



Zip Code: 34236

**Bruce Myer**

Sales Associate

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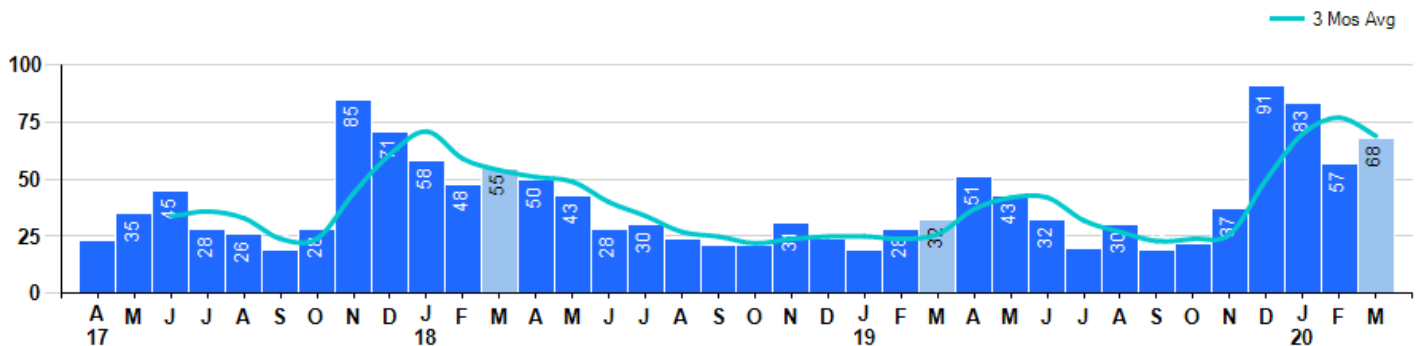
Price Range: 0 to 999999999 | Properties: Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$721,500	↓		↑				
Average List Price of all Current Listings	\$1,264,984	↔		↑				
March Median Sales Price	\$850,000	↓	↓	↑	↑	\$914,812	↑	↑
March Average Sales Price	\$952,777	↓	↑	↑	↑	\$945,225	↑	↑
Total Properties Currently for Sale (Inventory)	296	↓		↓				
March Number of Properties Sold	68	↑		↑		208	↑	
March Average Days on Market (Solds)	72	↓	↓	↓	↓	74	↓	↓
Asking Price per Square Foot (based on New Listings)	\$557	↔	↑	↑	↑	\$544	↑	↑
March Sold Price per Square Foot	\$513	↓	↔	↑	↑	\$519	↑	↑
March Month's Supply of Inventory	4.4	↓	↓	↓	↓	4.4	↓	↓
March Sale Price vs List Price Ratio	95.6%	↓	↓	↑	↑	97.4%	↑	↑

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

Property Sales

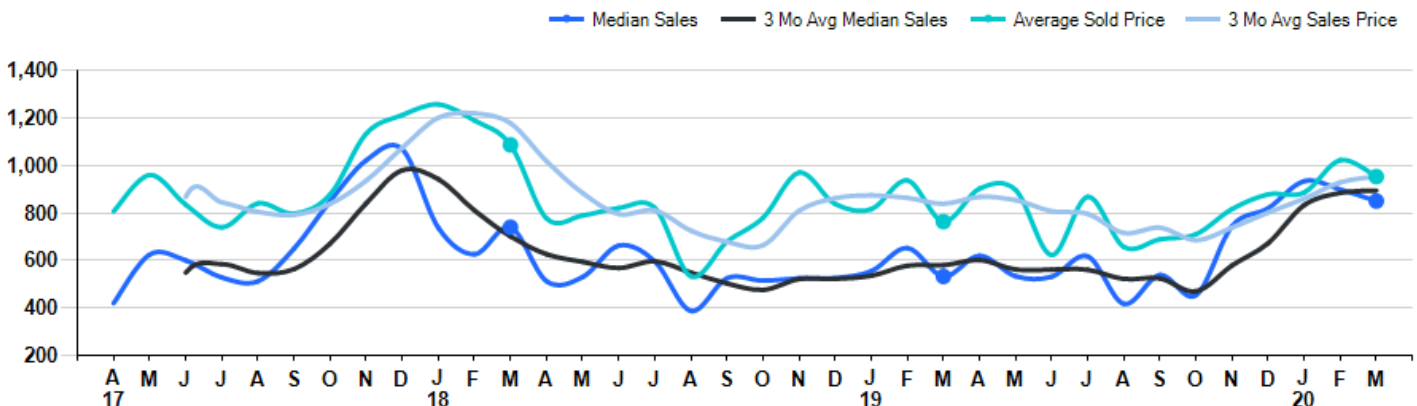
March Property sales were 68, up 112.5% from 32 in March of 2019 and 19.3% higher than the 57 sales last month. March 2020 sales were at their highest level compared to March of 2019 and 2018. March YTD sales of 208 are running 163.3% ahead of last year's year-to-date sales of 79.



Prices

The Median Sales Price in March was \$850,000, up 59.5% from \$532,750 in March of 2019 and down -5.5% from \$899,000 last month. The Average Sales Price in March was \$952,777, up 24.8% from \$763,469 in March of 2019 and down -6.8% from \$1,022,558 last month. March 2020 ASP was at a mid range compared to March of 2019 and 2018.

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





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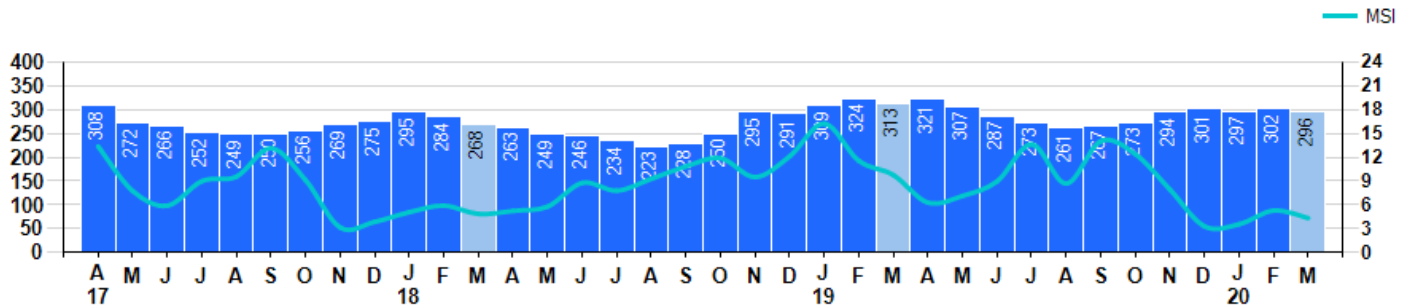
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 296, down -2.0% from 302 last month and down -5.4% from 313 in March of last year. March 2020 Inventory was at a mid range compared to March of 2019 and 2018.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2020 MSI of 4.4 months was at its lowest level compared with March of 2019 and 2018.

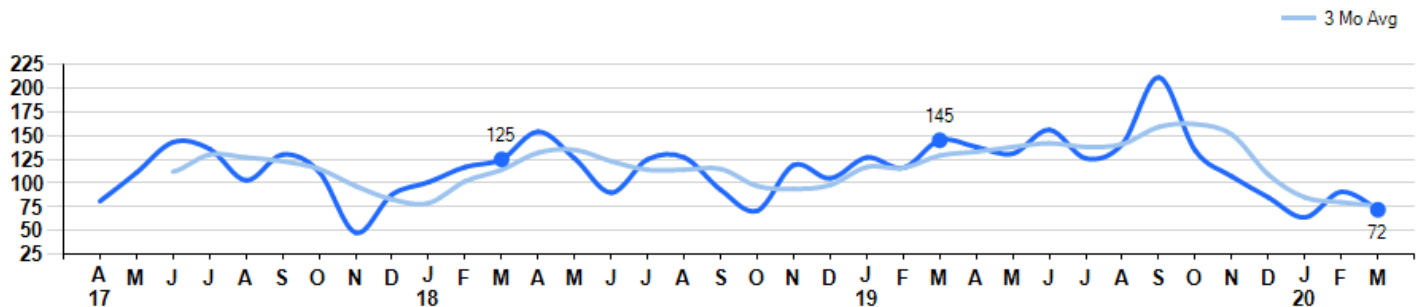
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 72, down -20.9% from 91 days last month and down -50.3% from 145 days in March of last year. The March 2020 DOM was at its lowest level compared with March of 2019 and 2018.

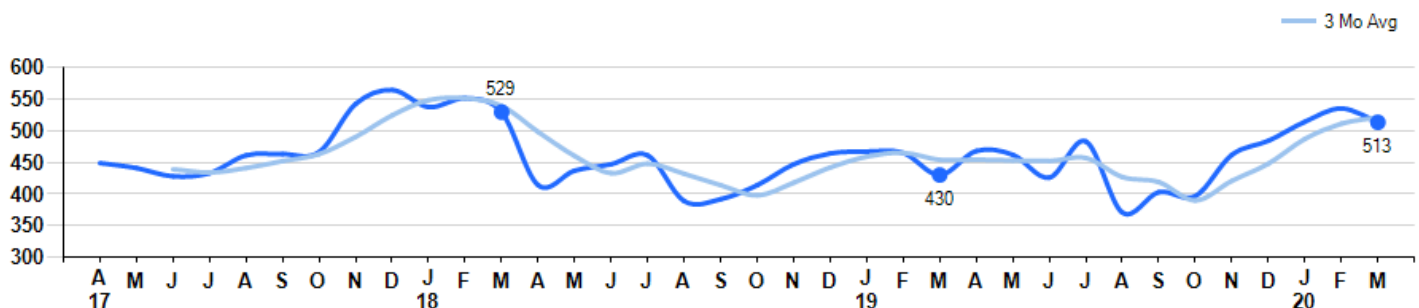
Average Days on Market (Listing to Contract) for properties sold during the month



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 March 2020 Selling Price per Square Foot of \$513 was down -4.1% from \$535 last month and up 19.3% from \$430 in March of last year.

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





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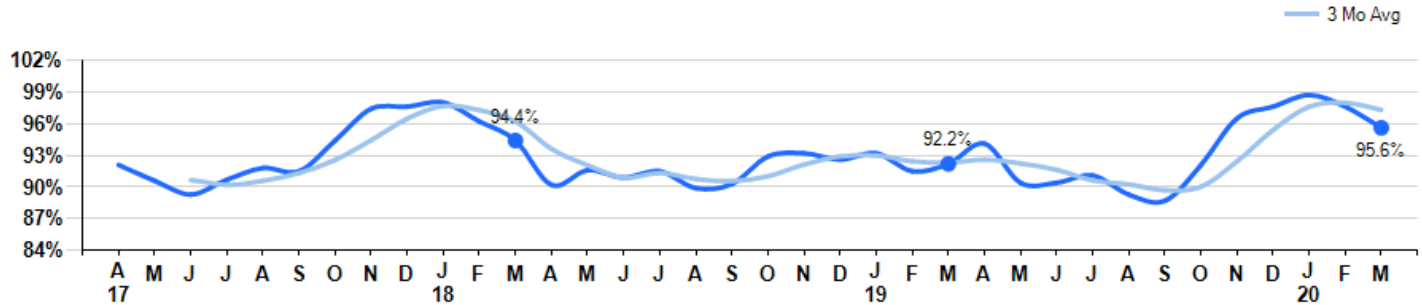
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Selling Price vs Listing Price

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 March 2020 Selling Price vs List Price of 95.6% was down from 97.6% last month and up from 92.2% in March of last year.

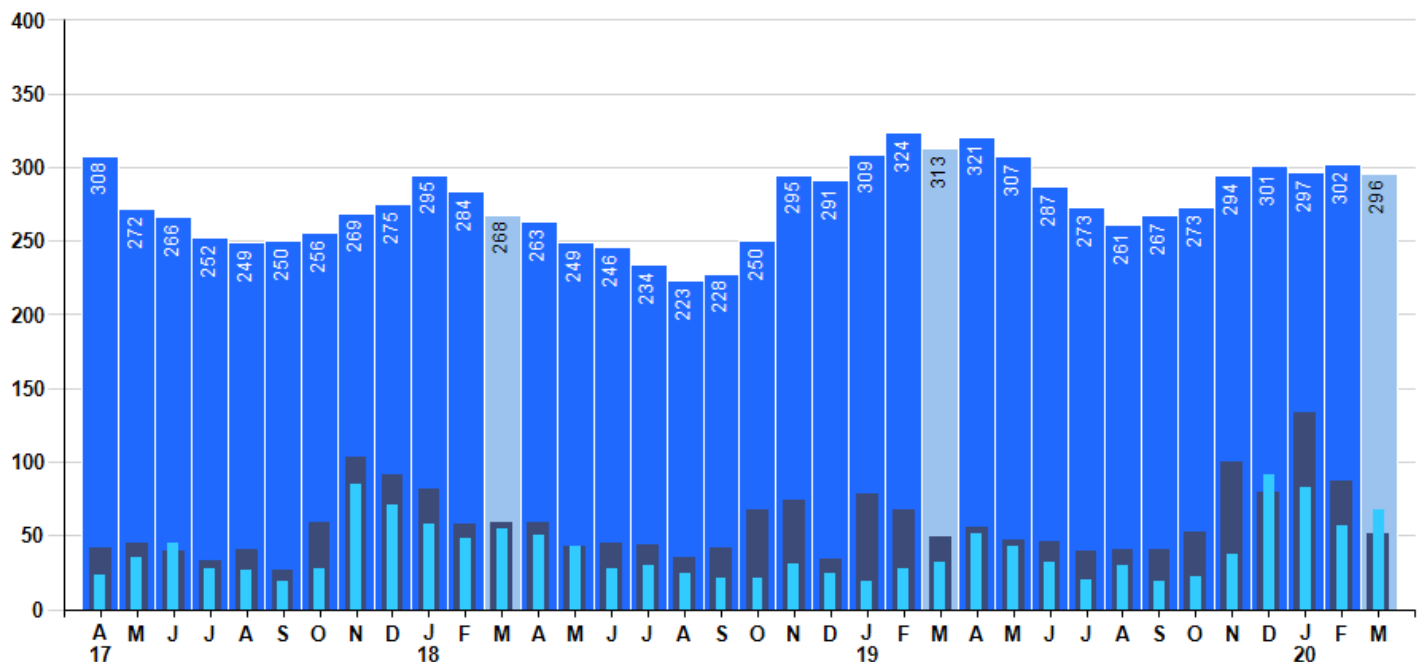
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 March 2020 was 51, down -41.4% from 87 last month and up 4.1% from 49 in March of last year.

Inventory NewListings Sold





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	A 17	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	M
Homes Sold	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	83	57	68
3 Mo. Roll Avg			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	77	69

(000's)	A 17	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	M
MedianSalePrice	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	899	850
3 Mo. Roll Avg			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	884	894

	A 17	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	M
Inventory	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	273	261	267	273	294	301	297	302	296
MSI	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	5	4

	A 17	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	M
Days On Market	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	64	91	72
3 Mo. Roll Avg			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	85	80	76

	A 17	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	M
Price per Sq Ft	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	514	535	513
3 Mo. Roll Avg			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	487	511	521

	A 17	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	M
Sale to List Price	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	0.987	0.976	0.956
3 Mo. Roll Avg			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	0.976	0.980	0.973

	A 17	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	M
New Listings	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	87	51
Inventory	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	273	261	267	273	294	301	297	302	296
Sales	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	83	57	68

(000's)	A 17	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	M
Avg Sale Price	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	886	1,023	953
3 Mo. Roll Avg			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	860	929	954