



TAMPA BAY · 2026

# Waterfront Market Report

Clearwater Beach · Sand Key · St. Pete Beach · Tierra Verde

A data-driven look at where the Pinellas luxury market stands — and where it is heading.

**Robbie Gawel — Broker / Consultant**  
28+ years · 2,100+ homes sold · \$1.3B+ closed

[thefloridapro.com](http://thefloridapro.com)

# The Market at a Glance

The Tampa Bay market has shifted from the frenzy of recent years to a healthier, more balanced footing. Prices are still appreciating — but modestly. Inventory has loosened, homes take longer to sell, and buyers have regained real negotiating room for the first time since 2020.

**\$415K**

▲ 4.1% year-over-year

Pinellas median price

**54 days**

▲ from 45 a year ago

Median days on market

**3.8 mo**

Approaching balanced

Months of supply

**\$825K**

Beach & waterfront

Clearwater Beach median

**\$1.5M+**

Top of the market

Luxury Gulf-front entry

**~4%**

Cooling, still positive

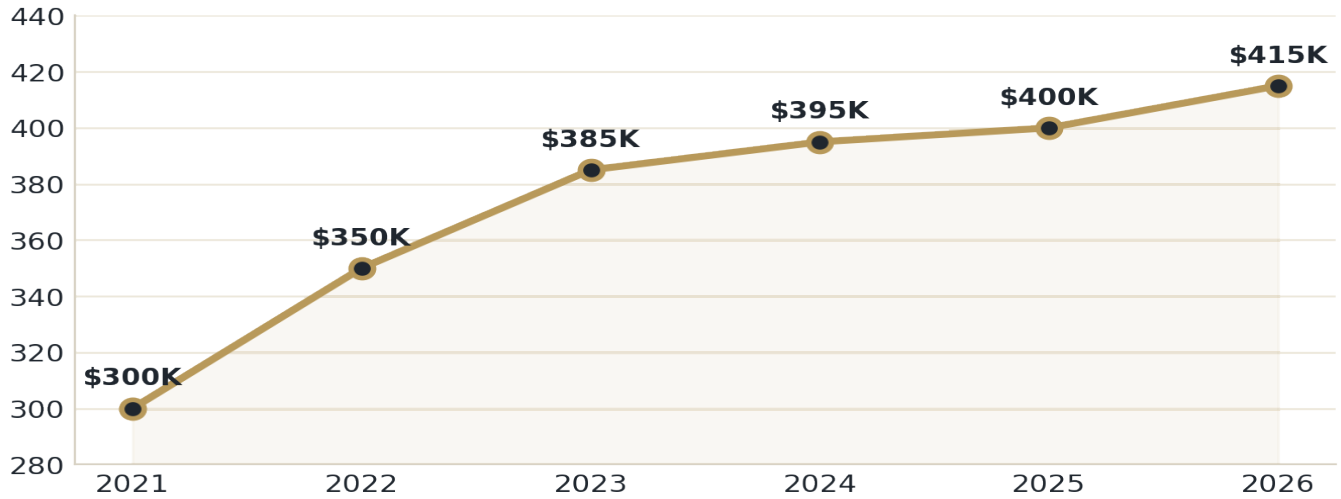
Annual appreciation

## THE HEADLINE

A balanced market rewards preparation. Well-priced, well-presented homes still sell quickly and near ask — while overpriced listings sit. Strategy matters more than ever.

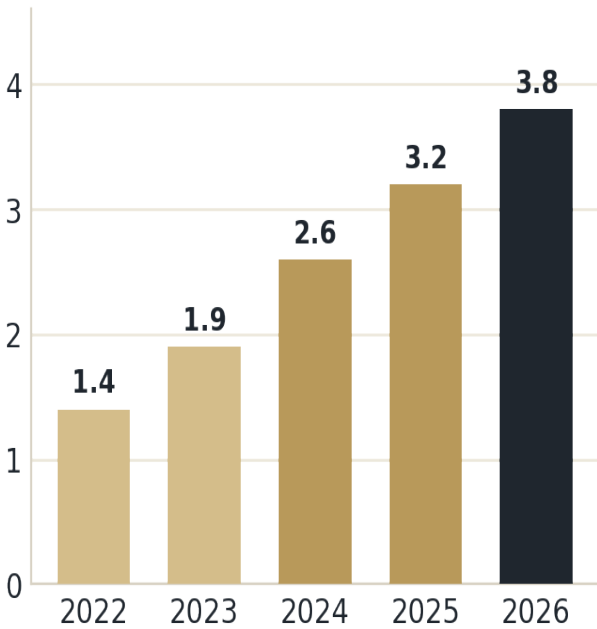
# Prices & Inventory

## Median sale price - Pinellas County

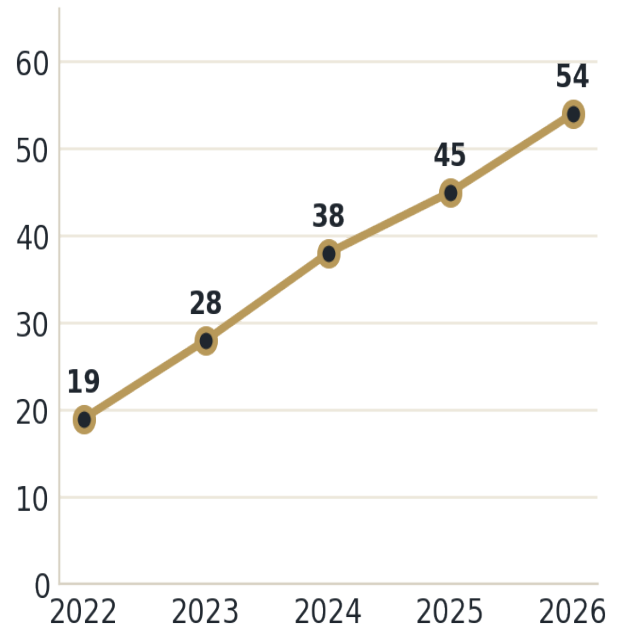


After a historic run, appreciation has flattened to a sustainable pace — a sign of a maturing market, not a declining one.

## Months of supply

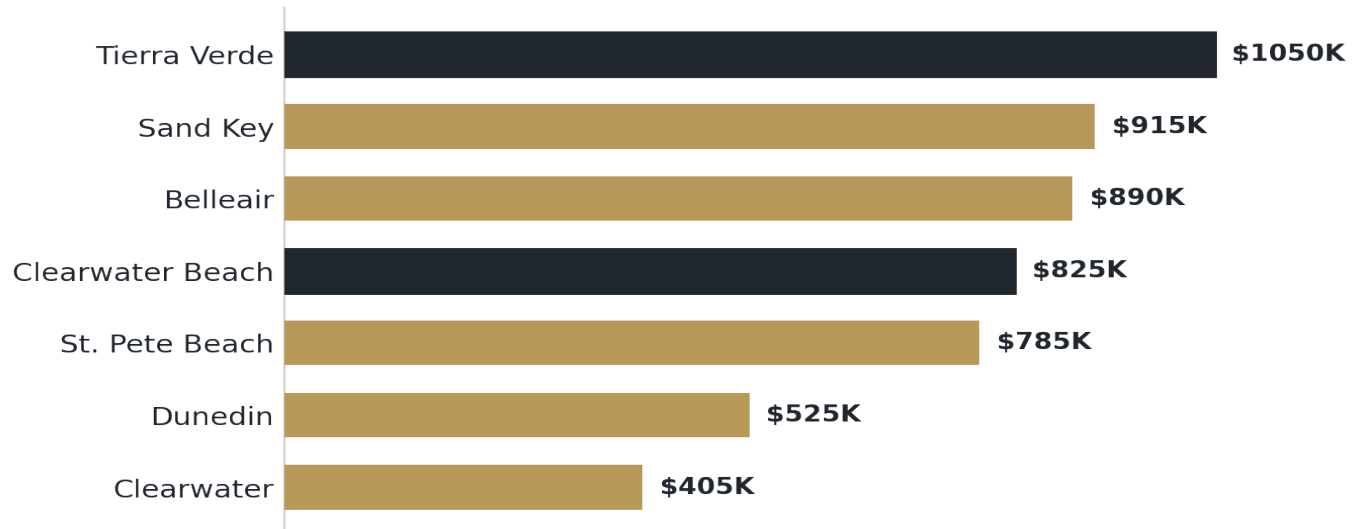


## Median days on market



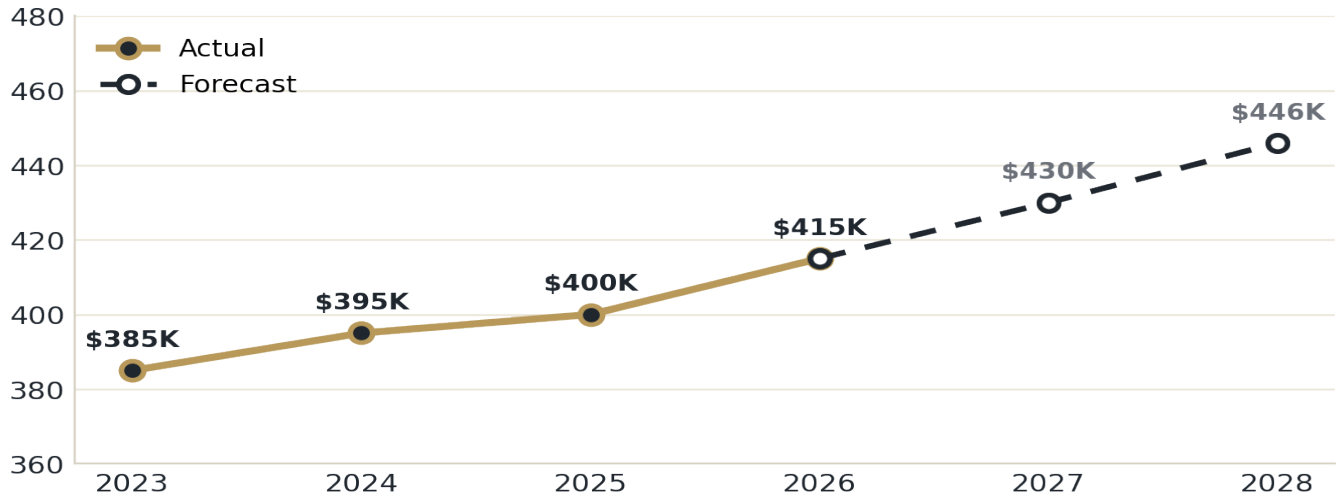
# Where the Value Is

## Median sale price by area



Area	Median	YoY	Avg DOM	\$/SqFt
Clearwater Beach	\$825K	+3.5%	62	\$590
Sand Key	\$915K	+2.8%	70	\$640
St. Pete Beach	\$785K	+3.2%	58	\$575
Tierra Verde	\$1.05M	+2.5%	66	\$510
Belleair	\$890K	+3.0%	60	\$520
Dunedin	\$525K	+4.2%	44	\$365
Clearwater	\$405K	+4.1%	52	\$280

# 2026–2027 Forecast



## Where the market is heading

Expect continued, measured appreciation in the 3–4% range through 2027, with longer marketing times and a more even balance of power between buyers and sellers. Waterfront and landmark buildings — Sandpearl, Belleview, the Bayway corridor — should keep outperforming the broader market, as scarcity holds their value even as inventory rises.

### For Sellers

- Price to today — not last year’s peak. Overpricing stalls.
- Presentation wins: pro photo, drone & staging move it.
- Prepared + priced right still sells fast and near ask.

### For Buyers

- You have leverage you haven’t had in years.
- Rates have settled — waiting for a crash is a risky bet.
- Turnkey waterfront stays competitive. Be ready to act.

---

WORK WITH ROBBIE

# Know exactly what your home is worth today.

This report is the market in broad strokes. Your home is specific — its water, its view, its finish, its street. For a precise, no-obligation valuation from a broker who has sold across these neighborhoods for nearly three decades, reach out anytime.

**28+**

Years

**2,100+**

Homes sold

**\$1.3B+**

Closed sales

---

**Robbie Gawel — Broker / Consultant · Fine Homes & Estates**

(727) 432-SOLD · [rgawel@listsmart.com](mailto:rgawel@listsmart.com) · [thefloridapro.com](http://thefloridapro.com)

Clearwater Beach · Sand Key · Tierra Verde · St. Pete Beach · Greater Pinellas