

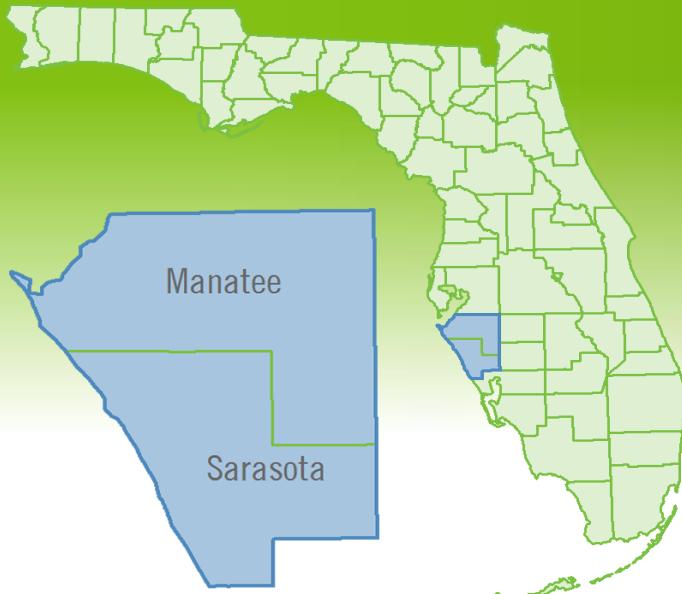
Monthly Market Detail - January 2023

Single-Family Homes

North Port-Sarasota-Bradenton MSA



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Summary Statistics	January 2023	January 2022	Percent Change Year-over-Year
Closed Sales	779	1,192	-34.6%
Paid in Cash	320	498	-35.7%
Median Sale Price	\$485,000	\$470,000	3.2%
Average Sale Price	\$663,167	\$650,924	1.9%
Dollar Volume	\$516.6 Million	\$775.9 Million	-33.4%
Median Percent of Original List Price Received	95.2%	100.0%	-4.8%
Median Time to Contract	30 Days	7 Days	328.6%
Median Time to Sale	78 Days	51 Days	52.9%
New Pending Sales	1,296	1,456	-11.0%
New Listings	1,639	1,523	7.6%
Pending Inventory	2,080	2,114	-1.6%
Inventory (Active Listings)	3,603	957	276.5%
Months Supply of Inventory	3.0	0.6	400.0%

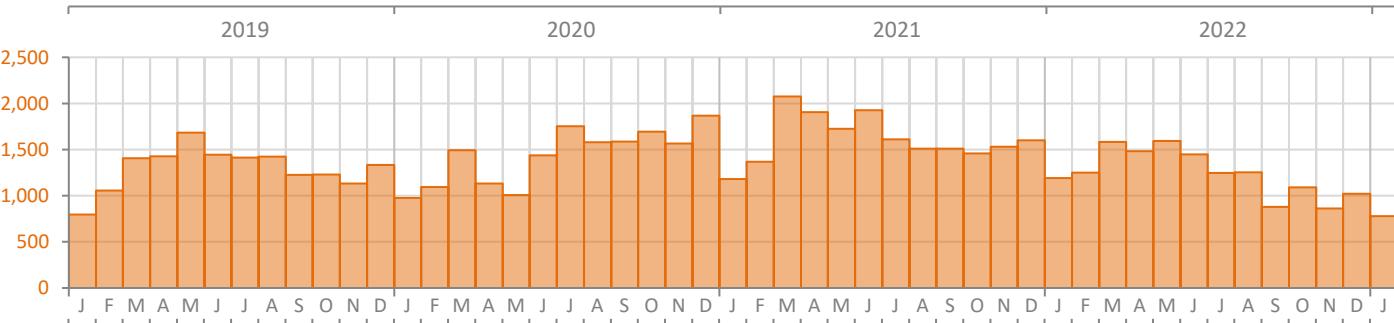
Closed Sales

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	779	-34.6%
January 2023	779	-34.6%
December 2022	1,023	-36.1%
November 2022	863	-43.7%
October 2022	1,092	-25.2%
September 2022	880	-41.7%
August 2022	1,254	-16.9%
July 2022	1,245	-22.7%
June 2022	1,447	-24.9%
May 2022	1,595	-7.5%
April 2022	1,484	-22.2%
March 2022	1,583	-23.7%
February 2022	1,250	-8.6%
January 2022	1,192	0.9%

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	320	-35.7%
January 2023	320	-35.7%
December 2022	402	-34.3%
November 2022	327	-49.1%
October 2022	414	-27.2%
September 2022	335	-47.9%
August 2022	483	-21.8%
July 2022	494	-26.8%
June 2022	658	-21.0%
May 2022	738	7.9%
April 2022	697	-9.5%
March 2022	711	-11.1%
February 2022	565	5.8%
January 2022	498	19.4%

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	41.1%	-1.7%
January 2023	41.1%	-1.7%
December 2022	39.3%	2.9%
November 2022	37.9%	-9.5%
October 2022	37.9%	-2.8%
September 2022	38.1%	-10.6%
August 2022	38.5%	-6.1%
July 2022	39.7%	-5.3%
June 2022	45.5%	5.3%
May 2022	46.3%	16.6%
April 2022	47.0%	16.3%
March 2022	44.9%	16.6%
February 2022	45.2%	15.6%
January 2022	41.8%	18.4%





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	\$485,000	3.2%
January 2023	\$485,000	3.2%
December 2022	\$506,000	12.4%
November 2022	\$500,000	15.6%
October 2022	\$544,343	31.0%
September 2022	\$505,000	20.2%
August 2022	\$500,000	22.0%
July 2022	\$525,000	26.5%
June 2022	\$525,000	30.4%
May 2022	\$522,888	29.5%
April 2022	\$500,000	26.6%
March 2022	\$500,000	29.9%
February 2022	\$458,450	23.9%
January 2022	\$470,000	32.4%

Median Sale Price

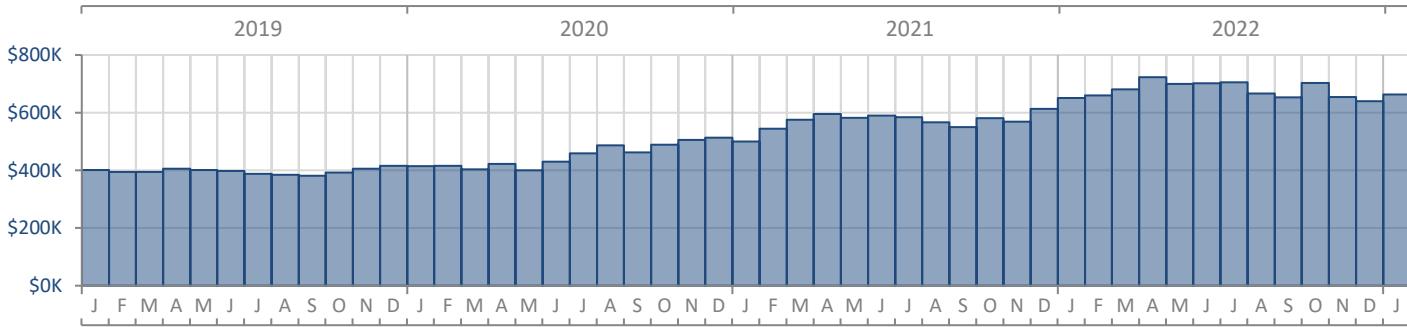


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$663,167	1.9%
January 2023	\$663,167	1.9%
December 2022	\$639,906	4.4%
November 2022	\$653,691	14.9%
October 2022	\$703,143	21.1%
September 2022	\$652,711	18.8%
August 2022	\$666,364	17.6%
July 2022	\$704,688	20.6%
June 2022	\$702,379	19.0%
May 2022	\$699,154	20.0%
April 2022	\$722,776	21.3%
March 2022	\$680,603	18.2%
February 2022	\$659,423	21.1%
January 2022	\$650,924	30.2%

Average Sale Price



Monthly Market Detail - January 2023

Single-Family Homes

North Port-Sarasota-Bradenton MSA



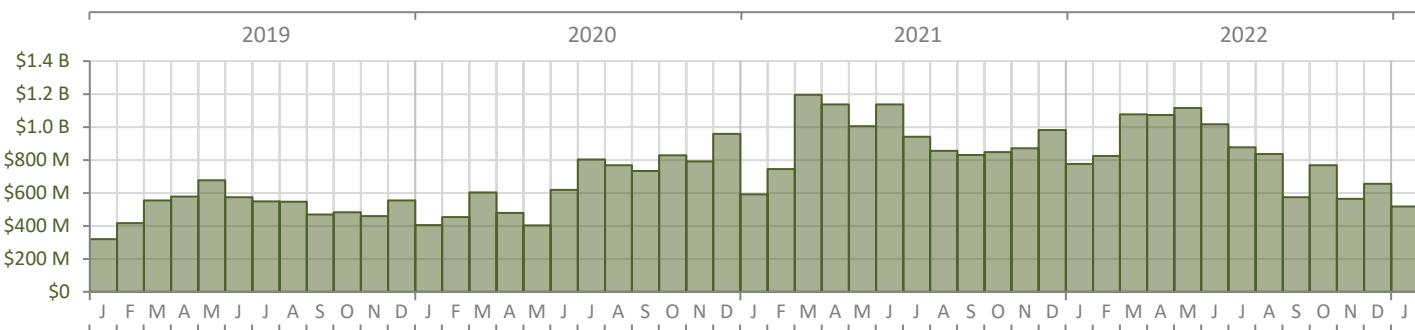
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Dollar Volume

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	\$516.6 Million	-33.4%
January 2023	\$516.6 Million	-33.4%
December 2022	\$654.6 Million	-33.3%
November 2022	\$564.1 Million	-35.3%
October 2022	\$767.8 Million	-9.4%
September 2022	\$574.4 Million	-30.8%
August 2022	\$835.6 Million	-2.3%
July 2022	\$877.3 Million	-6.8%
June 2022	\$1.0 Billion	-10.6%
May 2022	\$1.1 Billion	11.0%
April 2022	\$1.1 Billion	-5.6%
March 2022	\$1.1 Billion	-9.9%
February 2022	\$824.3 Million	10.7%
January 2022	\$775.9 Million	31.4%



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%	-4.8%
January 2023	95.2%	-4.8%
December 2022	96.2%	-3.8%
November 2022	96.2%	-3.8%
October 2022	96.5%	-3.5%
September 2022	96.2%	-3.8%
August 2022	98.0%	-2.0%
July 2022	100.0%	0.0%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.2%	0.2%
March 2022	100.0%	0.0%
February 2022	100.0%	1.1%
January 2022	100.0%	1.8%



Monthly Market Detail - January 2023

Single-Family Homes

North Port-Sarasota-Bradenton MSA



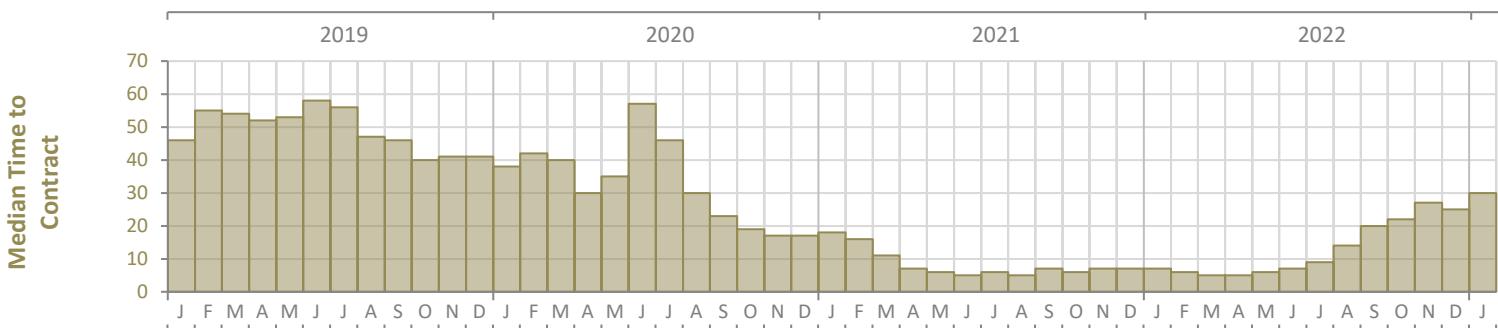
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Median Time to Contract

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	30 Days	328.6%
January 2023	30 Days	328.6%
December 2022	25 Days	257.1%
November 2022	27 Days	285.7%
October 2022	22 Days	266.7%
September 2022	20 Days	185.7%
August 2022	14 Days	180.0%
July 2022	9 Days	50.0%
June 2022	7 Days	40.0%
May 2022	6 Days	0.0%
April 2022	5 Days	-28.6%
March 2022	5 Days	-54.5%
February 2022	6 Days	-62.5%
January 2022	7 Days	-61.1%



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	78 Days	52.9%
January 2023	78 Days	52.9%
December 2022	70 Days	48.9%
November 2022	74 Days	54.2%
October 2022	72 Days	53.2%
September 2022	62 Days	31.9%
August 2022	56 Days	19.1%
July 2022	49 Days	2.1%
June 2022	48 Days	0.0%
May 2022	45 Days	-10.0%
April 2022	44 Days	-17.0%
March 2022	42 Days	-23.6%
February 2022	43 Days	-31.7%
January 2022	51 Days	-22.7%





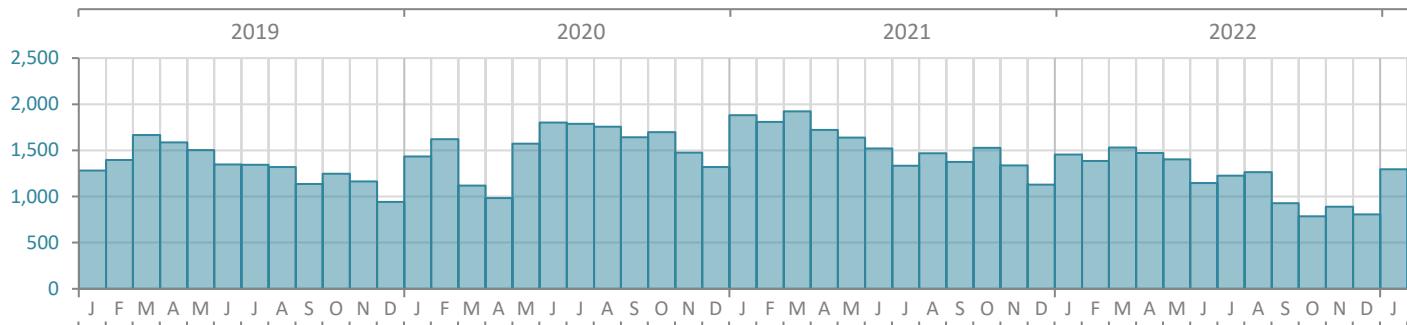
New Pending Sales

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	1,296	-11.0%
January 2023	1,296	-11.0%
December 2022	806	-28.7%
November 2022	890	-33.4%
October 2022	785	-48.6%
September 2022	928	-32.5%
August 2022	1,264	-13.9%
July 2022	1,225	-8.2%
June 2022	1,145	-24.8%
May 2022	1,404	-14.4%
April 2022	1,471	-14.6%
March 2022	1,530	-20.5%
February 2022	1,386	-23.4%
January 2022	1,456	-22.6%

Pending Sales



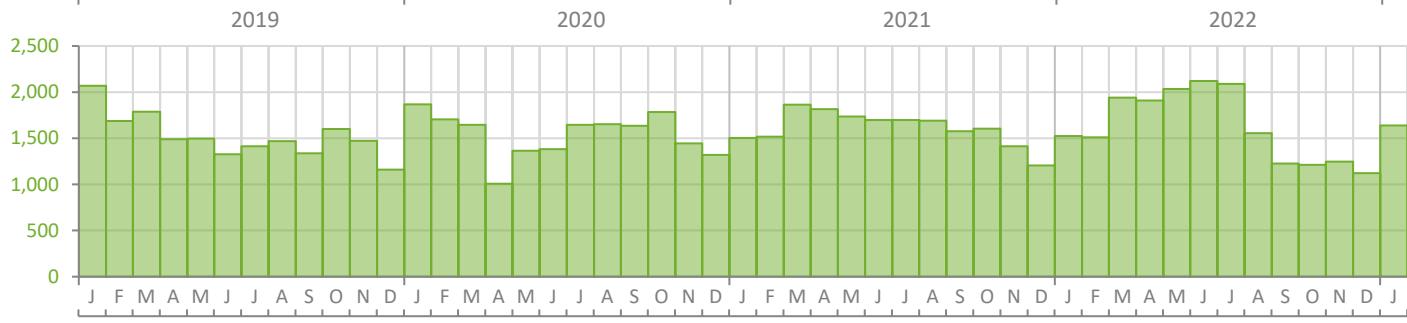
New Listings

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	1,639	7.6%
January 2023	1,639	7.6%
December 2022	1,121	-6.9%
November 2022	1,247	-11.7%
October 2022	1,213	-24.4%
September 2022	1,225	-22.2%
August 2022	1,555	-8.1%
July 2022	2,090	23.2%
June 2022	2,122	24.9%
May 2022	2,033	17.2%
April 2022	1,910	5.1%
March 2022	1,942	4.2%
February 2022	1,511	-0.4%
January 2022	1,523	1.2%

New Listings





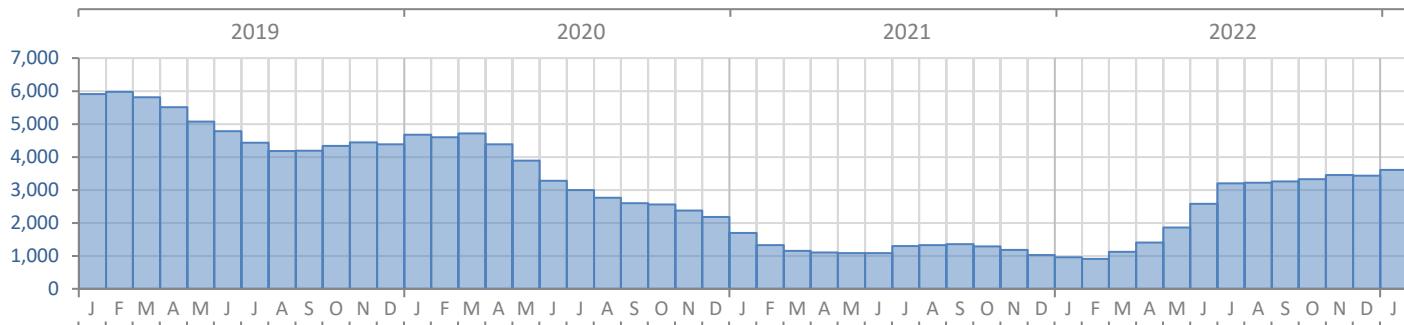
Inventory (Active Listings)

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)	3,603	276.5%
January 2023	3,603	276.5%
December 2022	3,437	235.6%
November 2022	3,452	193.5%
October 2022	3,327	158.7%
September 2022	3,258	141.3%
August 2022	3,219	142.9%
July 2022	3,203	147.7%
June 2022	2,582	138.9%
May 2022	1,864	72.3%
April 2022	1,402	27.1%
March 2022	1,121	-2.3%
February 2022	906	-31.7%
January 2022	957	-43.6%

Inventory



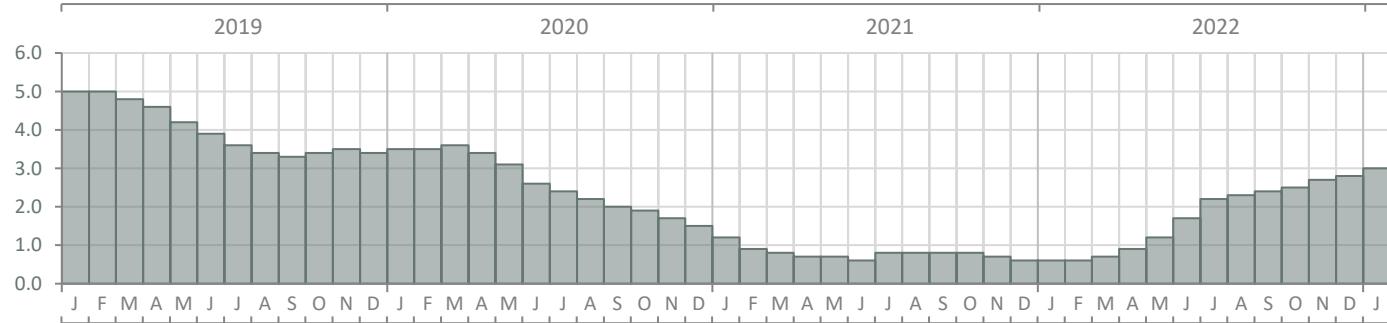
Months Supply of Inventory

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)	3.0	400.0%
January 2023	3.0	400.0%
December 2022	2.8	366.7%
November 2022	2.7	285.7%
October 2022	2.5	212.5%
September 2022	2.4	200.0%
August 2022	2.3	187.5%
July 2022	2.2	175.0%
June 2022	1.7	183.3%
May 2022	1.2	71.4%
April 2022	0.9	28.6%
March 2022	0.7	-12.5%
February 2022	0.6	-33.3%
January 2022	0.6	-50.0%

Months Supply of Inventory

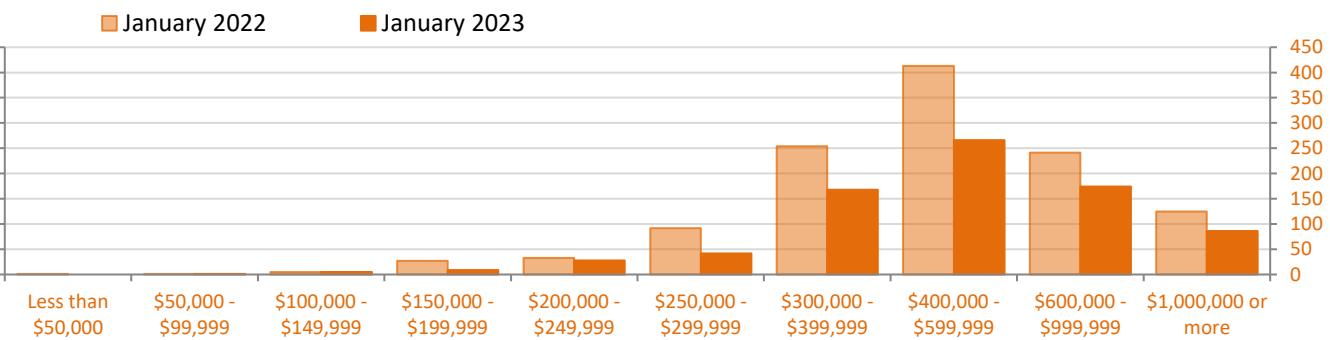


Closed Sales by Sale Price

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	1	0.0%
\$100,000 - \$149,999	5	0.0%
\$150,000 - \$199,999	9	-66.7%
\$200,000 - \$249,999	28	-15.2%
\$250,000 - \$299,999	42	-54.3%
\$300,000 - \$399,999	168	-33.9%
\$400,000 - \$599,999	266	-35.6%
\$600,000 - \$999,999	174	-27.8%
\$1,000,000 or more	86	-31.2%

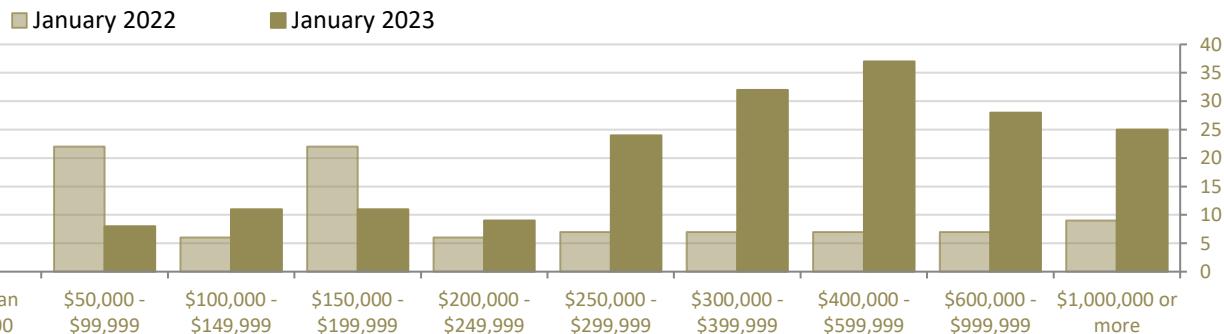


Median Time to Contract by Sale Price

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	8 Days	-63.6%
\$100,000 - \$149,999	11 Days	83.3%
\$150,000 - \$199,999	11 Days	-50.0%
\$200,000 - \$249,999	9 Days	50.0%
\$250,000 - \$299,999	24 Days	242.9%
\$300,000 - \$399,999	32 Days	357.1%
\$400,000 - \$599,999	37 Days	428.6%
\$600,000 - \$999,999	28 Days	300.0%
\$1,000,000 or more	25 Days	177.8%



Monthly Market Detail - January 2023

Single-Family Homes

North Port-Sarasota-Bradenton MSA



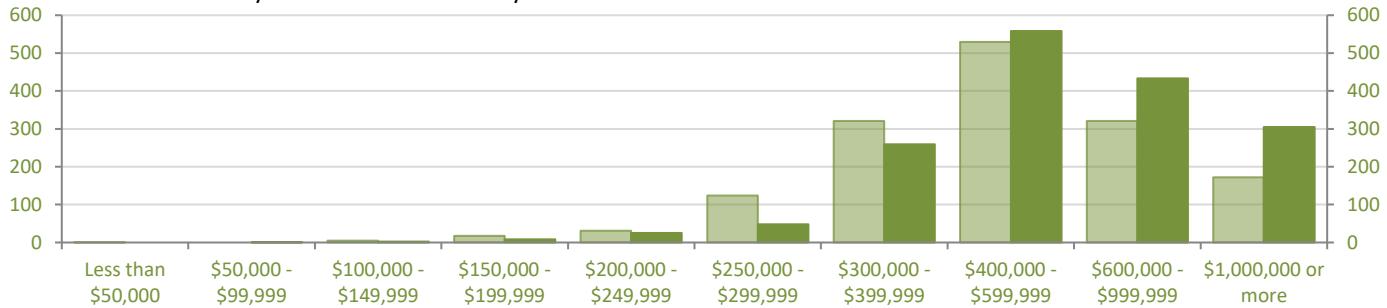
New Listings by Initial Listing Price

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	1	N/A
\$100,000 - \$149,999	2	-60.0%
\$150,000 - \$199,999	8	-55.6%
\$200,000 - \$249,999	25	-19.4%
\$250,000 - \$299,999	48	-61.3%
\$300,000 - \$399,999	259	-19.3%
\$400,000 - \$599,999	558	5.3%
\$600,000 - \$999,999	433	34.9%
\$1,000,000 or more	305	77.3%

■ January 2022 ■ January 2023



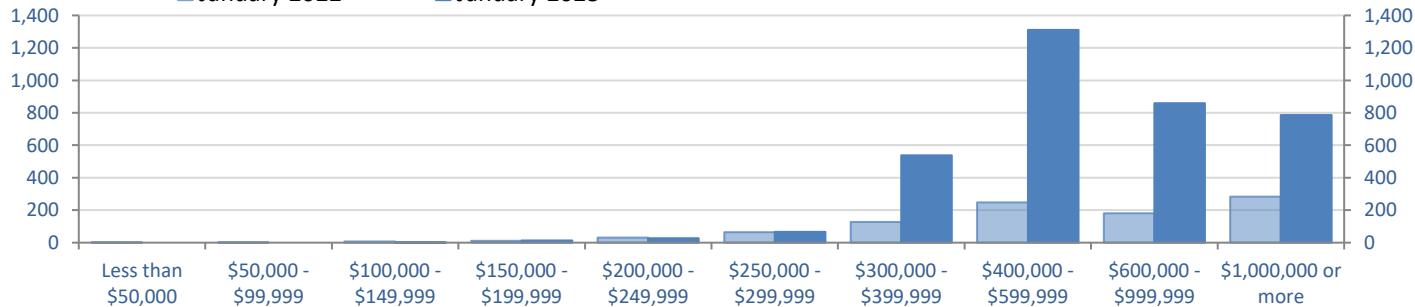
Inventory by Current Listing Price

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	-100.0%
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	2	-75.0%
\$150,000 - \$199,999	13	8.3%
\$200,000 - \$249,999	28	-9.7%
\$250,000 - \$299,999	66	3.1%
\$300,000 - \$399,999	537	322.8%
\$400,000 - \$599,999	1,311	426.5%
\$600,000 - \$999,999	860	375.1%
\$1,000,000 or more	786	177.7%

■ January 2022 ■ January 2023



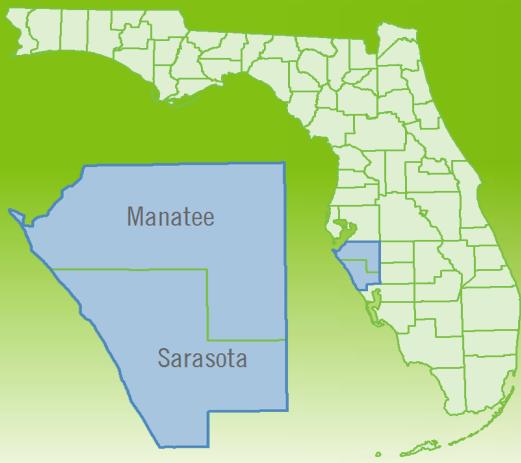
Monthly Distressed Market - January 2023

Single-Family Homes

North Port-Sarasota-Bradenton MSA



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		January 2023	January 2022	Percent Change Year-over-Year
Traditional	Closed Sales	777	1,185	-34.4%
	Median Sale Price	\$485,000	\$470,000	3.2%
Foreclosure/REO	Closed Sales	2	5	-60.0%
	Median Sale Price	\$365,000	\$429,000	-14.9%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$310,500	N/A

2019 2020 2021 2022

■ Traditional ■ Foreclosure/REO ■ Short Sale

