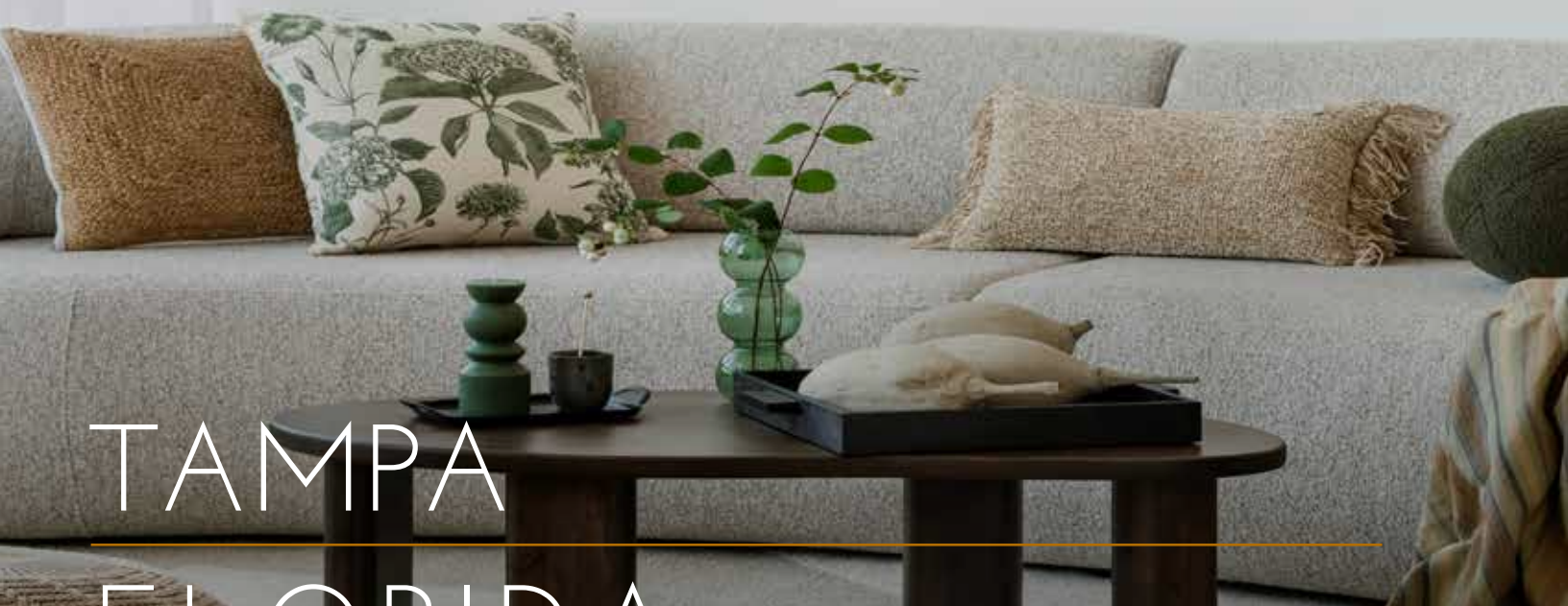


INSTITUTE *for*  
LUXURY HOME  
MARKETING®

by Colibri Real Estate

MARCH  
2025

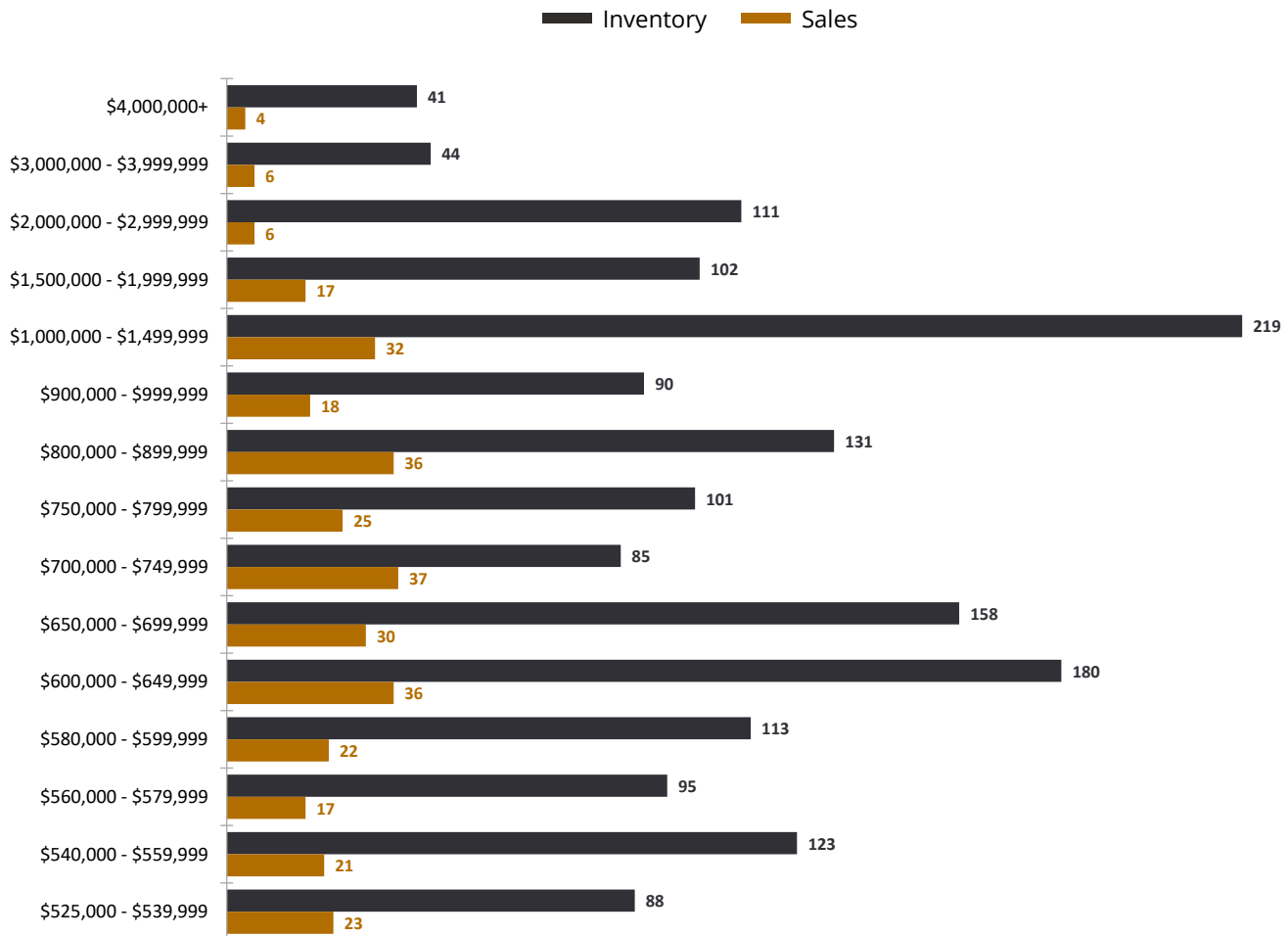


TAMPA  
FLORIDA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | FEBRUARY 2025

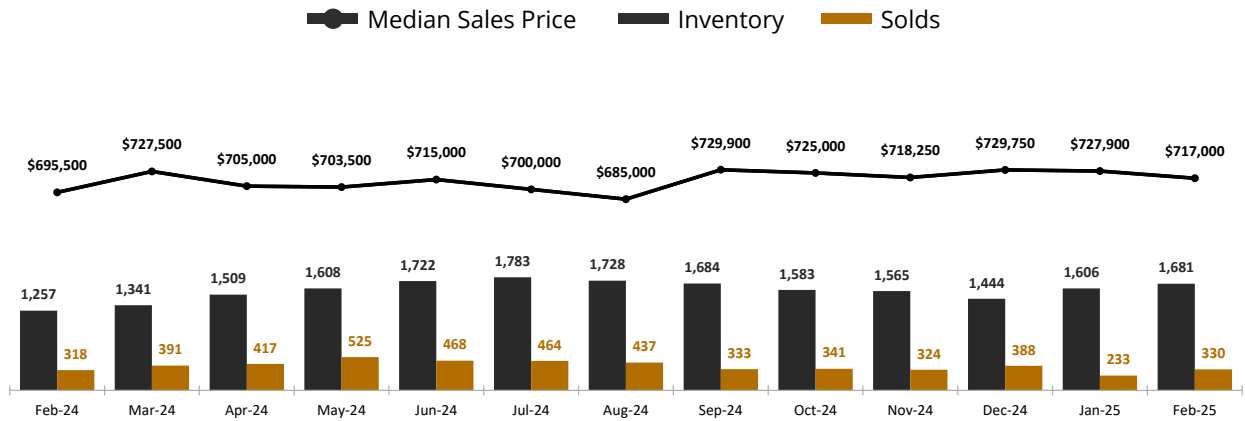
**Total Inventory: 1,681**    **Total Sales: 330**    **Total Sales Ratio<sup>2</sup>: 20%**    **Balanced Market**



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	\$606,500	3	2	62	320	19%
2,000 - 2,999	\$682,500	4	3	140	664	21%
3,000 - 3,999	\$766,906	5	4	88	445	20%
4,000 - 4,999	\$1,176,001	5	5	22	143	15%
5,000 - 5,999	\$1,600,000	5	6	11	66	17%
6,000+	\$2,800,000	5	7	7	43	16%

<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 | FEBRUARY

#### TOTAL INVENTORY

Feb. 2024      Feb. 2025  
**1,257**      **1,681**

VARIANCE: **34%**

#### TOTAL SOLDS

Feb. 2024      Feb. 2025  
**318**      **330**

VARIANCE: **4%**

#### SALES PRICE

Feb. 2024      Feb. 2025  
**\$696k**      **\$717k**

VARIANCE: **3%**

#### SALE PRICE PER SQFT.

Feb. 2024      Feb. 2025  
**\$275**      **\$286**

VARIANCE: **4%**

#### SALE TO LIST PRICE RATIO

Feb. 2024      Feb. 2025  
**98.06%**      **98.30%**

VARIANCE: **0%**

#### DAYS ON MARKET

Feb. 2024      Feb. 2025  
**41**      **35**

VARIANCE: **-15%**

## TAMPA MARKET SUMMARY | FEBRUARY 2025

- The single-family luxury market is a **Balanced Market** with a **20% Sales Ratio**.
- Homes sold for a median of **98.30% of list price** in February 2025.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **44%**.
- The median luxury sales price for single-family homes is **\$717,000**.
- The median days on market for February 2025 was **35** days, down from **41** in February 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 | FEBRUARY 2025

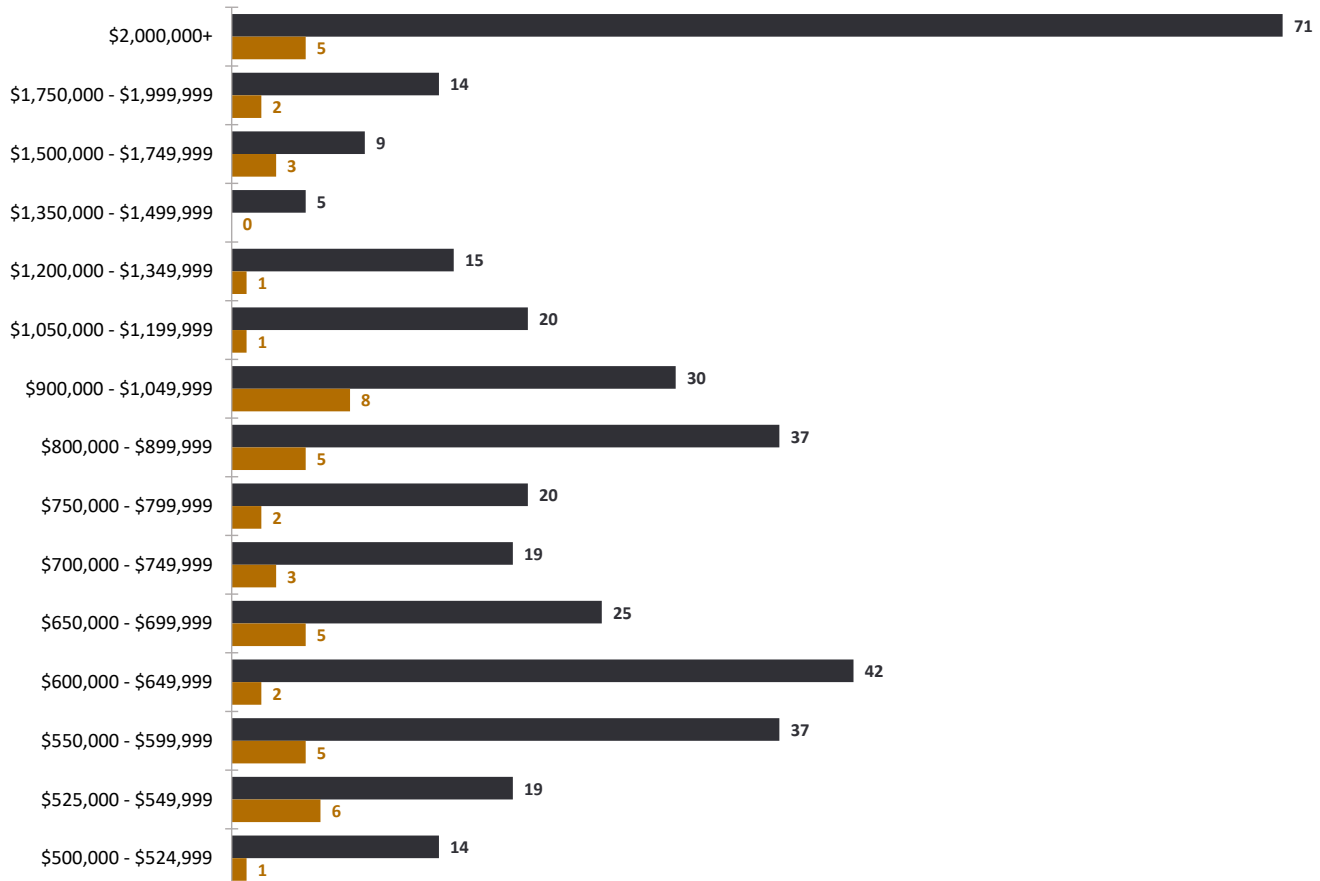
Total Inventory: **377**

Total Sales: **49**

Total Sales Ratio<sup>2</sup>: **13%**

Balanced Market

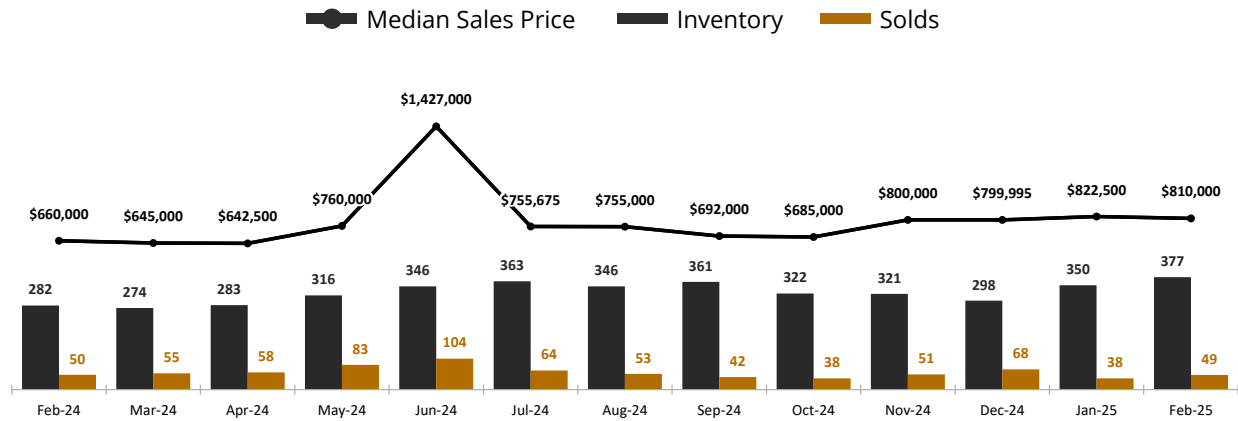
Inventory Sales



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	\$577,450	2	2	6	95	6%
1,500 - 1,999	\$725,000	3	3	13	88	15%
2,000 - 2,499	\$720,000	3	3	13	100	13%
2,500 - 2,999	\$1,120,000	3	4	13	57	23%
3,000 - 3,499	\$2,570,000	3	4	2	20	10%
3,500+	\$2,932,500	4	5	2	17	12%

<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 | FEBRUARY

### TOTAL INVENTORY

Feb. 2024 **282**  
Feb. 2025 **377**

VARIANCE: **34%**

### TOTAL SOLDS

Feb. 2024 **50**  
Feb. 2025 **49**

VARIANCE: **-2%**

### SALES PRICE

Feb. 2024 **\$660k**  
Feb. 2025 **\$810k**

VARIANCE: **23%**

### SALE PRICE PER SQFT.

Feb. 2024 **\$366**  
Feb. 2025 **\$447**

VARIANCE: **22%**

### SALE TO LIST PRICE RATIO

Feb. 2024 **98.49%**  
Feb. 2025 **97.71%**

VARIANCE: **-1%**

### DAYS ON MARKET

Feb. 2024 **23**  
Feb. 2025 **51**

VARIANCE: **122%**

## TAMPA MARKET SUMMARY | FEBRUARY 2025

- The attached luxury market is a **Balanced Market** with a **13% Sales Ratio**.
- Homes sold for a median of **97.71% of list price** in February 2025.
- The most active price band is **\$1,500,000-\$1,749,999**, where the sales ratio is **33%**.
- The median luxury sales price for attached homes is **\$810,000**.
- The median days on market for February 2025 was **51** days, up from **23** in February 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.