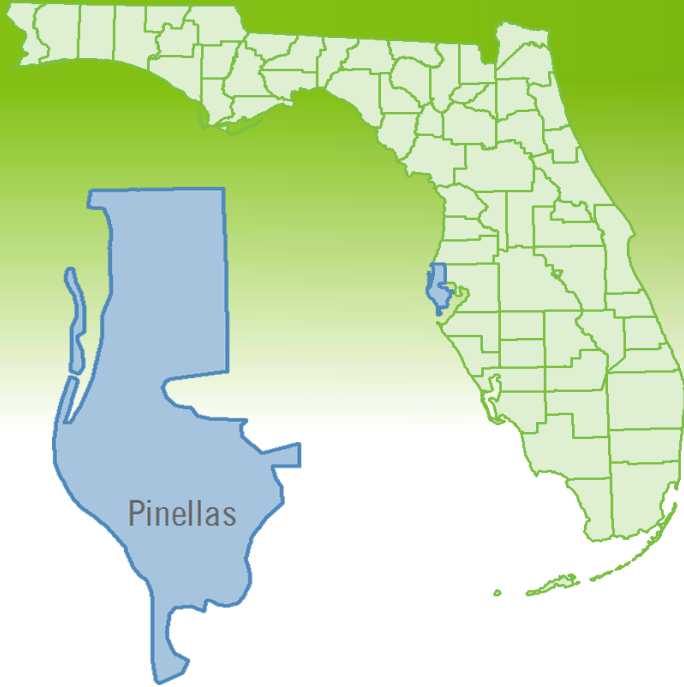


Monthly Market Detail - January 2024

Single-Family Homes

Pinellas County



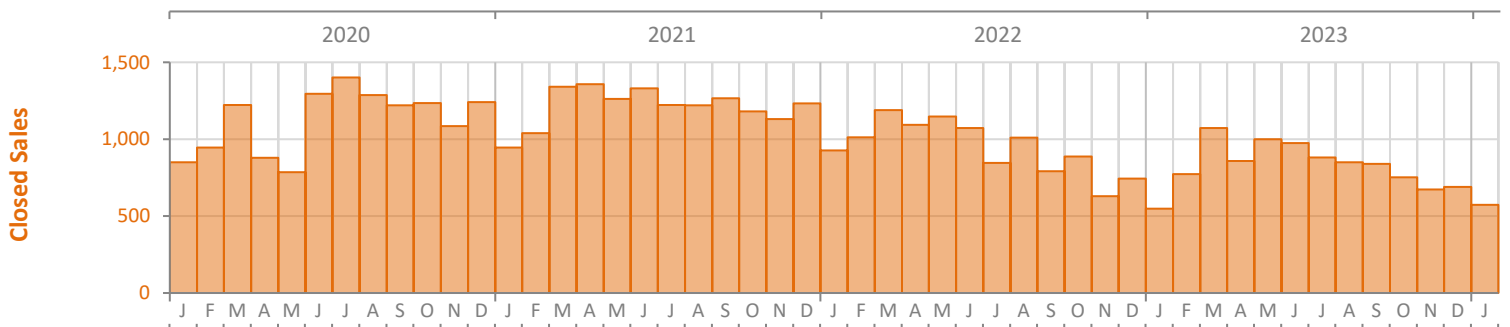
Summary Statistics	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	574	549	4.6%
Paid in Cash	239	195	22.6%
Median Sale Price	\$455,000	\$400,000	13.8%
Average Sale Price	\$625,614	\$552,352	13.3%
Dollar Volume	\$359.1 Million	\$303.2 Million	18.4%
Median Percent of Original List Price Received	95.2%	93.9%	1.4%
Median Time to Contract	35 Days	36 Days	-2.8%
Median Time to Sale	71 Days	75 Days	-5.3%
New Pending Sales	886	918	-3.5%
New Listings	1,147	912	25.8%
Pending Inventory	964	996	-3.2%
Inventory (Active Listings)	2,329	1,771	31.5%
Months Supply of Inventory	2.8	1.9	47.4%

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	574	4.6%
January 2024	574	4.6%
December 2023	689	-7.4%
November 2023	674	7.0%
October 2023	753	-15.1%
September 2023	839	5.9%
August 2023	850	-15.8%
July 2023	882	4.3%
June 2023	974	-9.2%
May 2023	1,000	-12.8%
April 2023	858	-21.6%
March 2023	1,072	-9.9%
February 2023	772	-23.8%
January 2023	549	-40.7%



Monthly Market Detail - January 2024

Single-Family Homes

Pinellas County

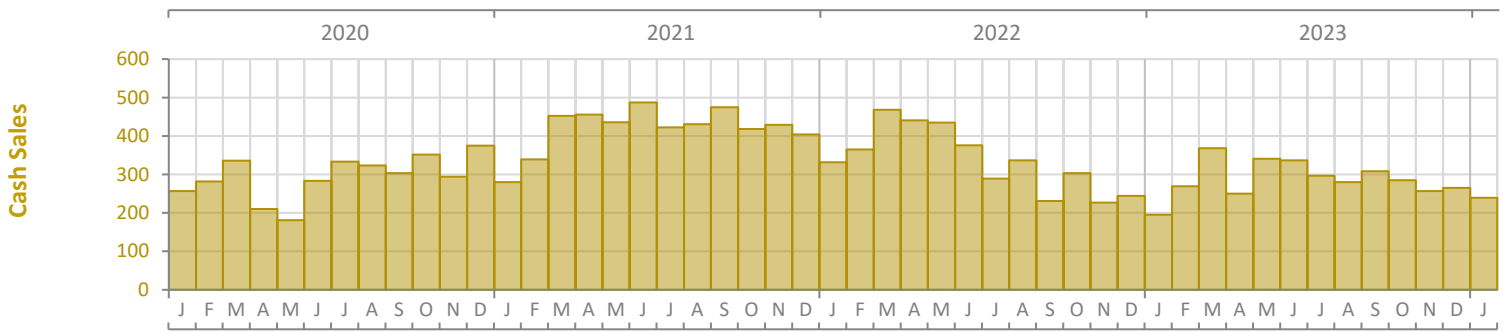


Cash Sales

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

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

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	239	22.6%
January 2024	239	22.6%
December 2023	265	8.6%
November 2023	257	13.2%
October 2023	285	-5.9%
September 2023	308	33.3%
August 2023	280	-16.9%
July 2023	297	2.8%
June 2023	337	-10.4%
May 2023	341	-21.6%
April 2023	250	-43.3%
March 2023	368	-21.4%
February 2023	269	-26.3%
January 2023	195	-41.3%

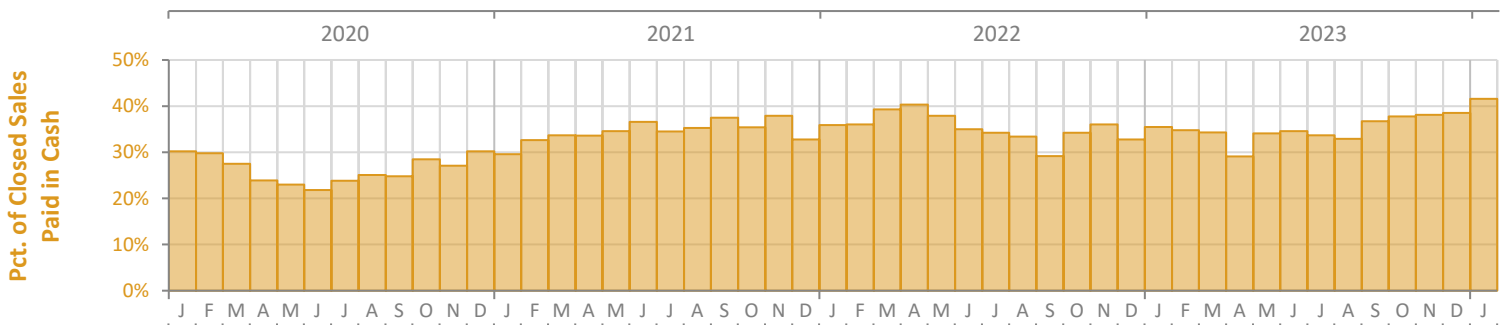


Cash Sales as a Percentage of Closed Sales

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	41.6%	17.2%
January 2024	41.6%	17.2%
December 2023	38.5%	17.4%
November 2023	38.1%	5.8%
October 2023	37.8%	10.5%
September 2023	36.7%	25.7%
August 2023	32.9%	-1.5%
July 2023	33.7%	-1.5%
June 2023	34.6%	-1.1%
May 2023	34.1%	-10.0%
April 2023	29.1%	-27.8%
March 2023	34.3%	-12.7%
February 2023	34.8%	-3.3%
January 2023	35.5%	-1.1%



Monthly Market Detail - January 2024

Single-Family Homes

Pinellas County

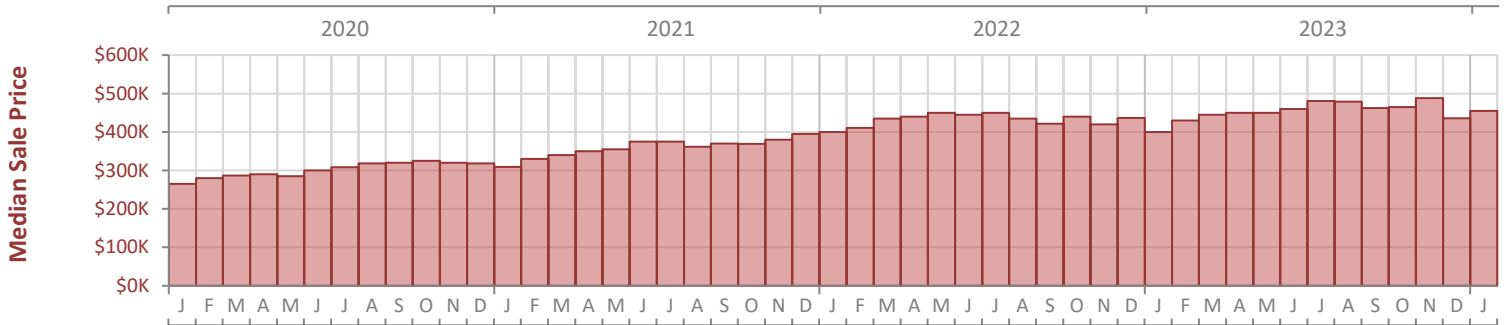


Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$455,000	13.8%
January 2024	\$455,000	13.8%
December 2023	\$436,000	-0.2%
November 2023	\$488,388	16.3%
October 2023	\$465,000	5.7%
September 2023	\$462,000	9.7%
August 2023	\$478,968	10.1%
July 2023	\$480,500	6.8%
June 2023	\$460,000	3.4%
May 2023	\$450,000	0.0%
April 2023	\$450,000	2.3%
March 2023	\$445,000	2.3%
February 2023	\$430,000	4.6%
January 2023	\$400,000	0.0%

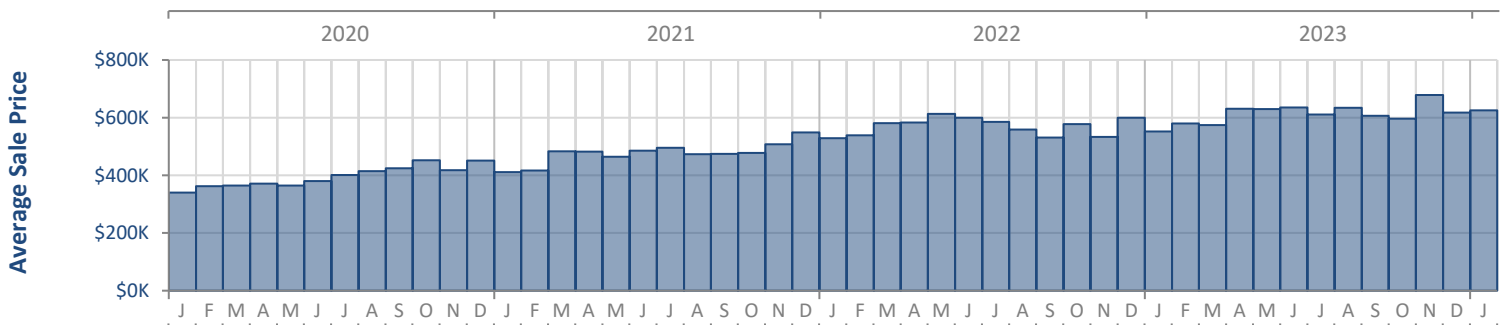


Average Sale Price

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	\$625,614	13.3%
January 2024	\$625,614	13.3%
December 2023	\$617,416	2.9%
November 2023	\$678,570	27.3%
October 2023	\$596,452	3.2%
September 2023	\$606,283	14.3%
August 2023	\$634,499	13.5%
July 2023	\$611,128	4.3%
June 2023	\$635,681	5.9%
May 2023	\$629,645	2.7%
April 2023	\$631,006	8.1%
March 2023	\$574,031	-1.1%
February 2023	\$579,334	7.6%
January 2023	\$552,352	4.4%



Monthly Market Detail - January 2024

Single-Family Homes

Pinellas County

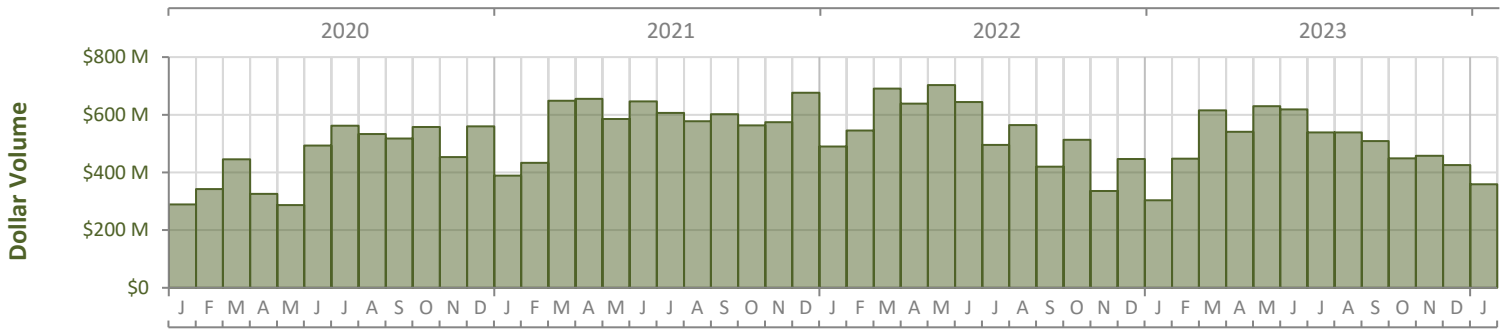


Dollar Volume

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	\$359.1 Million	18.4%
January 2024	\$359.1 Million	18.4%
December 2023	\$425.4 Million	-4.7%
November 2023	\$457.4 Million	36.2%
October 2023	\$449.1 Million	-12.4%
September 2023	\$508.7 Million	21.1%
August 2023	\$539.3 Million	-4.4%
July 2023	\$539.0 Million	8.8%
June 2023	\$619.2 Million	-3.9%
May 2023	\$629.6 Million	-10.5%
April 2023	\$541.4 Million	-15.2%
March 2023	\$615.4 Million	-10.9%
February 2023	\$447.2 Million	-18.0%
January 2023	\$303.2 Million	-38.1%

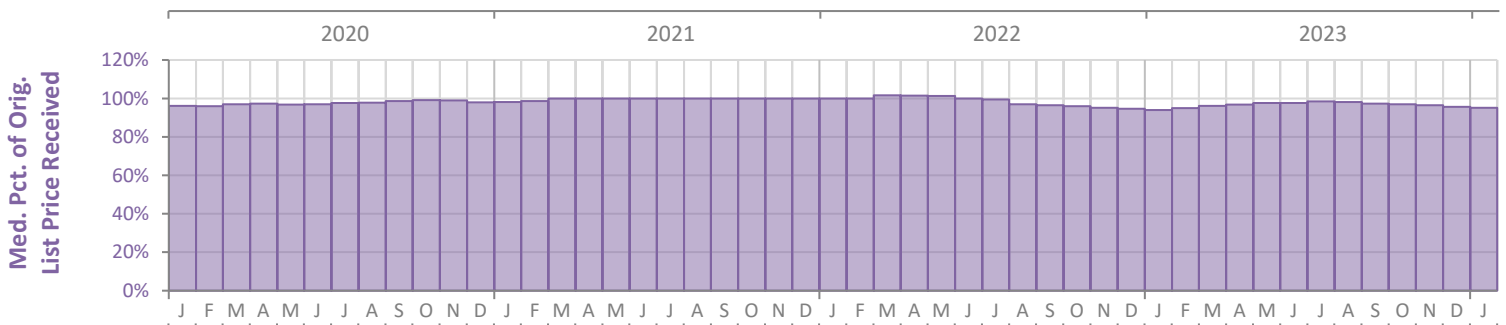


Median Percent of Original List Price Received

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	95.2%	1.4%
January 2024	95.2%	1.4%
December 2023	95.6%	1.0%
November 2023	96.4%	1.3%
October 2023	96.9%	1.0%
September 2023	97.3%	0.8%
August 2023	98.1%	1.1%
July 2023	98.5%	-0.9%
June 2023	97.6%	-2.4%
May 2023	97.6%	-3.7%
April 2023	96.8%	-4.5%
March 2023	96.1%	-5.4%
February 2023	95.0%	-5.0%
January 2023	93.9%	-6.1%



Monthly Market Detail - January 2024

Single-Family Homes

Pinellas County

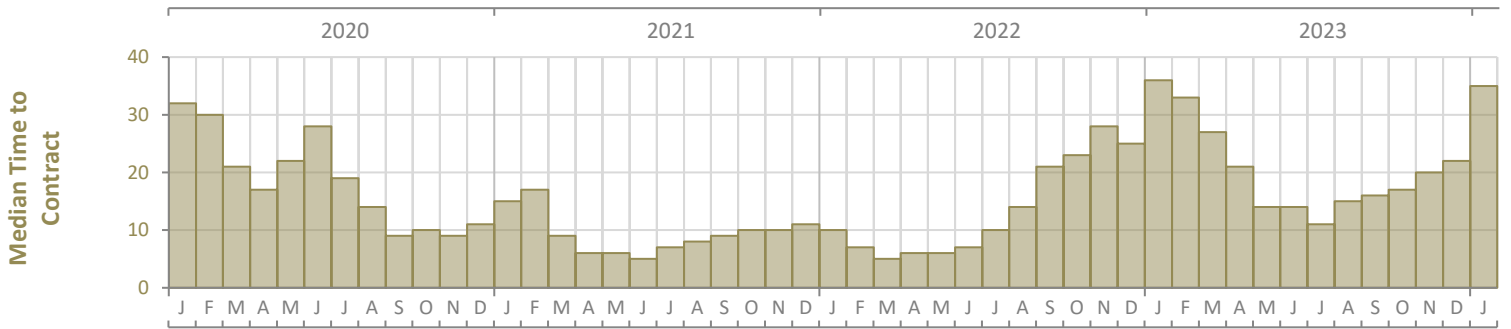


Median Time to Contract

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

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	35 Days	-2.8%
January 2024	35 Days	-2.8%
December 2023	22 Days	-12.0%
November 2023	20 Days	-28.6%
October 2023	17 Days	-26.1%
September 2023	16 Days	-23.8%
August 2023	15 Days	7.1%
July 2023	11 Days	10.0%
June 2023	14 Days	100.0%
May 2023	14 Days	133.3%
April 2023	21 Days	250.0%
March 2023	27 Days	440.0%
February 2023	33 Days	371.4%
January 2023	36 Days	260.0%

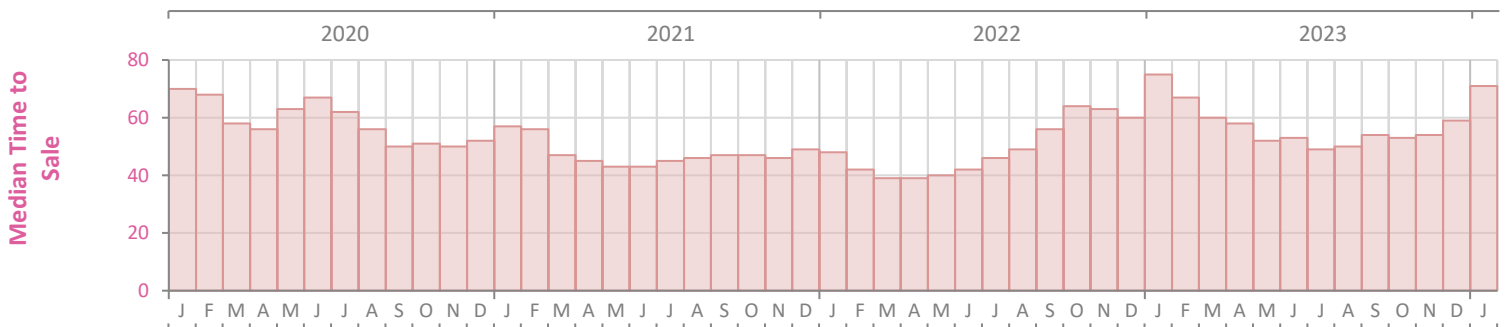


Median Time to Sale

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	71 Days	-5.3%
January 2024	71 Days	-5.3%
December 2023	59 Days	-1.7%
November 2023	54 Days	-14.3%
October 2023	53 Days	-17.2%
September 2023	54 Days	-3.6%
August 2023	50 Days	2.0%
July 2023	49 Days	6.5%
June 2023	53 Days	26.2%
May 2023	52 Days	30.0%
April 2023	58 Days	48.7%
March 2023	60 Days	53.8%
February 2023	67 Days	59.5%
January 2023	75 Days	56.3%



Monthly Market Detail - January 2024

Single-Family Homes

Pinellas County

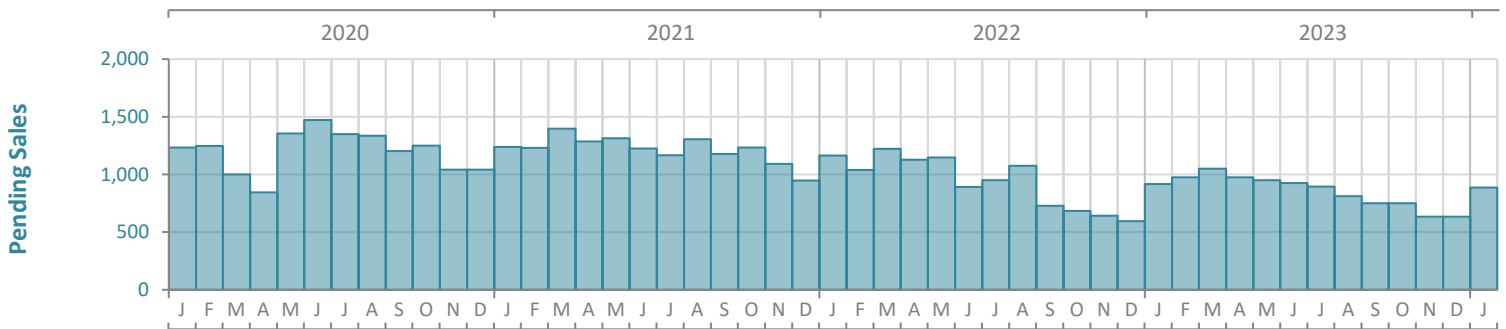


New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	886	-3.5%
January 2024	886	-3.5%
December 2023	635	6.5%
November 2023	633	-1.4%
October 2023	750	9.8%
September 2023	751	3.2%
August 2023	812	-24.5%
July 2023	895	-5.9%
June 2023	926	3.8%
May 2023	949	-17.2%
April 2023	974	-13.6%
March 2023	1,050	-14.1%
February 2023	975	-6.1%
January 2023	918	-21.1%

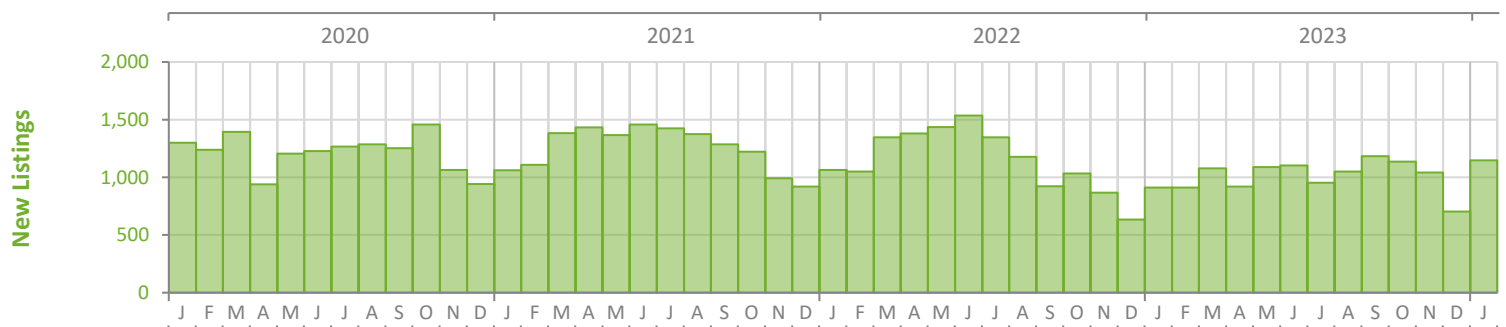


New Listings

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	1,147	25.8%
January 2024	1,147	25.8%
December 2023	702	10.6%
November 2023	1,043	20.4%
October 2023	1,137	10.0%
September 2023	1,182	28.1%
August 2023	1,051	-10.7%
July 2023	953	-29.3%
June 2023	1,103	-28.1%
May 2023	1,090	-24.1%
April 2023	920	-33.4%
March 2023	1,077	-20.0%
February 2023	912	-13.1%
January 2023	912	-14.3%



Monthly Market Detail - January 2024

Single-Family Homes

Pinellas County

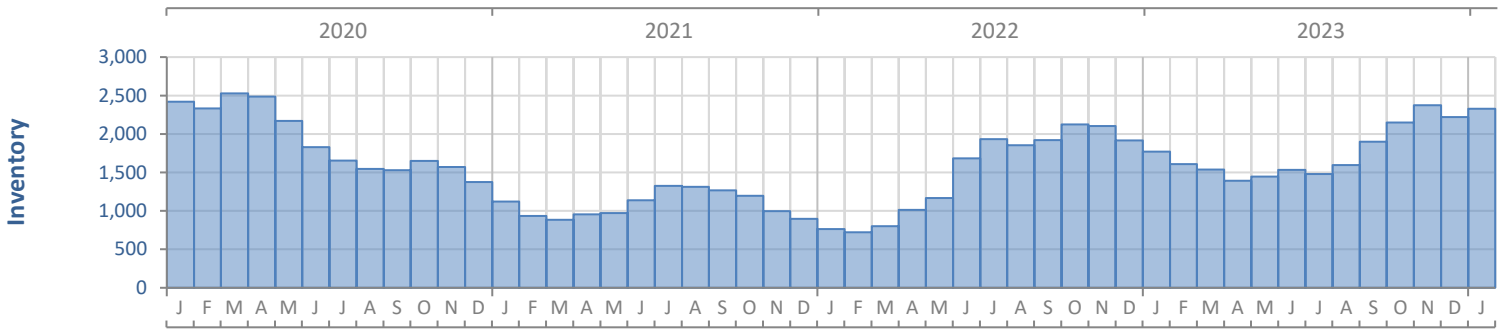


Inventory (Active Listings)

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)	2,329	31.5%
January 2024	2,329	31.5%
December 2023	2,222	16.0%
November 2023	2,376	13.0%
October 2023	2,150	1.1%
September 2023	1,901	-1.0%
August 2023	1,597	-13.8%
July 2023	1,480	-23.5%
June 2023	1,532	-9.1%
May 2023	1,445	23.7%
April 2023	1,394	37.5%
March 2023	1,536	91.3%
February 2023	1,610	122.7%
January 2023	1,771	132.4%

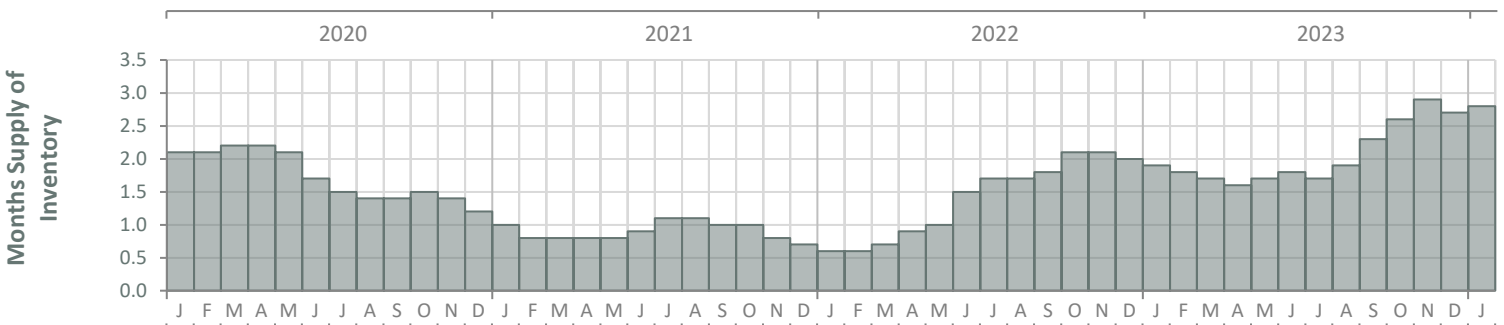


Months Supply of Inventory

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)	2.8	47.4%
January 2024	2.8	47.4%
December 2023	2.7	35.0%
November 2023	2.9	38.1%
October 2023	2.6	23.8%
September 2023	2.3	27.8%
August 2023	1.9	11.8%
July 2023	1.7	0.0%
June 2023	1.8	20.0%
May 2023	1.7	70.0%
April 2023	1.6	77.8%
March 2023	1.7	142.9%
February 2023	1.8	200.0%
January 2023	1.9	216.7%

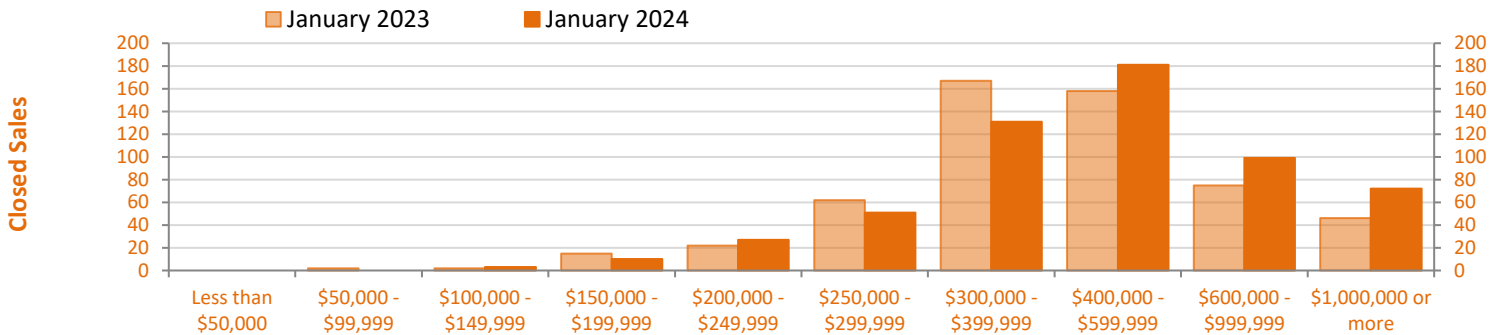


Closed Sales by Sale Price

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	-100.0%
\$100,000 - \$149,999	3	50.0%
\$150,000 - \$199,999	10	-33.3%
\$200,000 - \$249,999	27	22.7%
\$250,000 - \$299,999	51	-17.7%
\$300,000 - \$399,999	131	-21.6%
\$400,000 - \$599,999	181	14.6%
\$600,000 - \$999,999	99	32.0%
\$1,000,000 or more	72	56.5%

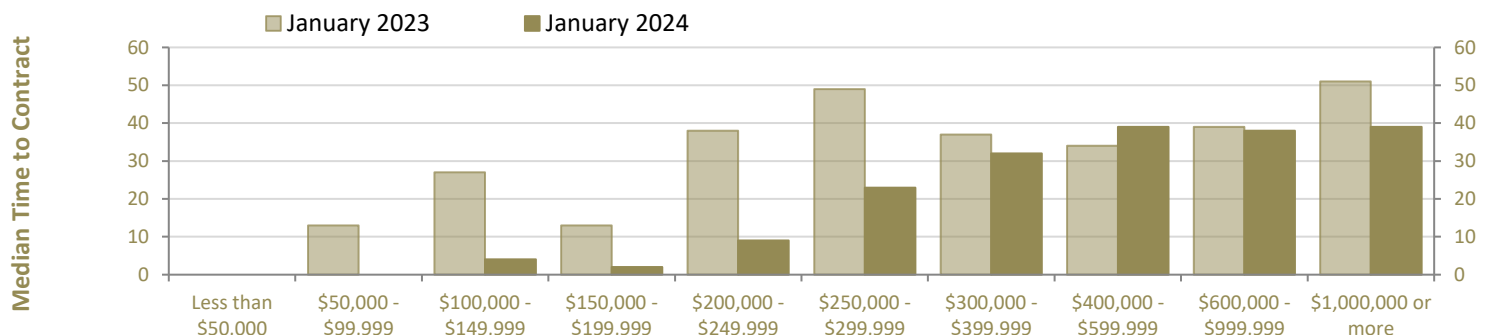


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$100,000 - \$149,999	4 Days	-85.2%
\$150,000 - \$199,999	2 Days	-84.6%
\$200,000 - \$249,999	9 Days	-76.3%
\$250,000 - \$299,999	23 Days	-53.1%
\$300,000 - \$399,999	32 Days	-13.5%
\$400,000 - \$599,999	39 Days	14.7%
\$600,000 - \$999,999	38 Days	-2.6%
\$1,000,000 or more	39 Days	-23.5%

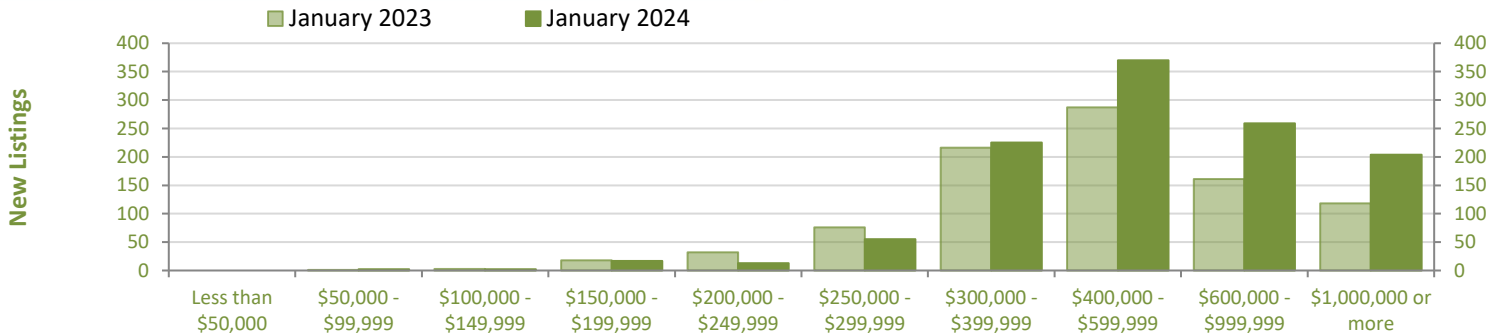


New Listings by Initial Listing Price

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	2	100.0%
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	17	-5.6%
\$200,000 - \$249,999	13	-59.4%
\$250,000 - \$299,999	55	-27.6%
\$300,000 - \$399,999	225	4.2%
\$400,000 - \$599,999	370	28.9%
\$600,000 - \$999,999	259	60.9%
\$1,000,000 or more	204	72.9%

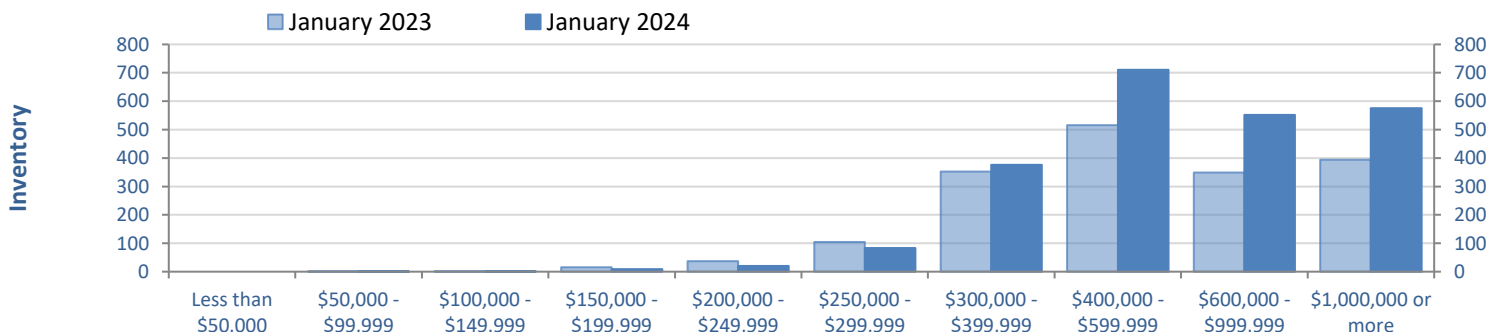


Inventory by Current Listing Price

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.

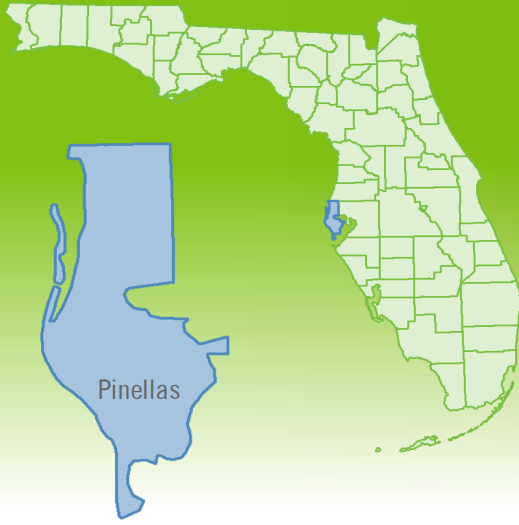
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	9	-43.8%
\$200,000 - \$249,999	20	-45.9%
\$250,000 - \$299,999	83	-21.0%
\$300,000 - \$399,999	376	6.8%
\$400,000 - \$599,999	711	37.8%
\$600,000 - \$999,999	552	58.2%
\$1,000,000 or more	576	46.2%



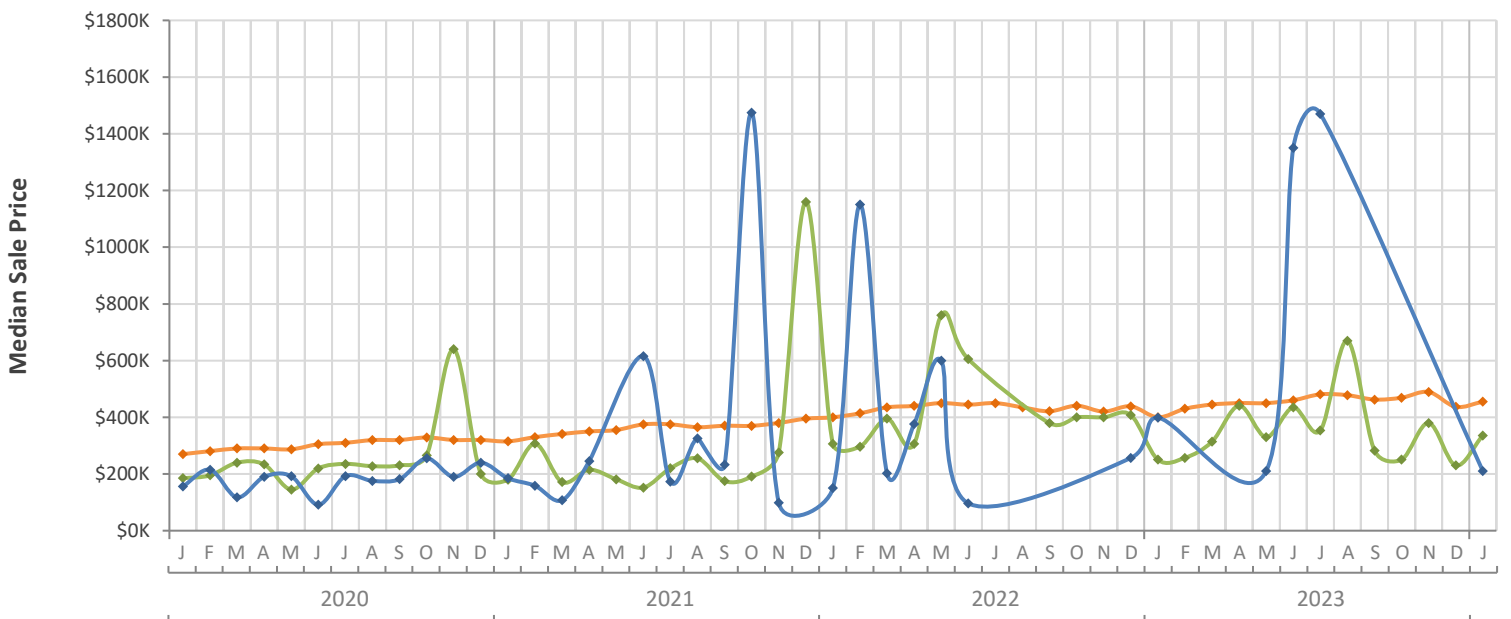
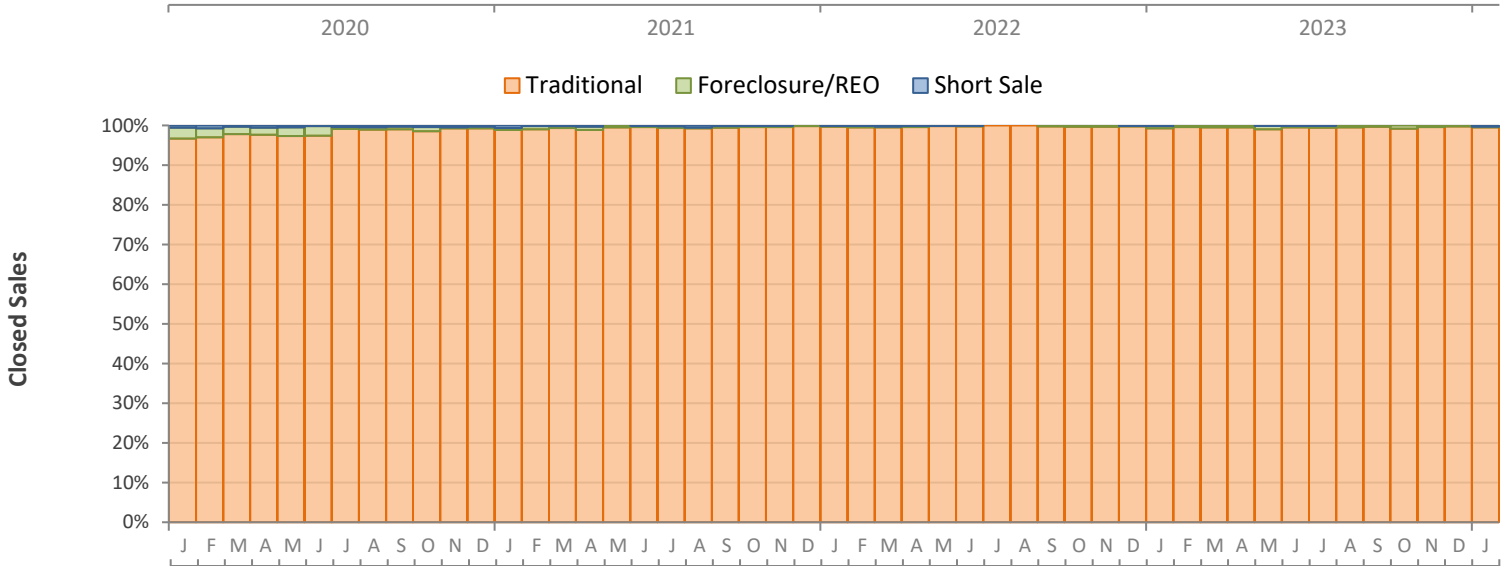
Monthly Distressed Market - January 2024

Single-Family Homes

Pinellas County



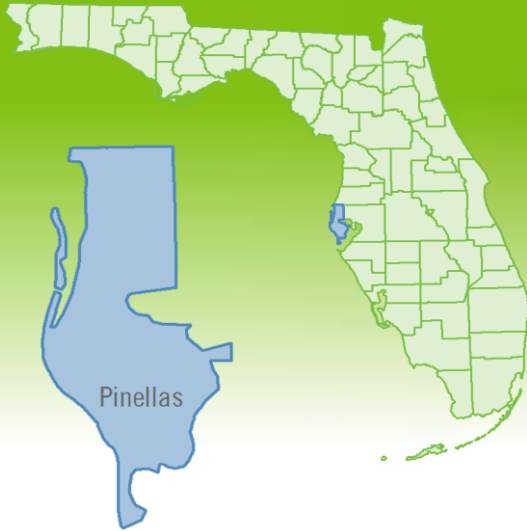
		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	571	545	4.8%
	Median Sale Price	\$455,000	\$400,000	13.8%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$336,000	\$250,500	34.1%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$210,250	\$398,500	-47.2%



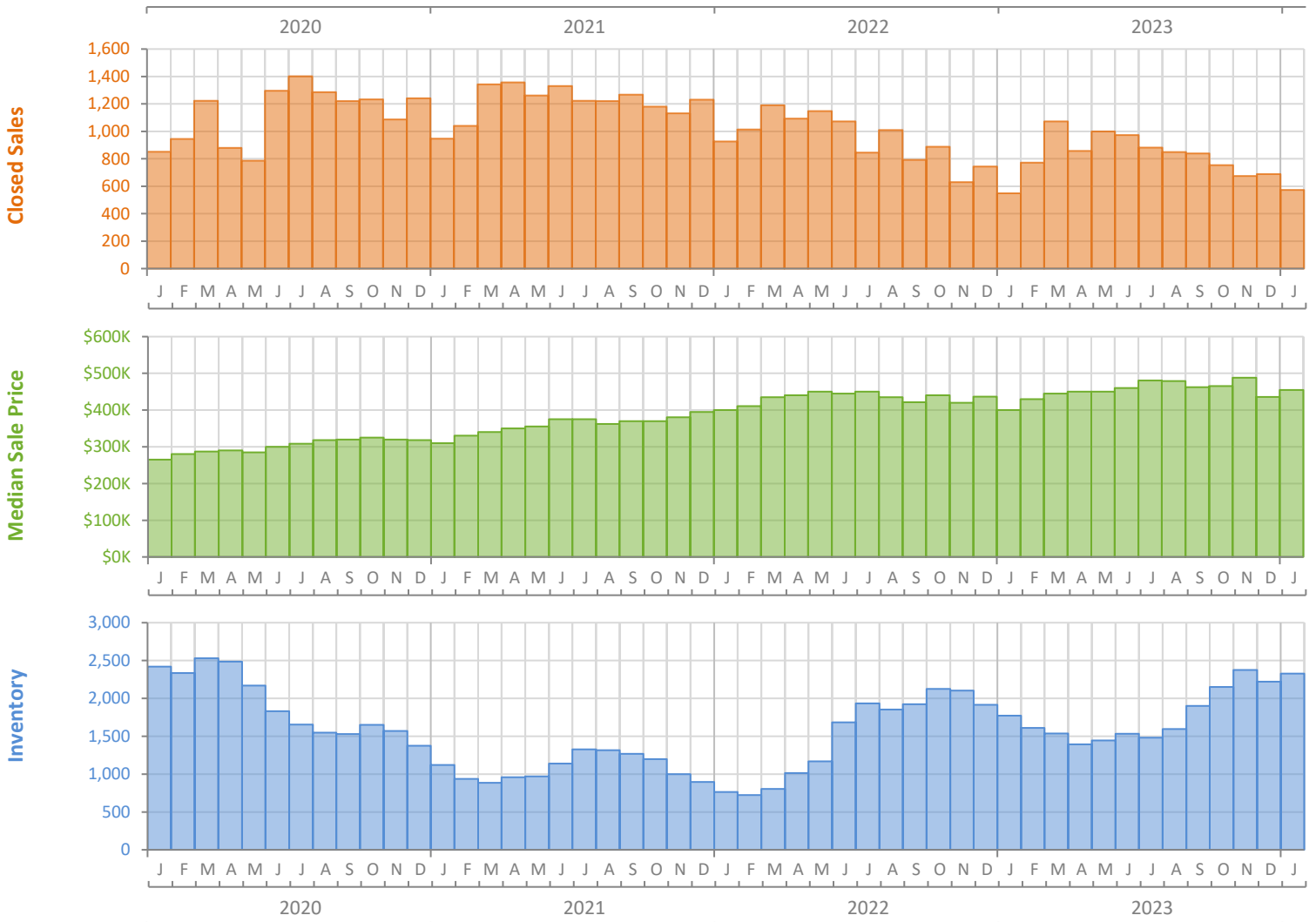
Monthly Market Summary - January 2024

Single-Family Homes

Pinellas County



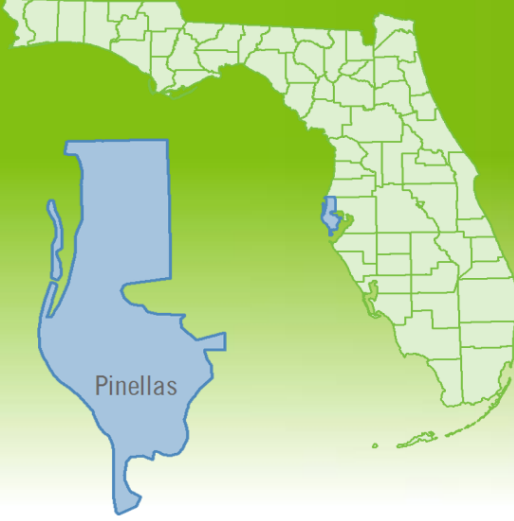
	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	574	549	4.6%
Paid in Cash	239	195	22.6%
Median Sale Price	\$455,000	\$400,000	13.8%
Average Sale Price	\$625,614	\$552,352	13.3%
Dollar Volume	\$359.1 Million	\$303.2 Million	18.4%
Med. Pct. of Orig. List Price Received	95.2%	93.9%	1.4%
Median Time to Contract	35 Days	36 Days	-2.8%
Median Time to Sale	71 Days	75 Days	-5.3%
New Pending Sales	886	918	-3.5%
New Listings	1,147	912	25.8%
Pending Inventory	964	996	-3.2%
Inventory (Active Listings)	2,329	1,771	31.5%
Months Supply of Inventory	2.8	1.9	47.4%



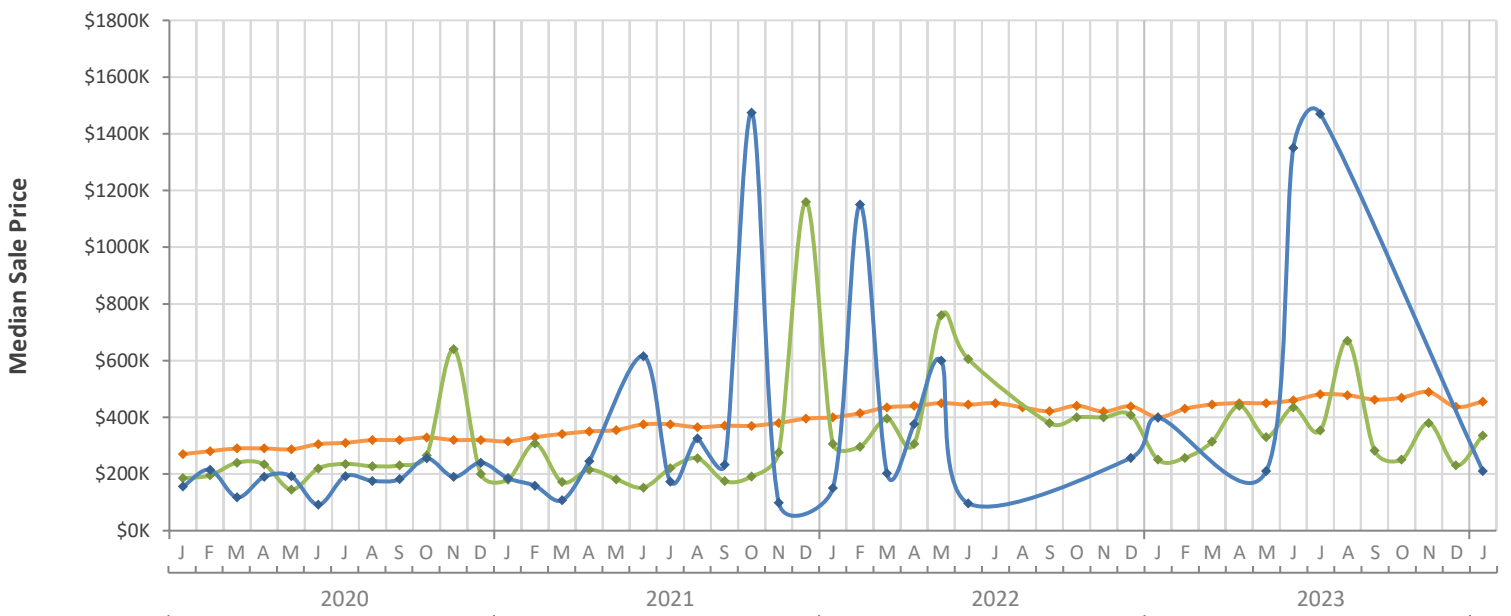
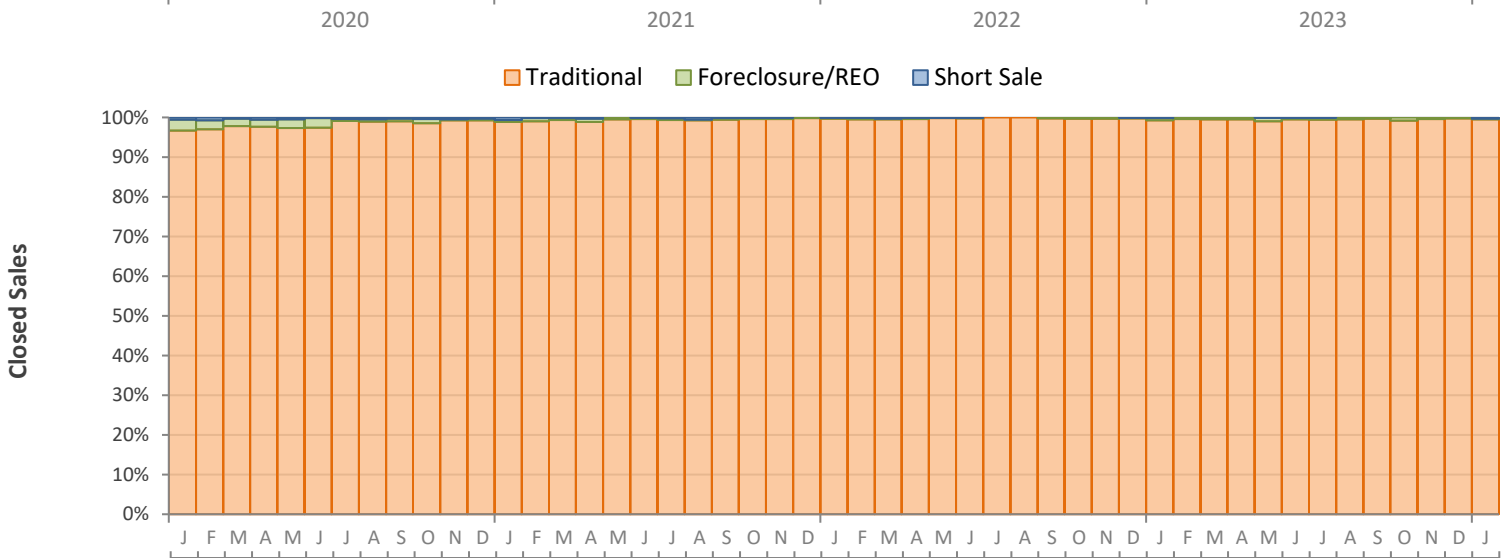
Monthly Distressed Market - January 2024

Single-Family Homes

Pinellas County



		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	571	545	4.8%
	Median Sale Price	\$455,000	\$400,000	13.8%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$336,000	\$250,500	34.1%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$210,250	\$398,500	-47.2%



Monthly Market Detail - January 2024

Townhouses and Condos

Pinellas County



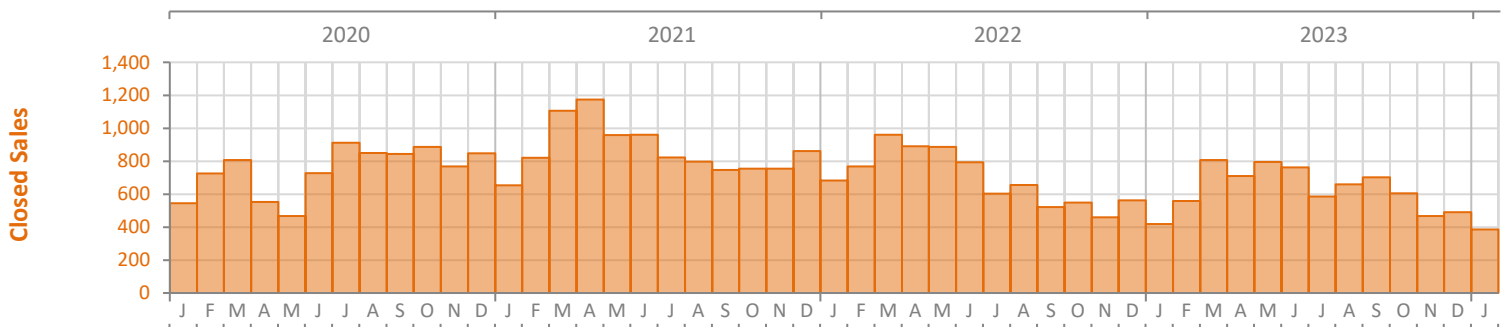
Summary Statistics	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	385	419	-8.1%
Paid in Cash	253	255	-0.8%
Median Sale Price	\$290,000	\$279,900	3.6%
Average Sale Price	\$461,537	\$426,626	8.2%
Dollar Volume	\$177.7 Million	\$178.8 Million	-0.6%
Median Percent of Original List Price Received	93.9%	94.9%	-1.1%
Median Time to Contract	47 Days	28 Days	67.9%
Median Time to Sale	82 Days	64 Days	28.1%
New Pending Sales	589	685	-14.0%
New Listings	1,128	852	32.4%
Pending Inventory	701	864	-18.9%
Inventory (Active Listings)	3,125	1,747	78.9%
Months Supply of Inventory	5.0	2.6	92.3%

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	385	-8.1%
January 2024	385	-8.1%
December 2023	490	-12.8%
November 2023	468	2.0%
October 2023	604	10.0%
September 2023	702	34.7%
August 2023	659	0.6%
July 2023	586	-2.8%
June 2023	763	-3.9%
May 2023	795	-10.4%
April 2023	709	-20.4%
March 2023	807	-16.0%
February 2023	559	-27.3%
January 2023	419	-38.6%



Monthly Market Detail - January 2024

Townhouses and Condos

Pinellas County

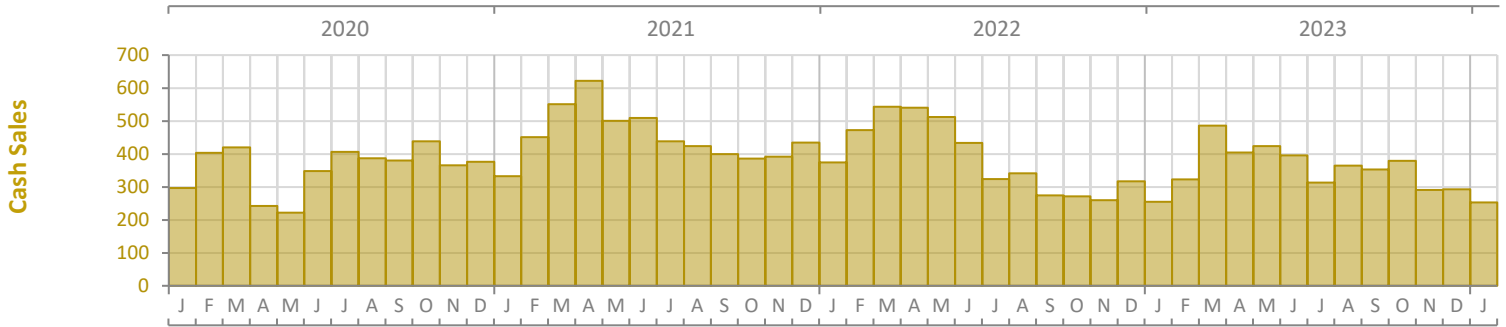


Cash Sales

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

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

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	253	-0.8%
January 2024	253	-0.8%
December 2023	293	-7.6%
November 2023	291	11.9%
October 2023	379	39.9%
September 2023	353	28.8%
August 2023	365	7.0%
July 2023	313	-3.4%
June 2023	396	-8.8%
May 2023	424	-17.2%
April 2023	404	-25.2%
March 2023	486	-10.5%
February 2023	323	-31.6%
January 2023	255	-31.8%

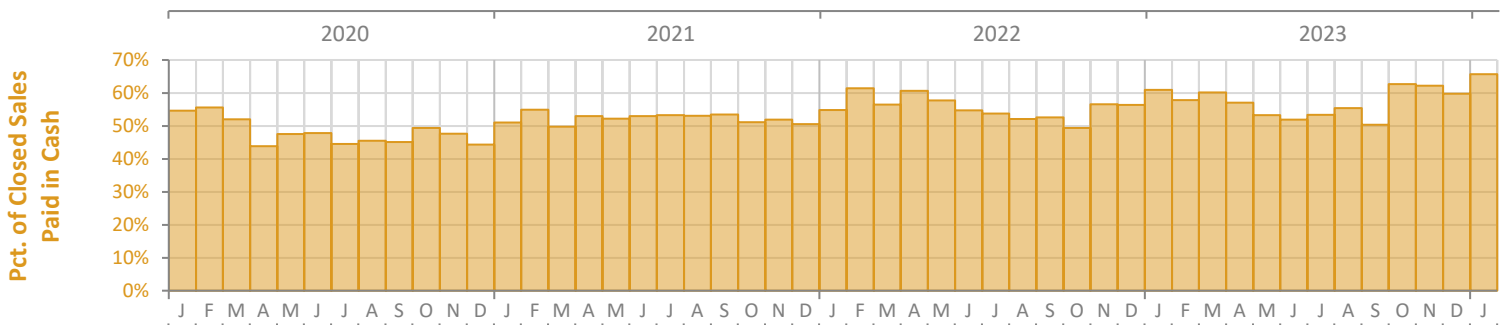


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	65.7%	7.9%
January 2024	65.7%	7.9%
December 2023	59.8%	6.0%
November 2023	62.2%	9.9%
October 2023	62.7%	26.9%
September 2023	50.3%	-4.4%
August 2023	55.4%	6.3%
July 2023	53.4%	-0.6%
June 2023	51.9%	-5.1%
May 2023	53.3%	-7.6%
April 2023	57.0%	-5.9%
March 2023	60.2%	6.5%
February 2023	57.8%	-5.9%
January 2023	60.9%	11.1%



Monthly Market Detail - January 2024

Townhouses and Condos

Pinellas County

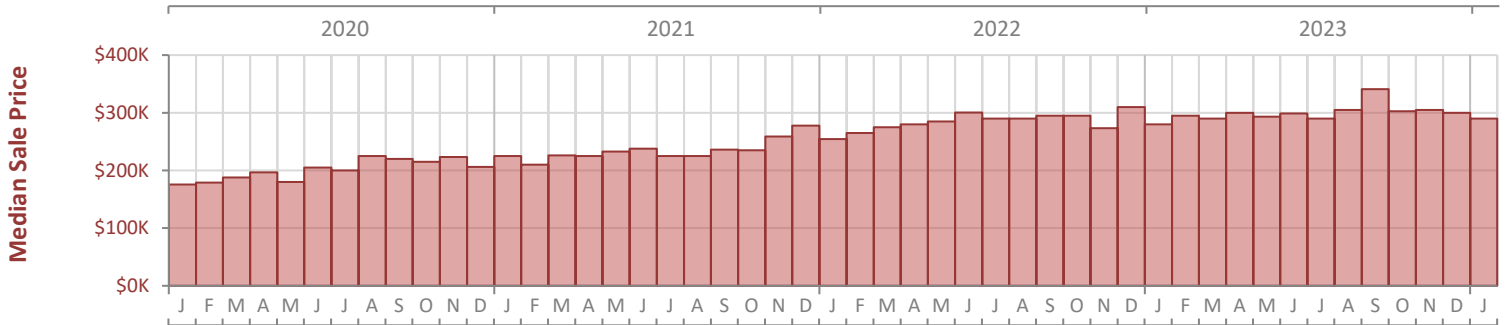


Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$290,000	3.6%
January 2024	\$290,000	3.6%
December 2023	\$300,000	-3.2%
November 2023	\$305,000	11.7%
October 2023	\$302,500	2.5%
September 2023	\$341,000	15.6%
August 2023	\$305,000	5.2%
July 2023	\$290,000	0.0%
June 2023	\$299,000	-0.5%
May 2023	\$293,000	2.8%
April 2023	\$300,000	7.1%
March 2023	\$290,000	5.5%
February 2023	\$295,000	11.3%
January 2023	\$279,900	10.0%

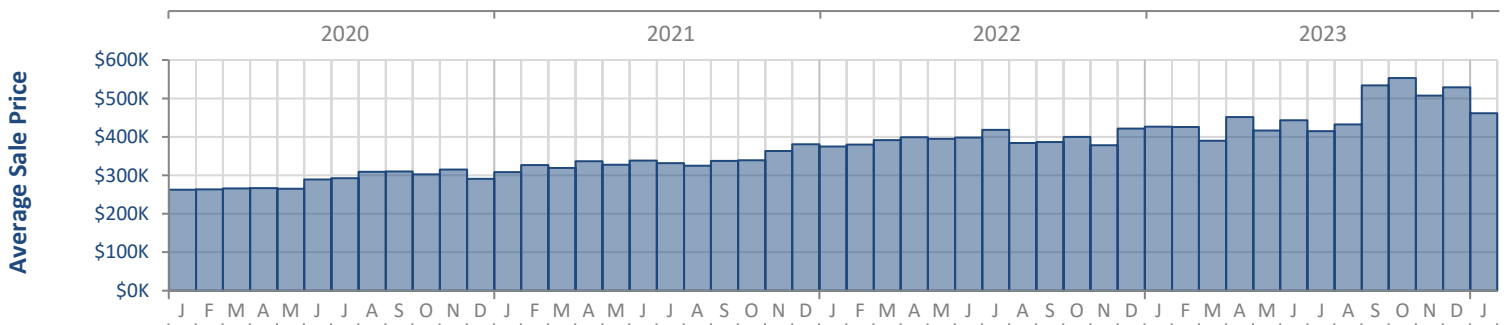


Average Sale Price

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	\$461,537	8.2%
January 2024	\$461,537	8.2%
December 2023	\$529,314	25.6%
November 2023	\$507,450	34.1%
October 2023	\$552,722	38.3%
September 2023	\$533,805	38.1%
August 2023	\$432,079	12.5%
July 2023	\$414,649	-0.9%
June 2023	\$443,555	11.5%
May 2023	\$416,223	5.3%
April 2023	\$451,789	13.2%
March 2023	\$390,070	-0.3%
February 2023	\$425,945	12.0%
January 2023	\$426,626	13.7%



Monthly Market Detail - January 2024

Townhouses and Condos

Pinellas County

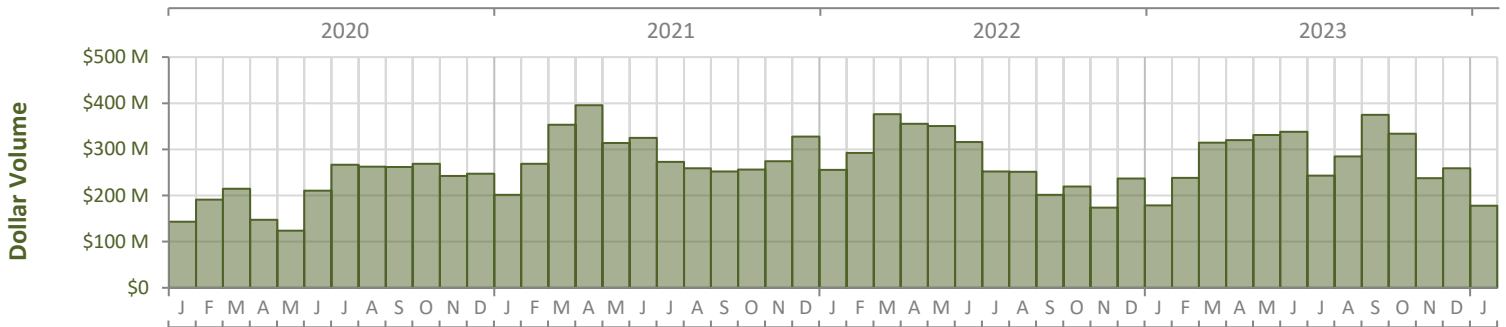


Dollar Volume

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	\$177.7 Million	-0.6%
January 2024	\$177.7 Million	-0.6%
December 2023	\$259.4 Million	9.5%
November 2023	\$237.5 Million	36.7%
October 2023	\$333.8 Million	52.2%
September 2023	\$374.7 Million	86.1%
August 2023	\$284.7 Million	13.2%
July 2023	\$243.0 Million	-3.7%
June 2023	\$338.4 Million	7.1%
May 2023	\$330.9 Million	-5.6%
April 2023	\$320.3 Million	-9.9%
March 2023	\$314.8 Million	-16.3%
February 2023	\$238.1 Million	-18.6%
January 2023	\$178.8 Million	-30.1%

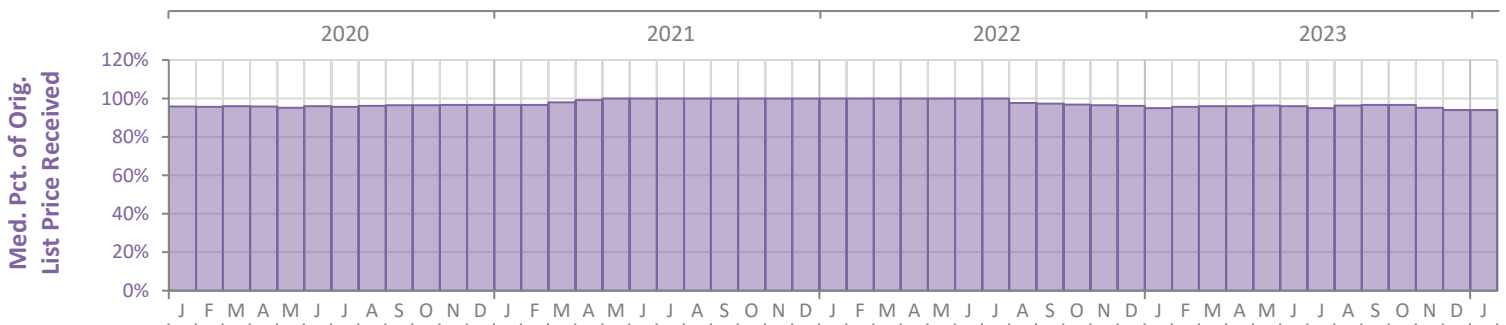


Median Percent of Original List Price Received

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	93.9%	-1.1%
January 2024	93.9%	-1.1%
December 2023	93.9%	-2.4%
November 2023	95.1%	-1.3%
October 2023	96.7%	-0.1%
September 2023	96.7%	-0.6%
August 2023	96.3%	-1.3%
July 2023	94.9%	-5.1%
June 2023	96.0%	-4.0%
May 2023	96.3%	-3.7%
April 2023	95.9%	-4.1%
March 2023	95.9%	-4.1%
February 2023	95.7%	-4.3%
January 2023	94.9%	-5.1%

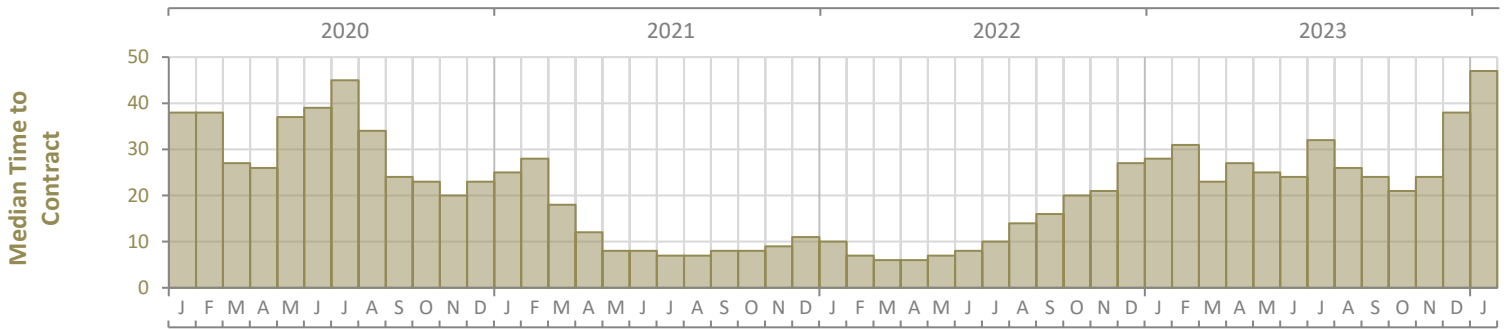


Median Time to Contract

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	47 Days	67.9%
January 2024	47 Days	67.9%
December 2023	38 Days	40.7%
November 2023	24 Days	14.3%
October 2023	21 Days	5.0%
September 2023	24 Days	50.0%
August 2023	26 Days	85.7%
July 2023	32 Days	220.0%
June 2023	24 Days	200.0%
May 2023	25 Days	257.1%
April 2023	27 Days	350.0%
March 2023	23 Days	283.3%
February 2023	31 Days	342.9%
January 2023	28 Days	180.0%

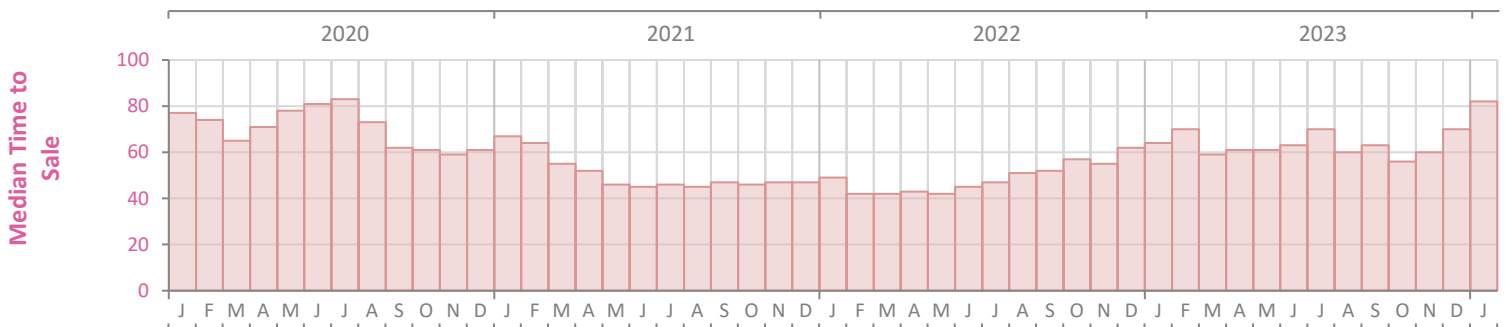


Median Time to Sale

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	82 Days	28.1%
January 2024	82 Days	28.1%
December 2023	70 Days	12.9%
November 2023	60 Days	9.1%
October 2023	56 Days	-1.8%
September 2023	63 Days	21.2%
August 2023	60 Days	17.6%
July 2023	70 Days	48.9%
June 2023	63 Days	40.0%
May 2023	61 Days	45.2%
April 2023	61 Days	41.9%
March 2023	59 Days	40.5%
February 2023	70 Days	66.7%
January 2023	64 Days	30.6%



Monthly Market Detail - January 2024

Townhouses and Condos

Pinellas County

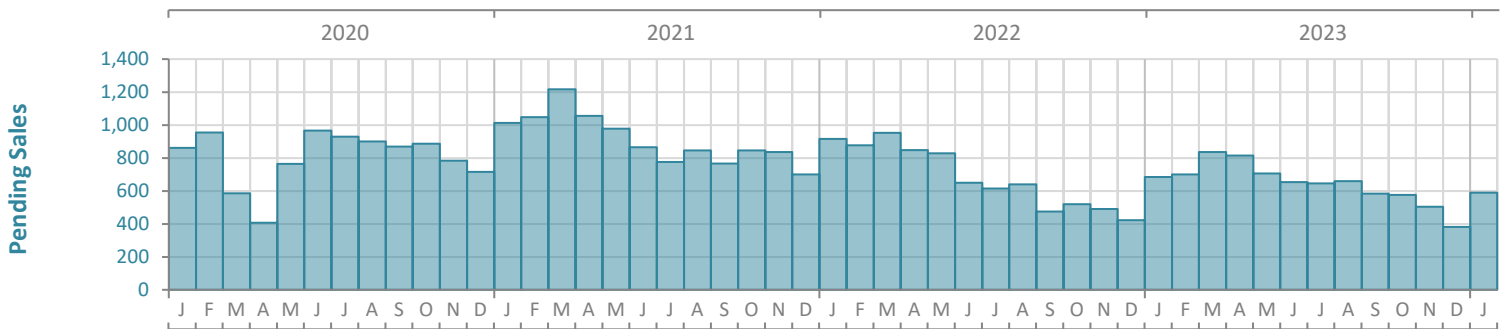


New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	589	-14.0%
January 2024	589	-14.0%
December 2023	381	-9.7%
November 2023	504	2.6%
October 2023	575	10.8%
September 2023	584	23.2%
August 2023	659	3.0%
July 2023	645	5.0%
June 2023	654	0.8%
May 2023	706	-14.8%
April 2023	814	-4.0%
March 2023	836	-12.3%
February 2023	701	-20.0%
January 2023	685	-25.2%

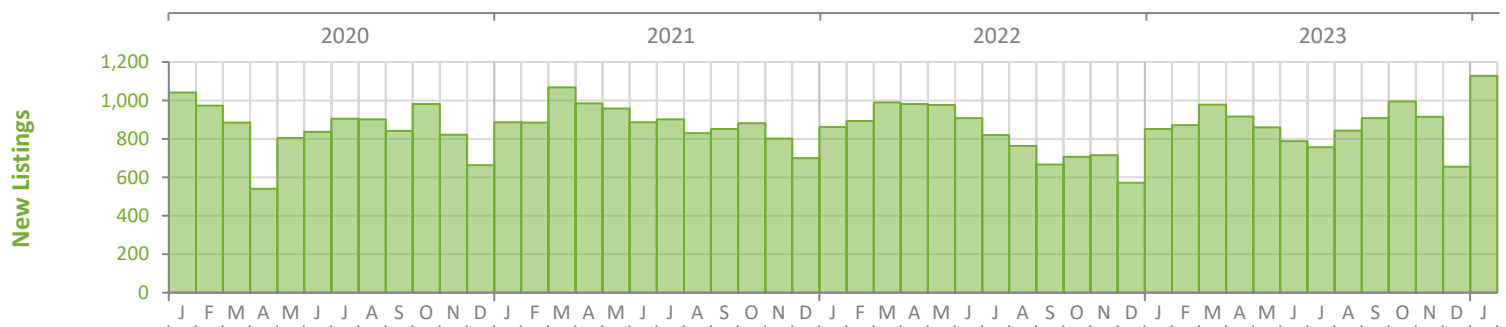


New Listings

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	1,128	32.4%
January 2024	1,128	32.4%
December 2023	655	14.5%
November 2023	914	27.8%
October 2023	995	40.7%
September 2023	908	36.1%
August 2023	843	10.5%
July 2023	757	-7.7%
June 2023	788	-13.2%
May 2023	860	-12.0%
April 2023	917	-6.6%
March 2023	978	-1.2%
February 2023	872	-2.4%
January 2023	852	-1.2%



Monthly Market Detail - January 2024

Townhouses and Condos

Pinellas County

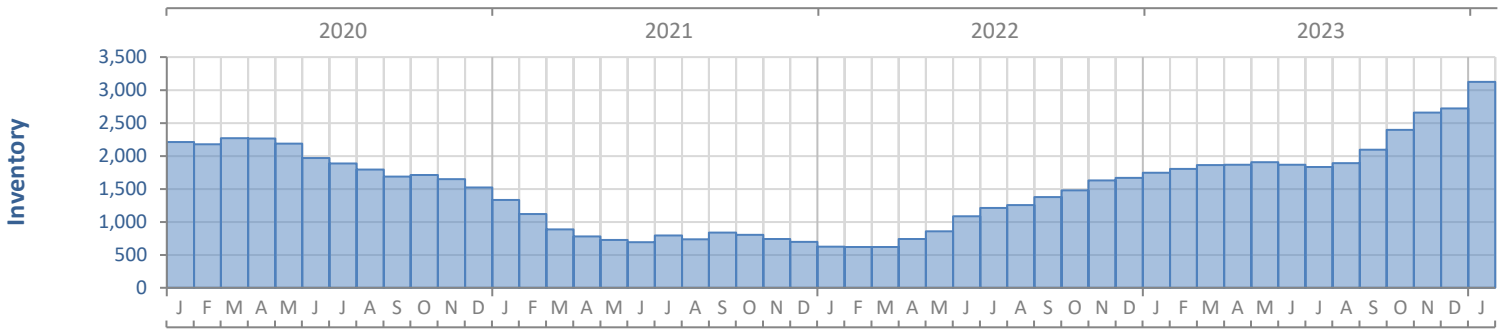


Inventory (Active Listings)

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)	3,125	78.9%
January 2024	3,125	78.9%
December 2023	2,723	63.3%
November 2023	2,660	63.1%
October 2023	2,395	62.0%
September 2023	2,097	52.2%
August 2023	1,891	50.7%
July 2023	1,834	51.3%
June 2023	1,867	72.1%
May 2023	1,906	121.9%
April 2023	1,867	151.6%
March 2023	1,863	200.0%
February 2023	1,804	192.4%
January 2023	1,747	180.9%

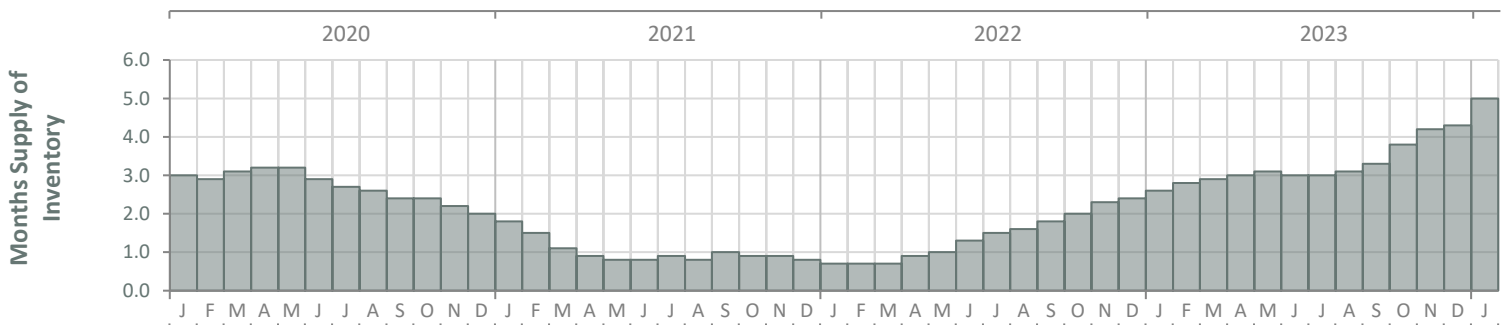


Months Supply of Inventory

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)	5.0	92.3%
January 2024	5.0	92.3%
December 2023	4.3	79.2%
November 2023	4.2	82.6%
October 2023	3.8	90.0%
September 2023	3.3	83.3%
August 2023	3.1	93.8%
July 2023	3.0	100.0%
June 2023	3.0	130.8%
May 2023	3.1	210.0%
April 2023	3.0	233.3%
March 2023	2.9	314.3%
February 2023	2.8	300.0%
January 2023	2.6	271.4%



Monthly Market Detail - January 2024

Townhouses and Condos

Pinellas County

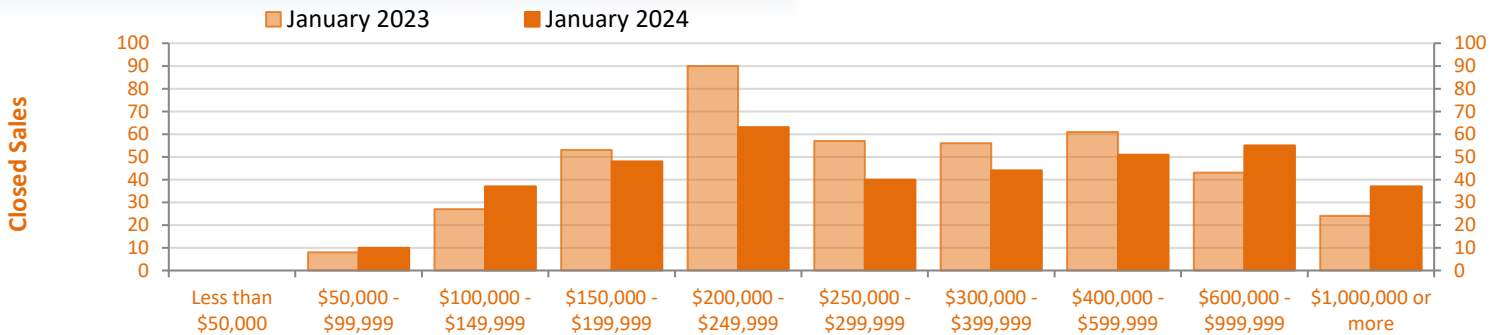


Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	10	25.0%
\$100,000 - \$149,999	37	37.0%
\$150,000 - \$199,999	48	-9.4%
\$200,000 - \$249,999	63	-30.0%
\$250,000 - \$299,999	40	-29.8%
\$300,000 - \$399,999	44	-21.4%
\$400,000 - \$599,999	51	-16.4%
\$600,000 - \$999,999	55	27.9%
\$1,000,000 or more	37	54.2%

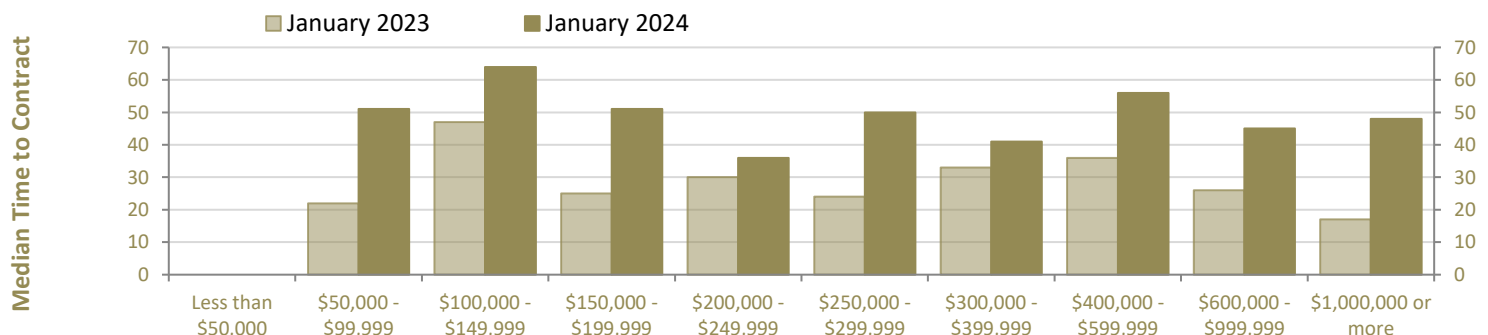


Median Time to Contract by Sale Price

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	51 Days	131.8%
\$100,000 - \$149,999	64 Days	36.2%
\$150,000 - \$199,999	51 Days	104.0%
\$200,000 - \$249,999	36 Days	20.0%
\$250,000 - \$299,999	50 Days	108.3%
\$300,000 - \$399,999	41 Days	24.2%
\$400,000 - \$599,999	56 Days	55.6%
\$600,000 - \$999,999	45 Days	73.1%
\$1,000,000 or more	48 Days	182.4%



Monthly Market Detail - January 2024

Townhouses and Condos

Pinellas County



New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	9	50.0%
\$100,000 - \$149,999	63	23.5%
\$150,000 - \$199,999	137	8.7%
\$200,000 - \$249,999	181	42.5%
\$250,000 - \$299,999	148	37.0%
\$300,000 - \$399,999	163	21.6%
\$400,000 - \$599,999	174	32.8%
\$600,000 - \$999,999	148	45.1%
\$1,000,000 or more	105	61.5%

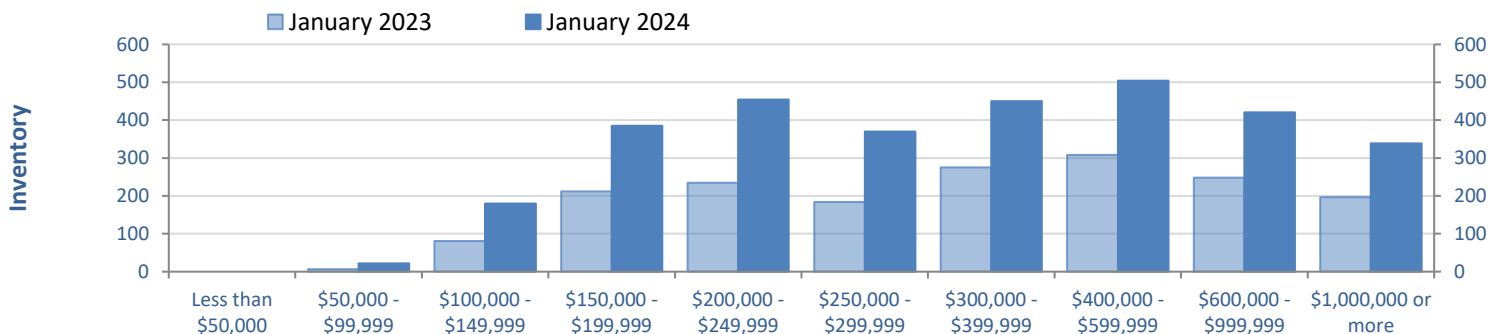


Inventory by Current Listing Price

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	22	214.3%
\$100,000 - \$149,999	180	122.2%
\$150,000 - \$199,999	385	81.6%
\$200,000 - \$249,999	454	93.2%
\$250,000 - \$299,999	370	101.1%
\$300,000 - \$399,999	450	63.6%
\$400,000 - \$599,999	504	63.6%
\$600,000 - \$999,999	421	69.8%
\$1,000,000 or more	339	72.1%



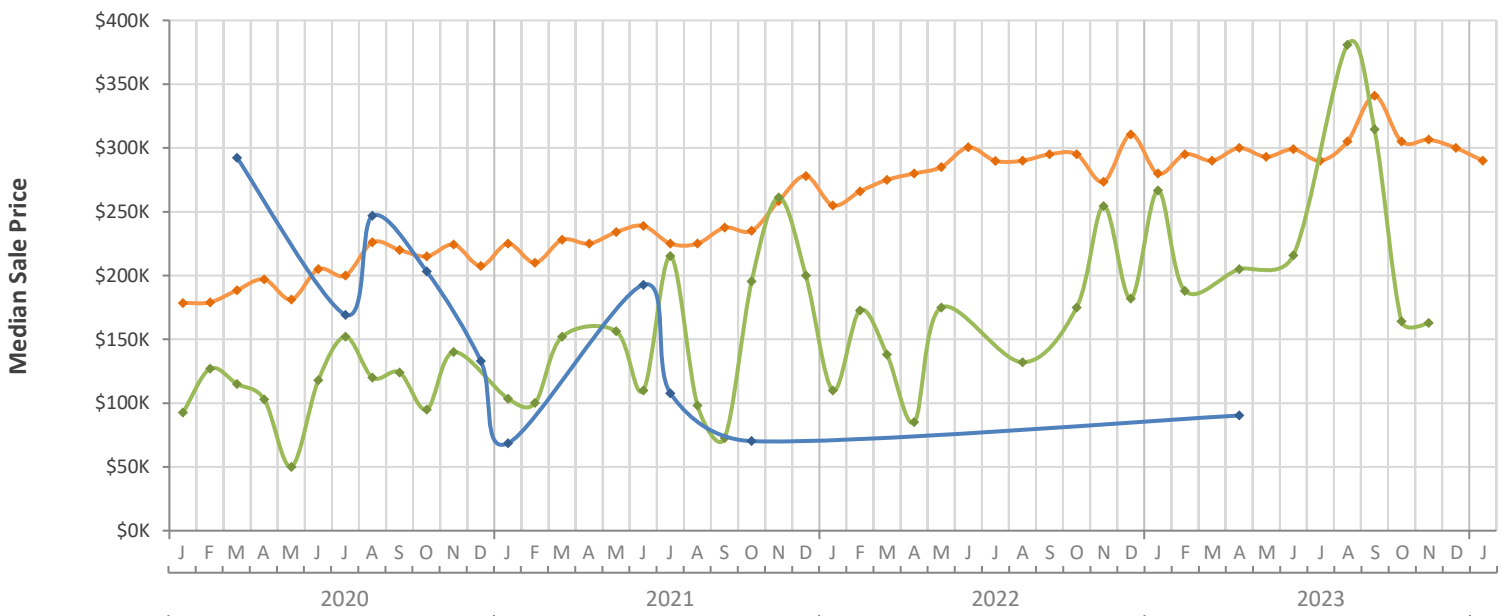
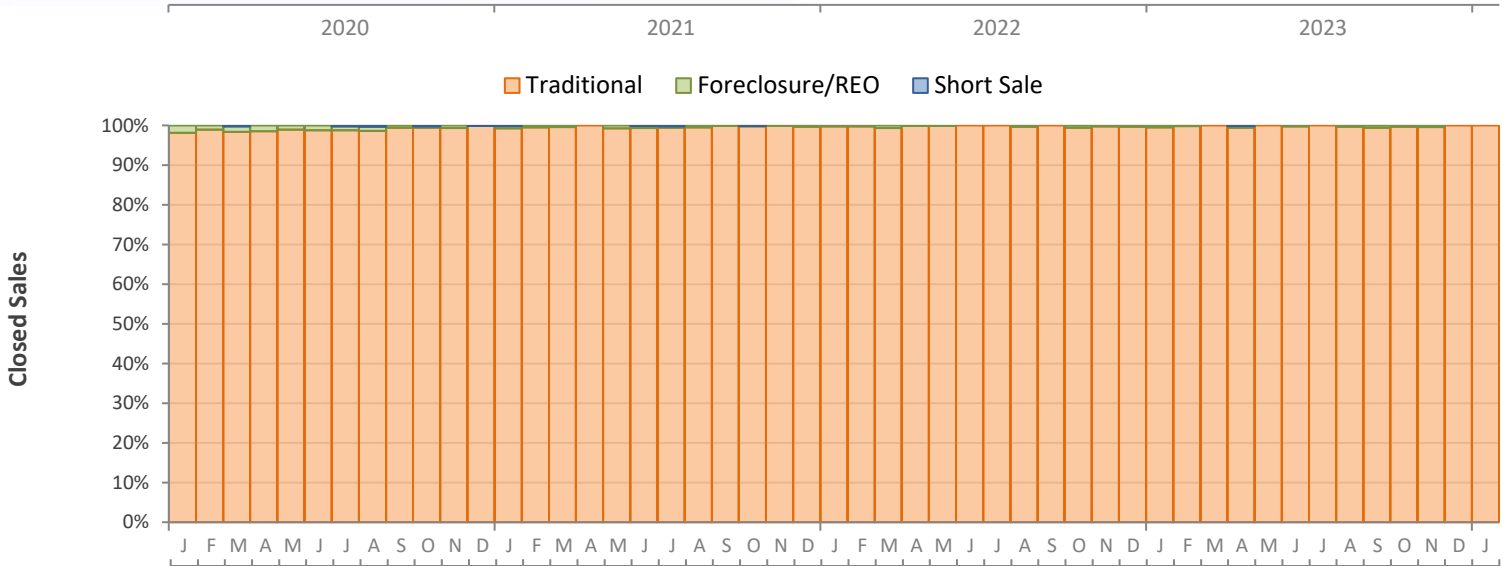
Monthly Distressed Market - January 2024

Townhouses and Condos

Pinellas County



		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	385	417	-7.7%
	Median Sale Price	\$290,000	\$279,900	3.6%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$266,624	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



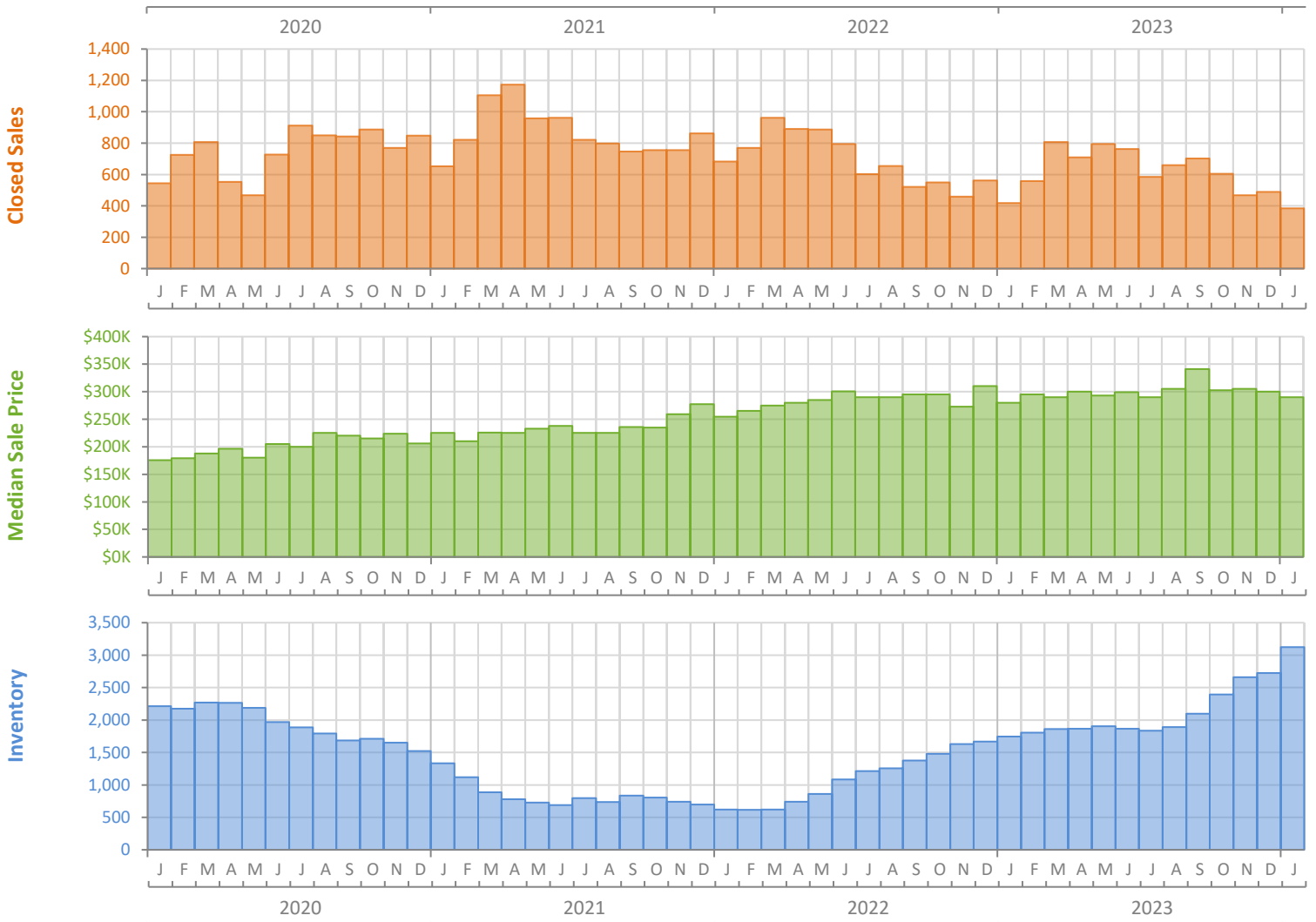
Monthly Market Summary - January 2024

Townhouses and Condos

Pinellas County



	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	385	419	-8.1%
Paid in Cash	253	255	-0.8%
Median Sale Price	\$290,000	\$279,900	3.6%
Average Sale Price	\$461,537	\$426,626	8.2%
Dollar Volume	\$177.7 Million	\$178.8 Million	-0.6%
Med. Pct. of Orig. List Price Received	93.9%	94.9%	-1.1%
Median Time to Contract	47 Days	28 Days	67.9%
Median Time to Sale	82 Days	64 Days	28.1%
New Pending Sales	589	685	-14.0%
New Listings	1,128	852	32.4%
Pending Inventory	701	864	-18.9%
Inventory (Active Listings)	3,125	1,747	78.9%
Months Supply of Inventory	5.0	2.6	92.3%



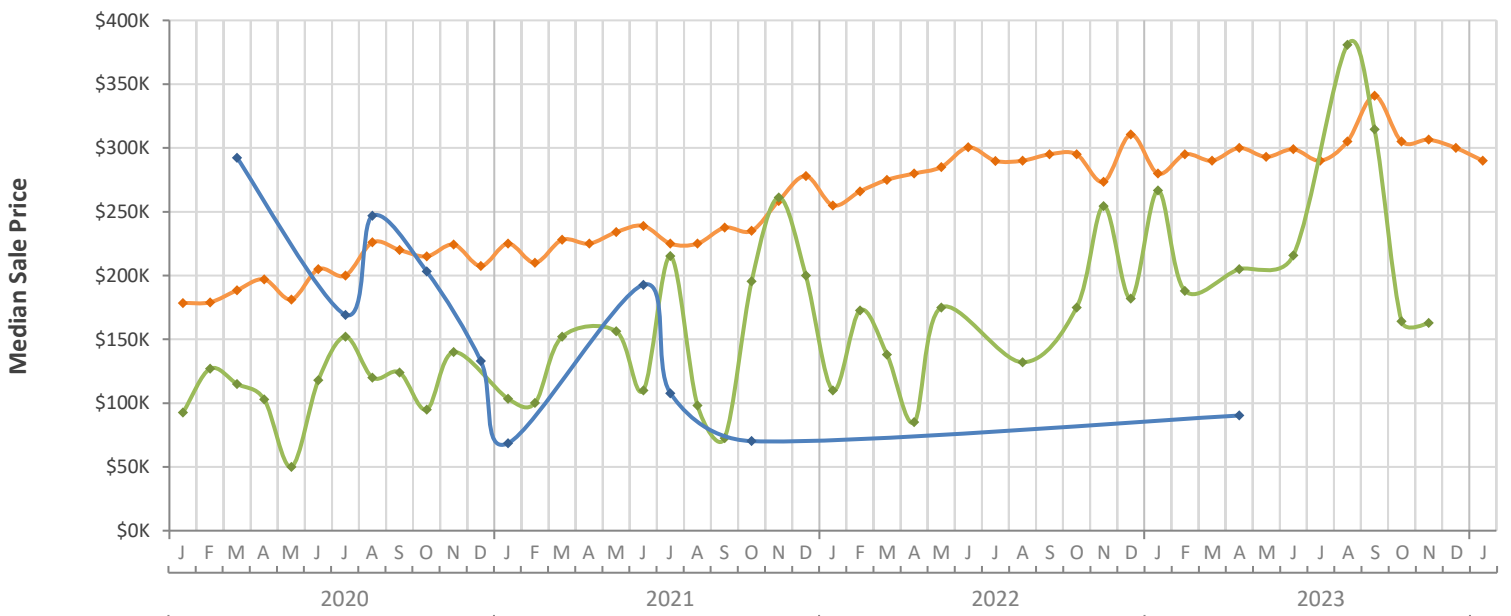
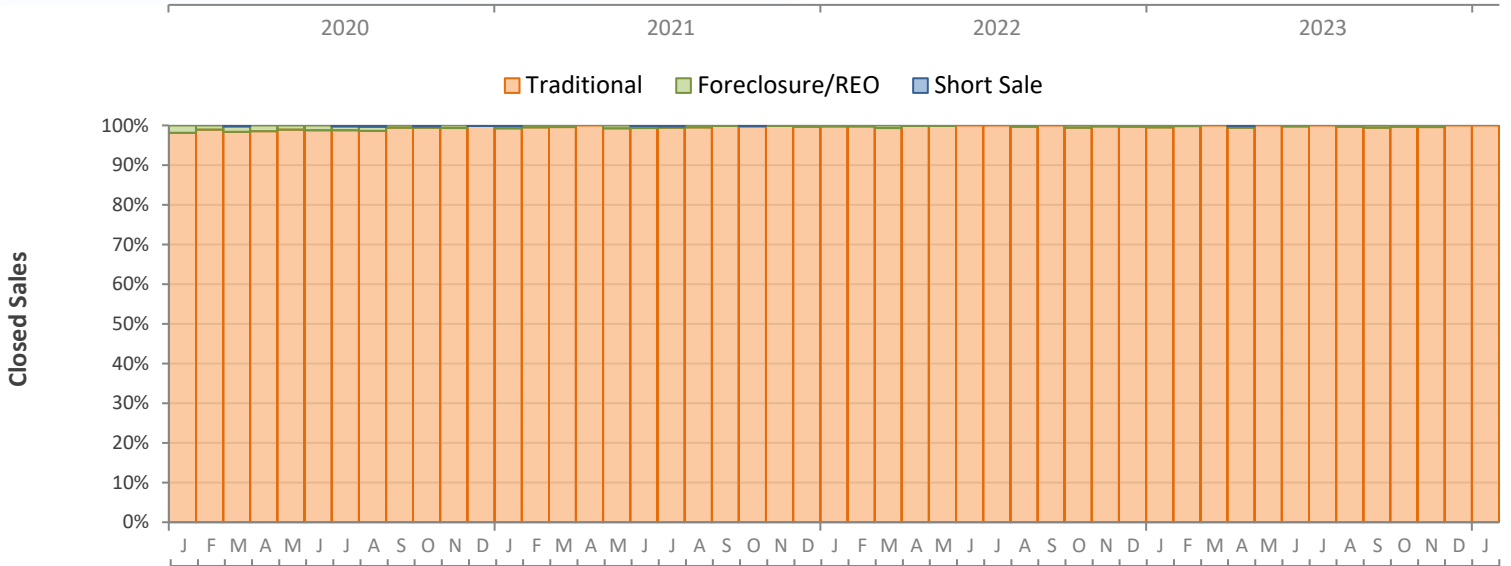
Monthly Distressed Market - January 2024

Townhouses and Condos

Pinellas County



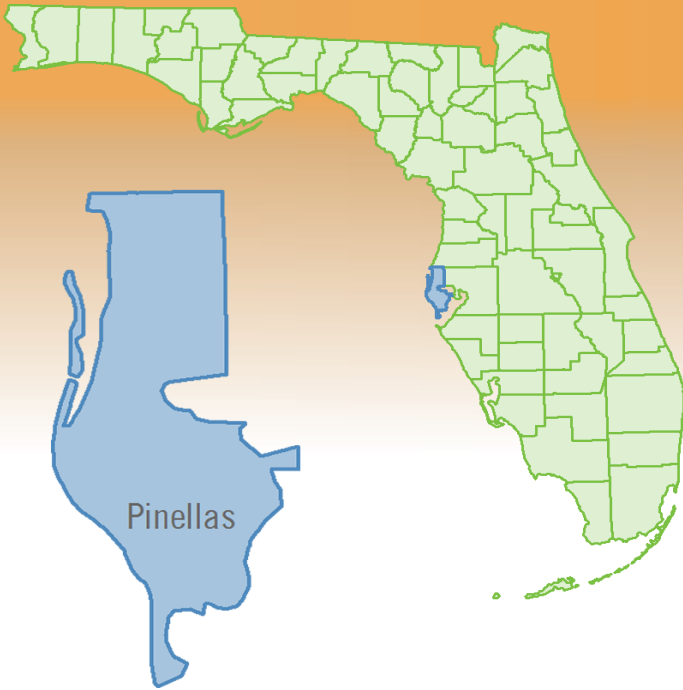
		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	385	417	-7.7%
	Median Sale Price	\$290,000	\$279,900	3.6%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$266,624	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - January 2024

Manufactured Homes

Pinellas County



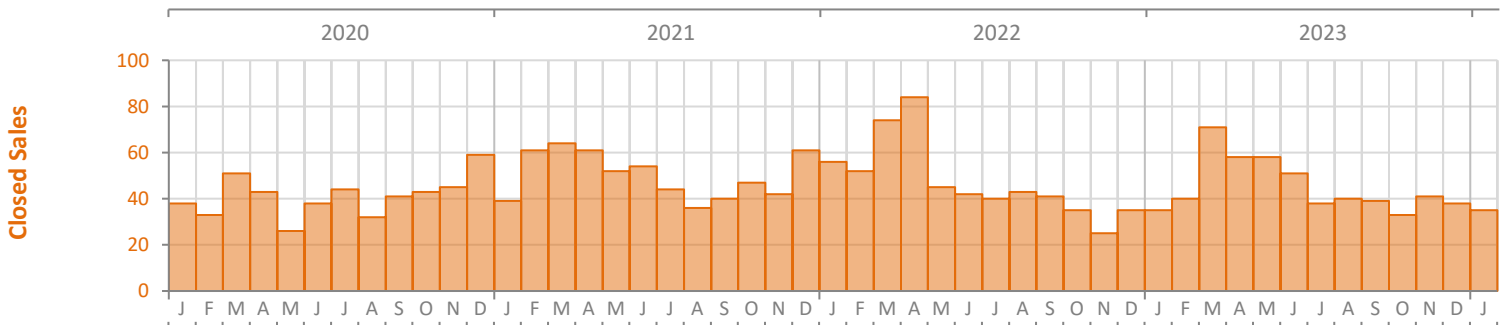
Summary Statistics	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	35	35	0.0%
Paid in Cash	34	32	6.3%
Median Sale Price	\$150,000	\$145,000	3.4%
Average Sale Price	\$164,966	\$143,174	15.2%
Dollar Volume	\$5.8 Million	\$5.0 Million	15.2%
Median Percent of Original List Price Received	92.5%	97.6%	-5.2%
Median Time to Contract	52 Days	23 Days	126.1%
Median Time to Sale	90 Days	49 Days	83.7%
New Pending Sales	63	58	8.6%
New Listings	92	100	-8.0%
Pending Inventory	57	58	-1.7%
Inventory (Active Listings)	237	148	60.1%
Months Supply of Inventory	5.2	3.2	62.5%

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	35	0.0%
January 2024	35	0.0%
December 2023	38	8.6%
November 2023	41	64.0%
October 2023	33	-5.7%
September 2023	39	-4.9%
August 2023	40	-7.0%
July 2023	38	-5.0%
June 2023	51	21.4%
May 2023	58	28.9%
April 2023	58	-31.0%
March 2023	71	-4.1%
February 2023	40	-23.1%
January 2023	35	-37.5%



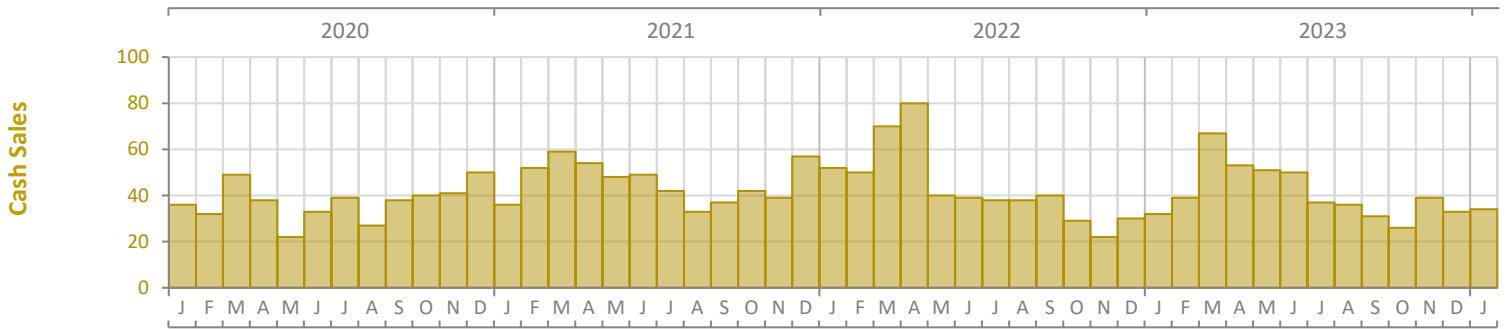
Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, February 22, 2024. Next data release is Thursday, March 21, 2024.

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	34	6.3%
January 2024	34	6.3%
December 2023	33	10.0%
November 2023	39	77.3%
October 2023	26	-10.3%
September 2023	31	-22.5%
August 2023	36	-5.3%
July 2023	37	-2.6%
June 2023	50	28.2%
May 2023	51	27.5%
April 2023	53	-33.8%
March 2023	67	-4.3%
February 2023	39	-22.0%
January 2023	32	-38.5%

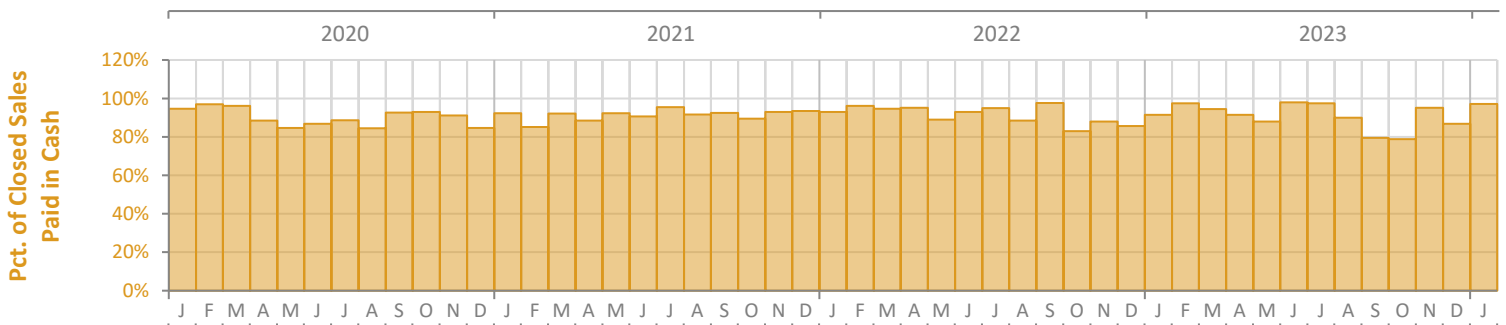


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	97.1%	6.2%
January 2024	97.1%	6.2%
December 2023	86.8%	1.3%
November 2023	95.1%	8.1%
October 2023	78.8%	-4.9%
September 2023	79.5%	-18.5%
August 2023	90.0%	1.8%
July 2023	97.4%	2.5%
June 2023	98.0%	5.5%
May 2023	87.9%	-1.1%
April 2023	91.4%	-4.0%
March 2023	94.4%	-0.2%
February 2023	97.5%	1.4%
January 2023	91.4%	-1.6%

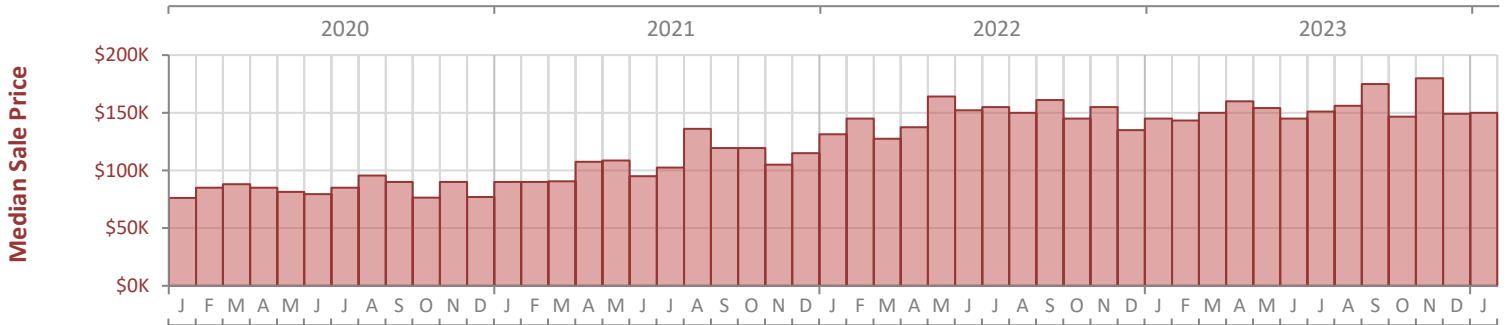


Median Sale Price

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	3.4%
January 2024	\$150,000	3.4%
December 2023	\$149,000	10.4%
November 2023	\$180,000	16.1%
October 2023	\$146,500	1.1%
September 2023	\$175,000	8.7%
August 2023	\$156,000	4.0%
July 2023	\$151,000	-2.6%
June 2023	\$145,000	-4.8%
May 2023	\$154,000	-6.1%
April 2023	\$159,950	16.3%
March 2023	\$150,000	17.6%
February 2023	\$143,250	-1.2%
January 2023	\$145,000	10.5%

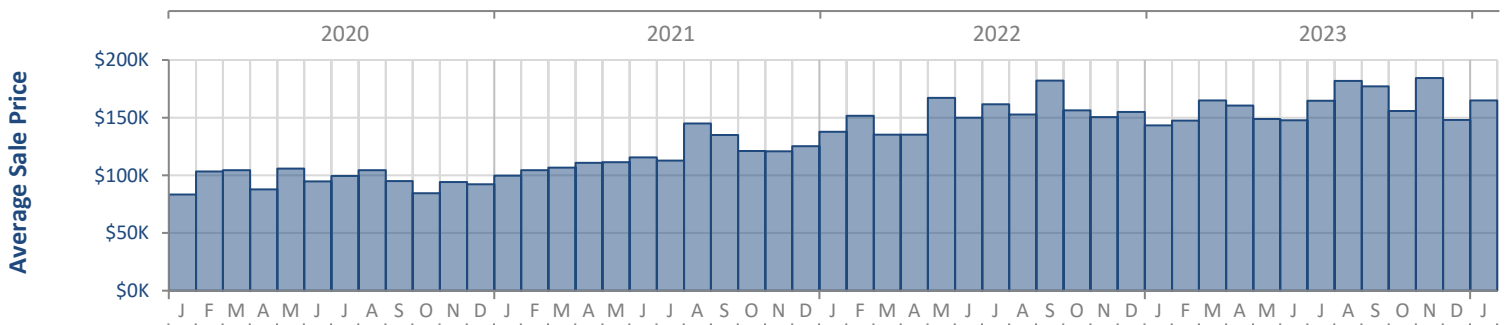


Average Sale Price

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	\$164,966	15.2%
January 2024	\$164,966	15.2%
December 2023	\$148,071	-4.5%
November 2023	\$184,375	22.6%
October 2023	\$155,694	-0.4%
September 2023	\$177,051	-2.8%
August 2023	\$181,810	19.0%
July 2023	\$164,746	2.0%
June 2023	\$147,829	-1.4%
May 2023	\$148,972	-10.8%
April 2023	\$160,439	18.6%
March 2023	\$164,809	21.7%
February 2023	\$147,326	-2.8%
January 2023	\$143,174	3.9%

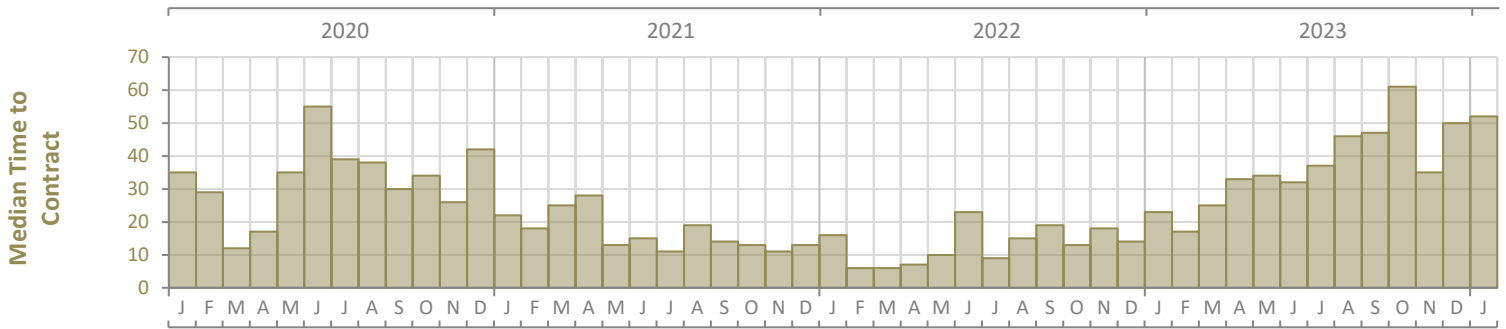


Median Time to Contract

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

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	52 Days	126.1%
January 2024	52 Days	126.1%
December 2023	50 Days	257.1%
November 2023	35 Days	94.4%
October 2023	61 Days	369.2%
September 2023	47 Days	147.4%
August 2023	46 Days	206.7%
July 2023	37 Days	311.1%
June 2023	32 Days	39.1%
May 2023	34 Days	240.0%
April 2023	33 Days	371.4%
March 2023	25 Days	316.7%
February 2023	17 Days	183.3%
January 2023	23 Days	43.8%

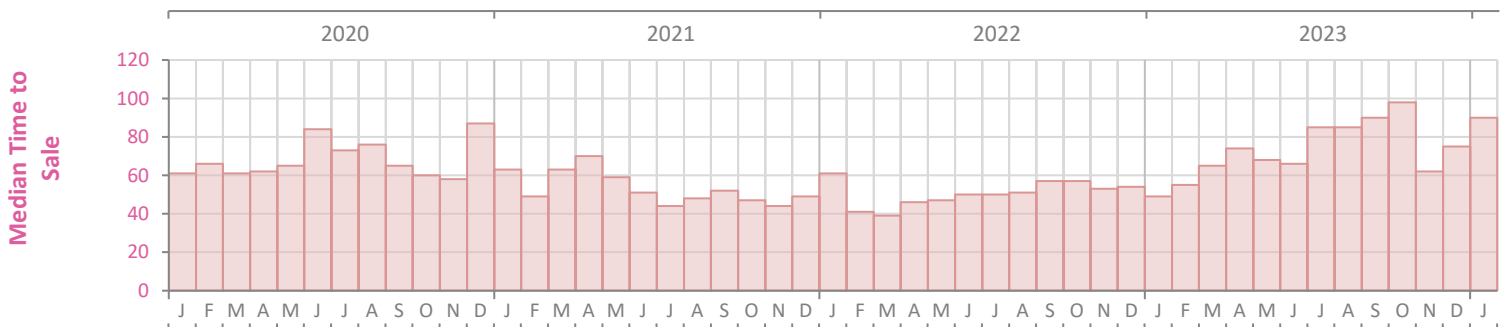


Median Time to Sale

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	90 Days	83.7%
January 2024	90 Days	83.7%
December 2023	75 Days	38.9%
November 2023	62 Days	17.0%
October 2023	98 Days	71.9%
September 2023	90 Days	57.9%
August 2023	85 Days	66.7%
July 2023	85 Days	70.0%
June 2023	66 Days	32.0%
May 2023	68 Days	44.7%
April 2023	74 Days	60.9%
March 2023	65 Days	66.7%
February 2023	55 Days	34.1%
January 2023	49 Days	-19.7%

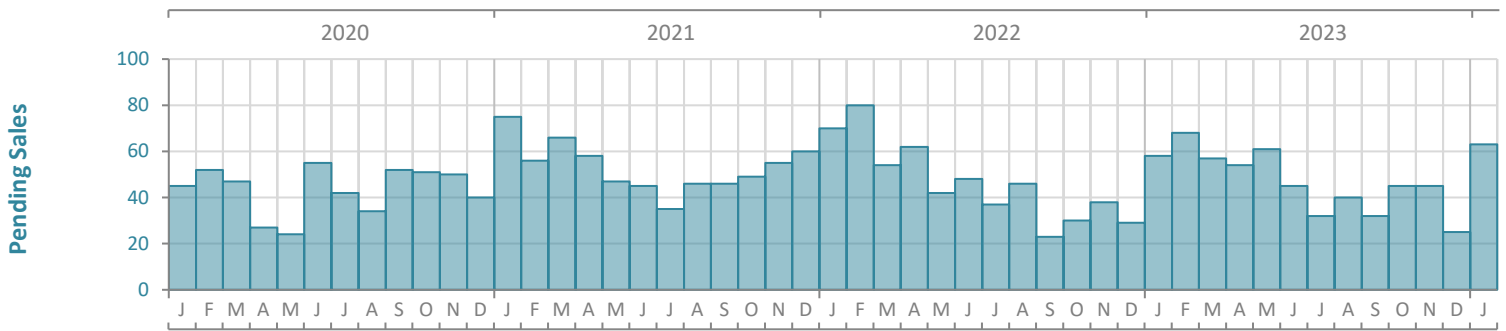


New Pending Sales

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	63	8.6%
January 2024	63	8.6%
December 2023	25	-13.8%
November 2023	45	18.4%
October 2023	45	50.0%
September 2023	32	39.1%
August 2023	40	-13.0%
July 2023	32	-13.5%
June 2023	45	-6.3%
May 2023	61	45.2%
April 2023	54	-12.9%
March 2023	57	5.6%
February 2023	68	-15.0%
January 2023	58	-17.1%

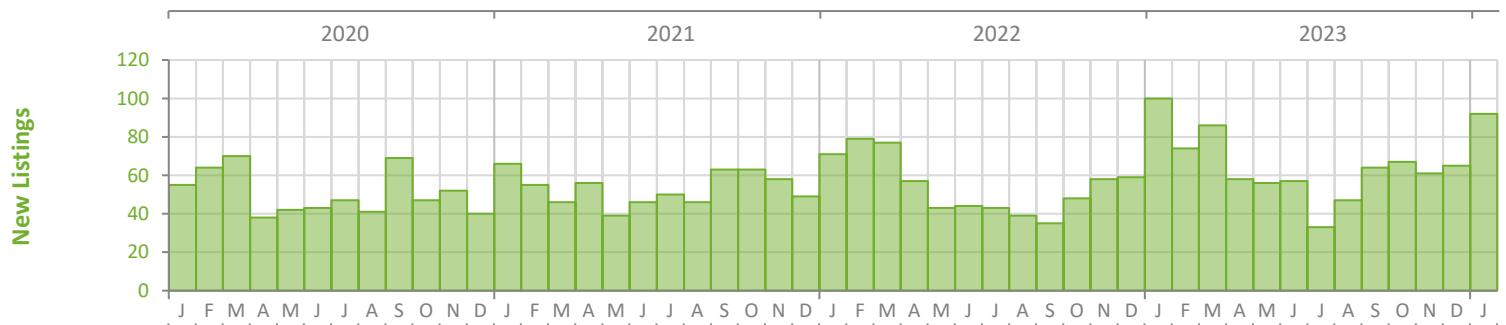


New Listings

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	92	-8.0%
January 2024	92	-8.0%
December 2023	65	10.2%
November 2023	61	5.2%
October 2023	67	39.6%
September 2023	64	82.9%
August 2023	47	20.5%
July 2023	33	-23.3%
June 2023	57	29.5%
May 2023	56	30.2%
April 2023	58	1.8%
March 2023	86	11.7%
February 2023	74	-6.3%
January 2023	100	40.8%

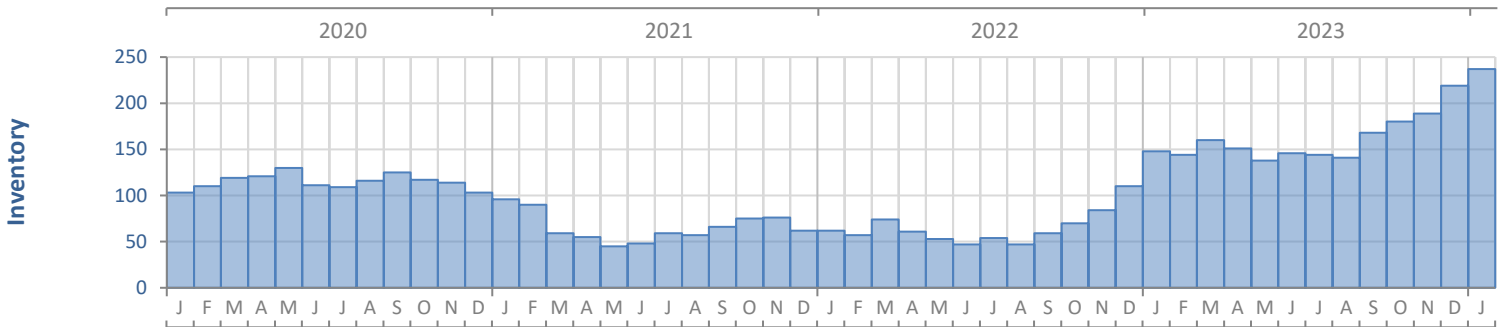


Inventory (Active Listings)

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)	237	60.1%
January 2024	237	60.1%
December 2023	219	99.1%
November 2023	189	125.0%
October 2023	180	157.1%
September 2023	168	184.7%
August 2023	141	200.0%
July 2023	144	166.7%
June 2023	146	210.6%
May 2023	138	160.4%
April 2023	151	147.5%
March 2023	160	116.2%
February 2023	144	152.6%
January 2023	148	138.7%

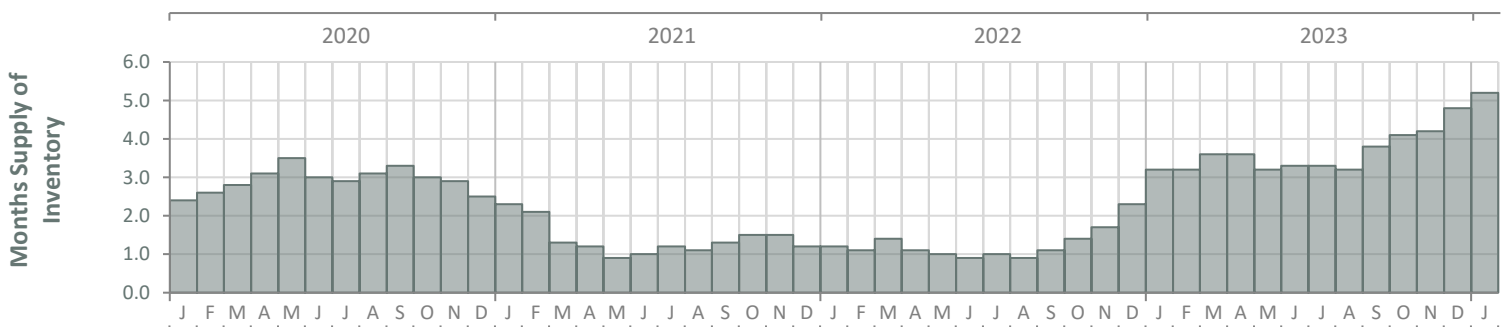


Months Supply of Inventory

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	62.5%
January 2024	5.2	62.5%
December 2023	4.8	108.7%
November 2023	4.2	147.1%
October 2023	4.1	192.9%
September 2023	3.8	245.5%
August 2023	3.2	255.6%
July 2023	3.3	230.0%
June 2023	3.3	266.7%
May 2023	3.2	220.0%
April 2023	3.6	227.3%
March 2023	3.6	157.1%
February 2023	3.2	190.9%
January 2023	3.2	166.7%

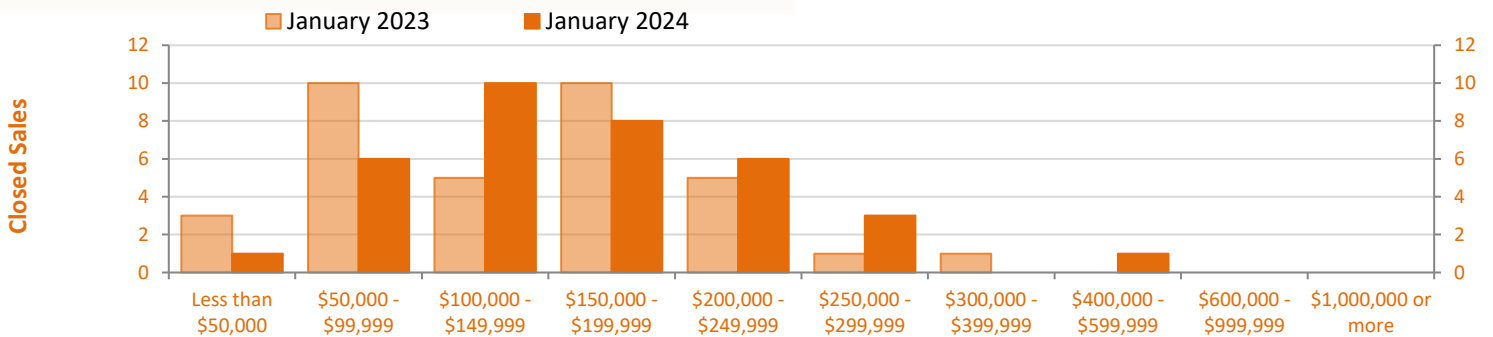


Closed Sales by Sale Price

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	-66.7%
\$50,000 - \$99,999	6	-40.0%
\$100,000 - \$149,999	10	100.0%
\$150,000 - \$199,999	8	-20.0%
\$200,000 - \$249,999	6	20.0%
\$250,000 - \$299,999	3	200.0%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

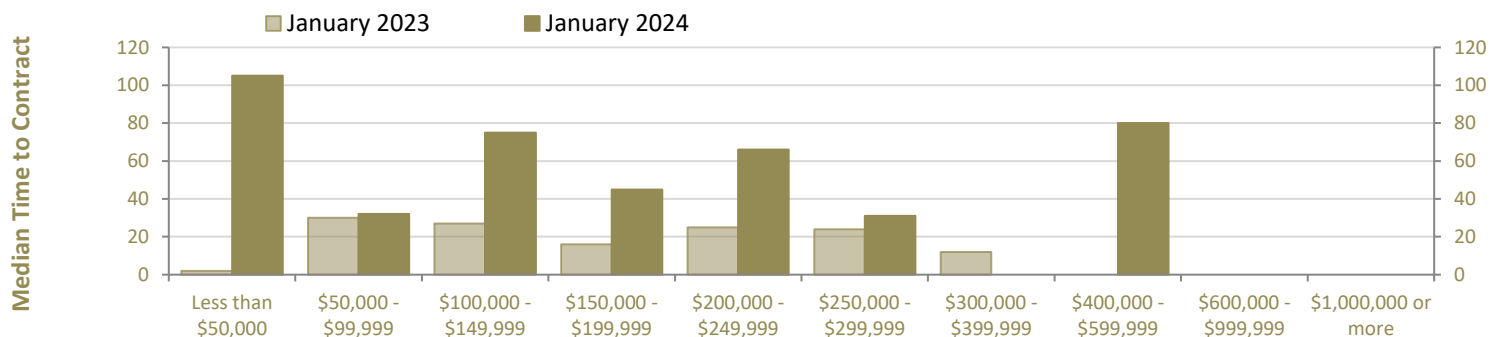


Median Time to Contract by Sale Price

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	105 Days	5150.0%
\$50,000 - \$99,999	32 Days	6.7%
\$100,000 - \$149,999	75 Days	177.8%
\$150,000 - \$199,999	45 Days	181.3%
\$200,000 - \$249,999	66 Days	164.0%
\$250,000 - \$299,999	31 Days	29.2%
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	80 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

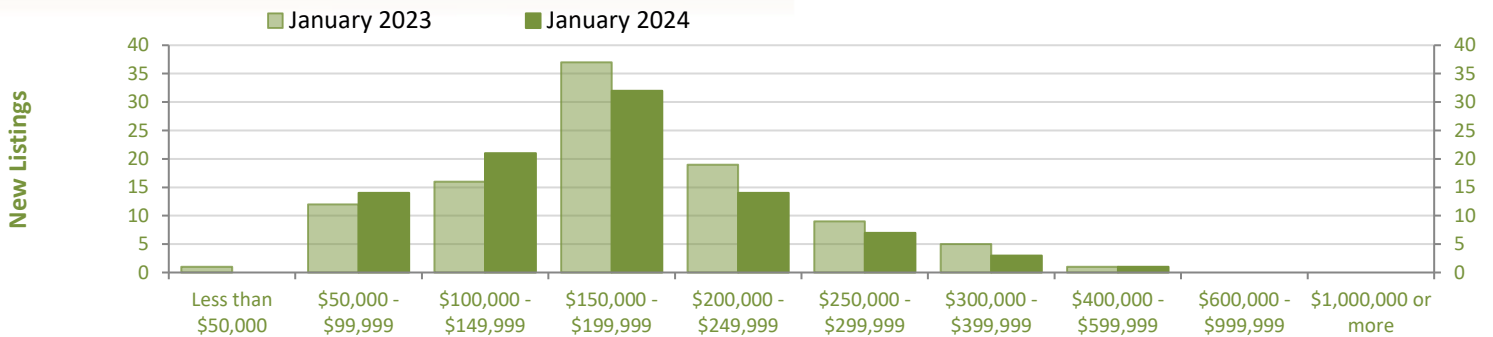


New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	14	16.7%
\$100,000 - \$149,999	21	31.3%
\$150,000 - \$199,999	32	-13.5%
\$200,000 - \$249,999	14	-26.3%
\$250,000 - \$299,999	7	-22.2%
\$300,000 - \$399,999	3	-40.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

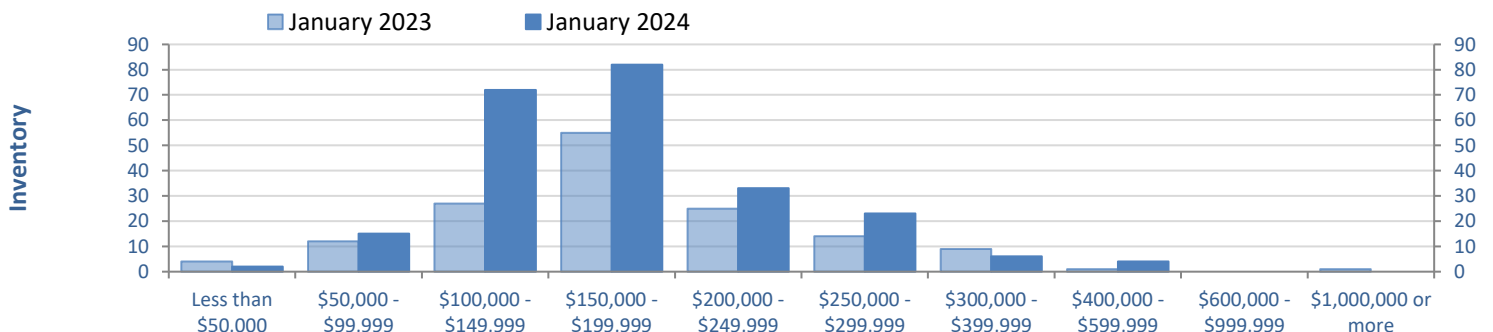


Inventory by Current Listing Price

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.

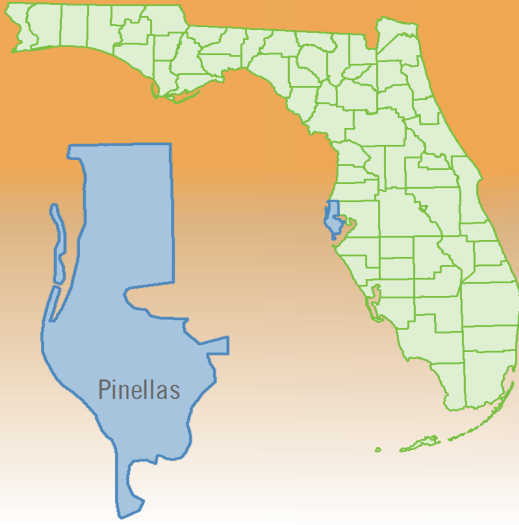
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	-50.0%
\$50,000 - \$99,999	15	25.0%
\$100,000 - \$149,999	72	166.7%
\$150,000 - \$199,999	82	49.1%
\$200,000 - \$249,999	33	32.0%
\$250,000 - \$299,999	23	64.3%
\$300,000 - \$399,999	6	-33.3%
\$400,000 - \$599,999	4	300.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	-100.0%



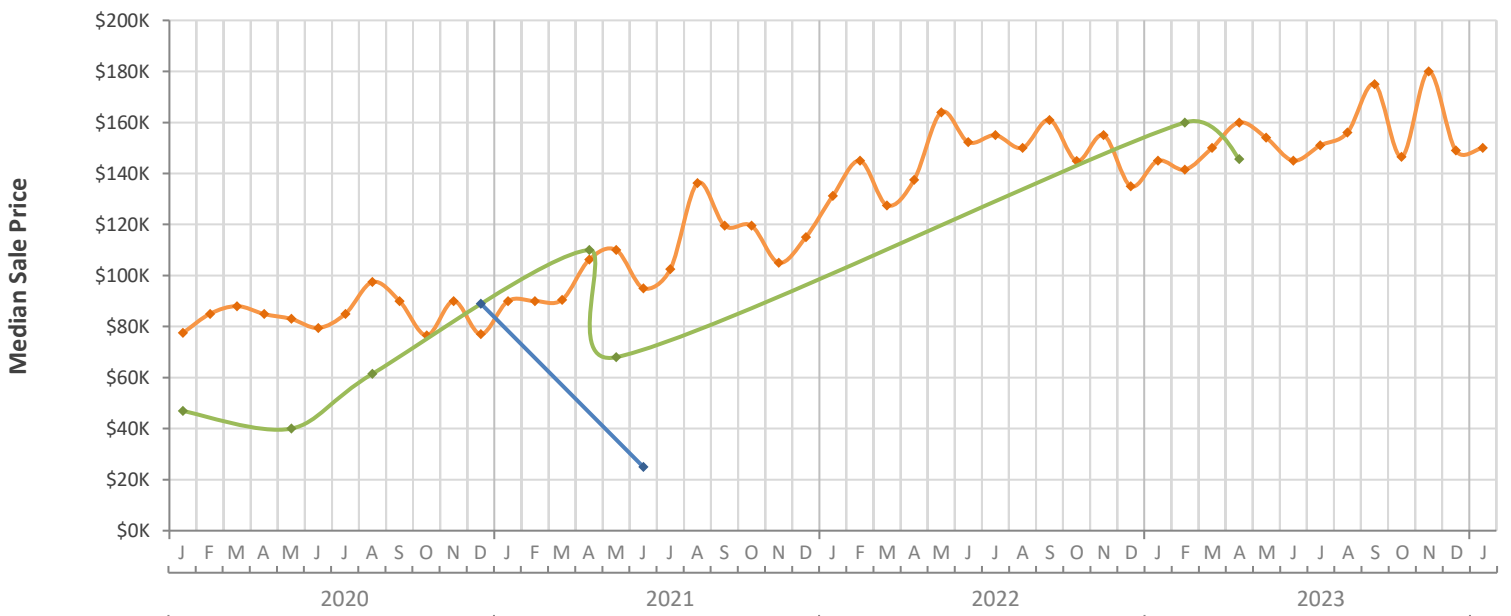
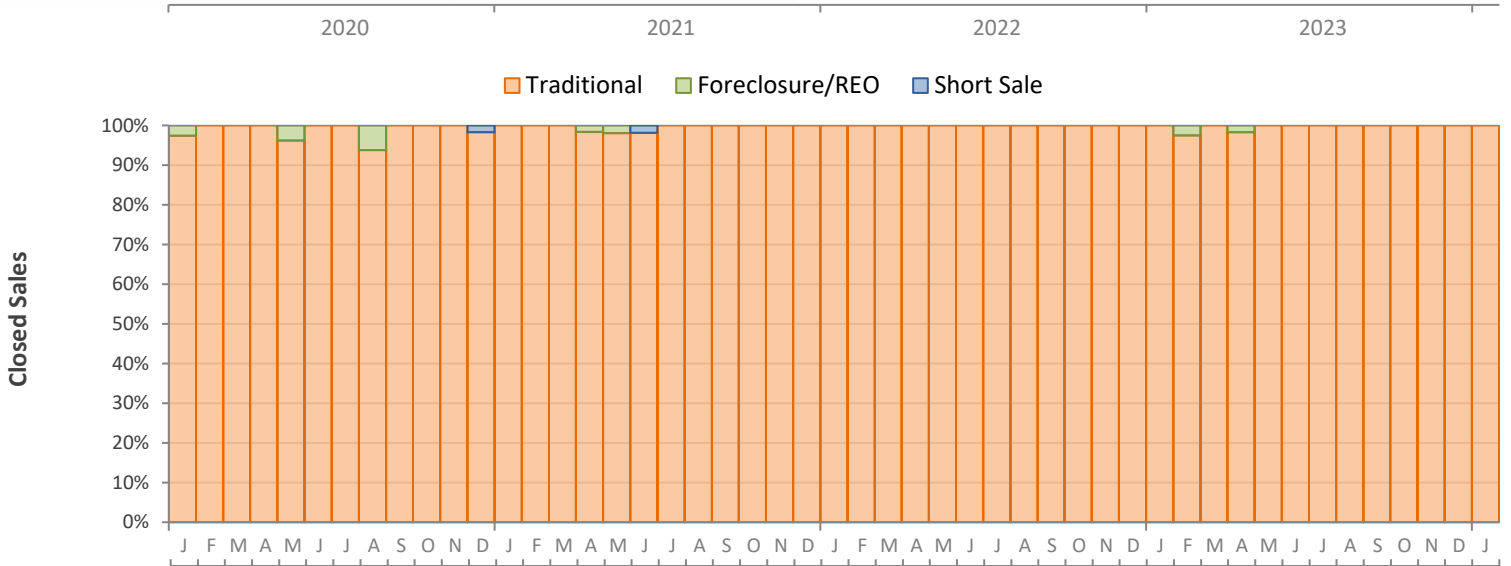
Monthly Distressed Market - January 2024

Manufactured Homes

Pinellas County



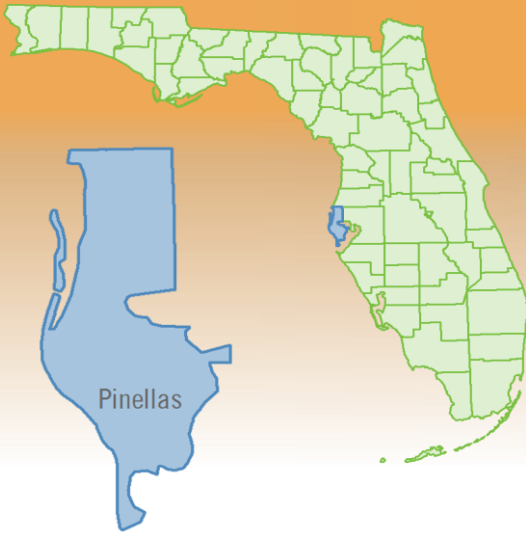
		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	35	35	0.0%
	Median Sale Price	\$150,000	\$145,000	3.4%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



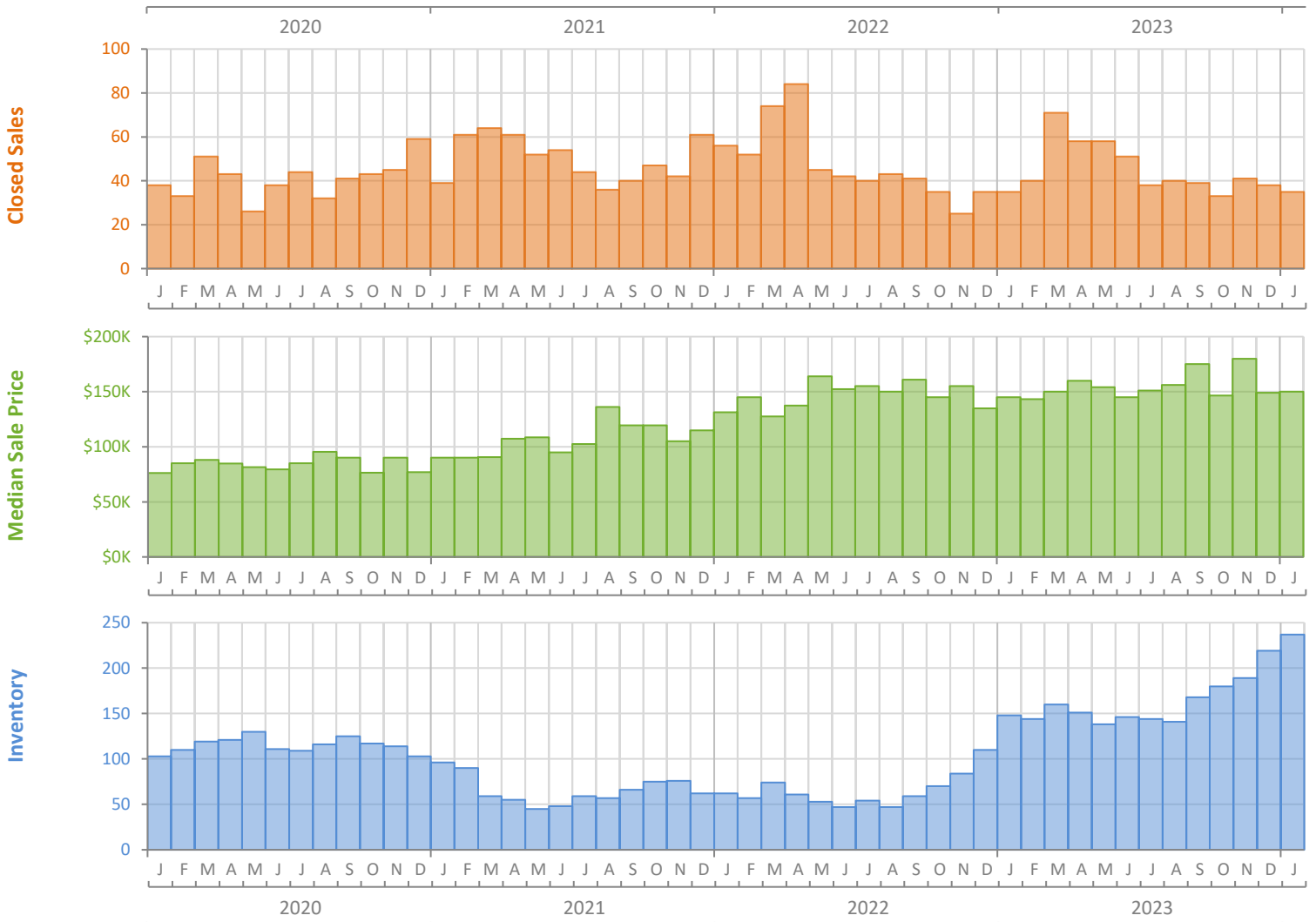
Monthly Market Summary - January 2024

Manufactured Homes

Pinellas County



	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	35	35	0.0%
Paid in Cash	34	32	6.3%
Median Sale Price	\$150,000	\$145,000	3.4%
Average Sale Price	\$164,966	\$143,174	15.2%
Dollar Volume	\$5.8 Million	\$5.0 Million	15.2%
Med. Pct. of Orig. List Price Received	92.5%	97.6%	-5.2%
Median Time to Contract	52 Days	23 Days	126.1%
Median Time to Sale	90 Days	49 Days	83.7%
New Pending Sales	63	58	8.6%
New Listings	92	100	-8.0%
Pending Inventory	57	58	-1.7%
Inventory (Active Listings)	237	148	60.1%
Months Supply of Inventory	5.2	3.2	62.5%

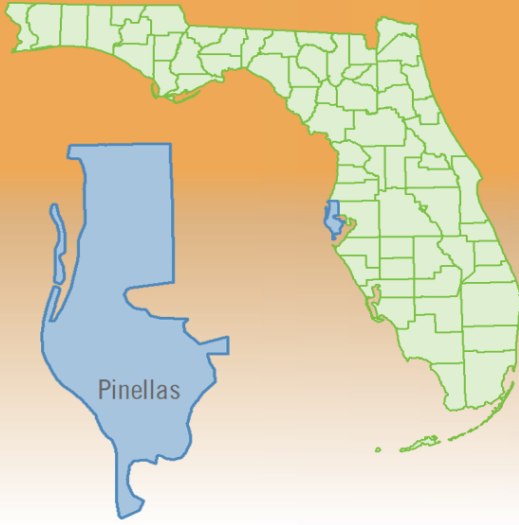


Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, February 22, 2024. Next data release is Thursday, March 21, 2024.

Monthly Distressed Market - January 2024

Manufactured Homes

Pinellas County



		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	35	35	0.0%
	Median Sale Price	\$150,000	\$145,000	3.4%
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

