

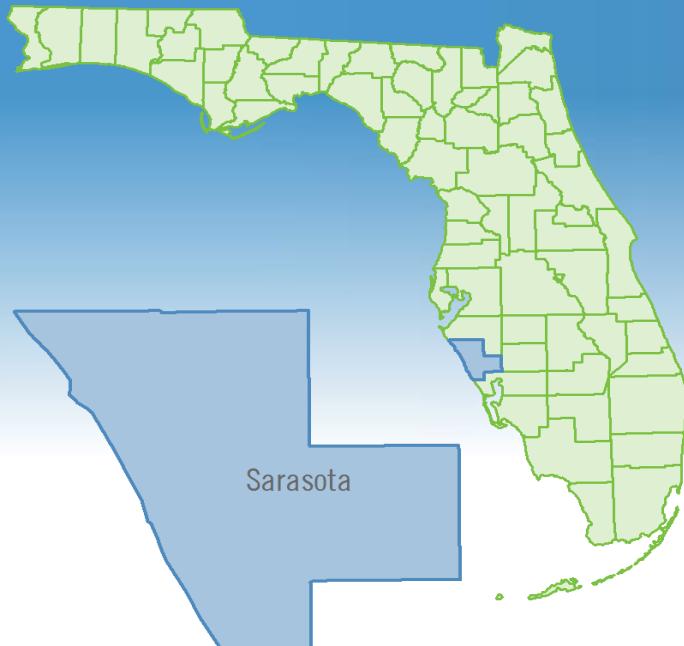
Monthly Market Detail - July 2020

Townhouses and Condos

Sarasota County



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Summary Statistics	July 2020	July 2019	Percent Change Year-over-Year
Closed Sales	398	305	30.5%
Paid in Cash	184	162	13.6%
Median Sale Price	\$240,000	\$224,000	7.1%
Average Sale Price	\$347,776	\$307,526	13.1%
Dollar Volume	\$138.4 Million	\$93.8 Million	47.6%
Median Percent of Original List Price Received	95.0%	94.4%	0.6%
Median Time to Contract	74 Days	79 Days	-6.3%
Median Time to Sale	113 Days	125 Days	-9.6%
New Pending Sales	451	305	47.9%
New Listings	424	315	34.6%
Pending Inventory	704	556	26.6%
Inventory (Active Listings)	1,373	1,552	-11.5%
Months Supply of Inventory	4.0	4.9	-18.4%

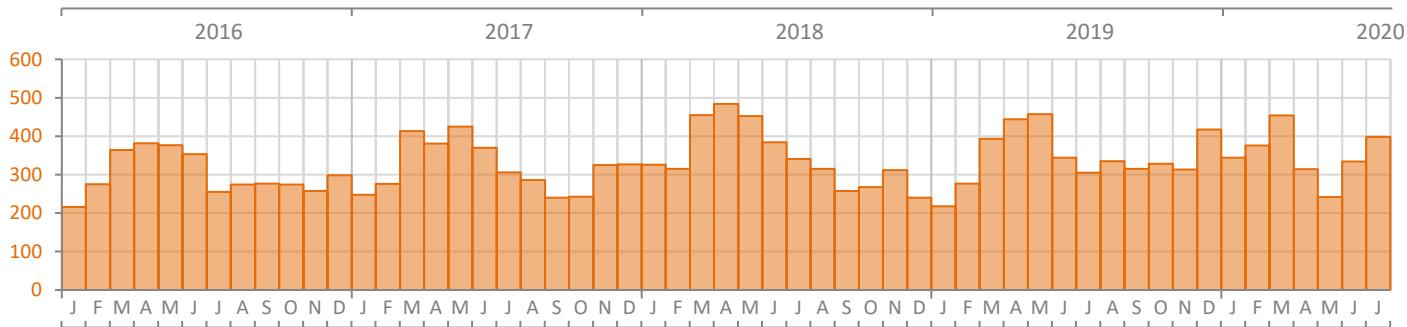
Closed Sales

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	2,462	1.0%
July 2020	398	30.5%
June 2020	334	-2.9%
May 2020	242	-47.0%
April 2020	314	-29.3%
March 2020	454	15.5%
February 2020	376	35.7%
January 2020	344	57.8%
December 2019	417	73.8%
November 2019	313	0.3%
October 2019	328	22.4%
September 2019	315	22.1%
August 2019	335	6.3%
July 2019	305	-10.6%

Closed Sales



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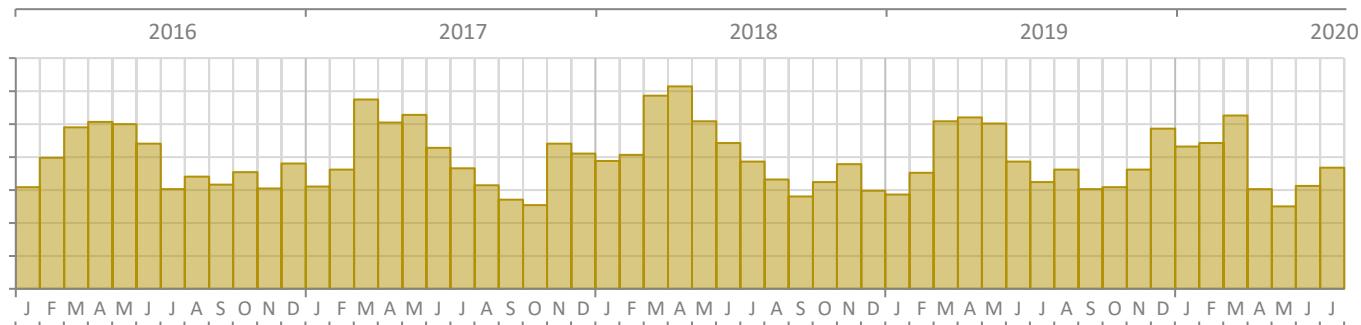
Cash Sales

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	1,316	-8.5%
July 2020	184	13.6%
June 2020	156	-19.2%
May 2020	125	-50.2%
April 2020	151	-41.9%
March 2020	263	3.5%
February 2020	221	25.6%
January 2020	216	51.0%
December 2019	243	63.1%
November 2019	181	-4.2%
October 2019	154	-4.9%
September 2019	151	7.9%
August 2019	181	9.0%
July 2019	162	-16.1%

Cash Sales



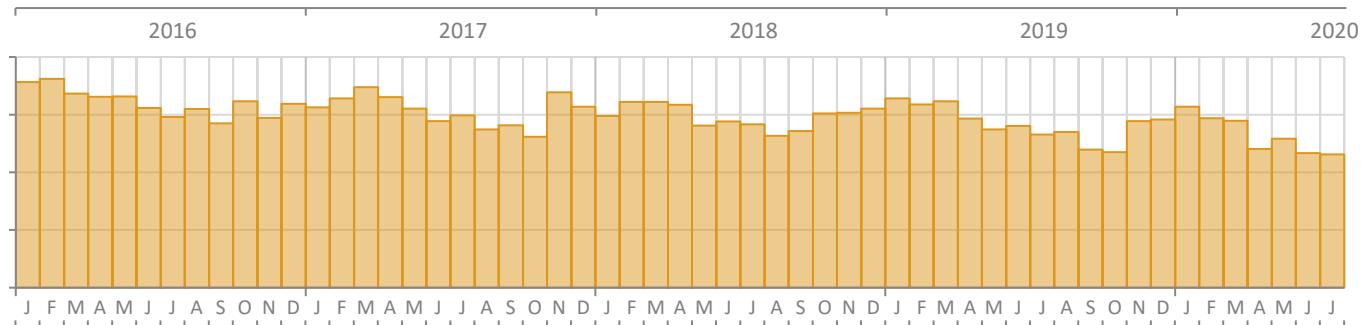
Cash Sales as a Percentage of Closed Sales

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	53.5%	-9.3%
July 2020	46.2%	-13.0%
June 2020	46.7%	-16.8%
May 2020	51.7%	-5.8%
April 2020	48.1%	-17.9%
March 2020	57.9%	-10.4%
February 2020	58.8%	-7.4%
January 2020	62.8%	-4.3%
December 2019	58.3%	-6.1%
November 2019	57.8%	-4.6%
October 2019	47.0%	-22.2%
September 2019	47.9%	-11.8%
August 2019	54.0%	2.5%
July 2019	53.1%	-6.2%

Pct. of Closed Sales Paid in Cash





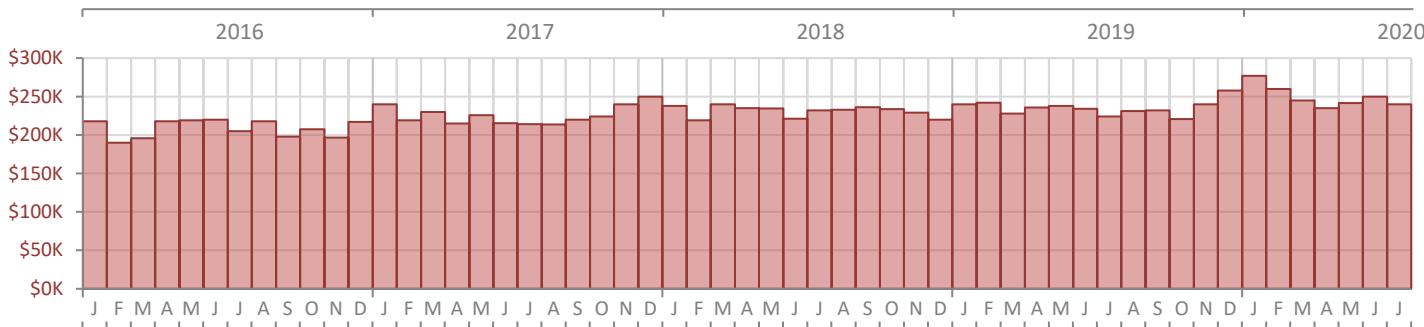
Median Sale Price

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	\$249,900	6.3%
July 2020	\$240,000	7.1%
June 2020	\$249,990	6.8%
May 2020	\$241,750	1.6%
April 2020	\$234,863	-0.4%
March 2020	\$245,000	7.5%
February 2020	\$260,000	7.4%
January 2020	\$277,000	15.4%
December 2019	\$257,900	17.2%
November 2019	\$240,000	4.8%
October 2019	\$220,707	-5.6%
September 2019	\$232,000	-1.8%
August 2019	\$231,000	-0.8%
July 2019	\$224,000	-3.4%

Median Sale Price



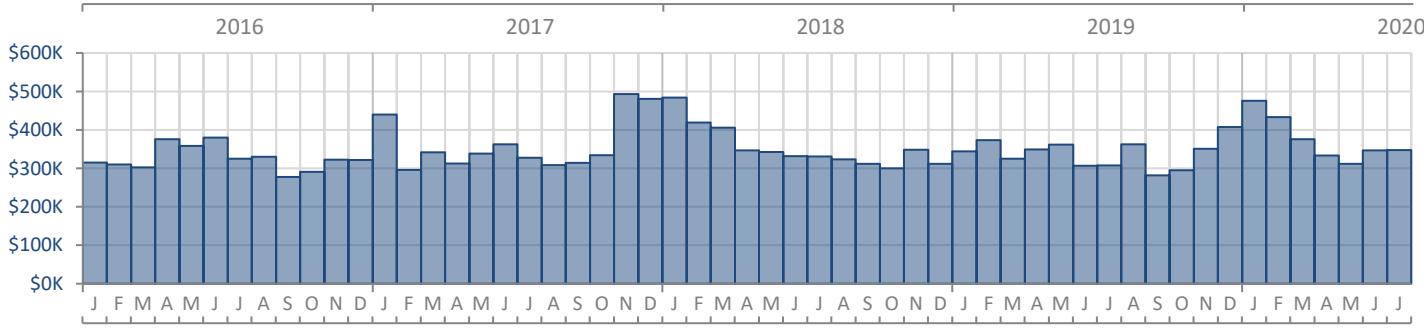
Average Sale Price

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	\$378,418	11.7%
July 2020	\$347,776	13.1%
June 2020	\$346,991	13.2%
May 2020	\$311,718	-13.8%
April 2020	\$333,107	-4.7%
March 2020	\$376,162	15.9%
February 2020	\$433,473	16.2%
January 2020	\$475,464	38.1%
December 2019	\$407,699	31.0%
November 2019	\$350,677	0.7%
October 2019	\$294,893	-1.8%
September 2019	\$282,037	-9.6%
August 2019	\$362,419	12.1%
July 2019	\$307,526	-7.2%

Average Sale Price





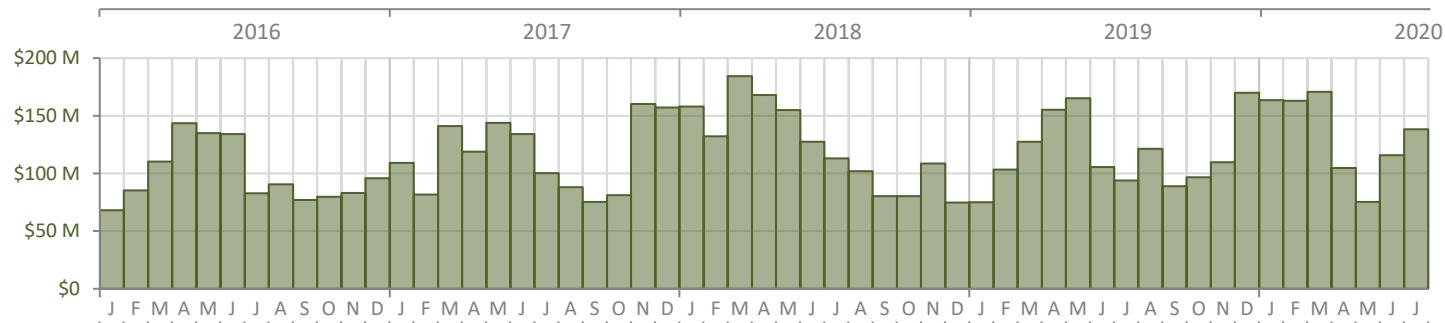
Dollar Volume

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	\$931.7 Million	12.8%
July 2020	\$138.4 Million	47.6%
June 2020	\$115.9 Million	9.9%
May 2020	\$75.4 Million	-54.4%
April 2020	\$104.6 Million	-32.6%
March 2020	\$170.8 Million	33.8%
February 2020	\$163.0 Million	57.7%
January 2020	\$163.6 Million	118.0%
December 2019	\$170.0 Million	127.6%
November 2019	\$109.8 Million	1.0%
October 2019	\$96.7 Million	20.2%
September 2019	\$88.8 Million	10.4%
August 2019	\$121.4 Million	19.2%
July 2019	\$93.8 Million	-17.0%

Dollar Volume



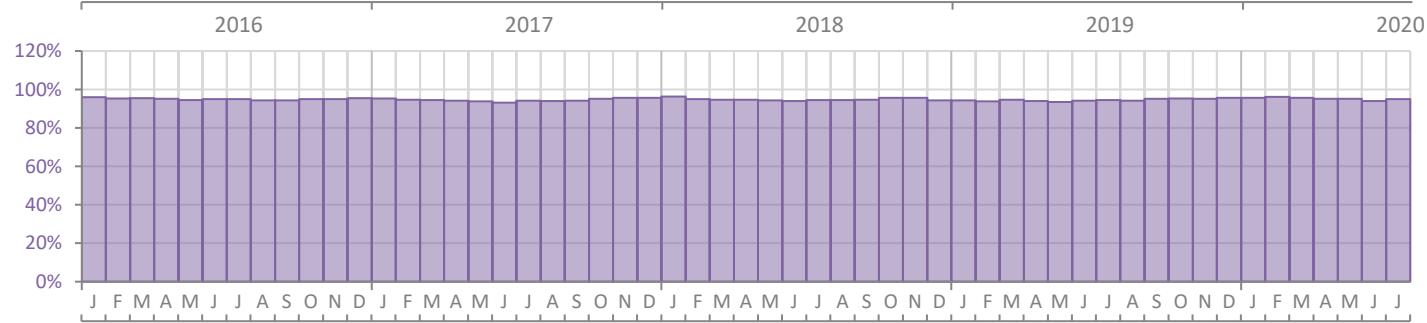
Median Percent of Original List Price Received

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

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	95.2%	1.2%
July 2020	95.0%	0.6%
June 2020	94.0%	-0.1%
May 2020	95.2%	1.9%
April 2020	95.1%	1.3%
March 2020	95.6%	1.1%
February 2020	96.1%	2.5%
January 2020	95.6%	1.4%
December 2019	95.7%	1.5%
November 2019	95.2%	-0.4%
October 2019	95.3%	-0.4%
September 2019	95.1%	0.5%
August 2019	94.2%	-0.2%
July 2019	94.4%	0.0%

Med. Pct. of Orig. List Price Received



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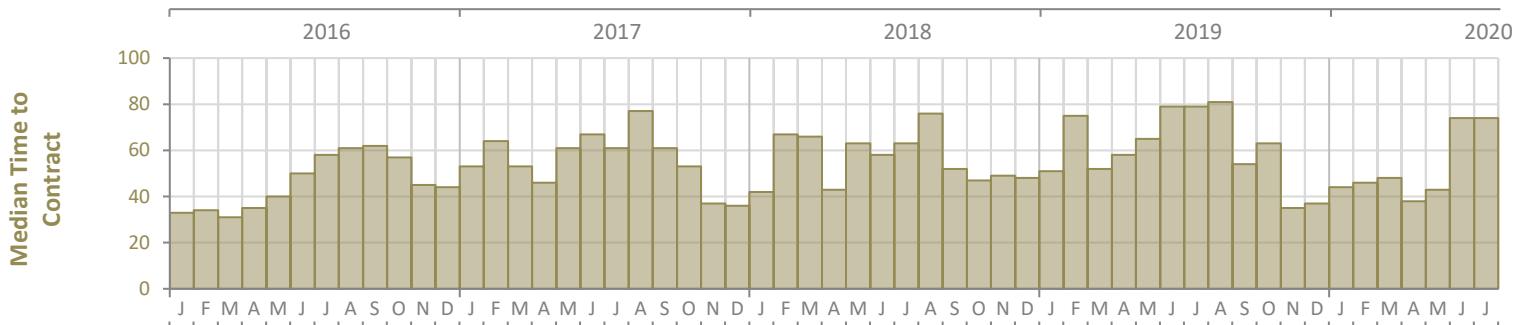
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Median Time to Contract

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	51 Days	-21.5%
July 2020	74 Days	-6.3%
June 2020	74 Days	-6.3%
May 2020	43 Days	-33.8%
April 2020	38 Days	-34.5%
March 2020	48 Days	-7.7%
February 2020	46 Days	-38.7%
January 2020	44 Days	-13.7%
December 2019	37 Days	-22.9%
November 2019	35 Days	-28.6%
October 2019	63 Days	34.0%
September 2019	54 Days	3.8%
August 2019	81 Days	6.6%
July 2019	79 Days	25.4%

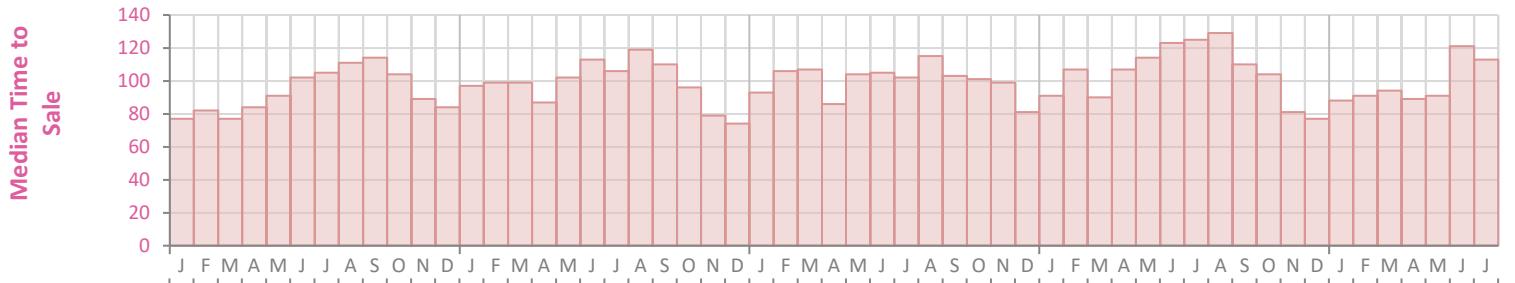


Median Time to Sale

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	99 Days	-9.2%
July 2020	113 Days	-9.6%
June 2020	121 Days	-1.6%
May 2020	91 Days	-20.2%
April 2020	89 Days	-16.8%
March 2020	94 Days	4.4%
February 2020	91 Days	-15.0%
January 2020	88 Days	-3.3%
December 2019	77 Days	-4.9%
November 2019	81 Days	-18.2%
October 2019	104 Days	3.0%
September 2019	110 Days	6.8%
August 2019	129 Days	12.2%
July 2019	125 Days	22.5%





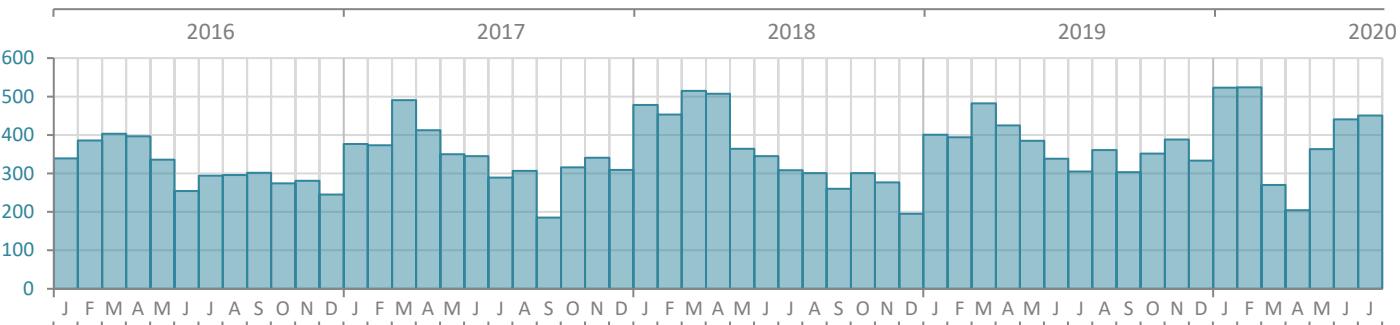
New Pending Sales

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	2,776	1.7%
July 2020	451	47.9%
June 2020	441	30.5%
May 2020	363	-5.7%
April 2020	204	-52.0%
March 2020	270	-44.0%
February 2020	524	33.0%
January 2020	523	30.4%
December 2019	333	70.8%
November 2019	388	40.1%
October 2019	352	16.9%
September 2019	303	16.5%
August 2019	361	19.9%
July 2019	305	-1.0%

Pending Sales



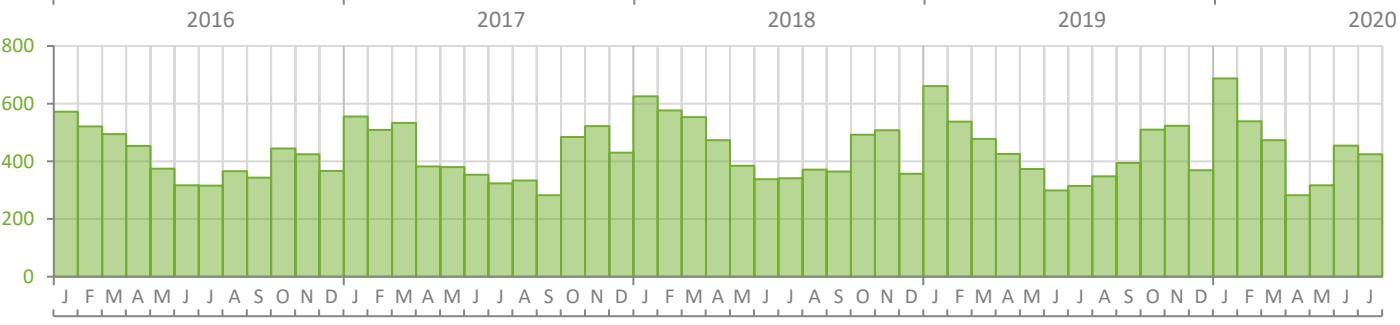
New Listings

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	3,177	2.8%
July 2020	424	34.6%
June 2020	454	51.8%
May 2020	317	-15.0%
April 2020	282	-33.8%
March 2020	473	-1.0%
February 2020	539	0.2%
January 2020	688	4.1%
December 2019	369	3.4%
November 2019	523	3.0%
October 2019	510	3.7%
September 2019	394	7.9%
August 2019	348	-6.2%
July 2019	315	-7.6%

New Listings



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Townhouses and Condos

Sarasota County



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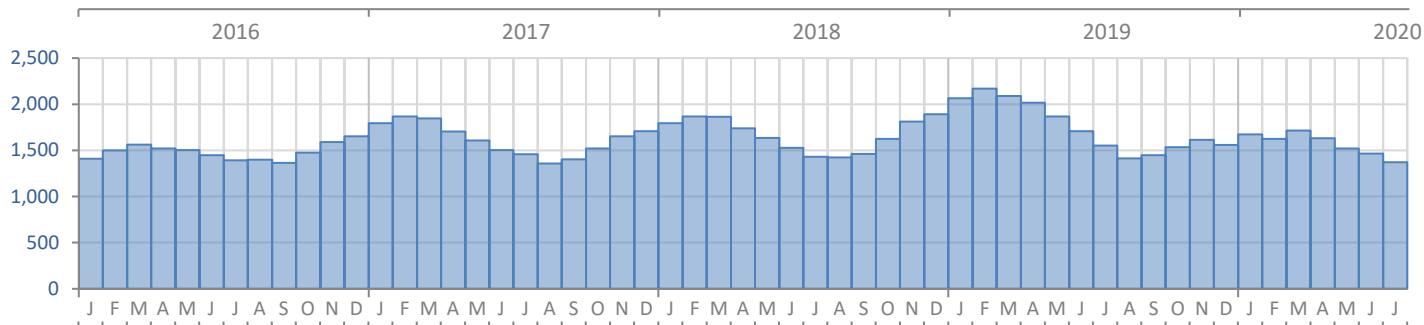
Inventory (Active Listings)

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)	1,572	-18.3%
July 2020	1,373	-11.5%
June 2020	1,466	-14.2%
May 2020	1,519	-18.6%
April 2020	1,633	-19.0%
March 2020	1,716	-17.9%
February 2020	1,626	-25.0%
January 2020	1,674	-18.9%
December 2019	1,560	-17.6%
November 2019	1,615	-10.8%
October 2019	1,533	-5.6%
September 2019	1,449	-1.0%
August 2019	1,413	-0.8%
July 2019	1,552	8.5%

Inventory



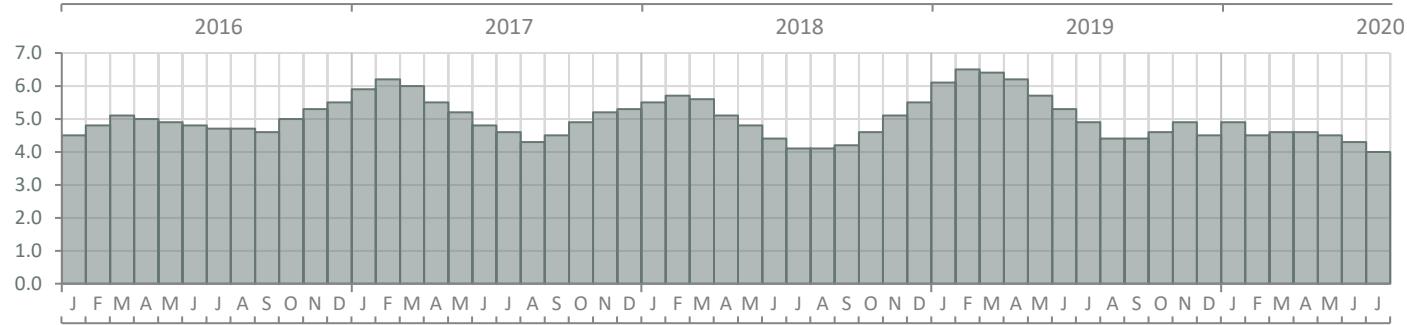
Months Supply of Inventory

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)	4.0	-32.2%
July 2020	4.0	-18.4%
June 2020	4.3	-18.9%
May 2020	4.5	-21.1%
April 2020	4.6	-25.8%
March 2020	4.6	-28.1%
February 2020	4.5	-30.8%
January 2020	4.9	-19.7%
December 2019	4.5	-18.2%
November 2019	4.9	-3.9%
October 2019	4.6	0.0%
September 2019	4.4	4.8%
August 2019	4.4	7.3%
July 2019	4.9	19.5%

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	20	81.8%
\$100,000 - \$149,999	55	12.2%
\$150,000 - \$199,999	62	-1.6%
\$200,000 - \$249,999	82	43.9%
\$250,000 - \$299,999	56	36.6%
\$300,000 - \$399,999	43	65.4%
\$400,000 - \$599,999	36	2.9%
\$600,000 - \$999,999	26	116.7%
\$1,000,000 or more	18	63.6%

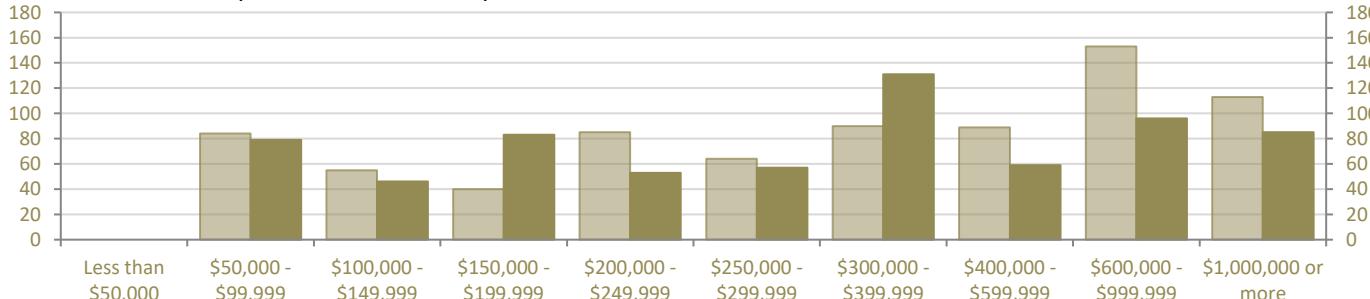


Median Time to Contract by Sale Price

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	79 Days	-6.0%
\$100,000 - \$149,999	46 Days	-16.4%
\$150,000 - \$199,999	83 Days	107.5%
\$200,000 - \$249,999	53 Days	-37.6%
\$250,000 - \$299,999	57 Days	-10.9%
\$300,000 - \$399,999	131 Days	45.6%
\$400,000 - \$599,999	59 Days	-33.7%
\$600,000 - \$999,999	96 Days	-37.3%
\$1,000,000 or more	85 Days	-24.8%



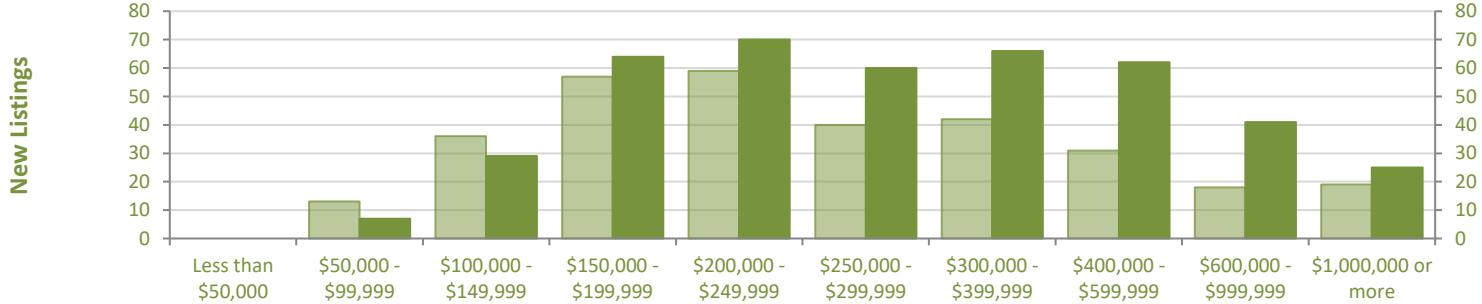
New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	7	-46.2%
\$100,000 - \$149,999	29	-19.4%
\$150,000 - \$199,999	64	12.3%
\$200,000 - \$249,999	70	18.6%
\$250,000 - \$299,999	60	50.0%
\$300,000 - \$399,999	66	57.1%
\$400,000 - \$599,999	62	100.0%
\$600,000 - \$999,999	41	127.8%
\$1,000,000 or more	25	31.6%

July 2019 July 2020



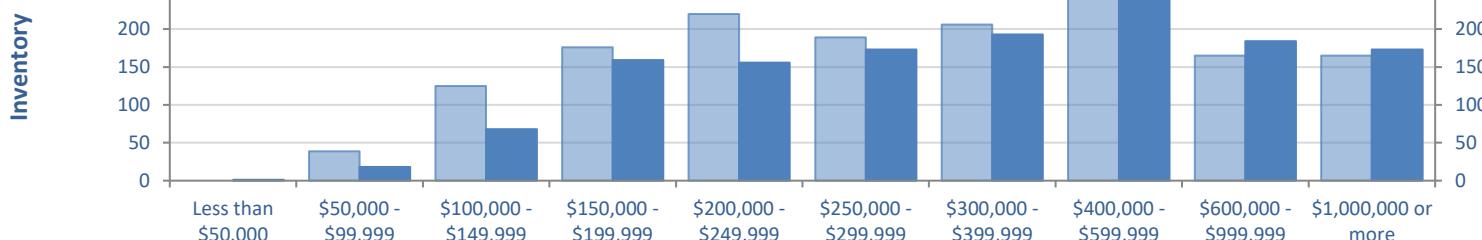
Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	18	-53.8%
\$100,000 - \$149,999	68	-45.6%
\$150,000 - \$199,999	159	-9.7%
\$200,000 - \$249,999	156	-29.1%
\$250,000 - \$299,999	173	-8.5%
\$300,000 - \$399,999	193	-6.3%
\$400,000 - \$599,999	248	-7.1%
\$600,000 - \$999,999	184	11.5%
\$1,000,000 or more	173	4.8%

July 2019 July 2020



Monthly Distressed Market - July 2020

Townhouses and Condos

Sarasota County



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		July 2020	July 2019	Percent Change Year-over-Year
Traditional	Closed Sales	391	303	29.0%
	Median Sale Price	\$240,000	\$224,000	7.1%
Foreclosure/REO	Closed Sales	6	2	200.0%
	Median Sale Price	\$138,501	\$156,450	-11.5%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$82,000	(No Sales)	N/A

2016 2017 2018 2019 2020

■ Traditional ■ Foreclosure/REO ■ Short Sale

