



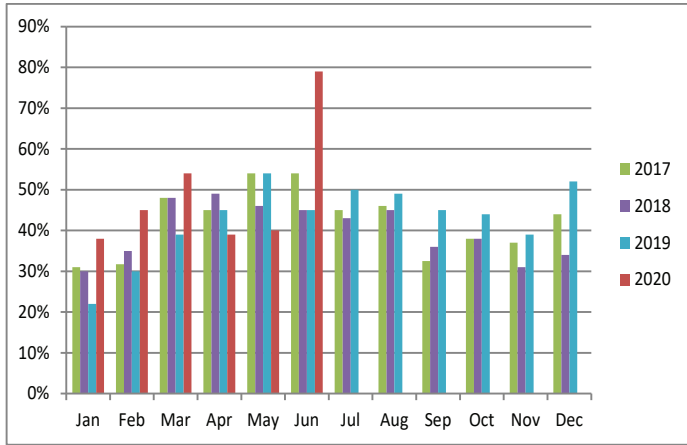
Absorption rate estimates the rate at which active listings are selling in a given market.

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

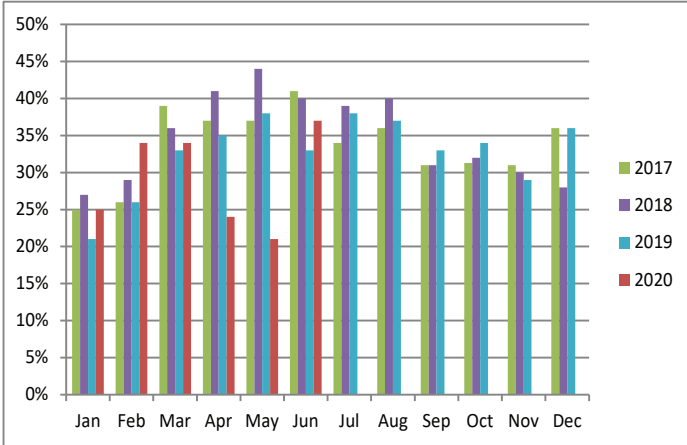
A low absorption rate means that homes are selling slowly (suggesting a buyer's market) while a high absorption rate means that homes are selling quickly (suggesting a seller's market).

Absorption Rate

Single Family	2017	2018	2019	2020
January	31%	30%	22%	38%
February	32%	35%	30%	45%
March	48%	48%	39%	54%
April	45%	49%	45%	39%
May	54%	46%	54%	40%
June	54%	45%	45%	79%
July	45%	43%	50%	
August	46%	45%	49%	
September	33%	36%	45%	
October	38%	38%	44%	
November	37%	31%	39%	
December	44%	34%	52%	



Condo	2017	2018	2019	2020
January	25%	27%	21%	25%
February	26%	29%	26%	34%
March	39%	36%	33%	34%
April	37%	41%	35%	24%
May	37%	44%	38%	21%
June	41%	40%	33%	37%
July	34%	39%	38%	
August	36%	40%	37%	
September	31%	31%	33%	
October	31%	32%	34%	
November	31%	30%	29%	
December	36%	28%	36%	



source: Stellar MLS

FOR IMMEDIATE RELEASE

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Pinellas County Real Estate Statistics for June 2020

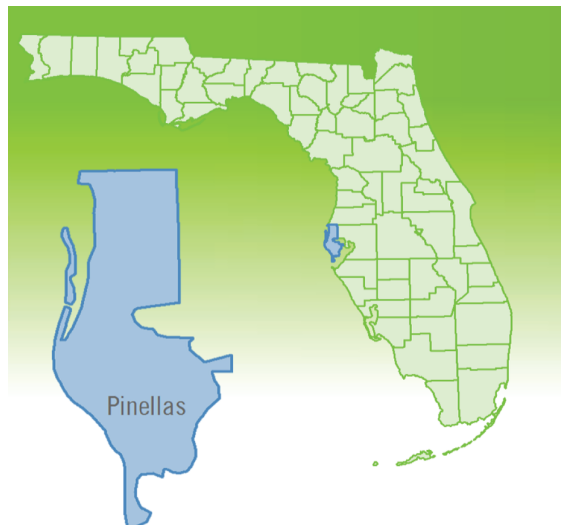
The biggest statistical change in the market, number of active listings, saw expected decreases because of COVID-19. Single Family Homes and Townhomes/Condos were selling at higher prices year-over-year. The Average Sale Price for Single Family Homes increased 6.5% from \$357,092 in June 2019 to \$380,329 in June 2020. The Average Sale Price for Townhome/Condo was up 18.8% from \$243,503 in June 2019 to \$289,347 in June 2020. The Median Sale Price for Single Family Homes was up by 9.1% from last year at \$275,000 for June 2019 to \$300,000 for June 2020. The Median Sale Price for Townhomes/Condos increased 18.5% from \$173,000 in June 2019 to \$205,000 in June 2020.

Dollar Volume for Single Family Homes saw a 17.2% increase from \$420.7 million in June 2019 to \$492.9 million in June 2020. **Closed Sales for Single Family were up 10.0% year-over-year from 1,296 in June 2020, compared to 1,178 in June 2019.** Paid in Cash sales for Single Family decreased 9.0% from 311 in June 2019 to 283 in June 2020. The Months Supply of Inventory for Single Family Homes decreased 39.3% from 2.8 months in June 2019 to 1.7 months in June 2020. The Active Listings for Single Family Homes decreased 39.9% from 3,049 in June 2019 to 1,832 in June 2020. The Median Time to Contract for Single Family Homes was up 7.7% from 26 days in June 2019 to 28 days in June 2020. The Median Time to Sale for Single Family Homes remained the same from 67 days last June to 67 days this June. New Listings for Single Family for June 2020 were 1,229, down 8.0% from June 2019 at 1,336.

Dollar Volume for Townhome/Condo increased 16.3% year-over-year from \$181.2 million in June 2019 to \$210.6 million in June 2020. **Closed Sales for the Townhome/Condo segment were down 2.2% year-over-year, at 728 in June 2020 versus 744 in June 2019.** Paid in Cash sales for Townhome/Condo remained the same from 348 in June 2019 to 348 in June 2020. The Months Supply of Inventory for Townhome/Condo decreased 6.5% from from 3.1 months in June 2019 to 2.9 months in June 2020. Active Listings for Townhomes/Condos were down 16.6% from 2,359 in June 2019 to 1,967 in June 2020. The Median Time to Contract for Townhome/Condo market decreased 9.3% from 43 days in June 2019 to 39 days June 2020. The Median Time to Sale for Townhome/Condo market decreased 1.2% from 82 days in June 2019 to 81 days in June 2020. New Listings for Townhome/Condos for June increased 9.8% from 764 in 2019 to 839 in 2020.

Representing over 9,000 members, the Pinellas Realtor® Organization/Central Pasco Realtor® Organization 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



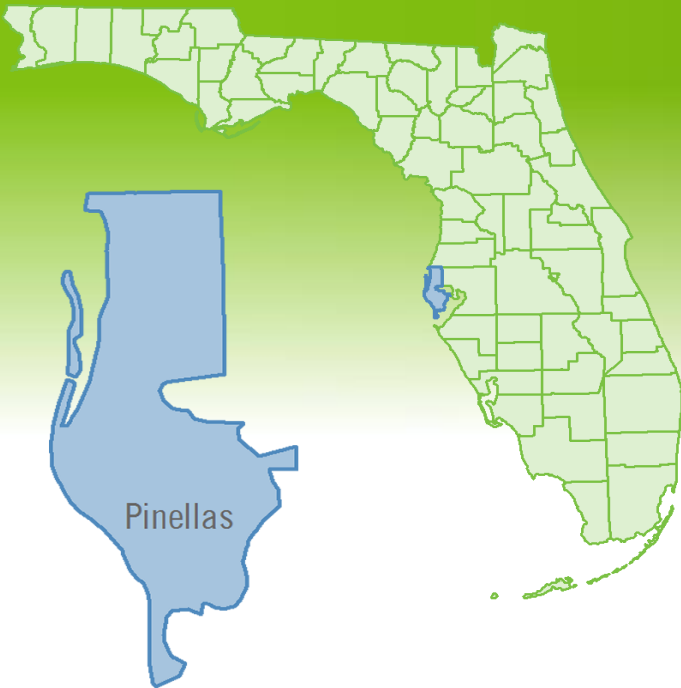
Summary Statistics	June 2020	June 2019	% change year over year
Closed Sales	2024	1922	5.3%
Paid in Cash	631	659	-4.2%
New Pending Sales	2437	2001	21.8%
New Listings	2068	2100	-1.5%
Pending Inventory	3006	2829	6.3%
Inventory (Active Listings)	3799	5408	-29.8%

source: Florida Realtors

Monthly Market Detail - June 2020

Single Family Homes

Pinellas County



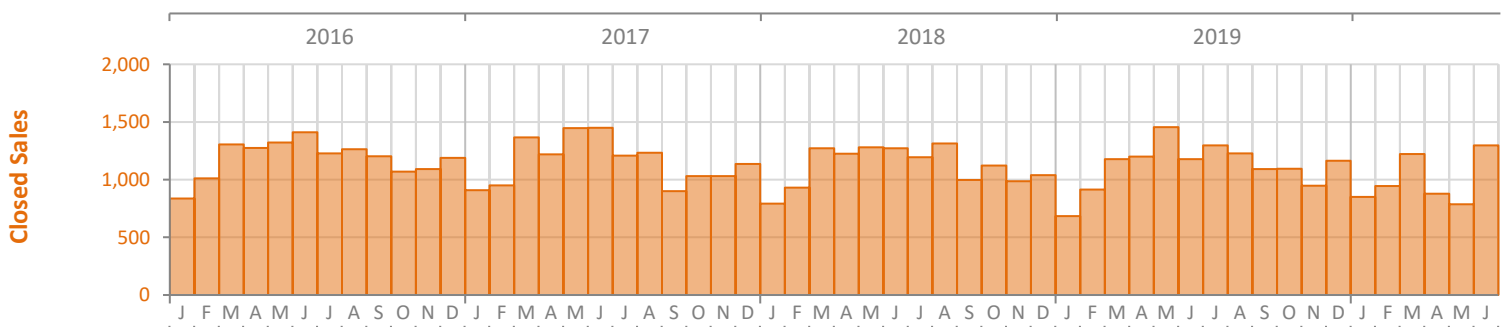
Summary Statistics	June 2020	June 2019	Percent Change Year-over-Year
Closed Sales	1,296	1,178	10.0%
Paid in Cash	283	311	-9.0%
Median Sale Price	\$300,000	\$275,000	9.1%
Average Sale Price	\$380,329	\$357,092	6.5%
Dollar Volume	\$492.9 Million	\$420.7 Million	17.2%
Median Percent of Original List Price Received	97.0%	96.2%	0.8%
Median Time to Contract	28 Days	26 Days	7.7%
Median Time to Sale	67 Days	67 Days	0.0%
New Pending Sales	1,471	1,233	19.3%
New Listings	1,229	1,336	-8.0%
Pending Inventory	1,771	1,675	5.7%
Inventory (Active Listings)	1,832	3,049	-39.9%
Months Supply of Inventory	1.7	2.8	-39.3%

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	5,980	-9.5%
June 2020	1,296	10.0%
May 2020	786	-46.0%
April 2020	879	-26.8%
March 2020	1,223	3.7%
February 2020	945	3.4%
January 2020	851	24.2%
December 2019	1,164	12.0%
November 2019	948	-3.8%
October 2019	1,095	-2.3%
September 2019	1,092	9.4%
August 2019	1,229	-6.5%
July 2019	1,298	8.6%
June 2019	1,178	-7.4%

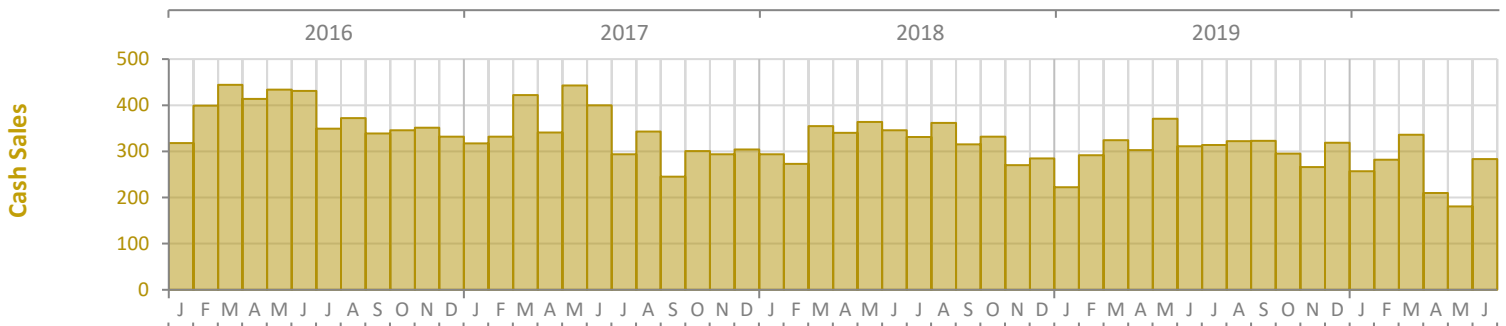


Cash Sales

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	1,549	-15.0%
June 2020	283	-9.0%
May 2020	181	-51.2%
April 2020	210	-30.7%
March 2020	336	3.7%
February 2020	282	-3.4%
January 2020	257	15.8%
December 2019	319	11.9%
November 2019	266	-1.5%
October 2019	295	-11.1%
September 2019	323	2.5%
August 2019	322	-11.0%
July 2019	314	-5.1%
June 2019	311	-10.1%

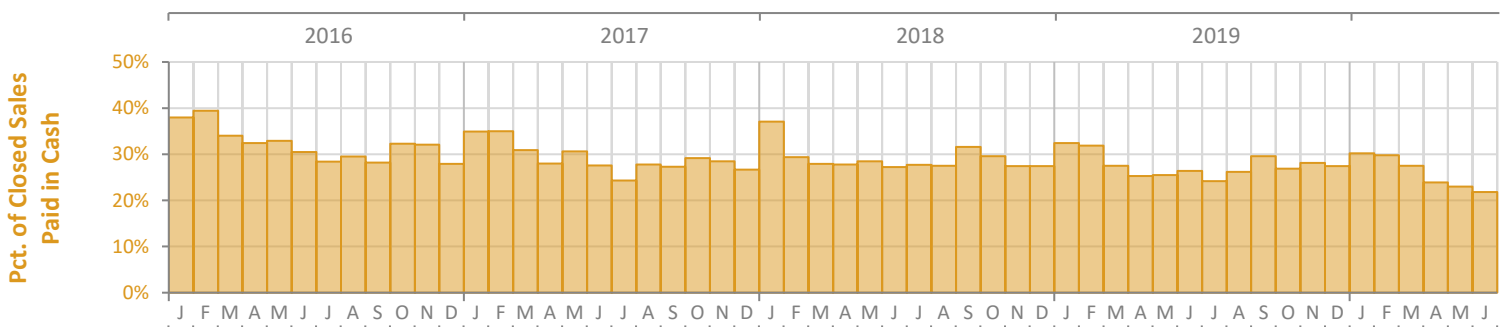


Cash Sales as a Percentage of Closed Sales

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	25.9%	-6.2%
June 2020	21.8%	-17.4%
May 2020	23.0%	-9.8%
April 2020	23.9%	-5.5%
March 2020	27.5%	0.0%
February 2020	29.8%	-6.6%
January 2020	30.2%	-6.8%
December 2019	27.4%	0.0%
November 2019	28.1%	2.6%
October 2019	26.9%	-9.1%
September 2019	29.6%	-6.3%
August 2019	26.2%	-4.7%
July 2019	24.2%	-12.6%
June 2019	26.4%	-2.9%

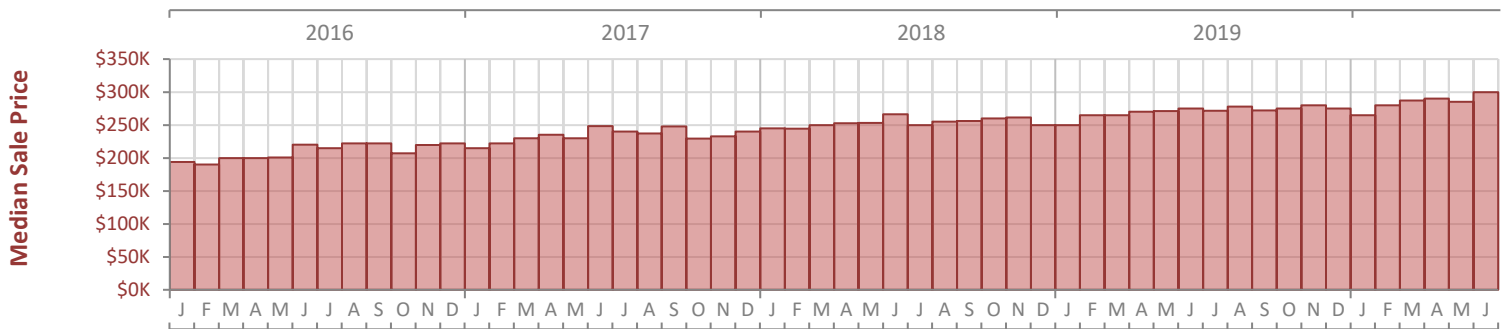


Median Sale Price

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	\$285,000	5.9%
June 2020	\$300,000	9.1%
May 2020	\$285,000	5.2%
April 2020	\$290,000	7.4%
March 2020	\$287,000	8.3%
February 2020	\$280,000	5.7%
January 2020	\$265,000	6.0%
December 2019	\$275,250	10.1%
November 2019	\$280,000	7.1%
October 2019	\$275,000	5.8%
September 2019	\$272,250	6.3%
August 2019	\$278,000	9.0%
July 2019	\$271,750	8.7%
June 2019	\$275,000	3.2%

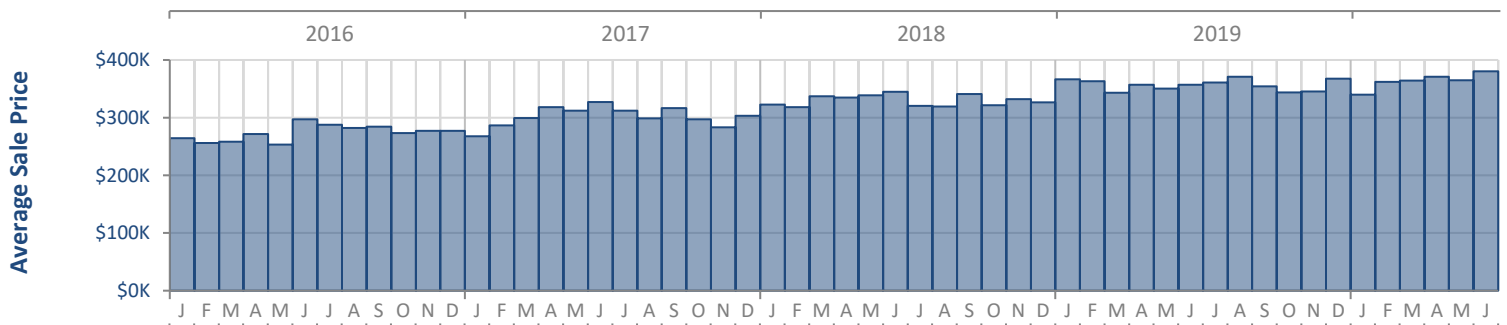


Average Sale Price

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	\$365,037	2.8%
June 2020	\$380,329	6.5%
May 2020	\$364,707	4.0%
April 2020	\$371,095	3.9%
March 2020	\$364,320	6.2%
February 2020	\$362,088	-0.2%
January 2020	\$340,103	-7.2%
December 2019	\$367,394	12.4%
November 2019	\$345,469	3.9%
October 2019	\$343,882	6.9%
September 2019	\$354,098	3.8%
August 2019	\$370,653	16.1%
July 2019	\$361,055	12.6%
June 2019	\$357,092	3.6%



Monthly Market Detail - June 2020

Single Family Homes

Pinellas County

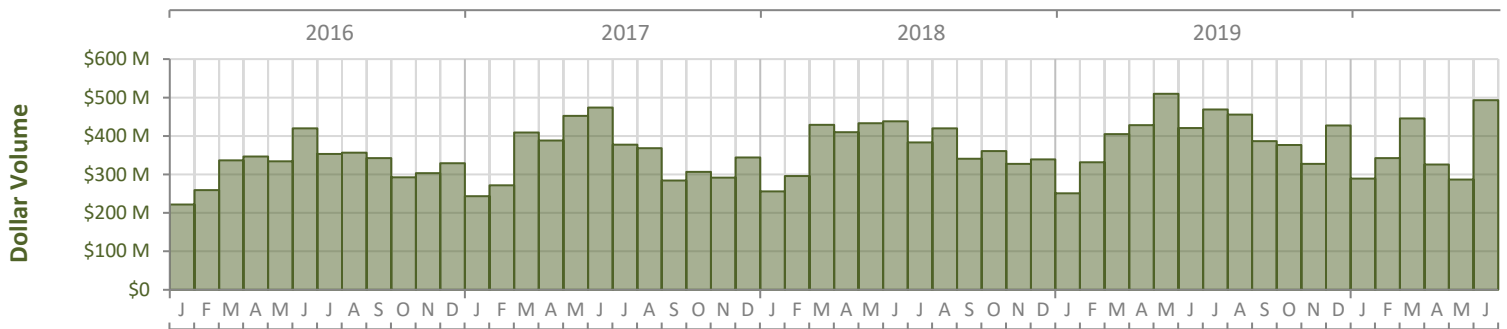


Dollar Volume

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	\$2.2 Billion	-7.0%
June 2020	\$492.9 Million	17.2%
May 2020	\$286.7 Million	-43.8%
April 2020	\$326.2 Million	-23.9%
March 2020	\$445.6 Million	10.1%
February 2020	\$342.2 Million	3.1%
January 2020	\$289.4 Million	15.3%
December 2019	\$427.6 Million	26.0%
November 2019	\$327.5 Million	0.0%
October 2019	\$376.6 Million	4.4%
September 2019	\$386.7 Million	13.6%
August 2019	\$455.5 Million	8.5%
July 2019	\$468.6 Million	22.3%
June 2019	\$420.7 Million	-4.0%

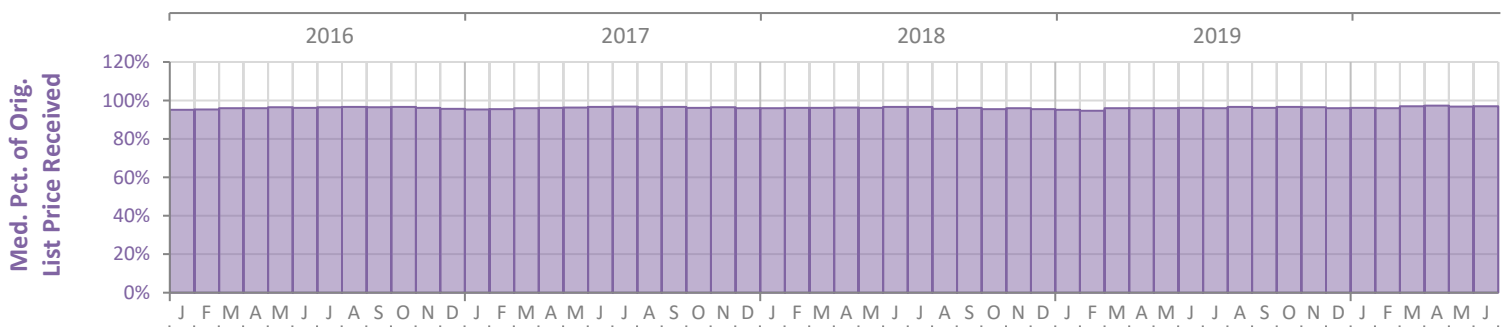


Median Percent of Original List Price Received

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	96.8%	1.1%
June 2020	97.0%	0.8%
May 2020	96.8%	0.9%
April 2020	97.3%	1.4%
March 2020	97.0%	1.1%
February 2020	96.0%	1.4%
January 2020	96.1%	0.9%
December 2019	96.0%	0.6%
November 2019	96.5%	0.6%
October 2019	96.7%	1.3%
September 2019	96.2%	0.1%
August 2019	96.6%	1.0%
July 2019	95.9%	-0.8%
June 2019	96.2%	-0.5%

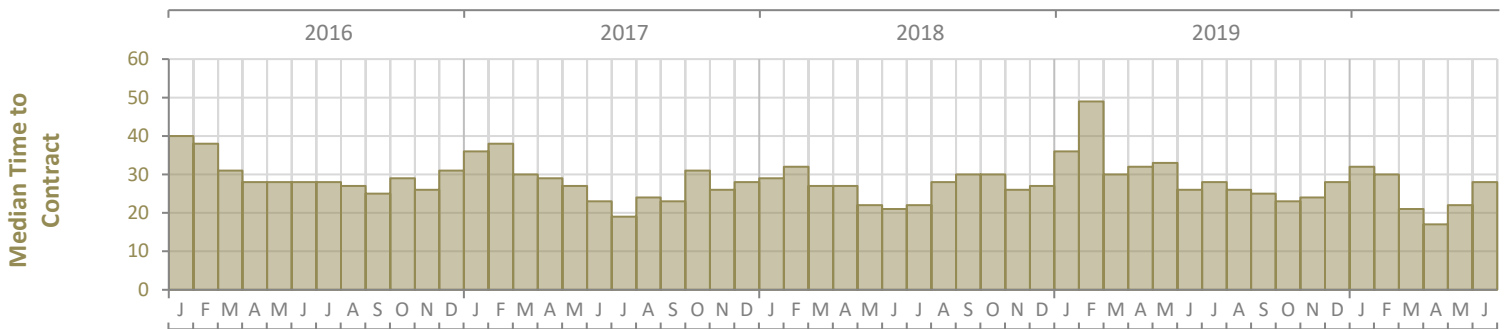


Median Time to Contract

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	25 Days	-24.2%
June 2020	28 Days	7.7%
May 2020	22 Days	-33.3%
April 2020	17 Days	-46.9%
March 2020	21 Days	-30.0%
February 2020	30 Days	-38.8%
January 2020	32 Days	-11.1%
December 2019	28 Days	3.7%
November 2019	24 Days	-7.7%
October 2019	23 Days	-23.3%
September 2019	25 Days	-16.7%
August 2019	26 Days	-7.1%
July 2019	28 Days	27.3%
June 2019	26 Days	23.8%

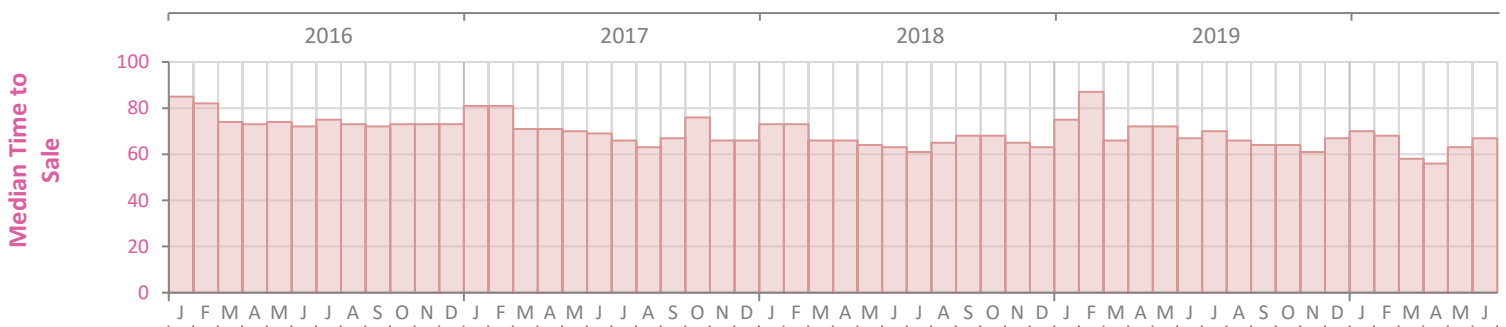


Median Time to Sale

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	63 Days	-12.5%
June 2020	67 Days	0.0%
May 2020	63 Days	-12.5%
April 2020	56 Days	-22.2%
March 2020	58 Days	-12.1%
February 2020	68 Days	-21.8%
January 2020	70 Days	-6.7%
December 2019	67 Days	6.3%
November 2019	61 Days	-6.2%
October 2019	64 Days	-5.9%
September 2019	64 Days	-5.9%
August 2019	66 Days	1.5%
July 2019	70 Days	14.8%
June 2019	67 Days	6.3%

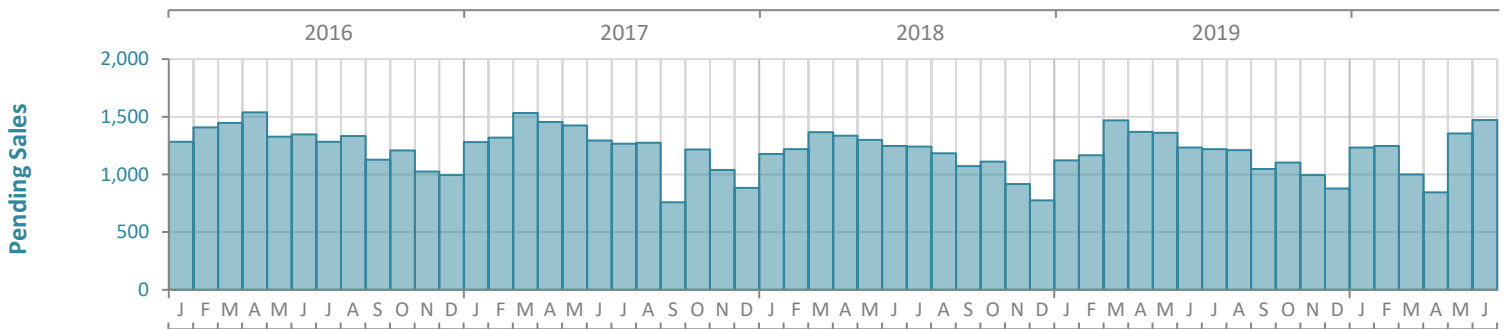


New Pending Sales

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	7,154	-7.4%
June 2020	1,471	19.3%
May 2020	1,354	-0.4%
April 2020	846	-38.2%
March 2020	1,001	-31.8%
February 2020	1,248	6.8%
January 2020	1,234	9.9%
December 2019	878	13.1%
November 2019	994	8.4%
October 2019	1,104	-0.7%
September 2019	1,046	-2.4%
August 2019	1,212	2.5%
July 2019	1,218	-1.9%
June 2019	1,233	-1.1%

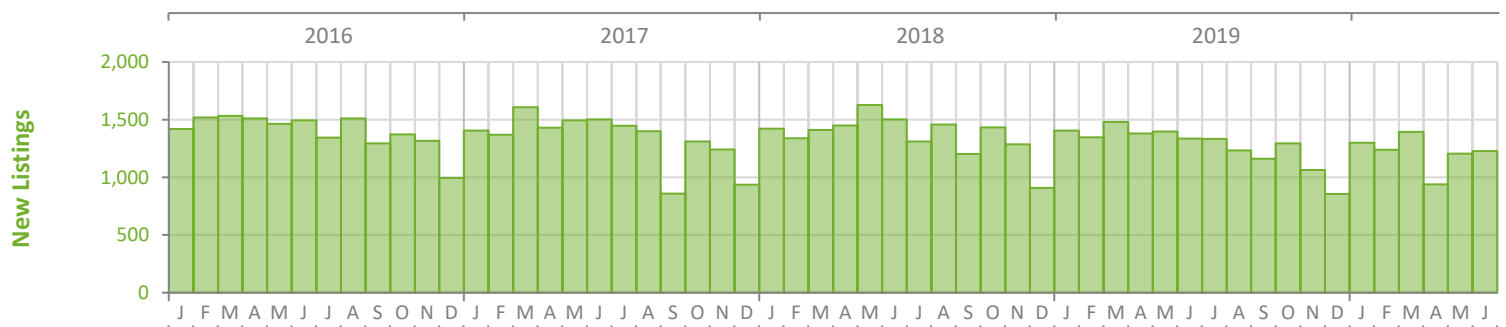


New Listings

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	7,310	-12.4%
June 2020	1,229	-8.0%
May 2020	1,206	-13.6%
April 2020	940	-31.9%
March 2020	1,395	-5.7%
February 2020	1,239	-8.0%
January 2020	1,301	-7.4%
December 2019	857	-5.6%
November 2019	1,065	-17.2%
October 2019	1,295	-9.6%
September 2019	1,161	-3.5%
August 2019	1,232	-15.5%
July 2019	1,333	1.6%
June 2019	1,336	-11.0%

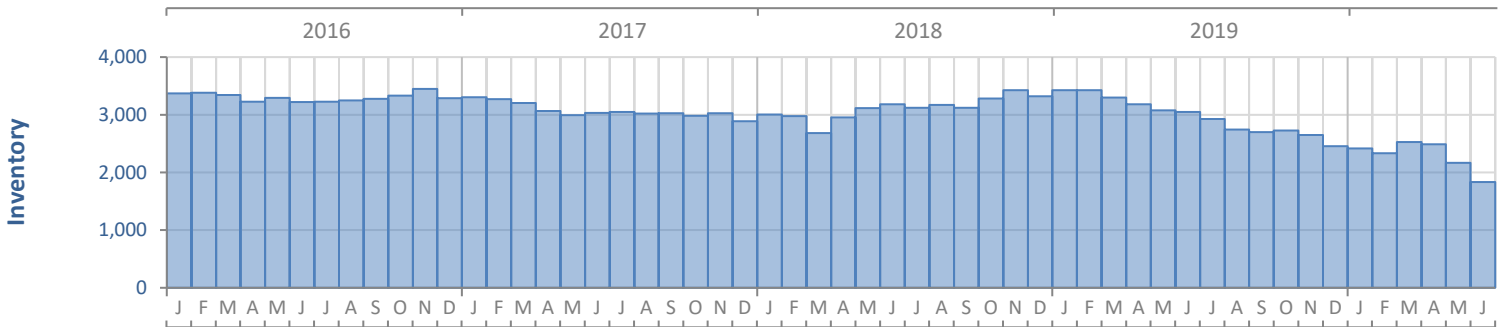


Inventory (Active Listings)

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)	2,295	-29.2%
June 2020	1,832	-39.9%
May 2020	2,169	-29.5%
April 2020	2,486	-21.9%
March 2020	2,530	-23.3%
February 2020	2,334	-31.9%
January 2020	2,418	-29.4%
December 2019	2,458	-26.0%
November 2019	2,649	-22.7%
October 2019	2,727	-16.9%
September 2019	2,697	-13.6%
August 2019	2,745	-13.4%
July 2019	2,929	-6.2%
June 2019	3,049	-4.2%

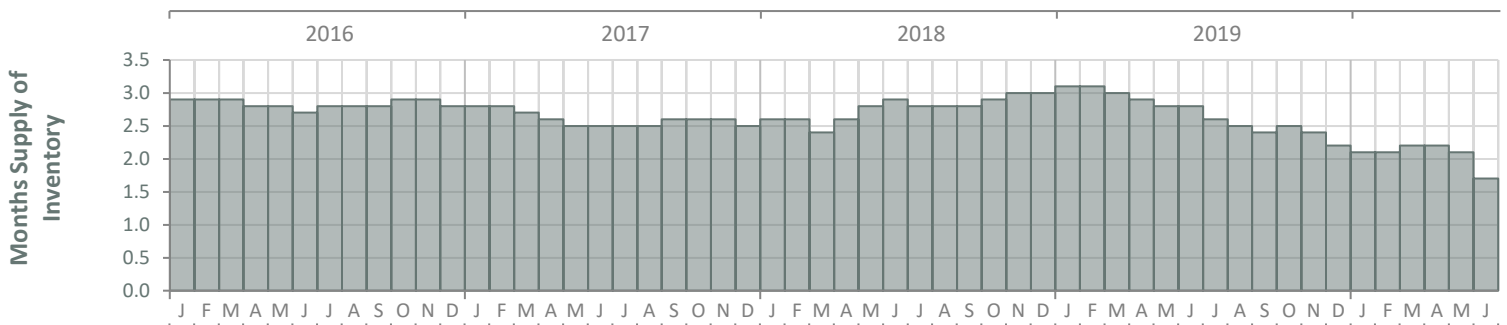


Months Supply of Inventory

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)	2.0	-33.3%
June 2020	1.7	-39.3%
May 2020	2.1	-25.0%
April 2020	2.2	-24.1%
March 2020	2.2	-26.7%
February 2020	2.1	-32.3%
January 2020	2.1	-32.3%
December 2019	2.2	-26.7%
November 2019	2.4	-20.0%
October 2019	2.5	-13.8%
September 2019	2.4	-14.3%
August 2019	2.5	-10.7%
July 2019	2.6	-7.1%
June 2019	2.8	-3.4%

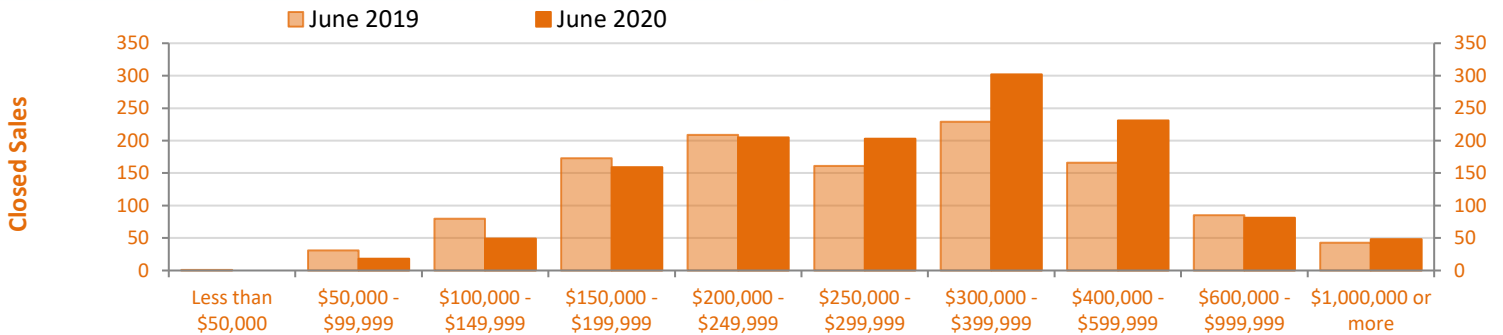


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	18	-41.9%
\$100,000 - \$149,999	49	-38.8%
\$150,000 - \$199,999	159	-8.1%
\$200,000 - \$249,999	205	-1.9%
\$250,000 - \$299,999	203	26.1%
\$300,000 - \$399,999	302	31.9%
\$400,000 - \$599,999	231	39.2%
\$600,000 - \$999,999	81	-4.7%
\$1,000,000 or more	48	11.6%

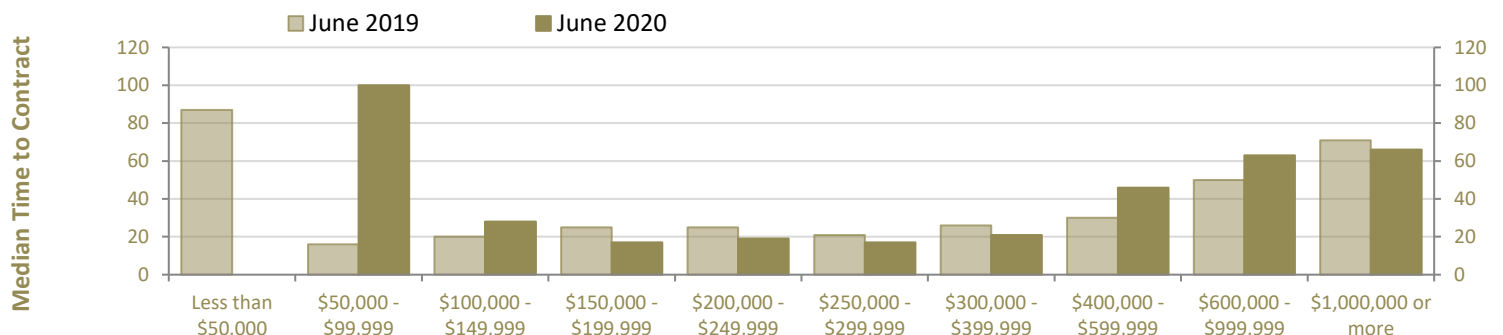


Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	100 Days	525.0%
\$100,000 - \$149,999	28 Days	40.0%
\$150,000 - \$199,999	17 Days	-32.0%
\$200,000 - \$249,999	19 Days	-24.0%
\$250,000 - \$299,999	17 Days	-19.0%
\$300,000 - \$399,999	21 Days	-19.2%
\$400,000 - \$599,999	46 Days	53.3%
\$600,000 - \$999,999	63 Days	26.0%
\$1,000,000 or more	66 Days	-7.0%

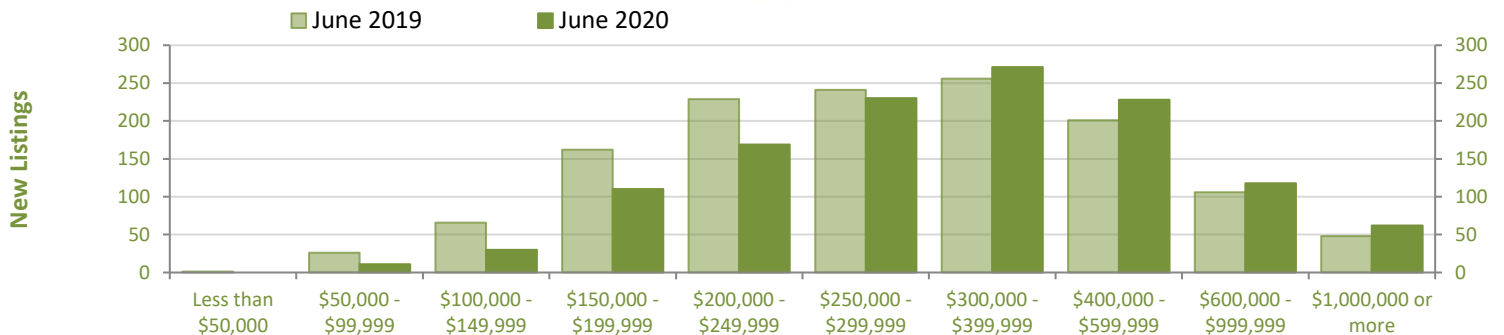


New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	11	-57.7%
\$100,000 - \$149,999	30	-54.5%
\$150,000 - \$199,999	110	-32.1%
\$200,000 - \$249,999	169	-26.2%
\$250,000 - \$299,999	230	-4.6%
\$300,000 - \$399,999	271	5.9%
\$400,000 - \$599,999	228	13.4%
\$600,000 - \$999,999	118	11.3%
\$1,000,000 or more	62	29.2%

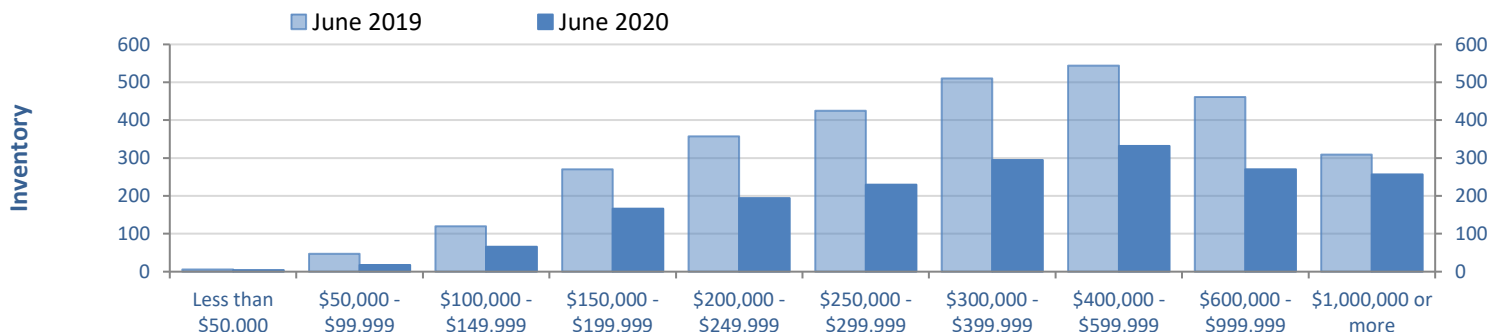


Inventory by Current Listing Price

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

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

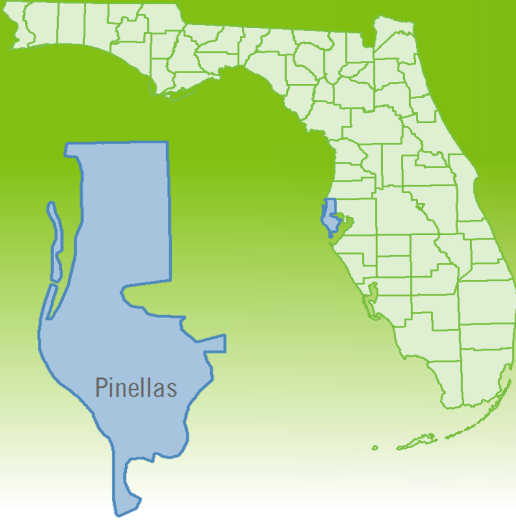
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	-33.3%
\$50,000 - \$99,999	18	-61.7%
\$100,000 - \$149,999	66	-45.0%
\$150,000 - \$199,999	166	-38.5%
\$200,000 - \$249,999	194	-45.7%
\$250,000 - \$299,999	230	-45.9%
\$300,000 - \$399,999	295	-42.2%
\$400,000 - \$599,999	332	-39.0%
\$600,000 - \$999,999	270	-41.4%
\$1,000,000 or more	257	-16.8%



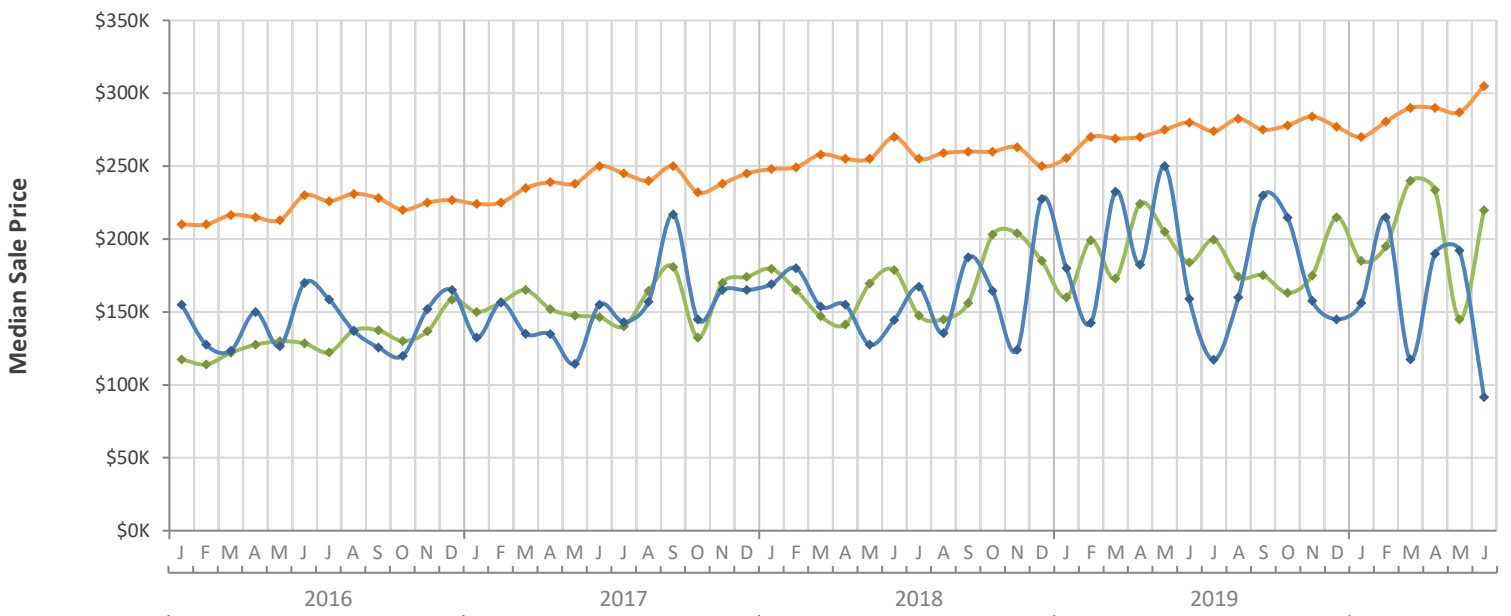
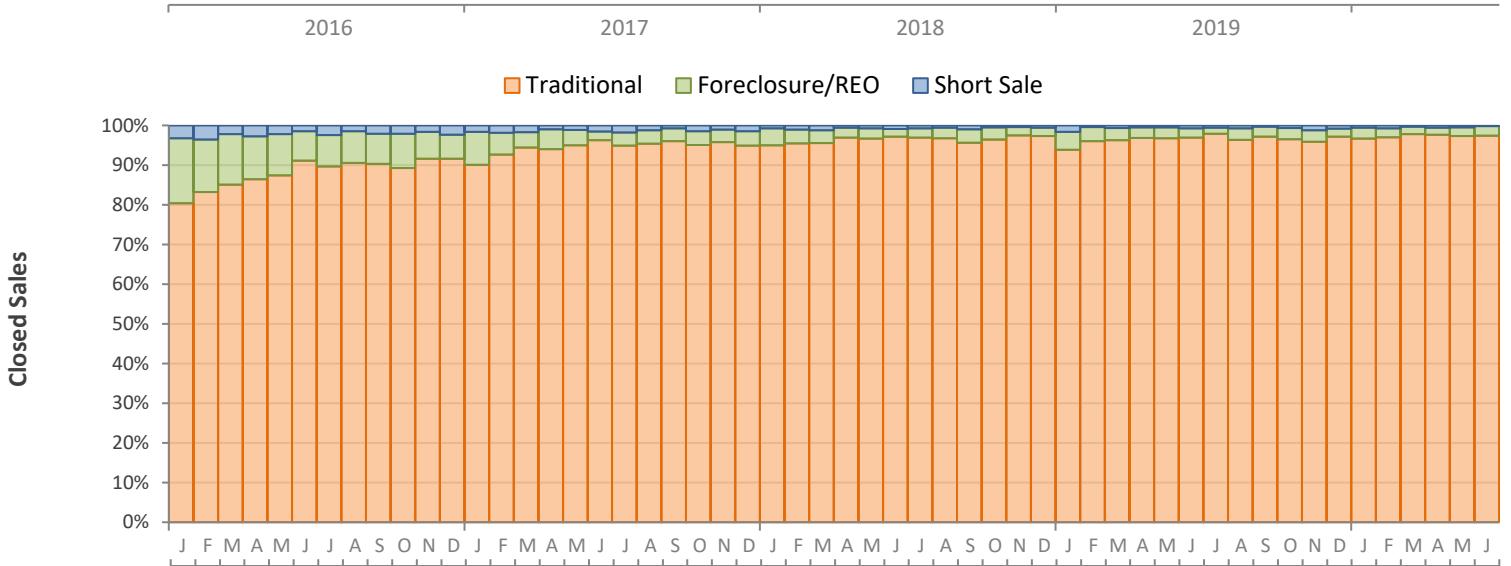
Monthly Distressed Market - June 2020

Single Family Homes

Pinellas County



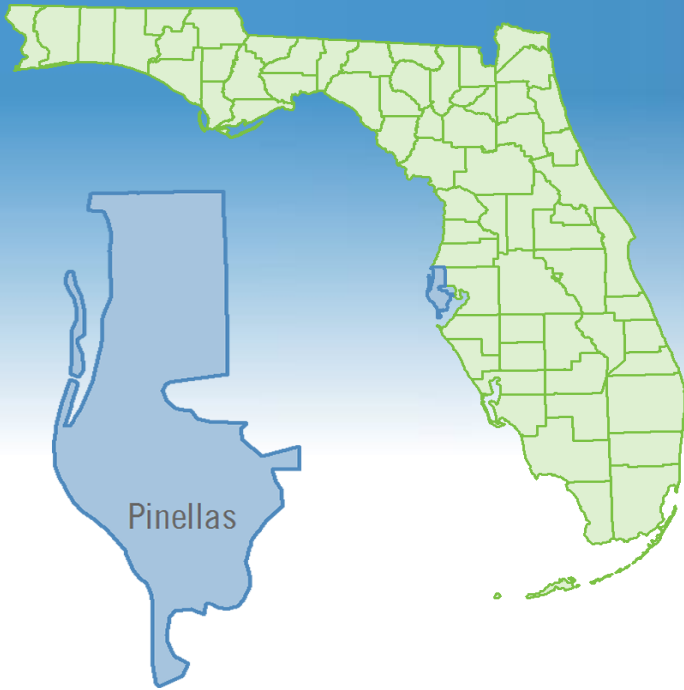
		June 2020	June 2019	Percent Change Year-over-Year
Traditional	Closed Sales	1,262	1,142	10.5%
	Median Sale Price	\$305,000	\$280,000	8.9%
Foreclosure/REO	Closed Sales	32	27	18.5%
	Median Sale Price	\$219,750	\$184,000	19.4%
Short Sale	Closed Sales	2	9	-77.8%
	Median Sale Price	\$91,500	\$159,000	-42.5%



Monthly Market Detail - June 2020

Townhouses and Condos

Pinellas County



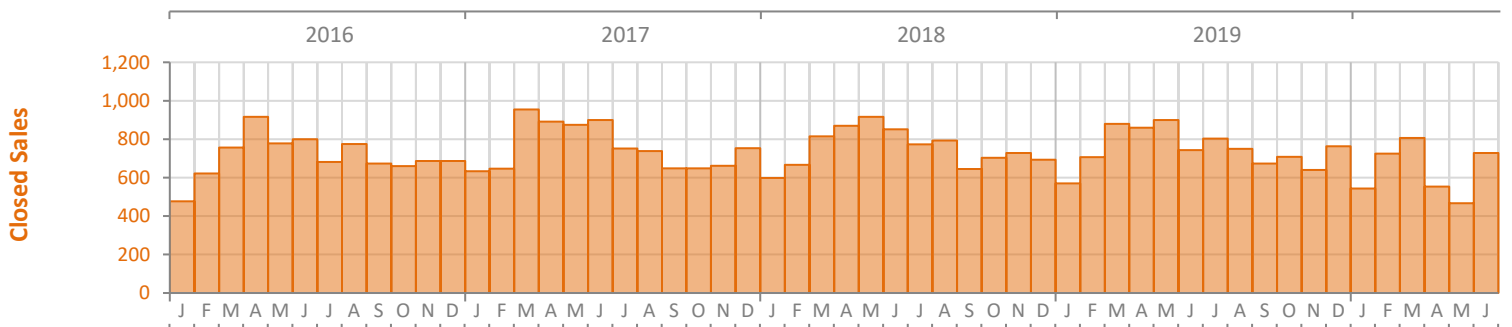
Summary Statistics	June 2020	June 2019	Percent Change Year-over-Year
Closed Sales	728	744	-2.2%
Paid in Cash	348	348	0.0%
Median Sale Price	\$205,000	\$173,000	18.5%
Average Sale Price	\$289,347	\$243,503	18.8%
Dollar Volume	\$210.6 Million	\$181.2 Million	16.3%
Median Percent of Original List Price Received	96.0%	94.5%	1.6%
Median Time to Contract	39 Days	43 Days	-9.3%
Median Time to Sale	81 Days	82 Days	-1.2%
New Pending Sales	966	768	25.8%
New Listings	839	764	9.8%
Pending Inventory	1,235	1,154	7.0%
Inventory (Active Listings)	1,967	2,359	-16.6%
Months Supply of Inventory	2.9	3.1	-6.5%

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	3,824	-17.9%
June 2020	728	-2.2%
May 2020	467	-48.1%
April 2020	553	-35.7%
March 2020	807	-8.2%
February 2020	725	2.7%
January 2020	544	-4.6%
December 2019	764	10.1%
November 2019	640	-12.1%
October 2019	709	0.7%
September 2019	674	4.5%
August 2019	750	-5.4%
July 2019	804	3.9%
June 2019	744	-12.7%

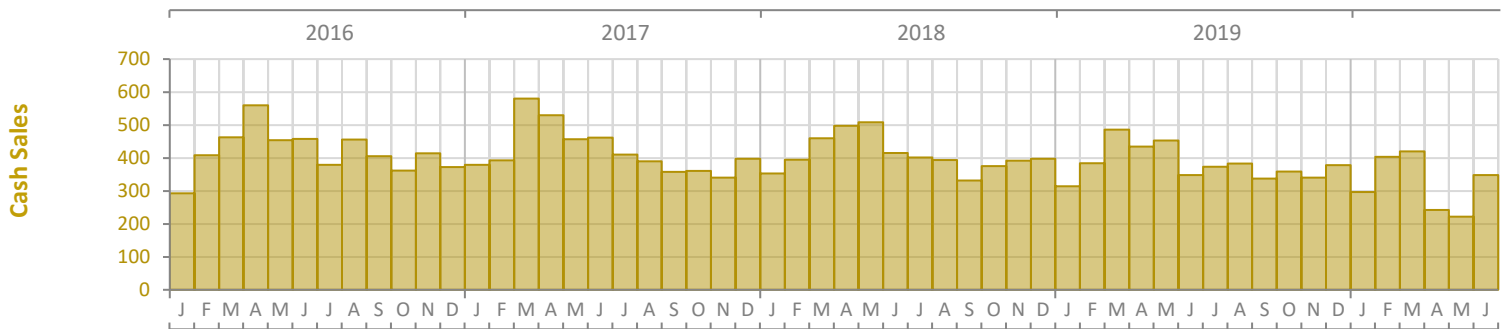


Cash Sales

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	1,932	-20.2%
June 2020	348	0.0%
May 2020	222	-51.0%
April 2020	242	-44.4%
March 2020	420	-13.6%
February 2020	403	4.9%
January 2020	297	-5.4%
December 2019	378	-5.0%
November 2019	340	-13.3%
October 2019	359	-4.3%
September 2019	337	1.5%
August 2019	383	-2.8%
July 2019	373	-7.2%
June 2019	348	-16.1%

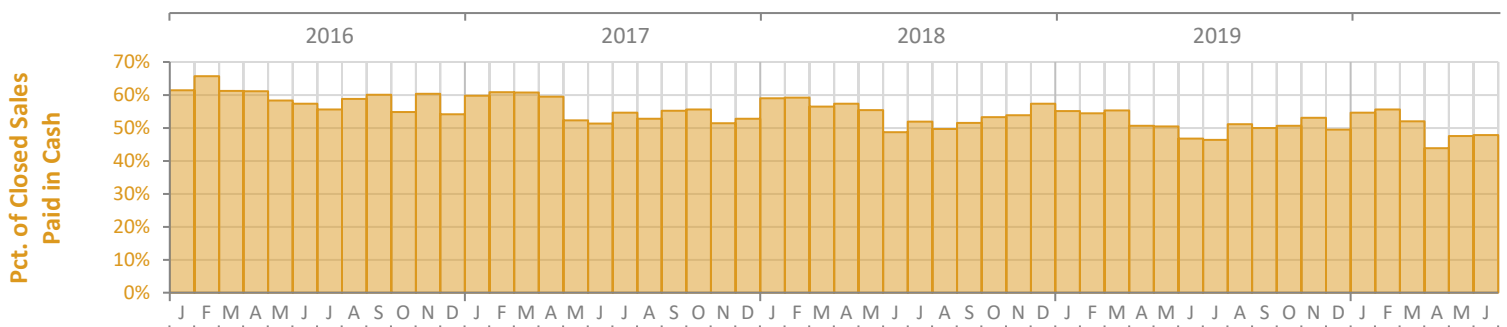


Cash Sales as a Percentage of Closed Sales

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	50.5%	-2.9%
June 2020	47.8%	2.1%
May 2020	47.5%	-5.8%
April 2020	43.8%	-13.4%
March 2020	52.0%	-6.0%
February 2020	55.6%	2.2%
January 2020	54.6%	-0.9%
December 2019	49.5%	-13.6%
November 2019	53.1%	-1.3%
October 2019	50.6%	-5.1%
September 2019	50.0%	-2.9%
August 2019	51.1%	2.8%
July 2019	46.4%	-10.6%
June 2019	46.8%	-3.9%

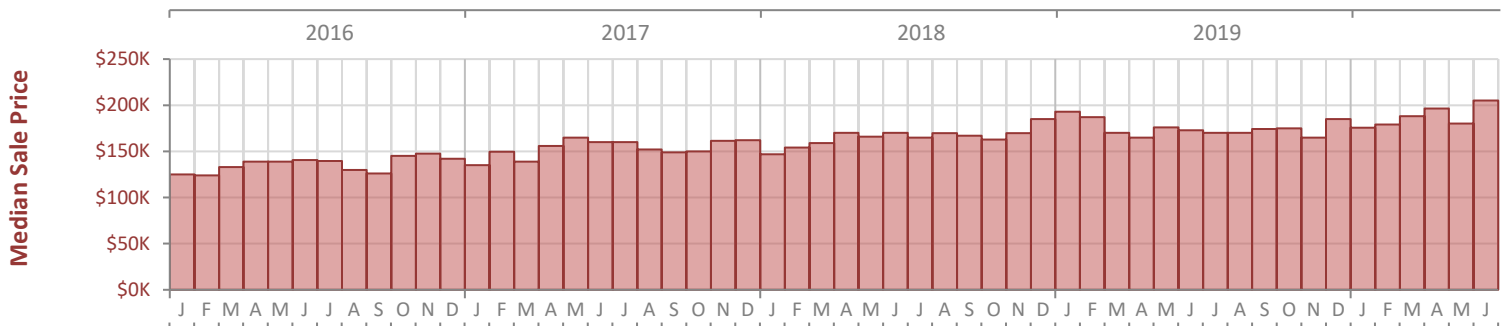


Median Sale Price

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	\$185,950	6.3%
June 2020	\$205,000	18.5%
May 2020	\$180,000	2.3%
April 2020	\$196,500	19.1%
March 2020	\$188,000	10.6%
February 2020	\$179,000	-4.3%
January 2020	\$175,500	-9.1%
December 2019	\$185,000	0.0%
November 2019	\$165,000	-2.9%
October 2019	\$175,000	7.5%
September 2019	\$174,250	4.3%
August 2019	\$170,000	0.1%
July 2019	\$170,000	3.1%
June 2019	\$173,000	1.8%

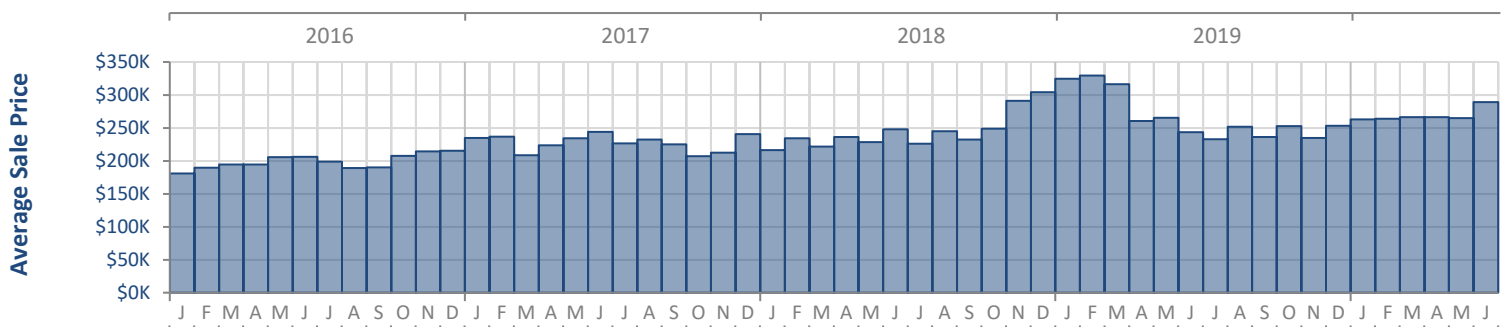


Average Sale Price

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	\$269,518	-6.3%
June 2020	\$289,347	18.8%
May 2020	\$264,894	-0.2%
April 2020	\$266,537	2.3%
March 2020	\$266,121	-15.9%
February 2020	\$263,642	-20.0%
January 2020	\$262,850	-19.1%
December 2019	\$253,087	-16.8%
November 2019	\$234,619	-19.4%
October 2019	\$252,832	1.7%
September 2019	\$236,438	1.8%
August 2019	\$251,882	2.9%
July 2019	\$232,726	3.0%
June 2019	\$243,503	-1.8%

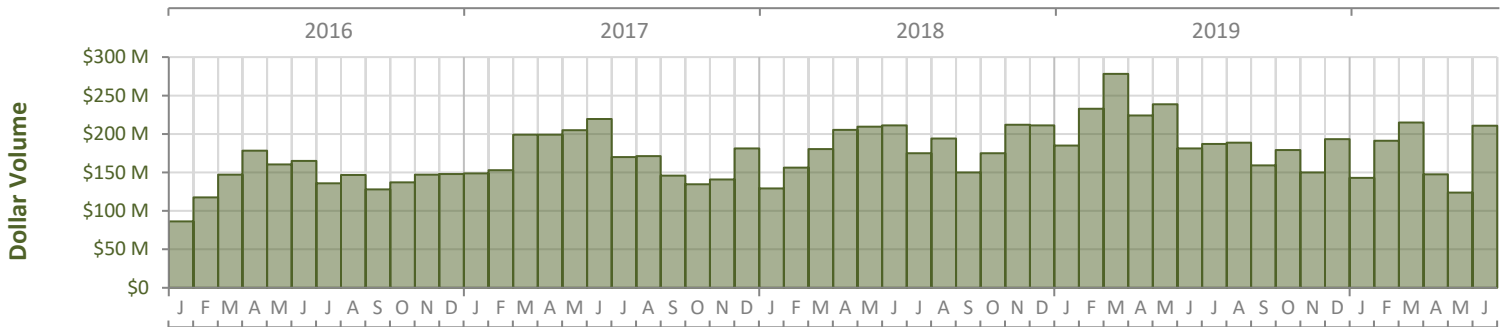


Dollar Volume

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	\$1.0 Billion	-23.1%
June 2020	\$210.6 Million	16.3%
May 2020	\$123.7 Million	-48.2%
April 2020	\$147.4 Million	-34.2%
March 2020	\$214.8 Million	-22.7%
February 2020	\$191.1 Million	-17.9%
January 2020	\$143.0 Million	-22.7%
December 2019	\$193.4 Million	-8.4%
November 2019	\$150.2 Million	-29.2%
October 2019	\$179.3 Million	2.4%
September 2019	\$159.4 Million	6.4%
August 2019	\$188.9 Million	-2.7%
July 2019	\$187.1 Million	7.0%
June 2019	\$181.2 Million	-14.3%

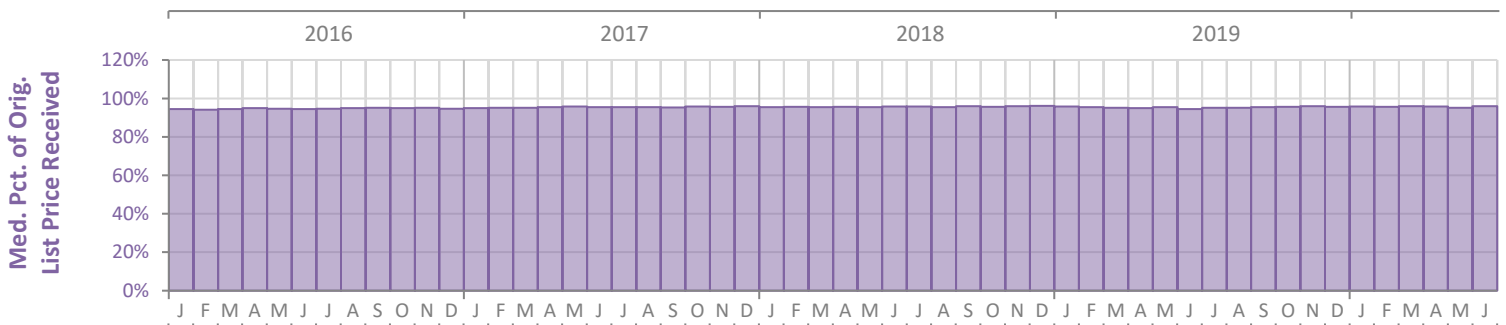


Median Percent of Original List Price Received

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	95.8%	0.6%
June 2020	96.0%	1.6%
May 2020	95.2%	-0.2%
April 2020	95.8%	0.9%
March 2020	96.0%	0.8%
February 2020	95.6%	0.2%
January 2020	95.8%	0.0%
December 2019	95.6%	-0.6%
November 2019	95.9%	-0.1%
October 2019	95.6%	-0.1%
September 2019	95.5%	-0.4%
August 2019	95.2%	-0.3%
July 2019	95.2%	-0.6%
June 2019	94.5%	-1.4%

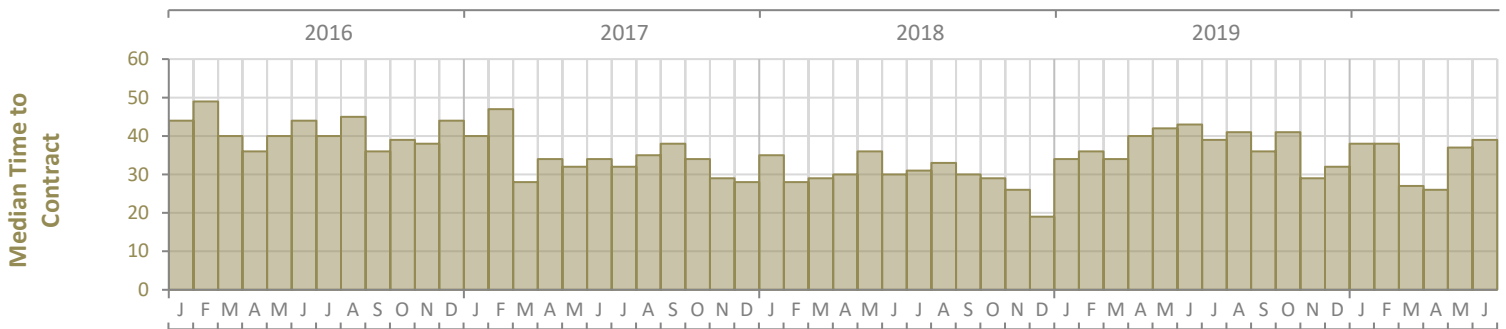


Median Time to Contract

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	34 Days	-12.8%
June 2020	39 Days	-9.3%
May 2020	37 Days	-11.9%
April 2020	26 Days	-35.0%
March 2020	27 Days	-20.6%
February 2020	38 Days	5.6%
January 2020	38 Days	11.8%
December 2019	32 Days	68.4%
November 2019	29 Days	11.5%
October 2019	41 Days	41.4%
September 2019	36 Days	20.0%
August 2019	41 Days	24.2%
July 2019	39 Days	25.8%
June 2019	43 Days	43.3%

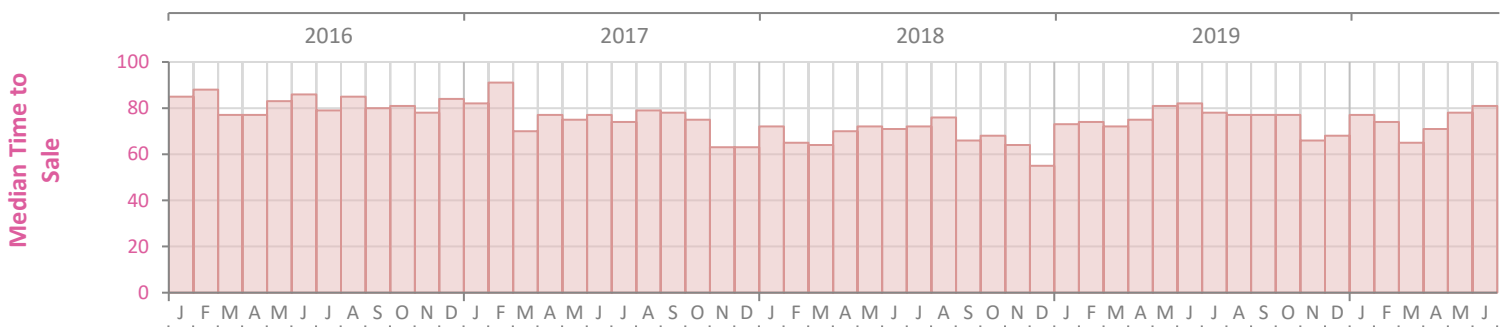


Median Time to Sale

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	74 Days	-3.9%
June 2020	81 Days	-1.2%
May 2020	78 Days	-3.7%
April 2020	71 Days	-5.3%
March 2020	65 Days	-9.7%
February 2020	74 Days	0.0%
January 2020	77 Days	5.5%
December 2019	68 Days	23.6%
November 2019	66 Days	3.1%
October 2019	77 Days	13.2%
September 2019	77 Days	16.7%
August 2019	77 Days	1.3%
July 2019	78 Days	8.3%
June 2019	82 Days	15.5%

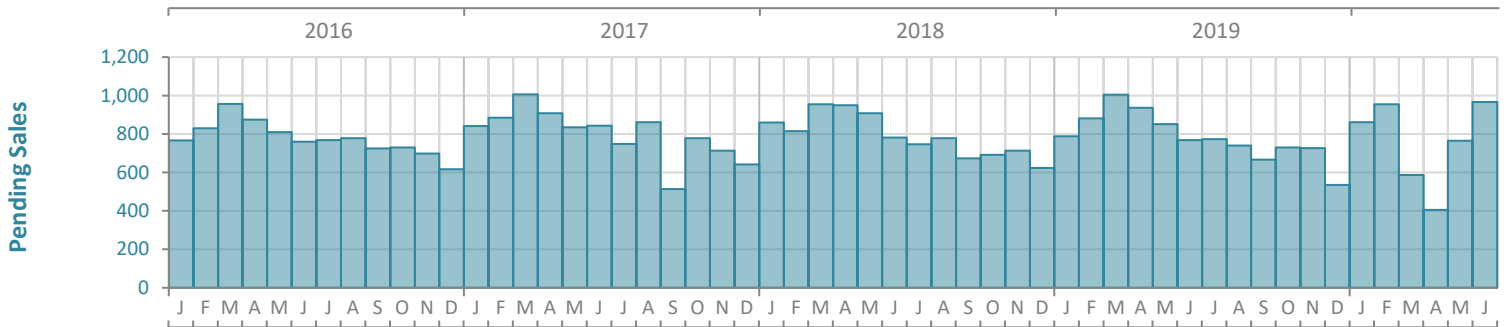


New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	4,539	-13.2%
June 2020	966	25.8%
May 2020	765	-10.1%
April 2020	406	-56.7%
March 2020	586	-41.6%
February 2020	954	8.2%
January 2020	862	9.3%
December 2019	535	-14.3%
November 2019	726	1.8%
October 2019	730	5.6%
September 2019	666	-1.2%
August 2019	740	-4.9%
July 2019	773	3.5%
June 2019	768	-1.7%

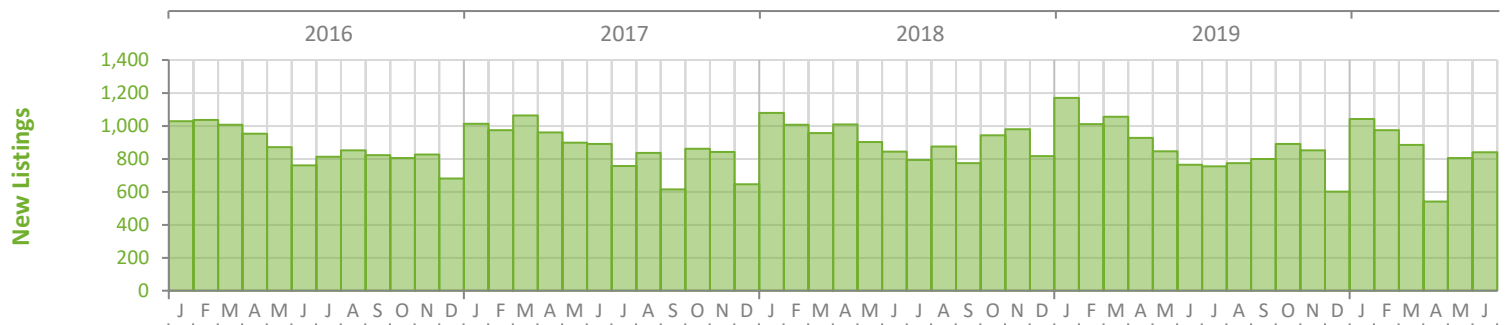


New Listings

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	5,085	-11.9%
June 2020	839	9.8%
May 2020	805	-4.7%
April 2020	541	-41.7%
March 2020	885	-16.2%
February 2020	973	-3.7%
January 2020	1,042	-11.0%
December 2019	602	-26.2%
November 2019	851	-13.1%
October 2019	891	-5.4%
September 2019	800	3.4%
August 2019	774	-11.5%
July 2019	754	-4.9%
June 2019	764	-9.4%

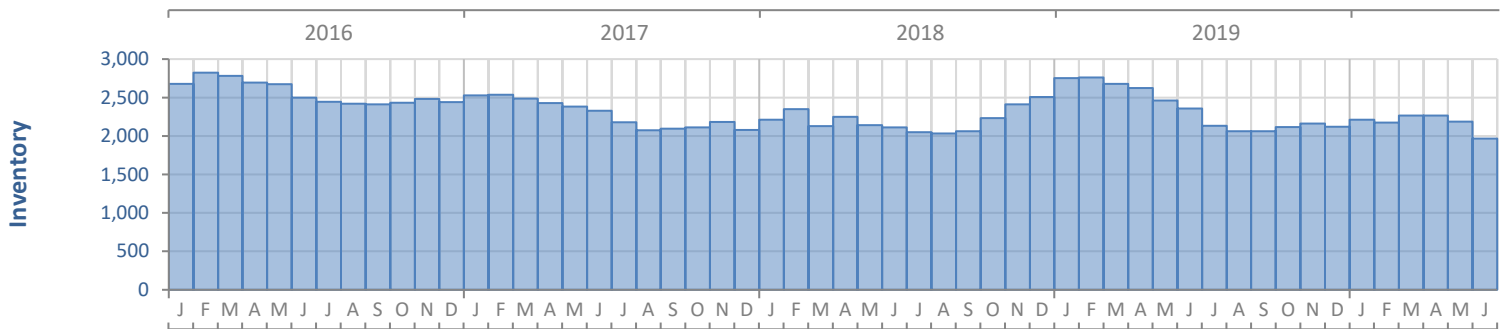


Inventory (Active Listings)

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)	2,180	-16.3%
June 2020	1,967	-16.6%
May 2020	2,188	-11.1%
April 2020	2,266	-13.6%
March 2020	2,268	-15.3%
February 2020	2,176	-21.2%
January 2020	2,213	-19.6%
December 2019	2,122	-15.3%
November 2019	2,161	-10.3%
October 2019	2,116	-5.2%
September 2019	2,063	0.1%
August 2019	2,061	1.4%
July 2019	2,133	4.0%
June 2019	2,359	11.8%

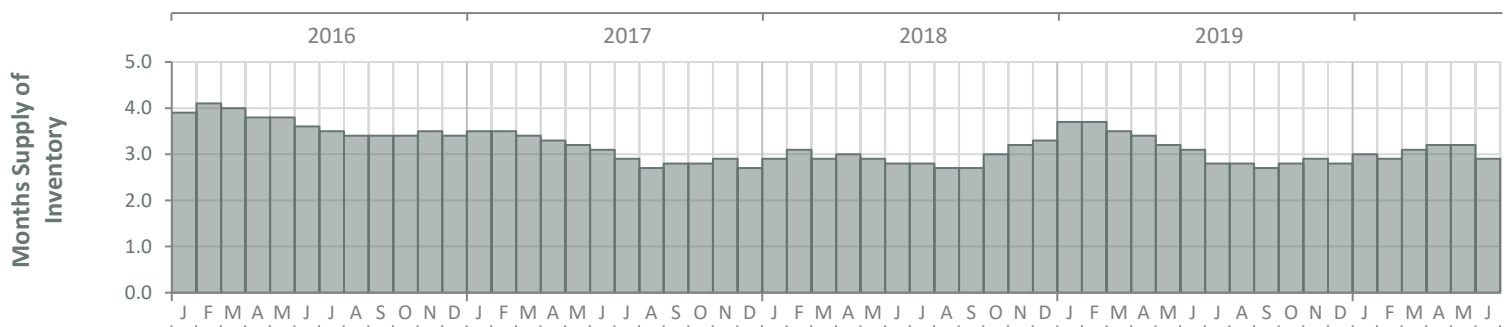


Months Supply of Inventory

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)	3.0	-11.8%
June 2020	2.9	-6.5%
May 2020	3.2	0.0%
April 2020	3.2	-5.9%
March 2020	3.1	-11.4%
February 2020	2.9	-21.6%
January 2020	3.0	-18.9%
December 2019	2.8	-15.2%
November 2019	2.9	-9.4%
October 2019	2.8	-6.7%
September 2019	2.7	0.0%
August 2019	2.8	3.7%
July 2019	2.8	0.0%
June 2019	3.1	10.7%



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	3	-85.7%
\$50,000 - \$99,999	97	-10.2%
\$100,000 - \$149,999	147	-16.9%
\$150,000 - \$199,999	110	-8.3%
\$200,000 - \$249,999	71	1.4%
\$250,000 - \$299,999	70	-2.8%
\$300,000 - \$399,999	90	26.8%
\$400,000 - \$599,999	86	48.3%
\$600,000 - \$999,999	37	5.7%
\$1,000,000 or more	17	41.7%

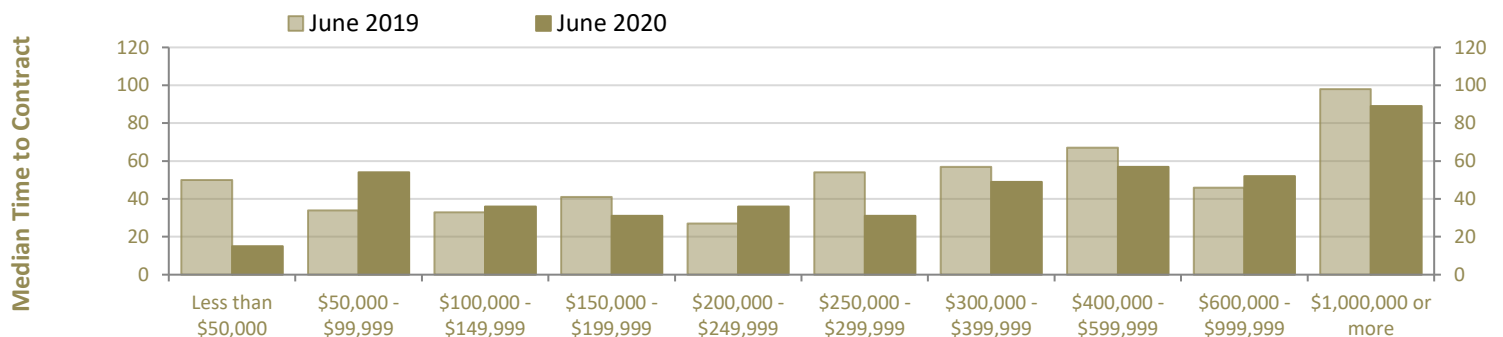


Median Time to Contract by Sale Price

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	15 Days	-70.0%
\$50,000 - \$99,999	54 Days	58.8%
\$100,000 - \$149,999	36 Days	9.1%
\$150,000 - \$199,999	31 Days	-24.4%
\$200,000 - \$249,999	36 Days	33.3%
\$250,000 - \$299,999	31 Days	-42.6%
\$300,000 - \$399,999	49 Days	-14.0%
\$400,000 - \$599,999	57 Days	-14.9%
\$600,000 - \$999,999	52 Days	13.0%
\$1,000,000 or more	89 Days	-9.2%



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	-63.6%
\$50,000 - \$99,999	106	-24.3%
\$100,000 - \$149,999	147	5.8%
\$150,000 - \$199,999	156	38.1%
\$200,000 - \$249,999	76	-13.6%
\$250,000 - \$299,999	81	0.0%
\$300,000 - \$399,999	105	43.8%
\$400,000 - \$599,999	89	41.3%
\$600,000 - \$999,999	58	38.1%
\$1,000,000 or more	17	21.4%

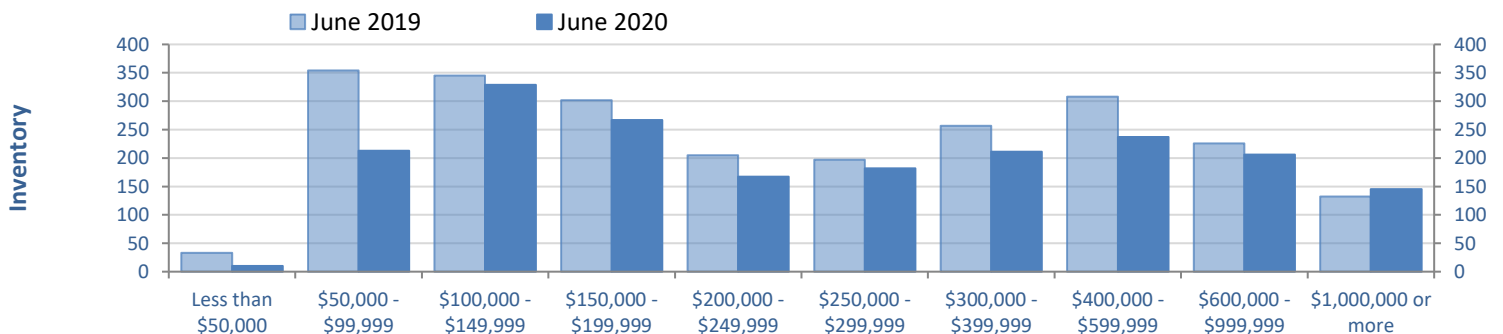


Inventory by Current Listing Price

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	10	-69.7%
\$50,000 - \$99,999	213	-39.8%
\$100,000 - \$149,999	329	-4.6%
\$150,000 - \$199,999	267	-11.6%
\$200,000 - \$249,999	167	-18.5%
\$250,000 - \$299,999	182	-7.6%
\$300,000 - \$399,999	211	-17.9%
\$400,000 - \$599,999	237	-23.1%
\$600,000 - \$999,999	206	-8.8%
\$1,000,000 or more	145	9.8%



Monthly Distressed Market - June 2020

Townhouses and Condos

Pinellas County



		June 2020	June 2019	Percent Change Year-over-Year
Traditional	Closed Sales	719	734	-2.0%
	Median Sale Price	\$205,000	\$173,500	18.2%
Foreclosure/REO	Closed Sales	9	10	-10.0%
	Median Sale Price	\$118,000	\$128,000	-7.8%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

