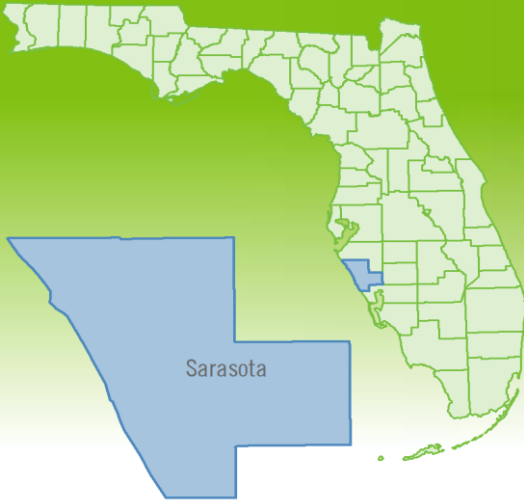


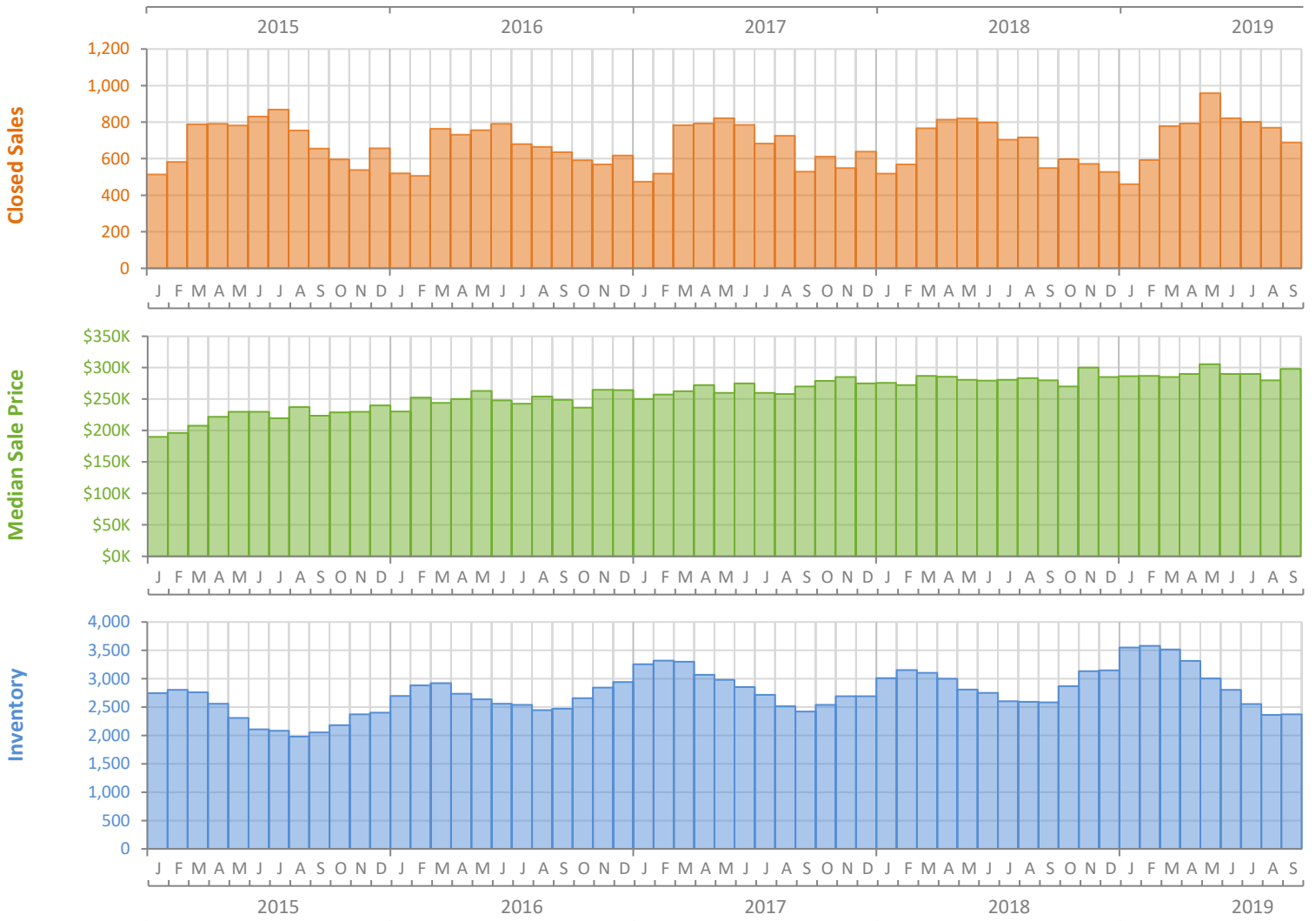
# Monthly Market Summary - September 2019

## Single Family Homes

### Sarasota County



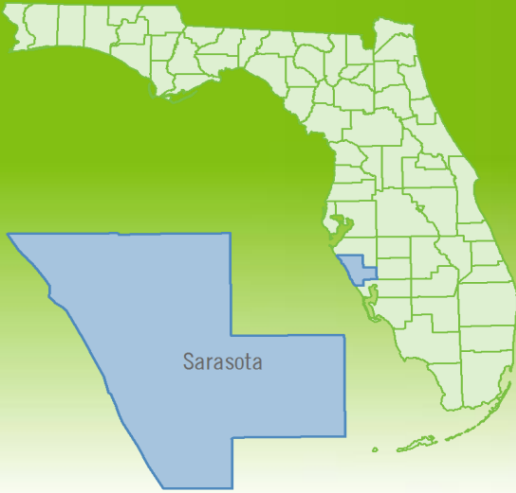
|  | September 2019  | September 2018  | Percent Change Year-over-Year |
|--|-----------------|-----------------|-------------------------------|
| Closed Sales                           | 689             | 548             | 25.7%                         |
| Paid in Cash                           | 222             | 196             | 13.3%                         |
| Median Sale Price                      | \$298,000       | \$280,000       | 6.4%                          |
| Average Sale Price                     | \$381,521       | \$355,485       | 7.3%                          |
| Dollar Volume                          | \$262.9 Million | \$194.8 Million | 34.9%                         |
| Med. Pct. of Orig. List Price Received | 95.4%           | 95.9%           | -0.5%                         |
| Median Time to Contract                | 49 Days         | 46 Days         | 6.5%                          |
| Median Time to Sale                    | 95 Days         | 91 Days         | 4.4%                          |
| New Pending Sales                      | 644             | 582             | 10.7%                         |
| New Listings                           | 750             | 718             | 4.5%                          |
| Pending Inventory                      | 927             | 797             | 16.3%                         |
| Inventory (Active Listings)            | 2,373           | 2,583           | -8.1%                         |
| Months Supply of Inventory             | 3.4             | 3.8             | -10.5%                        |



# Monthly Distressed Market - September 2019

## Single Family Homes

### Sarasota County



|                 |                   | September 2019 | September 2018 | Percent Change Year-over-Year |
|-----------------|-------------------|----------------|----------------|-------------------------------|
| Traditional     | Closed Sales      | 676            | 534            | 26.6%                         |
|                 | Median Sale Price | \$299,000      | \$285,000      | 4.9%                          |
| Foreclosure/REO | Closed Sales      | 10             | 13             | -23.1%                        |
|                 | Median Sale Price | \$203,000      | \$203,500      | -0.2%                         |
| Short Sale      | Closed Sales      | 3              | 1              | 200.0%                        |
|                 | Median Sale Price | \$320,000      | \$171,000      | 87.1%                         |

