



BURNS & BERTHA

Changing Lives

January 2020 Summary

Sarasota & Manatee Sales

Single Family

Condo

Townhome



JANUARY 2020 Monthly Recap

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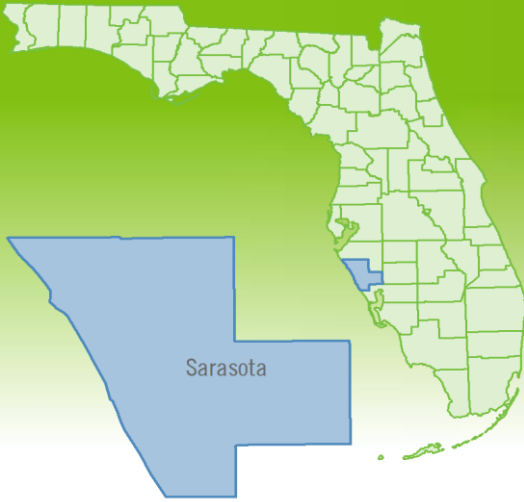
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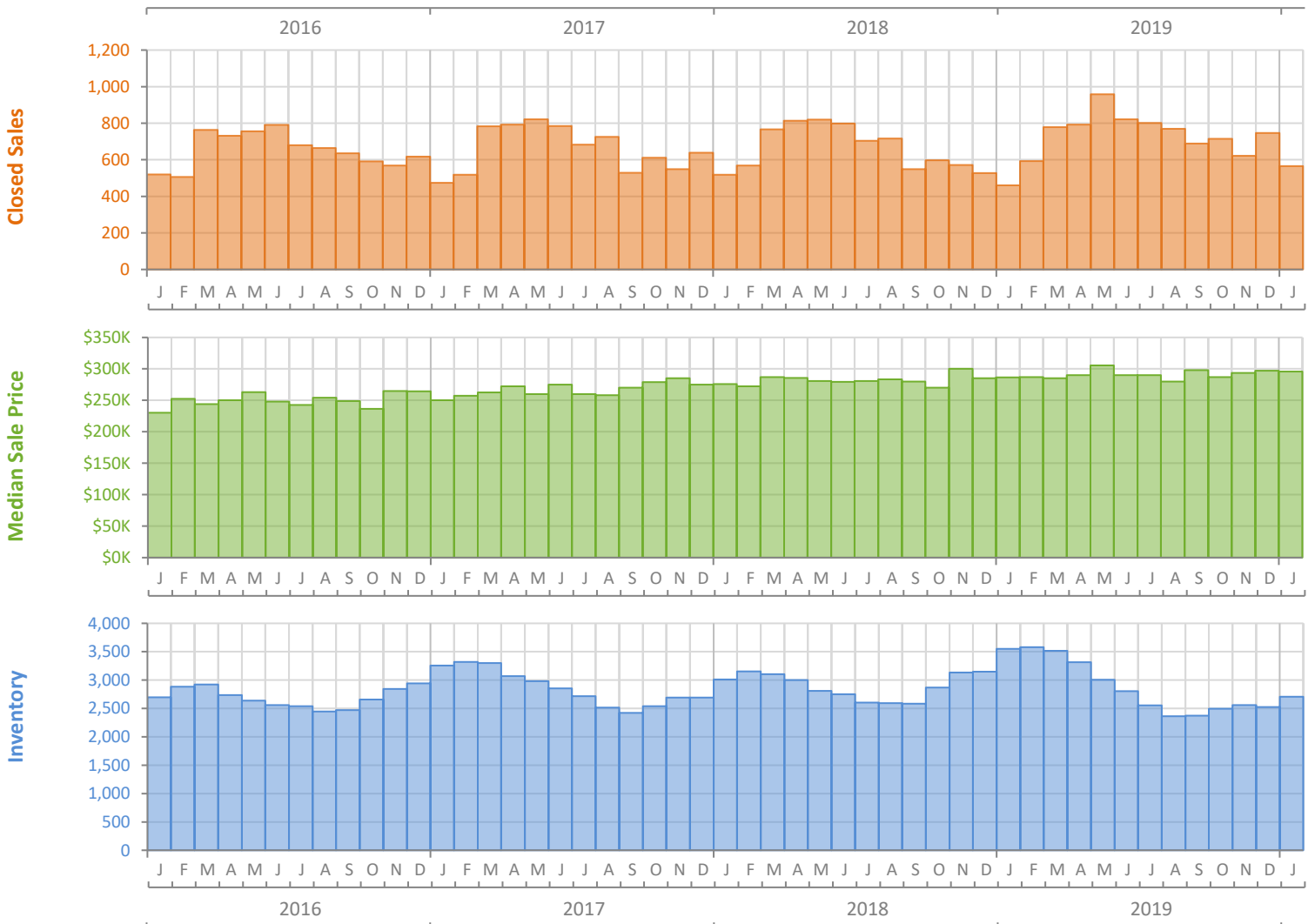
Monthly Market Summary - January 2020

Single Family Homes

Sarasota County



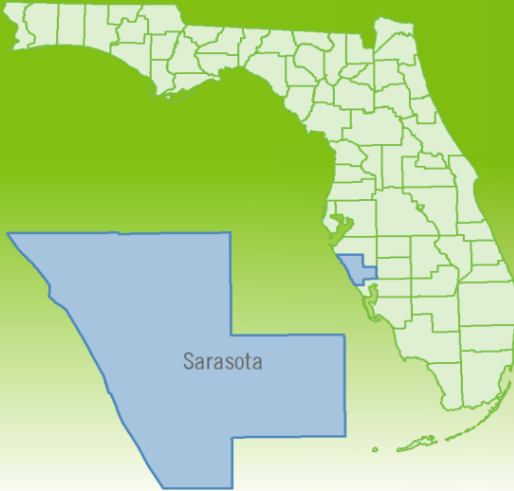
	January 2020	January 2019	Percent Change Year-over-Year
Closed Sales	565	460	22.8%
Paid in Cash	246	168	46.4%
Median Sale Price	\$296,000	\$286,600	3.3%
Average Sale Price	\$410,249	\$412,457	-0.5%
Dollar Volume	\$231.8 Million	\$189.7 Million	22.2%
Med. Pct. of Orig. List Price Received	96.2%	95.3%	0.9%
Median Time to Contract	34 Days	45 Days	-24.4%
Median Time to Sale	81 Days	88 Days	-8.0%
New Pending Sales	817	723	13.0%
New Listings	1,092	1,265	-13.7%
Pending Inventory	967	891	8.5%
Inventory (Active Listings)	2,704	3,548	-23.8%
Months Supply of Inventory	3.6	5.4	-33.3%



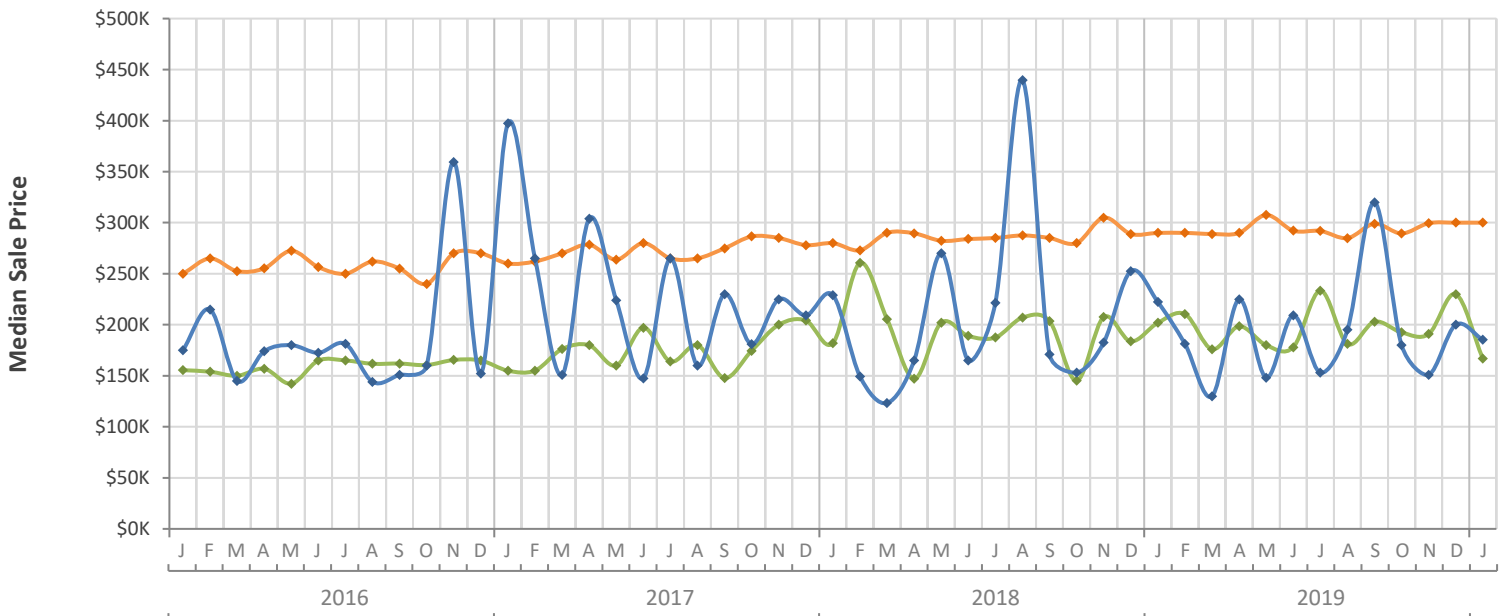
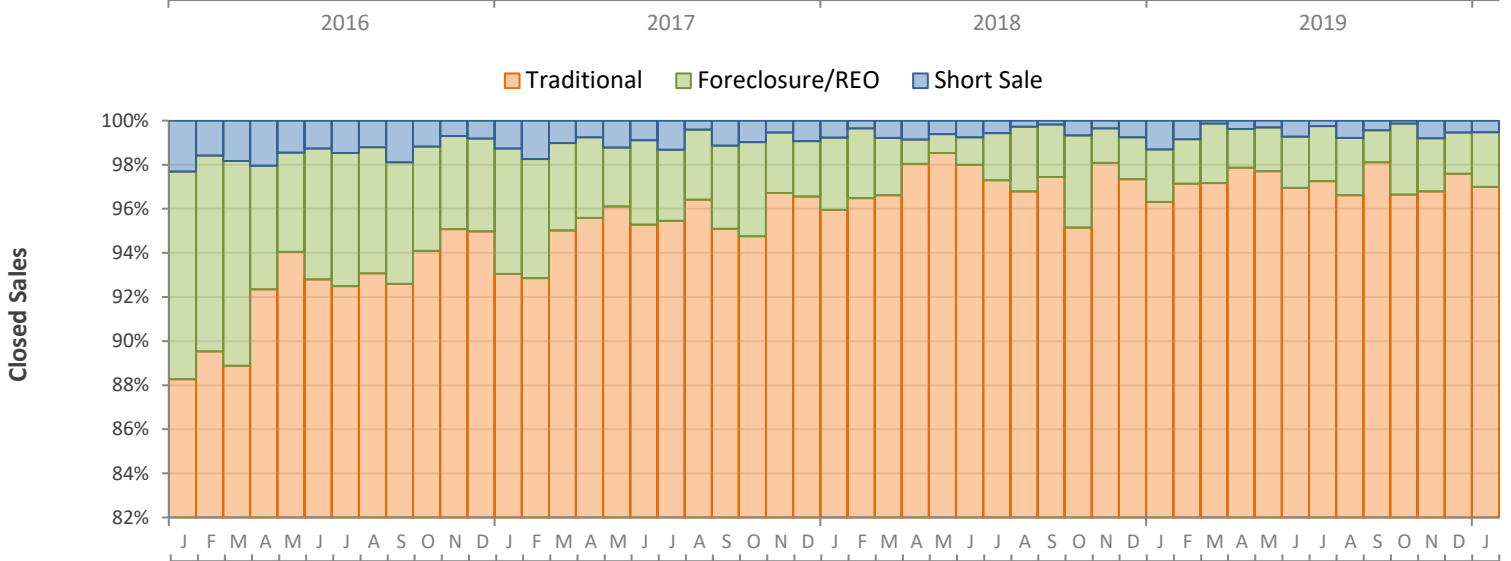
Monthly Distressed Market - January 2020

Single Family Homes

Sarasota County



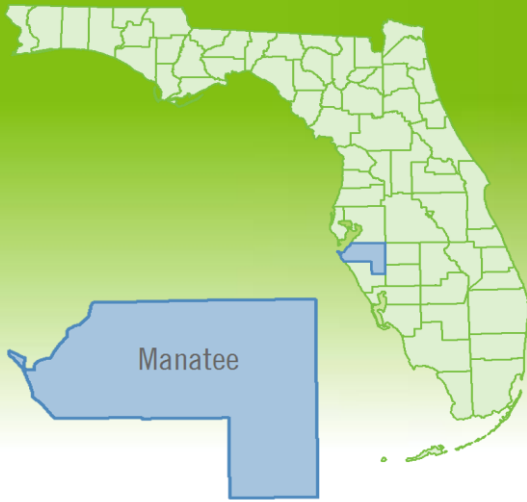
		January 2020	January 2019	Percent Change Year-over-Year
Traditional	Closed Sales	548	443	23.7%
	Median Sale Price	\$300,000	\$290,000	3.4%
Foreclosure/REO	Closed Sales	14	11	27.3%
	Median Sale Price	\$166,750	\$201,900	-17.4%
Short Sale	Closed Sales	3	6	-50.0%
	Median Sale Price	\$185,250	\$222,250	-16.6%



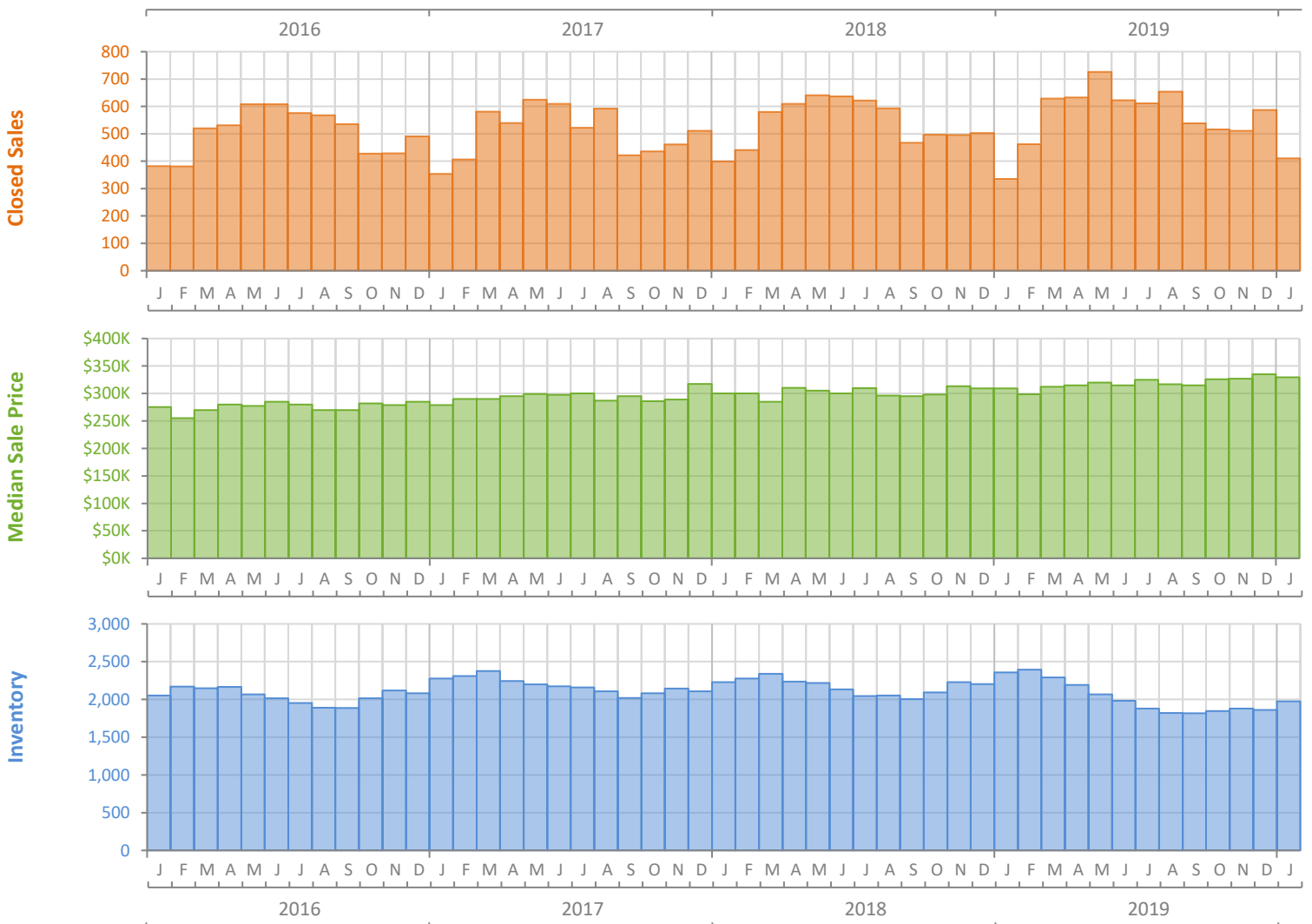
Monthly Market Summary - January 2020

Single Family Homes

Manatee County



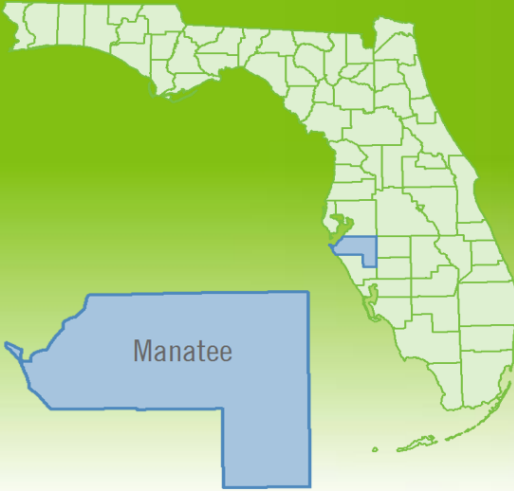
	January 2020	January 2019	Percent Change Year-over-Year
Closed Sales	410	335	22.4%
Paid in Cash	114	102	11.8%
Median Sale Price	\$329,500	\$309,000	6.6%
Average Sale Price	\$420,775	\$386,927	8.7%
Dollar Volume	\$172.5 Million	\$129.6 Million	33.1%
Med. Pct. of Orig. List Price Received	96.3%	95.7%	0.6%
Median Time to Contract	41 Days	51 Days	-19.6%
Median Time to Sale	91 Days	97 Days	-6.2%
New Pending Sales	618	557	11.0%
New Listings	774	804	-3.7%
Pending Inventory	749	734	2.0%
Inventory (Active Listings)	1,973	2,357	-16.3%
Months Supply of Inventory	3.4	4.4	-22.7%



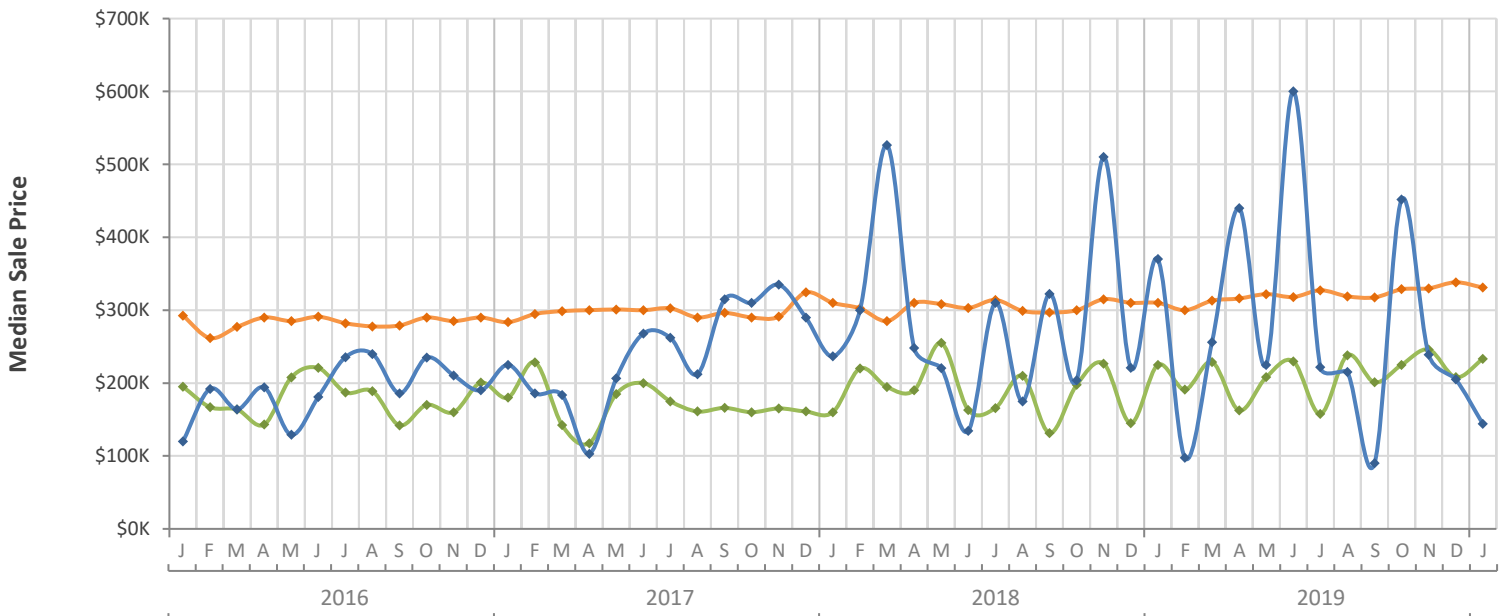
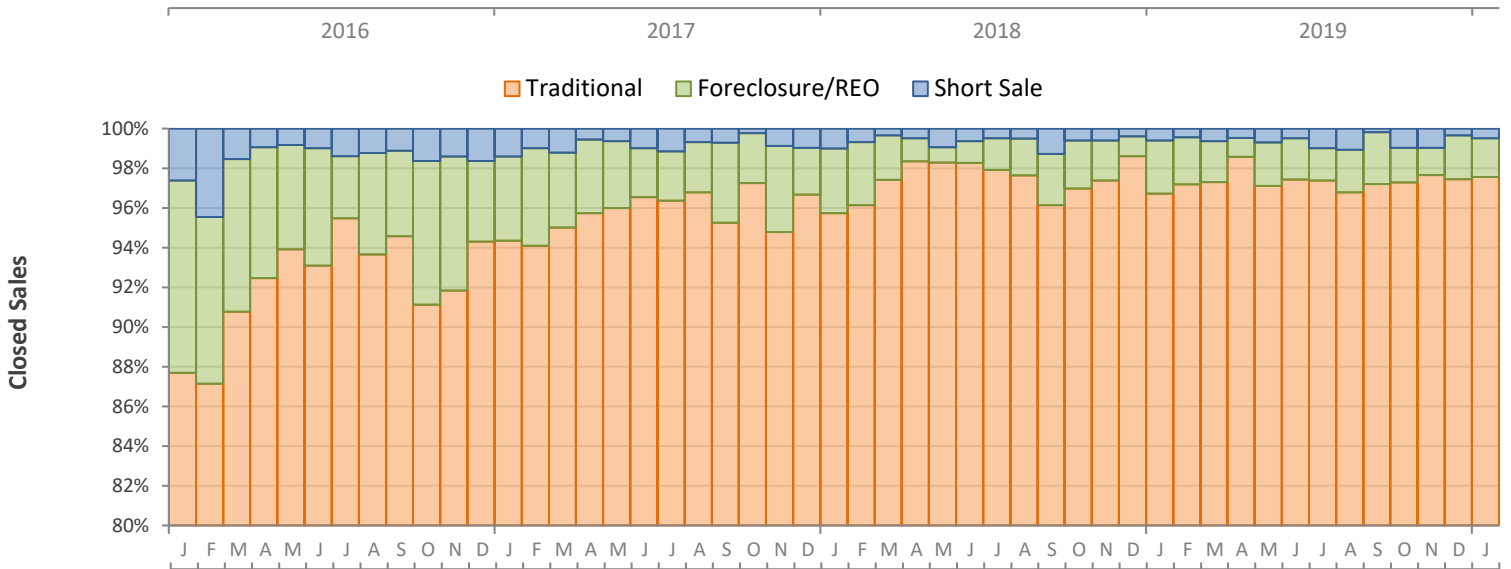
Monthly Distressed Market - January 2020

Single Family Homes

Manatee County



		January 2020	January 2019	Percent Change Year-over-Year
Traditional	Closed Sales	400	324	23.5%
	Median Sale Price	\$331,000	\$309,995	6.8%
Foreclosure/REO	Closed Sales	8	9	-11.1%
	Median Sale Price	\$233,001	\$225,000	3.6%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$144,025	\$370,000	-61.1%



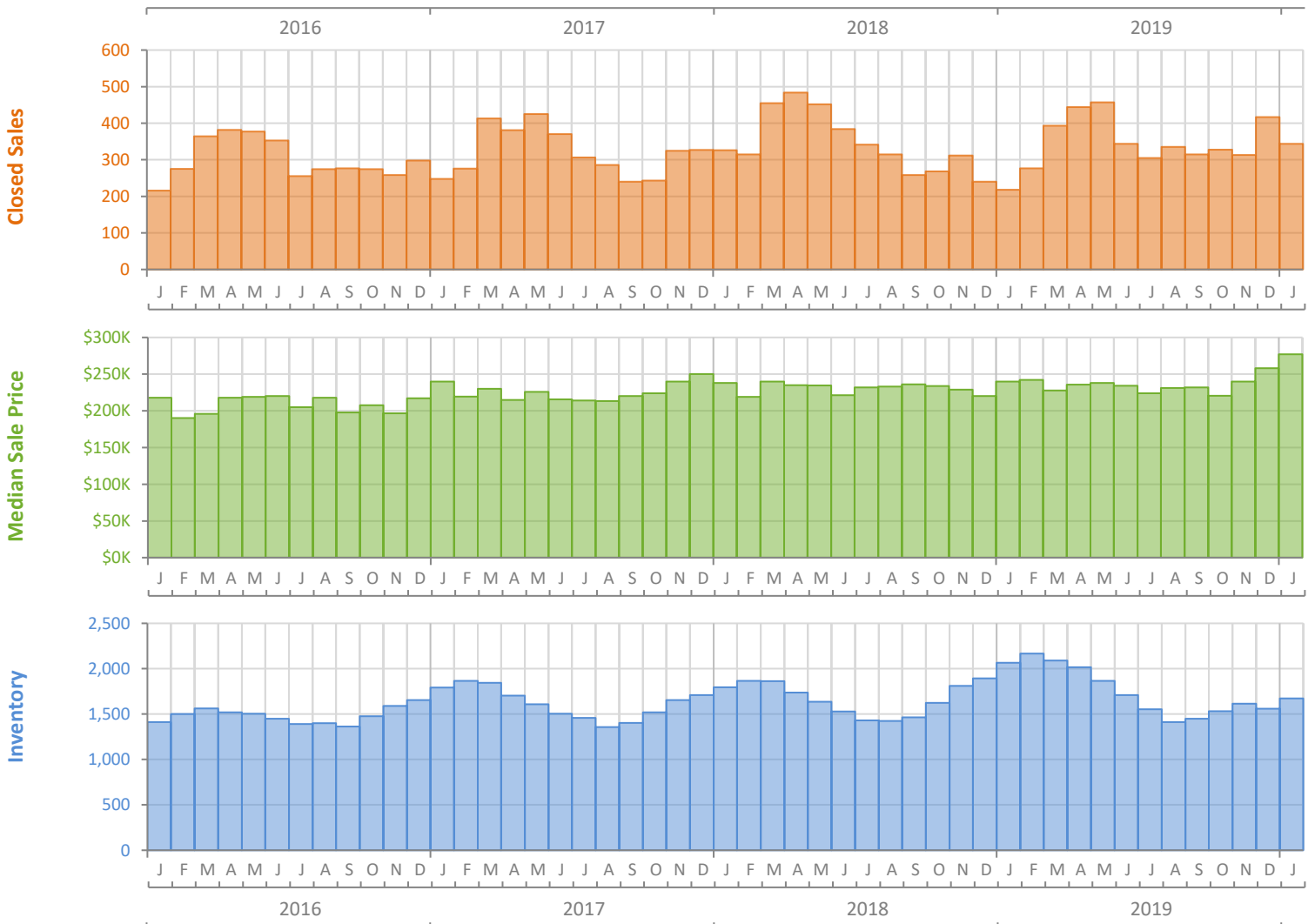
Monthly Market Summary - January 2020

Townhouses and Condos

Sarasota County



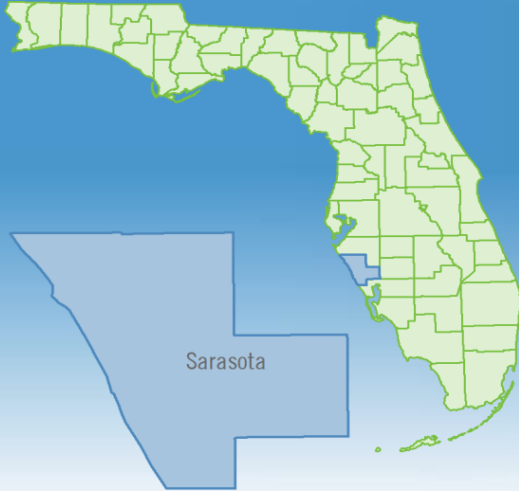
	January 2020	January 2019	Percent Change Year-over-Year
Closed Sales	344	218	57.8%
Paid in Cash	216	143	51.0%
Median Sale Price	\$277,000	\$240,000	15.4%
Average Sale Price	\$475,464	\$344,209	38.1%
Dollar Volume	\$163.6 Million	\$75.0 Million	118.0%
Med. Pct. of Orig. List Price Received	95.6%	94.3%	1.4%
Median Time to Contract	44 Days	51 Days	-13.7%
Median Time to Sale	88 Days	91 Days	-3.3%
New Pending Sales	523	401	30.4%
New Listings	688	661	4.1%
Pending Inventory	688	541	27.2%
Inventory (Active Listings)	1,674	2,064	-18.9%
Months Supply of Inventory	4.9	6.1	-19.7%



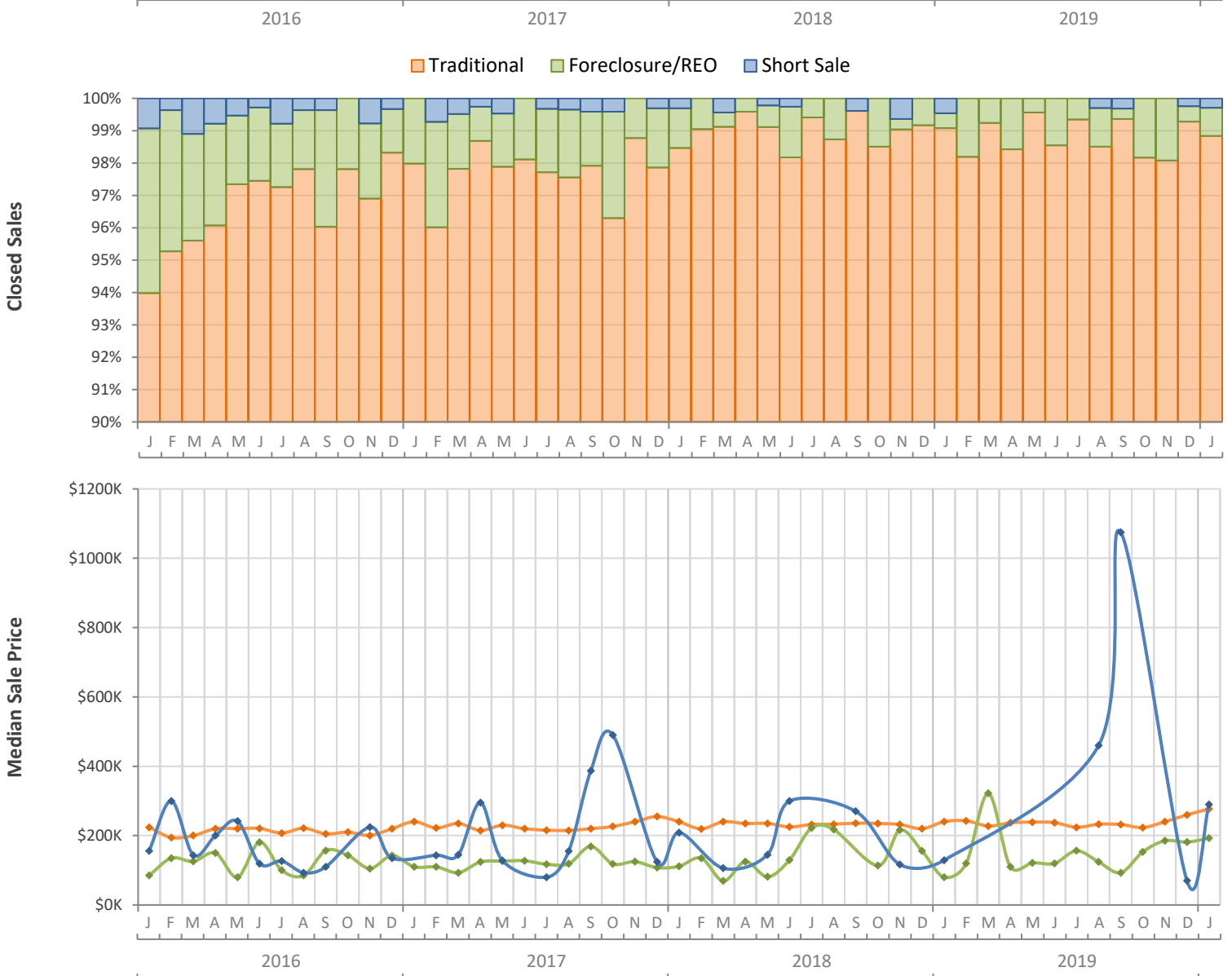
Monthly Distressed Market - January 2020

Townhouses and Condos

Sarasota County



		January 2020	January 2019	Percent Change Year-over-Year
Traditional	Closed Sales	340	216	57.4%
	Median Sale Price	\$277,000	\$240,000	15.4%
Foreclosure/REO	Closed Sales	3	1	200.0%
	Median Sale Price	\$192,500	\$79,900	140.9%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$290,000	\$129,000	124.8%



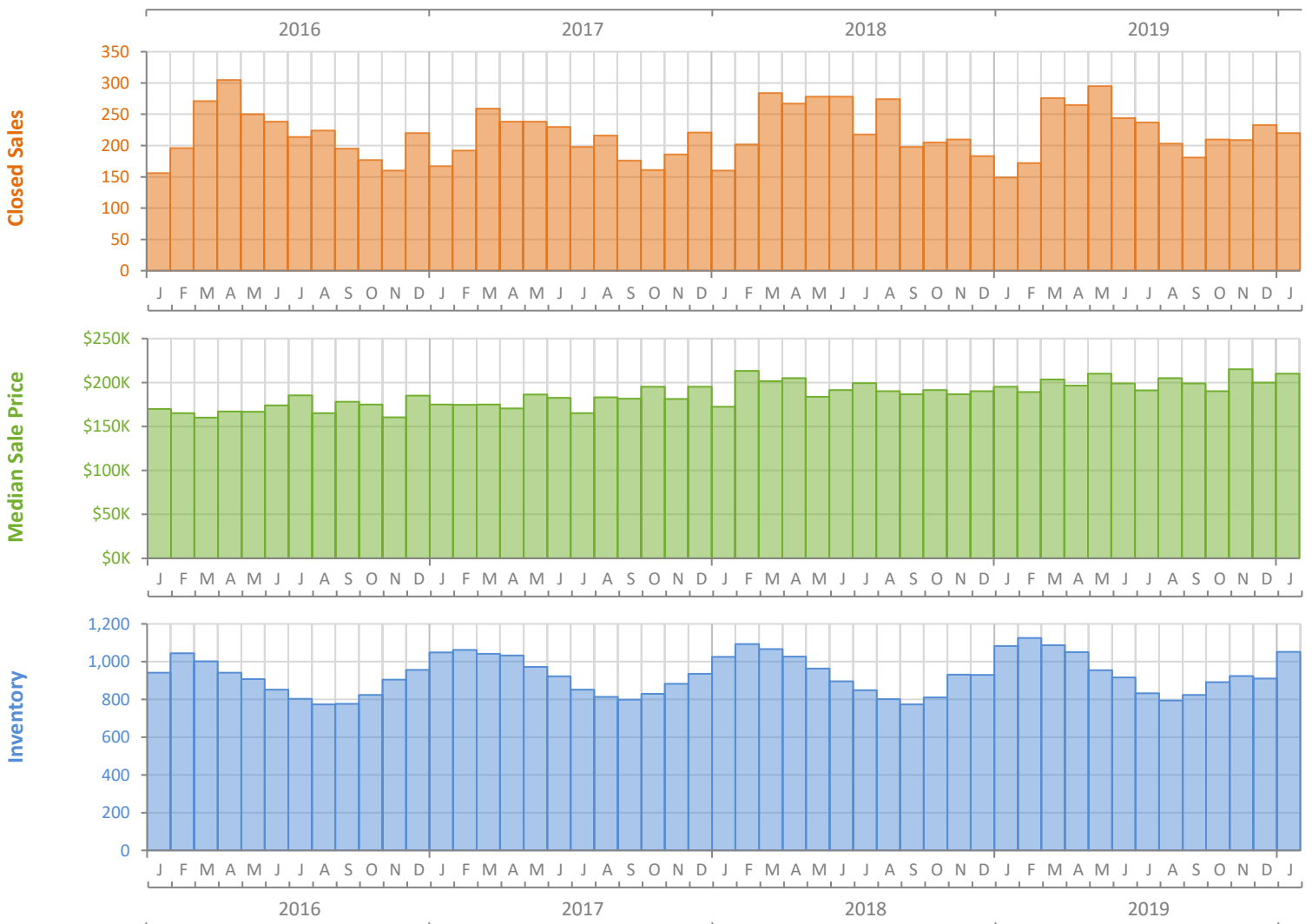
Monthly Market Summary - January 2020

Townhouses and Condos

Manatee County



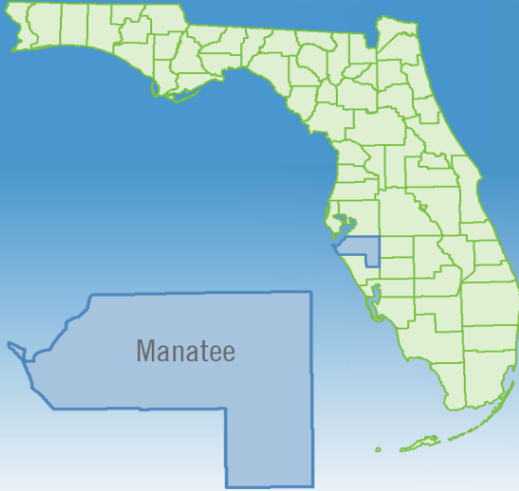
	January 2020	January 2019	Percent Change Year-over-Year
Closed Sales	220	149	47.7%
Paid in Cash	106	95	11.6%
Median Sale Price	\$210,000	\$195,000	7.7%
Average Sale Price	\$236,867	\$241,191	-1.8%
Dollar Volume	\$52.1 Million	\$35.9 Million	45.0%
Med. Pct. of Orig. List Price Received	95.1%	94.4%	0.7%
Median Time to Contract	50 Days	57 Days	-12.3%
Median Time to Sale	93 Days	94 Days	-1.1%
New Pending Sales	278	238	16.8%
New Listings	461	422	9.2%
Pending Inventory	317	266	19.2%
Inventory (Active Listings)	1,052	1,082	-2.8%
Months Supply of Inventory	4.7	4.7	0.0%



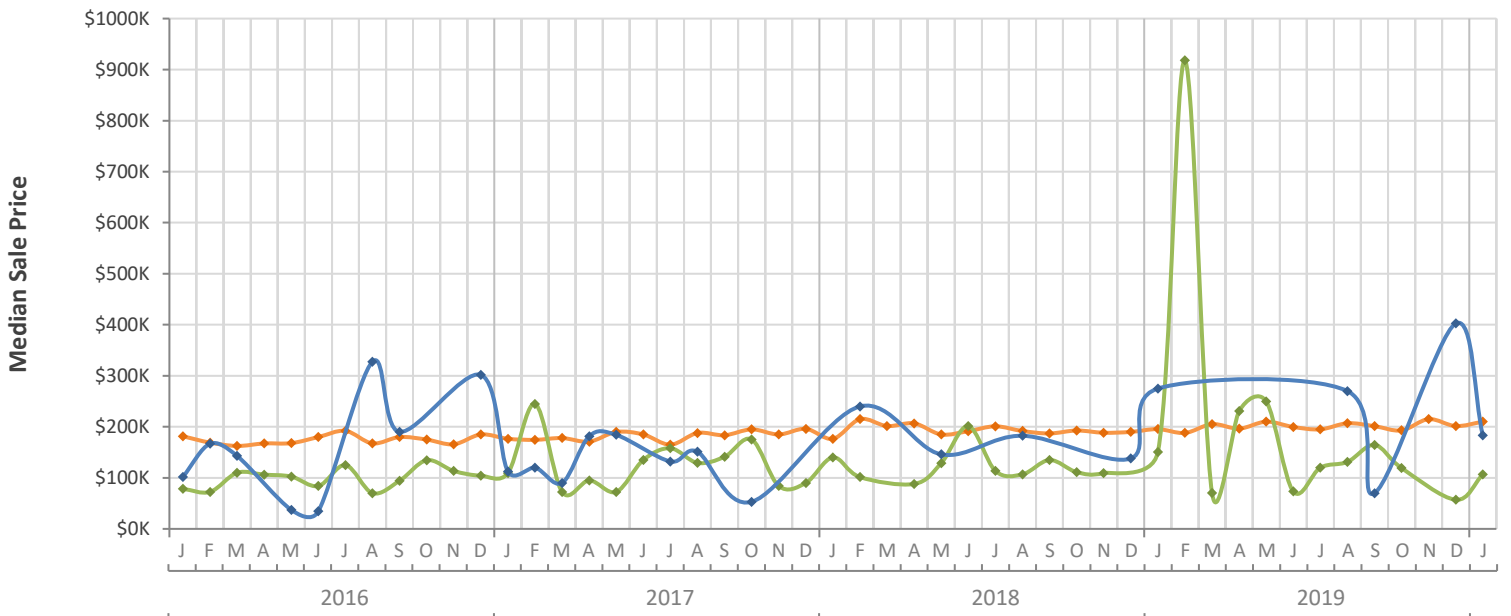
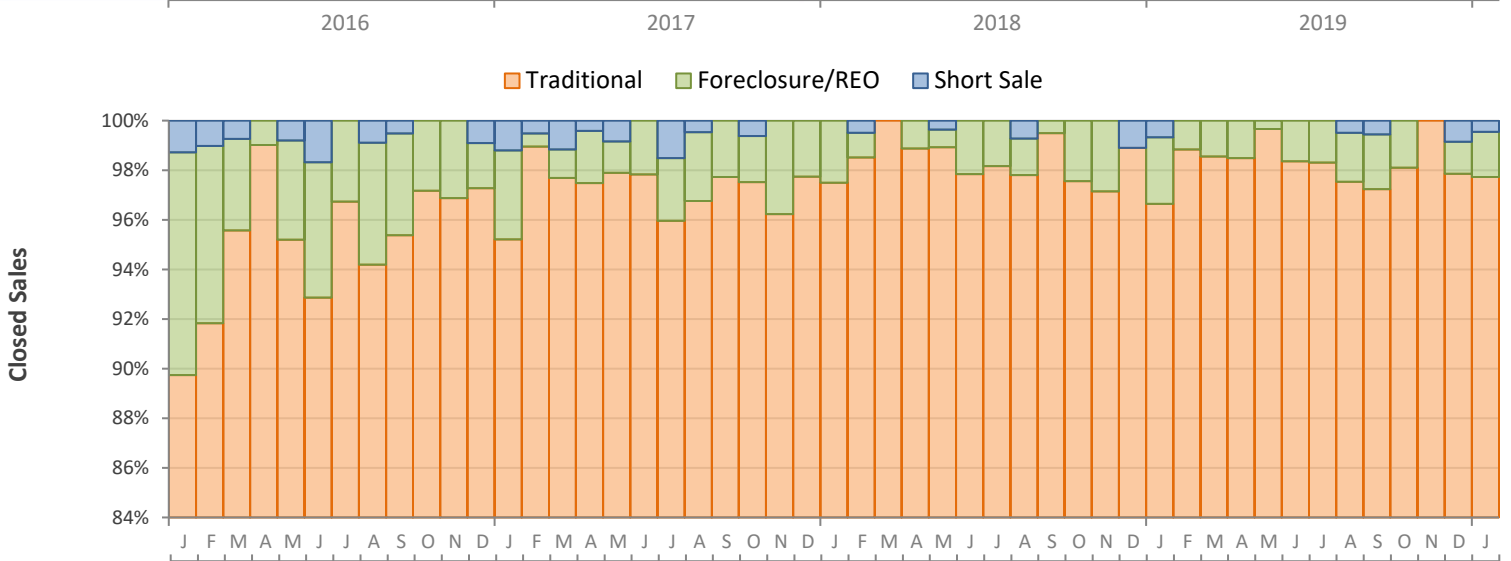
Monthly Distressed Market - January 2020

Townhouses and Condos

Manatee County



		January 2020	January 2019	Percent Change Year-over-Year
Traditional	Closed Sales	215	144	49.3%
	Median Sale Price	\$210,000	\$195,500	7.4%
Foreclosure/REO	Closed Sales	4	4	0.0%
	Median Sale Price	\$106,500	\$150,450	-29.2%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$183,000	\$275,000	-33.5%



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