

Monthly Market Detail - March 2021

Townhouses and Condos

Hillsborough County



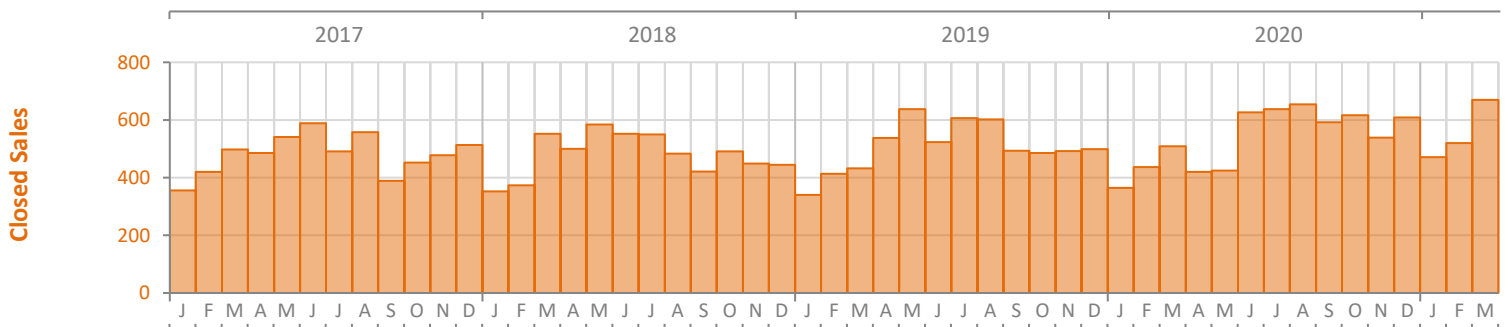
Summary Statistics	March 2021	March 2020	Percent Change Year-over-Year
Closed Sales	670	509	31.6%
Paid in Cash	215	172	25.0%
Median Sale Price	\$215,000	\$182,500	17.8%
Average Sale Price	\$286,440	\$236,121	21.3%
Dollar Volume	\$191.9 Million	\$120.2 Million	59.7%
Median Percent of Original List Price Received	99.6%	97.4%	2.3%
Median Time to Contract	11 Days	28 Days	-60.7%
Median Time to Sale	52 Days	65 Days	-20.0%
New Pending Sales	717	458	56.6%
New Listings	670	712	-5.9%
Pending Inventory	994	732	35.8%
Inventory (Active Listings)	382	1,193	-68.0%
Months Supply of Inventory	0.7	2.3	-69.6%

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	1,661	26.7%
March 2021	670	31.6%
February 2021	520	19.0%
January 2021	471	29.0%
December 2020	609	22.0%
November 2020	539	9.6%
October 2020	617	27.0%
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%



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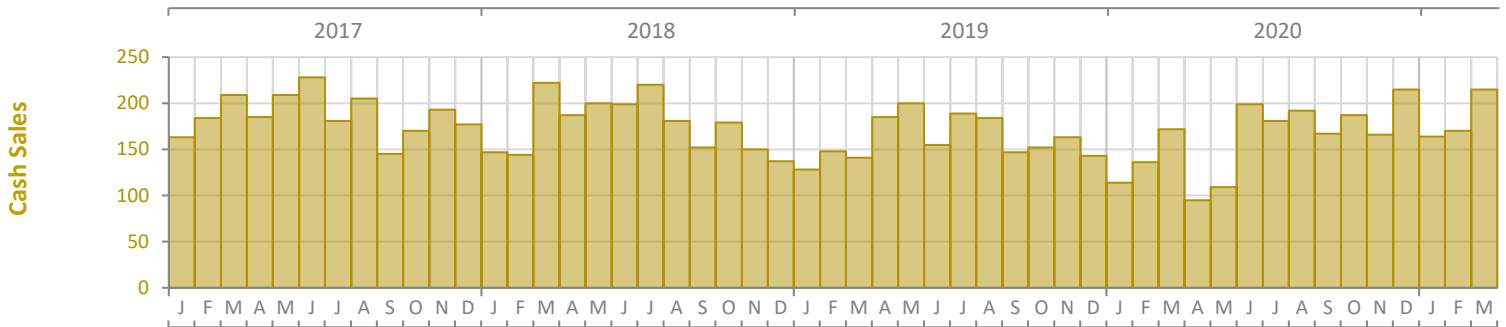


Cash Sales

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	549	30.1%
March 2021	215	25.0%
February 2021	170	25.0%
January 2021	164	43.9%
December 2020	215	50.3%
November 2020	166	1.8%
October 2020	187	23.0%
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%

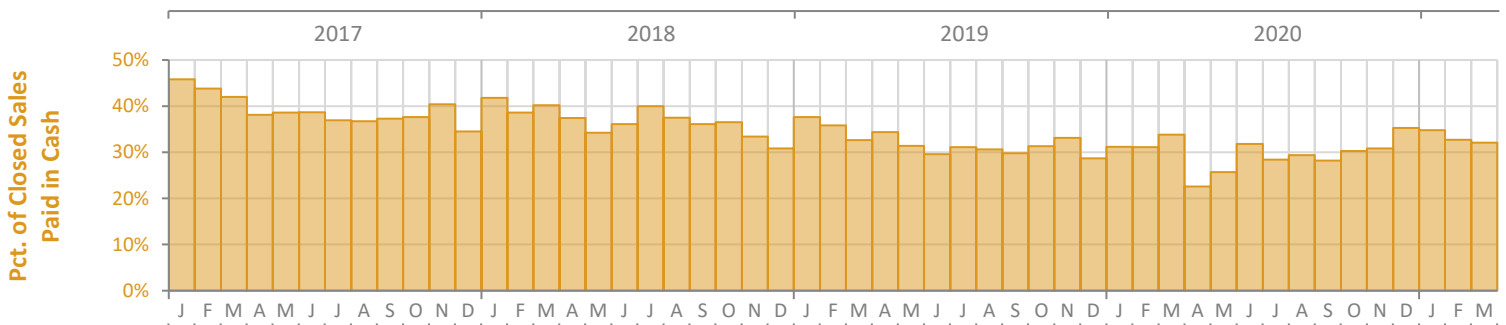


Cash Sales as a Percentage of Closed Sales

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	33.1%	2.8%
March 2021	32.1%	-5.0%
February 2021	32.7%	5.1%
January 2021	34.8%	11.5%
December 2020	35.3%	23.0%
November 2020	30.8%	-6.9%
October 2020	30.3%	-3.2%
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%



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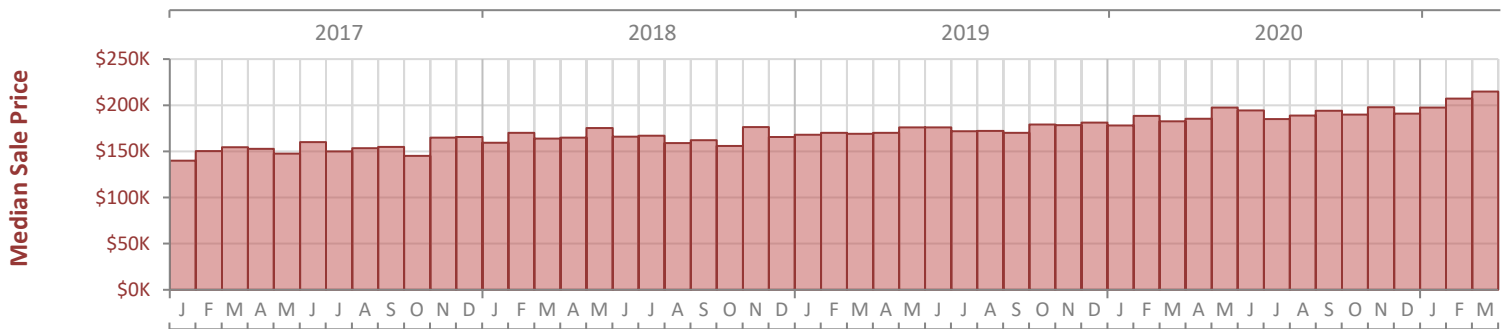


Median Sale Price

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	\$208,000	12.4%
March 2021	\$215,000	17.8%
February 2021	\$207,310	10.0%
January 2021	\$197,500	11.0%
December 2020	\$191,000	5.3%
November 2020	\$197,900	10.9%
October 2020	\$189,900	5.9%
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%

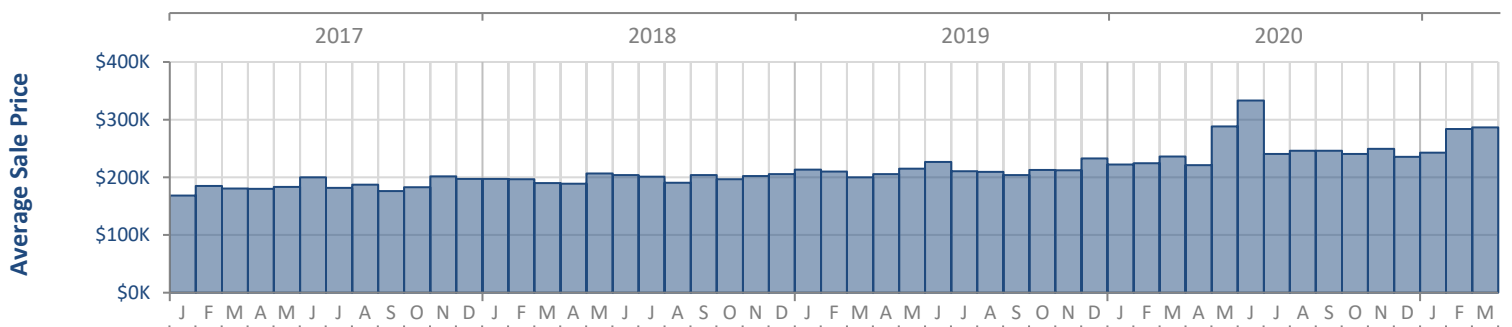


Average Sale Price

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	\$273,185	19.5%
March 2021	\$286,440	21.3%
February 2021	\$283,831	26.3%
January 2021	\$242,577	9.0%
December 2020	\$235,658	1.2%
November 2020	\$249,157	17.5%
October 2020	\$240,666	13.2%
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%



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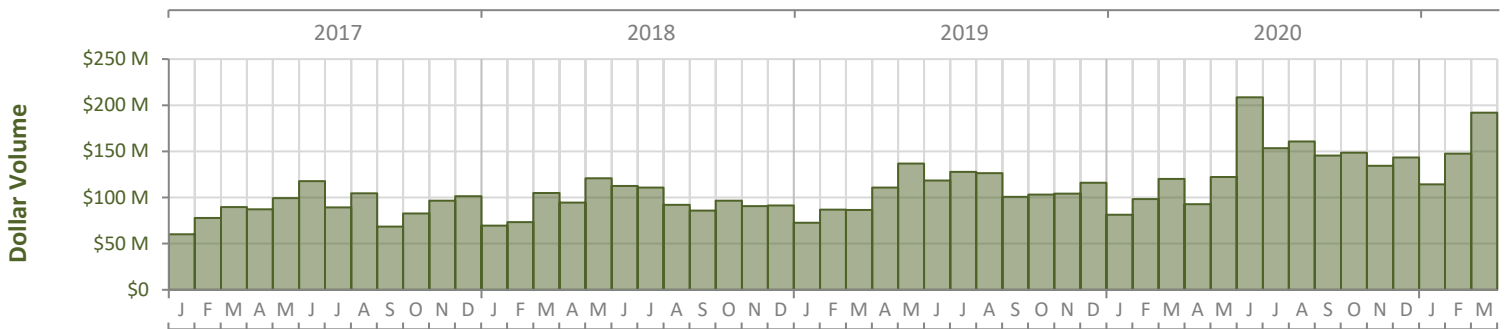


Dollar Volume

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	\$453.8 Million	51.5%
March 2021	\$191.9 Million	59.7%
February 2021	\$147.6 Million	50.3%
January 2021	\$114.3 Million	40.7%
December 2020	\$143.5 Million	23.6%
November 2020	\$134.3 Million	28.7%
October 2020	\$148.5 Million	43.7%
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%

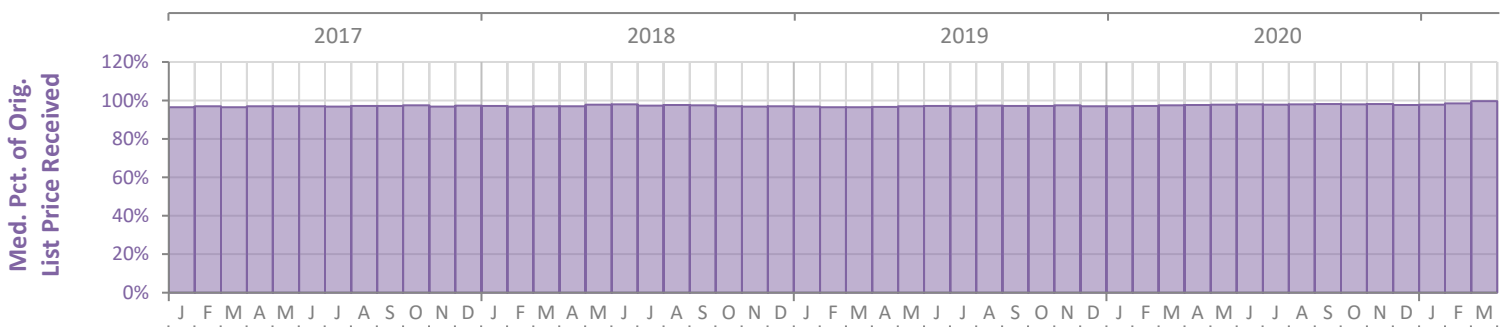


Median Percent of Original List Price Received

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	98.5%	1.3%
March 2021	99.6%	2.3%
February 2021	98.4%	1.3%
January 2021	97.8%	0.8%
December 2020	97.6%	0.7%
November 2020	98.1%	0.7%
October 2020	98.0%	0.8%
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%

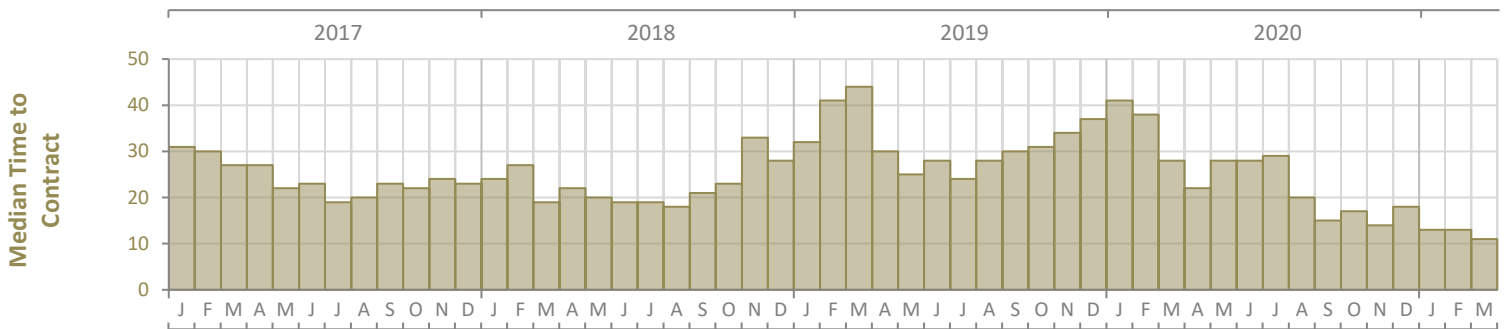


Median Time to Contract

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	13 Days	-63.9%
March 2021	11 Days	-60.7%
February 2021	13 Days	-65.8%
January 2021	13 Days	-68.3%
December 2020	18 Days	-51.4%
November 2020	14 Days	-58.8%
October 2020	17 Days	-45.2%
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%

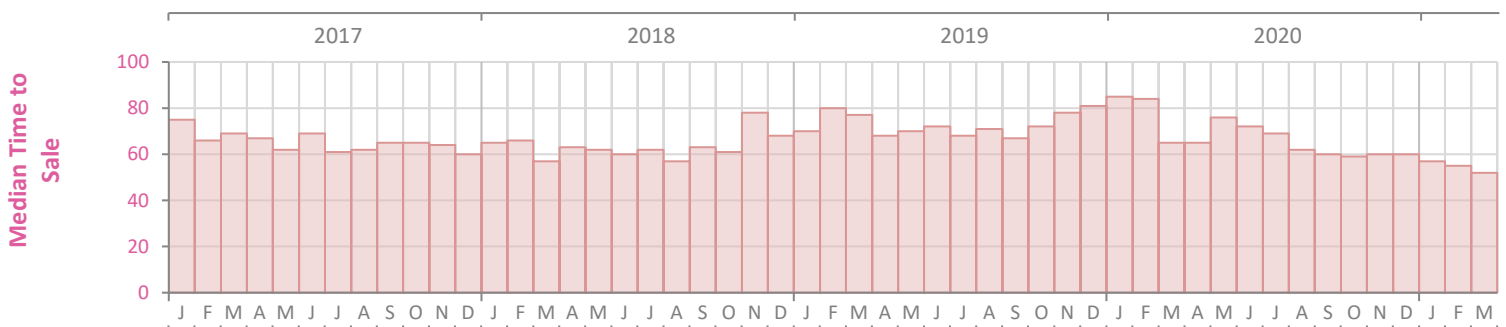


Median Time to Sale

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	54 Days	-31.6%
March 2021	52 Days	-20.0%
February 2021	55 Days	-34.5%
January 2021	57 Days	-32.9%
December 2020	60 Days	-25.9%
November 2020	60 Days	-23.1%
October 2020	59 Days	-18.1%
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%

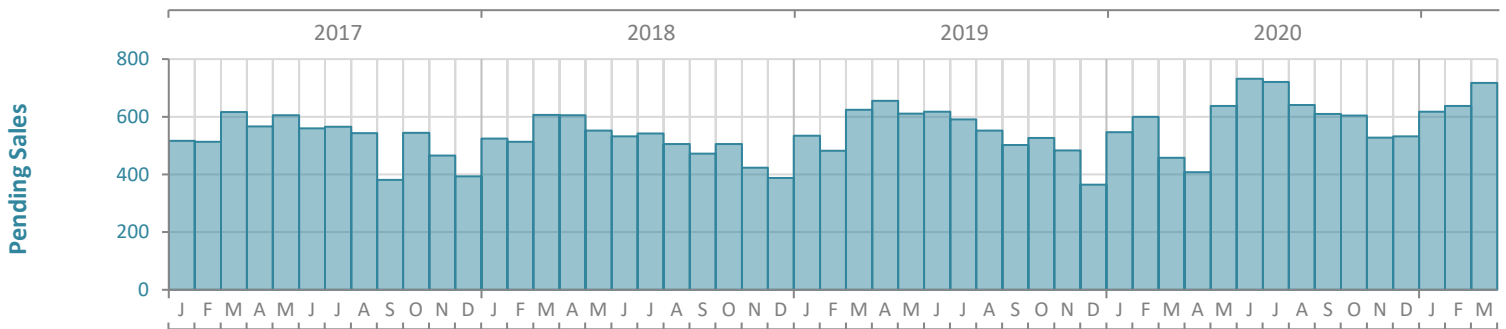


New Pending Sales

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	1,973	22.9%
March 2021	717	56.6%
February 2021	638	6.3%
January 2021	618	13.0%
December 2020	532	45.8%
November 2020	528	9.3%
October 2020	604	14.6%
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%

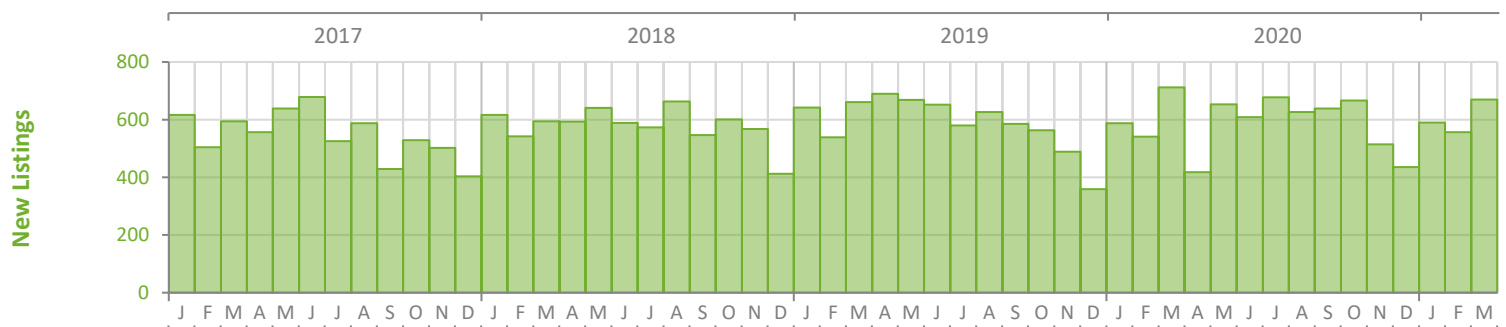


New Listings

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	1,817	-1.3%
March 2021	670	-5.9%
February 2021	557	3.0%
January 2021	590	0.3%
December 2020	436	21.4%
November 2020	514	5.1%
October 2020	666	18.3%
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%



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Townhouses and Condos

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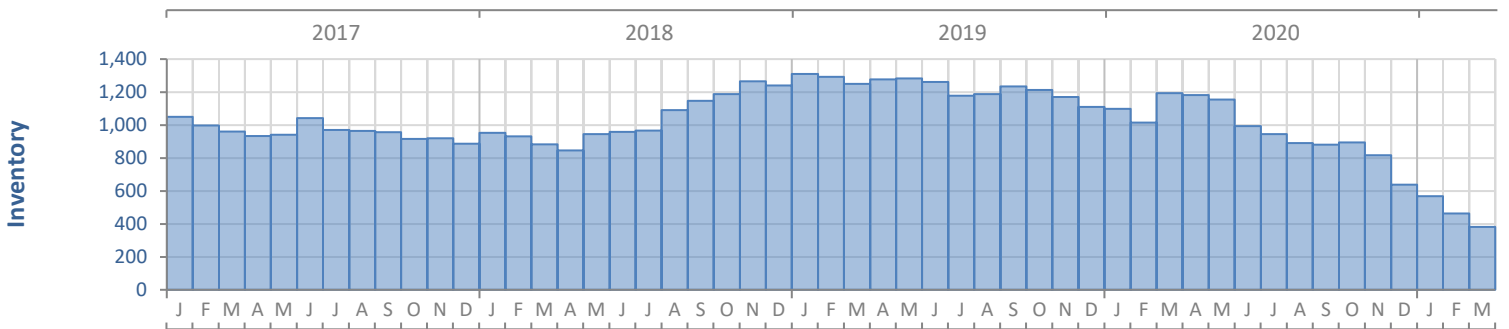


Inventory (Active Listings)

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)	471	-57.3%
March 2021	382	-68.0%
February 2021	464	-54.2%
January 2021	568	-48.3%
December 2020	637	-42.6%
November 2020	816	-30.3%
October 2020	894	-26.2%
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%

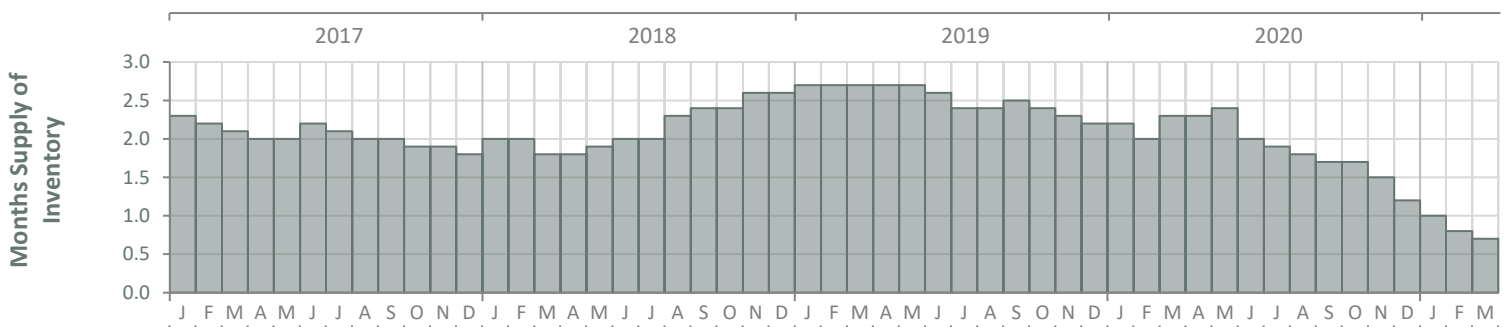


Months Supply of Inventory

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)	1.0	-54.5%
March 2021	0.7	-69.6%
February 2021	0.8	-60.0%
January 2021	1.0	-54.5%
December 2020	1.2	-45.5%
November 2020	1.5	-34.8%
October 2020	1.7	-29.2%
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%

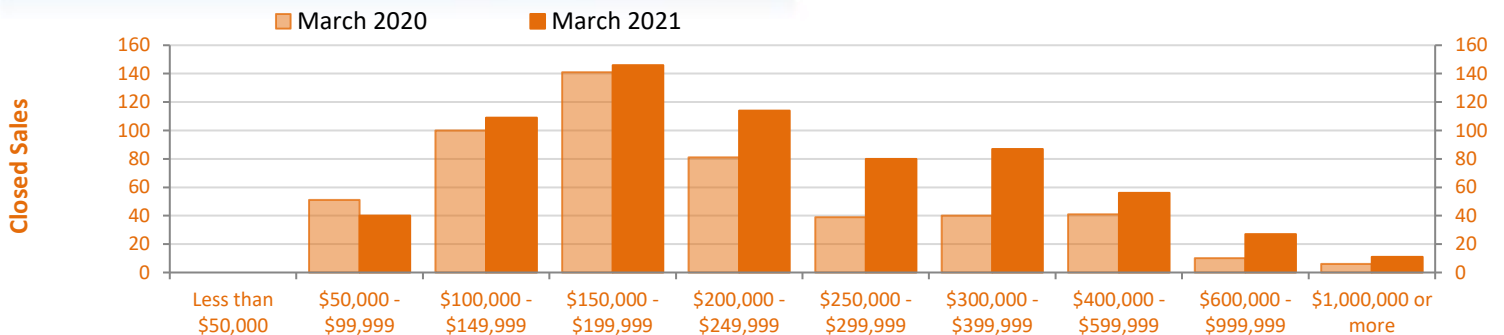


Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	40	-21.6%
\$100,000 - \$149,999	109	9.0%
\$150,000 - \$199,999	146	3.5%
\$200,000 - \$249,999	114	40.7%
\$250,000 - \$299,999	80	105.1%
\$300,000 - \$399,999	87	117.5%
\$400,000 - \$599,999	56	36.6%
\$600,000 - \$999,999	27	170.0%
\$1,000,000 or more	11	83.3%

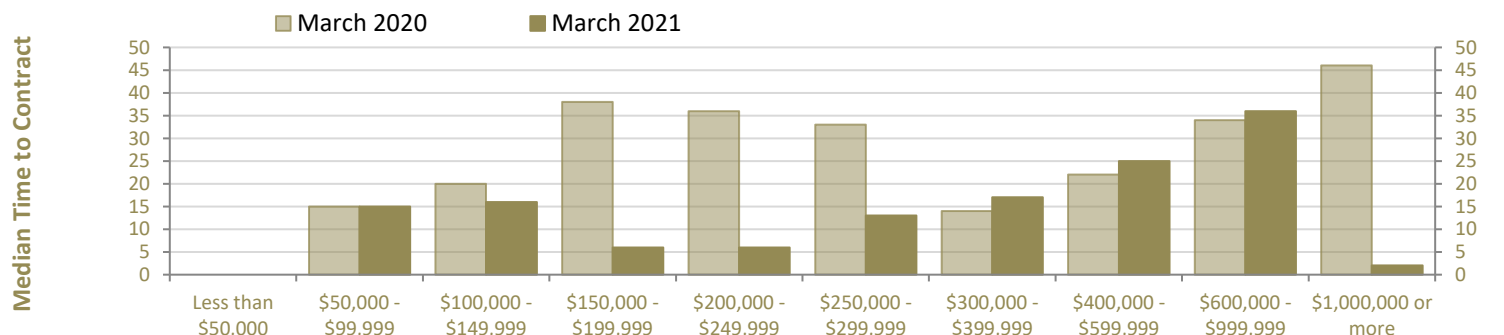


Median Time to Contract by Sale Price

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	15 Days	0.0%
\$100,000 - \$149,999	16 Days	-20.0%
\$150,000 - \$199,999	6 Days	-84.2%
\$200,000 - \$249,999	6 Days	-83.3%
\$250,000 - \$299,999	13 Days	-60.6%
\$300,000 - \$399,999	17 Days	21.4%
\$400,000 - \$599,999	25 Days	13.6%
\$600,000 - \$999,999	36 Days	5.9%
\$1,000,000 or more	2 Days	-95.7%



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	45	-36.6%
\$100,000 - \$149,999	86	-31.7%
\$150,000 - \$199,999	150	-18.9%
\$200,000 - \$249,999	140	29.6%
\$250,000 - \$299,999	55	-32.9%
\$300,000 - \$399,999	85	77.1%
\$400,000 - \$599,999	62	5.1%
\$600,000 - \$999,999	29	52.6%
\$1,000,000 or more	18	63.6%

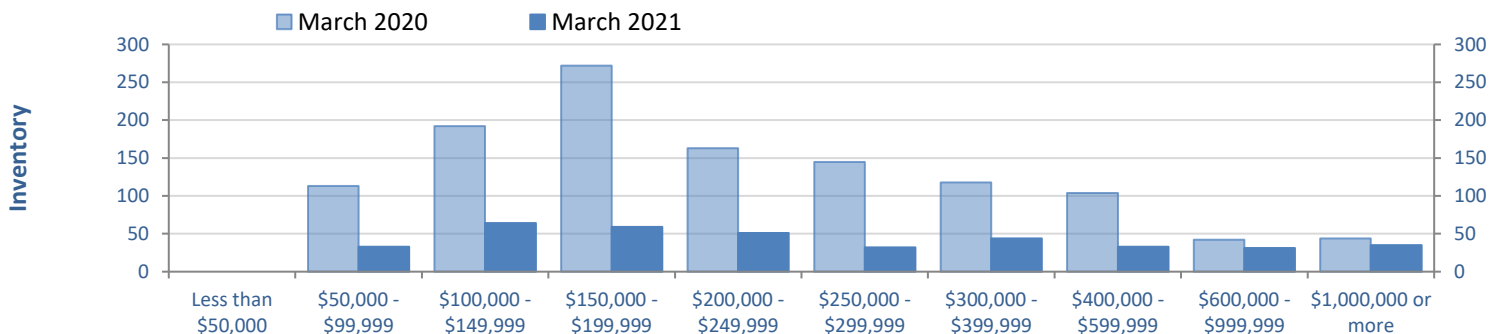


Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	33	-70.8%
\$100,000 - \$149,999	64	-66.7%
\$150,000 - \$199,999	59	-78.3%
\$200,000 - \$249,999	51	-68.7%
\$250,000 - \$299,999	32	-77.9%
\$300,000 - \$399,999	44	-62.7%
\$400,000 - \$599,999	33	-68.3%
\$600,000 - \$999,999	31	-26.2%
\$1,000,000 or more	35	-20.5%



Monthly Distressed Market - March 2021

Townhouses and Condos

Hillsborough County



		March 2021	March 2020	Percent Change Year-over-Year
Traditional	Closed Sales	668	501	33.3%
	Median Sale Price	\$215,000	\$185,000	16.2%
Foreclosure/REO	Closed Sales	1	6	-83.3%
	Median Sale Price	\$143,000	\$94,550	51.2%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$60,000	\$237,500	-74.7%

