

## FOR IMMEDIATE RELEASE

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## Pasco County Real Estate Statistics for November 2019

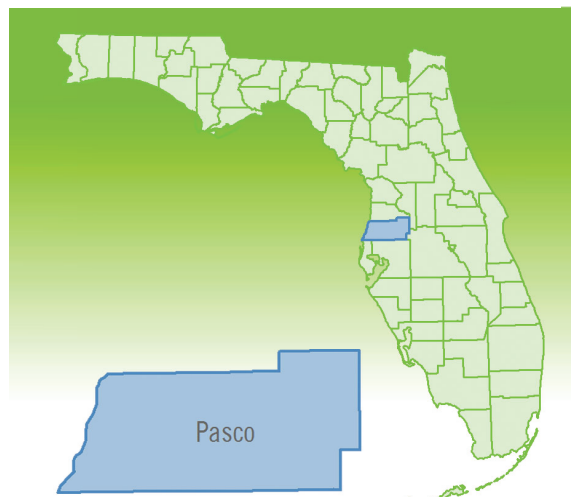
Pasco saw an increase in average sale price and median sale price for both Single Family Homes and Townhomes/Condos. The Average Sale Price for Single Family Homes rose 9.6% from \$235,160 in November 2018 to \$257,713 in November 2019. The Average Sale Price for Townhome/Condo was up 8.5% from \$145,357 in November 2018 to \$157,697 in November 2019. The Median Sale Price for Single Family Homes increased 10.5% from \$220,000 in November 2018 to \$243,000 in November 2019. The Median Sale Price for Townhomes/Condos was up 2.0% from \$148,500 in November 2018 to \$151,500 in November 2019.

Dollar Volume for Single Family Homes saw a 24.1% increase from \$195.9 million in November 2018 to \$243.0 million in November 2019. Paid in Cash sales for Single Family increased 8.8% from 215 November 2018 to 234 in November 2019. The Months Supply of Inventory for Single Family Homes decreased 13.8% year-over-year, with 2.5 months in November 2019 compared to 2.9 months in November 2018. The Active Listings for Single Family Homes decreased 12.6% year-over-year from 2,620 in November 2018 compared to 2,290 in November 2019. The Median Time to Contract for Single Family Homes decreased 9.1% from 33 days in November 2018 to 30 days in November 2019. The Median Time to Sale for Single Family Homes decreased 7.7% from 78 days in November 2018 to 72 days in November 2019. New Listings for Single Family homes for November 2019 were 967, down 1.1% from last November 2018, at 978. **Closed Sales for Single Family saw a 13.2% increase, from 833 in November 2018 to 943 in November 2019.**

Dollar Volume for Townhome/Condo saw a 16.7% decrease from \$26.9 million in November 2018 to \$22.4 million in November 2019. Paid in Cash sales for Townhome/Condo decreased 31.7% from 101 in November 2018 to 69 in November 2019. The Months Supply of Inventory for Townhome/Condo decreased 15.6% from 3.2 months in November 2018 to 2.7 months in November 2019. Active Listings for Townhomes/Condos decreased 17.4% from 534 in November 2018 to 441 in November 2019. The Median Time to Contract for Townhome/Condo market was up 26.7%, from 30 days in November 2018 to 38 days in November 2019. The Median Time to Sale for Townhome/Condo market increased 7.5% from 67 days in November 2018 to 72 days in November 2019. New Listings for Townhome/Condos decreased 32.0% from 219 in November 2018 to 149 in November 2019. **Closed Sales for the Townhome/Condo segment decreased 23.2% from 185 in November 2018 to 142 in November 2019.**

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	Nov 2019	Nov2018	% change year over year
Closed Sales	1085	1018	6.6%
Paid in Cash	303	316	-4.1%
New Pending Sales	991	900	10.1%
New Listings	1116	1197	-6.8%
Pending Inventory	1369	1214	12.8%
Inventory (Active Listings)	2731	3154	-13.4%

source: Florida Realtors



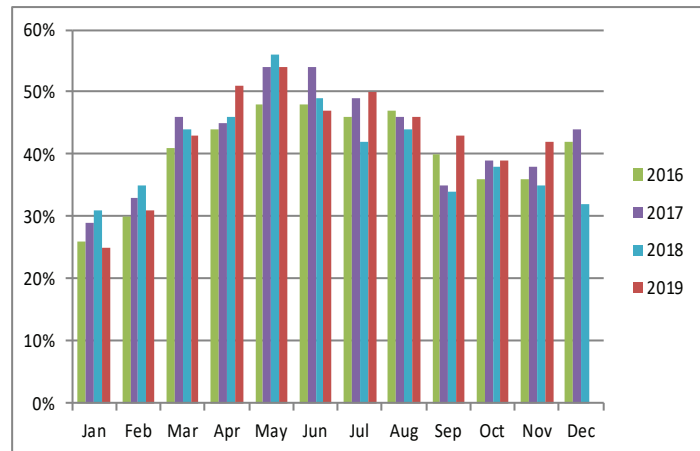
Absorption rate estimates the rate at which active listings are selling in a given market.

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

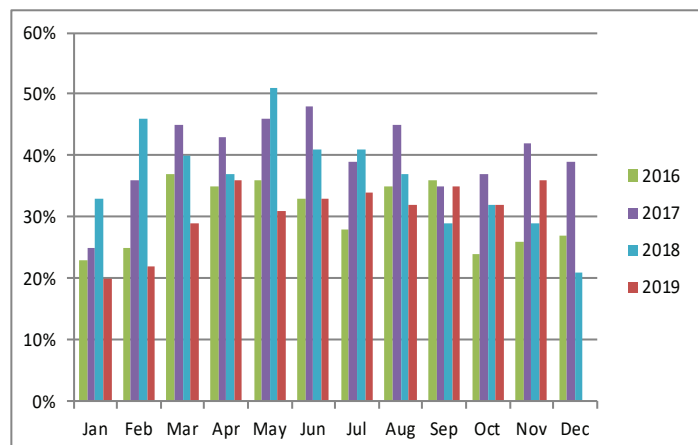
A low absorption rate means that homes are selling slowly (suggesting a buyer's market) while a high absorption rate means that homes are selling quickly (suggesting a seller's market).

## Absorption Rate

Single Family	2016	2017	2018	2019
January	26%	29%	31%	25%
February	30%	33%	35%	31%
March	41%	46%	44%	43%
April	44%	46%	46%	51%
May	48%	55%	56%	54%
June	48%	55%	49%	47%
July	46%	49%	42%	50%
August	47%	46%	44%	46%
September	40%	35%	34%	43%
October	36%	39%	38%	39%
November	36%	38%	35%	42%
December	42%	44%	32%	



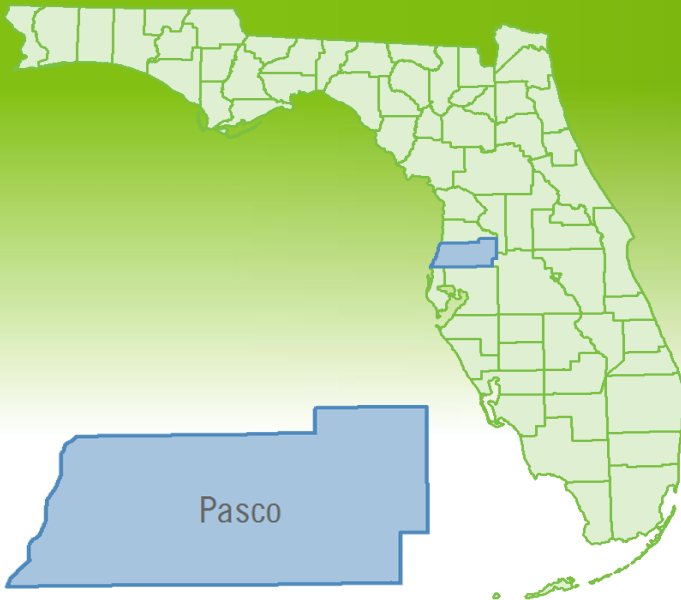
Condo	2016	2017	2017	2019
January	23%	25%	33%	20%
February	25%	36%	46%	22%
March	37%	45%	40%	29%
April	35%	43%	37%	36%
May	36%	46%	51%	31%
June	33%	48%	41%	33%
July	28%	39%	41%	34%
August	35%	45%	37%	32%
September	36%	35%	29%	35%
October	24%	37%	32%	32%
November	26%	42%	29%	36%
December	27%	39%	21%	



# Monthly Market Detail - November 2019

## Single Family Homes

### Pasco County



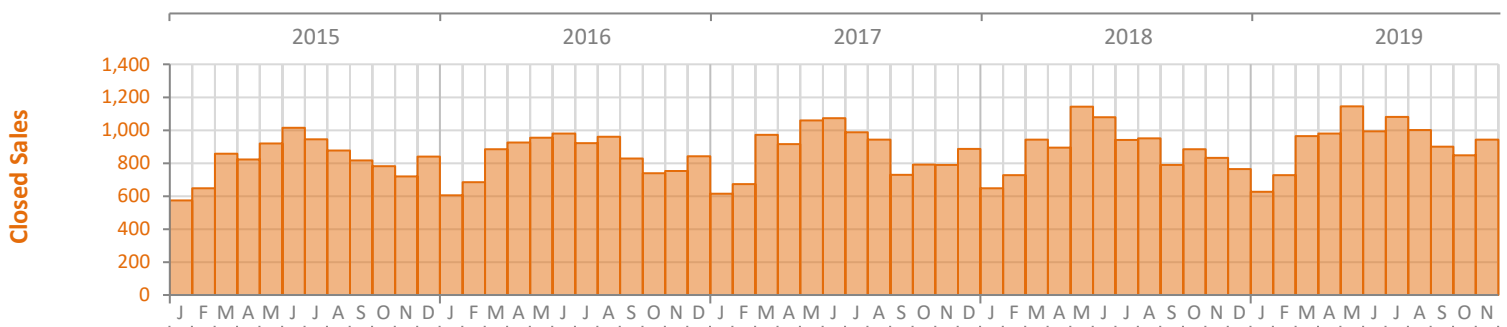
Summary Statistics	November 2019	November 2018	Percent Change Year-over-Year
Closed Sales	943	833	13.2%
Paid in Cash	234	215	8.8%
Median Sale Price	\$243,000	\$220,000	10.5%
Average Sale Price	\$257,713	\$235,160	9.6%
Dollar Volume	\$243.0 Million	\$195.9 Million	24.1%
Median Percent of Original List Price Received	97.0%	96.2%	0.8%
Median Time to Contract	30 Days	33 Days	-9.1%
Median Time to Sale	72 Days	78 Days	-7.7%
New Pending Sales	863	761	13.4%
New Listings	967	978	-1.1%
Pending Inventory	1,197	1,038	15.3%
Inventory (Active Listings)	2,290	2,620	-12.6%
Months Supply of Inventory	2.5	2.9	-13.8%

## 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	10,209	3.9%
<b>November 2019</b>	<b>943</b>	<b>13.2%</b>
October 2019	847	-4.2%
September 2019	900	14.1%
August 2019	1,002	5.5%
July 2019	1,080	14.8%
June 2019	994	-7.9%
May 2019	1,144	0.1%
April 2019	980	9.5%
March 2019	965	2.4%
February 2019	728	0.1%
January 2019	626	-3.2%
December 2018	765	-13.7%
November 2018	833	5.4%



# Monthly Market Detail - November 2019

## Single Family Homes

### Pasco County

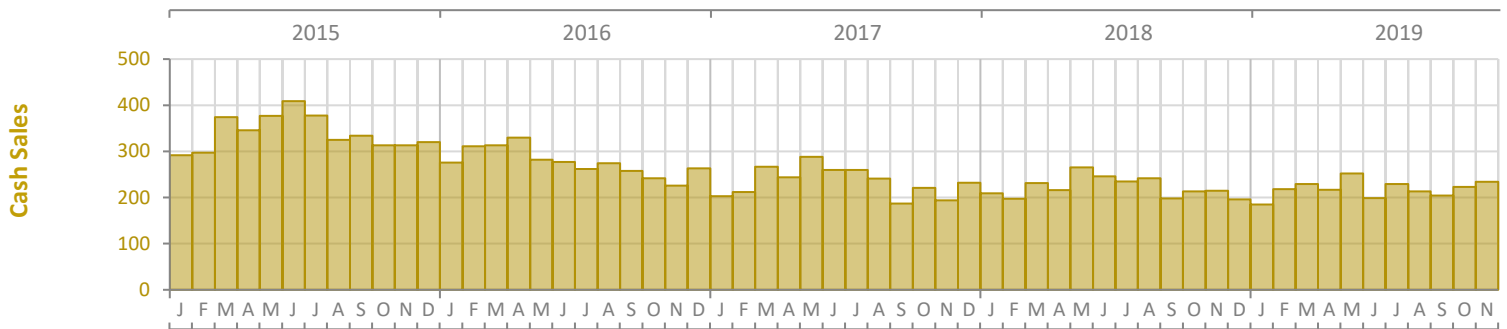


## Cash Sales

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	2,403	-2.6%
<b>November 2019</b>	<b>234</b>	<b>8.8%</b>
October 2019	223	4.7%
September 2019	204	3.0%
August 2019	213	-12.0%
July 2019	229	-2.6%
June 2019	199	-19.1%
May 2019	252	-4.9%
April 2019	217	0.5%
March 2019	229	-0.9%
February 2019	218	10.7%
January 2019	185	-11.5%
December 2018	196	-15.5%
November 2018	215	10.8%

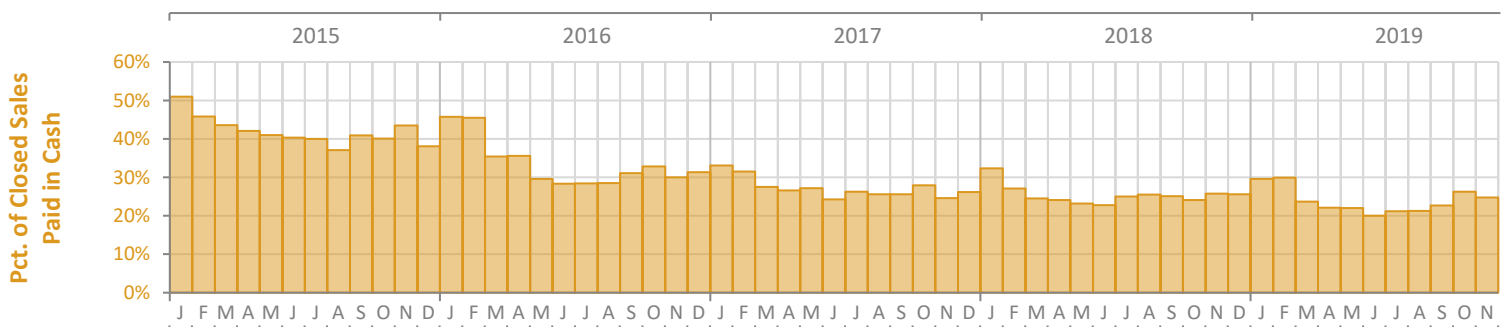


## Cash Sales as a Percentage of Closed Sales

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	23.5%	-6.4%
<b>November 2019</b>	<b>24.8%</b>	<b>-3.9%</b>
October 2019	26.3%	9.1%
September 2019	22.7%	-9.6%
August 2019	21.3%	-16.5%
July 2019	21.2%	-15.2%
June 2019	20.0%	-12.3%
May 2019	22.0%	-5.2%
April 2019	22.1%	-8.3%
March 2019	23.7%	-3.3%
February 2019	29.9%	10.3%
January 2019	29.6%	-8.4%
December 2018	25.6%	-2.3%
November 2018	25.8%	4.9%



# Monthly Market Detail - November 2019

## Single Family Homes

### Pasco County

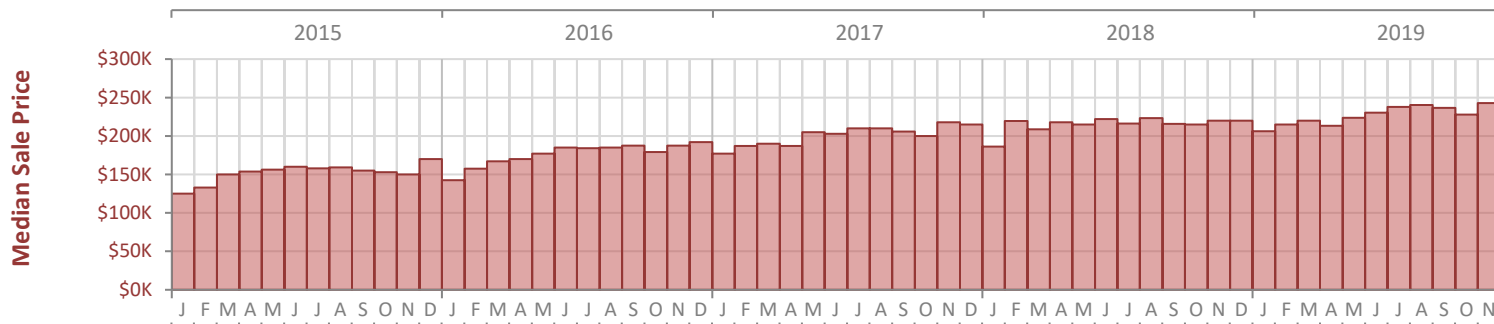


## Median Sale Price

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	\$227,870	6.0%
<b>November 2019</b>	<b>\$243,000</b>	<b>10.5%</b>
October 2019	\$228,000	6.0%
September 2019	\$236,750	9.7%
August 2019	\$240,500	7.7%
July 2019	\$238,000	10.2%
June 2019	\$230,500	3.8%
May 2019	\$223,745	4.1%
April 2019	\$213,150	-2.1%
March 2019	\$220,000	5.5%
February 2019	\$214,990	-2.0%
January 2019	\$206,000	10.5%
December 2018	\$220,000	2.3%
November 2018	\$220,000	0.9%

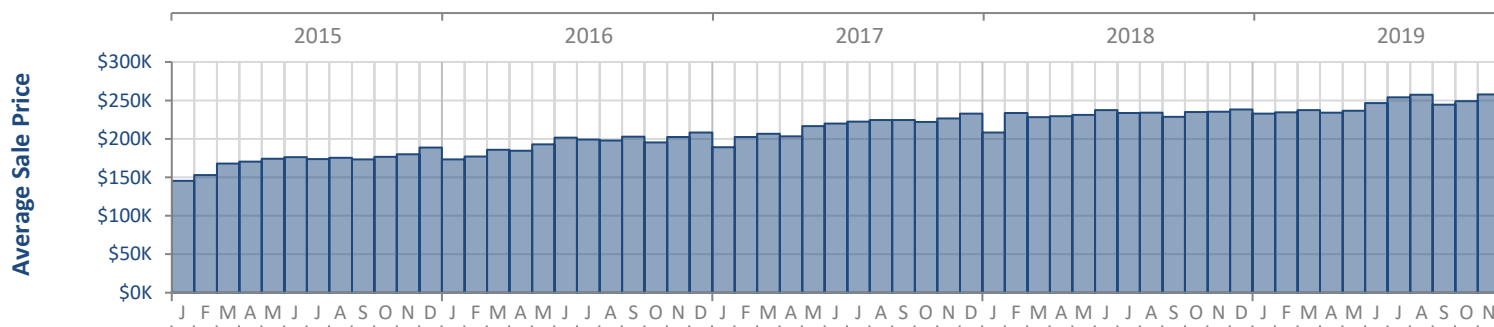


## Average Sale Price

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	\$244,583	5.8%
<b>November 2019</b>	<b>\$257,713</b>	<b>9.6%</b>
October 2019	\$248,893	6.0%
September 2019	\$244,362	6.8%
August 2019	\$257,352	9.9%
July 2019	\$254,174	8.8%
June 2019	\$246,500	3.8%
May 2019	\$236,677	2.3%
April 2019	\$234,027	2.0%
March 2019	\$237,475	4.1%
February 2019	\$234,410	0.4%
January 2019	\$233,016	11.8%
December 2018	\$238,138	2.3%
November 2018	\$235,160	3.7%





# Monthly Market Detail - November 2019

## Single Family Homes

### Pasco County

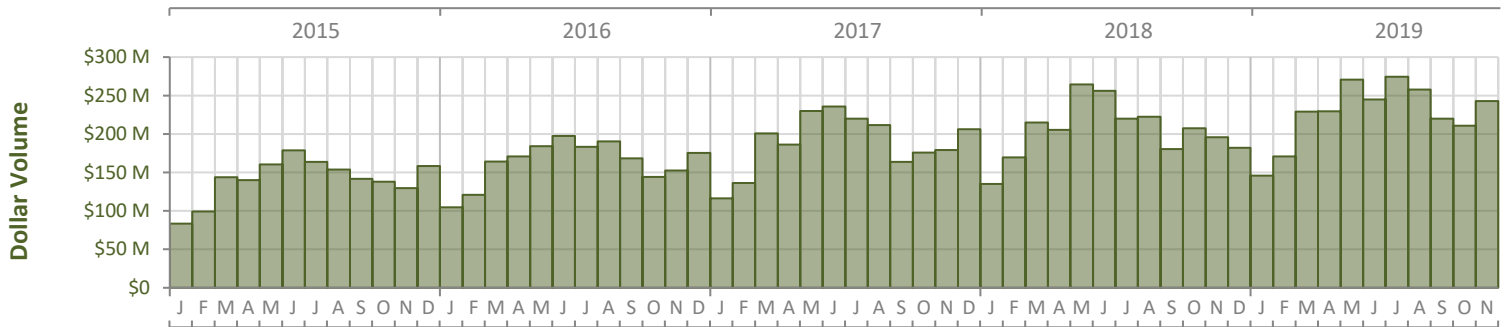


## Dollar Volume

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	\$2.5 Billion	9.9%
<b>November 2019</b>	<b>\$243.0 Million</b>	<b>24.1%</b>
October 2019	\$210.8 Million	1.6%
September 2019	\$219.9 Million	21.8%
August 2019	\$257.9 Million	15.9%
July 2019	\$274.5 Million	24.9%
June 2019	\$245.0 Million	-4.4%
May 2019	\$270.8 Million	2.4%
April 2019	\$229.3 Million	11.7%
March 2019	\$229.2 Million	6.7%
February 2019	\$170.7 Million	0.5%
January 2019	\$145.9 Million	8.2%
December 2018	\$182.2 Million	-11.7%
November 2018	\$195.9 Million	9.4%

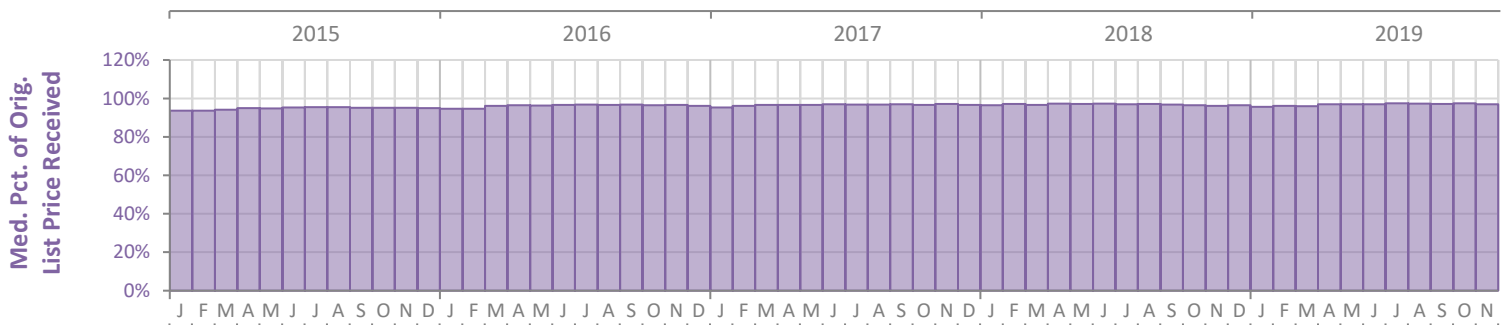


## Median Percent of Original List Price Received

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	96.9%	-0.1%
<b>November 2019</b>	<b>97.0%</b>	<b>0.8%</b>
October 2019	97.4%	0.9%
September 2019	97.1%	0.3%
August 2019	97.3%	0.2%
July 2019	97.4%	0.4%
June 2019	96.9%	-0.4%
May 2019	96.9%	-0.3%
April 2019	97.0%	-0.3%
March 2019	96.0%	-0.7%
February 2019	96.2%	-0.9%
January 2019	95.7%	-0.7%
December 2018	96.4%	-0.2%
November 2018	96.2%	-0.9%

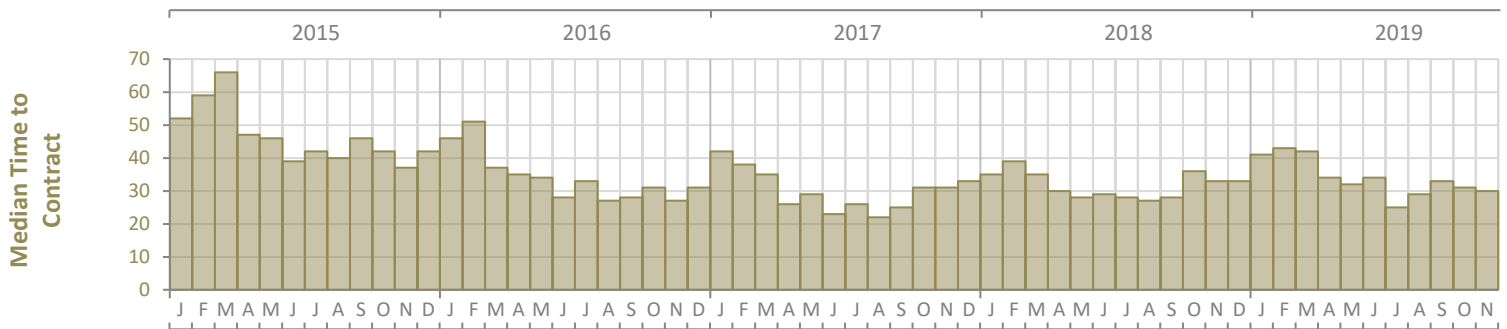


## Median Time to Contract

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	33 Days	6.5%
<b>November 2019</b>	<b>30 Days</b>	<b>-9.1%</b>
October 2019	31 Days	-13.9%
September 2019	33 Days	17.9%
August 2019	29 Days	7.4%
July 2019	25 Days	-10.7%
June 2019	34 Days	17.2%
May 2019	32 Days	14.3%
April 2019	34 Days	13.3%
March 2019	42 Days	20.0%
February 2019	43 Days	10.3%
January 2019	41 Days	17.1%
December 2018	33 Days	0.0%
November 2018	33 Days	6.5%

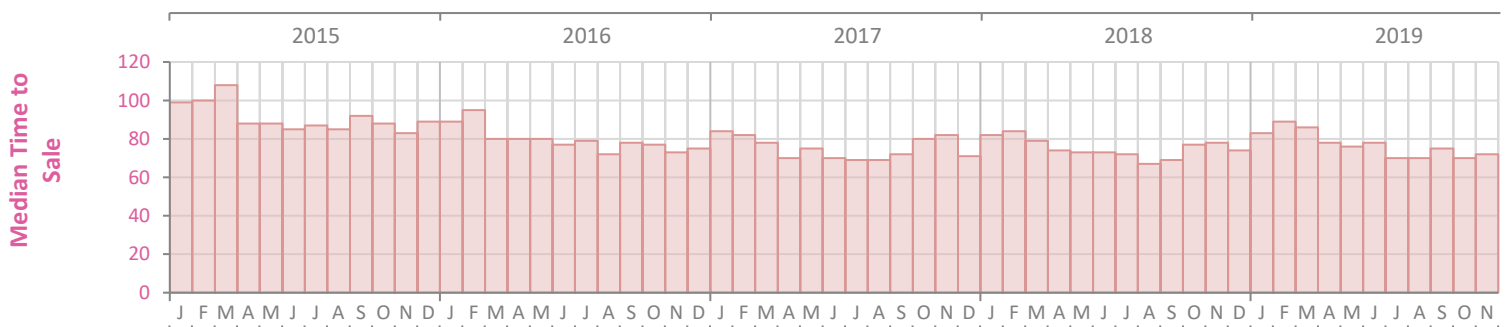


## Median Time to Sale

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	2.7%
<b>November 2019</b>	<b>72 Days</b>	<b>-7.7%</b>
October 2019	70 Days	-9.1%
September 2019	75 Days	8.7%
August 2019	70 Days	4.5%
July 2019	70 Days	-2.8%
June 2019	78 Days	6.8%
May 2019	76 Days	4.1%
April 2019	78 Days	5.4%
March 2019	86 Days	8.9%
February 2019	89 Days	6.0%
January 2019	83 Days	1.2%
December 2018	74 Days	4.2%
November 2018	78 Days	-4.9%



# Monthly Market Detail - November 2019

## Single Family Homes

### Pasco County

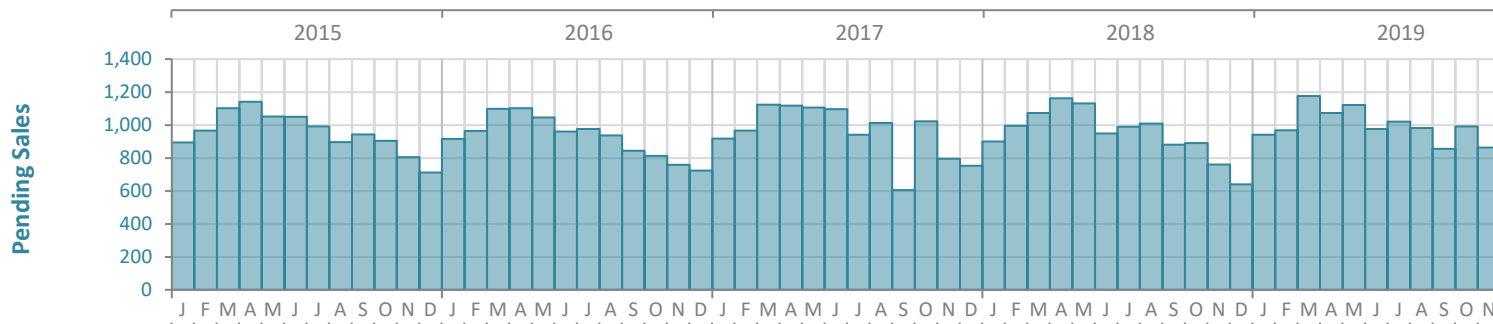


## New Pending Sales

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	10,969	2.1%
<b>November 2019</b>	<b>863</b>	<b>13.4%</b>
October 2019	991	11.3%
September 2019	856	-2.8%
August 2019	982	-2.7%
July 2019	1,021	3.2%
June 2019	976	2.8%
May 2019	1,122	-0.8%
April 2019	1,072	-7.8%
March 2019	1,176	9.6%
February 2019	969	-2.7%
January 2019	941	4.4%
December 2018	640	-14.9%
November 2018	761	-4.4%

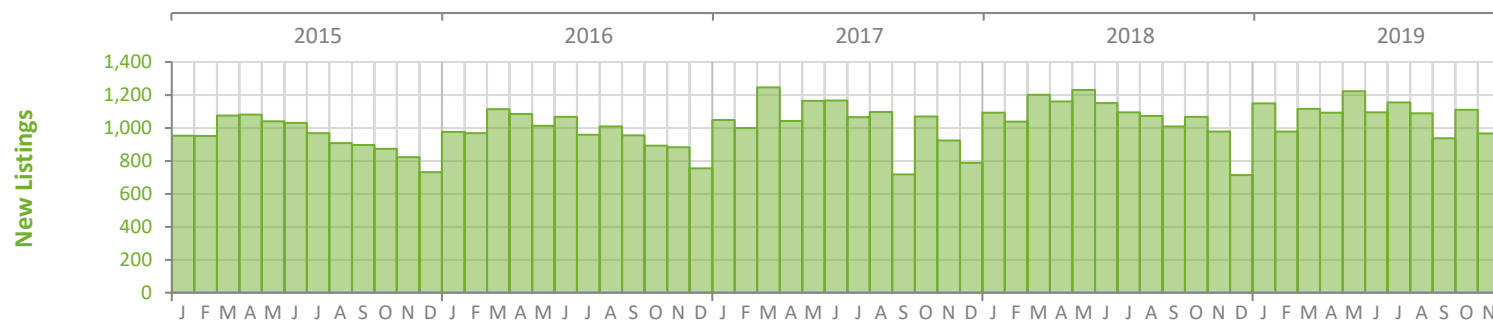


## New Listings

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	11,908	-1.6%
<b>November 2019</b>	<b>967</b>	<b>-1.1%</b>
October 2019	1,110	3.9%
September 2019	937	-7.1%
August 2019	1,089	1.6%
July 2019	1,155	5.6%
June 2019	1,094	-5.0%
May 2019	1,222	-0.7%
April 2019	1,093	-5.9%
March 2019	1,115	-7.2%
February 2019	977	-5.9%
January 2019	1,149	5.2%
December 2018	713	-9.4%
November 2018	978	6.0%





# Monthly Market Detail - November 2019

## Single Family Homes

### Pasco County

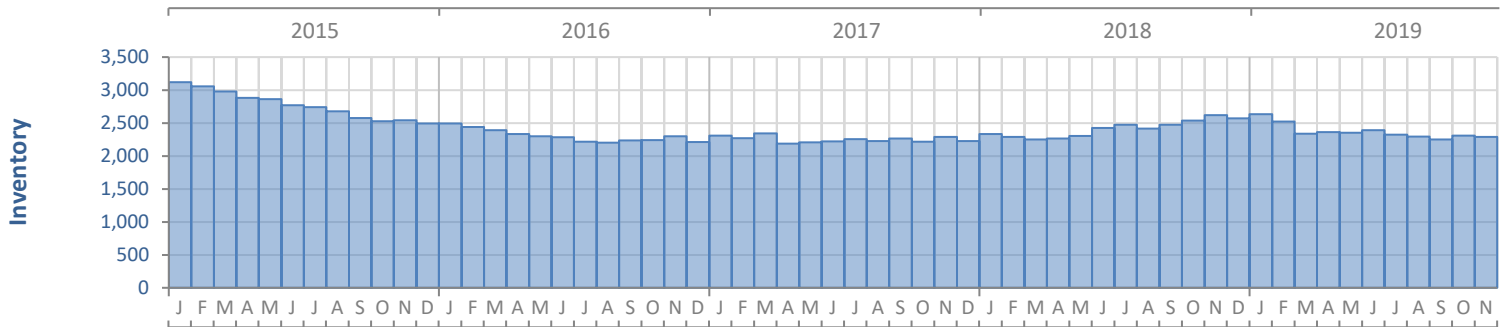


## Inventory (Active Listings)

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)	2,370	-1.2%
<b>November 2019</b>	<b>2,290</b>	<b>-12.6%</b>
October 2019	2,309	-9.0%
September 2019	2,251	-9.1%
August 2019	2,294	-5.0%
July 2019	2,321	-6.1%
June 2019	2,391	-1.5%
May 2019	2,354	2.1%
April 2019	2,364	4.4%
March 2019	2,339	3.9%
February 2019	2,524	10.2%
January 2019	2,636	12.9%
December 2018	2,569	15.5%
November 2018	2,620	14.4%

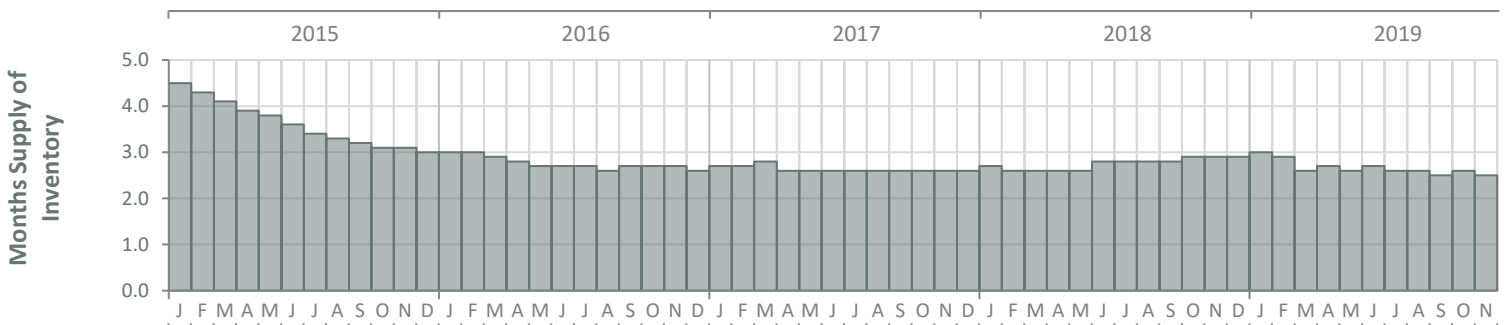


## Months Supply of Inventory

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)	2.7	0.0%
<b>November 2019</b>	<b>2.5</b>	<b>-13.8%</b>
October 2019	2.6	-10.3%
September 2019	2.5	-10.7%
August 2019	2.6	-7.1%
July 2019	2.6	-7.1%
June 2019	2.7	-3.6%
May 2019	2.6	0.0%
April 2019	2.7	3.8%
March 2019	2.6	0.0%
February 2019	2.9	11.5%
January 2019	3.0	11.1%
December 2018	2.9	11.5%
November 2018	2.9	11.5%



# Monthly Market Detail - November 2019

## Single Family Homes

### Pasco County

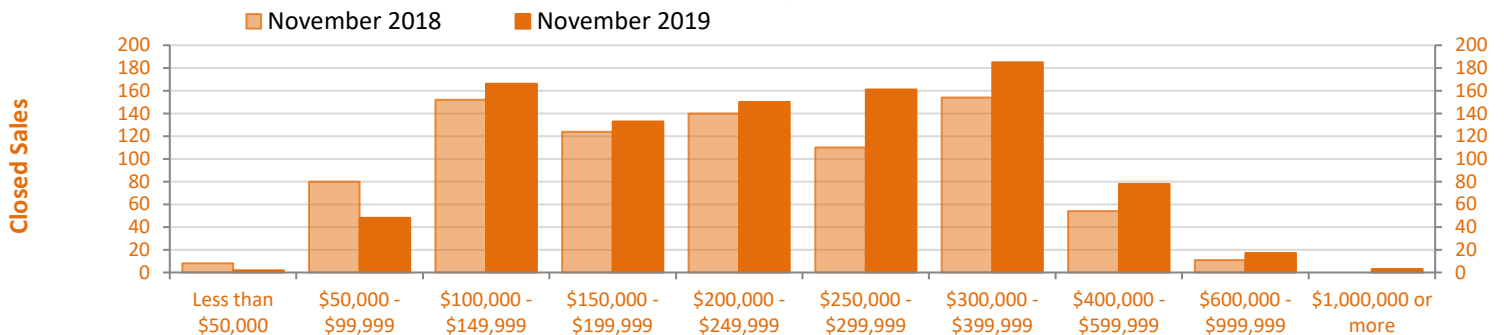


## Closed Sales by Sale Price

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	2	-75.0%
\$50,000 - \$99,999	48	-40.0%
\$100,000 - \$149,999	166	9.2%
\$150,000 - \$199,999	133	7.3%
\$200,000 - \$249,999	150	7.1%
\$250,000 - \$299,999	161	46.4%
\$300,000 - \$399,999	185	20.1%
\$400,000 - \$599,999	78	44.4%
\$600,000 - \$999,999	17	54.5%
\$1,000,000 or more	3	N/A

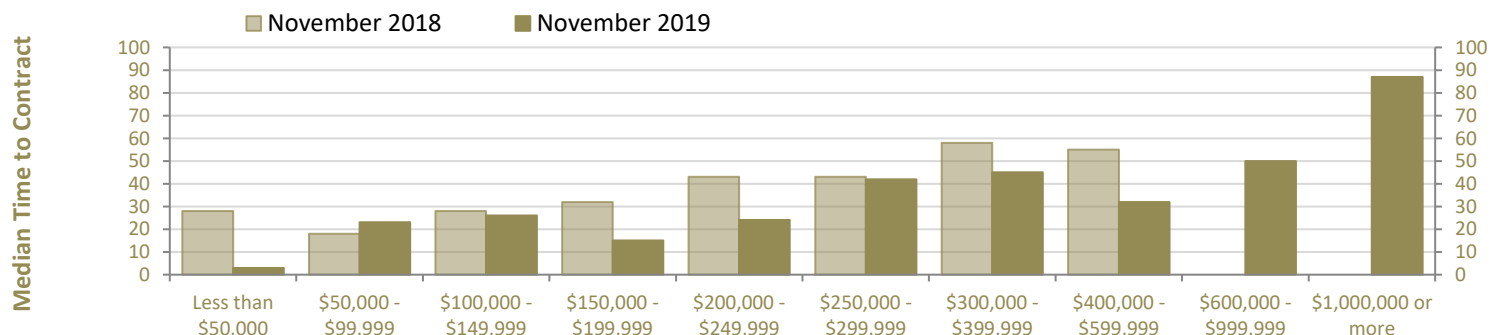


## Median Time to Contract by Sale Price

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	3 Days	-89.3%
\$50,000 - \$99,999	23 Days	27.8%
\$100,000 - \$149,999	26 Days	-7.1%
\$150,000 - \$199,999	15 Days	-53.1%
\$200,000 - \$249,999	24 Days	-44.2%
\$250,000 - \$299,999	42 Days	-2.3%
\$300,000 - \$399,999	45 Days	-22.4%
\$400,000 - \$599,999	32 Days	-41.8%
\$600,000 - \$999,999	50 Days	N/A
\$1,000,000 or more	87 Days	N/A



# Monthly Market Detail - November 2019

## Single Family Homes

### Pasco County

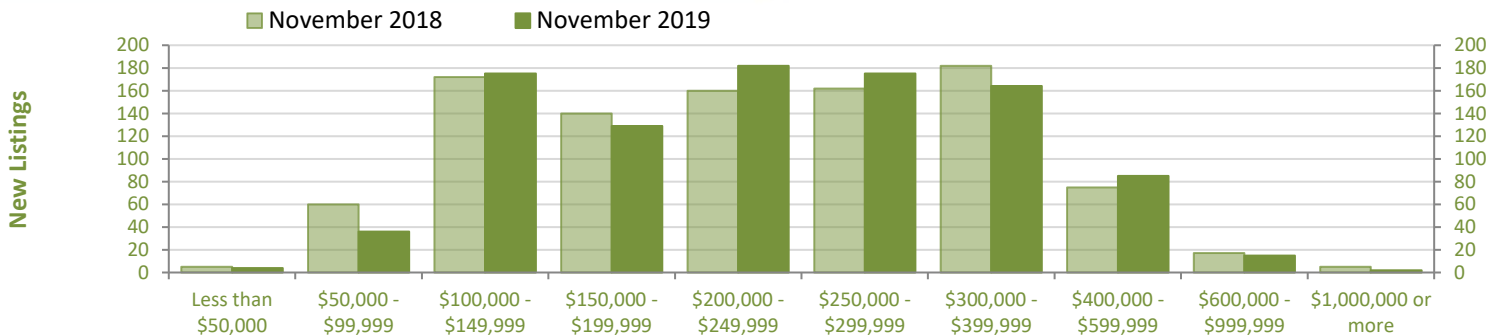


## New Listings by Initial Listing Price

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	4	-20.0%
\$50,000 - \$99,999	36	-40.0%
\$100,000 - \$149,999	175	1.7%
\$150,000 - \$199,999	129	-7.9%
\$200,000 - \$249,999	182	13.8%
\$250,000 - \$299,999	175	8.0%
\$300,000 - \$399,999	164	-9.9%
\$400,000 - \$599,999	85	13.3%
\$600,000 - \$999,999	15	-11.8%
\$1,000,000 or more	2	-60.0%

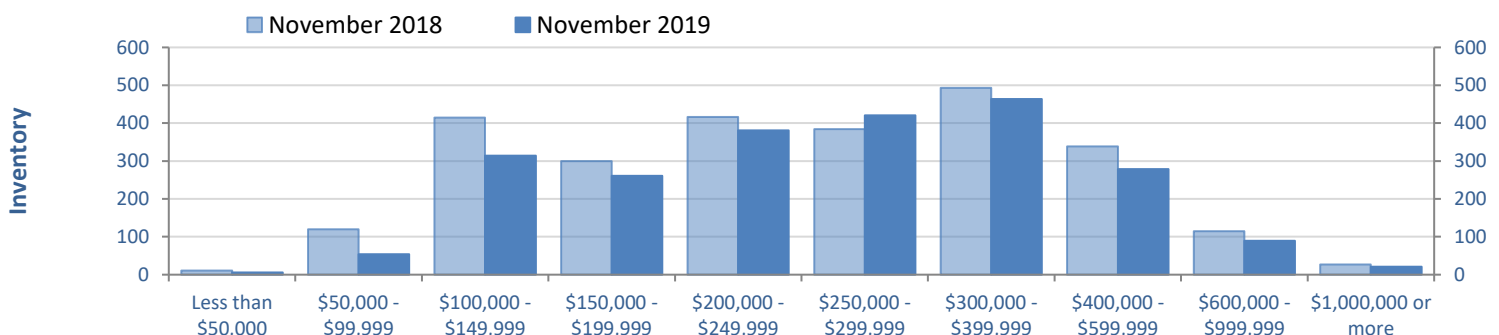


## Inventory by Current Listing Price

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.

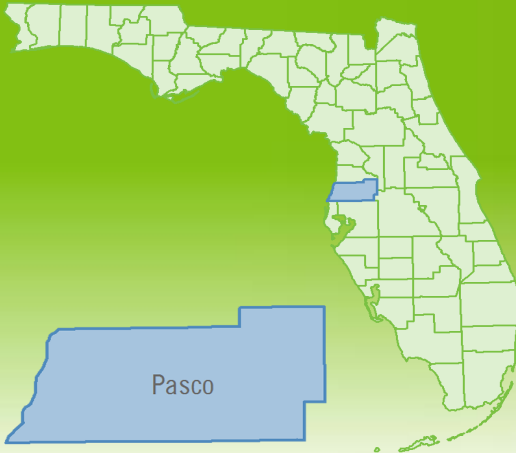
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	6	-45.5%
\$50,000 - \$99,999	54	-55.0%
\$100,000 - \$149,999	314	-24.3%
\$150,000 - \$199,999	261	-13.0%
\$200,000 - \$249,999	381	-8.4%
\$250,000 - \$299,999	421	9.6%
\$300,000 - \$399,999	464	-5.9%
\$400,000 - \$599,999	279	-17.7%
\$600,000 - \$999,999	89	-22.6%
\$1,000,000 or more	21	-22.2%



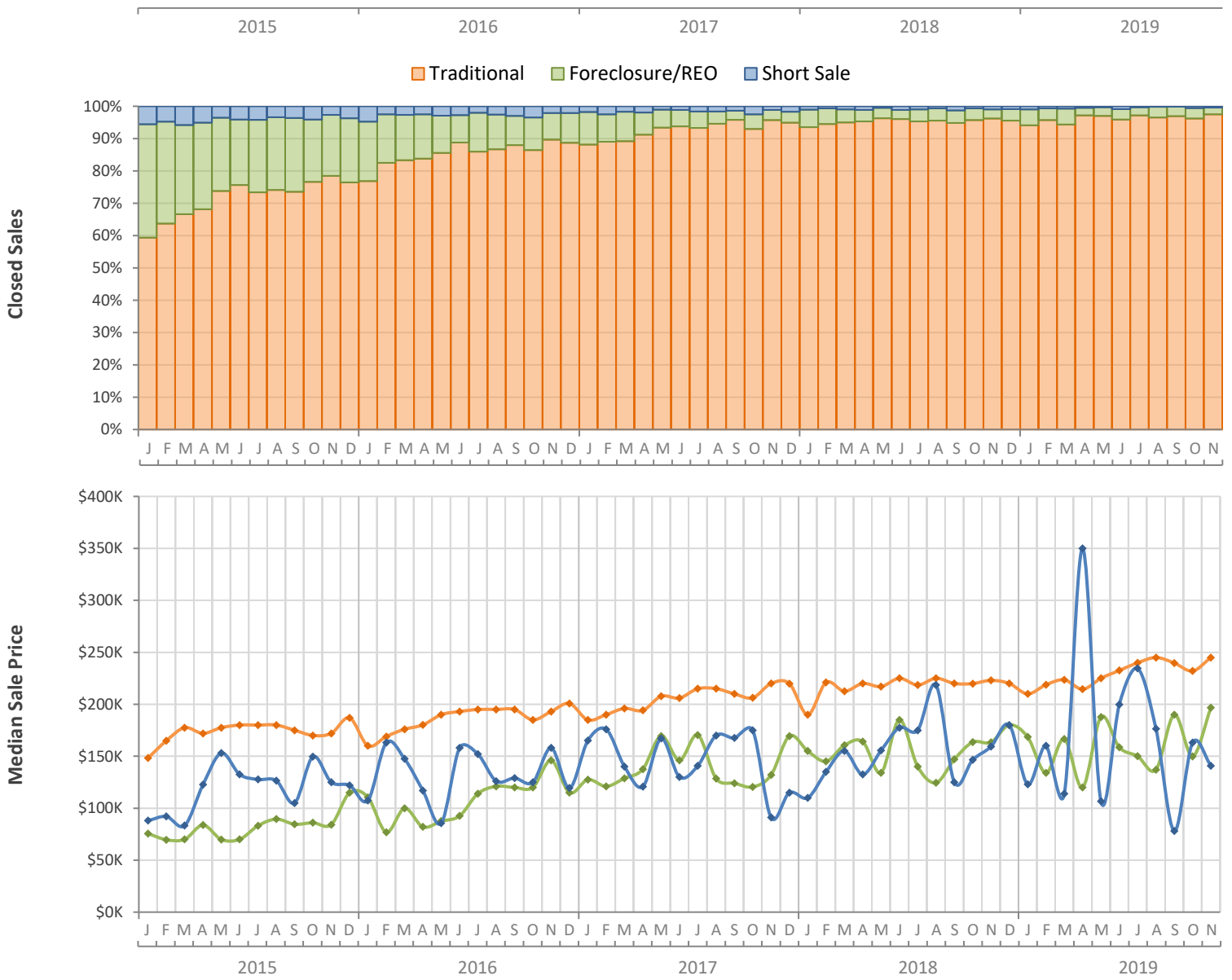
# Monthly Distressed Market - November 2019

## Single Family Homes

### Pasco County



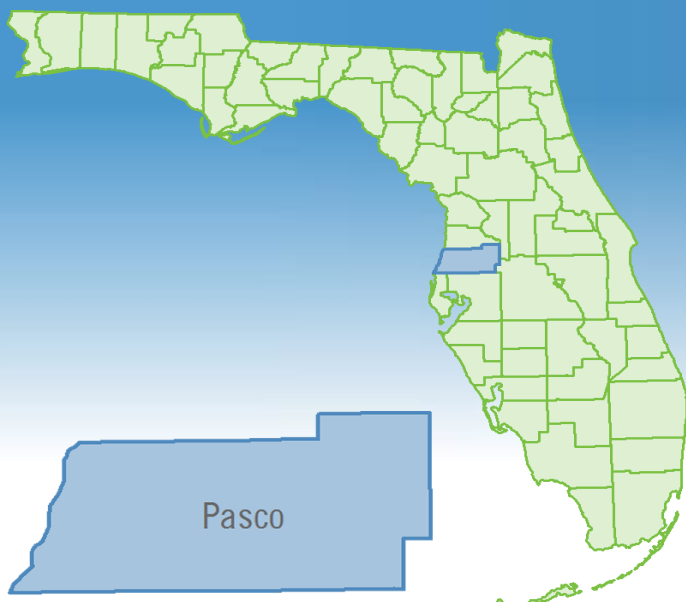
		November 2019	November 2018	Percent Change Year-over-Year
Traditional	Closed Sales	919	801	14.7%
	Median Sale Price	\$245,000	\$223,000	9.9%
Foreclosure/REO	Closed Sales	20	24	-16.7%
	Median Sale Price	\$196,750	\$163,438	20.4%
Short Sale	Closed Sales	4	8	-50.0%
	Median Sale Price	\$140,900	\$159,250	-11.5%



# Monthly Market Detail - November 2019

## Townhouses and Condos

### Pasco County



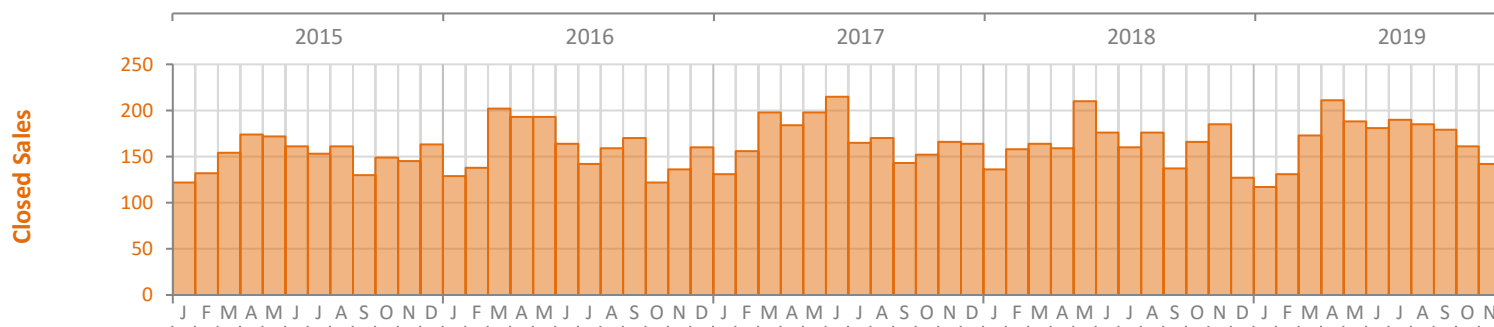
Summary Statistics	November 2019	November 2018	Percent Change Year-over-Year
Closed Sales	142	185	-23.2%
Paid in Cash	69	101	-31.7%
Median Sale Price	\$151,500	\$148,500	2.0%
Average Sale Price	\$157,697	\$145,357	8.5%
Dollar Volume	\$22.4 Million	\$26.9 Million	-16.7%
Median Percent of Original List Price Received	96.8%	96.1%	0.7%
Median Time to Contract	38 Days	30 Days	26.7%
Median Time to Sale	72 Days	67 Days	7.5%
New Pending Sales	128	139	-7.9%
New Listings	149	219	-32.0%
Pending Inventory	172	176	-2.3%
Inventory (Active Listings)	441	534	-17.4%
Months Supply of Inventory	2.7	3.2	-15.6%

## 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	1,858	1.7%
<b>November 2019</b>	<b>142</b>	<b>-23.2%</b>
October 2019	161	-3.0%
September 2019	179	30.7%
August 2019	185	5.1%
July 2019	190	18.8%
June 2019	181	2.8%
May 2019	188	-10.5%
April 2019	211	32.7%
March 2019	173	5.5%
February 2019	131	-17.1%
January 2019	117	-14.0%
December 2018	127	-22.6%
November 2018	185	11.4%





# Monthly Market Detail - November 2019

## Townhouses and Condos

### Pasco County

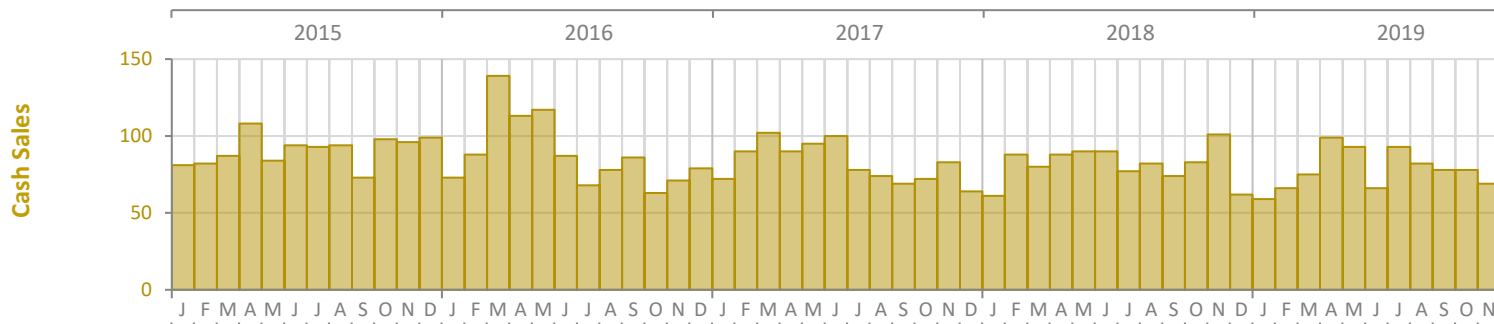


## Cash Sales

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	858	-6.1%
<b>November 2019</b>	<b>69</b>	<b>-31.7%</b>
October 2019	78	-6.0%
September 2019	78	5.4%
August 2019	82	0.0%
July 2019	93	20.8%
June 2019	66	-26.7%
May 2019	93	3.3%
April 2019	99	12.5%
March 2019	75	-6.3%
February 2019	66	-25.0%
January 2019	59	-3.3%
December 2018	62	-3.1%
November 2018	101	21.7%

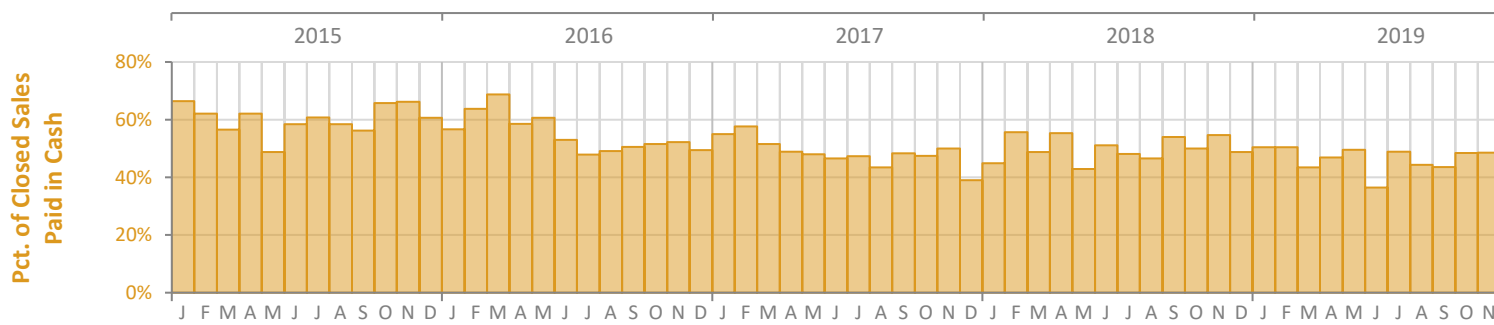


## Cash Sales as a Percentage of Closed Sales

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	46.2%	-7.6%
<b>November 2019</b>	<b>48.6%</b>	<b>-11.0%</b>
October 2019	48.4%	-3.2%
September 2019	43.6%	-19.3%
August 2019	44.3%	-4.9%
July 2019	48.9%	1.7%
June 2019	36.5%	-28.6%
May 2019	49.5%	15.4%
April 2019	46.9%	-15.2%
March 2019	43.4%	-11.1%
February 2019	50.4%	-9.5%
January 2019	50.4%	12.2%
December 2018	48.8%	25.1%
November 2018	54.6%	9.2%



# Monthly Market Detail - November 2019

## Townhouses and Condos

### Pasco County

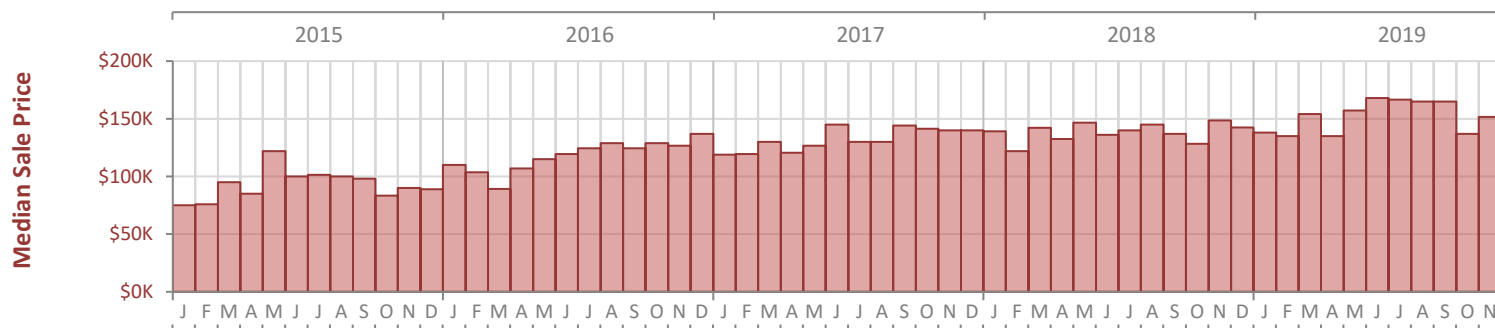


## Median Sale Price

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	\$154,000	12.0%
<b>November 2019</b>	<b>\$151,500</b>	<b>2.0%</b>
October 2019	\$137,000	6.7%
September 2019	\$165,000	20.4%
August 2019	\$165,000	13.8%
July 2019	\$166,500	18.9%
June 2019	\$168,000	23.5%
May 2019	\$157,175	7.1%
April 2019	\$135,000	1.9%
March 2019	\$154,000	8.3%
February 2019	\$135,000	10.7%
January 2019	\$138,000	-0.7%
December 2018	\$142,500	1.8%
November 2018	\$148,500	6.1%

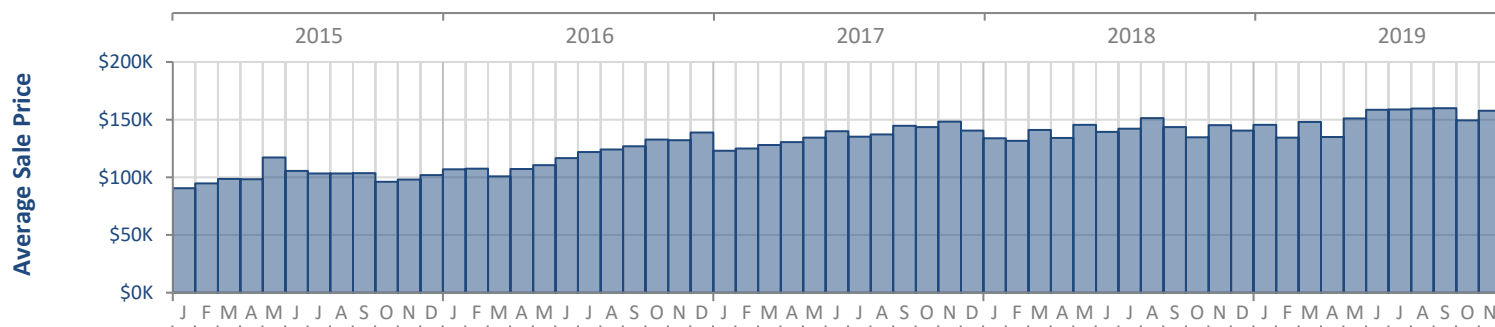


## Average Sale Price

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	\$151,030	7.5%
<b>November 2019</b>	<b>\$157,697</b>	<b>8.5%</b>
October 2019	\$149,276	10.9%
September 2019	\$159,921	11.4%
August 2019	\$159,556	5.5%
July 2019	\$158,892	11.7%
June 2019	\$158,455	13.7%
May 2019	\$151,183	4.0%
April 2019	\$135,073	0.8%
March 2019	\$148,096	4.9%
February 2019	\$134,457	2.2%
January 2019	\$145,436	8.7%
December 2018	\$140,525	0.0%
November 2018	\$145,357	-1.9%



# Monthly Market Detail - November 2019

## Townhouses and Condos

### Pasco County

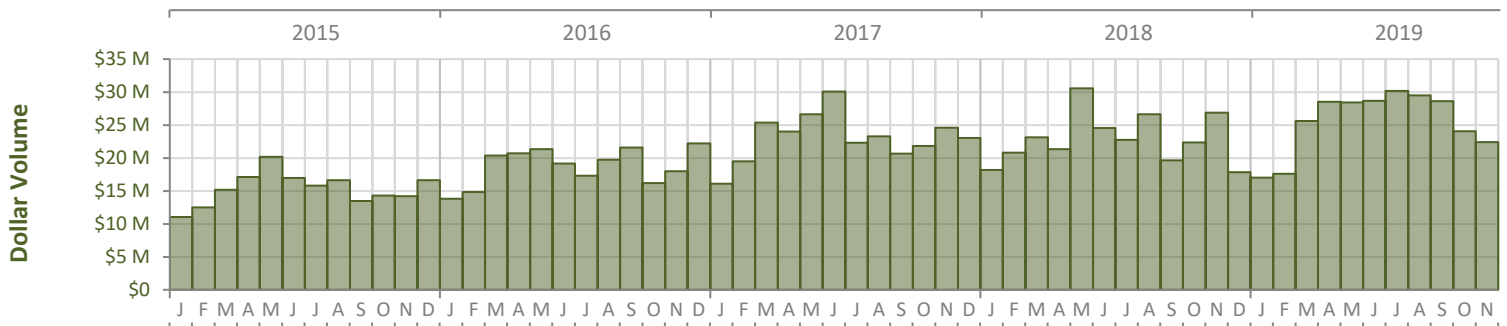


## Dollar Volume

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	\$280.6 Million	9.3%
<b>November 2019</b>	<b>\$22.4 Million</b>	<b>-16.7%</b>
October 2019	\$24.0 Million	7.5%
September 2019	\$28.6 Million	45.6%
August 2019	\$29.5 Million	10.9%
July 2019	\$30.2 Million	32.6%
June 2019	\$28.7 Million	16.9%
May 2019	\$28.4 Million	-6.9%
April 2019	\$28.5 Million	33.7%
March 2019	\$25.6 Million	10.7%
February 2019	\$17.6 Million	-15.2%
January 2019	\$17.0 Million	-6.5%
December 2018	\$17.8 Million	-22.6%
November 2018	\$26.9 Million	9.3%

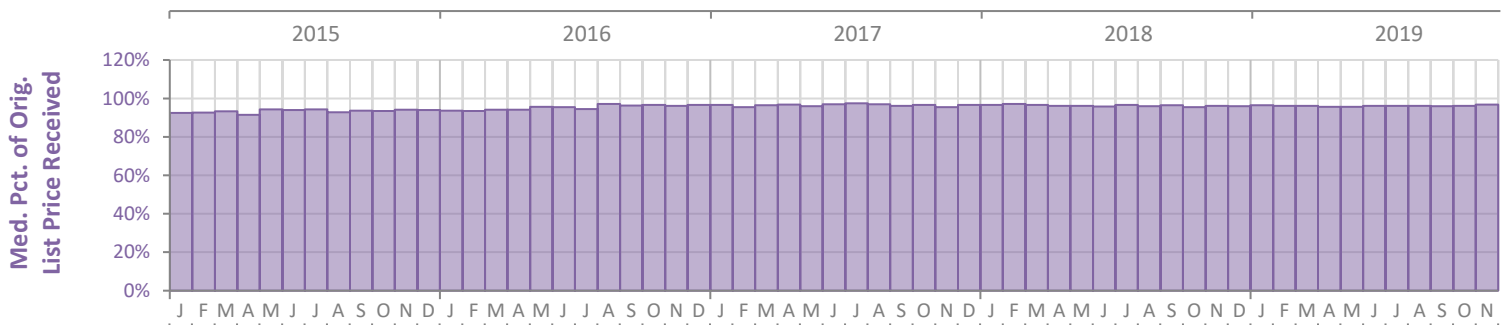


## Median Percent of Original List Price Received

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	96.0%	-0.3%
<b>November 2019</b>	<b>96.8%</b>	<b>0.7%</b>
October 2019	96.2%	0.7%
September 2019	96.0%	-0.4%
August 2019	96.1%	0.1%
July 2019	96.1%	-0.6%
June 2019	96.2%	0.4%
May 2019	95.7%	-0.4%
April 2019	95.7%	-0.4%
March 2019	96.1%	-0.6%
February 2019	96.1%	-1.0%
January 2019	96.4%	-0.3%
December 2018	96.0%	-0.7%
November 2018	96.1%	0.6%



# Monthly Market Detail - November 2019

## Townhouses and Condos

### Pasco County

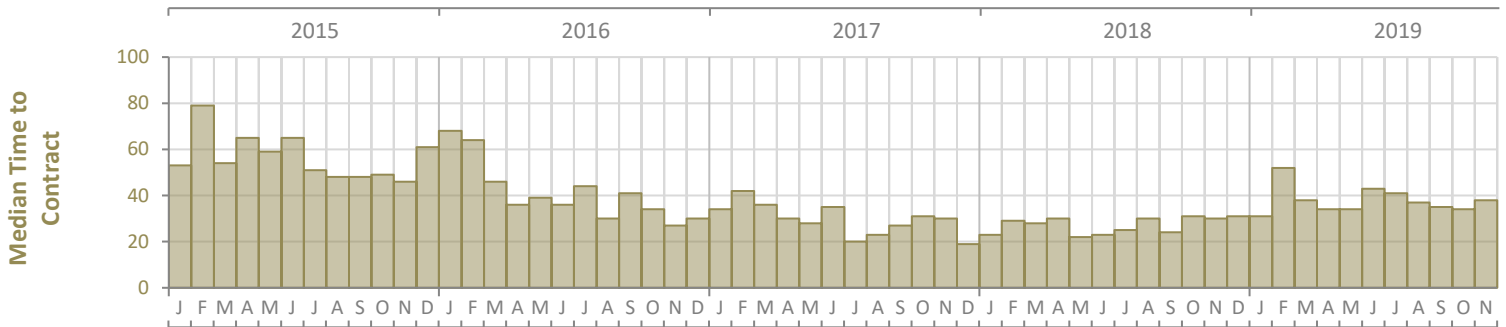


## Median Time to Contract

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	37 Days	42.3%
<b>November 2019</b>	<b>38 Days</b>	<b>26.7%</b>
October 2019	34 Days	9.7%
September 2019	35 Days	45.8%
August 2019	37 Days	23.3%
July 2019	41 Days	64.0%
June 2019	43 Days	87.0%
May 2019	34 Days	54.5%
April 2019	34 Days	13.3%
March 2019	38 Days	35.7%
February 2019	52 Days	79.3%
January 2019	31 Days	34.8%
December 2018	31 Days	63.2%
November 2018	30 Days	0.0%

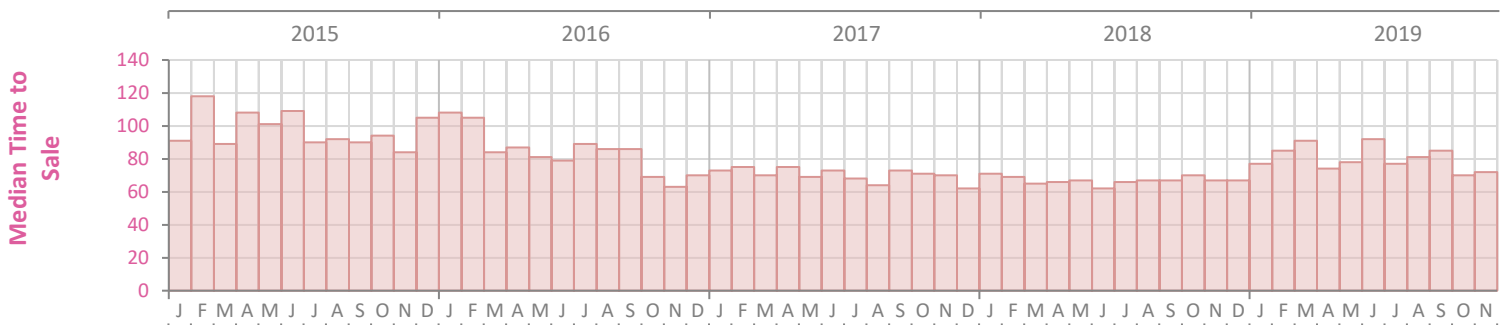


## Median Time to Sale

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	78 Days	16.4%
<b>November 2019</b>	<b>72 Days</b>	<b>7.5%</b>
October 2019	70 Days	0.0%
September 2019	85 Days	26.9%
August 2019	81 Days	20.9%
July 2019	77 Days	16.7%
June 2019	92 Days	48.4%
May 2019	78 Days	16.4%
April 2019	74 Days	12.1%
March 2019	91 Days	40.0%
February 2019	85 Days	23.2%
January 2019	77 Days	8.5%
December 2018	67 Days	8.1%
November 2018	67 Days	-4.3%



# Monthly Market Detail - November 2019

## Townhouses and Condos

### Pasco County

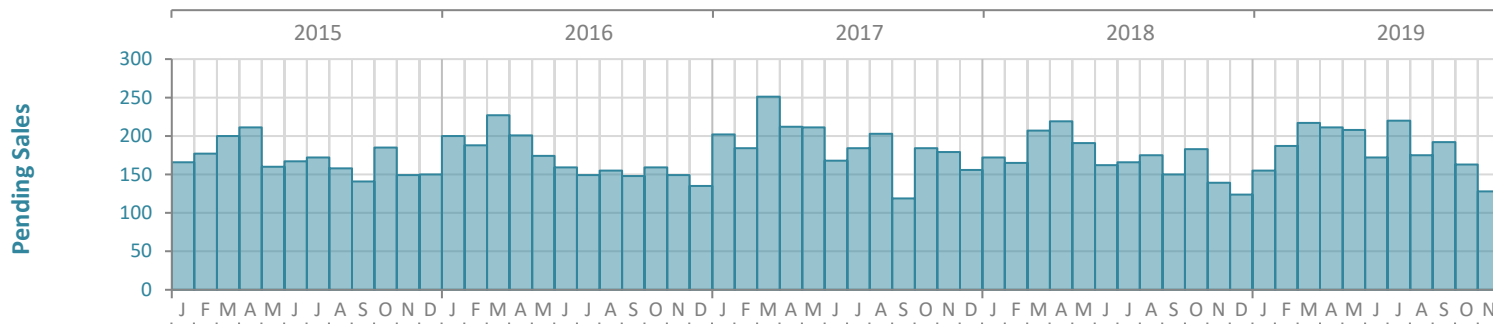


## New Pending Sales

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	2,028	5.1%
<b>November 2019</b>	<b>128</b>	<b>-7.9%</b>
October 2019	163	-10.9%
September 2019	192	28.0%
August 2019	175	0.0%
July 2019	220	32.5%
June 2019	172	6.2%
May 2019	208	8.9%
April 2019	211	-3.7%
March 2019	217	4.8%
February 2019	187	13.3%
January 2019	155	-9.9%
December 2018	124	-20.5%
November 2018	139	-22.3%

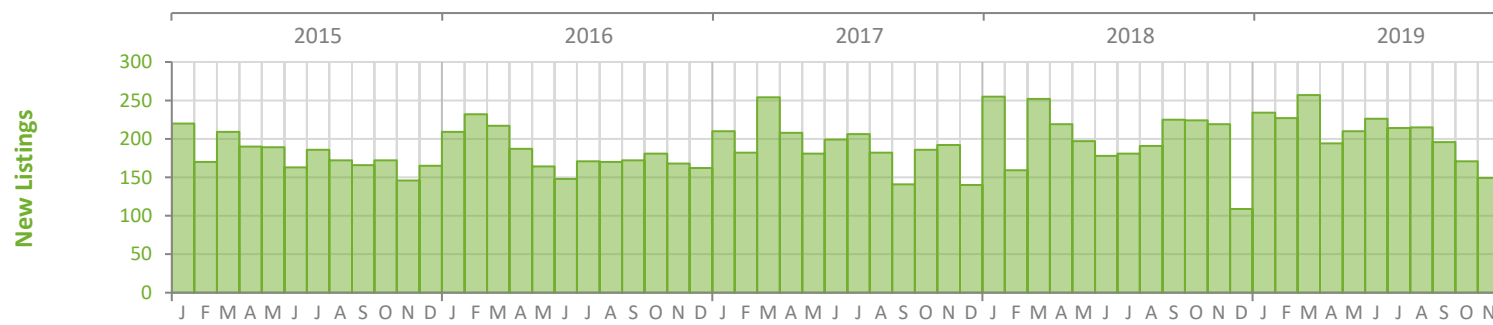


## New Listings

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	2,293	-0.3%
<b>November 2019</b>	<b>149</b>	<b>-32.0%</b>
October 2019	171	-23.7%
September 2019	196	-12.9%
August 2019	215	12.6%
July 2019	214	18.2%
June 2019	226	27.0%
May 2019	210	6.6%
April 2019	194	-11.4%
March 2019	257	2.0%
February 2019	227	42.8%
January 2019	234	-8.2%
December 2018	109	-22.1%
November 2018	219	14.1%





# Monthly Market Detail - November 2019

## Townhouses and Condos

### Pasco County

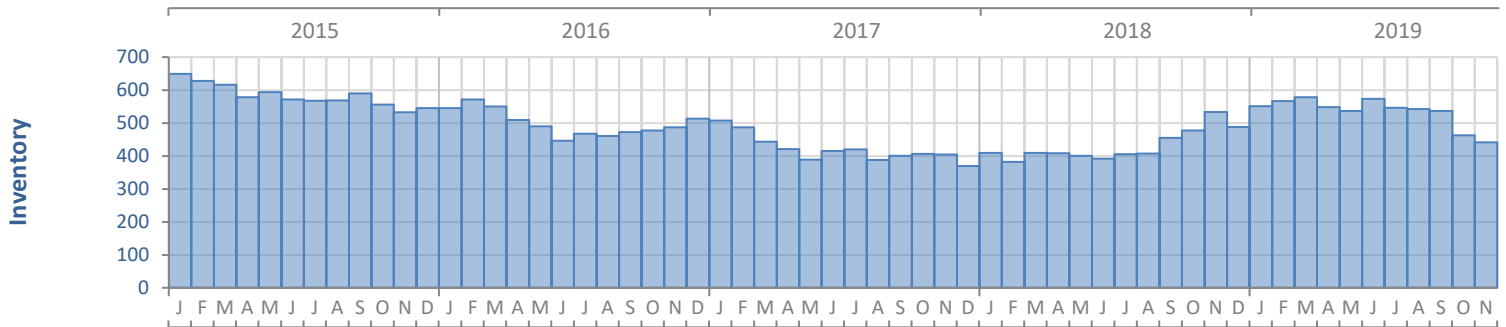


## Inventory (Active Listings)

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)	535	25.9%
<b>November 2019</b>	<b>441</b>	<b>-17.4%</b>
October 2019	463	-2.9%
September 2019	536	17.8%
August 2019	542	33.2%
July 2019	546	34.8%
June 2019	573	46.2%
May 2019	536	33.7%
April 2019	548	34.3%
March 2019	578	41.3%
February 2019	567	48.4%
January 2019	551	34.7%
December 2018	488	32.2%
November 2018	534	32.2%

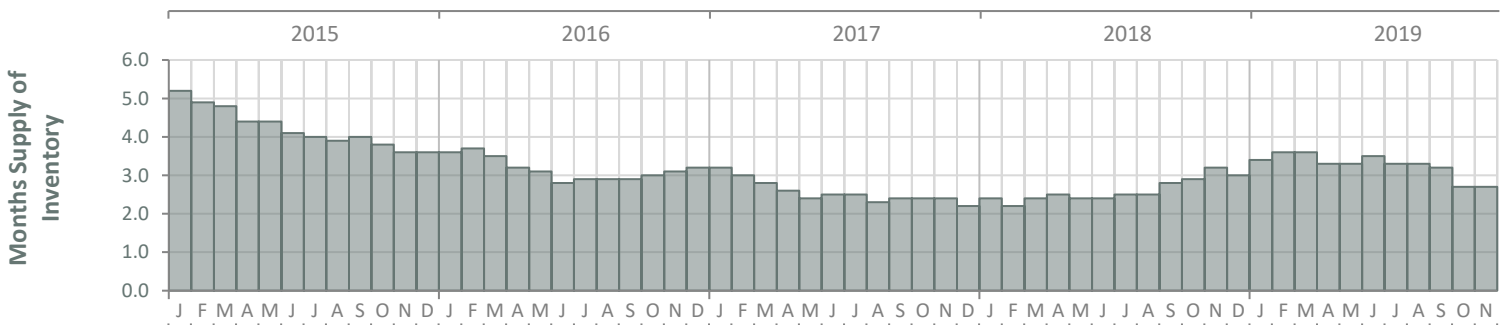


## Months Supply of Inventory

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	26.9%
<b>November 2019</b>	<b>2.7</b>	<b>-15.6%</b>
October 2019	2.7	-6.9%
September 2019	3.2	14.3%
August 2019	3.3	32.0%
July 2019	3.3	32.0%
June 2019	3.5	45.8%
May 2019	3.3	37.5%
April 2019	3.3	32.0%
March 2019	3.6	50.0%
February 2019	3.6	63.6%
January 2019	3.4	41.7%
December 2018	3.0	36.4%
November 2018	3.2	33.3%



# Monthly Market Detail - November 2019

## Townhouses and Condos

### Pasco County

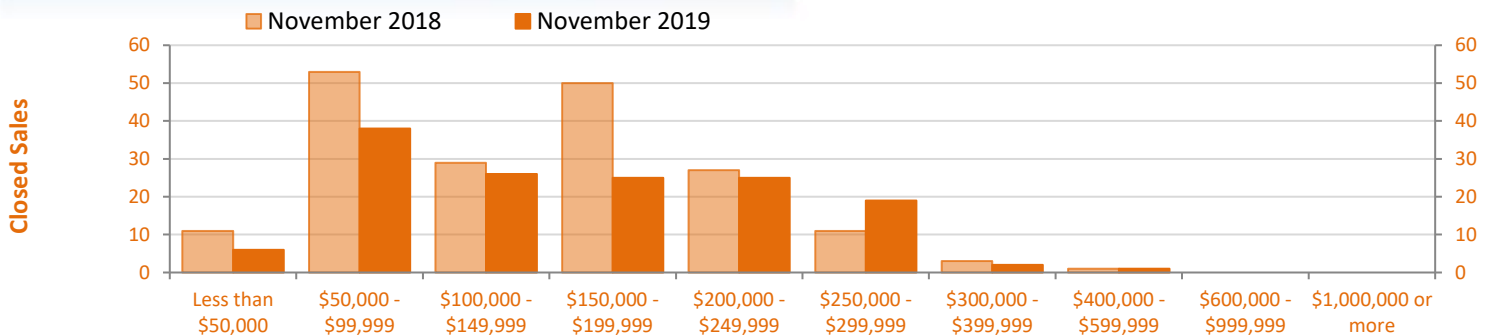


## Closed Sales by Sale Price

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	6	-45.5%
\$50,000 - \$99,999	38	-28.3%
\$100,000 - \$149,999	26	-10.3%
\$150,000 - \$199,999	25	-50.0%
\$200,000 - \$249,999	25	-7.4%
\$250,000 - \$299,999	19	72.7%
\$300,000 - \$399,999	2	-33.3%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

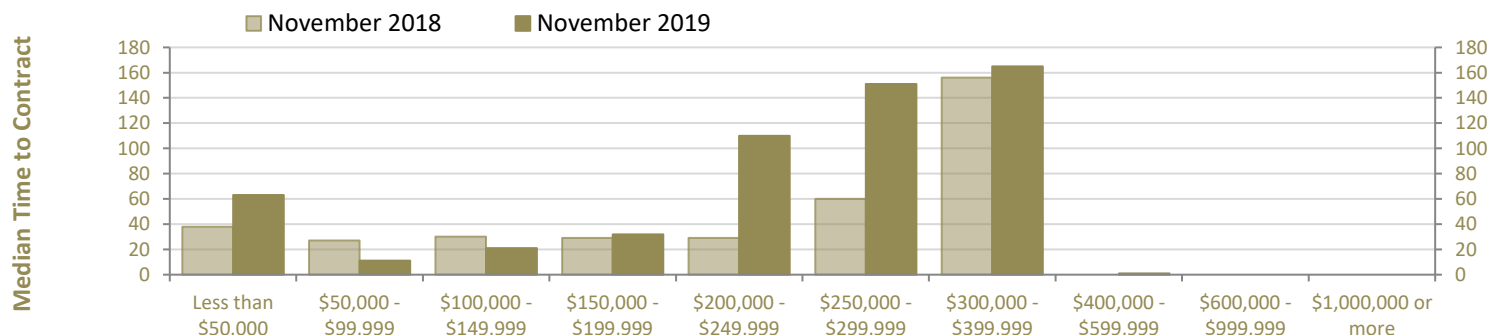


## Median Time to Contract by Sale Price

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	63 Days	65.8%
\$50,000 - \$99,999	11 Days	-59.3%
\$100,000 - \$149,999	21 Days	-30.0%
\$150,000 - \$199,999	32 Days	10.3%
\$200,000 - \$249,999	110 Days	279.3%
\$250,000 - \$299,999	151 Days	151.7%
\$300,000 - \$399,999	165 Days	5.8%
\$400,000 - \$599,999	1 Day	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



# Monthly Market Detail - November 2019

## Townhouses and Condos

### Pasco County

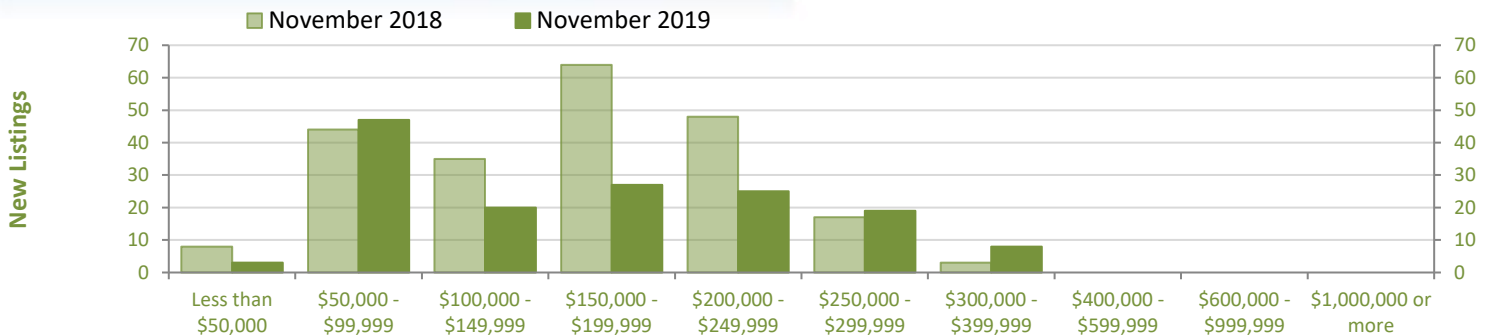


## New Listings by Initial Listing Price

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	3	-62.5%
\$50,000 - \$99,999	47	6.8%
\$100,000 - \$149,999	20	-42.9%
\$150,000 - \$199,999	27	-57.8%
\$200,000 - \$249,999	25	-47.9%
\$250,000 - \$299,999	19	11.8%
\$300,000 - \$399,999	8	166.7%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

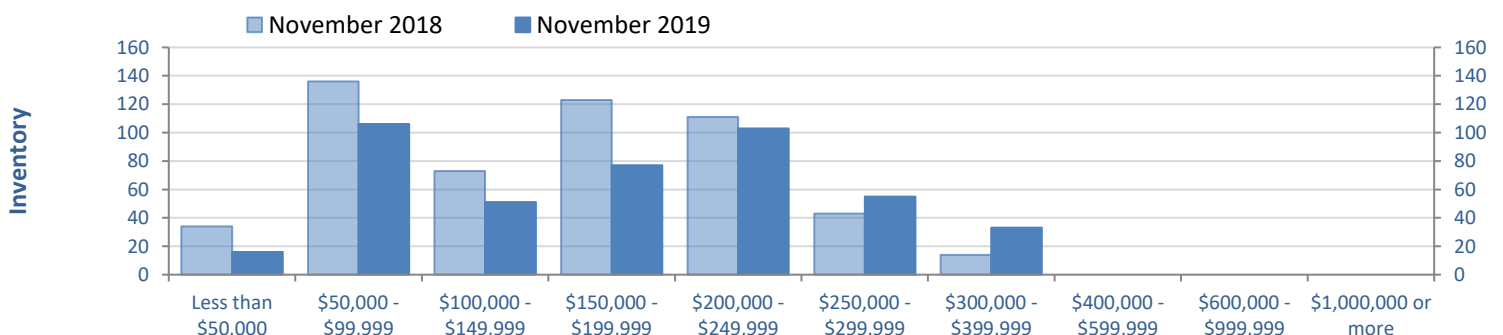


## Inventory by Current Listing Price

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	16	-52.9%
\$50,000 - \$99,999	106	-22.1%
\$100,000 - \$149,999	51	-30.1%
\$150,000 - \$199,999	77	-37.4%
\$200,000 - \$249,999	103	-7.2%
\$250,000 - \$299,999	55	27.9%
\$300,000 - \$399,999	33	135.7%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - November 2019

## Townhouses and Condos

### Pasco County



		November 2019	November 2018	Percent Change Year-over-Year
Traditional	Closed Sales	142	181	-21.5%
	Median Sale Price	\$151,500	\$150,000	1.0%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$65,000	N/A
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$118,500	N/A

