INSTITUTE for LUXURY HOME MARKETING®

by Colibri Real Estate

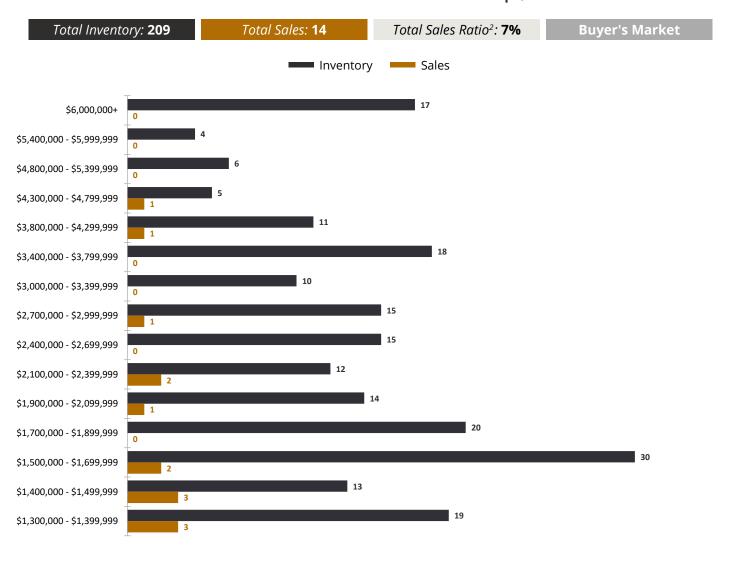




www.LuxuryHomeMarketing.com

Luxury Benchmark Price¹: \$1,300,000

LUXURY INVENTORY VS. SALES | JUNE 2025

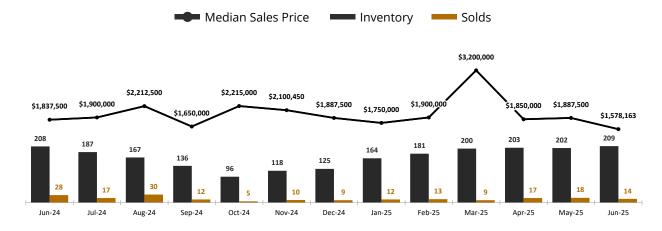


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,350,000	4	3	2	26	8%
2,000 - 2,499	\$1,458,163	3	3	2	34	6%
2,500 - 2,999	\$1,565,000	4	3	5	36	14%
3,000 - 3,499	\$1,400,000	5	3	1	36	3%
3,500 - 3,999	\$3,397,500	5	5	2	22	9%
4,000+	\$3,312,500	5	5	2	55	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.

Luxury Benchmark Price 1: \$1,300,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY Jun. 2024 Jun. 2025 208 209 VARIANCE: 0%

SALE PRICE PER SQFT. Jun. 2024 Jun. 2025 \$789 \$652

VARIANCE: -17%

TOTAL SOLDS Jun. 2024 Jun. 2025 28 14 VARIANCE: -50%

SALE TO LIST PRICE RATIO Jun. 2024 Jun. 2025 96.08% 93.20% VARIANCE: -3%

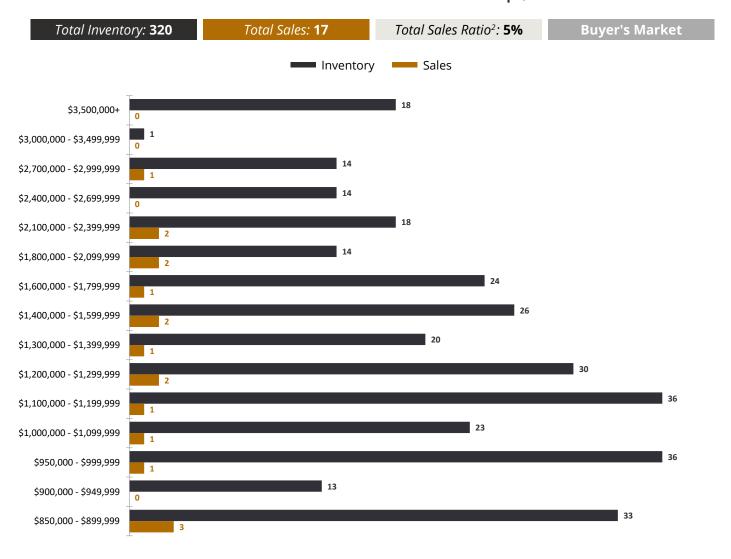
SALES PRICE Jun. 2024 Jun. 2025 \$1.84m \$1.58m VARIANCE: -14% DAYS ON MARKET Jun. 2024 Jun. 2025 52 78 VARIANCE: 50%

COASTAL PINELLAS COUNTY WEST MARKET SUMMARY | JUNE 2025

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **93.20% of list price** in June 2025.
- The most active price band is \$1,400,000-\$1,499,999, where the sales ratio is 23%.
- The median luxury sales price for single-family homes is \$1,578,163.
- The median days on market for June 2025 was 78 days, up from 52 in June 2024.

Luxury Benchmark Price 1: \$850,000

LUXURY INVENTORY VS. SALES | JUNE 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	\$1,025,000	2	2	5	85	6%
1,500 - 1,999	\$1,150,000	2	2	5	115	4%
2,000 - 2,499	\$1,887,500	3	3	2	58	3%
2,500 - 2,999	\$1,729,500	3	4	4	26	15%
3,000 - 3,499	NA	NA	NA	0	15	0%
3,500+	\$2,300,000	3	4	1	21	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.

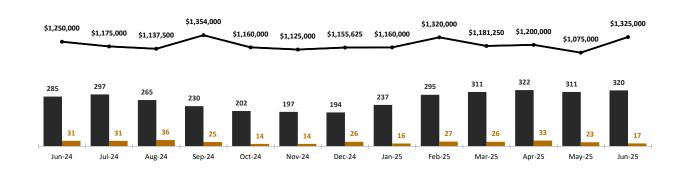
COASTAL PINELLAS COUNTY WEST

ATTACHED HOMES

Luxury Benchmark Price 1: \$850,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2024 Jun. 2025

285 320

VARIANCE: 12%

SALE PRICE PER SQFT.

Jun. 2024 Jun. 2025

\$663 \$706

VARIANCE: **6**%

TOTAL SOLDS

Jun. 2024 Jun. 2025

31 17

VARIANCE: -45%

SALE TO LIST PRICE RATIO

Jun. 2024 Jun. 2025

95.56% 93.36%

VARIANCE: **-2**%

SALES PRICE

Jun. 2024 Jun. 2025

\$1.25m \$1.33m

VARIANCE: 6%

DAYS ON MARKET

Jun. 2024 Jun. 2025

48 43

VARIANCE: -10%

COASTAL PINELLAS COUNTY WEST MARKET SUMMARY | JUNE 2025

- The attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **93.36% of list price** in June 2025.
- The most active price band is \$1,800,000-\$2,099,999, where the sales ratio is 14%.
- The median luxury sales price for attached homes is \$1,325,000.
- The median days on market for June 2025 was 43 days, down from 48 in June 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.