

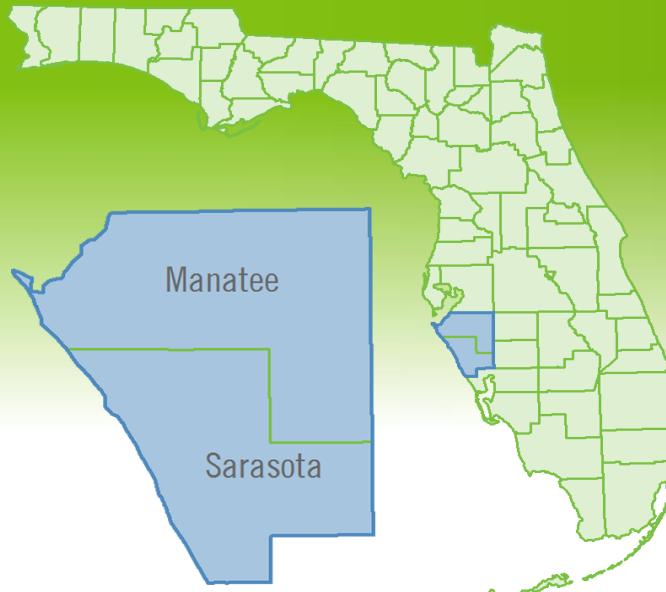
# Monthly Market Detail - April 2023

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



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



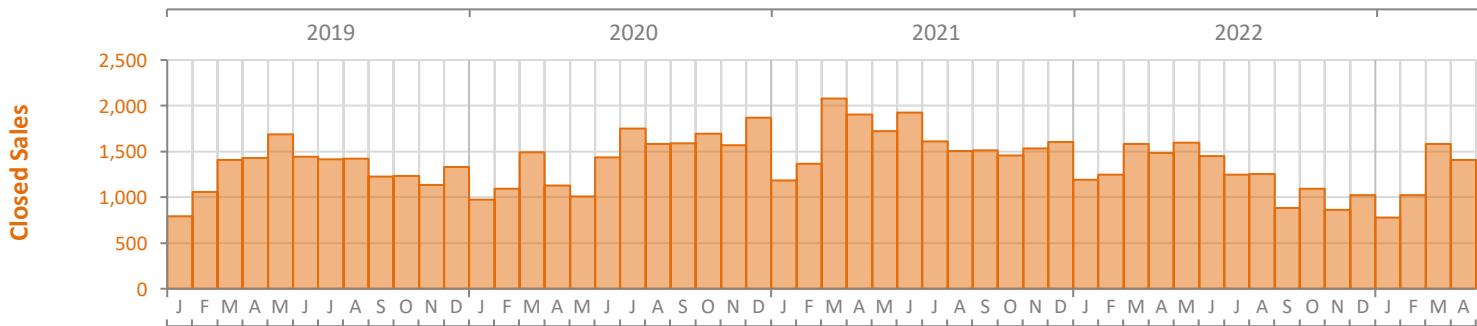
Summary Statistics	April 2023	April 2022	Percent Change Year-over-Year
Closed Sales	1,409	1,484	-5.1%
Paid in Cash	559	697	-19.8%
Median Sale Price	\$540,275	\$500,000	8.1%
Average Sale Price	\$691,311	\$722,776	-4.4%
Dollar Volume	\$974.1 Million	\$1.1 Billion	-9.2%
Median Percent of Original List Price Received	96.0%	100.2%	-4.2%
Median Time to Contract	23 Days	5 Days	360.0%
Median Time to Sale	69 Days	44 Days	56.8%
New Pending Sales	1,540	1,471	4.7%
New Listings	1,578	1,910	-17.4%
Pending Inventory	2,694	2,310	16.6%
Inventory (Active Listings)	3,355	1,402	139.3%
Months Supply of Inventory	2.8	0.9	211.1%

## 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	4,793	-13.0%
<b>April 2023</b>	<b>1,409</b>	<b>-5.1%</b>
March 2023	1,582	-0.1%
February 2023	1,023	-18.2%
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%



# Monthly Market Detail - April 2023

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



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

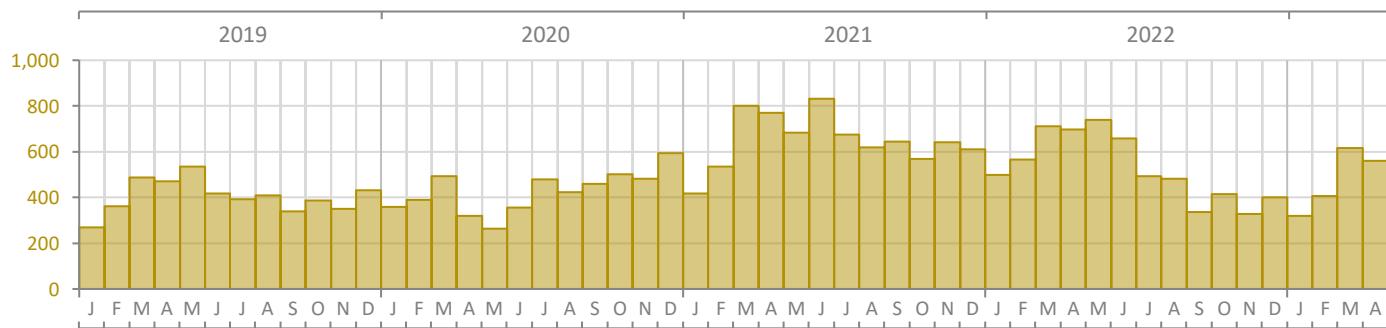
## Cash Sales

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	1,902	-23.0%
<b>April 2023</b>	<b>559</b>	<b>-19.8%</b>
March 2023	616	-13.4%
February 2023	407	-28.0%
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%

Cash Sales



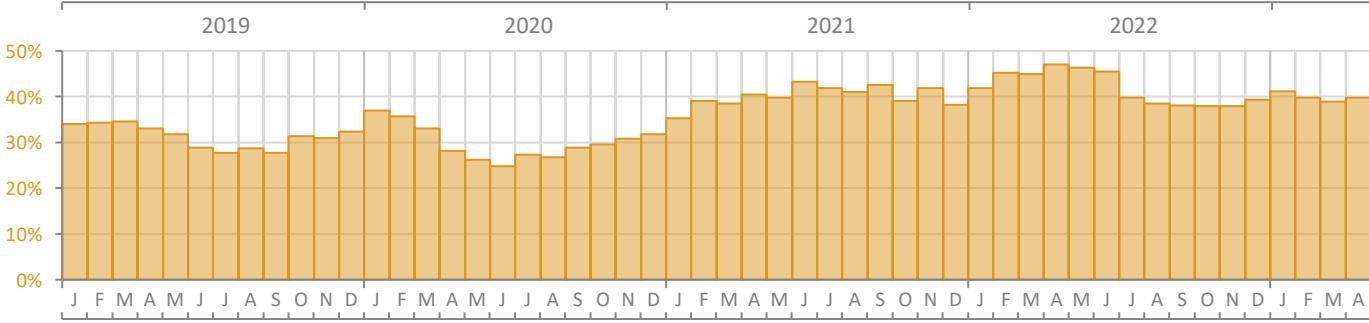
## Cash Sales as a Percentage of Closed Sales

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%	-11.6%
<b>April 2023</b>	<b>39.7%</b>	<b>-15.5%</b>
March 2023	38.9%	-13.4%
February 2023	39.8%	-11.9%
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%

Pct. of Closed Sales Paid in Cash



# Monthly Market Detail - April 2023

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



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

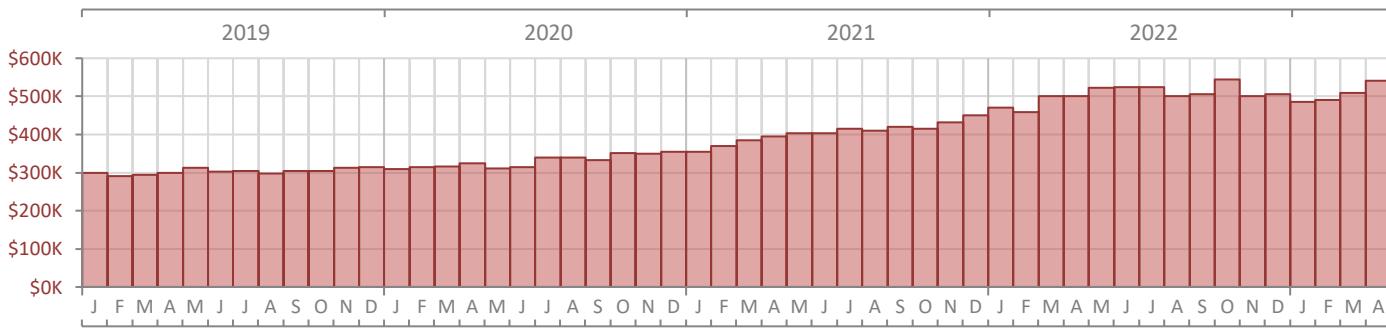
## Median Sale Price

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	\$510,000	5.2%
<b>April 2023</b>	<b>\$540,275</b>	<b>8.1%</b>
March 2023	\$509,500	1.9%
February 2023	\$490,000	6.9%
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%

Median Sale Price

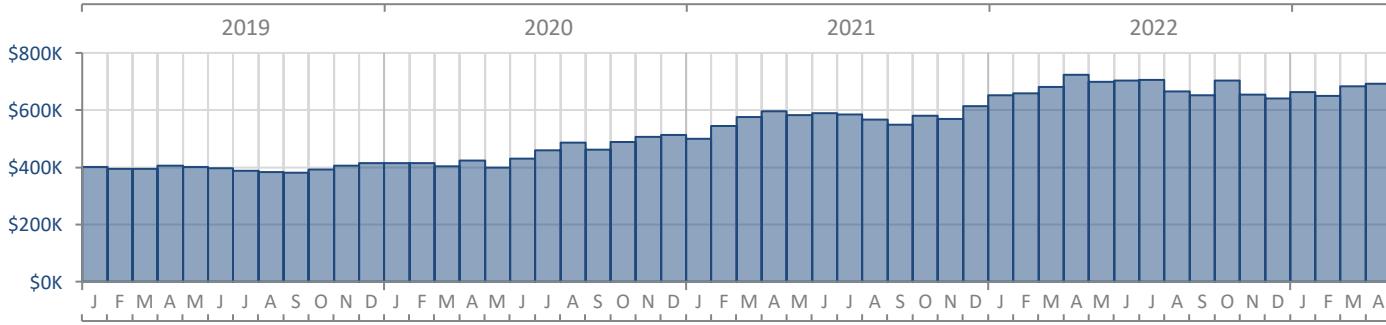


## Average Sale Price

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	\$675,234	-0.8%
<b>April 2023</b>	<b>\$691,311</b>	<b>-4.4%</b>
March 2023	\$683,872	0.5%
February 2023	\$648,921	-1.6%
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%

Average Sale Price



# Monthly Market Detail - April 2023

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



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

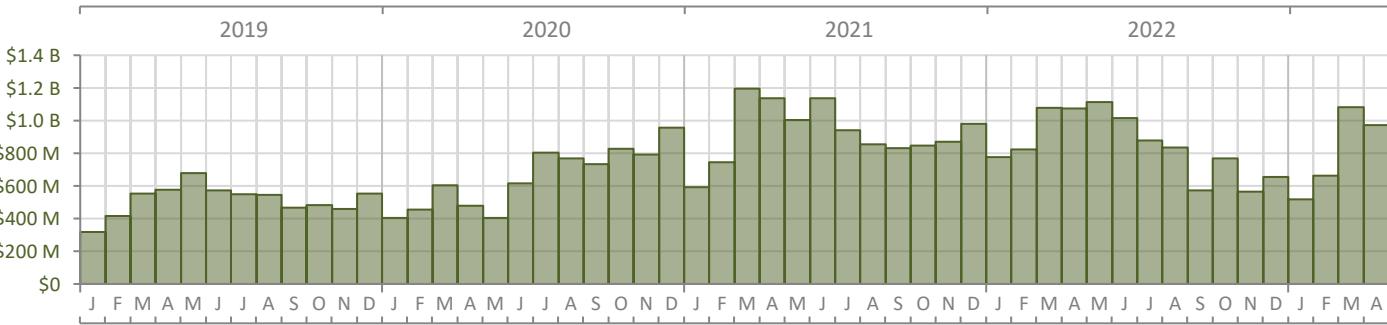
## Dollar Volume

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	\$3.2 Billion	-13.7%
<b>April 2023</b>	<b>\$974.1 Million</b>	<b>-9.2%</b>
March 2023	\$1.1 Billion	0.4%
February 2023	\$663.8 Million	-19.5%
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%

Dollar Volume



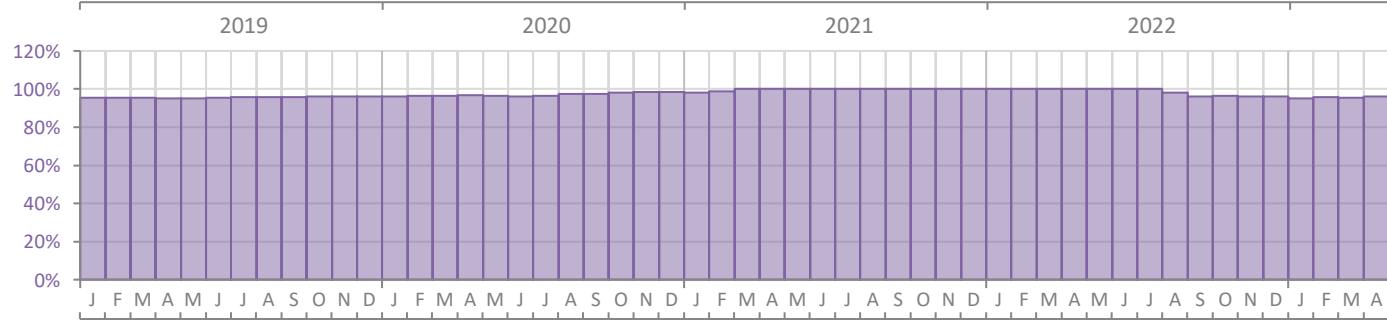
## Median Percent of Original List Price Received

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	95.7%	-4.3%
<b>April 2023</b>	<b>96.0%</b>	<b>-4.2%</b>
March 2023	95.4%	-4.6%
February 2023	95.7%	-4.3%
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%

Med. Pct. of Orig. List Price Received



# Monthly Market Detail - April 2023

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



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

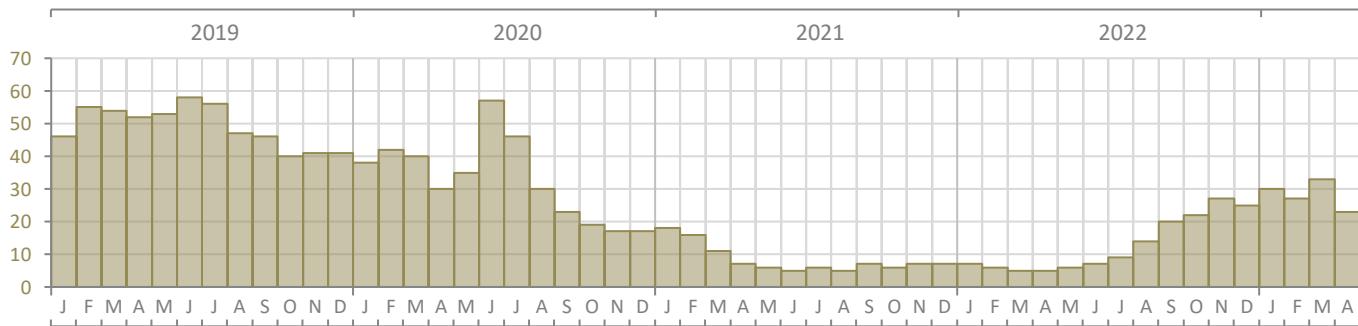
## Median Time to Contract

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	28 Days	366.7%
<b>April 2023</b>	<b>23 Days</b>	<b>360.0%</b>
March 2023	33 Days	560.0%
February 2023	27 Days	350.0%
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%

Median Time to Contract



# Monthly Market Detail - April 2023

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



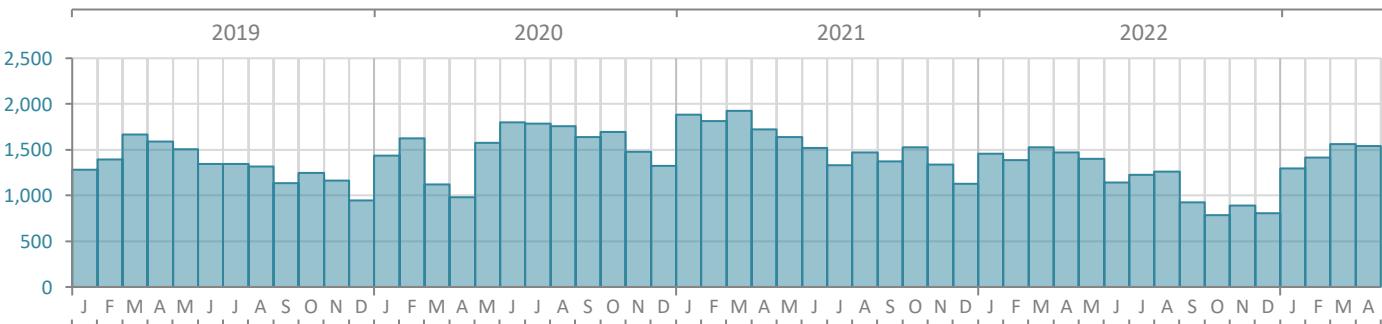
**Florida Realtors®**  
The Voice for Real Estate® in Florida

## 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	5,818	-0.4%
<b>April 2023</b>	<b>1,540</b>	<b>4.7%</b>
March 2023	1,564	2.2%
February 2023	1,418	2.3%
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%



## 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	6,633	-3.7%
<b>April 2023</b>	<b>1,578</b>	<b>-17.4%</b>
March 2023	1,887	-2.8%
February 2023	1,529	1.2%
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%



# Monthly Market Detail - April 2023

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



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

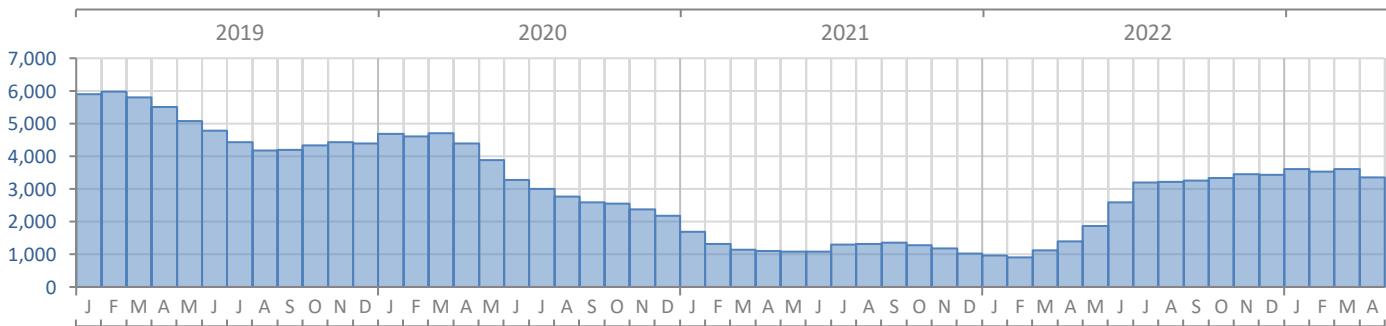
## Inventory (Active Listings)

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)	3,525	221.5%
<b>April 2023</b>	<b>3,355</b>	<b>139.3%</b>
March 2023	3,617	222.7%
February 2023	3,525	289.1%
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%

Inventory



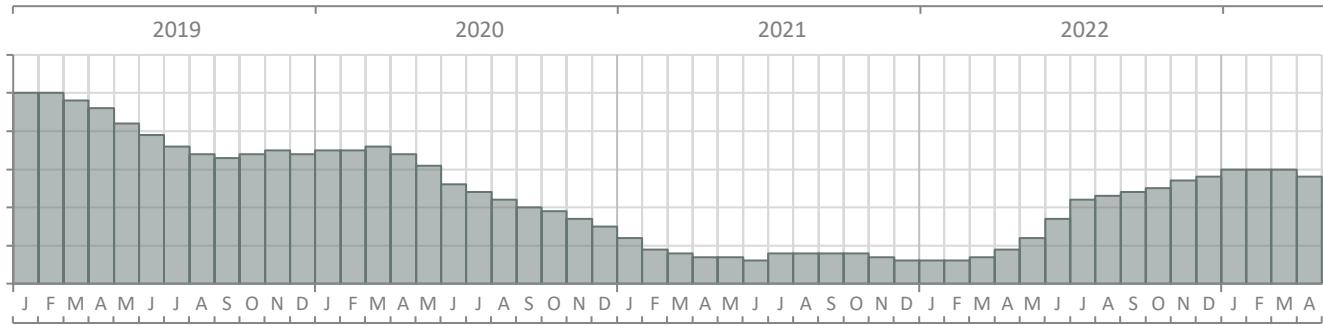
## Months Supply of Inventory

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	328.6%
<b>April 2023</b>	<b>2.8</b>	<b>211.1%</b>
March 2023	3.0	328.6%
February 2023	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%

Months Supply of Inventory



# Monthly Market Detail - April 2023

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



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

## 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	2	100.0%
\$100,000 - \$149,999	7	-30.0%
\$150,000 - \$199,999	9	-40.0%
\$200,000 - \$249,999	16	-54.3%
\$250,000 - \$299,999	53	-36.1%
\$300,000 - \$399,999	244	-10.0%
\$400,000 - \$599,999	497	-2.9%
\$600,000 - \$999,999	415	19.9%
\$1,000,000 or more	166	-21.3%



## 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	-25.0%
\$100,000 - \$149,999	7 Days	75.0%
\$150,000 - \$199,999	6 Days	-45.5%
\$200,000 - \$249,999	10 Days	11.1%
\$250,000 - \$299,999	20 Days	122.2%
\$300,000 - \$399,999	22 Days	340.0%
\$400,000 - \$599,999	31 Days	520.0%
\$600,000 - \$999,999	18 Days	260.0%
\$1,000,000 or more	31 Days	416.7%



# Monthly Market Detail - April 2023

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



Florida Realtors®  
The Voice for Real Estate® in Florida

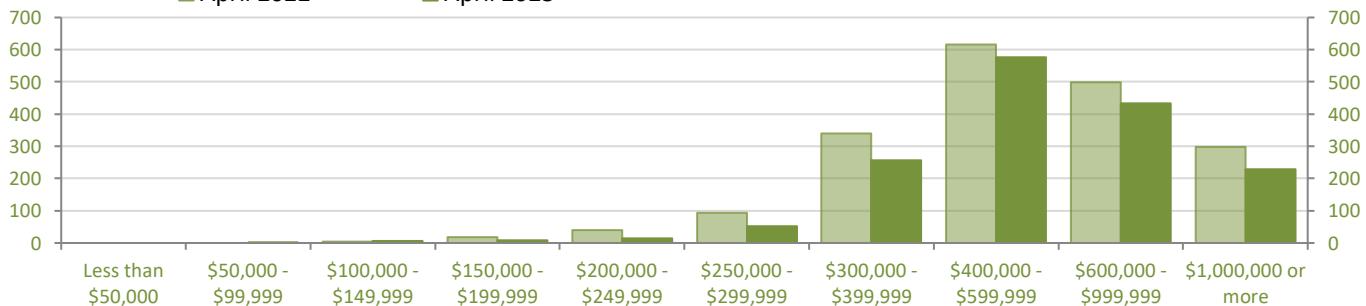
## New Listings by Initial Listing Price

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	1	N/A
\$100,000 - \$149,999	6	50.0%
\$150,000 - \$199,999	8	-55.6%
\$200,000 - \$249,999	14	-65.9%
\$250,000 - \$299,999	52	-44.1%
\$300,000 - \$399,999	257	-24.4%
\$400,000 - \$599,999	577	-6.5%
\$600,000 - \$999,999	434	-13.0%
\$1,000,000 or more	229	-23.2%

■ April 2022 ■ April 2023



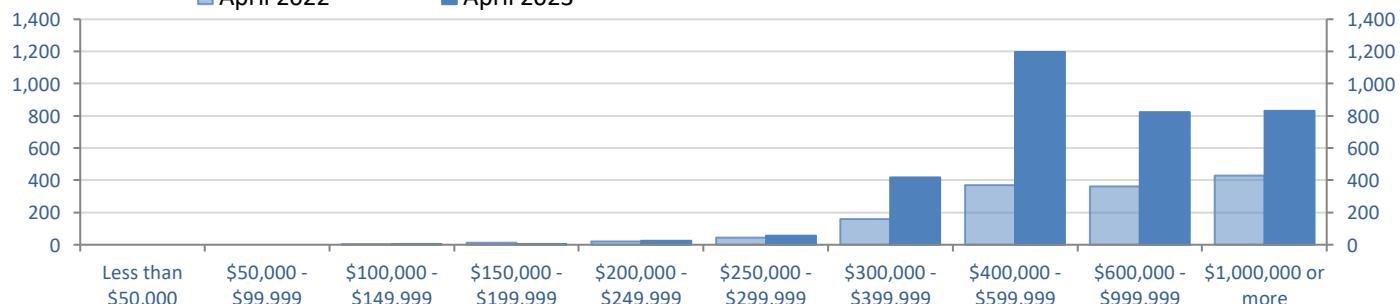
## Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	4	100.0%
\$150,000 - \$199,999	5	-54.5%
\$200,000 - \$249,999	23	9.5%
\$250,000 - \$299,999	56	21.7%
\$300,000 - \$399,999	416	163.3%
\$400,000 - \$599,999	1,197	222.6%
\$600,000 - \$999,999	822	125.8%
\$1,000,000 or more	832	93.9%

■ April 2022 ■ April 2023



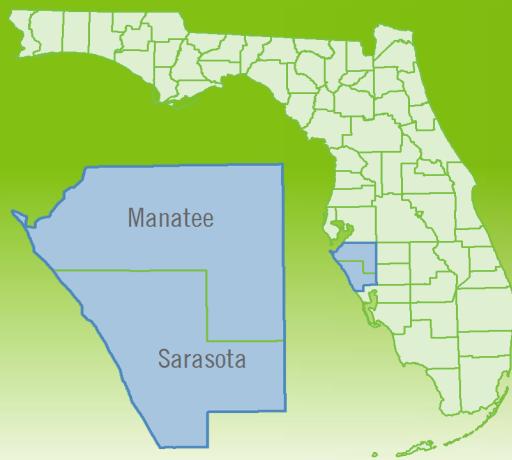
# Monthly Distressed Market - April 2023

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



Florida Realtors®  
The Voice for Real Estate® in Florida



		April 2023	April 2022	Percent Change Year-over-Year
Traditional	Closed Sales	1,402	1,472	-4.8%
	Median Sale Price	\$543,520	\$500,000	8.7%
Foreclosure/REO	Closed Sales	5	7	-28.6%
	Median Sale Price	\$215,000	\$290,000	-25.9%
Short Sale	Closed Sales	2	5	-60.0%
	Median Sale Price	\$167,500	\$245,000	-31.6%

