

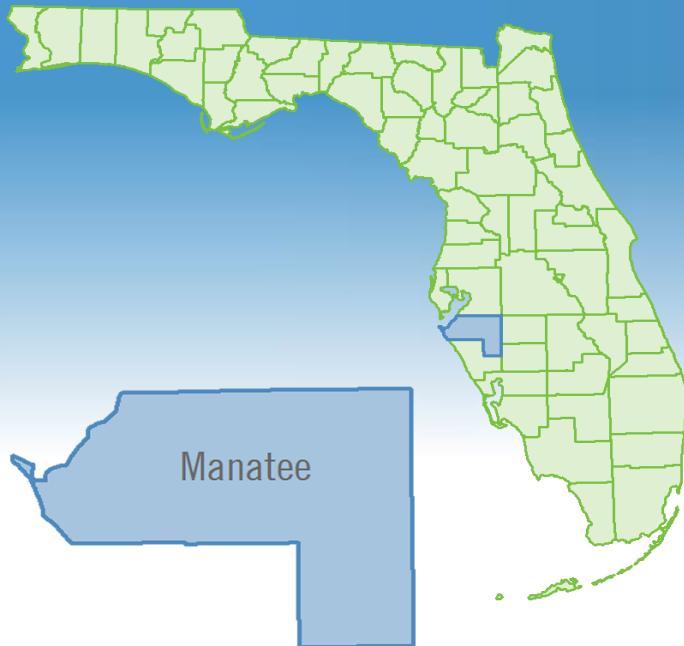
# Monthly Market Detail - January 2021

## Townhouses and Condos

### Manatee County



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Summary Statistics	January 2021	January 2020	Percent Change Year-over-Year
Closed Sales	265	220	20.5%
Paid in Cash	121	106	14.2%
Median Sale Price	\$231,000	\$210,000	10.0%
Average Sale Price	\$284,037	\$236,867	19.9%
Dollar Volume	\$75.3 Million	\$52.1 Million	44.4%
Median Percent of Original List Price Received	96.4%	95.1%	1.4%
Median Time to Contract	40 Days	50 Days	-20.0%
Median Time to Sale	80 Days	93 Days	-14.0%
New Pending Sales	379	278	36.3%
New Listings	296	461	-35.8%
Pending Inventory	484	317	52.7%
Inventory (Active Listings)	425	1,052	-59.6%
Months Supply of Inventory	1.6	4.7	-66.0%

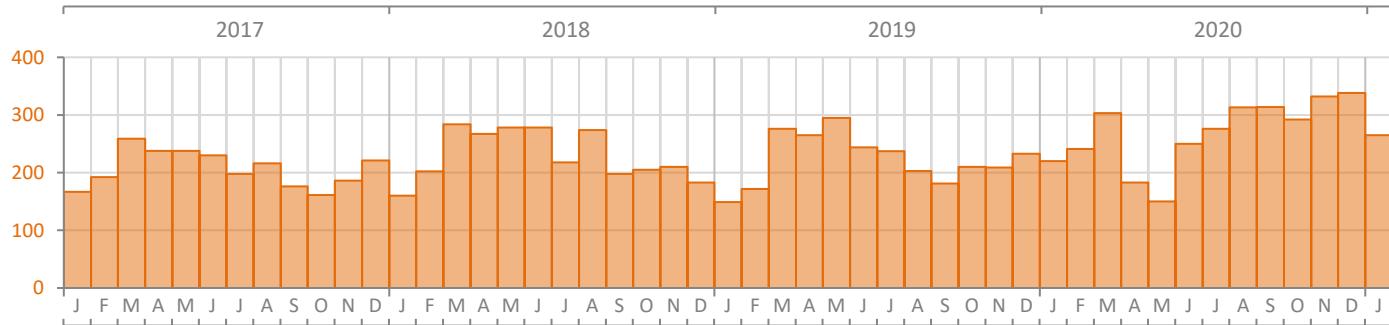
## Closed Sales

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	265	20.5%
<b>January 2021</b>	<b>265</b>	<b>20.5%</b>
December 2020	338	45.1%
November 2020	332	58.9%
October 2020	292	39.0%
September 2020	314	73.5%
August 2020	313	54.2%
July 2020	276	16.5%
June 2020	250	2.5%
May 2020	150	-49.2%
April 2020	183	-30.9%
March 2020	303	9.8%
February 2020	241	40.1%
January 2020	220	47.7%

Closed Sales



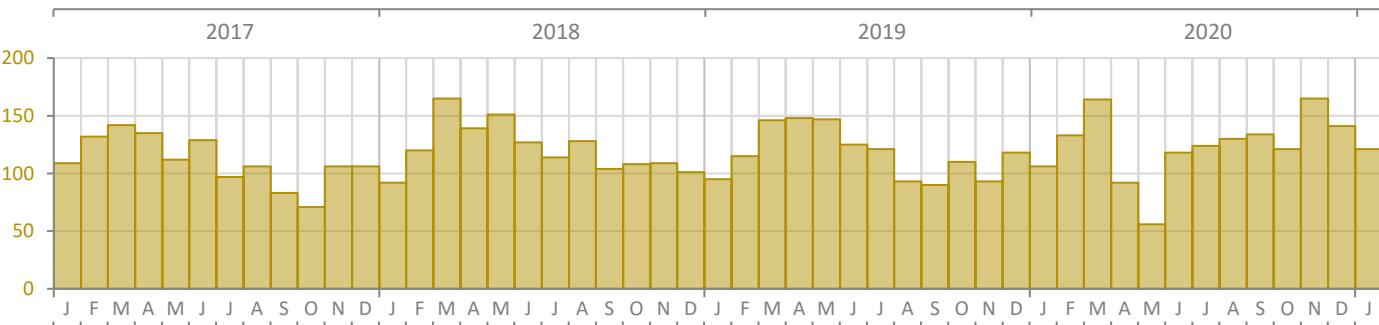
## Cash Sales

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	121	14.2%
<b>January 2021</b>	<b>121</b>	<b>14.2%</b>
December 2020	141	19.5%
November 2020	165	77.4%
October 2020	121	10.0%
September 2020	134	48.9%
August 2020	130	39.8%
July 2020	124	2.5%
June 2020	118	-5.6%
May 2020	56	-61.9%
April 2020	92	-37.8%
March 2020	164	12.3%
February 2020	133	15.7%
January 2020	106	11.6%

Cash Sales



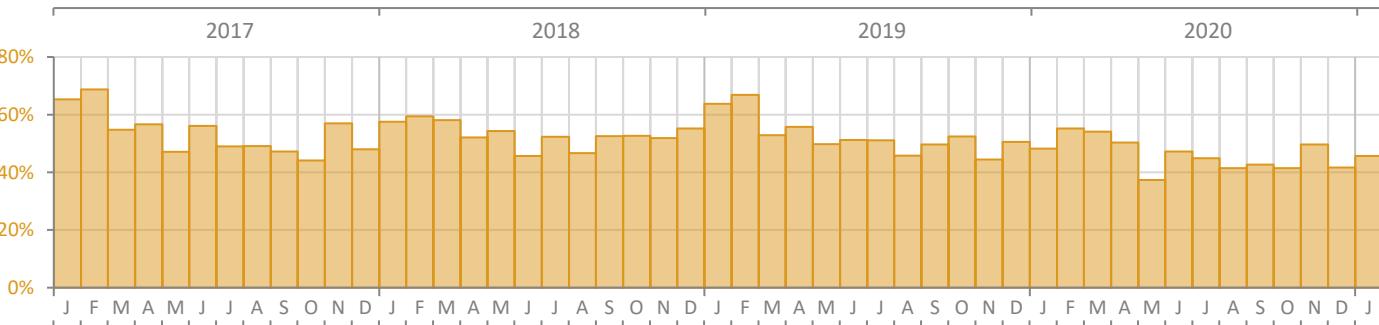
## Cash Sales as a Percentage of Closed Sales

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	45.7%	-5.2%
<b>January 2021</b>	<b>45.7%</b>	<b>-5.2%</b>
December 2020	41.7%	-17.6%
November 2020	49.7%	11.7%
October 2020	41.4%	-21.0%
September 2020	42.7%	-14.1%
August 2020	41.5%	-9.4%
July 2020	44.9%	-12.1%
June 2020	47.2%	-7.8%
May 2020	37.3%	-25.1%
April 2020	50.3%	-9.9%
March 2020	54.1%	2.3%
February 2020	55.2%	-17.5%
January 2020	48.2%	-24.5%

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	\$231,000	10.0%
<b>January 2021</b>	<b>\$231,000</b>	<b>10.0%</b>
December 2020	\$239,000	19.5%
November 2020	\$237,250	10.3%
October 2020	\$255,000	34.2%
September 2020	\$220,000	10.6%
August 2020	\$223,000	8.8%
July 2020	\$220,000	15.2%
June 2020	\$214,230	7.7%
May 2020	\$229,950	9.5%
April 2020	\$212,000	7.9%
March 2020	\$215,000	5.7%
February 2020	\$210,000	11.1%
January 2020	\$210,000	7.7%

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	\$284,037	19.9%
<b>January 2021</b>	<b>\$284,037</b>	<b>19.9%</b>
December 2020	\$365,012	52.4%
November 2020	\$265,013	5.3%
October 2020	\$294,595	13.2%
September 2020	\$300,971	23.1%
August 2020	\$261,548	4.1%
July 2020	\$270,527	24.9%
June 2020	\$238,556	1.0%
May 2020	\$261,466	6.1%
April 2020	\$236,764	0.3%
March 2020	\$251,136	4.2%
February 2020	\$245,303	7.7%
January 2020	\$236,867	-1.8%

Average Sale Price



# Monthly Market Detail - January 2021

## Townhouses and Condos

### Manatee County



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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	\$75.3 Million	44.4%
<b>January 2021</b>	<b>\$75.3 Million</b>	<b>44.4%</b>
December 2020	\$123.4 Million	121.0%
November 2020	\$88.0 Million	67.3%
October 2020	\$86.0 Million	57.4%
September 2020	\$94.5 Million	113.5%
August 2020	\$81.9 Million	60.5%
July 2020	\$74.7 Million	45.5%
June 2020	\$59.6 Million	3.4%
May 2020	\$39.2 Million	-46.0%
April 2020	\$43.3 Million	-30.8%
March 2020	\$76.1 Million	14.4%
February 2020	\$59.1 Million	50.8%
January 2020	\$52.1 Million	45.0%

Dollar Volume



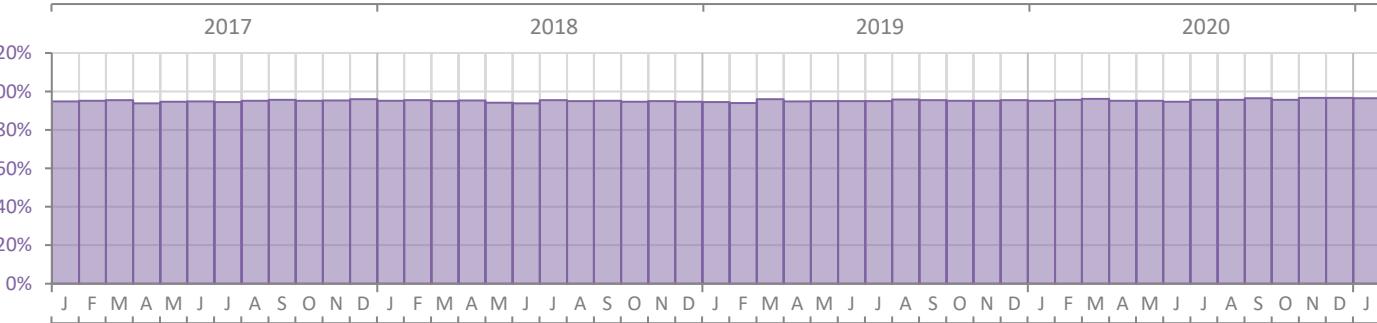
## Median Percent of Original List Price Received

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	96.4%	1.4%
<b>January 2021</b>	<b>96.4%</b>	<b>1.4%</b>
December 2020	96.6%	1.2%
November 2020	96.7%	1.6%
October 2020	95.6%	0.4%
September 2020	96.4%	0.9%
August 2020	95.6%	-0.2%
July 2020	95.7%	0.7%
June 2020	94.7%	-0.3%
May 2020	95.1%	0.1%
April 2020	95.1%	0.3%
March 2020	96.1%	0.2%
February 2020	95.6%	1.7%
January 2020	95.1%	0.7%



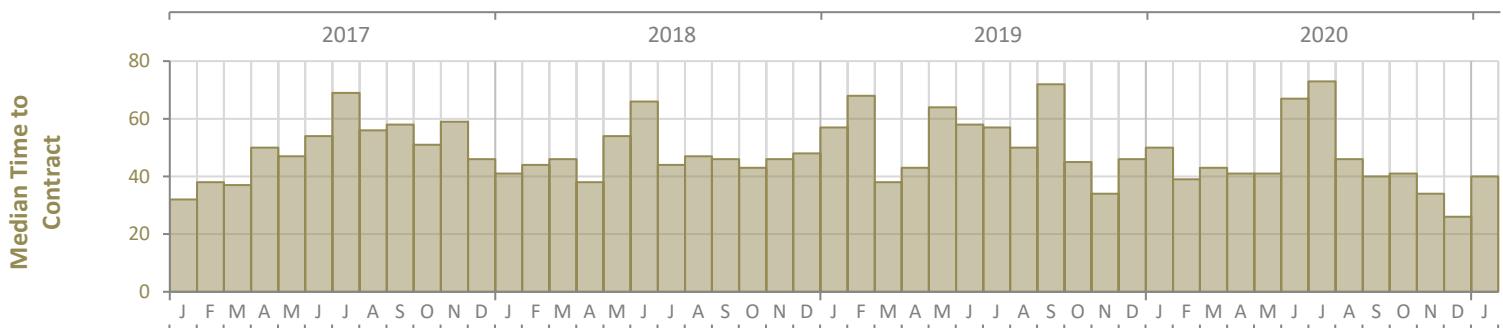


## Median Time to Contract

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	40 Days	-20.0%
January 2021	<b>40 Days</b>	<b>-20.0%</b>
December 2020	26 Days	-43.5%
November 2020	34 Days	0.0%
October 2020	41 Days	-8.9%
September 2020	40 Days	-44.4%
August 2020	46 Days	-8.0%
July 2020	73 Days	28.1%
June 2020	67 Days	15.5%
May 2020	41 Days	-35.9%
April 2020	41 Days	-4.7%
March 2020	43 Days	13.2%
February 2020	39 Days	-42.6%
January 2020	50 Days	-12.3%

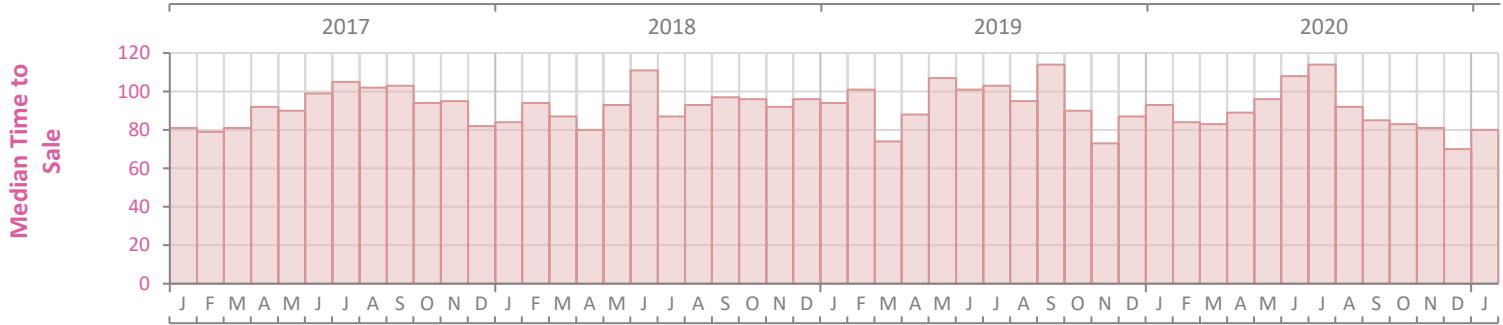


## Median Time to Sale

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	80 Days	-14.0%
January 2021	<b>80 Days</b>	<b>-14.0%</b>
December 2020	70 Days	-19.5%
November 2020	81 Days	11.0%
October 2020	83 Days	-7.8%
September 2020	85 Days	-25.4%
August 2020	92 Days	-3.2%
July 2020	114 Days	10.7%
June 2020	108 Days	6.9%
May 2020	96 Days	-10.3%
April 2020	89 Days	1.1%
March 2020	83 Days	12.2%
February 2020	84 Days	-16.8%
January 2020	93 Days	-1.1%



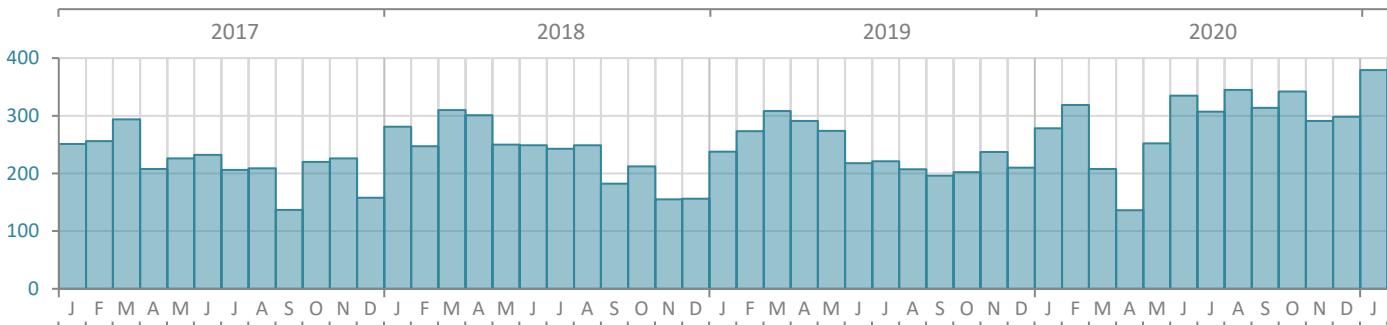
## New Pending Sales

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	379	36.3%
<b>January 2021</b>	<b>379</b>	<b>36.3%</b>
December 2020	298	41.9%
November 2020	291	22.8%
October 2020	342	69.3%
September 2020	314	60.2%
August 2020	345	66.7%
July 2020	307	38.9%
June 2020	335	53.7%
May 2020	252	-8.0%
April 2020	136	-53.3%
March 2020	208	-32.5%
February 2020	319	16.8%
January 2020	278	16.8%

Pending Sales



# Monthly Market Detail - January 2021

## Townhouses and Condos

### Manatee 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)	425	-59.6%
<b>January 2021</b>	<b>425</b>	<b>-59.6%</b>
December 2020	524	-42.5%
November 2020	596	-35.4%
October 2020	650	-27.1%
September 2020	702	-14.8%
August 2020	753	-5.2%
July 2020	799	-4.0%
June 2020	830	-9.4%
May 2020	961	0.6%
April 2020	1,001	-4.7%
March 2020	1,046	-3.8%
February 2020	1,053	-6.4%
January 2020	1,052	-2.8%

Inventory



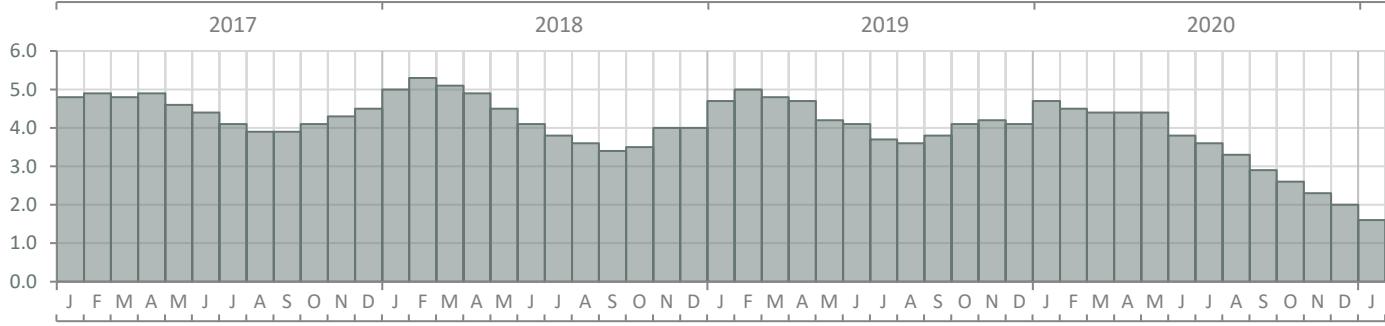
## Months Supply of Inventory

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)	2.0	-57.4%
<b>January 2021</b>	<b>1.6</b>	<b>-66.0%</b>
December 2020	2.0	-51.2%
November 2020	2.3	-45.2%
October 2020	2.6	-36.6%
September 2020	2.9	-23.7%
August 2020	3.3	-8.3%
July 2020	3.6	-2.7%
June 2020	3.8	-7.3%
May 2020	4.4	4.8%
April 2020	4.4	-6.4%
March 2020	4.4	-8.3%
February 2020	4.5	-10.0%
January 2020	4.7	0.0%

Months Supply of Inventory

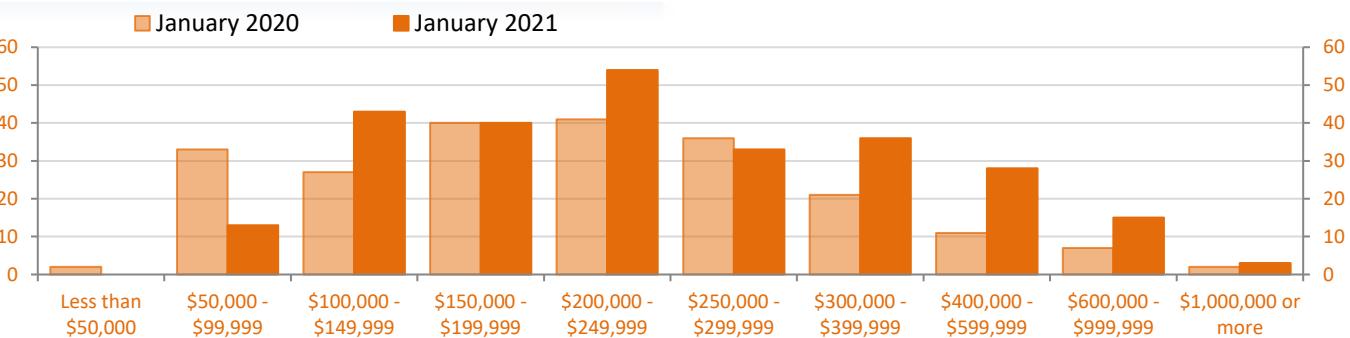


## Closed Sales by Sale Price

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	-100.0%
\$50,000 - \$99,999	13	-60.6%
\$100,000 - \$149,999	43	59.3%
\$150,000 - \$199,999	40	0.0%
\$200,000 - \$249,999	54	31.7%
\$250,000 - \$299,999	33	-8.3%
\$300,000 - \$399,999	36	71.4%
\$400,000 - \$599,999	28	154.5%
\$600,000 - \$999,999	15	114.3%
\$1,000,000 or more	3	50.0%

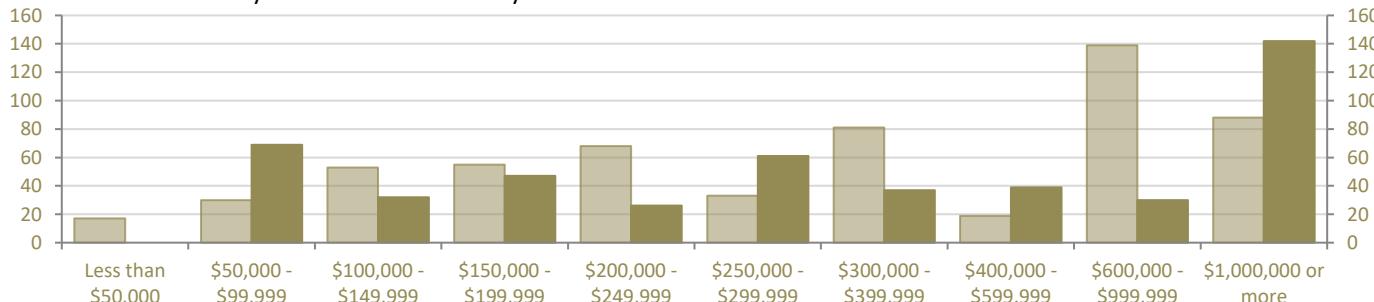


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	69 Days	130.0%
\$100,000 - \$149,999	32 Days	-39.6%
\$150,000 - \$199,999	47 Days	-14.5%
\$200,000 - \$249,999	26 Days	-61.8%
\$250,000 - \$299,999	61 Days	84.8%
\$300,000 - \$399,999	37 Days	-54.3%
\$400,000 - \$599,999	39 Days	105.3%
\$600,000 - \$999,999	30 Days	-78.4%
\$1,000,000 or more	142 Days	61.4%



# Monthly Market Detail - January 2021

## Townhouses and Condos

### 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	0	-100.0%
\$50,000 - \$99,999	16	-60.0%
\$100,000 - \$149,999	52	-16.1%
\$150,000 - \$199,999	57	-34.5%
\$200,000 - \$249,999	46	-50.0%
\$250,000 - \$299,999	39	-38.1%
\$300,000 - \$399,999	42	-28.8%
\$400,000 - \$599,999	27	-30.8%
\$600,000 - \$999,999	13	-18.8%
\$1,000,000 or more	4	100.0%

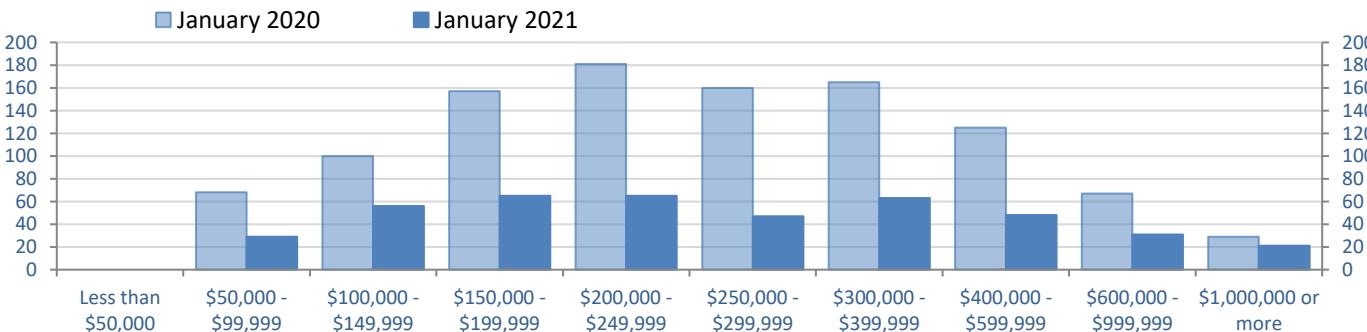


## Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	29	-57.4%
\$100,000 - \$149,999	56	-44.0%
\$150,000 - \$199,999	65	-58.6%
\$200,000 - \$249,999	65	-64.1%
\$250,000 - \$299,999	47	-70.6%
\$300,000 - \$399,999	63	-61.8%
\$400,000 - \$599,999	48	-61.6%
\$600,000 - \$999,999	31	-53.7%
\$1,000,000 or more	21	-27.6%



# Monthly Distressed Market - January 2021

## Townhouses and Condos

### Manatee County



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		January 2021	January 2020	Percent Change Year-over-Year
Traditional	Closed Sales	263	215	22.3%
	Median Sale Price	\$232,500	\$210,000	10.7%
Foreclosure/REO	Closed Sales	1	4	-75.0%
	Median Sale Price	\$204,000	\$106,500	91.5%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$202,000	\$183,000	10.4%

