

SARASOTA &
SURROUNDING
BEACHES
FLORIDA

SIESTA KEY TO ANNA MARIA ISLANDS

LUXURY INVENTORY VS. SALES | AUGUST 2025

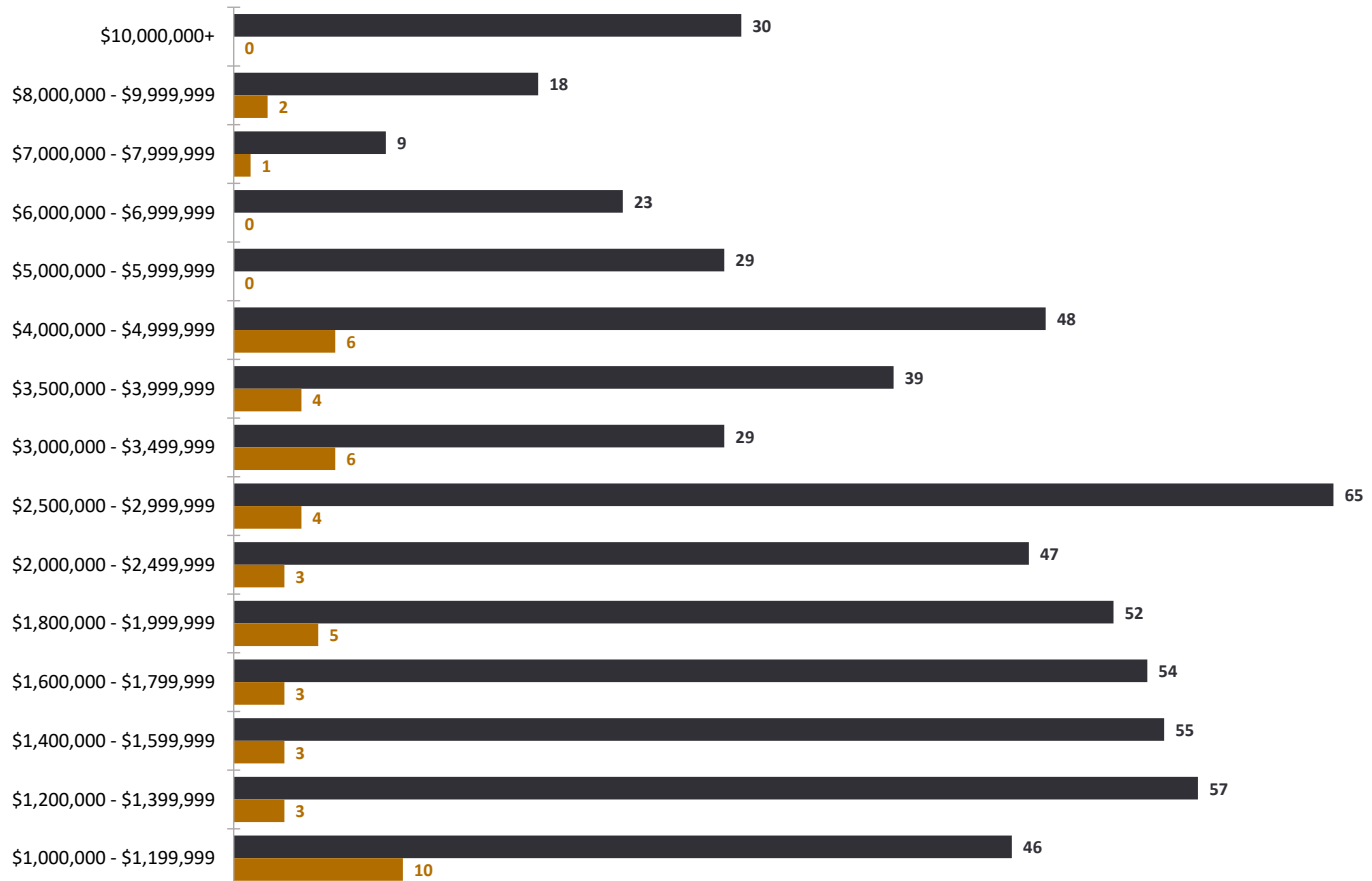
Total Inventory: 601

Total Sales: 50

Total Sales Ratio²: 8%

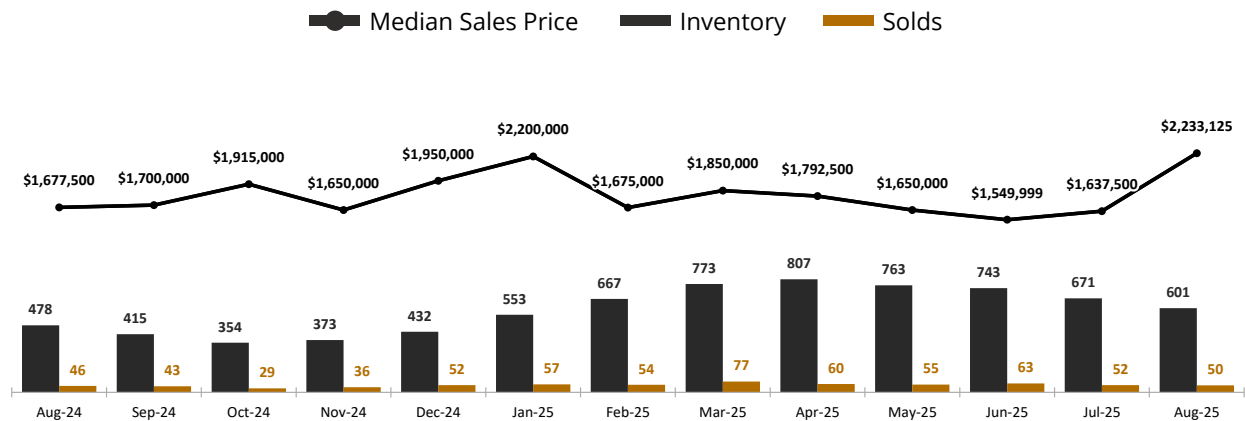
Buyer's Market

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,160,000	3	2	7	134	5%
2,000 - 2,999	\$1,606,000	4	3	16	190	8%
3,000 - 3,999	\$3,060,000	4	5	18	148	12%
4,000 - 4,999	\$4,000,000	5	5	7	68	10%
5,000 - 5,999	\$6,237,500	6	5	2	20	10%
6,000+	NA	NA	NA	0	41	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 TREND⁴

MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024 Aug. 2025
478 601

VARIANCE: **26%**

TOTAL SOLD

Aug. 2024 Aug. 2025
46 50

VARIANCE: **9%**

SALES PRICE

Aug. 2024 Aug. 2025
\$1.68m \$2.23m

VARIANCE: **33%**

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025
\$753 \$854

VARIANCE: **13%**

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025
93.46% 92.40%

VARIANCE: **-1%**

DAYS ON MARKET

Aug. 2024 Aug. 2025
125 105

VARIANCE: **-16%**

SARASOTA MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **92.40% of list price** in August 2025.
- The most active price band is **\$1,000,000-\$1,199,999**, where the sales ratio is **22%**.
- The median luxury sales price for single-family homes is **\$2,233,125**.
- The median days on market for August 2025 was **105** days, down from **125** in August 2024.

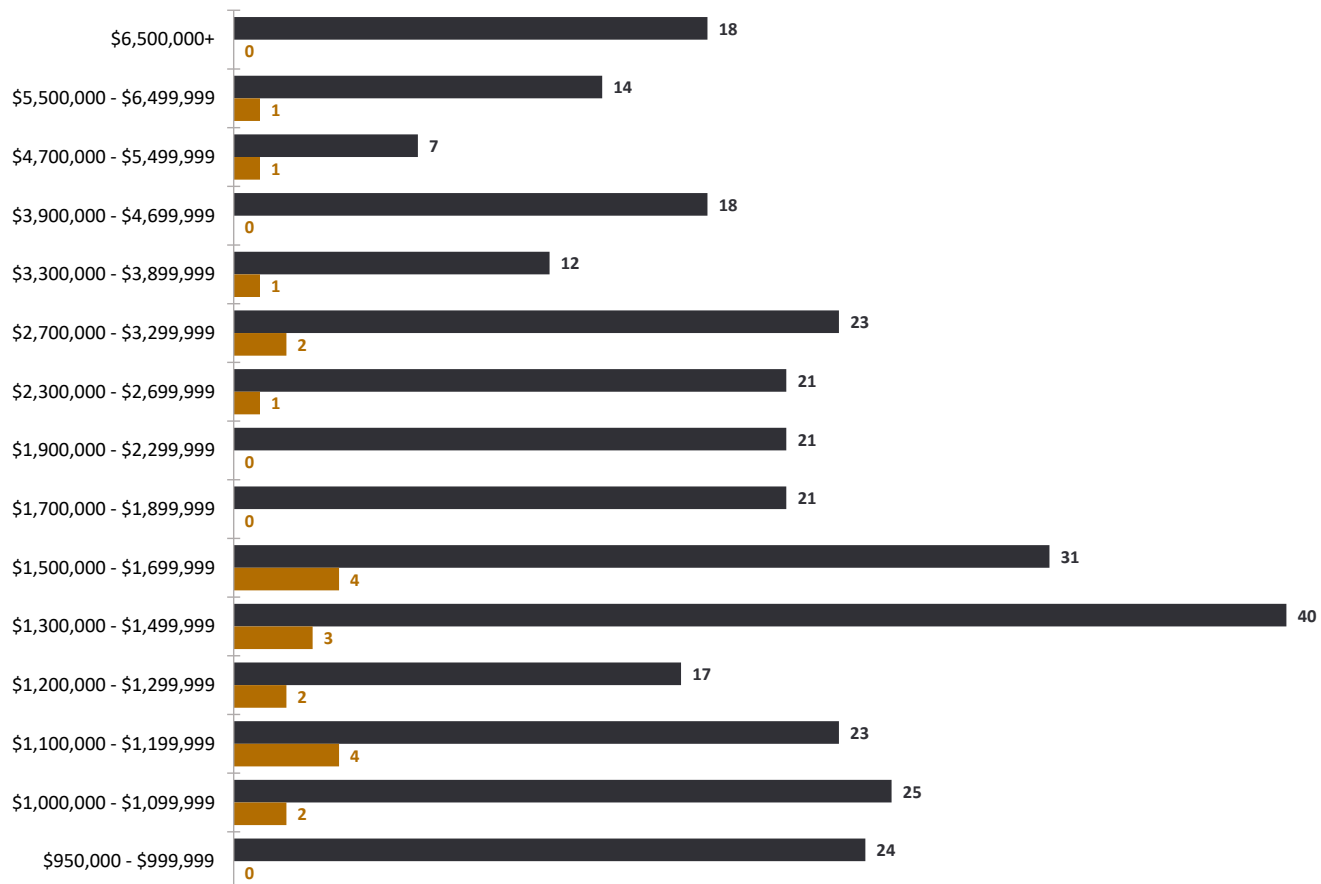
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | AUGUST 2025

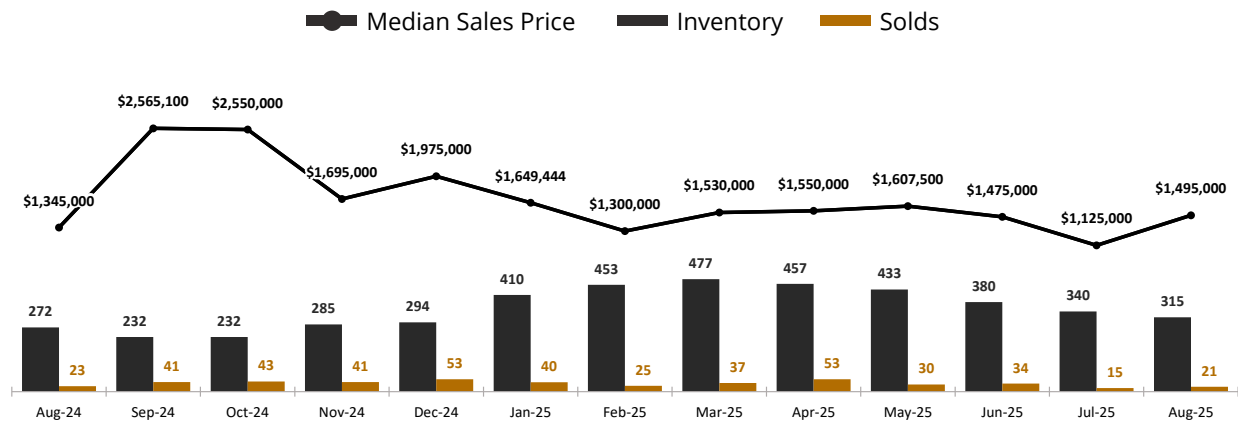
Total Inventory: 315**Total Sales: 21****Total Sales Ratio²: 7%****Buyer's Market**

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,160,000	2	2	6	75	8%
1,500 - 1,999	\$1,495,000	2	2	3	84	4%
2,000 - 2,499	\$1,535,000	3	3	6	61	10%
2,500 - 2,999	\$2,800,000	4	4	3	33	9%
3,000 - 3,499	\$1,550,000	3	3	1	25	4%
3,500+	\$5,800,000	3	5	2	37	5%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² 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 TREND⁴

MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024	Aug. 2025
272	315

VARIANCE: **16%**

TOTAL SOLD

Aug. 2024	Aug. 2025
23	21

VARIANCE: **-9%**

SALES PRICE

Aug. 2024	Aug. 2025
\$1.35m	\$1.50m

VARIANCE: **11%**

SALE PRICE PER SQFT.

Aug. 2024	Aug. 2025
\$838	\$898

VARIANCE: **7%**

SALE TO LIST PRICE RATIO

Aug. 2024	Aug. 2025
96.14%	90.78%

VARIANCE: **-6%**

DAYS ON MARKET

Aug. 2024	Aug. 2025
32	104

VARIANCE: **225%**

SARASOTA MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **90.78% of list price** in August 2025.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **17%**.
- The median luxury sales price for attached homes is **\$1,495,000**.
- The median days on market for August 2025 was **104** days, up from **32** in August 2024.

³Square foot table does not account for listings and solds where square foot data is not disclosed.⁴Data reported includes Active and Sold properties and does not include Pending properties.