

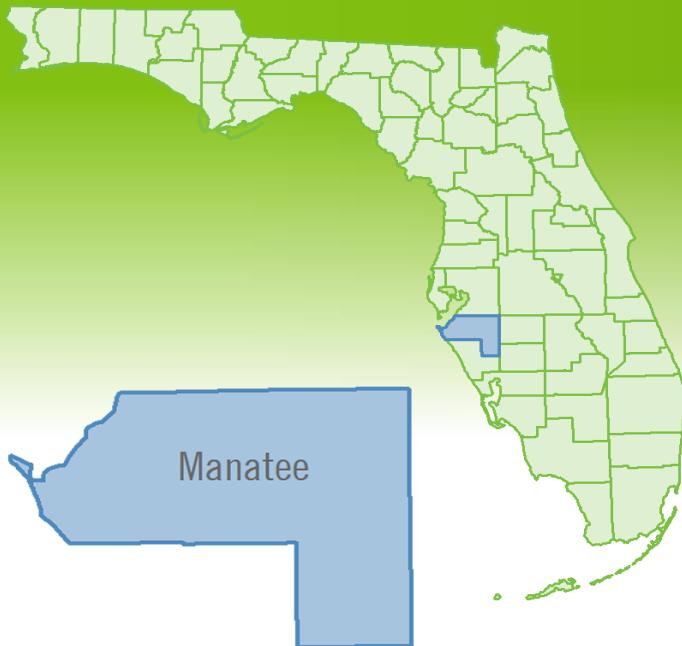
# Monthly Market Detail - March 2021

## Single Family Homes

### Manatee County



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Summary Statistics	March 2021	March 2020	Percent Change Year-over-Year
Closed Sales	907	658	37.8%
Paid in Cash	307	175	75.4%
Median Sale Price	\$395,000	\$319,500	23.6%
Average Sale Price	\$536,981	\$390,674	37.4%
Dollar Volume	\$487.0 Million	\$257.1 Million	89.5%
Median Percent of Original List Price Received	100.0%	96.6%	3.5%
Median Time to Contract	9 Days	44 Days	-79.5%
Median Time to Sale	55 Days	92 Days	-40.2%
New Pending Sales	826	492	67.9%
New Listings	788	731	7.8%
Pending Inventory	1,251	755	65.7%
Inventory (Active Listings)	467	1,969	-76.3%
Months Supply of Inventory	0.7	3.4	-79.4%

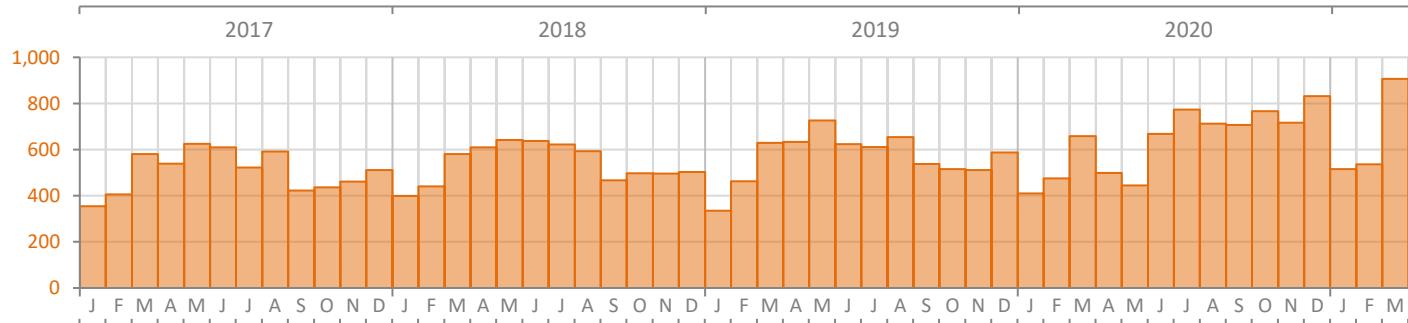
## Closed Sales

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	1,958	26.9%
<b>March 2021</b>	<b>907</b>	<b>37.8%</b>
February 2021	536	12.8%
January 2021	515	25.6%
December 2020	831	41.6%
November 2020	717	40.3%
October 2020	766	48.4%
September 2020	707	31.4%
August 2020	713	9.0%
July 2020	774	26.7%
June 2020	668	7.2%
May 2020	445	-38.7%
April 2020	499	-21.2%
March 2020	658	4.6%

Closed Sales

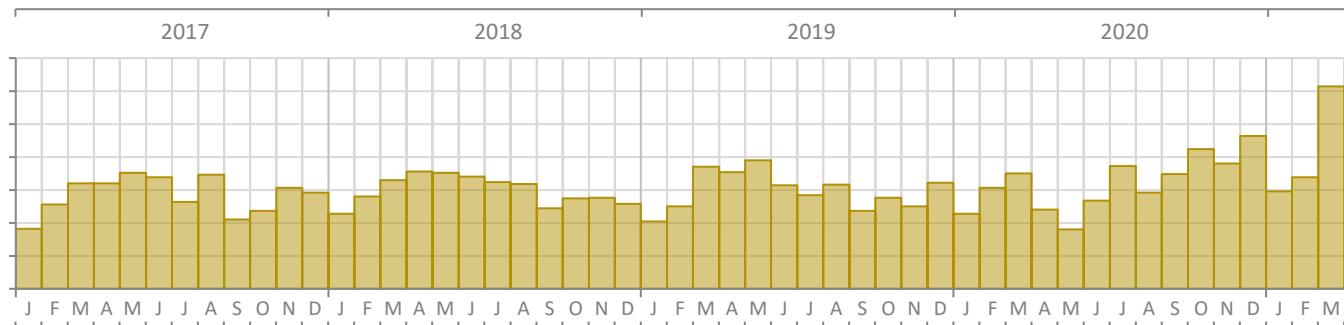


## Cash Sales

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	624	41.2%
<b>March 2021</b>	<b>307</b>	<b>75.4%</b>
February 2021	169	10.5%
January 2021	148	29.8%
December 2020	232	44.1%
November 2020	190	52.0%
October 2020	212	53.6%
September 2020	174	47.5%
August 2020	146	-7.6%
July 2020	186	31.0%
June 2020	134	-14.6%
May 2020	90	-53.8%
April 2020	120	-32.2%
March 2020	175	-5.4%

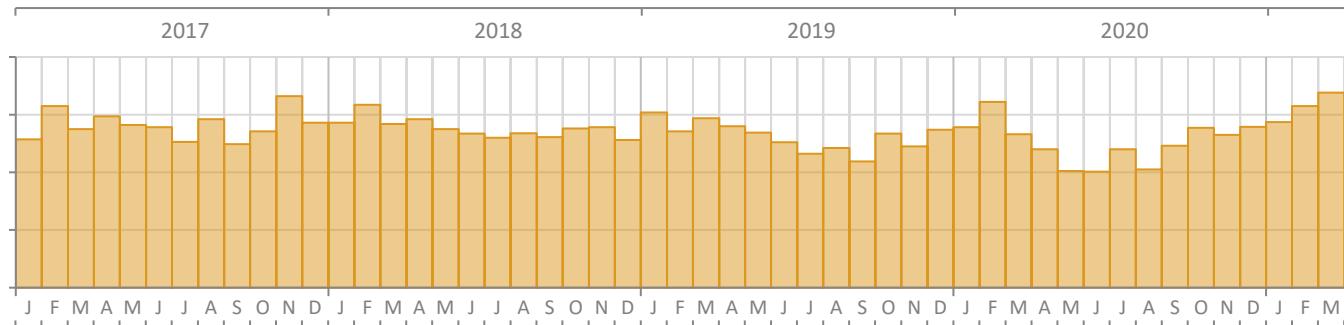


## Cash Sales as a Percentage of Closed Sales

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	31.9%	11.5%
<b>March 2021</b>	<b>33.8%</b>	<b>27.1%</b>
February 2021	31.5%	-2.2%
January 2021	28.7%	3.2%
December 2020	27.9%	1.8%
November 2020	26.5%	8.2%
October 2020	27.7%	3.7%
September 2020	24.6%	12.3%
August 2020	20.5%	-15.3%
July 2020	24.0%	3.4%
June 2020	20.1%	-20.2%
May 2020	20.2%	-24.9%
April 2020	24.0%	-14.3%
March 2020	26.6%	-9.5%



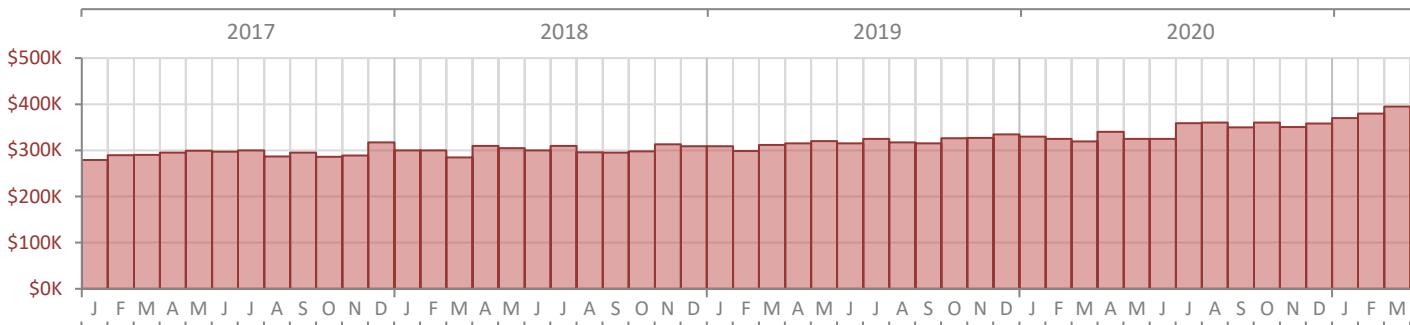
## Median Sale Price

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	\$385,000	19.6%
<b>March 2021</b>	<b>\$395,000</b>	<b>23.6%</b>
February 2021	\$380,000	16.9%
January 2021	\$370,000	12.3%
December 2020	\$357,900	6.8%
November 2020	\$350,500	7.2%
October 2020	\$360,000	10.4%
September 2020	\$350,000	11.1%
August 2020	\$360,000	13.6%
July 2020	\$358,963	10.5%
June 2020	\$325,000	3.2%
May 2020	\$325,000	1.6%
April 2020	\$340,000	7.9%
March 2020	\$319,500	2.4%

Median Sale Price



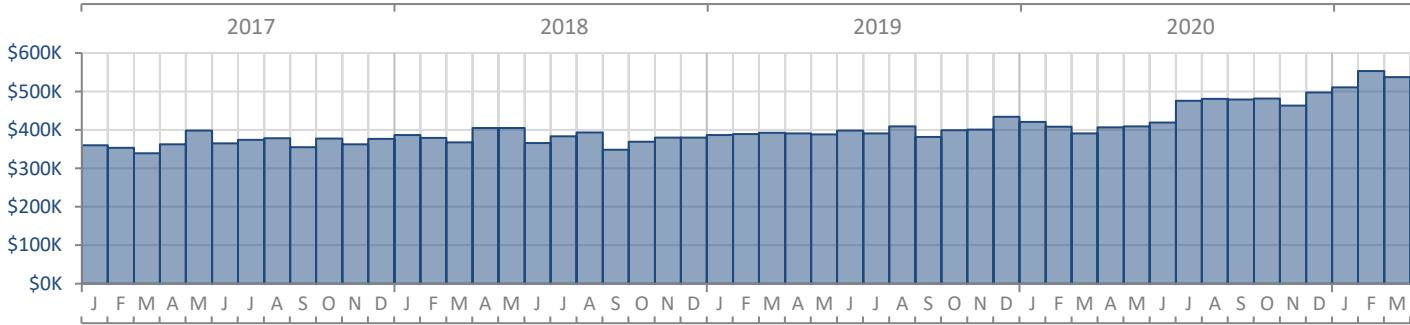
## Average Sale Price

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	\$534,602	32.3%
<b>March 2021</b>	<b>\$536,981</b>	<b>37.4%</b>
February 2021	\$553,312	35.6%
January 2021	\$510,940	21.4%
December 2020	\$496,984	14.5%
November 2020	\$463,015	15.6%
October 2020	\$481,349	20.7%
September 2020	\$478,964	25.5%
August 2020	\$480,903	17.7%
July 2020	\$476,011	21.7%
June 2020	\$419,373	5.4%
May 2020	\$409,038	5.2%
April 2020	\$406,699	4.1%
March 2020	\$390,674	-0.5%

Average Sale Price



# Monthly Market Detail - March 2021

## Single Family Homes

### Manatee County



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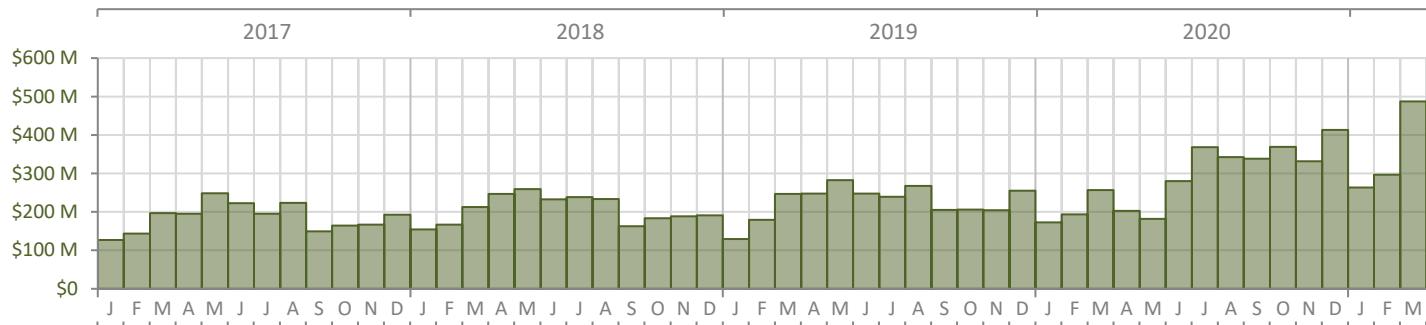
## Dollar Volume

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	\$1.0 Billion	67.9%
<b>March 2021</b>	<b>\$487.0 Million</b>	<b>89.5%</b>
February 2021	\$296.6 Million	53.1%
January 2021	\$263.1 Million	52.5%
December 2020	\$413.0 Million	62.1%
November 2020	\$332.0 Million	62.3%
October 2020	\$368.7 Million	79.1%
September 2020	\$338.6 Million	65.0%
August 2020	\$342.9 Million	28.3%
July 2020	\$368.4 Million	54.2%
June 2020	\$280.1 Million	13.0%
May 2020	\$182.0 Million	-35.5%
April 2020	\$202.9 Million	-17.9%
March 2020	\$257.1 Million	4.1%

Dollar Volume



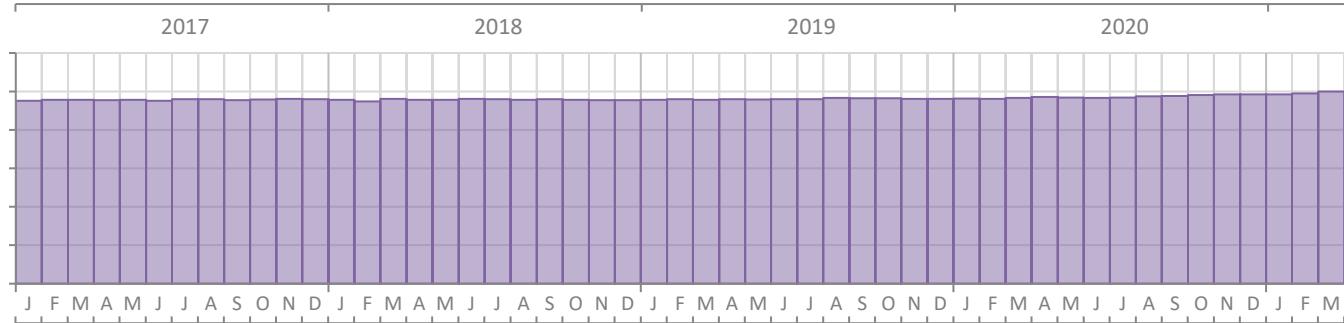
## Median Percent of Original List Price Received

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	100.0%	3.7%
<b>March 2021</b>	<b>100.0%</b>	<b>3.5%</b>
February 2021	99.0%	2.9%
January 2021	98.4%	2.2%
December 2020	98.5%	2.4%
November 2020	98.4%	2.3%
October 2020	98.2%	1.9%
September 2020	97.6%	1.1%
August 2020	97.4%	0.8%
July 2020	96.8%	0.9%
June 2020	96.6%	0.6%
May 2020	96.8%	1.0%
April 2020	97.2%	1.3%
March 2020	96.6%	1.0%

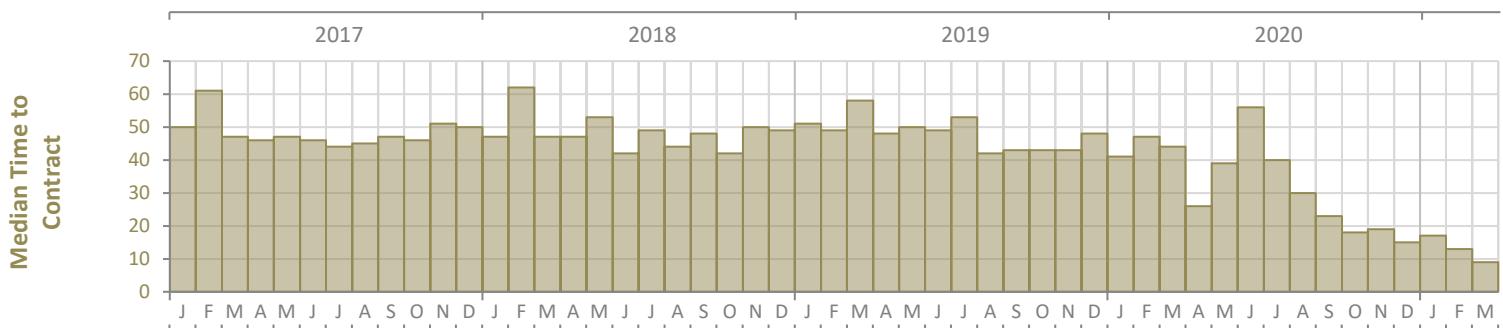


## Median Time to Contract

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	12 Days	-72.7%
<b>March 2021</b>	<b>9 Days</b>	<b>-79.5%</b>
February 2021	13 Days	-72.3%
January 2021	17 Days	-58.5%
December 2020	15 Days	-68.8%
November 2020	19 Days	-55.8%
October 2020	18 Days	-58.1%
September 2020	23 Days	-46.5%
August 2020	30 Days	-28.6%
July 2020	40 Days	-24.5%
June 2020	56 Days	14.3%
May 2020	39 Days	-22.0%
April 2020	26 Days	-45.8%
March 2020	44 Days	-24.1%

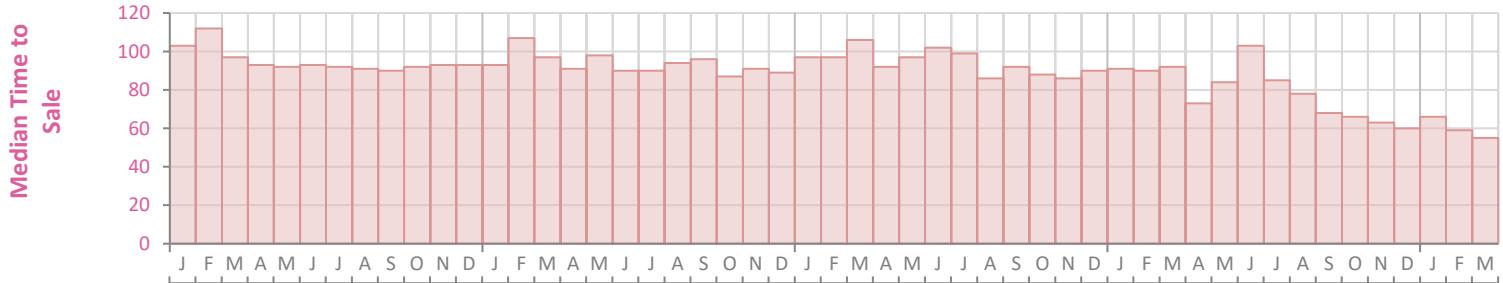


## Median Time to Sale

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	59 Days	-34.4%
<b>March 2021</b>	<b>55 Days</b>	<b>-40.2%</b>
February 2021	59 Days	-34.4%
January 2021	66 Days	-27.5%
December 2020	60 Days	-33.3%
November 2020	63 Days	-26.7%
October 2020	66 Days	-25.0%
September 2020	68 Days	-26.1%
August 2020	78 Days	-9.3%
July 2020	85 Days	-14.1%
June 2020	103 Days	1.0%
May 2020	84 Days	-13.4%
April 2020	73 Days	-20.7%
March 2020	92 Days	-13.2%



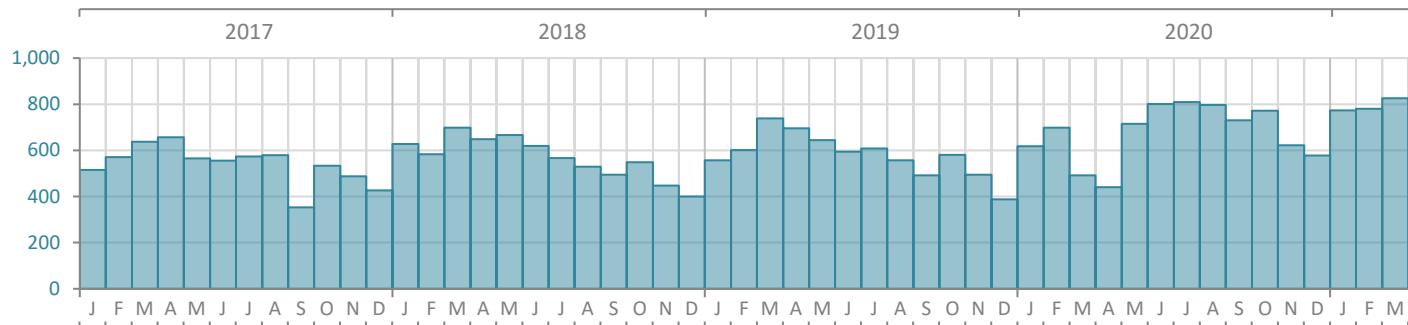
## New Pending Sales

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	2,379	31.5%
<b>March 2021</b>	<b>826</b>	<b>67.9%</b>
February 2021	780	11.6%
January 2021	773	25.1%
December 2020	578	49.0%
November 2020	622	25.7%
October 2020	772	32.9%
September 2020	730	48.4%
August 2020	797	43.1%
July 2020	809	33.1%
June 2020	801	34.6%
May 2020	715	10.9%
April 2020	440	-36.7%
March 2020	492	-33.4%

Pending Sales



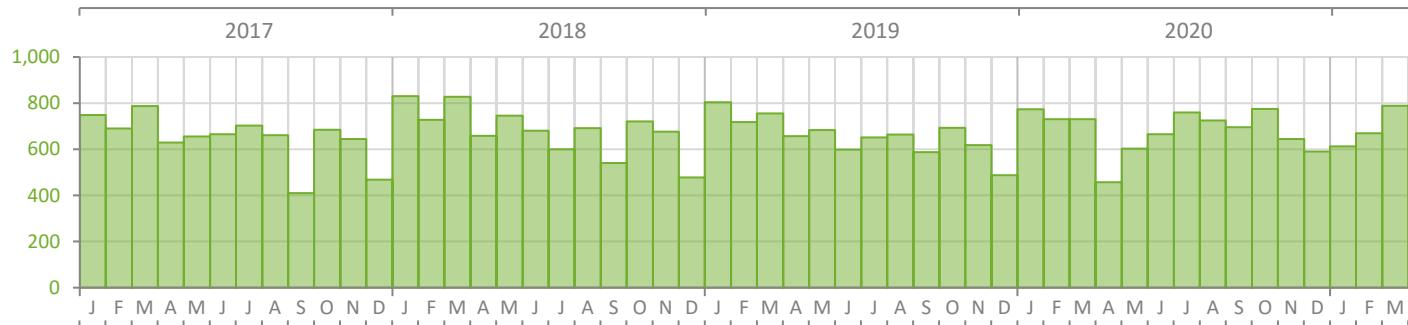
## New Listings

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	2,069	-7.4%
<b>March 2021</b>	<b>788</b>	<b>7.8%</b>
February 2021	669	-8.4%
January 2021	612	-20.9%
December 2020	590	20.9%
November 2020	644	4.2%
October 2020	775	11.8%
September 2020	695	18.4%
August 2020	725	9.2%
July 2020	760	16.7%
June 2020	665	11.0%
May 2020	603	-11.7%
April 2020	457	-30.4%
March 2020	731	-3.3%

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)	580	-70.4%
<b>March 2021</b>	<b>467</b>	<b>-76.3%</b>
February 2021	567	-70.7%
January 2021	705	-64.3%
December 2020	929	-50.1%
November 2020	1,011	-46.2%
October 2020	1,063	-42.4%
September 2020	1,084	-40.3%
August 2020	1,183	-34.9%
July 2020	1,310	-30.2%
June 2020	1,416	-28.6%
May 2020	1,635	-20.8%
April 2020	1,851	-15.6%
March 2020	1,969	-14.1%

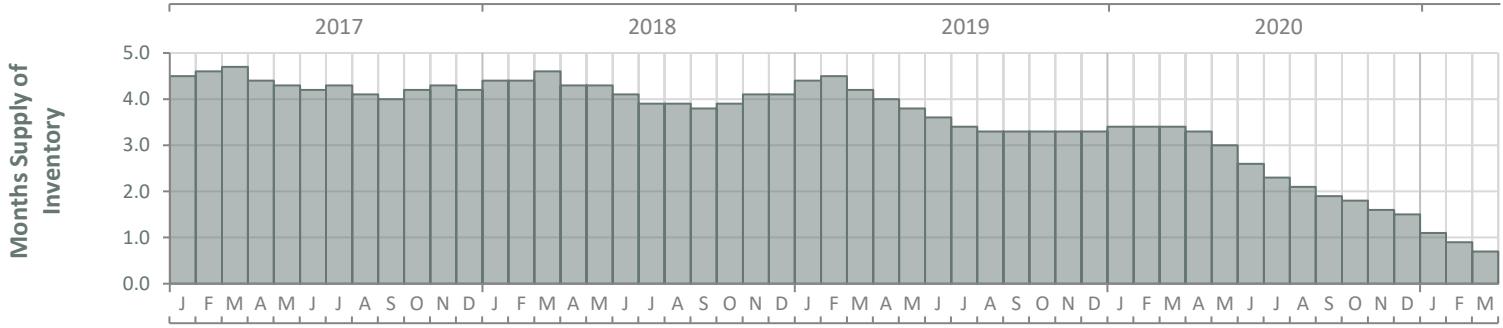


## Months Supply of Inventory

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)	1.0	-70.6%
<b>March 2021</b>	<b>0.7</b>	<b>-79.4%</b>
February 2021	0.9	-73.5%
January 2021	1.1	-67.6%
December 2020	1.5	-54.5%
November 2020	1.6	-51.5%
October 2020	1.8	-45.5%
September 2020	1.9	-42.4%
August 2020	2.1	-36.4%
July 2020	2.3	-32.4%
June 2020	2.6	-27.8%
May 2020	3.0	-21.1%
April 2020	3.3	-17.5%
March 2020	3.4	-19.0%



## 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	-50.0%
\$100,000 - \$149,999	9	-18.2%
\$150,000 - \$199,999	29	3.6%
\$200,000 - \$249,999	51	-54.1%
\$250,000 - \$299,999	122	-9.0%
\$300,000 - \$399,999	245	45.8%
\$400,000 - \$599,999	245	99.2%
\$600,000 - \$999,999	123	108.5%
\$1,000,000 or more	80	344.4%

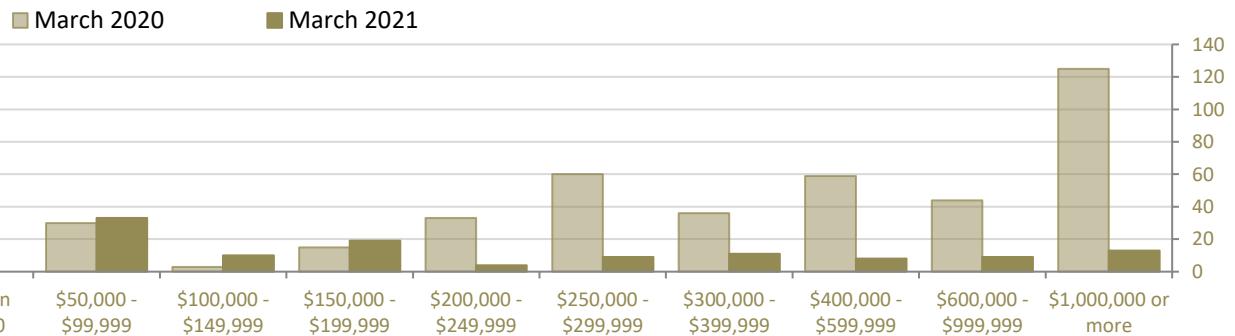


## Median Time to Contract by Sale Price

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	33 Days	10.0%
\$100,000 - \$149,999	10 Days	233.3%
\$150,000 - \$199,999	19 Days	26.7%
\$200,000 - \$249,999	4 Days	-87.9%
\$250,000 - \$299,999	9 Days	-85.0%
\$300,000 - \$399,999	11 Days	-69.4%
\$400,000 - \$599,999	8 Days	-86.4%
\$600,000 - \$999,999	9 Days	-79.5%
\$1,000,000 or more	13 Days	-89.6%



## New Listings by Initial Listing Price

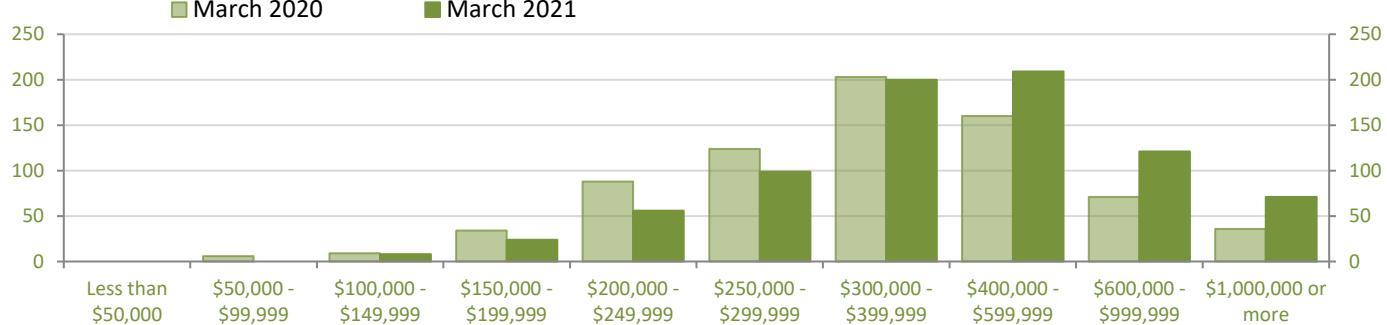
The number of properties put onto the market during the month

**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	0	-100.0%
\$100,000 - \$149,999	8	-11.1%
\$150,000 - \$199,999	24	-29.4%
\$200,000 - \$249,999	56	-36.4%
\$250,000 - \$299,999	99	-20.2%
\$300,000 - \$399,999	200	-1.5%
\$400,000 - \$599,999	209	30.6%
\$600,000 - \$999,999	121	70.4%
\$1,000,000 or more	71	97.2%

■ March 2020 ■ March 2021

New Listings



## Inventory by Current Listing Price

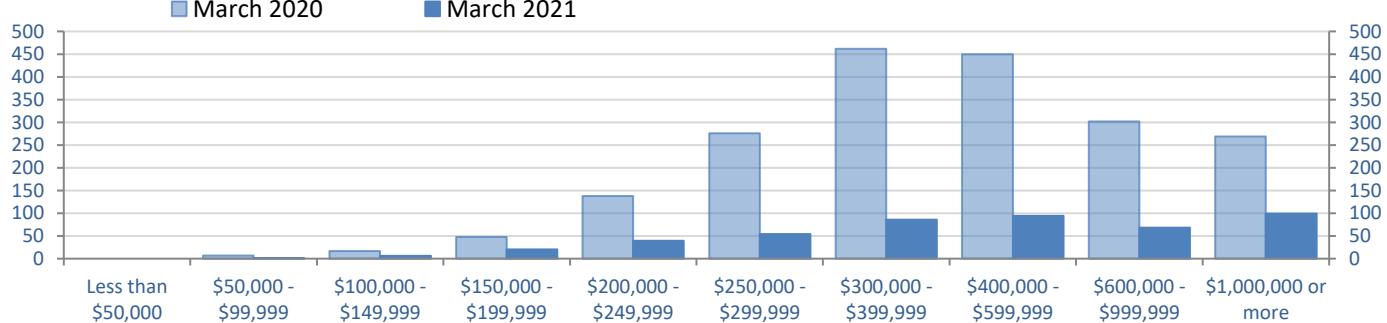
The number of property listings active at the end of the month

**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	N/A
\$50,000 - \$99,999	1	-85.7%
\$100,000 - \$149,999	6	-64.7%
\$150,000 - \$199,999	20	-58.3%
\$200,000 - \$249,999	39	-71.7%
\$250,000 - \$299,999	54	-80.4%
\$300,000 - \$399,999	86	-81.4%
\$400,000 - \$599,999	94	-79.1%
\$600,000 - \$999,999	68	-77.5%
\$1,000,000 or more	99	-63.2%

■ March 2020 ■ March 2021

Inventory



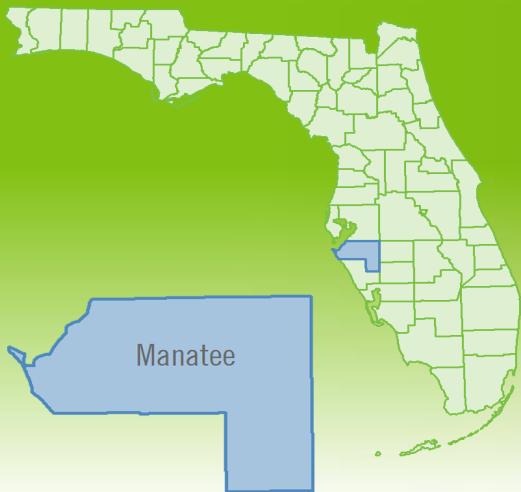
# Monthly Distressed Market - March 2021

## Single Family Homes

### Manatee County



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



		March 2021	March 2020	Percent Change Year-over-Year
Traditional	Closed Sales	901	649	38.8%
	Median Sale Price	\$397,619	\$320,000	24.3%
Foreclosure/REO	Closed Sales	4	9	-55.6%
	Median Sale Price	\$220,000	\$212,000	3.8%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$389,250	(No Sales)	N/A

