

# Monthly Market Detail - January 2020

## Single Family Homes

### Sarasota County



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Summary Statistics	January 2020	January 2019	Percent Change Year-over-Year
Closed Sales	565	460	22.8%
Paid in Cash	246	168	46.4%
Median Sale Price	\$296,000	\$286,600	3.3%
Average Sale Price	\$410,249	\$412,457	-0.5%
Dollar Volume	\$231.8 Million	\$189.7 Million	22.2%
Median Percent of Original List Price Received	96.2%	95.3%	0.9%
Median Time to Contract	34 Days	45 Days	-24.4%
Median Time to Sale	81 Days	88 Days	-8.0%
New Pending Sales	817	723	13.0%
New Listings	1,092	1,265	-13.7%
Pending Inventory	967	891	8.5%
Inventory (Active Listings)	2,704	3,548	-23.8%
Months Supply of Inventory	3.6	5.4	-33.3%

## 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	565	22.8%
<b>January 2020</b>	<b>565</b>	<b>22.8%</b>
December 2019	746	41.6%
November 2019	622	8.7%
October 2019	714	19.4%
September 2019	689	25.7%
August 2019	769	7.4%
July 2019	802	13.9%
June 2019	821	2.9%
May 2019	959	17.0%
April 2019	793	-2.6%
March 2019	778	1.4%
February 2019	593	4.2%
January 2019	460	-11.4%

Closed Sales



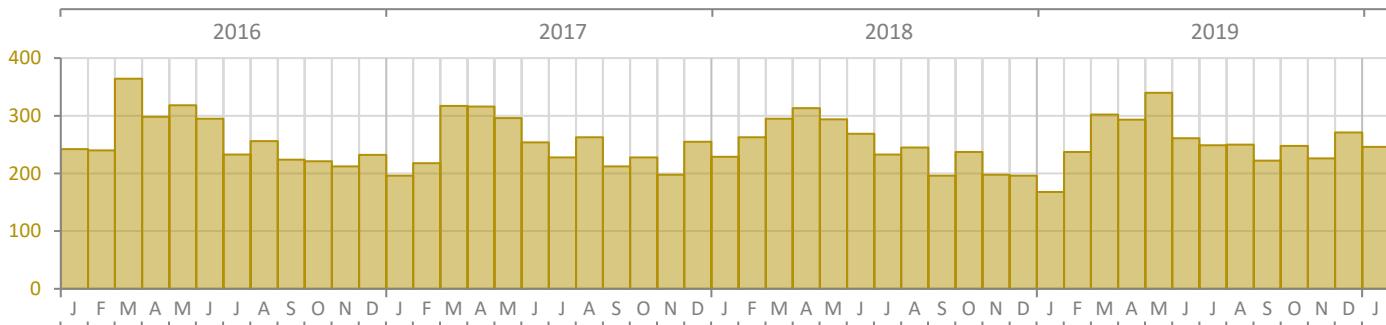
## Cash Sales

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	246	46.4%
<b>January 2020</b>	<b>246</b>	<b>46.4%</b>
December 2019	271	38.3%
November 2019	226	14.1%
October 2019	248	4.6%
September 2019	222	13.3%
August 2019	250	2.0%
July 2019	249	6.9%
June 2019	261	-3.0%
May 2019	340	15.6%
April 2019	293	-6.4%
March 2019	302	2.4%
February 2019	237	-9.9%
January 2019	168	-26.6%

Cash Sales



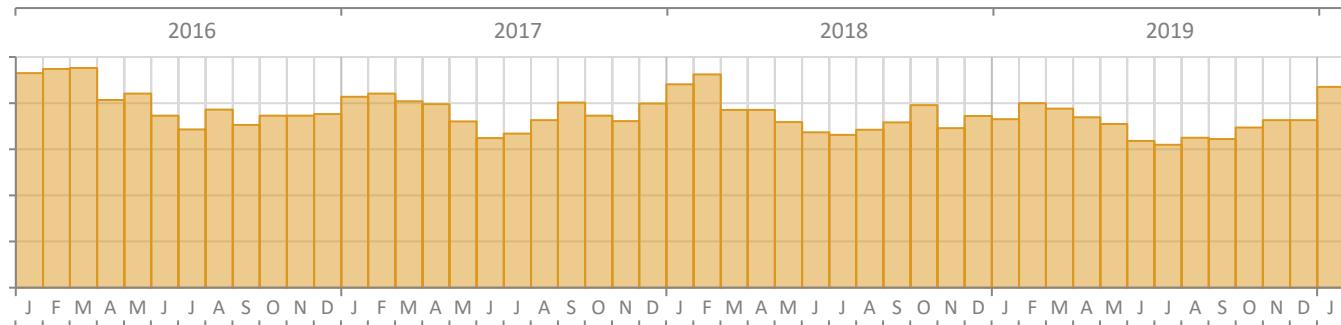
## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Pct. of Closed Sales Paid in Cash

**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	43.5%	19.2%
<b>January 2020</b>	<b>43.5%</b>	<b>19.2%</b>
December 2019	36.3%	-2.4%
November 2019	36.3%	4.9%
October 2019	34.7%	-12.4%
September 2019	32.2%	-10.1%
August 2019	32.5%	-5.0%
July 2019	31.0%	-6.3%
June 2019	31.8%	-5.6%
May 2019	35.5%	-1.1%
April 2019	36.9%	-4.2%
March 2019	38.8%	0.8%
February 2019	40.0%	-13.4%
January 2019	36.5%	-17.2%



## 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	\$296,000	3.3%
<b>January 2020</b>	<b>\$296,000</b>	<b>3.3%</b>
December 2019	\$297,000	4.2%
November 2019	\$293,750	-2.1%
October 2019	\$287,000	6.3%
September 2019	\$298,000	6.4%
August 2019	\$280,000	-1.2%
July 2019	\$290,000	3.3%
June 2019	\$290,000	3.8%
May 2019	\$305,305	8.7%
April 2019	\$290,000	1.5%
March 2019	\$285,000	-0.7%
February 2019	\$287,000	5.3%
January 2019	\$286,600	3.9%

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	\$410,249	-0.5%
<b>January 2020</b>	<b>\$410,249</b>	<b>-0.5%</b>
December 2019	\$401,113	-1.0%
November 2019	\$409,733	5.8%
October 2019	\$387,925	13.3%
September 2019	\$381,521	7.3%
August 2019	\$363,534	-5.2%
July 2019	\$386,220	9.0%
June 2019	\$397,227	-3.9%
May 2019	\$411,499	8.0%
April 2019	\$417,774	0.0%
March 2019	\$395,321	-4.2%
February 2019	\$397,980	0.0%
January 2019	\$412,457	12.8%

Average Sale Price



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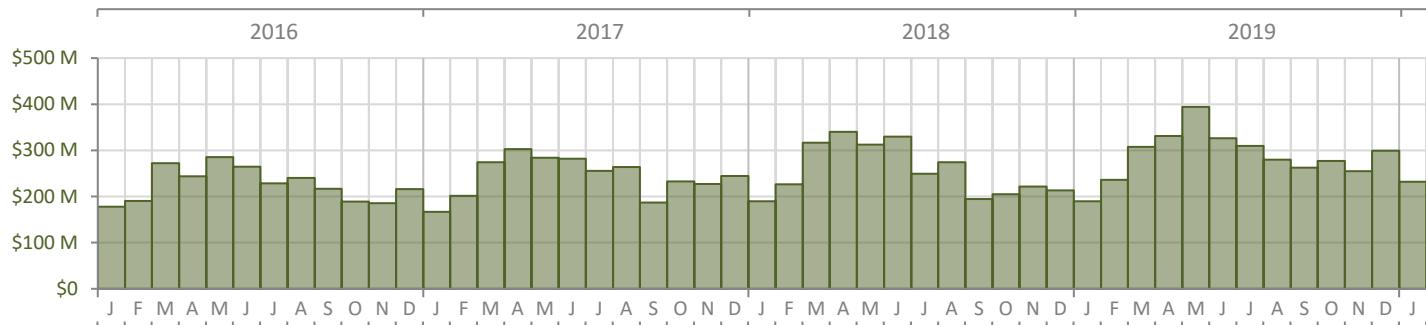
## Dollar Volume

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	\$231.8 Million	22.2%
<b>January 2020</b>	<b>\$231.8 Million</b>	<b>22.2%</b>
December 2019	\$299.2 Million	40.2%
November 2019	\$254.9 Million	15.0%
October 2019	\$277.0 Million	35.3%
September 2019	\$262.9 Million	34.9%
August 2019	\$279.6 Million	1.8%
July 2019	\$309.7 Million	24.2%
June 2019	\$326.1 Million	-1.2%
May 2019	\$394.6 Million	26.3%
April 2019	\$331.3 Million	-2.6%
March 2019	\$307.6 Million	-2.8%
February 2019	\$236.0 Million	4.2%
January 2019	\$189.7 Million	0.0%

Dollar Volume



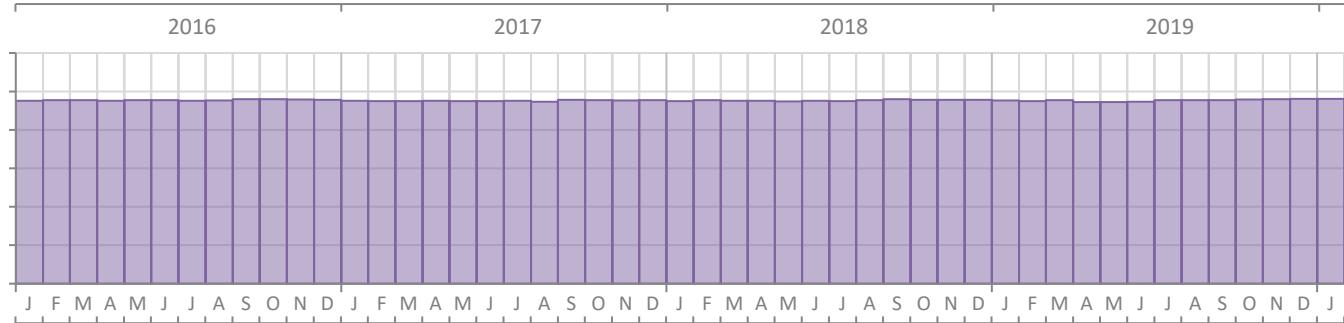
## Median Percent of Original List Price Received

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	96.2%	0.9%
<b>January 2020</b>	<b>96.2%</b>	<b>0.9%</b>
December 2019	96.1%	0.5%
November 2019	95.9%	0.2%
October 2019	95.8%	0.1%
September 2019	95.4%	-0.5%
August 2019	95.5%	0.1%
July 2019	95.5%	0.5%
June 2019	94.7%	-0.5%
May 2019	94.5%	-0.3%
April 2019	94.4%	-0.8%
March 2019	95.4%	0.2%
February 2019	94.9%	-0.6%
January 2019	95.3%	0.3%



## 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	34 Days	-24.4%
<b>January 2020</b>	<b>34 Days</b>	<b>-24.4%</b>
December 2019	34 Days	-17.1%
November 2019	40 Days	5.3%
October 2019	38 Days	-2.6%
September 2019	49 Days	6.5%
August 2019	51 Days	15.9%
July 2019	58 Days	11.5%
June 2019	64 Days	23.1%
May 2019	56 Days	24.4%
April 2019	55 Days	37.5%
March 2019	51 Days	0.0%
February 2019	60 Days	30.4%
January 2019	45 Days	-2.2%

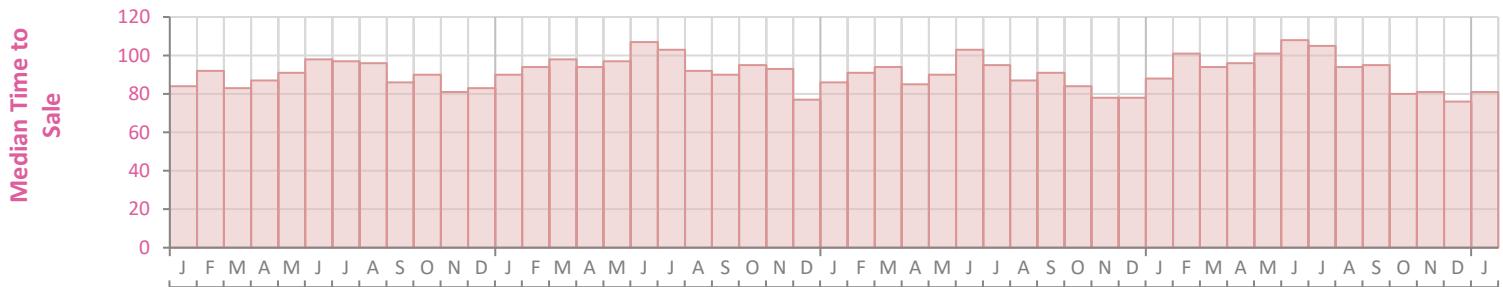


## Median Time to Sale

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	81 Days	-8.0%
<b>January 2020</b>	<b>81 Days</b>	<b>-8.0%</b>
December 2019	76 Days	-2.6%
November 2019	81 Days	3.8%
October 2019	80 Days	-4.8%
September 2019	95 Days	4.4%
August 2019	94 Days	8.0%
July 2019	105 Days	10.5%
June 2019	108 Days	4.9%
May 2019	101 Days	12.2%
April 2019	96 Days	12.9%
March 2019	94 Days	0.0%
February 2019	101 Days	11.0%
January 2019	88 Days	2.3%



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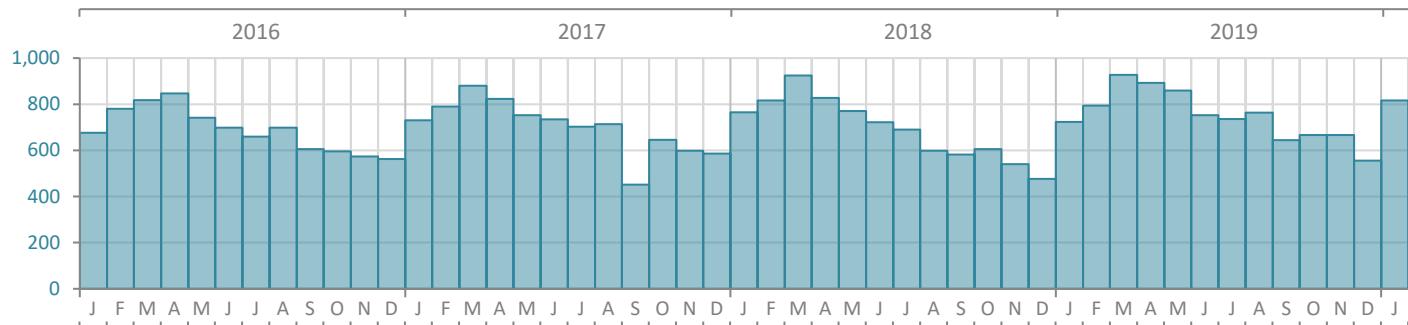
## New Pending Sales

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	817	13.0%
<b>January 2020</b>	<b>817</b>	<b>13.0%</b>
December 2019	555	16.4%
November 2019	667	23.5%
October 2019	667	10.2%
September 2019	644	10.7%
August 2019	763	27.6%
July 2019	736	6.7%
June 2019	753	4.3%
May 2019	859	11.6%
April 2019	892	7.7%
March 2019	927	0.2%
February 2019	794	-2.8%
January 2019	723	-5.5%

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	1,092	-13.7%
<b>January 2020</b>	<b>1,092</b>	<b>-13.7%</b>
December 2019	671	2.9%
November 2019	855	-6.5%
October 2019	906	-8.5%
September 2019	750	4.5%
August 2019	806	4.7%
July 2019	763	10.9%
June 2019	729	-8.6%
May 2019	815	2.9%
April 2019	833	-2.3%
March 2019	1,033	3.0%
February 2019	969	-6.5%
January 2019	1,265	8.6%

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)	2,704	-23.8%
<b>January 2020</b>	<b>2,704</b>	<b>-23.8%</b>
December 2019	2,526	-19.8%
November 2019	2,560	-18.2%
October 2019	2,493	-13.0%
September 2019	2,373	-8.1%
August 2019	2,365	-8.9%
July 2019	2,555	-1.9%
June 2019	2,805	2.1%
May 2019	3,007	7.1%
April 2019	3,313	10.4%
March 2019	3,515	13.2%
February 2019	3,581	13.6%
January 2019	3,548	18.0%

Inventory



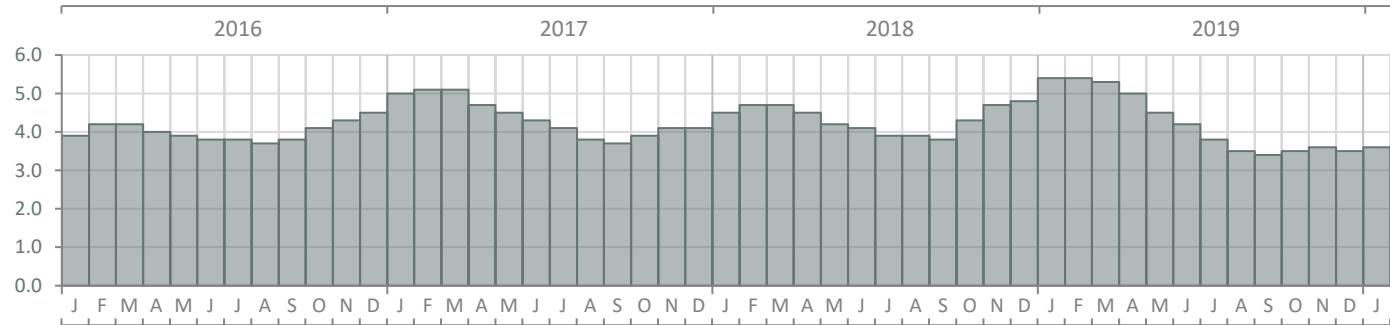
## Months Supply of Inventory

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)	3.6	-33.3%
<b>January 2020</b>	<b>3.6</b>	<b>-33.3%</b>
December 2019	3.5	-27.1%
November 2019	3.6	-23.4%
October 2019	3.5	-18.6%
September 2019	3.4	-10.5%
August 2019	3.5	-10.3%
July 2019	3.8	-2.6%
June 2019	4.2	2.4%
May 2019	4.5	7.1%
April 2019	5.0	11.1%
March 2019	5.3	12.8%
February 2019	5.4	14.9%
January 2019	5.4	20.0%

Months Supply of Inventory

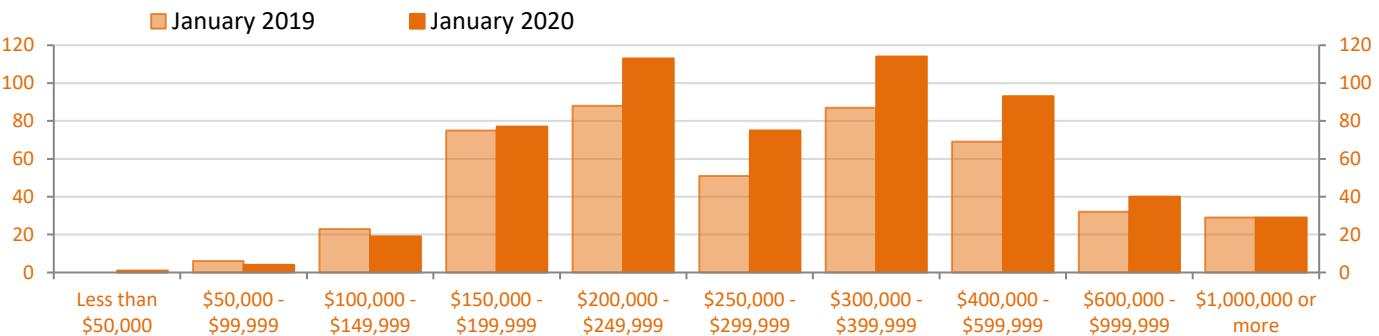


## Closed Sales by Sale Price

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	1	N/A
\$50,000 - \$99,999	4	-33.3%
\$100,000 - \$149,999	19	-17.4%
\$150,000 - \$199,999	77	2.7%
\$200,000 - \$249,999	113	28.4%
\$250,000 - \$299,999	75	47.1%
\$300,000 - \$399,999	114	31.0%
\$400,000 - \$599,999	93	34.8%
\$600,000 - \$999,999	40	25.0%
\$1,000,000 or more	29	0.0%



## Median Time to Contract by Sale Price

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

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	0 Days	N/A
\$50,000 - \$99,999	9 Days	-55.0%
\$100,000 - \$149,999	18 Days	-48.6%
\$150,000 - \$199,999	31 Days	-34.0%
\$200,000 - \$249,999	32 Days	23.1%
\$250,000 - \$299,999	37 Days	-19.6%
\$300,000 - \$399,999	31 Days	-34.0%
\$400,000 - \$599,999	49 Days	8.9%
\$600,000 - \$999,999	43 Days	-57.8%
\$1,000,000 or more	99 Days	86.8%



## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	5	-16.7%
\$100,000 - \$149,999	29	-21.6%
\$150,000 - \$199,999	90	-27.4%
\$200,000 - \$249,999	148	-16.4%
\$250,000 - \$299,999	146	-17.0%
\$300,000 - \$399,999	258	-5.1%
\$400,000 - \$599,999	202	-11.8%
\$600,000 - \$999,999	119	-11.2%
\$1,000,000 or more	94	-14.5%

■ January 2019 ■ January 2020

New Listings



## Inventory by Current Listing Price

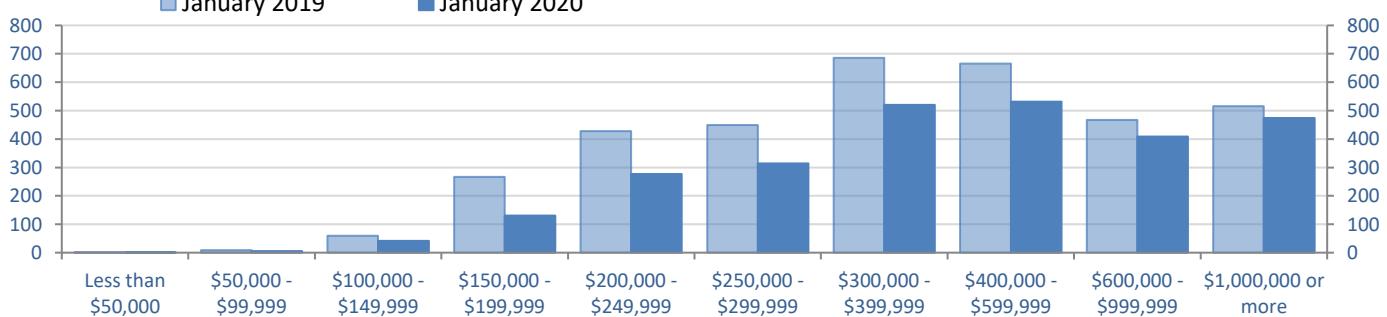
The number of property listings active at the end of the month

**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	1	0.0%
\$50,000 - \$99,999	5	-44.4%
\$100,000 - \$149,999	41	-31.7%
\$150,000 - \$199,999	131	-50.9%
\$200,000 - \$249,999	277	-35.3%
\$250,000 - \$299,999	314	-30.1%
\$300,000 - \$399,999	520	-24.2%
\$400,000 - \$599,999	532	-20.0%
\$600,000 - \$999,999	409	-12.4%
\$1,000,000 or more	474	-8.1%

■ January 2019 ■ January 2020

Inventory



# Monthly Distressed Market - January 2020

## Single Family Homes

### Sarasota County



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		January 2020	January 2019	Percent Change Year-over-Year
Traditional	Closed Sales	548	443	23.7%
	Median Sale Price	\$300,000	\$290,000	3.4%
Foreclosure/REO	Closed Sales	14	11	27.3%
	Median Sale Price	\$166,750	\$201,900	-17.4%
Short Sale	Closed Sales	3	6	-50.0%
	Median Sale Price	\$185,250	\$222,250	-16.6%

