

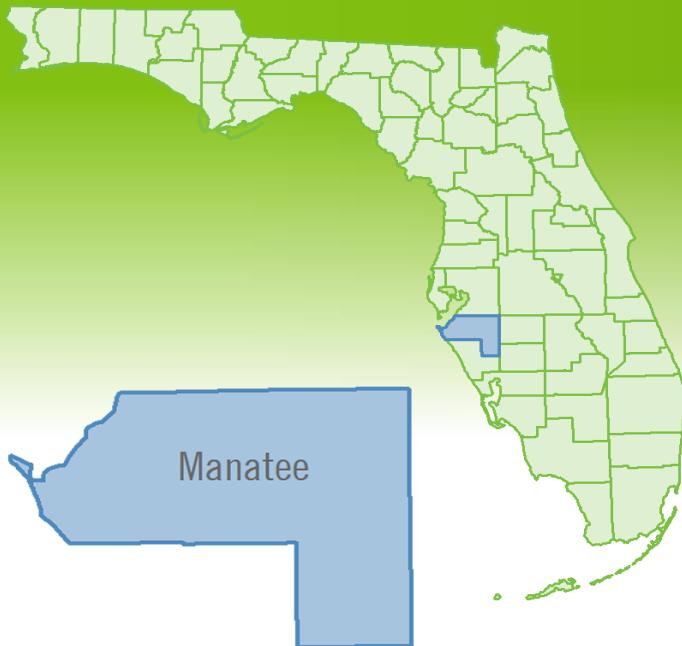
# Monthly Market Detail - September 2019

## Single Family Homes

### Manatee County



**Florida Realtors®**  
The Voice for Real Estate® in Florida



Summary Statistics	September 2019	September 2018	Percent Change Year-over-Year
Closed Sales	538	467	15.2%
Paid in Cash	118	122	-3.3%
Median Sale Price	\$315,000	\$295,000	6.8%
Average Sale Price	\$381,577	\$348,158	9.6%
Dollar Volume	\$205.3 Million	\$162.6 Million	26.3%
Median Percent of Original List Price Received	96.5%	96.0%	0.5%
Median Time to Contract	43 Days	48 Days	-10.4%
Median Time to Sale	92 Days	96 Days	-4.2%
New Pending Sales	492	494	-0.4%
New Listings	587	540	8.7%
Pending Inventory	721	688	4.8%
Inventory (Active Listings)	1,817	2,002	-9.2%
Months Supply of Inventory	3.3	3.8	-13.2%

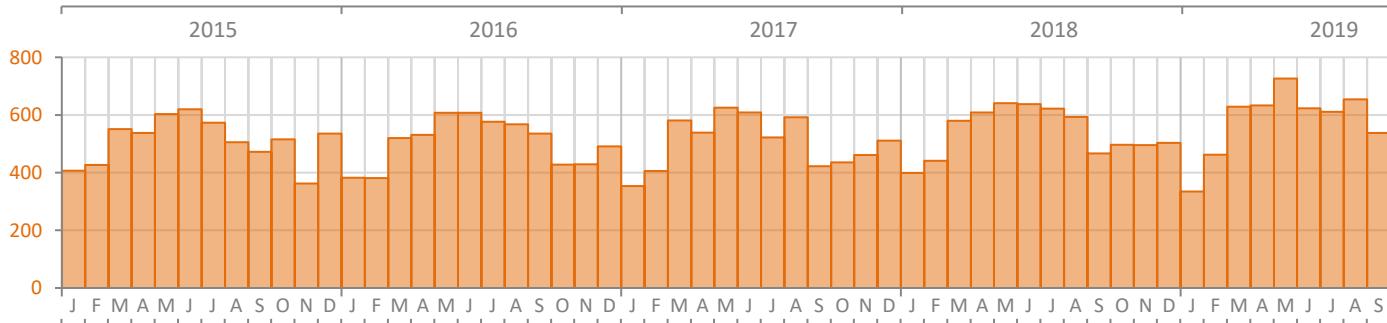
## Closed Sales

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	5,211	4.4%
<b>September 2019</b>	<b>538</b>	<b>15.2%</b>
August 2019	654	10.3%
July 2019	611	-1.8%
June 2019	623	-2.2%
May 2019	726	13.3%
April 2019	633	3.9%
March 2019	629	8.4%
February 2019	462	4.8%
January 2019	335	-16.0%
December 2018	503	-1.6%
November 2018	496	7.6%
October 2018	497	14.0%
September 2018	467	10.7%

Closed Sales



# Monthly Market Detail - September 2019

## Single Family Homes

### Manatee County



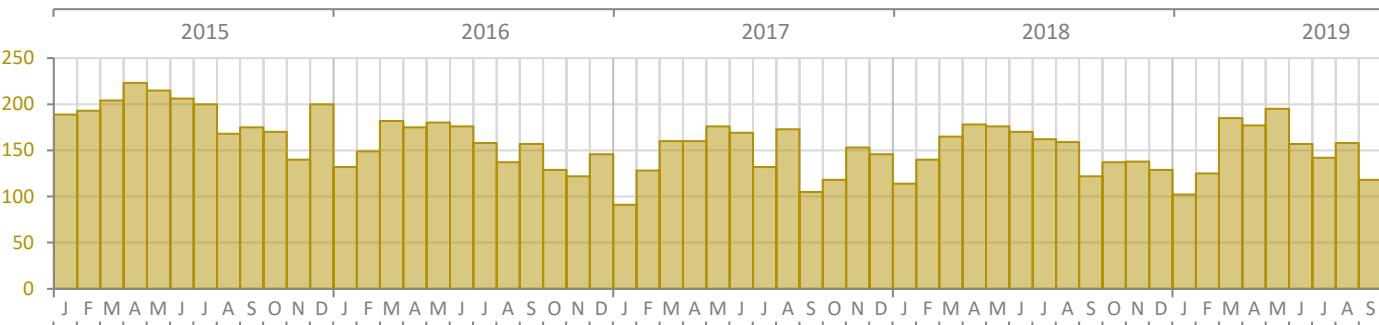
## Cash Sales

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	1,359	-1.9%
<b>September 2019</b>	<b>118</b>	<b>-3.3%</b>
August 2019	158	-0.6%
July 2019	142	-12.3%
June 2019	157	-7.6%
May 2019	195	10.8%
April 2019	177	-0.6%
March 2019	185	12.1%
February 2019	125	-10.7%
January 2019	102	-10.5%
December 2018	129	-11.6%
November 2018	138	-9.8%
October 2018	137	16.1%
September 2018	122	16.2%

Cash Sales



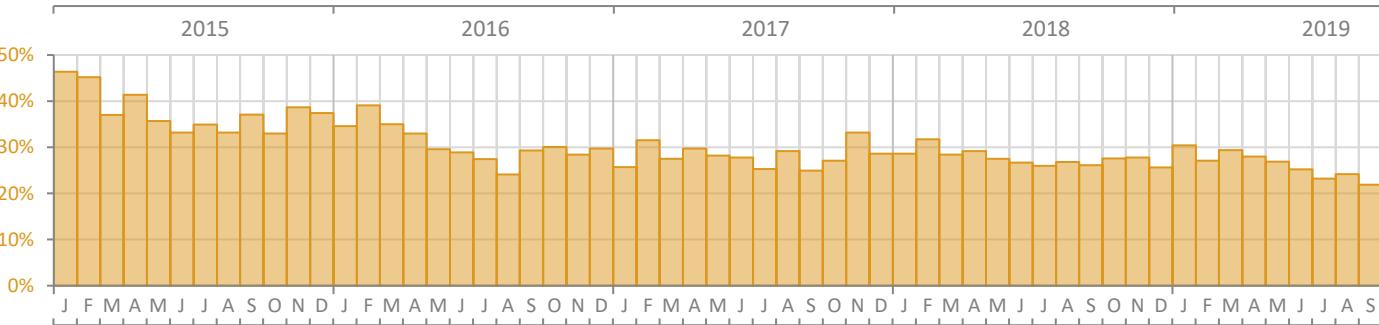
## Cash Sales as a Percentage of Closed Sales

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	26.1%	-6.1%
<b>September 2019</b>	<b>21.9%</b>	<b>-16.1%</b>
August 2019	24.2%	-9.7%
July 2019	23.2%	-10.8%
June 2019	25.2%	-5.6%
May 2019	26.9%	-2.2%
April 2019	28.0%	-4.1%
March 2019	29.4%	3.5%
February 2019	27.1%	-14.5%
January 2019	30.4%	6.3%
December 2018	25.6%	-10.5%
November 2018	27.8%	-16.3%
October 2018	27.6%	1.8%
September 2018	26.1%	4.8%

Pct. of Closed Sales Paid in Cash



# Monthly Market Detail - September 2019

## Single Family Homes

### Manatee County



**Florida Realtors®**  
The Voice for Real Estate® in Florida

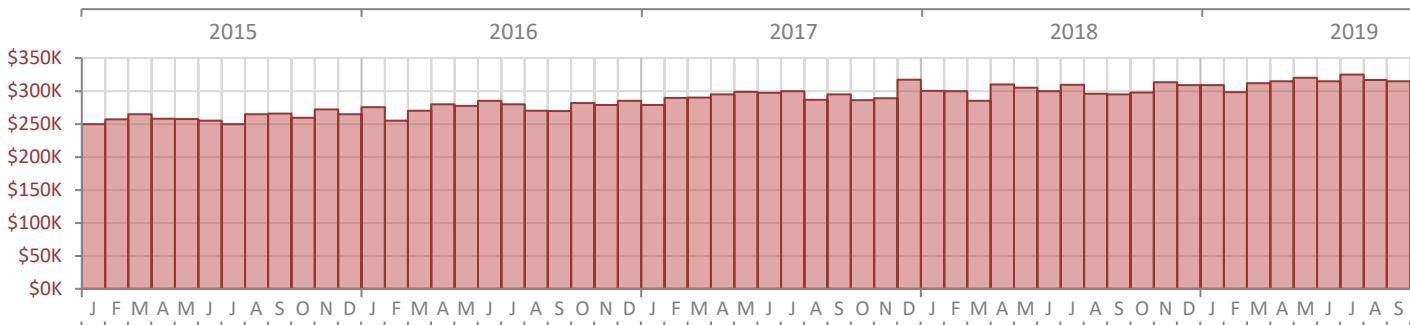
## Median Sale Price

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	\$315,000	5.0%
<b>September 2019</b>	<b>\$315,000</b>	<b>6.8%</b>
August 2019	\$317,000	7.1%
July 2019	\$325,000	5.0%
June 2019	\$315,000	5.0%
May 2019	\$319,995	4.9%
April 2019	\$315,000	1.6%
March 2019	\$312,000	9.5%
February 2019	\$298,500	-0.5%
January 2019	\$309,000	3.0%
December 2018	\$309,000	-2.7%
November 2018	\$313,496	8.5%
October 2018	\$298,000	4.2%
September 2018	\$295,000	0.0%

Median Sale Price



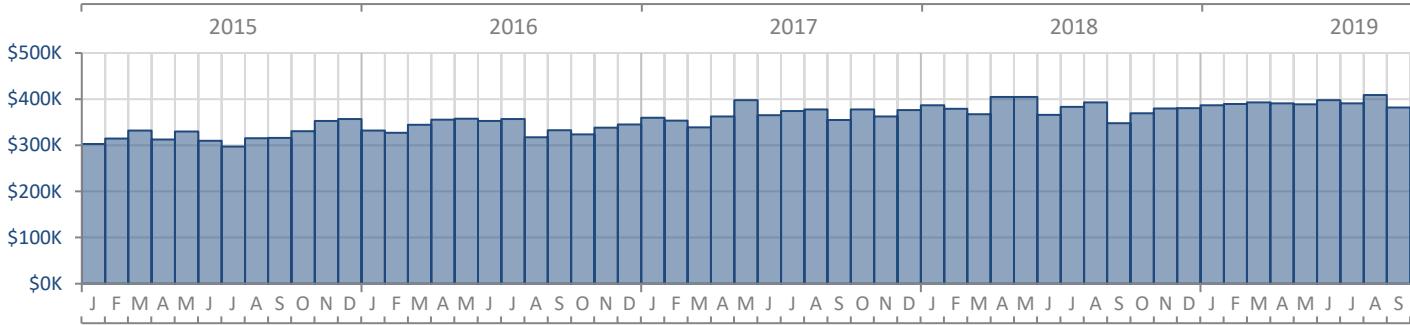
## Average Sale Price

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	\$392,489	2.6%
<b>September 2019</b>	<b>\$381,577</b>	<b>9.6%</b>
August 2019	\$408,738	4.0%
July 2019	\$391,049	2.0%
June 2019	\$397,987	8.8%
May 2019	\$388,672	-4.0%
April 2019	\$390,612	-3.5%
March 2019	\$392,616	6.9%
February 2019	\$389,119	2.6%
January 2019	\$386,927	0.0%
December 2018	\$380,272	1.0%
November 2018	\$379,982	4.9%
October 2018	\$369,104	-2.2%
September 2018	\$348,158	-1.8%

Average Sale Price



# Monthly Market Detail - September 2019

## Single Family Homes

### Manatee County



**Florida Realtors®**  
The Voice for Real Estate® in Florida

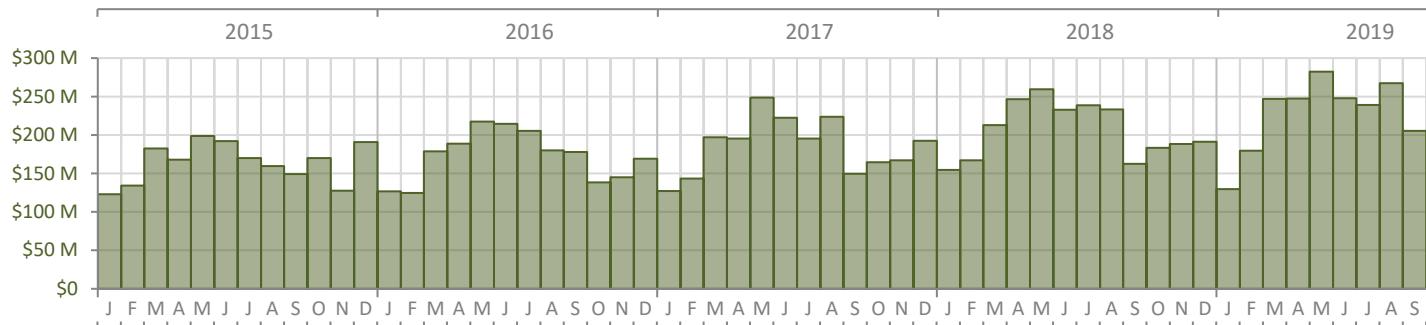
## Dollar Volume

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	\$2.0 Billion	7.2%
<b>September 2019</b>	<b>\$205.3 Million</b>	<b>26.3%</b>
August 2019	\$267.3 Million	14.7%
July 2019	\$238.9 Million	0.2%
June 2019	\$247.9 Million	6.5%
May 2019	\$282.2 Million	8.7%
April 2019	\$247.3 Million	0.3%
March 2019	\$247.0 Million	15.9%
February 2019	\$179.8 Million	7.5%
January 2019	\$129.6 Million	-16.1%
December 2018	\$191.3 Million	-0.5%
November 2018	\$188.5 Million	12.8%
October 2018	\$183.4 Million	11.5%
September 2018	\$162.6 Million	8.6%

Dollar Volume



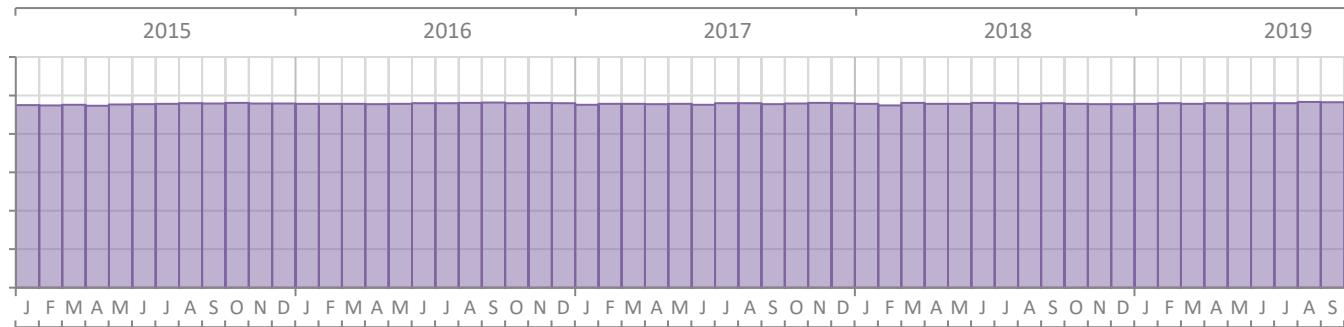
## Median Percent of Original List Price Received

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	96.0%	0.2%
<b>September 2019</b>	<b>96.5%</b>	<b>0.5%</b>
August 2019	96.6%	0.9%
July 2019	95.9%	-0.1%
June 2019	96.0%	-0.2%
May 2019	95.8%	0.2%
April 2019	96.0%	0.3%
March 2019	95.6%	-0.6%
February 2019	95.9%	1.2%
January 2019	95.7%	0.1%
December 2018	95.4%	-0.6%
November 2018	95.4%	-0.7%
October 2018	95.7%	-0.1%
September 2018	96.0%	0.6%





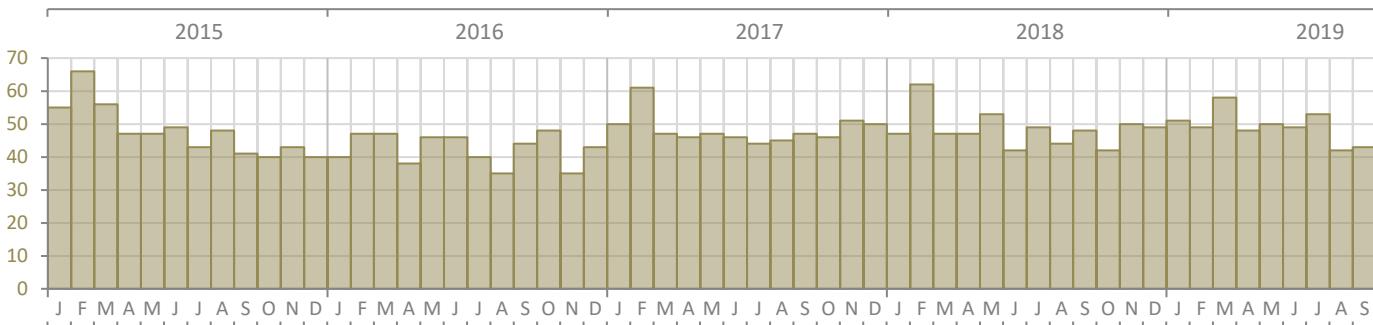
## Median Time to Contract

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	49 Days	0.0%
<b>September 2019</b>	<b>43 Days</b>	<b>-10.4%</b>
August 2019	42 Days	-4.5%
July 2019	53 Days	8.2%
June 2019	49 Days	16.7%
May 2019	50 Days	-5.7%
April 2019	48 Days	2.1%
March 2019	58 Days	23.4%
February 2019	49 Days	-21.0%
January 2019	51 Days	8.5%
December 2018	49 Days	-2.0%
November 2018	50 Days	-2.0%
October 2018	42 Days	-8.7%
September 2018	48 Days	2.1%

Median Time to Contract



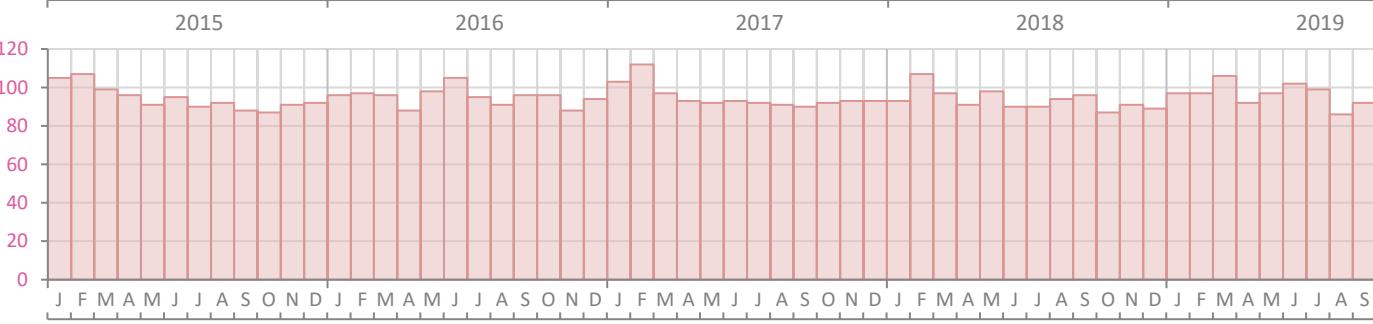
## Median Time to Sale

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	97 Days	2.1%
<b>September 2019</b>	<b>92 Days</b>	<b>-4.2%</b>
August 2019	86 Days	-8.5%
July 2019	99 Days	10.0%
June 2019	102 Days	13.3%
May 2019	97 Days	-1.0%
April 2019	92 Days	1.1%
March 2019	106 Days	9.3%
February 2019	97 Days	-9.3%
January 2019	97 Days	4.3%
December 2018	89 Days	-4.3%
November 2018	91 Days	-2.2%
October 2018	87 Days	-5.4%
September 2018	96 Days	6.7%

Median Time to Sale



# Monthly Market Detail - September 2019

## Single Family Homes

### Manatee County



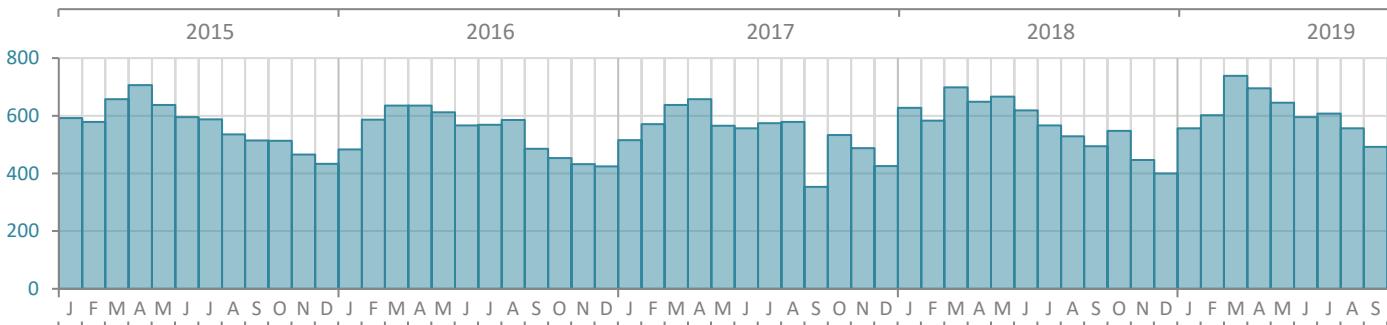
## New Pending Sales

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	5,490	1.0%
<b>September 2019</b>	<b>492</b>	<b>-0.4%</b>
August 2019	557	5.3%
July 2019	608	7.2%
June 2019	595	-3.9%
May 2019	645	-3.2%
April 2019	695	7.1%
March 2019	739	5.7%
February 2019	602	3.3%
January 2019	557	-11.3%
December 2018	400	-6.1%
November 2018	447	-8.4%
October 2018	548	2.8%
September 2018	494	39.9%

Pending Sales



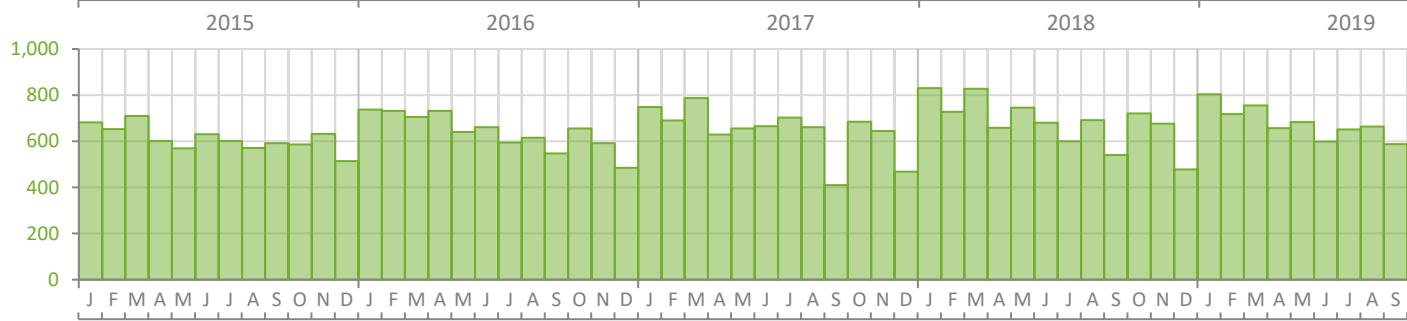
## New Listings

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	6,119	-2.9%
<b>September 2019</b>	<b>587</b>	<b>8.7%</b>
August 2019	664	-3.9%
July 2019	651	8.5%
June 2019	599	-12.0%
May 2019	683	-8.4%
April 2019	657	-0.2%
March 2019	756	-8.6%
February 2019	718	-1.2%
January 2019	804	-3.1%
December 2018	478	2.1%
November 2018	676	5.0%
October 2018	720	5.1%
September 2018	540	31.7%

New Listings



# Monthly Market Detail - September 2019

## Single Family Homes

### Manatee County



**Florida Realtors®**  
The Voice for Real Estate® in Florida

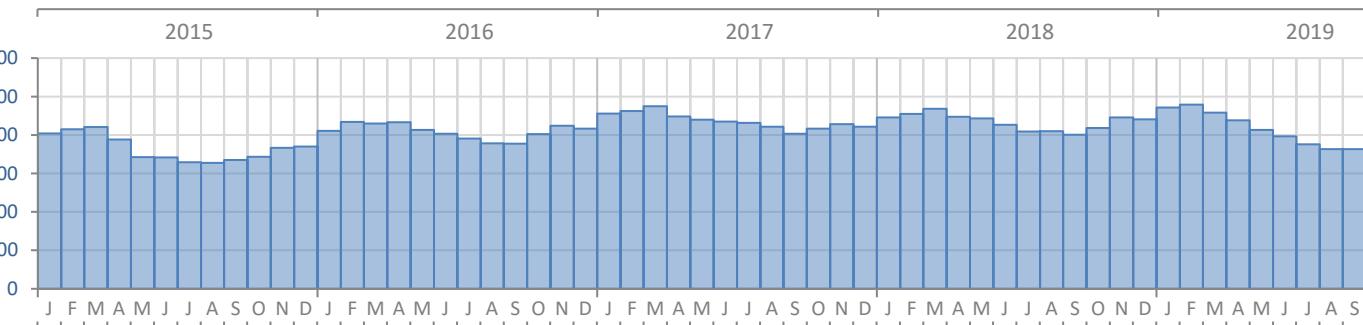
## Inventory (Active Listings)

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)	2,088	-3.8%
<b>September 2019</b>	<b>1,817</b>	<b>-9.2%</b>
August 2019	1,818	-11.3%
July 2019	1,877	-8.2%
June 2019	1,982	-7.1%
May 2019	2,065	-6.9%
April 2019	2,193	-2.0%
March 2019	2,292	-2.0%
February 2019	2,393	5.2%
January 2019	2,357	5.7%
December 2018	2,204	4.7%
November 2018	2,229	4.1%
October 2018	2,093	0.6%
September 2018	2,002	-0.8%

Inventory



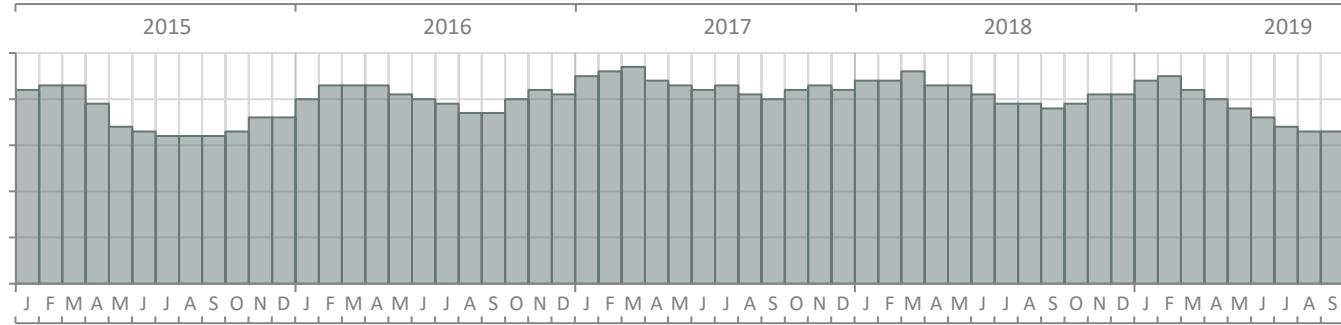
## Months Supply of Inventory

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)	3.8	-9.5%
<b>September 2019</b>	<b>3.3</b>	<b>-13.2%</b>
August 2019	3.3	-15.4%
July 2019	3.4	-12.8%
June 2019	3.6	-12.2%
May 2019	3.8	-11.6%
April 2019	4.0	-7.0%
March 2019	4.2	-8.7%
February 2019	4.5	2.3%
January 2019	4.4	0.0%
December 2018	4.1	-2.4%
November 2018	4.1	-4.7%
October 2018	3.9	-7.1%
September 2018	3.8	-5.0%

Months Supply of Inventory



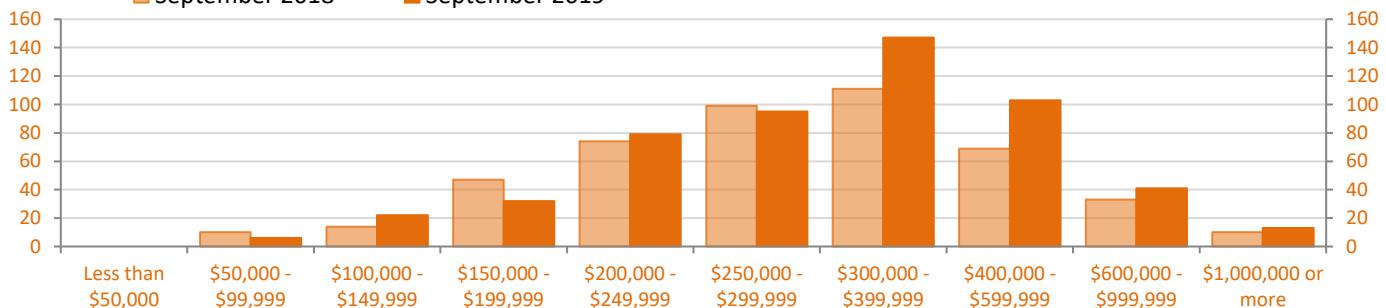
## Closed Sales by Sale Price

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	6	-40.0%
\$100,000 - \$149,999	22	57.1%
\$150,000 - \$199,999	32	-31.9%
\$200,000 - \$249,999	79	6.8%
\$250,000 - \$299,999	95	-4.0%
\$300,000 - \$399,999	147	32.4%
\$400,000 - \$599,999	103	49.3%
\$600,000 - \$999,999	41	24.2%
\$1,000,000 or more	13	30.0%

■ September 2018 ■ September 2019



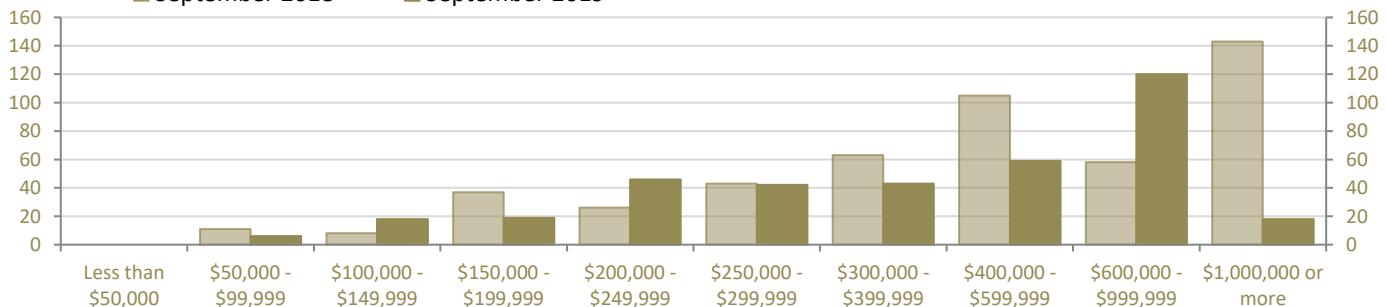
## Median Time to Contract by Sale Price

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	6 Days	-45.5%
\$100,000 - \$149,999	18 Days	125.0%
\$150,000 - \$199,999	19 Days	-48.6%
\$200,000 - \$249,999	46 Days	76.9%
\$250,000 - \$299,999	42 Days	-2.3%
\$300,000 - \$399,999	43 Days	-31.7%
\$400,000 - \$599,999	59 Days	-43.8%
\$600,000 - \$999,999	120 Days	106.9%
\$1,000,000 or more	18 Days	-87.4%

■ September 2018 ■ September 2019



# Monthly Market Detail - September 2019

## Single Family Homes

### Manatee County



## 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	0.0%
\$50,000 - \$99,999	5	25.0%
\$100,000 - \$149,999	18	-21.7%
\$150,000 - \$199,999	36	-12.2%
\$200,000 - \$249,999	63	-17.1%
\$250,000 - \$299,999	100	-9.1%
\$300,000 - \$399,999	139	19.8%
\$400,000 - \$599,999	133	33.0%
\$600,000 - \$999,999	50	-5.7%
\$1,000,000 or more	42	162.5%

■ September 2018 ■ September 2019

New Listings



## Inventory by Current Listing Price

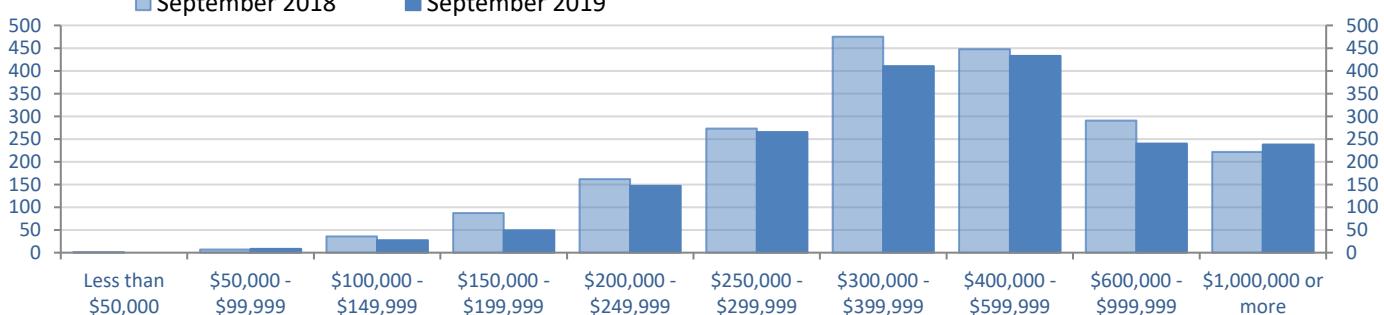
The number of property listings active at the end of the month

**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	-100.0%
\$50,000 - \$99,999	8	14.3%
\$100,000 - \$149,999	27	-25.0%
\$150,000 - \$199,999	49	-43.7%
\$200,000 - \$249,999	147	-9.3%
\$250,000 - \$299,999	265	-2.9%
\$300,000 - \$399,999	410	-13.7%
\$400,000 - \$599,999	433	-3.3%
\$600,000 - \$999,999	240	-17.5%
\$1,000,000 or more	238	7.2%

■ September 2018 ■ September 2019

Inventory



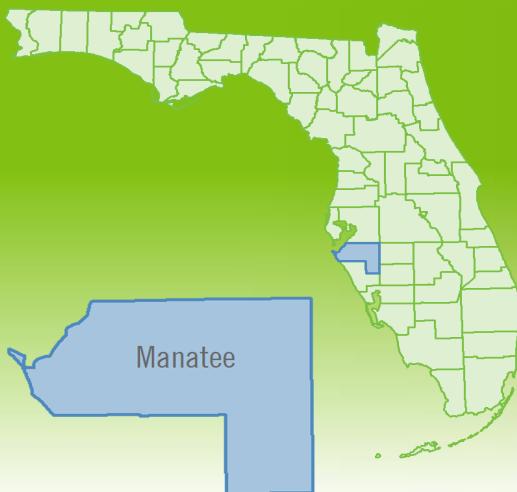
# Monthly Distressed Market - September 2019

## Single Family Homes

### Manatee County



**Florida Realtors®**  
The Voice for Real Estate® in Florida

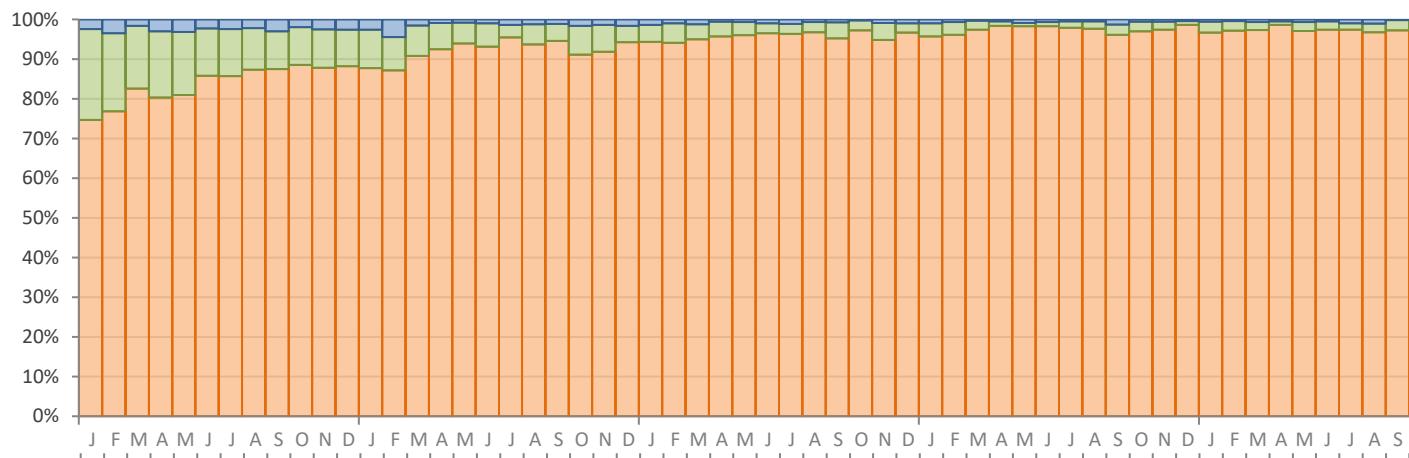


		September 2019	September 2018	Percent Change Year-over-Year
Traditional	Closed Sales	523	449	16.5%
	Median Sale Price	\$317,500	\$296,798	7.0%
Foreclosure/REO	Closed Sales	14	12	16.7%
	Median Sale Price	\$201,050	\$131,455	52.9%
Short Sale	Closed Sales	1	6	-83.3%
	Median Sale Price	\$90,000	\$322,500	-72.1%

2015 2016 2017 2018 2019

■ Traditional ■ Foreclosure/REO ■ Short Sale

Closed Sales



Median Sale Price

