



Zip Code: 34236

**Bruce Myer**

Sales Associate

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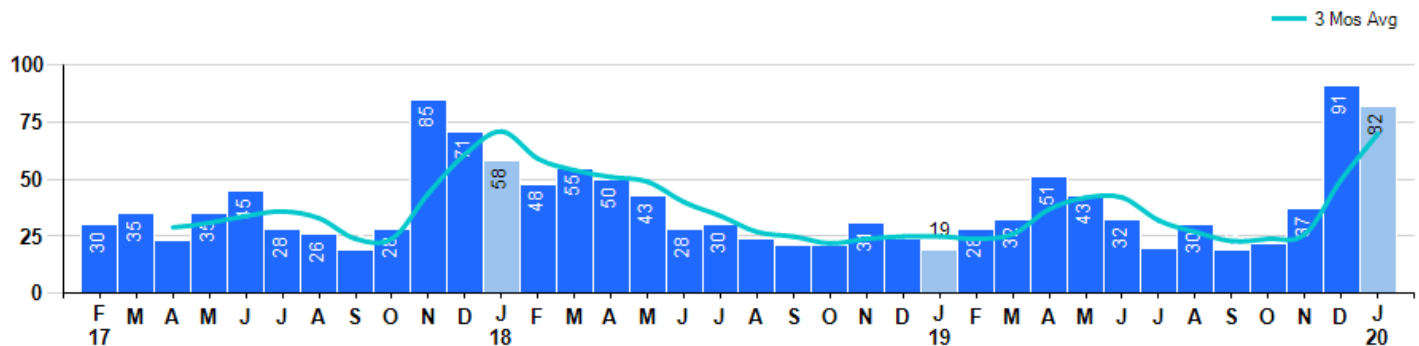
Price Range: 0 to 999999999 | Properties: Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$739,000	↑		↑				
Average List Price of all Current Listings	\$1,248,488	↔		↑				
January Median Sales Price	\$934,000	↑	↑	↑	↑	\$934,000	↑	↑
January Average Sales Price	\$879,052	↔	↑	↑	↑	\$879,052	↑	↑
Total Properties Currently for Sale (Inventory)	291	↓		↓				
January Number of Properties Sold	82	↓		↑		82	↔	
January Average Days on Market (Solds)	61	↓	↓	↓	↓	61	↓	↓
Asking Price per Square Foot (based on New Listings)	\$538	↓	↔	↑	↔	\$538	↑	↔
January Sold Price per Square Foot	\$513	↑	↑	↑	↑	\$513	↑	↑
January Month's Supply of Inventory	3.5	↑	↓	↓	↓	3.5	↓	↓
January Sale Price vs List Price Ratio	98.9%	↑	↑	↑	↑	98.9%	↑	↑

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

Property Sales

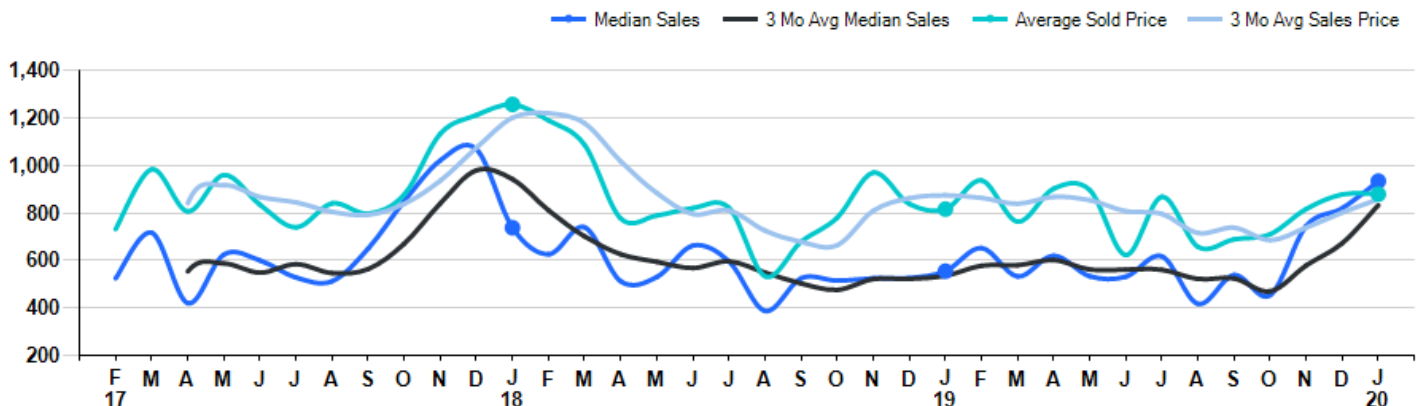
January Property sales were 82, up 331.6% from 19 in January of 2019 and -9.9% lower than the 91 sales last month. January 2020 sales were at their highest level compared to January of 2019 and 2018. January YTD sales of 82 are running 331.6% ahead of last year's year-to-date sales of 19.



Prices

The Median Sales Price in January was \$934,000, up 68.3% from \$555,000 in January of 2019 and up 13.9% from \$820,080 last month. The Average Sales Price in January was \$879,052, up 7.7% from \$815,974 in January of 2019 and up 0.1% from \$878,061 last month. January 2020 ASP was at a mid range compared to January of 2019 and 2018.

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





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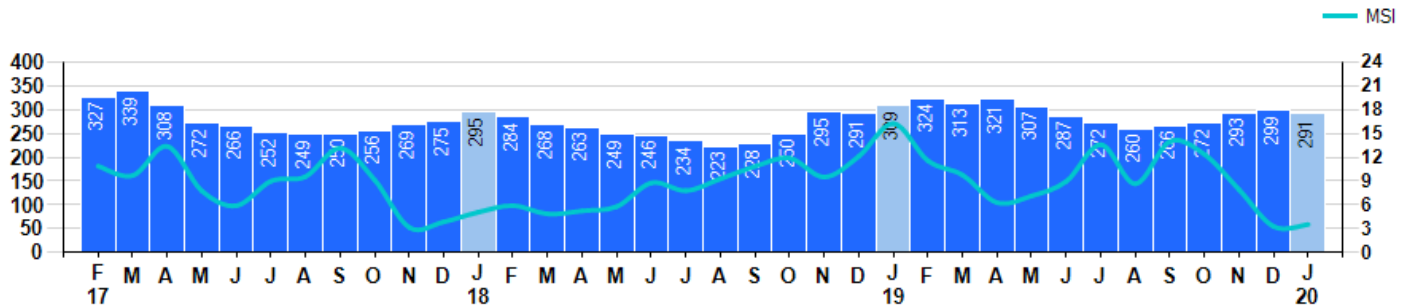
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 291, down -2.7% from 299 last month and down -5.8% from 309 in January of last year. January 2020 Inventory was at the lowest level compared to January of 2019 and 2018.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2020 MSI of 3.5 months was at its lowest level compared with January of 2019 and 2018.

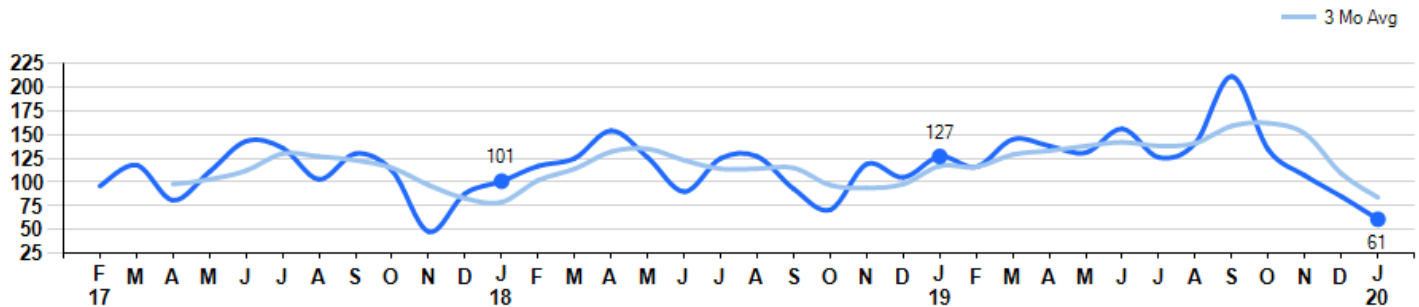
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 61, down -28.2% from 85 days last month and down -52.0% from 127 days in January of last year. The January 2020 DOM was at its lowest level compared with January of 2019 and 2018.

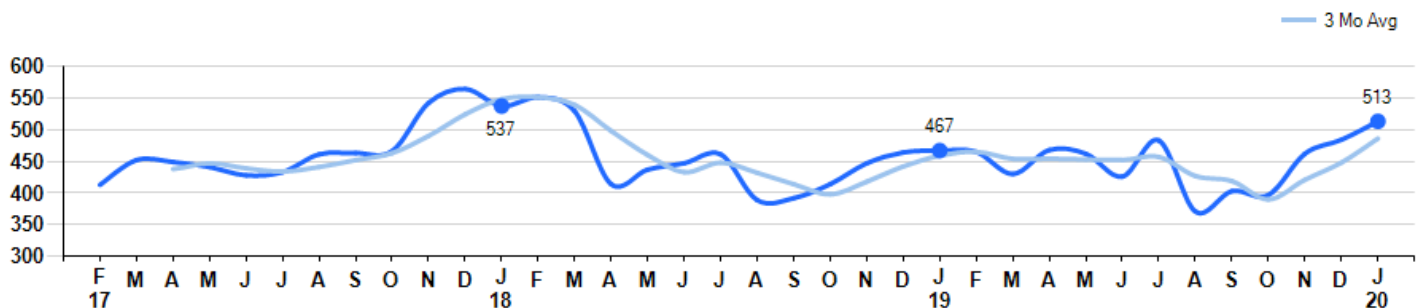
Average Days on Market (Listing to Contract) for properties sold during the month



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 January 2020 Selling Price per Square Foot of \$513 was up 6.0% from \$484 last month and up 9.9% from \$467 in January of last year.

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





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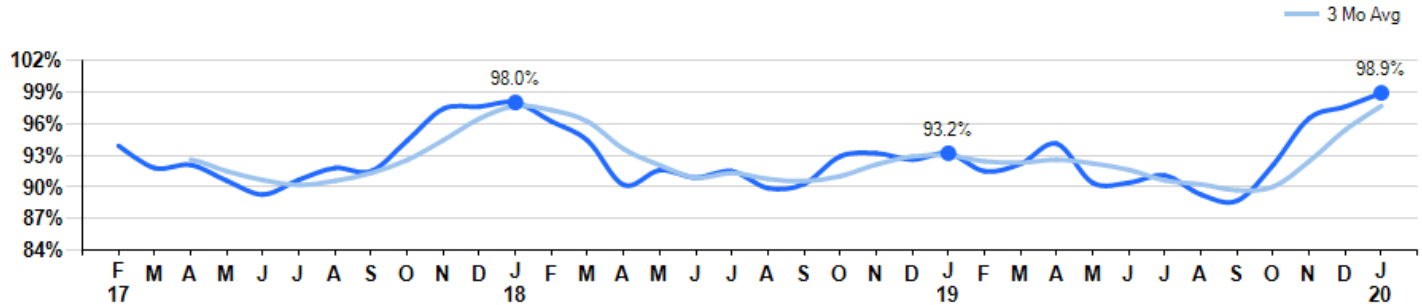
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Selling Price vs Listing Price

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 January 2020 Selling Price vs List Price of 98.9% was up from 97.6% last month and up from 93.2% in January of last year.

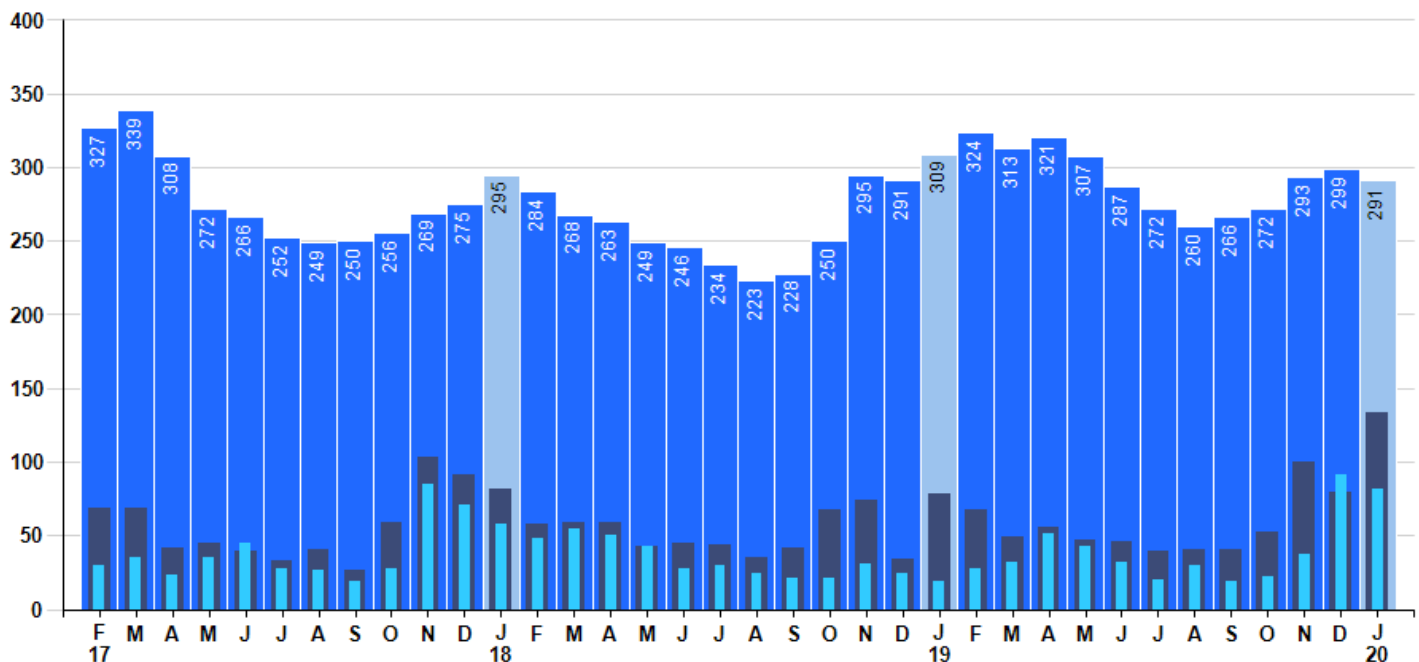
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2020 was 133, up 68.4% from 79 last month and up 70.5% from 78 in January of last year.

Inventory NewListings Sold





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	F 17	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	N	D	J 20
Homes Sold	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	37	91	82
3 Mo. Roll Avg			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	26	50	70

(000's)	F 17	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	N	D	J 20
MedianSalePrice	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	745	820	934
3 Mo. Roll Avg			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	579	673	833

	F 17	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	N	D	J 20
Inventory	327	339	308	272	266	252	249	250	256	269	275	295	284	268	263	249	246	234	223	228	250	295	291	309	324	313	321	307	287	272	260	266	272	293	299	291
MSI	11	10	13	8	6	9	10	13	9	3	4	5	6	5	5	6	9	8	9	11	12	10	12	16	12	10	6	7	9	14	9	14	12	8	3	4

	F 17	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	N	D	J 20
Days On Market	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	107	85	61
3 Mo. Roll Avg			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	151	109	84

	F 17	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	N	D	J 20
Price per Sq Ft	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	462	484	513
3 Mo. Roll Avg			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	421	448	486

	F 17	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	N	D	J 20
Sale to List Price	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	0.965	0.976	0.989
3 Mo. Roll Avg			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	0.924	0.954	0.977

	F 17	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	N	D	J 20
New Listings	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	41	41	52	100	79	133
Inventory	327	339	308	272	266	252	249	250	256	269	275	295	284	268	263	249	246	234	223	228	250	295	291	309	324	313	321	307	287	272	260	266	272	293	299	291
Sales	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	37	91	82

(000's)	F 17	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	N	D	J 20
Avg Sale Price	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	817	878	879
3 Mo. Roll Avg			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	739	802	858