



Zip Code: 34236

**Bruce Myer**

Sales Associate

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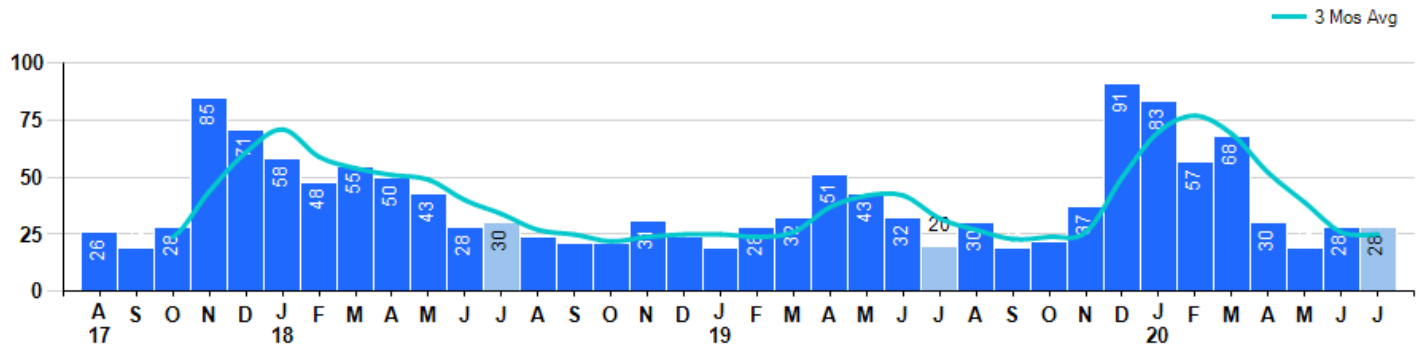
Price Range: 0 to 999999999 | Properties: Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$736,500	↓		↑				
Average List Price of all Current Listings	\$1,247,163	↓		↑				
July Median Sales Price	\$682,000	↑	↑	↑	↓	\$805,426	↑	↑
July Average Sales Price	\$890,438	↑	↑	↑	↑	\$899,162	↑	↑
Total Properties Currently for Sale (Inventory)	282	↓		↑				
July Number of Properties Sold	28	↔		↑		313	↑	
July Average Days on Market (Solds)	82	↓	↓	↓	↓	85	↓	↓
Asking Price per Square Foot (based on New Listings)	\$495	↓	↓	↓	↓	\$536	↑	↔
July Sold Price per Square Foot	\$470	↑	↑	↓	↑	\$496	↑	↑
July Month's Supply of Inventory	10.1	↓	↓	↓	↔	8.1	↓	↓
July Sale Price vs List Price Ratio	92.9%	↑	↑	↑	↓	95.3%	↑	↑

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

Property Sales

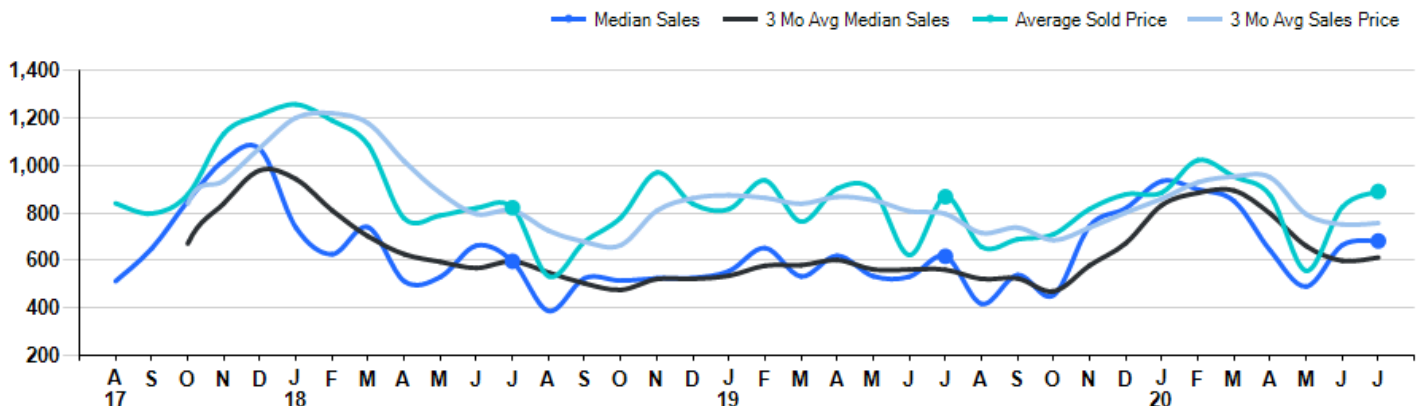
July Property sales were 28, up 40.0% from 20 in July of 2019 and equal to 0.0% 28 sales last month. July 2020 sales were at a mid level compared to July of 2019 and 2018. July YTD sales of 313 are running 39.1% ahead of last year's year-to-date sales of 225.



Prices

The Median Sales Price in July was \$682,000, up 10.4% from \$617,500 in July of 2019 and up 2.6% from \$664,500 last month. The Average Sales Price in July was \$890,438, up 2.6% from \$868,050 in July of 2019 and up 8.0% from \$824,691 last month. July 2020 ASP was at highest level compared to July of 2019 and 2018.

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





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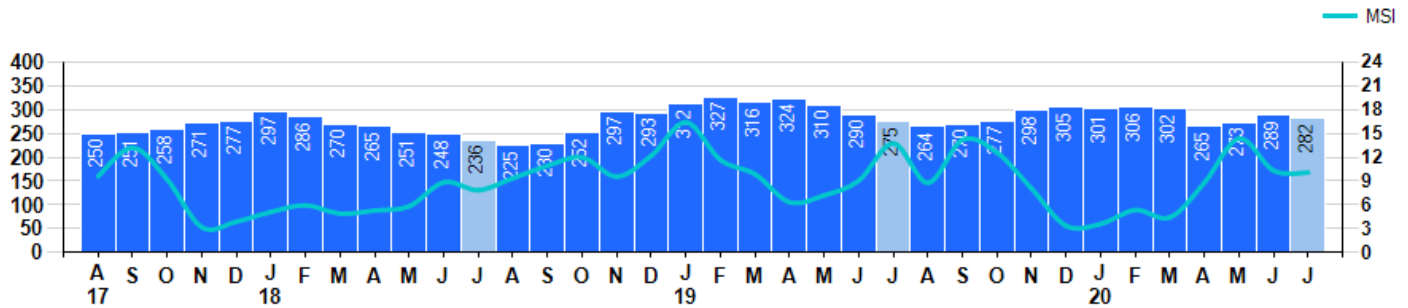
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 282, down -2.4% from 289 last month and up 2.5% from 275 in July of last year. July 2020 Inventory was at highest level compared to July of 2019 and 2018.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2020 MSI of 10.1 months was at a mid range compared with July of 2019 and 2018.

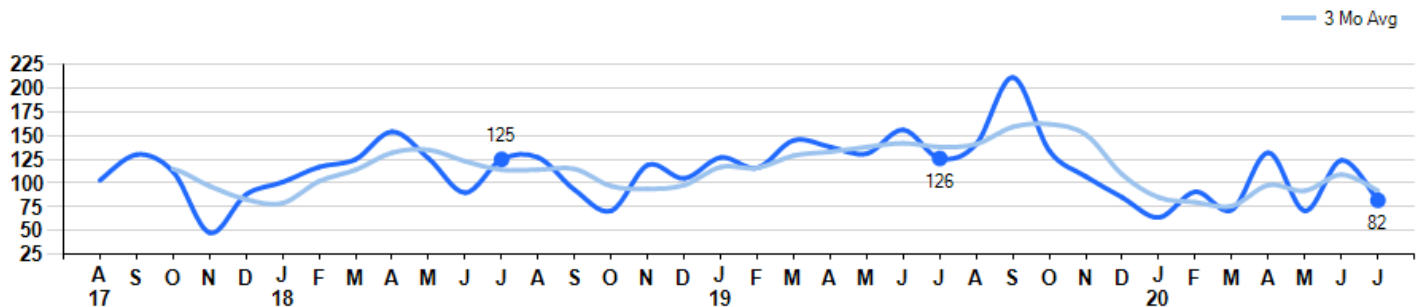
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 82, down -33.9% from 124 days last month and down -34.9% from 126 days in July of last year. The July 2020 DOM was at its lowest level compared with July of 2019 and 2018.

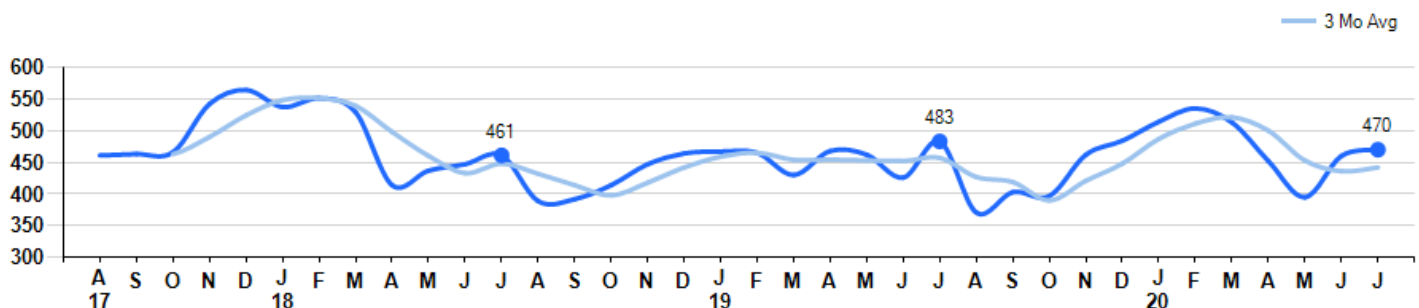
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2020 Selling Price per Square Foot of \$470 was up 2.2% from \$460 last month and down -2.7% from \$483 in July of last year.

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





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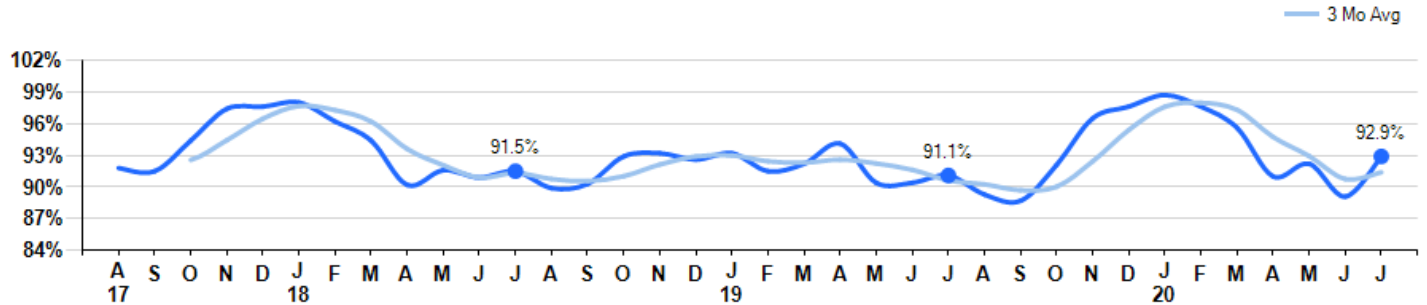
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Selling Price vs Listing Price

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 July 2020 Selling Price vs List Price of 92.9% was up from 89.1% last month and up from 91.1% in July of last year.

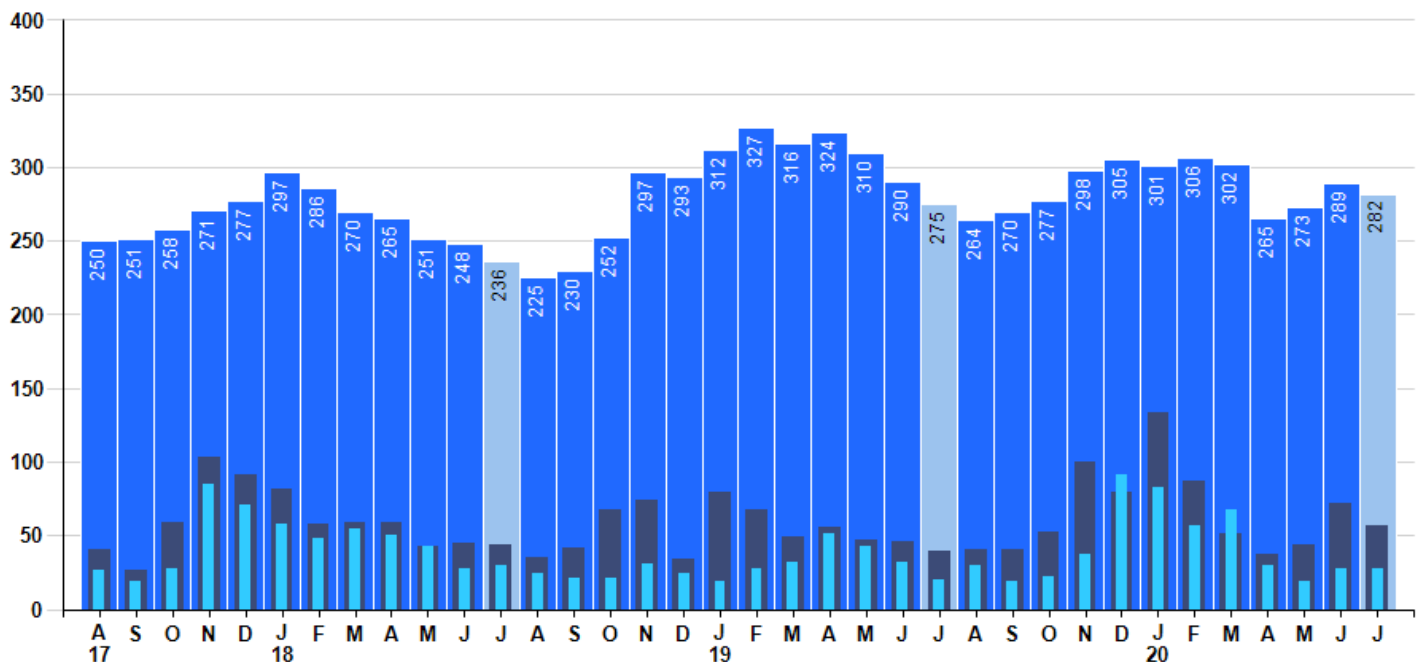
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2020 was 57, down -20.8% from 72 last month and up 46.2% from 39 in July of last year.

Inventory NewListings Sold





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Homes Sold	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	83	57	68	30	19	28	28
3 Mo. Roll Avg			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	77	69	52	39	26	25

(000's)	A 17	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	F	M	A	M	J	J
MedianSalePrice	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	899	850	643	490	665	682
3 Mo. Roll Avg			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	884	894	797	661	599	612

	A 17	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	F	M	A	M	J	J
Inventory	250	251	258	271	277	297	286	270	265	251	248	236	225	230	252	297	293	312	327	316	324	310	290	275	264	270	277	298	305	301	306	302	265	273	289	282
MSI	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	13	8	3	4	5	4	9	14	10	10

	A 17	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	F	M	A	M	J	J
Days On Market	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	64	91	72	132	71	124	82
3 Mo. Roll Avg			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	85	80	76	98	92	109	92

	A 17	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	F	M	A	M	J	J
Price per Sq Ft	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	514	535	513	452	395	460	470
3 Mo. Roll Avg			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	487	511	521	500	453	436	442

	A 17	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	F	M	A	M	J	J
Sale to List Price	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	0.987	0.976	0.956	0.910	0.922	0.891	0.929
3 Mo. Roll Avg			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	0.976	0.980	0.973	0.947	0.929	0.908	0.914

	A 17	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	F	M	A	M	J	J
New Listings	40	26	59	103	91	82	58	59	59	43	45	44	35	42	68	74	34	79	68	49	56	47	46	39	41	41	52	100	79	133	87	51	37	44	72	57
Inventory	250	251	258	271	277	297	286	270	265	251	248	236	225	230	252	297	293	312	327	316	324	310	290	275	264	270	277	298	305	301	306	302	265	273	289	282
Sales	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	83	57	68	30	19	28	28

(000's)	A 17	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	F	M	A	M	J	J
Avg Sale Price	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	886	1,023	953	874	557	825	890
3 Mo. Roll Avg			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	860	929	954	950	795	752	757