INSTITUTE for LUXURY HOME MARKETING®

by Colibri Real Estate

NOVEMBER



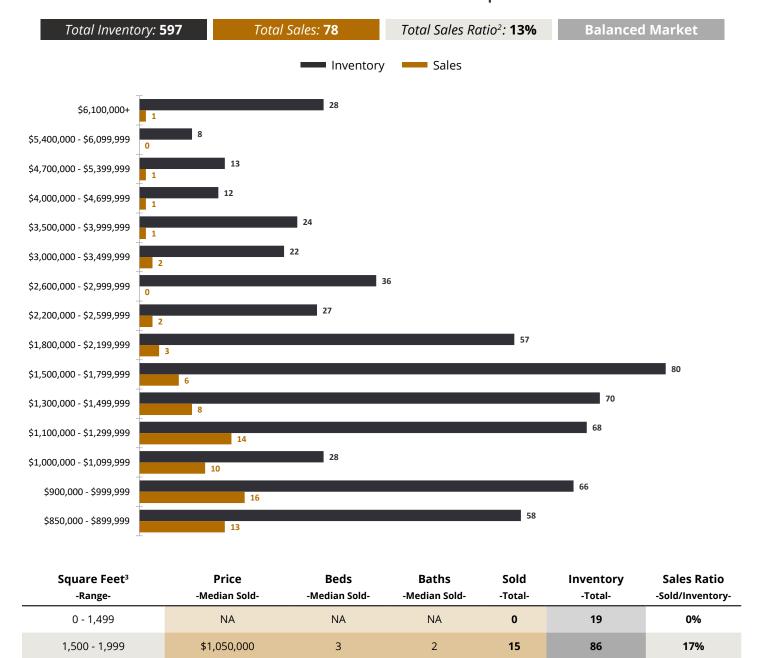


www.LuxuryHomeMarketing.com

SOUTH PINELLAS COUNTY SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$850,000

LUXURY INVENTORY VS. SALES | OCTOBER 2025



3

3

4

5

16

19

15

13

129

94

90

179

12%

20%

17%

4

4

4

2,000 - 2,499

2,500 - 2,999

3,000 - 3,499

3,500+

\$927,000

\$1,250,000

\$1,230,000

\$2,595,000

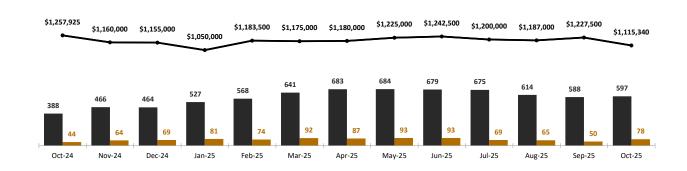
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

SOUTH PINELLAS COUNTY SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$850,000

13-MONTH LUXURY MARKET TREND⁴





MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2024 Oct. 2025

388 597

VARIANCE: **54**%

SALE PRICE PER SQFT.

Oct. 2024 Oct. 2025

\$515 \$457

VARIANCE: -11%

TOTAL SOLDS

Oct. 2024 Oct. 2025

> 78 44

VARIANCE: 77%

SALE TO LIST PRICE RATIO

Oct. 2024 Oct. 2025

95.53% 96.14%

VARIANCE: 1%

SALES PRICE

Oct. 2024 Oct. 2025

\$1.26m \$1.12m

VARIANCE: -11%

DAYS ON MARKET

Oct. 2024 Oct. 2025

> 74 70

VARIANCE: -5%

SOUTH PINELLAS COUNTY MARKET SUMMARY | OCTOBER 2025

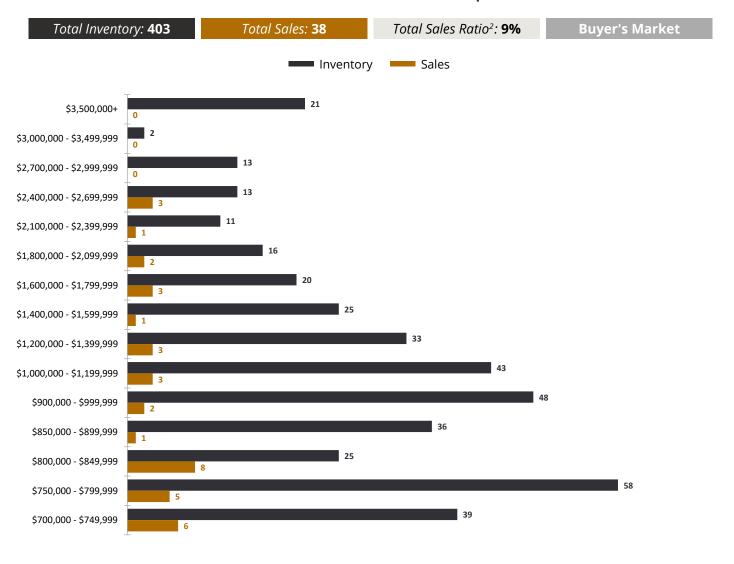
- The single-family luxury market is a Balanced Market with a 13% Sales Ratio.
- Homes sold for a median of **96.14% of list price** in October 2025.
- The most active price band is \$1,000,000-\$1,099,999, where the sales ratio is 36%.
- The median luxury sales price for single-family homes is \$1,115,340.
- The median days on market for October 2025 was **70** days, down from **74** 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.

SOUTH PINELLAS COUNTY

Luxury Benchmark Price 1: \$700,000

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 - 999	\$890,000	2	2	1	10	10%
1,000 - 1,499	\$740,000	2	2	7	104	7%
1,500 - 1,999	\$875,000	3	3	16	131	12%
2,000 - 2,499	\$1,047,250	3	4	8	87	9%
2,500 - 2,999	\$1,750,000	5	4	3	39	8%
3,000+	\$2,525,000	4	4	3	32	9%

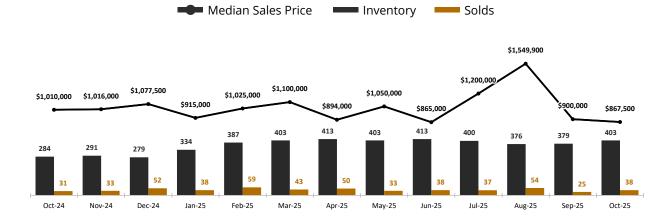
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

SOUTH PINELLAS COUNTY

ATTACHED HOMES

Luxury Benchmark Price 1: \$700,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

oct. 2024 oct. 2025

284 403

VARIANCE: 42%

SALE PRICE PER SQFT.

Oct. 2024 Oct. 2025

\$585 \$596

VARIANCE: **2**%

TOTAL SOLDS

Oct. 2024 Oct. 2025

31 38

VARIANCE: 23%

oct. 2024 oct. 2025
96.39% 95.14%

VARIANCE: -1%

SOUTH PINELLAS COUNTY MARKET SUMMARY | OCTOBER 2025

- The attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **95.14% of list price** in October 2025.
- The most active price band is \$800,000-\$849,999, where the sales ratio is 32%.
- The median luxury sales price for attached homes is \$867,500.
- The median days on market for October 2025 was 98 days, up from 53 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.