



Zip Code: 34236

**Bruce Myer**

Sales Associate

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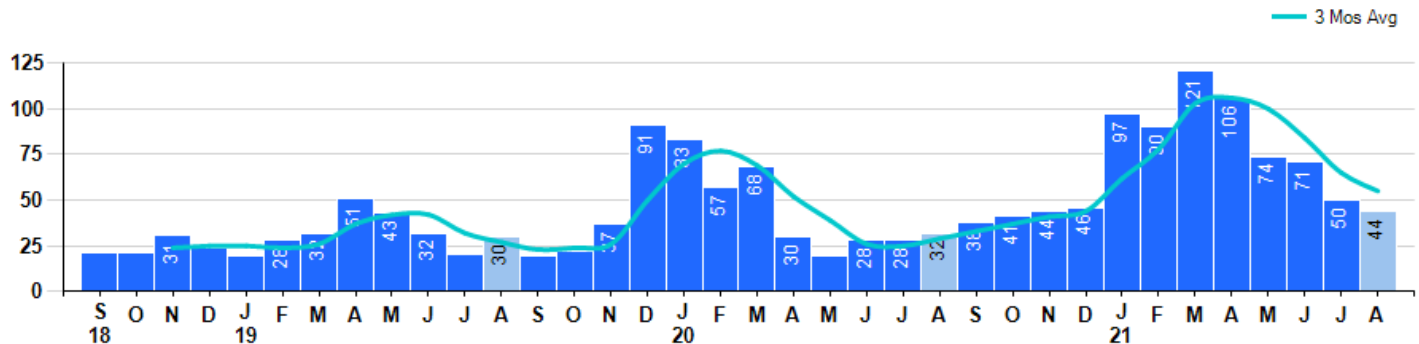
Price Range: 0 to 999999999 | Properties: Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,289,000	↑		↑				
Average List Price of all Current Listings	\$2,257,665	↑		↑				
August Median Sales Price	\$644,000	↔	↓	↓	↓	\$718,885	↓	↔
August Average Sales Price	\$1,045,142	↑	↓	↑	↑	\$1,443,562	↑	↑
Total Properties Currently for Sale (Inventory)	70	↓		↓				
August Number of Properties Sold	44	↓		↑		653	↑	
August Average Days on Market (Solds)	91	↑	↓	↓	↑	85	↓	↓
Asking Price per Square Foot (based on New Listings)	\$636	↓	↓	↑	↑	\$720	↑	↑
August Sold Price per Square Foot	\$546	↓	↓	↑	↓	\$656	↑	↑
August Month's Supply of Inventory	1.6	↑	↑	↓	↓	1.6	↓	↓
August Sale Price vs List Price Ratio	94.5%	↓	↓	↑	↓	97.3%	↑	↑

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

Property Sales

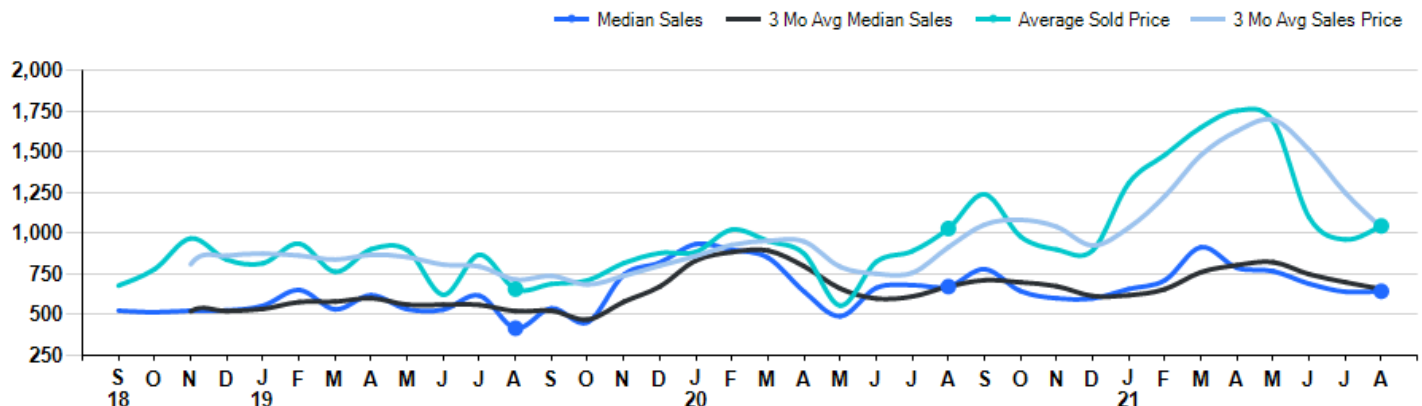
August Property sales were 44, up 37.5% from 32 in August of 2020 and -12.0% lower than the 50 sales last month. August 2021 sales were at their highest level compared to August of 2020 and 2019. August YTD sales of 653 are running 89.3% ahead of last year's year-to-date sales of 345.



Prices

The Median Sales Price in August was \$644,000, down -4.2% from \$672,500 in August of 2020 and up 0.5% from \$641,000 last month. The Average Sales Price in August was \$1,045,142, up 1.5% from \$1,029,251 in August of 2020 and up 8.7% from \$961,395 last month. August 2021 ASP was at highest level compared to August of 2020 and 2019.

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





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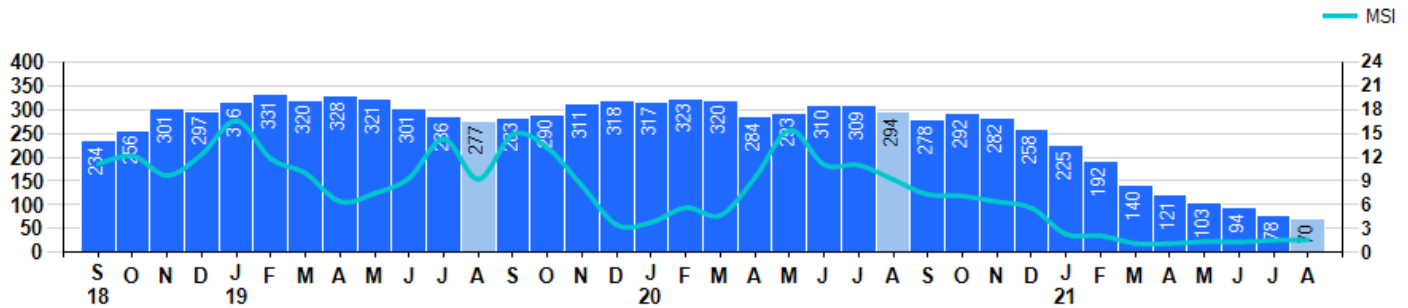
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 70, down -10.3% from 78 last month and down -76.2% from 294 in August of last year. August 2021 Inventory was at the lowest level compared to August of 2020 and 2019.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2021 MSI of 1.6 months was at its lowest level compared with August of 2020 and 2019.

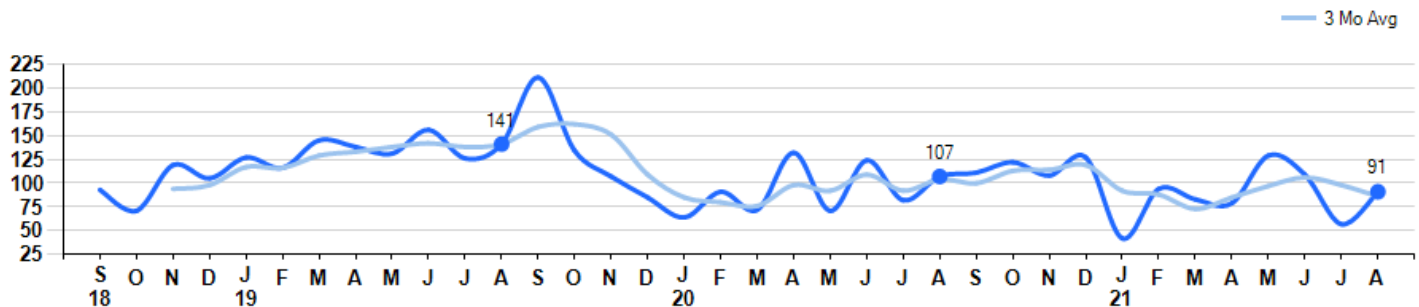
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 91, up 59.6% from 57 days last month and down -15.0% from 107 days in August of last year. The August 2021 DOM was at its lowest level compared with August of 2020 and 2019.

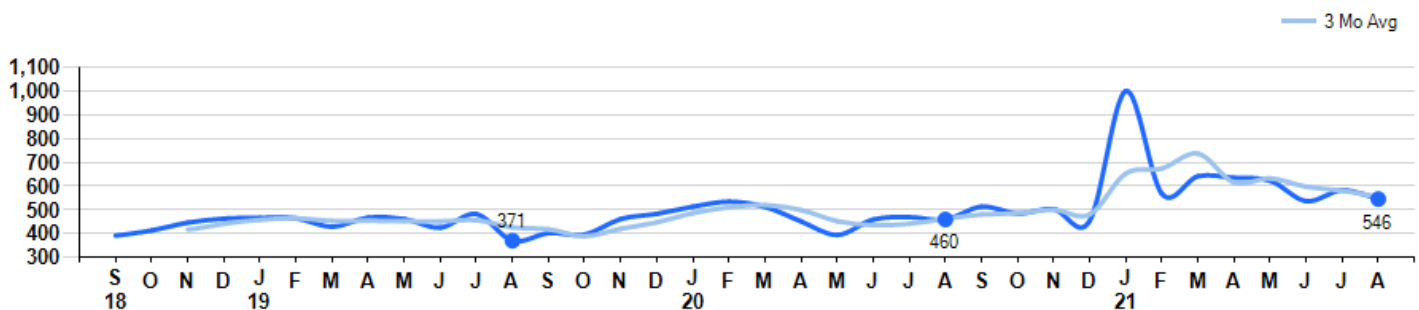
Average Days on Market(Listing to Contract) for properties sold during the month



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 August 2021 Selling Price per Square Foot of \$546 was down -6.3% from \$583 last month and up 18.7% from \$460 in August of last year.

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





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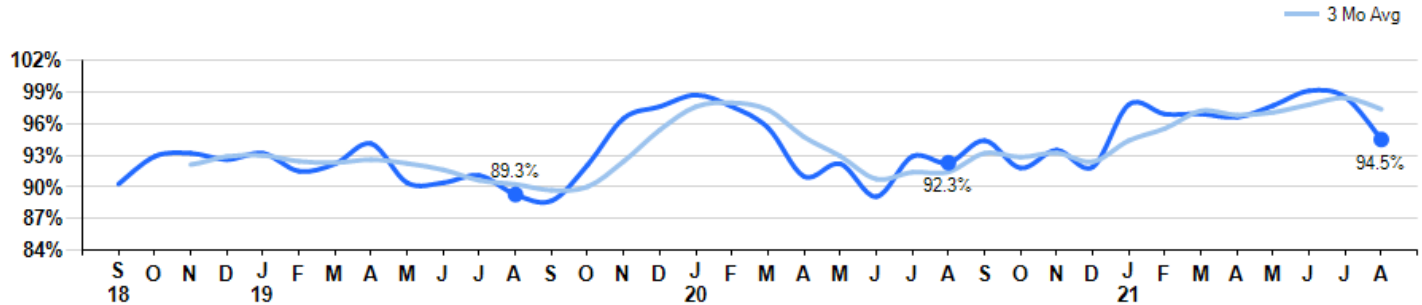
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Selling Price vs Listing Price

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 August 2021 Selling Price vs List Price of 94.5% was down from 98.5% last month and up from 92.3% in August of last year.

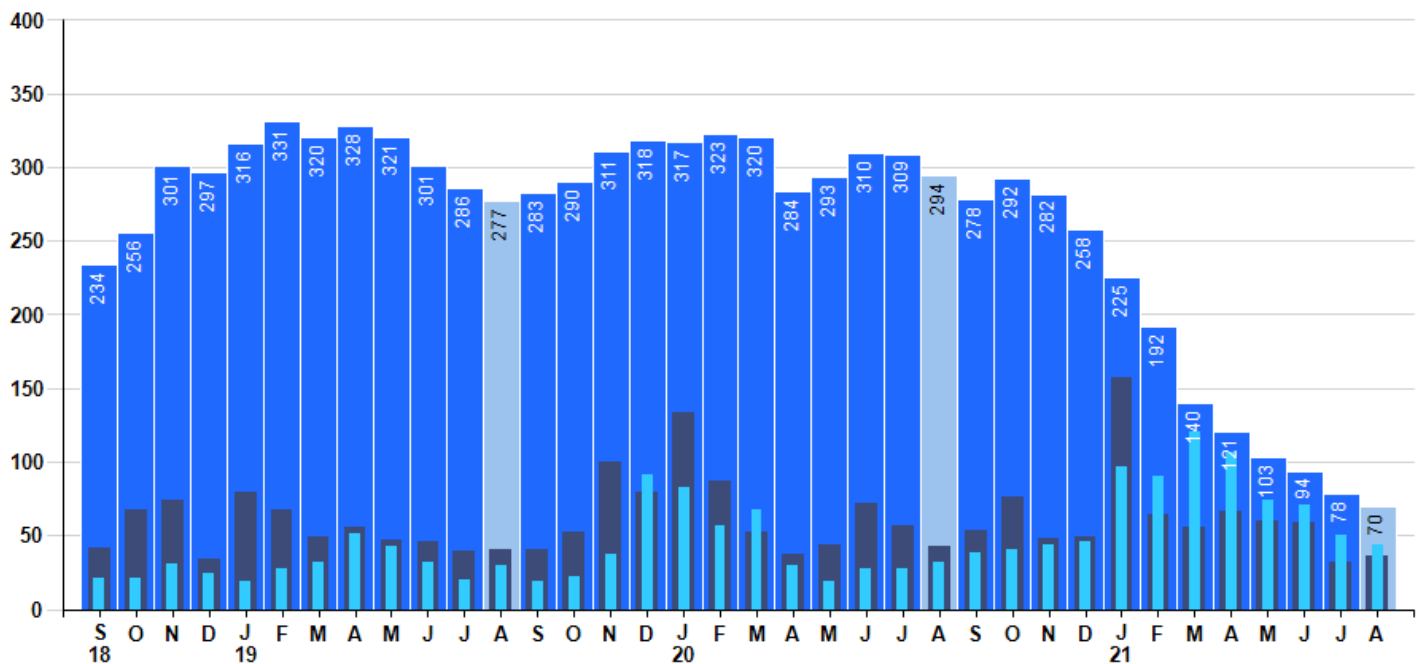
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2021 was 36, up 12.5% from 32 last month and down -16.3% from 43 in August of last year.

Inventory New Listings Sold





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	S 18	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	J	A
Homes Sold	21	21	31	24	19	28	32	51	43	32	20	30	19	22	37	91	83	57	68	30	19	28	28	32	38	41	44	46	97	90	121	106	74	71	50	44
3 Mo. Roll Avg			24	25	25	24	26	37	42	42	32	27	23	24	26	50	70	77	69	52	39	26	25	29	33	37	41	44	62	78	103	106	100	84	65	55

(000's)	S 18	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	J	A
MedianSalePrice	525	515	525	526	555	653	533	620	534	531	618	417	539	454	745	820	934	899	850	643	490	665	682	673	780	645	601	600	658	712	915	788	768	690	641	644
3 Mo. Roll Avg			522	522	535	578	580	602	562	562	561	522	525	470	579	673	833	884	894	797	661	599	612	673	712	699	675	615	620	657	762	805	823	748	700	658

	S 18	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	J	A
Inventory	234	256	301	297	316	331	320	328	321	301	286	277	283	290	311	318	317	323	320	284	293	310	309	294	278	292	282	258	225	192	140	121	103	94	78	70
MSI	11	12	10	12	17	12	10	6	7	9	14	9	15	13	8	3	4	6	5	9	15	11	11	9	7	7	6	6	2	2	1	1	1	1	2	2

	S 18	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	J	A
Days On Market	93	71	119	105	127	116	145	138	131	156	126	141	211	134	107	85	64	91	72	132	71	124	82	107	111	122	108	127	42	94	83	79	129	109	57	91
3 Mo. Roll Avg			94	98	117	116	129	133	138	142	138	141	159	162	151	109	85	80	76	98	92	109	92	104	100	113	114	119	92	88	73	85	97	106	98	86

	S 18	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	J	A
Price per Sq Ft	392	414	447	464	467	465	430	468	462	426	483	371	403	397	462	484	514	535	513	452	395	460	470	460	514	485	504	454	1,000	568	642	635	623	537	583	546
3 Mo. Roll Avg			418	442	459	465	454	454	453	452	457	427	419	390	421	448	487	511	521	500	453	436	442	463	481	486	501	481	653	674	737	615	633	598	581	555

	S 18	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	J	A
Sale to List Price	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	0.965	0.976	0.987	0.976	0.956	0.910	0.922	0.891	0.929	0.923	0.944	0.918	0.935	0.919	0.978	0.969	0.969	0.966	0.977	0.991	0.985	0.945
3 Mo. Roll Avg			0.921	0.929	0.930	0.924	0.923	0.926	0.922	0.916	0.906	0.903	0.897	0.900	0.924	0.954	0.976	0.980	0.973	0.947	0.929	0.908	0.914	0.914	0.932	0.928	0.932	0.924	0.944	0.955	0.972	0.968	0.971	0.978	0.984	0.974

	S 18	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	J	A
New Listings	42	68	74	34	79	68	49	56	47	46	39	41	41	52	100	79	133	87	52	37	44	72	57	43	54	76	48	49	157	64	56	66	60	59	32	36
Inventory	234	256	301	297	316	331	320	328	321	301	286	277	283	290	311	318	317	323	320	284	293	310	309	294	278	292	282	258	225	192	140	121	103	94	78	70
Sales	21	21	31	24	19	28	32	51	43	32	20	30	19	22	37	91	83	57	68	30	19	28	28	32	38	41	44	46	97	90	121	106	74	71	50	44

(000's)	S 18	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	J	A
Avg Sale Price	679	780	970	838	816	937	763	903	897	623	868	657	689	710	817	878	886	1,023	953	874	557	825	890	1,029	1,240	980	900	895	1,309	1,482	1,650	1,753	1,687	1,097	961	1,045
3 Mo. Roll Avg			809	862	874	864	839	868	854	807	796	716	738	686	739	802	860	929	954	950	795	752	757	915	1,053	1,083	1,040	925	1,035	1,228	1,480	1,628	1,697	1,513	1,249	1,035