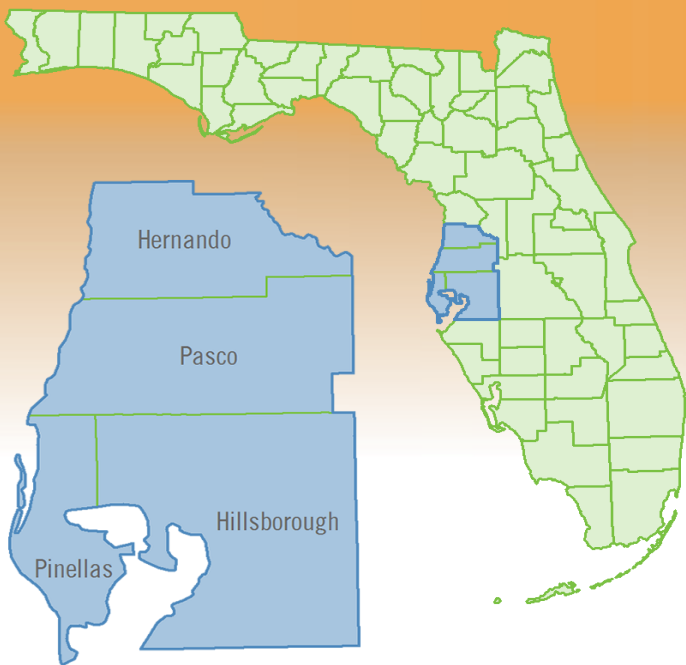


# Monthly Market Detail - December 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



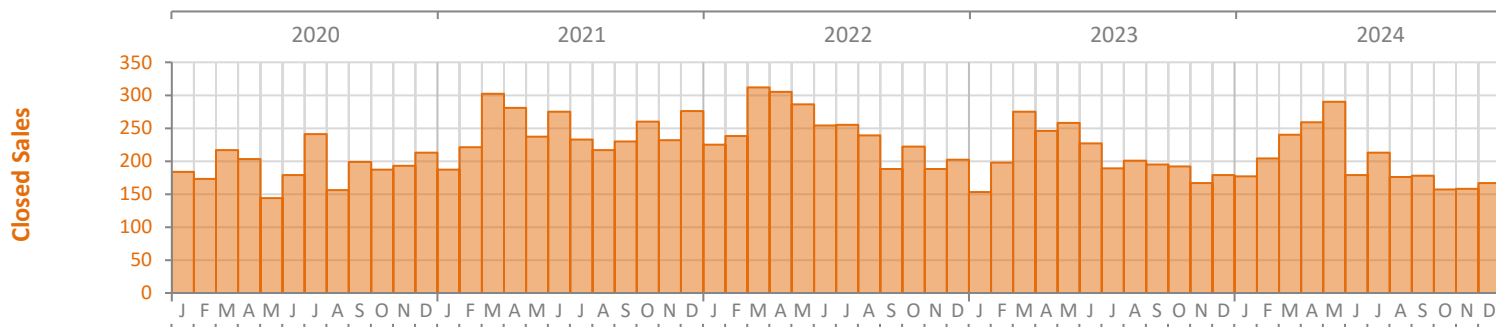
Summary Statistics	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	167	179	-6.7%
Paid in Cash	101	101	0.0%
Median Sale Price	\$170,000	\$170,000	0.0%
Average Sale Price	\$197,037	\$178,873	10.2%
Dollar Volume	\$32.9 Million	\$32.0 Million	2.8%
Median Percent of Original List Price Received	92.9%	93.0%	-0.1%
Median Time to Contract	44 Days	32 Days	37.5%
Median Time to Sale	86 Days	70 Days	22.9%
New Pending Sales	174	161	8.1%
New Listings	284	226	25.7%
Pending Inventory	179	181	-1.1%
Inventory (Active Listings)	1,103	786	40.3%
Months Supply of Inventory	5.5	3.8	44.7%

## Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	2,398	-3.3%
<b>December 2024</b>	<b>167</b>	<b>-6.7%</b>
November 2024	158	-5.4%
October 2024	157	-18.2%
September 2024	178	-8.7%
August 2024	176	-12.4%
July 2024	213	12.7%
June 2024	179	-21.1%
May 2024	290	12.4%
April 2024	259	5.3%
March 2024	240	-12.7%
February 2024	204	3.0%
January 2024	177	15.7%
December 2023	179	-11.4%

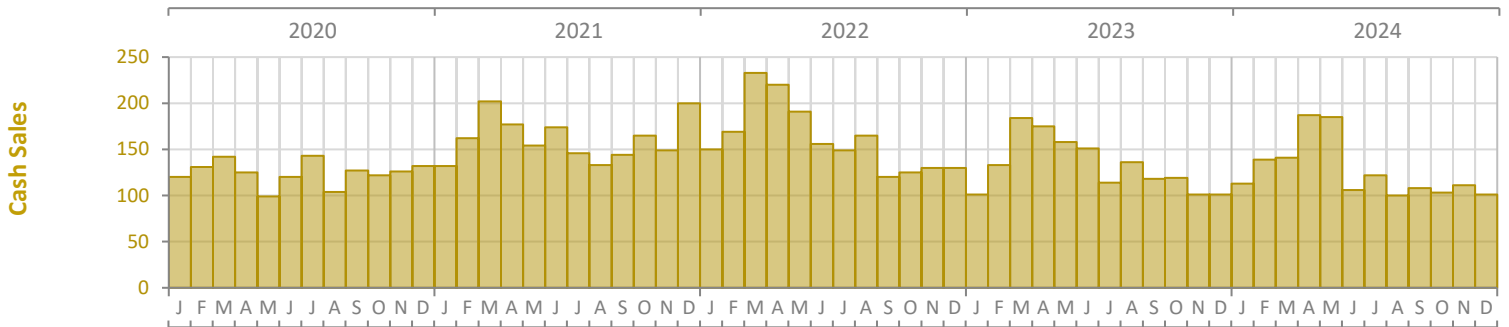


## Cash Sales

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

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

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,516	-4.7%
<b>December 2024</b>	<b>101</b>	<b>0.0%</b>
November 2024	111	9.9%
October 2024	103	-13.4%
September 2024	108	-8.5%
August 2024	100	-26.5%
July 2024	122	7.0%
June 2024	106	-29.8%
May 2024	185	17.1%
April 2024	187	6.9%
March 2024	141	-23.4%
February 2024	139	4.5%
January 2024	113	11.9%
December 2023	101	-22.3%

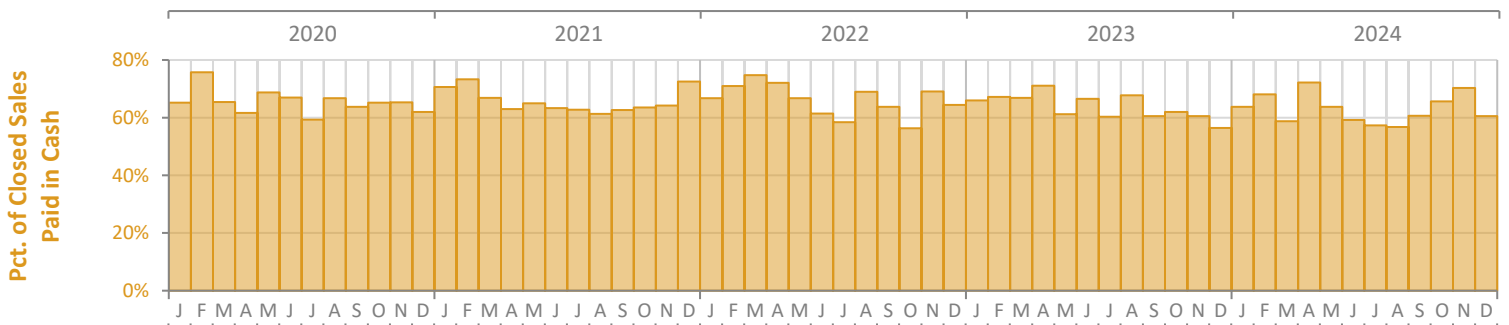


## Cash Sales as a Percentage of Closed Sales

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	63.2%	-1.6%
<b>December 2024</b>	<b>60.5%</b>	<b>7.3%</b>
November 2024	70.3%	16.2%
October 2024	65.6%	5.8%
September 2024	60.7%	0.3%
August 2024	56.8%	-16.1%
July 2024	57.3%	-5.0%
June 2024	59.2%	-11.0%
May 2024	63.8%	4.2%
April 2024	72.2%	1.5%
March 2024	58.8%	-12.1%
February 2024	68.1%	1.3%
January 2024	63.8%	-3.3%
December 2023	56.4%	-12.4%

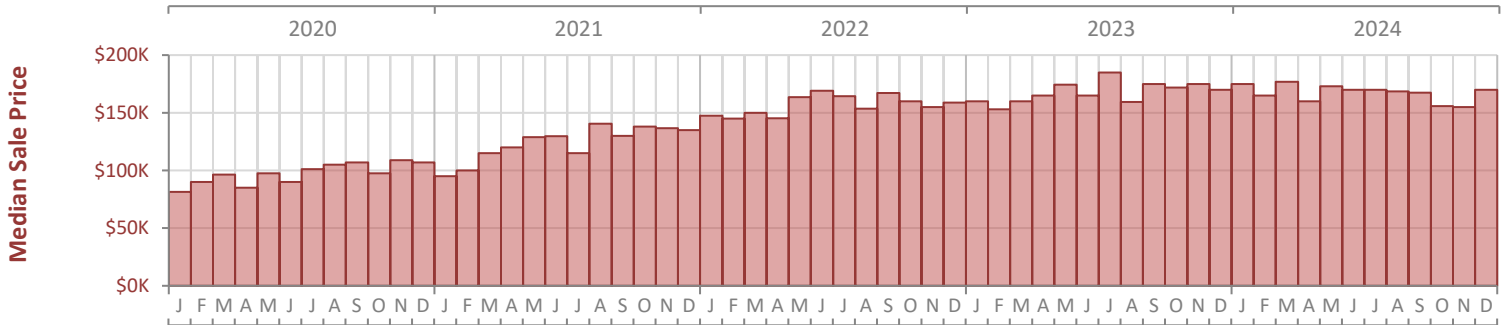


## Median Sale Price

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	\$167,000	0.0%
<b>December 2024</b>	<b>\$170,000</b>	<b>0.0%</b>
November 2024	\$155,000	-11.4%
October 2024	\$155,750	-9.4%
September 2024	\$167,500	-4.3%
August 2024	\$168,500	5.8%
July 2024	\$170,000	-8.1%
June 2024	\$170,000	3.0%
May 2024	\$173,000	-0.8%
April 2024	\$160,000	-3.0%
March 2024	\$177,000	10.6%
February 2024	\$165,000	7.8%
January 2024	\$175,000	9.4%
December 2023	\$170,000	7.0%

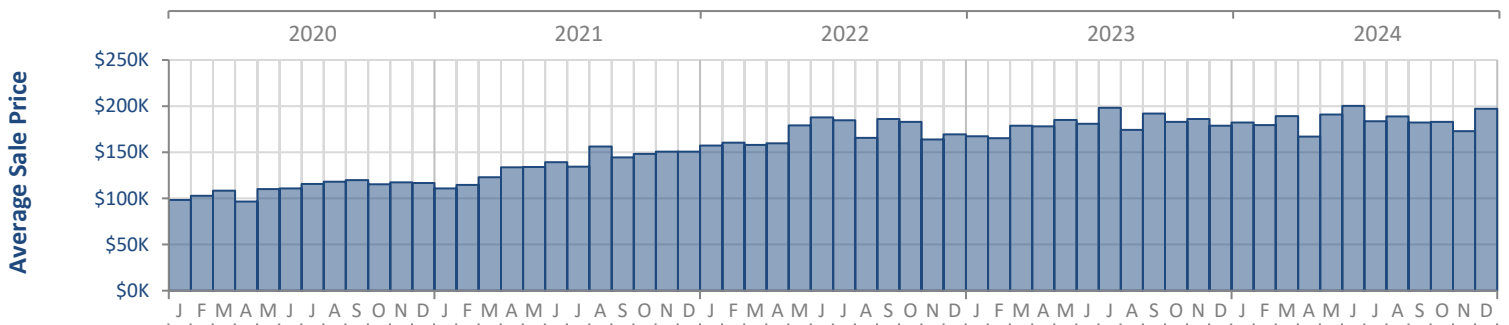


## Average Sale Price

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	\$184,464	2.1%
<b>December 2024</b>	<b>\$197,037</b>	<b>10.2%</b>
November 2024	\$172,786	-7.1%
October 2024	\$182,775	-0.1%
September 2024	\$182,385	-4.9%
August 2024	\$188,795	8.4%
July 2024	\$183,510	-7.4%
June 2024	\$200,223	10.7%
May 2024	\$190,829	3.1%
April 2024	\$166,896	-6.2%
March 2024	\$189,080	5.9%
February 2024	\$179,629	8.7%
January 2024	\$182,116	8.9%
December 2023	\$178,873	5.6%

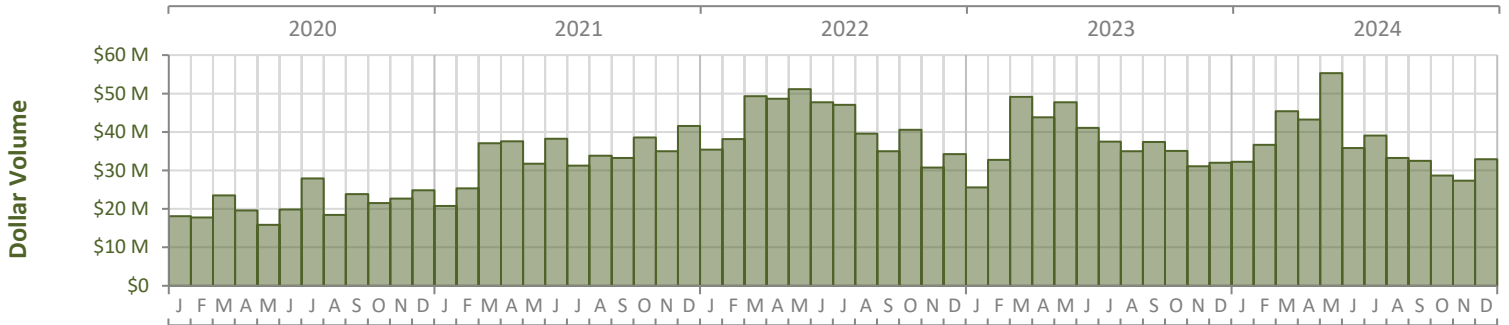


## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$442.3 Million	-1.3%
<b>December 2024</b>	<b>\$32.9 Million</b>	<b>2.8%</b>
November 2024	\$27.3 Million	-12.1%
October 2024	\$28.7 Million	-18.3%
September 2024	\$32.5 Million	-13.2%
August 2024	\$33.2 Million	-5.1%
July 2024	\$39.1 Million	4.3%
June 2024	\$35.8 Million	-12.7%
May 2024	\$55.3 Million	15.8%
April 2024	\$43.2 Million	-1.3%
March 2024	\$45.4 Million	-7.6%
February 2024	\$36.6 Million	12.0%
January 2024	\$32.2 Million	25.9%
December 2023	\$32.0 Million	-6.4%

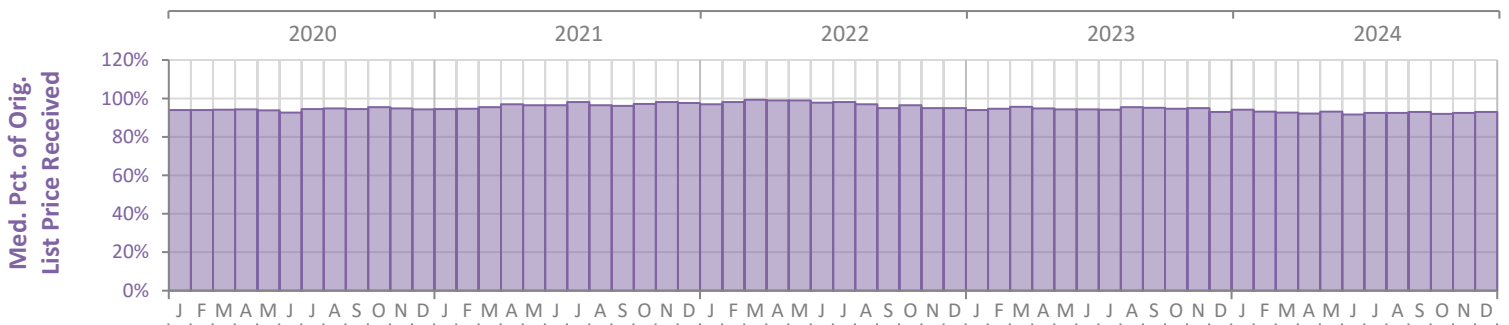


## Median Percent of Original List Price Received

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	92.9%	-1.8%
<b>December 2024</b>	<b>92.9%</b>	<b>-0.1%</b>
November 2024	92.5%	-2.5%
October 2024	92.0%	-2.7%
September 2024	92.9%	-2.3%
August 2024	92.5%	-3.0%
July 2024	92.5%	-1.8%
June 2024	91.7%	-2.8%
May 2024	93.1%	-1.3%
April 2024	92.2%	-2.7%
March 2024	92.6%	-3.1%
February 2024	93.1%	-1.7%
January 2024	94.1%	0.2%
December 2023	93.0%	-2.1%

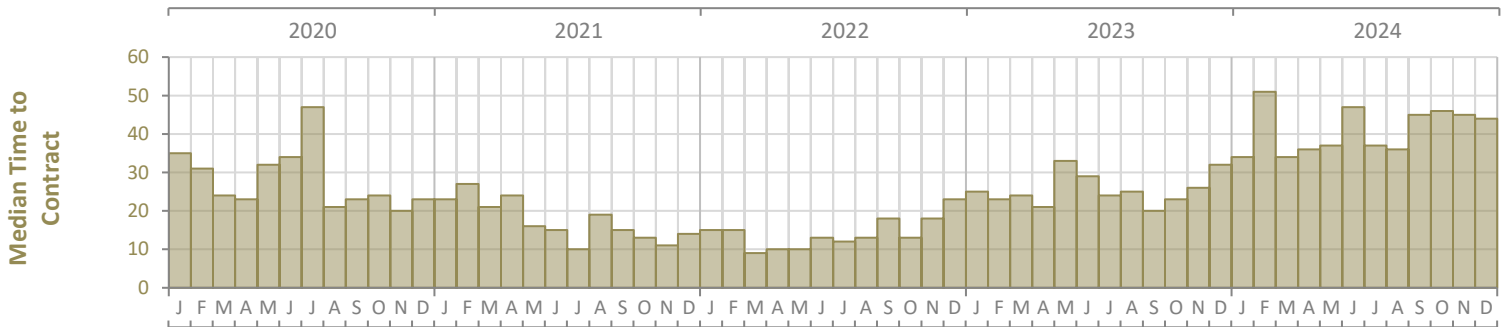


## Median Time to Contract

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	42 Days	61.5%
<b>December 2024</b>	<b>44 Days</b>	<b>37.5%</b>
November 2024	45 Days	73.1%
October 2024	46 Days	100.0%
September 2024	45 Days	125.0%
August 2024	36 Days	44.0%
July 2024	37 Days	54.2%
June 2024	47 Days	62.1%
May 2024	37 Days	12.1%
April 2024	36 Days	71.4%
March 2024	34 Days	41.7%
February 2024	51 Days	121.7%
January 2024	34 Days	36.0%
December 2023	32 Days	39.1%

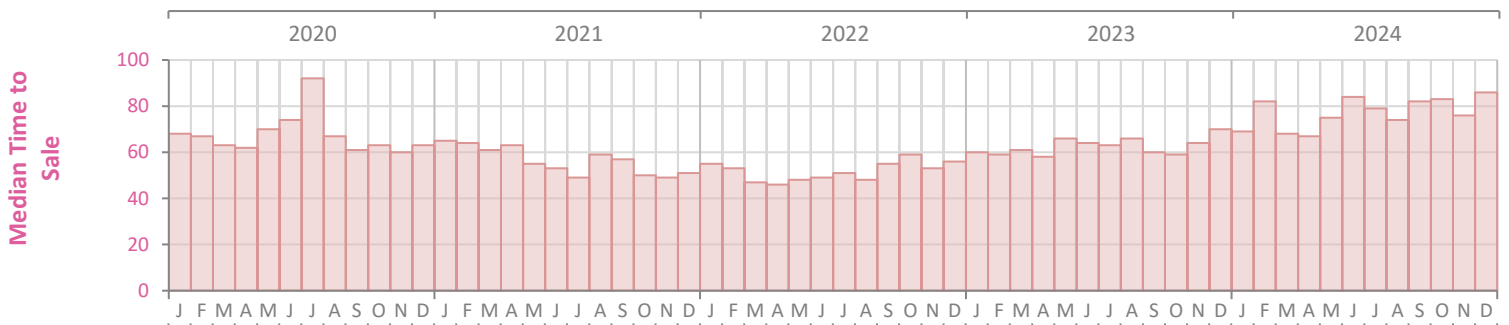


## Median Time to Sale

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

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

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	77 Days	20.3%
<b>December 2024</b>	<b>86 Days</b>	<b>22.9%</b>
November 2024	76 Days	18.8%
October 2024	83 Days	40.7%
September 2024	82 Days	36.7%
August 2024	74 Days	12.1%
July 2024	79 Days	25.4%
June 2024	84 Days	31.3%
May 2024	75 Days	13.6%
April 2024	67 Days	15.5%
March 2024	68 Days	11.5%
February 2024	82 Days	39.0%
January 2024	69 Days	15.0%
December 2023	70 Days	25.0%

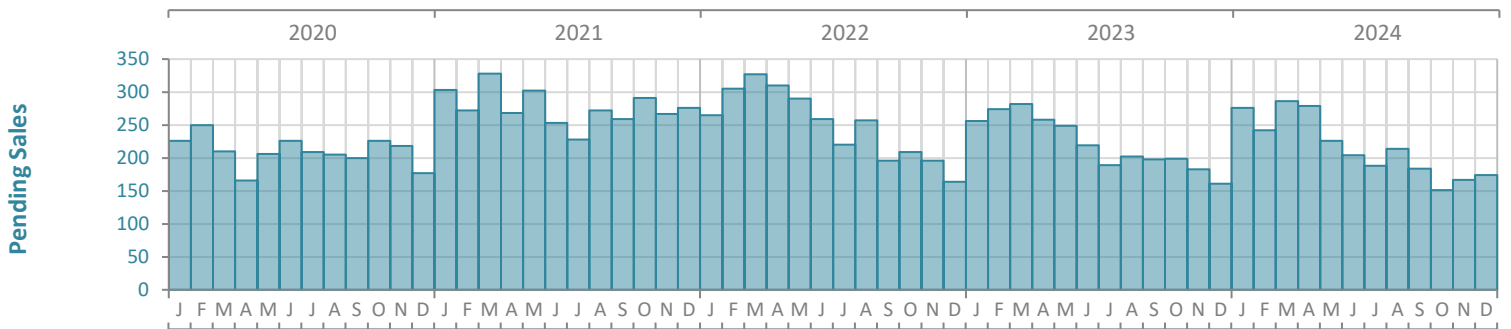


## New Pending Sales

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	2,591	-3.0%
<b>December 2024</b>	<b>174</b>	<b>8.1%</b>
November 2024	167	-8.7%
October 2024	151	-24.1%
September 2024	184	-7.1%
August 2024	214	5.9%
July 2024	188	-0.5%
June 2024	204	-6.8%
May 2024	226	-9.2%
April 2024	279	8.1%
March 2024	286	1.4%
February 2024	242	-11.7%
January 2024	276	7.8%
December 2023	161	-1.8%

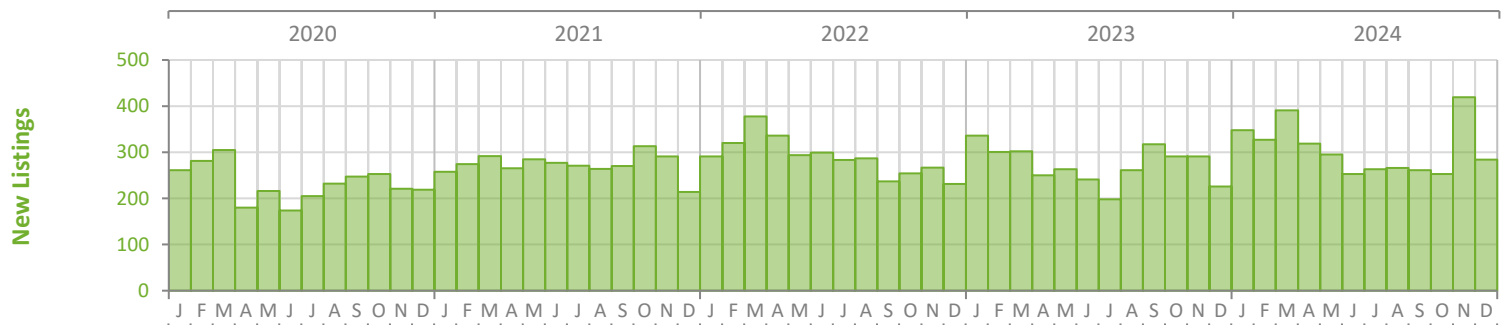


## New Listings

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	3,679	12.3%
<b>December 2024</b>	<b>284</b>	<b>25.7%</b>
November 2024	419	44.0%
October 2024	253	-13.1%
September 2024	261	-17.7%
August 2024	266	1.9%
July 2024	263	32.8%
June 2024	253	5.0%
May 2024	295	12.2%
April 2024	319	27.6%
March 2024	391	29.5%
February 2024	327	8.6%
January 2024	348	3.6%
December 2023	226	-2.2%

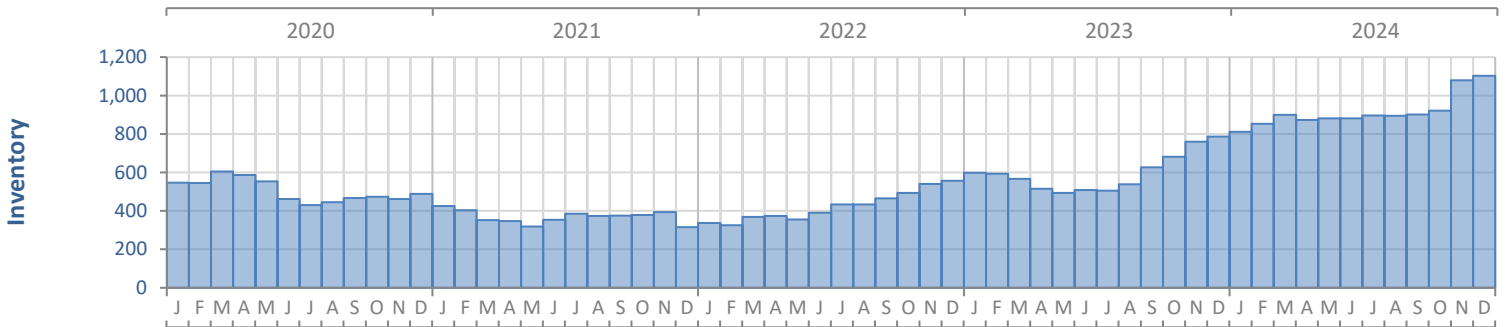


## Inventory (Active Listings)

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)	917	53.3%
<b>December 2024</b>	<b>1,103</b>	<b>40.3%</b>
November 2024	1,079	42.0%
October 2024	922	35.2%
September 2024	902	44.1%
August 2024	894	65.9%
July 2024	897	77.3%
June 2024	882	73.3%
May 2024	882	78.5%
April 2024	873	69.2%
March 2024	899	58.8%
February 2024	853	43.8%
January 2024	812	35.6%
December 2023	786	41.4%

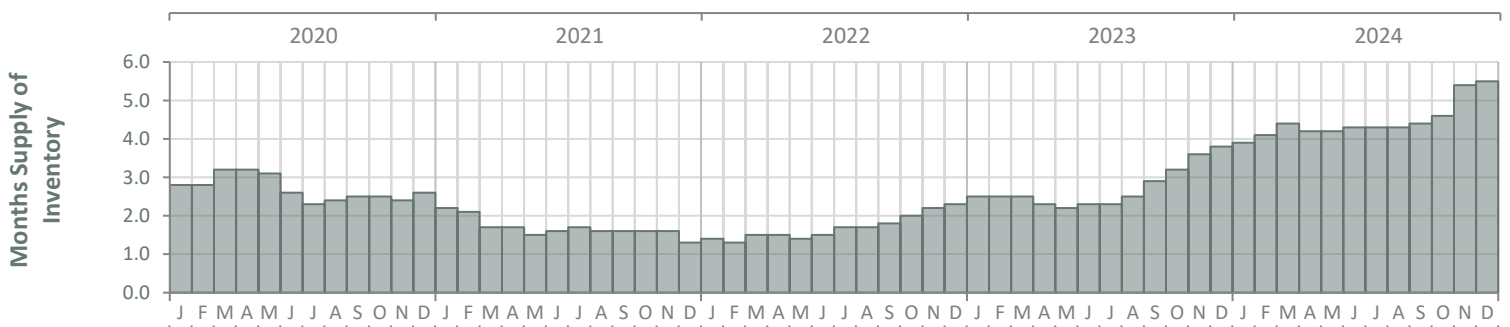


## Months Supply of Inventory

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)	4.5	66.7%
<b>December 2024</b>	<b>5.5</b>	<b>44.7%</b>
November 2024	5.4	50.0%
October 2024	4.6	43.8%
September 2024	4.4	51.7%
August 2024	4.3	72.0%
July 2024	4.3	87.0%
June 2024	4.3	87.0%
May 2024	4.2	90.9%
April 2024	4.2	82.6%
March 2024	4.4	76.0%
February 2024	4.1	64.0%
January 2024	3.9	56.0%
December 2023	3.8	65.2%

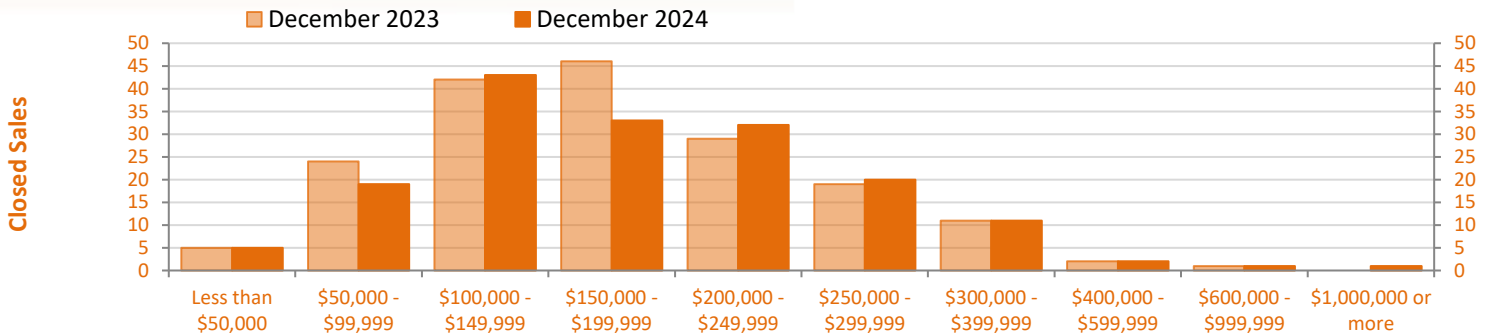


## Closed Sales by Sale Price

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	5	0.0%
\$50,000 - \$99,999	19	-20.8%
\$100,000 - \$149,999	43	2.4%
\$150,000 - \$199,999	33	-28.3%
\$200,000 - \$249,999	32	10.3%
\$250,000 - \$299,999	20	5.3%
\$300,000 - \$399,999	11	0.0%
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	1	0.0%
\$1,000,000 or more	1	N/A

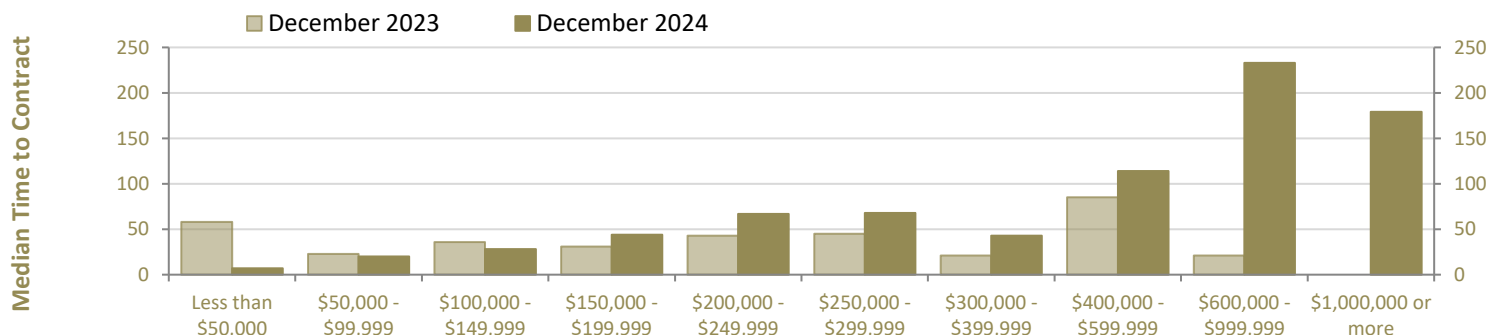


## Median Time to Contract by Sale Price

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	7 Days	-87.9%
\$50,000 - \$99,999	20 Days	-13.0%
\$100,000 - \$149,999	28 Days	-22.2%
\$150,000 - \$199,999	44 Days	41.9%
\$200,000 - \$249,999	67 Days	55.8%
\$250,000 - \$299,999	68 Days	51.1%
\$300,000 - \$399,999	43 Days	104.8%
\$400,000 - \$599,999	114 Days	34.1%
\$600,000 - \$999,999	233 Days	1009.5%
\$1,000,000 or more	179 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	9	80.0%
\$50,000 - \$99,999	28	40.0%
\$100,000 - \$149,999	68	44.7%
\$150,000 - \$199,999	72	24.1%
\$200,000 - \$249,999	42	20.0%
\$250,000 - \$299,999	37	37.0%
\$300,000 - \$399,999	20	-4.8%
\$400,000 - \$599,999	7	-41.7%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	1	N/A

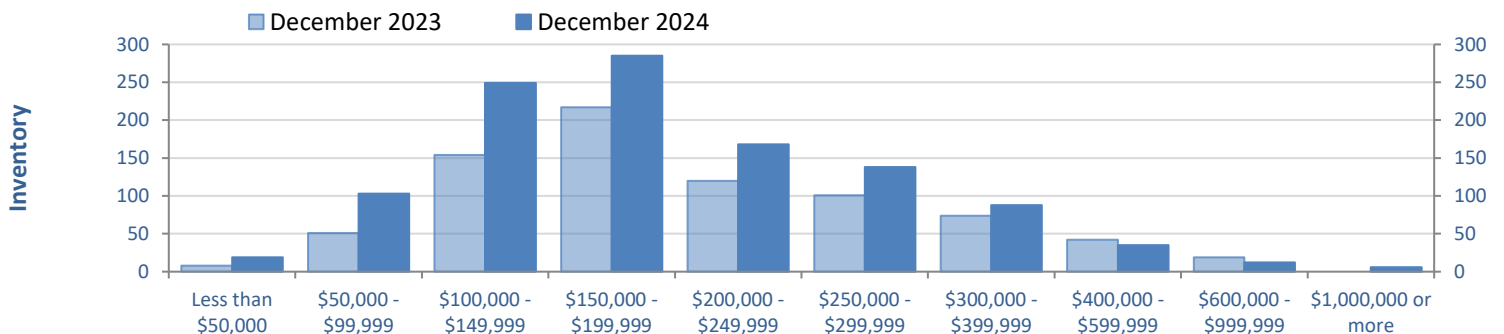


## Inventory by Current Listing Price

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.

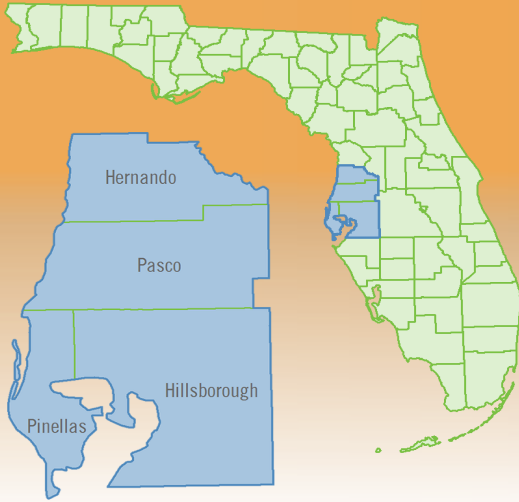
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	19	137.5%
\$50,000 - \$99,999	103	102.0%
\$100,000 - \$149,999	249	61.7%
\$150,000 - \$199,999	285	31.3%
\$200,000 - \$249,999	168	40.0%
\$250,000 - \$299,999	138	36.6%
\$300,000 - \$399,999	88	18.9%
\$400,000 - \$599,999	35	-16.7%
\$600,000 - \$999,999	12	-36.8%
\$1,000,000 or more	6	N/A



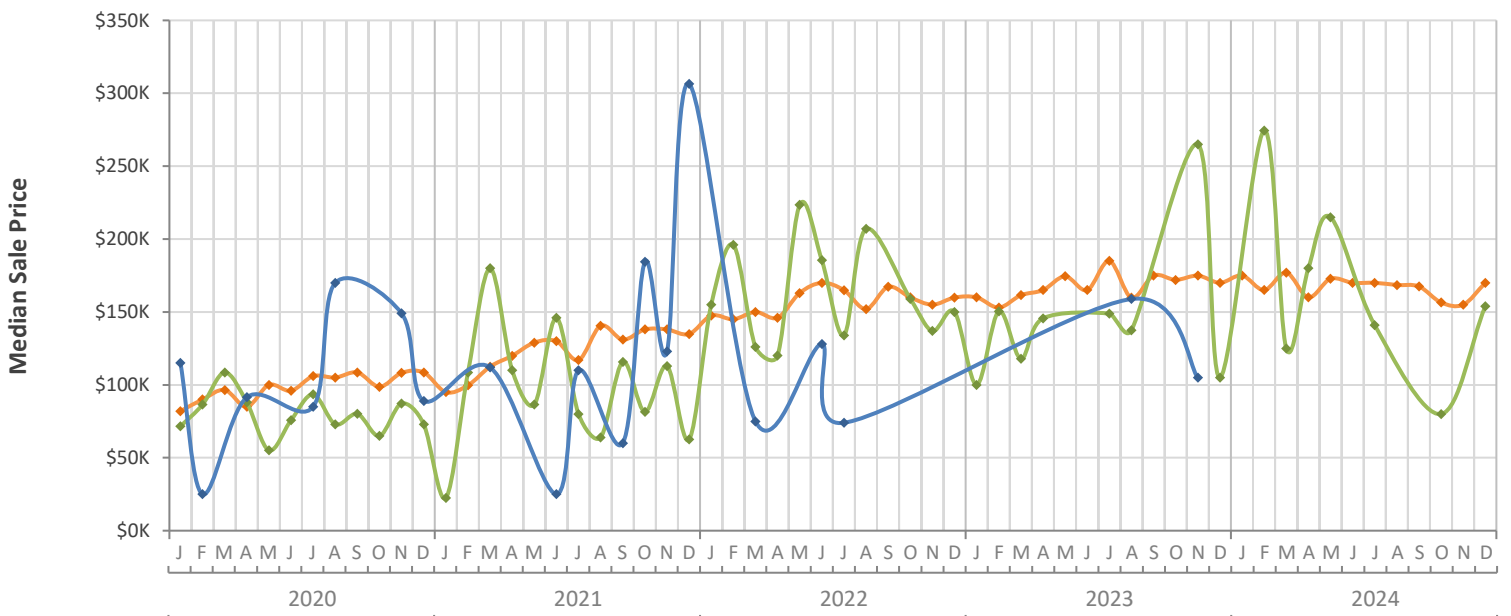
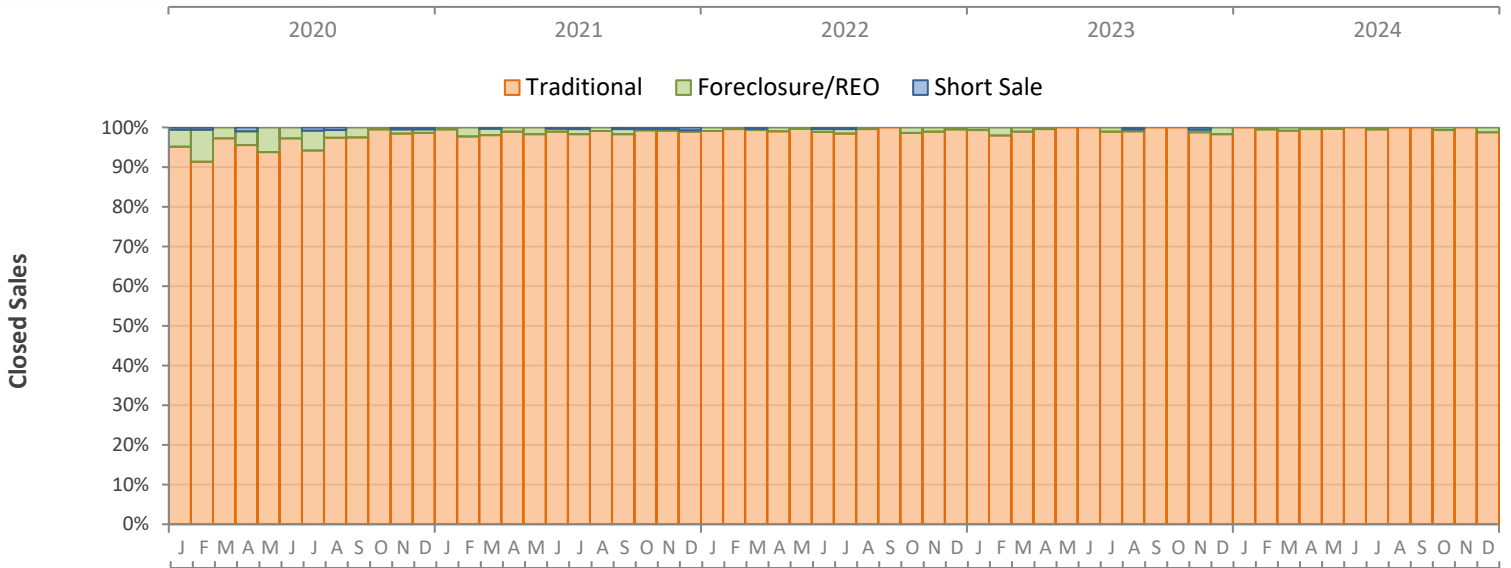
# Monthly Distressed Market - December 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



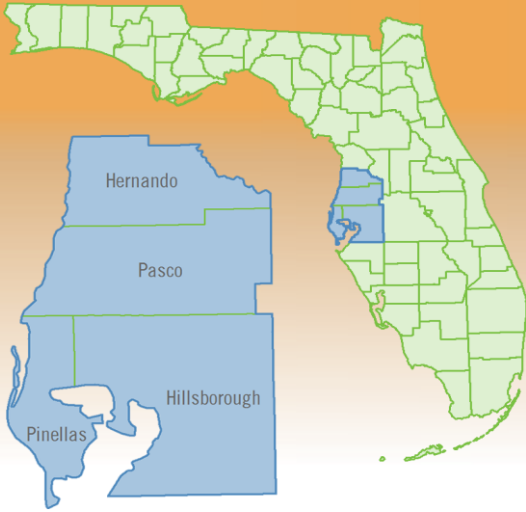
		December 2024	December 2023	Percent Change Year-over-Year
Traditional	Closed Sales	165	176	-6.3%
	Median Sale Price	\$170,000	\$170,000	0.0%
Foreclosure/REO	Closed Sales	2	3	-33.3%
	Median Sale Price	\$154,000	\$104,900	46.8%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



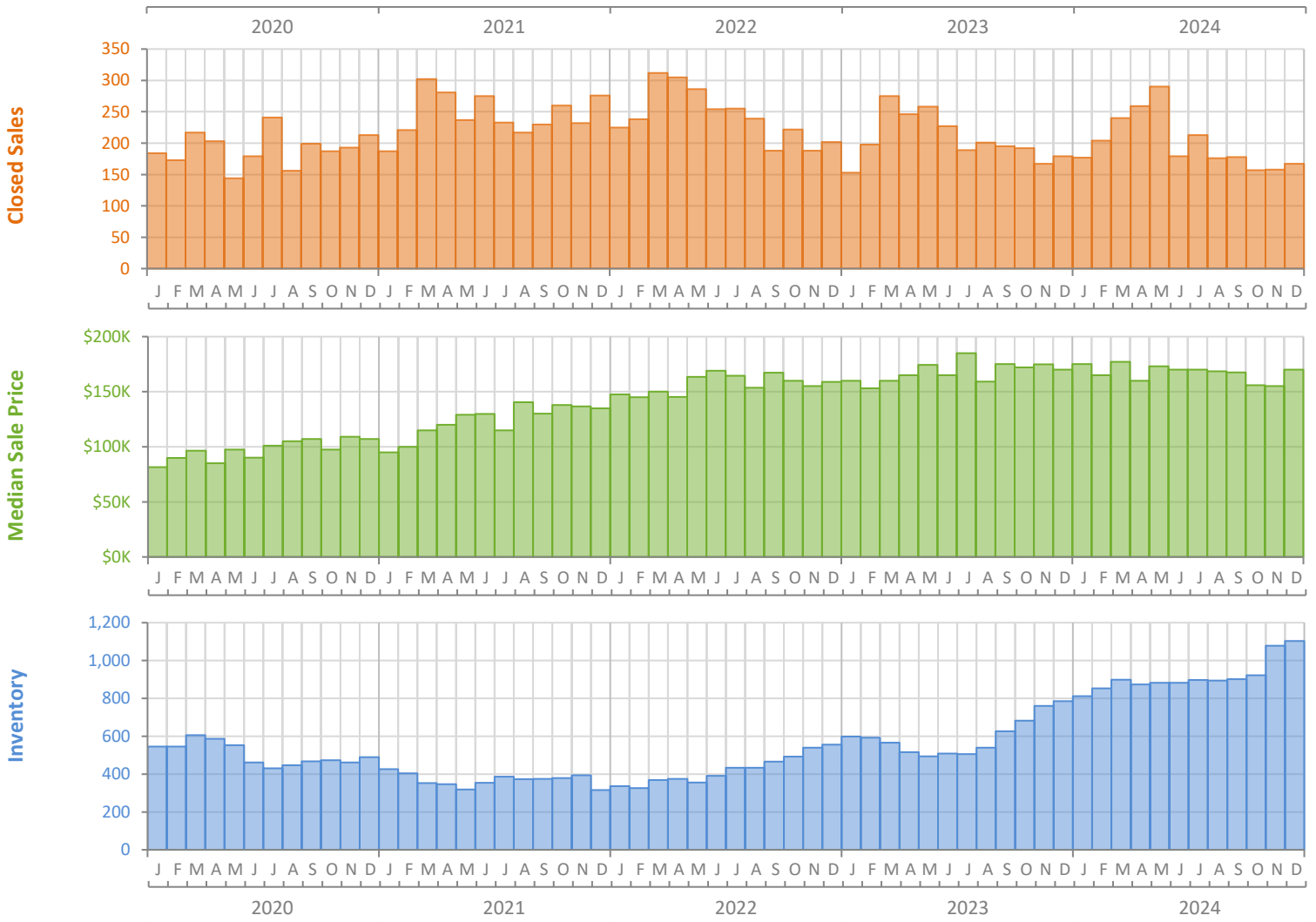
# Monthly Market Summary - December 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



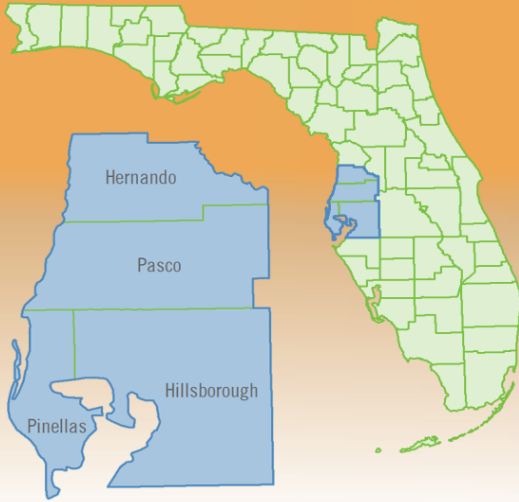
	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	167	179	-6.7%
Paid in Cash	101	101	0.0%
Median Sale Price	\$170,000	\$170,000	0.0%
Average Sale Price	\$197,037	\$178,873	10.2%
Dollar Volume	\$32.9 Million	\$32.0 Million	2.8%
Med. Pct. of Orig. List Price Received	92.9%	93.0%	-0.1%
Median Time to Contract	44 Days	32 Days	37.5%
Median Time to Sale	86 Days	70 Days	22.9%
New Pending Sales	174	161	8.1%
New Listings	284	226	25.7%
Pending Inventory	179	181	-1.1%
Inventory (Active Listings)	1,103	786	40.3%
Months Supply of Inventory	5.5	3.8	44.7%



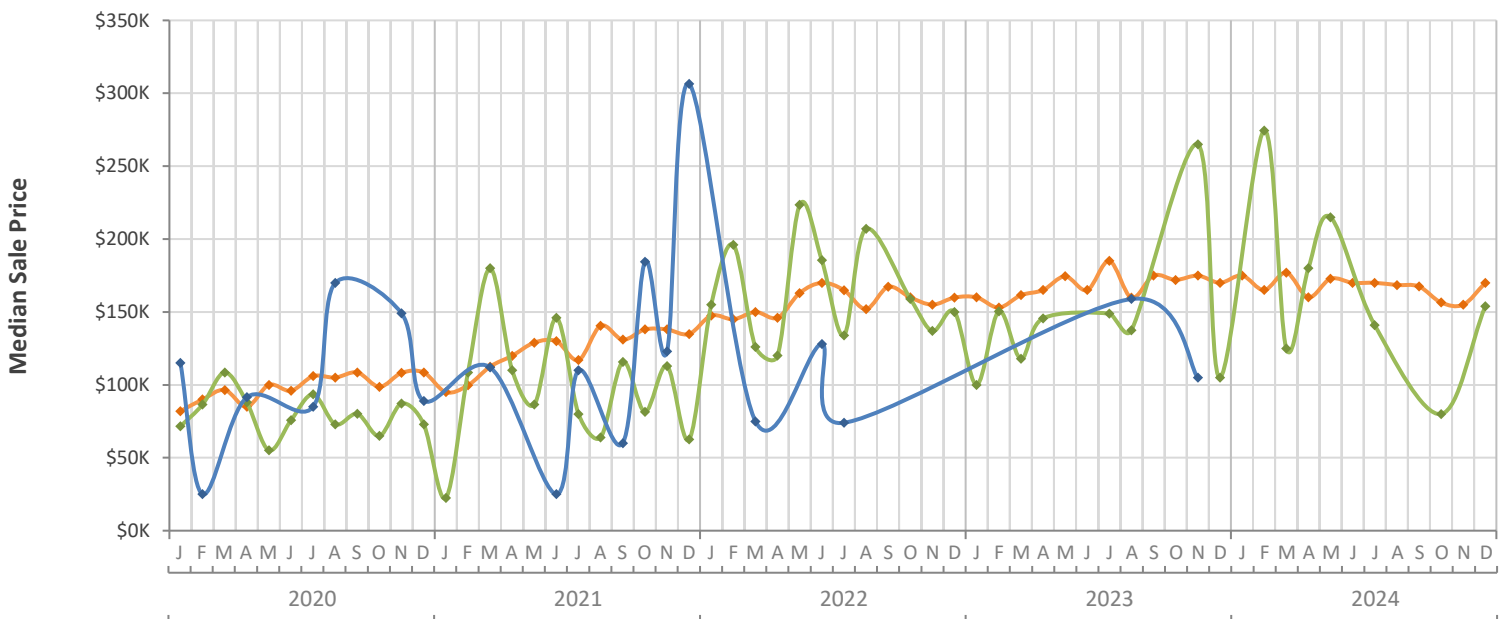
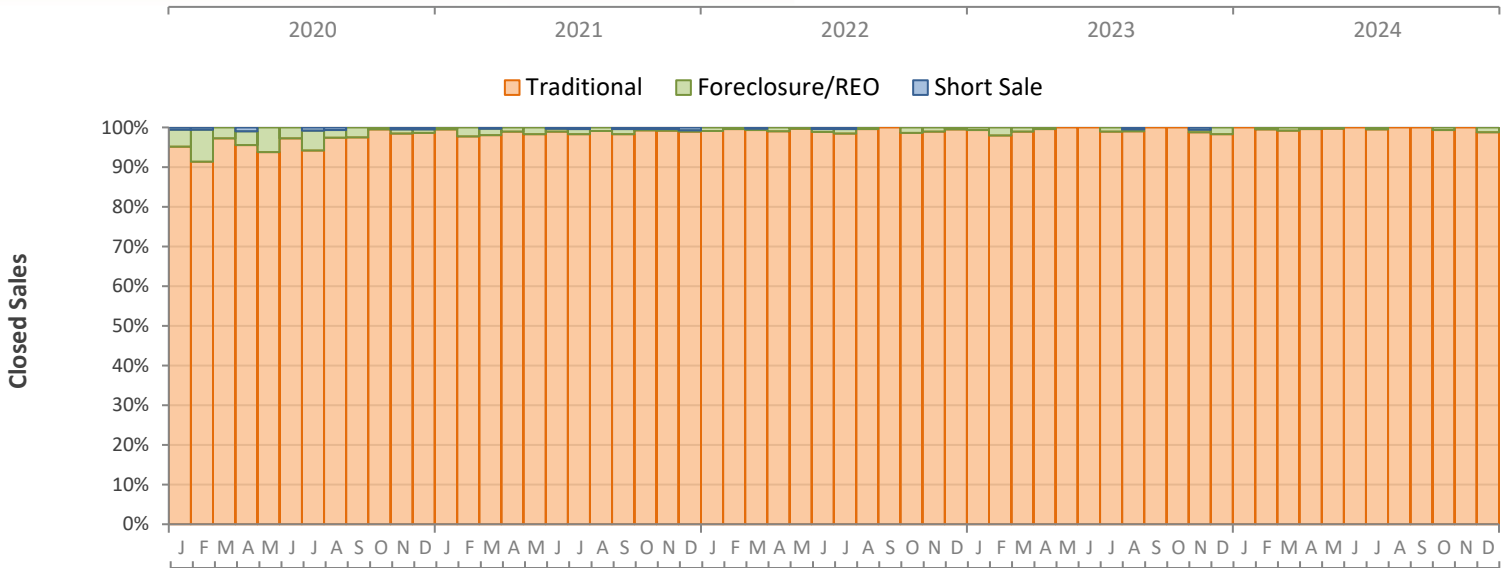
# Monthly Distressed Market - December 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



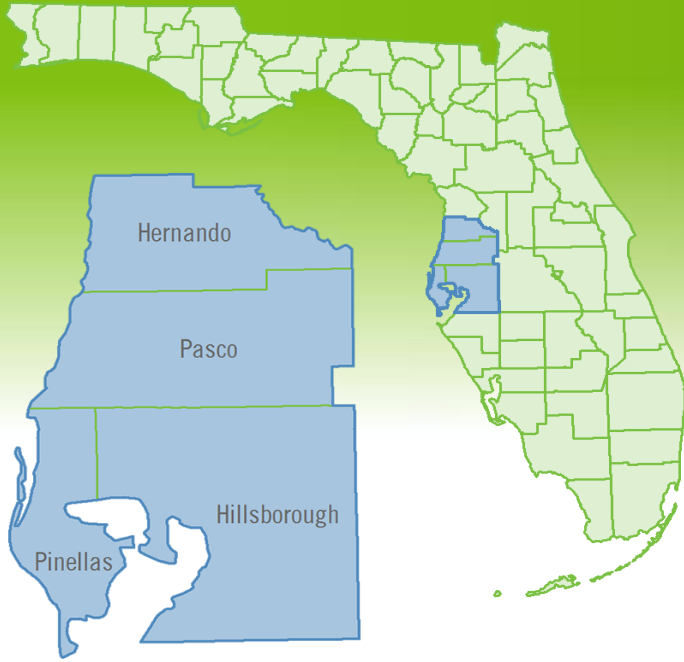
		December 2024	December 2023	Percent Change Year-over-Year
Traditional	Closed Sales	165	176	-6.3%
	Median Sale Price	\$170,000	\$170,000	0.0%
Foreclosure/REO	Closed Sales	2	3	-33.3%
	Median Sale Price	\$154,000	\$104,900	46.8%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



# Monthly Market Detail - December 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



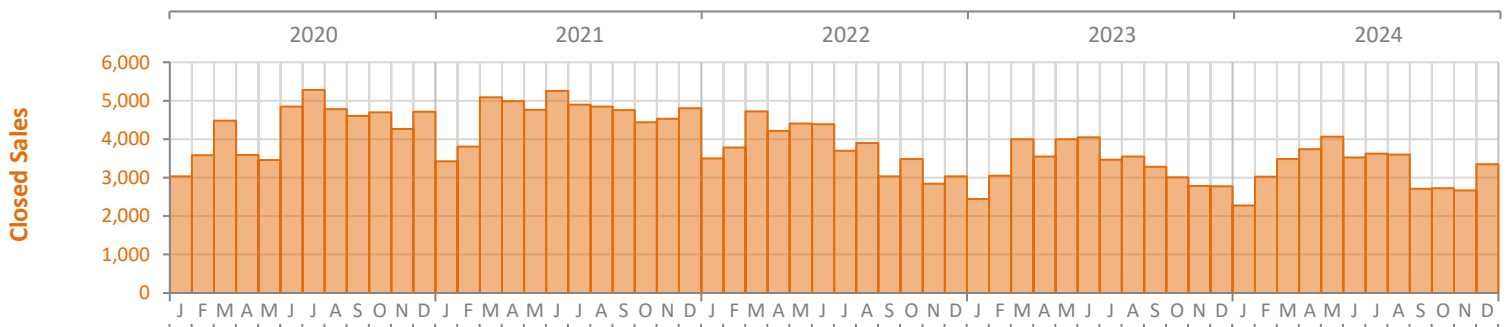
Summary Statistics	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	3,354	2,773	21.0%
Paid in Cash	905	768	17.8%
Median Sale Price	\$410,000	\$410,000	0.0%
Average Sale Price	\$510,130	\$524,747	-2.8%
Dollar Volume	\$1.7 Billion	\$1.5 Billion	17.6%
Median Percent of Original List Price Received	96.0%	96.9%	-0.9%
Median Time to Contract	41 Days	27 Days	51.9%
Median Time to Sale	82 Days	69 Days	18.8%
New Pending Sales	2,696	2,463	9.5%
New Listings	3,335	2,723	22.5%
Pending Inventory	3,148	3,414	-7.8%
Inventory (Active Listings)	11,162	8,568	30.3%
Months Supply of Inventory	3.5	2.6	34.6%

## 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	38,799	-2.9%
<b>December 2024</b>	<b>3,354</b>	<b>21.0%</b>
November 2024	2,665	-4.2%
October 2024	2,729	-9.4%
September 2024	2,709	-17.5%
August 2024	3,603	1.6%
July 2024	3,627	4.5%
June 2024	3,522	-13.0%
May 2024	4,064	1.7%
April 2024	3,744	5.5%
March 2024	3,480	-12.9%
February 2024	3,024	-0.8%
January 2024	2,278	-6.9%
December 2023	2,773	-8.6%

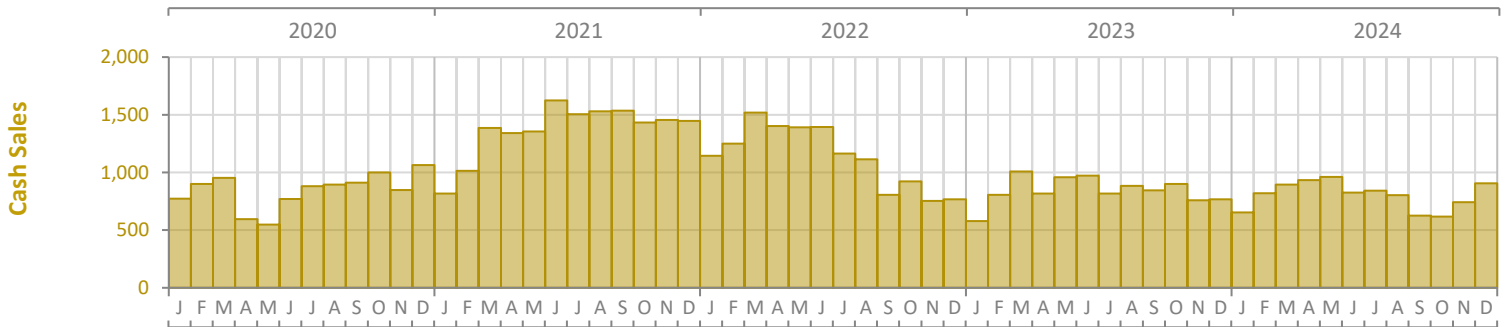


## Cash Sales

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	9,622	-4.9%
<b>December 2024</b>	<b>905</b>	<b>17.8%</b>
November 2024	743	-2.0%
October 2024	616	-31.6%
September 2024	626	-25.9%
August 2024	802	-9.4%
July 2024	843	3.2%
June 2024	825	-15.2%
May 2024	961	0.2%
April 2024	934	14.3%
March 2024	896	-11.1%
February 2024	819	1.5%
January 2024	652	12.8%
December 2023	768	0.0%

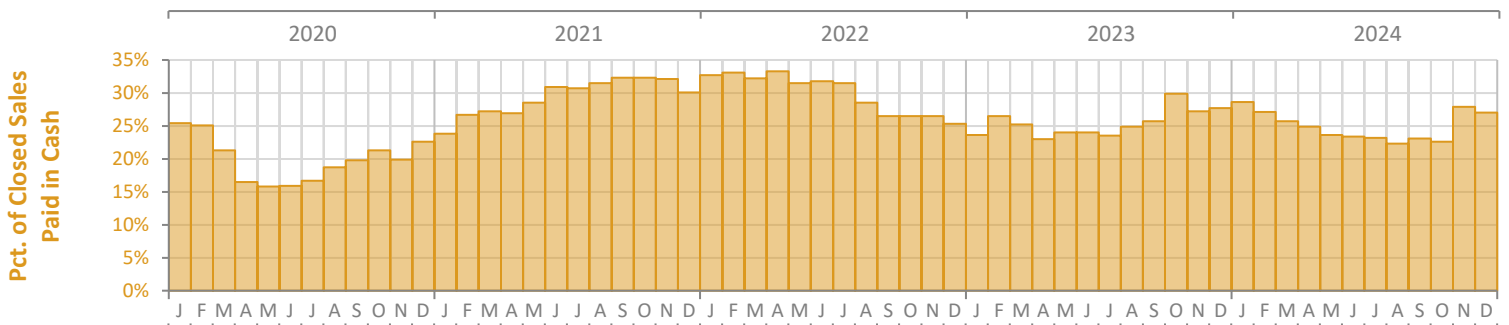


## Cash Sales as a Percentage of Closed Sales

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	24.8%	-2.0%
<b>December 2024</b>	<b>27.0%</b>	<b>-2.5%</b>
November 2024	27.9%	2.6%
October 2024	22.6%	-24.4%
September 2024	23.1%	-10.1%
August 2024	22.3%	-10.4%
July 2024	23.2%	-1.3%
June 2024	23.4%	-2.5%
May 2024	23.6%	-1.7%
April 2024	24.9%	8.3%
March 2024	25.7%	2.0%
February 2024	27.1%	2.3%
January 2024	28.6%	21.2%
December 2023	27.7%	9.5%

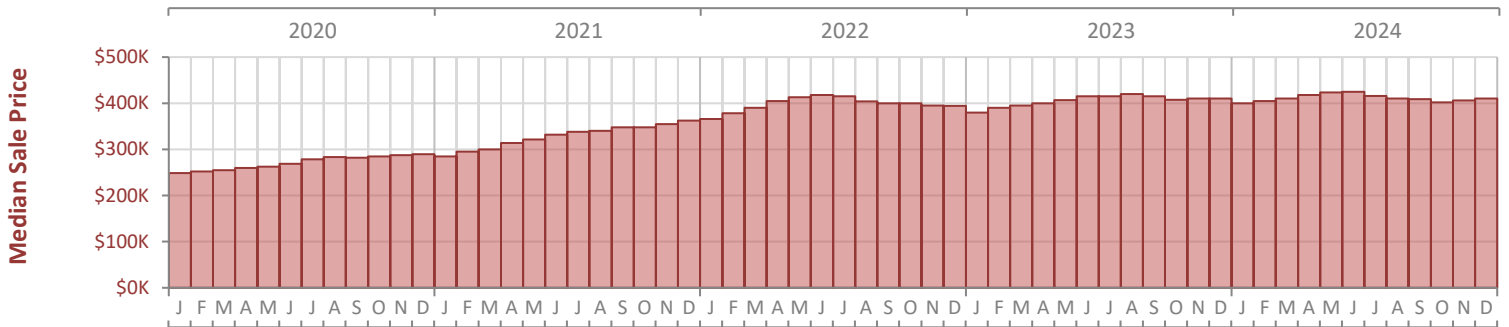


## Median Sale Price

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	\$412,500	1.9%
<b>December 2024</b>	<b>\$410,000</b>	<b>0.0%</b>
November 2024	\$406,000	-1.0%
October 2024	\$402,000	-1.3%
September 2024	\$408,990	-1.4%
August 2024	\$410,000	-2.4%
July 2024	\$416,000	0.2%
June 2024	\$425,000	2.4%
May 2024	\$423,710	4.2%
April 2024	\$417,800	4.5%
March 2024	\$410,000	3.8%
February 2024	\$405,000	3.8%
January 2024	\$400,000	5.3%
December 2023	\$410,000	4.0%

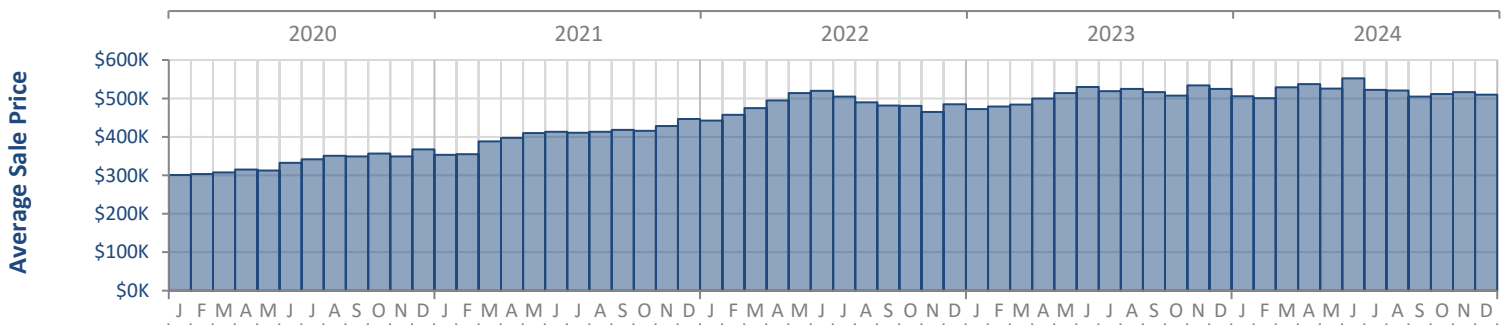


## Average Sale Price

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	\$521,130	2.3%
<b>December 2024</b>	<b>\$510,130</b>	<b>-2.8%</b>
November 2024	\$516,528	-3.3%
October 2024	\$511,534	0.9%
September 2024	\$504,866	-2.3%
August 2024	\$520,633	-0.7%
July 2024	\$522,334	0.6%
June 2024	\$552,142	4.3%
May 2024	\$525,688	2.3%
April 2024	\$537,216	7.6%
March 2024	\$528,731	9.2%
February 2024	\$500,798	4.6%
January 2024	\$505,272	7.0%
December 2023	\$524,747	8.2%



# Monthly Market Detail - December 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA

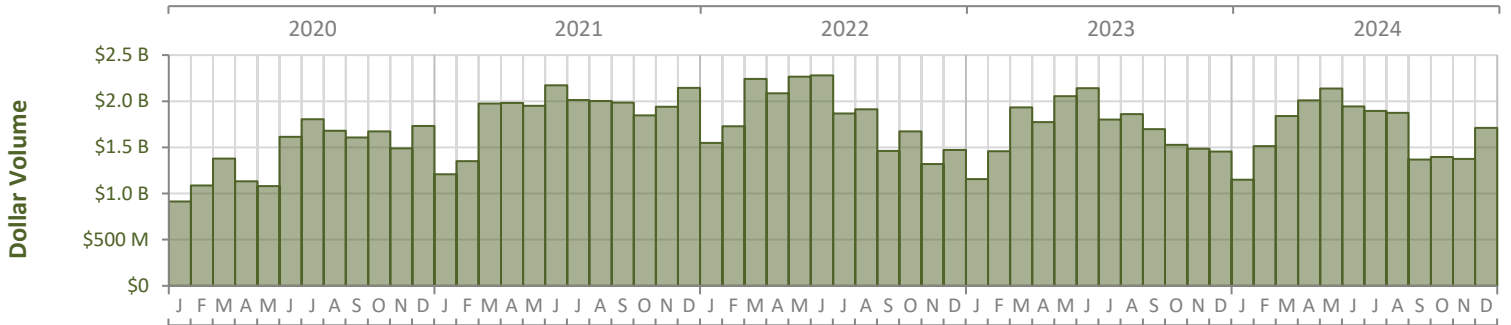


## Dollar Volume

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	\$20.2 Billion	-0.6%
<b>December 2024</b>	<b>\$1.7 Billion</b>	<b>17.6%</b>
November 2024	\$1.4 Billion	-7.4%
October 2024	\$1.4 Billion	-8.6%
September 2024	\$1.4 Billion	-19.4%
August 2024	\$1.9 Billion	0.8%
July 2024	\$1.9 Billion	5.2%
June 2024	\$1.9 Billion	-9.2%
May 2024	\$2.1 Billion	4.0%
April 2024	\$2.0 Billion	13.4%
March 2024	\$1.8 Billion	-4.9%
February 2024	\$1.5 Billion	3.8%
January 2024	\$1.2 Billion	-0.4%
December 2023	\$1.5 Billion	-1.0%

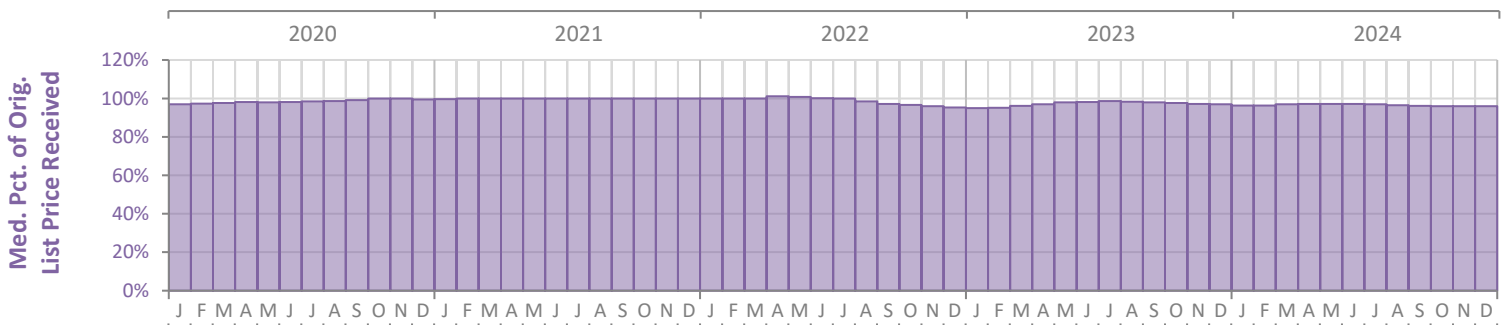


## Median Percent of Original List Price Received

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	96.6%	-0.7%
<b>December 2024</b>	<b>96.0%</b>	<b>-0.9%</b>
November 2024	96.0%	-1.2%
October 2024	95.9%	-1.7%
September 2024	96.2%	-1.7%
August 2024	96.4%	-1.9%
July 2024	96.9%	-1.8%
June 2024	97.2%	-1.0%
May 2024	97.1%	-0.8%
April 2024	97.1%	0.2%
March 2024	96.9%	0.8%
February 2024	96.3%	1.2%
January 2024	96.3%	1.5%
December 2023	96.9%	1.7%



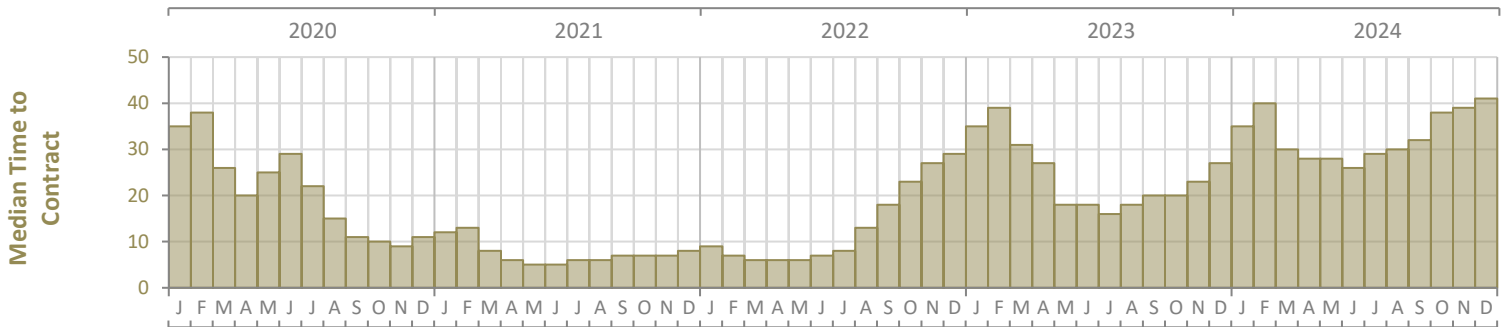


## Median Time to Contract

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	34 Days	41.7%
<b>December 2024</b>	<b>41 Days</b>	<b>51.9%</b>
November 2024	39 Days	69.6%
October 2024	38 Days	90.0%
September 2024	32 Days	60.0%
August 2024	30 Days	66.7%
July 2024	29 Days	81.3%
June 2024	26 Days	44.4%
May 2024	28 Days	55.6%
April 2024	28 Days	3.7%
March 2024	30 Days	-3.2%
February 2024	40 Days	2.6%
January 2024	35 Days	0.0%
December 2023	27 Days	-6.9%

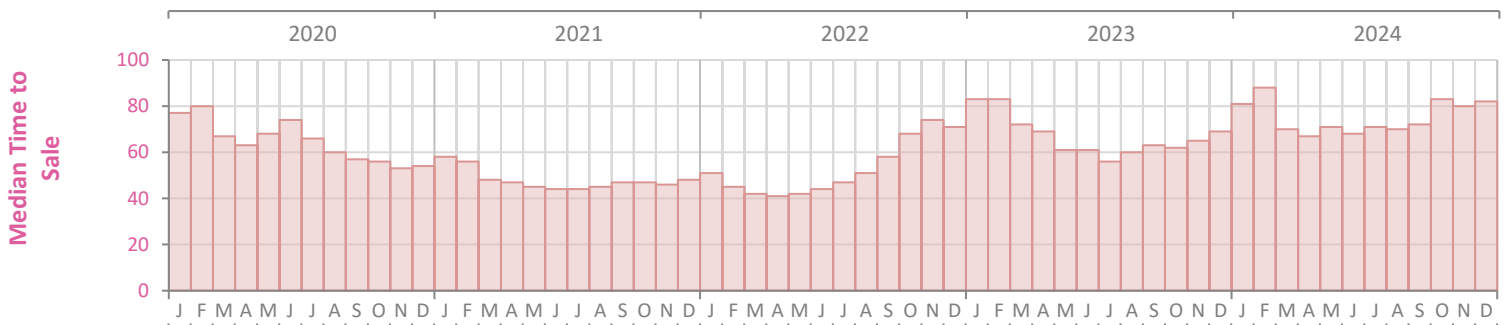


## Median Time to Sale

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	77 Days	14.9%
<b>December 2024</b>	<b>82 Days</b>	<b>18.8%</b>
November 2024	80 Days	23.1%
October 2024	83 Days	33.9%
September 2024	72 Days	14.3%
August 2024	70 Days	16.7%
July 2024	71 Days	26.8%
June 2024	68 Days	11.5%
May 2024	71 Days	16.4%
April 2024	67 Days	-2.9%
March 2024	70 Days	-2.8%
February 2024	88 Days	6.0%
January 2024	81 Days	-2.4%
December 2023	69 Days	-2.8%

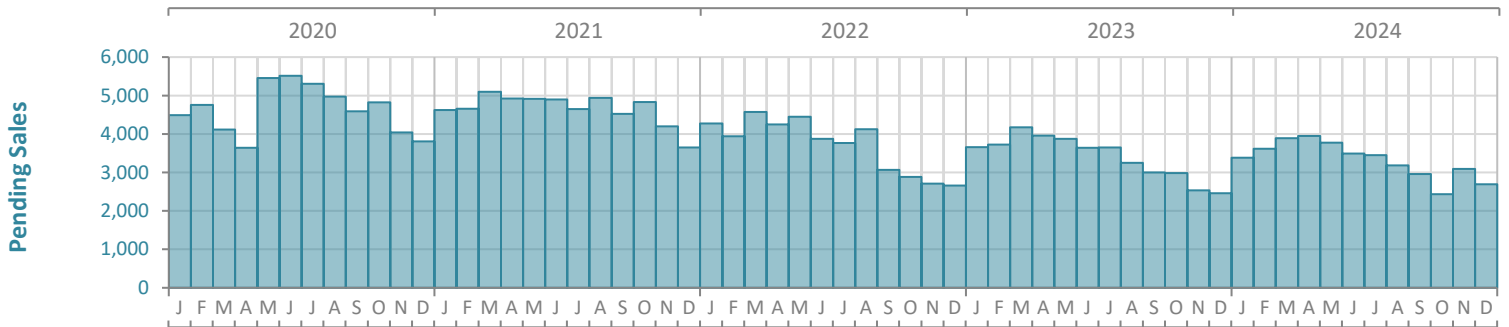


## New Pending Sales

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	39,922	-2.4%
<b>December 2024</b>	<b>2,696</b>	<b>9.5%</b>
November 2024	3,088	21.8%
October 2024	2,437	-18.3%
September 2024	2,961	-1.2%
August 2024	3,184	-2.0%
July 2024	3,448	-5.5%
June 2024	3,491	-4.2%
May 2024	3,778	-2.4%
April 2024	3,951	-0.2%
March 2024	3,891	-6.8%
February 2024	3,613	-3.0%
January 2024	3,384	-7.6%
December 2023	2,463	-7.3%

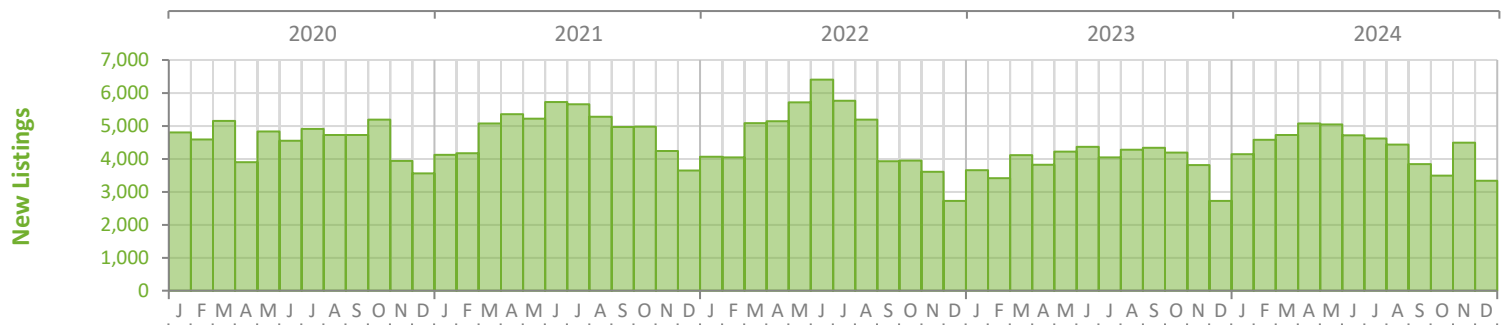


## New Listings

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	52,493	11.7%
<b>December 2024</b>	<b>3,335</b>	<b>22.5%</b>
November 2024	4,490	17.7%
October 2024	3,494	-16.6%
September 2024	3,836	-11.6%
August 2024	4,429	3.6%
July 2024	4,620	14.2%
June 2024	4,715	8.1%
May 2024	5,048	19.6%
April 2024	5,076	32.9%
March 2024	4,726	14.8%
February 2024	4,581	34.1%
January 2024	4,143	13.2%
December 2023	2,723	0.0%

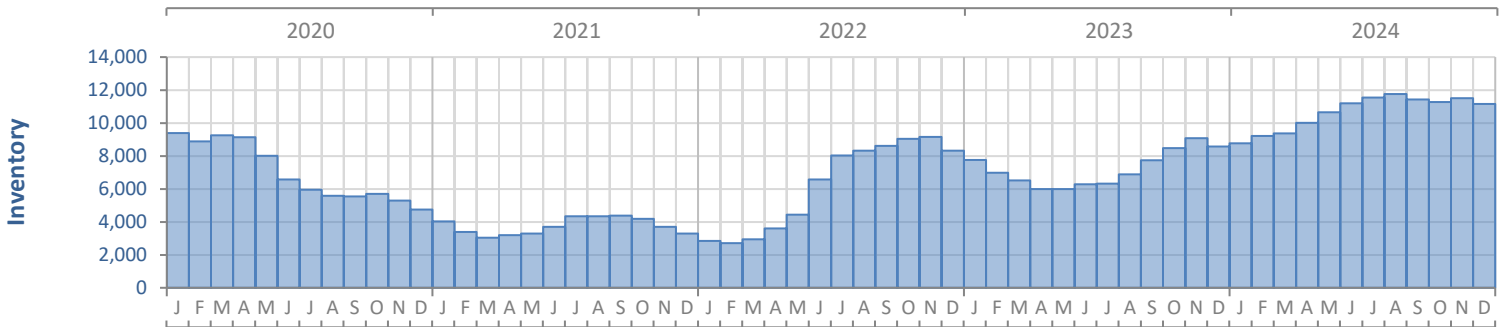


## Inventory (Active Listings)

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)	10,656	47.6%
<b>December 2024</b>	<b>11,162</b>	<b>30.3%</b>
November 2024	11,500	26.6%
October 2024	11,269	32.9%
September 2024	11,434	47.6%
August 2024	11,757	70.9%
July 2024	11,542	82.7%
June 2024	11,189	77.9%
May 2024	10,651	77.6%
April 2024	10,005	67.2%
March 2024	9,365	43.8%
February 2024	9,222	32.0%
January 2024	8,772	13.1%
December 2023	8,568	2.9%

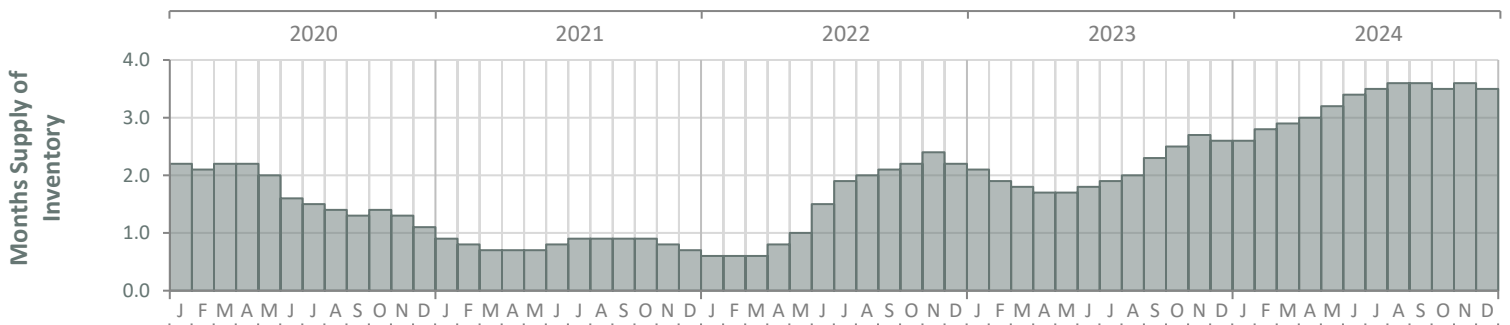


## Months Supply of Inventory

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)	3.3	57.1%
<b>December 2024</b>	<b>3.5</b>	<b>34.6%</b>
November 2024	3.6	33.3%
October 2024	3.5	40.0%
September 2024	3.6	56.5%
August 2024	3.6	80.0%
July 2024	3.5	84.2%
June 2024	3.4	88.9%
May 2024	3.2	88.2%
April 2024	3.0	76.5%
March 2024	2.9	61.1%
February 2024	2.8	47.4%
January 2024	2.6	23.8%
December 2023	2.6	18.2%

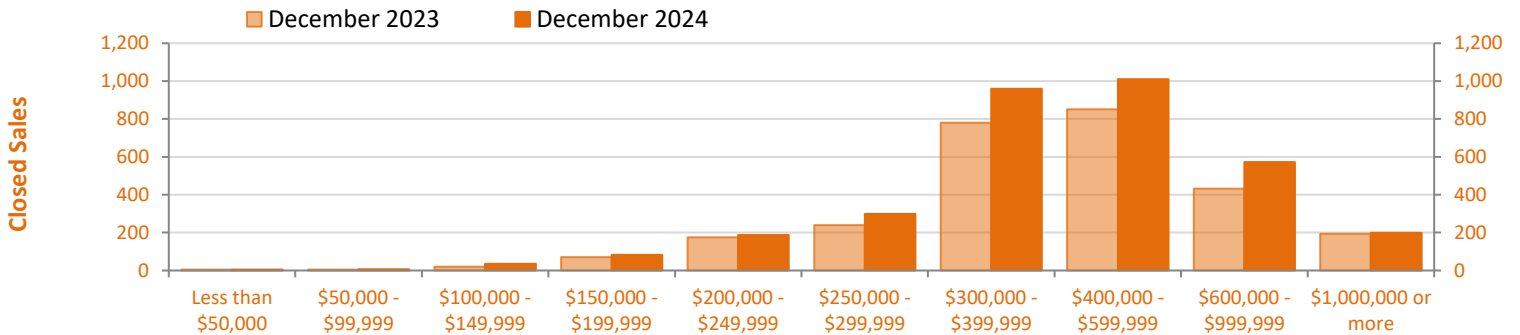


## Closed Sales by Sale Price

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	4	-20.0%
\$50,000 - \$99,999	6	20.0%
\$100,000 - \$149,999	35	75.0%
\$150,000 - \$199,999	82	15.5%
\$200,000 - \$249,999	187	6.9%
\$250,000 - \$299,999	299	24.6%
\$300,000 - \$399,999	960	23.1%
\$400,000 - \$599,999	1,010	18.7%
\$600,000 - \$999,999	572	32.4%
\$1,000,000 or more	199	2.6%

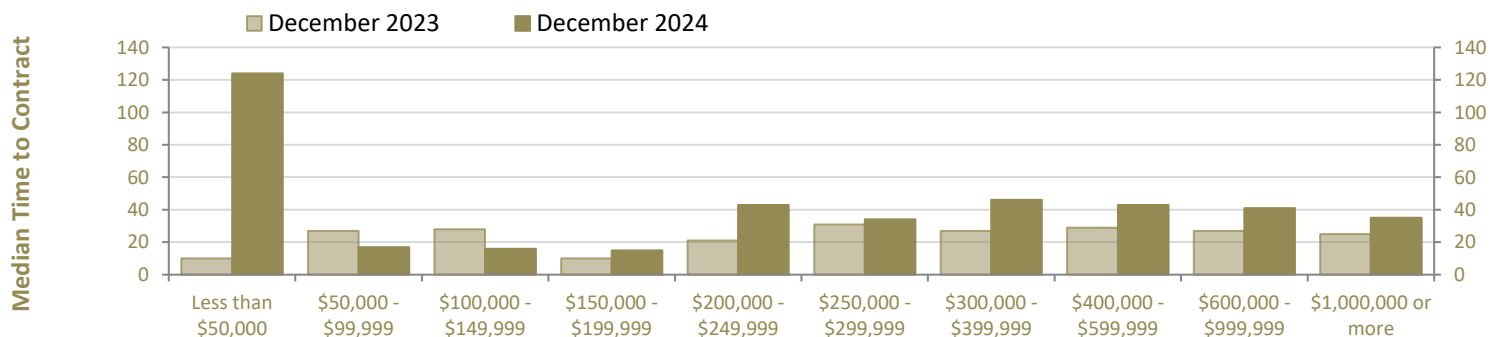


## Median Time to Contract by Sale Price

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	124 Days	1140.0%
\$50,000 - \$99,999	17 Days	-37.0%
\$100,000 - \$149,999	16 Days	-42.9%
\$150,000 - \$199,999	15 Days	50.0%
\$200,000 - \$249,999	43 Days	104.8%
\$250,000 - \$299,999	34 Days	9.7%
\$300,000 - \$399,999	46 Days	70.4%
\$400,000 - \$599,999	43 Days	48.3%
\$600,000 - \$999,999	41 Days	51.9%
\$1,000,000 or more	35 Days	40.0%

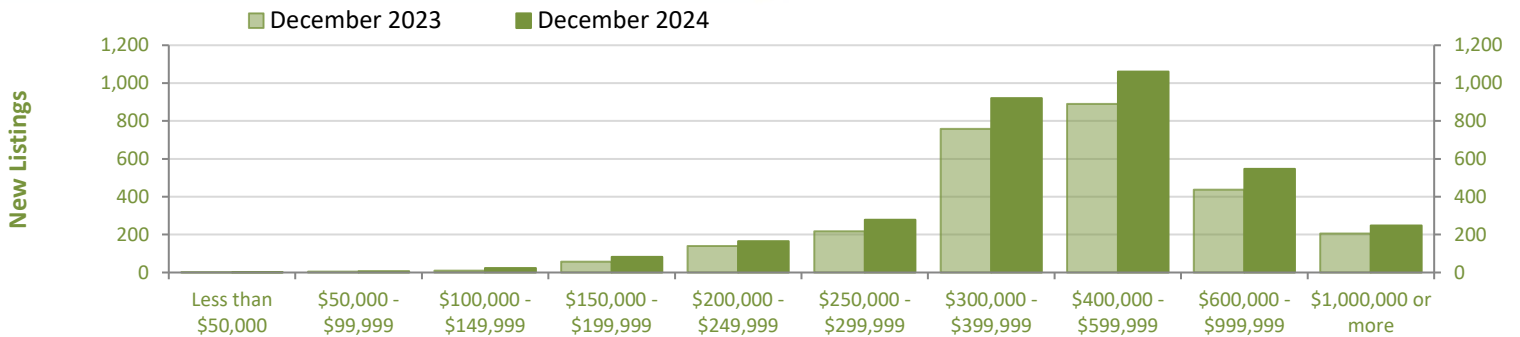


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	0.0%
\$50,000 - \$99,999	6	20.0%
\$100,000 - \$149,999	24	140.0%
\$150,000 - \$199,999	83	45.6%
\$200,000 - \$249,999	165	17.9%
\$250,000 - \$299,999	279	28.0%
\$300,000 - \$399,999	921	21.5%
\$400,000 - \$599,999	1,061	19.2%
\$600,000 - \$999,999	547	24.9%
\$1,000,000 or more	248	20.4%

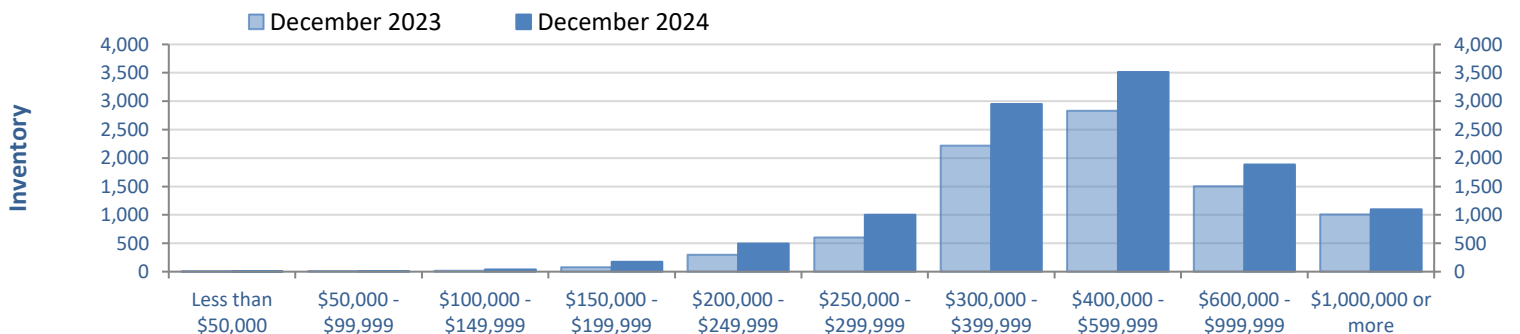


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

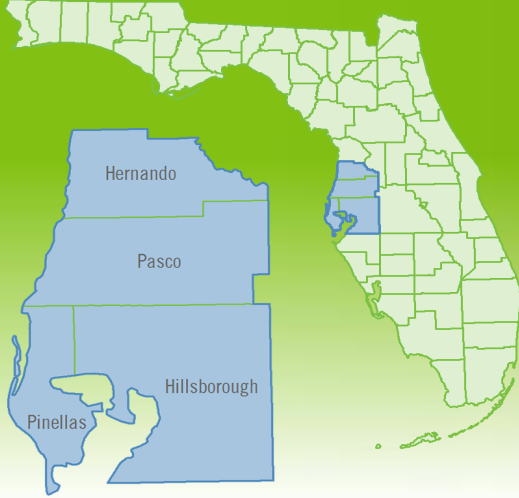
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	0.0%
\$50,000 - \$99,999	8	-33.3%
\$100,000 - \$149,999	37	164.3%
\$150,000 - \$199,999	173	121.8%
\$200,000 - \$249,999	493	64.3%
\$250,000 - \$299,999	1,002	67.0%
\$300,000 - \$399,999	2,951	32.9%
\$400,000 - \$599,999	3,514	24.0%
\$600,000 - \$999,999	1,887	25.7%
\$1,000,000 or more	1,095	8.8%



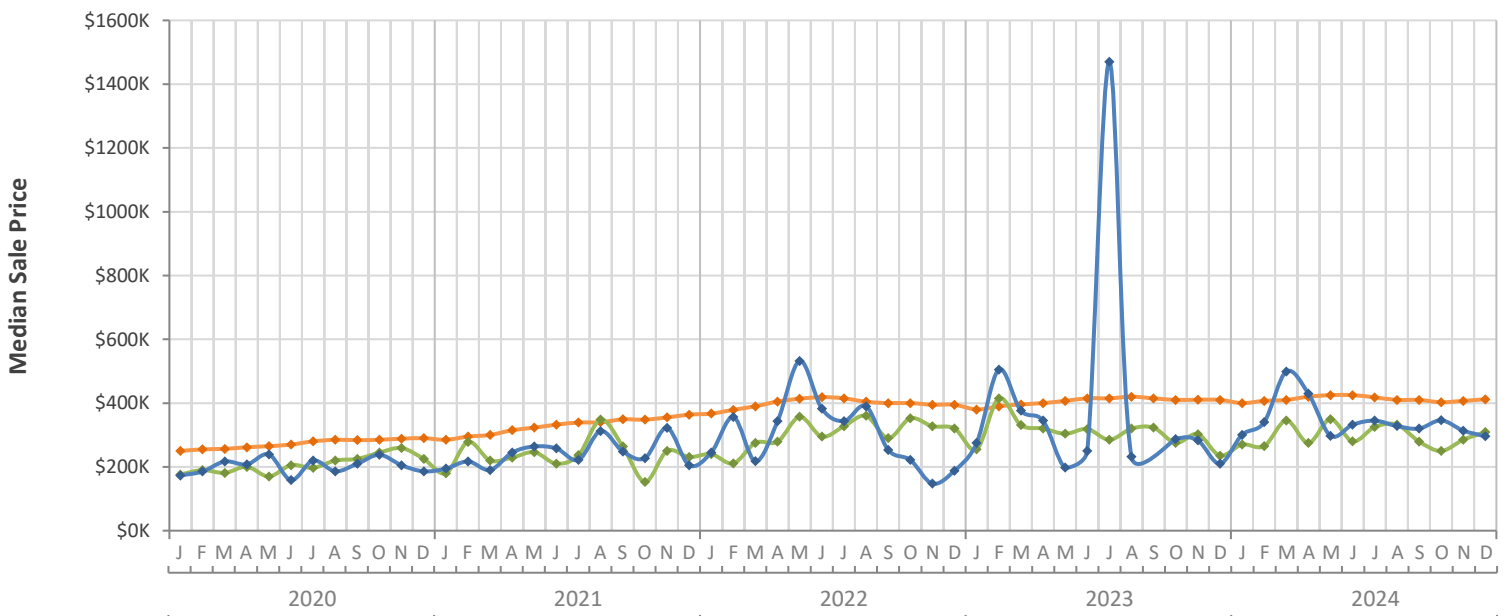
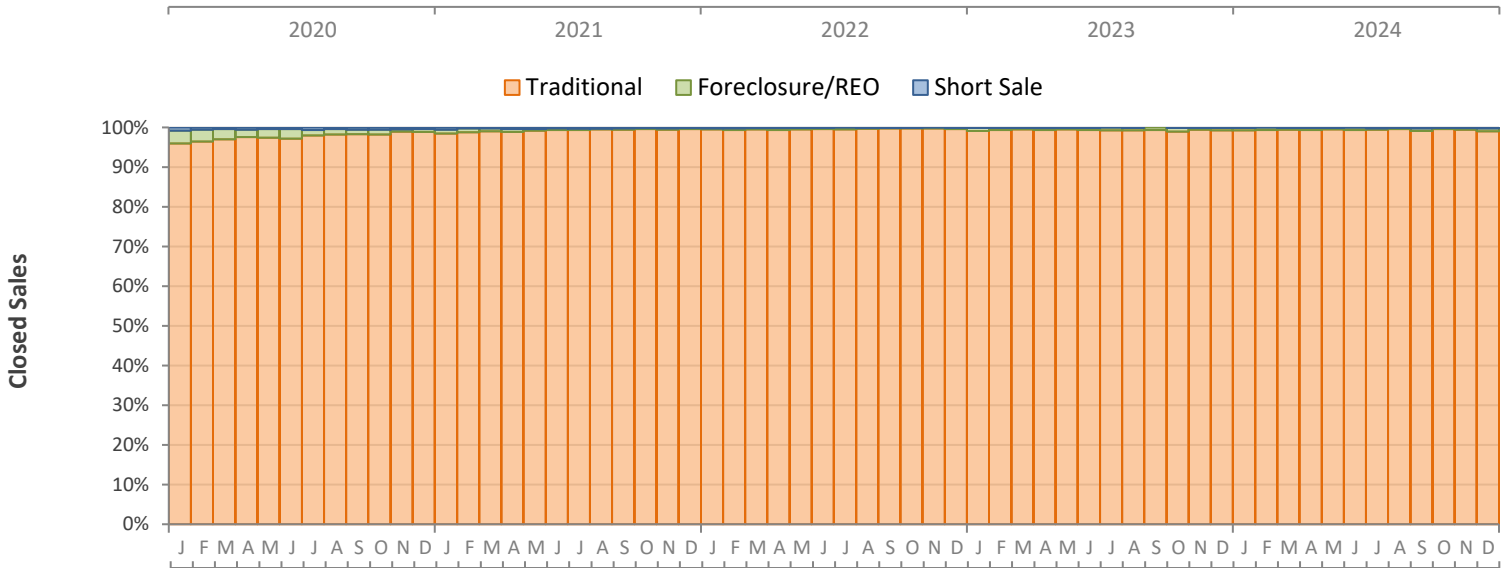
# Monthly Distressed Market - December 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



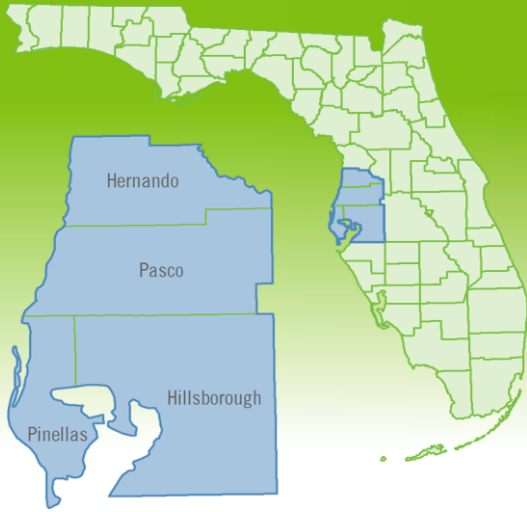
		December 2024	December 2023	Percent Change Year-over-Year
Traditional	Closed Sales	3,321	2,752	20.7%
	Median Sale Price	\$412,000	\$410,000	0.5%
Foreclosure/REO	Closed Sales	25	19	31.6%
	Median Sale Price	\$309,000	\$235,500	31.2%
Short Sale	Closed Sales	8	2	300.0%
	Median Sale Price	\$296,000	\$210,000	41.0%



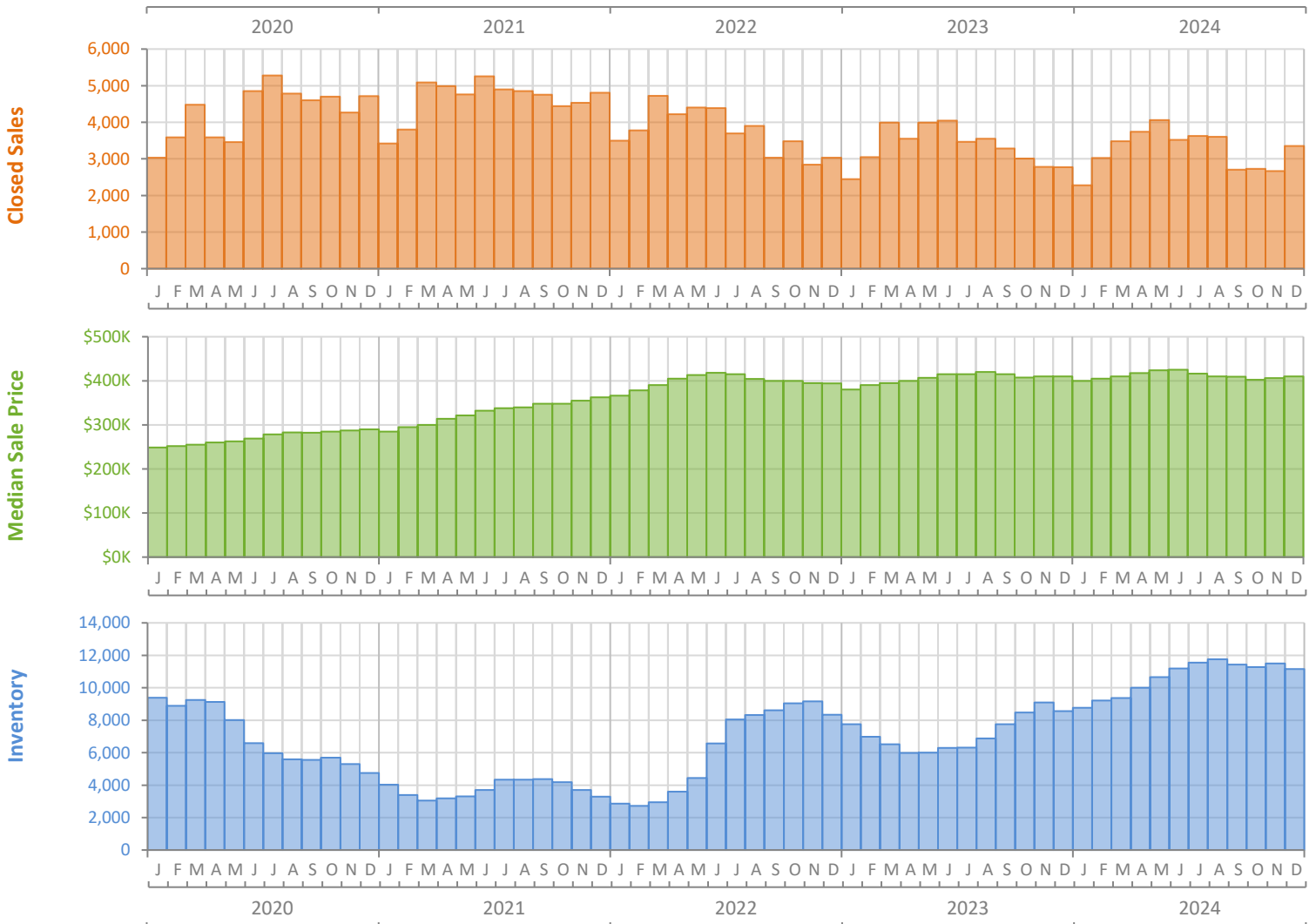
# Monthly Market Summary - December 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



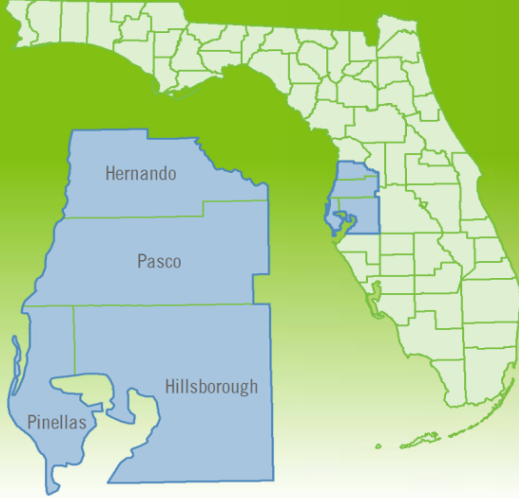
	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	3,354	2,773	21.0%
Paid in Cash	905	768	17.8%
Median Sale Price	\$410,000	\$410,000	0.0%
Average Sale Price	\$510,130	\$524,747	-2.8%
Dollar Volume	\$1.7 Billion	\$1.5 Billion	17.6%
Med. Pct. of Orig. List Price Received	96.0%	96.9%	-0.9%
Median Time to Contract	41 Days	27 Days	51.9%
Median Time to Sale	82 Days	69 Days	18.8%
New Pending Sales	2,696	2,463	9.5%
New Listings	3,335	2,723	22.5%
Pending Inventory	3,148	3,414	-7.8%
Inventory (Active Listings)	11,162	8,568	30.3%
Months Supply of Inventory	3.5	2.6	34.6%



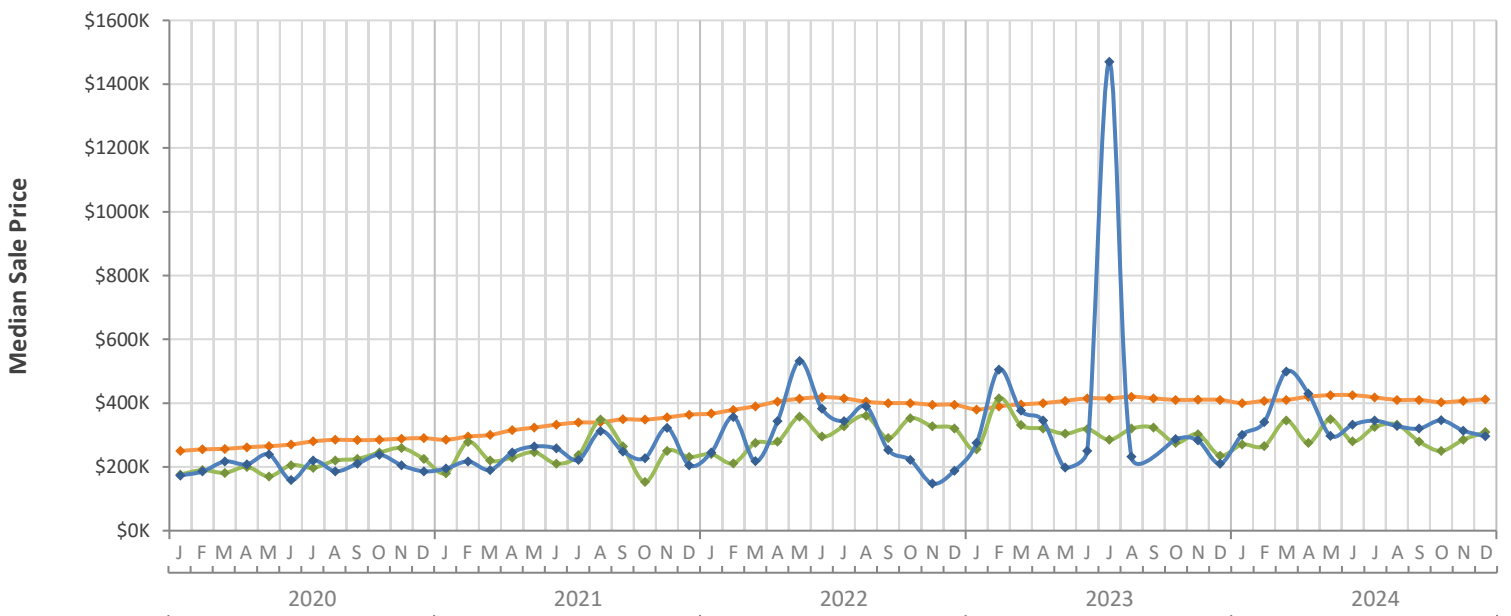
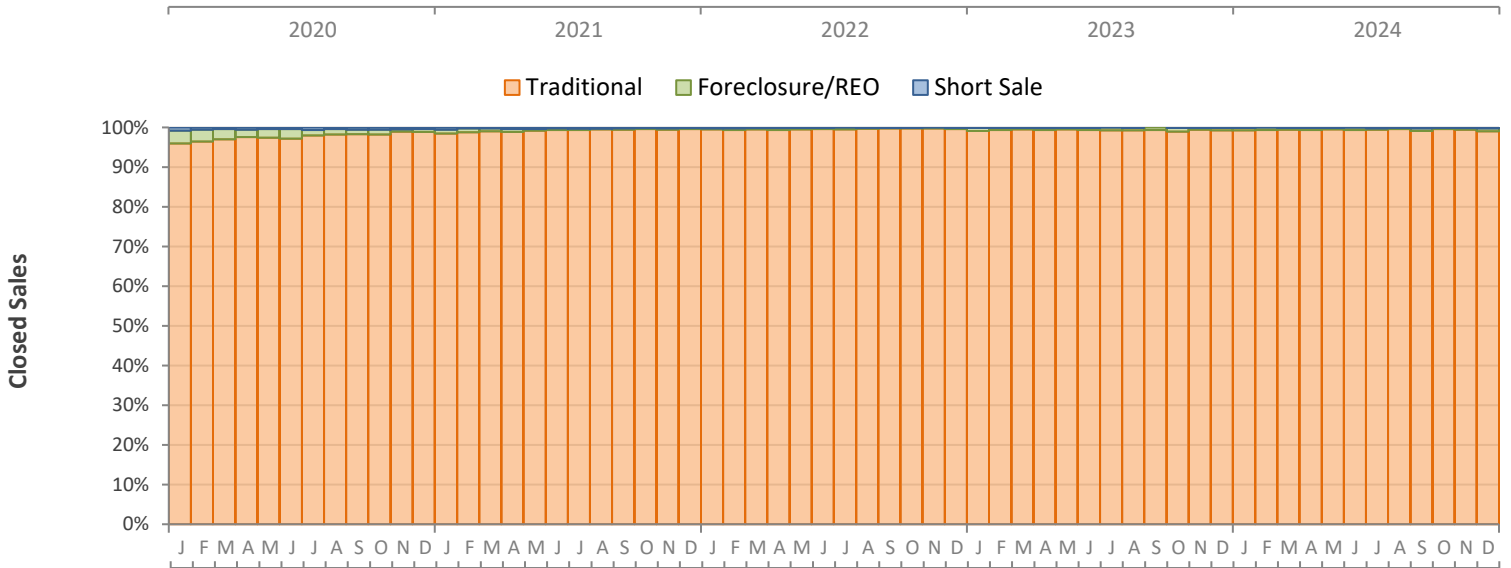
# Monthly Distressed Market - December 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



		December 2024	December 2023	Percent Change Year-over-Year
Traditional	Closed Sales	3,321	2,752	20.7%
	Median Sale Price	\$412,000	\$410,000	0.5%
Foreclosure/REO	Closed Sales	25	19	31.6%
	Median Sale Price	\$309,000	\$235,500	31.2%
Short Sale	Closed Sales	8	2	300.0%
	Median Sale Price	\$296,000	\$210,000	41.0%



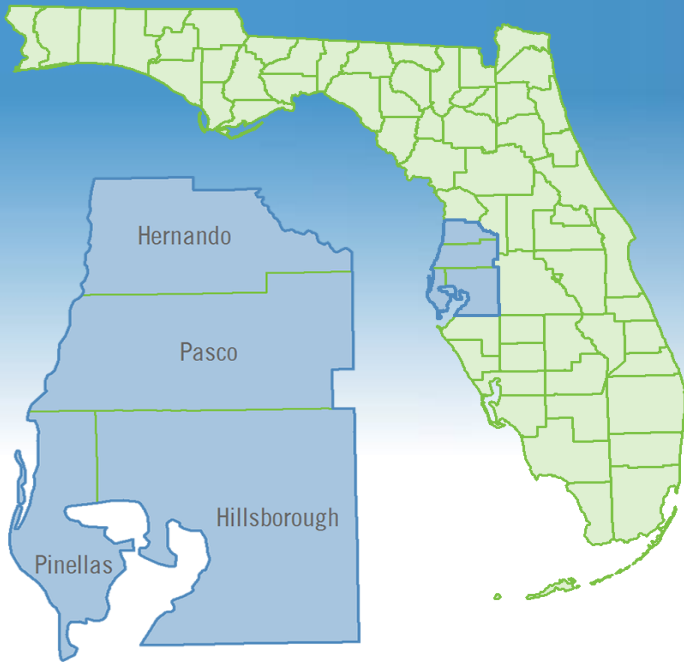
Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Friday, January 24, 2025. Next data release is Friday, February 21, 2025.



# Monthly Market Detail - December 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA



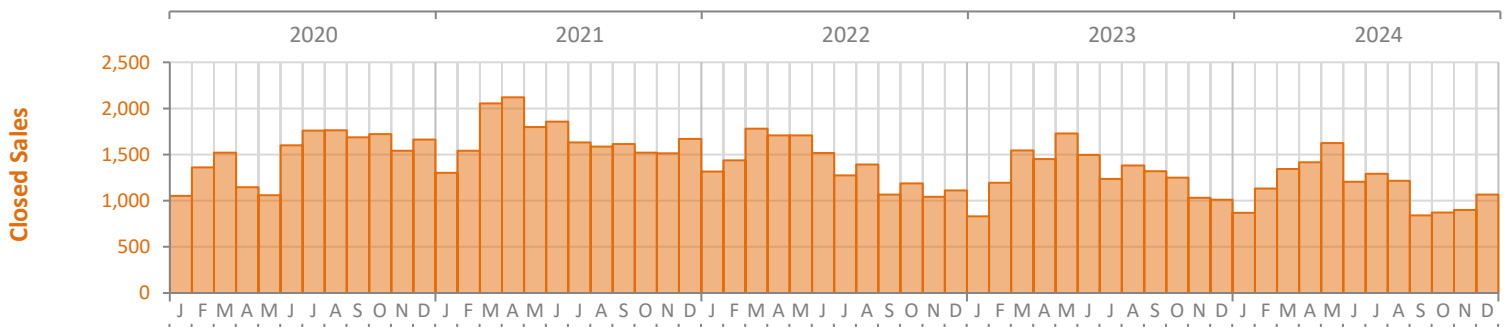
Summary Statistics	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	1,067	1,012	5.4%
Paid in Cash	478	483	-1.0%
Median Sale Price	\$285,450	\$305,000	-6.4%
Average Sale Price	\$395,395	\$430,432	-8.1%
Dollar Volume	\$421.9 Million	\$435.6 Million	-3.1%
Median Percent of Original List Price Received	94.5%	95.6%	-1.2%
Median Time to Contract	61 Days	31 Days	96.8%
Median Time to Sale	103 Days	74 Days	39.2%
New Pending Sales	816	876	-6.8%
New Listings	1,288	1,163	10.7%
Pending Inventory	1,059	1,505	-29.6%
Inventory (Active Listings)	5,765	4,554	26.6%
Months Supply of Inventory	5.0	3.5	42.9%

## 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	13,778	-11.0%
<b>December 2024</b>	<b>1,067</b>	<b>5.4%</b>
November 2024	900	-12.7%
October 2024	872	-30.2%
September 2024	841	-36.3%
August 2024	1,215	-12.0%
July 2024	1,291	4.5%
June 2024	1,206	-19.3%
May 2024	1,626	-6.0%
April 2024	1,417	-2.4%
March 2024	1,343	-13.1%
February 2024	1,132	-5.2%
January 2024	868	4.5%
December 2023	1,012	-9.0%

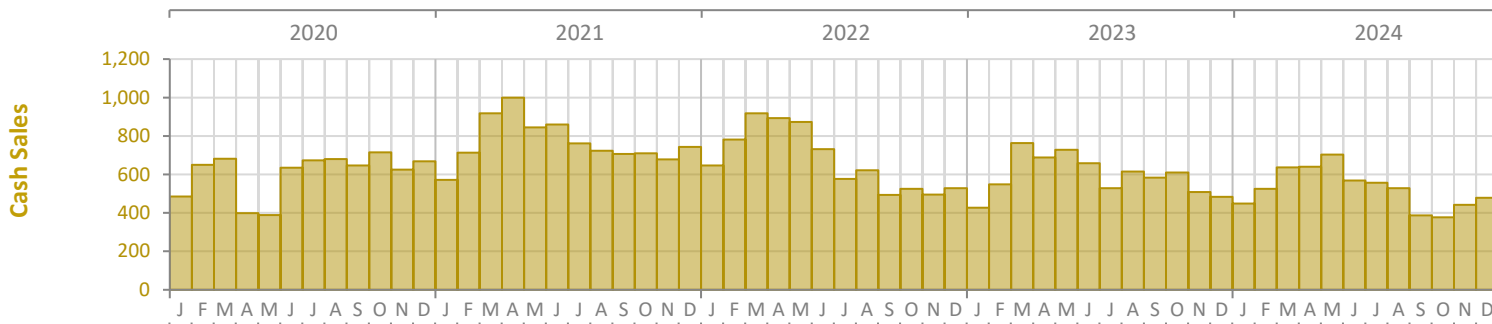


## Cash Sales

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	6,292	-11.9%
<b>December 2024</b>	<b>478</b>	<b>-1.0%</b>
November 2024	442	-13.2%
October 2024	377	-38.2%
September 2024	387	-33.7%
August 2024	529	-14.0%
July 2024	557	5.5%
June 2024	568	-13.8%
May 2024	704	-3.4%
April 2024	640	-7.0%
March 2024	636	-16.8%
February 2024	526	-4.0%
January 2024	448	4.9%
December 2023	483	-8.7%

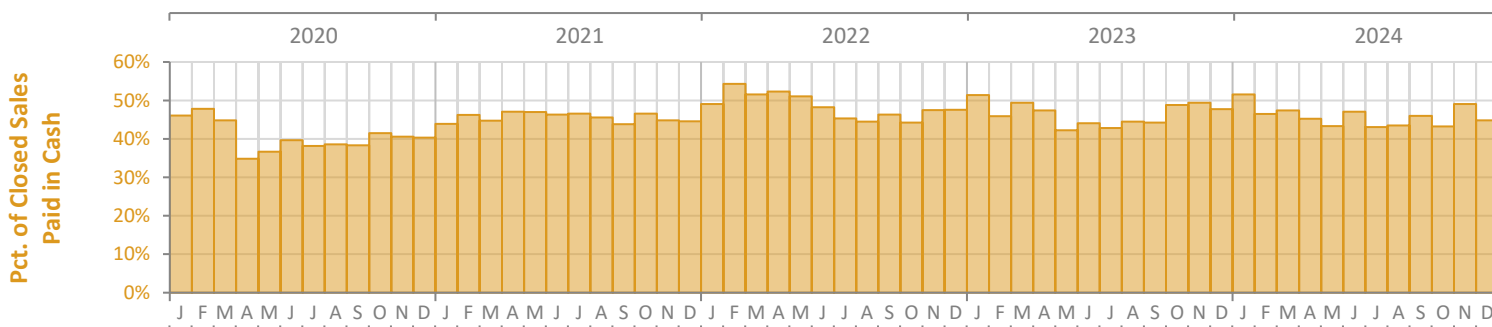


## Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	45.7%	-1.1%
<b>December 2024</b>	<b>44.8%</b>	<b>-6.1%</b>
November 2024	49.1%	-0.6%
October 2024	43.2%	-11.5%
September 2024	46.0%	4.1%
August 2024	43.5%	-2.2%
July 2024	43.1%	0.7%
June 2024	47.1%	6.8%
May 2024	43.3%	2.6%
April 2024	45.2%	-4.6%
March 2024	47.4%	-4.0%
February 2024	46.5%	1.3%
January 2024	51.6%	0.4%
December 2023	47.7%	0.2%

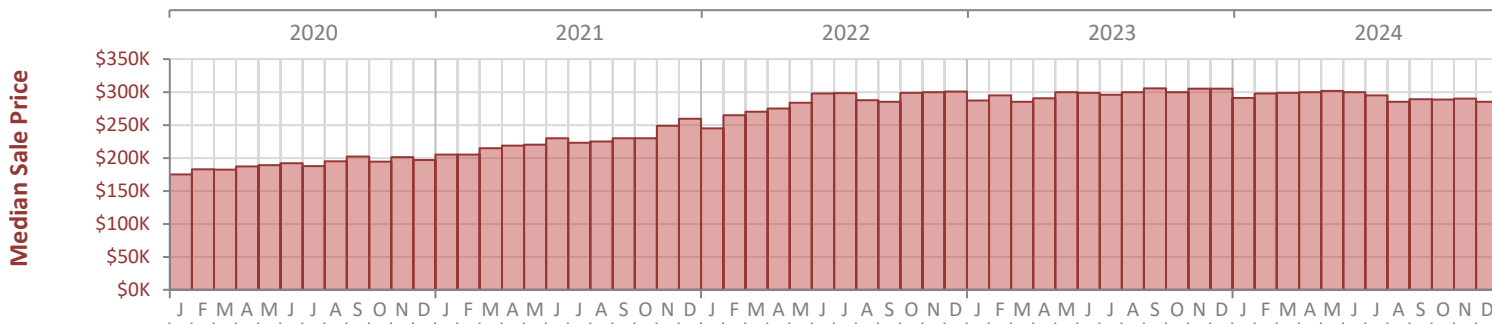


## Median Sale Price

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	\$295,000	-1.3%
<b>December 2024</b>	<b>\$285,450</b>	<b>-6.4%</b>
November 2024	\$289,900	-4.9%
October 2024	\$288,445	-3.9%
September 2024	\$289,000	-5.5%
August 2024	\$285,000	-5.0%
July 2024	\$295,000	-0.3%
June 2024	\$300,000	0.3%
May 2024	\$301,650	0.6%
April 2024	\$299,900	3.1%
March 2024	\$298,990	4.9%
February 2024	\$297,945	1.0%
January 2024	\$291,000	1.4%
December 2023	\$305,000	1.4%

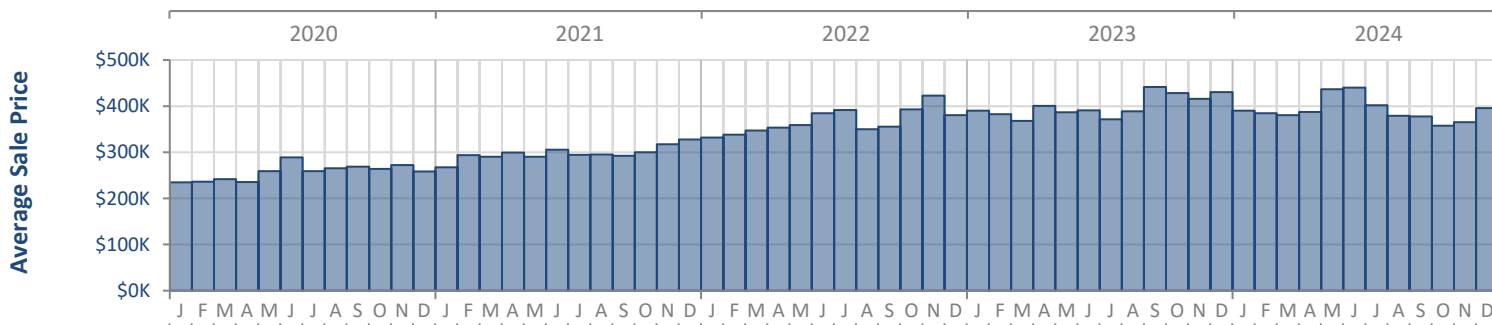


## Average Sale Price

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	\$394,411	-1.0%
<b>December 2024</b>	<b>\$395,395</b>	<b>-8.1%</b>
November 2024	\$365,365	-12.1%
October 2024	\$357,347	-16.6%
September 2024	\$377,917	-14.4%
August 2024	\$379,166	-2.5%
July 2024	\$401,729	8.2%
June 2024	\$440,321	12.6%
May 2024	\$436,323	12.9%
April 2024	\$387,664	-3.2%
March 2024	\$380,490	3.4%
February 2024	\$384,635	0.5%
January 2024	\$389,993	0.0%
December 2023	\$430,432	13.1%



# Monthly Market Detail - December 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA

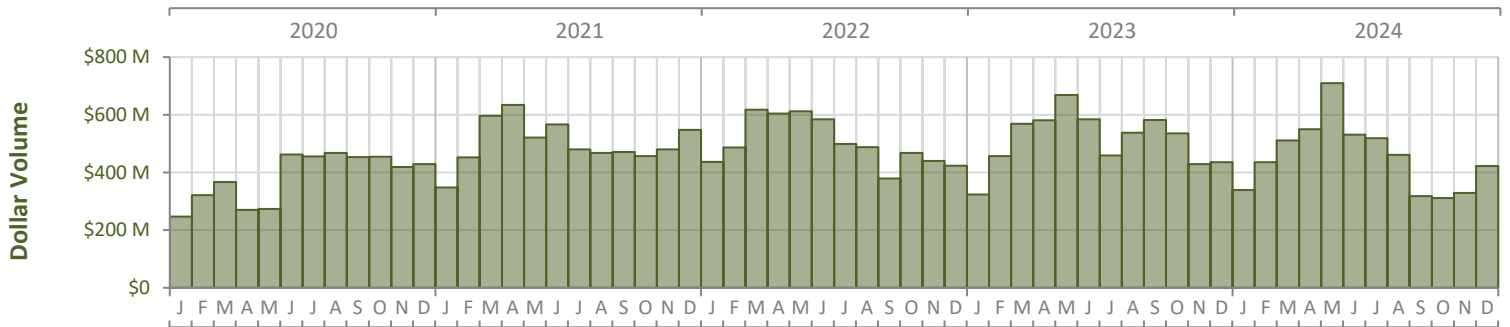


## Dollar Volume

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	\$5.4 Billion	-11.8%
<b>December 2024</b>	<b>\$421.9 Million</b>	<b>-3.1%</b>
November 2024	\$328.8 Million	-23.3%
October 2024	\$311.6 Million	-41.8%
September 2024	\$317.8 Million	-45.4%
August 2024	\$460.7 Million	-14.3%
July 2024	\$518.6 Million	13.1%
June 2024	\$531.0 Million	-9.2%
May 2024	\$709.5 Million	6.1%
April 2024	\$549.3 Million	-5.5%
March 2024	\$511.0 Million	-10.1%
February 2024	\$435.4 Million	-4.7%
January 2024	\$338.5 Million	4.5%
December 2023	\$435.6 Million	3.0%

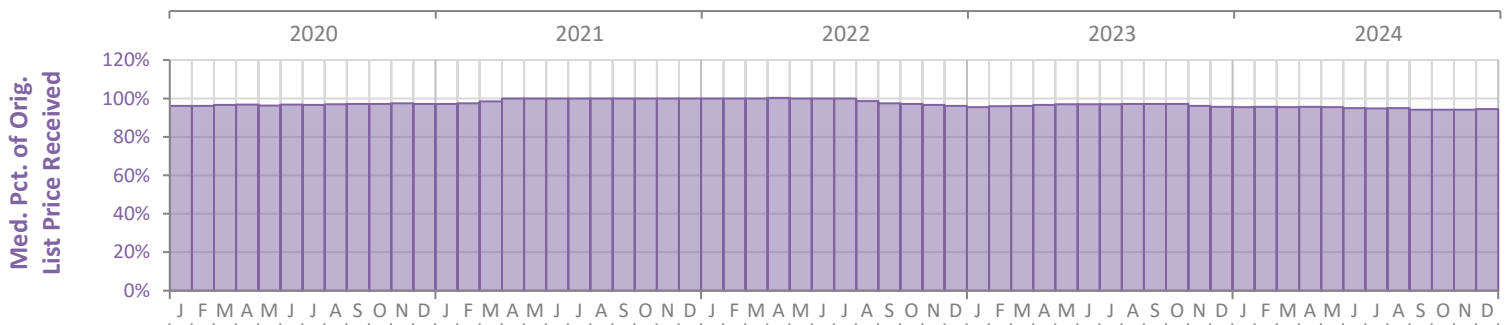


## Median Percent of Original List Price Received

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	95.1%	-1.7%
<b>December 2024</b>	<b>94.5%</b>	<b>-1.2%</b>
November 2024	94.2%	-2.1%
October 2024	94.2%	-3.0%
September 2024	94.1%	-3.1%
August 2024	94.9%	-2.4%
July 2024	94.8%	-2.3%
June 2024	95.0%	-2.0%
May 2024	95.5%	-1.5%
April 2024	95.6%	-1.0%
March 2024	95.5%	-0.6%
February 2024	95.6%	-0.3%
January 2024	95.4%	-0.1%
December 2023	95.6%	-0.5%

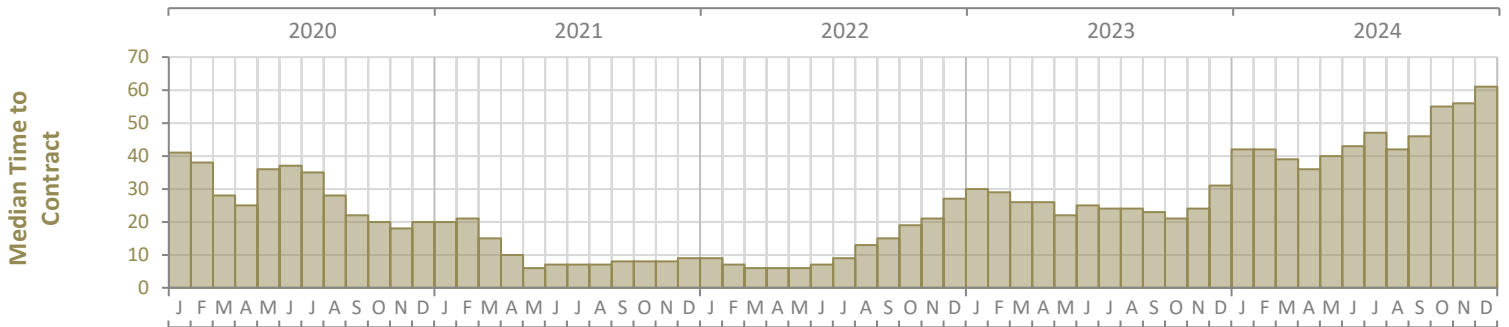


## Median Time to Contract

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	80.8%
<b>December 2024</b>	<b>61 Days</b>	<b>96.8%</b>
November 2024	56 Days	133.3%
October 2024	55 Days	161.9%
September 2024	46 Days	100.0%
August 2024	42 Days	75.0%
July 2024	47 Days	95.8%
June 2024	43 Days	72.0%
May 2024	40 Days	81.8%
April 2024	36 Days	38.5%
March 2024	39 Days	50.0%
February 2024	42 Days	44.8%
January 2024	42 Days	40.0%
December 2023	31 Days	14.8%

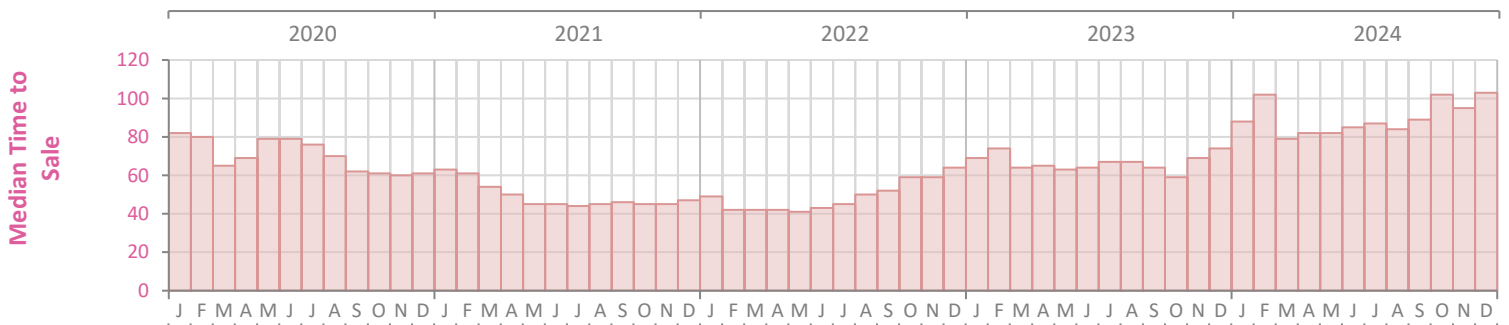


## Median Time to Sale

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	91 Days	33.8%
<b>December 2024</b>	<b>103 Days</b>	<b>39.2%</b>
November 2024	95 Days	37.7%
October 2024	102 Days	72.9%
September 2024	89 Days	39.1%
August 2024	84 Days	25.4%
July 2024	87 Days	29.9%
June 2024	85 Days	32.8%
May 2024	82 Days	30.2%
April 2024	82 Days	26.2%
March 2024	79 Days	23.4%
February 2024	102 Days	37.8%
January 2024	88 Days	27.5%
December 2023	74 Days	15.6%

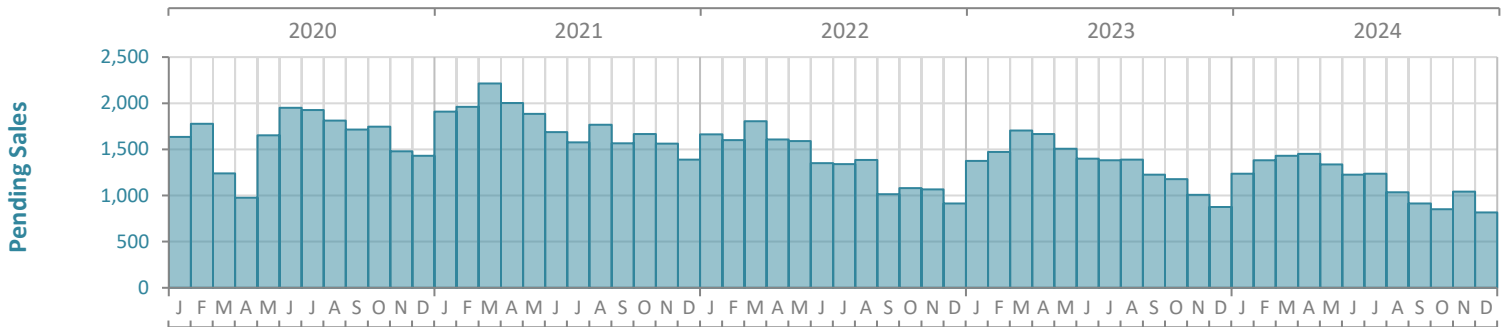


## New Pending Sales

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	13,961	-13.8%
<b>December 2024</b>	<b>816</b>	<b>-6.8%</b>
November 2024	1,042	3.4%
October 2024	853	-27.6%
September 2024	914	-25.5%
August 2024	1,036	-25.4%
July 2024	1,237	-10.6%
June 2024	1,225	-12.6%
May 2024	1,336	-11.3%
April 2024	1,452	-12.9%
March 2024	1,432	-16.0%
February 2024	1,382	-6.1%
January 2024	1,236	-10.1%
December 2023	876	-4.3%

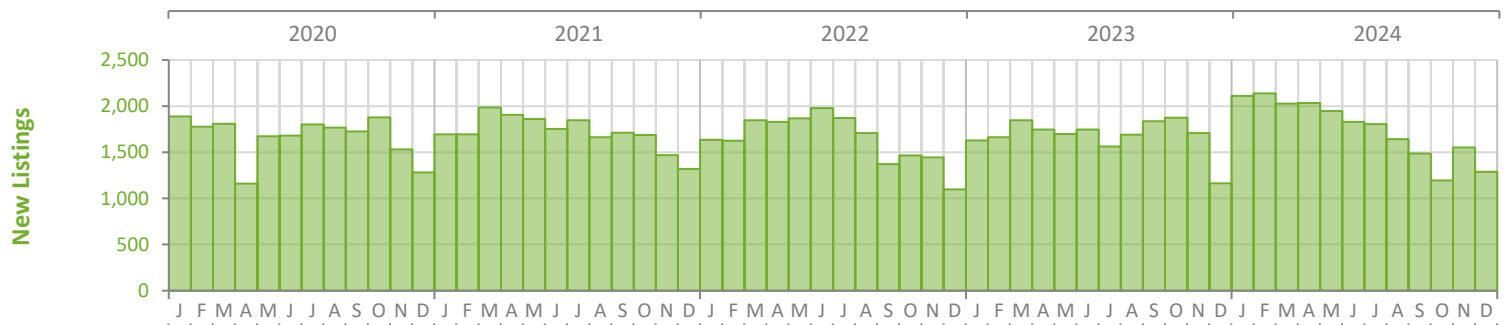


## New Listings

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	21,058	4.4%
<b>December 2024</b>	<b>1,288</b>	<b>10.7%</b>
November 2024	1,553	-9.0%
October 2024	1,195	-36.3%
September 2024	1,487	-19.1%
August 2024	1,643	-2.8%
July 2024	1,806	15.5%
June 2024	1,831	4.9%
May 2024	1,946	14.5%
April 2024	2,034	16.5%
March 2024	2,027	9.9%
February 2024	2,137	28.5%
January 2024	2,111	29.7%
December 2023	1,163	5.9%



# Monthly Market Detail - December 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA

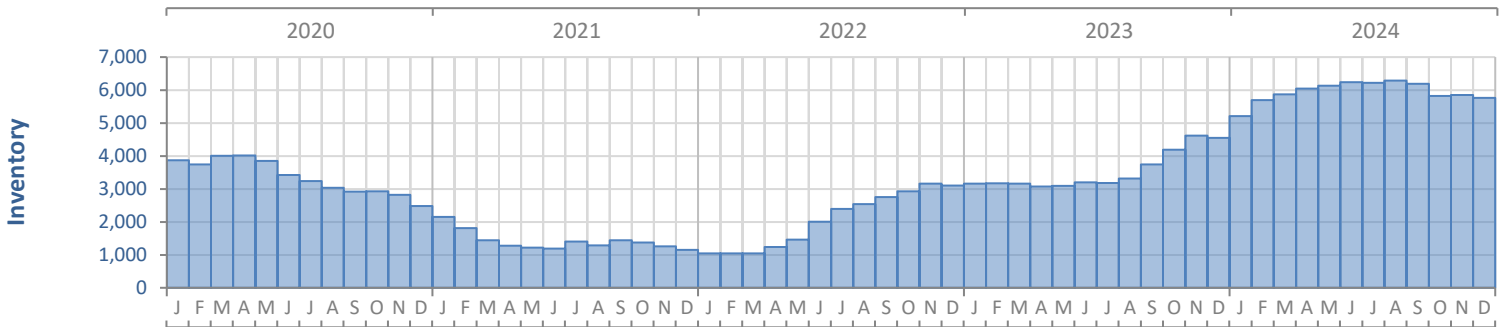


## Inventory (Active Listings)

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)	5,945	68.0%
<b>December 2024</b>	<b>5,765</b>	<b>26.6%</b>
November 2024	5,855	26.7%
October 2024	5,826	39.1%
September 2024	6,191	65.5%
August 2024	6,290	89.5%
July 2024	6,223	95.6%
June 2024	6,234	95.0%
May 2024	6,135	98.7%
April 2024	6,048	96.6%
March 2024	5,865	85.4%
February 2024	5,691	79.7%
January 2024	5,213	64.7%
December 2023	4,554	46.9%

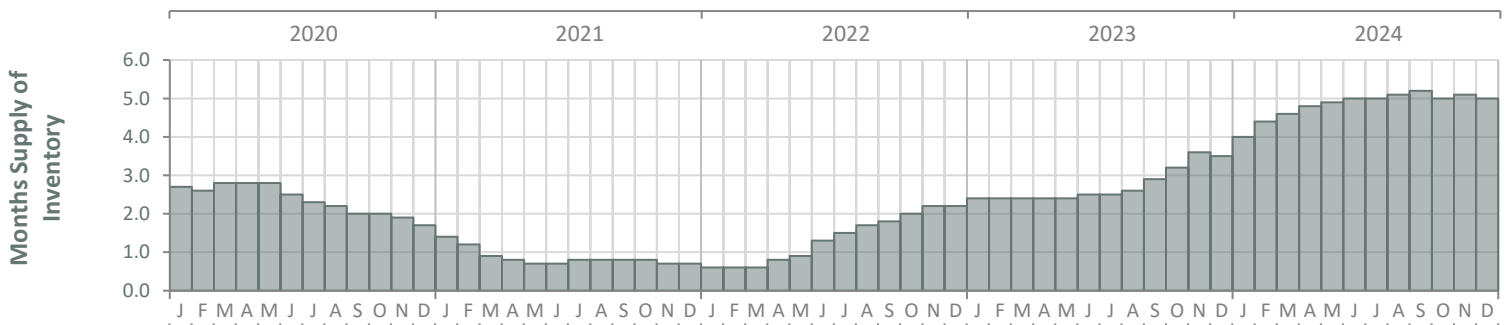


## Months Supply of Inventory

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)	4.8	77.8%
<b>December 2024</b>	<b>5.0</b>	<b>42.9%</b>
November 2024	5.1	41.7%
October 2024	5.0	56.3%
September 2024	5.2	79.3%
August 2024	5.1	96.2%
July 2024	5.0	100.0%
June 2024	5.0	100.0%
May 2024	4.9	104.2%
April 2024	4.8	100.0%
March 2024	4.6	91.7%
February 2024	4.4	83.3%
January 2024	4.0	66.7%
December 2023	3.5	59.1%

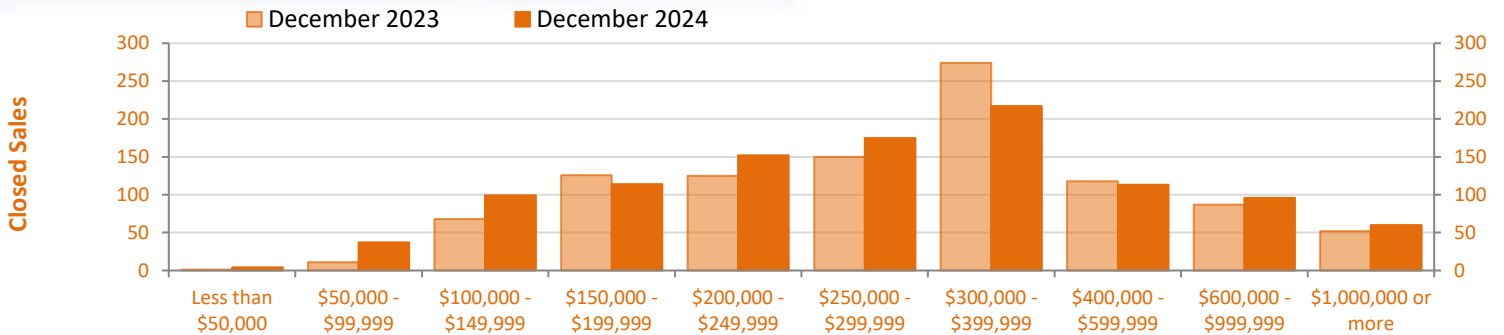


## Closed Sales by Sale Price

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	4	300.0%
\$50,000 - \$99,999	37	236.4%
\$100,000 - \$149,999	99	45.6%
\$150,000 - \$199,999	114	-9.5%
\$200,000 - \$249,999	152	21.6%
\$250,000 - \$299,999	175	16.7%
\$300,000 - \$399,999	217	-20.8%
\$400,000 - \$599,999	113	-4.2%
\$600,000 - \$999,999	96	10.3%
\$1,000,000 or more	60	15.4%

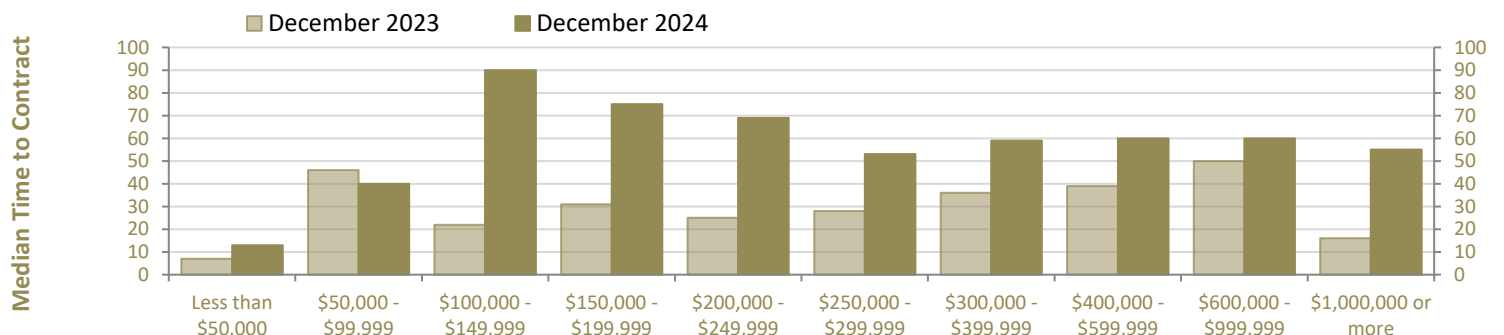


## Median Time to Contract by Sale Price

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	13 Days	85.7%
\$50,000 - \$99,999	40 Days	-13.0%
\$100,000 - \$149,999	90 Days	309.1%
\$150,000 - \$199,999	75 Days	141.9%
\$200,000 - \$249,999	69 Days	176.0%
\$250,000 - \$299,999	53 Days	89.3%
\$300,000 - \$399,999	59 Days	63.9%
\$400,000 - \$599,999	60 Days	53.8%
\$600,000 - \$999,999	60 Days	20.0%
\$1,000,000 or more	55 Days	243.8%





## 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	3	50.0%
\$50,000 - \$99,999	31	342.9%
\$100,000 - \$149,999	99	32.0%
\$150,000 - \$199,999	165	7.8%
\$200,000 - \$249,999	186	22.4%
\$250,000 - \$299,999	199	19.2%
\$300,000 - \$399,999	281	12.9%
\$400,000 - \$599,999	151	3.4%
\$600,000 - \$999,999	123	-6.1%
\$1,000,000 or more	50	-38.3%

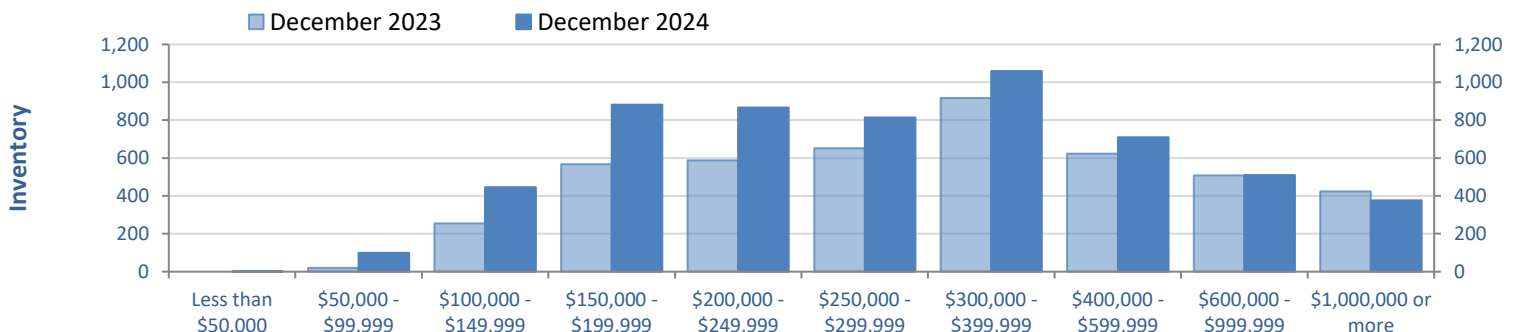


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

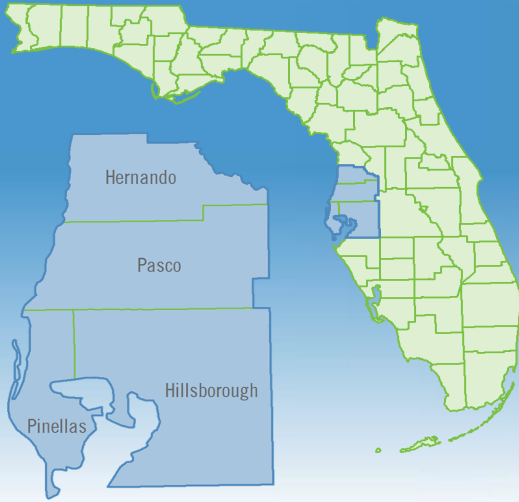
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	N/A
\$50,000 - \$99,999	100	400.0%
\$100,000 - \$149,999	446	74.9%
\$150,000 - \$199,999	881	55.4%
\$200,000 - \$249,999	866	47.5%
\$250,000 - \$299,999	815	25.0%
\$300,000 - \$399,999	1,059	15.5%
\$400,000 - \$599,999	710	13.8%
\$600,000 - \$999,999	510	0.4%
\$1,000,000 or more	376	-11.3%



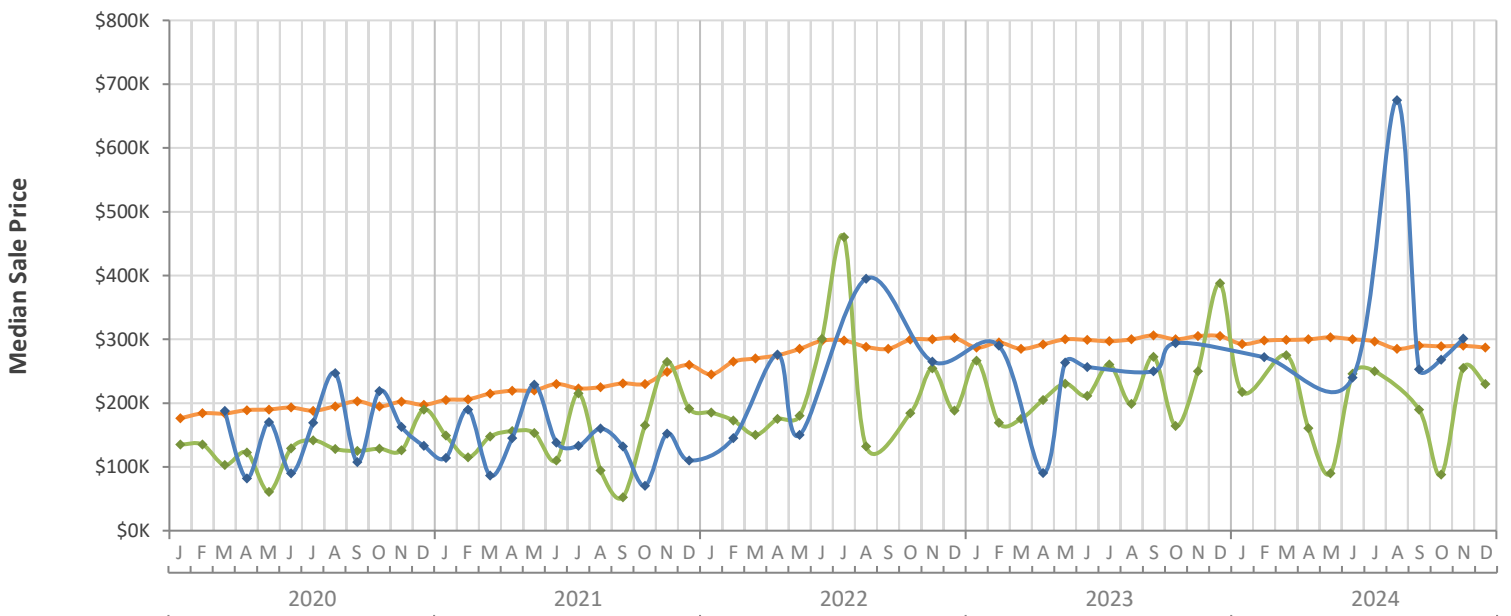
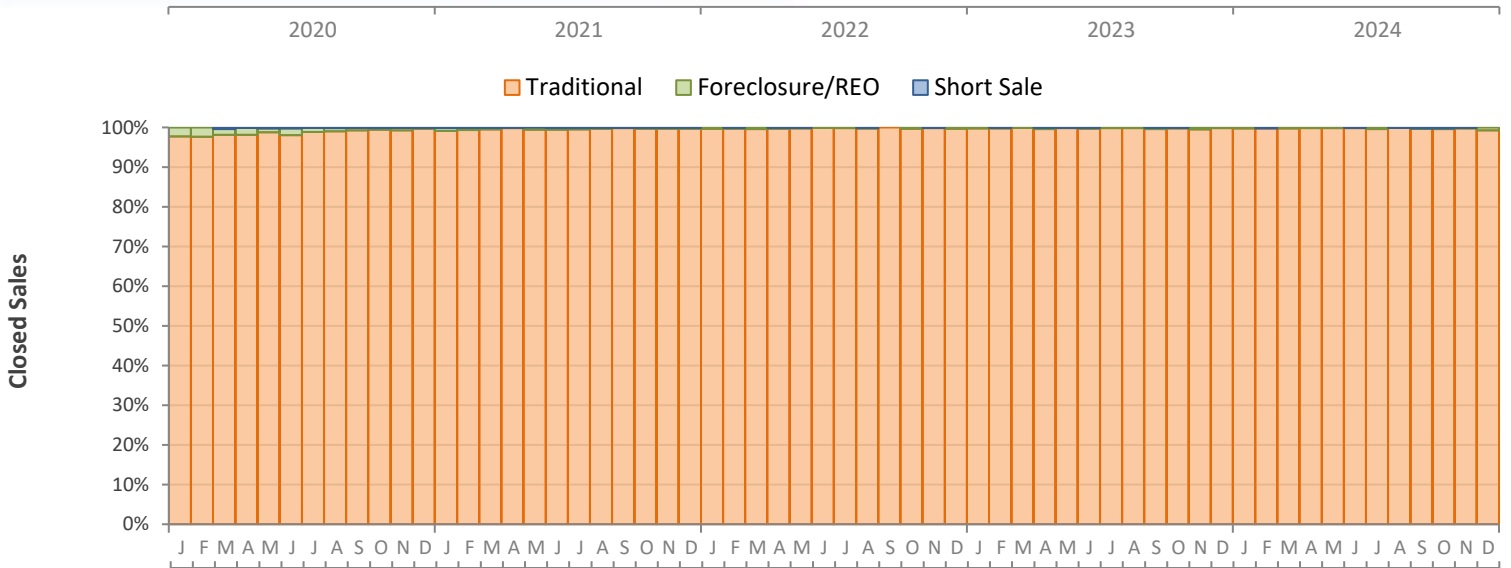
# Monthly Distressed Market - December 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA



		December 2024	December 2023	Percent Change Year-over-Year
Traditional	Closed Sales	1,059	1,010	4.9%
	Median Sale Price	\$286,950	\$305,000	-5.9%
Foreclosure/REO	Closed Sales	8	2	300.0%
	Median Sale Price	\$230,000	\$387,700	-40.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



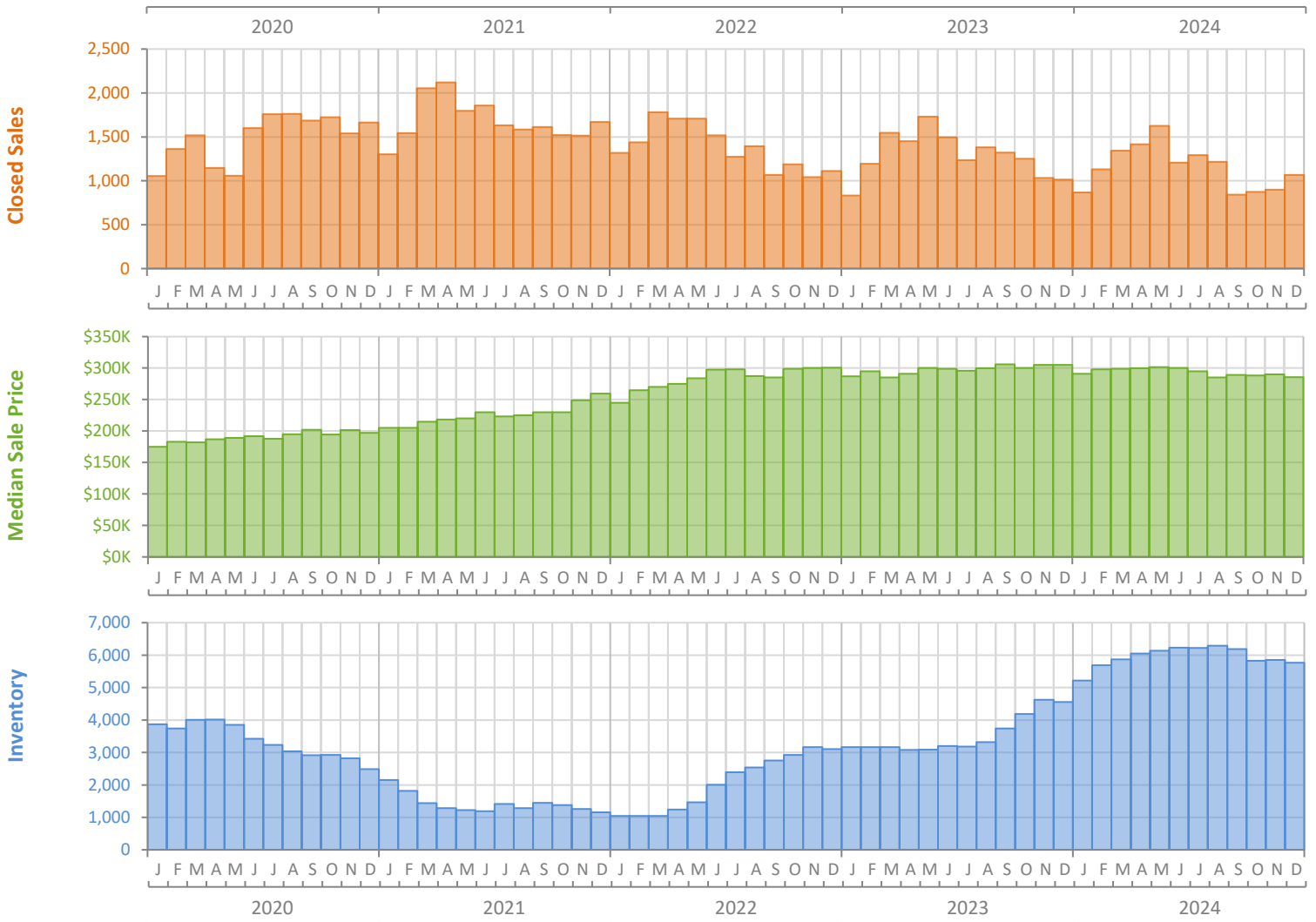
# Monthly Market Summary - December 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA



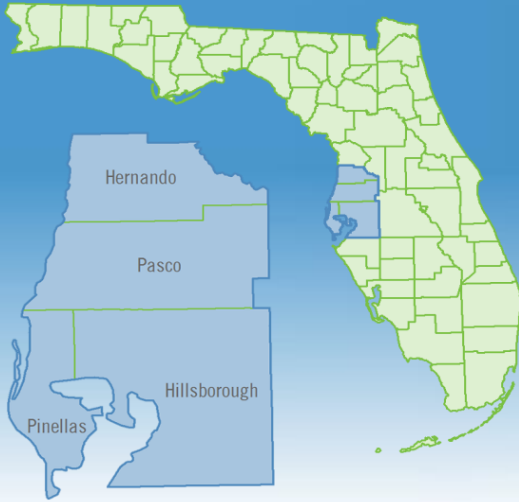
	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	1,067	1,012	5.4%
Paid in Cash	478	483	-1.0%
Median Sale Price	\$285,450	\$305,000	-6.4%
Average Sale Price	\$395,395	\$430,432	-8.1%
Dollar Volume	\$421.9 Million	\$435.6 Million	-3.1%
Med. Pct. of Orig. List Price Received	94.5%	95.6%	-1.2%
Median Time to Contract	61 Days	31 Days	96.8%
Median Time to Sale	103 Days	74 Days	39.2%
New Pending Sales	816	876	-6.8%
New Listings	1,288	1,163	10.7%
Pending Inventory	1,059	1,505	-29.6%
Inventory (Active Listings)	5,765	4,554	26.6%
Months Supply of Inventory	5.0	3.5	42.9%



# Monthly Distressed Market - December 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA



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