

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

APRIL  
2022

SARASOTA &  
SURROUNDING  
BEACHES  

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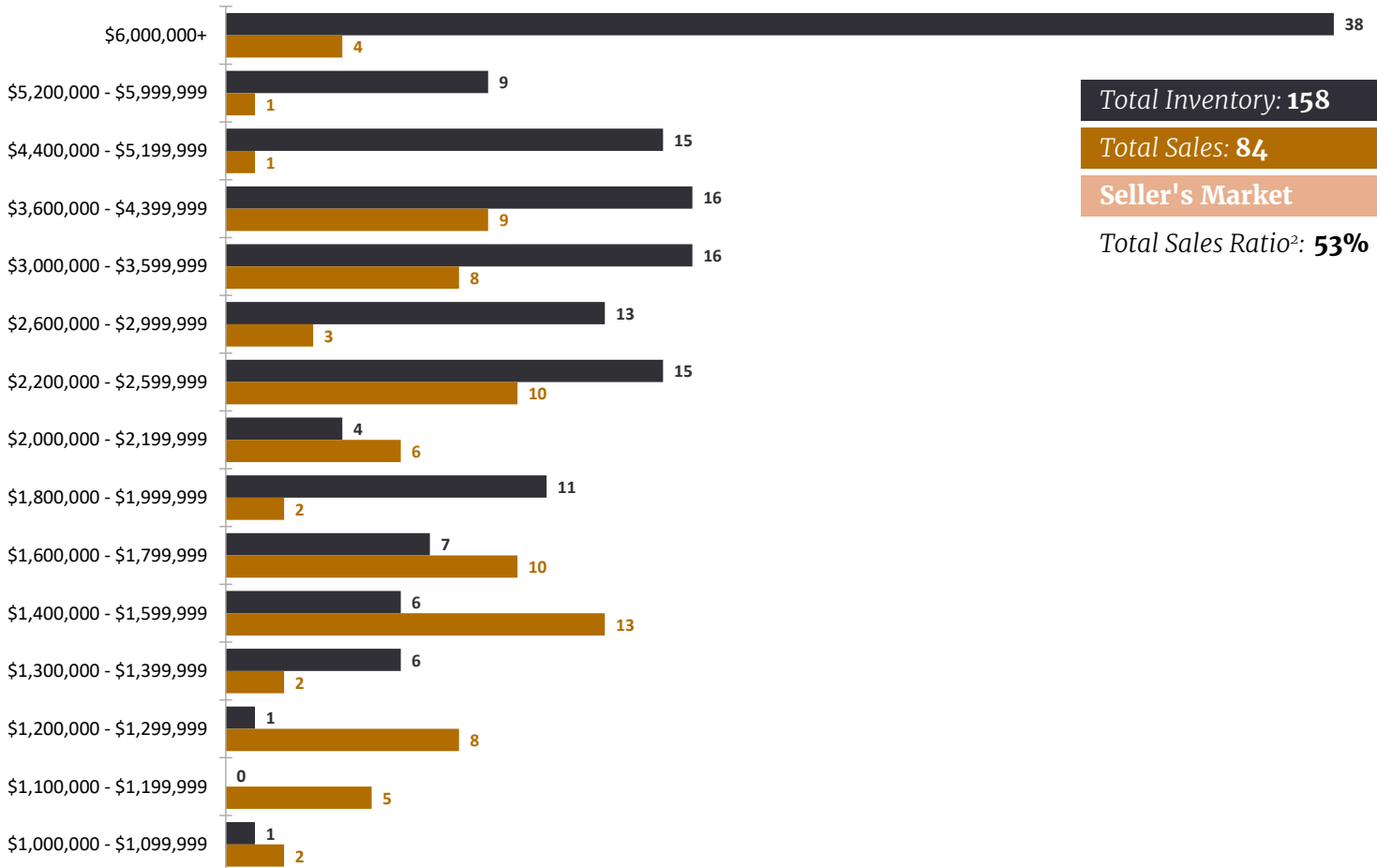
FLORIDA

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

### LUXURY INVENTORY VS. SALES | MARCH 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,000,000**



Total Inventory: **158**

Total Sales: **84**

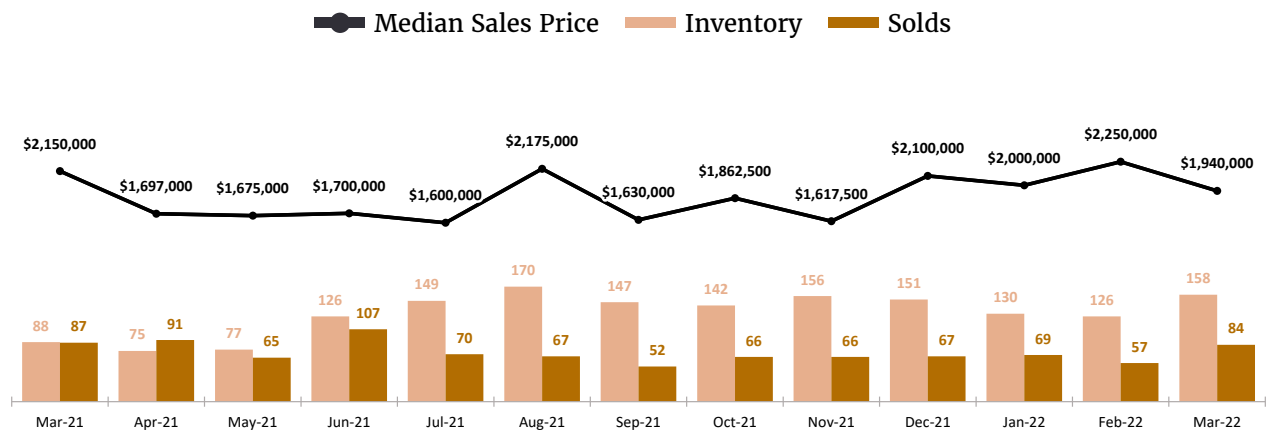
Seller's Market

Total Sales Ratio<sup>2</sup>: **53%**

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	\$1,600,000	3	3	55	66	83%
3,000 - 3,999	\$3,065,000	5	5	16	48	33%
4,000 - 4,999	\$3,293,000	4	5	7	17	41%
5,000 - 5,999	\$7,250,000	5	7	2	10	20%
6,000 - 6,999	\$5,750,000	4	6	2	9	22%
7,000+	\$11,500,000	6	9	1	8	13%

<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 < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

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



### MEDIAN DATA REVIEW | MARCH

#### TOTAL INVENTORY

Mar. 2021    Mar. 2022

88            158

VARIANCE: **80%**

#### TOTAL SOLDS

Mar. 2021    Mar. 2022

87            84

VARIANCE: **-3%**

#### SALES PRICE

Mar. 2021    Mar. 2022

\$2.15m    \$1.94m

VARIANCE: **-10%**

#### SALE PRICE PER SQFT.

Mar. 2021    Mar. 2022

\$822            \$814

VARIANCE: **-1%**

#### SALE TO LIST PRICE RATIO

Mar. 2021    Mar. 2022

100.00%    100.00%

VARIANCE: **0%**

#### DAYS ON MARKET

Mar. 2021    Mar. 2022

11            8

VARIANCE: **-27%**

## SARASOTA MARKET SUMMARY | MARCH 2022

- The Sarasota single-family luxury market is a **Seller's Market** with a **53% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in March 2022.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **800%**.
- The median luxury sales price for single-family homes is **\$1,940,000**.
- The median days on market for March 2022 was **8** days, down from **11** in March 2021.

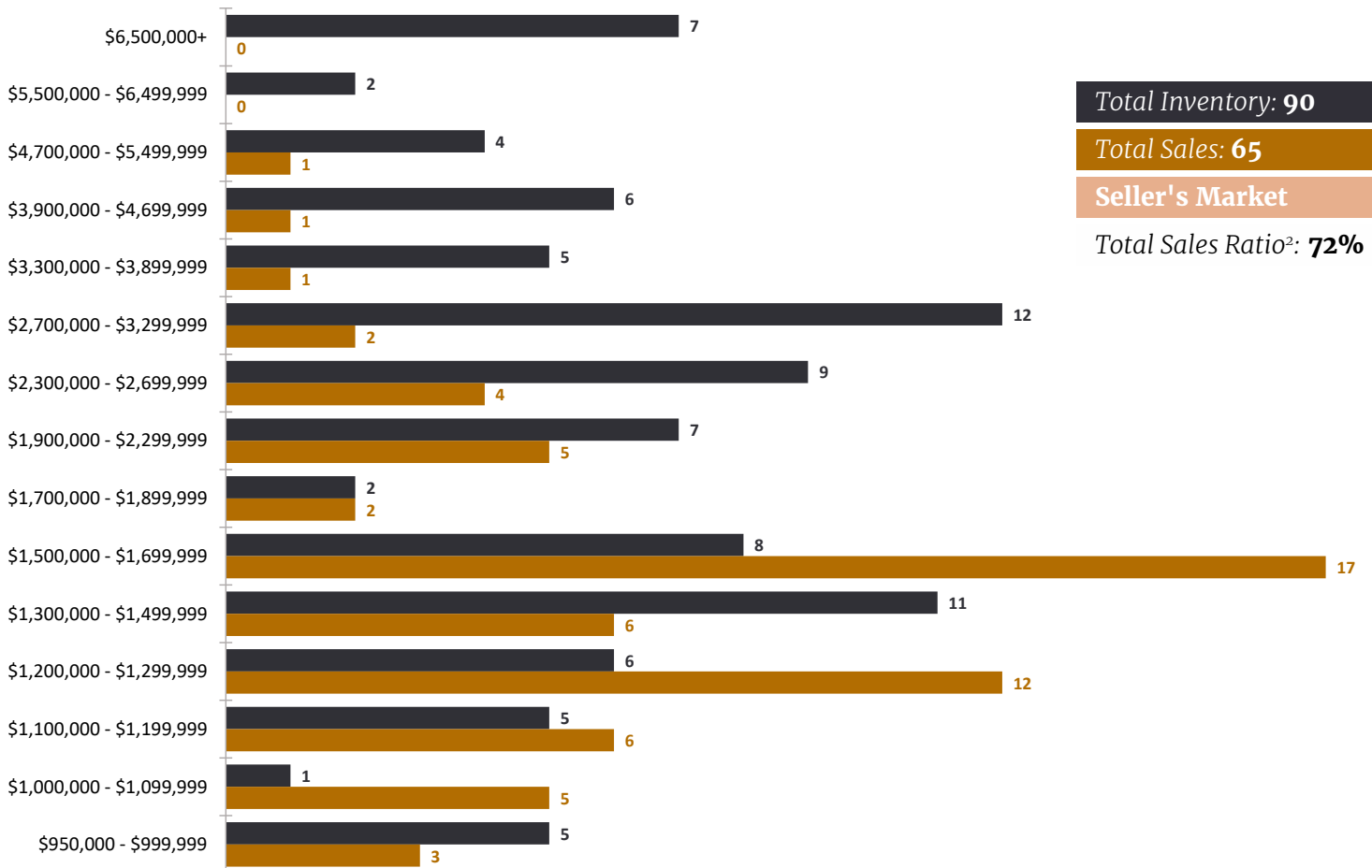
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | MARCH 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$950,000**



Total Inventory: **90**

Total Sales: **65**

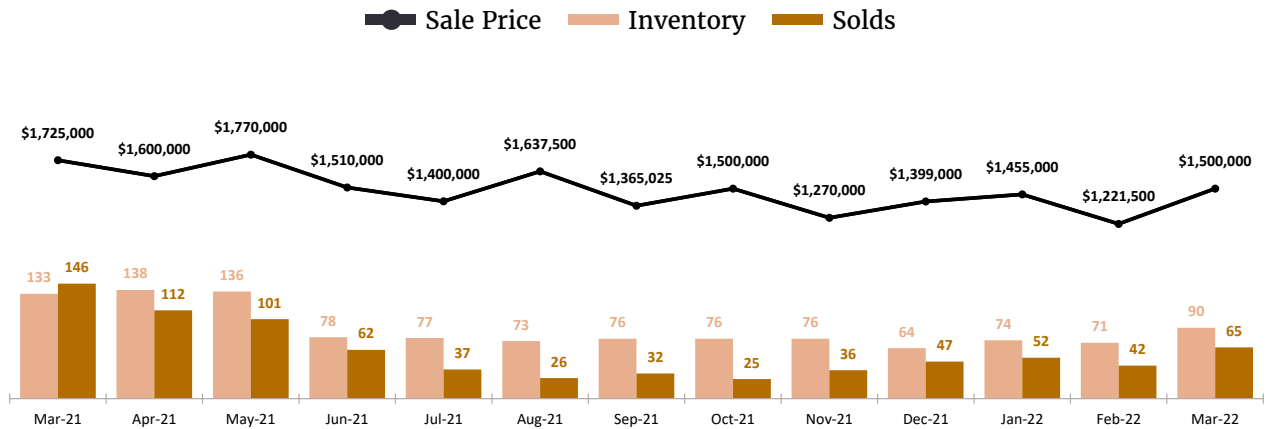
Seller's Market

Total Sales Ratio<sup>2</sup>: **72%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,255,000	2	2	42	40	105%
2,000 - 2,499	\$1,684,000	3	3	14	13	108%
2,500 - 2,999	\$2,162,500	3	4	4	12	33%
3,000 - 3,499	\$3,722,500	3	4	2	9	22%
3,500 - 3,999	\$2,750,000	3	5	2	6	33%
4,000+	\$5,400,000	3	4	1	10	10%

<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 < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

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



### MEDIAN DATA REVIEW | MARCH

#### TOTAL INVENTORY

Mar. 2021    Mar. 2022

133            90

VARIANCE: **-32%**

#### TOTAL SOLDS

Mar. 2021    Mar. 2022

146            65

VARIANCE: **-55%**

#### SALES PRICE

Mar. 2021    Mar. 2022

\$1.73m        \$1.50m

VARIANCE: **-13%**

#### SALE PRICE PER SQFT.

Mar. 2021    Mar. 2022

\$602            \$814

VARIANCE: **35%**

#### SALE TO LIST PRICE RATIO

Mar. 2021    Mar. 2022

98.50%        100.00%

VARIANCE: **2%**

#### DAYS ON MARKET

Mar. 2021    Mar. 2022

20                5

VARIANCE: **-75%**

## SARASOTA MARKET SUMMARY | MARCH 2022

- The Sarasota attached luxury market is a **Seller's Market** with a **72% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in March 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **500%**.
- The median luxury sales price for attached homes is **\$1,500,000**.
- The median days on market for March 2022 was **5** days, down from **20** in March 2021.

<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.