

INSTITUTE *for*  
UXURY HOME  
ARKETING®

by Colibri Real Estate

DECEMBER  
2025



SARASOTA &  
SURROUNDING  
BEACHES

FLORIDA

SIESTA KEY TO ANNA MARIA ISLANDS

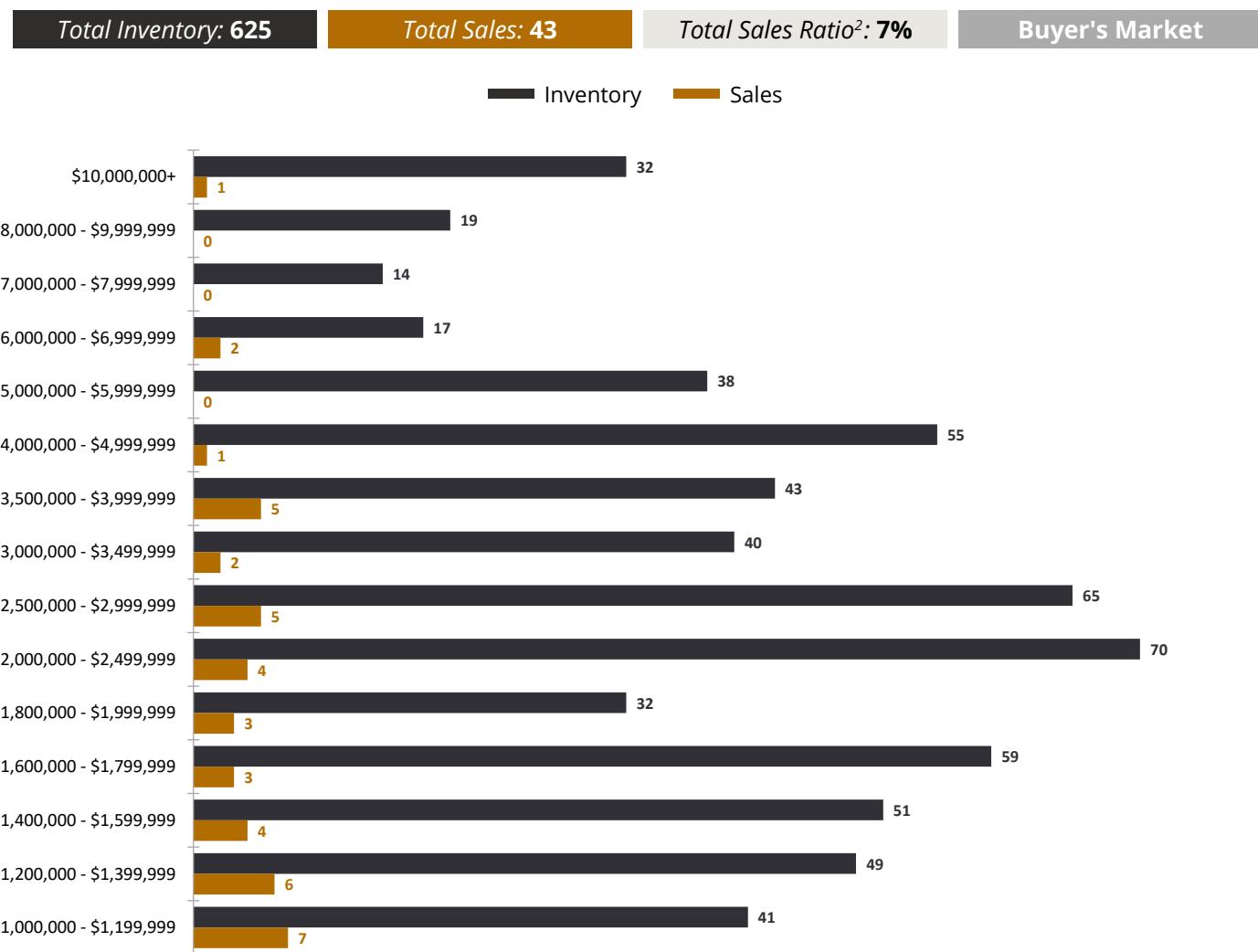
[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

# SARASOTA

SINGLE-FAMILY HOMES

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

## LUXURY INVENTORY VS. SALES | NOVEMBER 2025



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	\$1,150,000	3	2	9	108	8%
2,000 - 2,999	\$1,800,000	3	3	13	195	7%
3,000 - 3,999	\$2,460,000	4	5	12	174	7%
4,000 - 4,999	\$3,850,000	4	6	8	79	10%
5,000 - 5,999	NA	NA	NA	0	31	0%
6,000+	\$17,500,000	7	10	1	38	3%

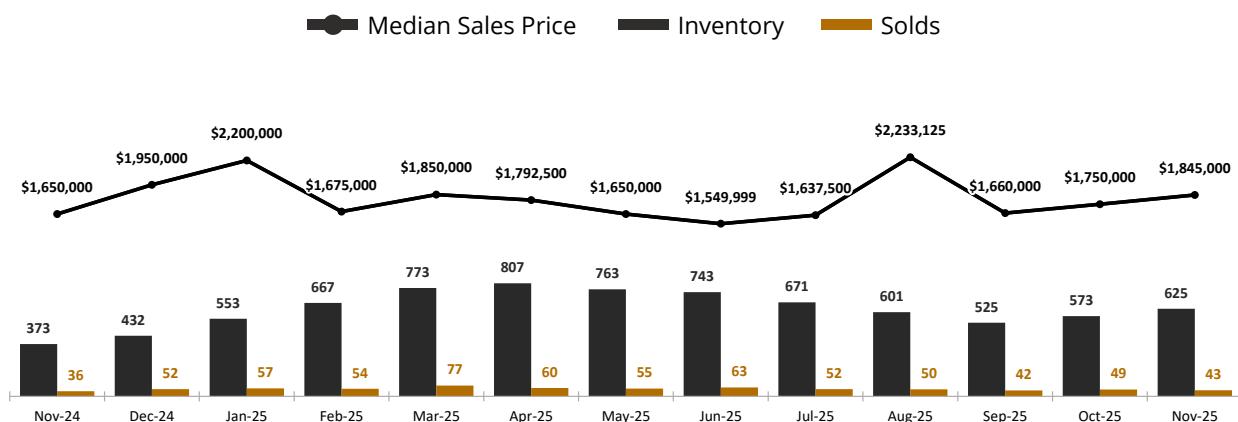
<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

# SARASOTA

SINGLE-FAMILY HOMES

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

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



## MEDIAN DATA REVIEW | NOVEMBER

### TOTAL INVENTORY

Nov. 2024	Nov. 2025
373	625

VARIANCE: 68%

### TOTAL SOLDS

Nov. 2024	Nov. 2025
36	43

VARIANCE: 19%

### SALES PRICE

Nov. 2024	Nov. 2025
\$1.65m	\$1.85m

VARIANCE: 12%

### SALE PRICE PER SQFT.

Nov. 2024	Nov. 2025
\$682	\$796

VARIANCE: 17%

### SALE TO LIST PRICE RATIO

Nov. 2024	Nov. 2025
92.19%	93.49%

VARIANCE: 1%

### DAYS ON MARKET

Nov. 2024	Nov. 2025
82	83

VARIANCE: 1%

## SARASOTA MARKET SUMMARY | NOVEMBER 2025

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **93.49% of list price** in November 2025.
- The most active price band is **\$1,000,000-\$1,199,999**, where the sales ratio is **17%**.
- The median luxury sales price for single-family homes is **\$1,845,000**.
- The median days on market for November 2025 was **83** days, up from **82** in November 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.

# SARASOTA

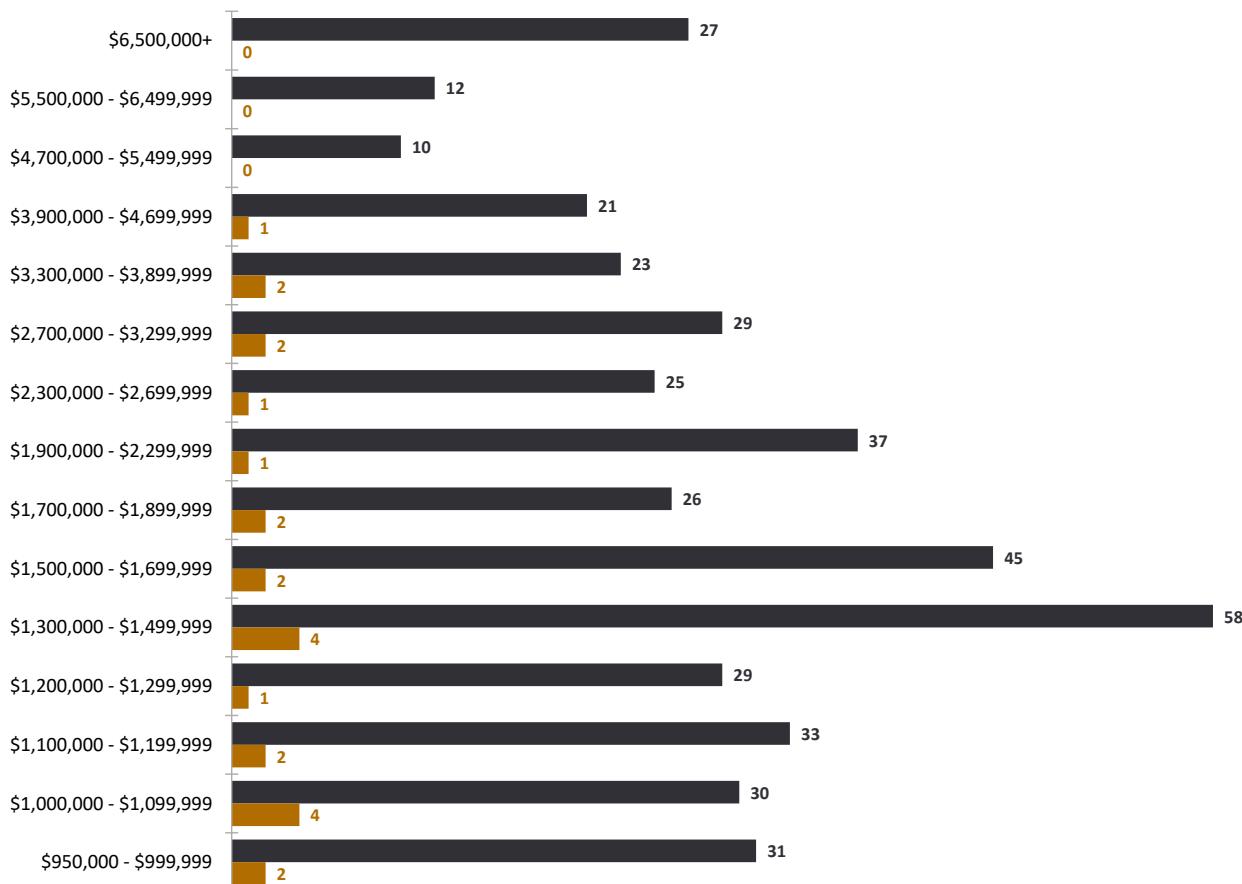
ATTACHED HOMES

Luxury Benchmark Price<sup>1</sup>: \$950,000

## LUXURY INVENTORY VS. SALES | NOVEMBER 2025

Total Inventory: 436    Total Sales: 24    Total Sales Ratio<sup>2</sup>: 6%    Buyer's 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	\$1,345,000	2	2	5	108	5%
1,500 - 1,999	\$1,374,500	2	3	10	120	8%
2,000 - 2,499	\$1,075,000	3	3	3	77	4%
2,500 - 2,999	\$2,875,000	3	4	2	45	4%
3,000 - 3,499	\$3,425,000	3	4	4	35	11%
3,500+	NA	NA	NA	0	51	0%

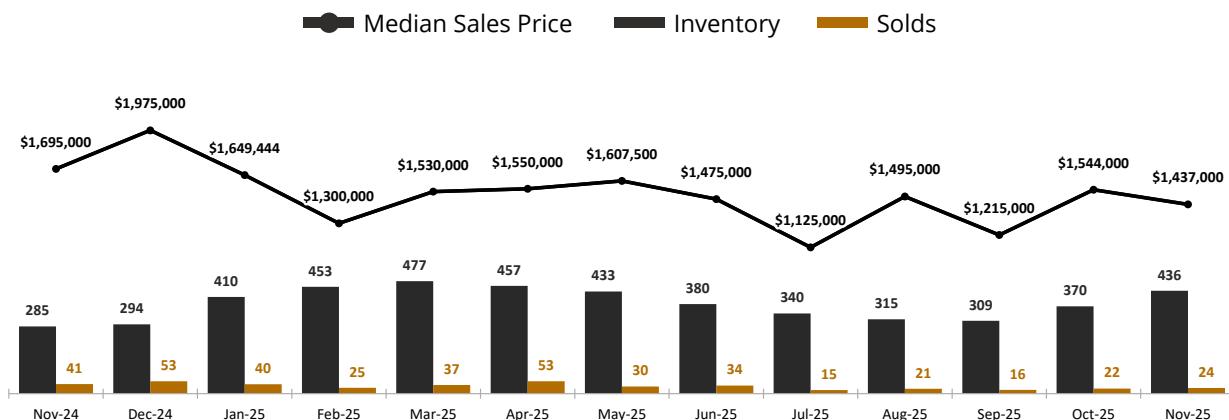
<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

# SARASOTA

ATTACHED HOMES

Luxury Benchmark Price<sup>1</sup>: \$950,000

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



## MEDIAN DATA REVIEW | NOVEMBER

### TOTAL INVENTORY

Nov. 2024	Nov. 2025
285	436

VARIANCE: 53%

### TOTAL SOLDS

Nov. 2024	Nov. 2025
41	24

VARIANCE: -41%

### SALES PRICE

Nov. 2024	Nov. 2025
\$1.70m	\$1.44m

VARIANCE: -15%

### SALE PRICE PER SQFT.

Nov. 2024	Nov. 2025
\$980	\$887

VARIANCE: -9%

### SALE TO LIST PRICE RATIO

Nov. 2024	Nov. 2025
98.40%	91.67%

VARIANCE: -7%

### DAYS ON MARKET

Nov. 2024	Nov. 2025
65	89

VARIANCE: 37%

## SARASOTA MARKET SUMMARY | NOVEMBER 2025

- The attached luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **91.67% of list price** in November 2025.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **13%**.
- The median luxury sales price for attached homes is **\$1,437,000**.
- The median days on market for November 2025 was **89** days, up from **65** in November 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.