

Annual Report
Mini Edition

REALTOR[®] VIEW

Your local association and real estate industry update. A PRO/CPRO member benefit.

September/October 2021



Better register soon, 'cause it's going to be a
Full House!

10TH ANNUAL
♦ ♣ ♥ ♠
**WINE & FOOD
FESTIVAL**
Benefiting Johns Hopkins All Children's Hospital
EST. 2010

Friday, October 8th
5:30 pm - 9:00 pm @ PRO
PinellasRealtor.org/WFF



* CASINO GAMES * FOOD * DESSERT BAR * CASH BAR * VALET PARKING * LIVE DJ * RAFFLES *



It seems like just yesterday we were preparing for our first ever 100% virtual **Annual Business Meeting. This year we are hybrid**, so members will tune in via Zoom or attend in person. The Affiliate Business Partners will decorate the tables as they've done in previous years, as it makes the event all the more festive and fun as we recap the last few months' achievements and recognize outstanding members.

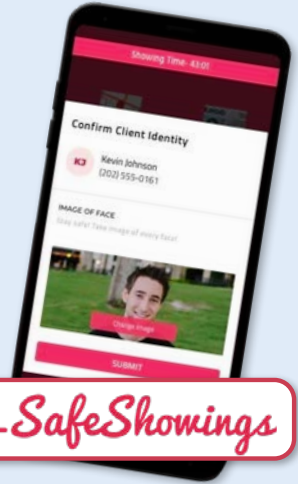


An update from CEO **David B. Bennett**
CMLX1, RCE, CAE



September is REALTOR® Safety Month, and the importance of keeping safety at the forefront of your mind should be clear. We're offering a variety of classes that cover topics such as creating a safety plan, protecting your data online, and risky social media behavior; a concealed carry weapon training class; a class about increasing your odds of survival of a dangerous incident, and a unique class taught by a veteran and retired law enforcement officer. Learn more at PinellasRealtor.org/calendar

In the spirit of safety, your newest member benefit is **Safe Showings**. It's an app that will help ensure your safety in the field, as well as the safety of your customers. Learn more about this and sign up at SafeShowings.com/FloridaRealtors



SafeShowings

Pinellas Office
(727) 347-7655
4590 Ulmerton Road
Clearwater, FL 33762

Pasco Office
(813) 948-6966
2009 Osprey Lane
Lutz, FL 33549

2021 OFFICERS
President:
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President-Elect:
Manuela Hendrickson
Secretary:
Carolina Conner
Treasurer:
Michael Wyckoff

Past President:
Cyndee Haydon

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Lars Kier

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CPRO CHAPTER
Robert Barnes, Glendora Merchant, Lyndie House, Mollyana Ward, Chris Light, Barb Battaglia
CEO
David B. Bennett, CMLX1, RCE, CAE

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The Pinellas REALTOR® Organization and Central Pasco REALTOR® Organization (PRO/CPRO) is one of Tampa Bay's largest professional trade associations, representing the interests of over 9,000 real estate professionals in the Tampa Bay area. It was established in 2002 as the result of a merger between the St. Petersburg Suncoast Association of REALTORS® and the Greater Clearwater Association of REALTORS®, and merged with the Central Pasco Association of REALTORS® in 2018.

RPAC UPDATE



Friday, Sept. 24th
8 am to 12 pm

Tampa Bay Sporting Clays
10514 Ehren Cutoff
Land O'Lakes, FL 34639

For details, pricing, and registration, please visit:
pinellasrealtor.org/calendar

2021 GOAL
\$228,662

August
\$103,819
(46%)



2021 RPAC Investment Goal

The 2021 Total Goal is \$228,662
As of August 1st, we have raised \$103,819 or 46% of our goal.
Our participation goal is 28%, we are currently at 16.5%.

pinellasrealtor.org/rpac



Contributions to Florida Realtors® PAC and RPAC are voluntary and will be used for political purposes and support of the state, local, and federal candidates and political parties and in issue initiatives. Making a contribution is not a condition of membership in the association and a member may refuse to contribute without suffering any reprisal. Seventy percent of each contribution is used by Florida Realtors® PAC and Florida Realtors® PAC to support state and local candidates and state and local issues. Consult your local board/association for the exact percentage going toward each. The balance is sent to National RPAC and is charged against your contribution limits prescribed by 2 U.S.C. 441a. Contributions are not deductible for Federal income tax purposes.

PINELLAS COUNTY MARKET STATS

Single Family Homes



May

2020
MEDIAN PRICE SALES
\$285,000 **786**

2021
MEDIAN PRICE SALES
\$355,000 **1,261**

+24.6% YoY change +60.4% YoY change

June

2020
MEDIAN PRICE SALES
\$300,000 **1,296**

2021
MEDIAN PRICE SALES
\$375,000 **1,331**

+25.0% YoY change +2.7% YoY change

July

2020
MEDIAN PRICE SALES
\$308,000 **1,402**

2021
MEDIAN PRICE SALES
\$375,000 **1,223**

+21.8% YoY change -12.8% YoY change

Townhouses & Condos



May

2020
MEDIAN PRICE SALES
\$180,000 **467**

2021
MEDIAN PRICE SALES
\$233,000 **959**

+29.4% YoY change +105.4% YoY change

June

2020
MEDIAN PRICE SALES
\$205,000 **728**

2021
MEDIAN PRICE SALES
\$237,900 **961**

+16.0% YoY change +32.0% YoY change

July

2020
MEDIAN PRICE SALES
\$200,000 **912**

2021
MEDIAN PRICE SALES
\$225,000 **822**

+12.5% YoY change -9.9% YoY change

Stats Source: Florida REALTORS®

Combined Single Family Homes & Townhomes/Condos

Summary Statistics	July 2021	July 2020	% change year over year
Closed Sales	2045	2314	-11.6%
Paid in Cash	860	739	16.4%
New Pending Sales	1944	2281	-14.8%
New Listings	2327	2171	7.2%
Pending Inventory	2641	2864	-7.8%
Inventory (Active Listings)	2121	3539	-40.1%

Stats Source: Stellar MLS Live Data

Absorption Rate

Single Family	2021	Condo	2021
January	105%	January	52%
February	152%	February	84%
March	213%	March	148%
April	197%	April	177%
May	171%	May	151%
June	150%	June	163%
July	109%	July	124%

Need more data? Visit pinellasrealtor.org/stats for comprehensive monthly year-over-year reports and videos, including foreclosure and short sale figures. You'll also find DAILY market snapshots of 5 Tampa Bay area counties!



PASCO COUNTY MARKET STATS

Single Family Homes



May

2020
MEDIAN PRICE SALES
\$250,000 **774**

2021
MEDIAN PRICE SALES
\$300,380 **1,083**

+20.2% YoY change +39.9% YoY change

June

2020
MEDIAN PRICE SALES
\$256,000 **1,070**

2021
MEDIAN PRICE SALES
\$311,000 **1,193**

+21.5% YoY change +11.5% YoY change

July

2020
MEDIAN PRICE SALES
\$255,000 **1,208**

2021
MEDIAN PRICE SALES
\$310,000 **1,178**

+21.6% YoY change -2.5% YoY change

Townhouses & Condos



May

2020
MEDIAN PRICE SALES
\$182,495 **152**

2021
MEDIAN PRICE SALES
\$188,000 **215**

+3.0% YoY change +41.4% YoY change

June

2020
MEDIAN PRICE SALES
\$180,000 **229**

2021
MEDIAN PRICE SALES
\$208,450 **212**

+15.8% YoY change -7.4% YoY change

July

2020
MEDIAN PRICE SALES
\$179,900 **195**

2021
MEDIAN PRICE SALES
\$217,770 **188**

+21.1% YoY change -3.6% YoY change

Stats Source: Florida REALTORS®

Combined Single Family Homes & Townhomes/Condos

Summary Statistics	July 2021	July 2020	% change year over year
Closed Sales	1366	1403	-2.6%
Paid in Cash	457	297	53.9%
New Pending Sales	1241	1452	-14.5%
New Listings	1542	1311	17.6%
Pending Inventory	1852	1959	-5.5%
Inventory (Active Listings)	988	1598	-38.2%

Stats Source: Stellar MLS Live Data

Absorption Rate

Single Family	2021	Condo	2021
January	115%	January	81%
February	166%	February	99%
March	260%	March	191%
April	270%	April	147%
May	220%	May	135%
June	216%	June	182%
July	178%	July	127%

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