INSTITUTE for LUXURY HOME MARKETING®

^{by}Colibri Real Estate





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

LUXURY INVENTORY VS. SALES | MAY 2025



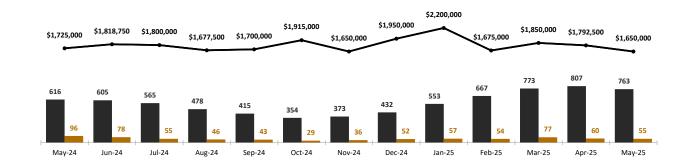
| Square Feet ³ -Range- | Price -Median Sold- | Beds -Median Sold- | Baths -Median Sold- | Sold -Total- | Inventory -Total- | Sales Ratio -Sold/Inventory- |
|-------------------------------------|------------------------|-----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 - 1,999 | \$1,325,000 | 3 | 2 | 13 | 147 | 9% |
| 2,000 - 2,999 | \$1,625,000 | 3 | 3 | 18 | 256 | 7% |
| 3,000 - 3,999 | \$2,084,100 | 4 | 4 | 12 | 201 | 6% |
| 4,000 - 4,999 | \$2,500,000 | 4 | 5 | 7 | 88 | 8% |
| 5,000 - 5,999 | \$4,975,000 | 4 | 5 | 2 | 32 | 6% |
| 6,000+ | \$9,500,000 | 5 | 6 | 3 | 39 | 8% |

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: \$1,000,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

616 763

VARIANCE: **24**%

SALE PRICE PER SQFT.

May 2024 May 2025

\$810 \$712

VARIANCE: -12%

TOTAL SOLDS

May 2024 May 2025

96 55

VARIANCE: -43%

SALE TO LIST PRICE RATIO

May 2024 May 2025

93.62% 93.33%

VARIANCE: **0**%

SALES PRICE

May 2024 May 2025

\$1.73m \$1.65m

VARIANCE: -4%

DAYS ON MARKET

May 2024 May 2025

72 49

VARIANCE: **-32**%

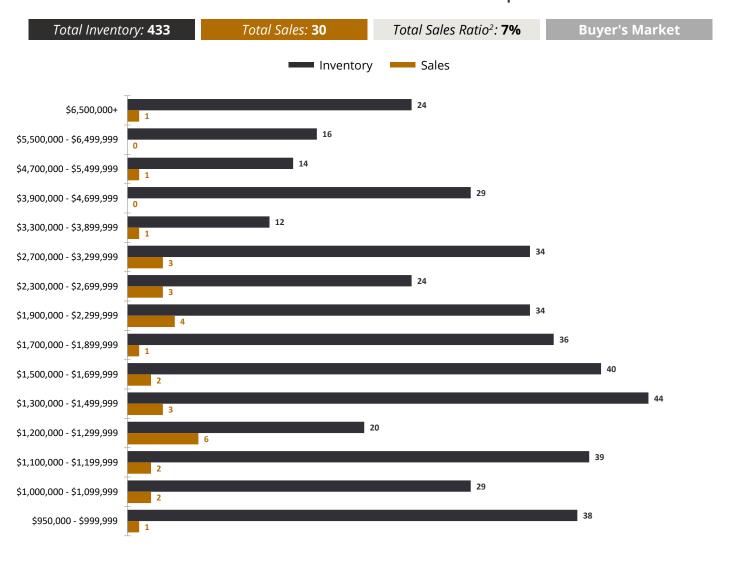
SARASOTA MARKET SUMMARY | MAY 2025

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **93.33% of list price** in May 2025.
- The most active price band is \$1,000,000-\$1,199,999, where the sales ratio is 23%.
- The median luxury sales price for single-family homes is \$1,650,000.
- The median days on market for May 2025 was 49 days, down from 72 in May 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 | MAY 2025



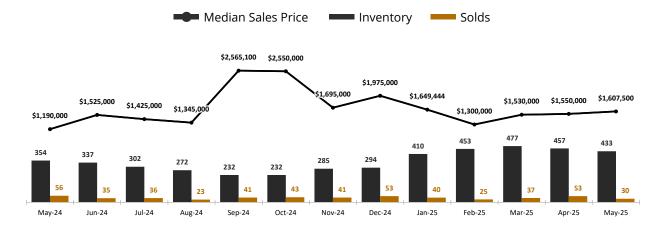
| Square Feet ³ -Range- | Price -Median Sold- | Beds -Median Sold- | Baths -Median Sold- | Sold -Total- | Inventory -Total- | Sales Ratio -Sold/Inventory- |
|----------------------------------|------------------------|-----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 - 1,499 | \$1,315,000 | 2 | 2 | 6 | 92 | 7% |
| 1,500 - 1,999 | \$1,250,000 | 2 | 2 | 15 | 113 | 13% |
| 2,000 - 2,499 | \$1,897,500 | 3 | 3 | 2 | 88 | 2% |
| 2,500 - 2,999 | \$2,700,000 | 3 | 3 | 3 | 51 | 6% |
| 3,000 - 3,499 | \$3,516,500 | 3 | 4 | 2 | 41 | 5% |
| 3,500+ | \$5,937,500 | 4 | 5 | 2 | 48 | 4% |

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.

SARASOTA

Luxury Benchmark Price 1: \$950,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

354 433

VARIANCE: 22%

SALE PRICE PER SQFT.

May 2024 May 2025

\$838 \$931

VARIANCE: 11%

TOTAL SOLDS

May 2024 May 2025

56 30

VARIANCE: -46%

SALE TO LIST PRICE RATIO

May 2024 May 2025

95.04% 92.03%

VARIANCE: -3%

\$ALES PRICE

May 2024 May 2025

\$1.19m \$1.61m

VARIANCE: 35%

DAYS ON MARKET

May 2024 May 2025

69 52

VARIANCE: -25%

SARASOTA MARKET SUMMARY | MAY 2025

- The attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **92.03% of list price** in May 2025.
- The most active price band is \$1,200,000-\$1,299,999, where the sales ratio is 30%.
- The median luxury sales price for attached homes is **\$1,607,500**.
- The median days on market for May 2025 was 52 days, down from 69 in May 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.