

by Colibri Real Estate

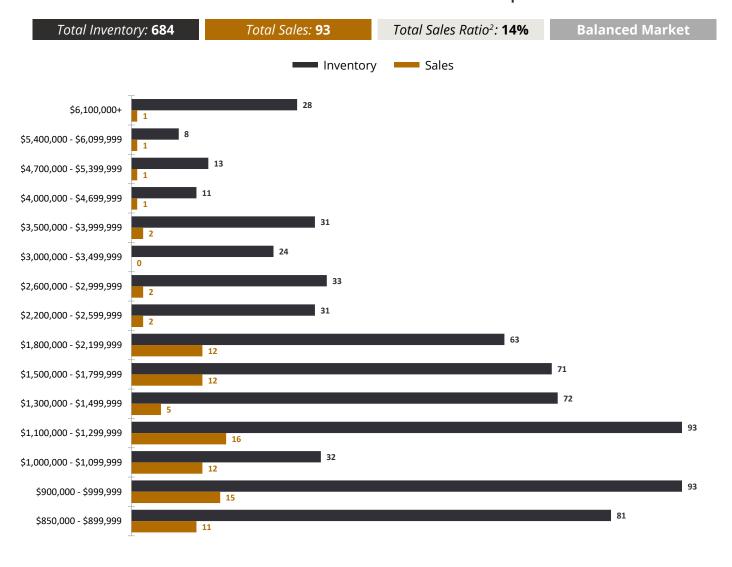




# SOUTH PINELLAS COUNTY SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$850,000

## LUXURY INVENTORY VS. SALES | MAY 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	\$1,472,500	3	2	4	30	13%
1,500 - 1,999	\$1,001,000	3	3	11	124	9%
2,000 - 2,499	\$1,025,000	3	3	25	151	17%
2,500 - 2,999	\$1,265,500	4	3	27	128	21%
3,000 - 3,499	\$1,125,000	4	4	12	84	14%
3,500+	\$2,300,000	4	5	14	167	8%

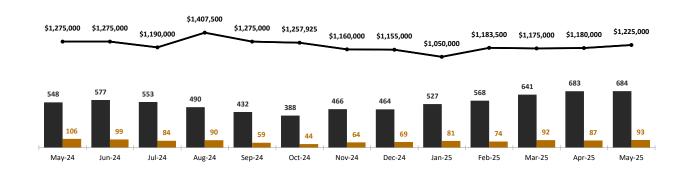
<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

# SOUTH PINELLAS COUNTY SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$850,000

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





### MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

548 684

VARIANCE: 25%

SALE PRICE PER SQFT.

May 2024 May 2025

\$586 \$500

VARIANCE: -15%

TOTAL SOLDS

May 2024 May 2025

106 93

VARIANCE: -12%

SALE TO LIST PRICE RATIO

May 2024 May 2025

96.00% 95.96%

VARIANCE: **0**%

SALES PRICE

May 2024 May 2025

\$1.28m \$1.23m

VARIANCE: -4%

DAYS ON MARKET

May 2024 May 2025

> 42 29

VARIANCE: -31%

### SOUTH PINELLAS COUNTY MARKET SUMMARY | MAY 2025

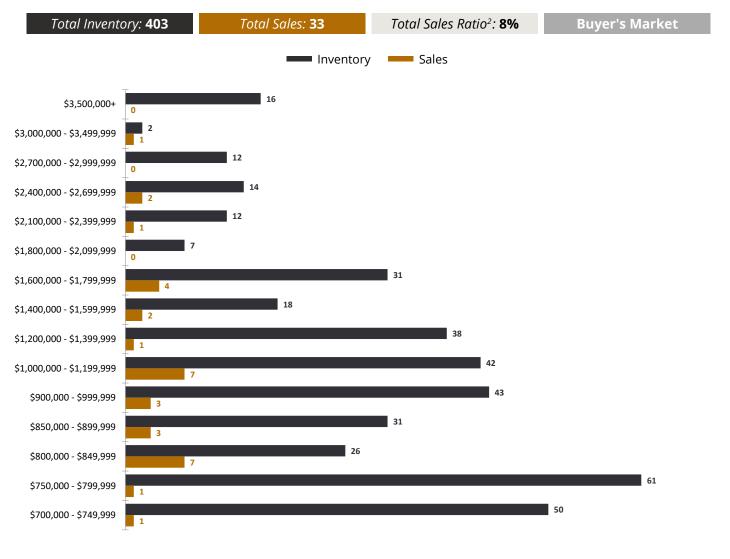
- The single-family luxury market is a Balanced Market with a 14% Sales Ratio.
- Homes sold for a median of **95.96% of list price** in May 2025.
- The most active price band is \$1,000,000-\$1,099,999, where the sales ratio is 38%.
- The median luxury sales price for single-family homes is \$1,225,000.
- The median days on market for May 2025 was 29 days, down from 42 in May 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 | MAY 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	\$812,500	2	2	1	23	4%
1,000 - 1,499	\$960,000	3	2	11	112	10%
1,500 - 1,999	\$1,390,000	2	3	7	127	6%
2,000 - 2,499	\$877,500	3	4	8	79	10%
2,500 - 2,999	\$1,950,000	3	4	4	29	14%
3,000+	\$1,607,500	4	4	2	33	6%

<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.

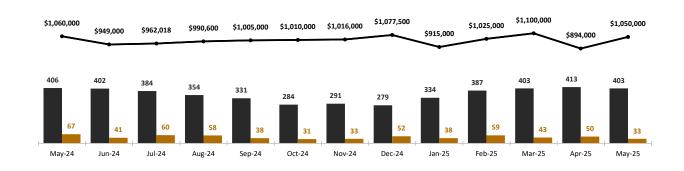
# SOUTH PINELLAS COUNTY

#### ATTACHED HOMES

Luxury Benchmark Price 1: \$700,000

#### 13-MONTH LUXURY MARKET TREND4





### MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

406 403

VARIANCE: -1%

SALE PRICE PER SQFT.

May 2024 May 2025

\$681 \$713

VARIANCE: 5%

TOTAL SOLDS

May 2024 May 2025

67 33

VARIANCE: -51%

SALE TO LIST PRICE RATIO

May 2024 May 2025

96.00% 95.98%

VARIANCE: **0**%

SALES PRICE

May 2024 May 2025

\$1.06m \$1.05m

VARIANCE: -1%

DAYS ON MARKET

May 2024 May 2025

46 29

VARIANCE: -37%

### SOUTH PINELLAS COUNTY MARKET SUMMARY | MAY 2025

- The attached luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **95.98% of list price** in May 2025.
- The most active price band is \$3,000,000-\$3,499,999, where the sales ratio is 50%.
- The median luxury sales price for attached homes is \$1,050,000.
- The median days on market for May 2025 was 29 days, down from 46 in May 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.