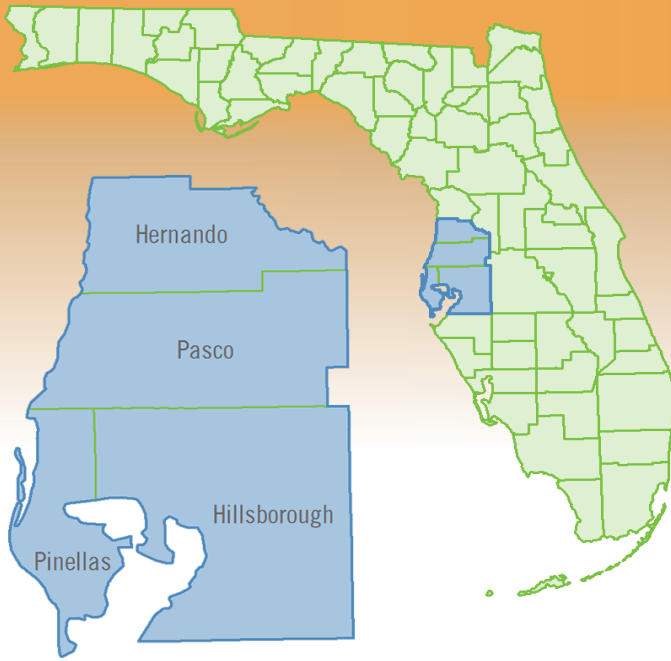


# Monthly Market Detail - October 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



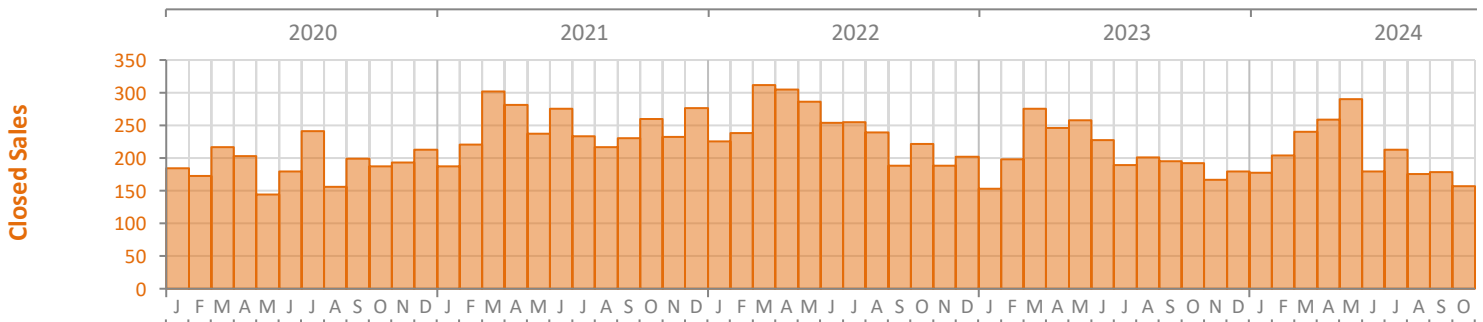
Summary Statistics	October 2024	October 2023	Percent Change Year-over-Year
Closed Sales	157	192	-18.2%
Paid in Cash	103	119	-13.4%
Median Sale Price	\$155,750	\$172,000	-9.4%
Average Sale Price	\$182,775	\$182,918	-0.1%
Dollar Volume	\$28.7 Million	\$35.1 Million	-18.3%
Median Percent of Original List Price Received	92.0%	94.6%	-2.7%
Median Time to Contract	46 Days	23 Days	100.0%
Median Time to Sale	83 Days	59 Days	40.7%
New Pending Sales	151	199	-24.1%
New Listings	253	291	-13.1%
Pending Inventory	179	210	-14.8%
Inventory (Active Listings)	922	682	35.2%
Months Supply of Inventory	4.6	3.2	43.8%

## 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	2,073	-2.9%
<b>October 2024</b>	<b>157</b>	<b>-18.2%</b>
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%
November 2023	167	-11.2%
October 2023	192	-13.5%

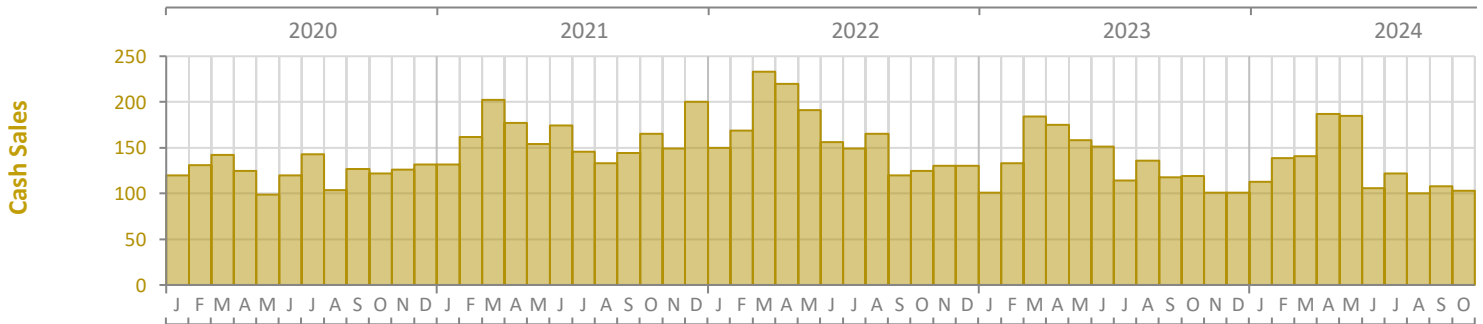


## Cash Sales

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	1,304	-6.1%
<b>October 2024</b>	<b>103</b>	<b>-13.4%</b>
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%
November 2023	101	-22.3%
October 2023	119	-4.8%

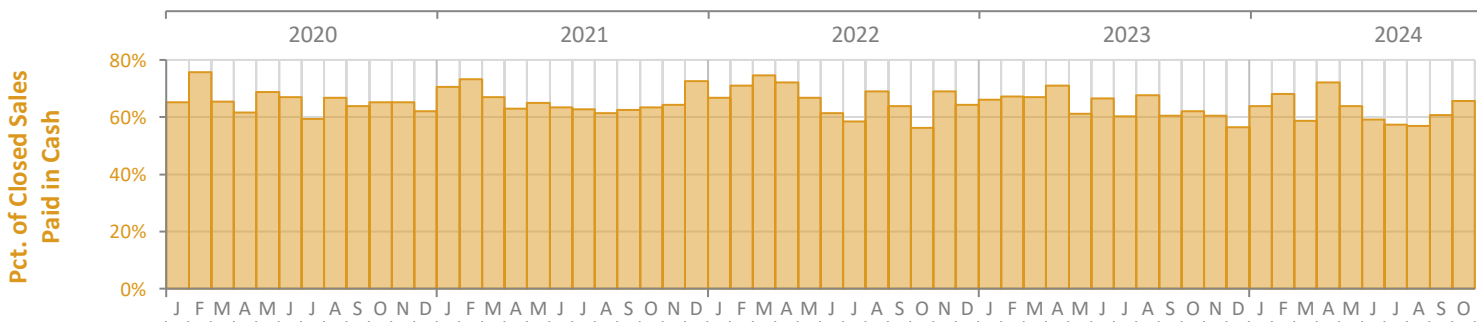


## Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	62.9%	-3.4%
<b>October 2024</b>	<b>65.6%</b>	<b>5.8%</b>
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%
November 2023	60.5%	-12.4%
October 2023	62.0%	10.1%

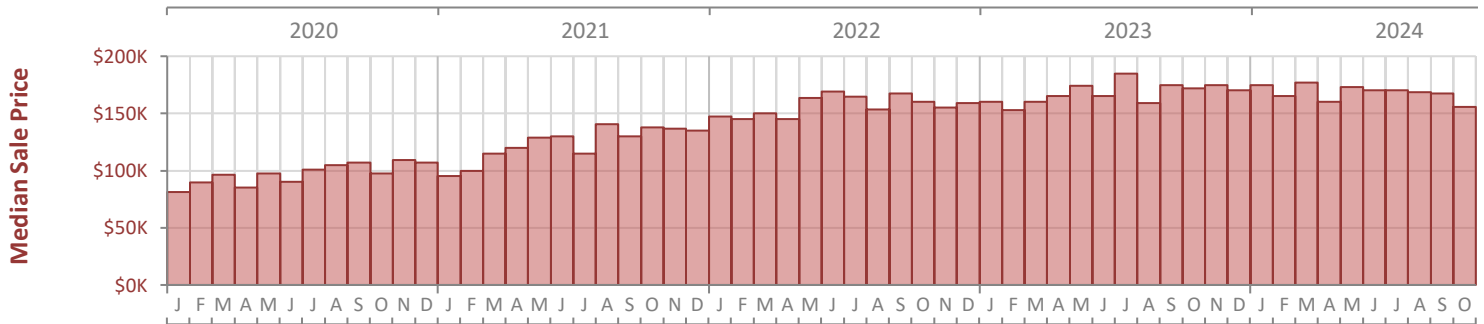


## Median Sale Price

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

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

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$168,000	1.2%
<b>October 2024</b>	<b>\$155,750</b>	<b>-9.4%</b>
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%
November 2023	\$174,950	12.9%
October 2023	\$172,000	7.5%

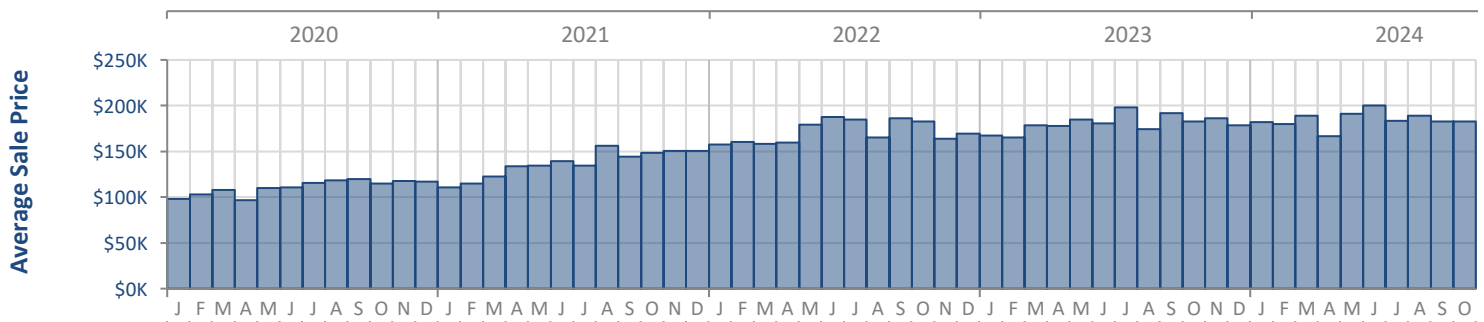


## Average Sale Price

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	\$184,342	2.2%
<b>October 2024</b>	<b>\$182,775</b>	<b>-0.1%</b>
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%
November 2023	\$185,939	13.6%
October 2023	\$182,918	0.0%

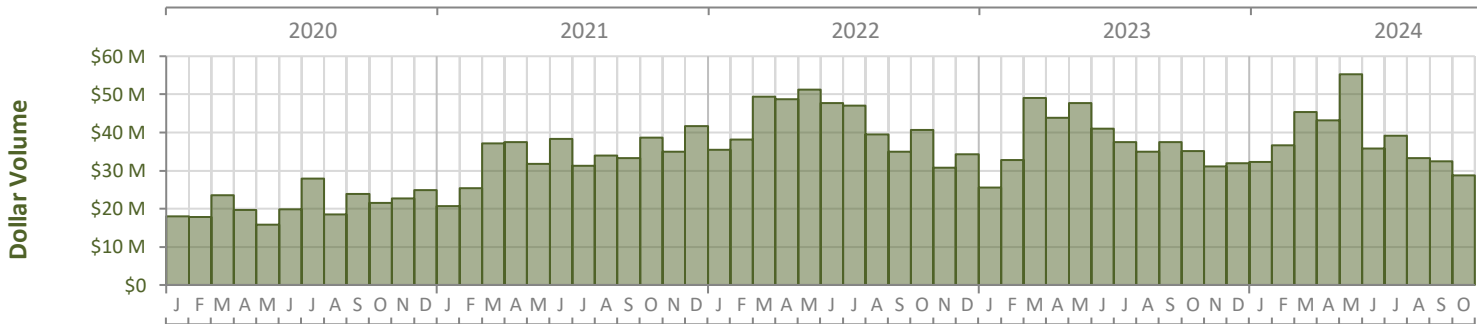


## Dollar Volume

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	\$382.1 Million	-0.8%
<b>October 2024</b>	<b>\$28.7 Million</b>	<b>-18.3%</b>
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%
November 2023	\$31.1 Million	0.9%
October 2023	\$35.1 Million	-13.5%

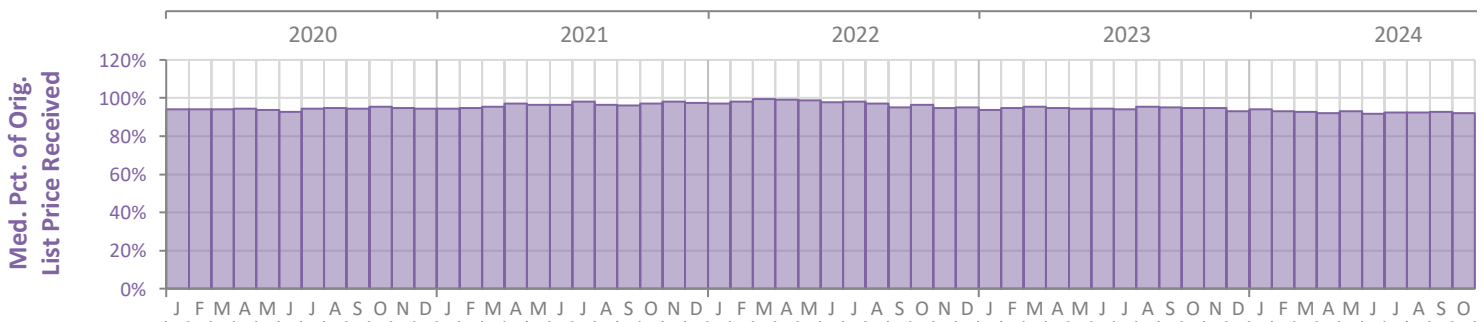


## Median Percent of Original List Price Received

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>October 2024</b>	<b>92.0%</b>	<b>-2.7%</b>
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%
November 2023	94.9%	0.0%
October 2023	94.6%	-2.0%

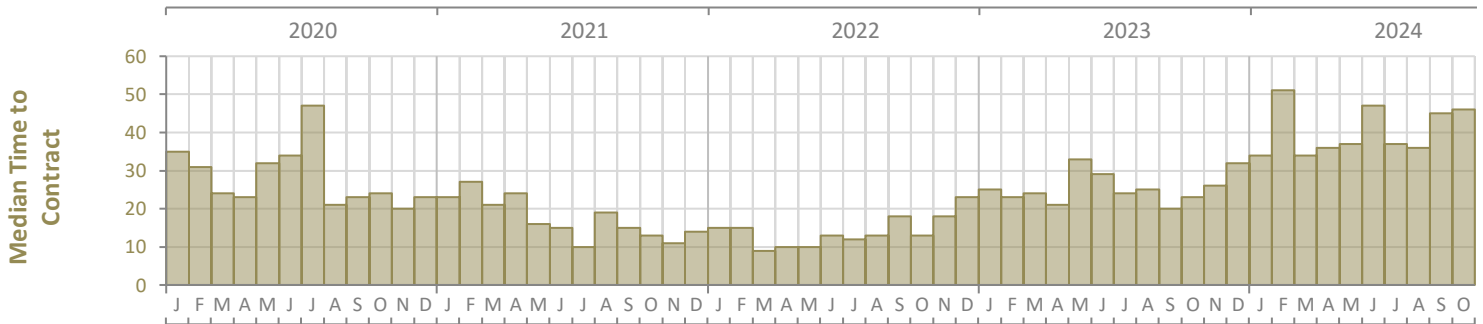


## Median Time to Contract

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	41 Days	57.7%
<b>October 2024</b>	<b>46 Days</b>	<b>100.0%</b>
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%
November 2023	26 Days	44.4%
October 2023	23 Days	76.9%

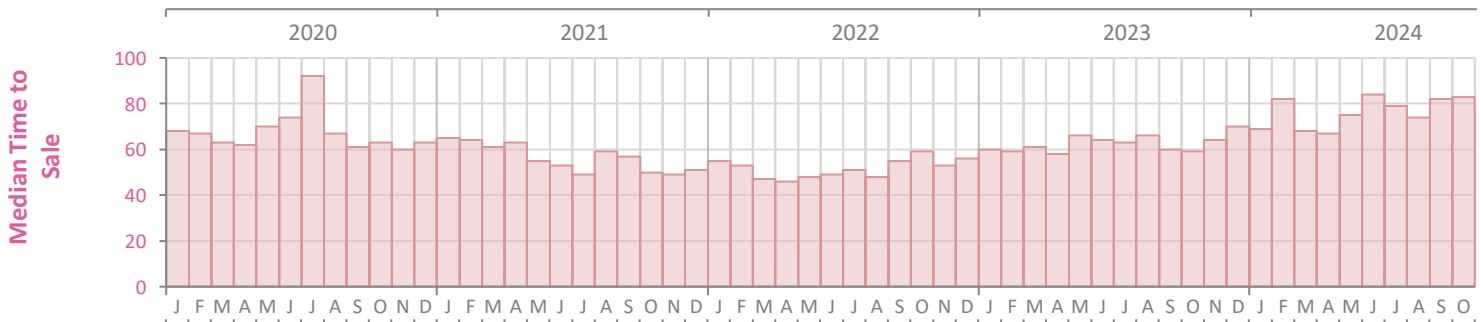


## Median Time to Sale

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	22.2%
<b>October 2024</b>	<b>83 Days</b>	<b>40.7%</b>
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%
November 2023	64 Days	20.8%
October 2023	59 Days	0.0%

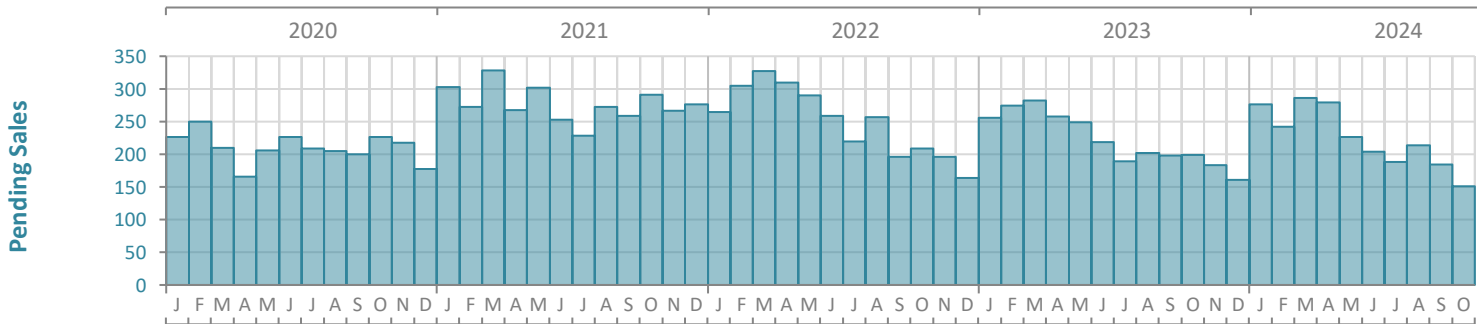


## New Pending Sales

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	2,250	-3.3%
<b>October 2024</b>	<b>151</b>	<b>-24.1%</b>
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%
November 2023	183	-6.6%
October 2023	199	-4.8%

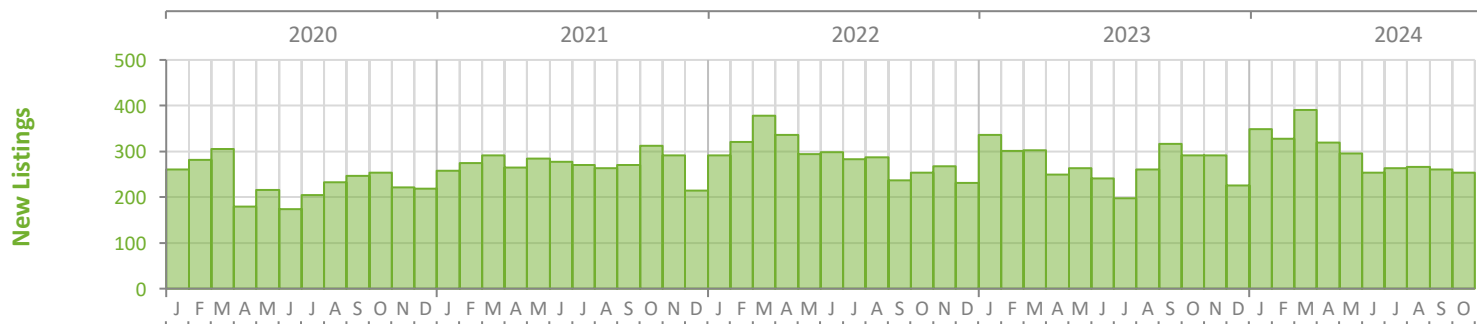


## New Listings

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	2,976	7.8%
<b>October 2024</b>	<b>253</b>	<b>-13.1%</b>
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%
November 2023	291	9.0%
October 2023	291	14.6%

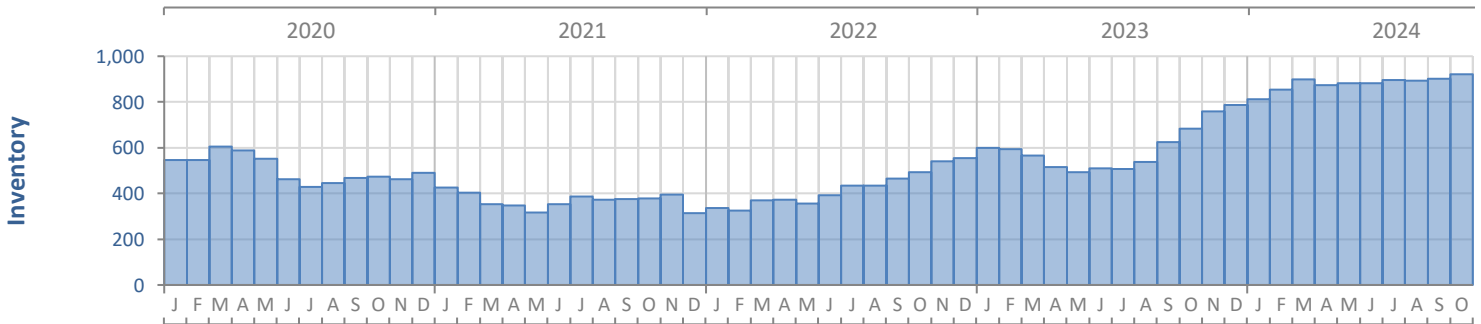


## Inventory (Active Listings)

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)	882	56.6%
<b>October 2024</b>	<b>922</b>	<b>35.2%</b>
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%
November 2023	760	40.7%
October 2023	682	38.3%

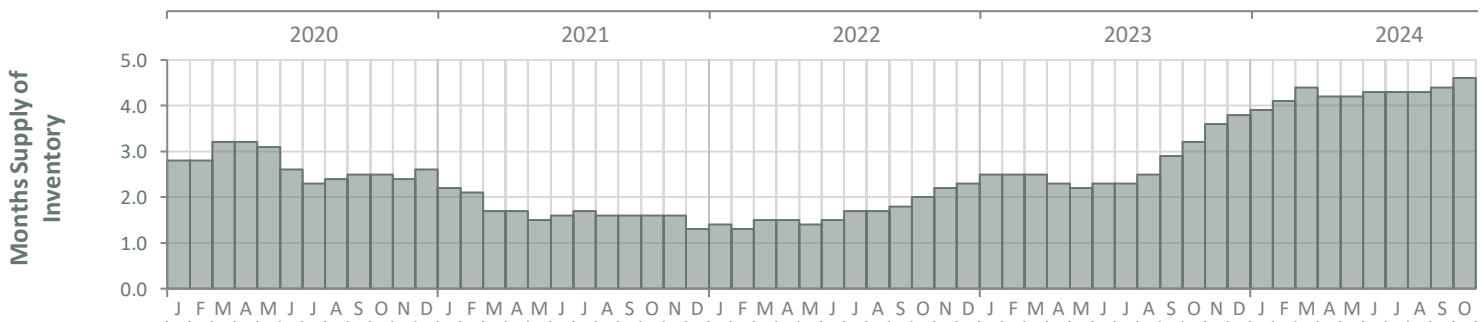


## Months Supply of Inventory

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)	4.3	72.0%
<b>October 2024</b>	<b>4.6</b>	<b>43.8%</b>
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%
November 2023	3.6	63.6%
October 2023	3.2	60.0%

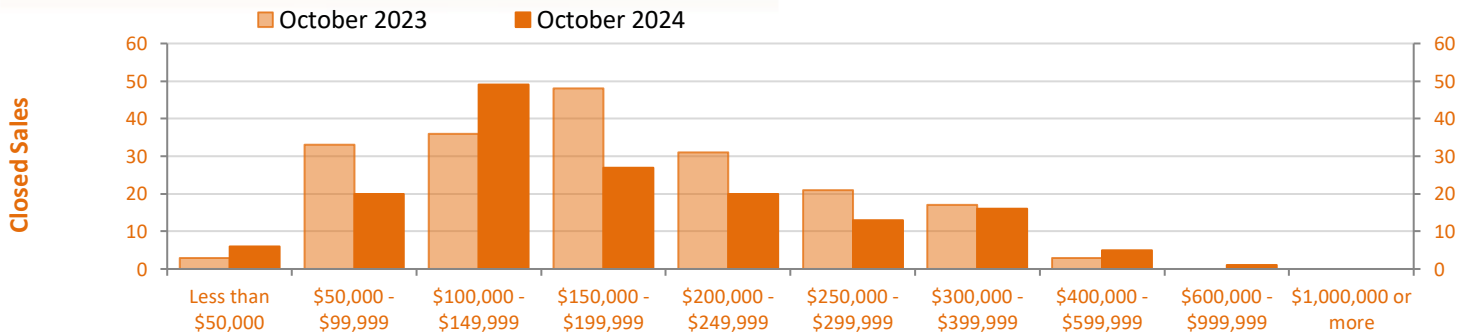


## Closed Sales by Sale Price

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	6	100.0%
\$50,000 - \$99,999	20	-39.4%
\$100,000 - \$149,999	49	36.1%
\$150,000 - \$199,999	27	-43.8%
\$200,000 - \$249,999	20	-35.5%
\$250,000 - \$299,999	13	-38.1%
\$300,000 - \$399,999	16	-5.9%
\$400,000 - \$599,999	5	66.7%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

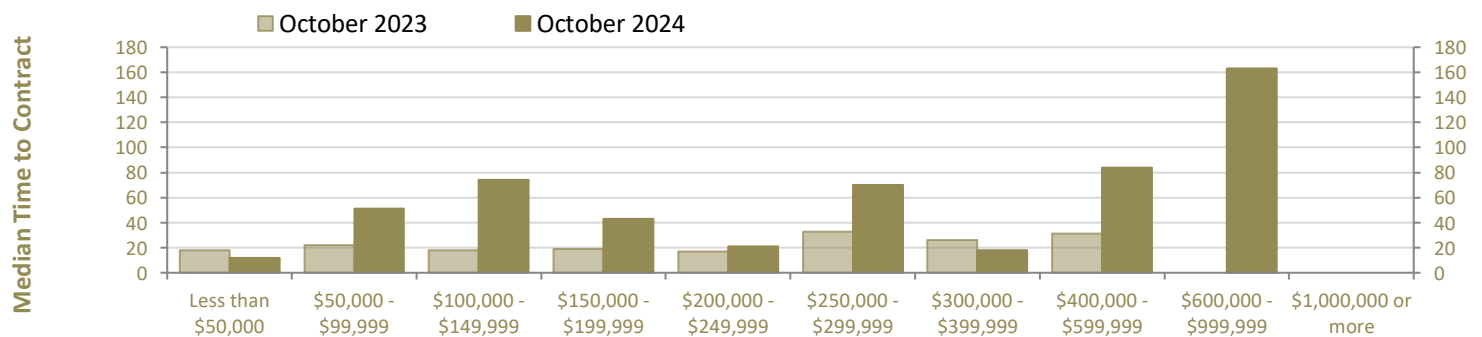


## Median Time to Contract by Sale Price

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	12 Days	-33.3%
\$50,000 - \$99,999	51 Days	131.8%
\$100,000 - \$149,999	74 Days	311.1%
\$150,000 - \$199,999	43 Days	126.3%
\$200,000 - \$249,999	21 Days	23.5%
\$250,000 - \$299,999	70 Days	112.1%
\$300,000 - \$399,999	18 Days	-30.8%
\$400,000 - \$599,999	84 Days	171.0%
\$600,000 - \$999,999	163 Days	N/A
\$1,000,000 or more	(No Sales)	N/A



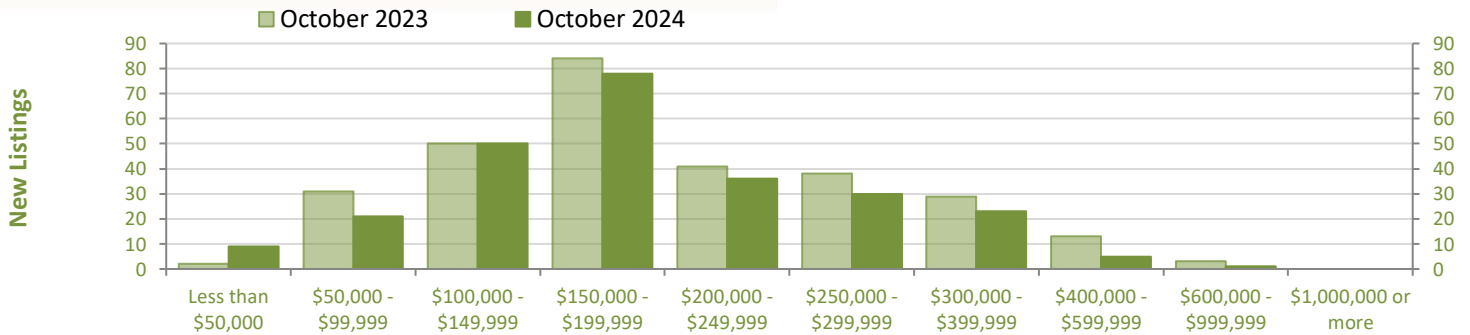


## New Listings by Initial Listing Price

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	9	350.0%
\$50,000 - \$99,999	21	-32.3%
\$100,000 - \$149,999	50	0.0%
\$150,000 - \$199,999	78	-7.1%
\$200,000 - \$249,999	36	-12.2%
\$250,000 - \$299,999	30	-21.1%
\$300,000 - \$399,999	23	-20.7%
\$400,000 - \$599,999	5	-61.5%
\$600,000 - \$999,999	1	-66.7%
\$1,000,000 or more	0	N/A

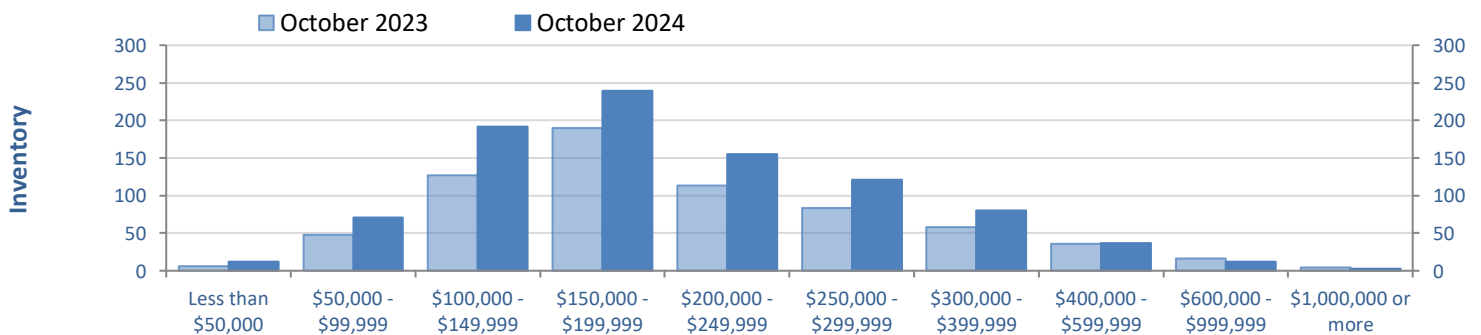


## Inventory by Current Listing Price

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.

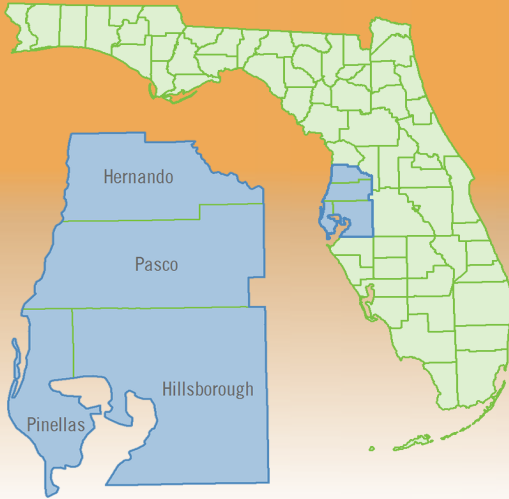
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	12	100.0%
\$50,000 - \$99,999	71	47.9%
\$100,000 - \$149,999	192	51.2%
\$150,000 - \$199,999	239	25.8%
\$200,000 - \$249,999	155	37.2%
\$250,000 - \$299,999	121	44.0%
\$300,000 - \$399,999	80	37.9%
\$400,000 - \$599,999	37	2.8%
\$600,000 - \$999,999	12	-25.0%
\$1,000,000 or more	3	-25.0%



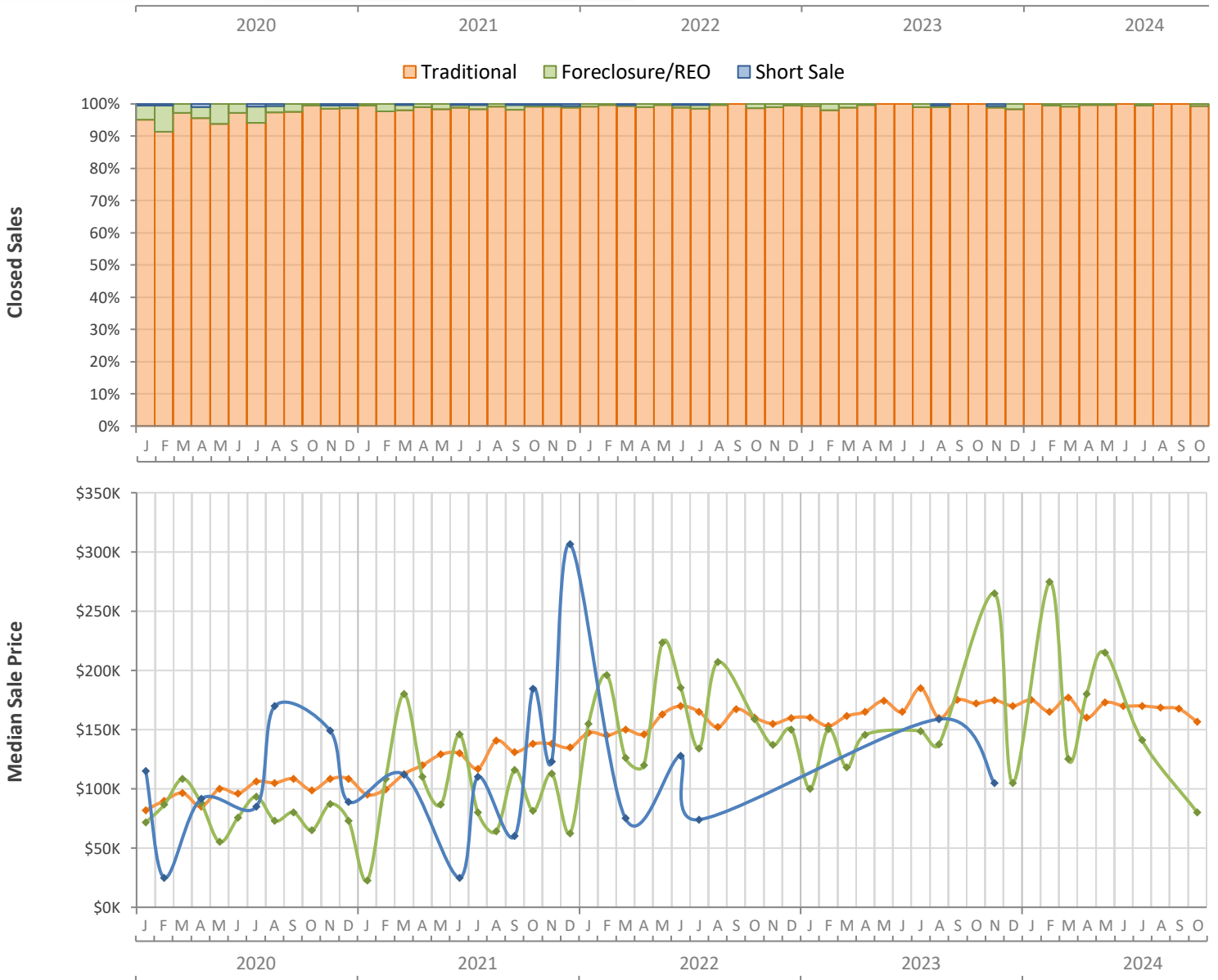
# Monthly Distressed Market - October 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



		October 2024	October 2023	Percent Change Year-over-Year
Traditional	Closed Sales	156	192	-18.8%
	Median Sale Price	\$156,500	\$172,000	-9.0%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$80,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

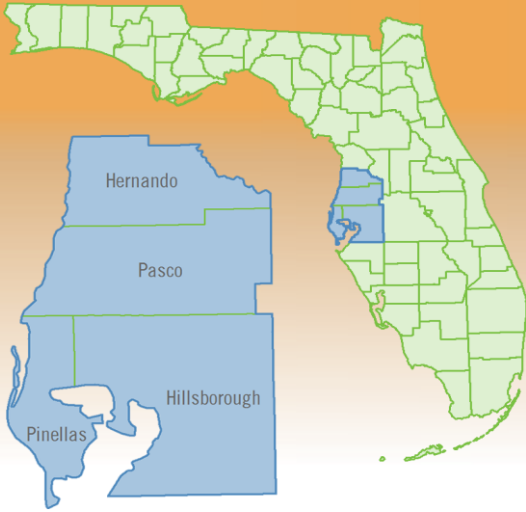


Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, November 21, 2024. Next data release is Thursday, December 19, 2024.

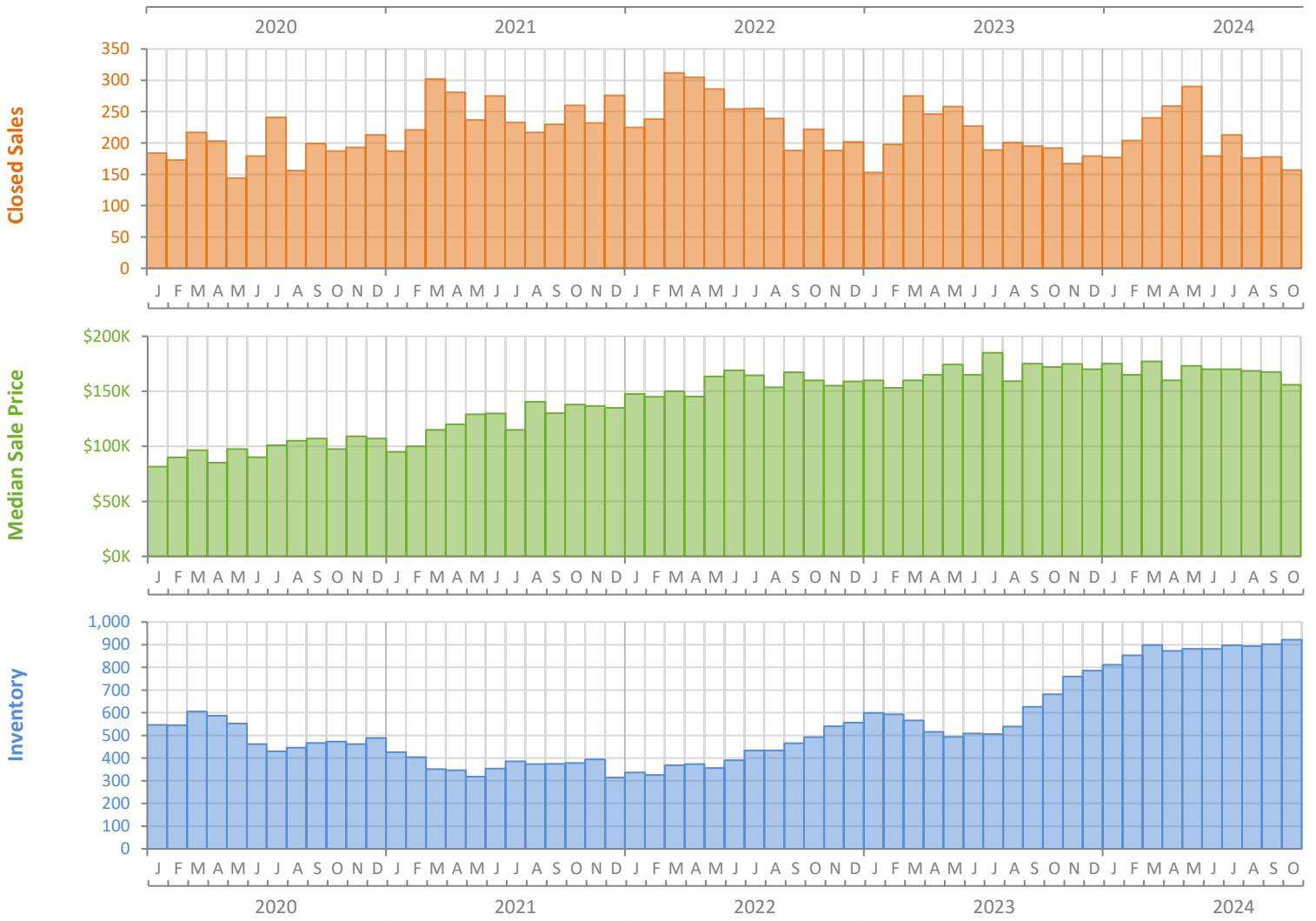
# Monthly Market Summary - October 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



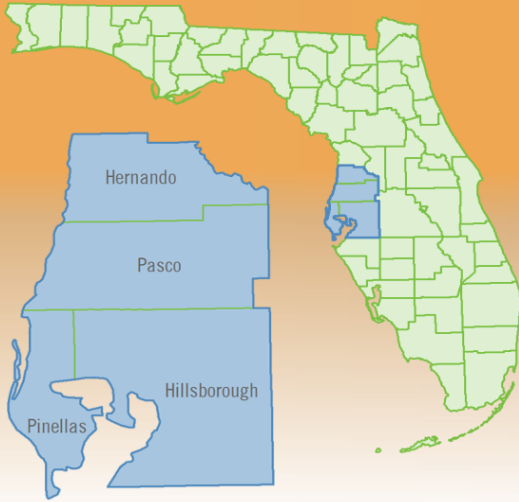
	October 2024	October 2023	Percent Change Year-over-Year
Closed Sales	157	192	-18.2%
Paid in Cash	103	119	-13.4%
Median Sale Price	\$155,750	\$172,000	-9.4%
Average Sale Price	\$182,775	\$182,918	-0.1%
Dollar Volume	\$28.7 Million	\$35.1 Million	-18.3%
Med. Pct. of Orig. List Price Received	92.0%	94.6%	-2.7%
Median Time to Contract	46 Days	23 Days	100.0%
Median Time to Sale	83 Days	59 Days	40.7%
New Pending Sales	151	199	-24.1%
New Listings	253	291	-13.1%
Pending Inventory	179	210	-14.8%
Inventory (Active Listings)	922	682	35.2%
Months Supply of Inventory	4.6	3.2	43.8%



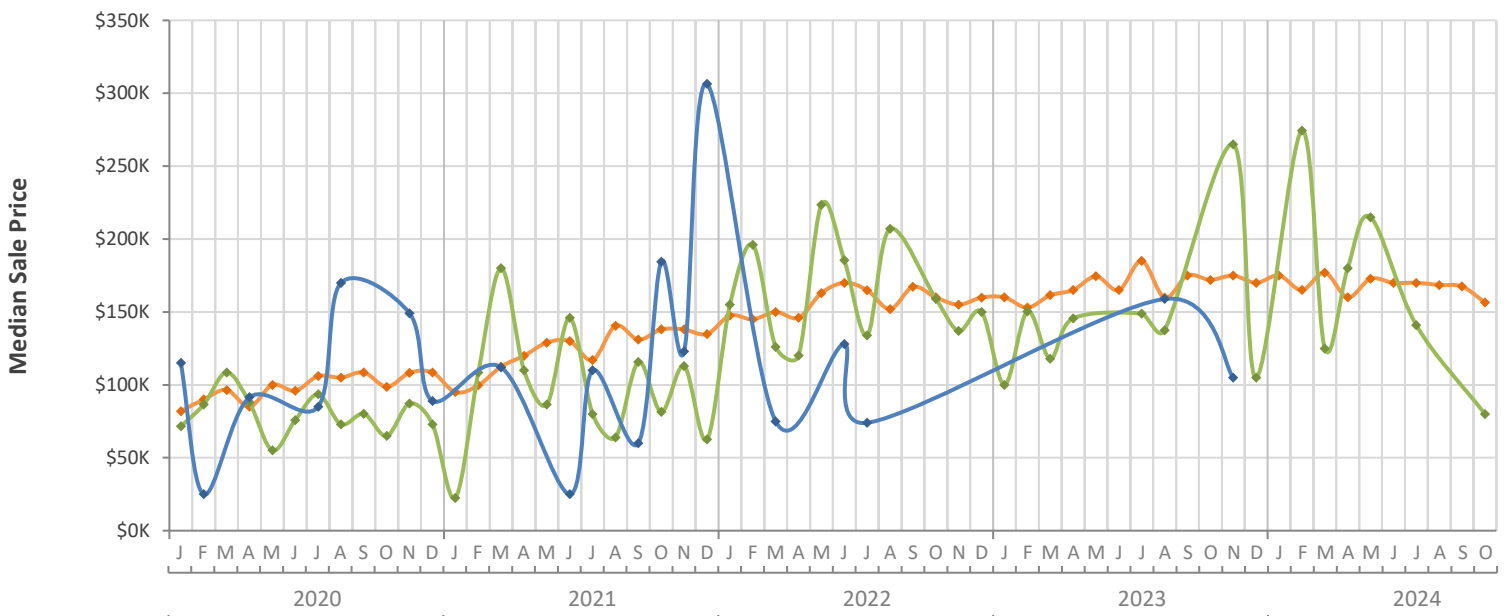
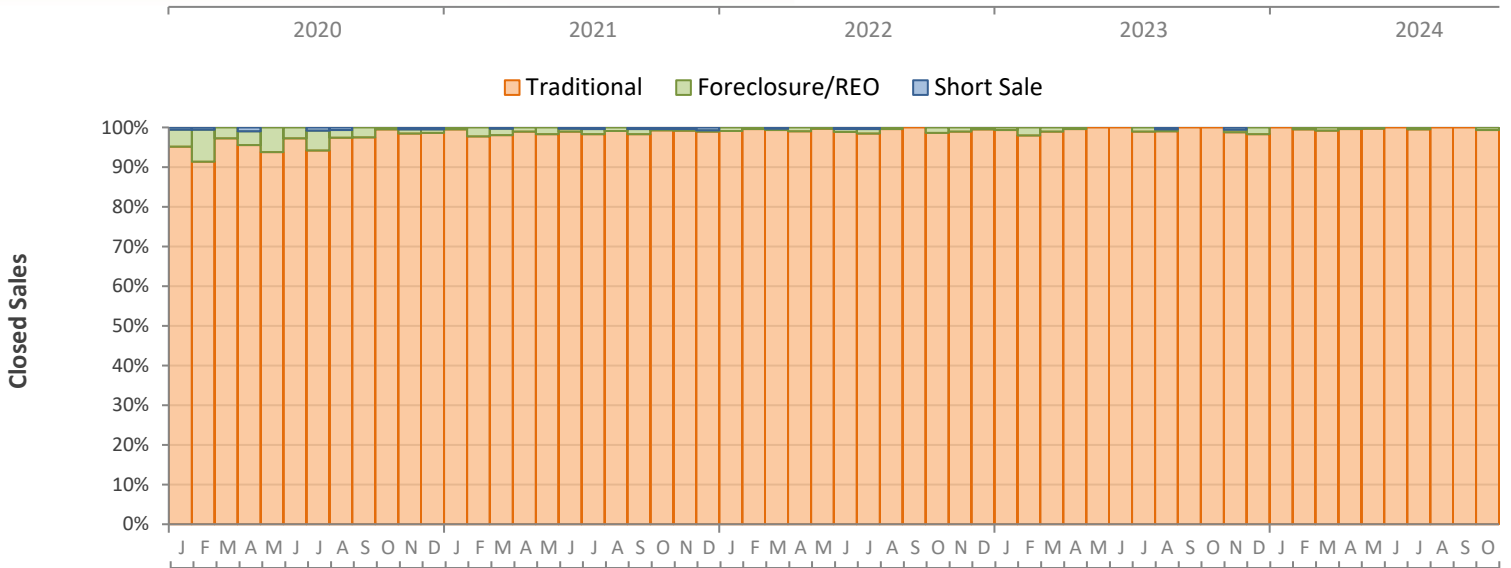
# Monthly Distressed Market - October 2024

## Manufactured Homes

### Tampa-St. Petersburg-Clearwater MSA



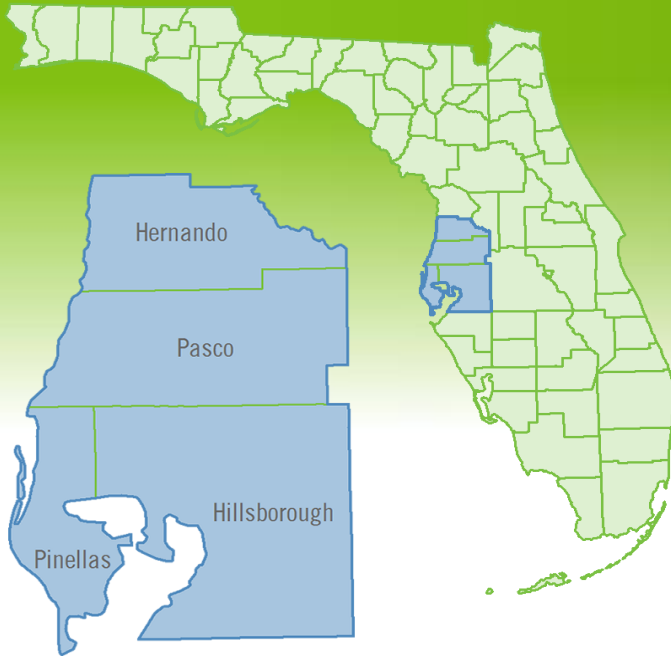
		October 2024	October 2023	Percent Change Year-over-Year
Traditional	Closed Sales	156	192	-18.8%
	Median Sale Price	\$156,500	\$172,000	-9.0%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$80,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



# Monthly Market Detail - October 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



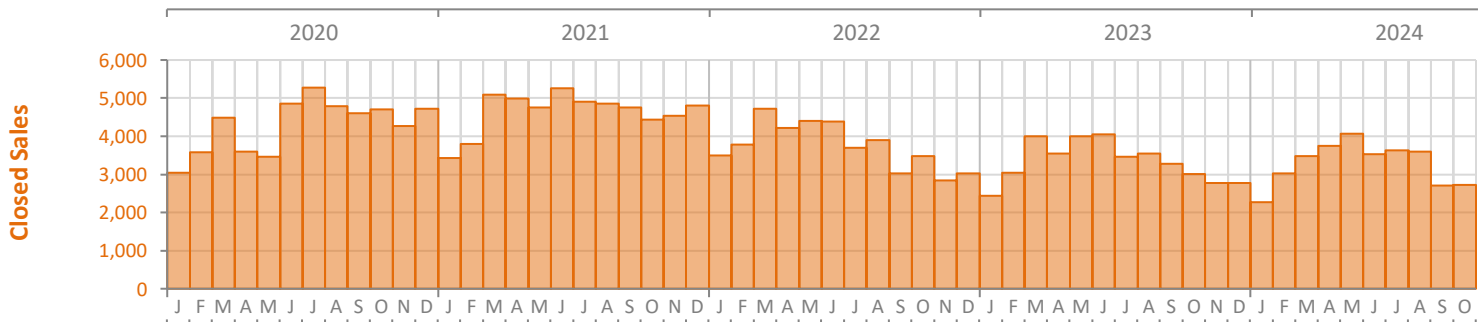
Summary Statistics	October 2024	October 2023	Percent Change Year-over-Year
Closed Sales	2,729	3,012	-9.4%
Paid in Cash	616	901	-31.6%
Median Sale Price	\$402,000	\$407,400	-1.3%
Average Sale Price	\$511,534	\$506,944	0.9%
Dollar Volume	\$1.4 Billion	\$1.5 Billion	-8.6%
Median Percent of Original List Price Received	95.9%	97.6%	-1.7%
Median Time to Contract	38 Days	20 Days	90.0%
Median Time to Sale	83 Days	62 Days	33.9%
New Pending Sales	2,437	2,983	-18.3%
New Listings	3,494	4,187	-16.6%
Pending Inventory	3,530	4,121	-14.3%
Inventory (Active Listings)	11,269	8,477	32.9%
Months Supply of Inventory	3.5	2.5	40.0%

## 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	32,780	-4.7%
<b>October 2024</b>	<b>2,729</b>	<b>-9.4%</b>
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%
November 2023	2,782	-2.0%
October 2023	3,012	-13.5%

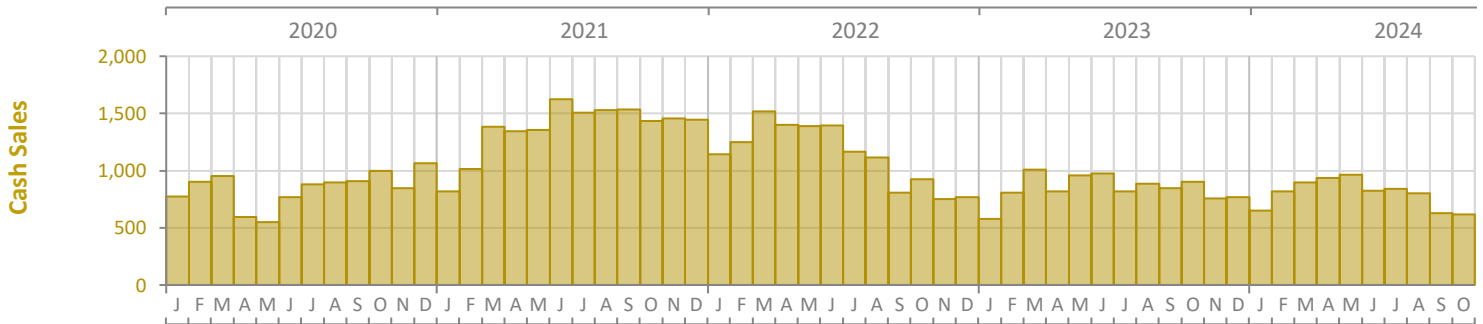


## Cash Sales

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	7,974	-7.2%
<b>October 2024</b>	<b>616</b>	<b>-31.6%</b>
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%
November 2023	758	0.7%
October 2023	901	-2.4%

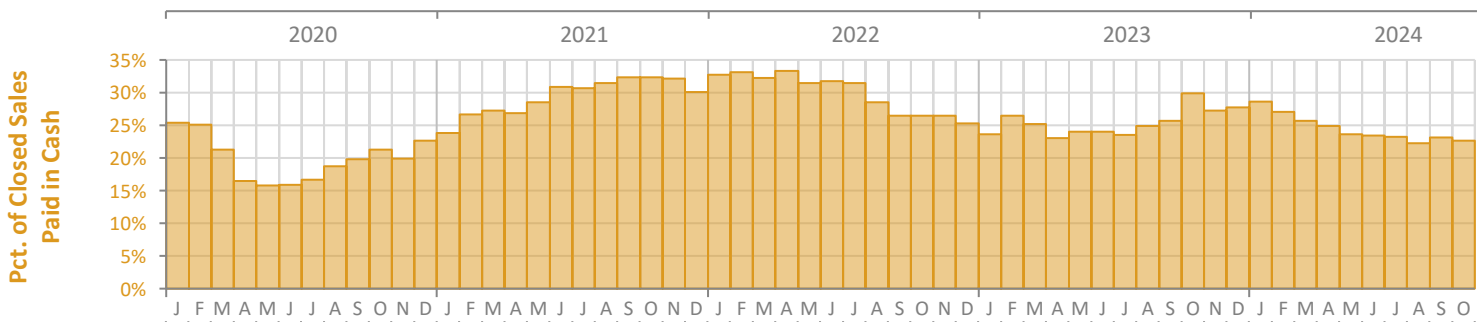


## Cash Sales as a Percentage of Closed Sales

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	24.3%	-2.8%
<b>October 2024</b>	<b>22.6%</b>	<b>-24.4%</b>
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%
November 2023	27.2%	2.6%
October 2023	29.9%	12.8%

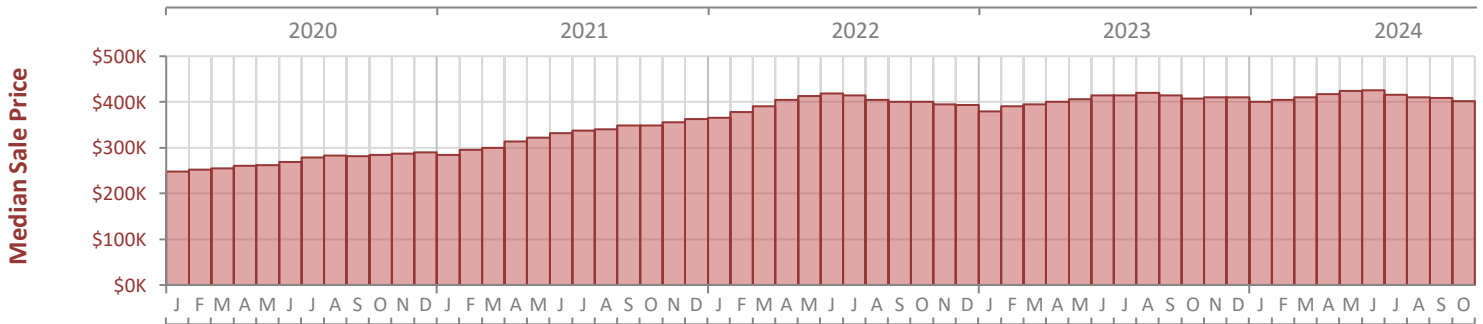


## Median Sale Price

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

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

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$414,900	2.4%
<b>October 2024</b>	<b>\$402,000</b>	<b>-1.3%</b>
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%
November 2023	\$410,000	3.8%
October 2023	\$407,400	1.9%

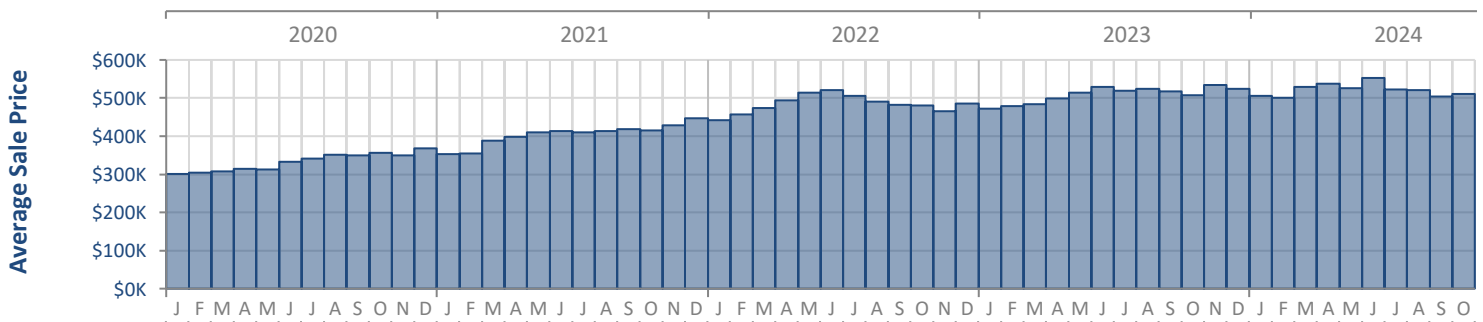


## Average Sale Price

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	\$522,629	3.3%
<b>October 2024</b>	<b>\$511,534</b>	<b>0.9%</b>
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%
November 2023	\$534,074	14.8%
October 2023	\$506,944	5.5%

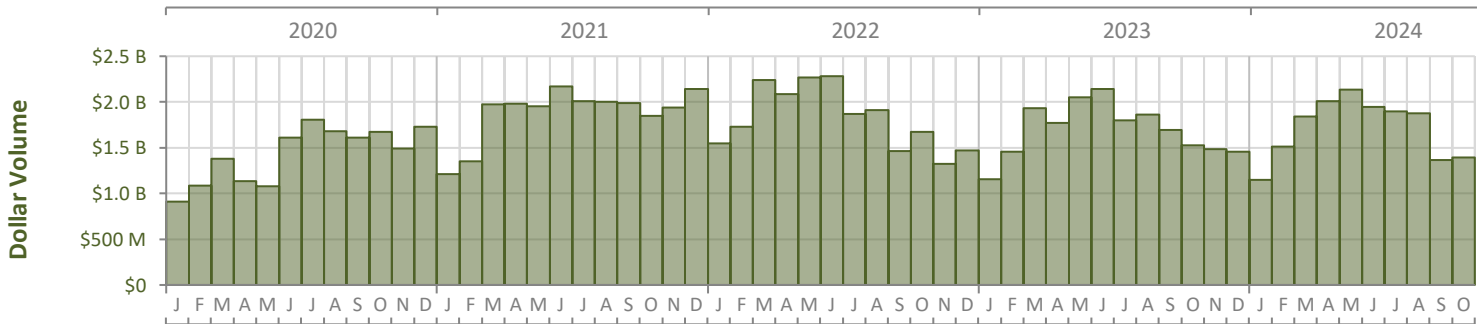


## Dollar Volume

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	\$17.1 Billion	-1.6%
<b>October 2024</b>	<b>\$1.4 Billion</b>	<b>-8.6%</b>
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%
November 2023	\$1.5 Billion	12.5%
October 2023	\$1.5 Billion	-8.8%

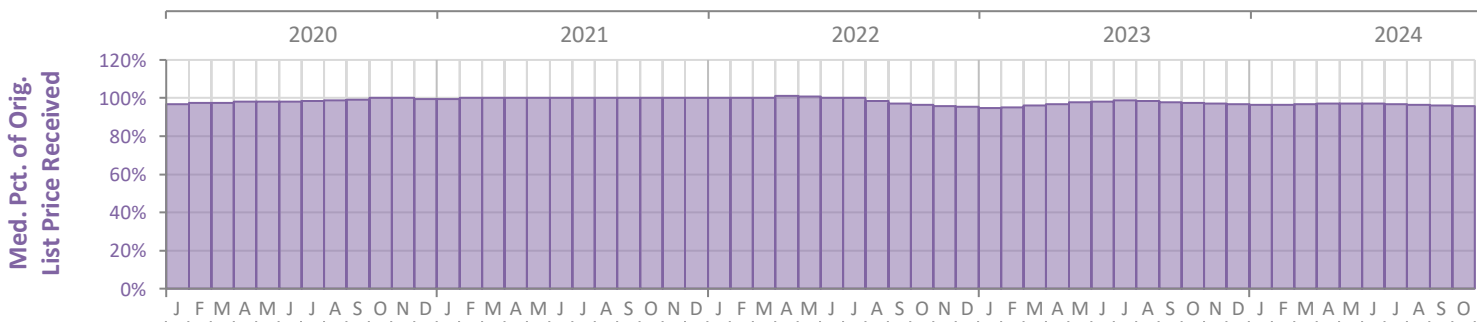


## Median Percent of Original List Price Received

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	96.7%	-0.7%
<b>October 2024</b>	<b>95.9%</b>	<b>-1.7%</b>
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%
November 2023	97.2%	1.4%
October 2023	97.6%	1.0%



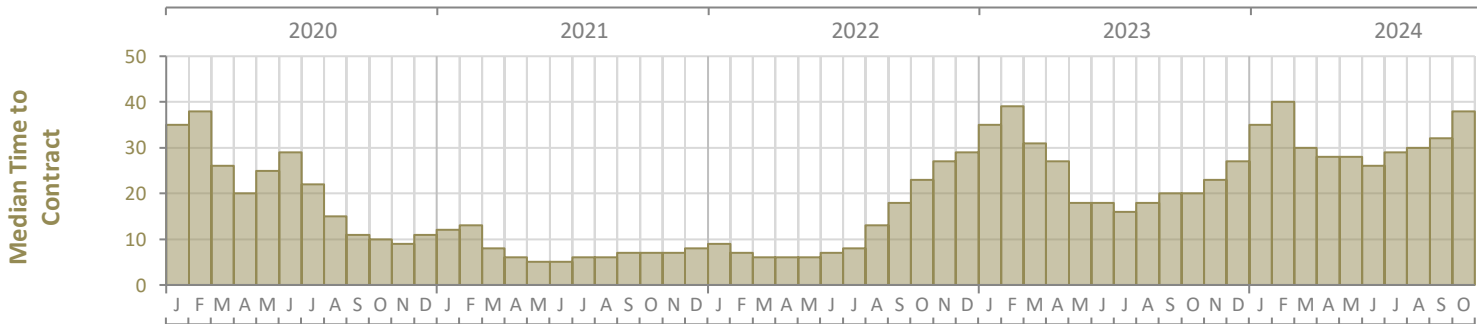


## Median Time to Contract

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	32 Days	33.3%
<b>October 2024</b>	<b>38 Days</b>	<b>90.0%</b>
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%
November 2023	23 Days	-14.8%
October 2023	20 Days	-13.0%

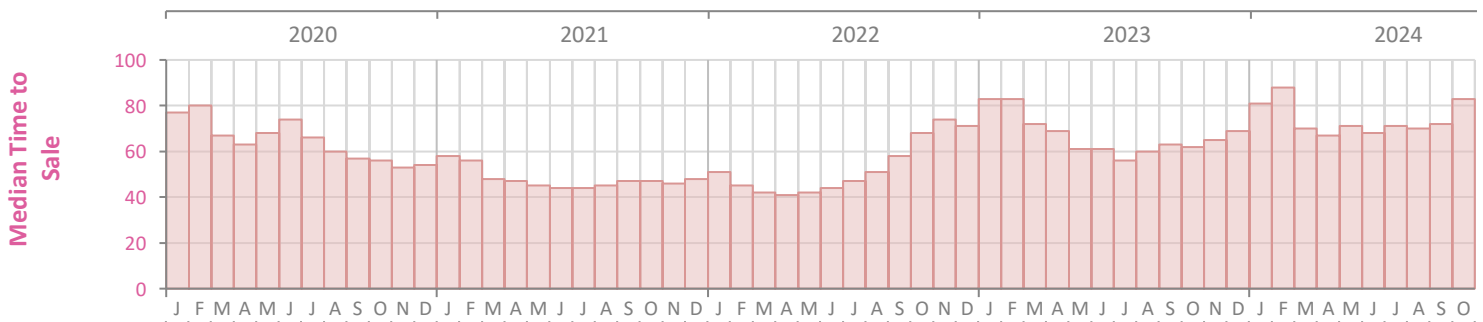


## Median Time to Sale

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

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

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	76 Days	13.4%
<b>October 2024</b>	<b>83 Days</b>	<b>33.9%</b>
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%
November 2023	65 Days	-12.2%
October 2023	62 Days	-8.8%

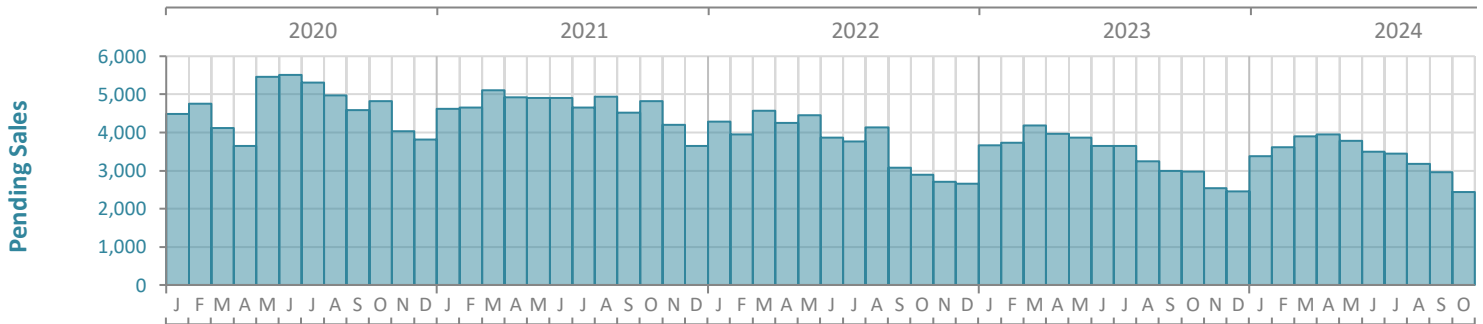


## New Pending Sales

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	34,138	-4.9%
<b>October 2024</b>	<b>2,437</b>	<b>-18.3%</b>
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%
November 2023	2,536	-6.5%
October 2023	2,983	3.5%

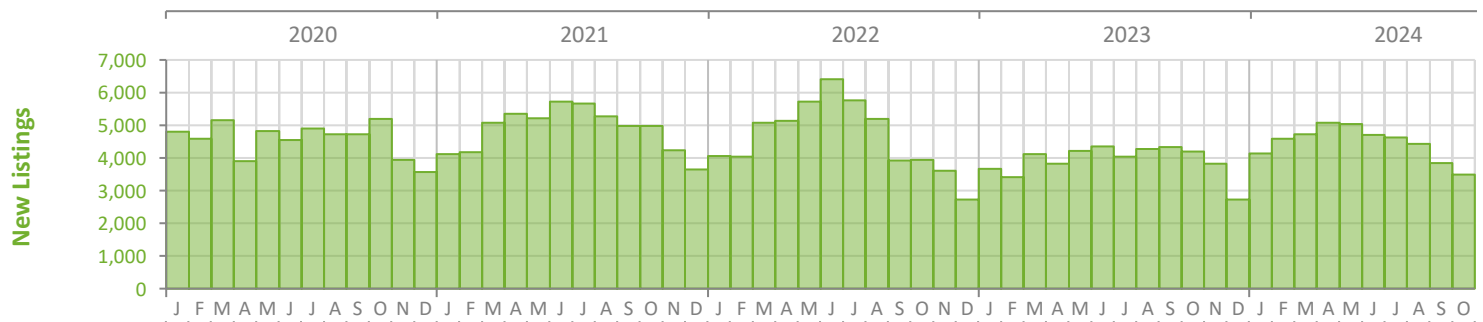


## New Listings

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	44,668	10.4%
<b>October 2024</b>	<b>3,494</b>	<b>-16.6%</b>
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%
November 2023	3,814	5.7%
October 2023	4,187	6.0%

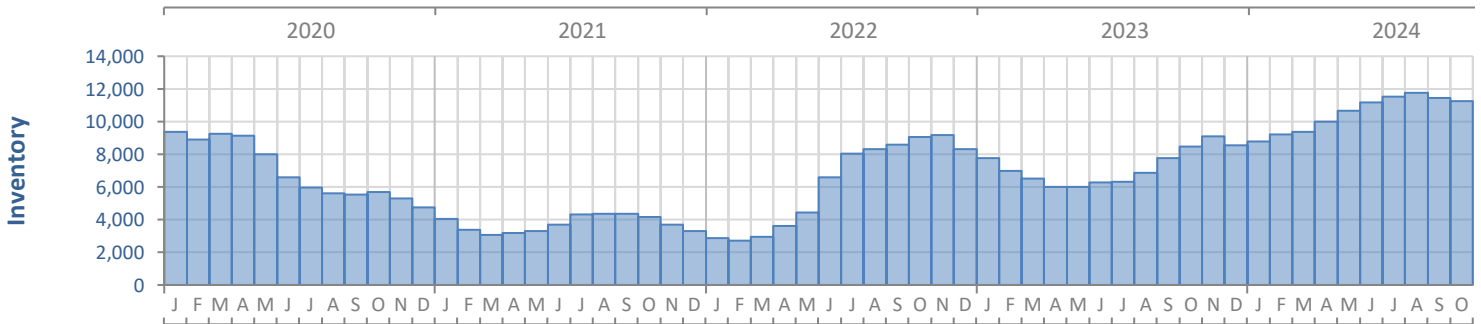


## Inventory (Active Listings)

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)	10,521	52.6%
<b>October 2024</b>	<b>11,269</b>	<b>32.9%</b>
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%
November 2023	9,085	-0.8%
October 2023	8,477	-6.2%

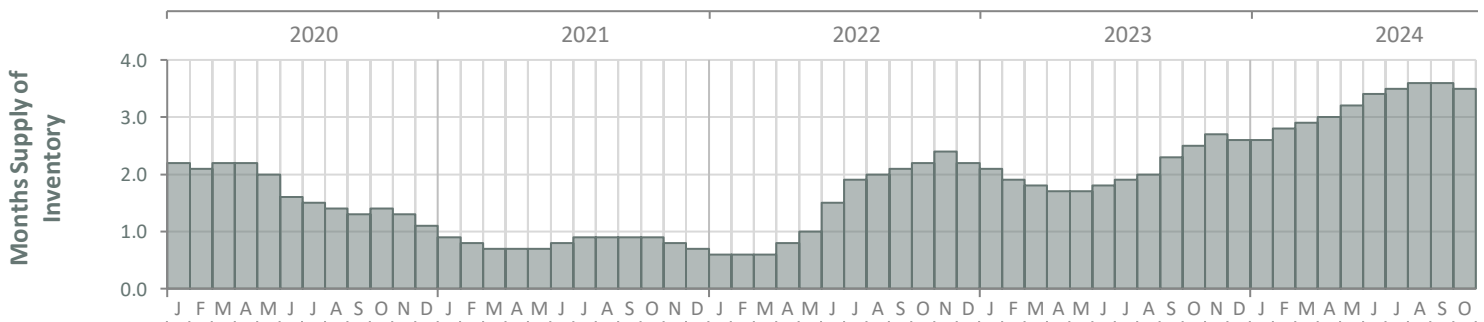


## Months Supply of Inventory

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)	3.2	60.0%
<b>October 2024</b>	<b>3.5</b>	<b>40.0%</b>
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%
November 2023	2.7	12.5%
October 2023	2.5	13.6%

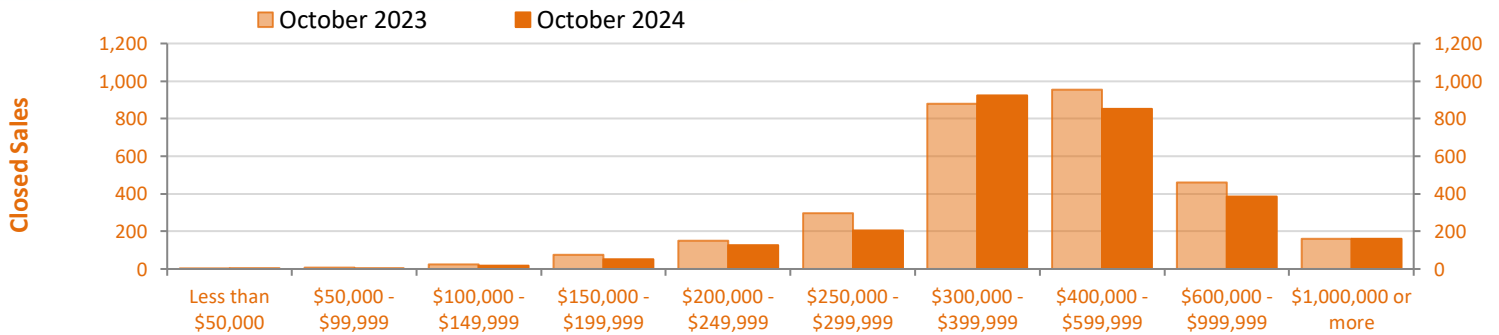


## Closed Sales by Sale Price

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	2	100.0%
\$50,000 - \$99,999	3	-57.1%
\$100,000 - \$149,999	19	-20.8%
\$150,000 - \$199,999	52	-31.6%
\$200,000 - \$249,999	125	-17.8%
\$250,000 - \$299,999	205	-30.7%
\$300,000 - \$399,999	923	4.9%
\$400,000 - \$599,999	851	-10.9%
\$600,000 - \$999,999	387	-16.1%
\$1,000,000 or more	162	1.3%

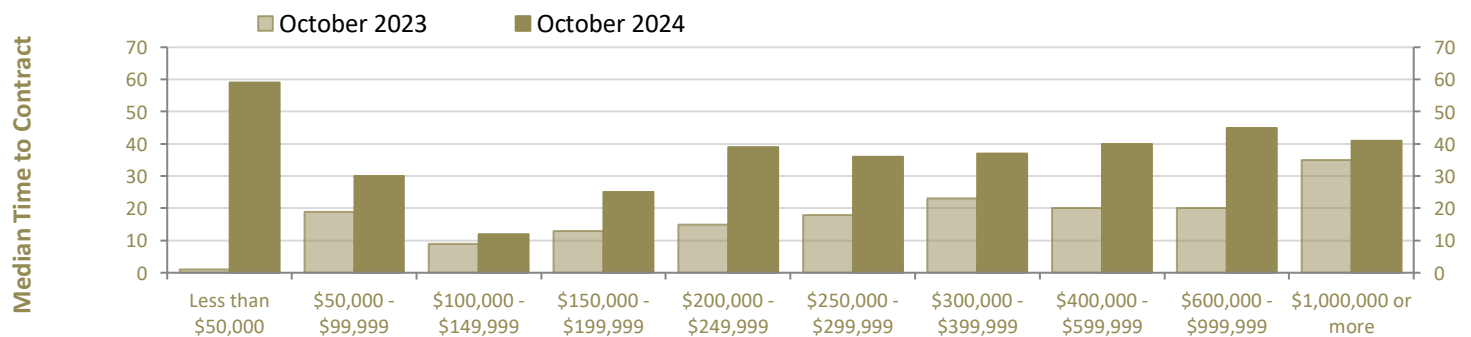


## Median Time to Contract by Sale Price

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	59 Days	5800.0%
\$50,000 - \$99,999	30 Days	57.9%
\$100,000 - \$149,999	12 Days	33.3%
\$150,000 - \$199,999	25 Days	92.3%
\$200,000 - \$249,999	39 Days	160.0%
\$250,000 - \$299,999	36 Days	100.0%
\$300,000 - \$399,999	37 Days	60.9%
\$400,000 - \$599,999	40 Days	100.0%
\$600,000 - \$999,999	45 Days	125.0%
\$1,000,000 or more	41 Days	17.1%

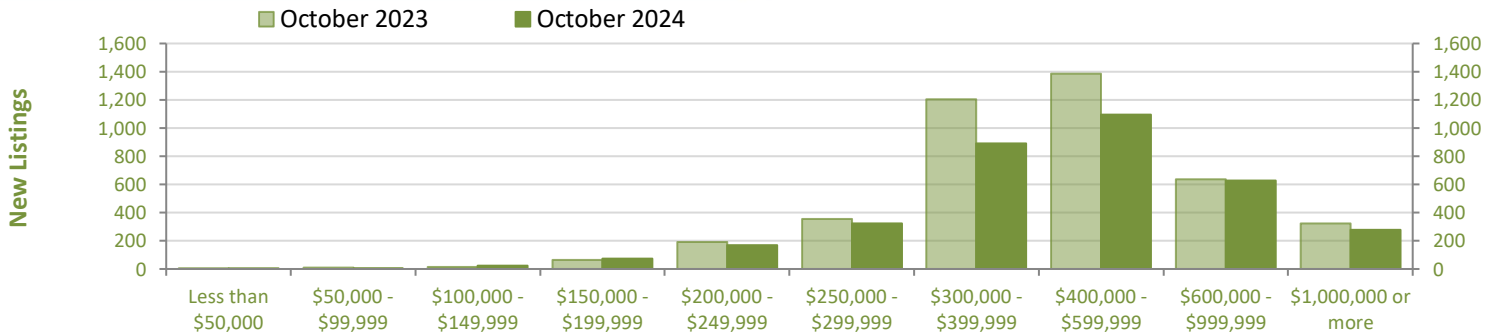


## New Listings by Initial Listing Price

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	-40.0%
\$50,000 - \$99,999	7	-36.4%
\$100,000 - \$149,999	23	76.9%
\$150,000 - \$199,999	73	14.1%
\$200,000 - \$249,999	170	-11.0%
\$250,000 - \$299,999	323	-8.5%
\$300,000 - \$399,999	891	-25.9%
\$400,000 - \$599,999	1,097	-20.8%
\$600,000 - \$999,999	629	-1.4%
\$1,000,000 or more	278	-14.2%

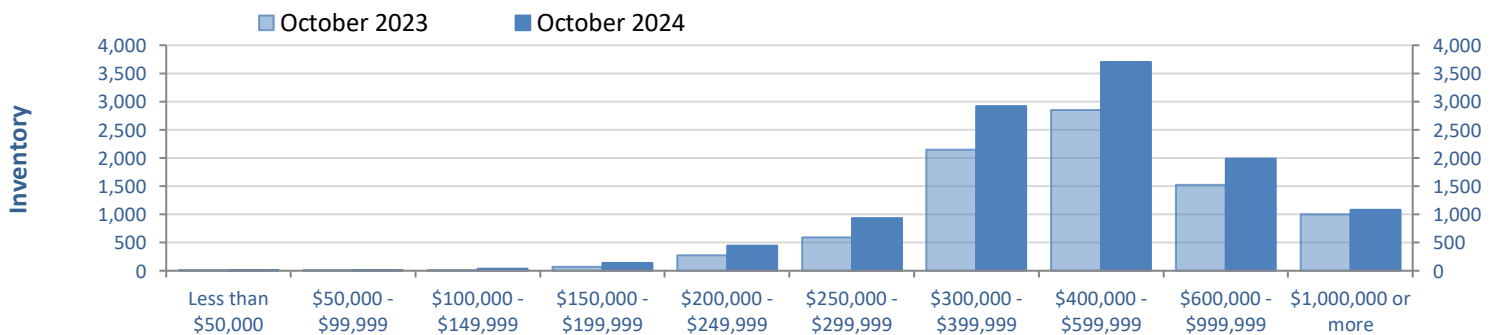


## Inventory by Current Listing Price

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.

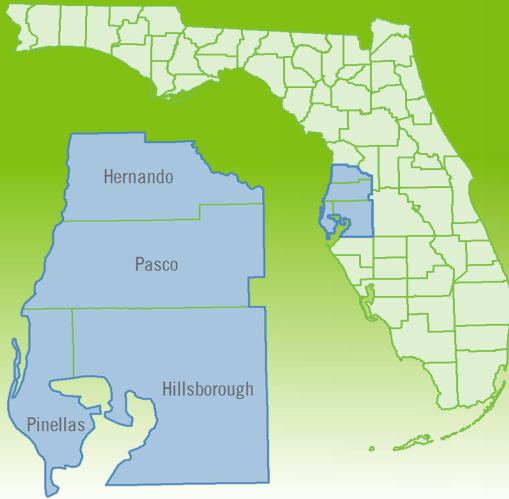
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	300.0%
\$50,000 - \$99,999	6	-14.3%
\$100,000 - \$149,999	35	218.2%
\$150,000 - \$199,999	137	104.5%
\$200,000 - \$249,999	447	62.5%
\$250,000 - \$299,999	932	56.4%
\$300,000 - \$399,999	2,922	35.8%
\$400,000 - \$599,999	3,706	30.1%
\$600,000 - \$999,999	1,994	30.8%
\$1,000,000 or more	1,086	9.0%



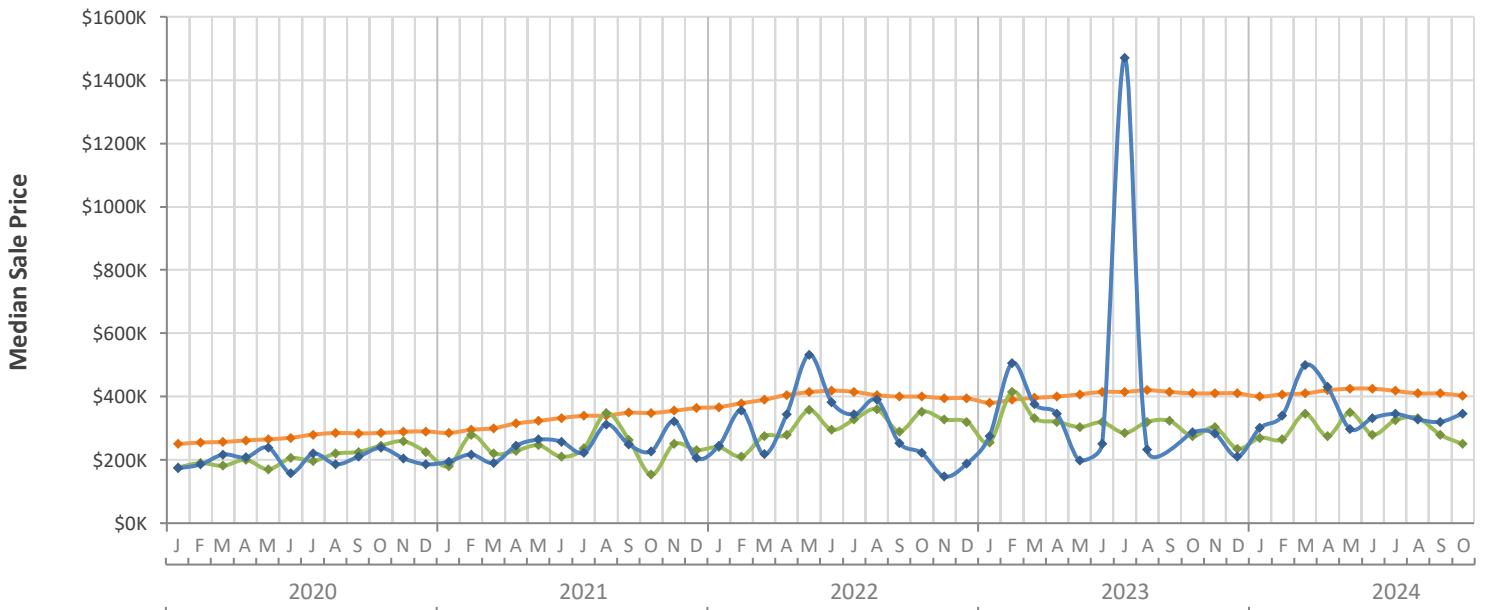
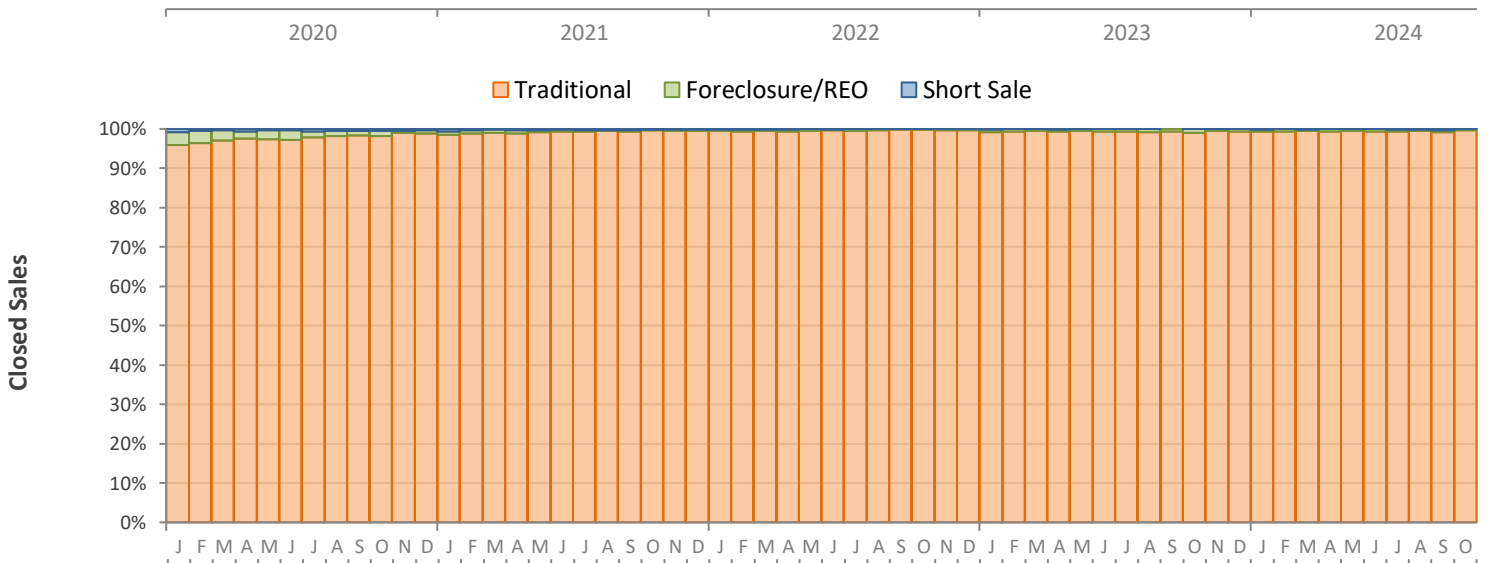
# Monthly Distressed Market - October 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



		October 2024	October 2023	Percent Change Year-over-Year
Traditional	Closed Sales	2,718	2,981	-8.8%
	Median Sale Price	\$402,700	\$410,000	-1.8%
Foreclosure/REO	Closed Sales	9	29	-69.0%
	Median Sale Price	\$249,900	\$275,000	-9.1%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$346,000	\$287,500	20.3%

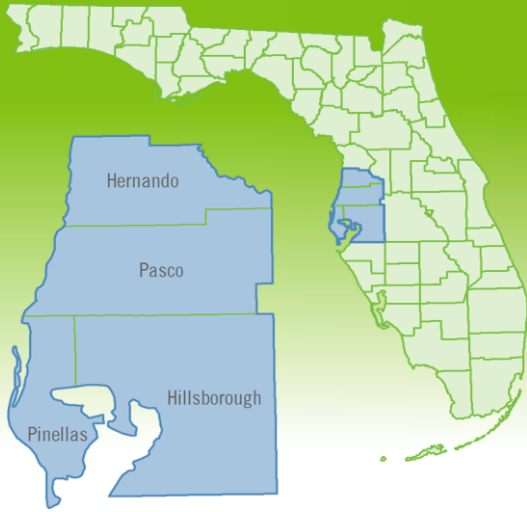


Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, November 21, 2024. Next data release is Thursday, December 19, 2024.

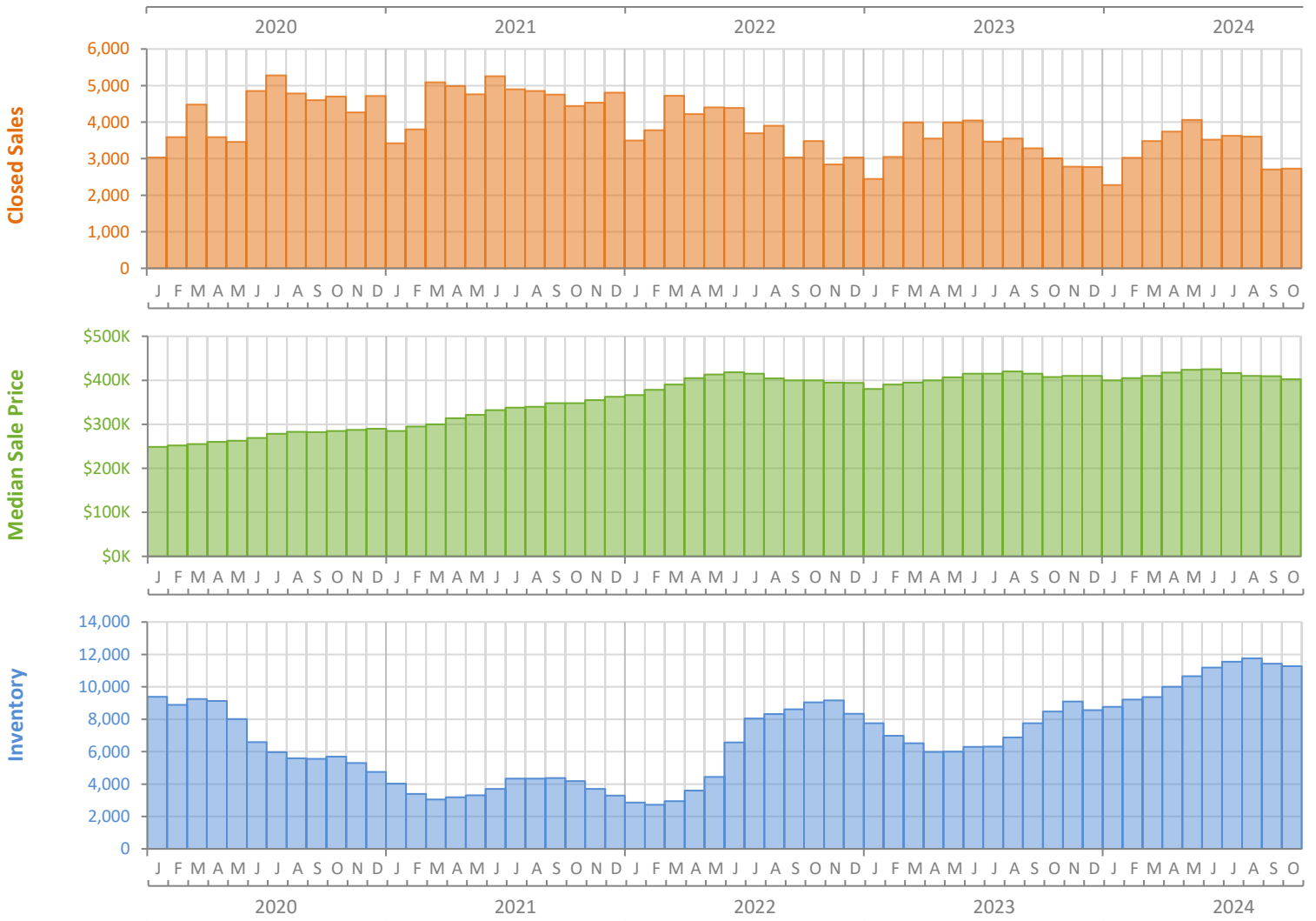
# Monthly Market Summary - October 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



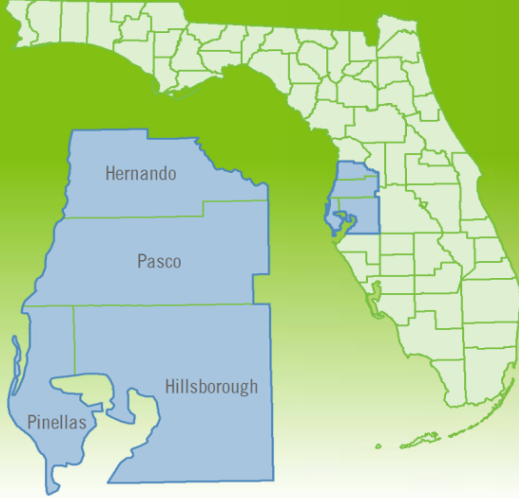
	October 2024	October 2023	Percent Change Year-over-Year
Closed Sales	2,729	3,012	-9.4%
Paid in Cash	616	901	-31.6%
Median Sale Price	\$402,000	\$407,400	-1.3%
Average Sale Price	\$511,534	\$506,944	0.9%
Dollar Volume	\$1.4 Billion	\$1.5 Billion	-8.6%
Med. Pct. of Orig. List Price Received	95.9%	97.6%	-1.7%
Median Time to Contract	38 Days	20 Days	90.0%
Median Time to Sale	83 Days	62 Days	33.9%
New Pending Sales	2,437	2,983	-18.3%
New Listings	3,494	4,187	-16.6%
Pending Inventory	3,530	4,121	-14.3%
Inventory (Active Listings)	11,269	8,477	32.9%
Months Supply of Inventory	3.5	2.5	40.0%



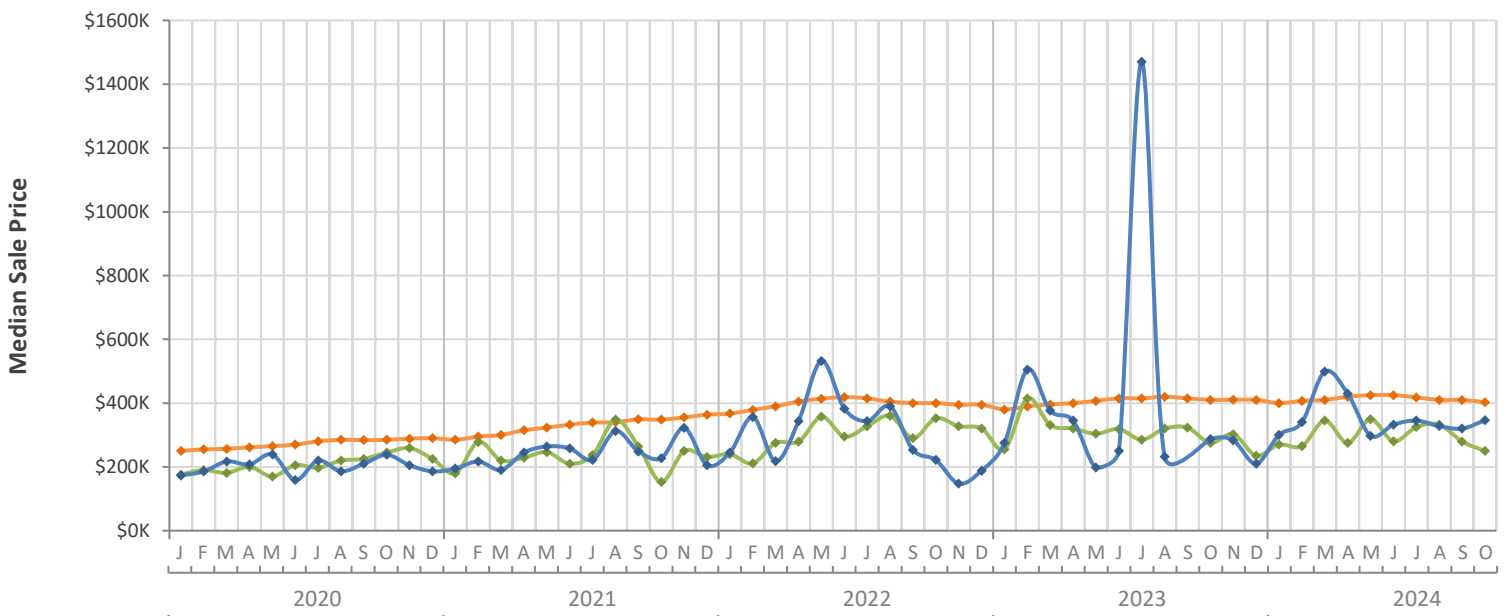
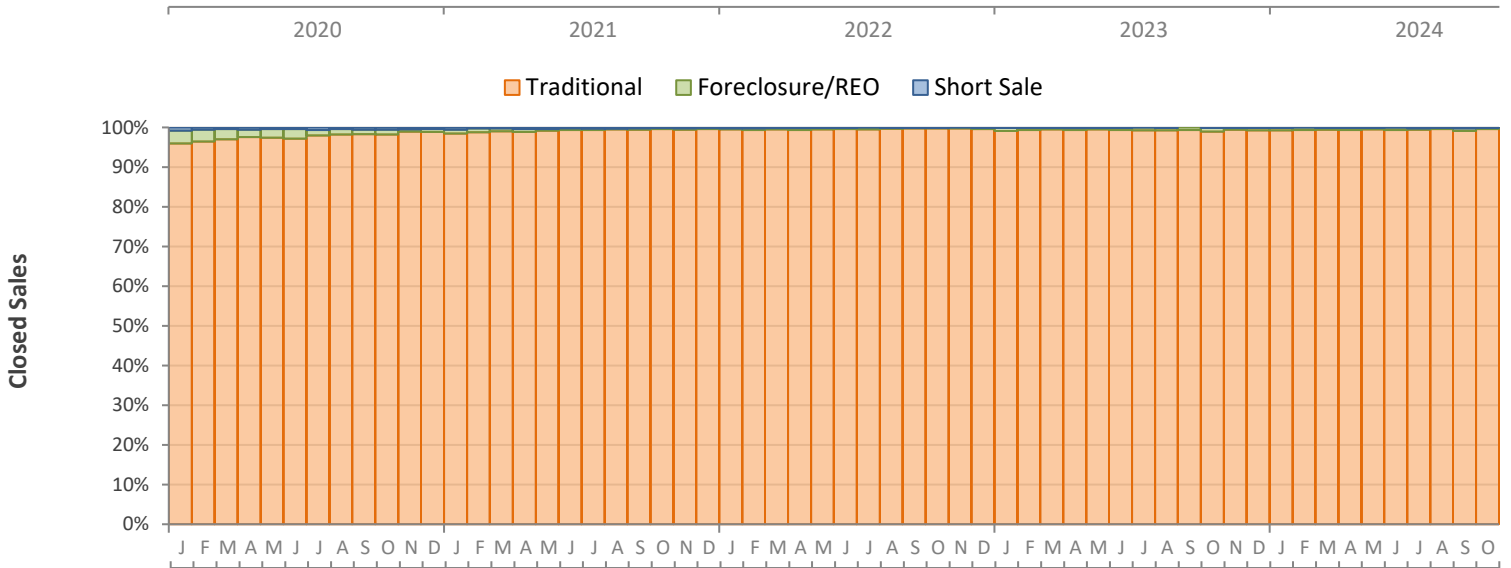
# Monthly Distressed Market - October 2024

## Single-Family Homes

### Tampa-St. Petersburg-Clearwater MSA



		October 2024	October 2023	Percent Change Year-over-Year
Traditional	Closed Sales	2,718	2,981	-8.8%
	Median Sale Price	\$402,700	\$410,000	-1.8%
Foreclosure/REO	Closed Sales	9	29	-69.0%
	Median Sale Price	\$249,900	\$275,000	-9.1%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$346,000	\$287,500	20.3%

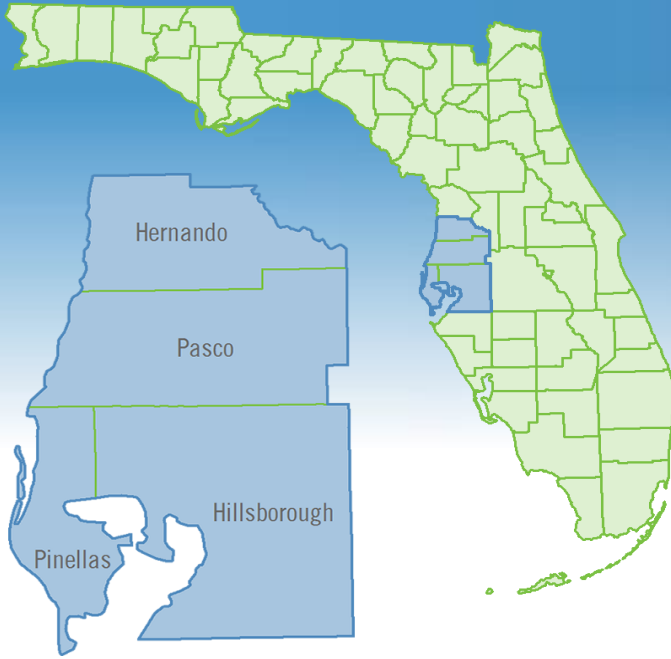




# Monthly Market Detail - October 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA



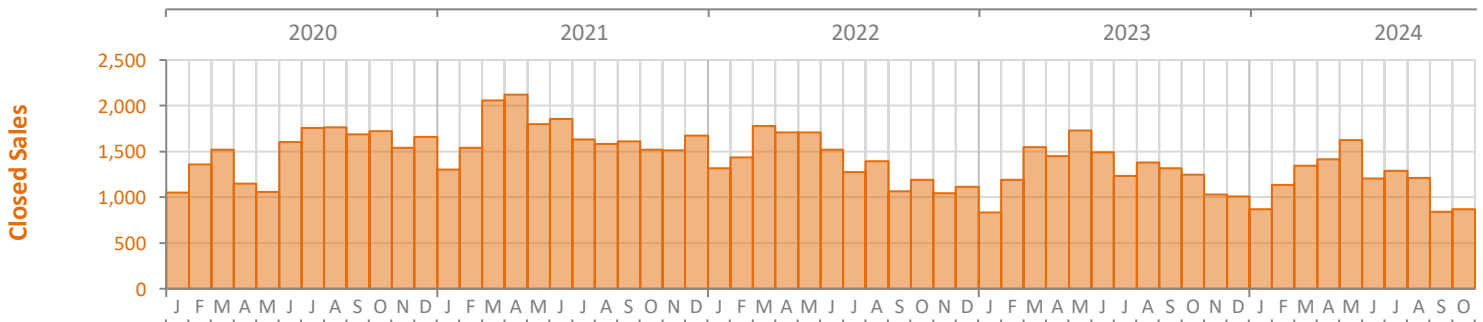
Summary Statistics	October 2024	October 2023	Percent Change Year-over-Year
Closed Sales	872	1,250	-30.2%
Paid in Cash	377	610	-38.2%
Median Sale Price	\$288,445	\$300,000	-3.9%
Average Sale Price	\$357,347	\$428,332	-16.6%
Dollar Volume	\$311.6 Million	\$535.4 Million	-41.8%
Median Percent of Original List Price Received	94.2%	97.1%	-3.0%
Median Time to Contract	55 Days	21 Days	161.9%
Median Time to Sale	102 Days	59 Days	72.9%
New Pending Sales	853	1,178	-27.6%
New Listings	1,195	1,875	-36.3%
Pending Inventory	1,227	1,739	-29.4%
Inventory (Active Listings)	5,826	4,187	39.1%
Months Supply of Inventory	5.0	3.2	56.3%

## Closed Sales

The number of sales transactions which closed during the month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	11,811	-12.1%
<b>October 2024</b>	<b>872</b>	<b>-30.2%</b>
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%
November 2023	1,031	-1.1%
October 2023	1,250	5.1%

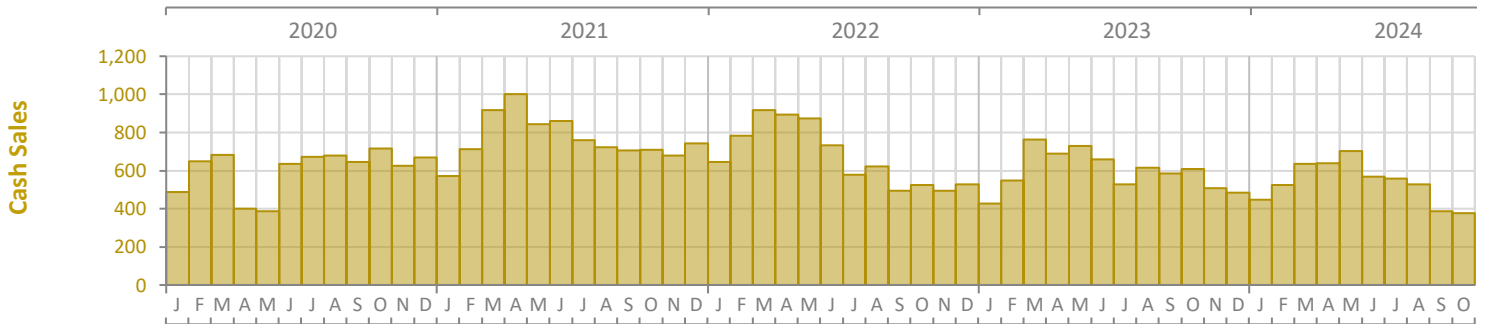


## Cash Sales

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	5,372	-12.7%
<b>October 2024</b>	<b>377</b>	<b>-38.2%</b>
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%
November 2023	509	2.8%
October 2023	610	16.2%

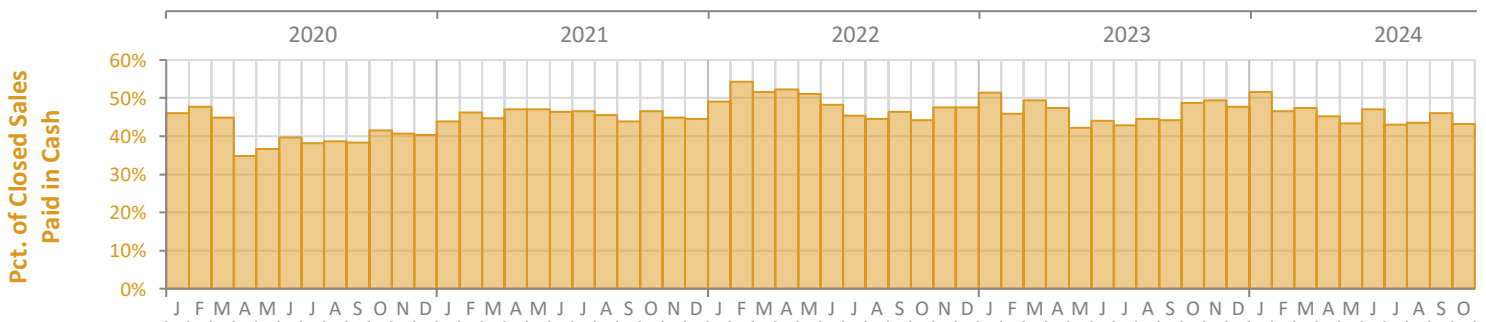


## Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	45.5%	-0.7%
<b>October 2024</b>	<b>43.2%</b>	<b>-11.5%</b>
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%
November 2023	49.4%	4.0%
October 2023	48.8%	10.4%

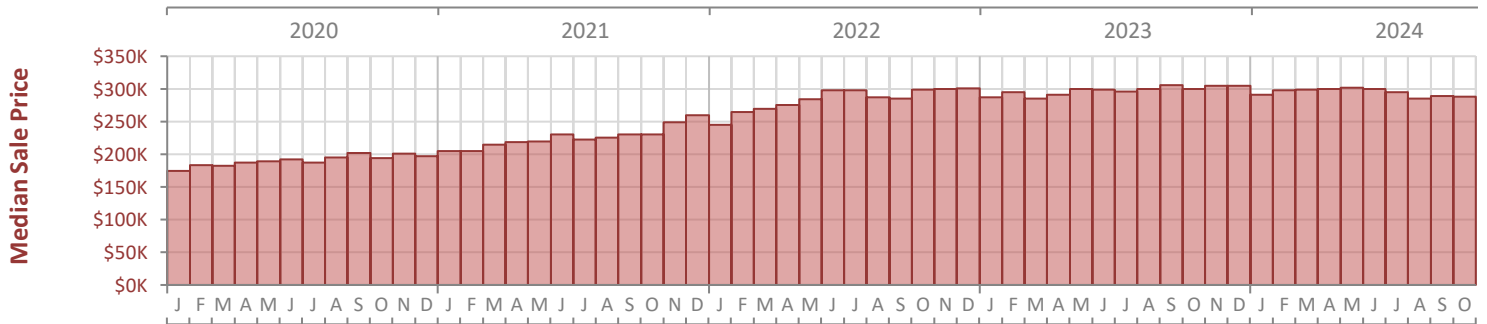


## Median Sale Price

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	\$295,000	-0.3%
<b>October 2024</b>	<b>\$288,445</b>	<b>-3.9%</b>
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%
November 2023	\$304,990	1.7%
October 2023	\$300,000	0.3%

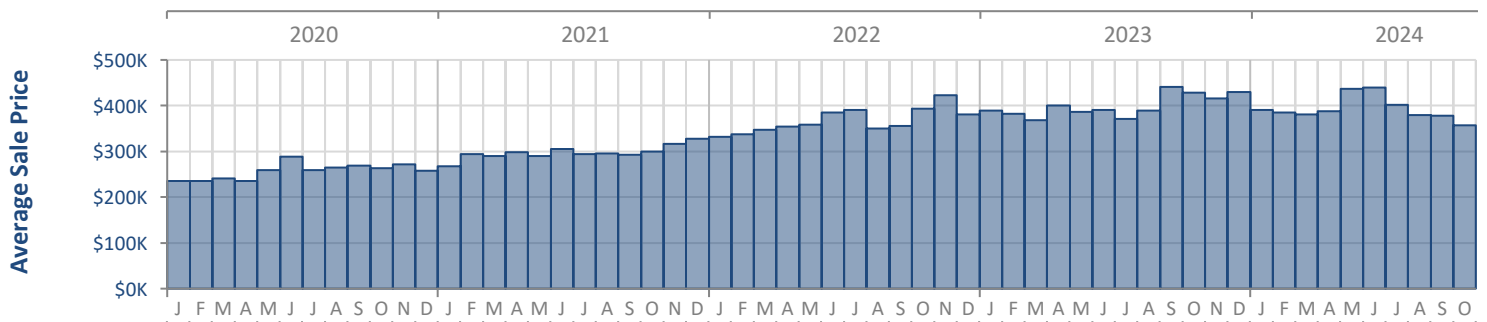


## Average Sale Price

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

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

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$396,535	0.5%
<b>October 2024</b>	<b>\$357,347</b>	<b>-16.6%</b>
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%
November 2023	\$415,805	-1.6%
October 2023	\$428,332	8.9%



# Monthly Market Detail - October 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA

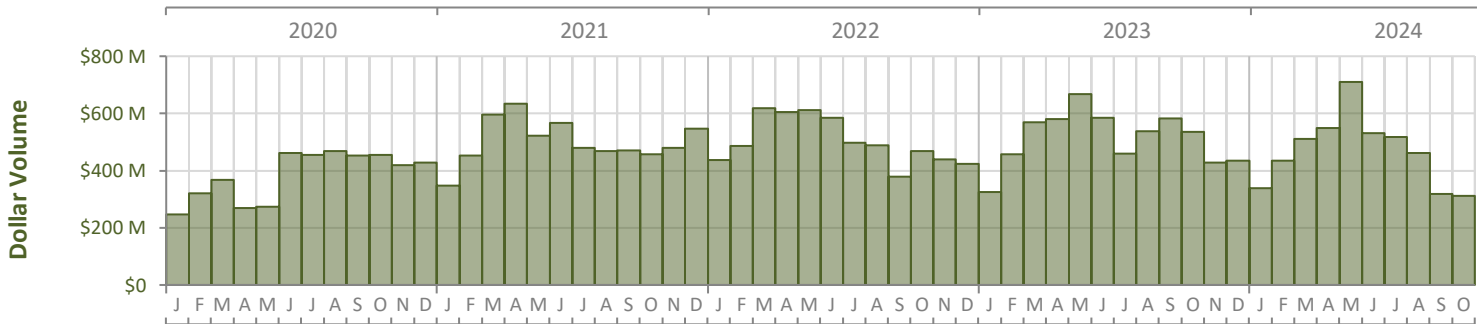


## Dollar Volume

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	\$4.7 Billion	-11.6%
<b>October 2024</b>	<b>\$311.6 Million</b>	<b>-41.8%</b>
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%
November 2023	\$428.7 Million	-2.6%
October 2023	\$535.4 Million	14.5%

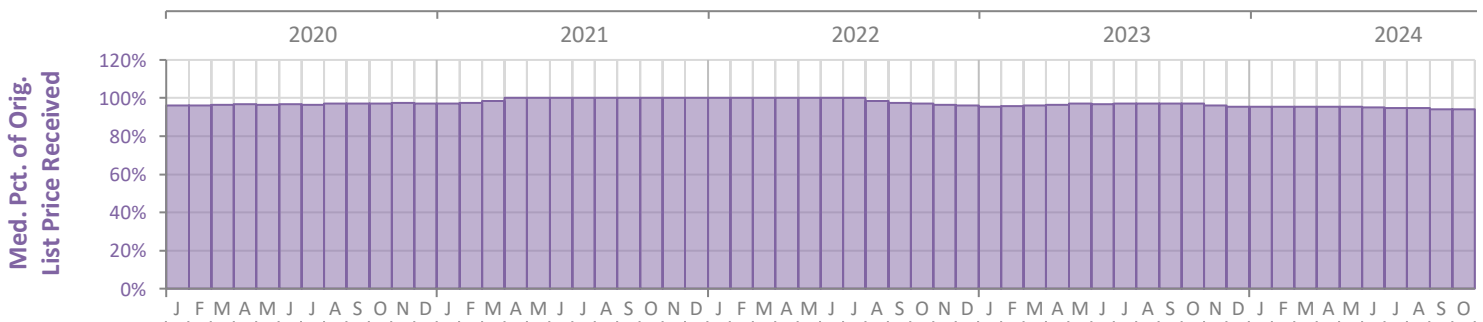


## Median Percent of Original List Price Received

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

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

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	95.2%	-1.6%
<b>October 2024</b>	<b>94.2%</b>	<b>-3.0%</b>
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%
November 2023	96.2%	-0.4%
October 2023	97.1%	-0.1%

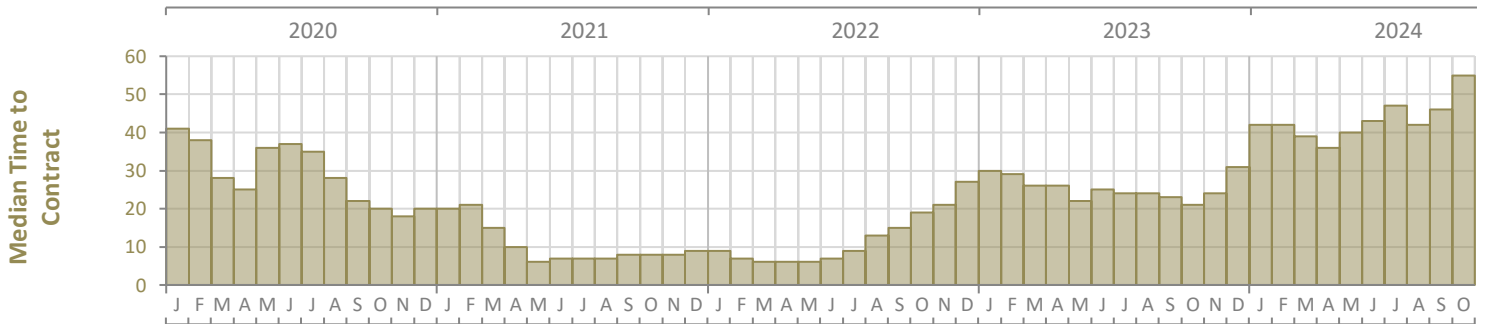


## Median Time to Contract

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	45 Days	73.1%
<b>October 2024</b>	<b>55 Days</b>	<b>161.9%</b>
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%
November 2023	24 Days	14.3%
October 2023	21 Days	10.5%

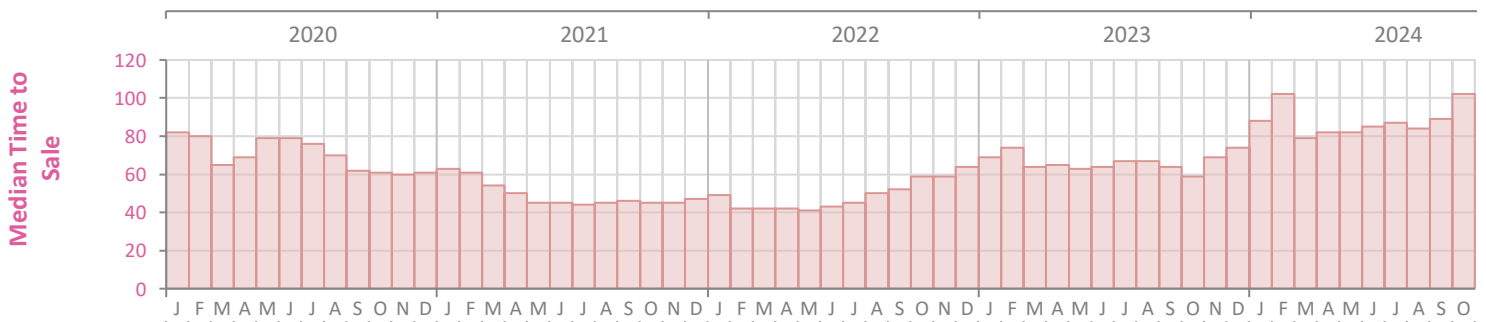


## Median Time to Sale

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

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

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	90 Days	34.3%
<b>October 2024</b>	<b>102 Days</b>	<b>72.9%</b>
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%
November 2023	69 Days	16.9%
October 2023	59 Days	0.0%

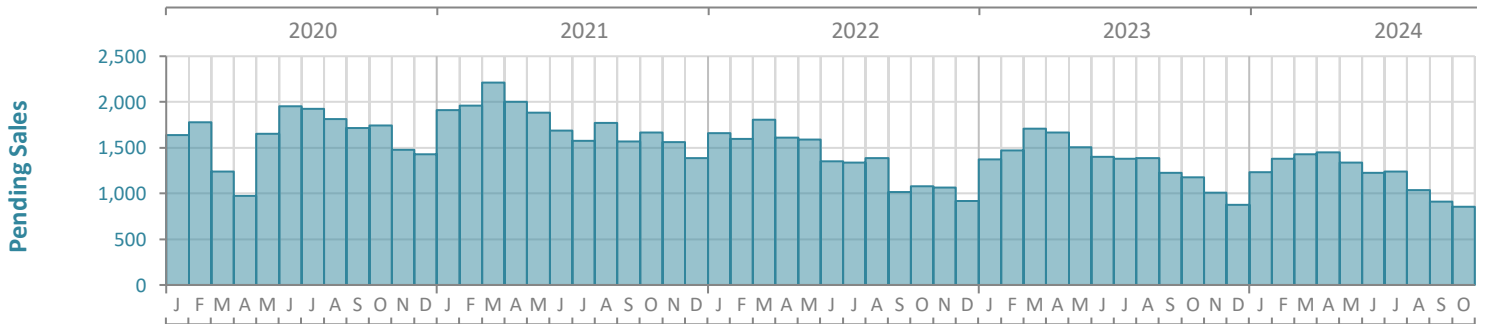


## New Pending Sales

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	12,103	-15.4%
<b>October 2024</b>	<b>853</b>	<b>-27.6%</b>
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%
November 2023	1,008	-5.5%
October 2023	1,178	8.9%

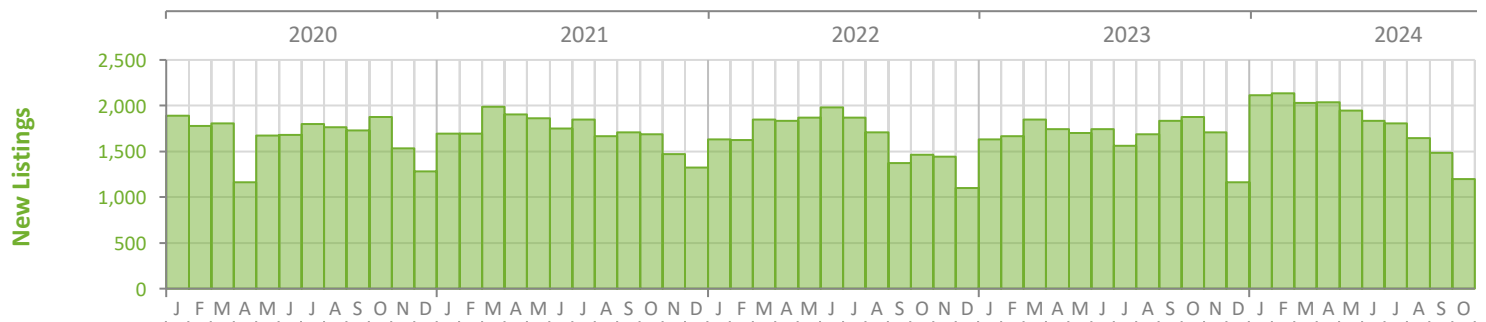


## New Listings

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	18,217	5.4%
<b>October 2024</b>	<b>1,195</b>	<b>-36.3%</b>
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%
November 2023	1,707	18.3%
October 2023	1,875	28.1%

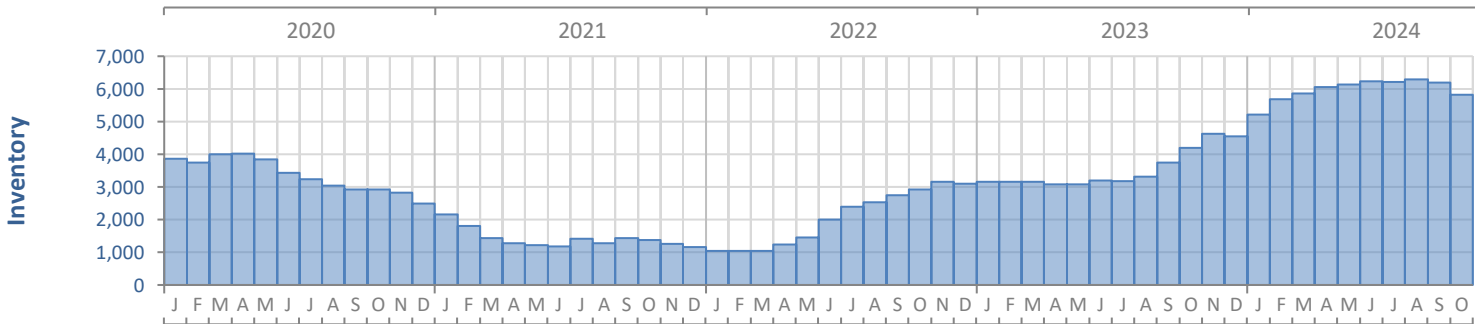


## Inventory (Active Listings)

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)	5,972	79.4%
<b>October 2024</b>	<b>5,826</b>	<b>39.1%</b>
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%
November 2023	4,620	46.2%
October 2023	4,187	43.1%

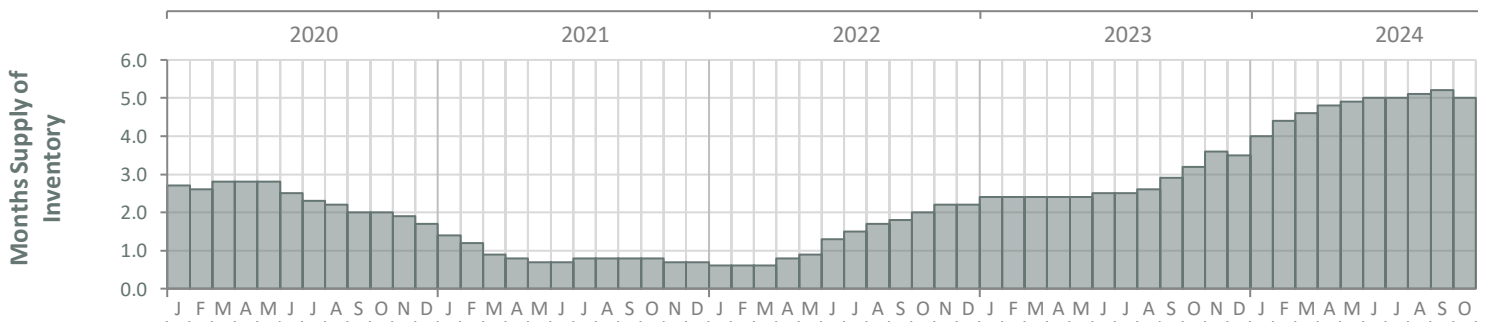


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note :** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	4.8	84.6%
<b>October 2024</b>	<b>5.0</b>	<b>56.3%</b>
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%
November 2023	3.6	63.6%
October 2023	3.2	60.0%

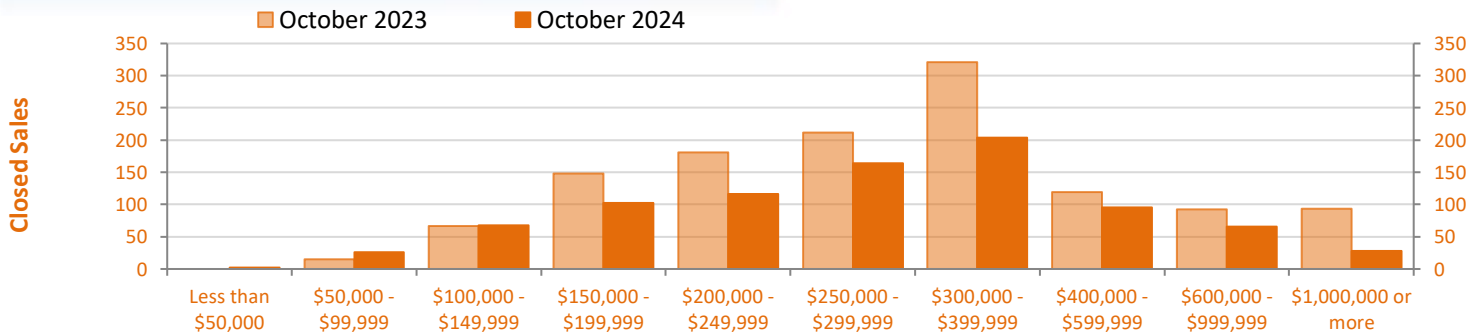


## Closed Sales by Sale Price

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	2	N/A
\$50,000 - \$99,999	26	73.3%
\$100,000 - \$149,999	68	1.5%
\$150,000 - \$199,999	102	-31.1%
\$200,000 - \$249,999	116	-35.9%
\$250,000 - \$299,999	164	-22.6%
\$300,000 - \$399,999	204	-36.4%
\$400,000 - \$599,999	96	-19.3%
\$600,000 - \$999,999	66	-29.0%
\$1,000,000 or more	28	-70.2%

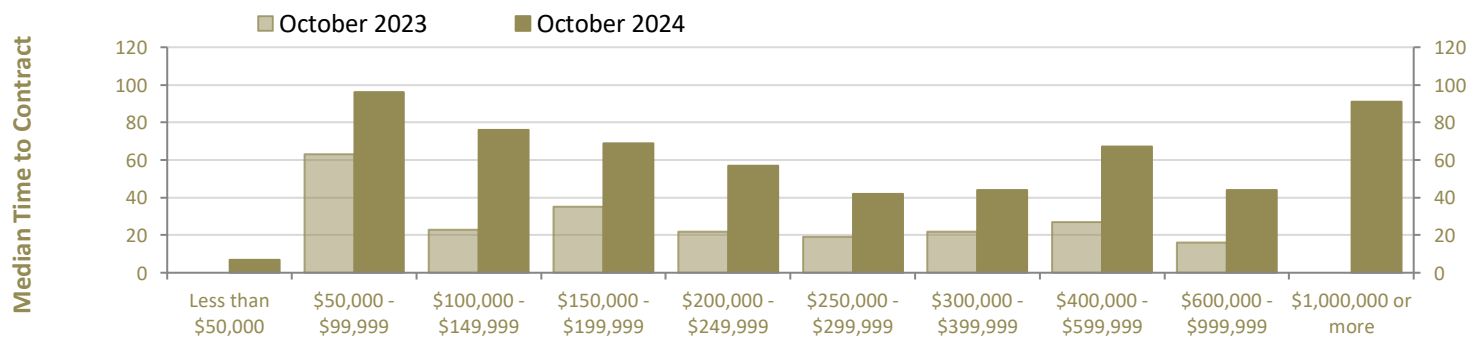


## Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	7 Days	N/A
\$50,000 - \$99,999	96 Days	52.4%
\$100,000 - \$149,999	76 Days	230.4%
\$150,000 - \$199,999	69 Days	97.1%
\$200,000 - \$249,999	57 Days	159.1%
\$250,000 - \$299,999	42 Days	121.1%
\$300,000 - \$399,999	44 Days	100.0%
\$400,000 - \$599,999	67 Days	148.1%
\$600,000 - \$999,999	44 Days	175.0%
\$1,000,000 or more	91 Days	N/A



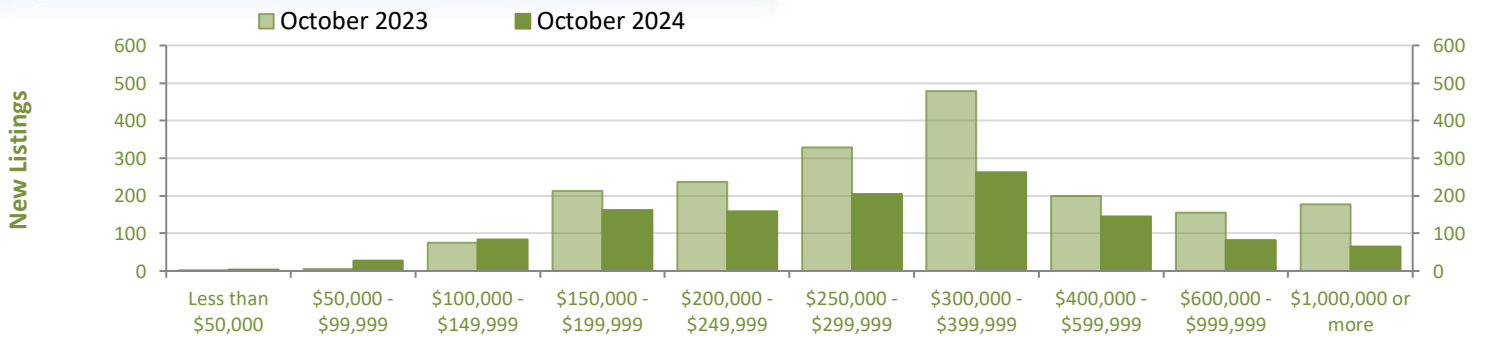


## New Listings by Initial Listing Price

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	4	100.0%
\$50,000 - \$99,999	27	350.0%
\$100,000 - \$149,999	84	10.5%
\$150,000 - \$199,999	162	-23.9%
\$200,000 - \$249,999	159	-32.9%
\$250,000 - \$299,999	204	-38.0%
\$300,000 - \$399,999	263	-45.1%
\$400,000 - \$599,999	145	-27.5%
\$600,000 - \$999,999	82	-47.1%
\$1,000,000 or more	65	-63.5%

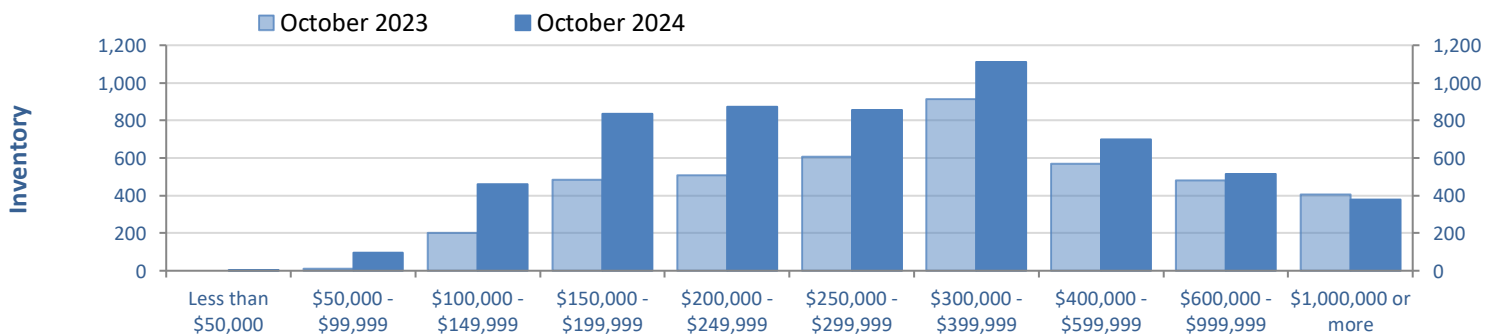


## Inventory by Current Listing Price

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

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

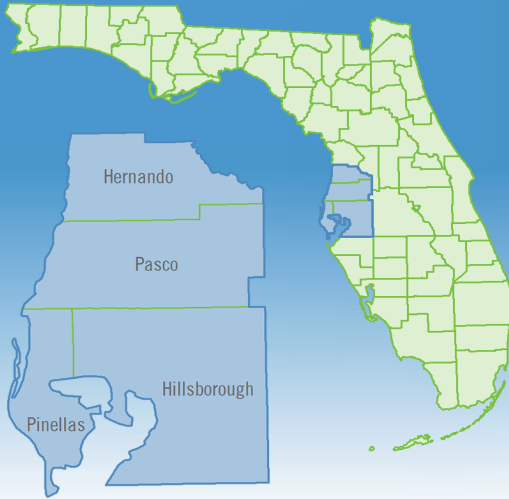
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	N/A
\$50,000 - \$99,999	95	691.7%
\$100,000 - \$149,999	461	127.1%
\$150,000 - \$199,999	835	72.5%
\$200,000 - \$249,999	874	71.7%
\$250,000 - \$299,999	854	40.7%
\$300,000 - \$399,999	1,112	21.5%
\$400,000 - \$599,999	699	22.6%
\$600,000 - \$999,999	515	6.8%
\$1,000,000 or more	379	-6.4%



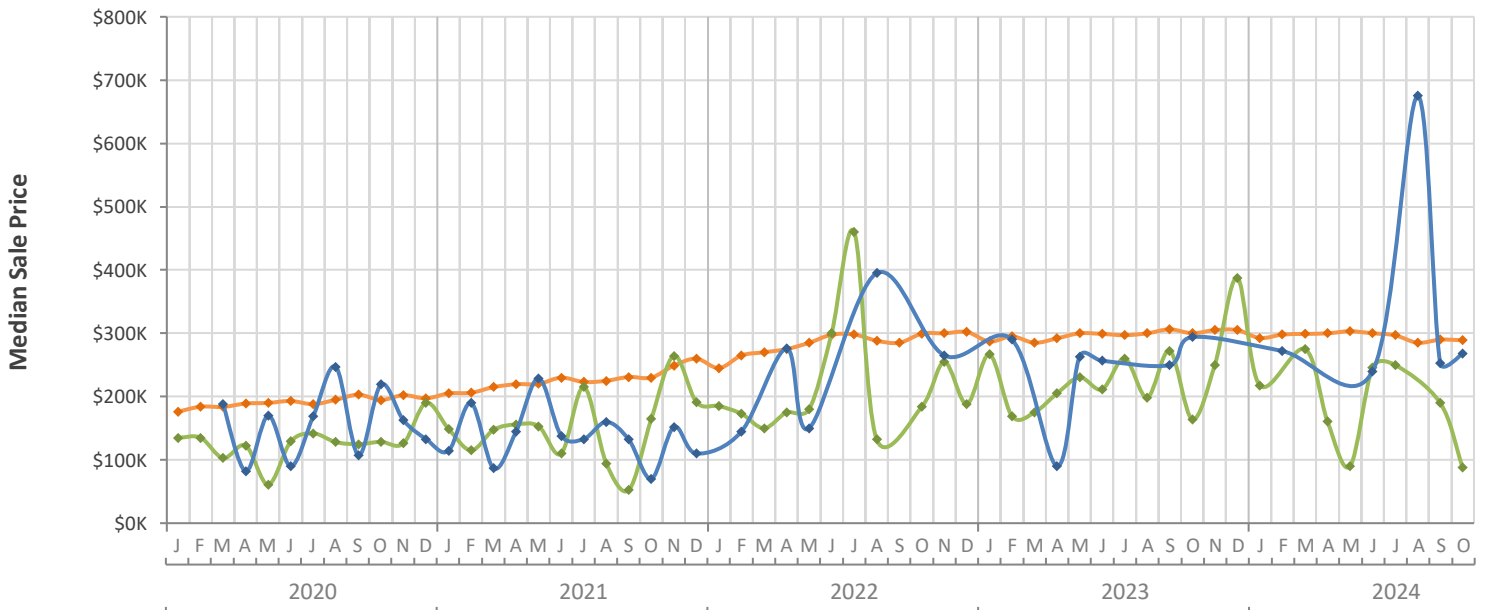
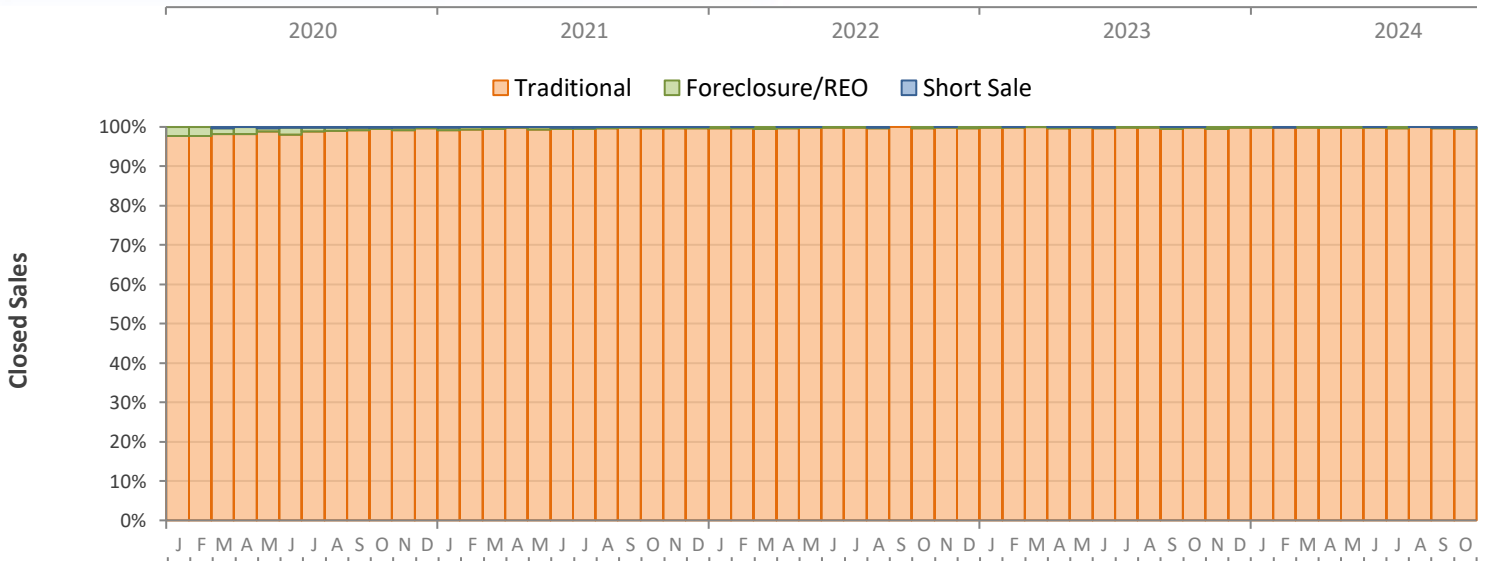
# Monthly Distressed Market - October 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA



		October 2024	October 2023	Percent Change Year-over-Year
Traditional	Closed Sales	868	1,247	-30.4%
	Median Sale Price	\$288,990	\$300,000	-3.7%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$87,695	\$164,075	-46.6%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$268,263	\$294,000	-8.8%



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, November 21, 2024. Next data release is Thursday, December 19, 2024.

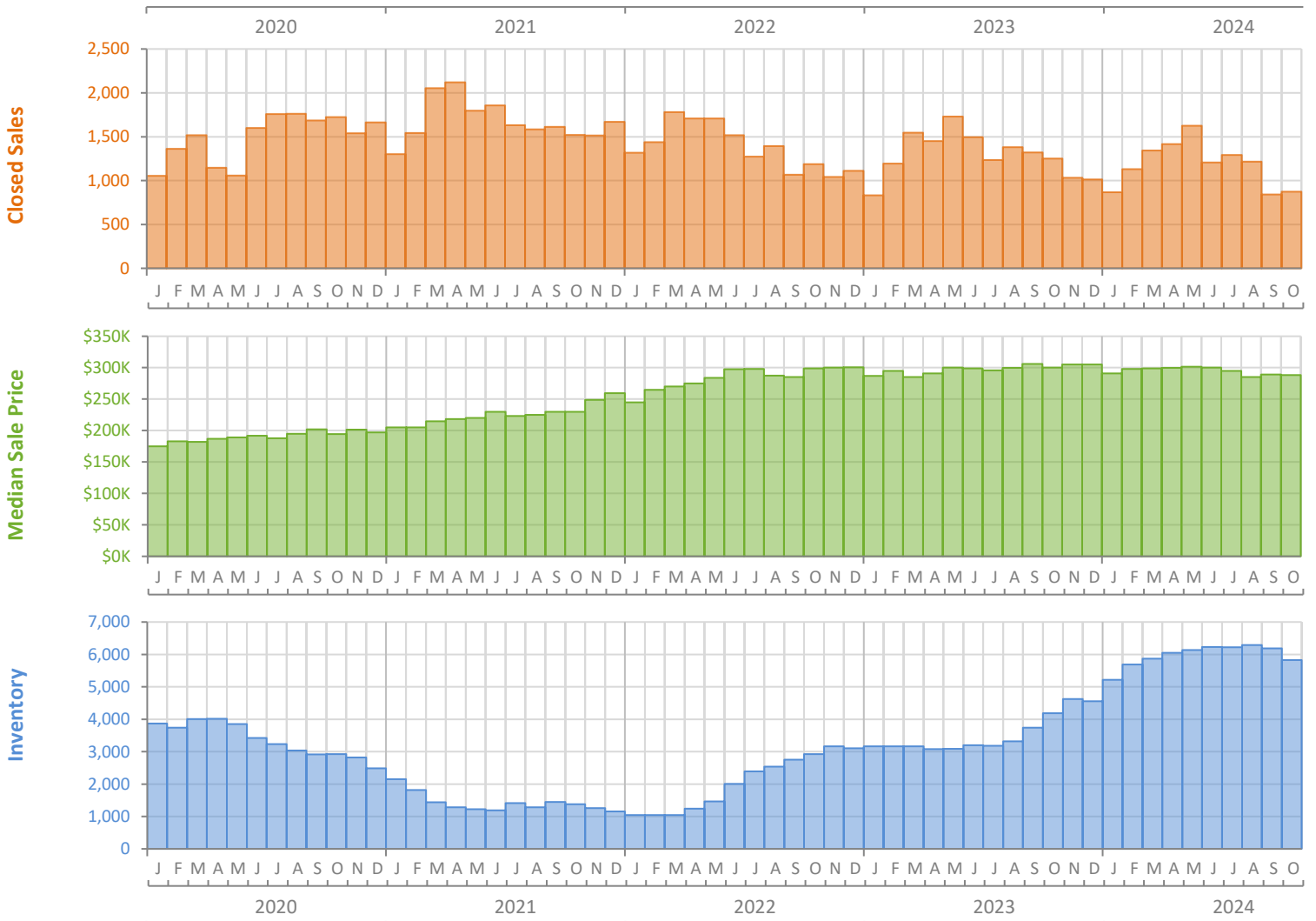
# Monthly Market Summary - October 2024

## Townhouses and Condos

### Tampa-St. Petersburg-Clearwater MSA



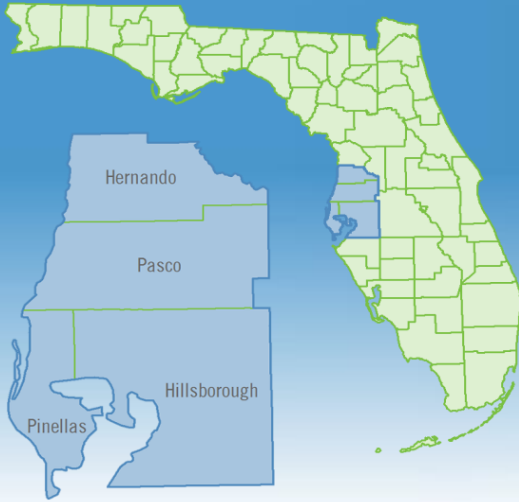
	October 2024	October 2023	Percent Change Year-over-Year
Closed Sales	872	1,250	-30.2%
Paid in Cash	377	610	-38.2%
Median Sale Price	\$288,445	\$300,000	-3.9%
Average Sale Price	\$357,347	\$428,332	-16.6%
Dollar Volume	\$311.6 Million	\$535.4 Million	-41.8%
Med. Pct. of Orig. List Price Received	94.2%	97.1%	-3.0%
Median Time to Contract	55 Days	21 Days	161.9%
Median Time to Sale	102 Days	59 Days	72.9%
New Pending Sales	853	1,178	-27.6%
New Listings	1,195	1,875	-36.3%
Pending Inventory	1,227	1,739	-29.4%
Inventory (Active Listings)	5,826	4,187	39.1%
Months Supply of Inventory	5.0	3.2	56.3%



# Monthly Distressed Market - October 2024

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