



COASTAL PINELLAS  
COUNTY WEST  
FLORIDA

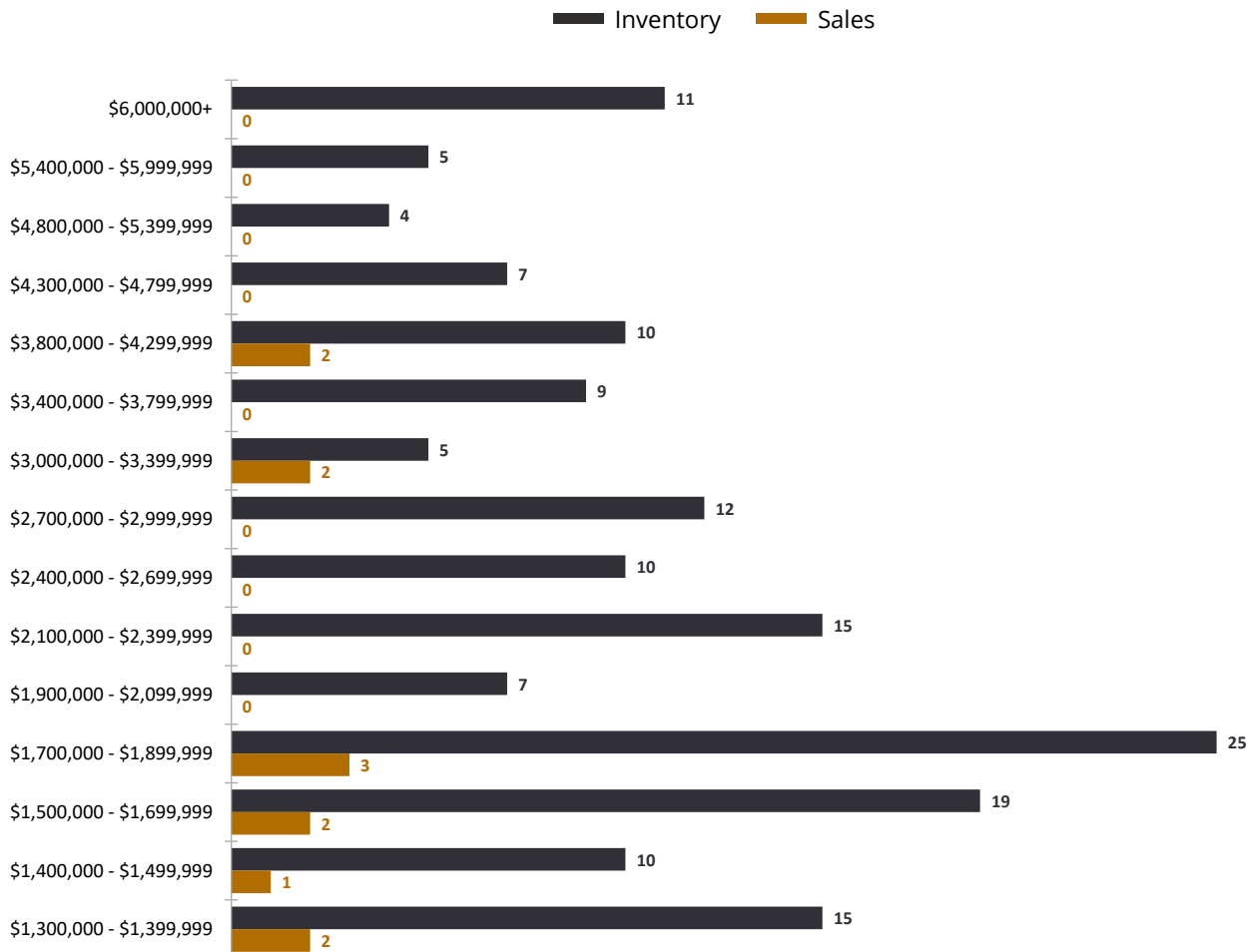
## LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: **164**

Total Sales: **12**

Total Sales Ratio<sup>2</sup>: **7%**

Buyer's Market



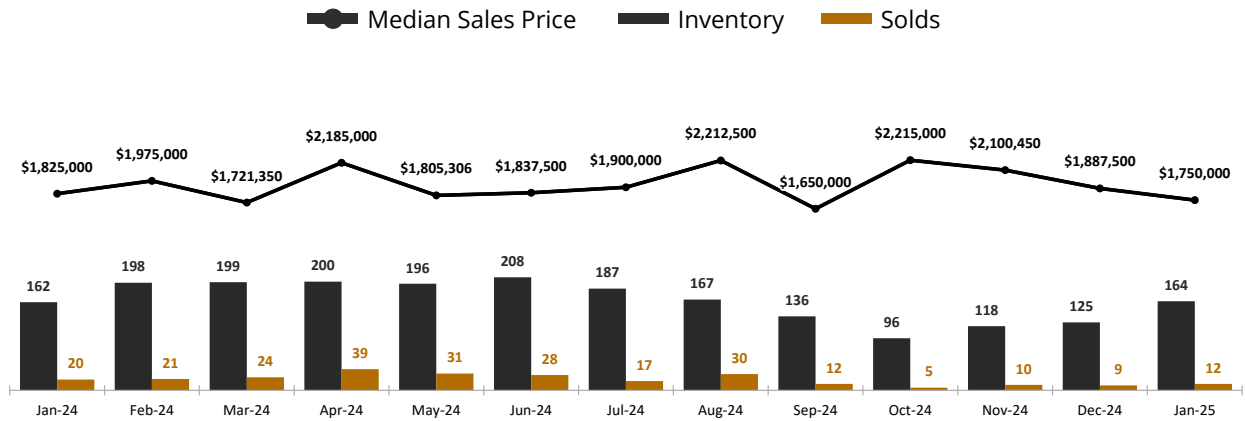
Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$2,375,000	3	2	2	36	6%
2,000 - 2,499	\$1,400,000	3	3	3	24	13%
2,500 - 2,999	\$1,577,725	4	3	2	29	7%
3,000 - 3,499	\$1,620,000	5	3	1	23	4%
3,500 - 3,999	\$2,525,000	4	4	2	16	13%
4,000+	\$4,108,425	4	4	2	36	6%

<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.

# COASTAL PINELLAS COUNTY WEST SINGLE-FAMILY HOMES

Luxury Benchmark Price<sup>1</sup>: **\$1,300,000**

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



## MEDIAN DATA REVIEW | JANUARY

### TOTAL INVENTORY

Jan. 2024: 162  
Jan. 2025: 164

VARIANCE: **1%**

### TOTAL SOLDS

Jan. 2024: 20  
Jan. 2025: 12

VARIANCE: **-40%**

### SALES PRICE

Jan. 2024: \$1.83m  
Jan. 2025: \$1.75m

VARIANCE: **-4%**

### SALE PRICE PER SQFT.

Jan. 2024: \$858  
Jan. 2025: \$661

VARIANCE: **-23%**

### SALE TO LIST PRICE RATIO

Jan. 2024: 96.37%  
Jan. 2025: 91.35%

VARIANCE: **-5%**

### DAYS ON MARKET

Jan. 2024: 48  
Jan. 2025: 41

VARIANCE: **-15%**

## COASTAL PINELLAS COUNTY WEST MARKET SUMMARY | JANUARY 2025

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **91.35% of list price** in January 2025.
- The most active price band is **\$3,000,000-\$3,399,999**, where the sales ratio is **40%**.
- The median luxury sales price for single-family homes is **\$1,750,000**.
- The median days on market for January 2025 was **41** days, down from **48** in January 2024.

<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.

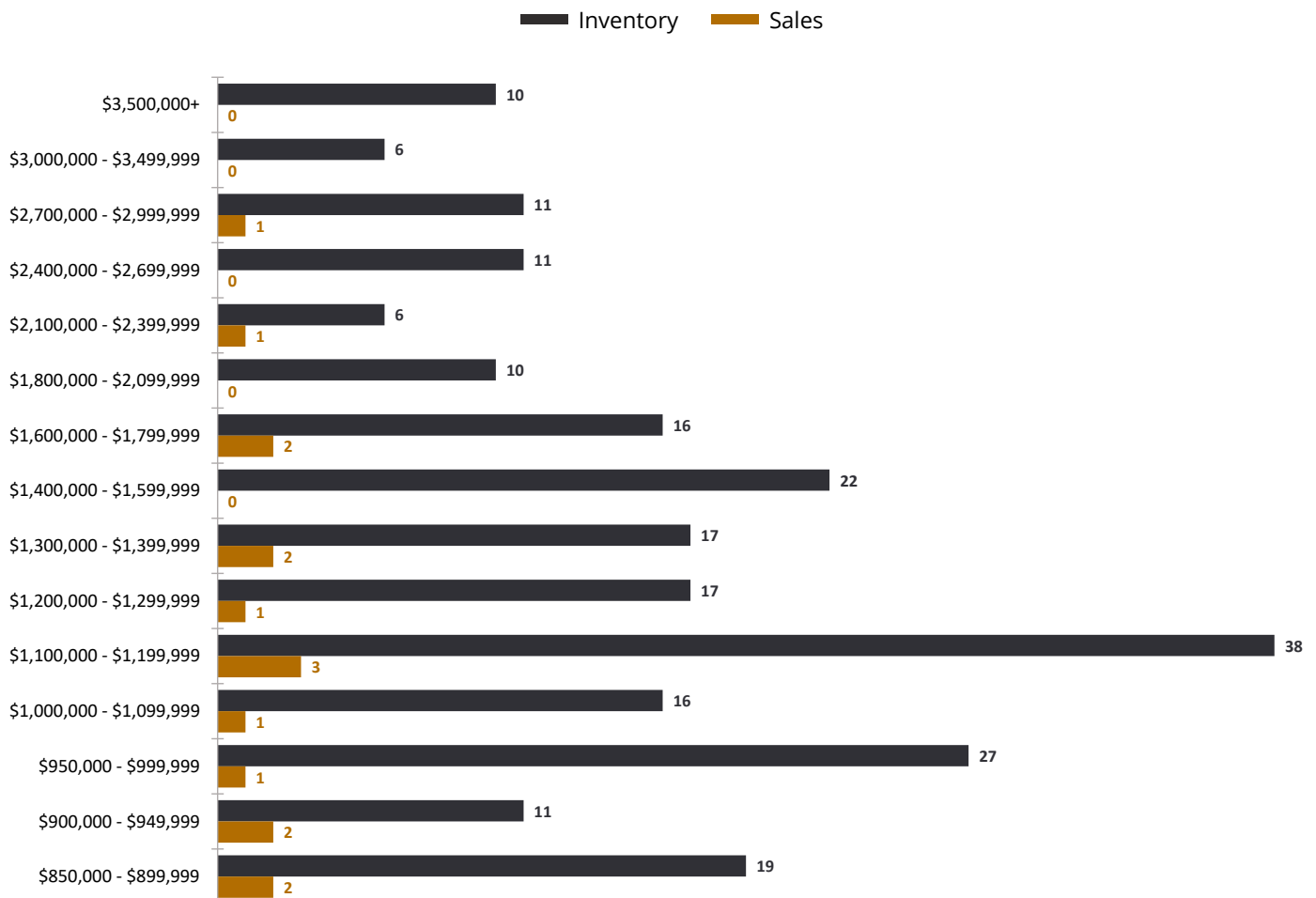
## LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: **237**

Total Sales: **16**

Total Sales Ratio<sup>2</sup>: **7%**

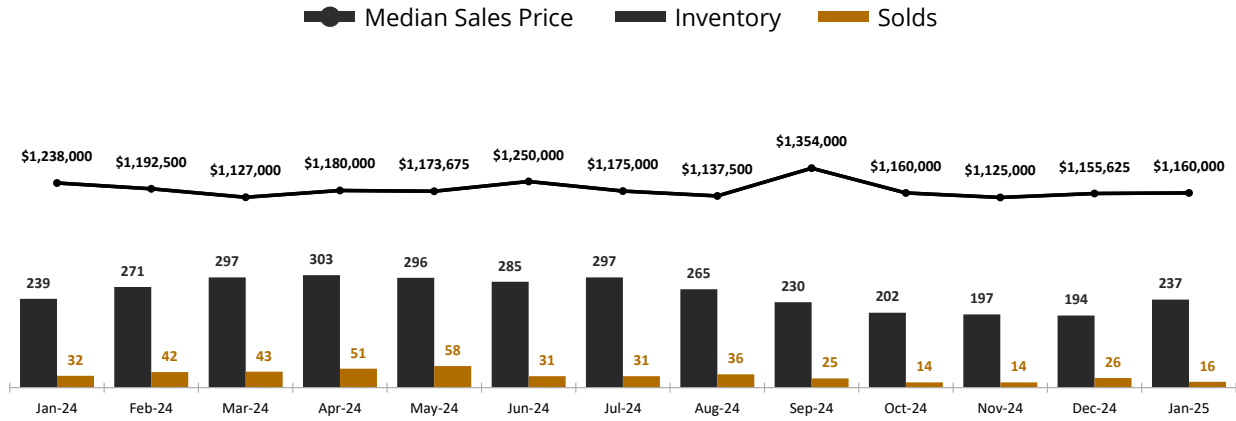
Buyer's Market



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$914,500	2	2	4	60	7%
1,500 - 1,999	\$1,120,000	3	2	5	74	7%
2,000 - 2,499	\$1,555,000	3	3	2	49	4%
2,500 - 2,999	\$1,541,000	4	4	4	27	15%
3,000 - 3,499	NA	NA	NA	0	10	0%
3,500+	\$2,800,000	4	5	1	17	6%

<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. 2024 **239**  
Jan. 2025 **237**

VARIANCE: **-1%**

TOTAL SOLD

Jan. 2024 **32**  
Jan. 2025 **16**

VARIANCE: **-50%**

SALES PRICE

Jan. 2024 **\$1.24m**  
Jan. 2025 **\$1.16m**

VARIANCE: **-6%**

SALE PRICE PER SQFT.

Jan. 2024 **\$730**  
Jan. 2025 **\$657**

VARIANCE: **-10%**

SALE TO LIST PRICE RATIO

Jan. 2024 **97.17%**  
Jan. 2025 **96.21%**

VARIANCE: **-1%**

DAYS ON MARKET

Jan. 2024 **31**  
Jan. 2025 **36**

VARIANCE: **16%**

COASTAL PINELLAS COUNTY WEST MARKET SUMMARY | JANUARY 2025

- The attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **96.21% of list price** in January 2025.
- The most active price band is **\$900,000-\$949,999**, where the sales ratio is **18%**.
- The median luxury sales price for attached homes is **\$1,160,000**.
- The median days on market for January 2025 was **36** days, up from **31** in January 2024.

<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.