

PETTINGELL
PROFESSIONALS
LUXURY WATERFRONT PROPERTY SPECIALISTS

COMPREHENSIVE ANALYSIS
BIRD KEY



443 John Ringling Boulevard, Suite F, Sarasota, FL 34236



June 17, 2024

Dear Neighbor,

Hope you are well and enjoying the last of Spring in Sarasota. What an interesting year of diverse weather. We had a very cold, wet January, and a spectacular April. May has been warming up, and we really could use some rain.

The real estate market was equally diverse this season. We have moved far past the post pandemic euphoria, when we saw over-market pricing, no home inspections, and no contingencies. Buyers are more cautious when making purchasing decisions, and pricing and value are key. The balance of power between buyers and sellers is becoming more equal.

We have had a particularly strong start to the year, having closed on over \$120 million so far, and we have another \$50+ million in pending sales. Why are we selling so much more than everyone else (we have sold twice the closest realtor in Sarasota)? I think our marketing reach and ability to get in front of potential buyers is second to none. Additionally, my 40+ year product knowledge allows me to understand the true value of properties in Sarasota.

If you are considering selling your property in 2024, let us help you strategize the best pricing and timing for your home. Even as we head into the summer months, we still expect a seasonally healthy number of transactions to occur.

Warm regards,

A handwritten signature in blue ink, appearing to read 'Roger'.

Roger Pettingell
Broker Associate

BIRD KEY

Comprehensive Analysis, June 2024



ACTIVE LISTINGS

		LIST PRICE	SQ FT HEATED	LP/SQFT
225	BIRD KEY DR	\$1,875,000	3,140	\$597
414	MEADOW LARK DR	\$5,999,000	5,000	\$1,200
640	N OWL DR	\$3,995,000	2,672	\$1,495
640	N OWL DR	\$2,145,000	12,960	LOT
625	S OWL DR	\$3,950,000	2,808	\$1,407
425	PARTRIDGE CIR	\$1,680,000	2,308	\$728
430	PHEASANT WAY	\$4,197,000	3,461	\$1,213
435	PHEASANT WAY	\$3,925,000	2,890	\$1,358
470	E ROYAL FLAMINGO DR	\$1,725,000	2,480	\$696
340	W ROYAL FLAMINGO DR	\$8,650,000	6,067	\$1,426
364	W ROYAL FLAMINGO DR	\$9,250,000	6,289	\$1,471
367	W ROYAL FLAMINGO DR	\$5,890,000	5,257	\$1,120
102	SEAGULL LN	\$6,900,000	3,706	\$1,862
121	SEAGULL LN	\$4,850,000	4,594	\$1,056
109	N WARBLER LN	\$11,750,000	5,292	\$2,220
118	N WARBLER LN	\$7,250,000	4,594	\$1,578

PENDING LISTINGS

		LIST PRICE	SQ FT HEATED	LP/SQFT
614	OWL WAY	\$2,545,000	3,366	\$756
404	PHEASANT WAY	\$3,975,000	2,757	\$1,442
424	PHEASANT WAY	\$3,975,000	2,756	\$1,442
443	E ROYAL FLAMINGO DR	\$6,700,000	3,426	\$1,956
486	E ROYAL FLAMINGO DR	\$2,995,000	3,854	\$777

SOLD LISTINGS

		(In the past 12 months)	SOLD PRICE	SQ FT HEATED	SP/ SQFT	SOLD DATE
216	BIRD KEY DR		\$5,600,000	5,287	\$1,059	8/11/2023
217	BIRD KEY DR		\$1,765,000	2,489	\$709	6/20/2023
217	BIRD KEY DR		\$2,400,000	2,489	\$964	3/27/2024
245	BIRD KEY DR		\$2,125,000	2,515	\$845	2/29/2024
329	BIRD KEY DR		\$1,540,000	2,190	\$703	4/30/2024
540	BIRD KEY DR		\$1,500,000	1,924	\$780	4/30/2024
568	BIRD KEY DR		\$2,170,000	2,310	\$939	1/3/2024
464	MEADOW LARK DR		\$3,617,500	3,437	\$1,053	12/1/2023
464	MEADOW LARK DR		\$3,930,000	3,437	\$1,143	1/30/2024
476	MEADOW LARK DR		\$4,000,000	3,336	\$1,199	5/31/2024
632	MOURNING DOVE DR		\$2,550,000	2,743	\$930	9/20/2023
683	MOURNING DOVE DR		\$11,500,000	6,540	\$1,758	12/6/2023
600	OWL WAY		\$1,875,000	2,317	\$809	5/15/2024
618	OWL WAY		\$1,880,000	2,434	\$772	7/3/2023
627	OWL WAY		\$2,350,000	3,023	\$777	9/21/2023
450	PARTRIDGE CIR		\$3,775,000	2,754	\$1,371	12/29/2023
493	PARTRIDGE CIR		\$2,375,000	3,422	\$694	1/29/2024
401	PHEASANT DR		\$3,950,000	2,756	\$1,433	4/23/2024
417	PHEASANT WAY		\$2,282,000	3,428	\$666	11/15/2023
259	ROBIN DR		\$5,995,000	4,078	\$1,470	2/22/2024
469	E ROYAL FLAMINGO DR		\$3,300,000	3,279	\$1,006	7/28/2023
355	W ROYAL FLAMINGO DR		\$3,800,000	3,273	\$1,161	2/1/2024
575	SPOONBILL DR		\$3,595,000	3,900	\$922	6/28/2023

**Roger's listing/sale

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