

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2025

SARASOTA &
SURROUNDING
BEACHES

FLORIDA

SIESTA KEY TO ANNA MARIA ISLANDS

www.LuxuryHomeMarketing.com

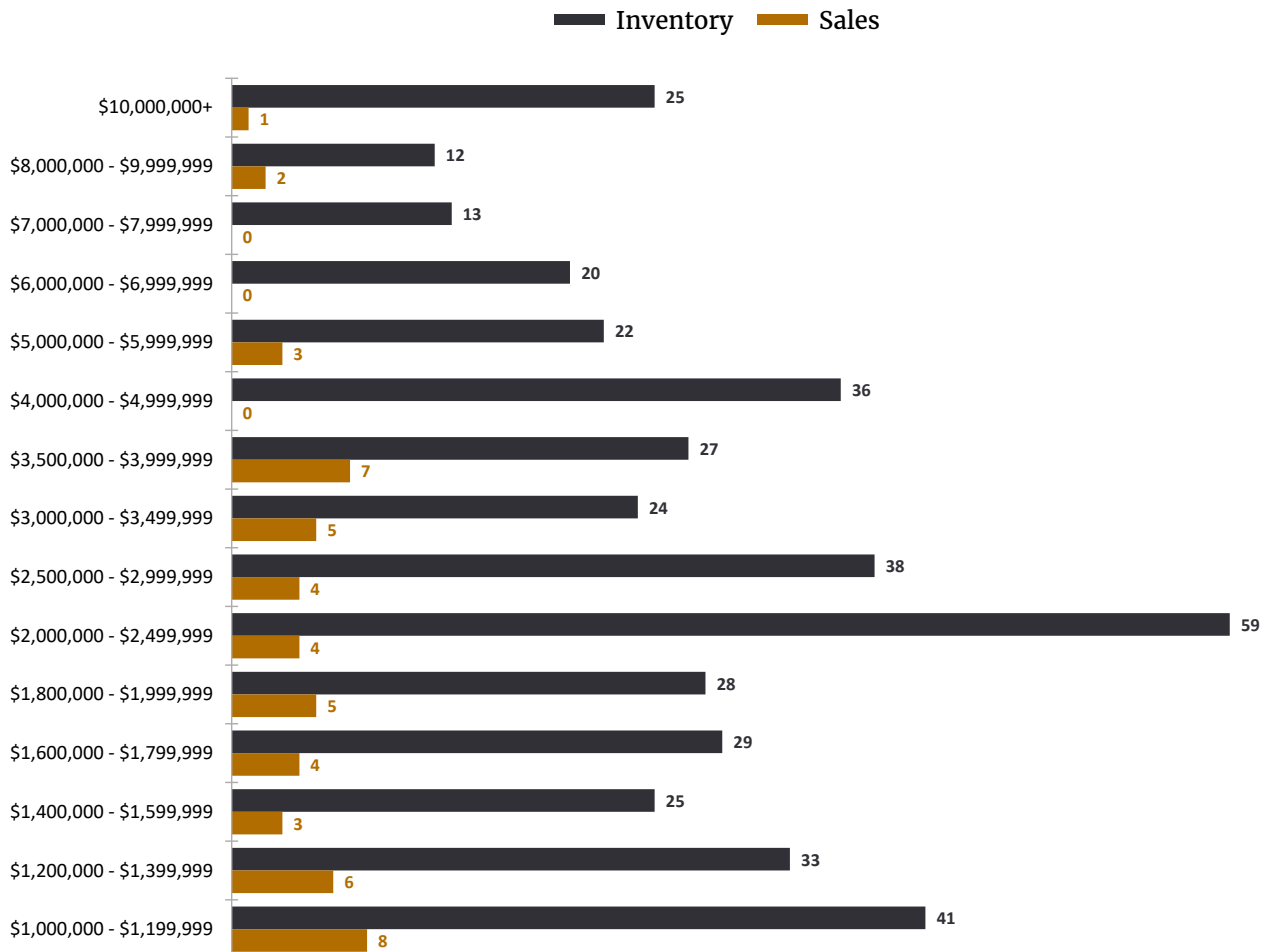
LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **432**

Total Sales: **52**

Total Sales Ratio²: **12%**

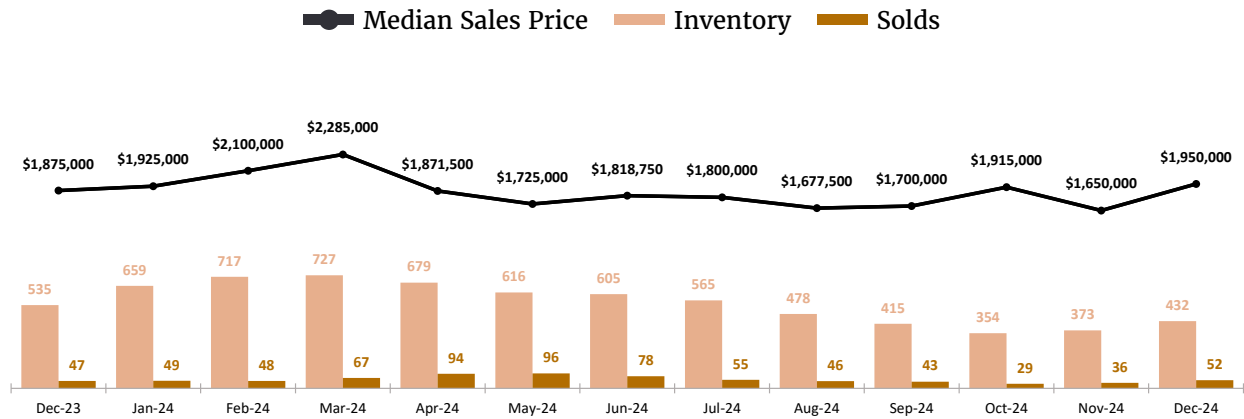
Balanced Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,341,000	3	2	19	58	33%
2,000 - 2,999	\$2,150,000	3	4	18	161	11%
3,000 - 3,999	\$3,400,000	4	4	5	117	4%
4,000 - 4,999	\$4,640,000	4	5	6	48	13%
5,000 - 5,999	\$3,000,000	9	9	1	20	5%
6,000+	\$9,400,000	5	7	3	28	11%

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
535 **432**

VARIANCE: **-19%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
47 **52**

VARIANCE: **11%**

SALES PRICE

Dec. 2023 Dec. 2024
\$1.88m **\$1.95m**

VARIANCE: **4%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$846 **\$893**

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
94.45% **91.91%**

VARIANCE: **-3%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
53 **18**

VARIANCE: **-66%**

SARASOTA MARKET SUMMARY | DECEMBER 2024

- The single-family luxury market is a **Balanced Market** with a **12% Sales Ratio**.
- Homes sold for a median of **91.91% of list price** in December 2024.
- The most active price band is **\$3,500,000-\$3,999,999**, where the sales ratio is **26%**.
- The median luxury sales price for single-family homes is **\$1,950,000**.
- The median days on market for December 2024 was **18** days, down from **53** 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.

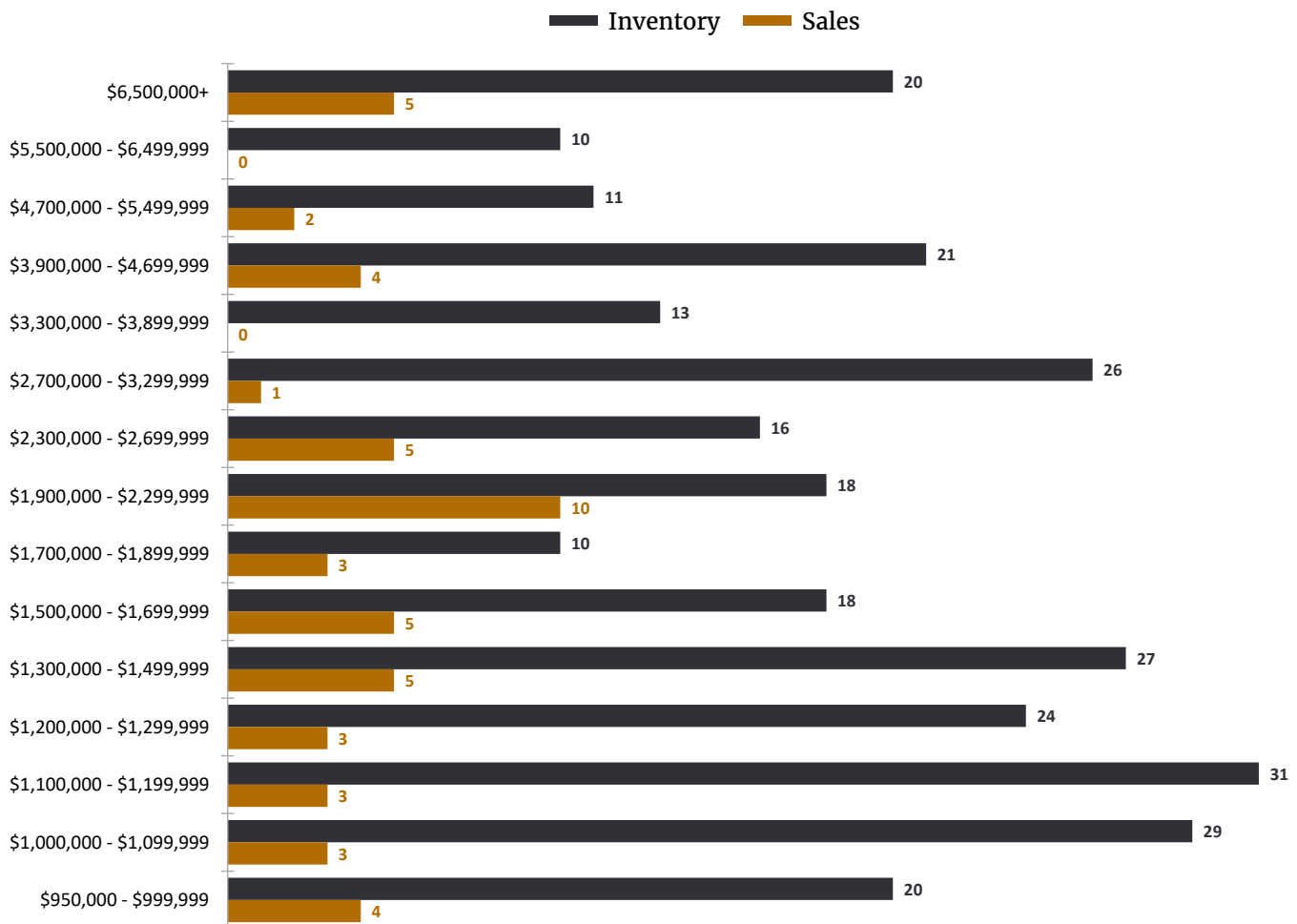
LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **294**

Total Sales: **53**

Total Sales Ratio²: **18%**

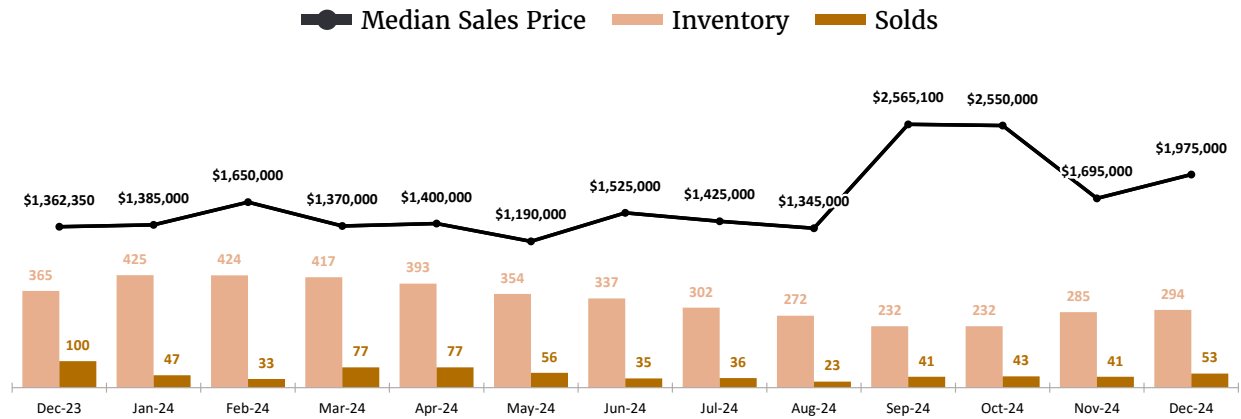
Balanced Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,087,500	2	2	10	77	13%
1,500 - 1,999	\$1,585,000	2	3	15	69	22%
2,000 - 2,499	\$2,095,000	3	4	17	48	35%
2,500 - 2,999	\$2,398,533	3	4	3	34	9%
3,000 - 3,499	\$4,655,600	2	4	5	27	19%
3,500+	\$8,100,000	3	5	3	39	8%

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
365 **294**

VARIANCE: **-19%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
100 **53**

VARIANCE: **-47%**

SALES PRICE

Dec. 2023 Dec. 2024
\$1.36m **\$1.98m**

VARIANCE: **45%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$756 **\$936**

VARIANCE: **24%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
101.29% **97.00%**

VARIANCE: **-4%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
0 **20**

VARIANCE: **N/A**

SARASOTA MARKET SUMMARY | DECEMBER 2024

- The attached luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **97.00% of list price** in December 2024.
- The most active price band is **\$1,900,000-\$2,299,999**, where the sales ratio is **56%**.
- The median luxury sales price for attached homes is **\$1,975,000**.
- The median days on market for December 2024 was **20** days, up from **0** 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.