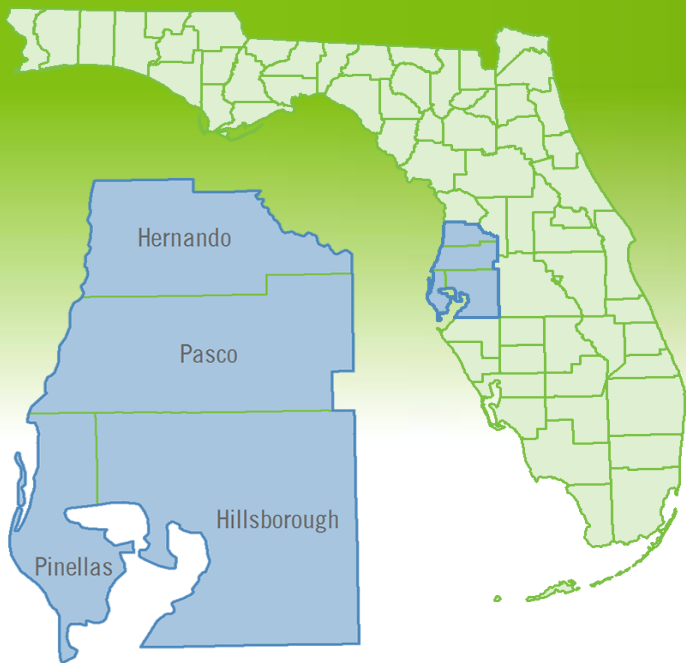


# Monthly Market Detail - January 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



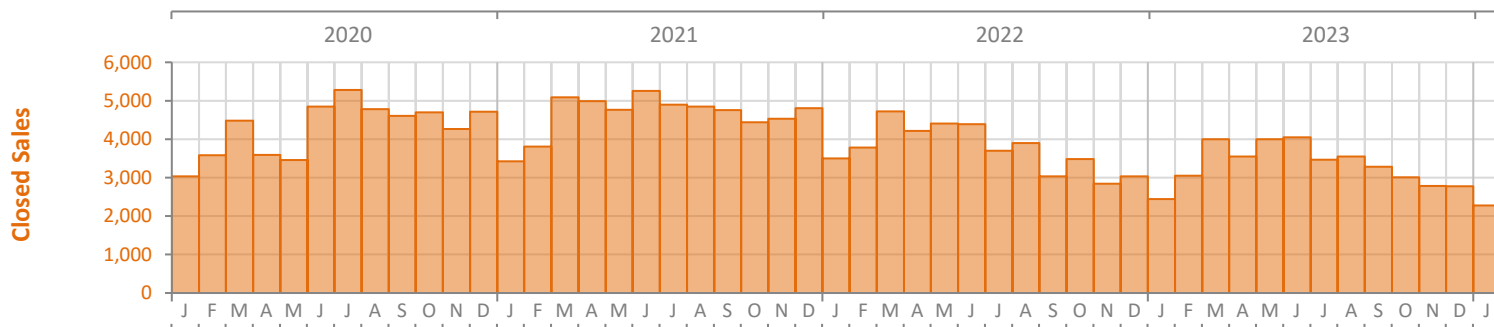
Summary Statistics	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	2,278	2,446	-6.9%
Paid in Cash	652	578	12.8%
Median Sale Price	\$400,000	\$380,000	5.3%
Average Sale Price	\$505,272	\$472,436	7.0%
Dollar Volume	\$1.2 Billion	\$1.2 Billion	-0.4%
Median Percent of Original List Price Received	96.3%	94.9%	1.5%
Median Time to Contract	35 Days	35 Days	0.0%
Median Time to Sale	81 Days	83 Days	-2.4%
New Pending Sales	3,384	3,661	-7.6%
New Listings	4,143	3,659	13.2%
Pending Inventory	4,400	4,961	-11.3%
Inventory (Active Listings)	8,772	7,759	13.1%
Months Supply of Inventory	2.6	2.1	23.8%

## 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	2,278	-6.9%
<b>January 2024</b>	<b>2,278</b>	<b>-6.9%</b>
December 2023	2,773	-8.6%
November 2023	2,782	-2.0%
October 2023	3,012	-13.5%
September 2023	3,285	8.3%
August 2023	3,548	-9.1%
July 2023	3,470	-6.1%
June 2023	4,047	-7.8%
May 2023	3,996	-9.3%
April 2023	3,550	-15.9%
March 2023	3,996	-15.4%
February 2023	3,048	-19.4%
January 2023	2,446	-30.1%



# Monthly Market Detail - January 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA

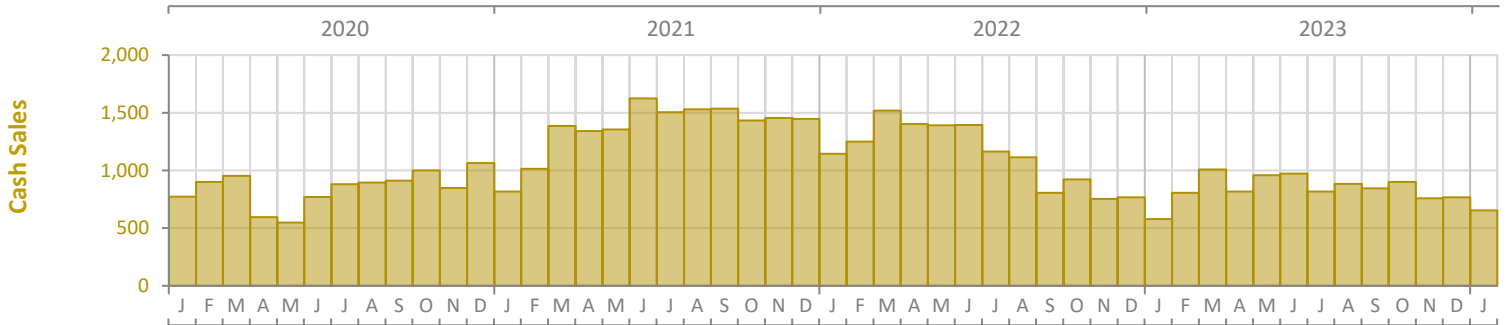


## Cash Sales

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	652	12.8%
<b>January 2024</b>	<b>652</b>	<b>12.8%</b>
December 2023	768	0.0%
November 2023	758	0.7%
October 2023	901	-2.4%
September 2023	845	5.0%
August 2023	885	-20.5%
July 2023	817	-29.9%
June 2023	973	-30.2%
May 2023	959	-31.0%
April 2023	817	-41.8%
March 2023	1,008	-33.7%
February 2023	807	-35.5%
January 2023	578	-49.5%

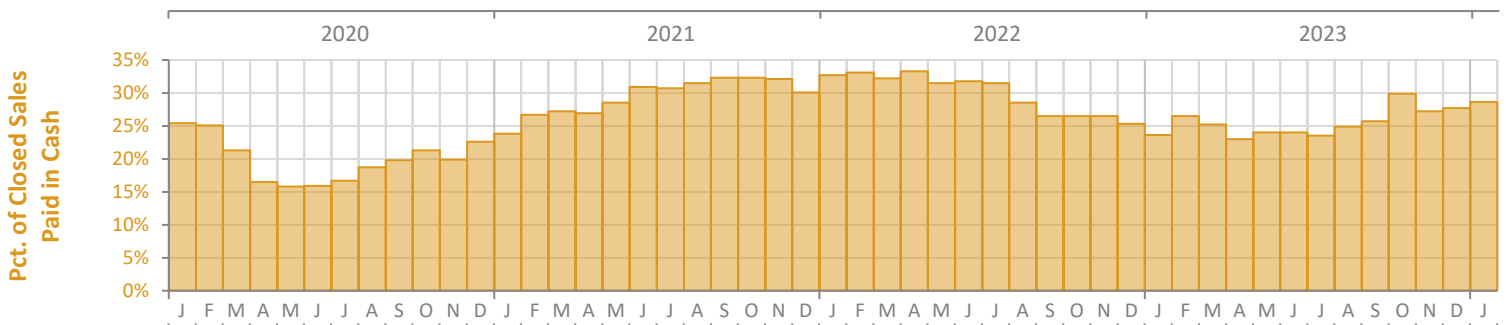


## Cash Sales as a Percentage of Closed Sales

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	28.6%	21.2%
<b>January 2024</b>	<b>28.6%</b>	<b>21.2%</b>
December 2023	27.7%	9.5%
November 2023	27.2%	2.6%
October 2023	29.9%	12.8%
September 2023	25.7%	-3.0%
August 2023	24.9%	-12.6%
July 2023	23.5%	-25.4%
June 2023	24.0%	-24.5%
May 2023	24.0%	-23.8%
April 2023	23.0%	-30.9%
March 2023	25.2%	-21.7%
February 2023	26.5%	-19.9%
January 2023	23.6%	-27.8%



# Monthly Market Detail - January 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA

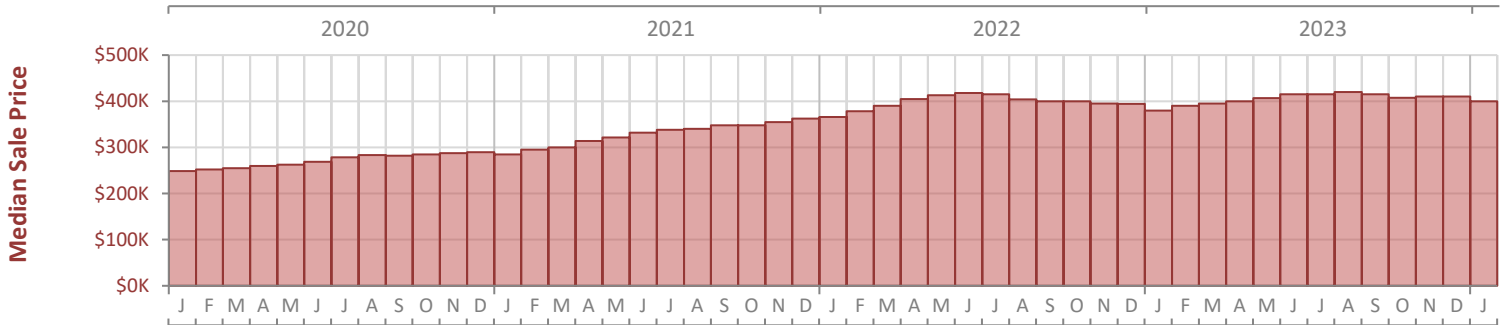


## Median Sale Price

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	\$400,000	5.3%
<b>January 2024</b>	<b>\$400,000</b>	<b>5.3%</b>
December 2023	\$410,000	4.0%
November 2023	\$410,000	3.8%
October 2023	\$407,400	1.9%
September 2023	\$415,000	3.8%
August 2023	\$419,995	4.0%
July 2023	\$415,000	0.0%
June 2023	\$415,000	-0.7%
May 2023	\$406,730	-1.5%
April 2023	\$400,000	-1.2%
March 2023	\$395,000	1.3%
February 2023	\$389,995	3.1%
January 2023	\$380,000	3.8%

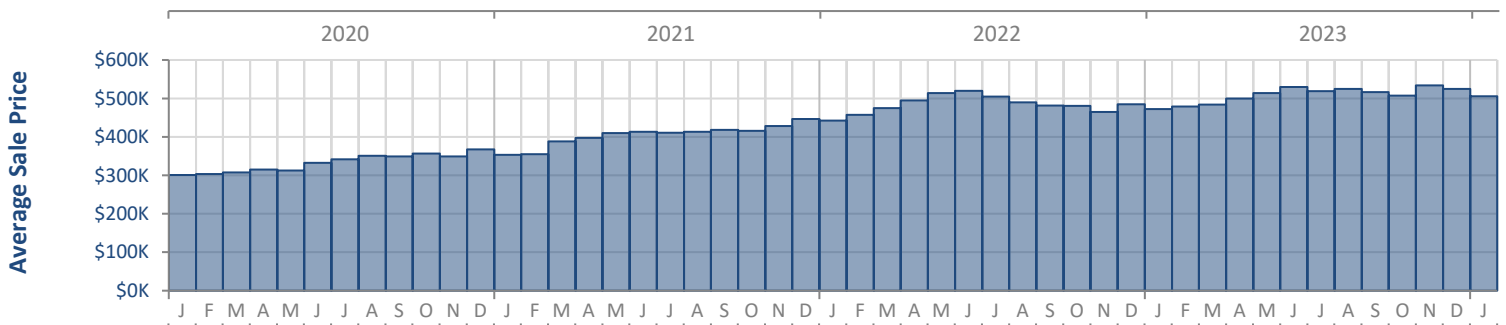


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$505,272	7.0%
<b>January 2024</b>	<b>\$505,272</b>	<b>7.0%</b>
December 2023	\$524,747	8.2%
November 2023	\$534,074	14.8%
October 2023	\$506,944	5.5%
September 2023	\$516,806	7.3%
August 2023	\$524,401	7.1%
July 2023	\$519,157	2.8%
June 2023	\$529,429	1.8%
May 2023	\$513,923	0.0%
April 2023	\$499,414	1.0%
March 2023	\$484,155	2.0%
February 2023	\$478,730	4.8%
January 2023	\$472,436	6.8%



# Monthly Market Detail - January 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA

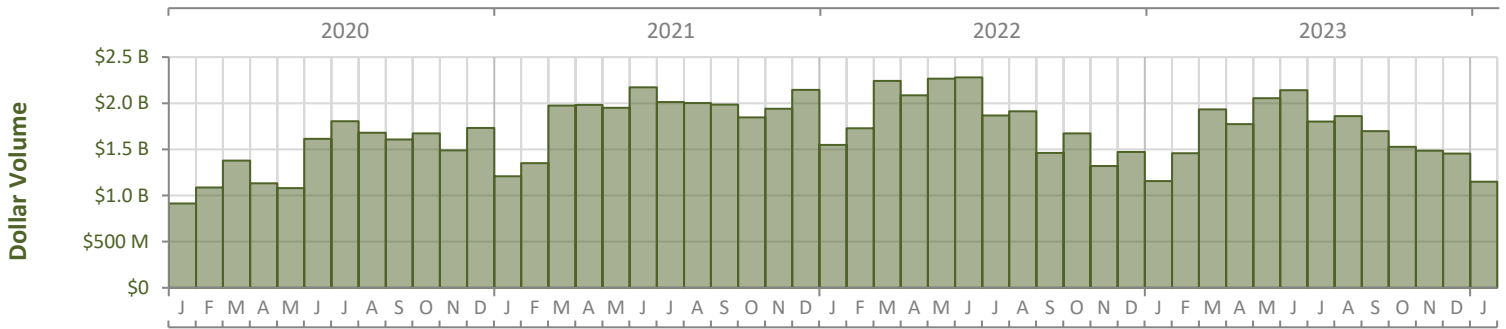


## Dollar Volume

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	\$1.2 Billion	-0.4%
<b>January 2024</b>	<b>\$1.2 Billion</b>	<b>-0.4%</b>
December 2023	\$1.5 Billion	-1.0%
November 2023	\$1.5 Billion	12.5%
October 2023	\$1.5 Billion	-8.8%
September 2023	\$1.7 Billion	16.1%
August 2023	\$1.9 Billion	-2.7%
July 2023	\$1.8 Billion	-3.5%
June 2023	\$2.1 Billion	-6.1%
May 2023	\$2.1 Billion	-9.3%
April 2023	\$1.8 Billion	-15.0%
March 2023	\$1.9 Billion	-13.6%
February 2023	\$1.5 Billion	-15.6%
January 2023	\$1.2 Billion	-25.4%

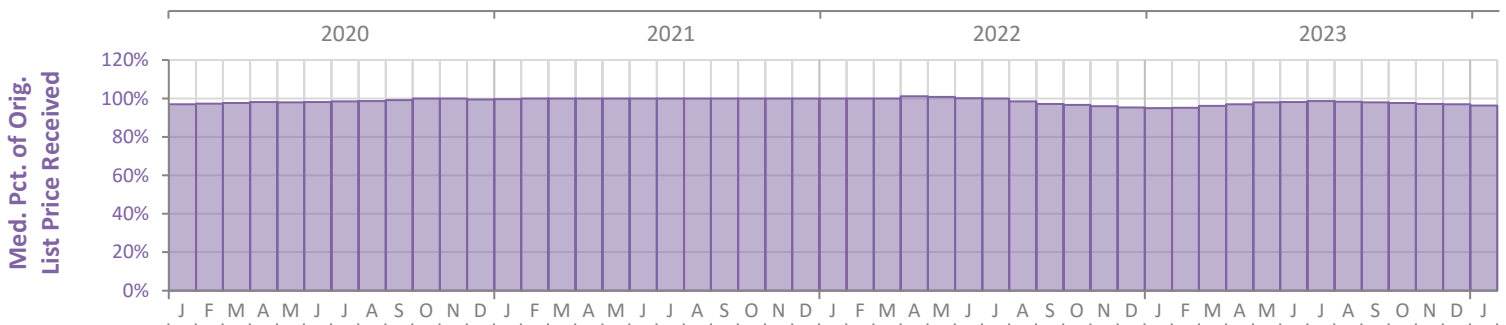


## Median Percent of Original List Price Received

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	96.3%	1.5%
<b>January 2024</b>	<b>96.3%</b>	<b>1.5%</b>
December 2023	96.9%	1.7%
November 2023	97.2%	1.4%
October 2023	97.6%	1.0%
September 2023	97.9%	0.8%
August 2023	98.3%	-0.1%
July 2023	98.7%	-1.3%
June 2023	98.2%	-1.9%
May 2023	97.9%	-2.9%
April 2023	96.9%	-4.2%
March 2023	96.1%	-3.9%
February 2023	95.2%	-4.8%
January 2023	94.9%	-5.1%

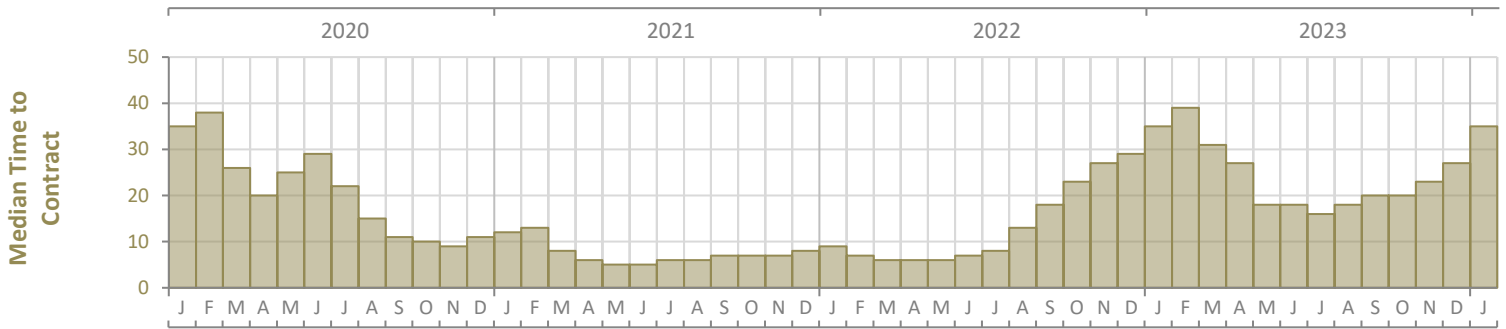


## Median Time to Contract

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	35 Days	0.0%
<b>January 2024</b>	<b>35 Days</b>	<b>0.0%</b>
December 2023	27 Days	-6.9%
November 2023	23 Days	-14.8%
October 2023	20 Days	-13.0%
September 2023	20 Days	11.1%
August 2023	18 Days	38.5%
July 2023	16 Days	100.0%
June 2023	18 Days	157.1%
May 2023	18 Days	200.0%
April 2023	27 Days	350.0%
March 2023	31 Days	416.7%
February 2023	39 Days	457.1%
January 2023	35 Days	288.9%

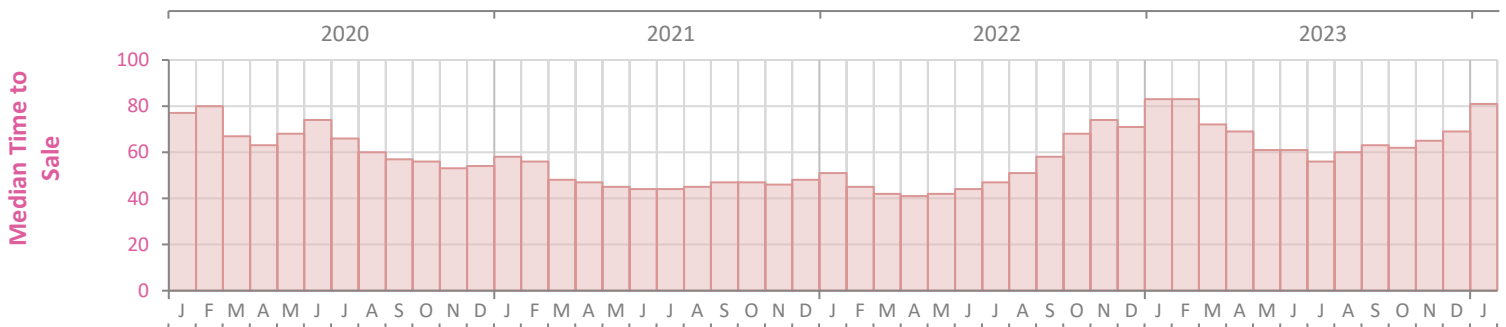


## Median Time to Sale

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	81 Days	-2.4%
<b>January 2024</b>	<b>81 Days</b>	<b>-2.4%</b>
December 2023	69 Days	-2.8%
November 2023	65 Days	-12.2%
October 2023	62 Days	-8.8%
September 2023	63 Days	8.6%
August 2023	60 Days	17.6%
July 2023	56 Days	19.1%
June 2023	61 Days	38.6%
May 2023	61 Days	45.2%
April 2023	69 Days	68.3%
March 2023	72 Days	71.4%
February 2023	83 Days	84.4%
January 2023	83 Days	62.7%





# Monthly Market Detail - January 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA

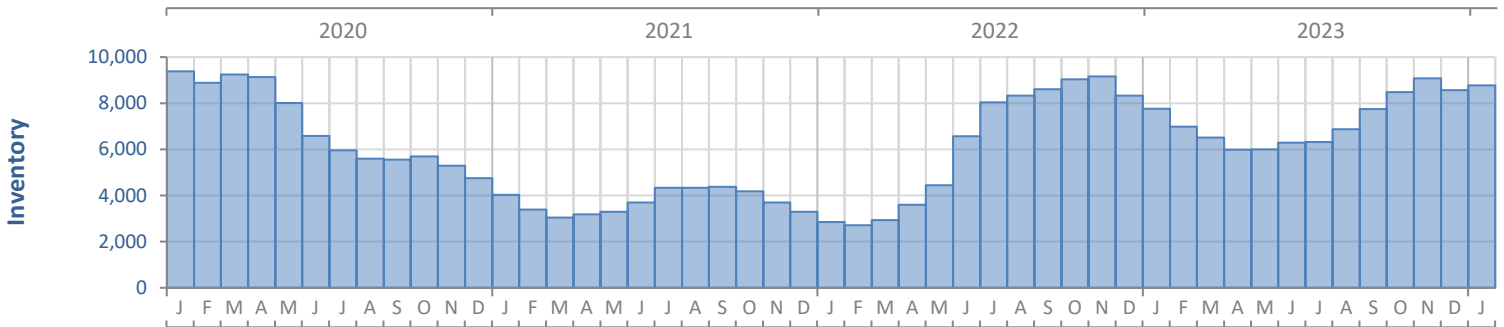


## Inventory (Active Listings)

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)	8,772	13.1%
<b>January 2024</b>	<b>8,772</b>	<b>13.1%</b>
December 2023	8,568	2.9%
November 2023	9,085	-0.8%
October 2023	8,477	-6.2%
September 2023	7,748	-10.0%
August 2023	6,879	-17.4%
July 2023	6,319	-21.4%
June 2023	6,291	-4.3%
May 2023	5,998	35.0%
April 2023	5,984	66.5%
March 2023	6,513	121.8%
February 2023	6,988	157.6%
January 2023	7,759	172.2%

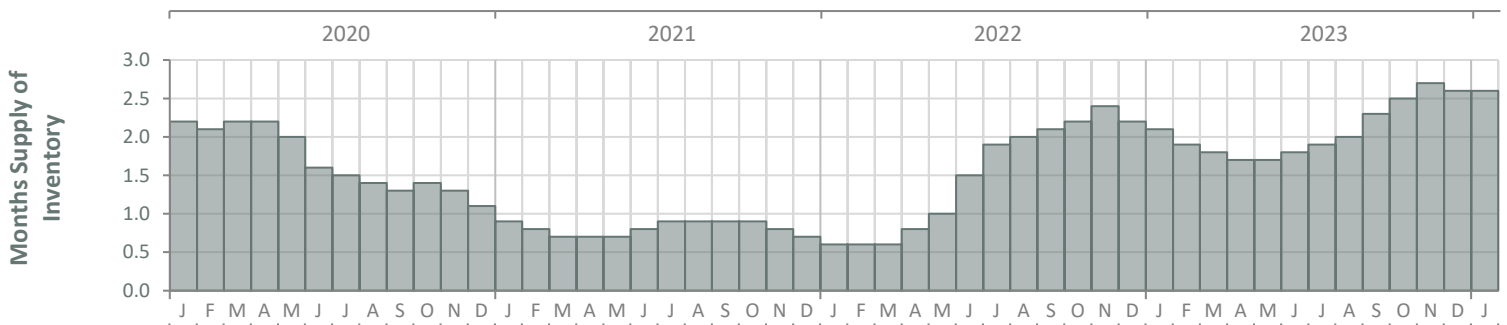


## Months Supply of Inventory

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)	2.6	23.8%
<b>January 2024</b>	<b>2.6</b>	<b>23.8%</b>
December 2023	2.6	18.2%
November 2023	2.7	12.5%
October 2023	2.5	13.6%
September 2023	2.3	9.5%
August 2023	2.0	0.0%
July 2023	1.9	0.0%
June 2023	1.8	20.0%
May 2023	1.7	70.0%
April 2023	1.7	112.5%
March 2023	1.8	200.0%
February 2023	1.9	216.7%
January 2023	2.1	250.0%

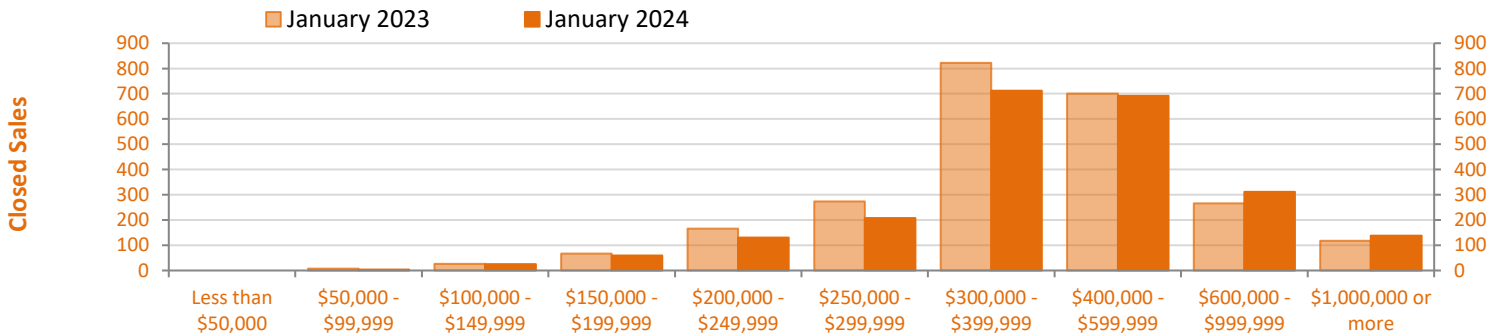


## Closed Sales by Sale Price

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	3	-62.5%
\$100,000 - \$149,999	25	-3.8%
\$150,000 - \$199,999	59	-11.9%
\$200,000 - \$249,999	130	-21.7%
\$250,000 - \$299,999	208	-23.8%
\$300,000 - \$399,999	712	-13.4%
\$400,000 - \$599,999	692	-1.1%
\$600,000 - \$999,999	311	16.9%
\$1,000,000 or more	138	16.9%

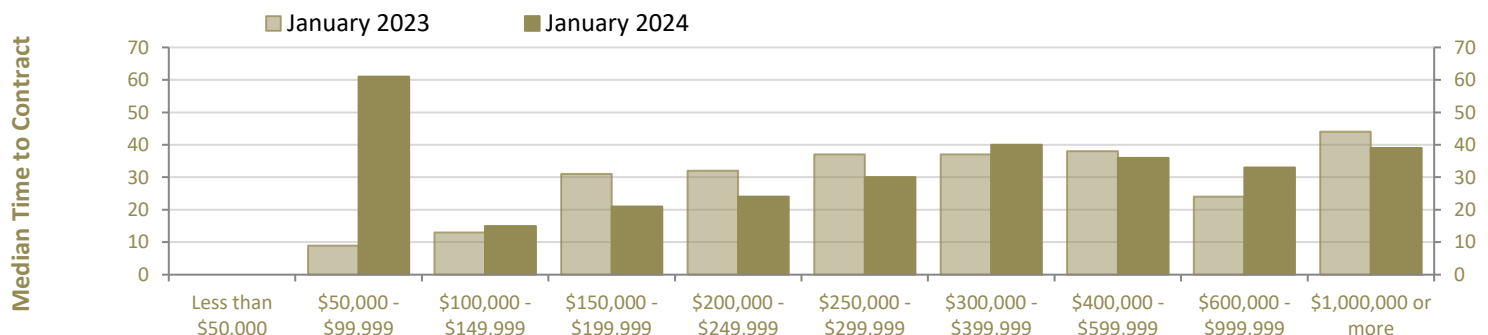


## Median Time to Contract by Sale Price

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	61 Days	577.8%
\$100,000 - \$149,999	15 Days	15.4%
\$150,000 - \$199,999	21 Days	-32.3%
\$200,000 - \$249,999	24 Days	-25.0%
\$250,000 - \$299,999	30 Days	-18.9%
\$300,000 - \$399,999	40 Days	8.1%
\$400,000 - \$599,999	36 Days	-5.3%
\$600,000 - \$999,999	33 Days	37.5%
\$1,000,000 or more	39 Days	-11.4%





# Monthly Market Detail - January 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA

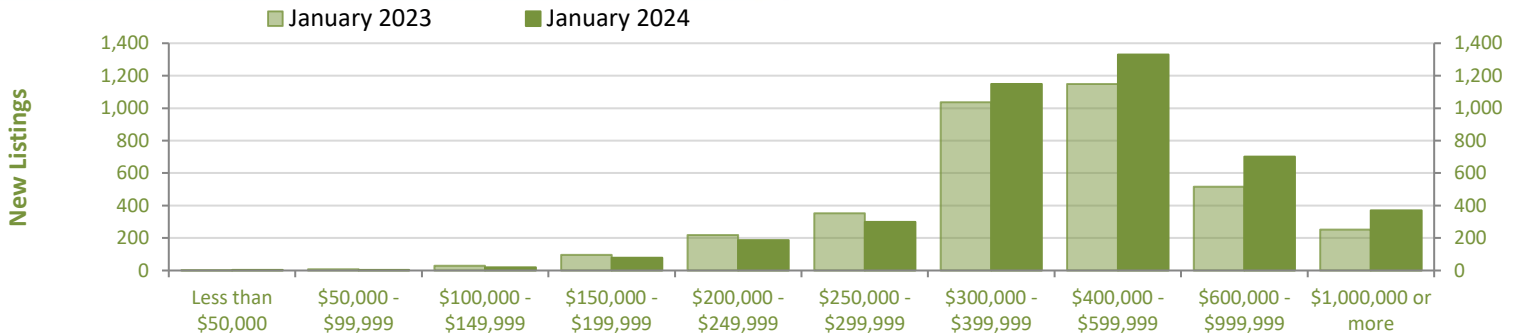


## New Listings by Initial Listing Price

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	200.0%
\$50,000 - \$99,999	3	-62.5%
\$100,000 - \$149,999	19	-36.7%
\$150,000 - \$199,999	79	-18.6%
\$200,000 - \$249,999	187	-14.6%
\$250,000 - \$299,999	300	-14.8%
\$300,000 - \$399,999	1,148	10.8%
\$400,000 - \$599,999	1,331	15.9%
\$600,000 - \$999,999	702	36.0%
\$1,000,000 or more	371	47.2%

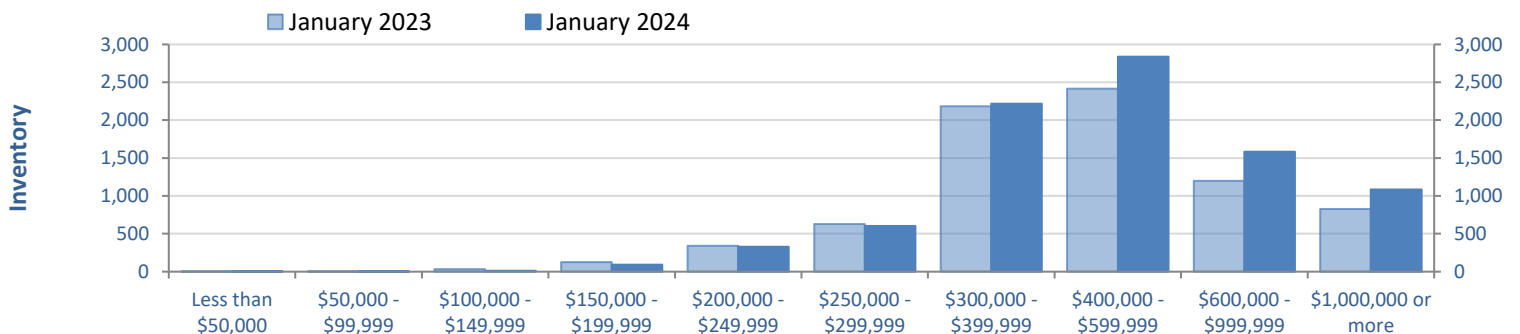


## Inventory by Current Listing Price

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

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

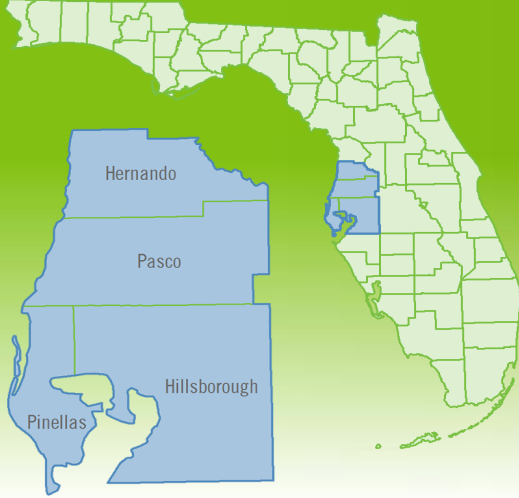
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	100.0%
\$50,000 - \$99,999	4	0.0%
\$100,000 - \$149,999	14	-58.8%
\$150,000 - \$199,999	93	-25.6%
\$200,000 - \$249,999	330	-3.2%
\$250,000 - \$299,999	603	-3.8%
\$300,000 - \$399,999	2,215	1.4%
\$400,000 - \$599,999	2,840	17.5%
\$600,000 - \$999,999	1,585	32.4%
\$1,000,000 or more	1,086	31.2%



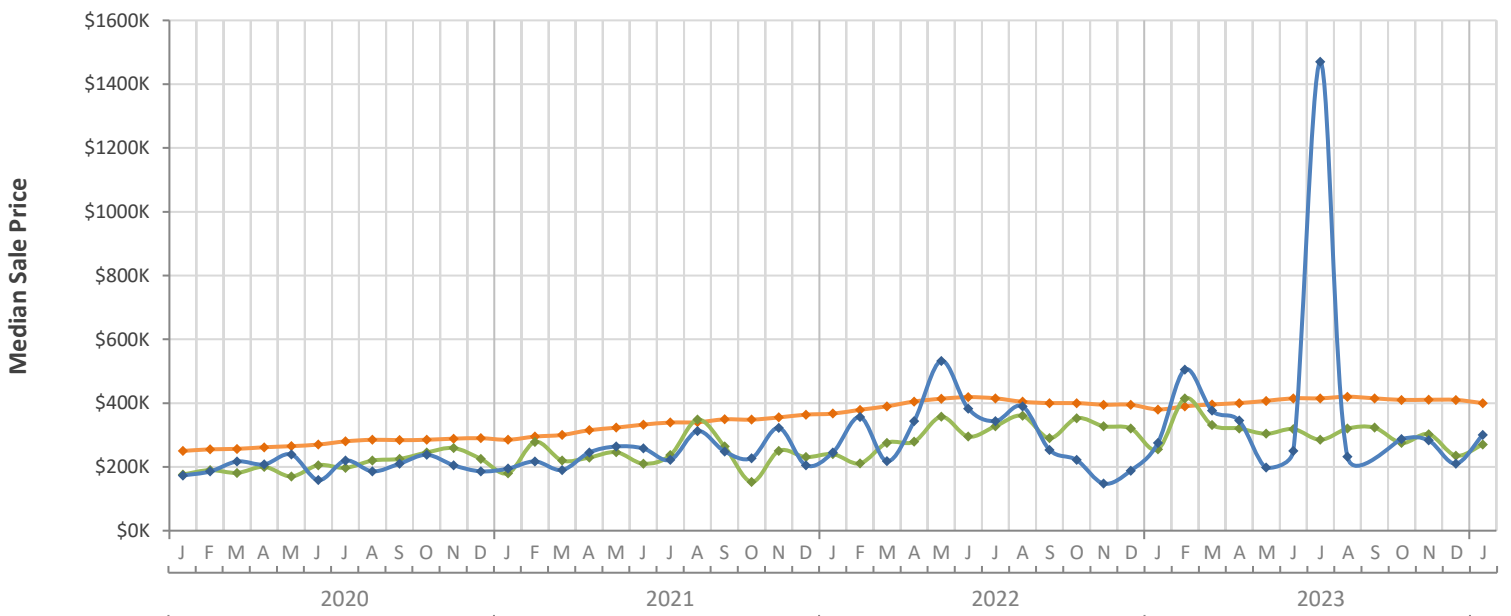
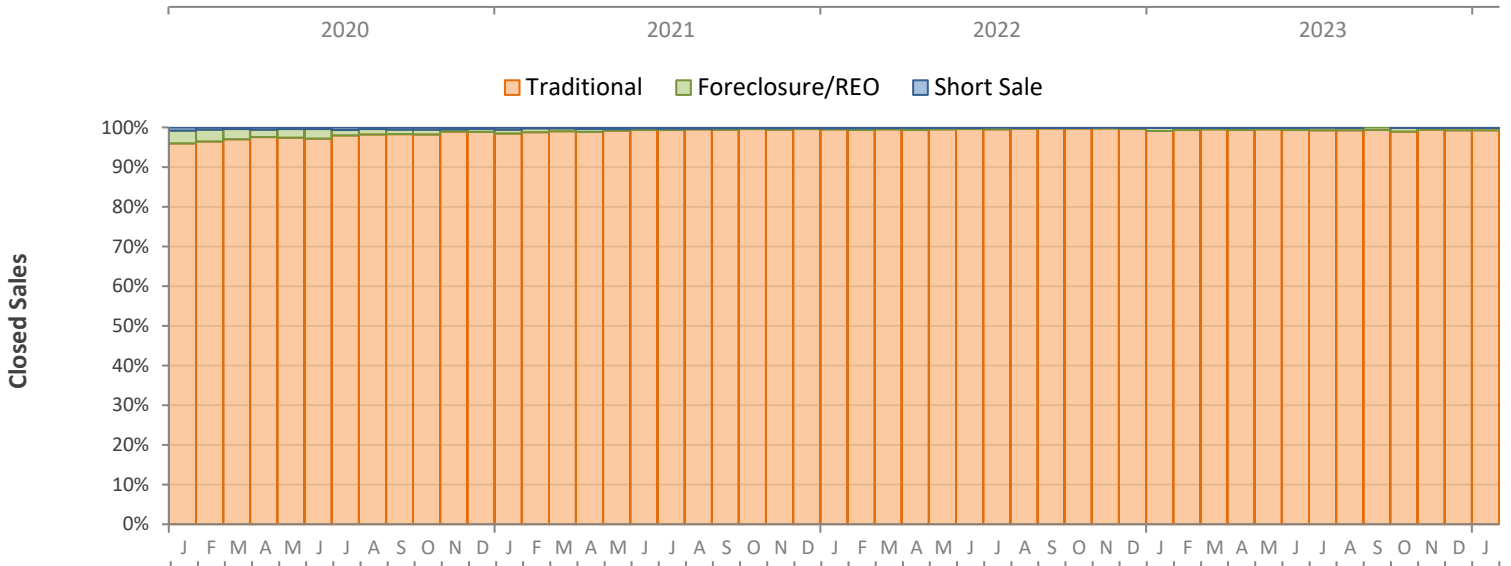
# Monthly Distressed Market - January 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



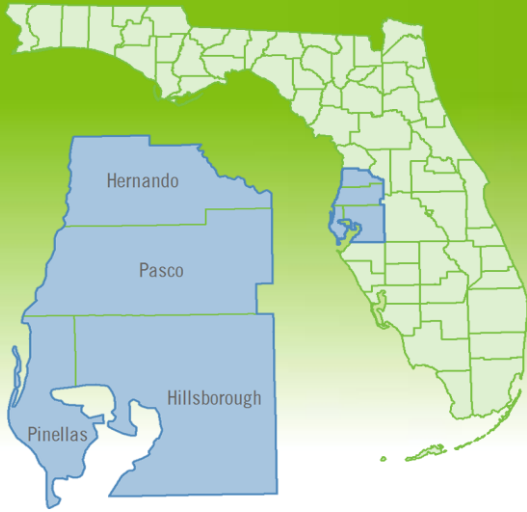
		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	2,262	2,424	-6.7%
	Median Sale Price	\$400,000	\$380,000	5.3%
Foreclosure/REO	Closed Sales	13	19	-31.6%
	Median Sale Price	\$270,000	\$255,000	5.9%
Short Sale	Closed Sales	3	3	0.0%
	Median Sale Price	\$300,500	\$275,000	9.3%



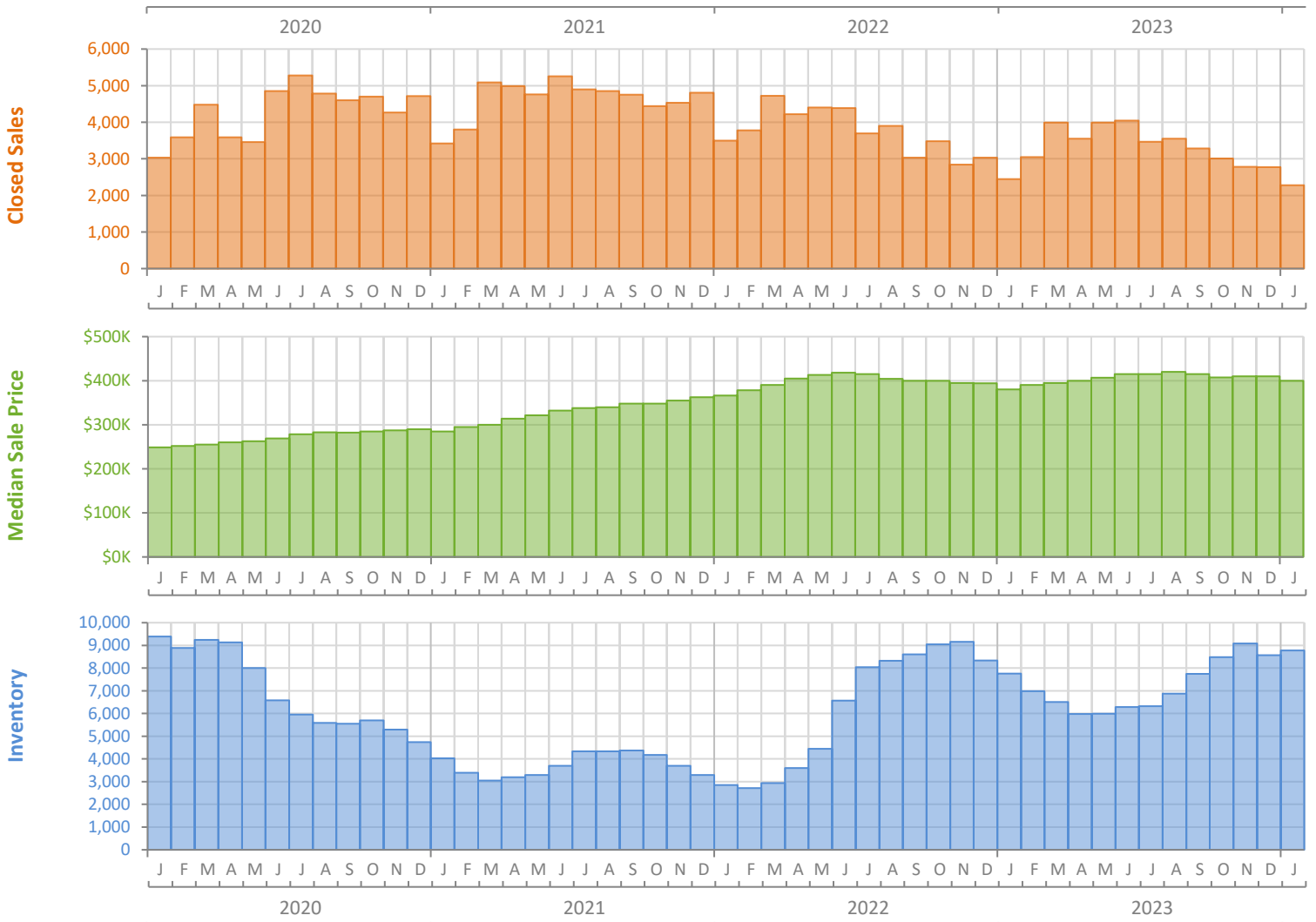
# Monthly Market Summary - January 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



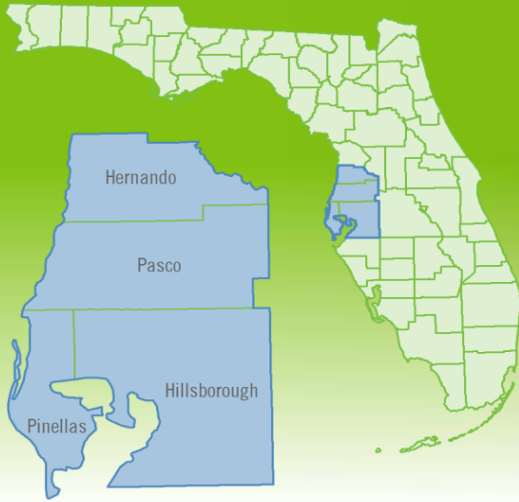
	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	2,278	2,446	-6.9%
Paid in Cash	652	578	12.8%
Median Sale Price	\$400,000	\$380,000	5.3%
Average Sale Price	\$505,272	\$472,436	7.0%
Dollar Volume	\$1.2 Billion	\$1.2 Billion	-0.4%
Med. Pct. of Orig. List Price Received	96.3%	94.9%	1.5%
Median Time to Contract	35 Days	35 Days	0.0%
Median Time to Sale	81 Days	83 Days	-2.4%
New Pending Sales	3,384	3,661	-7.6%
New Listings	4,143	3,659	13.2%
Pending Inventory	4,400	4,961	-11.3%
Inventory (Active Listings)	8,772	7,759	13.1%
Months Supply of Inventory	2.6	2.1	23.8%



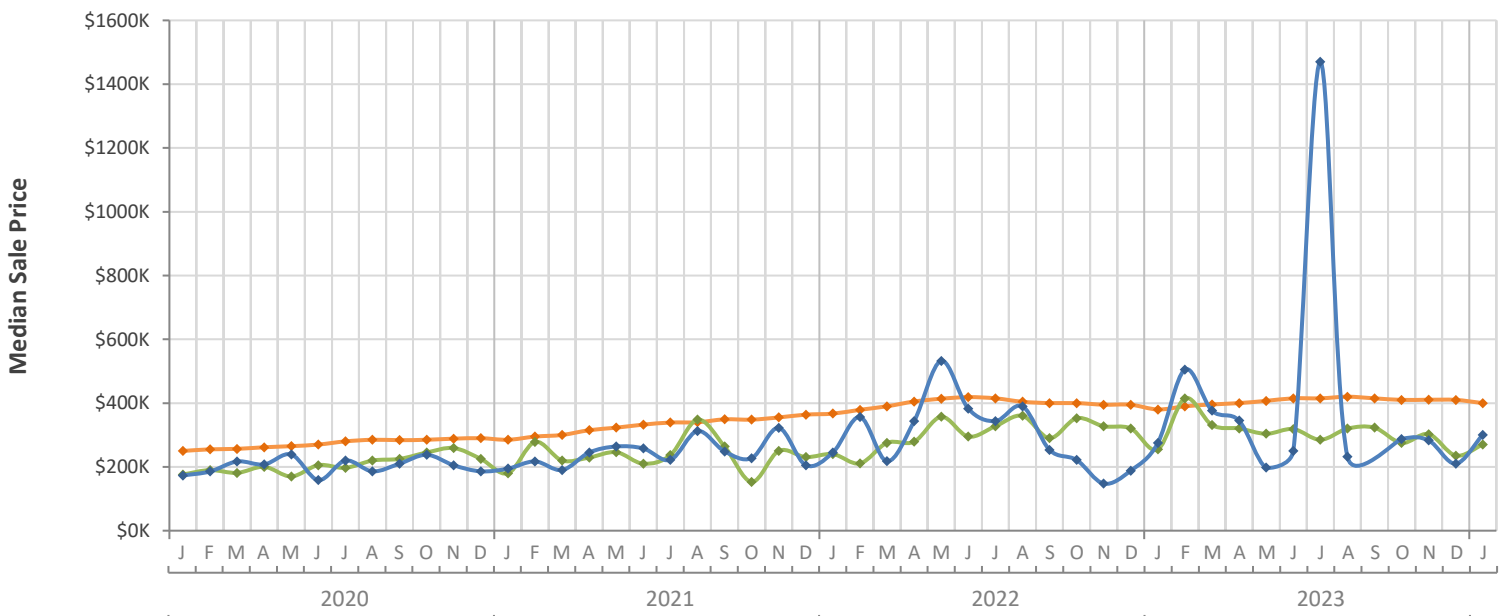
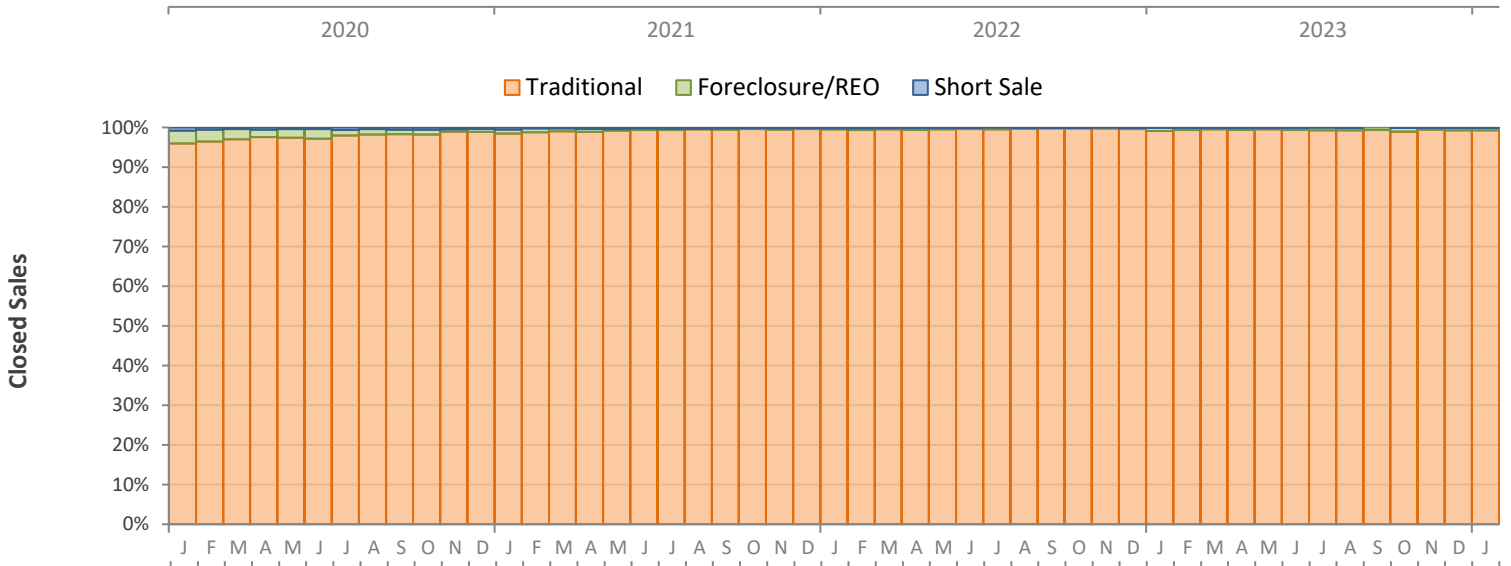
# Monthly Distressed Market - January 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	2,262	2,424	-6.7%
	Median Sale Price	\$400,000	\$380,000	5.3%
Foreclosure/REO	Closed Sales	13	19	-31.6%
	Median Sale Price	\$270,000	\$255,000	5.9%
Short Sale	Closed Sales	3	3	0.0%
	Median Sale Price	\$300,500	\$275,000	9.3%

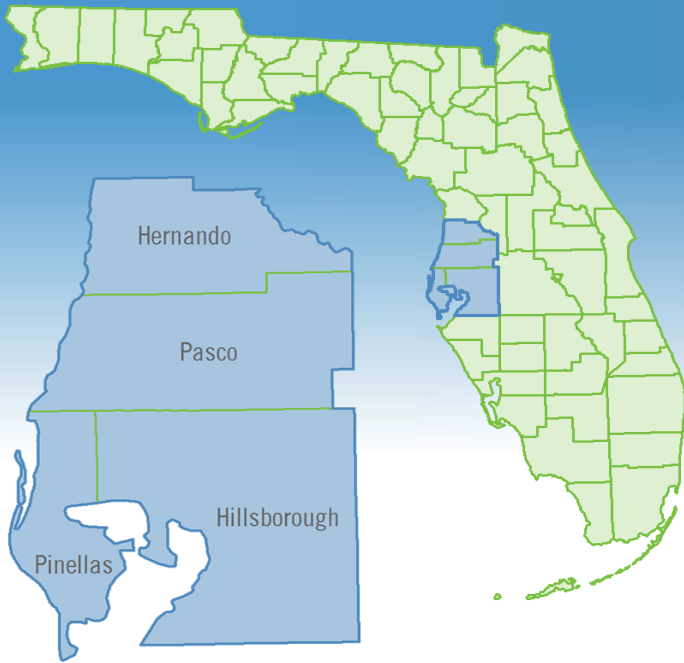


Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, February 22, 2024. Next data release is Thursday, March 21, 2024.

# Monthly Market Detail - January 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA



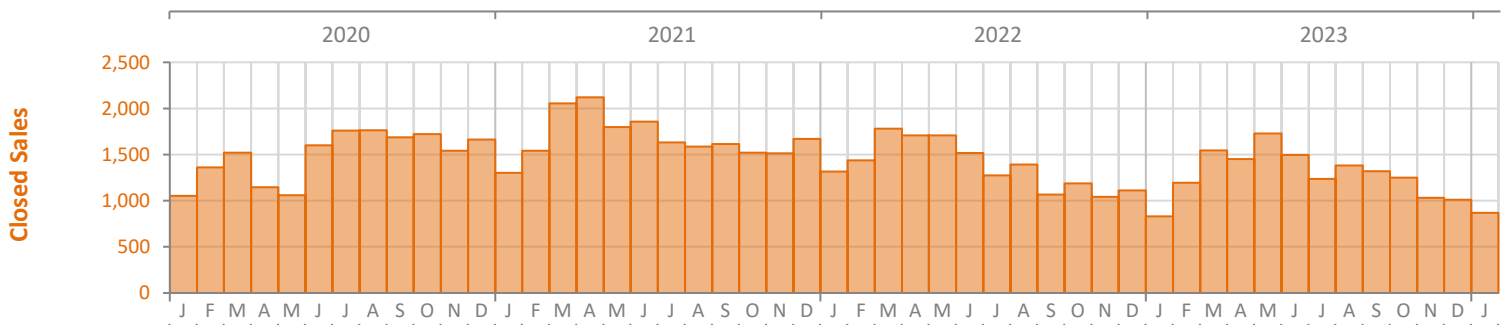
Summary Statistics	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	868	831	4.5%
Paid in Cash	448	427	4.9%
Median Sale Price	\$291,000	\$287,000	1.4%
Average Sale Price	\$389,993	\$389,938	0.0%
Dollar Volume	\$338.5 Million	\$324.0 Million	4.5%
Median Percent of Original List Price Received	95.4%	95.5%	-0.1%
Median Time to Contract	42 Days	30 Days	40.0%
Median Time to Sale	88 Days	69 Days	27.5%
New Pending Sales	1,236	1,375	-10.1%
New Listings	2,111	1,628	29.7%
Pending Inventory	1,804	1,870	-3.5%
Inventory (Active Listings)	5,213	3,165	64.7%
Months Supply of Inventory	4.0	2.4	66.7%

## 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	868	4.5%
<b>January 2024</b>	<b>868</b>	<b>4.5%</b>
December 2023	1,012	-9.0%
November 2023	1,031	-1.1%
October 2023	1,250	5.1%
September 2023	1,320	23.7%
August 2023	1,381	-0.9%
July 2023	1,235	-3.1%
June 2023	1,495	-1.5%
May 2023	1,729	1.3%
April 2023	1,452	-15.0%
March 2023	1,545	-13.2%
February 2023	1,194	-17.0%
January 2023	831	-36.9%



# Monthly Market Detail - January 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA

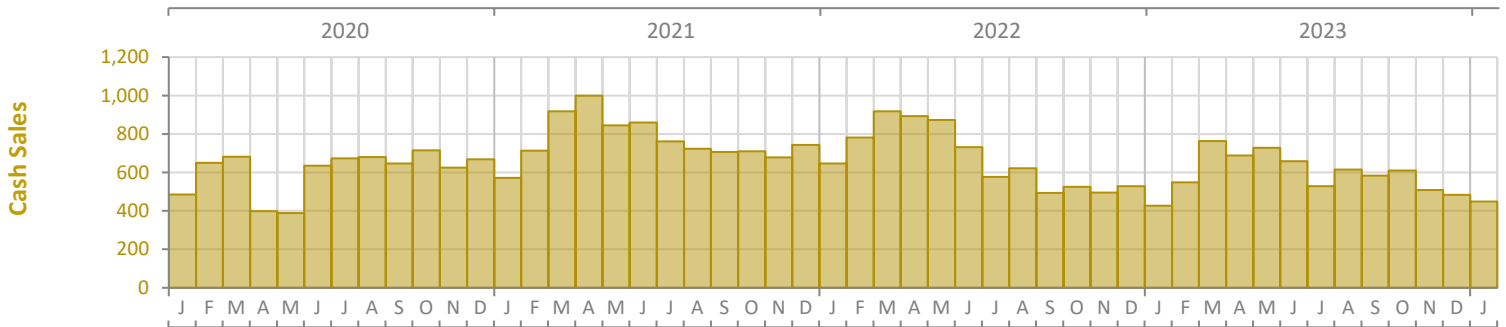


## Cash Sales

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	448	4.9%
<b>January 2024</b>	<b>448</b>	<b>4.9%</b>
December 2023	483	-8.7%
November 2023	509	2.8%
October 2023	610	16.2%
September 2023	584	18.2%
August 2023	615	-1.0%
July 2023	528	-8.5%
June 2023	659	-10.0%
May 2023	729	-16.5%
April 2023	688	-23.0%
March 2023	764	-16.8%
February 2023	548	-29.9%
January 2023	427	-33.9%

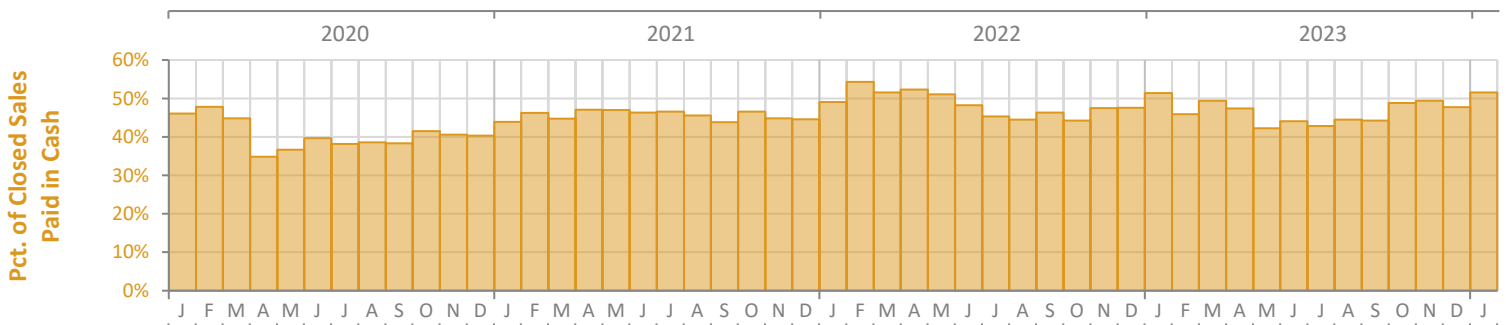


## Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	51.6%	0.4%
<b>January 2024</b>	<b>51.6%</b>	<b>0.4%</b>
December 2023	47.7%	0.2%
November 2023	49.4%	4.0%
October 2023	48.8%	10.4%
September 2023	44.2%	-4.5%
August 2023	44.5%	0.0%
July 2023	42.8%	-5.5%
June 2023	44.1%	-8.5%
May 2023	42.2%	-17.4%
April 2023	47.4%	-9.4%
March 2023	49.4%	-4.3%
February 2023	45.9%	-15.5%
January 2023	51.4%	4.7%



# Monthly Market Detail - January 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA

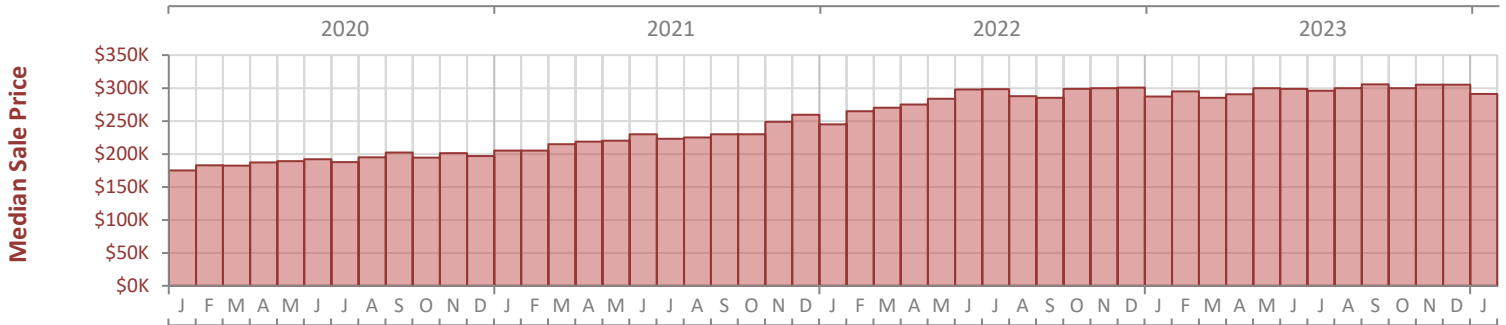


## Median Sale Price

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

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

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$291,000	1.4%
<b>January 2024</b>	<b>\$291,000</b>	<b>1.4%</b>
December 2023	\$305,000	1.4%
November 2023	\$304,990	1.7%
October 2023	\$300,000	0.3%
September 2023	\$305,745	7.3%
August 2023	\$299,900	4.3%
July 2023	\$296,000	-0.7%
June 2023	\$298,995	0.4%
May 2023	\$299,990	5.6%
April 2023	\$290,750	5.7%
March 2023	\$285,000	5.6%
February 2023	\$295,000	11.3%
January 2023	\$287,000	17.2%

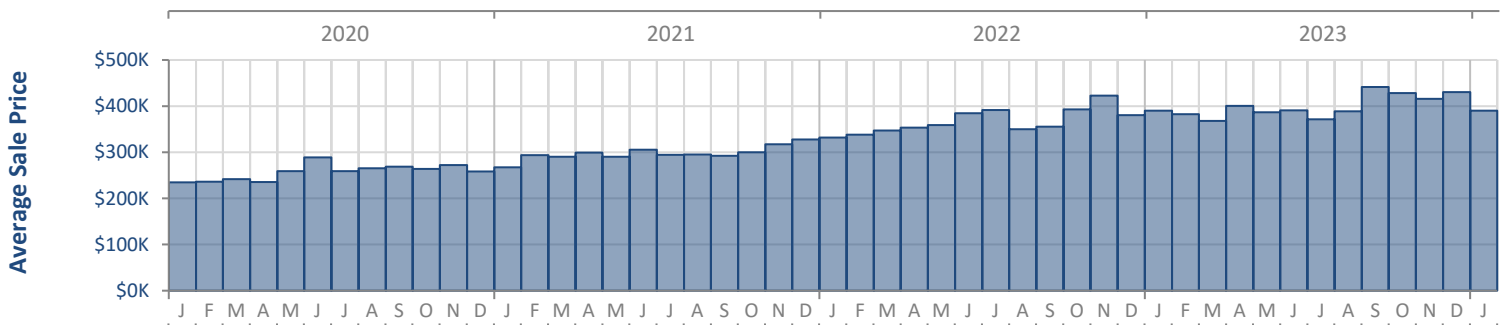


## Average Sale Price

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	\$389,993	0.0%
<b>January 2024</b>	<b>\$389,993</b>	<b>0.0%</b>
December 2023	\$430,432	13.1%
November 2023	\$415,805	-1.6%
October 2023	\$428,332	8.9%
September 2023	\$441,336	24.1%
August 2023	\$389,065	11.2%
July 2023	\$371,424	-5.1%
June 2023	\$391,162	1.6%
May 2023	\$386,623	7.8%
April 2023	\$400,392	13.2%
March 2023	\$368,073	6.0%
February 2023	\$382,575	13.2%
January 2023	\$389,938	17.6%



# Monthly Market Detail - January 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA

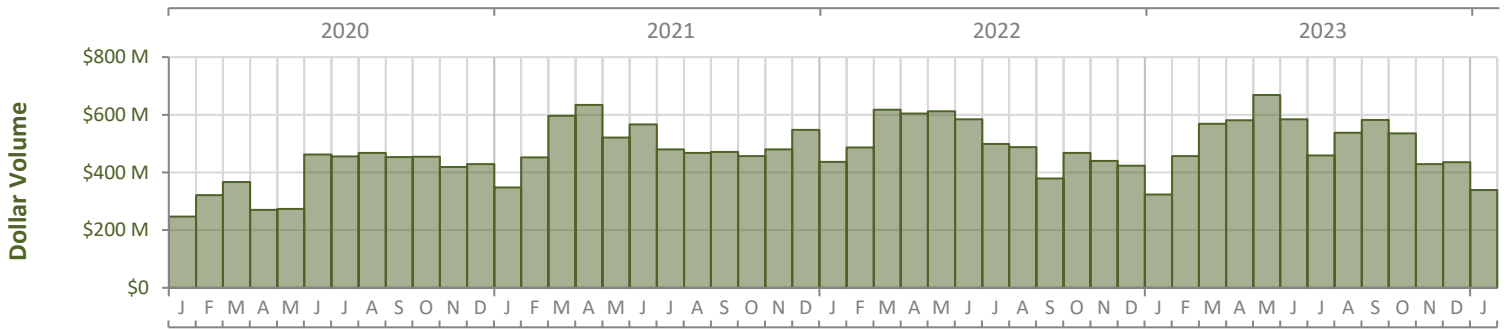


## Dollar Volume

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	\$338.5 Million	4.5%
<b>January 2024</b>	<b>\$338.5 Million</b>	<b>4.5%</b>
December 2023	\$435.6 Million	3.0%
November 2023	\$428.7 Million	-2.6%
October 2023	\$535.4 Million	14.5%
September 2023	\$582.6 Million	53.5%
August 2023	\$537.3 Million	10.1%
July 2023	\$458.7 Million	-8.0%
June 2023	\$584.8 Million	0.1%
May 2023	\$668.5 Million	9.2%
April 2023	\$581.4 Million	-3.8%
March 2023	\$568.7 Million	-8.0%
February 2023	\$456.8 Million	-6.1%
January 2023	\$324.0 Million	-25.8%

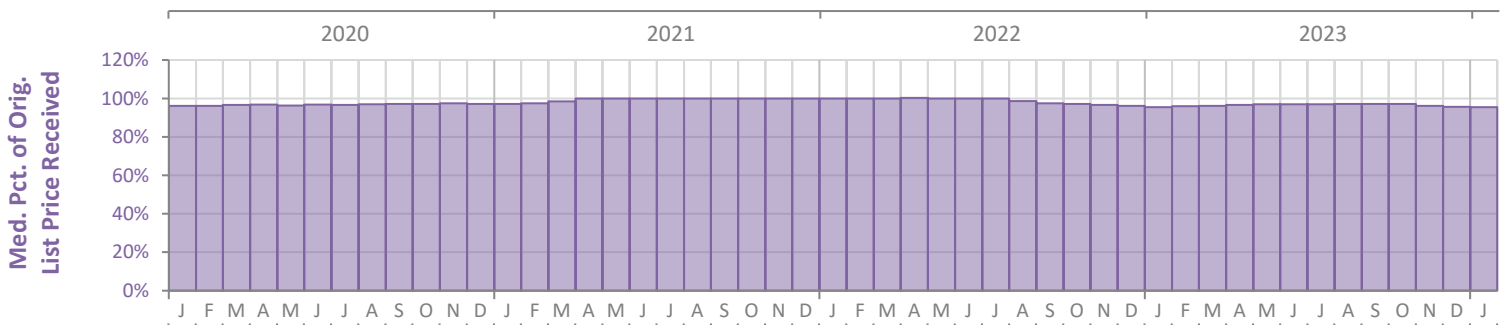


## Median Percent of Original List Price Received

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

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

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	95.4%	-0.1%
<b>January 2024</b>	<b>95.4%</b>	<b>-0.1%</b>
December 2023	95.6%	-0.5%
November 2023	96.2%	-0.4%
October 2023	97.1%	-0.1%
September 2023	97.1%	-0.4%
August 2023	97.2%	-1.4%
July 2023	97.0%	-3.0%
June 2023	96.9%	-3.1%
May 2023	97.0%	-3.0%
April 2023	96.6%	-3.7%
March 2023	96.1%	-3.9%
February 2023	95.9%	-4.1%
January 2023	95.5%	-4.5%



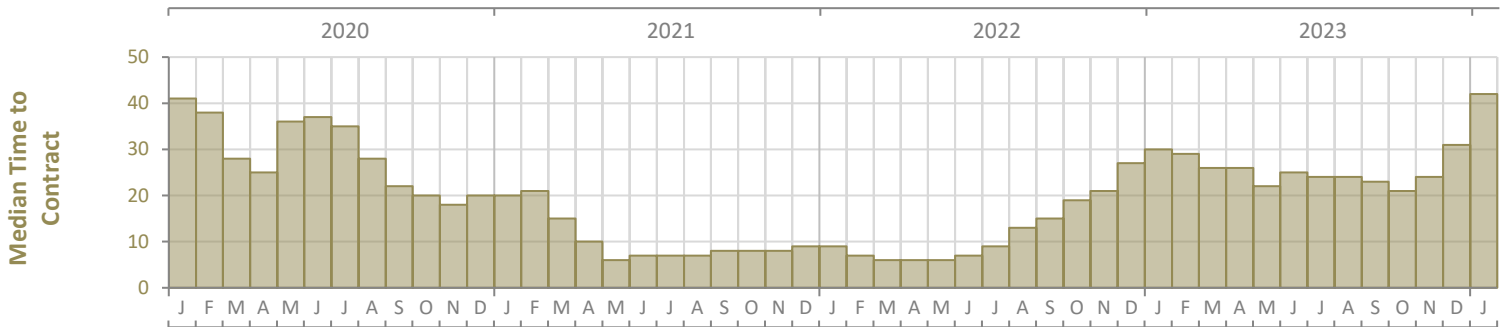


## Median Time to Contract

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	42 Days	40.0%
<b>January 2024</b>	<b>42 Days</b>	<b>40.0%</b>
December 2023	31 Days	14.8%
November 2023	24 Days	14.3%
October 2023	21 Days	10.5%
September 2023	23 Days	53.3%
August 2023	24 Days	84.6%
July 2023	24 Days	166.7%
June 2023	25 Days	257.1%
May 2023	22 Days	266.7%
April 2023	26 Days	333.3%
March 2023	26 Days	333.3%
February 2023	29 Days	314.3%
January 2023	30 Days	233.3%

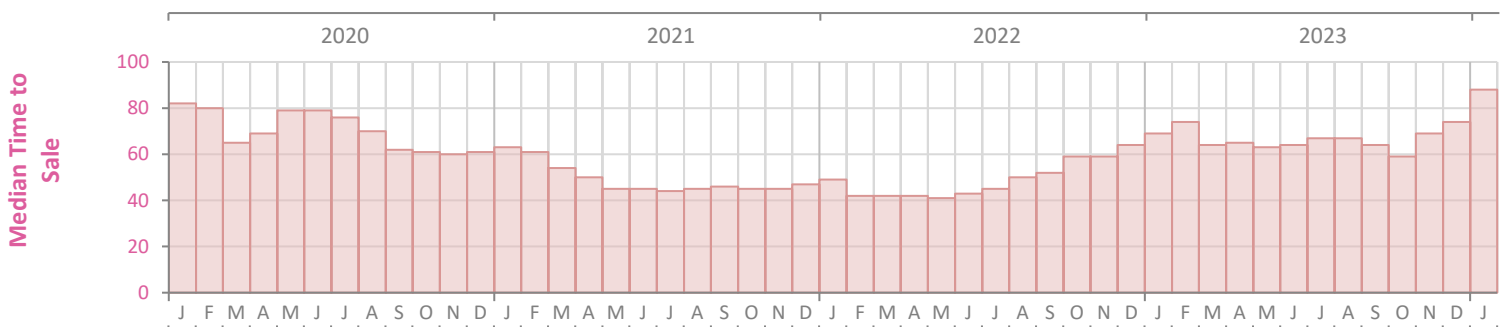


## Median Time to Sale

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

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

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	88 Days	27.5%
<b>January 2024</b>	<b>88 Days</b>	<b>27.5%</b>
December 2023	74 Days	15.6%
November 2023	69 Days	16.9%
October 2023	59 Days	0.0%
September 2023	64 Days	23.1%
August 2023	67 Days	34.0%
July 2023	67 Days	48.9%
June 2023	64 Days	48.8%
May 2023	63 Days	53.7%
April 2023	65 Days	54.8%
March 2023	64 Days	52.4%
February 2023	74 Days	76.2%
January 2023	69 Days	40.8%

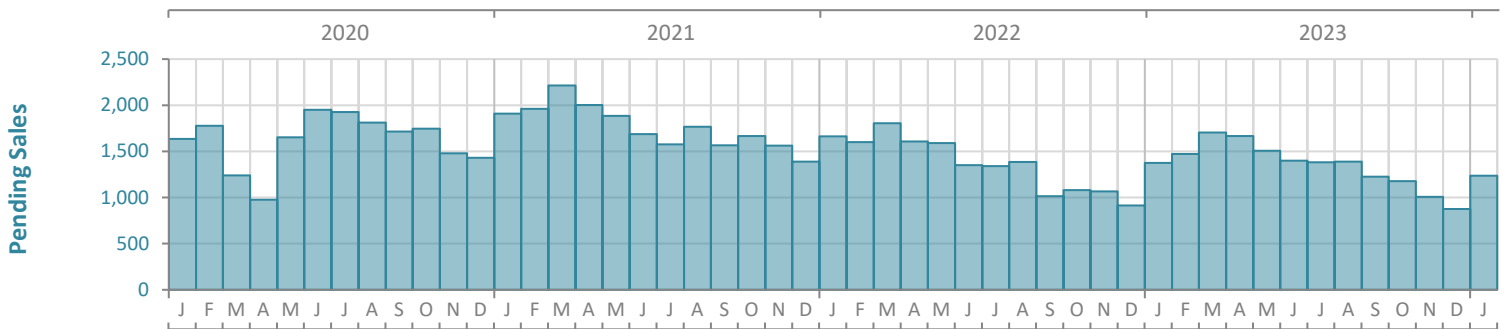


## New Pending Sales

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	1,236	-10.1%
<b>January 2024</b>	<b>1,236</b>	<b>-10.1%</b>
December 2023	876	-4.3%
November 2023	1,008	-5.5%
October 2023	1,178	8.9%
September 2023	1,227	21.0%
August 2023	1,389	0.1%
July 2023	1,383	3.2%
June 2023	1,401	3.6%
May 2023	1,507	-5.2%
April 2023	1,668	3.8%
March 2023	1,705	-5.6%
February 2023	1,471	-8.0%
January 2023	1,375	-17.3%

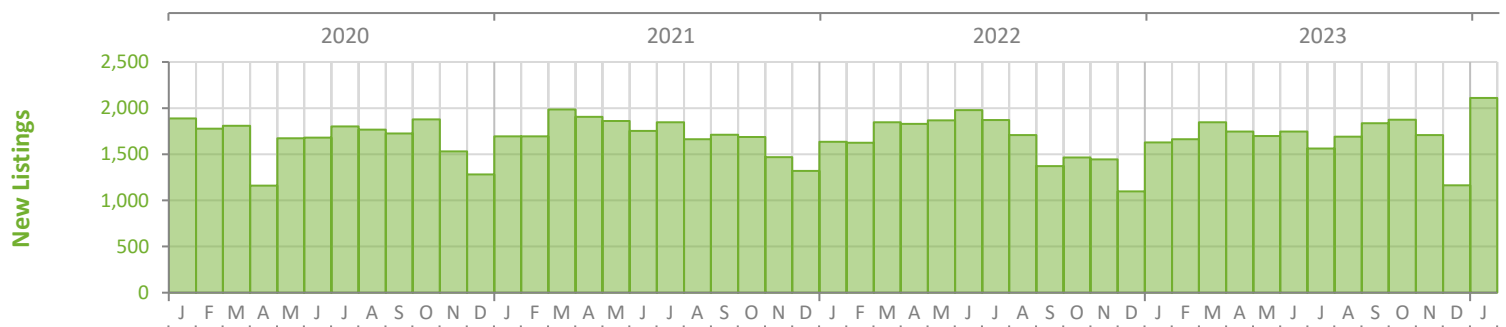


## New Listings

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	2,111	29.7%
<b>January 2024</b>	<b>2,111</b>	<b>29.7%</b>
December 2023	1,163	5.9%
November 2023	1,707	18.3%
October 2023	1,875	28.1%
September 2023	1,837	34.0%
August 2023	1,690	-1.0%
July 2023	1,563	-16.5%
June 2023	1,745	-11.8%
May 2023	1,699	-8.9%
April 2023	1,746	-4.6%
March 2023	1,845	-0.1%
February 2023	1,663	2.4%
January 2023	1,628	-0.4%



# Monthly Market Detail - January 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA

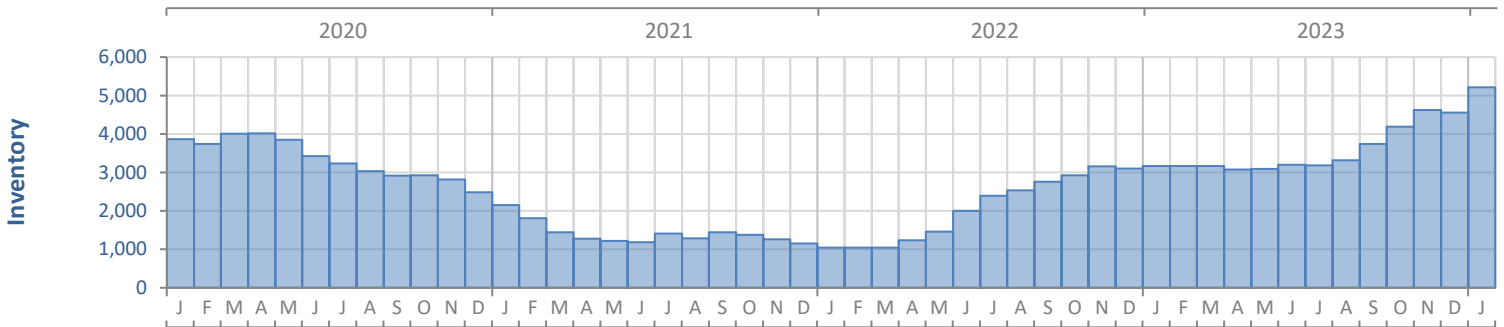


## Inventory (Active Listings)

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)	5,213	64.7%
<b>January 2024</b>	<b>5,213</b>	<b>64.7%</b>
December 2023	4,554	46.9%
November 2023	4,620	46.2%
October 2023	4,187	43.1%
September 2023	3,741	35.7%
August 2023	3,320	30.8%
July 2023	3,182	33.1%
June 2023	3,197	59.5%
May 2023	3,088	111.5%
April 2023	3,077	148.3%
March 2023	3,163	202.7%
February 2023	3,167	202.8%
January 2023	3,165	202.9%

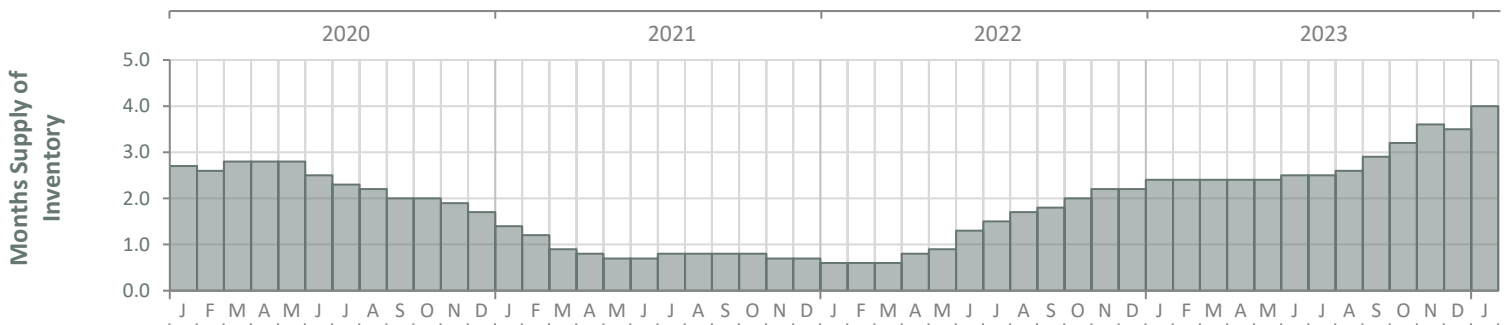


## Months Supply of Inventory

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)	4.0	66.7%
<b>January 2024</b>	<b>4.0</b>	<b>66.7%</b>
December 2023	3.5	59.1%
November 2023	3.6	63.6%
October 2023	3.2	60.0%
September 2023	2.9	61.1%
August 2023	2.6	52.9%
July 2023	2.5	66.7%
June 2023	2.5	92.3%
May 2023	2.4	166.7%
April 2023	2.4	200.0%
March 2023	2.4	300.0%
February 2023	2.4	300.0%
January 2023	2.4	300.0%

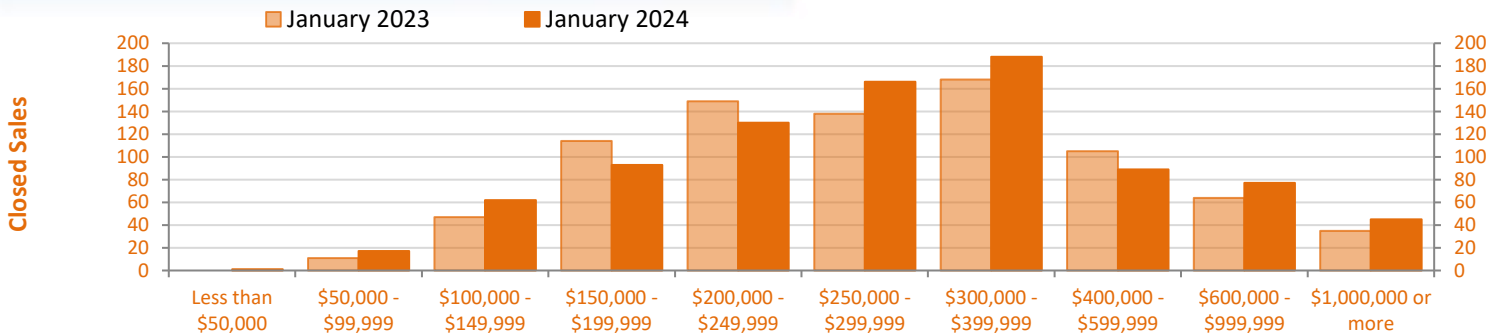


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	17	54.5%
\$100,000 - \$149,999	62	31.9%
\$150,000 - \$199,999	93	-18.4%
\$200,000 - \$249,999	130	-12.8%
\$250,000 - \$299,999	166	20.3%
\$300,000 - \$399,999	188	11.9%
\$400,000 - \$599,999	89	-15.2%
\$600,000 - \$999,999	77	20.3%
\$1,000,000 or more	45	28.6%

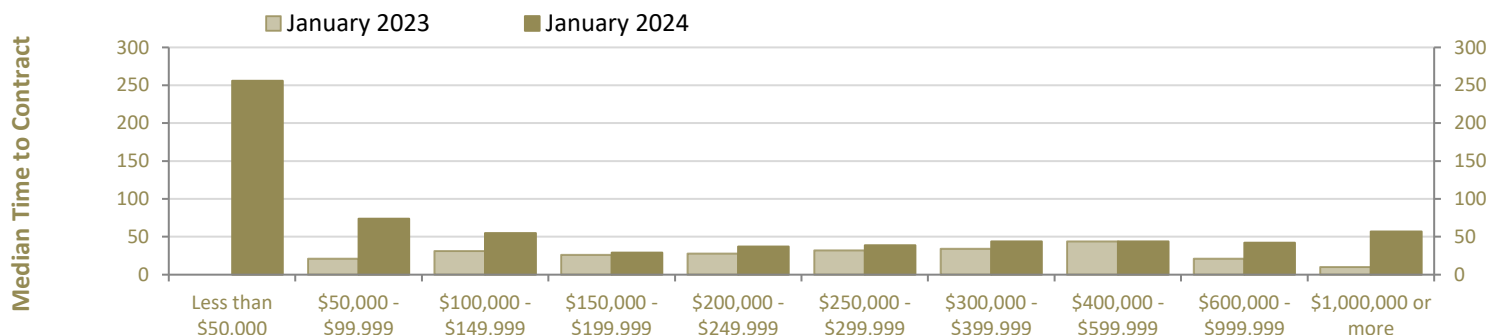


## Median Time to Contract by Sale Price

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	256 Days	N/A
\$50,000 - \$99,999	74 Days	252.4%
\$100,000 - \$149,999	55 Days	77.4%
\$150,000 - \$199,999	29 Days	11.5%
\$200,000 - \$249,999	37 Days	32.1%
\$250,000 - \$299,999	39 Days	21.9%
\$300,000 - \$399,999	44 Days	29.4%
\$400,000 - \$599,999	44 Days	0.0%
\$600,000 - \$999,999	42 Days	100.0%
\$1,000,000 or more	57 Days	470.0%

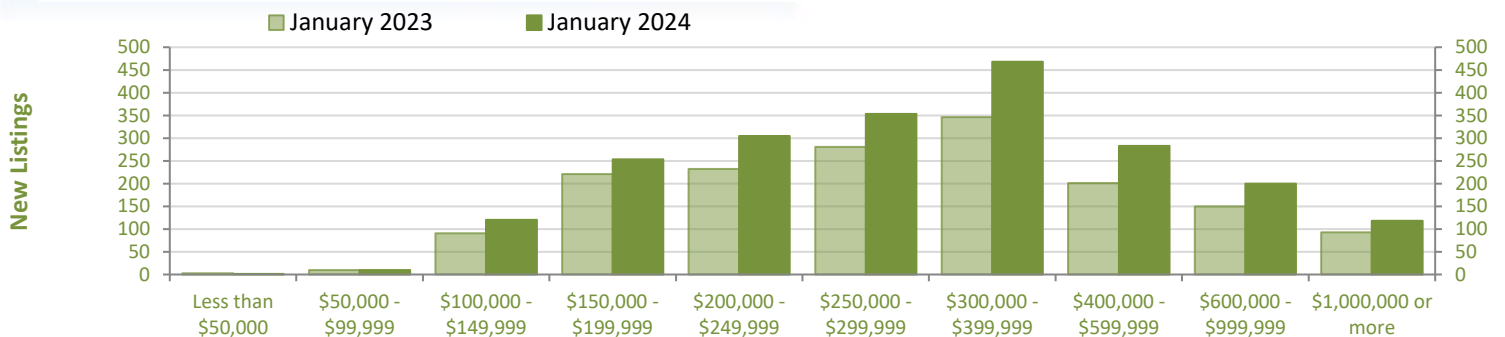


## New Listings by Initial Listing Price

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	-66.7%
\$50,000 - \$99,999	10	0.0%
\$100,000 - \$149,999	120	31.9%
\$150,000 - \$199,999	253	14.5%
\$200,000 - \$249,999	305	31.5%
\$250,000 - \$299,999	353	25.6%
\$300,000 - \$399,999	468	35.3%
\$400,000 - \$599,999	283	40.8%
\$600,000 - \$999,999	200	33.3%
\$1,000,000 or more	118	26.9%

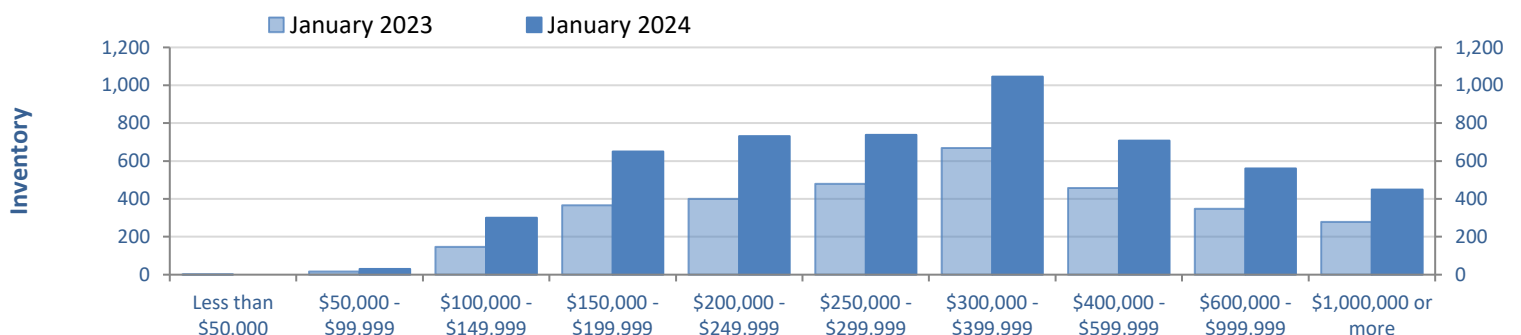


## Inventory by Current Listing Price

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.

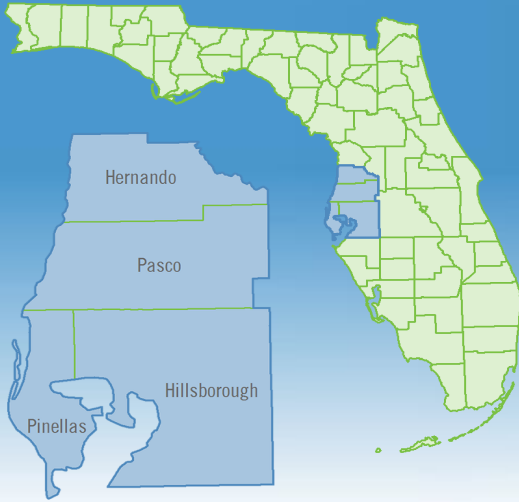
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	30	76.5%
\$100,000 - \$149,999	301	104.8%
\$150,000 - \$199,999	650	77.6%
\$200,000 - \$249,999	731	82.8%
\$250,000 - \$299,999	738	53.8%
\$300,000 - \$399,999	1,045	56.2%
\$400,000 - \$599,999	707	54.7%
\$600,000 - \$999,999	561	61.2%
\$1,000,000 or more	450	61.3%



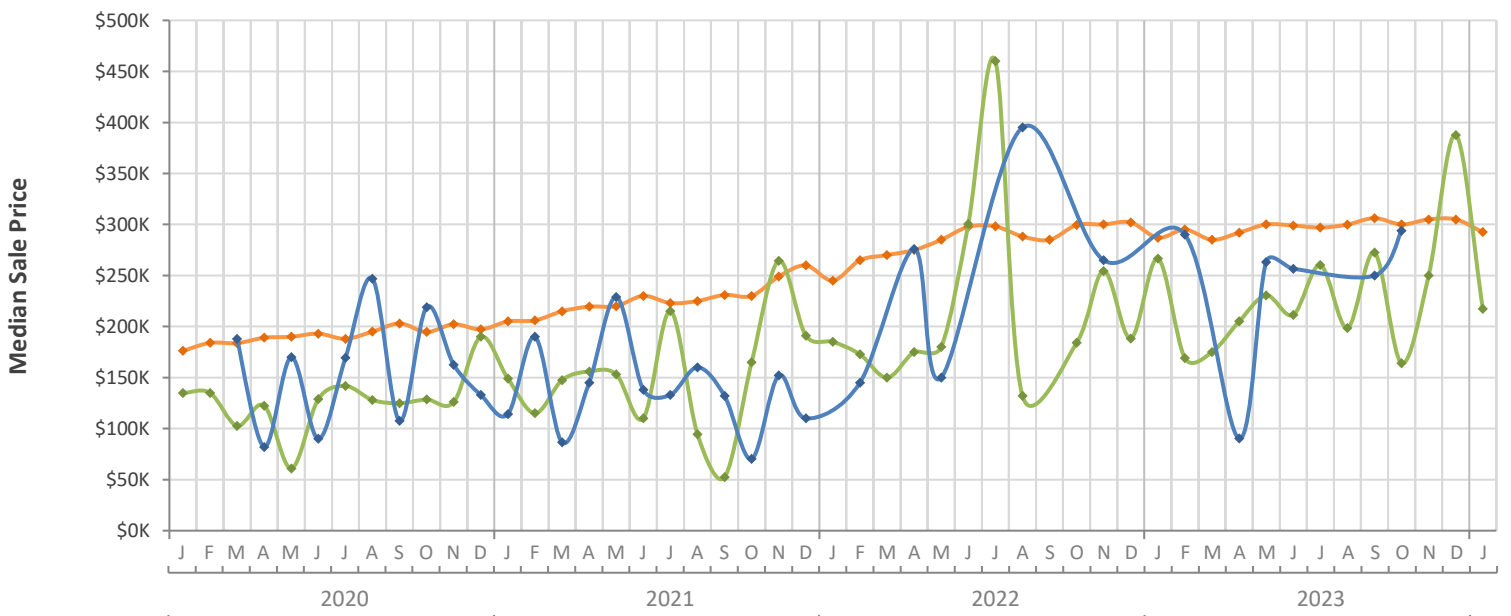
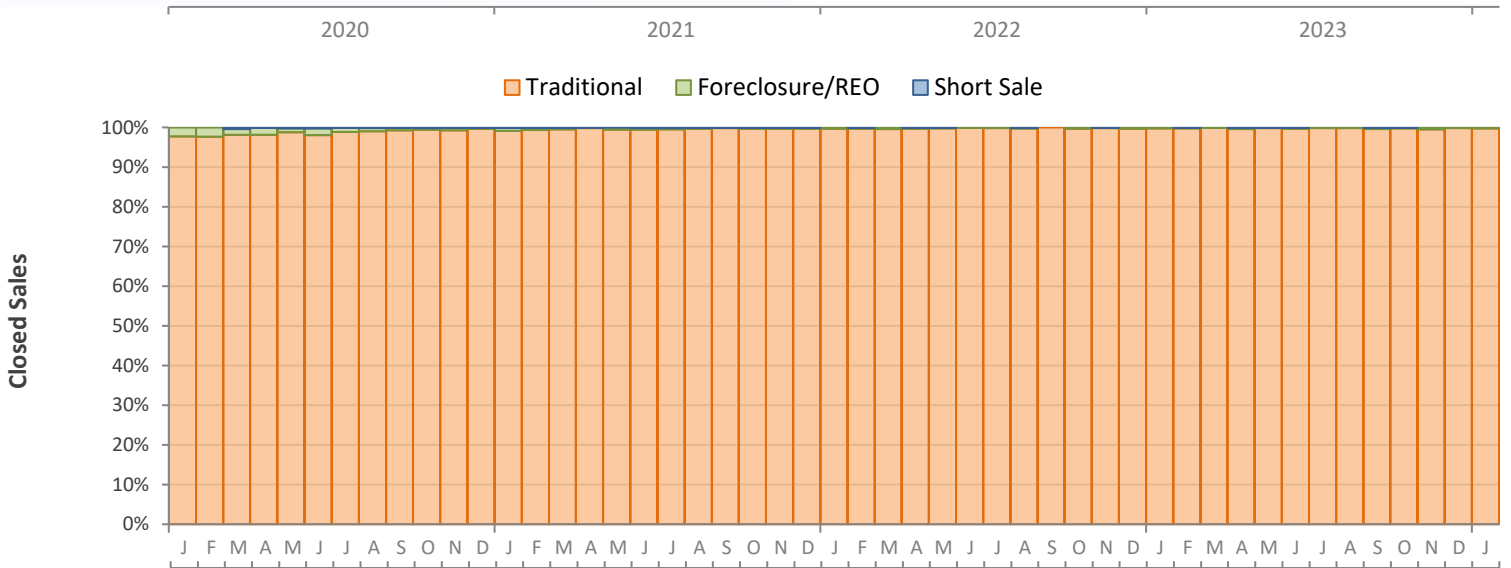
# Monthly Distressed Market - January 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA



		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	866	829	4.5%
	Median Sale Price	\$292,480	\$287,000	1.9%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$217,450	\$266,624	-18.4%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



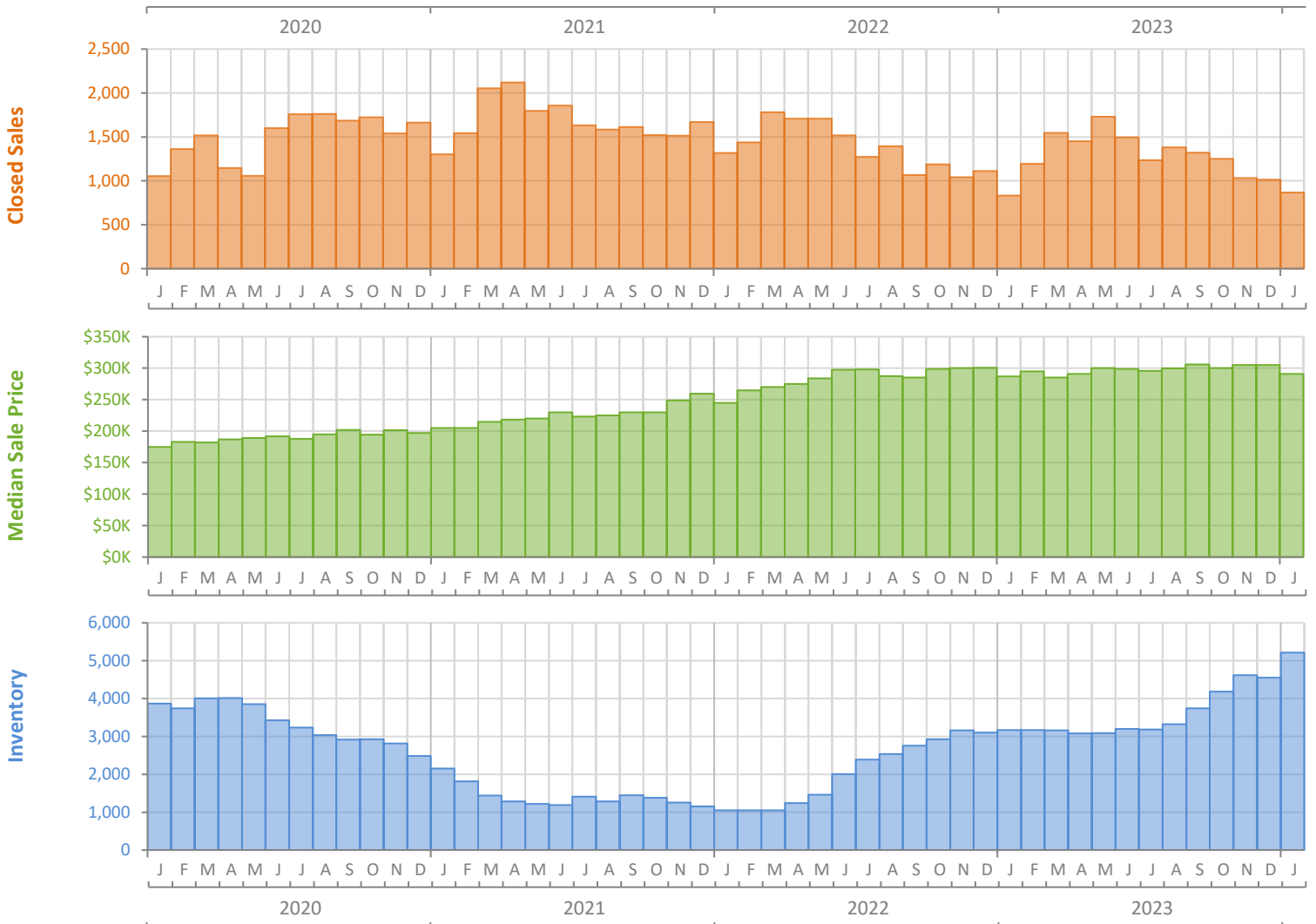
# Monthly Market Summary - January 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA



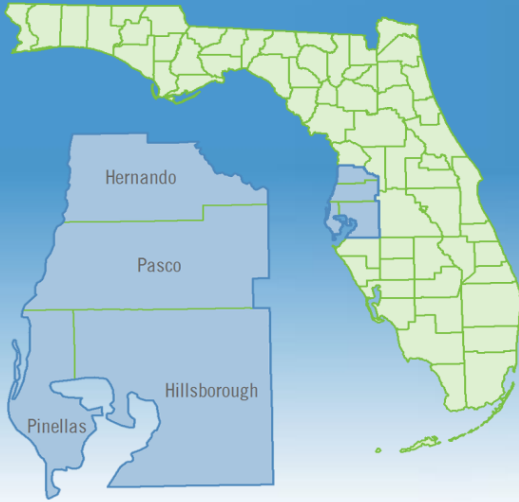
	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	868	831	4.5%
Paid in Cash	448	427	4.9%
Median Sale Price	\$291,000	\$287,000	1.4%
Average Sale Price	\$389,993	\$389,938	0.0%
Dollar Volume	\$338.5 Million	\$324.0 Million	4.5%
Med. Pct. of Orig. List Price Received	95.4%	95.5%	-0.1%
Median Time to Contract	42 Days	30 Days	40.0%
Median Time to Sale	88 Days	69 Days	27.5%
New Pending Sales	1,236	1,375	-10.1%
New Listings	2,111	1,628	29.7%
Pending Inventory	1,804	1,870	-3.5%
Inventory (Active Listings)	5,213	3,165	64.7%
Months Supply of Inventory	4.0	2.4	66.7%



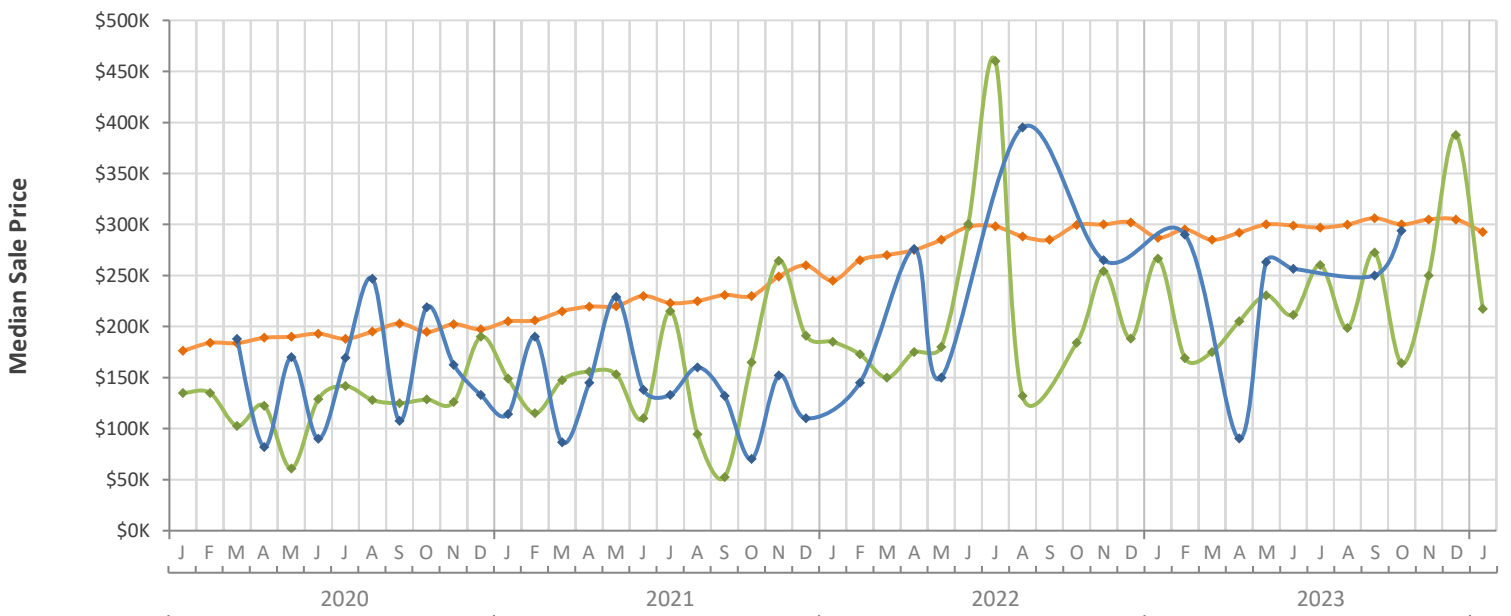
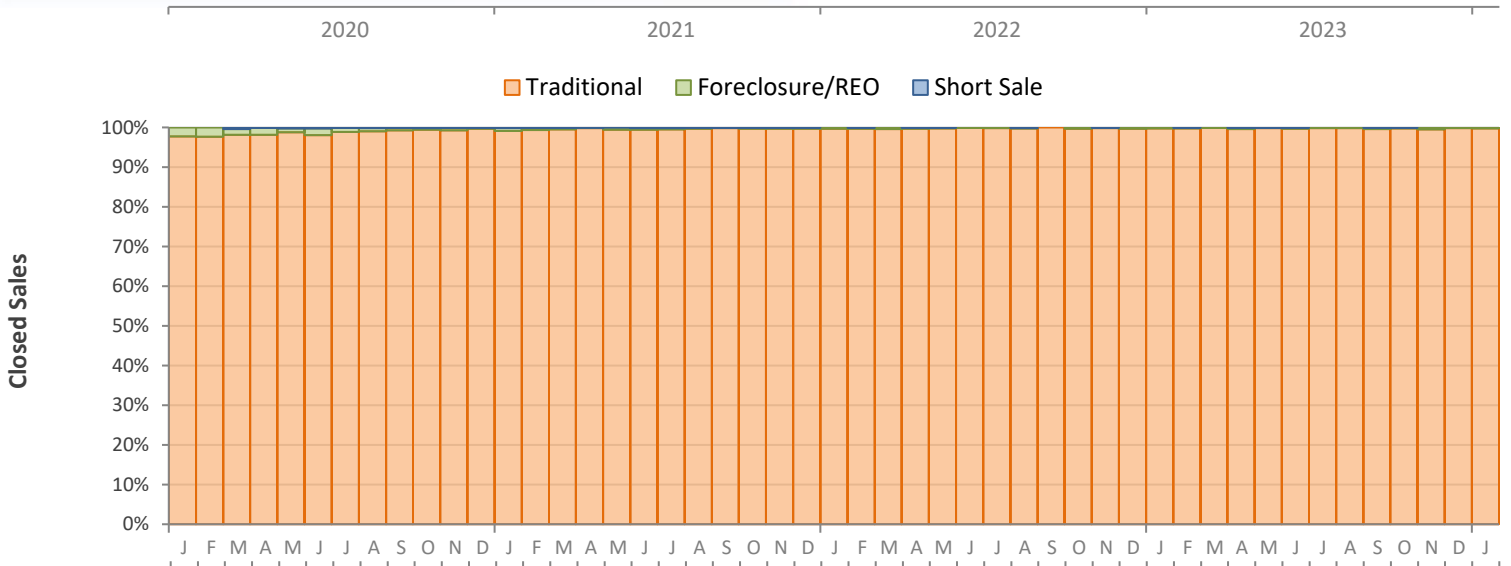
# Monthly Distressed Market - January 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA



		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	866	829	4.5%
	Median Sale Price	\$292,480	\$287,000	1.9%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$217,450	\$266,624	-18.4%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

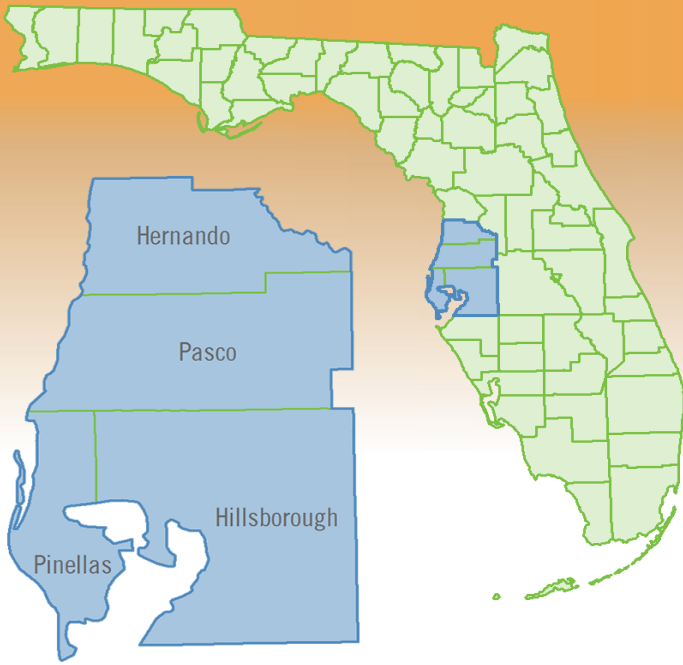




# Monthly Market Detail - January 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



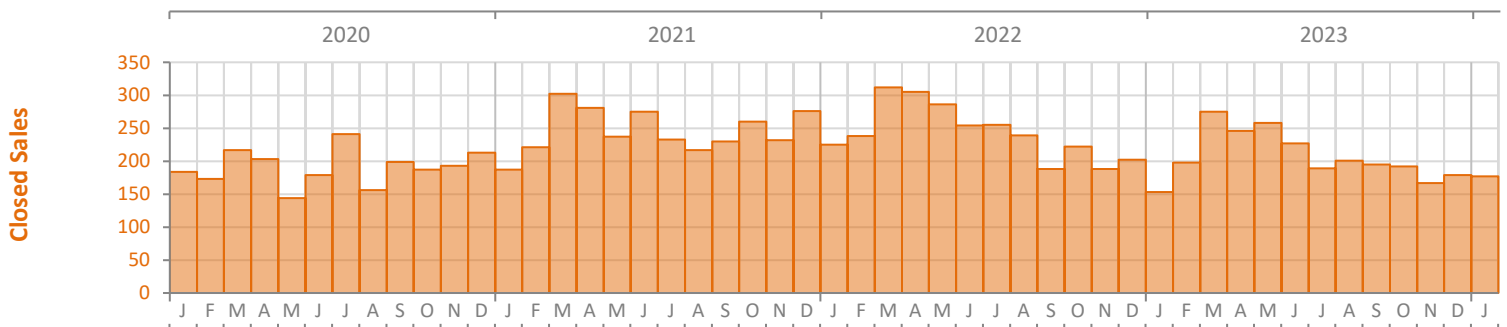
Summary Statistics	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	177	153	15.7%
Paid in Cash	113	101	11.9%
Median Sale Price	\$175,000	\$160,000	9.4%
Average Sale Price	\$182,116	\$167,288	8.9%
Dollar Volume	\$32.2 Million	\$25.6 Million	25.9%
Median Percent of Original List Price Received	94.1%	93.9%	0.2%
Median Time to Contract	34 Days	25 Days	36.0%
Median Time to Sale	69 Days	60 Days	15.0%
New Pending Sales	276	256	7.8%
New Listings	348	336	3.6%
Pending Inventory	265	260	1.9%
Inventory (Active Listings)	812	599	35.6%
Months Supply of Inventory	3.9	2.5	56.0%

## Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	177	15.7%
<b>January 2024</b>	<b>177</b>	<b>15.7%</b>
December 2023	179	-11.4%
November 2023	167	-11.2%
October 2023	192	-13.5%
September 2023	195	3.7%
August 2023	201	-15.9%
July 2023	189	-25.9%
June 2023	227	-10.6%
May 2023	258	-9.8%
April 2023	246	-19.3%
March 2023	275	-11.9%
February 2023	198	-16.8%
January 2023	153	-32.0%

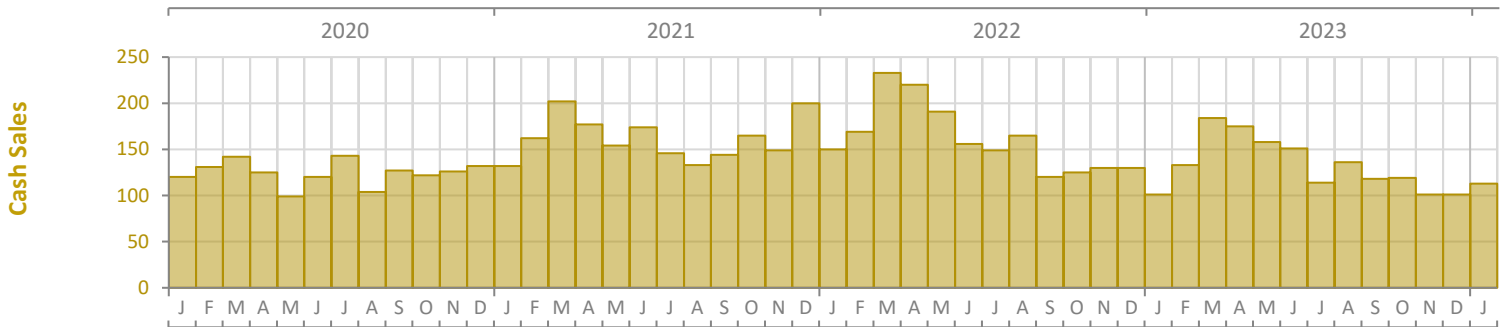


## Cash Sales

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	113	11.9%
<b>January 2024</b>	<b>113</b>	<b>11.9%</b>
December 2023	101	-22.3%
November 2023	101	-22.3%
October 2023	119	-4.8%
September 2023	118	-1.7%
August 2023	136	-17.6%
July 2023	114	-23.5%
June 2023	151	-3.2%
May 2023	158	-17.3%
April 2023	175	-20.5%
March 2023	184	-21.0%
February 2023	133	-21.3%
January 2023	101	-32.7%

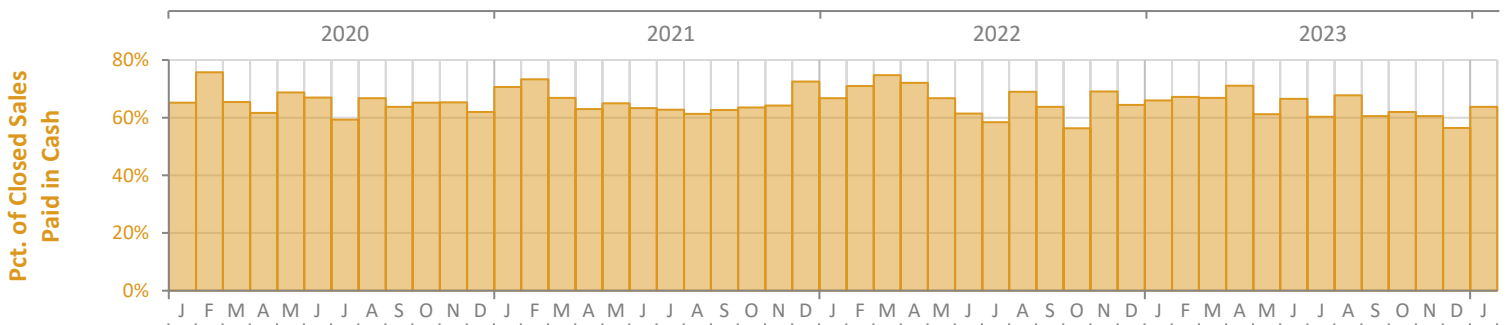


## Cash Sales as a Percentage of Closed Sales

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	63.8%	-3.3%
<b>January 2024</b>	<b>63.8%</b>	<b>-3.3%</b>
December 2023	56.4%	-12.4%
November 2023	60.5%	-12.4%
October 2023	62.0%	10.1%
September 2023	60.5%	-5.2%
August 2023	67.7%	-1.9%
July 2023	60.3%	3.3%
June 2023	66.5%	8.3%
May 2023	61.2%	-8.4%
April 2023	71.1%	-1.4%
March 2023	66.9%	-10.4%
February 2023	67.2%	-5.4%
January 2023	66.0%	-1.0%

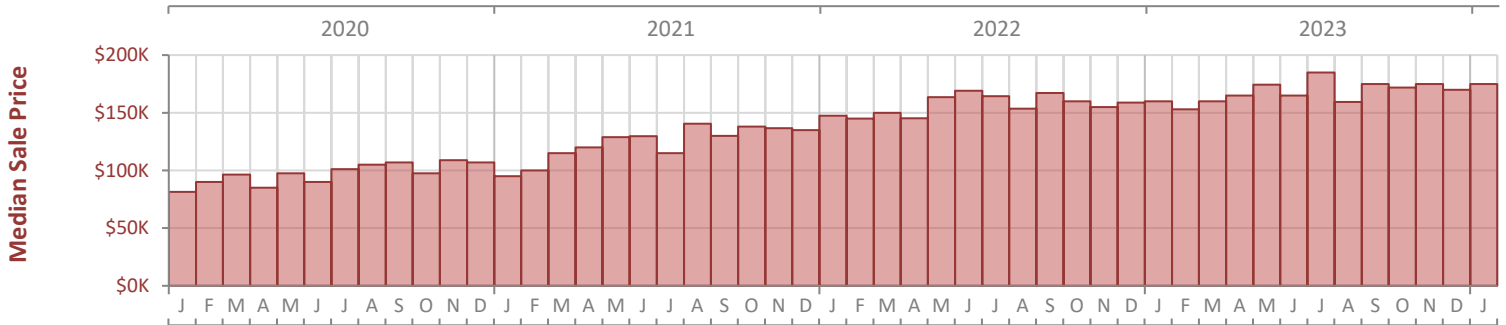


## Median Sale Price

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	\$175,000	9.4%
<b>January 2024</b>	<b>\$175,000</b>	<b>9.4%</b>
December 2023	\$170,000	7.0%
November 2023	\$174,950	12.9%
October 2023	\$172,000	7.5%
September 2023	\$175,000	4.6%
August 2023	\$159,250	3.7%
July 2023	\$185,000	12.5%
June 2023	\$165,000	-2.4%
May 2023	\$174,450	6.7%
April 2023	\$165,000	13.6%
March 2023	\$160,000	6.7%
February 2023	\$153,000	5.5%
January 2023	\$160,000	8.5%

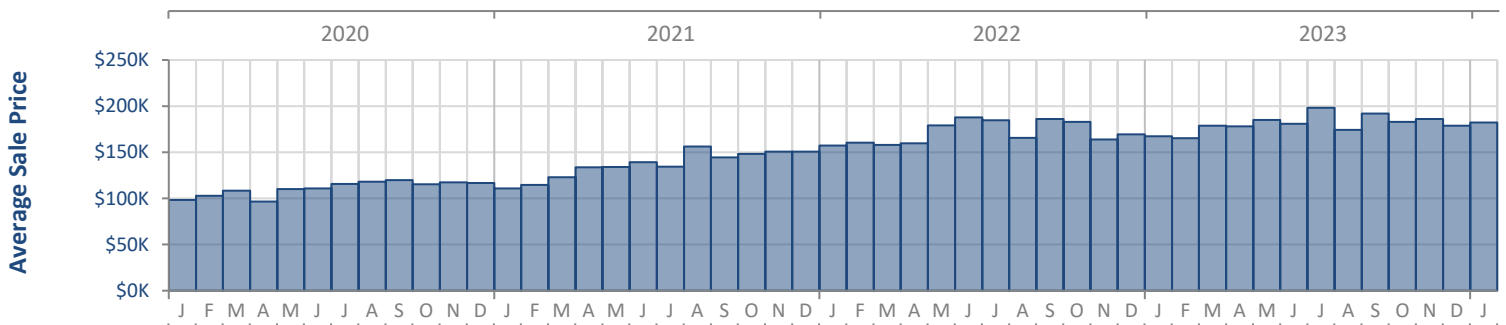


## Average Sale Price

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	\$182,116	8.9%
<b>January 2024</b>	<b>\$182,116</b>	<b>8.9%</b>
December 2023	\$178,873	5.6%
November 2023	\$185,939	13.6%
October 2023	\$182,918	0.0%
September 2023	\$191,814	3.2%
August 2023	\$174,238	5.3%
July 2023	\$198,260	7.3%
June 2023	\$180,855	-3.7%
May 2023	\$185,157	3.5%
April 2023	\$177,996	11.5%
March 2023	\$178,616	13.0%
February 2023	\$165,313	3.1%
January 2023	\$167,288	6.3%

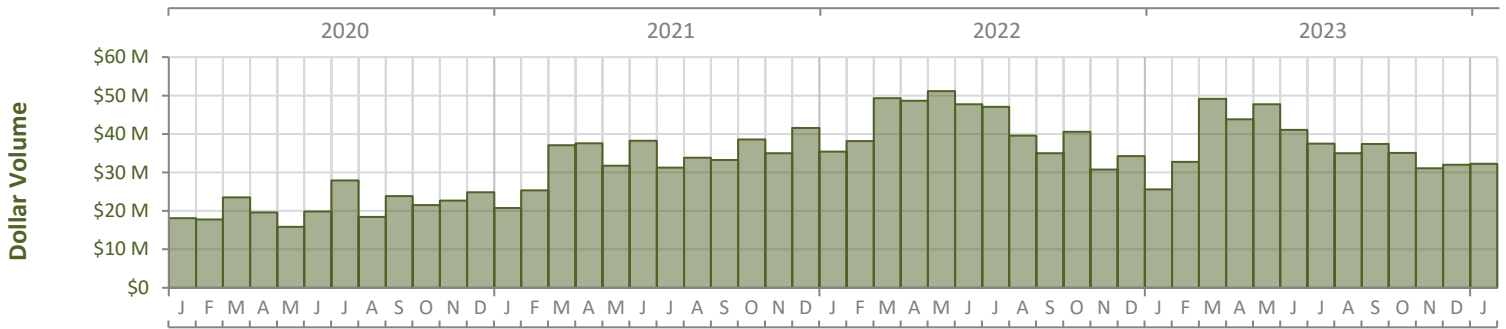


## Dollar Volume

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	\$32.2 Million	25.9%
<b>January 2024</b>	<b>\$32.2 Million</b>	<b>25.9%</b>
December 2023	\$32.0 Million	-6.4%
November 2023	\$31.1 Million	0.9%
October 2023	\$35.1 Million	-13.5%
September 2023	\$37.4 Million	7.0%
August 2023	\$35.0 Million	-11.4%
July 2023	\$37.5 Million	-20.4%
June 2023	\$41.1 Million	-13.9%
May 2023	\$47.8 Million	-6.7%
April 2023	\$43.8 Million	-10.1%
March 2023	\$49.1 Million	-0.4%
February 2023	\$32.7 Million	-14.2%
January 2023	\$25.6 Million	-27.7%

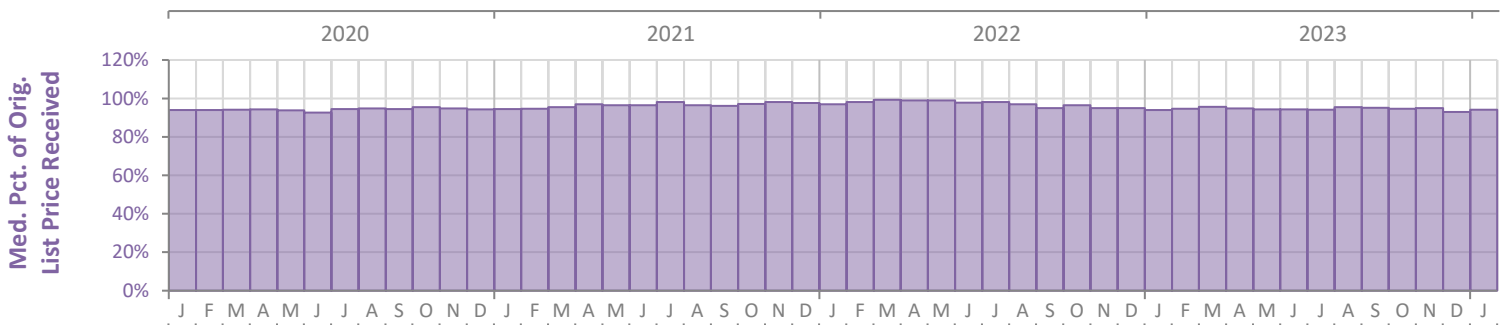


## Median Percent of Original List Price Received

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

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

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	94.1%	0.2%
<b>January 2024</b>	<b>94.1%</b>	<b>0.2%</b>
December 2023	93.0%	-2.1%
November 2023	94.9%	0.0%
October 2023	94.6%	-2.0%
September 2023	95.1%	0.1%
August 2023	95.4%	-1.6%
July 2023	94.2%	-4.1%
June 2023	94.3%	-3.6%
May 2023	94.3%	-4.7%
April 2023	94.8%	-4.2%
March 2023	95.6%	-3.7%
February 2023	94.7%	-3.5%
January 2023	93.9%	-3.2%

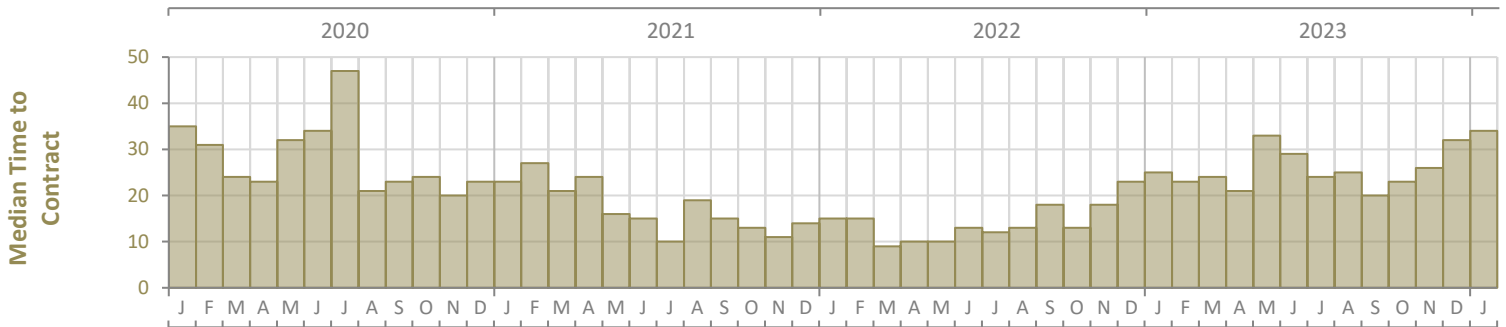


## Median Time to Contract

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	36.0%
<b>January 2024</b>	<b>34 Days</b>	<b>36.0%</b>
December 2023	32 Days	39.1%
November 2023	26 Days	44.4%
October 2023	23 Days	76.9%
September 2023	20 Days	11.1%
August 2023	25 Days	92.3%
July 2023	24 Days	100.0%
June 2023	29 Days	123.1%
May 2023	33 Days	230.0%
April 2023	21 Days	110.0%
March 2023	24 Days	166.7%
February 2023	23 Days	53.3%
January 2023	25 Days	66.7%

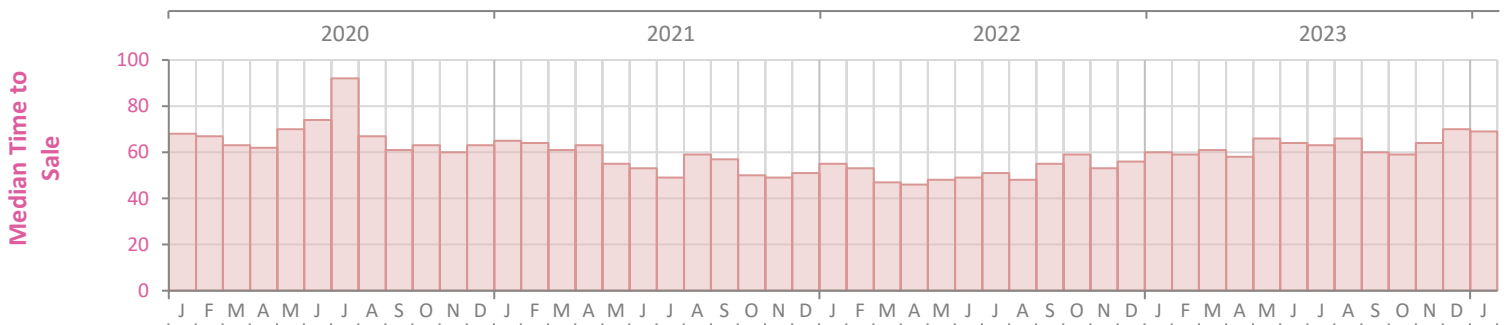


## Median Time to Sale

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	69 Days	15.0%
<b>January 2024</b>	<b>69 Days</b>	<b>15.0%</b>
December 2023	70 Days	25.0%
November 2023	64 Days	20.8%
October 2023	59 Days	0.0%
September 2023	60 Days	9.1%
August 2023	66 Days	37.5%
July 2023	63 Days	23.5%
June 2023	64 Days	30.6%
May 2023	66 Days	37.5%
April 2023	58 Days	26.1%
March 2023	61 Days	29.8%
February 2023	59 Days	11.3%
January 2023	60 Days	9.1%

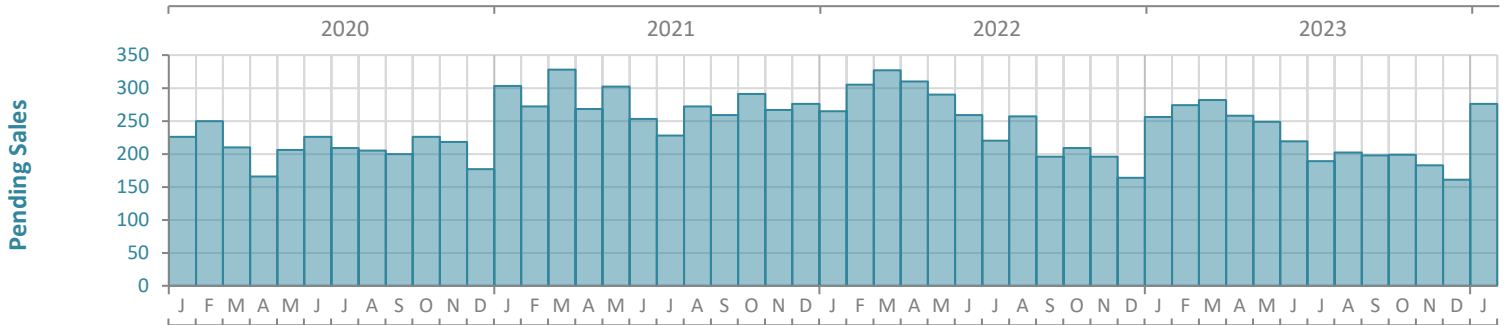


## New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	276	7.8%
<b>January 2024</b>	<b>276</b>	<b>7.8%</b>
December 2023	161	-1.8%
November 2023	183	-6.6%
October 2023	199	-4.8%
September 2023	198	1.0%
August 2023	202	-21.4%
July 2023	189	-14.1%
June 2023	219	-15.4%
May 2023	249	-14.1%
April 2023	258	-16.8%
March 2023	282	-13.8%
February 2023	274	-10.2%
January 2023	256	-3.4%

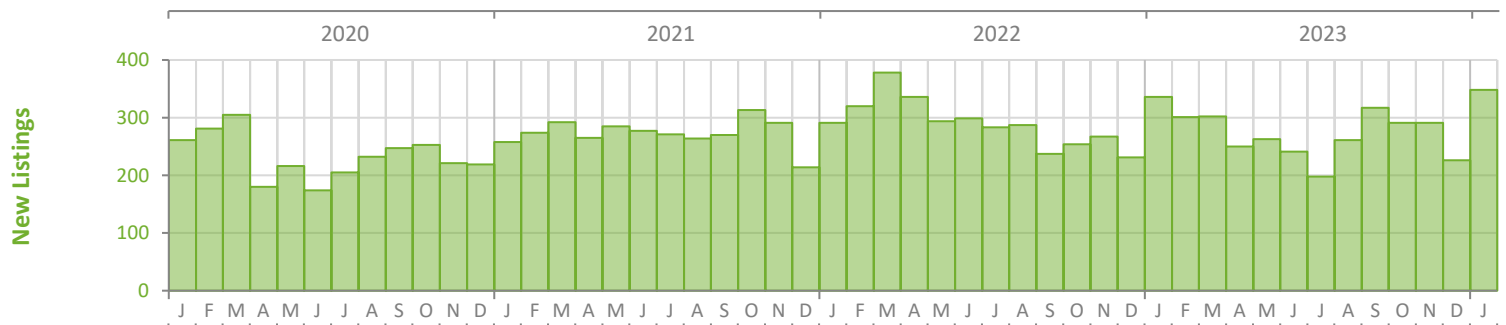


## New Listings

The number of properties put onto the market during the month

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

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	348	3.6%
<b>January 2024</b>	<b>348</b>	<b>3.6%</b>
December 2023	226	-2.2%
November 2023	291	9.0%
October 2023	291	14.6%
September 2023	317	33.8%
August 2023	261	-9.1%
July 2023	198	-30.0%
June 2023	241	-19.4%
May 2023	263	-10.5%
April 2023	250	-25.6%
March 2023	302	-20.1%
February 2023	301	-5.9%
January 2023	336	15.5%

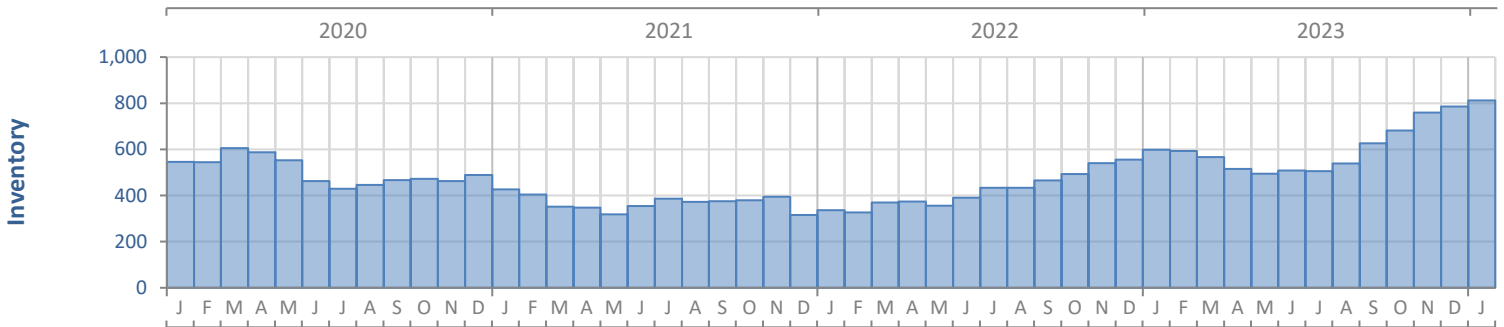


## Inventory (Active Listings)

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)	812	35.6%
<b>January 2024</b>	<b>812</b>	<b>35.6%</b>
December 2023	786	41.4%
November 2023	760	40.7%
October 2023	682	38.3%
September 2023	626	34.3%
August 2023	539	24.5%
July 2023	506	16.6%
June 2023	509	30.2%
May 2023	494	38.8%
April 2023	516	38.0%
March 2023	566	53.4%
February 2023	593	81.9%
January 2023	599	77.7%

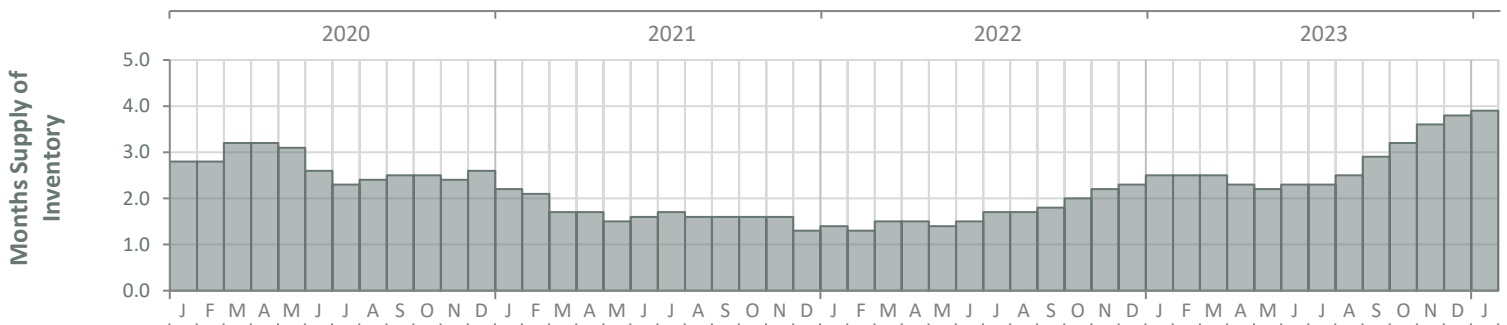


## Months Supply of Inventory

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)	3.9	56.0%
<b>January 2024</b>	<b>3.9</b>	<b>56.0%</b>
December 2023	3.8	65.2%
November 2023	3.6	63.6%
October 2023	3.2	60.0%
September 2023	2.9	61.1%
August 2023	2.5	47.1%
July 2023	2.3	35.3%
June 2023	2.3	53.3%
May 2023	2.2	57.1%
April 2023	2.3	53.3%
March 2023	2.5	66.7%
February 2023	2.5	92.3%
January 2023	2.5	78.6%

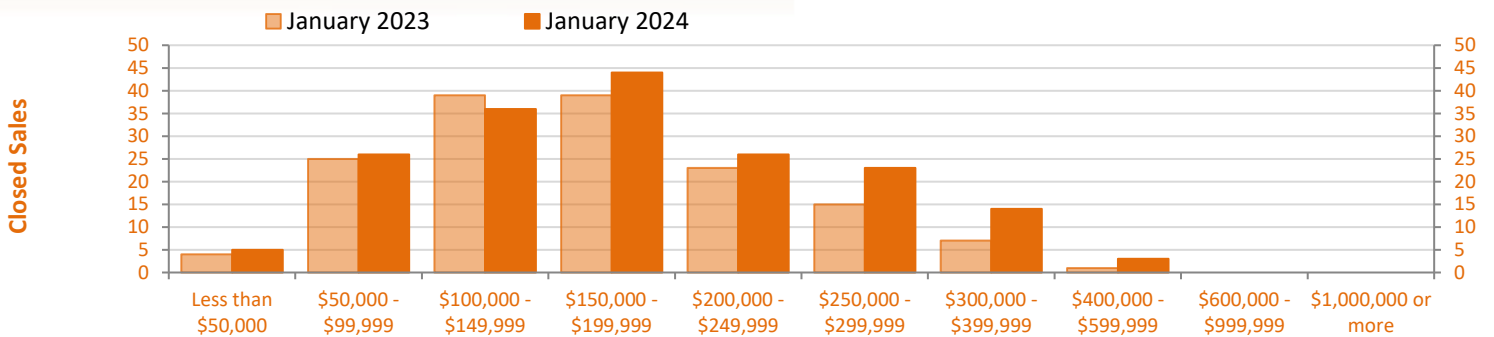


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	5	25.0%
\$50,000 - \$99,999	26	4.0%
\$100,000 - \$149,999	36	-7.7%
\$150,000 - \$199,999	44	12.8%
\$200,000 - \$249,999	26	13.0%
\$250,000 - \$299,999	23	53.3%
\$300,000 - \$399,999	14	100.0%
\$400,000 - \$599,999	3	200.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

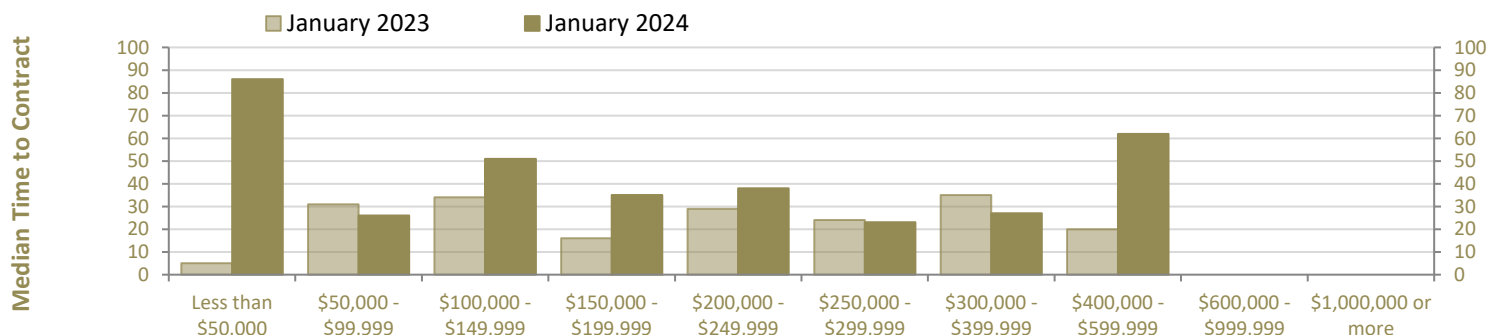


## Median Time to Contract by Sale Price

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	86 Days	1620.0%
\$50,000 - \$99,999	26 Days	-16.1%
\$100,000 - \$149,999	51 Days	50.0%
\$150,000 - \$199,999	35 Days	118.8%
\$200,000 - \$249,999	38 Days	31.0%
\$250,000 - \$299,999	23 Days	-4.2%
\$300,000 - \$399,999	27 Days	-22.9%
\$400,000 - \$599,999	62 Days	210.0%
\$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	2	-60.0%
\$50,000 - \$99,999	35	-2.8%
\$100,000 - \$149,999	64	-12.3%
\$150,000 - \$199,999	111	13.3%
\$200,000 - \$249,999	57	-3.4%
\$250,000 - \$299,999	40	17.6%
\$300,000 - \$399,999	33	65.0%
\$400,000 - \$599,999	4	-33.3%
\$600,000 - \$999,999	2	-60.0%
\$1,000,000 or more	0	N/A

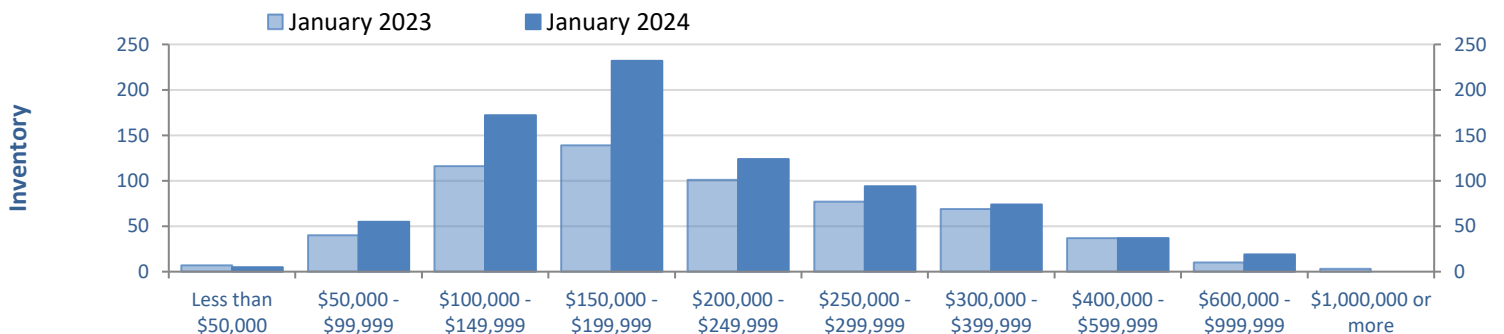


## Inventory by Current Listing Price

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.

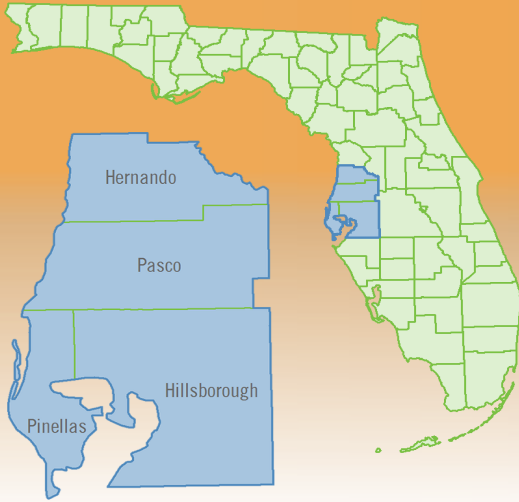
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	-28.6%
\$50,000 - \$99,999	55	37.5%
\$100,000 - \$149,999	172	48.3%
\$150,000 - \$199,999	232	66.9%
\$200,000 - \$249,999	124	22.8%
\$250,000 - \$299,999	94	22.1%
\$300,000 - \$399,999	74	7.2%
\$400,000 - \$599,999	37	0.0%
\$600,000 - \$999,999	19	90.0%
\$1,000,000 or more	0	-100.0%



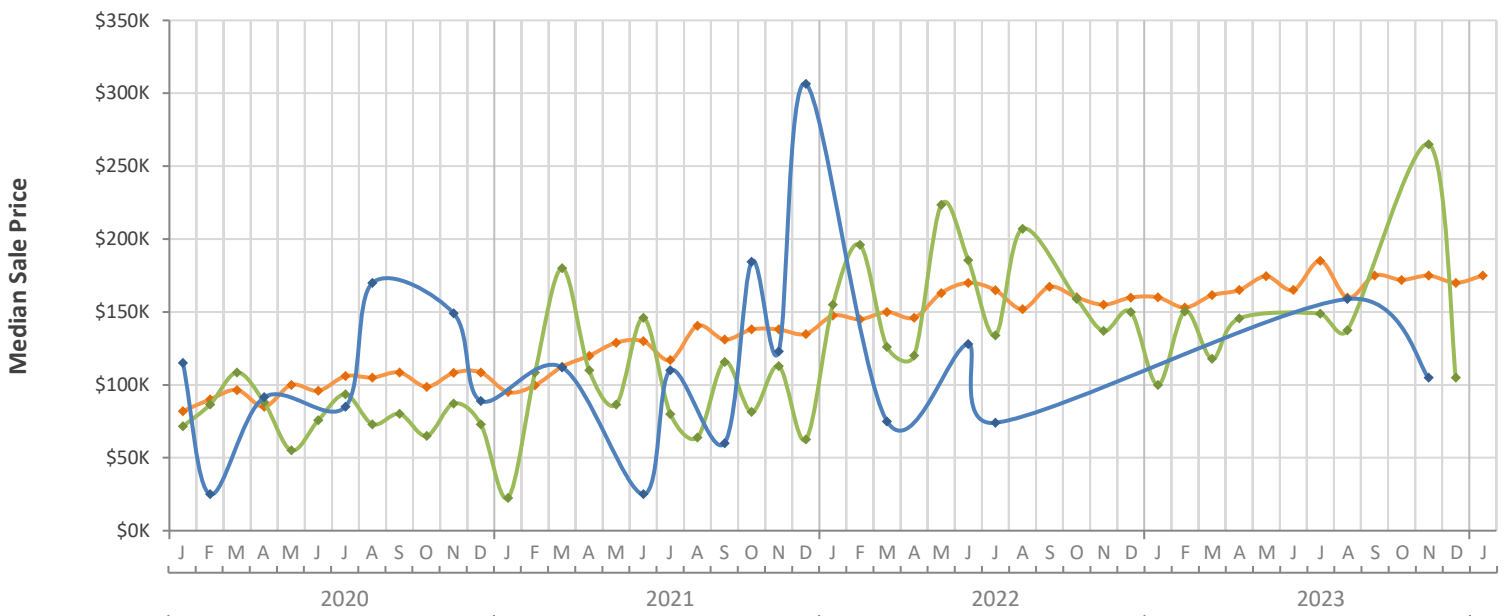
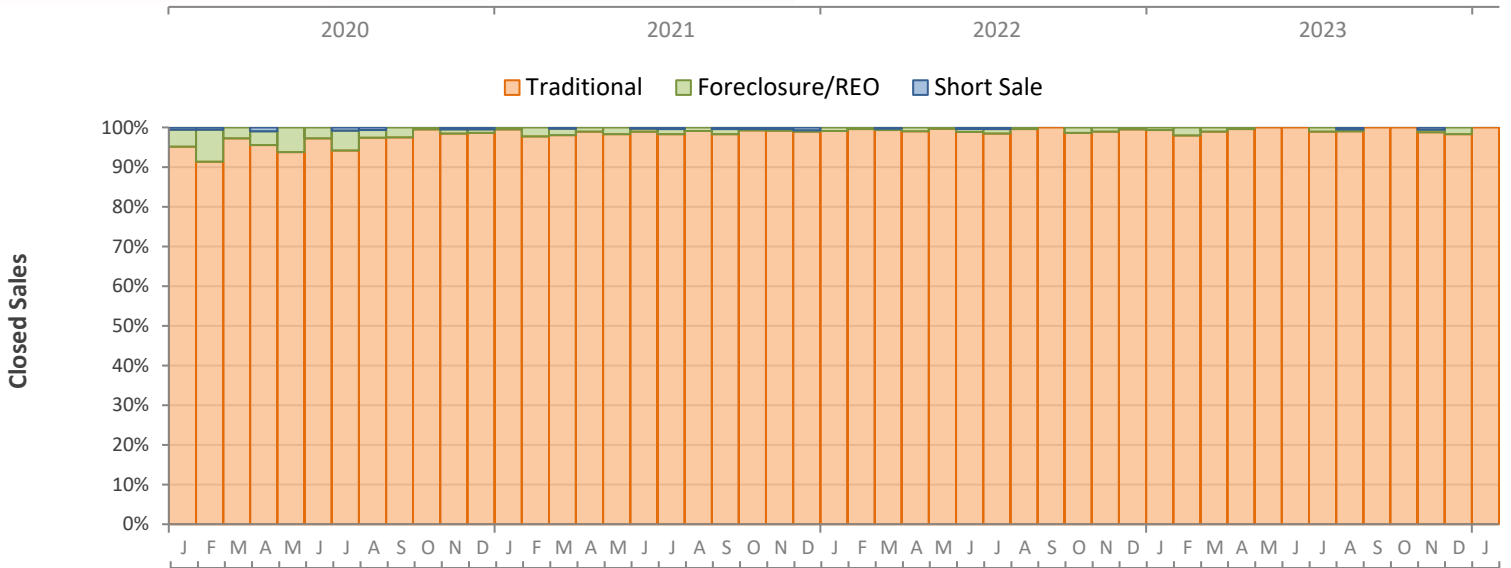
# Monthly Distressed Market - January 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



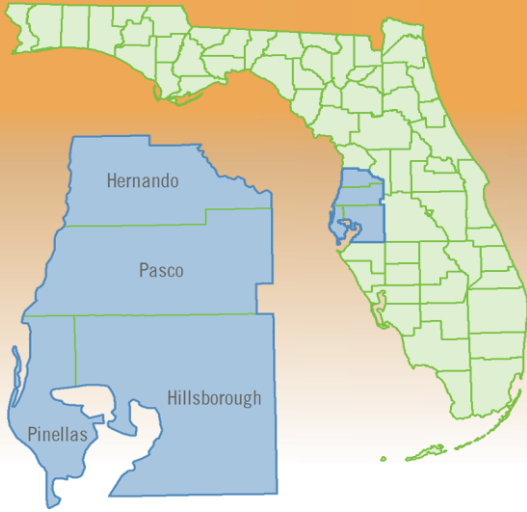
		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	177	152	16.4%
	Median Sale Price	\$175,000	\$160,000	9.4%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$100,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



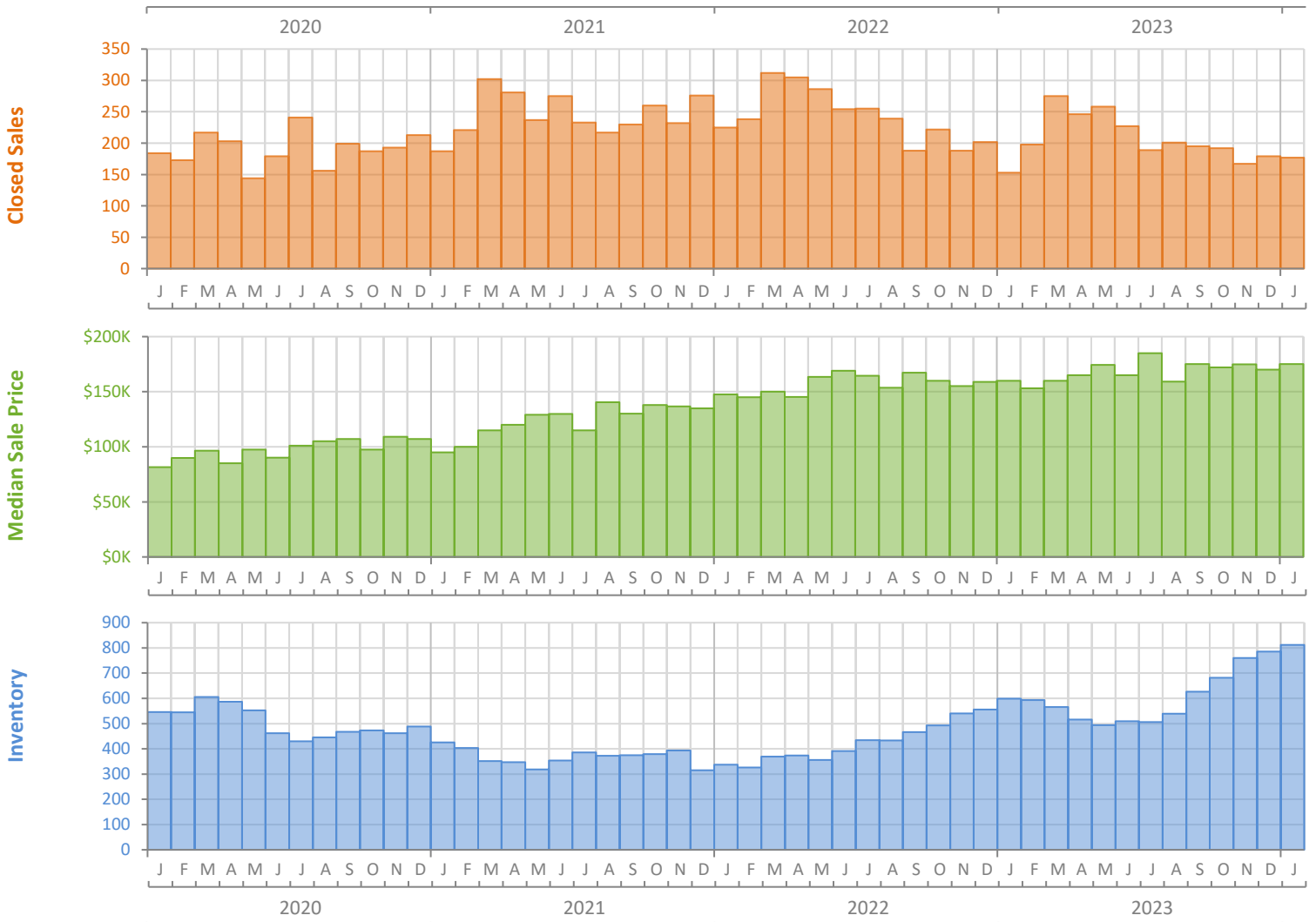
# Monthly Market Summary - January 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



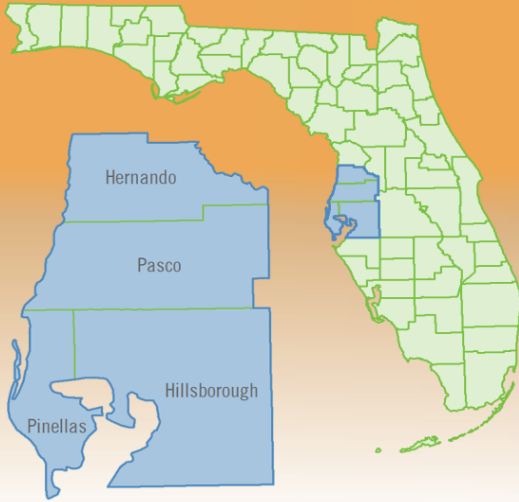
	January 2024	January 2023	Percent Change Year-over-Year
Closed Sales	177	153	15.7%
Paid in Cash	113	101	11.9%
Median Sale Price	\$175,000	\$160,000	9.4%
Average Sale Price	\$182,116	\$167,288	8.9%
Dollar Volume	\$32.2 Million	\$25.6 Million	25.9%
Med. Pct. of Orig. List Price Received	94.1%	93.9%	0.2%
Median Time to Contract	34 Days	25 Days	36.0%
Median Time to Sale	69 Days	60 Days	15.0%
New Pending Sales	276	256	7.8%
New Listings	348	336	3.6%
Pending Inventory	265	260	1.9%
Inventory (Active Listings)	812	599	35.6%
Months Supply of Inventory	3.9	2.5	56.0%



# Monthly Distressed Market - January 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



		January 2024	January 2023	Percent Change Year-over-Year
Traditional	Closed Sales	177	152	16.4%
	Median Sale Price	\$175,000	\$160,000	9.4%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$100,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

