INSTITUTE for LUXURY HOME MARKETING®

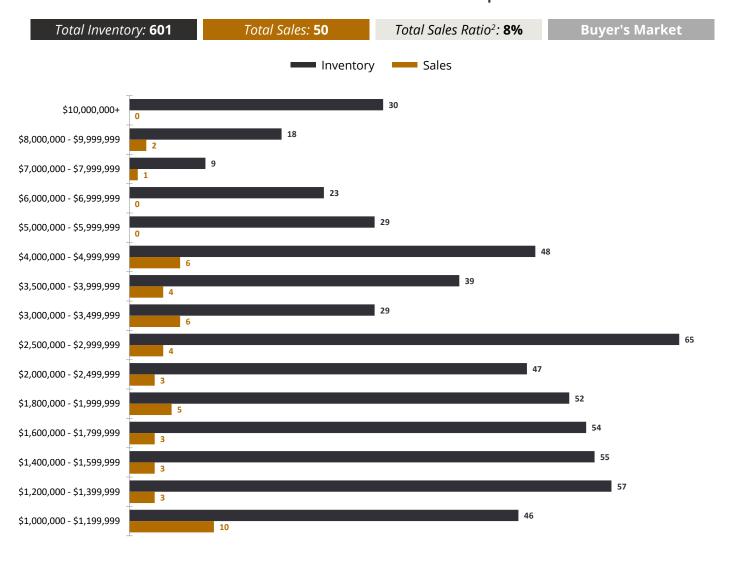
^{by}Colibri Real Estate





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

LUXURY INVENTORY VS. SALES | AUGUST 2025



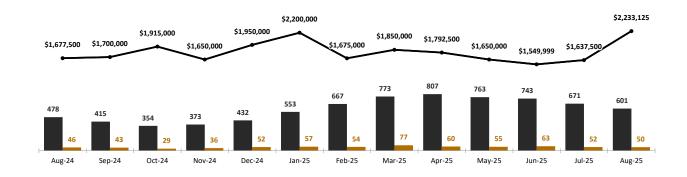
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,160,000	3	2	7	134	5%
2,000 - 2,999	\$1,606,000	4	3	16	190	8%
3,000 - 3,999	\$3,060,000	4	5	18	148	12%
4,000 - 4,999	\$4,000,000	5	5	7	68	10%
5,000 - 5,999	\$6,237,500	6	5	2	20	10%
6,000+	NA	NA	NA	0	41	0%

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 | AUGUST

TOTAL INVENTORY

Aug. 2024 Aug. 2025

478 601

VARIANCE: **26**%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025

VARIANCE: 13%

TOTAL SOLDS

Aug. 2024 Aug. 2025

46 50

VARIANCE: 9%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

93.46% 92.40%

VARIANCE: -1%

SALES PRICE

Aug. 2024 Aug. 2025

\$1.68m \$2.23m

VARIANCE: 33%

DAYS ON MARKET

Aug. 2024 Aug. 2025

125 105

VARIANCE: -16%

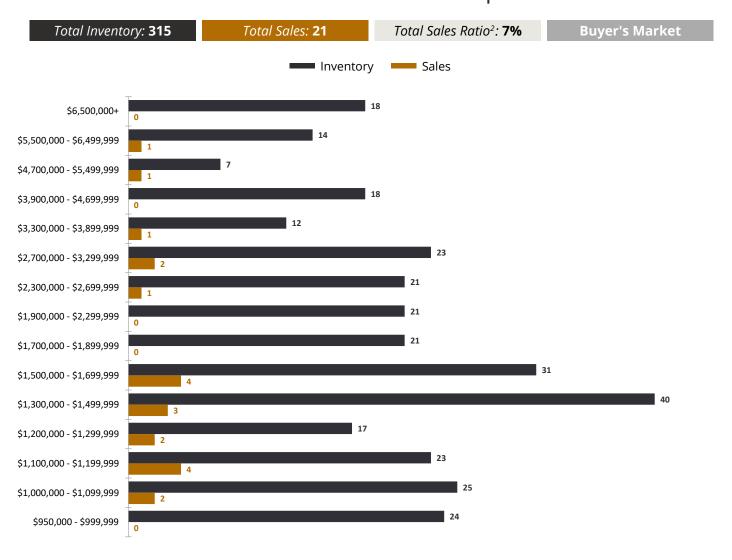
SARASOTA MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **92.40% of list price** in August 2025.
- The most active price band is \$1,000,000-\$1,199,999, where the sales ratio is 22%.
- The median luxury sales price for single-family homes is \$2,233,125.
- The median days on market for August 2025 was 105 days, down from 125 in August 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 | AUGUST 2025



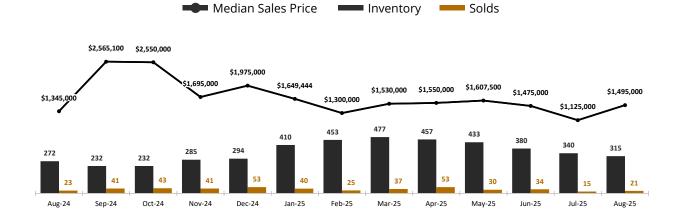
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,160,000	2	2	6	75	8%
1,500 - 1,999	\$1,495,000	2	2	3	84	4%
2,000 - 2,499	\$1,535,000	3	3	6	61	10%
2,500 - 2,999	\$2,800,000	4	4	3	33	9%
3,000 - 3,499	\$1,550,000	3	3	1	25	4%
3,500+	\$5,800,000	3	5	2	37	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.

SARASOTA

Luxury Benchmark Price 1: \$950,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY **Aug. 2024 Aug. 2025**272 315

VARIANCE: **16**%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025

\$838 \$898

VARIANCE: **7**%

TOTAL SOLDS

Aug. 2024 Aug. 2025

23 21

VARIANCE: -9%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

96.14% 90.78%

VARIANCE: -6%

SALES PRICE

Aug. 2024 Aug. 2025

\$1.35m \$1.50m

VARIANCE: 11%

DAYS ON MARKET

Aug. 2024 Aug. 2025

32 104

VARIANCE: **225**%

SARASOTA MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **90.78% of list price** in August 2025.
- The most active price band is \$1,100,000-\$1,199,999, where the sales ratio is 17%.
- The median luxury sales price for attached homes is \$1,495,000.
- The median days on market for August 2025 was 104 days, up from 32 in August 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.