

# Elliman Report

## Q4-2024 Sarasota County, FL Sales

### Single Family Dashboard

YEAR-OVER-YEAR

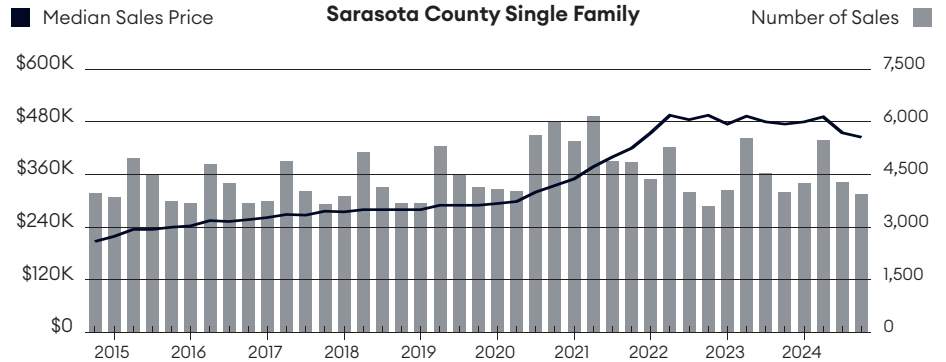
- **6.3%**  
Prices Median Sales Price
- **1.2%**  
Sales Closed Sales
- + **32.0%**  
Inventory Total Inventory
- + **19 days**  
Marketing Time Days on Market

### Condo Dashboard

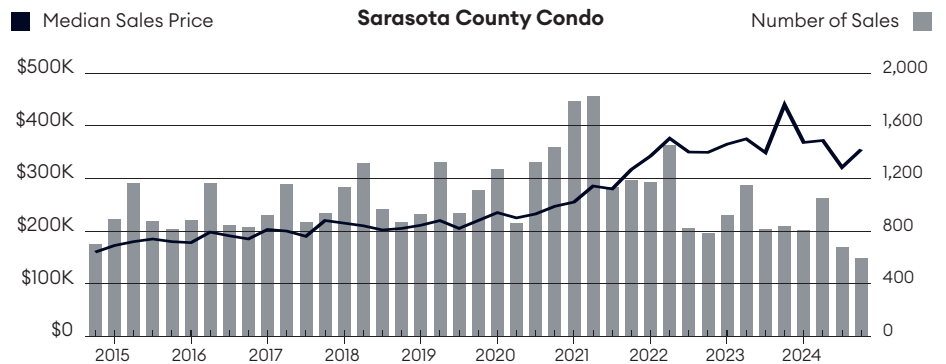
YEAR-OVER-YEAR

- **19.3%**  
Prices Median Sales Price
- **29.1%**  
Sales Closed Sales
- + **32.1%**  
Inventory Total Inventory
- + **37 days**  
Marketing Time Days on Market

- Single family median sales price and sales slid annually as listing inventory rose
- Condo price trend indicators were mixed year over year with rising supply



Sarasota County SF Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$623,282	2.2%	\$609,899	-3.5%	\$645,842
Average Price Per Sq Ft	\$307	0.0%	\$307	-4.1%	\$320
Median Sales Price	\$445,000	-2.2%	\$455,000	-6.3%	\$475,000
Number of Sales (Closed)	3,946	-8.0%	4,287	-1.2%	3,992
Days on Market (From Last List Date)	70	-1.4%	71	37.3%	51
Listing Discount (From Last List Price)	4.7%		4.0%		5.0%
Listing Inventory	3,494	26.1%	2,770	32.0%	2,646
Months of Supply	2.7	42.1%	1.9	35.0%	2.0
Average Square Feet	2,033	2.2%	1,989	0.7%	2,018



Sarasota County Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$948,161	39.2%	\$681,170	30.7%	\$725,498
Average Price Per Sq Ft	\$620	27.6%	\$486	27.6%	\$486
Median Sales Price	\$355,000	10.6%	\$321,000	-19.3%	\$439,750
Number of Sales (Closed)	591	-12.7%	677	-29.1%	834
Days on Market (From Last List Date)	85	-1.2%	86	77.1%	48
Listing Discount (From Last List Price)	2.8%		3.8%		4.0%
Listing Inventory	3,002	26.2%	2,378	32.1%	2,272
Months of Supply	15.2	44.8%	10.5	85.4%	8.2
Average Square Feet	1,530	9.1%	1,402	2.5%	1,493

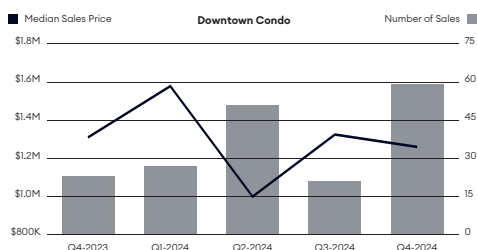


The median sales price of single family homes declined by 6.3% year over year to \$445,000. Sales of single family homes slipped 1.2% to 3,946, while listing inventory jumped by 32% to 3,494, marking the fourth consecutive increase. With listing inventory growing faster than sales, the pace of the single family market continued to slow

but remains relatively brisk. Consequently, the months of supply, indicating the time required to sell all listing inventory at the current sales rate, stood at 2.7 months, slower than the 2 months recorded during the same period last year. The median sales price for condos decreased by 19.3% annually to \$355,000, while listing

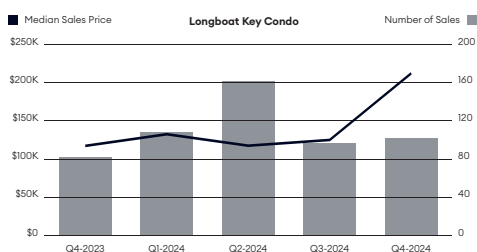
inventory increased by 32.1% to 3,002 during the same timeframe. The luxury single family market, which comprises the top ten percent of all single family sales starting at \$1,027,500 this quarter, saw a median sales price slip of 1.7% year over year to \$1,475,000, marking a 79.7% increase over the past five years.

## Downtown Condo



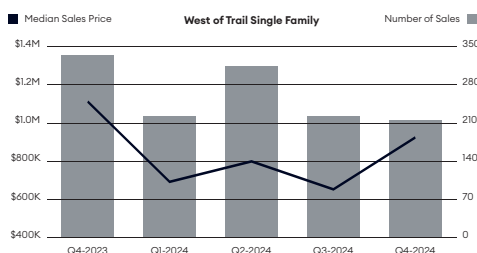
Downtown Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,522,812	18.9%	\$1,280,990	-2.3%	\$1,558,087
Average Price per Sq Ft	\$930	28.6%	\$723	14.4%	\$813
Median Sales Price	\$1,260,000	-4.9%	\$1,325,000	-3.8%	\$1,310,000
Number of Sales (Closed)	59	181.0%	21	156.5%	23
Days on Market (From Last List Date)	85	-3.4%	88	11.8%	76
Listing Discount (From Last List Price)	3.0%		6.6%		5.5%
Listing Inventory	94	27.0%	74	34.3%	70
Months of Supply	4.8	-54.7%	10.6	-47.3%	9.1
Average Square Feet	1,656	-6.5%	1,772	-13.6%	1,916

## Longboat Key Condo



Longboat Key Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$3,343,559	23.0%	\$2,719,392	114.1%	\$1,561,705
Average Price per Sq Ft	\$1,352	16.4%	\$1,162	64.7%	\$821
Median Sales Price	\$2,122,500	69.8%	\$1,250,000	81.0%	\$1,172,500
Number of Sales (Closed)	\$102	5.2%	\$97	24.4%	\$82
Days on Market (From Last List Date)	68	-13.9%	79	9.7%	62
Listing Discount (From Last List Price)	2.4%		3.2%		3.5%
Listing Inventory	281	25.4%	224	31.3%	214
Months of Supply	8.3	20.3%	6.9	6.4%	7.8
Average Square Feet	2,473	5.6%	2,341	30.0%	1,903

## West of Trail Single Family



West of Trail Single Family Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,377,050	42.0%	\$969,707	6.6%	\$1,291,947
Average Price per Sq Ft	\$742	26.8%	\$585	7.5%	\$690
Median Sales Price	\$925,000	41.7%	\$653,000	-16.9%	\$1,112,930
Number of Sales (Closed)	215	-3.6%	223	-35.8%	335
Days on Market (From Last List Date)	76	1.3%	75	117.1%	35
Listing Discount (From Last List Price)	6.2%		6.0%		0.0%
Listing Inventory	358	-35.6%	556	-54.2%	782
Months of Supply	5.0	-33.3%	7.5	-28.6%	7.0
Average Square Feet	1,860	12.2%	1,658	-0.6%	1,872

## By Sales Share Sarasota County

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	37.3%	40.9%
Single Family Mortgage	62.7%	59.1%
Condo Cash	72.6%	72.5%
Condo Mortgage	27.4%	27.5%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	58.8%	54.6%
Single Family \$500K - \$1M	30.7%	34.1%
Single Family Over \$1M	10.4%	11.3%
Condo Under \$500K	63.6%	54.7%
Condo \$500K-\$1M	17.6%	19.2%
Condo Over \$1M	18.8%	26.1%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	10.4%	11.3%
Single Family At	30.7%	34.1%
Single Family Under	58.8%	54.6%
Condo Over	18.8%	26.1%
Condo At	17.6%	19.2%
Condo Under	63.6%	54.7%

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

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