



# Zip Code: 34236

**Bruce Myer**

Sales Associate

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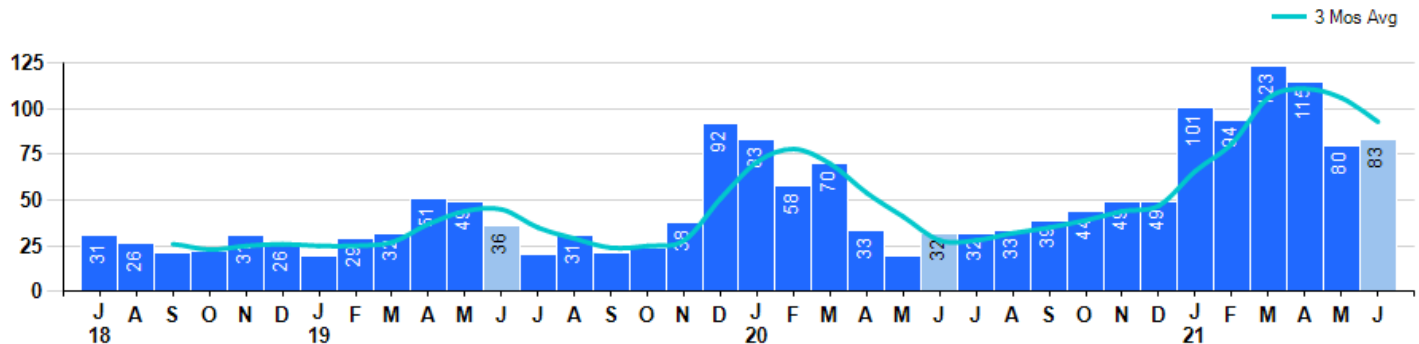
Price Range: 0 to 999999999 | Properties: Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,497,500	↑		↑				
Average List Price of all Current Listings	\$2,239,487	↑		↑				
June Median Sales Price	\$718,885	↓	↓	↑	↑	\$743,500	↓	↑
June Average Sales Price	\$1,074,355	↓	↓	↑	↑	\$1,475,465	↑	↑
Total Properties Currently for Sale (Inventory)	91	↓		↓				
June Number of Properties Sold	83	↑		↑		596	↑	
June Average Days on Market (Solds)	108	↓	↑	↓	↑	85	↔	↓
Asking Price per Square Foot (based on New Listings)	\$653	↑	↑	↑	↑	\$712	↑	↑
June Sold Price per Square Foot	\$518	↓	↓	↑	↓	\$654	↑	↑
June Month's Supply of Inventory	1.1	↓	↓	↓	↓	1.5	↓	↓
June Sale Price vs List Price Ratio	99.2%	↑	↑	↑	↑	97.5%	↑	↑

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

## Property Sales

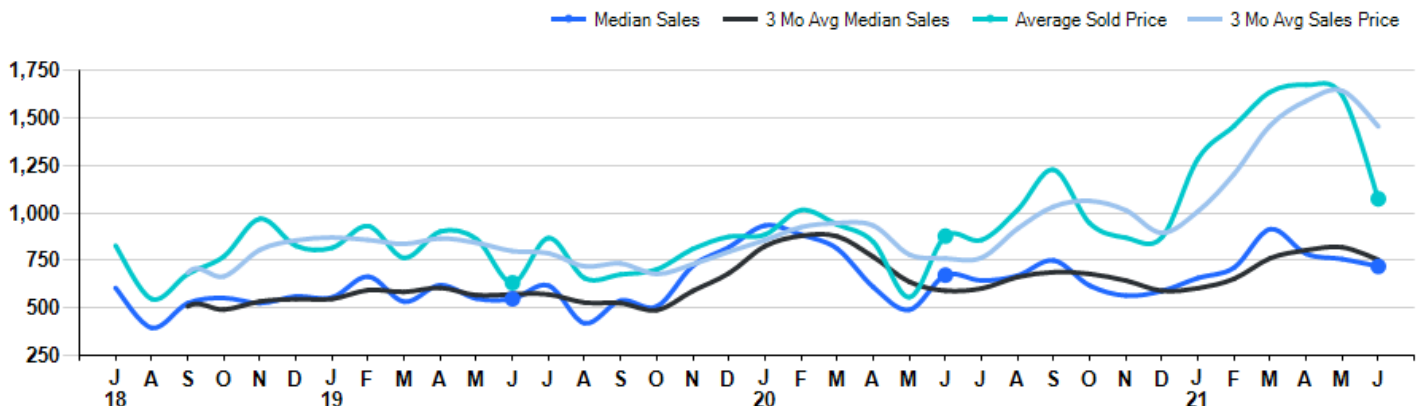
June Property sales were 83, up 159.4% from 32 in June of 2020 and 3.8% higher than the 80 sales last month. June 2021 sales were at their highest level compared to June of 2020 and 2019. June YTD sales of 596 are running 102.0% ahead of last year's year-to-date sales of 295.



## Prices

The Median Sales Price in June was \$718,885, up 6.9% from \$672,750 in June of 2020 and down -5.1% from \$757,450 last month. The Average Sales Price in June was \$1,074,355, up 22.3% from \$878,214 in June of 2020 and down -33.6% from \$1,618,692 last month. June 2021 ASP was at highest level compared to June of 2020 and 2019.

Median means Middle (the same # of properties sold above and below Median) (000's)





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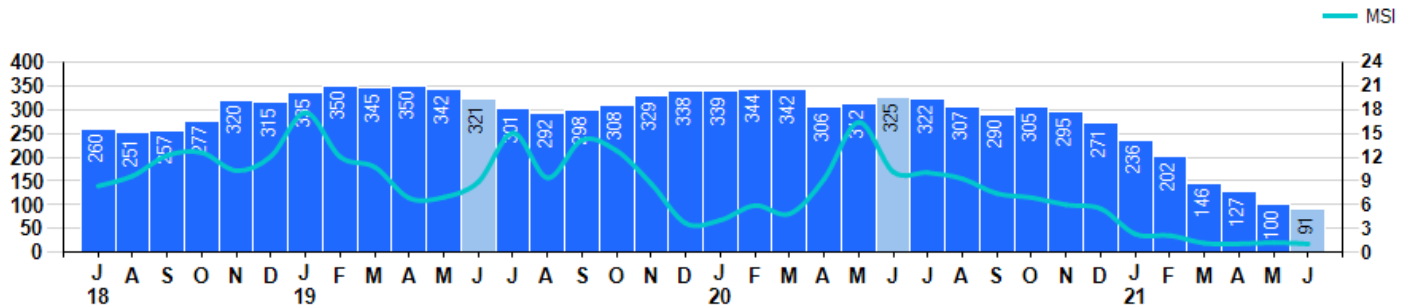
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## Inventory & MSI

The Total Inventory of Properties available for sale as of June was 91, down -9.0% from 100 last month and down -72.0% from 325 in June of last year. June 2021 Inventory was at the lowest level compared to June of 2020 and 2019.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2021 MSI of 1.1 months was at its lowest level compared with June of 2020 and 2019.

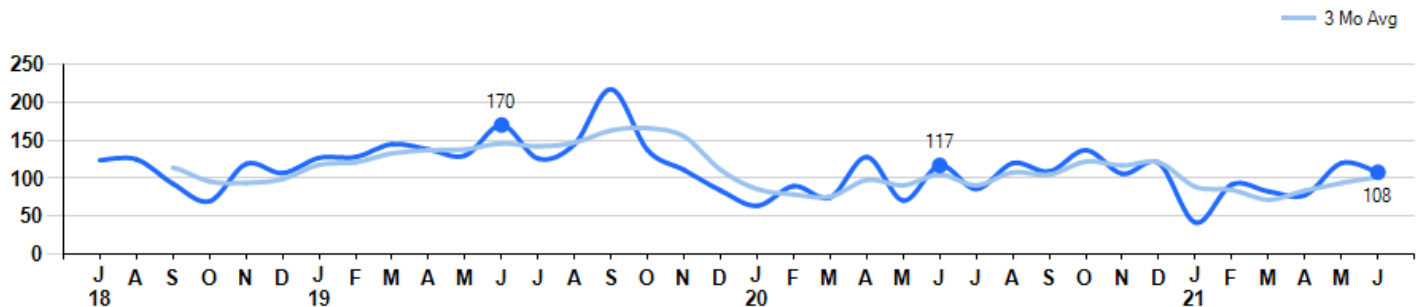
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for June was 108, down -10.0% from 120 days last month and down -7.7% from 117 days in June of last year. The June 2021 DOM was at its lowest level compared with June of 2020 and 2019.

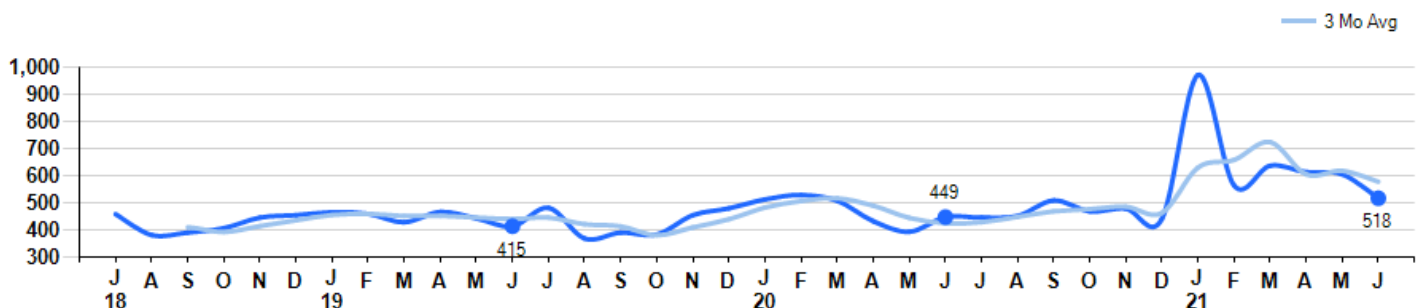
Average Days on Market(Listing to Contract) for properties sold during the month



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The June 2021 Selling Price per Square Foot of \$518 was down -14.5% from \$606 last month and up 15.4% from \$449 in June of last year.

Average Selling Price per Square Foot for properties that sold during the month





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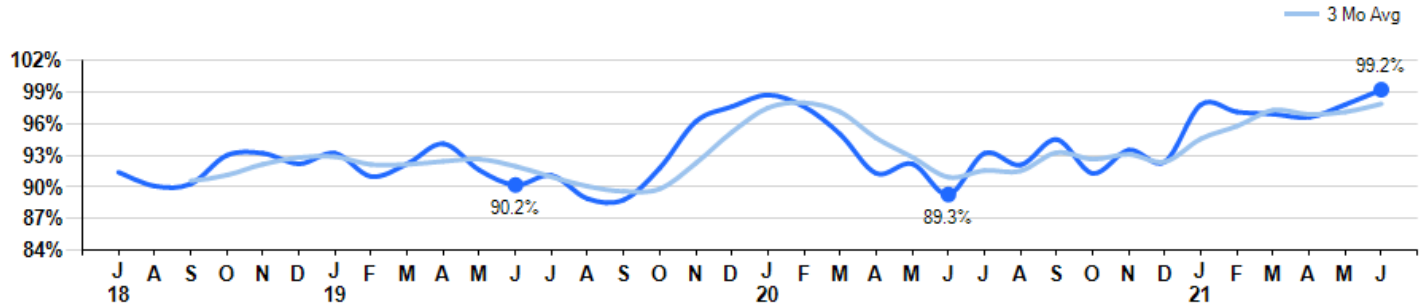
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**Selling Price vs Listing Price**

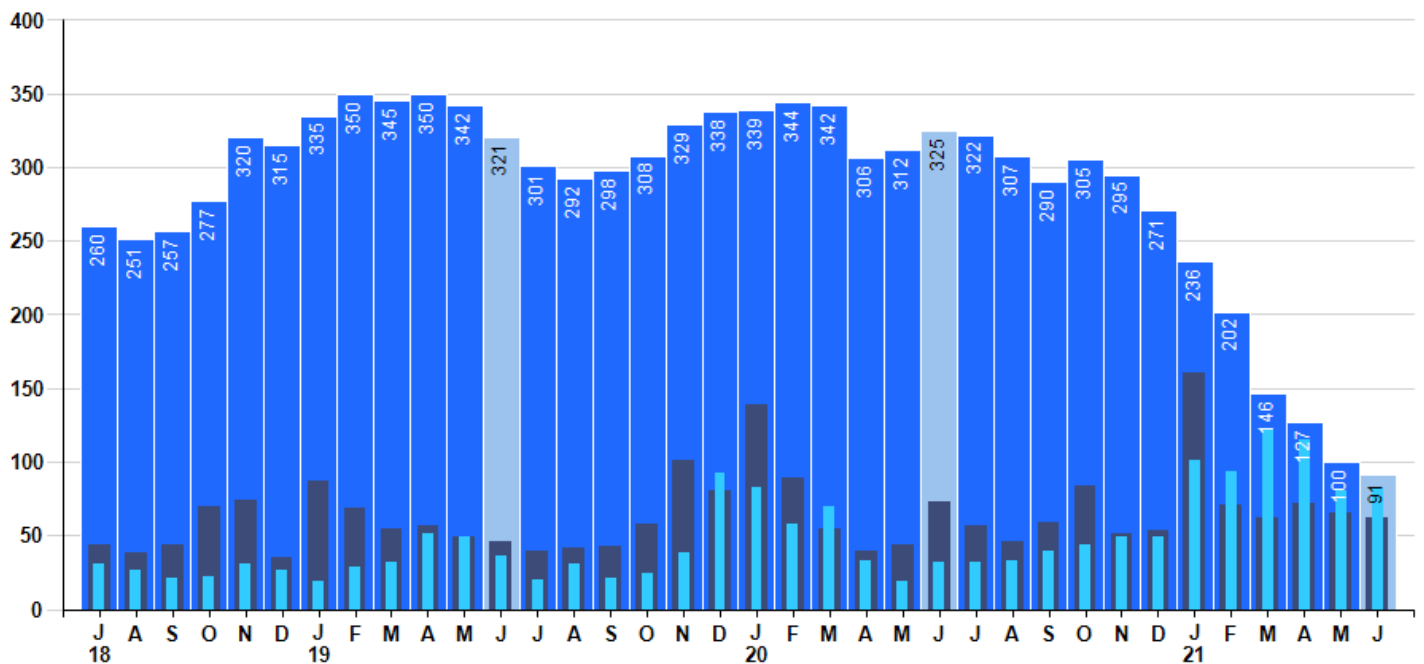
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The June 2021 Selling Price vs List Price of 99.2% was up from 97.8% last month and up from 89.3% in June of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month

**Inventory / New Listings / Sales**

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in June 2021 was 62, down -4.6% from 65 last month and down -15.1% from 73 in June of last year.

Inventory NewListings Sold





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	J 18	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J
Homes Sold	31	26	21	22	31	26	19	29	32	51	49	36	20	31	21	24	38	92	83	58	70	33	19	32	32	33	39	44	49	49	101	94	123	115	80	83
3 Mo. Roll Avg			26	23	25	26	25	25	27	37	44	45	35	29	24	25	28	51	71	78	70	54	41	28	28	32	35	39	44	47	66	81	106	111	106	93

(000's)	J 18	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J
MedianSalePrice	605	395	525	553	525	561	555	665	533	620	549	548	618	419	539	508	722	820	934	885	812	610	490	673	645	670	750	617	565	589	658	712	915	785	757	719
3 Mo. Roll Avg			508	491	534	546	547	594	584	606	567	572	571	528	525	489	590	683	825	880	877	769	637	591	602	662	688	679	644	590	604	653	762	804	819	754

	J 18	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J
Inventory	260	251	257	277	320	315	335	350	345	350	342	321	301	292	298	308	329	338	339	344	342	306	312	325	322	307	290	305	295	271	236	202	146	127	100	91
MSI	8	10	12	13	10	12	18	12	11	7	7	9	15	9	14	13	9	4	4	6	5	9	16	10	10	9	7	7	6	6	2	2	1	1	1	1

	J 18	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J
Days On Market	124	125	93	70	119	107	127	128	145	138	130	170	126	145	217	137	111	84	64	90	75	128	71	117	86	120	109	137	106	120	42	92	83	78	120	108
3 Mo. Roll Avg			114	96	94	99	118	121	133	137	138	146	142	147	163	166	155	111	86	79	76	98	91	105	91	108	105	122	117	121	89	85	72	84	94	102

	J 18	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J
Price per Sq Ft	460	383	392	408	447	456	467	461	430	468	444	415	483	370	392	385	456	481	514	530	509	434	395	449	447	453	510	470	480	442	971	565	638	614	606	518
3 Mo. Roll Avg			412	394	416	437	457	461	453	453	447	442	447	423	415	382	411	441	484	508	518	491	446	426	430	450	470	478	487	464	631	659	725	606	619	579

	J 18	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J
Sale to List Price	0.914	0.901	0.903	0.930	0.932	0.922	0.932	0.910	0.922	0.941	0.916	0.902	0.911	0.889	0.888	0.918	0.962	0.976	0.987	0.976	0.950	0.913	0.922	0.893	0.932	0.921	0.945	0.913	0.935	0.924	0.978	0.971	0.969	0.966	0.978	0.992
3 Mo. Roll Avg			0.906	0.911	0.922	0.928	0.929	0.921	0.921	0.924	0.926	0.920	0.910	0.901	0.896	0.898	0.923	0.952	0.975	0.980	0.971	0.946	0.928	0.909	0.916	0.915	0.933	0.926	0.931	0.924	0.946	0.958	0.973	0.969	0.971	0.979

	J 18	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J
New Listings	44	38	44	70	74	35	87	69	55	57	49	46	39	42	43	58	101	81	139	89	55	39	44	73	57	46	59	84	51	53	160	71	62	72	65	62
Inventory	260	251	257	277	320	315	335	350	345	350	342	321	301	292	298	308	329	338	339	344	342	306	312	325	322	307	290	305	295	271	236	202	146	127	100	91
Sales	31	26	21	22	31	26	19	29	32	51	49	36	20	31	21	24	38	92	83	58	70	33	19	32	32	33	39	44	49	49	101	94	123	115	80	83

(000's)	J 18	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J
Avg Sale Price	828	547	679	771	970	827	816	931	763	903	863	632	868	657	676	702	811	875	886	1,015	939	847	557	878	857	1,016	1,227	946	870	871	1,286	1,458	1,637	1,674	1,619	1,074
3 Mo. Roll Avg			685	666	806	856	871	858	837	866	843	799	788	719	734	679	730	796	857	925	947	934	781	761	764	917	1,034	1,063	1,014	896	1,009	1,205	1,460	1,590	1,643	1,456