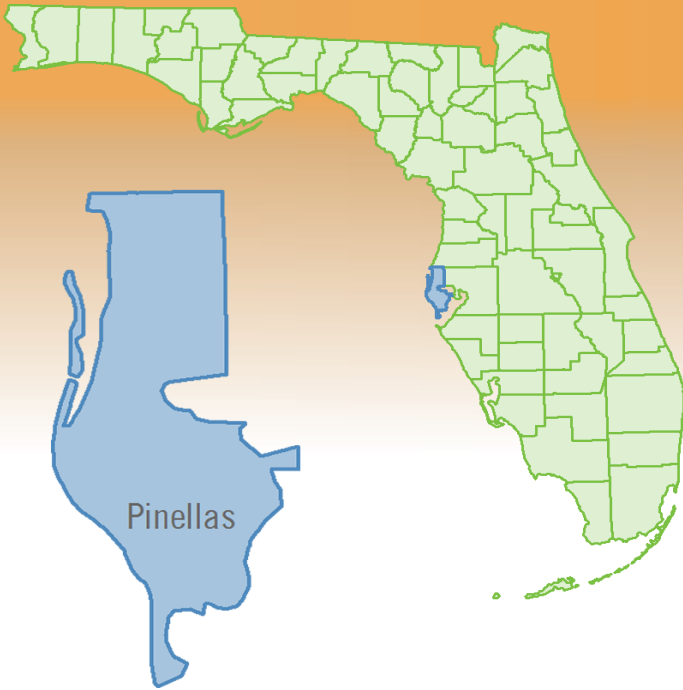


Monthly Market Detail - November 2024

Manufactured Homes

Pinellas County



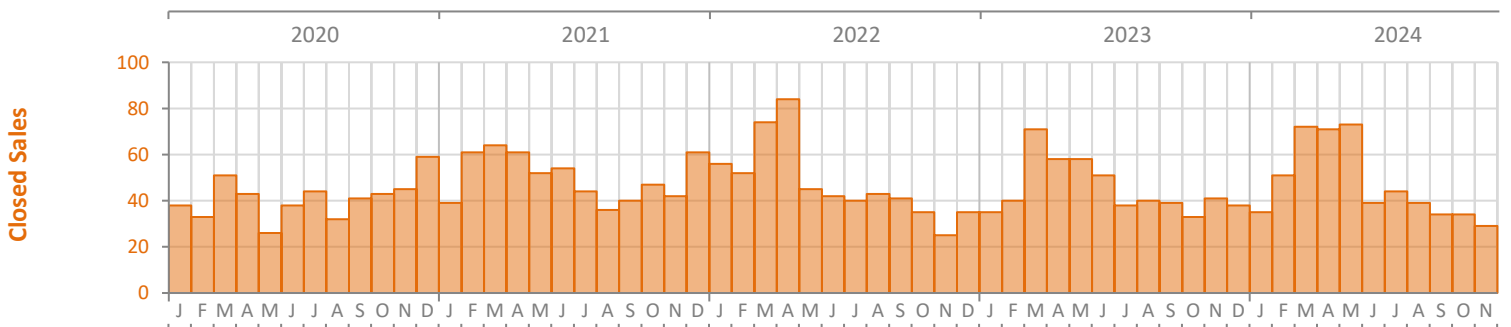
Summary Statistics	November 2024	November 2023	Percent Change Year-over-Year
Closed Sales	29	41	-29.3%
Paid in Cash	26	39	-33.3%
Median Sale Price	\$150,000	\$180,000	-16.7%
Average Sale Price	\$149,079	\$184,375	-19.1%
Dollar Volume	\$4.3 Million	\$7.6 Million	-42.8%
Median Percent of Original List Price Received	93.1%	93.6%	-0.5%
Median Time to Contract	61 Days	35 Days	74.3%
Median Time to Sale	106 Days	62 Days	71.0%
New Pending Sales	34	45	-24.4%
New Listings	95	61	55.7%
Pending Inventory	31	48	-35.4%
Inventory (Active Listings)	286	189	51.3%
Months Supply of Inventory	6.1	4.2	45.2%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	521	3.4%
November 2024	29	-29.3%
October 2024	34	3.0%
September 2024	34	-12.8%
August 2024	39	-2.5%
July 2024	44	15.8%
June 2024	39	-23.5%
May 2024	73	25.9%
April 2024	71	22.4%
March 2024	72	1.4%
February 2024	51	27.5%
January 2024	35	0.0%
December 2023	38	8.6%
November 2023	41	64.0%

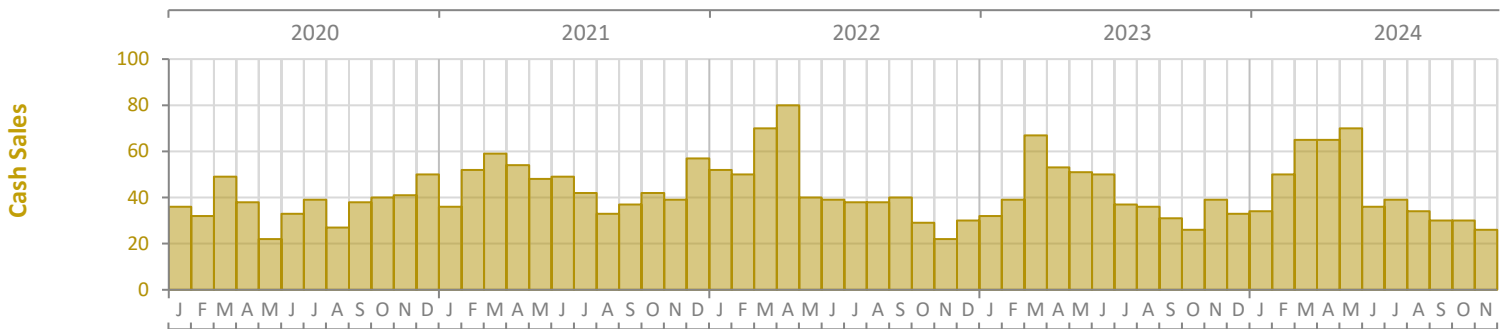


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	479	3.9%
November 2024	26	-33.3%
October 2024	30	15.4%
September 2024	30	-3.2%
August 2024	34	-5.6%
July 2024	39	5.4%
June 2024	36	-28.0%
May 2024	70	37.3%
April 2024	65	22.6%
March 2024	65	-3.0%
February 2024	50	28.2%
January 2024	34	6.3%
December 2023	33	10.0%
November 2023	39	77.3%

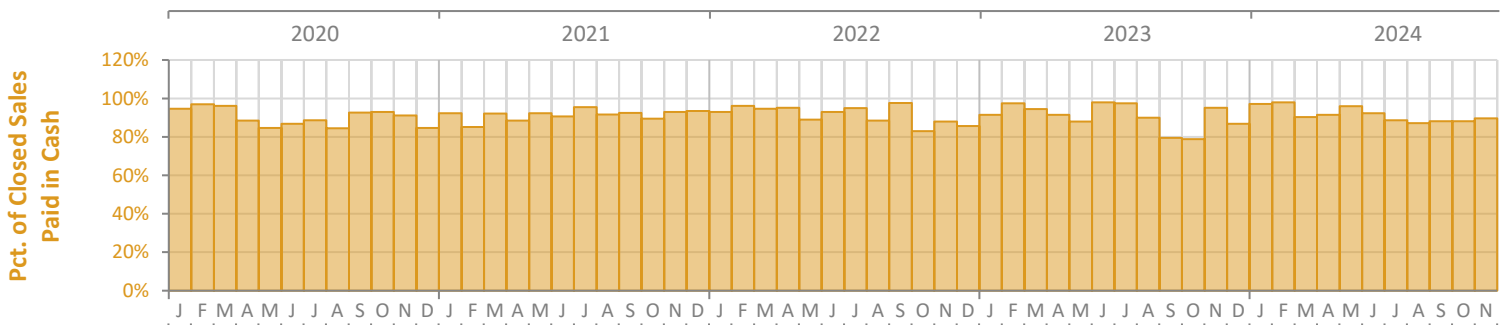


Cash Sales as a Percentage of Closed Sales

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	91.9%	0.4%
November 2024	89.7%	-5.7%
October 2024	88.2%	11.9%
September 2024	88.2%	10.9%
August 2024	87.2%	-3.1%
July 2024	88.6%	-9.0%
June 2024	92.3%	-5.8%
May 2024	95.9%	9.1%
April 2024	91.5%	0.1%
March 2024	90.3%	-4.3%
February 2024	98.0%	0.5%
January 2024	97.1%	6.2%
December 2023	86.8%	1.3%
November 2023	95.1%	8.1%

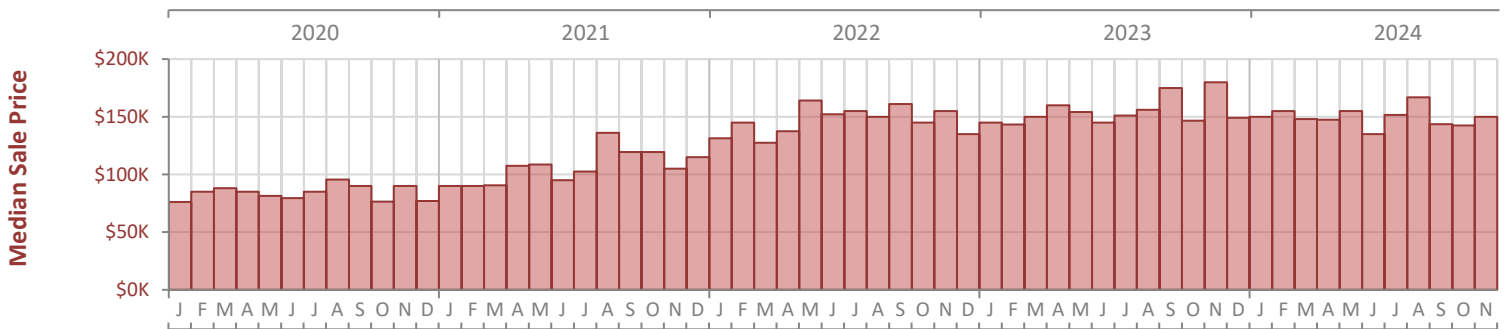


Median Sale Price

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	\$150,000	-3.2%
November 2024	\$150,000	-16.7%
October 2024	\$142,500	-2.7%
September 2024	\$143,500	-18.0%
August 2024	\$167,000	7.1%
July 2024	\$151,500	0.3%
June 2024	\$135,000	-6.9%
May 2024	\$155,000	0.6%
April 2024	\$147,500	-7.8%
March 2024	\$147,950	-1.4%
February 2024	\$155,000	8.2%
January 2024	\$150,000	3.4%
December 2023	\$149,000	10.4%
November 2023	\$180,000	16.1%

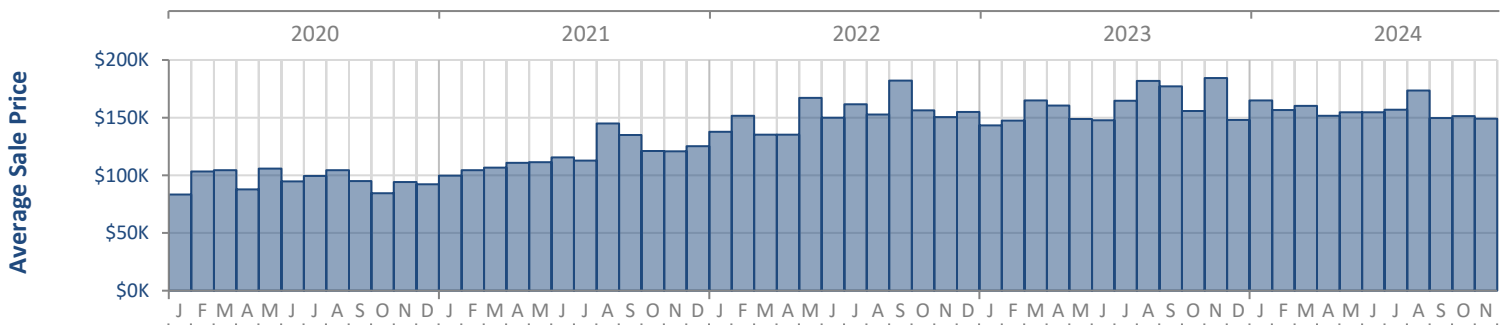


Average Sale Price

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	\$156,672	-2.8%
November 2024	\$149,079	-19.1%
October 2024	\$151,345	-2.8%
September 2024	\$149,591	-15.5%
August 2024	\$173,612	-4.5%
July 2024	\$156,825	-4.8%
June 2024	\$154,688	4.6%
May 2024	\$154,804	3.9%
April 2024	\$151,537	-5.5%
March 2024	\$160,310	-2.7%
February 2024	\$156,689	6.4%
January 2024	\$164,966	15.2%
December 2023	\$148,071	-4.5%
November 2023	\$184,375	22.6%



Monthly Market Detail - November 2024

Manufactured Homes

Pinellas County

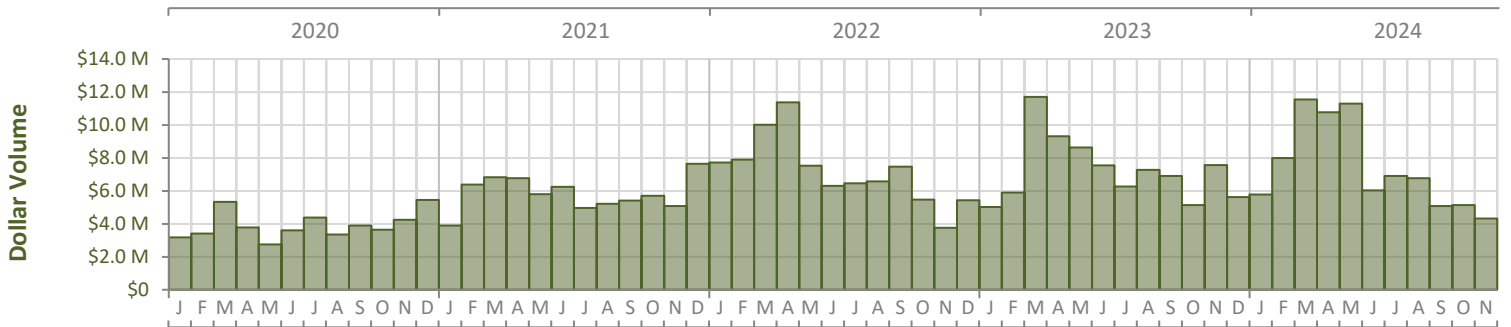


Dollar Volume

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	\$81.6 Million	0.5%
November 2024	\$4.3 Million	-42.8%
October 2024	\$5.1 Million	0.2%
September 2024	\$5.1 Million	-26.3%
August 2024	\$6.8 Million	-6.9%
July 2024	\$6.9 Million	10.2%
June 2024	\$6.0 Million	-20.0%
May 2024	\$11.3 Million	30.8%
April 2024	\$10.8 Million	15.6%
March 2024	\$11.5 Million	-1.4%
February 2024	\$8.0 Million	35.6%
January 2024	\$5.8 Million	15.2%
December 2023	\$5.6 Million	3.7%
November 2023	\$7.6 Million	101.0%

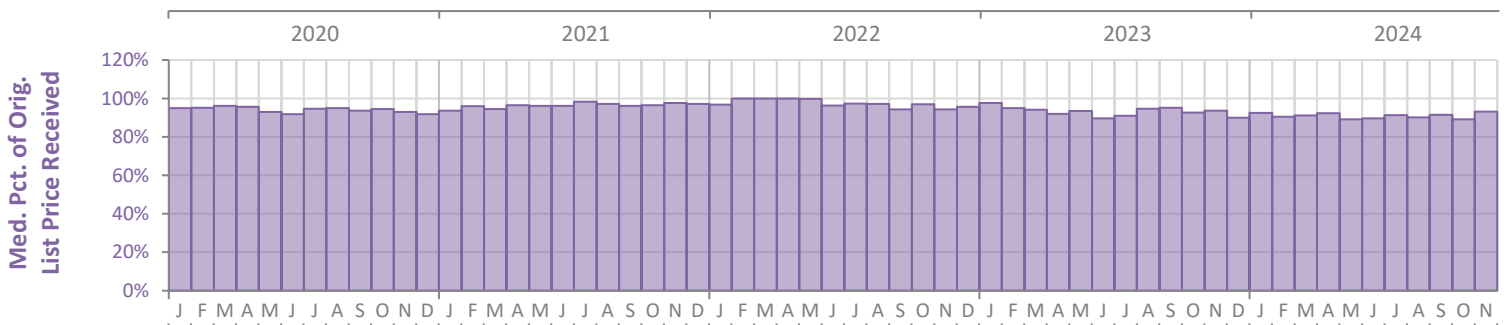


Median Percent of Original List Price Received

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	90.9%	-2.9%
November 2024	93.1%	-0.5%
October 2024	89.1%	-3.9%
September 2024	91.4%	-4.0%
August 2024	90.1%	-4.9%
July 2024	91.3%	0.3%
June 2024	89.7%	0.0%
May 2024	89.2%	-4.6%
April 2024	92.3%	0.3%
March 2024	91.1%	-3.3%
February 2024	90.5%	-4.6%
January 2024	92.5%	-5.2%
December 2023	90.0%	-6.0%
November 2023	93.6%	-0.7%

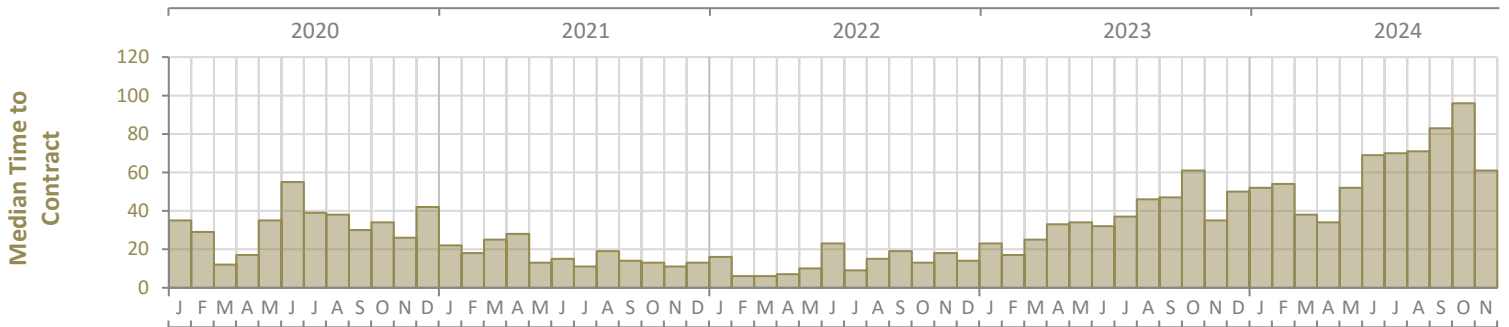


Median Time to Contract

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	63 Days	103.2%
November 2024	61 Days	74.3%
October 2024	96 Days	57.4%
September 2024	83 Days	76.6%
August 2024	71 Days	54.3%
July 2024	70 Days	89.2%
June 2024	69 Days	115.6%
May 2024	52 Days	52.9%
April 2024	34 Days	3.0%
March 2024	38 Days	52.0%
February 2024	54 Days	217.6%
January 2024	52 Days	126.1%
December 2023	50 Days	257.1%
November 2023	35 Days	94.4%

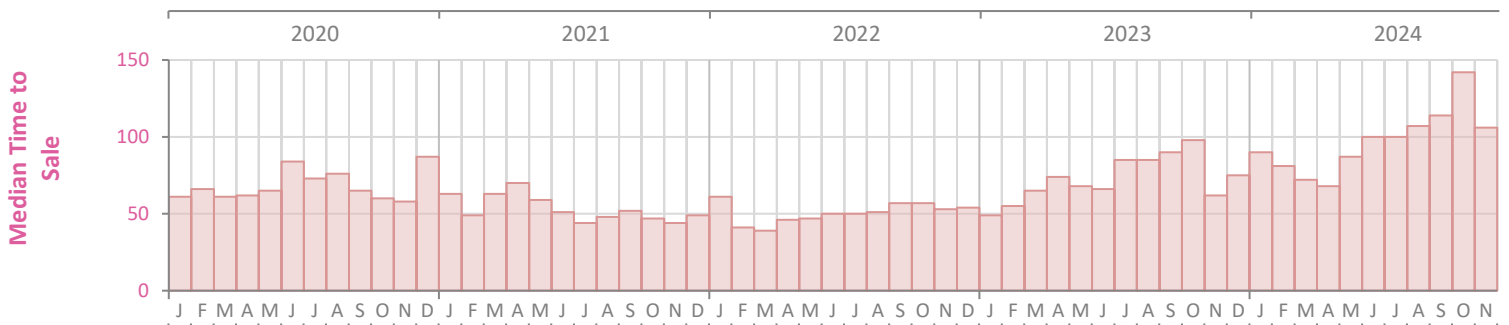


Median Time to Sale

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	95 Days	41.8%
November 2024	106 Days	71.0%
October 2024	142 Days	44.9%
September 2024	114 Days	26.7%
August 2024	107 Days	25.9%
July 2024	100 Days	17.6%
June 2024	100 Days	51.5%
May 2024	87 Days	27.9%
April 2024	68 Days	-8.1%
March 2024	72 Days	10.8%
February 2024	81 Days	47.3%
January 2024	90 Days	83.7%
December 2023	75 Days	38.9%
November 2023	62 Days	17.0%

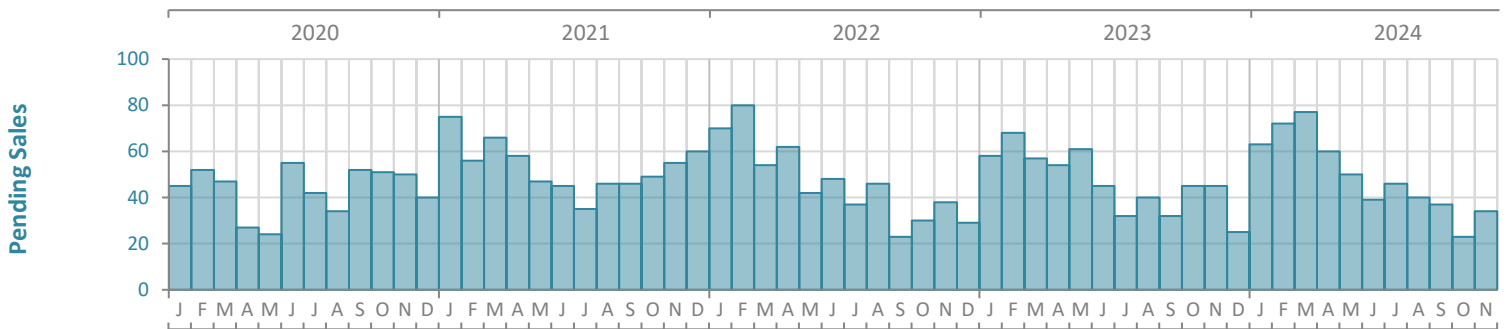


New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	541	0.7%
November 2024	34	-24.4%
October 2024	23	-48.9%
September 2024	37	15.6%
August 2024	40	0.0%
July 2024	46	43.8%
June 2024	39	-13.3%
May 2024	50	-18.0%
April 2024	60	11.1%
March 2024	77	35.1%
February 2024	72	5.9%
January 2024	63	8.6%
December 2023	25	-13.8%
November 2023	45	18.4%

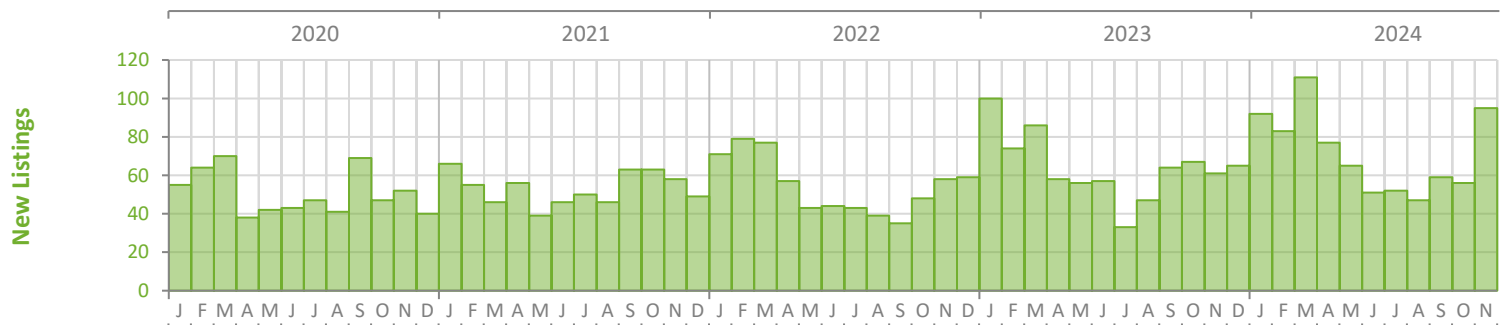


New Listings

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	788	12.1%
November 2024	95	55.7%
October 2024	56	-16.4%
September 2024	59	-7.8%
August 2024	47	0.0%
July 2024	52	57.6%
June 2024	51	-10.5%
May 2024	65	16.1%
April 2024	77	32.8%
March 2024	111	29.1%
February 2024	83	12.2%
January 2024	92	-8.0%
December 2023	65	10.2%
November 2023	61	5.2%

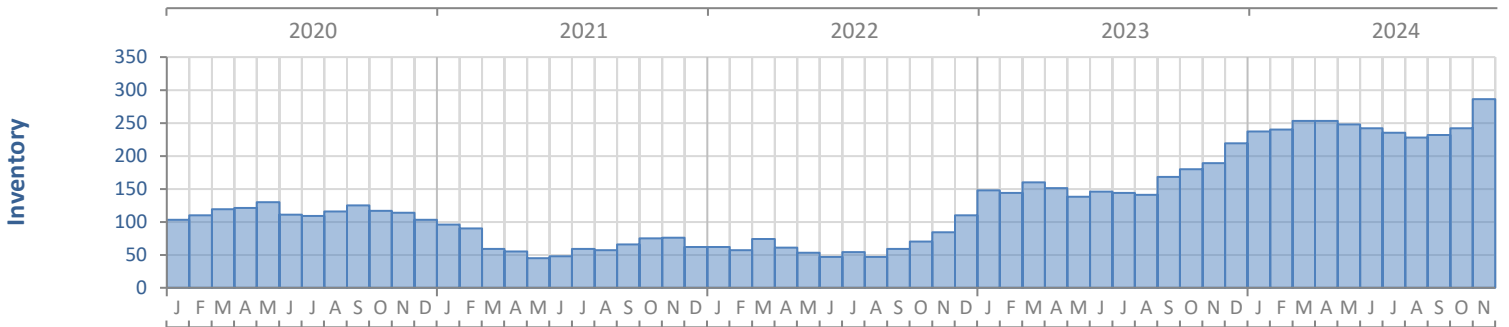


Inventory (Active Listings)

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)	245	57.7%
November 2024	286	51.3%
October 2024	242	34.4%
September 2024	232	38.1%
August 2024	228	61.7%
July 2024	235	63.2%
June 2024	242	65.8%
May 2024	248	79.7%
April 2024	253	67.5%
March 2024	253	58.1%
February 2024	240	66.7%
January 2024	237	60.1%
December 2023	219	99.1%
November 2023	189	125.0%

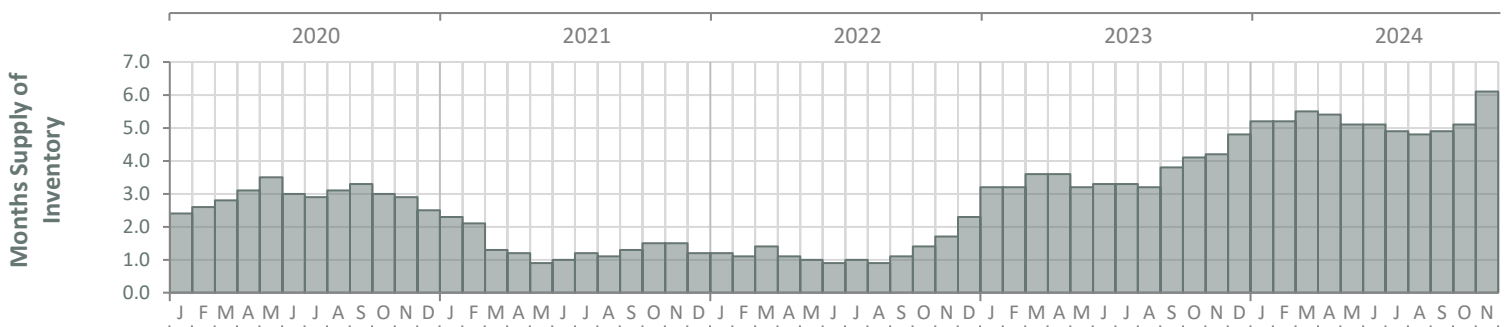


Months Supply of Inventory

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)	5.2	48.6%
November 2024	6.1	45.2%
October 2024	5.1	24.4%
September 2024	4.9	28.9%
August 2024	4.8	50.0%
July 2024	4.9	48.5%
June 2024	5.1	54.5%
May 2024	5.1	59.4%
April 2024	5.4	50.0%
March 2024	5.5	52.8%
February 2024	5.2	62.5%
January 2024	5.2	62.5%
December 2023	4.8	108.7%
November 2023	4.2	147.1%

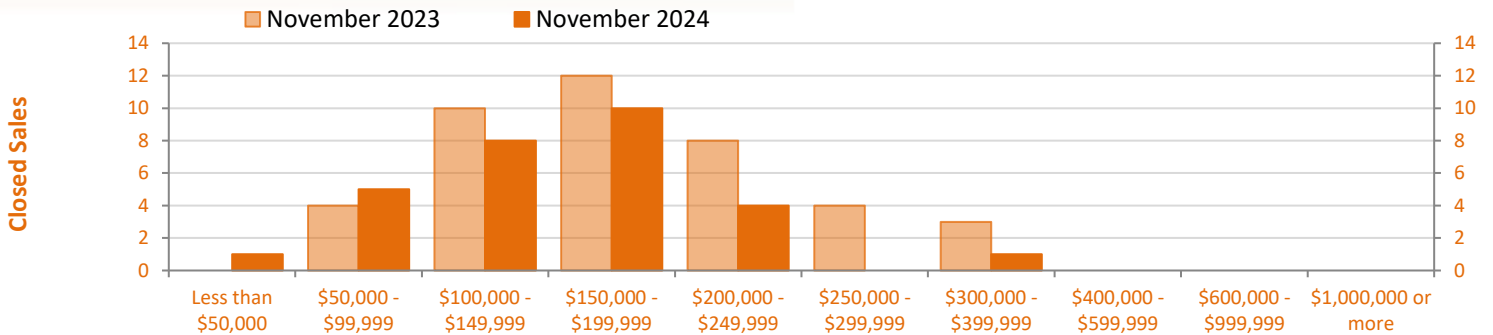


Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	5	25.0%
\$100,000 - \$149,999	8	-20.0%
\$150,000 - \$199,999	10	-16.7%
\$200,000 - \$249,999	4	-50.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	-66.7%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

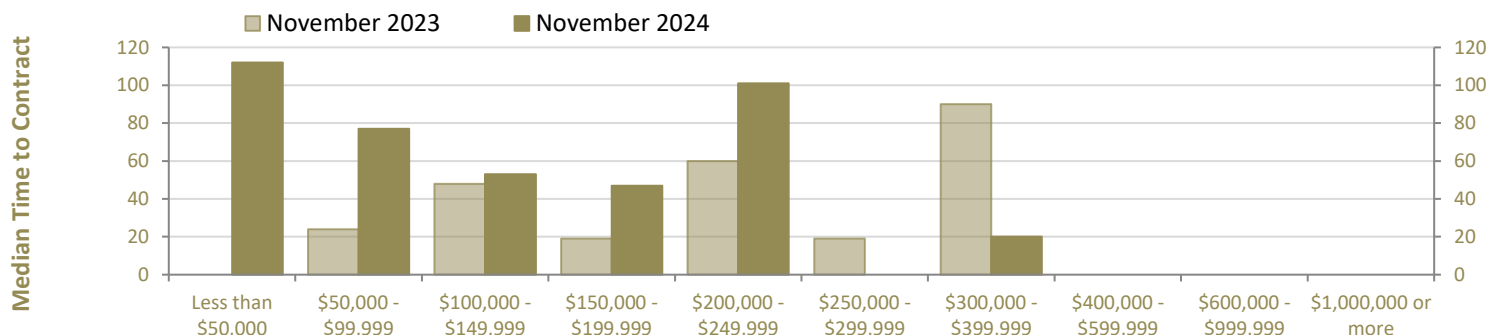


Median Time to Contract by Sale Price

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	112 Days	N/A
\$50,000 - \$99,999	77 Days	220.8%
\$100,000 - \$149,999	53 Days	10.4%
\$150,000 - \$199,999	47 Days	147.4%
\$200,000 - \$249,999	101 Days	68.3%
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	20 Days	-77.8%
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

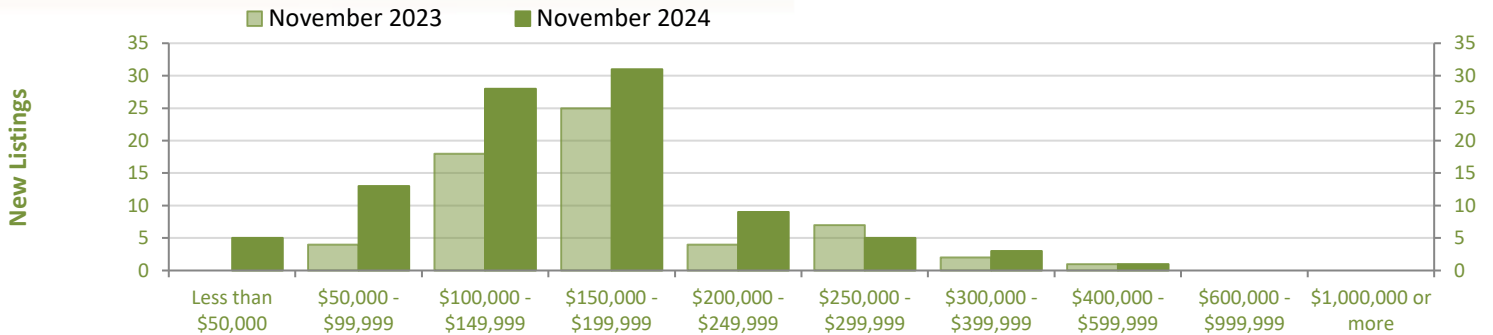


New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	5	N/A
\$50,000 - \$99,999	13	225.0%
\$100,000 - \$149,999	28	55.6%
\$150,000 - \$199,999	31	24.0%
\$200,000 - \$249,999	9	125.0%
\$250,000 - \$299,999	5	-28.6%
\$300,000 - \$399,999	3	50.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

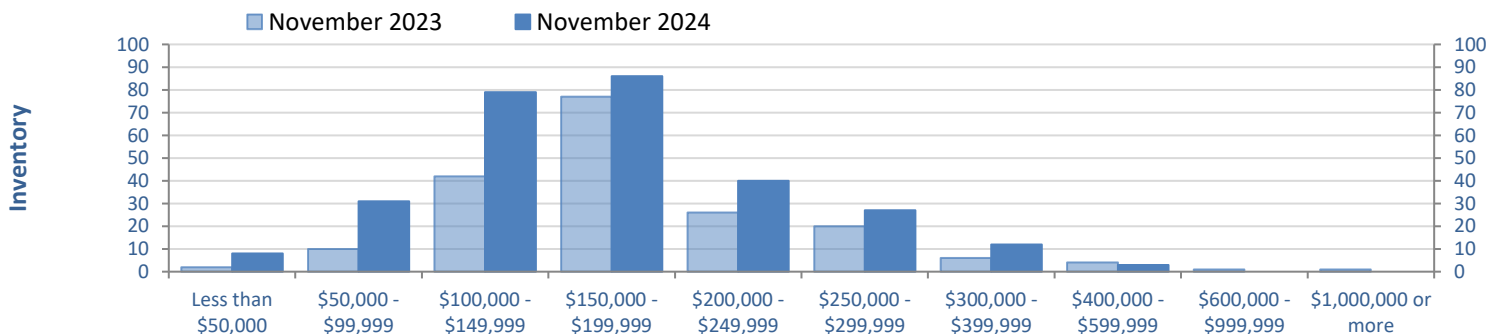


Inventory by Current Listing Price

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.

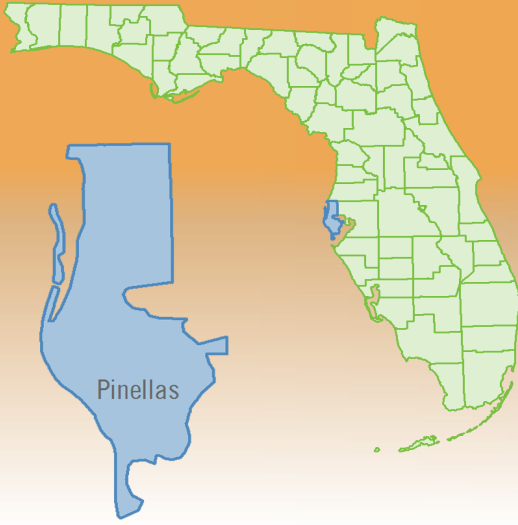
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	8	300.0%
\$50,000 - \$99,999	31	210.0%
\$100,000 - \$149,999	79	88.1%
\$150,000 - \$199,999	86	11.7%
\$200,000 - \$249,999	40	53.8%
\$250,000 - \$299,999	27	35.0%
\$300,000 - \$399,999	12	100.0%
\$400,000 - \$599,999	3	-25.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	-100.0%



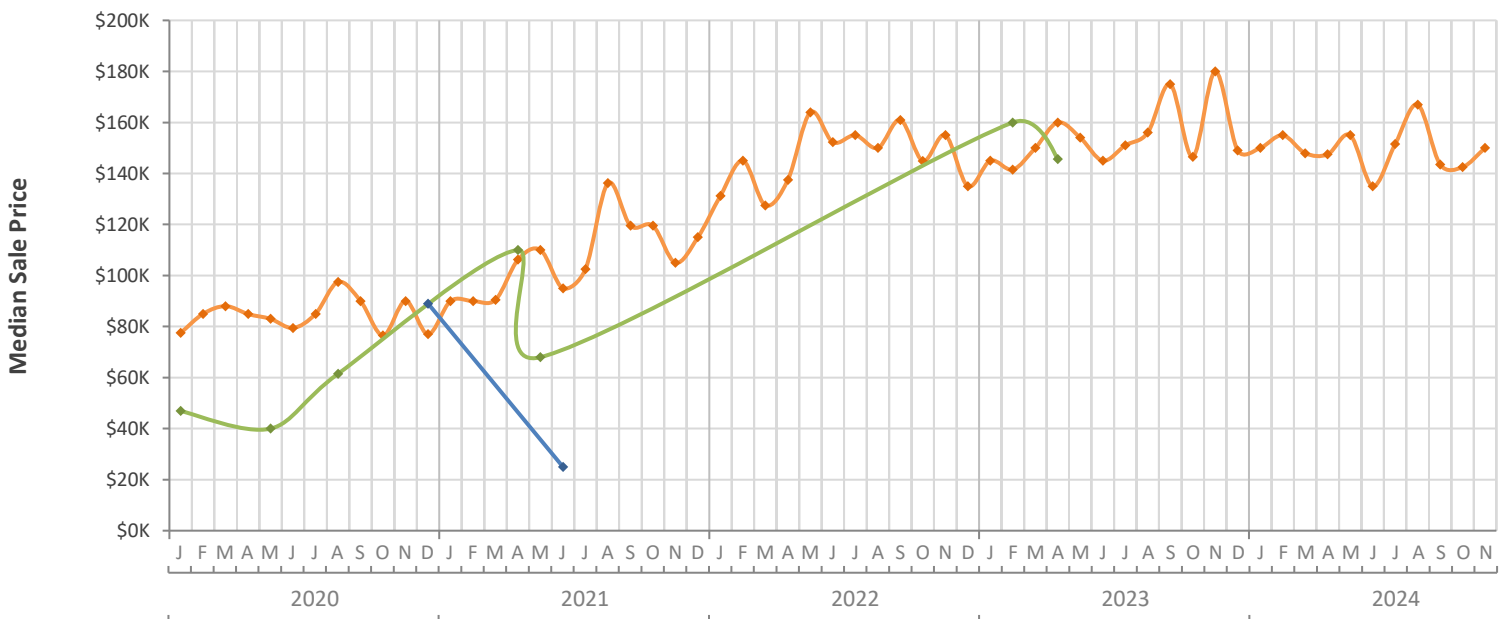
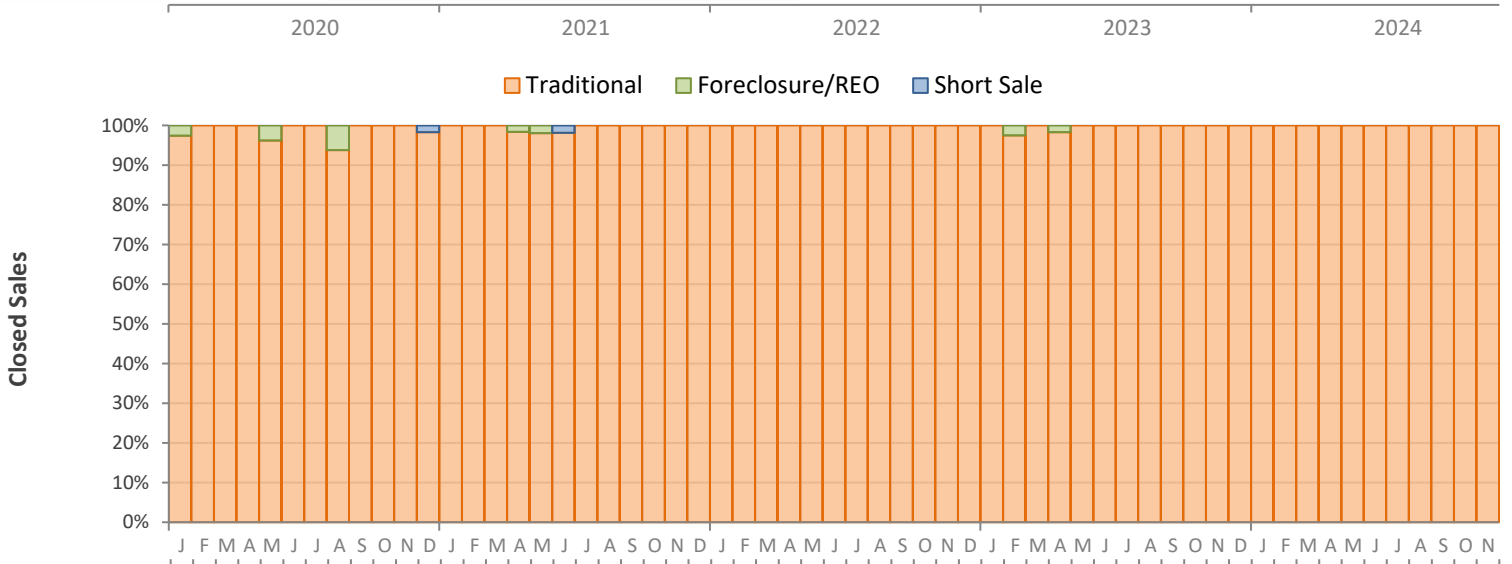
Monthly Distressed Market - November 2024

Manufactured Homes

Pinellas County



		November 2024	November 2023	Percent Change Year-over-Year
Traditional	Closed Sales	29	41	-29.3%
	Median Sale Price	\$150,000	\$180,000	-16.7%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

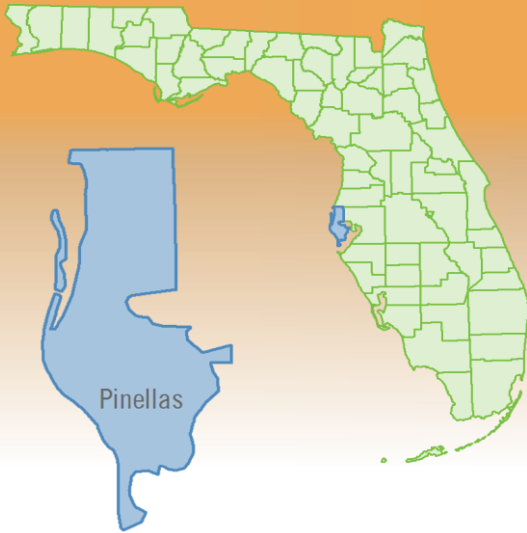


Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, December 19, 2024. Next data release is TBD.

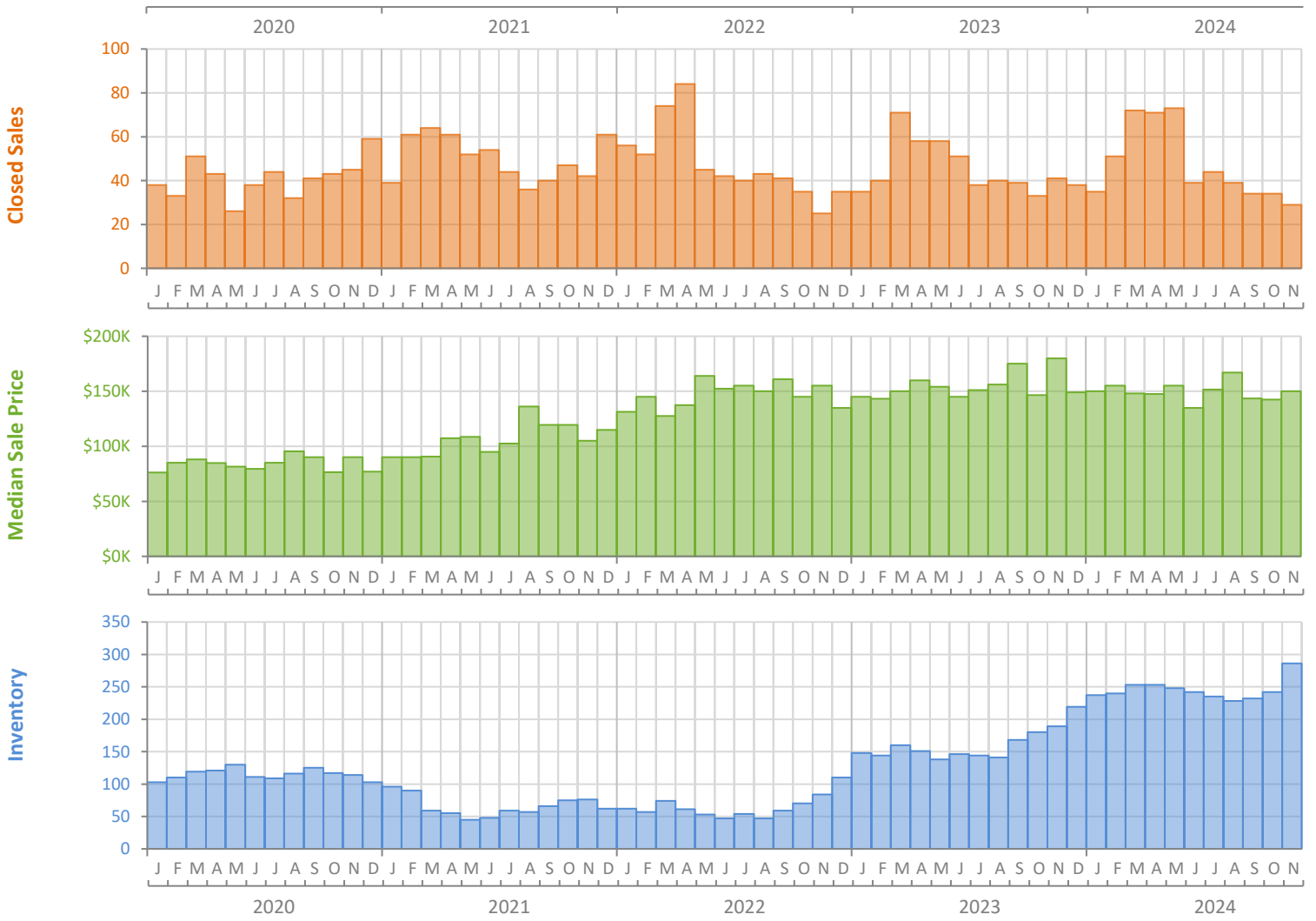
Monthly Market Summary - November 2024

Manufactured Homes

Pinellas County



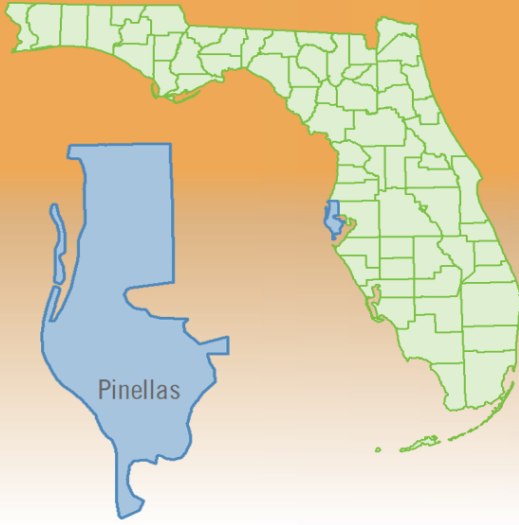
	November 2024	November 2023	Percent Change Year-over-Year
Closed Sales	29	41	-29.3%
Paid in Cash	26	39	-33.3%
Median Sale Price	\$150,000	\$180,000	-16.7%
Average Sale Price	\$149,079	\$184,375	-19.1%
Dollar Volume	\$4.3 Million	\$7.6 Million	-42.8%
Med. Pct. of Orig. List Price Received	93.1%	93.6%	-0.5%
Median Time to Contract	61 Days	35 Days	74.3%
Median Time to Sale	106 Days	62 Days	71.0%
New Pending Sales	34	45	-24.4%
New Listings	95	61	55.7%
Pending Inventory	31	48	-35.4%
Inventory (Active Listings)	286	189	51.3%
Months Supply of Inventory	6.1	4.2	45.2%



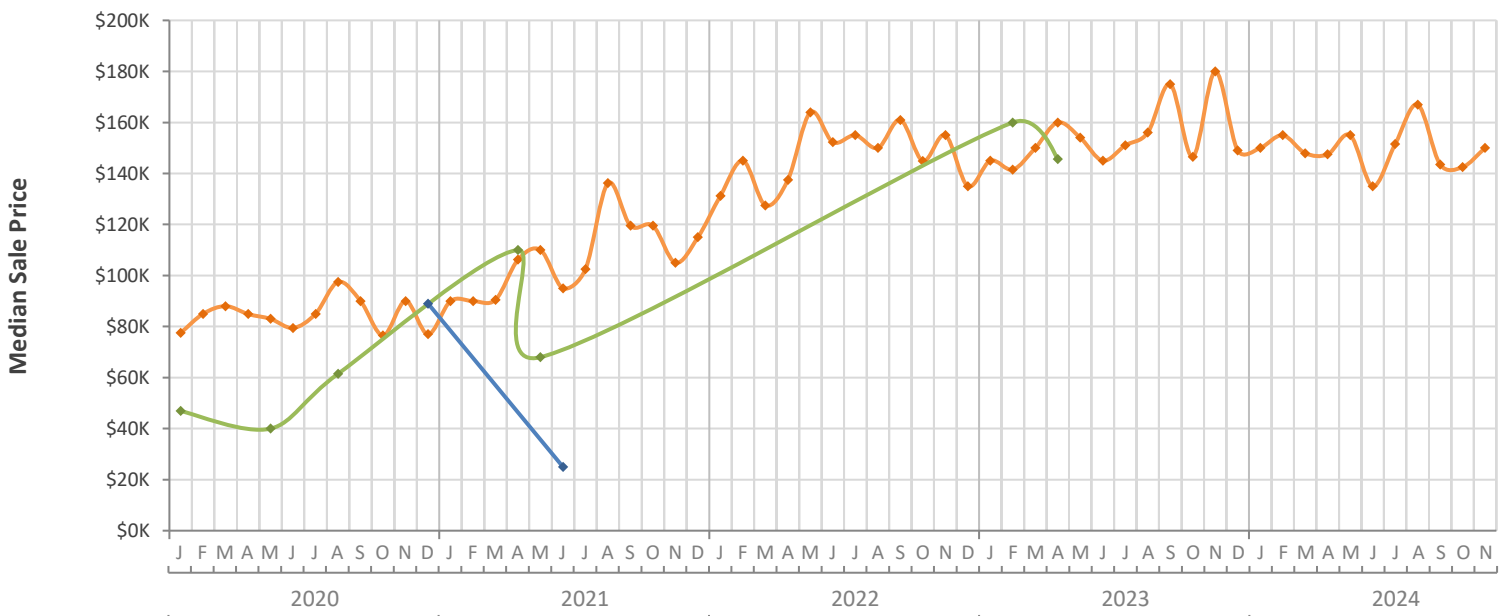
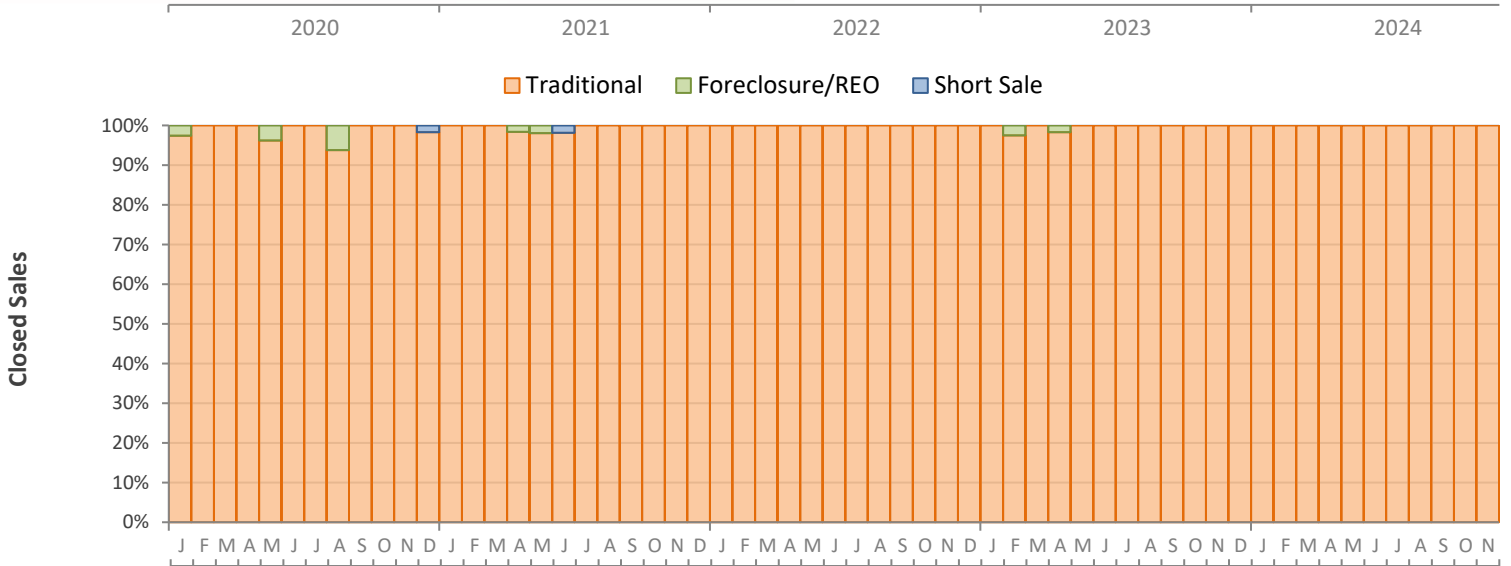
Monthly Distressed Market - November 2024

Manufactured Homes

Pinellas County



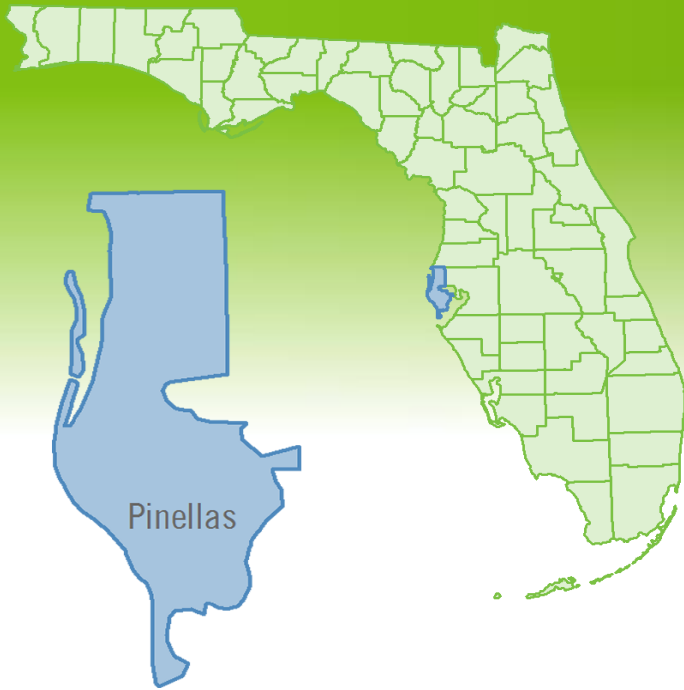
		November 2024	November 2023	Percent Change Year-over-Year
Traditional	Closed Sales	29	41	-29.3%
	Median Sale Price	\$150,000	\$180,000	-16.7%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - November 2024

Single-Family Homes

Pinellas County



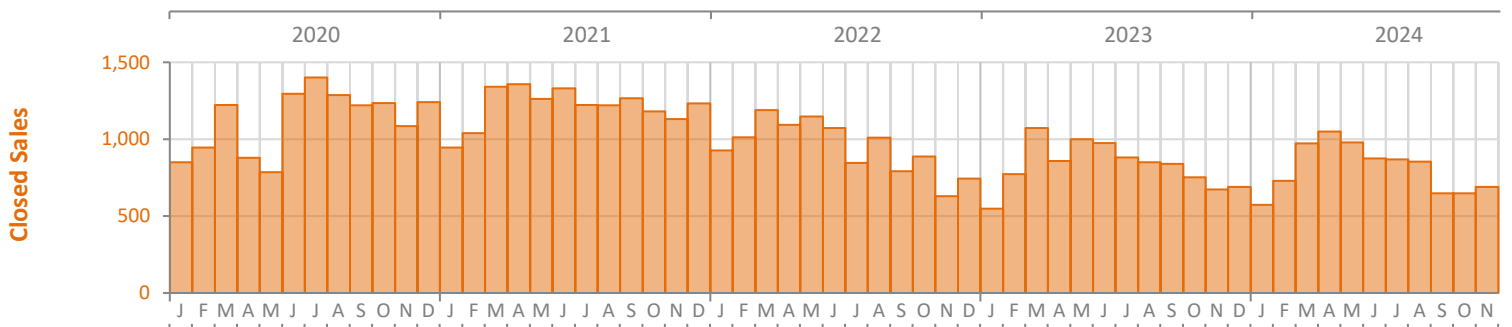
Summary Statistics	November 2024	November 2023	Percent Change Year-over-Year
Closed Sales	690	674	2.4%
Paid in Cash	317	257	23.3%
Median Sale Price	\$475,000	\$488,388	-2.7%
Average Sale Price	\$605,146	\$678,570	-10.8%
Dollar Volume	\$417.6 Million	\$457.4 Million	-8.7%
Median Percent of Original List Price Received	95.1%	96.4%	-1.3%
Median Time to Contract	32 Days	20 Days	60.0%
Median Time to Sale	69 Days	54 Days	27.8%
New Pending Sales	901	633	42.3%
New Listings	1,314	1,043	26.0%
Pending Inventory	991	737	34.5%
Inventory (Active Listings)	3,003	2,376	26.4%
Months Supply of Inventory	3.8	2.9	31.0%

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	8,889	-3.6%
November 2024	690	2.4%
October 2024	648	-13.9%
September 2024	648	-22.8%
August 2024	854	0.5%
July 2024	869	-1.5%
June 2024	874	-10.3%
May 2024	980	-2.0%
April 2024	1,049	22.3%
March 2024	973	-9.2%
February 2024	730	-5.4%
January 2024	574	4.6%
December 2023	689	-7.4%
November 2023	674	7.0%

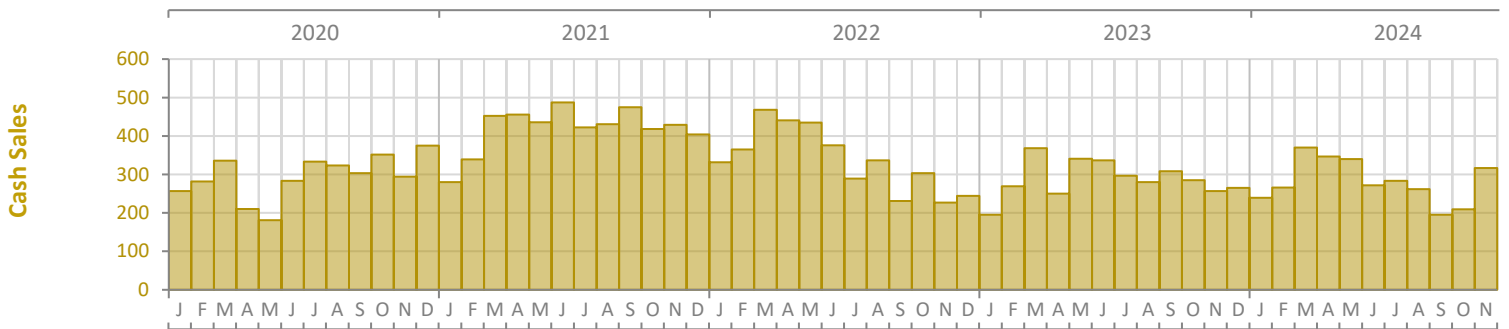


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	3,100	-2.7%
November 2024	317	23.3%
October 2024	209	-26.7%
September 2024	195	-36.7%
August 2024	262	-6.4%
July 2024	283	-4.7%
June 2024	272	-19.3%
May 2024	340	-0.3%
April 2024	347	38.8%
March 2024	370	0.5%
February 2024	266	-1.1%
January 2024	239	22.6%
December 2023	265	8.6%
November 2023	257	13.2%

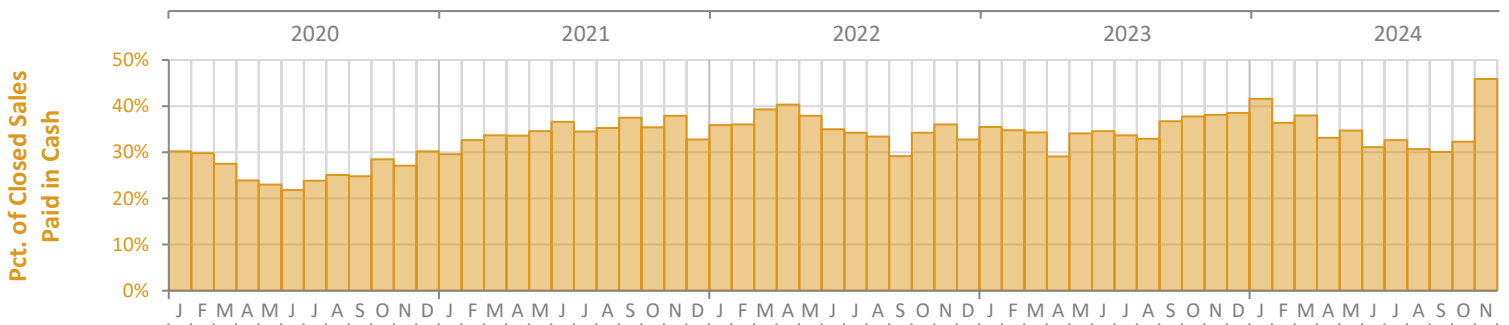


Cash Sales as a Percentage of Closed Sales

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	34.9%	0.9%
November 2024	45.9%	20.5%
October 2024	32.3%	-14.6%
September 2024	30.1%	-18.0%
August 2024	30.7%	-6.7%
July 2024	32.6%	-3.3%
June 2024	31.1%	-10.1%
May 2024	34.7%	1.8%
April 2024	33.1%	13.7%
March 2024	38.0%	10.8%
February 2024	36.4%	4.6%
January 2024	41.6%	17.2%
December 2023	38.5%	17.4%
November 2023	38.1%	5.8%

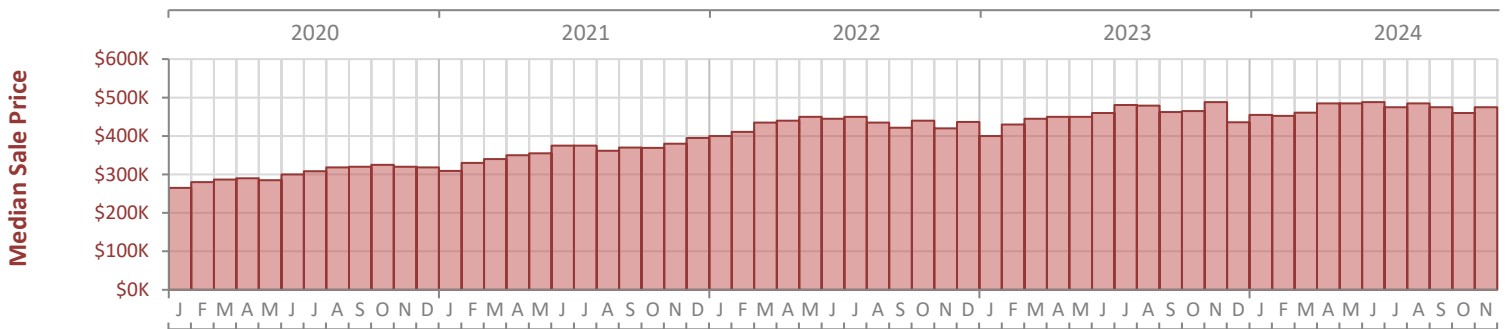


Median Sale Price

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	\$475,000	4.4%
November 2024	\$475,000	-2.7%
October 2024	\$460,000	-1.1%
September 2024	\$475,000	2.8%
August 2024	\$484,500	1.2%
July 2024	\$475,000	-1.1%
June 2024	\$488,500	6.2%
May 2024	\$485,000	7.8%
April 2024	\$485,000	7.8%
March 2024	\$461,000	3.6%
February 2024	\$452,000	5.1%
January 2024	\$455,000	13.8%
December 2023	\$436,000	-0.2%
November 2023	\$488,388	16.3%

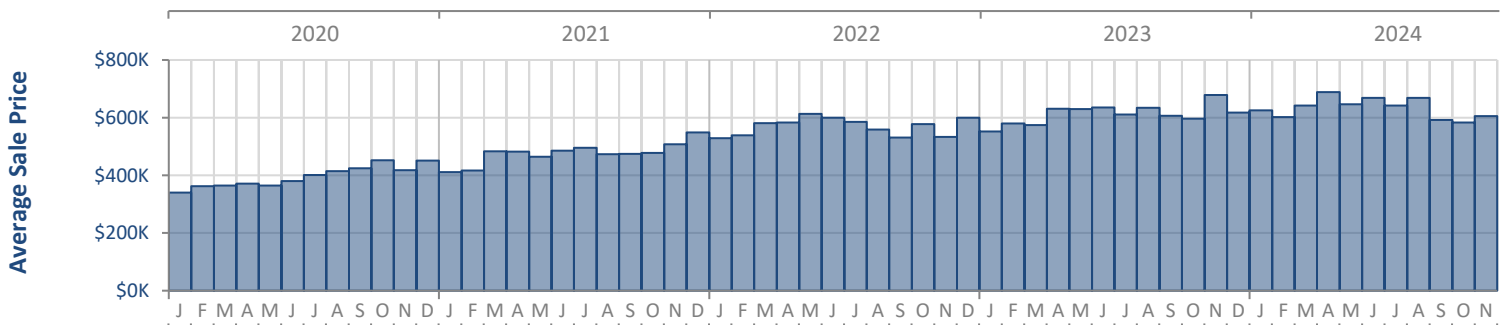


Average Sale Price

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	\$638,078	4.2%
November 2024	\$605,146	-10.8%
October 2024	\$582,981	-2.3%
September 2024	\$592,515	-2.3%
August 2024	\$668,784	5.4%
July 2024	\$641,797	5.0%
June 2024	\$668,506	5.2%
May 2024	\$646,647	2.7%
April 2024	\$688,427	9.1%
March 2024	\$642,107	11.9%
February 2024	\$602,357	4.0%
January 2024	\$625,614	13.3%
December 2023	\$617,416	2.9%
November 2023	\$678,570	27.3%



Monthly Market Detail - November 2024

Single-Family Homes

Pinellas County

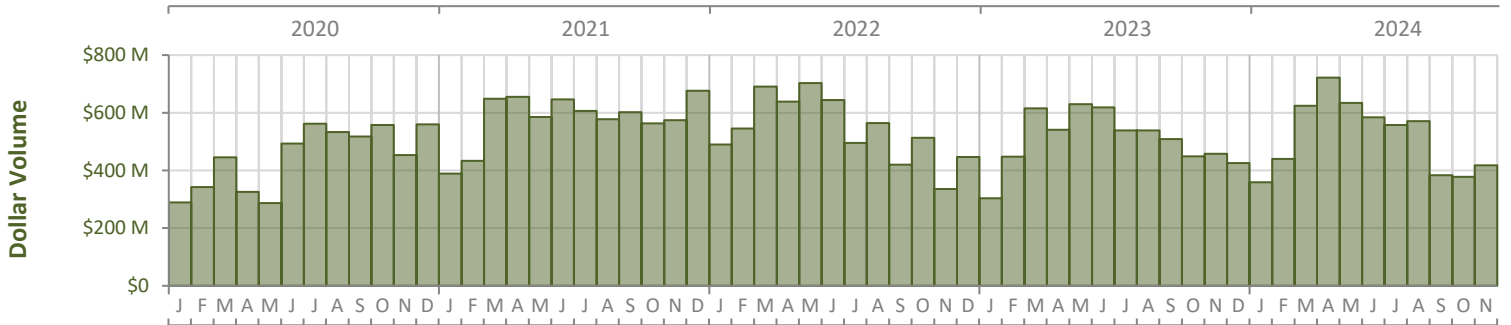


Dollar Volume

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	\$5.7 Billion	0.4%
November 2024	\$417.6 Million	-8.7%
October 2024	\$377.8 Million	-15.9%
September 2024	\$383.9 Million	-24.5%
August 2024	\$571.1 Million	5.9%
July 2024	\$557.7 Million	3.5%
June 2024	\$584.3 Million	-5.6%
May 2024	\$633.7 Million	0.6%
April 2024	\$722.2 Million	33.4%
March 2024	\$624.8 Million	1.5%
February 2024	\$439.7 Million	-1.7%
January 2024	\$359.1 Million	18.4%
December 2023	\$425.4 Million	-4.7%
November 2023	\$457.4 Million	36.2%

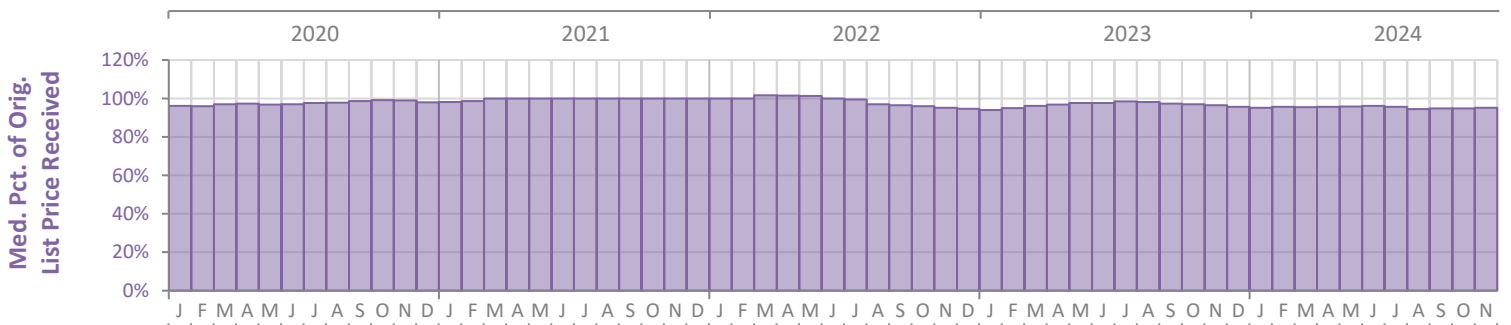


Median Percent of Original List Price Received

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	95.4%	-1.5%
November 2024	95.1%	-1.3%
October 2024	94.8%	-2.2%
September 2024	94.8%	-2.6%
August 2024	94.4%	-3.8%
July 2024	95.6%	-2.9%
June 2024	96.1%	-1.5%
May 2024	95.8%	-1.8%
April 2024	95.6%	-1.2%
March 2024	95.5%	-0.6%
February 2024	95.6%	0.6%
January 2024	95.2%	1.4%
December 2023	95.6%	1.0%
November 2023	96.4%	1.3%

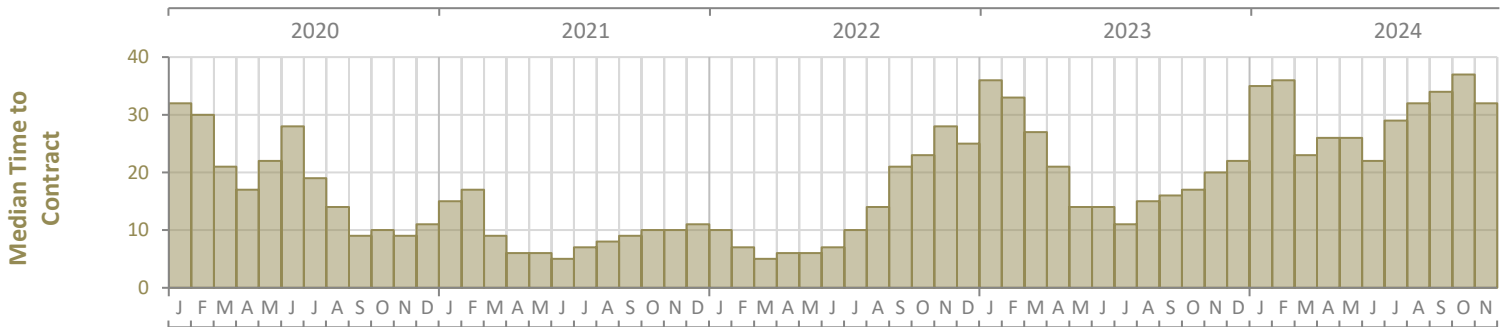


Median Time to Contract

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	63.2%
November 2024	32 Days	60.0%
October 2024	37 Days	117.6%
September 2024	34 Days	112.5%
August 2024	32 Days	113.3%
July 2024	29 Days	163.6%
June 2024	22 Days	57.1%
May 2024	26 Days	85.7%
April 2024	26 Days	23.8%
March 2024	23 Days	-14.8%
February 2024	36 Days	9.1%
January 2024	35 Days	-2.8%
December 2023	22 Days	-12.0%
November 2023	20 Days	-28.6%

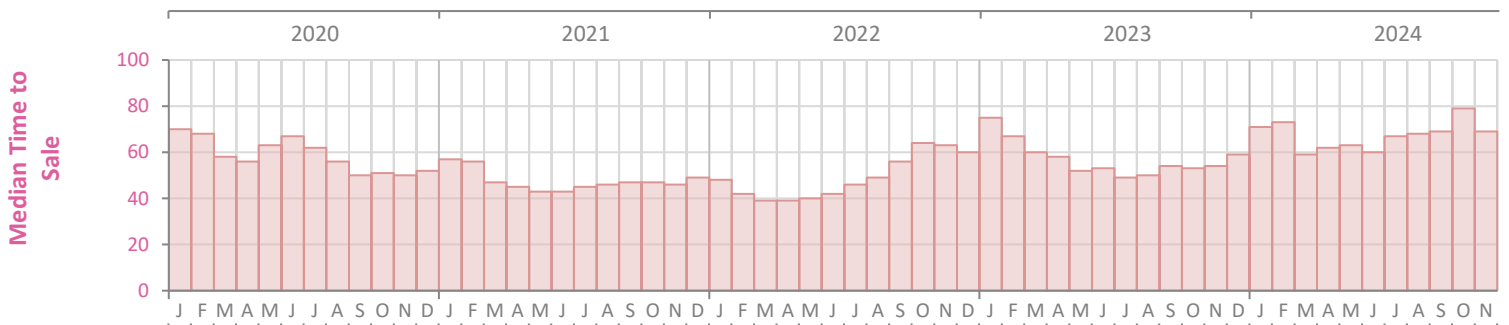


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	68 Days	21.4%
November 2024	69 Days	27.8%
October 2024	79 Days	49.1%
September 2024	69 Days	27.8%
August 2024	68 Days	36.0%
July 2024	67 Days	36.7%
June 2024	60 Days	13.2%
May 2024	63 Days	21.2%
April 2024	62 Days	6.9%
March 2024	59 Days	-1.7%
February 2024	73 Days	9.0%
January 2024	71 Days	-5.3%
December 2023	59 Days	-1.7%
November 2023	54 Days	-14.3%

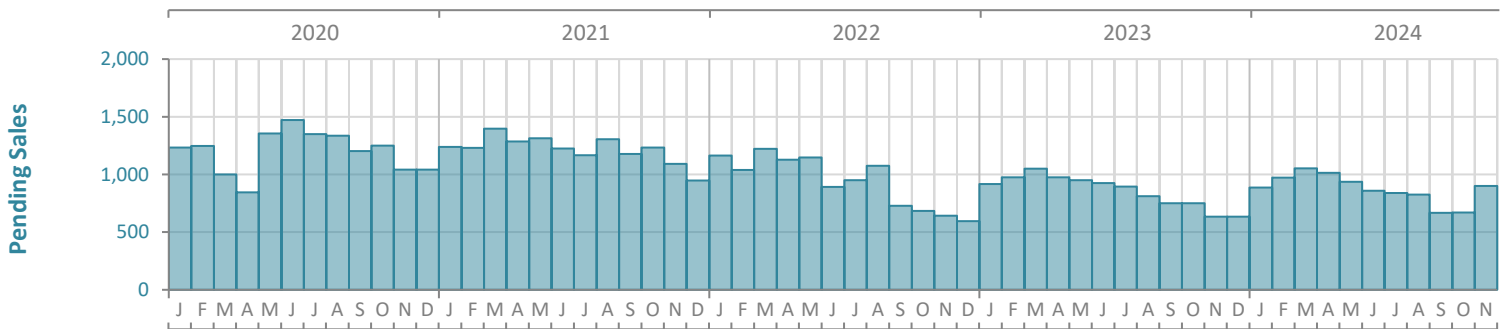


New Pending Sales

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	9,620	-0.1%
November 2024	901	42.3%
October 2024	669	-10.8%
September 2024	667	-11.2%
August 2024	825	1.6%
July 2024	838	-6.4%
June 2024	859	-7.2%
May 2024	937	-1.3%
April 2024	1,013	4.0%
March 2024	1,052	0.2%
February 2024	973	-0.2%
January 2024	886	-3.5%
December 2023	635	6.5%
November 2023	633	-1.4%

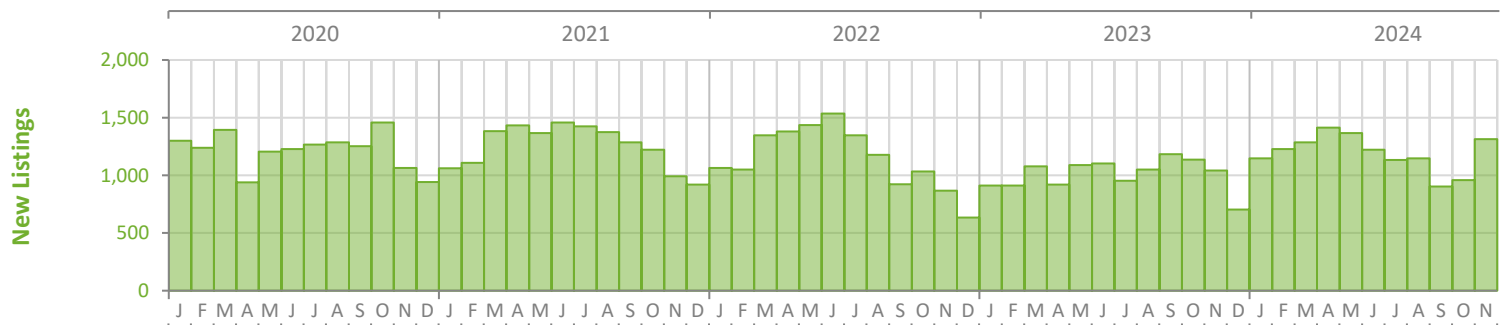


New Listings

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	13,117	15.3%
November 2024	1,314	26.0%
October 2024	958	-15.7%
September 2024	903	-23.6%
August 2024	1,146	9.0%
July 2024	1,134	19.0%
June 2024	1,222	10.8%
May 2024	1,367	25.4%
April 2024	1,413	53.6%
March 2024	1,286	19.4%
February 2024	1,227	34.5%
January 2024	1,147	25.8%
December 2023	702	10.6%
November 2023	1,043	20.4%

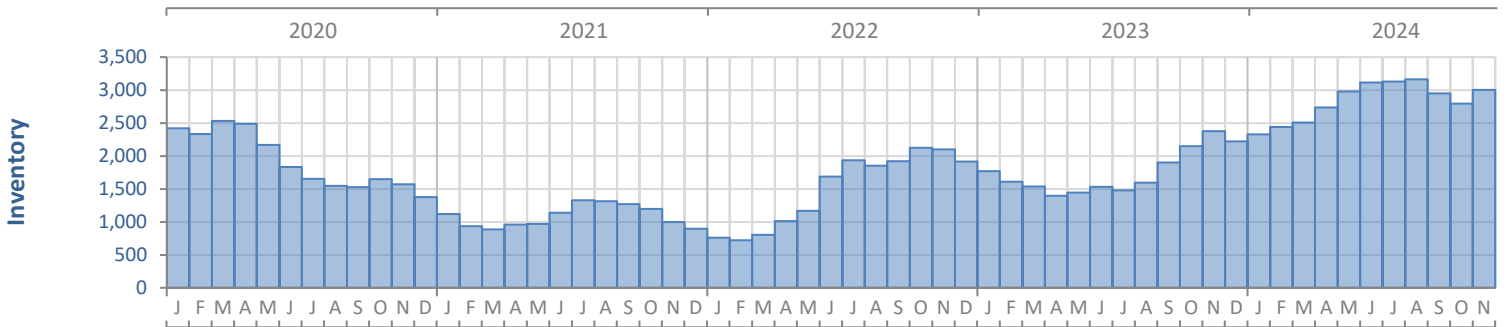


Inventory (Active Listings)

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)	2,831	65.7%
November 2024	3,003	26.4%
October 2024	2,793	29.9%
September 2024	2,950	55.2%
August 2024	3,164	98.1%
July 2024	3,127	111.3%
June 2024	3,114	103.3%
May 2024	2,981	106.3%
April 2024	2,734	96.1%
March 2024	2,508	63.3%
February 2024	2,440	51.6%
January 2024	2,329	31.5%
December 2023	2,222	16.0%
November 2023	2,376	13.0%

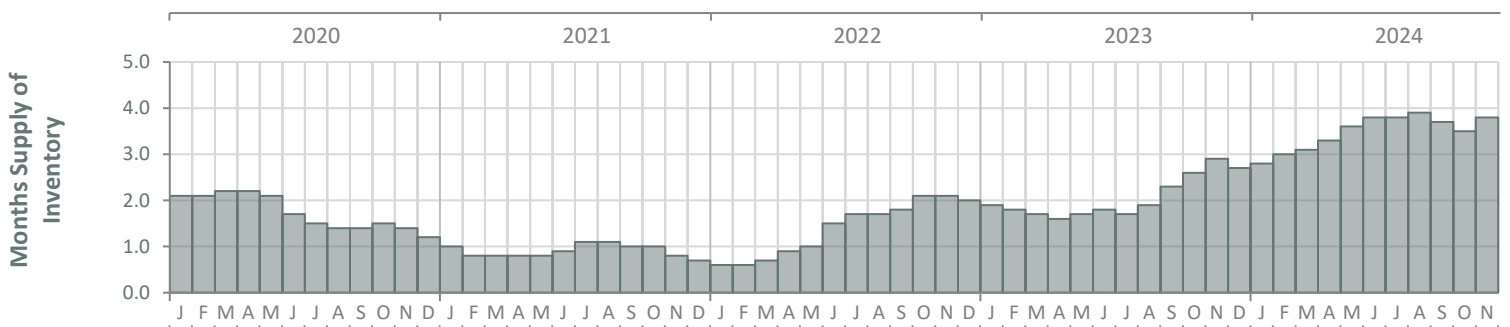


Months Supply of Inventory

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)	3.5	75.0%
November 2024	3.8	31.0%
October 2024	3.5	34.6%
September 2024	3.7	60.9%
August 2024	3.9	105.3%
July 2024	3.8	123.5%
June 2024	3.8	111.1%
May 2024	3.6	111.8%
April 2024	3.3	106.3%
March 2024	3.1	82.4%
February 2024	3.0	66.7%
January 2024	2.8	47.4%
December 2023	2.7	35.0%
November 2023	2.9	38.1%

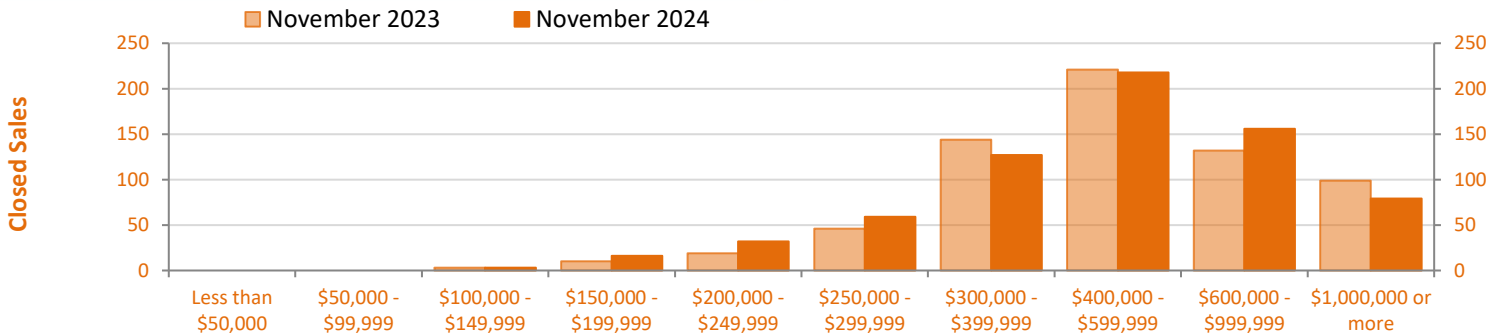


Closed Sales by Sale Price

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	0	N/A
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	16	60.0%
\$200,000 - \$249,999	32	68.4%
\$250,000 - \$299,999	59	28.3%
\$300,000 - \$399,999	127	-11.8%
\$400,000 - \$599,999	218	-1.4%
\$600,000 - \$999,999	156	18.2%
\$1,000,000 or more	79	-20.2%

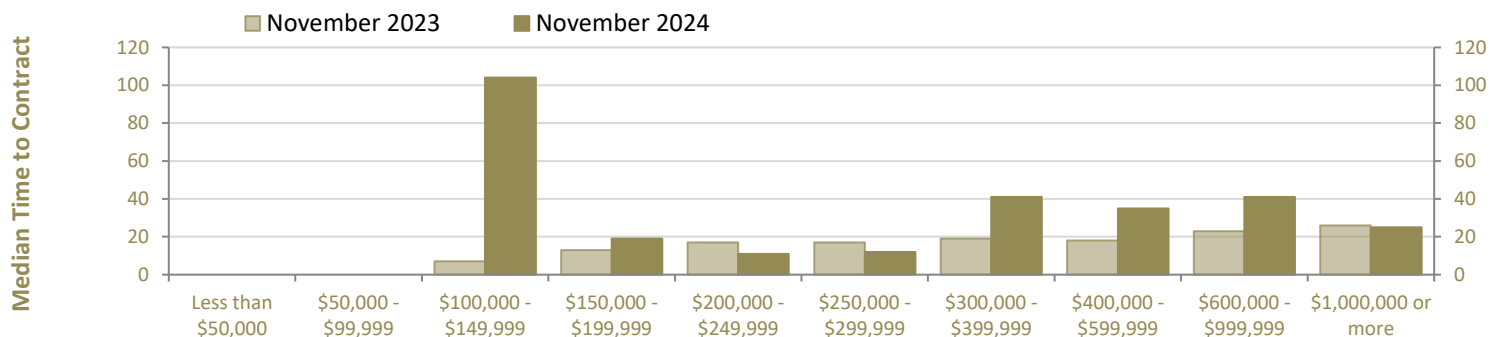


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$100,000 - \$149,999	104 Days	1385.7%
\$150,000 - \$199,999	19 Days	46.2%
\$200,000 - \$249,999	11 Days	-35.3%
\$250,000 - \$299,999	12 Days	-29.4%
\$300,000 - \$399,999	41 Days	115.8%
\$400,000 - \$599,999	35 Days	94.4%
\$600,000 - \$999,999	41 Days	78.3%
\$1,000,000 or more	25 Days	-3.8%

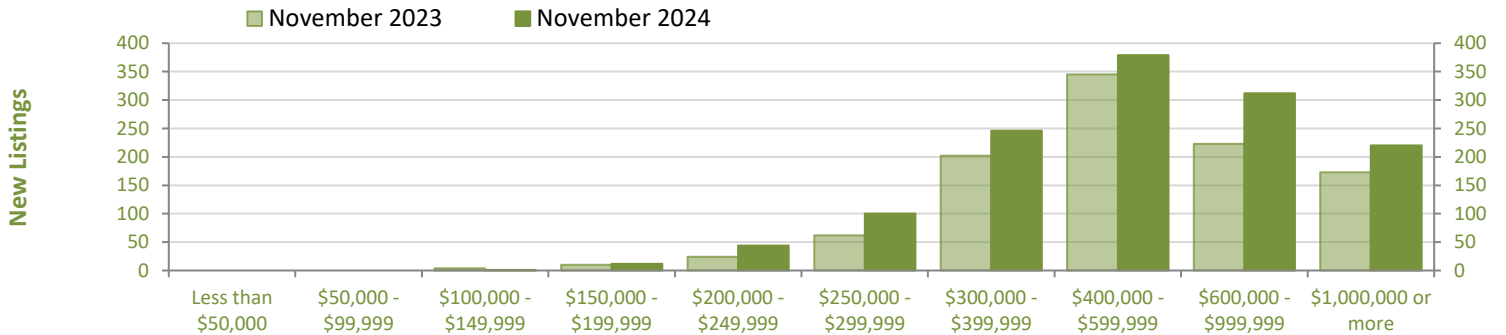


New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	-75.0%
\$150,000 - \$199,999	12	20.0%
\$200,000 - \$249,999	44	83.3%
\$250,000 - \$299,999	100	61.3%
\$300,000 - \$399,999	246	21.8%
\$400,000 - \$599,999	379	9.9%
\$600,000 - \$999,999	312	39.9%
\$1,000,000 or more	220	27.2%

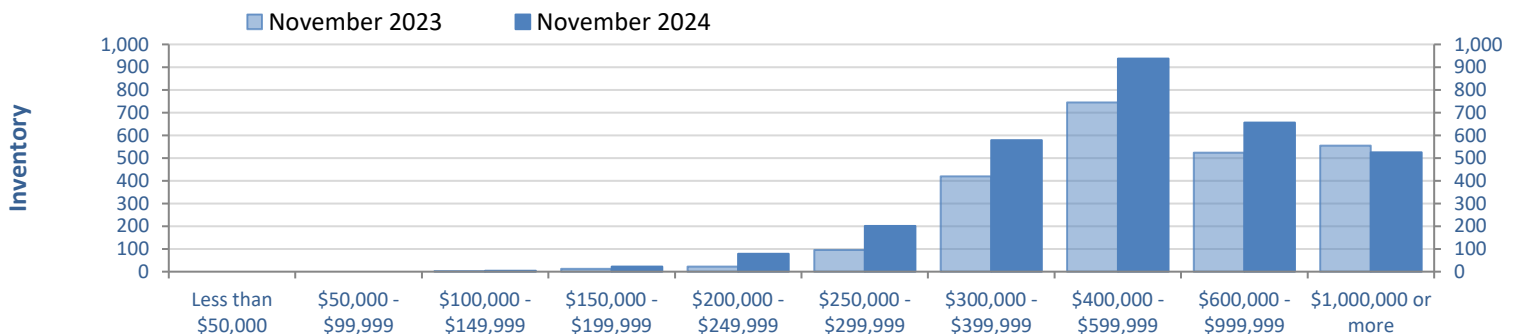


Inventory by Current Listing Price

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.

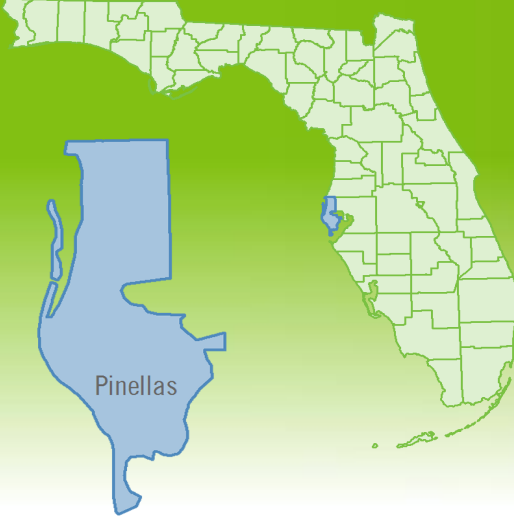
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	4	100.0%
\$150,000 - \$199,999	23	91.7%
\$200,000 - \$249,999	78	239.1%
\$250,000 - \$299,999	201	111.6%
\$300,000 - \$399,999	578	37.6%
\$400,000 - \$599,999	938	25.9%
\$600,000 - \$999,999	656	25.2%
\$1,000,000 or more	525	-5.4%



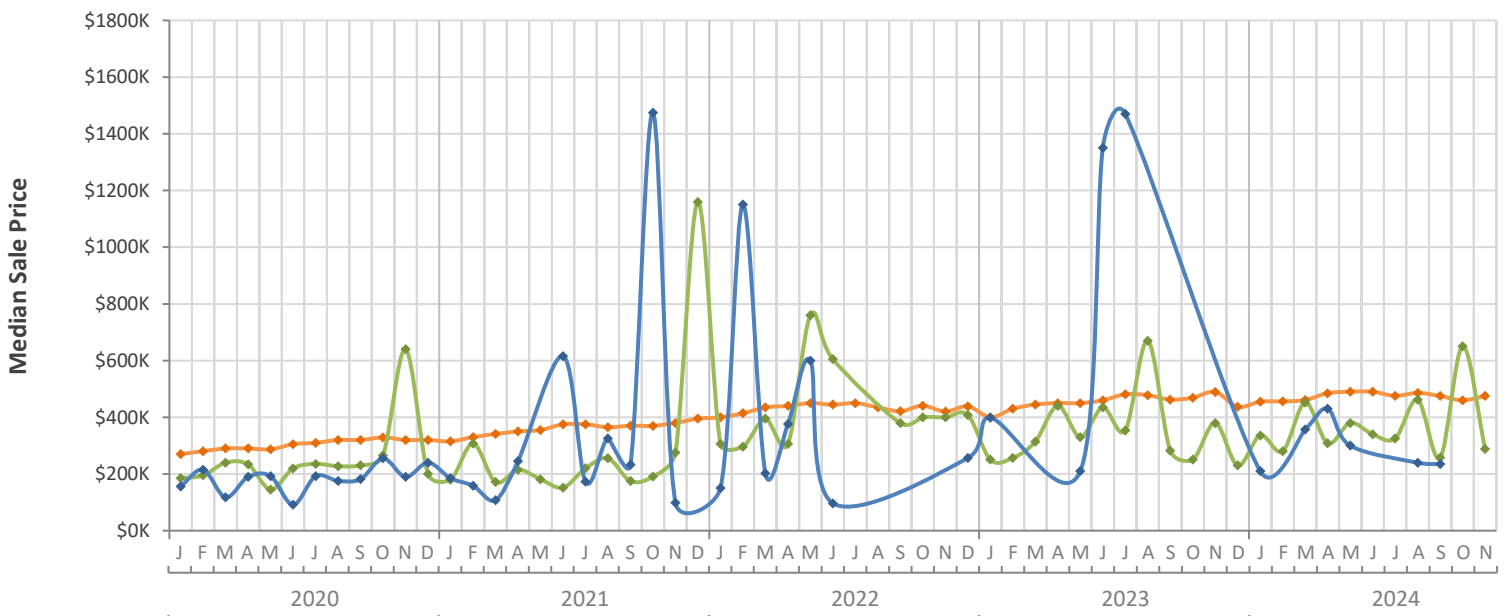
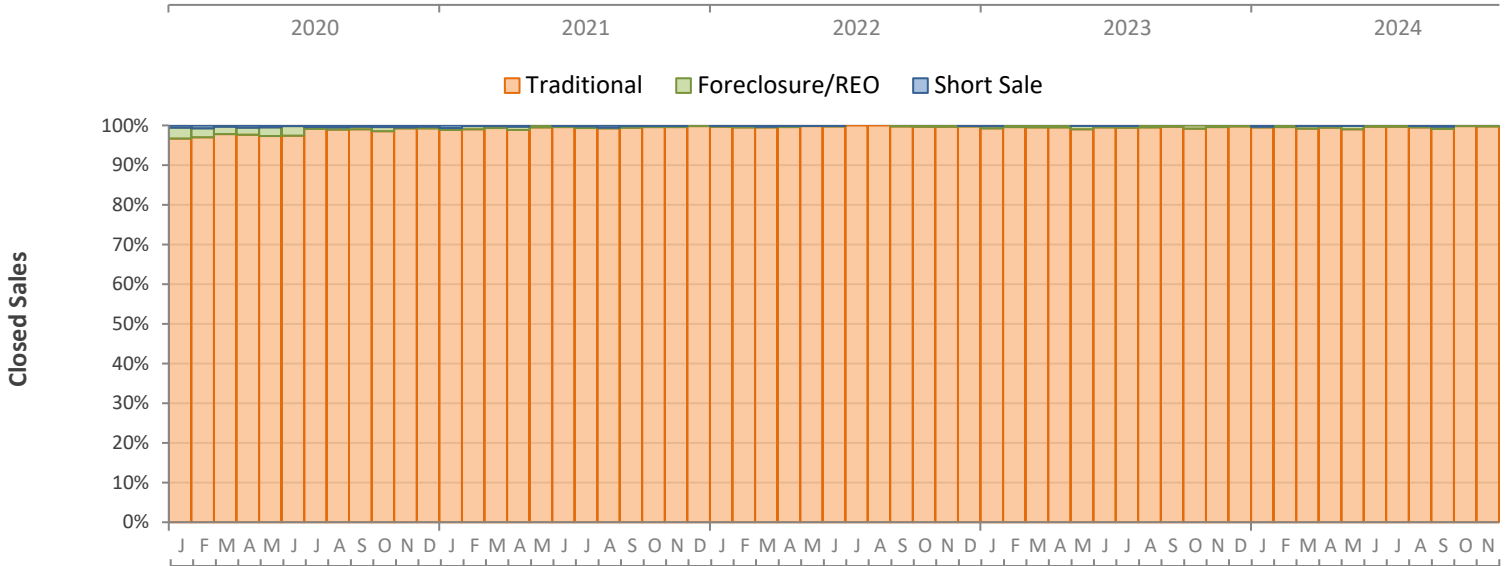
Monthly Distressed Market - November 2024

Single-Family Homes

Pinellas County



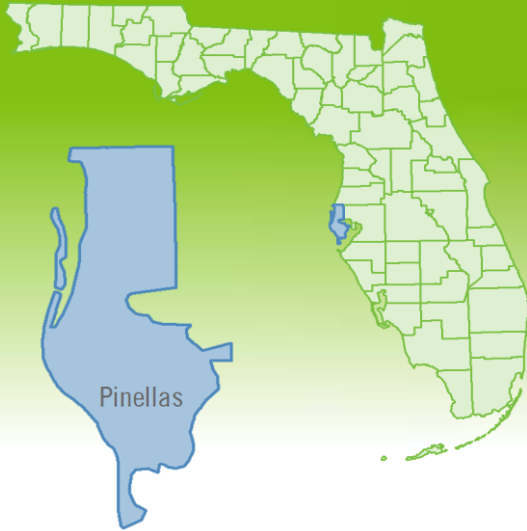
		November 2024	November 2023	Percent Change Year-over-Year
Traditional	Closed Sales	688	671	2.5%
	Median Sale Price	\$475,000	\$489,194	-2.9%
Foreclosure/REO	Closed Sales	2	3	-33.3%
	Median Sale Price	\$288,550	\$380,000	-24.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



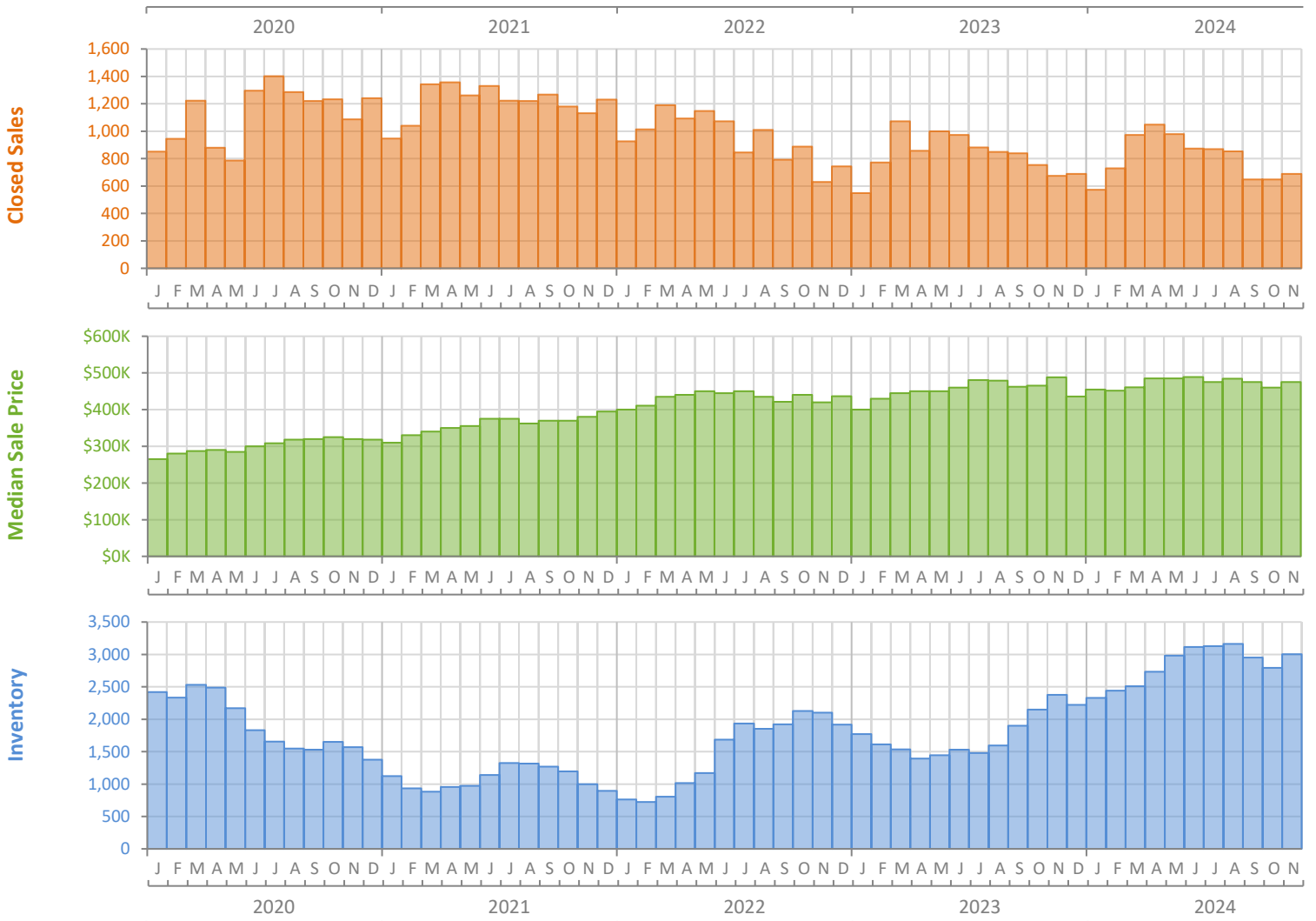
Monthly Market Summary - November 2024

Single-Family Homes

Pinellas County



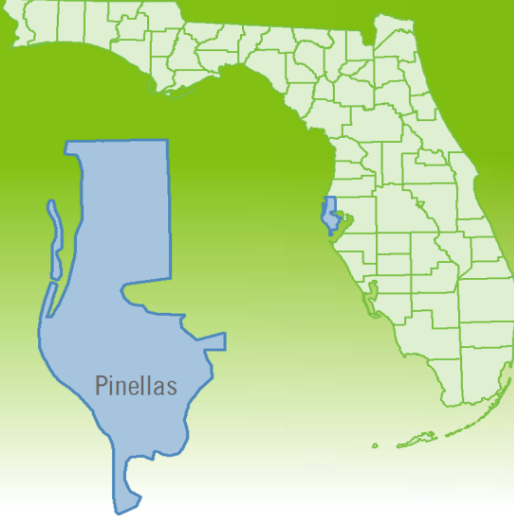
	November 2024	November 2023	Percent Change Year-over-Year
Closed Sales	690	674	2.4%
Paid in Cash	317	257	23.3%
Median Sale Price	\$475,000	\$488,388	-2.7%
Average Sale Price	\$605,146	\$678,570	-10.8%
Dollar Volume	\$417.6 Million	\$457.4 Million	-8.7%
Med. Pct. of Orig. List Price Received	95.1%	96.4%	-1.3%
Median Time to Contract	32 Days	20 Days	60.0%
Median Time to Sale	69 Days	54 Days	27.8%
New Pending Sales	901	633	42.3%
New Listings	1,314	1,043	26.0%
Pending Inventory	991	737	34.5%
Inventory (Active Listings)	3,003	2,376	26.4%
Months Supply of Inventory	3.8	2.9	31.0%



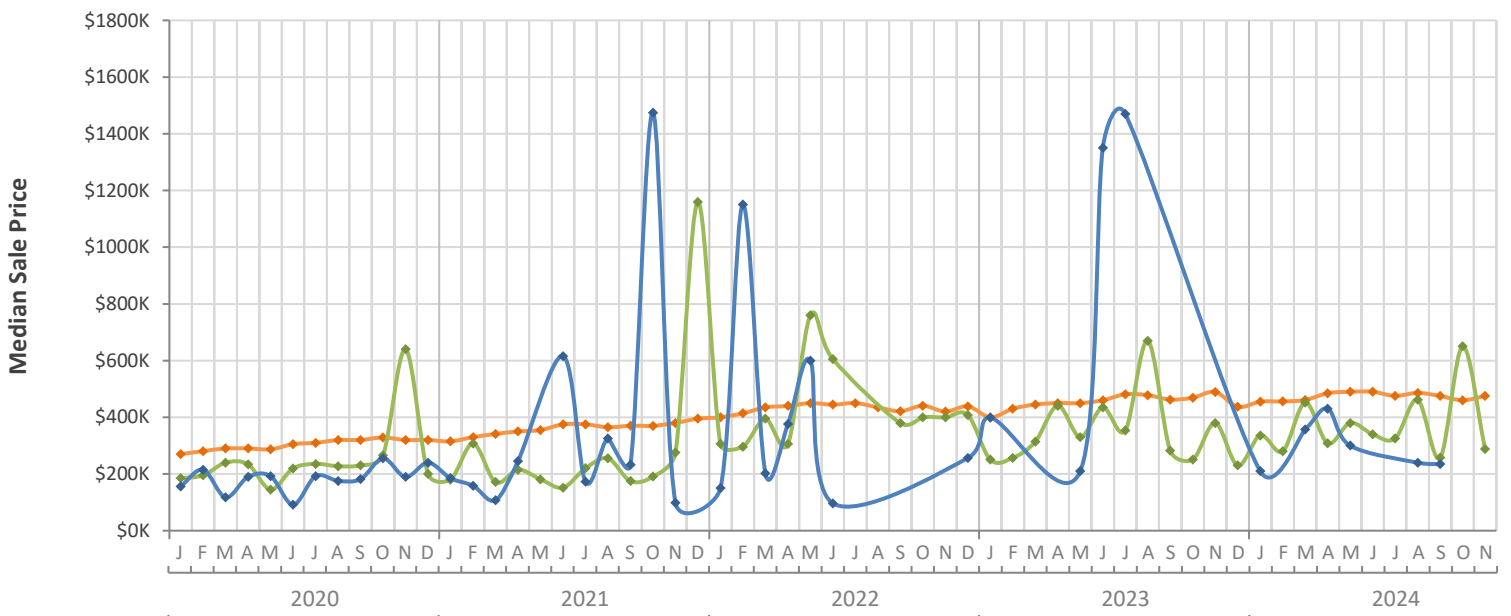
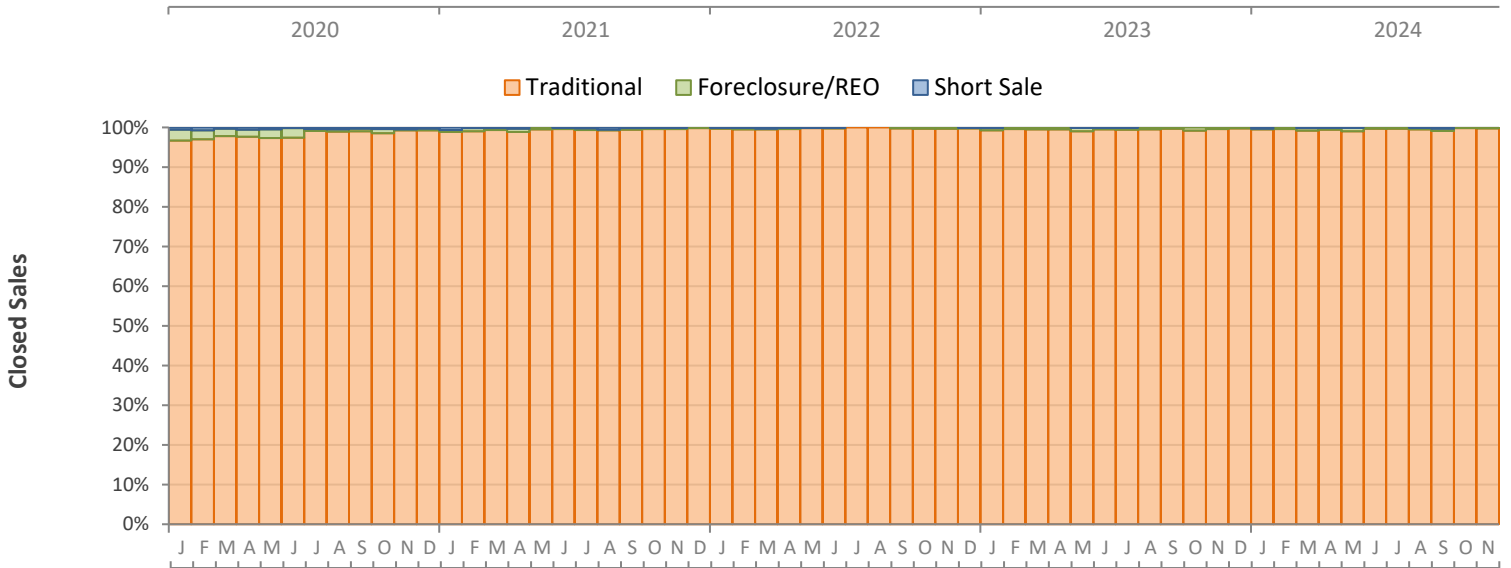
Monthly Distressed Market - November 2024

Single-Family Homes

Pinellas County



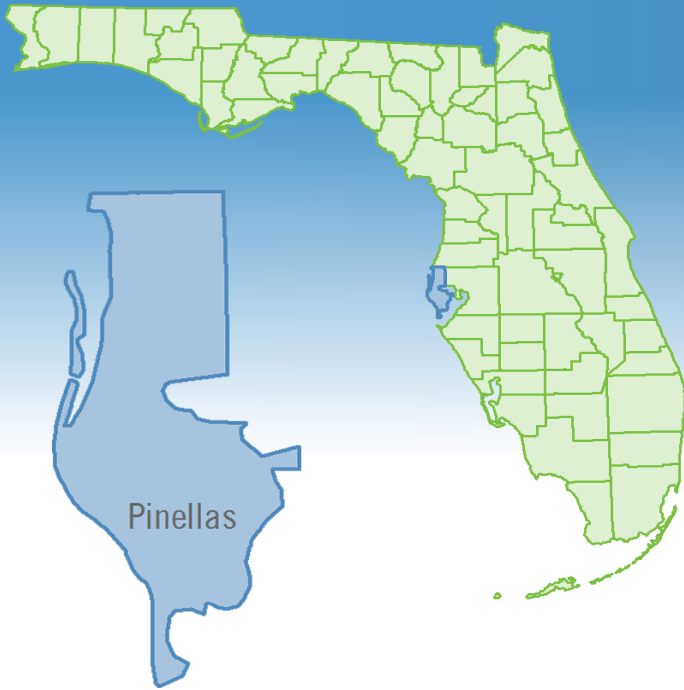
		November 2024	November 2023	Percent Change Year-over-Year
Traditional	Closed Sales	688	671	2.5%
	Median Sale Price	\$475,000	\$489,194	-2.9%
Foreclosure/REO	Closed Sales	2	3	-33.3%
	Median Sale Price	\$288,550	\$380,000	-24.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - November 2024

Townhouses and Condos

Pinellas County



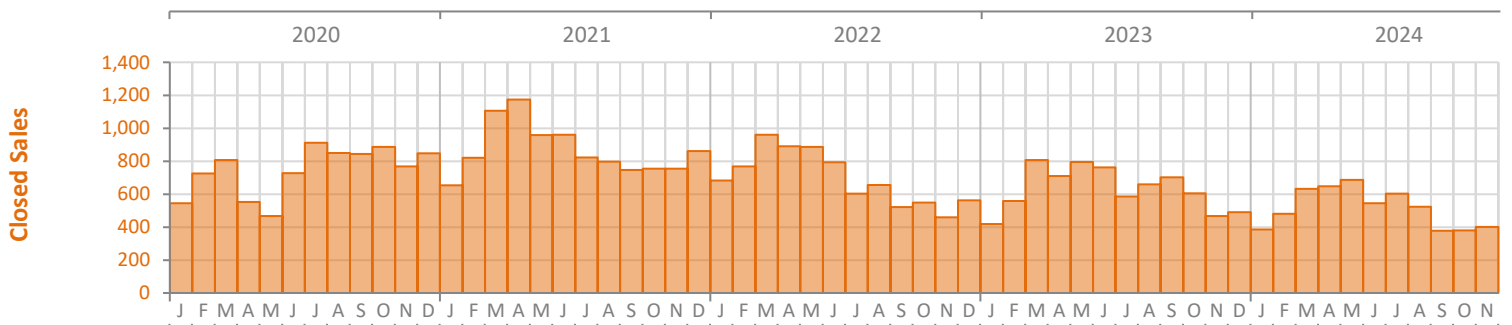
Summary Statistics	November 2024	November 2023	Percent Change Year-over-Year
Closed Sales	402	468	-14.1%
Paid in Cash	257	291	-11.7%
Median Sale Price	\$275,000	\$305,000	-9.8%
Average Sale Price	\$386,260	\$507,450	-23.9%
Dollar Volume	\$155.3 Million	\$237.5 Million	-34.6%
Median Percent of Original List Price Received	92.4%	95.1%	-2.8%
Median Time to Contract	72 Days	24 Days	200.0%
Median Time to Sale	107 Days	60 Days	78.3%
New Pending Sales	469	504	-6.9%
New Listings	802	914	-12.3%
Pending Inventory	609	668	-8.8%
Inventory (Active Listings)	3,190	2,660	19.9%
Months Supply of Inventory	6.2	4.2	47.6%

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	5,664	-19.9%
November 2024	402	-14.1%
October 2024	379	-37.3%
September 2024	378	-46.2%
August 2024	524	-20.5%
July 2024	603	2.9%
June 2024	545	-28.6%
May 2024	687	-13.6%
April 2024	648	-8.6%
March 2024	633	-21.6%
February 2024	480	-14.1%
January 2024	385	-8.1%
December 2023	490	-12.8%
November 2023	468	2.0%

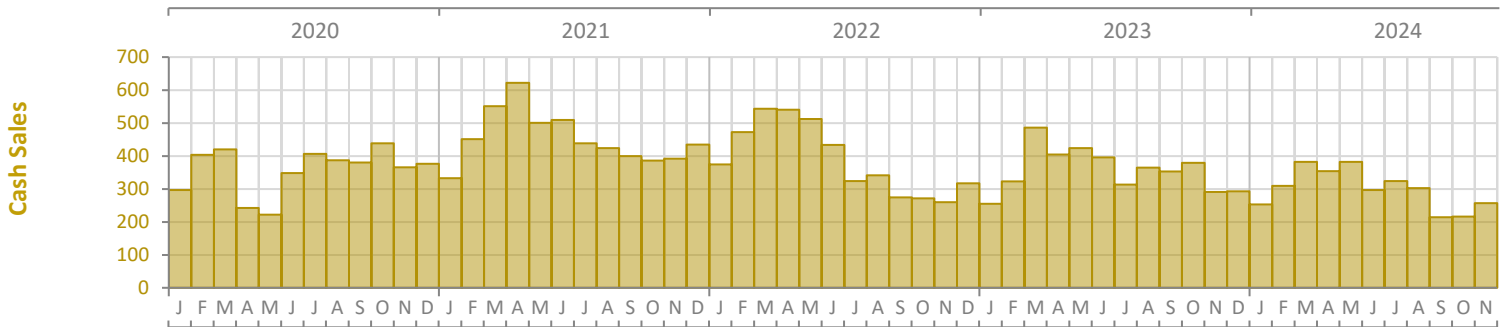


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	3,290	-17.5%
November 2024	257	-11.7%
October 2024	216	-43.0%
September 2024	214	-39.4%
August 2024	302	-17.3%
July 2024	324	3.5%
June 2024	297	-25.0%
May 2024	382	-9.9%
April 2024	354	-12.4%
March 2024	382	-21.4%
February 2024	309	-4.3%
January 2024	253	-0.8%
December 2023	293	-7.6%
November 2023	291	11.9%

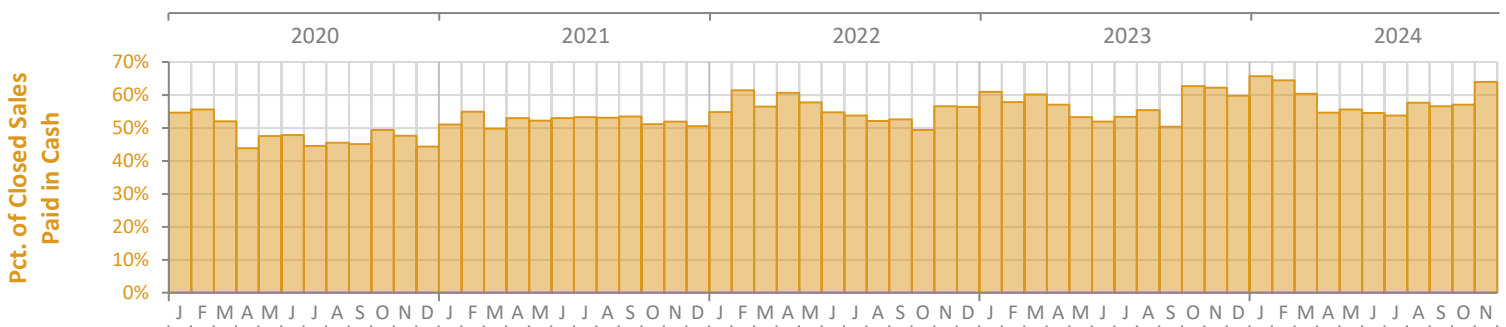


Cash Sales as a Percentage of Closed Sales

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	58.1%	3.0%
November 2024	63.9%	2.7%
October 2024	57.0%	-9.1%
September 2024	56.6%	12.5%
August 2024	57.6%	4.0%
July 2024	53.7%	0.6%
June 2024	54.5%	5.0%
May 2024	55.6%	4.3%
April 2024	54.6%	-4.2%
March 2024	60.3%	0.2%
February 2024	64.4%	11.4%
January 2024	65.7%	7.9%
December 2023	59.8%	6.0%
November 2023	62.2%	9.9%

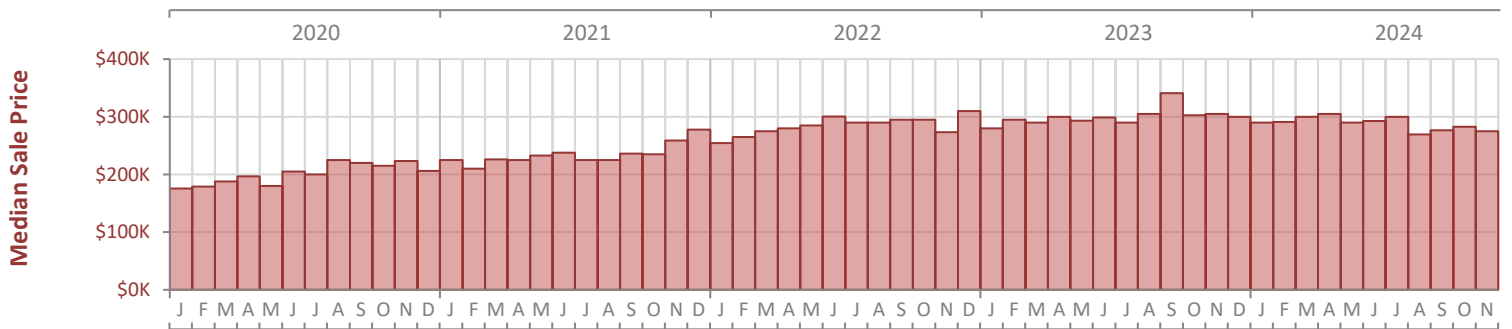


Median Sale Price

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	\$291,000	-3.0%
November 2024	\$275,000	-9.8%
October 2024	\$282,500	-6.6%
September 2024	\$276,500	-18.9%
August 2024	\$269,500	-11.6%
July 2024	\$300,000	3.4%
June 2024	\$292,600	-2.1%
May 2024	\$290,000	-1.0%
April 2024	\$305,000	1.7%
March 2024	\$300,000	3.4%
February 2024	\$290,750	-1.4%
January 2024	\$290,000	3.6%
December 2023	\$300,000	-3.2%
November 2023	\$305,000	11.7%

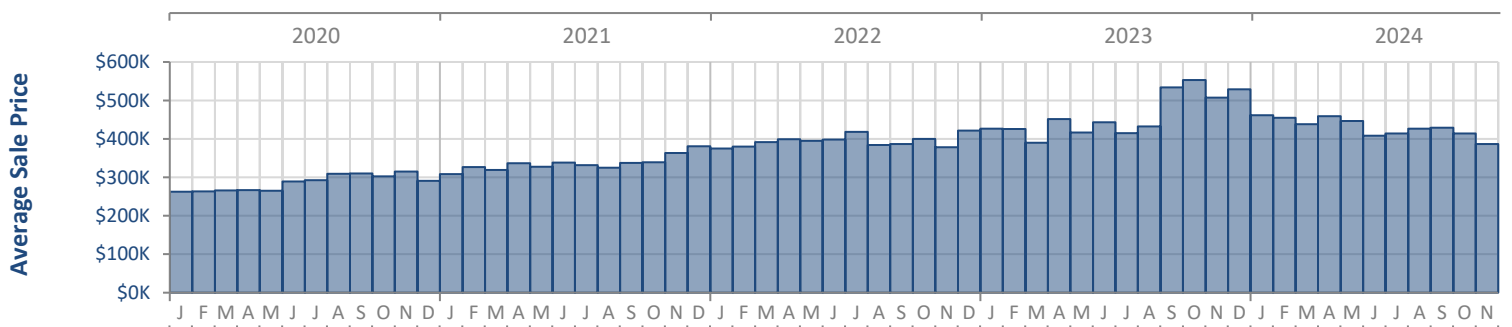


Average Sale Price

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	\$432,195	-4.4%
November 2024	\$386,260	-23.9%
October 2024	\$414,304	-25.0%
September 2024	\$429,108	-19.6%
August 2024	\$426,891	-1.2%
July 2024	\$414,052	-0.1%
June 2024	\$408,187	-8.0%
May 2024	\$446,677	7.3%
April 2024	\$458,688	1.5%
March 2024	\$438,204	12.3%
February 2024	\$455,113	6.8%
January 2024	\$461,537	8.2%
December 2023	\$529,314	25.6%
November 2023	\$507,450	34.1%



Monthly Market Detail - November 2024

Townhouses and Condos

Pinellas County

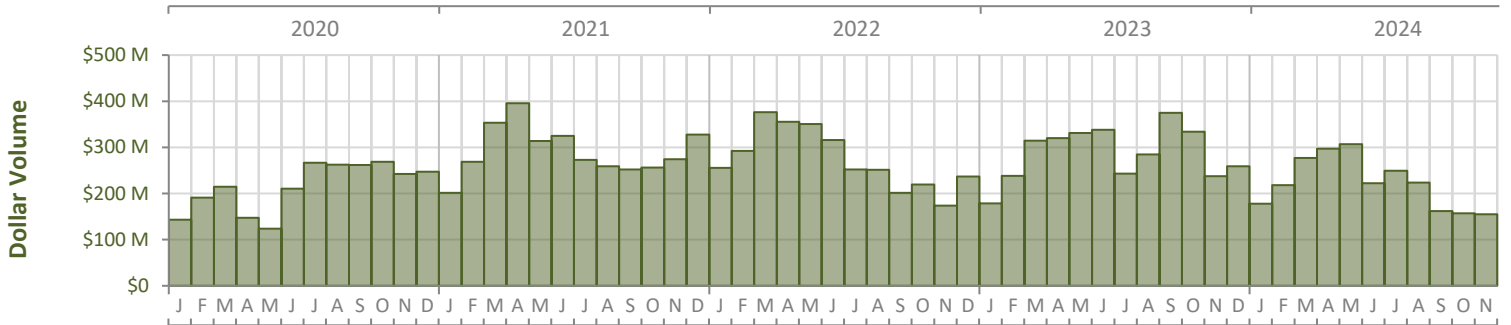


Dollar Volume

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	\$2.4 Billion	-23.4%
November 2024	\$155.3 Million	-34.6%
October 2024	\$157.0 Million	-53.0%
September 2024	\$162.2 Million	-56.7%
August 2024	\$223.7 Million	-21.4%
July 2024	\$249.7 Million	2.8%
June 2024	\$222.5 Million	-34.3%
May 2024	\$306.9 Million	-7.3%
April 2024	\$297.2 Million	-7.2%
March 2024	\$277.4 Million	-11.9%
February 2024	\$218.5 Million	-8.3%
January 2024	\$177.7 Million	-0.6%
December 2023	\$259.4 Million	9.5%
November 2023	\$237.5 Million	36.7%

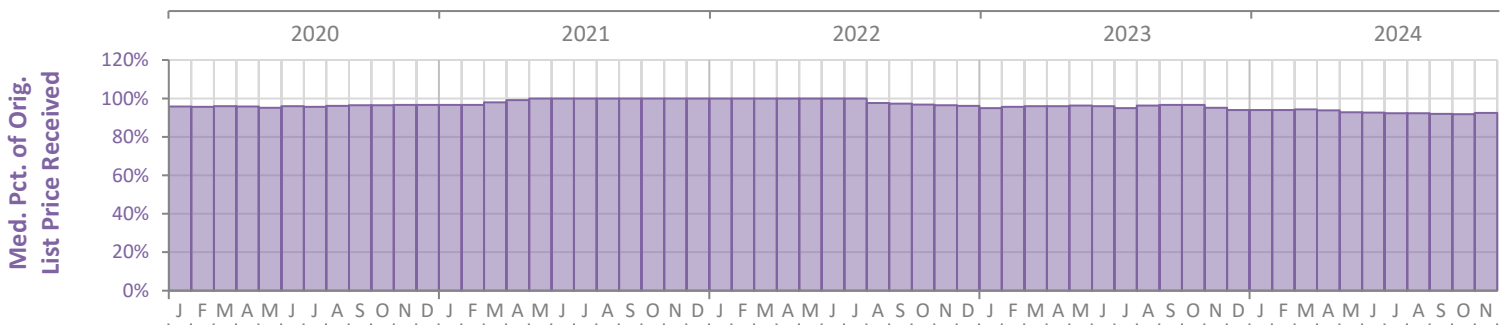


Median Percent of Original List Price Received

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	93.1%	-3.0%
November 2024	92.4%	-2.8%
October 2024	91.8%	-5.1%
September 2024	92.0%	-4.9%
August 2024	92.3%	-4.2%
July 2024	92.3%	-2.7%
June 2024	92.6%	-3.5%
May 2024	92.8%	-3.6%
April 2024	93.8%	-2.2%
March 2024	94.3%	-1.7%
February 2024	94.0%	-1.8%
January 2024	93.9%	-1.1%
December 2023	93.9%	-2.4%
November 2023	95.1%	-1.3%

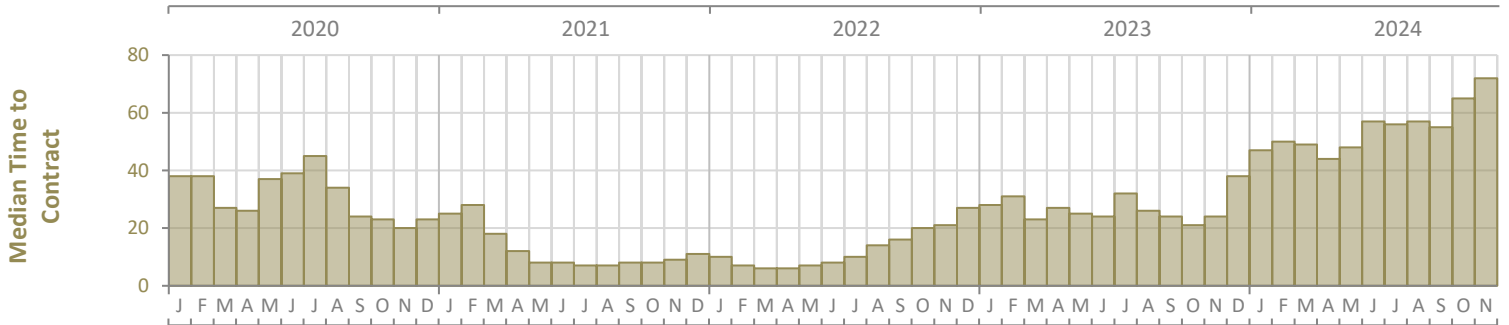


Median Time to Contract

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	57 Days	111.1%
November 2024	72 Days	200.0%
October 2024	65 Days	209.5%
September 2024	55 Days	129.2%
August 2024	57 Days	119.2%
July 2024	56 Days	75.0%
June 2024	57 Days	137.5%
May 2024	48 Days	92.0%
April 2024	44 Days	63.0%
March 2024	49 Days	113.0%
February 2024	50 Days	61.3%
January 2024	47 Days	67.9%
December 2023	38 Days	40.7%
November 2023	24 Days	14.3%

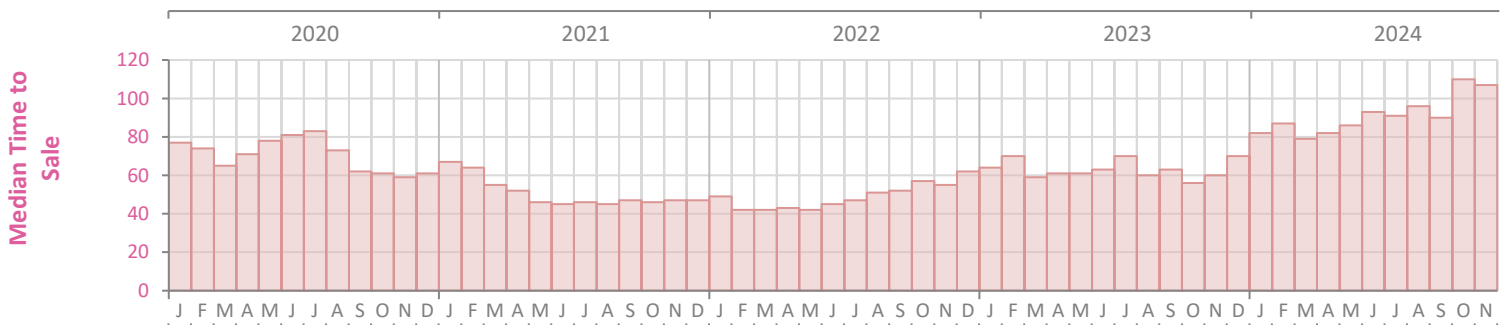


Median Time to Sale

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	94 Days	49.2%
November 2024	107 Days	78.3%
October 2024	110 Days	96.4%
September 2024	90 Days	42.9%
August 2024	96 Days	60.0%
July 2024	91 Days	30.0%
June 2024	93 Days	47.6%
May 2024	86 Days	41.0%
April 2024	82 Days	34.4%
March 2024	79 Days	33.9%
February 2024	87 Days	24.3%
January 2024	82 Days	28.1%
December 2023	70 Days	12.9%
November 2023	60 Days	9.1%

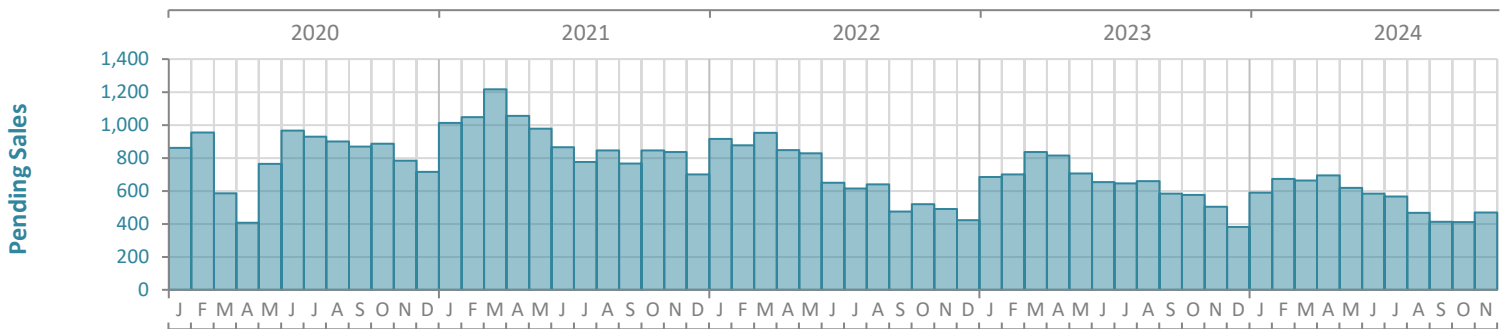


New Pending Sales

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	6,146	-16.5%
November 2024	469	-6.9%
October 2024	410	-28.7%
September 2024	412	-29.5%
August 2024	467	-29.1%
July 2024	566	-12.2%
June 2024	583	-10.9%
May 2024	619	-12.3%
April 2024	694	-14.7%
March 2024	664	-20.6%
February 2024	673	-4.0%
January 2024	589	-14.0%
December 2023	381	-9.7%
November 2023	504	2.6%

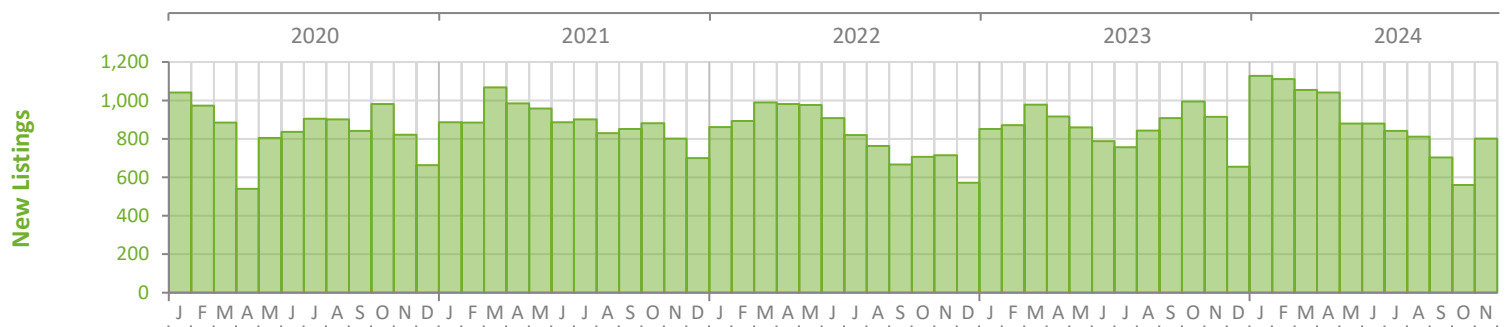


New Listings

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	9,813	1.3%
November 2024	802	-12.3%
October 2024	560	-43.7%
September 2024	704	-22.5%
August 2024	812	-3.7%
July 2024	842	11.2%
June 2024	879	11.5%
May 2024	880	2.3%
April 2024	1,041	13.5%
March 2024	1,054	7.8%
February 2024	1,111	27.4%
January 2024	1,128	32.4%
December 2023	655	14.5%
November 2023	914	27.8%



Monthly Market Detail - November 2024

Townhouses and Condos

Pinellas County

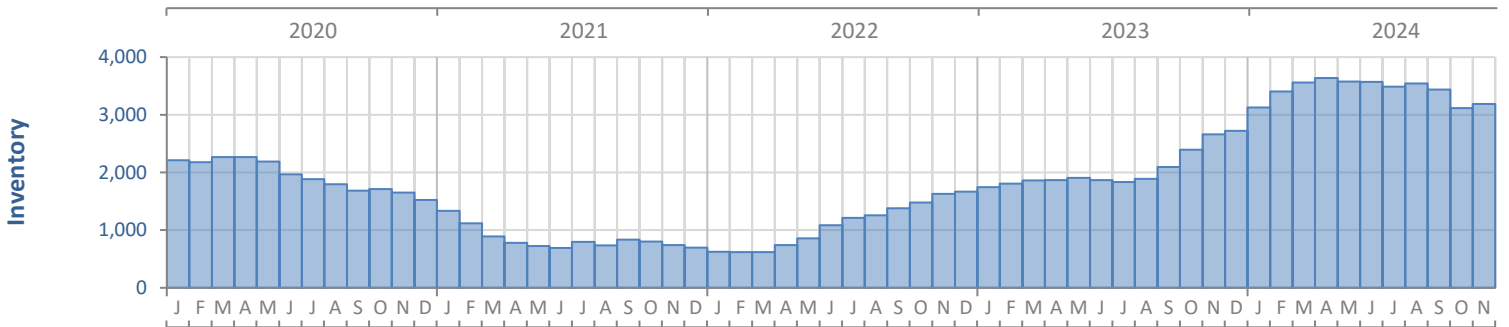


Inventory (Active Listings)

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)	3,422	71.6%
November 2024	3,190	19.9%
October 2024	3,113	30.0%
September 2024	3,435	63.8%
August 2024	3,541	87.3%
July 2024	3,490	90.3%
June 2024	3,568	91.1%
May 2024	3,576	87.6%
April 2024	3,635	94.7%
March 2024	3,560	91.1%
February 2024	3,405	88.7%
January 2024	3,125	78.9%
December 2023	2,723	63.3%
November 2023	2,660	63.1%

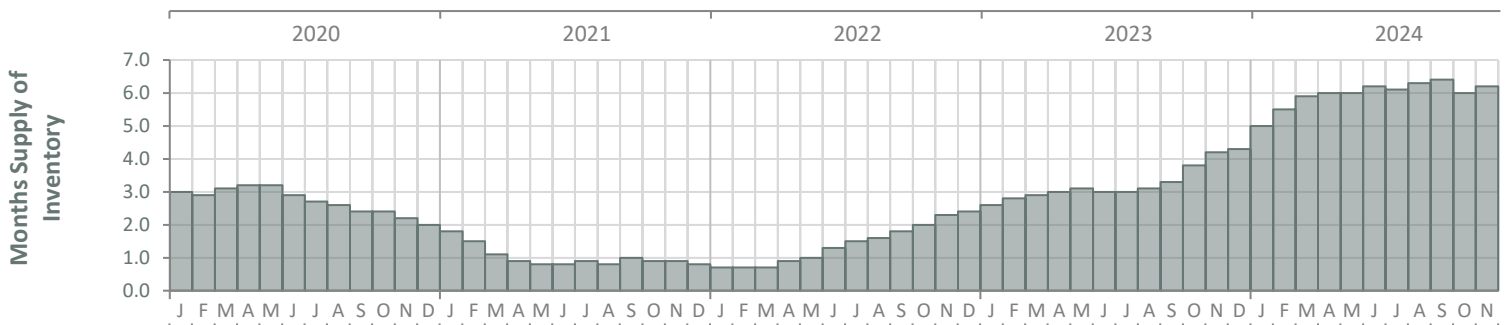


Months Supply of Inventory

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)	6.0	87.5%
November 2024	6.2	47.6%
October 2024	6.0	57.9%
September 2024	6.4	93.9%
August 2024	6.3	103.2%
July 2024	6.1	103.3%
June 2024	6.2	106.7%
May 2024	6.0	93.5%
April 2024	6.0	100.0%
March 2024	5.9	103.4%
February 2024	5.5	96.4%
January 2024	5.0	92.3%
December 2023	4.3	79.2%
November 2023	4.2	82.6%

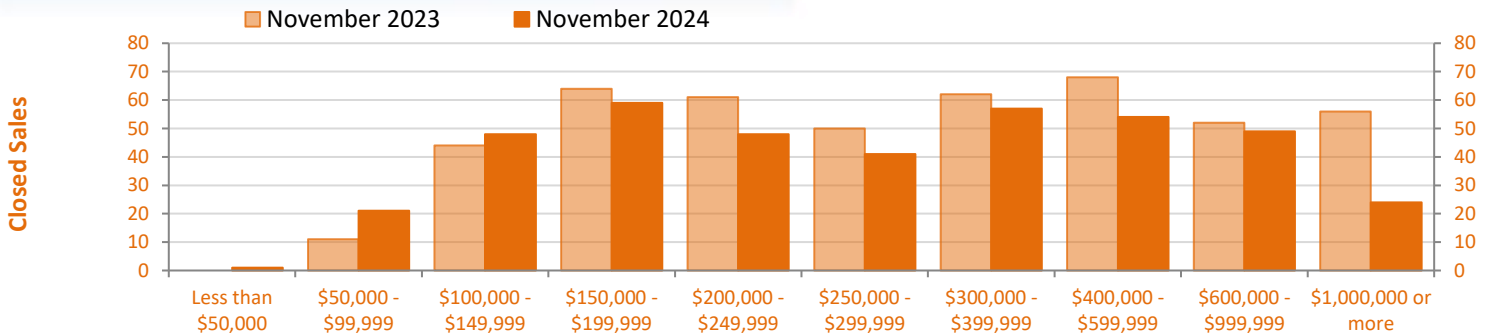


Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	21	90.9%
\$100,000 - \$149,999	48	9.1%
\$150,000 - \$199,999	59	-7.8%
\$200,000 - \$249,999	48	-21.3%
\$250,000 - \$299,999	41	-18.0%
\$300,000 - \$399,999	57	-8.1%
\$400,000 - \$599,999	54	-20.6%
\$600,000 - \$999,999	49	-5.8%
\$1,000,000 or more	24	-57.1%

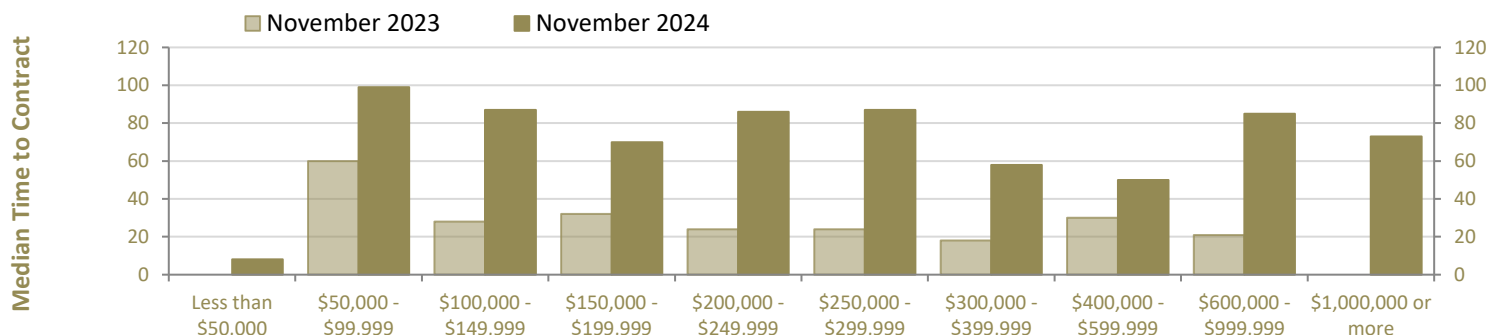


Median Time to Contract by Sale Price

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	8 Days	N/A
\$50,000 - \$99,999	99 Days	65.0%
\$100,000 - \$149,999	87 Days	210.7%
\$150,000 - \$199,999	70 Days	118.8%
\$200,000 - \$249,999	86 Days	258.3%
\$250,000 - \$299,999	87 Days	262.5%
\$300,000 - \$399,999	58 Days	222.2%
\$400,000 - \$599,999	50 Days	66.7%
\$600,000 - \$999,999	85 Days	304.8%
\$1,000,000 or more	73 Days	N/A



New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	12	100.0%
\$100,000 - \$149,999	58	11.5%
\$150,000 - \$199,999	128	7.6%
\$200,000 - \$249,999	139	4.5%
\$250,000 - \$299,999	96	-24.4%
\$300,000 - \$399,999	112	-14.5%
\$400,000 - \$599,999	121	-11.7%
\$600,000 - \$999,999	79	-26.9%
\$1,000,000 or more	57	-43.6%

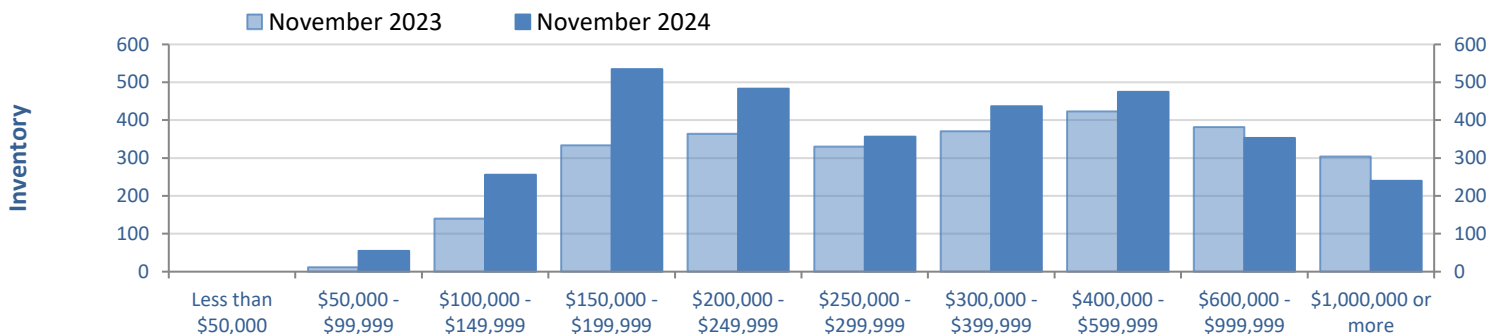


Inventory by Current Listing Price

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.

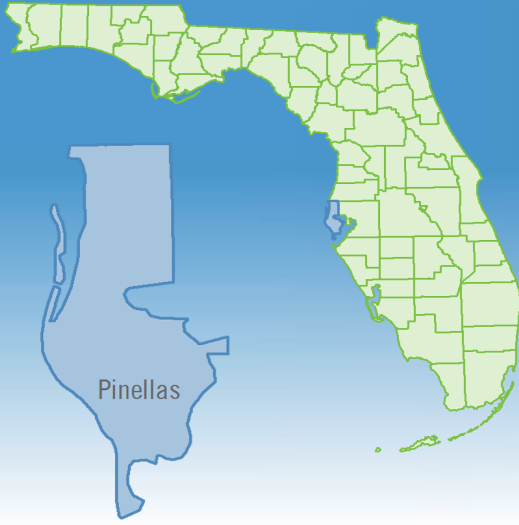
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	55	358.3%
\$100,000 - \$149,999	256	82.9%
\$150,000 - \$199,999	535	60.2%
\$200,000 - \$249,999	483	32.7%
\$250,000 - \$299,999	356	7.9%
\$300,000 - \$399,999	437	17.8%
\$400,000 - \$599,999	475	12.3%
\$600,000 - \$999,999	353	-7.6%
\$1,000,000 or more	240	-21.1%



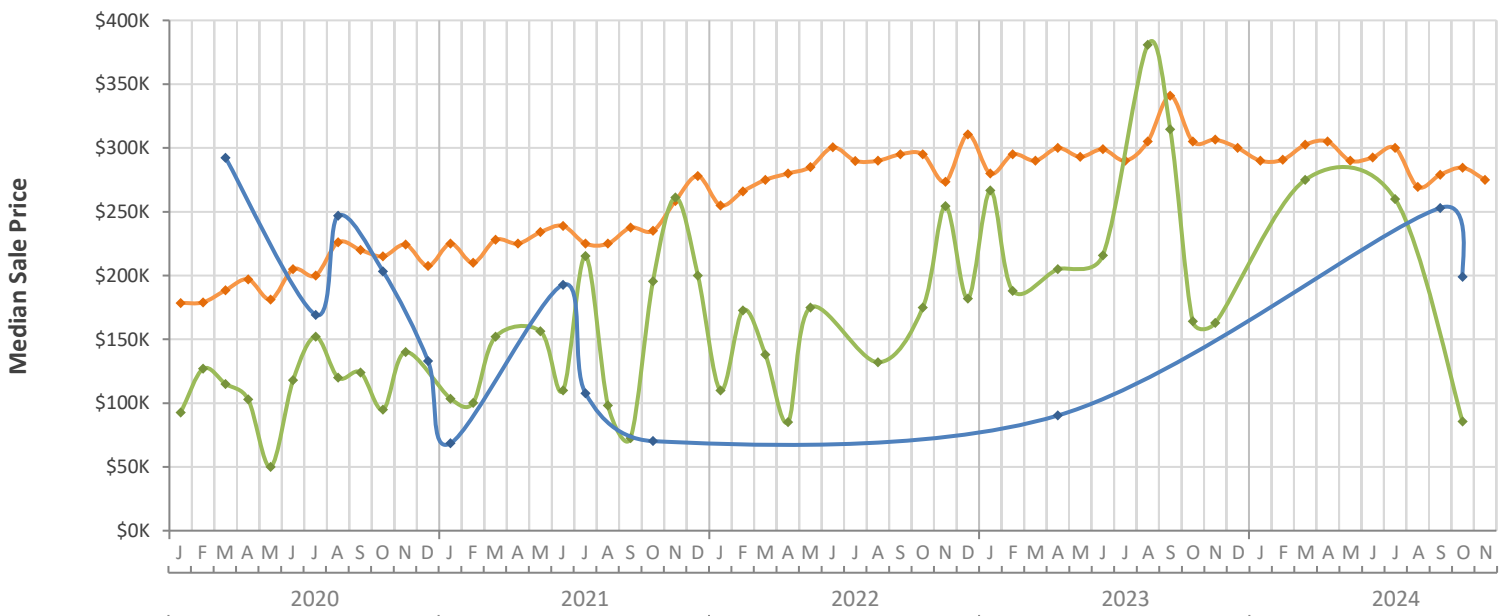
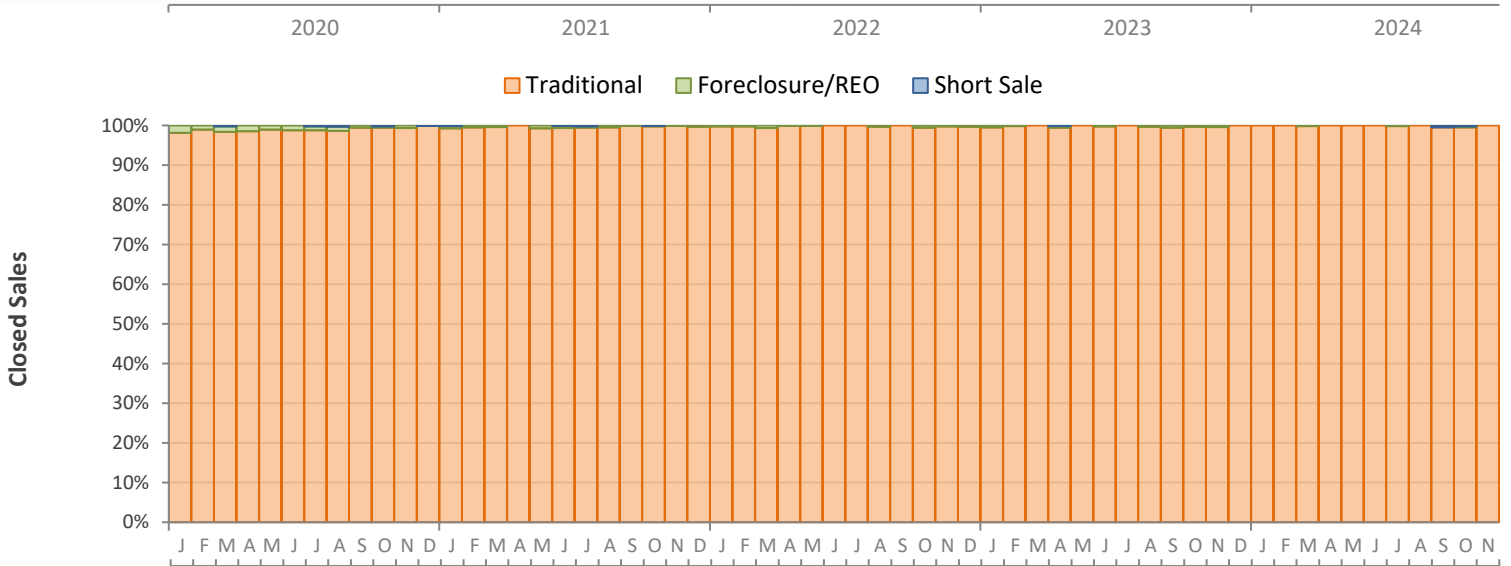
Monthly Distressed Market - November 2024

Townhouses and Condos

Pinellas County



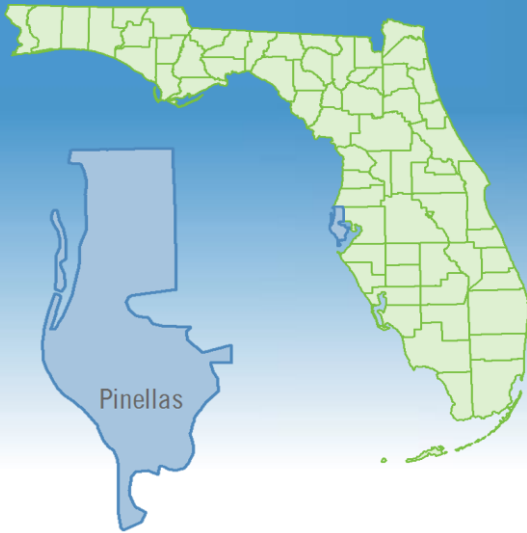
		November 2024	November 2023	Percent Change Year-over-Year
Traditional	Closed Sales	402	466	-13.7%
	Median Sale Price	\$275,000	\$306,500	-10.3%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$162,800	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



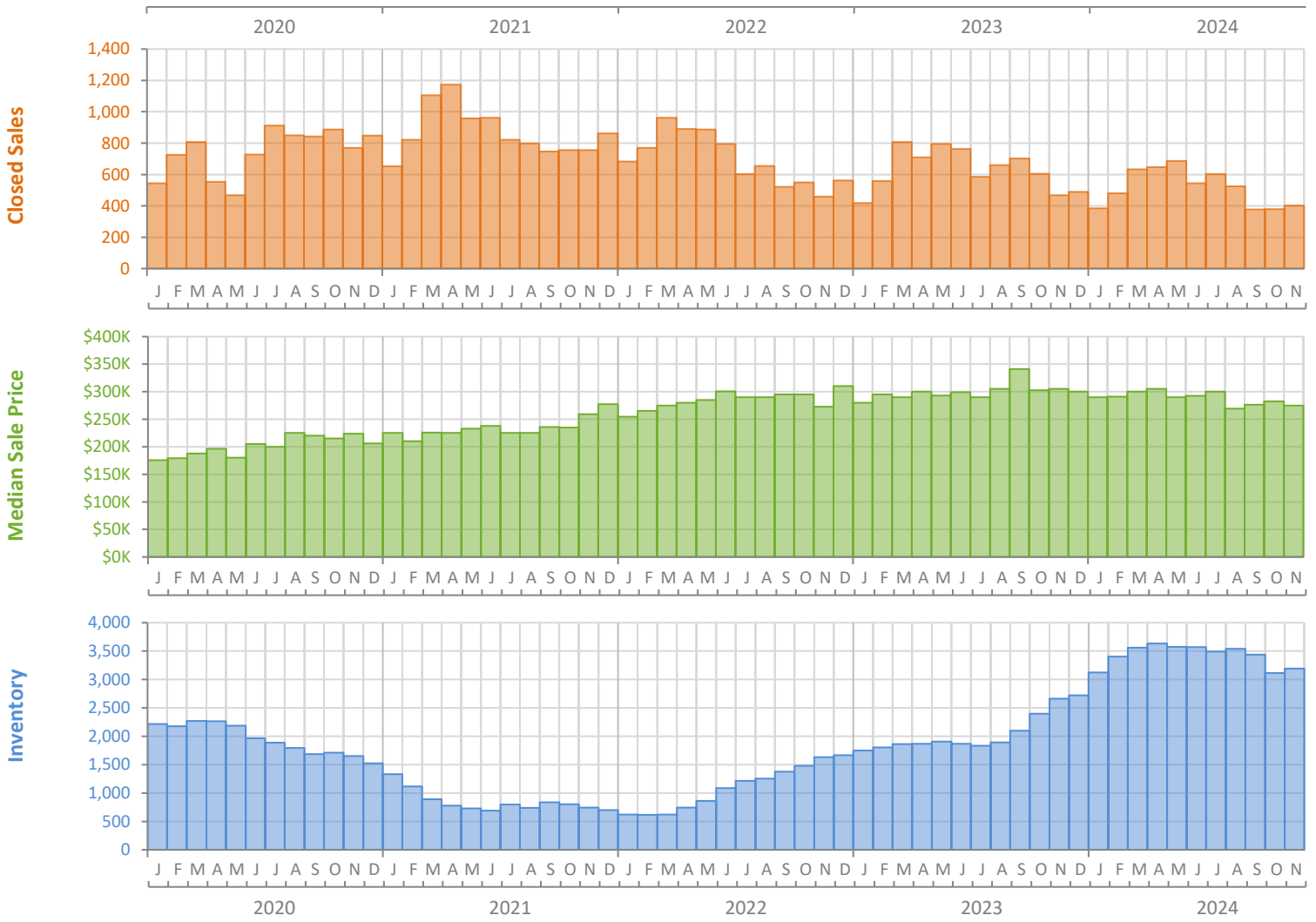
Monthly Market Summary - November 2024

Townhouses and Condos

Pinellas County



	November 2024	November 2023	Percent Change Year-over-Year
Closed Sales	402	468	-14.1%
Paid in Cash	257	291	-11.7%
Median Sale Price	\$275,000	\$305,000	-9.8%
Average Sale Price	\$386,260	\$507,450	-23.9%
Dollar Volume	\$155.3 Million	\$237.5 Million	-34.6%
Med. Pct. of Orig. List Price Received	92.4%	95.1%	-2.8%
Median Time to Contract	72 Days	24 Days	200.0%
Median Time to Sale	107 Days	60 Days	78.3%
New Pending Sales	469	504	-6.9%
New Listings	802	914	-12.3%
Pending Inventory	609	668	-8.8%
Inventory (Active Listings)	3,190	2,660	19.9%
Months Supply of Inventory	6.2	4.2	47.6%



Monthly Distressed Market - November 2024

Townhouses and Condos

Pinellas County



		November 2024	November 2023	Percent Change Year-over-Year
Traditional	Closed Sales	402	466	-13.7%
	Median Sale Price	\$275,000	\$306,500	-10.3%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$162,800	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

