

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2025

COASTAL PINELLAS
COUNTY WEST
FLORIDA

www.LuxuryHomeMarketing.com

COASTAL PINELLAS COUNTY WEST SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: **\$1,300,000**

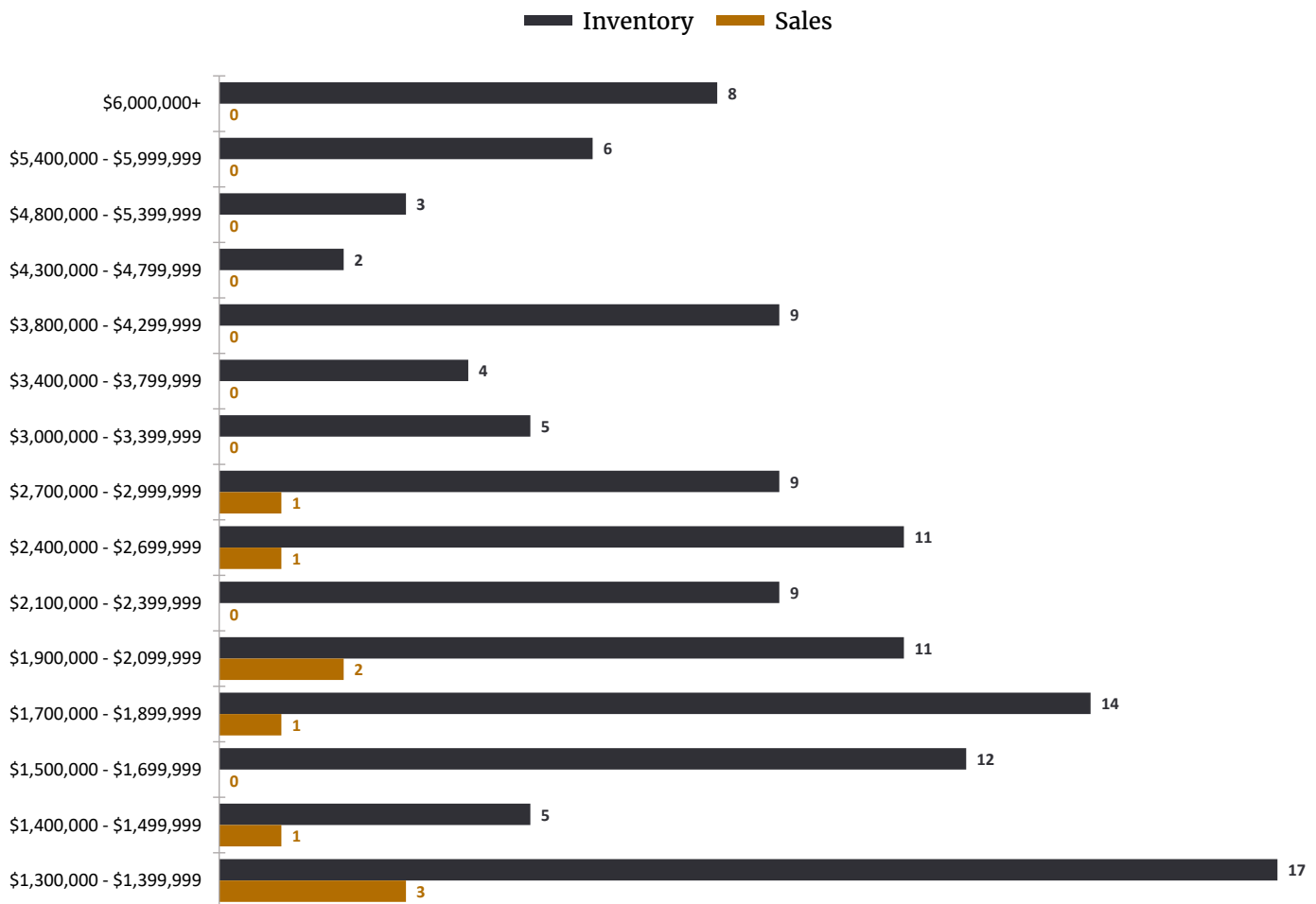
LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **125**

Total Sales: **9**

Total Sales Ratio²: **7%**

Buyer's Market



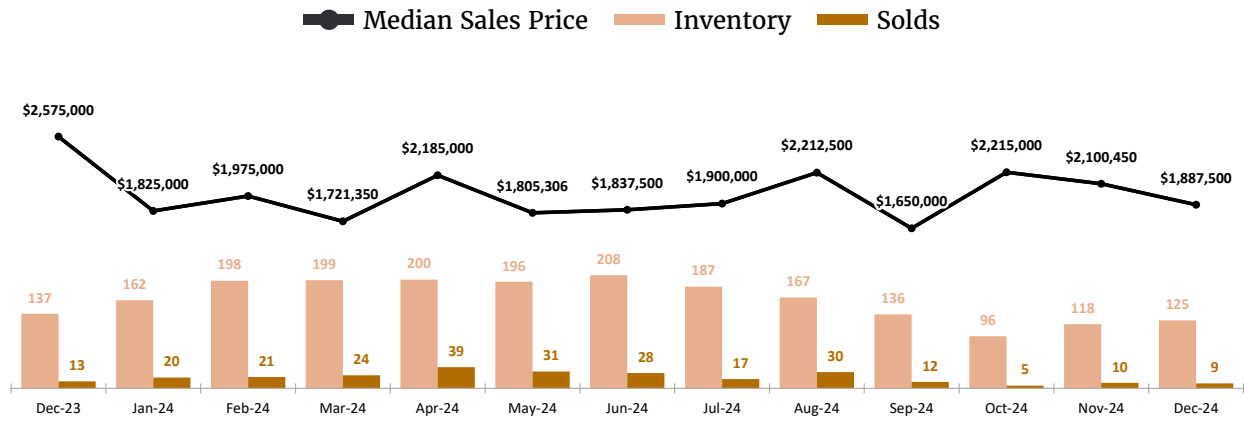
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,630,000	3	2	2	22	9%
2,000 - 2,499	NA	NA	NA	0	24	0%
2,500 - 2,999	\$1,653,750	4	5	2	19	11%
3,000 - 3,499	\$2,300,000	4	4	2	19	11%
3,500 - 3,999	\$2,075,000	5	5	2	9	22%
4,000+	\$1,310,000	4	4	1	32	3%

¹The 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.

COASTAL PINELLAS COUNTY WEST SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: **\$1,300,000**

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
137 **125**

VARIANCE: -9%

TOTAL SOLDS

Dec. 2023 Dec. 2024
13 **9**

VARIANCE: -31%

SALES PRICE

Dec. 2023 Dec. 2024
\$2.58m **\$1.89m**

VARIANCE: -27%

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$784 **\$708**

VARIANCE: -10%

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
94.87% **96.55%**

VARIANCE: 2%

DAYS ON MARKET

Dec. 2023 Dec. 2024
81 **37**

VARIANCE: -54%

COASTAL PINELLAS COUNTY WEST MARKET SUMMARY | DECEMBER 2024

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **96.55% of list price** in December 2024.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **20%**.
- The median luxury sales price for single-family homes is **\$1,887,500**.
- The median days on market for December 2024 was **37** days, down from **81** in December 2023.

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.

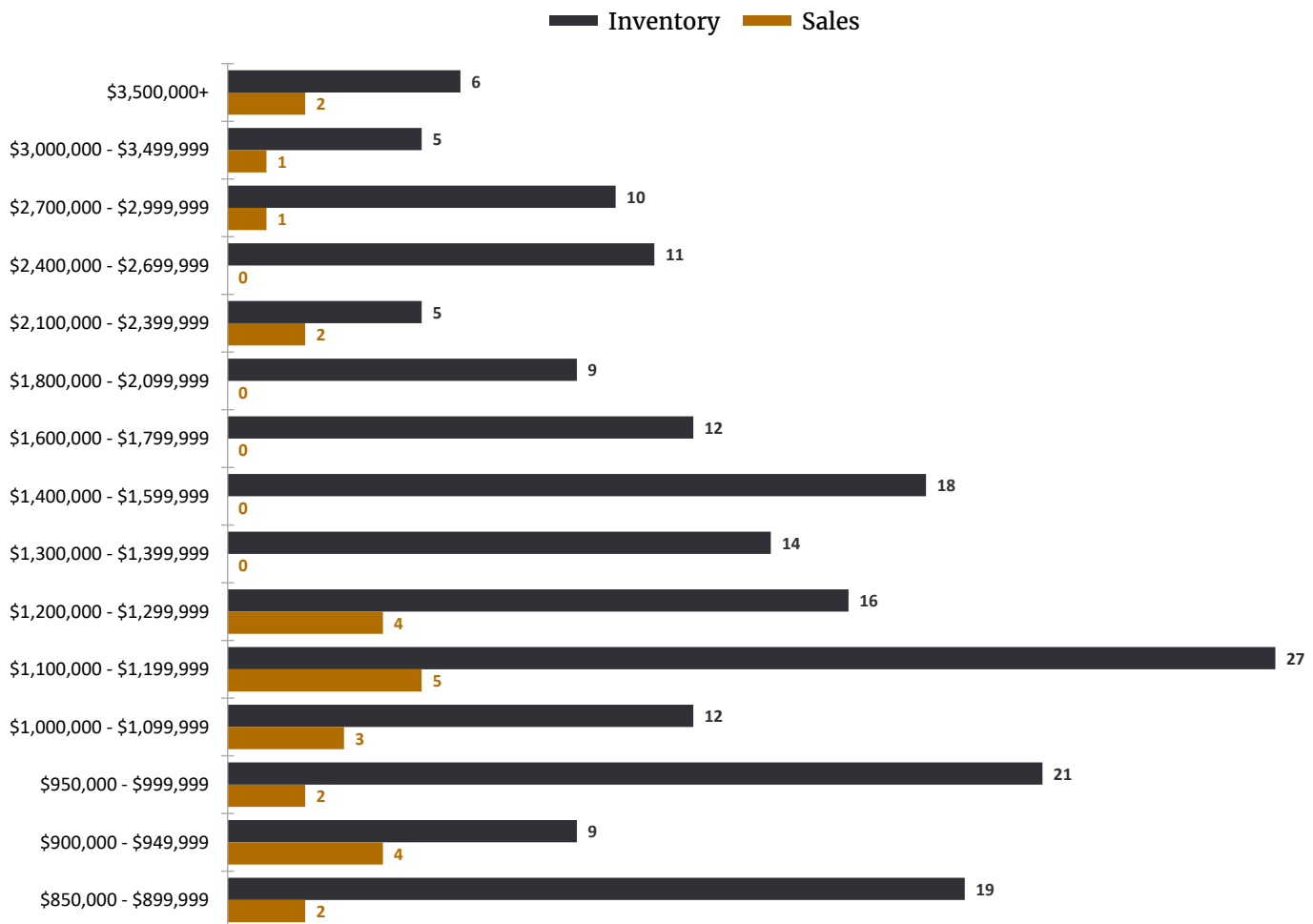
LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **194**

Total Sales: **26**

Total Sales Ratio²: **13%**

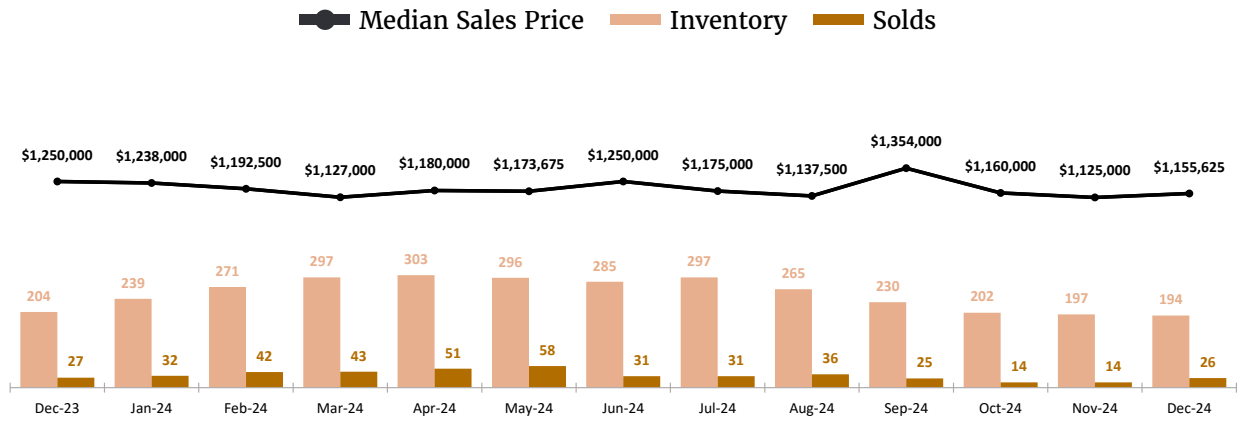
Balanced Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$920,000	2	2	5	52	10%
1,500 - 1,999	\$1,062,500	3	3	12	62	19%
2,000 - 2,499	\$1,184,906	3	3	4	30	13%
2,500 - 2,999	NA	NA	NA	0	27	0%
3,000 - 3,499	NA	NA	NA	0	9	0%
3,500+	\$2,800,000	4	4	5	14	36%

¹The 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 | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
204 **194**

VARIANCE: **-5%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
27 **26**

VARIANCE: **-4%**

SALES PRICE

Dec. 2023 Dec. 2024
\$1.25m **\$1.16m**

VARIANCE: **-8%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$788 **\$633**

VARIANCE: **-20%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
95.93% **95.43%**

VARIANCE: **-1%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
20 **73**

VARIANCE: **265%**

COASTAL PINELLAS COUNTY WEST MARKET SUMMARY | DECEMBER 2024

- The attached luxury market is a **Balanced Market** with a **13% Sales Ratio**.
- Homes sold for a median of **95.43% of list price** in December 2024.
- The most active price band is **\$900,000-\$949,999**, where the sales ratio is **44%**.
- The median luxury sales price for attached homes is **\$1,155,625**.
- The median days on market for December 2024 was **73** days, up from **20** in December 2023.

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.