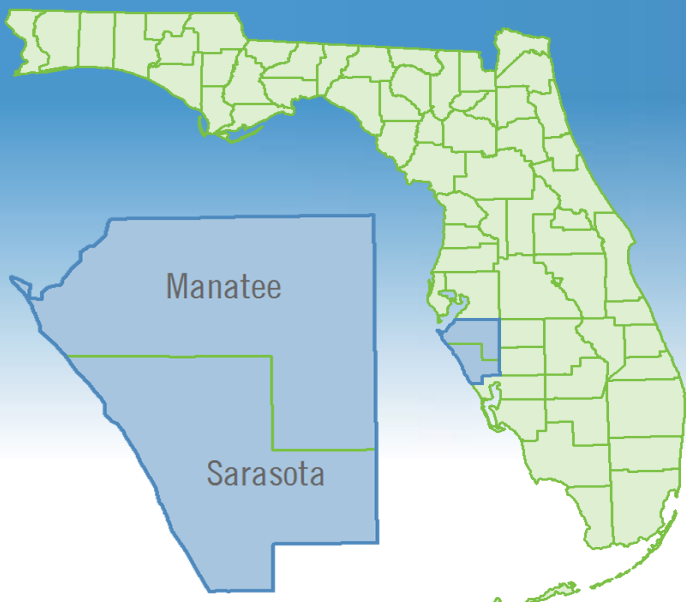


# Quarterly Market Detail - Q4 2024

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA



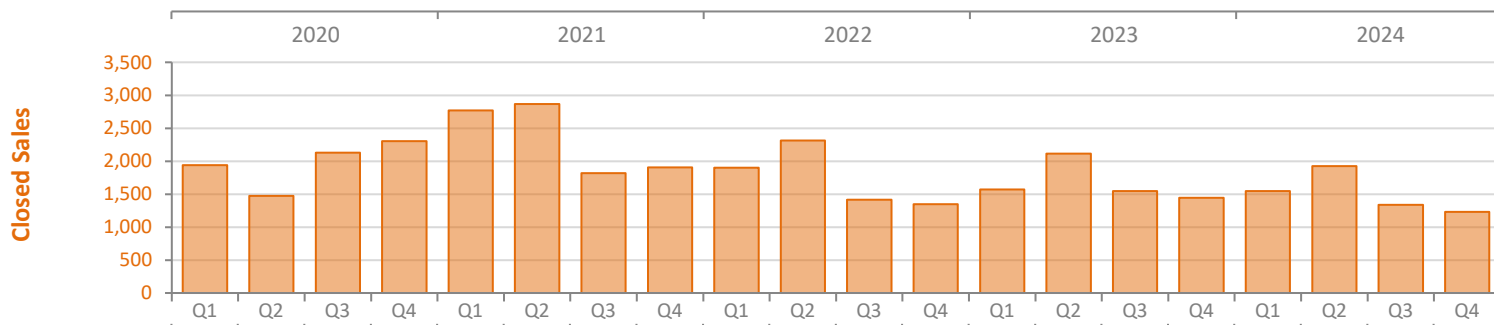
Summary Statistics	Q4 2024	Q4 2023	Percent Change Year-over-Year
Closed Sales	1,233	1,444	-14.6%
Paid in Cash	717	932	-23.1%
Median Sale Price	\$350,000	\$400,000	-12.5%
Average Sale Price	\$667,553	\$610,078	9.4%
Dollar Volume	\$823.1 Million	\$881.0 Million	-6.6%
Median Percent of Original List Price Received	94.0%	96.5%	-2.6%
Median Time to Contract	65 Days	28 Days	132.1%
Median Time to Sale	112 Days	71 Days	57.7%
New Pending Sales	1,202	1,300	-7.5%
New Listings	2,417	2,469	-2.1%
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 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	6,038	-9.6%
<b>Q4 2024</b>	<b>1,233</b>	<b>-14.6%</b>
Q3 2024	1,336	-13.7%
Q2 2024	1,923	-9.0%
Q1 2024	1,546	-1.5%
Q4 2023	1,444	7.3%
Q3 2023	1,548	9.3%
Q2 2023	2,114	-8.6%
Q1 2023	1,570	-17.5%
Q4 2022	1,346	-29.3%
Q3 2022	1,416	-22.2%
Q2 2022	2,313	-19.3%
Q1 2022	1,902	-31.3%
Q4 2021	1,904	-17.4%

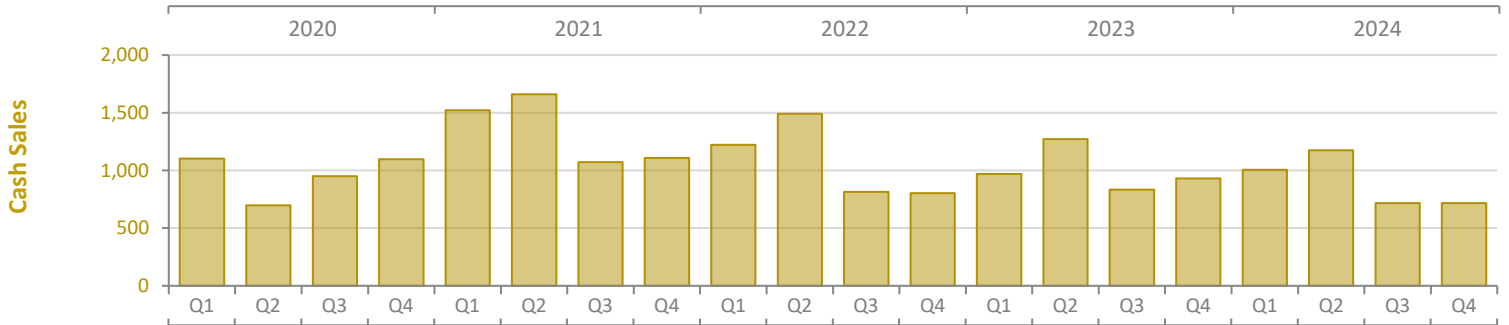


## Cash Sales

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	3,615	-9.8%
<b>Q4 2024</b>	<b>717</b>	<b>-23.1%</b>
Q3 2024	717	-14.0%
Q2 2024	1,175	-7.7%
Q1 2024	1,006	3.7%
Q4 2023	932	16.1%
Q3 2023	834	2.3%
Q2 2023	1,273	-14.6%
Q1 2023	970	-20.6%
Q4 2022	803	-27.5%
Q3 2022	815	-24.0%
Q2 2022	1,490	-10.3%
Q1 2022	1,222	-19.7%
Q4 2021	1,108	0.9%

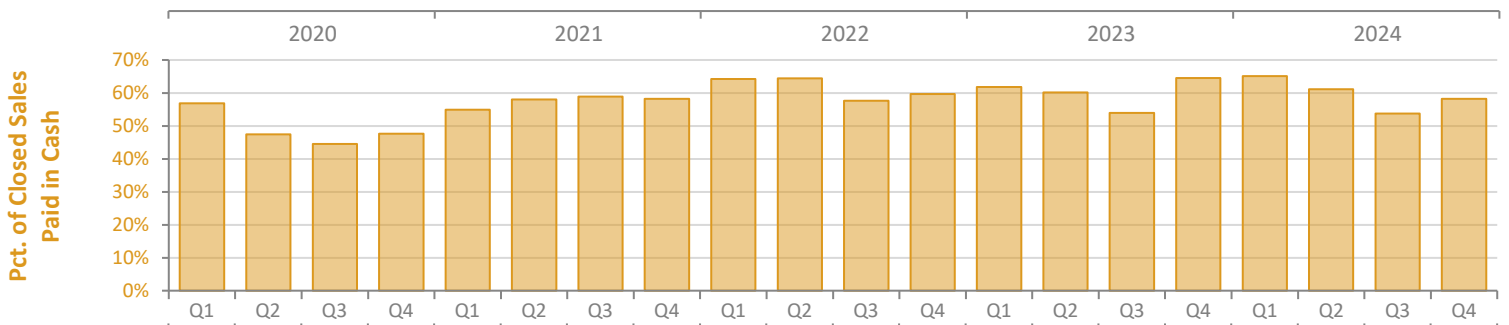


## Cash Sales as a Percentage of Closed Sales

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	59.9%	-0.3%
<b>Q4 2024</b>	<b>58.2%</b>	<b>-9.8%</b>
Q3 2024	53.7%	-0.4%
Q2 2024	61.1%	1.5%
Q1 2024	65.1%	5.3%
Q4 2023	64.5%	8.0%
Q3 2023	53.9%	-6.4%
Q2 2023	60.2%	-6.5%
Q1 2023	61.8%	-3.7%
Q4 2022	59.7%	2.6%
Q3 2022	57.6%	-2.2%
Q2 2022	64.4%	11.0%
Q1 2022	64.2%	16.9%
Q4 2021	58.2%	22.3%

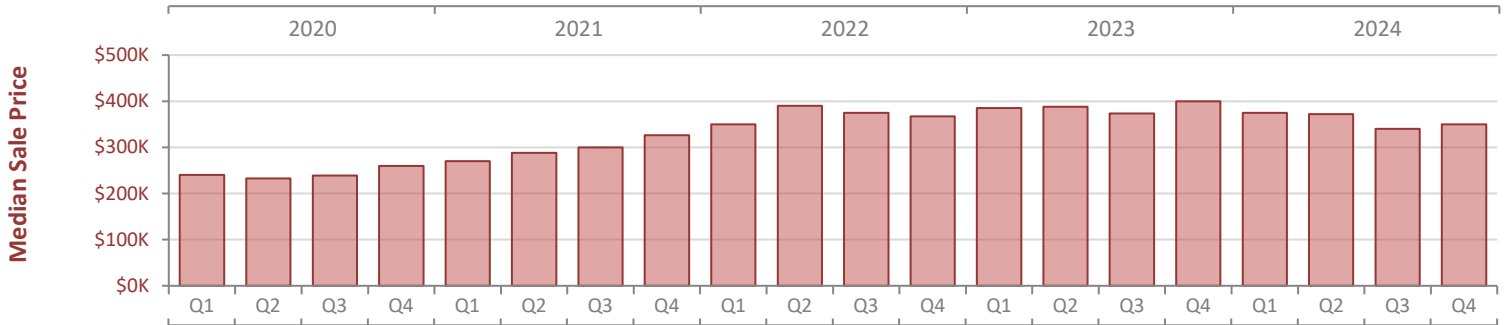


## Median Sale Price

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	\$360,000	-6.5%
<b>Q4 2024</b>	<b>\$350,000</b>	<b>-12.5%</b>
Q3 2024	\$340,000	-8.9%
Q2 2024	\$371,995	-4.1%
Q1 2024	\$375,000	-2.6%
Q4 2023	\$400,000	8.8%
Q3 2023	\$373,256	-0.5%
Q2 2023	\$387,745	-0.6%
Q1 2023	\$385,000	10.0%
Q4 2022	\$367,500	12.7%
Q3 2022	\$375,000	25.0%
Q2 2022	\$390,000	35.2%
Q1 2022	\$349,900	29.6%
Q4 2021	\$326,000	25.4%

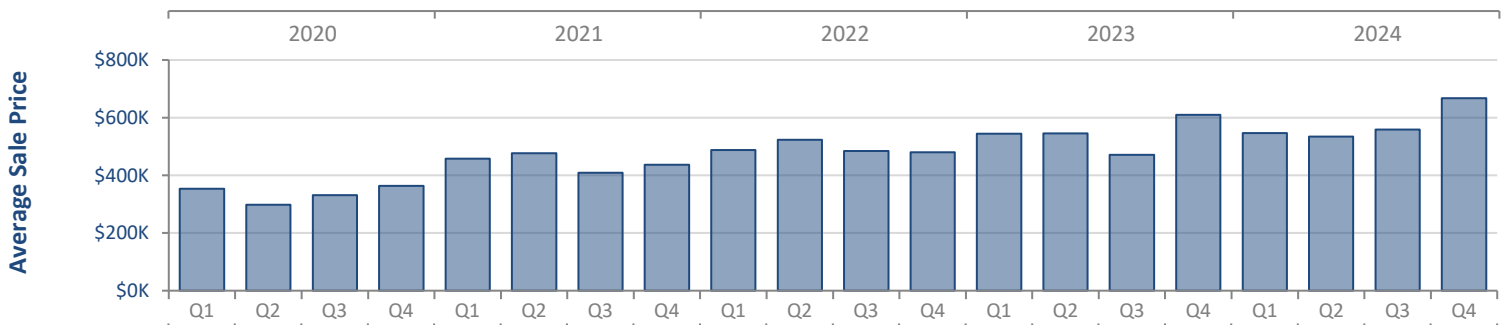


## Average Sale Price

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	\$570,366	5.2%
<b>Q4 2024</b>	<b>\$667,553</b>	<b>9.4%</b>
Q3 2024	\$558,945	18.5%
Q2 2024	\$534,813	-2.0%
Q1 2024	\$546,948	0.6%
Q4 2023	\$610,078	27.0%
Q3 2023	\$471,501	-2.7%
Q2 2023	\$545,566	4.4%
Q1 2023	\$543,948	11.6%
Q4 2022	\$480,201	10.0%
Q3 2022	\$484,524	18.4%
Q2 2022	\$522,815	9.7%
Q1 2022	\$487,546	6.5%
Q4 2021	\$436,505	20.1%



# Quarterly Market Detail - Q4 2024

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA

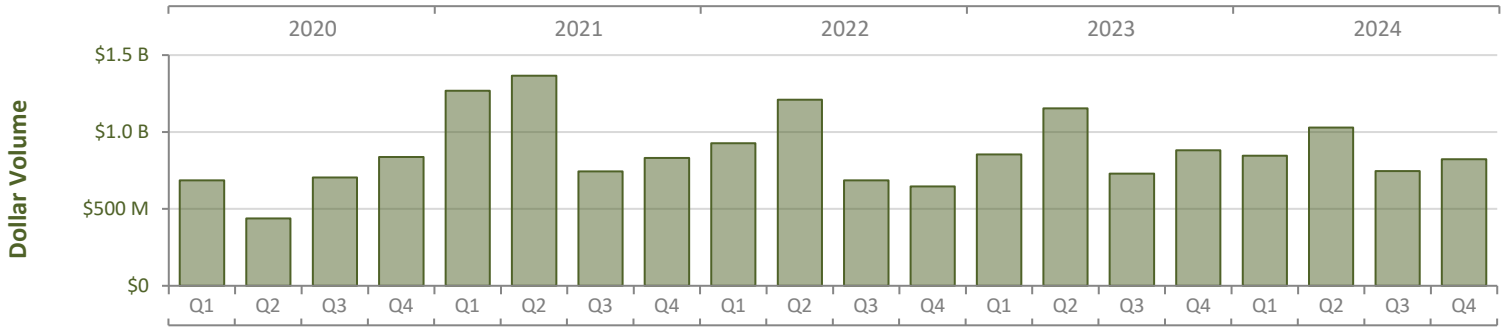


## Dollar Volume

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	\$3.4 Billion	-4.8%
<b>Q4 2024</b>	<b>\$823.1 Million</b>	<b>-6.6%</b>
Q3 2024	\$746.8 Million	2.3%
Q2 2024	\$1.0 Billion	-10.8%
Q1 2024	\$845.6 Million	-1.0%
Q4 2023	\$881.0 Million	36.3%
Q3 2023	\$729.9 Million	6.4%
Q2 2023	\$1.2 Billion	-4.6%
Q1 2023	\$854.0 Million	-7.9%
Q4 2022	\$646.4 Million	-22.2%
Q3 2022	\$686.1 Million	-7.9%
Q2 2022	\$1.2 Billion	-11.5%
Q1 2022	\$927.3 Million	-26.9%
Q4 2021	\$831.1 Million	-0.8%

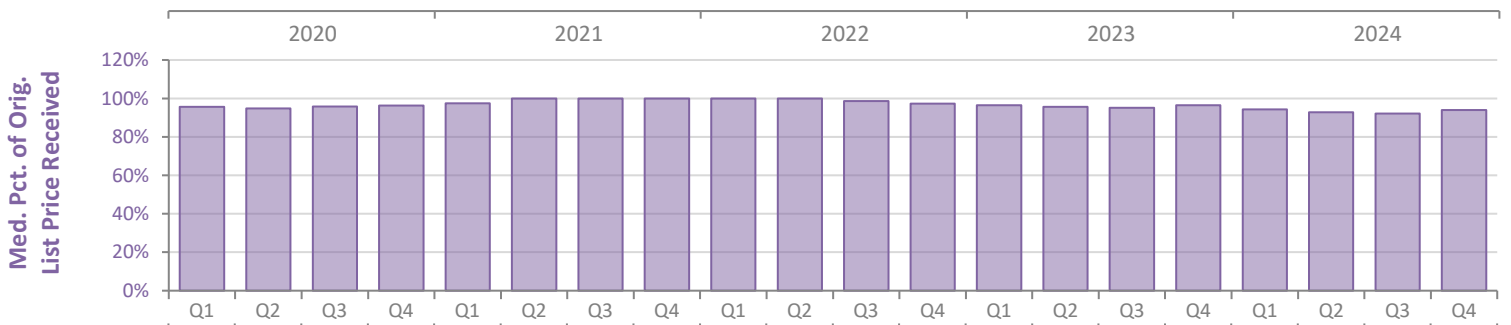


## Median Percent of Original List Price Received

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	93.4%	-2.6%
<b>Q4 2024</b>	<b>94.0%</b>	<b>-2.6%</b>
Q3 2024	92.1%	-3.2%
Q2 2024	92.8%	-2.9%
Q1 2024	94.3%	-2.3%
Q4 2023	96.5%	-0.8%
Q3 2023	95.1%	-3.5%
Q2 2023	95.6%	-4.4%
Q1 2023	96.5%	-3.5%
Q4 2022	97.3%	-2.7%
Q3 2022	98.6%	-1.4%
Q2 2022	100.0%	0.0%
Q1 2022	100.0%	2.7%
Q4 2021	100.0%	3.8%

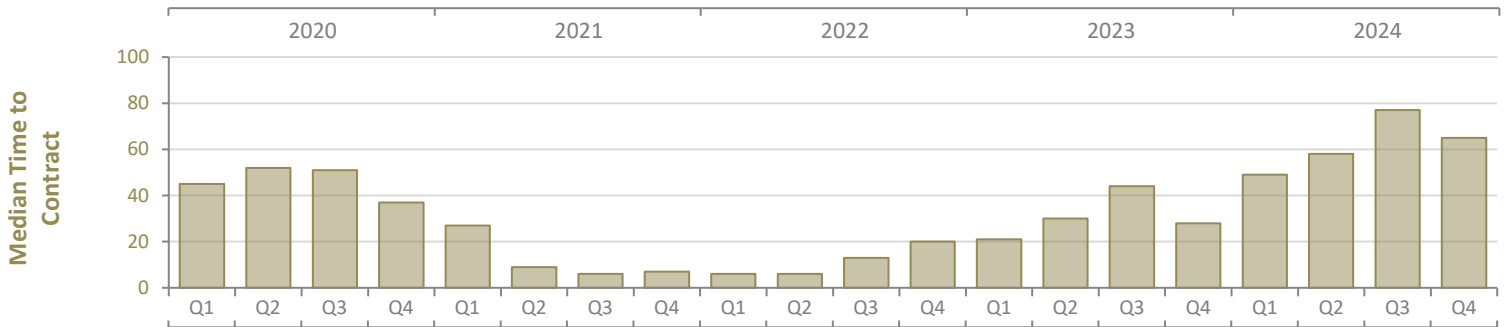


## Median Time to Contract

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	62 Days	100.0%
<b>Q4 2024</b>	<b>65 Days</b>	<b>132.1%</b>
Q3 2024	77 Days	75.0%
Q2 2024	58 Days	93.3%
Q1 2024	49 Days	133.3%
Q4 2023	28 Days	40.0%
Q3 2023	44 Days	238.5%
Q2 2023	30 Days	400.0%
Q1 2023	21 Days	250.0%
Q4 2022	20 Days	185.7%
Q3 2022	13 Days	116.7%
Q2 2022	6 Days	-33.3%
Q1 2022	6 Days	-77.8%
Q4 2021	7 Days	-81.1%

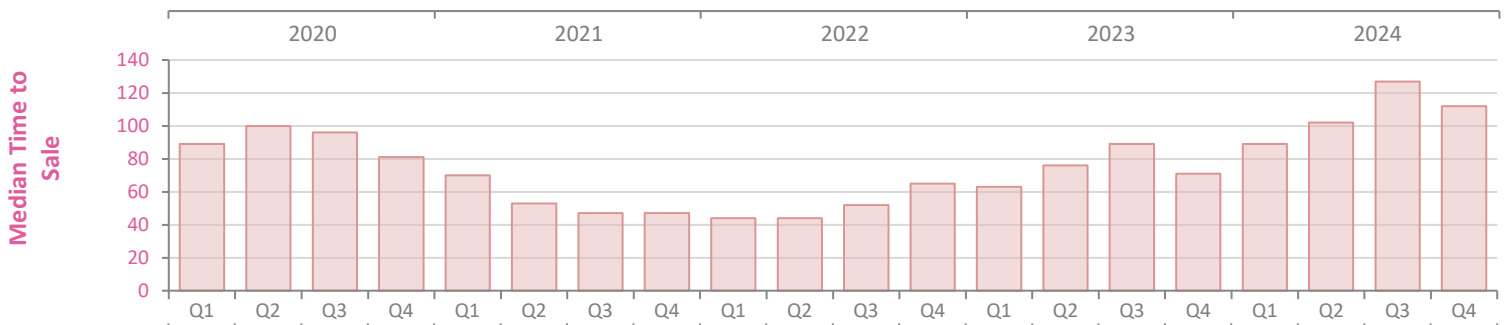


## Median Time to Sale

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	106 Days	41.3%
<b>Q4 2024</b>	<b>112 Days</b>	<b>57.7%</b>
Q3 2024	127 Days	42.7%
Q2 2024	102 Days	34.2%
Q1 2024	89 Days	41.3%
Q4 2023	71 Days	9.2%
Q3 2023	89 Days	71.2%
Q2 2023	76 Days	72.7%
Q1 2023	63 Days	43.2%
Q4 2022	65 Days	38.3%
Q3 2022	52 Days	10.6%
Q2 2022	44 Days	-17.0%
Q1 2022	44 Days	-37.1%
Q4 2021	47 Days	-42.0%

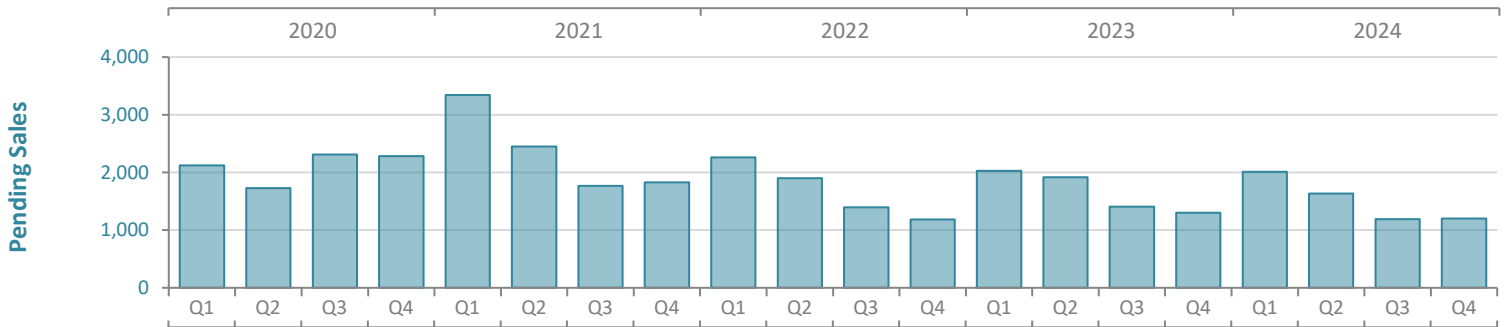


## New Pending Sales

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	6,038	-9.2%
<b>Q4 2024</b>	<b>1,202</b>	<b>-7.5%</b>
Q3 2024	1,191	-15.3%
Q2 2024	1,636	-14.7%
Q1 2024	2,009	-0.9%
Q4 2023	1,300	10.0%
Q3 2023	1,406	0.6%
Q2 2023	1,918	0.8%
Q1 2023	2,027	-10.4%
Q4 2022	1,182	-35.4%
Q3 2022	1,398	-20.9%
Q2 2022	1,903	-22.3%
Q1 2022	2,262	-32.3%
Q4 2021	1,829	-19.9%

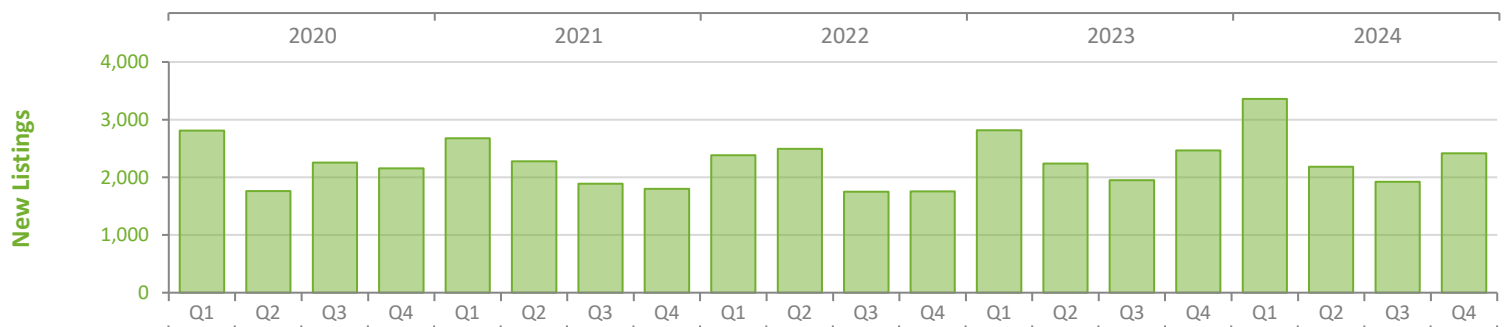


## New Listings

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	9,887	4.4%
<b>Q4 2024</b>	<b>2,417</b>	<b>-2.1%</b>
Q3 2024	1,922	-1.4%
Q2 2024	2,186	-2.4%
Q1 2024	3,362	19.4%
Q4 2023	2,469	40.4%
Q3 2023	1,950	11.4%
Q2 2023	2,239	-10.2%
Q1 2023	2,815	18.1%
Q4 2022	1,758	-2.4%
Q3 2022	1,750	-7.3%
Q2 2022	2,494	9.5%
Q1 2022	2,384	-11.0%
Q4 2021	1,802	-16.4%



# Quarterly Market Detail - Q4 2024

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA

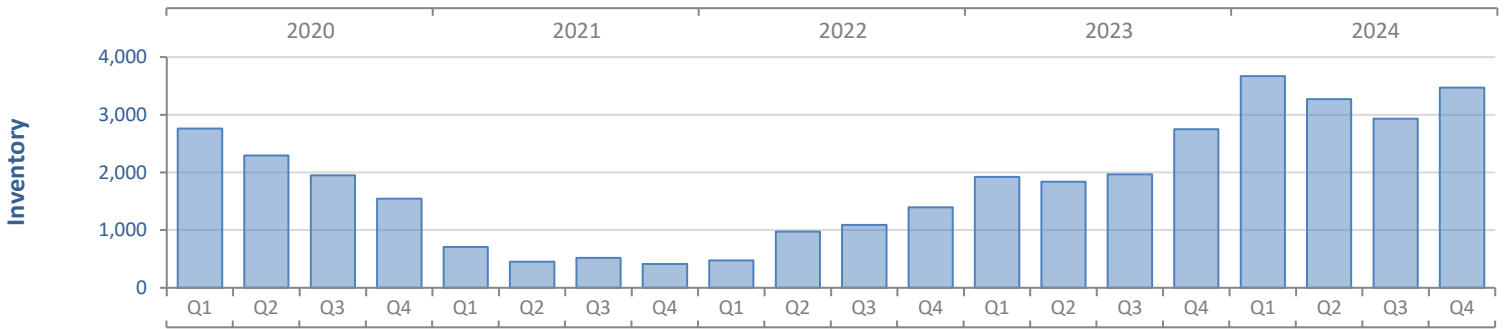


## Inventory (Active Listings)

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)	3,293	63.8%
<b>Q4 2024</b>	<b>3,470</b>	<b>26.2%</b>
Q3 2024	2,933	49.2%
Q2 2024	3,271	77.7%
Q1 2024	3,672	90.9%
Q4 2023	2,749	96.8%
Q3 2023	1,966	80.7%
Q2 2023	1,841	89.4%
Q1 2023	1,924	306.8%
Q4 2022	1,397	235.8%
Q3 2022	1,088	109.2%
Q2 2022	972	113.6%
Q1 2022	473	-33.1%
Q4 2021	416	-73.0%

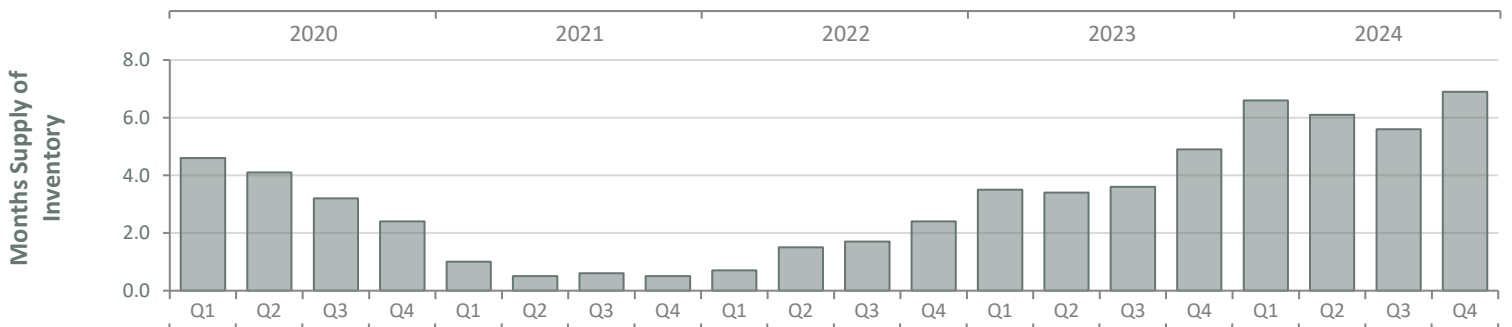


## Months Supply of Inventory

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)	6.2	67.6%
<b>Q4 2024</b>	<b>6.9</b>	<b>40.8%</b>
Q3 2024	5.6	55.6%
Q2 2024	6.1	79.4%
Q1 2024	6.6	88.6%
Q4 2023	4.9	104.2%
Q3 2023	3.6	111.8%
Q2 2023	3.4	126.7%
Q1 2023	3.5	400.0%
Q4 2022	2.4	380.0%
Q3 2022	1.7	183.3%
Q2 2022	1.5	200.0%
Q1 2022	0.7	-30.0%
Q4 2021	0.5	-79.2%

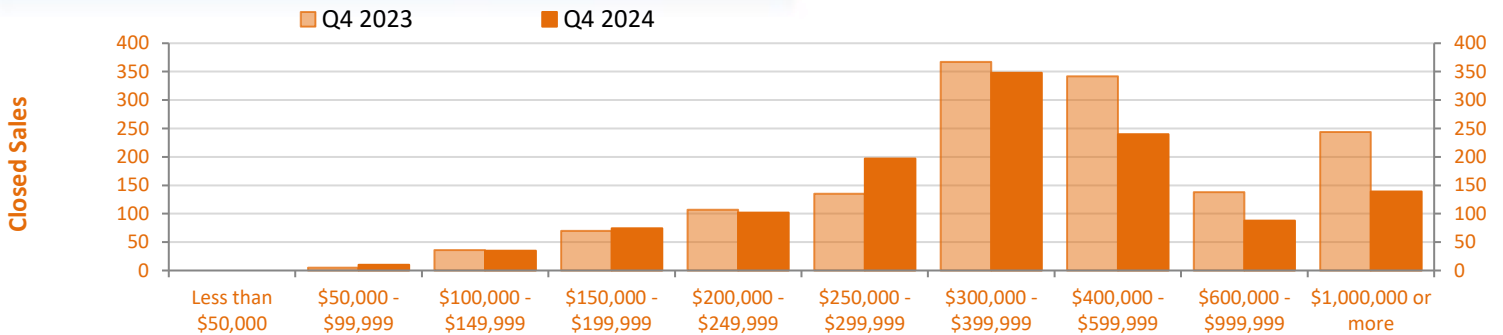


## Closed Sales by Sale Price

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	10	100.0%
\$100,000 - \$149,999	35	-2.8%
\$150,000 - \$199,999	74	5.7%
\$200,000 - \$249,999	102	-4.7%
\$250,000 - \$299,999	197	45.9%
\$300,000 - \$399,999	348	-5.2%
\$400,000 - \$599,999	240	-29.8%
\$600,000 - \$999,999	88	-36.2%
\$1,000,000 or more	139	-43.0%

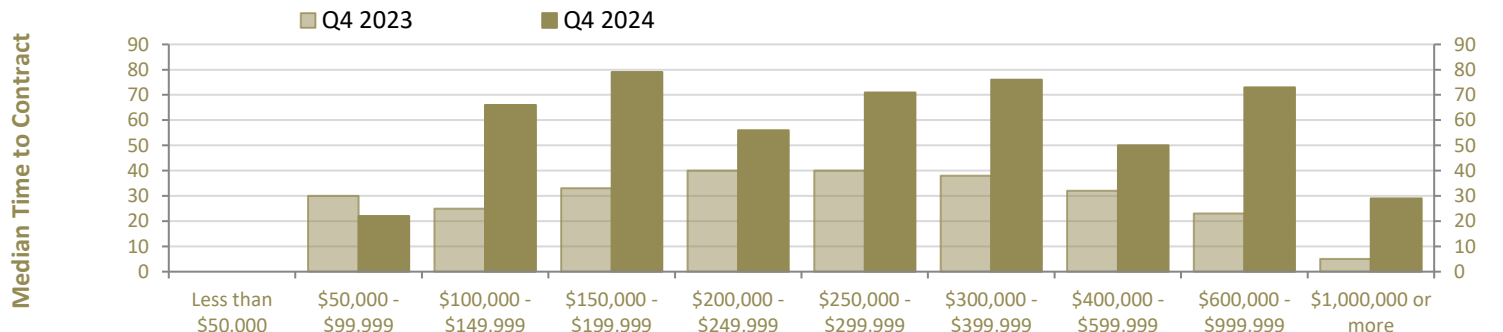


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	22 Days	-26.7%
\$100,000 - \$149,999	66 Days	164.0%
\$150,000 - \$199,999	79 Days	139.4%
\$200,000 - \$249,999	56 Days	40.0%
\$250,000 - \$299,999	71 Days	77.5%
\$300,000 - \$399,999	76 Days	100.0%
\$400,000 - \$599,999	50 Days	56.3%
\$600,000 - \$999,999	73 Days	217.4%
\$1,000,000 or more	29 Days	480.0%



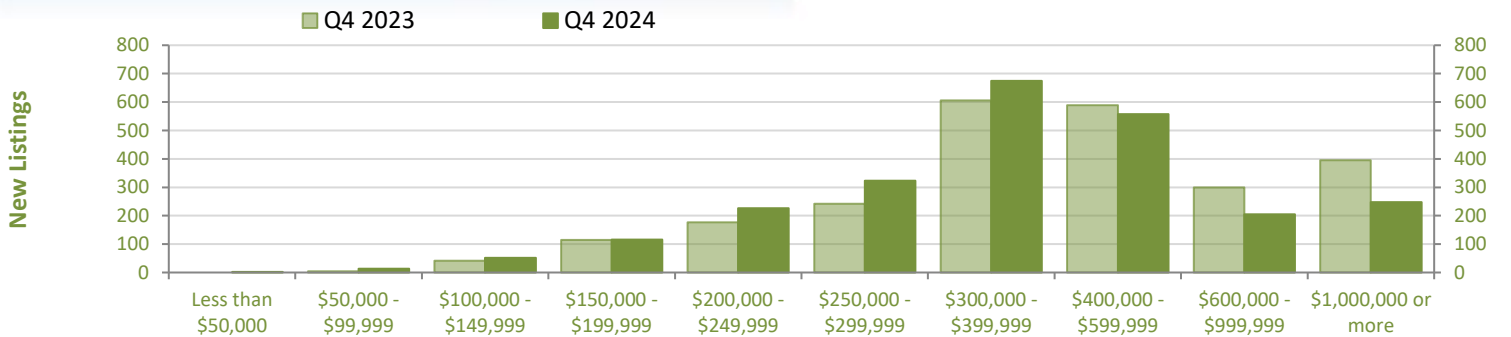


## New Listings by Initial Listing Price

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	13	225.0%
\$100,000 - \$149,999	52	23.8%
\$150,000 - \$199,999	116	0.9%
\$200,000 - \$249,999	226	27.7%
\$250,000 - \$299,999	323	33.5%
\$300,000 - \$399,999	675	11.4%
\$400,000 - \$599,999	557	-5.4%
\$600,000 - \$999,999	205	-31.4%
\$1,000,000 or more	248	-37.2%

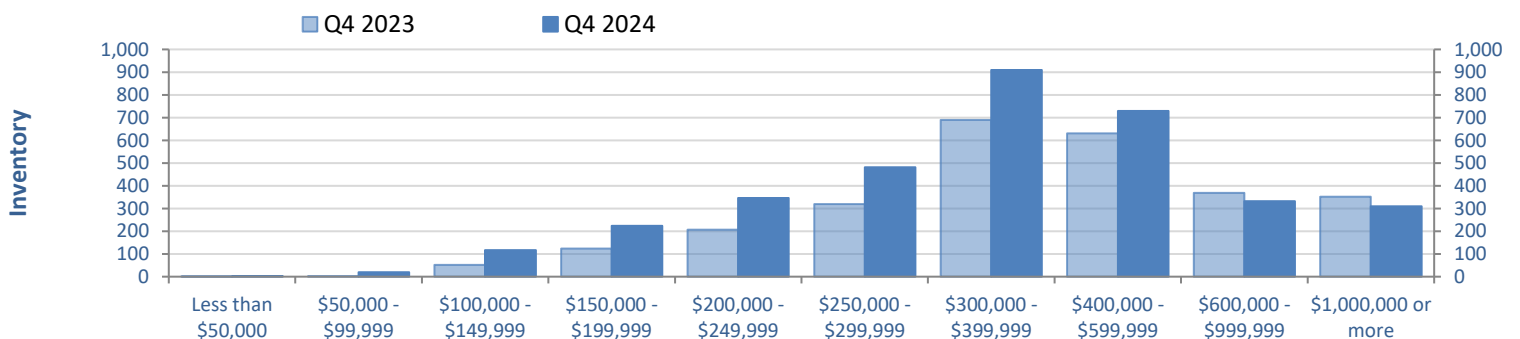


## Inventory by Current Listing Price

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.

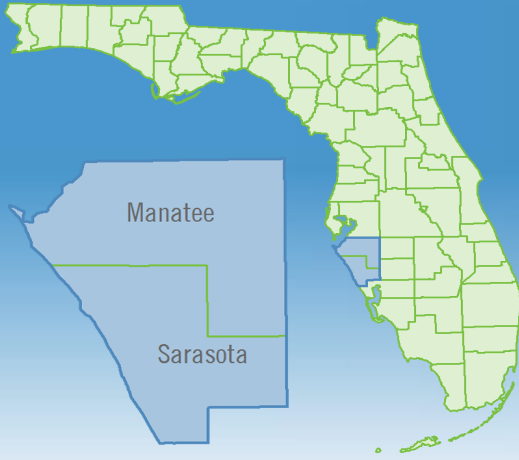
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	100.0%
\$50,000 - \$99,999	20	566.7%
\$100,000 - \$149,999	116	123.1%
\$150,000 - \$199,999	224	80.6%
\$200,000 - \$249,999	346	67.1%
\$250,000 - \$299,999	482	50.6%
\$300,000 - \$399,999	910	31.9%
\$400,000 - \$599,999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



# Quarterly Distressed Market - Q4 2024

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA



		Q4 2024	Q4 2023	Percent Change Year-over-Year
Traditional	Closed Sales	1,230	1,435	-14.3%
	Median Sale Price	\$350,000	\$400,000	-12.5%
Foreclosure/REO	Closed Sales	1	9	-88.9%
	Median Sale Price	\$154,700	\$200,000	-22.7%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$302,776	(No Sales)	N/A

