

SARASOTA &
SURROUNDING
BEACHES

FLORIDA

SIESTA KEY TO ANNA MARIA ISLANDS

LUXURY INVENTORY VS. SALES | JULY 2025

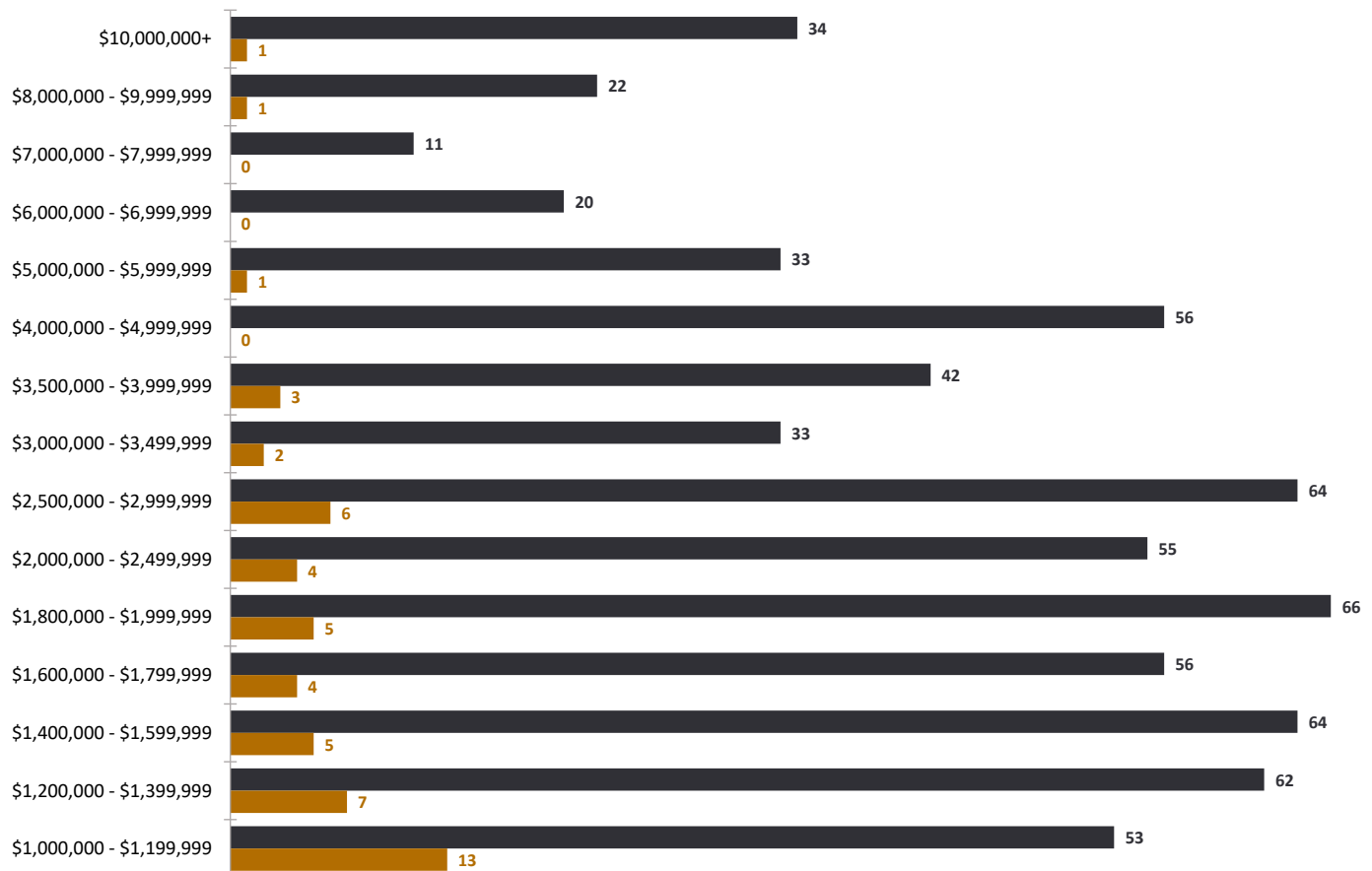
Total Inventory: 671

Total Sales: 52

Total Sales Ratio²: 8%

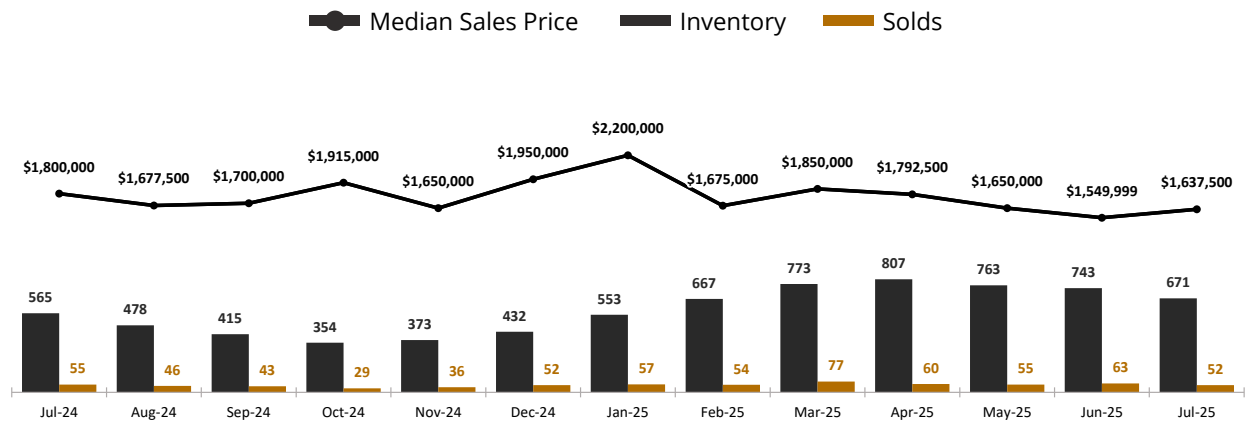
Buyer's Market

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,282,000	3	2	11	155	7%
2,000 - 2,999	\$1,250,000	3	3	17	212	8%
3,000 - 3,999	\$2,550,000	4	4	11	168	7%
4,000 - 4,999	\$2,075,000	4	5	8	71	11%
5,000 - 5,999	\$3,350,000	4	6	2	24	8%
6,000+	\$8,500,000	5	6	3	41	7%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² 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.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024 Jul. 2025
565 671

VARIANCE: **19%**

TOTAL SOLD

Jul. 2024 Jul. 2025
55 52

VARIANCE: **-5%**

SALES PRICE

Jul. 2024 Jul. 2025
\$1.80m \$1.64m

VARIANCE: **-9%**

SALE PRICE PER SQFT.

Jul. 2024 Jul. 2025
\$727 \$606

VARIANCE: **-17%**

SALE TO LIST PRICE RATIO

Jul. 2024 Jul. 2025
93.10% 91.86%

VARIANCE: **-1%**

DAYS ON MARKET

Jul. 2024 Jul. 2025
94 62

VARIANCE: **-34%**

SARASOTA MARKET SUMMARY | JULY 2025

- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **91.86% of list price** in July 2025.
- The most active price band is **\$1,000,000-\$1,199,999**, where the sales ratio is **25%**.
- The median luxury sales price for single-family homes is **\$1,637,500**.
- The median days on market for July 2025 was **62** days, down from **94** in July 2024.

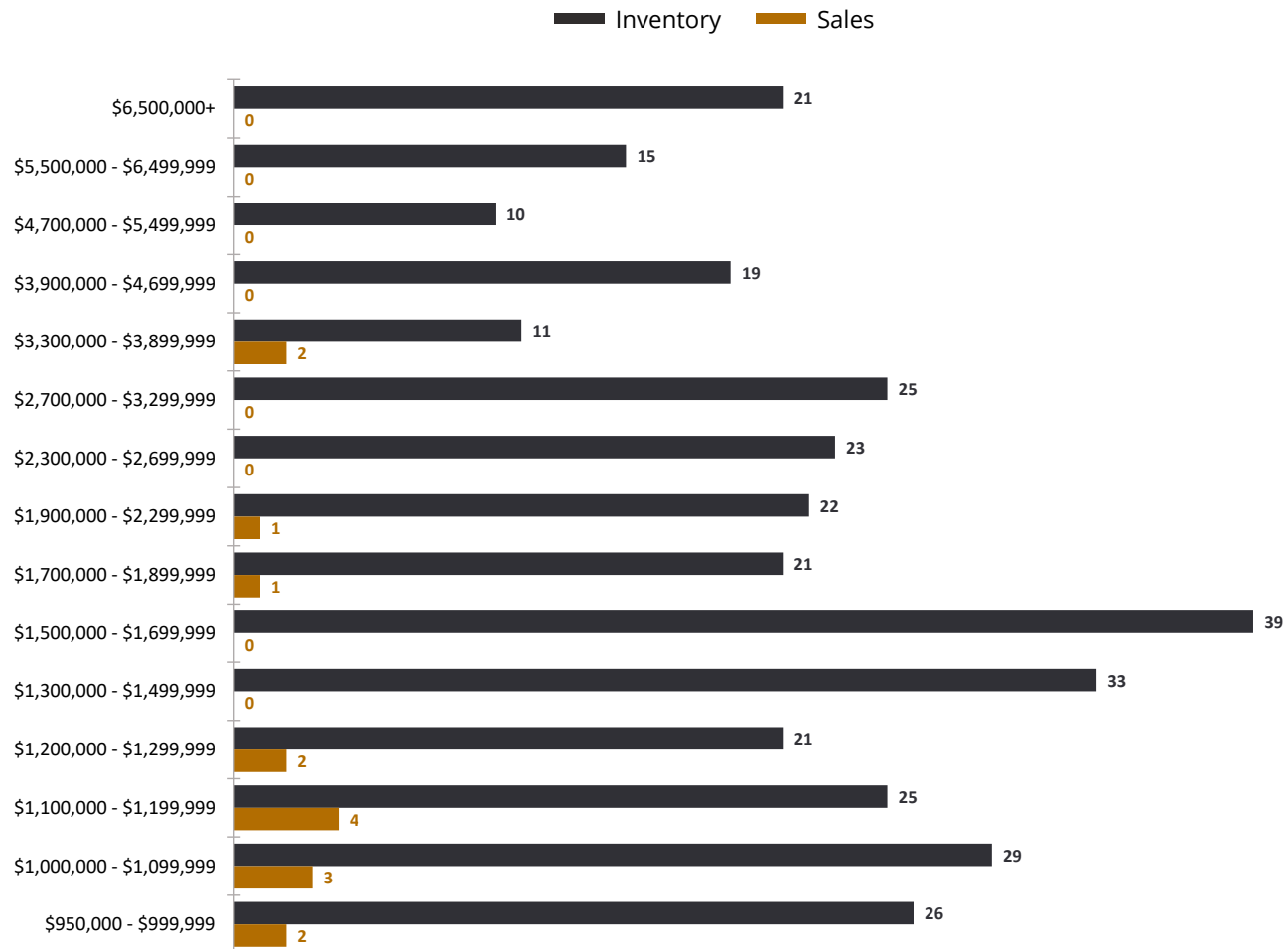
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JULY 2025

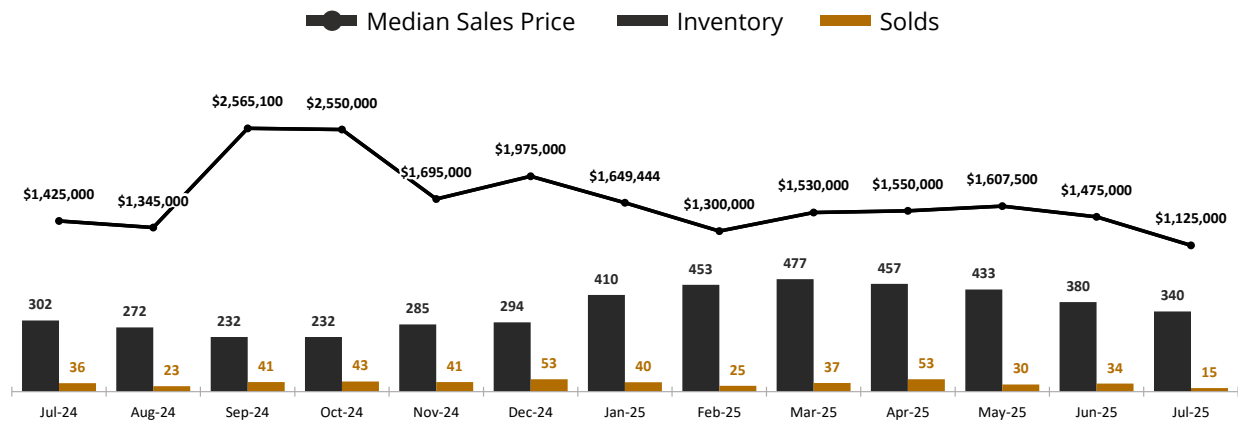
Total Inventory: **340**Total Sales: **15**Total Sales Ratio²: **4%**

Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,098,000	2	2	7	82	9%
1,500 - 1,999	\$1,118,750	3	3	4	87	5%
2,000 - 2,499	\$1,687,500	3	3	2	67	3%
2,500 - 2,999	NA	NA	NA	0	35	0%
3,000 - 3,499	\$3,600,000	3	3	1	29	3%
3,500+	\$3,700,000	4	4	1	40	3%

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.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024 Jul. 2025
302 340

VARIANCE: **13%**

TOTAL SOLD

Jul. 2024 Jul. 2025
36 15

VARIANCE: **-58%**

SALES PRICE

Jul. 2024 Jul. 2025
\$1.43m \$1.13m

VARIANCE: **-21%**

SALE PRICE PER SQFT.

Jul. 2024 Jul. 2025
\$835 \$814

VARIANCE: **-3%**

SALE TO LIST PRICE RATIO

Jul. 2024 Jul. 2025
94.48% 92.68%

VARIANCE: **-2%**

DAYS ON MARKET

Jul. 2024 Jul. 2025
111 132

VARIANCE: **19%**

SARASOTA MARKET SUMMARY | JULY 2025

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **92.68% of list price** in July 2025.
- The most active price band is **\$3,300,000-\$3,899,999**, where the sales ratio is **18%**.
- The median luxury sales price for attached homes is **\$1,125,000**.
- The median days on market for July 2025 was **132** days, up from **111** in July 2024.

³Square foot table does not account for listings and sells where square foot data is not disclosed.⁴Data reported includes Active and Sold properties and does not include Pending properties.