INSTITUTE for LUXURY HOME MARKETING®

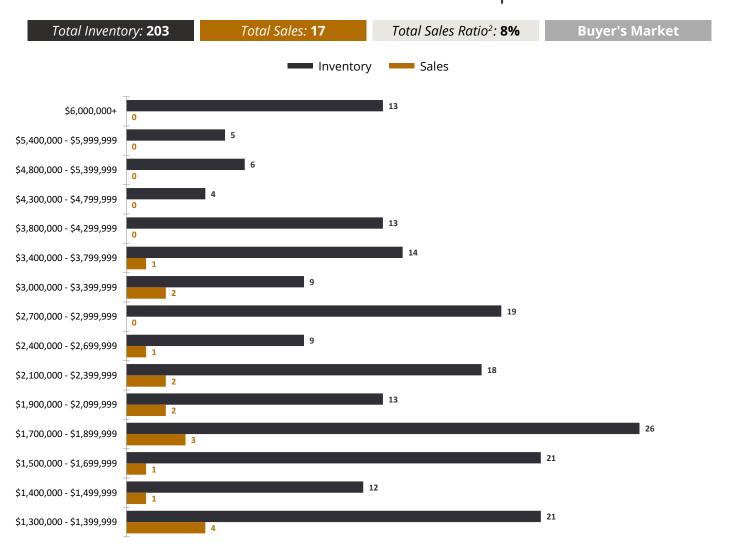
by Colibri Real Estate





Luxury Benchmark Price¹: \$1,300,000

LUXURY INVENTORY VS. SALES | APRIL 2025



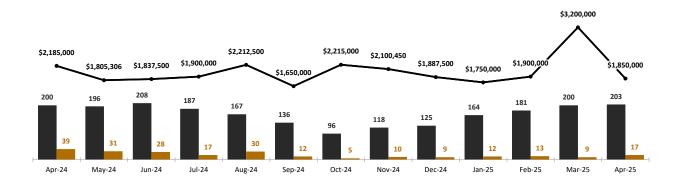
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,750,000	3	3	1	33	3%
2,000 - 2,499	\$1,400,000	4	3	5	31	16%
2,500 - 2,999	\$2,037,500	4	4	4	38	11%
3,000 - 3,499	\$2,037,500	4	5	4	32	13%
3,500 - 3,999	\$2,315,000	5	4	2	19	11%
4,000+	\$3,640,000	4	5	1	50	2%

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: \$1,300,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2024 Apr. 2025

200 203

VARIANCE: 2%

SALE PRICE PER SQFT.

Apr. 2024 Apr. 2025

\$807 \$636

VARIANCE: -21%

TOTAL SOLDS

Apr. 2024 Apr. 2025

> 39 17

VARIANCE: -56%

SALE TO LIST PRICE RATIO

Apr. 2024 Apr. 2025

92.96% 95.37%

VARIANCE: -3%

SALES PRICE

Apr. 2024 Apr. 2025

\$2.19m \$1.85m

VARIANCE: -15%

DAYS ON MARKET

Apr. 2024 Apr. 2025

> 36 23

VARIANCE: -36%

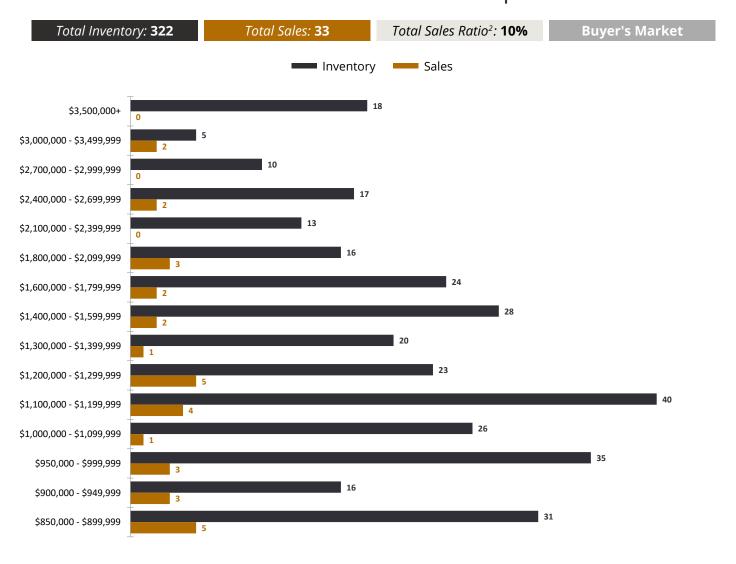
COASTAL PINELLAS COUNTY WEST MARKET SUMMARY | APRIL 2025

- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **92.96% of list price** in April 2025.
- The most active price band is \$3,000,000-\$3,399,999, where the sales ratio is 22%.
- The median luxury sales price for single-family homes is \$1,850,000.
- The median days on market for April 2025 was 23 days, down from 36 in April 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: \$850,000

LUXURY INVENTORY VS. SALES | APRIL 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	\$907,500	2	2	6	91	7%
1,500 - 1,999	\$1,100,000	2	2	11	100	11%
2,000 - 2,499	\$1,400,000	3	3	9	59	15%
2,500 - 2,999	\$1,562,500	3	4	4	36	11%
3,000 - 3,499	\$1,900,000	3	4	3	16	19%
3,500+	NA	NA	NA	0	20	0%

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.

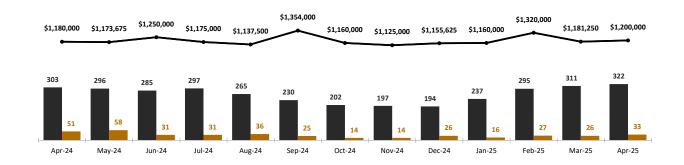
COASTAL PINELLAS COUNTY WEST

ATTACHED HOMES

Luxury Benchmark Price 1: \$850,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2024 Apr. 2025

303 322

VARIANCE: 6%

SALE PRICE PER SQFT.

Apr. 2024 Apr. 2025

\$654 \$627

VARI<u>ANCE: **-4**</u>%

TOTAL SOLDS

Apr. 2024 Apr. 2025

51 33

VARIANCE: -35%

SALE TO LIST PRICE RATIO

Apr. 2024 Apr. 2025

96.52% 96.00%

VARIANCE: -1%

SALES PRICE

Apr. 2024 Apr. 2025

\$1.18m \$1.20m

VARIANCE: **2**%

DAYS ON MARKET

Apr. 2024 Apr. 2025

23 45

VARIANCE: 96%

COASTAL PINELLAS COUNTY WEST MARKET SUMMARY | APRIL 2025

- The attached luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **96.00% of list price** in April 2025.
- The most active price band is \$3,000,000-\$3,499,999, where the sales ratio is 40%.
- The median luxury sales price for attached homes is \$1,200,000.
- The median days on market for April 2025 was 45 days, up from 23 in April 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.