



Zip Code: 34236

**Bruce Myer**

Sales Associate

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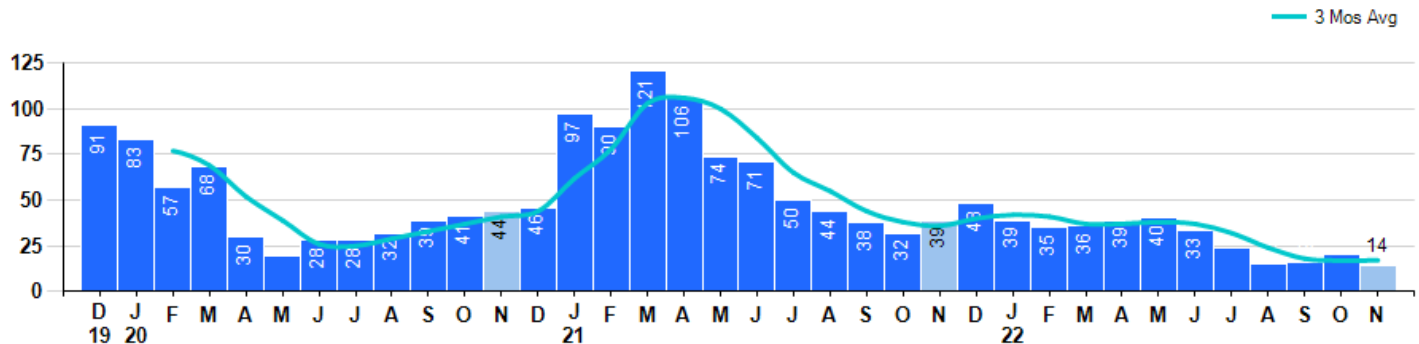
Price Range: 0 to 999999999 | Properties: Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,550,000	↓		↓				
Average List Price of all Current Listings	\$2,610,179	↓		↓				
November Median Sales Price	\$1,062,500	↔	↑	↑	↑	\$850,000	↑	↑
November Average Sales Price	\$1,516,357	↑	↑	↑	↑	\$1,388,941	↔	↓
Total Properties Currently for Sale (Inventory)	141	↑		↑				
November Number of Properties Sold	14	↓		↓		311	↓	
November Average Days on Market (Solds)	20	↓	↓	↓	↓	31	↓	↓
Asking Price per Square Foot (based on New Listings)	\$884	↔	↓	↑	↑	\$884	↑	↑
November Sold Price per Square Foot	\$794	↑	↑	↑	↑	\$740	↑	↑
November Month's Supply of Inventory	10.1	↑	↑	↑	↑	4.8	↑	↑
November Sale Price vs List Price Ratio	96.6%	↑	↑	↓	↓	98.3%	↑	↑

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

Property Sales

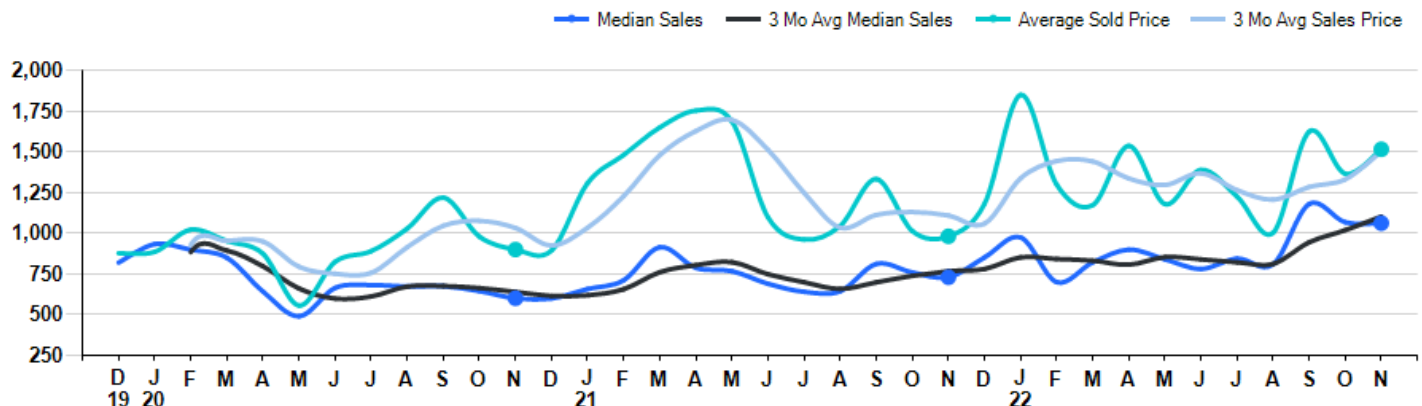
November Property sales were 14, down -64.1% from 39 in November of 2021 and -30.0% lower than the 20 sales last month. November 2022 sales were at their lowest level compared to November of 2021 and 2020. November YTD sales of 311 are running -59.2% behind last year's year-to-date sales of 762.



Prices

The Median Sales Price in November was \$1,062,500, up 45.5% from \$730,000 in November of 2021 and down -0.5% from \$1,067,500 last month. The Average Sales Price in November was \$1,516,357, up 54.5% from \$981,646 in November of 2021 and up 11.0% from \$1,366,261 last month. November 2022 ASP was at highest level compared to November of 2021 and 2020.

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





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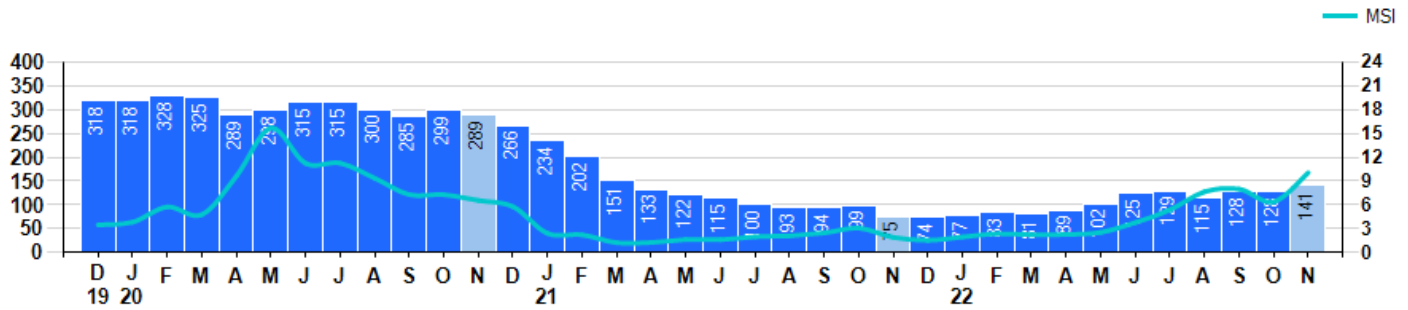
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 141, up 10.2% from 128 last month and up 88.0% from 75 in November of last year. November 2022 Inventory was at a mid range compared to November of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2022 MSI of 10.1 months was at its highest level compared with November of 2021 and 2020.

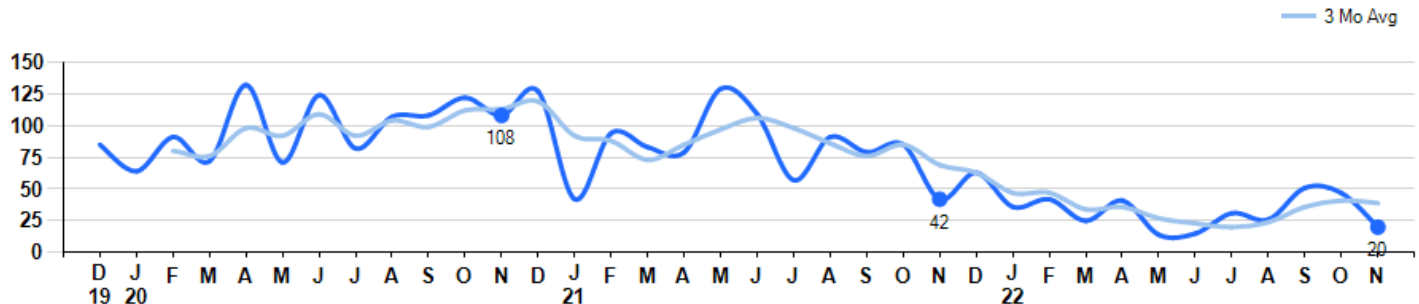
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 20, down -57.4% from 47 days last month and down -52.4% from 42 days in November of last year. The November 2022 DOM was at its lowest level compared with November of 2021 and 2020.

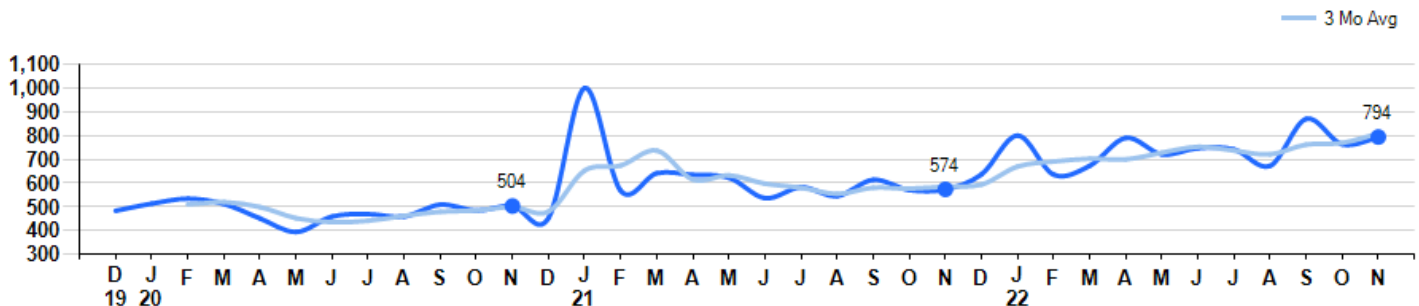
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2022 Selling Price per Square Foot of \$794 was up 4.1% from \$763 last month and up 38.3% from \$574 in November of last year.

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





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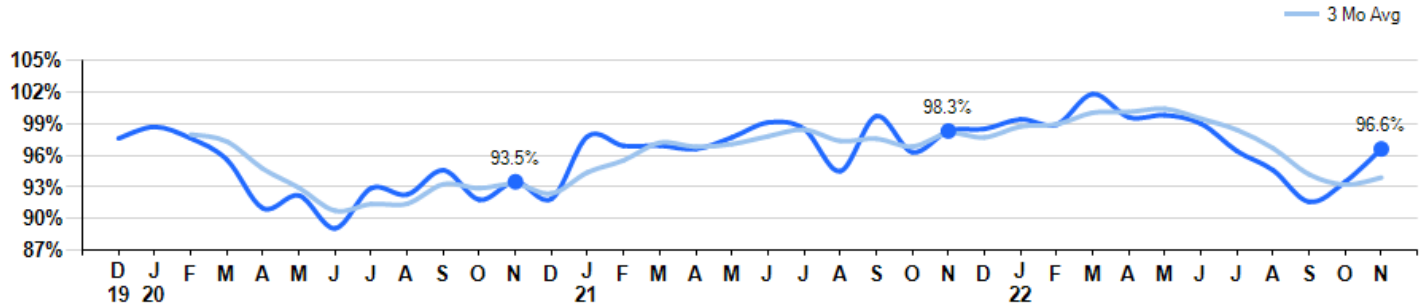
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Selling Price vs Listing Price

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 November 2022 Selling Price vs List Price of 96.6% was up from 93.5% last month and down from 98.3% in November of last year.

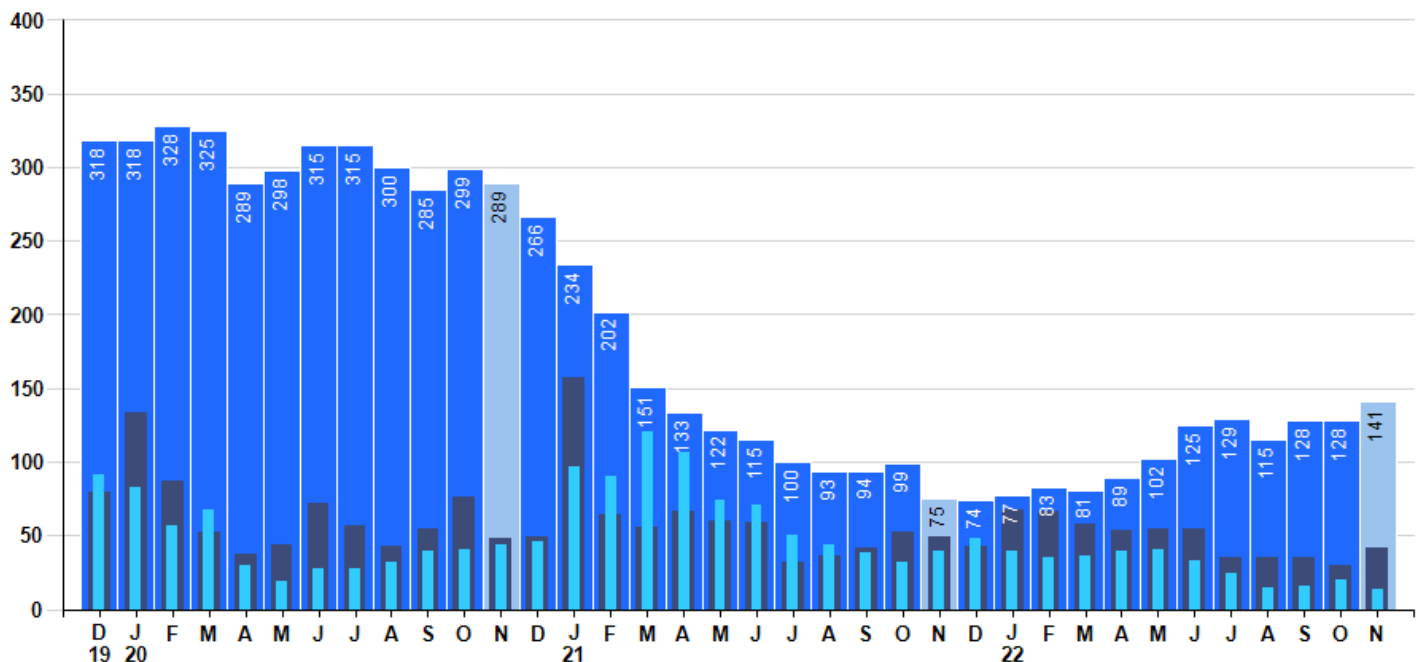
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2022 was 42, up 40.0% from 30 last month and down -14.3% from 49 in November of last year.

Inventory New Listings Sold





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	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Homes Sold	91	83	57	68	30	19	28	28	32	39	41	44	46	97	90	121	106	74	71	50	44	38	32	39	48	39	35	36	39	40	33	24	15	16	20	14
3 Mo. Roll Avg			77	69	52	39	26	25	29	33	37	41	44	62	78	103	106	100	84	65	55	44	38	36	40	42	41	37	37	38	37	32	24	18	17	17

(000's)	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
MedianSalePrice	820	934	899	850	643	490	665	682	673	675	645	601	600	658	712	915	788	768	690	641	644	812	760	730	852	975	700	822	900	840	781	845	810	1,180	1,068	1,063
3 Mo. Roll Avg			884	894	797	661	599	612	673	677	664	640	615	620	657	762	805	823	748	700	658	699	739	767	781	852	842	832	807	854	840	822	812	945	1,019	1,103

	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Inventory	318	318	328	325	289	298	315	315	300	285	299	289	266	234	202	151	133	122	115	100	93	94	99	75	74	77	83	81	89	102	125	129	115	128	128	141
MSI	3	4	6	5	10	16	11	11	9	7	7	7	6	2	2	1	1	2	2	2	2	2	3	2	2	2	2	2	2	3	4	5	8	8	6	10

	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Days On Market	85	64	91	72	132	71	124	82	107	108	122	108	127	42	94	83	79	129	109	57	91	79	85	42	63	36	42	25	41	14	15	31	26	51	47	20
3 Mo. Roll Avg			80	76	98	92	109	92	104	99	112	113	119	92	88	73	85	97	106	98	86	76	85	69	63	47	47	34	36	27	23	20	24	36	41	39

	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	484	514	535	513	452	395	460	470	460	510	485	504	454	1,000	568	642	635	623	537	583	546	614	571	574	637	800	636	673	790	721	747	742	673	870	763	794
3 Mo. Roll Avg			511	521	500	453	436	442	463	480	485	500	481	653	674	737	615	633	598	581	555	581	577	586	594	670	691	703	700	728	753	737	721	762	769	809

	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.976	0.987	0.976	0.956	0.910	0.922	0.891	0.929	0.923	0.946	0.918	0.935	0.919	0.978	0.969	0.969	0.966	0.977	0.991	0.985	0.945	0.997	0.963	0.983	0.985	0.994	0.989	1.018	0.996	0.998	0.990	0.964	0.946	0.916	0.935	0.966
3 Mo. Roll Avg			0.980	0.973	0.947	0.929	0.908	0.914	0.914	0.933	0.929	0.933	0.924	0.944	0.955	0.972	0.968	0.971	0.978	0.984	0.974	0.976	0.968	0.981	0.977	0.987	0.989	1.000	1.001	1.004	0.995	0.984	0.967	0.942	0.932	0.939

	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
New Listings	79	133	87	52	37	44	72	57	43	55	76	48	49	157	64	56	66	60	59	32	36	42	52	49	43	68	67	58	54	55	55	35	35	35	30	42
Inventory	318	318	328	325	289	298	315	315	300	285	299	289	266	234	202	151	133	122	115	100	93	94	99	75	74	77	83	81	89	102	125	129	115	128	128	141
Sales	91	83	57	68	30	19	28	28	32	39	41	44	46	97	90	121	106	74	71	50	44	38	32	39	48	39	35	36	39	40	33	24	15	16	20	14

(000's)	D 19	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	878	886	1,023	953	874	557	825	890	1,029	1,220	980	900	895	1,309	1,482	1,650	1,753	1,687	1,097	961	1,045	1,333	1,014	982	1,181	1,851	1,300	1,173	1,538	1,179	1,390	1,226	1,003	1,625	1,366	1,516
3 Mo. Roll Avg			929	954	950	795	752	757	915	1,046	1,076	1,033	925	1,035	1,228	1,480	1,628	1,697	1,513	1,249	1,035	1,113	1,131	1,110	1,059	1,338	1,444	1,441	1,337	1,297	1,369	1,265	1,206	1,285	1,332	1,503