

SARASOTA &  
SURROUNDING  
BEACHES

FLORIDA

SIESTA KEY TO ANNA MARIA ISLANDS

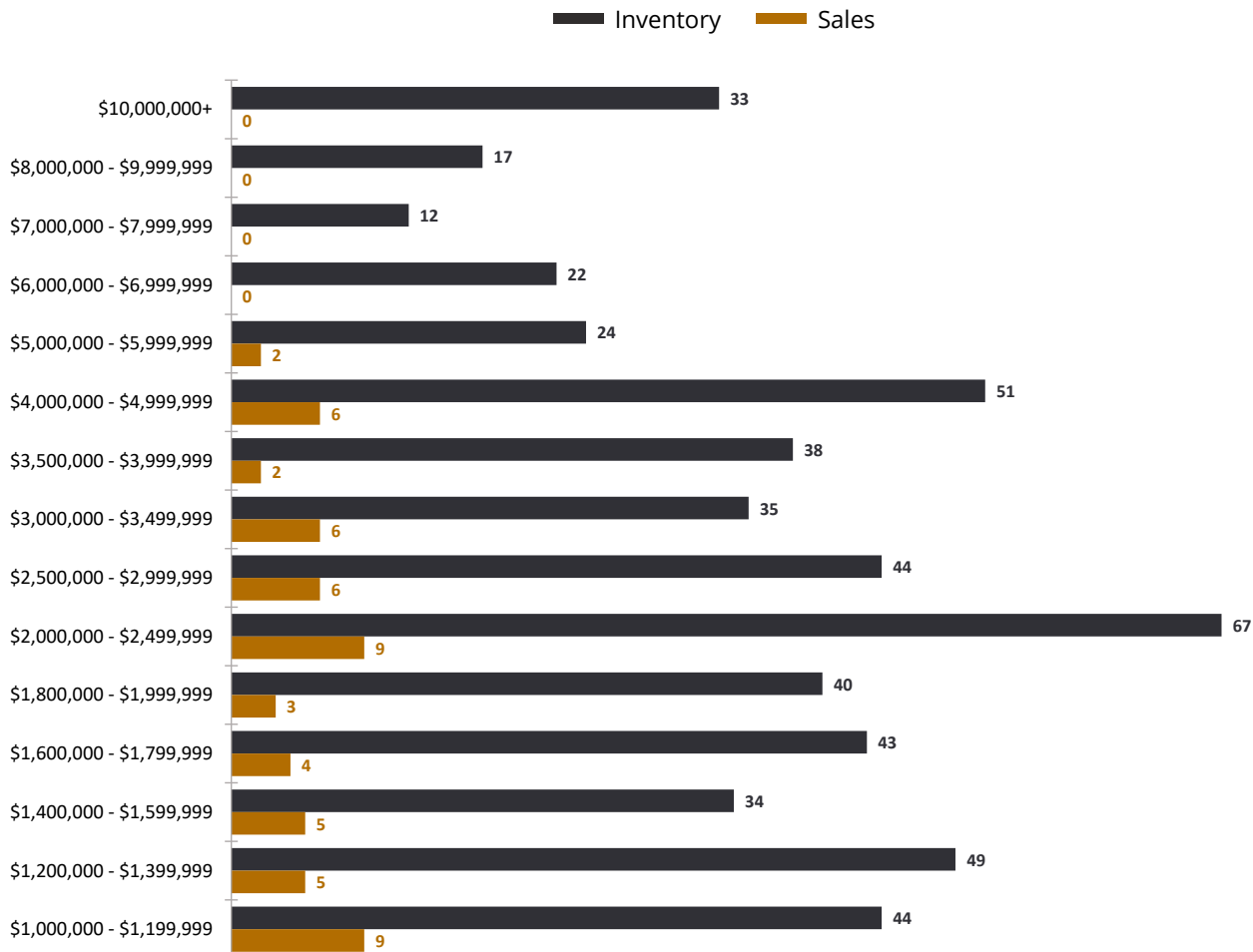
### LUXURY INVENTORY VS. SALES | JANUARY 2025

**Total Inventory: 553**

**Total Sales: 57**

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

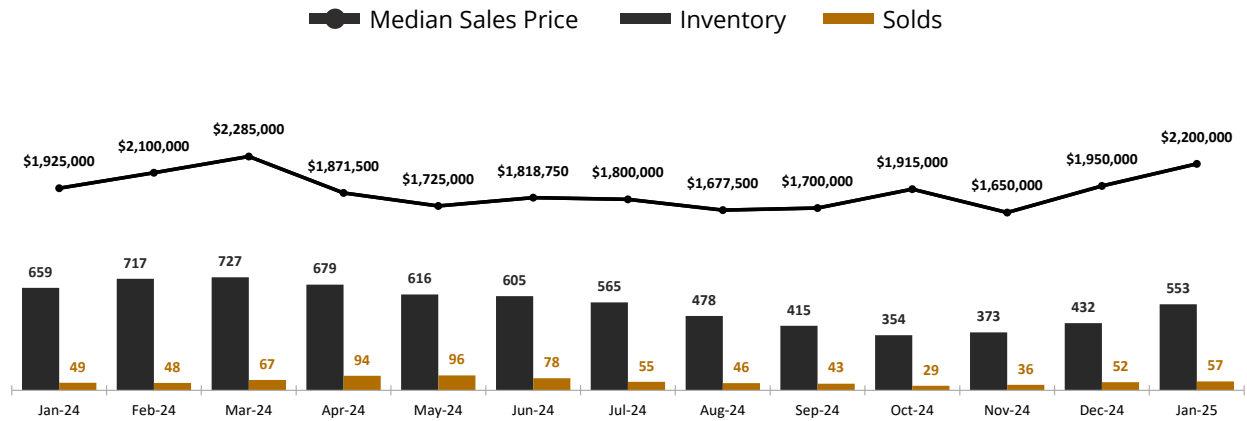
**Buyer's Market**



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	\$1,100,000	3	2	8	80	10%
2,000 - 2,999	\$1,954,500	3	3	28	206	14%
3,000 - 3,999	\$2,700,000	4	4	14	134	10%
4,000 - 4,999	\$3,050,000	4	5	5	68	7%
5,000 - 5,999	\$4,725,000	5	6	1	30	3%
6,000+	\$5,450,000	7	11	1	35	3%

<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. 2024: **659**  
Jan. 2025: **553**

VARIANCE: **-16%**

#### TOTAL SOLDS

Jan. 2024: **49**  
Jan. 2025: **57**

VARIANCE: **16%**

#### SALES PRICE

Jan. 2024: **\$1.93m**  
Jan. 2025: **\$2.20m**

VARIANCE: **14%**

#### SALE PRICE PER SQFT.

Jan. 2024: **\$799**  
Jan. 2025: **\$769**

VARIANCE: **-4%**

#### SALE TO LIST PRICE RATIO

Jan. 2024: **95.19%**  
Jan. 2025: **95.24%**

VARIANCE: **0%**

#### DAYS ON MARKET

Jan. 2024: **28**  
Jan. 2025: **24**

VARIANCE: **-14%**

## SARASOTA MARKET SUMMARY | JANUARY 2025

- The single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **95.24% of list price** in January 2025.
- The most active price band is **\$1,000,000-\$1,199,999**, where the sales ratio is **20%**.
- The median luxury sales price for single-family homes is **\$2,200,000**.
- The median days on market for January 2025 was **24** days, down from **28** 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.

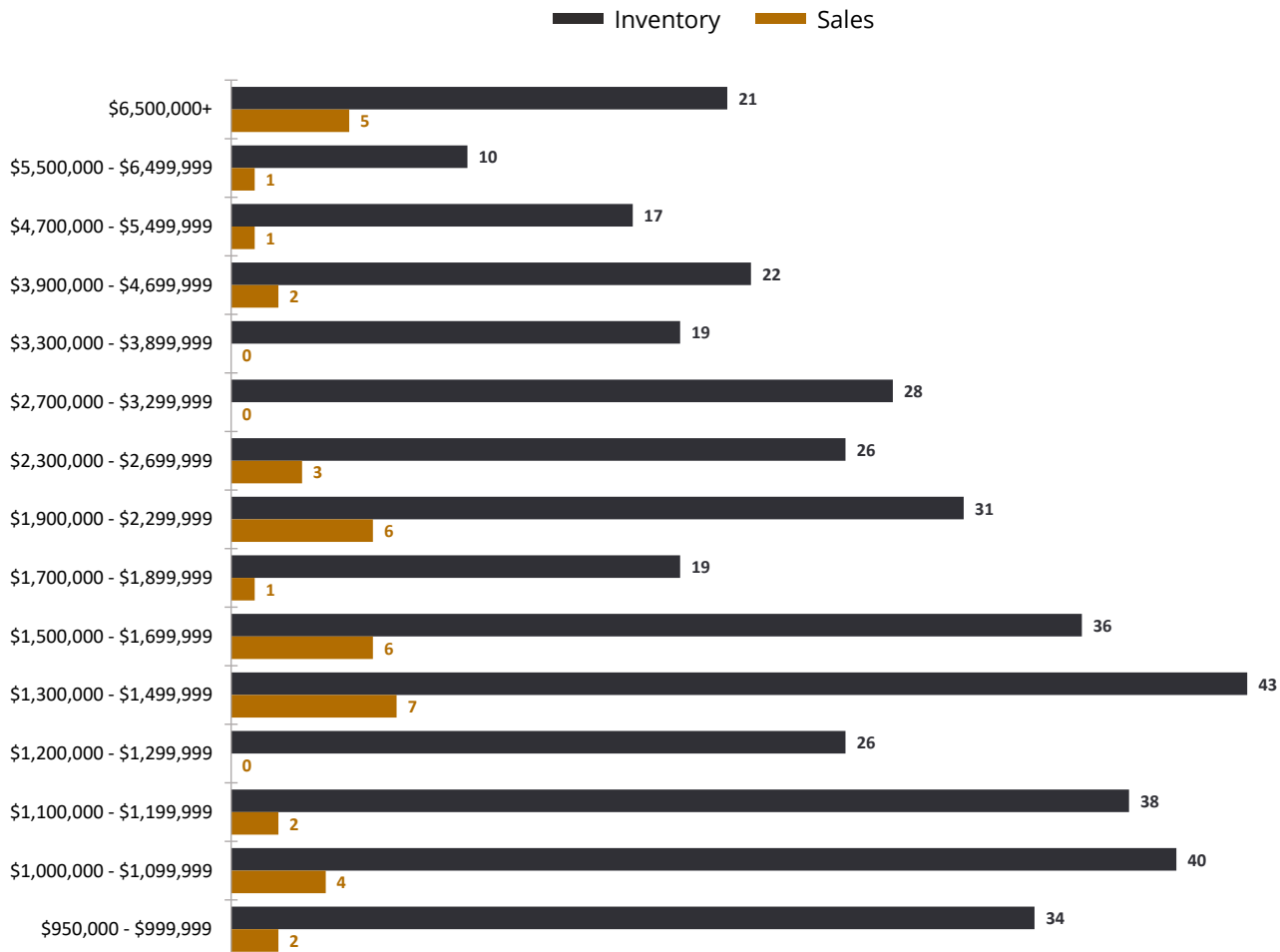
## LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: **410**

Total Sales: **40**

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

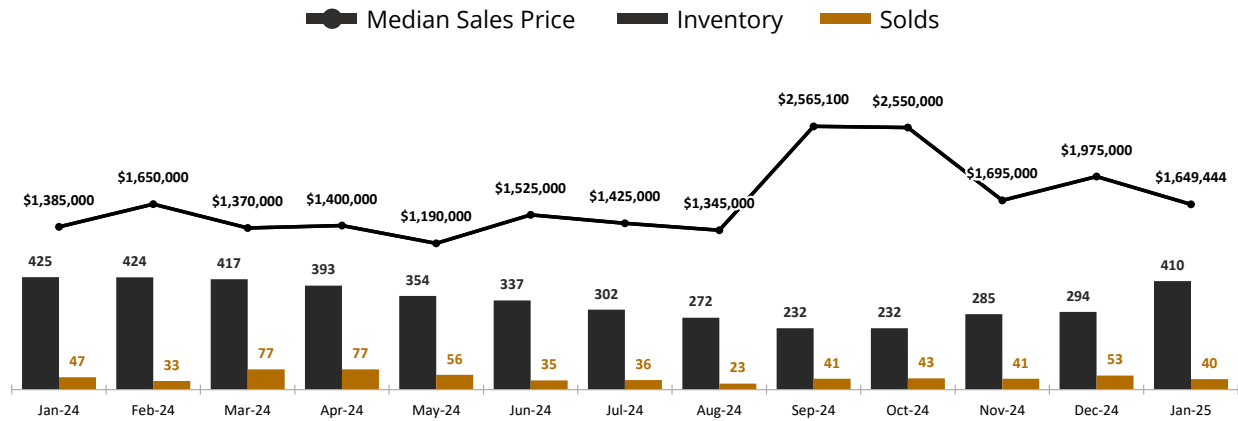
Buyer's Market



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	\$1,400,000	2	2	5	110	5%
1,500 - 1,999	\$1,605,000	2	3	8	109	7%
2,000 - 2,499	\$1,510,000	3	3	12	64	19%
2,500 - 2,999	\$1,375,000	3	3	6	45	13%
3,000 - 3,499	\$3,925,000	3	4	2	30	7%
3,500+	\$7,000,000	3	4	7	52	13%

<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: 425  
Jan. 2025: 410

VARIANCE: **-4%**

### TOTAL SOLDS

Jan. 2024: 47  
Jan. 2025: 40

VARIANCE: **-15%**

### SALES PRICE

Jan. 2024: \$1.39m  
Jan. 2025: \$1.65m

VARIANCE: **19%**

### SALE PRICE PER SQFT.

Jan. 2024: \$882  
Jan. 2025: \$913

VARIANCE: **4%**

### SALE TO LIST PRICE RATIO

Jan. 2024: 96.48%  
Jan. 2025: 94.56%

VARIANCE: **-2%**

### DAYS ON MARKET

Jan. 2024: 18  
Jan. 2025: 18

VARIANCE: **0%**

## SARASOTA MARKET SUMMARY | JANUARY 2025

- The attached luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **94.56% of list price** in January 2025.
- The most active price band is **\$6,500,000+**, where the sales ratio is **24%**.
- The median luxury sales price for attached homes is **\$1,649,444**.
- The median days on market for January 2025 was **18** days, remaining the same from 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.