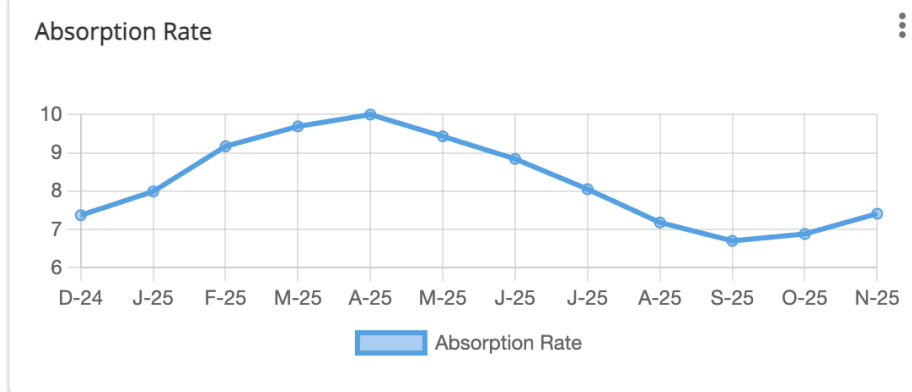


# Marco Island Real Estate Market Report

## November 2025

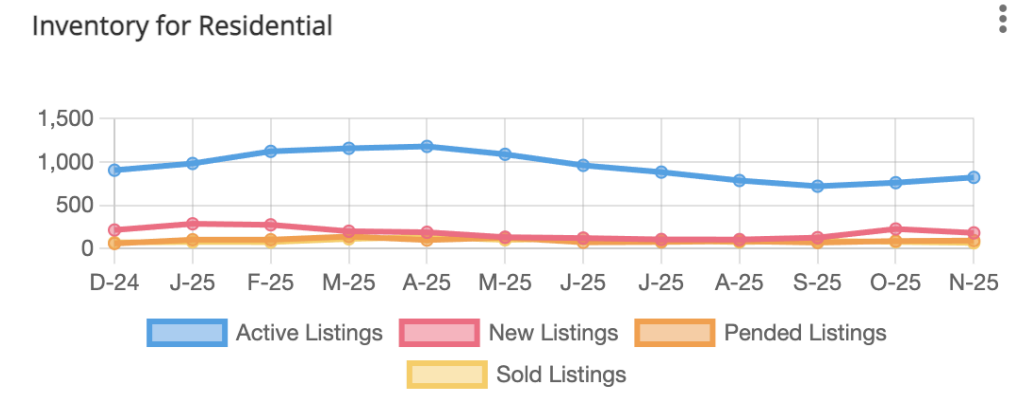
Marco Island closed out November with a more balanced and steady market environment, marked by stabilizing inventory, consistent buyer activity, and modest price movements. While some metrics softened earlier in the fall, November showed signs of renewed alignment between supply and demand heading into the winter season.

### Absorption Rate



The absorption rate ticked up to **7.2** after reaching a low point during late summer and early fall, which is typical in our seasonal market. This marks the second consecutive monthly increase, suggesting improving buyer engagement and a shift away from the slower pace seen in August and September. The market remains in a balanced position heading into December.

### Inventory & New Listings

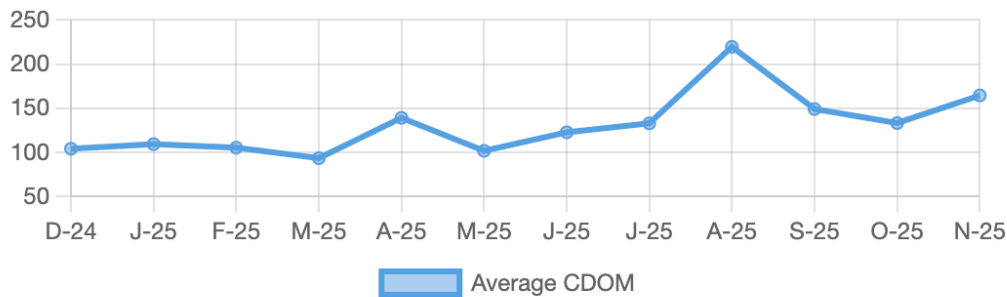


Active inventory is increasing as we come into season, from 761 active properties on the Marco MLS in October to 822 in November. We typically see this number continue to rise as we head into season. Last January we had 905 active properties on the market.

- **181 new listings** hit the market in November, compared to 226 in October.
- **November saw 66 properties go under contract** on the island, which was slightly slower than September and October where we saw 69 and 78 properties to go pending, respectively.

## Days on Market

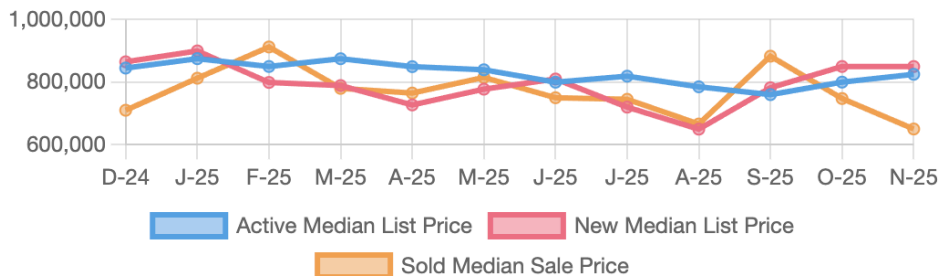
Sold DOM



This year, we've continued to see an increase in the overall days on market, which is in line with the overall general market in Southwest Florida as days on market return to pre-covid trends. Days on market for sold properties was 164.5 days for November.

## Pricing Trends

Prices



Median prices remained relatively stable across the board:

- **Active median list price** is \$825,000 and **New median list price** was \$849,900 for November.
- **Median sold price** was an outlier this November at \$650,000.. The **overall median closed price in 2025 year to date is \$839,681.81**, which is inline with the median list pricing.

## Sale-to-Original List Price Ratio

Sale to Original List Price Ratio



The original list price to sale price steadily increased in the first half of the year, peaking at 86.1% in July. The trend has now been improving and is at 89% for November. This improvement indicates that sellers and buyers are aligning more as we head into season.

## Bottom Line

Marco Island's November 2025 market shows clear signs of stabilization as we enter the winter season:

- Inventory is steady and well-balanced.
- Buyer activity and absorption are improving.
- Pricing is relatively stable, with sellers becoming more realistic and buyers more confident.

With peak season approaching, the groundwork is set for stronger activity in early 2026, particularly for properties that are well-priced and well-presented. If you've had thoughts of buying or selling, we would be happy to discuss these trends with you in greater detail.

