

Monthly Market Detail - March 2023

Townhouses and Condos

Hillsborough County



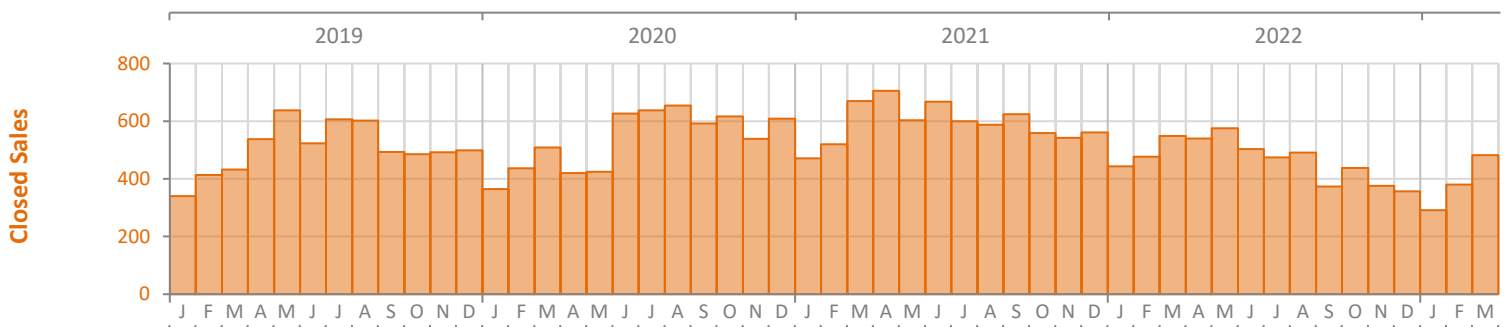
Summary Statistics	March 2023	March 2022	Percent Change Year-over-Year
Closed Sales	482	549	-12.2%
Paid in Cash	184	251	-26.7%
Median Sale Price	\$280,000	\$270,500	3.5%
Average Sale Price	\$384,930	\$321,091	19.9%
Dollar Volume	\$185.5 Million	\$176.3 Million	5.3%
Median Percent of Original List Price Received	96.3%	101.9%	-5.5%
Median Time to Contract	29 Days	5 Days	480.0%
Median Time to Sale	64 Days	39 Days	64.1%
New Pending Sales	562	578	-2.8%
New Listings	553	596	-7.2%
Pending Inventory	713	697	2.3%
Inventory (Active Listings)	818	298	174.5%
Months Supply of Inventory	1.9	0.5	280.0%

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	1,153	-21.5%
March 2023	482	-12.2%
February 2023	380	-20.3%
January 2023	291	-34.3%
December 2022	357	-36.4%
November 2022	376	-30.6%
October 2022	438	-21.6%
September 2022	373	-40.2%
August 2022	491	-16.5%
July 2022	474	-21.0%
June 2022	503	-24.6%
May 2022	575	-4.6%
April 2022	540	-23.4%
March 2022	549	-18.1%



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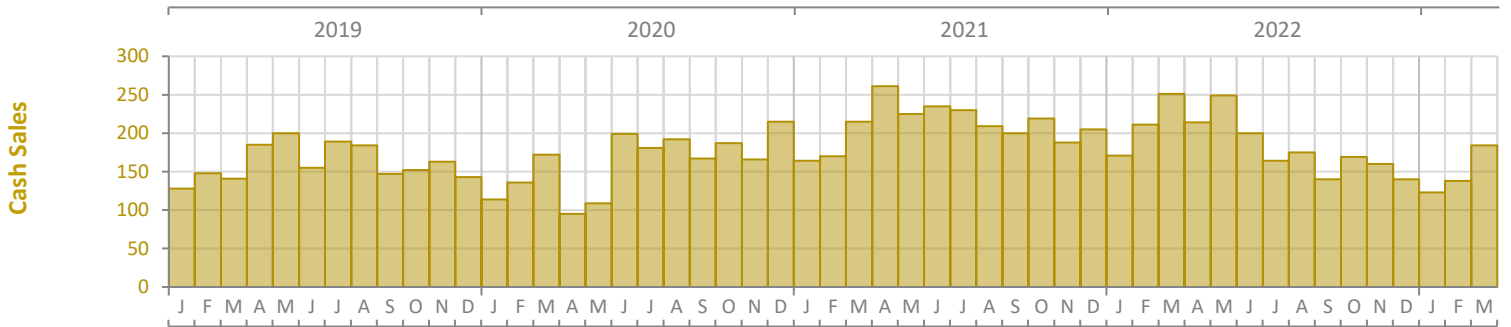


Cash Sales

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	445	-29.7%
March 2023	184	-26.7%
February 2023	138	-34.6%
January 2023	123	-28.1%
December 2022	140	-31.7%
November 2022	160	-14.9%
October 2022	169	-22.8%
September 2022	140	-30.0%
August 2022	175	-16.3%
July 2022	164	-28.7%
June 2022	200	-14.9%
May 2022	249	10.7%
April 2022	214	-18.0%
March 2022	251	16.7%

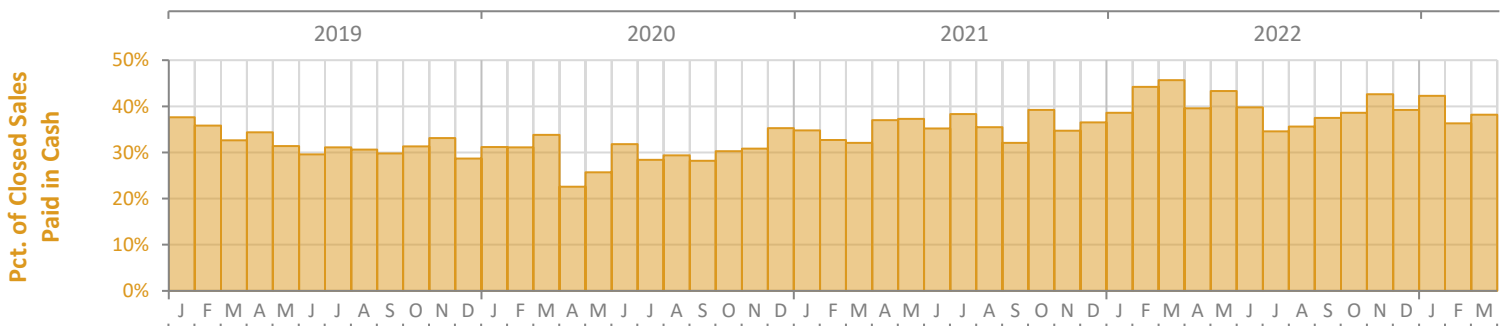


Cash Sales as a Percentage of Closed Sales

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	38.6%	-10.4%
March 2023	38.2%	-16.4%
February 2023	36.3%	-17.9%
January 2023	42.3%	9.6%
December 2022	39.2%	7.4%
November 2022	42.6%	22.8%
October 2022	38.6%	-1.5%
September 2022	37.5%	16.8%
August 2022	35.6%	0.3%
July 2022	34.6%	-9.7%
June 2022	39.8%	13.1%
May 2022	43.3%	16.1%
April 2022	39.6%	7.0%
March 2022	45.7%	42.4%



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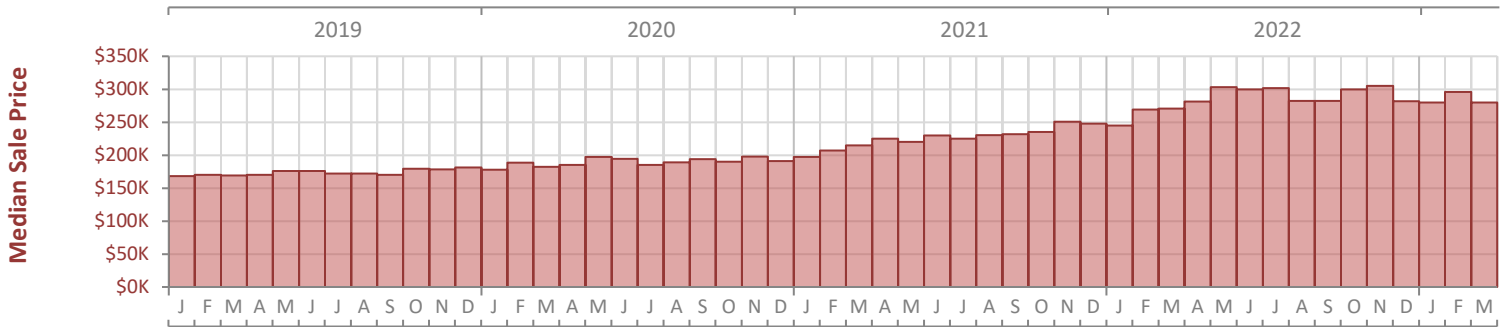


Median Sale Price

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	\$285,000	8.7%
March 2023	\$280,000	3.5%
February 2023	\$295,995	10.0%
January 2023	\$279,990	14.3%
December 2022	\$282,000	13.7%
November 2022	\$305,000	21.6%
October 2022	\$300,000	27.7%
September 2022	\$282,500	21.8%
August 2022	\$282,500	22.6%
July 2022	\$301,628	34.1%
June 2022	\$300,000	30.4%
May 2022	\$303,000	37.7%
April 2022	\$281,400	25.1%
March 2022	\$270,500	25.8%

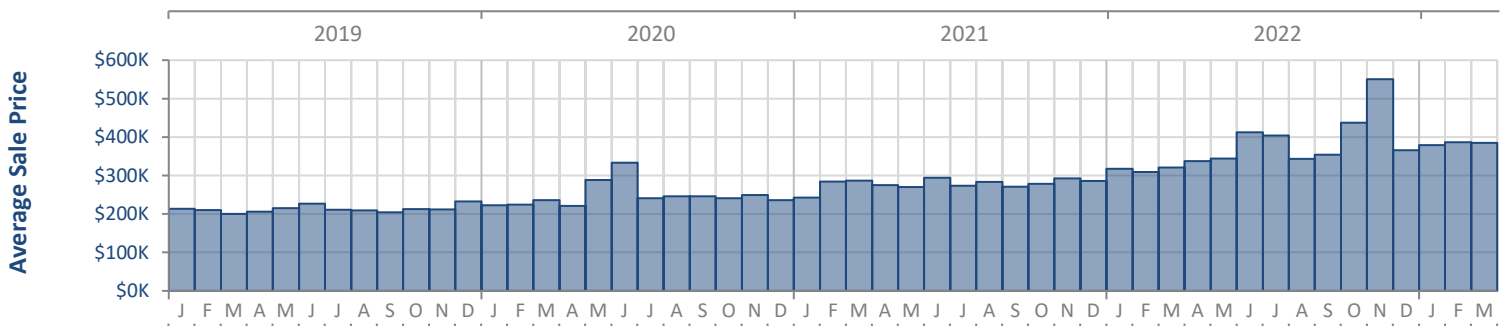


Average Sale Price

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	\$384,043	21.5%
March 2023	\$384,930	19.9%
February 2023	\$386,566	25.0%
January 2023	\$379,280	19.6%
December 2022	\$366,041	27.9%
November 2022	\$550,283	88.1%
October 2022	\$437,234	56.8%
September 2022	\$353,827	30.6%
August 2022	\$343,089	21.2%
July 2022	\$403,996	47.6%
June 2022	\$412,511	40.1%
May 2022	\$344,338	27.6%
April 2022	\$337,907	22.8%
March 2022	\$321,091	12.1%



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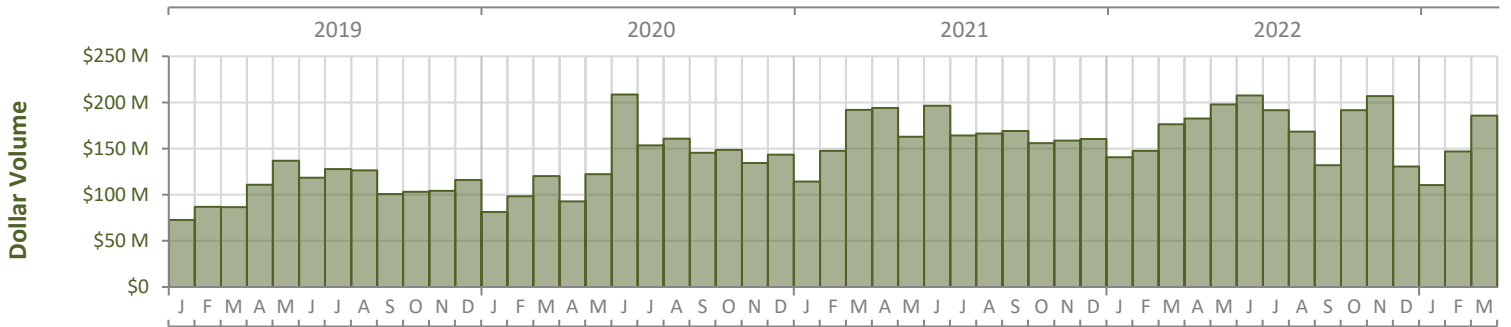


Dollar Volume

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	\$442.8 Million	-4.6%
March 2023	\$185.5 Million	5.3%
February 2023	\$146.9 Million	-0.5%
January 2023	\$110.4 Million	-21.5%
December 2022	\$130.7 Million	-18.6%
November 2022	\$206.9 Million	30.5%
October 2022	\$191.5 Million	22.9%
September 2022	\$132.0 Million	-21.9%
August 2022	\$168.5 Million	1.2%
July 2022	\$191.5 Million	16.6%
June 2022	\$207.5 Million	5.6%
May 2022	\$198.0 Million	21.7%
April 2022	\$182.5 Million	-5.9%
March 2022	\$176.3 Million	-8.1%

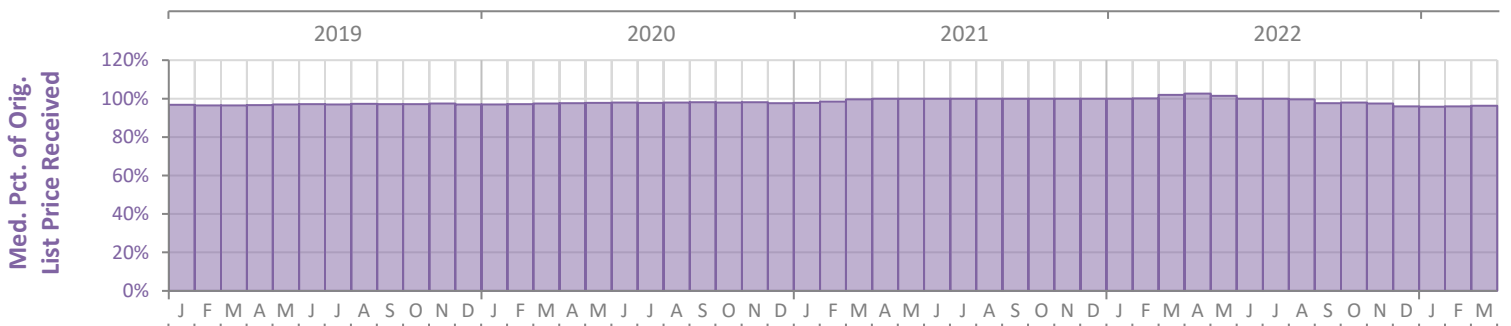


Median Percent of Original List Price Received

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

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

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.1%	-4.4%
March 2023	96.3%	-5.5%
February 2023	95.9%	-4.2%
January 2023	95.8%	-4.2%
December 2022	95.9%	-4.1%
November 2022	97.4%	-2.6%
October 2022	97.9%	-2.1%
September 2022	97.7%	-2.3%
August 2022	99.6%	-0.4%
July 2022	100.0%	0.0%
June 2022	100.0%	0.0%
May 2022	101.5%	1.5%
April 2022	102.6%	2.6%
March 2022	101.9%	2.3%

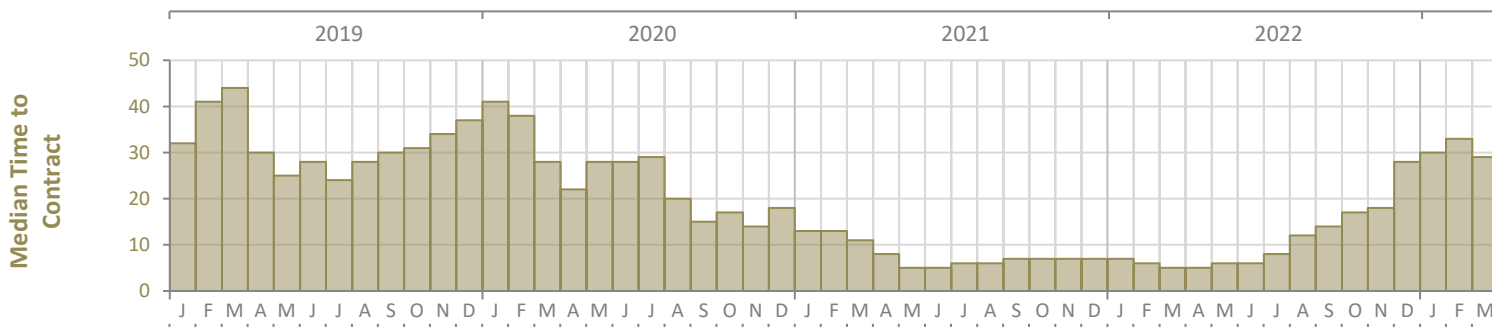


Median Time to Contract

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	31 Days	416.7%
March 2023	29 Days	480.0%
February 2023	33 Days	450.0%
January 2023	30 Days	328.6%
December 2022	28 Days	300.0%
November 2022	18 Days	157.1%
October 2022	17 Days	142.9%
September 2022	14 Days	100.0%
August 2022	12 Days	100.0%
July 2022	8 Days	33.3%
June 2022	6 Days	20.0%
May 2022	6 Days	20.0%
April 2022	5 Days	-37.5%
March 2022	5 Days	-54.5%

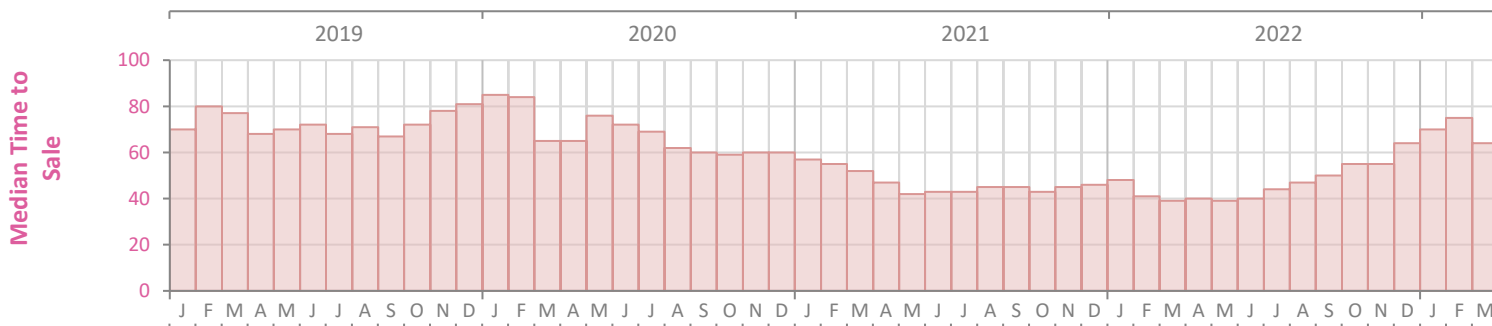


Median Time to Sale

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	70 Days	66.7%
March 2023	64 Days	64.1%
February 2023	75 Days	82.9%
January 2023	70 Days	45.8%
December 2022	64 Days	39.1%
November 2022	55 Days	22.2%
October 2022	55 Days	27.9%
September 2022	50 Days	11.1%
August 2022	47 Days	4.4%
July 2022	44 Days	2.3%
June 2022	40 Days	-7.0%
May 2022	39 Days	-7.1%
April 2022	40 Days	-14.9%
March 2022	39 Days	-25.0%



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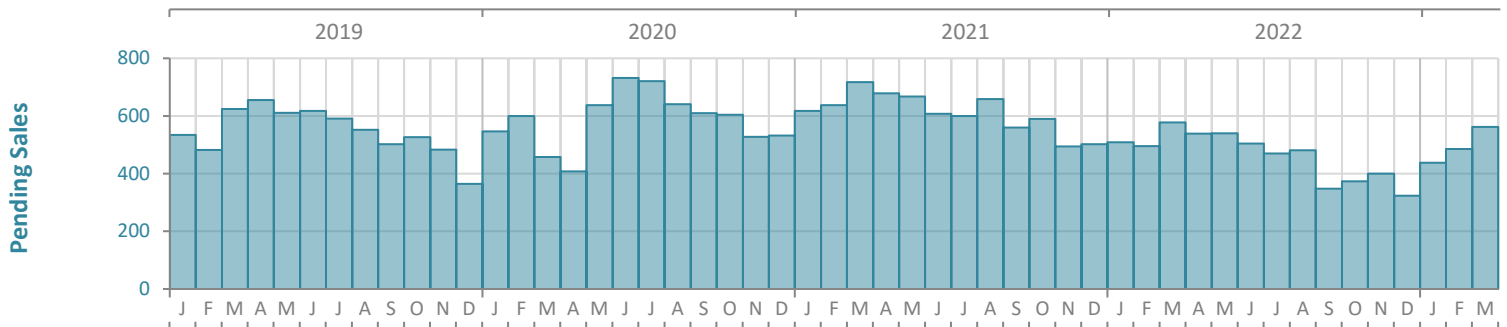


New Pending Sales

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	1,486	-6.1%
March 2023	562	-2.8%
February 2023	486	-2.0%
January 2023	438	-13.9%
December 2022	323	-35.7%
November 2022	400	-19.0%
October 2022	373	-36.8%
September 2022	348	-37.9%
August 2022	481	-27.0%
July 2022	470	-21.7%
June 2022	504	-17.1%
May 2022	540	-19.2%
April 2022	539	-20.6%
March 2022	578	-19.4%

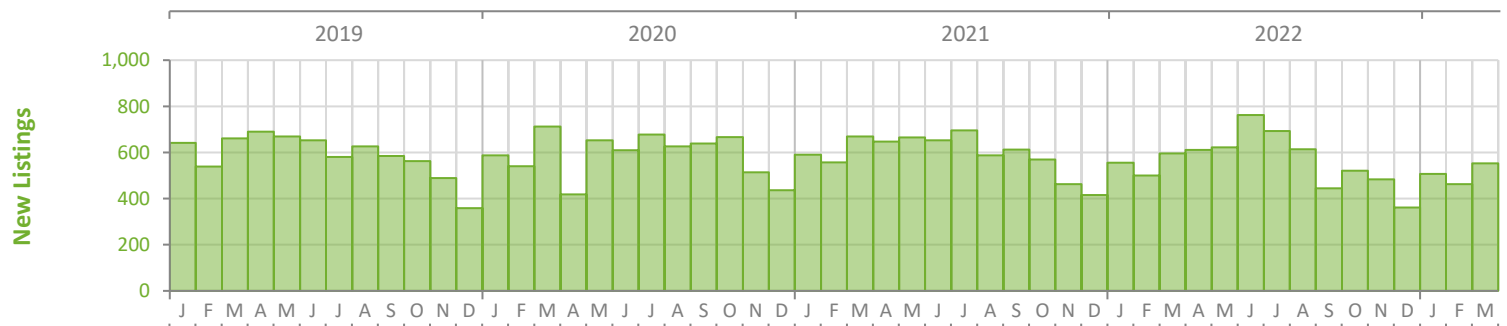


New Listings

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	1,522	-7.9%
March 2023	553	-7.2%
February 2023	462	-7.6%
January 2023	507	-8.8%
December 2022	361	-13.0%
November 2022	483	4.5%
October 2022	521	-8.4%
September 2022	445	-27.3%
August 2022	614	4.4%
July 2022	693	-0.4%
June 2022	762	16.7%
May 2022	622	-6.5%
April 2022	611	-5.6%
March 2022	596	-11.0%



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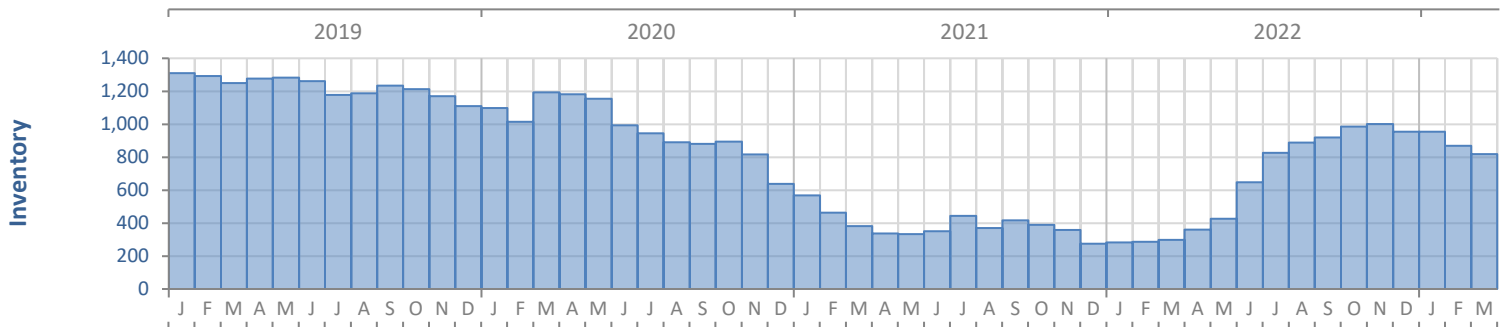


Inventory (Active Listings)

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)	880	204.6%
March 2023	818	174.5%
February 2023	869	202.8%
January 2023	954	238.3%
December 2022	955	247.3%
November 2022	1,002	179.9%
October 2022	986	152.8%
September 2022	919	120.9%
August 2022	888	140.0%
July 2022	827	86.3%
June 2022	648	84.6%
May 2022	426	27.9%
April 2022	360	7.1%
March 2022	298	-22.0%

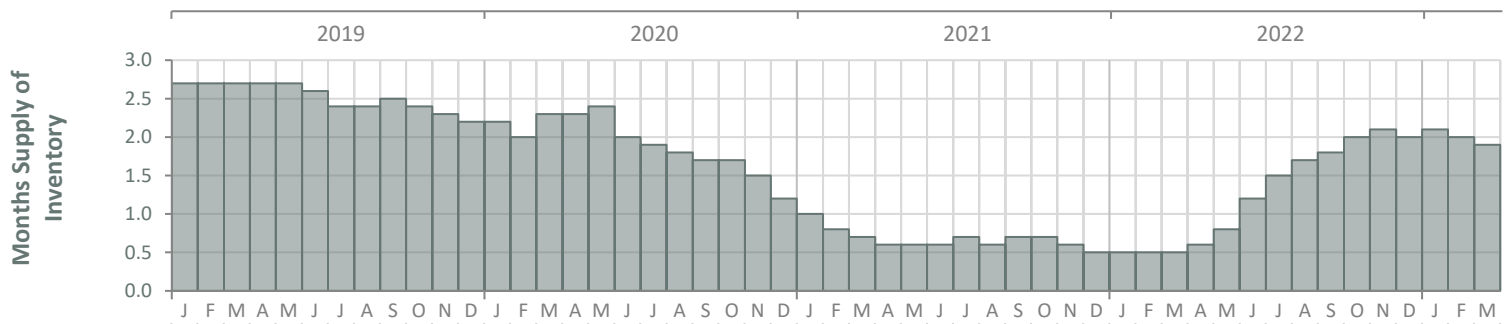


Months Supply of Inventory

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	300.0%
March 2023	1.9	280.0%
February 2023	2.0	300.0%
January 2023	2.1	320.0%
December 2022	2.0	300.0%
November 2022	2.1	250.0%
October 2022	2.0	185.7%
September 2022	1.8	157.1%
August 2022	1.7	183.3%
July 2022	1.5	114.3%
June 2022	1.2	100.0%
May 2022	0.8	33.3%
April 2022	0.6	0.0%
March 2022	0.5	-28.6%



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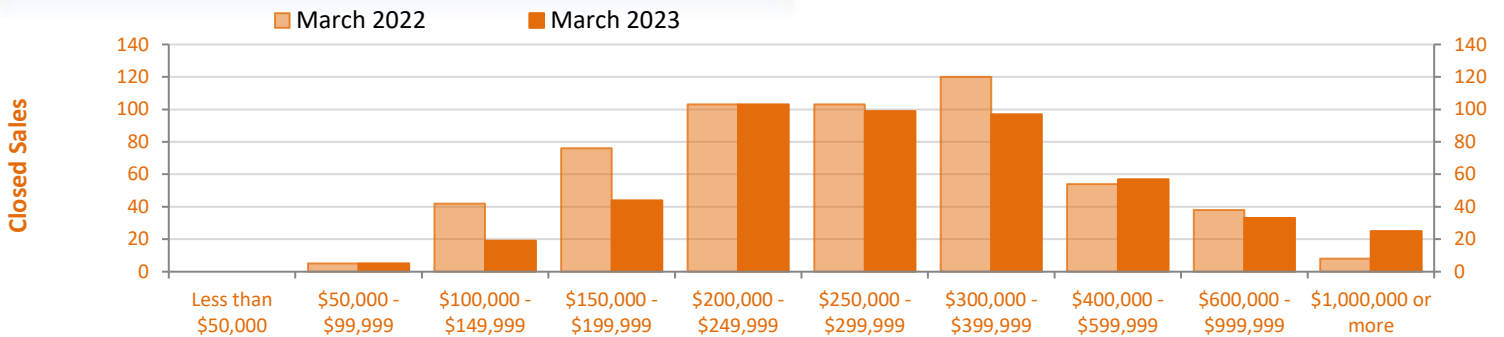


Closed Sales by Sale Price

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	0	N/A
\$50,000 - \$99,999	5	0.0%
\$100,000 - \$149,999	19	-54.8%
\$150,000 - \$199,999	44	-42.1%
\$200,000 - \$249,999	103	0.0%
\$250,000 - \$299,999	99	-3.9%
\$300,000 - \$399,999	97	-19.2%
\$400,000 - \$599,999	57	5.6%
\$600,000 - \$999,999	33	-13.2%
\$1,000,000 or more	25	212.5%

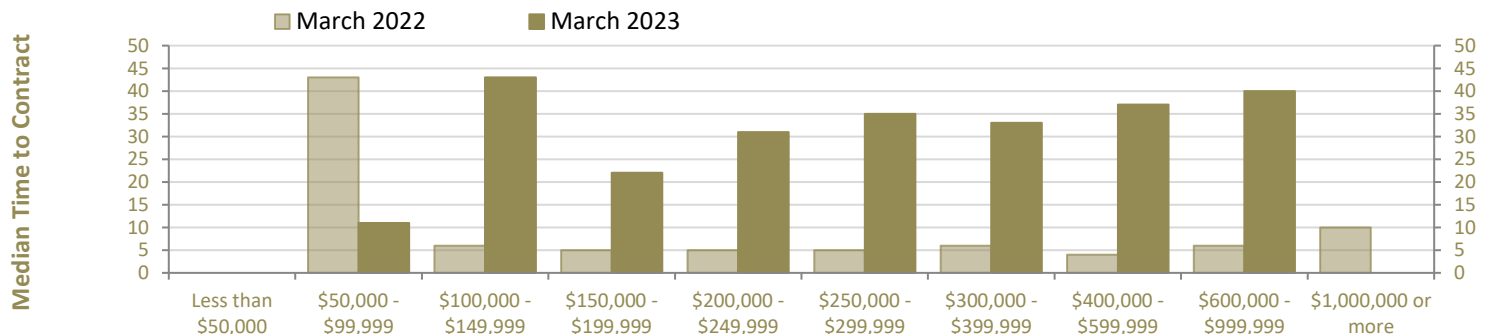


Median Time to Contract by Sale Price

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	11 Days	-74.4%
\$100,000 - \$149,999	43 Days	616.7%
\$150,000 - \$199,999	22 Days	340.0%
\$200,000 - \$249,999	31 Days	520.0%
\$250,000 - \$299,999	35 Days	600.0%
\$300,000 - \$399,999	33 Days	450.0%
\$400,000 - \$599,999	37 Days	825.0%
\$600,000 - \$999,999	40 Days	566.7%
\$1,000,000 or more	0 Days	-100.0%



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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	1	N/A
\$50,000 - \$99,999	4	N/A
\$100,000 - \$149,999	21	-36.4%
\$150,000 - \$199,999	52	-20.0%
\$200,000 - \$249,999	85	-25.4%
\$250,000 - \$299,999	97	-14.9%
\$300,000 - \$399,999	126	-15.4%
\$400,000 - \$599,999	73	19.7%
\$600,000 - \$999,999	49	25.6%
\$1,000,000 or more	45	114.3%

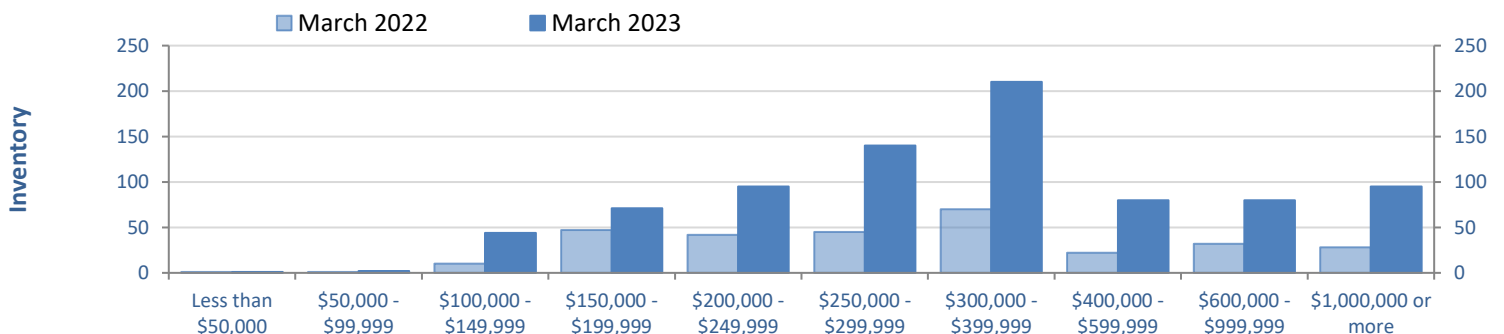


Inventory by Current Listing Price

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	1	0.0%
\$50,000 - \$99,999	2	100.0%
\$100,000 - \$149,999	44	340.0%
\$150,000 - \$199,999	71	51.1%
\$200,000 - \$249,999	95	126.2%
\$250,000 - \$299,999	140	211.1%
\$300,000 - \$399,999	210	200.0%
\$400,000 - \$599,999	80	263.6%
\$600,000 - \$999,999	80	150.0%
\$1,000,000 or more	95	239.3%



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		March 2023	March 2022	Percent Change Year-over-Year
Traditional	Closed Sales	481	547	-12.1%
	Median Sale Price	\$280,000	\$271,000	3.3%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$175,000	\$162,503	7.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

2019 2020 2021 2022

Traditional Foreclosure/REO Short Sale

