

# Monthly Market Detail - October 2020

## Townhouses and Condos

### Hillsborough County



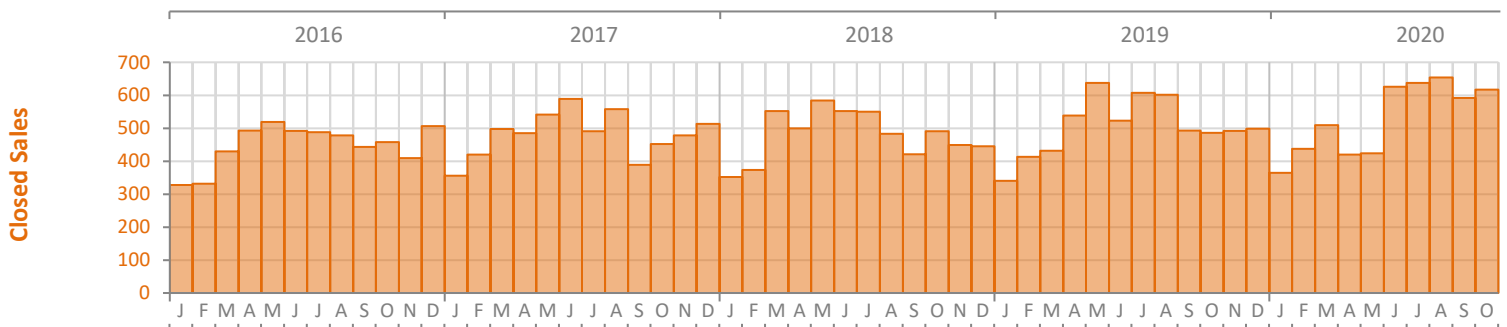
Summary Statistics	October 2020	October 2019	Percent Change Year-over-Year
Closed Sales	617	486	27.0%
Paid in Cash	187	152	23.0%
Median Sale Price	\$189,900	\$179,245	5.9%
Average Sale Price	\$240,666	\$212,565	13.2%
Dollar Volume	\$148.5 Million	\$103.3 Million	43.7%
Median Percent of Original List Price Received	98.0%	97.2%	0.8%
Median Time to Contract	17 Days	31 Days	-45.2%
Median Time to Sale	59 Days	72 Days	-18.1%
New Pending Sales	604	527	14.6%
New Listings	666	563	18.3%
Pending Inventory	861	776	11.0%
Inventory (Active Listings)	894	1,212	-26.2%
Months Supply of Inventory	1.7	2.4	-29.2%

## 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	5,281	4.1%
<b>October 2020</b>	<b>617</b>	<b>27.0%</b>
September 2020	592	20.1%
August 2020	654	8.6%
July 2020	637	4.9%
June 2020	626	19.7%
May 2020	424	-33.4%
April 2020	420	-21.9%
March 2020	509	17.8%
February 2020	437	5.8%
January 2020	365	7.4%
December 2019	499	12.1%
November 2019	492	9.6%
October 2019	486	-1.0%

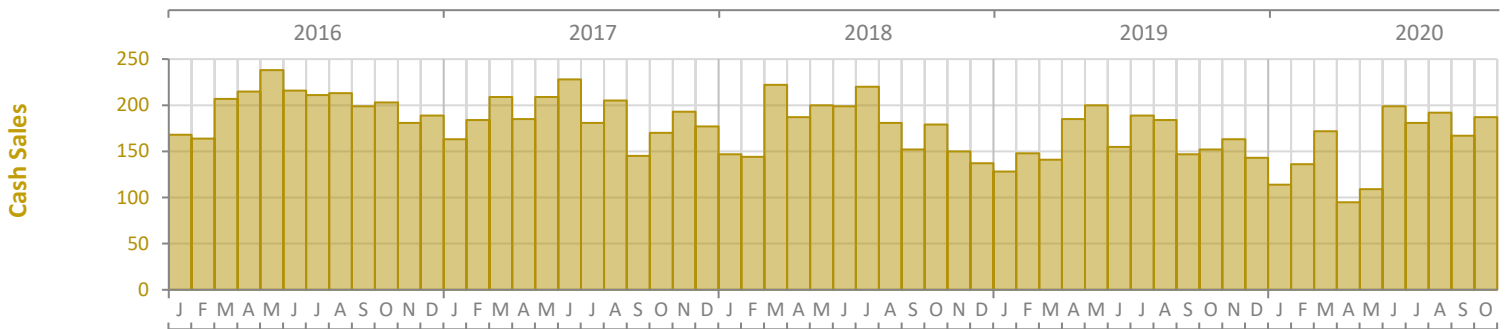


## Cash Sales

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	1,552	-4.7%
<b>October 2020</b>	<b>187</b>	<b>23.0%</b>
September 2020	167	13.6%
August 2020	192	4.3%
July 2020	181	-4.2%
June 2020	199	28.4%
May 2020	109	-45.5%
April 2020	95	-48.6%
March 2020	172	22.0%
February 2020	136	-8.1%
January 2020	114	-10.9%
December 2019	143	4.4%
November 2019	163	8.7%
October 2019	152	-15.1%

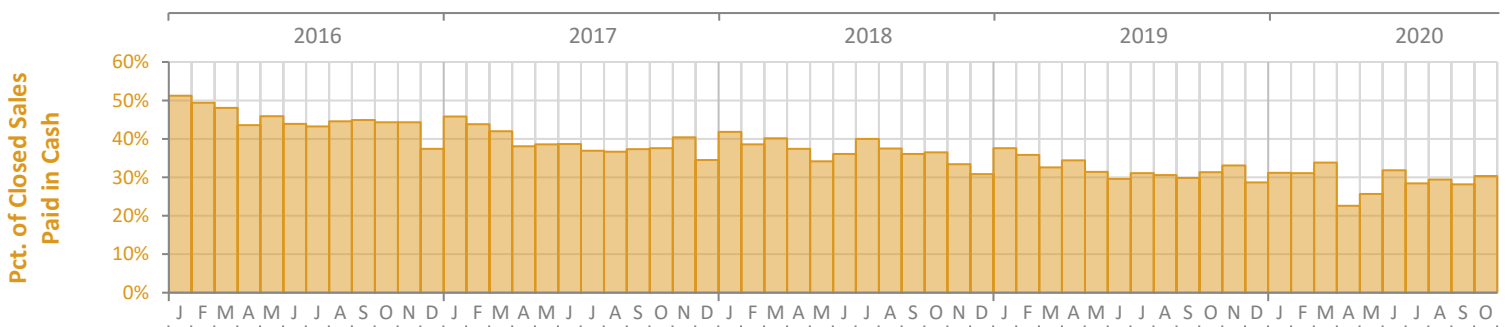


## Cash Sales as a Percentage of Closed Sales

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	29.4%	-8.4%
<b>October 2020</b>	<b>30.3%</b>	<b>-3.2%</b>
September 2020	28.2%	-5.4%
August 2020	29.4%	-3.9%
July 2020	28.4%	-8.7%
June 2020	31.8%	7.4%
May 2020	25.7%	-18.2%
April 2020	22.6%	-34.3%
March 2020	33.8%	3.7%
February 2020	31.1%	-13.1%
January 2020	31.2%	-17.0%
December 2019	28.7%	-6.8%
November 2019	33.1%	-0.9%
October 2019	31.3%	-14.2%

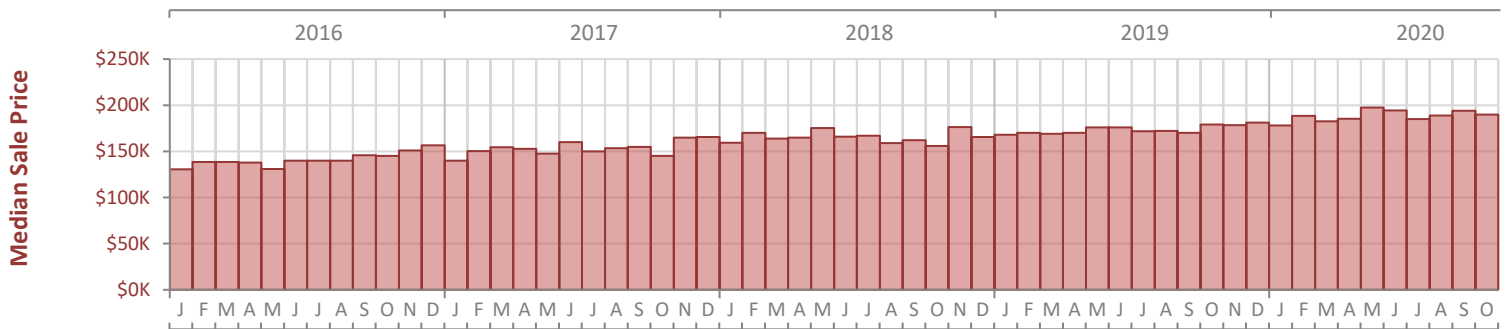


## Median Sale Price

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	\$188,990	9.2%
<b>October 2020</b>	<b>\$189,900</b>	<b>5.9%</b>
September 2020	\$194,005	14.1%
August 2020	\$189,000	9.8%
July 2020	\$185,000	7.6%
June 2020	\$194,450	10.5%
May 2020	\$197,450	12.2%
April 2020	\$185,320	9.0%
March 2020	\$182,500	7.9%
February 2020	\$188,400	10.8%
January 2020	\$177,910	5.9%
December 2019	\$181,350	9.6%
November 2019	\$178,450	1.1%
October 2019	\$179,245	15.0%

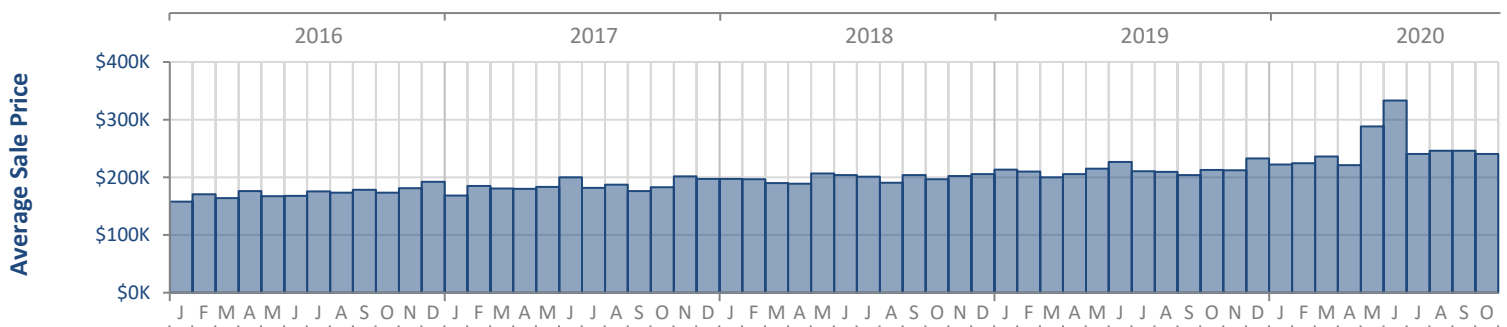


## Average Sale Price

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	\$252,195	19.5%
<b>October 2020</b>	<b>\$240,666</b>	<b>13.2%</b>
September 2020	\$245,965	20.5%
August 2020	\$245,994	17.3%
July 2020	\$240,737	14.2%
June 2020	\$333,472	47.2%
May 2020	\$288,502	34.2%
April 2020	\$221,054	7.5%
March 2020	\$236,121	17.9%
February 2020	\$224,710	7.0%
January 2020	\$222,486	4.3%
December 2019	\$232,754	13.3%
November 2019	\$212,032	4.9%
October 2019	\$212,565	8.0%



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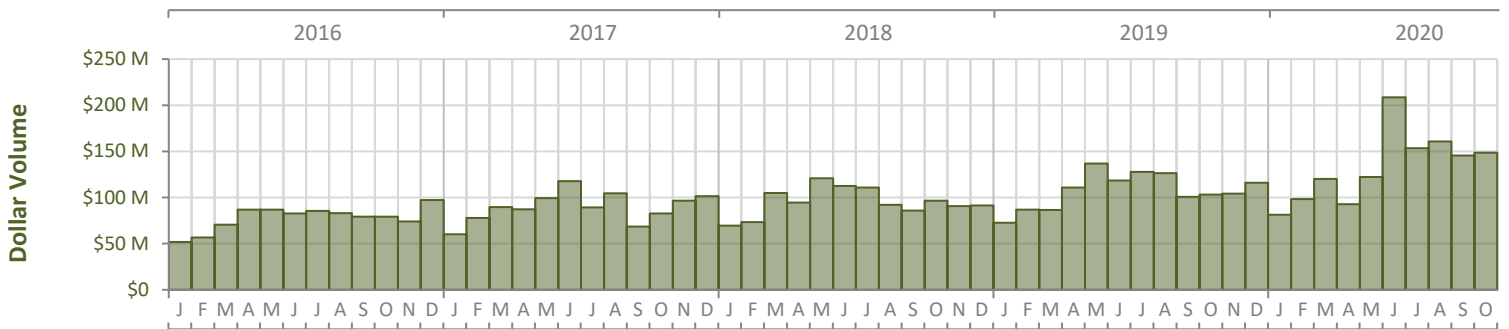


## Dollar Volume

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	\$1.3 Billion	24.5%
<b>October 2020</b>	<b>\$148.5 Million</b>	<b>43.7%</b>
September 2020	\$145.6 Million	44.7%
August 2020	\$160.9 Million	27.4%
July 2020	\$153.3 Million	19.9%
June 2020	\$208.8 Million	76.2%
May 2020	\$122.3 Million	-10.7%
April 2020	\$92.8 Million	-16.1%
March 2020	\$120.2 Million	39.0%
February 2020	\$98.2 Million	13.2%
January 2020	\$81.2 Million	11.9%
December 2019	\$116.1 Million	27.1%
November 2019	\$104.3 Million	14.9%
October 2019	\$103.3 Million	6.9%

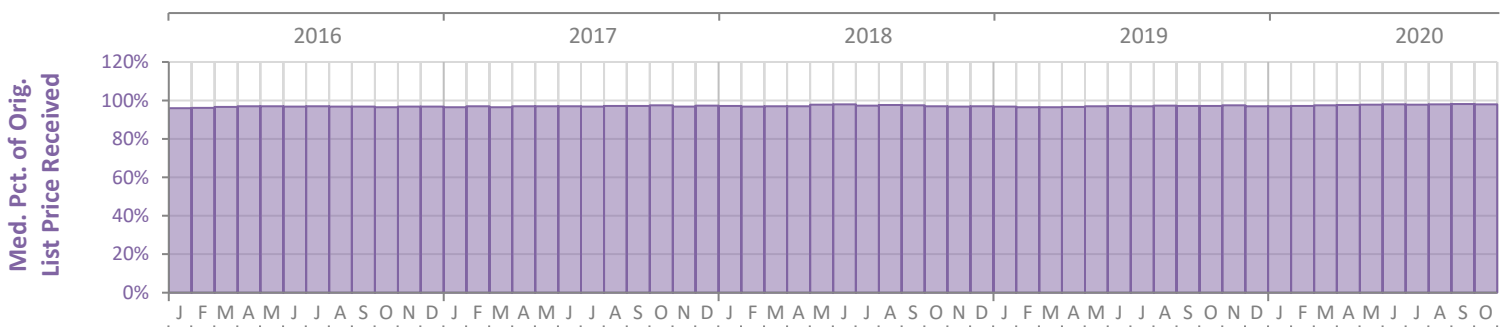


## Median Percent of Original List Price Received

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	97.8%	0.9%
<b>October 2020</b>	<b>98.0%</b>	<b>0.8%</b>
September 2020	98.2%	1.1%
August 2020	98.0%	0.7%
July 2020	97.8%	0.9%
June 2020	97.9%	0.8%
May 2020	97.8%	0.9%
April 2020	97.6%	1.0%
March 2020	97.4%	0.9%
February 2020	97.1%	0.6%
January 2020	97.0%	0.2%
December 2019	96.9%	0.0%
November 2019	97.4%	0.6%
October 2019	97.2%	0.3%

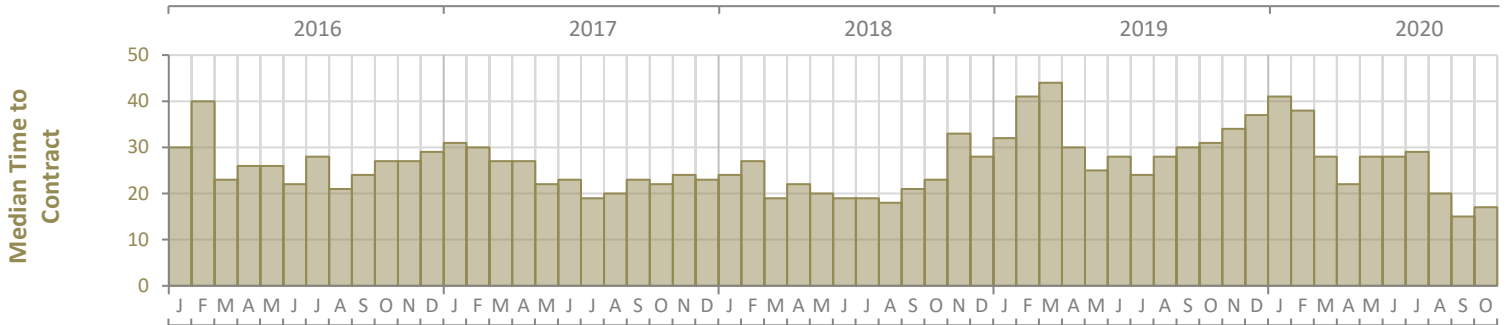


## Median Time to Contract

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	-16.7%
<b>October 2020</b>	<b>17 Days</b>	<b>-45.2%</b>
September 2020	15 Days	-50.0%
August 2020	20 Days	-28.6%
July 2020	29 Days	20.8%
June 2020	28 Days	0.0%
May 2020	28 Days	12.0%
April 2020	22 Days	-26.7%
March 2020	28 Days	-36.4%
February 2020	38 Days	-7.3%
January 2020	41 Days	28.1%
December 2019	37 Days	32.1%
November 2019	34 Days	3.0%
October 2019	31 Days	34.8%

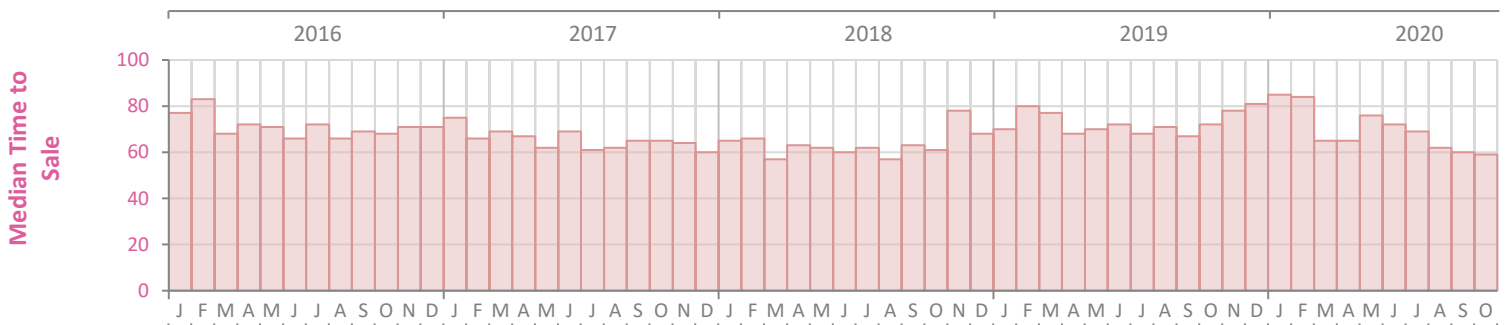


## Median Time to Sale

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	68 Days	-4.2%
<b>October 2020</b>	<b>59 Days</b>	<b>-18.1%</b>
September 2020	60 Days	-10.4%
August 2020	62 Days	-12.7%
July 2020	69 Days	1.5%
June 2020	72 Days	0.0%
May 2020	76 Days	8.6%
April 2020	65 Days	-4.4%
March 2020	65 Days	-15.6%
February 2020	84 Days	5.0%
January 2020	85 Days	21.4%
December 2019	81 Days	19.1%
November 2019	78 Days	0.0%
October 2019	72 Days	18.0%

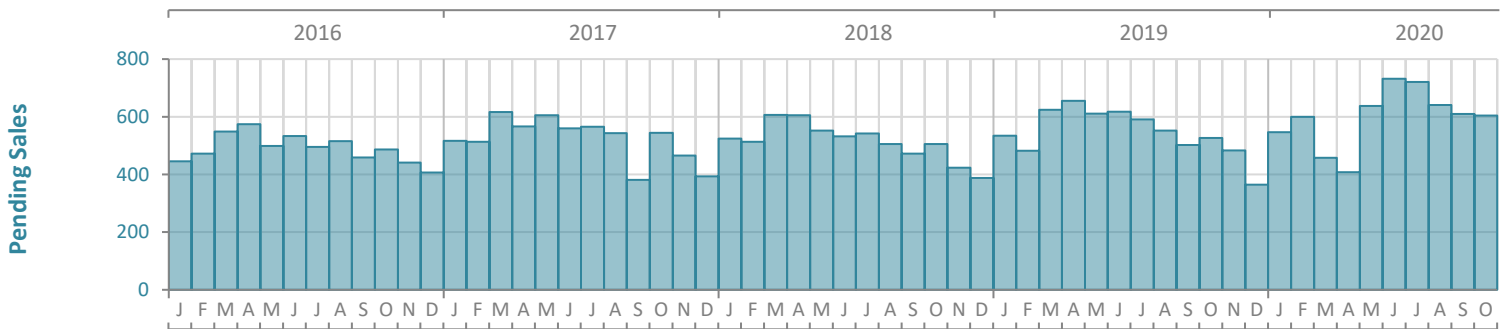


## New Pending Sales

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	5,959	4.6%
<b>October 2020</b>	<b>604</b>	<b>14.6%</b>
September 2020	610	21.5%
August 2020	641	16.1%
July 2020	721	22.0%
June 2020	732	18.4%
May 2020	638	4.4%
April 2020	408	-37.7%
March 2020	458	-26.6%
February 2020	600	24.5%
January 2020	547	2.4%
December 2019	365	-5.9%
November 2019	483	14.2%
October 2019	527	4.4%

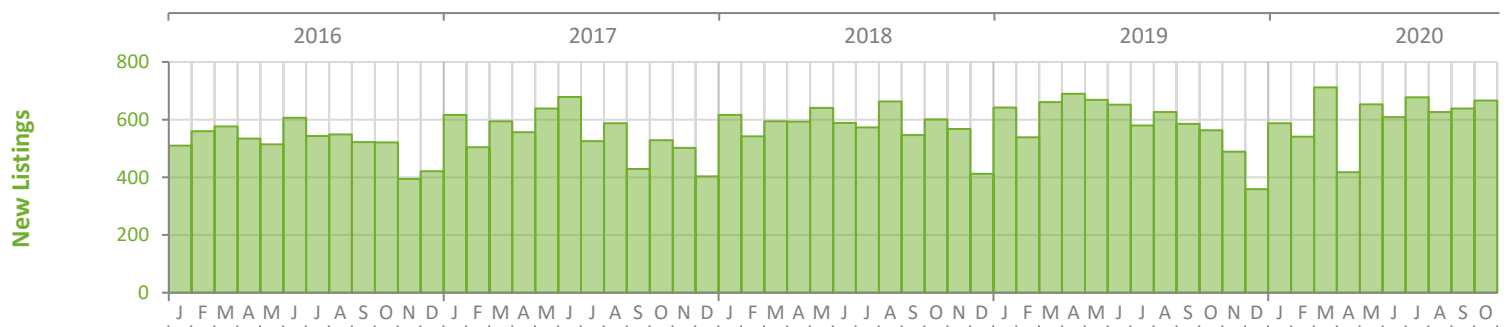


## New Listings

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	6,129	-1.3%
<b>October 2020</b>	<b>666</b>	<b>18.3%</b>
September 2020	639	9.2%
August 2020	626	0.0%
July 2020	677	16.7%
June 2020	609	-6.6%
May 2020	653	-2.4%
April 2020	418	-39.4%
March 2020	712	7.7%
February 2020	541	0.4%
January 2020	588	-8.4%
December 2019	359	-12.9%
November 2019	489	-13.9%
October 2019	563	-6.3%



# Monthly Market Detail - October 2020

## Townhouses and Condos

### Hillsborough County

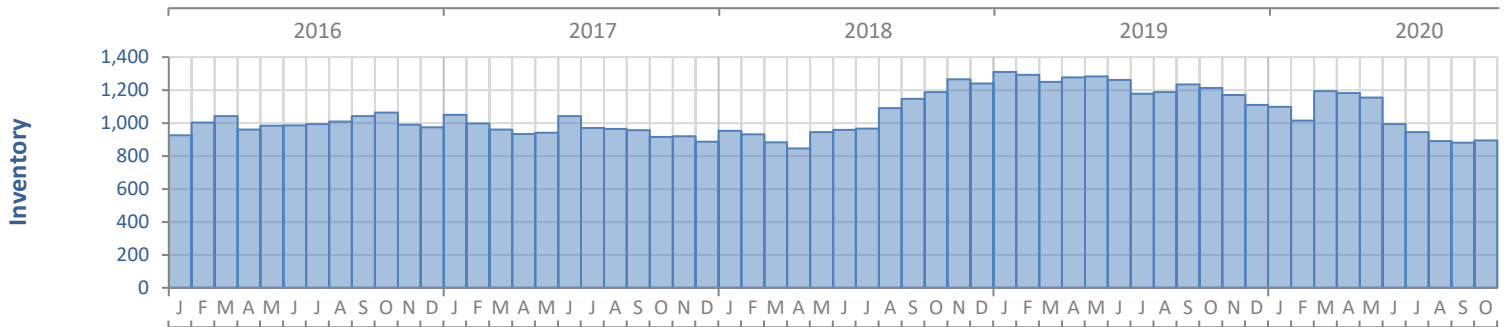


## Inventory (Active Listings)

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)	1,024	-18.0%
<b>October 2020</b>	<b>894</b>	<b>-26.2%</b>
September 2020	880	-28.7%
August 2020	891	-24.9%
July 2020	945	-19.8%
June 2020	993	-21.3%
May 2020	1,154	-10.1%
April 2020	1,182	-7.4%
March 2020	1,193	-4.6%
February 2020	1,014	-21.5%
January 2020	1,098	-16.2%
December 2019	1,109	-10.6%
November 2019	1,171	-7.5%
October 2019	1,212	2.1%

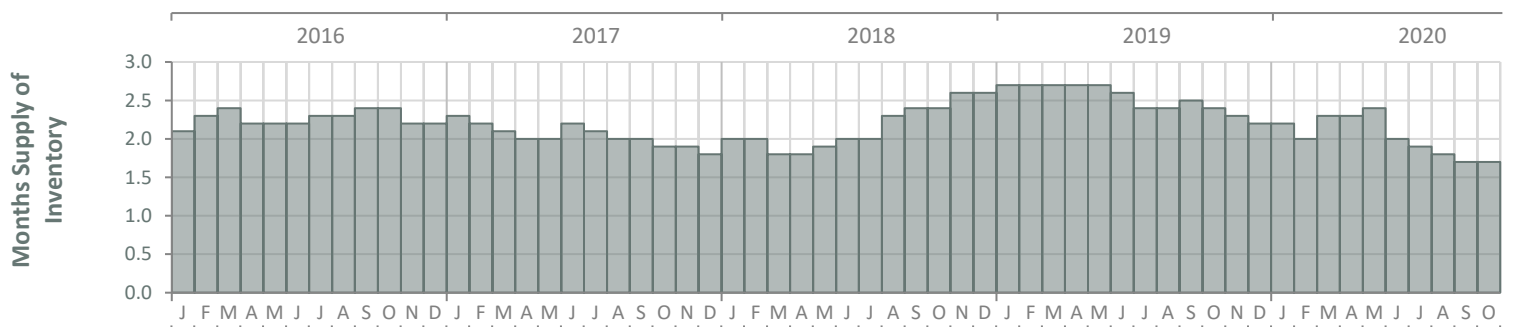


## Months Supply of Inventory

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	-23.1%
<b>October 2020</b>	<b>1.7</b>	<b>-29.2%</b>
September 2020	1.7	-32.0%
August 2020	1.8	-25.0%
July 2020	1.9	-20.8%
June 2020	2.0	-23.1%
May 2020	2.4	-11.1%
April 2020	2.3	-14.8%
March 2020	2.3	-14.8%
February 2020	2.0	-25.9%
January 2020	2.2	-18.5%
December 2019	2.2	-15.4%
November 2019	2.3	-11.5%
October 2019	2.4	0.0%

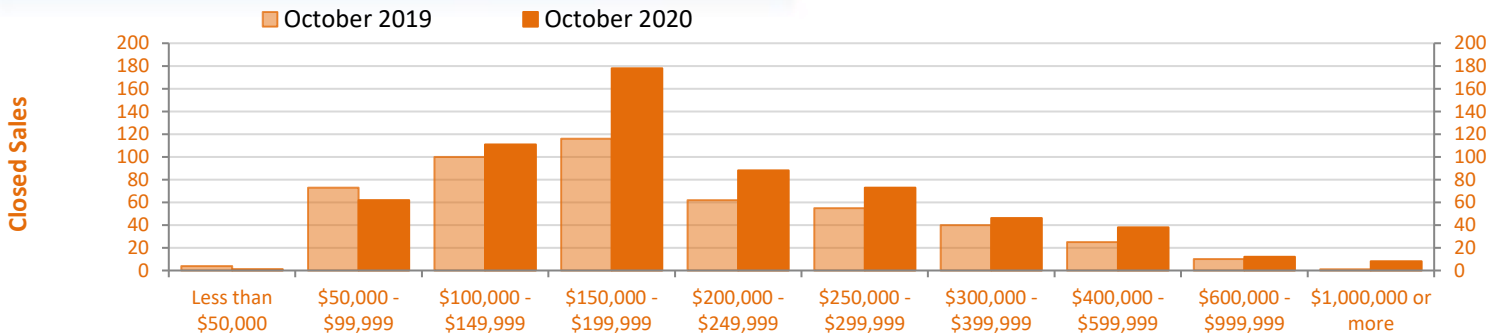


## Closed Sales by Sale Price

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	1	-75.0%
\$50,000 - \$99,999	62	-15.1%
\$100,000 - \$149,999	111	11.0%
\$150,000 - \$199,999	178	53.4%
\$200,000 - \$249,999	88	41.9%
\$250,000 - \$299,999	73	32.7%
\$300,000 - \$399,999	46	15.0%
\$400,000 - \$599,999	38	52.0%
\$600,000 - \$999,999	12	20.0%
\$1,000,000 or more	8	700.0%

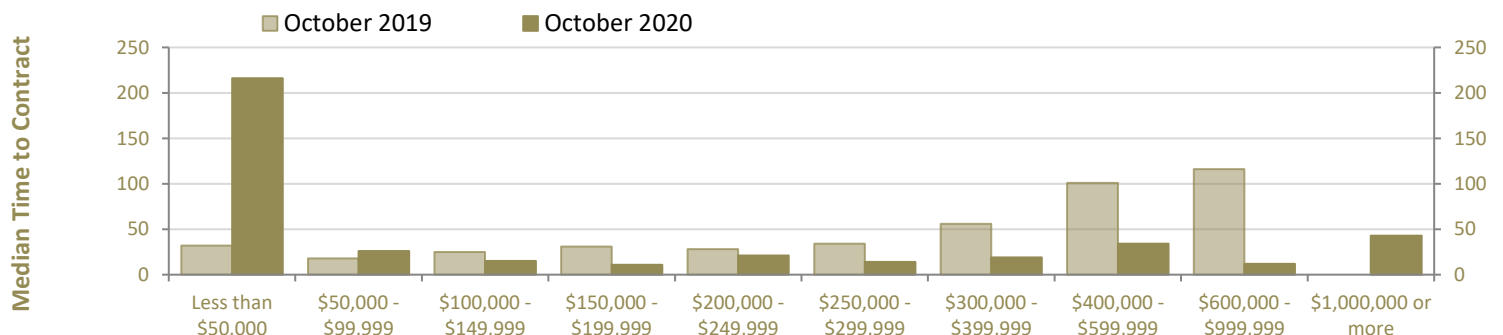


## Median Time to Contract by Sale Price

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	216 Days	575.0%
\$50,000 - \$99,999	26 Days	44.4%
\$100,000 - \$149,999	15 Days	-40.0%
\$150,000 - \$199,999	11 Days	-64.5%
\$200,000 - \$249,999	21 Days	-25.0%
\$250,000 - \$299,999	14 Days	-58.8%
\$300,000 - \$399,999	19 Days	-66.1%
\$400,000 - \$599,999	34 Days	-66.3%
\$600,000 - \$999,999	12 Days	-89.7%
\$1,000,000 or more	43 Days	N/A





## 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	44	-36.2%
\$100,000 - \$149,999	130	7.4%
\$150,000 - \$199,999	160	3.9%
\$200,000 - \$249,999	109	60.3%
\$250,000 - \$299,999	81	76.1%
\$300,000 - \$399,999	60	46.3%
\$400,000 - \$599,999	57	32.6%
\$600,000 - \$999,999	17	13.3%
\$1,000,000 or more	8	100.0%

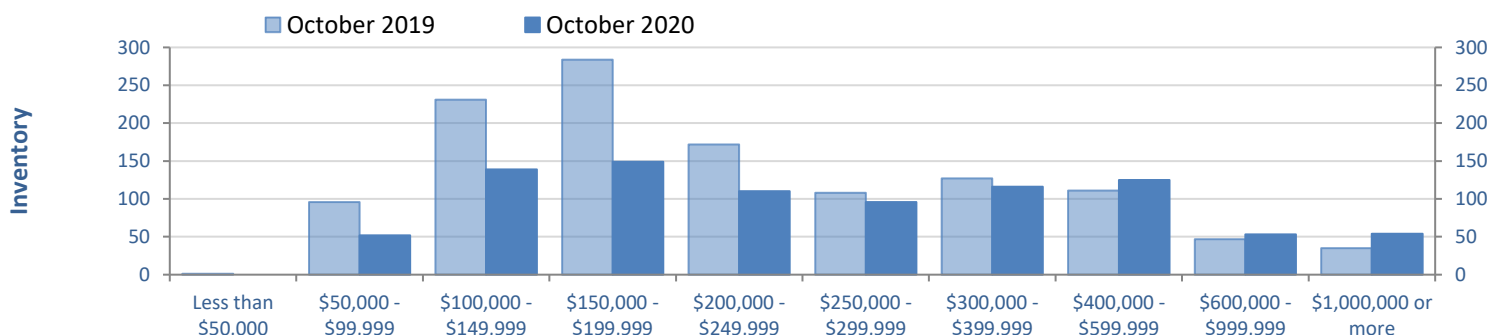


## Inventory by Current Listing Price

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	0	-100.0%
\$50,000 - \$99,999	52	-45.8%
\$100,000 - \$149,999	139	-39.8%
\$150,000 - \$199,999	149	-47.5%
\$200,000 - \$249,999	110	-36.0%
\$250,000 - \$299,999	96	-11.1%
\$300,000 - \$399,999	116	-8.7%
\$400,000 - \$599,999	125	12.6%
\$600,000 - \$999,999	53	12.8%
\$1,000,000 or more	54	54.3%



# Monthly Distressed Market - October 2020

## Townhouses and Condos

### Hillsborough County



		October 2020	October 2019	Percent Change Year-over-Year
Traditional	Closed Sales	614	474	29.5%
	Median Sale Price	\$189,900	\$181,245	4.8%
Foreclosure/REO	Closed Sales	3	8	-62.5%
	Median Sale Price	\$159,900	\$111,000	44.1%
Short Sale	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$107,750	N/A

