

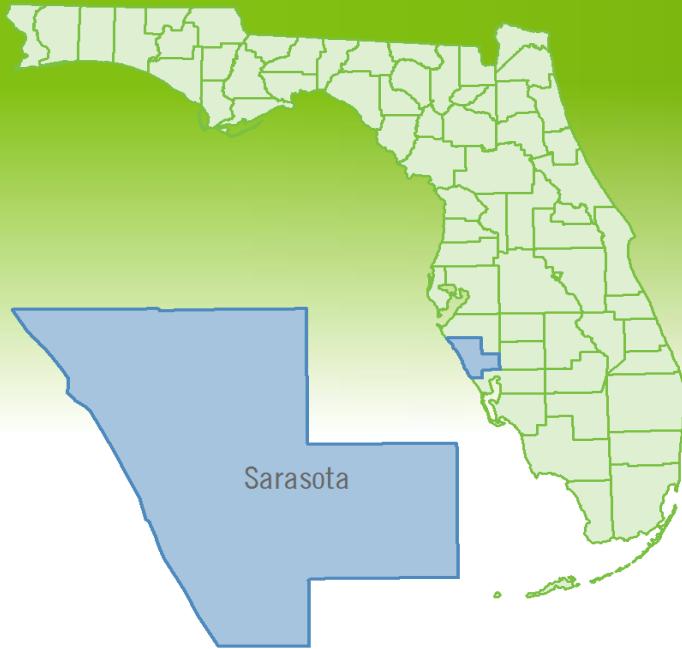
Monthly Market Detail - March 2020

Single Family Homes

Sarasota County



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Summary Statistics	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	834	778	7.2%
Paid in Cash	317	302	5.0%
Median Sale Price	\$315,000	\$285,000	10.5%
Average Sale Price	\$414,374	\$395,321	4.8%
Dollar Volume	\$345.6 Million	\$307.6 Million	12.4%
Median Percent of Original List Price Received	96.2%	95.4%	0.8%
Median Time to Contract	38 Days	51 Days	-25.5%
Median Time to Sale	81 Days	94 Days	-13.8%
New Pending Sales	626	927	-32.5%
New Listings	915	1,033	-11.4%
Pending Inventory	974	1,210	-19.5%
Inventory (Active Listings)	2,741	3,515	-22.0%
Months Supply of Inventory	3.7	5.3	-30.2%

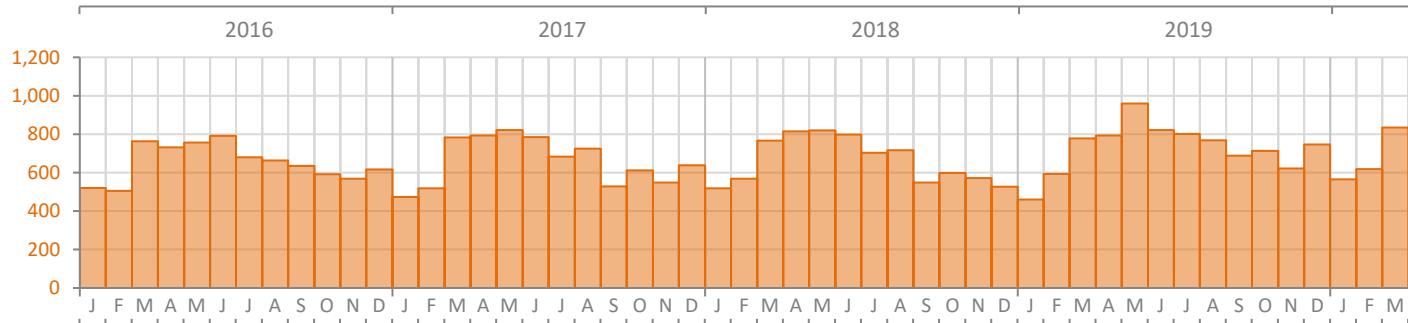
Closed Sales

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	2,017	10.2%
March 2020	834	7.2%
February 2020	618	4.2%
January 2020	565	22.8%
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%

Closed Sales





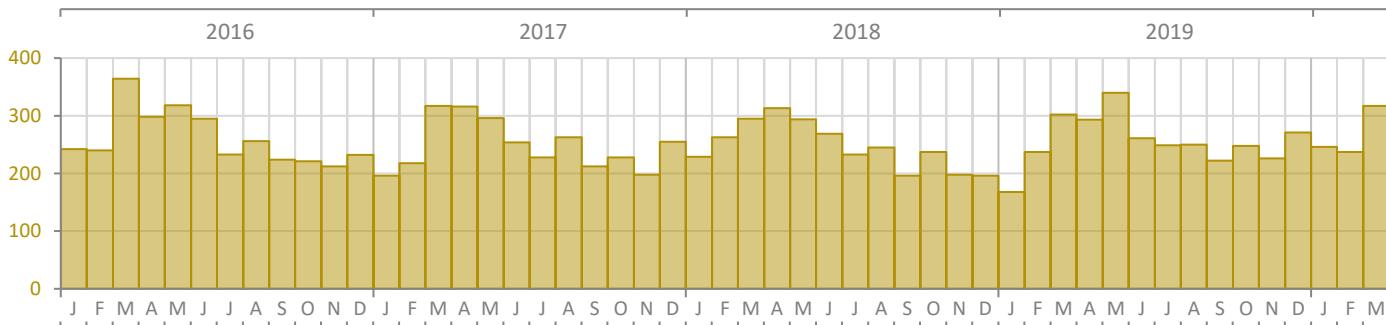
Cash Sales

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	800	13.2%
March 2020	317	5.0%
February 2020	237	0.0%
January 2020	246	46.4%
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%

Cash Sales



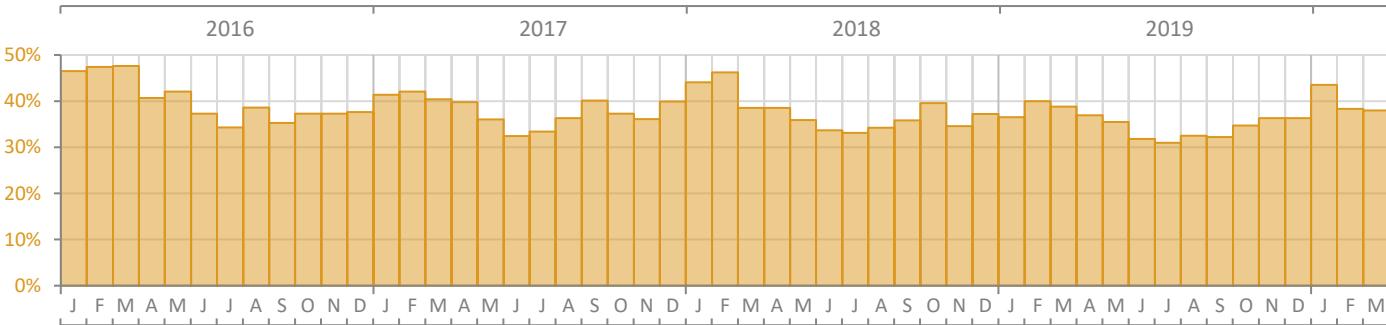
Cash Sales as a Percentage of Closed Sales

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	39.7%	2.8%
March 2020	38.0%	-2.1%
February 2020	38.3%	-4.3%
January 2020	43.5%	19.2%
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%

Pct. of Closed Sales Paid in Cash





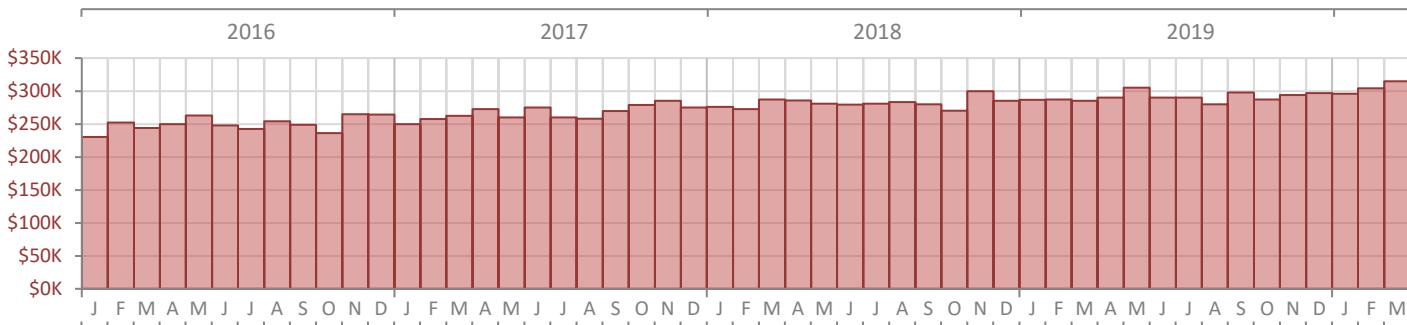
Median Sale Price

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	\$306,152	6.6%
March 2020	\$315,000	10.5%
February 2020	\$304,000	5.9%
January 2020	\$296,000	3.3%
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%

Median Sale Price



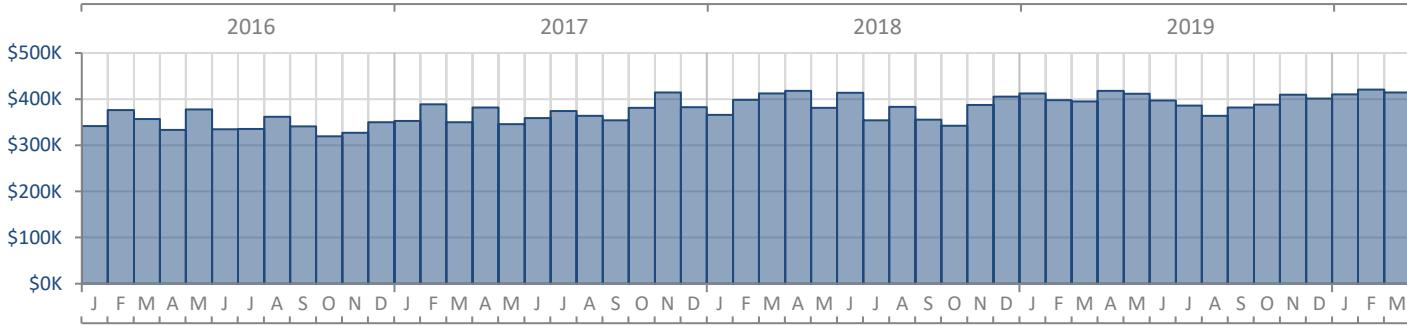
Average Sale Price

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	\$415,188	3.7%
March 2020	\$414,374	4.8%
February 2020	\$420,802	5.7%
January 2020	\$410,249	-0.5%
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%

Average Sale Price



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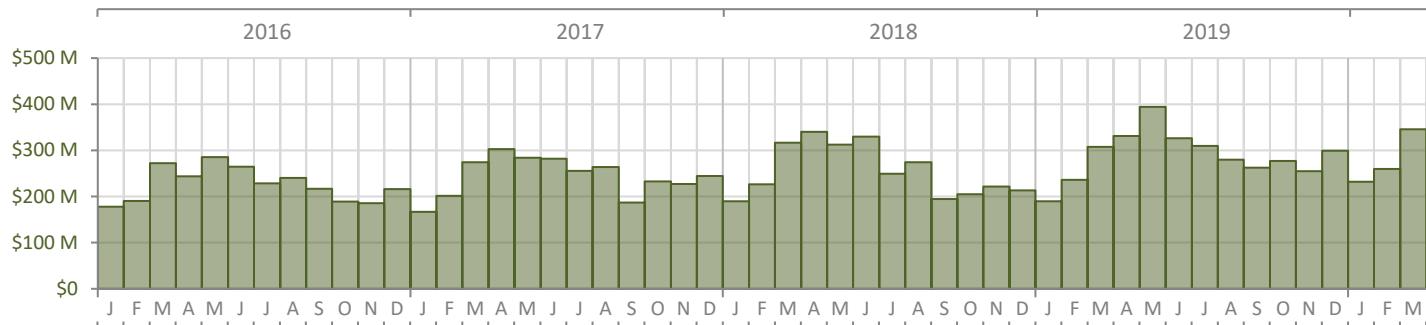
Dollar Volume

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	\$837.4 Million	14.2%
March 2020	\$345.6 Million	12.4%
February 2020	\$260.1 Million	10.2%
January 2020	\$231.8 Million	22.2%
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%

Dollar Volume



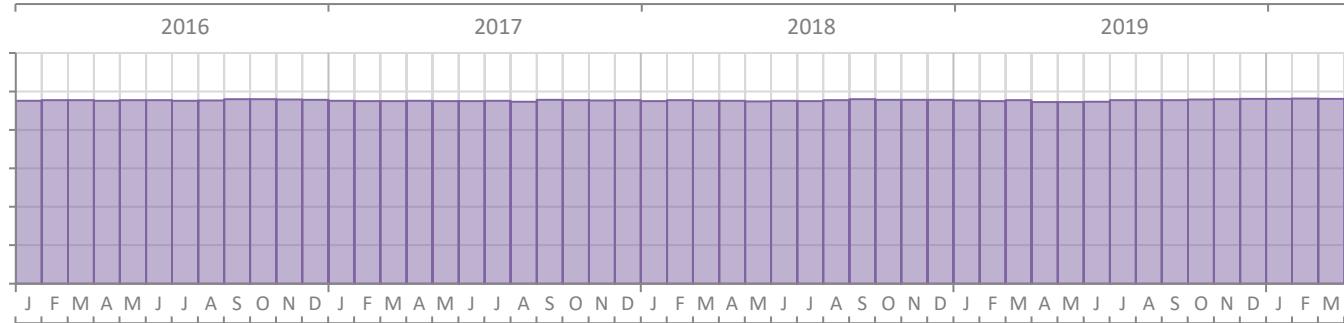
Median Percent of Original List Price Received

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%	1.1%
March 2020	96.2%	0.8%
February 2020	96.3%	1.5%
January 2020	96.2%	0.9%
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%



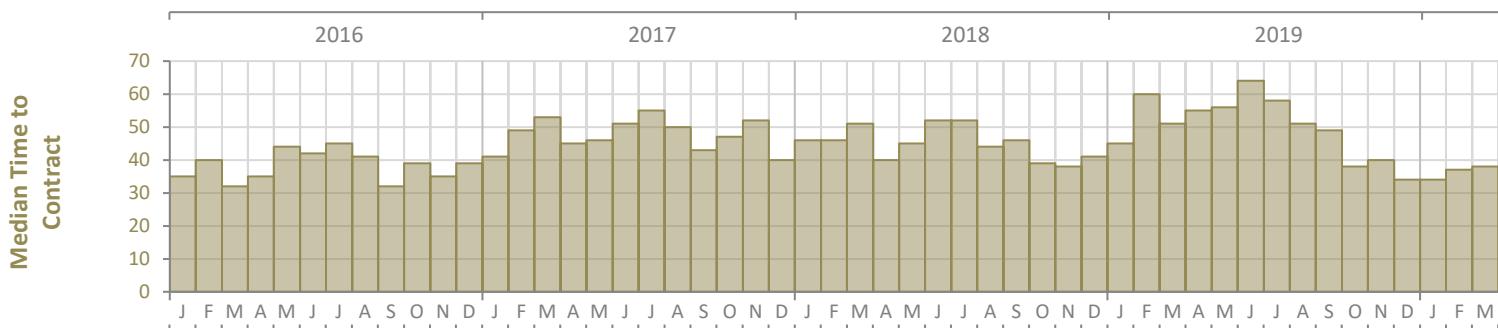


Median Time to Contract

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	37 Days	-28.8%
March 2020	38 Days	-25.5%
February 2020	37 Days	-38.3%
January 2020	34 Days	-24.4%
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%

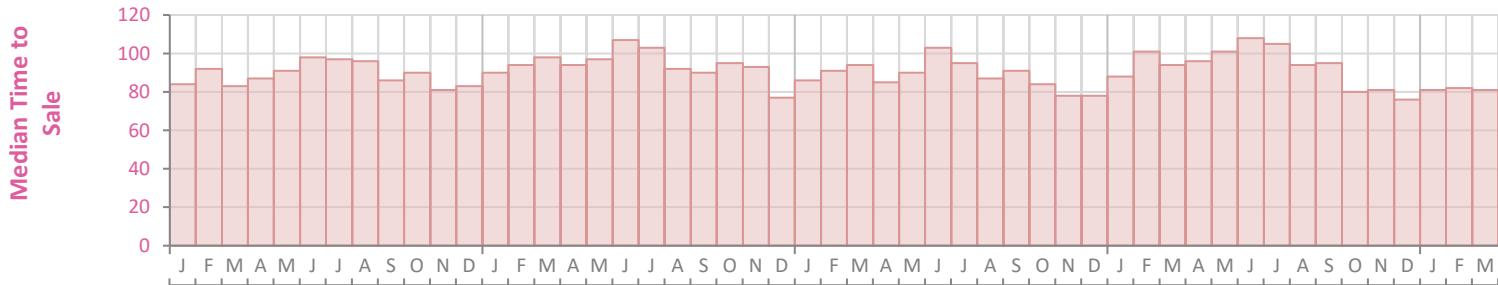


Median Time to Sale

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	-13.8%
March 2020	81 Days	-13.8%
February 2020	82 Days	-18.8%
January 2020	81 Days	-8.0%
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%



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Single Family Homes

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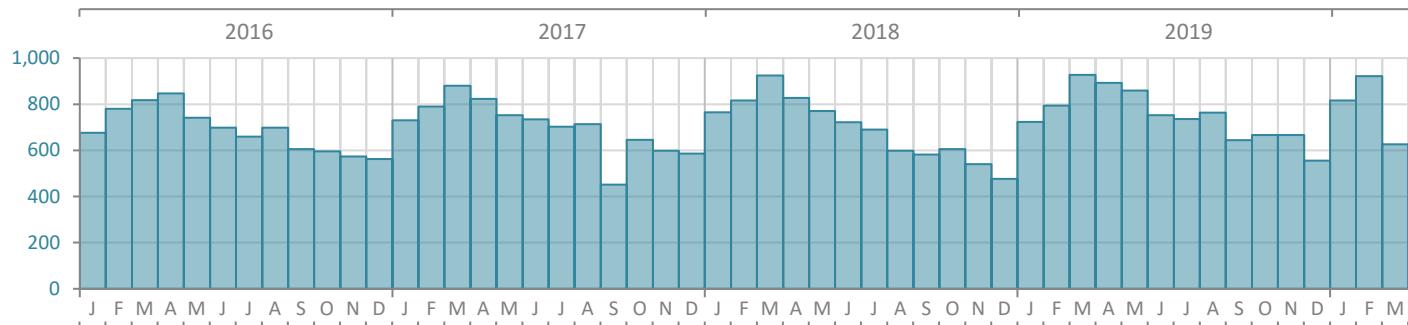
New Pending Sales

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	2,365	-3.2%
March 2020	626	-32.5%
February 2020	922	16.1%
January 2020	817	13.0%
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%

Pending Sales



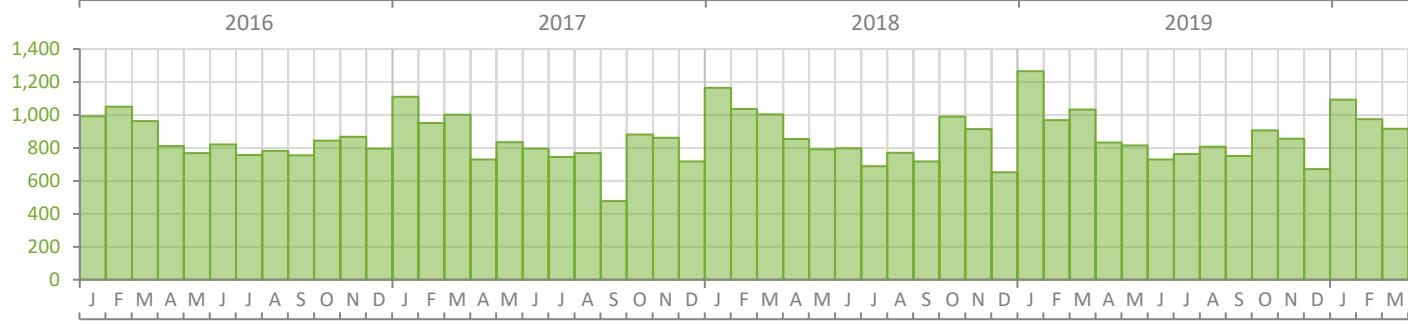
New Listings

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	2,981	-8.8%
March 2020	915	-11.4%
February 2020	974	0.5%
January 2020	1,092	-13.7%
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%

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%
March 2020	2,741	-22.0%
February 2020	2,667	-25.5%
January 2020	2,704	-23.8%
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%

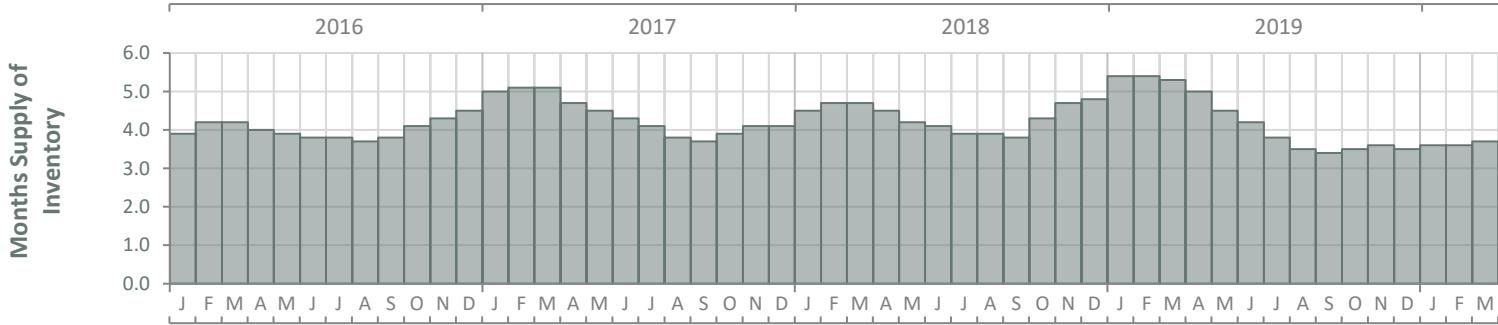


Months Supply of Inventory

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%
March 2020	3.7	-30.2%
February 2020	3.6	-33.3%
January 2020	3.6	-33.3%
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%



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	3	-62.5%
\$100,000 - \$149,999	13	-62.9%
\$150,000 - \$199,999	105	-0.9%
\$200,000 - \$249,999	134	-10.7%
\$250,000 - \$299,999	131	4.8%
\$300,000 - \$399,999	183	44.1%
\$400,000 - \$599,999	144	8.3%
\$600,000 - \$999,999	83	33.9%
\$1,000,000 or more	38	18.8%

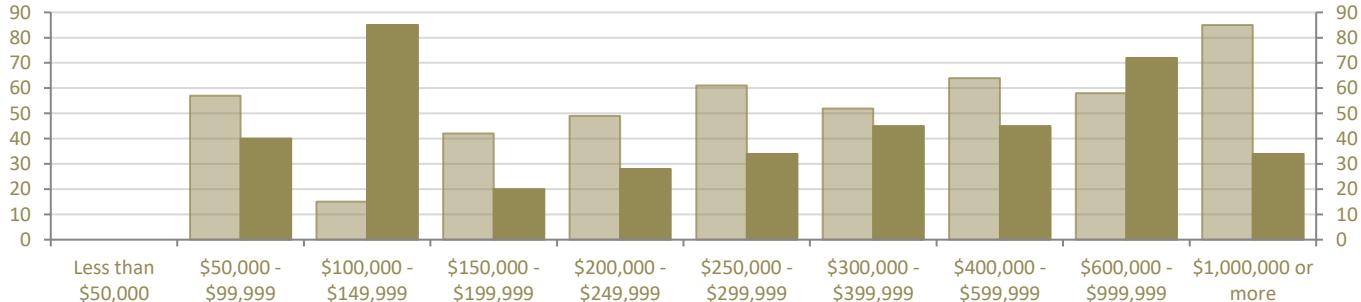


Median Time to Contract by Sale Price

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	40 Days	-29.8%
\$100,000 - \$149,999	85 Days	466.7%
\$150,000 - \$199,999	20 Days	-52.4%
\$200,000 - \$249,999	28 Days	-42.9%
\$250,000 - \$299,999	34 Days	-44.3%
\$300,000 - \$399,999	45 Days	-13.5%
\$400,000 - \$599,999	45 Days	-29.7%
\$600,000 - \$999,999	72 Days	24.1%
\$1,000,000 or more	34 Days	-60.0%

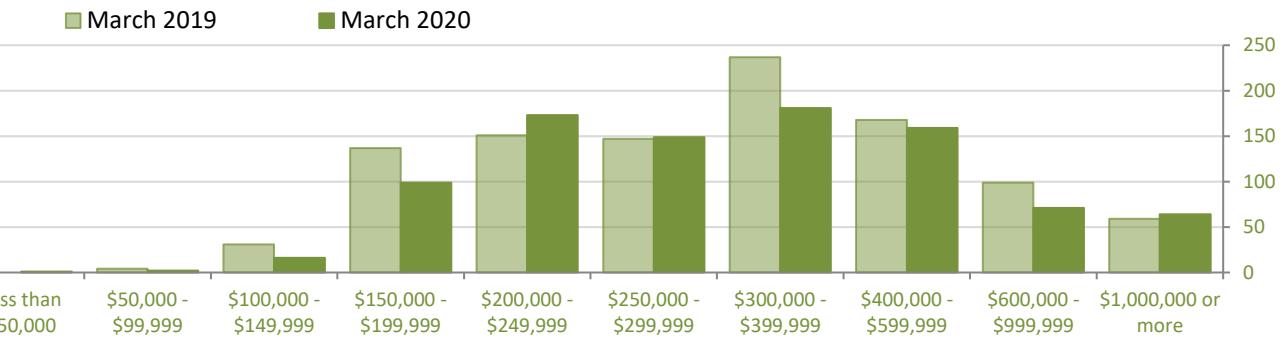


New Listings by Initial Listing Price

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	2	-50.0%
\$100,000 - \$149,999	16	-48.4%
\$150,000 - \$199,999	99	-27.7%
\$200,000 - \$249,999	173	14.6%
\$250,000 - \$299,999	149	1.4%
\$300,000 - \$399,999	181	-23.6%
\$400,000 - \$599,999	159	-5.4%
\$600,000 - \$999,999	71	-28.3%
\$1,000,000 or more	64	8.5%

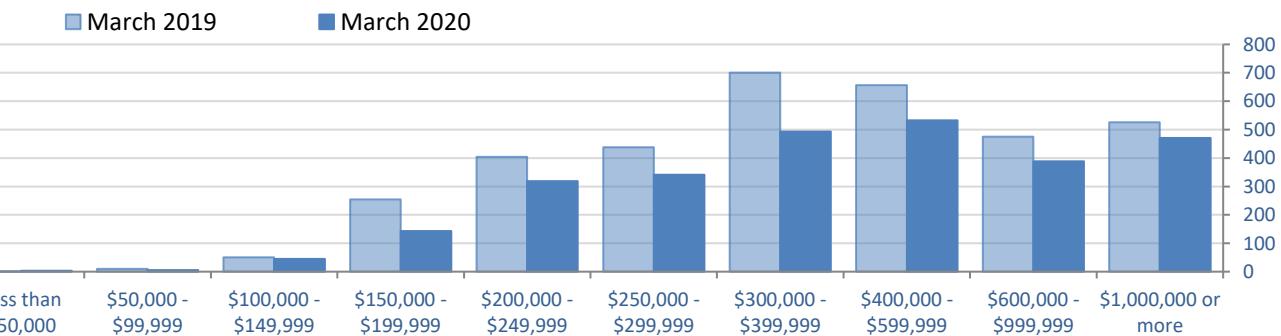


Inventory by Current Listing Price

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	200.0%
\$50,000 - \$99,999	5	-50.0%
\$100,000 - \$149,999	45	-10.0%
\$150,000 - \$199,999	143	-43.7%
\$200,000 - \$249,999	319	-21.0%
\$250,000 - \$299,999	341	-22.1%
\$300,000 - \$399,999	493	-29.6%
\$400,000 - \$599,999	533	-18.9%
\$600,000 - \$999,999	388	-18.3%
\$1,000,000 or more	471	-10.5%



Monthly Distressed Market - March 2020

Single Family Homes

Sarasota County



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		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	807	756	6.7%
	Median Sale Price	\$321,250	\$288,950	11.2%
Foreclosure/REO	Closed Sales	22	21	4.8%
	Median Sale Price	\$186,063	\$176,000	5.7%
Short Sale	Closed Sales	5	1	400.0%
	Median Sale Price	\$155,000	\$130,000	19.2%

2016

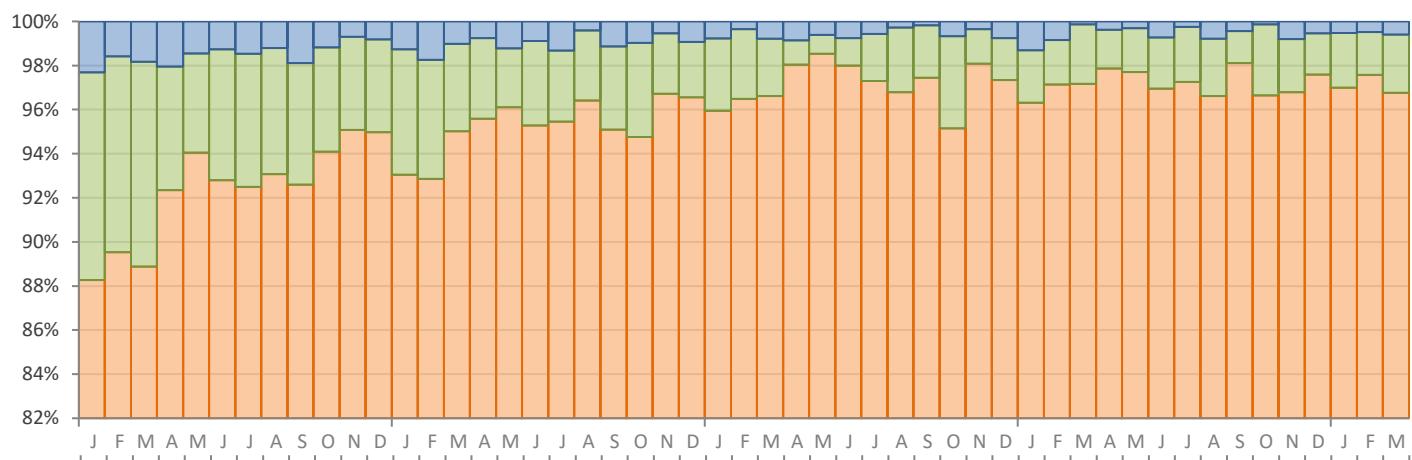
2017

2018

2019

■ Traditional ■ Foreclosure/REO ■ Short Sale

Closed Sales



Median Sale Price

