INSTITUTE *for* LUXURY HOME MARKETING®
by Colibri Real Estate

SEPTEMBER
2025

ORLANDO
FLORIDA

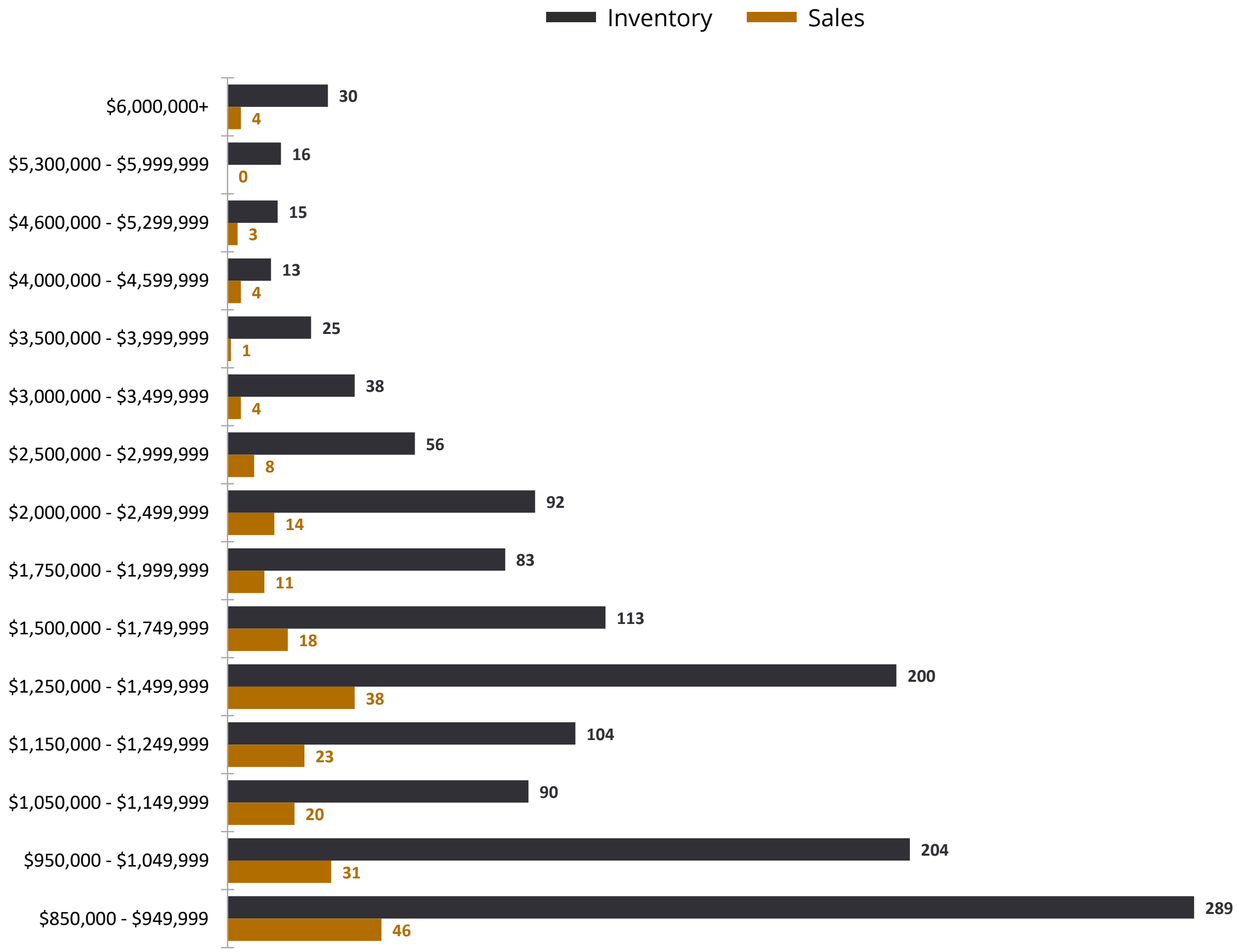
ORLANDO

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$850,000**

LUXURY INVENTORY VS. SALES | AUGUST 2025

Total Inventory: **1,368** | *Total Sales:* **225** | *Total Sales Ratio*[2]: **16%** | **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	$990,000	4	3	**56**	**266**	**21%**
3,000 - 3,999	$1,165,000	4	4	**81**	**513**	**16%**
4,000 - 4,999	$1,389,688	5	5	**56**	**366**	**15%**
5,000 - 5,999	$1,502,500	6	6	**18**	**101**	**18%**
6,000 - 6,999	$4,200,000	6	7	**6**	**63**	**10%**
7,000+	$4,050,000	5	8	**8**	**59**	**14%**

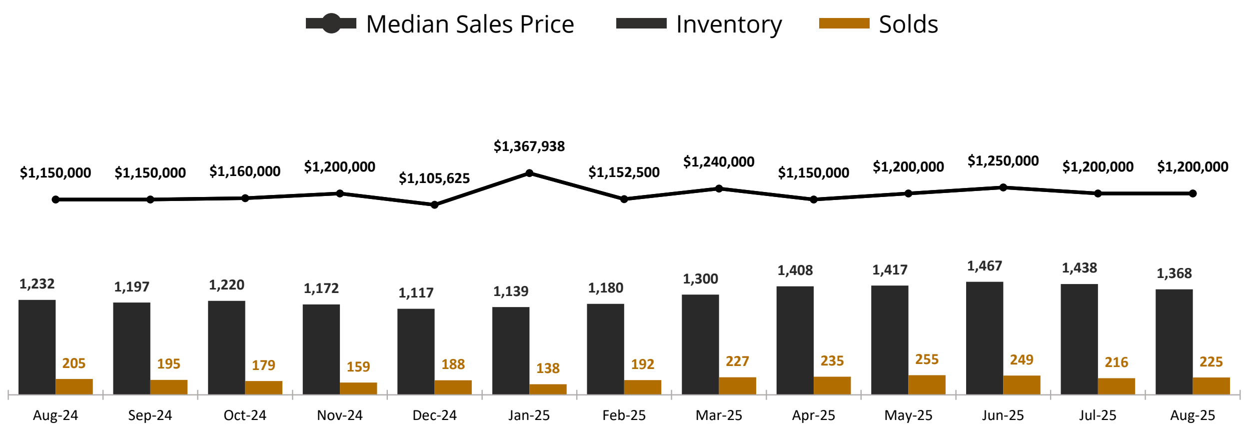
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

ORLANDO

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$850,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024	Aug. 2025
1,232	1,368

VARIANCE: **11%**

TOTAL SOLDS

Aug. 2024	Aug. 2025
205	225

VARIANCE: **10%**

SALES PRICE

Aug. 2024	Aug. 2025
$1.15m	$1.20m

VARIANCE: **4%**

SALE PRICE PER SQFT.

Aug. 2024	Aug. 2025
$338	$349

VARIANCE: **3%**

SALE TO LIST PRICE RATIO

Aug. 2024	Aug. 2025
98.10%	96.33%

VARIANCE: **-2%**

DAYS ON MARKET

Aug. 2024	Aug. 2025
28	35

VARIANCE: **25%**

ORLANDO MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **96.33% of list price** in August 2025.
- The most active price band is **$4,000,000-$4,599,999**, where the sales ratio is **31%**.
- The median luxury sales price for single-family homes is **$1,200,000**.
- The median days on market for August 2025 was **35** days, up from **28** in August 2024.

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

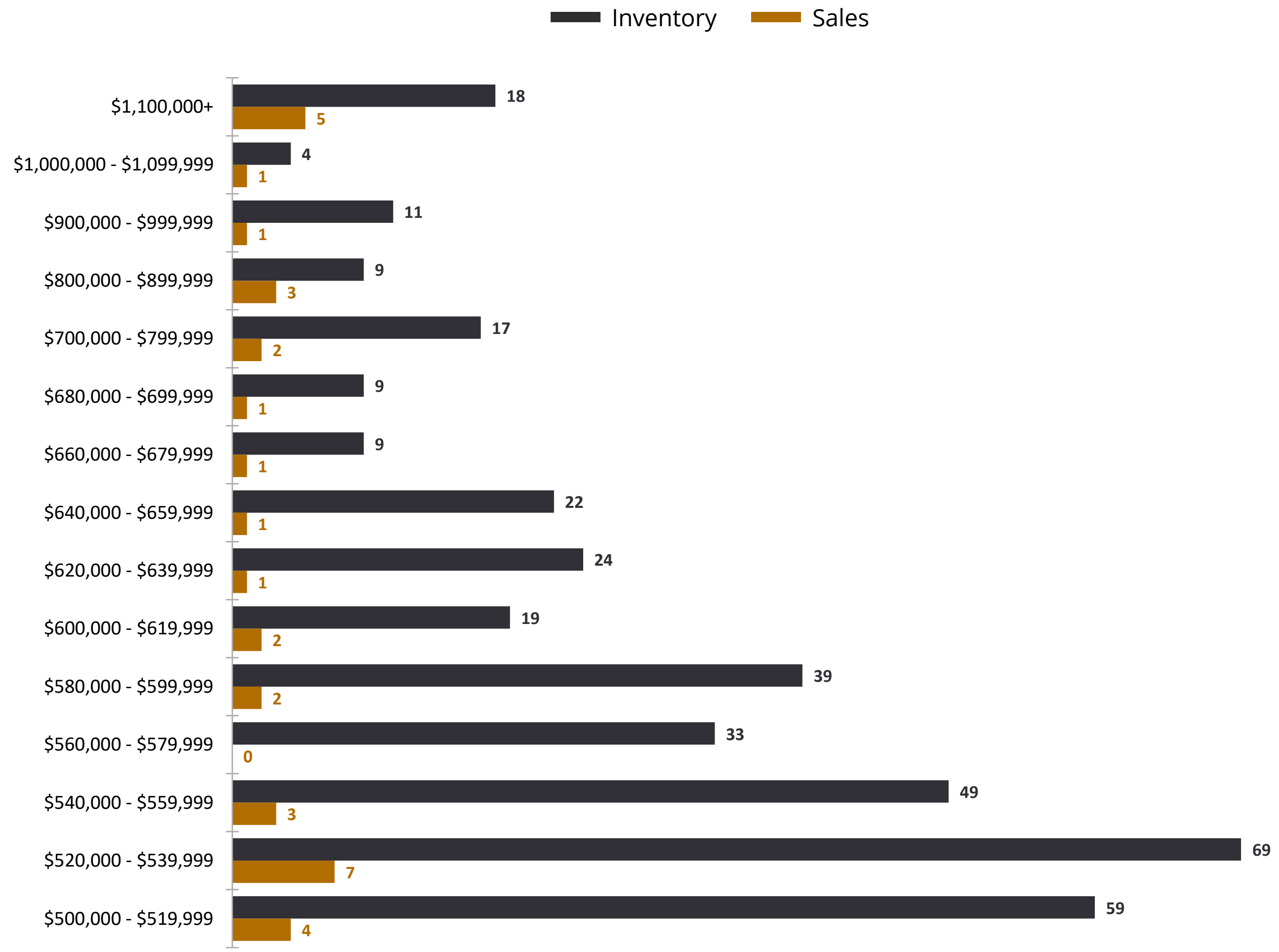
ORLANDO

ATTACHED HOMES

Luxury Benchmark Price[1]: **$500,000**

LUXURY INVENTORY VS. SALES | AUGUST 2025

Total Inventory: **391** | *Total Sales:* **34** | *Total Sales Ratio*[2]: **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**	**2**	**0%**
1,000 - 1,499	$524,000	1	2	**1**	**36**	**3%**
1,500 - 1,999	$542,000	3	3	**16**	**124**	**13%**
2,000 - 2,499	$632,500	3	4	**10**	**184**	**5%**
2,500 - 2,999	$2,267,545	3	4	**1**	**33**	**3%**
3,000+	$1,824,475	4	5	**6**	**12**	**50%**

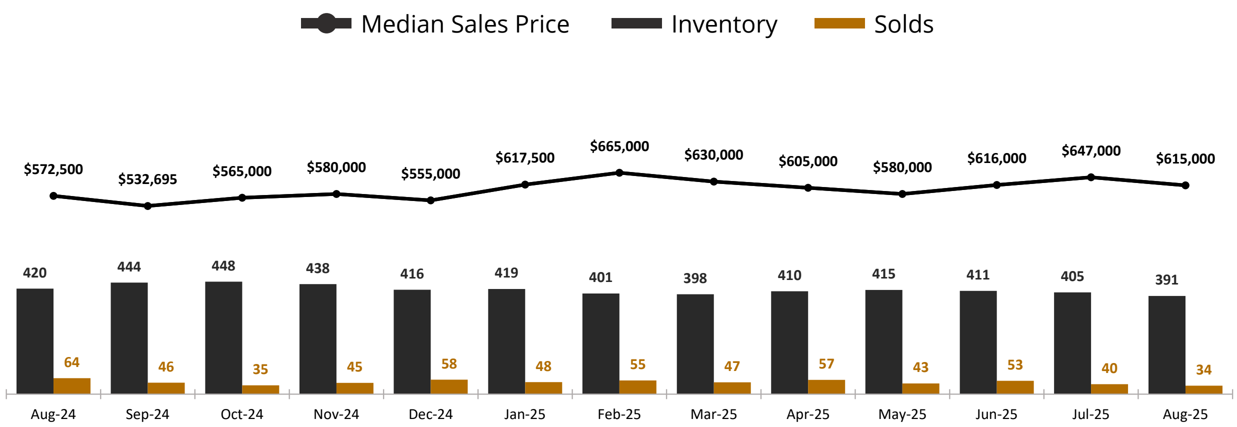
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

ORLANDO

ATTACHED HOMES

Luxury Benchmark Price[1]*:* **$500,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024	Aug. 2025
420	391

VARIANCE: **-7%**

TOTAL SOLDS

Aug. 2024	Aug. 2025
64	34

VARIANCE: **-47%**

SALES PRICE

Aug. 2024	Aug. 2025
$573k	$615k

VARIANCE: **7%**

SALE PRICE PER SQFT.

Aug. 2024	Aug. 2025
$302	$309

VARIANCE: **2%**

SALE TO LIST PRICE RATIO

Aug. 2024	Aug. 2025
98.67%	97.22%

VARIANCE: **-1%**

DAYS ON MARKET

Aug. 2024	Aug. 2025
12	21

VARIANCE: **75%**

ORLANDO MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **97.22% of list price** in August 2025.
- The most active price band is **$800,000-$899,999**, where the sales ratio is **33%**.
- The median luxury sales price for attached homes is **$615,000**.
- The median days on market for August 2025 was **21** days, up from **12** in August 2024.

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