



BURNS & BERTHA

Changing Lives

July 2020 Summary

Sarasota & Manatee Sales

Single Family

Condo

Townhome



JULY 2020 Monthly Recap

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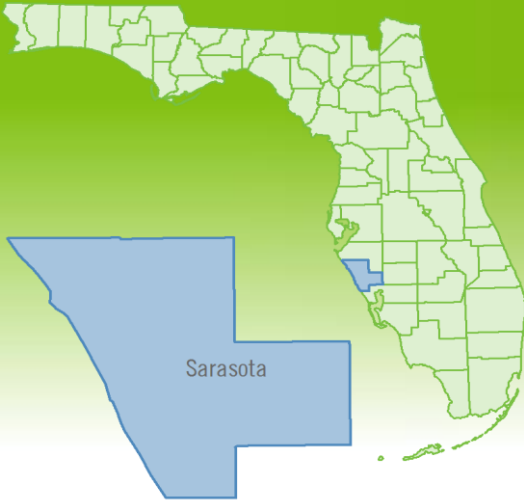
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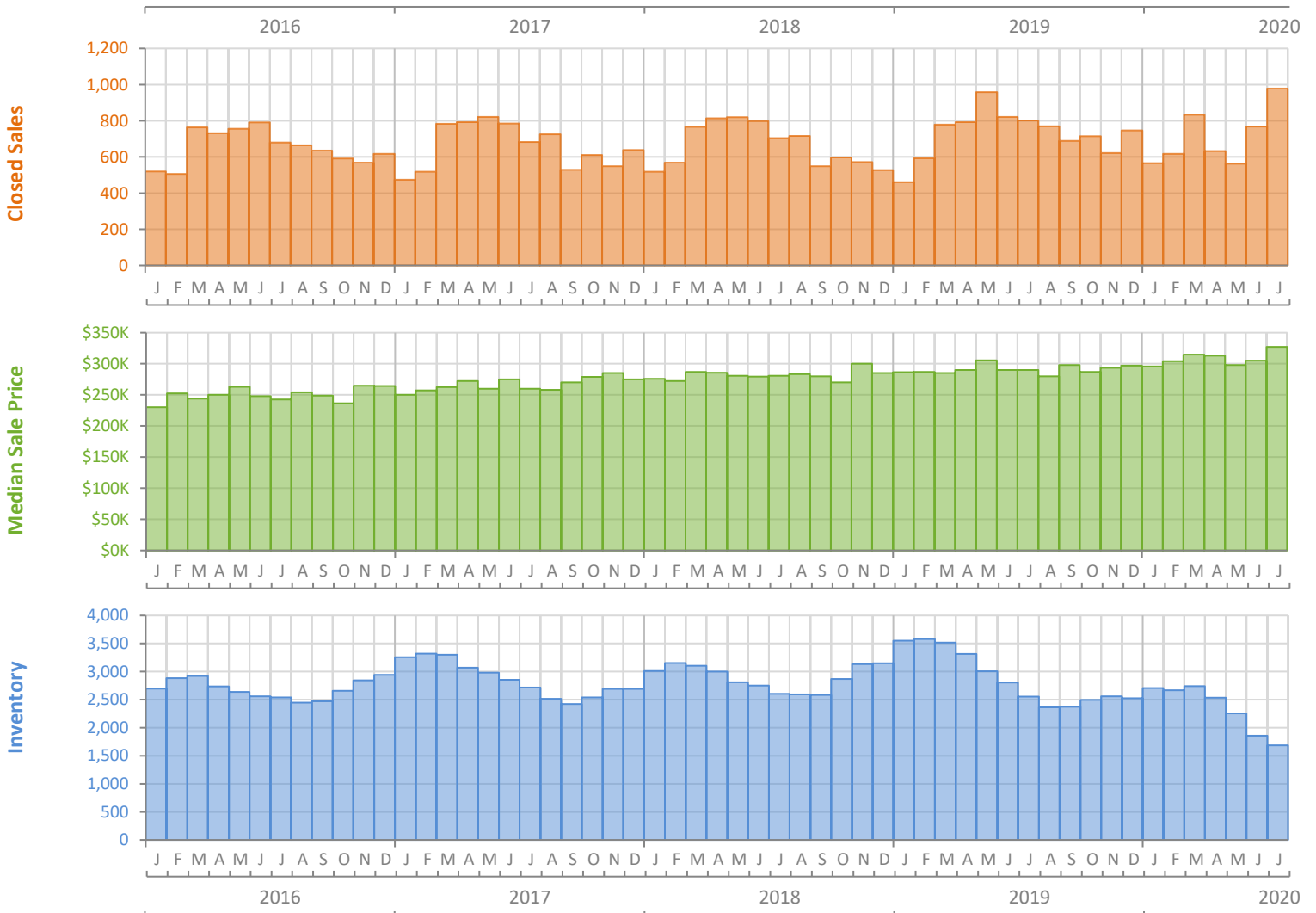
Monthly Market Summary - July 2020

Single Family Homes

Sarasota County



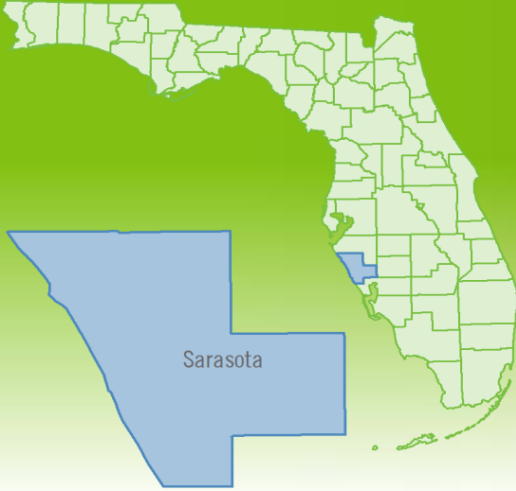
	July 2020	July 2019	Percent Change Year-over-Year
Closed Sales	978	802	21.9%
Paid in Cash	292	249	17.3%
Median Sale Price	\$327,250	\$290,000	12.8%
Average Sale Price	\$444,431	\$386,220	15.1%
Dollar Volume	\$434.7 Million	\$309.7 Million	40.3%
Med. Pct. of Orig. List Price Received	96.3%	95.5%	0.8%
Median Time to Contract	41 Days	58 Days	-29.3%
Median Time to Sale	90 Days	105 Days	-14.3%
New Pending Sales	979	736	33.0%
New Listings	907	763	18.9%
Pending Inventory	1,355	998	35.8%
Inventory (Active Listings)	1,687	2,555	-34.0%
Months Supply of Inventory	2.4	3.8	-36.8%



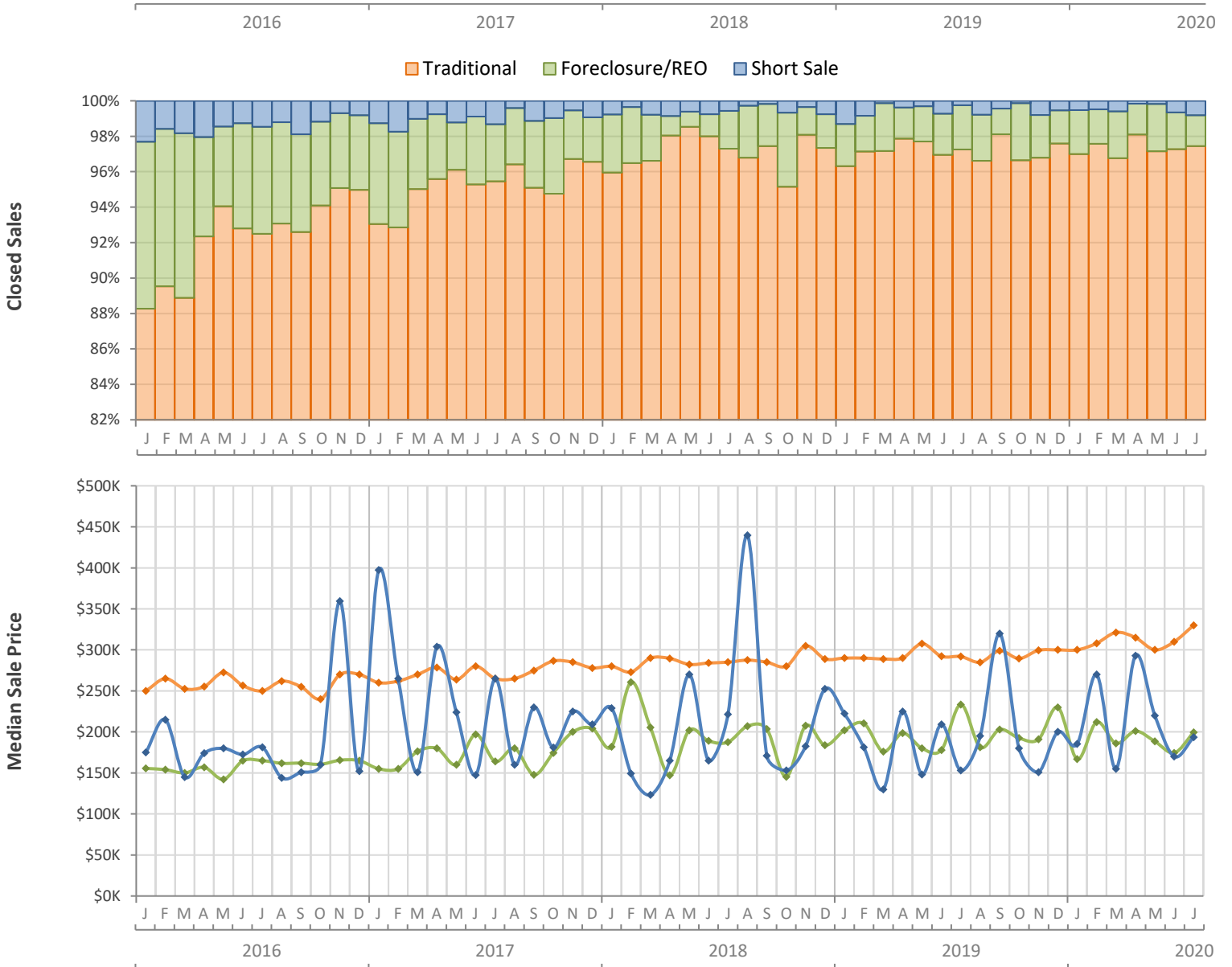
Monthly Distressed Market - July 2020

Single Family Homes

Sarasota County



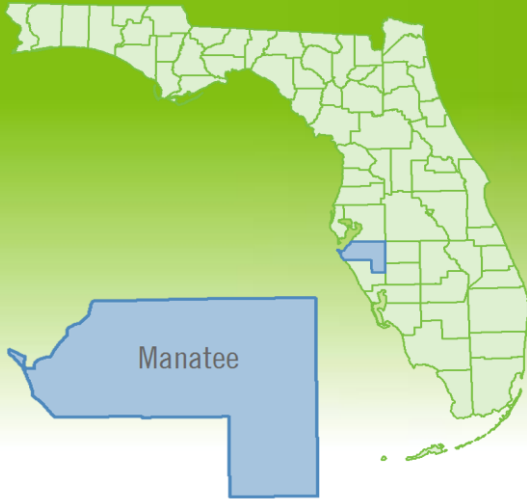
		July 2020	July 2019	Percent Change Year-over-Year
Traditional	Closed Sales	953	780	22.2%
	Median Sale Price	\$330,000	\$291,925	13.0%
Foreclosure/REO	Closed Sales	17	20	-15.0%
	Median Sale Price	\$199,500	\$233,500	-14.6%
Short Sale	Closed Sales	8	2	300.0%
	Median Sale Price	\$193,500	\$153,000	26.5%



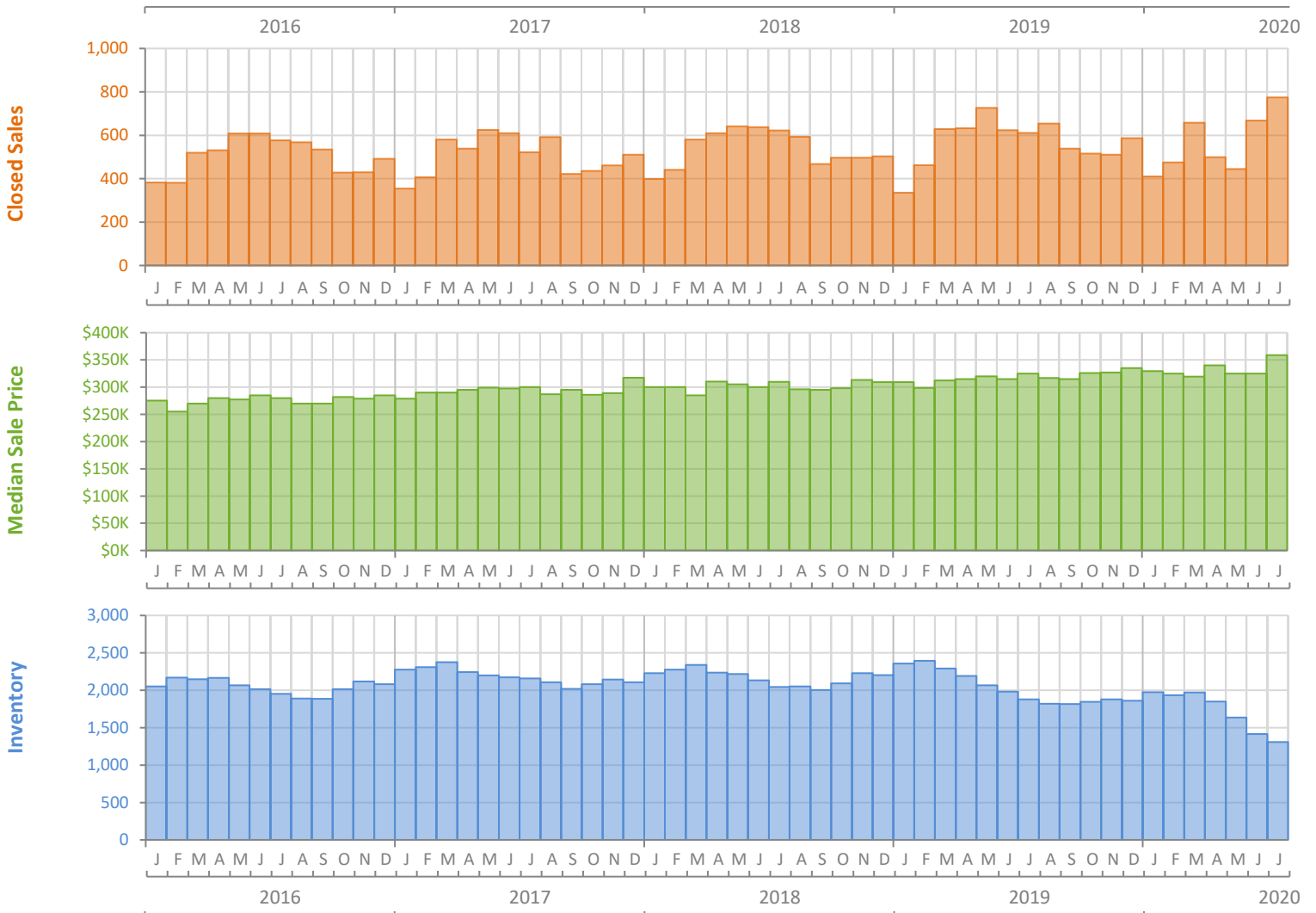
Monthly Market Summary - July 2020

Single Family Homes

Manatee County



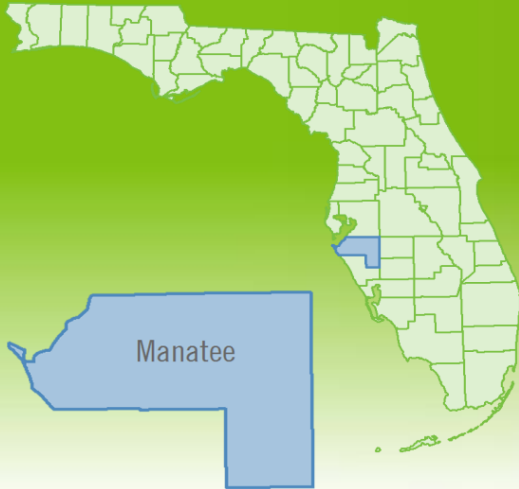
	July 2020	July 2019	Percent Change Year-over-Year
Closed Sales	774	611	26.7%
Paid in Cash	186	142	31.0%
Median Sale Price	\$358,963	\$325,000	10.5%
Average Sale Price	\$476,011	\$391,049	21.7%
Dollar Volume	\$368.4 Million	\$238.9 Million	54.2%
Med. Pct. of Orig. List Price Received	96.8%	95.9%	0.9%
Median Time to Contract	37 Days	53 Days	-30.2%
Median Time to Sale	80 Days	99 Days	-19.2%
New Pending Sales	809	608	33.1%
New Listings	775	651	19.0%
Pending Inventory	1,091	868	25.7%
Inventory (Active Listings)	1,310	1,877	-30.2%
Months Supply of Inventory	2.3	3.4	-32.4%



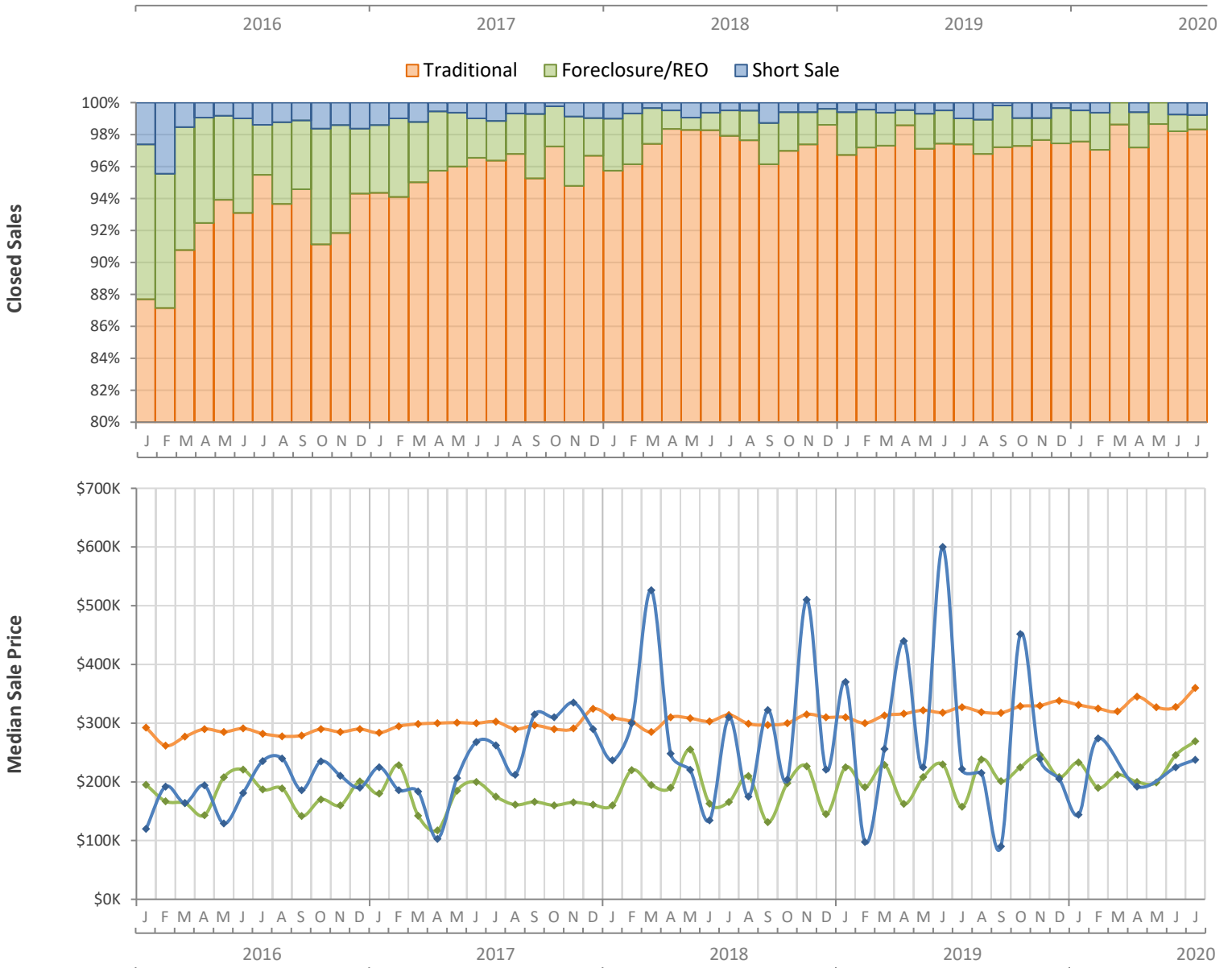
Monthly Distressed Market - July 2020

Single Family Homes

Manatee County



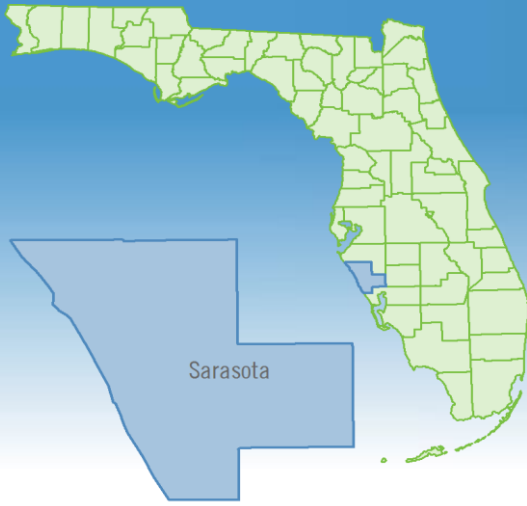
		July 2020	July 2019	Percent Change Year-over-Year
Traditional	Closed Sales	761	595	27.9%
	Median Sale Price	\$360,000	\$327,351	10.0%
Foreclosure/REO	Closed Sales	7	10	-30.0%
	Median Sale Price	\$269,000	\$157,500	70.8%
Short Sale	Closed Sales	6	6	0.0%
	Median Sale Price	\$237,750	\$221,775	7.2%



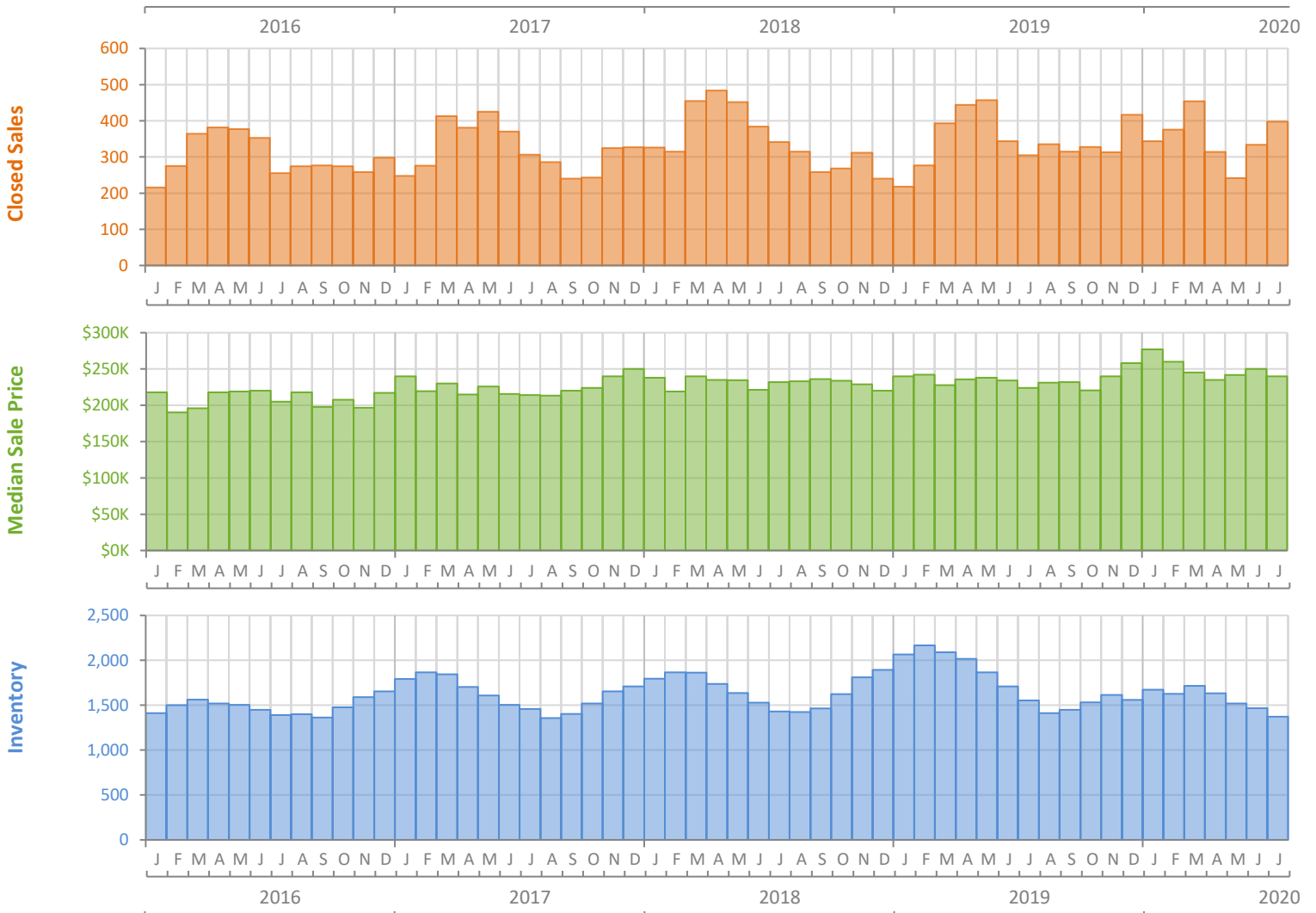
Monthly Market Summary - July 2020

Townhouses and Condos

Sarasota County



	July 2020	July 2019	Percent Change Year-over-Year
Closed Sales	398	305	30.5%
Paid in Cash	184	162	13.6%
Median Sale Price	\$240,000	\$224,000	7.1%
Average Sale Price	\$347,776	\$307,526	13.1%
Dollar Volume	\$138.4 Million	\$93.8 Million	47.6%
Med. Pct. of Orig. List Price Received	95.0%	94.4%	0.6%
Median Time to Contract	74 Days	79 Days	-6.3%
Median Time to Sale	113 Days	125 Days	-9.6%
New Pending Sales	451	305	47.9%
New Listings	424	315	34.6%
Pending Inventory	704	556	26.6%
Inventory (Active Listings)	1,373	1,552	-11.5%
Months Supply of Inventory	4.0	4.9	-18.4%



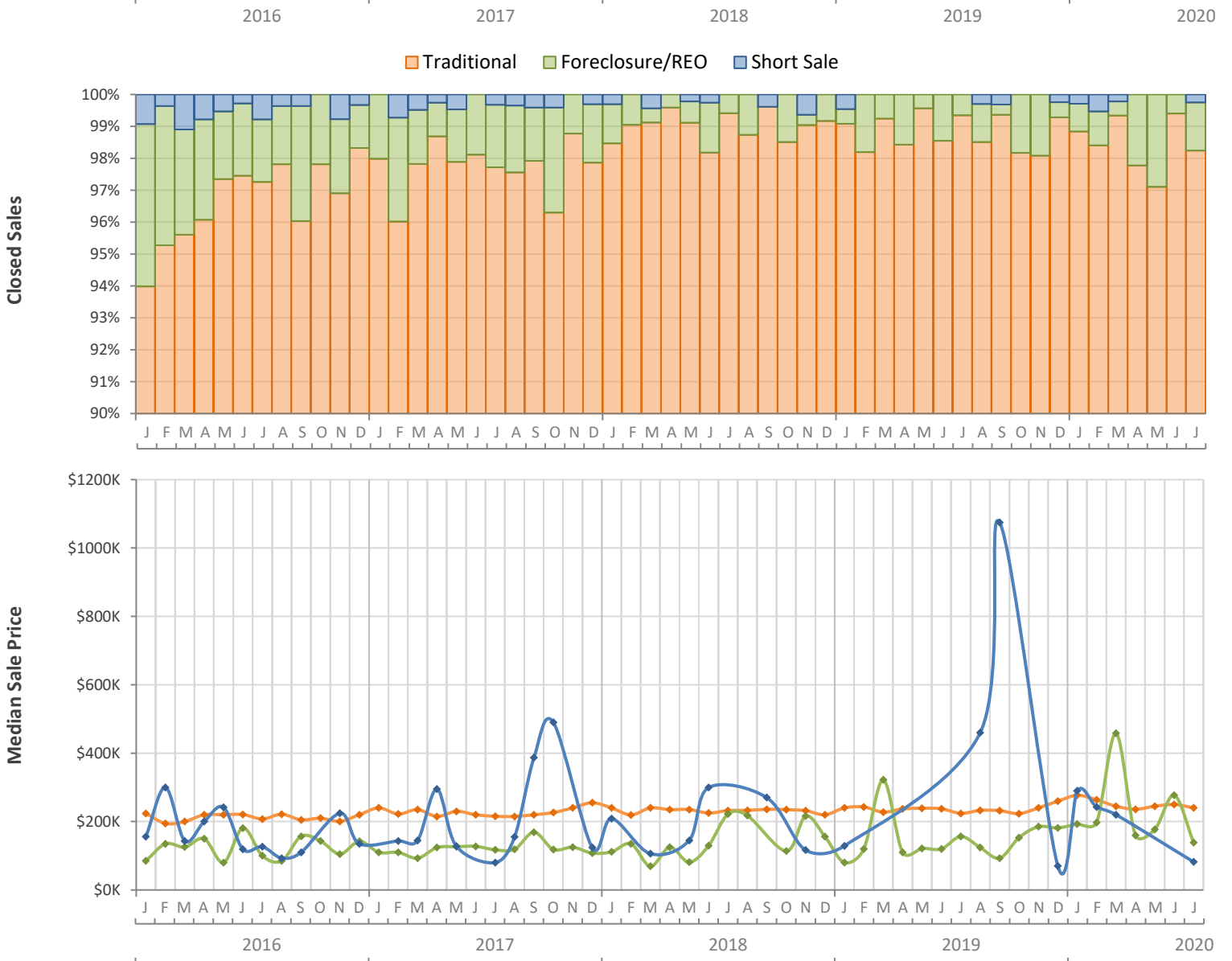
Monthly Distressed Market - July 2020

Townhouses and Condos

Sarasota County



		July 2020	July 2019	Percent Change Year-over-Year
Traditional	Closed Sales	391	303	29.0%
	Median Sale Price	\$240,000	\$224,000	7.1%
Foreclosure/REO	Closed Sales	6	2	200.0%
	Median Sale Price	\$138,501	\$156,450	-11.5%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$82,000	(No Sales)	N/A



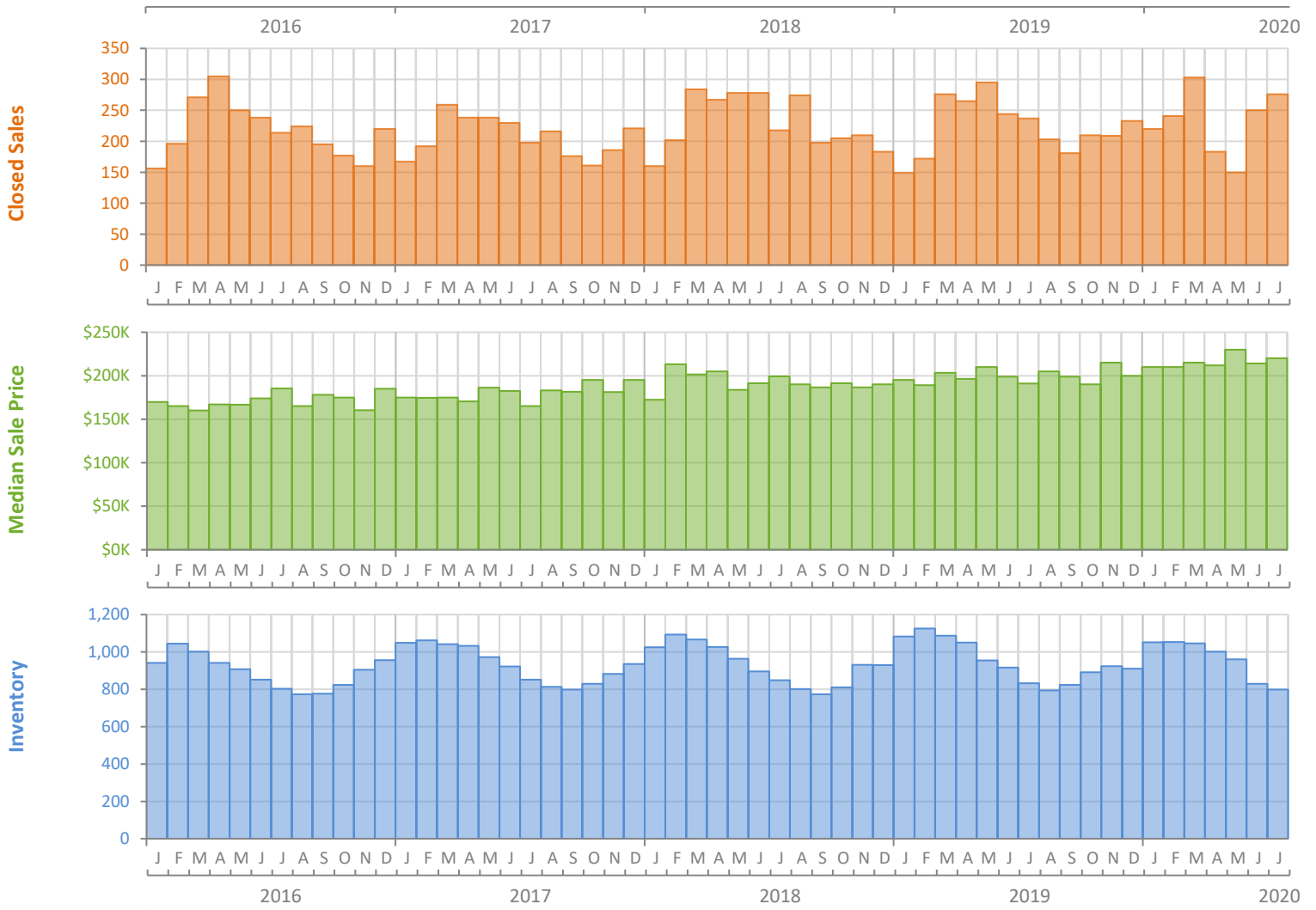
Monthly Market Summary - July 2020

Townhouses and Condos

Manatee County



	July 2020	July 2019	Percent Change Year-over-Year
Closed Sales	276	237	16.5%
Paid in Cash	124	121	2.5%
Median Sale Price	\$220,000	\$191,000	15.2%
Average Sale Price	\$270,527	\$216,523	24.9%
Dollar Volume	\$74.7 Million	\$51.3 Million	45.5%
Med. Pct. of Orig. List Price Received	95.7%	95.0%	0.7%
Median Time to Contract	64 Days	57 Days	12.3%
Median Time to Sale	107 Days	103 Days	3.9%
New Pending Sales	307	221	38.9%
New Listings	333	205	62.4%
Pending Inventory	406	286	42.0%
Inventory (Active Listings)	799	832	-4.0%
Months Supply of Inventory	3.6	3.7	-2.7%



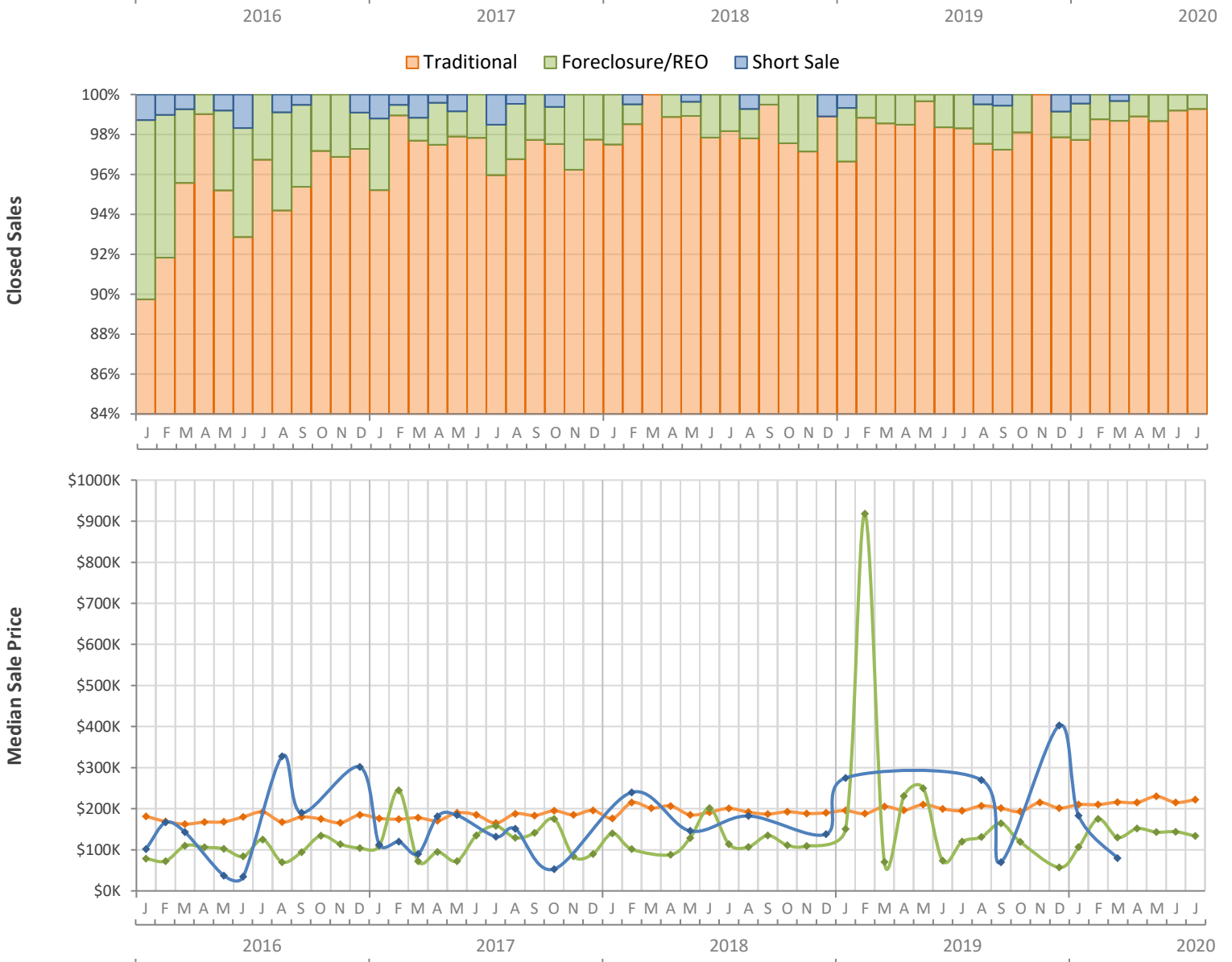
Monthly Distressed Market - July 2020

Townhouses and Condos

Manatee County



		July 2020	July 2019	Percent Change Year-over-Year
Traditional	Closed Sales	274	233	17.6%
	Median Sale Price	\$222,000	\$195,000	13.8%
Foreclosure/REO	Closed Sales	2	4	-50.0%
	Median Sale Price	\$133,450	\$120,000	11.2%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



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