

PASCO COUNTY MONTHLY STATISTICS December 2021

Combined Single Family Homes & Townhomes/Condos

Summary Statistics	Dec 2021	Dec 2020	% change year over year
Closed Sales	1399	1266	10.5%
Paid in Cash	406	313	29.7%
New Pending Sales	1029	1020	0.9%
New Listings	1138	942	20.8%
Pending Inventory	1828	1443	26.7%
Inventory (Active Listings)	928	1245	-25.5%

WANT TO KEEP A CLOSER EYE ON THE NUMBERS?

Check out our 5-county (Pinellas, Pasco, Hillsborough, Sarasota, and Manatee) local stats reports that we put out EVERY business DAY, available at PinellasRealtor.org/stats



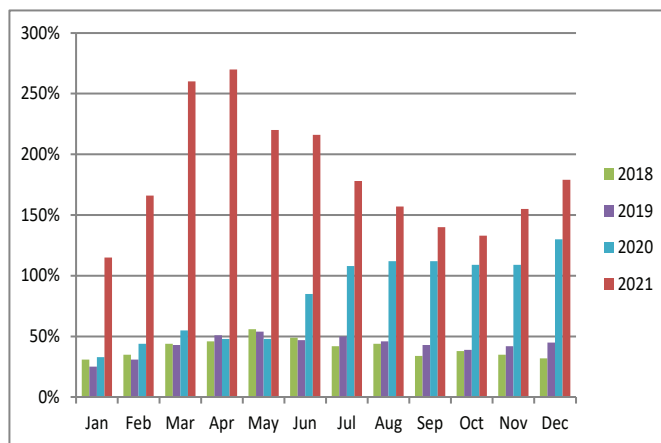
Absorption rate estimates the rate at which active listings are selling in a given market.

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

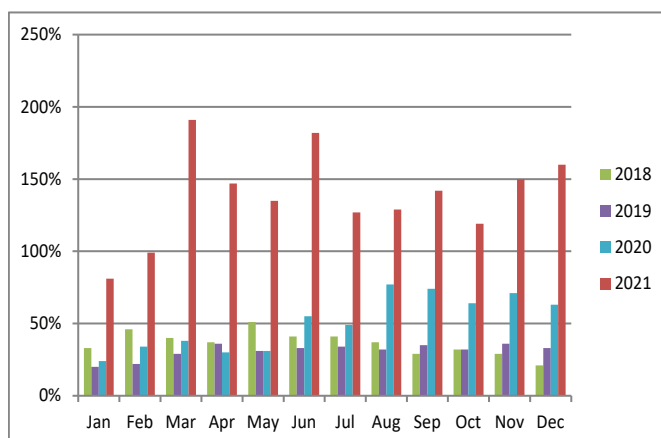
A low absorption rate means that homes are selling slowly (suggesting a buyer's market) while a high absorption rate means that homes are selling quickly (suggesting a seller's market).

Absorption Rate

Single Family	2018	2019	2020	2021
January	31%	25%	33%	115%
February	35%	31%	44%	166%
March	44%	43%	55%	260%
April	46%	51%	48%	270%
May	56%	54%	48%	220%
June	49%	47%	85%	216%
July	42%	50%	108%	178%
August	44%	46%	112%	157%
September	34%	43%	112%	140%
October	38%	39%	109%	133%
November	35%	42%	109%	155%
December	32%	45%	130%	179%



Condo	2018	2019	2020	2021
January	33%	20%	24%	81%
February	46%	22%	34%	99%
March	40%	29%	38%	191%
April	37%	36%	30%	147%
May	51%	31%	31%	135%
June	41%	33%	55%	182%
July	41%	34%	49%	127%
August	37%	32%	77%	129%
September	29%	35%	74%	142%
October	32%	32%	64%	119%
November	29%	36%	71%	150%
December	21%	33%	63%	160%

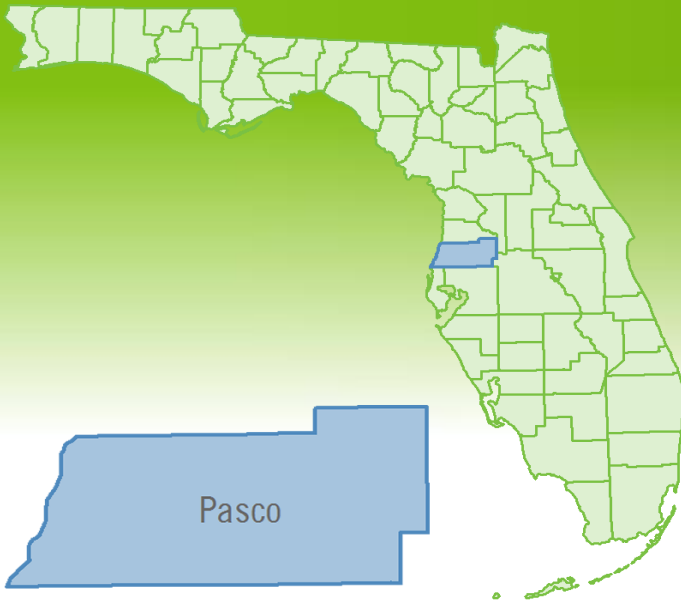


source: Stellar MLS Live Data 1/17/2022

Monthly Market Detail - December 2021

Single-Family Homes

Pasco County



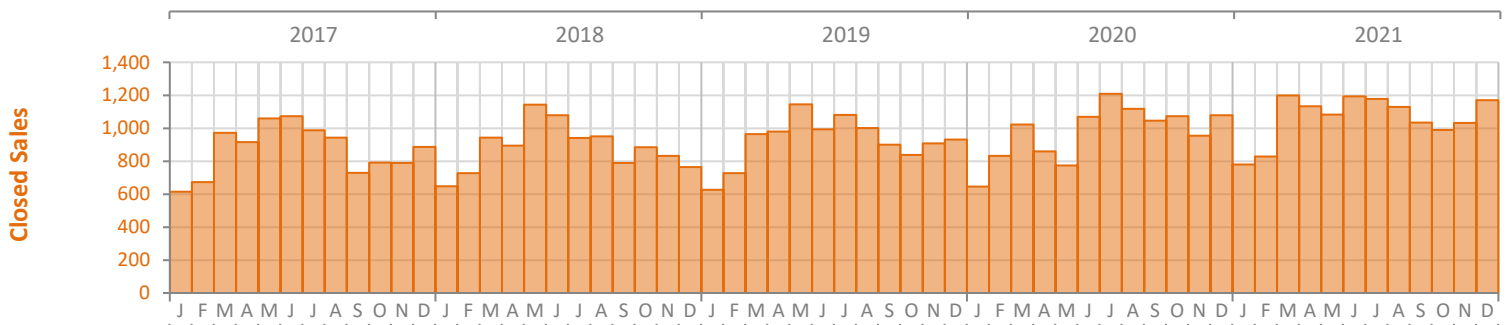
Summary Statistics	December 2021	December 2020	Percent Change Year-over-Year
Closed Sales	1,170	1,078	8.5%
Paid in Cash	315	249	26.5%
Median Sale Price	\$350,825	\$271,633	29.2%
Average Sale Price	\$380,832	\$295,160	29.0%
Dollar Volume	\$445.6 Million	\$318.2 Million	40.0%
Median Percent of Original List Price Received	100.0%	100.0%	0.0%
Median Time to Contract	7 Days	11 Days	-36.4%
Median Time to Sale	47 Days	56 Days	-16.1%
New Pending Sales	854	863	-1.0%
New Listings	952	787	21.0%
Pending Inventory	1,456	1,193	22.0%
Inventory (Active Listings)	766	958	-20.0%
Months Supply of Inventory	0.7	1.0	-30.0%

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	12,750	9.2%
December 2021	1,170	8.5%
November 2021	1,032	8.2%
October 2021	989	-7.7%
September 2021	1,034	-1.1%
August 2021	1,129	1.0%
July 2021	1,178	-2.5%
June 2021	1,193	11.5%
May 2021	1,083	39.9%
April 2021	1,134	32.0%
March 2021	1,199	17.2%
February 2021	829	-0.4%
January 2021	780	20.9%
December 2020	1,078	15.7%



Monthly Market Detail - December 2021

Single-Family Homes

Pasco County

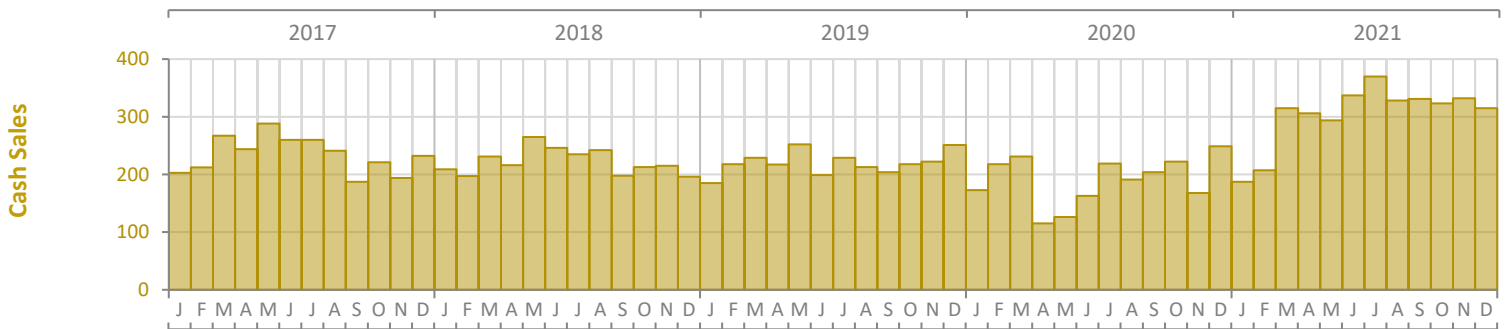


Cash Sales

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	3,645	59.9%
December 2021	315	26.5%
November 2021	332	97.6%
October 2021	323	45.5%
September 2021	331	62.3%
August 2021	328	71.7%
July 2021	370	68.9%
June 2021	337	106.7%
May 2021	294	133.3%
April 2021	306	166.1%
March 2021	315	36.4%
February 2021	207	-5.0%
January 2021	187	8.1%
December 2020	249	-0.8%

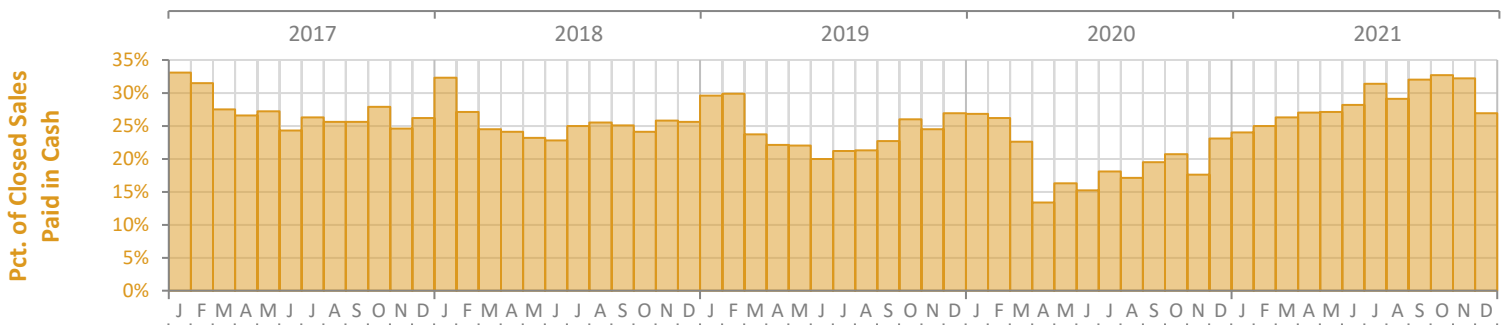


Cash Sales as a Percentage of Closed Sales

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	28.6%	46.7%
December 2021	26.9%	16.5%
November 2021	32.2%	83.0%
October 2021	32.7%	58.0%
September 2021	32.0%	64.1%
August 2021	29.1%	70.2%
July 2021	31.4%	73.5%
June 2021	28.2%	85.5%
May 2021	27.1%	66.3%
April 2021	27.0%	101.5%
March 2021	26.3%	16.4%
February 2021	25.0%	-4.6%
January 2021	24.0%	-10.4%
December 2020	23.1%	-14.1%



Monthly Market Detail - December 2021

Single-Family Homes

Pasco County

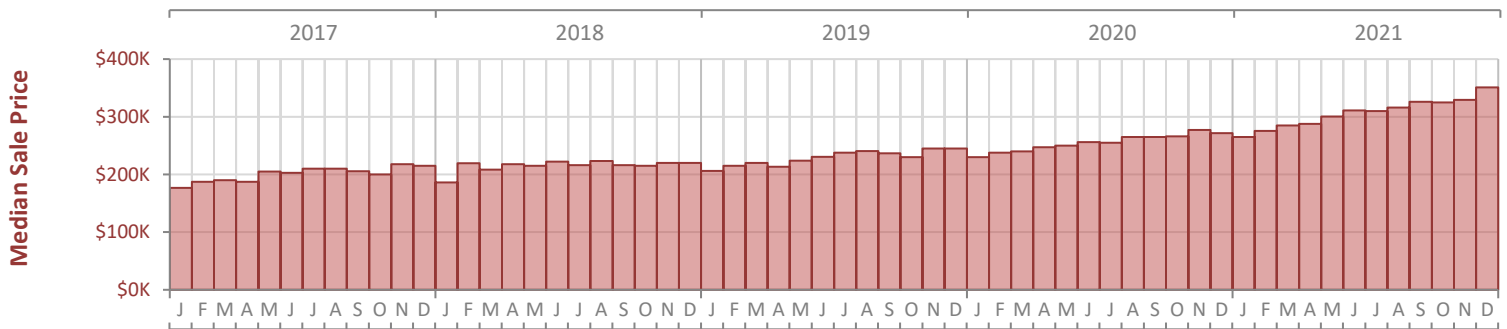


Median Sale Price

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	\$308,000	19.8%
December 2021	\$350,825	29.2%
November 2021	\$329,510	19.0%
October 2021	\$325,000	22.1%
September 2021	\$325,745	23.0%
August 2021	\$316,000	19.2%
July 2021	\$310,000	21.6%
June 2021	\$311,000	21.5%
May 2021	\$300,380	20.2%
April 2021	\$287,790	16.5%
March 2021	\$285,000	18.8%
February 2021	\$275,490	16.0%
January 2021	\$265,000	15.3%
December 2020	\$271,633	10.8%

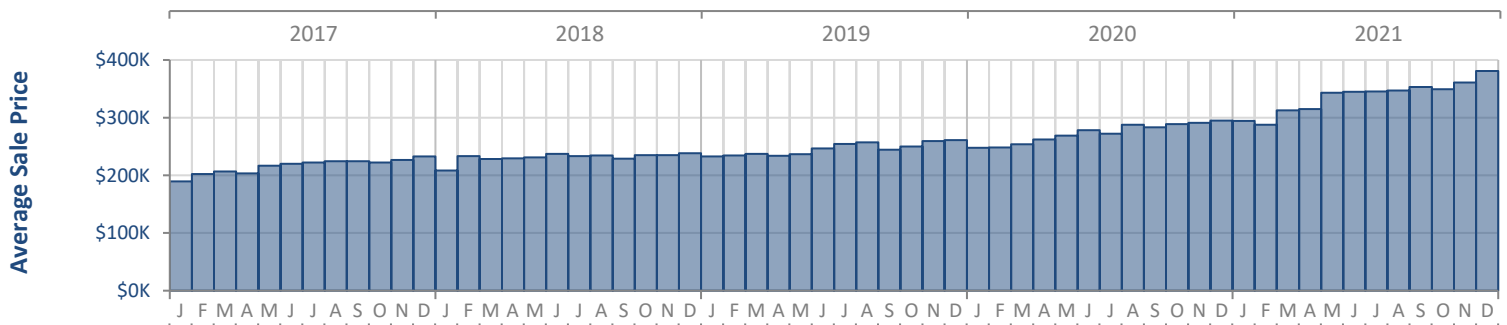


Average Sale Price

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	\$338,170	23.1%
December 2021	\$380,832	29.0%
November 2021	\$361,135	24.1%
October 2021	\$349,448	21.1%
September 2021	\$353,074	24.7%
August 2021	\$347,166	20.6%
July 2021	\$345,636	27.0%
June 2021	\$345,072	24.1%
May 2021	\$343,070	27.6%
April 2021	\$315,139	20.3%
March 2021	\$312,444	23.0%
February 2021	\$287,952	16.0%
January 2021	\$294,475	18.9%
December 2020	\$295,160	13.1%



Monthly Market Detail - December 2021

Single-Family Homes

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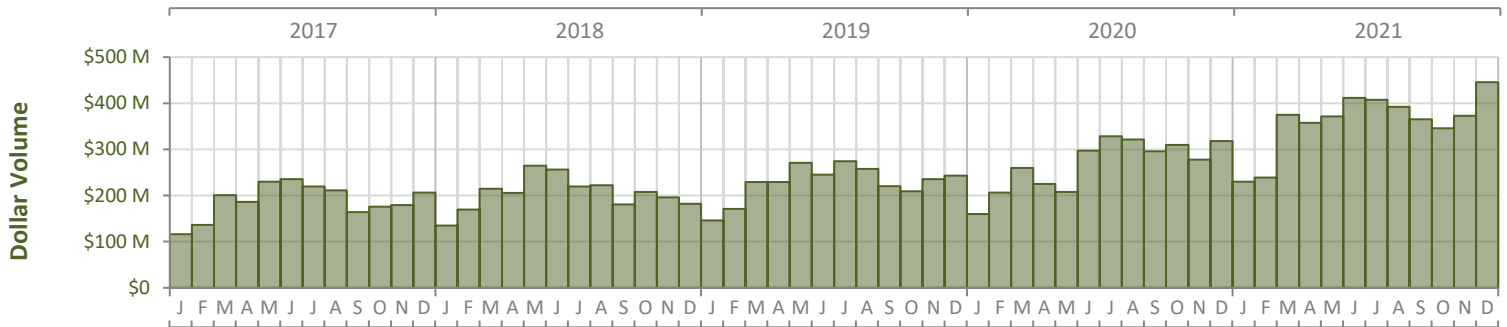


Dollar Volume

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	\$4.3 Billion	34.4%
December 2021	\$445.6 Million	40.0%
November 2021	\$372.7 Million	34.3%
October 2021	\$345.6 Million	11.7%
September 2021	\$365.1 Million	23.4%
August 2021	\$392.0 Million	21.8%
July 2021	\$407.2 Million	23.8%
June 2021	\$411.7 Million	38.4%
May 2021	\$371.5 Million	78.6%
April 2021	\$357.4 Million	58.8%
March 2021	\$374.6 Million	44.1%
February 2021	\$238.7 Million	15.6%
January 2021	\$229.7 Million	43.8%
December 2020	\$318.2 Million	30.8%

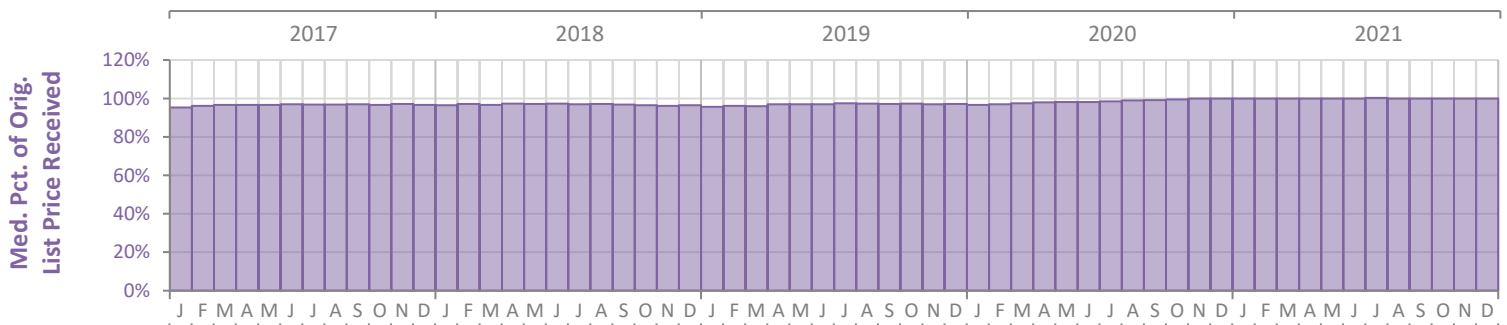


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	100.0%	1.5%
December 2021	100.0%	0.0%
November 2021	100.0%	0.0%
October 2021	100.0%	0.5%
September 2021	100.0%	0.8%
August 2021	100.0%	1.1%
July 2021	100.3%	1.9%
June 2021	100.0%	1.9%
May 2021	100.0%	1.8%
April 2021	100.0%	2.1%
March 2021	100.0%	2.7%
February 2021	100.0%	3.1%
January 2021	100.0%	3.4%
December 2020	100.0%	3.0%



Monthly Market Detail - December 2021

Single-Family Homes

Pasco County

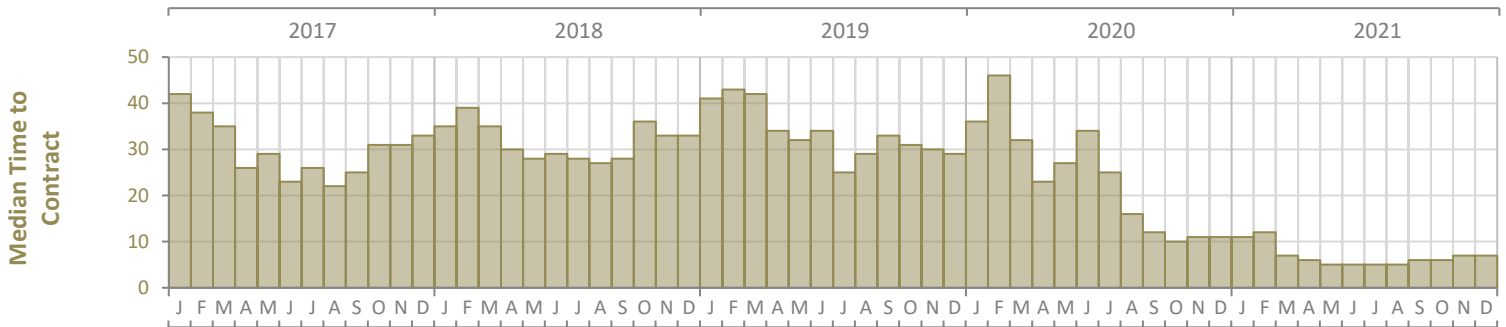


Median Time to Contract

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	6 Days	-71.4%
December 2021	7 Days	-36.4%
November 2021	7 Days	-36.4%
October 2021	6 Days	-40.0%
September 2021	6 Days	-50.0%
August 2021	5 Days	-68.8%
July 2021	5 Days	-80.0%
June 2021	5 Days	-85.3%
May 2021	5 Days	-81.5%
April 2021	6 Days	-73.9%
March 2021	7 Days	-78.1%
February 2021	12 Days	-73.9%
January 2021	11 Days	-69.4%
December 2020	11 Days	-62.1%

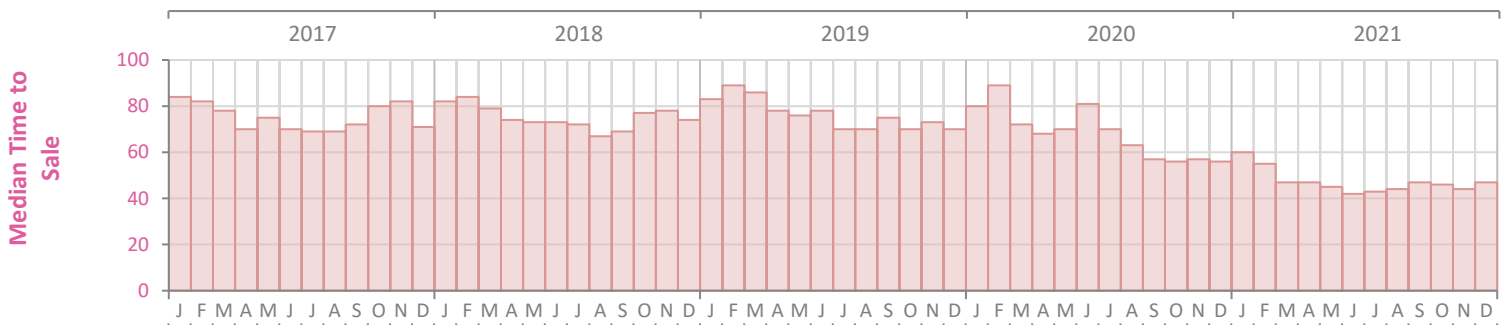


Median Time to Sale

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	46 Days	-29.2%
December 2021	47 Days	-16.1%
November 2021	44 Days	-22.8%
October 2021	46 Days	-17.9%
September 2021	47 Days	-17.5%
August 2021	44 Days	-30.2%
July 2021	43 Days	-38.6%
June 2021	42 Days	-48.1%
May 2021	45 Days	-35.7%
April 2021	47 Days	-30.9%
March 2021	47 Days	-34.7%
February 2021	55 Days	-38.2%
January 2021	60 Days	-25.0%
December 2020	56 Days	-20.0%



Monthly Market Detail - December 2021

Single-Family Homes

Pasco County

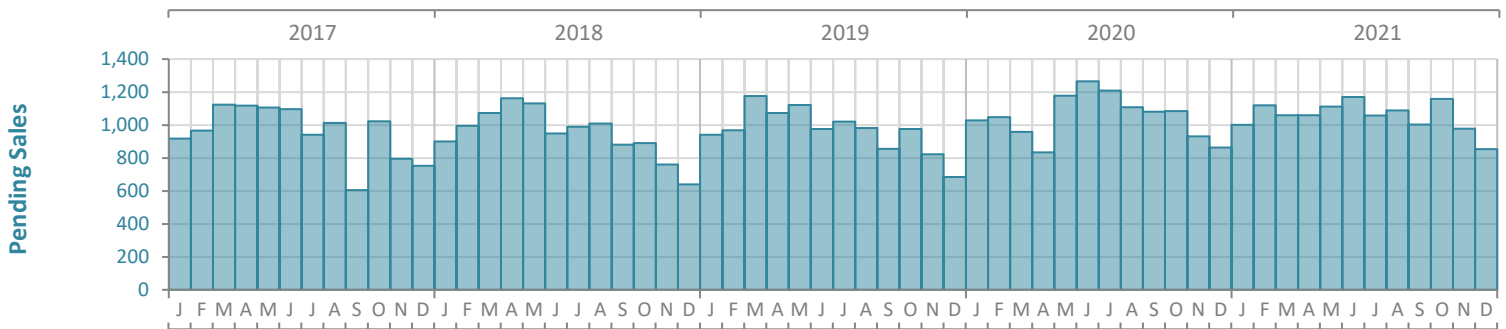


New Pending Sales

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	12,661	0.6%
December 2021	854	-1.0%
November 2021	977	4.8%
October 2021	1,158	6.7%
September 2021	1,003	-7.2%
August 2021	1,088	-1.7%
July 2021	1,057	-12.5%
June 2021	1,171	-7.4%
May 2021	1,111	-5.6%
April 2021	1,060	27.1%
March 2021	1,060	10.5%
February 2021	1,120	6.9%
January 2021	1,002	-2.5%
December 2020	863	26.0%

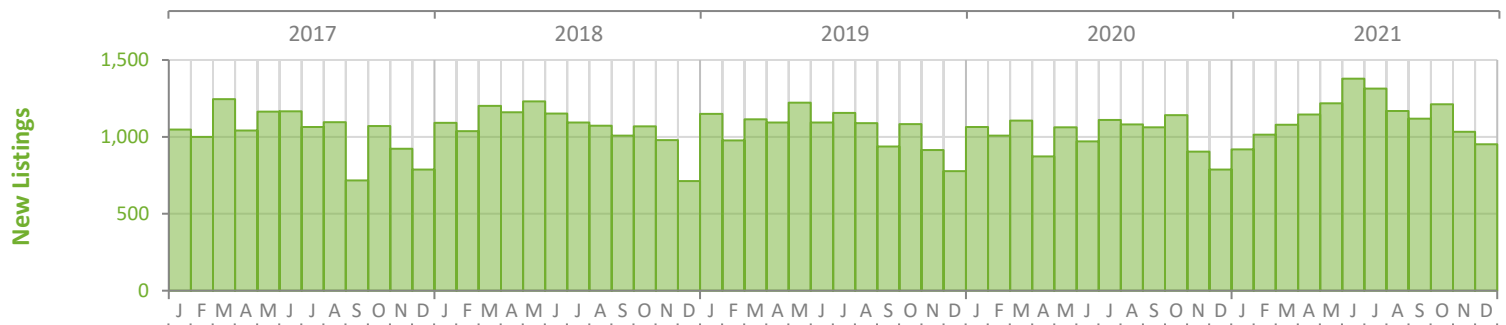


New Listings

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	13,555	11.4%
December 2021	952	21.0%
November 2021	1,033	14.3%
October 2021	1,213	6.2%
September 2021	1,118	5.3%
August 2021	1,169	8.2%
July 2021	1,315	18.5%
June 2021	1,379	42.0%
May 2021	1,218	14.7%
April 2021	1,146	31.3%
March 2021	1,079	-2.4%
February 2021	1,015	0.7%
January 2021	918	-13.7%
December 2020	787	1.3%



Monthly Market Detail - December 2021

Single-Family Homes

Pasco County

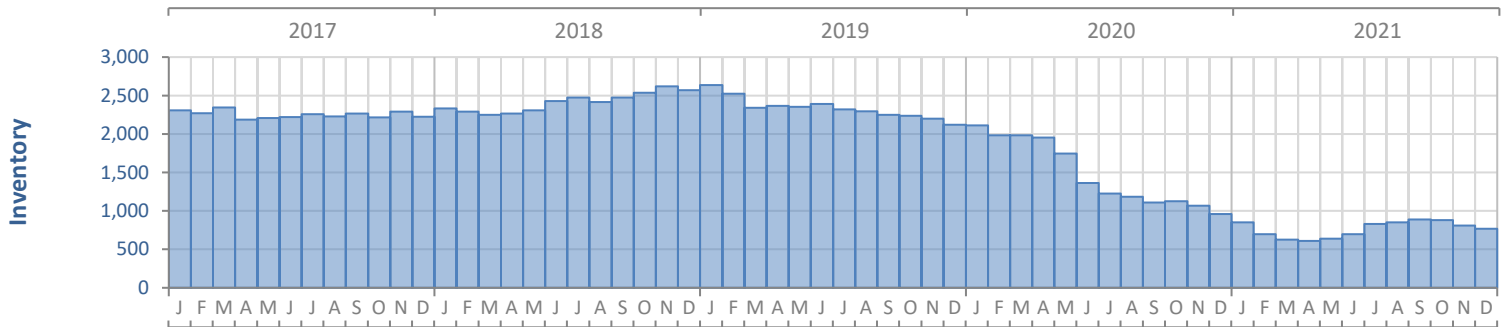


Inventory (Active Listings)

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)	762	-48.6%
December 2021	766	-20.0%
November 2021	809	-24.1%
October 2021	880	-21.8%
September 2021	890	-19.6%
August 2021	853	-28.1%
July 2021	830	-32.3%
June 2021	699	-48.6%
May 2021	637	-63.5%
April 2021	611	-68.7%
March 2021	625	-68.5%
February 2021	697	-64.9%
January 2021	849	-59.8%
December 2020	958	-54.8%

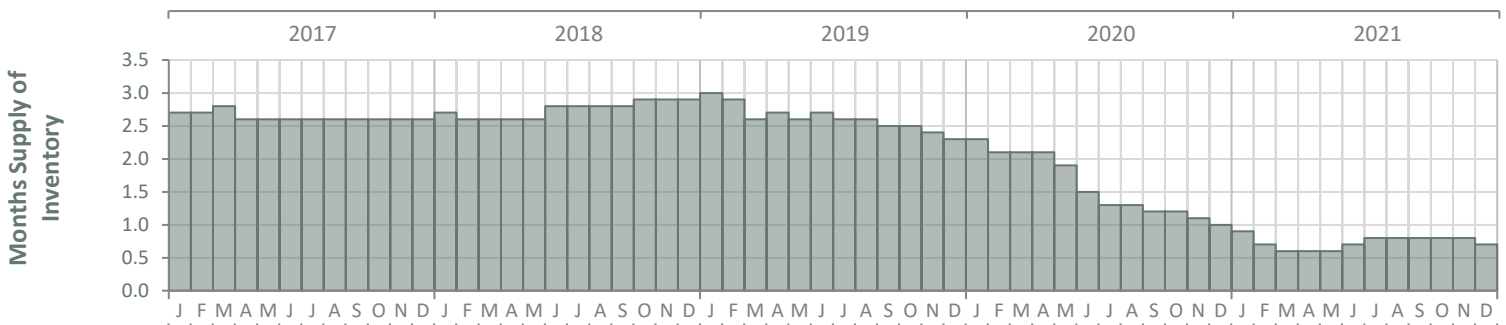


Months Supply of Inventory

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)	0.7	-56.3%
December 2021	0.7	-30.0%
November 2021	0.8	-27.3%
October 2021	0.8	-33.3%
September 2021	0.8	-33.3%
August 2021	0.8	-38.5%
July 2021	0.8	-38.5%
June 2021	0.7	-53.3%
May 2021	0.6	-68.4%
April 2021	0.6	-71.4%
March 2021	0.6	-71.4%
February 2021	0.7	-66.7%
January 2021	0.9	-60.9%
December 2020	1.0	-56.5%



Monthly Market Detail - December 2021

Single-Family Homes

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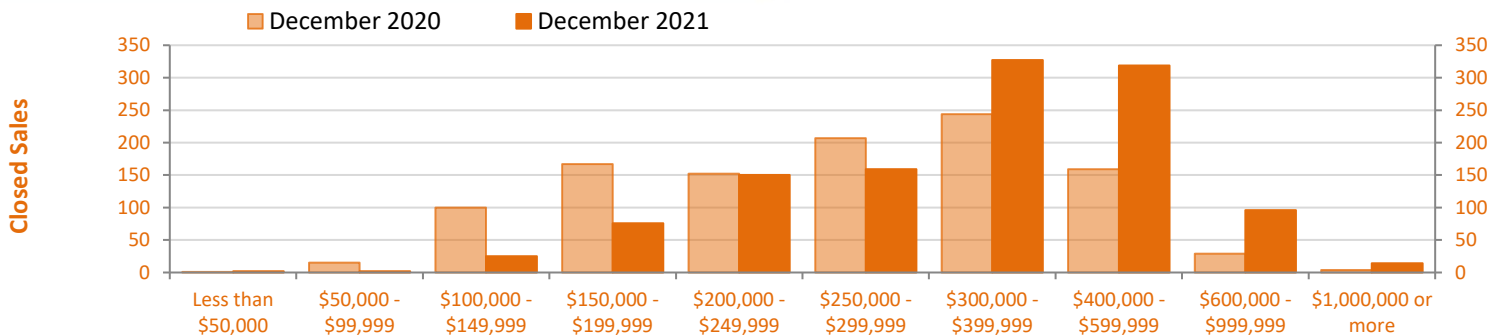


Closed Sales by Sale Price

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	2	100.0%
\$50,000 - \$99,999	2	-86.7%
\$100,000 - \$149,999	25	-75.0%
\$150,000 - \$199,999	76	-54.5%
\$200,000 - \$249,999	150	-1.3%
\$250,000 - \$299,999	159	-23.2%
\$300,000 - \$399,999	327	34.0%
\$400,000 - \$599,999	319	100.6%
\$600,000 - \$999,999	96	231.0%
\$1,000,000 or more	14	250.0%

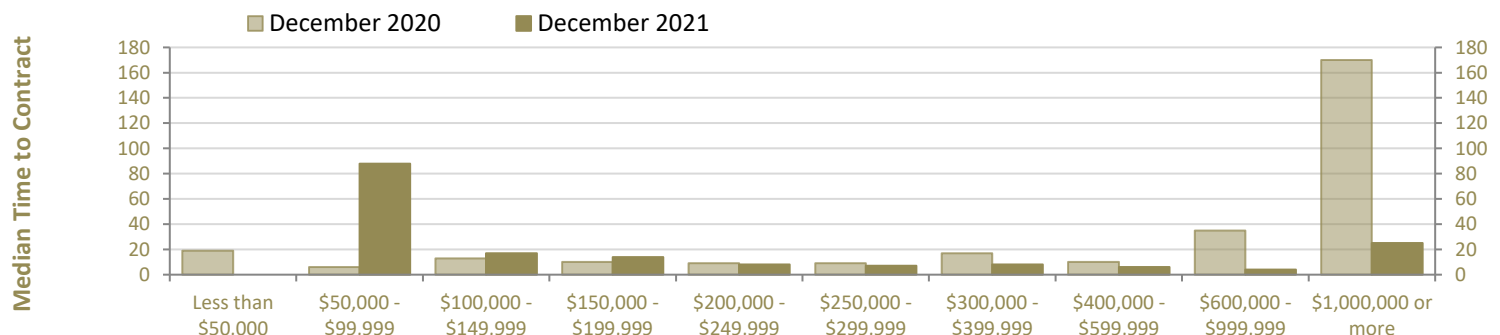


Median Time to Contract by Sale Price

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	0 Days	-100.0%
\$50,000 - \$99,999	88 Days	1366.7%
\$100,000 - \$149,999	17 Days	30.8%
\$150,000 - \$199,999	14 Days	40.0%
\$200,000 - \$249,999	8 Days	-11.1%
\$250,000 - \$299,999	7 Days	-22.2%
\$300,000 - \$399,999	8 Days	-52.9%
\$400,000 - \$599,999	6 Days	-40.0%
\$600,000 - \$999,999	4 Days	-88.6%
\$1,000,000 or more	25 Days	-85.3%



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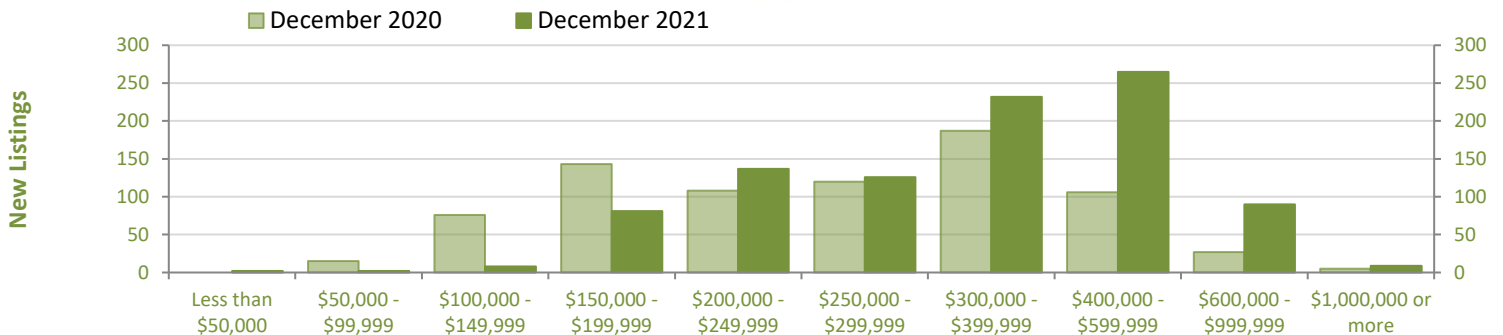


New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	2	N/A
\$50,000 - \$99,999	2	-86.7%
\$100,000 - \$149,999	8	-89.5%
\$150,000 - \$199,999	81	-43.4%
\$200,000 - \$249,999	137	26.9%
\$250,000 - \$299,999	126	5.0%
\$300,000 - \$399,999	232	24.1%
\$400,000 - \$599,999	265	150.0%
\$600,000 - \$999,999	90	233.3%
\$1,000,000 or more	9	80.0%

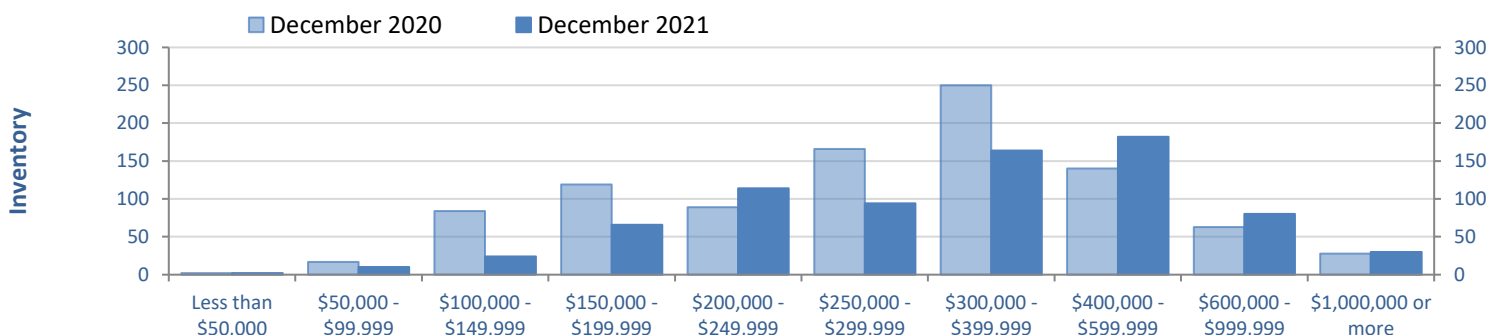


Inventory by Current Listing Price

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.

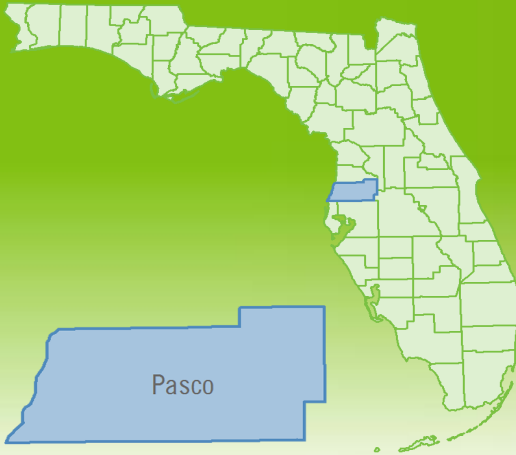
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	0.0%
\$50,000 - \$99,999	10	-41.2%
\$100,000 - \$149,999	24	-71.4%
\$150,000 - \$199,999	66	-44.5%
\$200,000 - \$249,999	114	28.1%
\$250,000 - \$299,999	94	-43.4%
\$300,000 - \$399,999	164	-34.4%
\$400,000 - \$599,999	182	30.0%
\$600,000 - \$999,999	80	27.0%
\$1,000,000 or more	30	7.1%



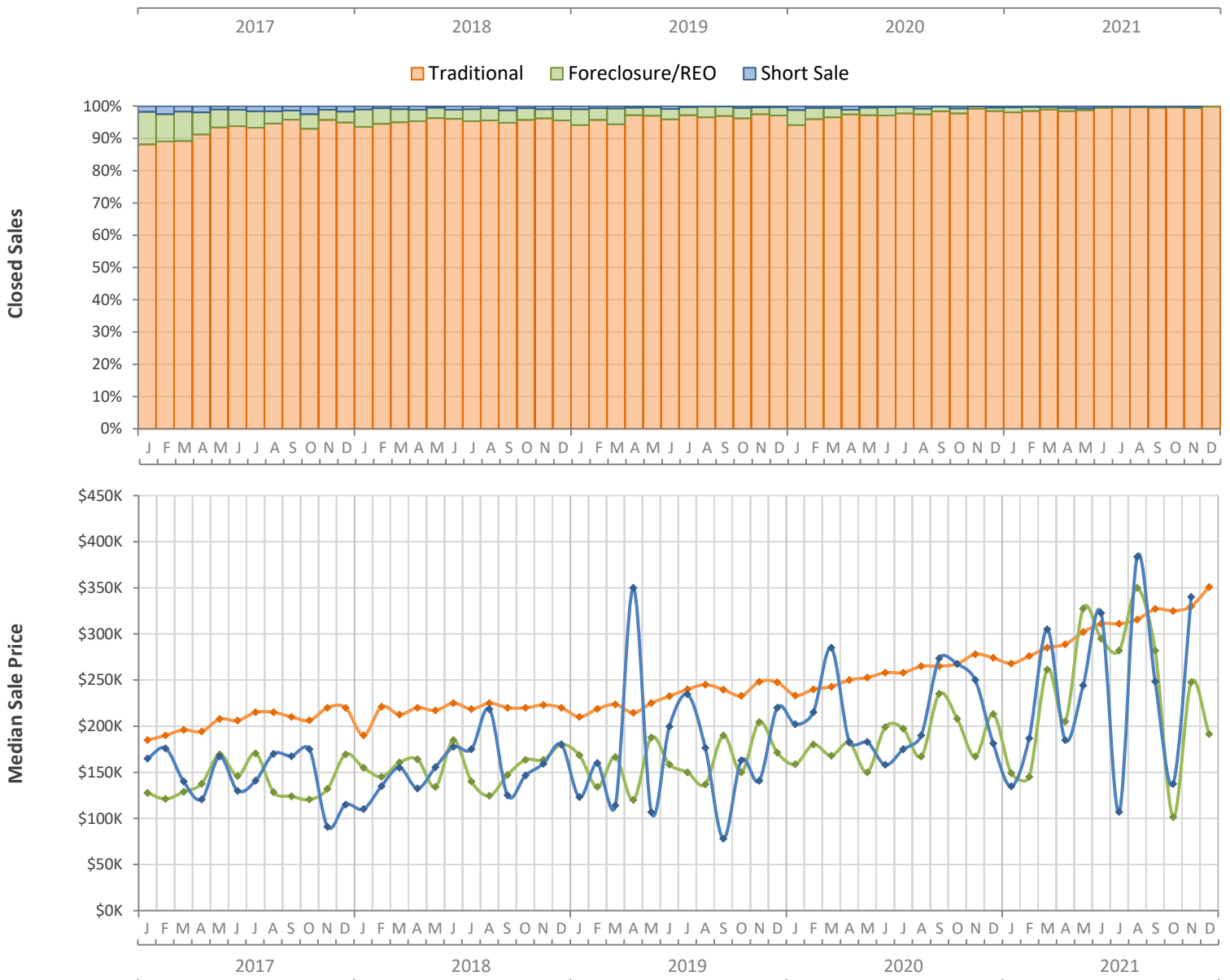
Monthly Distressed Market - December 2021

Single-Family Homes

Pasco County



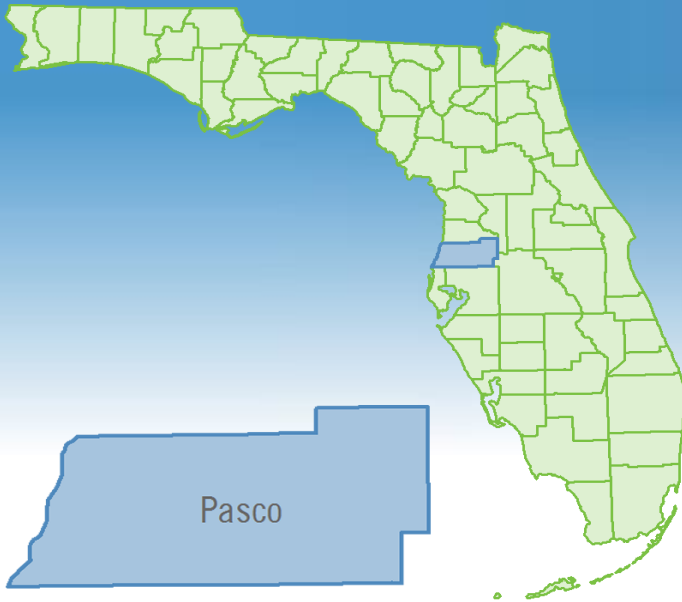
		December 2021	December 2020	Percent Change Year-over-Year
Traditional	Closed Sales	1,168	1,061	10.1%
	Median Sale Price	\$350,950	\$274,000	28.1%
Foreclosure/REO	Closed Sales	2	12	-83.3%
	Median Sale Price	\$191,500	\$213,050	-10.1%
Short Sale	Closed Sales	0	5	-100.0%
	Median Sale Price	(No Sales)	\$181,200	N/A



Monthly Market Detail - December 2021

Townhouses and Condos

Pasco County



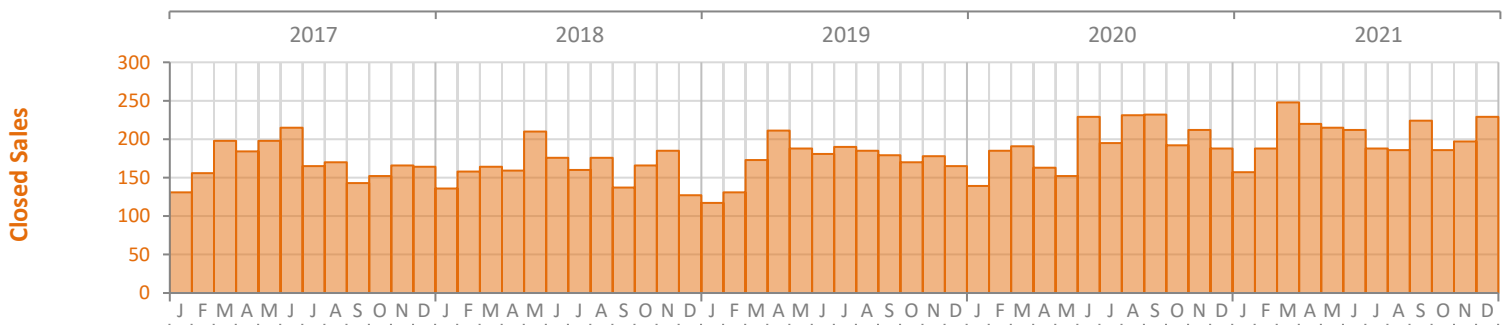
Summary Statistics	December 2021	December 2020	Percent Change Year-over-Year
Closed Sales	229	188	21.8%
Paid in Cash	91	64	42.2%
Median Sale Price	\$255,000	\$199,995	27.5%
Average Sale Price	\$242,278	\$190,117	27.4%
Dollar Volume	\$55.5 Million	\$35.7 Million	55.2%
Median Percent of Original List Price Received	100.0%	98.7%	1.3%
Median Time to Contract	7 Days	21 Days	-66.7%
Median Time to Sale	47 Days	61 Days	-23.0%
New Pending Sales	175	157	11.5%
New Listings	186	155	20.0%
Pending Inventory	372	250	48.8%
Inventory (Active Listings)	162	287	-43.6%
Months Supply of Inventory	0.8	1.5	-46.7%

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	2,450	6.1%
December 2021	229	21.8%
November 2021	197	-7.1%
October 2021	186	-3.1%
September 2021	224	-3.4%
August 2021	186	-19.5%
July 2021	188	-3.6%
June 2021	212	-7.4%
May 2021	215	41.4%
April 2021	220	35.0%
March 2021	248	29.8%
February 2021	188	1.6%
January 2021	157	12.9%
December 2020	188	13.9%



Monthly Market Detail - December 2021

Townhouses and Condos

Pasco County

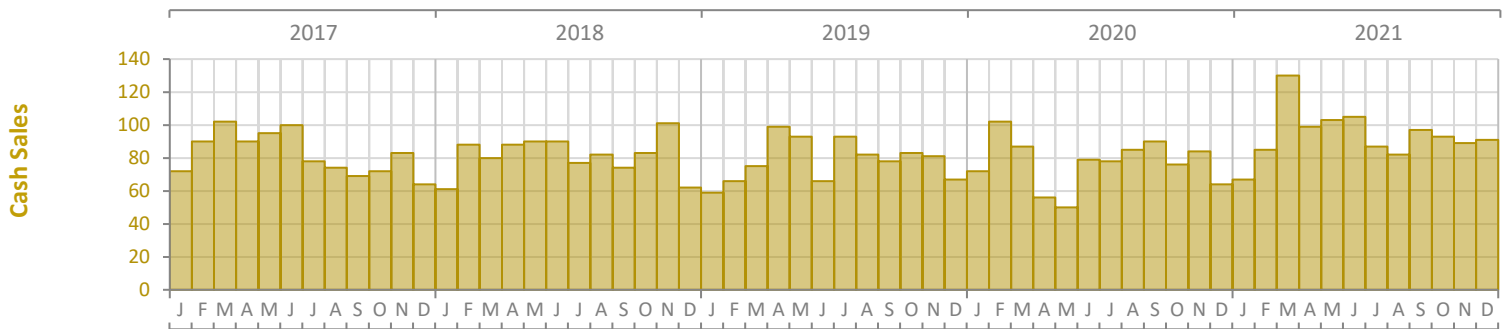


Cash Sales

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	1,128	22.2%
December 2021	91	42.2%
November 2021	89	6.0%
October 2021	93	22.4%
September 2021	97	7.8%
August 2021	82	-3.5%
July 2021	87	11.5%
June 2021	105	32.9%
May 2021	103	106.0%
April 2021	99	76.8%
March 2021	130	49.4%
February 2021	85	-16.7%
January 2021	67	-6.9%
December 2020	64	-4.5%

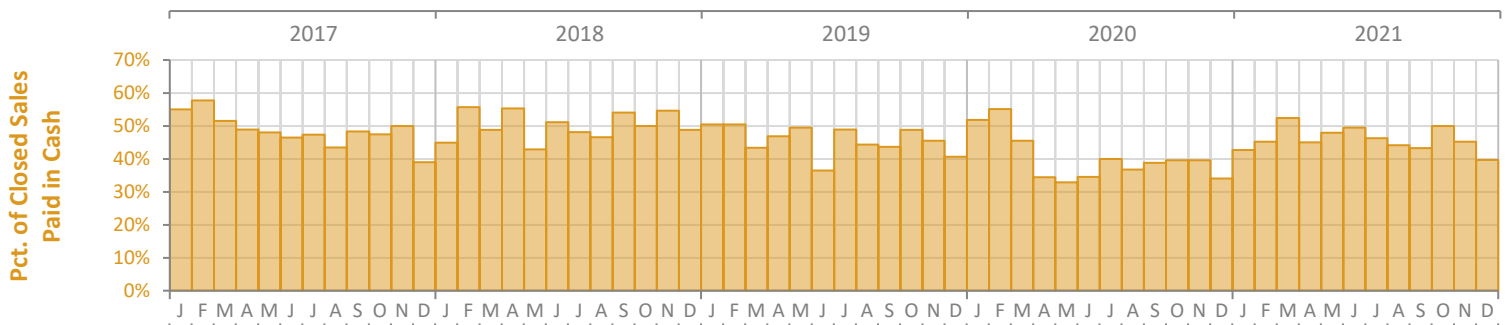


Cash Sales as a Percentage of Closed Sales

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	46.0%	15.0%
December 2021	39.7%	16.8%
November 2021	45.2%	14.1%
October 2021	50.0%	26.3%
September 2021	43.3%	11.6%
August 2021	44.1%	19.8%
July 2021	46.3%	15.8%
June 2021	49.5%	43.5%
May 2021	47.9%	45.6%
April 2021	45.0%	30.8%
March 2021	52.4%	15.2%
February 2021	45.2%	-18.0%
January 2021	42.7%	-17.6%
December 2020	34.0%	-16.3%



Monthly Market Detail - December 2021

Townhouses and Condos

Pasco County

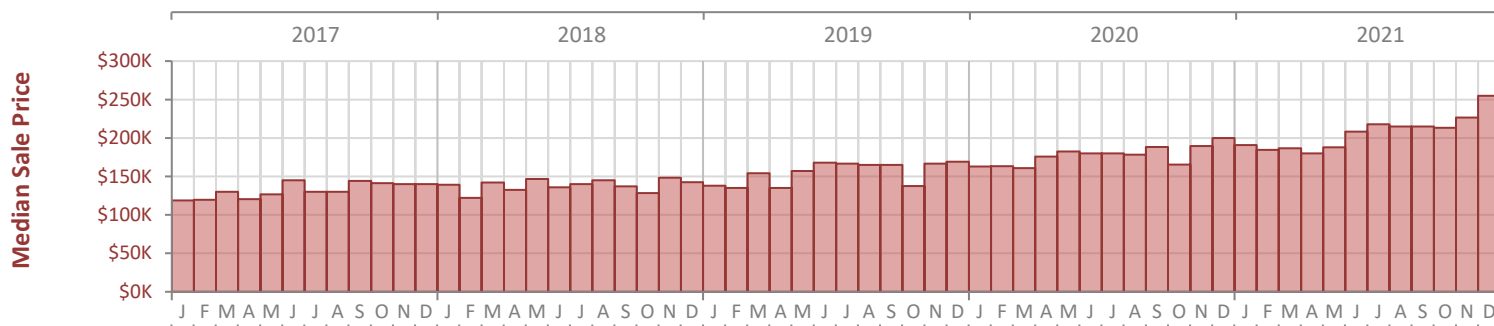


Median Sale Price

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	\$207,000	15.1%
December 2021	\$255,000	27.5%
November 2021	\$226,580	19.6%
October 2021	\$213,250	28.9%
September 2021	\$215,000	14.1%
August 2021	\$215,000	20.4%
July 2021	\$217,770	21.1%
June 2021	\$208,450	15.8%
May 2021	\$188,000	3.0%
April 2021	\$179,950	2.2%
March 2021	\$186,500	15.8%
February 2021	\$184,500	12.8%
January 2021	\$191,000	17.2%
December 2020	\$199,995	18.3%

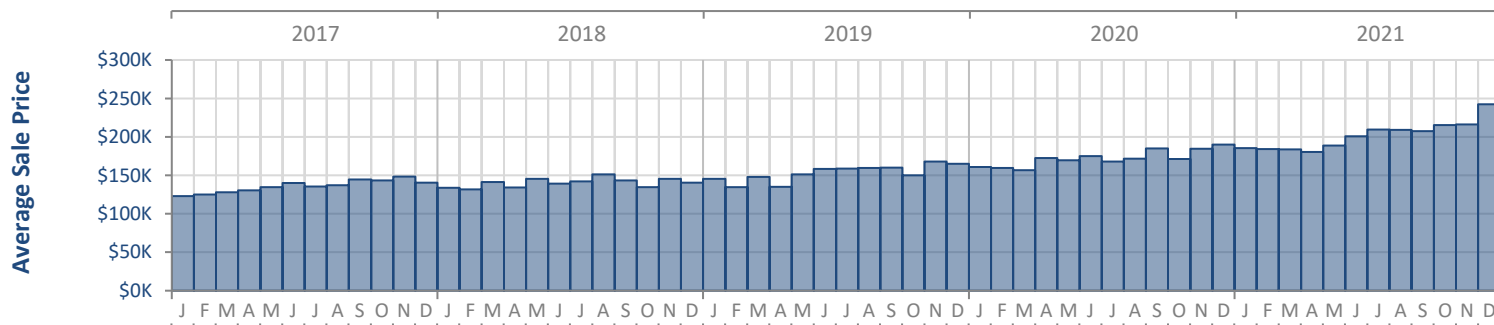


Average Sale Price

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	\$202,055	17.0%
December 2021	\$242,278	27.4%
November 2021	\$216,157	17.0%
October 2021	\$215,199	25.5%
September 2021	\$207,635	12.2%
August 2021	\$209,200	21.7%
July 2021	\$209,720	24.8%
June 2021	\$200,862	14.9%
May 2021	\$188,892	11.5%
April 2021	\$180,306	4.6%
March 2021	\$183,674	17.1%
February 2021	\$183,997	15.4%
January 2021	\$185,279	15.1%
December 2020	\$190,117	15.1%



Monthly Market Detail - December 2021

Townhouses and Condos

Pasco County

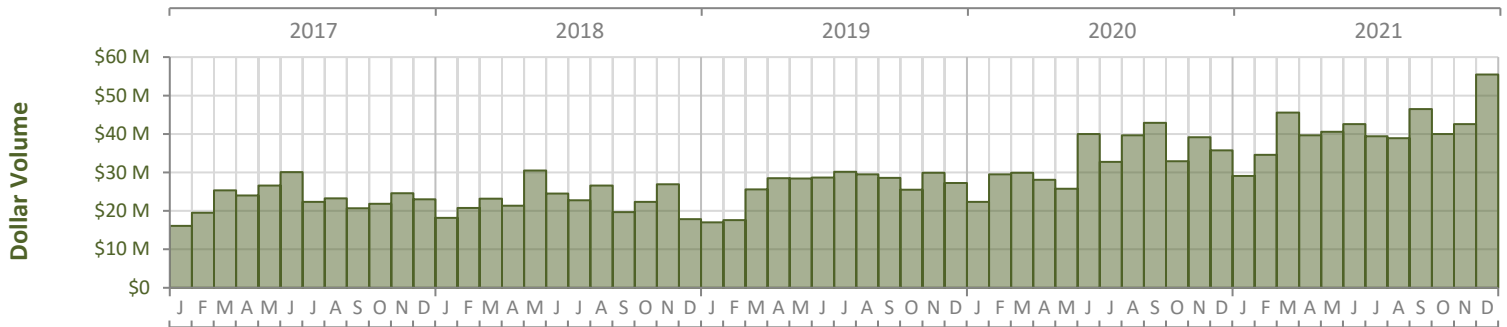


Dollar Volume

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	\$495.0 Million	24.1%
December 2021	\$55.5 Million	55.2%
November 2021	\$42.6 Million	8.8%
October 2021	\$40.0 Million	21.6%
September 2021	\$46.5 Million	8.3%
August 2021	\$38.9 Million	-2.0%
July 2021	\$39.4 Million	20.3%
June 2021	\$42.6 Million	6.4%
May 2021	\$40.6 Million	57.7%
April 2021	\$39.7 Million	41.2%
March 2021	\$45.6 Million	52.1%
February 2021	\$34.6 Million	17.3%
January 2021	\$29.1 Million	30.0%
December 2020	\$35.7 Million	31.2%

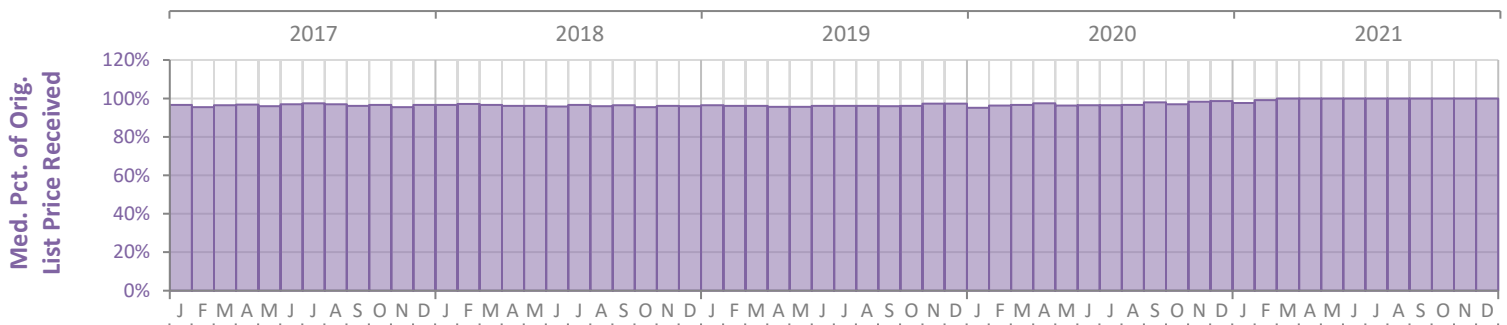


Median Percent of Original List Price Received

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	100.0%	3.2%
December 2021	100.0%	1.3%
November 2021	100.0%	1.7%
October 2021	100.0%	3.1%
September 2021	100.0%	2.1%
August 2021	100.0%	3.5%
July 2021	100.0%	3.7%
June 2021	100.0%	3.7%
May 2021	100.0%	3.8%
April 2021	100.0%	2.6%
March 2021	99.9%	3.3%
February 2021	99.1%	2.9%
January 2021	97.7%	2.6%
December 2020	98.7%	1.4%



Monthly Market Detail - December 2021

Townhouses and Condos

Pasco County

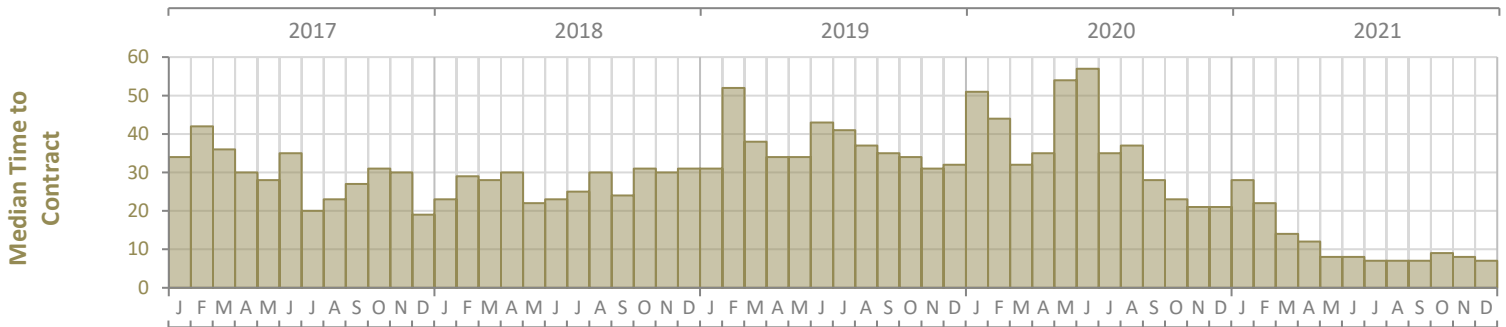


Median Time to Contract

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	10 Days	-70.6%
December 2021	7 Days	-66.7%
November 2021	8 Days	-61.9%
October 2021	9 Days	-60.9%
September 2021	7 Days	-75.0%
August 2021	7 Days	-81.1%
July 2021	7 Days	-80.0%
June 2021	8 Days	-86.0%
May 2021	8 Days	-85.2%
April 2021	12 Days	-65.7%
March 2021	14 Days	-56.3%
February 2021	22 Days	-50.0%
January 2021	28 Days	-45.1%
December 2020	21 Days	-34.4%

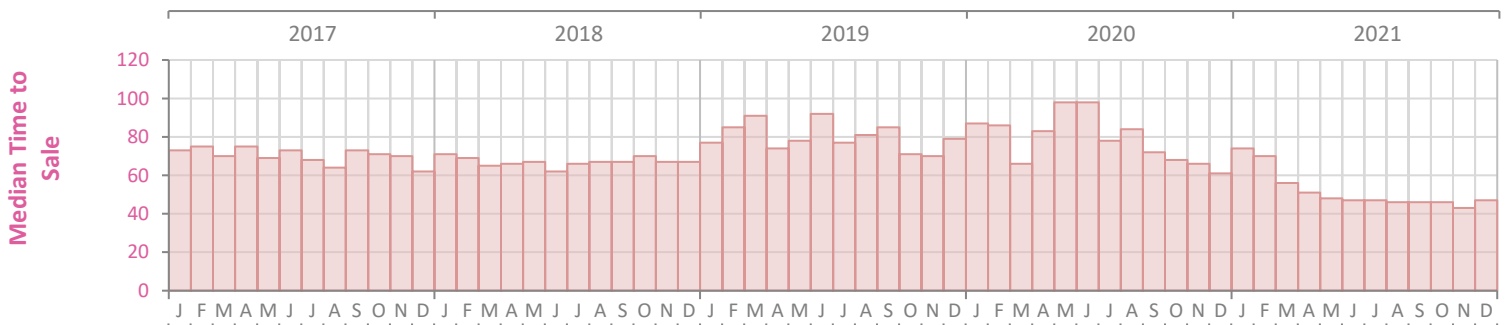


Median Time to Sale

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	50 Days	-37.5%
December 2021	47 Days	-23.0%
November 2021	43 Days	-34.8%
October 2021	46 Days	-32.4%
September 2021	46 Days	-36.1%
August 2021	46 Days	-45.2%
July 2021	47 Days	-39.7%
June 2021	47 Days	-52.0%
May 2021	48 Days	-51.0%
April 2021	51 Days	-38.6%
March 2021	56 Days	-15.2%
February 2021	70 Days	-18.6%
January 2021	74 Days	-14.9%
December 2020	61 Days	-22.8%



Monthly Market Detail - December 2021

Townhouses and Condos

Pasco County

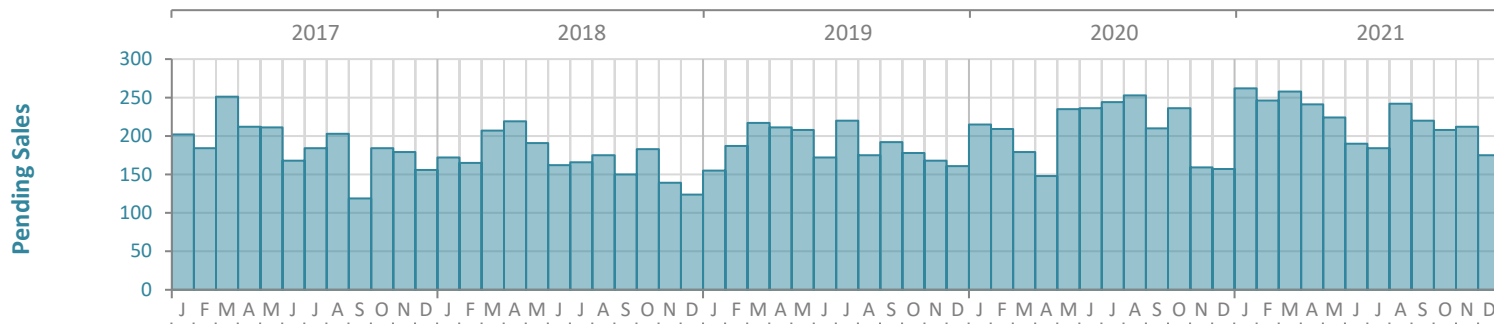


New Pending Sales

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	2,662	7.3%
December 2021	175	11.5%
November 2021	212	33.3%
October 2021	208	-11.9%
September 2021	220	4.8%
August 2021	242	-4.3%
July 2021	184	-24.6%
June 2021	190	-19.5%
May 2021	224	-4.7%
April 2021	241	62.8%
March 2021	258	44.1%
February 2021	246	17.7%
January 2021	262	21.9%
December 2020	157	-2.5%

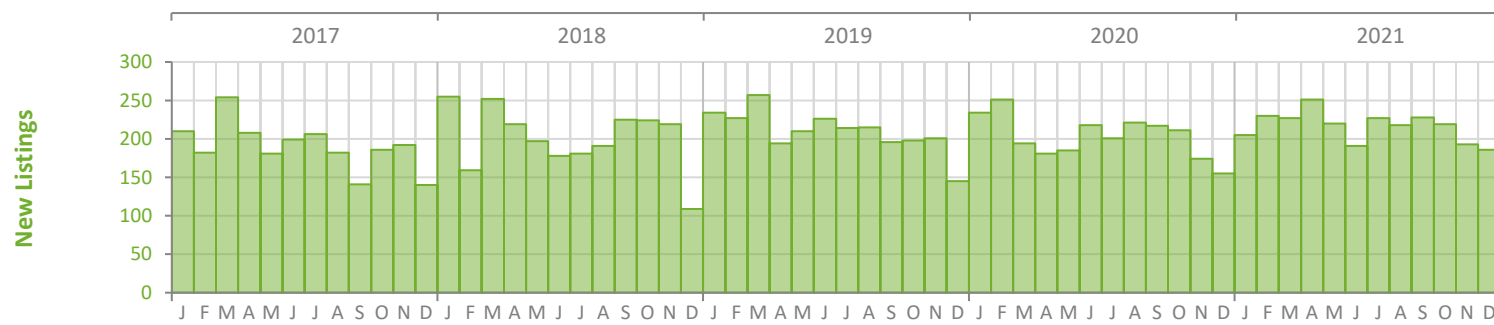


New Listings

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	2,595	6.3%
December 2021	186	20.0%
November 2021	193	10.9%
October 2021	219	3.8%
September 2021	228	5.1%
August 2021	218	-1.4%
July 2021	227	12.9%
June 2021	191	-12.4%
May 2021	220	18.9%
April 2021	251	38.7%
March 2021	227	17.0%
February 2021	230	-8.4%
January 2021	205	-12.4%
December 2020	155	6.9%



Monthly Market Detail - December 2021

Townhouses and Condos

Pasco County

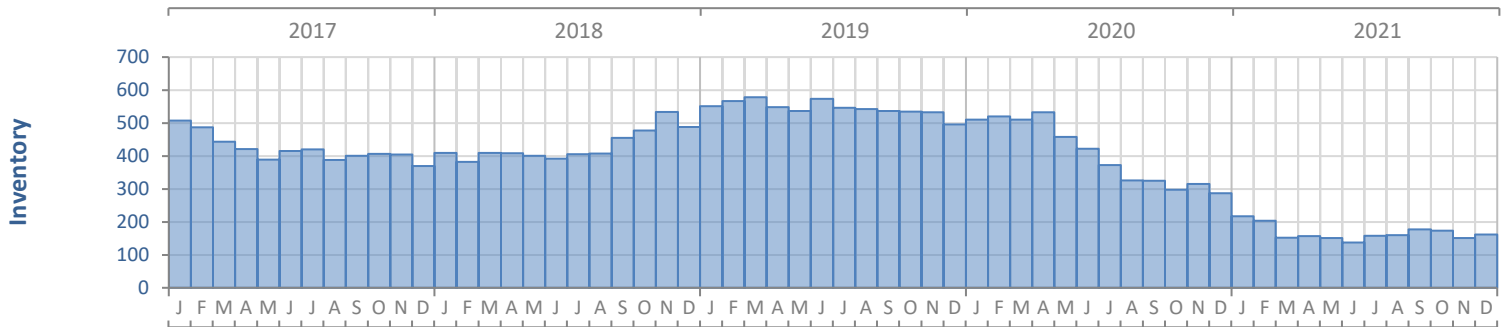


Inventory (Active Listings)

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)	167	-59.0%
December 2021	162	-43.6%
November 2021	151	-52.1%
October 2021	173	-41.9%
September 2021	177	-45.5%
August 2021	160	-50.9%
July 2021	158	-57.5%
June 2021	137	-67.5%
May 2021	151	-67.0%
April 2021	157	-70.5%
March 2021	152	-70.2%
February 2021	203	-61.0%
January 2021	217	-57.5%
December 2020	287	-42.1%

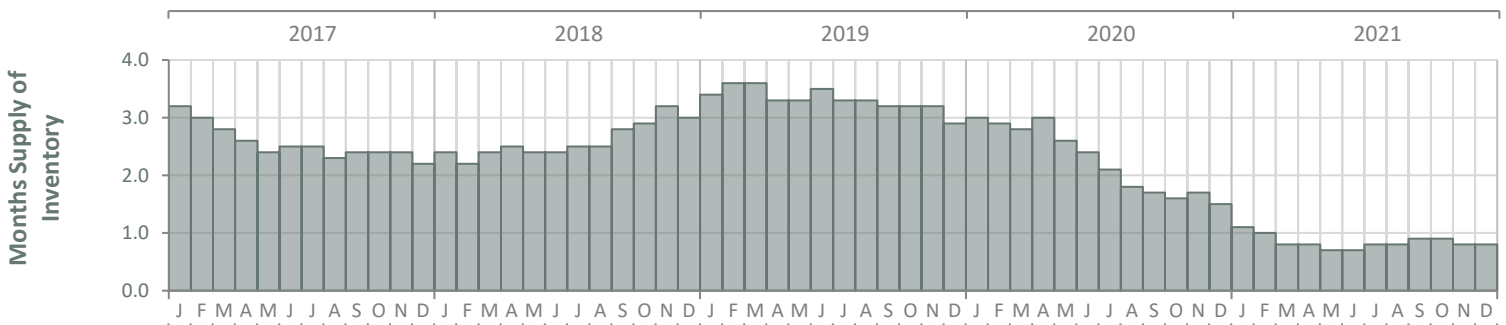


Months Supply of Inventory

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)	0.8	-65.2%
December 2021	0.8	-46.7%
November 2021	0.8	-52.9%
October 2021	0.9	-43.8%
September 2021	0.9	-47.1%
August 2021	0.8	-55.6%
July 2021	0.8	-61.9%
June 2021	0.7	-70.8%
May 2021	0.7	-73.1%
April 2021	0.8	-73.3%
March 2021	0.8	-71.4%
February 2021	1.0	-65.5%
January 2021	1.1	-63.3%
December 2020	1.5	-48.3%



Monthly Market Detail - December 2021

Townhouses and Condos

Pasco County

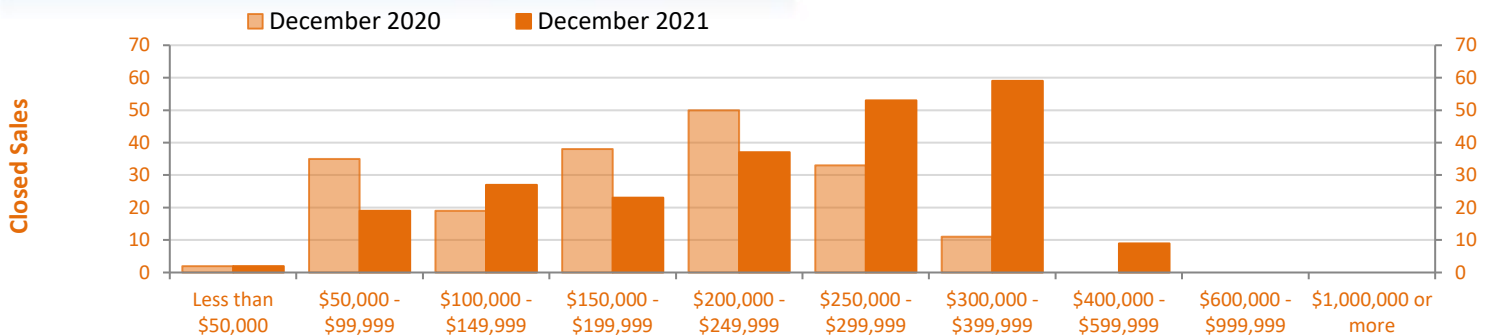


Closed Sales by Sale Price

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	2	0.0%
\$50,000 - \$99,999	19	-45.7%
\$100,000 - \$149,999	27	42.1%
\$150,000 - \$199,999	23	-39.5%
\$200,000 - \$249,999	37	-26.0%
\$250,000 - \$299,999	53	60.6%
\$300,000 - \$399,999	59	436.4%
\$400,000 - \$599,999	9	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

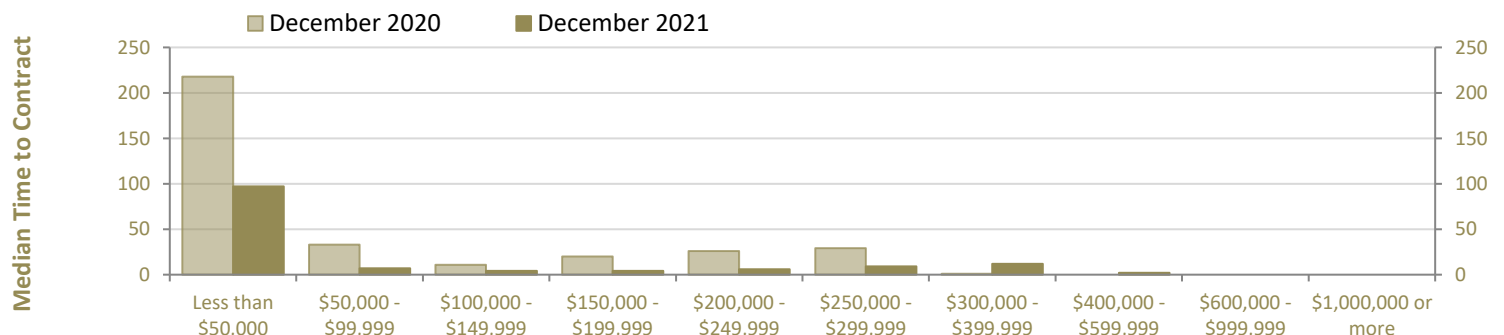


Median Time to Contract by Sale Price

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	97 Days	-55.5%
\$50,000 - \$99,999	7 Days	-78.8%
\$100,000 - \$149,999	4 Days	-63.6%
\$150,000 - \$199,999	4 Days	-80.0%
\$200,000 - \$249,999	6 Days	-76.9%
\$250,000 - \$299,999	9 Days	-69.0%
\$300,000 - \$399,999	12 Days	1100.0%
\$400,000 - \$599,999	2 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - December 2021

Townhouses and Condos

Pasco County



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	13	-50.0%
\$100,000 - \$149,999	27	12.5%
\$150,000 - \$199,999	34	-10.5%
\$200,000 - \$249,999	23	-17.9%
\$250,000 - \$299,999	37	27.6%
\$300,000 - \$399,999	45	462.5%
\$400,000 - \$599,999	7	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

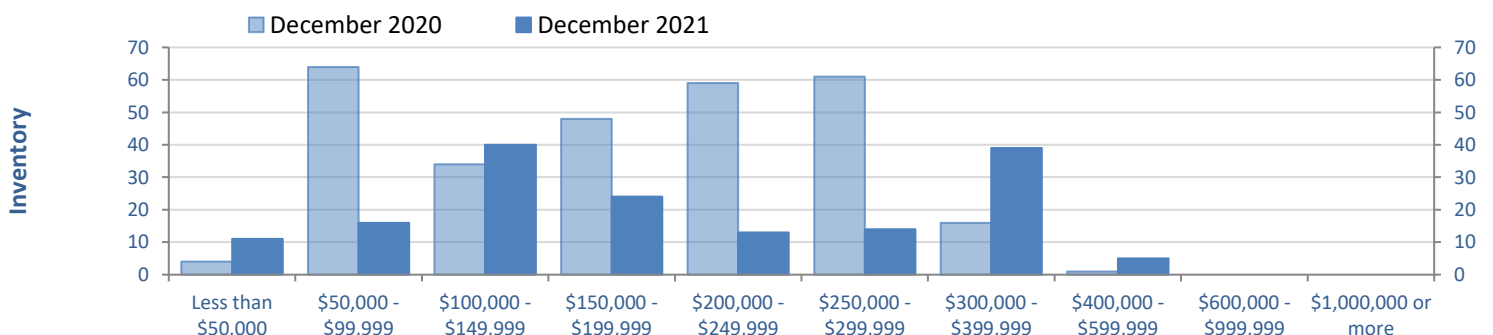


Inventory by Current Listing Price

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	11	175.0%
\$50,000 - \$99,999	16	-75.0%
\$100,000 - \$149,999	40	17.6%
\$150,000 - \$199,999	24	-50.0%
\$200,000 - \$249,999	13	-78.0%
\$250,000 - \$299,999	14	-77.0%
\$300,000 - \$399,999	39	143.8%
\$400,000 - \$599,999	5	400.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - December 2021

Townhouses and Condos

Pasco County



		December 2021	December 2020	Percent Change Year-over-Year
Traditional	Closed Sales	229	185	23.8%
	Median Sale Price	\$255,000	\$199,990	27.5%
Foreclosure/REO	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$205,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

