INSTITUTE for LUXURY HOME MARKETING[®]

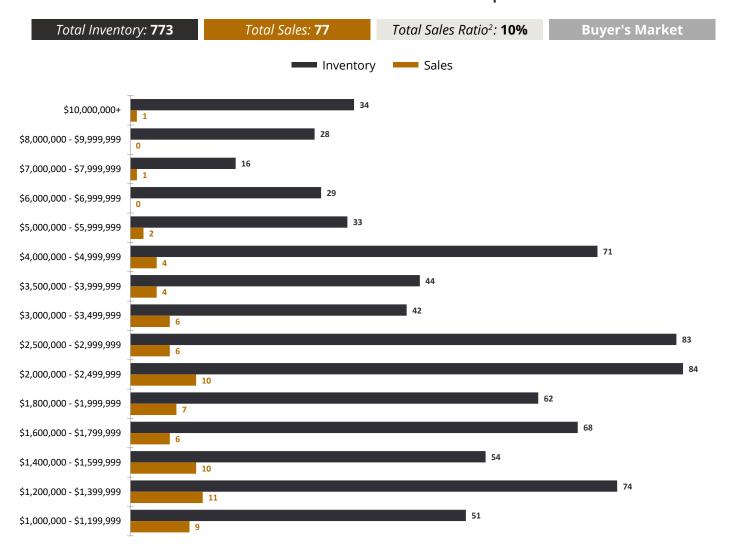
^{by}Colibri Real Estate





Luxury Benchmark Price 1: \$1,000,000

LUXURY INVENTORY VS. SALES | MARCH 2025



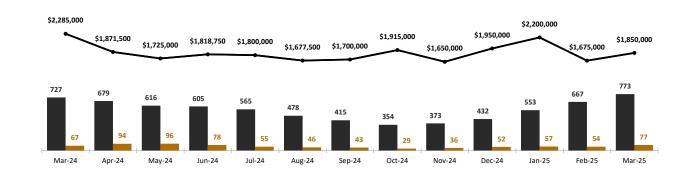
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,350,000	3	2	13	145	9%
2,000 - 2,999	\$1,612,500	4	3	32	267	12%
3,000 - 3,999	\$2,235,000	4	4	22	190	12%
4,000 - 4,999	\$2,110,000	4	5	7	89	8%
5,000 - 5,999	\$2,675,000	5	5	1	40	3%
6,000+	\$11,224,000	4	6	2	42	5%

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

Luxury Benchmark Price¹: \$1,000,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

727 773

VARIANCE: 6%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\$922 \$708

VARIANCE: -23%

TOTAL SOLDS

Mar. 2024 Mar. 2025

67 77

VARIANCE: 15%

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025

95.51% 94.16%

VARIANCE: -1%

SALES PRICE

Mar. 2024 Mar. 2025

\$2.29m \$1.85m

VARIANCE: -19%

DAYS ON MARKET

Mar. 2024 Mar. 2025

34 24

VARIANCE: -29%

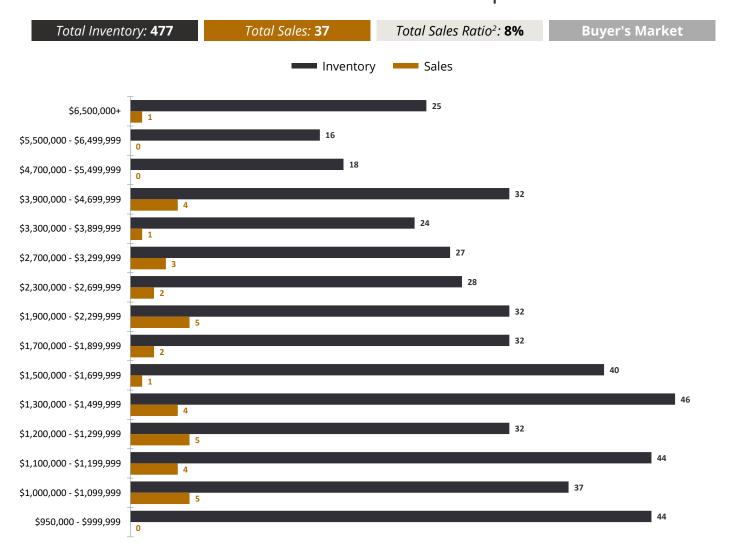
SARASOTA MARKET SUMMARY | MARCH 2025

- The single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **94.16% of list price** in March 2025.
- The most active price band is \$1,400,000-\$1,599,999, where the sales ratio is 19%.
- The median luxury sales price for single-family homes is \$1,850,000.
- The median days on market for March 2025 was 24 days, down from 34 in March 2024.

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 Benchmark Price 1: \$950,000

LUXURY INVENTORY VS. SALES | MARCH 2025

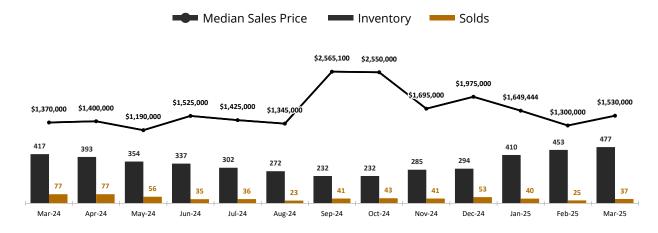


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,170,000	2	2	7	116	6%
1,500 - 1,999	\$1,270,000	2	2	10	129	8%
2,000 - 2,499	\$1,900,000	3	3	5	80	6%
2,500 - 2,999	\$2,592,500	3	3	8	51	16%
3,000 - 3,499	\$3,575,000	3	4	5	43	12%
3,500+	\$3,900,000	3	4	2	58	3%

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

Luxury Benchmark Price 1: \$950,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

417 477

VARIANCE: 14%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\$834 \$840

VARIANCE: **1**%

TOTAL SOLDS

Mar. 2024 Mar. 2025

77 37

VARIANCE: -**52%**

Mar. 2024 Mar. 2025
95.47% 93.53%

VARIANCE: **-2**%

SALES PRICE

Mar. 2024 Mar. 2025

\$1.37m \$1.53m

VARIANCE: 12%

DAYS ON MARKET

Mar. 2024 Mar. 2025

44 27

VARIANCE: -39%

SARASOTA MARKET SUMMARY | MARCH 2025

- The attached luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **93.53% of list price** in March 2025.
- The most active price bands are \$1,200,000-\$1,299,999 and \$1,900,000-\$2,299,999, where the sales ratio is 16%.
- The median luxury sales price for attached homes is \$1,530,000.
- The median days on market for March 2025 was 27 days, down from 44 in March 2024.

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.