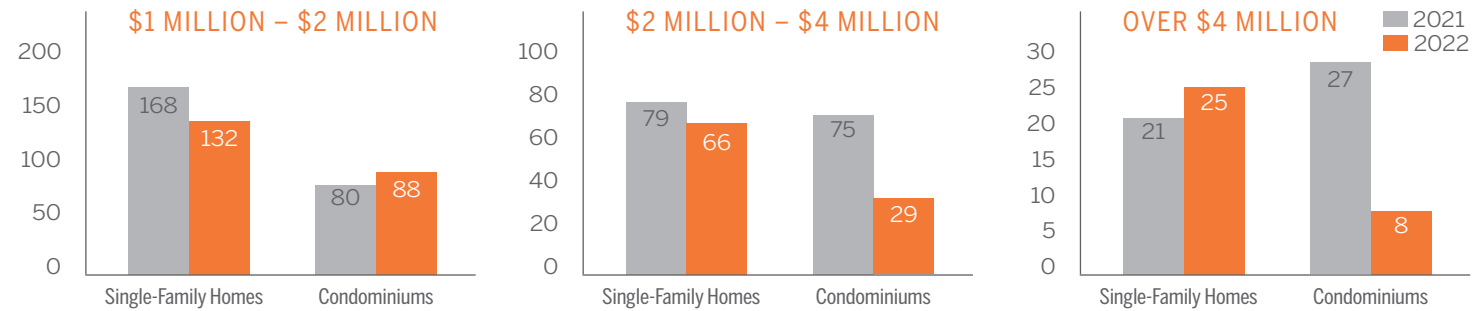


THE LUXURY REAL ESTATE MARKET  
IN SARASOTA COUNTY

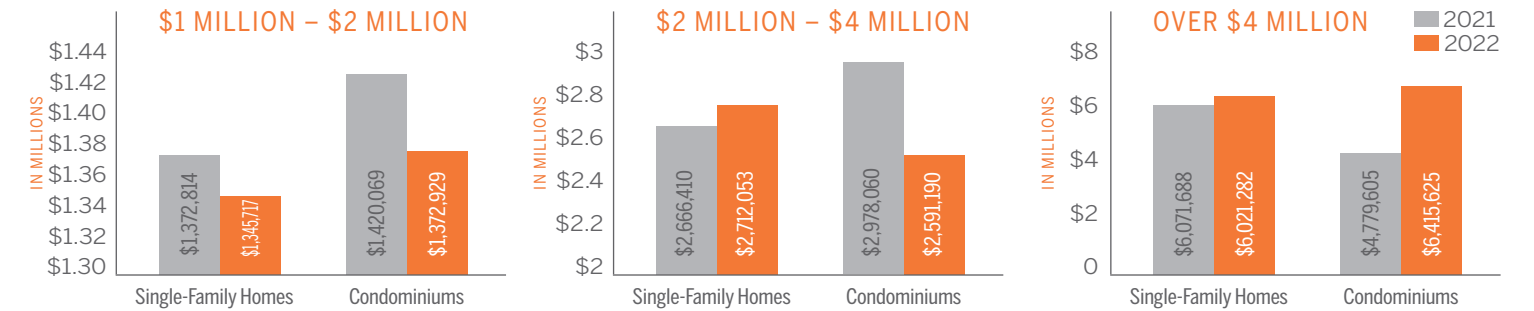


2022 FIRST QUARTER SNAPSHOT

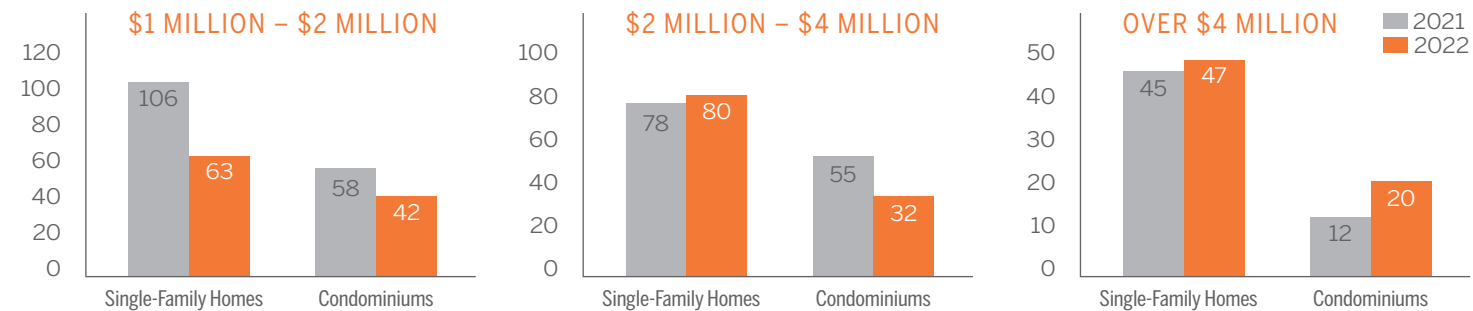
SALES – FIRST QUARTER 2021 VS. 2022



AVERAGE SALES PRICE – FIRST QUARTER 2021 VS. 2022



ACTIVE LISTINGS – AS OF APRIL 2021 VS. 2022



- A result of limited inventory, the number of sales in almost all categories and price ranges is down year over year. In other words, if we had more properties to sell, most likely the number of sales would be equal or even better.
- The drastic reduction in the number of sales of condominiums in the first quarter of 2022 is a bit misleading due to sales in the new Ritz-Carlton Residences and BLVD Sarasota during the first quarter of 2021.
- The average sales price from year to year is also relatively consistent. So perhaps less upward price pressure in the over \$1 million price range vs. the under \$1 million price range. The one exception is the ultra-luxury condominium market which shows an increase of over 30%.
- **Demand continues to be strong but there is less of a frenzy. Buyers are being more selective but are still willing to pay top dollar for homes in premium condition and location.**