



## From the **ISLANDS** to the **GREENS**

With over \$216 million in closed sales in 2021 and another \$117 million in closed and pending sales already in 2022, our success representing luxury properties speaks for itself. With expert market knowledge and unparalleled team resources, we can provide the highest level of service throughout the buying and selling process for customers on the barrier islands, in mainland neighborhoods, and in the area's golf course and master-planned communities, including Lakewood Ranch and Palmer Ranch.

Scan the QR code for more information.



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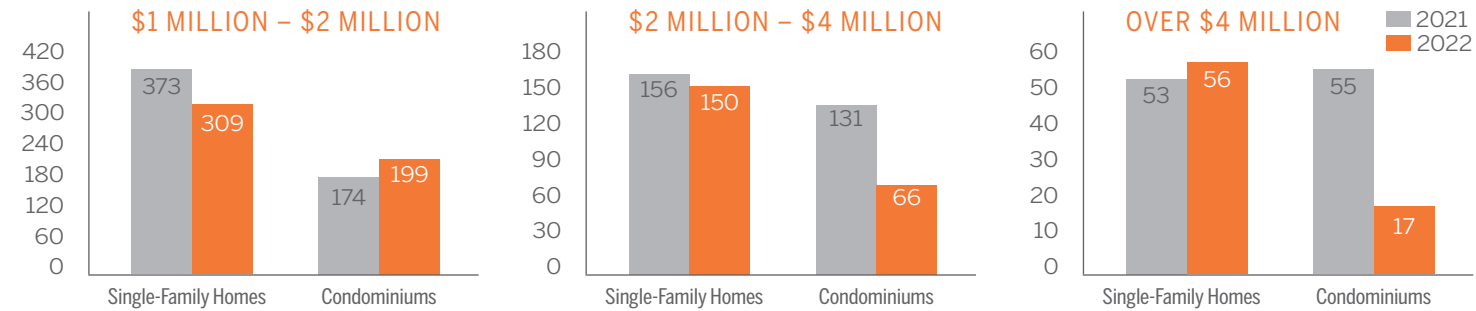
**SARASOTA LUXURY MARKET UPDATE**  
MID-YEAR 2022

## THE LUXURY REAL ESTATE MARKET IN SARASOTA COUNTY

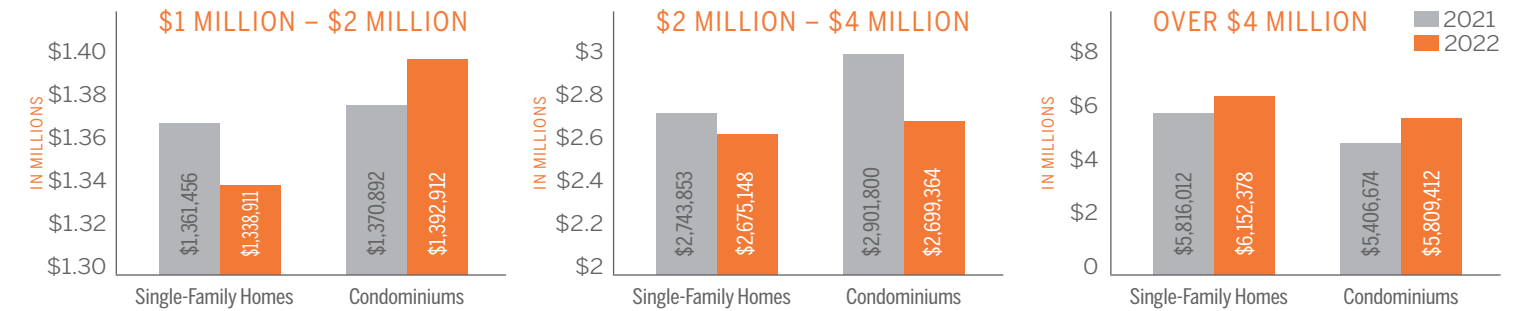


## 2022 FIRST QUARTER SNAPSHOT

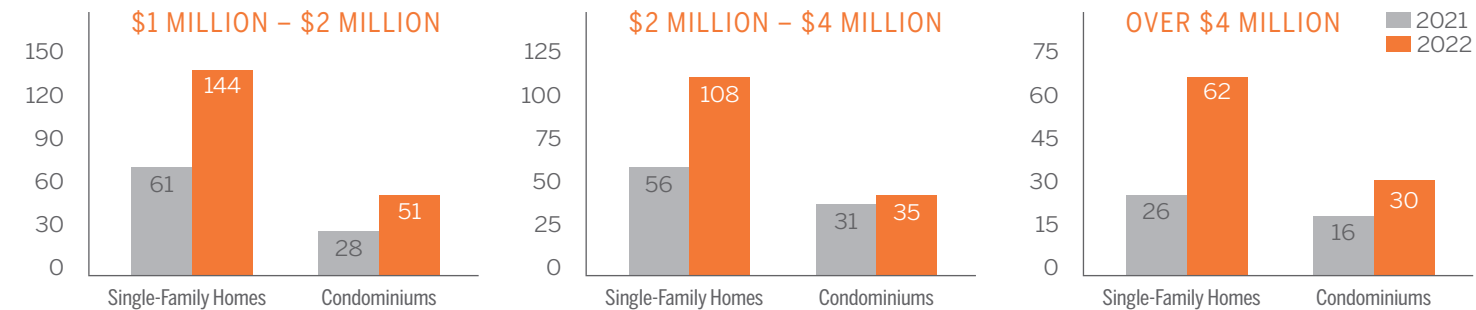
### SALES – MID-YEAR 2021 VS. 2022



### AVERAGE SALES PRICE – MID-YEAR 2021 VS. 2022



### ACTIVE LISTINGS – AS OF JULY 2021 VS. 2022



- A result of limited inventory, the number of sales in most categories and price ranges is down or just about even year over year.
- The decrease in the number of sales of condominiums in the first quarter of 2022 in the \$2 million to \$4 million range is a bit misleading due to sales in the new Ritz-Carlton Residences and BLVD Sarasota during the first half of 2021.
- The average sales price from year to year is relatively consistent. So perhaps less upward price pressure in the over \$1 million price range vs. the under \$1 million price range.
- **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 in prime locations. The result is that the available inventory of properties in all categories and price ranges is up as of the end of the second quarter.**