



Zip Code: 34236

**Bruce Myer**

Sales Associate

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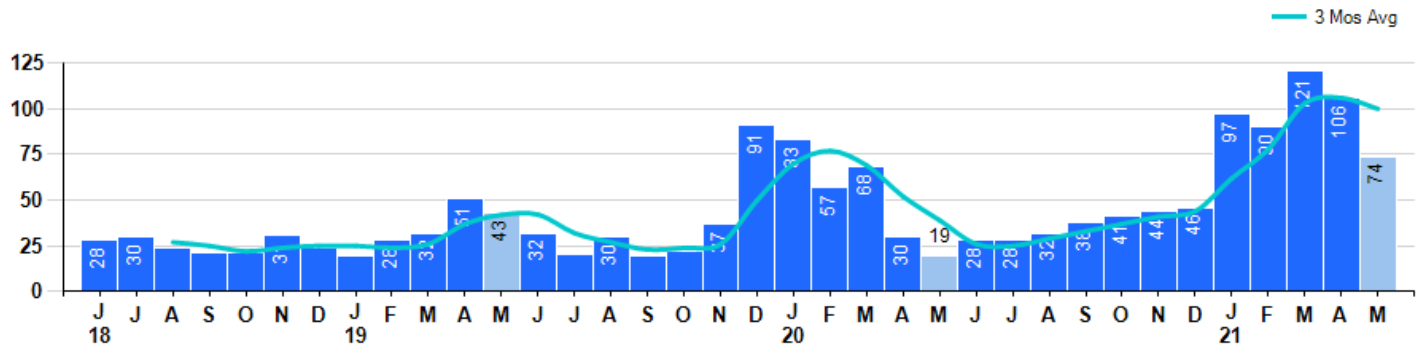
Price Range: 0 to 999999999 | Properties: Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|--|-------------|-------------------|-----|-----|----|-------------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,059,400 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$1,964,509 | ↑ | | ↑ | | | | |
| May Median Sales Price | \$767,500 | ↓ | ↓ | ↑ | ↑ | \$767,500 | ↓ | ↑ |
| May Average Sales Price | \$1,686,966 | ↓ | ↑ | ↑ | ↑ | \$1,579,237 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 99 | ↓ | | ↓ | | | | |
| May Number of Properties Sold | 74 | ↓ | | ↑ | | 488 | ↑ | |
| May Average Days on Market (Solds) | 129 | ↑ | ↑ | ↑ | ↑ | 83 | ↑ | ↓ |
| Asking Price per Square Foot (based on New Listings) | \$638 | ↓ | ↔ | ↑ | ↑ | \$742 | ↑ | ↑ |
| May Sold Price per Square Foot | \$623 | ↓ | ↔ | ↑ | ↑ | \$690 | ↑ | ↑ |
| May Month's Supply of Inventory | 1.3 | ↑ | ↑ | ↓ | ↓ | 1.6 | ↓ | ↓ |
| May Sale Price vs List Price Ratio | 97.7% | ↑ | ↑ | ↑ | ↑ | 97.1% | ↑ | ↑ |

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

Property Sales

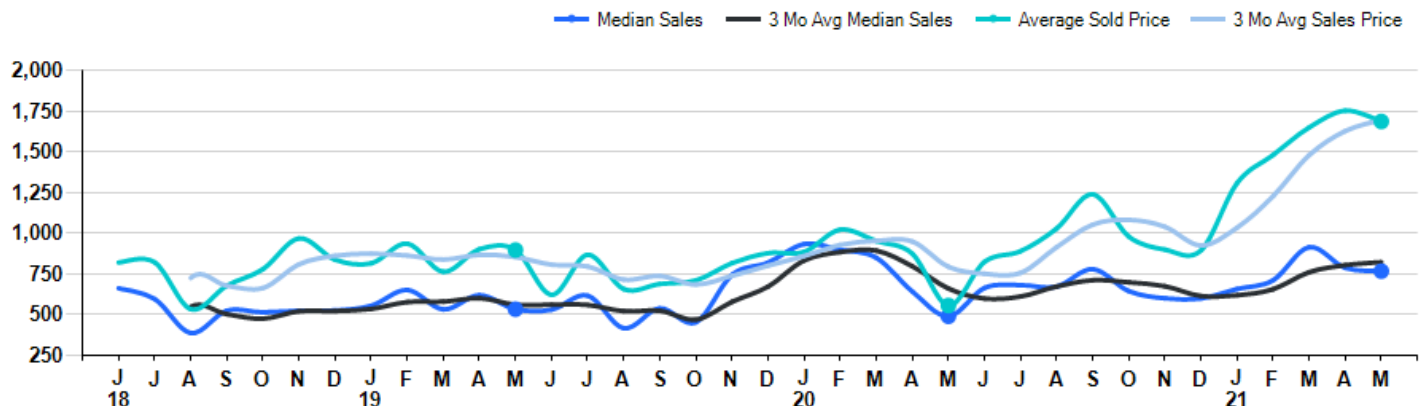
May Property sales were 74, up 289.5% from 19 in May of 2020 and -30.2% lower than the 106 sales last month. May 2021 sales were at their highest level compared to May of 2020 and 2019. May YTD sales of 488 are running 89.9% ahead of last year's year-to-date sales of 257.



Prices

The Median Sales Price in May was \$767,500, up 56.6% from \$490,000 in May of 2020 and down -2.5% from \$787,500 last month. The Average Sales Price in May was \$1,686,966, up 203.1% from \$556,561 in May of 2020 and down -3.8% from \$1,753,473 last month. May 2021 ASP was at highest level compared to May of 2020 and 2019.

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





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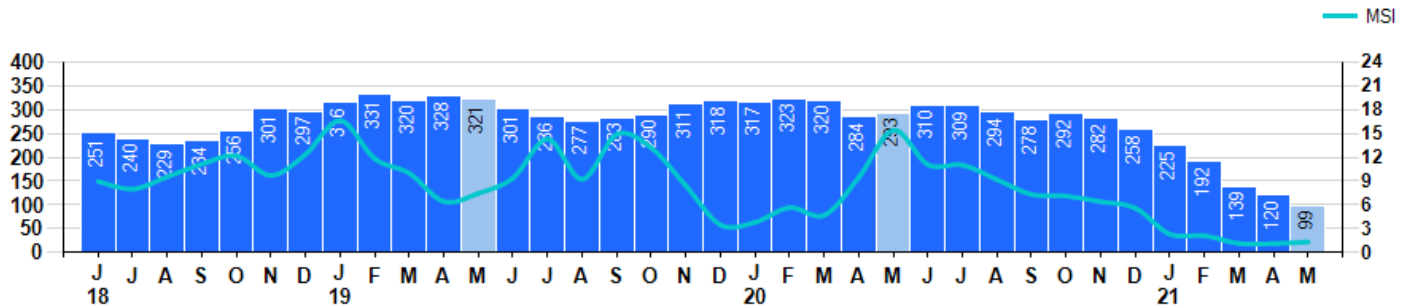
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 99, down -17.5% from 120 last month and down -66.2% from 293 in May of last year. May 2021 Inventory was at the lowest level compared to May of 2020 and 2019.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2021 MSI of 1.3 months was at its lowest level compared with May of 2020 and 2019.

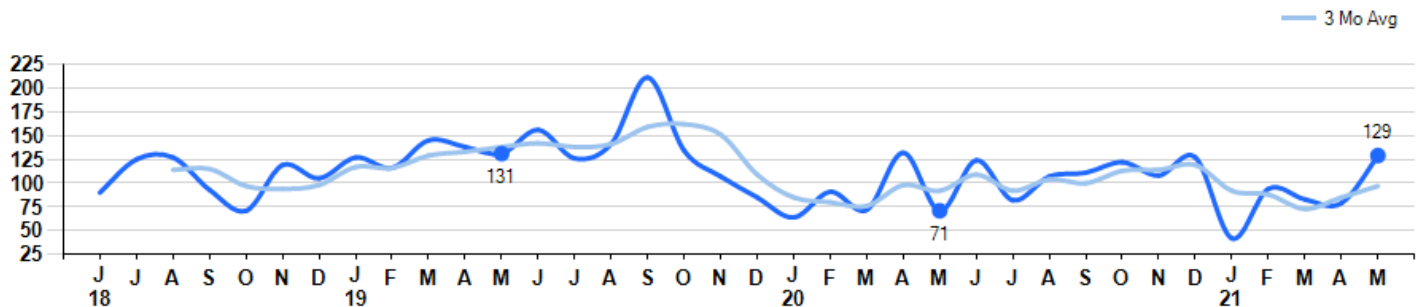
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 129, up 63.3% from 79 days last month and up 81.7% from 71 days in May of last year. The May 2021 DOM was at a mid range compared with May of 2020 and 2019.

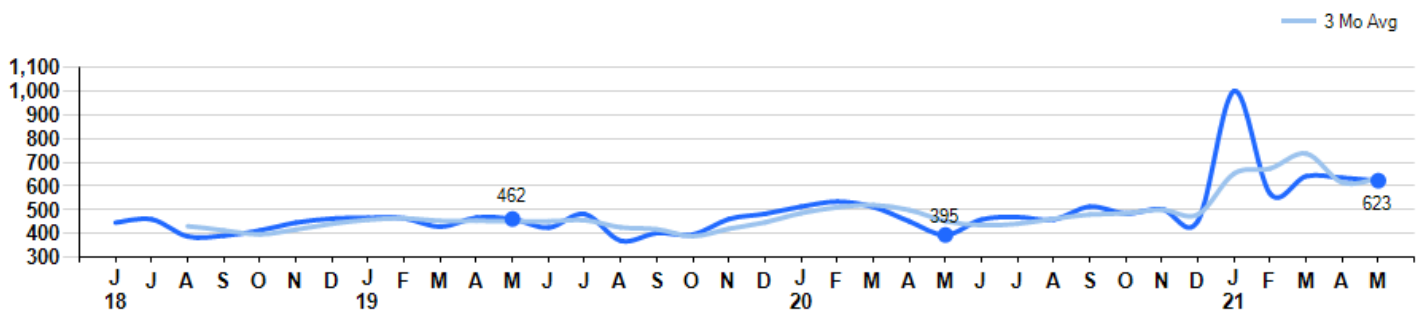
Average Days on Market(Listing to Contract) for properties sold during the month



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 May 2021 Selling Price per Square Foot of \$623 was down -1.9% from \$635 last month and up 57.7% from \$395 in May of last year.

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





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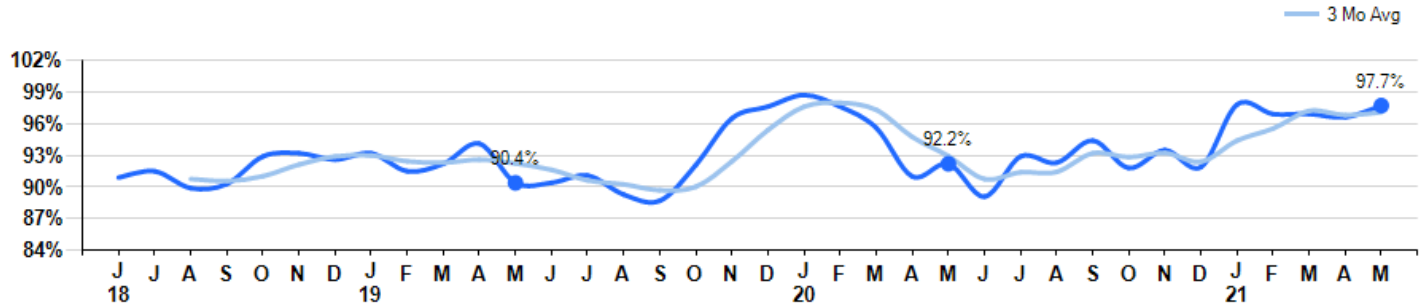
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Price Range: 0 to 999999999 | Properties: Condo

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 May 2021 Selling Price vs List Price of 97.7% was up from 96.6% last month and up from 92.2% in May of last year.

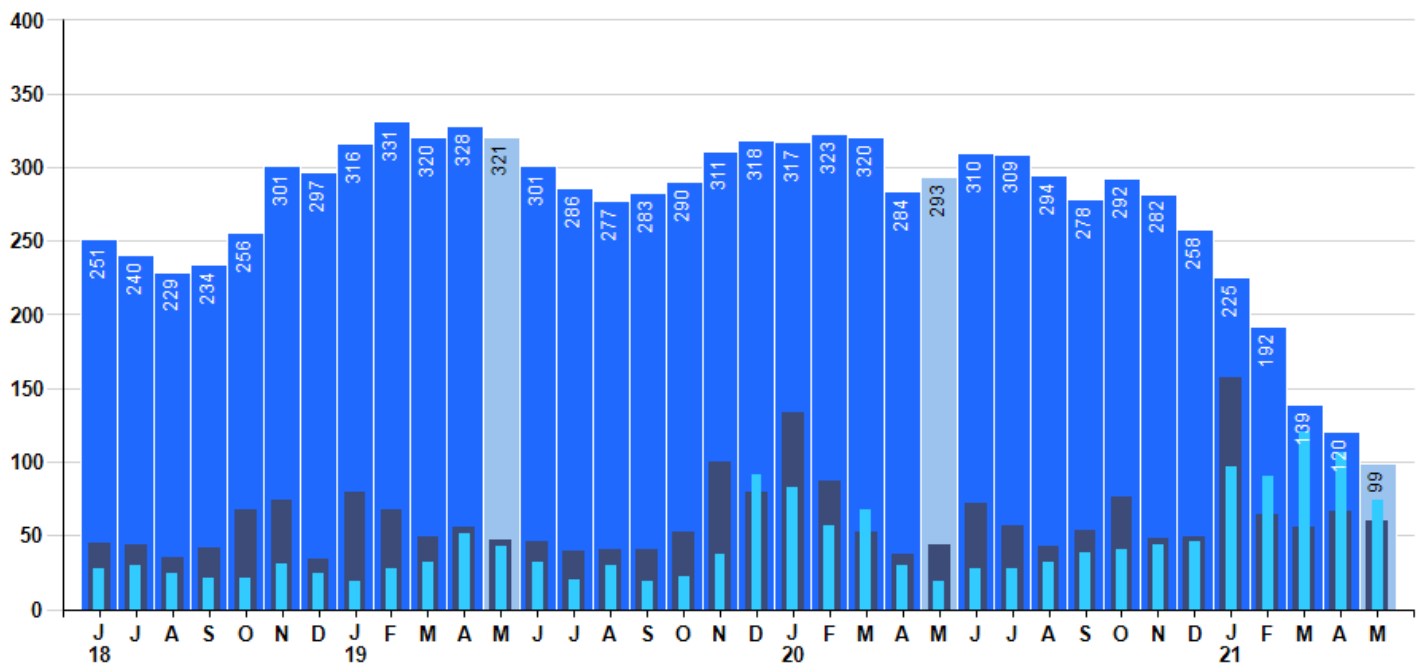
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 May 2021 was 60, down -9.1% from 66 last month and up 36.4% from 44 in May of last year.

Inventory New Listings Sold





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| | J 18 | 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 | A | S | O | N | D | J 21 | F | M | A | M |
|----------------|------|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|-----|-----|-----|
| Homes Sold | 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 | 32 | 38 | 41 | 44 | 46 | 97 | 90 | 121 | 106 | 74 |
| 3 Mo. Roll Avg | | | 27 | 25 | 22 | 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 |

| (000's) | J 18 | 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 | A | S | O | N | D | J 21 | F | M | A | M |
|-----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| MedianSalePrice | 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 | 673 | 780 | 645 | 601 | 600 | 658 | 712 | 915 | 788 | 768 |
| 3 Mo. Roll Avg | | | 549 | 503 | 476 | 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 |

| | J 18 | 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 | A | S | O | N | D | J 21 | F | M | A | M |
|-----------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|----|
| Inventory | 251 | 240 | 229 | 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 | 139 | 120 | 99 |
| MSI | 9 | 8 | 10 | 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 |

| | J 18 | 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 | A | S | O | N | D | J 21 | F | M | A | M |
|----------------|------|-----|-----|-----|----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|----|----|-----|----|-----|----|-----|-----|-----|-----|-----|------|----|----|----|-----|
| Days On Market | 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 | 107 | 111 | 122 | 108 | 127 | 42 | 94 | 83 | 79 | 129 |
| 3 Mo. Roll Avg | | | 114 | 115 | 97 | 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 |

| | J 18 | 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 | A | S | O | N | D | J 21 | F | M | A | M |
|-----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 460 | 514 | 485 | 504 | 454 | 1,000 | 568 | 642 | 635 | 623 |
| 3 Mo. Roll Avg | | | 432 | 414 | 398 | 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 |

| | J 18 | 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 | A | S | O | N | D | J 21 | F | M | A | M |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.923 | 0.944 | 0.918 | 0.935 | 0.919 | 0.978 | 0.969 | 0.969 | 0.966 | 0.977 |
| 3 Mo. Roll Avg | | | 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 | 0.914 | 0.932 | 0.928 | 0.932 | 0.924 | 0.944 | 0.955 | 0.972 | 0.968 | 0.971 |

| | J 18 | 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 | A | S | O | N | D | J 21 | F | M | A | M |
|--------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|----|
| New Listings | 45 | 44 | 35 | 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 |
| Inventory | 251 | 240 | 229 | 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 | 139 | 120 | 99 |
| Sales | 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 | 32 | 38 | 41 | 44 | 46 | 97 | 90 | 121 | 106 | 74 |

| (000's) | J 18 | 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 | A | S | O | N | D | J 21 | F | M | A | M |
|----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-------|-----|-----|-----|-----|-----|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|
| Avg Sale Price | 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 | 1,029 | 1,240 | 980 | 900 | 895 | 1,309 | 1,482 | 1,650 | 1,753 | 1,687 |
| 3 Mo. Roll Avg | | | 725 | 678 | 664 | 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 |