

INSTITUTE *for*
LUXURY HOME
MARKETING®

by Colibri Real Estate

DECEMBER
2025

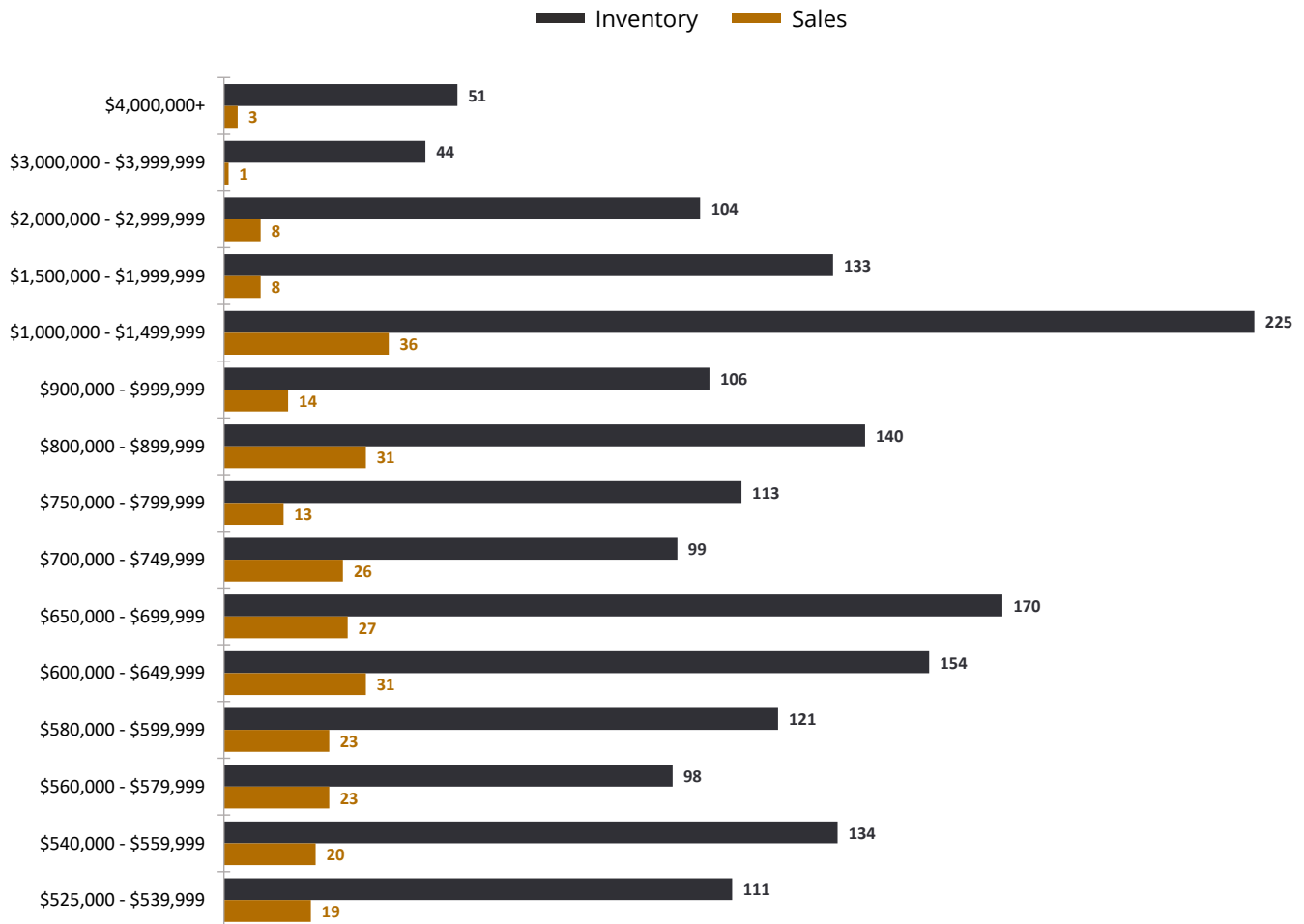


TAMPA
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2025

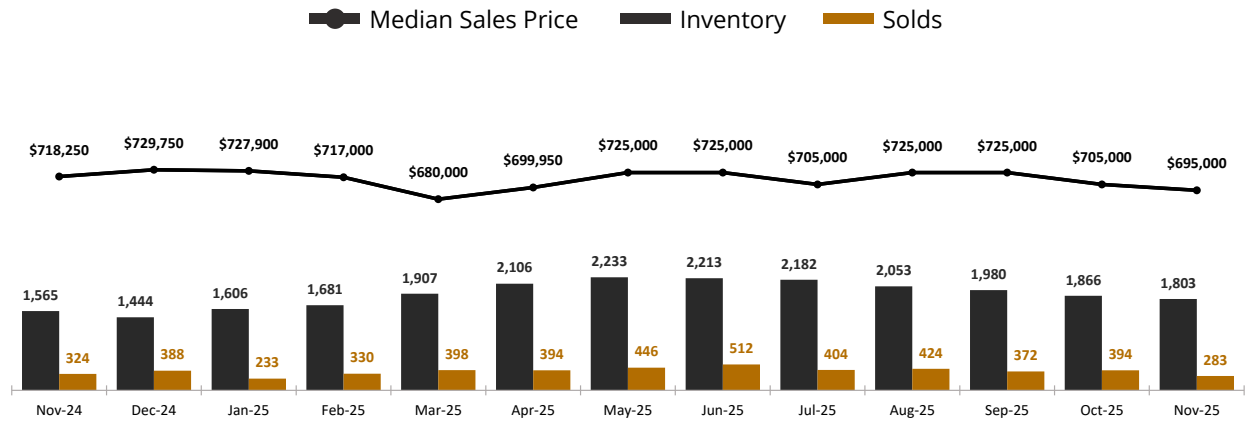
Total Inventory: 1,803 **Total Sales: 283** **Total Sales Ratio²: 16%** **Balanced Market**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$592,740	3	2	38	292	13%
2,000 - 2,999	\$640,000	4	3	133	739	18%
3,000 - 3,999	\$783,424	4	4	79	481	16%
4,000 - 4,999	\$1,275,221	5	5	26	155	17%
5,000 - 5,999	\$2,350,000	5	5	3	82	4%
6,000+	\$5,250,000	5	6	3	54	6%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2024 Nov. 2025
1,565 **1,803**

VARIANCE: **15%**

TOTAL SOLDS

Nov. 2024 Nov. 2025
324 **283**

VARIANCE: **-13%**

SALES PRICE

Nov. 2024 Nov. 2025
\$718k **\$695k**

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Nov. 2024 Nov. 2025
\$271 **\$271**

VARIANCE: **0%**

SALE TO LIST PRICE RATIO

Nov. 2024 Nov. 2025
98.13% **98.06%**

VARIANCE: **0%**

DAYS ON MARKET

Nov. 2024 Nov. 2025
31 **51**

VARIANCE: **65%**

TAMPA MARKET SUMMARY | NOVEMBER 2025

- The single-family luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **98.06% of list price** in November 2025.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **26%**.
- The median luxury sales price for single-family homes is **\$695,000**.
- The median days on market for November 2025 was **51** days, up from **31** in November 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 | NOVEMBER 2025

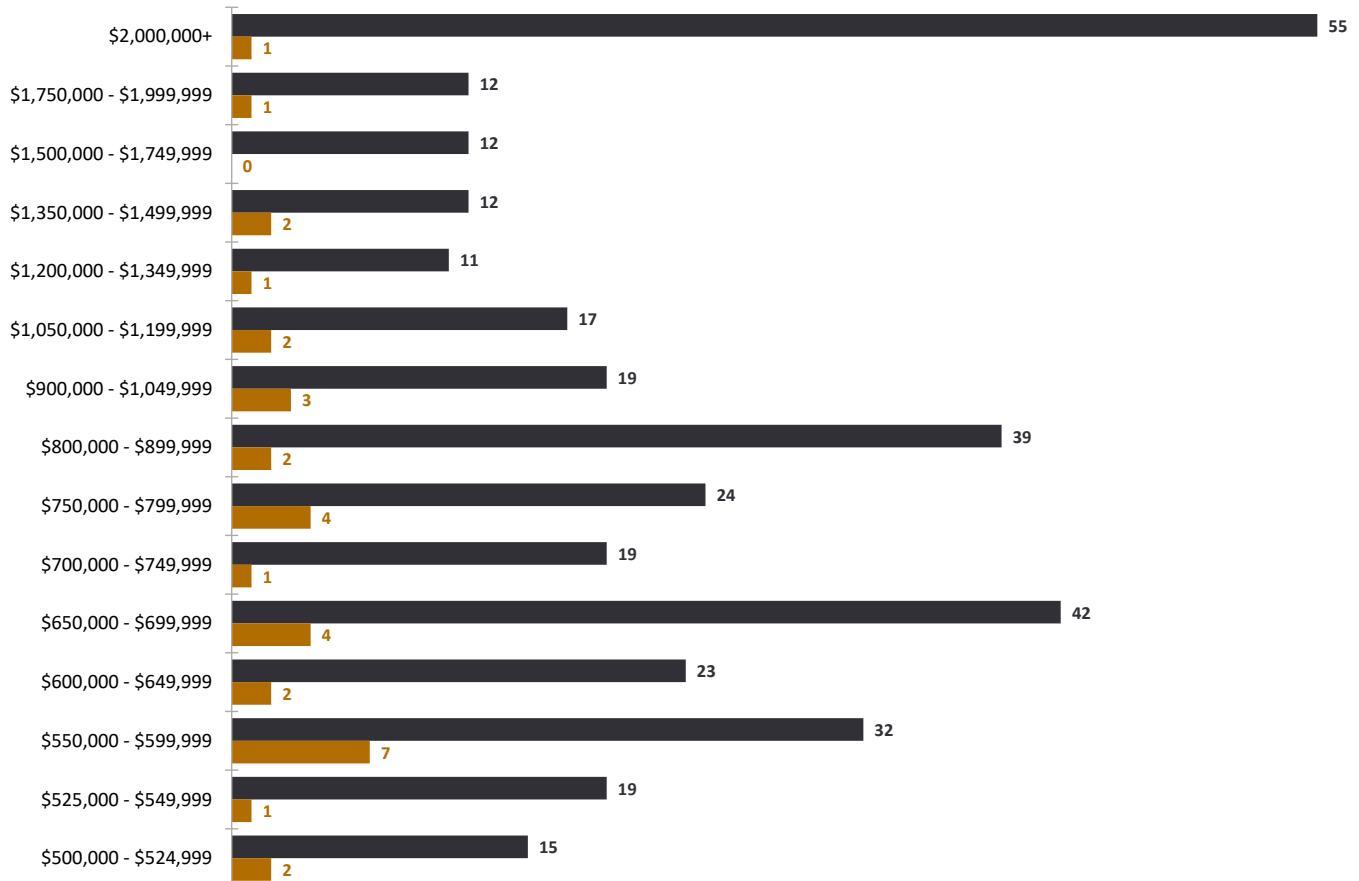
Total Inventory: **351**

Total Sales: **33**

Total Sales Ratio²: **9%**

Buyer's Market

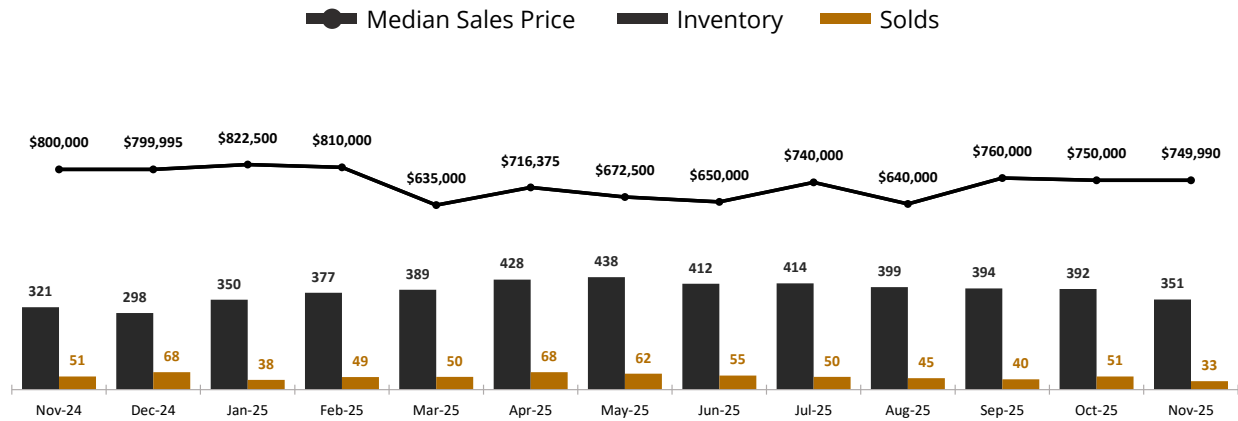
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$553,750	2	3	6	80	8%
1,500 - 1,999	\$595,000	3	3	6	99	6%
2,000 - 2,499	\$795,000	3	3	14	100	14%
2,500 - 2,999	\$1,175,000	3	3	3	37	8%
3,000 - 3,499	\$805,000	4	4	2	20	10%
3,500+	\$1,950,000	4	5	2	15	13%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2024 Nov. 2025
321 **351**

VARIANCE: **9%**

TOTAL SOLD

Nov. 2024 Nov. 2025
51 **33**

VARIANCE: **-35%**

SALES PRICE

Nov. 2024 Nov. 2025
\$800k **\$750k**

VARIANCE: **-6%**

SALE PRICE PER SQFT.

Nov. 2024 Nov. 2025
\$426 **\$356**

VARIANCE: **-16%**

SALE TO LIST PRICE RATIO

Nov. 2024 Nov. 2025
98.14% **96.86%**

VARIANCE: **-1%**

DAYS ON MARKET

Nov. 2024 Nov. 2025
66 **56**

VARIANCE: **-15%**

TAMPA MARKET SUMMARY | NOVEMBER 2025

- The attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **96.86% of list price** in November 2025.
- The most active price band is **\$550,000-\$599,999**, where the sales ratio is **22%**.
- The median luxury sales price for attached homes is **\$749,990**.
- The median days on market for November 2025 was **56** days, down from **66** in November 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.