

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2022



SARASOTA &
SURROUNDING BEACHES

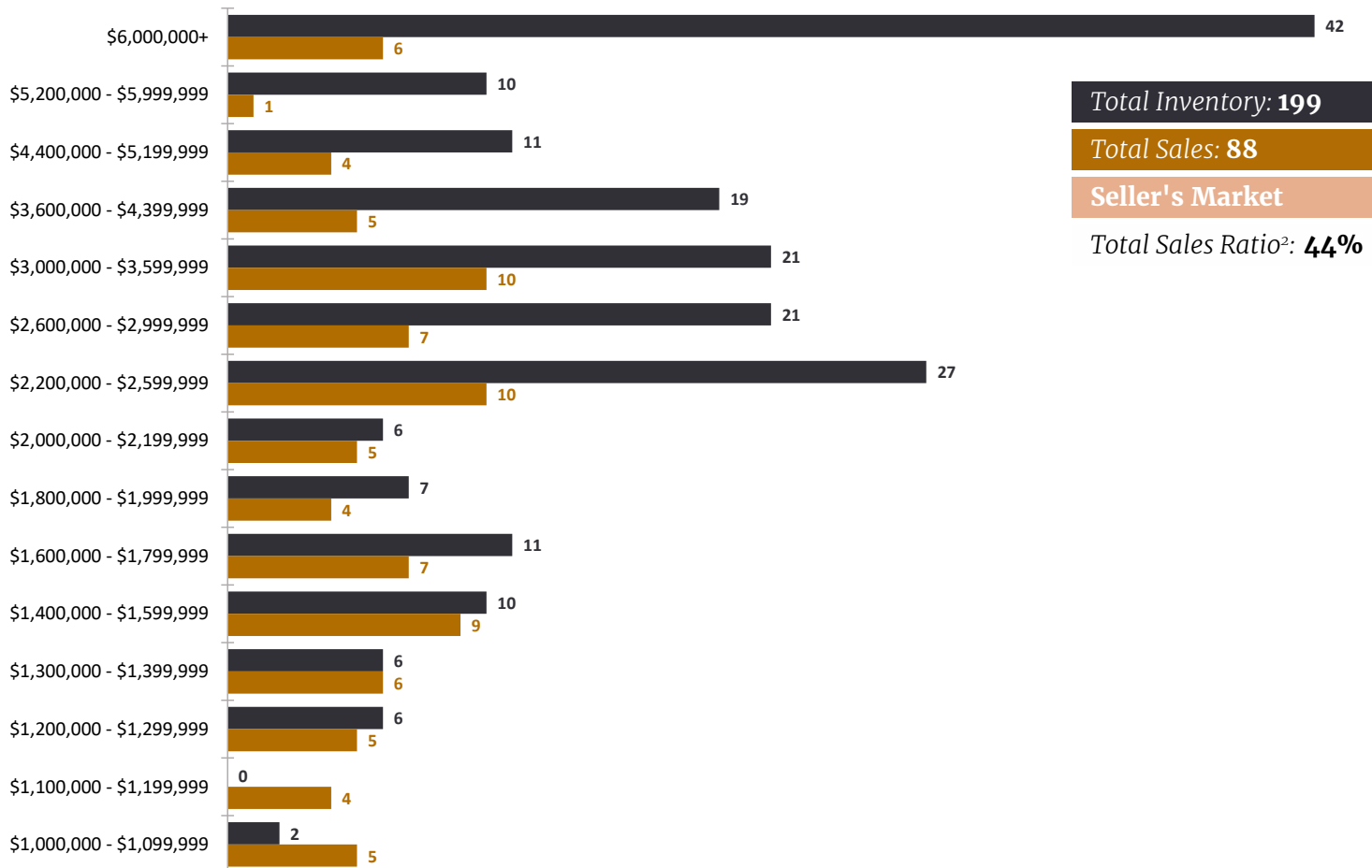
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

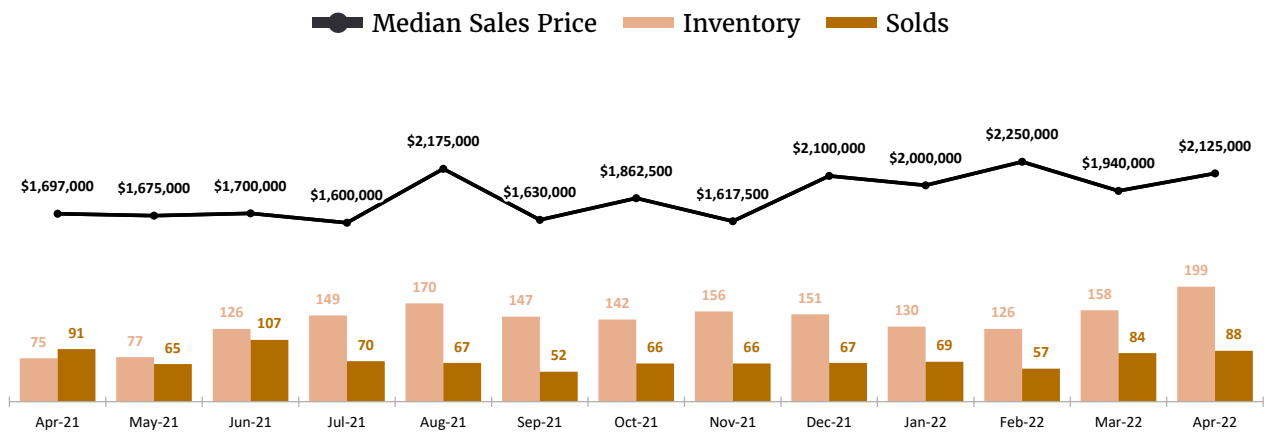
Luxury Benchmark Price¹: **\$1,000,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,700,000	3	3	56	97	58%
3,000 - 3,999	\$3,493,900	4	4	21	48	44%
4,000 - 4,999	\$4,860,000	4	5	7	25	28%
5,000 - 5,999	\$4,849,000	5	5	3	11	27%
6,000 - 6,999	\$4,880,000	5	5	1	9	11%
7,000+	NA	NA	NA	0	9	0%

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 < 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 TREND⁴



MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2021 Apr. 2022

75 199

VARIANCE: **165%**

TOTAL SOLDS

Apr. 2021 Apr. 2022

91 88

VARIANCE: **-3%**

SALES PRICE

Apr. 2021 Apr. 2022

\$1.70m \$2.13m

VARIANCE: **25%**

SALE PRICE PER SQFT.

Apr. 2021 Apr. 2022

\$791 \$894

VARIANCE: **13%**

SALE TO LIST PRICE RATIO

Apr. 2021 Apr. 2022

99.25% 100.00%

VARIANCE: **1%**

DAYS ON MARKET

Apr. 2021 Apr. 2022

5 5

VARIANCE: **0%**

SARASOTA MARKET SUMMARY | APRIL 2022

- The Sarasota single-family luxury market is a **Seller's Market** with a **44% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **250%**.
- The median luxury sales price for single-family homes is **\$2,125,000**.
- The median days on market for April 2022 was **5** days, remaining the same from April 2021.

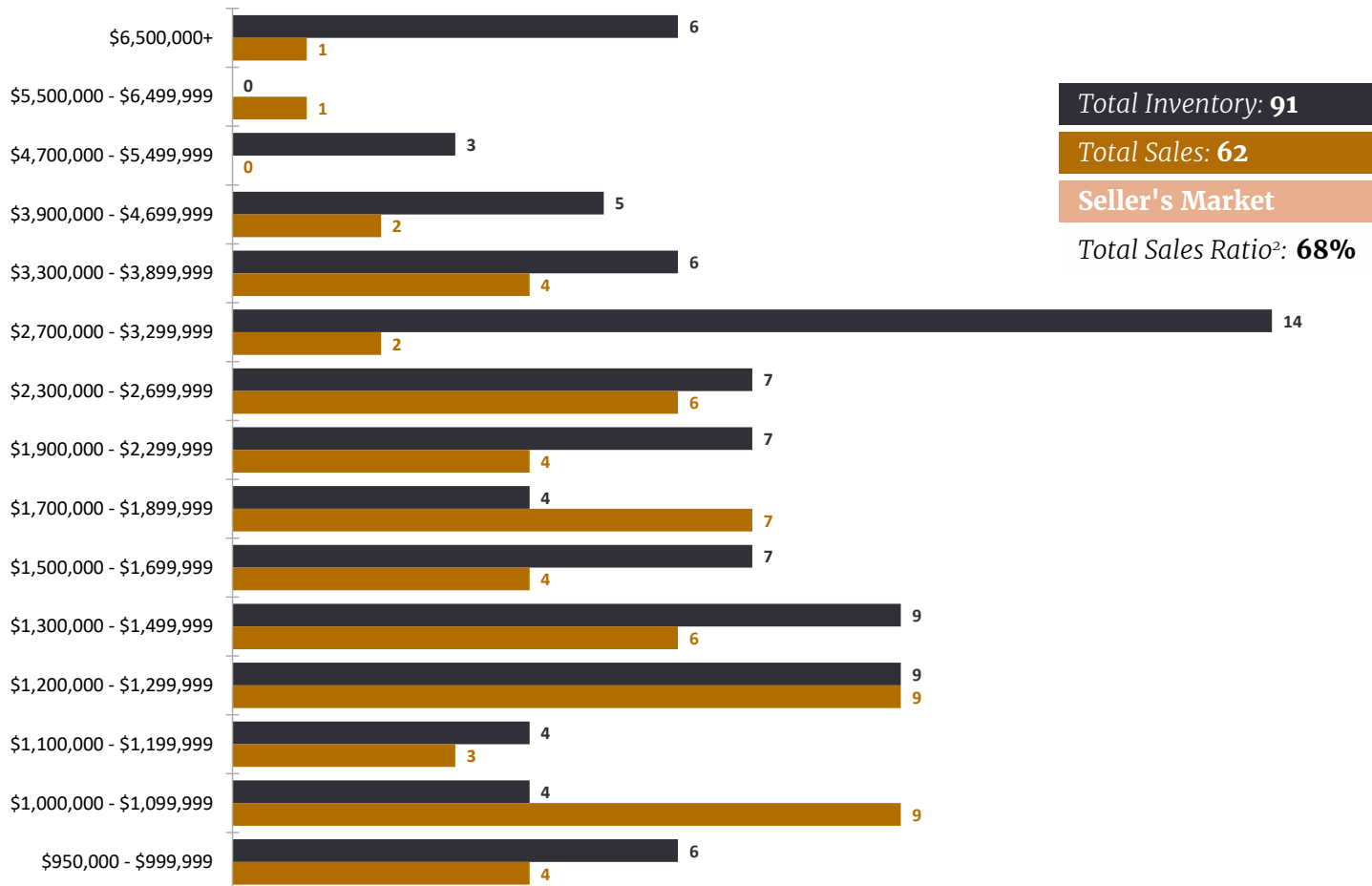
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

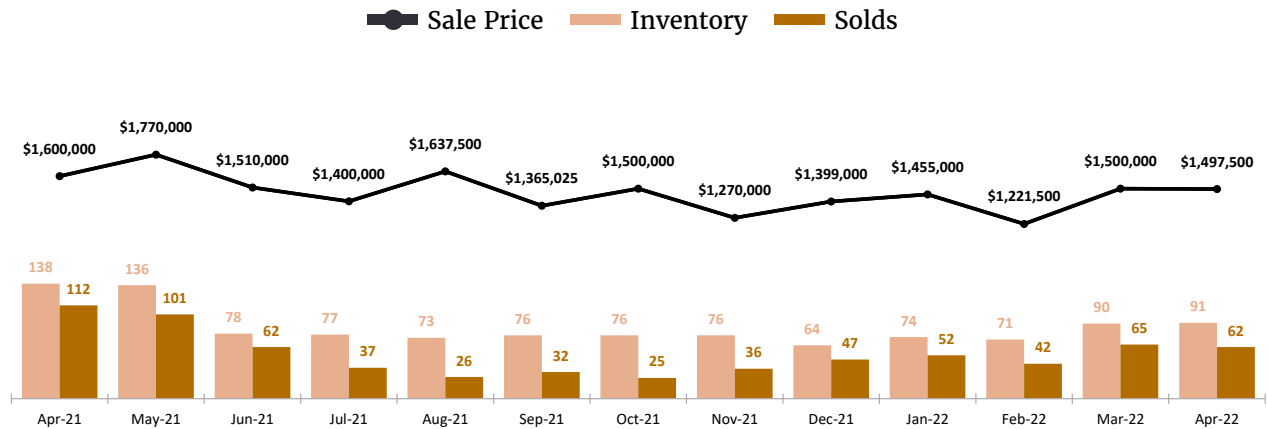
Luxury Benchmark Price¹: **\$950,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,250,000	2	2	35	39	90%
2,000 - 2,499	\$1,855,000	3	3	11	17	65%
2,500 - 2,999	\$1,750,000	3	3	8	11	73%
3,000 - 3,499	\$3,500,000	3	4	3	10	30%
3,500 - 3,999	\$3,287,500	3	4	2	6	33%
4,000+	\$5,550,000	3	4	3	8	38%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 TREND⁴



MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2021 Apr. 2022

138 91

VARIANCE: **-34%**

TOTAL SOLDS

Apr. 2021 Apr. 2022

112 62

VARIANCE: **-45%**

SALES PRICE

Apr. 2021 Apr. 2022

\$1.60m \$1.50m

VARIANCE: **-6%**

SALE PRICE PER SQFT.

Apr. 2021 Apr. 2022

\$625 \$868

VARIANCE: **39%**

SALE TO LIST PRICE RATIO

Apr. 2021 Apr. 2022

99.72% 100.00%

VARIANCE: **0%**

DAYS ON MARKET

Apr. 2021 Apr. 2022

8 4

VARIANCE: **-50%**

SARASOTA MARKET SUMMARY | APRIL 2022

- The Sarasota attached luxury market is a **Seller's Market** with a **68% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **225%**.
- The median luxury sales price for attached homes is **\$1,497,500**.
- The median days on market for April 2022 was **4** days, down from **8** in April 2021.

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.