

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2025

TAMPA

FLORIDA

www.LuxuryHomeMarketing.com

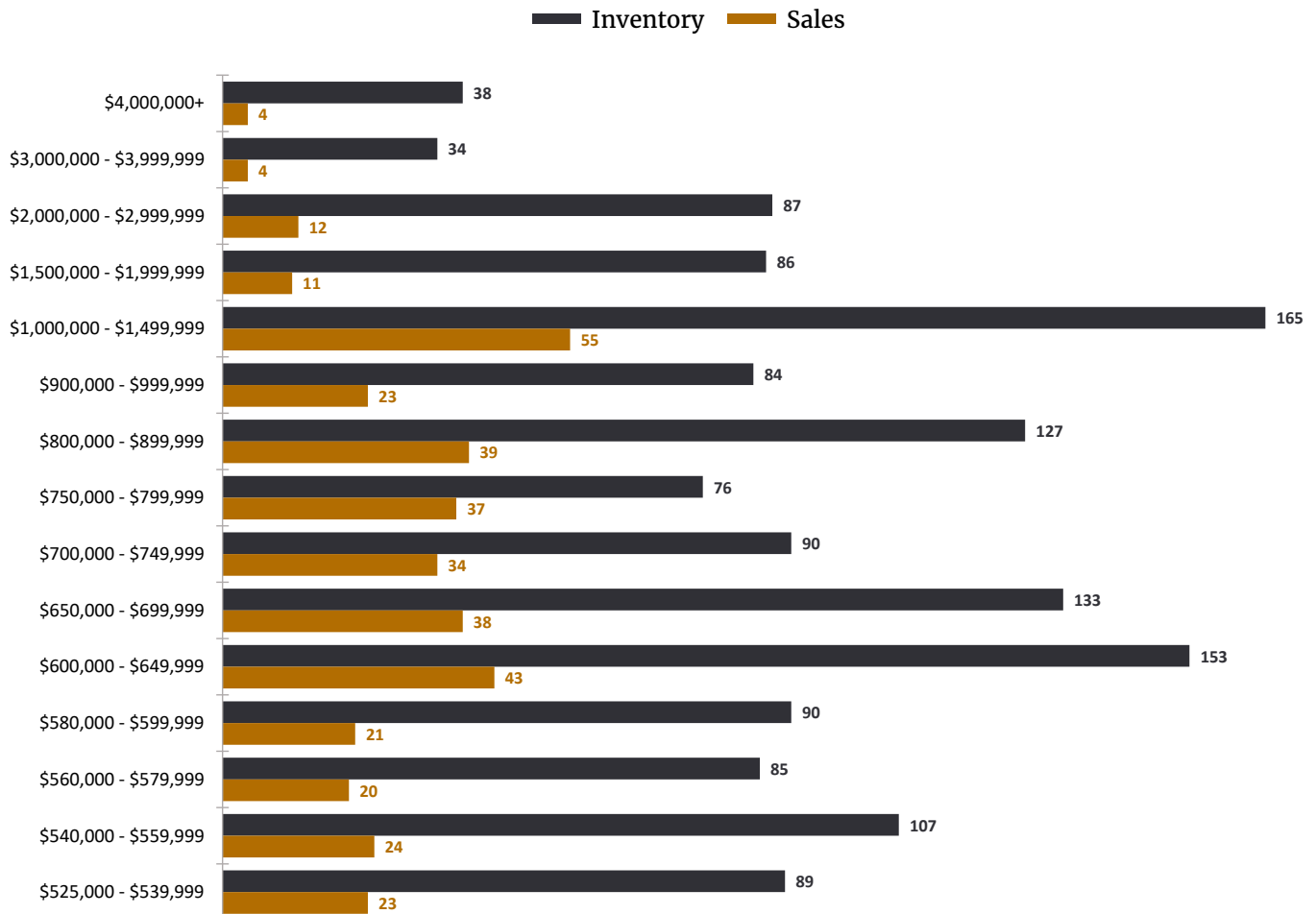
LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **1,444**

Total Sales: **388**

Total Sales Ratio²: **27%**

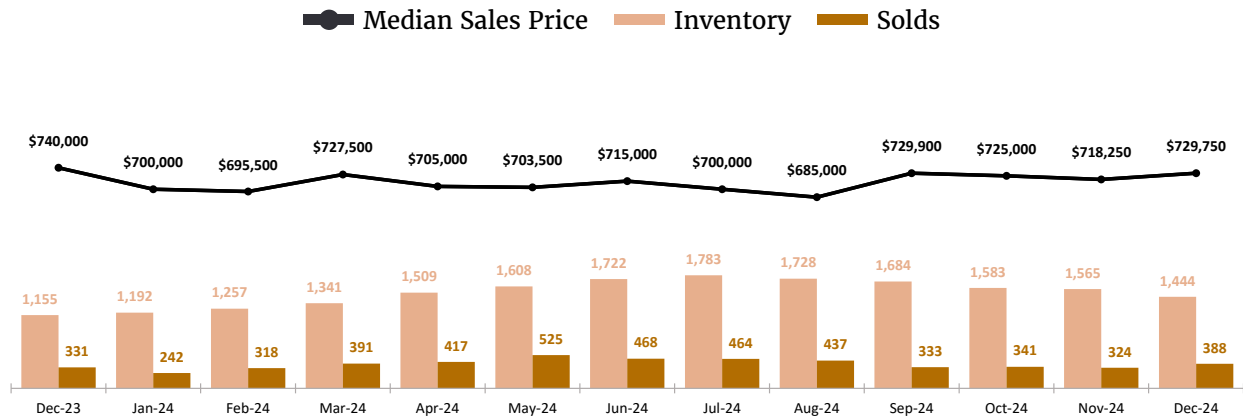
Seller's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$630,000	3	2	59	280	21%
2,000 - 2,999	\$675,000	4	3	163	585	28%
3,000 - 3,999	\$847,000	4	4	125	361	35%
4,000 - 4,999	\$1,272,948	5	5	24	123	20%
5,000 - 5,999	\$2,387,500	5	6	12	57	21%
6,000+	\$4,000,000	6	7	5	38	13%

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
1,155 1,444

VARIANCE: 25%

TOTAL SOLDS

Dec. 2023 Dec. 2024
331 388

VARIANCE: 17%

SALES PRICE

Dec. 2023 Dec. 2024
\$740k \$730k

VARIANCE: -1%

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$275 \$283

VARIANCE: 3%

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
98.13% 98.58%

VARIANCE: 0%

DAYS ON MARKET

Dec. 2023 Dec. 2024
27 34

VARIANCE: 26%

TAMPA MARKET SUMMARY | DECEMBER 2024

- The single-family luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **98.58% of list price** in December 2024.
- The most active price band is **\$750,000-\$799,999**, where the sales ratio is **49%**.
- The median luxury sales price for single-family homes is **\$729,750**.
- The median days on market for December 2024 was **34** days, up from **27** 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

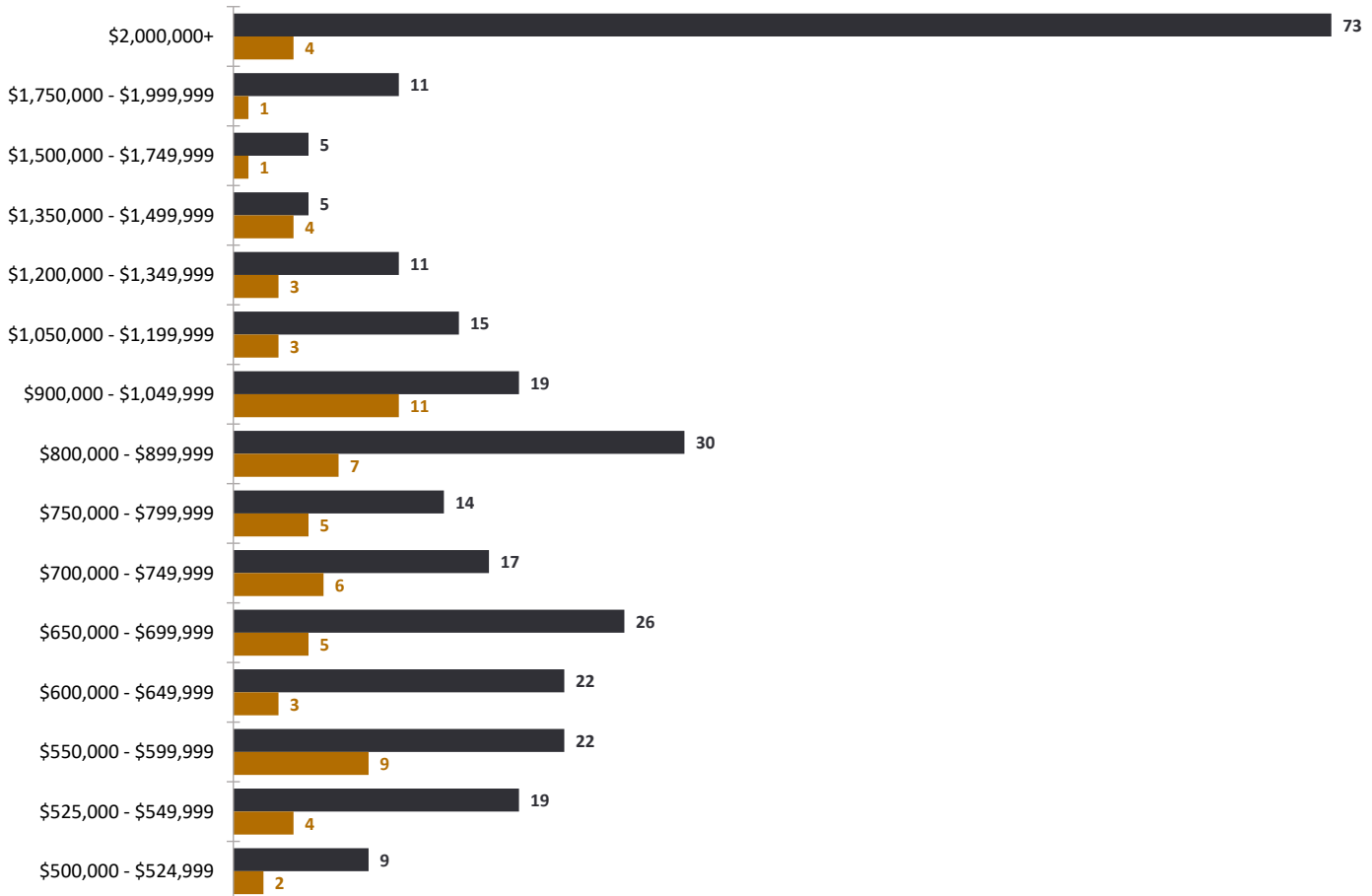
Total Inventory: **298**

Total Sales: **68**

Total Sales Ratio²: **23%**

Seller's Market

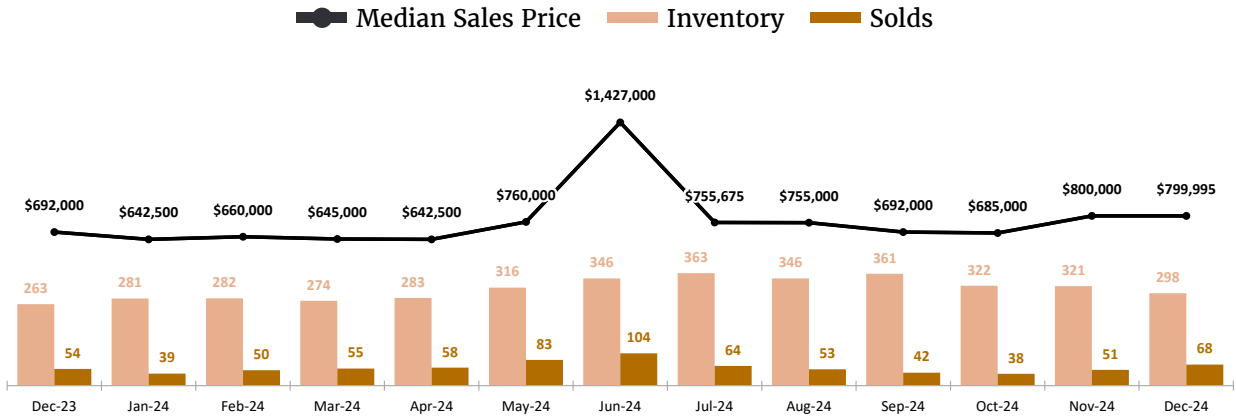
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$582,500	2	2	8	51	16%
1,500 - 1,999	\$705,000	3	3	19	72	26%
2,000 - 2,499	\$862,500	3	3	24	88	27%
2,500 - 2,999	\$960,000	3	4	10	51	20%
3,000 - 3,499	\$1,275,000	4	5	5	20	25%
3,500+	\$3,844,502	4	6	2	16	13%

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
263 **298**

VARIANCE: 13%

TOTAL SOLDS

Dec. 2023 Dec. 2024
54 **68**

VARIANCE: 26%

SALES PRICE

Dec. 2023 Dec. 2024
\$692k **\$800k**

VARIANCE: 16%

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$384 **\$402**

VARIANCE: 5%

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
97.38% **97.53%**

VARIANCE: 0%

DAYS ON MARKET

Dec. 2023 Dec. 2024
34 **84**

VARIANCE: 147%

TAMPA MARKET SUMMARY | DECEMBER 2024

- The attached luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **97.53% of list price** in December 2024.
- The most active price band is **\$1,350,000-\$1,499,999**, where the sales ratio is **80%**.
- The median luxury sales price for attached homes is **\$799,995**.
- The median days on market for December 2024 was **84** days, up from **34** 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.