



BURNS & BERTHA

Changing Lives

March 2020 Summary

Sarasota & Manatee Sales

Single Family

Condo

Townhome



MARCH 2020 Monthly Recap

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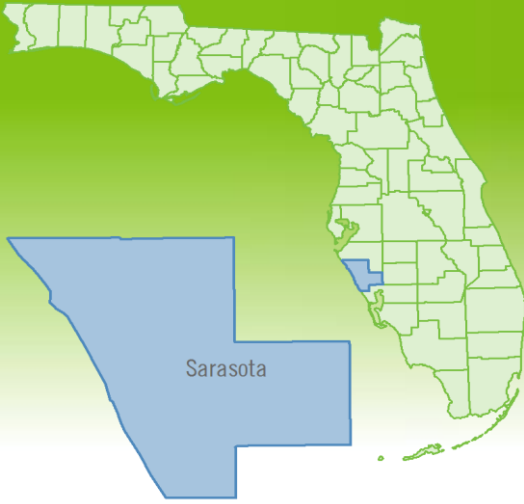
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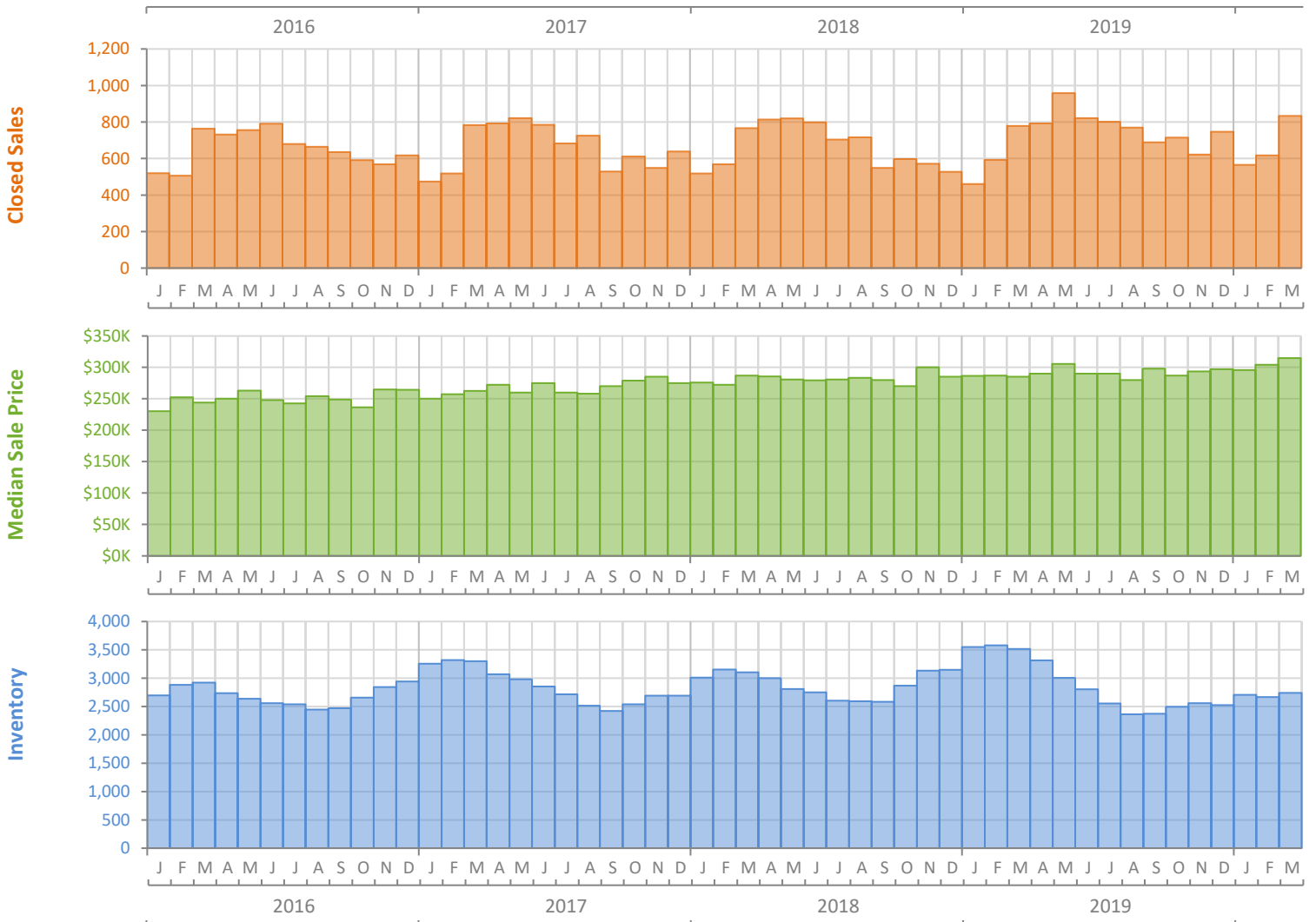
Monthly Market Summary - March 2020

Single Family Homes

Sarasota County



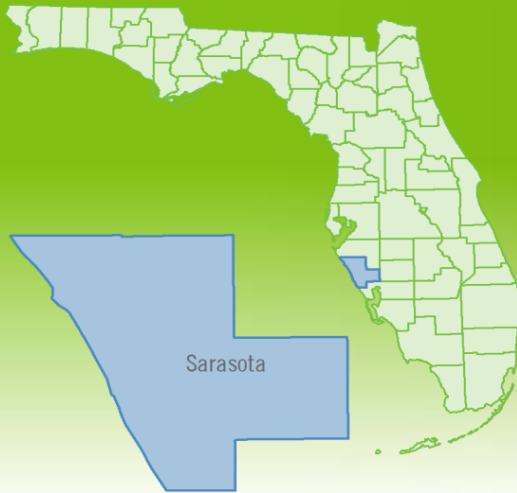
	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	834	778	7.2%
Paid in Cash	317	302	5.0%
Median Sale Price	\$315,000	\$285,000	10.5%
Average Sale Price	\$414,374	\$395,321	4.8%
Dollar Volume	\$345.6 Million	\$307.6 Million	12.4%
Med. Pct. of Orig. List Price Received	96.2%	95.4%	0.8%
Median Time to Contract	38 Days	51 Days	-25.5%
Median Time to Sale	81 Days	94 Days	-13.8%
New Pending Sales	626	927	-32.5%
New Listings	915	1,033	-11.4%
Pending Inventory	974	1,210	-19.5%
Inventory (Active Listings)	2,741	3,515	-22.0%
Months Supply of Inventory	3.7	5.3	-30.2%



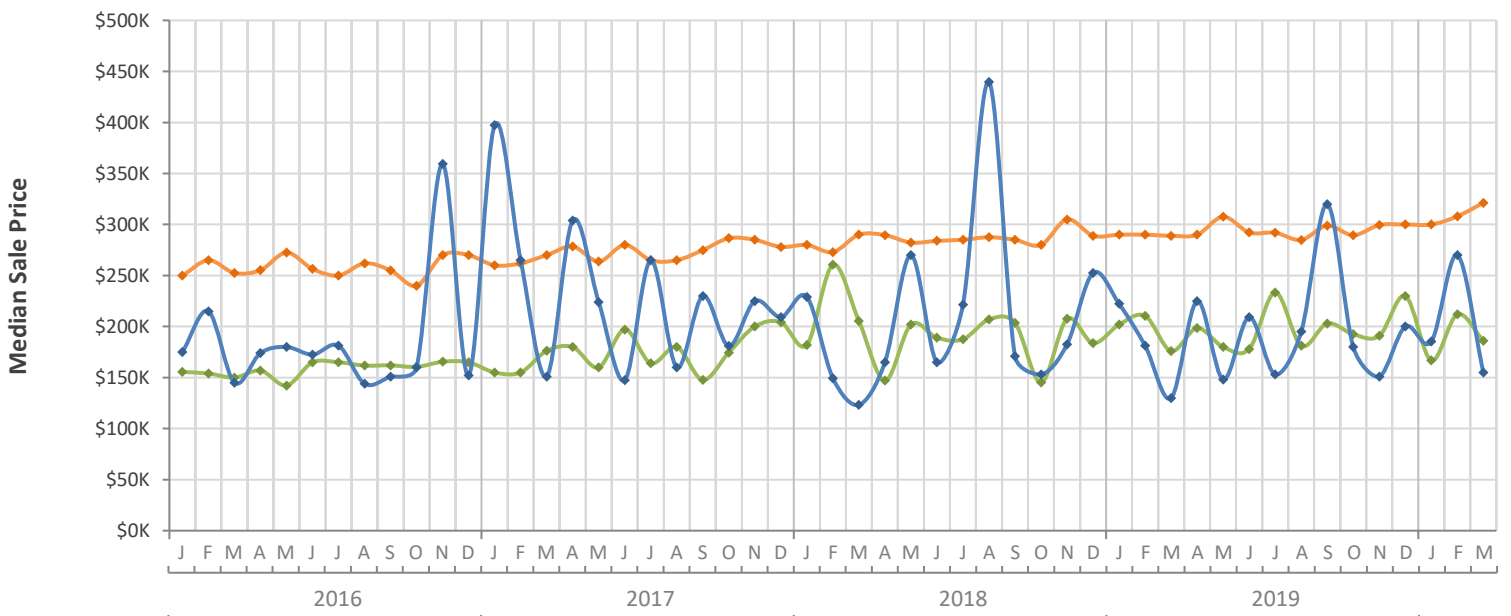
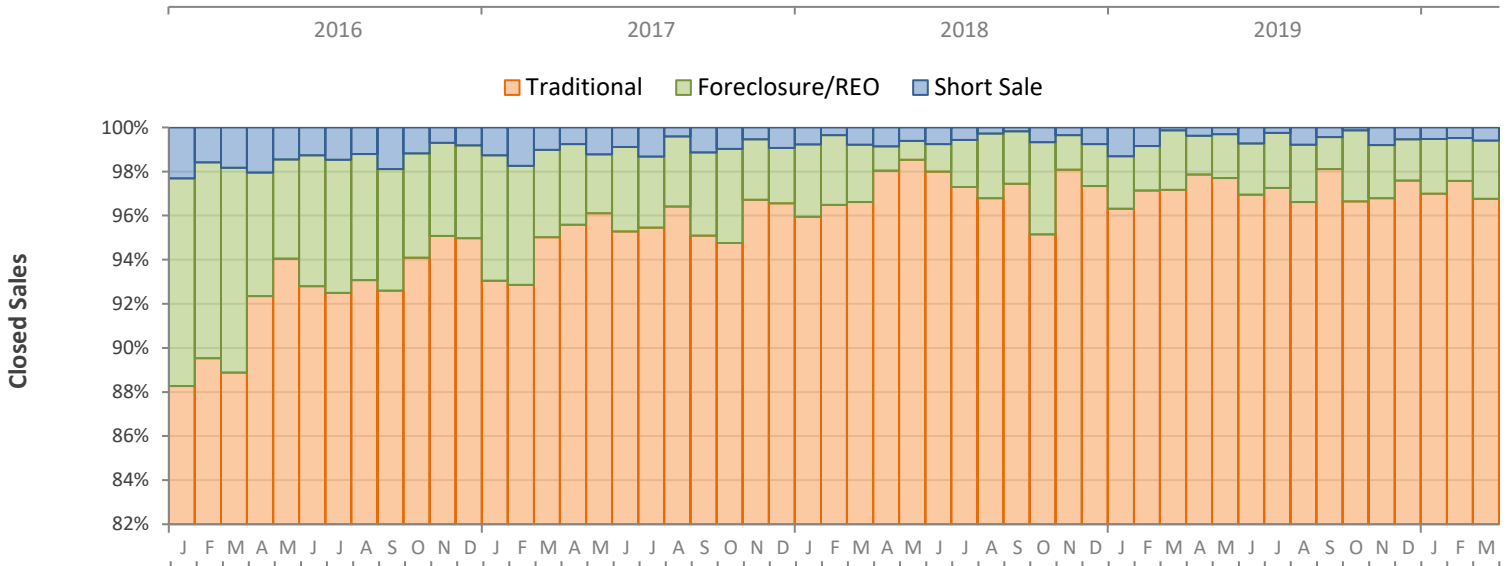
Monthly Distressed Market - March 2020

Single Family Homes

Sarasota County



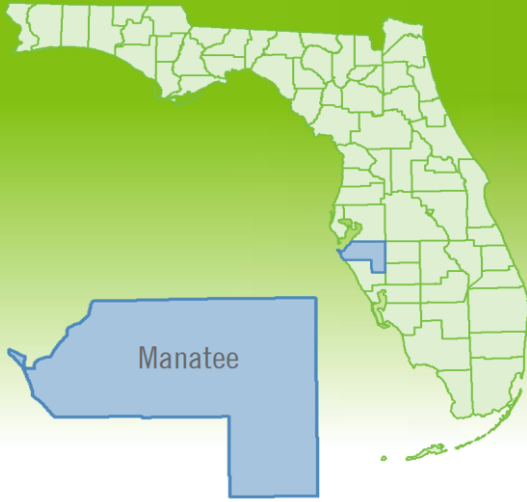
		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	807	756	6.7%
	Median Sale Price	\$321,250	\$288,950	11.2%
Foreclosure/REO	Closed Sales	22	21	4.8%
	Median Sale Price	\$186,063	\$176,000	5.7%
Short Sale	Closed Sales	5	1	400.0%
	Median Sale Price	\$155,000	\$130,000	19.2%



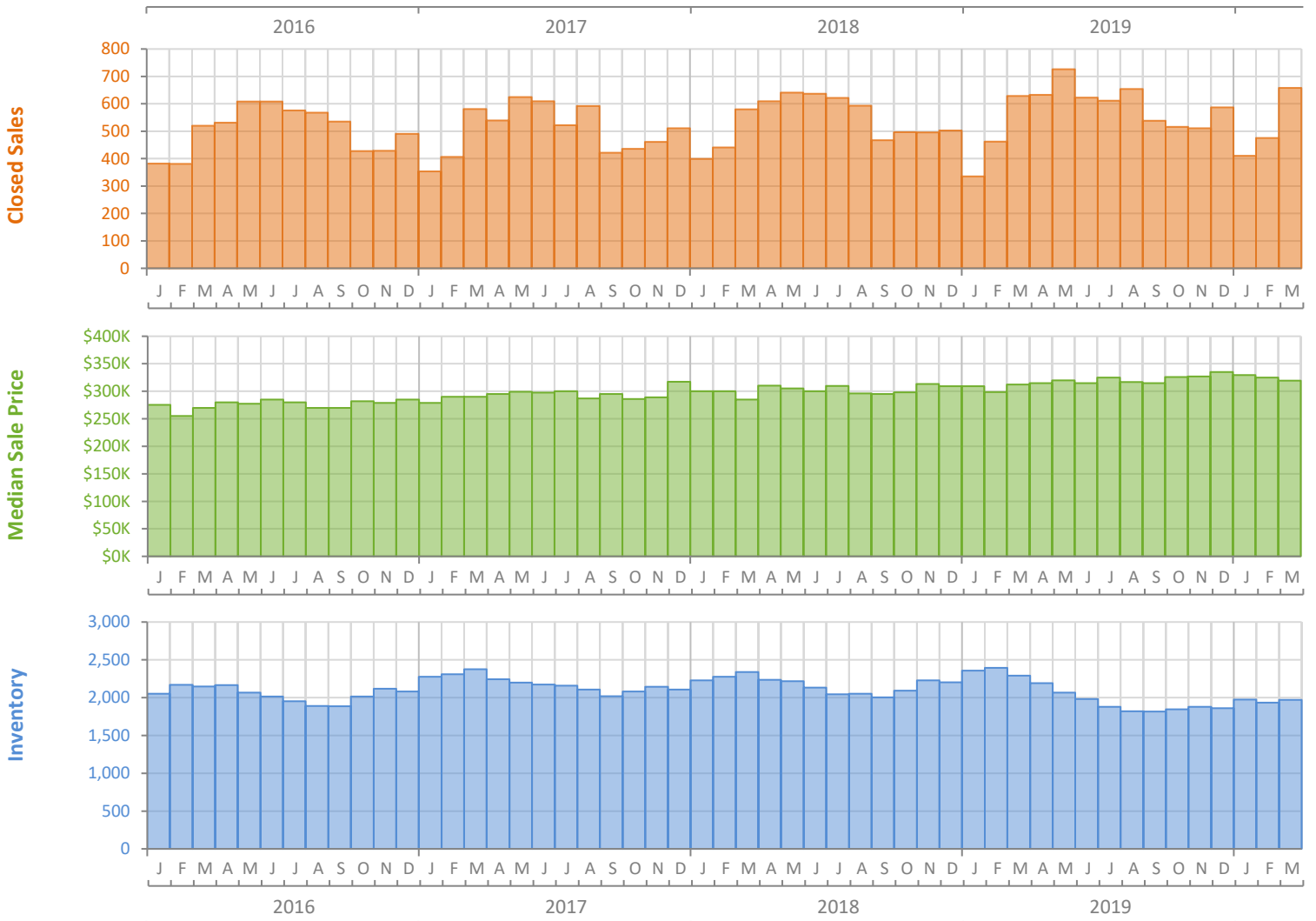
Monthly Market Summary - March 2020

Single Family Homes

Manatee County



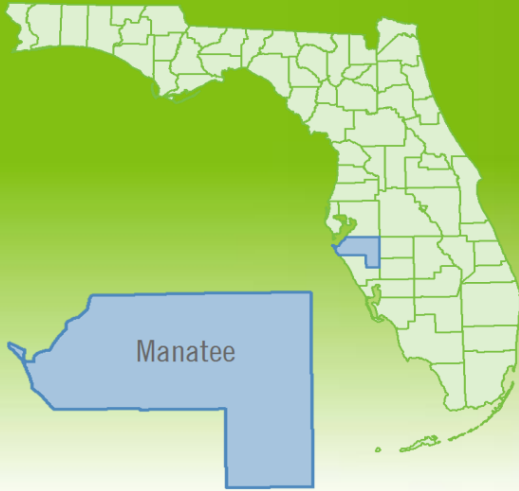
	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	658	629	4.6%
Paid in Cash	175	185	-5.4%
Median Sale Price	\$319,500	\$312,000	2.4%
Average Sale Price	\$390,674	\$392,616	-0.5%
Dollar Volume	\$257.1 Million	\$247.0 Million	4.1%
Med. Pct. of Orig. List Price Received	96.6%	95.6%	1.0%
Median Time to Contract	44 Days	58 Days	-24.1%
Median Time to Sale	92 Days	106 Days	-13.2%
New Pending Sales	492	739	-33.4%
New Listings	731	756	-3.3%
Pending Inventory	755	964	-21.7%
Inventory (Active Listings)	1,969	2,292	-14.1%
Months Supply of Inventory	3.4	4.2	-19.0%



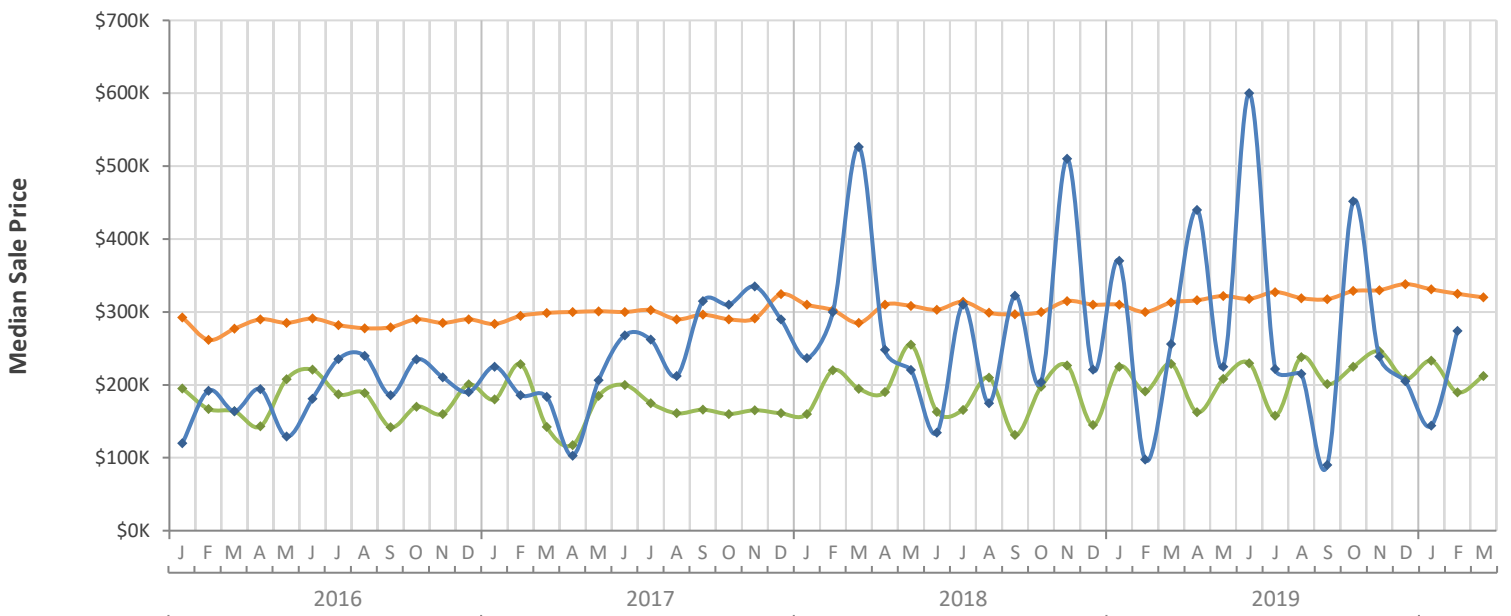
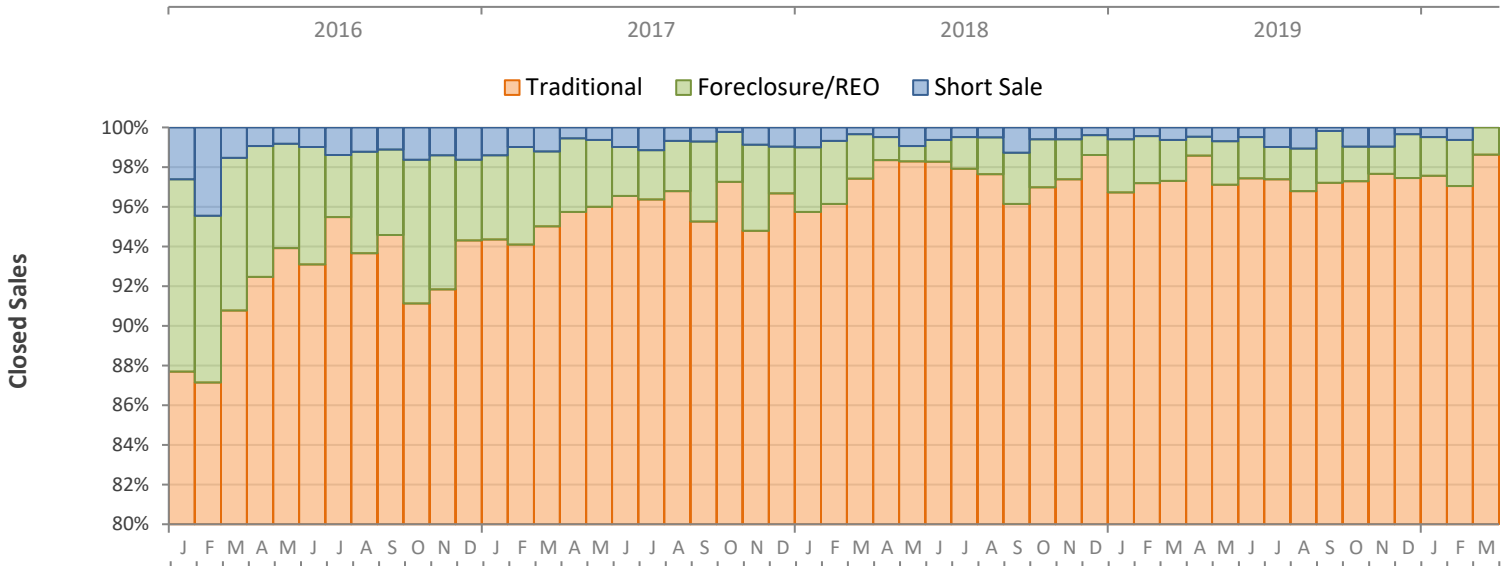
Monthly Distressed Market - March 2020

Single Family Homes

Manatee County



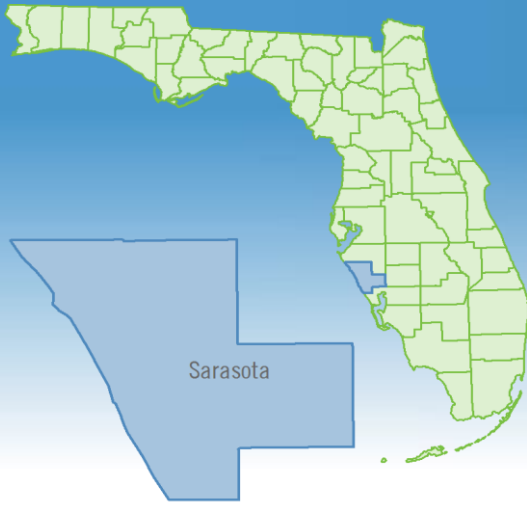
		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	649	612	6.0%
	Median Sale Price	\$320,000	\$313,000	2.2%
Foreclosure/REO	Closed Sales	9	13	-30.8%
	Median Sale Price	\$212,000	\$229,000	-7.4%
Short Sale	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$256,220	N/A



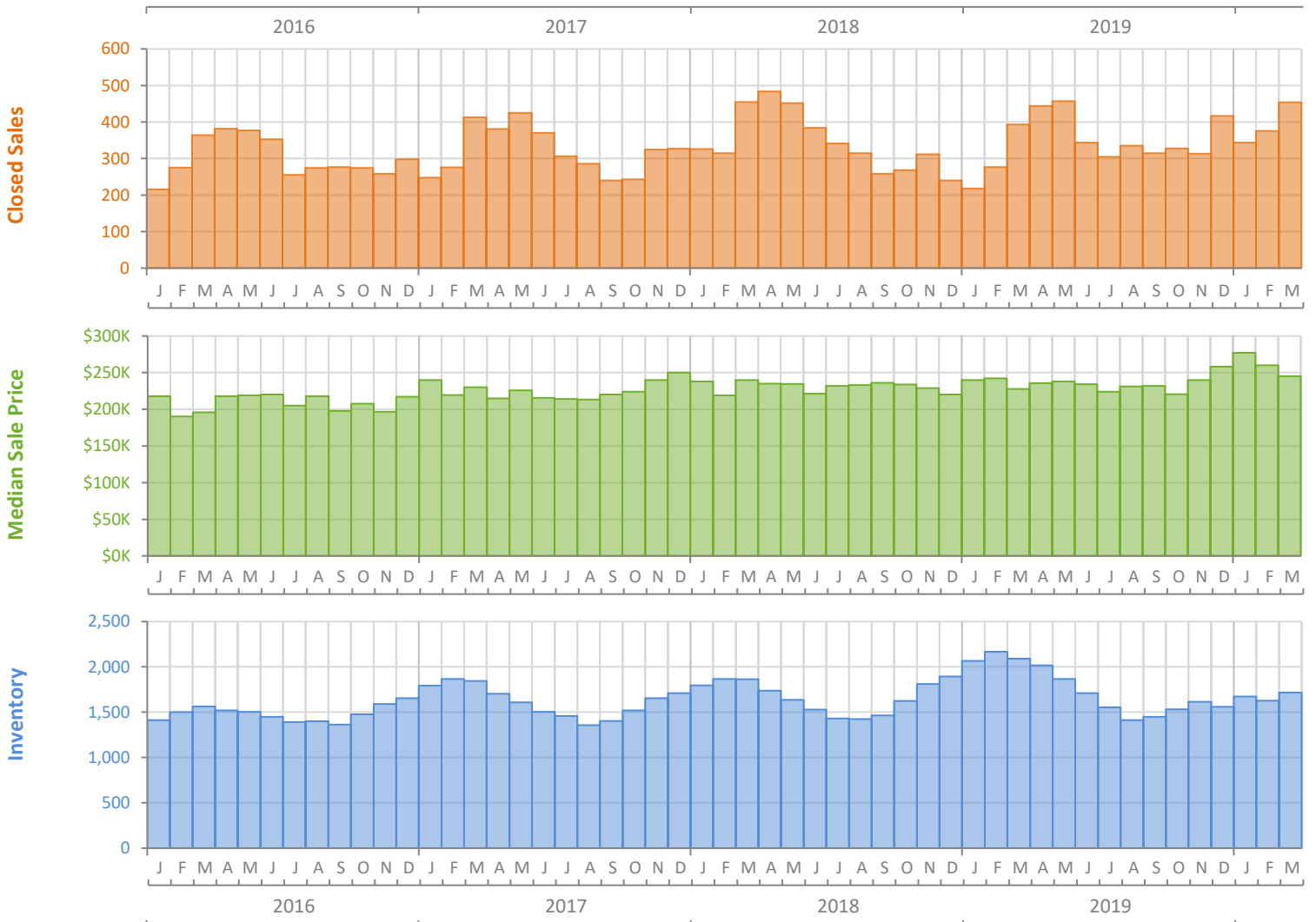
Monthly Market Summary - March 2020

Townhouses and Condos

Sarasota County



	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	454	393	15.5%
Paid in Cash	263	254	3.5%
Median Sale Price	\$245,000	\$227,825	7.5%
Average Sale Price	\$376,162	\$324,695	15.9%
Dollar Volume	\$170.8 Million	\$127.6 Million	33.8%
Med. Pct. of Orig. List Price Received	95.6%	94.6%	1.1%
Median Time to Contract	48 Days	52 Days	-7.7%
Median Time to Sale	94 Days	90 Days	4.4%
New Pending Sales	270	482	-44.0%
New Listings	473	478	-1.0%
Pending Inventory	591	721	-18.0%
Inventory (Active Listings)	1,716	2,089	-17.9%
Months Supply of Inventory	4.6	6.4	-28.1%



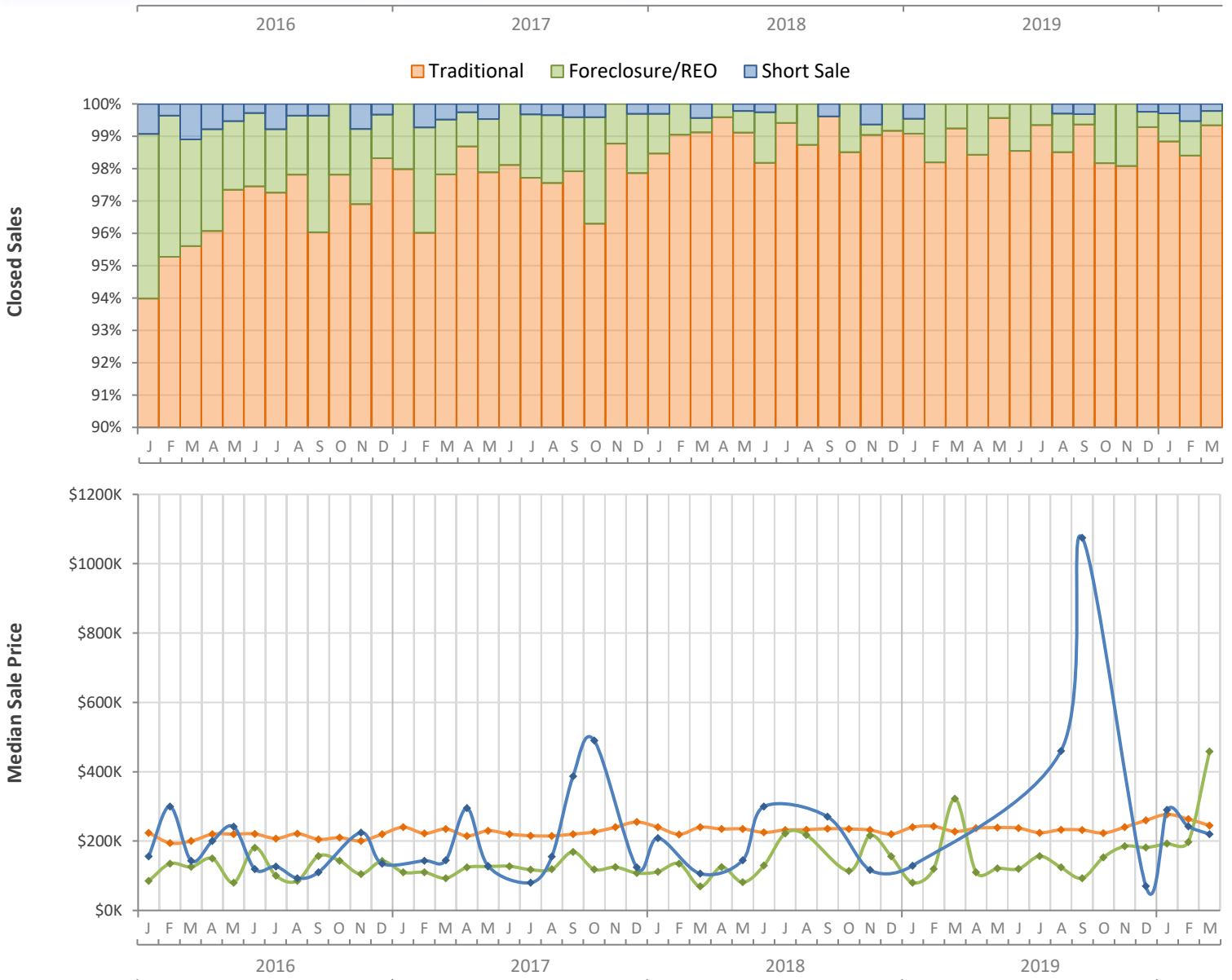
Monthly Distressed Market - March 2020

Townhouses and Condos

Sarasota County



		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	451	390	15.6%
	Median Sale Price	\$245,000	\$227,663	7.6%
Foreclosure/REO	Closed Sales	2	3	-33.3%
	Median Sale Price	\$458,120	\$322,000	42.3%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$220,000	(No Sales)	N/A



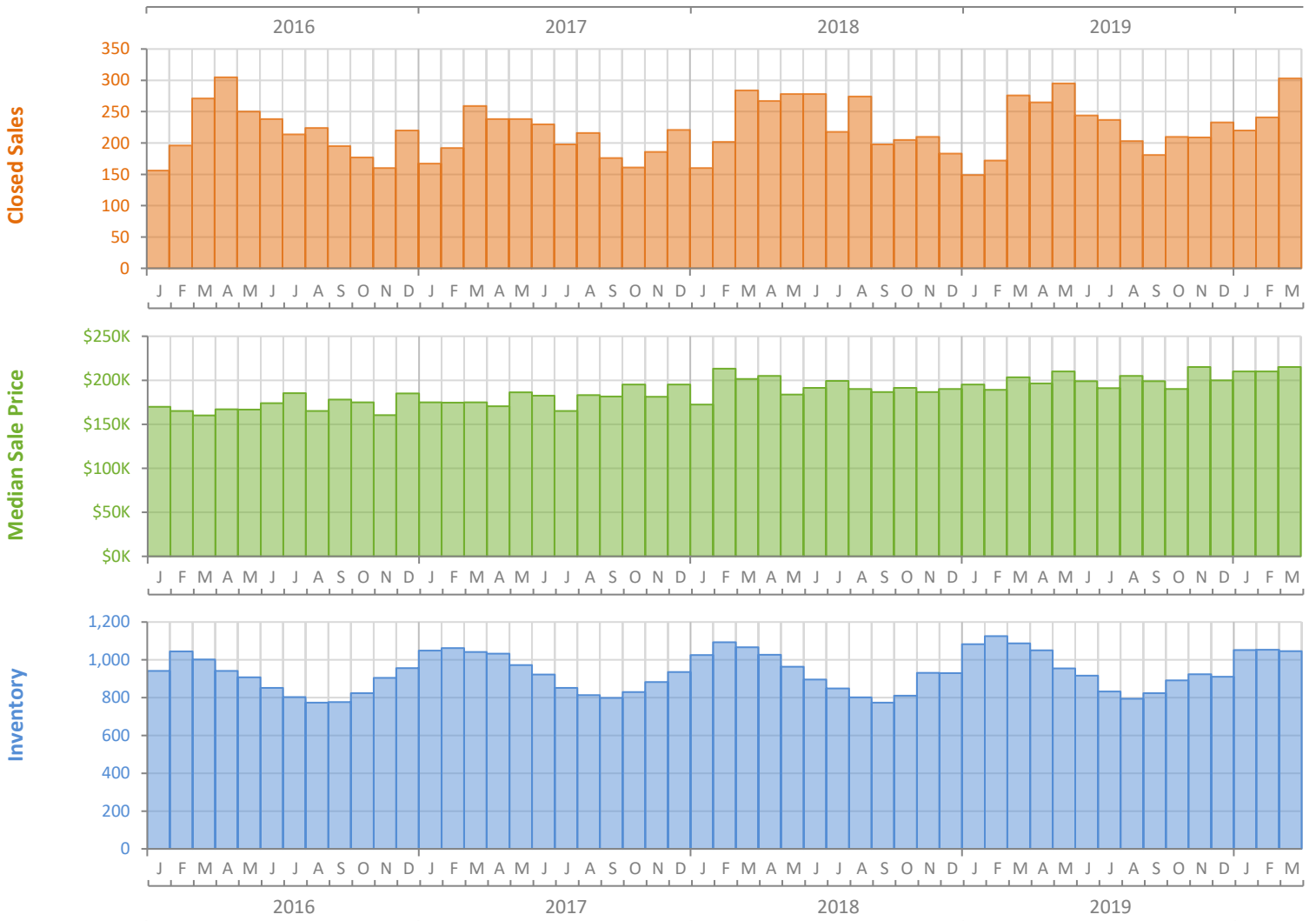
Monthly Market Summary - March 2020

Townhouses and Condos

Manatee County



	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	303	276	9.8%
Paid in Cash	164	146	12.3%
Median Sale Price	\$215,000	\$203,450	5.7%
Average Sale Price	\$251,136	\$240,995	4.2%
Dollar Volume	\$76.1 Million	\$66.5 Million	14.4%
Med. Pct. of Orig. List Price Received	96.1%	95.9%	0.2%
Median Time to Contract	43 Days	38 Days	13.2%
Median Time to Sale	83 Days	74 Days	12.2%
New Pending Sales	208	308	-32.5%
New Listings	291	307	-5.2%
Pending Inventory	276	373	-26.0%
Inventory (Active Listings)	1,046	1,087	-3.8%
Months Supply of Inventory	4.4	4.8	-8.3%



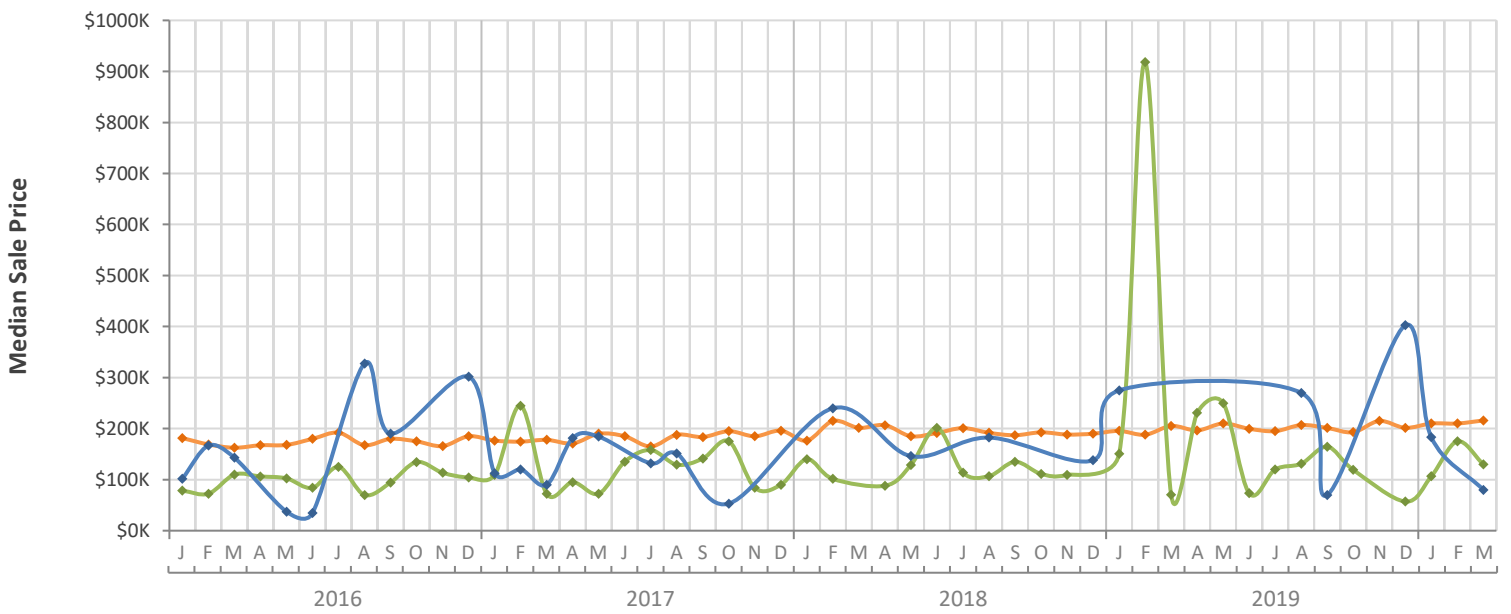
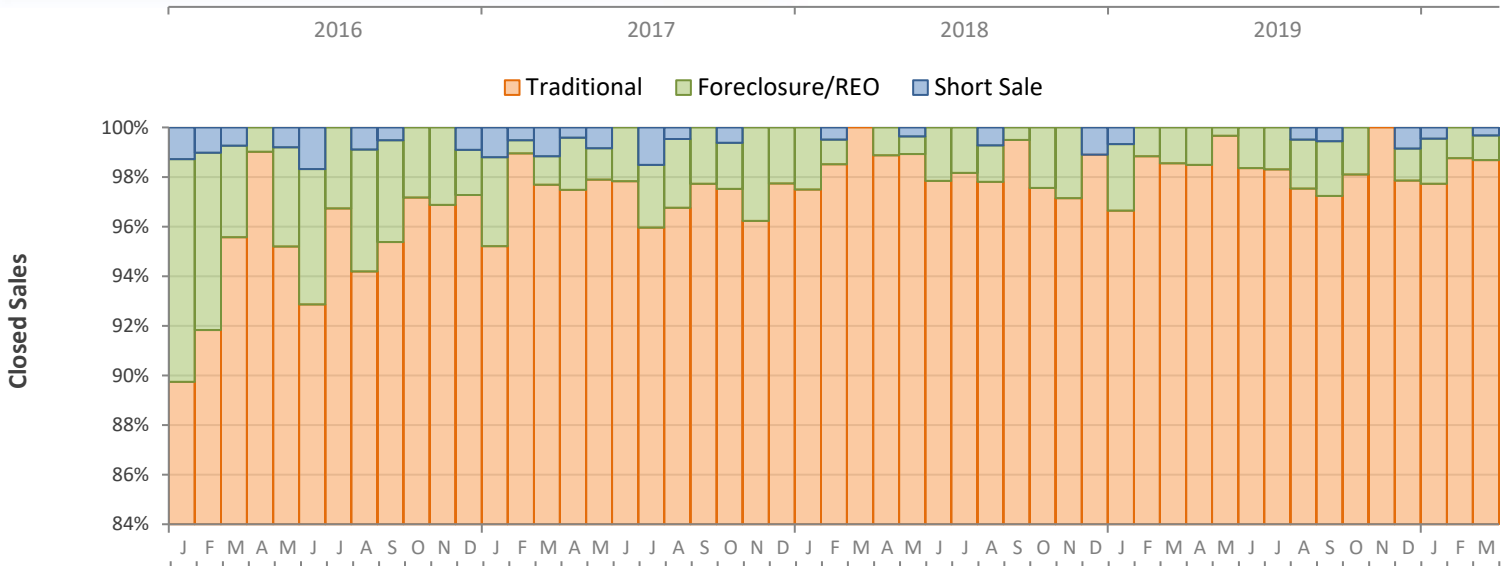
Monthly Distressed Market - March 2020

Townhouses and Condos

Manatee County



		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	299	272	9.9%
	Median Sale Price	\$216,000	\$205,225	5.3%
Foreclosure/REO	Closed Sales	3	4	-25.0%
	Median Sale Price	\$130,000	\$70,475	84.5%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$80,000	(No Sales)	N/A



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