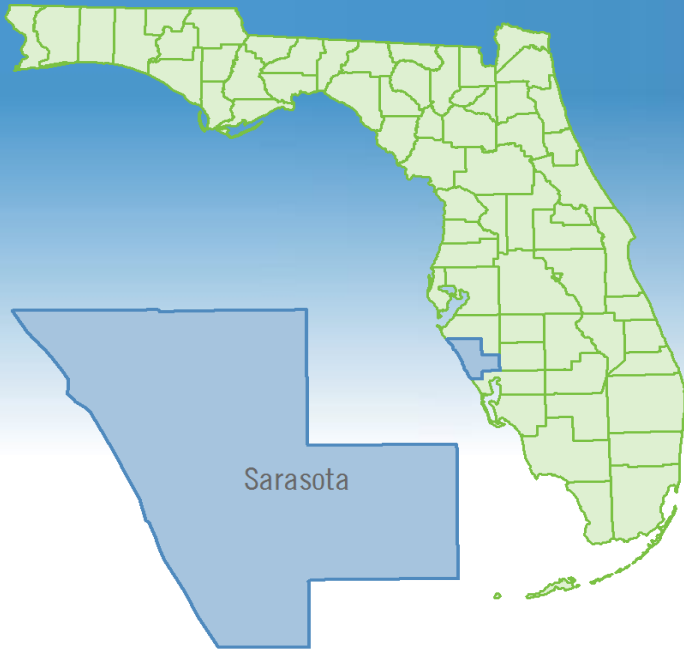


Monthly Market Detail - April 2024

Townhouses and Condos

Sarasota County



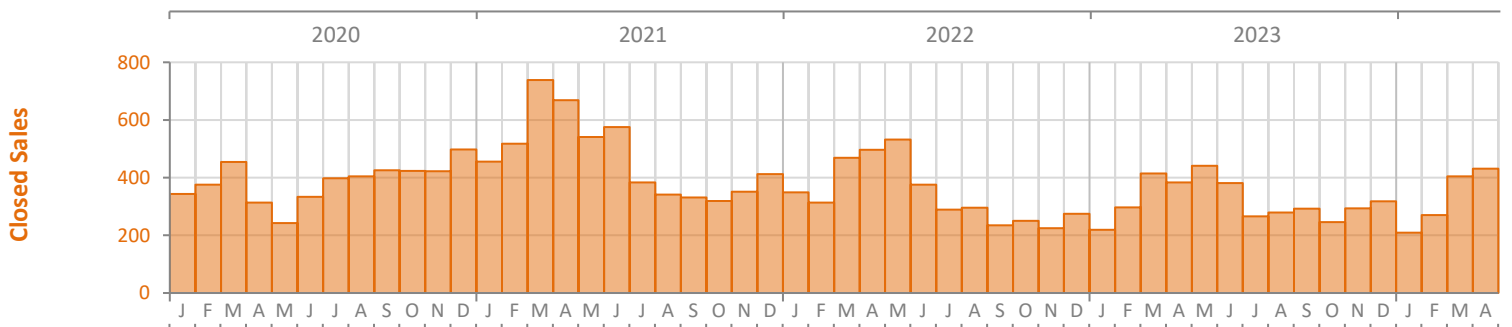
Summary Statistics	April 2024	April 2023	Percent Change Year-over-Year
Closed Sales	431	383	12.5%
Paid in Cash	302	238	26.9%
Median Sale Price	\$399,000	\$399,000	0.0%
Average Sale Price	\$699,838	\$561,621	24.6%
Dollar Volume	\$301.6 Million	\$215.1 Million	40.2%
Median Percent of Original List Price Received	93.0%	96.4%	-3.5%
Median Time to Contract	48 Days	22 Days	118.2%
Median Time to Sale	91 Days	67 Days	35.8%
New Pending Sales	378	452	-16.4%
New Listings	496	536	-7.5%
Pending Inventory	709	809	-12.4%
Inventory (Active Listings)	2,124	1,112	91.0%
Months Supply of Inventory	6.7	3.5	91.4%

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	1,314	0.1%
April 2024	431	12.5%
March 2024	404	-2.4%
February 2024	270	-9.1%
January 2024	209	-4.6%
December 2023	318	15.6%
November 2023	294	30.7%
October 2023	246	-1.6%
September 2023	292	24.3%
August 2023	279	-5.7%
July 2023	266	-8.0%
June 2023	381	1.3%
May 2023	441	-17.1%
April 2023	383	-22.9%

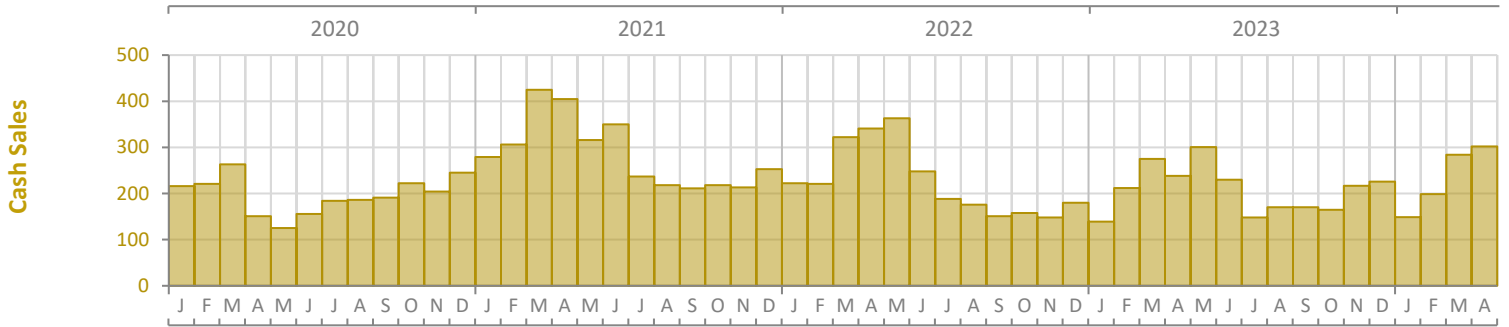


Cash Sales

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	934	8.1%
April 2024	302	26.9%
March 2024	284	3.3%
February 2024	199	-6.1%
January 2024	149	7.2%
December 2023	226	25.6%
November 2023	217	46.6%
October 2023	165	4.4%
September 2023	170	12.6%
August 2023	170	-3.4%
July 2023	148	-21.3%
June 2023	230	-7.3%
May 2023	301	-17.1%
April 2023	238	-30.2%

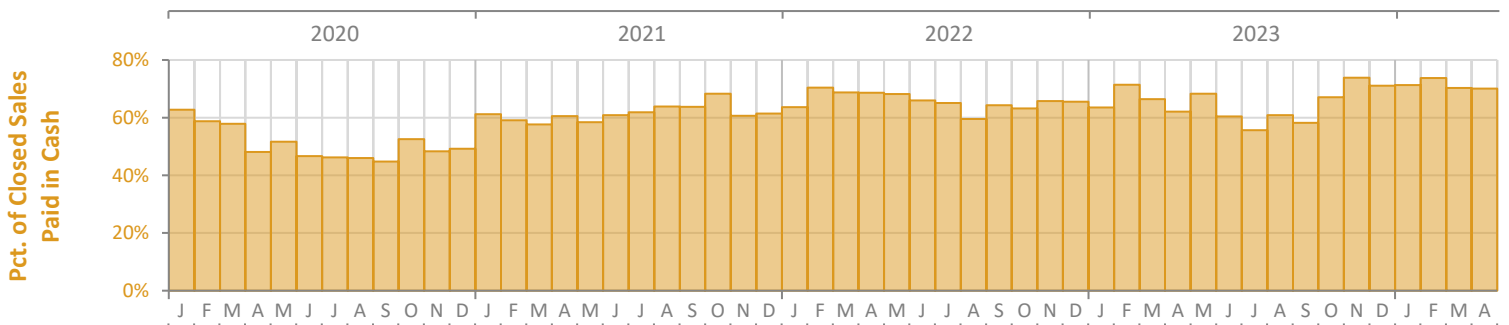


Cash Sales as a Percentage of Closed Sales

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	71.1%	8.1%
April 2024	70.1%	12.9%
March 2024	70.3%	5.9%
February 2024	73.7%	3.2%
January 2024	71.3%	12.3%
December 2023	71.1%	8.5%
November 2023	73.8%	12.2%
October 2023	67.1%	6.2%
September 2023	58.2%	-9.5%
August 2023	60.9%	2.4%
July 2023	55.6%	-14.6%
June 2023	60.4%	-8.5%
May 2023	68.3%	0.1%
April 2023	62.1%	-9.5%



Monthly Market Detail - April 2024

Townhouses and Condos

Sarasota County



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	\$395,000	-2.5%
April 2024	\$399,000	0.0%
March 2024	\$385,775	-8.9%
February 2024	\$389,750	1.2%
January 2024	\$420,000	0.6%
December 2023	\$468,933	20.2%
November 2023	\$547,704	58.8%
October 2023	\$426,500	10.3%
September 2023	\$395,750	-1.1%
August 2023	\$385,650	2.8%
July 2023	\$389,500	-0.4%
June 2023	\$390,000	-6.3%
May 2023	\$405,000	0.5%
April 2023	\$399,000	1.0%

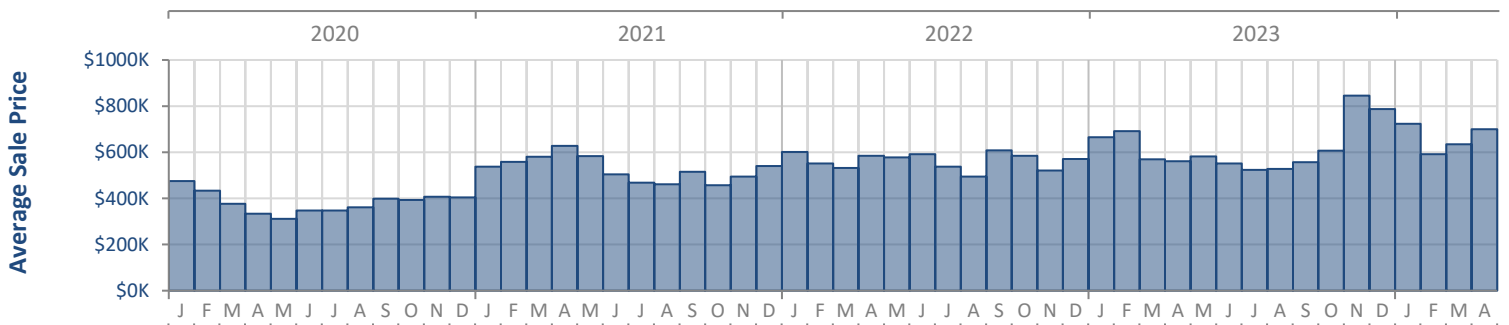


Average Sale Price

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	\$661,133	8.2%
April 2024	\$699,838	24.6%
March 2024	\$634,890	11.4%
February 2024	\$590,937	-14.5%
January 2024	\$722,730	8.6%
December 2023	\$787,762	38.2%
November 2023	\$845,145	62.1%
October 2023	\$606,800	3.9%
September 2023	\$557,068	-8.3%
August 2023	\$527,829	6.7%
July 2023	\$523,922	-2.5%
June 2023	\$551,937	-6.7%
May 2023	\$581,564	0.6%
April 2023	\$561,621	-4.0%



Monthly Market Detail - April 2024

Townhouses and Condos

Sarasota County

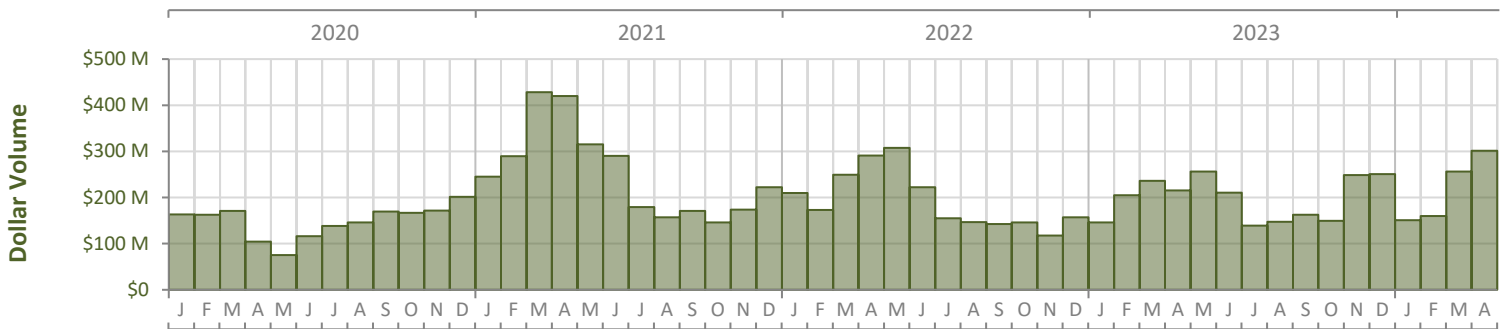


Dollar Volume

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	\$868.7 Million	8.3%
April 2024	\$301.6 Million	40.2%
March 2024	\$256.5 Million	8.7%
February 2024	\$159.6 Million	-22.3%
January 2024	\$151.1 Million	3.7%
December 2023	\$250.5 Million	59.8%
November 2023	\$248.5 Million	111.9%
October 2023	\$149.3 Million	2.2%
September 2023	\$162.7 Million	13.9%
August 2023	\$147.3 Million	0.5%
July 2023	\$139.4 Million	-10.2%
June 2023	\$210.3 Million	-5.4%
May 2023	\$256.5 Million	-16.6%
April 2023	\$215.1 Million	-26.0%

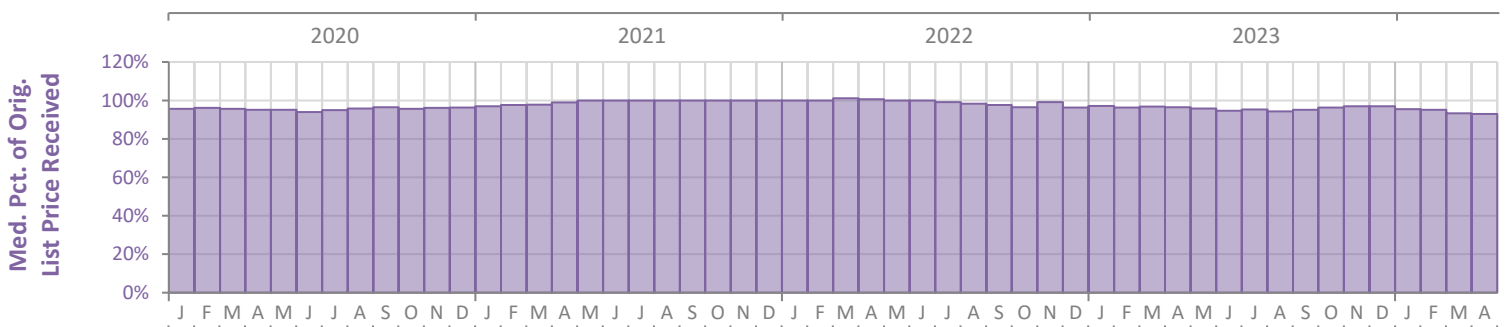


Median Percent of Original List Price Received

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	93.8%	-3.0%
April 2024	93.0%	-3.5%
March 2024	93.3%	-3.6%
February 2024	95.1%	-1.2%
January 2024	95.5%	-1.6%
December 2023	97.0%	0.7%
November 2023	97.0%	-2.2%
October 2023	96.3%	-0.2%
September 2023	95.1%	-2.7%
August 2023	94.3%	-4.1%
July 2023	95.3%	-3.9%
June 2023	94.7%	-5.3%
May 2023	95.8%	-4.2%
April 2023	96.4%	-4.3%

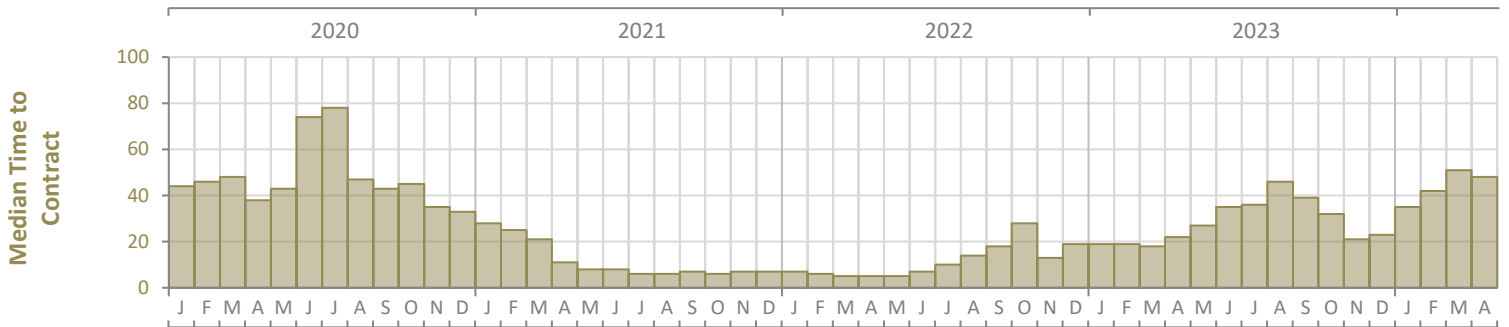


Median Time to Contract

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	47 Days	135.0%
April 2024	48 Days	118.2%
March 2024	51 Days	183.3%
February 2024	42 Days	121.1%
January 2024	35 Days	84.2%
December 2023	23 Days	21.1%
November 2023	21 Days	61.5%
October 2023	32 Days	14.3%
September 2023	39 Days	116.7%
August 2023	46 Days	228.6%
July 2023	36 Days	260.0%
June 2023	35 Days	400.0%
May 2023	27 Days	440.0%
April 2023	22 Days	340.0%

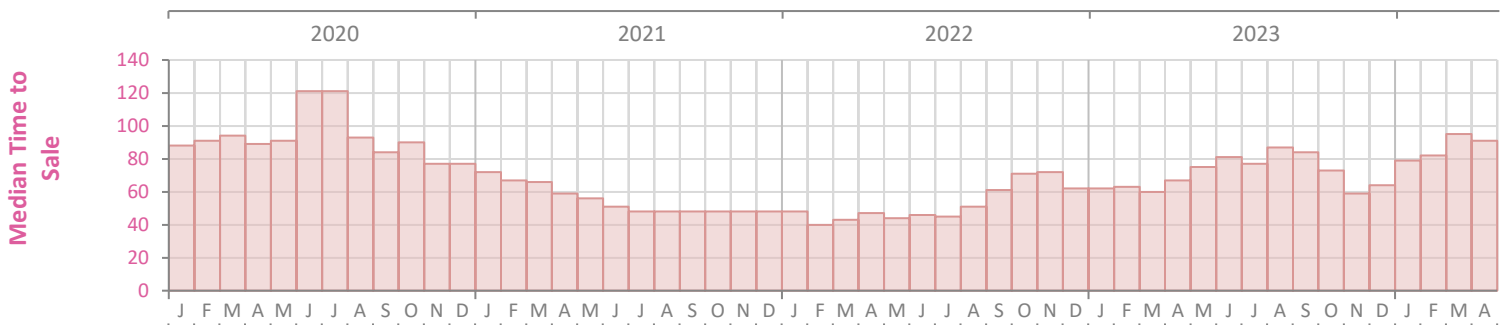


Median Time to Sale

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	89 Days	39.1%
April 2024	91 Days	35.8%
March 2024	95 Days	58.3%
February 2024	82 Days	30.2%
January 2024	79 Days	27.4%
December 2023	64 Days	3.2%
November 2023	59 Days	-18.1%
October 2023	73 Days	2.8%
September 2023	84 Days	37.7%
August 2023	87 Days	70.6%
July 2023	77 Days	71.1%
June 2023	81 Days	76.1%
May 2023	75 Days	70.5%
April 2023	67 Days	42.6%

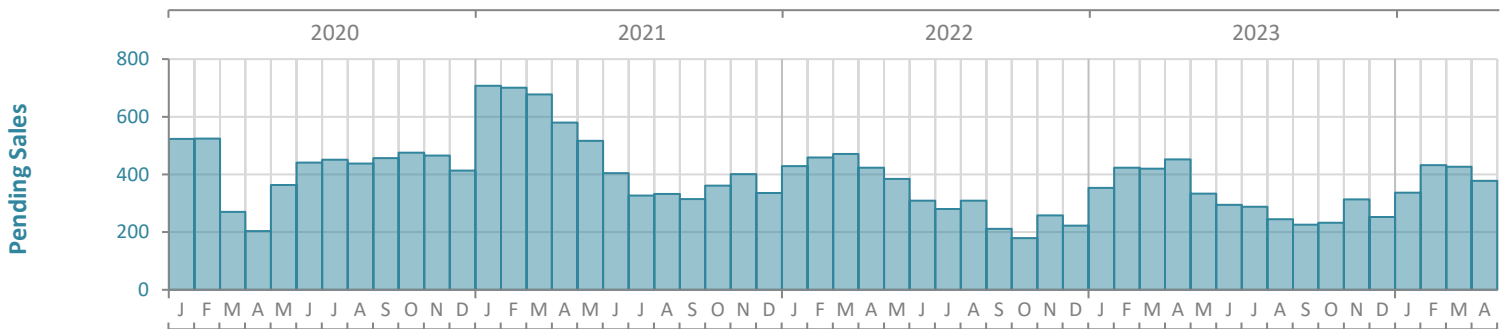


New Pending Sales

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	1,574	-4.5%
April 2024	378	-16.4%
March 2024	427	1.7%
February 2024	432	2.1%
January 2024	337	-4.8%
December 2023	252	13.0%
November 2023	313	21.3%
October 2023	232	29.6%
September 2023	226	7.1%
August 2023	245	-20.7%
July 2023	288	2.9%
June 2023	295	-4.5%
May 2023	333	-13.3%
April 2023	452	6.9%



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	2,449	9.2%
April 2024	496	-7.5%
March 2024	574	-7.7%
February 2024	651	22.1%
January 2024	728	32.1%
December 2023	440	41.9%
November 2023	583	58.4%
October 2023	493	67.1%
September 2023	408	67.2%
August 2023	380	14.1%
July 2023	331	-12.2%
June 2023	379	-22.8%
May 2023	384	-19.8%
April 2023	536	6.3%



Monthly Market Detail - April 2024

Townhouses and Condos

Sarasota County

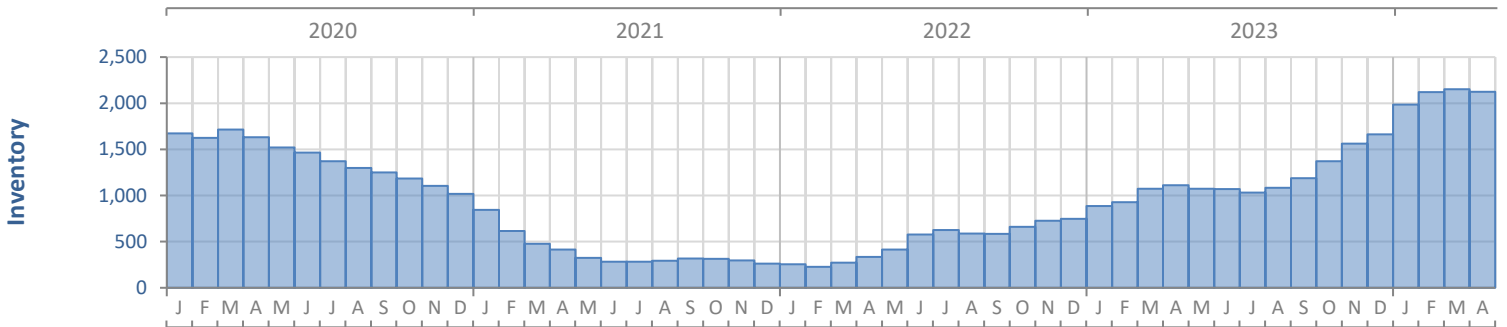


Inventory (Active Listings)

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)	2,095	109.4%
April 2024	2,124	91.0%
March 2024	2,153	100.3%
February 2024	2,119	128.1%
January 2024	1,985	124.0%
December 2023	1,662	121.9%
November 2023	1,562	114.9%
October 2023	1,371	107.7%
September 2023	1,189	102.9%
August 2023	1,083	84.2%
July 2023	1,033	65.0%
June 2023	1,069	85.3%
May 2023	1,073	159.2%
April 2023	1,112	233.9%

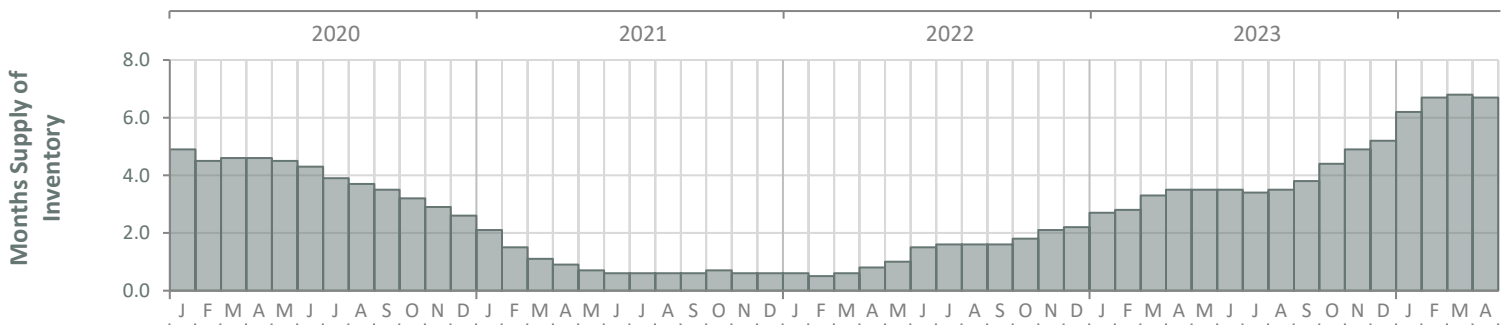


Months Supply of Inventory

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.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	6.6	112.9%
April 2024	6.7	91.4%
March 2024	6.8	106.1%
February 2024	6.7	139.3%
January 2024	6.2	129.6%
December 2023	5.2	136.4%
November 2023	4.9	133.3%
October 2023	4.4	144.4%
September 2023	3.8	137.5%
August 2023	3.5	118.8%
July 2023	3.4	112.5%
June 2023	3.5	133.3%
May 2023	3.5	250.0%
April 2023	3.5	337.5%

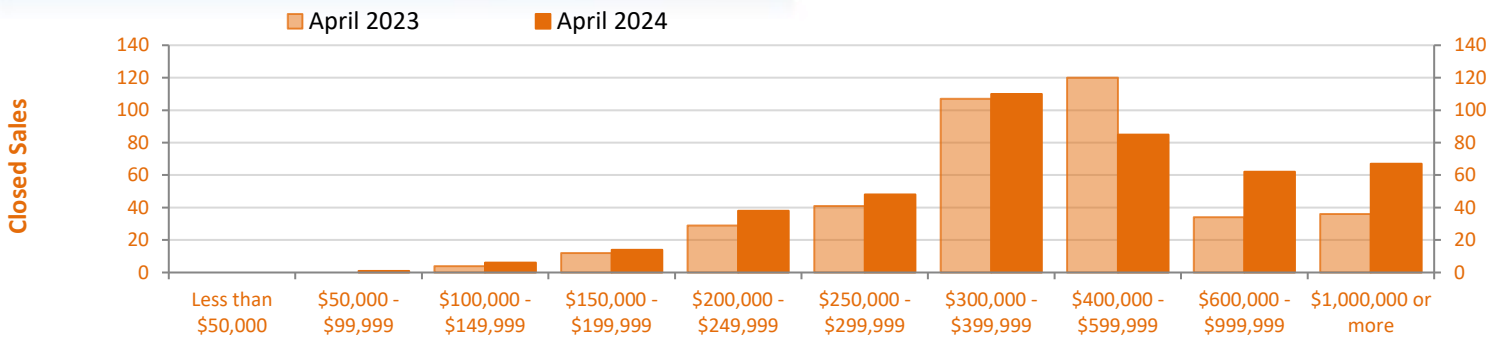


Closed Sales by Sale Price

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	1	N/A
\$100,000 - \$149,999	6	50.0%
\$150,000 - \$199,999	14	16.7%
\$200,000 - \$249,999	38	31.0%
\$250,000 - \$299,999	48	17.1%
\$300,000 - \$399,999	110	2.8%
\$400,000 - \$599,999	85	-29.2%
\$600,000 - \$999,999	62	82.4%
\$1,000,000 or more	67	86.1%

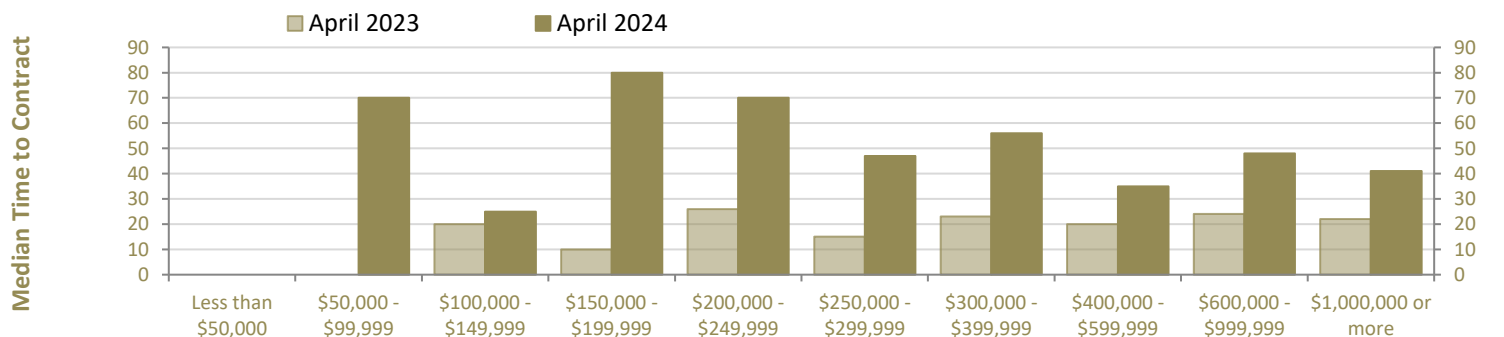


Median Time to Contract by Sale Price

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	70 Days	N/A
\$100,000 - \$149,999	25 Days	25.0%
\$150,000 - \$199,999	80 Days	700.0%
\$200,000 - \$249,999	70 Days	169.2%
\$250,000 - \$299,999	47 Days	213.3%
\$300,000 - \$399,999	56 Days	143.5%
\$400,000 - \$599,999	35 Days	75.0%
\$600,000 - \$999,999	48 Days	100.0%
\$1,000,000 or more	41 Days	86.4%

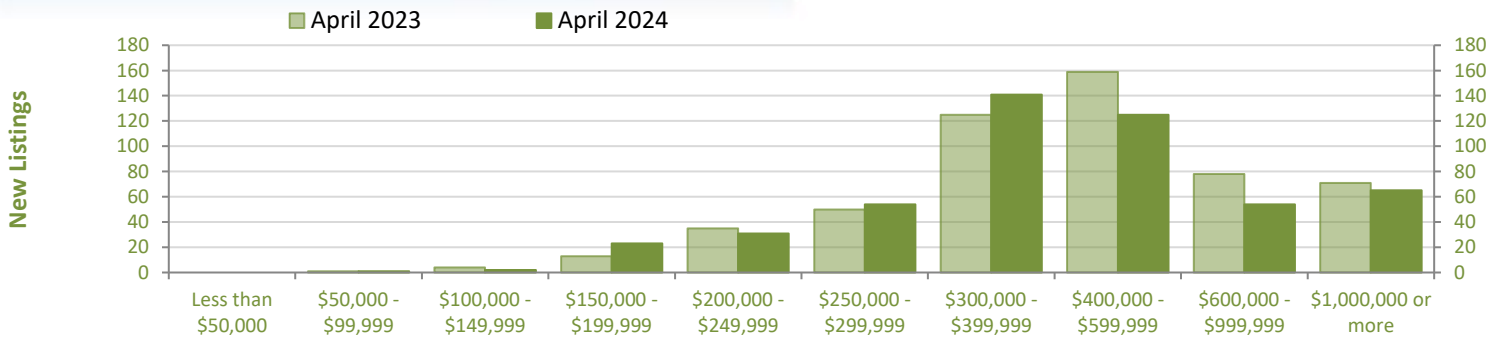


New Listings by Initial Listing Price

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	0.0%
\$100,000 - \$149,999	2	-50.0%
\$150,000 - \$199,999	23	76.9%
\$200,000 - \$249,999	31	-11.4%
\$250,000 - \$299,999	54	8.0%
\$300,000 - \$399,999	141	12.8%
\$400,000 - \$599,999	125	-21.4%
\$600,000 - \$999,999	54	-30.8%
\$1,000,000 or more	65	-8.5%

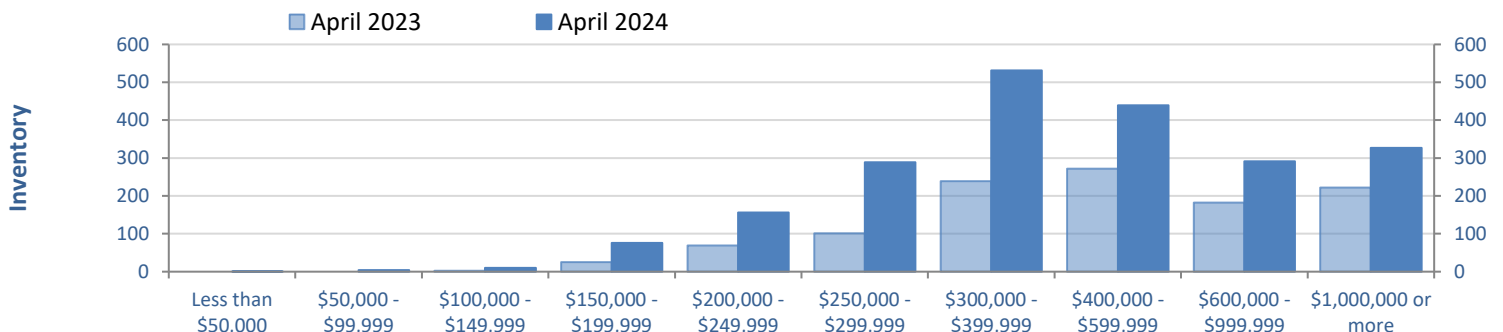


Inventory by Current Listing Price

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	1	N/A
\$50,000 - \$99,999	4	N/A
\$100,000 - \$149,999	10	400.0%
\$150,000 - \$199,999	76	204.0%
\$200,000 - \$249,999	156	126.1%
\$250,000 - \$299,999	289	186.1%
\$300,000 - \$399,999	531	122.2%
\$400,000 - \$599,999	439	61.4%
\$600,000 - \$999,999	291	59.9%
\$1,000,000 or more	327	47.3%



Monthly Distressed Market - April 2024

Townhouses and Condos

Sarasota County



		April 2024	April 2023	Percent Change Year-over-Year
Traditional	Closed Sales	431	380	13.4%
	Median Sale Price	\$399,000	\$399,950	-0.2%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$341,000	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$260,000	N/A

