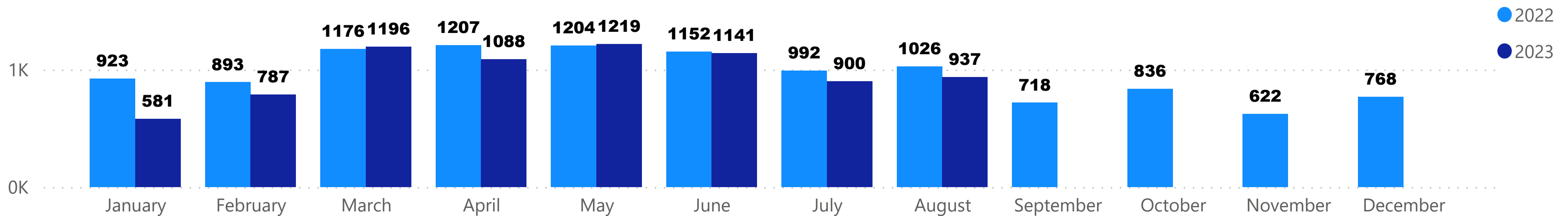


REALTOR® Association of Sarasota & Manatee

Monthly Sales Trend Indicator 2023

Sales by Price Range - Single Family Homes & Villas

Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999		1	1	1				1					4
\$ 50,000 - 59,999													
\$ 60,000 - 69,999		1											1
\$ 70,000 - 79,999	1				1	1							3
\$ 80,000 - 89,999		1				1							2
\$ 90,000 - 99,999		3	1	1		1	1						7
\$ 100,000 - 119,999	2	2		2		2		4					12
\$ 120,000 - 139,999	1	4	5	1	4	3	2	6					26
\$ 140,000 - 159,999	4	5	3	8	6	4	3	5					38
\$ 160,000 - 179,999	5	4	5	7	3	3	9	3					39
\$ 180,000 - 199,999	8	5	11	6	8	7	7	9					61
\$ 200,000 - 249,999	21	36	28	34	32	28	26	29					234
\$ 250,000 - 299,999	40	65	60	51	66	57	46	51					436
\$ 300,000 - 349,999	57	65	123	90	98	79	82	76					670
\$ 350,000 - 399,999	72	92	152	115	148	147	107	93					926
\$ 400,000 - 499,999	101	151	241	211	256	207	171	196					1534
\$ 500,000 - 599,999	85	103	151	142	156	178	132	123					1070
\$ 600,000 - 699,999	44	54	97	109	104	116	91	103					718
\$ 700,000 - 799,999	27	48	69	64	73	64	57	48					450
\$ 800,000 - 899,999	27	31	54	61	60	49	30	44					356
\$ 900,000 - 999,999	15	22	35	34	24	36	24	21					211
\$ 1,000,000 - and over	71	94	160	151	180	158	112	125					1051
Total	581	787	1196	1088	1219	1141	900	937					7849

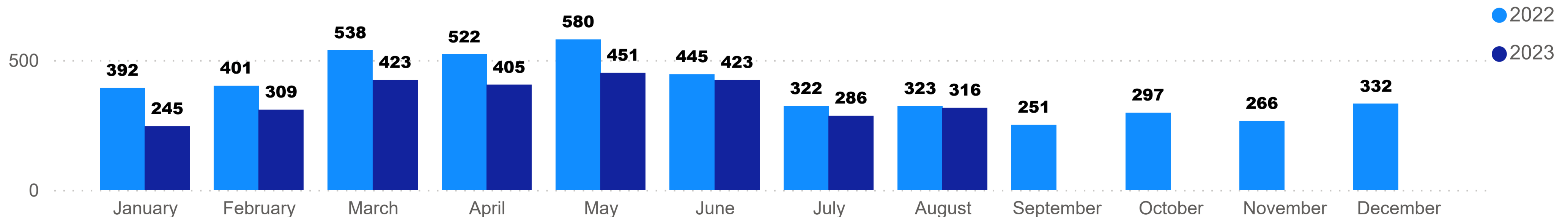


REALTOR® Association of Sarasota & Manatee

Monthly Sales Trend Indicator 2023

Sales by Price Range - Condominiums, Townhouses and Co-Ops

Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999													
\$ 50,000 - 59,999	1												1
\$ 60,000 - 69,999				1									1
\$ 70,000 - 79,999				1			1						2
\$ 80,000 - 89,999	1	1						1					3
\$ 90,000 - 99,999			2	3		1							6
\$ 100,000 - 119,999	6	2	3	3	3	4	6	3					30
\$ 120,000 - 139,999	1	8	10	10	4	2	1	5					41
\$ 140,000 - 159,999	7	11	13	10	10	8	11	8					78
\$ 160,000 - 179,999	9	8	10	10	16	10	10	6					79
\$ 180,000 - 199,999	11	9	13	16	13	15	12	20					109
\$ 200,000 - 249,999	28	30	46	40	51	47	38	23					303
\$ 250,000 - 299,999	30	35	43	45	47	59	34	41					334
\$ 300,000 - 349,999	34	42	45	44	54	64	29	60					372
\$ 350,000 - 399,999	19	22	47	42	35	47	29	34					275
\$ 400,000 - 499,999	19	26	44	51	56	46	30	33					305
\$ 500,000 - 599,999	9	15	32	34	36	26	15	17					184
\$ 600,000 - 699,999	4	20	22	13	19	16	19	12					125
\$ 700,000 - 799,999	11	12	20	22	14	13	9	12					113
\$ 800,000 - 899,999	9	4	10	9	13	10	10	6					71
\$ 900,000 - 999,999	6	14	9	8	14	11	6	7					75
\$ 1,000,000 - and over	40	50	54	43	66	44	26	28					351
Total	245	309	423	405	451	423	286	316					2858

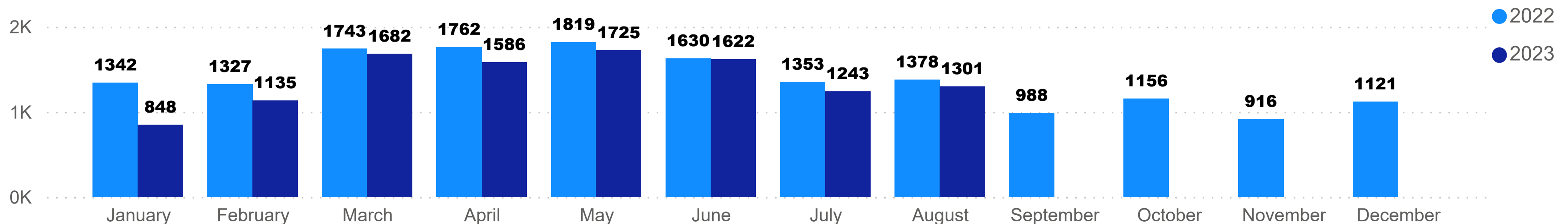


REALTOR® Association of Sarasota & Manatee

Monthly Sales Trend Indicator 2023

Sales by Price Range - Overall

Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999		1	1	1	1	1	1	3					9
\$ 50,000 - 59,999	1			2			1	3					7
\$ 60,000 - 69,999	1	3	2		1	1	4						12
\$ 70,000 - 79,999	1	1	2	4	7	2	5	2					24
\$ 80,000 - 89,999	2	3	1	2	3	3	3	4					21
\$ 90,000 - 99,999	2	3	4	6		5	2	3					25
\$ 100,000 - 119,999	10	6	5	20	5	10	12	13					81
\$ 120,000 - 139,999	5	18	27	19	15	12	10	17					123
\$ 140,000 - 159,999	12	18	20	27	21	22	18	16					154
\$ 160,000 - 179,999	18	17	21	26	24	24	24	11					165
\$ 180,000 - 199,999	19	20	33	29	26	24	23	32					206
\$ 200,000 - 249,999	51	74	82	89	92	81	71	61					601
\$ 250,000 - 299,999	75	103	109	106	118	123	88	93					815
\$ 300,000 - 349,999	91	107	171	137	155	144	115	138					1058
\$ 350,000 - 399,999	92	114	199	160	184	193	135	129					1206
\$ 400,000 - 499,999	120	178	289	265	313	254	200	229					1848
\$ 500,000 - 599,999	94	118	184	178	192	206	147	140					1259
\$ 600,000 - 699,999	48	75	119	122	123	132	110	116					845
\$ 700,000 - 799,999	38	61	89	86	87	77	66	60					564
\$ 800,000 - 899,999	36	35	64	71	73	59	40	50					428
\$ 900,000 - 999,999	21	36	45	42	38	47	30	28					287
\$ 1,000,000 - and over	111	144	215	194	247	202	138	153					1404
Total	848	1135	1682	1586	1725	1622	1243	1301					11142



REALTOR® Association of Sarasota & Manatee Monthly Sales Trend Indicator 2023

Sales by Bedroom Count

Bedrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
	2	5	1	3	2	7	5	4					29
0	1		1	1			1						4
1	24	36	63	51	49	47	42	39					351
2	305	396	561	566	573	525	396	392					3714
3	380	495	715	688	754	715	546	604					4897
4	118	172	277	230	282	282	209	210					1780
5	19	33	54	42	54	47	43	49					341
6+	1	3	11	8	13	6	6	7					55
Total	850	1140	1683	1589	1727	1629	1248	1305					11171

Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
0	2	5	1	3	2	7	5	4					29
1	70	94	111	111	106	124	114	94					824
2	533	711	1057	1002	1091	930	740	785					6849
3	171	246	353	329	357	408	279	297					2440
4	55	59	113	103	107	114	71	80					702
5	14	18	35	32	46	37	27	29					238
6+	5	7	13	9	18	9	12	16					89
Total	850	1140	1683	1589	1727	1629	1248	1305					11171

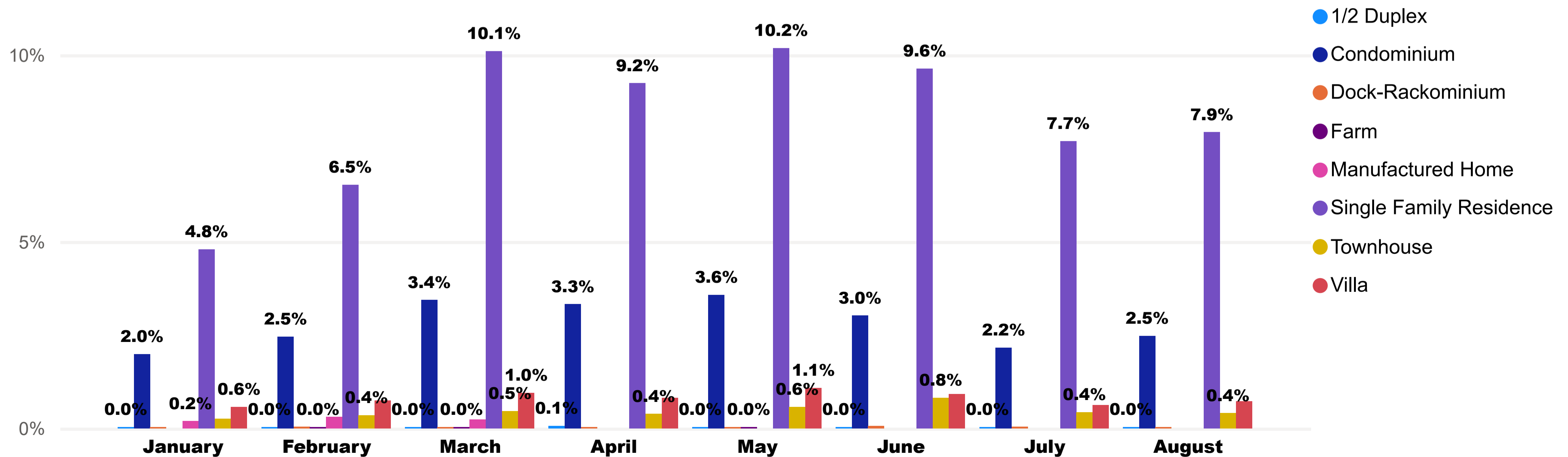
REALTOR® Association of Sarasota & Manatee

Monthly Sales Trend Indicator 2023

Sales by Housing Style

Property Type	January	February	March	April	May	June	July	August	September	October	November	December	Total
1/2 Duplex	2	2	2	7	2	2	3	3					23
Condominium	215	266	372	360	387	327	234	268					2429
Dock-Rackominium	2	5	1	3	2	7	5	4					29
Farm		1	1		1								3
Manufactured Home	21	34	26										81
Single Family Residence	519	706	1093	1000	1102	1042	832	858					7152
Townhouse	28	38	50	42	62	89	47	44					400
Villa	62	81	103	88	117	99	68	79					697
Total	849	1133	1648	1500	1673	1566	1189	1256					10814

YTD % of Sales by Property Type





REALTOR® Association of Sarasota & Manatee Multiple Listing One Month Sales and Inventory Report - August - 2023

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999	1	0%	59,900	29,900	50%	0	1
\$ 50,000 - 59,999							
\$ 60,000 - 69,999							
\$ 70,000 - 79,999							1
\$ 80,000 - 89,999	1	0%	95,000	80,000	84%	110	
\$ 90,000 - 99,999							1
\$ 100,000 - 119,999	7	1%	117,329	104,900	89%	82	8
\$ 120,000 - 139,999	11	1%	139,427	128,814	92%	43	19
\$ 140,000 - 159,999	13	1%	156,600	150,600	96%	53	17
\$ 160,000 - 179,999	9	1%	180,722	169,111	94%	42	37
\$ 180,000 - 199,999	29	2%	200,706	190,714	95%	46	41
\$ 200,000 - 249,999	54	4%	235,459	226,698	96%	46	139
\$ 250,000 - 299,999	93	7%	284,488	276,148	97%	43	217
\$ 300,000 - 349,999	136	11%	329,606	322,696	98%	42	316
\$ 350,000 - 399,999	127	10%	381,562	373,374	98%	39	401
\$ 400,000 - 499,999	229	18%	454,029	443,069	98%	42	664
\$ 500,000 - 599,999	140	11%	564,185	544,191	96%	54	441
\$ 600,000 - 699,999	115	9%	656,588	640,143	97%	52	307
\$ 700,000 - 799,999	60	5%	767,015	744,261	97%	52	240
\$ 800,000 - 899,999	50	4%	866,147	839,329	97%	56	182
\$ 900,000 - 999,999	28	2%	995,507	942,736	95%	47	128
\$ 1,000,000 - and over	153	12%	2,258,748	2,103,686	93%	71	1008
Total	1256	100%	689,257	658,160	95%	49	4168

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants. The data reflects only The sales published through Stellar MLS and does not include all sales in The Reported areas. Neither The Association/Board nor Stellar MLS is in any way responsible for its accuracy.



REALTOR® Association of Sarasota & Manatee Multiple Listing Year to Date Sales and Inventory Report - 2023

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999	9	0.08%	47,542	37,321	79%	33	1
\$ 50,000 - 59,999	7	0.06%	63,114	52,857	84%	15	
\$ 60,000 - 69,999	12	0.11%	79,650	65,117	82%	35	
\$ 70,000 - 79,999	24	0.22%	82,675	74,625	90%	40	1
\$ 80,000 - 89,999	21	0.19%	94,224	83,190	88%	35	
\$ 90,000 - 99,999	25	0.22%	104,092	94,025	90%	35	1
\$ 100,000 - 119,999	81	0.73%	118,450	109,557	92%	45	8
\$ 120,000 - 139,999	123	1.10%	137,794	129,374	94%	41	19
\$ 140,000 - 159,999	154	1.38%	158,309	149,072	94%	38	17
\$ 160,000 - 179,999	165	1.48%	178,565	168,649	94%	40	37
\$ 180,000 - 199,999	206	1.85%	197,325	189,150	96%	41	41
\$ 200,000 - 249,999	601	5.39%	233,643	224,997	96%	37	139
\$ 250,000 - 299,999	815	7.31%	283,635	275,328	97%	41	217
\$ 300,000 - 349,999	1058	9.50%	333,522	325,161	97%	38	316
\$ 350,000 - 399,999	1206	10.82%	382,414	373,994	98%	43	401
\$ 400,000 - 499,999	1848	16.59%	454,406	443,069	98%	45	664
\$ 500,000 - 599,999	1259	11.30%	560,932	545,794	97%	45	441
\$ 600,000 - 699,999	845	7.58%	659,841	644,272	98%	47	307
\$ 700,000 - 799,999	564	5.06%	764,701	742,988	97%	48	240
\$ 800,000 - 899,999	428	3.84%	869,954	844,953	97%	47	182
\$ 900,000 - 999,999	287	2.58%	979,167	948,353	97%	45	128
\$ 1,000,000 - and over	1404	12.60%	2,137,996	2,018,897	94%	56	1008
Total	11142	100.00%	673,576	647,490	96%	45	4168

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants. The data reflects only The sales published through Stellar MLS and does not include all sales in The Reported areas. Neither The Association/Board nor Stellar MLS is in any way responsible for its accuracy.

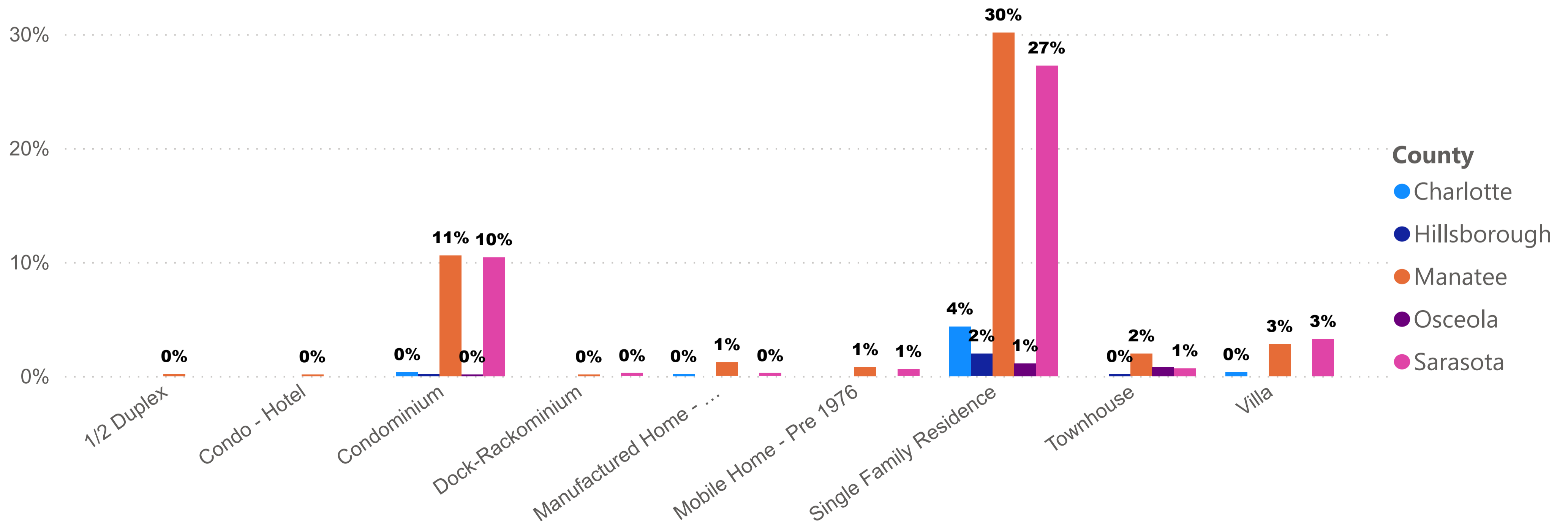
Four Year Sales and Inventory History 2019 - 2023. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
09/30/2019	1233	376,511	358,268	95%	91	5552	4.50
10/31/2019	1221	388,372	368,561	95%	84	5761	4.72
11/30/2019	1167	411,054	391,303	95%	82	5810	4.98
12/31/2019	1496	438,401	420,102	96%	83	5798	3.88
01/31/2020	1170	438,127	421,718	96%	85	6187	5.29
02/29/2020	1236	430,737	412,916	96%	85	6229	5.04
03/31/2020	1686	407,455	392,336	96%	78	6314	3.74
04/30/2020	1202	413,849	393,971	95%	71	5937	4.94
05/31/2020	980	400,595	378,749	95%	71	5404	5.51
06/30/2020	1470	431,657	408,755	95%	80	4824	3.28
07/31/2020	1795	456,383	436,973	96%	89	4506	2.51
08/31/2020	1761	474,555	455,894	96%	80	4175	2.37
09/30/2020	1720	474,269	455,622	96%	75	3963	2.30
10/31/2020	1799	496,119	477,711	96%	74	3755	2.09
11/30/2020	1703	510,322	488,153	96%	72	3532	2.07
12/31/2020	1933	508,891	489,635	96%	60	3255	1.68
01/31/2021	1393	521,770	505,182	97%	58	2768	1.99
02/28/2021	1588	564,923	548,319	97%	61	2165	1.36
03/31/2021	2522	584,535	573,277	98%	57	1863	0.74
04/30/2021	2277	607,548	595,118	98%	44	1759	0.77
05/31/2021	1950	582,031	574,958	99%	34	1628	0.83
06/30/2021	2150	575,895	570,262	99%	27	1629	0.76
07/31/2021	1723	554,190	552,800	100%	19	1810	1.05
08/31/2021	1559	543,470	541,015	100%	22	1813	1.16
09/30/2021	1527	547,521	541,346	99%	22	1866	1.22
10/31/2021	1501	554,324	548,465	99%	20	1688	1.12
11/30/2021	1595	547,775	543,881	99%	19	1665	1.04
12/31/2021	1693	582,422	577,864	99%	21	1466	0.87
01/31/2022	1336	642,317	633,774	99%	21	1390	1.04
02/28/2022	1322	629,240	626,354	100%	22	1402	1.06
03/31/2022	1737	637,917	642,191	101%	18	1656	0.95
04/30/2022	1755	668,285	673,107	101%	15	1982	1.13
05/31/2022	1809	654,775	657,259	100%	15	2465	1.36
06/30/2022	1626	656,732	653,816	100%	14	3219	1.98
07/31/2022	1351	659,399	646,899	98%	17	3507	2.60
08/31/2022	1373	633,339	612,794	97%	21	3539	2.58
09/30/2022	986	628,185	608,762	97%	27	3486	3.54
10/31/2022	1153	684,249	656,022	96%	34	3688	3.20
11/30/2022	912	612,387	593,007	97%	42	3810	4.18
12/31/2022	1118	590,303	568,454	96%	41	3778	3.38
01/31/2023	847	667,999	640,031	96%	46	4080	4.82
02/28/2023	1128	665,077	637,458	96%	48	4118	3.65
03/31/2023	1647	671,075	646,742	96%	48	4348	2.64
04/30/2023	1497	686,344	660,468	96%	45	4148	2.77
05/31/2023	1671	739,951	712,838	96%	46	4161	2.49
06/30/2023	1559	704,023	678,768	96%	51	4274	2.74
07/31/2023	1184	668,084	642,734	96%	48	4240	3.58
08/31/2023	1252	690,733	659,589	95%	52	4168	3.33

Top 5 Unit Sales by County and Property Type

** Counties with the same % of Sales maybe Included.*

Property Type	Charlotte	Hillsborough	Manatee	Osceola	Sarasota	Total
1/2 Duplex			0%			0%
Condo - Hotel			0%			0%
Condominium	0%	0%	11%	0%	10%	22%
Dock-Rackominium			0%		0%	0%
Manufactured Home - Post 1977	0%		1%		0%	2%
Mobile Home - Pre 1976			1%		1%	1%
Single Family Residence	4%	2%	30%	1%	27%	65%
Townhouse		0%	2%	1%	1%	4%
Villa	0%		3%		3%	6%
Total	5%	2%	48%	2%	43%	100%



Board/Association: State Month Year
 ▲ Sarasota - Manatee FL August 2023

National Association of Realtors®
 700 Eleventh Street, NW
 Washington, DC 20001-4507

Email: data@realtors.com
 Fax: 202-383-7568
 Questions: 202-383-1276

**Single-Family Units
 Number of Bedrooms**

**Condominium / Cooperative Units
 Number of Bedrooms**

**Active Listings
 (Unsold Homes)**

**Sales Pending
 (Under Contract)**

Price Range ▲	2 or Less	3	4 or More	Total
\$ 1 - 49,999	1			1
\$ 50,000 - 59,999				
\$ 60,000 - 69,999				
\$ 70,000 - 79,999				
\$ 80,000 - 89,999				
\$ 90,000 - 99,999				
\$ 100,000 - 119,999	2	2		4
\$ 120,000 - 139,999	3	2	1	6
\$ 140,000 - 159,999	5			5
\$ 160,000 - 179,999	1	2		3
\$ 180,000 - 199,999	6	1	2	9
\$ 200,000 - 249,999	16	11	2	29
\$ 250,000 - 299,999	26	24	1	51
\$ 300,000 - 349,999	17	57	2	76
\$ 350,000 - 399,999	23	50	20	93
\$ 400,000 - 499,999	42	105	49	196
\$ 500,000 - 599,999	27	73	23	123
\$ 600,000 - 699,999	7	56	40	103
\$ 700,000 - 799,999		21	27	48
\$ 800,000 - 899,999	2	21	21	44
\$ 900,000 - 999,999	1	10	10	21
\$ 1,000,000 - and over	7	57	61	125
Total	186	492	259	937

Price Range	2 or Less	3	4 or More	Total
\$ 1 - 49,999				
\$ 50,000 - 59,999				
\$ 60,000 - 69,999				
\$ 70,000 - 79,999				
\$ 80,000 - 89,999	1			1
\$ 90,000 - 99,999				
\$ 100,000 - 119,999	3			3
\$ 120,000 - 139,999	5			5
\$ 140,000 - 159,999	7	1		8
\$ 160,000 - 179,999	4	1		5
\$ 180,000 - 199,999	18	2		20
\$ 200,000 - 249,999	17	3		20
\$ 250,000 - 299,999	36	5		41
\$ 300,000 - 349,999	32	27	1	60
\$ 350,000 - 399,999	22	12		34
\$ 400,000 - 499,999	18	13	2	33
\$ 500,000 - 599,999	12	5		17
\$ 600,000 - 699,999	6	6		12
\$ 700,000 - 799,999	7	5		12
\$ 800,000 - 899,999	4	2		6
\$ 900,000 - 999,999	4	3		7
\$ 1,000,000 - and over	13	13	2	28
Total	209	98	5	312

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999		1
\$ 50,000 - 59,999		
\$ 60,000 - 69,999		
\$ 70,000 - 79,999	1	1
\$ 80,000 - 89,999		
\$ 90,000 - 99,999		2
\$ 100,000 - 119,999	1	7
\$ 120,000 - 139,999	2	18
\$ 140,000 - 159,999	2	10
\$ 160,000 - 179,999	8	26
\$ 180,000 - 199,999	12	30
\$ 200,000 - 249,999	49	85
\$ 250,000 - 299,999	84	110
\$ 300,000 - 349,999	169	145
\$ 350,000 - 399,999	287	100
\$ 400,000 - 499,999	512	120
\$ 500,000 - 599,999	342	84
\$ 600,000 - 699,999	229	76
\$ 700,000 - 799,999	178	56
\$ 800,000 - 899,999	138	47
\$ 900,000 - 999,999	94	41
\$ 1,000,000 - and over	727	248
Total	2835	1207

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999	1	
\$ 50,000 - 59,999	1	
\$ 60,000 - 69,999		
\$ 70,000 - 79,999		
\$ 80,000 - 89,999	1	1
\$ 90,000 - 99,999		
\$ 100,000 - 119,999	1	5
\$ 120,000 - 139,999	2	2
\$ 140,000 - 159,999	4	9
\$ 160,000 - 179,999	6	14
\$ 180,000 - 199,999	9	13
\$ 200,000 - 249,999	34	33
\$ 250,000 - 299,999	71	67
\$ 300,000 - 349,999	120	124
\$ 350,000 - 399,999	160	61
\$ 400,000 - 499,999	249	81
\$ 500,000 - 599,999	178	41
\$ 600,000 - 699,999	135	44
\$ 700,000 - 799,999	87	29
\$ 800,000 - 899,999	67	43
\$ 900,000 - 999,999	37	32
\$ 1,000,000 - and over	200	189
Total	1363	788

Time On Market Sort	M-SF	M-Condo
0 - 30	511	135
31-60	176	70
61-90	87	51
91-120	67	22
121-over	96	34
Total	937	312

