

Monthly Market Detail - October 2019

Townhouses and Condos

Hillsborough County



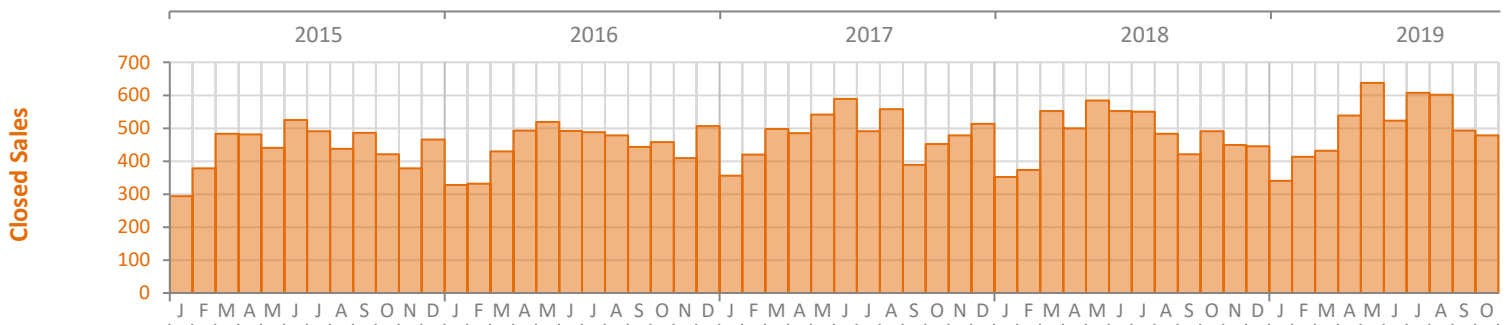
Summary Statistics	October 2019	October 2018	Percent Change Year-over-Year
Closed Sales	478	491	-2.6%
Paid in Cash	150	179	-16.2%
Median Sale Price	\$177,500	\$155,900	13.9%
Average Sale Price	\$212,196	\$196,815	7.8%
Dollar Volume	\$101.4 Million	\$96.6 Million	5.0%
Median Percent of Original List Price Received	97.2%	96.9%	0.3%
Median Time to Contract	32 Days	23 Days	39.1%
Median Time to Sale	72 Days	61 Days	18.0%
New Pending Sales	508	505	0.6%
New Listings	536	601	-10.8%
Pending Inventory	752	651	15.5%
Inventory (Active Listings)	1,147	1,187	-3.4%
Months Supply of Inventory	2.3	2.4	-4.2%

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	5,063	4.2%
October 2019	478	-2.6%
September 2019	493	17.1%
August 2019	602	24.6%
July 2019	607	10.4%
June 2019	523	-5.3%
May 2019	637	9.1%
April 2019	538	7.6%
March 2019	432	-21.7%
February 2019	413	10.7%
January 2019	340	-3.4%
December 2018	445	-13.3%
November 2018	449	-6.1%
October 2018	491	8.6%

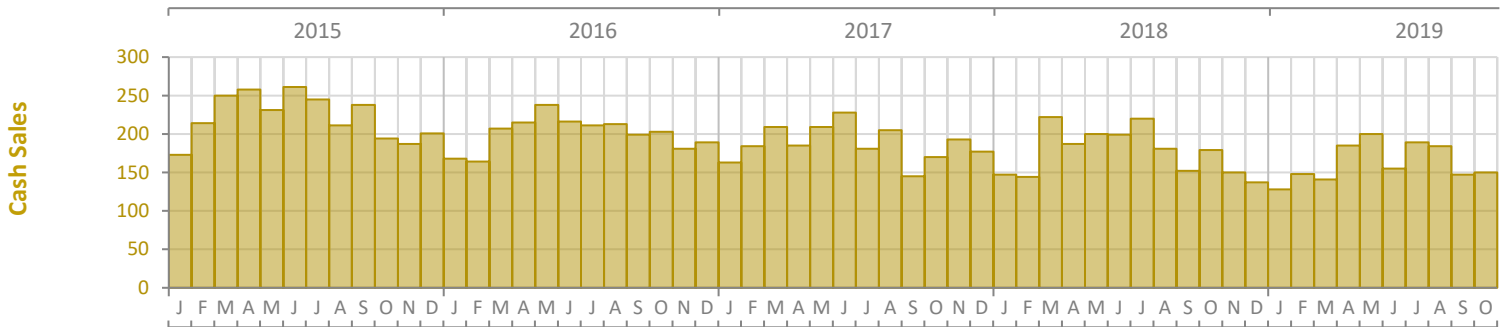


Cash Sales

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

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

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,627	-11.1%
October 2019	150	-16.2%
September 2019	147	-3.3%
August 2019	184	1.7%
July 2019	189	-14.1%
June 2019	155	-22.1%
May 2019	200	0.0%
April 2019	185	-1.1%
March 2019	141	-36.5%
February 2019	148	2.8%
January 2019	128	-12.9%
December 2018	137	-22.6%
November 2018	150	-22.3%
October 2018	179	5.3%

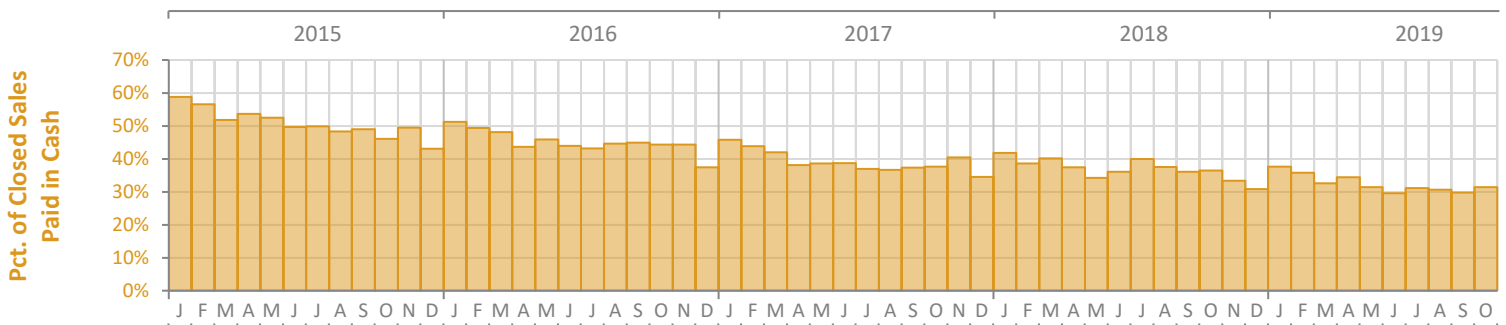


Cash Sales as a Percentage of Closed Sales

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	32.1%	-14.9%
October 2019	31.4%	-14.0%
September 2019	29.8%	-17.5%
August 2019	30.6%	-18.4%
July 2019	31.1%	-22.3%
June 2019	29.6%	-18.0%
May 2019	31.4%	-8.2%
April 2019	34.4%	-8.0%
March 2019	32.6%	-18.9%
February 2019	35.8%	-7.3%
January 2019	37.6%	-10.0%
December 2018	30.8%	-10.7%
November 2018	33.4%	-17.3%
October 2018	36.5%	-2.9%

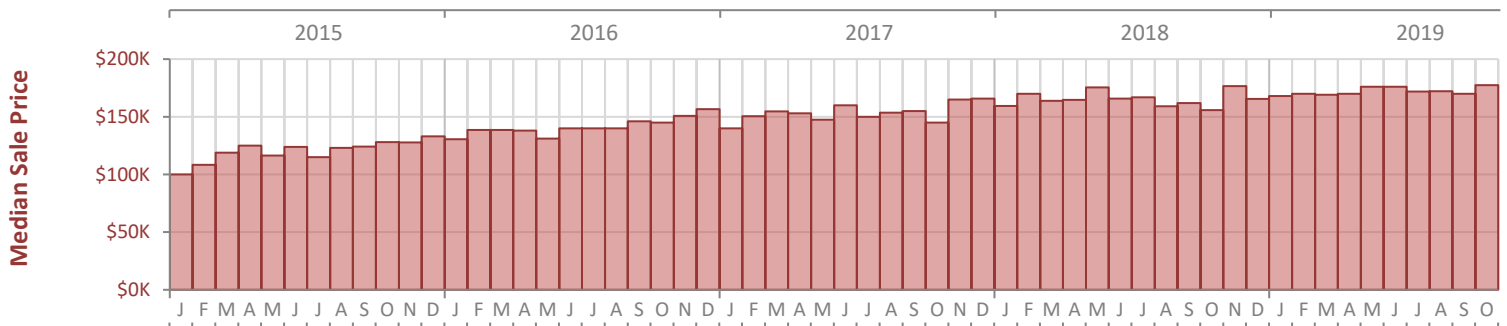


Median Sale Price

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	\$172,900	4.9%
October 2019	\$177,500	13.9%
September 2019	\$170,000	4.9%
August 2019	\$172,065	8.2%
July 2019	\$172,000	3.0%
June 2019	\$176,000	6.1%
May 2019	\$176,000	0.3%
April 2019	\$169,990	3.2%
March 2019	\$169,200	3.3%
February 2019	\$170,000	0.0%
January 2019	\$168,000	5.5%
December 2018	\$165,500	-0.1%
November 2018	\$176,490	7.0%
October 2018	\$155,900	7.5%

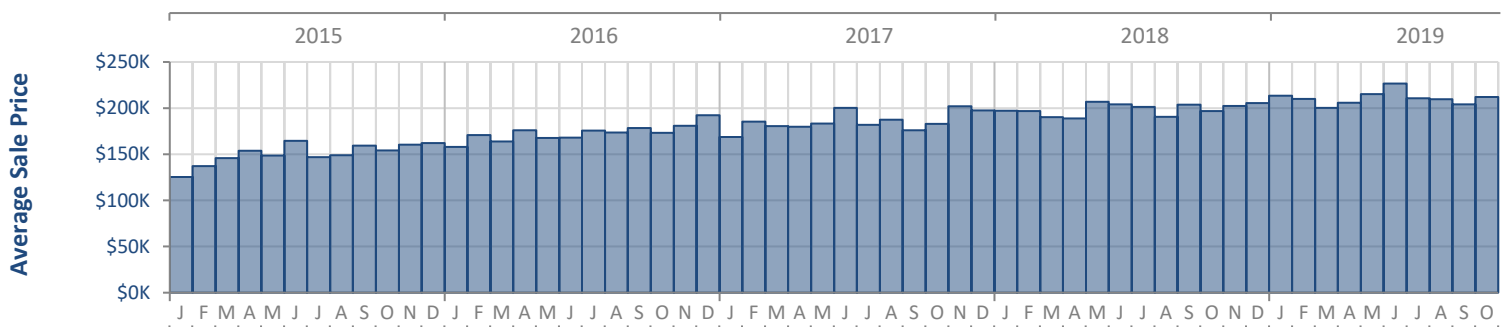


Average Sale Price

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	\$210,962	6.7%
October 2019	\$212,196	7.8%
September 2019	\$204,074	0.2%
August 2019	\$209,735	10.0%
July 2019	\$210,764	4.7%
June 2019	\$226,497	10.9%
May 2019	\$215,015	4.0%
April 2019	\$205,676	8.9%
March 2019	\$200,198	5.3%
February 2019	\$210,038	6.8%
January 2019	\$213,413	8.3%
December 2018	\$205,407	4.0%
November 2018	\$202,194	0.1%
October 2018	\$196,815	7.5%



Monthly Market Detail - October 2019

Townhouses and Condos

Hillsborough County

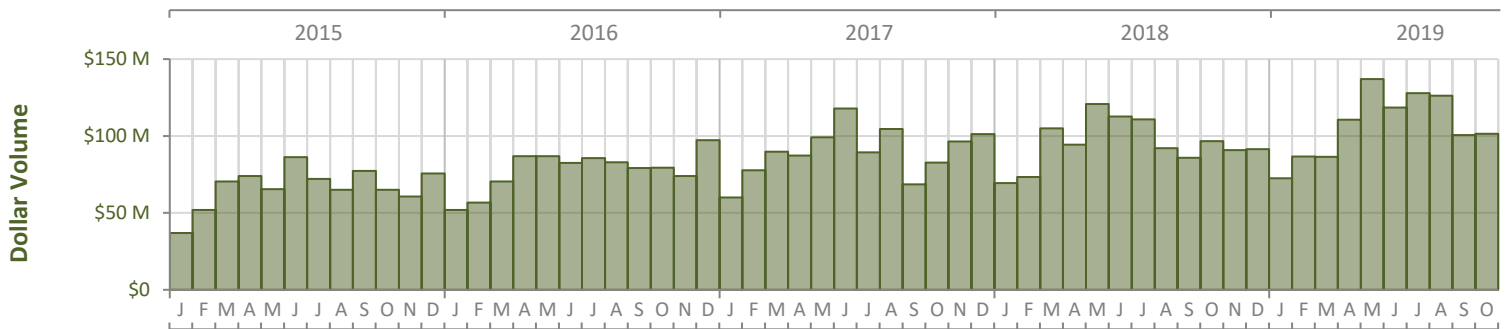


Dollar Volume

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	\$1.1 Billion	11.2%
October 2019	\$101.4 Million	5.0%
September 2019	\$100.6 Million	17.3%
August 2019	\$126.3 Million	37.1%
July 2019	\$127.9 Million	15.5%
June 2019	\$118.5 Million	5.1%
May 2019	\$137.0 Million	13.5%
April 2019	\$110.7 Million	17.2%
March 2019	\$86.5 Million	-17.6%
February 2019	\$86.7 Million	18.2%
January 2019	\$72.6 Million	4.6%
December 2018	\$91.4 Million	-9.8%
November 2018	\$90.8 Million	-6.0%
October 2018	\$96.6 Million	16.8%

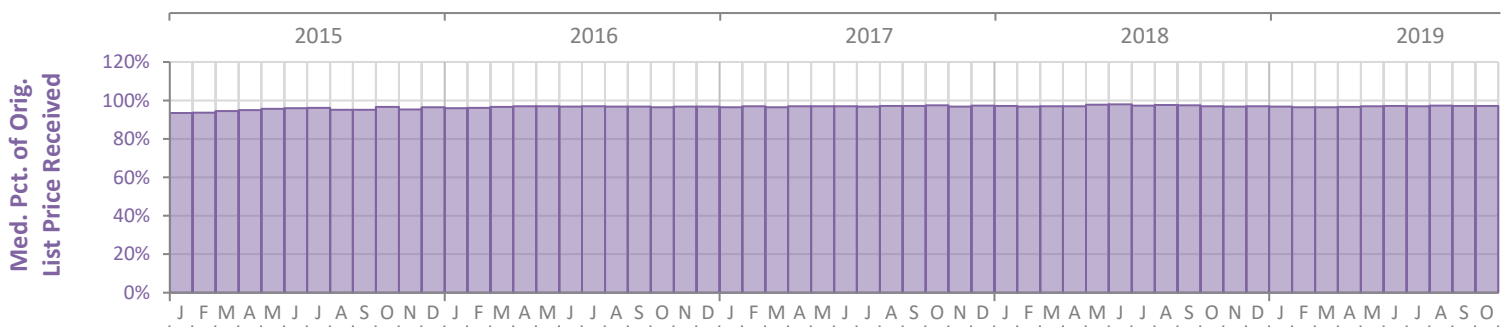


Median Percent of Original List Price Received

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%	-0.4%
October 2019	97.2%	0.3%
September 2019	97.1%	-0.4%
August 2019	97.3%	-0.4%
July 2019	96.9%	-0.4%
June 2019	97.1%	-0.8%
May 2019	96.9%	-0.9%
April 2019	96.6%	-0.4%
March 2019	96.5%	-0.4%
February 2019	96.5%	-0.3%
January 2019	96.8%	-0.3%
December 2018	96.9%	-0.4%
November 2018	96.8%	0.0%
October 2018	96.9%	-0.6%

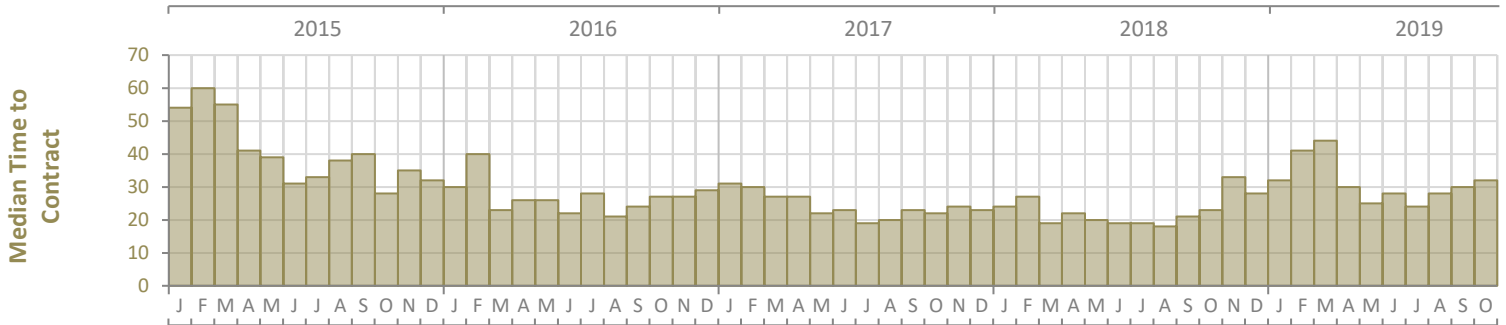


Median Time to Contract

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	30 Days	42.9%
October 2019	32 Days	39.1%
September 2019	30 Days	42.9%
August 2019	28 Days	55.6%
July 2019	24 Days	26.3%
June 2019	28 Days	47.4%
May 2019	25 Days	25.0%
April 2019	30 Days	36.4%
March 2019	44 Days	131.6%
February 2019	41 Days	51.9%
January 2019	32 Days	33.3%
December 2018	28 Days	21.7%
November 2018	33 Days	37.5%
October 2018	23 Days	4.5%

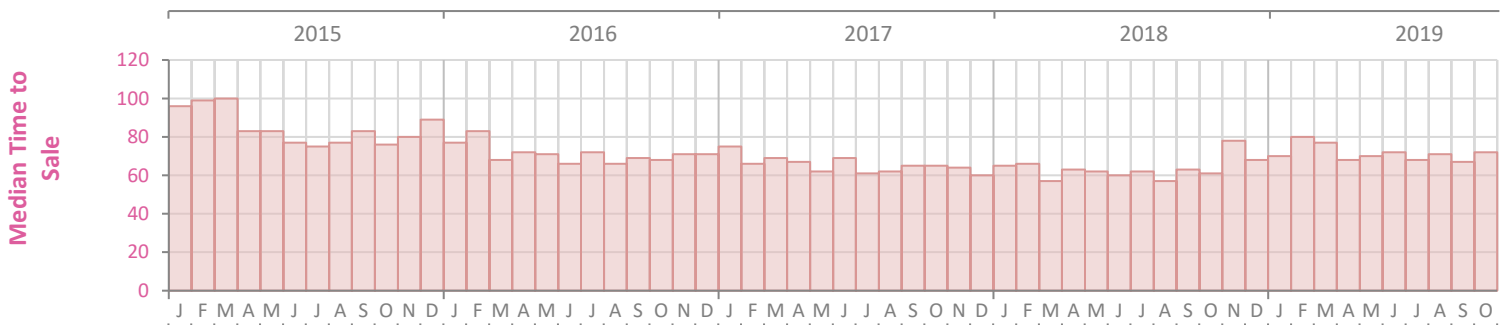


Median Time to Sale

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	71 Days	16.4%
October 2019	72 Days	18.0%
September 2019	67 Days	6.3%
August 2019	71 Days	24.6%
July 2019	68 Days	9.7%
June 2019	72 Days	20.0%
May 2019	70 Days	12.9%
April 2019	68 Days	7.9%
March 2019	77 Days	35.1%
February 2019	80 Days	21.2%
January 2019	70 Days	7.7%
December 2018	68 Days	13.3%
November 2018	78 Days	21.9%
October 2018	61 Days	-6.2%

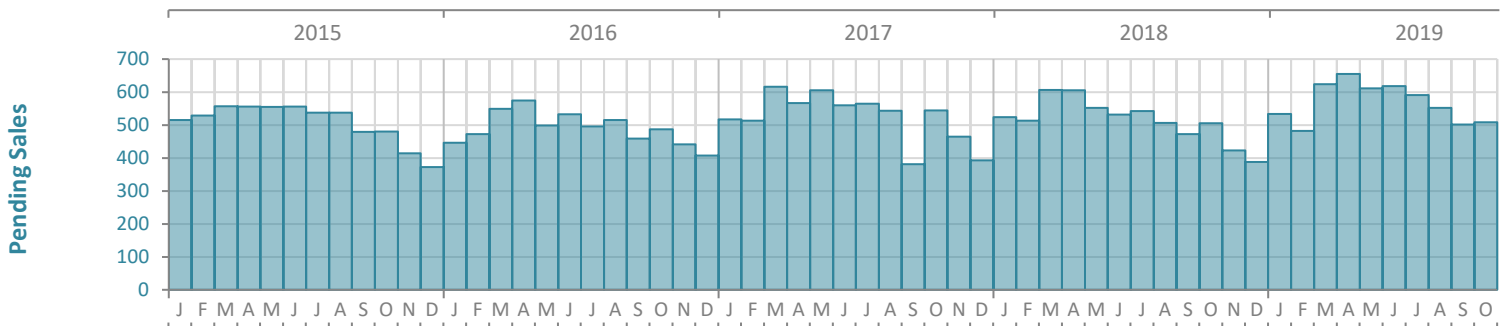


New Pending Sales

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	5,677	6.0%
October 2019	508	0.6%
September 2019	502	6.4%
August 2019	552	9.1%
July 2019	591	9.0%
June 2019	618	16.2%
May 2019	611	10.7%
April 2019	655	8.3%
March 2019	624	3.0%
February 2019	482	-6.0%
January 2019	534	1.9%
December 2018	388	-1.3%
November 2018	423	-9.0%
October 2018	505	-7.2%

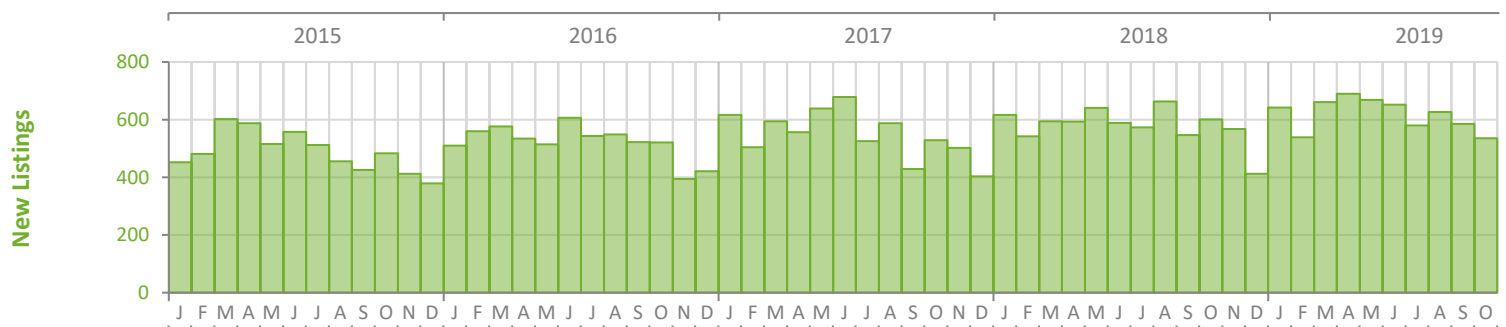


New Listings

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	6,180	3.7%
October 2019	536	-10.8%
September 2019	585	6.9%
August 2019	626	-5.6%
July 2019	580	1.2%
June 2019	652	10.7%
May 2019	669	4.4%
April 2019	690	16.4%
March 2019	661	11.3%
February 2019	539	-0.6%
January 2019	642	4.2%
December 2018	412	2.2%
November 2018	568	13.1%
October 2018	601	13.6%



Monthly Market Detail - October 2019

Townhouses and Condos

Hillsborough County

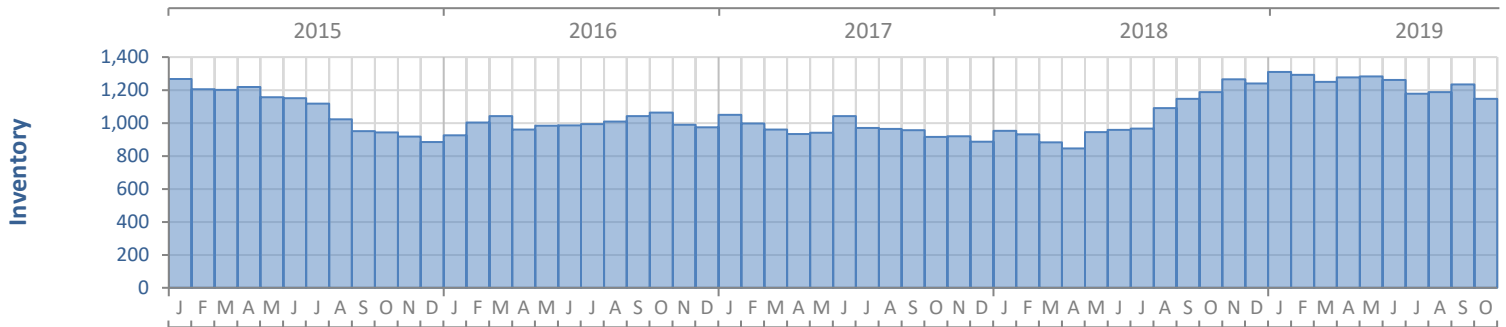


Inventory (Active Listings)

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)	1,242	25.3%
October 2019	1,147	-3.4%
September 2019	1,235	7.8%
August 2019	1,187	8.8%
July 2019	1,178	21.8%
June 2019	1,262	31.7%
May 2019	1,283	35.8%
April 2019	1,276	50.8%
March 2019	1,250	41.7%
February 2019	1,292	38.6%
January 2019	1,310	37.5%
December 2018	1,240	40.0%
November 2018	1,266	37.6%
October 2018	1,187	29.7%

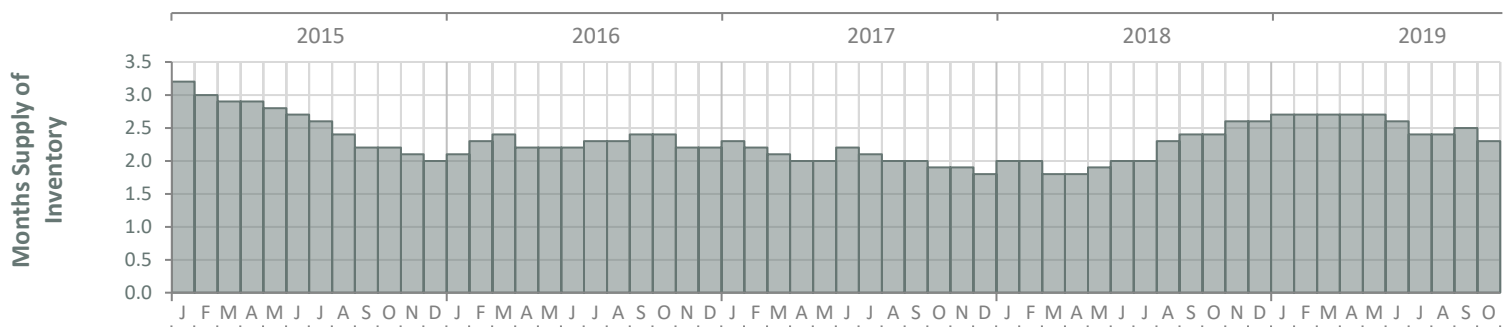


Months Supply of Inventory

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)	2.6	23.8%
October 2019	2.3	-4.2%
September 2019	2.5	4.2%
August 2019	2.4	4.3%
July 2019	2.4	20.0%
June 2019	2.6	30.0%
May 2019	2.7	42.1%
April 2019	2.7	50.0%
March 2019	2.7	50.0%
February 2019	2.7	35.0%
January 2019	2.7	35.0%
December 2018	2.6	44.4%
November 2018	2.6	36.8%
October 2018	2.4	26.3%

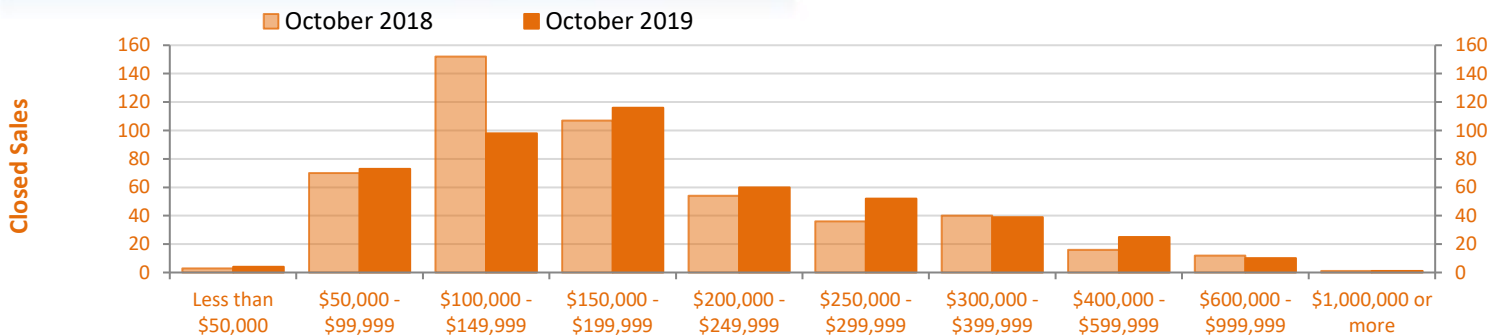


Closed Sales by Sale Price

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	33.3%
\$50,000 - \$99,999	73	4.3%
\$100,000 - \$149,999	98	-35.5%
\$150,000 - \$199,999	116	8.4%
\$200,000 - \$249,999	60	11.1%
\$250,000 - \$299,999	52	44.4%
\$300,000 - \$399,999	39	-2.5%
\$400,000 - \$599,999	25	56.3%
\$600,000 - \$999,999	10	-16.7%
\$1,000,000 or more	1	0.0%

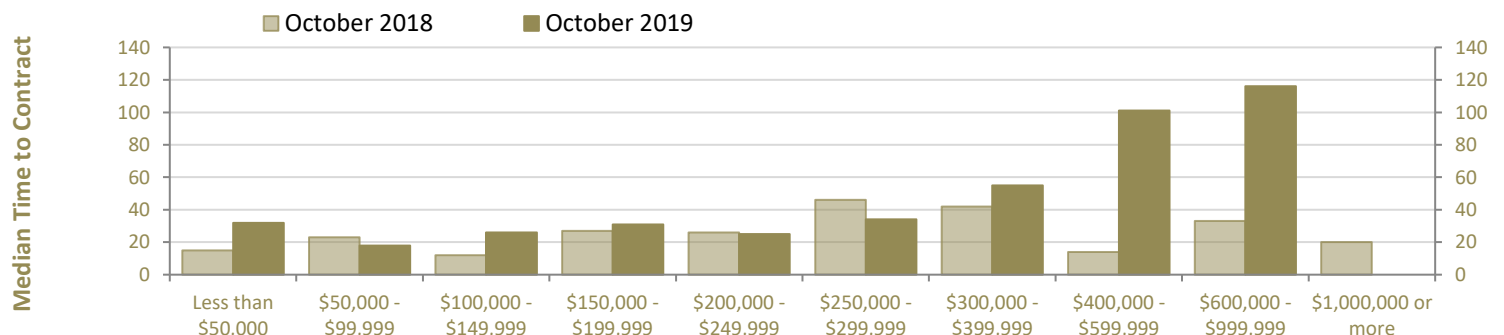


Median Time to Contract by Sale Price

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	32 Days	113.3%
\$50,000 - \$99,999	18 Days	-21.7%
\$100,000 - \$149,999	26 Days	116.7%
\$150,000 - \$199,999	31 Days	14.8%
\$200,000 - \$249,999	25 Days	-3.8%
\$250,000 - \$299,999	34 Days	-26.1%
\$300,000 - \$399,999	55 Days	31.0%
\$400,000 - \$599,999	101 Days	621.4%
\$600,000 - \$999,999	116 Days	251.5%
\$1,000,000 or more	0 Days	-100.0%

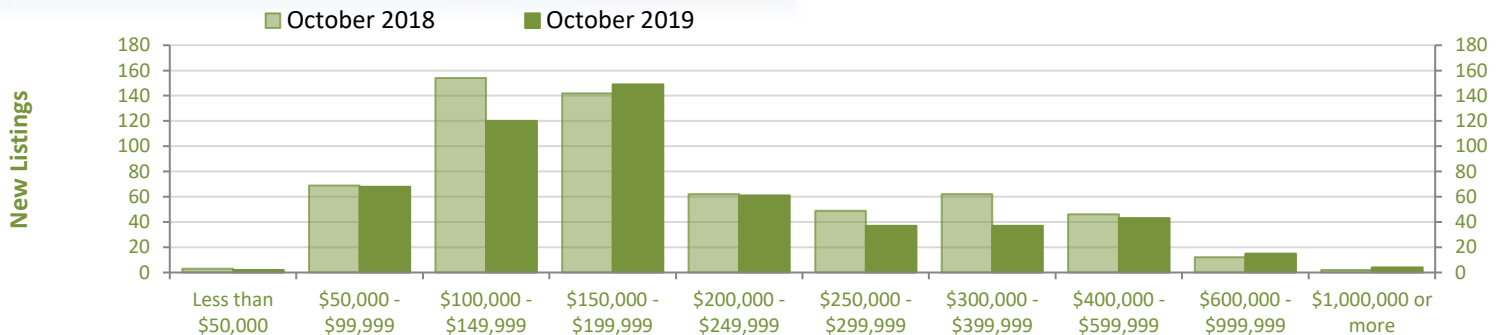


New Listings by Initial Listing Price

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	2	-33.3%
\$50,000 - \$99,999	68	-1.4%
\$100,000 - \$149,999	120	-22.1%
\$150,000 - \$199,999	149	4.9%
\$200,000 - \$249,999	61	-1.6%
\$250,000 - \$299,999	37	-24.5%
\$300,000 - \$399,999	37	-40.3%
\$400,000 - \$599,999	43	-6.5%
\$600,000 - \$999,999	15	25.0%
\$1,000,000 or more	4	100.0%

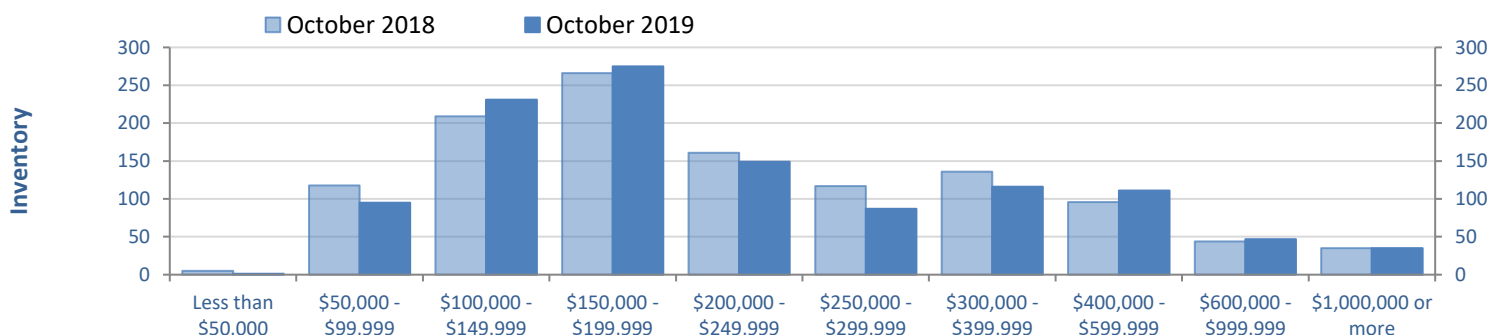


Inventory by Current Listing Price

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	1	-80.0%
\$50,000 - \$99,999	95	-19.5%
\$100,000 - \$149,999	231	10.5%
\$150,000 - \$199,999	275	3.4%
\$200,000 - \$249,999	149	-7.5%
\$250,000 - \$299,999	87	-25.6%
\$300,000 - \$399,999	116	-14.7%
\$400,000 - \$599,999	111	15.6%
\$600,000 - \$999,999	47	6.8%
\$1,000,000 or more	35	0.0%



Monthly Distressed Market - October 2019

Townhouses and Condos

Hillsborough County



		October 2019	October 2018	Percent Change Year-over-Year
Traditional	Closed Sales	466	475	-1.9%
	Median Sale Price	\$180,145	\$157,000	14.7%
Foreclosure/REO	Closed Sales	8	10	-20.0%
	Median Sale Price	\$111,000	\$134,500	-17.5%
Short Sale	Closed Sales	4	6	-33.3%
	Median Sale Price	\$107,750	\$112,500	-4.2%

