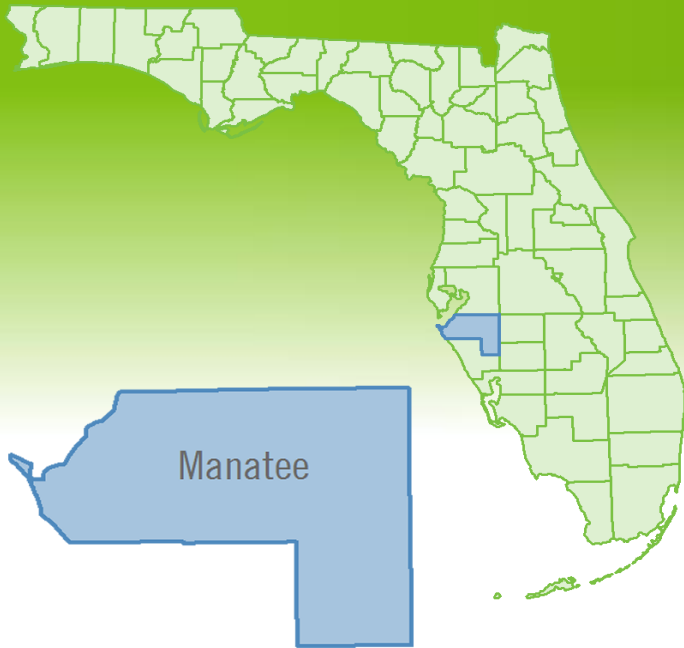


# Quarterly Market Detail - Q3 2023

## Single-Family Homes

### Manatee County



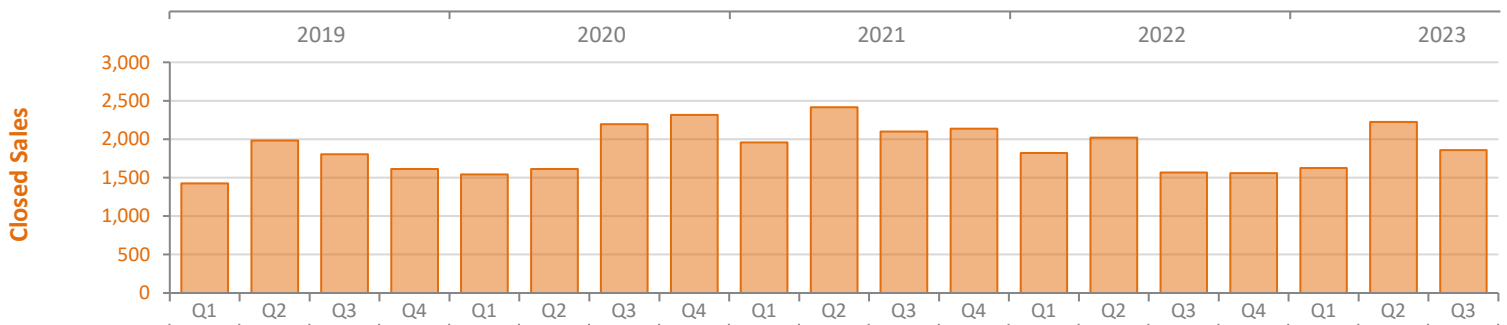
Summary Statistics	Q3 2023	Q3 2022	Percent Change Year-over-Year
Closed Sales	1,860	1,565	18.8%
Paid in Cash	577	521	10.7%
Median Sale Price	\$511,820	\$522,785	-2.1%
Average Sale Price	\$672,945	\$659,271	2.1%
Dollar Volume	\$1.3 Billion	\$1.0 Billion	21.3%
Median Percent of Original List Price Received	97.1%	98.8%	-1.7%
Median Time to Contract	31 Days	12 Days	158.3%
Median Time to Sale	86 Days	54 Days	59.3%
New Pending Sales	1,657	1,650	0.4%
New Listings	2,180	2,456	-11.2%
Pending Inventory	919	999	-8.0%
Inventory (Active Listings)	1,761	1,667	5.6%
Months Supply of Inventory	2.9	2.7	7.4%

## Closed Sales

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	5,711	5.6%
<b>Q3 2023</b>	<b>1,860</b>	<b>18.8%</b>
Q2 2023	2,224	10.0%
Q1 2023	1,627	-10.7%
Q4 2022	1,559	-27.0%
Q3 2022	1,565	-25.4%
Q2 2022	2,022	-16.3%
Q1 2022	1,822	-6.9%
Q4 2021	2,135	-7.7%
Q3 2021	2,098	-4.4%
Q2 2021	2,416	49.9%
Q1 2021	1,958	26.9%
Q4 2020	2,314	43.4%
Q3 2020	2,194	21.7%

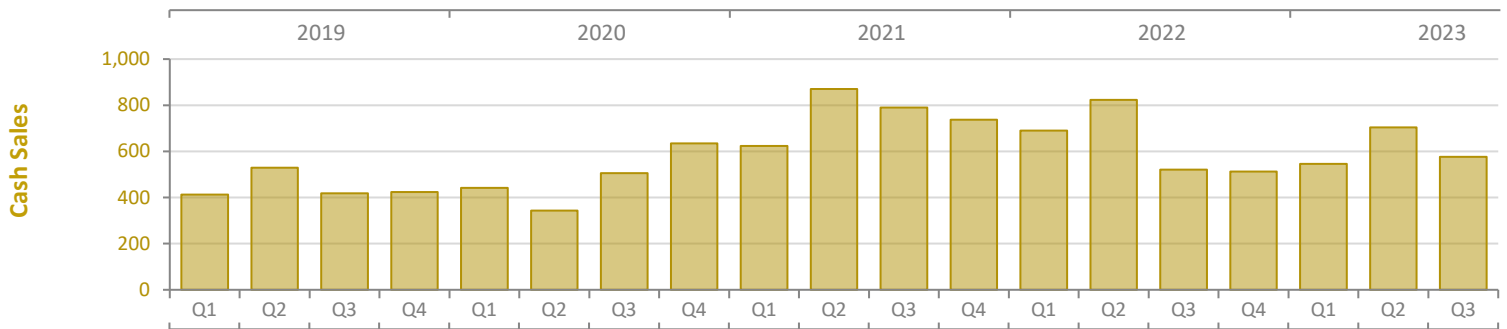


## Cash Sales

The number of Closed Sales during the quarter 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.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,827	-10.2%
<b>Q3 2023</b>	<b>577</b>	<b>10.7%</b>
Q2 2023	704	-14.5%
Q1 2023	546	-20.9%
Q4 2022	512	-30.5%
Q3 2022	521	-34.1%
Q2 2022	823	-5.4%
Q1 2022	690	10.6%
Q4 2021	737	16.2%
Q3 2021	790	56.1%
Q2 2021	870	152.9%
Q1 2021	624	41.2%
Q4 2020	634	49.5%
Q3 2020	506	21.1%

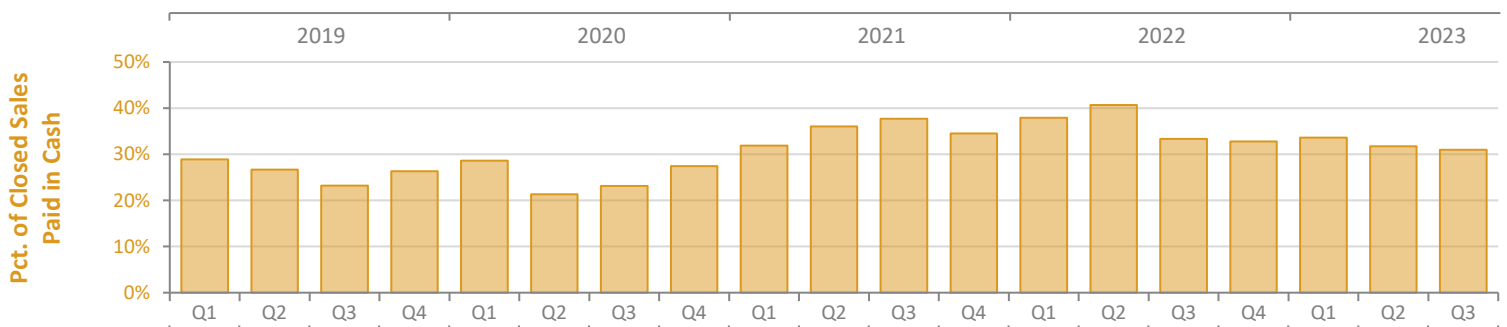


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter 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 quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	32.0%	-14.9%
<b>Q3 2023</b>	<b>31.0%</b>	<b>-6.9%</b>
Q2 2023	31.7%	-22.1%
Q1 2023	33.6%	-11.3%
Q4 2022	32.8%	-4.9%
Q3 2022	33.3%	-11.7%
Q2 2022	40.7%	13.1%
Q1 2022	37.9%	18.8%
Q4 2021	34.5%	25.9%
Q3 2021	37.7%	63.2%
Q2 2021	36.0%	69.0%
Q1 2021	31.9%	11.5%
Q4 2020	27.4%	4.2%
Q3 2020	23.1%	-0.4%



# Quarterly Market Detail - Q3 2023

## Single-Family Homes

### Manatee County

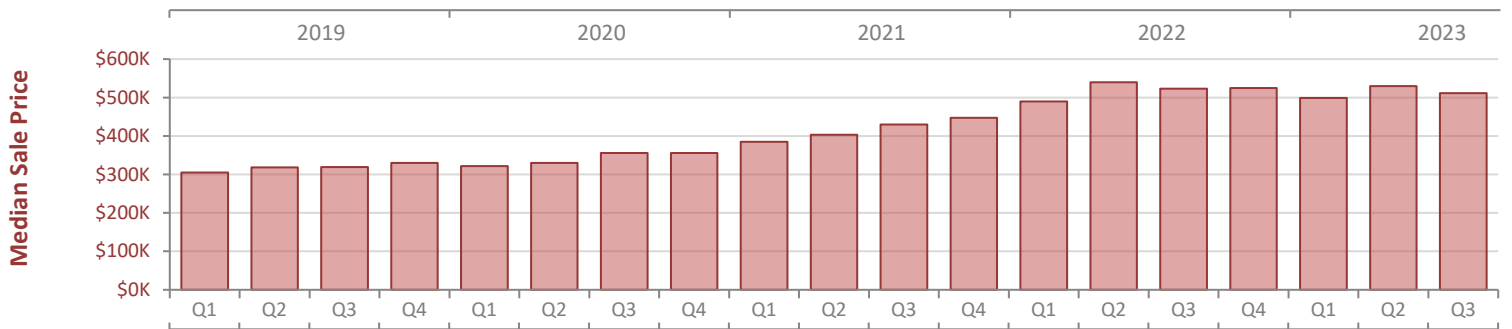


## Median Sale Price

The median sale price reported for the quarter (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 quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$515,000	-1.0%
<b>Q3 2023</b>	<b>\$511,820</b>	<b>-2.1%</b>
Q2 2023	\$530,000	-1.9%
Q1 2023	\$499,000	1.8%
Q4 2022	\$525,000	17.4%
Q3 2022	\$522,785	21.6%
Q2 2022	\$540,000	34.0%
Q1 2022	\$490,000	27.3%
Q4 2021	\$447,000	25.6%
Q3 2021	\$430,000	20.8%
Q2 2021	\$403,000	22.1%
Q1 2021	\$385,000	19.6%
Q4 2020	\$356,000	7.9%
Q3 2020	\$356,000	11.6%

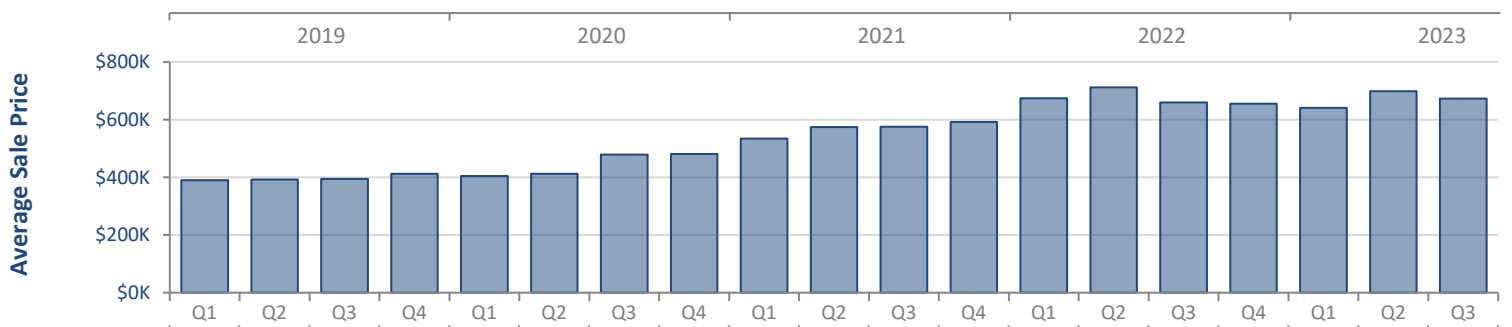


## Average Sale Price

The average sale price reported for the quarter (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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$673,868	-1.5%
<b>Q3 2023</b>	<b>\$672,945</b>	<b>2.1%</b>
Q2 2023	\$698,432	-1.9%
Q1 2023	\$641,346	-4.8%
Q4 2022	\$654,969	10.7%
Q3 2022	\$659,271	14.6%
Q2 2022	\$712,283	24.0%
Q1 2022	\$674,013	26.1%
Q4 2021	\$591,875	23.0%
Q3 2021	\$575,249	20.2%
Q2 2021	\$574,352	39.2%
Q1 2021	\$534,602	32.3%
Q4 2020	\$481,283	16.8%
Q3 2020	\$478,552	21.3%



# Quarterly Market Detail - Q3 2023

## Single-Family Homes

### Manatee County

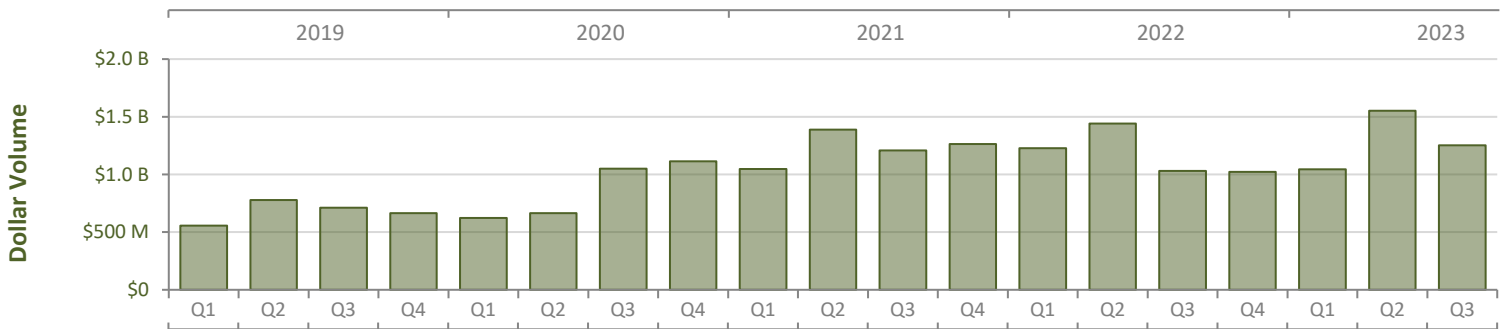


## Dollar Volume

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

**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.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$3.8 Billion	4.0%
<b>Q3 2023</b>	<b>\$1.3 Billion</b>	<b>21.3%</b>
Q2 2023	\$1.6 Billion	7.9%
Q1 2023	\$1.0 Billion	-15.0%
Q4 2022	\$1.0 Billion	-19.2%
Q3 2022	\$1.0 Billion	-14.5%
Q2 2022	\$1.4 Billion	3.8%
Q1 2022	\$1.2 Billion	17.3%
Q4 2021	\$1.3 Billion	13.5%
Q3 2021	\$1.2 Billion	14.9%
Q2 2021	\$1.4 Billion	108.6%
Q1 2021	\$1.0 Billion	67.9%
Q4 2020	\$1.1 Billion	67.4%
Q3 2020	\$1.0 Billion	47.6%

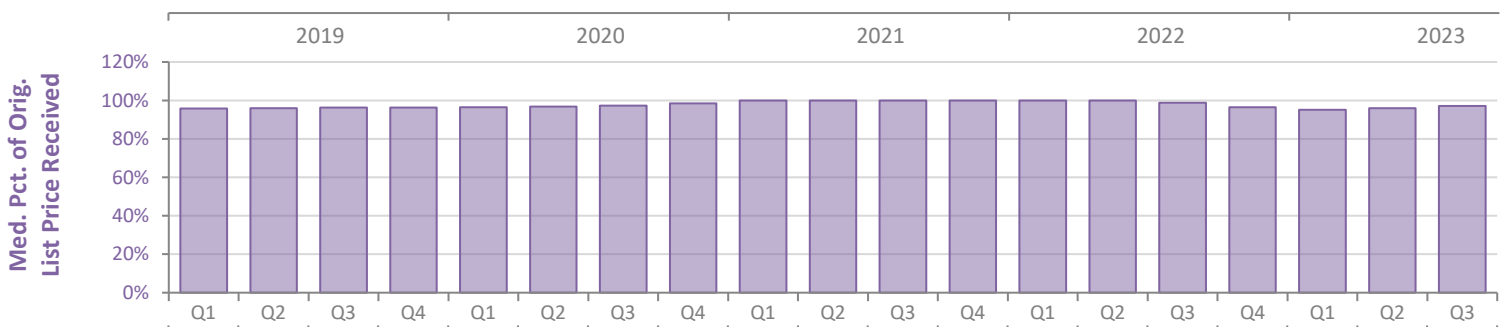


## Median Percent of Original List Price Received

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

**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.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.2%	-3.8%
<b>Q3 2023</b>	<b>97.1%</b>	<b>-1.7%</b>
Q2 2023	96.0%	-4.0%
Q1 2023	95.2%	-4.8%
Q4 2022	96.4%	-3.6%
Q3 2022	98.8%	-1.2%
Q2 2022	100.0%	0.0%
Q1 2022	100.0%	0.0%
Q4 2021	100.0%	1.6%
Q3 2021	100.0%	2.8%
Q2 2021	100.0%	3.3%
Q1 2021	100.0%	3.7%
Q4 2020	98.4%	2.2%
Q3 2020	97.3%	1.0%

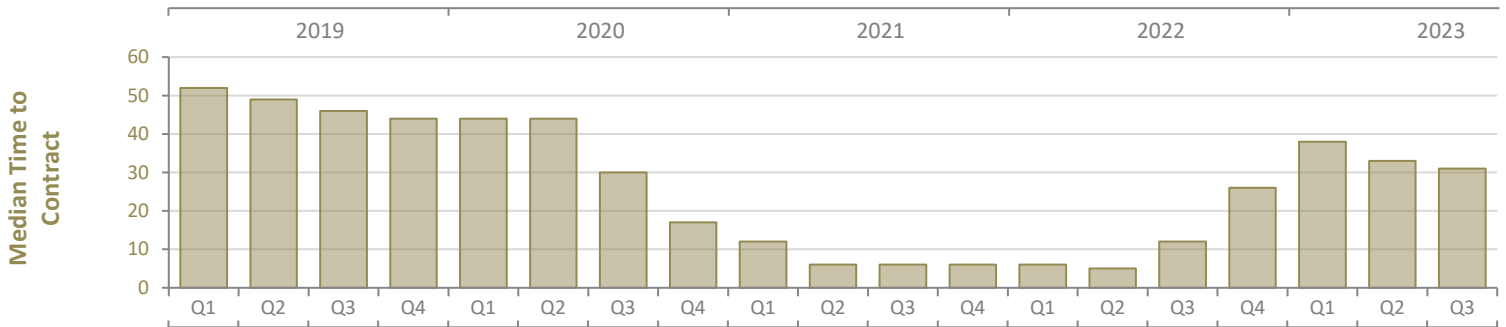


## Median Time to Contract

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

**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 quarter. 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.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	34 Days	385.7%
<b>Q3 2023</b>	<b>31 Days</b>	<b>158.3%</b>
Q2 2023	33 Days	560.0%
Q1 2023	38 Days	533.3%
Q4 2022	26 Days	333.3%
Q3 2022	12 Days	100.0%
Q2 2022	5 Days	-16.7%
Q1 2022	6 Days	-50.0%
Q4 2021	6 Days	-64.7%
Q3 2021	6 Days	-80.0%
Q2 2021	6 Days	-86.4%
Q1 2021	12 Days	-72.7%
Q4 2020	17 Days	-61.4%
Q3 2020	30 Days	-34.8%

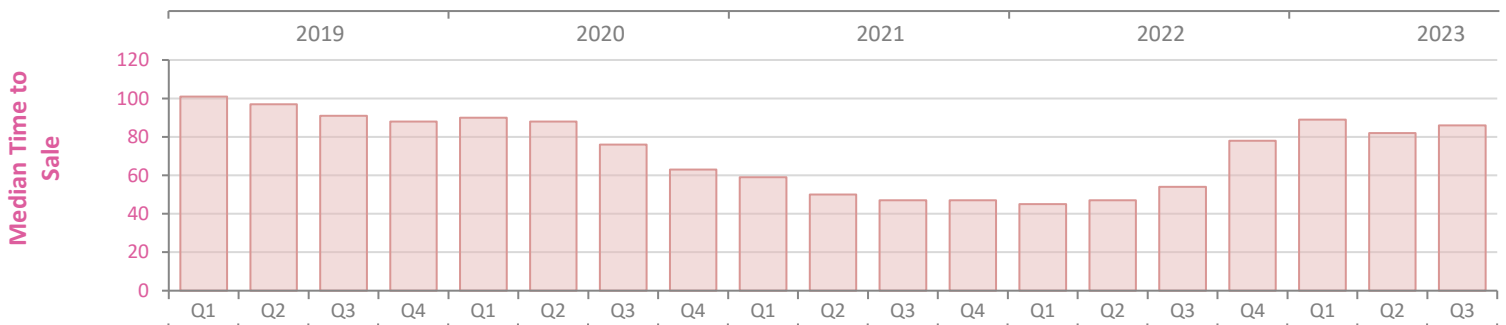


## Median Time to Sale

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

**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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	85 Days	77.1%
<b>Q3 2023</b>	<b>86 Days</b>	<b>59.3%</b>
Q2 2023	82 Days	74.5%
Q1 2023	89 Days	97.8%
Q4 2022	78 Days	66.0%
Q3 2022	54 Days	14.9%
Q2 2022	47 Days	-6.0%
Q1 2022	45 Days	-23.7%
Q4 2021	47 Days	-25.4%
Q3 2021	47 Days	-38.2%
Q2 2021	50 Days	-43.2%
Q1 2021	59 Days	-34.4%
Q4 2020	63 Days	-28.4%
Q3 2020	76 Days	-16.5%



# Quarterly Market Detail - Q3 2023

## Single-Family Homes

### Manatee County



## New Pending Sales

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

**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.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	5,755	7.3%
<b>Q3 2023</b>	<b>1,657</b>	<b>0.4%</b>
Q2 2023	2,040	18.9%
Q1 2023	2,058	3.1%
Q4 2022	1,250	-30.1%
Q3 2022	1,650	-11.1%
Q2 2022	1,716	-19.9%
Q1 2022	1,997	-16.1%
Q4 2021	1,789	-9.3%
Q3 2021	1,856	-20.5%
Q2 2021	2,143	9.6%
Q1 2021	2,379	31.5%
Q4 2020	1,972	34.7%
Q3 2020	2,336	41.0%



## New Listings

The number of properties put onto the market during the quarter

**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.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	6,763	-9.7%
<b>Q3 2023</b>	<b>2,180</b>	<b>-11.2%</b>
Q2 2023	2,282	-17.3%
Q1 2023	2,301	1.3%
Q4 2022	1,778	-10.8%
Q3 2022	2,456	11.5%
Q2 2022	2,759	16.5%
Q1 2022	2,272	9.8%
Q4 2021	1,994	-0.7%
Q3 2021	2,203	1.1%
Q2 2021	2,368	37.3%
Q1 2021	2,069	-7.4%
Q4 2020	2,009	11.7%
Q3 2020	2,180	14.6%





# Quarterly Market Detail - Q3 2023

## Single-Family Homes

### Manatee County

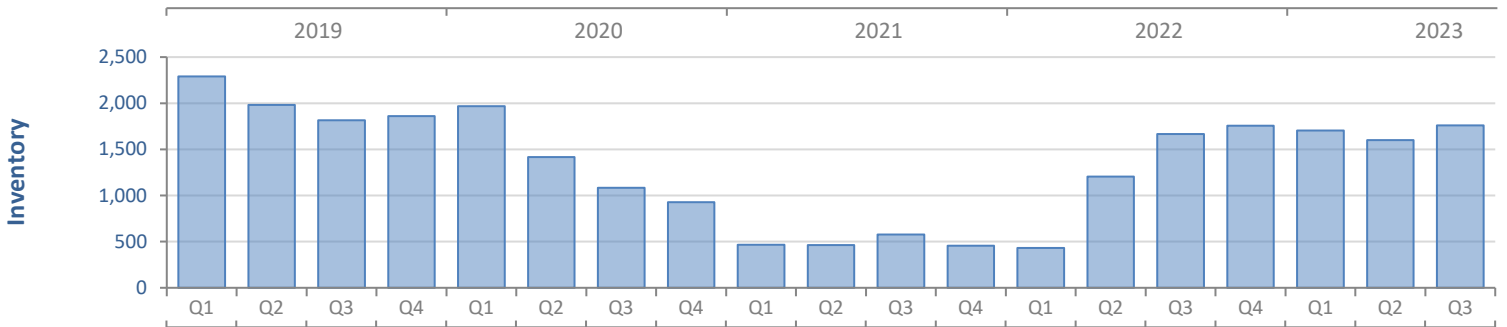


## Inventory (Active Listings)

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

**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 quarter, and hold this number to compare with the same quarter 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.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	1,660	69.1%
<b>Q3 2023</b>	<b>1,761</b>	<b>5.6%</b>
Q2 2023	1,602	32.9%
Q1 2023	1,706	295.8%
Q4 2022	1,755	284.9%
Q3 2022	1,667	187.9%
Q2 2022	1,205	159.7%
Q1 2022	431	-7.7%
Q4 2021	456	-50.9%
Q3 2021	579	-46.6%
Q2 2021	464	-67.2%
Q1 2021	467	-76.3%
Q4 2020	929	-50.1%
Q3 2020	1,084	-40.3%

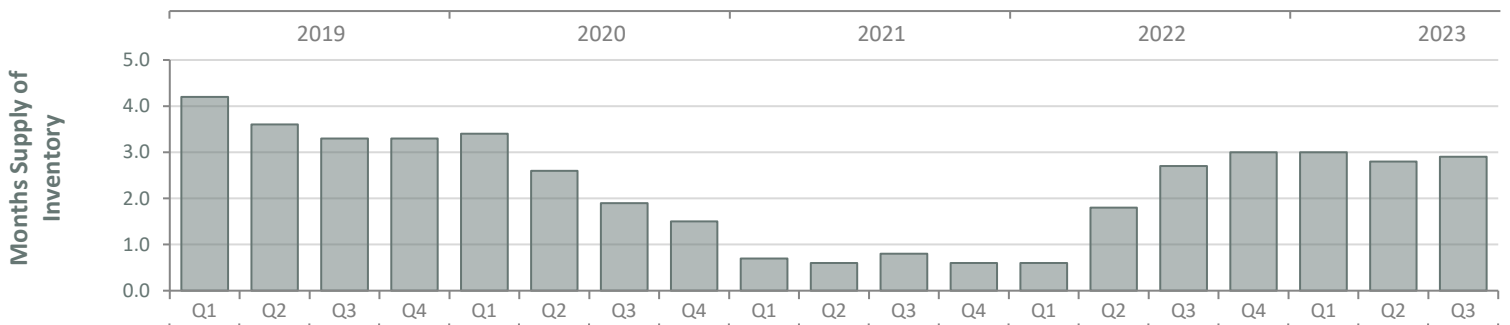


## Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	2.9	93.3%
<b>Q3 2023</b>	<b>2.9</b>	<b>7.4%</b>
Q2 2023	2.8	55.6%
Q1 2023	3.0	400.0%
Q4 2022	3.0	400.0%
Q3 2022	2.7	237.5%
Q2 2022	1.8	200.0%
Q1 2022	0.6	-14.3%
Q4 2021	0.6	-60.0%
Q3 2021	0.8	-57.9%
Q2 2021	0.6	-76.9%
Q1 2021	0.7	-79.4%
Q4 2020	1.5	-54.5%
Q3 2020	1.9	-42.4%

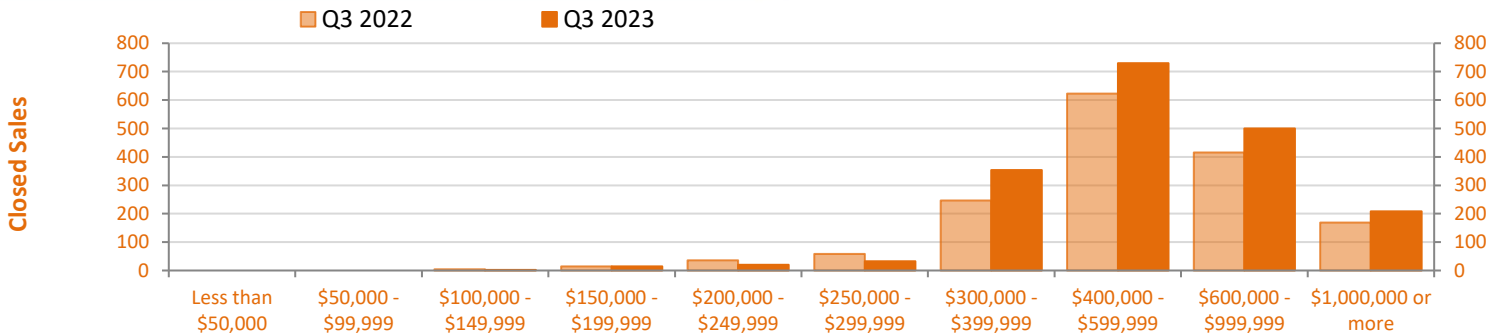


## Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	2	-50.0%
\$150,000 - \$199,999	14	0.0%
\$200,000 - \$249,999	20	-44.4%
\$250,000 - \$299,999	33	-43.1%
\$300,000 - \$399,999	353	43.5%
\$400,000 - \$599,999	730	17.2%
\$600,000 - \$999,999	500	20.5%
\$1,000,000 or more	208	23.1%

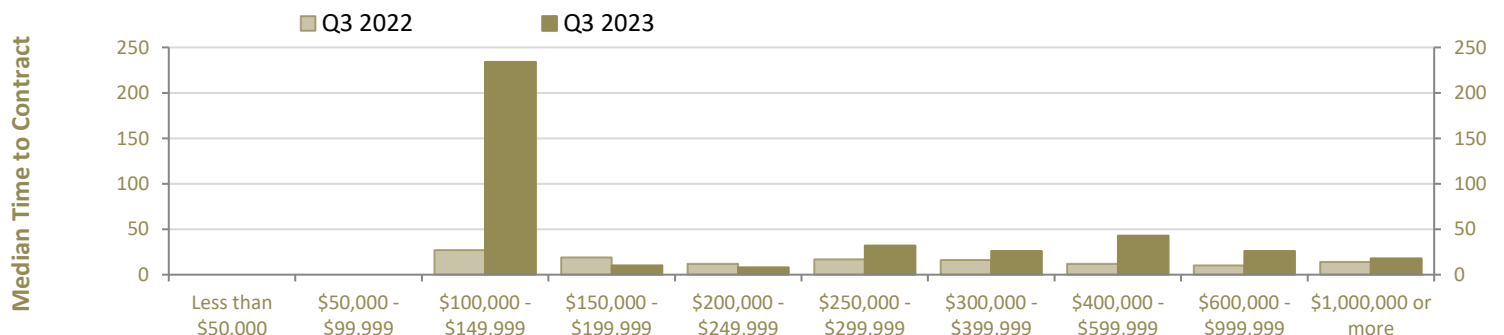


## Median Time to Contract by Sale Price

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

**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 quarter. 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	234 Days	766.7%
\$150,000 - \$199,999	10 Days	-47.4%
\$200,000 - \$249,999	8 Days	-33.3%
\$250,000 - \$299,999	32 Days	88.2%
\$300,000 - \$399,999	26 Days	62.5%
\$400,000 - \$599,999	43 Days	258.3%
\$600,000 - \$999,999	26 Days	160.0%
\$1,000,000 or more	18 Days	28.6%



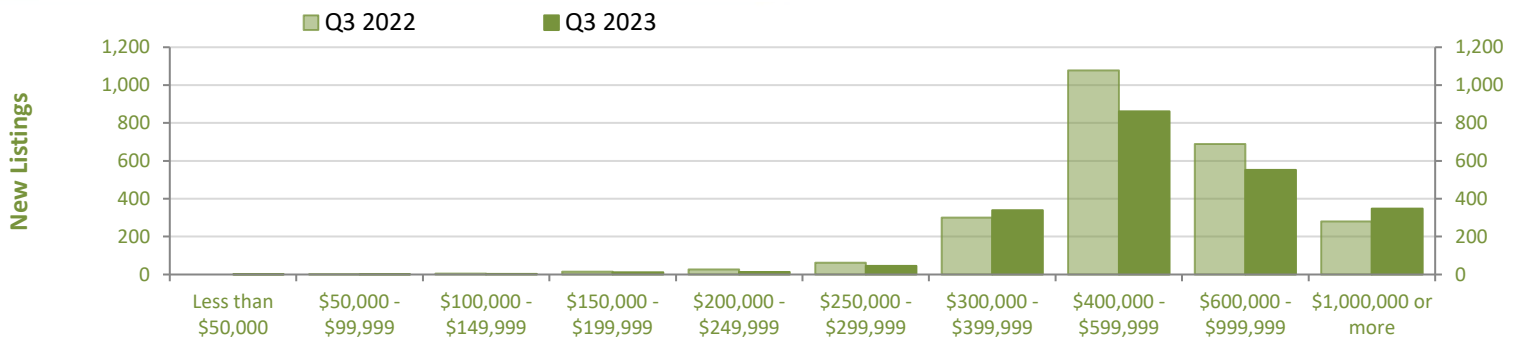


## New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

**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	2	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	3	-40.0%
\$150,000 - \$199,999	12	-20.0%
\$200,000 - \$249,999	14	-46.2%
\$250,000 - \$299,999	46	-27.0%
\$300,000 - \$399,999	340	13.3%
\$400,000 - \$599,999	861	-20.1%
\$600,000 - \$999,999	553	-19.7%
\$1,000,000 or more	348	24.3%

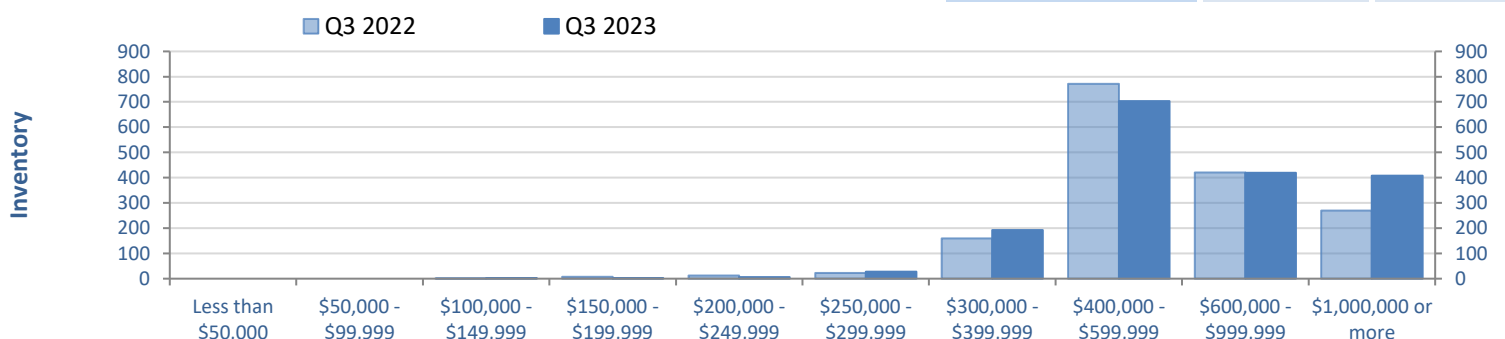


## Inventory by Current Listing Price

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

**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 quarter, and hold this number to compare with the same quarter 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.

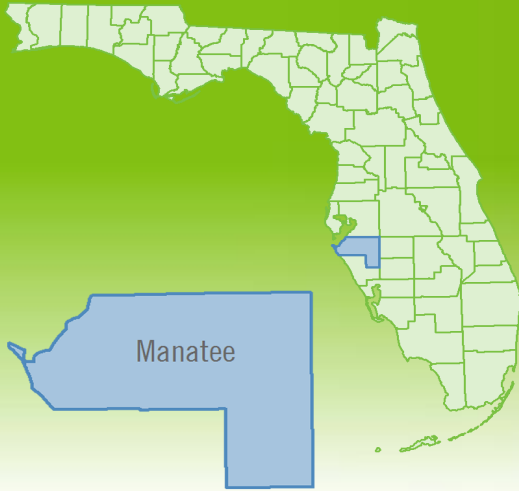
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	2	100.0%
\$150,000 - \$199,999	2	-75.0%
\$200,000 - \$249,999	6	-53.8%
\$250,000 - \$299,999	28	21.7%
\$300,000 - \$399,999	193	21.4%
\$400,000 - \$599,999	703	-8.9%
\$600,000 - \$999,999	419	-0.5%
\$1,000,000 or more	408	51.1%



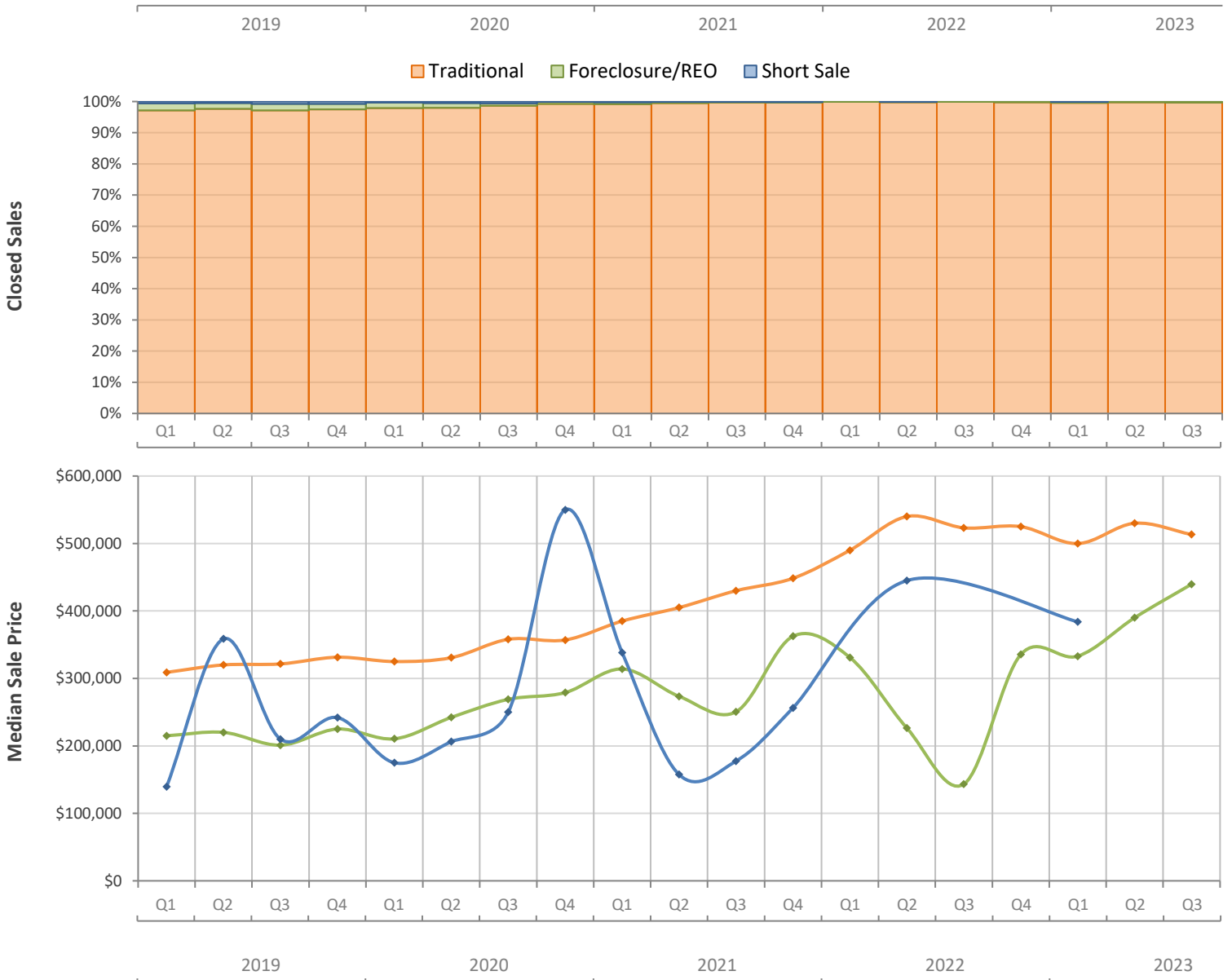
# Quarterly Distressed Market - Q3 2023

## Single-Family Homes

### Manatee County



		Q3 2023	Q3 2022	Percent Change Year-over-Year
Traditional	Closed Sales	1,854	1,563	18.6%
	Median Sale Price	\$513,315	\$523,200	-1.9%
Foreclosure/REO	Closed Sales	6	2	200.0%
	Median Sale Price	\$439,688	\$143,250	206.9%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, October 19, 2023. Next data release is TBD.