

# HILLSBOROUGH COUNTY MONTHLY STATISTICS



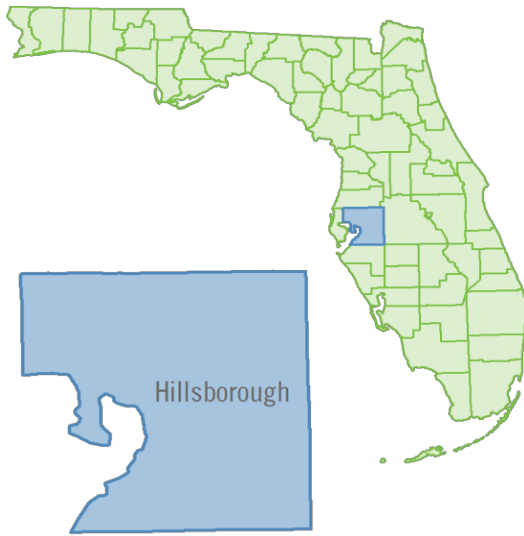
## JANUARY 2025

### COMBINED SINGLE FAMILY HOMES & TOWNHOMES/CONDOS

SUMMARY STATISTICS	JANUARY 2025	JANUARY 2024	% CHANGE YEAR OVER YEAR
CLOSED SALES	1,080	1,180	-8.5%
PAID IN CASH	299	340	-12.1%
NEW PENDING SALES	1,569	1,695	-7.4%
NEW LISTINGS	2,441	2,132	14.5%
PENDING INVENTORY	1,876	2,209	-15.1%
INVENTORY (ACTIVE LISTINGS)	6,121	4,506	35.8%

#### WANT TO KEEP A CLOSER EYE ON THE NUMBERS?

Check out our 5-county (Pinellas, Pasco, Hillsborough, Sarasota, and Manatee) local stats reports that we put out every business day, available at [PinellasRealtor.org/stats](https://PinellasRealtor.org/stats)



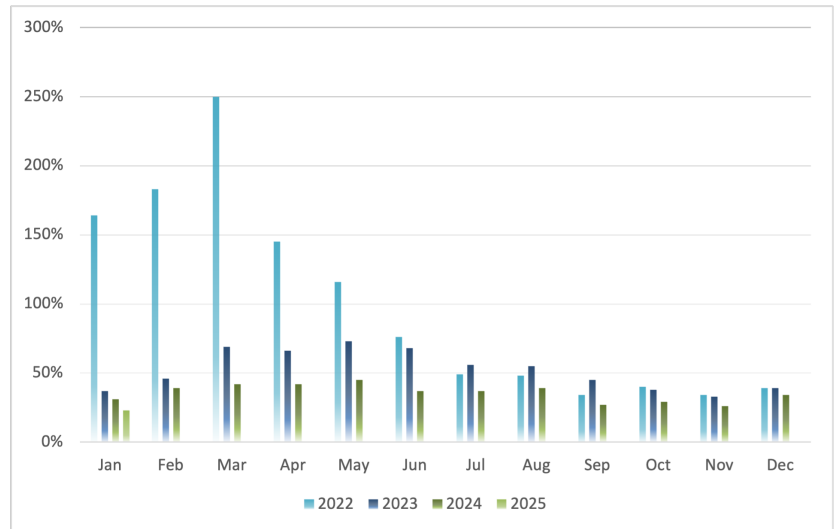
Absorption rate estimates the rate at which active listings are selling in a given market.

It's calculated by dividing the number of closed sales by the number of active listings.

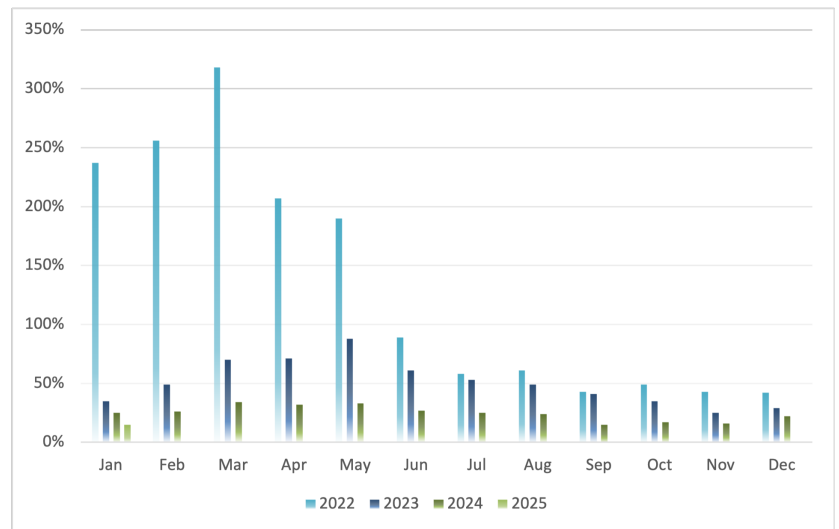
A low absorption rate means that homes are selling slowly (suggesting a buyer's market) while a high absorption rate means that homes are selling quickly (suggesting a seller's market).

# ABSORPTION RATE

Single Family	2022	2023	2024	2025
January	164%	37%	31%	23%
February	183%	46%	39%	
March	250%	69%	42%	
April	145%	66%	42%	
May	116%	73%	45%	
June	76%	68%	37%	
July	49%	56%	37%	
August	48%	55%	39%	
September	34%	45%	27%	
October	40%	38%	29%	
November	34%	33%	26%	
December	39%	39%	34%	



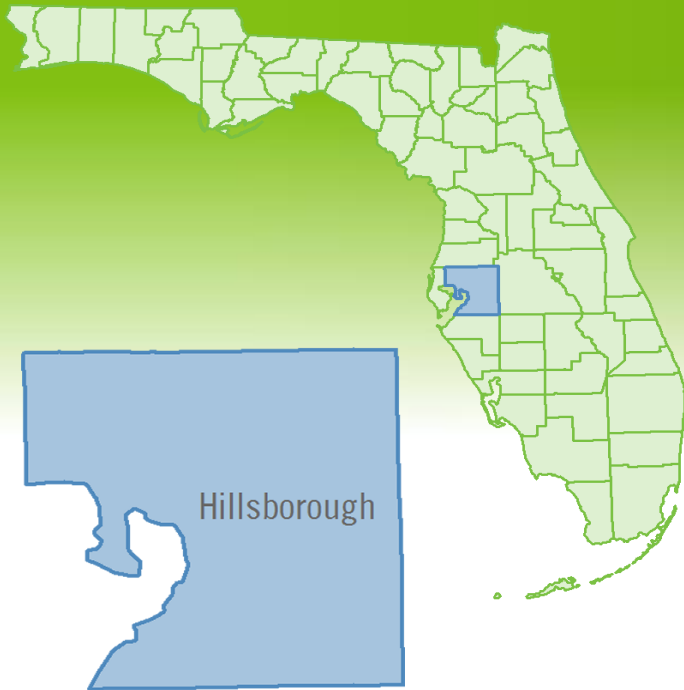
Condo	2022	2023	2024	2025
January	237%	35%	25%	15%
February	256%	49%	26%	
March	318%	70%	34%	
April	207%	71%	32%	
May	190%	88%	33%	
June	89%	61%	27%	
July	58%	53%	25%	
August	61%	49%	24%	
September	43%	41%	15%	
October	49%	35%	17%	
November	43%	25%	16%	
December	42%	29%	22%	



# Monthly Market Detail - January 2025

## Single-Family Homes

### Hillsborough County



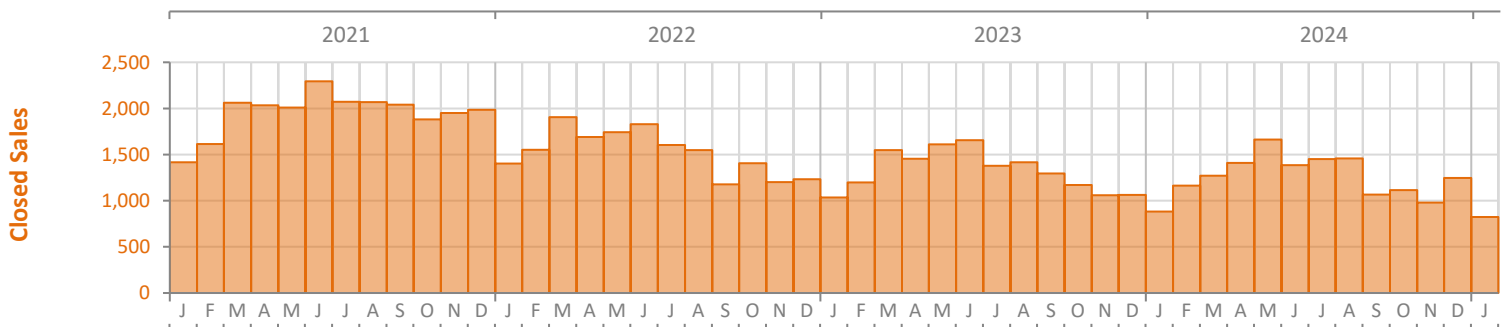
Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	825	882	-6.5%
Paid in Cash	210	226	-7.1%
Median Sale Price	\$415,000	\$411,000	1.0%
Average Sale Price	\$521,744	\$522,184	-0.1%
Dollar Volume	\$430.4 Million	\$460.6 Million	-6.5%
Median Percent of Original List Price Received	96.2%	96.2%	0.0%
Median Time to Contract	38 Days	34 Days	11.8%
Median Time to Sale	76 Days	80 Days	-5.0%
New Pending Sales	1,231	1,312	-6.2%
New Listings	1,812	1,540	17.7%
Pending Inventory	1,476	1,679	-12.1%
Inventory (Active Listings)	4,314	3,192	35.2%
Months Supply of Inventory	3.4	2.4	41.7%

## 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	825	-6.5%
<b>January 2025</b>	<b>825</b>	<b>-6.5%</b>
December 2024	1,245	17.0%
November 2024	979	-7.6%
October 2024	1,114	-4.9%
September 2024	1,066	-17.7%
August 2024	1,459	3.0%
July 2024	1,452	5.4%
June 2024	1,387	-16.2%
May 2024	1,663	3.2%
April 2024	1,410	-3.0%
March 2024	1,272	-17.8%
February 2024	1,164	-2.8%
January 2024	882	-14.8%



# Monthly Market Detail - January 2025

## Single-Family Homes

### Hillsborough County

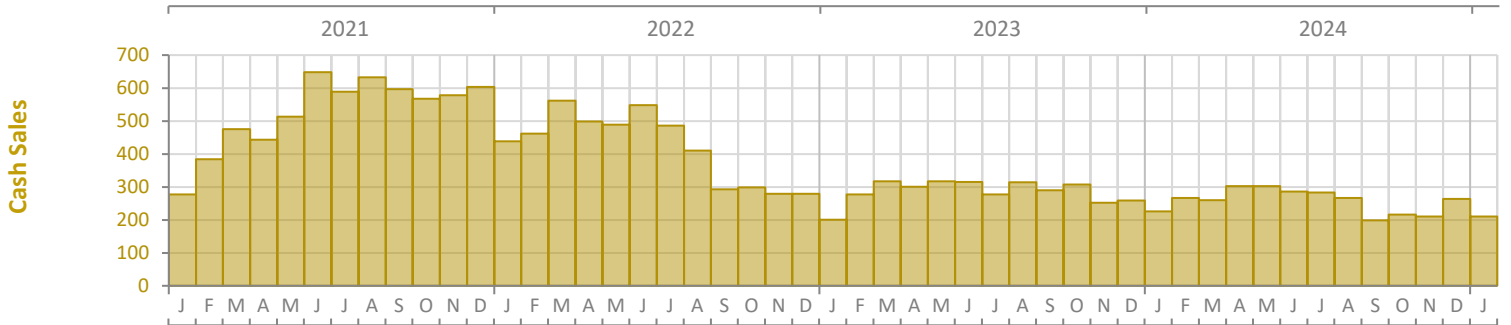


## Cash Sales

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

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

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	210	-7.1%
<b>January 2025</b>	<b>210</b>	<b>-7.1%</b>
December 2024	264	1.9%
November 2024	210	-16.7%
October 2024	216	-29.6%
September 2024	199	-31.4%
August 2024	267	-15.0%
July 2024	283	2.2%
June 2024	286	-9.2%
May 2024	302	-4.7%
April 2024	302	0.3%
March 2024	260	-18.0%
February 2024	267	-3.6%
January 2024	226	12.4%

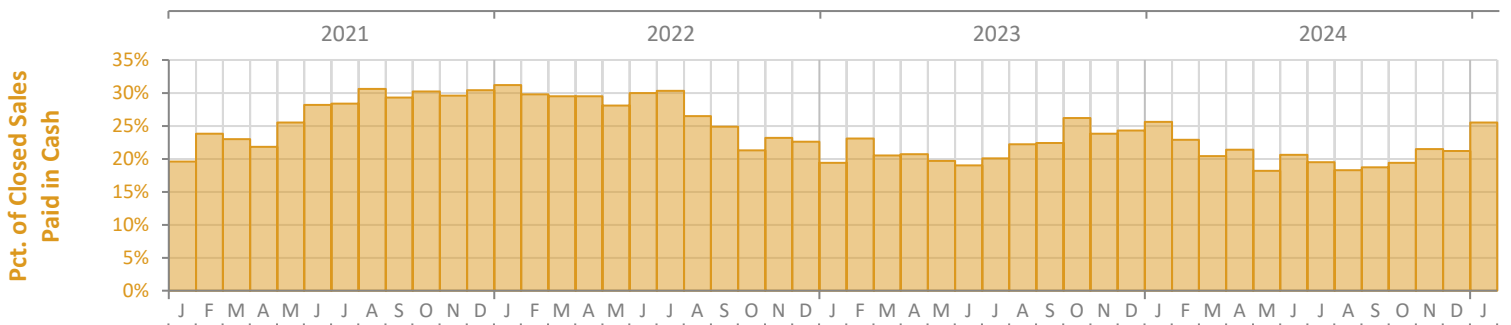


## Cash Sales as a Percentage of Closed Sales

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	25.5%	-0.4%
<b>January 2025</b>	<b>25.5%</b>	<b>-0.4%</b>
December 2024	21.2%	-12.8%
November 2024	21.5%	-9.7%
October 2024	19.4%	-26.0%
September 2024	18.7%	-16.5%
August 2024	18.3%	-17.6%
July 2024	19.5%	-3.0%
June 2024	20.6%	8.4%
May 2024	18.2%	-7.6%
April 2024	21.4%	3.4%
March 2024	20.4%	-0.5%
February 2024	22.9%	-0.9%
January 2024	25.6%	32.0%

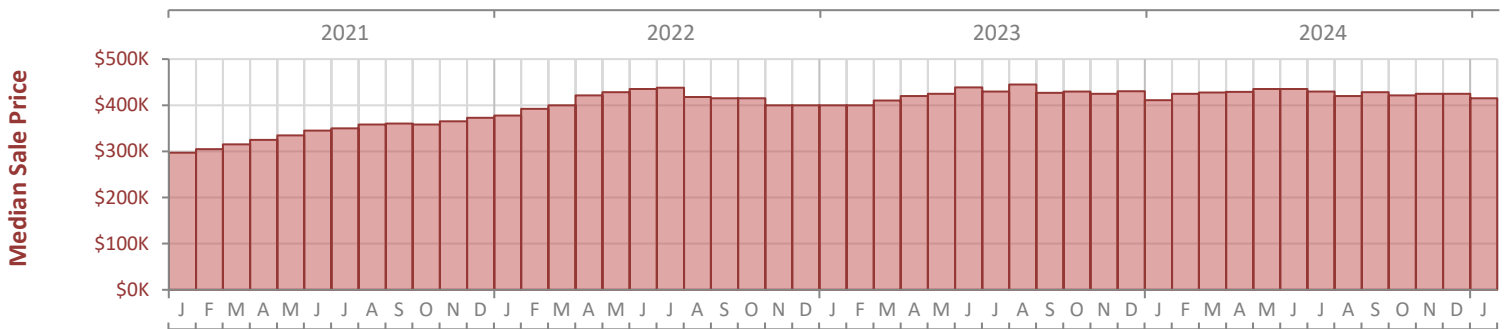


## Median Sale Price

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	\$415,000	1.0%
<b>January 2025</b>	<b>\$415,000</b>	<b>1.0%</b>
December 2024	\$425,000	-1.3%
November 2024	\$425,000	0.0%
October 2024	\$421,620	-1.9%
September 2024	\$428,500	0.3%
August 2024	\$420,000	-5.6%
July 2024	\$430,000	0.0%
June 2024	\$435,000	-0.8%
May 2024	\$435,020	2.4%
April 2024	\$429,250	2.2%
March 2024	\$427,748	4.3%
February 2024	\$424,745	6.2%
January 2024	\$411,000	2.8%

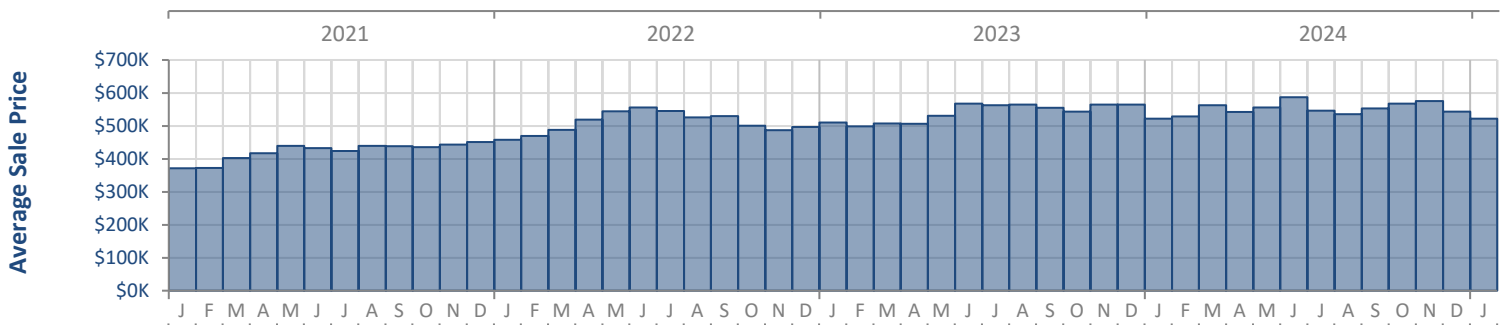


## Average Sale Price

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	\$521,744	-0.1%
<b>January 2025</b>	<b>\$521,744</b>	<b>-0.1%</b>
December 2024	\$543,739	-3.8%
November 2024	\$575,645	2.0%
October 2024	\$567,091	4.3%
September 2024	\$553,386	-0.2%
August 2024	\$535,710	-5.2%
July 2024	\$546,226	-2.9%
June 2024	\$586,926	3.4%
May 2024	\$556,021	4.7%
April 2024	\$542,101	7.0%
March 2024	\$562,236	10.9%
February 2024	\$528,852	6.2%
January 2024	\$522,184	2.3%



# Monthly Market Detail - January 2025

## Single-Family Homes

### Hillsborough County

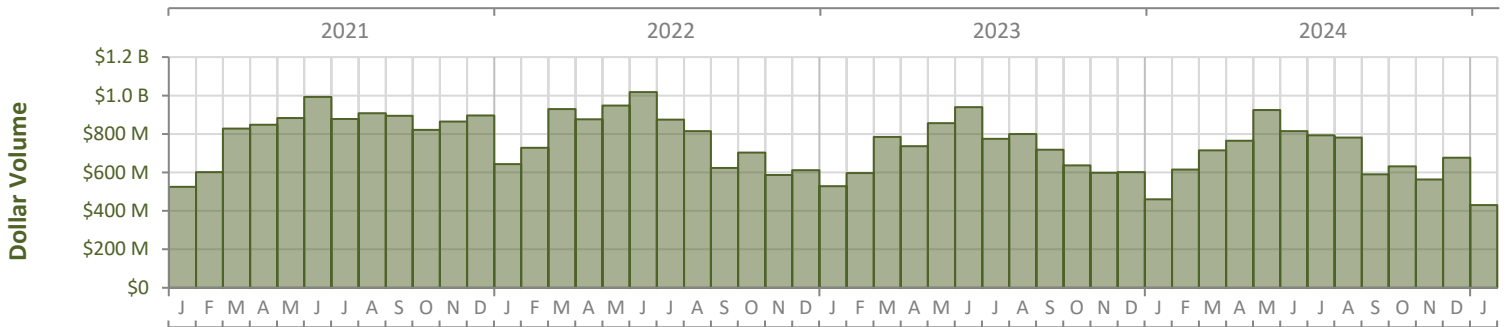


## Dollar Volume

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

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

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$430.4 Million	-6.5%
<b>January 2025</b>	<b>\$430.4 Million</b>	<b>-6.5%</b>
December 2024	\$677.0 Million	12.6%
November 2024	\$563.6 Million	-5.8%
October 2024	\$631.7 Million	-0.8%
September 2024	\$589.9 Million	-17.9%
August 2024	\$781.6 Million	-2.3%
July 2024	\$793.1 Million	2.4%
June 2024	\$814.1 Million	-13.3%
May 2024	\$924.7 Million	8.0%
April 2024	\$764.4 Million	3.7%
March 2024	\$715.2 Million	-8.9%
February 2024	\$615.6 Million	3.1%
January 2024	\$460.6 Million	-12.8%

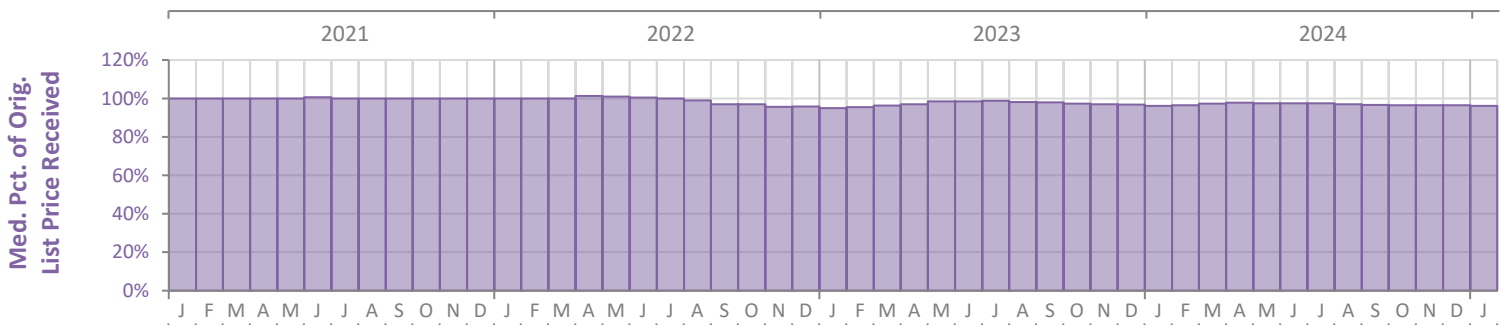


## Median Percent of Original List Price Received

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	96.2%	0.0%
<b>January 2025</b>	<b>96.2%</b>	<b>0.0%</b>
December 2024	96.5%	-0.3%
November 2024	96.4%	-0.6%
October 2024	96.4%	-0.9%
September 2024	96.6%	-1.3%
August 2024	96.9%	-1.3%
July 2024	97.5%	-1.3%
June 2024	97.5%	-0.9%
May 2024	97.5%	-0.9%
April 2024	97.8%	0.8%
March 2024	97.3%	1.0%
February 2024	96.4%	0.9%
January 2024	96.2%	1.4%



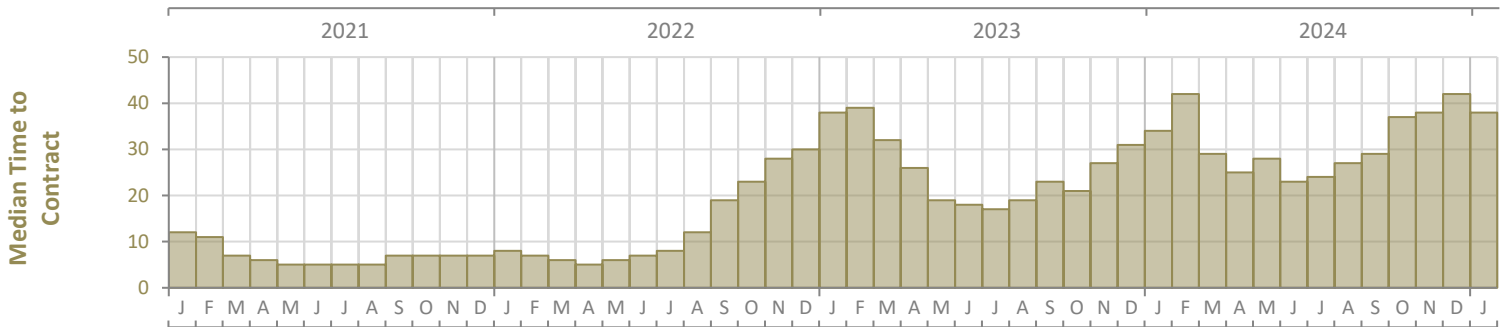


## Median Time to Contract

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	38 Days	11.8%
<b>January 2025</b>	<b>38 Days</b>	<b>11.8%</b>
December 2024	42 Days	35.5%
November 2024	38 Days	40.7%
October 2024	37 Days	76.2%
September 2024	29 Days	26.1%
August 2024	27 Days	42.1%
July 2024	24 Days	41.2%
June 2024	23 Days	27.8%
May 2024	28 Days	47.4%
April 2024	25 Days	-3.8%
March 2024	29 Days	-9.4%
February 2024	42 Days	7.7%
January 2024	34 Days	-10.5%

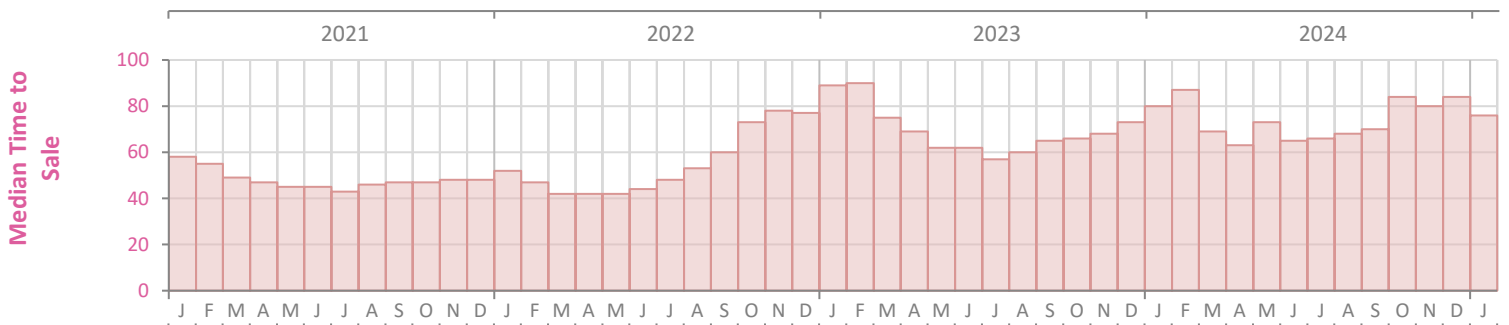


## Median Time to Sale

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	76 Days	-5.0%
<b>January 2025</b>	<b>76 Days</b>	<b>-5.0%</b>
December 2024	84 Days	15.1%
November 2024	80 Days	17.6%
October 2024	84 Days	27.3%
September 2024	70 Days	7.7%
August 2024	68 Days	13.3%
July 2024	66 Days	15.8%
June 2024	65 Days	4.8%
May 2024	73 Days	17.7%
April 2024	63 Days	-8.7%
March 2024	69 Days	-8.0%
February 2024	87 Days	-3.3%
January 2024	80 Days	-10.1%

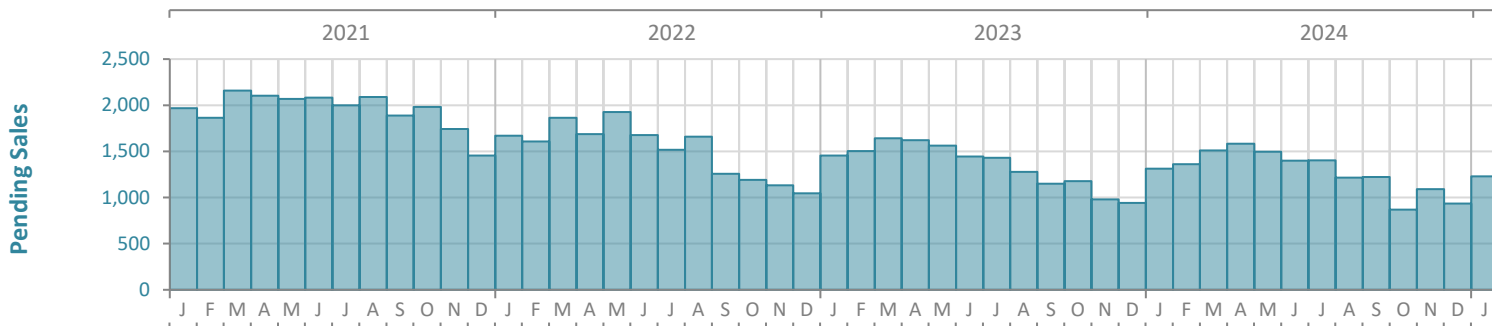


## New Pending Sales

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	1,231	-6.2%
<b>January 2025</b>	<b>1,231</b>	<b>-6.2%</b>
December 2024	934	-1.0%
November 2024	1,092	11.4%
October 2024	869	-26.2%
September 2024	1,223	6.3%
August 2024	1,217	-4.7%
July 2024	1,402	-1.9%
June 2024	1,399	-3.0%
May 2024	1,495	-4.2%
April 2024	1,582	-2.5%
March 2024	1,512	-8.0%
February 2024	1,361	-9.4%
January 2024	1,312	-9.8%

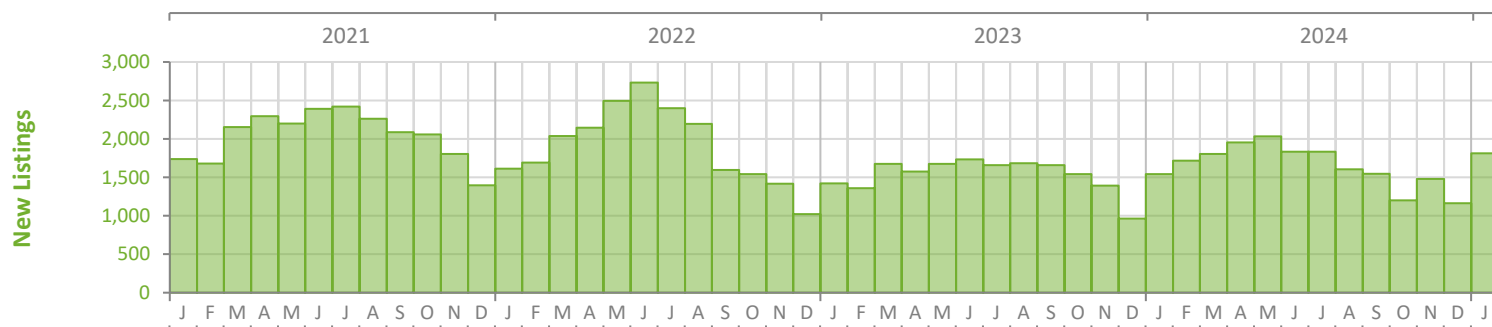


## New Listings

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	1,812	17.7%
<b>January 2025</b>	<b>1,812</b>	<b>17.7%</b>
December 2024	1,164	20.6%
November 2024	1,478	6.3%
October 2024	1,202	-22.0%
September 2024	1,544	-7.0%
August 2024	1,605	-4.7%
July 2024	1,833	10.6%
June 2024	1,833	5.6%
May 2024	2,034	21.4%
April 2024	1,955	24.0%
March 2024	1,806	7.7%
February 2024	1,715	26.3%
January 2024	1,540	8.5%



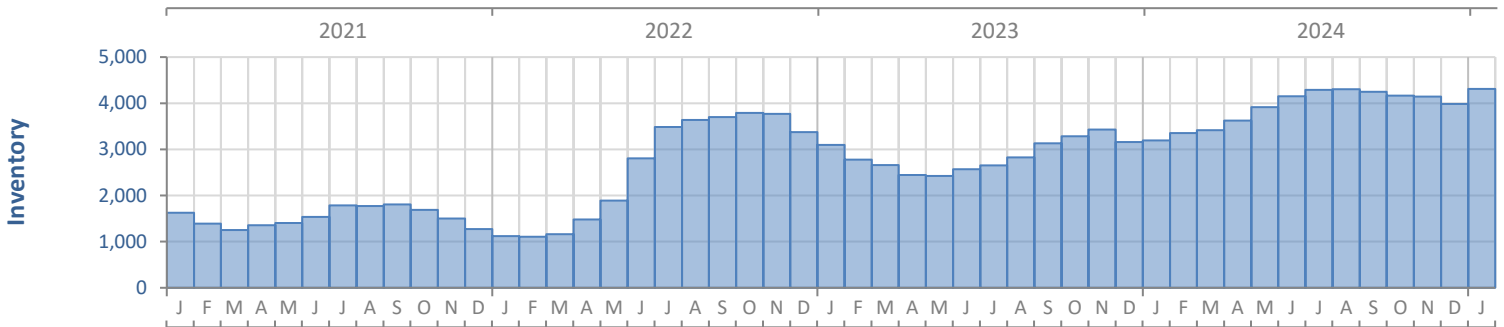


## Inventory (Active Listings)

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)	4,314	35.2%
<b>January 2025</b>	<b>4,314</b>	<b>35.2%</b>
December 2024	3,984	26.2%
November 2024	4,144	20.9%
October 2024	4,167	26.8%
September 2024	4,250	35.6%
August 2024	4,307	52.4%
July 2024	4,289	61.8%
June 2024	4,148	61.5%
May 2024	3,915	61.5%
April 2024	3,623	48.1%
March 2024	3,419	28.7%
February 2024	3,356	20.7%
January 2024	3,192	3.1%

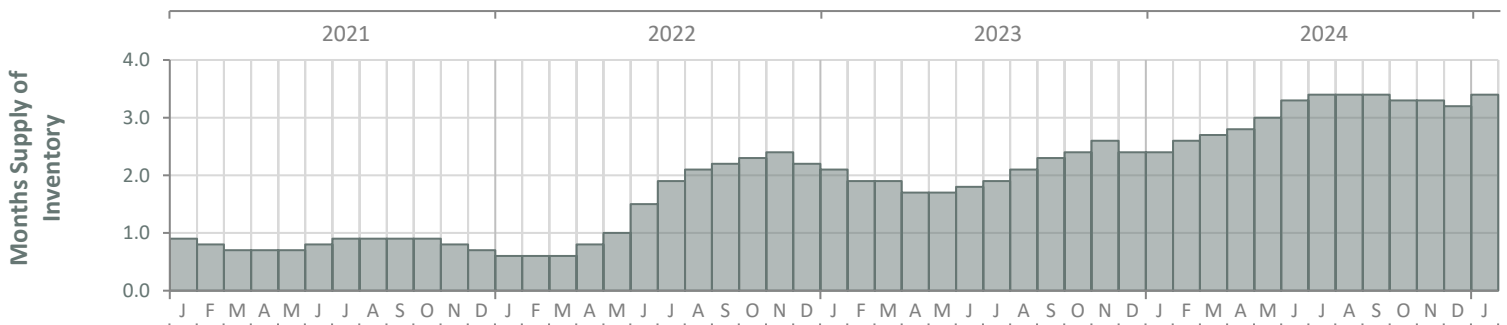


## Months Supply of Inventory

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)	3.4	41.7%
<b>January 2025</b>	<b>3.4</b>	<b>41.7%</b>
December 2024	3.2	33.3%
November 2024	3.3	26.9%
October 2024	3.3	37.5%
September 2024	3.4	47.8%
August 2024	3.4	61.9%
July 2024	3.4	78.9%
June 2024	3.3	83.3%
May 2024	3.0	76.5%
April 2024	2.8	64.7%
March 2024	2.7	42.1%
February 2024	2.6	36.8%
January 2024	2.4	14.3%

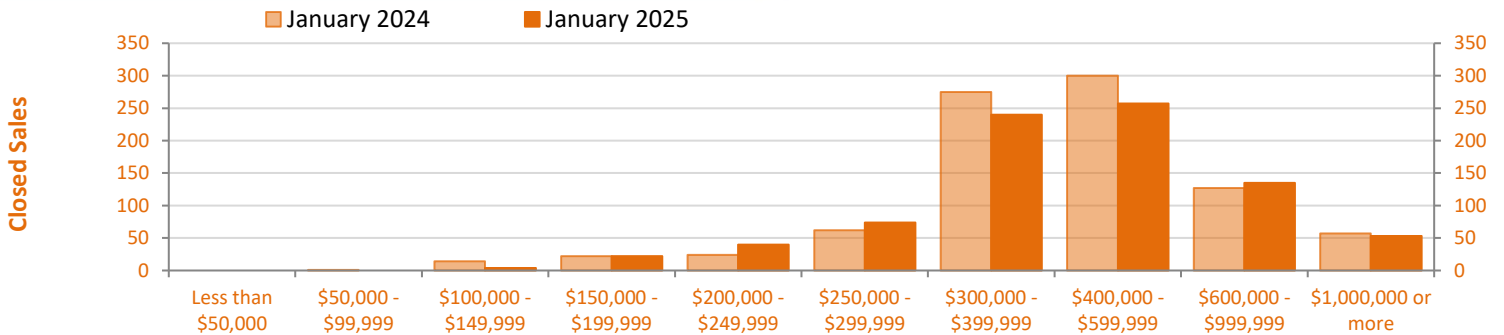


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	4	-71.4%
\$150,000 - \$199,999	22	0.0%
\$200,000 - \$249,999	40	66.7%
\$250,000 - \$299,999	74	19.4%
\$300,000 - \$399,999	240	-12.7%
\$400,000 - \$599,999	257	-14.3%
\$600,000 - \$999,999	135	6.3%
\$1,000,000 or more	53	-7.0%

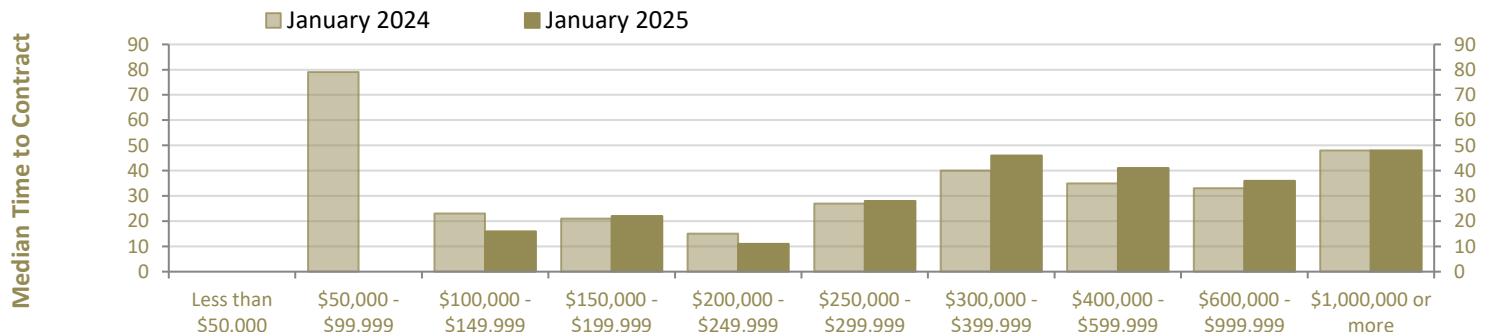


## Median Time to Contract by Sale Price

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

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	16 Days	-30.4%
\$150,000 - \$199,999	22 Days	4.8%
\$200,000 - \$249,999	11 Days	-26.7%
\$250,000 - \$299,999	28 Days	3.7%
\$300,000 - \$399,999	46 Days	15.0%
\$400,000 - \$599,999	41 Days	17.1%
\$600,000 - \$999,999	36 Days	9.1%
\$1,000,000 or more	48 Days	0.0%

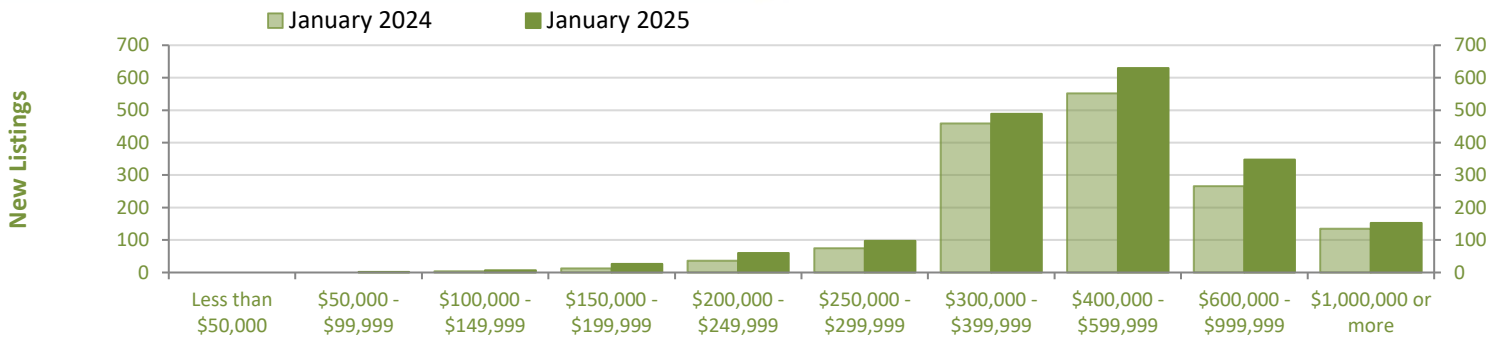


## New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	2	N/A
\$100,000 - \$149,999	7	75.0%
\$150,000 - \$199,999	26	100.0%
\$200,000 - \$249,999	60	66.7%
\$250,000 - \$299,999	97	29.3%
\$300,000 - \$399,999	489	6.5%
\$400,000 - \$599,999	630	14.1%
\$600,000 - \$999,999	348	30.8%
\$1,000,000 or more	153	13.3%

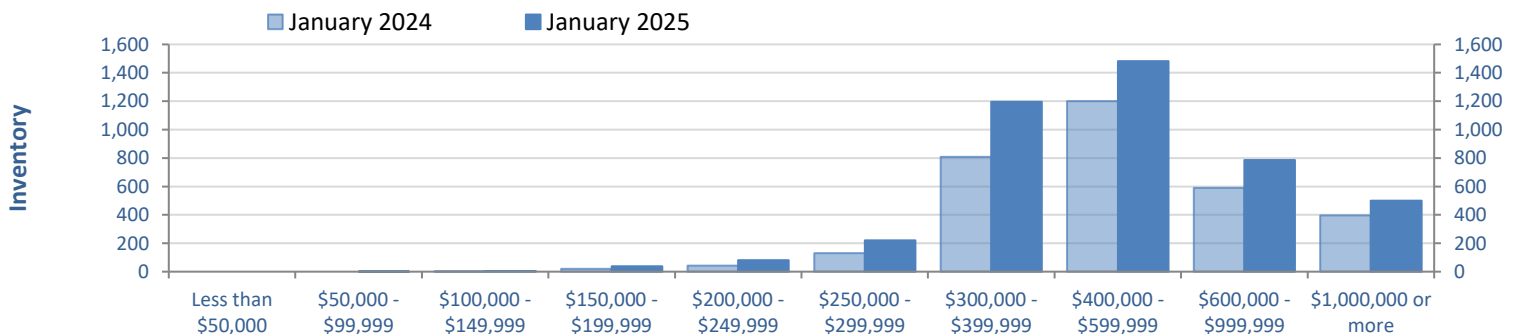


## Inventory by Current Listing Price

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

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

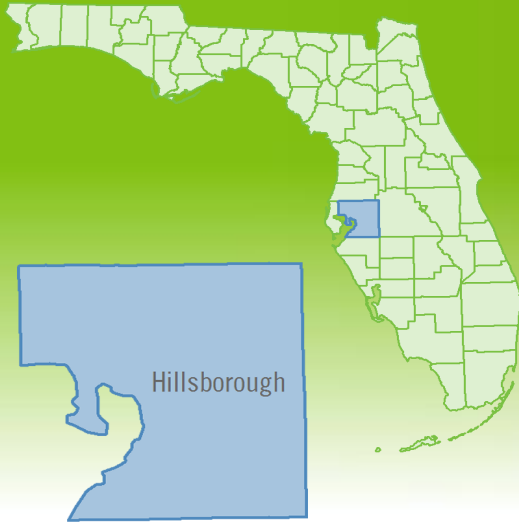
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	N/A
\$100,000 - \$149,999	5	150.0%
\$150,000 - \$199,999	38	100.0%
\$200,000 - \$249,999	81	88.4%
\$250,000 - \$299,999	221	68.7%
\$300,000 - \$399,999	1,197	48.0%
\$400,000 - \$599,999	1,482	23.4%
\$600,000 - \$999,999	787	33.4%
\$1,000,000 or more	500	25.9%



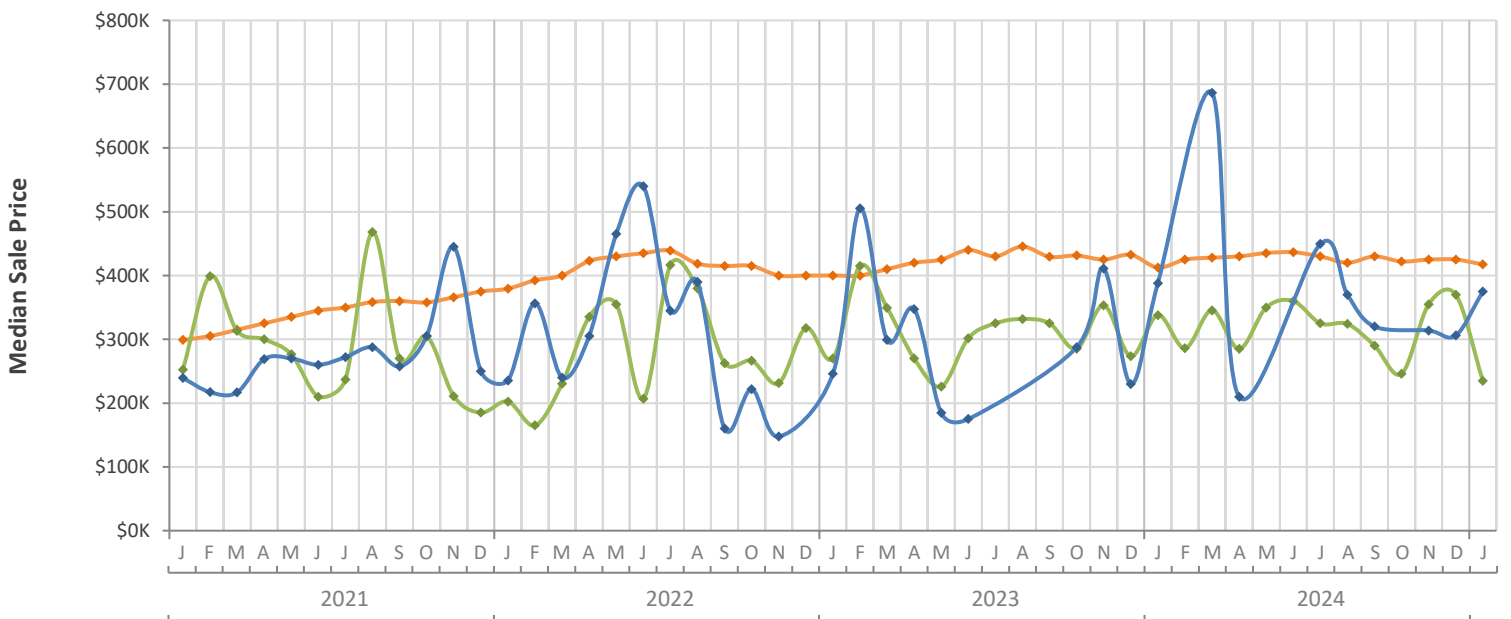
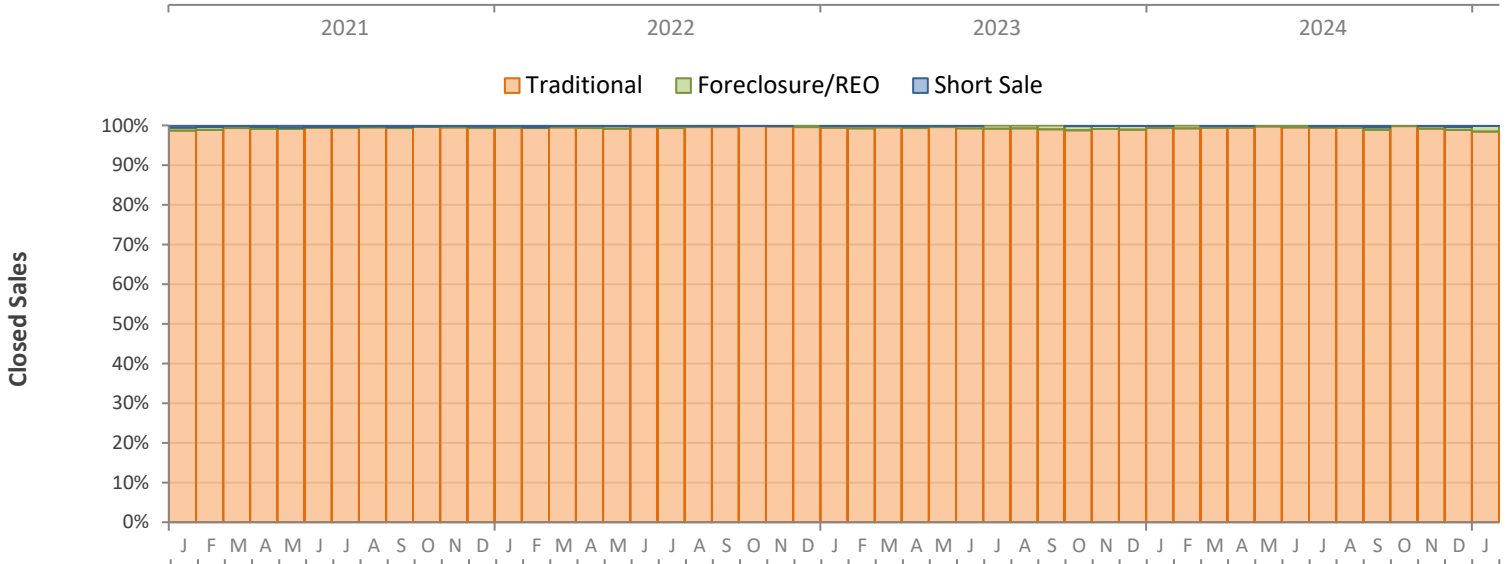
# Monthly Distressed Market - January 2025

## Single-Family Homes

### Hillsborough County



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	812	876	-7.3%
	Median Sale Price	\$417,495	\$412,500	1.2%
Foreclosure/REO	Closed Sales	12	5	140.0%
	Median Sale Price	\$235,000	\$338,000	-30.5%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$375,000	\$387,995	-3.3%



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 Friday, February 21, 2025. Next data release is Thursday, March 20, 2025.

# Monthly Market Detail - January 2025

## Townhouses and Condos

### Hillsborough County



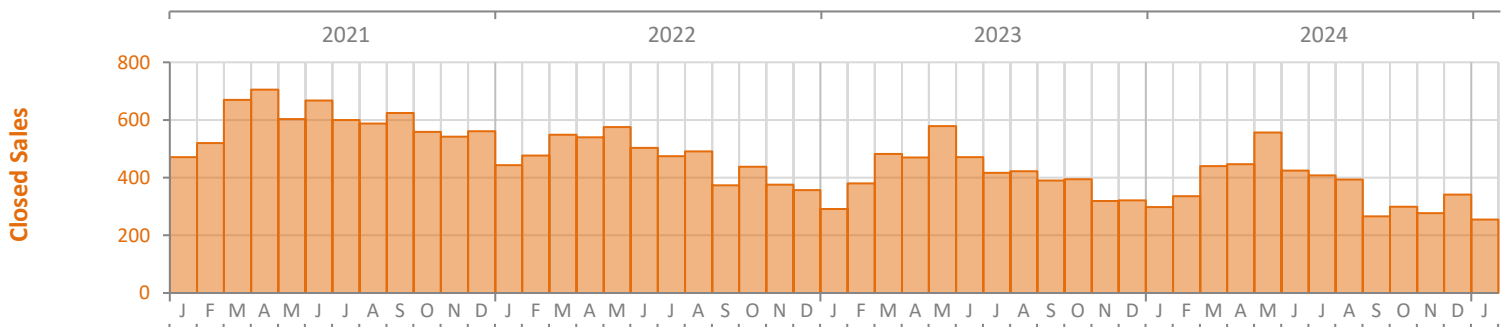
Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	255	298	-14.4%
Paid in Cash	89	114	-21.9%
Median Sale Price	\$286,000	\$287,725	-0.6%
Average Sale Price	\$367,094	\$360,165	1.9%
Dollar Volume	\$93.6 Million	\$107.3 Million	-12.8%
Median Percent of Original List Price Received	95.6%	96.3%	-0.7%
Median Time to Contract	51 Days	42 Days	21.4%
Median Time to Sale	89 Days	81 Days	9.9%
New Pending Sales	338	383	-11.7%
New Listings	629	592	6.3%
Pending Inventory	400	530	-24.5%
Inventory (Active Listings)	1,807	1,314	37.5%
Months Supply of Inventory	4.9	3.2	53.1%

## 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	255	-14.4%
<b>January 2025</b>	<b>255</b>	<b>-14.4%</b>
December 2024	341	6.2%
November 2024	277	-13.2%
October 2024	299	-24.3%
September 2024	266	-31.8%
August 2024	393	-6.9%
July 2024	408	-2.2%
June 2024	425	-9.8%
May 2024	557	-3.8%
April 2024	447	-4.9%
March 2024	440	-8.7%
February 2024	336	-11.6%
January 2024	298	2.4%

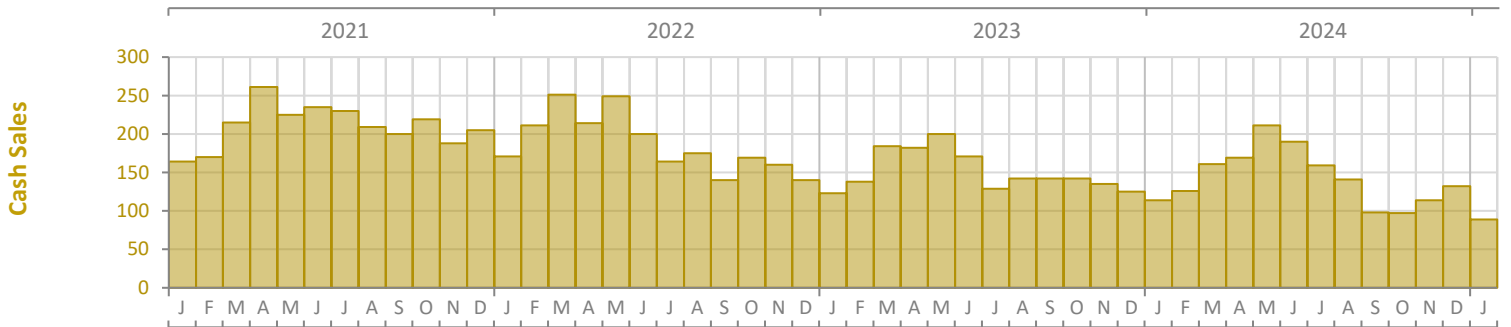


## Cash Sales

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

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

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	89	-21.9%
<b>January 2025</b>	<b>89</b>	<b>-21.9%</b>
December 2024	132	5.6%
November 2024	114	-15.6%
October 2024	97	-31.7%
September 2024	98	-31.0%
August 2024	141	-0.7%
July 2024	159	23.3%
June 2024	190	11.1%
May 2024	211	5.5%
April 2024	169	-7.1%
March 2024	161	-12.5%
February 2024	126	-8.7%
January 2024	114	-7.3%

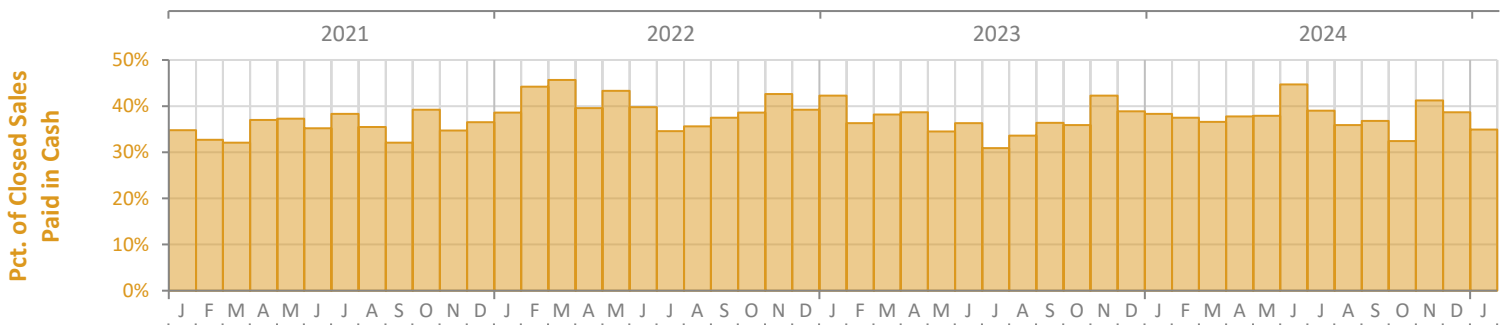


## Cash Sales as a Percentage of Closed Sales

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

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	34.9%	-8.9%
<b>January 2025</b>	<b>34.9%</b>	<b>-8.9%</b>
December 2024	38.7%	-0.5%
November 2024	41.2%	-2.6%
October 2024	32.4%	-9.7%
September 2024	36.8%	1.1%
August 2024	35.9%	6.8%
July 2024	39.0%	26.2%
June 2024	44.7%	23.1%
May 2024	37.9%	9.9%
April 2024	37.8%	-2.3%
March 2024	36.6%	-4.2%
February 2024	37.5%	3.3%
January 2024	38.3%	-9.5%





# Monthly Market Detail - January 2025

## Townhouses and Condos

### Hillsborough County

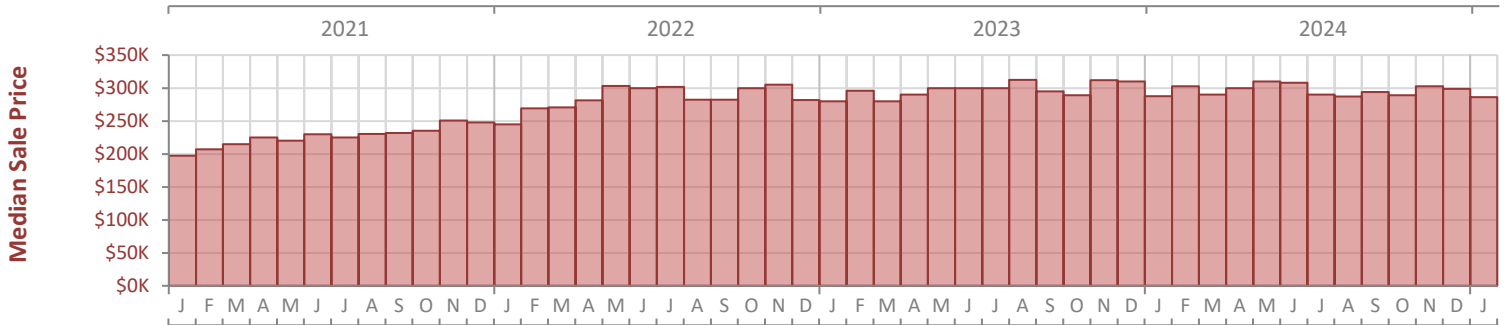


## Median Sale Price

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

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

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$286,000	-0.6%
<b>January 2025</b>	<b>\$286,000</b>	<b>-0.6%</b>
December 2024	\$298,590	-3.7%
November 2024	\$302,495	-3.0%
October 2024	\$289,000	0.0%
September 2024	\$293,990	-0.3%
August 2024	\$287,000	-8.2%
July 2024	\$290,000	-3.3%
June 2024	\$307,990	2.7%
May 2024	\$309,990	3.4%
April 2024	\$299,900	3.4%
March 2024	\$289,900	3.5%
February 2024	\$302,500	2.2%
January 2024	\$287,725	2.8%

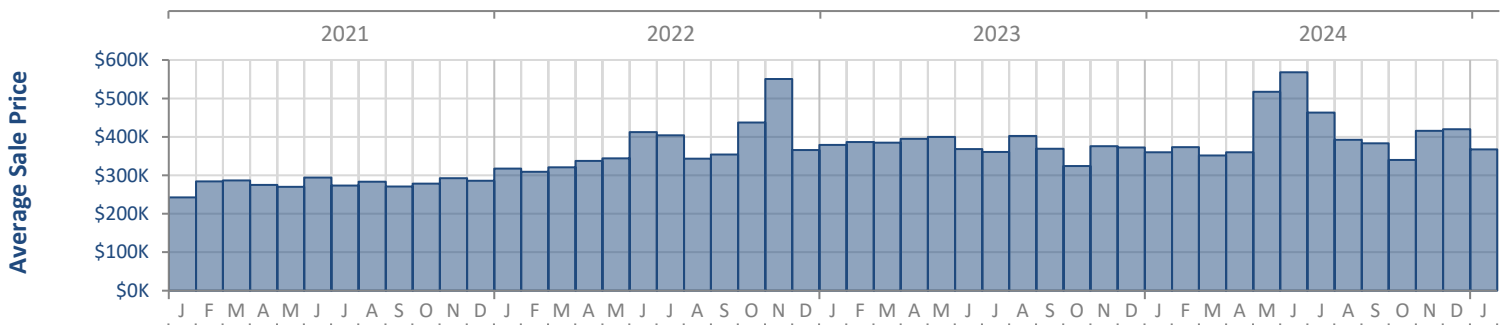


## Average Sale Price

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	\$367,094	1.9%
<b>January 2025</b>	<b>\$367,094</b>	<b>1.9%</b>
December 2024	\$419,820	12.6%
November 2024	\$415,735	10.7%
October 2024	\$339,759	4.8%
September 2024	\$383,479	3.9%
August 2024	\$392,791	-2.4%
July 2024	\$463,566	28.4%
June 2024	\$568,386	54.4%
May 2024	\$517,162	29.2%
April 2024	\$359,618	-9.0%
March 2024	\$351,815	-8.6%
February 2024	\$373,424	-3.4%
January 2024	\$360,165	-5.0%



# Monthly Market Detail - January 2025

## Townhouses and Condos

### Hillsborough County

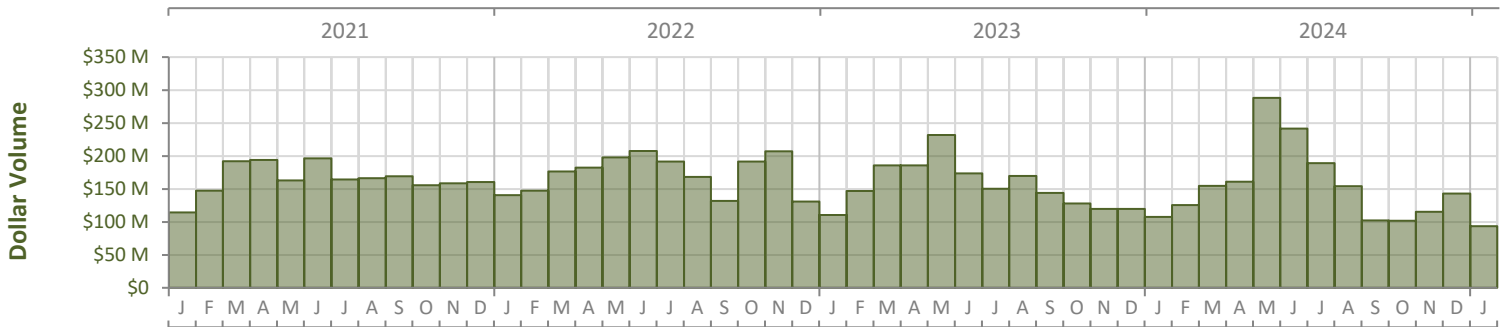


## Dollar Volume

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

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

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$93.6 Million	-12.8%
<b>January 2025</b>	<b>\$93.6 Million</b>	<b>-12.8%</b>
December 2024	\$143.2 Million	19.7%
November 2024	\$115.2 Million	-3.8%
October 2024	\$101.6 Million	-20.7%
September 2024	\$102.0 Million	-29.1%
August 2024	\$154.4 Million	-9.1%
July 2024	\$189.1 Million	25.7%
June 2024	\$241.6 Million	39.4%
May 2024	\$288.1 Million	24.3%
April 2024	\$160.7 Million	-13.4%
March 2024	\$154.8 Million	-16.6%
February 2024	\$125.5 Million	-14.6%
January 2024	\$107.3 Million	-2.8%

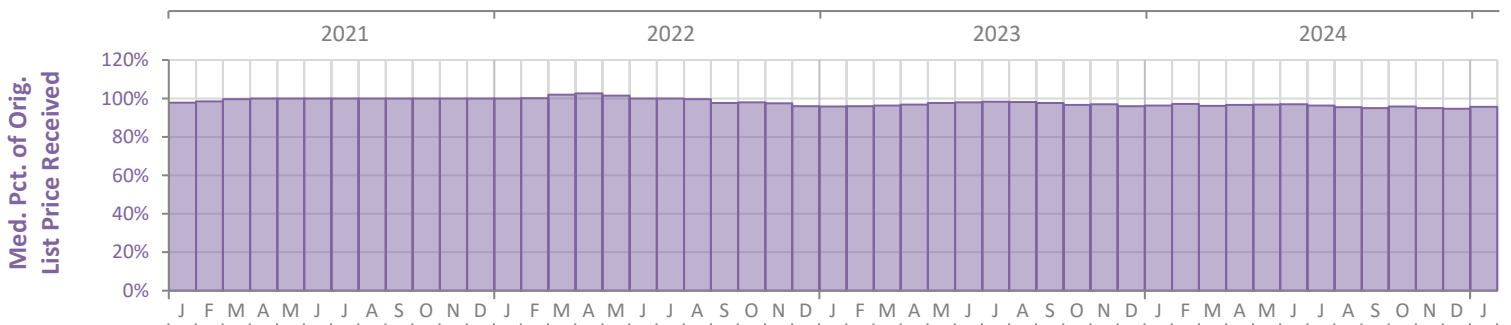


## Median Percent of Original List Price Received

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	95.6%	-0.7%
<b>January 2025</b>	<b>95.6%</b>	<b>-0.7%</b>
December 2024	94.7%	-1.4%
November 2024	95.0%	-2.1%
October 2024	95.8%	-0.9%
September 2024	94.9%	-2.9%
August 2024	95.4%	-2.9%
July 2024	96.3%	-2.0%
June 2024	96.9%	-1.0%
May 2024	96.8%	-0.9%
April 2024	96.7%	-0.1%
March 2024	96.1%	-0.2%
February 2024	97.1%	1.3%
January 2024	96.3%	0.5%

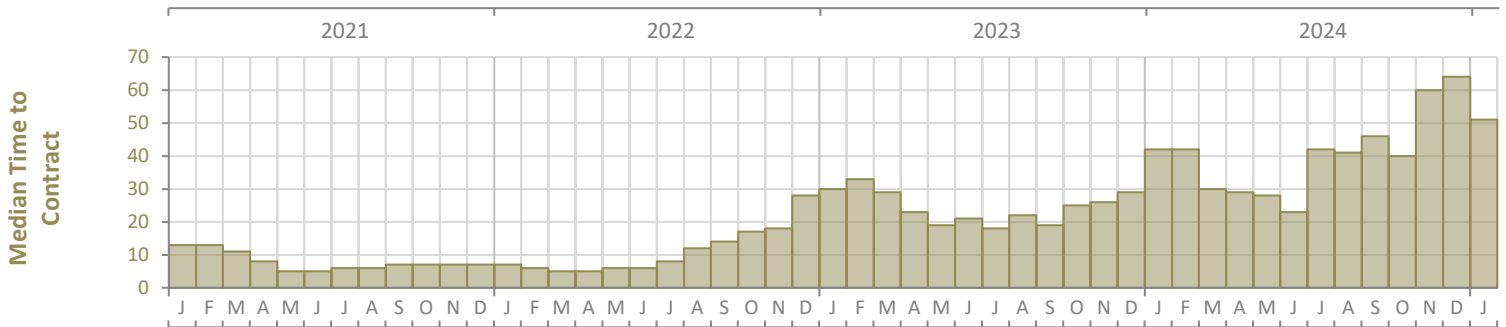


## Median Time to Contract

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

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

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	51 Days	21.4%
<b>January 2025</b>	<b>51 Days</b>	<b>21.4%</b>
December 2024	64 Days	120.7%
November 2024	60 Days	130.8%
October 2024	40 Days	60.0%
September 2024	46 Days	142.1%
August 2024	41 Days	86.4%
July 2024	42 Days	133.3%
June 2024	23 Days	9.5%
May 2024	28 Days	47.4%
April 2024	29 Days	26.1%
March 2024	30 Days	3.4%
February 2024	42 Days	27.3%
January 2024	42 Days	40.0%

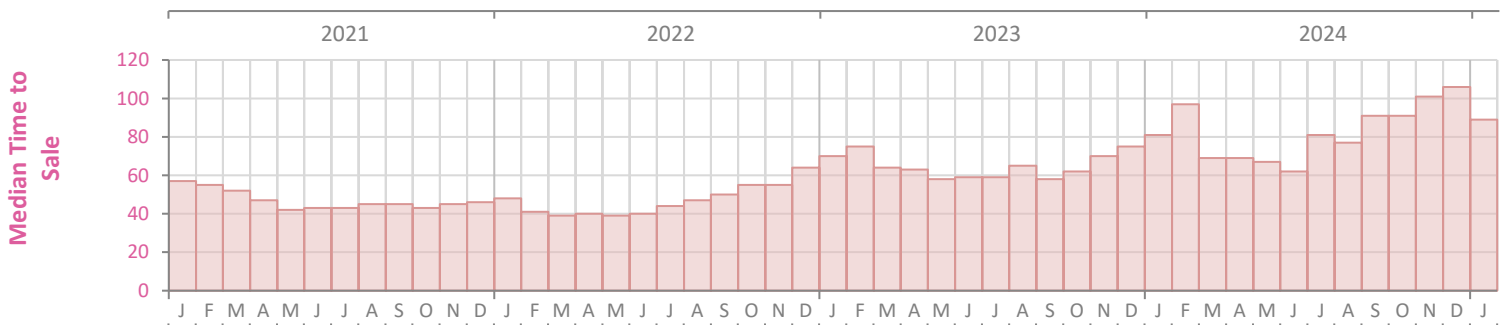


## Median Time to Sale

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	89 Days	9.9%
<b>January 2025</b>	<b>89 Days</b>	<b>9.9%</b>
December 2024	106 Days	41.3%
November 2024	101 Days	44.3%
October 2024	91 Days	46.8%
September 2024	91 Days	56.9%
August 2024	77 Days	18.5%
July 2024	81 Days	37.3%
June 2024	62 Days	5.1%
May 2024	67 Days	15.5%
April 2024	69 Days	9.5%
March 2024	69 Days	7.8%
February 2024	97 Days	29.3%
January 2024	81 Days	15.7%

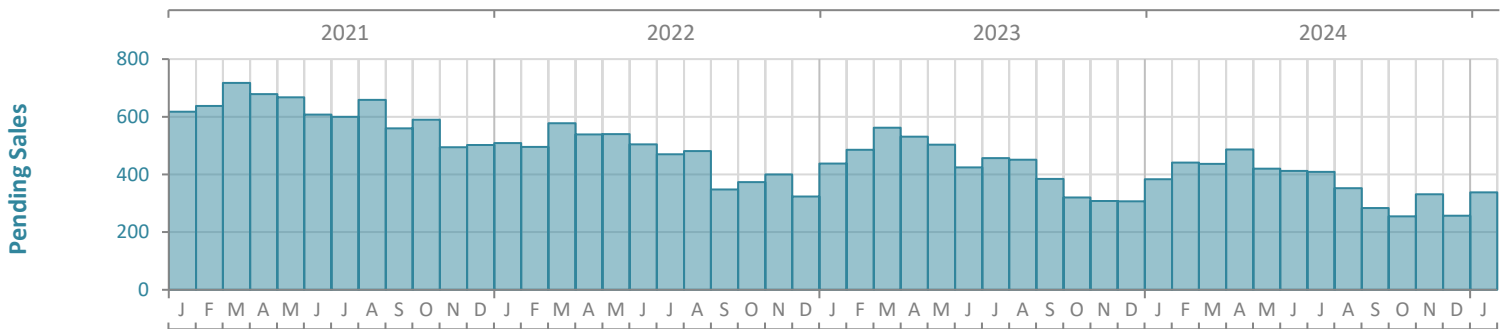


## New Pending Sales

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

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

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	338	-11.7%
<b>January 2025</b>	<b>338</b>	<b>-11.7%</b>
December 2024	257	-16.3%
November 2024	331	7.5%
October 2024	255	-20.3%
September 2024	283	-26.3%
August 2024	352	-22.0%
July 2024	409	-10.5%
June 2024	412	-3.1%
May 2024	420	-16.5%
April 2024	487	-8.3%
March 2024	437	-22.2%
February 2024	441	-9.3%
January 2024	383	-12.6%

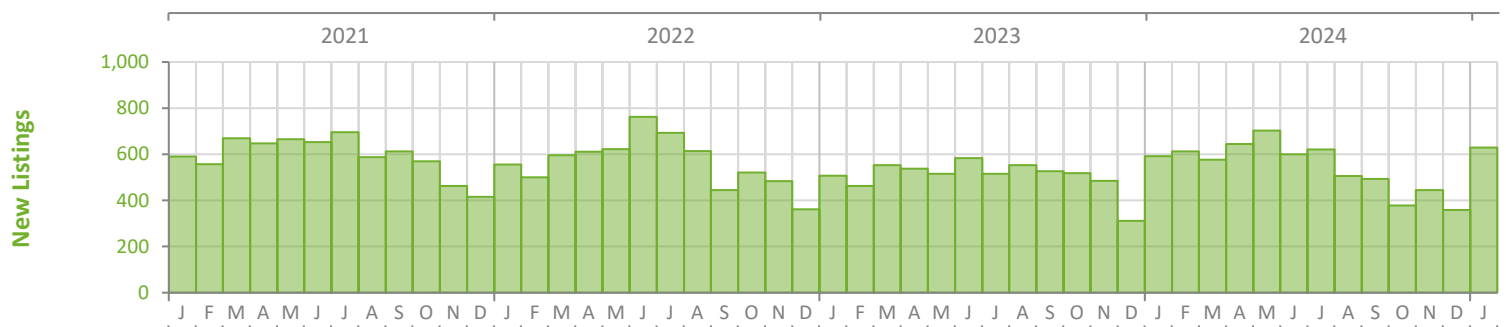


## New Listings

The number of properties put onto the market during the month

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

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	629	6.3%
<b>January 2025</b>	<b>629</b>	<b>6.3%</b>
December 2024	359	15.4%
November 2024	444	-8.5%
October 2024	378	-27.0%
September 2024	493	-6.5%
August 2024	505	-8.7%
July 2024	621	20.6%
June 2024	600	2.9%
May 2024	703	36.5%
April 2024	644	19.7%
March 2024	576	4.2%
February 2024	612	32.5%
January 2024	592	16.8%



# Monthly Market Detail - January 2025

## Townhouses and Condos

### Hillsborough County

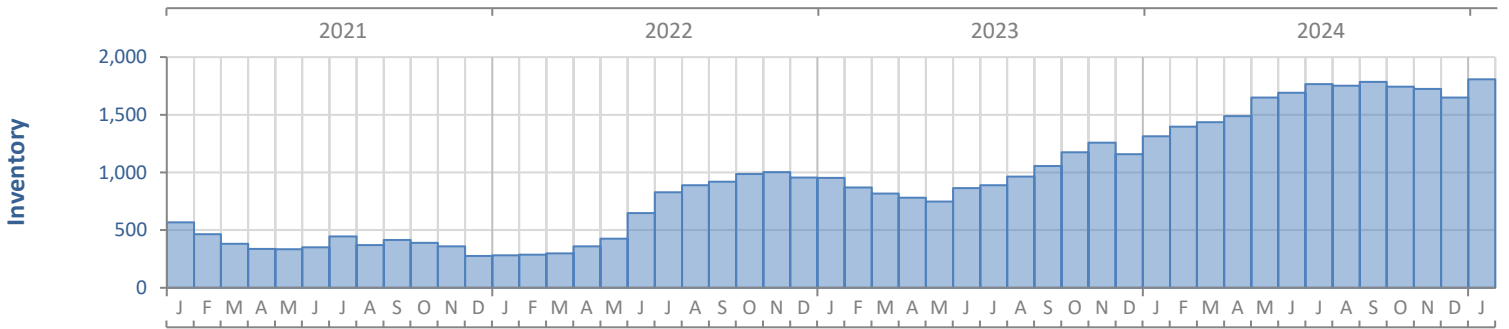


## Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	1,807	37.5%
<b>January 2025</b>	<b>1,807</b>	<b>37.5%</b>
December 2024	1,649	42.5%
November 2024	1,723	37.1%
October 2024	1,744	48.6%
September 2024	1,786	69.1%
August 2024	1,751	81.6%
July 2024	1,766	98.7%
June 2024	1,692	96.1%
May 2024	1,649	120.7%
April 2024	1,489	90.9%
March 2024	1,435	75.4%
February 2024	1,396	60.6%
January 2024	1,314	37.7%

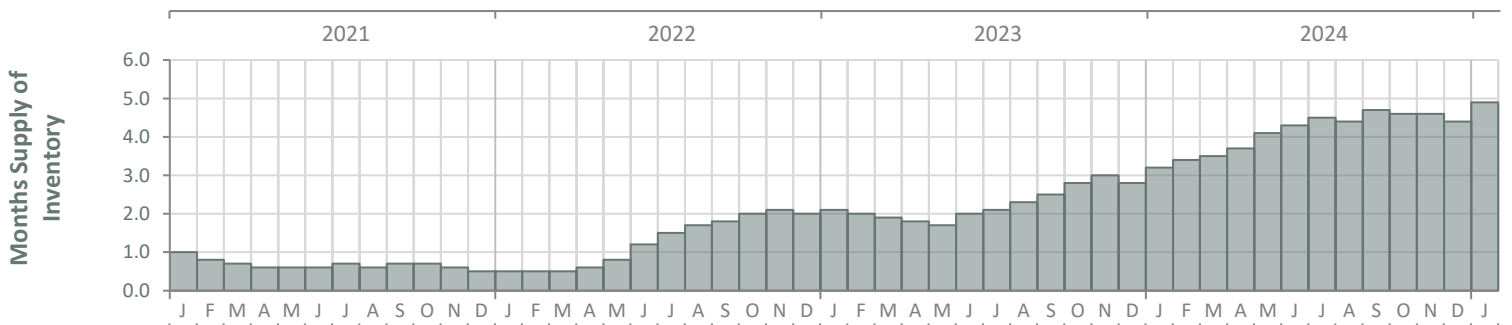


## Months Supply of Inventory

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)	4.9	53.1%
<b>January 2025</b>	<b>4.9</b>	<b>53.1%</b>
December 2024	4.4	57.1%
November 2024	4.6	53.3%
October 2024	4.6	64.3%
September 2024	4.7	88.0%
August 2024	4.4	91.3%
July 2024	4.5	114.3%
June 2024	4.3	115.0%
May 2024	4.1	141.2%
April 2024	3.7	105.6%
March 2024	3.5	84.2%
February 2024	3.4	70.0%
January 2024	3.2	52.4%



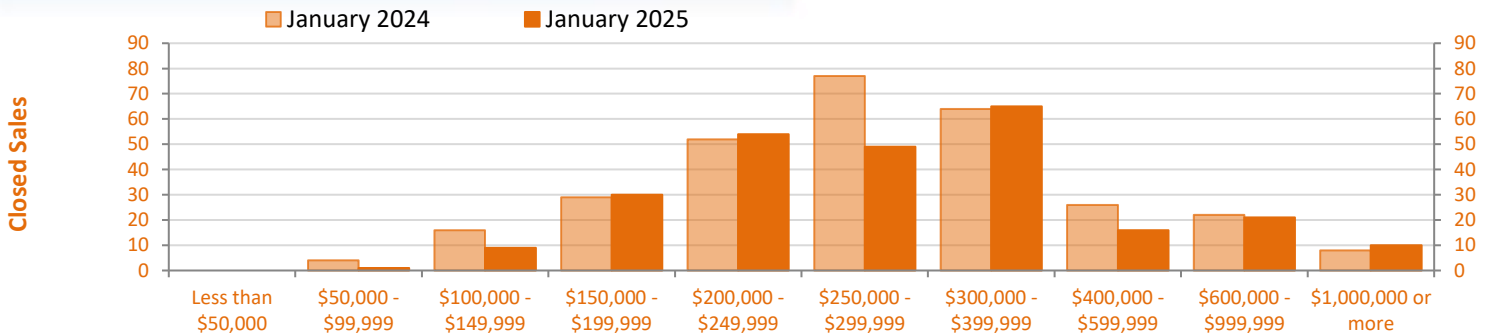


## Closed Sales by Sale Price

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	1	-75.0%
\$100,000 - \$149,999	9	-43.8%
\$150,000 - \$199,999	30	3.4%
\$200,000 - \$249,999	54	3.8%
\$250,000 - \$299,999	49	-36.4%
\$300,000 - \$399,999	65	1.6%
\$400,000 - \$599,999	16	-38.5%
\$600,000 - \$999,999	21	-4.5%
\$1,000,000 or more	10	25.0%

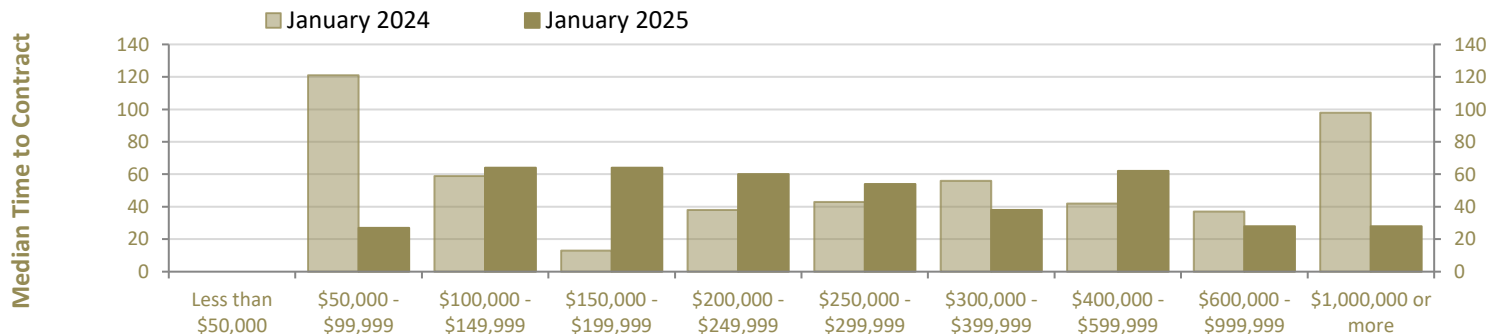


## Median Time to Contract by Sale Price

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	27 Days	-77.7%
\$100,000 - \$149,999	64 Days	8.5%
\$150,000 - \$199,999	64 Days	392.3%
\$200,000 - \$249,999	60 Days	57.9%
\$250,000 - \$299,999	54 Days	25.6%
\$300,000 - \$399,999	38 Days	-32.1%
\$400,000 - \$599,999	62 Days	47.6%
\$600,000 - \$999,999	28 Days	-24.3%
\$1,000,000 or more	28 Days	-71.4%



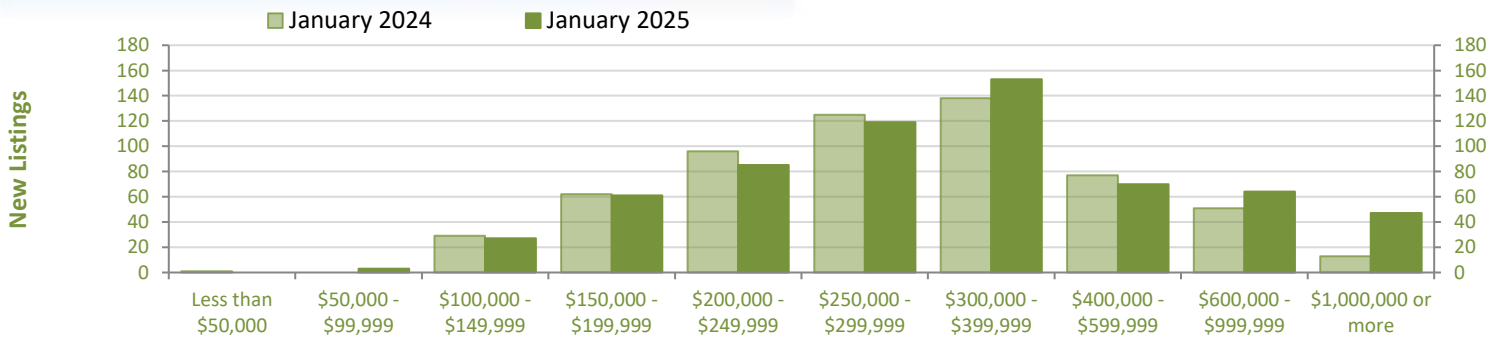


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	3	N/A
\$100,000 - \$149,999	27	-6.9%
\$150,000 - \$199,999	61	-1.6%
\$200,000 - \$249,999	85	-11.5%
\$250,000 - \$299,999	119	-4.8%
\$300,000 - \$399,999	153	10.9%
\$400,000 - \$599,999	70	-9.1%
\$600,000 - \$999,999	64	25.5%
\$1,000,000 or more	47	261.5%

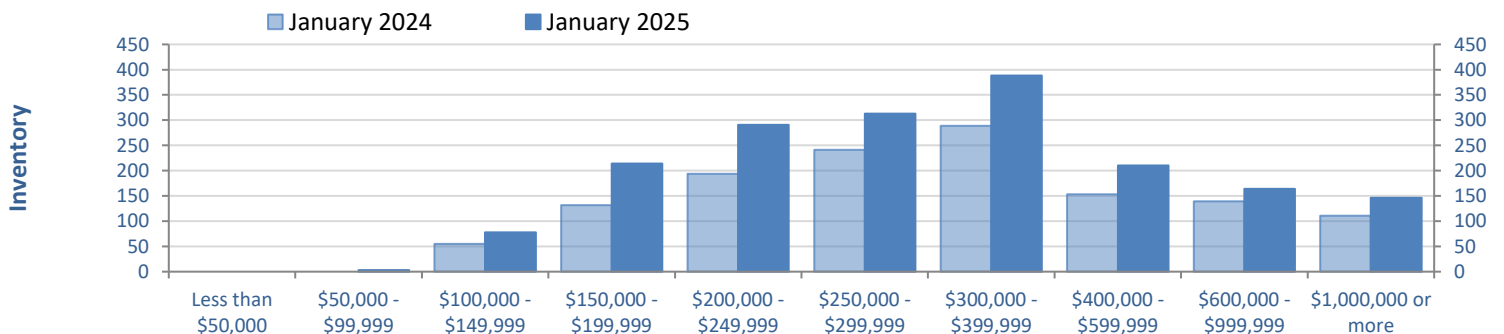


## Inventory by Current Listing Price

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

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

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	N/A
\$100,000 - \$149,999	78	41.8%
\$150,000 - \$199,999	214	62.1%
\$200,000 - \$249,999	291	50.0%
\$250,000 - \$299,999	313	29.9%
\$300,000 - \$399,999	388	34.3%
\$400,000 - \$599,999	210	37.3%
\$600,000 - \$999,999	164	18.0%
\$1,000,000 or more	146	31.5%



# Monthly Distressed Market - January 2025

## Townhouses and Condos

### Hillsborough County



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	254	296	-14.2%
	Median Sale Price	\$287,000	\$287,975	-0.3%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$101,000	\$217,450	-53.6%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

