INSTITUTE for LUXURY HOME MARKETING<sup>®</sup>

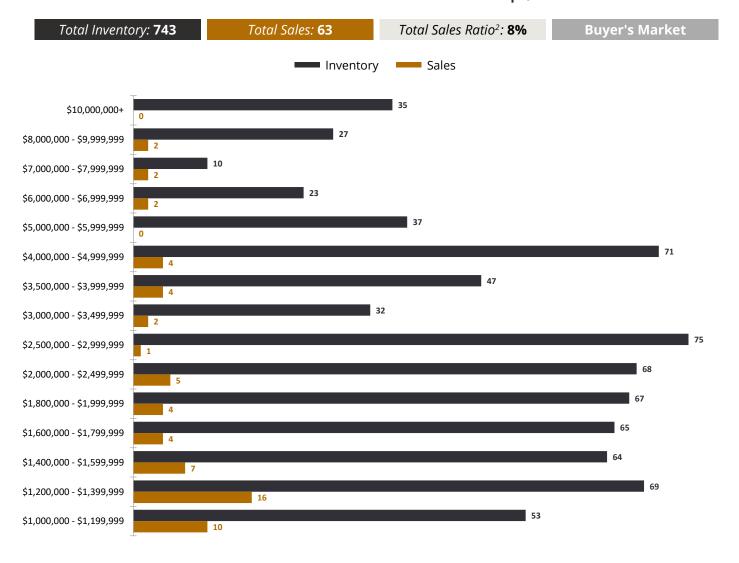
<sup>by</sup>Colibri Real Estate





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

## LUXURY INVENTORY VS. SALES | JUNE 2025



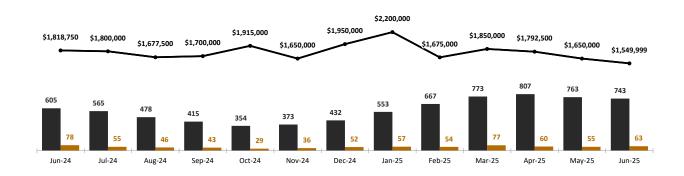
Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,250,000	3	2	15	156	10%
2,000 - 2,999	\$1,375,000	3	3	25	230	11%
3,000 - 3,999	\$2,420,000	4	5	11	198	6%
4,000 - 4,999	\$3,462,500	5	5	5	86	6%
5,000 - 5,999	\$4,450,000	4	5	5	31	16%
6,000+	\$8,315,000	5	8	2	42	5%

<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.

Luxury Benchmark Price<sup>1</sup>: \$1,000,000

#### 13-MONTH LUXURY MARKET TREND4





#### MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2024 Jun. 2025

605 743

VARIANCE: **23**%

SALE PRICE PER SQFT.

Jun. 2024 Jun. 2025

\*786 \*687

VARIANCE: -13%

TOTAL SOLDS

Jun. 2024 Jun. 2025

78 63

VARIANCE: -19%

SALE TO LIST PRICE RATIO

Jun. 2024 Jun. 2025

92.39% 92.52%

VARIANCE: **0**%

SALES PRICE

Jun. 2024 Jun. 2025

\$1.82m \$1.55m

VARIANCE: -15%

DAYS ON MARKET

Jun. 2024 Jun. 2025

73 76

VARIANCE: 4%

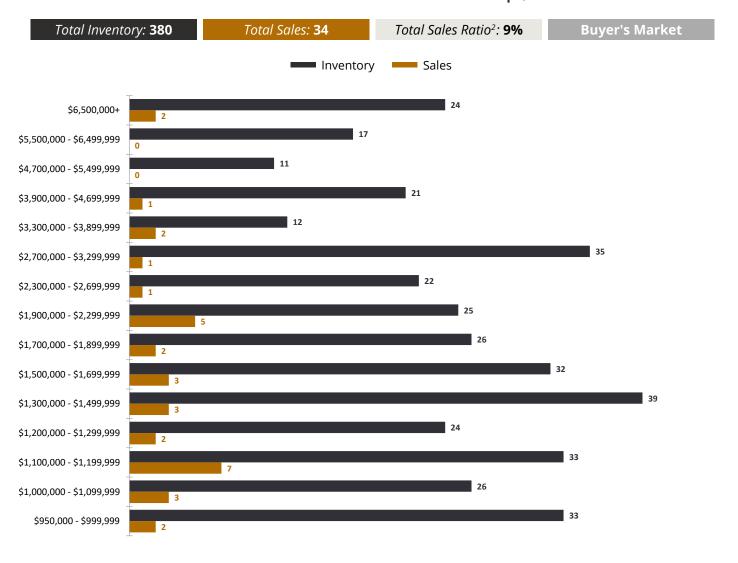
## SARASOTA MARKET SUMMARY | JUNE 2025

- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **92.52% of list price** in June 2025.
- The most active price band is \$1,200,000-\$1,399,999, where the sales ratio is 23%.
- The median luxury sales price for single-family homes is \$1,549,999.
- The median days on market for June 2025 was 76 days, up from 73 in June 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.

Luxury Benchmark Price 1: \$950,000

## LUXURY INVENTORY VS. SALES | JUNE 2025



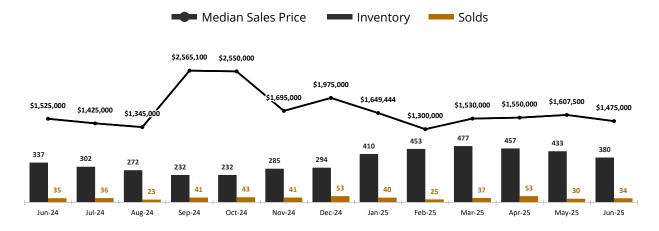
Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,175,000	2	2	10	83	12%
1,500 - 1,999	\$1,250,000	2	3	9	101	9%
2,000 - 2,499	\$1,970,000	3	4	3	73	4%
2,500 - 2,999	\$1,975,000	3	4	6	42	14%
3,000 - 3,499	\$3,125,000	3	4	2	36	6%
3,500+	\$5,700,000	3	4	4	45	9%

<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.

# SARASOTA

Luxury Benchmark Price 1: \$950,000

#### 13-MONTH LUXURY MARKET TREND4



#### MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY TOTAL SOLDS SALES PRICE Jun. 2024 Jun. 2024 Jun. 2024 Jun. 2025 Jun. 2025 Jun. 2025 \$1.53m 35 337 \$1.48m 380 34 VARIANCE: 13% VARIANCE: -3% VARIANCE: -3% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET Jun. 2024 Jun. 2024 Jun. 2024 Jun. 2025 Jun. 2025 Jun. 2025 \$843 \$815 94.99% 89 93.01% 90 VARIANCE: 1% VARIANCE: -3% VARIANCE: -2%

### SARASOTA MARKET SUMMARY | JUNE 2025

- The attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **93.01% of list price** in June 2025.
- The most active price band is \$1,100,000-\$1,199,999, where the sales ratio is 21%.
- The median luxury sales price for attached homes is \$1,475,000.
- The median days on market for June 2025 was 90 days, up from 89 in June 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.