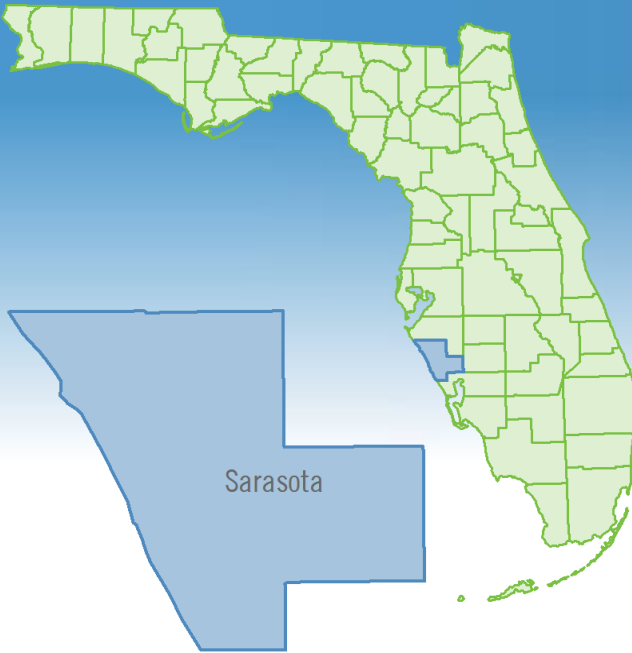


# Monthly Market Detail - March 2022

## Townhouses and Condos

### Sarasota County



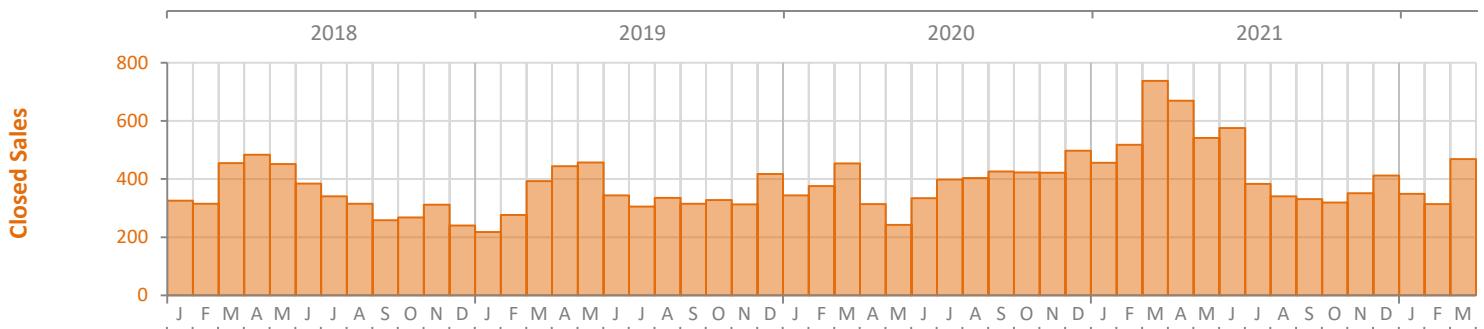
Summary Statistics	March 2022	March 2021	Percent Change Year-over-Year
Closed Sales	469	738	-36.4%
Paid in Cash	322	425	-24.2%
Median Sale Price	\$370,000	\$289,750	27.7%
Average Sale Price	\$532,189	\$580,688	-8.4%
Dollar Volume	\$249.6 Million	\$428.5 Million	-41.8%
Median Percent of Original List Price Received	101.1%	97.8%	3.4%
Median Time to Contract	5 Days	21 Days	-76.2%
Median Time to Sale	43 Days	66 Days	-34.8%
New Pending Sales	471	678	-30.5%
New Listings	532	563	-5.5%
Pending Inventory	896	1,106	-19.0%
Inventory (Active Listings)	272	477	-43.0%
Months Supply of Inventory	0.6	1.1	-45.5%

## 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	1,132	-33.9%
<b>March 2022</b>	<b>469</b>	<b>-36.4%</b>
February 2022	314	-39.4%
January 2022	349	-23.5%
December 2021	412	-17.3%
November 2021	351	-16.8%
October 2021	319	-24.6%
September 2021	331	-22.3%
August 2021	341	-15.6%
July 2021	383	-3.8%
June 2021	575	72.2%
May 2021	541	123.6%
April 2021	669	113.1%
March 2021	738	62.6%

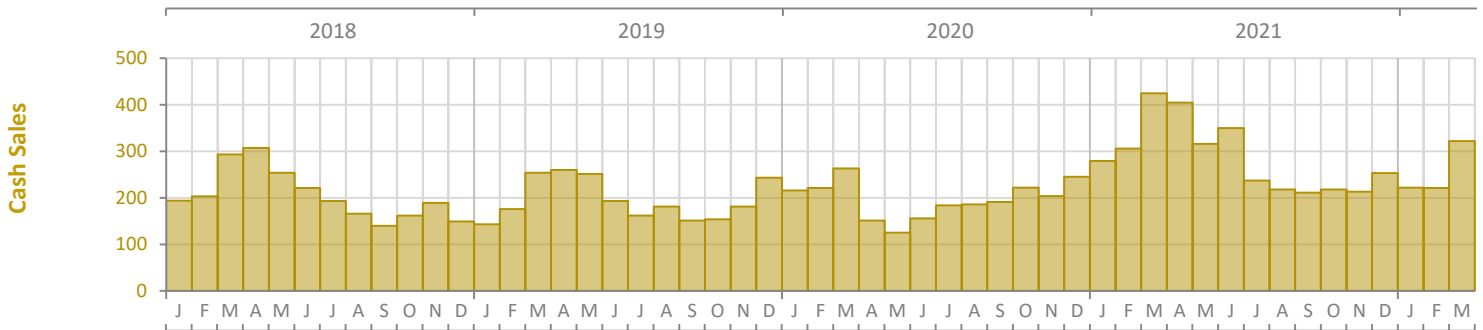


## Cash Sales

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	765	-24.3%
<b>March 2022</b>	<b>322</b>	<b>-24.2%</b>
February 2022	221	-27.8%
January 2022	222	-20.4%
December 2021	253	3.3%
November 2021	213	4.4%
October 2021	218	-1.8%
September 2021	211	10.5%
August 2021	218	17.2%
July 2021	237	28.8%
June 2021	350	124.4%
May 2021	316	152.8%
April 2021	405	168.2%
March 2021	425	61.6%

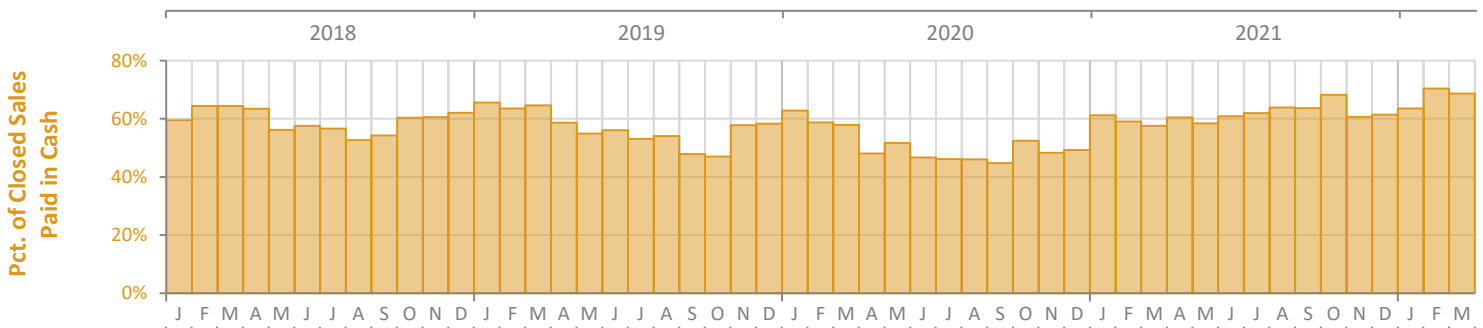


## Cash Sales as a Percentage of Closed Sales

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	67.6%	14.6%
<b>March 2022</b>	<b>68.7%</b>	<b>19.3%</b>
February 2022	70.4%	19.1%
January 2022	63.6%	3.9%
December 2021	61.4%	24.8%
November 2021	60.7%	25.7%
October 2021	68.3%	30.1%
September 2021	63.7%	42.2%
August 2021	63.9%	38.9%
July 2021	61.9%	34.0%
June 2021	60.9%	30.4%
May 2021	58.4%	13.0%
April 2021	60.5%	25.8%
March 2021	57.6%	-0.5%

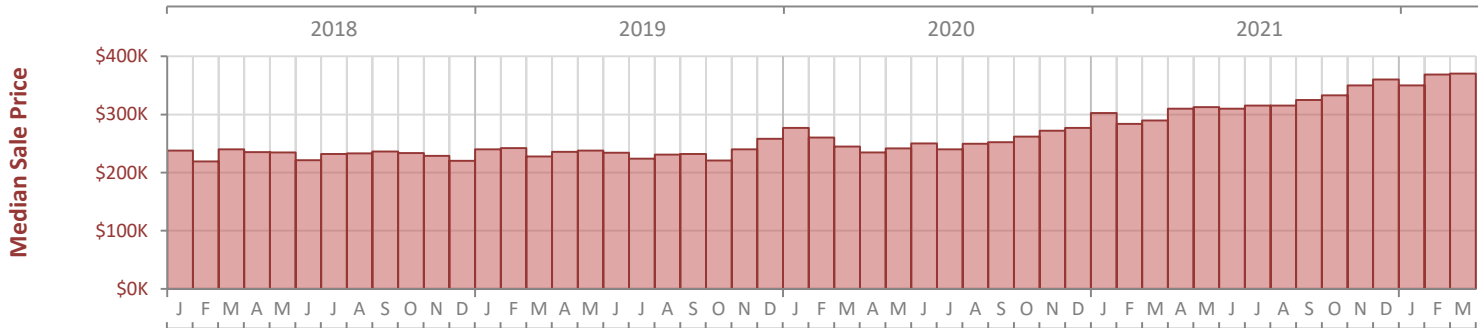


## Median Sale Price

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	\$361,951	24.8%
<b>March 2022</b>	<b>\$370,000</b>	<b>27.7%</b>
February 2022	\$368,630	29.9%
January 2022	\$350,000	15.8%
December 2021	\$360,000	30.1%
November 2021	\$349,900	28.6%
October 2021	\$332,990	27.1%
September 2021	\$325,000	28.8%
August 2021	\$315,000	26.3%
July 2021	\$315,000	31.3%
June 2021	\$309,700	23.9%
May 2021	\$312,500	29.3%
April 2021	\$310,000	32.0%
March 2021	\$289,750	18.3%

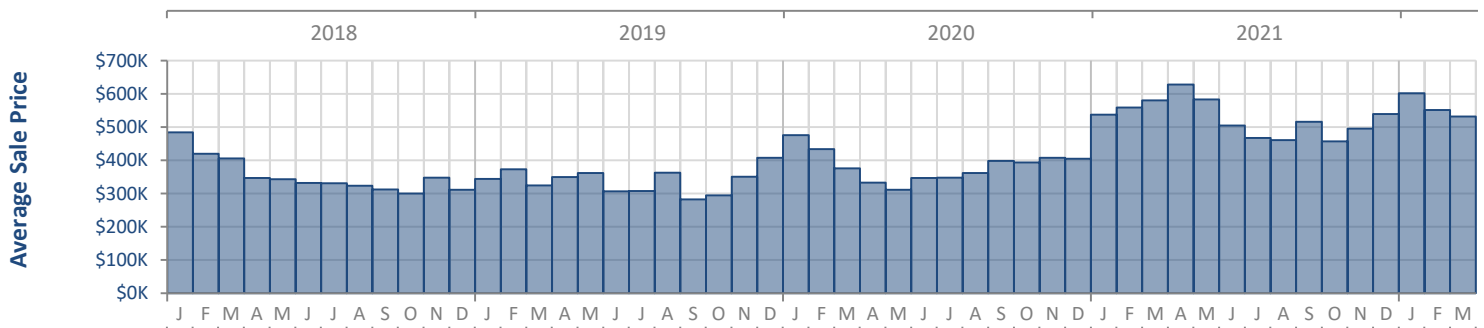


## Average Sale Price

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	\$558,968	-0.6%
<b>March 2022</b>	<b>\$532,189</b>	<b>-8.4%</b>
February 2022	\$551,588	-1.3%
January 2022	\$601,593	11.9%
December 2021	\$539,738	33.3%
November 2021	\$495,039	21.5%
October 2021	\$456,745	16.0%
September 2021	\$515,753	29.4%
August 2021	\$461,046	27.6%
July 2021	\$467,617	34.5%
June 2021	\$504,718	45.5%
May 2021	\$582,924	87.0%
April 2021	\$627,776	88.5%
March 2021	\$580,688	54.4%



# Monthly Market Detail - March 2022

## Townhouses and Condos

### Sarasota County

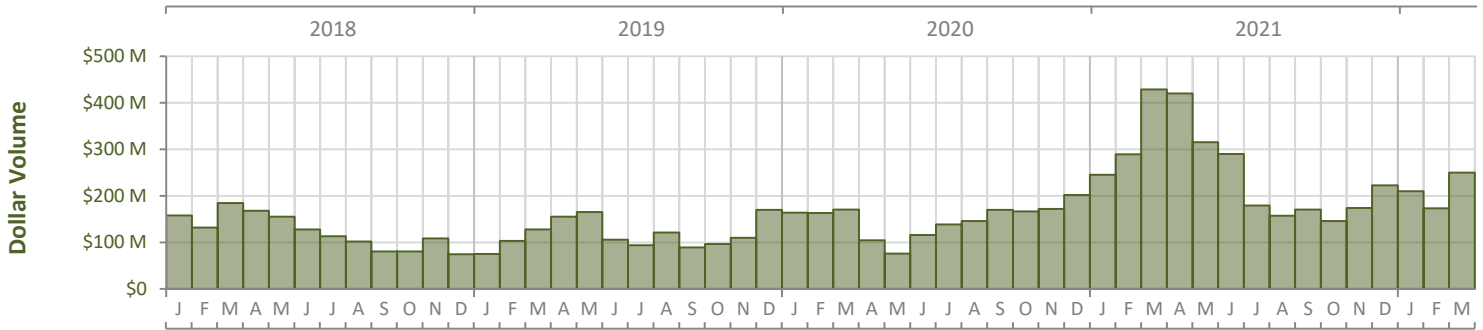


## Dollar Volume

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	\$632.8 Million	-34.3%
<b>March 2022</b>	<b>\$249.6 Million</b>	<b>-41.8%</b>
February 2022	\$173.2 Million	-40.2%
January 2022	\$210.0 Million	-14.4%
December 2021	\$222.4 Million	10.3%
November 2021	\$173.8 Million	1.1%
October 2021	\$145.7 Million	-12.5%
September 2021	\$170.7 Million	0.5%
August 2021	\$157.2 Million	7.7%
July 2021	\$179.1 Million	29.4%
June 2021	\$290.2 Million	150.4%
May 2021	\$315.4 Million	318.1%
April 2021	\$420.0 Million	301.5%
March 2021	\$428.5 Million	150.9%

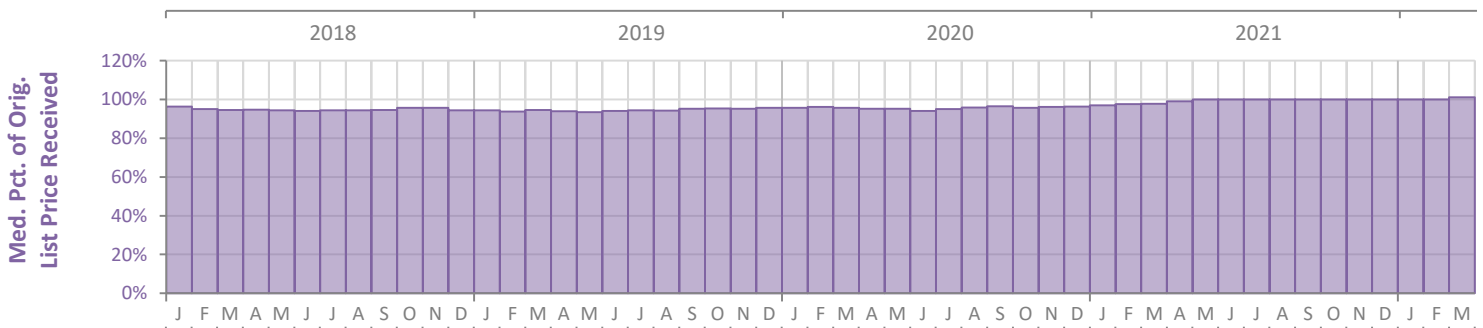


## Median Percent of Original List Price Received

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	100.0%	2.6%
<b>March 2022</b>	<b>101.1%</b>	<b>3.4%</b>
February 2022	100.0%	2.5%
January 2022	100.0%	3.1%
December 2021	100.0%	3.8%
November 2021	100.0%	4.0%
October 2021	100.0%	4.6%
September 2021	100.0%	3.7%
August 2021	100.0%	4.4%
July 2021	100.0%	5.3%
June 2021	100.0%	6.4%
May 2021	100.0%	5.0%
April 2021	99.0%	4.1%
March 2021	97.8%	2.3%

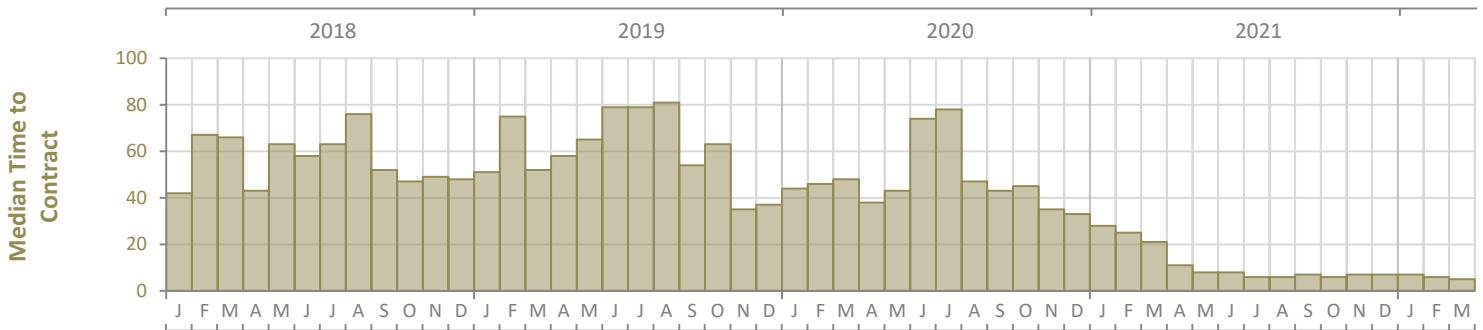


## Median Time to Contract

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	6 Days	-76.9%
<b>March 2022</b>	<b>5 Days</b>	<b>-76.2%</b>
February 2022	6 Days	-76.0%
January 2022	7 Days	-75.0%
December 2021	7 Days	-78.8%
November 2021	7 Days	-80.0%
October 2021	6 Days	-86.7%
September 2021	7 Days	-83.7%
August 2021	6 Days	-87.2%
July 2021	6 Days	-92.3%
June 2021	8 Days	-89.2%
May 2021	8 Days	-81.4%
April 2021	11 Days	-71.1%
March 2021	21 Days	-56.3%

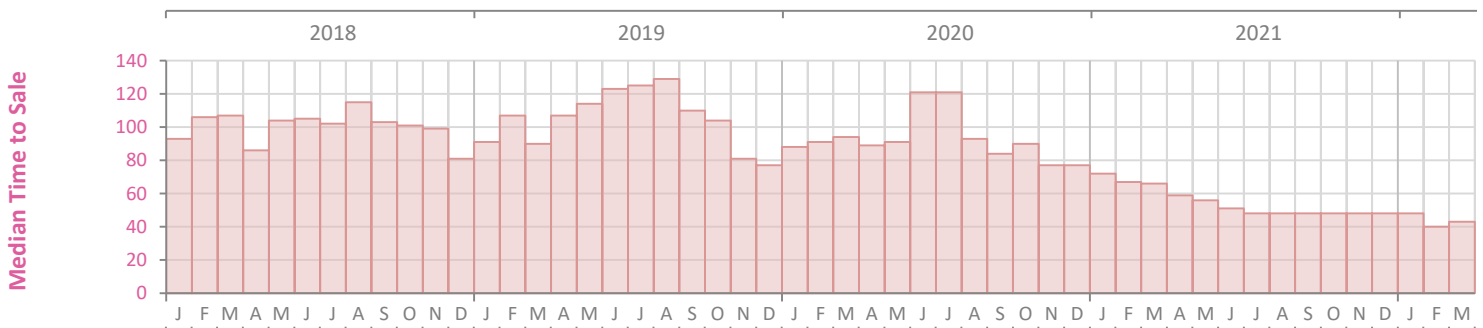


## Median Time to Sale

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	44 Days	-36.2%
<b>March 2022</b>	<b>43 Days</b>	<b>-34.8%</b>
February 2022	40 Days	-40.3%
January 2022	48 Days	-33.3%
December 2021	48 Days	-37.7%
November 2021	48 Days	-37.7%
October 2021	48 Days	-46.7%
September 2021	48 Days	-42.9%
August 2021	48 Days	-48.4%
July 2021	48 Days	-60.3%
June 2021	51 Days	-57.9%
May 2021	56 Days	-38.5%
April 2021	59 Days	-33.7%
March 2021	66 Days	-29.8%

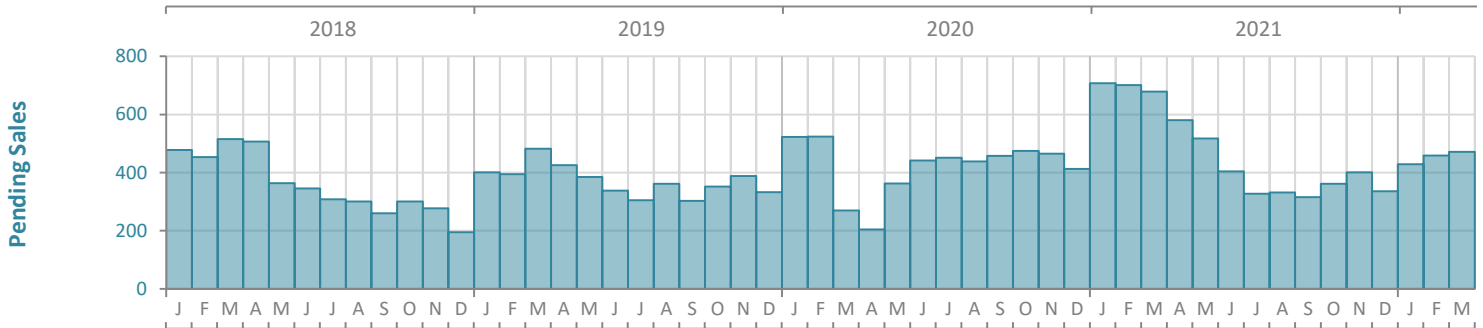


## New Pending Sales

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	1,359	-34.9%
<b>March 2022</b>	<b>471</b>	<b>-30.5%</b>
February 2022	459	-34.5%
January 2022	429	-39.3%
December 2021	336	-18.6%
November 2021	401	-13.8%
October 2021	361	-24.0%
September 2021	315	-31.1%
August 2021	332	-24.2%
July 2021	327	-27.5%
June 2021	404	-8.4%
May 2021	517	42.4%
April 2021	580	184.3%
March 2021	678	151.1%

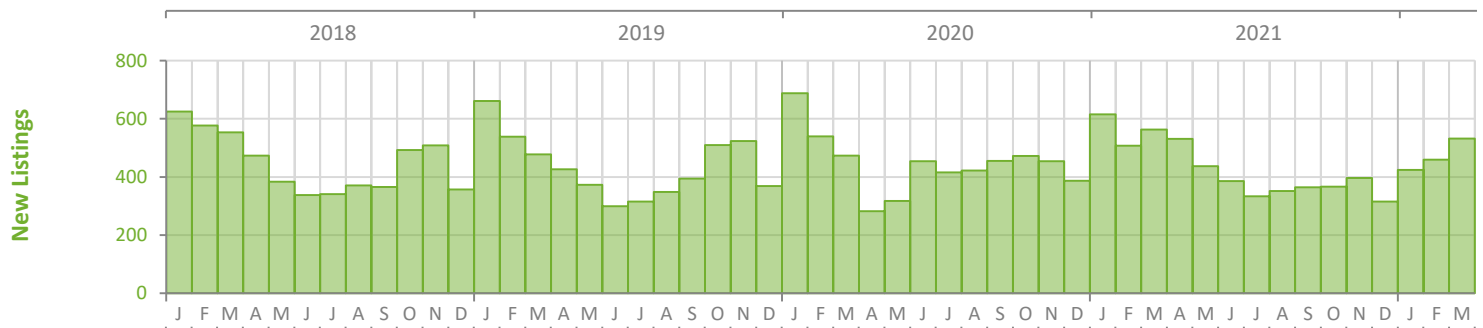


## New Listings

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	1,415	-16.0%
<b>March 2022</b>	<b>532</b>	<b>-5.5%</b>
February 2022	459	-9.5%
January 2022	424	-31.1%
December 2021	315	-18.6%
November 2021	396	-12.8%
October 2021	366	-22.5%
September 2021	364	-20.0%
August 2021	352	-16.6%
July 2021	333	-20.0%
June 2021	386	-15.0%
May 2021	437	37.9%
April 2021	531	88.3%
March 2021	563	19.0%



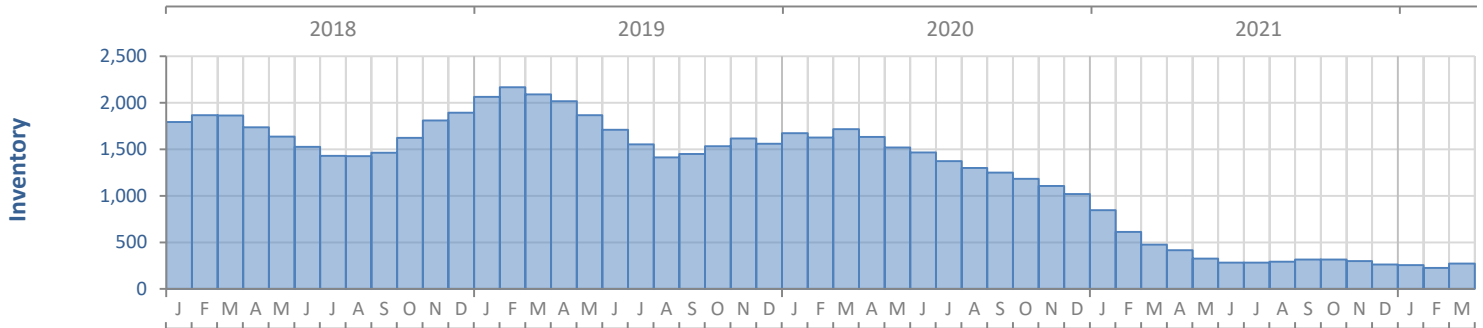


## Inventory (Active Listings)

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)	251	-61.1%
<b>March 2022</b>	<b>272</b>	<b>-43.0%</b>
February 2022	226	-63.2%
January 2022	254	-69.9%
December 2021	261	-74.4%
November 2021	298	-73.1%
October 2021	315	-73.4%
September 2021	316	-74.7%
August 2021	293	-77.5%
July 2021	283	-79.4%
June 2021	282	-80.8%
May 2021	324	-78.7%
April 2021	416	-74.5%
March 2021	477	-72.2%

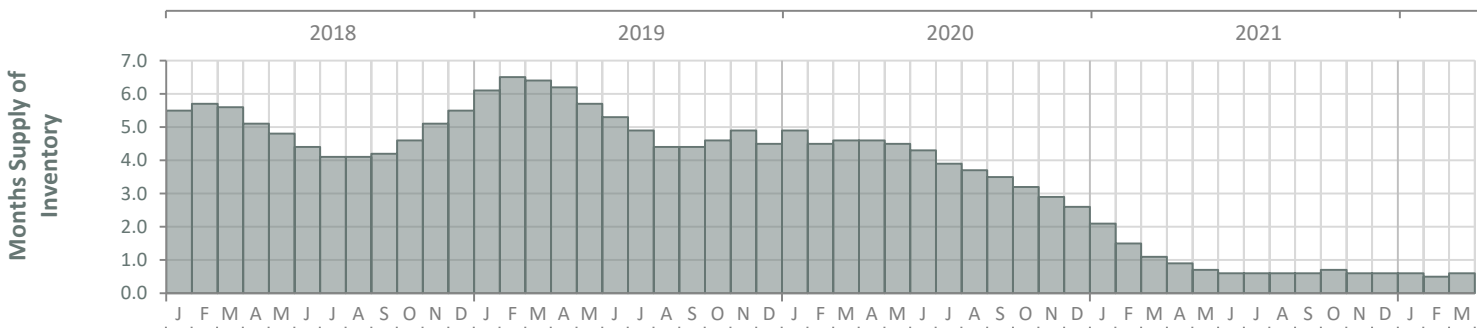


## Months Supply of Inventory

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)	0.6	-62.5%
<b>March 2022</b>	<b>0.6</b>	<b>-45.5%</b>
February 2022	0.5	-66.7%
January 2022	0.6	-71.4%
December 2021	0.6	-76.9%
November 2021	0.6	-79.3%
October 2021	0.7	-78.1%
September 2021	0.6	-82.9%
August 2021	0.6	-83.8%
July 2021	0.6	-84.6%
June 2021	0.6	-86.0%
May 2021	0.7	-84.4%
April 2021	0.9	-80.4%
March 2021	1.1	-76.1%

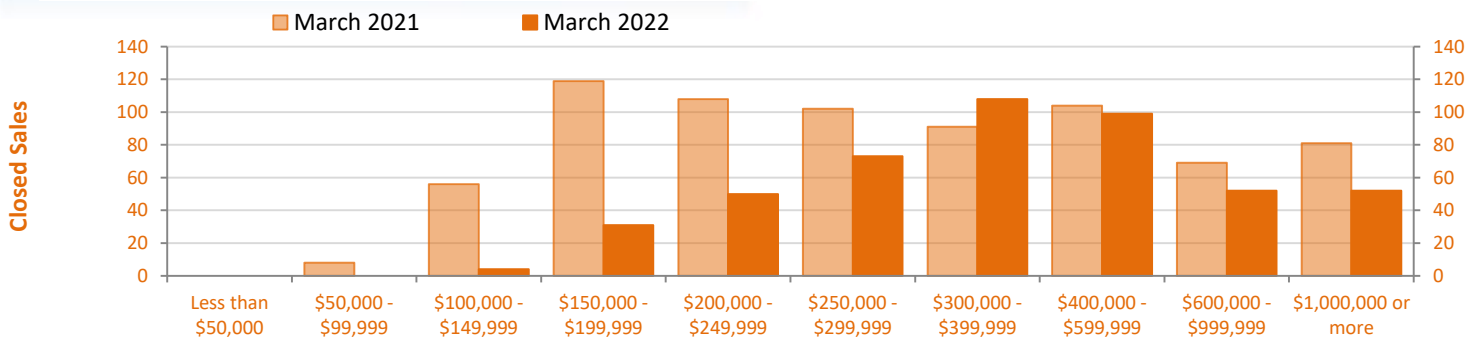


## Closed Sales by Sale Price

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	0	-100.0%
\$100,000 - \$149,999	4	-92.9%
\$150,000 - \$199,999	31	-73.9%
\$200,000 - \$249,999	50	-53.7%
\$250,000 - \$299,999	73	-28.4%
\$300,000 - \$399,999	108	18.7%
\$400,000 - \$599,999	99	-4.8%
\$600,000 - \$999,999	52	-24.6%
\$1,000,000 or more	52	-35.8%

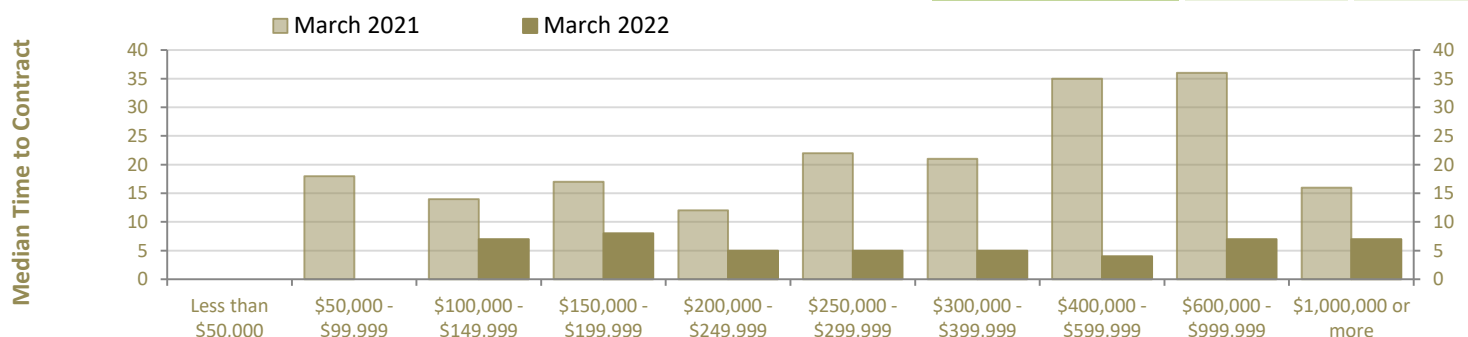


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$100,000 - \$149,999	7 Days	-50.0%
\$150,000 - \$199,999	8 Days	-52.9%
\$200,000 - \$249,999	5 Days	-58.3%
\$250,000 - \$299,999	5 Days	-77.3%
\$300,000 - \$399,999	5 Days	-76.2%
\$400,000 - \$599,999	4 Days	-88.6%
\$600,000 - \$999,999	7 Days	-80.6%
\$1,000,000 or more	7 Days	-56.3%



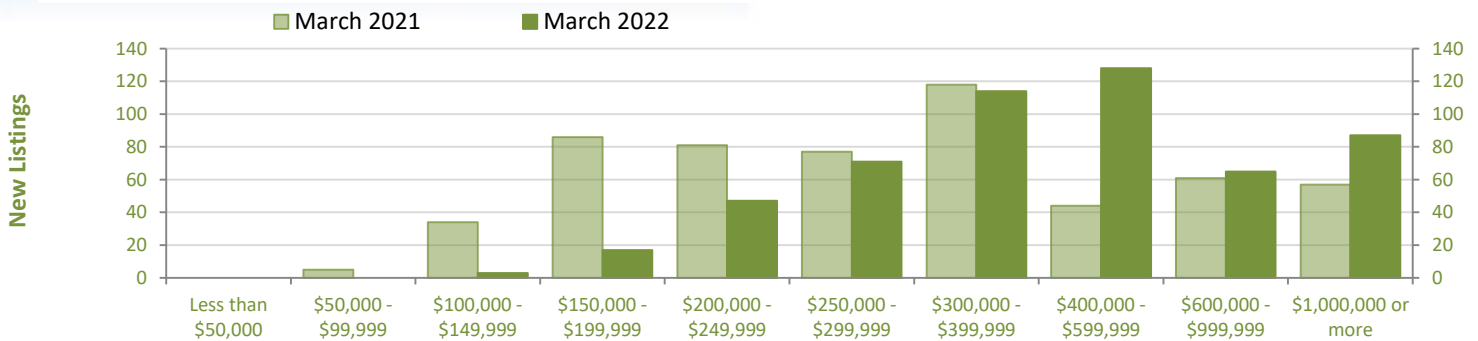


## New Listings by Initial Listing Price

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	3	-91.2%
\$150,000 - \$199,999	17	-80.2%
\$200,000 - \$249,999	47	-42.0%
\$250,000 - \$299,999	71	-7.8%
\$300,000 - \$399,999	114	-3.4%
\$400,000 - \$599,999	128	190.9%
\$600,000 - \$999,999	65	6.6%
\$1,000,000 or more	87	52.6%

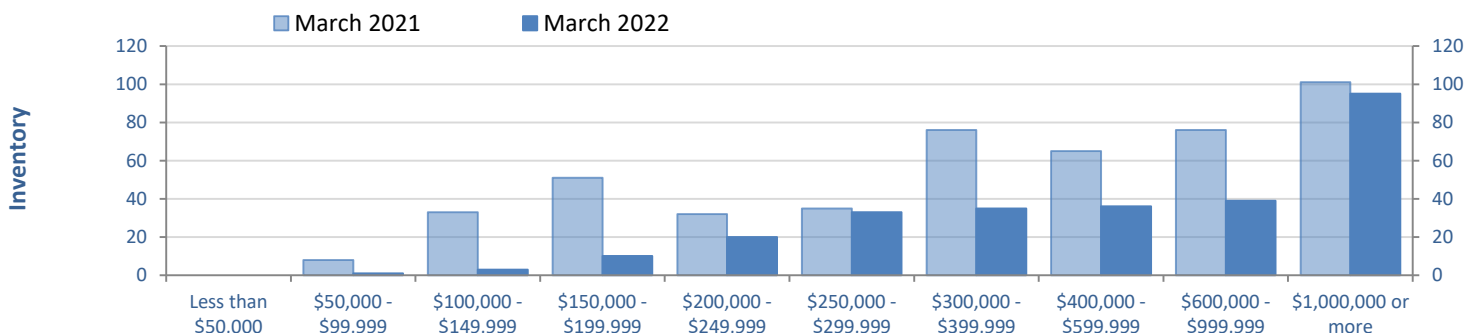


## Inventory by Current Listing Price

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.

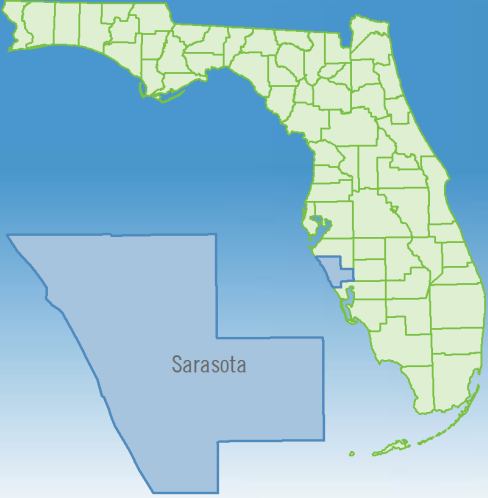
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	-87.5%
\$100,000 - \$149,999	3	-90.9%
\$150,000 - \$199,999	10	-80.4%
\$200,000 - \$249,999	20	-37.5%
\$250,000 - \$299,999	33	-5.7%
\$300,000 - \$399,999	35	-53.9%
\$400,000 - \$599,999	36	-44.6%
\$600,000 - \$999,999	39	-48.7%
\$1,000,000 or more	95	-5.9%



# Monthly Distressed Market - March 2022

## Townhouses and Condos

### Sarasota County



		March 2022	March 2021	Percent Change Year-over-Year
Traditional	Closed Sales	468	735	-36.3%
	Median Sale Price	\$370,000	\$290,000	27.6%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$251,000	\$139,250	80.3%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$142,500	N/A

