

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2022



SARASOTA &
SURROUNDING BEACHES

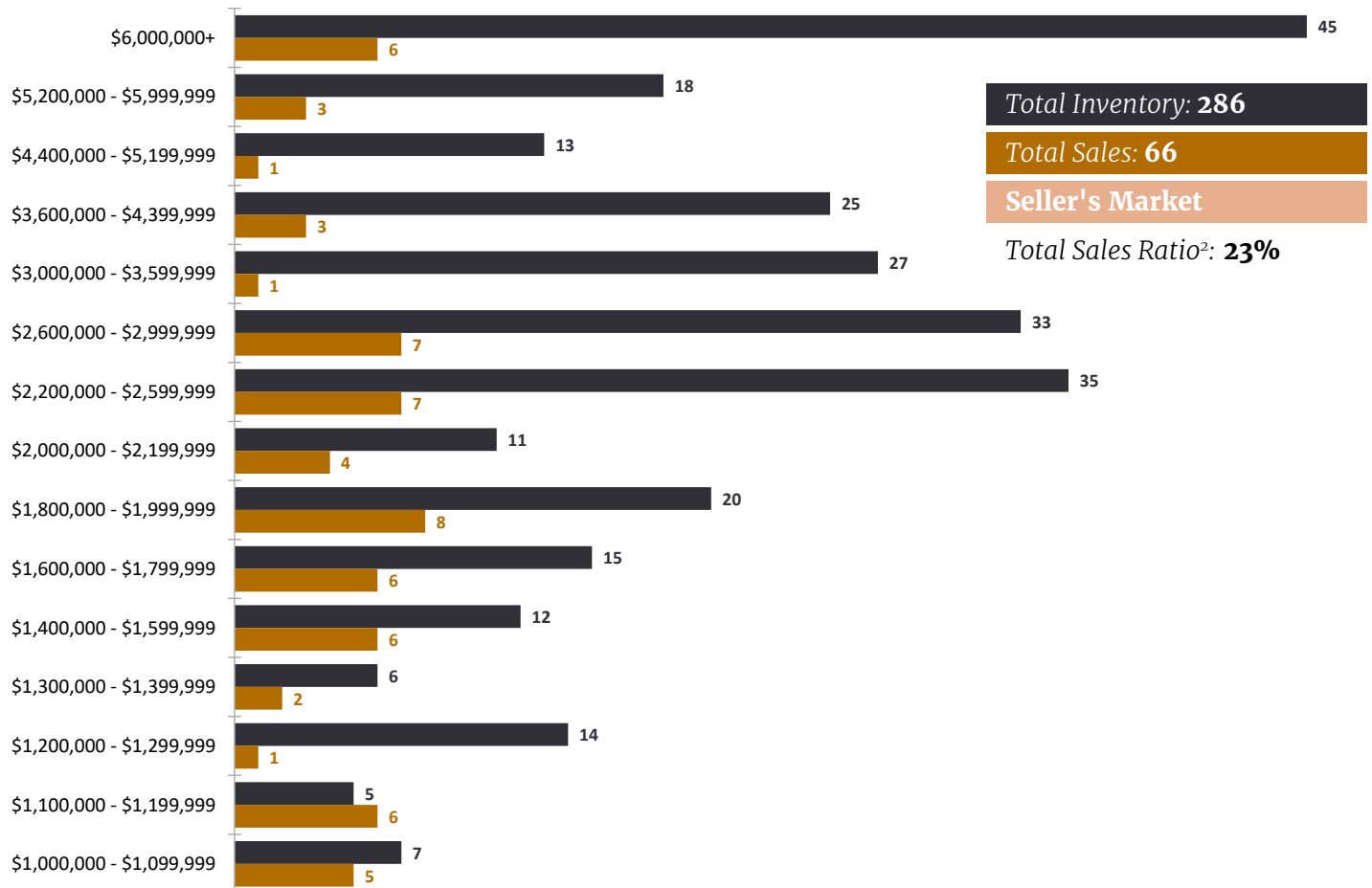
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

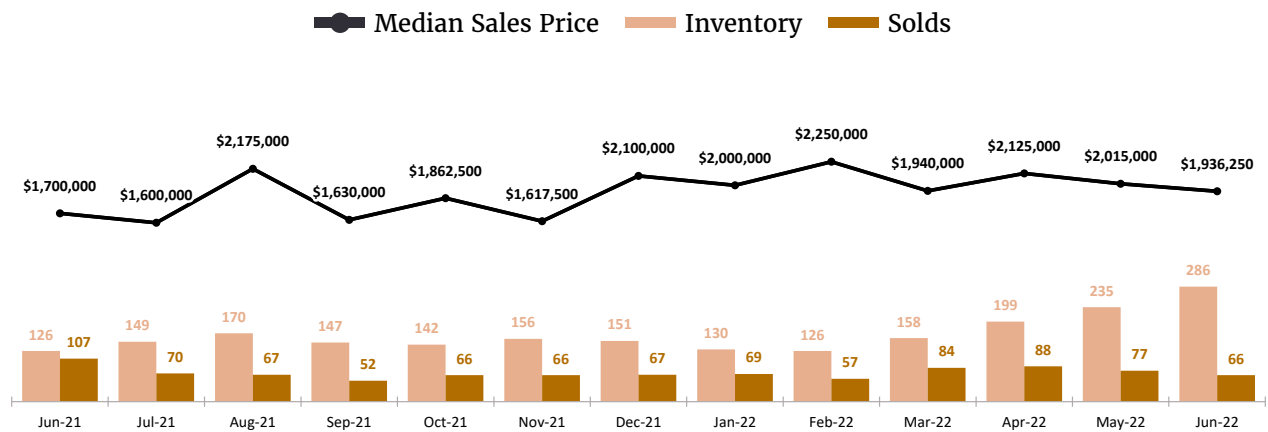
Luxury Benchmark Price¹: **\$1,000,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,800,000	3	3	35	149	23%
3,000 - 3,999	\$2,000,000	4	4	17	71	24%
4,000 - 4,999	\$2,851,000	4	5	5	27	19%
5,000 - 5,999	\$6,100,000	5	6	8	16	50%
6,000 - 6,999	\$9,175,000	5	8	1	10	10%
7,000+	NA	NA	NA	0	13	0%

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 | JUNE

TOTAL INVENTORY

Jun. 2021	Jun. 2022
126	286

VARIANCE: **127%**

TOTAL SOLDS

Jun. 2021	Jun. 2022
107	66

VARIANCE: **-38%**

SALES PRICE

Jun. 2021	Jun. 2022
\$1.70m	\$1.94m

VARIANCE: **14%**

SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$682	\$825

VARIANCE: **21%**

SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
97.64%	99.14%

VARIANCE: **2%**

DAYS ON MARKET

Jun. 2021	Jun. 2022
15	6

VARIANCE: **-60%**

SARASOTA MARKET SUMMARY | JUNE 2022

- The Sarasota single-family luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **99.14% of list price** in June 2022.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **120%**.
- The median luxury sales price for single-family homes is **\$1,936,250**.
- The median days on market for June 2022 was **6** days, down from **15** in June 2021.

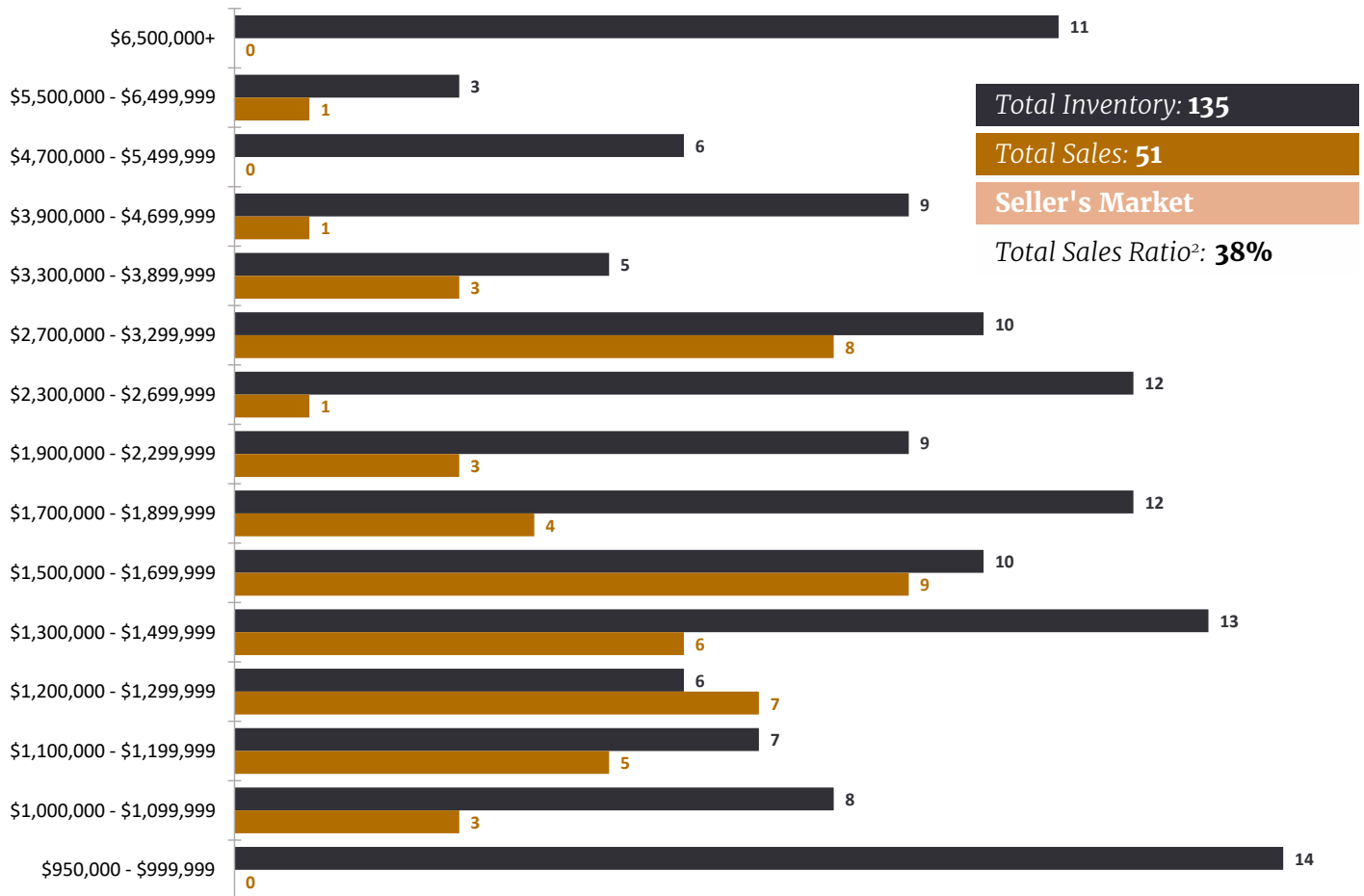
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

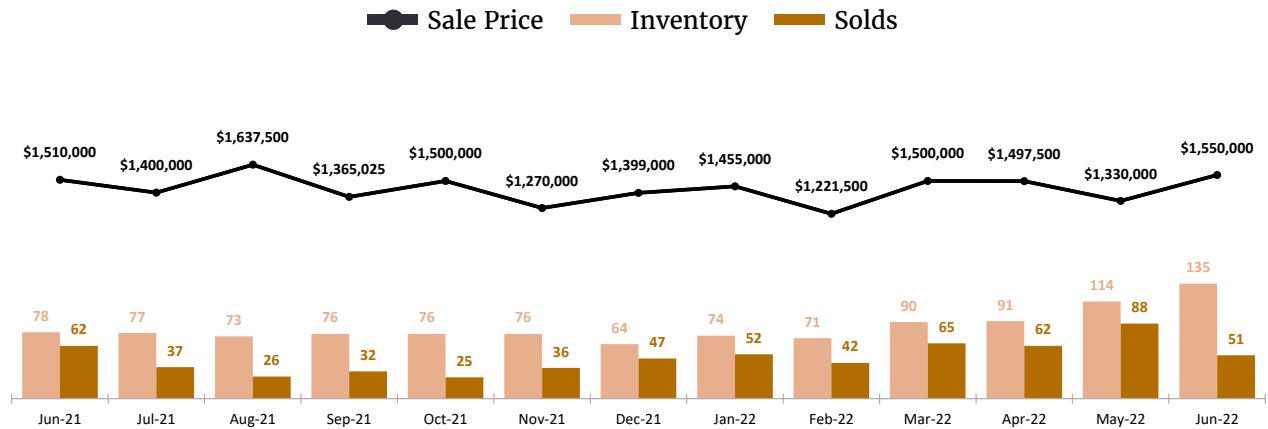
Luxury Benchmark Price¹: **\$950,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,350,000	2	2	29	69	42%
2,000 - 2,499	\$2,027,500	3	3	12	14	86%
2,500 - 2,999	\$2,975,000	3	3	5	13	38%
3,000 - 3,499	\$2,391,639	3	4	2	15	13%
3,500 - 3,999	\$4,650,000	3	4	2	10	20%
4,000+	\$4,000,000	4	5	1	14	7%

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 | JUNE

TOTAL INVENTORY

Jun. 2021 Jun. 2022
78 **135**

VARIANCE: **73%**

TOTAL SOLDS

Jun. 2021 Jun. 2022
62 **51**

VARIANCE: **-18%**

SALES PRICE

Jun. 2021 Jun. 2022
\$1.51m **\$1.55m**

VARIANCE: **3%**

SALE PRICE PER SQFT.

Jun. 2021 Jun. 2022
\$757 **\$948**

VARIANCE: **25%**

SALE TO LIST PRICE RATIO

Jun. 2021 Jun. 2022
100.00% **100.00%**

VARIANCE: **0%**

DAYS ON MARKET

Jun. 2021 Jun. 2022
8 **5**

VARIANCE: **-38%**

SARASOTA MARKET SUMMARY | JUNE 2022

- The Sarasota attached luxury market is a **Seller's Market** with a **38% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in June 2022.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **117%**.
- The median luxury sales price for attached homes is **\$1,550,000**.
- The median days on market for June 2022 was **5** days, down from **8** in June 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.