

## FOR IMMEDIATE RELEASE

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### Pinellas County Real Estate Statistics for August 2019

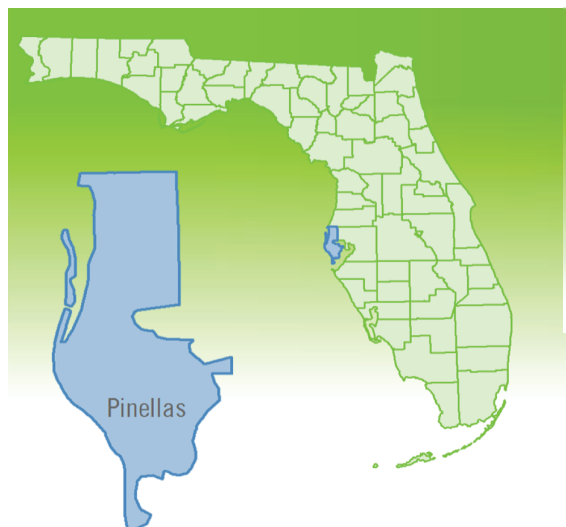
While Pinellas saw several dips in year-over-year figures, the median and average sale prices continue to climb monthly 2019. The Median Sale Price for Single Family Homes was up by 9.0% from last year, at \$278,000 for August 2019 versus \$255,000 for August 2018. The Median Sale Price for Townhomes/Condos increased 0.1% from \$169,900 in August 2018 to \$170,000 in August 2019. The Average Sale Price for Single Family Homes rose 16.1% from \$319,287 in August 2018 to \$370,653 in August 2019. The Average Sale Price for Townhome/Condo was up 2.9% from \$244,850 in August 2018 to \$251,882 in August 2019.

Dollar Volume for Single Family Homes saw a 8.5% increase from \$419.9 million in August 2018 to \$455.5 million in 2019. The Median Time to Contract for Single Family Homes was down 7.1% from 28 days in August 2018 to 26 days this August. The Median Time to Sale for Single Family Homes was up 1.5% from 65 days last August to 66 days this August. The Months Supply of Inventory for Single Family Homes decreased 10.7% from 2.8 months in August 2018 to 2.5 months in August 2019. New Listings for Single Family for August 2019 were 1,232, down 15.5% from August 2018 at 1,458. The Active Listings for Single Family Homes decreased 13.4% from 3,170 in August 2019 versus 2,745 in August 2018. Paid in Cash sales for Single Family decreased 11.0%, year-over-year from 362 in August 2018 versus 322 in August 2019. **Closed Sales for Single Family were down 6.5% year-over-year from 1,229 in August 2019, compared to 1,315 in August 2018.**

Dollar Volume for Townhome/Condo decreased 2.9% year-over-year from \$194.2 million in August 2018 to \$188.9 million in August 2019. The Median Time to Contract for Townhome/Condo market increased 24.2% from 33 days in August 2018 to 41 days August 2019. The Median Time to Sale for Townhome/Condo market was 76 days in August 2018 and 77 days in August 2019, up 1.3%. The Months Supply of Inventory for Townhome/Condo increased 3.7% from 2.7 months in August 2018 to 2.8 months in August 2019. New Listings for Townhome/Condos for August decreased 11.5% from 875 in 2018 to 774 in 2019. Active Listings for Townhomes/Condos were up 1.4% from 2,032 in August 2018 to 2,061 in August 2019. Paid in Cash sales for Townhome/Condo decreased 2.8% from 383 in August 2019 versus 394 in August 2018. **Closed Sales for the Townhome/Condo segment decreased 5.4% year-over-year, at 750 in August 2019 versus 793 in August 2018.**

Representing over 9,000 members, the Pinellas Realtor® Organization/Central Pasco Chapter is one of the Tampa Bay area's largest professional trade associations. The organization advances and promotes the real estate profession through professional development programs, government affairs, and political advocacy and maintains a high standard of conduct by real estate professionals through professional standards training and administration.

#### Combined Single Family Homes & Townhomes/Condos



Summary Statistics	August 2019	August 2018	% change year over year
Closed Sales	1979	2108	-6.1%
Paid in Cash	705	756	-6.7%
New Pending Sales	1952	1960	-0.4%
New Listings	2006	2333	-14.0%
Pending Inventory	2397	2289	4.7%
Inventory (Active Listings)	4806	5202	-7.6%

source: Florida Realtors



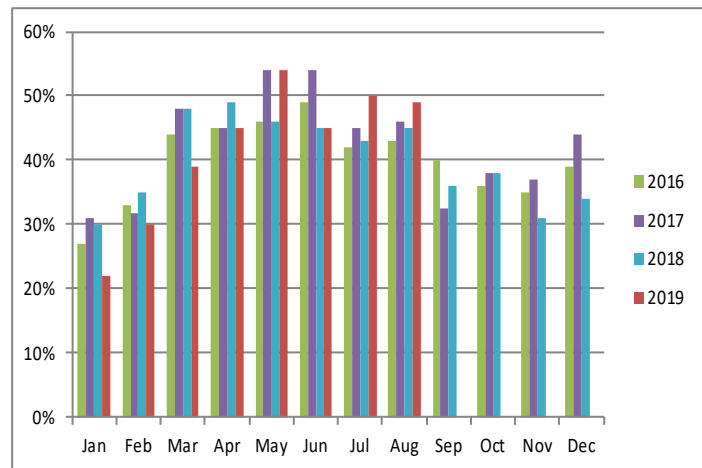
Absorption rate estimates the rate at which active listings are selling in a given market.

It's calculated by dividing the number of closed sales by the number of active listings.

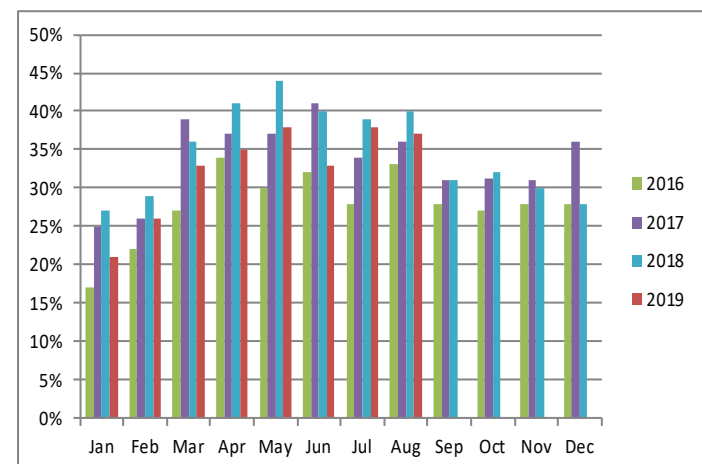
A low absorption rate means that homes are selling slowly (suggesting a buyer's market) while a high absorption rate means that homes are selling quickly (suggesting a seller's market).

## Absorption Rate

Single Family	2016	2017	2018	2019
January	27%	31%	30%	22%
February	33%	32%	35%	30%
March	44%	48%	48%	39%
April	45%	45%	49%	45%
May	46%	54%	46%	54%
June	49%	54%	45%	45%
July	42%	45%	43%	50%
August	43%	46%	45%	49%
September	40%	33%	36%	
October	36%	38%	38%	
November	35%	37%	31%	
December	39%	44%	34%	



Condo	2016	2017	2018	2019
January	17%	25%	27%	21%
February	22%	26%	29%	26%
March	27%	39%	36%	33%
April	34%	37%	41%	35%
May	30%	37%	44%	38%
June	32%	41%	40%	33%
July	28%	34%	39%	38%
August	33%	36%	40%	37%
September	28%	31%	31%	
October	27%	31%	32%	
November	28%	31%	30%	
December	28%	36%	28%	

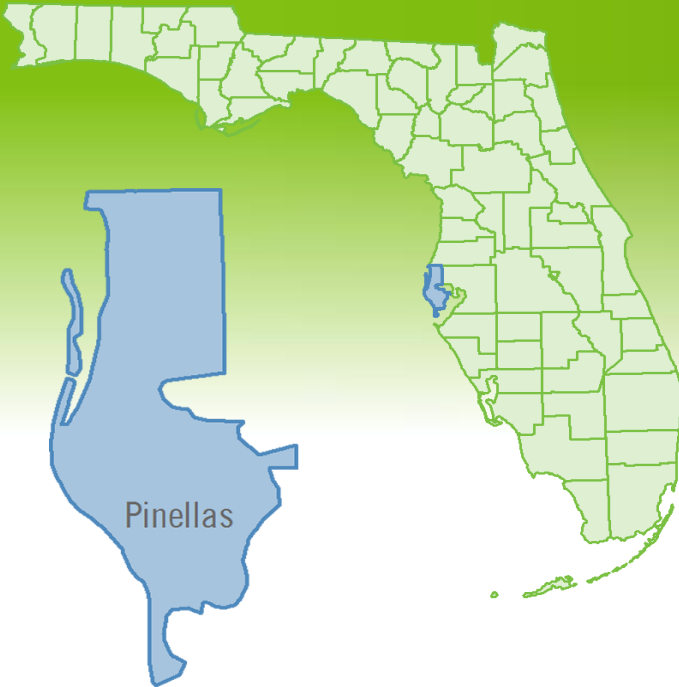


source: MFRMLS

# Monthly Market Detail - August 2019

## Single Family Homes

### Pinellas County



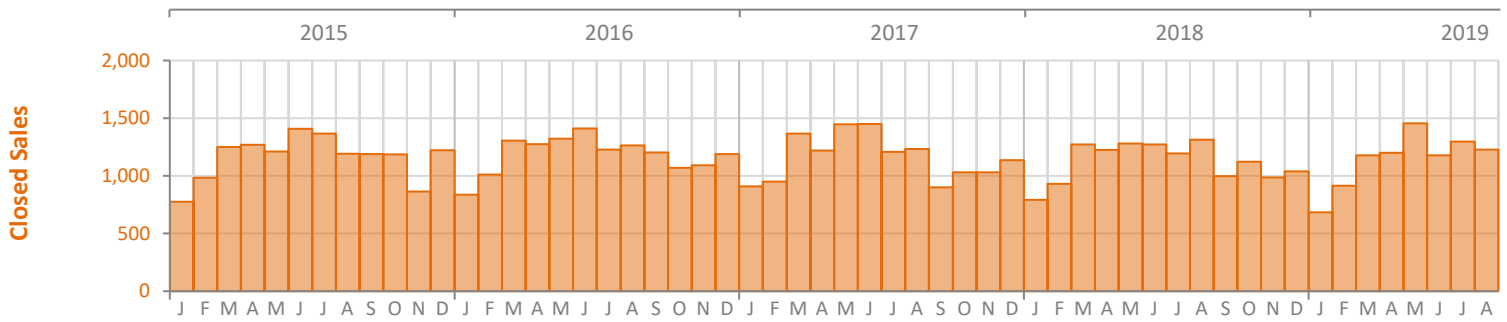
Summary Statistics	August 2019	August 2018	Percent Change Year-over-Year
Closed Sales	1,229	1,315	-6.5%
Paid in Cash	322	362	-11.0%
Median Sale Price	\$278,000	\$255,000	9.0%
Average Sale Price	\$370,653	\$319,287	16.1%
Dollar Volume	\$455.5 Million	\$419.9 Million	8.5%
Median Percent of Original List Price Received	96.6%	95.6%	1.0%
Median Time to Contract	26 Days	28 Days	-7.1%
Median Time to Sale	66 Days	65 Days	1.5%
New Pending Sales	1,212	1,182	2.5%
New Listings	1,232	1,458	-15.5%
Pending Inventory	1,402	1,317	6.5%
Inventory (Active Listings)	2,745	3,170	-13.4%
Months Supply of Inventory	2.5	2.8	-10.7%

## 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	9,138	-1.5%
<b>August 2019</b>	<b>1,229</b>	<b>-6.5%</b>
July 2019	1,298	8.6%
June 2019	1,178	-7.4%
May 2019	1,455	13.8%
April 2019	1,200	-2.0%
March 2019	1,179	-7.4%
February 2019	914	-1.7%
January 2019	685	-13.6%
December 2018	1,039	-8.6%
November 2018	985	-4.5%
October 2018	1,121	8.8%
September 2018	998	11.0%
August 2018	1,315	6.7%



# Monthly Market Detail - August 2019

## Single Family Homes

### Pinellas County

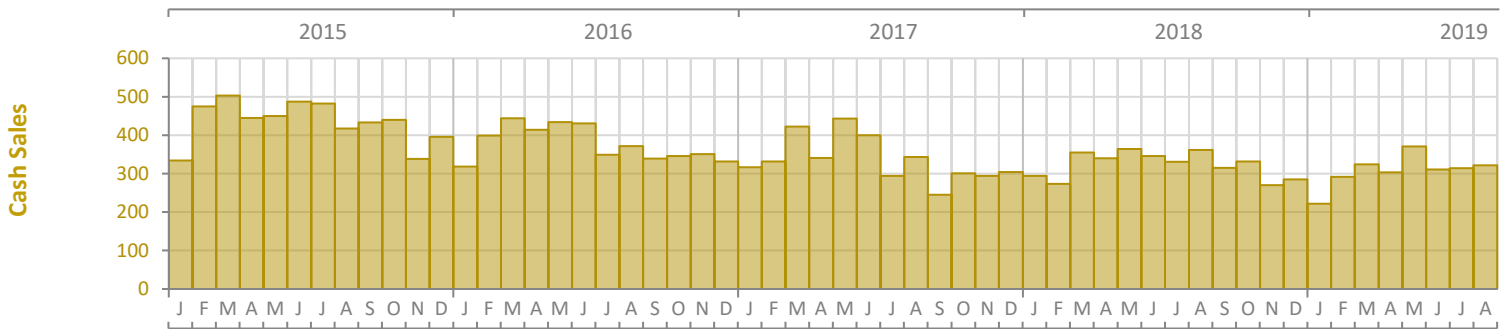


## Cash Sales

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	2,459	-7.7%
<b>August 2019</b>	<b>322</b>	<b>-11.0%</b>
July 2019	314	-5.1%
June 2019	311	-10.1%
May 2019	371	1.9%
April 2019	303	-10.9%
March 2019	324	-8.7%
February 2019	292	7.0%
January 2019	222	-24.5%
December 2018	285	-6.3%
November 2018	270	-8.2%
October 2018	332	10.3%
September 2018	315	28.6%
August 2018	362	5.5%

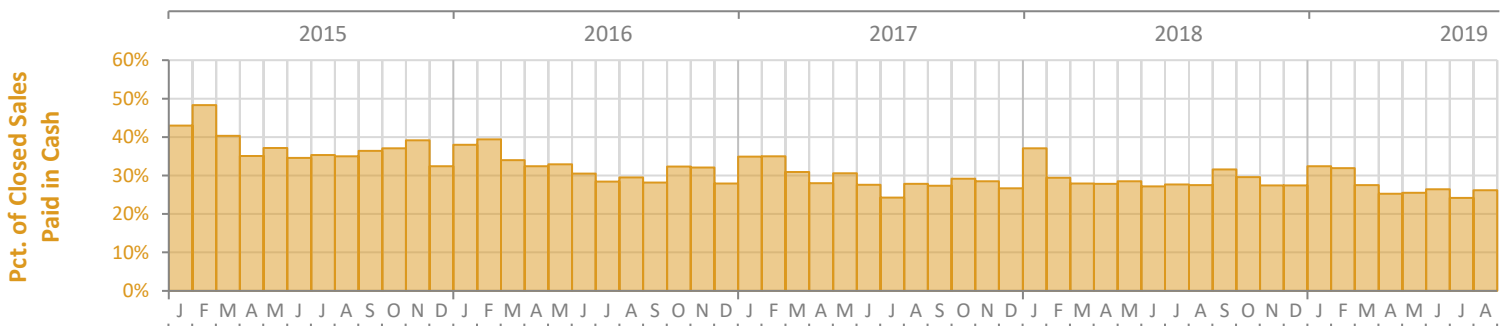


## Cash Sales as a Percentage of Closed Sales

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	26.9%	-6.3%
<b>August 2019</b>	<b>26.2%</b>	<b>-4.7%</b>
July 2019	24.2%	-12.6%
June 2019	26.4%	-2.9%
May 2019	25.5%	-10.5%
April 2019	25.3%	-9.0%
March 2019	27.5%	-1.4%
February 2019	31.9%	8.5%
January 2019	32.4%	-12.7%
December 2018	27.4%	2.6%
November 2018	27.4%	-3.9%
October 2018	29.6%	1.4%
September 2018	31.6%	15.8%
August 2018	27.5%	-1.1%



# Monthly Market Detail - August 2019

## Single Family Homes

### Pinellas County

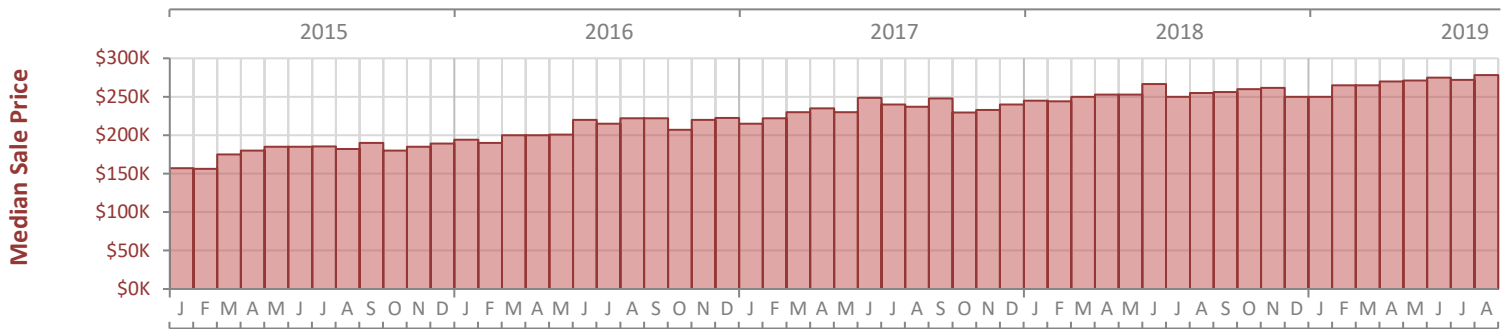


## Median Sale Price

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	\$270,000	6.7%
<b>August 2019</b>	<b>\$278,000</b>	<b>9.0%</b>
July 2019	\$271,750	8.7%
June 2019	\$275,000	3.2%
May 2019	\$271,000	7.1%
April 2019	\$269,950	6.8%
March 2019	\$265,000	6.0%
February 2019	\$265,000	8.5%
January 2019	\$250,000	2.0%
December 2018	\$249,900	4.2%
November 2018	\$261,500	12.2%
October 2018	\$259,900	13.3%
September 2018	\$256,000	3.2%
August 2018	\$255,000	7.6%

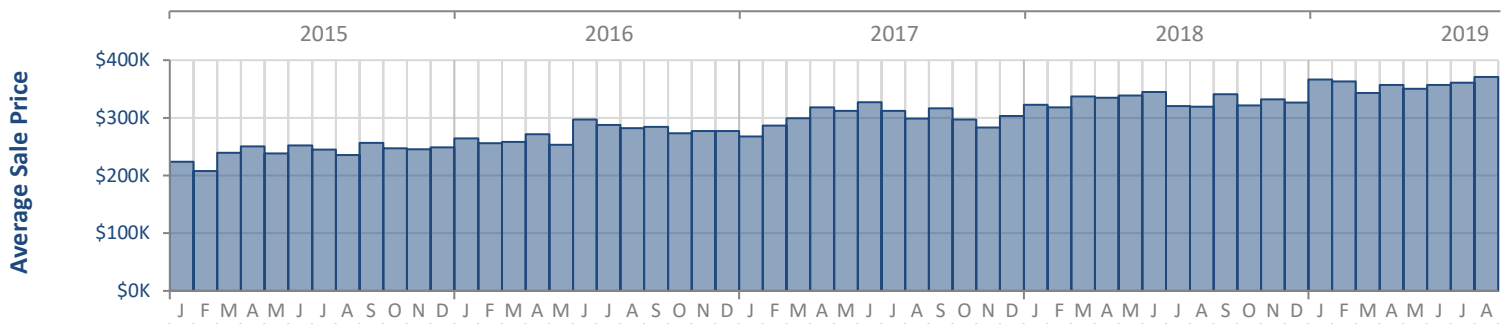


## Average Sale Price

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	\$357,927	8.4%
<b>August 2019</b>	<b>\$370,653</b>	<b>16.1%</b>
July 2019	\$361,055	12.6%
June 2019	\$357,092	3.6%
May 2019	\$350,539	3.5%
April 2019	\$357,070	6.6%
March 2019	\$343,150	1.7%
February 2019	\$362,988	14.1%
January 2019	\$366,473	13.5%
December 2018	\$326,789	7.8%
November 2018	\$332,342	17.4%
October 2018	\$321,704	8.2%
September 2018	\$341,152	7.8%
August 2018	\$319,287	6.9%





# Monthly Market Detail - August 2019

## Single Family Homes

### Pinellas County

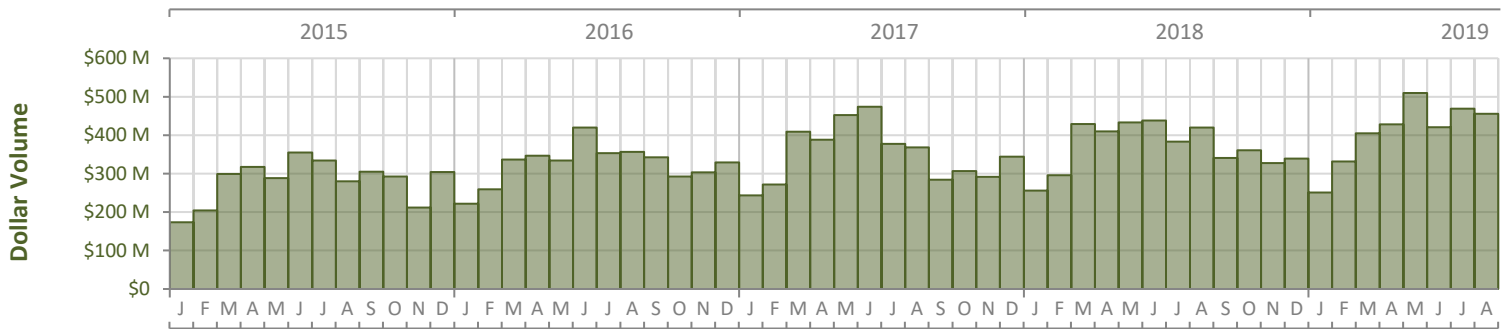


## Dollar Volume

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	\$3.3 Billion	6.7%
<b>August 2019</b>	<b>\$455.5 Million</b>	<b>8.5%</b>
July 2019	\$468.6 Million	22.3%
June 2019	\$420.7 Million	-4.0%
May 2019	\$510.0 Million	17.7%
April 2019	\$428.5 Million	4.6%
March 2019	\$404.6 Million	-5.8%
February 2019	\$331.8 Million	12.1%
January 2019	\$251.0 Million	-2.0%
December 2018	\$339.5 Million	-1.4%
November 2018	\$327.4 Million	12.1%
October 2018	\$360.6 Million	17.7%
September 2018	\$340.5 Million	19.6%
August 2018	\$419.9 Million	14.0%

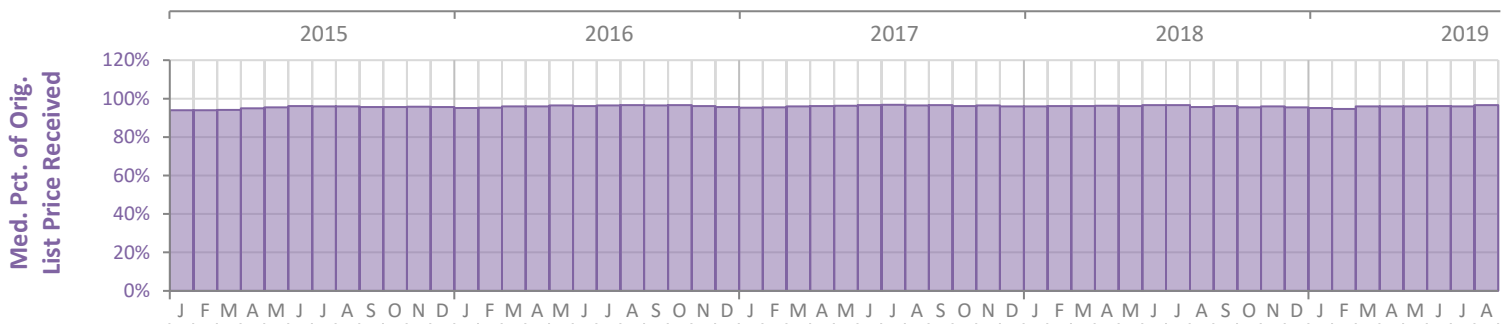


## Median Percent of Original List Price Received

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	95.9%	-0.4%
<b>August 2019</b>	<b>96.6%</b>	<b>1.0%</b>
July 2019	95.9%	-0.8%
June 2019	96.2%	-0.5%
May 2019	95.9%	-0.3%
April 2019	96.0%	-0.3%
March 2019	95.9%	-0.3%
February 2019	94.7%	-1.5%
January 2019	95.2%	-0.8%
December 2018	95.4%	-0.6%
November 2018	95.9%	-0.6%
October 2018	95.5%	-0.7%
September 2018	96.1%	-0.5%
August 2018	95.6%	-0.8%



# Monthly Market Detail - August 2019

## Single Family Homes

### Pinellas County

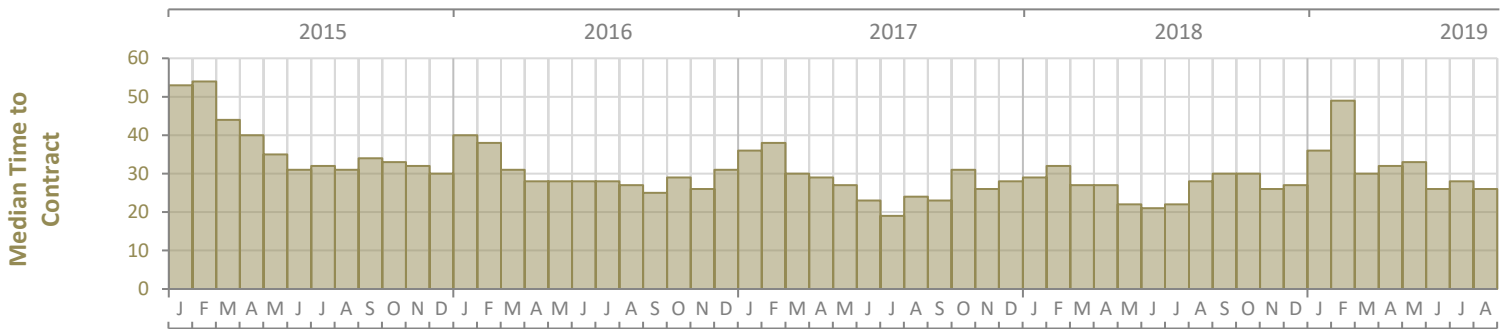


## Median Time to Contract

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.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	32 Days	28.0%
<b>August 2019</b>	<b>26 Days</b>	<b>-7.1%</b>
July 2019	28 Days	27.3%
June 2019	26 Days	23.8%
May 2019	33 Days	50.0%
April 2019	32 Days	18.5%
March 2019	30 Days	11.1%
February 2019	49 Days	53.1%
January 2019	36 Days	24.1%
December 2018	27 Days	-3.6%
November 2018	26 Days	0.0%
October 2018	30 Days	-3.2%
September 2018	30 Days	30.4%
August 2018	28 Days	16.7%

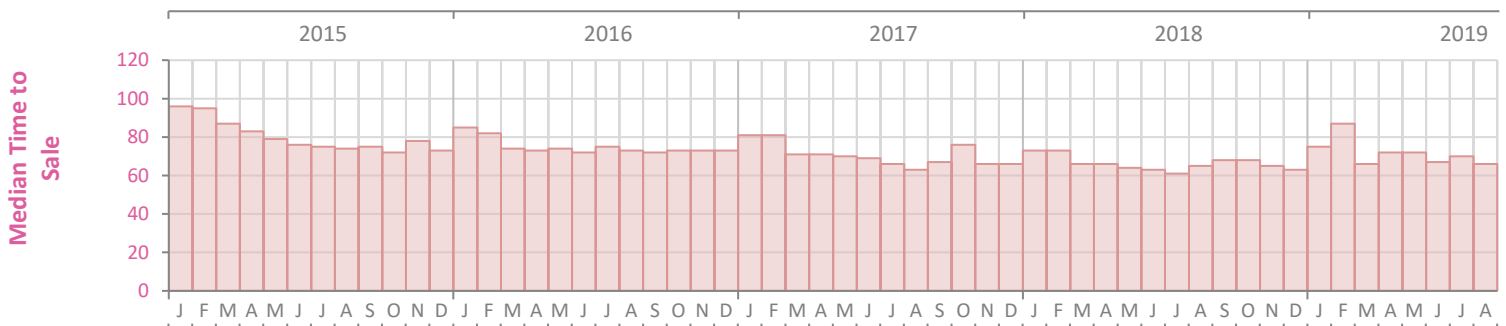


## Median Time to Sale

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

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	71 Days	7.6%
<b>August 2019</b>	<b>66 Days</b>	<b>1.5%</b>
July 2019	70 Days	14.8%
June 2019	67 Days	6.3%
May 2019	72 Days	12.5%
April 2019	72 Days	9.1%
March 2019	66 Days	0.0%
February 2019	87 Days	19.2%
January 2019	75 Days	2.7%
December 2018	63 Days	-4.5%
November 2018	65 Days	-1.5%
October 2018	68 Days	-10.5%
September 2018	68 Days	1.5%
August 2018	65 Days	3.2%



# Monthly Market Detail - August 2019

## Single Family Homes

### Pinellas County

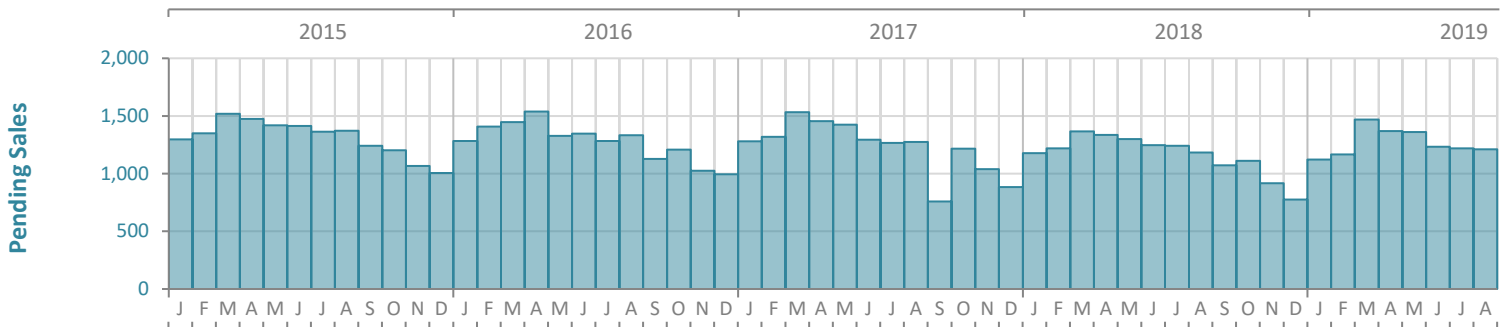


## New Pending Sales

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	10,152	0.8%
<b>August 2019</b>	<b>1,212</b>	<b>2.5%</b>
July 2019	1,218	-1.9%
June 2019	1,233	-1.1%
May 2019	1,360	4.7%
April 2019	1,370	2.6%
March 2019	1,468	7.5%
February 2019	1,168	-4.3%
January 2019	1,123	-4.6%
December 2018	776	-12.3%
November 2018	917	-11.7%
October 2018	1,112	-8.6%
September 2018	1,072	41.1%
August 2018	1,182	-7.2%

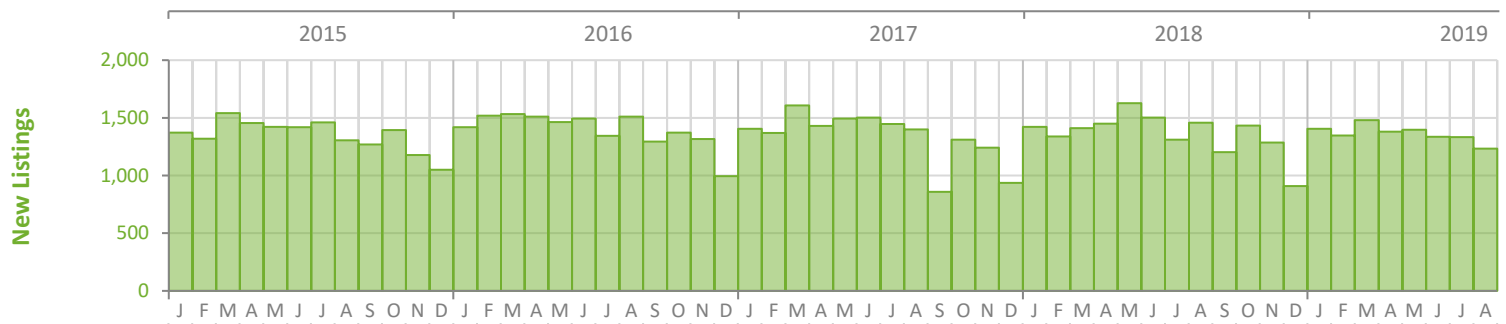


## New Listings

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	10,908	-5.3%
<b>August 2019</b>	<b>1,232</b>	<b>-15.5%</b>
July 2019	1,333	1.6%
June 2019	1,336	-11.0%
May 2019	1,396	-14.1%
April 2019	1,380	-4.8%
March 2019	1,479	4.8%
February 2019	1,347	0.6%
January 2019	1,405	-1.3%
December 2018	908	-2.9%
November 2018	1,287	3.7%
October 2018	1,433	9.2%
September 2018	1,203	40.2%
August 2018	1,458	4.1%





# Monthly Market Detail - August 2019

## Single Family Homes

### Pinellas County

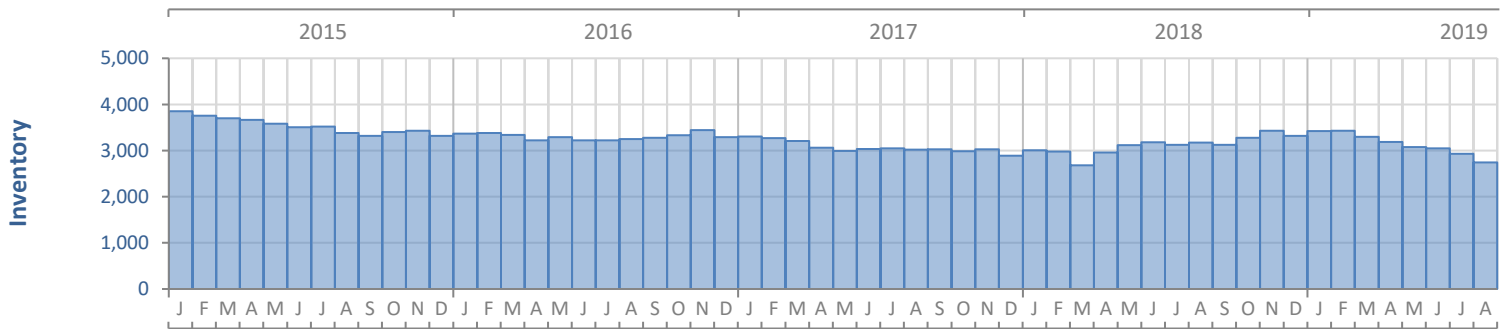


## Inventory (Active Listings)

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)	3,142	3.8%
<b>August 2019</b>	<b>2,745</b>	<b>-13.4%</b>
July 2019	2,929	-6.2%
June 2019	3,049	-4.2%
May 2019	3,075	-1.3%
April 2019	3,184	7.7%
March 2019	3,297	22.9%
February 2019	3,429	15.2%
January 2019	3,425	14.0%
December 2018	3,322	14.9%
November 2018	3,427	13.3%
October 2018	3,280	9.9%
September 2018	3,123	3.2%
August 2018	3,170	4.9%

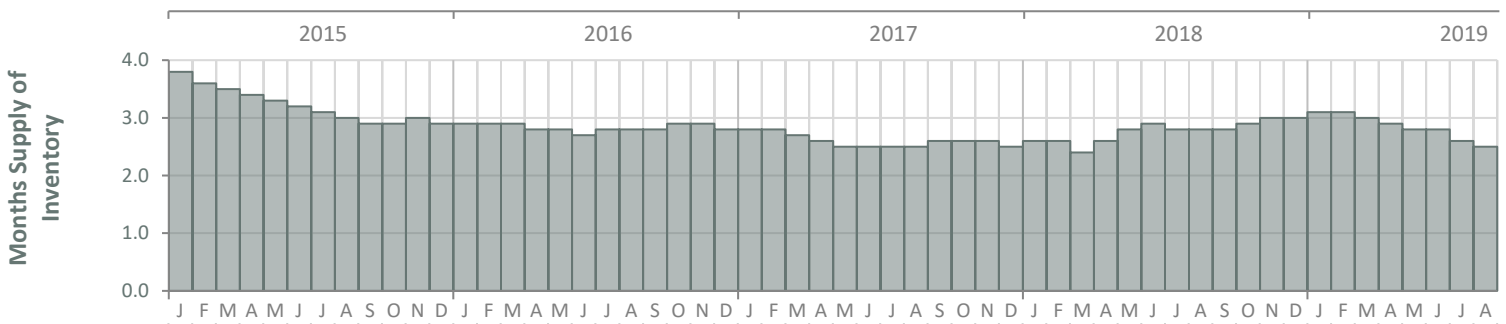


## Months Supply of Inventory

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)	2.9	7.4%
<b>August 2019</b>	<b>2.5</b>	<b>-10.7%</b>
July 2019	2.6	-7.1%
June 2019	2.8	-3.4%
May 2019	2.8	0.0%
April 2019	2.9	11.5%
March 2019	3.0	25.0%
February 2019	3.1	19.2%
January 2019	3.1	19.2%
December 2018	3.0	20.0%
November 2018	3.0	15.4%
October 2018	2.9	11.5%
September 2018	2.8	7.7%
August 2018	2.8	12.0%



# Monthly Market Detail - August 2019

## Single Family Homes

### Pinellas County

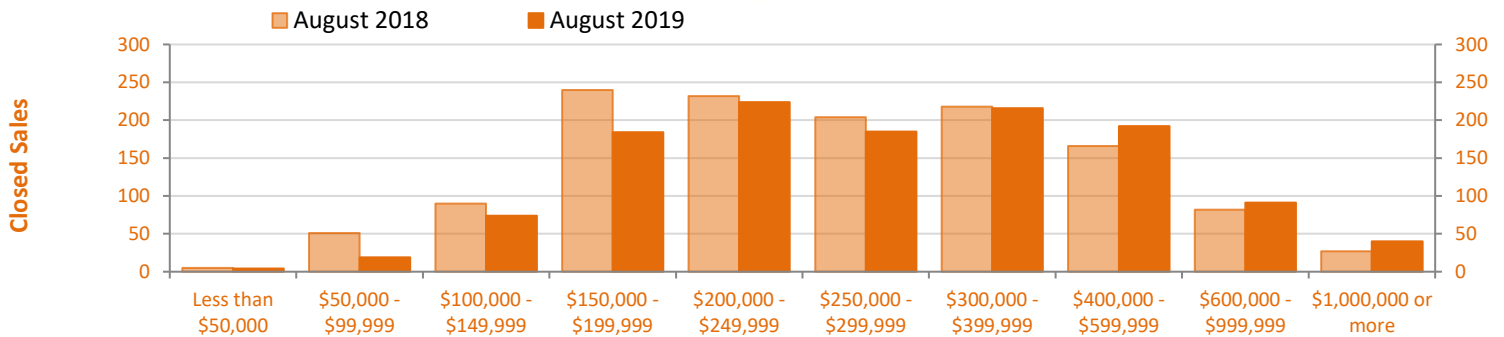


## Closed Sales by Sale Price

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	4	-20.0%
\$50,000 - \$99,999	19	-62.7%
\$100,000 - \$149,999	74	-17.8%
\$150,000 - \$199,999	184	-23.3%
\$200,000 - \$249,999	224	-3.4%
\$250,000 - \$299,999	185	-9.3%
\$300,000 - \$399,999	216	-0.9%
\$400,000 - \$599,999	192	15.7%
\$600,000 - \$999,999	91	11.0%
\$1,000,000 or more	40	48.1%

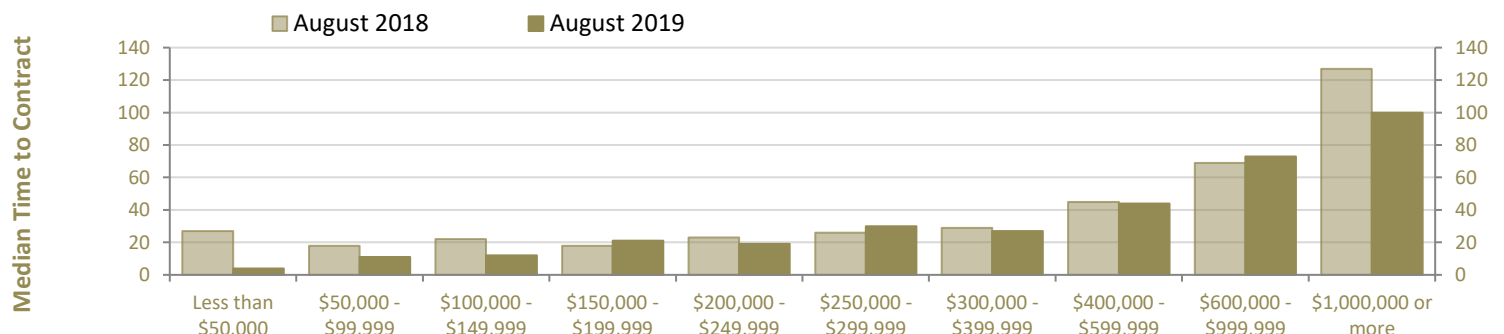


## Median Time to Contract by Sale Price

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	4 Days	-85.2%
\$50,000 - \$99,999	11 Days	-38.9%
\$100,000 - \$149,999	12 Days	-45.5%
\$150,000 - \$199,999	21 Days	16.7%
\$200,000 - \$249,999	19 Days	-17.4%
\$250,000 - \$299,999	30 Days	15.4%
\$300,000 - \$399,999	27 Days	-6.9%
\$400,000 - \$599,999	44 Days	-2.2%
\$600,000 - \$999,999	73 Days	5.8%
\$1,000,000 or more	100 Days	-21.3%

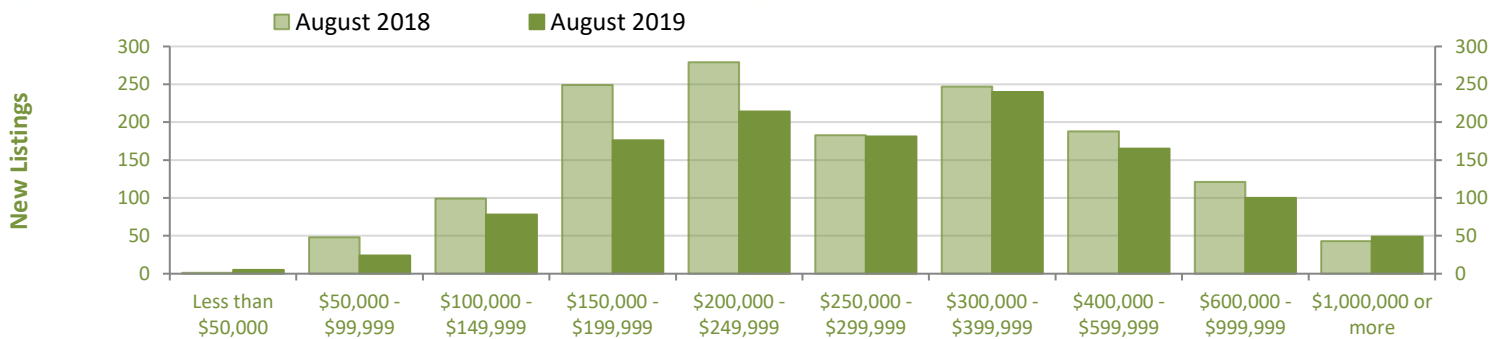


## New Listings by Initial Listing Price

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	400.0%
\$50,000 - \$99,999	24	-50.0%
\$100,000 - \$149,999	78	-21.2%
\$150,000 - \$199,999	176	-29.3%
\$200,000 - \$249,999	214	-23.3%
\$250,000 - \$299,999	181	-1.1%
\$300,000 - \$399,999	240	-2.8%
\$400,000 - \$599,999	165	-12.2%
\$600,000 - \$999,999	100	-17.4%
\$1,000,000 or more	49	14.0%

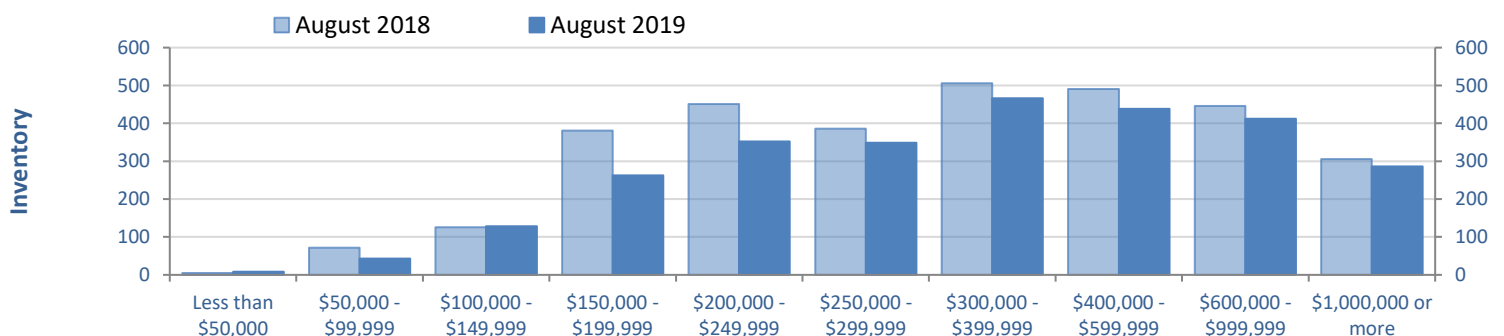


## Inventory by Current Listing Price

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.

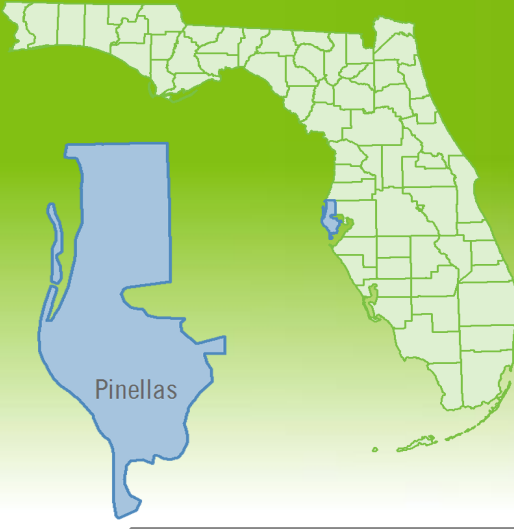
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	8	60.0%
\$50,000 - \$99,999	43	-40.3%
\$100,000 - \$149,999	128	1.6%
\$150,000 - \$199,999	263	-31.0%
\$200,000 - \$249,999	352	-22.0%
\$250,000 - \$299,999	349	-9.6%
\$300,000 - \$399,999	466	-7.9%
\$400,000 - \$599,999	438	-10.8%
\$600,000 - \$999,999	412	-7.6%
\$1,000,000 or more	286	-6.5%



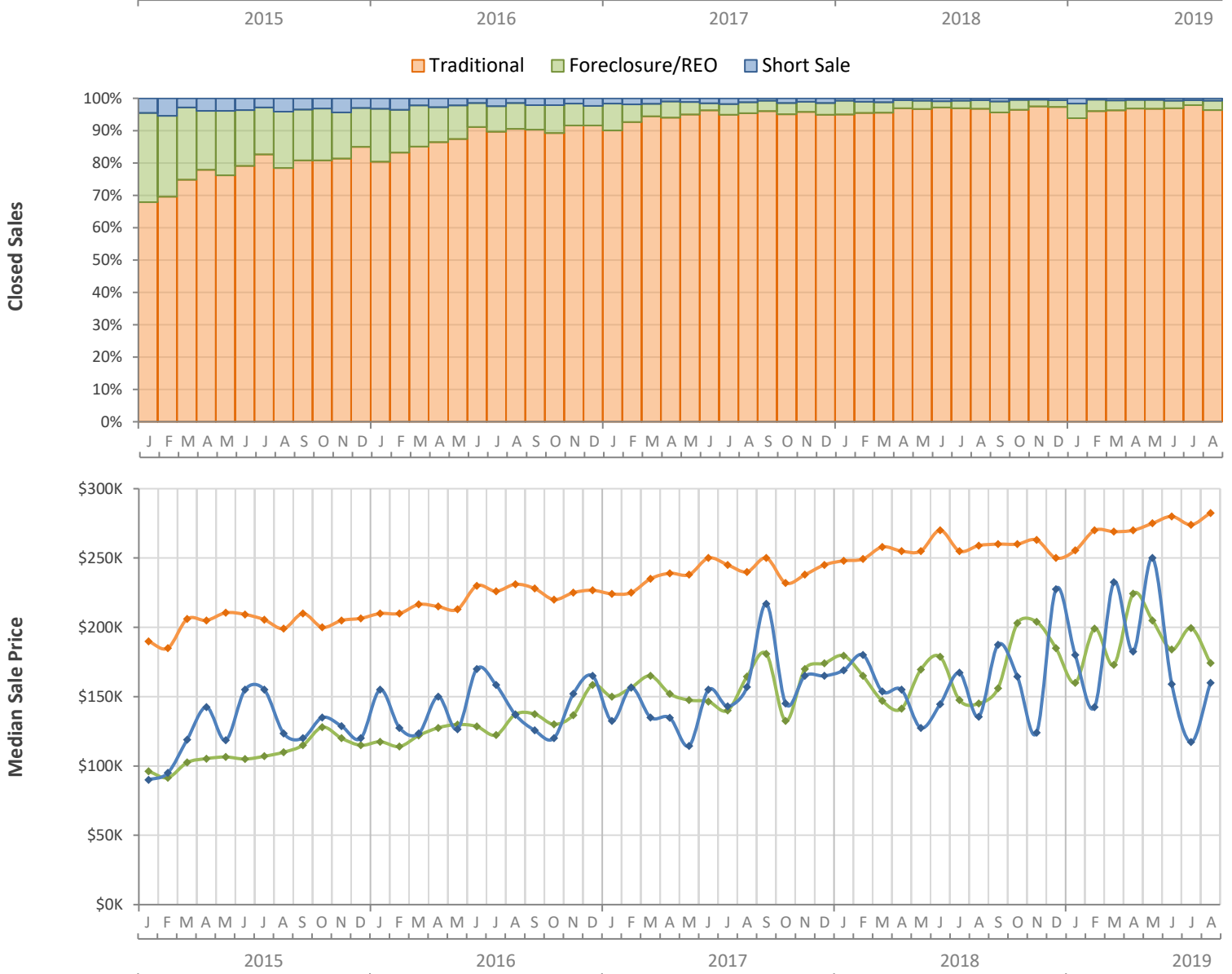
# Monthly Distressed Market - August 2019

## Single Family Homes

### Pinellas County



		August 2019	August 2018	Percent Change Year-over-Year
Traditional	Closed Sales	1,184	1,272	-6.9%
	Median Sale Price	\$282,500	\$259,000	9.1%
Foreclosure/REO	Closed Sales	36	35	2.9%
	Median Sale Price	\$174,250	\$145,000	20.2%
Short Sale	Closed Sales	9	8	12.5%
	Median Sale Price	\$160,000	\$135,500	18.1%



# Monthly Market Detail - August 2019

## Townhouses and Condos

### Pinellas County



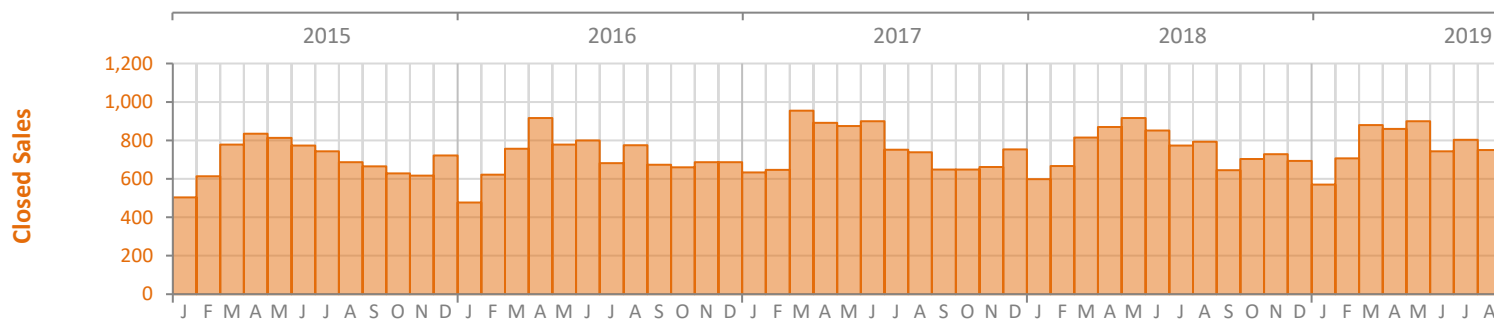
Summary Statistics	August 2019	August 2018	Percent Change Year-over-Year
Closed Sales	750	793	-5.4%
Paid in Cash	383	394	-2.8%
Median Sale Price	\$170,000	\$169,900	0.1%
Average Sale Price	\$251,882	\$244,850	2.9%
Dollar Volume	\$188.9 Million	\$194.2 Million	-2.7%
Median Percent of Original List Price Received	95.2%	95.5%	-0.3%
Median Time to Contract	41 Days	33 Days	24.2%
Median Time to Sale	77 Days	76 Days	1.3%
New Pending Sales	740	778	-4.9%
New Listings	774	875	-11.5%
Pending Inventory	995	972	2.4%
Inventory (Active Listings)	2,061	2,032	1.4%
Months Supply of Inventory	2.8	2.7	3.7%

## 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	6,212	-1.1%
<b>August 2019</b>	<b>750</b>	<b>-5.4%</b>
July 2019	804	3.9%
June 2019	744	-12.7%
May 2019	899	-2.0%
April 2019	860	-1.0%
March 2019	879	8.0%
February 2019	706	5.8%
January 2019	570	-4.7%
December 2018	694	-8.0%
November 2018	728	10.0%
October 2018	704	8.5%
September 2018	645	-0.6%
August 2018	793	7.5%





# Monthly Market Detail - August 2019

## Townhouses and Condos

### Pinellas County

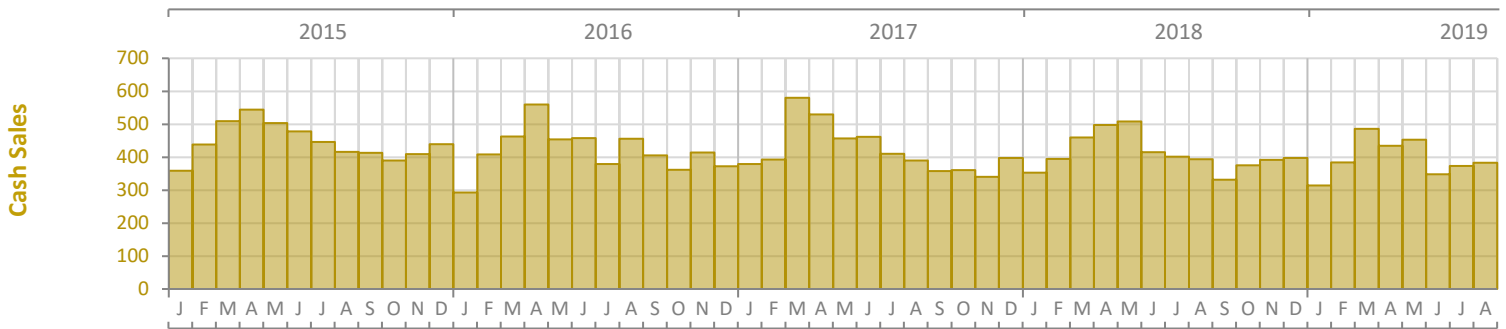


## Cash Sales

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	3,176	-7.3%
<b>August 2019</b>	<b>383</b>	<b>-2.8%</b>
July 2019	373	-7.2%
June 2019	348	-16.1%
May 2019	453	-10.8%
April 2019	435	-12.7%
March 2019	486	5.7%
February 2019	384	-2.8%
January 2019	314	-11.0%
December 2018	398	0.0%
November 2018	392	15.3%
October 2018	375	3.9%
September 2018	332	-7.3%
August 2018	394	1.0%

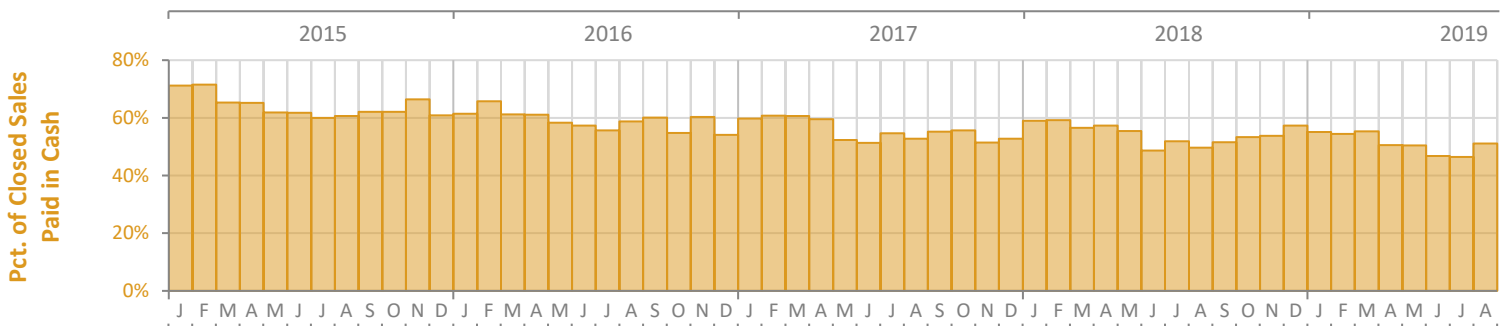


## Cash Sales as a Percentage of Closed Sales

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	51.1%	-6.2%
<b>August 2019</b>	<b>51.1%</b>	<b>2.8%</b>
July 2019	46.4%	-10.6%
June 2019	46.8%	-3.9%
May 2019	50.4%	-9.0%
April 2019	50.6%	-11.7%
March 2019	55.3%	-2.1%
February 2019	54.4%	-8.1%
January 2019	55.1%	-6.6%
December 2018	57.3%	8.5%
November 2018	53.8%	4.7%
October 2018	53.3%	-4.1%
September 2018	51.5%	-6.7%
August 2018	49.7%	-5.9%



# Monthly Market Detail - August 2019

## Townhouses and Condos

### Pinellas County

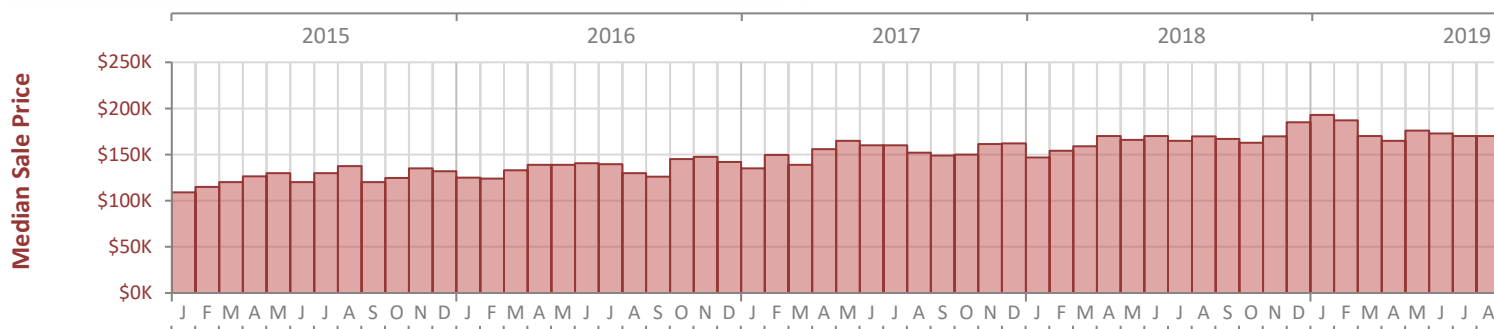


## Median Sale Price

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	\$175,000	6.7%
<b>August 2019</b>	<b>\$170,000</b>	<b>0.1%</b>
July 2019	\$170,000	3.1%
June 2019	\$173,000	1.8%
May 2019	\$175,900	6.0%
April 2019	\$165,000	-2.9%
March 2019	\$169,950	6.9%
February 2019	\$187,000	21.4%
January 2019	\$193,000	31.3%
December 2018	\$185,000	14.2%
November 2018	\$169,900	5.2%
October 2018	\$162,750	8.6%
September 2018	\$167,000	12.1%
August 2018	\$169,900	11.8%

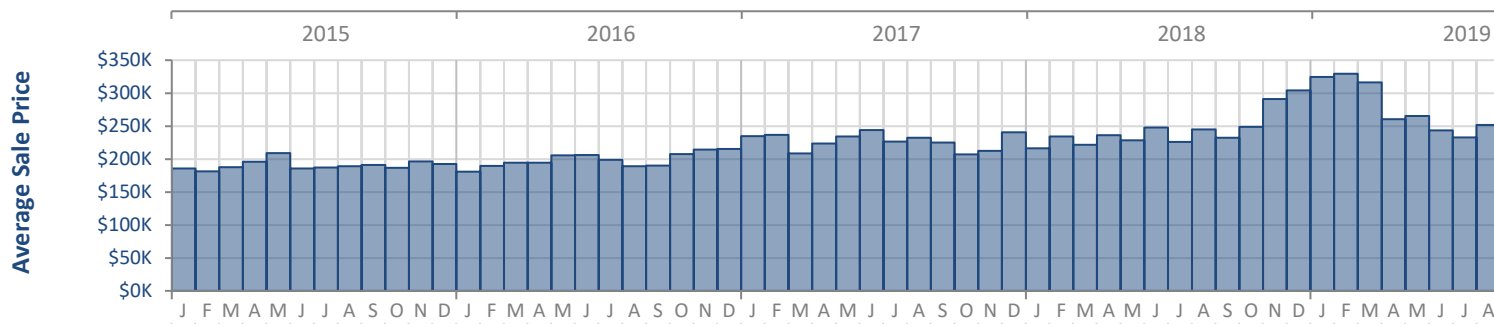


## Average Sale Price

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	\$276,185	18.8%
<b>August 2019</b>	<b>\$251,882</b>	<b>2.9%</b>
July 2019	\$232,726	3.0%
June 2019	\$243,503	-1.8%
May 2019	\$265,513	16.2%
April 2019	\$260,436	10.2%
March 2019	\$316,268	42.7%
February 2019	\$329,617	40.7%
January 2019	\$324,727	50.2%
December 2018	\$304,056	26.4%
November 2018	\$291,228	37.0%
October 2018	\$248,653	20.0%
September 2018	\$232,290	3.3%
August 2018	\$244,850	5.4%



# Monthly Market Detail - August 2019

## Townhouses and Condos

### Pinellas County

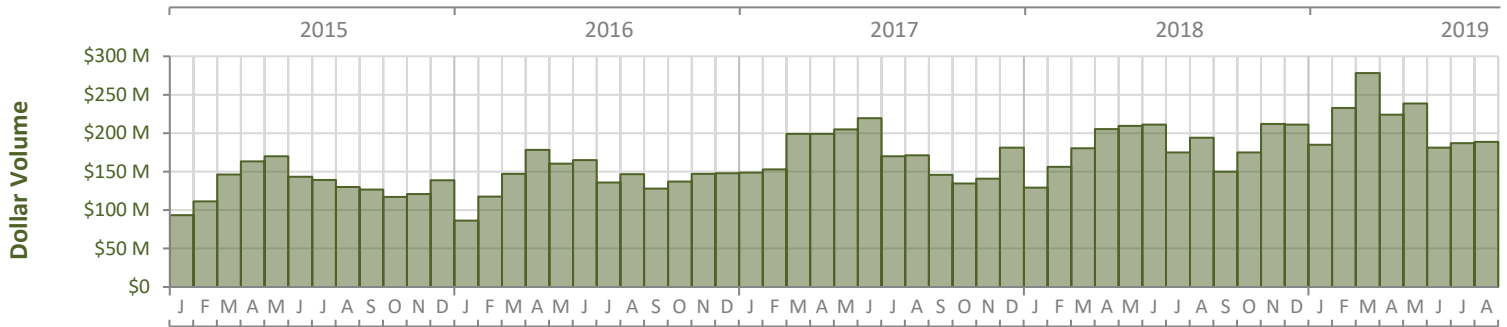


## Dollar Volume

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	\$1.7 Billion	17.4%
<b>August 2019</b>	<b>\$188.9 Million</b>	<b>-2.7%</b>
July 2019	\$187.1 Million	7.0%
June 2019	\$181.2 Million	-14.3%
May 2019	\$238.7 Million	13.9%
April 2019	\$224.0 Million	9.1%
March 2019	\$278.0 Million	54.1%
February 2019	\$232.7 Million	48.9%
January 2019	\$185.1 Million	43.1%
December 2018	\$211.0 Million	16.4%
November 2018	\$212.0 Million	50.6%
October 2018	\$175.1 Million	30.1%
September 2018	\$149.8 Million	2.7%
August 2018	\$194.2 Million	13.3%

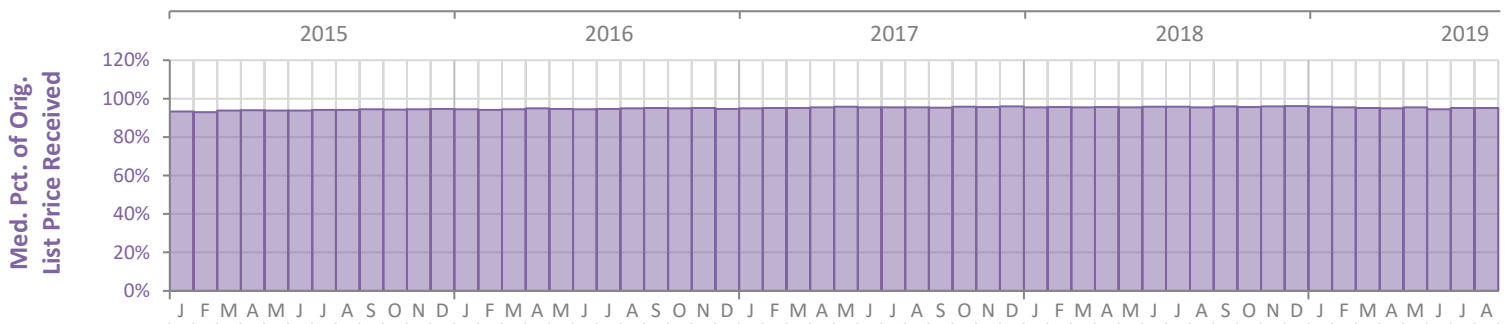


## Median Percent of Original List Price Received

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	95.2%	-0.4%
<b>August 2019</b>	<b>95.2%</b>	<b>-0.3%</b>
July 2019	95.2%	-0.6%
June 2019	94.5%	-1.4%
May 2019	95.4%	0.0%
April 2019	94.9%	-0.7%
March 2019	95.2%	-0.3%
February 2019	95.4%	-0.3%
January 2019	95.8%	0.3%
December 2018	96.2%	0.3%
November 2018	96.0%	0.3%
October 2018	95.7%	-0.1%
September 2018	95.9%	0.6%
August 2018	95.5%	0.1%



# Monthly Market Detail - August 2019

## Townhouses and Condos

### Pinellas County

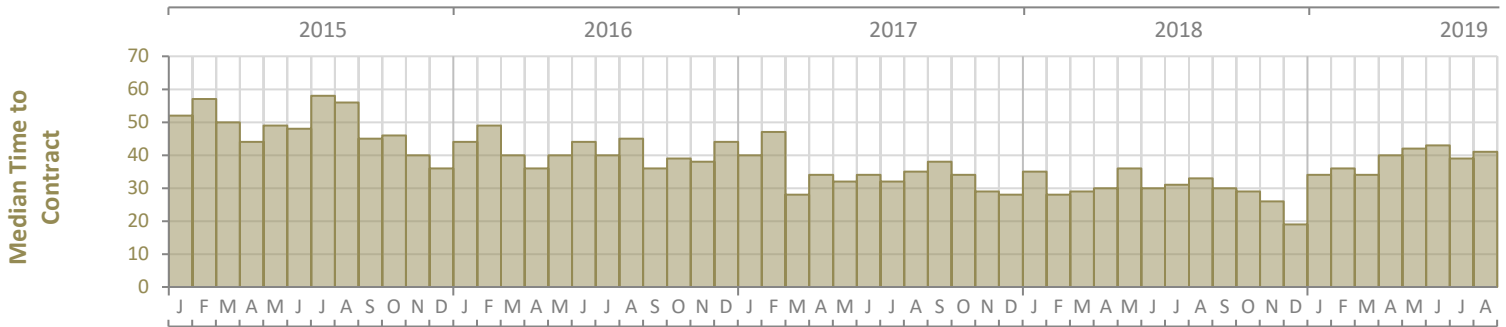


## Median Time to Contract

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.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	39 Days	21.9%
<b>August 2019</b>	<b>41 Days</b>	<b>24.2%</b>
July 2019	39 Days	25.8%
June 2019	43 Days	43.3%
May 2019	42 Days	16.7%
April 2019	40 Days	33.3%
March 2019	34 Days	17.2%
February 2019	36 Days	28.6%
January 2019	34 Days	-2.9%
December 2018	19 Days	-32.1%
November 2018	26 Days	-10.3%
October 2018	29 Days	-14.7%
September 2018	30 Days	-21.1%
August 2018	33 Days	-5.7%

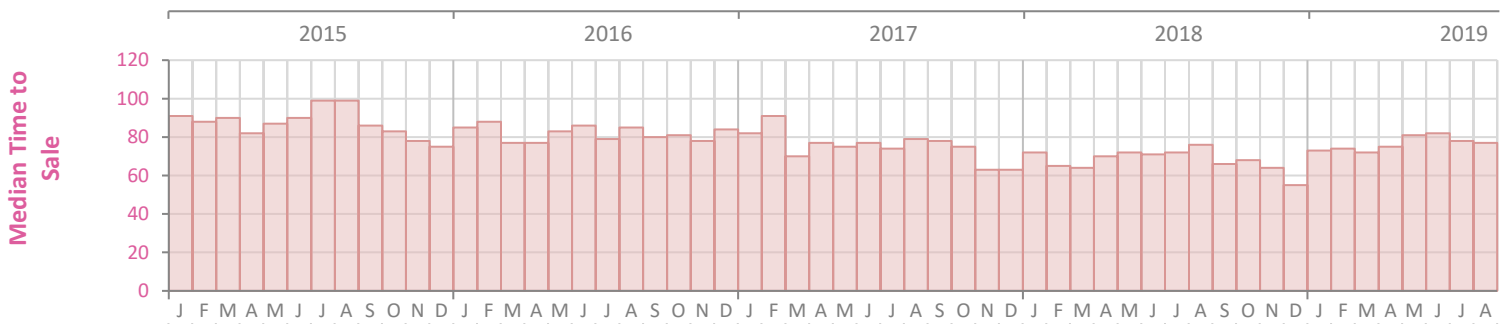


## Median Time to Sale

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

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	77 Days	10.0%
<b>August 2019</b>	<b>77 Days</b>	<b>1.3%</b>
July 2019	78 Days	8.3%
June 2019	82 Days	15.5%
May 2019	81 Days	12.5%
April 2019	75 Days	7.1%
March 2019	72 Days	12.5%
February 2019	74 Days	13.8%
January 2019	73 Days	1.4%
December 2018	55 Days	-12.7%
November 2018	64 Days	1.6%
October 2018	68 Days	-9.3%
September 2018	66 Days	-15.4%
August 2018	76 Days	-3.8%



# Monthly Market Detail - August 2019

## Townhouses and Condos

### Pinellas County

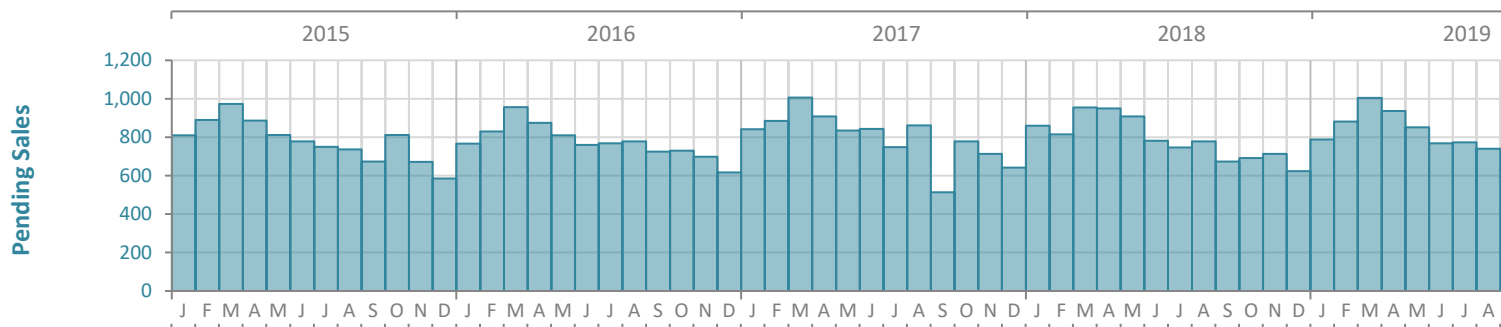


## New Pending Sales

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	6,744	-0.7%
<b>August 2019</b>	<b>740</b>	<b>-4.9%</b>
July 2019	773	3.5%
June 2019	768	-1.7%
May 2019	851	-6.3%
April 2019	937	-1.4%
March 2019	1,004	5.2%
February 2019	882	8.4%
January 2019	789	-8.1%
December 2018	624	-2.8%
November 2018	713	-0.1%
October 2018	691	-11.3%
September 2018	674	31.1%
August 2018	778	-9.7%

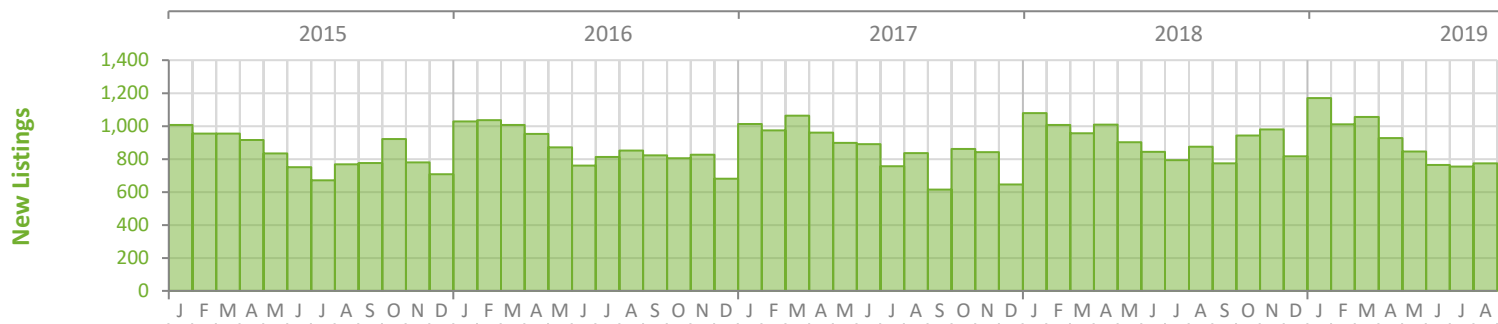


## New Listings

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	7,302	-2.2%
<b>August 2019</b>	<b>774</b>	<b>-11.5%</b>
July 2019	754	-4.9%
June 2019	764	-9.4%
May 2019	845	-6.4%
April 2019	928	-8.0%
March 2019	1,056	10.5%
February 2019	1,010	0.4%
January 2019	1,171	8.5%
December 2018	816	26.3%
November 2018	979	16.3%
October 2018	942	9.4%
September 2018	774	26.1%
August 2018	875	4.5%





# Monthly Market Detail - August 2019

## Townhouses and Condos

### Pinellas County

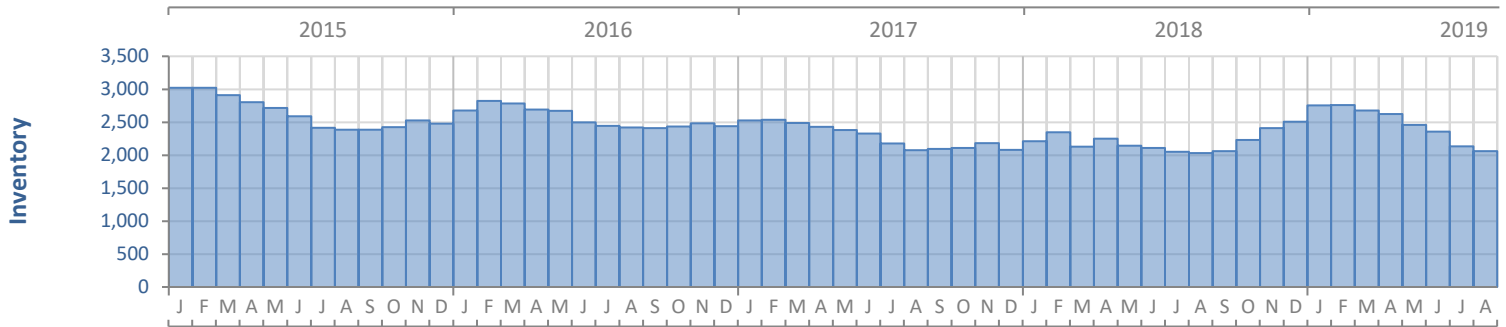


## Inventory (Active Listings)

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)	2,479	14.8%
<b>August 2019</b>	<b>2,061</b>	<b>1.4%</b>
July 2019	2,133	4.0%
June 2019	2,359	11.8%
May 2019	2,461	14.8%
April 2019	2,622	16.5%
March 2019	2,678	25.9%
February 2019	2,760	17.5%
January 2019	2,754	24.4%
December 2018	2,506	20.5%
November 2018	2,410	10.5%
October 2018	2,231	5.7%
September 2018	2,060	-1.8%
August 2018	2,032	-2.0%

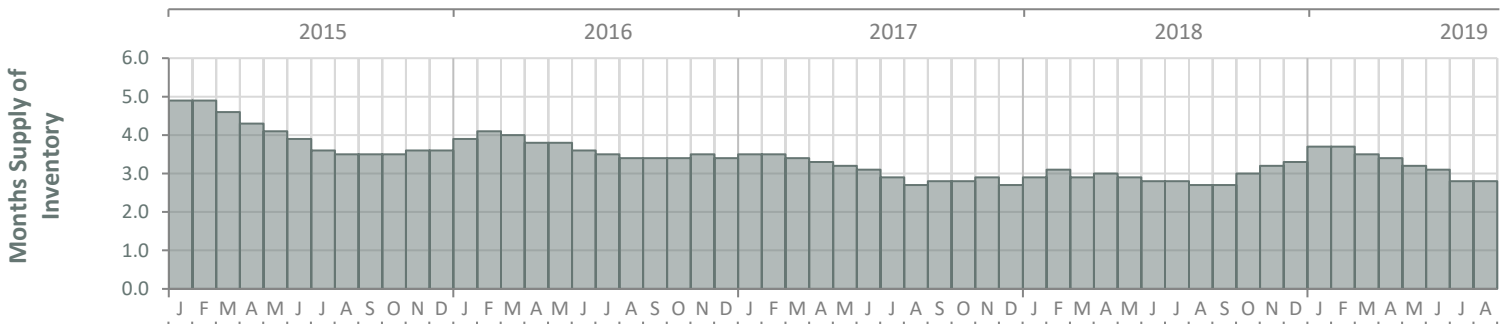


## Months Supply of Inventory

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)	3.3	13.8%
<b>August 2019</b>	<b>2.8</b>	<b>3.7%</b>
July 2019	2.8	0.0%
June 2019	3.1	10.7%
May 2019	3.2	10.3%
April 2019	3.4	13.3%
March 2019	3.5	20.7%
February 2019	3.7	19.4%
January 2019	3.7	27.6%
December 2018	3.3	22.2%
November 2018	3.2	10.3%
October 2018	3.0	7.1%
September 2018	2.7	-3.6%
August 2018	2.7	0.0%



# Monthly Market Detail - August 2019

## Townhouses and Condos

### Pinellas County

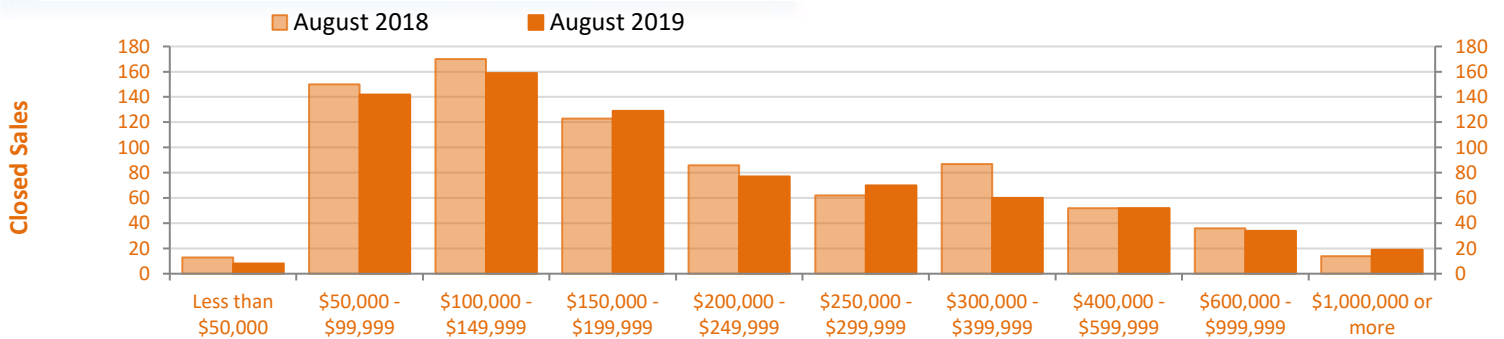


## Closed Sales by Sale Price

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	8	-38.5%
\$50,000 - \$99,999	142	-5.3%
\$100,000 - \$149,999	159	-6.5%
\$150,000 - \$199,999	129	4.9%
\$200,000 - \$249,999	77	-10.5%
\$250,000 - \$299,999	70	12.9%
\$300,000 - \$399,999	60	-31.0%
\$400,000 - \$599,999	52	0.0%
\$600,000 - \$999,999	34	-5.6%
\$1,000,000 or more	19	35.7%

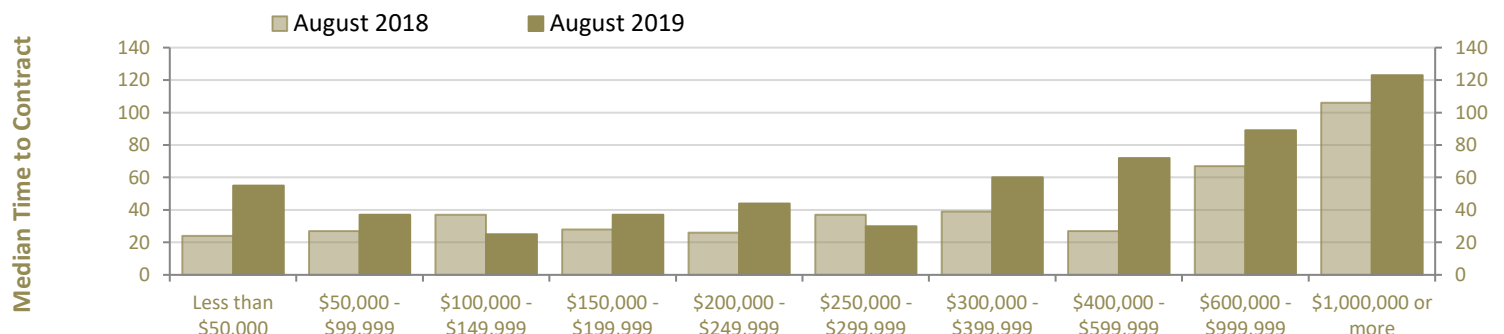


## Median Time to Contract by Sale Price

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	55 Days	129.2%
\$50,000 - \$99,999	37 Days	37.0%
\$100,000 - \$149,999	25 Days	-32.4%
\$150,000 - \$199,999	37 Days	32.1%
\$200,000 - \$249,999	44 Days	69.2%
\$250,000 - \$299,999	30 Days	-18.9%
\$300,000 - \$399,999	60 Days	53.8%
\$400,000 - \$599,999	72 Days	166.7%
\$600,000 - \$999,999	89 Days	32.8%
\$1,000,000 or more	123 Days	16.0%



# Monthly Market Detail - August 2019

## Townhouses and Condos

### Pinellas County

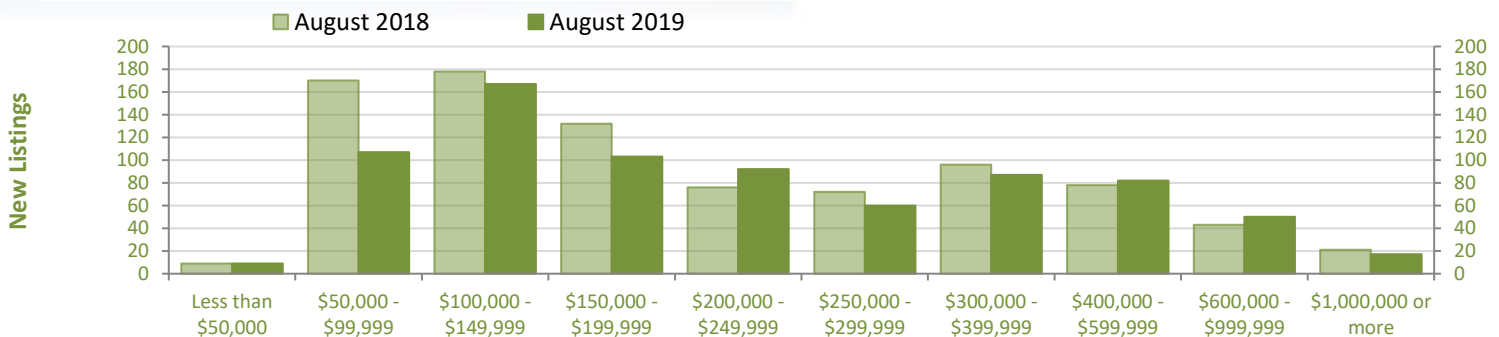


## New Listings by Initial Listing Price

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	9	0.0%
\$50,000 - \$99,999	107	-37.1%
\$100,000 - \$149,999	167	-6.2%
\$150,000 - \$199,999	103	-22.0%
\$200,000 - \$249,999	92	21.1%
\$250,000 - \$299,999	60	-16.7%
\$300,000 - \$399,999	87	-9.4%
\$400,000 - \$599,999	82	5.1%
\$600,000 - \$999,999	50	16.3%
\$1,000,000 or more	17	-19.0%

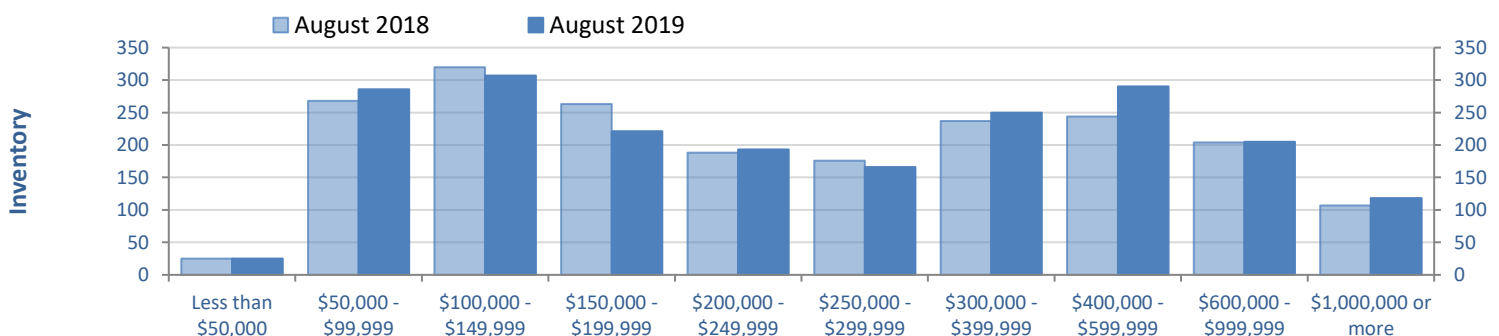


## Inventory by Current Listing Price

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.

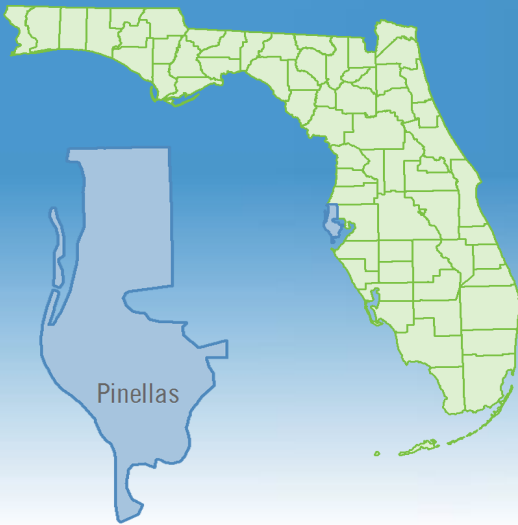
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	25	0.0%
\$50,000 - \$99,999	286	6.7%
\$100,000 - \$149,999	307	-4.1%
\$150,000 - \$199,999	221	-16.0%
\$200,000 - \$249,999	193	2.7%
\$250,000 - \$299,999	166	-5.7%
\$300,000 - \$399,999	250	5.5%
\$400,000 - \$599,999	290	18.9%
\$600,000 - \$999,999	205	0.5%
\$1,000,000 or more	118	10.3%



# Monthly Distressed Market - August 2019

## Townhouses and Condos

### Pinellas County



		August 2019	August 2018	Percent Change Year-over-Year
Traditional	Closed Sales	736	782	-5.9%
	Median Sale Price	\$170,000	\$169,900	0.1%
Foreclosure/REO	Closed Sales	12	9	33.3%
	Median Sale Price	\$95,250	\$133,000	-28.4%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$193,505	\$85,000	127.7%

