

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2021



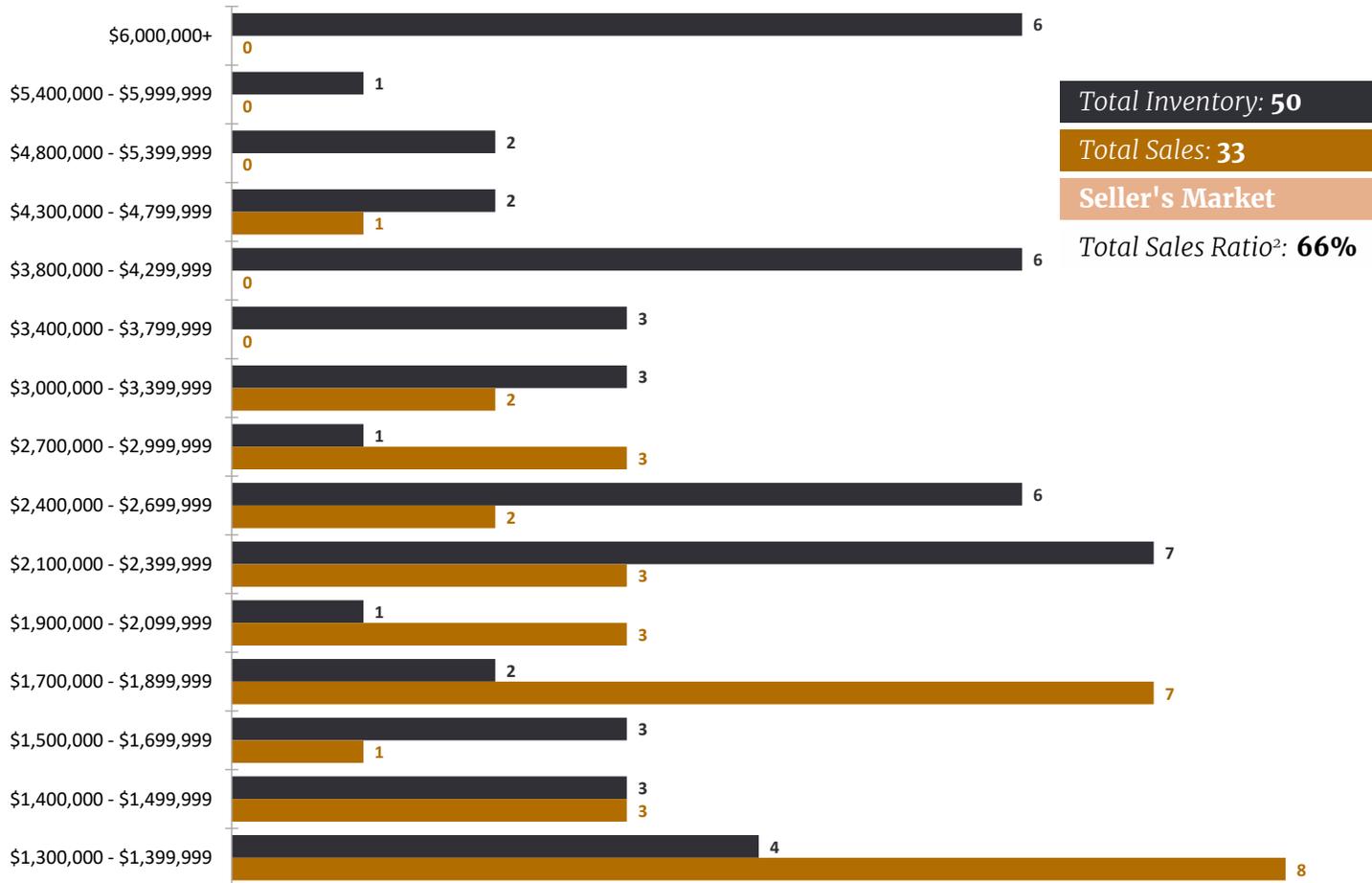
COASTAL PINELLAS
COUNTY WEST
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2021

Inventory Sales

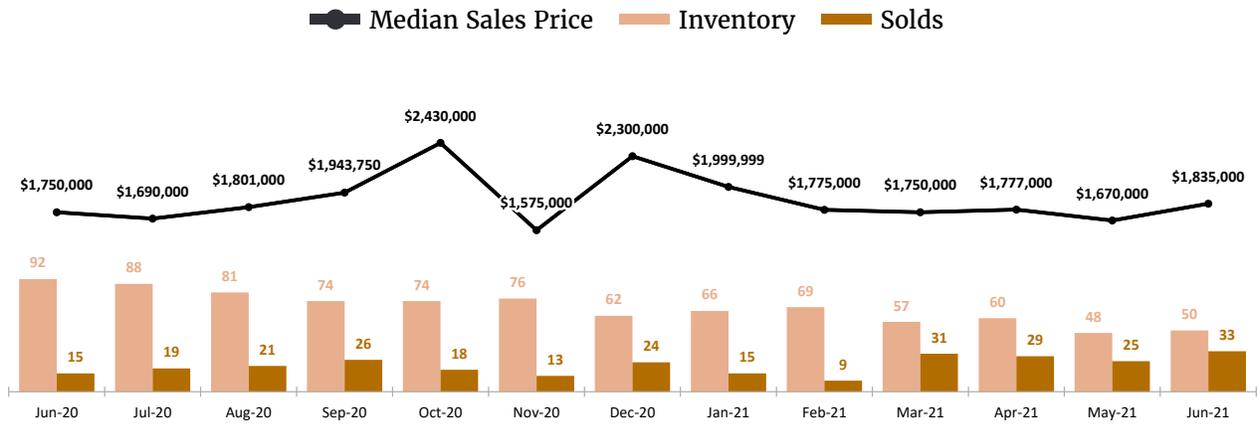
Luxury Benchmark Price¹: **\$1,300,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,475,000	4	3	15	12	125%
3,000 - 3,999	\$1,950,072	4	4	10	13	77%
4,000 - 4,999	\$1,600,000	5	5	4	7	57%
5,000 - 5,999	\$2,737,500	4	6	2	10	20%
6,000 - 6,999	\$2,425,000	5	5	1	3	33%
7,000+	\$4,325,000	5	5	1	5	20%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2020 Jun. 2021
92 **50**

VARIANCE: **-46%**

TOTAL SOLDS

Jun. 2020 Jun. 2021
15 **33**

VARIANCE: **120%**

SALES PRICE

Jun. 2020 Jun. 2021
\$1.75m **\$1.84m**

VARIANCE: **5%**

SALE PRICE PER SQFT.

Jun. 2020 Jun. 2021
\$504 **\$572**

VARIANCE: **13%**

SALE TO LIST PRICE RATIO

Jun. 2020 Jun. 2021
96.33% **98.33%**

VARIANCE: **2%**

DAYS ON MARKET

Jun. 2020 Jun. 2021
65 **4**

VARIANCE: **-94%**

COASTAL PINELLAS COUNTY WEST MARKET SUMMARY | JUNE 2021

- The Coastal Pinellas County West single-family luxury market is a **Seller's Market** with a **66% Sales Ratio**.
- Homes sold for a median of **98.33% of list price** in June 2021.
- The most active price band is **\$1,700,000-\$1,899,999**, where the sales ratio is **350%**.
- The median luxury sales price for single-family homes is **\$1,835,000**.
- The median days on market for June 2021 was **4** days, down from **65** in June 2020.

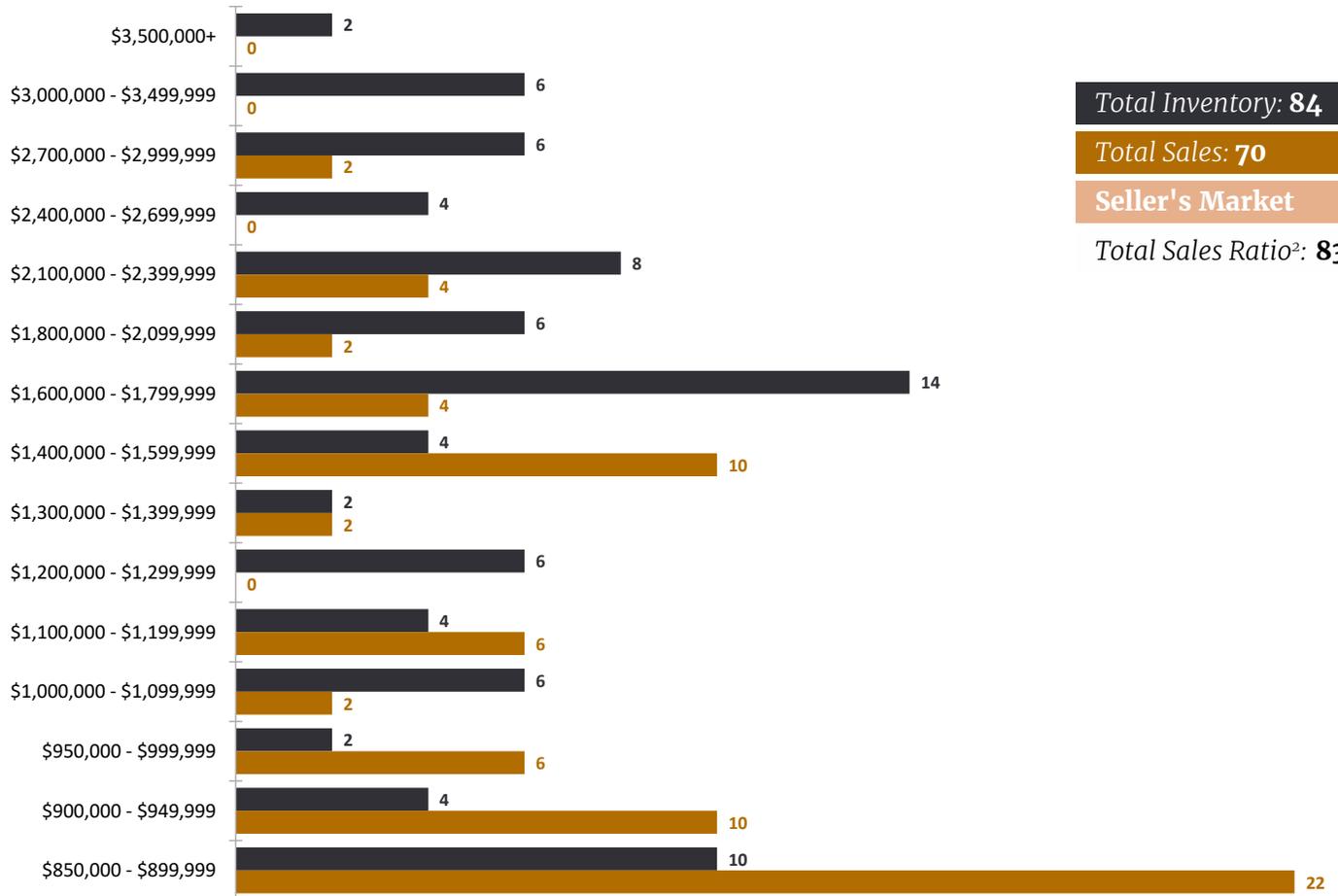
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JUNE 2021

Inventory Sales

Luxury Benchmark Price¹: **\$850,000**



Total Inventory: **84**

Total Sales: **70**

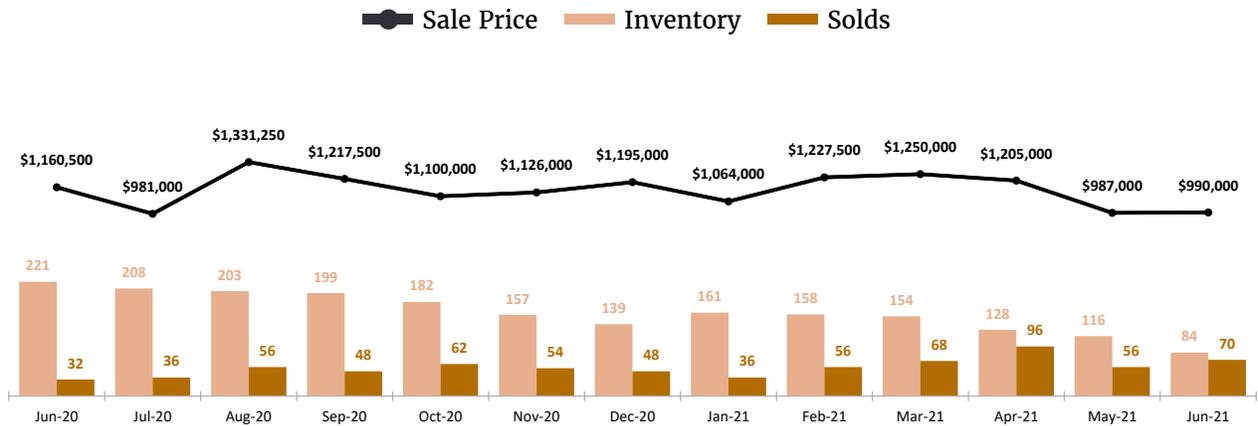
Seller's Market

Total Sales Ratio²: **83%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$930,000	3	3	62	52	119%
3,000 - 3,999	\$2,112,500	4	4	8	22	36%
4,000 - 4,999	NA	NA	NA	0	8	0%
5,000 - 5,999	NA	NA	NA	0	2	0%
6,000 - 6,999	NA	NA	NA	0	0	NA
7,000+	NA	NA	NA	0	0	NA

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2020 Jun. 2021
221 **84**

VARIANCE: **-62%**

TOTAL SOLDS

Jun. 2020 Jun. 2021
32 **70**

VARIANCE: **119%**

SALES PRICE

Jun. 2020 Jun. 2021
\$1.16m **\$990k**

VARIANCE: **-15%**

SALE PRICE PER SQFT.

Jun. 2020 Jun. 2021
\$473 **\$599**

VARIANCE: **27%**

SALE TO LIST PRICE RATIO

Jun. 2020 Jun. 2021
96.82% **100.00%**

VARIANCE: **3%**

DAYS ON MARKET

Jun. 2020 Jun. 2021
49 **7**

VARIANCE: **-86%**

COASTAL PINELLAS COUNTY WEST MARKET SUMMARY | JUNE 2021

- The Coastal Pinellas County West attached luxury market is a **Seller's Market** with a **83% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in June 2021.
- The most active price band is **\$950,000-\$999,999**, where the sales ratio is **300%**.
- The median luxury sales price for attached homes is **\$990,000**.
- The median days on market for June 2021 was **7** days, down from **49** in June 2020.

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.