

Elliman Report

Q1-2025

Sarasota County, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

- **4.5%**
Prices Median Sales Price
- + **3.8%**
Sales Closed Sales
- + **4.3%**
Inventory Total Inventory
- + **10 days**
Marketing Time Days on Market

Condo Dashboard

YEAR-OVER-YEAR

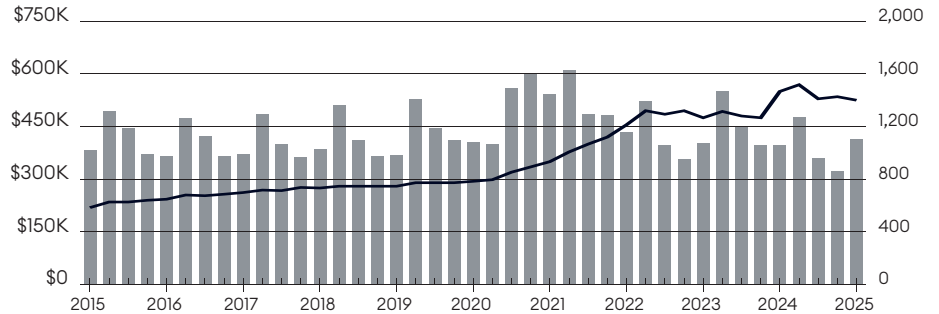
- **7.9%**
Prices Median Sales Price
- **27.8%**
Sales Closed Sales
- **11.9%**
Inventory Total Inventory
- + **11 days**
Marketing Time Days on Market

- Single family price trend indicators fell short of year-ago levels as sales expanded
- Condo price trend indicators declined annually as listing inventory also fell

■ Median Sales Price

Sarasota County Single Family

■ Number of Sales

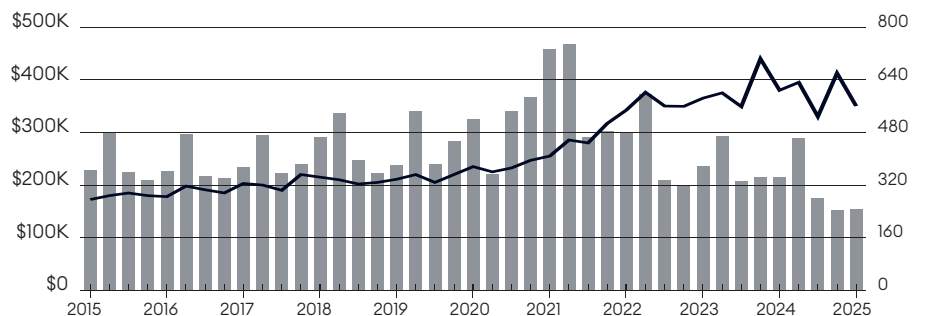


Sarasota County SF Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$872,544	4.4%	\$835,463	-4.3%	\$911,670
Average Price Per Sq Ft	\$418	3.7%	\$403	-6.3%	\$446
Median Sales Price	\$525,000	-1.9%	\$535,000	-4.5%	\$550,000
Number of Sales (Closed)	1,101	28.3%	858	3.8%	1,061
Days on Market (From Last List Date)	61	5.2%	58	19.6%	51
Listing Discount (From Last List Price)	5.5%		5.9%		5.0%
Listing Inventory	1,708	-2.2%	1,747	4.3%	1,637
Months of Supply	4.7	-23.0%	6.1	2.2%	4.6
Average Square Feet	2,084	0.5%	2,074	1.9%	2,045

■ Median Sales Price

Sarasota County Condo

■ Number of Sales



Sarasota County Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$685,817	-10.2%	\$763,407	-4.8%	\$720,466
Average Price Per Sq Ft	\$477	-10.7%	\$534	-3.6%	\$495
Median Sales Price	\$350,000	-15.2%	\$412,500	-7.9%	\$380,000
Number of Sales (Closed)	247	1.2%	244	-27.8%	342
Days on Market (From Last List Date)	76	-18.3%	93	16.9%	65
Listing Discount (From Last List Price)	7.5%		4.4%		4.0%
Listing Inventory	1,635	-2.7%	1,681	-11.9%	1,855
Months of Supply	19.9	-3.9%	20.7	22.1%	16.3
Average Square Feet	1,438	0.6%	1,430	-1.2%	1,455



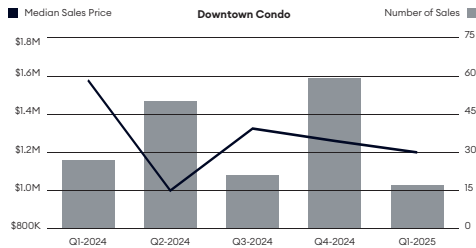
Prepared by Miller Samuel Real Estate Appraisers & Consultants

The median sales price of a single family home slid annually by 4.5% to \$525,000 as sales rose by 3.8% to 1,101 over the same period. Listing inventory for single family homes continued to expand, increasing by 4.3% to 1,708. With listing inventory expanding slightly more than sales,

the pace of the single family market eased. The months of supply, the time it would take to sell all listing inventory at the current sales rate, was 4.7 months, 2.2% slower than the same period last year. The luxury condo market, comprising the top ten percent of all condo

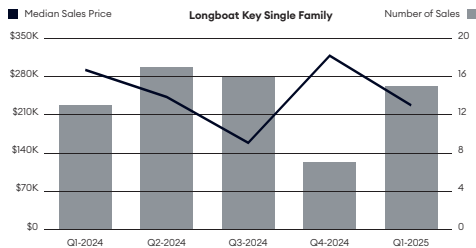
sales starting at \$1,688,800 this quarter, had a median sales price of \$2,400,000, up 7% annually. Luxury condo inventory increased by 22% to 161.

Downtown Condo



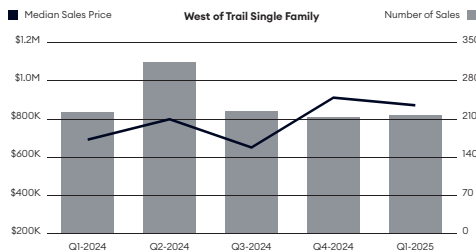
Downtown Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,408,471	-7.5%	\$1,522,812	-22.9%	\$1,826,077
Average Price per Sq Ft	\$754	-18.9%	\$930	-14.8%	\$885
Median Sales Price	\$1,200,000	-4.8%	\$1,260,000	-24.0%	\$1,578,500
Number of Sales (Closed)	17	-71.2%	59	-37.0%	27
Days on Market (From Last List Date)	62	-27.1%	85	-12.7%	71
Listing Discount (From Last List Price)	5.4%		3.0%		5.5%
Listing Inventory	144	53.2%	94	65.5%	87
Months of Supply	25.4	429.2%	4.8	161.9%	9.7
Average Square Feet	1,868	12.8%	1,656	-9.5%	2,064

Longboat Key Single Family



Longboat Key Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$2,581,967	-7.5%	\$2,790,714	-40.0%	\$4,302,327
Average Price per Sq Ft	\$740	-18.5%	\$908	-32.1%	\$1,090
Median Sales Price	\$2,275,000	-28.6%	\$3,185,000	-22.2%	\$2,925,000
Number of Sales (Closed)	15	114.3%	7	15.4%	13
Days on Market (From Last List Date)	40	-46.7%	75	-16.7%	48
Listing Discount (From Last List Price)	5.9%		5.3%		3.5%
Listing Inventory	40	17.6%	34	0.0%	40
Months of Supply	8.0	-45.2%	14.6	-13.0%	9.2
Average Square Feet	3,487	13.5%	3,072	-11.7%	3,948

West of Trail Single Family



West of Trail Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,483,064	8.1%	\$1,371,452	4.9%	\$1,413,231
Average Price per Sq Ft	\$724	-2.0%	\$739	-0.8%	\$730
Median Sales Price	\$872,500	-4.4%	\$912,500	26.0%	\$692,500
Number of Sales (Closed)	218	1.9%	214	-1.8%	222
Days on Market (From Last List Date)	67	-11.8%	76	21.8%	55
Listing Discount (From Last List Price)	7.6%		6.3%		6.9%
Listing Inventory	440	16.4%	378	-0.7%	443
Months of Supply	6.1	15.1%	5.3	1.7%	6.0
Average Square Feet	2,048	10.1%	1,860	5.8%	1,935

By Sales Share Sarasota County

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	51.0%	53.8%
Single Family Mortgage	49.0%	46.2%
Condo Cash	69.6%	73.7%
Condo Mortgage	30.4%	26.3%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	47.0%	40.0%
Single Family \$500K - \$1M	30.7%	39.0%
Single Family Over \$1M	22.3%	21.0%
Condo Under \$500K	66.0%	59.1%
Condo \$500K-\$1M	14.6%	22.8%
Condo Over \$1M	19.4%	18.1%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	22.3%	21.0%
Single Family At	30.7%	39.0%
Single Family Under	47.0%	40.0%
Condo Over	19.4%	18.1%
Condo At	14.6%	22.8%
Condo Under	66.0%	59.1%

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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