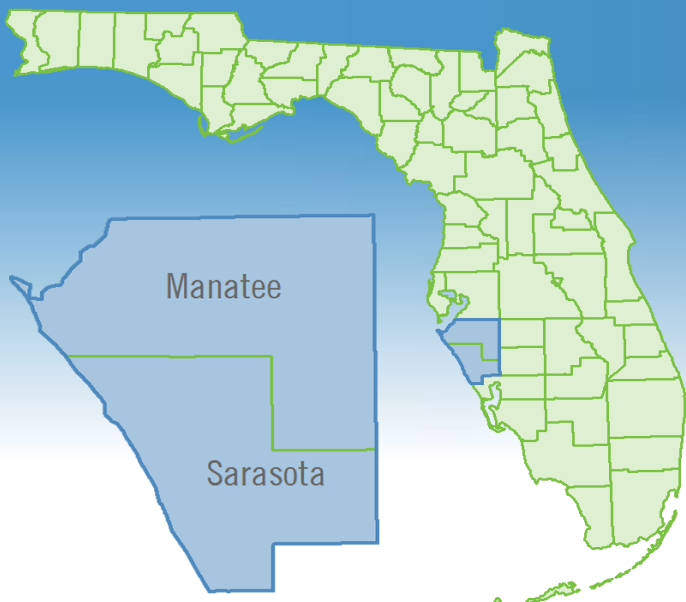


# Monthly Market Detail - December 2025

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA



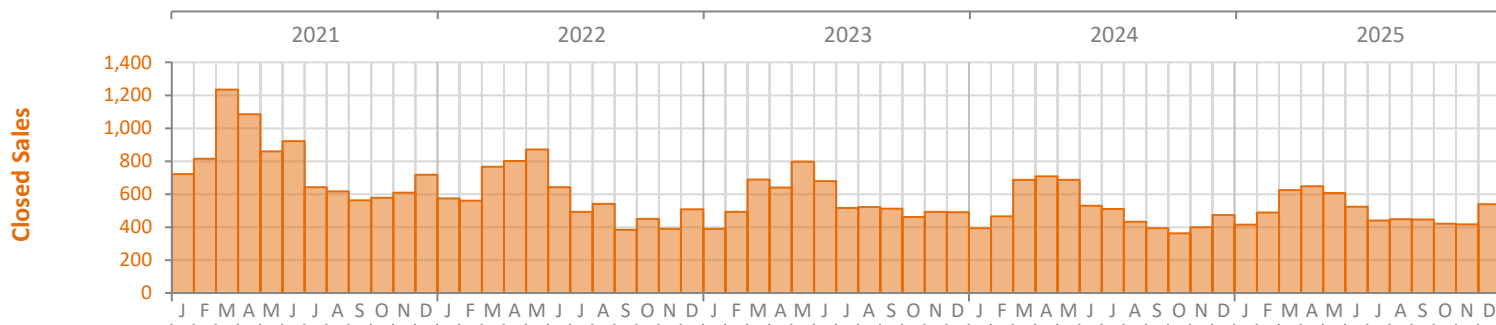
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	539	472	14.2%
Paid in Cash	332	281	18.1%
Median Sale Price	\$320,000	\$353,500	-9.5%
Average Sale Price	\$471,434	\$622,825	-24.3%
Dollar Volume	\$254.1 Million	\$294.0 Million	-13.6%
Median Percent of Original List Price Received	92.2%	94.1%	-2.0%
Median Time to Contract	62 Days	59 Days	5.1%
Median Time to Sale	100 Days	109 Days	-8.3%
New Pending Sales	443	399	11.0%
New Listings	722	856	-15.7%
Pending Inventory	696	683	1.9%
Inventory (Active Listings)	3,711	3,470	6.9%
Months Supply of Inventory	7.4	6.9	7.2%

## 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	6,014	-0.4%
<b>December 2025</b>	<b>539</b>	<b>14.2%</b>
November 2025	417	4.5%
October 2025	421	16.3%
September 2025	446	13.2%
August 2025	447	3.5%
July 2025	440	-13.7%
June 2025	523	-1.1%
May 2025	607	-11.6%
April 2025	648	-8.3%
March 2025	624	-9.0%
February 2025	488	4.7%
January 2025	414	5.1%
December 2024	472	-3.9%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA

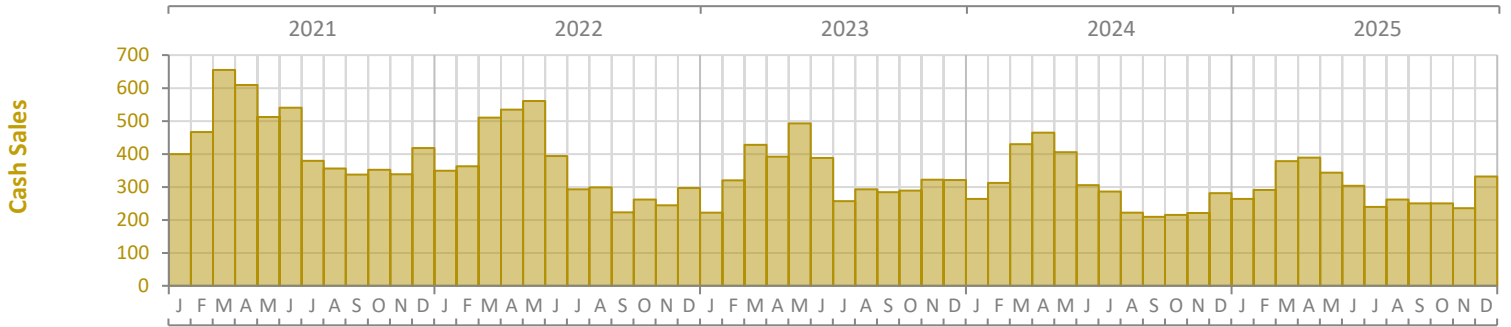


## Cash Sales

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	3,536	-2.2%
<b>December 2025</b>	<b>332</b>	<b>18.1%</b>
November 2025	235	6.3%
October 2025	250	16.3%
September 2025	250	19.6%
August 2025	262	18.0%
July 2025	239	-16.4%
June 2025	303	-0.7%
May 2025	343	-15.3%
April 2025	389	-16.3%
March 2025	378	-12.1%
February 2025	291	-6.7%
January 2025	264	0.0%
December 2024	281	-12.5%

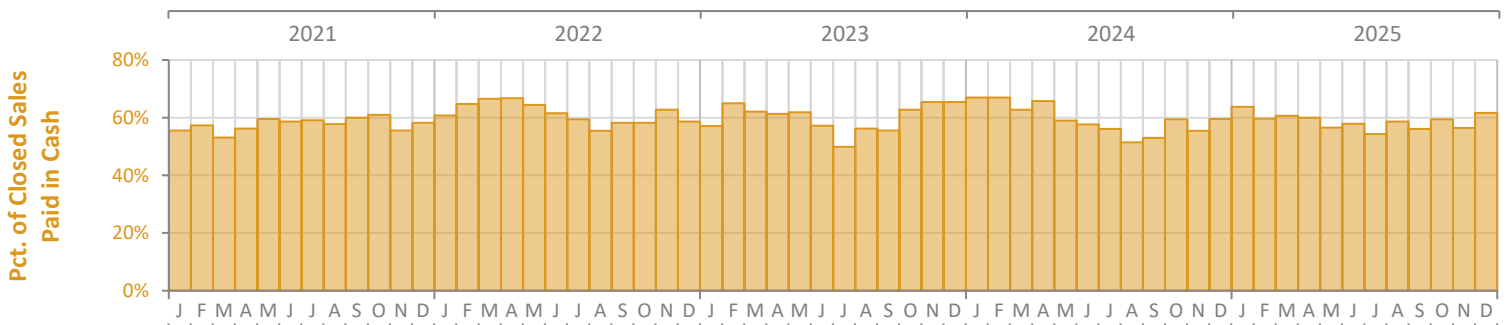


## Cash Sales as a Percentage of Closed Sales

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	58.8%	-1.8%
<b>December 2025</b>	<b>61.6%</b>	<b>3.5%</b>
November 2025	56.4%	1.8%
October 2025	59.4%	0.0%
September 2025	56.1%	5.8%
August 2025	58.6%	14.0%
July 2025	54.3%	-3.2%
June 2025	57.9%	0.3%
May 2025	56.5%	-4.2%
April 2025	60.0%	-8.8%
March 2025	60.6%	-3.3%
February 2025	59.6%	-11.0%
January 2025	63.8%	-4.8%
December 2024	59.5%	-9.0%

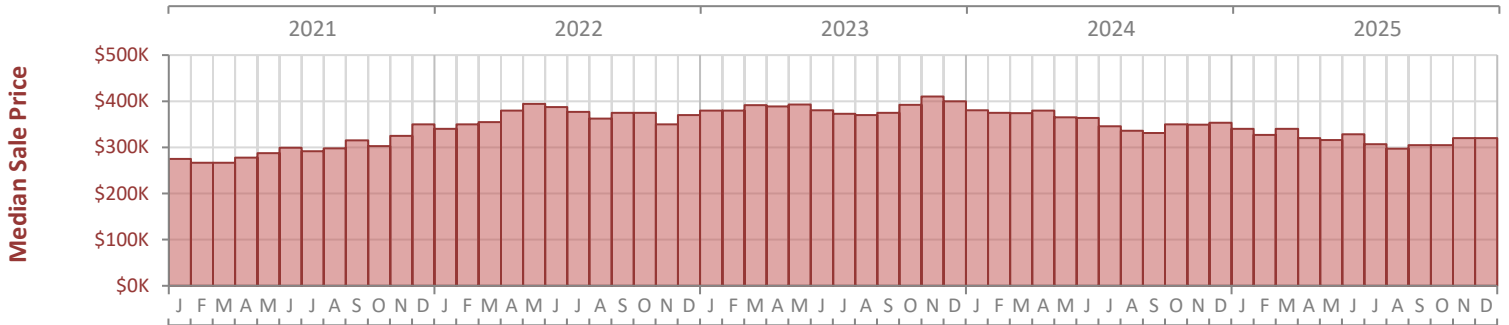


## Median Sale Price

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	\$320,000	-11.1%
<b>December 2025</b>	<b>\$320,000</b>	<b>-9.5%</b>
November 2025	\$319,990	-8.3%
October 2025	\$305,000	-12.8%
September 2025	\$305,000	-7.9%
August 2025	\$297,000	-11.6%
July 2025	\$306,588	-11.4%
June 2025	\$328,460	-9.6%
May 2025	\$316,000	-13.4%
April 2025	\$320,000	-15.8%
March 2025	\$340,000	-9.1%
February 2025	\$326,900	-12.8%
January 2025	\$340,000	-10.7%
December 2024	\$353,500	-11.6%

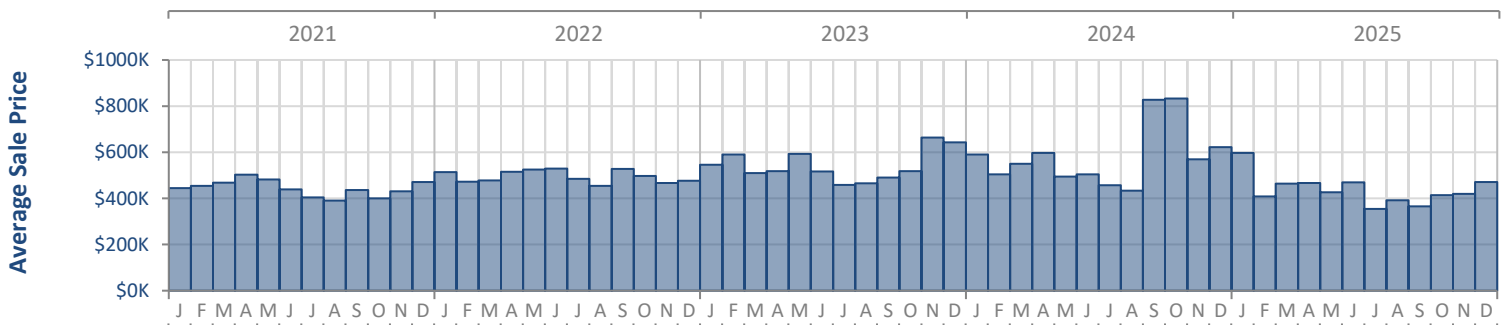


## Average Sale Price

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	\$438,992	-23.0%
<b>December 2025</b>	<b>\$471,434</b>	<b>-24.3%</b>
November 2025	\$419,372	-26.4%
October 2025	\$413,749	-50.4%
September 2025	\$364,887	-55.9%
August 2025	\$391,828	-9.7%
July 2025	\$354,529	-22.4%
June 2025	\$468,992	-7.0%
May 2025	\$426,258	-13.8%
April 2025	\$466,258	-21.8%
March 2025	\$464,708	-15.6%
February 2025	\$408,972	-18.9%
January 2025	\$597,426	1.1%
December 2024	\$622,825	-3.2%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA

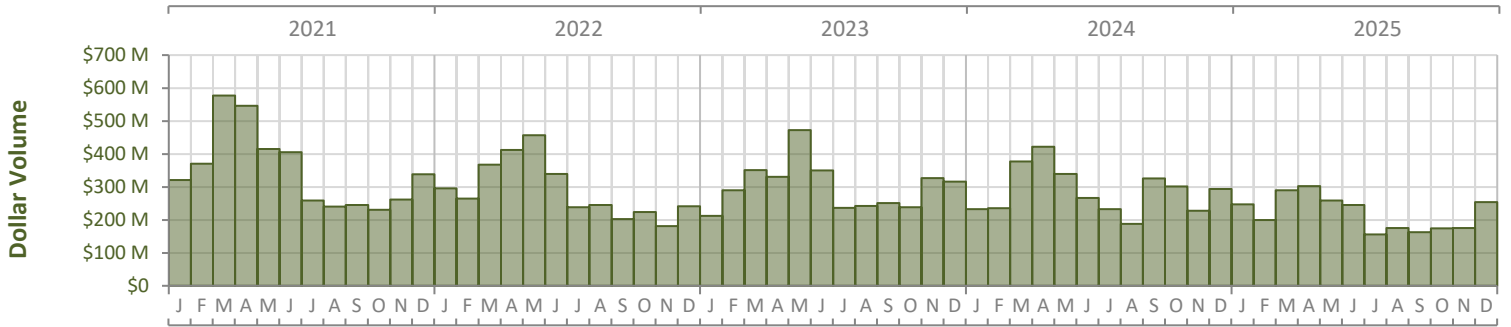


## Dollar Volume

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	\$2.6 Billion	-23.3%
<b>December 2025</b>	<b>\$254.1 Million</b>	<b>-13.6%</b>
November 2025	\$174.9 Million	-23.1%
October 2025	\$174.2 Million	-42.3%
September 2025	\$162.7 Million	-50.1%
August 2025	\$175.1 Million	-6.6%
July 2025	\$156.0 Million	-33.1%
June 2025	\$245.3 Million	-8.1%
May 2025	\$258.7 Million	-23.9%
April 2025	\$302.1 Million	-28.4%
March 2025	\$290.0 Million	-23.2%
February 2025	\$199.6 Million	-15.1%
January 2025	\$247.3 Million	6.3%
December 2024	\$294.0 Million	-7.0%

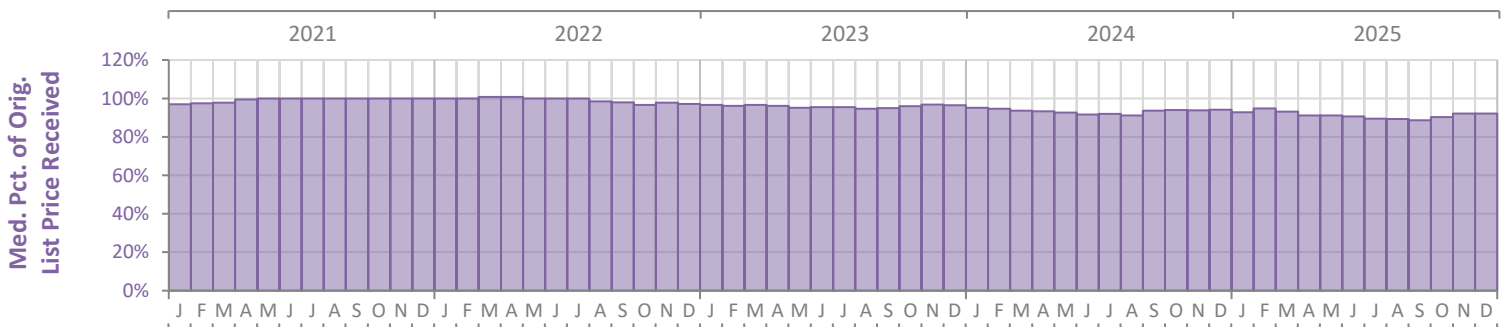


## Median Percent of Original List Price Received

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	91.5%	-2.0%
<b>December 2025</b>	<b>92.2%</b>	<b>-2.0%</b>
November 2025	92.1%	-1.8%
October 2025	90.3%	-3.8%
September 2025	88.6%	-5.3%
August 2025	89.3%	-2.0%
July 2025	89.4%	-2.8%
June 2025	90.7%	-1.1%
May 2025	91.1%	-1.7%
April 2025	91.2%	-2.3%
March 2025	93.2%	-0.5%
February 2025	94.8%	0.2%
January 2025	92.8%	-2.5%
December 2024	94.1%	-2.5%

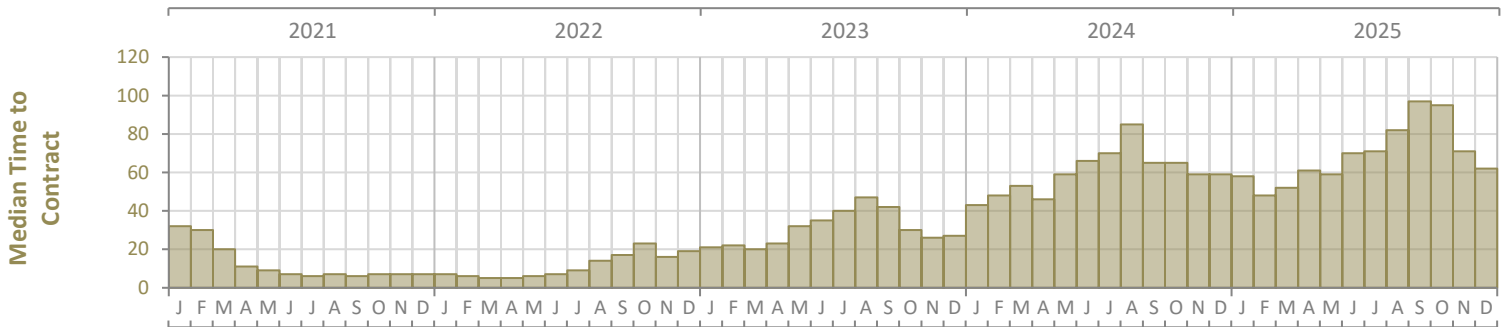


## Median Time to Contract

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	72 Days	16.1%
<b>December 2025</b>	<b>62 Days</b>	<b>5.1%</b>
November 2025	71 Days	20.3%
October 2025	95 Days	46.2%
September 2025	97 Days	49.2%
August 2025	82 Days	-3.5%
July 2025	71 Days	1.4%
June 2025	70 Days	6.1%
May 2025	59 Days	0.0%
April 2025	61 Days	32.6%
March 2025	52 Days	-1.9%
February 2025	48 Days	0.0%
January 2025	58 Days	34.9%
December 2024	59 Days	118.5%

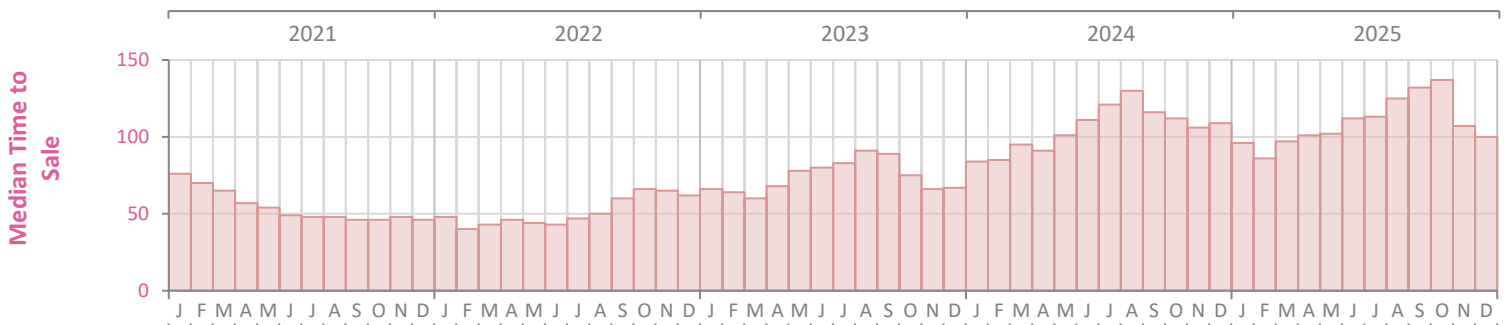


## Median Time to Sale

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	113 Days	6.6%
<b>December 2025</b>	<b>100 Days</b>	<b>-8.3%</b>
November 2025	107 Days	0.9%
October 2025	137 Days	22.3%
September 2025	132 Days	13.8%
August 2025	125 Days	-3.8%
July 2025	113 Days	-6.6%
June 2025	112 Days	0.9%
May 2025	102 Days	1.0%
April 2025	101 Days	11.0%
March 2025	97 Days	2.1%
February 2025	86 Days	1.2%
January 2025	96 Days	14.3%
December 2024	109 Days	62.7%

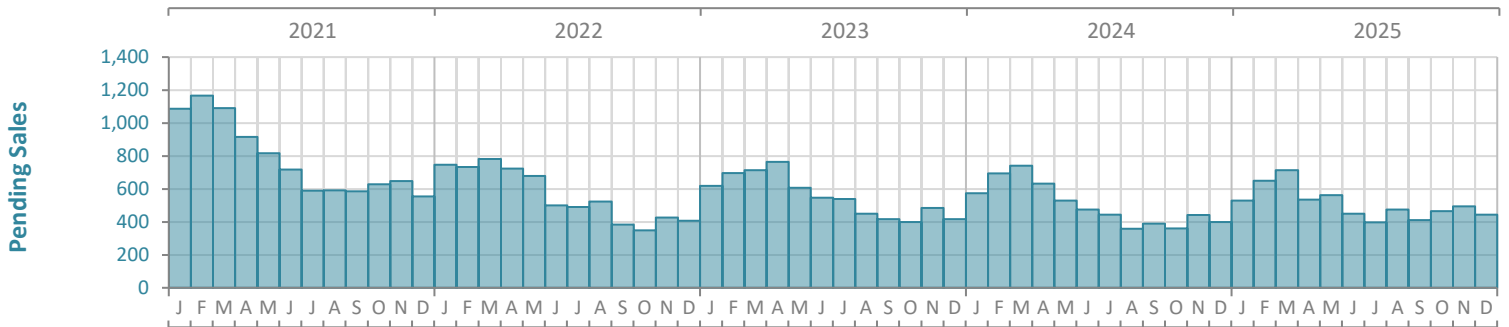


## New Pending Sales

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	6,127	1.5%
<b>December 2025</b>	<b>443</b>	<b>11.0%</b>
November 2025	495	12.0%
October 2025	466	29.1%
September 2025	411	5.4%
August 2025	474	32.4%
July 2025	398	-10.2%
June 2025	450	-5.3%
May 2025	562	6.2%
April 2025	535	-15.3%
March 2025	714	-3.6%
February 2025	649	-6.5%
January 2025	530	-7.7%
December 2024	399	-4.1%

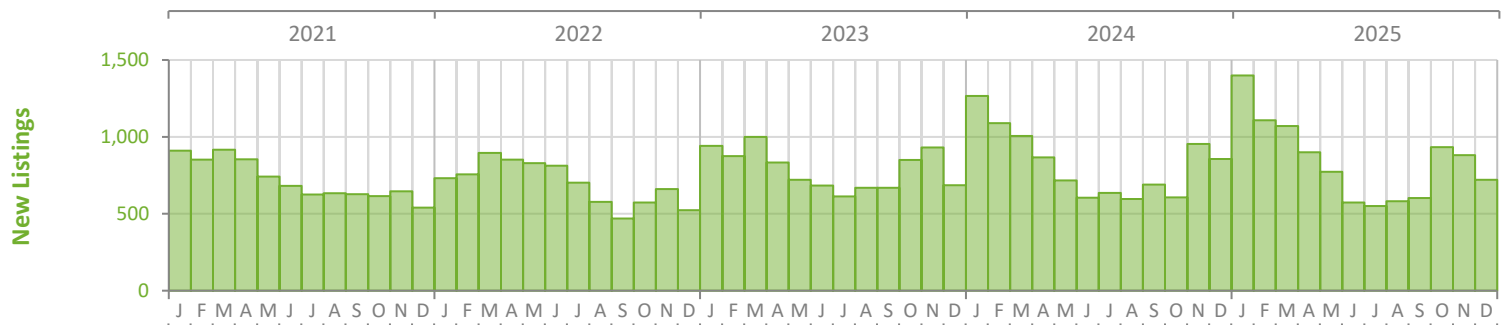


## New Listings

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	10,094	2.1%
<b>December 2025</b>	<b>722</b>	<b>-15.7%</b>
November 2025	882	-7.5%
October 2025	934	53.9%
September 2025	602	-12.6%
August 2025	581	-2.7%
July 2025	550	-13.5%
June 2025	574	-5.0%
May 2025	774	8.1%
April 2025	899	3.8%
March 2025	1,070	6.3%
February 2025	1,107	1.7%
January 2025	1,399	10.5%
December 2024	856	24.8%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA

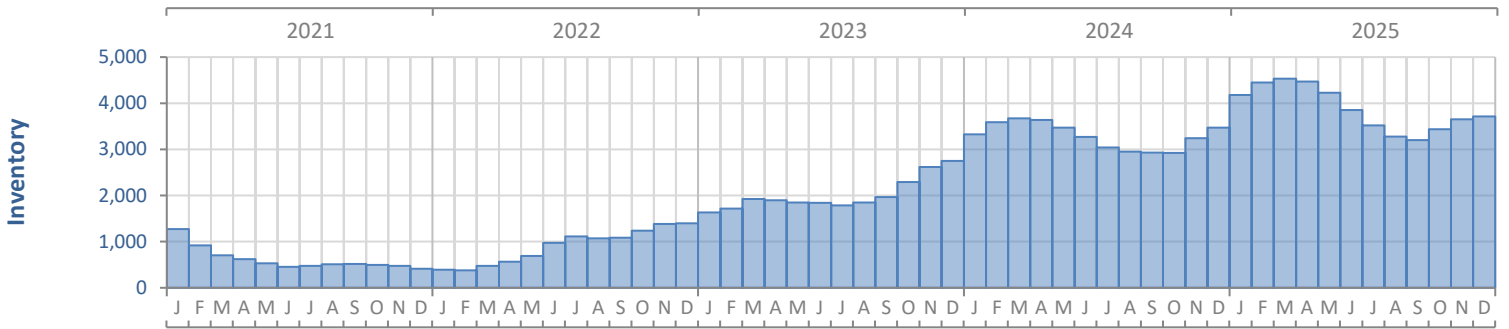


## Inventory (Active Listings)

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)	3,875	17.7%
<b>December 2025</b>	<b>3,711</b>	<b>6.9%</b>
November 2025	3,650	12.6%
October 2025	3,434	17.4%
September 2025	3,204	9.2%
August 2025	3,278	11.2%
July 2025	3,517	15.8%
June 2025	3,852	17.8%
May 2025	4,224	21.8%
April 2025	4,471	23.0%
March 2025	4,530	23.4%
February 2025	4,446	23.9%
January 2025	4,177	25.6%
December 2024	3,470	26.2%

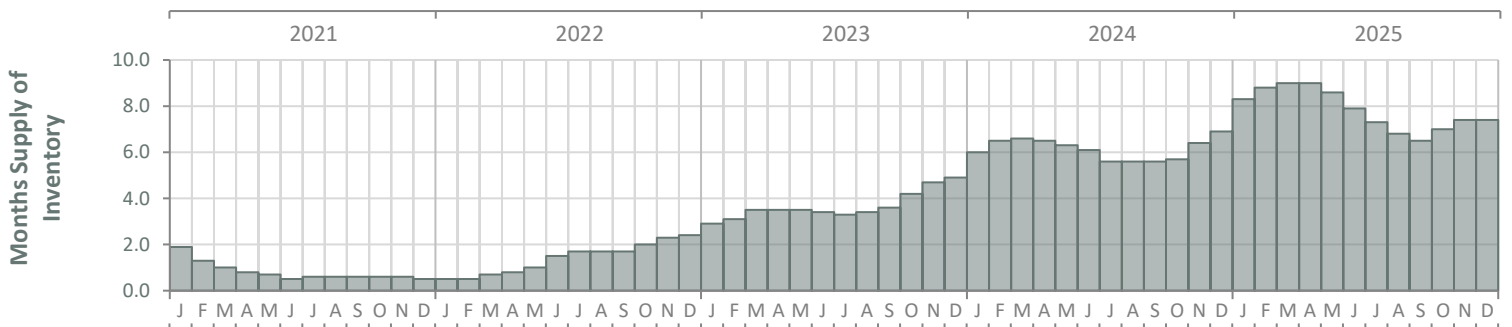


## Months Supply of Inventory

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)	7.8	25.8%
<b>December 2025</b>	<b>7.4</b>	<b>7.2%</b>
November 2025	7.4	15.6%
October 2025	7.0	22.8%
September 2025	6.5	16.1%
August 2025	6.8	21.4%
July 2025	7.3	30.4%
June 2025	7.9	29.5%
May 2025	8.6	36.5%
April 2025	9.0	38.5%
March 2025	9.0	36.4%
February 2025	8.8	35.4%
January 2025	8.3	38.3%
December 2024	6.9	40.8%

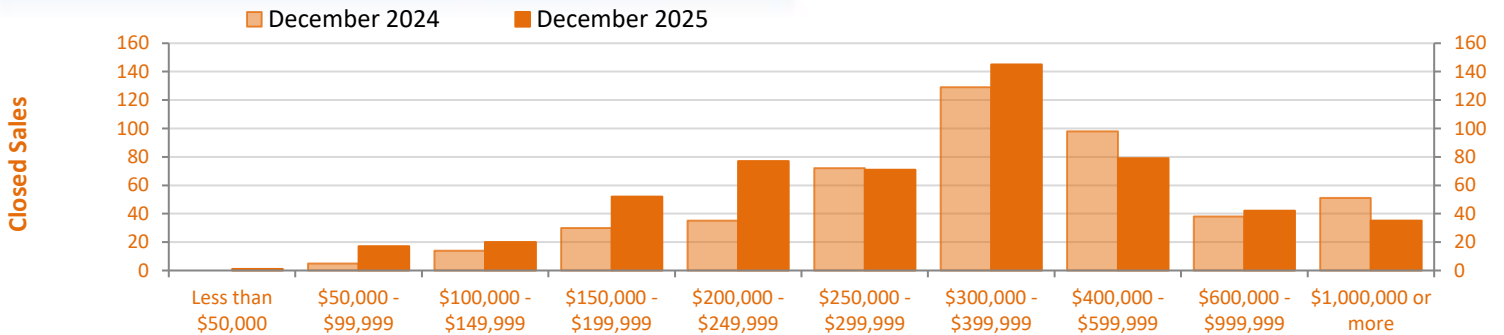


## Closed Sales by Sale Price

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	1	N/A
\$50,000 - \$99,999	17	240.0%
\$100,000 - \$149,999	20	42.9%
\$150,000 - \$199,999	52	73.3%
\$200,000 - \$249,999	77	120.0%
\$250,000 - \$299,999	71	-1.4%
\$300,000 - \$399,999	145	12.4%
\$400,000 - \$599,999	79	-19.4%
\$600,000 - \$999,999	42	10.5%
\$1,000,000 or more	35	-31.4%

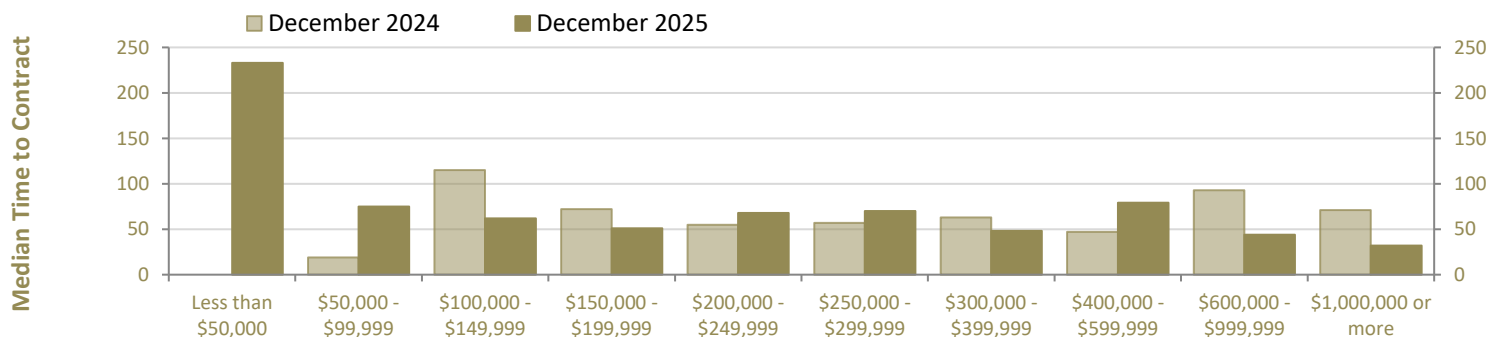


## Median Time to Contract by Sale Price

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	233 Days	N/A
\$50,000 - \$99,999	75 Days	294.7%
\$100,000 - \$149,999	62 Days	-46.1%
\$150,000 - \$199,999	51 Days	-29.2%
\$200,000 - \$249,999	68 Days	23.6%
\$250,000 - \$299,999	70 Days	22.8%
\$300,000 - \$399,999	48 Days	-23.8%
\$400,000 - \$599,999	79 Days	68.1%
\$600,000 - \$999,999	44 Days	-52.7%
\$1,000,000 or more	32 Days	-54.9%



## 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	1	N/A
\$50,000 - \$99,999	10	233.3%
\$100,000 - \$149,999	34	88.9%
\$150,000 - \$199,999	58	81.3%
\$200,000 - \$249,999	65	-13.3%
\$250,000 - \$299,999	96	-23.2%
\$300,000 - \$399,999	181	-17.4%
\$400,000 - \$599,999	129	-34.5%
\$600,000 - \$999,999	77	-11.5%
\$1,000,000 or more	71	-29.0%

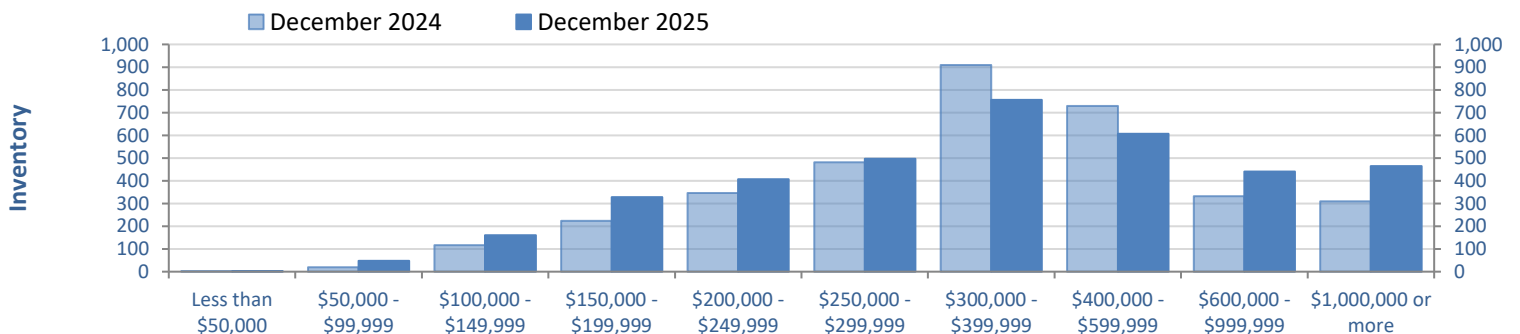


## Inventory by Current Listing Price

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.

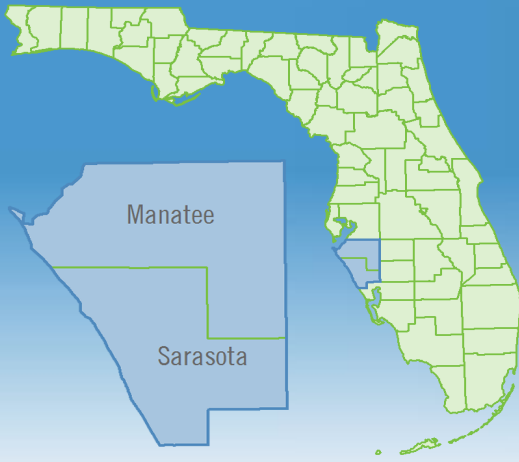
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	50.0%
\$50,000 - \$99,999	48	140.0%
\$100,000 - \$149,999	160	37.9%
\$150,000 - \$199,999	328	46.4%
\$200,000 - \$249,999	407	17.6%
\$250,000 - \$299,999	497	3.1%
\$300,000 - \$399,999	756	-16.9%
\$400,000 - \$599,999	607	-16.7%
\$600,000 - \$999,999	440	32.5%
\$1,000,000 or more	465	50.5%



# Monthly Distressed Market - December 2025

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA



		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	539	471	14.4%
	Median Sale Price	\$320,000	\$354,000	-9.6%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$320,552	N/A

