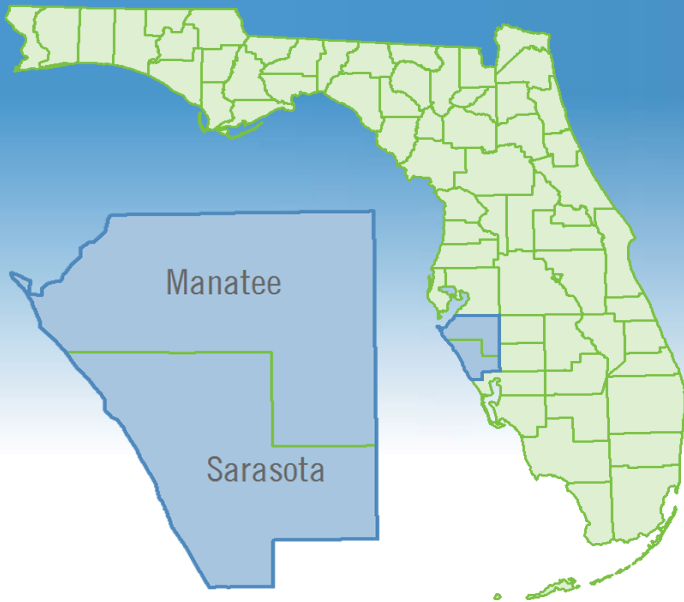


# Monthly Market Detail - December 2024

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA



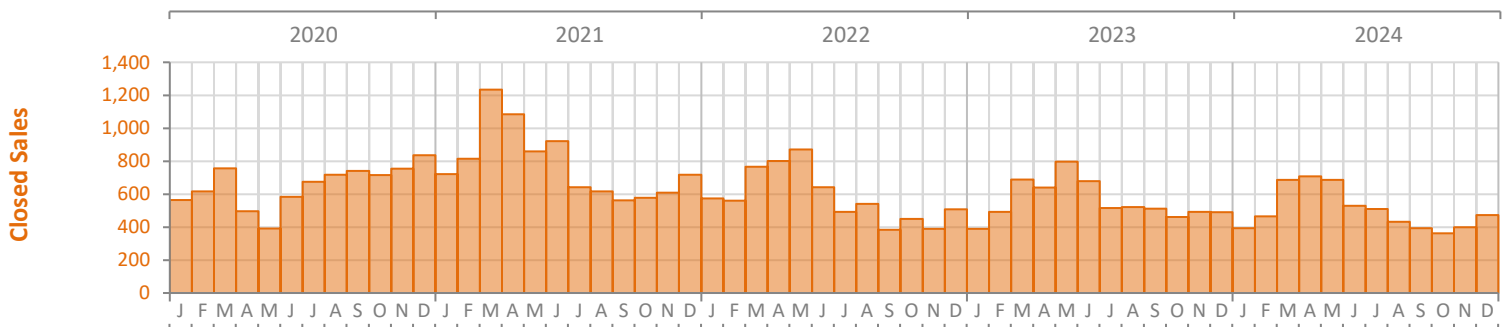
Summary Statistics	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	472	491	-3.9%
Paid in Cash	281	321	-12.5%
Median Sale Price	\$353,500	\$400,000	-11.6%
Average Sale Price	\$622,825	\$643,477	-3.2%
Dollar Volume	\$294.0 Million	\$315.9 Million	-7.0%
Median Percent of Original List Price Received	94.1%	96.5%	-2.5%
Median Time to Contract	59 Days	27 Days	118.5%
Median Time to Sale	109 Days	67 Days	62.7%
New Pending Sales	399	416	-4.1%
New Listings	856	686	24.8%
Pending Inventory	683	697	-2.0%
Inventory (Active Listings)	3,470	2,749	26.2%
Months Supply of Inventory	6.9	4.9	40.8%

## 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	6,038	-9.6%
<b>December 2024</b>	<b>472</b>	<b>-3.9%</b>
November 2024	399	-18.9%
October 2024	362	-21.5%
September 2024	394	-23.0%
August 2024	432	-17.1%
July 2024	510	-1.0%
June 2024	529	-22.0%
May 2024	687	-13.8%
April 2024	707	10.6%
March 2024	686	-0.4%
February 2024	466	-5.3%
January 2024	394	1.3%
December 2023	491	-3.2%

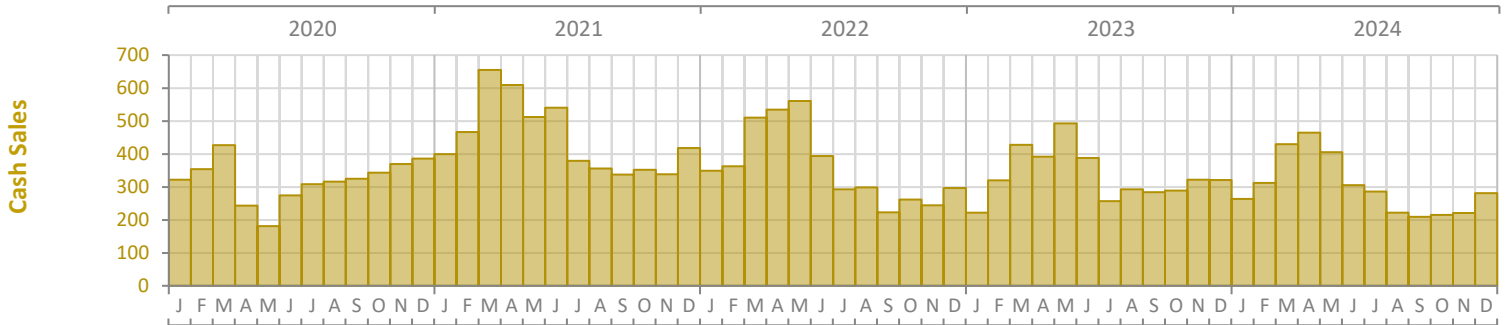


## Cash Sales

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	3,615	-9.8%
<b>December 2024</b>	<b>281</b>	<b>-12.5%</b>
November 2024	221	-31.4%
October 2024	215	-25.6%
September 2024	209	-26.4%
August 2024	222	-24.2%
July 2024	286	11.3%
June 2024	305	-21.4%
May 2024	405	-17.8%
April 2024	465	18.6%
March 2024	430	0.5%
February 2024	312	-2.5%
January 2024	264	18.9%
December 2023	321	8.1%

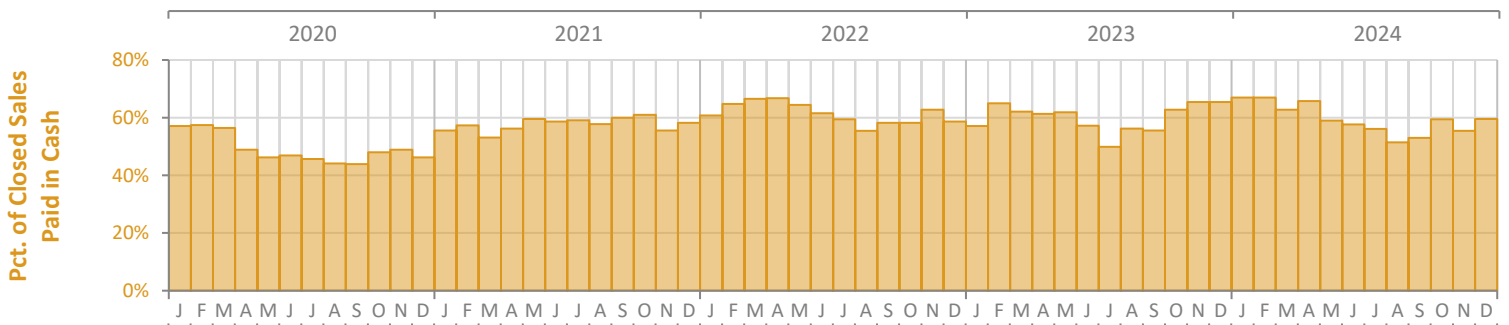


## Cash Sales as a Percentage of Closed Sales

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	59.9%	-0.3%
<b>December 2024</b>	<b>59.5%</b>	<b>-9.0%</b>
November 2024	55.4%	-15.3%
October 2024	59.4%	-5.3%
September 2024	53.0%	-4.5%
August 2024	51.4%	-8.5%
July 2024	56.1%	12.4%
June 2024	57.7%	0.9%
May 2024	59.0%	-4.7%
April 2024	65.8%	7.3%
March 2024	62.7%	1.0%
February 2024	67.0%	3.1%
January 2024	67.0%	17.3%
December 2023	65.4%	11.6%

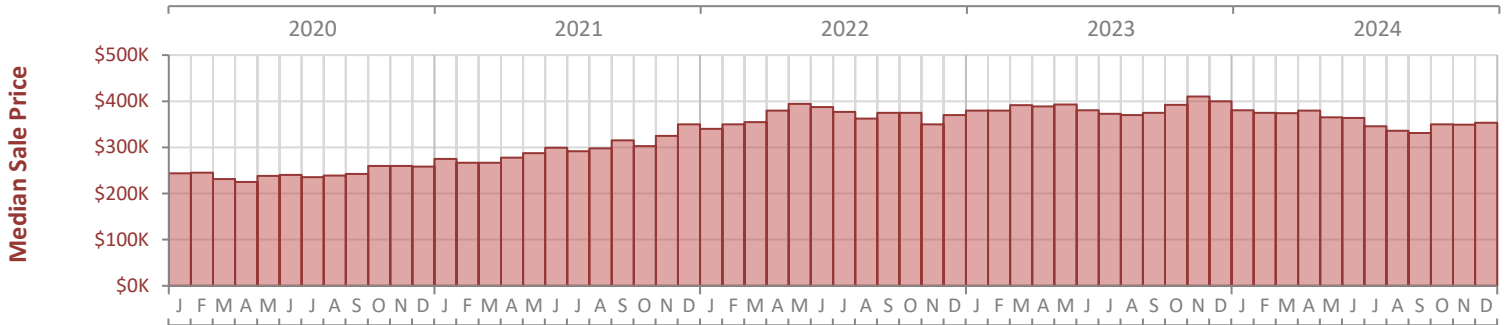


## Median Sale Price

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	\$360,000	-6.5%
<b>December 2024</b>	<b>\$353,500</b>	<b>-11.6%</b>
November 2024	\$349,000	-14.9%
October 2024	\$349,935	-10.8%
September 2024	\$331,000	-11.7%
August 2024	\$336,000	-9.2%
July 2024	\$345,995	-7.2%
June 2024	\$363,520	-4.5%
May 2024	\$365,000	-7.1%
April 2024	\$380,000	-2.2%
March 2024	\$373,900	-4.5%
February 2024	\$375,000	-1.3%
January 2024	\$380,573	0.2%
December 2023	\$400,000	8.1%

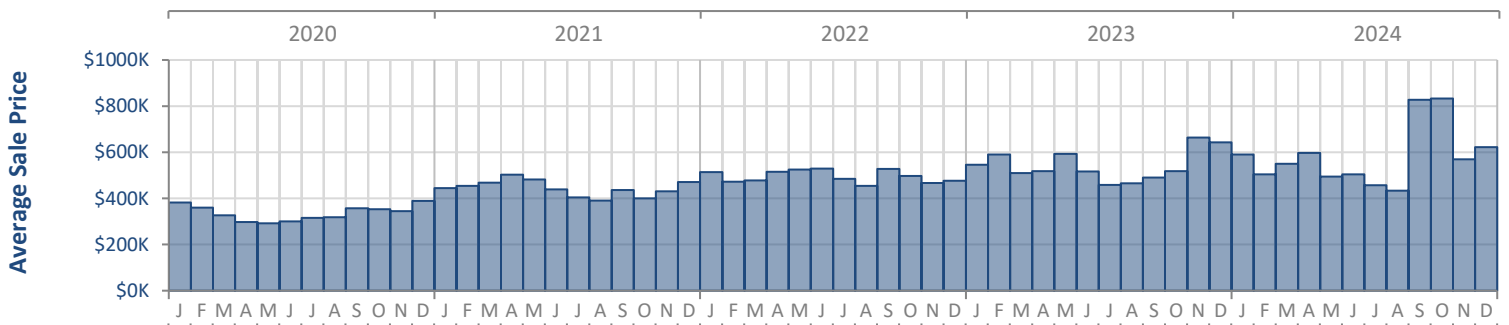


## Average Sale Price

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	\$570,366	5.2%
<b>December 2024</b>	<b>\$622,825</b>	<b>-3.2%</b>
November 2024	\$569,783	-14.1%
October 2024	\$833,635	61.1%
September 2024	\$827,948	68.7%
August 2024	\$434,040	-6.8%
July 2024	\$456,930	-0.3%
June 2024	\$504,461	-2.3%
May 2024	\$494,635	-16.5%
April 2024	\$596,564	15.2%
March 2024	\$550,620	8.0%
February 2024	\$504,539	-14.5%
January 2024	\$590,715	8.2%
December 2023	\$643,477	35.2%



# Monthly Market Detail - December 2024

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA

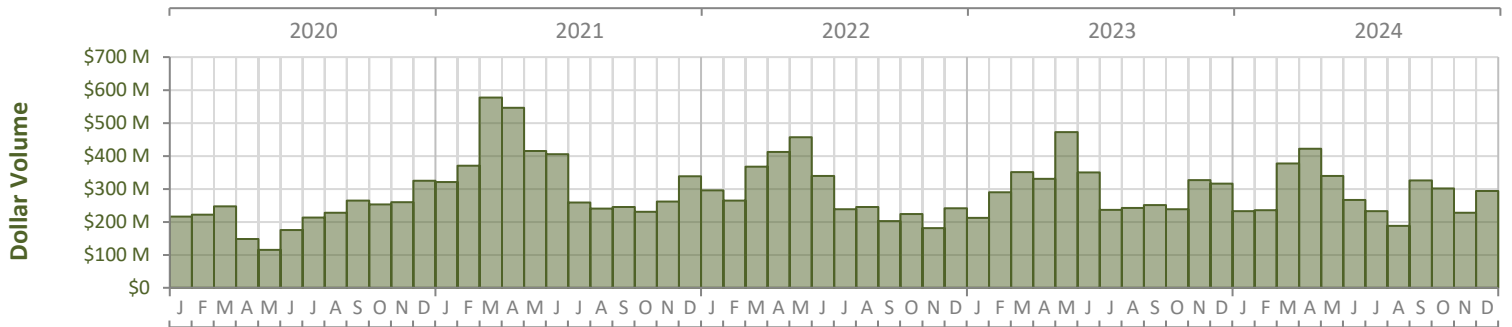


## Dollar Volume

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	\$3.4 Billion	-4.8%
<b>December 2024</b>	<b>\$294.0 Million</b>	<b>-7.0%</b>
November 2024	\$227.3 Million	-30.3%
October 2024	\$301.8 Million	26.5%
September 2024	\$326.2 Million	29.9%
August 2024	\$187.5 Million	-22.7%
July 2024	\$233.0 Million	-1.3%
June 2024	\$266.9 Million	-23.8%
May 2024	\$339.8 Million	-28.1%
April 2024	\$421.8 Million	27.5%
March 2024	\$377.7 Million	7.5%
February 2024	\$235.1 Million	-19.0%
January 2024	\$232.7 Million	9.6%
December 2023	\$315.9 Million	31.0%

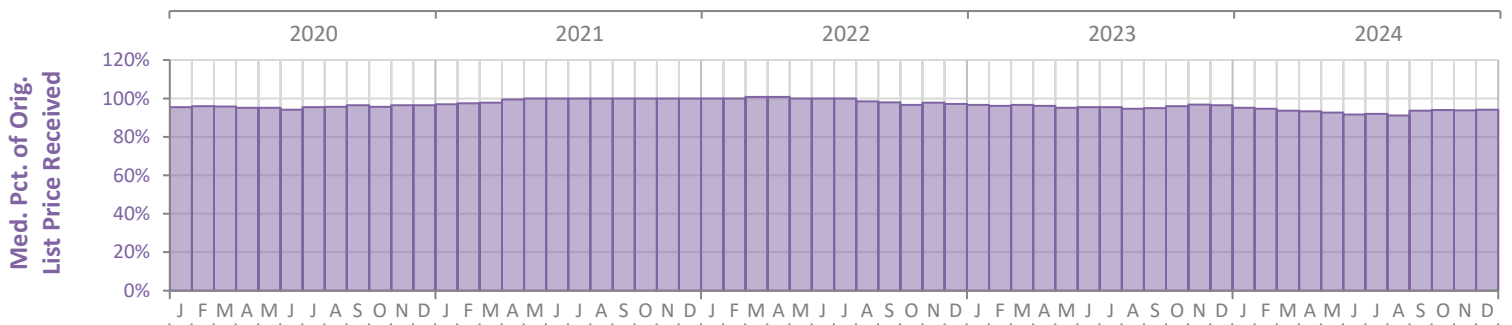


## Median Percent of Original List Price Received

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	93.4%	-2.6%
<b>December 2024</b>	<b>94.1%</b>	<b>-2.5%</b>
November 2024	93.8%	-3.1%
October 2024	93.9%	-2.2%
September 2024	93.6%	-1.5%
August 2024	91.1%	-3.8%
July 2024	92.0%	-3.7%
June 2024	91.7%	-3.9%
May 2024	92.7%	-2.6%
April 2024	93.3%	-2.9%
March 2024	93.7%	-3.0%
February 2024	94.6%	-1.7%
January 2024	95.2%	-1.6%
December 2023	96.5%	-0.6%

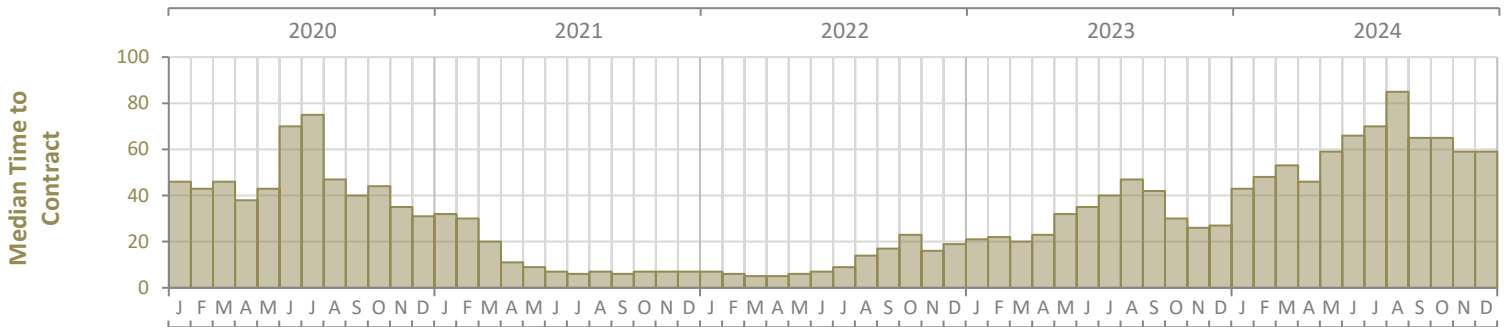


## Median Time to Contract

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	62 Days	100.0%
<b>December 2024</b>	<b>59 Days</b>	<b>118.5%</b>
November 2024	59 Days	126.9%
October 2024	65 Days	116.7%
September 2024	65 Days	54.8%
August 2024	85 Days	80.9%
July 2024	70 Days	75.0%
June 2024	66 Days	88.6%
May 2024	59 Days	84.4%
April 2024	46 Days	100.0%
March 2024	53 Days	165.0%
February 2024	48 Days	118.2%
January 2024	43 Days	104.8%
December 2023	27 Days	42.1%

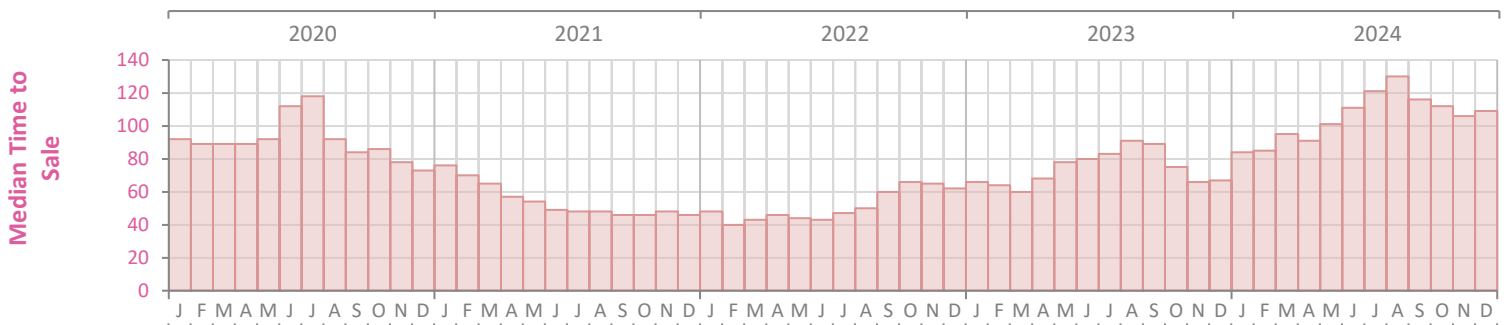


## Median Time to Sale

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	106 Days	41.3%
<b>December 2024</b>	<b>109 Days</b>	<b>62.7%</b>
November 2024	106 Days	60.6%
October 2024	112 Days	49.3%
September 2024	116 Days	30.3%
August 2024	130 Days	42.9%
July 2024	121 Days	45.8%
June 2024	111 Days	38.8%
May 2024	101 Days	29.5%
April 2024	91 Days	33.8%
March 2024	95 Days	58.3%
February 2024	85 Days	32.8%
January 2024	84 Days	27.3%
December 2023	67 Days	8.1%



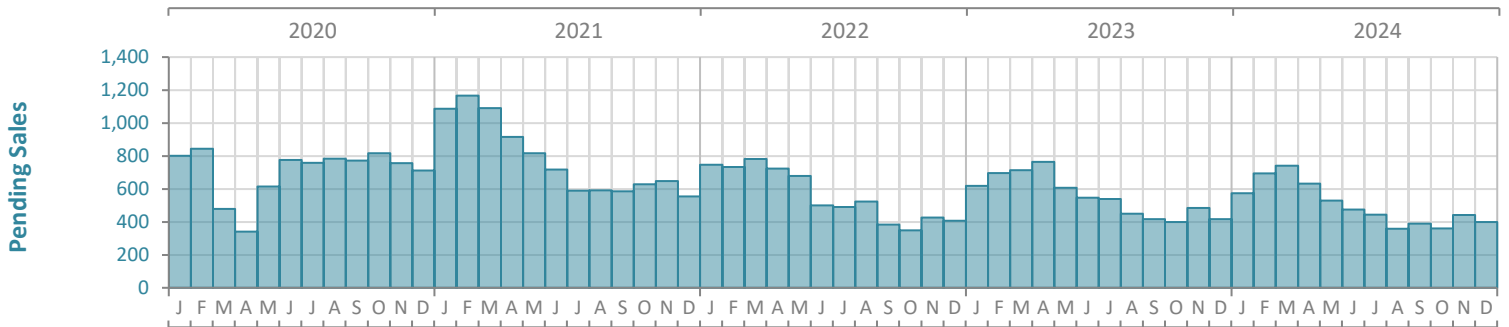


## New Pending Sales

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	6,038	-9.2%
<b>December 2024</b>	<b>399</b>	<b>-4.1%</b>
November 2024	442	-8.9%
October 2024	361	-9.5%
September 2024	390	-6.5%
August 2024	358	-20.4%
July 2024	443	-17.8%
June 2024	475	-13.2%
May 2024	529	-12.7%
April 2024	632	-17.4%
March 2024	741	3.9%
February 2024	694	-0.3%
January 2024	574	-7.1%
December 2023	416	2.5%

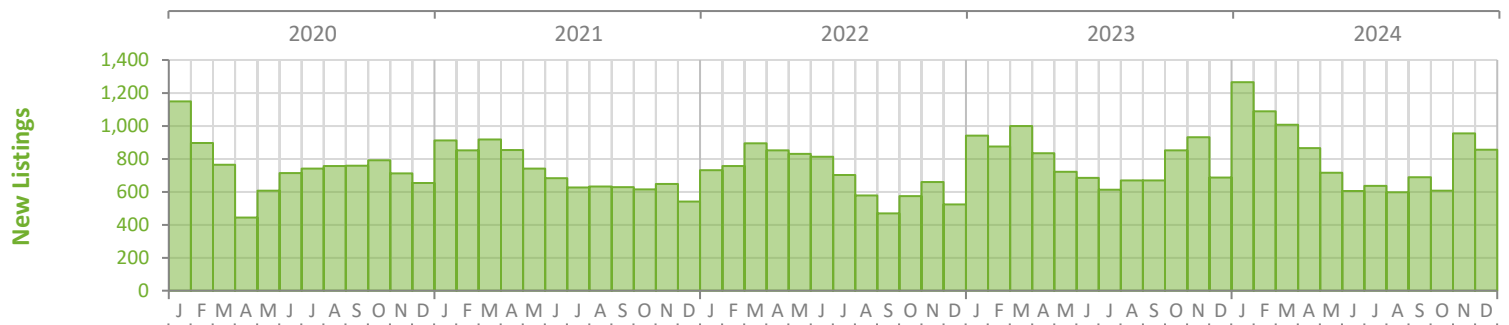


## New Listings

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	9,887	4.4%
<b>December 2024</b>	<b>856</b>	<b>24.8%</b>
November 2024	954	2.4%
October 2024	607	-28.7%
September 2024	689	3.0%
August 2024	597	-10.8%
July 2024	636	3.9%
June 2024	604	-11.7%
May 2024	716	-0.7%
April 2024	866	3.8%
March 2024	1,007	0.8%
February 2024	1,089	24.5%
January 2024	1,266	34.5%
December 2023	686	30.9%



# Monthly Market Detail - December 2024

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA

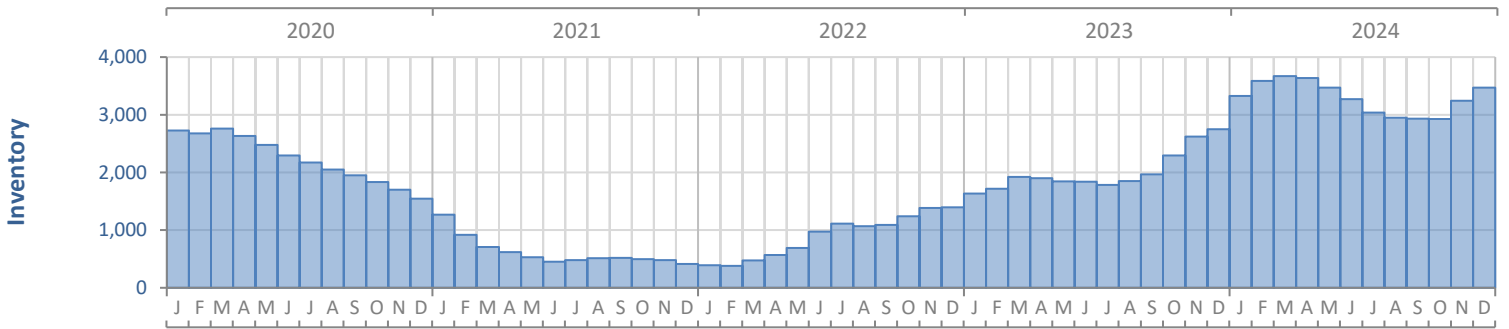


## Inventory (Active Listings)

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)	3,293	63.8%
<b>December 2024</b>	<b>3,470</b>	<b>26.2%</b>
November 2024	3,243	23.7%
October 2024	2,926	27.7%
September 2024	2,933	49.2%
August 2024	2,948	59.4%
July 2024	3,038	70.4%
June 2024	3,271	77.7%
May 2024	3,468	87.8%
April 2024	3,636	91.6%
March 2024	3,672	90.9%
February 2024	3,588	109.2%
January 2024	3,325	103.6%
December 2023	2,749	96.8%

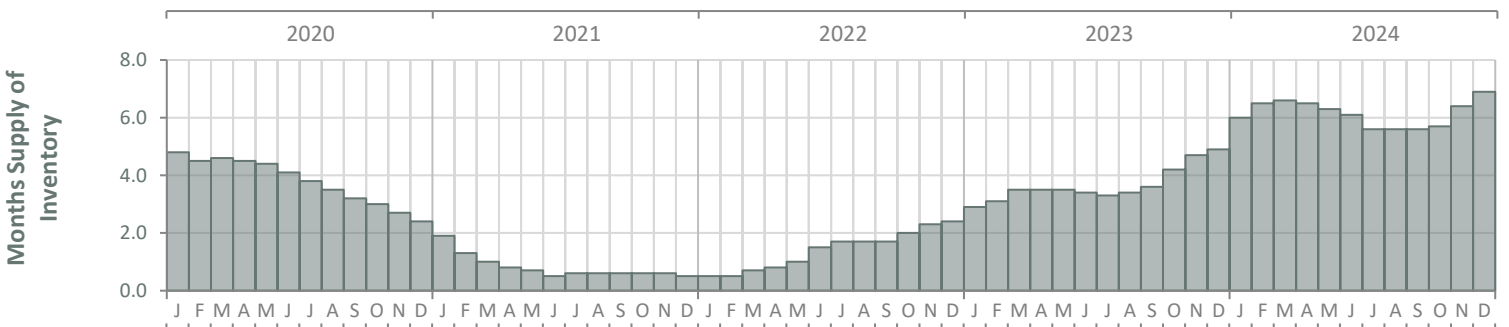


## Months Supply of Inventory

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)	6.2	67.6%
<b>December 2024</b>	<b>6.9</b>	<b>40.8%</b>
November 2024	6.4	36.2%
October 2024	5.7	35.7%
September 2024	5.6	55.6%
August 2024	5.6	64.7%
July 2024	5.6	69.7%
June 2024	6.1	79.4%
May 2024	6.3	80.0%
April 2024	6.5	85.7%
March 2024	6.6	88.6%
February 2024	6.5	109.7%
January 2024	6.0	106.9%
December 2023	4.9	104.2%

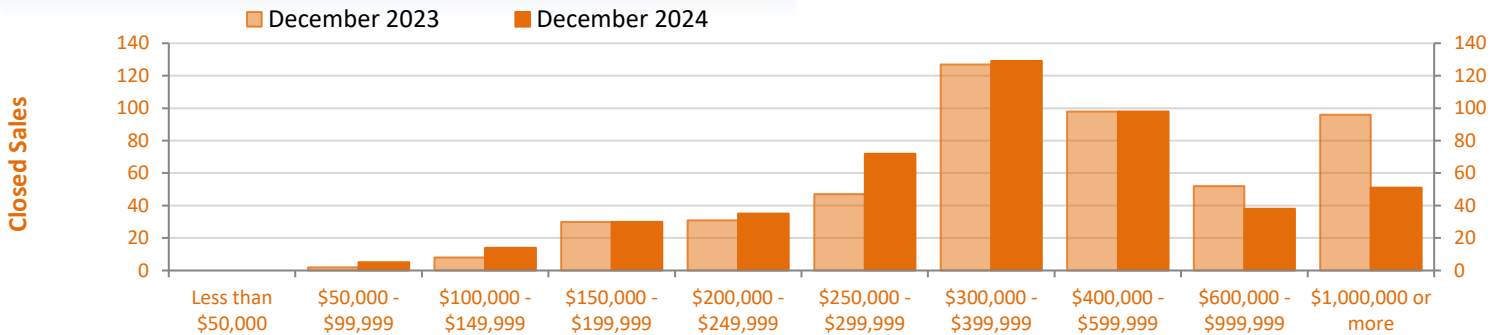


## Closed Sales by Sale Price

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	5	150.0%
\$100,000 - \$149,999	14	75.0%
\$150,000 - \$199,999	30	0.0%
\$200,000 - \$249,999	35	12.9%
\$250,000 - \$299,999	72	53.2%
\$300,000 - \$399,999	129	1.6%
\$400,000 - \$599,999	98	0.0%
\$600,000 - \$999,999	38	-26.9%
\$1,000,000 or more	51	-46.9%

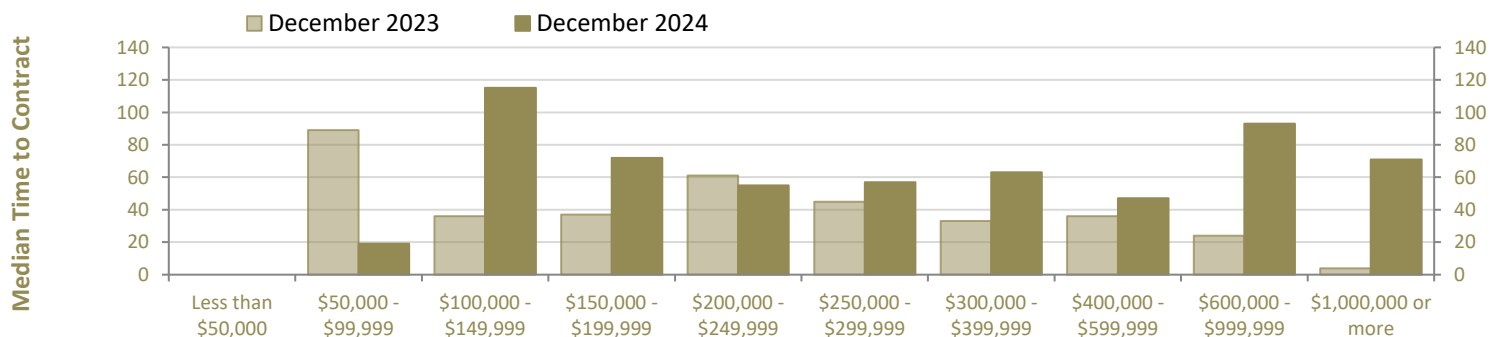


## Median Time to Contract by Sale Price

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	19 Days	-78.7%
\$100,000 - \$149,999	115 Days	219.4%
\$150,000 - \$199,999	72 Days	94.6%
\$200,000 - \$249,999	55 Days	-9.8%
\$250,000 - \$299,999	57 Days	26.7%
\$300,000 - \$399,999	63 Days	90.9%
\$400,000 - \$599,999	47 Days	30.6%
\$600,000 - \$999,999	93 Days	287.5%
\$1,000,000 or more	71 Days	1675.0%



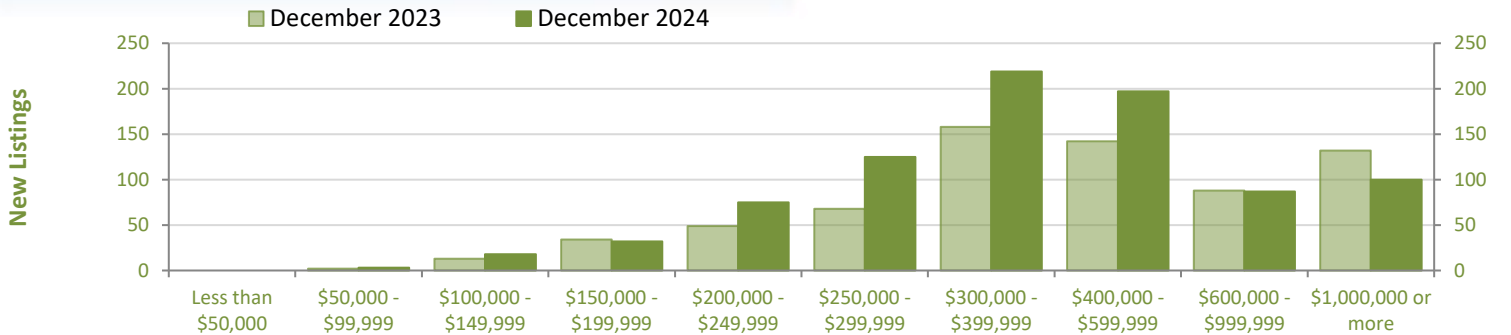


## New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	3	50.0%
\$100,000 - \$149,999	18	38.5%
\$150,000 - \$199,999	32	-5.9%
\$200,000 - \$249,999	75	53.1%
\$250,000 - \$299,999	125	83.8%
\$300,000 - \$399,999	219	38.6%
\$400,000 - \$599,999	197	38.7%
\$600,000 - \$999,999	87	-1.1%
\$1,000,000 or more	100	-24.2%

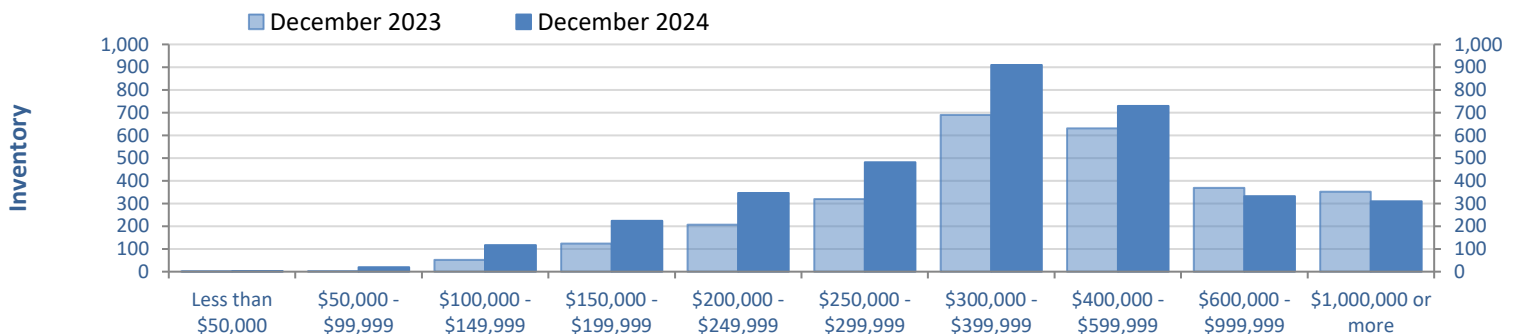


## Inventory by Current Listing Price

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.

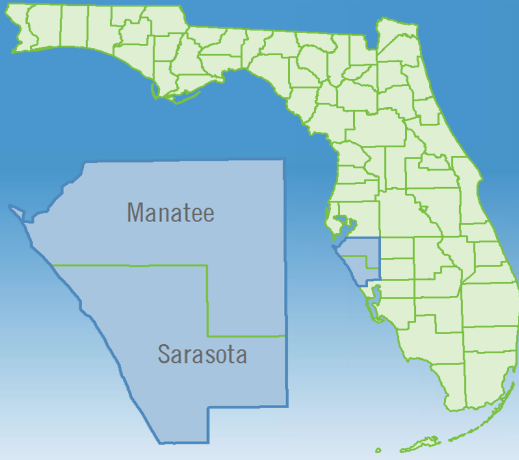
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	100.0%
\$50,000 - \$99,999	20	566.7%
\$100,000 - \$149,999	116	123.1%
\$150,000 - \$199,999	224	80.6%
\$200,000 - \$249,999	346	67.1%
\$250,000 - \$299,999	482	50.6%
\$300,000 - \$399,999	910	31.9%
\$400,000 - \$599,999	729	15.5%
\$600,000 - \$999,999	332	-10.0%
\$1,000,000 or more	309	-12.2%



# Monthly Distressed Market - December 2024

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA



		December 2024	December 2023	Percent Change Year-over-Year
Traditional	Closed Sales	471	489	-3.7%
	Median Sale Price	\$354,000	\$400,000	-11.5%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$221,000	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$320,552	(No Sales)	N/A

