

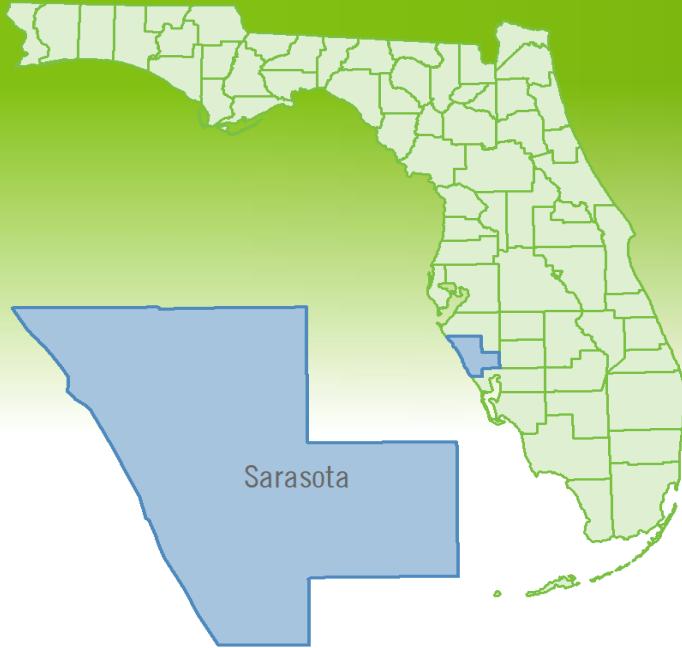
Monthly Market Detail - December 2018

Single Family Homes

Sarasota County



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Summary Statistics	December 2018	December 2017	Percent Change Year-over-Year
Closed Sales	527	639	-17.5%
Paid in Cash	196	255	-23.1%
Median Sale Price	\$285,000	\$275,000	3.6%
Average Sale Price	\$405,098	\$382,597	5.9%
Dollar Volume	\$213.5 Million	\$244.5 Million	-12.7%
Median Percent of Original List Price Received	95.6%	95.5%	0.1%
Median Time to Contract	41 Days	40 Days	2.5%
Median Time to Sale	78 Days	77 Days	1.3%
New Pending Sales	478	586	-18.4%
New Listings	651	718	-9.3%
Pending Inventory	652	741	-12.0%
Inventory (Active Listings)	3,148	2,693	16.9%
Months Supply of Inventory	4.8	4.1	17.1%

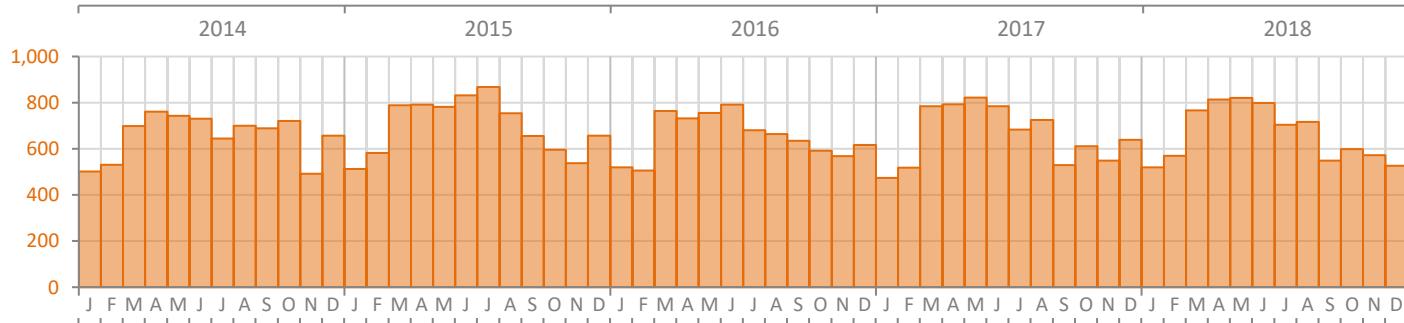
Closed Sales

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	7,952	0.5%
December 2018	527	-17.5%
November 2018	572	4.2%
October 2018	598	-2.1%
September 2018	548	3.6%
August 2018	716	-1.2%
July 2018	704	3.1%
June 2018	798	1.7%
May 2018	820	-0.2%
April 2018	814	2.6%
March 2018	767	-2.2%
February 2018	569	9.8%
January 2018	519	9.5%
December 2017	639	3.6%

Closed Sales



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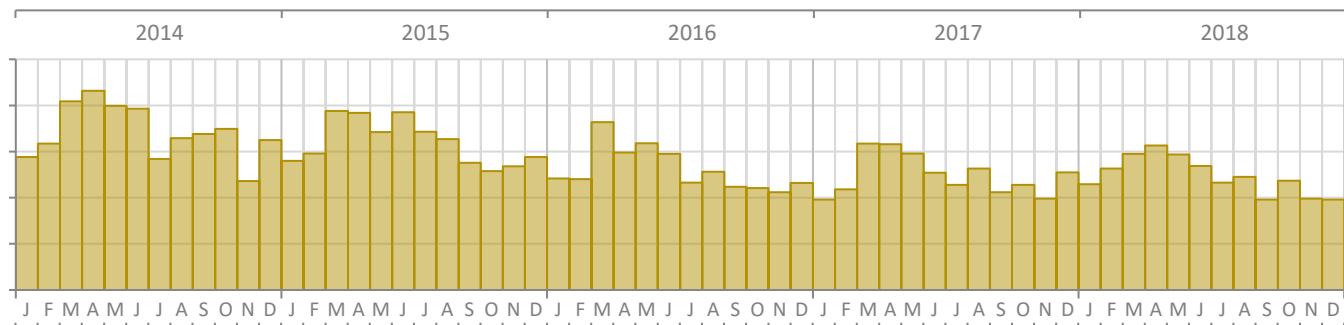
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Cash Sales

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	2,968	-0.4%
December 2018	196	-23.1%
November 2018	198	0.0%
October 2018	237	3.9%
September 2018	196	-7.5%
August 2018	245	-6.8%
July 2018	233	2.2%
June 2018	269	5.9%
May 2018	294	-0.7%
April 2018	313	-0.9%
March 2018	295	-6.9%
February 2018	263	20.6%
January 2018	229	16.8%
December 2017	255	9.9%

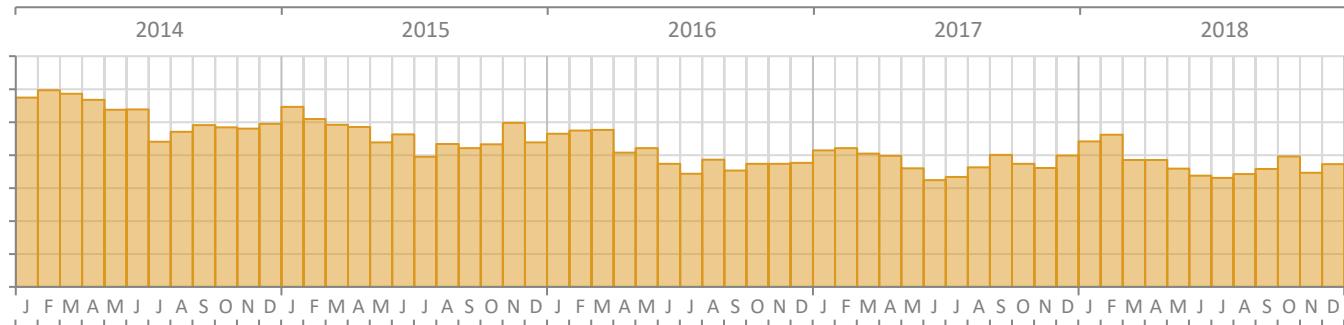


Cash Sales as a Percentage of Closed Sales

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	37.3%	-1.1%
December 2018	37.2%	-6.8%
November 2018	34.6%	-4.2%
October 2018	39.6%	6.2%
September 2018	35.8%	-10.7%
August 2018	34.2%	-5.8%
July 2018	33.1%	-0.9%
June 2018	33.7%	4.0%
May 2018	35.9%	-0.3%
April 2018	38.5%	-3.3%
March 2018	38.5%	-4.7%
February 2018	46.2%	9.7%
January 2018	44.1%	6.5%
December 2017	39.9%	6.1%



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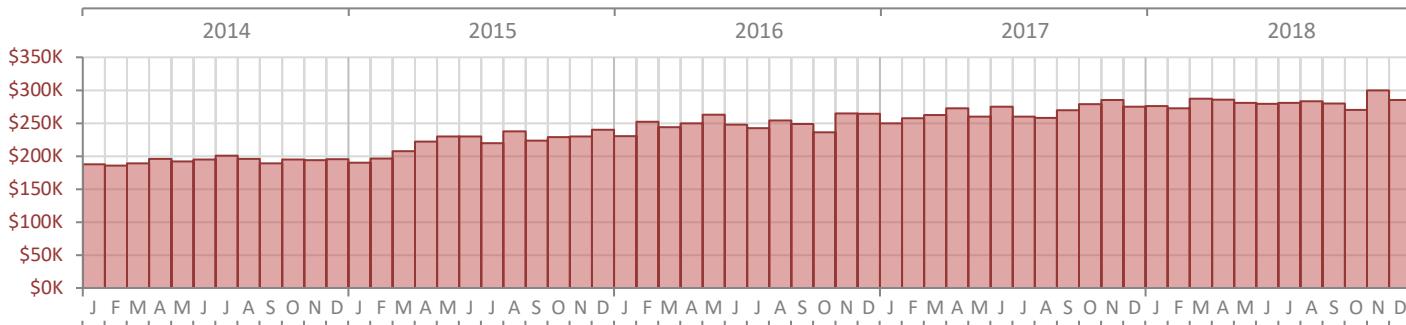
Median Sale Price

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	\$282,500	5.0%
December 2018	\$285,000	3.6%
November 2018	\$300,000	5.3%
October 2018	\$270,000	-3.2%
September 2018	\$280,000	3.7%
August 2018	\$283,488	9.9%
July 2018	\$280,750	8.0%
June 2018	\$279,500	1.6%
May 2018	\$280,750	8.0%
April 2018	\$285,650	4.8%
March 2018	\$287,000	9.3%
February 2018	\$272,500	5.8%
January 2018	\$275,900	10.4%
December 2017	\$275,000	4.0%

Median Sale Price



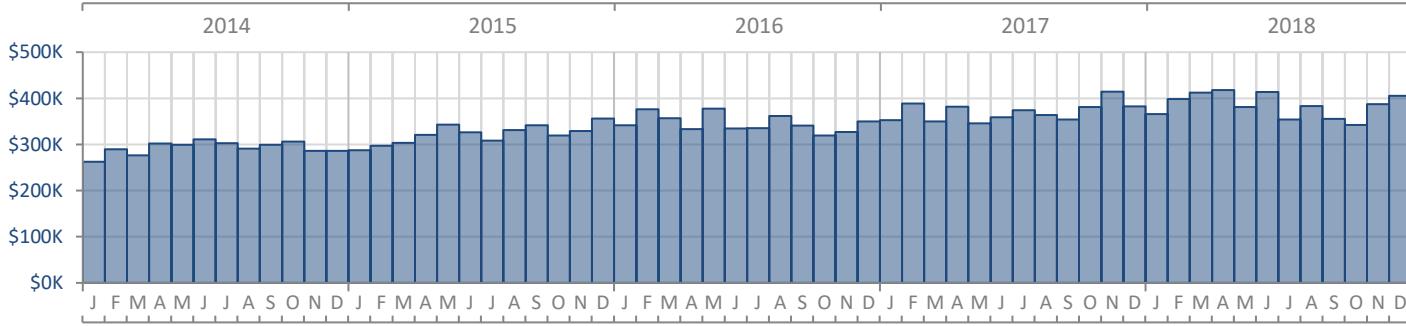
Average Sale Price

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	\$386,567	4.6%
December 2018	\$405,098	5.9%
November 2018	\$387,268	-6.5%
October 2018	\$342,247	-10.2%
September 2018	\$355,485	0.5%
August 2018	\$383,483	5.4%
July 2018	\$354,396	-5.2%
June 2018	\$413,562	15.1%
May 2018	\$381,076	10.2%
April 2018	\$417,923	9.4%
March 2018	\$412,593	17.9%
February 2018	\$398,148	2.3%
January 2018	\$365,593	3.7%
December 2017	\$382,597	9.3%

Average Sale Price



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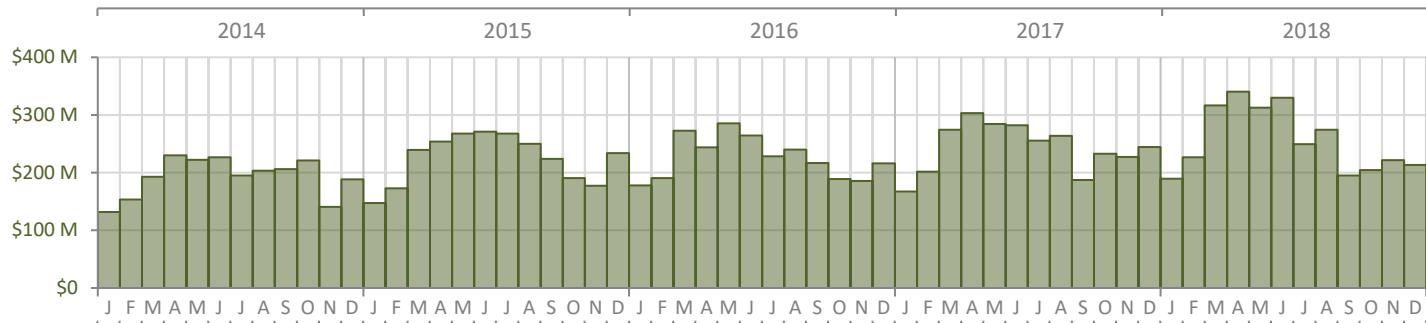
Dollar Volume

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	\$3.1 Billion	5.1%
December 2018	\$213.5 Million	-12.7%
November 2018	\$221.5 Million	-2.6%
October 2018	\$204.7 Million	-12.1%
September 2018	\$194.8 Million	4.1%
August 2018	\$274.6 Million	4.1%
July 2018	\$249.5 Million	-2.3%
June 2018	\$330.0 Million	17.0%
May 2018	\$312.5 Million	9.9%
April 2018	\$340.2 Million	12.3%
March 2018	\$316.5 Million	15.3%
February 2018	\$226.5 Million	12.4%
January 2018	\$189.7 Million	13.6%
December 2017	\$244.5 Million	13.2%

Dollar Volume



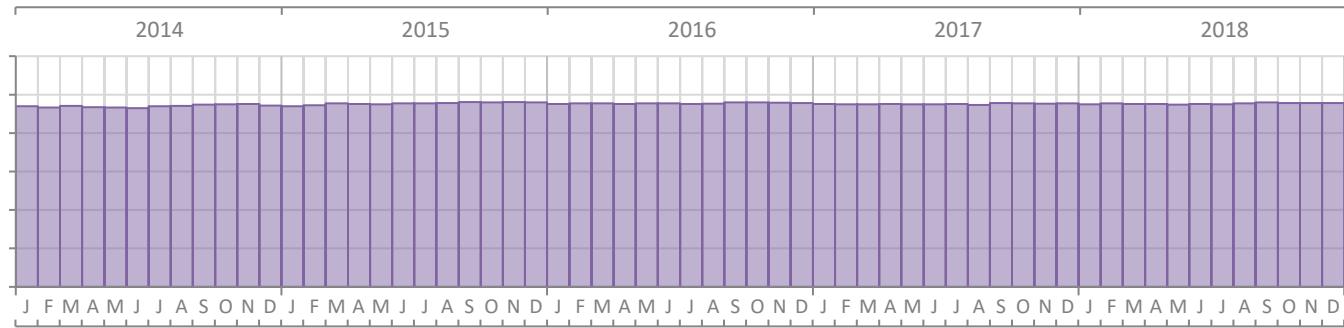
Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Med. Pct. of Orig. List Price Received

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	95.3%	0.1%
December 2018	95.6%	0.1%
November 2018	95.7%	0.4%
October 2018	95.7%	0.3%
September 2018	95.9%	0.2%
August 2018	95.4%	0.7%
July 2018	95.0%	-0.2%
June 2018	95.2%	0.2%
May 2018	94.8%	-0.2%
April 2018	95.2%	0.0%
March 2018	95.2%	0.2%
February 2018	95.5%	0.5%
January 2018	95.0%	-0.2%
December 2017	95.5%	-0.2%



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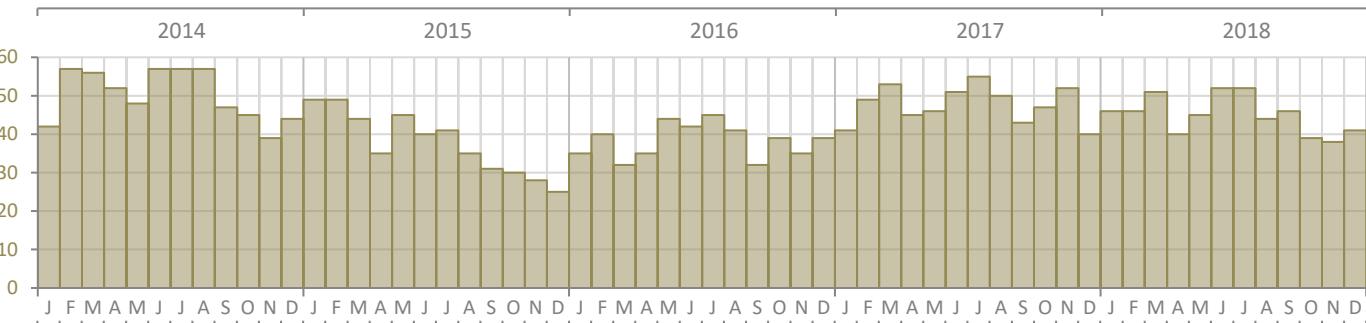
Median Time to Contract

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	44 Days	-6.4%
December 2018	41 Days	2.5%
November 2018	38 Days	-26.9%
October 2018	39 Days	-17.0%
September 2018	46 Days	7.0%
August 2018	44 Days	-12.0%
July 2018	52 Days	-5.5%
June 2018	52 Days	2.0%
May 2018	45 Days	-2.2%
April 2018	40 Days	-11.1%
March 2018	51 Days	-3.8%
February 2018	46 Days	-6.1%
January 2018	46 Days	12.2%
December 2017	40 Days	2.6%

Median Time to Contract



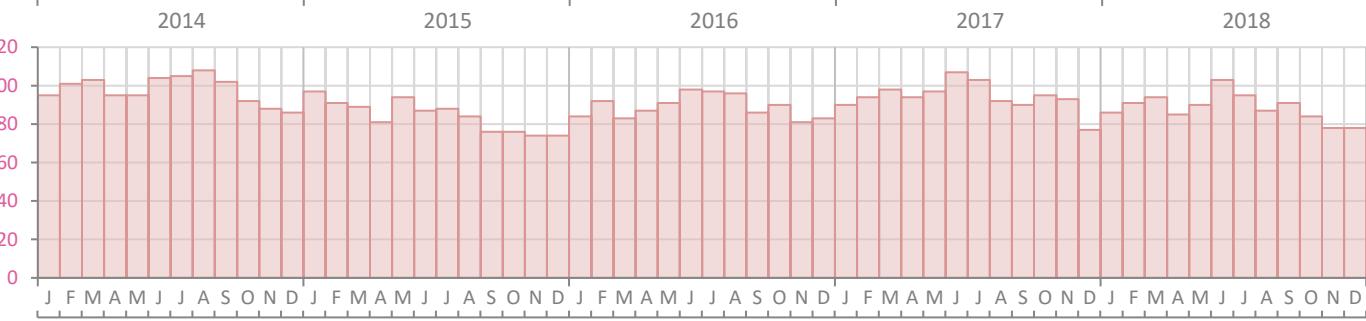
Median Time to Sale

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	89 Days	-6.3%
December 2018	78 Days	1.3%
November 2018	78 Days	-16.1%
October 2018	84 Days	-11.6%
September 2018	91 Days	1.1%
August 2018	87 Days	-5.4%
July 2018	95 Days	-7.8%
June 2018	103 Days	-3.7%
May 2018	90 Days	-7.2%
April 2018	85 Days	-9.6%
March 2018	94 Days	-4.1%
February 2018	91 Days	-3.2%
January 2018	86 Days	-4.4%
December 2017	77 Days	-7.2%

Median Time to Sale



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Single Family Homes

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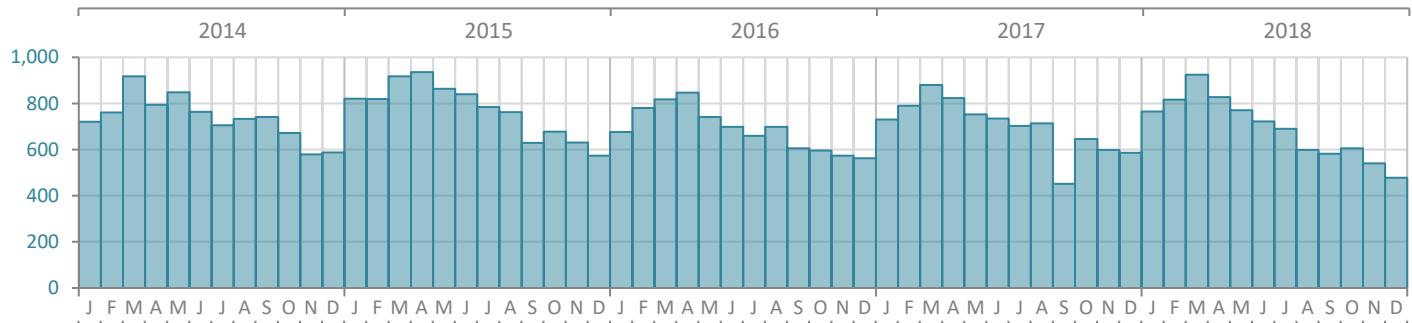
New Pending Sales

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	8,320	-1.1%
December 2018	478	-18.4%
November 2018	540	-9.8%
October 2018	605	-6.3%
September 2018	582	28.8%
August 2018	598	-16.2%
July 2018	690	-1.8%
June 2018	722	-1.8%
May 2018	770	2.3%
April 2018	828	0.6%
March 2018	925	5.1%
February 2018	817	3.4%
January 2018	765	4.7%
December 2017	586	4.3%

Pending Sales



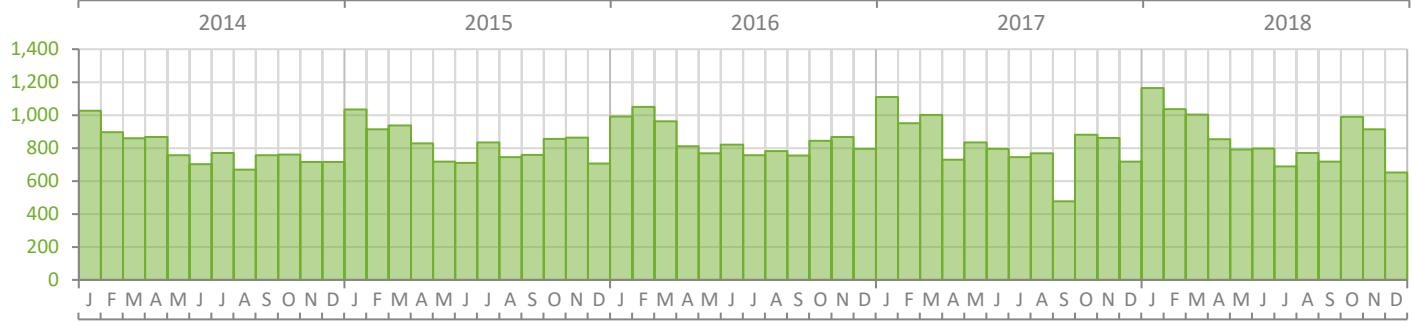
New Listings

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	10,378	5.2%
December 2018	651	-9.3%
November 2018	914	6.2%
October 2018	990	12.5%
September 2018	718	50.5%
August 2018	770	0.3%
July 2018	688	-7.5%
June 2018	798	0.4%
May 2018	792	-5.0%
April 2018	853	16.8%
March 2018	1,003	0.2%
February 2018	1,036	9.1%
January 2018	1,165	5.0%
December 2017	718	-9.7%

New Listings

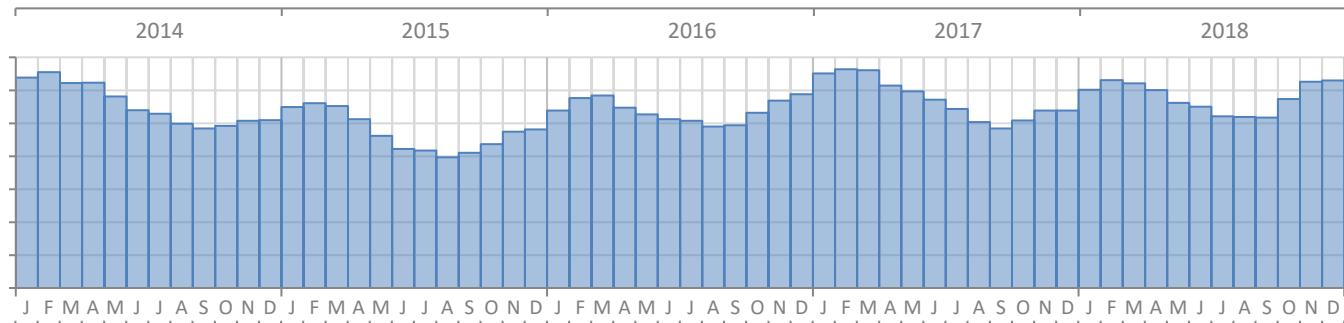


Inventory (Active Listings)

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)	2,896	1.2%
December 2018	3,148	16.9%
November 2018	3,131	16.3%
October 2018	2,866	12.8%
September 2018	2,583	6.7%
August 2018	2,595	3.2%
July 2018	2,605	-4.0%
June 2018	2,748	-3.7%
May 2018	2,808	-5.9%
April 2018	3,002	-2.2%
March 2018	3,104	-6.0%
February 2018	3,152	-5.0%
January 2018	3,008	-7.6%
December 2017	2,693	-8.4%



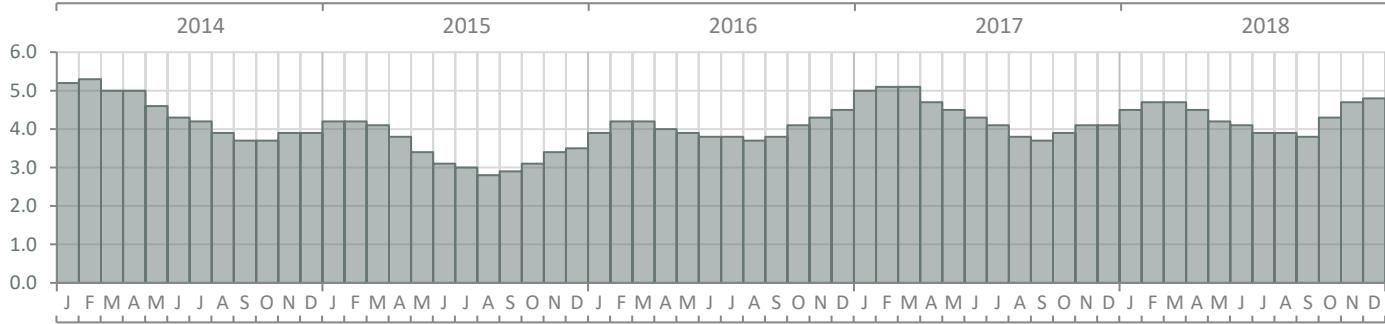
Months Supply of Inventory

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)	4.3	-2.3%
December 2018	4.8	17.1%
November 2018	4.7	14.6%
October 2018	4.3	10.3%
September 2018	3.8	2.7%
August 2018	3.9	2.6%
July 2018	3.9	-4.9%
June 2018	4.1	-4.7%
May 2018	4.2	-6.7%
April 2018	4.5	-4.3%
March 2018	4.7	-7.8%
February 2018	4.7	-7.8%
January 2018	4.5	-10.0%
December 2017	4.1	-8.9%

Months Supply of Inventory



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Single Family Homes

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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	-50.0%
\$100,000 - \$149,999	26	-25.7%
\$150,000 - \$199,999	74	-37.3%
\$200,000 - \$249,999	100	-2.0%
\$250,000 - \$299,999	73	-20.7%
\$300,000 - \$399,999	117	-5.6%
\$400,000 - \$599,999	72	-18.2%
\$600,000 - \$999,999	29	-27.5%
\$1,000,000 or more	31	3.3%

■ December 2017 ■ December 2018

Closed Sales



Median Time to Contract by Sale Price

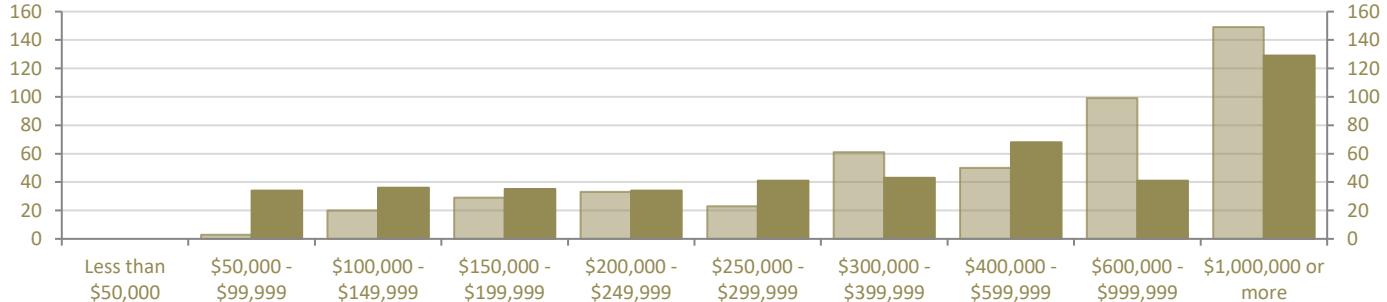
The median number of days between the listing date and contract date for all Closed Sales during the month

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	34 Days	1033.3%
\$100,000 - \$149,999	36 Days	80.0%
\$150,000 - \$199,999	35 Days	20.7%
\$200,000 - \$249,999	34 Days	3.0%
\$250,000 - \$299,999	41 Days	78.3%
\$300,000 - \$399,999	43 Days	-29.5%
\$400,000 - \$599,999	68 Days	36.0%
\$600,000 - \$999,999	41 Days	-58.6%
\$1,000,000 or more	129 Days	-13.4%

■ December 2017 ■ December 2018

Median Time to Contract



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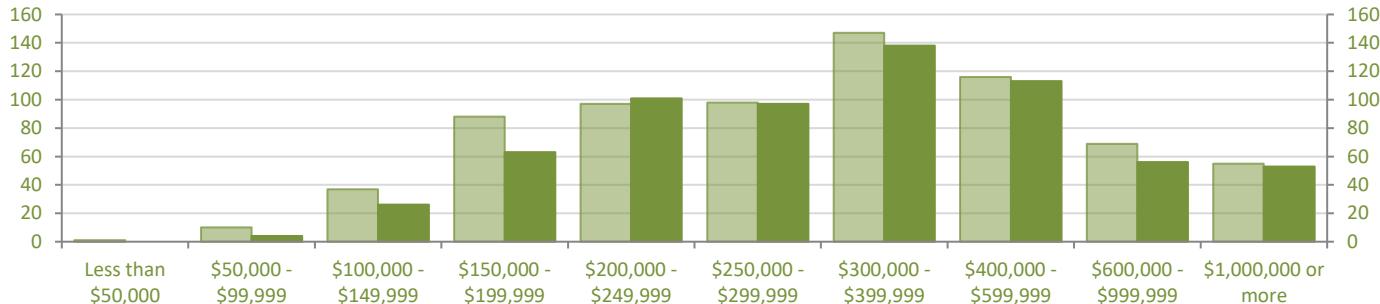
New Listings by Initial Listing Price

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	4	-60.0%
\$100,000 - \$149,999	26	-29.7%
\$150,000 - \$199,999	63	-28.4%
\$200,000 - \$249,999	101	4.1%
\$250,000 - \$299,999	97	-1.0%
\$300,000 - \$399,999	138	-6.1%
\$400,000 - \$599,999	113	-2.6%
\$600,000 - \$999,999	56	-18.8%
\$1,000,000 or more	53	-3.6%

■ December 2017 ■ December 2018



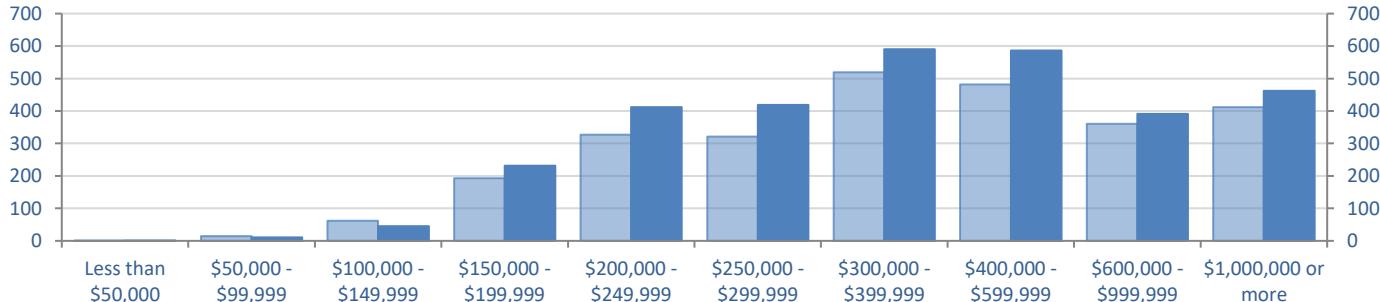
Inventory by Current Listing Price

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	1	0.0%
\$50,000 - \$99,999	11	-26.7%
\$100,000 - \$149,999	45	-27.4%
\$150,000 - \$199,999	231	19.7%
\$200,000 - \$249,999	412	26.0%
\$250,000 - \$299,999	419	30.5%
\$300,000 - \$399,999	590	13.7%
\$400,000 - \$599,999	586	21.6%
\$600,000 - \$999,999	391	8.3%
\$1,000,000 or more	462	12.1%

■ December 2017 ■ December 2018



Monthly Distressed Market - December 2018

Single Family Homes

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		December 2018	December 2017	Percent Change Year-over-Year
Traditional	Closed Sales	513	617	-16.9%
	Median Sale Price	\$289,000	\$278,000	4.0%
Foreclosure/REO	Closed Sales	10	16	-37.5%
	Median Sale Price	\$183,750	\$204,200	-10.0%
Short Sale	Closed Sales	4	6	-33.3%
	Median Sale Price	\$252,500	\$209,250	20.7%

