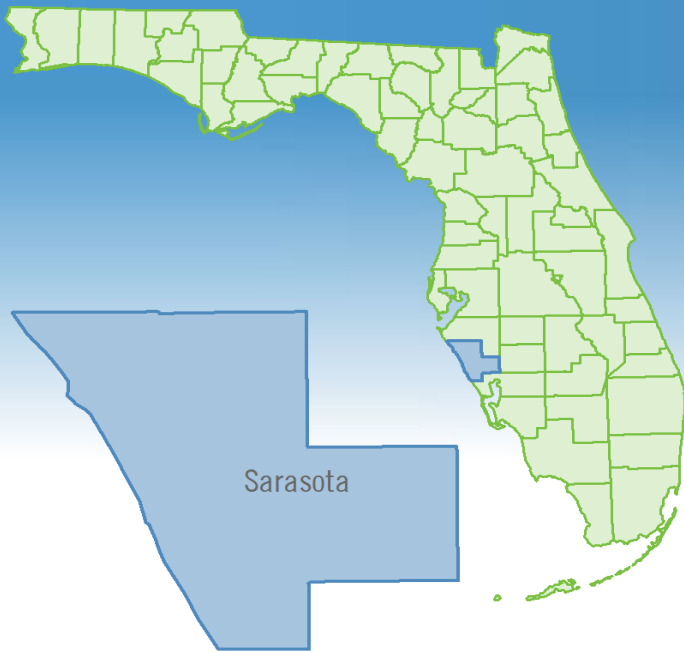


Quarterly Market Detail - Q3 2020

Townhouses and Condos

Sarasota County



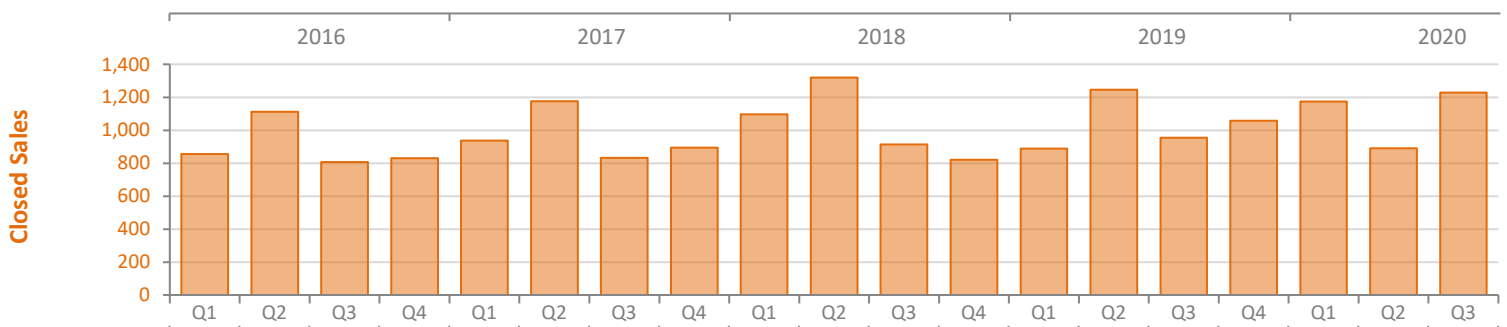
Summary Statistics	Q3 2020	Q3 2019	Percent Change Year-over-Year
Closed Sales	1,228	955	28.6%
Paid in Cash	561	494	13.6%
Median Sale Price	\$247,000	\$229,518	7.6%
Average Sale Price	\$369,895	\$318,374	16.2%
Dollar Volume	\$454.2 Million	\$304.0 Million	49.4%
Median Percent of Original List Price Received	95.9%	94.6%	1.4%
Median Time to Contract	52 Days	75 Days	-30.7%
Median Time to Sale	99 Days	121 Days	-18.2%
New Pending Sales	1,346	969	38.9%
New Listings	1,293	1,057	22.3%
Pending Inventory	746	546	36.6%
Inventory (Active Listings)	1,251	1,449	-13.7%
Months Supply of Inventory	3.5	4.4	-20.5%

Closed Sales

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	3,292	6.6%
Q3 2020	1,228	28.6%
Q2 2020	890	-28.5%
Q1 2020	1,174	32.2%
Q4 2019	1,058	29.0%
Q3 2019	955	4.5%
Q2 2019	1,245	-5.7%
Q1 2019	888	-19.0%
Q4 2018	820	-8.4%
Q3 2018	914	9.9%
Q2 2018	1,320	12.2%
Q1 2018	1,096	17.0%
Q4 2017	895	7.8%
Q3 2017	832	3.2%

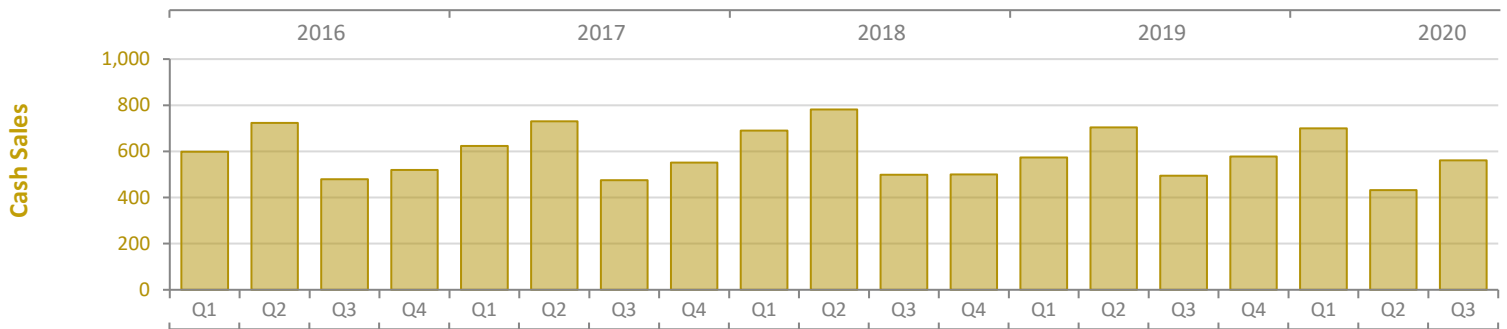


Cash Sales

The number of Closed Sales during the quarter 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.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,693	-4.4%
Q3 2020	561	13.6%
Q2 2020	432	-38.6%
Q1 2020	700	22.2%
Q4 2019	578	15.6%
Q3 2019	494	-1.0%
Q2 2019	704	-10.0%
Q1 2019	573	-17.0%
Q4 2018	500	-9.4%
Q3 2018	499	5.1%
Q2 2018	782	7.1%
Q1 2018	690	10.8%
Q4 2017	552	6.4%
Q3 2017	475	-0.8%

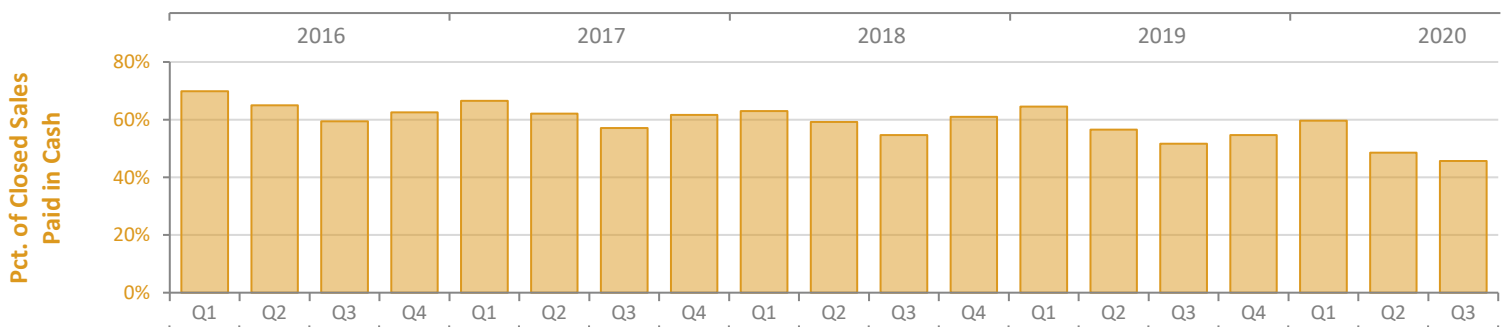


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter 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 quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	51.4%	-10.5%
Q3 2020	45.7%	-11.6%
Q2 2020	48.5%	-14.2%
Q1 2020	59.6%	-7.6%
Q4 2019	54.6%	-10.5%
Q3 2019	51.7%	-5.3%
Q2 2019	56.5%	-4.6%
Q1 2019	64.5%	2.4%
Q4 2018	61.0%	-1.1%
Q3 2018	54.6%	-4.4%
Q2 2018	59.2%	-4.7%
Q1 2018	63.0%	-5.3%
Q4 2017	61.7%	-1.3%
Q3 2017	57.1%	-3.9%

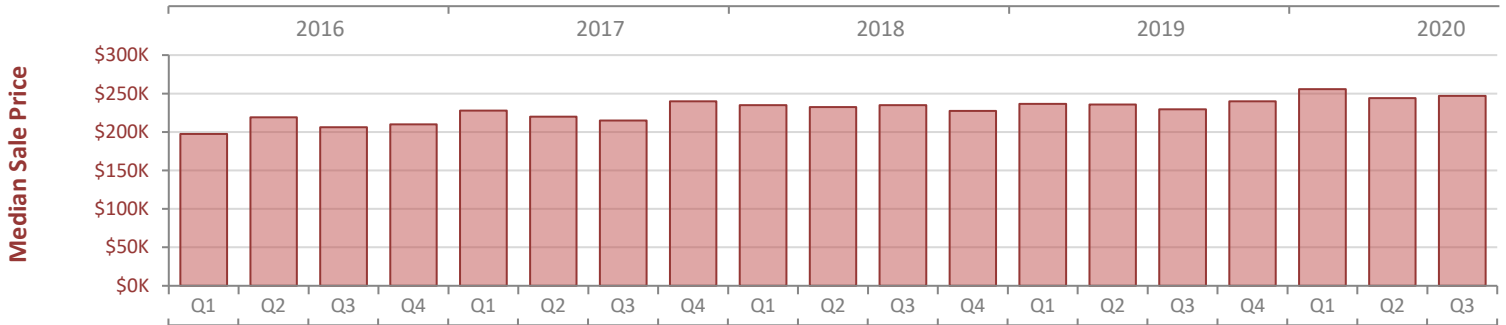


Median Sale Price

The median sale price reported for the quarter (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 quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$249,990	6.4%
Q3 2020	\$247,000	7.6%
Q2 2020	\$244,000	3.5%
Q1 2020	\$255,745	8.2%
Q4 2019	\$240,000	5.6%
Q3 2019	\$229,518	-2.3%
Q2 2019	\$235,710	1.4%
Q1 2019	\$236,464	0.6%
Q4 2018	\$227,250	-5.3%
Q3 2018	\$235,000	9.3%
Q2 2018	\$232,500	5.7%
Q1 2018	\$235,000	3.1%
Q4 2017	\$240,000	14.3%
Q3 2017	\$215,000	4.4%

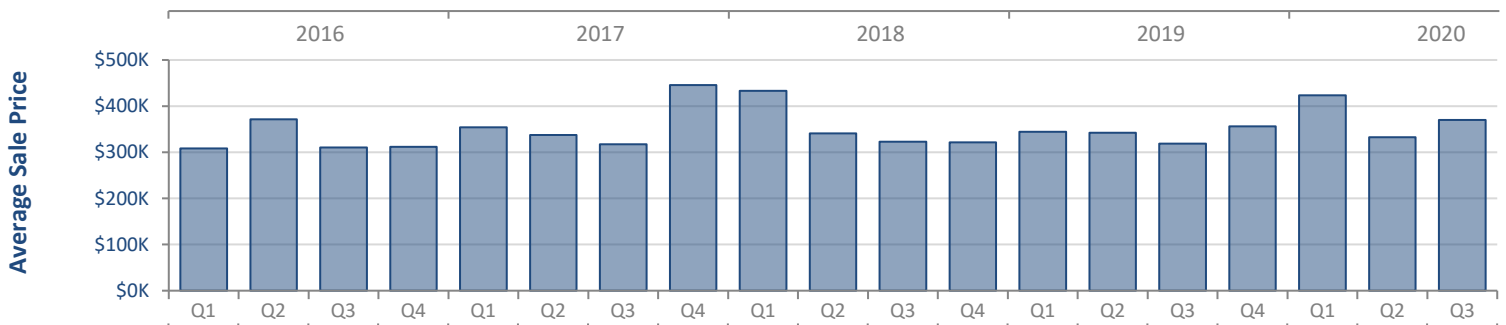


Average Sale Price

The average sale price reported for the quarter (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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$378,943	13.0%
Q3 2020	\$369,895	16.2%
Q2 2020	\$332,502	-2.8%
Q1 2020	\$423,614	22.9%
Q4 2019	\$355,858	10.6%
Q3 2019	\$318,374	-1.4%
Q2 2019	\$342,143	0.3%
Q1 2019	\$344,576	-20.4%
Q4 2018	\$321,706	-27.8%
Q3 2018	\$323,009	1.8%
Q2 2018	\$341,170	1.1%
Q1 2018	\$432,862	22.2%
Q4 2017	\$445,280	42.9%
Q3 2017	\$317,247	2.1%



Quarterly Market Detail - Q3 2020

Townhouses and Condos

Sarasota County

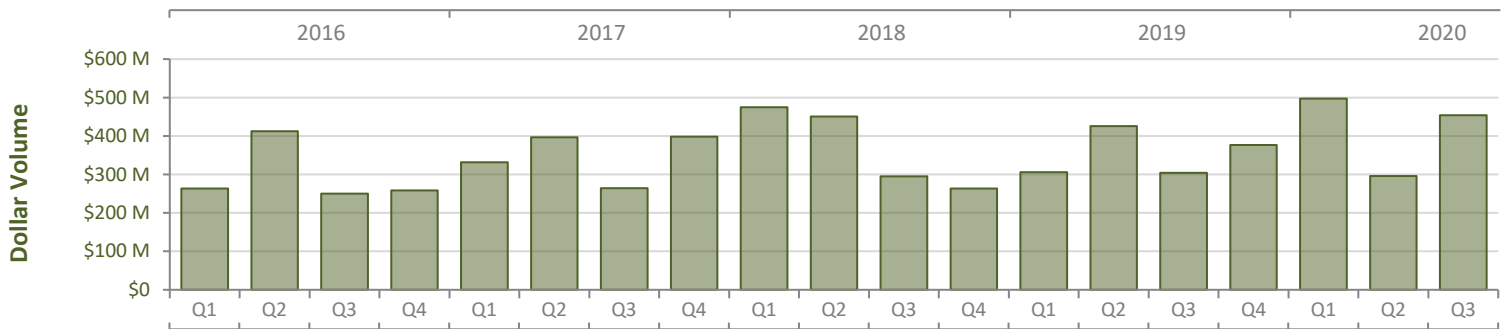


Dollar Volume

The sum of the sale prices for all sales which closed during the quarter

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.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$1.2 Billion	20.4%
Q3 2020	\$454.2 Million	49.4%
Q2 2020	\$295.9 Million	-30.5%
Q1 2020	\$497.3 Million	62.5%
Q4 2019	\$376.5 Million	42.7%
Q3 2019	\$304.0 Million	3.0%
Q2 2019	\$426.0 Million	-5.4%
Q1 2019	\$306.0 Million	-35.5%
Q4 2018	\$263.8 Million	-33.8%
Q3 2018	\$295.2 Million	11.9%
Q2 2018	\$450.3 Million	13.5%
Q1 2018	\$474.4 Million	43.0%
Q4 2017	\$398.5 Million	54.1%
Q3 2017	\$263.9 Million	5.4%

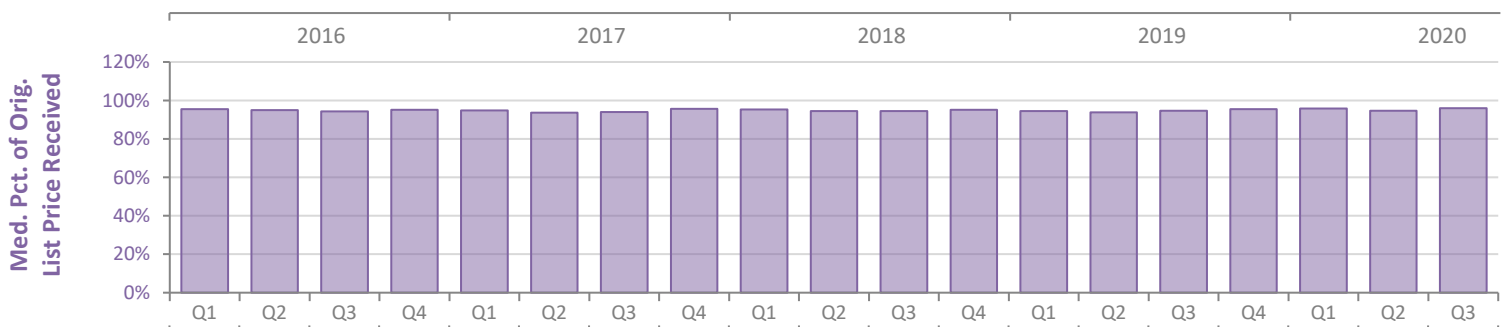


Median Percent of Original List Price Received

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

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.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	95.5%	1.4%
Q3 2020	95.9%	1.4%
Q2 2020	94.7%	1.0%
Q1 2020	95.8%	1.5%
Q4 2019	95.5%	0.3%
Q3 2019	94.6%	0.1%
Q2 2019	93.8%	-0.6%
Q1 2019	94.4%	-0.9%
Q4 2018	95.2%	-0.4%
Q3 2018	94.5%	0.5%
Q2 2018	94.4%	0.7%
Q1 2018	95.3%	0.5%
Q4 2017	95.6%	0.5%
Q3 2017	94.0%	-0.3%

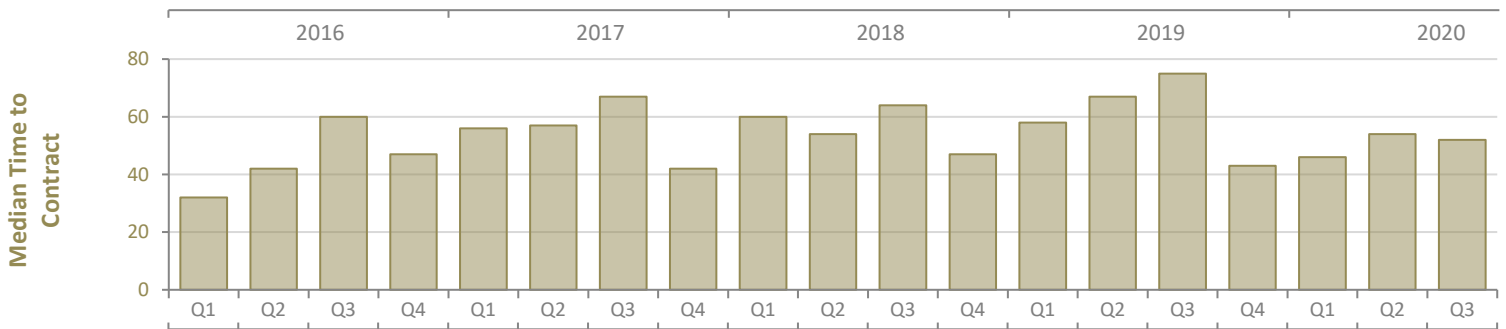


Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	49 Days	-25.8%
Q3 2020	52 Days	-30.7%
Q2 2020	54 Days	-19.4%
Q1 2020	46 Days	-20.7%
Q4 2019	43 Days	-8.5%
Q3 2019	75 Days	17.2%
Q2 2019	67 Days	24.1%
Q1 2019	58 Days	-3.3%
Q4 2018	47 Days	11.9%
Q3 2018	64 Days	-4.5%
Q2 2018	54 Days	-5.3%
Q1 2018	60 Days	7.1%
Q4 2017	42 Days	-10.6%
Q3 2017	67 Days	11.7%

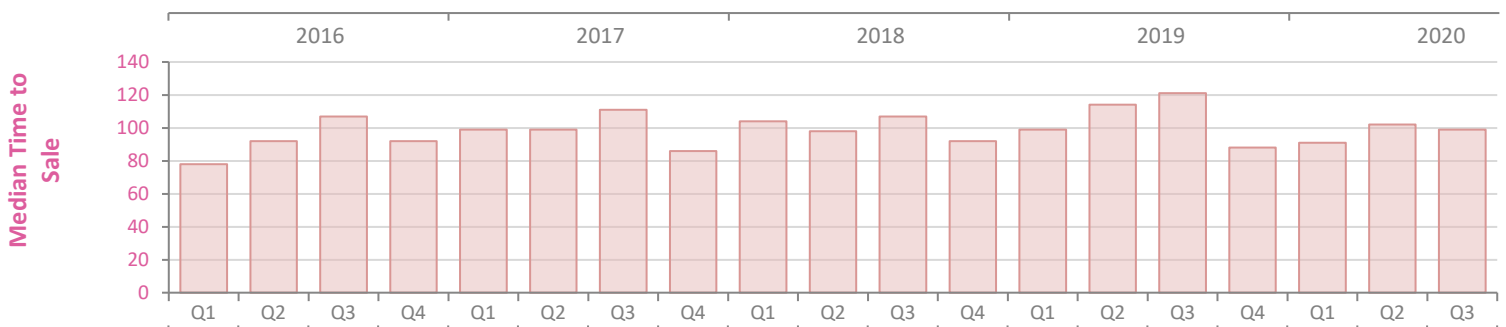


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the quarter

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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	97 Days	-12.6%
Q3 2020	99 Days	-18.2%
Q2 2020	102 Days	-10.5%
Q1 2020	91 Days	-8.1%
Q4 2019	88 Days	-4.3%
Q3 2019	121 Days	13.1%
Q2 2019	114 Days	16.3%
Q1 2019	99 Days	-4.8%
Q4 2018	92 Days	7.0%
Q3 2018	107 Days	-3.6%
Q2 2018	98 Days	-1.0%
Q1 2018	104 Days	5.1%
Q4 2017	86 Days	-6.5%
Q3 2017	111 Days	3.7%

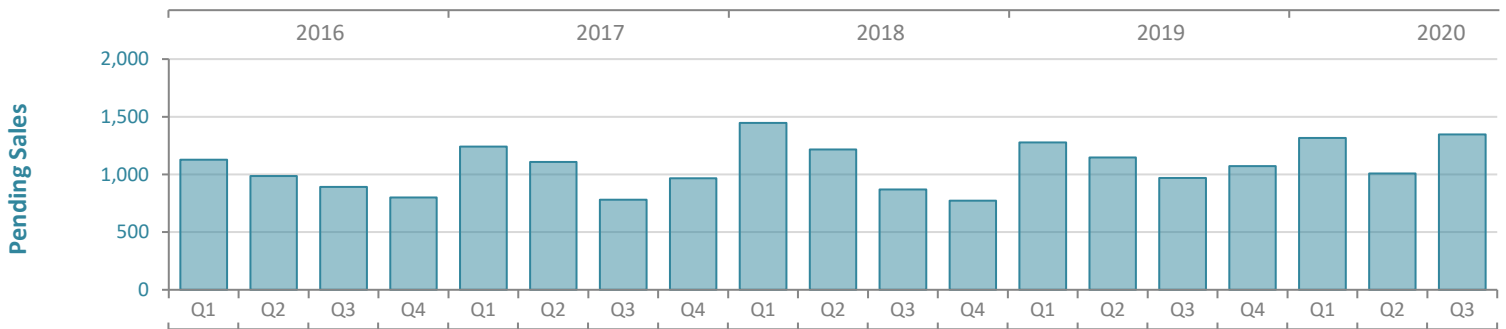


New Pending Sales

The number of listed properties that went under contract during the quarter

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.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	3,671	8.2%
Q3 2020	1,346	38.9%
Q2 2020	1,008	-12.2%
Q1 2020	1,317	3.1%
Q4 2019	1,073	38.8%
Q3 2019	969	11.5%
Q2 2019	1,148	-5.6%
Q1 2019	1,277	-11.7%
Q4 2018	773	-20.0%
Q3 2018	869	11.3%
Q2 2018	1,216	9.8%
Q1 2018	1,446	16.5%
Q4 2017	966	20.8%
Q3 2017	781	-12.4%

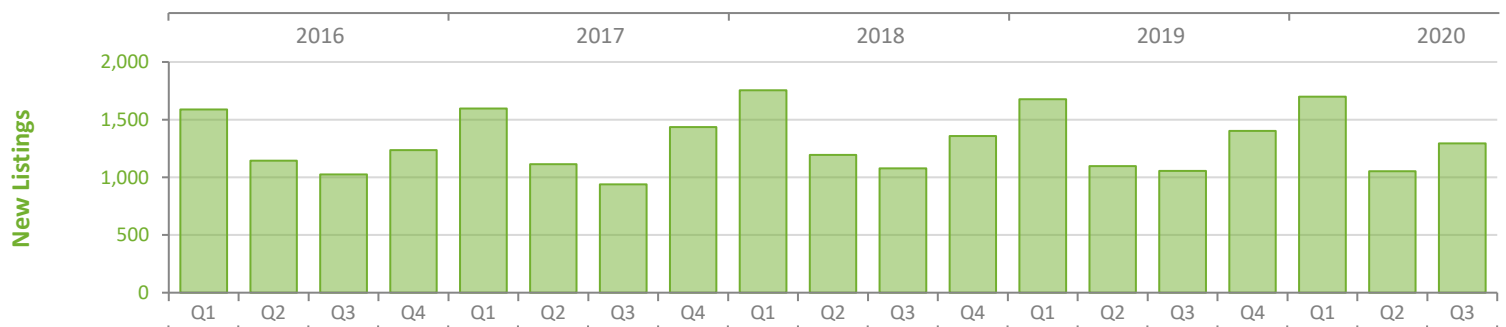


New Listings

The number of properties put onto the market during the quarter

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.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	4,046	5.6%
Q3 2020	1,293	22.3%
Q2 2020	1,053	-4.1%
Q1 2020	1,700	1.4%
Q4 2019	1,402	3.3%
Q3 2019	1,057	-1.9%
Q2 2019	1,098	-8.1%
Q1 2019	1,677	-4.4%
Q4 2018	1,357	-5.5%
Q3 2018	1,077	14.8%
Q2 2018	1,195	7.2%
Q1 2018	1,755	9.9%
Q4 2017	1,436	16.1%
Q3 2017	938	-8.6%

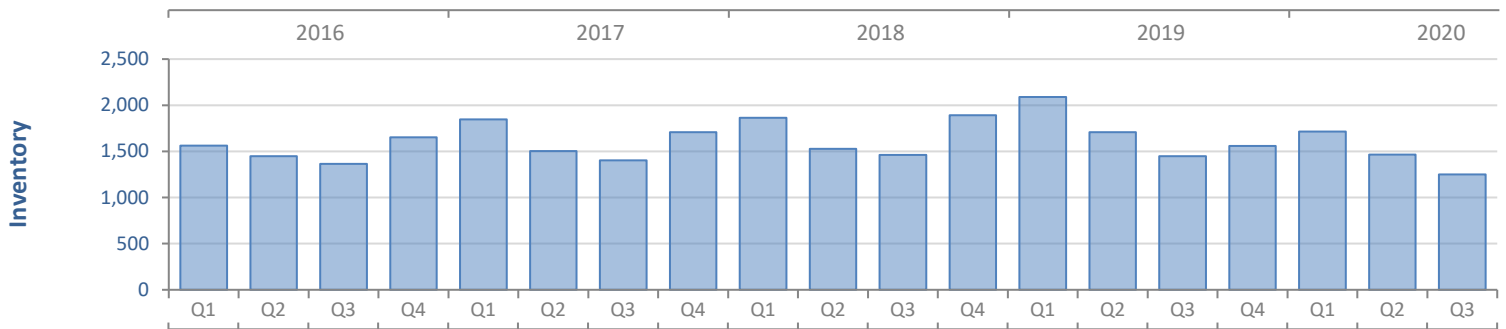


Inventory (Active Listings)

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

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 quarter, and hold this number to compare with the same quarter 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.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	1,506	-17.0%
Q3 2020	1,251	-13.7%
Q2 2020	1,466	-14.2%
Q1 2020	1,716	-17.9%
Q4 2019	1,560	-17.6%
Q3 2019	1,449	-1.0%
Q2 2019	1,709	11.8%
Q1 2019	2,089	12.1%
Q4 2018	1,893	10.8%
Q3 2018	1,463	4.2%
Q2 2018	1,528	1.5%
Q1 2018	1,863	1.0%
Q4 2017	1,709	3.3%
Q3 2017	1,404	2.9%

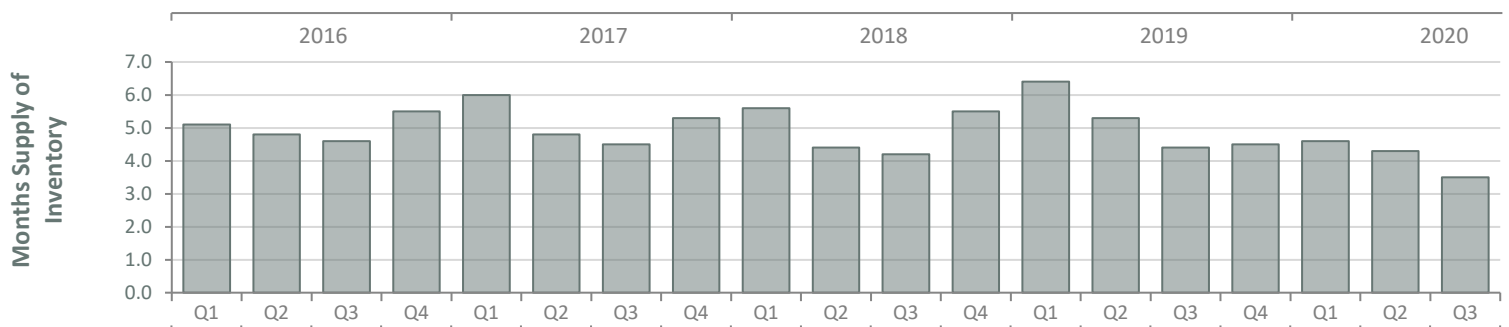


Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	4.0	-27.3%
Q3 2020	3.5	-20.5%
Q2 2020	4.3	-18.9%
Q1 2020	4.6	-28.1%
Q4 2019	4.5	-18.2%
Q3 2019	4.4	4.8%
Q2 2019	5.3	20.5%
Q1 2019	6.4	14.3%
Q4 2018	5.5	3.8%
Q3 2018	4.2	-6.7%
Q2 2018	4.4	-8.3%
Q1 2018	5.6	-6.7%
Q4 2017	5.3	-3.6%
Q3 2017	4.5	-2.2%

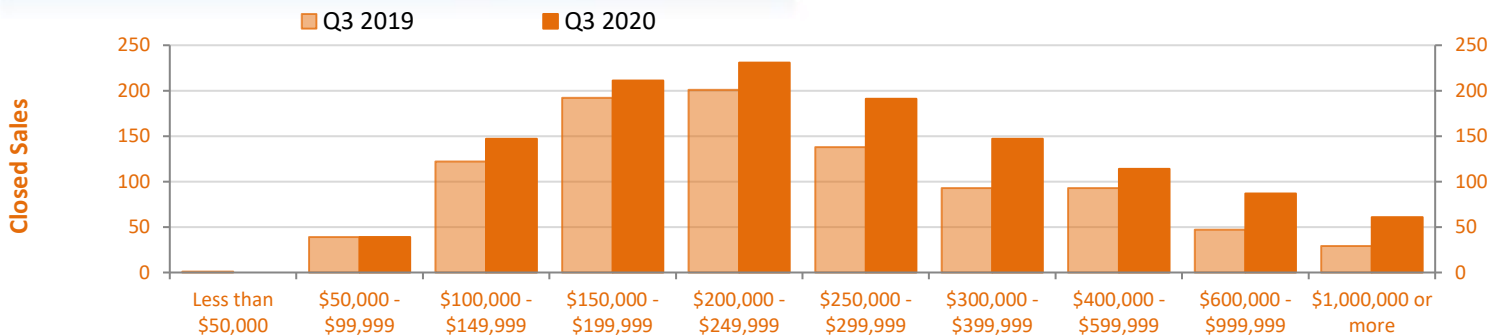


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	39	0.0%
\$100,000 - \$149,999	147	20.5%
\$150,000 - \$199,999	211	9.9%
\$200,000 - \$249,999	231	14.9%
\$250,000 - \$299,999	191	38.4%
\$300,000 - \$399,999	147	58.1%
\$400,000 - \$599,999	114	22.6%
\$600,000 - \$999,999	87	85.1%
\$1,000,000 or more	61	110.3%

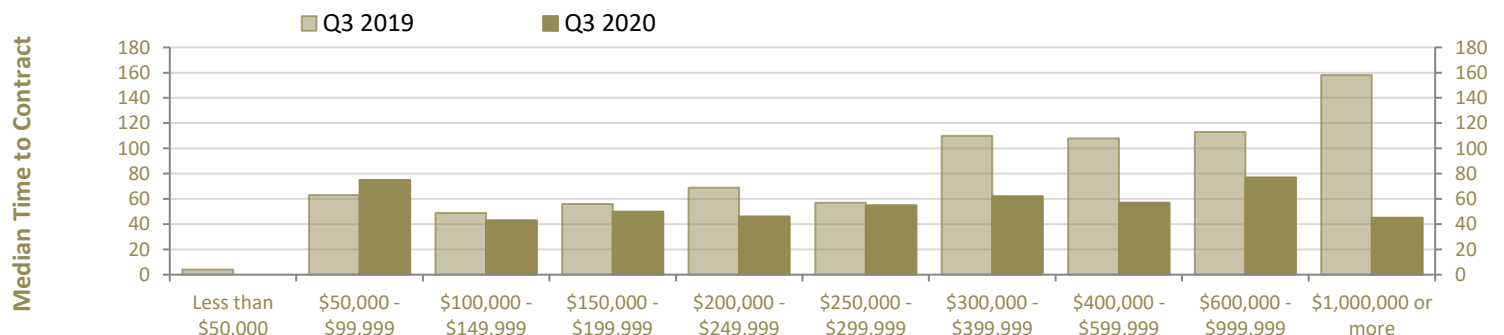


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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	75 Days	19.0%
\$100,000 - \$149,999	43 Days	-12.2%
\$150,000 - \$199,999	50 Days	-10.7%
\$200,000 - \$249,999	46 Days	-33.3%
\$250,000 - \$299,999	55 Days	-3.5%
\$300,000 - \$399,999	62 Days	-43.6%
\$400,000 - \$599,999	57 Days	-47.2%
\$600,000 - \$999,999	77 Days	-31.9%
\$1,000,000 or more	45 Days	-71.5%



New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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	22	-33.3%
\$100,000 - \$149,999	130	11.1%
\$150,000 - \$199,999	181	-6.2%
\$200,000 - \$249,999	203	-5.1%
\$250,000 - \$299,999	221	51.4%
\$300,000 - \$399,999	201	64.8%
\$400,000 - \$599,999	161	61.0%
\$600,000 - \$999,999	106	60.6%
\$1,000,000 or more	68	3.0%

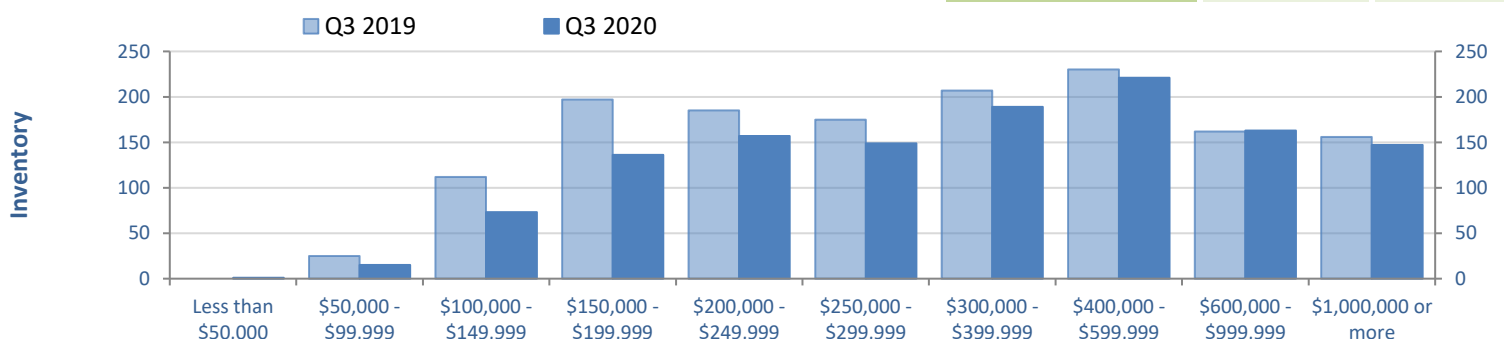


Inventory by Current Listing Price

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

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 quarter, and hold this number to compare with the same quarter 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.

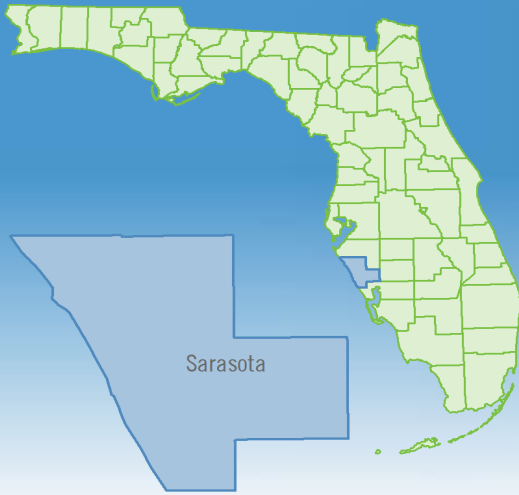
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	15	-40.0%
\$100,000 - \$149,999	73	-34.8%
\$150,000 - \$199,999	136	-31.0%
\$200,000 - \$249,999	157	-15.1%
\$250,000 - \$299,999	149	-14.9%
\$300,000 - \$399,999	189	-8.7%
\$400,000 - \$599,999	221	-3.9%
\$600,000 - \$999,999	163	0.6%
\$1,000,000 or more	147	-5.8%



Quarterly Distressed Market - Q3 2020

Townhouses and Condos

Sarasota County



		Q3 2020	Q3 2019	Percent Change Year-over-Year
Traditional	Closed Sales	1,219	946	28.9%
	Median Sale Price	\$247,750	\$230,000	7.7%
Foreclosure/REO	Closed Sales	7	7	0.0%
	Median Sale Price	\$175,000	\$132,900	31.7%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$228,500	\$767,500	-70.2%

