

by Colibri Real Estate

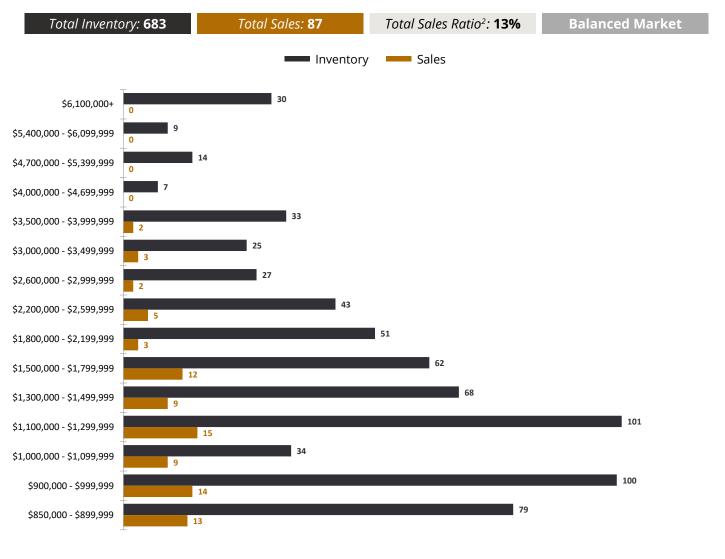




# SOUTH PINELLAS COUNTY SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$850,000

## LUXURY INVENTORY VS. SALES | APRIL 2025



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$865,000	3	2	2	36	6%
1,500 - 1,999	\$969,000	3	2	16	121	13%
2,000 - 2,499	\$1,103,800	3	3	22	154	14%
2,500 - 2,999	\$1,285,000	4	4	20	126	16%
3,000 - 3,499	\$1,477,500	4	4	12	90	13%
3,500+	\$1,687,000	5	4	15	156	10%

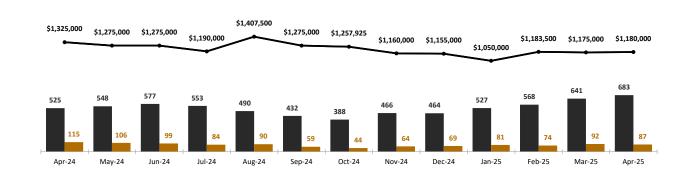
<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

# SOUTH PINELLAS COUNTY SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$850,000

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





### MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2024 Apr. 2025

525 683

VARIANCE: 30%

SALE PRICE PER SQFT.

Apr. 2024 Apr. 2025

\$630 \$501

VARIANCE: -20%

TOTAL SOLDS

Apr. 2024 Apr. 2025

115 87

VARIANCE: -24%

SALE TO LIST PRICE RATIO

Apr. 2024 Apr. 2025

96.32% 95.65%

VARIANCE: -1%

SALES PRICE

Apr. 2024 Apr. 2025

\$1.33m \$1.18m

VARIANCE: -11%

DAYS ON MARKET

Apr. 2024 Apr. 2025

> 27 24

VARIANCE: -11%

### SOUTH PINELLAS COUNTY MARKET SUMMARY | APRIL 2025

- The single-family luxury market is a Balanced Market with a 13% Sales Ratio.
- Homes sold for a median of 95.65% of list price in April 2025.
- The most active price band is \$1,000,000-\$1,099,999, where the sales ratio is 26%.
- The median luxury sales price for single-family homes is \$1,180,000.
- The median days on market for April 2025 was 24 days, down from 27 in April 2024.

<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.

# SOUTH PINELLAS COUNTY

Luxury Benchmark Price 1: \$700,000

## LUXURY INVENTORY VS. SALES | APRIL 2025



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	23	0%
1,000 - 1,499	\$847,500	2	2	15	108	14%
1,500 - 1,999	\$872,243	3	3	16	133	12%
2,000 - 2,499	\$1,125,000	3	3	12	80	15%
2,500 - 2,999	\$1,375,000	3	4	2	32	6%
3,000+	\$1,900,000	3	4	5	37	14%

<sup>&</sup>lt;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 < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

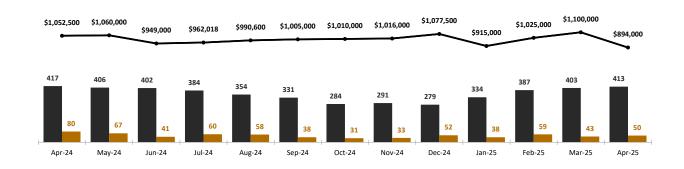
# SOUTH PINELLAS COUNTY

#### ATTACHED HOMES

Luxury Benchmark Price 1: \$700,000

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





### MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2024 Apr. 2025

417 413

VARIANCE: -1%

SALE PRICE PER SQFT.

Apr. 2024 Apr. 2025

\$626 \$586

VARIANCE: -6%

TOTAL SOLDS

Apr. 2024 Apr. 2025

80 50

VARIANCE: -38%

SALE TO LIST PRICE RATIO

Apr. 2024 Apr. 2025

96.13% 96.88%

VARIANCE: 1%

SALES PRICE

Apr. 2024 Apr. 2025

\$1.05m \$894k

VARIANCE: -15%

DAYS ON MARKET

Apr. 2024 Apr. 2025

42 33

VARIANCE: -21%

### SOUTH PINELLAS COUNTY MARKET SUMMARY | APRIL 2025

- The attached luxury market is a **Balanced Market** with a **12% Sales Ratio**.
- Homes sold for a median of **96.88% of list price** in April 2025.
- The most active price band is \$3,000,000-\$3,499,999, where the sales ratio is 67%.
- The median luxury sales price for attached homes is \$894,000.
- The median days on market for April 2025 was 33 days, down from 42 in April 2024.

<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.