

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

by Colibri Real Estate

FEBRUARY  
2026

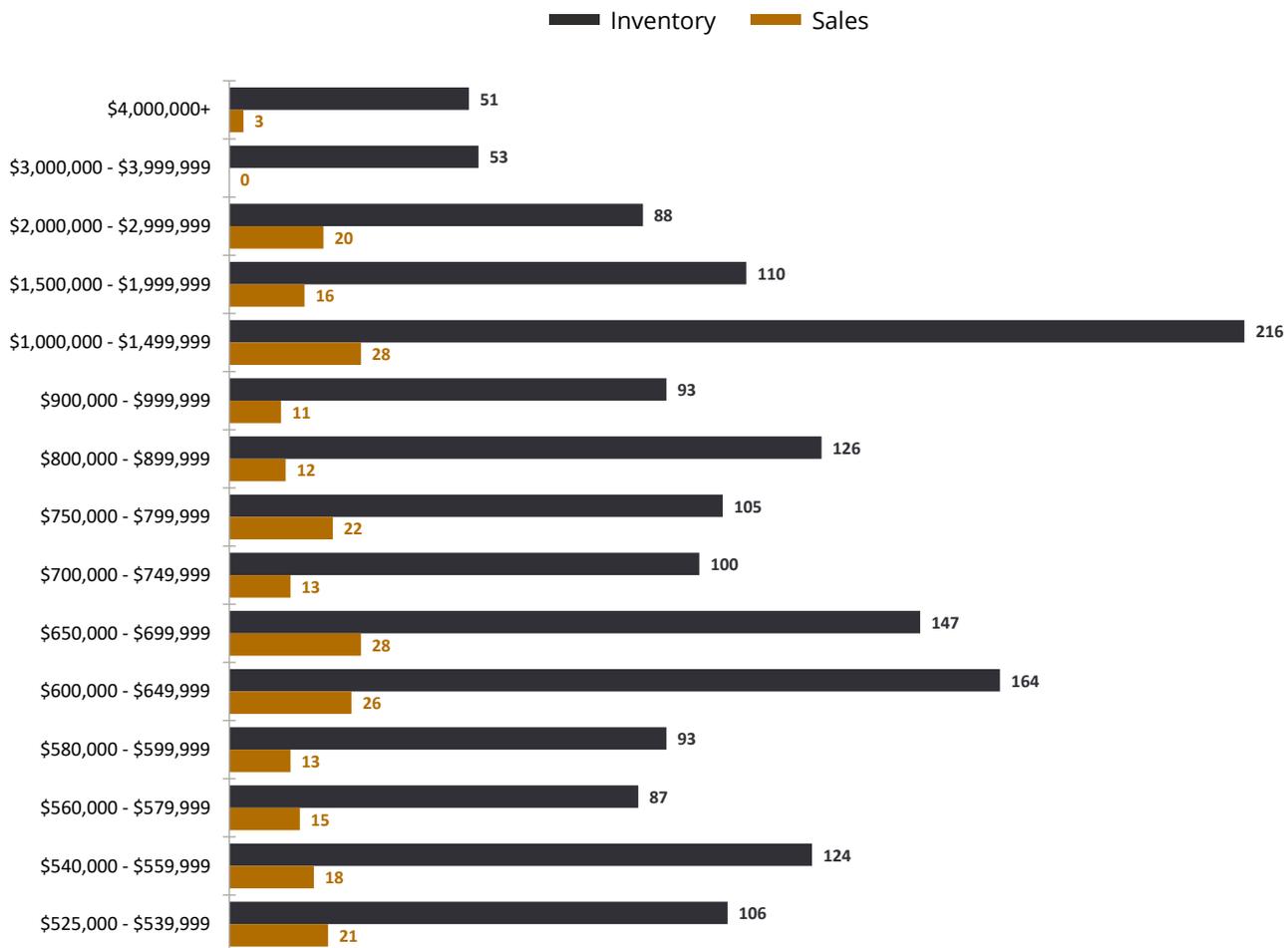


TAMPA  
FLORIDA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | JANUARY 2026

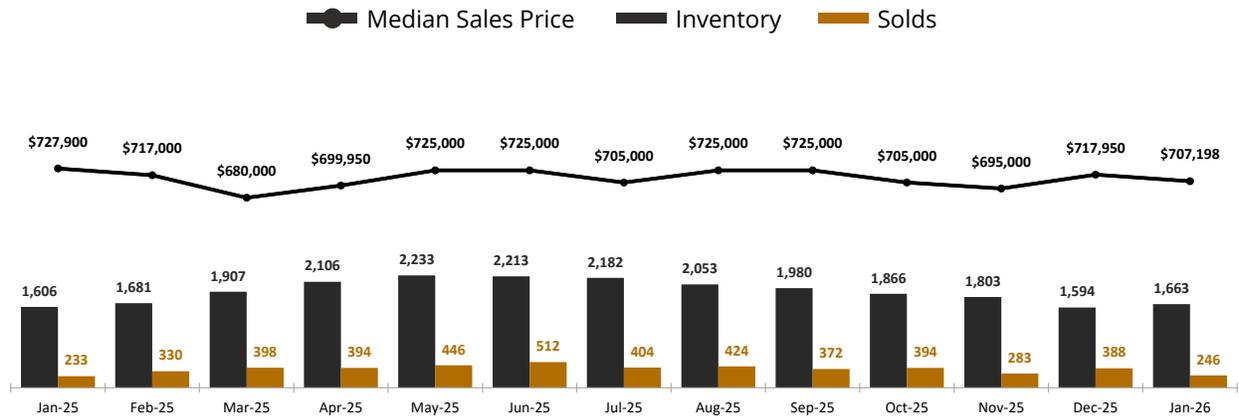
**Total Inventory: 1,663**    **Total Sales: 246**    **Total Sales Ratio<sup>2</sup>: 15%**    **Balanced Market**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$567,500	3	2	36	286	13%
2,000 - 2,999	\$649,999	4	3	113	668	17%
3,000 - 3,999	\$935,000	4	4	68	442	15%
4,000 - 4,999	\$1,475,000	5	5	19	146	13%
5,000 - 5,999	\$2,389,500	5	6	5	75	7%
6,000+	\$5,100,000	5	7	5	46	11%

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

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | JANUARY

#### TOTAL INVENTORY

Jan. 2025      Jan. 2026  
**1,606**      **1,663**

VARIANCE: **4%**

#### TOTAL SOLDS

Jan. 2025      Jan. 2026  
**233**      **246**

VARIANCE: **6%**

#### SALES PRICE

Jan. 2025      Jan. 2026  
**\$728k**      **\$707k**

VARIANCE: **-3%**

#### SALE PRICE PER SQFT.

Jan. 2025      Jan. 2026  
**\$293**      **\$281**

VARIANCE: **-4%**

#### SALE TO LIST PRICE RATIO

Jan. 2025      Jan. 2026  
**98.21%**      **97.71%**

VARIANCE: **-1%**

#### DAYS ON MARKET

Jan. 2025      Jan. 2026  
**36**      **53**

VARIANCE: **47%**

## TAMPA MARKET SUMMARY | JANUARY 2026

- The single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **97.71% of list price** in January 2026.
- The most active price band is **\$2,000,000-\$2,999,999**, where the sales ratio is **23%**.
- The median luxury sales price for single-family homes is **\$707,198**.
- The median days on market for January 2026 was **53** days, up from **36** in January 2025.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

## LUXURY INVENTORY VS. SALES | JANUARY 2026

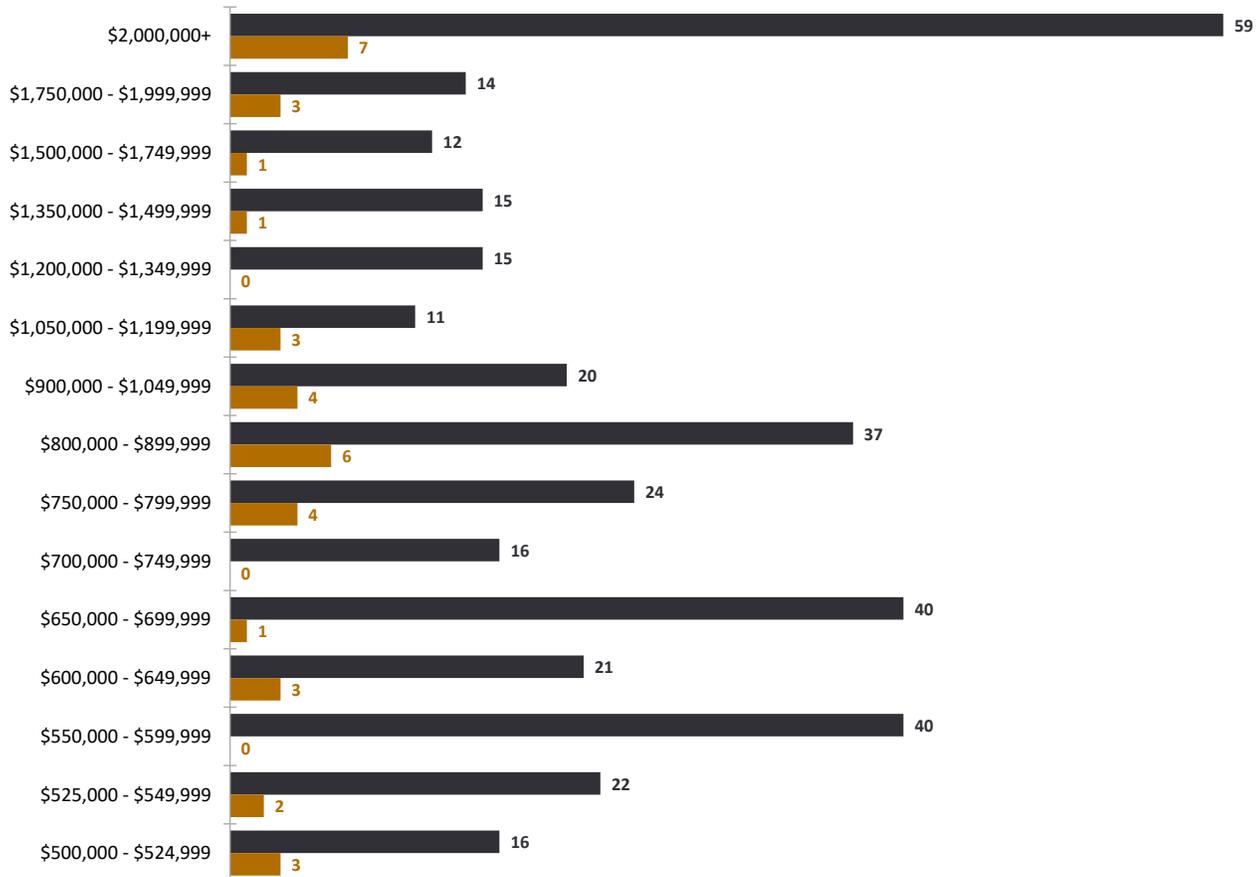
Total Inventory: **362**

Total Sales: **38**

Total Sales Ratio<sup>2</sup>: **10%**

Buyer's Market

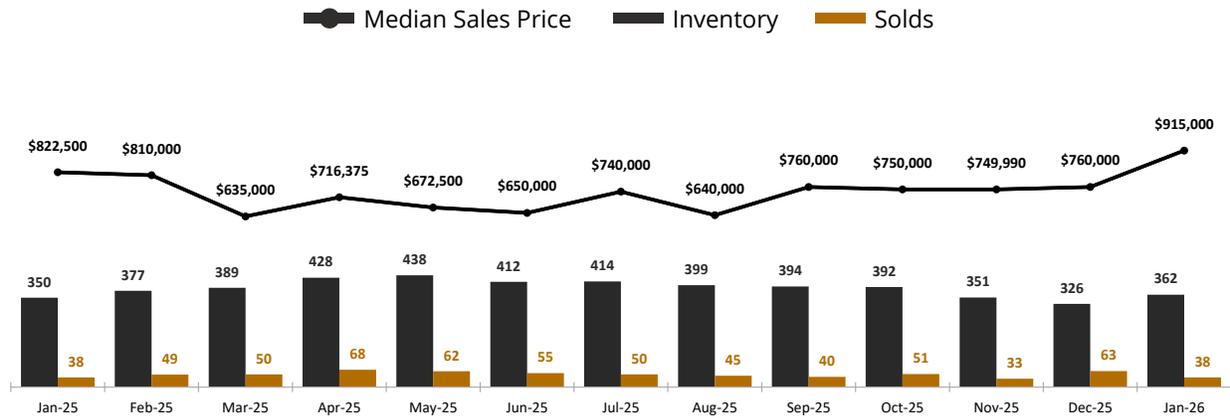
Inventory Sales



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$510,000	2	2	3	83	4%
1,500 - 1,999	\$780,000	3	3	7	98	7%
2,000 - 2,499	\$832,000	3	4	16	104	15%
2,500 - 2,999	\$1,460,000	3	4	6	40	15%
3,000 - 3,499	\$3,200,000	3	4	5	22	23%
3,500+	\$1,056,599	7	5	1	15	7%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales 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 TREND<sup>4</sup>



## MEDIAN DATA REVIEW | JANUARY

### TOTAL INVENTORY

Jan. 2025      Jan. 2026  
**350**            **362**

VARIANCE: **3%**

### TOTAL SOLDS

Jan. 2025      Jan. 2026  
**38**              **38**

VARIANCE: **0%**

### SALES PRICE

Jan. 2025      Jan. 2026  
**\$823k**        **\$915k**

VARIANCE: **11%**

### SALE PRICE PER SQFT.

Jan. 2025      Jan. 2026  
**\$392**         **\$446**

VARIANCE: **14%**

### SALE TO LIST PRICE RATIO

Jan. 2025      Jan. 2026  
**96.96%**      **98.52%**

VARIANCE: **2%**

### DAYS ON MARKET

Jan. 2025      Jan. 2026  
**26**             **77**

VARIANCE: **196%**

## TAMPA MARKET SUMMARY | JANUARY 2026

- The attached luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **98.52% of list price** in January 2026.
- The most active price band is **\$1,050,000-\$1,199,999**, where the sales ratio is **27%**.
- The median luxury sales price for attached homes is **\$915,000**.
- The median days on market for January 2026 was **77** days, up from **26** in January 2025.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.