



# Zip Code: 34236

Price Range: 0 to 999999999 | Properties: Condo



## Bruce Myer

Sales Associate

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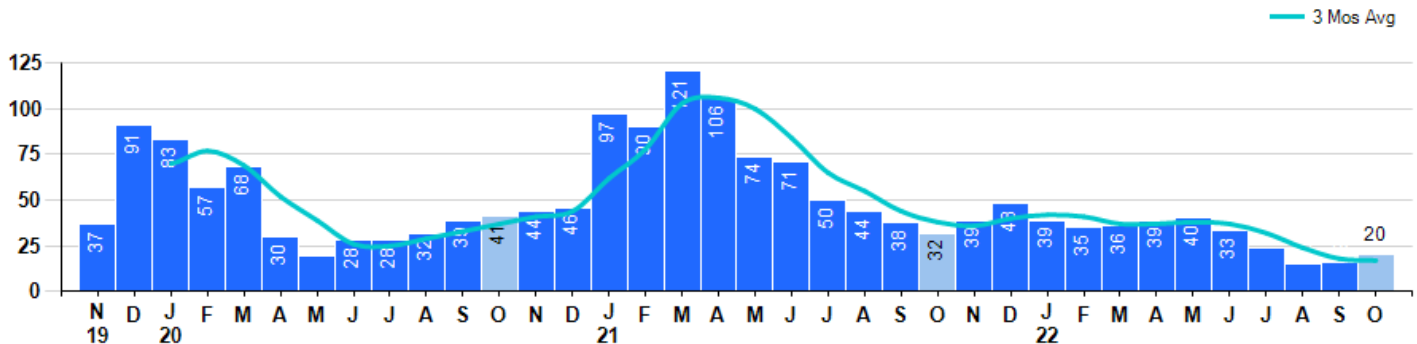
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Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,649,500	↓		↑				
Average List Price of all Current Listings	\$2,700,414	↓		↑				
October Median Sales Price	\$1,067,500	↓	↑	↑	↑	\$840,000	↑	↑
October Average Sales Price	\$1,364,811	↓	↑	↑	↓	\$1,382,838	↓	↓
Total Properties Currently for Sale (Inventory)	122	↔		↑				
October Number of Properties Sold	20	↑		↓		297	↓	
October Average Days on Market (Solds)	47	↓	↑	↓	↓	31	↓	↓
Asking Price per Square Foot (based on New Listings)	\$886	↔	↓	↑	↑	\$885	↑	↑
October Sold Price per Square Foot	\$762	↓	↔	↑	↑	\$738	↑	↑
October Month's Supply of Inventory	6.1	↓	↓	↑	↑	4.1	↑	↑
October Sale Price vs List Price Ratio	93.4%	↑	↓	↓	↓	98.4%	↑	↑

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

## Property Sales

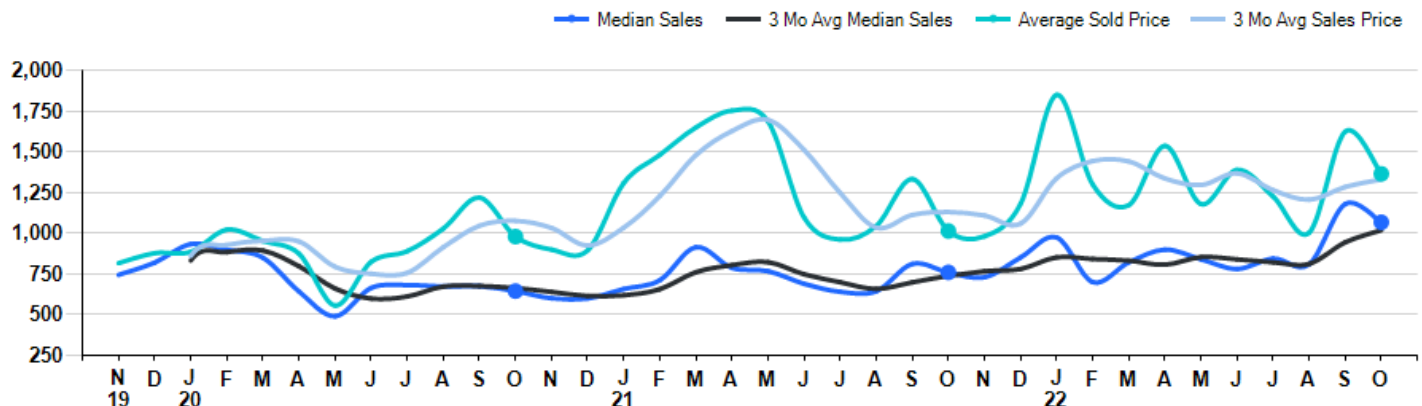
October Property sales were 20, down -37.5% from 32 in October of 2021 and 25.0% higher than the 16 sales last month. October 2022 sales were at their lowest level compared to October of 2021 and 2020. October YTD sales of 297 are running -58.9% behind last year's year-to-date sales of 723.



## Prices

The Median Sales Price in October was \$1,067,500, up 40.5% from \$759,900 in October of 2021 and down -9.5% from \$1,180,000 last month. The Average Sales Price in October was \$1,364,811, up 34.6% from \$1,014,048 in October of 2021 and down -16.0% from \$1,625,094 last month. October 2022 ASP was at highest level compared to October of 2021 and 2020.

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





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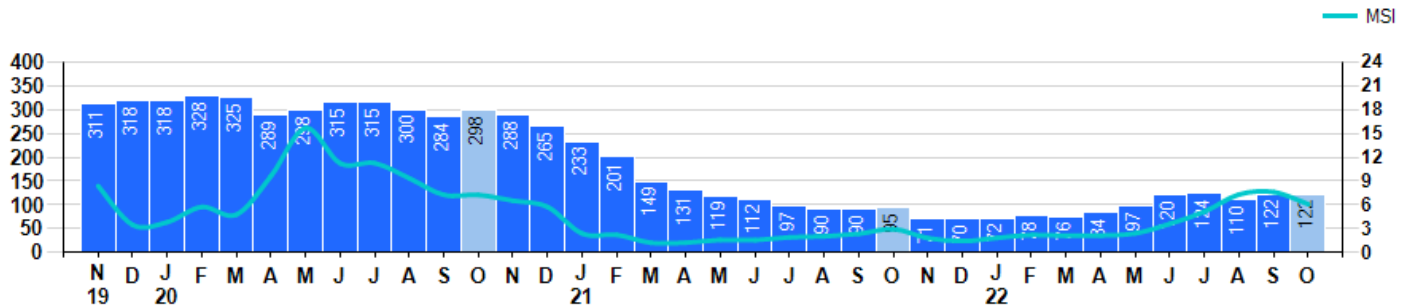
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## Inventory & MSI

The Total Inventory of Properties available for sale as of October was 122, equal to 122 last month and up 28.4% from 95 in October of last year. October 2022 Inventory was at a mid range compared to October of 2021 and 2020.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2022 MSI of 6.1 months was at a mid range compared with October of 2021 and 2020.

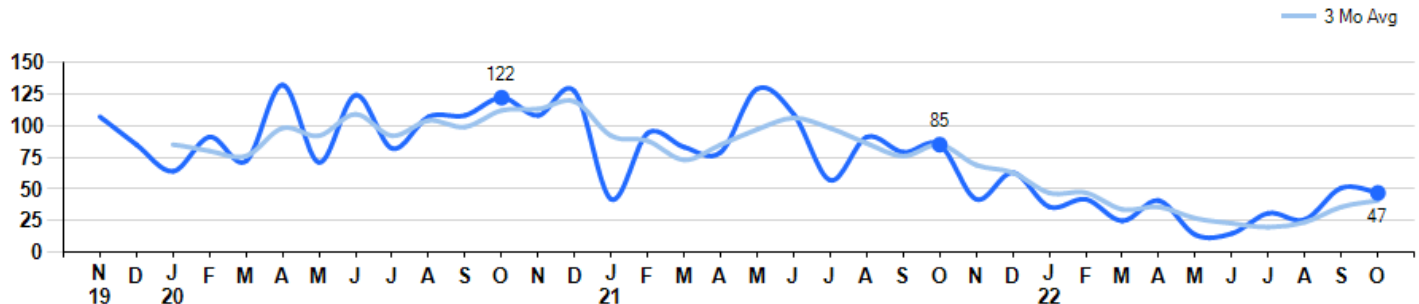
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 October was 47, down -7.8% from 51 days last month and down -44.7% from 85 days in October of last year. The October 2022 DOM was at its lowest level compared with October of 2021 and 2020.

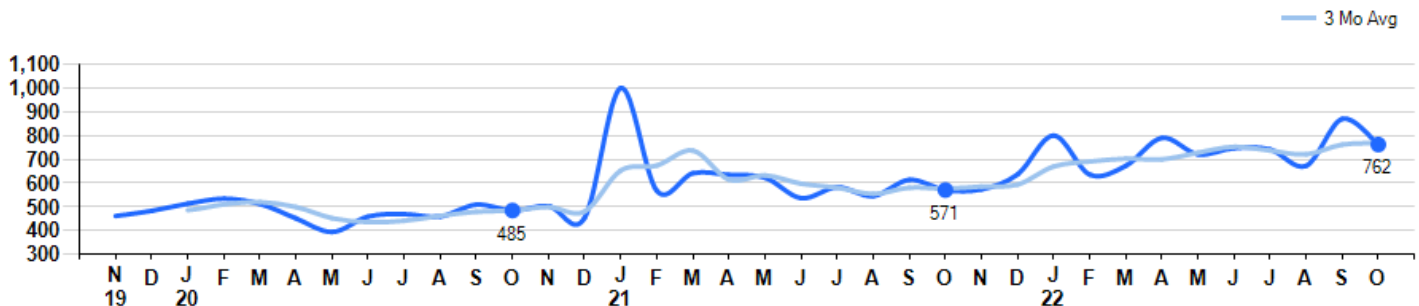
Average Days on Market (Listing to Contract) for properties sold during the month



## 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 October 2022 Selling Price per Square Foot of \$762 was down -12.4% from \$870 last month and up 33.5% from \$571 in October of last year.

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





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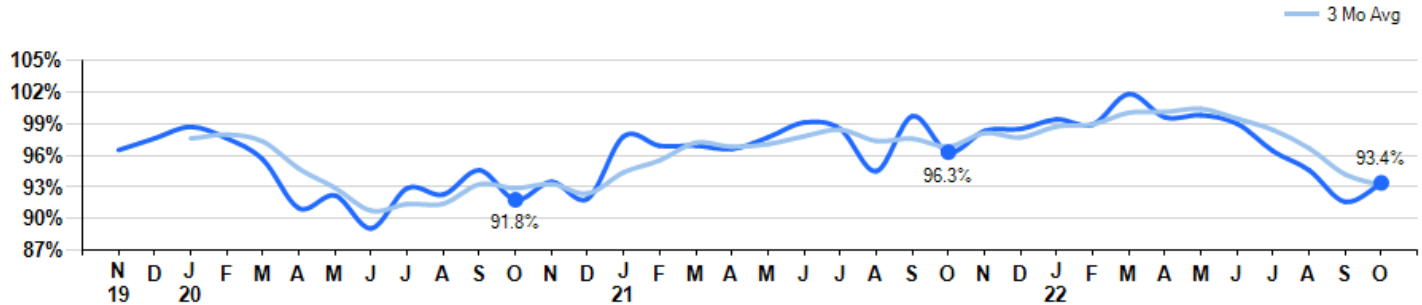
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## Selling Price vs Listing Price

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 October 2022 Selling Price vs List Price of 93.4% was up from 91.6% last month and down from 96.3% in October of last year.

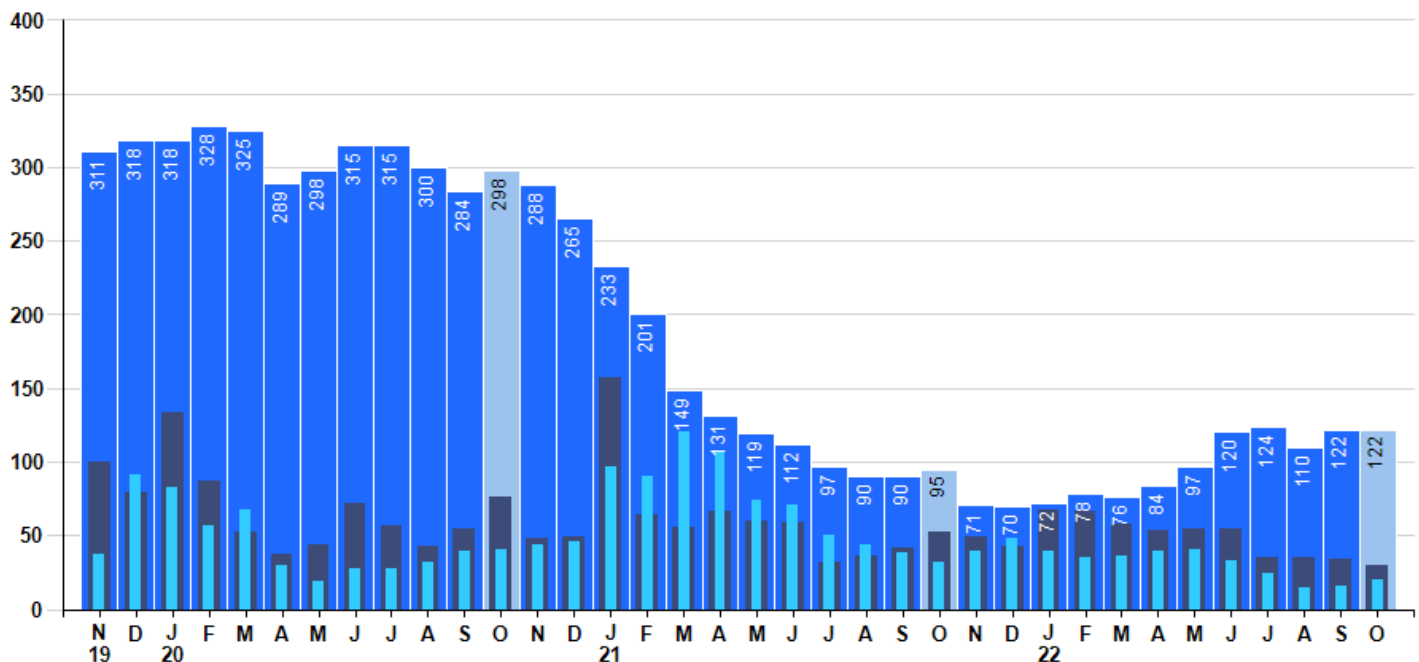
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 October 2022 was 30, down -11.8% from 34 last month and down -42.3% from 52 in October of last year.

Inventory NewListings Sold





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	N 19	D	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
Homes Sold	37	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
3 Mo. Roll Avg			70	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

(000's)	N 19	D	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
MedianSalePrice	745	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
3 Mo. Roll Avg			833	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

	N 19	D	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
Inventory	311	318	318	328	325	289	298	315	315	300	284	298	288	265	233	201	149	131	119	112	97	90	90	95	71	70	72	78	76	84	97	120	124	110	122	122
MSI	8	3	4	6	5	10	16	11	11	9	7	7	7	6	2	2	1	1	2	2	2	2	2	3	2	1	2	2	2	2	2	4	5	7	8	6

	N 19	D	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
Days On Market	107	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
3 Mo. Roll Avg			85	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

	N 19	D	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
Price per Sq Ft	462	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	762
3 Mo. Roll Avg			487	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	768

	N 19	D	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
Sale to List Price	0.965	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	0.934
3 Mo. Roll Avg			0.976	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

	N 19	D	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
New Listings	100	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	34	30
Inventory	311	318	318	328	325	289	298	315	315	300	284	298	288	265	233	201	149	131	119	112	97	90	90	95	71	70	72	78	76	84	97	120	124	110	122	122
Sales	37	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

(000's)	N 19	D	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
Avg Sale Price	817	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	1,365
3 Mo. Roll Avg			860	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	1,331