INSTITUTE for LUXURY HOME MARKETING®

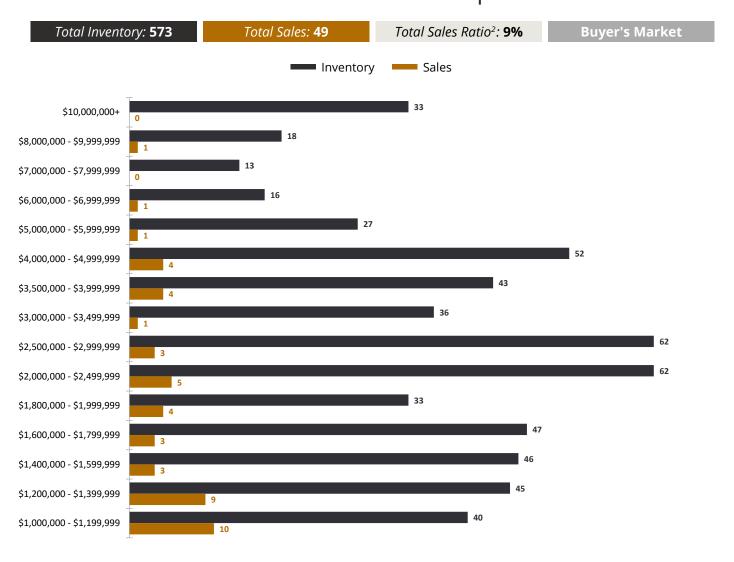
by Colibri Real Estate

NOVEMBER 2025



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

LUXURY INVENTORY VS. SALES | OCTOBER 2025



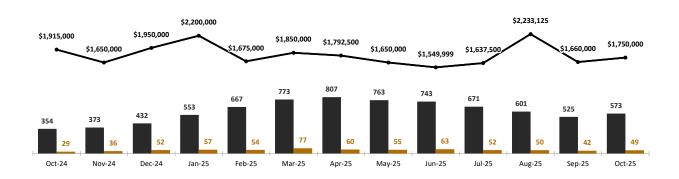
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,337,500	3	3	14	95	15%
2,000 - 2,999	\$1,497,500	4	4	12	182	7%
3,000 - 3,999	\$2,425,000	4	4	12	162	7%
4,000 - 4,999	\$3,000,000	5	5	7	69	10%
5,000 - 5,999	\$5,180,000	4	5	4	24	17%
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 Price¹: \$1,000,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2024 Oct. 2025

354 573

VARIANCE: 62%

SALE PRICE PER SQFT.

Oct. 2024 Oct. 2025

*754 *714

VARIANCE: -5%

TOTAL SOLDS

Oct. 2024 Oct. 2025

29 49

VARIANCE: 69%

SALE TO LIST PRICE RATIO

Oct. 2024 Oct. 2025

94.67% 93.10%

VARIANCE: -2%

SALES PRICE

Oct. 2024 Oct. 2025

\$1.92m \$1.75m

VARIANCE: -9%

DAYS ON MARKET

Oct. 2024 Oct. 2025

87 100

VARIANCE: 15%

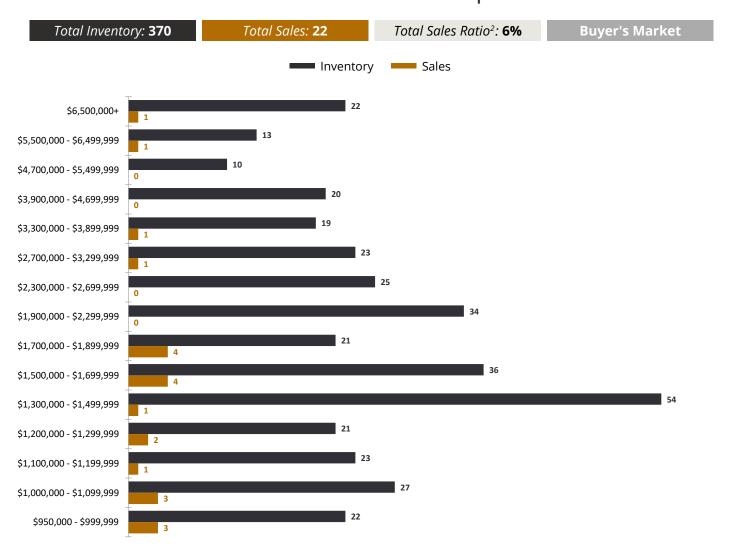
SARASOTA MARKET SUMMARY | OCTOBER 2025

- The single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **93.10% of list price** in October 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 \$1,750,000.
- The median days on market for October 2025 was **100** days, up from **87** in October 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 | OCTOBER 2025



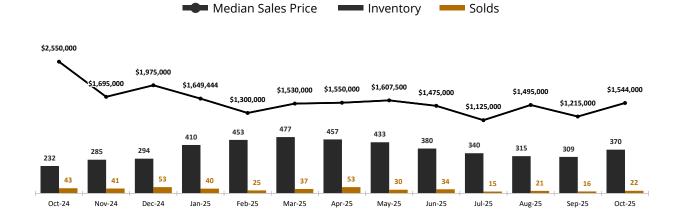
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$997,500	2	2	4	88	5%
1,500 - 1,999	\$1,405,000	2	3	4	101	4%
2,000 - 2,499	\$1,560,000	3	3	9	59	15%
2,500 - 2,999	\$1,487,500	4	4	2	43	5%
3,000 - 3,499	\$4,650,000	3	4	2	34	6%
3,500+	\$10,250,000	5	6	1	45	2%

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 | OCTOBER

TOTAL INVENTORY

Oct. 2024 Oct. 2025

232 370

VARIANCE: **59**%

SALE PRICE PER SQFT.

Oct. 2024 Oct. 2025

\$1.476 \$729

VARIANCE: **-51**%

TOTAL SOLDS

Oct. 2024 Oct. 2025

43 22

VARIANCE: -49%

SALE TO LIST PRICE RATIO

Oct. 2024 Oct. 2025

100.00% 93.75%

VARIANCE: -6%

SALES PRICE

Oct. 2024 Oct. 2025

\$2.55m \$1.54m

VARIANCE: -39%

DAYS ON MARKET

Oct. 2024 Oct. 2025

0 99

VARIANCE: **N/A**

SARASOTA MARKET SUMMARY | OCTOBER 2025

- The attached luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **93.75% of list price** in October 2025.
- The most active price band is \$1,700,000-\$1,899,999, where the sales ratio is 19%.
- The median luxury sales price for attached homes is \$1,544,000.
- The median days on market for October 2025 was **99** days, up from **0** in October 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.