

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

SEPTEMBER  
2022

TAMPA  

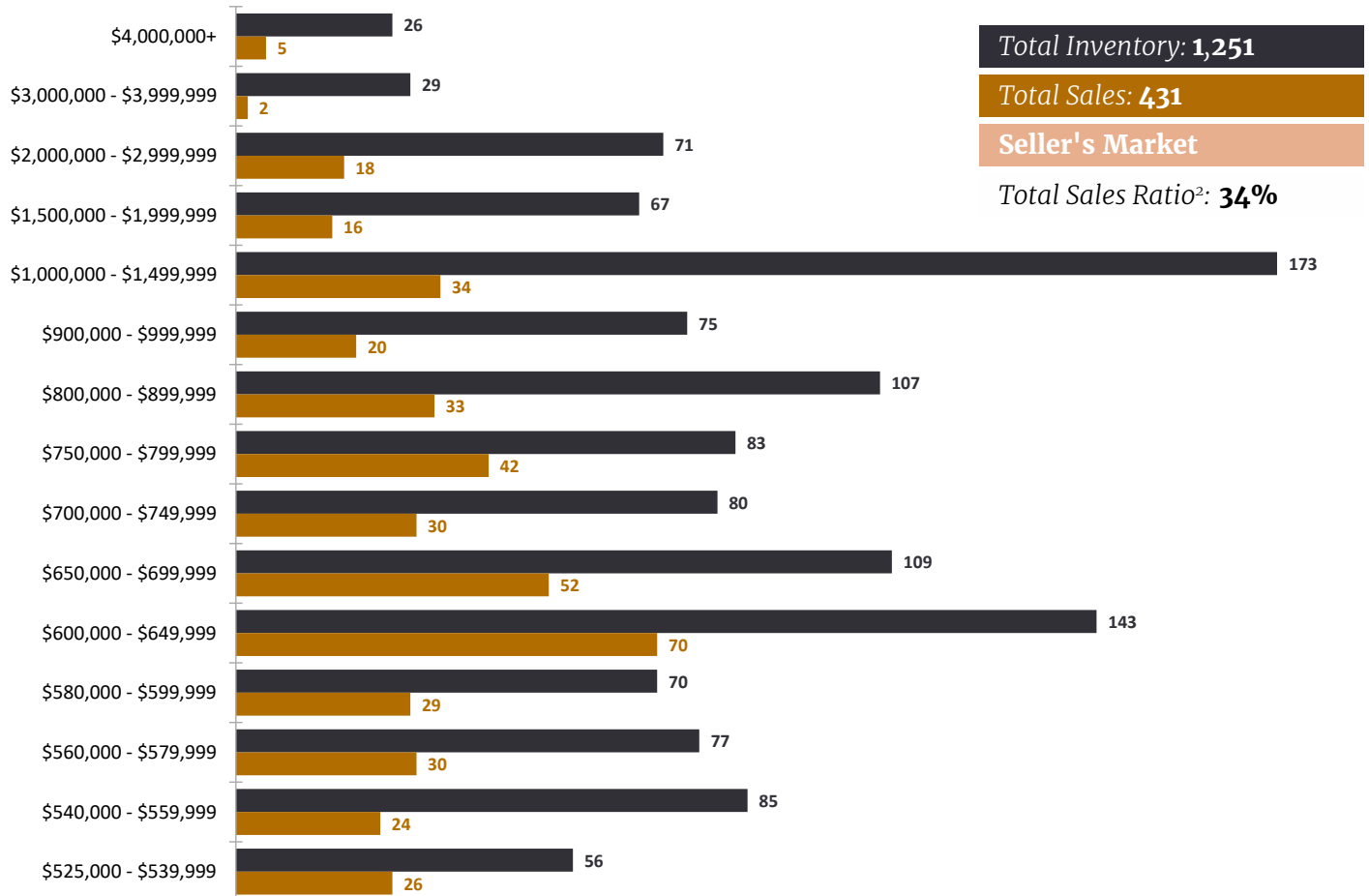
---

FLORIDA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

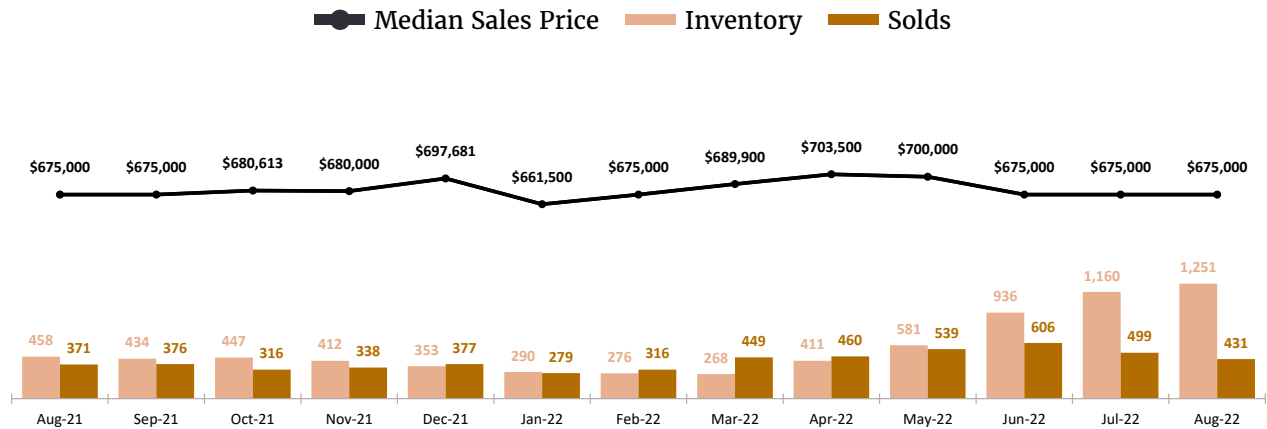
## LUXURY INVENTORY VS. SALES | AUGUST 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: \$525,000

Square Feet <sup>3</sup>	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$610,000	3	2	50	196	26%
2,000 - 2,999	\$631,000	4	3	206	444	46%
3,000 - 3,999	\$761,368	5	4	132	413	32%
4,000 - 4,999	\$1,100,000	5	5	27	120	23%
5,000 - 5,999	\$2,825,000	5	5	9	47	19%
6,000+	\$4,300,000	6	7	7	31	23%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> Sales 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 TREND<sup>4</sup>

## MEDIAN DATA REVIEW | AUGUST

## TOTAL INVENTORY

Aug. 2021 Aug. 2022

458 1,251

VARIANCE: 173%

## TOTAL SOLD

Aug. 2021 Aug. 2022

371 431

VARIANCE: 16%

## SALES PRICE

Aug. 2021 Aug. 2022

\$675k \$675k

VARIANCE: 0%

## SALE PRICE PER SQFT.

Aug. 2021 Aug. 2022

\$241 \$259

VARIANCE: 7%

## SALE TO LIST PRICE RATIO

Aug. 2021 Aug. 2022

100.00% 100.00%

VARIANCE: 0%

## DAYS ON MARKET

Aug. 2021 Aug. 2022

5 8

VARIANCE: 60%

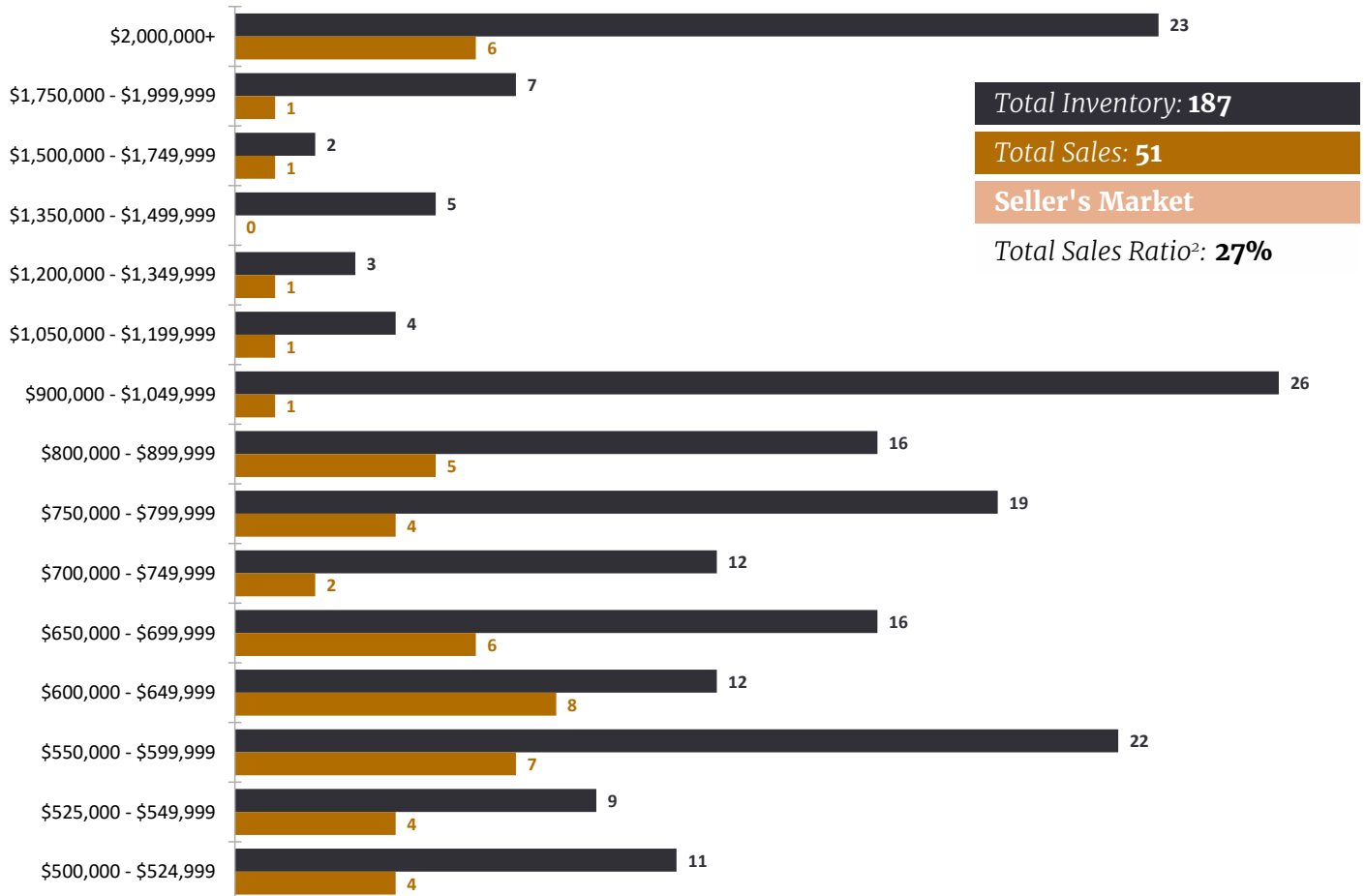
## TAMPA MARKET SUMMARY | AUGUST 2022

- The Tampa single-family luxury market is a **Seller's Market** with a **34% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in August 2022.
- The most active price band is **\$750,000-\$799,999**, where the sales ratio is **51%**.
- The median luxury sales price for single-family homes is **\$675,000**.
- The median days on market for August 2022 was **8** days, up from **5** in August 2021.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

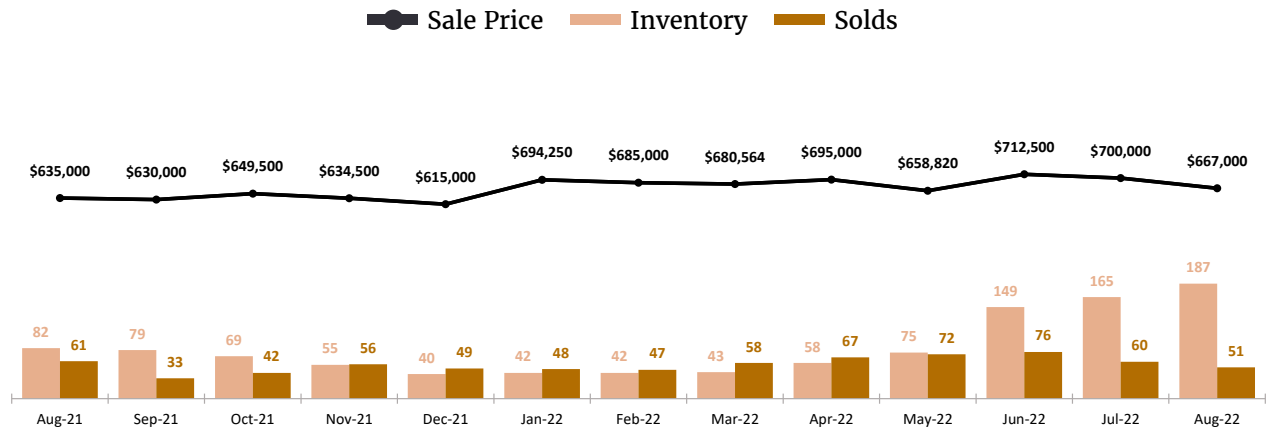
## LUXURY INVENTORY VS. SALES | AUGUST 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: \$500,000

Square Feet <sup>3</sup>	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,499	\$626,500	2	2	14	41	34%
1,500 - 1,999	\$635,000	3	3	18	49	37%
2,000 - 2,499	\$825,000	3	3	14	58	24%
2,500 - 2,999	\$798,745	3	3	4	21	19%
3,000 - 3,499	NA	NA	NA	0	12	0%
3,500+	\$2,175,000	4	5	1	6	17%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> Sales 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 TREND<sup>4</sup>

## MEDIAN DATA REVIEW | AUGUST

## TOTAL INVENTORY

Aug. 2021    Aug. 2022

82    187

VARIANCE: 128%

## TOTAL SOLD

Aug. 2021    Aug. 2022

61    51

VARIANCE: -16%

## SALES PRICE

Aug. 2021    Aug. 2022

\$635k    \$667k

VARIANCE: 5%

## SALE PRICE PER SQFT.

Aug. 2021    Aug. 2022

\$337    \$454

VARIANCE: 35%

## SALE TO LIST PRICE RATIO

Aug. 2021    Aug. 2022

100.00%    98.11%

VARIANCE: -2%

## DAYS ON MARKET

Aug. 2021    Aug. 2022

13    9

VARIANCE: -31%

## TAMPA MARKET SUMMARY | AUGUST 2022

- The Tampa attached luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **98.11% of list price** in August 2022.
- The most active price band is **\$600,000-\$649,999**, where the sales ratio is **67%**.
- The median luxury sales price for attached homes is **\$667,000**.
- The median days on market for August 2022 was **9** days, down from **13** in August 2021.

<sup>3</sup>Square foot table does not account for listings and sells where square foot data is not disclosed.<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.