

Galletto Team

AnnaMariaLuxuryRealEstate.com

As a reminder, I have asked Larry Chatt, Broker/Owner of Island Real Estate to help continue our exceptional level of service to our all our past real estate clients. I am still involved but taking a more supportive role in real estate. Larry will assist Lynn in many facets of your real estate inquiries and will occasionally pull his wife Jennifer into the fold to help with specific real estate inquiries. Take it away Larry and Lynn...

Inventory for sale since our windy season has almost tripled. The vast majority of the increase came at the start of 2025. Since the end of Q1/2025, Q2/2025 is only up 2.5%. In Q3/2024 our absorption rate was at a low of 4 months of inventory. Q1/2025 spiked to 12 months inventory on hand and Q2/2025 has flat inventory absorption maintaining a supply based on demand of 12 months of real property for sale on Anna Maria Island. Driving Anna Maria Island I estimate there are still 10% of ground level properties which remain untouched from Helene.

Q2/2024 vs Q2/2025 comparisons: Demand is down compared to last year, (114) Q1/2024 versus (87) Q2/2025 AMI property sold. Properties for sale have increased 7% year over year. (319) Q2/2024 versus (344) for Q2/2025.

Q2/2025 sold data: The average sale pace for Q2/2025 was 29 per month. 15% of the sold properties Q2/2025 were above \$2M as compared to Q1/2025 which was 21%. Q2/2024 saw 33% of properties sold above \$2M. **I anticipate until we get closer to 20-25% over \$2M sold, the market will continue to be a buyer's market.** Lastly, 21 condos were sold in all of Q2/2025 up from 11 in Q1/2025. This is a sign that flood resistant AMI properties are beginning to bounce back.

Last month Comparisons: In the month of June we saw 23 properties go pending. 22% of those had a list price of more than \$2M. 53% of June pending were single family homes and 22% were condos. There were 28 properties sold in June 2025. 11% of the properties were above \$2M and 50% of the properties were single family homes. This continues my thoughts that we are mostly in a distressed buyer's market which will likely continue until DEC 2025.

Single Family for sale Data: The distribution of single-family properties for sale is 10%, \$1M or less, 35% is \$1M - \$2M, 21% is \$2M - \$3M, 24% from \$3M to \$5M and above \$5M is 10% of the AMI inventory for sale.

Condo for Sale Stats: The distribution of condos for sale are 32% under \$0.5M, 52% from \$0.5M to \$1M, and 16% above \$1M for sale.

Summary: All the data is pointing to a buyer's market for Anna Maria Island real estate. Don't believe me, 41% of the AMI real estate for sale is \$2M and over. These are non-distressed wind and flood damaged properties. Q2/2025 saw 15% of the sold properties were above \$2M. Just to reiterate, **I anticipate until we get closer to 20-25% over \$2M sold, the market will continue to be a buyer's market.** If you are in the market to buy, give us a call or email so we can begin to send you real time properties as they go up for sale. If you are in the market to sell, we can help with that too however we will suggest you try to hold out until later in 2025 or early 2026. Hope everyone had a fantastic and blessed Independence day!

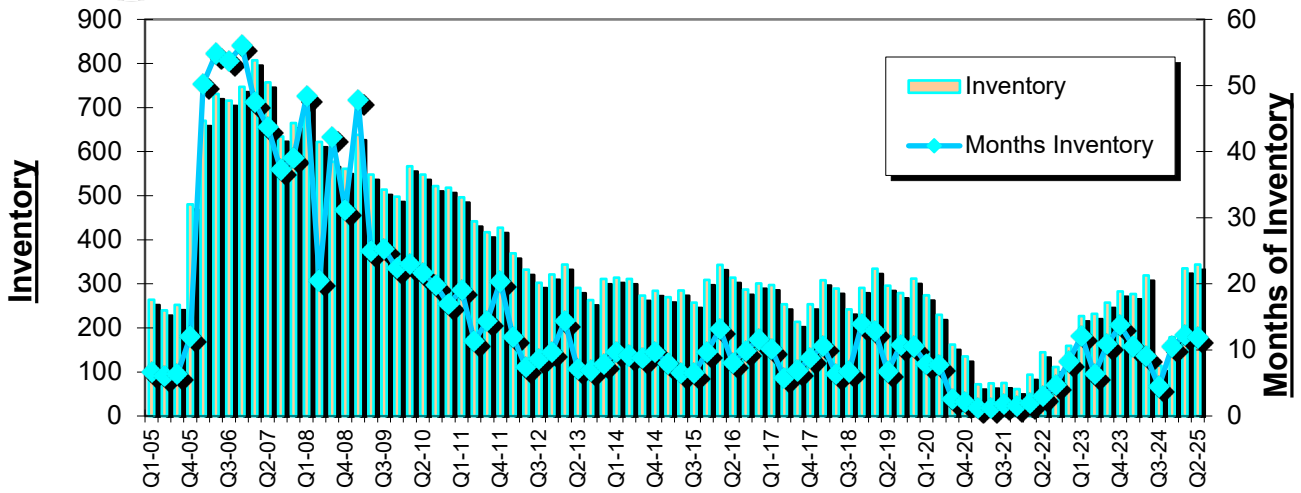
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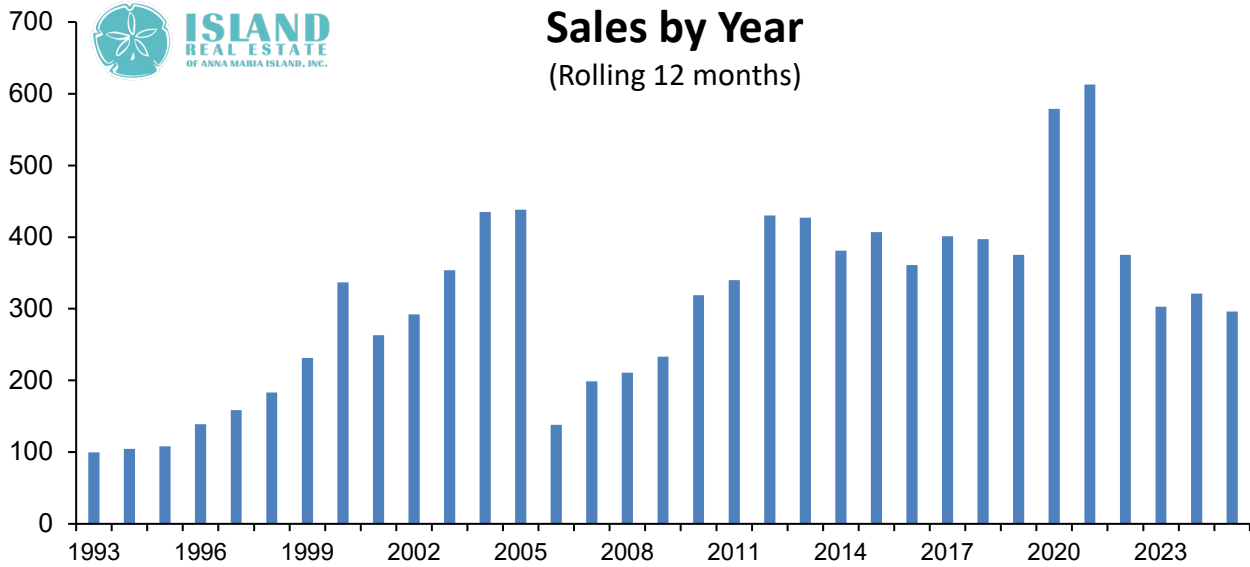
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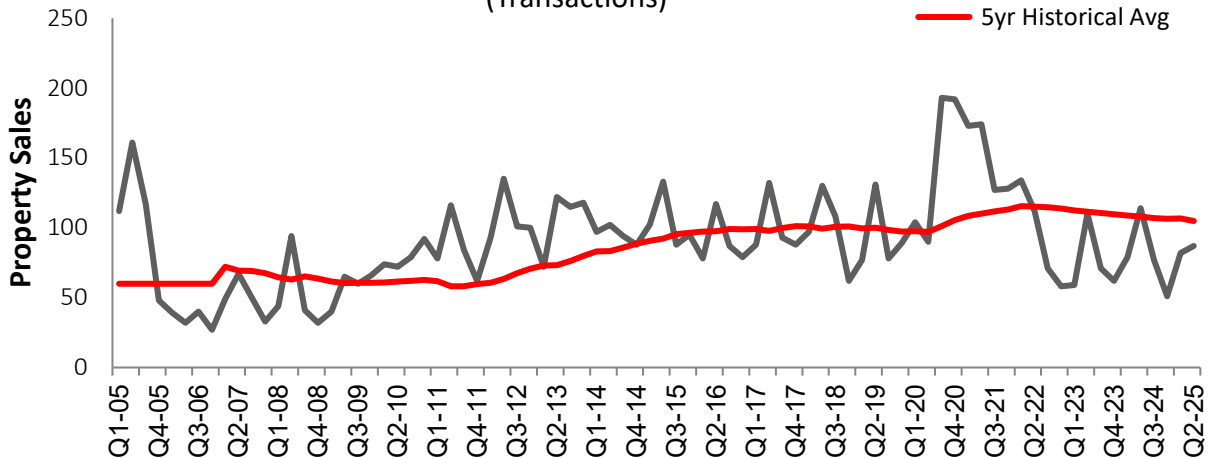
Anna Maria Island Absorption Rate



Sales by Year (Rolling 12 months)

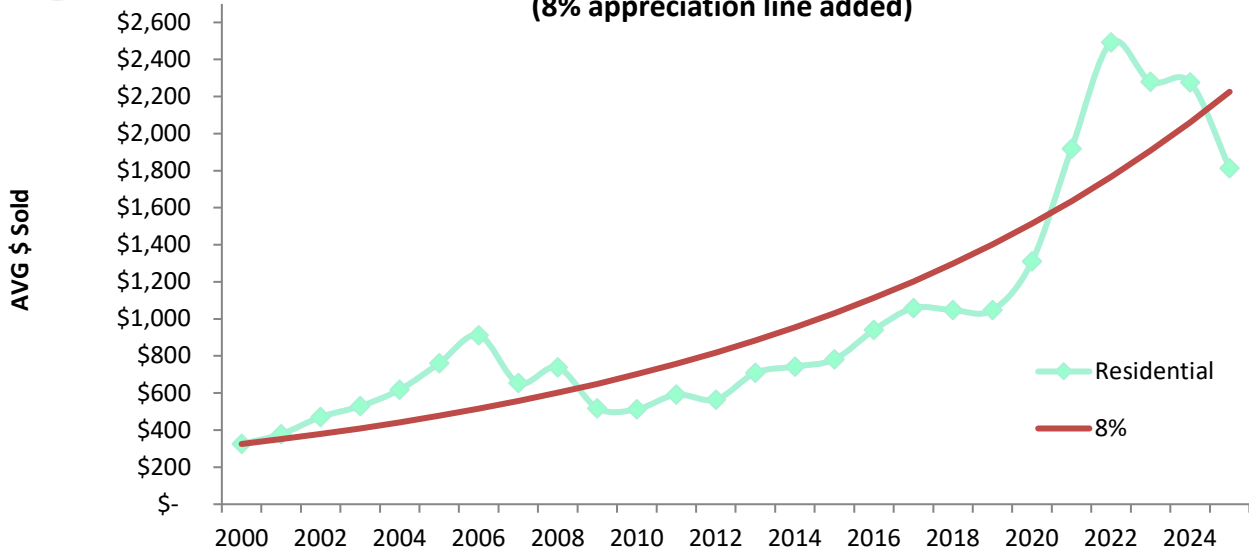


Sales by Qtr (Transactions)





AVG Sales Price - Residential (\$ 000's) (8% appreciation line added)



of Transactions Rolling 12 months

