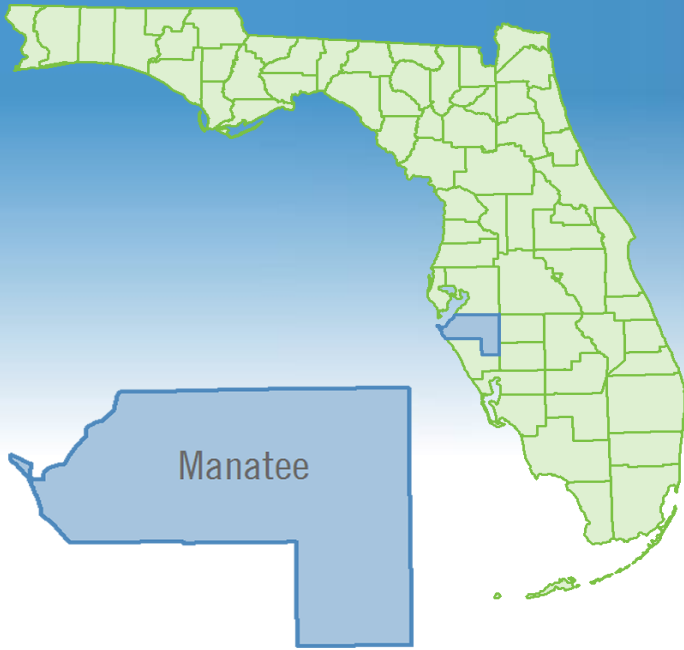


Monthly Market Detail - December 2023

Townhouses and Condos

Manatee County



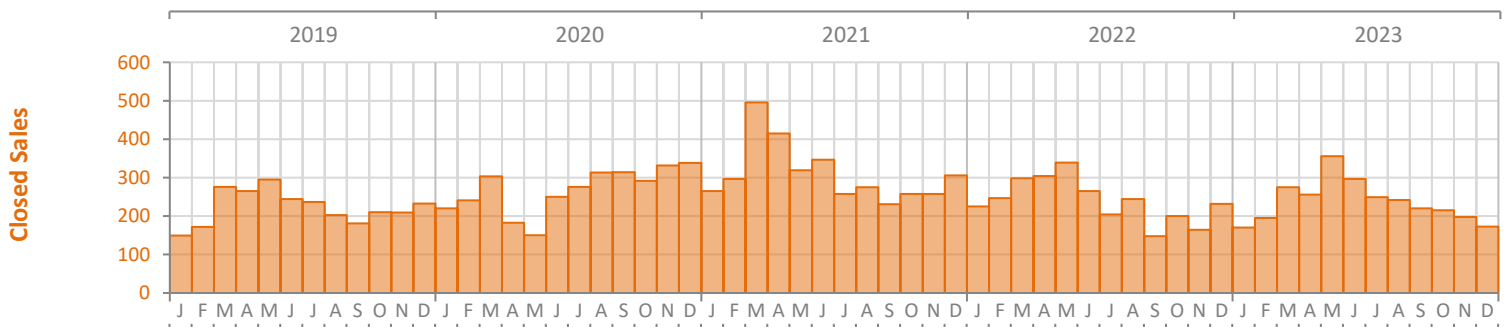
Summary Statistics	December 2023	December 2022	Percent Change Year-over-Year
Closed Sales	173	232	-25.4%
Paid in Cash	95	117	-18.8%
Median Sale Price	\$350,000	\$344,475	1.6%
Average Sale Price	\$378,260	\$364,057	3.9%
Dollar Volume	\$65.4 Million	\$84.5 Million	-22.5%
Median Percent of Original List Price Received	95.4%	97.8%	-2.5%
Median Time to Contract	38 Days	19 Days	100.0%
Median Time to Sale	76 Days	63 Days	20.6%
New Pending Sales	164	183	-10.4%
New Listings	246	214	15.0%
Pending Inventory	248	282	-12.1%
Inventory (Active Listings)	1,087	648	67.7%
Months Supply of Inventory	4.6	2.7	70.4%

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	2,846	-0.8%
December 2023	173	-25.4%
November 2023	198	20.7%
October 2023	215	7.5%
September 2023	220	48.6%
August 2023	242	-0.8%
July 2023	249	22.1%
June 2023	297	12.1%
May 2023	356	5.0%
April 2023	256	-15.8%
March 2023	275	-7.7%
February 2023	195	-21.1%
January 2023	170	-24.4%
December 2022	232	-24.2%



Monthly Market Detail - December 2023

Townhouses and Condos

Manatee County

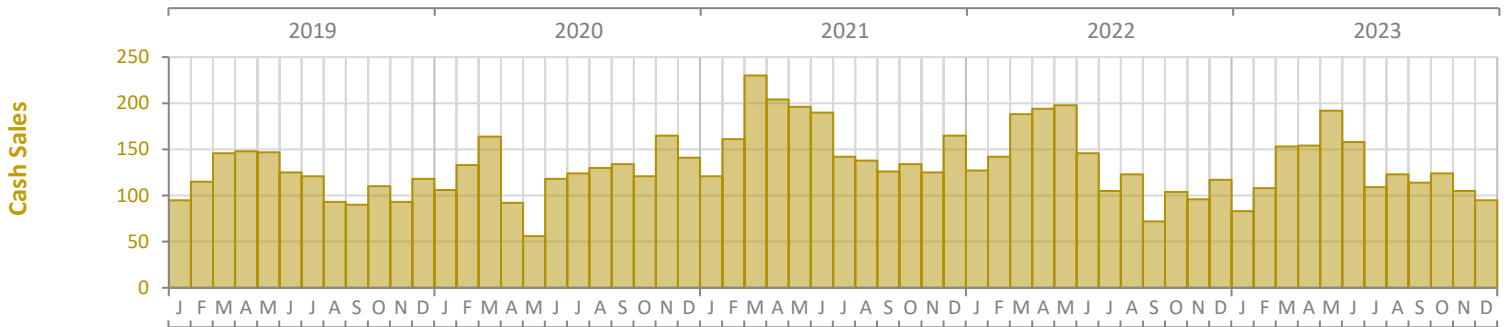


Cash Sales

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	1,518	-5.8%
December 2023	95	-18.8%
November 2023	105	9.4%
October 2023	124	19.2%
September 2023	114	58.3%
August 2023	123	0.0%
July 2023	109	3.8%
June 2023	158	8.2%
May 2023	192	-3.0%
April 2023	154	-20.6%
March 2023	153	-18.6%
February 2023	108	-23.9%
January 2023	83	-34.6%
December 2022	117	-29.1%

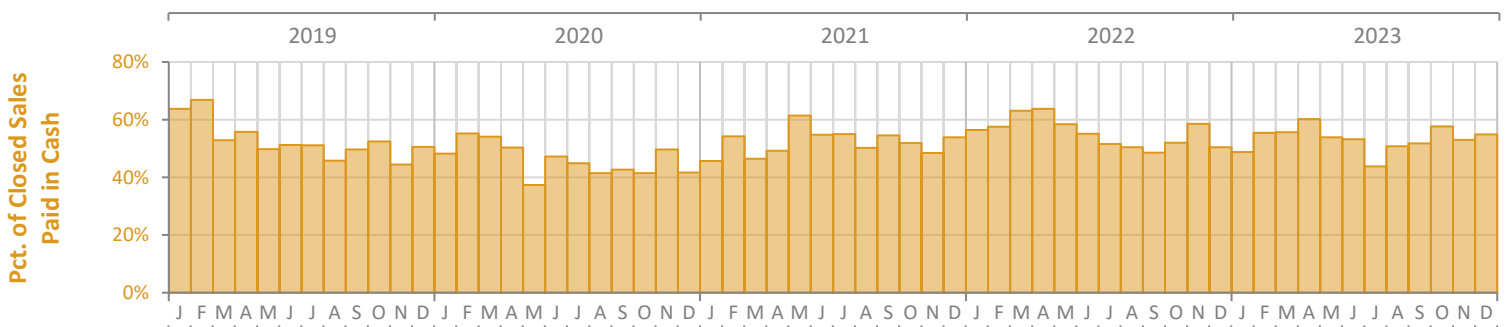


Cash Sales as a Percentage of Closed Sales

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	53.3%	-5.2%
December 2023	54.9%	8.9%
November 2023	53.0%	-9.4%
October 2023	57.7%	11.0%
September 2023	51.8%	6.6%
August 2023	50.8%	0.8%
July 2023	43.8%	-15.0%
June 2023	53.2%	-3.4%
May 2023	53.9%	-7.7%
April 2023	60.2%	-5.6%
March 2023	55.6%	-11.9%
February 2023	55.4%	-3.7%
January 2023	48.8%	-13.5%
December 2022	50.4%	-6.5%



Monthly Market Detail - December 2023

Townhouses and Condos

Manatee County

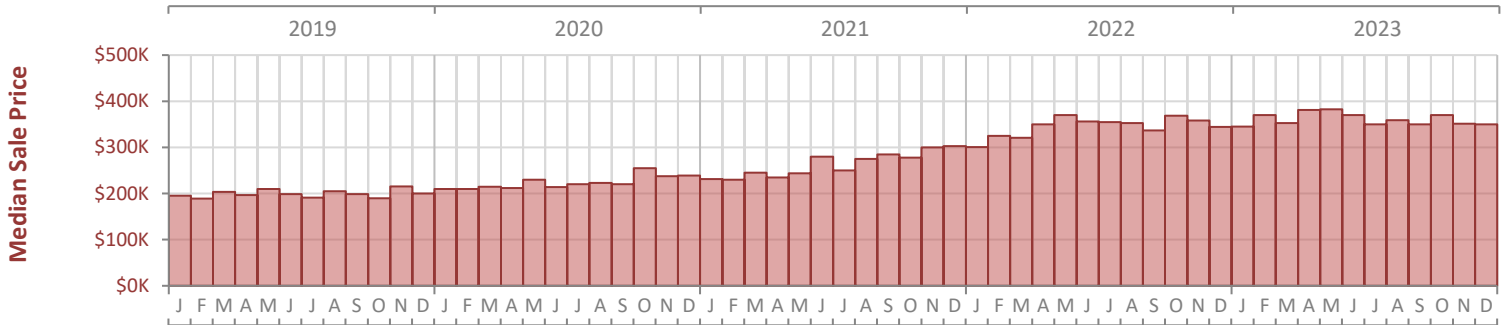


Median Sale Price

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	\$363,620	5.0%
December 2023	\$350,000	1.6%
November 2023	\$351,500	-1.8%
October 2023	\$370,000	0.4%
September 2023	\$350,000	3.9%
August 2023	\$358,990	1.8%
July 2023	\$350,000	-1.3%
June 2023	\$370,000	3.8%
May 2023	\$382,645	3.4%
April 2023	\$380,795	8.8%
March 2023	\$353,000	10.1%
February 2023	\$369,900	13.8%
January 2023	\$345,000	14.6%
December 2022	\$344,475	13.7%

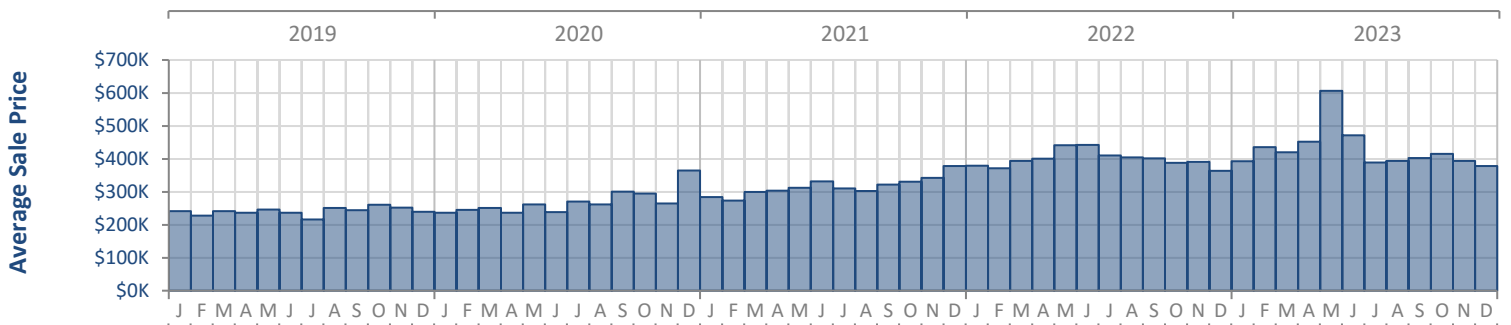


Average Sale Price

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	\$439,849	9.7%
December 2023	\$378,260	3.9%
November 2023	\$393,475	0.6%
October 2023	\$415,591	7.1%
September 2023	\$402,487	0.3%
August 2023	\$393,727	-2.6%
July 2023	\$388,610	-5.2%
June 2023	\$471,003	6.6%
May 2023	\$606,255	37.3%
April 2023	\$452,160	12.9%
March 2023	\$419,574	6.5%
February 2023	\$435,748	17.3%
January 2023	\$392,332	3.4%
December 2022	\$364,057	-3.6%



Monthly Market Detail - December 2023

Townhouses and Condos

Manatee County

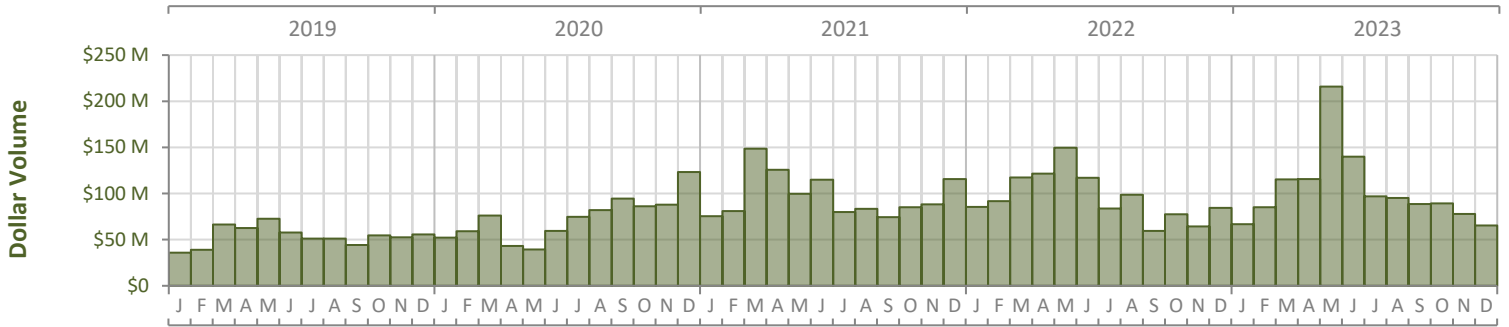


Dollar Volume

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	\$1.3 Billion	8.8%
December 2023	\$65.4 Million	-22.5%
November 2023	\$77.9 Million	21.4%
October 2023	\$89.4 Million	15.1%
September 2023	\$88.5 Million	49.1%
August 2023	\$95.3 Million	-3.4%
July 2023	\$96.8 Million	15.7%
June 2023	\$139.9 Million	19.5%
May 2023	\$215.8 Million	44.1%
April 2023	\$115.8 Million	-4.9%
March 2023	\$115.4 Million	-1.8%
February 2023	\$85.0 Million	-7.4%
January 2023	\$66.7 Million	-21.9%
December 2022	\$84.5 Million	-26.9%

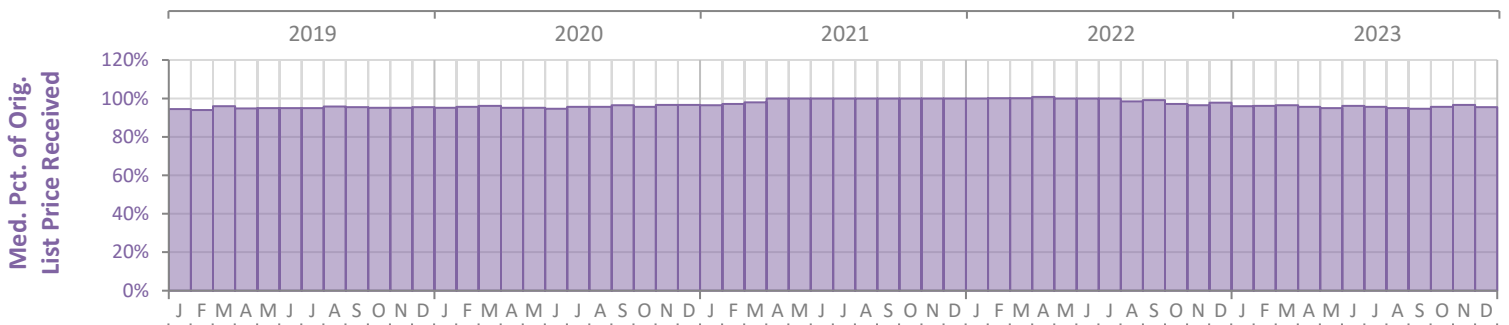


Median Percent of Original List Price Received

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	95.7%	-4.3%
December 2023	95.4%	-2.5%
November 2023	96.6%	0.2%
October 2023	95.7%	-1.4%
September 2023	94.7%	-4.4%
August 2023	94.9%	-3.7%
July 2023	95.7%	-4.3%
June 2023	96.1%	-3.9%
May 2023	94.9%	-5.1%
April 2023	95.7%	-5.1%
March 2023	96.5%	-3.7%
February 2023	96.2%	-3.9%
January 2023	96.0%	-4.0%
December 2022	97.8%	-2.2%

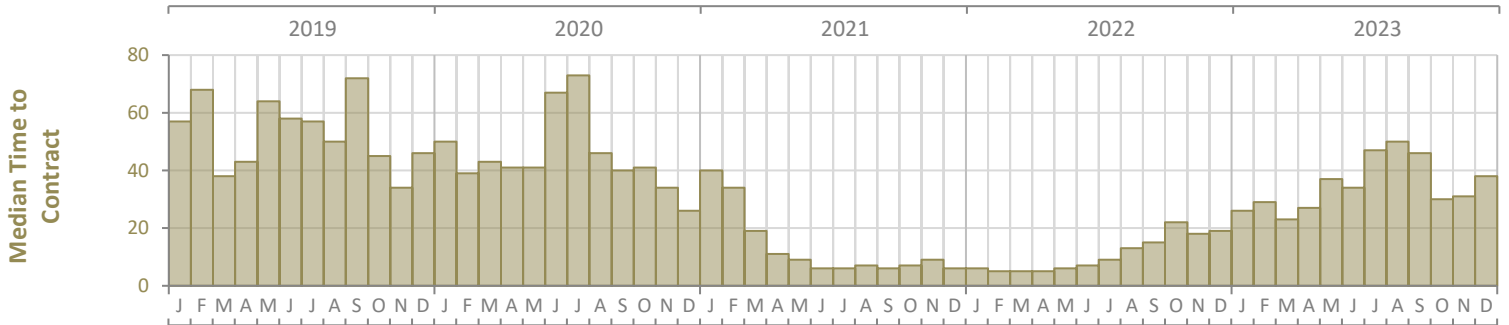


Median Time to Contract

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	36 Days	350.0%
December 2023	38 Days	100.0%
November 2023	31 Days	72.2%
October 2023	30 Days	36.4%
September 2023	46 Days	206.7%
August 2023	50 Days	284.6%
July 2023	47 Days	422.2%
June 2023	34 Days	385.7%
May 2023	37 Days	516.7%
April 2023	27 Days	440.0%
March 2023	23 Days	360.0%
February 2023	29 Days	480.0%
January 2023	26 Days	333.3%
December 2022	19 Days	216.7%

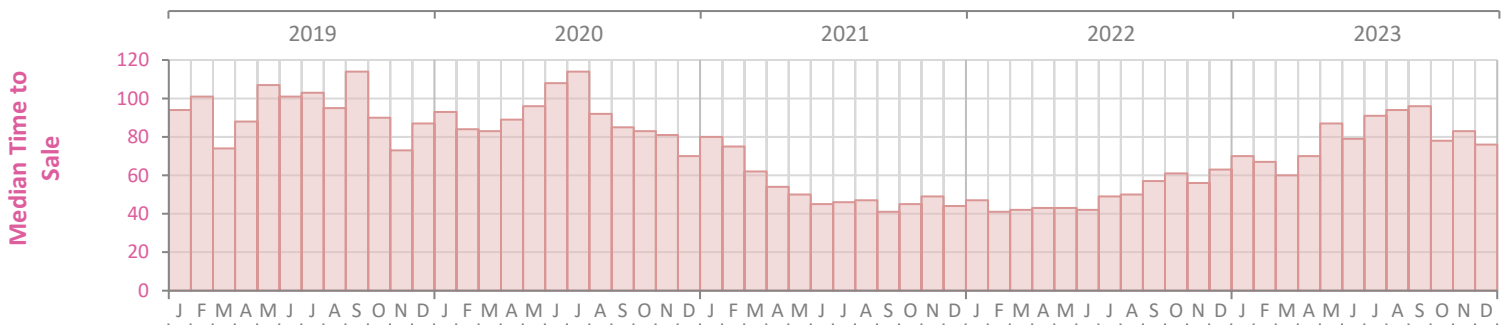


Median Time to Sale

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	79 Days	68.1%
December 2023	76 Days	20.6%
November 2023	83 Days	48.2%
October 2023	78 Days	27.9%
September 2023	96 Days	68.4%
August 2023	94 Days	88.0%
July 2023	91 Days	85.7%
June 2023	79 Days	88.1%
May 2023	87 Days	102.3%
April 2023	70 Days	62.8%
March 2023	60 Days	42.9%
February 2023	67 Days	63.4%
January 2023	70 Days	48.9%
December 2022	63 Days	43.2%

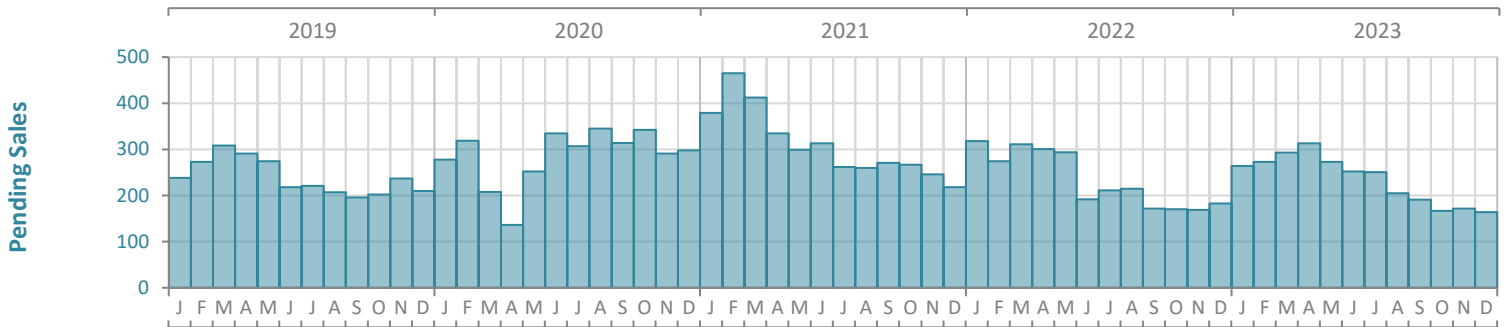


New Pending Sales

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	2,818	0.3%
December 2023	164	-10.4%
November 2023	172	1.8%
October 2023	167	-1.8%
September 2023	191	11.0%
August 2023	205	-4.7%
July 2023	251	19.0%
June 2023	252	31.3%
May 2023	273	-7.1%
April 2023	313	4.0%
March 2023	293	-5.8%
February 2023	273	-0.4%
January 2023	264	-17.0%
December 2022	183	-16.1%

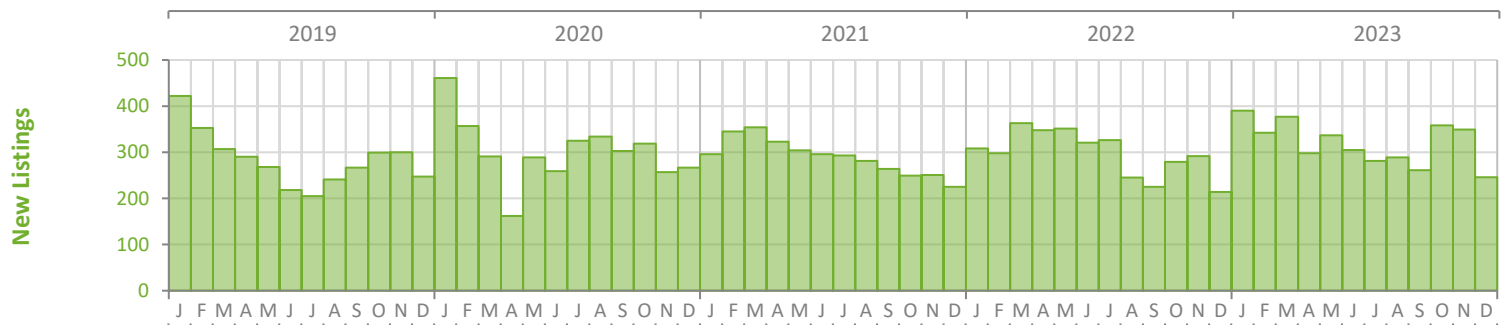


New Listings

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	3,833	7.4%
December 2023	246	15.0%
November 2023	349	19.5%
October 2023	358	28.3%
September 2023	261	16.0%
August 2023	289	18.0%
July 2023	281	-13.8%
June 2023	305	-5.0%
May 2023	337	-4.0%
April 2023	298	-14.4%
March 2023	377	3.9%
February 2023	342	14.8%
January 2023	390	26.6%
December 2022	214	-4.9%



Monthly Market Detail - December 2023

Townhouses and Condos

Manatee County



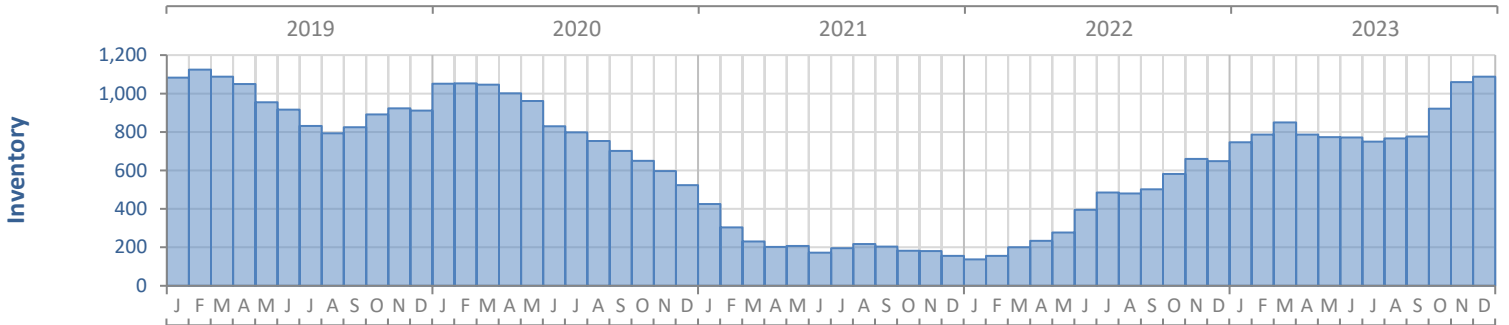
FloridaRealtors®
The Voice for Real Estate® in Florida

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)	840	111.8%
December 2023	1,087	67.7%
November 2023	1,059	60.5%
October 2023	921	58.5%
September 2023	777	54.8%
August 2023	767	59.5%
July 2023	750	54.3%
June 2023	772	95.4%
May 2023	774	178.4%
April 2023	786	235.9%
March 2023	849	322.4%
February 2023	786	407.1%
January 2023	747	445.3%
December 2022	648	318.1%

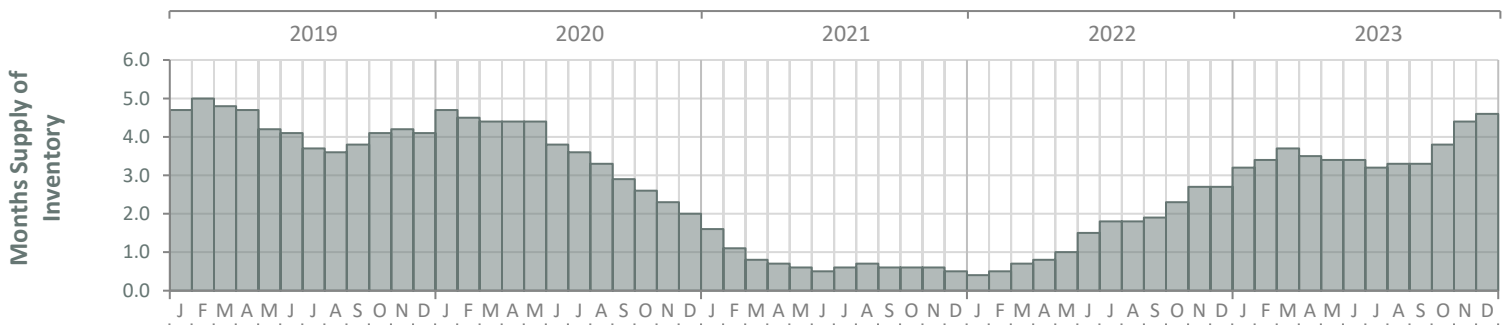


Months Supply of Inventory

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)	3.6	140.0%
December 2023	4.6	70.4%
November 2023	4.4	63.0%
October 2023	3.8	65.2%
September 2023	3.3	73.7%
August 2023	3.3	83.3%
July 2023	3.2	77.8%
June 2023	3.4	126.7%
May 2023	3.4	240.0%
April 2023	3.5	337.5%
March 2023	3.7	428.6%
February 2023	3.4	580.0%
January 2023	3.2	700.0%
December 2022	2.7	440.0%

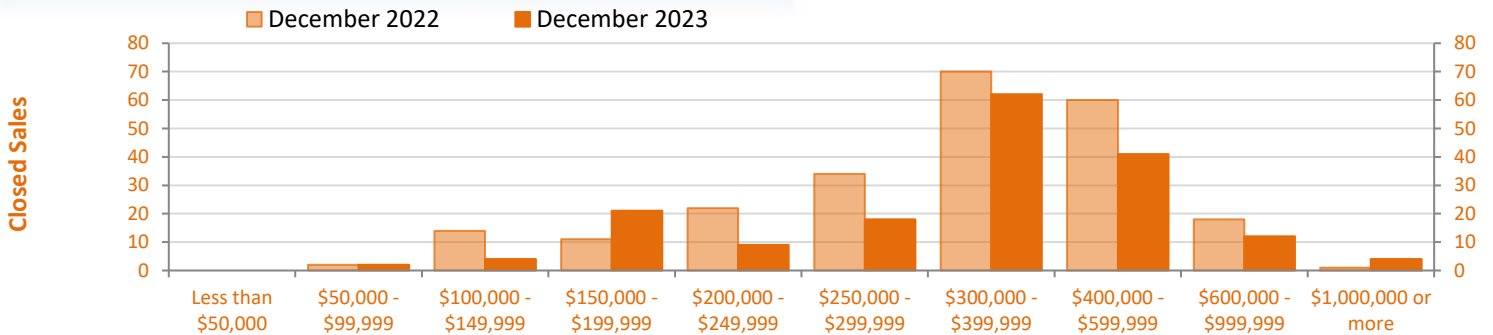


Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	2	0.0%
\$100,000 - \$149,999	4	-71.4%
\$150,000 - \$199,999	21	90.9%
\$200,000 - \$249,999	9	-59.1%
\$250,000 - \$299,999	18	-47.1%
\$300,000 - \$399,999	62	-11.4%
\$400,000 - \$599,999	41	-31.7%
\$600,000 - \$999,999	12	-33.3%
\$1,000,000 or more	4	300.0%

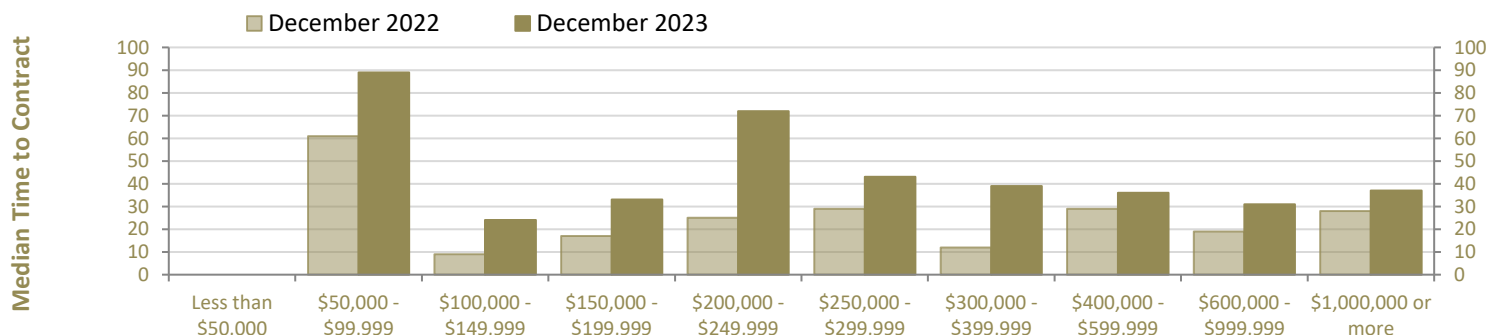


Median Time to Contract by Sale Price

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	89 Days	45.9%
\$100,000 - \$149,999	24 Days	166.7%
\$150,000 - \$199,999	33 Days	94.1%
\$200,000 - \$249,999	72 Days	188.0%
\$250,000 - \$299,999	43 Days	48.3%
\$300,000 - \$399,999	39 Days	225.0%
\$400,000 - \$599,999	36 Days	24.1%
\$600,000 - \$999,999	31 Days	63.2%
\$1,000,000 or more	37 Days	32.1%



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	N/A
\$50,000 - \$99,999	2	0.0%
\$100,000 - \$149,999	10	-28.6%
\$150,000 - \$199,999	17	-22.7%
\$200,000 - \$249,999	22	0.0%
\$250,000 - \$299,999	27	58.8%
\$300,000 - \$399,999	66	53.5%
\$400,000 - \$599,999	56	1.8%
\$600,000 - \$999,999	30	7.1%
\$1,000,000 or more	16	45.5%

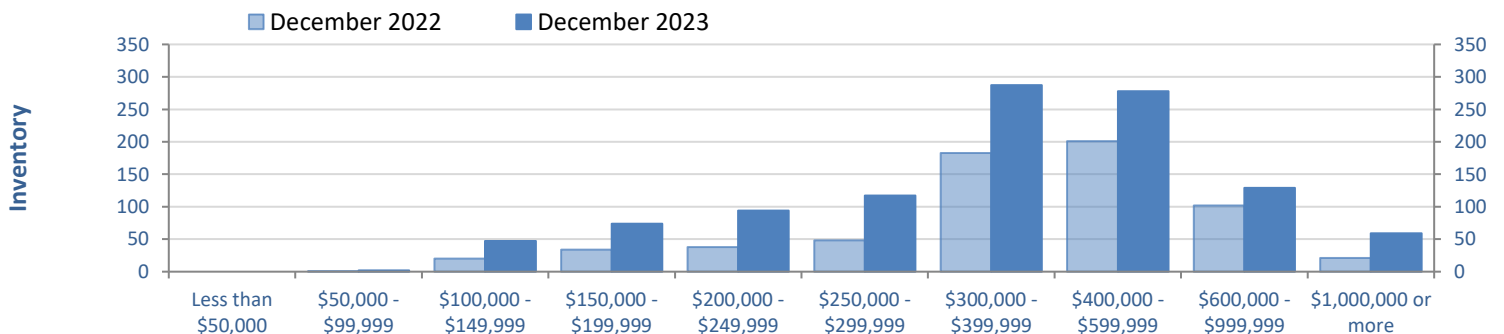


Inventory by Current Listing Price

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.

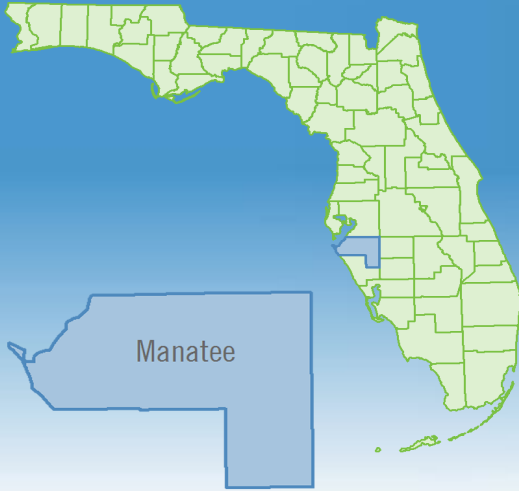
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	2	100.0%
\$100,000 - \$149,999	47	135.0%
\$150,000 - \$199,999	74	117.6%
\$200,000 - \$249,999	94	147.4%
\$250,000 - \$299,999	117	143.8%
\$300,000 - \$399,999	287	56.8%
\$400,000 - \$599,999	278	38.3%
\$600,000 - \$999,999	129	26.5%
\$1,000,000 or more	59	181.0%



Monthly Distressed Market - December 2023

Townhouses and Condos

Manatee County



		December 2023	December 2022	Percent Change Year-over-Year
Traditional	Closed Sales	171	232	-26.3%
	Median Sale Price	\$355,000	\$344,475	3.1%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$221,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

