



SOUTH PINELLAS  
COUNTY  
FLORIDA

### LUXURY INVENTORY VS. SALES | JANUARY 2025

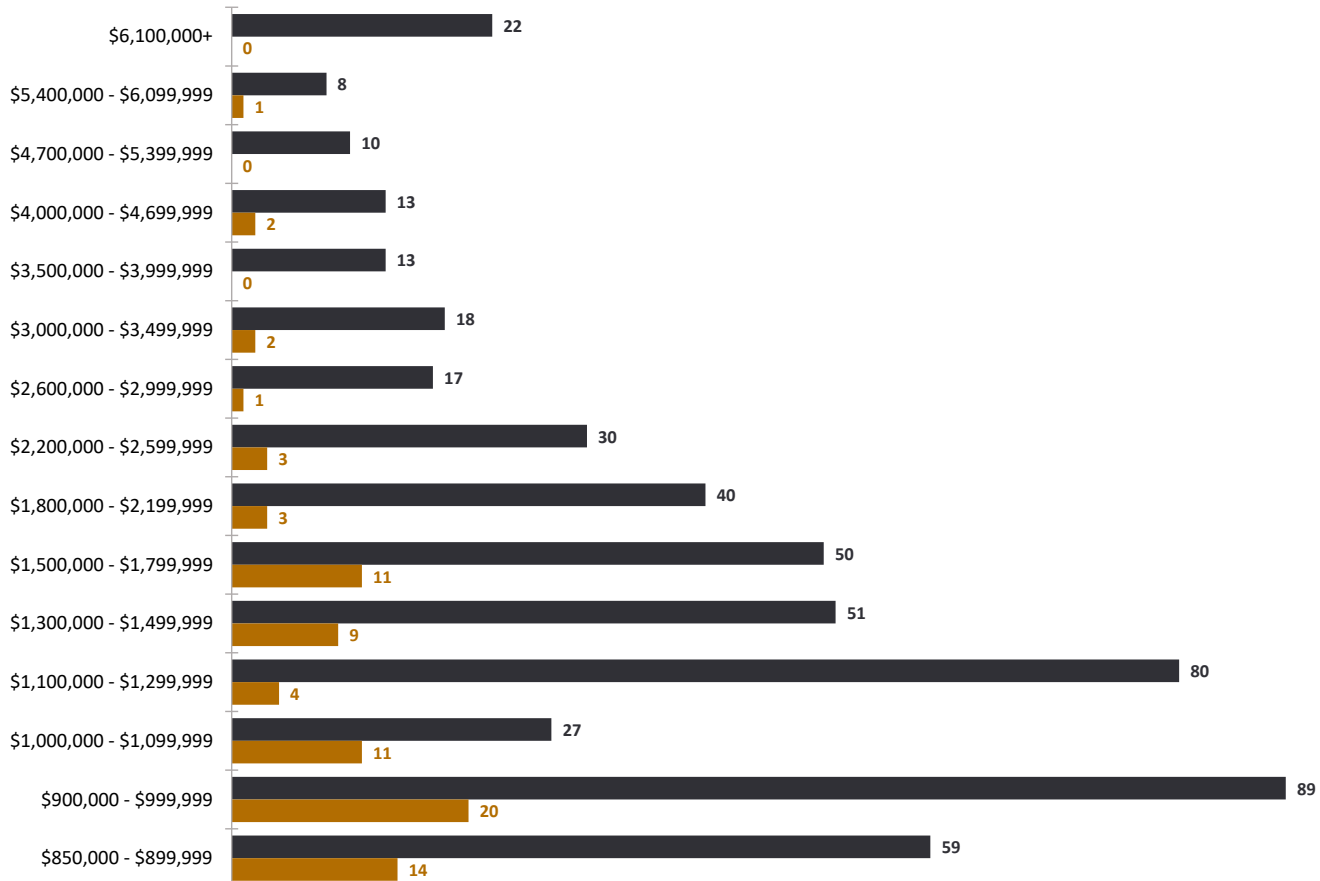
**Total Inventory: 527**

**Total Sales: 81**

**Total Sales Ratio<sup>2</sup>: 15%**

**Balanced Market**

Inventory Sales



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	\$930,000	3	2	7	24	29%
1,500 - 1,999	\$972,500	3	2	18	113	16%
2,000 - 2,499	\$1,050,000	3	3	17	111	15%
2,500 - 2,999	\$982,500	4	3	18	99	18%
3,000 - 3,499	\$1,370,000	4	3	9	72	13%
3,500+	\$2,075,000	4	4	12	108	11%

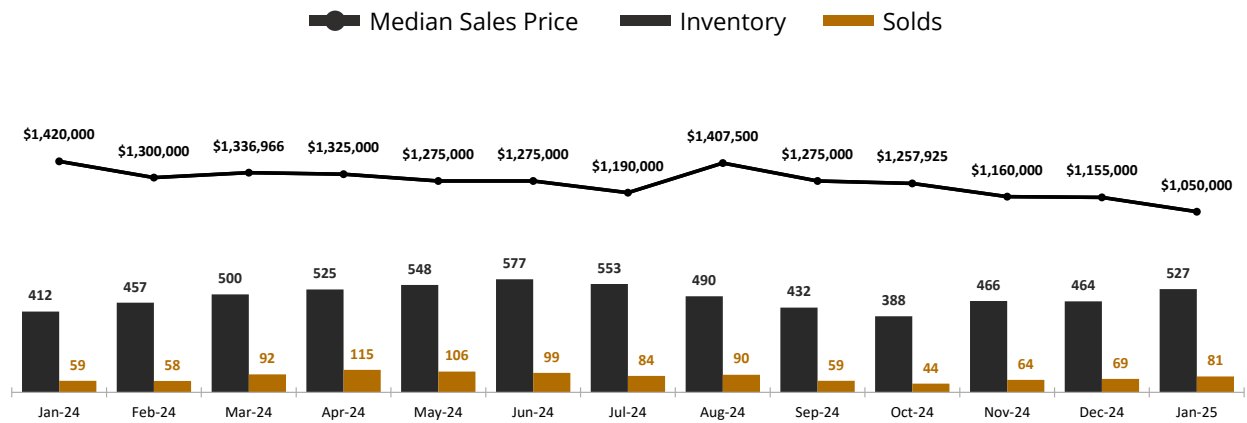
<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

# SOUTH PINELLAS COUNTY

SINGLE-FAMILY HOMES

Luxury Benchmark Price<sup>1</sup>: **\$850,000**

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



## MEDIAN DATA REVIEW | JANUARY

### TOTAL INVENTORY

Jan. 2024: 412  
Jan. 2025: 527

VARIANCE: **28%**

### TOTAL SOLDS

Jan. 2024: 59  
Jan. 2025: 81

VARIANCE: **37%**

### SALES PRICE

Jan. 2024: \$1.42m  
Jan. 2025: \$1.05m

VARIANCE: **-26%**

### SALE PRICE PER SQFT.

Jan. 2024: \$623  
Jan. 2025: \$510

VARIANCE: **-18%**

### SALE TO LIST PRICE RATIO

Jan. 2024: 95.96%  
Jan. 2025: 95.45%

VARIANCE: **-1%**

### DAYS ON MARKET

Jan. 2024: 37  
Jan. 2025: 41

VARIANCE: **11%**

## SOUTH PINELLAS COUNTY MARKET SUMMARY | JANUARY 2025

- The single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **95.45% of list price** in January 2025.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **41%**.
- The median luxury sales price for single-family homes is **\$1,050,000**.
- The median days on market for January 2025 was **41** days, up from **37** 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.

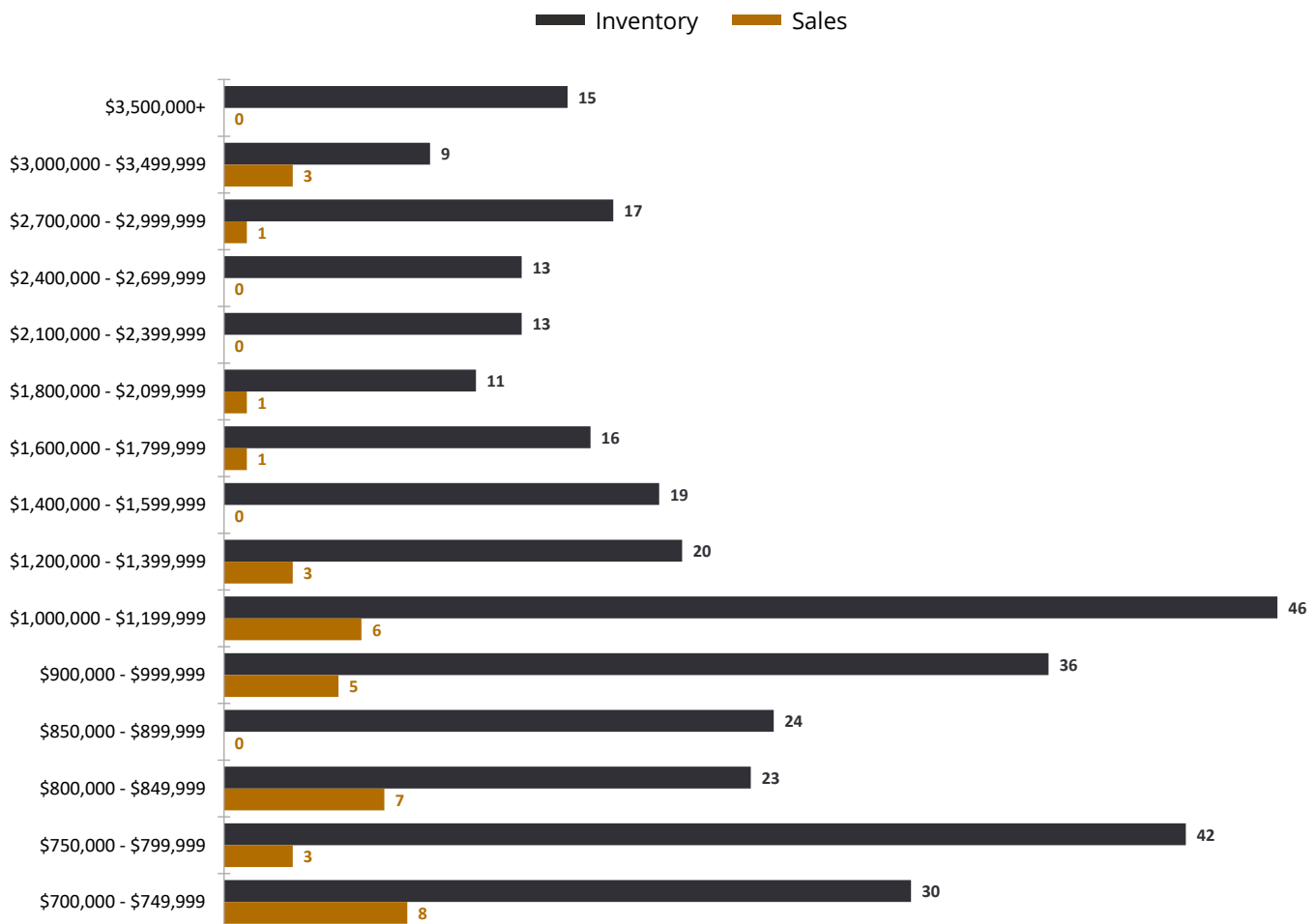
## LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: **334**

Total Sales: **38**

Total Sales Ratio<sup>2</sup>: **11%**

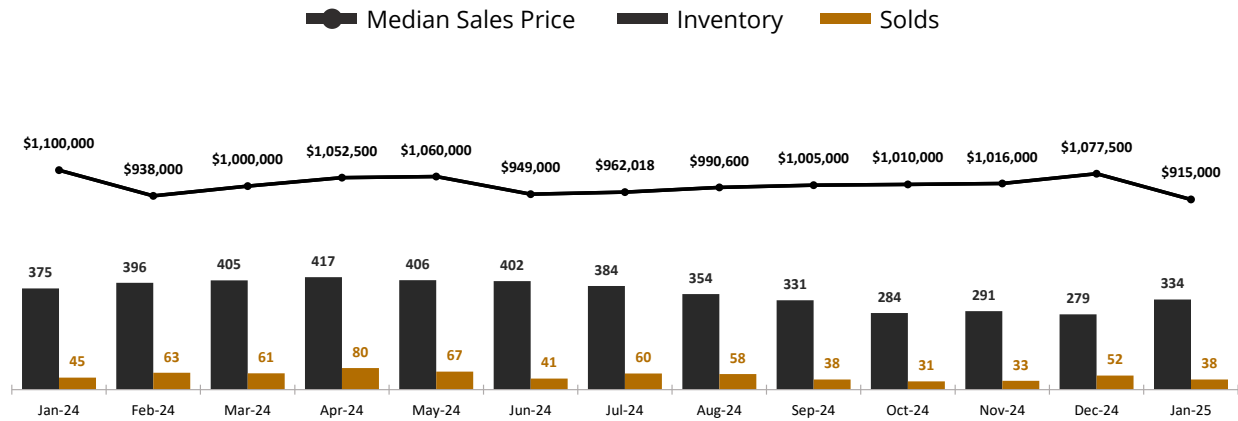
Buyer's Market



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$750,000	2	2	1	9	11%
1,000 - 1,499	\$806,000	2	2	15	82	18%
1,500 - 1,999	\$829,000	3	3	13	98	13%
2,000 - 2,499	\$1,385,000	3	3	3	83	4%
2,500 - 2,999	\$2,375,000	4	4	4	28	14%
3,000+	\$3,025,000	4	5	2	34	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: 375  
Jan. 2025: 334

VARIANCE: **-11%**

### TOTAL SOLDS

Jan. 2024: 45  
Jan. 2025: 38

VARIANCE: **-16%**

### SALES PRICE

Jan. 2024: \$1.10m  
Jan. 2025: \$915k

VARIANCE: **-17%**

### SALE PRICE PER SQFT.

Jan. 2024: \$715  
Jan. 2025: \$618

VARIANCE: **-14%**

### SALE TO LIST PRICE RATIO

Jan. 2024: 96.67%  
Jan. 2025: 97.06%

VARIANCE: **0%**

### DAYS ON MARKET

Jan. 2024: 42  
Jan. 2025: 40

VARIANCE: **-5%**

## SOUTH PINELLAS COUNTY MARKET SUMMARY | JANUARY 2025

- The attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **97.06% of list price** in January 2025.
- The most active price band is **\$3,000,000-\$3,499,999**, where the sales ratio is **33%**.
- The median luxury sales price for attached homes is **\$915,000**.
- The median days on market for January 2025 was **40** days, down from **42** 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.