

SARASOTA &
SURROUNDING
BEACHES

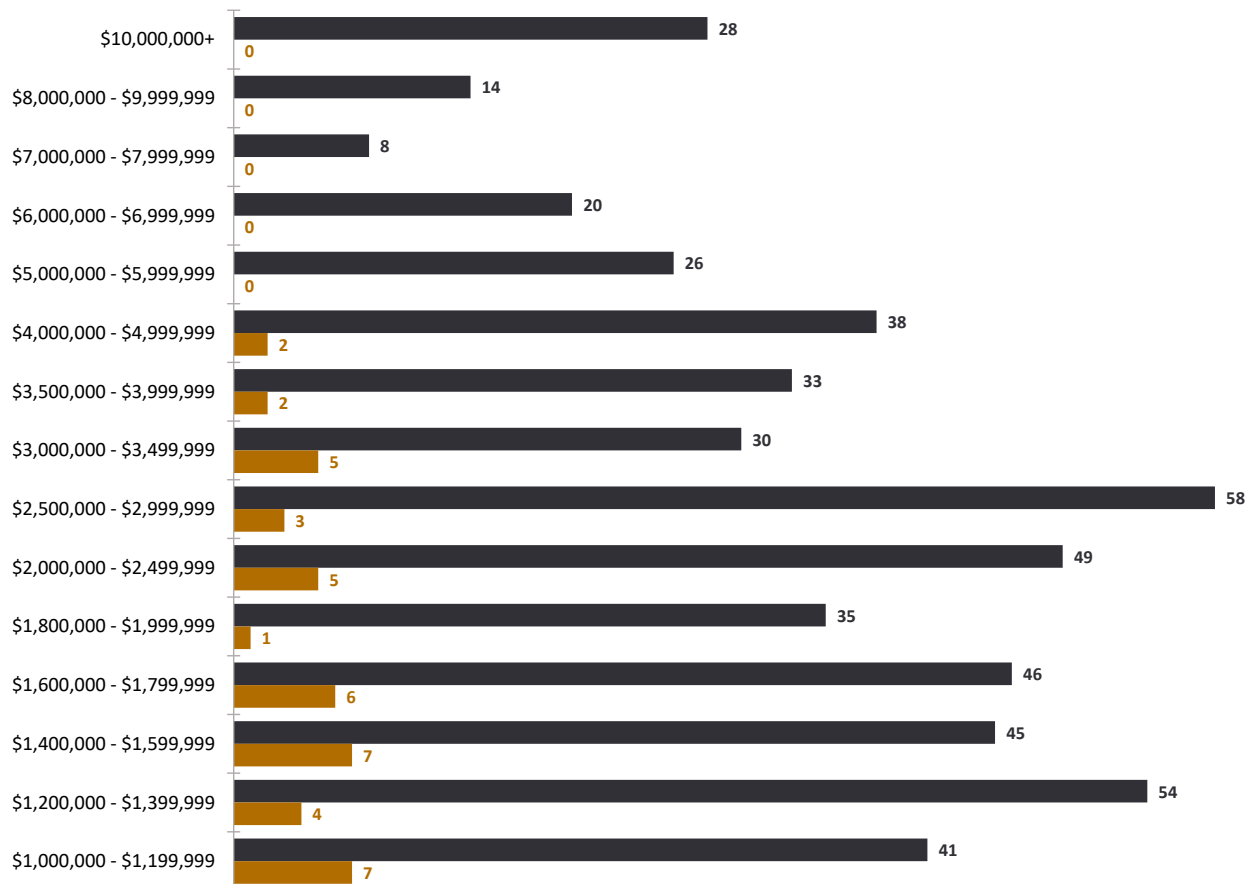
FLORIDA

SIESTA KEY TO ANNA MARIA ISLANDS

LUXURY INVENTORY VS. SALES | SEPTEMBER 2025

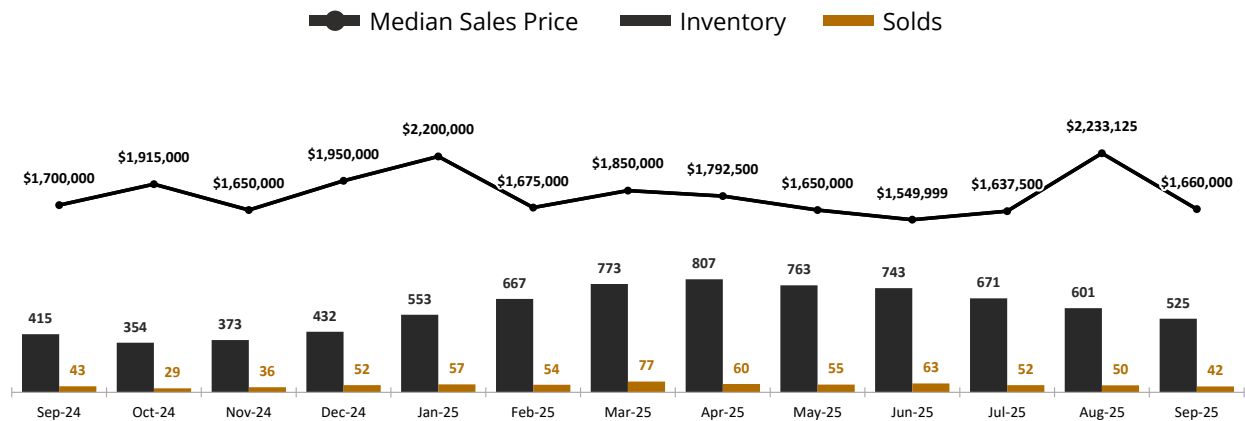
Total Inventory: 525**Total Sales: 42****Total Sales Ratio²: 8%****Buyer's Market**

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	\$1,370,000	3	2	8	109	7%
2,000 - 2,999	\$1,670,000	3	3	19	166	11%
3,000 - 3,999	\$2,325,000	4	5	8	130	6%
4,000 - 4,999	\$3,050,000	4	5	5	64	8%
5,000 - 5,999	\$3,300,000	4	6	1	21	5%
6,000+	\$3,837,500	5	5	1	35	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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2024	Sept. 2025
415	525

VARIANCE: **27%**

TOTAL SOLD

Sept. 2024	Sept. 2025
43	42

VARIANCE: **-2%**

SALES PRICE

Sept. 2024	Sept. 2025
\$1.70m	\$1.66m

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Sept. 2024	Sept. 2025
\$658	\$690

VARIANCE: **5%**

SALE TO LIST PRICE RATIO

Sept. 2024	Sept. 2025
94.97%	94.24%

VARIANCE: **-1%**

DAYS ON MARKET

Sept. 2024	Sept. 2025
116	70

VARIANCE: **-40%**

SARASOTA MARKET SUMMARY | SEPTEMBER 2025

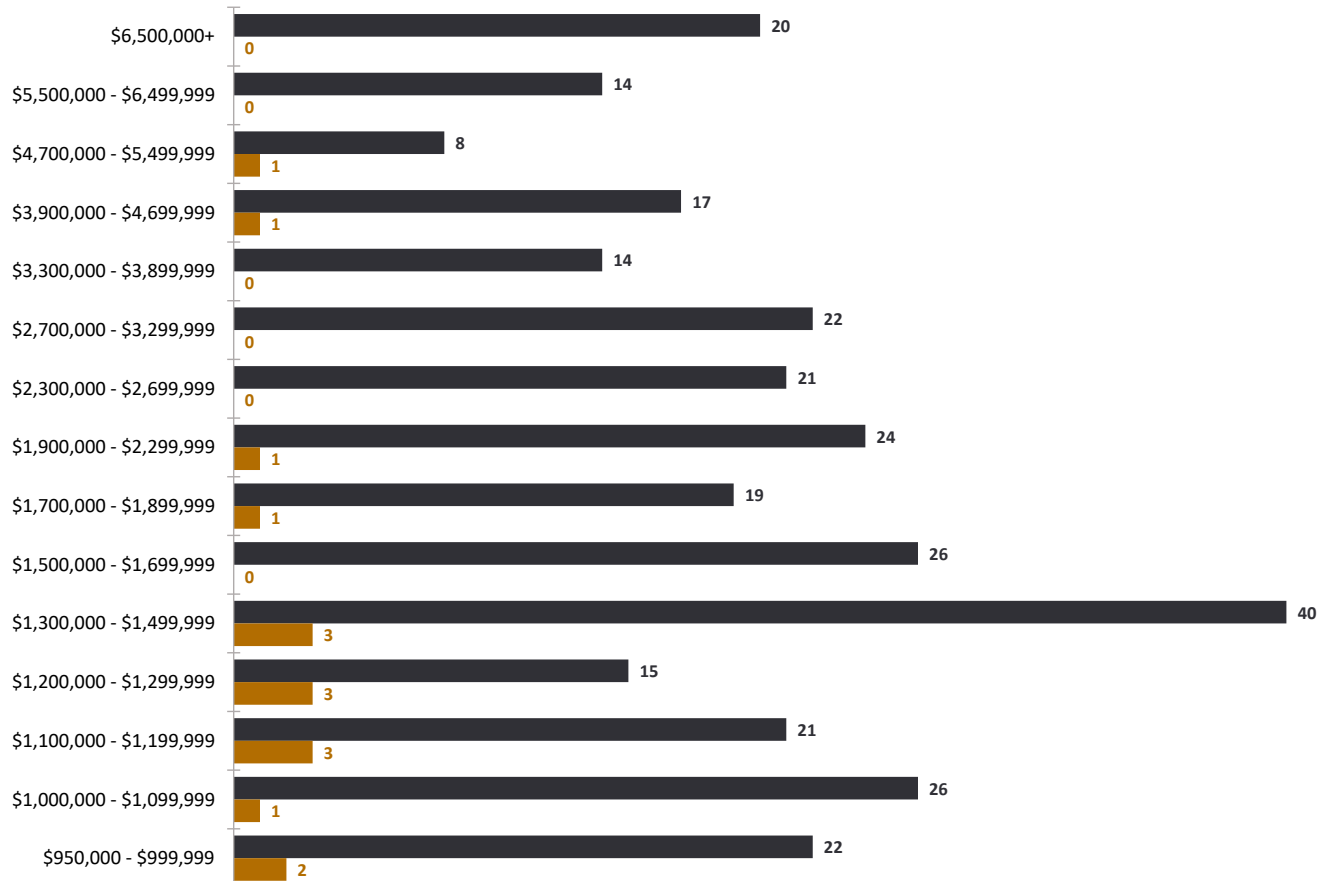
- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **94.24% of list price** in September 2025.
- The most active price band is **\$1,000,000-\$1,199,999**, where the sales ratio is **17%**.
- The median luxury sales price for single-family homes is **\$1,660,000**.
- The median days on market for September 2025 was **70** days, down from **116** in September 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 | SEPTEMBER 2025

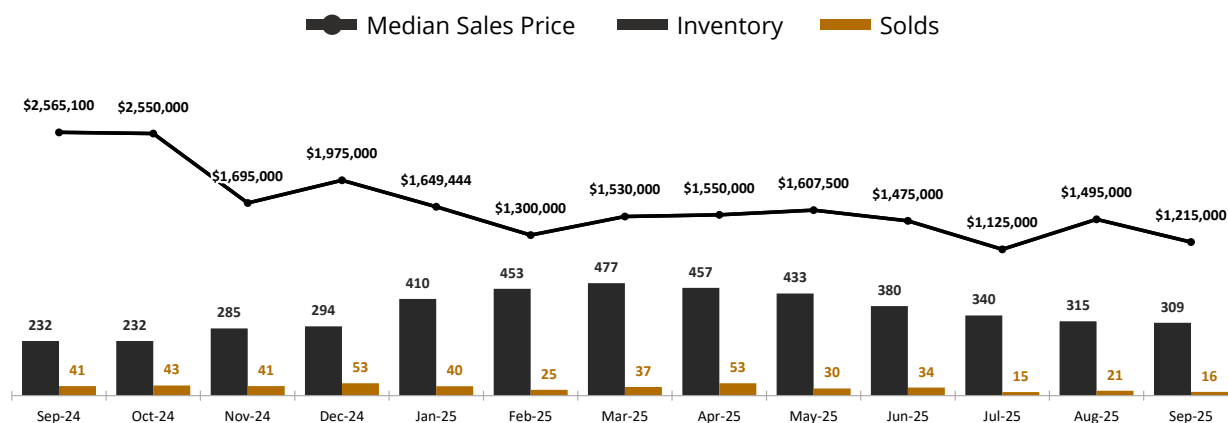
Total Inventory: 309**Total Sales: 16****Total Sales Ratio²: 5%****Buyer's Market**

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,125,000	2	2	3	75	4%
1,500 - 1,999	\$1,195,000	2	3	8	83	10%
2,000 - 2,499	\$1,800,000	2	3	1	52	2%
2,500 - 2,999	\$1,812,500	3	3	2	32	6%
3,000 - 3,499	NA	NA	NA	0	27	0%
3,500+	\$4,375,000	4	5	2	40	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.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2024	Sept. 2025
232	309

VARIANCE: **33%**

TOTAL SOLD

Sept. 2024	Sept. 2025
41	16

VARIANCE: **-61%**

SALES PRICE

Sept. 2024	Sept. 2025
\$2.57m	\$1.22m

VARIANCE: **-53%**

SALE PRICE PER SQFT.

Sept. 2024	Sept. 2025
\$1,401	\$762

VARIANCE: **-46%**

SALE TO LIST PRICE RATIO

Sept. 2024	Sept. 2025
100.00%	93.51%

VARIANCE: **-6%**

DAYS ON MARKET

Sept. 2024	Sept. 2025
0	138

VARIANCE: **N/A**

SARASOTA MARKET SUMMARY | SEPTEMBER 2025

- The attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **93.51% of list price** in September 2025.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **20%**.
- The median luxury sales price for attached homes is **\$1,215,000**.
- The median days on market for September 2025 was **138** days, up from **0** in September 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.