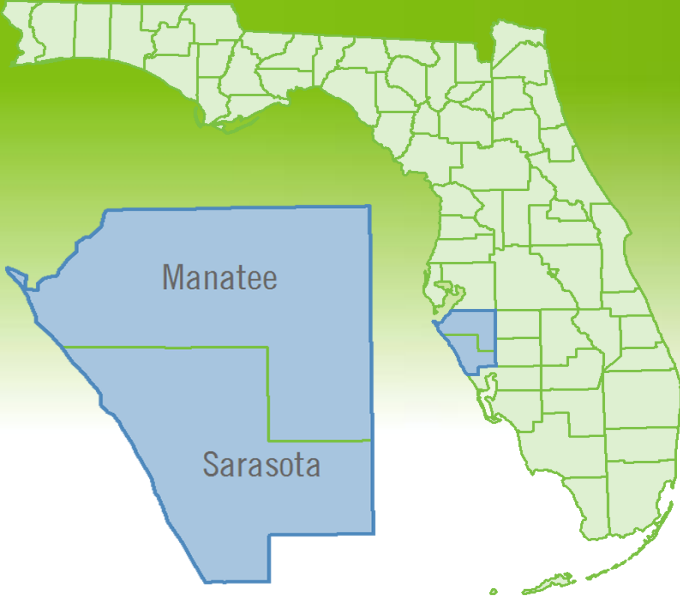


Monthly Market Detail - January 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



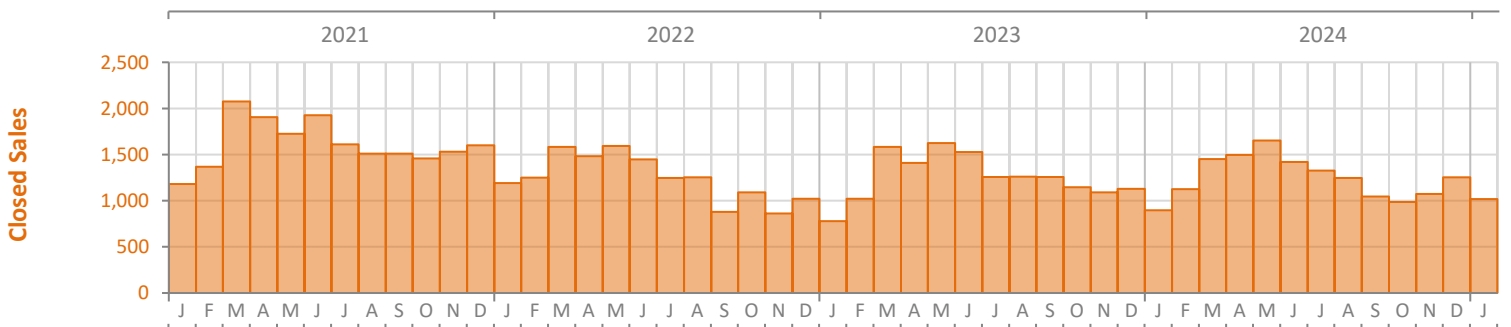
Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	1,018	895	13.7%
Paid in Cash	426	406	4.9%
Median Sale Price	\$500,000	\$530,000	-5.7%
Average Sale Price	\$709,632	\$766,431	-7.4%
Dollar Volume	\$722.4 Million	\$686.0 Million	5.3%
Median Percent of Original List Price Received	94.4%	95.6%	-1.3%
Median Time to Contract	47 Days	38 Days	23.7%
Median Time to Sale	90 Days	85 Days	5.9%
New Pending Sales	1,294	1,260	2.7%
New Listings	2,573	2,229	15.4%
Pending Inventory	1,579	1,651	-4.4%
Inventory (Active Listings)	6,899	5,555	24.2%
Months Supply of Inventory	5.5	4.4	25.0%

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	1,018	13.7%
January 2025	1,018	13.7%
December 2024	1,252	11.0%
November 2024	1,074	-1.6%
October 2024	985	-14.1%
September 2024	1,045	-16.9%
August 2024	1,248	-1.0%
July 2024	1,328	5.6%
June 2024	1,420	-7.1%
May 2024	1,651	1.6%
April 2024	1,496	6.2%
March 2024	1,453	-8.2%
February 2024	1,124	9.9%
January 2024	895	14.9%

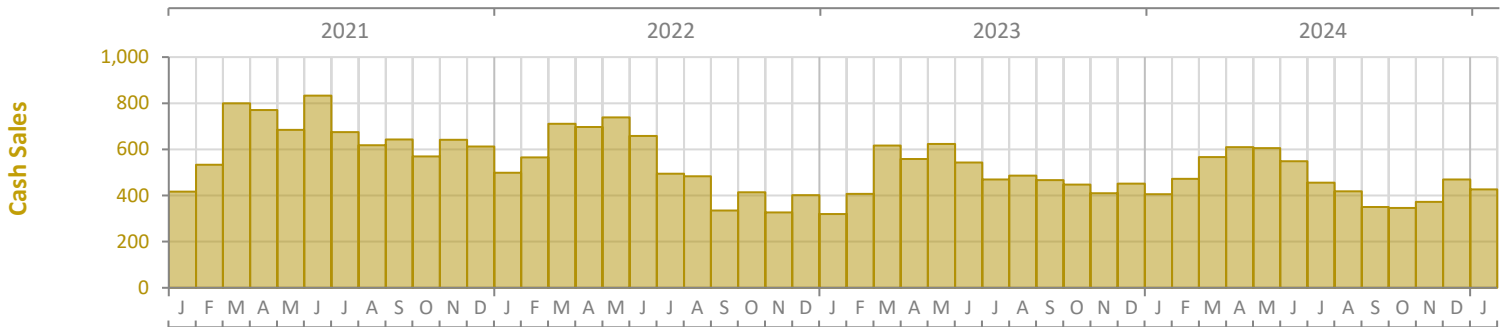


Cash Sales

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	426	4.9%
January 2025	426	4.9%
December 2024	470	4.2%
November 2024	372	-9.3%
October 2024	346	-22.6%
September 2024	350	-25.1%
August 2024	418	-14.0%
July 2024	455	-3.2%
June 2024	549	1.1%
May 2024	606	-2.7%
April 2024	610	9.1%
March 2024	566	-8.1%
February 2024	472	16.0%
January 2024	406	26.9%

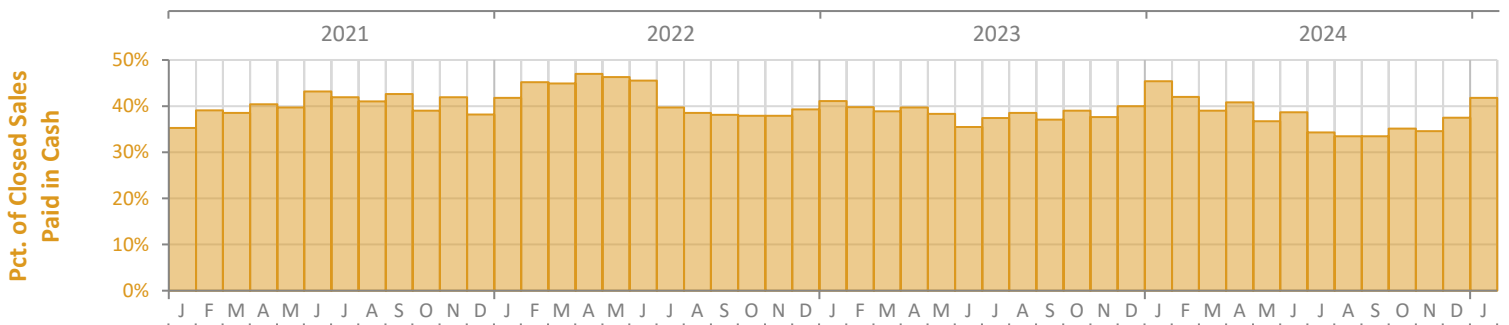


Cash Sales as a Percentage of Closed Sales

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	41.8%	-7.9%
January 2025	41.8%	-7.9%
December 2024	37.5%	-6.3%
November 2024	34.6%	-8.0%
October 2024	35.1%	-10.0%
September 2024	33.5%	-9.7%
August 2024	33.5%	-13.0%
July 2024	34.3%	-8.3%
June 2024	38.7%	9.0%
May 2024	36.7%	-4.2%
April 2024	40.8%	2.8%
March 2024	39.0%	0.3%
February 2024	42.0%	5.5%
January 2024	45.4%	10.5%



Monthly Market Detail - January 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA

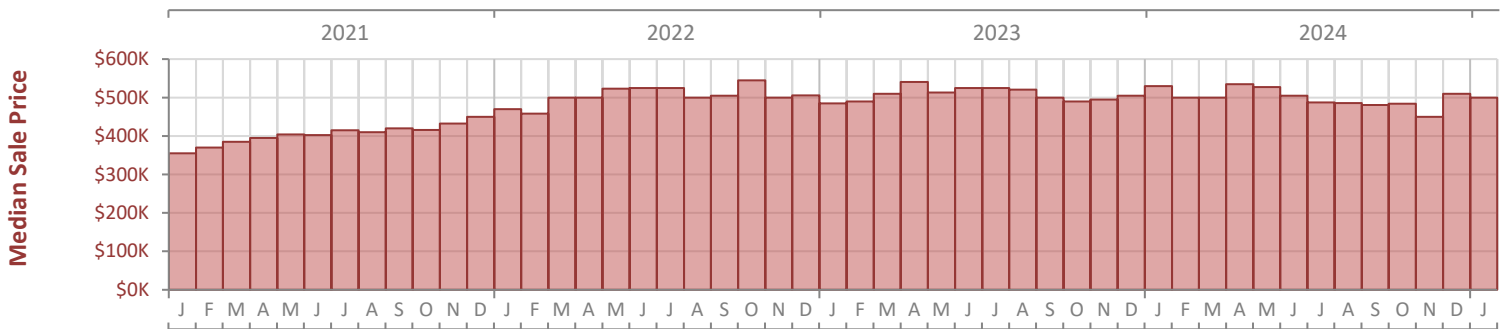


Median Sale Price

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	\$500,000	-5.7%
January 2025	\$500,000	-5.7%
December 2024	\$510,000	1.0%
November 2024	\$449,945	-9.1%
October 2024	\$483,843	-1.3%
September 2024	\$480,460	-3.9%
August 2024	\$485,995	-6.6%
July 2024	\$487,000	-7.2%
June 2024	\$504,900	-3.7%
May 2024	\$527,000	2.7%
April 2024	\$535,000	-1.0%
March 2024	\$500,000	-1.9%
February 2024	\$500,000	2.0%
January 2024	\$530,000	9.3%

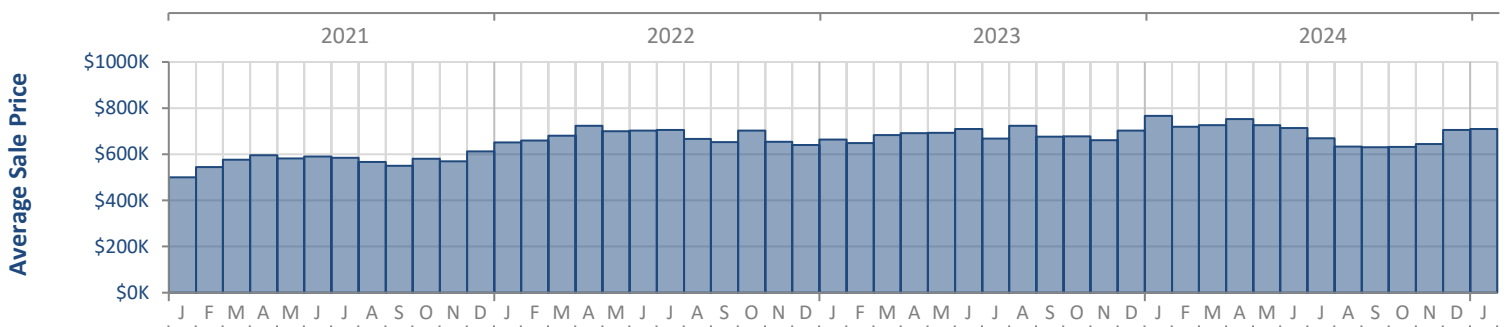


Average Sale Price

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	\$709,632	-7.4%
January 2025	\$709,632	-7.4%
December 2024	\$704,759	0.2%
November 2024	\$644,167	-2.6%
October 2024	\$631,480	-6.8%
September 2024	\$629,818	-6.9%
August 2024	\$633,760	-12.4%
July 2024	\$669,589	0.3%
June 2024	\$713,424	0.6%
May 2024	\$726,857	4.9%
April 2024	\$752,441	8.8%
March 2024	\$725,555	6.1%
February 2024	\$718,831	10.8%
January 2024	\$766,431	15.6%



Monthly Market Detail - January 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA

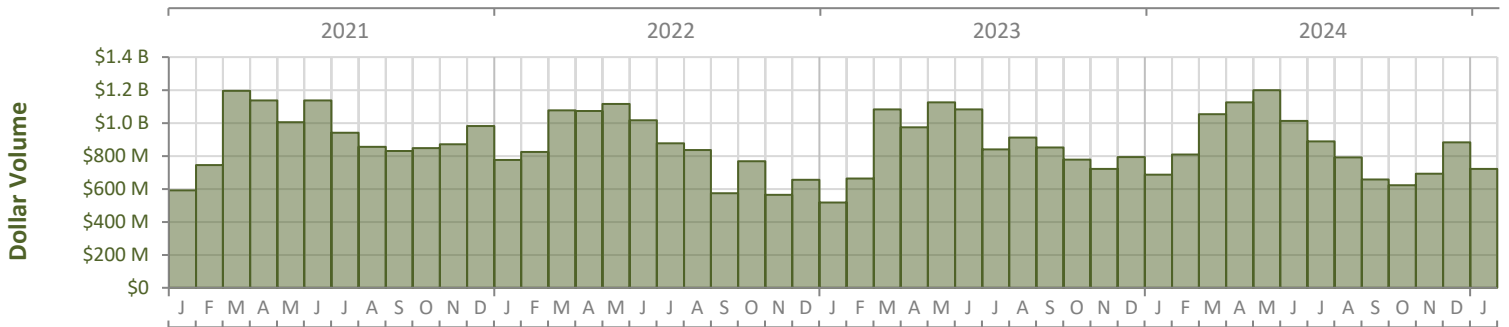


Dollar Volume

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	\$722.4 Million	5.3%
January 2025	\$722.4 Million	5.3%
December 2024	\$882.4 Million	11.2%
November 2024	\$691.8 Million	-4.1%
October 2024	\$622.0 Million	-20.0%
September 2024	\$658.2 Million	-22.7%
August 2024	\$790.9 Million	-13.3%
July 2024	\$889.2 Million	5.9%
June 2024	\$1.0 Billion	-6.5%
May 2024	\$1.2 Billion	6.6%
April 2024	\$1.1 Billion	15.6%
March 2024	\$1.1 Billion	-2.6%
February 2024	\$808.0 Million	21.7%
January 2024	\$686.0 Million	32.8%

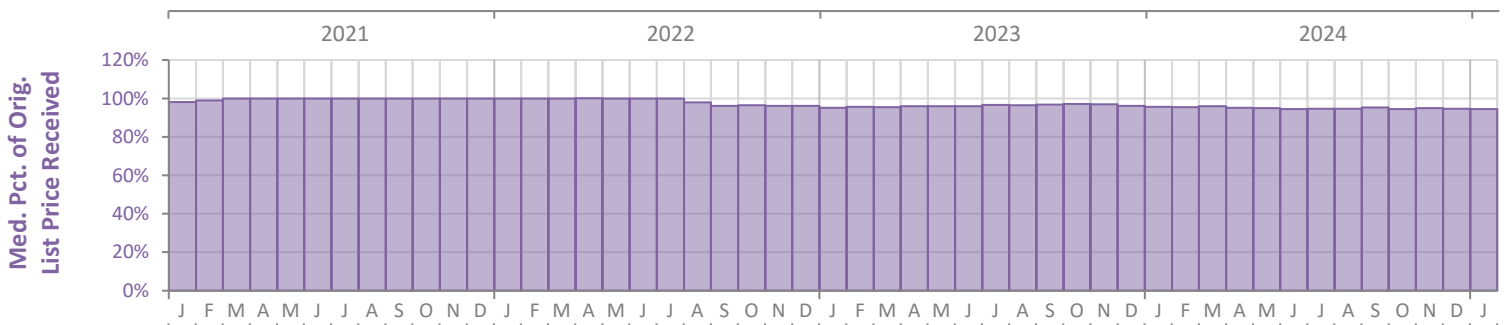


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the 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	94.4%	-1.3%
January 2025	94.4%	-1.3%
December 2024	94.7%	-1.6%
November 2024	94.9%	-2.1%
October 2024	94.4%	-2.9%
September 2024	95.3%	-1.5%
August 2024	94.6%	-1.9%
July 2024	94.6%	-2.2%
June 2024	94.4%	-1.7%
May 2024	95.0%	-0.9%
April 2024	95.2%	-0.8%
March 2024	95.9%	0.5%
February 2024	95.4%	-0.3%
January 2024	95.6%	0.4%

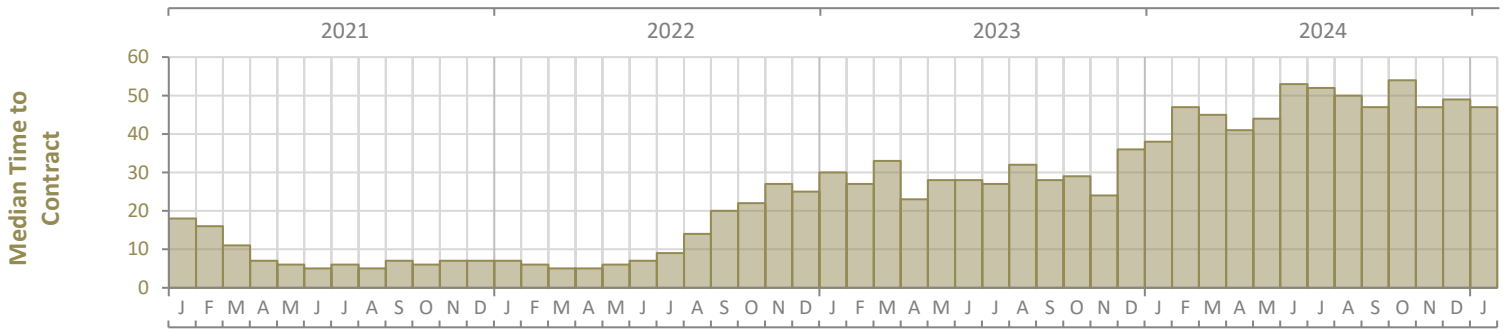


Median Time to Contract

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	47 Days	23.7%
January 2025	47 Days	23.7%
December 2024	49 Days	36.1%
November 2024	47 Days	95.8%
October 2024	54 Days	86.2%
September 2024	47 Days	67.9%
August 2024	50 Days	56.3%
July 2024	52 Days	92.6%
June 2024	53 Days	89.3%
May 2024	44 Days	57.1%
April 2024	41 Days	78.3%
March 2024	45 Days	36.4%
February 2024	47 Days	74.1%
January 2024	38 Days	26.7%

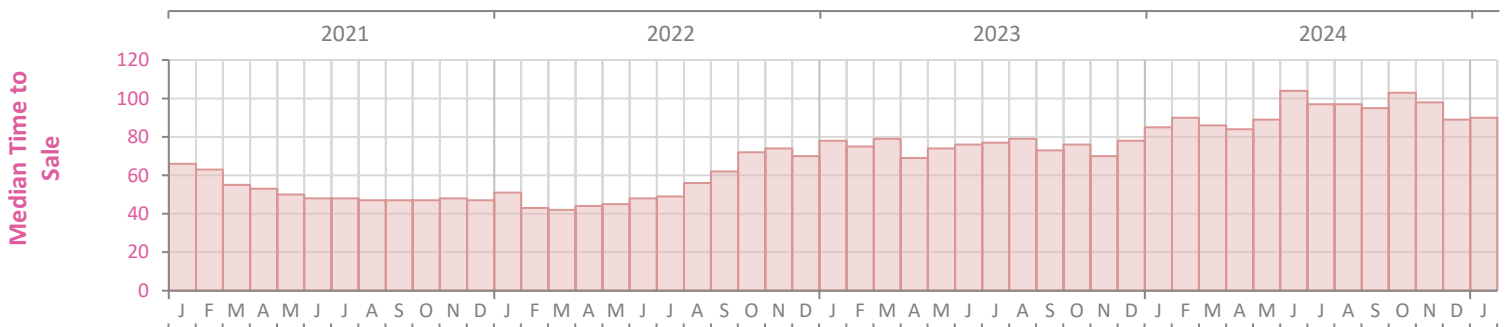


Median Time to Sale

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	90 Days	5.9%
January 2025	90 Days	5.9%
December 2024	89 Days	14.1%
November 2024	98 Days	40.0%
October 2024	103 Days	35.5%
September 2024	95 Days	30.1%
August 2024	97 Days	22.8%
July 2024	97 Days	26.0%
June 2024	104 Days	36.8%
May 2024	89 Days	20.3%
April 2024	84 Days	21.7%
March 2024	86 Days	8.9%
February 2024	90 Days	20.0%
January 2024	85 Days	9.0%

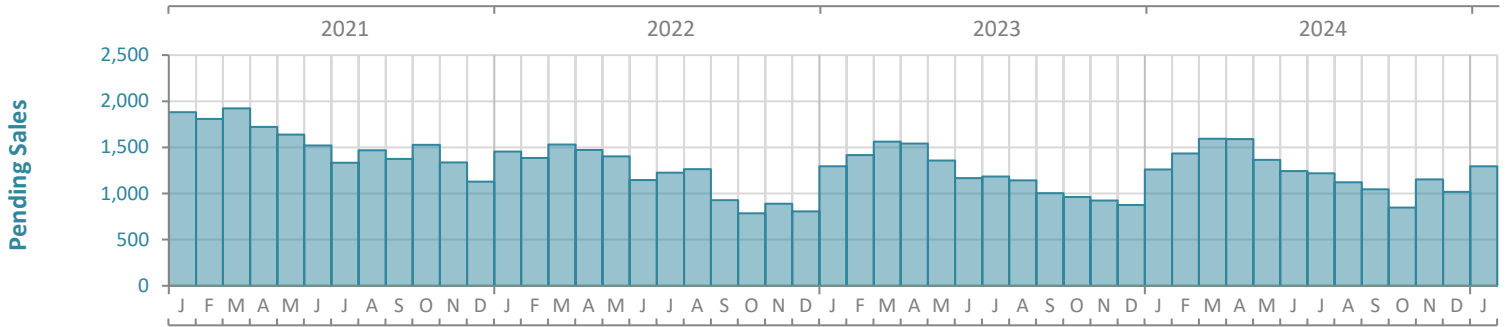


New Pending Sales

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	1,294	2.7%
January 2025	1,294	2.7%
December 2024	1,017	16.4%
November 2024	1,153	24.9%
October 2024	849	-11.8%
September 2024	1,047	4.4%
August 2024	1,121	-2.0%
July 2024	1,219	2.8%
June 2024	1,243	6.5%
May 2024	1,363	0.4%
April 2024	1,590	3.2%
March 2024	1,594	1.9%
February 2024	1,434	1.1%
January 2024	1,260	-2.8%

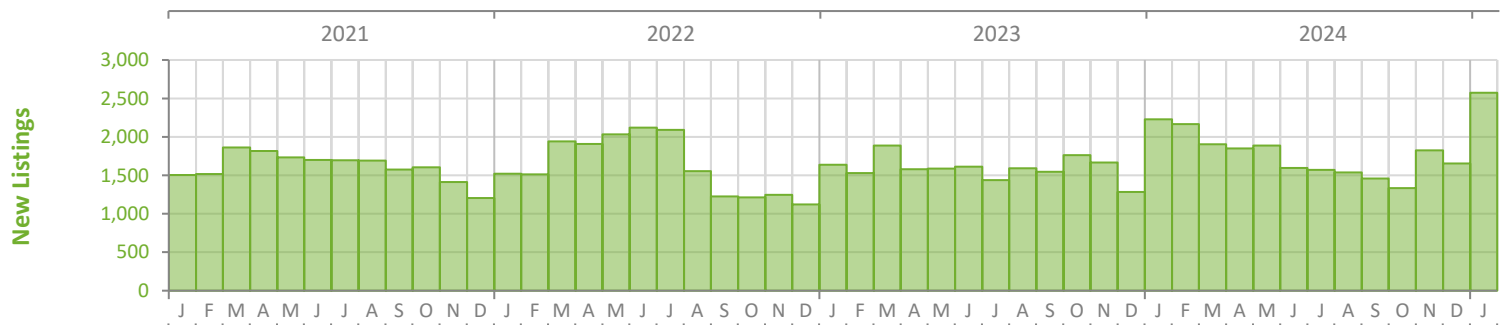


New Listings

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	2,573	15.4%
January 2025	2,573	15.4%
December 2024	1,655	29.0%
November 2024	1,824	9.4%
October 2024	1,334	-24.3%
September 2024	1,458	-5.6%
August 2024	1,536	-3.5%
July 2024	1,570	9.1%
June 2024	1,598	-0.8%
May 2024	1,886	18.8%
April 2024	1,849	17.2%
March 2024	1,903	0.8%
February 2024	2,165	41.6%
January 2024	2,229	36.0%



Monthly Market Detail - January 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA

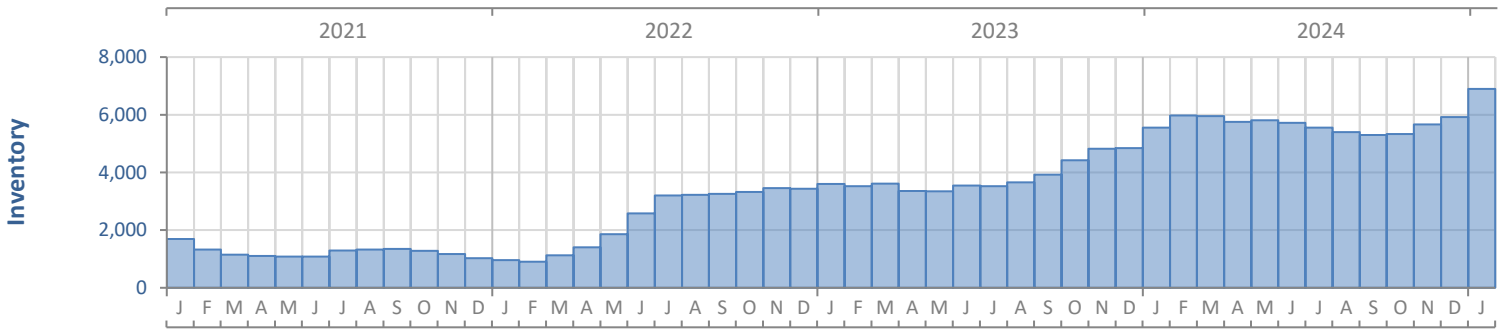


Inventory (Active Listings)

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)	6,899	24.2%
January 2025	6,899	24.2%
December 2024	5,922	22.2%
November 2024	5,662	17.4%
October 2024	5,337	20.8%
September 2024	5,302	35.3%
August 2024	5,403	47.9%
July 2024	5,556	57.6%
June 2024	5,719	61.3%
May 2024	5,809	73.5%
April 2024	5,755	71.5%
March 2024	5,955	64.6%
February 2024	5,978	69.6%
January 2024	5,555	54.2%

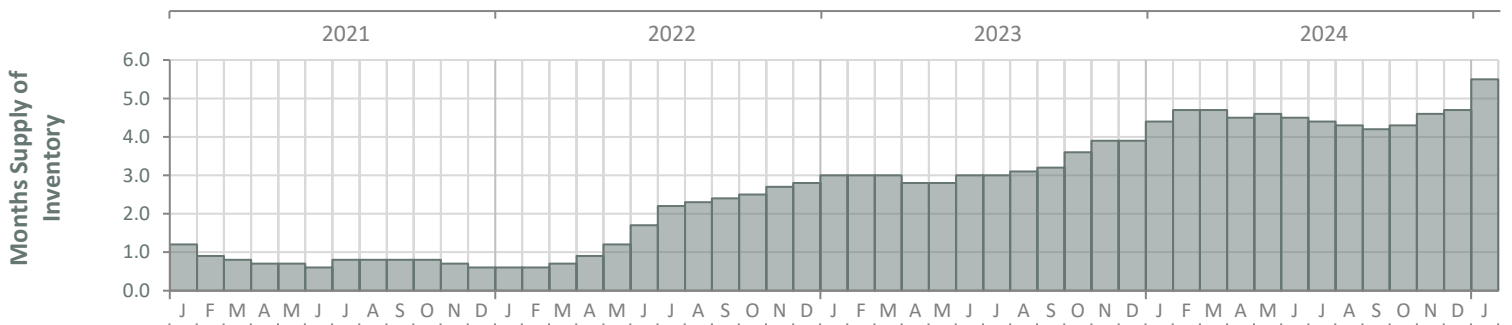


Months Supply of Inventory

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)	5.5	25.0%
January 2025	5.5	25.0%
December 2024	4.7	20.5%
November 2024	4.6	17.9%
October 2024	4.3	19.4%
September 2024	4.2	31.3%
August 2024	4.3	38.7%
July 2024	4.4	46.7%
June 2024	4.5	50.0%
May 2024	4.6	64.3%
April 2024	4.5	60.7%
March 2024	4.7	56.7%
February 2024	4.7	56.7%
January 2024	4.4	46.7%

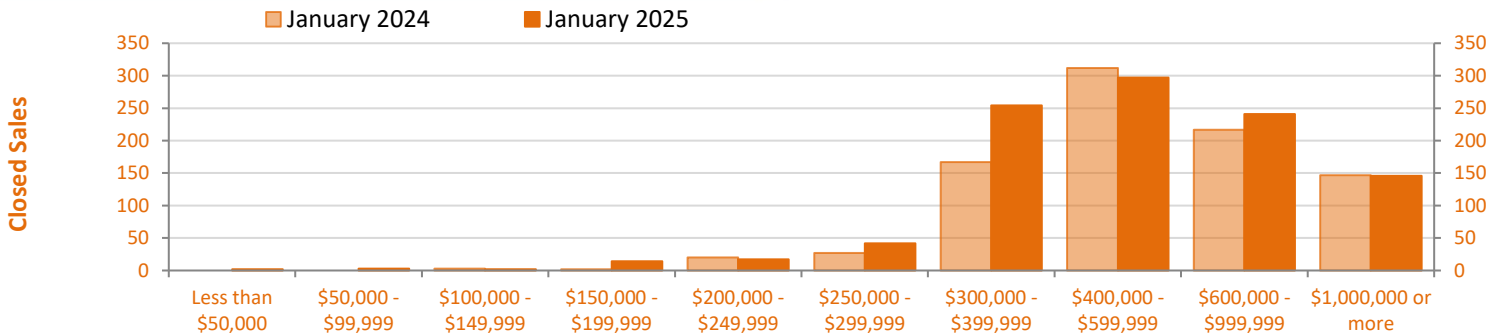


Closed Sales by Sale Price

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	2	N/A
\$50,000 - \$99,999	3	N/A
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	14	600.0%
\$200,000 - \$249,999	17	-15.0%
\$250,000 - \$299,999	42	55.6%
\$300,000 - \$399,999	254	52.1%
\$400,000 - \$599,999	297	-4.8%
\$600,000 - \$999,999	241	11.1%
\$1,000,000 or more	146	-0.7%

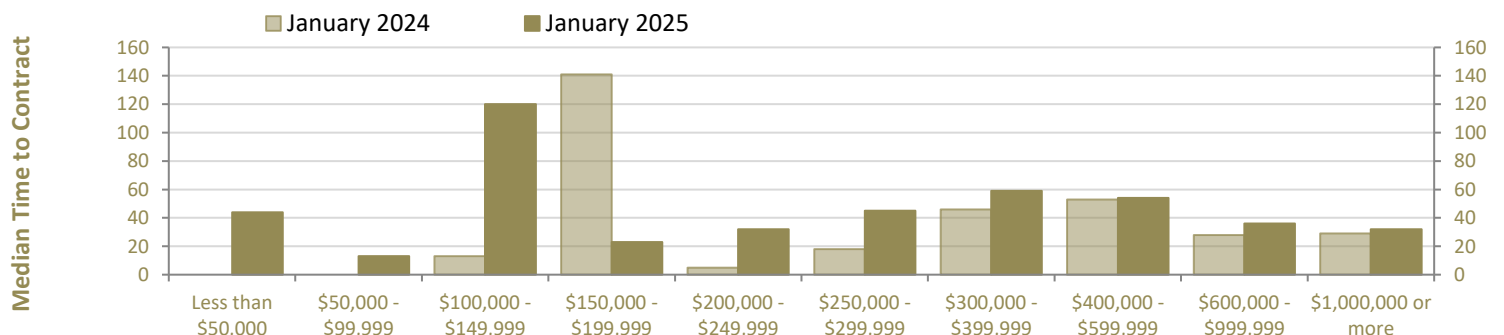


Median Time to Contract by Sale Price

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	44 Days	N/A
\$50,000 - \$99,999	13 Days	N/A
\$100,000 - \$149,999	120 Days	823.1%
\$150,000 - \$199,999	23 Days	-83.7%
\$200,000 - \$249,999	32 Days	540.0%
\$250,000 - \$299,999	45 Days	150.0%
\$300,000 - \$399,999	59 Days	28.3%
\$400,000 - \$599,999	54 Days	1.9%
\$600,000 - \$999,999	36 Days	28.6%
\$1,000,000 or more	32 Days	10.3%

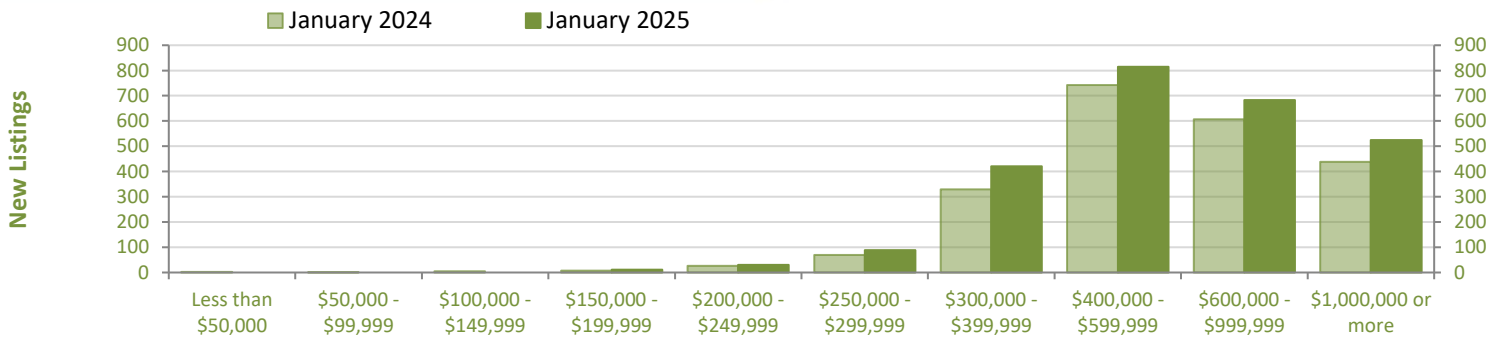


New Listings by Initial Listing Price

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	-100.0%
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	11	37.5%
\$200,000 - \$249,999	30	11.1%
\$250,000 - \$299,999	89	27.1%
\$300,000 - \$399,999	421	28.0%
\$400,000 - \$599,999	815	9.8%
\$600,000 - \$999,999	683	12.5%
\$1,000,000 or more	524	19.6%

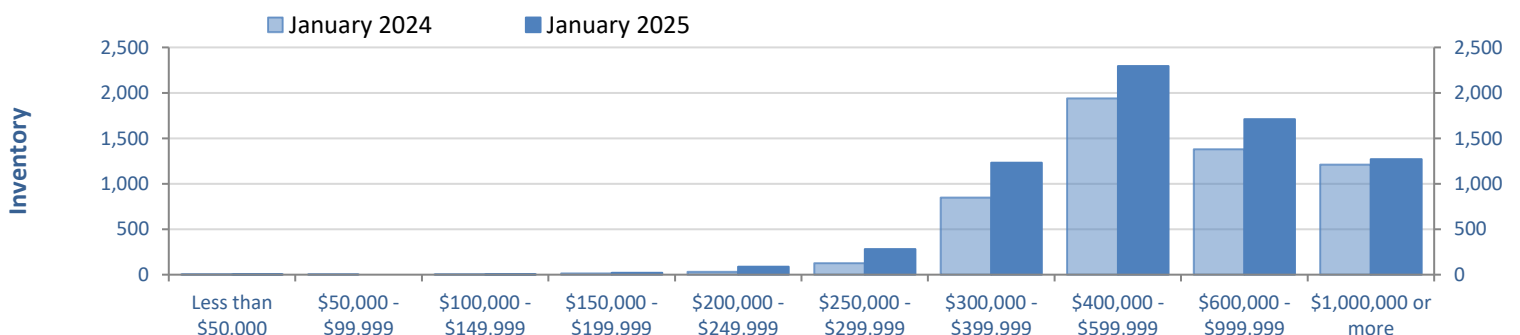


Inventory by Current Listing Price

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.

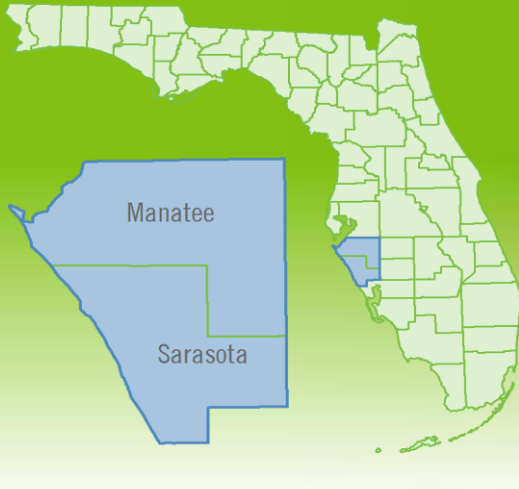
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	0.0%
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	1	-75.0%
\$150,000 - \$199,999	22	83.3%
\$200,000 - \$249,999	89	196.7%
\$250,000 - \$299,999	280	122.2%
\$300,000 - \$399,999	1,231	45.0%
\$400,000 - \$599,999	2,293	18.3%
\$600,000 - \$999,999	1,710	23.8%
\$1,000,000 or more	1,271	4.9%



Monthly Distressed Market - January 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	1,007	890	13.1%
	Median Sale Price	\$505,995	\$530,000	-4.5%
Foreclosure/REO	Closed Sales	11	5	120.0%
	Median Sale Price	\$279,900	\$438,000	-36.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

