



# Zip Code: 34236

**Bruce Myer**

Sales Associate

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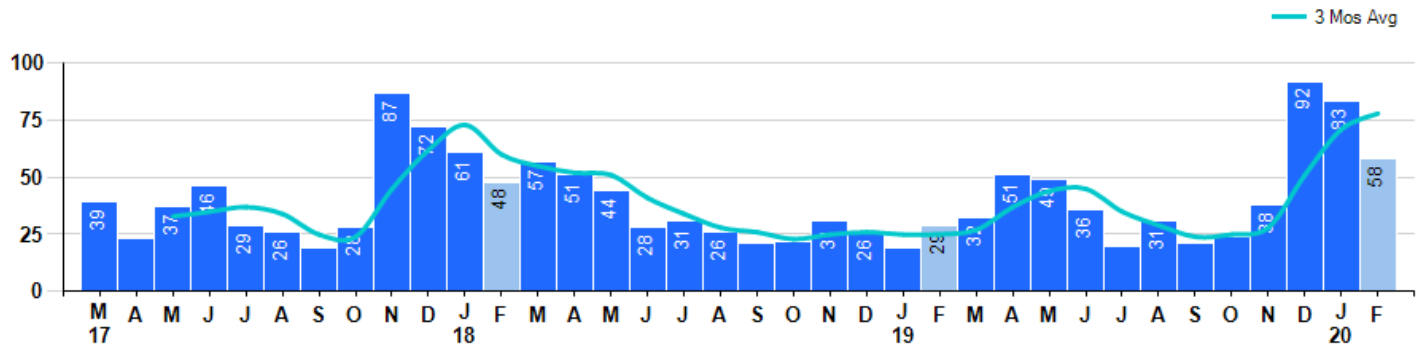
Price Range: 0 to 999999999 | Properties: Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$745,000	↑		↑				
Average List Price of all Current Listings	\$1,230,570	↑		↑				
February Median Sales Price	\$885,351	↓	↑	↑	↑	\$919,000	↑	↑
February Average Sales Price	\$1,015,028	↑	↑	↑	↑	\$939,034	↑	↑
Total Properties Currently for Sale (Inventory)	313	↔		↓				
February Number of Properties Sold	58	↓		↑		141	↑	
February Average Days on Market (Solds)	90	↑	↑	↓	↓	75	↓	↓
Asking Price per Square Foot (based on New Listings)	\$540	↑	↑	↑	↑	\$528	↑	↔
February Sold Price per Square Foot	\$530	↑	↑	↑	↑	\$520	↑	↑
February Month's Supply of Inventory	5.4	↑	↑	↓	↓	4.6	↓	↓
February Sale Price vs List Price Ratio	97.6%	↓	↔	↑	↑	98.2%	↑	↑

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

## Property Sales

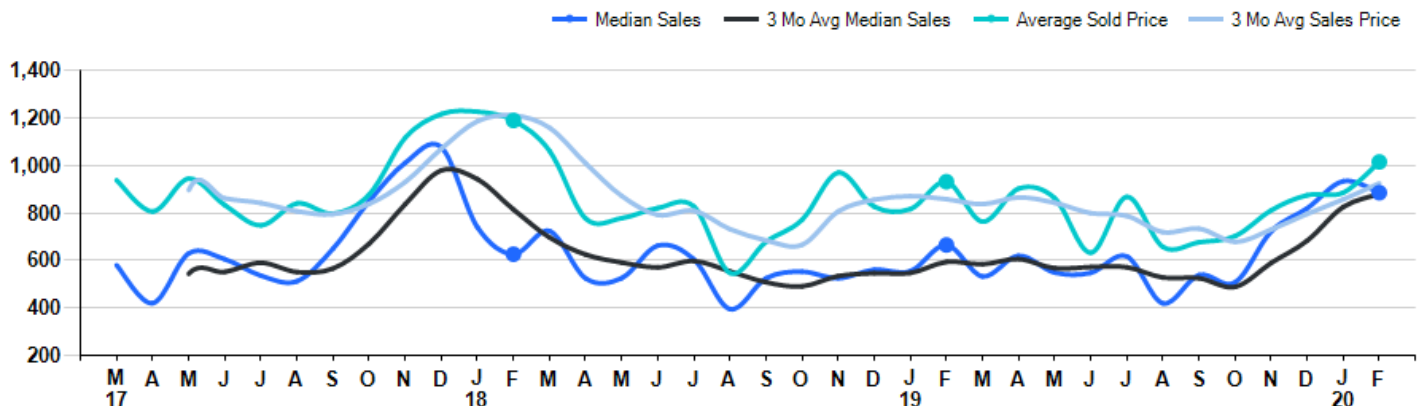
February Property sales were 58, up 100.0% from 29 in February of 2019 and -30.1% lower than the 83 sales last month. February 2020 sales were at their highest level compared to February of 2019 and 2018. February YTD sales of 141 are running 193.8% ahead of last year's year-to-date sales of 48.



## Prices

The Median Sales Price in February was \$885,351, up 33.1% from \$665,000 in February of 2019 and down -5.2% from \$934,000 last month. The Average Sales Price in February was \$1,015,028, up 9.0% from \$931,397 in February of 2019 and up 14.6% from \$885,931 last month. February 2020 ASP was at a mid range compared to February of 2019 and 2018.

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





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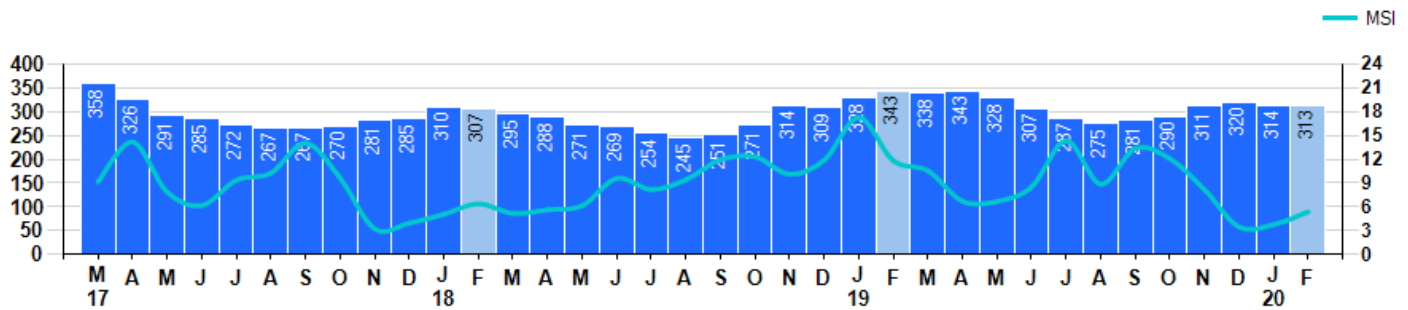
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## Inventory & MSI

The Total Inventory of Properties available for sale as of February was 313, down -0.3% from 314 last month and down -8.7% from 343 in February of last year. February 2020 Inventory was at a mid range compared to February of 2019 and 2018.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2020 MSI of 5.4 months was at its lowest level compared with February of 2019 and 2018.

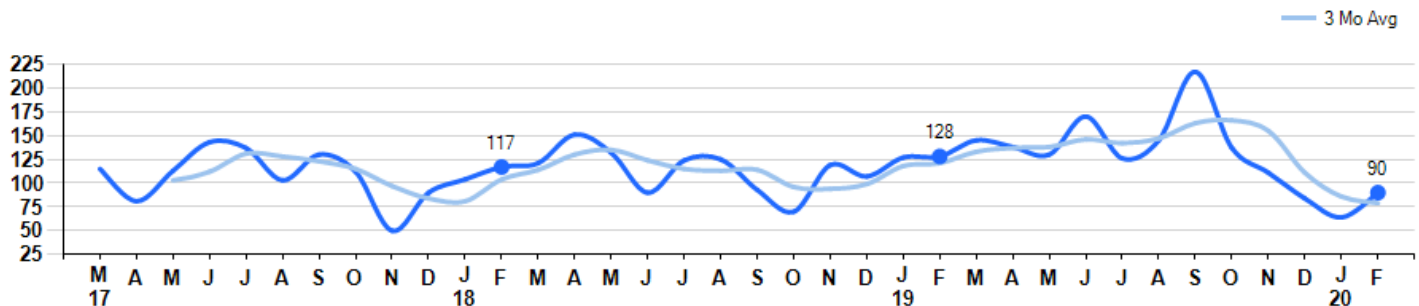
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 February was 90, up 40.6% from 64 days last month and down -29.7% from 128 days in February of last year. The February 2020 DOM was at its lowest level compared with February of 2019 and 2018.

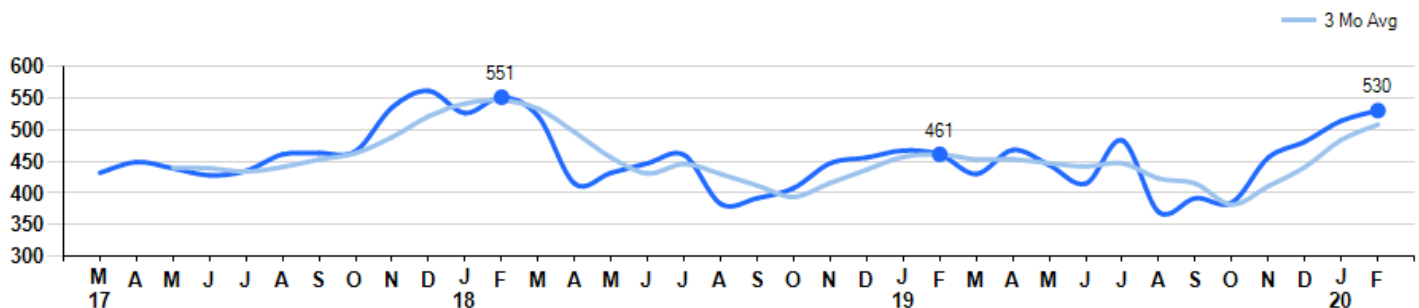
Average Days on Market (Listing to Contract) for properties sold during the month



## 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 February 2020 Selling Price per Square Foot of \$530 was up 3.1% from \$514 last month and up 15.0% from \$461 in February of last year.

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





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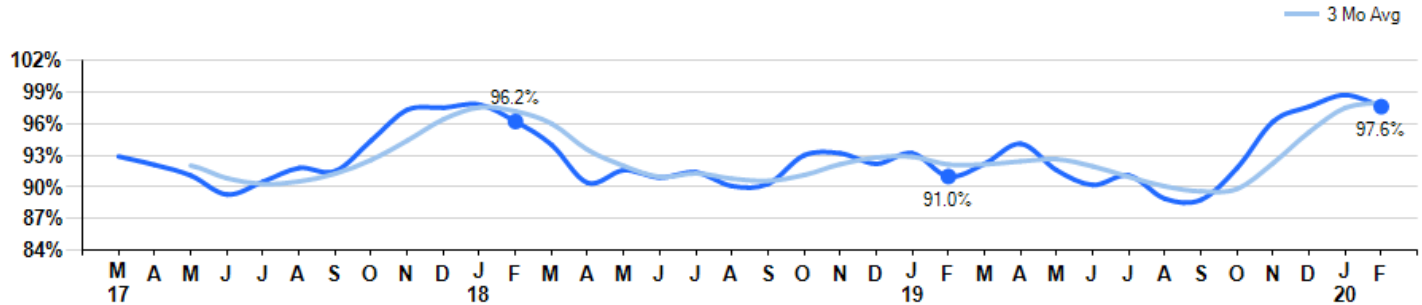
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## Selling Price vs Listing Price

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 February 2020 Selling Price vs List Price of 97.6% was down from 98.7% last month and up from 91.0% in February of last year.

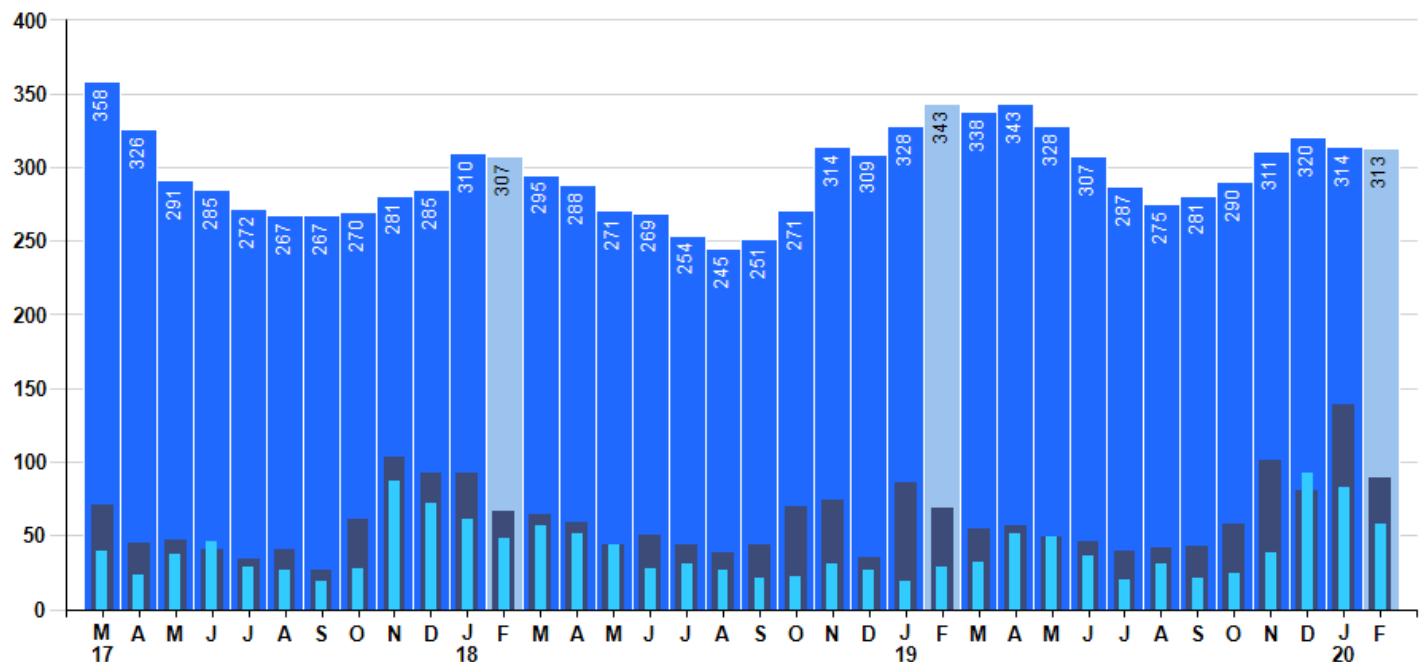
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 February 2020 was 89, down -36.0% from 139 last month and up 29.0% from 69 in February of last year.

Inventory NewListings Sold





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	M 17	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	F
Homes Sold	39	23	37	46	29	26	19	28	87	72	61	48	57	51	44	28	31	26	21	22	31	26	19	29	32	51	49	36	20	31	21	24	38	92	83	58
3 Mo. Roll Avg			33	35	37	34	25	24	45	62	73	60	55	52	51	41	34	28	26	23	25	26	25	25	27	37	44	45	35	29	24	25	28	51	71	78

(000's)	M 17	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	F
MedianSalePrice	580	420	630	605	536	513	650	850	1,011	1,077	740	626	724	525	526	663	605	395	525	553	525	561	555	665	533	620	549	548	618	419	539	508	722	820	934	885
3 Mo. Roll Avg			543	552	590	551	566	671	837	979	943	814	697	625	591	571	598	554	508	491	534	546	547	594	584	606	567	572	571	528	525	489	590	683	825	880

	M 17	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	F
Inventory	358	326	291	285	272	267	267	270	281	285	310	307	295	288	271	269	254	245	251	271	314	309	328	343	338	343	328	307	287	275	281	290	311	320	314	313
MSI	9	14	8	6	9	10	14	10	3	4	5	6	5	6	6	10	8	9	12	12	10	12	17	12	11	7	7	9	14	9	13	12	8	3	4	5

	M 17	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	F
Days On Market	115	81	113	143	137	103	130	112	50	90	104	117	121	151	132	90	124	125	93	70	119	107	127	128	145	138	130	170	126	145	217	137	111	84	64	90
3 Mo. Roll Avg			103	112	131	128	123	115	97	84	81	104	114	130	135	124	115	113	114	96	94	99	118	121	133	137	138	146	142	147	163	166	155	111	86	79

	M 17	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	F
Price per Sq Ft	432	449	439	428	435	461	463	466	535	561	526	551	521	415	432	447	460	383	392	408	447	456	467	461	430	468	444	415	483	370	392	385	456	481	514	530
3 Mo. Roll Avg			440	439	434	441	453	463	488	521	541	546	533	496	456	431	446	430	412	394	416	437	457	461	453	453	447	442	447	423	415	382	411	441	484	508

	M 17	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	F
Sale to List Price	0.929	0.921	0.911	0.893	0.905	0.918	0.915	0.944	0.973	0.975	0.978	0.962	0.940	0.904	0.916	0.909	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
3 Mo. Roll Avg			0.920	0.908	0.903	0.905	0.913	0.926	0.944	0.964	0.975	0.972	0.960	0.935	0.920	0.910	0.913	0.908	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

	M 17	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	F
New Listings	71	45	47	41	34	40	26	61	103	92	92	67	64	59	44	50	44	38	44	70	74	35	86	69	55	57	49	46	39	42	43	58	101	81	139	89
Inventory	358	326	291	285	272	267	270	281	285	310	307	295	288	271	269	254	245	251	271	314	309	328	343	338	343	328	307	287	275	281	290	311	320	314	313	
Sales	39	23	37	46	29	26	19	28	87	72	61	48	57	51	44	28	31	26	21	22	31	26	19	29	32	51	49	36	20	31	21	24	38	92	83	58

(000's)	M 17	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	F
Avg Sale Price	938	807	945	833	748	840	797	877	1,117	1,217	1,226	1,189	1,061	777	778	821	828	547	679	771	970	827	816	931	763	903	863	632	868	657	676	702	811	875	886	1,015
3 Mo. Roll Avg			897	861	842	807	795	838	930	1,070	1,187	1,211	1,159	1,009	872	792	809	732	685	666	806	856	871	858	837	866	843	799	788	719	734	679	730	796	857	925