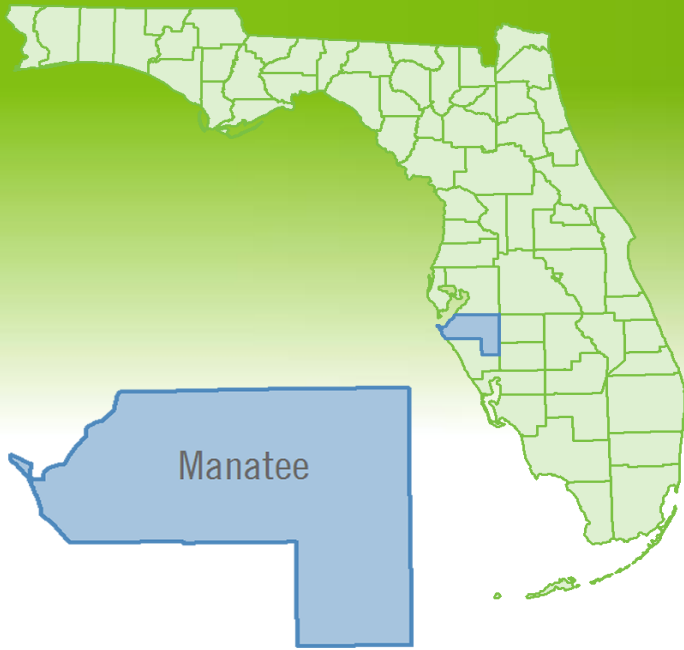


Monthly Market Detail - December 2023

Single-Family Homes

Manatee County



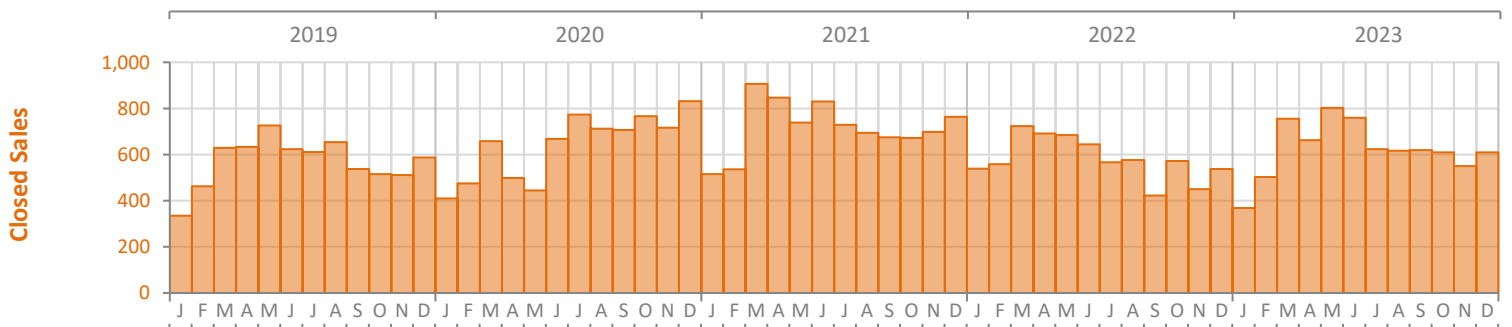
Summary Statistics	December 2023	December 2022	Percent Change Year-over-Year
Closed Sales	610	537	13.6%
Paid in Cash	222	181	22.7%
Median Sale Price	\$499,900	\$507,000	-1.4%
Average Sale Price	\$694,847	\$610,237	13.9%
Dollar Volume	\$423.9 Million	\$327.7 Million	29.3%
Median Percent of Original List Price Received	97.0%	96.0%	1.0%
Median Time to Contract	35 Days	27 Days	29.6%
Median Time to Sale	83 Days	81 Days	2.5%
New Pending Sales	448	381	17.6%
New Listings	616	527	16.9%
Pending Inventory	614	753	-18.5%
Inventory (Active Listings)	2,084	1,755	18.7%
Months Supply of Inventory	3.3	3.0	10.0%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	7,480	7.3%
December 2023	610	13.6%
November 2023	550	22.2%
October 2023	609	6.5%
September 2023	620	46.9%
August 2023	616	6.9%
July 2023	624	10.1%
June 2023	759	17.7%
May 2023	803	17.2%
April 2023	662	-4.3%
March 2023	756	4.4%
February 2023	503	-10.0%
January 2023	368	-31.7%
December 2022	537	-29.7%

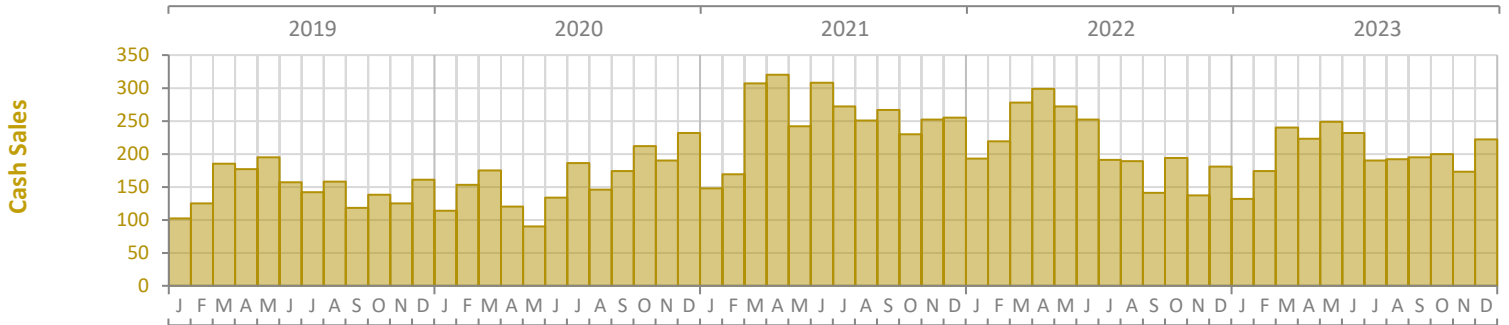


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	2,422	-4.9%
December 2023	222	22.7%
November 2023	173	26.3%
October 2023	200	3.1%
September 2023	195	38.3%
August 2023	192	1.6%
July 2023	190	-0.5%
June 2023	232	-7.9%
May 2023	249	-8.5%
April 2023	223	-25.4%
March 2023	240	-13.7%
February 2023	174	-20.5%
January 2023	132	-31.6%
December 2022	181	-29.0%

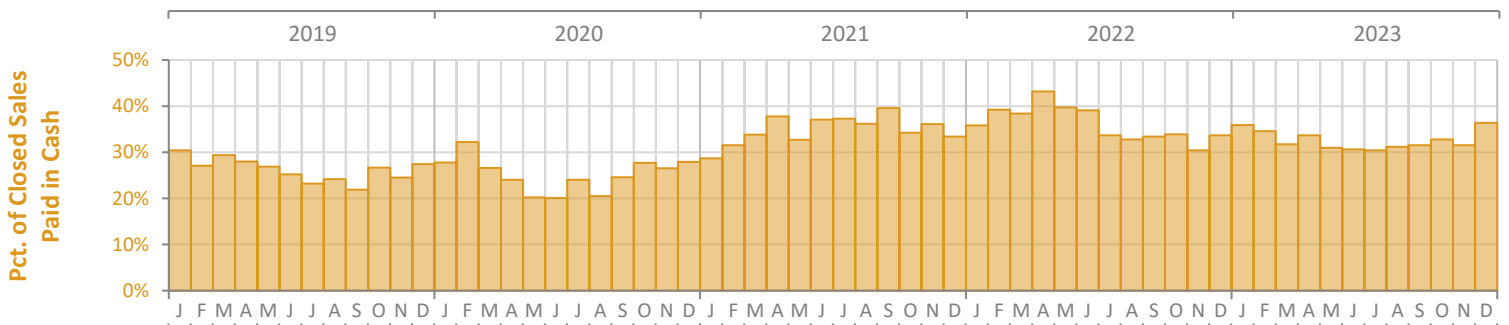


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	32.4%	-11.2%
December 2023	36.4%	8.0%
November 2023	31.5%	3.6%
October 2023	32.8%	-3.2%
September 2023	31.5%	-5.7%
August 2023	31.2%	-4.9%
July 2023	30.4%	-9.8%
June 2023	30.6%	-21.7%
May 2023	31.0%	-21.9%
April 2023	33.7%	-22.0%
March 2023	31.7%	-17.4%
February 2023	34.6%	-11.7%
January 2023	35.9%	0.3%
December 2022	33.7%	0.9%



Monthly Market Detail - December 2023

Single-Family Homes

Manatee County

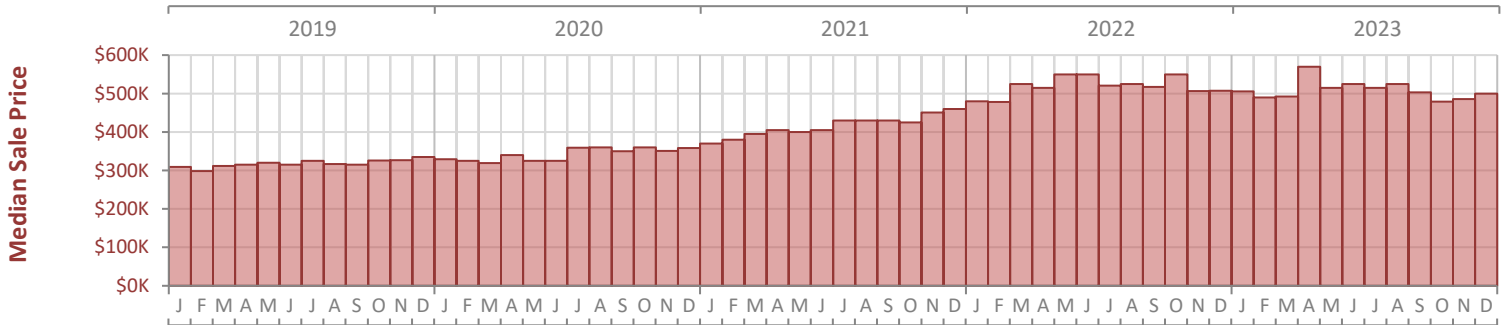


Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$509,240	-2.1%
December 2023	\$499,900	-1.4%
November 2023	\$485,861	-4.1%
October 2023	\$479,000	-12.8%
September 2023	\$503,495	-2.6%
August 2023	\$525,000	0.0%
July 2023	\$515,000	-1.2%
June 2023	\$525,000	-4.5%
May 2023	\$515,000	-6.4%
April 2023	\$570,000	10.7%
March 2023	\$491,988	-6.3%
February 2023	\$490,000	2.5%
January 2023	\$505,710	5.4%
December 2022	\$507,000	10.2%

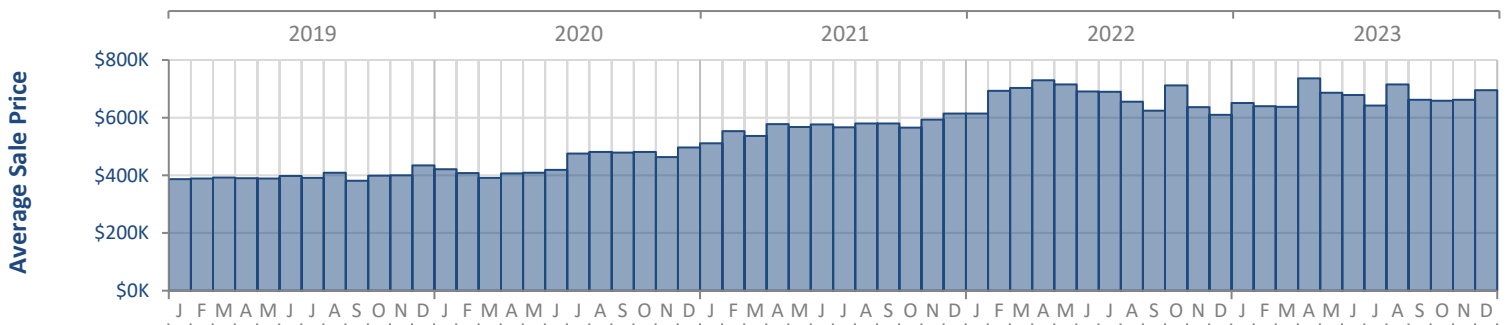


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$673,473	-0.6%
December 2023	\$694,847	13.9%
November 2023	\$662,237	4.0%
October 2023	\$658,503	-7.4%
September 2023	\$661,608	6.0%
August 2023	\$715,711	9.2%
July 2023	\$641,991	-6.9%
June 2023	\$678,994	-1.7%
May 2023	\$686,015	-4.1%
April 2023	\$735,779	0.9%
March 2023	\$638,055	-9.3%
February 2023	\$639,562	-7.7%
January 2023	\$650,544	5.8%
December 2022	\$610,237	-0.6%



Monthly Market Detail - December 2023

Single-Family Homes

Manatee County

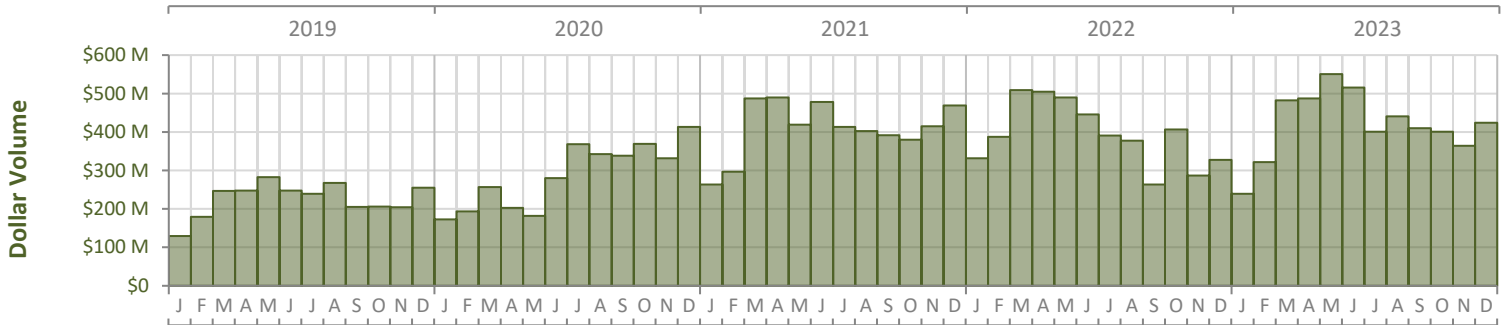


Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$5.0 Billion	6.7%
December 2023	\$423.9 Million	29.3%
November 2023	\$364.2 Million	27.1%
October 2023	\$401.0 Million	-1.4%
September 2023	\$410.2 Million	55.7%
August 2023	\$440.9 Million	16.8%
July 2023	\$400.6 Million	2.5%
June 2023	\$515.4 Million	15.7%
May 2023	\$550.9 Million	12.4%
April 2023	\$487.1 Million	-3.5%
March 2023	\$482.4 Million	-5.3%
February 2023	\$321.7 Million	-17.0%
January 2023	\$239.4 Million	-27.7%
December 2022	\$327.7 Million	-30.2%

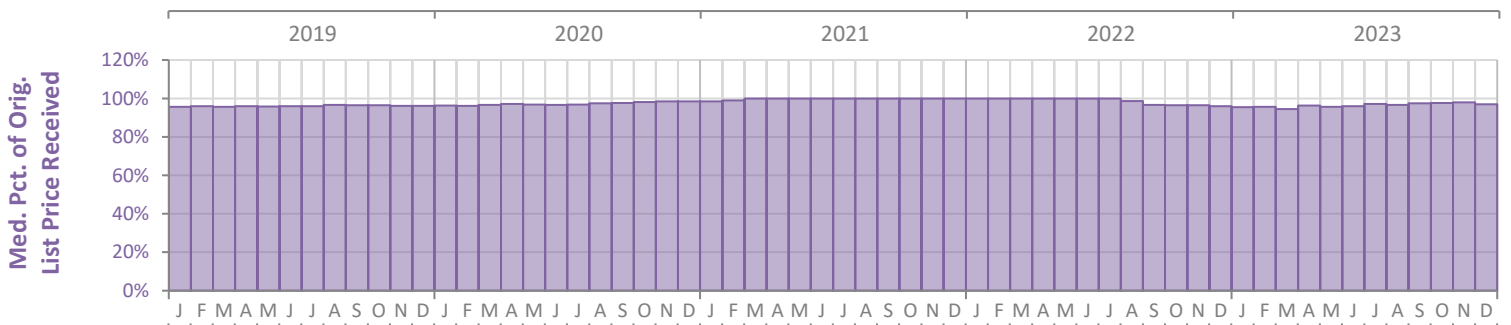


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.5%	-3.5%
December 2023	97.0%	1.0%
November 2023	97.9%	1.6%
October 2023	97.7%	1.3%
September 2023	97.4%	0.8%
August 2023	96.7%	-1.9%
July 2023	97.1%	-2.9%
June 2023	96.0%	-4.0%
May 2023	95.7%	-4.3%
April 2023	96.3%	-3.7%
March 2023	94.5%	-5.5%
February 2023	95.6%	-4.4%
January 2023	95.4%	-4.6%
December 2022	96.0%	-4.0%

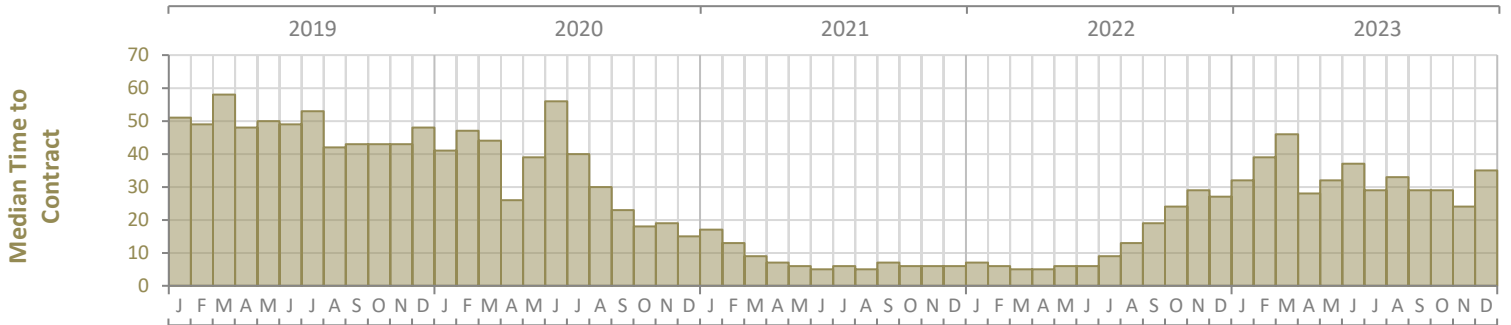


Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	33 Days	266.7%
December 2023	35 Days	29.6%
November 2023	24 Days	-17.2%
October 2023	29 Days	20.8%
September 2023	29 Days	52.6%
August 2023	33 Days	153.8%
July 2023	29 Days	222.2%
June 2023	37 Days	516.7%
May 2023	32 Days	433.3%
April 2023	28 Days	460.0%
March 2023	46 Days	820.0%
February 2023	39 Days	550.0%
January 2023	32 Days	357.1%
December 2022	27 Days	350.0%

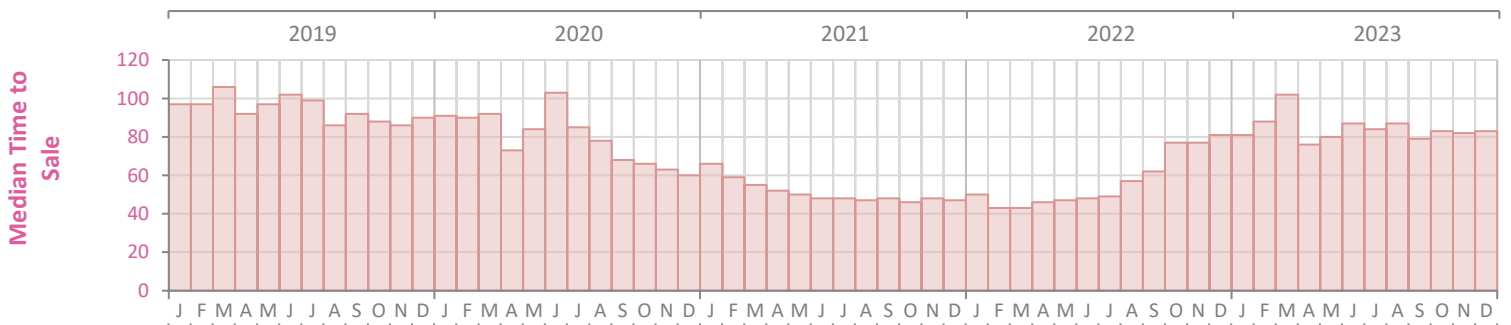


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	85 Days	66.7%
December 2023	83 Days	2.5%
November 2023	82 Days	6.5%
October 2023	83 Days	7.8%
September 2023	79 Days	27.4%
August 2023	87 Days	52.6%
July 2023	84 Days	71.4%
June 2023	87 Days	81.3%
May 2023	80 Days	70.2%
April 2023	76 Days	65.2%
March 2023	102 Days	137.2%
February 2023	88 Days	104.7%
January 2023	81 Days	62.0%
December 2022	81 Days	72.3%

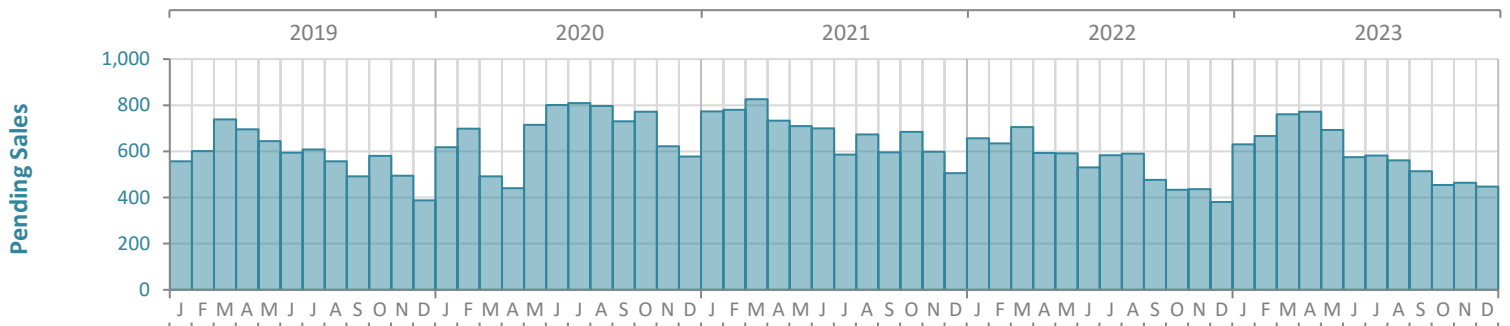


New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	7,121	7.7%
December 2023	448	17.6%
November 2023	464	6.4%
October 2023	454	4.8%
September 2023	514	8.0%
August 2023	561	-4.9%
July 2023	582	-0.3%
June 2023	575	8.3%
May 2023	693	17.1%
April 2023	772	30.2%
March 2023	761	7.9%
February 2023	667	5.0%
January 2023	630	-4.1%
December 2022	381	-24.6%

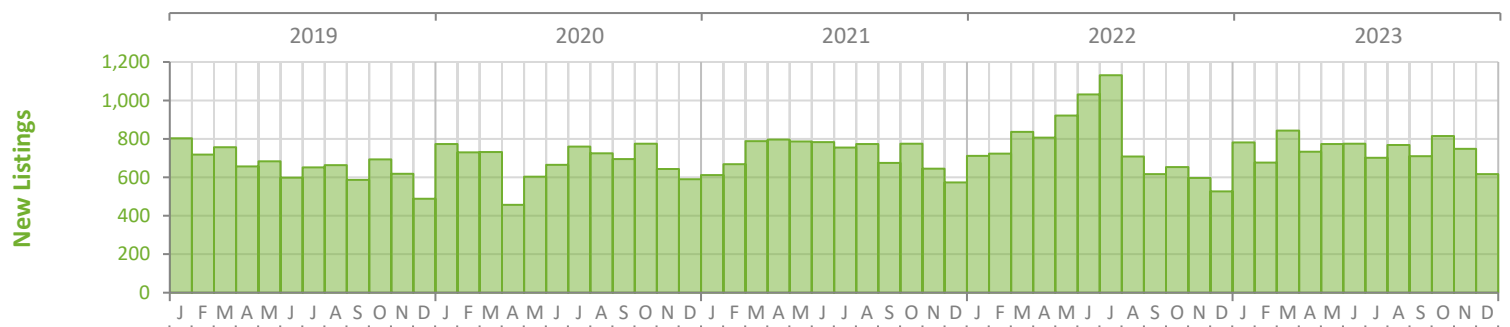


New Listings

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	8,941	-3.5%
December 2023	616	16.9%
November 2023	748	25.3%
October 2023	814	24.5%
September 2023	710	15.1%
August 2023	769	8.6%
July 2023	701	-38.0%
June 2023	775	-24.8%
May 2023	774	-16.1%
April 2023	733	-9.1%
March 2023	843	0.7%
February 2023	677	-6.4%
January 2023	781	9.7%
December 2022	527	-8.2%



Monthly Market Detail - December 2023

Single-Family Homes

Manatee County

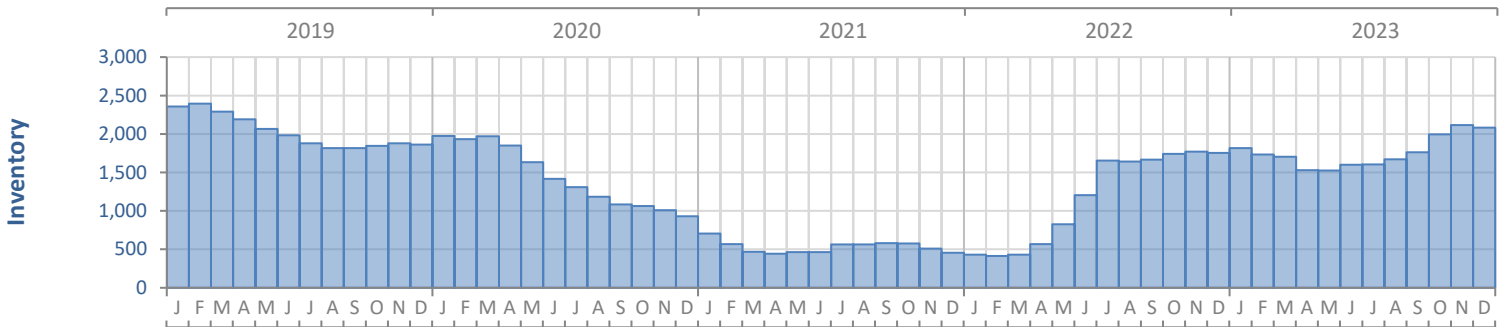


Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	1,761	49.9%
December 2023	2,084	18.7%
November 2023	2,115	19.6%
October 2023	1,994	14.6%
September 2023	1,761	5.6%
August 2023	1,669	1.6%
July 2023	1,603	-3.0%
June 2023	1,602	32.9%
May 2023	1,524	84.5%
April 2023	1,531	169.5%
March 2023	1,706	295.8%
February 2023	1,732	318.4%
January 2023	1,816	323.3%
December 2022	1,755	284.9%

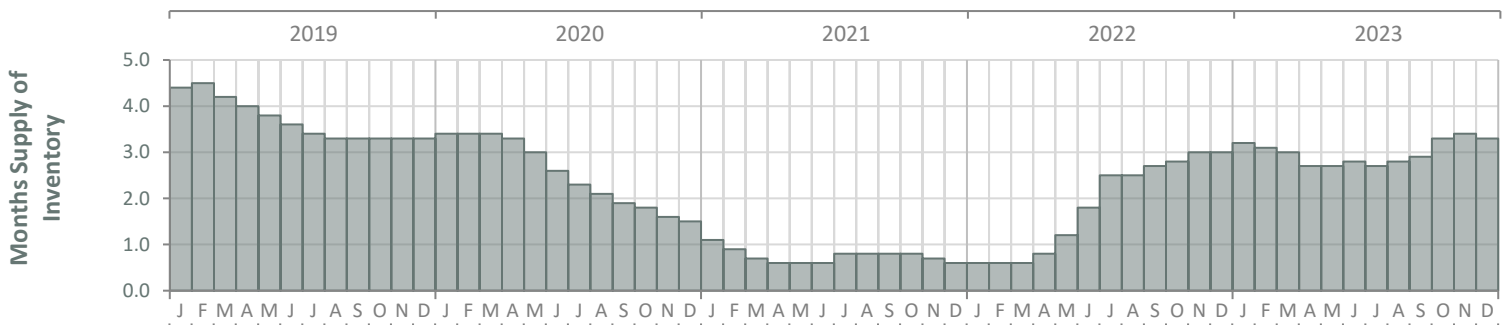


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.0	66.7%
December 2023	3.3	10.0%
November 2023	3.4	13.3%
October 2023	3.3	17.9%
September 2023	2.9	7.4%
August 2023	2.8	12.0%
July 2023	2.7	8.0%
June 2023	2.8	55.6%
May 2023	2.7	125.0%
April 2023	2.7	237.5%
March 2023	3.0	400.0%
February 2023	3.1	416.7%
January 2023	3.2	433.3%
December 2022	3.0	400.0%

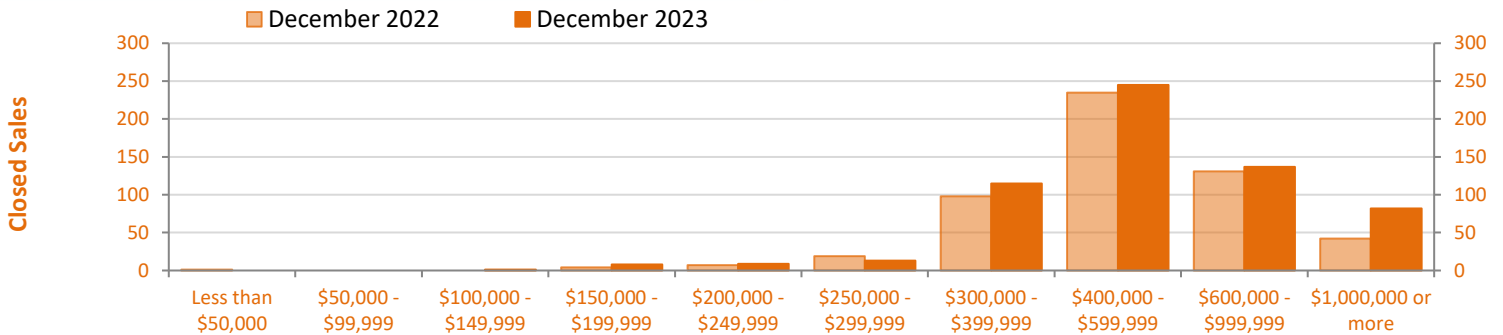


Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	8	100.0%
\$200,000 - \$249,999	9	28.6%
\$250,000 - \$299,999	13	-31.6%
\$300,000 - \$399,999	115	17.3%
\$400,000 - \$599,999	245	4.3%
\$600,000 - \$999,999	137	4.6%
\$1,000,000 or more	82	95.2%

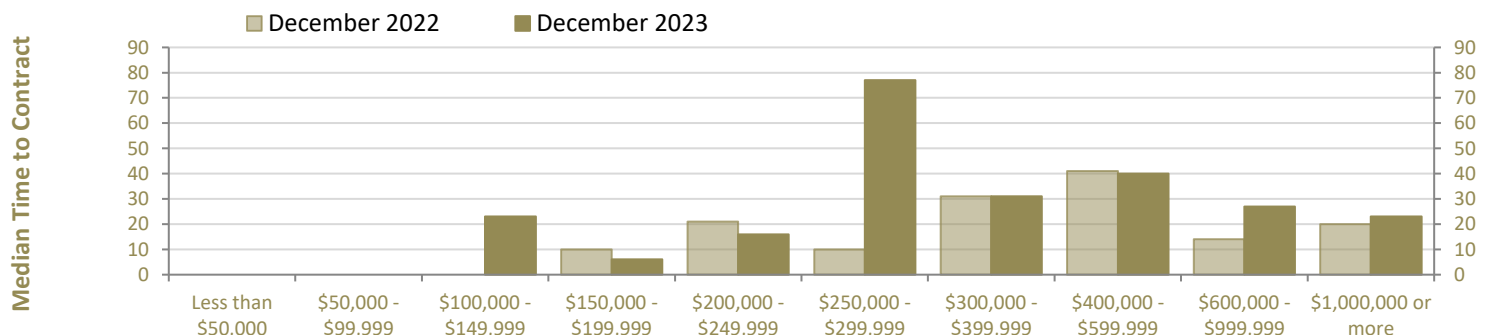


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	23 Days	N/A
\$150,000 - \$199,999	6 Days	-40.0%
\$200,000 - \$249,999	16 Days	-23.8%
\$250,000 - \$299,999	77 Days	670.0%
\$300,000 - \$399,999	31 Days	0.0%
\$400,000 - \$599,999	40 Days	-2.4%
\$600,000 - \$999,999	27 Days	92.9%
\$1,000,000 or more	23 Days	15.0%

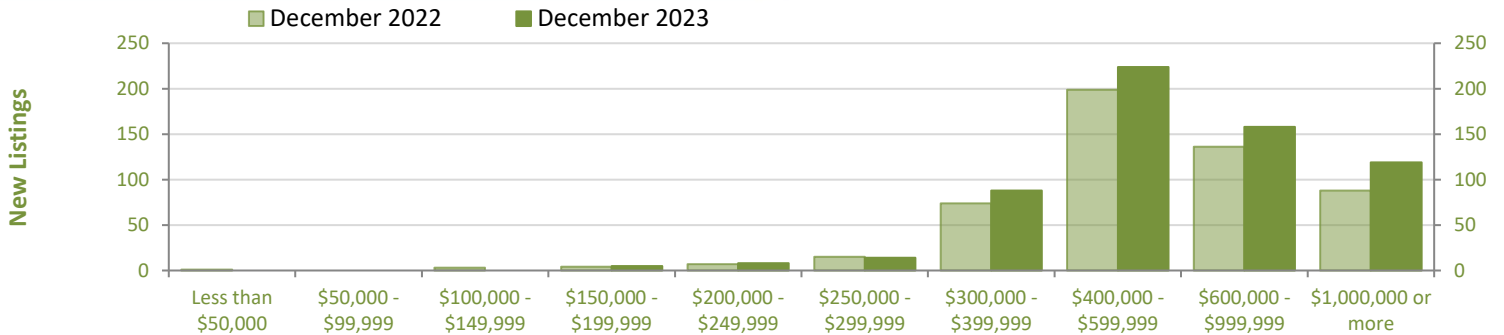


New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	5	25.0%
\$200,000 - \$249,999	8	14.3%
\$250,000 - \$299,999	14	-6.7%
\$300,000 - \$399,999	88	18.9%
\$400,000 - \$599,999	224	12.6%
\$600,000 - \$999,999	158	16.2%
\$1,000,000 or more	119	35.2%

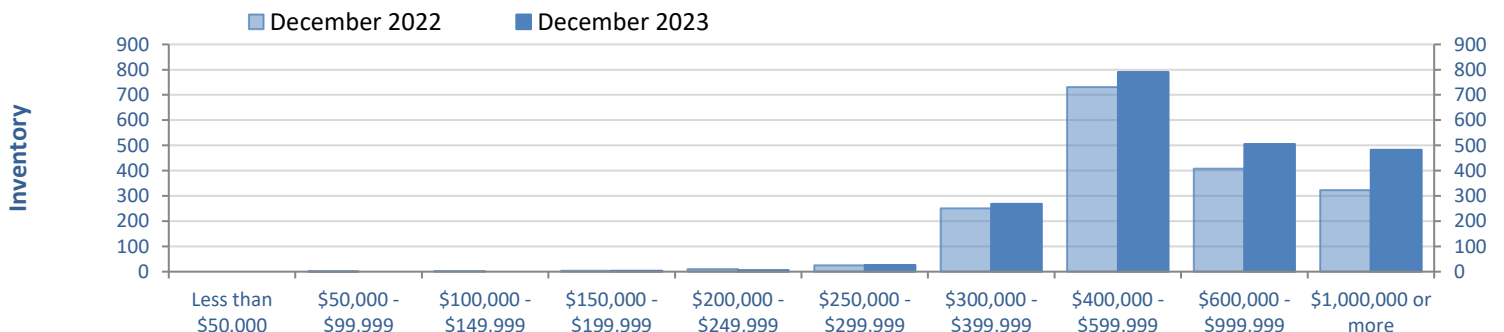


Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

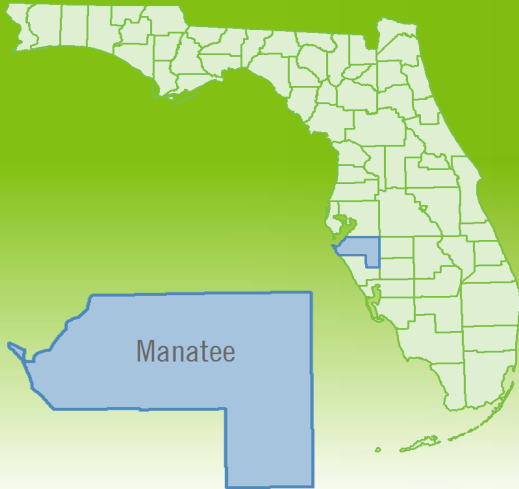
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	3	-25.0%
\$200,000 - \$249,999	6	-40.0%
\$250,000 - \$299,999	26	4.0%
\$300,000 - \$399,999	269	7.2%
\$400,000 - \$599,999	791	8.2%
\$600,000 - \$999,999	506	24.0%
\$1,000,000 or more	483	49.5%



Monthly Distressed Market - December 2023

Single-Family Homes

Manatee County



		December 2023	December 2022	Percent Change Year-over-Year
Traditional	Closed Sales	609	537	13.4%
	Median Sale Price	\$499,900	\$507,000	-1.4%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$250,000	(No Sales)	N/A

