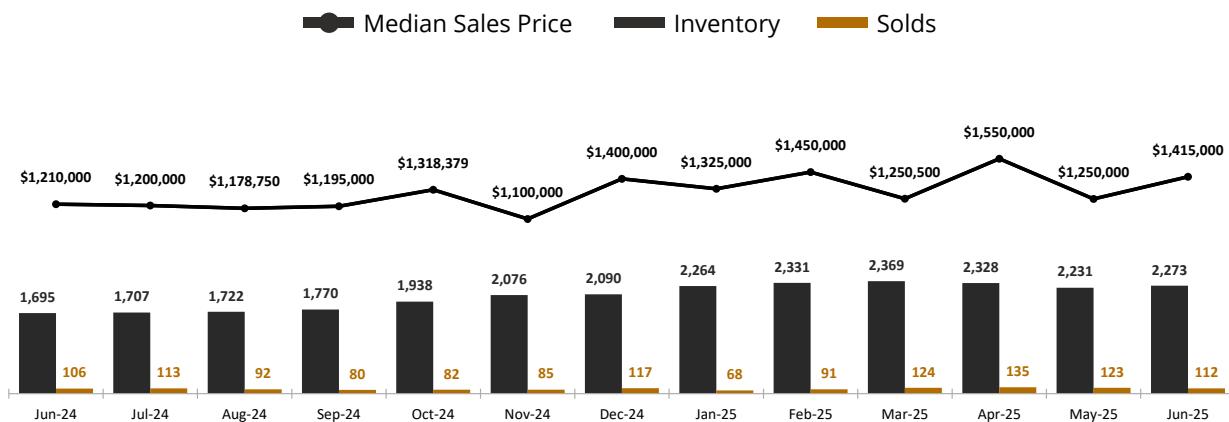
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

## LUXURY INVENTORY VS. SALES | JUNE 2025



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	\$935,000	1	1	7	291	2%
1,000 - 1,499	\$1,050,000	2	2	41	794	5%
1,500 - 1,999	\$1,550,000	2	3	26	510	5%
2,000 - 2,499	\$1,700,000	3	4	17	250	7%
2,500 - 2,999	\$2,345,000	4	5	10	108	9%
3,000+	\$5,885,000	3	5	10	230	4%

<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® data reported previous month's sales exceeded current inventory.

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

## MEDIAN DATA REVIEW | JUNE

## TOTAL INVENTORY

Jun. 2024	Jun. 2025
1,695	2,273

VARIANCE: 34%

## TOTAL SOLDS

Jun. 2024	Jun. 2025
106	112

VARIANCE: 6%

## SALES PRICE

Jun. 2024	Jun. 2025
\$1.21m	\$1.42m

VARIANCE: 17%

## SALE PRICE PER SQFT.

Jun. 2024	Jun. 2025
\$875	\$902

VARIANCE: 3%

## SALE TO LIST PRICE RATIO

Jun. 2024	Jun. 2025
94.39%	93.62%

VARIANCE: -1%

## DAYS ON MARKET

Jun. 2024	Jun. 2025
102	101

VARIANCE: -1%

## MIAMI MARKET SUMMARY | JUNE 2025

- The attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **93.62% of list price** in June 2025.
- The most active price band is **\$3,000,000-\$3,999,999**, where the sales ratio is **8%**.
- The median luxury sales price for attached homes is **\$1,415,000**.
- The median days on market for June 2025 was **101** days, down from **102** in June 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.