INSTITUTE for LUXURY HOME MARKETING®

by Colibri Real Estate

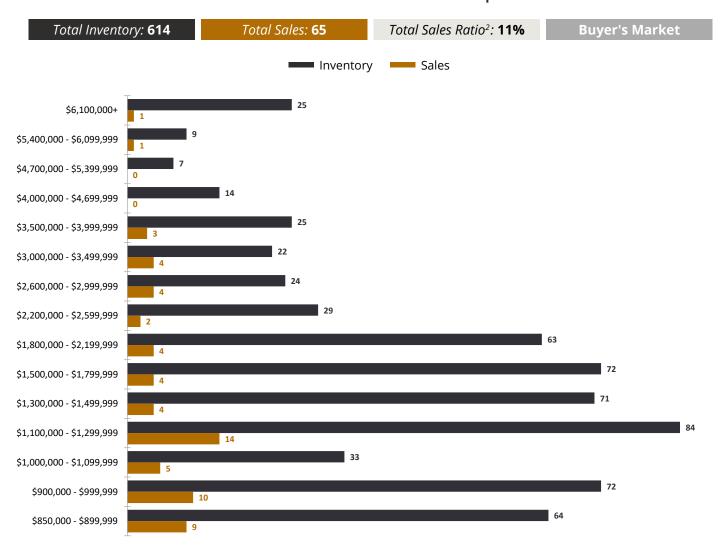




SOUTH PINELLAS COUNTY SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$850,000

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	\$950,000	2	2	1	22	5%
1,500 - 1,999	\$1,100,000	3	3	11	109	10%
2,000 - 2,499	\$1,123,000	4	3	19	124	15%
2,500 - 2,999	\$1,000,000	4	3	17	118	14%
3,000 - 3,499	\$1,172,250	5	4	2	80	3%
3,500+	\$3,000,000	5	5	15	161	9%

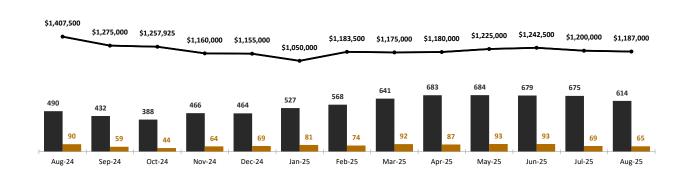
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

SOUTH PINELLAS COUNTY SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$850,000

13-MONTH LUXURY MARKET TREND⁴





MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024 Aug. 2025

490 614

VARIANCE: 25%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025

\$586 \$524

VARIANCE: -11%

TOTAL SOLDS

Aug. 2024 Aug. 2025

> 90 65

VARIANCE: -28%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

94.55% 95.65%

VARIANCE: 1%

SALES PRICE

Aug. 2024 Aug. 2025

\$1.41m \$1.19m

VARIANCE: -16%

DAYS ON MARKET

Aug. 2024 Aug. 2025

> 51 90

VARIANCE: **76**%

SOUTH PINELLAS COUNTY MARKET SUMMARY | AUGUST 2025

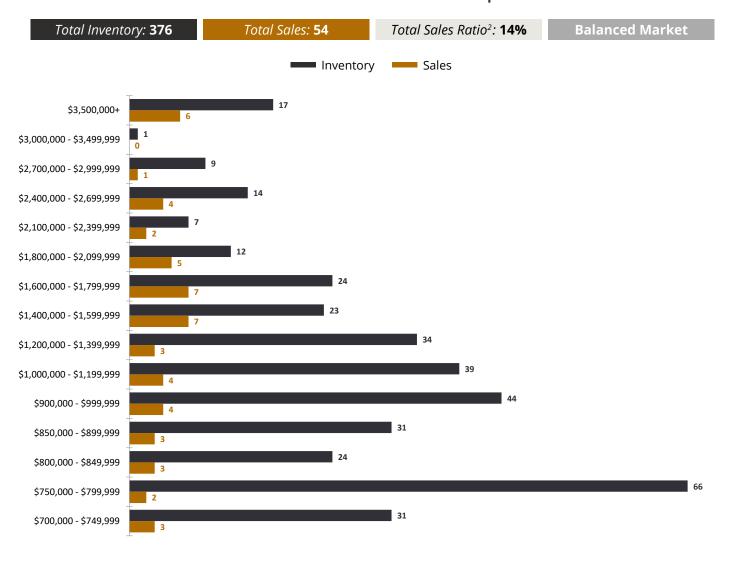
- The single-family luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **95.65% of list price** in August 2025.
- The most active price band is \$3,000,000-\$3,499,999, where the sales ratio is 18%.
- The median luxury sales price for single-family homes is \$1,187,000.
- The median days on market for August 2025 was 90 days, up from 51 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.

SOUTH PINELLAS COUNTY

Luxury Benchmark Price 1: \$700,000

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 - 999	NA	NA	NA	0	22	0%
1,000 - 1,499	\$850,000	2	2	11	94	12%
1,500 - 1,999	\$1,050,000	3	3	9	120	8%
2,000 - 2,499	\$1,649,512	3	3	20	83	24%
2,500 - 2,999	\$1,697,500	4	4	4	27	15%
3,000+	\$3,747,905	3	4	10	30	33%

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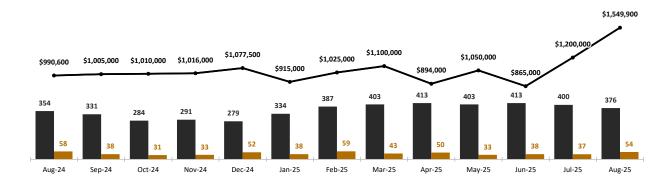
SOUTH PINELLAS COUNTY

ATTACHED HOMES

Luxury Benchmark Price 1: \$700,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024 Aug. 2025

354 376

VARIANCE: **6**%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025

\$618 \$737

VARIANCE: 19%

TOTAL SOLDS

Aug. 2024 Aug. 2025

58 54

VARIANCE: -7%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

97.97% 98.74%

VARIANCE: 1%

SALES PRICE

Aug. 2024 Aug. 2025

\$991k \$1.55m

VARIANCE: **56%**

DAYS ON MARKET

Aug. 2024 Aug. 2025

18 6

VARIANCE: -67%

SOUTH PINELLAS COUNTY MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Balanced Market** with a **14% Sales Ratio**.
- Homes sold for a median of **98.74% of list price** in August 2025.
- The most active price band is \$1,800,000-\$2,099,999, where the sales ratio is 42%.
- The median luxury sales price for attached homes is \$1,549,900.
- The median days on market for August 2025 was 6 days, down from 18 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.