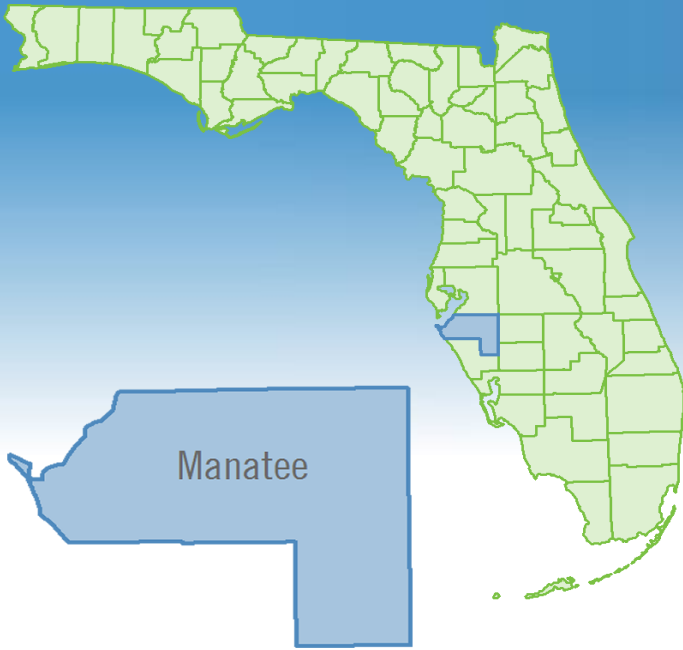


Monthly Market Detail - September 2024

Townhouses and Condos

Manatee County



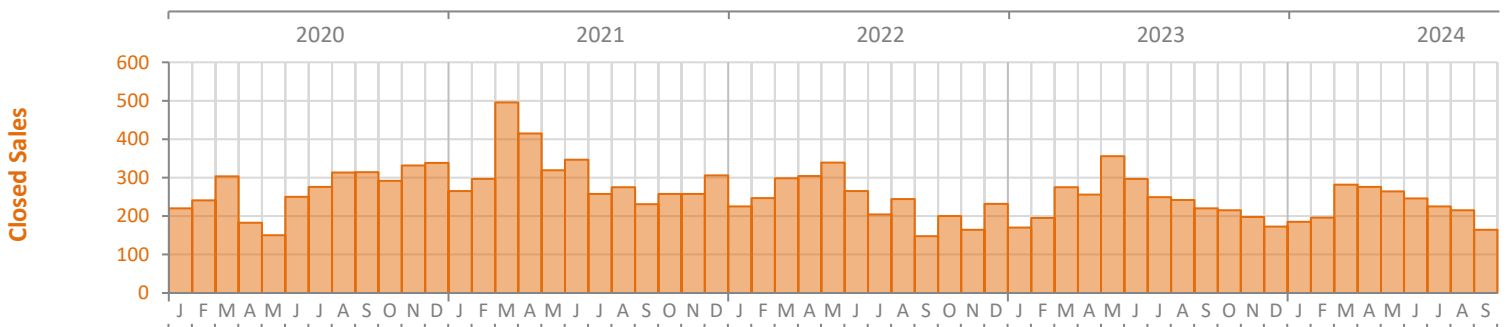
Summary Statistics	September 2024	September 2023	Percent Change Year-over-Year
Closed Sales	164	220	-25.5%
Paid in Cash	72	114	-36.8%
Median Sale Price	\$319,990	\$350,000	-8.6%
Average Sale Price	\$351,505	\$402,487	-12.7%
Dollar Volume	\$57.6 Million	\$88.5 Million	-34.9%
Median Percent of Original List Price Received	93.6%	94.7%	-1.2%
Median Time to Contract	73 Days	46 Days	58.7%
Median Time to Sale	125 Days	96 Days	30.2%
New Pending Sales	161	191	-15.7%
New Listings	323	261	23.8%
Pending Inventory	259	326	-20.6%
Inventory (Active Listings)	1,316	777	69.4%
Months Supply of Inventory	6.0	3.3	81.8%

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	2,053	-9.2%
September 2024	164	-25.5%
August 2024	215	-11.2%
July 2024	225	-9.6%
June 2024	246	-17.2%
May 2024	264	-25.8%
April 2024	276	7.8%
March 2024	282	2.5%
February 2024	196	0.5%
January 2024	185	8.8%
December 2023	173	-25.4%
November 2023	198	20.7%
October 2023	215	7.5%
September 2023	220	48.6%



Monthly Market Detail - September 2024

Townhouses and Condos

Manatee County

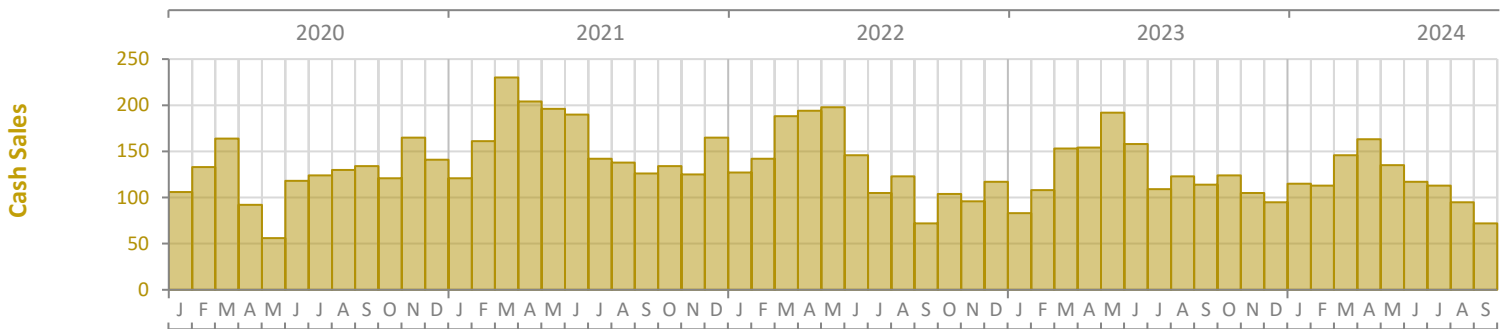


Cash Sales

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	1,069	-10.5%
September 2024	72	-36.8%
August 2024	95	-22.8%
July 2024	113	3.7%
June 2024	117	-25.9%
May 2024	135	-29.7%
April 2024	163	5.8%
March 2024	146	-4.6%
February 2024	113	4.6%
January 2024	115	38.6%
December 2023	95	-18.8%
November 2023	105	9.4%
October 2023	124	19.2%
September 2023	114	58.3%

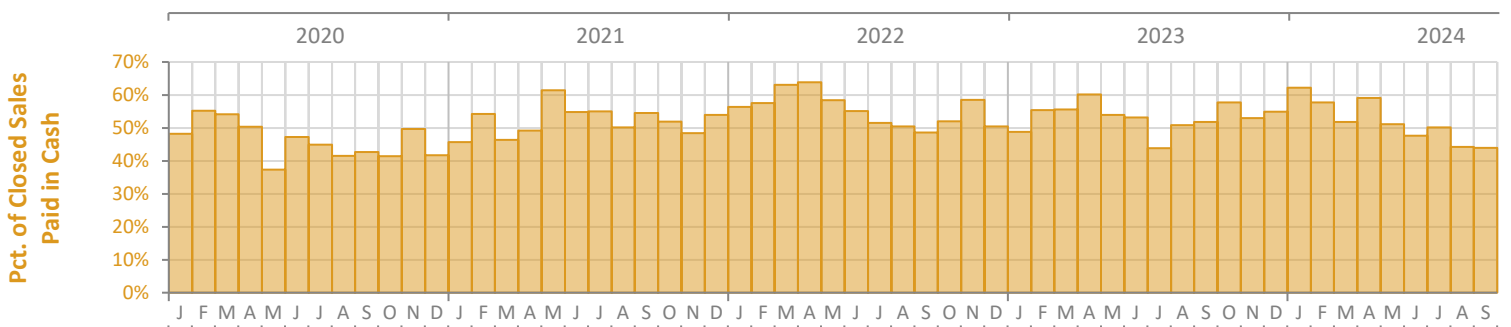


Cash Sales as a Percentage of Closed Sales

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	52.1%	-1.3%
September 2024	43.9%	-15.3%
August 2024	44.2%	-13.0%
July 2024	50.2%	14.6%
June 2024	47.6%	-10.5%
May 2024	51.1%	-5.2%
April 2024	59.1%	-1.8%
March 2024	51.8%	-6.8%
February 2024	57.7%	4.2%
January 2024	62.2%	27.5%
December 2023	54.9%	8.9%
November 2023	53.0%	-9.4%
October 2023	57.7%	11.0%
September 2023	51.8%	6.6%

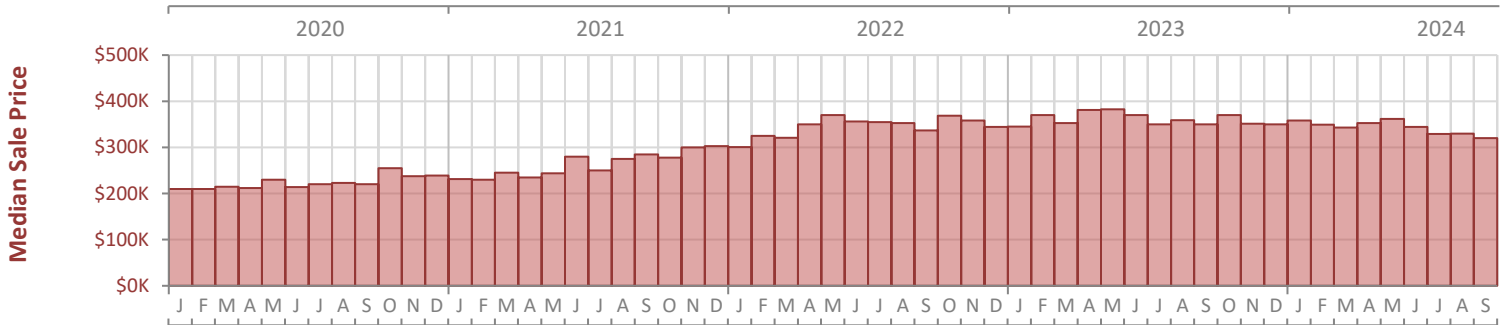


Median Sale Price

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	\$342,500	-6.2%
September 2024	\$319,990	-8.6%
August 2024	\$329,990	-8.1%
July 2024	\$329,000	-6.0%
June 2024	\$344,495	-6.9%
May 2024	\$361,495	-5.5%
April 2024	\$352,420	-7.5%
March 2024	\$342,988	-2.8%
February 2024	\$349,493	-5.5%
January 2024	\$357,990	3.8%
December 2023	\$350,000	1.6%
November 2023	\$351,500	-1.8%
October 2023	\$370,000	0.4%
September 2023	\$350,000	3.9%

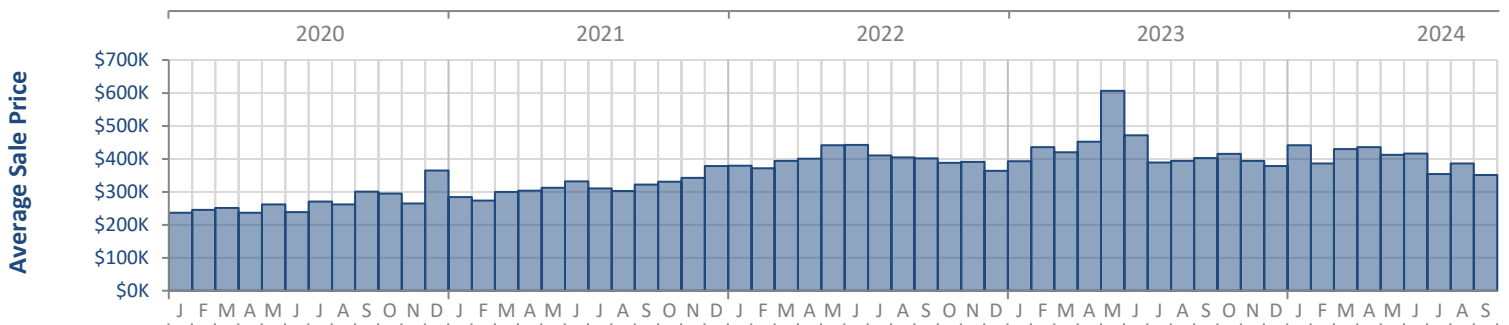


Average Sale Price

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	\$404,399	-10.3%
September 2024	\$351,505	-12.7%
August 2024	\$385,931	-2.0%
July 2024	\$354,404	-8.8%
June 2024	\$416,198	-11.6%
May 2024	\$412,348	-32.0%
April 2024	\$435,292	-3.7%
March 2024	\$429,893	2.5%
February 2024	\$385,521	-11.5%
January 2024	\$441,573	12.6%
December 2023	\$378,260	3.9%
November 2023	\$393,475	0.6%
October 2023	\$415,591	7.1%
September 2023	\$402,487	0.3%



Monthly Market Detail - September 2024

Townhouses and Condos

Manatee County

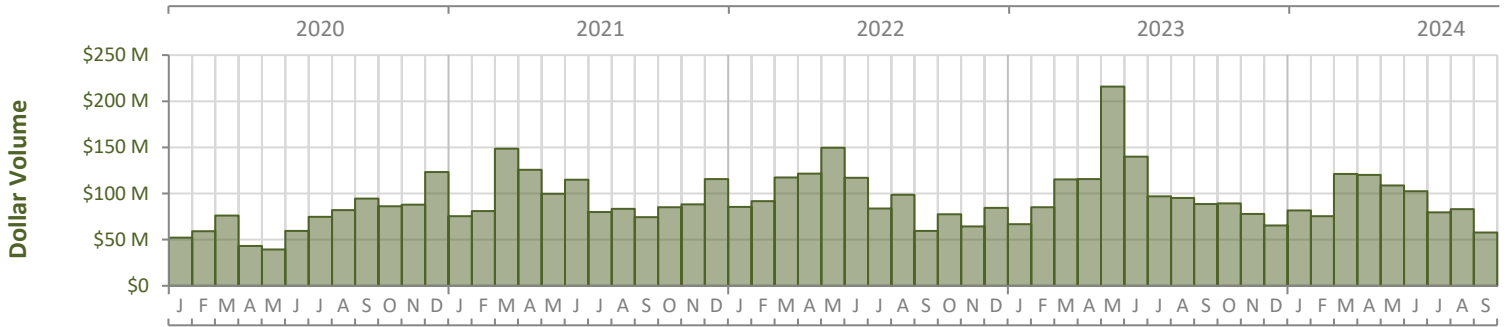


Dollar Volume

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	\$830.2 Million	-18.5%
September 2024	\$57.6 Million	-34.9%
August 2024	\$83.0 Million	-12.9%
July 2024	\$79.7 Million	-17.6%
June 2024	\$102.4 Million	-26.8%
May 2024	\$108.9 Million	-49.6%
April 2024	\$120.1 Million	3.8%
March 2024	\$121.2 Million	5.1%
February 2024	\$75.6 Million	-11.1%
January 2024	\$81.7 Million	22.5%
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%

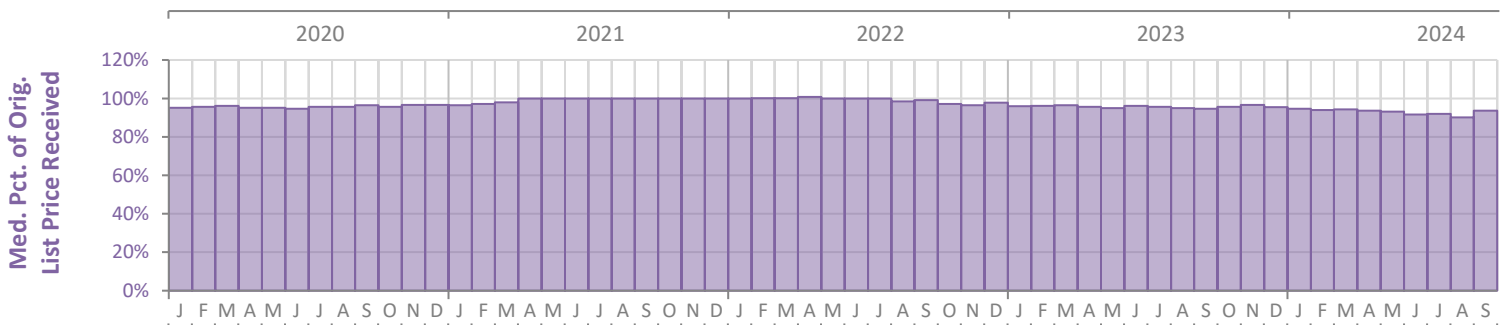


Median Percent of Original List Price Received

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	93.3%	-2.5%
September 2024	93.6%	-1.2%
August 2024	90.2%	-5.0%
July 2024	92.0%	-3.9%
June 2024	91.6%	-4.7%
May 2024	93.1%	-1.9%
April 2024	93.7%	-2.1%
March 2024	94.3%	-2.3%
February 2024	94.0%	-2.3%
January 2024	94.7%	-1.4%
December 2023	95.4%	-2.5%
November 2023	96.6%	0.2%
October 2023	95.7%	-1.4%
September 2023	94.7%	-4.4%

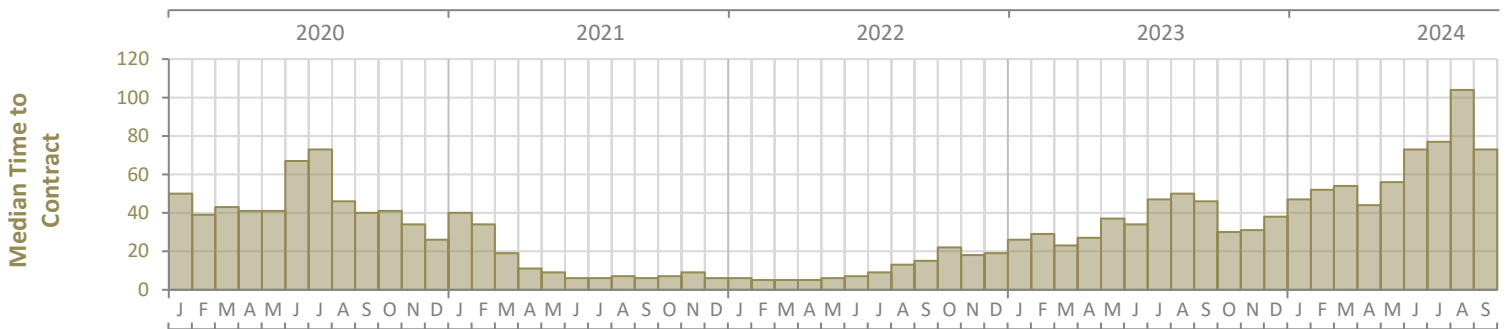


Median Time to Contract

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	65 Days	75.7%
September 2024	73 Days	58.7%
August 2024	104 Days	108.0%
July 2024	77 Days	63.8%
June 2024	73 Days	114.7%
May 2024	56 Days	51.4%
April 2024	44 Days	63.0%
March 2024	54 Days	134.8%
February 2024	52 Days	79.3%
January 2024	47 Days	80.8%
December 2023	38 Days	100.0%
November 2023	31 Days	72.2%
October 2023	30 Days	36.4%
September 2023	46 Days	206.7%

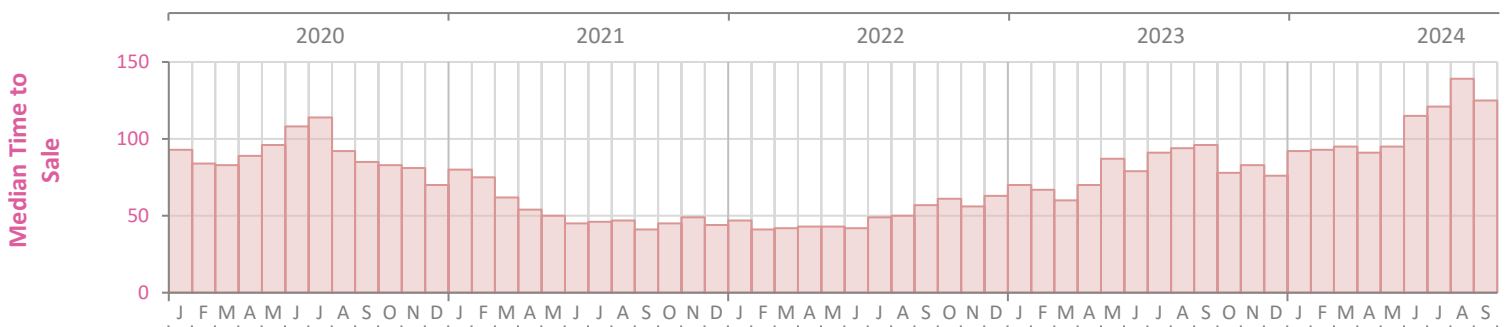


Median Time to Sale

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	108 Days	38.5%
September 2024	125 Days	30.2%
August 2024	139 Days	47.9%
July 2024	121 Days	33.0%
June 2024	115 Days	45.6%
May 2024	95 Days	9.2%
April 2024	91 Days	30.0%
March 2024	95 Days	58.3%
February 2024	93 Days	38.8%
January 2024	92 Days	31.4%
December 2023	76 Days	20.6%
November 2023	83 Days	48.2%
October 2023	78 Days	27.9%
September 2023	96 Days	68.4%

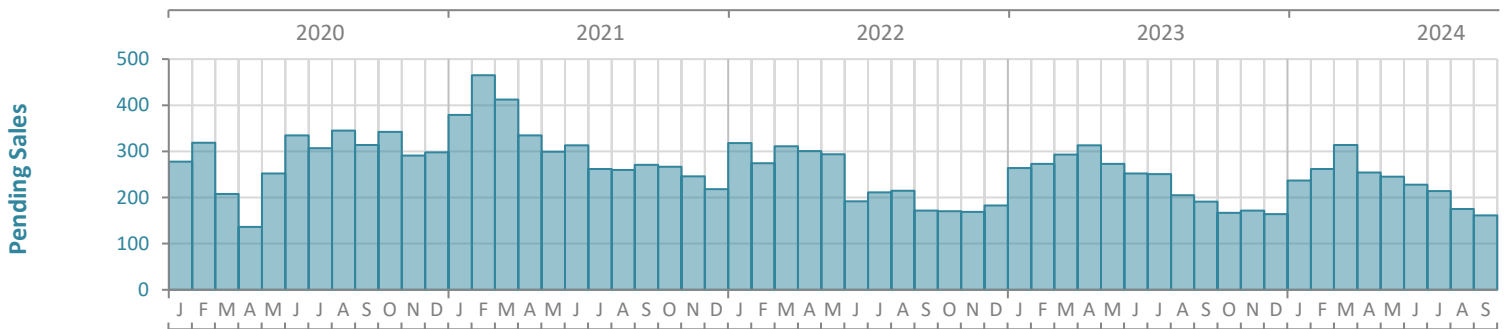


New Pending Sales

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	2,090	-9.7%
September 2024	161	-15.7%
August 2024	175	-14.6%
July 2024	214	-14.7%
June 2024	228	-9.5%
May 2024	245	-10.3%
April 2024	254	-18.8%
March 2024	314	7.2%
February 2024	262	-4.0%
January 2024	237	-10.2%
December 2023	164	-10.4%
November 2023	172	1.8%
October 2023	167	-1.8%
September 2023	191	11.0%

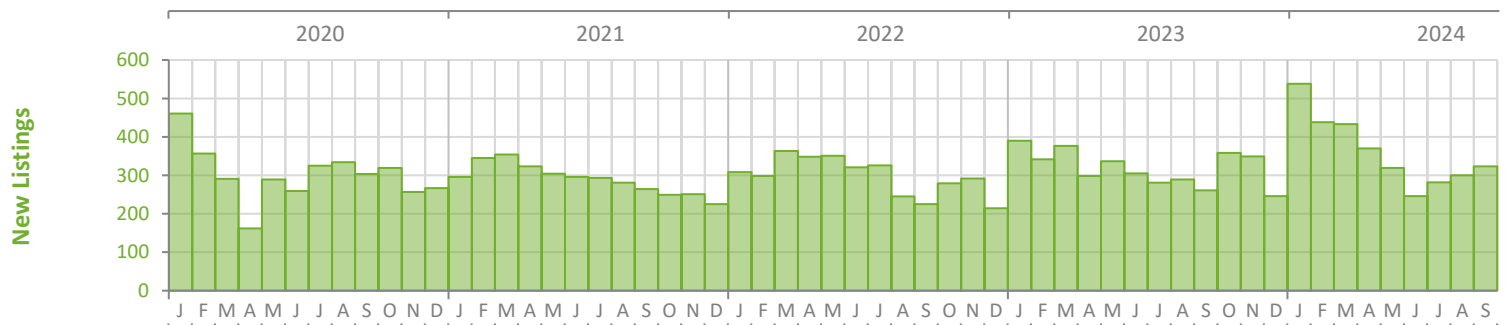


New Listings

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	3,249	12.8%
September 2024	323	23.8%
August 2024	300	3.8%
July 2024	282	0.4%
June 2024	246	-19.3%
May 2024	319	-5.3%
April 2024	370	24.2%
March 2024	433	14.9%
February 2024	438	28.1%
January 2024	538	37.9%
December 2023	246	15.0%
November 2023	349	19.5%
October 2023	358	28.3%
September 2023	261	16.0%



Monthly Market Detail - September 2024

Townhouses and Condos

Manatee County

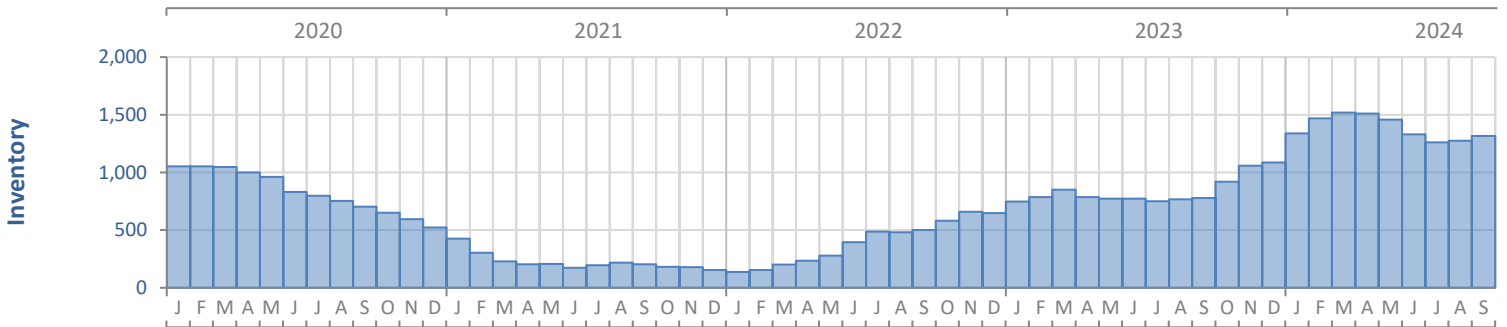


Inventory (Active Listings)

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)	1,387	78.1%
September 2024	1,316	69.4%
August 2024	1,276	66.4%
July 2024	1,261	68.1%
June 2024	1,330	72.3%
May 2024	1,458	88.4%
April 2024	1,512	92.4%
March 2024	1,519	78.9%
February 2024	1,469	86.9%
January 2024	1,340	79.4%
December 2023	1,087	67.7%
November 2023	1,059	60.5%
October 2023	921	58.5%
September 2023	777	54.8%

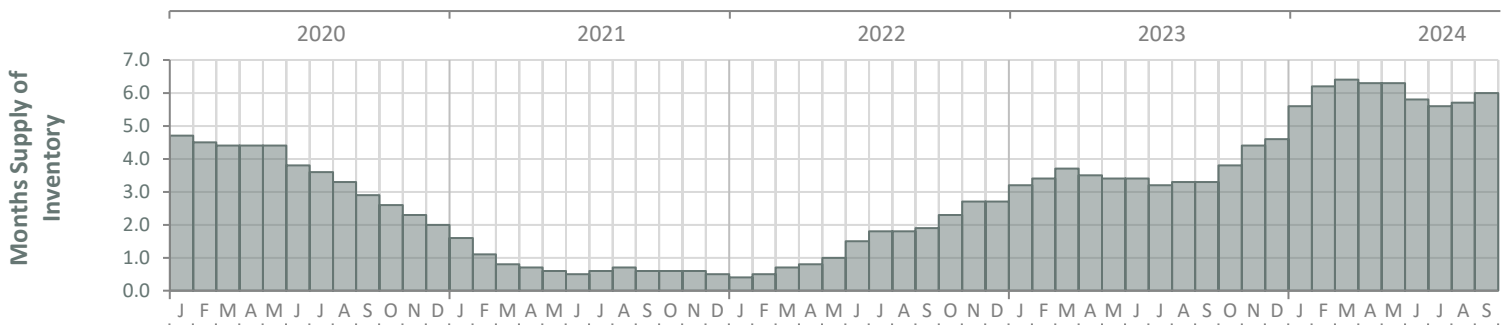


Months Supply of Inventory

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)	6.0	76.5%
September 2024	6.0	81.8%
August 2024	5.7	72.7%
July 2024	5.6	75.0%
June 2024	5.8	70.6%
May 2024	6.3	85.3%
April 2024	6.3	80.0%
March 2024	6.4	73.0%
February 2024	6.2	82.4%
January 2024	5.6	75.0%
December 2023	4.6	70.4%
November 2023	4.4	63.0%
October 2023	3.8	65.2%
September 2023	3.3	73.7%

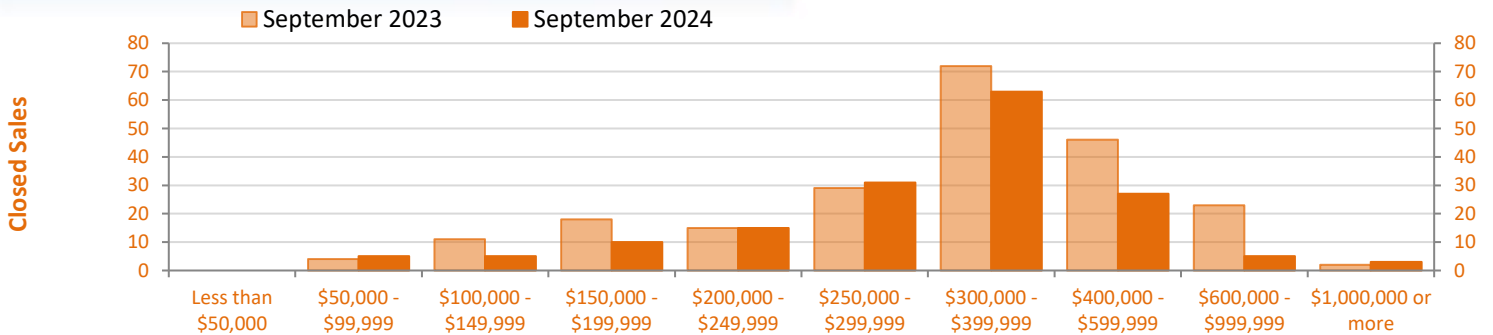


Closed Sales by Sale Price

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	25.0%
\$100,000 - \$149,999	5	-54.5%
\$150,000 - \$199,999	10	-44.4%
\$200,000 - \$249,999	15	0.0%
\$250,000 - \$299,999	31	6.9%
\$300,000 - \$399,999	63	-12.5%
\$400,000 - \$599,999	27	-41.3%
\$600,000 - \$999,999	5	-78.3%
\$1,000,000 or more	3	50.0%

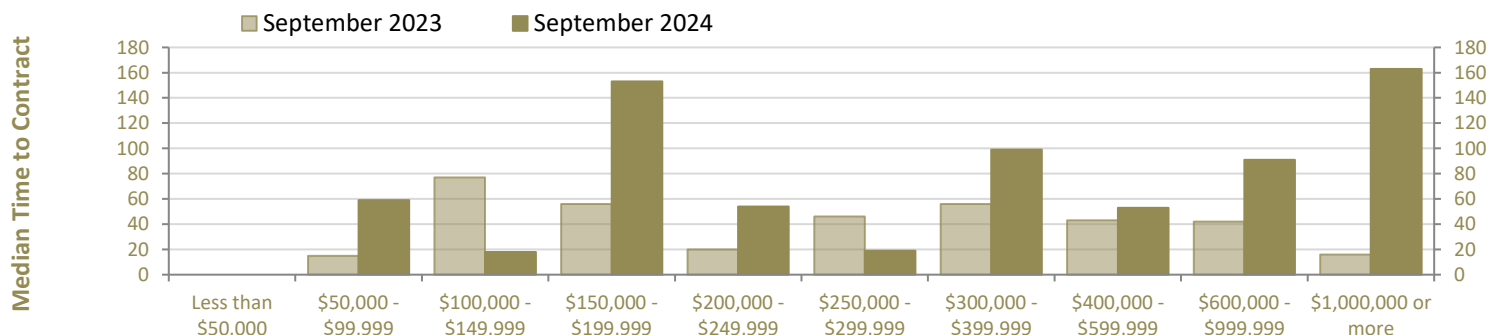


Median Time to Contract by Sale Price

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	59 Days	293.3%
\$100,000 - \$149,999	18 Days	-76.6%
\$150,000 - \$199,999	153 Days	173.2%
\$200,000 - \$249,999	54 Days	170.0%
\$250,000 - \$299,999	19 Days	-58.7%
\$300,000 - \$399,999	99 Days	76.8%
\$400,000 - \$599,999	53 Days	23.3%
\$600,000 - \$999,999	91 Days	116.7%
\$1,000,000 or more	163 Days	918.8%



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	1	0.0%
\$100,000 - \$149,999	20	53.8%
\$150,000 - \$199,999	24	20.0%
\$200,000 - \$249,999	37	48.0%
\$250,000 - \$299,999	40	37.9%
\$300,000 - \$399,999	96	52.4%
\$400,000 - \$599,999	68	7.9%
\$600,000 - \$999,999	30	-11.8%
\$1,000,000 or more	7	-46.2%

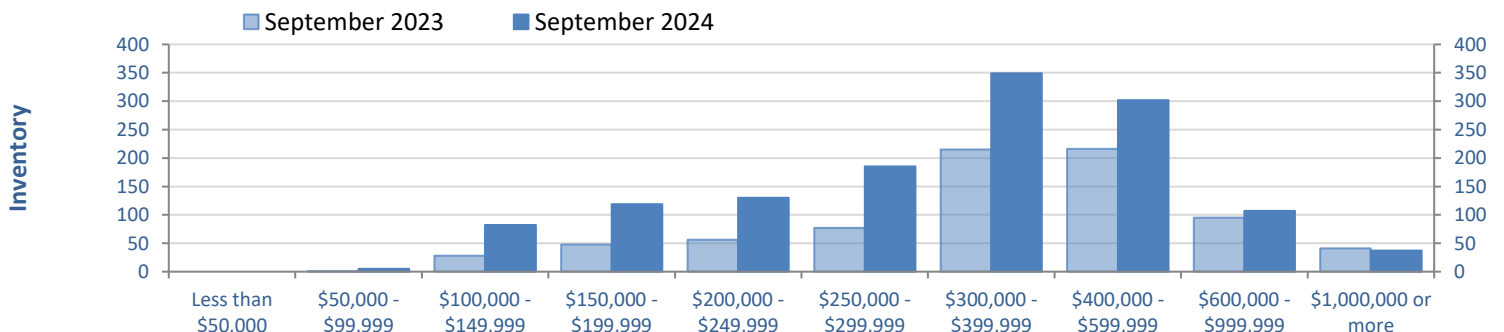


Inventory by Current Listing Price

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.

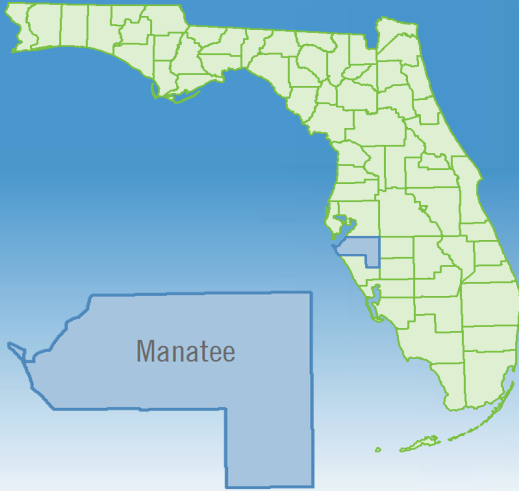
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	5	400.0%
\$100,000 - \$149,999	82	192.9%
\$150,000 - \$199,999	119	147.9%
\$200,000 - \$249,999	130	132.1%
\$250,000 - \$299,999	185	140.3%
\$300,000 - \$399,999	349	62.3%
\$400,000 - \$599,999	302	39.8%
\$600,000 - \$999,999	107	12.6%
\$1,000,000 or more	37	-9.8%



Monthly Distressed Market - September 2024

Townhouses and Condos

Manatee County



		September 2024	September 2023	Percent Change Year-over-Year
Traditional	Closed Sales	164	220	-25.5%
	Median Sale Price	\$319,990	\$350,000	-8.6%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

