

# Zip Code: 34236

## Bruce Myer

Sales Associate

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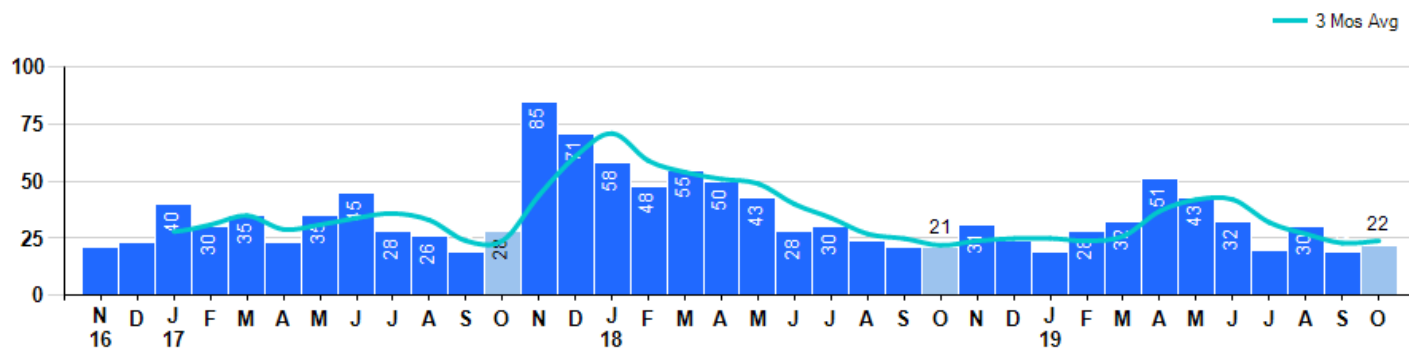
Price Range: 0 to 999999999 | Properties: Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$750,950	↑		↑				
Average List Price of all Current Listings	\$1,287,110	↑		↑				
October Median Sales Price	\$453,500	↓	↓	↓	↓	\$547,000	↓	↓
October Average Sales Price	\$710,477	↑	↓	↓	↓	\$798,989	↓	↓
Total Properties Currently for Sale (Inventory)	264	↔		↑				
October Number of Properties Sold	22	↑		↑		296	↓	
October Average Days on Market (Solds)	134	↓	↓	↑	↑	141	↑	↑
Asking Price per Square Foot (based on New Listings)	\$571	↑	↔	↑	↑	\$538	↑	↑
October Sold Price per Square Foot	\$397	↓	↓	↓	↓	\$440	↓	↓
October Month's Supply of Inventory	12.0	↓	↑	↑	↑	10.7	↑	↑
October Sale Price vs List Price Ratio	92.1%	↑	↑	↓	↓	91.5%	↓	↓

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

## Property Sales

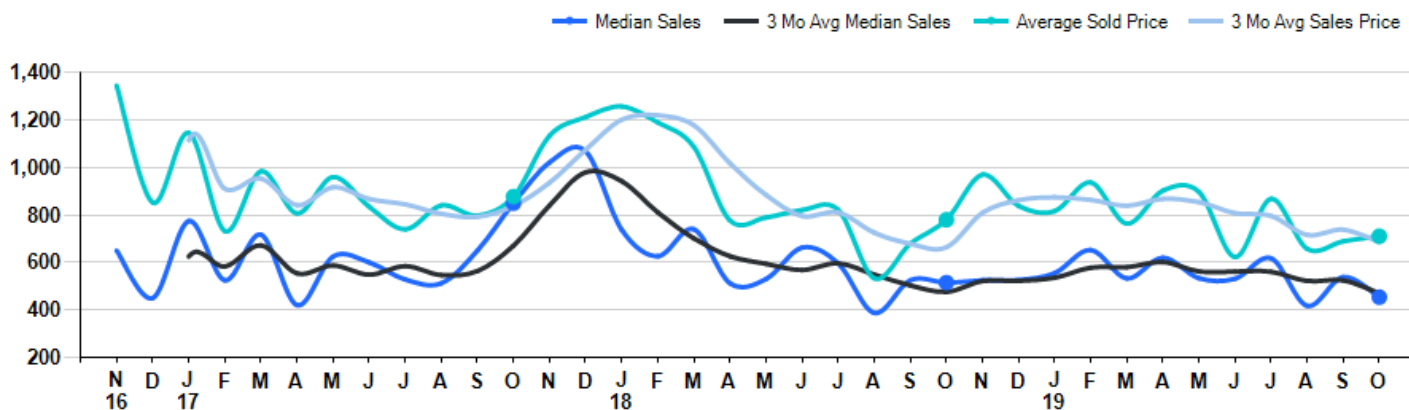
October Property sales were 22, up 4.8% from 21 in October of 2018 and 15.8% higher than the 19 sales last month. October 2019 sales were at a mid level compared to October of 2018 and 2017. October YTD sales of 296 are running -21.7% behind last year's year-to-date sales of 378.



## Prices

The Median Sales Price in October was \$453,500, down -11.9% from \$515,000 in October of 2018 and down -15.9% from \$539,000 last month. The Average Sales Price in October was \$710,477, down -8.9% from \$779,807 in October of 2018 and up 3.1% from \$688,837 last month. October 2019 ASP was at the lowest level compared to October of 2018 and 2017.

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



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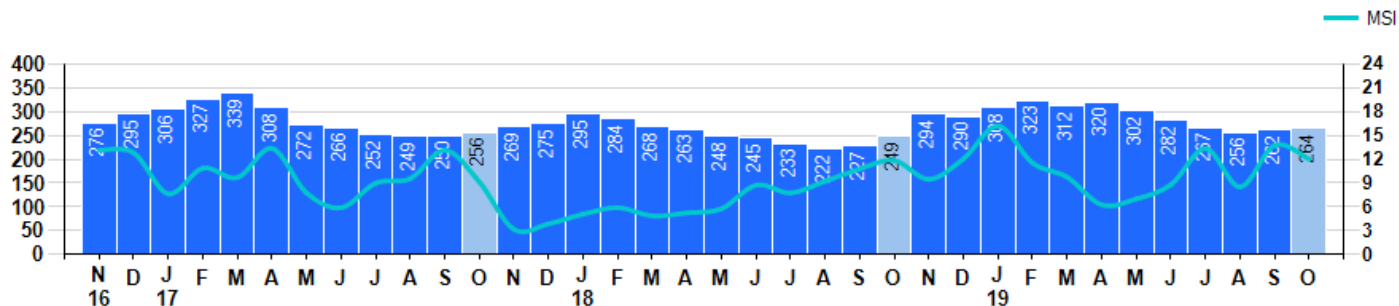
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## Inventory & MSI

The Total Inventory of Properties available for sale as of October was 264, up 0.8% from 262 last month and up 6.0% from 249 in October of last year. October 2019 Inventory was at highest level compared to October of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2019 MSI of 12.0 months was at its highest level compared with October of 2018 and 2017.

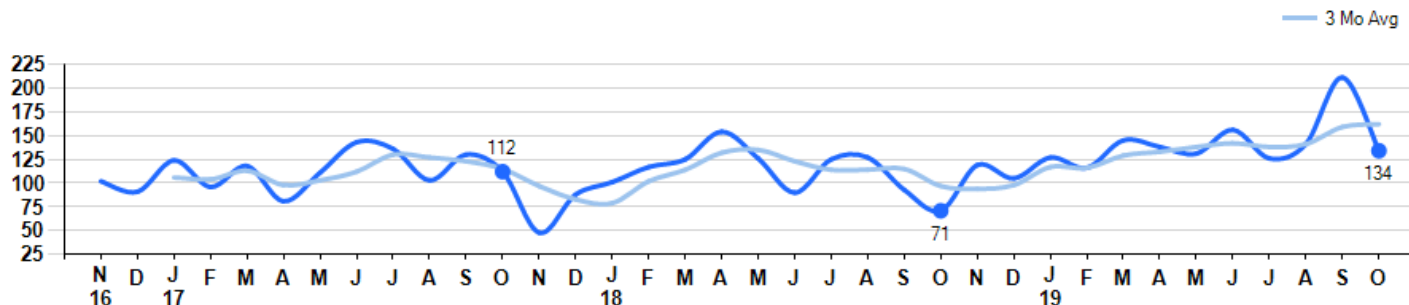
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 October was 134, down -36.5% from 211 days last month and up 88.7% from 71 days in October of last year. The October 2019 DOM was at its highest level compared with October of 2018 and 2017.

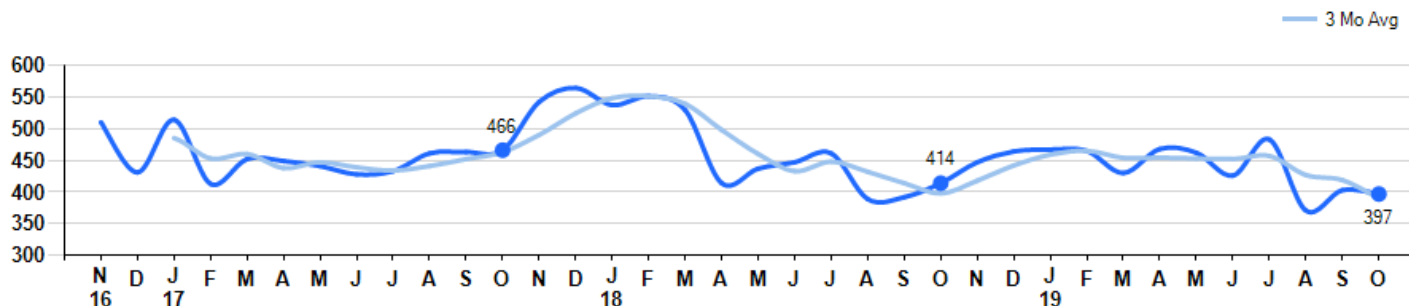
Average Days on Market (Listing to Contract) for properties sold during the month



## 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 October 2019 Selling Price per Square Foot of \$397 was down -1.5% from \$403 last month and down -4.1% from \$414 in October of last year.

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



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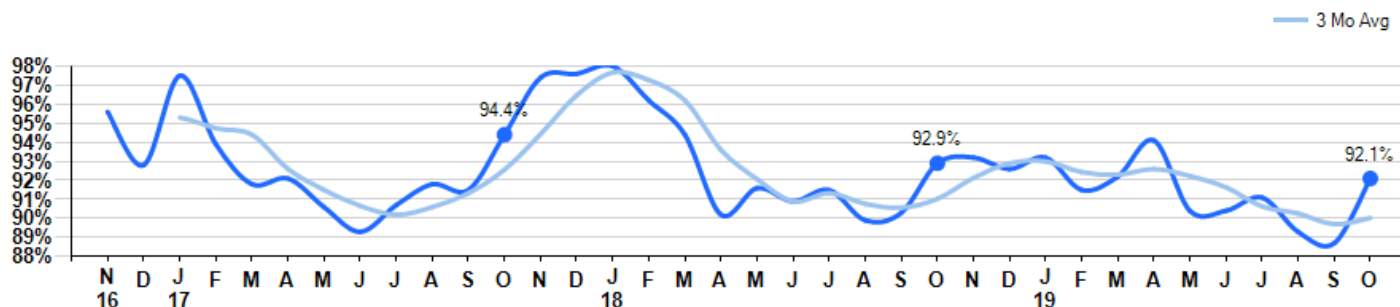
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## Selling Price vs Listing Price

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 October 2019 Selling Price vs List Price of 92.1% was up from 88.7% last month and down from 92.9% in October of last year.

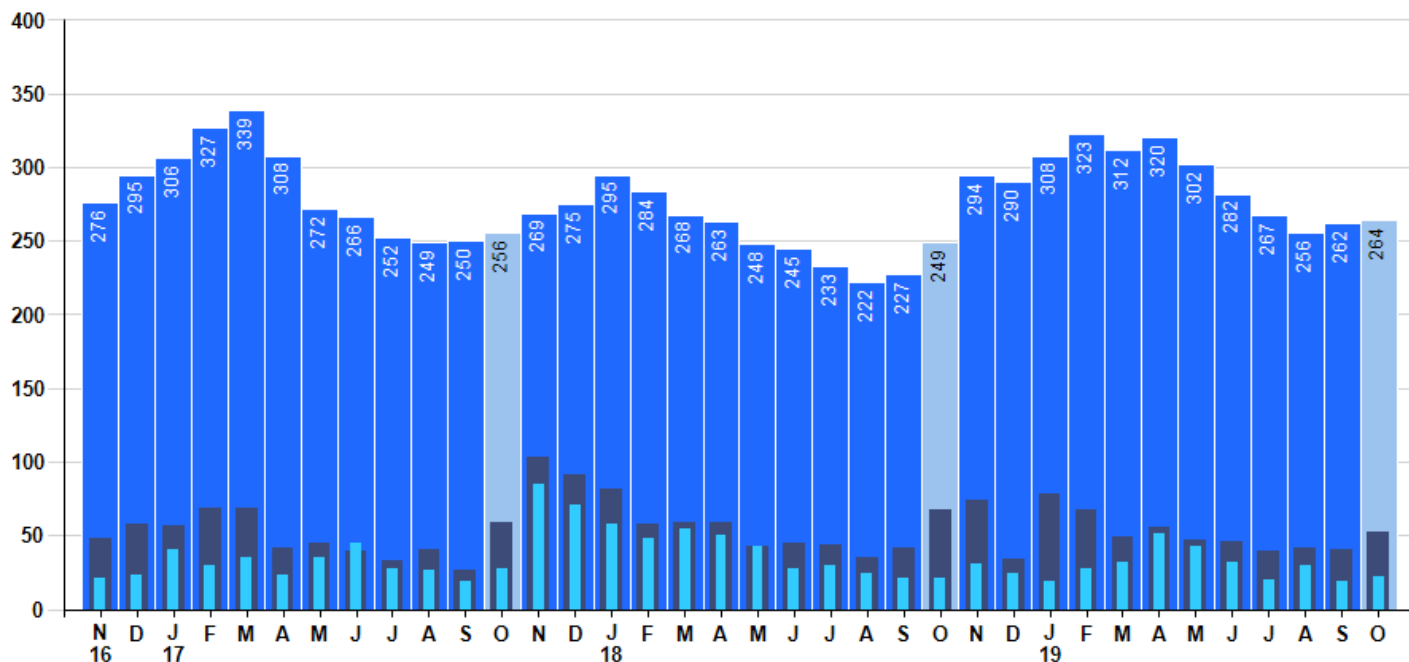
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 October 2019 was 52, up 26.8% from 41 last month and down -23.5% from 68 in October of last year.

Inventory NewListings Sold



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	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Homes Sold	21	23	40	30	35	23	35	45	28	26	19	28	85	71	58	48	55	50	43	28	30	24	21	21	31	24	19	28	32	51	43	32	20	30	19	22
3 Mo. Roll Avg			28	31	35	29	31	34	36	33	24	24	44	61	71	59	54	51	49	40	34	27	25	22	24	25	25	24	26	37	42	42	32	27	23	24

(000's)	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
MedianSalePrice	650	450	775	525	717	420	625	600	528	513	650	850	1,021	1,069	738	626	740	512	530	663	597	388	525	515	525	526	555	653	533	620	534	531	618	417	539	454
3 Mo. Roll Avg			625	583	672	554	587	548	584	547	563	671	840	980	943	811	701	626	594	568	596	549	503	476	522	522	535	578	580	602	562	562	561	522	525	470

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Inventory	276	295	306	327	339	308	272	266	252	249	250	256	269	275	295	284	268	263	248	245	233	222	227	249	294	290	308	323	312	320	302	282	267	256	262	264
MSI	13	13	8	11	10	13	8	6	9	10	13	9	3	4	5	6	5	5	6	9	8	9	11	12	9	12	16	12	10	6	7	9	13	9	14	12

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Days On Market	102	91	124	96	118	81	111	143	136	103	130	112	48	88	101	117	125	154	126	90	125	127	93	71	119	105	127	116	145	138	131	156	126	141	211	134
3 Mo. Roll Avg			106	104	113	98	103	112	130	127	123	115	97	83	79	102	114	132	135	123	114	114	115	97	94	98	117	116	129	133	138	142	138	141	159	162

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Price per Sq Ft	510	431	514	413	452	449	441	428	433	461	463	466	542	564	537	551	529	414	437	447	461	389	392	414	447	464	467	465	430	468	462	426	483	371	403	397
3 Mo. Roll Avg			485	453	460	438	447	439	434	441	452	463	490	524	548	551	539	498	460	433	448	432	414	398	418	442	459	465	454	454	453	452	457	427	419	390

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Sale to List Price	0.956	0.928	0.975	0.939	0.918	0.921	0.906	0.893	0.907	0.918	0.915	0.944	0.974	0.976	0.980	0.962	0.944	0.902	0.916	0.909	0.915	0.899	0.903	0.929	0.932	0.926	0.932	0.915	0.922	0.941	0.904	0.904	0.911	0.893	0.887	0.921
3 Mo. Roll Avg			0.953	0.947	0.944	0.926	0.915	0.907	0.902	0.906	0.913	0.926	0.944	0.965	0.977	0.973	0.962	0.936	0.921	0.909	0.913	0.908	0.906	0.910	0.921	0.929	0.930	0.924	0.923	0.926	0.922	0.916	0.906	0.903	0.897	0.900

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
New Listings	48	58	57	69	69	42	45	39	33	40	26	59	103	91	82	58	59	59	43	45	44	35	42	68	74	34	78	68	49	56	47	46	39	42	41	52
Inventory	276	295	306	327	339	308	272	266	252	249	250	256	269	275	295	284	268	263	248	245	233	222	227	249	294	290	308	323	312	320	302	282	267	256	262	264
Sales	21	23	40	30	35	23	35	45	28	26	19	28	85	71	58	48	55	50	43	28	30	24	21	21	31	24	19	28	32	51	43	32	20	30	19	22

(000's)	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Avg Sale Price	1,345	852	1,146	732	984	807	960	835	739	840	797	877	1,134	1,212	1,257	1,189	1,087	777	789	821	822	533	679	780	970	838	816	937	763	903	897	623	868	657	689	710
3 Mo. Roll Avg			1,114	910	954	841	917	867	845	805	792	838	936	1,075	1,201	1,220	1,178	1,018	884	796	811	725	678	664	809	862	874	864	839	868	854	807	796	716	738	686