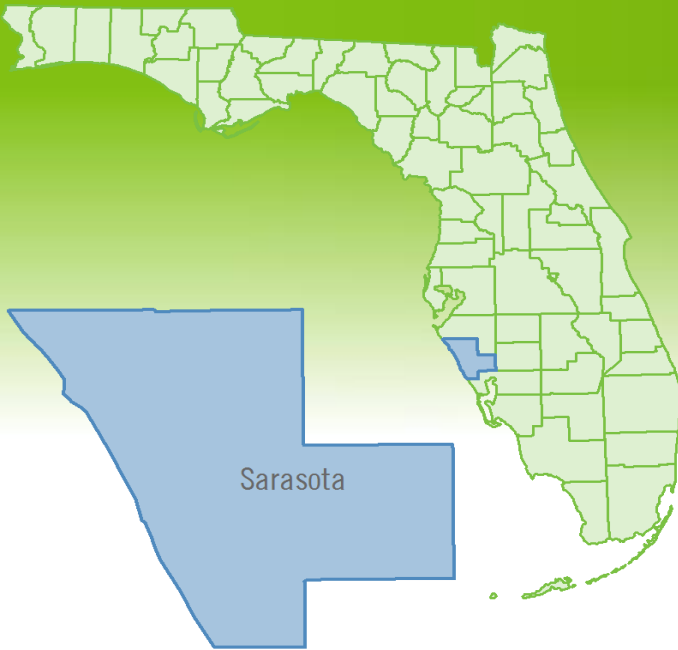


# Monthly Market Detail - June 2025

## Single-Family Homes

### Sarasota County



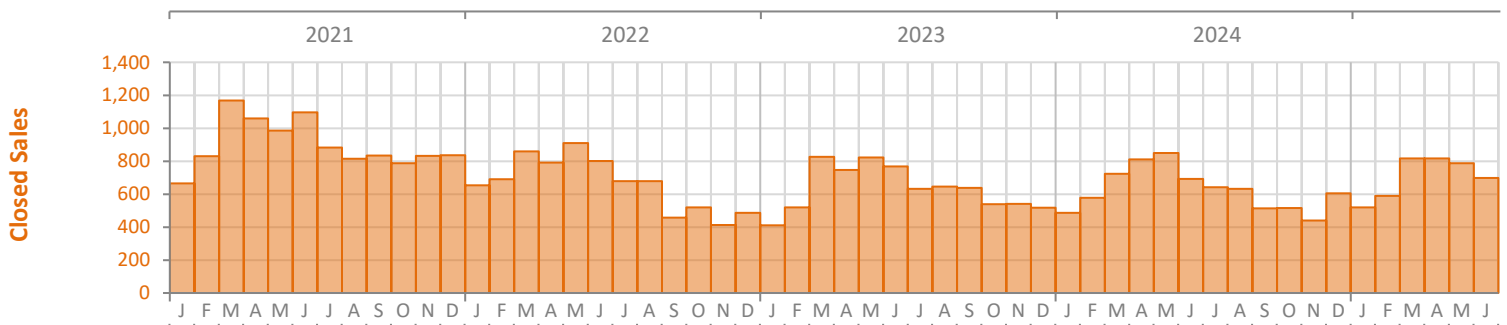
Summary Statistics	June 2025	June 2024	Percent Change Year-over-Year
Closed Sales	699	692	1.0%
Paid in Cash	250	300	-16.7%
Median Sale Price	\$455,000	\$495,000	-8.1%
Average Sale Price	\$692,793	\$689,301	0.5%
Dollar Volume	\$484.3 Million	\$477.0 Million	1.5%
Median Percent of Original List Price Received	92.2%	93.6%	-1.5%
Median Time to Contract	60 Days	50 Days	20.0%
Median Time to Sale	99 Days	93 Days	6.5%
New Pending Sales	659	590	11.7%
New Listings	805	828	-2.8%
Pending Inventory	894	838	6.7%
Inventory (Active Listings)	3,955	3,211	23.2%
Months Supply of Inventory	6.3	5.0	26.0%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note :** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	4,230	2.2%
<b>June 2025</b>	<b>699</b>	<b>1.0%</b>
May 2025	788	-7.3%
April 2025	817	0.7%
March 2025	817	13.0%
February 2025	589	2.1%
January 2025	520	6.8%
December 2024	604	16.6%
November 2024	439	-18.9%
October 2024	515	-4.3%
September 2024	513	-19.6%
August 2024	633	-1.9%
July 2024	642	1.4%
June 2024	692	-10.0%



# Monthly Market Detail - June 2025

## Single-Family Homes

### Sarasota County

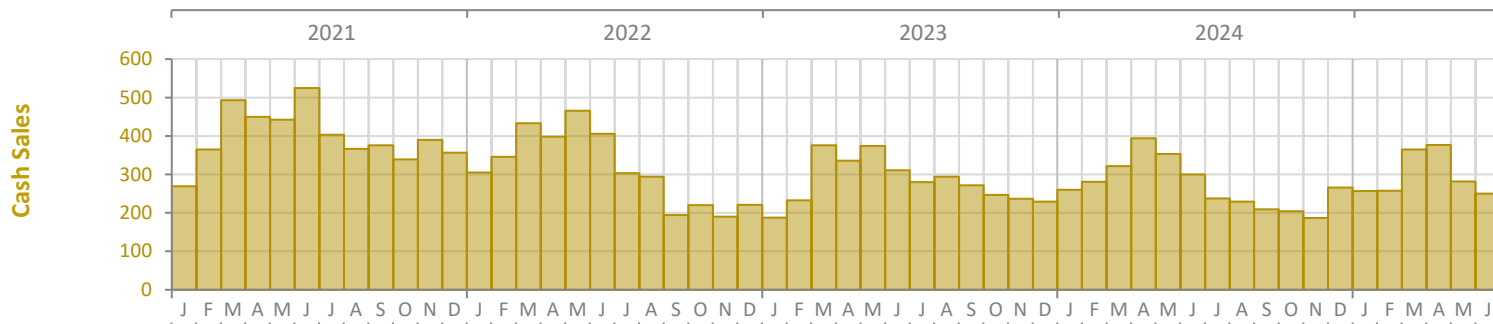


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,789	-6.3%
<b>June 2025</b>	<b>250</b>	<b>-16.7%</b>
May 2025	282	-20.1%
April 2025	377	-4.3%
March 2025	365	13.4%
February 2025	258	-8.2%
January 2025	257	-1.2%
December 2024	266	16.2%
November 2024	187	-21.1%
October 2024	204	-17.4%
September 2024	209	-23.2%
August 2024	229	-22.1%
July 2024	238	-15.0%
June 2024	300	-3.5%

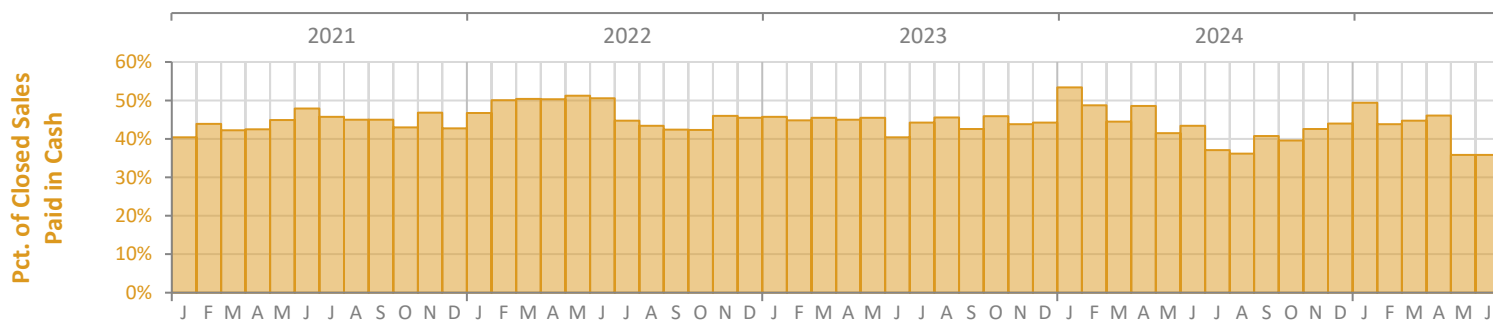


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	42.3%	-8.2%
<b>June 2025</b>	<b>35.8%</b>	<b>-17.5%</b>
May 2025	35.8%	-13.7%
April 2025	46.1%	-5.1%
March 2025	44.7%	0.4%
February 2025	43.8%	-10.1%
January 2025	49.4%	-7.5%
December 2024	44.0%	-0.5%
November 2024	42.6%	-2.7%
October 2024	39.6%	-13.7%
September 2024	40.7%	-4.5%
August 2024	36.2%	-20.6%
July 2024	37.1%	-16.1%
June 2024	43.4%	7.4%



# Monthly Market Detail - June 2025

## Single-Family Homes

### Sarasota County

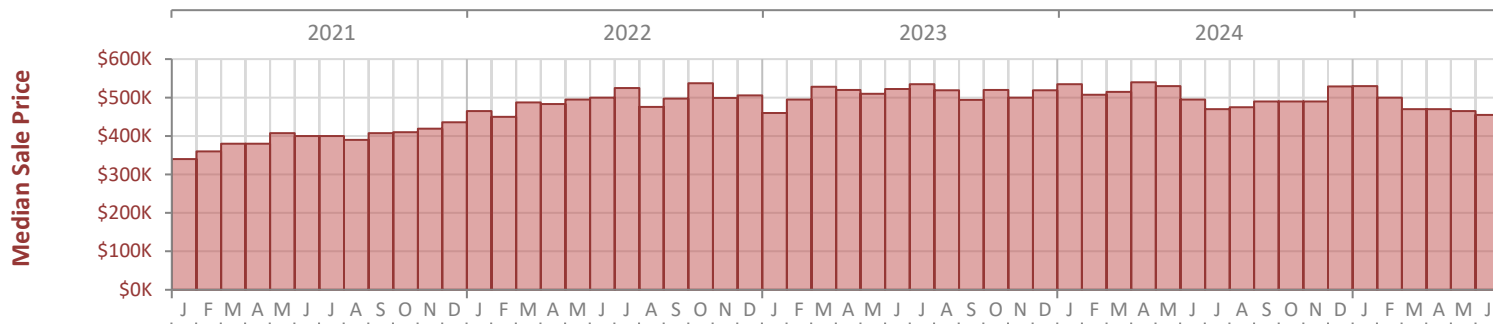


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$475,000	-8.8%
<b>June 2025</b>	<b>\$455,000</b>	<b>-8.1%</b>
May 2025	\$465,000	-12.3%
April 2025	\$470,000	-13.0%
March 2025	\$469,450	-8.8%
February 2025	\$499,990	-1.5%
January 2025	\$529,750	-1.0%
December 2024	\$528,700	1.9%
November 2024	\$490,000	-2.0%
October 2024	\$490,000	-5.8%
September 2024	\$490,000	-0.8%
August 2024	\$475,000	-8.5%
July 2024	\$470,000	-12.1%
June 2024	\$495,000	-5.3%

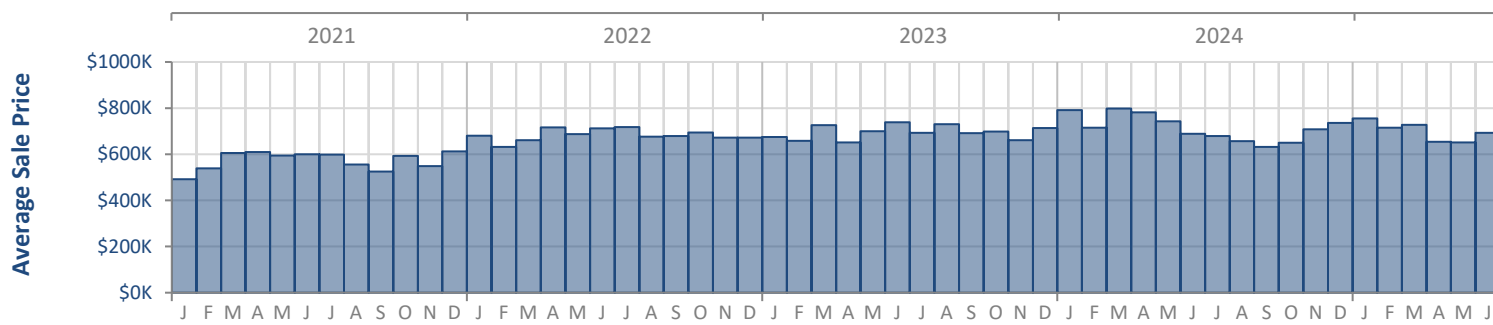


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$694,951	-7.7%
<b>June 2025</b>	<b>\$692,793</b>	<b>0.5%</b>
May 2025	\$651,439	-12.4%
April 2025	\$653,747	-16.3%
March 2025	\$727,555	-8.9%
February 2025	\$714,923	-0.1%
January 2025	\$754,675	-4.7%
December 2024	\$736,508	3.3%
November 2024	\$708,439	7.3%
October 2024	\$650,366	-7.0%
September 2024	\$631,569	-8.6%
August 2024	\$657,050	-10.1%
July 2024	\$678,657	-2.1%
June 2024	\$689,301	-6.7%



# Monthly Market Detail - June 2025

## Single-Family Homes

### Sarasota County

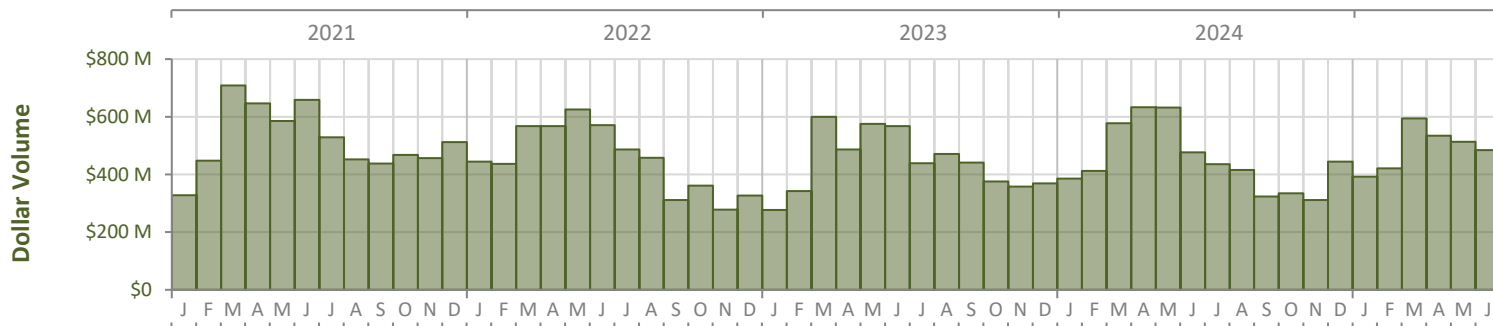


## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$2.9 Billion	-5.7%
<b>June 2025</b>	<b>\$484.3 Million</b>	<b>1.5%</b>
May 2025	\$513.3 Million	-18.8%
April 2025	\$534.1 Million	-15.7%
March 2025	\$594.4 Million	2.9%
February 2025	\$421.1 Million	2.0%
January 2025	\$392.4 Million	1.7%
December 2024	\$444.9 Million	20.4%
November 2024	\$311.0 Million	-13.0%
October 2024	\$334.9 Million	-10.9%
September 2024	\$324.0 Million	-26.5%
August 2024	\$415.9 Million	-11.8%
July 2024	\$435.7 Million	-0.7%
June 2024	\$477.0 Million	-16.0%

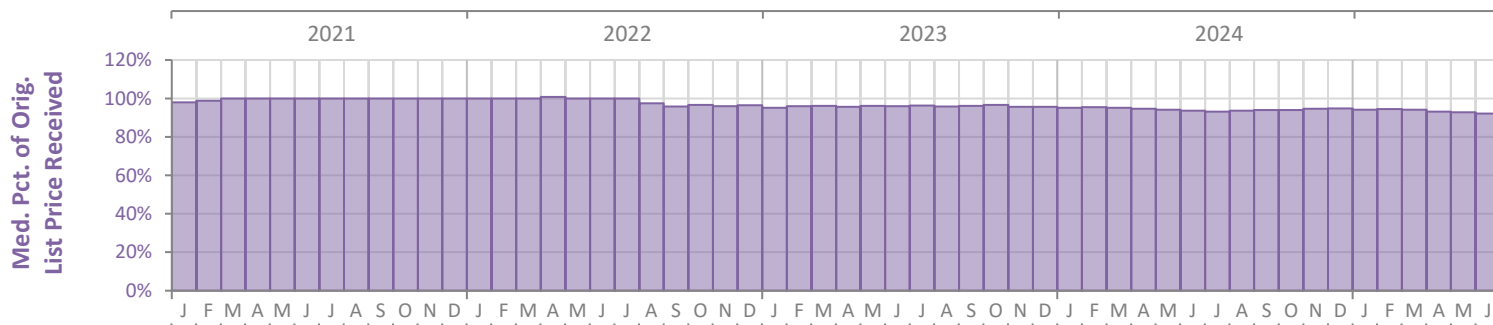


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

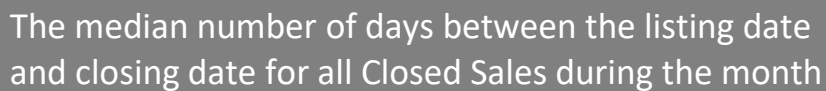
**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	93.5%	-1.3%
<b>June 2025</b>	<b>92.2%</b>	<b>-1.5%</b>
May 2025	92.8%	-1.5%
April 2025	93.1%	-1.6%
March 2025	94.2%	-1.1%
February 2025	94.5%	-0.9%
January 2025	94.1%	-1.2%
December 2024	94.8%	-0.8%
November 2024	94.6%	-1.1%
October 2024	94.0%	-2.8%
September 2024	94.0%	-2.3%
August 2024	93.7%	-2.2%
July 2024	93.1%	-3.3%
June 2024	93.6%	-2.5%



The median number of days between the listing date and contract date for all Closed Sales during the month

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	50 Days	11.1%
June 2025	60 Days	20.0%
May 2025	51 Days	18.6%
April 2025	43 Days	7.5%
March 2025	40 Days	0.0%
February 2025	46 Days	15.0%
January 2025	45 Days	12.5%
December 2024	43 Days	16.2%
November 2024	53 Days	112.0%
October 2024	49 Days	69.0%
September 2024	48 Days	77.8%
August 2024	45 Days	45.2%
July 2024	52 Days	108.0%
June 2024	50 Days	117.4%



Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	92 Days	7.0%
<b>June 2025</b>	<b>99 Days</b>	<b>6.5%</b>
May 2025	93 Days	10.7%
April 2025	82 Days	1.2%
March 2025	82 Days	5.1%
February 2025	86 Days	6.2%
January 2025	85 Days	2.4%
December 2024	82 Days	9.3%
November 2024	94 Days	44.6%
October 2024	94 Days	34.3%
September 2024	92 Days	35.3%
August 2024	89 Days	18.7%
July 2024	94 Days	28.8%
June 2024	93 Days	32.9%





# Monthly Market Detail - June 2025

## Single-Family Homes

### Sarasota County

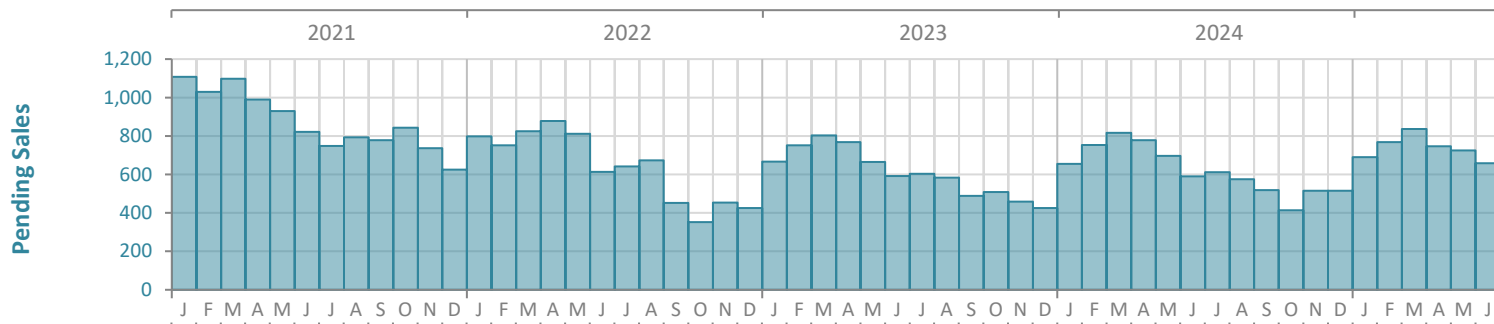


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	4,426	3.2%
<b>June 2025</b>	<b>659</b>	<b>11.7%</b>
May 2025	725	4.0%
April 2025	747	-4.1%
March 2025	837	2.6%
February 2025	768	2.0%
January 2025	690	5.3%
December 2024	516	21.1%
November 2024	516	12.4%
October 2024	414	-18.7%
September 2024	518	5.9%
August 2024	575	-1.4%
July 2024	611	1.2%
June 2024	590	-0.3%

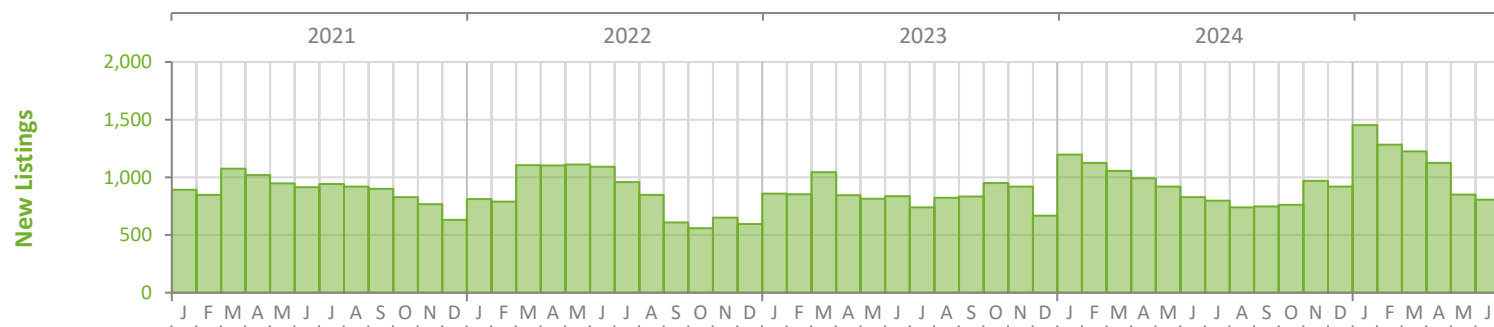


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	6,740	10.2%
<b>June 2025</b>	<b>805</b>	<b>-2.8%</b>
May 2025	850	-7.6%
April 2025	1,124	13.4%
March 2025	1,226	16.2%
February 2025	1,283	13.9%
January 2025	1,452	21.4%
December 2024	920	37.9%
November 2024	971	5.5%
October 2024	761	-19.8%
September 2024	749	-10.3%
August 2024	739	-10.1%
July 2024	799	8.3%
June 2024	828	-1.0%



# Monthly Market Detail - June 2025

## Single-Family Homes

### Sarasota County

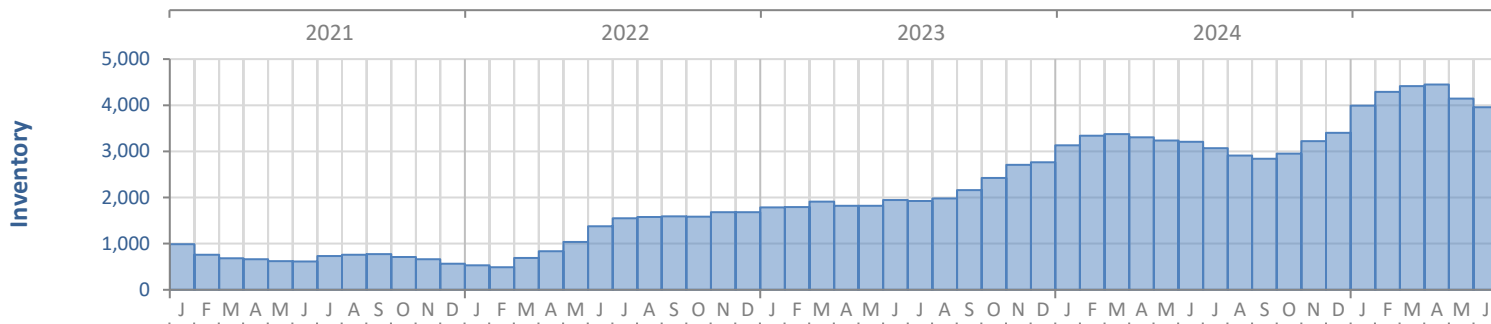


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	4,207	28.8%
<b>June 2025</b>	<b>3,955</b>	<b>23.2%</b>
May 2025	4,144	27.9%
April 2025	4,448	34.6%
March 2025	4,412	30.8%
February 2025	4,292	28.6%
January 2025	3,992	27.3%
December 2024	3,404	23.2%
November 2024	3,220	18.9%
October 2024	2,952	21.8%
September 2024	2,841	31.6%
August 2024	2,907	46.6%
July 2024	3,068	59.5%
June 2024	3,211	65.3%

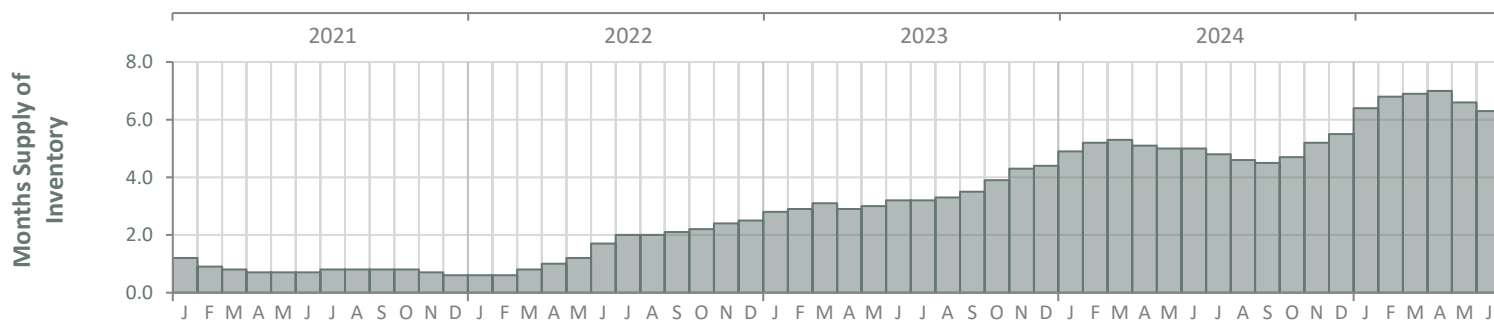


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	6.7	31.4%
<b>June 2025</b>	<b>6.3</b>	<b>26.0%</b>
May 2025	6.6	32.0%
April 2025	7.0	37.3%
March 2025	6.9	30.2%
February 2025	6.8	30.8%
January 2025	6.4	30.6%
December 2024	5.5	25.0%
November 2024	5.2	20.9%
October 2024	4.7	20.5%
September 2024	4.5	28.6%
August 2024	4.6	39.4%
July 2024	4.8	50.0%
June 2024	5.0	56.3%



# Monthly Market Detail - June 2025

## Single-Family Homes

### Sarasota County

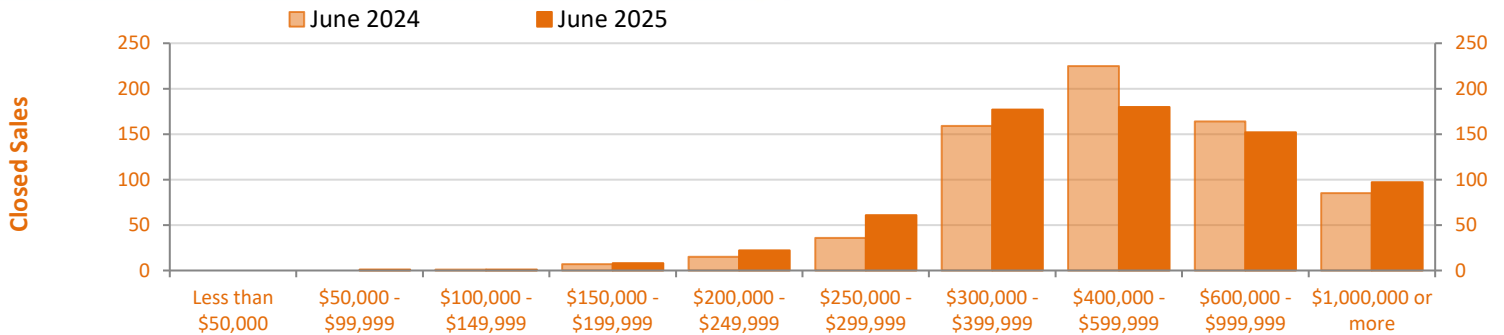


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	8	14.3%
\$200,000 - \$249,999	22	46.7%
\$250,000 - \$299,999	61	69.4%
\$300,000 - \$399,999	177	11.3%
\$400,000 - \$599,999	180	-20.0%
\$600,000 - \$999,999	152	-7.3%
\$1,000,000 or more	97	14.1%

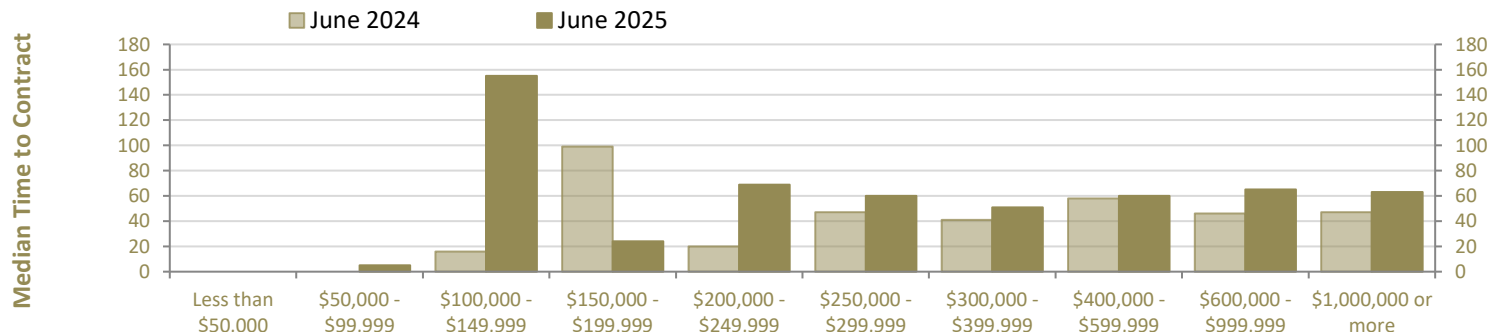


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	5 Days	N/A
\$100,000 - \$149,999	155 Days	868.8%
\$150,000 - \$199,999	24 Days	-75.8%
\$200,000 - \$249,999	69 Days	245.0%
\$250,000 - \$299,999	60 Days	27.7%
\$300,000 - \$399,999	51 Days	24.4%
\$400,000 - \$599,999	60 Days	3.4%
\$600,000 - \$999,999	65 Days	41.3%
\$1,000,000 or more	63 Days	34.0%





# Monthly Market Detail - June 2025

## Single-Family Homes

### Sarasota County

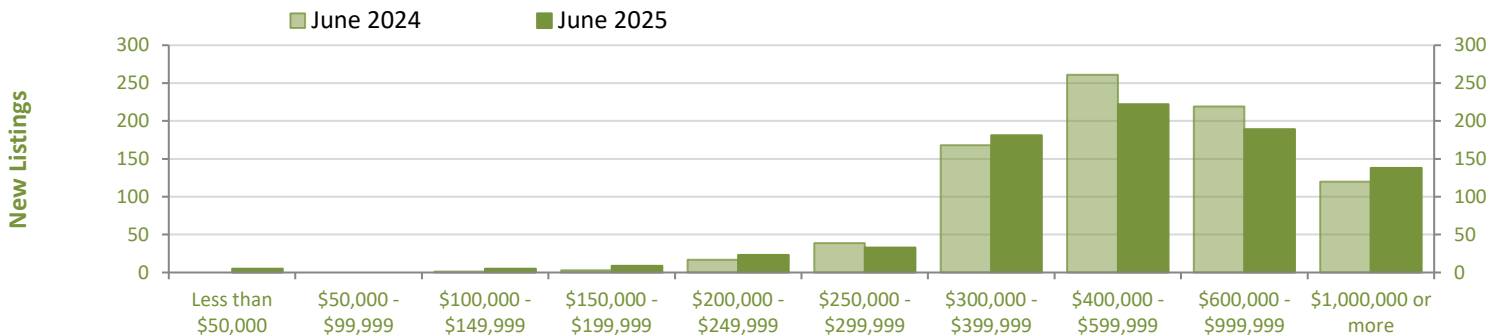


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	5	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	5	400.0%
\$150,000 - \$199,999	9	200.0%
\$200,000 - \$249,999	23	35.3%
\$250,000 - \$299,999	33	-15.4%
\$300,000 - \$399,999	181	7.7%
\$400,000 - \$599,999	222	-14.9%
\$600,000 - \$999,999	189	-13.7%
\$1,000,000 or more	138	15.0%

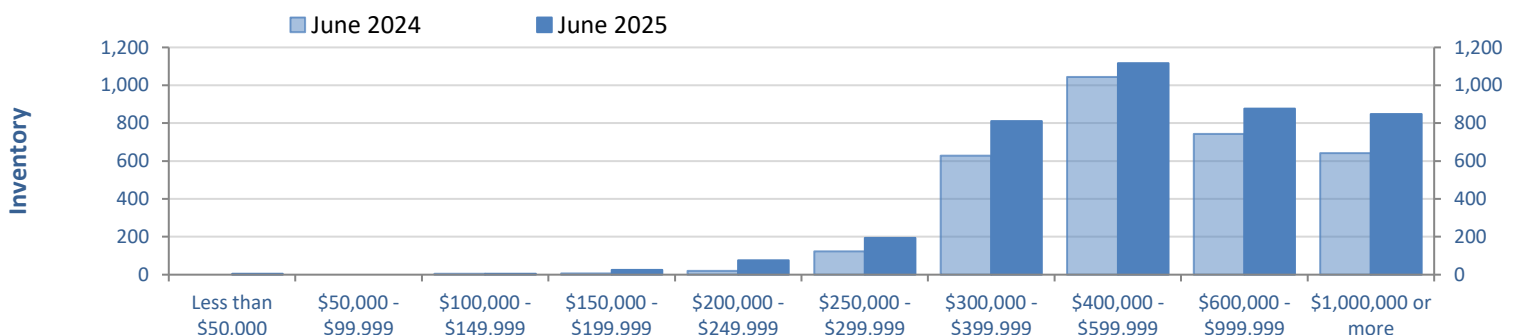


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

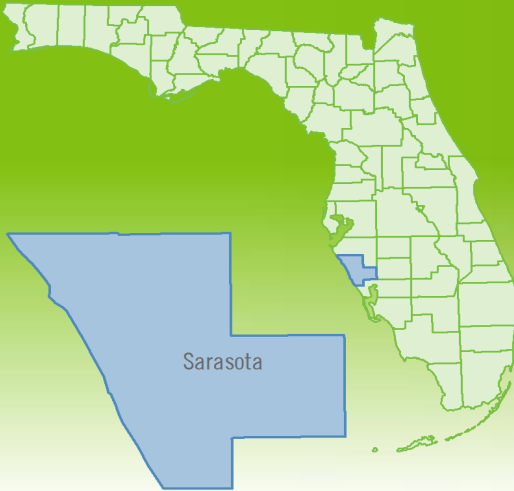
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	5	25.0%
\$150,000 - \$199,999	25	316.7%
\$200,000 - \$249,999	75	275.0%
\$250,000 - \$299,999	194	57.7%
\$300,000 - \$399,999	811	28.9%
\$400,000 - \$599,999	1,116	6.9%
\$600,000 - \$999,999	877	18.0%
\$1,000,000 or more	848	32.1%



# Monthly Distressed Market - June 2025

## Single-Family Homes

### Sarasota County



		June 2025	June 2024	Percent Change Year-over-Year
Traditional	Closed Sales	697	690	1.0%
	Median Sale Price	\$455,000	\$495,000	-8.1%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$234,950	\$240,000	-2.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

